

To: Aspen City Council
From: Anthony Lewin, Senior Tax Auditor
Date: March 12, 2020
Re: January 2021 Consumption Tax Report

Attached is the City of Aspen's monthly report for consumption-based tax collections. This includes analysis of the City's sales tax and lodging tax collections for January 2021, Aspen's portion of Pitkin County's 3.6% sales tax collections for December 2020, and real estate transfer tax (RETT) collections for February 2021.

Taxable Sales:

Despite continued rollout of vaccinations, Aspen's local economy continues to be hit hard by Covid-19. With tight restrictions deterring tourism through January, the economy experienced a 33.7% reduction in total taxable sales. Lodging and restaurants continue to be the hardest hit, with lodging down 58.9% and restaurants seeing a 47.9% dip in comparison to the same timeframe last year. Other industries are not unaffected though, as retail spend is down throughout town overall.

A few industries have seen an increase over last year, most notably automobile sales which were up 20.8% and liquor sales which increased 11.6%.

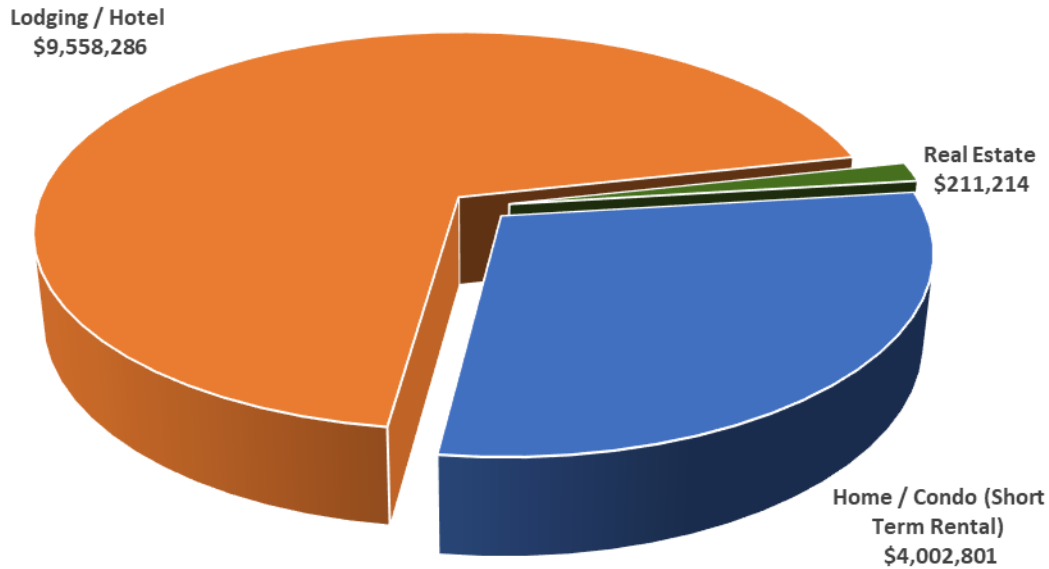
Actual Sales and Lodging Tax:

Overall, January's sales tax collections were down 29.9%, respectively from the same period last year. Lodging tax collections were down substantially more, 60.2% in contrast to last year's monthly revenues.

As in last month's report, these numbers reflect how the accommodations industry has struggled during the pandemic. However, in discussions with members of the lodging industry, many seem hopeful as summer months are already booking out. We expect to see marked improvement in tax collections over last year's monthly totals as we enter the summer season.

Trends for travelers wanting their own space continues, as we see an increase in Home/Condo short-term rentals through January. These trends also reflect greater compliance in this subgroup due to municipal code changes and the requirement to remit tax.

