



**To:** Aspen City Council  
**From:** Anthony Lewin, Tax Auditor  
**Date:** May 7, 2018  
**Re:** March 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 March 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for February 2019, and real estate transfer tax (RETT) collections for April 2019.

March's retail sales were up 7.9% relative to the same period in 2018. Industries posting the largest monthly gains were Luxury Goods, Accommodations, and Food and Drug with 32.3%, 11.5%, and 9.6% increases, respectively. Industries posting the largest monthly declines were Automobile and Utilities with 18.7% and 4.8%. March accounts for roughly 12.1% of the year's total sales tax collections.

March's Lodging tax collections were up 14.7% from the same period last year. On a year-to-date basis lodging tax is up 8.9%

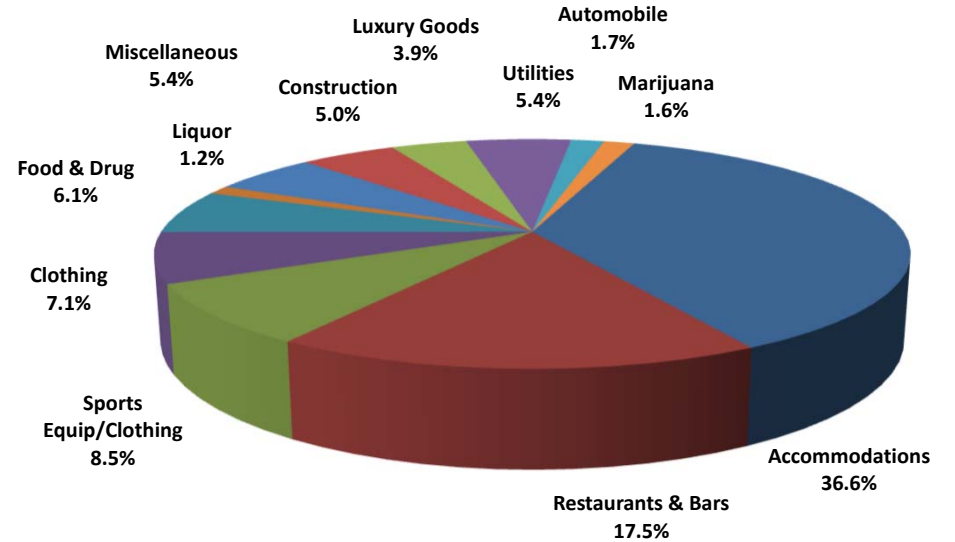
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for February were up 4.1%.

Housing and Wheeler real estate transfer tax collections for April were up 27.7% and 36.1% respectively. On a year-to-date basis through April, collections are up 0.6% and 2.2%, respectively.

