



## Sales and Use Tax Collection Report – January 2025

Issued February 11, 2025

This report reflects Sales and Use Tax collected in January for economic activity that occurred in December. Please note the sales and use tax collected in January is predominately from December sales but also includes delinquent collections from prior periods.

### JANUARY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	16.8%	16.8%
Net Use Tax Collected:	60.1%	60.1%
Net Sales and Use Tax Collected:	20.9%	20.9%

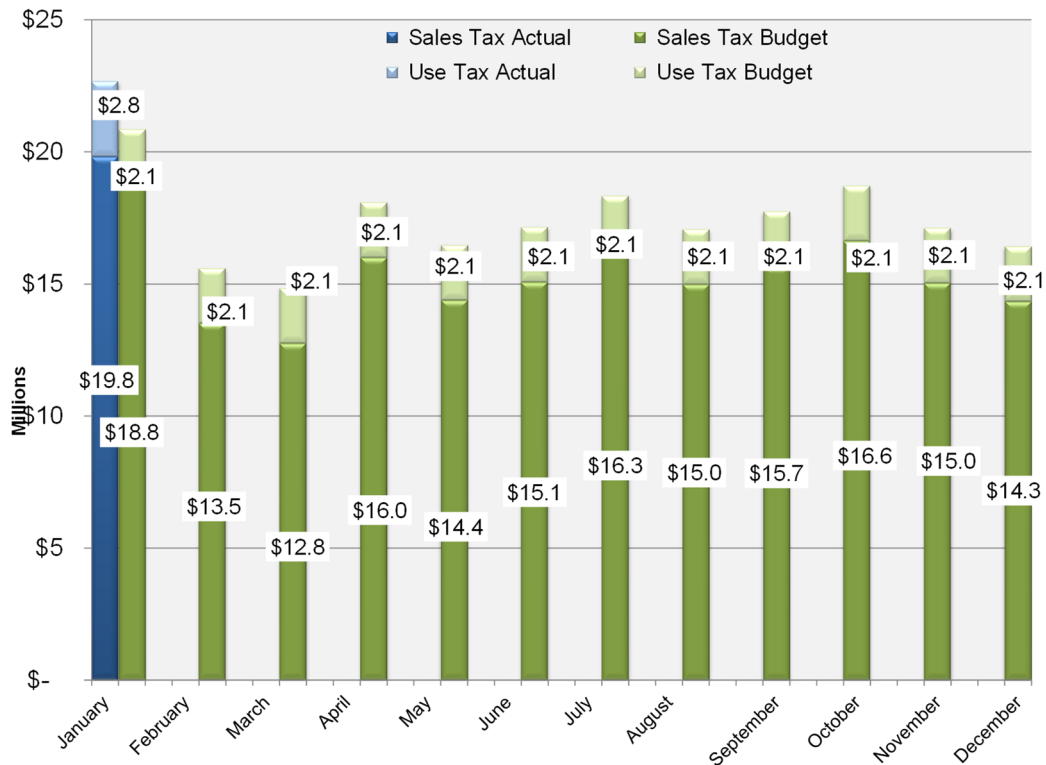
Year to date, sales and use tax collections excluding rebates are up 20.9% and total \$22.7M.

### JANUARY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	5.6%	5.6%
Net Use Tax Collected:	36.7%	36.7%
Net Sales and Use Tax Collected:	8.7%	8.7%

Year to date, the City has collected 8.7% more sales and use tax revenue, totaling \$1.8M over budget.