Accommodations Taxable Sales Breakdown January 2021



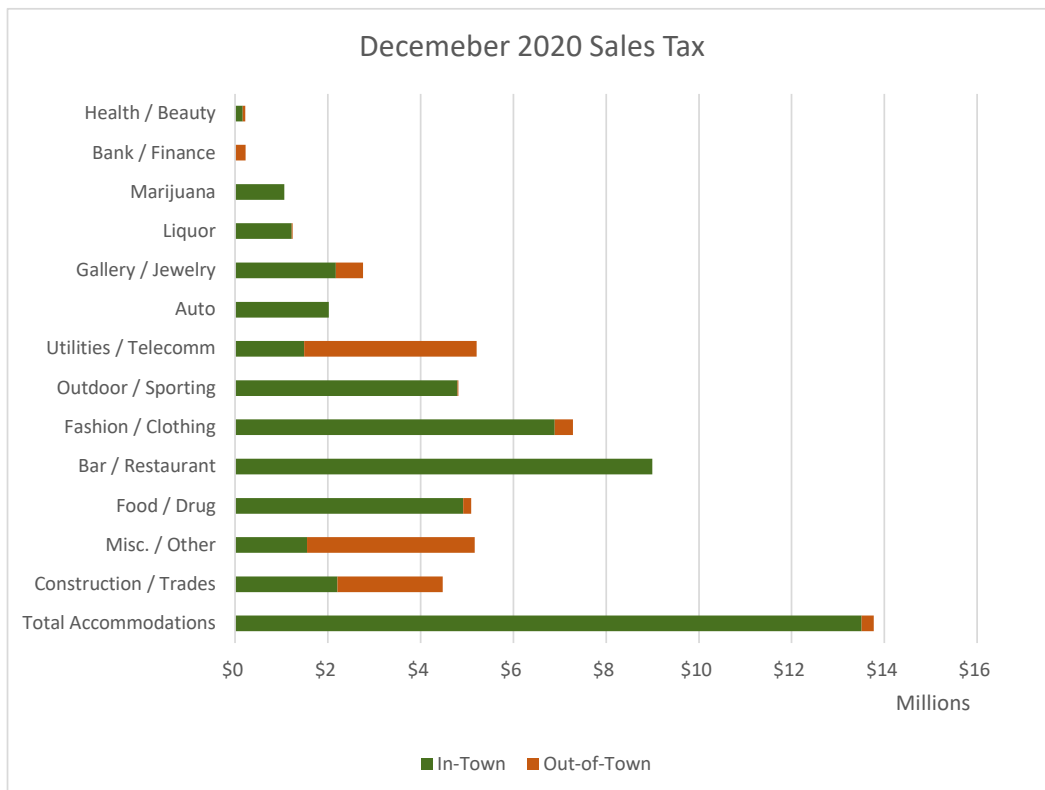
City Share of County Sales Tax:

Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for December were down 5.8%. On a year-to-date basis, Aspen's portion of Pitkin County's sales tax finished down 2.0% from 2019 collection levels.

Real Estate Transfer Taxes:

Housing real estate transfer tax collections for February were up 60.4% and 50.4% on the year. Wheeler real estate transfer tax collections for February were up 57.4% and 50.0% on the year. Elevated market activity continues despite the record setting 2020 year.

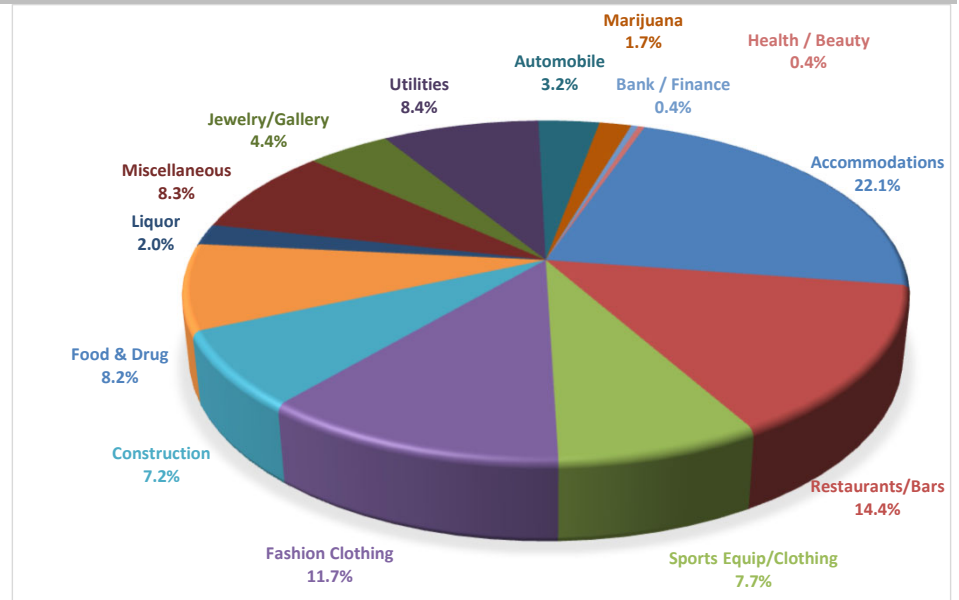
Category	In-Town	Out-of-Town	Grand Total
Total Accommodations	\$13,509,184	\$263,117	\$13,772,301
Construction / Trades	\$2,209,206	\$2,265,956	\$4,475,163
Misc. / Other	\$1,553,952	\$3,612,717	\$5,166,669
Food / Drug	\$4,914,591	\$178,883	\$5,093,474
Bar / Restaurant	\$8,995,481	\$0	\$8,995,481
Fashion / Clothing	\$6,893,038	\$388,479	\$7,281,517
Outdoor / Sporting	\$4,795,038	\$20,387	\$4,815,425
Utilities / Telecomm	\$1,485,314	\$3,720,483	\$5,205,797
Auto	\$2,016,603	\$0	\$2,016,603
Gallery / Jewelry	\$2,170,001	\$585,668	\$2,755,670
Liquor	\$1,216,287	\$24,556	\$1,240,843
Marijuana	\$1,063,274	\$0	\$1,063,274
Bank / Finance	\$0	\$227,177	\$227,177
Health / Beauty	\$166,075	\$54,815	\$220,889
Grand Total	\$50,988,046	\$11,342,238	\$62,330,284
Percentage	81.8%	18.2%	



