



Sales and Use Tax Collection Report – February 2025

Issued March 11, 2025

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

FEBRUARY SUMMARY OVER PRIOR YEAR

	Month	Year to Date
Net Sales Tax Collected:	-1.3%	8.9%
Net Use Tax Collected:	-17.9%	14.9%
Net Sales and Use Tax Collected:	-3.9%	9.7%

Year to date, sales and use tax collections excluding rebates are up 9.7% and total \$37.5M.

FEBRUARY SUMMARY OVER BUDGET

	Month	Year to Date
Net Sales Tax Collected:	-4.9%	1.2%
Net Use Tax Collected:	-3.4%	16.7%
Net Sales and Use Tax Collected:	-4.7%	3.0%

Year to date, the City has collected 3.0% more sales and use tax revenue, totaling \$1.1M over budget.

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

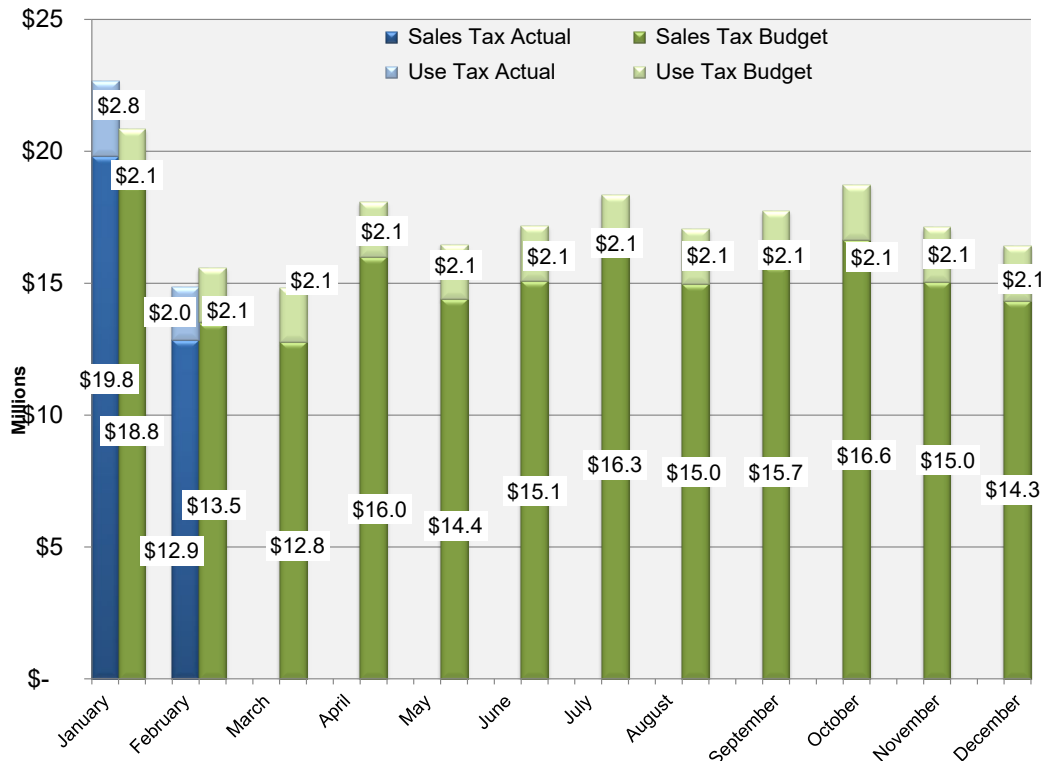


Figure 2. Sales and Use Tax Collected

	February			Year to Date		
	Actual 2024	Actual 2025	% Change	Actual 2024	Actual 2025	% Change
SALES TAX COLLECTIONS						
Grocery, Convenience, Liquor	\$1,772,257	\$1,602,197	-9.6%	\$4,083,699	\$3,984,171	-2.4%
Restaurants, Caterers and Bars	1,886,391	1,930,195	2.3%	4,074,385	4,412,444	8.3%
General Merchandise	1,209,511	1,070,221	-11.5%	2,679,064	2,743,709	2.4%
Vehicle Sales, Parts and Repairs	864,077	749,233	-13.3%	1,812,712	1,817,159	0.2%
Building Materials, Garden Equipment & Supplies	776,225	763,274	-1.7%	1,842,960	1,871,927	1.6%
Sporting, Hobby, Book, Music	513,435	609,272	18.7%	1,139,879	1,224,277	7.4%
Broadcasting and Telecommunications	290,599	289,428	-0.4%	652,030	764,391	17.2%
Electronics and Appliances	392,638	360,699	-8.1%	984,447	1,158,614	17.7%
Miscellaneous Retailers	2,029,763	2,440,406	20.2%	4,744,217	5,990,797	26.3%
Utilities	734,345	791,846	7.8%	1,302,519	1,452,092	11.5%
Clothing and Accessories	393,988	336,957	-14.5%	1,105,901	1,249,841	13.0%
Pharmacy, Salon and Laundry	574,700	463,084	-19.4%	1,151,228	1,099,225	-4.5%
Other	334,569	487,004	45.6%	1,516,653	2,036,513	34.3%
Rental and Leasing Services	191,529	178,664	-6.7%	489,755	545,836	11.5%
Furniture and Home Furnishings	207,500	216,546	4.4%	482,450	521,714	8.1%
Wholesale Trade	239,193	220,453	-7.8%	586,914	662,443	12.9%
Lodging	219,085	219,046	0.0%	416,688	438,980	5.3%
