



THE CITY OF ASPEN

**To:** Aspen City Council  
**From:** Don Taylor, Finance Director  
**Date:** January 5, 2017  
**Re:** November 2017 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 November 2017, Aspen's portion of Pitkin County's 3.6% sales tax collections for October 2017, and real estate transfer tax (RETT) collections for December 2017. As a reminder, we have combined the General Retail into the Miscellaneous sales tax category. We also split liquor and marijuana into two separate line items.

November's retail sales were up 4% relative to the same period in 2016. Industries posting the largest monthly gains were Construction, Marijuana and Utilities with 30%, 25%, and 25% increases, respectively. Industries posting the largest monthly declines were Luxury Goods, Automobiles, and Restaurants & Bars with 53%, 25%, and 3%. November accounts for roughly 4.1% of the year's total sales tax collections.

Lodging tax collections were down 11% from the same period last year. On a year-to-date basis, lodging tax collections are up 7%. The variance between taxable sales in accommodations and lodging tax collections is due to the combination of November being a low revenue month (which results in larger percentage changes on a small base) and non-room sales at larger properties which are excluded in the lodging tax figures.

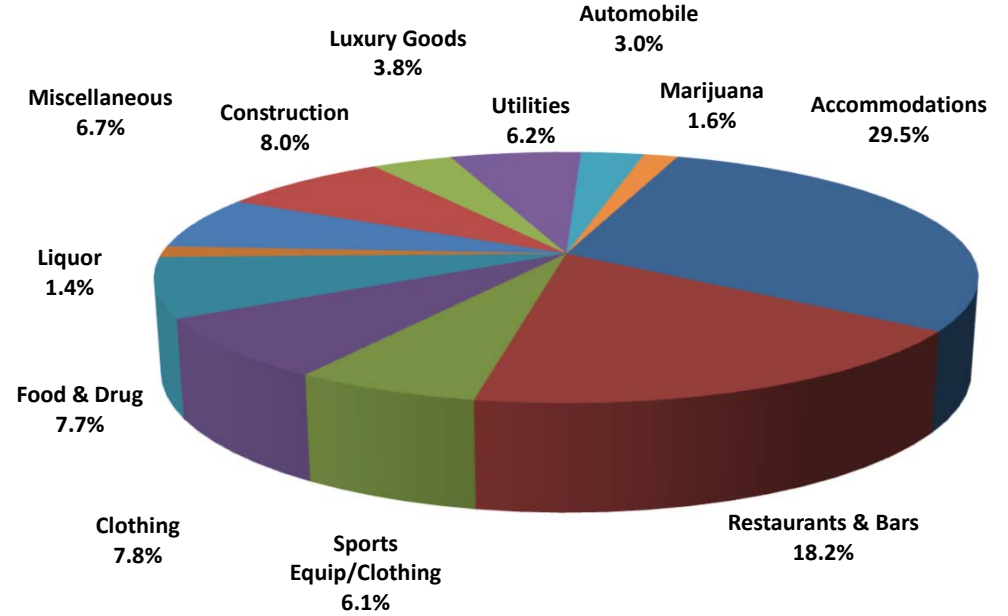
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for October were up 19%. On a year-to-date basis, revenues are up 5%.

Housing and Wheeler real estate transfer tax collections for December 2017 were up 13%, and 16% respectively. On an annual basis, collections for real estate transfer taxes are tracking roughly 57% ahead of 2016 figures to date.