**City of Aspen Retail Sales by Industry
January 2021**

Year To Date Retail Sales

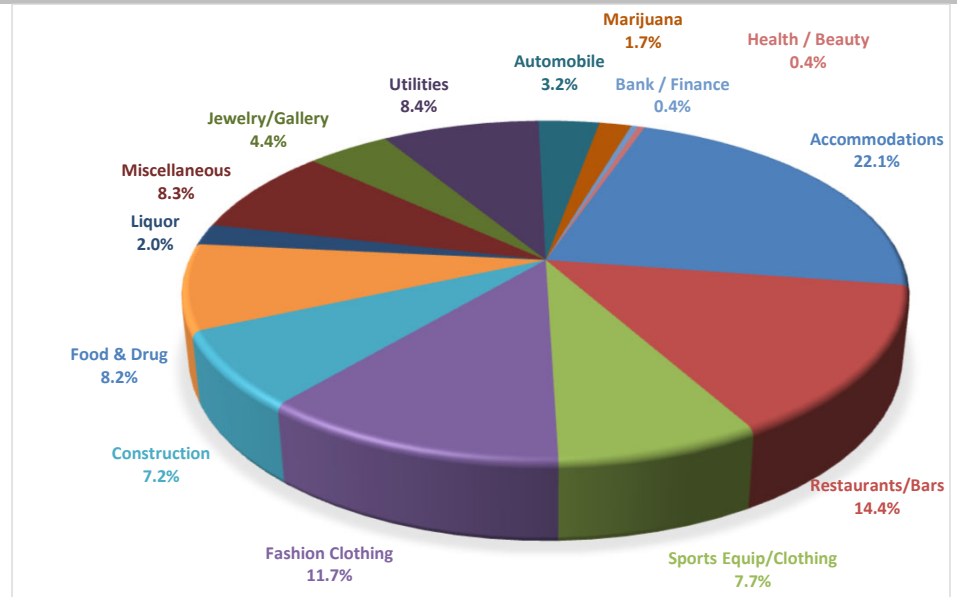
Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
Accommodations	\$13,772,301	(58.9%)	22.1%
Restaurants/Bars	\$8,995,481	(47.9%)	14.4%
Sports Equip/Clothing	\$4,815,425	(42.6%)	7.7%
Fashion Clothing	\$7,281,517	14.8%	11.7%
Construction	\$4,475,163	(4.1%)	7.2%
Food & Drug	\$5,093,474	(2.6%)	8.2%
Liquor	\$1,240,843	11.6%	2.0%
Miscellaneous	\$5,166,669	(5.1%)	8.3%
Jewelry/Gallery	\$2,755,670	(33.8%)	4.4%
Utilities	\$5,205,797	5.0%	8.4%
Automobile	\$2,016,603	20.8%	3.2%
Marijuana	\$1,063,274	(13.1%)	1.7%
Bank / Finance	\$227,177	#DIV/0!	0.4%
Health / Beauty	\$220,889	#DIV/0!	0.4%
Total	\$62,330,284	(33.7%)	100.0%



Beginning October 2020, industries were assessed and revised. This includes Luxury Goods which no longer reflects high end clothing which now is captured within Clothing. Additionally, two new categories (Bank / Finance and Health / Beauty) were added to reflect items previous reported within Miscellaneous. These adjustments will ultimately skew the annual percentage change in these industries and is therefore important to note - industry contraction or expansion cannot be gauged by these percentages until a full year's worth of data has been compiled with the new categorizations.

January Monthly Retail Sales

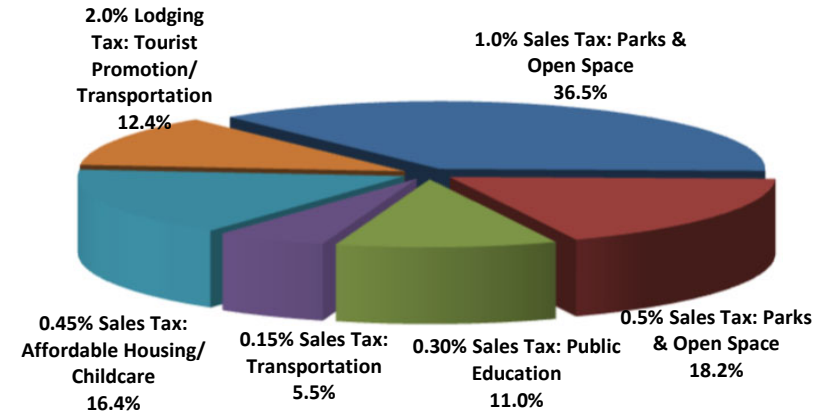
Category	Monthly Retail Sales	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$13,772,301	(58.9%)	22.1%
Restaurants/Bars	\$8,995,481	(47.9%)	14.4%
Sports Equip/Clothing	\$4,815,425	(42.6%)	7.7%
Fashion Clothing	\$7,281,517	14.8%	11.7%
Construction	\$4,475,163	(4.1%)	7.2%
Food & Drug	\$5,093,474	(2.6%)	8.2%
Liquor	\$1,240,843	11.6%	2.0%
Miscellaneous	\$5,166,669	(5.1%)	8.3%
Jewelry/Gallery	\$2,755,670	(33.8%)	4.4%
Utilities	\$5,205,797	5.0%	8.4%
Automobile	\$2,016,603	20.8%	3.2%
Marijuana	\$1,063,274	(13.1%)	1.7%
Bank / Finance	\$227,177	#DIV/0!	0.4%
Health / Beauty	\$220,889	#DIV/0!	0.4%
Total	\$62,330,284	(33.7%)	100.0%



