



**To:** Aspen City Council  
**From:** Anthony Lewin, Tax Auditor  
**Date:** April 5, 2018  
**Re:** February 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 February 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for January 2019, and real estate transfer tax (RETT) collections for March 2019.

February's retail sales were up 5.8% relative to the same period in 2018. Industries posting the largest monthly gains were Luxury Goods, Food and Drug, and Utilities with 32.4%, 13.9%, and 9.3% increases, respectively. Industries posting the largest monthly declines were Construction, Miscellaneous, and Sports Equip/Clothing with 11.2%, 10.1%, and 2.7%. February accounts for roughly 10.6% of the year's total sales tax collections.

February's Lodging tax collections were up 6.2% from the same period last year. On a year-to-date basis lodging tax is up 6.1%

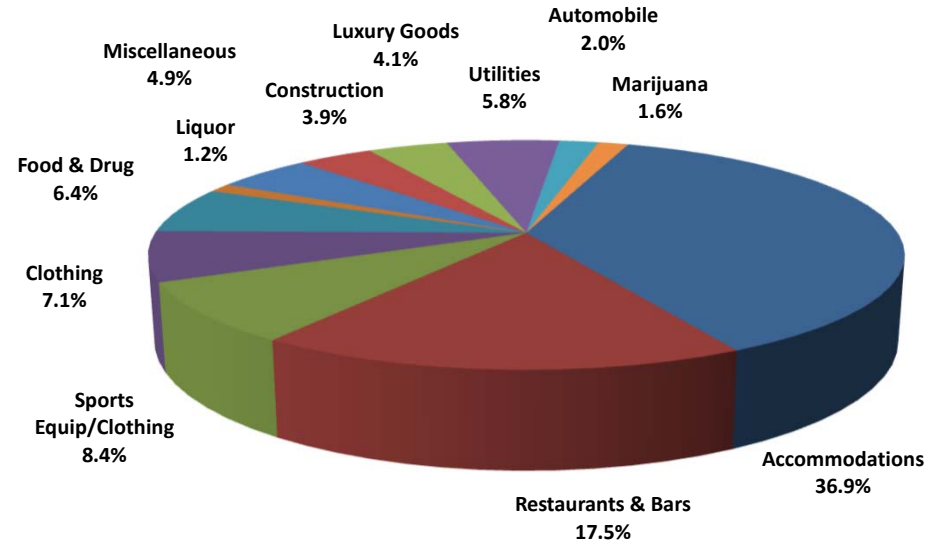
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for January were up 9.2%.

Housing and Wheeler real estate transfer tax collections for March were up 65.7% and 66.5% respectively. On a year-to-date basis through March, collections are down 4.5% and 4.2%, respectively.