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

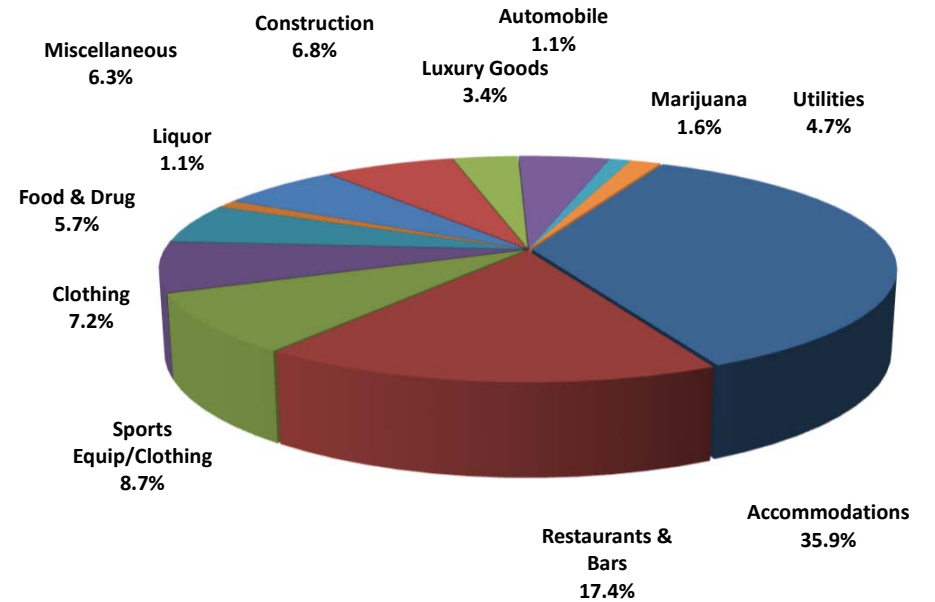
**Year To Date Retail Sales**

<b>Category</b>	<b>YTD Retail Sales</b>	<b>% Change Prior Year</b>	<b>% YTD Retail Sales</b>
Accommodations	\$98,127,845	8.4%	36.6%
Restaurants & Bars	\$46,928,429	7.0%	17.5%
Sports Equip/Clothing	\$22,847,372	4.8%	8.5%
Clothing	\$19,124,701	2.6%	7.1%
Food & Drug	\$16,436,554	5.9%	6.1%
Liquor	\$3,208,613	3.2%	1.2%
Miscellaneous	\$14,618,260	1.2%	5.4%
Construction	\$13,298,167	(4.5%)	5.0%
Luxury Goods	\$10,481,996	22.7%	3.9%
Utilities	\$14,537,236	1.7%	5.4%
Automobile	\$4,581,171	(3.6%)	1.7%
Marijuana	\$4,210,222	5.1%	1.6%
<b>Total</b>	<b>\$268,400,566</b>	<b>5.9%</b>	<b>100.0%</b>



**March Monthly Retail Sales**

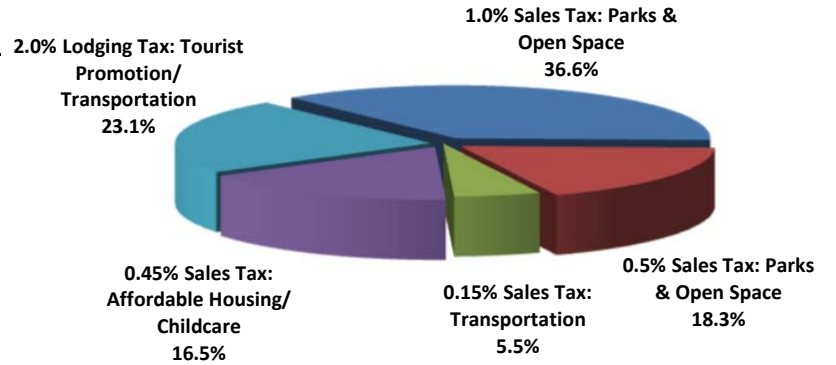
<b>Category</b>	<b>Monthly Retail Sales</b>	<b>Businesses Reporting</b>	<b>% Change Prior Year</b>	<b>% Monthly Retail Sales</b>
Accommodations	\$34,403,708	134	11.5%	35.9%
Restaurants & Bars	\$16,699,391	74	8.1%	17.4%
Sports Equip/Clothing	\$8,300,943	49	7.3%	8.7%
Clothing	\$6,930,258	81	6.1%	7.2%
Food & Drug	\$5,423,906	30	9.6%	5.7%
Liquor	\$1,058,122	10	0.2%	1.1%
Miscellaneous	\$6,081,039	388	2.0%	6.3%
Construction	\$6,527,941	160	4.3%	6.8%
Luxury Goods	\$3,269,480	61	32.3%	3.4%
Utilities	\$4,542,464	74	(4.8%)	4.7%
Automobile	\$1,064,611	1	(18.7%)	1.1%
Marijuana	\$1,535,152	8	3.4%	1.6%
<b>Total</b>	<b>\$95,837,014</b>	<b>1070</b>	<b>7.9%</b>	<b>100.0%</b>



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

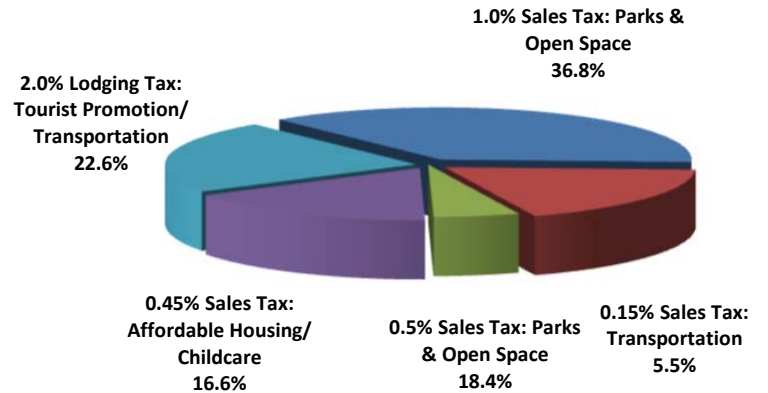
**Year To Date Tax Collections**

<b>Tax Type</b>	<b>YTD Taxes Collected</b>	<b>% YTD Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$2,672,468	36.6%
0.5% Sales Tax: Parks & Open Space	\$1,335,914	18.3%
0.15% Sales Tax: Transportation	\$400,839	5.5%
0.45% Sales Tax: Affordable Housing/ Childcare	\$1,202,514	16.5%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$1,683,682</u>	<u>23.1%</u>
<b>Total</b>	<b>\$7,295,416</b>	<b>100%</b>



