



To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: February 14, 2019
Re: December 2019 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 December 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for November 2019, and real estate transfer tax (RETT) collections for January 2020.

December's retail sales were up 7.2% relative to the same period in 2018. December accounts for roughly 14.7% of the year's total sales tax collections. Industries posting the largest monthly gains were Luxury Goods, Construction, and Sports Equip/Clothing with 38.9%, 30.7%, and 7.4% increases, respectively. The industries posting the largest monthly declines were Marijuana, Food & Drug, and Liquor with 7.8%, 2.6%, and 0.5% decreases respectively.

December's Lodging tax collections were up 2.7% from the same period last year. On a year-to-date basis lodging tax is up 5.3%.

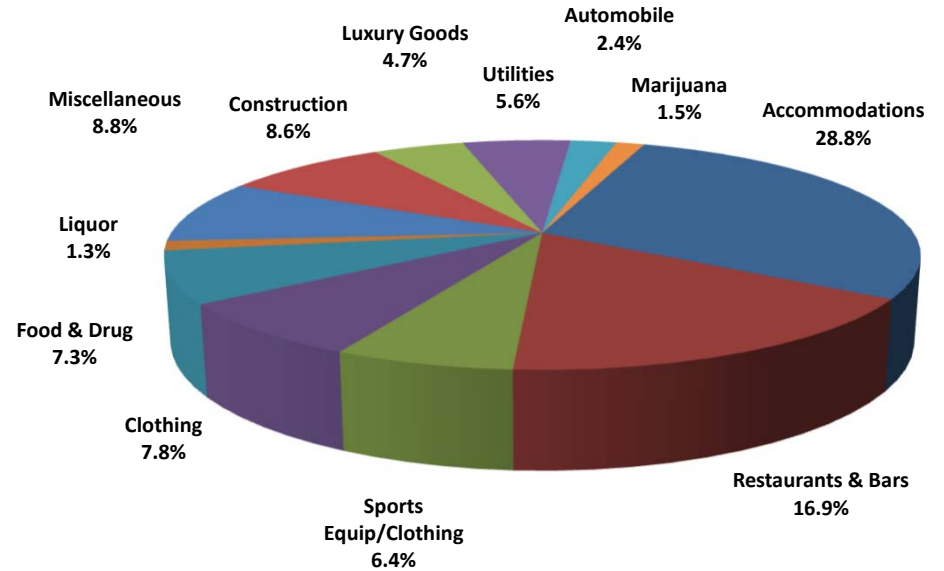
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for November were up 108.9%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 23.3%.

Housing and Wheeler real estate transfer tax collections for January were up 40.0% and 38.8% respectively.

