



THE CITY OF ASPEN

**To:** Aspen City Council  
**From:** Pete Strecker, Assistant Finance Director  
**Date:** August 7, 2017  
**Re:** June 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 June 2017, Aspen's portion of Pitkin County's 3.6% sales tax collections for May 2017, and real estate transfer tax (RETT) collections for July 2017.

June's retail sales were up 2% relative to the same period in 2016. Industries posting the largest monthly gains were Luxury Goods, Liquor & Marijuana and Miscellaneous with 29%, 10% and 9% increases, respectively. The industries experiencing the largest declines relative to June 2016 were Automobiles, Sports Equip/Clothing, and Utilities which contracted 24% and 18% and 13% respectively. June in regards to sales tax collections, generally accounts for roughly 8.4% of the year's sales.

Lodging tax collections were up 11% from the same period last year. This increase is relative to the 6% increase in accommodation taxable sales, with the variance in growth rates related to two misfilings of taxable lodging sales – some of which will result in a credit balance to be applied toward next month's lodging tax collections. On a year-to-date basis, lodging tax collections are up 8% and are in-line with the 8% growth in accommodations taxable sales.

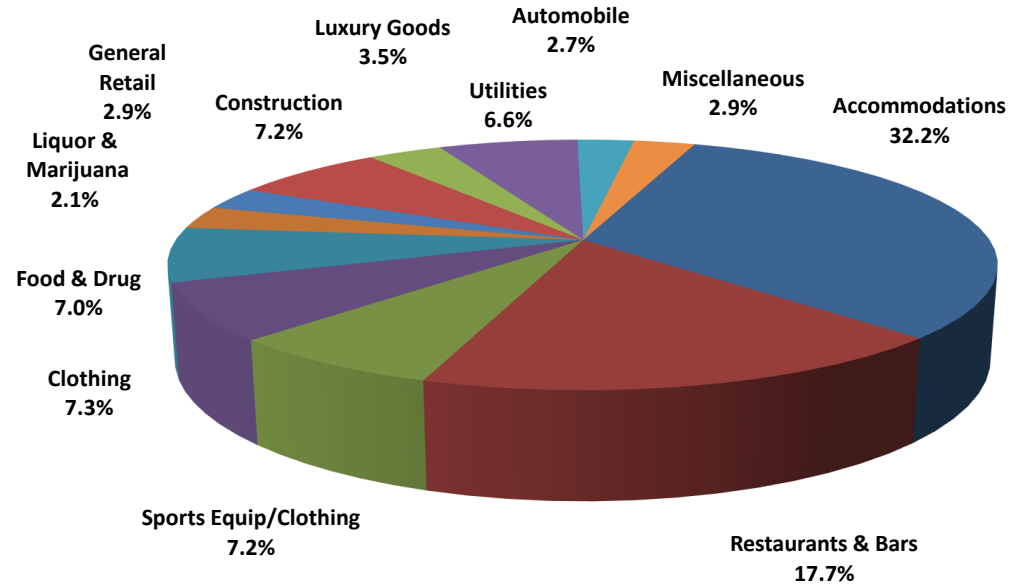
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for May were up 5%. On a year-to-date basis, revenues are up 2%.

Housing and Wheeler real estate transfer tax collections for July 2017 were up 125%, and 116% respectively. On an annual basis, collections for real estate transfer taxes are tracking roughly 95% ahead of 2016 figures to date.

