



**To:** Aspen City Council  
**From:** Anthony Lewin, Senior Tax Auditor  
**Date:** October 8, 2020  
**Re:** August 2020 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 August 2020, Aspen's portion of Pitkin County's 3.6% sales tax collections for July 2020, and real estate transfer tax (RETT) collections for September 2020.

**Taxable Sales:**

August's retail sales were down 1.5% relative to the same period in 2019. August as a month accounts for roughly 9.4% of the year's total sales tax. Industries posting the largest monthly August gains were Automobiles, Luxury Goods, and Liquor with a 50.5%, 44.4%, and 32.8% increase, respectively. The industries posting the largest monthly declines were Food & Drug, Accommodations, and Construction with 33.9%, 12.0%, and 5.0% decreases, respectively. Please note not all Food & Drug taxpayers filed for the August 2020 period.

**Actual Sales and Lodging Tax:**

August's sales and lodging tax collections were down 0.5% and 3.7%, respectively from the same period last year. Included in these percentages are the impact from late or revised filings for prior months that increased August's sales tax receipts by roughly \$13,000.

**City Share of County Sales Tax:**

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 July were up 1.3%. On a year-to-date basis, Aspen's portion of Pitkin County's sales tax is down 7.1%. Collections, because they are done at a State level, have received a boost from online retail sales and tax remittance through a central point.

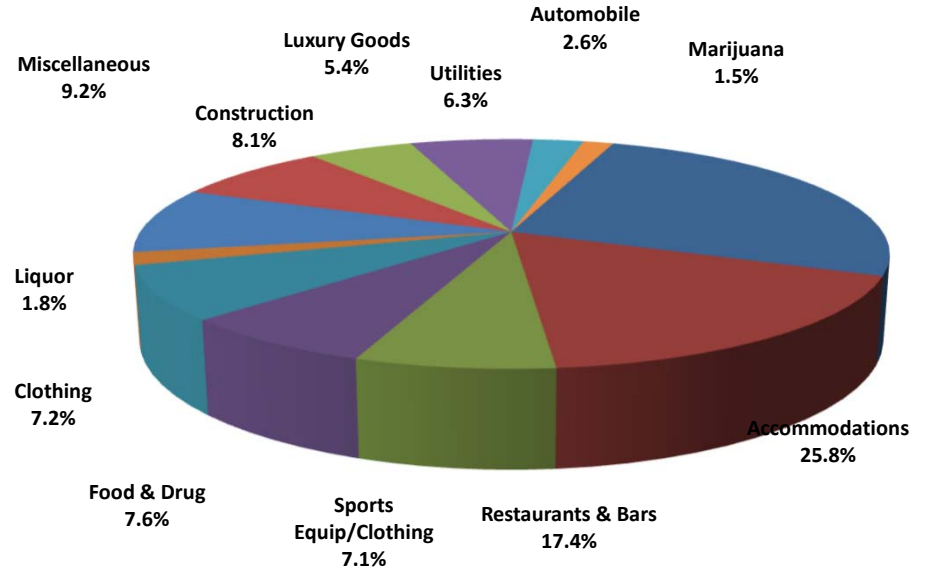
**Real Estate Transfer Taxes:**

Housing real estate transfer tax collections for September were up 461.0% and are 80.5% above collections from the prior year. Wheeler real estate transfer tax collections for September were up 445.1% and are up in total compared to the prior year's collections by 91.5%. Market activity continues to exceed expectations and has driven collections close to annual forecasts through just nine months.

