



**To:** Aspen City Council  
**From:** Anthony Lewin, Tax Auditor  
**Date:** October 4, 2019  
**Re:** August 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 August 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for July 2019, and real estate transfer tax (RETT) collections for September 2019.

August's retail sales were up 6.2% relative to the same period in 2018. August accounts for roughly 9.4% of the year's total sales tax collections. Industries posting the largest monthly gains were Construction, Sports Equip/Clothing, and Miscellaneous with 39.0%, 9.3%, and 8.9% increases, respectively. Industries posting the largest monthly declines were Automobile, Luxury Goods and Utilities with 11.7%, 11.3%, and 0.3%, respectively.

August's Lodging tax collections were up 0.1% from the same period last year. On a year-to-date basis lodging tax is up 5.7%

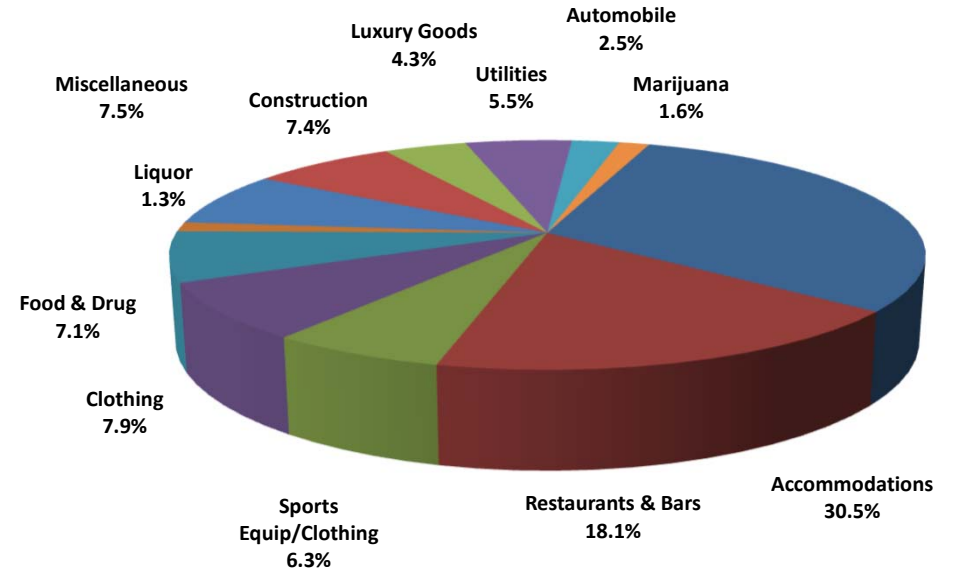
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for July were up 16.5%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 15.3%

Housing and Wheeler real estate transfer tax collections for September were down 40.7% and 39.1% respectively. On a year-to-date basis through September, collections are down 12.6% and 11.5%, respectively.