**Figure 1. Budget to Actual - Sales and Use Tax Collected After Rebates**



**Figure 2. Sales and Use Tax Collected**

	January			Year to Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
<b>SALES TAX COLLECTIONS</b>						
Grocery, Convenience, Liquor	\$2,311,442	\$2,381,974	3.1%	\$2,311,442	\$2,381,974	3.1%
Restaurants, Caterers and Bars	2,187,994	2,482,249	13.4%	2,187,994	2,482,249	13.4%
General Merchandise	1,469,553	1,673,488	13.9%	1,469,553	1,673,488	13.9%
Vehicle Sales, Parts and Repairs	948,635	1,067,926	12.6%	948,635	1,067,926	12.6%
Building Materials, Garden Equipment & Supplies	1,066,735	1,108,653	3.9%	1,066,735	1,108,653	3.9%
Sporting, Hobby, Book, Music	626,444	615,005	-1.8%	626,444	615,005	-1.8%
Broadcasting and Telecommunications	361,431	474,963	31.4%	361,431	474,963	31.4%
Electronics and Appliances	591,809	797,915	34.8%	591,809	797,915	34.8%
Miscellaneous Retailers	2,714,454	3,550,391	30.8%	2,714,454	3,550,391	30.8%
Utilities	568,174	660,246	16.2%	568,174	660,246	16.2%
Clothing and Accessories	711,913	912,884	28.2%	711,913	912,884	28.2%
Pharmacy, Salon and Laundry	576,528	636,141	10.3%	576,528	636,141	10.3%
Other	1,182,084	1,549,509	31.1%	1,182,084	1,549,509	31.1%
Rental and Leasing Services	298,226	367,172	23.1%	298,226	367,172	23.1%
Furniture and Home Furnishings	274,950	305,168	11.0%	274,950	305,168	11.0%
Wholesale Trade	347,721	441,990	27.1%	347,721	441,990	27.1%
Lodging	197,603	219,934	11.3%	197,603	219,934	11.3%
Manufacturing	542,954	601,993	10.9%	542,954	601,993	10.9%
<b>TOTAL SALES TAX</b>	<b>16,978,650</b>	<b>19,847,601</b>	<b>16.9%</b>	<b>16,978,650</b>	<b>19,847,601</b>	<b>16.9%</b>
Less Mall Sales Tax Remittance*	0	(21,564)		0	(21,564)	
<b>NET SALES TAX</b>	<b>16,978,650</b>	<b>19,826,037</b>	<b>16.8%</b>	<b>16,978,650</b>	<b>19,826,037</b>	<b>16.8%</b>
<b>USE TAX COLLECTIONS</b>						
Building Permits	417,163	1,217,228	191.8%	417,163	1,217,228	191.8%
Car Tax	678,682	871,093	28.4%	678,682	871,093	28.4%
Return Tax	684,128	760,552	11.2%	684,128	760,552	11.2%
<b>TOTAL USE TAX</b>	<b>1,779,973</b>	<b>2,848,873</b>	<b>60.1%</b>	<b>1,779,973</b>	<b>2,848,873</b>	<b>60.1%</b>
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET USE TAX</b>	<b>1,779,973</b>	<b>2,848,873</b>	<b>60.1%</b>	<b>1,779,973</b>	<b>2,848,873</b>	<b>60.1%</b>
<b>SALES &amp; USE TAX COLLECTIONS</b>						
Total Sales & Use Tax	<b>18,758,623</b>	<b>22,696,474</b>	21.0%	<b>18,758,623</b>	<b>22,696,474</b>	21.0%
Less Mall Sales Tax Remittance	0	(21,564)		0	(21,564)	
Less Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>18,758,623</b>	<b>22,674,910</b>	<b>20.9%</b>	<b>18,758,623</b>	<b>22,674,910</b>	<b>20.9%</b>
<b>SALES &amp; USE TAX DISTRIBUTION</b>						
Streets and Transportation (.25%)	1,113,521	1,205,536	8.3%	1,113,521	1,205,536	8.3%
Community Capital Improvement Program (.25%)	1,113,521	1,205,536	8.3%	1,113,521	1,205,536	8.3%
Natural Areas (.25%)	1,113,521	1,205,536	8.3%	1,113,521	1,205,536	8.3%
General Fund Renewable (.25%)	1,113,521	1,204,562	8.2%	1,113,521	1,204,562	8.2%
2050 Tax (.50%)**	0	2,409,124		0	2,409,124	
General Fund (2.85%)	14,304,539	15,466,180	8.1%	14,304,539	15,466,180	8.1%
Less General Fund Mall Sales Tax Remittance	0	(21,564)		0	(21,564)	
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
<b>NET SALES &amp; USE TAX</b>	<b>\$18,758,623</b>	<b>\$22,674,910</b>	<b>20.9%</b>	<b>\$18,758,623</b>	<b>\$22,674,910</b>	<b>20.9%</b>