**City of Aspen Retail Sales by Industry  
November 2017**

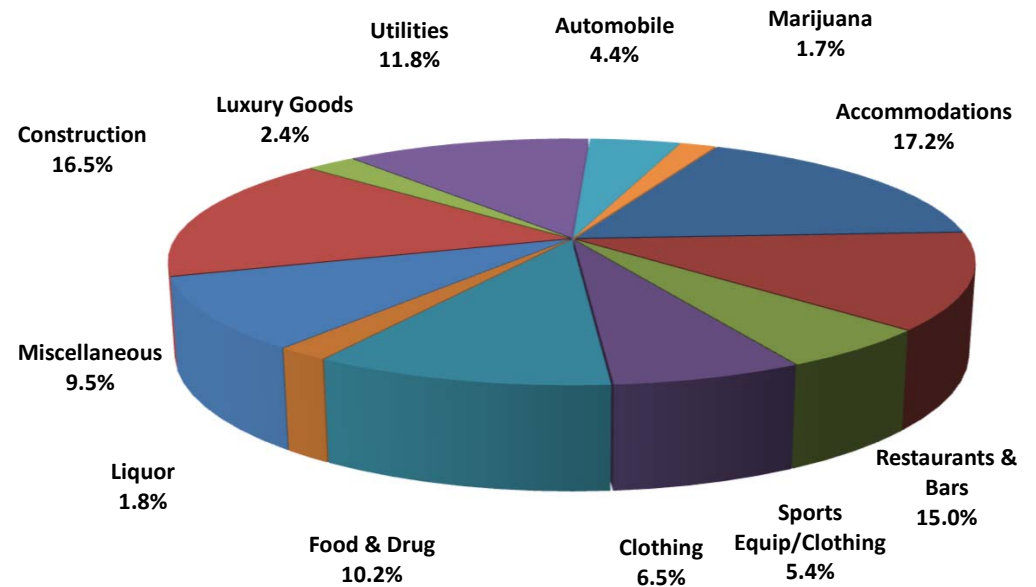
**Year To Date Retail Sales**

Category	YTD Retail Sales	% Change Prior		% YTD Retail Sales
		Year	Year	
Accommodations	\$184,437,462	7%		29.5%
Restaurants & Bars	\$114,220,020	3%		18.2%
Sports Equip/Clothing	\$38,392,950	0%		6.1%
Clothing	\$48,590,566	(0%)		7.8%
Food & Drug	\$48,109,751	2%		7.7%
Liquor	\$8,933,492	(0%)		1.4%
Miscellaneous	\$42,244,932	(1%)		6.7%
Construction	\$50,140,699	5%		8.0%
Luxury Goods	\$23,764,619	10%		3.8%
Utilities	\$38,708,652	0%		6.2%
Automobile	\$18,647,505	(8%)		3.0%
Marijuana	\$10,078,441	16%		1.6%
<b>Total</b>	<b>\$626,269,090</b>	<b>3%</b>		<b>100.0%</b>



**November Monthly Retail Sales**

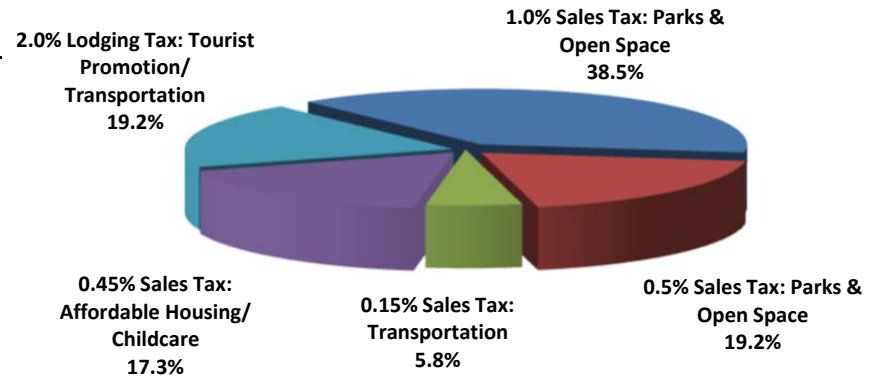
Category	Monthly Retail Sales	% Change Prior		% Monthly Retail Sales
		Year	Year	
Accommodations	\$4,941,775	0%		17.2%
Restaurants & Bars	\$3,641,620	(3%)		12.7%
Sports Equip/Clothing	\$1,566,209	5%		5.4%
Clothing	\$1,863,166	5%		6.5%
Food & Drug	\$2,921,970	2%		10.2%
Liquor	\$517,422	9%		1.8%
Miscellaneous	\$2,731,114	19%		9.5%
Construction	\$4,751,853	25%		16.5%
Luxury Goods	\$686,177	(53%)		2.4%
Utilities	\$3,395,294	20%		11.8%
Automobile	\$1,263,998	(25%)		4.4%
Marijuana	\$498,911	20%		1.7%
<b>Total</b>	<b>\$28,779,507</b>	<b>4%</b>		<b>100.0%</b>



