



To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: March 13, 2020
Re: January 2020 Consumption Tax Report

Attached is the City of Aspen's monthly report for consumption based tax collections. This report includes analysis of the City's sales tax and lodging tax collections for January 2020, Aspen's portion of Pitkin County's 3.6% sales tax collections for December 2019, and real estate transfer tax (RETT) collections for February 2020.

January's retail sales were up 7.1% relative to the same period in 2019. January accounts for roughly 11.5% of the year's total sales tax collections. Industries posting the largest monthly gains were Luxury Goods, Construction, and Automobile with 112.3%, 23.5%, and 16.4% increases, respectively. The industries posting the largest monthly declines were Marijuana, Food & Drug, and Utilities with 13.6%, 7.6%, and 2.8% decreases respectively.

January's Lodging tax collections were down 2.7% from the same period last year.

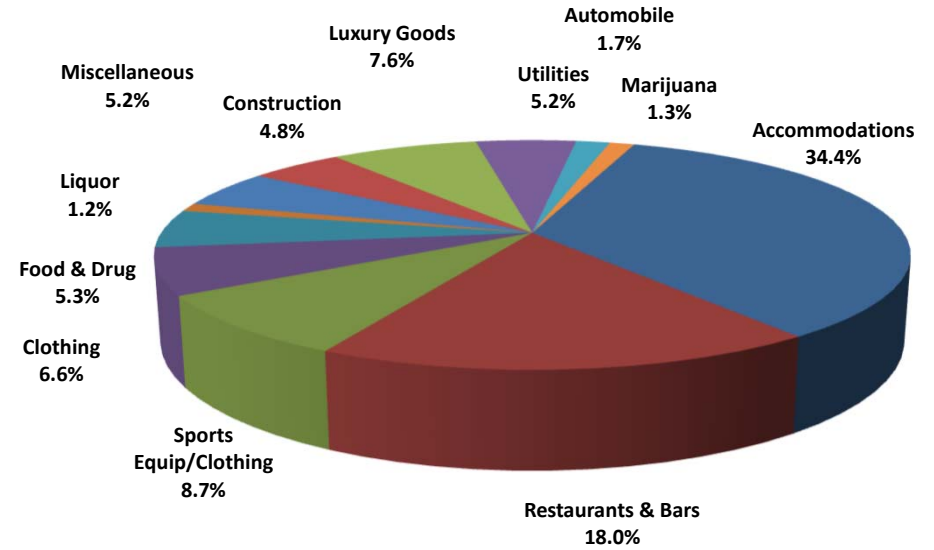
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for December were up 23.8%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 23.4%.

Housing and Wheeler real estate transfer tax collections for February were down 43.8% and 41.7% respectively.

**City of Aspen Retail Sales by Industry
January 2020**

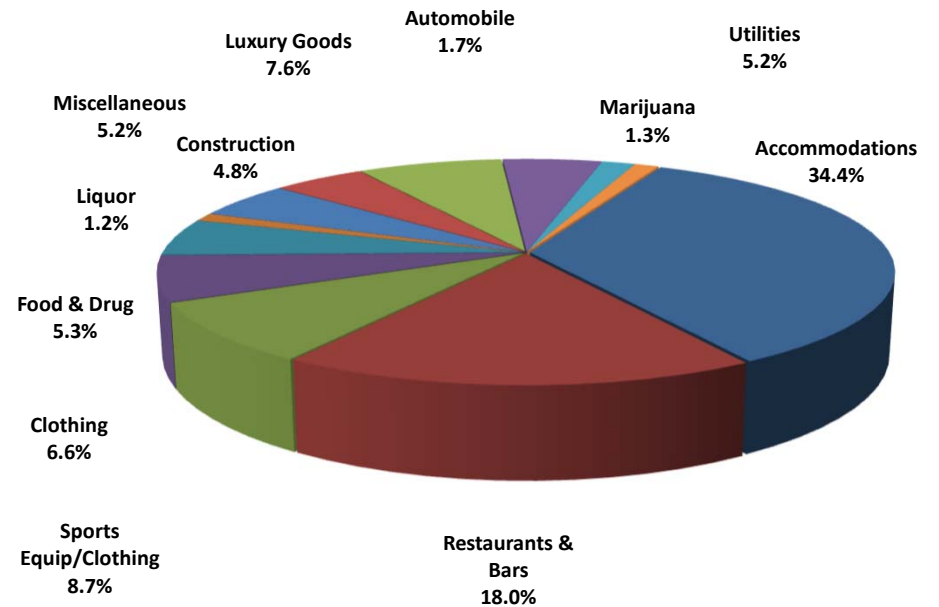
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
Accommodations	\$32,939,826	(1.6%)	34.4%
Restaurants & Bars	\$17,278,233	11.4%	18.0%
Sports Equip/Clothing	\$8,376,454	6.6%	8.7%
Clothing	\$6,299,004	1.1%	6.6%
Food & Drug	\$5,126,729	(7.6%)	5.3%
Liquor	\$1,111,831	5.1%	1.2%
Miscellaneous	\$5,006,816	6.2%	5.2%
Construction	\$4,649,033	23.5%	4.8%
Luxury Goods	\$7,254,419	112.3%	7.6%
Utilities	\$4,958,708	(2.8%)	5.2%
Automobile	\$1,669,521	16.4%	1.7%
Marijuana	\$1,223,686	(13.6%)	1.3%
Total	\$95,894,258	7.1%	100.0%



