



To: Aspen City Council
From: Anthony Lewin, Senior Tax Auditor
Date: June 12, 2020
Re: April 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 April 2020, Aspen's portion of Pitkin County's 3.6% sales tax collections for March 2020, and real estate transfer tax (RETT) collections for May 2020.

As would be expected, economic activity contracted significantly during this first full month of COVID. Many businesses saw a complete shutdown to operations while others experienced some local visitation, albeit reduced due to shelter in place orders. While collections overall exceeded revised revenue projections, the near-term financial outlook remains significantly muted relative to 2019.

Taxable Sales:

April's retail sales were down 59.2% relative to the same period in 2019. April is a smaller portion of annual collections and accounts for roughly 4.3% of the year's total sales tax. The only Industry posting monthly gains was Liquor with an 8.8% increase. The industries posting the largest monthly declines were Accommodations, Clothing, and Luxury Goods with 96.9%, 88.6%, and 87.3% decreases, respectively.

Actual Sales and Lodging Tax:

April's sales and lodging tax collections were down 39.5% and 92.3%, respectively from the same period last year. Recalling that the City followed suit with the State COVID deferral allowance for March tax remittance, filings for prior months but received in April increased sales tax receipts by roughly \$56,000 and improved the monthly change relative to 2019 by roughly 7%. Thus, April 2020 collections declined 39.5% instead of 46.8% had this deferral not been offered.

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 March were down 51.5%. On a year-to-date basis, Aspen's portion of Pitkin County's sales tax is down 8.0%.

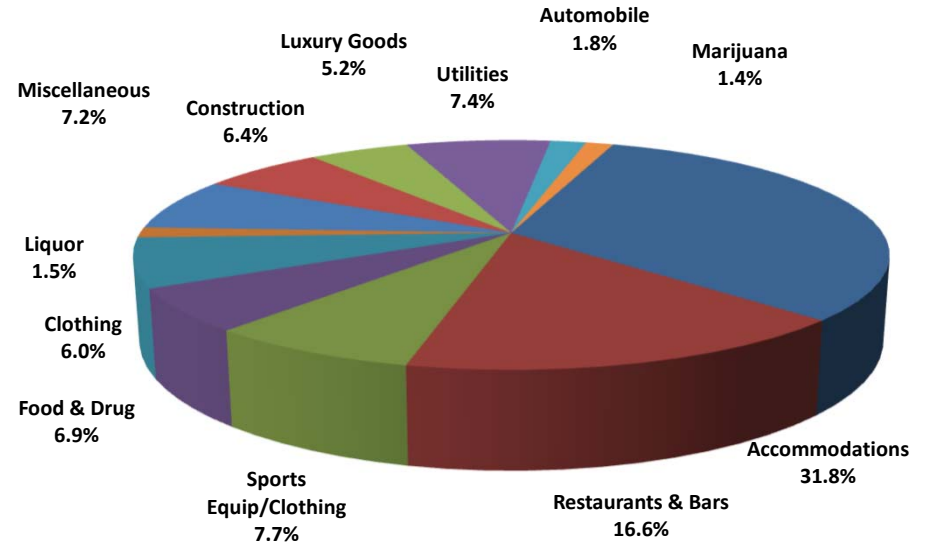
Real Estate Transfer Taxes:

Housing real estate transfer tax collections for May were down 86.5%. Wheeler real estate transfer tax collections for May were down 86.3%. This follows expectations given the limited showings allowed during this period and the reduced tourism traffic.