\* Per the Mall Redevelopment Agreement, a portion of the sales tax generated at the Mall is remitted monthly to support the Metro District Debt Service

\*\* Voter approved .5% tax effective January 2024 through 2050

**January Sales Tax Collected.** In January 2025, sales tax collected in Fort Collins increased 16.8% compared to January 2024. Sales tax collected totaled \$19.8M compared to \$17.0M in 2024.

**January Use Tax Collected.** The total use tax collected in January was \$2.8M, an increase of 60.1% compared to January 2024.

**Net Sales and Use Tax Collected.** Total tax collected of \$22.7M an increase of 20.9% compared to January 2024.

**Figure 3. Budget to Actual - Sales Tax Collected**

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
January	\$ 19,826,037	18,767,510	\$ 1,058,527	5.6%	\$ 19,826,037	\$ 18,767,510	5.6%
February	-	-	-	0.0%	-	32,280,998	0.0%
March	-	-	-	0.0%	-	45,033,421	0.0%
April	-	-	-	0.0%	-	61,034,455	0.0%
May	-	-	-	0.0%	-	75,422,204	0.0%
June	-	-	-	0.0%	-	90,494,599	0.0%
July	-	-	-	0.0%	-	106,745,126	0.0%
August	-	-	-	0.0%	-	121,728,040	0.0%
September	-	-	-	0.0%	-	137,389,571	0.0%
October	-	-	-	0.0%	-	154,020,874	0.0%
November	-	-	-	0.0%	-	169,054,125	0.0%
December	-	-	-	0.0%	-	183,392,523	0.0%
Net Collections	19,826,037	18,767,510	1,058,527	5.6%			
YTD Rebates	21,564	130,000	(108,436)			-	
Total Collections	\$ 19,847,601	\$ 18,897,510	\$ 950,091	5.0%		\$ 183,392,523	

**Figure 4. Budget to Actual – Use Tax Collected**

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date Actual	Annual Budget	Year to Date % Over/(Under) Annual Budget
January	\$ 2,848,873	\$ 2,083,330	\$ 765,543	36.7%	\$ 2,848,873	\$ 2,083,330	36.7%
February	-	-	-	0.0%	-	4,166,660	0.0%
March	-	-	-	0.0%	-	6,249,990	0.0%
April	-	-	-	0.0%	-	8,333,320	0.0%
May	-	-	-	0.0%	-	10,416,650	0.0%
June	-	-	-	0.0%	-	12,499,980	0.0%
July	-	-	-	0.0%	-	14,583,310	0.0%
August	-	-	-	0.0%	-	16,666,640	0.0%
September	-	-	-	0.0%	-	18,749,970	0.0%
October	-	-	-	0.0%	-	20,833,300	0.0%
November	-	-	-	0.0%	-	22,916,630	0.0%
December	-	-	-	0.0%	-	24,999,999	0.0%
Net Collections	2,848,873	2,083,330	765,543	36.7%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 2,848,873	\$ 2,083,330	\$ 765,543	36.7%		\$ 24,999,999	