**City of Aspen Retail Sales by Industry  
August 2020**

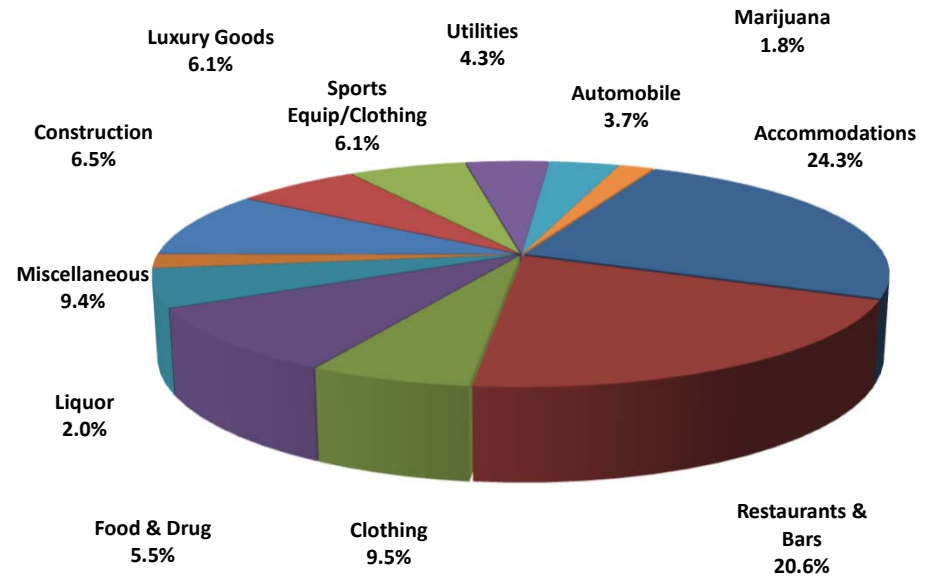
**Year To Date Retail Sales**

Category	YTD Retail Sales	% Change	
		Prior Year	% YTD Retail Sales
Accommodations	\$126,741,047	(26.7%)	25.8%
Restaurants & Bars	\$85,334,933	(16.6%)	17.4%
Sports Equip/Clothing	\$35,050,884	(2.1%)	7.1%
Clothing	\$35,614,377	(20.8%)	7.2%
Food & Drug	\$37,228,076	(7.3%)	7.6%
Liquor	\$8,680,871	16.5%	1.8%
Miscellaneous	\$45,070,856	4.8%	9.2%
Construction	\$39,721,808	(5.9%)	8.1%
Luxury Goods	\$26,435,554	8.7%	5.4%
Utilities	\$31,091,583	0.2%	6.3%
Automobile	\$12,837,968	(7.2%)	2.6%
Marijuana	\$7,607,698	(13.7%)	1.5%
<b>Total</b>	<b>\$491,415,655</b>	<b>(13.3%)</b>	<b>100.0%</b>



**August Monthly Retail Sales**

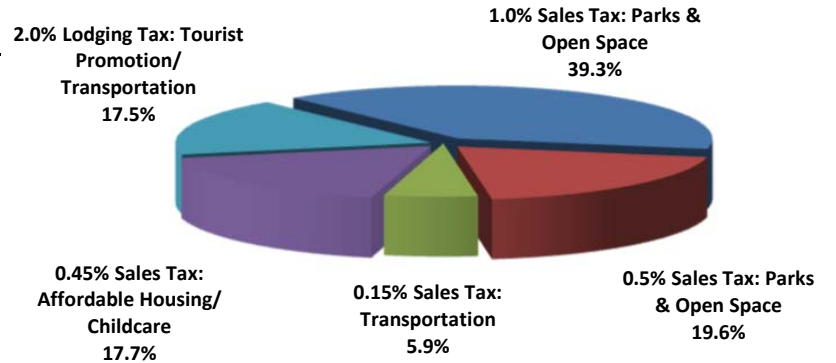
Category	Monthly Retail Sales	Businesses Reporting	% Change	
			Prior Year	% Monthly Retail Sales
Accommodations	\$18,002,950	85	(12.0%)	24.3%
Restaurants & Bars	\$15,243,107	66	(4.8%)	20.6%
Sports Equip/Clothing	\$4,521,852	36	28.4%	6.1%
Clothing	\$7,044,173	75	(5.5%)	9.5%
Food & Drug	\$4,089,481	40	(33.9%)	5.5%
Liquor	\$1,513,650	8	32.8%	2.0%
Miscellaneous	\$6,926,490	298	13.3%	9.4%
Construction	\$4,812,349	109	(5.0%)	6.5%
Luxury Goods	\$4,548,033	52	44.4%	6.1%
Utilities	\$3,216,370	75	10.4%	4.3%
Automobile	\$2,709,272	1	50.5%	3.7%
Marijuana	\$1,359,939	8	5.6%	1.8%
<b>Total</b>	<b>\$73,987,666</b>	<b>853</b>	<b>(1.5%)</b>	<b>100.0%</b>