Manufacturing	517,638	270,950	-47.7%	1,060,592	872,943	-17.7%
TOTAL SALES TAX	13,147,443	12,999,475	-1.1%	30,126,093	32,847,076	9.0%
Less Mall Sales Tax Remittance*	(127,938)	(143,401)	12.1%	(127,938)	(164,965)	28.9%
NET SALES TAX	13,019,505	12,856,074	-1.3%	29,998,155	32,682,111	8.9%
Building Permits	1,025,381	566,976	-44.7%	1,442,544	1,784,204	23.7%
Car Tax	824,647	891,902	8.2%	1,503,329	1,762,995	17.3%
Return Tax	601,587	552,756	-8.1%	1,285,715	1,313,308	2.1%
TOTAL USE TAX	2,451,615	2,011,634	-17.9%	4,231,588	4,860,507	14.9%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET USE TAX	2,451,615	2,011,634	-17.9%	4,231,588	4,860,507	14.9%
SALES & USE TAX COLLECTIONS						
Total Sales & Use Tax	15,599,058	15,011,109	-3.8%	34,357,681	37,707,583	9.8%
Less Mall Sales Tax Remittance	(127,938)	(143,401)	12.1%	(127,938)	(164,965)	28.9%
Less Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	15,471,120	14,867,708	-3.9%	34,229,743	37,542,618	9.7%

SALES & USE TAX DISTRIBUTION						
Streets and Transportation (.25%)	828,399	793,522	-4.2%	1,941,920	1,999,058	2.9%
Community Capital Improvement Program (.25%)	828,399	793,522	-4.2%	1,941,920	1,999,058	2.9%
Natural Areas (.25%)	828,399	793,522	-4.2%	1,941,920	1,999,058	2.9%
General Fund Renewable (.25%)	827,616	792,661	-4.2%	1,941,137	1,997,223	2.9%
2050 Tax (.50%)**	1,655,231	1,585,323	-4.2%	1,655,231	3,994,447	141.3%
General Fund (2.85%)	10,631,014	10,252,559	-3.6%	24,935,553	25,718,739	3.1%
Less General Fund Mall Sales Tax Remittance	(127,938)	(143,401)	12.1%	(127,938)	(164,965)	28.9%
Less General Fund Economic Rebates	0	0	0.0%	0	0	0.0%
NET SALES & USE TAX	\$15,471,120	\$14,867,708	-3.9%	\$34,229,743	\$37,542,618	9.7%

* 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 0.5% tax effective January 2024 through 2050

February Sales Tax Collected. In February 2025, sales tax collected in Fort Collins decreased 1.3% compared to February 2024. Sales tax collected totaled \$12.9M compared to \$13.0M in 2024.

February Use Tax Collected. The total use tax collected in February was \$2.0M, a decrease of 17.9% compared to February 2024.

Net Sales and Use Tax Collected. Total tax collected of \$14.9M was 3.9% lower than February 2024.