**City of Aspen Retail Sales by Industry
December 2019**

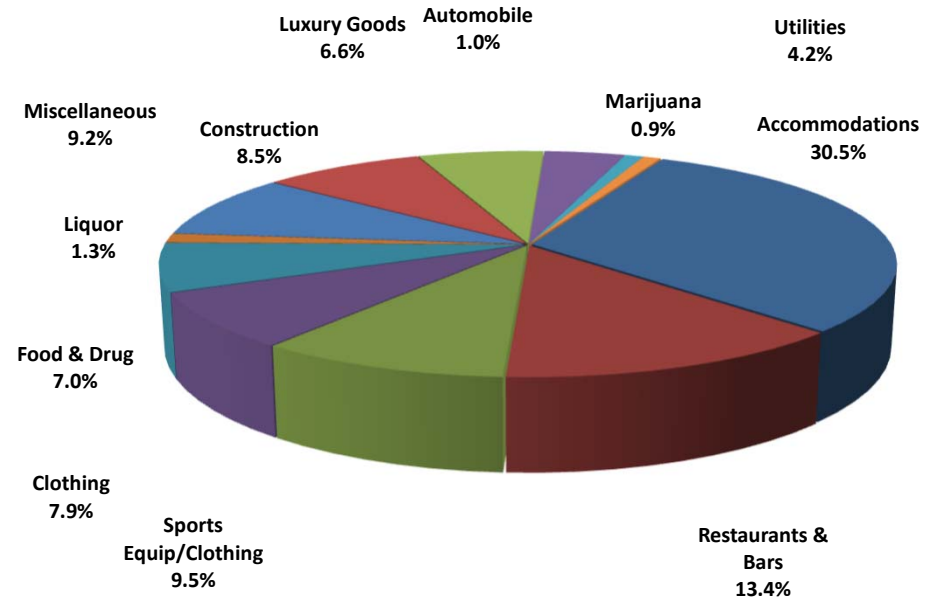
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
Accommodations	\$236,022,348	6.8%	28.8%
Restaurants & Bars	\$138,933,322	5.4%	16.9%
Sports Equip/Clothing	\$52,764,596	4.5%	6.4%
Clothing	\$63,878,204	5.8%	7.8%
Food & Drug	\$59,563,090	4.2%	7.3%
Liquor	\$10,937,381	1.8%	1.3%
Miscellaneous	\$71,906,367	11.2%	8.8%
Construction	\$70,270,949	20.6%	8.6%
Luxury Goods	\$38,479,956	28.1%	4.7%
Utilities	\$45,623,028	(1.0%)	5.6%
Automobile	\$19,433,589	(3.0%)	2.4%
Marijuana	\$11,944,810	1.6%	1.5%
Total	\$819,757,641	7.5%	100.0%



December Monthly Retail Sales

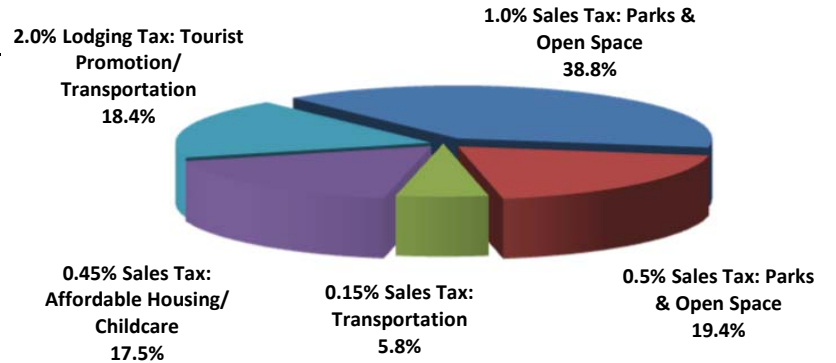
Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$36,169,399	145	3.1%	30.5%
Restaurants & Bars	\$15,925,154	72	4.4%	13.4%
Sports Equip/Clothing	\$11,273,014	53	7.4%	9.5%
Clothing	\$9,394,849	91	4.7%	7.9%
Food & Drug	\$8,267,539	37	(2.6%)	7.0%
Liquor	\$1,592,594	10	(0.5%)	1.3%
Miscellaneous	\$10,879,093	608	6.2%	9.2%
Construction	\$10,021,504	237	30.7%	8.5%
Luxury Goods	\$7,778,756	65	38.9%	6.6%
Utilities	\$5,029,828	120	2.9%	4.2%
Automobile	\$1,145,568	1	(0.5%)	1.0%
Marijuana	\$1,097,587	11	(7.8%)	0.9%
Total	\$118,574,884	1450	7.2%	100.0%



