



To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: August 7, 2019
Re: June 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 June 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for May 2019, and real estate transfer tax (RETT) collections for July 2019.

June's retail sales were down 0.5% relative to the same period in 2018. June accounts for roughly 7.8% of the year's total sales tax collections. Industries posting the largest monthly gains were Construction and Utilities with 21.5% and 14.0% increases, respectively. Industries posting the largest monthly declines were Automobile, Liquor, and Clothing with 30.0%, 12.2%, and 7.5%, respectively.

June's Lodging tax collections were down 1.8% from the same period last year. On a year-to-date basis lodging tax is up 7.3%

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 May were up 18.5%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 14.6%

Housing and Wheeler real estate transfer tax collections for July were down 35.3% and 34.8% respectively. On a year-to-date basis through July, collections are down 8.4% and 5.8%, respectively.



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June's retail sales were down 0.5% relative to the same period in 2018; however, June accounts for roughly 7.8% of the year's total sales tax collections. Industries posting the largest monthly gains were Construction and Utilities with 21.5% and 14.0% increases, respectively. Industries posting the largest monthly declines were Automobile, Liquor, and Clothing with 30.0%, 12.2%, and 7.5%, respectively.

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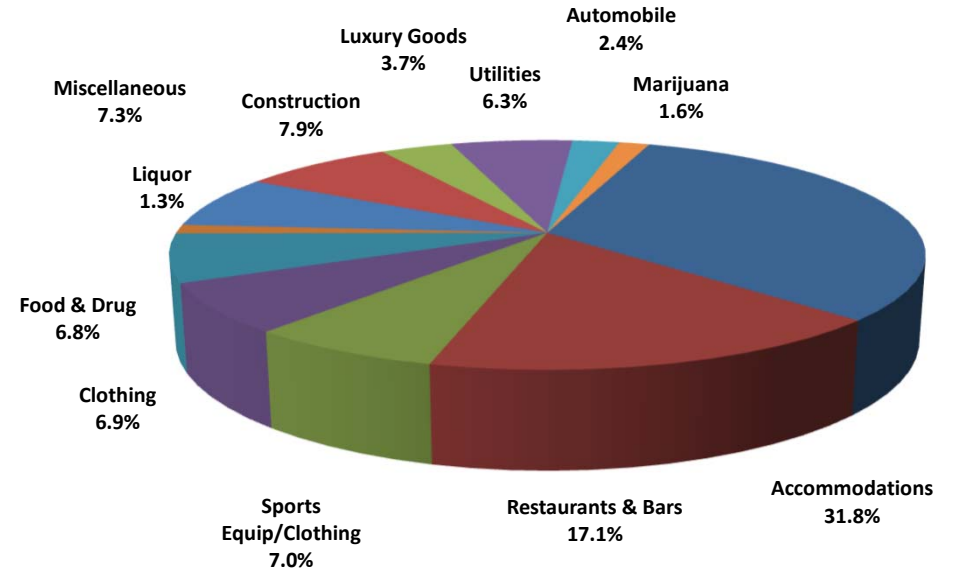
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**City of Aspen Retail Sales by Industry
June 2019**