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

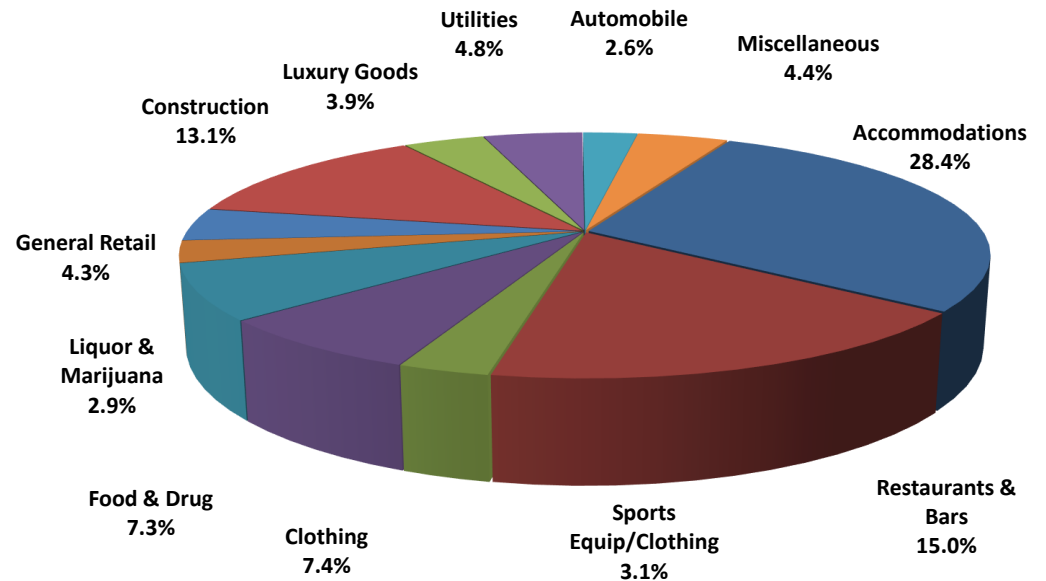
**Year To Date Retail Sales**

<b>Category</b>	<b>YTD Retail Sales</b>	<b>% Change Prior Year</b>	<b>% YTD Retail Sales</b>
Accommodations	\$114,397,304	8%	32.2%
Restaurants & Bars	\$63,036,050	3%	17.7%
Sports Equip/Clothing	\$25,466,784	2%	7.2%
Clothing	\$25,968,481	(2%)	7.3%
Food & Drug	\$24,952,299	4%	7.0%
Liquor & Marijuana	\$10,390,971	6%	2.9%
General Retail	\$10,283,274	(9%)	2.9%
Construction	\$25,698,938	1%	7.2%
Luxury Goods	\$12,438,863	13%	3.5%
Utilities	\$23,374,243	(3%)	6.6%
Automobile	\$9,481,566	(13%)	2.7%
Miscellaneous	\$10,259,561	2%	2.9%
<b>Total</b>	<b>\$355,748,334</b>	<b>3%</b>	<b>100.0%</b>



**June Monthly Retail Sales**

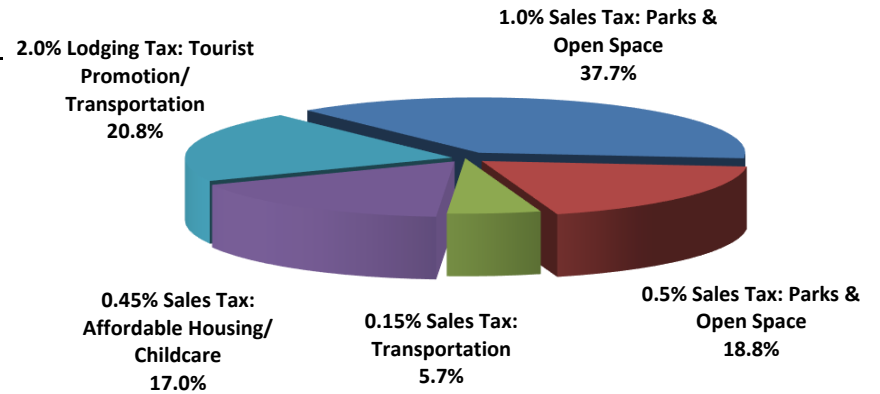
<b>Category</b>	<b>Monthly Retail Sales</b>	<b>% Change Prior Year</b>	<b>% Monthly Retail Sales</b>
Accommodations	\$17,304,624	6%	28.4%
Restaurants & Bars	\$10,802,527	4%	17.8%
Sports Equip/Clothing	\$1,866,286	(18%)	3.1%
Clothing	\$4,475,989	(6%)	7.4%
Food & Drug	\$4,471,095	3%	7.3%
Liquor & Marijuana	\$1,758,582	10%	2.9%
General Retail	\$2,615,599	(2%)	4.3%
Construction	\$7,942,181	4%	13.1%
Luxury Goods	\$2,387,023	29%	3.9%
Utilities	\$2,936,000	(13%)	4.8%
Automobile	\$1,600,611	(24%)	2.6%
Miscellaneous	\$2,680,040	9%	4.4%
<b>Total</b>	<b>\$60,840,556</b>	<b>2%</b>	<b>100.0%</b>