Figure 3. Budget to Actual - Sales Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date	Annual	Year to Date %
					Actual	Budget	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	12,856,074	13,513,488	(657,414)	-4.9%	32,682,111	32,280,998	1.2%
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	32,682,111	32,280,998	401,113	1.2%			
YTD Rebates	164,965	290,000	(125,035)			-	
Total Collections	\$ 32,847,076	\$ 32,570,998	\$ 276,078	0.8%		\$ 183,392,523	

Figure 4. Budget to Actual – Use Tax Collected

Month	Actual	Budget	Over/(Under) Budget	% Over/(Under) Budget	Year to Date	Annual	Year to Date %
					Actual	Budget	Over/(Under) Annual Budget
January	\$ 2,848,873	\$ 2,083,330	\$ 765,543	36.7%	\$ 2,848,873	\$ 2,083,330	36.7%
February	2,011,634	2,083,330	(71,696)	-3.4%	4,860,507	4,166,660	16.7%
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	4,860,507	4,166,660	693,847	16.7%			
YTD Rebates	-	-	-			-	
Total Collections	\$ 4,860,507	\$ 4,166,660	\$ 693,847	16.7%		\$ 24,999,999	

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

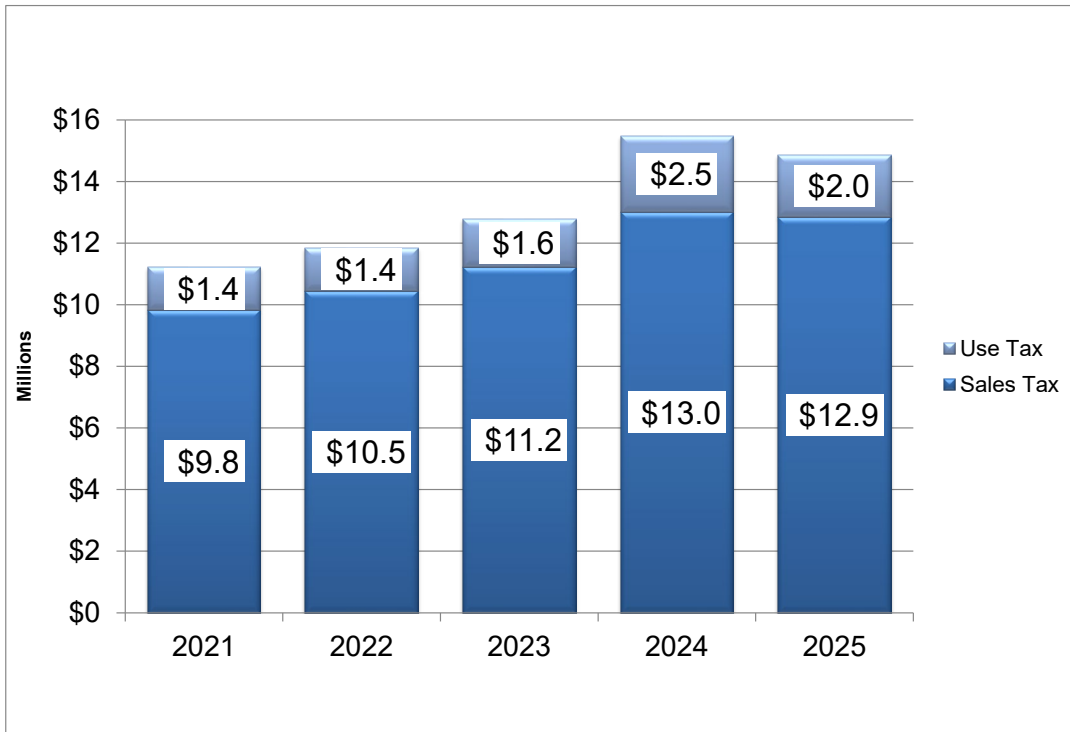
Fund	Actual	Budget	Over/(Under)	%
	Feb YTD	Feb YTD	Budget Feb YTD	Over/(Under) Budget
Streets and Transportation (.25%)	1,999,058	1,927,721	71,337	3.7%
Community Capital Improvement Program (.25%)	1,999,058	1,927,721	71,337	3.7%
Natural Areas and Parks (.25%)	1,999,058	1,927,721	71,337	3.7%
General Fund Renewable (.25%)	1,997,223	1,927,721	69,502	3.6%
2050 Tax (.50%)*	3,994,447	3,855,447	139,000	3.6%
General Fund (2.85%) (net of rebates)	25,553,774	24,881,327	672,447	2.7%
General Fund Economic Rebates	164,965	290,000	(125,035)	
Total Collections	\$ 37,707,583	\$ 36,737,658	\$ 969,925	