**Figure 5. Budget to Actual – Sales and Use Tax Distribution**

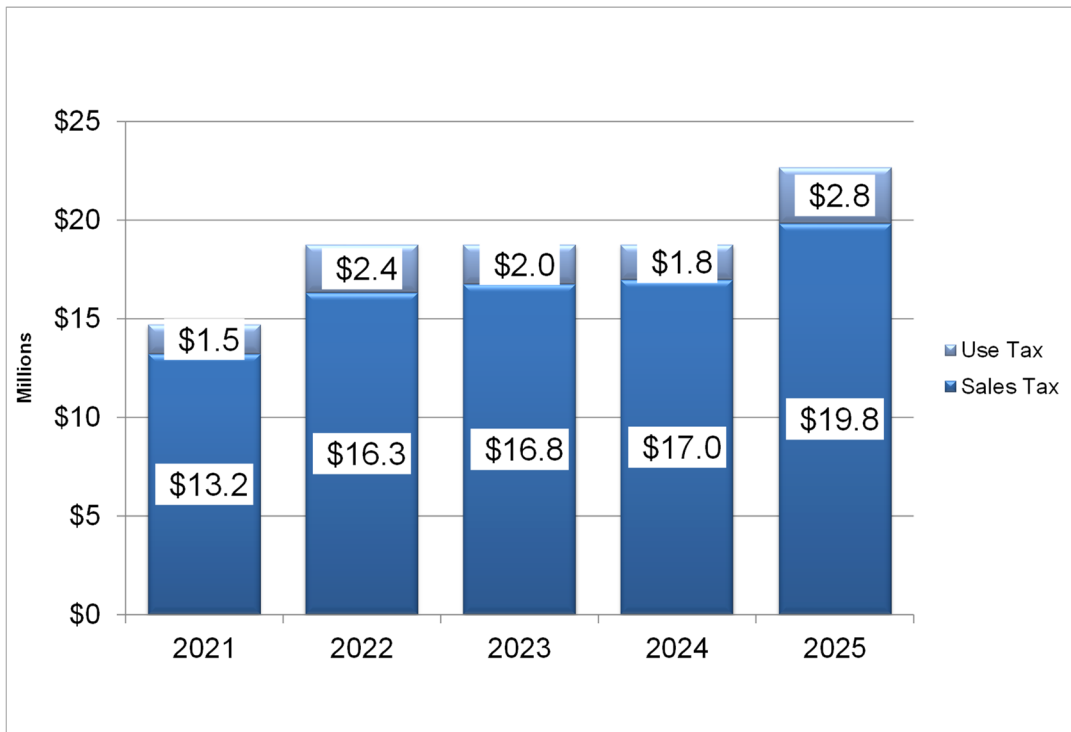
Fund	Actual Jan YTD	Budget Jan YTD	Over/(Under) Budget Jan YTD	% Over/(Under) Budget
Streets and Transportation (.25%)	1,205,536	1,101,250	104,286	9.5%
Community Capital Improvement Program (.25%)	1,205,536	1,101,250	104,286	9.5%
Natural Areas and Parks (.25%)	1,205,536	1,101,250	104,286	9.5%
General Fund Renewable (.25%)	1,204,562	1,101,250	103,312	9.4%
2050 Tax (.50%)*	2,409,124	2,202,503	206,621	9.4%
General Fund (2.85%) (net of rebates)	15,444,616	14,243,337	1,201,279	8.4%
General Fund Economic Rebates	21,564	130,000	(108,436)	
Total Collections	\$ 22,696,474	\$ 20,980,840	\$ 1,715,634	

\*Voter approved .5% tax effective January 2024 through 2050

**January Sales Tax Budget to Actual.** In January 2025, sales tax collected in Fort Collins was \$1.1M more than budget.

