

To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: December 12, 2019
Re: October 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 October 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for September 2019, and real estate transfer tax (RETT) collections for November 2019.

October's retail sales were up 13.4% relative to the same period in 2018. October accounts for roughly 4.3% of the year's total sales tax collections. Industries posting the largest monthly gains were Construction, Luxury Goods, and Miscellaneous with 39.7%, 31.7%, and 22.1% increases, respectively. The only industry posting a monthly decline was Utilities with 10.4%.

October's Lodging tax collections were up 26.2% from the same period last year. On a year-to-date basis lodging tax is up 6.2%.

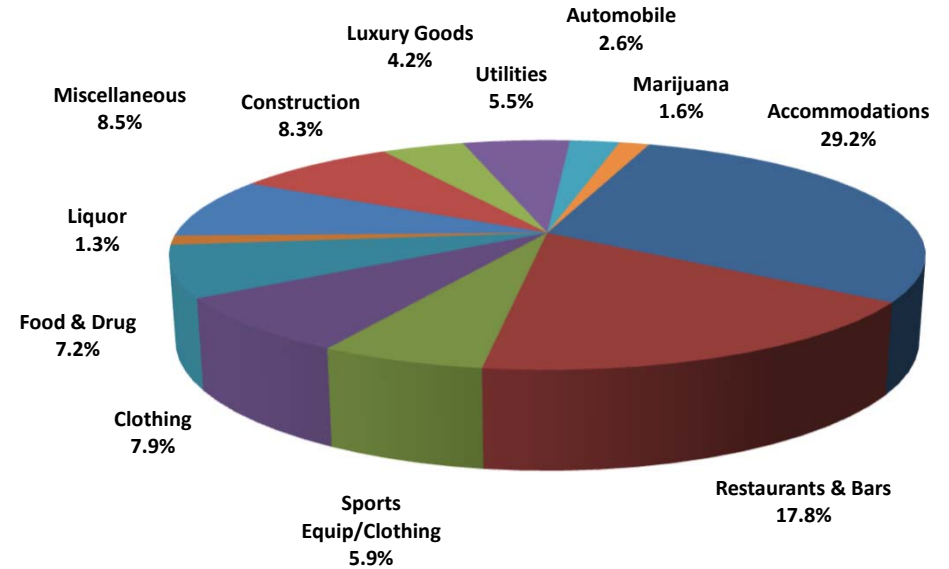
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for September were up 20.5%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 17.2%.

Housing and Wheeler real estate transfer tax collections for November were down 46.9% and 47.4% respectively. On a year-to-date basis through November, collections are down 8.2% and 7.7%, respectively.

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

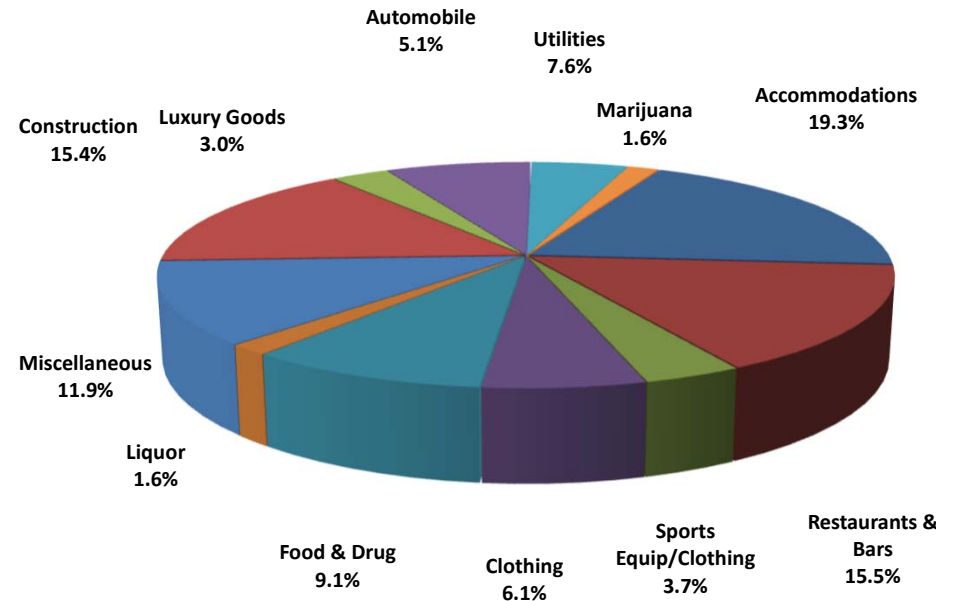
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
Accommodations	\$195,244,758	7.9%	29.2%
Restaurants & Bars	\$118,722,842	5.4%	17.8%
Sports Equip/Clothing	\$39,592,548	4.4%	5.9%
Clothing	\$52,536,694	6.5%	7.9%
Food & Drug	\$48,305,851	5.5%	7.2%
Liquor	\$8,820,010	2.2%	1.3%
Miscellaneous	\$56,499,678	10.0%	8.5%
Construction	\$55,655,133	18.1%	8.3%
Luxury Goods	\$28,377,718	20.9%	4.2%
Utilities	\$36,934,573	(1.5%)	5.5%
Automobile	\$17,081,447	(2.9%)	2.6%
Marijuana	\$10,356,025	2.9%	1.6%
Total	\$668,127,277	7.3%	100.0%