*Voter approved 0.5% tax effective January 2024 through 2050

February Sales Tax Budget to Actual. In February 2025, sales tax collected in Fort Collins was \$657K less than budget.

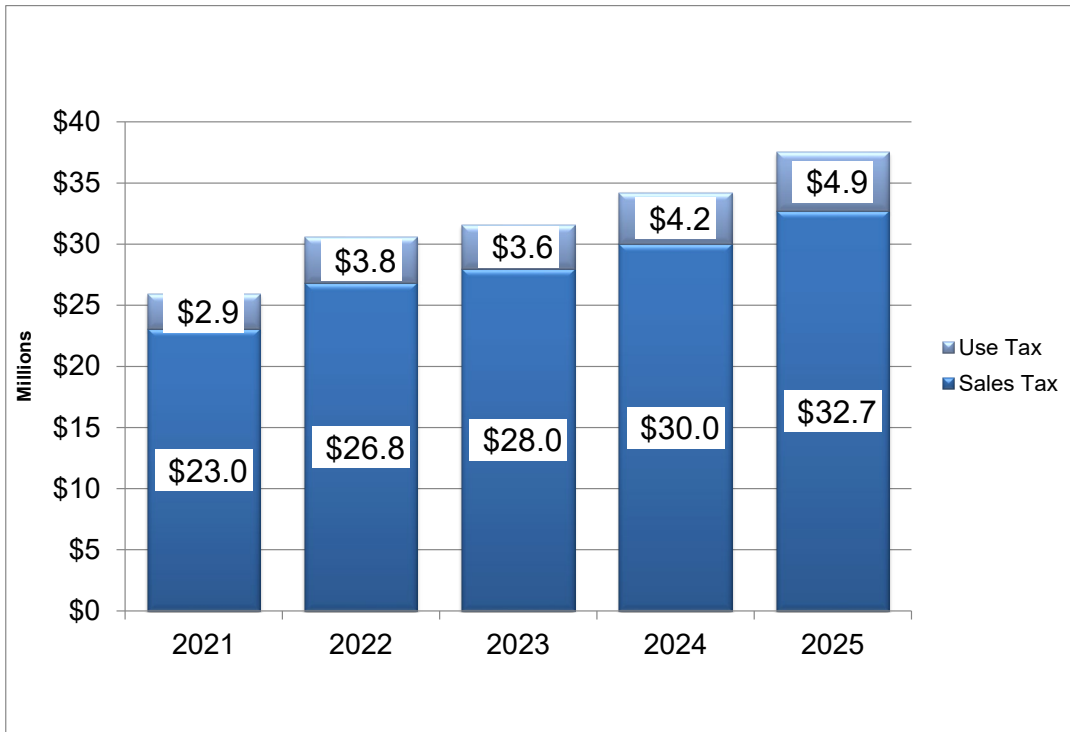
February Use Tax Budget to Actual Excluding Rebates. In February 2025, use tax collected in Fort Collins was \$72K less than budget.

Figure 6. February Collections*



*Total collections after rebates.

Figure 7. Year to Date Collections*



*Total collections after rebates.