**City of Aspen Sales and Lodging Tax
January 2021**

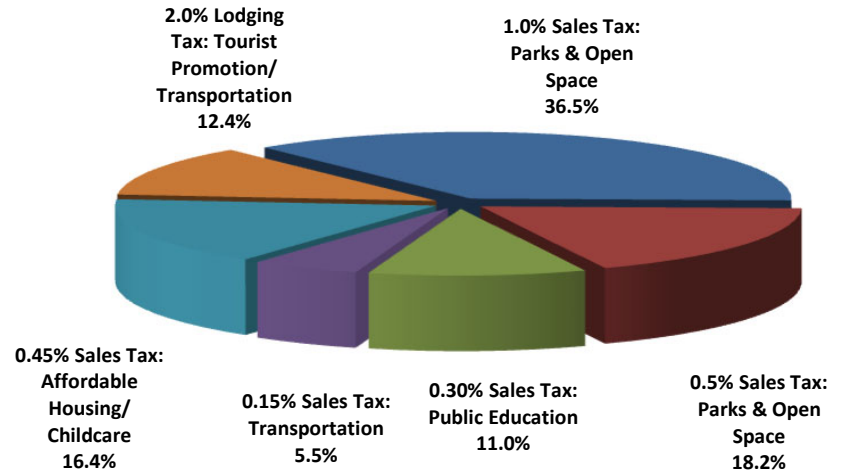
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$664,842.39	36.5%
0.5% Sales Tax: Parks & Open Space	\$332,039.18	18.2%
0.30% Sales Tax: Public Education	\$199,390.81	11.0%
0.15% Sales Tax: Transportation	\$99,611.63	5.5%
0.45% Sales Tax: Affordable Housing/ Childcare	\$298,835.90	16.4%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$224,949.18</u>	<u>12.4%</u>
Total	\$1,819,669.09	100%



January Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
1.0% Sales Tax: Parks & Open Space	\$664,842.39	36.5%
0.5% Sales Tax: Parks & Open Space	\$332,039.18	18.2%
0.30% Sales Tax: Public Education	\$199,390.81	11.0%
0.15% Sales Tax: Transportation	\$99,611.63	5.5%
0.45% Sales Tax: Affordable Housing/ Childcare	\$298,835.90	16.4%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$224,949.18</u>	<u>12.4%</u>
Total	\$1,819,669.09	100%

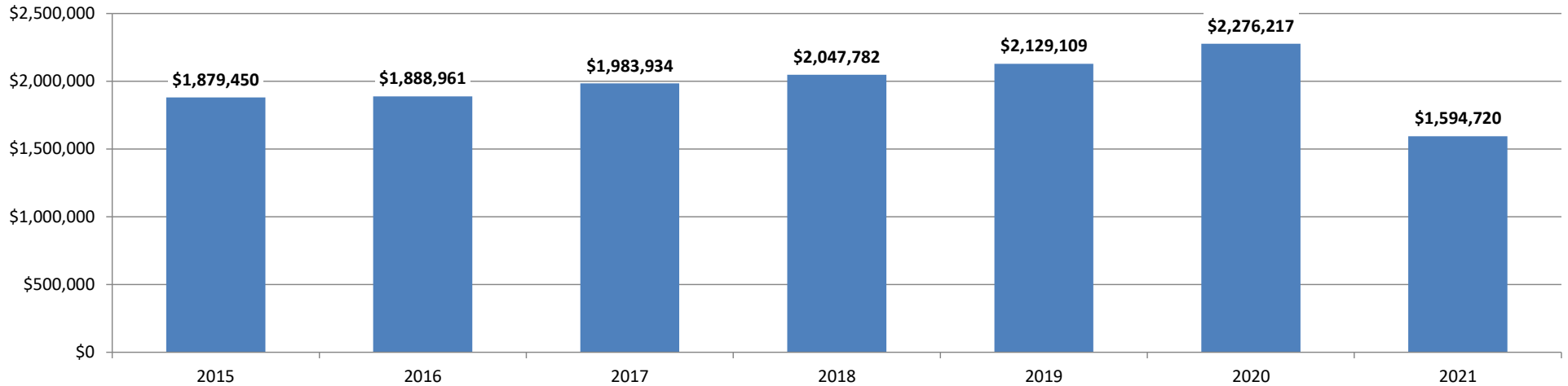


**City of Aspen Sales Tax 2.4%
January 2021**

Current Month Revenues are (29.9%) below last year's Monthly Revenues.
Year To Date Revenues are (0.0%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (29.9%) below last year's Actual Year To Date Revenues.