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

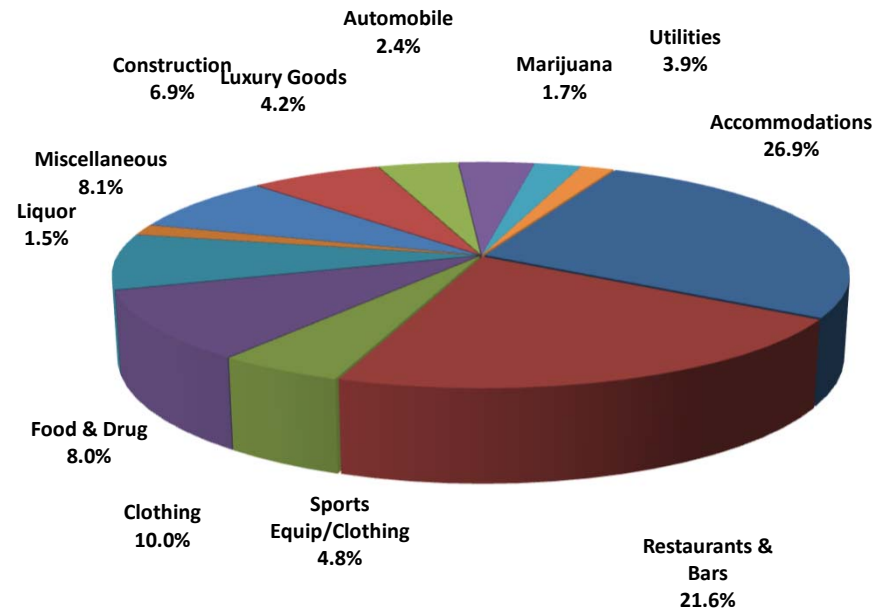
**Year To Date Retail Sales**

<b>Category</b>	<b>YTD Retail Sales</b>	<b>% Change Prior Year</b>	<b>% YTD Retail Sales</b>
Accommodations	\$172,446,389	7.7%	30.5%
Restaurants & Bars	\$102,170,860	5.8%	18.1%
Sports Equip/Clothing	\$35,808,334	5.0%	6.3%
Clothing	\$44,786,570	5.8%	7.9%
Food & Drug	\$39,849,483	4.7%	7.1%
Liquor	\$7,451,514	2.0%	1.3%
Miscellaneous	\$42,557,063	6.0%	7.5%
Construction	\$41,981,708	12.7%	7.4%
Luxury Goods	\$24,132,054	22.1%	4.3%
Utilities	\$31,029,390	(1.2%)	5.5%
Automobile	\$13,839,446	(2.6%)	2.5%
Marijuana	\$8,812,956	3.3%	1.6%
<b>Total</b>	<b>\$564,865,769</b>	<b>6.6%</b>	<b>100.0%</b>



**August Monthly Retail Sales**

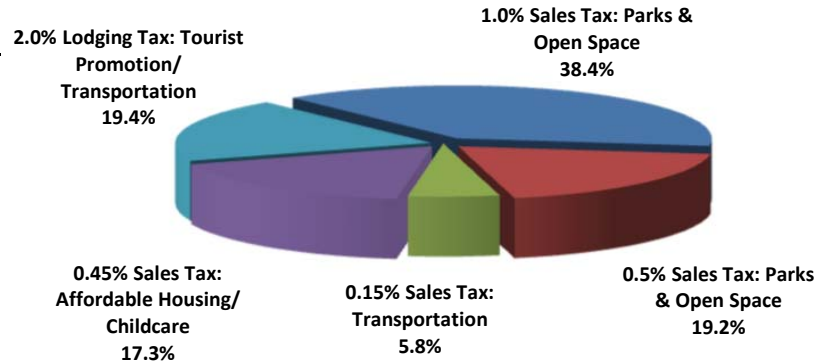
<b>Category</b>	<b>Monthly Retail Sales</b>	<b>Businesses Reporting</b>	<b>% Change Prior Year</b>	<b>% Monthly Retail Sales</b>
Accommodations	\$19,843,402	70	5.6%	26.9%
Restaurants & Bars	\$15,925,261	71	5.6%	21.6%
Sports Equip/Clothing	\$3,520,496	38	9.3%	4.8%
Clothing	\$7,351,098	82	8.2%	10.0%
Food & Drug	\$5,895,215	38	2.7%	8.0%
Liquor	\$1,140,188	9	8.6%	1.5%
Miscellaneous	\$5,944,705	295	8.9%	8.1%
Construction	\$5,085,537	111	39.0%	6.9%
Luxury Goods	\$3,076,369	79	(11.3%)	4.2%
Utilities	\$2,911,987	75	(0.3%)	3.9%
Automobile	\$1,800,323	1	(11.7%)	2.4%
Marijuana	\$1,288,375	8	1.1%	1.7%
<b>Total</b>	<b>\$73,782,956</b>	<b>877</b>	<b>6.2%</b>	<b>100.0%</b>