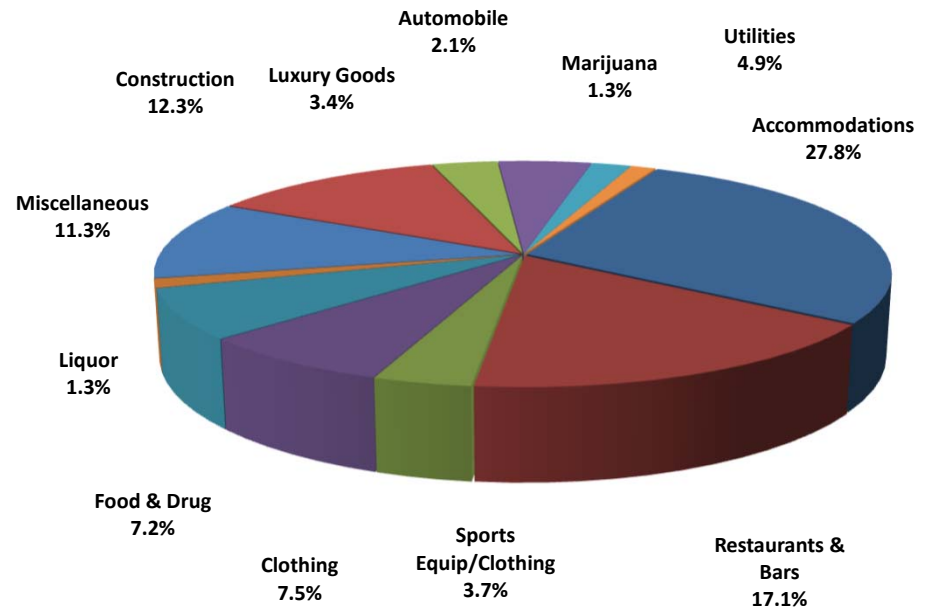
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
Accommodations	\$127,153,100	7.8%	31.8%
Restaurants & Bars	\$68,251,233	6.0%	17.1%
Sports Equip/Clothing	\$28,078,657	3.9%	7.0%
Clothing	\$27,735,260	2.7%	6.9%
Food & Drug	\$27,164,926	5.3%	6.8%
Liquor	\$5,038,777	0.3%	1.3%
Miscellaneous	\$29,214,026	3.2%	7.3%
Construction	\$31,407,836	8.3%	7.9%
Luxury Goods	\$14,829,109	22.5%	3.7%
Utilities	\$25,033,794	3.2%	6.3%
Automobile	\$9,682,794	(0.3%)	2.4%
Marijuana	\$6,246,689	4.6%	1.6%
Total	\$399,836,202	6.2%	100.0%



June Monthly Retail Sales

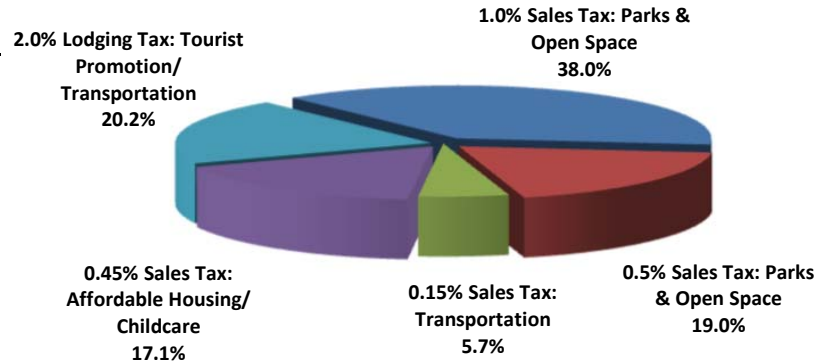
Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$18,370,350	111	(2.1%)	27.8%
Restaurants & Bars	\$11,314,372	76	(1.4%)	17.1%
Sports Equip/Clothing	\$2,448,758	46	(1.4%)	3.7%
Clothing	\$4,958,092	81	(7.5%)	7.5%
Food & Drug	\$4,767,421	49	(0.6%)	7.2%
Liquor	\$858,975	9	(12.2%)	1.3%
Miscellaneous	\$7,492,206	468	(3.8%)	11.3%
Construction	\$8,143,686	198	21.5%	12.3%
Luxury Goods	\$2,257,617	69	(5.9%)	3.4%
Utilities	\$3,212,271	89	14.0%	4.9%
Automobile	\$1,379,297	1	(30.0%)	2.1%
Marijuana	\$861,938	8	(3.7%)	1.3%
Total	\$66,064,983	1205	(0.5%)	100.0%