January Monthly Retail Sales

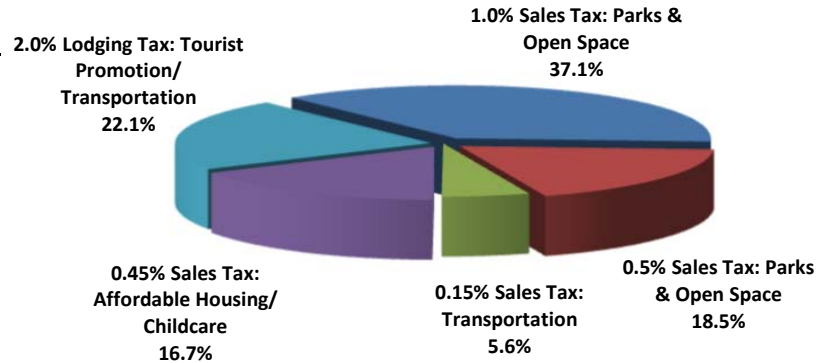
Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$32,939,826	101	(1.6%)	34.4%
Restaurants & Bars	\$17,278,233	74	11.4%	18.0%
Sports Equip/Clothing	\$8,376,454	41	6.6%	8.7%
Clothing	\$6,299,004	79	1.1%	6.6%
Food & Drug	\$5,126,729	24	(7.6%)	5.3%
Liquor	\$1,111,831	9	5.1%	1.2%
Miscellaneous	\$5,006,816	290	6.2%	5.2%
Construction	\$4,649,033	104	23.5%	4.8%
Luxury Goods	\$7,254,419	55	112.3%	7.6%
Utilities	\$4,958,708	79	(2.8%)	5.2%
Automobile	\$1,669,521	1	16.4%	1.7%
Marijuana	\$1,223,686	11	(13.6%)	1.3%
Total	\$95,894,258	868	7.1%	100.0%



**City of Aspen Sales and Lodging Tax
January 2020**

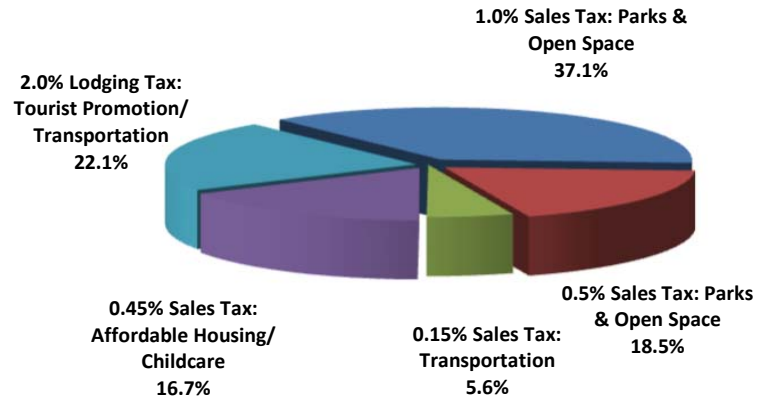
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$948,500	37.1%
0.5% Sales Tax: Parks & Open Space	\$474,136	18.5%
0.15% Sales Tax: Transportation	\$142,264	5.6%
0.45% Sales Tax: Affordable Housing/ Childcare	\$426,791	16.7%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$564,549</u>	<u>22.1%</u>
Total	\$2,556,239	100%