**City of Aspen Sales and Lodging Tax
December 2019**

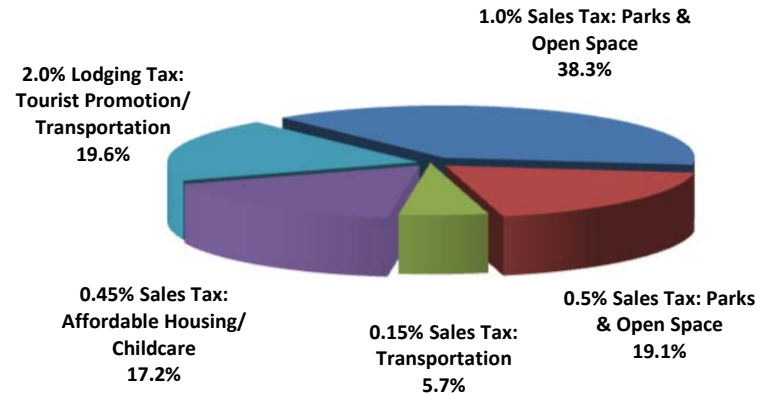
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$8,191,174	38.8%
0.5% Sales Tax: Parks & Open Space	\$4,094,610	19.4%
0.15% Sales Tax: Transportation	\$1,228,582	5.8%
0.45% Sales Tax: Affordable Housing/ Childcare	\$3,685,734	17.5%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$3,885,516</u>	<u>18.4%</u>
Total	\$21,085,616	100%



December Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
1.0% Sales Tax: Parks & Open Space	\$1,174,229	38.3%
0.5% Sales Tax: Parks & Open Space	\$586,974	19.1%
0.15% Sales Tax: Transportation	\$176,121	5.7%
0.45% Sales Tax: Affordable Housing/ Childcare	\$528,361	17.2%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$602,647</u>	<u>19.6%</u>
Total	\$3,068,331	100%