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

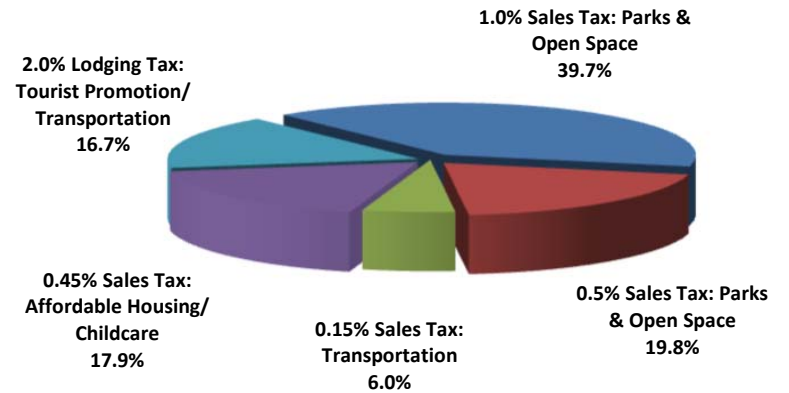
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$3,999,953	38.0%
0.5% Sales Tax: Parks & Open Space	\$1,999,497	19.0%
0.15% Sales Tax: Transportation	\$599,947	5.7%
0.45% Sales Tax: Affordable Housing/ Childcare	\$1,799,835	17.1%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$2,130,095</u>	<u>20.2%</u>
Total	\$10,529,326	100%



June Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
1.0% Sales Tax: Parks & Open Space	\$658,543	39.7%
0.5% Sales Tax: Parks & Open Space	\$329,192	19.8%
0.15% Sales Tax: Transportation	\$98,774	6.0%
0.45% Sales Tax: Affordable Housing/ Childcare	\$296,321	17.9%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$276,779</u>	<u>16.7%</u>
Total	\$1,659,609	100%

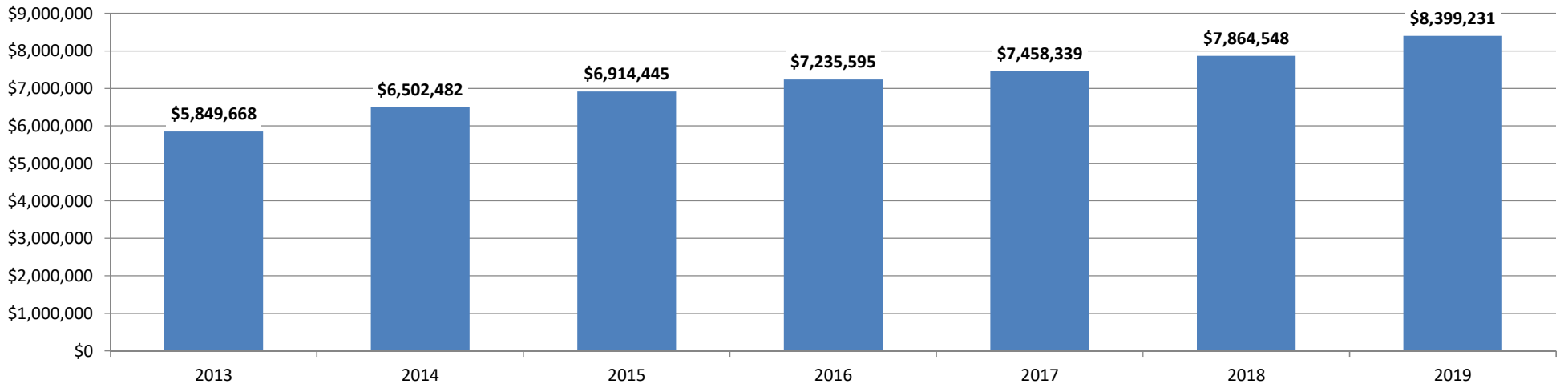


**City of Aspen Sales Tax 2.1%
June 2019**

Current Month Revenues are 1.8% above last year's Monthly Revenues.
Year To Date Revenues are 5.3% above Year To Date Budgeted Revenues.
Year To Date Revenues are 6.8% 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			\$9,736,500			\$1,752,198		\$9,616,746	
Aug	\$1,515,600			\$11,252,100			\$1,417,142		\$11,033,889	
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 June