Month	2021 Monthly Budget vs. 2021 Actual			2021 YTD Budget vs. 2021 Actual			2021 vs. 2020			
	Budget	Actual	Variance	Budget	Actual	Variance	2020 Monthly	Variance	2020 YTD	Variance
Jan	\$1,595,006	\$1,594,720	(0.0%)	\$1,595,006	\$1,594,720	(0.0%)	\$2,276,217	(29.9%)	\$2,276,217	(29.9%)
Feb	\$1,486,326			\$3,081,332			\$2,122,818		\$4,399,035	
Mar	\$1,888,591			\$4,969,923			\$1,243,377		\$5,642,412	
Apr	\$777,333			\$5,747,255			\$524,409		\$6,166,820	
May	\$609,455			\$6,356,711			\$567,114		\$6,733,934	
June	\$1,451,356			\$7,808,067			\$1,315,505		\$8,049,440	
July	\$1,922,418			\$9,730,485			\$1,984,791		\$10,034,230	
Aug	\$1,631,118			\$11,361,603			\$1,783,192		\$11,817,422	
Sept	\$1,413,986			\$12,775,590			\$2,214,205		\$14,031,628	
Oct	\$855,843			\$13,631,433			\$1,067,153		\$15,098,781	
Nov	\$719,393			\$14,350,825			\$972,967		\$16,071,748	
Dec	\$2,635,754			\$16,986,579			\$2,286,874		\$18,358,622	

Actual Collections Year To Date Through January



**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
January 2021**

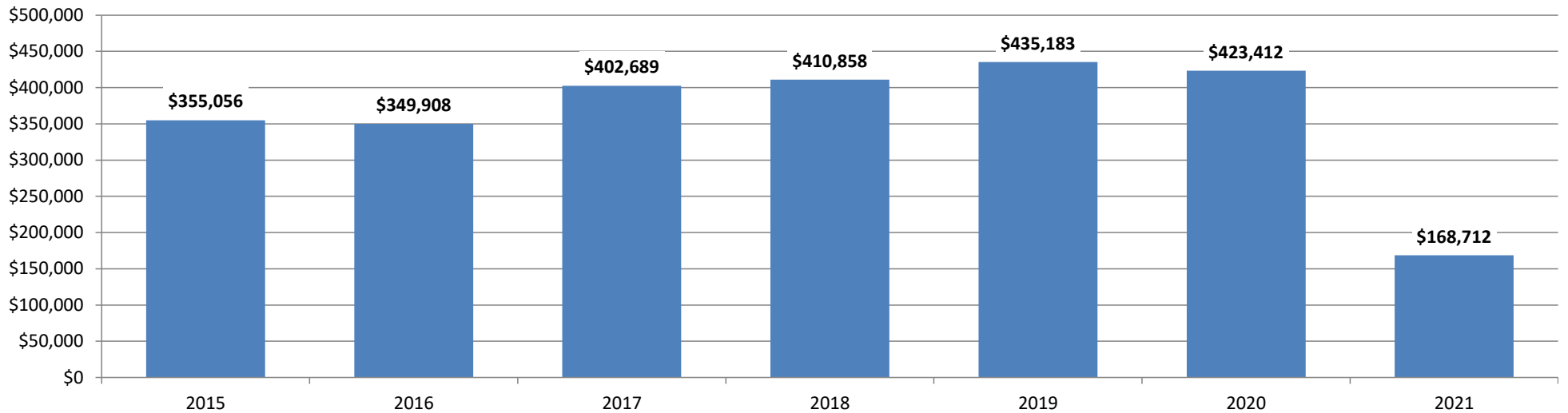
Current Month Revenues are (60.2%) below last year's Monthly Revenues adjusted for rate increase.

Year To Date Revenues are (44.6%) below Year To Date Budgeted Revenues.

Year To Date Revenues are (60.2%) below last year's Actual Year To Date Revenues adjusted for rate increase.

