



**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:**

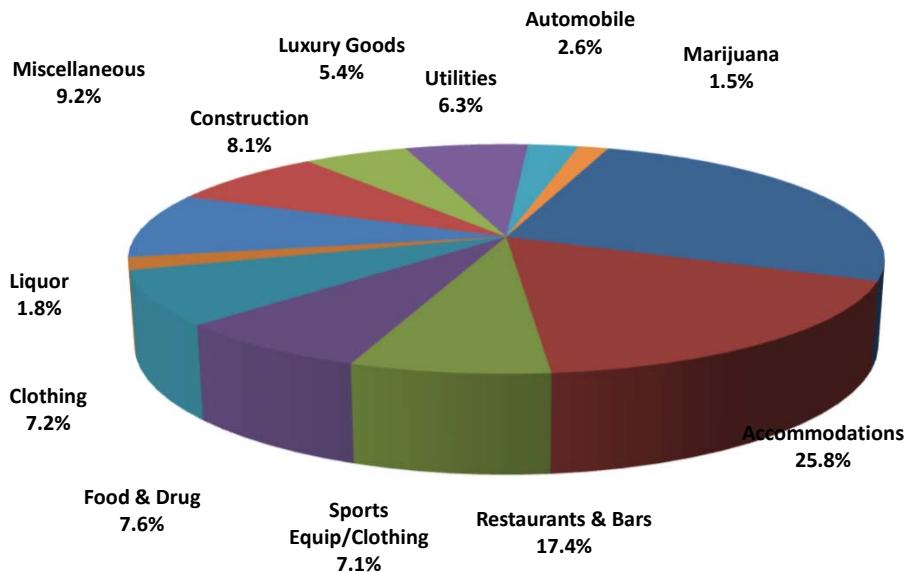
Housing real estate transfer tax collections for September were up 461.0% and are 80.5% above collections from the prior year. Wheeler real estate transfer tax collections for September were up 445.1% and are up in total compared to the prior year's collections by 91.5%. Market activity continues to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

### City of Aspen Retail Sales by Industry

August 2020

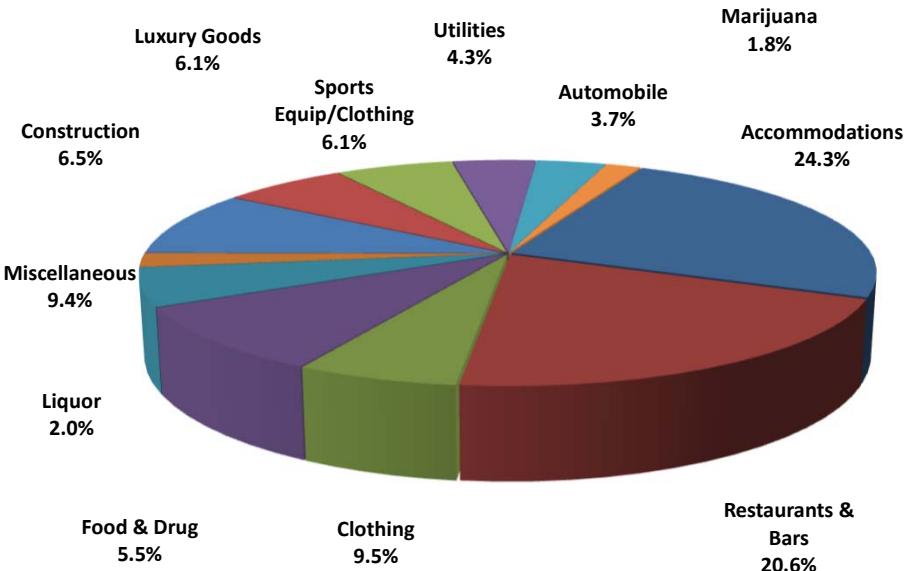
#### Year To Date Retail Sales

Category	YTD Retail Sales	% Change		% YTD Retail Sales
		Prior Year	Year To Date	
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>	