October Monthly Retail Sales

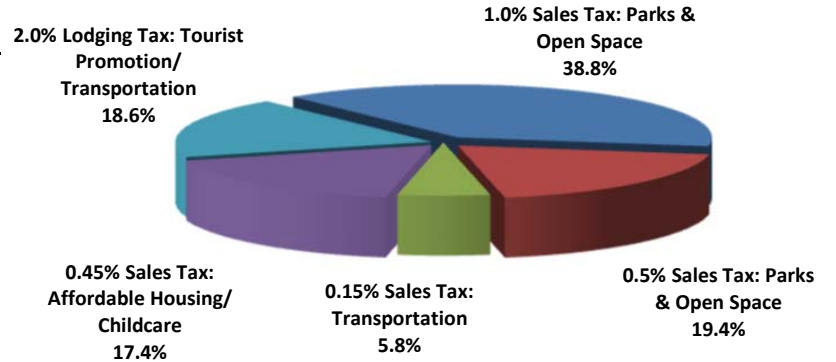
Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$7,384,564	67	19.3%	19.3%
Restaurants & Bars	\$5,931,319	64	8.1%	15.5%
Sports Equip/Clothing	\$1,417,463	34	2.6%	3.7%
Clothing	\$2,339,894	76	2.5%	6.1%
Food & Drug	\$3,481,423	41	6.8%	9.1%
Liquor	\$597,097	8	15.1%	1.6%
Miscellaneous	\$4,550,249	302	22.1%	11.9%
Construction	\$5,890,199	117	39.7%	15.4%
Luxury Goods	\$1,137,172	51	31.7%	3.0%
Utilities	\$2,892,816	81	(10.4%)	7.6%
Automobile	\$1,932,736	1	0.2%	5.1%
Marijuana	\$623,039	10	4.7%	1.6%
Total	\$38,177,971	852	13.4%	100.0%



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

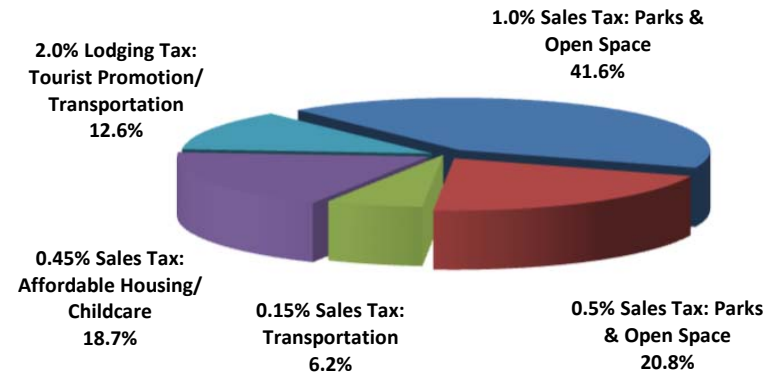
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$6,686,272	38.8%
0.5% Sales Tax: Parks & Open Space	\$3,342,334	19.4%
0.15% Sales Tax: Transportation	\$1,002,864	5.8%
0.45% Sales Tax: Affordable Housing/ Childcare	\$3,008,582	17.4%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$3,203,353</u>	<u>18.6%</u>
Total	\$17,243,405	100%



October Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
1.0% Sales Tax: Parks & Open Space	\$387,217	41.6%
0.5% Sales Tax: Parks & Open Space	\$193,562	20.8%
0.15% Sales Tax: Transportation	\$58,078	6.2%
0.45% Sales Tax: Affordable Housing/ Childcare	\$174,234	18.7%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$117,033</u>	<u>12.6%</u>
Total	\$930,125	100%

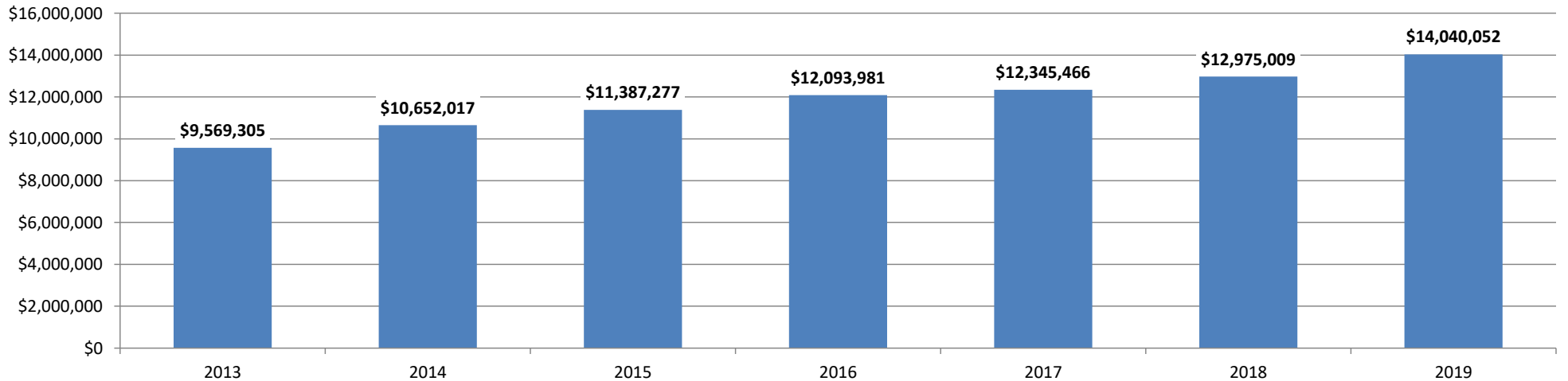


**City of Aspen Sales Tax 2.1%
October 2019**

Current Month Revenues are 16.1% above last year's Monthly Revenues.
Year To Date Revenues are 6.1% above Year To Date Budgeted Revenues.
Year To Date Revenues are 8.2% 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	\$1,833,300	\$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			\$13,879,200			\$623,611		\$13,598,621	
Dec	\$2,453,000			\$16,332,200			\$2,250,872		\$15,849,493	