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

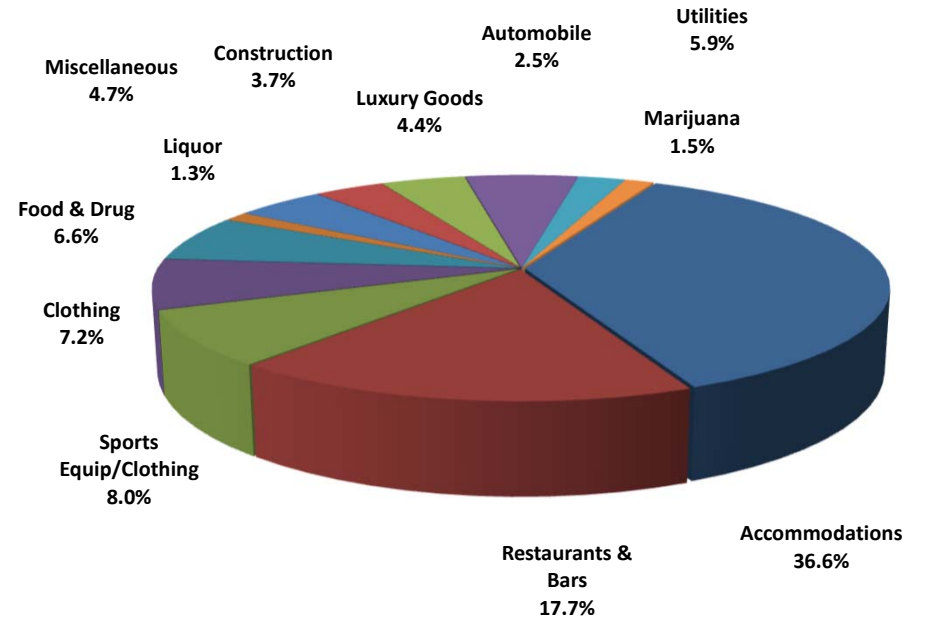
**Year To Date Retail Sales**

| <b>Category</b>       | <b>YTD Retail Sales</b> | <b>% Change Prior Year</b> | <b>% YTD Retail Sales</b> |
|-----------------------|-------------------------|----------------------------|---------------------------|
| Accommodations        | \$63,643,277            | 6.6%                       | 36.9%                     |
| Restaurants & Bars    | \$30,229,038            | 6.4%                       | 17.5%                     |
| Sports Equip/Clothing | \$14,546,429            | 3.5%                       | 8.4%                      |
| Clothing              | \$12,148,479            | 0.3%                       | 7.1%                      |
| Food & Drug           | \$11,012,648            | 4.2%                       | 6.4%                      |
| Liquor                | \$2,150,491             | 4.7%                       | 1.2%                      |
| Miscellaneous         | \$8,518,313             | 0.4%                       | 4.9%                      |
| Construction          | \$6,769,779             | (11.7%)                    | 3.9%                      |
| Luxury Goods          | \$7,116,750             | 17.3%                      | 4.1%                      |
| Utilities             | \$9,994,772             | 5.0%                       | 5.8%                      |
| Automobile            | \$3,494,922             | 1.6%                       | 2.0%                      |
| Marijuana             | \$2,675,069             | 6.2%                       | 1.6%                      |
| <b>Total</b>          | <b>\$172,299,967</b>    | <b>4.7%</b>                | <b>100.0%</b>             |



**February Monthly Retail Sales**

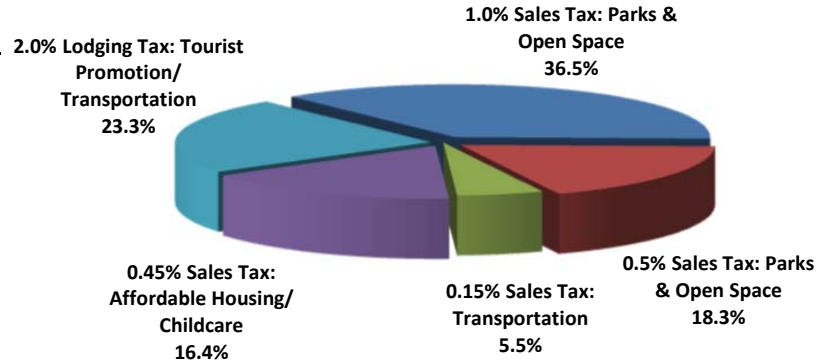
| <b>Category</b>       | <b>Monthly Retail Sales</b> | <b>Businesses Reporting</b> | <b>% Change Prior Year</b> | <b>% Monthly Retail Sales</b> |
|-----------------------|-----------------------------|-----------------------------|----------------------------|-------------------------------|
| Accommodations        | \$30,464,943                | 87                          | 6.7%                       | 36.6%                         |
| Restaurants & Bars    | \$14,712,906                | 73                          | 7.1%                       | 17.7%                         |
| Sports Equip/Clothing | \$6,692,145                 | 45                          | (2.7%)                     | 8.0%                          |
| Clothing              | \$5,965,548                 | 72                          | 7.1%                       | 7.2%                          |
| Food & Drug           | \$5,463,881                 | 21                          | 13.9%                      | 6.6%                          |
| Liquor                | \$1,093,003                 | 9                           | 8.6%                       | 1.3%                          |
| Miscellaneous         | \$3,933,235                 | 233                         | (10.1%)                    | 4.7%                          |
| Construction          | \$3,056,494                 | 91                          | (11.2%)                    | 3.7%                          |
| Luxury Goods          | \$3,666,330                 | 57                          | 32.4%                      | 4.4%                          |
| Utilities             | \$4,895,420                 | 74                          | 9.3%                       | 5.9%                          |
| Automobile            | \$2,060,870                 | 1                           | 8.4%                       | 2.5%                          |
| Marijuana             | \$1,259,247                 | 8                           | 5.9%                       | 1.5%                          |
| <b>Total</b>          | <b>\$83,264,021</b>         | <b>771</b>                  | <b>5.8%</b>                | <b>100.0%</b>                 |