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

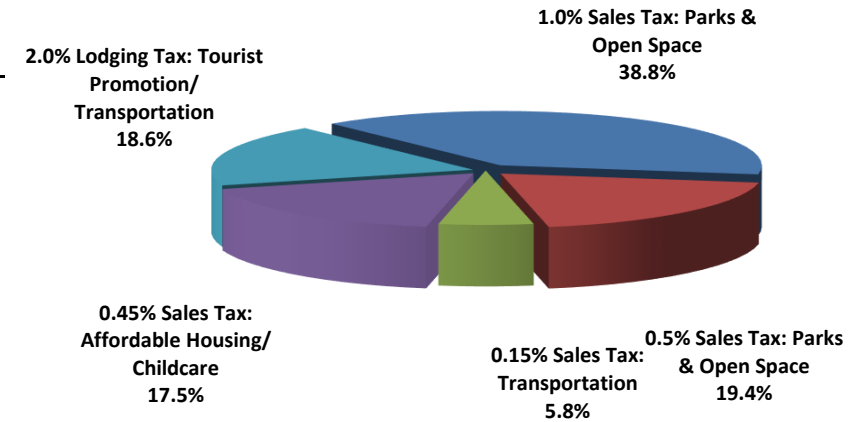
**Year To Date Tax Collections**

<b>Tax Type</b>	<b>YTD Taxes Collected</b>	<b>% YTD Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$3,547,728	37.7%
0.5% Sales Tax: Parks & Open Space	\$1,773,439	18.8%
0.15% Sales Tax: Transportation	\$532,118	5.7%
0.45% Sales Tax: Affordable Housing/ Childcare	\$1,596,350	17.0%
2.0% Lodging Tax: Tourist Promotion/ Transportation	\$1,959,302	20.8%
<b>Total</b>	<b>\$9,408,937</b>	<b>100%</b>



**June Monthly Tax Collections**

<b>Tax Type</b>	<b>Monthly Taxes Collected</b>	<b>% Monthly Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$607,703	38.8%
0.5% Sales Tax: Parks & Open Space	\$303,779	19.4%
0.15% Sales Tax: Transportation	\$91,149	5.8%
0.45% Sales Tax: Affordable Housing/ Childcare	\$273,445	17.5%
2.0% Lodging Tax: Tourist Promotion/ Transportation	\$290,716	18.6%
<b>Total</b>	<b>\$1,566,792</b>	<b>100%</b>