**March Monthly Tax Collections**

<b>Tax Type</b>	<b>Monthly Taxes Collected</b>	<b>% Monthly Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$957,692	36.8%
0.5% Sales Tax: Parks & Open Space	\$478,731	18.4%
0.15% Sales Tax: Transportation	\$143,643	5.5%
0.45% Sales Tax: Affordable Housing/ Childcare	\$430,927	16.6%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$588,543</u>	<u>22.6%</u>
<b>Total</b>	<b>\$2,599,536</b>	<b>100%</b>

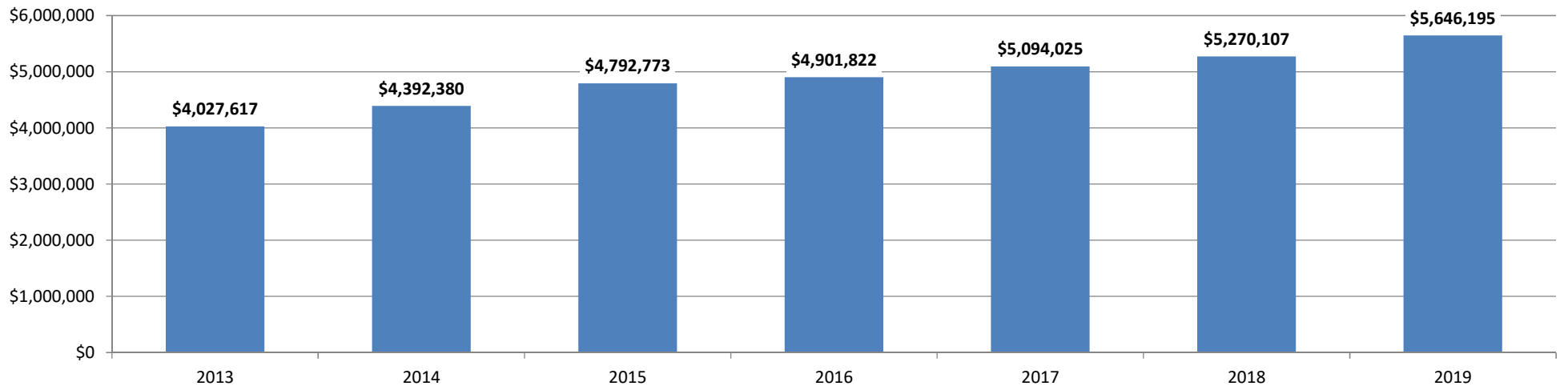


**City of Aspen Sales Tax 2.1%  
March 2019**

Current Month Revenues are **11.1%** above last year's Monthly Revenues.  
 Year To Date Revenues are **4.8%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **7.1%** above 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	\$1,833,300	\$1,862,971	1.6%	\$1,833,300	\$1,862,971	1.6%	\$1,792,600	3.9%	\$1,792,600	3.9%
Feb	\$1,657,500	\$1,787,231	7.8%	\$3,490,800	\$3,650,202	4.6%	\$1,680,884	6.3%	\$3,473,484	5.1%
Mar	\$1,896,300	\$1,995,993	5.3%	\$5,387,100	\$5,646,195	4.8%	\$1,796,622	11.1%	\$5,270,107	7.1%
Apr	\$668,800			\$6,055,900			\$671,525		\$5,941,632	
May	\$558,000			\$6,613,900			\$565,343		\$6,506,974	
June	\$1,361,400			\$7,975,300			\$1,358,217		\$7,865,191	
July	\$1,761,200			\$9,736,500			\$1,776,123		\$9,641,315	
Aug	\$1,515,600			\$11,252,100			\$1,417,142		\$11,058,457	
Sept	\$1,238,100			\$12,490,200			\$1,240,888		\$12,299,345	
Oct	\$744,100			\$13,234,300			\$700,233		\$12,999,578	
Nov	\$644,900			\$13,879,200			\$647,254		\$13,646,831	
Dec	\$2,453,000			\$16,332,200			\$2,250,872		\$15,897,704	