Figure 8. Net Taxable

\$ in Millions	February			Year to Date		
	Actual	Actual	%	Actual	Actual	%
	2024	2025	Change	2024	2025	Change
SALES TAX						
Grocery, Convenience, Liquor	\$58.6	\$54.6	-6.7%	\$140.3	\$135.7	-3.2%
Restaurants, Caterers and Bars	44.0	44.0	0.0%	100.9	101.7	0.8%
General Merchandise	32.3	30.5	-5.7%	76.4	75.8	-0.8%
Vehicle Sales, Parts and Repairs	19.9	17.2	-13.4%	44.5	41.7	-6.3%
Building Materials, Garden Equipment & Supplies	17.8	17.4	-1.9%	45.3	43.2	-4.7%
Sporting, Hobby, Book, Music	11.9	11.1	-6.8%	28.2	24.9	-11.4%
Broadcasting and Telecommunications	6.6	6.7	1.2%	16.0	17.6	10.1%
Electronics and Appliances	9.0	8.3	-8.4%	24.4	26.6	9.0%
Miscellaneous Retailers	46.6	54.8	17.6%	117.7	138.0	17.3%
Utilities	16.9	18.2	7.8%	31.6	33.4	5.5%
Clothing and Accessories	9.2	7.7	-16.1%	27.9	28.4	2.1%
Pharmacy, Salon and Laundry	13.2	10.6	-19.7%	28.1	25.1	-10.6%
Other	7.9	10.7	35.2%	38.2	43.2	13.0%
Rental and Leasing Services	4.4	4.1	-6.2%	12.1	12.6	4.1%
Furniture and Home Furnishings	4.8	5.0	4.2%	11.8	12.0	1.9%
Wholesale Trade	5.8	5.4	-6.3%	15.1	16.4	8.6%
Lodging	5.1	5.0	-2.1%	10.2	10.1	-1.4%
Manufacturing	12.2	6.3	-48.0%	26.1	20.3	-22.3%
NET TAXABLE SUBJECT TO SALES TAX	326.0	317.6	-2.6%	794.8	806.8	1.5%
USE TAX						
Building Permits	23.6	13.0	-44.7%	34.4	41.0	19.2%
Car Tax	19.0	20.5	8.2%	36.6	40.5	10.8%
Return Tax	13.8	12.7	-8.1%	31.6	30.2	-4.5%
NET TAXABLE SUBJECT TO USE TAX	56.4	46.2	-17.9%	102.6	111.7	8.9%
TOTAL NET TAXABLE SUBJECT TO SALES & USE TAX	\$382.4	\$363.8	-4.9%	\$897.4	\$918.6	2.4%

Figure 9. Local Retail Compared to National Retail

Retail Sales Category	% Change from January 2024 United States	% Change from January 2024 Fort Collins
Grocery, Convenience, Liquor	3.8	-6.7
Restaurants, Caterers & Bars	5.4	0.0
General Merchandise	3.7	-5.7
Vehicle Sales, Parts & Repairs	6.4	-13.4
Building Materials, Garden Equipment & Supplies	0.7	-1.9
Clothing & Accessories	1.4	-16.1
Furniture & Home Furnishings	3.7	4.2
Total	4.2	-2.6

At the national level, January 2025 retail sales (as reported on February 14, 2025) increased by 4.2% compared to a decrease in Fort Collins' sales of 2.6%. January 2025 sales are the basis for the City's February 2025 sales tax collections and net taxable amounts (which are included in this report).