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

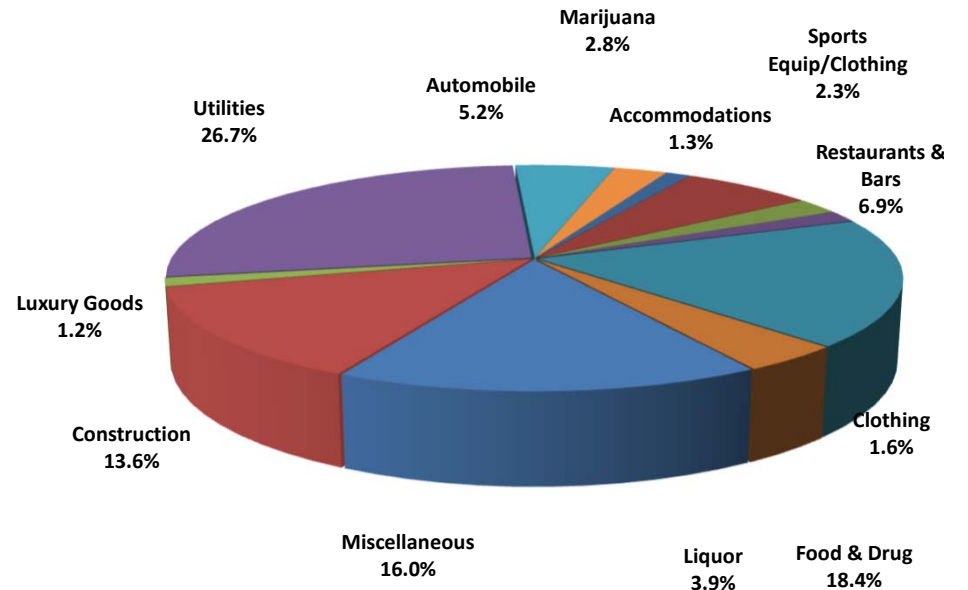
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	% YTD Retail Sales
Accommodations	\$82,090,185	(21.9%)	31.8%
Restaurants & Bars	\$42,906,182	(18.8%)	16.6%
Sports Equip/Clothing	\$19,803,474	(19.9%)	7.7%
Clothing	\$15,535,039	(27.4%)	6.0%
Food & Drug	\$17,938,522	(8.7%)	6.9%
Liquor	\$3,747,716	0.2%	1.5%
Miscellaneous	\$18,686,785	1.4%	7.2%
Construction	\$16,516,296	(11.4%)	6.4%
Luxury Goods	\$13,307,268	11.9%	5.2%
Utilities	\$19,205,727	3.2%	7.4%
Automobile	\$4,746,340	(24.3%)	1.8%
Marijuana	\$3,665,052	(25.6%)	1.4%
Total	\$258,148,584	(15.7%)	100.0%



April Monthly Retail Sales

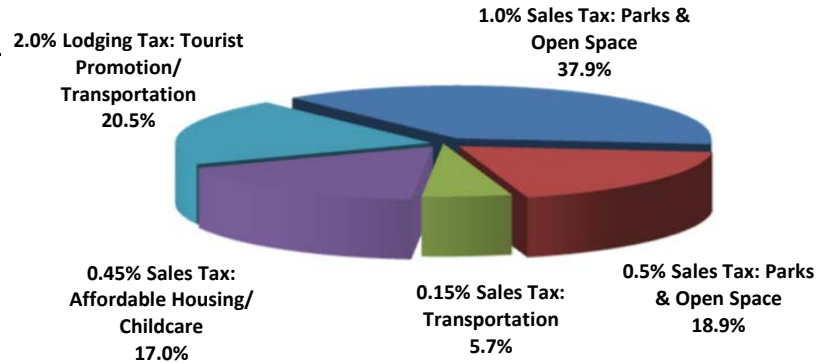
Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$188,631	16	(96.9%)	1.3%
Restaurants & Bars	\$1,016,052	31	(83.0%)	6.9%
Sports Equip/Clothing	\$347,363	23	(81.5%)	2.3%
Clothing	\$243,673	47	(88.6%)	1.6%
Food & Drug	\$2,728,020	19	(14.8%)	18.4%
Liquor	\$577,873	7	8.8%	3.9%
Miscellaneous	\$2,374,478	238	(32.3%)	16.0%
Construction	\$2,013,135	84	(60.9%)	13.6%
Luxury Goods	\$183,028	20	(87.3%)	1.2%
Utilities	\$3,952,038	74	(3.1%)	26.7%
Automobile	\$764,185	1	(54.8%)	5.2%
Marijuana	\$410,825	7	(42.5%)	2.8%
Total	\$14,799,301	567	(59.2%)	100.0%