January Monthly Tax Collections

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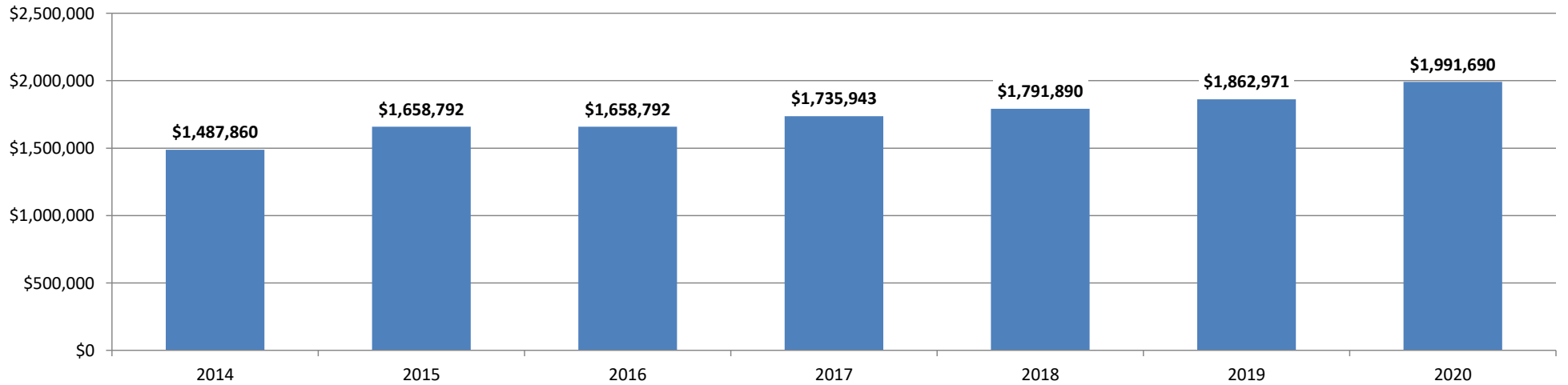


**City of Aspen Sales Tax 2.1%
January 2020**

Current Month Revenues are 6.9% above last year's Monthly Revenues.
Year To Date Revenues are 3.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are 6.9% above 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	\$1,918,600	\$1,991,690	3.8%	\$1,918,600	\$1,991,690	3.8%	\$1,862,971	6.9%	\$1,862,971	6.9%
Feb	\$1,736,100			\$3,654,700			\$1,737,770		\$3,600,741	
Mar	\$1,982,200			\$5,636,900			\$2,010,993		\$5,611,734	
Apr	\$676,600			\$6,313,500			\$757,958		\$6,369,692	
May	\$570,600			\$6,884,100			\$646,709		\$7,016,401	
June	\$1,422,000			\$8,306,100			\$1,382,830		\$8,399,231	
July	\$1,849,000			\$10,155,100			\$1,920,481		\$10,319,712	
Aug	\$1,575,800			\$11,730,900			\$1,568,118		\$11,887,829	
Sept	\$1,287,100			\$13,018,000			\$1,339,131		\$13,226,960	
Oct	\$756,200			\$13,774,200			\$813,092		\$14,040,052	
Nov	\$654,800			\$14,429,000			\$694,364		\$14,734,416	
Dec	\$2,548,500			\$16,977,500			\$2,465,684		\$17,200,100	