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

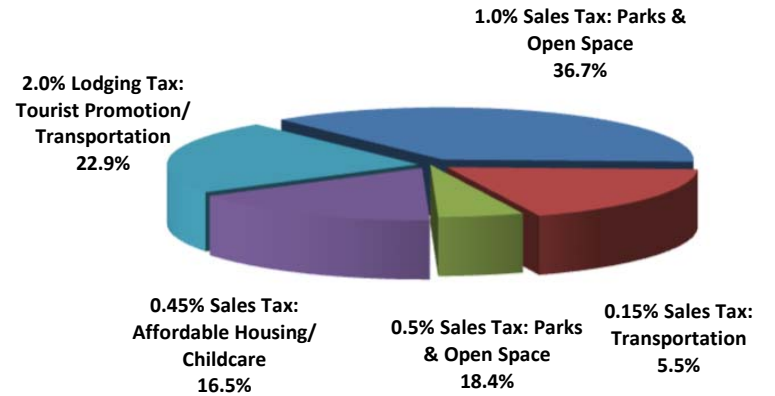
**Year To Date Tax Collections**

| <b>Tax Type</b>                                     | <b>YTD Taxes Collected</b> | <b>% YTD Taxes</b> |
|-----------------------------------------------------|----------------------------|--------------------|
| 1.0% Sales Tax: Parks & Open Space                  | \$1,714,775                | 36.5%              |
| 0.5% Sales Tax: Parks & Open Space                  | \$857,182                  | 18.3%              |
| 0.15% Sales Tax: Transportation                     | \$257,196                  | 5.5%               |
| 0.45% Sales Tax: Affordable Housing/ Childcare      | \$771,587                  | 16.4%              |
| 2.0% Lodging Tax: Tourist Promotion/ Transportation | <u>\$1,095,139</u>         | <u>23.3%</u>       |
| <b>Total</b>                                        | <b>\$4,695,880</b>         | <b>100%</b>        |



**February Monthly Tax Collections**

| <b>Tax Type</b>                                     | <b>Monthly Taxes Collected</b> | <b>% Monthly Taxes</b> |
|-----------------------------------------------------|--------------------------------|------------------------|
| 1.0% Sales Tax: Parks & Open Space                  | \$827,576                      | 36.7%                  |
| 0.5% Sales Tax: Parks & Open Space                  | \$413,689                      | 18.4%                  |
| 0.15% Sales Tax: Transportation                     | \$124,127                      | 5.5%                   |
| 0.45% Sales Tax: Affordable Housing/ Childcare      | \$372,379                      | 16.5%                  |
| 2.0% Lodging Tax: Tourist Promotion/ Transportation | <u>\$514,895</u>               | <u>22.9%</u>           |
| <b>Total</b>                                        | <b>\$2,252,666</b>             | <b>100%</b>            |

