



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%

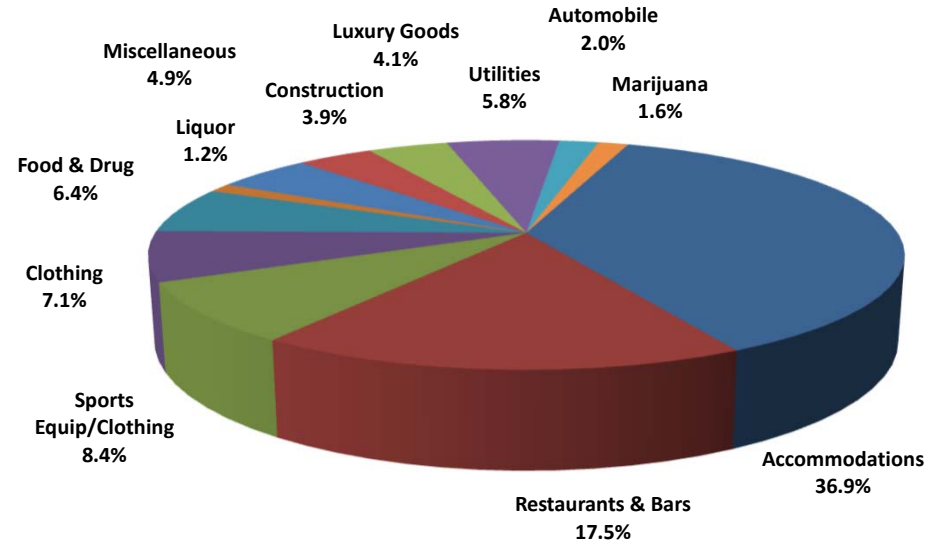
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for January were up 9.2%.

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**

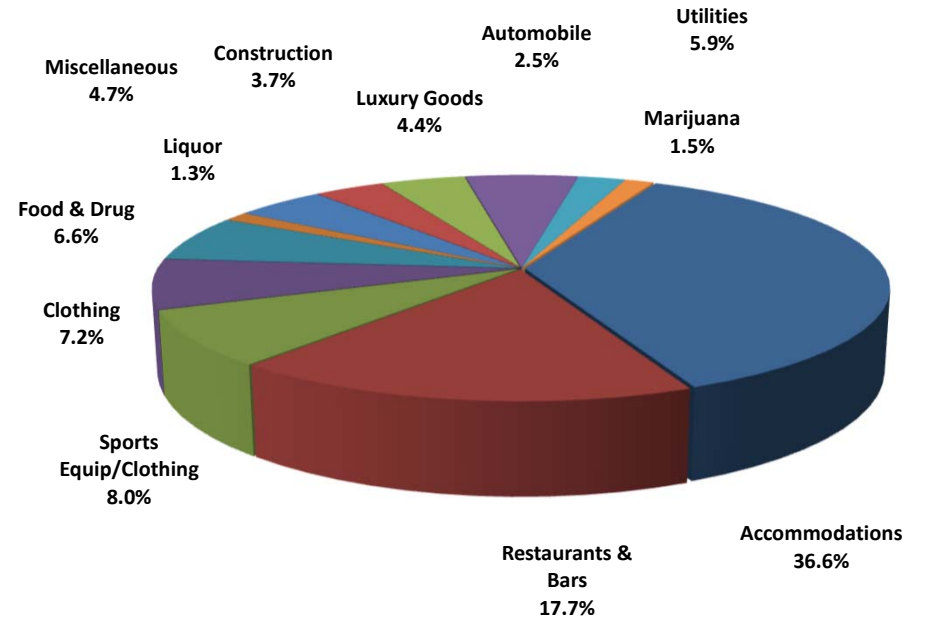
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
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%
Total	\$172,299,967	4.7%	100.0%