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

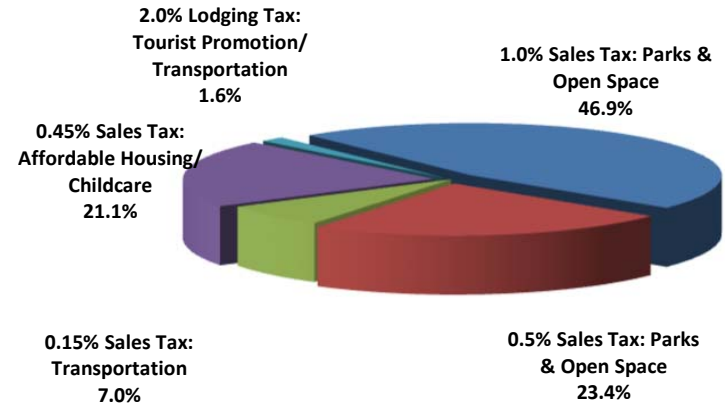
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$2,569,714	37.9%
0.5% Sales Tax: Parks & Open Space	\$1,284,549	18.9%
0.15% Sales Tax: Transportation	\$385,427	5.7%
0.45% Sales Tax: Affordable Housing/ Childcare	\$1,156,278	17.0%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$1,391,661</u>	<u>20.5%</u>
Total	\$6,787,629	100%



April Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
1.0% Sales Tax: Parks & Open Space	\$218,521	46.9%
0.5% Sales Tax: Parks & Open Space	\$109,234	23.4%
0.15% Sales Tax: Transportation	\$32,776	7.0%
0.45% Sales Tax: Affordable Housing/ Childcare	\$98,327	21.1%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$7,441</u>	<u>1.6%</u>
Total	\$466,299	100%

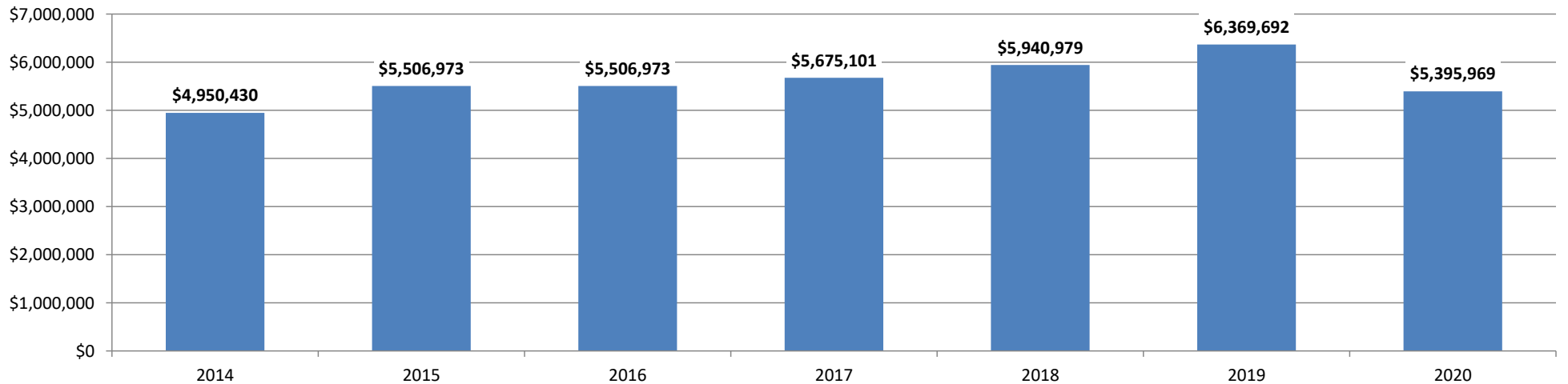


**City of Aspen Sales Tax 2.1%
April 2020**

Current Month Revenues are (39.5%) below last year's Monthly Revenues.
Year To Date Revenues are (14.5%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (15.3%) 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			\$6,884,100			\$646,709		\$7,016,401	
June	\$1,422,000			\$8,306,100			\$1,382,830		\$8,399,231	
July	\$1,849,000			\$10,155,100			\$1,920,481		\$10,319,712	
Aug	\$1,575,800			\$11,730,900			\$1,568,118		\$11,887,829	
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 April