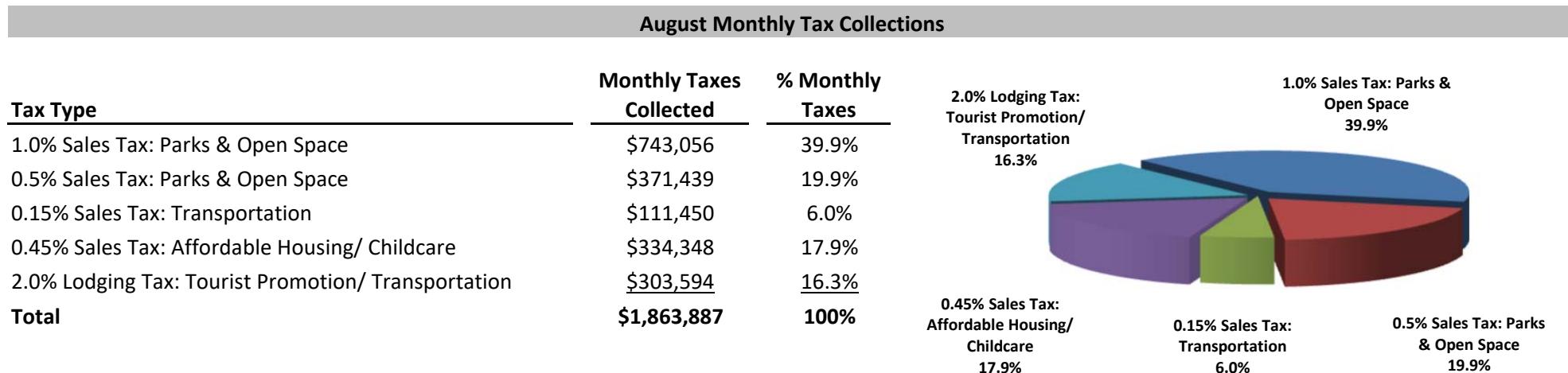
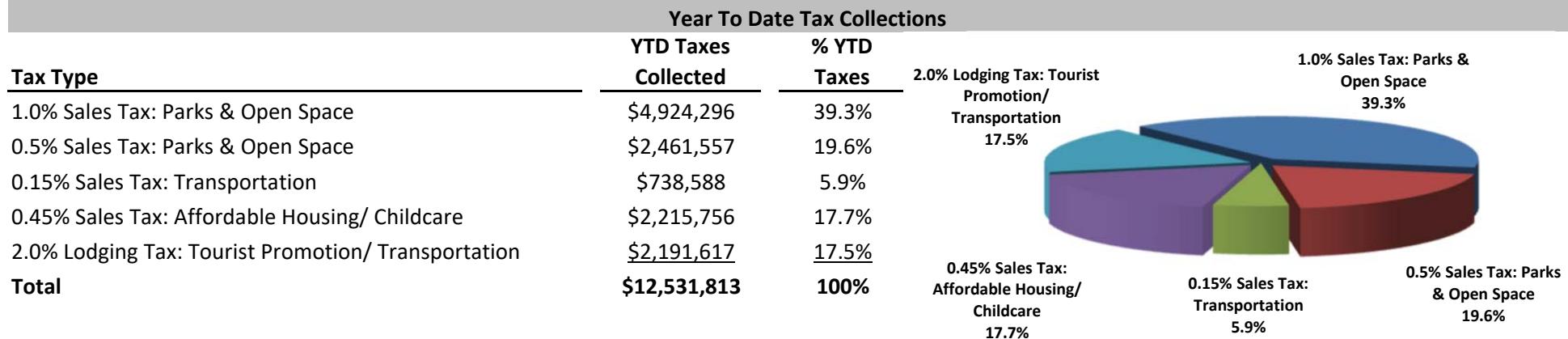