**City of Aspen Sales and Lodging Tax  
November 2017**

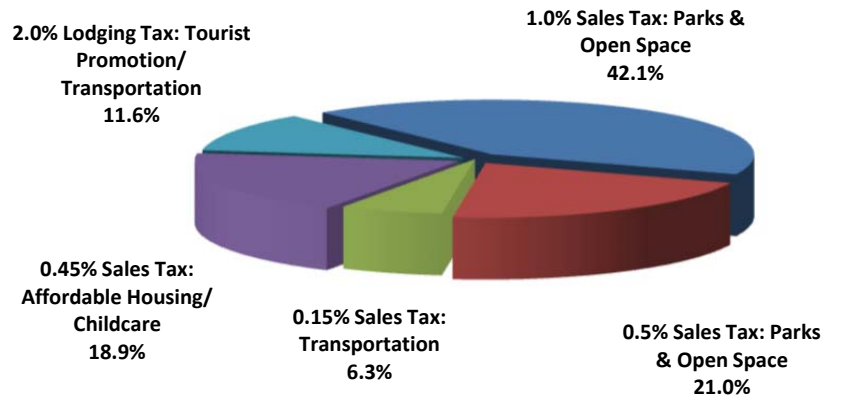
**Year To Date Tax Collections**

<b>Tax Type</b>	<b>YTD Taxes Collected</b>	<b>% YTD Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$6,222,781	38.5%
0.5% Sales Tax: Parks & Open Space	\$3,110,644	19.2%
0.15% Sales Tax: Transportation	\$933,346	5.8%
0.45% Sales Tax: Affordable Housing/ Childcare	\$2,800,028	17.3%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$3,104,397</u>	<u>19.2%</u>
<b>Total</b>	<b>\$16,171,196</b>	<b>100%</b>



**November Monthly Tax Collections**

<b>Tax Type</b>	<b>Monthly Taxes Collected</b>	<b>% Monthly Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$301,238	42.1%
0.5% Sales Tax: Parks & Open Space	\$150,583	21.0%
0.15% Sales Tax: Transportation	\$45,182	6.3%
0.45% Sales Tax: Affordable Housing/ Childcare	\$135,546	18.9%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$83,384</u>	<u>11.6%</u>
<b>Total</b>	<b>\$715,933</b>	<b>100%</b>

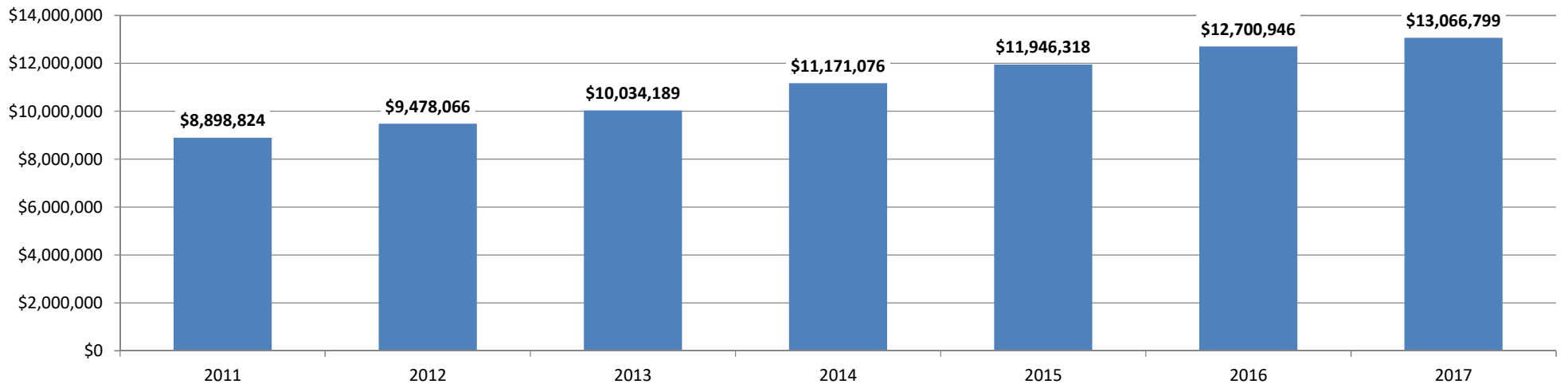


**City of Aspen Sales Tax 2.1%  
November 2017**

**Current Month Revenues are 4% above last year's Monthly Revenues.**  
**Year To Date Revenues are 2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 3% above last year's Actual Year To Date Revenues.**