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

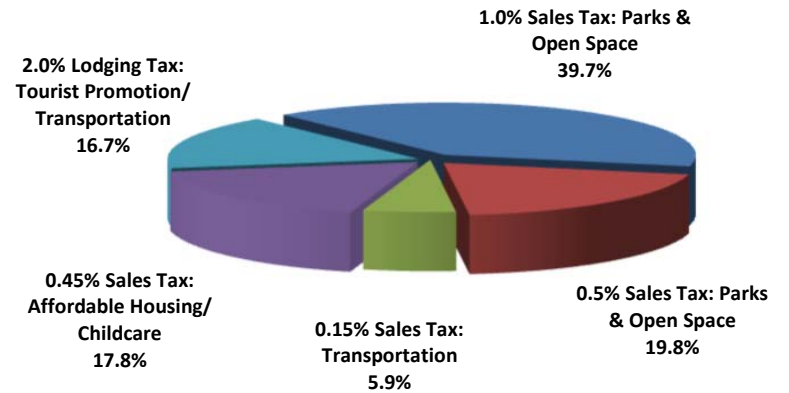
**Year To Date Tax Collections**

<b>Tax Type</b>	<b>YTD Taxes Collected</b>	<b>% YTD Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$5,661,322	38.4%
0.5% Sales Tax: Parks & Open Space	\$2,829,982	19.2%
0.15% Sales Tax: Transportation	\$849,133	5.8%
0.45% Sales Tax: Affordable Housing/ Childcare	\$2,547,391	17.3%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$2,861,506</u>	<u>19.4%</u>
<b>Total</b>	<b>\$14,749,335</b>	<b>100%</b>



**August Monthly Tax Collections**

<b>Tax Type</b>	<b>Monthly Taxes Collected</b>	<b>% Monthly Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$746,782	39.7%
0.5% Sales Tax: Parks & Open Space	\$373,302	19.8%
0.15% Sales Tax: Transportation	\$112,009	5.9%
0.45% Sales Tax: Affordable Housing/ Childcare	\$336,025	17.8%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$315,315</u>	<u>16.7%</u>
<b>Total</b>	<b>\$1,883,433</b>	<b>100%</b>