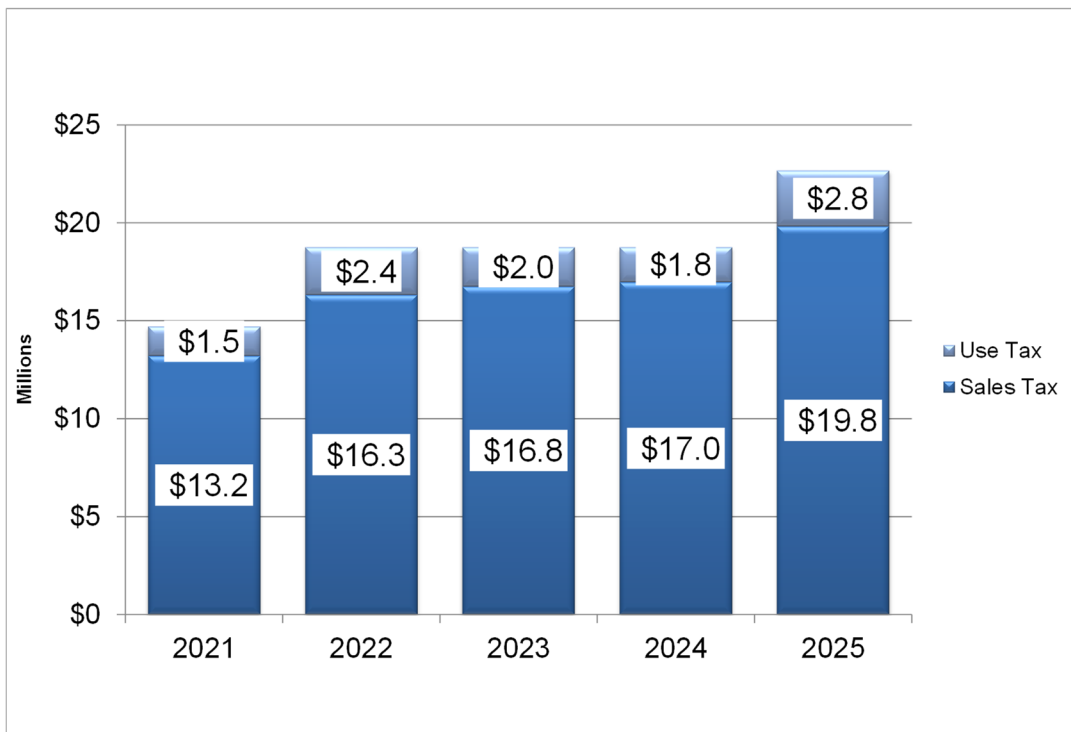
**January Use Tax Budget to Actual Excluding Rebates.** In January 2025, use tax collected in Fort Collins was \$766K more than budget.

**Figure 6. January Collections\***



\*Total collections after rebates.

**Figure 7. Year to Date Collections\***



\*Total collections after rebates.