2017 Monthly Budget vs. 2017 Actual				2017 YTD Budget vs. 2017 Actual			2017 vs. 2016			
Month	Budget	Actual	Variance	Budget	Actual	Variance	2016 Monthly	Variance	2016 YTD	Variance
Jan	\$1,780,000	\$1,735,943	(2%)	\$1,780,000	\$1,735,943	(2%)	\$1,658,792	5%	\$1,658,792	5%
Feb	\$1,596,000	\$1,556,729	(2%)	\$3,376,000	\$3,292,671	(2%)	\$1,563,159	(0%)	\$3,221,951	2%
Mar	\$1,818,000	\$1,801,354	(1%)	\$5,194,000	\$5,094,025	(2%)	\$1,679,871	7%	\$4,901,822	4%
Apr	\$643,000	\$581,076	(10%)	\$5,837,000	\$5,675,101	(3%)	\$605,152	(4%)	\$5,506,973	3%
May	\$515,000	\$498,458	(3%)	\$6,352,000	\$6,173,560	(3%)	\$504,574	(1%)	\$6,011,548	3%
June	\$1,176,000	\$1,284,780	9%	\$7,528,000	\$7,458,339	(1%)	\$1,224,047	5%	\$7,235,595	3%
July	\$1,574,000	\$1,597,289	1%	\$9,102,000	\$9,055,628	(1%)	\$1,625,902	(2%)	\$8,861,497	2%
Aug	\$1,407,000	\$1,458,445	4%	\$10,509,000	\$10,514,072	0%	\$1,433,551	2%	\$10,295,048	2%
Sept	\$1,057,000	\$1,205,103	14%	\$11,566,000	\$11,719,175	1%	\$1,150,521	5%	\$11,445,568	2%
Oct	\$650,000	\$715,075	10%	\$12,216,000	\$12,434,250	2%	\$648,412	10%	\$12,093,981	3%
Nov	\$624,000	\$632,549	1%	\$12,840,000	\$13,066,799	2%	\$606,965	4%	\$12,700,946	3%
Dec	\$2,192,300			\$15,032,300			\$2,282,480		\$14,983,426	

**Actual Collections Year To Date Through November**

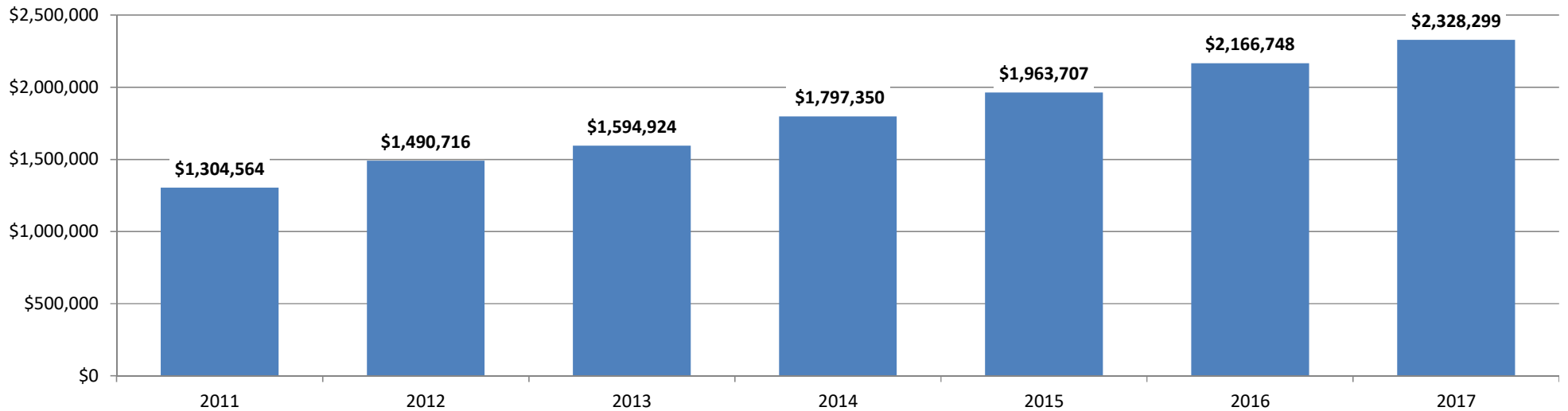


**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)  
November 2017**

**Current Month Revenues are (11%) below last year's Monthly Revenues adjusted for rate increase.**  
**Year To Date Revenues are 5% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 7% above last year's Actual Year To Date Revenues.**