**Actual Collections Year To Date Through March**

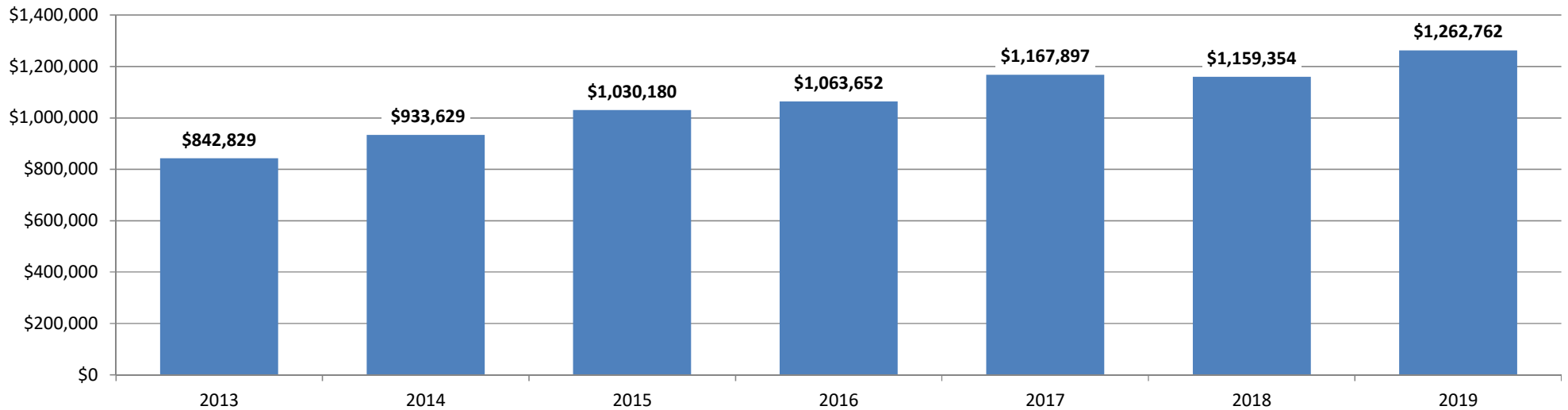


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)  
March 2019**

**Current Month Revenues are 14.7% above last year's Monthly Revenues.**  
**Year To Date Revenues are 3.3% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 8.9% 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			\$1,282,500			\$62,085		\$1,221,438	
May	\$45,000			\$1,327,500			\$56,234		\$1,277,672	
June	\$217,500			\$1,545,000			\$211,315		\$1,488,987	
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 March**