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

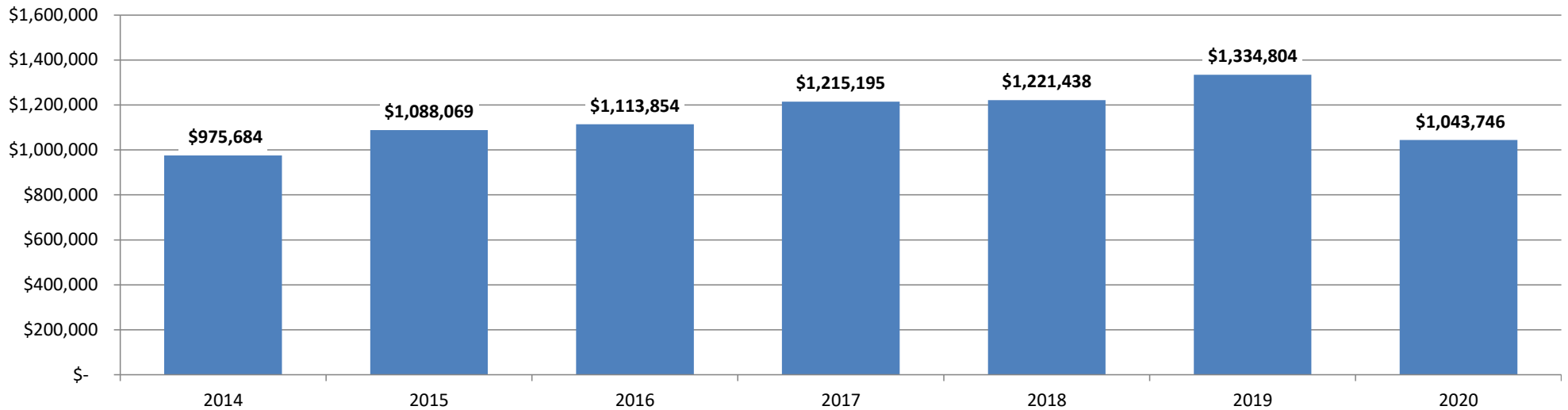
Current Month Revenues are (92.3%) below last year's Monthly Revenues adjusted for rate increase.

Year To Date Revenues are (18.6%) below Year To Date Budgeted Revenues.

Year To Date Revenues are (21.8%) below last year's Actual Year To Date Revenues adjusted for rate increase.

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	\$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			\$1,327,500			\$55,183		\$1,389,987	
June	\$217,500			\$1,545,000			\$207,585		\$1,597,572	
July	\$300,000			\$1,845,000			\$312,072		\$1,909,644	
Aug	\$255,000			\$2,100,000			\$236,486		\$2,146,131	
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 April

