

To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: November 7, 2019
Re: September 2019 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 September 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for August 2019, and real estate transfer tax (RETT) collections for October 2019.

September's retail sales were up 6.3% relative to the same period in 2018. September accounts for roughly 7.1% of the year's total sales tax collections. Industries posting the largest monthly gains were Construction, Miscellaneous, and Clothing with 30.3%, 20.1%, and 5.9% increases, respectively. Industries posting the largest monthly declines were Liquor, Automobile, and Utilities with 18.9%, 10.1%, and 4.8%, respectively.

September's Lodging tax collections were up 3.8% from the same period last year. On a year-to-date basis lodging tax is up 5.5%.

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 August were up 28.4%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 16.8%.

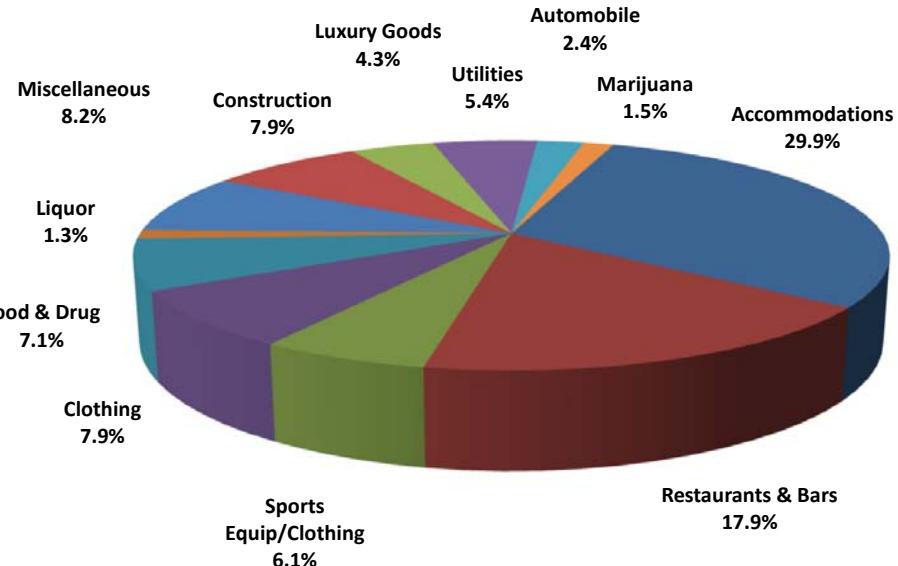
Housing and Wheeler real estate transfer tax collections for October were up 91.7% and 84.6% respectively. On a year-to-date basis through October, collections are down 3.8% and 3.1%, respectively.