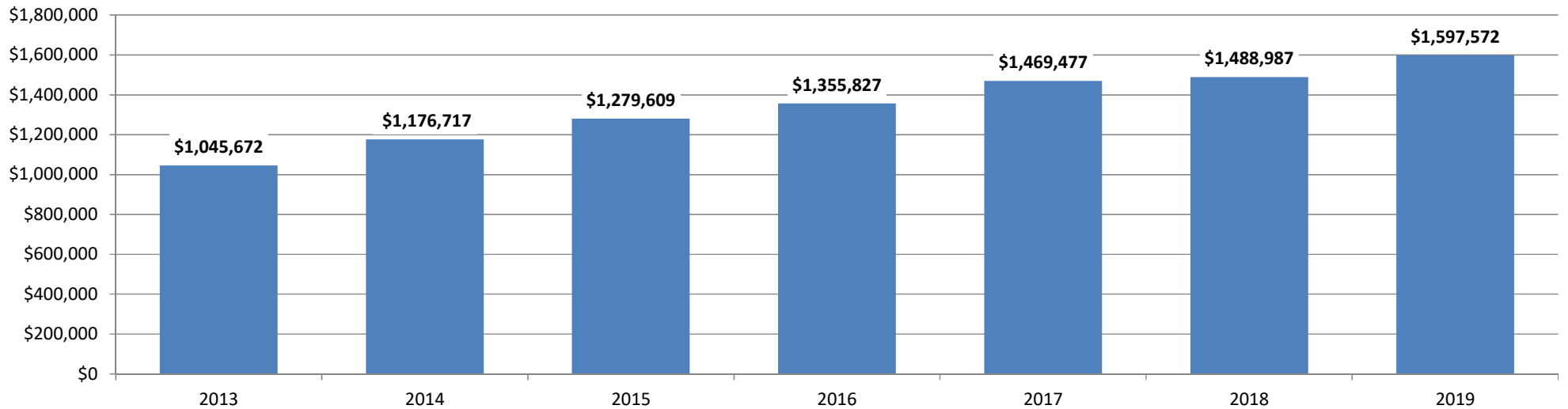


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
June 2019**

Current Month Revenues are (1.8%) below last year's Monthly Revenues adjusted for rate increase.
 Year To Date Revenues are 3.4% above Year To Date Budgeted Revenues.
 Year To Date Revenues are 7.3% 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	\$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			\$1,845,000			\$305,931		\$1,794,918	
Aug	\$255,000			\$2,100,000			\$236,256		\$2,031,175	
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 June