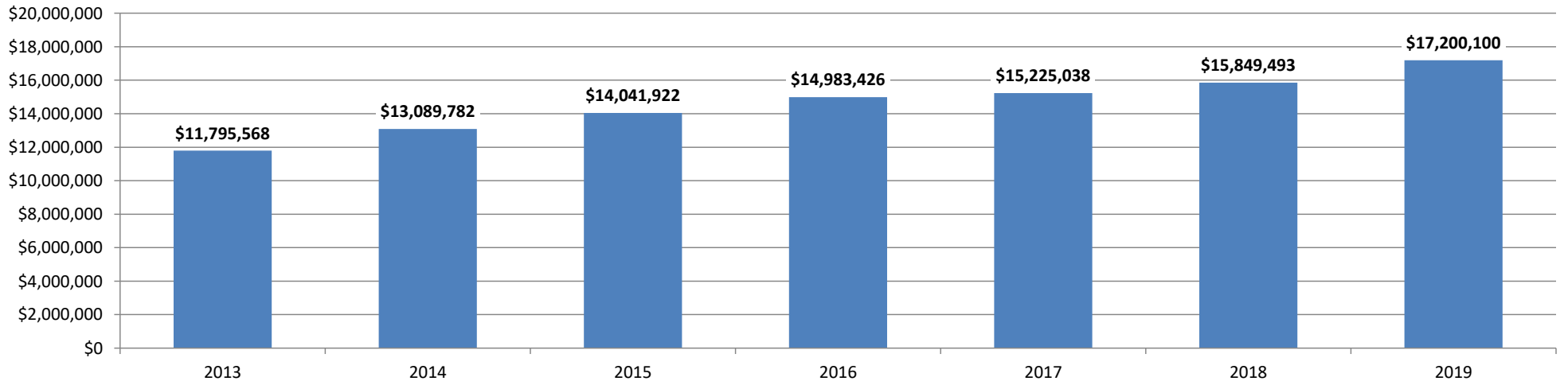


**City of Aspen Sales Tax 2.1%
December 2019**

Current Month Revenues are 9.5% above last year's Monthly Revenues.
Year To Date Revenues are 5.3% above Year To Date Budgeted Revenues.
Year To Date Revenues are 8.5% 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	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$1,833,300	\$1,862,971	1.6%	\$1,833,300	\$1,862,971	1.6%	\$1,791,890	4.0%	\$1,791,890	4.0%
Feb	\$1,657,500	\$1,737,770	4.8%	\$3,490,800	\$3,600,741	3.1%	\$1,680,884	3.4%	\$3,472,774	3.7%
Mar	\$1,896,300	\$2,010,993	6.0%	\$5,387,100	\$5,611,734	4.2%	\$1,796,680	11.9%	\$5,269,454	6.5%
Apr	\$668,800	\$757,958	13.3%	\$6,055,900	\$6,369,692	5.2%	\$671,525	12.9%	\$5,940,979	7.2%
May	\$558,000	\$646,709	15.9%	\$6,613,900	\$7,016,401	6.1%	\$565,343	14.4%	\$6,506,322	7.8%
June	\$1,361,400	\$1,382,830	1.6%	\$7,975,300	\$8,399,231	5.3%	\$1,358,227	1.8%	\$7,864,548	6.8%
July	\$1,761,200	\$1,920,481	9.0%	\$9,736,500	\$10,319,712	6.0%	\$1,752,198	9.6%	\$9,616,746	7.3%
Aug	\$1,515,600	\$1,568,118	3.5%	\$11,252,100	\$11,887,829	5.6%	\$1,417,142	10.7%	\$11,033,889	7.7%
Sept	\$1,238,100	\$1,339,131	8.2%	\$12,490,200	\$13,226,960	5.9%	\$1,240,888	7.9%	\$12,274,777	7.8%
Oct	\$744,100	\$813,092	9.3%	\$13,234,300	\$14,040,052	6.1%	\$700,233	16.1%	\$12,975,009	8.2%
Nov	\$644,900	\$694,364	7.7%	\$13,879,200	\$14,734,416	6.2%	\$623,611	11.3%	\$13,598,621	8.4%
Dec	\$2,453,000	\$2,465,684	0.5%	\$16,332,200	\$17,200,100	5.3%	\$2,250,872	9.5%	\$15,849,493	8.5%