Actual Collections Year To Date Through January

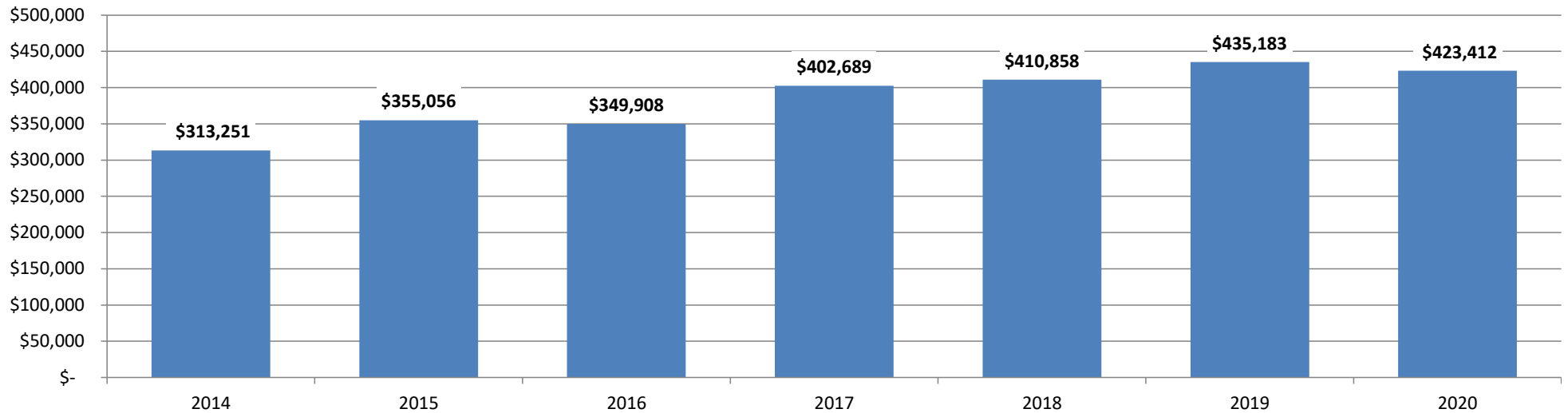


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
January 2020**

Current Month Revenues are (2.7%) below last year's Monthly Revenues adjusted for rate increase.
 Year To Date Revenues are 2.6% above Year To Date Budgeted Revenues.
 Year To Date Revenues are (2.7%) below last year's Actual Year To Date Revenues adjusted for rate increase.

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	\$412,500	\$423,412	2.6%	\$412,500	\$423,412	2.6%	\$435,183	(2.7%)	\$435,183	(2.7%)
Feb	\$390,000			\$802,500			\$386,172		\$821,355	
Mar	\$420,000			\$1,222,500			\$441,407		\$1,262,762	
Apr	\$60,000			\$1,282,500			\$72,042		\$1,334,804	
May	\$45,000			\$1,327,500			\$55,183		\$1,389,987	
June	\$217,500			\$1,545,000			\$207,585		\$1,597,572	
July	\$300,000			\$1,845,000			\$312,072		\$1,909,644	
Aug	\$255,000			\$2,100,000			\$236,486		\$2,146,131	
Sept	\$157,500			\$2,257,500			\$168,611		\$2,314,741	
Oct	\$82,500			\$2,340,000			\$87,775		\$2,402,516	
Nov	\$60,000			\$2,400,000			\$59,637		\$2,462,153	
Dec	\$490,500			\$2,890,500			\$451,985		\$2,914,139	