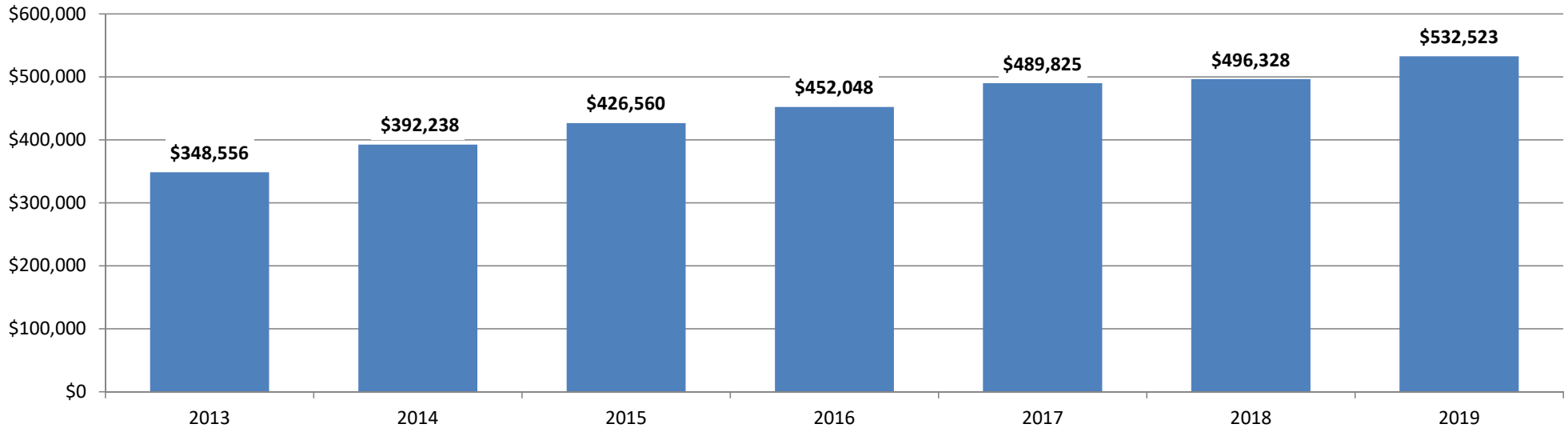


**City of Aspen Transportation 0.5% Lodging Tax
June 2019**

Current Month Revenues are (1.8%) below last year's Monthly Revenues
Year To Date Revenues are 3.4% above Year To Date Budgeted Revenues.
Year To Date Revenues are 7.3% 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			\$615,000			\$101,977		\$598,305	
Aug	\$85,000			\$700,000			\$78,752		\$677,057	
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 June

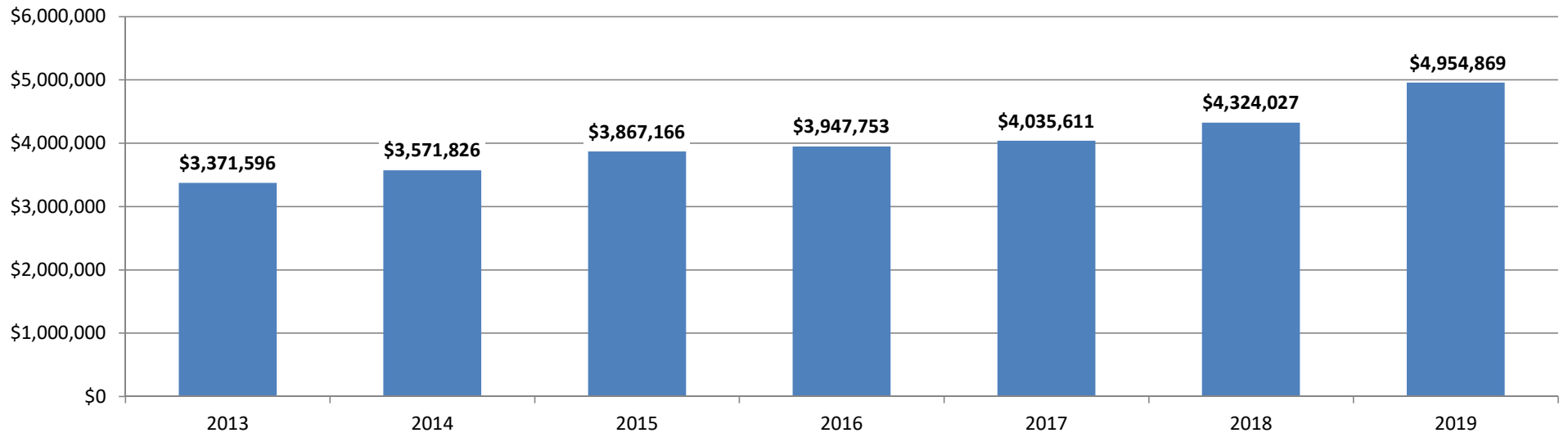


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
May 2019**

Current Month Revenues are 18.5% above last year's Monthly Revenues.
Year To Date Revenues are 12.2% above Year To Date Budgeted Revenues.
Year To Date Revenues are 14.6% 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			\$5,136,000			\$739,053		\$ 5,063,081	
July	\$941,000			\$6,077,000			\$986,284		\$ 6,049,364	
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 May