February Monthly Retail Sales

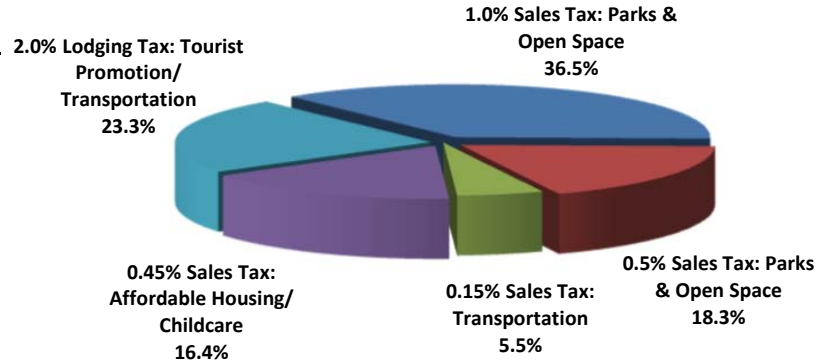
Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$30,464,943	87	6.7%	36.6%
Restaurants & Bars	\$14,712,906	73	7.1%	17.7%
Sports Equip/Clothing	\$6,692,145	45	(2.7%)	8.0%
Clothing	\$5,965,548	72	7.1%	7.2%
Food & Drug	\$5,463,881	21	13.9%	6.6%
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%
Total	\$83,264,021	771	5.8%	100.0%



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

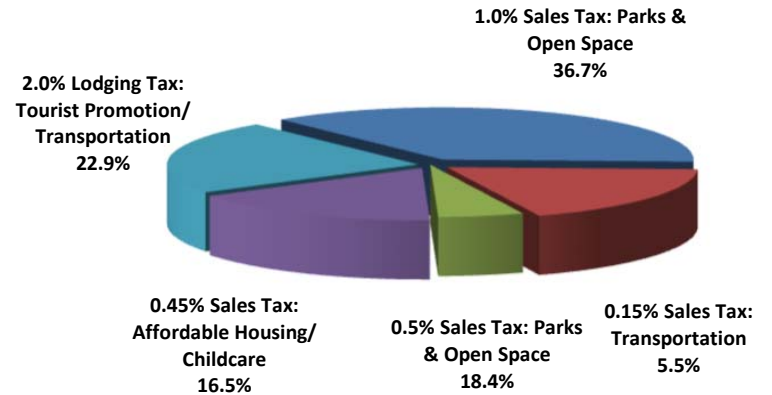
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
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>
Total	\$4,695,880	100%



February Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
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>
Total	\$2,252,666	100%

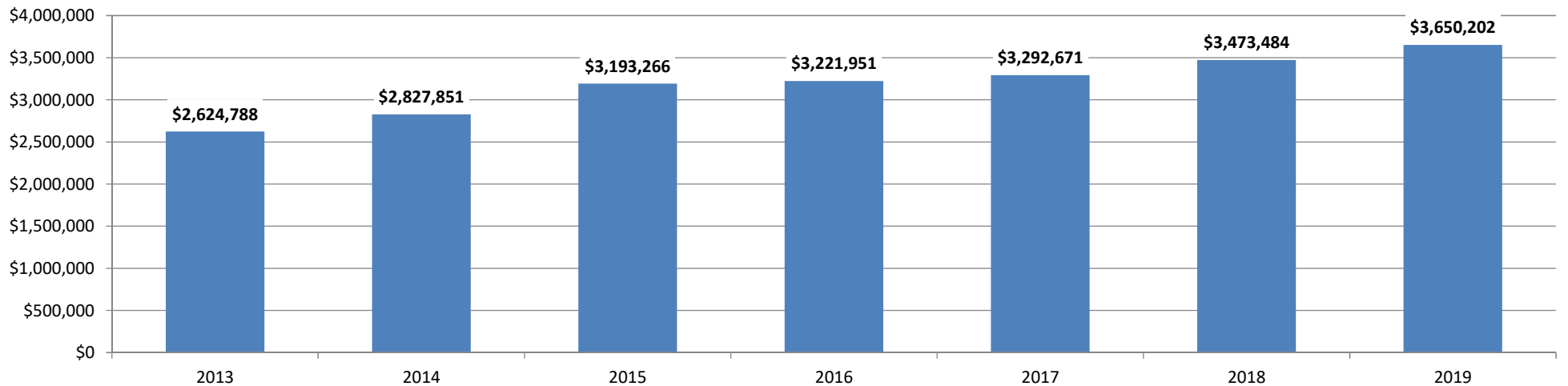


**City of Aspen Sales Tax 2.1%
February 2019**

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.