City of Aspen Retail Sales by Industry

September 2019

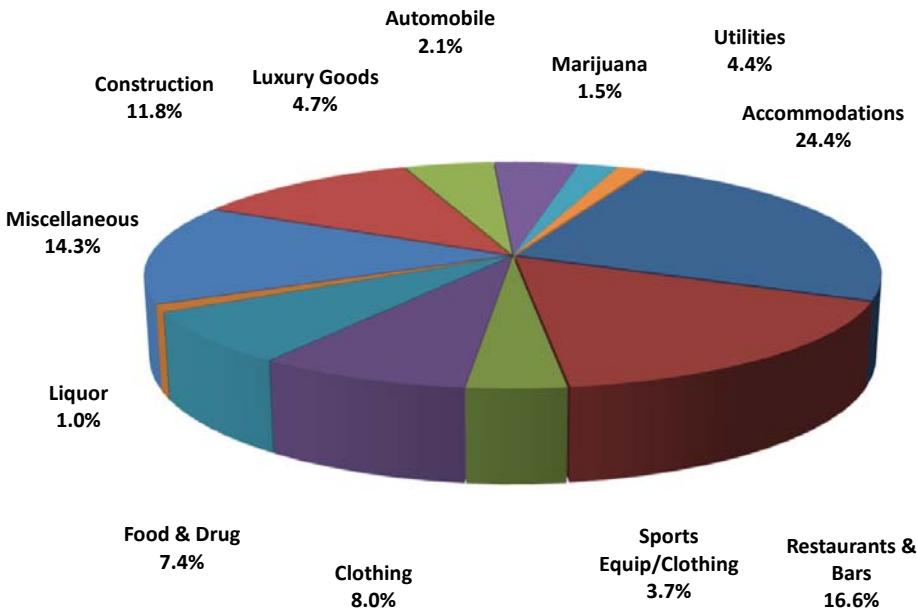
Year To Date Retail Sales

Category	YTD Retail Sales	Year To Date Retail Sales	
		% Change Prior Year	% YTD Retail Sales
Accommodations	\$187,836,519	7.5%	29.9%
Restaurants & Bars	\$112,617,997	5.1%	17.9%
Sports Equip/Clothing	\$38,158,521	4.4%	6.1%
Clothing	\$49,953,842	6.2%	7.9%
Food & Drug	\$44,783,101	5.3%	7.1%
Liquor	\$8,105,499	(0.1%)	1.3%
Miscellaneous	\$51,645,187	8.4%	8.2%
Construction	\$49,652,666	15.7%	7.9%
Luxury Goods	\$27,149,670	20.1%	4.3%
Utilities	\$33,781,963	(1.4%)	5.4%
Automobile	\$15,148,711	(3.3%)	2.4%
Marijuana	\$9,732,986	2.8%	1.5%
Total	\$628,566,661	6.8%	100.0%