<u>Month</u>	<u>2021 Monthly Budget vs. 2021 Actual</u>			<u>2021 YTD Budget vs. 2021 Actual</u>			<u>2021 vs. 2020</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2020 Monthly</u>	<u>Variance</u>	<u>2020 YTD</u>	<u>Variance</u>
Jan	\$304,500	\$168,712	(44.6%)	\$304,500	\$168,712	(44.6%)	\$423,412	(60.2%)	\$423,412	(60.2%)
Feb	\$270,000			\$574,500			\$417,502		\$840,914	
Mar	\$353,250			\$927,750			\$197,251		\$1,038,165	
Apr	\$64,500			\$992,250			\$5,581		\$1,043,746	
May	\$49,500			\$1,041,750			\$8,770		\$1,052,516	
June	\$186,750			\$1,228,500			\$99,543		\$1,152,059	
July	\$280,500			\$1,509,000			\$263,959		\$1,416,018	
Aug	\$213,000			\$1,722,000			\$227,695		\$1,643,713	
Sept	\$151,500			\$1,873,500			\$206,067		\$1,849,780	
Oct	\$78,750			\$1,952,250			\$71,598		\$1,921,378	
Nov	\$54,000			\$2,006,250			\$78,030		\$1,999,408	
Dec	\$406,500			\$2,412,750			\$268,092		\$2,267,501	

Actual Collections Year To Date Through January

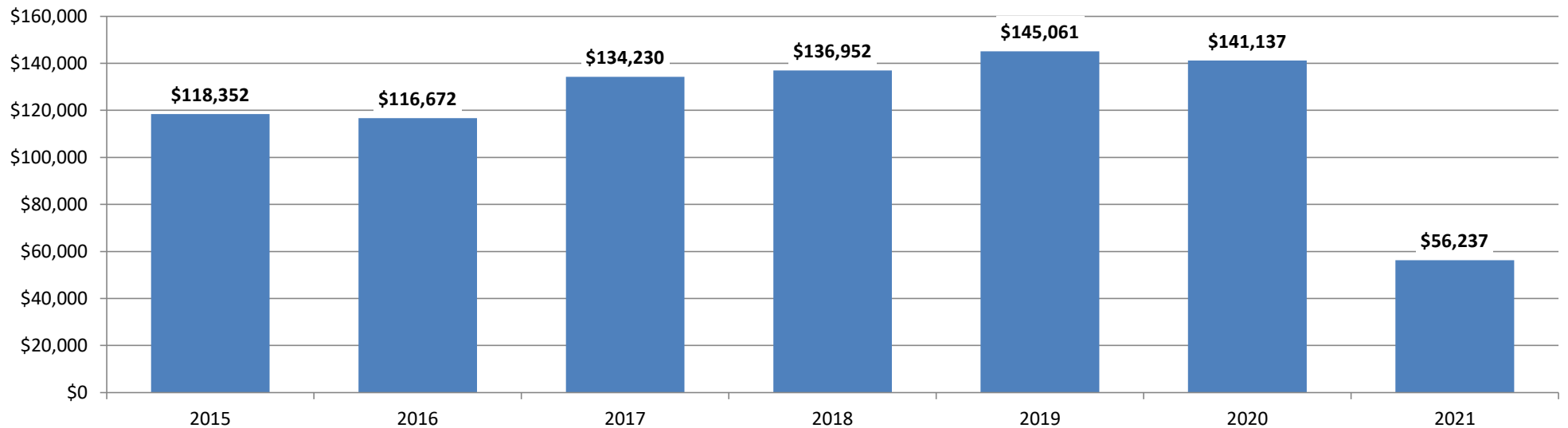


**City of Aspen Transportation 0.5% Lodging Tax
January 2021**

Current Month Revenues are (60.2%) below last year's Monthly Revenues
Year To Date Revenues are (44.6%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (60.2%) below last year's Actual Year To Date Revenues.

Month	2021 Monthly Budget vs. 2021 Actual			2021 YTD Budget vs. 2021 Actual			2021 vs. 2020			
	Budget	Actual	Variance	Budget	Actual	Variance	2020 Monthly	Variance	2020 YTD	Variance
Jan	\$101,500	\$56,237	(44.6%)	\$101,500	\$56,237	(44.6%)	\$141,137	(60.2%)	\$141,137	(60.2%)
Feb	\$90,000			\$191,500			\$139,167		\$280,304	
Mar	\$117,750			\$309,250			\$65,750		\$346,054	
Apr	\$21,500			\$330,750			\$1,860		\$347,915	
May	\$16,500			\$347,250			\$2,923		\$350,838	
June	\$62,250			\$409,500			\$33,181		\$384,019	
July	\$93,500			\$503,000			\$87,986		\$472,005	
Aug	\$71,000			\$574,000			\$75,898		\$547,903	
Sept	\$50,500			\$624,500			\$68,700		\$616,603	
Oct	\$26,250			\$650,750			\$23,866		\$640,469	
Nov	\$18,000			\$668,750			\$26,010		\$666,479	
Dec	\$135,500			\$804,250			\$89,364		\$755,842	