**City of Aspen Sales and Lodging Tax  
August 2020**

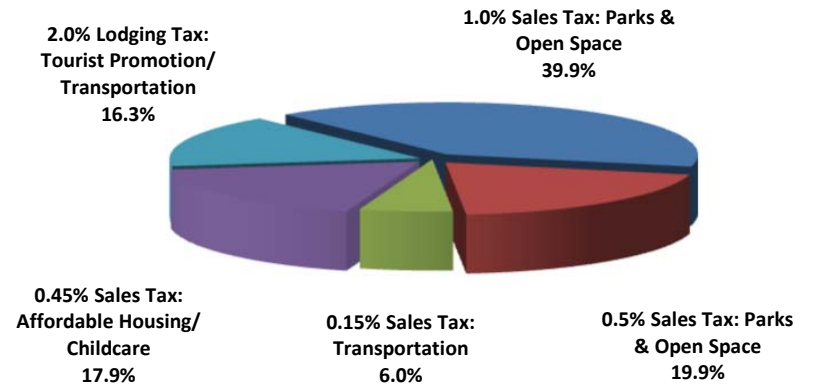
**Year To Date Tax Collections**

<b>Tax Type</b>	<b>YTD Taxes Collected</b>	<b>% YTD Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$4,924,296	39.3%
0.5% Sales Tax: Parks & Open Space	\$2,461,557	19.6%
0.15% Sales Tax: Transportation	\$738,588	5.9%
0.45% Sales Tax: Affordable Housing/ Childcare	\$2,215,756	17.7%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$2,191,617</u>	<u>17.5%</u>
<b>Total</b>	<b>\$12,531,813</b>	<b>100%</b>



**August Monthly Tax Collections**

<b>Tax Type</b>	<b>Monthly Taxes Collected</b>	<b>% Monthly Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$743,056	39.9%
0.5% Sales Tax: Parks & Open Space	\$371,439	19.9%
0.15% Sales Tax: Transportation	\$111,450	6.0%
0.45% Sales Tax: Affordable Housing/ Childcare	\$334,348	17.9%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$303,594</u>	<u>16.3%</u>
<b>Total</b>	<b>\$1,863,887</b>	<b>100%</b>