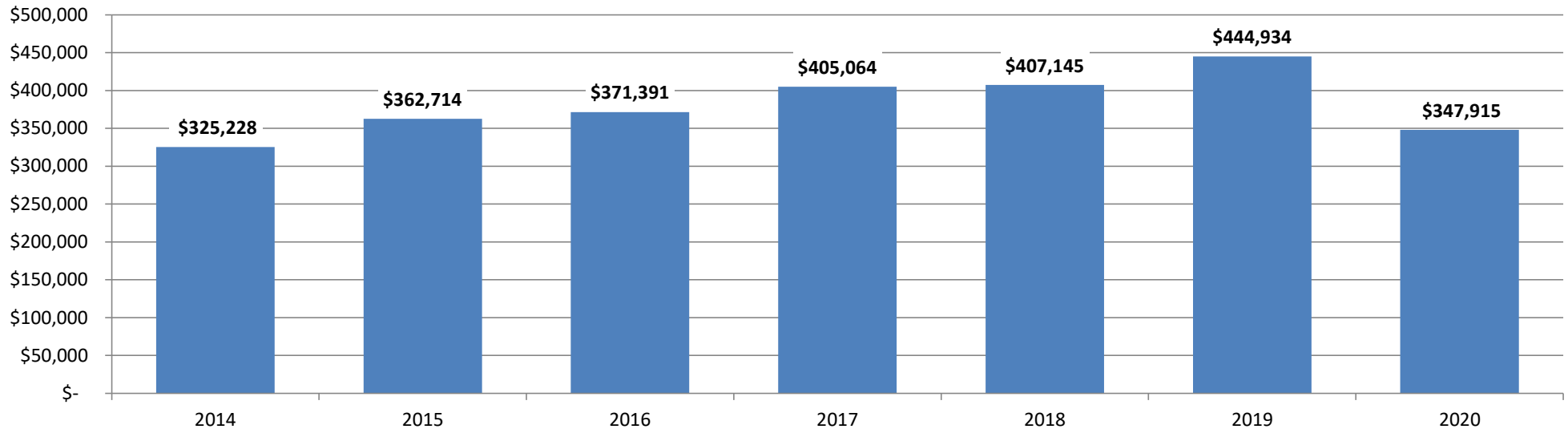


**City of Aspen Transportation 0.5% Lodging Tax
April 2020**

Current Month Revenues are (92.3%) below last year's Monthly Revenues
Year To Date Revenues are (18.6%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (21.8%) 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	\$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			\$442,500			\$18,394		\$463,328	
June	\$72,500			\$515,000			\$69,195		\$532,523	
July	\$100,000			\$615,000			\$104,024		\$636,547	
Aug	\$85,000			\$700,000			\$78,829		\$715,376	
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 April