Actual Collections Year To Date Through October

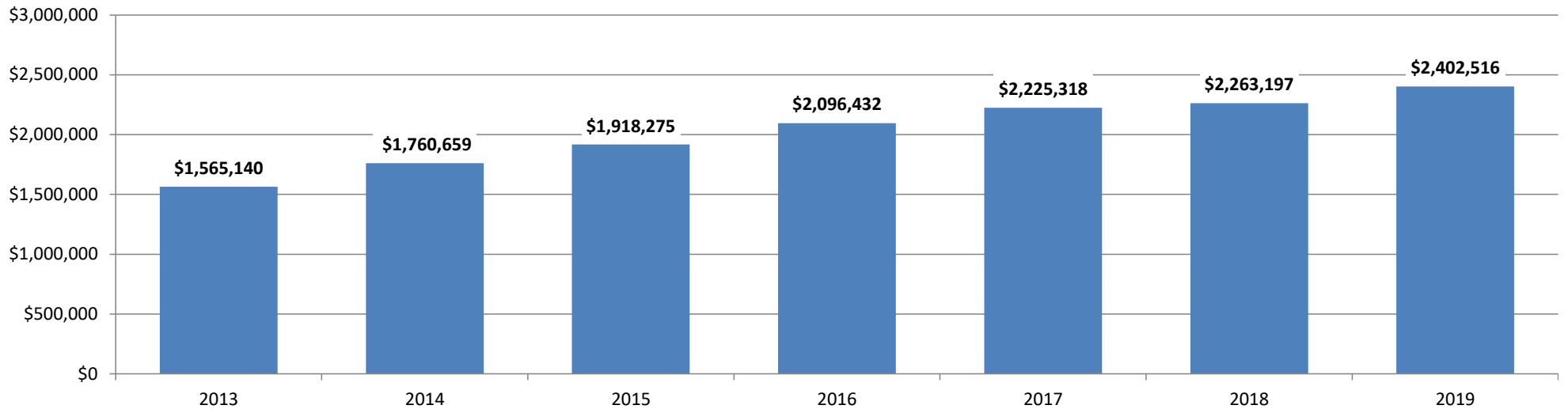


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
October 2019**

Current Month Revenues are 26.2% above last year's Monthly Revenues.
Year To Date Revenues are 2.7% above Year To Date Budgeted Revenues.
Year To Date Revenues are 6.2% 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	\$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			\$2,400,000			\$62,907		\$2,326,104	
Dec	\$490,500			\$2,890,500			\$440,111		\$2,766,215	

Actual Collections Year To Date Through October

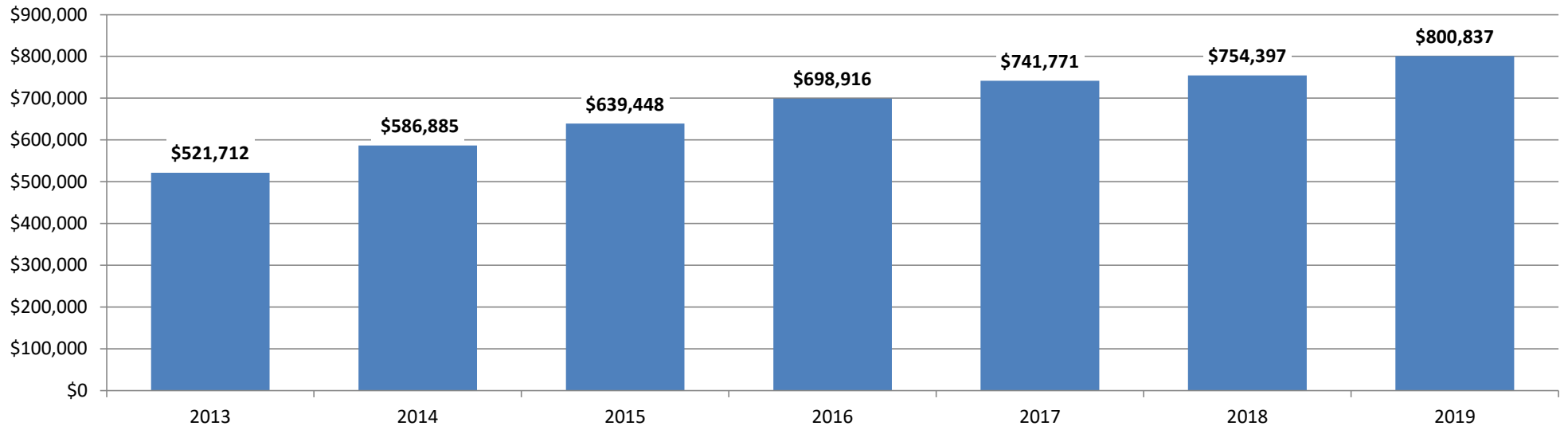


**City of Aspen Transportation 0.5% Lodging Tax
October 2019**

Current Month Revenues are 26.2% above last year's Monthly Revenues.
Year To Date Revenues are 2.7% above Year To Date Budgeted Revenues.
Year To Date Revenues are 6.2% 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	\$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			\$800,000			\$20,969		\$775,366	
Dec	\$163,500			\$963,500			\$146,704		\$922,069	