Actual Collections Year To Date Through January

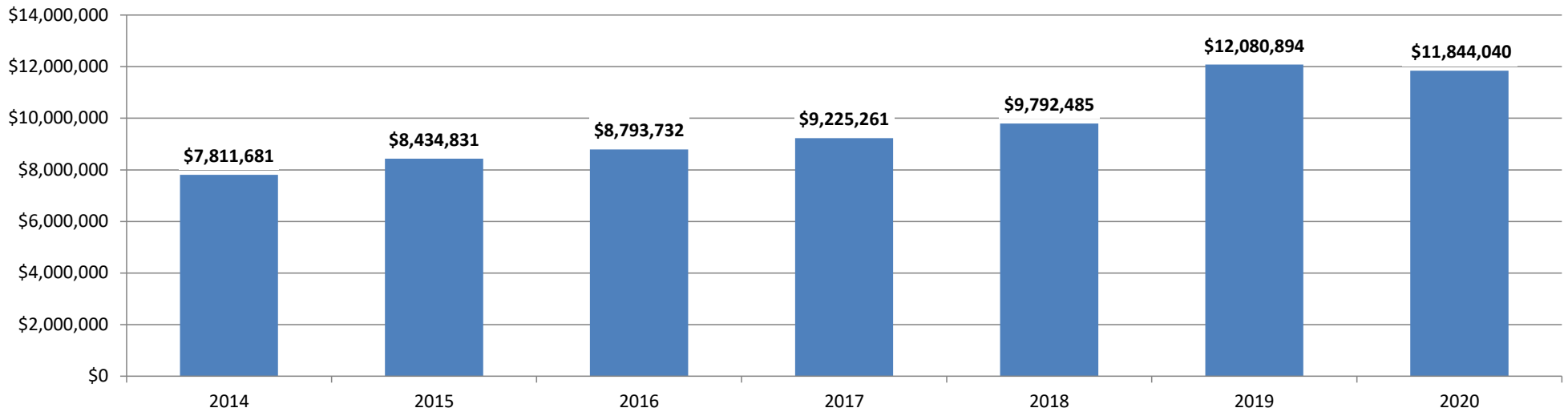


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
December 2020**

Current Month Revenues are (5.8%) below last year's Monthly Revenues.
 Year To Date Revenues are 8.8% above Year To Date Budgeted Revenues.
 Year To Date Revenues are (2.0%) below last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$1,357,000	\$1,512,709	11.5%	\$1,357,000	\$1,512,709	11.5%	\$1,332,368	13.5%	\$ 1,332,368	13.5%
Feb	\$1,277,000	\$1,449,548	13.5%	\$2,634,000	\$2,962,257	12.5%	\$1,195,264	21.3%	\$ 2,527,633	17.2%
Mar	\$1,293,000	\$708,210	(45.2%)	\$3,927,000	\$3,670,467	(6.5%)	\$1,460,126	(51.5%)	\$ 3,987,758	(8.0%)
Apr	\$484,000	\$498,211	2.9%	\$4,411,000	\$4,168,678	(5.5%)	\$543,209	(8.3%)	\$ 4,530,968	(8.0%)
May	\$398,000	\$430,729	8.2%	\$4,809,000	\$4,599,408	(4.4%)	\$423,901	1.6%	\$ 4,954,869	(7.2%)
June	\$822,000	\$713,217	(13.2%)	\$5,631,000	\$5,312,624	(5.7%)	\$867,745	(17.8%)	\$ 5,822,613	(8.8%)
July	\$1,097,000	\$1,164,095	6.1%	\$6,728,000	\$6,476,719	(3.7%)	\$1,149,462	1.3%	\$ 6,972,075	(7.1%)
Aug	\$917,000	\$1,117,891	21.9%	\$7,645,000	\$7,594,610	(0.7%)	\$1,059,020	5.6%	\$ 8,031,094	(5.4%)
Sept	\$801,000	\$1,181,742	47.5%	\$8,446,000	\$8,776,352	3.9%	\$867,293	36.3%	\$ 8,898,387	(1.4%)
Oct	\$498,000	\$845,122	69.7%	\$8,944,000	\$9,621,474	7.6%	\$646,501	30.7%	\$ 9,544,889	0.8%
Nov	\$484,000	\$688,722	42.3%	\$9,428,000	\$10,310,196	9.4%	\$908,405	(24.2%)	\$ 10,453,294	(1.4%)
Dec	\$1,461,000	\$1,533,844	5.0%	\$10,889,000	\$11,844,040	8.8%	\$1,627,600	(5.8%)	\$ 12,080,894	(2.0%)