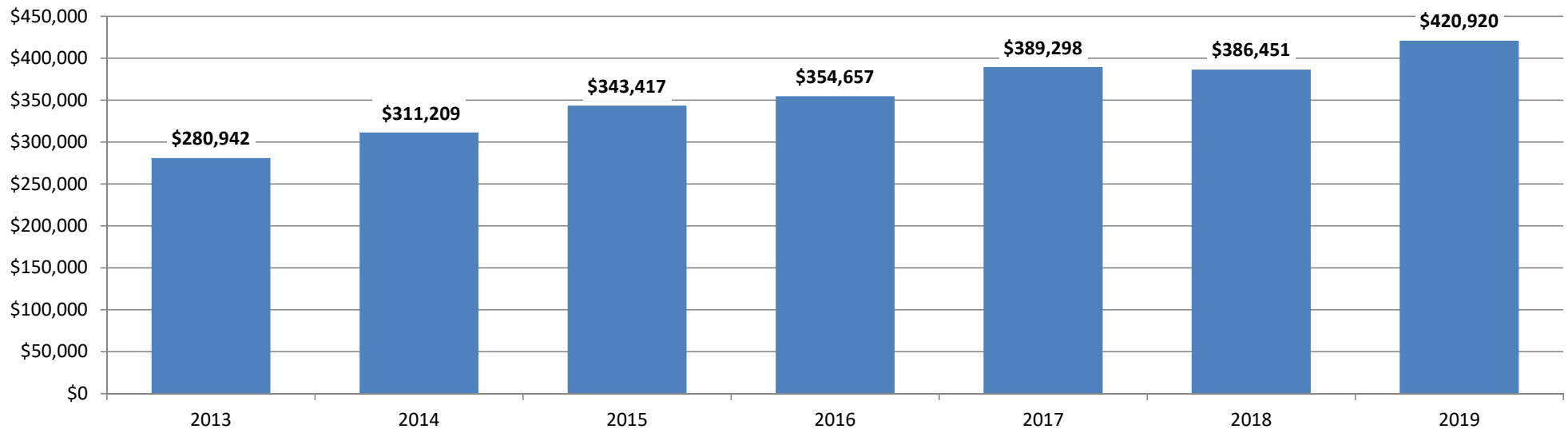


**City of Aspen Transportation 0.5% Lodging Tax  
March 2019**

**Current Month Revenues are 14.7% above last year's Monthly Revenues.**  
**Year To Date Revenues are 3.3% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 8.9% above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2019 Monthly Budget vs. 2019 Actual</b>			<b>2019 YTD Budget vs. 2019 Actual</b>			<b>2019 vs. 2018</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2018 Monthly</b>	<b>Variance</b>	<b>2018 YTD</b>	<b>Variance</b>
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			\$427,500			\$20,695		\$407,145	
May	\$15,000			\$442,500			\$18,744		\$425,890	
June	\$72,500			\$515,000			\$70,438		\$496,328	
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 March**

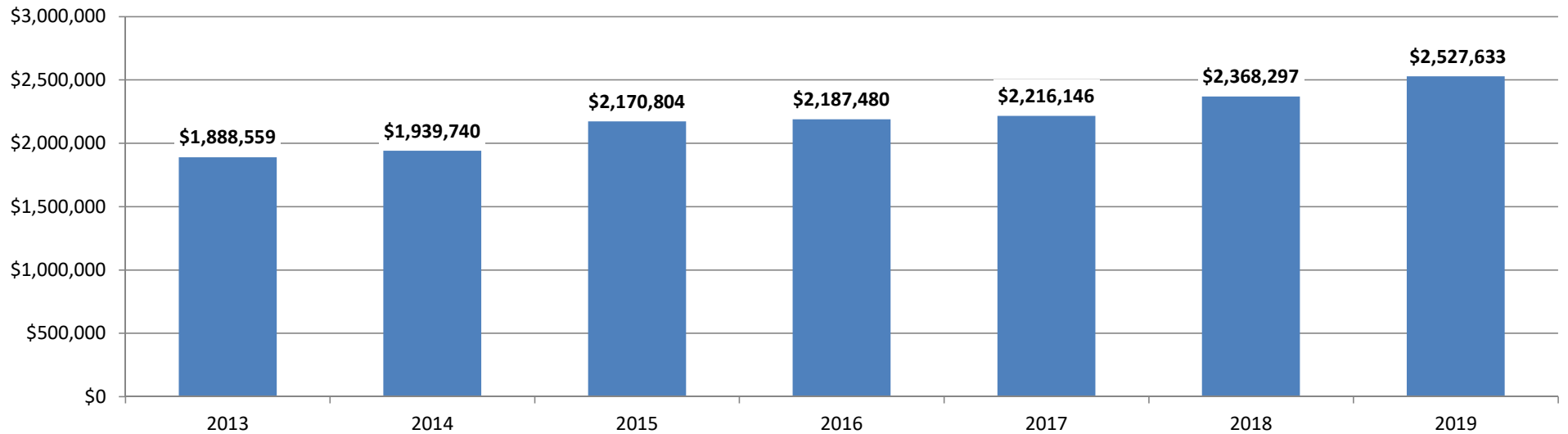


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
February 2019**

**Current Month Revenues are 4.1% above last year's Monthly Revenues.**  
**Year To Date Revenues are 3.3% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 6.7% 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	\$1,250,000	\$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			\$3,560,000			\$1,163,211		\$ 3,531,508	
Apr	\$530,000			\$4,090,000			\$434,940		\$ 3,966,448	
May	\$326,000			\$4,416,000			\$357,579		\$ 4,324,027	
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 February**