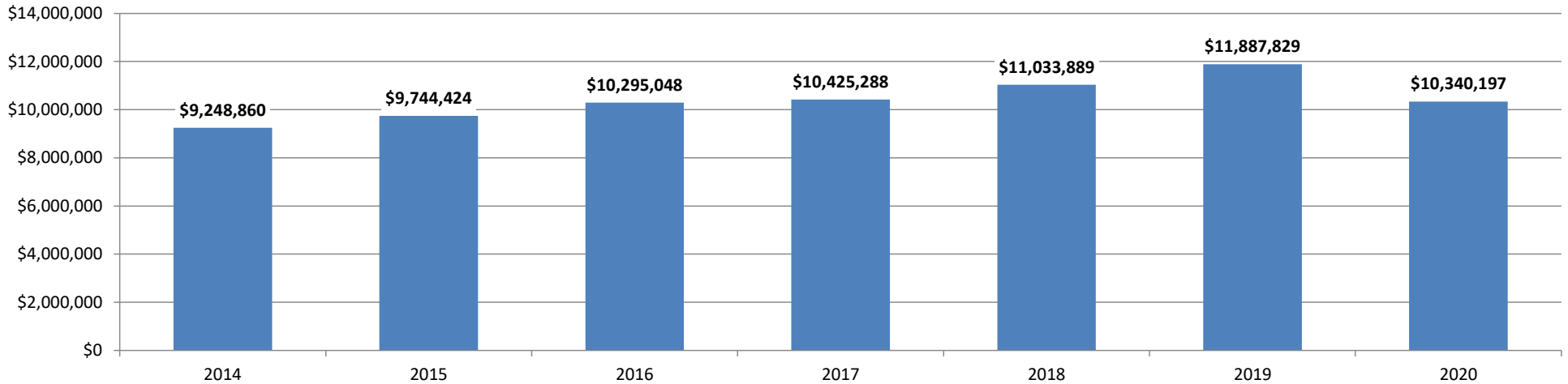


**City of Aspen Sales Tax 2.1%  
August 2020**

Current Month Revenues are (0.5%) below last year's Monthly Revenues.  
 Year To Date Revenues are (11.9%) below Year To Date Budgeted Revenues.  
 Year To Date Revenues are (13.0%) below last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$1,918,600	\$1,991,690	3.8%	\$1,918,600	\$1,991,690	3.8%	\$1,862,971	6.9%	\$1,862,971	6.9%
Feb	\$1,736,100	\$1,857,466	7.0%	\$3,654,700	\$3,849,156	5.3%	\$1,737,770	6.9%	\$3,600,741	6.9%
Mar	\$1,982,200	\$1,087,955	(45.1%)	\$5,636,900	\$4,937,111	(12.4%)	\$2,010,993	(45.9%)	\$5,611,734	(12.0%)
Apr	\$676,600	\$458,858	(32.2%)	\$6,313,500	\$5,395,969	(14.5%)	\$757,958	(39.5%)	\$6,369,692	(15.3%)
May	\$570,600	\$496,175	(13.0%)	\$6,884,100	\$5,892,144	(14.4%)	\$646,709	(23.3%)	\$7,016,401	(16.0%)
June	\$1,422,000	\$1,151,068	(19.1%)	\$8,306,100	\$7,043,212	(15.2%)	\$1,382,830	(16.8%)	\$8,399,231	(16.1%)
July	\$1,849,000	\$1,736,692	(6.1%)	\$10,155,100	\$8,779,904	(13.5%)	\$1,920,481	(9.6%)	\$10,319,712	(14.9%)
Aug	\$1,575,800	\$1,560,293	(1.0%)	\$11,730,900	\$10,340,197	(11.9%)	\$1,568,118	(0.5%)	\$11,887,829	(13.0%)
Sept	\$1,287,100			\$13,018,000			\$1,339,131		\$13,226,960	
Oct	\$756,200			\$13,774,200			\$813,092		\$14,040,052	
Nov	\$654,800			\$14,429,000			\$694,364		\$14,734,416	
Dec	\$2,548,500			\$16,977,500			\$2,465,684		\$17,200,100	

**Actual Collections Year To Date Through August**



**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)  
August 2020**

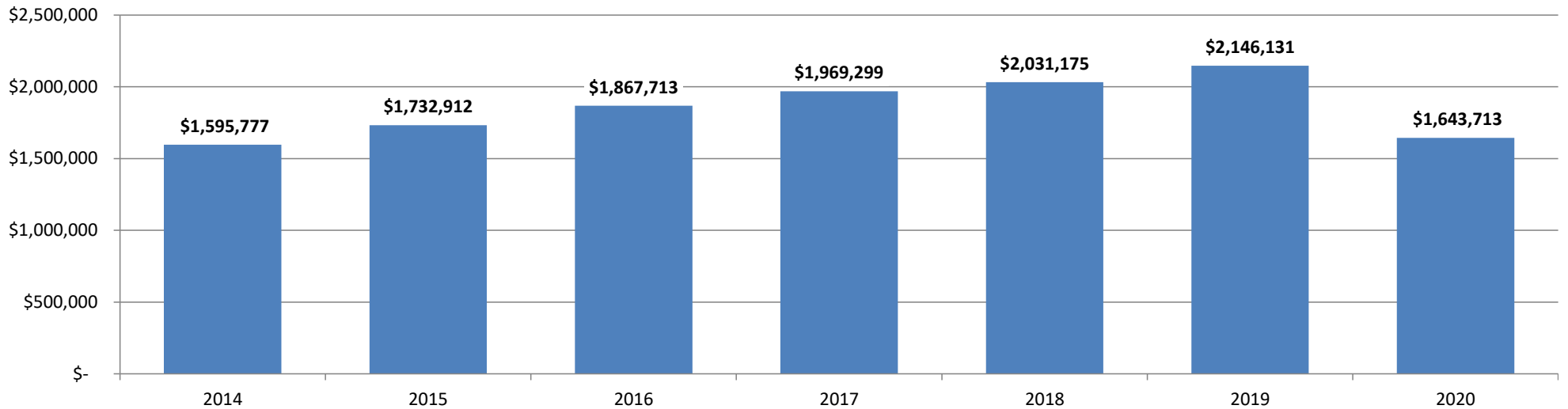
Current Month Revenues are (3.7%) below last year's Monthly Revenues adjusted for rate increase.