Actual Collections Year To Date Through January

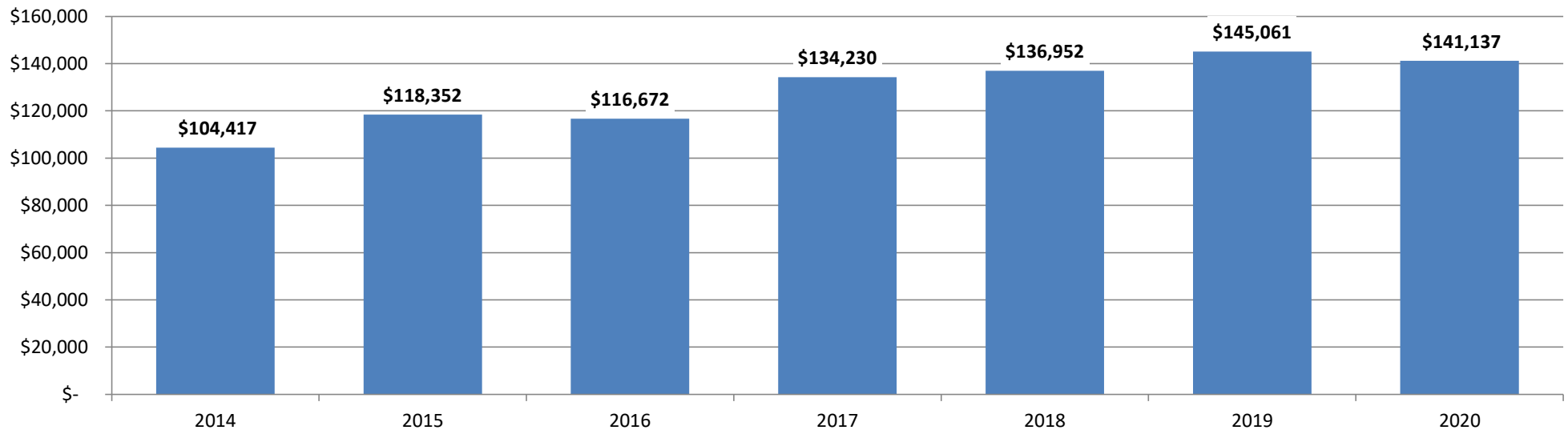


**City of Aspen Transportation 0.5% Lodging Tax
January 2020**

Current Month Revenues are (2.7%) below last year's Monthly Revenues
Year To Date Revenues are 2.6% above Year To Date Budgeted Revenues.
Year To Date Revenues are (2.7%) 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	\$137,500	\$141,137	2.6%	\$137,500	\$141,137	2.6%	\$145,061	(2.7%)	\$145,061	(2.7%)
Feb	\$130,000			\$267,500			\$128,724		\$273,785	
Mar	\$140,000			\$407,500			\$147,136		\$420,920	
Apr	\$20,000			\$427,500			\$24,014		\$444,934	
May	\$15,000			\$442,500			\$18,394		\$463,328	
June	\$72,500			\$515,000			\$69,195		\$532,523	
July	\$100,000			\$615,000			\$104,024		\$636,547	
Aug	\$85,000			\$700,000			\$78,829		\$715,376	
Sept	\$52,500			\$752,500			\$56,203		\$771,579	
Oct	\$27,500			\$780,000			\$29,258		\$800,837	
Nov	\$20,000			\$800,000			\$19,879		\$820,716	
Dec	\$163,500			\$963,500			\$150,662		\$971,378	