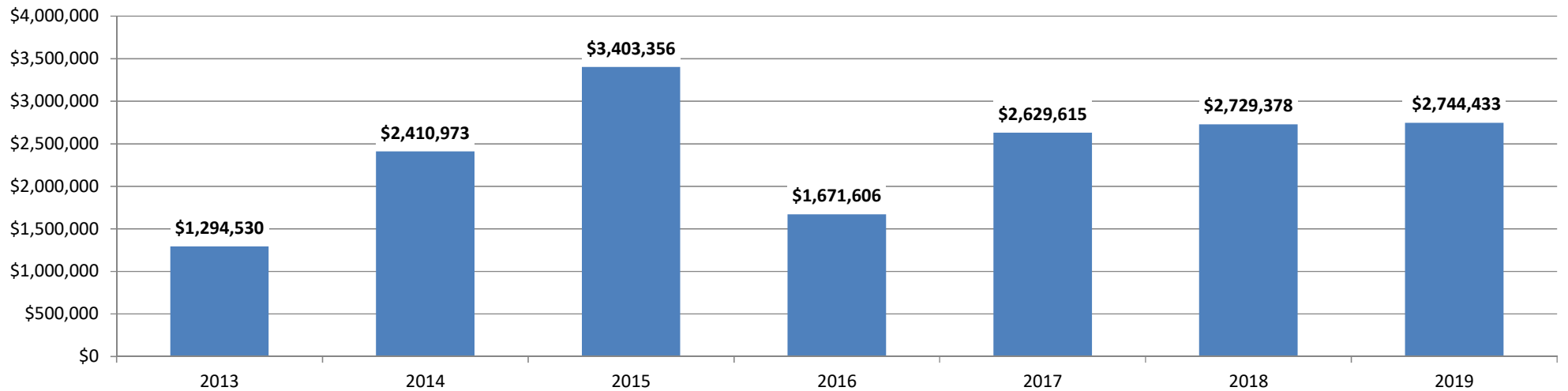


**Housing Real Estate Transfer Tax  
April 2019**

Current Month Revenues are **27.7%** above last year's Monthly Revenues.  
 Year To Date Revenues are **30.6%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **0.6%** 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	\$460,700	\$1,105,098	139.9%	\$460,700	\$1,105,098	139.9%	\$882,763	25.2%	\$882,763	25.2%
Feb	\$480,600	\$204,130	(57.5%)	\$941,300	\$1,309,228	39.1%	\$882,743	(77%)	\$1,765,505	(26%)
Mar	\$472,900	\$892,017	88.6%	\$1,414,200	\$2,201,245	55.7%	\$538,447	66%	\$2,303,953	(4%)
Apr	\$687,900	\$543,187	(21.0%)	\$2,102,100	\$2,744,433	30.6%	\$425,425	28%	\$2,729,378	1%
May	\$634,300			\$2,736,400			\$1,030,447		\$3,759,825	
June	\$631,400			\$3,367,800			\$673,100		\$4,432,925	
July	\$461,300			\$3,829,100			\$434,725		\$4,867,650	
Aug	\$621,000			\$4,450,100			\$606,463		\$5,474,113	
Sept	\$874,800			\$5,324,900			\$1,186,295		\$6,660,408	
Oct	\$742,800			\$6,067,700			\$620,101		\$7,280,508	
Nov	\$501,400			\$6,569,100			\$848,699		\$8,129,207	
Dec	\$610,900			\$7,180,000			\$670,673		\$8,799,880	

**Actual Collections Year To Date Through April**





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

**Current Month Revenues are 36.1% above last year's Monthly Revenues.**  
**Year To Date Revenues are 32.8% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 2.2% 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	\$236,100	\$569,253	141.1%	\$236,100	\$569,253	141.1%	\$461,161	23.4%	\$461,161	23.4%
Feb	\$250,200	\$109,065	(56.4%)	\$486,300	\$678,318	39.5%	\$451,066	(75.8%)	\$912,228	(25.6%)
Mar	\$233,500	\$462,116	97.9%	\$719,800	\$1,140,434	58.4%	\$277,629	66.5%	\$1,189,856	(4.2%)
Apr	\$367,900	\$304,419	(17.3%)	\$1,087,700	\$1,444,853	32.8%	\$223,663	36.1%	\$1,413,519	2.2%
May	\$329,200			\$1,416,900			\$535,736		\$1,949,255	
June	\$256,600			\$1,673,500			\$346,750		\$2,296,005	
July	\$222,900			\$1,896,400			\$229,636		\$2,525,641	
Aug	\$323,500			\$2,219,900			\$323,442		\$2,849,083	
Sept	\$491,400			\$2,711,300			\$611,828		\$3,460,910	
Oct	\$413,800			\$3,125,100			\$330,170		\$3,791,080	
Nov	\$260,900			\$3,386,000			\$446,427		\$4,237,507	
Dec	\$360,000			\$3,746,000			\$347,901		\$4,585,409	

**Actual Collections Year To Date Through April**