Year To Date Revenues are (21.7%) below Year To Date Budgeted Revenues.

Year To Date Revenues are (23.4%) below last year's Actual Year To Date Revenues adjusted for rate increase.

2020 Monthly Budget vs. 2020 Actual				2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
Month	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$412,500	\$423,412	2.6%	\$412,500	\$423,412	2.6%	\$435,183	(2.7%)	\$435,183	(2.7%)
Feb	\$390,000	\$417,502	7.1%	\$802,500	\$840,914	4.8%	\$386,172	8.1%	\$821,355	2.4%
Mar	\$420,000	\$197,251	(53.0%)	\$1,222,500	\$1,038,165	(15.1%)	\$441,407	(55.3%)	\$1,262,762	(17.8%)
Apr	\$60,000	\$5,581	(90.7%)	\$1,282,500	\$1,043,746	(18.6%)	\$72,042	(92.3%)	\$1,334,804	(21.8%)
May	\$45,000	\$8,770	(80.5%)	\$1,327,500	\$1,052,516	(20.7%)	\$55,183	(84.1%)	\$1,389,987	(24.3%)
June	\$217,500	\$99,543	(54.2%)	\$1,545,000	\$1,152,059	(25.4%)	\$207,585	(52.0%)	\$1,597,572	(27.9%)
July	\$300,000	\$263,959	(12.0%)	\$1,845,000	\$1,416,018	(23.3%)	\$312,072	(15.4%)	\$1,909,644	(25.8%)
Aug	\$255,000	\$227,695	(10.7%)	\$2,100,000	\$1,643,713	(21.7%)	\$236,486	(3.7%)	\$2,146,131	(23.4%)
Sept	\$157,500			\$2,257,500			\$168,611		\$2,314,741	
Oct	\$82,500			\$2,340,000			\$87,775		\$2,402,516	
Nov	\$60,000			\$2,400,000			\$59,637		\$2,462,153	
Dec	\$490,500			\$2,890,500			\$451,985		\$2,914,139	