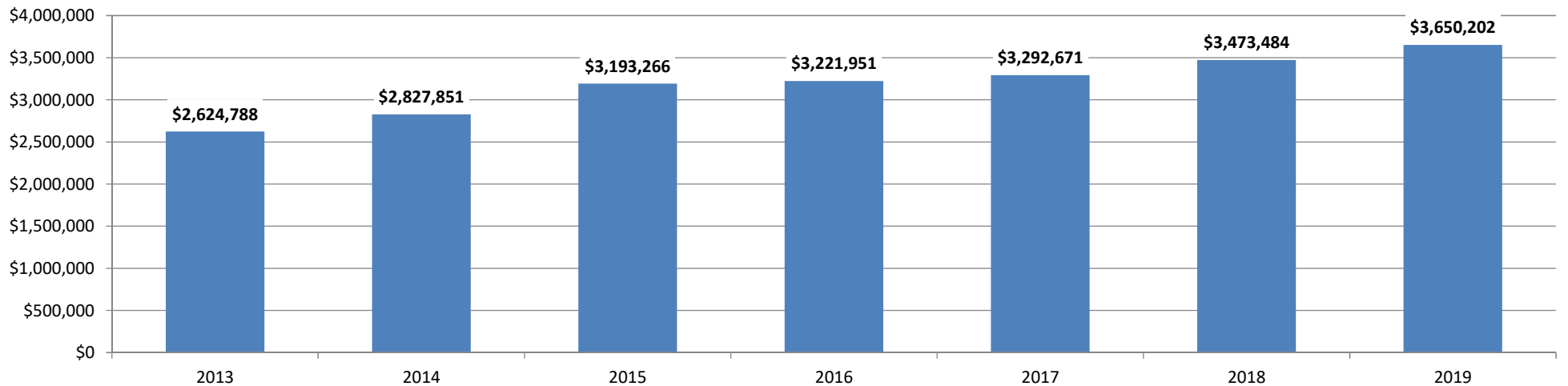


**City of Aspen Sales Tax 2.1%  
February 2019**

**Current Month Revenues are 6.3% above last year's Monthly Revenues.**  
**Year To Date Revenues are 4.6% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 5.1% above last year's Actual Year To Date Revenues.**

| <b>2019 Monthly Budget vs. 2019 Actual</b> |               |               |                 | <b>2019 YTD Budget vs. 2019 Actual</b> |               |                 | <b>2019 vs. 2018</b> |                 |                 |                 |
|--------------------------------------------|---------------|---------------|-----------------|----------------------------------------|---------------|-----------------|----------------------|-----------------|-----------------|-----------------|
| <b>Month</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                                        | \$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   |               |                 | \$5,387,100                            |               |                 | \$1,796,622          |                 | \$5,270,107     |                 |
| 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 February**

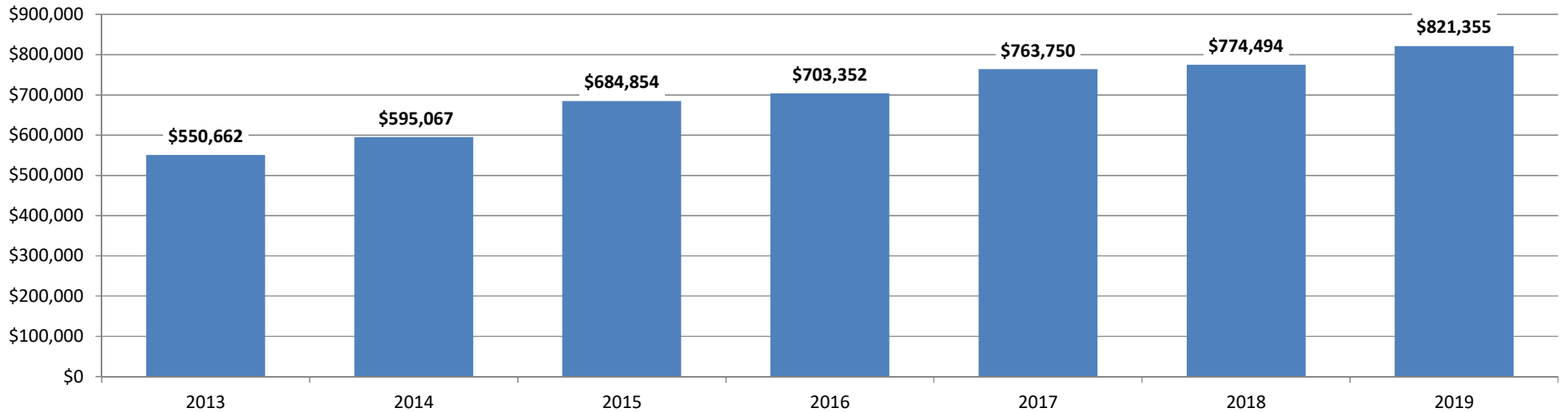


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)  
February 2019**

**Current Month Revenues are 6.2% above last year's Monthly Revenues.**  
**Year To Date Revenues are 2.3% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 6.1% 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          | \$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                                  |               |                 | \$1,222,500                            |               |                 | \$384,859            |                 | \$1,159,354     |                 |
| 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 February**