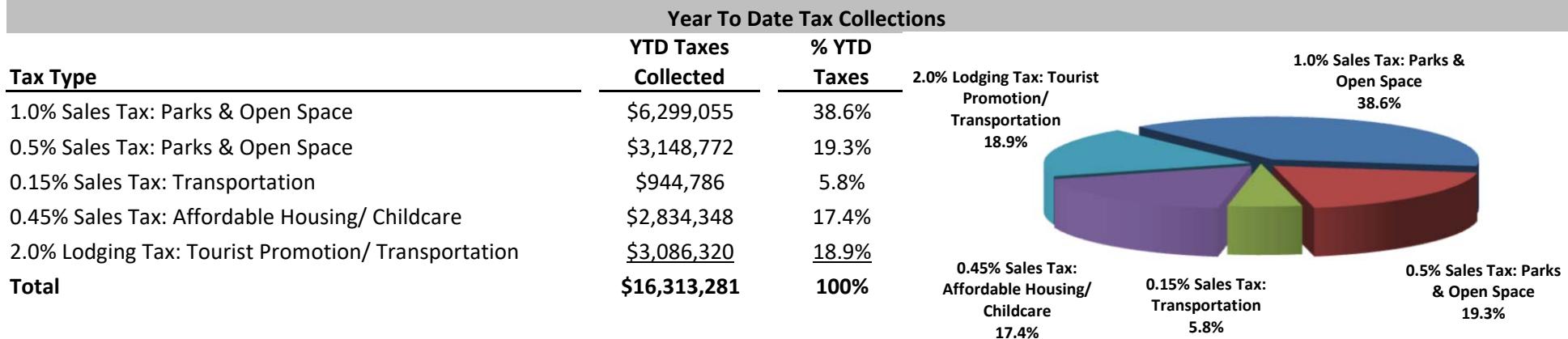


September Monthly Retail Sales

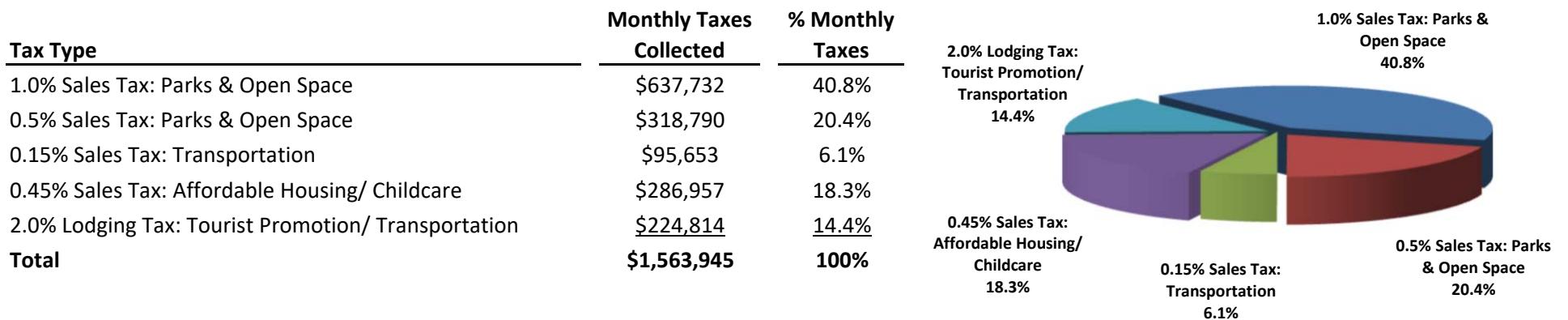
Category	Monthly Retail Sales	Businesses Reporting	September Monthly Retail Sales	
			% Change Prior Year	% Monthly Retail Sales
Accommodations	\$15,303,503	115	4.4%	24.4%
Restaurants & Bars	\$10,428,974	71	(1.4%)	16.6%
Sports Equip/Clothing	\$2,350,187	41	(3.3%)	3.7%
Clothing	\$5,007,110	92	5.9%	8.0%
Food & Drug	\$4,661,629	51	3.8%	7.4%
Liquor	\$653,984	8	(18.9%)	1.0%
Miscellaneous	\$8,967,857	488	20.1%	14.3%
Construction	\$7,417,117	201	30.3%	11.8%
Luxury Goods	\$2,928,145	81	2.9%	4.7%
Utilities	\$2,738,980	87	(4.8%)	4.4%
Automobile	\$1,309,264	1	(10.1%)	2.1%
Marijuana	\$920,030	8	(1.8%)	1.5%
Total	\$62,686,781	1244	6.3%	100.0%



City of Aspen Sales and Lodging Tax
September 2019



September Monthly Tax Collections

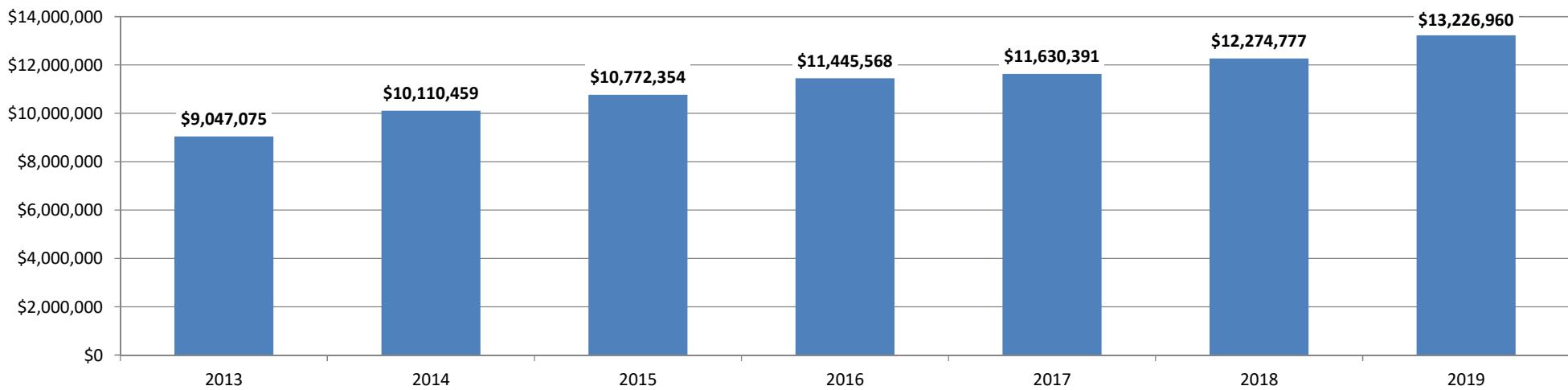


City of Aspen Sales Tax 2.1%
September 2019

Current Month Revenues are 7.9% above last year's Monthly Revenues.
Year To Date Revenues are 5.9% above Year To Date Budgeted Revenues.
Year To Date Revenues are 7.8% above last year's Actual Year To Date Revenues.