**Actual Collections Year To Date Through August**

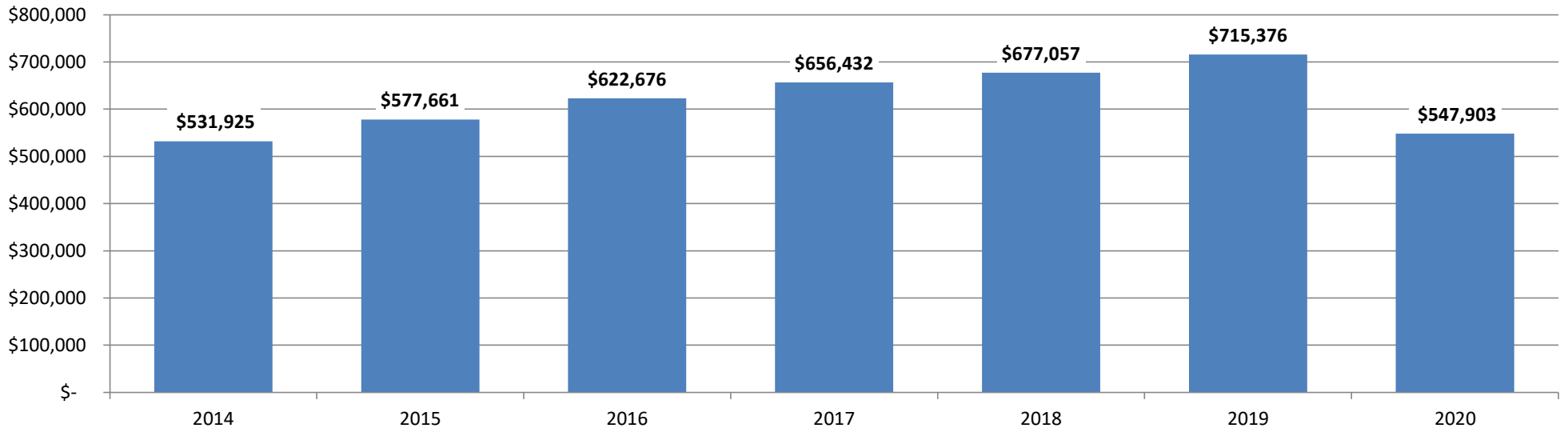


**City of Aspen Transportation 0.5% Lodging Tax  
August 2020**

**Current Month Revenues are (3.7%) below last year's Monthly Revenues**  
**Year To Date Revenues are (21.7%) below Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (23.4%) below last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2020 Monthly Budget vs. 2020 Actual</b>			<b>2020 YTD Budget vs. 2020 Actual</b>			<b>2020 vs. 2019</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2019 Monthly</b>	<b>Variance</b>	<b>2019 YTD</b>	<b>Variance</b>
Jan	\$137,500	\$141,137	2.6%	\$137,500	\$141,137	2.6%	\$145,061	(2.7%)	\$145,061	(2.7%)
Feb	\$130,000	\$139,167	7.1%	\$267,500	\$280,304	4.8%	\$128,724	8.1%	\$273,785	2.4%
Mar	\$140,000	\$65,750	(53.0%)	\$407,500	\$346,054	(15.1%)	\$147,136	(55.3%)	\$420,920	(17.8%)
Apr	\$20,000	\$1,860	(90.7%)	\$427,500	\$347,915	(18.6%)	\$24,014	(92.3%)	\$444,934	(21.8%)
May	\$15,000	\$2,923	(80.5%)	\$442,500	\$350,838	(20.7%)	\$18,394	(84.1%)	\$463,328	(24.3%)
June	\$72,500	\$33,181	(54.2%)	\$515,000	\$384,019	(25.4%)	\$69,195	(52.0%)	\$532,523	(27.9%)
July	\$100,000	\$87,986	(12.0%)	\$615,000	\$472,005	(23.3%)	\$104,024	(15.4%)	\$636,547	(25.8%)
Aug	\$85,000	\$75,898	(10.7%)	\$700,000	\$547,903	(21.7%)	\$78,829	(3.7%)	\$715,376	(23.4%)
Sept	\$52,500			\$752,500			\$56,203		\$771,579	
Oct	\$27,500			\$780,000			\$29,258		\$800,837	
Nov	\$20,000			\$800,000			\$19,879		\$820,716	
Dec	\$163,500			\$963,500			\$150,662		\$971,378	