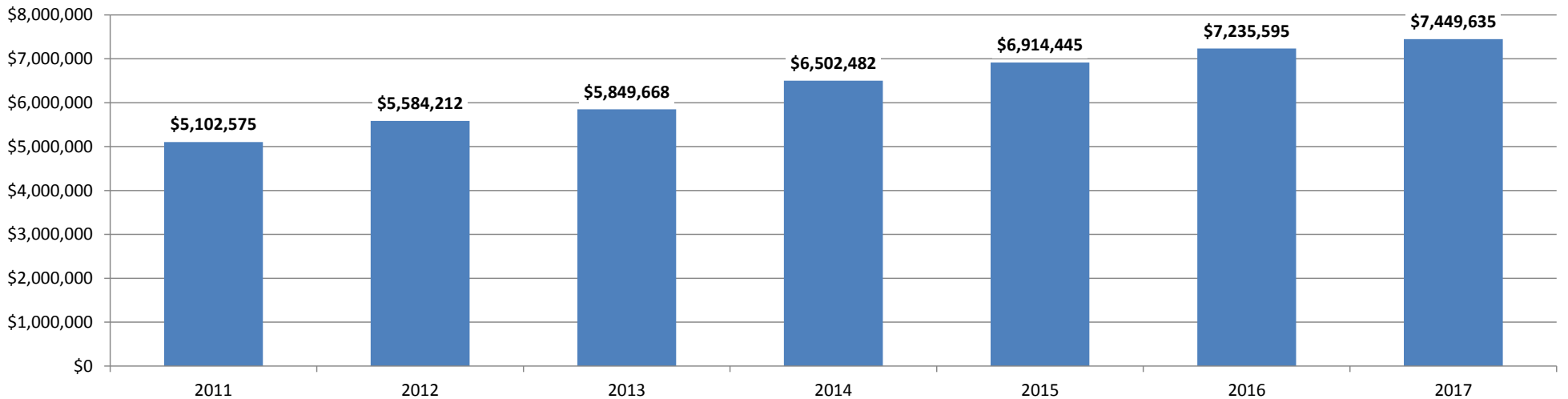


**City of Aspen Sales Tax 2.1%  
June 2017**

**Current Month Revenues are 4% above last year's Monthly Revenues.**  
**Year To Date Revenues are (1%) below 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	\$1,276,076	9%	\$7,528,000	\$7,449,635	(1%)	\$1,224,047	4%	\$7,235,595	3%
July	\$1,574,000			\$9,102,000			\$1,625,902		\$8,861,497	
Aug	\$1,407,000			\$10,509,000			\$1,433,551		\$10,295,048	
Sept	\$1,057,000			\$11,566,000			\$1,150,521		\$11,445,568	
Oct	\$650,000			\$12,216,000			\$648,412		\$12,093,981	
Nov	\$624,000			\$12,840,000			\$606,965		\$12,700,946	
Dec	\$2,192,300			\$15,032,300			\$2,282,480		\$14,983,426	

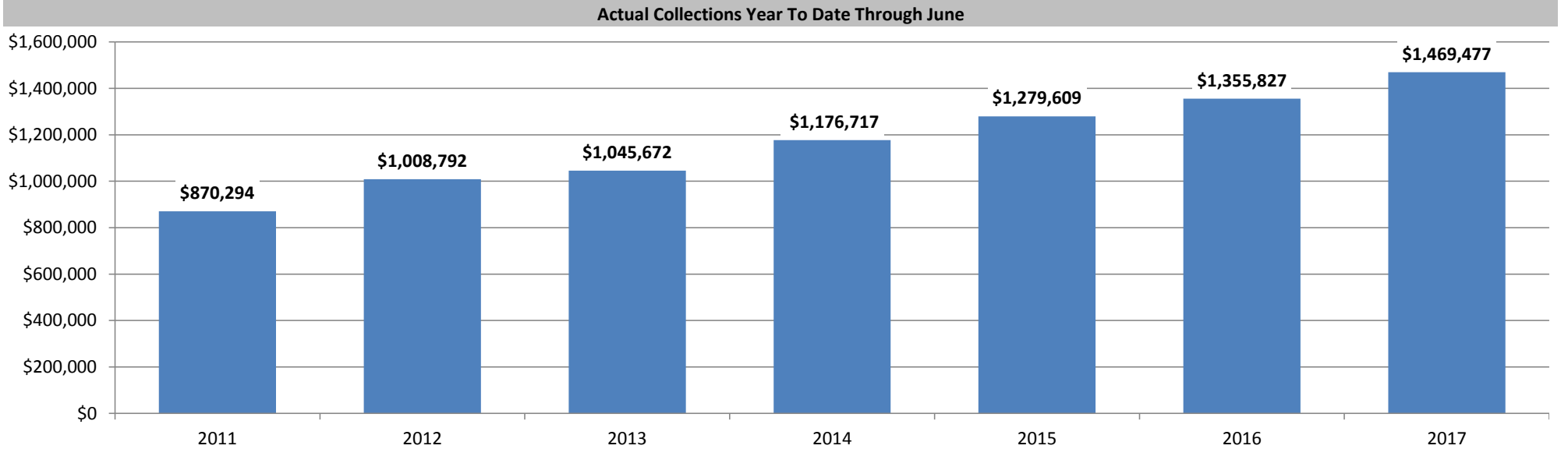
**Actual Collections Year To Date Through June**



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

**Current Month Revenues are 11% above last year's Monthly Revenues.**  
**Year To Date Revenues are (2%) below Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 8% 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			\$1,766,000			\$277,321		\$1,633,148	
Aug	\$217,200			\$1,983,200			\$234,565		\$1,867,713	
Sept	\$129,600			\$2,112,800			\$158,926		\$2,026,639	
Oct	\$62,400			\$2,175,200			\$69,793		\$2,096,432	
Nov	\$49,300			\$2,224,500			\$70,316		\$2,166,748	
Dec	\$425,300			\$2,649,800			\$469,266		\$2,636,014	