Actual Collections Year To Date Through December

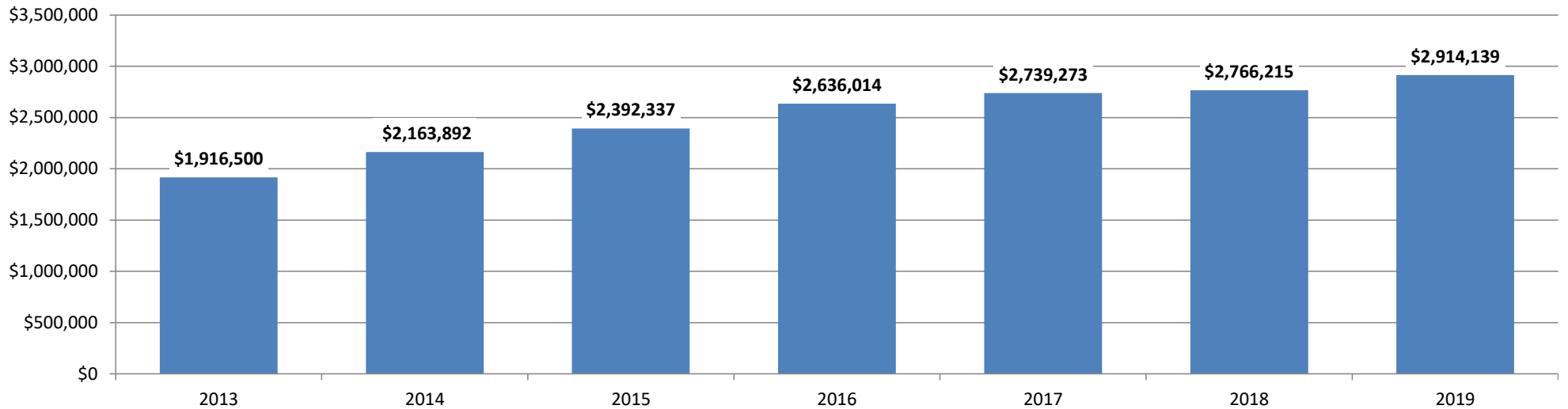


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
December 2019**

Current Month Revenues are 2.7% above last year's Monthly Revenues.
Year To Date Revenues are 0.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are 5.3% 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	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$412,500	\$435,183	5.5%	\$412,500	\$435,183	5.5%	\$410,858	5.9%	\$410,858	5.9%
Feb	\$390,000	\$386,172	(1.0%)	\$802,500	\$821,355	2.3%	\$363,636	6.2%	\$774,494	6.1%
Mar	\$420,000	\$441,407	5.1%	\$1,222,500	\$1,262,762	3.3%	\$384,859	14.7%	\$1,159,354	8.9%
Apr	\$60,000	\$72,042	20.1%	\$1,282,500	\$1,334,804	4.1%	\$62,085	16.0%	\$1,221,438	9.3%
May	\$45,000	\$55,183	22.6%	\$1,327,500	\$1,389,987	4.7%	\$56,234	(1.9%)	\$1,277,672	8.8%
June	\$217,500	\$207,585	(4.6%)	\$1,545,000	\$1,597,572	3.4%	\$211,315	(1.8%)	\$1,488,987	7.3%
July	\$300,000	\$312,072	4.0%	\$1,845,000	\$1,909,644	3.5%	\$305,931	2.0%	\$1,794,918	6.4%
Aug	\$255,000	\$236,486	(7.3%)	\$2,100,000	\$2,146,131	2.2%	\$236,256	0.1%	\$2,031,175	5.7%
Sept	\$157,500	\$168,611	7.1%	\$2,257,500	\$2,314,741	2.5%	\$162,465	3.8%	\$2,193,640	5.5%
Oct	\$82,500	\$87,775	6.4%	\$2,340,000	\$2,402,516	2.7%	\$69,556	26.2%	\$2,263,197	6.2%
Nov	\$60,000	\$59,637	(0.6%)	\$2,400,000	\$2,462,153	2.6%	\$62,907	(5.2%)	\$2,326,104	5.8%
Dec	\$490,500	\$451,985	(7.9%)	\$2,890,500	\$2,914,139	0.8%	\$440,111	2.7%	\$2,766,215	5.3%