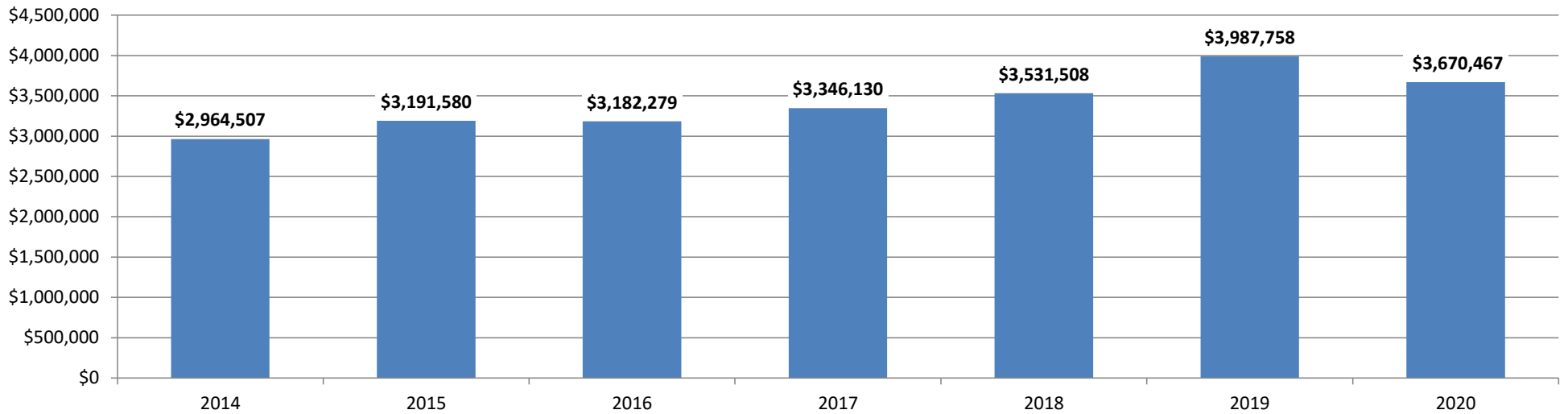


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
March 2020**

Current Month Revenues are (51.5%) below last year's Monthly Revenues.
 Year To Date Revenues are (6.5%) below Year To Date Budgeted Revenues.
 Year To Date Revenues are (8.0%) 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	\$1,357,000	\$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			\$4,411,000			\$543,209		\$ 4,530,968	
May	\$398,000			\$4,809,000			\$423,901		\$ 4,954,869	
June	\$822,000			\$5,631,000			\$867,745		\$ 5,822,613	
July	\$1,097,000			\$6,728,000			\$1,149,462		\$ 6,972,075	
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 March

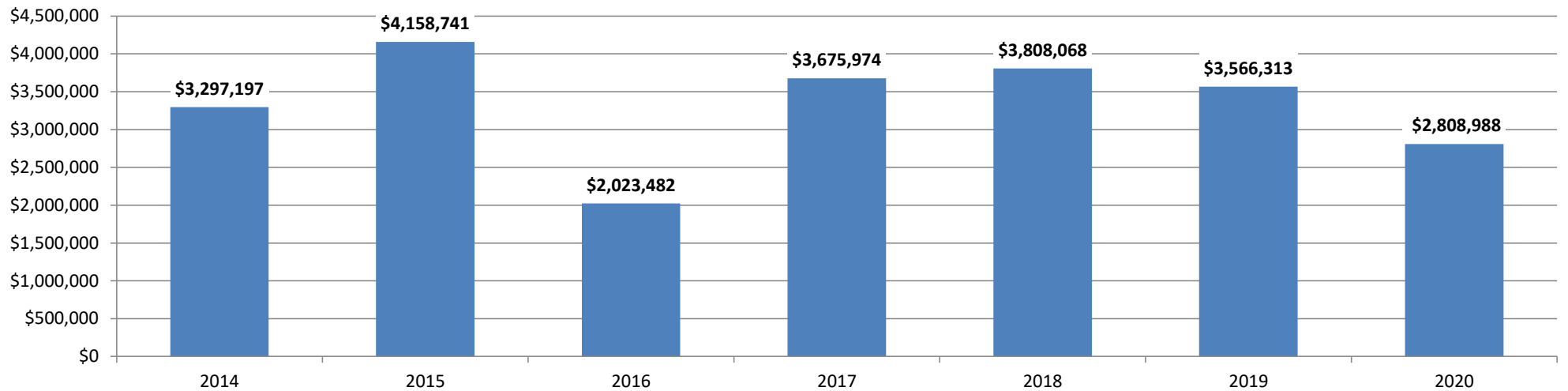


**Housing Real Estate Transfer Tax
May 2020**

Current Month Revenues are **(86.5%)** below last year's Monthly Revenues.
 Year To Date Revenues are **(3.1%)** below Year To Date Budgeted Revenues.
 Year To Date Revenues are **(21.2%)** 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	\$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			\$3,568,000			\$615,723		\$4,182,036	
July	\$488,700			\$4,056,700			\$383,273		\$4,565,308	
Aug	\$657,900			\$4,714,600			\$639,178		\$5,204,486	
Sept	\$926,800			\$5,641,400			\$703,645		\$5,908,131	
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 May



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

Current Month Revenues are (86.3%) below last year's Monthly Revenues.
Year To Date Revenues are 25.2% above Year To Date Budgeted Revenues.
Year To Date Revenues are 2.1% 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			\$1,797,700			\$320,990		\$2,186,010	
July	\$231,100			\$2,028,800			\$202,796		\$2,388,806	
Aug	\$334,300			\$2,363,100			\$343,499		\$2,732,306	
Sept	\$520,200			\$2,883,300			\$372,645		\$3,104,951	
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 May