**Figure 8. Net Taxable**

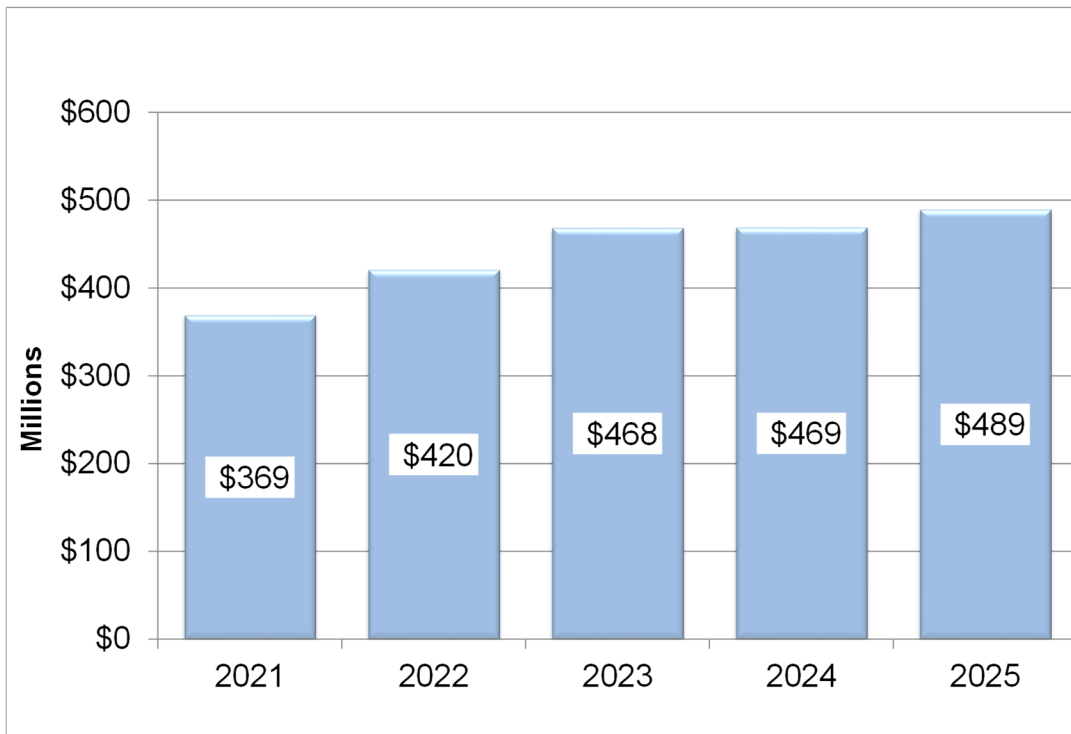
	January			Year-to-Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
\$ in Millions						
<b>SALES TAX</b>						
Grocery, Convenience, Liquor	\$81.7	\$81.1	-0.7%	\$81.7	\$81.1	-0.7%
Restaurants, Caterers and Bars	56.9	57.6	1.3%	56.9	57.6	1.3%
General Merchandise	44.1	45.4	2.9%	44.1	45.4	2.9%
Vehicle Sales, Parts and Repairs	24.7	24.5	-0.6%	24.7	24.5	-0.6%
Building Materials, Garden Equipment & Supplies	27.5	25.8	-6.4%	27.5	25.8	-6.4%
Sporting, Hobby, Book, Music	16.3	13.9	-14.7%	16.3	13.9	-14.7%
Broadcasting and Telecommunications	9.4	10.9	16.3%	9.4	10.9	16.3%
Electronics and Appliances	15.4	18.3	19.2%	15.4	18.3	19.2%
Miscellaneous Retailers	71.0	83.1	17.1%	71.0	83.1	17.1%
Utilities	14.8	15.2	2.8%	14.8	15.2	2.8%
Clothing and Accessories	18.6	20.7	11.1%	18.6	20.7	11.1%
Pharmacy, Salon and Laundry	15.0	14.6	-2.6%	15.0	14.6	-2.6%
Other	30.3	32.5	7.2%	30.3	32.5	7.2%
Rental and Leasing Services	7.7	8.5	10.0%	7.7	8.5	10.0%
Furniture and Home Furnishings	7.0	7.0	0.3%	7.0	7.0	0.3%
Wholesale Trade	9.3	11.0	17.8%	9.3	11.0	17.8%
Lodging	5.1	5.1	-0.8%	5.1	5.1	-0.8%
Manufacturing	14.0	14.0	0.2%	14.0	14.0	0.2%
<b>NET TAXABLE SUBJECT TO SALES TAX</b>	<b>468.8</b>	<b>489.3</b>	<b>4.4%</b>	<b>468.8</b>	<b>489.3</b>	<b>4.4%</b>
<b>USE TAX</b>						
Building Permits	10.8	28.0	158.2%	10.8	28.0	158.2%
Car Tax	17.6	20.0	13.6%	17.6	20.0	13.6%
Return Tax	17.8	17.5	-1.6%	17.8	17.5	-1.6%
<b>NET TAXABLE SUBJECT TO USE TAX</b>	<b>46.2</b>	<b>65.5</b>	<b>41.7%</b>	<b>46.2</b>	<b>65.5</b>	<b>41.7%</b>
<b>TOTAL NET TAXABLE SUBJECT TO SALES &amp; USE TAX</b>	<b>\$515.1</b>	<b>\$554.8</b>	<b>7.7%</b>	<b>\$515.1</b>	<b>\$554.8</b>	<b>7.7%</b>