Actual Collections Year To Date Through January

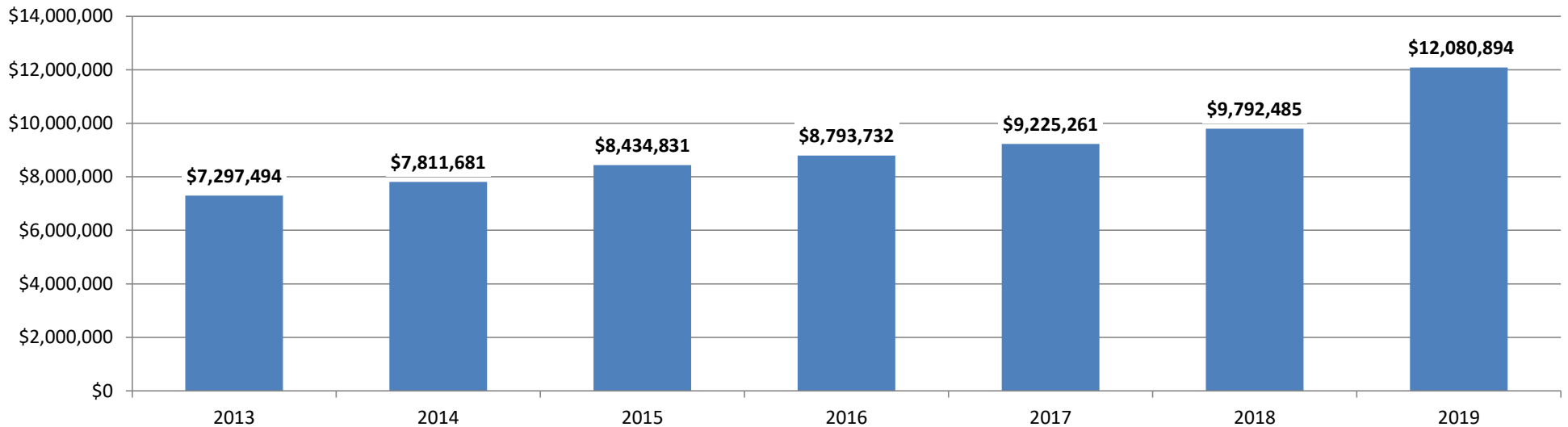


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
December 2019**

Current Month Revenues are 23.8% above last year's Monthly Revenues.
Year To Date Revenues are 22.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are 23.4% above last year's Actual Year To Date Revenues.

Month	2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$1,250,000	\$1,332,368	6.6%	\$1,250,000	\$1,332,368	6.6%	\$1,220,153	9.2%	\$ 1,220,153	9.2%
Feb	\$1,197,000	\$1,195,264	(0.1%)	\$2,447,000	\$2,527,633	3.3%	\$1,148,144	4.1%	\$ 2,368,297	6.7%
Mar	\$1,113,000	\$1,460,126	31.2%	\$3,560,000	\$3,987,758	12.0%	\$1,163,211	25.5%	\$ 3,531,508	12.9%
Apr	\$530,000	\$543,209	2.5%	\$4,090,000	\$4,530,968	10.8%	\$434,940	24.9%	\$ 3,966,448	14.2%
May	\$326,000	\$423,901	30.0%	\$4,416,000	\$4,954,869	12.2%	\$357,579	18.5%	\$ 4,324,027	14.6%
June	\$720,000	\$867,745	20.5%	\$5,136,000	\$5,822,613	13.4%	\$739,053	17.4%	\$ 5,063,081	15.0%
July	\$941,000	\$1,149,462	22.2%	\$6,077,000	\$6,972,075	14.7%	\$986,284	16.5%	\$ 6,049,364	15.3%
Aug	\$921,000	\$1,059,020	15.0%	\$6,998,000	\$8,031,094	14.8%	\$825,032	28.4%	\$ 6,874,396	16.8%
Sept	\$669,000	\$867,293	29.6%	\$7,667,000	\$8,898,387	16.1%	\$719,959	20.5%	\$ 7,594,355	17.2%
Oct	\$420,000	\$646,501	53.9%	\$8,087,000	\$9,544,889	18.0%	\$448,290	44.2%	\$ 8,042,645	18.7%
Nov	\$383,000	\$908,405	137.2%	\$8,470,000	\$10,453,294	23.4%	\$434,814	108.9%	\$ 8,477,459	23.3%
Dec	\$1,369,000	\$1,627,600	18.9%	\$9,839,000	\$12,080,894	22.8%	\$1,315,025	23.8%	\$ 9,792,485	23.4%