**Actual Collections Year To Date Through August**

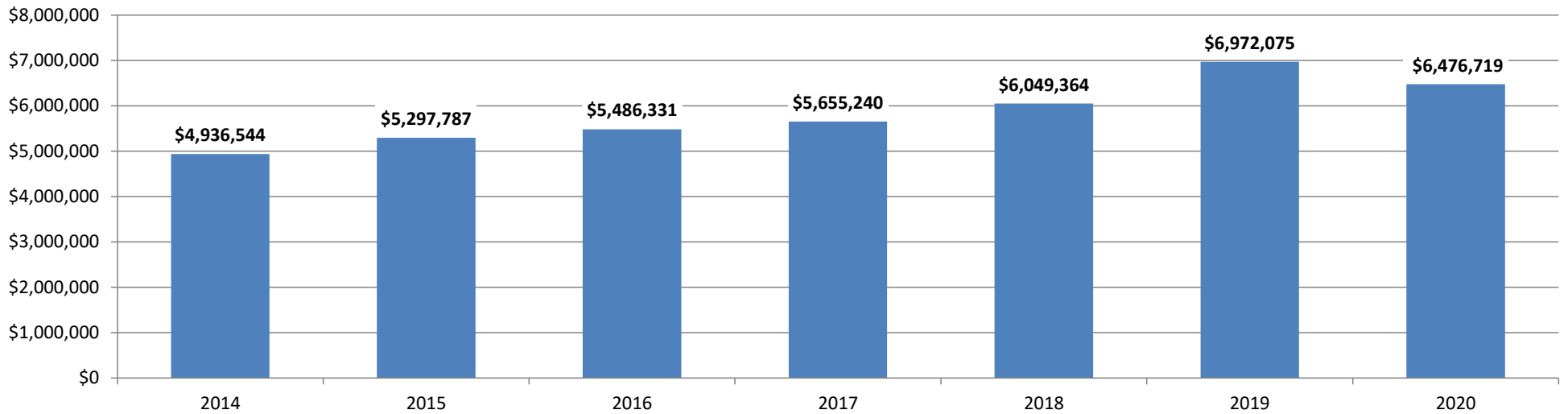


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
July 2020**

Current Month Revenues are **1.3%** above last year's Monthly Revenues.  
 Year To Date Revenues are **(3.7%)** below Year To Date Budgeted Revenues.  
 Year To Date Revenues are **(7.1%)** below last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$1,357,000	\$1,512,709	11.5%	\$1,357,000	\$1,512,709	11.5%	\$1,332,368	13.5%	\$ 1,332,368	13.5%
Feb	\$1,277,000	\$1,449,548	13.5%	\$2,634,000	\$2,962,257	12.5%	\$1,195,264	21.3%	\$ 2,527,633	17.2%
Mar	\$1,293,000	\$708,210	(45.2%)	\$3,927,000	\$3,670,467	(6.5%)	\$1,460,126	(51.5%)	\$ 3,987,758	(8.0%)
Apr	\$484,000	\$498,211	2.9%	\$4,411,000	\$4,168,678	(5.5%)	\$543,209	(8.3%)	\$ 4,530,968	(8.0%)
May	\$398,000	\$430,729	8.2%	\$4,809,000	\$4,599,408	(4.4%)	\$423,901	1.6%	\$ 4,954,869	(7.2%)
June	\$822,000	\$713,217	(13.2%)	\$5,631,000	\$5,312,624	(5.7%)	\$867,745	(17.8%)	\$ 5,822,613	(8.8%)
July	\$1,097,000	\$1,164,095	6.1%	\$6,728,000	\$6,476,719	(3.7%)	\$1,149,462	1.3%	\$ 6,972,075	(7.1%)
Aug	\$917,000			\$7,645,000			\$1,059,020		\$ 8,031,094	
Sept	\$801,000			\$8,446,000			\$867,293		\$ 8,898,387	
Oct	\$498,000			\$8,944,000			\$646,501		\$ 9,544,889	
Nov	\$484,000			\$9,428,000			\$908,405		\$ 10,453,294	
Dec	\$1,461,000			\$10,889,000			\$1,627,600		\$ 12,080,894	