Actual Collections Year To Date Through December

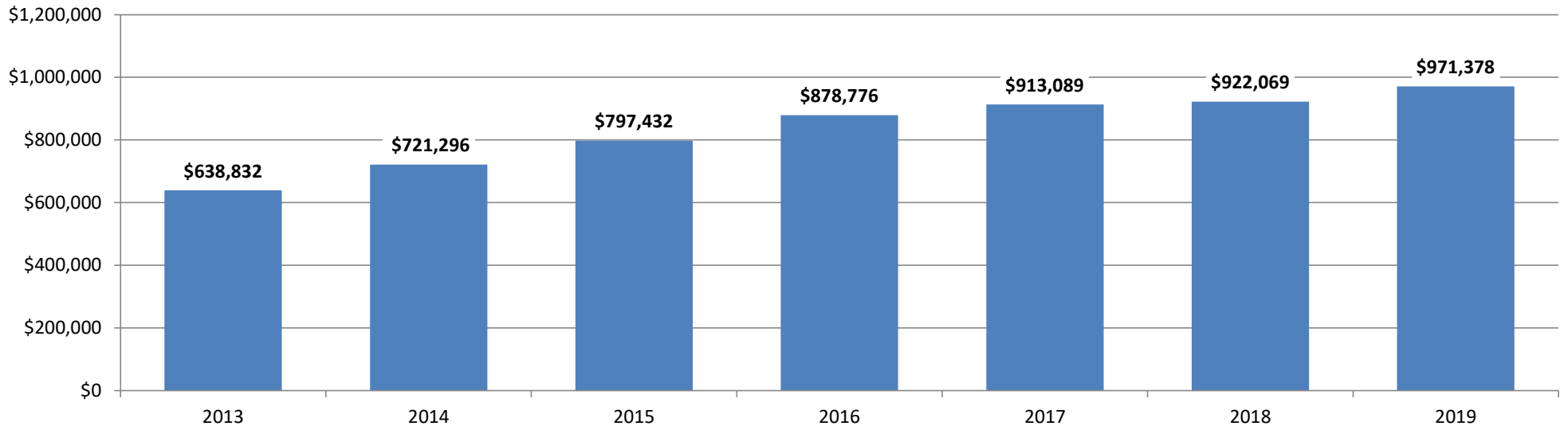


**City of Aspen Transportation 0.5% Lodging Tax
December 2019**

Current Month Revenues are 2.7% above last year's Monthly Revenues.
Year To Date Revenues are 0.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are 5.3% 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	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$137,500	\$145,061	5.5%	\$137,500	\$145,061	5.5%	\$136,952	5.9%	\$136,952	5.9%
Feb	\$130,000	\$128,724	(1.0%)	\$267,500	\$273,785	2.3%	\$121,212	6.2%	\$258,164	6.1%
Mar	\$140,000	\$147,136	5.1%	\$407,500	\$420,920	3.3%	\$128,286	14.7%	\$386,451	8.9%
Apr	\$20,000	\$24,014	20.1%	\$427,500	\$444,934	4.1%	\$20,695	16.0%	\$407,145	9.3%
May	\$15,000	\$18,394	22.6%	\$442,500	\$463,328	4.7%	\$18,744	(1.9%)	\$425,890	8.8%
June	\$72,500	\$69,195	(4.6%)	\$515,000	\$532,523	3.4%	\$70,438	(1.8%)	\$496,328	7.3%
July	\$100,000	\$104,024	4.0%	\$615,000	\$636,547	3.5%	\$101,977	2.0%	\$598,305	6.4%
Aug	\$85,000	\$78,829	(7.3%)	\$700,000	\$715,376	2.2%	\$78,752	0.1%	\$677,057	5.7%
Sept	\$52,500	\$56,203	7.1%	\$752,500	\$771,579	2.5%	\$54,155	3.8%	\$731,212	5.5%
Oct	\$27,500	\$29,258	6.4%	\$780,000	\$800,837	2.7%	\$23,185	26.2%	\$754,397	6.2%
Nov	\$20,000	\$19,879	(0.6%)	\$800,000	\$820,716	2.6%	\$20,969	(5.2%)	\$775,366	5.8%
Dec	\$163,500	\$150,662	(7.9%)	\$963,500	\$971,378	0.8%	\$146,704	2.7%	\$922,069	5.3%