Actual Collections Year To Date Through December

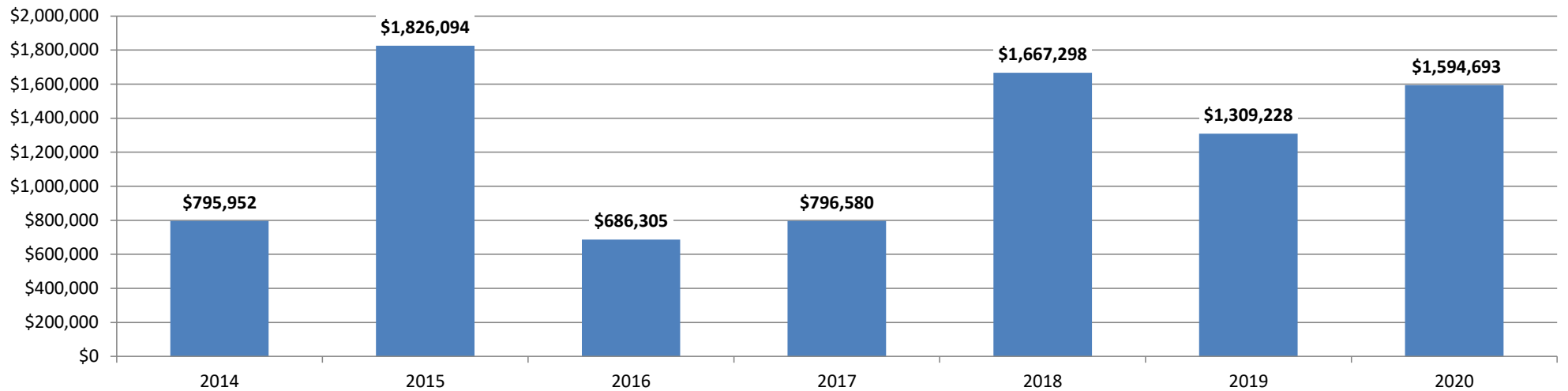


**Housing Real Estate Transfer Tax
February 2020**

Current Month Revenues are **(43.8%)** below last year's Monthly Revenues.
 Year To Date Revenues are **59.9%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **(4.4%)** 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	\$488,100	\$1,098,343	125.0%	\$488,100	\$1,098,343	125.0%	\$784,556	40.0%	\$784,556	40.0%
Feb	\$509,100	\$496,350	(2.5%)	\$997,200	\$1,594,693	59.9%	\$882,743	(43.8%)	\$1,667,298	(4.4%)
Mar	\$501,100			\$1,498,300			\$684,897		\$2,352,196	
Apr	\$728,800			\$2,227,100			\$425,425		\$2,777,621	
May	\$672,000			\$2,899,100			\$1,030,447		\$3,808,068	
June	\$668,900			\$3,568,000			\$721,175		\$4,529,243	
July	\$488,700			\$4,056,700			\$434,725		\$4,963,968	
Aug	\$657,900			\$4,714,600			\$606,463		\$5,570,431	
Sept	\$926,800			\$5,641,400			\$1,186,295		\$6,756,726	
Oct	\$787,000			\$6,428,400			\$620,101		\$7,376,826	
Nov	\$531,200			\$6,959,600			\$848,699		\$8,225,525	
Dec	\$647,400			\$7,607,000			\$671,236		\$8,896,761	

Actual Collections Year To Date Through February



**Wheeler Opera House Real Estate Transfer Tax
February 2020**

Current Month Revenues are (41.7%) below last year's Monthly Revenues.
Year To Date Revenues are 53.3% above Year To Date Budgeted Revenues.
Year To Date Revenues are (3.5%) below last year's Actual Year To Date Revenues.

<u>Month</u>	<u>2020 Monthly Budget vs. 2020 Actual</u>			<u>2020 YTD Budget vs. 2020 Actual</u>			<u>2020 vs. 2019</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2019 Monthly</u>	<u>Variance</u>	<u>2019 YTD</u>	<u>Variance</u>
Jan	\$261,400	\$565,600	116.4%	\$261,400	\$565,600	116.4%	\$407,558	38.8%	\$407,558	38.8%
Feb	\$279,000	\$262,833	(5.8%)	\$540,400	\$828,432	53.3%	\$451,066	(41.7%)	\$858,624	(3.5%)
Mar	\$253,500			\$793,900			\$353,354		\$1,211,978	
Apr	\$365,600			\$1,159,500			\$223,663		\$1,435,640	
May	\$361,200			\$1,520,700			\$535,736		\$1,971,376	
June	\$277,000			\$1,797,700			\$372,788		\$2,344,164	
July	\$231,100			\$2,028,800			\$229,636		\$2,573,800	
Aug	\$334,300			\$2,363,100			\$323,442		\$2,897,242	
Sept	\$520,200			\$2,883,300			\$611,828		\$3,509,069	
Oct	\$419,200			\$3,302,500			\$330,170		\$3,839,239	
Nov	\$288,500			\$3,591,000			\$446,427		\$4,285,666	
Dec	\$371,000			\$3,962,000			\$347,901		\$4,633,568	

Actual Collections Year To Date Through February