**Actual Collections Year To Date Through July**

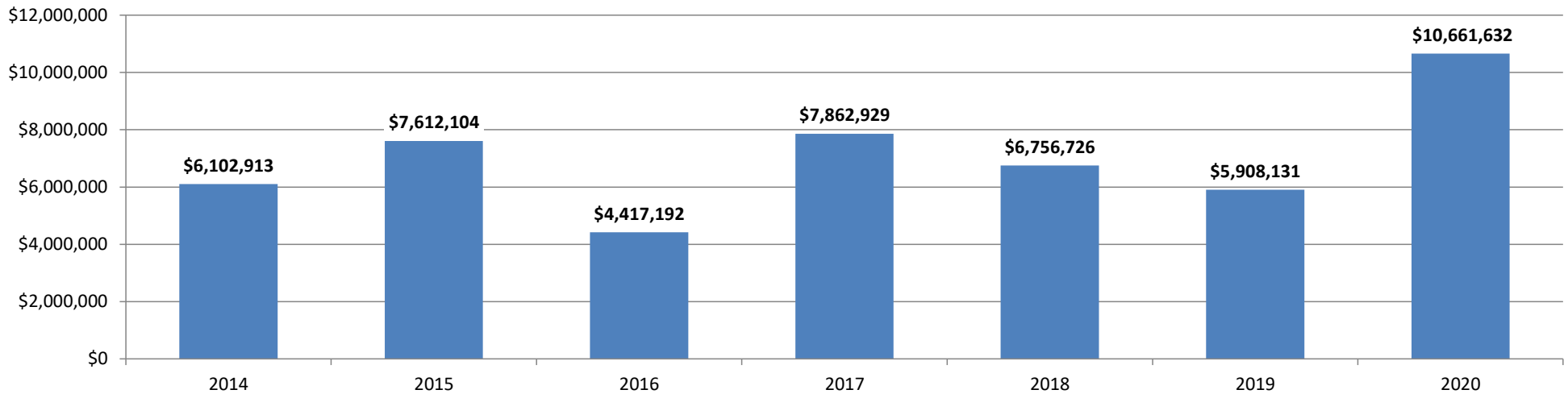


**Housing Real Estate Transfer Tax  
September 2020**

Current Month Revenues are **461.0%** above last year's Monthly Revenues.  
 Year To Date Revenues are **89.0%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **80.5%** above last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$488,100	\$1,098,343	125.0%	\$488,100	\$1,098,343	125.0%	\$1,105,098	(0.6%)	\$1,105,098	(0.6%)
Feb	\$509,100	\$496,350	(2.5%)	\$997,200	\$1,594,693	59.9%	\$204,130	143.2%	\$1,309,228	21.8%
Mar	\$501,100	\$598,199	19.4%	\$1,498,300	\$2,192,893	46.4%	\$892,017	(32.9%)	\$2,201,245	(0.4%)
Apr	\$728,800	\$505,915	(30.6%)	\$2,227,100	\$2,698,808	21.2%	\$551,428	(8.3%)	\$2,752,674	(2.0%)
May	\$672,000	\$110,180	(83.6%)	\$2,899,100	\$2,808,988	(3.1%)	\$813,639	(86.5%)	\$3,566,313	(21.2%)
June	\$668,900	\$477,350	(28.6%)	\$3,568,000	\$3,286,338	(7.9%)	\$615,723	(22.5%)	\$4,182,036	(21.4%)
July	\$488,700	\$885,546	81.2%	\$4,056,700	\$4,171,884	2.8%	\$383,273	131.0%	\$4,565,308	(8.6%)
Aug	\$657,900	\$2,542,417	286.4%	\$4,714,600	\$6,714,301	42.4%	\$639,178	297.8%	\$5,204,486	29.0%
Sept	\$926,800	\$3,947,332	325.9%	\$5,641,400	\$10,661,632	89.0%	\$703,645	461.0%	\$5,908,131	80.5%
Oct	\$787,000			\$6,428,400			\$1,188,651		\$7,096,782	
Nov	\$531,200			\$6,959,600			\$450,783		\$7,547,565	
Dec	\$647,400			\$7,607,000			\$892,700		\$8,440,265	

**Actual Collections Year To Date Through September**





**Wheeler Opera House Real Estate Transfer Tax  
September 2020**

**Current Month Revenues are 445.1% above last year's Monthly Revenues.**  
**Year To Date Revenues are 106.2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 91.5% above last year's Actual Year To Date Revenues.**

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$261,400	\$565,600	116.4%	\$261,400	\$565,600	116.4%	\$569,253	(0.6%)	\$569,253	(0.6%)
Feb	\$279,000	\$262,833	(5.8%)	\$540,400	\$828,432	53.3%	\$109,065	141.0%	\$678,318	22.1%
Mar	\$253,500	\$567,936	124.0%	\$793,900	\$1,396,369	75.9%	\$462,116	22.9%	\$1,140,434	22.4%
Apr	\$365,600	\$448,184	22.6%	\$1,159,500	\$1,844,552	59.1%	\$296,169	51.3%	\$1,436,603	28.4%
May	\$361,200	\$58,875	(83.7%)	\$1,520,700	\$1,903,427	25.2%	\$428,417	(86.3%)	\$1,865,020	2.1%
June	\$277,000	\$248,150	(10.4%)	\$1,797,700	\$2,151,577	19.7%	\$320,990	(22.7%)	\$2,186,010	(1.6%)
July	\$231,100	\$464,915	101.2%	\$2,028,800	\$2,616,492	29.0%	\$202,796	129.3%	\$2,388,806	9.5%
Aug	\$334,300	\$1,298,686	288.5%	\$2,363,100	\$3,915,178	65.7%	\$343,499	278.1%	\$2,732,306	43.3%
Sept	\$520,200	\$2,031,283	290.5%	\$2,883,300	\$5,946,461	106.2%	\$372,645	445.1%	\$3,104,951	91.5%
Oct	\$419,200			\$3,302,500			\$615,288		\$3,720,238	
Nov	\$288,500			\$3,591,000			\$234,996		\$3,955,234	
Dec	\$371,000			\$3,962,000			\$464,793		\$4,420,027	

**Actual Collections Year To Date Through September**