#### August Monthly Retail Sales

Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
			Year	
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**

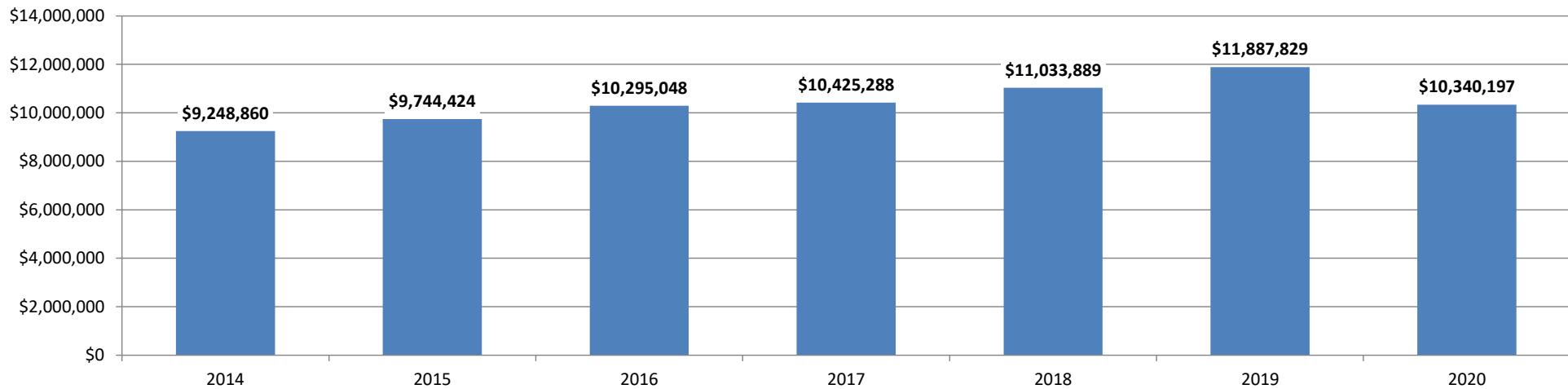


**City of Aspen Sales Tax 2.1%**  
**August 2020**

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.

2020 Monthly Budget vs. 2020 Actual				2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
<u>Month</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2019 Monthly</u>	<u>Variance</u>	<u>2019 YTD</u>	<u>Variance</u>
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**

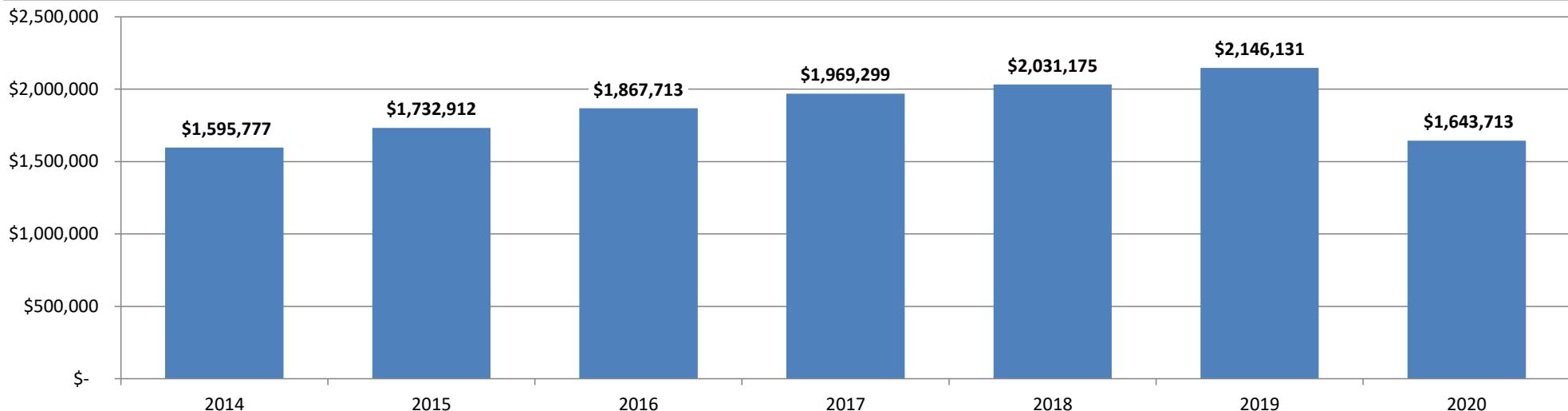
**Current Month Revenues are (3.7%) below last year's Monthly Revenues adjusted for rate increase.**