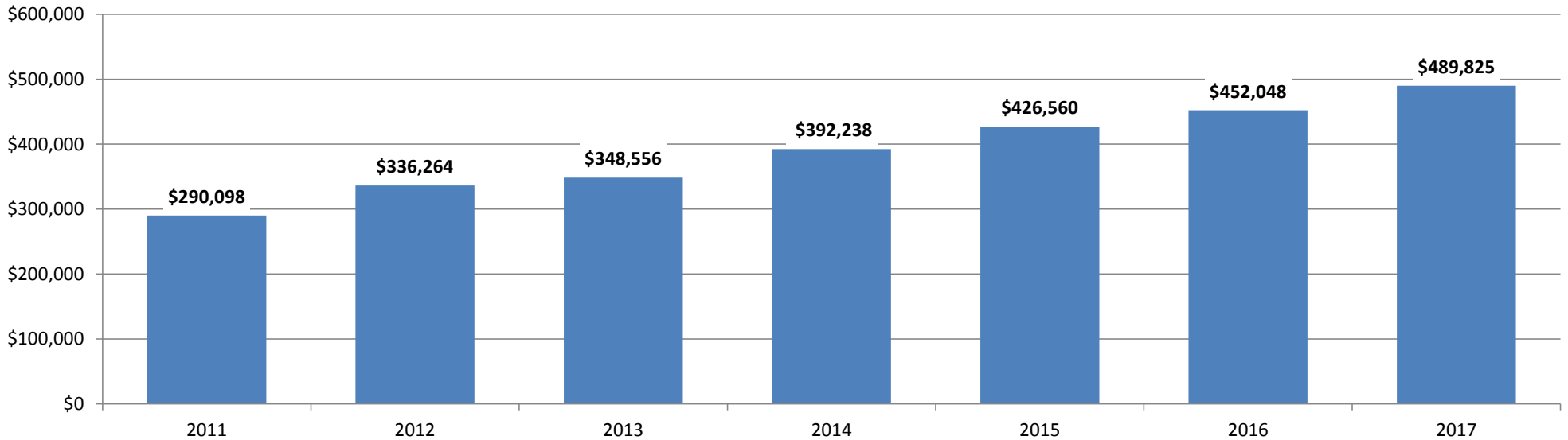


**City of Aspen Transportation 0.5% Lodging Tax  
June 2017**

**Current Month Revenues are 11% above last year's Monthly Revenues.**  
**Year To Date Revenues are (2%) below Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 8% above last year's Actual Year To Date Revenues.**

<u>Month</u>	<u>2017 Monthly Budget vs. 2017 Actual</u>			<u>2017 YTD Budget vs. 2017 Actual</u>			<u>2017 vs. 2016</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2016 Monthly</u>	<u>Variance</u>	<u>2016 YTD</u>	<u>Variance</u>
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			\$588,700			\$92,440		\$544,488	
Aug	\$72,400			\$661,100			\$78,188		\$622,676	
Sept	\$43,200			\$704,300			\$52,975		\$675,651	
Oct	\$20,800			\$725,100			\$23,264		\$698,916	
Nov	\$16,400			\$741,500			\$23,439		\$722,354	
Dec	\$141,800			\$883,300			\$156,422		\$878,776	