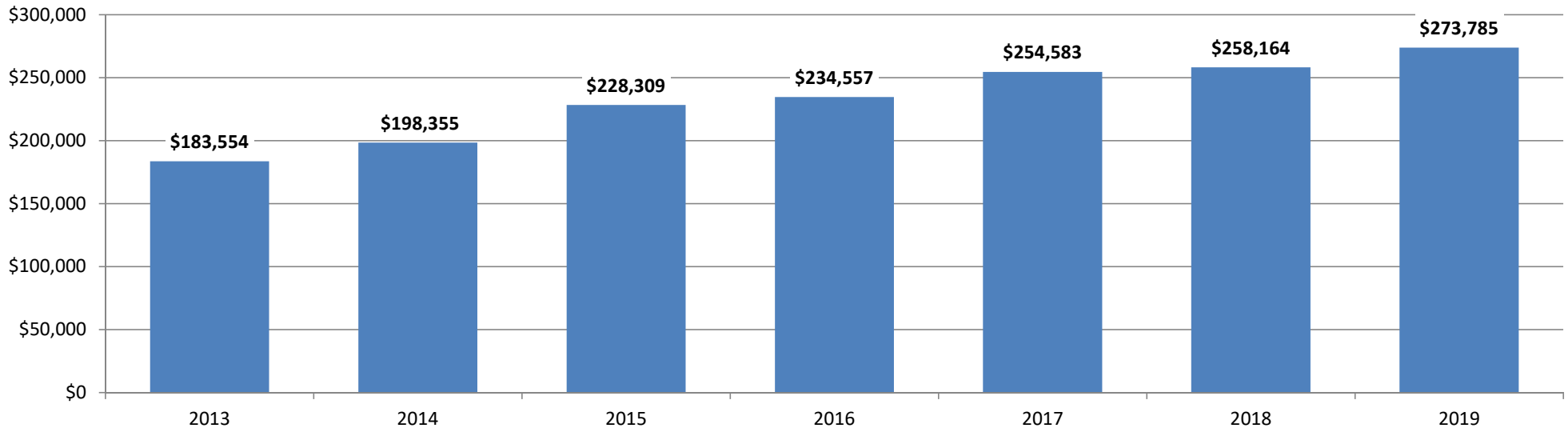


**City of Aspen Transportation 0.5% Lodging Tax  
February 2019**

**Current Month Revenues are 6.2% above last year's Monthly Revenues.**  
**Year To Date Revenues are 2.3% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 6.1% 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                                  |               |                 | \$407,500                              |               |                 | \$128,286            |                 | \$386,451       |                 |
| 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 February**