Month	2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$1,833,300	\$1,862,971	1.6%	\$1,833,300	\$1,862,971	1.6%	\$1,791,890	4.0%	\$1,791,890	4.0%
Feb	\$1,657,500	\$1,737,770	4.8%	\$3,490,800	\$3,600,741	3.1%	\$1,680,884	3.4%	\$3,472,774	3.7%
Mar	\$1,896,300	\$2,010,993	6.0%	\$5,387,100	\$5,611,734	4.2%	\$1,796,680	11.9%	\$5,269,454	6.5%
Apr	\$668,800	\$757,958	13.3%	\$6,055,900	\$6,369,692	5.2%	\$671,525	12.9%	\$5,940,979	7.2%
May	\$558,000	\$646,709	15.9%	\$6,613,900	\$7,016,401	6.1%	\$565,343	14.4%	\$6,506,322	7.8%
June	\$1,361,400	\$1,382,830	1.6%	\$7,975,300	\$8,399,231	5.3%	\$1,358,227	1.8%	\$7,864,548	6.8%
July	\$1,761,200	\$1,920,481	9.0%	\$9,736,500	\$10,319,712	6.0%	\$1,752,198	9.6%	\$9,616,746	7.3%
Aug	\$1,515,600	\$1,568,118	3.5%	\$11,252,100	\$11,887,829	5.6%	\$1,417,142	10.7%	\$11,033,889	7.7%
Sept	\$1,238,100	\$1,339,131	8.2%	\$12,490,200	\$13,226,960	5.9%	\$1,240,888	7.9%	\$12,274,777	7.8%
Oct	\$744,100			\$13,234,300			\$700,233		\$12,975,009	
Nov	\$644,900			\$13,879,200			\$623,611		\$13,598,621	
Dec	\$2,453,000			\$16,332,200			\$2,250,872		\$15,849,493	

Actual Collections Year To Date Through September

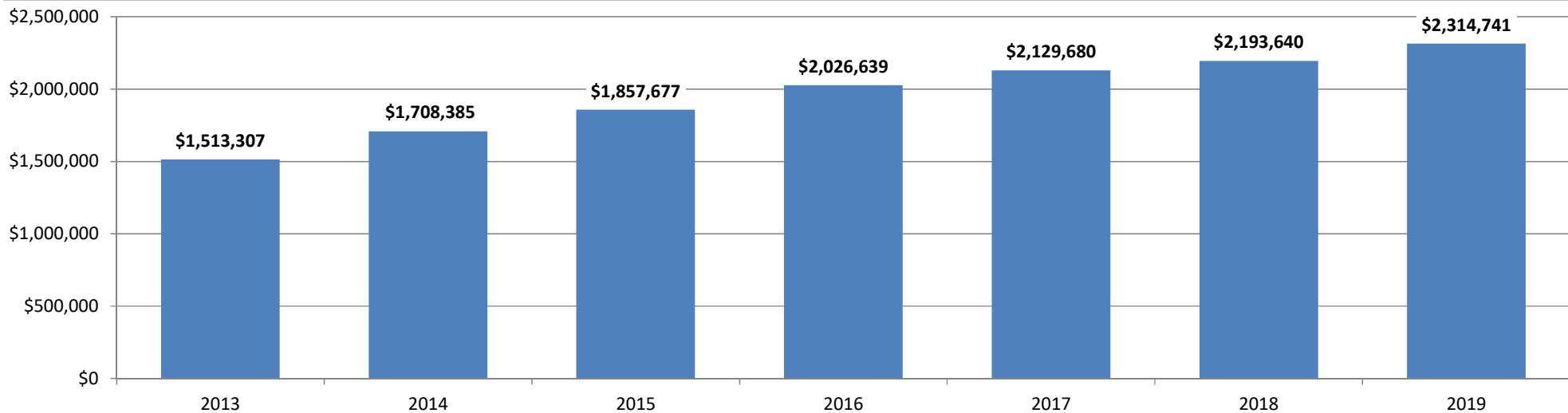


City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
September 2019

Current Month Revenues are 3.8% above last year's Monthly Revenues.
Year To Date Revenues are 2.5% above Year To Date Budgeted Revenues.
Year To Date Revenues are 5.5% above last year's Actual Year To Date Revenues.