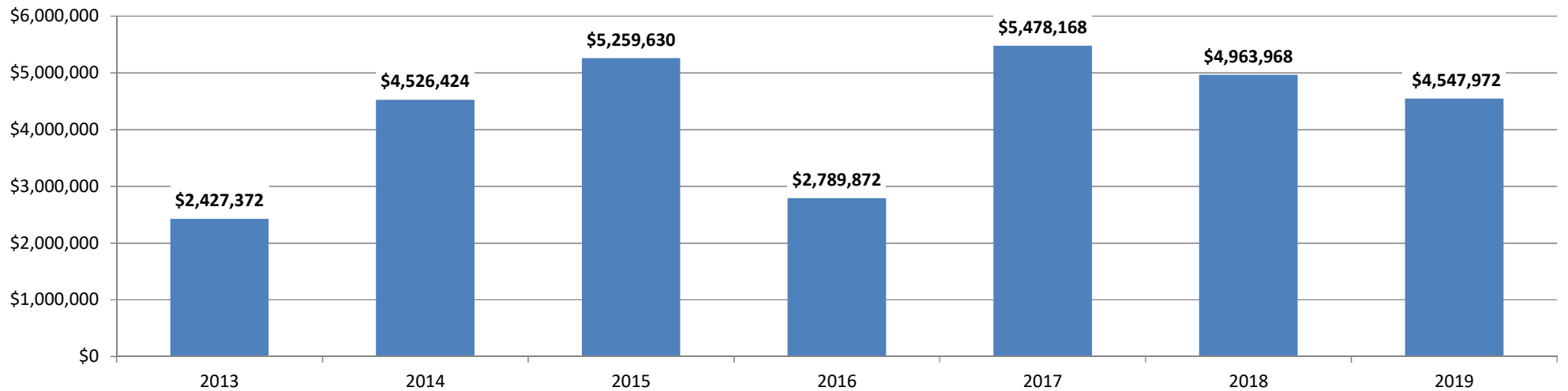


**Housing Real Estate Transfer Tax
July 2019**

Current Month Revenues are **(35.3%)** below last year's Monthly Revenues.
 Year To Date Revenues are **18.8%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **(8.4%)** 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	\$543,187	(21.0%)	\$2,102,100	\$2,744,433	30.6%	\$425,425	27.7%	\$2,777,621	(1.2%)
May	\$634,300	\$793,639	25.1%	\$2,736,400	\$3,538,072	29.3%	\$1,030,447	(23.0%)	\$3,808,068	(7.1%)
June	\$631,400	\$728,690	15.4%	\$3,367,800	\$4,266,762	26.7%	\$721,175	1.0%	\$4,529,243	(5.8%)
July	\$461,300	\$281,210	(39.0%)	\$3,829,100	\$4,547,972	18.8%	\$434,725	(35.3%)	\$4,963,968	(8.4%)
Aug	\$621,000			\$4,450,100			\$606,463		\$5,570,431	
Sept	\$874,800			\$5,324,900			\$1,186,295		\$6,756,726	
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 July



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

Current Month Revenues are (34.8%) below last year's Monthly Revenues.
Year To Date Revenues are 27.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are (5.8%) 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	\$304,419	(17.3%)	\$1,087,700	\$1,444,853	32.8%	\$223,663	36.1%	\$1,435,640	0.6%
May	\$329,200	\$448,417	36.2%	\$1,416,900	\$1,893,270	33.6%	\$535,736	(16.3%)	\$1,971,376	(4.0%)
June	\$256,600	\$381,473	48.7%	\$1,673,500	\$2,274,744	35.9%	\$372,788	2.3%	\$2,344,164	(3.0%)
July	\$222,900	\$149,765	(32.8%)	\$1,896,400	\$2,424,509	27.8%	\$229,636	(34.8%)	\$2,573,800	(5.8%)
Aug	\$323,500			\$2,219,900			\$323,442		\$2,897,242	
Sept	\$491,400			\$2,711,300			\$611,828		\$3,509,069	
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 July