**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.**

<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	\$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**

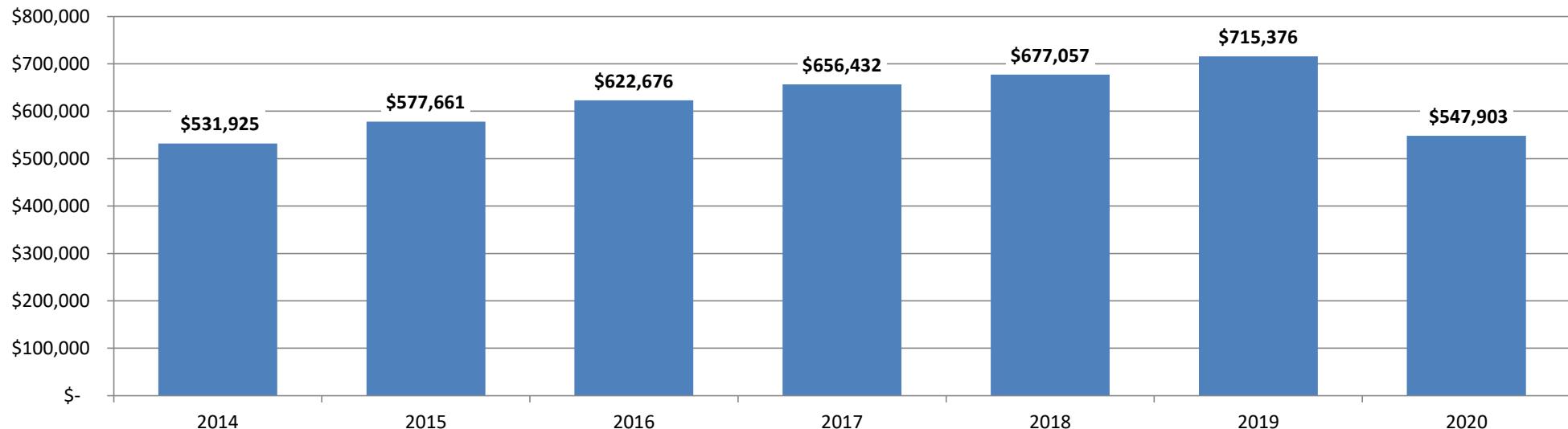


**City of Aspen Transportation 0.5% Lodging Tax**  
**August 2020**

**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**

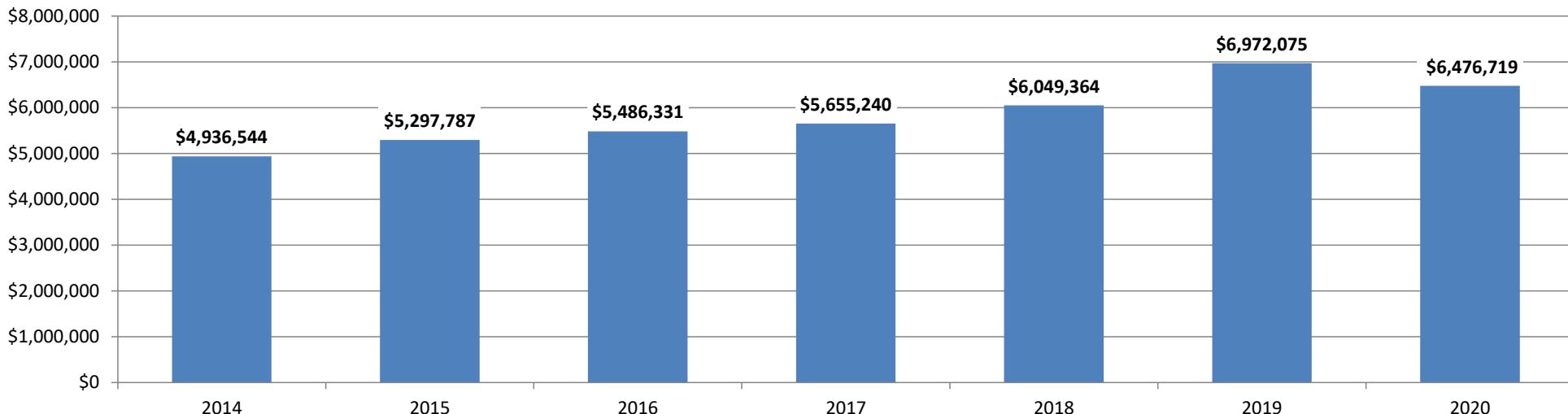


**City of Aspen Portion of Pitkin County 3.6% Sales Tax**  
**July 2020**

**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.**

<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	\$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**