Figure 10. February - Net Taxable Sales Subject to Sales Tax

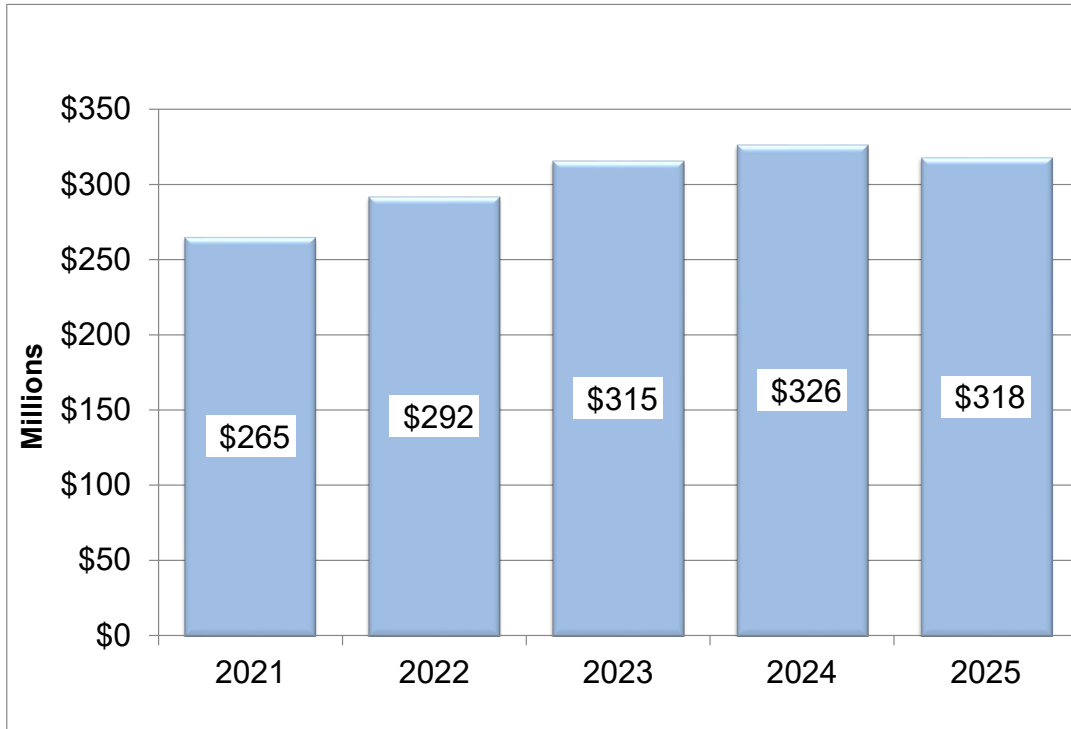


Figure 11. Year to Date - Net Taxable Sales Subject to Sales Tax

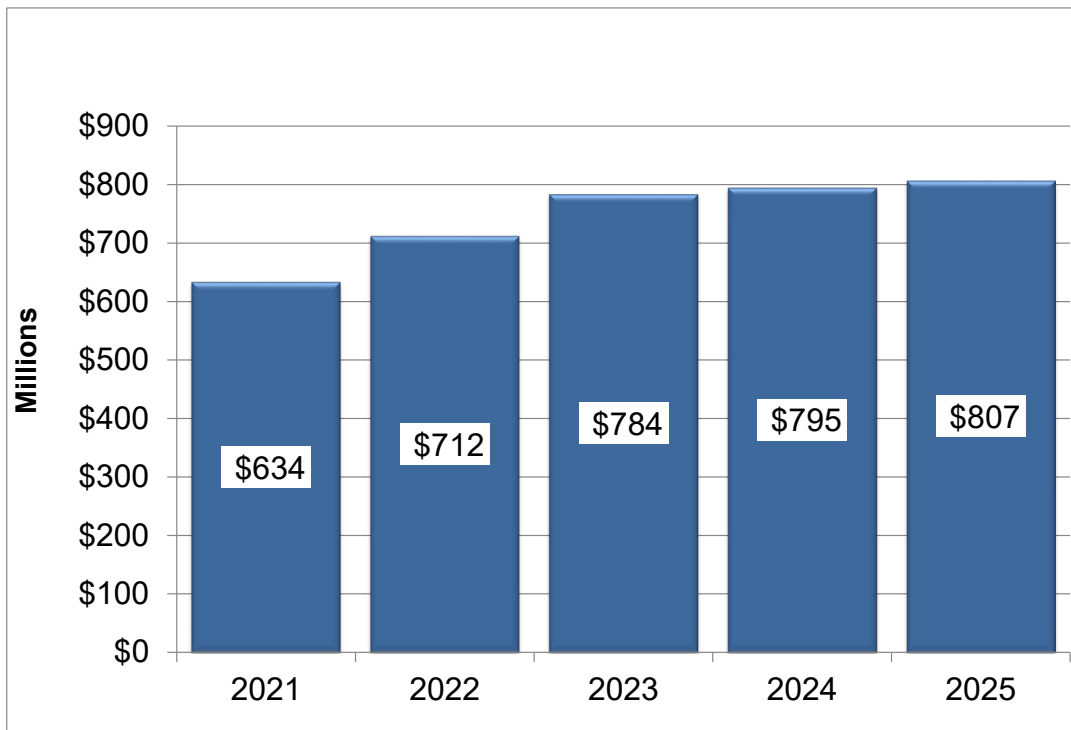
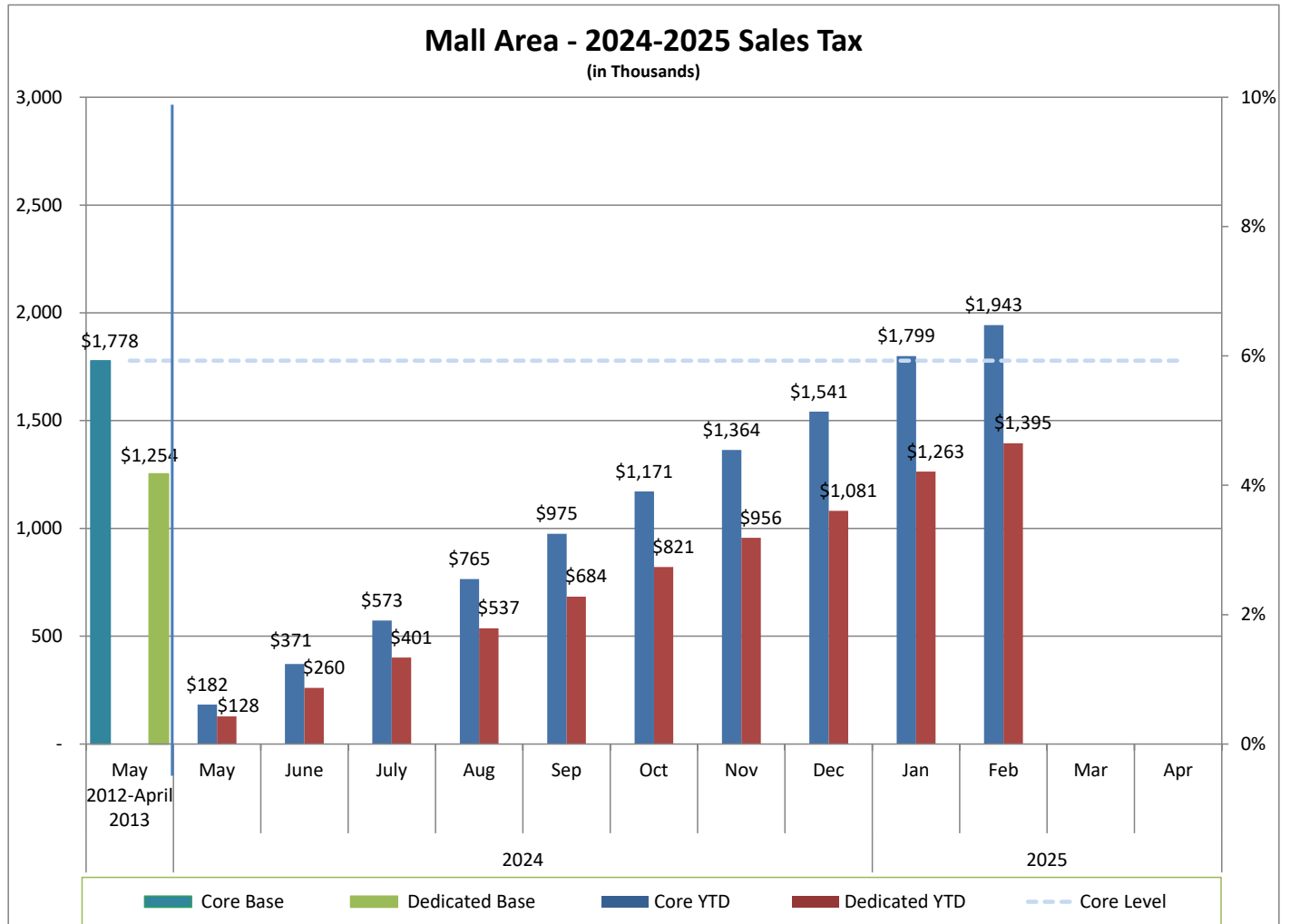


Figure 12. Metro District Reporting



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 February 2025, the year to date core amount collected is \$1.9M resulting in \$165K tax due to the Metro District.

Sales Tax in the City’s Downtown Area. The sales tax collected in February for the downtown area decreased 2.9% from the same period in 2024.

Lodging Tax Collections. The City collected \$125K in lodging tax in February 2025. This was an increase of 10.3% from February 2024.

Sales Tax Licenses. There were 13,989 active sales tax licenses at the end of February.