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			\$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

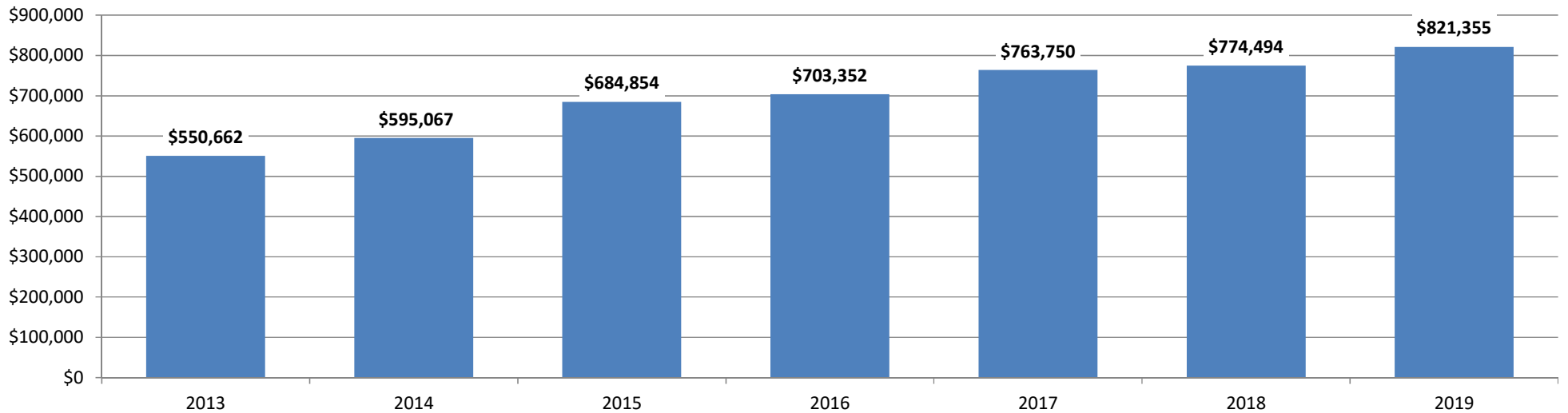


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
February 2019**

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.

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			\$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

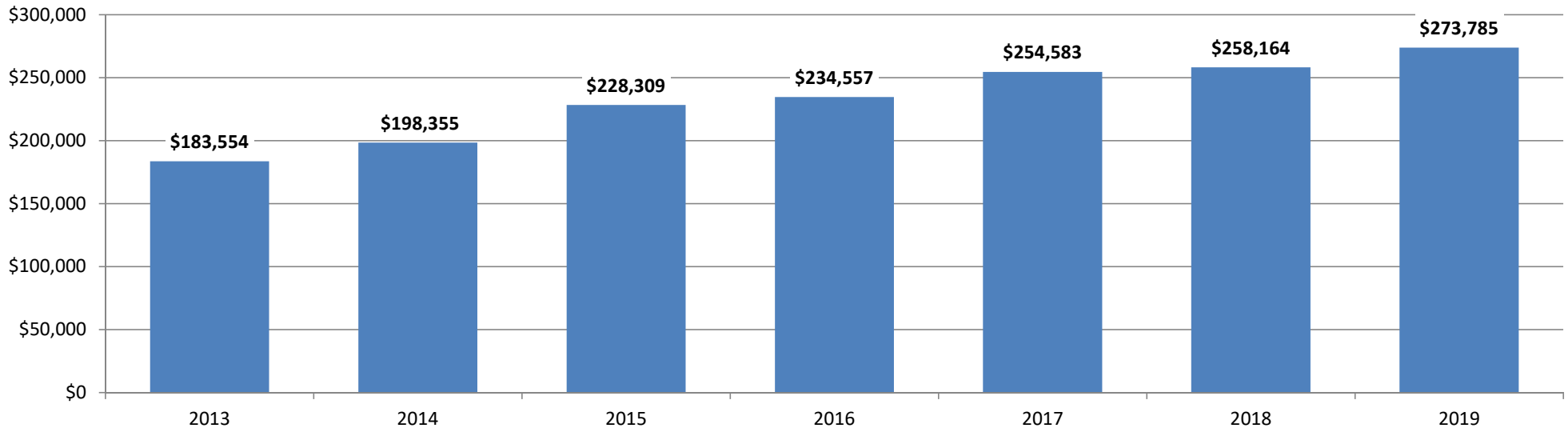


**City of Aspen Transportation 0.5% Lodging Tax
February 2019**

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.