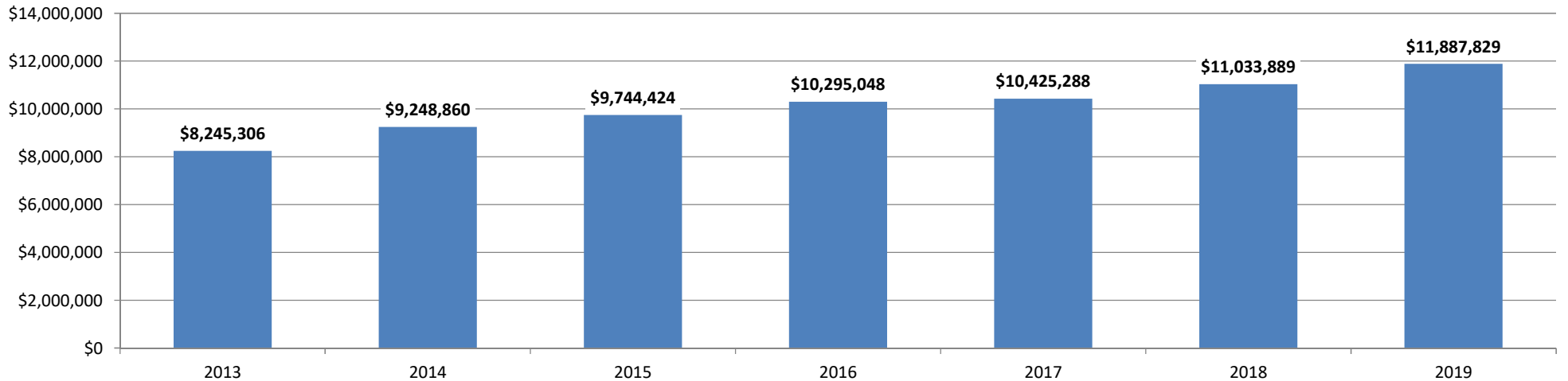


**City of Aspen Sales Tax 2.1%  
August 2019**

Current Month Revenues are **10.7%** above last year's Monthly Revenues.  
 Year To Date Revenues are **5.6%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **7.7%** 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			\$12,490,200			\$1,240,888		\$12,274,777	
Oct	\$744,100			\$13,234,300			\$700,233		\$12,975,009	
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 August**

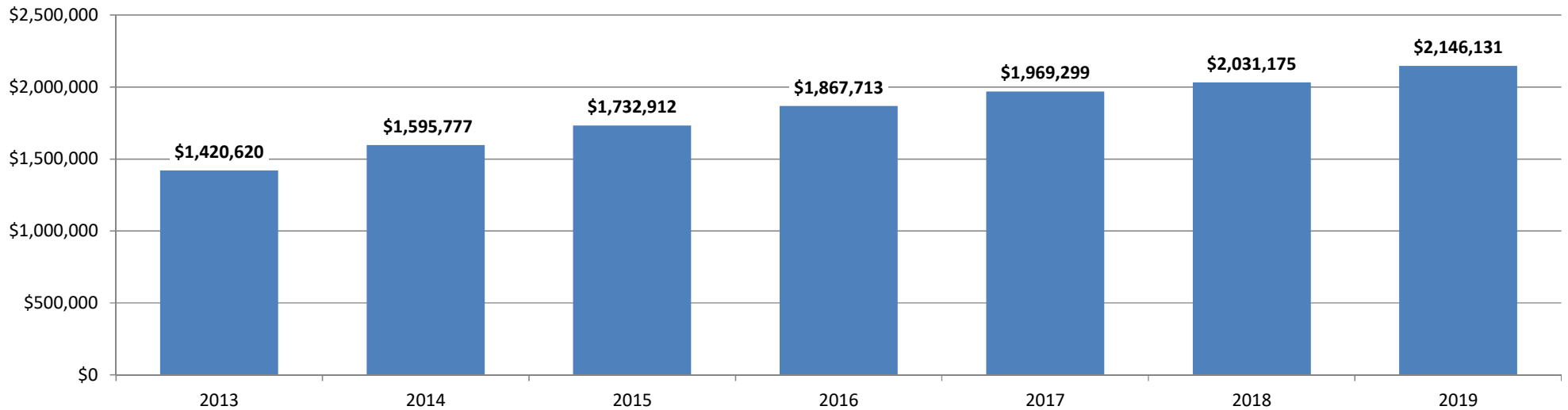


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)  
August 2019**

Current Month Revenues are **0.1%** above last year's Monthly Revenues.  
 Year To Date Revenues are **2.2%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **5.7%** 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			\$2,257,500			\$162,465		\$2,193,640	
Oct	\$82,500			\$2,340,000			\$69,556		\$2,263,197	
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 August**