**Figure 9. Local Retail Compared to National Retail**

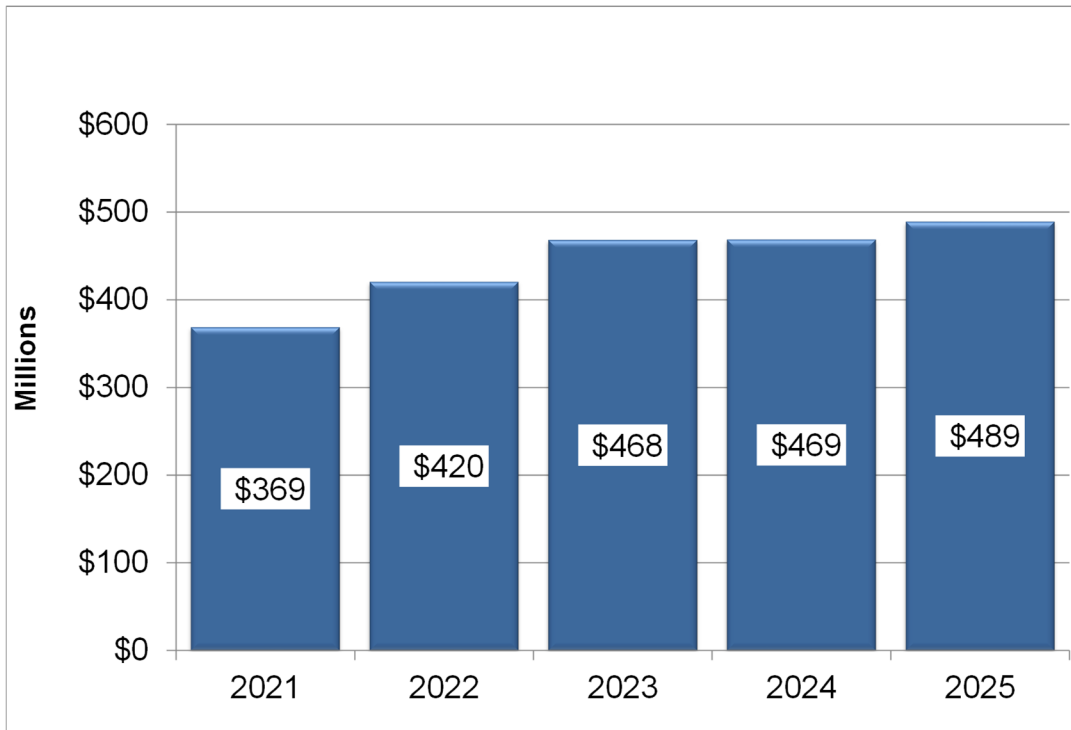
Retail Sales Category	% Change from December 2023 United States	% Change from December 2023 Fort Collins
Grocery, Convenience, Liquor	3.1	-0.7
Restaurants, Caterers & Bars	2.4	1.3
General Merchandise	2.6	2.9
Vehicle Sales, Parts & Repairs	8.4	-0.6
Building Materials, Garden Equipment & Supplies	-1.8	-6.4
Clothing & Accessories	2.4	11.1
Furniture & Home Furnishings	8.4	0.3
<b>Total</b>	<b>3.9</b>	<b>4.4</b>

At the national level, December 2024 retail sales (as reported on January 16, 2025) increased by 3.9% compared to an increase in Fort Collins' sales of 4.4%. December 2024 sales are the basis for the City's January 2025 sales tax collections and net taxable amounts (which are included in this report).