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			\$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

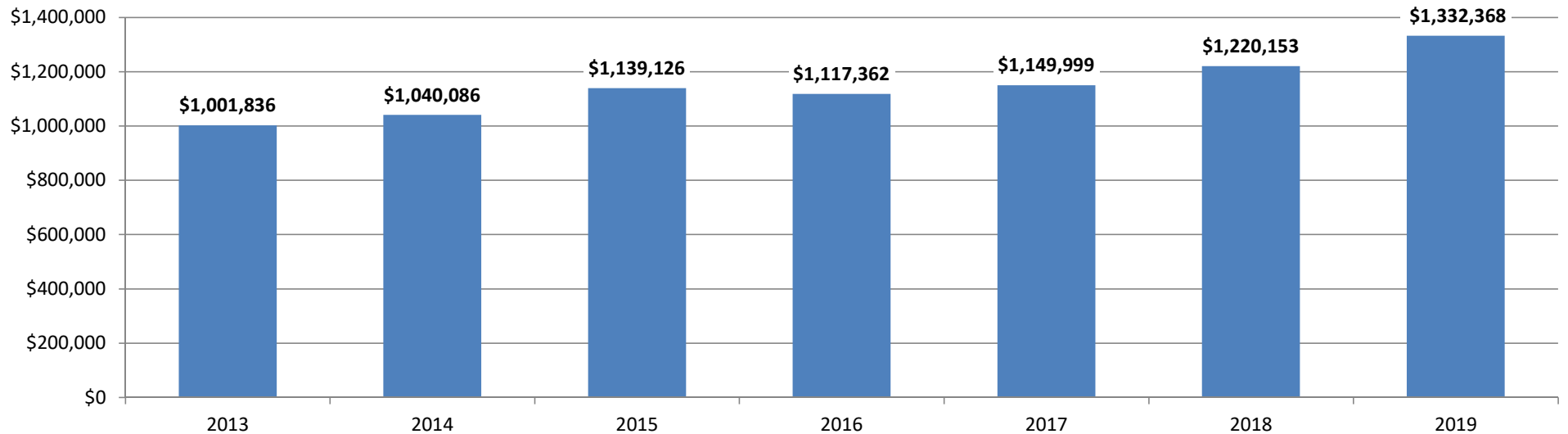


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
January 2019**

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

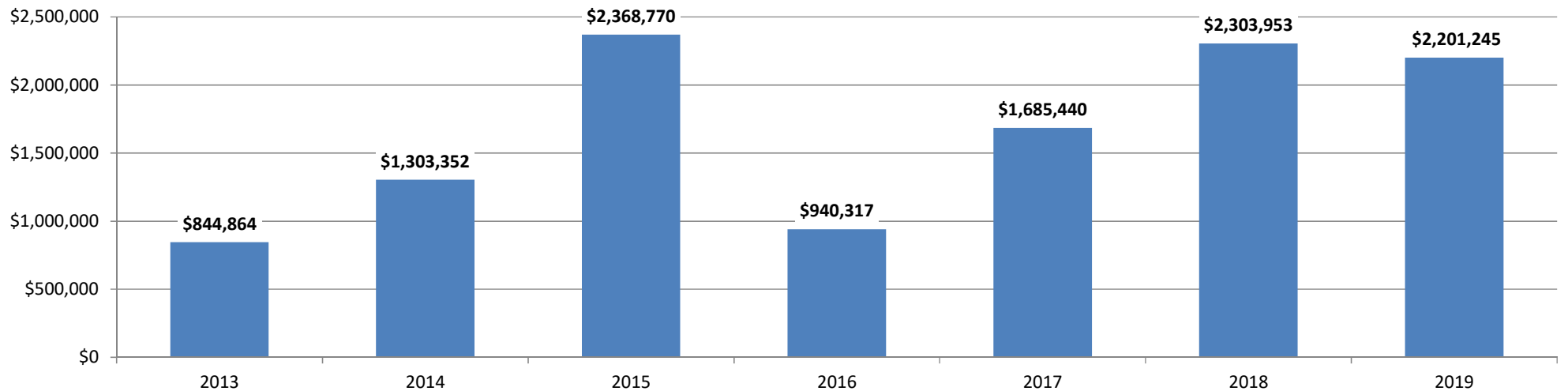


**Housing Real Estate Transfer Tax
March 2019**

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