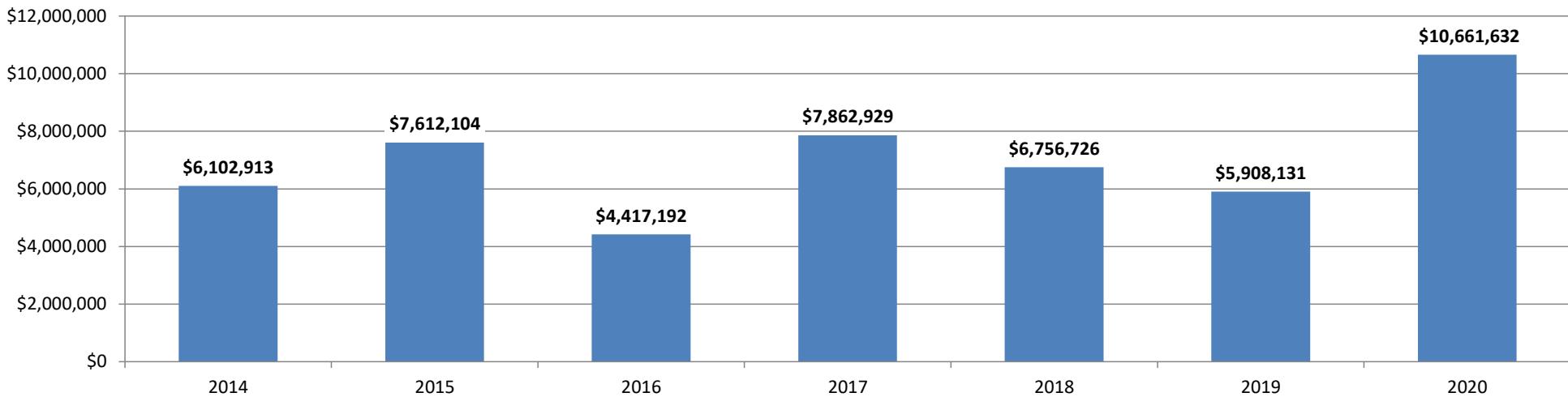


**Housing Real Estate Transfer Tax**  
**September 2020**

**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.**

<b>2020 Monthly Budget vs. 2020 Actual</b>			<b>2020 YTD Budget vs. 2020 Actual</b>			<b>2020 vs. 2019</b>				
<b>Month</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	\$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.**

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	\$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**