Actual Collections Year To Date Through October

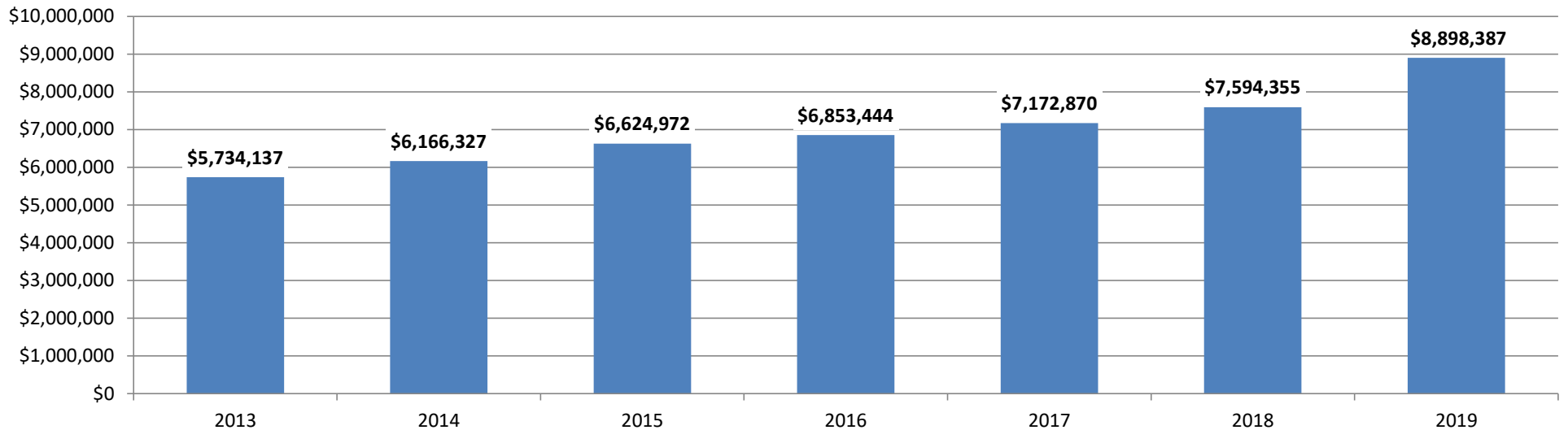


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
September 2019**

Current Month Revenues are 20.5% above last year's Monthly Revenues.
Year To Date Revenues are 16.1% above Year To Date Budgeted Revenues.
Year To Date Revenues are 17.2% 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			\$8,087,000			\$448,290		\$ 8,042,645	
Nov	\$383,000			\$8,470,000			\$434,814		\$ 8,477,459	
Dec	\$1,369,000			\$9,839,000			\$1,315,025		\$ 9,792,485	