Month	2017 Monthly Budget vs. 2017 Actual			2017 YTD Budget vs. 2017 Actual			2017 vs. 2016			
	Budget	Actual	Variance	Budget	Actual	Variance	2016 Monthly	Variance	2016 YTD	Variance
Jan	\$406,400	\$402,689	(1%)	\$406,400	\$402,689	(1%)	\$349,908	15%	\$349,908	15%
Feb	\$393,400	\$361,060	(8%)	\$799,800	\$763,750	(5%)	\$353,443	2%	\$703,352	9%
Mar	\$416,200	\$404,147	(3%)	\$1,216,000	\$1,167,897	(4%)	\$360,300	12%	\$1,063,652	10%
Apr	\$62,600	\$47,298	(24%)	\$1,278,600	\$1,215,195	(5%)	\$50,203	(6%)	\$1,113,854	9%
May	\$38,500	\$36,245	(6%)	\$1,317,100	\$1,251,440	(5%)	\$46,024	(21%)	\$1,159,879	8%
June	\$185,200	\$218,037	18%	\$1,502,300	\$1,469,477	(2%)	\$195,948	11%	\$1,355,827	8%
July	\$263,700	\$278,023	5%	\$1,766,000	\$1,747,500	(1%)	\$277,321	0%	\$1,633,148	7%
Aug	\$217,200	\$262,242	21%	\$1,983,200	\$2,009,742	1%	\$234,565	12%	\$1,867,713	8%
Sept	\$129,600	\$160,381	24%	\$2,112,800	\$2,170,123	3%	\$158,926	1%	\$2,026,639	7%
Oct	\$62,400	\$95,638	53%	\$2,175,200	\$2,265,761	4%	\$69,793	37%	\$2,096,432	8%
Nov	\$49,300	\$62,538	27%	\$2,224,500	\$2,328,299	5%	\$70,316	(11%)	\$2,166,748	7%
Dec	\$425,300			\$2,649,800			\$469,266		\$2,636,014	