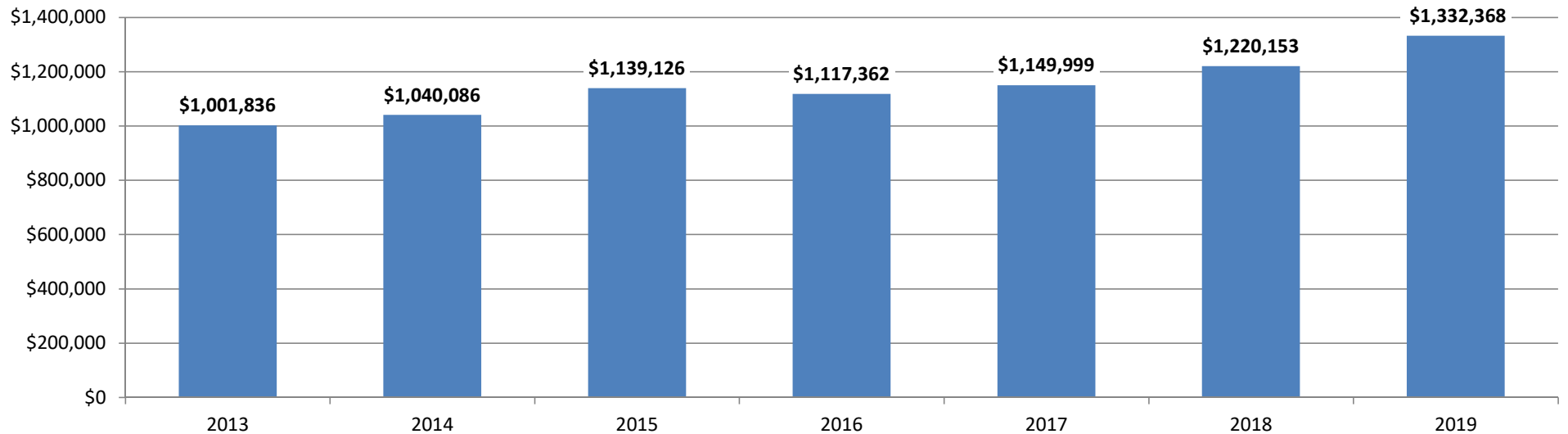


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
January 2019**

**Current Month Revenues are 9.2% above last year's Monthly Revenues.**  
**Year To Date Revenues are 6.6% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 9.2% 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                         |             |          | \$2,447,000                     |             |          | \$1,148,144   |          | \$ 2,368,297 |          |
| 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 January**

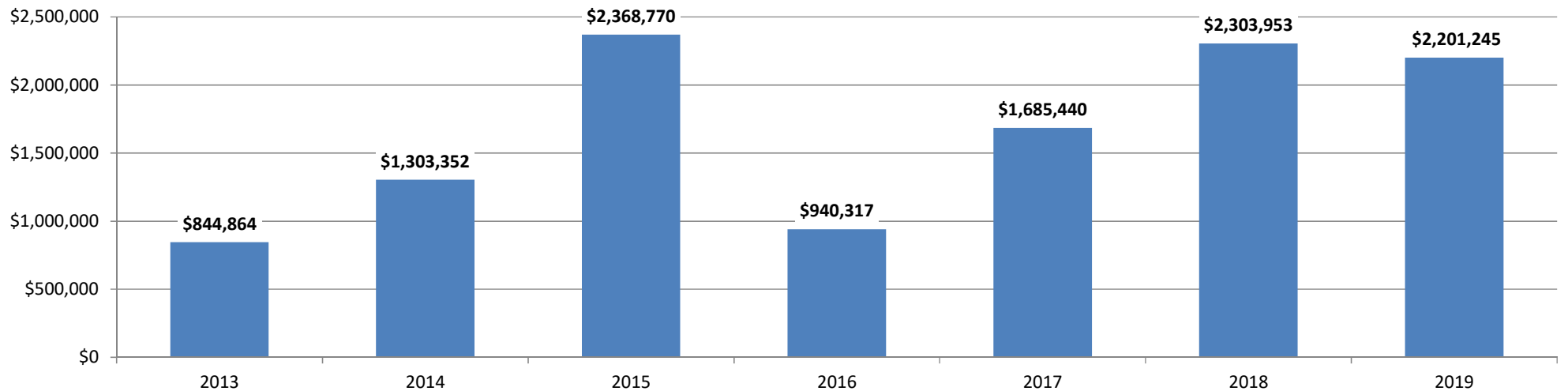


**Housing Real Estate Transfer Tax  
March 2019**

Current Month Revenues are **65.7%** above last year's Monthly Revenues.  
 Year To Date Revenues are **55.7%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **(4.5%)** 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%   | \$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                           |             |          | \$2,102,100                     |             |          | \$425,425     |          | \$2,729,378 |          |
| 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 March**





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

**Current Month Revenues are 66.5% above last year's Monthly Revenues.**  
**Year To Date Revenues are 58.4% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (4.2%) 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   | \$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                           |           |          | \$1,087,700                     |             |          | \$223,663     |          | \$1,413,519 |          |
| 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 March**