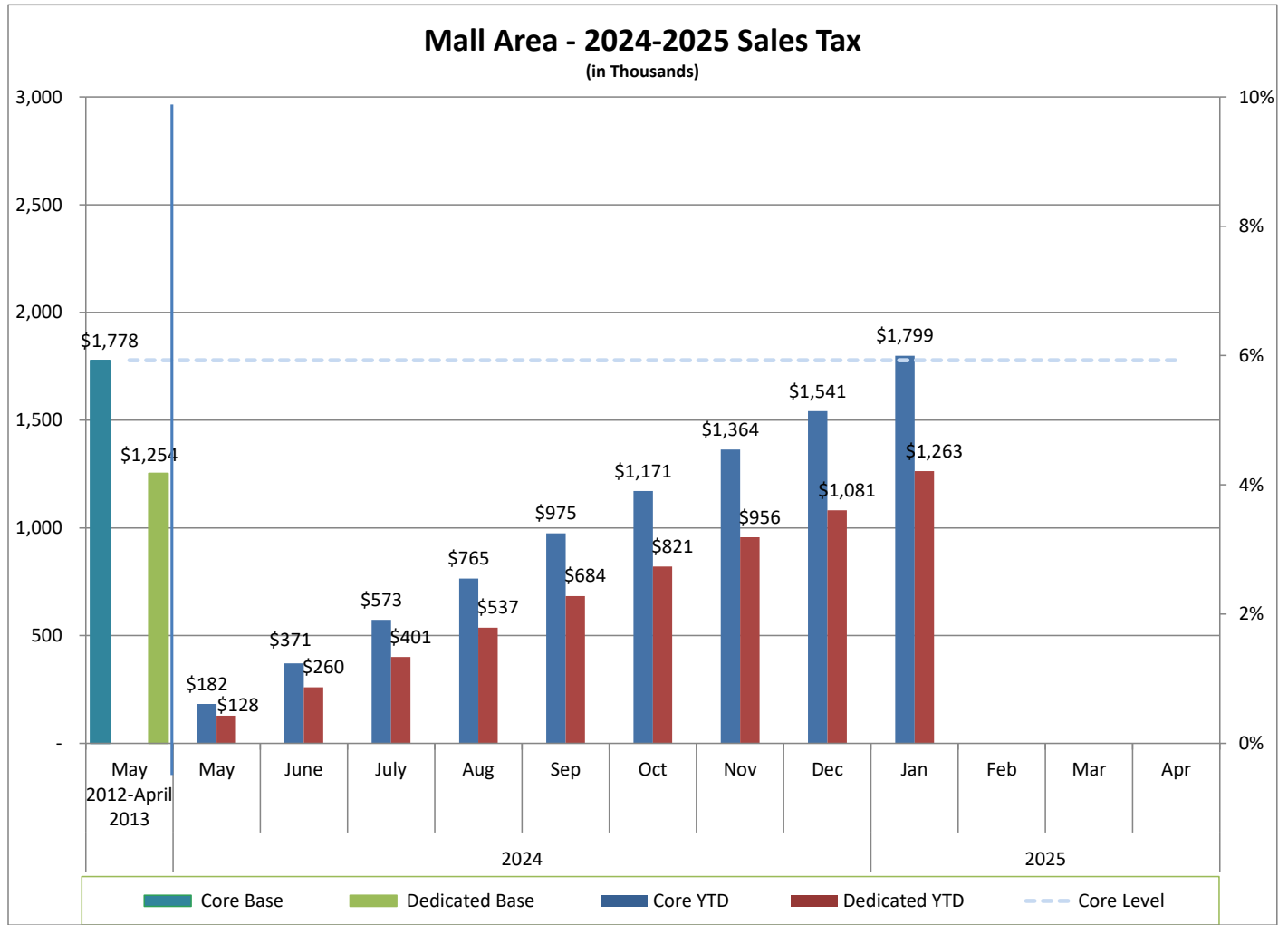
**Figure 10. January - Net Taxable Sales Subject to Sales Tax**



**Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax**



**Figure 12. Metro District Reporting**



The Foothills Mall agreement outlines a base year of May 2012 to April 2013 to determine the core base sales tax (2.25%) received at \$1.8M. Anything remitted to the City above that core base amount will be returned to the Metro District to support debt service. No tax is remitted to the Metro District until the base of \$1.8M is reached. The chart above tracks both Core and Dedicated tax receipts for the period of May to April. As of January 2025, the year-to-date core amount collected is \$1.8M resulting in \$21K due to the Metro District.

**Sales Tax in the City’s Downtown Area.** The sales tax collected in January for the downtown area increased 1.0% from the same period in 2024.

**Lodging Tax Collections.** The City collected \$142K in lodging tax in January 2025. This was an increase of 2.6% from January 2024.

**Sales Tax Licenses.** There were 13,979 active sales tax licenses at the end of January.