Actual Collections Year To Date Through September

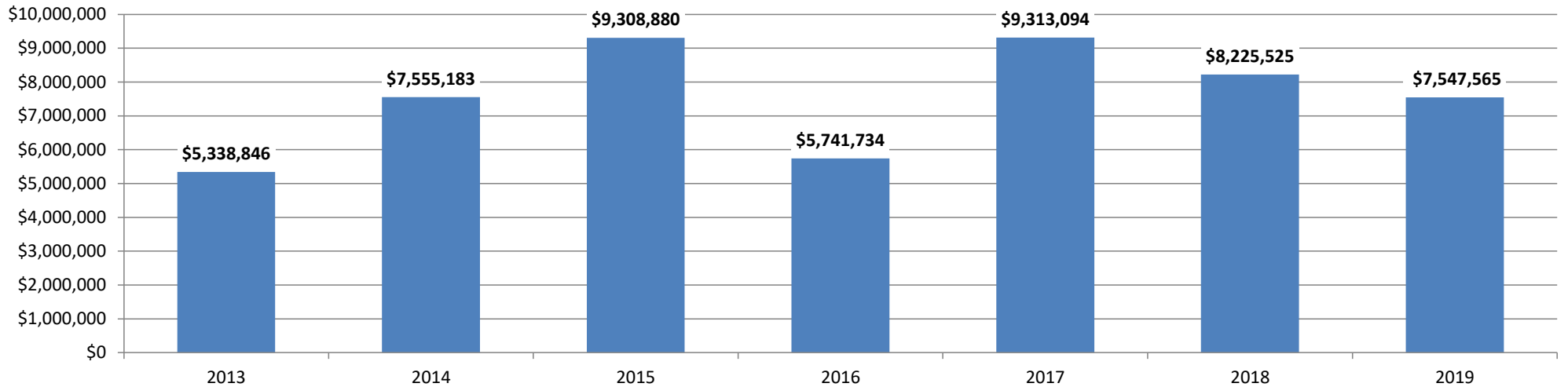


**Housing Real Estate Transfer Tax
November 2019**

Current Month Revenues are **(46.9%)** below last year's Monthly Revenues.
 Year To Date Revenues are **14.9%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **(8.2%)** below 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	\$460,700	\$1,105,098	139.9%	\$460,700	\$1,105,098	139.9%	\$784,556	40.9%	\$784,556	40.9%
Feb	\$480,600	\$204,130	(57.5%)	\$941,300	\$1,309,228	39.1%	\$882,743	(76.9%)	\$1,667,298	(21.5%)
Mar	\$472,900	\$892,017	88.6%	\$1,414,200	\$2,201,245	55.7%	\$684,897	30.2%	\$2,352,196	(6.4%)
Apr	\$687,900	\$551,428	(19.8%)	\$2,102,100	\$2,752,674	30.9%	\$425,425	29.6%	\$2,777,621	(0.9%)
May	\$634,300	\$813,639	28.3%	\$2,736,400	\$3,566,313	30.3%	\$1,030,447	(21.0%)	\$3,808,068	(6.3%)
June	\$631,400	\$615,723	(2.5%)	\$3,367,800	\$4,182,036	24.2%	\$721,175	(14.6%)	\$4,529,243	(7.7%)
July	\$461,300	\$383,273	(16.9%)	\$3,829,100	\$4,565,308	19.2%	\$434,725	(11.8%)	\$4,963,968	(8.0%)
Aug	\$621,000	\$639,178	2.9%	\$4,450,100	\$5,204,486	17.0%	\$606,463	5.4%	\$5,570,431	(6.6%)
Sept	\$874,800	\$703,645	(19.6%)	\$5,324,900	\$5,908,131	11.0%	\$1,186,295	(40.7%)	\$6,756,726	(12.6%)
Oct	\$742,800	\$1,188,651	60.0%	\$6,067,700	\$7,096,782	17.0%	\$620,101	91.7%	\$7,376,826	(3.8%)
Nov	\$501,400	\$450,783	(10.1%)	\$6,569,100	\$7,547,565	14.9%	\$848,699	(46.9%)	\$8,225,525	(8.2%)
Dec	\$610,900			\$7,180,000			\$671,236		\$8,896,761	

Actual Collections Year To Date Through November



**Wheeler Opera House Real Estate Transfer Tax
November 2019**

Current Month Revenues are (47.4%) below last year's Monthly Revenues.
Year To Date Revenues are 16.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are (7.7%) below 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	\$236,100	\$569,253	141.1%	\$236,100	\$569,253	141.1%	\$407,558	39.7%	\$407,558	39.7%
Feb	\$250,200	\$109,065	(56.4%)	\$486,300	\$678,318	39.5%	\$451,066	(75.8%)	\$858,624	(21.0%)
Mar	\$233,500	\$462,116	97.9%	\$719,800	\$1,140,434	58.4%	\$353,354	30.8%	\$1,211,978	(5.9%)
Apr	\$367,900	\$296,169	(19.5%)	\$1,087,700	\$1,436,603	32.1%	\$223,663	32.4%	\$1,435,640	0.1%
May	\$329,200	\$428,417	30.1%	\$1,416,900	\$1,865,020	31.6%	\$535,736	(20.0%)	\$1,971,376	(5.4%)
June	\$256,600	\$320,990	25.1%	\$1,673,500	\$2,186,010	30.6%	\$372,788	(13.9%)	\$2,344,164	(6.7%)
July	\$222,900	\$202,796	(9.0%)	\$1,896,400	\$2,388,806	26.0%	\$229,636	(11.7%)	\$2,573,800	(7.2%)
Aug	\$323,500	\$343,499	6.2%	\$2,219,900	\$2,732,306	23.1%	\$323,442	6.2%	\$2,897,242	(5.7%)
Sept	\$491,400	\$372,645	(24.2%)	\$2,711,300	\$3,104,951	14.5%	\$611,828	(39.1%)	\$3,509,069	(11.5%)
Oct	\$413,800	\$615,288	48.7%	\$3,125,100	\$3,720,238	19.0%	\$330,170	86.4%	\$3,839,239	(3.1%)
Nov	\$260,900	\$234,996	(9.9%)	\$3,386,000	\$3,955,234	16.8%	\$446,427	(47.4%)	\$4,285,666	(7.7%)
Dec	\$360,000			\$3,746,000			\$347,901		\$4,633,568	

Actual Collections Year To Date Through November