**Actual Collections Year To Date Through June**

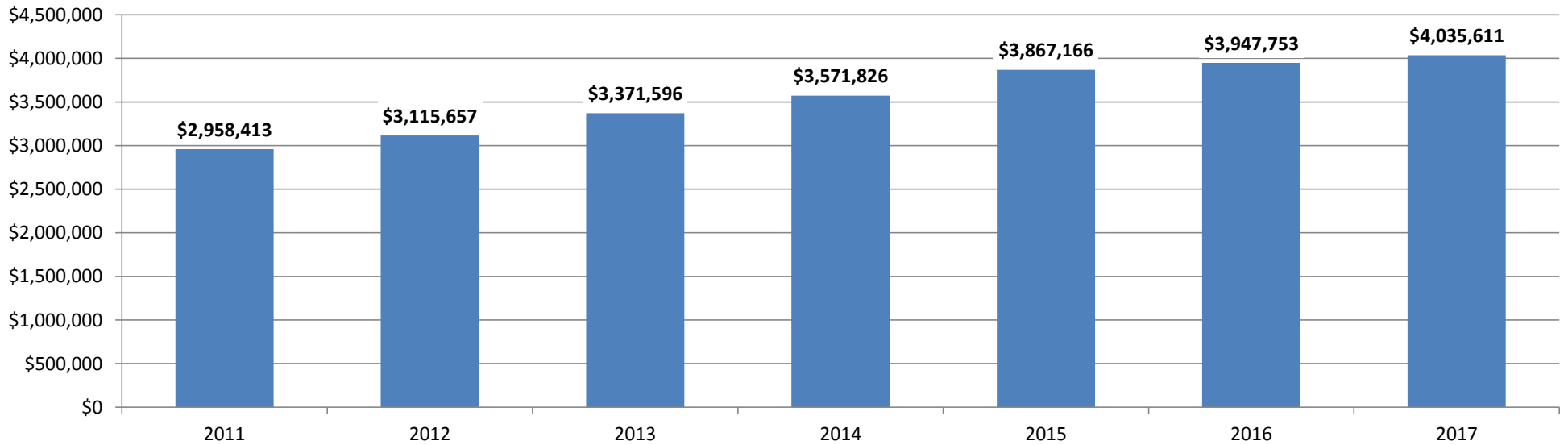


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
May 2017**

Current Month Revenues are **5%** above last year's Monthly Revenues.  
 Year To Date Revenues are **(3%)** below Year To Date Budgeted Revenues.  
 Year To Date Revenues are **2%** 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			\$4,784,000			\$643,913		\$ 4,591,667	
July	\$874,000			\$5,658,000			\$894,664		\$ 5,486,331	
Aug	\$790,000			\$6,448,000			\$769,419		\$ 6,255,750	
Sept	\$605,000			\$7,053,000			\$597,694		\$ 6,853,444	
Oct	\$406,000			\$7,459,000			\$375,732		\$ 7,229,176	
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 May**

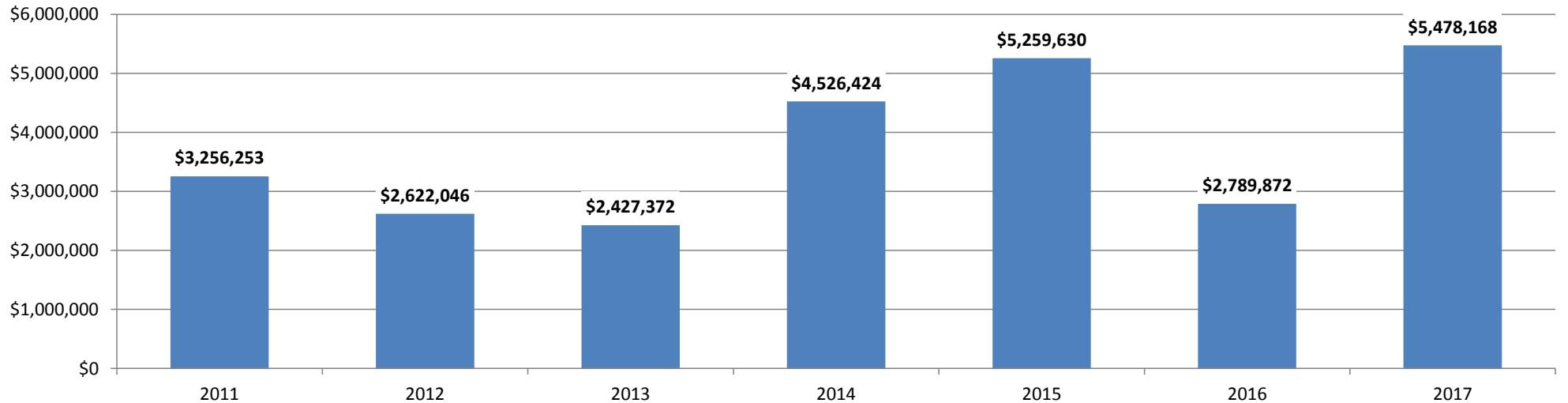


**Housing Real Estate Transfer Tax  
July 2017**

**Current Month Revenues are 125% above last year's Monthly Revenues.**  
**Year To Date Revenues are 96% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 96% 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			\$3,492,000			\$703,321		\$3,493,192	
Sept	\$630,000			\$4,122,000			\$924,000		\$4,417,192	
Oct	\$566,000			\$4,688,000			\$782,089		\$5,199,282	
Nov	\$390,000			\$5,078,000			\$542,453		\$5,741,734	
Dec	\$469,000			\$5,547,000			\$551,340		\$6,293,074	

**Actual Collections Year To Date Through July**





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

**Current Month Revenues are 116% above last year's Monthly Revenues.**  
**Year To Date Revenues are 93% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 93% 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			\$1,860,000			\$378,135		\$1,860,959	
Sept	\$604,000			\$2,464,000			\$486,955		\$2,347,914	
Oct	\$362,000			\$2,826,000			\$413,285		\$2,761,199	
Nov	\$276,000			\$3,102,000			\$288,841		\$3,050,040	
Dec	\$266,000			\$3,368,000			\$292,400		\$3,342,440	

**Actual Collections Year To Date Through July**