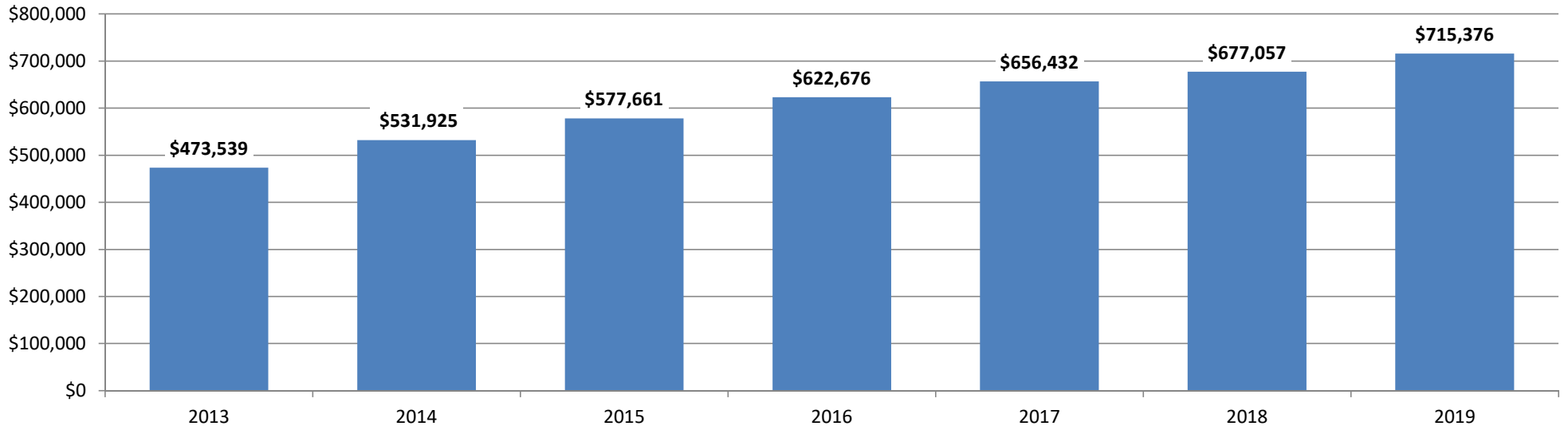


**City of Aspen Transportation 0.5% Lodging Tax  
August 2019**

**Current Month Revenues are 0.1% above last year's Monthly Revenues.**  
**Year To Date Revenues are 2.2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 5.7% above last year's Actual Year To Date Revenues.**

<u>Month</u>	<u>2019 Monthly Budget vs. 2019 Actual</u>			<u>2019 YTD Budget vs. 2019 Actual</u>			<u>2019 vs. 2018</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2018 Monthly</u>	<u>Variance</u>	<u>2018 YTD</u>	<u>Variance</u>
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			\$752,500			\$54,155		\$731,212	
Oct	\$27,500			\$780,000			\$23,185		\$754,397	
Nov	\$20,000			\$800,000			\$20,969		\$775,366	
Dec	\$163,500			\$963,500			\$146,704		\$922,069	