**Actual Collections Year To Date Through November**

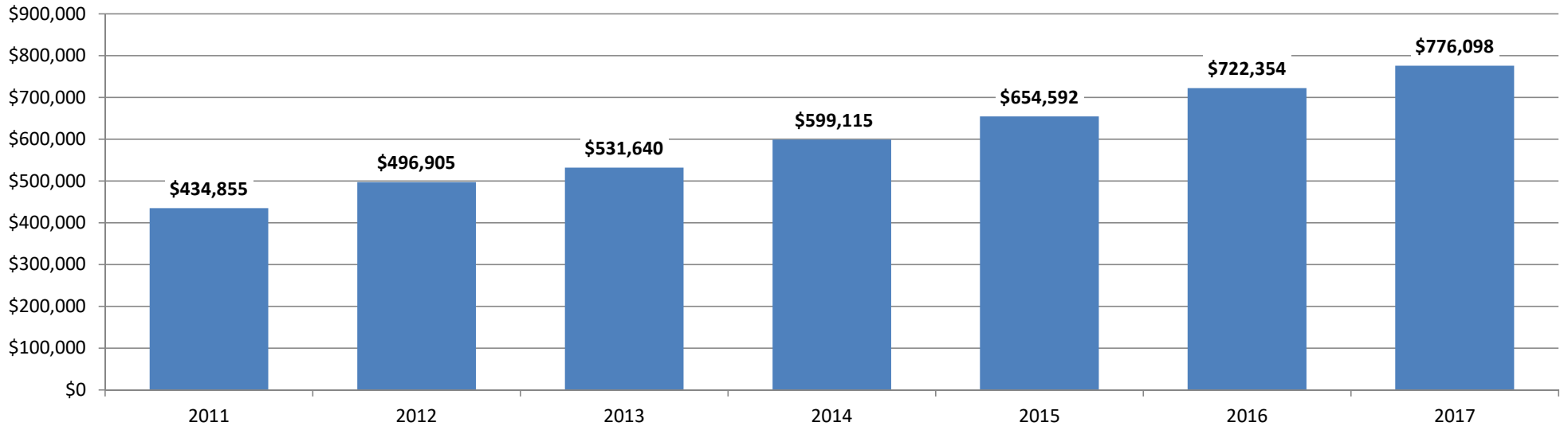


**City of Aspen Transportation 0.5% Lodging Tax  
November 2017**

**Current Month Revenues are (11%) below last year's Monthly Revenues**  
**Year To Date Revenues are 5% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 7% above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2017 Monthly Budget vs. 2017 Actual</b>			<b>2017 YTD Budget vs. 2017 Actual</b>			<b>2017 vs. 2016</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2016 Monthly</b>	<b>Variance</b>	<b>2016 YTD</b>	<b>Variance</b>
Jan	\$135,500	\$134,230	(1%)	\$135,500	\$134,230	(1%)	\$116,672	15%	\$116,672	15%
Feb	\$131,100	\$120,353	(8%)	\$266,600	\$254,583	(5%)	\$117,884	2%	\$234,557	9%
Mar	\$138,700	\$134,716	(3%)	\$405,300	\$389,298	(4%)	\$120,100	12%	\$354,657	10%
Apr	\$20,900	\$15,766	(25%)	\$426,200	\$405,064	(5%)	\$16,734	(6%)	\$371,391	9%
May	\$12,800	\$12,082	(6%)	\$439,000	\$417,146	(5%)	\$15,341	(21%)	\$386,732	8%
June	\$61,800	\$72,679	18%	\$500,800	\$489,825	(2%)	\$65,316	11%	\$452,048	8%
July	\$87,900	\$92,674	5%	\$588,700	\$582,499	(1%)	\$92,440	0%	\$544,488	7%
Aug	\$72,400	\$87,414	21%	\$661,100	\$669,913	1%	\$78,188	12%	\$622,676	8%
Sept	\$43,200	\$53,460	24%	\$704,300	\$723,373	3%	\$52,975	1%	\$675,651	7%
Oct	\$20,800	\$31,879	53%	\$725,100	\$755,252	4%	\$23,264	37%	\$698,916	8%
Nov	\$16,400	\$20,846	27%	\$741,500	\$776,098	5%	\$23,439	(11%)	\$722,354	7%
Dec	\$141,800			\$883,300			\$156,422		\$878,776	

**Actual Collections Year To Date Through November**

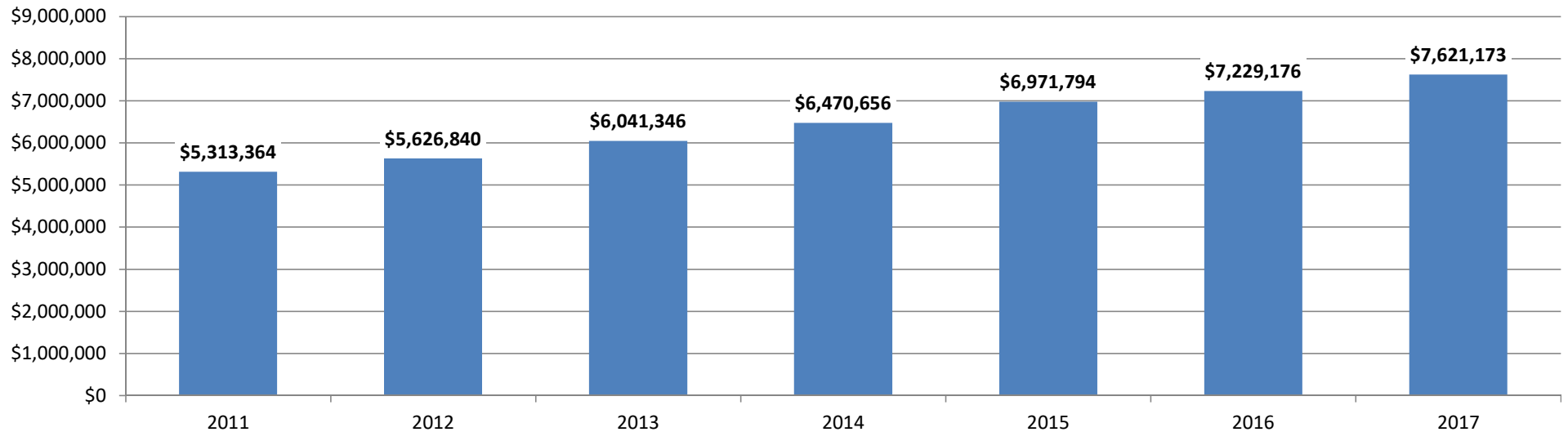


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
October 2017**

**Current Month Revenues are 19% above last year's Monthly Revenues.**  
**Year To Date Revenues are 2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 5% above last year's Actual Year To Date Revenues.**