Actual Collections Year To Date Through December

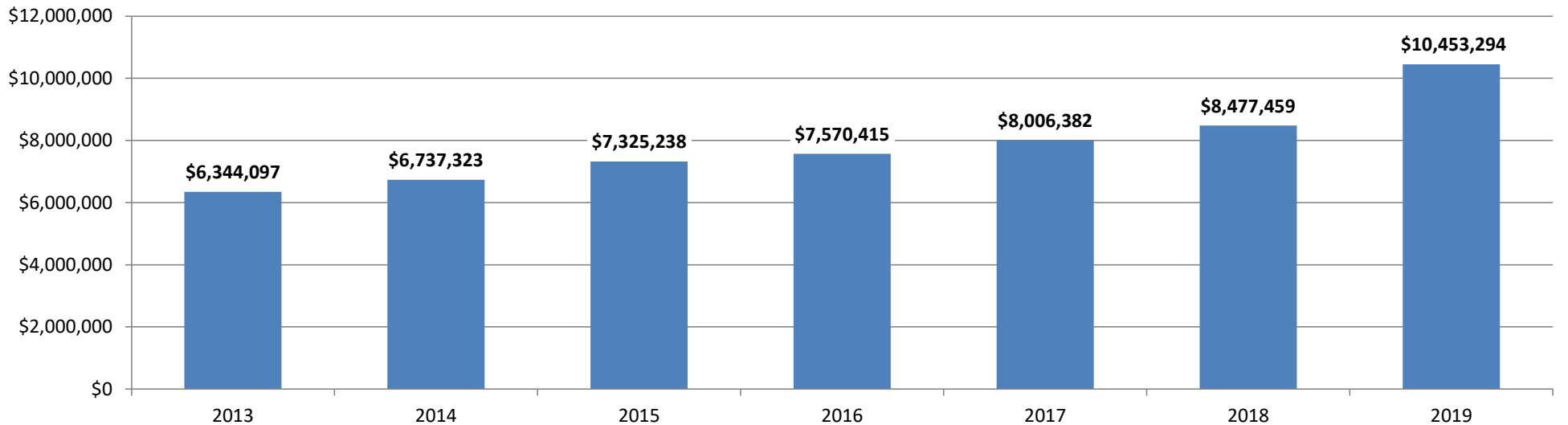


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
November 2019**

Current Month Revenues are 108.9% above last year's Monthly Revenues.
Year To Date Revenues are 23.4% above Year To Date Budgeted Revenues.
Year To Date Revenues are 23.3% 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			\$9,839,000			\$1,315,025		\$ 9,792,485	

Actual Collections Year To Date Through November

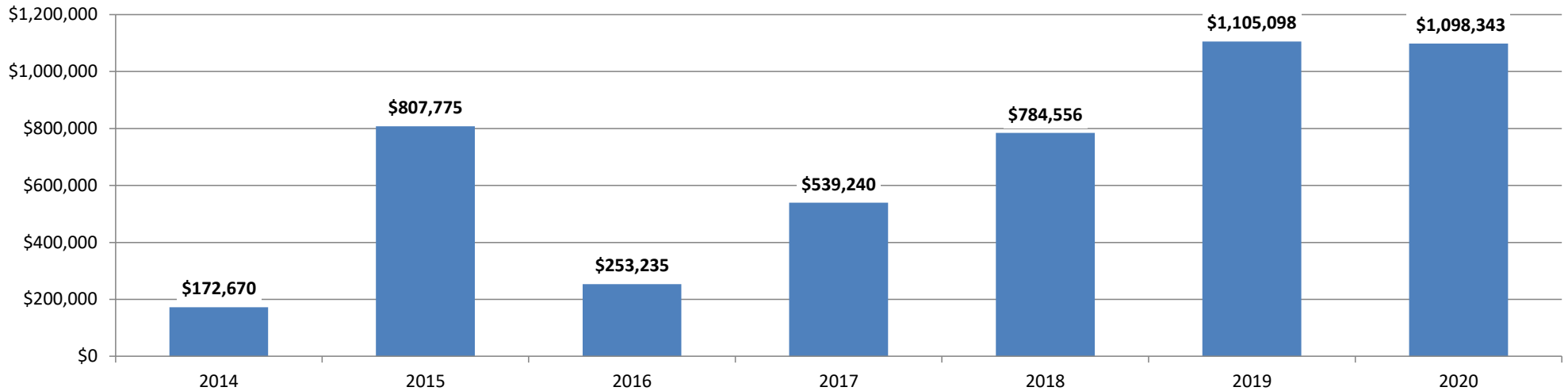


**Housing Real Estate Transfer Tax
January 2020**

Current Month Revenues are **40.0%** above last year's Monthly Revenues.
 Year To Date Revenues are **125.0%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **40.0%** 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	\$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			\$997,200			\$882,743		\$1,667,298	
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 January



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

Current Month Revenues are 38.8% above last year's Monthly Revenues.
Year To Date Revenues are 116.4% above Year To Date Budgeted Revenues.
Year To Date Revenues are 38.8% above 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			\$540,400			\$451,066		\$858,624	
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 January