**Actual Collections Year To Date Through August**

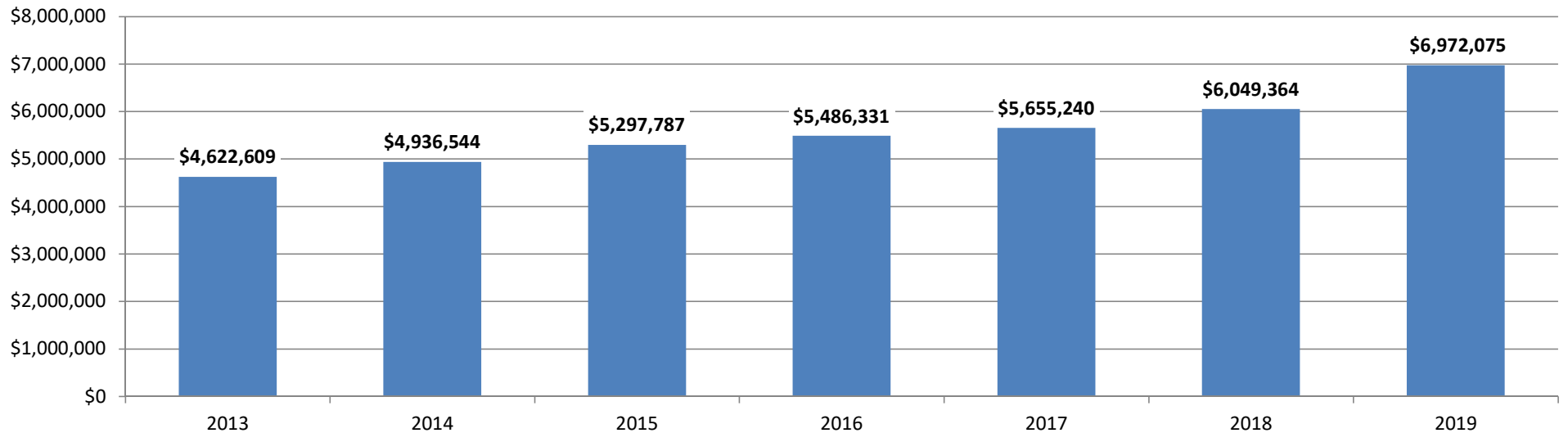


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
July 2019**

**Current Month Revenues are 16.5% above last year's Monthly Revenues.**  
**Year To Date Revenues are 14.7% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 15.3% 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			\$6,998,000			\$825,032		\$ 6,874,396	
Sept	\$669,000			\$7,667,000			\$719,959		\$ 7,594,355	
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 July**

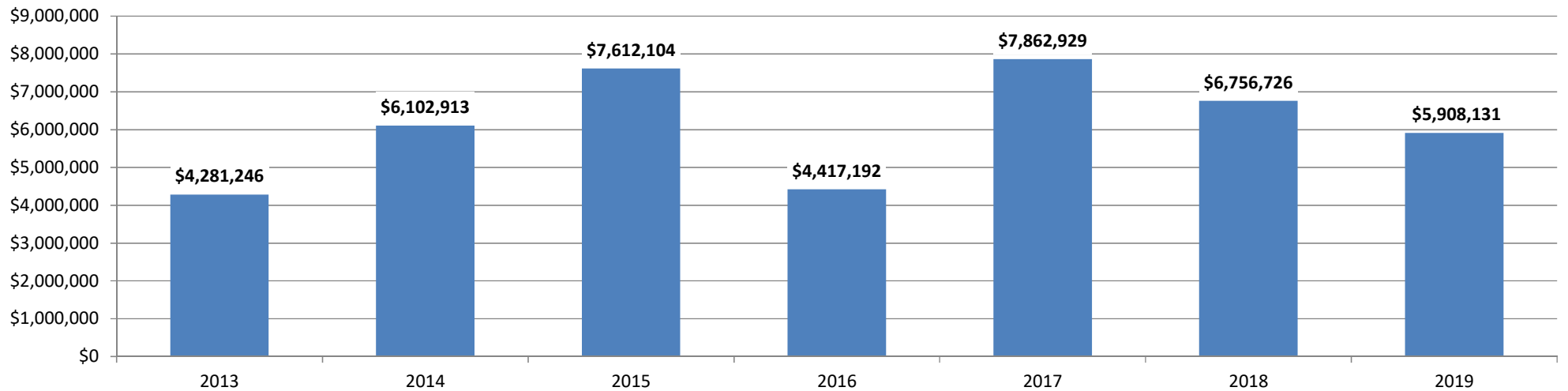


**Housing Real Estate Transfer Tax  
September 2019**

Current Month Revenues are **(40.7%)** below last year's Monthly Revenues.  
 Year To Date Revenues are **11.0%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **(12.6%)** 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			\$6,067,700			\$620,101		\$7,376,826	
Nov	\$501,400			\$6,569,100			\$848,699		\$8,225,525	
Dec	\$610,900			\$7,180,000			\$671,236		\$8,896,761	

**Actual Collections Year To Date Through September**





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

**Current Month Revenues are (39.1%) below last year's Monthly Revenues.**  
**Year To Date Revenues are 14.5% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (11.5%) below last year's Actual Year To Date Revenues.**

2019 Monthly Budget vs. 2019 Actual				2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
Month	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			\$3,125,100			\$330,170		\$3,839,239	
Nov	\$260,900			\$3,386,000			\$446,427		\$4,285,666	
Dec	\$360,000			\$3,746,000			\$347,901		\$4,633,568	

**Actual Collections Year To Date Through September**