Month	2017 Monthly Budget vs. 2017 Actual			2017 YTD Budget vs. 2017 Actual			2017 vs. 2016			
	Budget	Actual	Variance	Budget	Actual	Variance	2016 Monthly	Variance	2016 YTD	Variance
Jan	\$1,122,000	\$1,149,999	2%	\$1,122,000	\$1,149,999	2%	\$1,117,362	3%	\$ 1,117,362	3%
Feb	\$1,074,000	\$1,066,147	(1%)	\$2,196,000	\$2,216,146	1%	\$1,070,119	(0%)	\$ 2,187,480	1%
Mar	\$1,167,000	\$1,129,984	(3%)	\$3,363,000	\$3,346,130	(1%)	\$994,799	14%	\$ 3,182,279	5%
Apr	\$462,000	\$382,872	(17%)	\$3,825,000	\$3,729,002	(3%)	\$473,682	(19%)	\$ 3,655,960	2%
May	\$333,000	\$306,608	(8%)	\$4,158,000	\$4,035,611	(3%)	\$291,793	5%	\$ 3,947,753	2%
June	\$626,000	\$708,832	13%	\$4,784,000	\$4,744,442	(1%)	\$643,913	10%	\$ 4,591,667	3%
July	\$874,000	\$910,797	4%	\$5,658,000	\$5,655,240	(0%)	\$894,664	2%	\$ 5,486,331	3%
Aug	\$790,000	\$795,844	1%	\$6,448,000	\$6,451,084	0%	\$769,419	3%	\$ 6,255,750	3%
Sept	\$605,000	\$721,787	19%	\$7,053,000	\$7,172,870	2%	\$597,694	21%	\$ 6,853,444	5%
Oct	\$406,000	\$448,302	10%	\$7,459,000	\$7,621,173	2%	\$375,732	19%	\$ 7,229,176	5%
Nov	\$386,000			\$7,845,000			\$341,238		\$ 7,570,415	
Dec	\$1,184,000			\$9,029,000			\$1,223,317		\$ 8,793,732	

**Actual Collections Year To Date Through October**

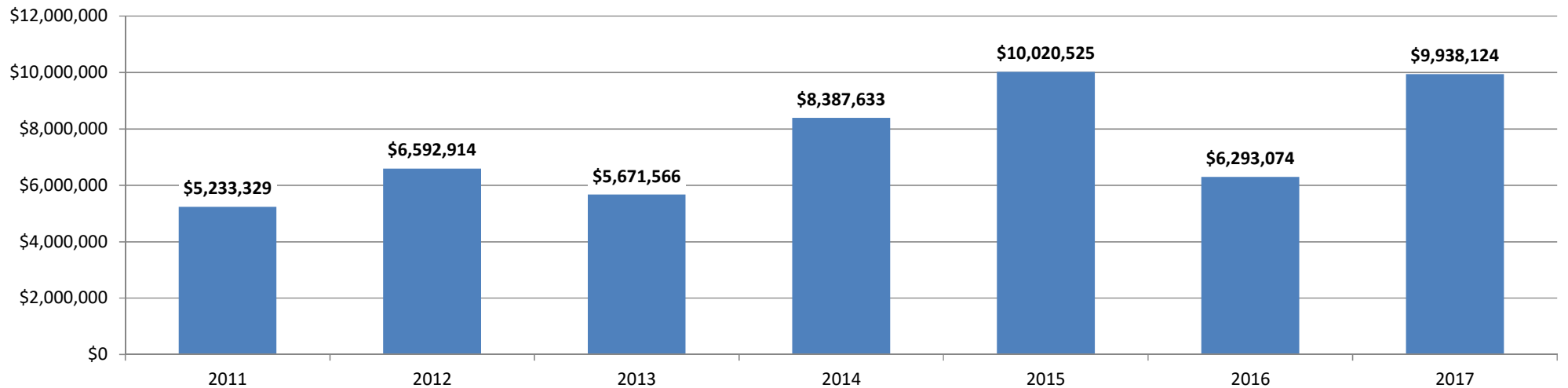


**Housing Real Estate Transfer Tax  
December 2017**

Current Month Revenues are **13%** above last year's Monthly Revenues.  
 Year To Date Revenues are **79%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **58%** above last year's Actual Year To Date Revenues.