Actual Collections Year To Date Through December

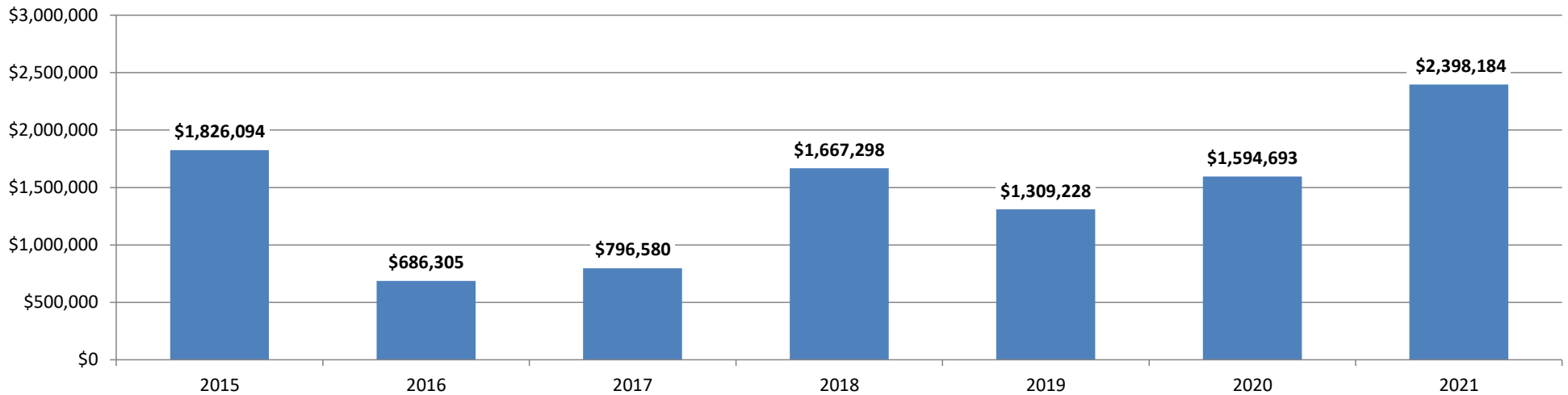


**Housing Real Estate Transfer Tax
February 2021**

Current Month Revenues are **60.4%** above last year's Monthly Revenues.
 Year To Date Revenues are **181.1%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **50.4%** above last year's Actual Year To Date Revenues.

Month	2021 Monthly Budget vs. 2021 Actual			2021 YTD Budget vs. 2021 Actual			2021 vs. 2020			
	Budget	Actual	Variance	Budget	Actual	Variance	2020 Monthly	Variance	2020 YTD	Variance
Jan	\$440,400	\$1,602,114	263.8%	\$440,400	\$1,602,114	263.8%	\$1,098,343	45.9%	\$1,098,343	45.9%
Feb	\$412,600	\$796,070	92.9%	\$853,000	\$2,398,184	181.1%	\$496,350	60.4%	\$1,594,693	50.4%
Mar	\$432,900			\$1,285,900			\$598,199		\$2,192,893	
Apr	\$560,000			\$1,845,900			\$505,915		\$2,698,808	
May	\$566,200			\$2,412,100			\$110,180		\$2,808,988	
June	\$537,300			\$2,949,400			\$477,350		\$3,286,338	
July	\$384,200			\$3,333,600			\$885,546		\$4,171,884	
Aug	\$524,800			\$3,858,400			\$2,542,417		\$6,714,301	
Sept	\$746,400			\$4,604,800			\$3,947,332		\$10,661,632	
Oct	\$644,600			\$5,249,400			\$2,928,865		\$13,590,497	
Nov	\$439,200			\$5,688,600			\$1,717,838		\$15,308,335	
Dec	\$511,400			\$6,200,000			\$2,281,317		\$17,589,652	

Actual Collections Year To Date Through February



**Wheeler Opera House Real Estate Transfer Tax
February 2021**

Current Month Revenues are 57.4% above last year's Monthly Revenues.
Year To Date Revenues are 176.6% above Year To Date Budgeted Revenues.
Year To Date Revenues are 50.0% above last year's Actual Year To Date Revenues.

Month	2021 Monthly Budget vs. 2021 Actual			2021 YTD Budget vs. 2021 Actual			2021 vs. 2020			
	Budget	Actual	Variance	Budget	Actual	Variance	2020 Monthly	Variance	2020 YTD	Variance
Jan	\$235,400	\$828,882	252.1%	\$235,400	\$828,882	252.1%	\$565,600	46.5%	\$565,600	46.5%
Feb	\$213,800	\$413,788	93.5%	\$449,200	\$1,242,670	176.6%	\$262,833	57.4%	\$828,432	50.0%
Mar	\$221,500			\$670,700			\$567,936		\$1,396,369	
Apr	\$291,700			\$962,400			\$448,184		\$1,844,552	
May	\$298,400			\$1,260,800			\$58,875		\$1,903,427	
June	\$228,300			\$1,489,100			\$248,150		\$2,151,577	
July	\$185,600			\$1,674,700			\$464,915		\$2,616,492	
Aug	\$272,200			\$1,946,900			\$1,298,686		\$3,915,178	
Sept	\$411,300			\$2,358,200			\$2,027,283		\$5,942,461	
Oct	\$355,100			\$2,713,300			\$1,495,710		\$7,438,171	
Nov	\$230,300			\$2,943,600			\$882,569		\$8,320,741	
Dec	\$289,400			\$3,233,000			\$1,161,524		\$9,482,264	

Actual Collections Year To Date Through February