Month	2017 Monthly Budget vs. 2017 Actual			2017 YTD Budget vs. 2017 Actual			2017 vs. 2016			
	Budget	Actual	Variance	Budget	Actual	Variance	2016 Monthly	Variance	2016 YTD	Variance
Jan	\$254,000	\$539,240	112%	\$254,000	\$539,240	112%	\$253,235	113%	\$253,235	113%
Feb	\$432,000	\$257,340	(40%)	\$686,000	\$796,580	16%	\$433,070	(41%)	\$686,305	16%
Mar	\$254,000	\$888,860	250%	\$940,000	\$1,685,440	79%	\$254,012	250%	\$940,317	79%
Apr	\$731,000	\$944,175	29%	\$1,671,000	\$2,629,615	57%	\$731,289	29%	\$1,671,606	57%
May	\$352,000	\$1,046,359	197%	\$2,023,000	\$3,675,974	82%	\$351,876	197%	\$2,023,482	82%
June	\$394,000	\$965,736	145%	\$2,417,000	\$4,641,710	92%	\$394,062	145%	\$2,417,544	92%
July	\$372,000	\$836,458	125%	\$2,789,000	\$5,478,168	96%	\$372,328	125%	\$2,789,872	96%
Aug	\$703,000	\$1,205,270	71%	\$3,492,000	\$6,683,439	91%	\$703,321	71%	\$3,493,192	91%
Sept	\$630,000	\$1,179,490	87%	\$4,122,000	\$7,862,929	91%	\$924,000	28%	\$4,417,192	78%
Oct	\$566,000	\$918,790	62%	\$4,688,000	\$8,781,719	87%	\$782,089	17%	\$5,199,282	69%
Nov	\$390,000	\$531,375	36%	\$5,078,000	\$9,313,094	83%	\$542,453	(2%)	\$5,741,734	62%
Dec	\$469,000	\$625,030	33%	\$5,547,000	\$9,938,124	79%	\$551,340	13%	\$6,293,074	58%

**Actual Collections Year To Date Through December**





**Wheeler Opera House Real Estate Transfer Tax  
December 2017**

**Current Month Revenues are 16% above last year's Monthly Revenues.**  
**Year To Date Revenues are 54% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 55% above last year's Actual Year To Date Revenues.**

Month	2017 Monthly Budget vs. 2017 Actual			2017 YTD Budget vs. 2017 Actual			2017 vs. 2016			
	Budget	Actual	Variance	Budget	Actual	Variance	2016 Monthly	Variance	2016 YTD	Variance
Jan	\$139,000	\$284,651	105%	\$139,000	\$284,651	105%	\$139,383	104%	\$139,383	104%
Feb	\$226,000	\$140,472	(38%)	\$365,000	\$425,122	16%	\$226,409	(38%)	\$365,791	16%
Mar	\$139,000	\$463,080	233%	\$504,000	\$888,202	76%	\$139,202	233%	\$504,994	76%
Apr	\$379,000	\$487,260	29%	\$883,000	\$1,375,462	56%	\$378,840	29%	\$883,833	56%
May	\$192,000	\$547,557	185%	\$1,075,000	\$1,923,019	79%	\$191,987	185%	\$1,075,820	79%
June	\$207,000	\$499,857	141%	\$1,282,000	\$2,422,875	89%	\$206,942	142%	\$1,282,762	89%
July	\$200,000	\$432,004	116%	\$1,482,000	\$2,854,879	93%	\$200,061	116%	\$1,482,824	93%
Aug	\$378,000	\$629,629	67%	\$1,860,000	\$3,484,508	87%	\$378,135	67%	\$1,860,959	87%
Sept	\$604,000	\$611,865	1%	\$2,464,000	\$4,096,373	66%	\$486,955	26%	\$2,347,914	74%
Oct	\$362,000	\$474,413	31%	\$2,826,000	\$4,570,786	62%	\$413,285	15%	\$2,761,199	66%
Nov	\$276,000	\$275,769	(0%)	\$3,102,000	\$4,846,555	56%	\$288,841	(5%)	\$3,050,040	59%
Dec	\$266,000	\$337,907	27%	\$3,368,000	\$5,184,461	54%	\$292,400	16%	\$3,342,440	55%

**Actual Collections Year To Date Through December**