Month	2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$412,500	\$435,183	5.5%	\$412,500	\$435,183	5.5%	\$410,858	5.9%	\$410,858	5.9%
Feb	\$390,000	\$386,172	(1.0%)	\$802,500	\$821,355	2.3%	\$363,636	6.2%	\$774,494	6.1%
Mar	\$420,000	\$441,407	5.1%	\$1,222,500	\$1,262,762	3.3%	\$384,859	14.7%	\$1,159,354	8.9%
Apr	\$60,000	\$72,042	20.1%	\$1,282,500	\$1,334,804	4.1%	\$62,085	16.0%	\$1,221,438	9.3%
May	\$45,000	\$55,183	22.6%	\$1,327,500	\$1,389,987	4.7%	\$56,234	(1.9%)	\$1,277,672	8.8%
June	\$217,500	\$207,585	(4.6%)	\$1,545,000	\$1,597,572	3.4%	\$211,315	(1.8%)	\$1,488,987	7.3%
July	\$300,000	\$312,072	4.0%	\$1,845,000	\$1,909,644	3.5%	\$305,931	2.0%	\$1,794,918	6.4%
Aug	\$255,000	\$236,486	(7.3%)	\$2,100,000	\$2,146,131	2.2%	\$236,256	0.1%	\$2,031,175	5.7%
Sept	\$157,500	\$168,611	7.1%	\$2,257,500	\$2,314,741	2.5%	\$162,465	3.8%	\$2,193,640	5.5%
Oct	\$82,500			\$2,340,000			\$69,556		\$2,263,197	
Nov	\$60,000			\$2,400,000			\$62,907		\$2,326,104	
Dec	\$490,500			\$2,890,500			\$440,111		\$2,766,215	

Actual Collections Year To Date Through September

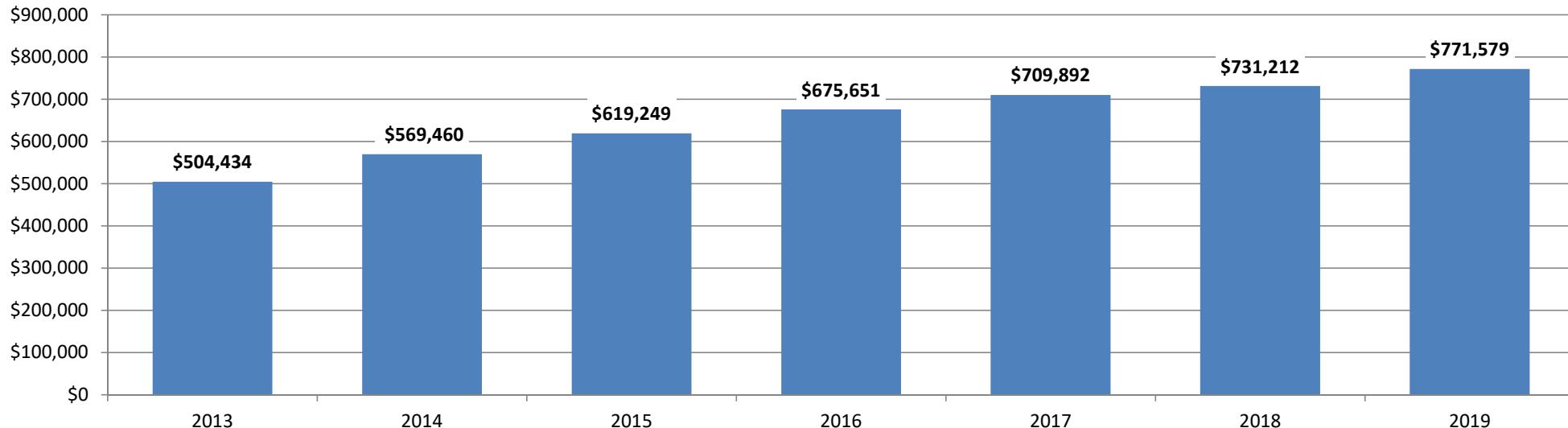


City of Aspen Transportation 0.5% Lodging Tax
September 2019

Current Month Revenues are 3.8% **above last year's Monthly Revenues.**
Year To Date Revenues are 2.5% **above Year To Date Budgeted Revenues.**
Year To Date Revenues are 5.5% **above last year's Actual Year To Date Revenues.**

Month	2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$137,500	\$145,061	5.5%	\$137,500	\$145,061	5.5%	\$136,952	5.9%	\$136,952	5.9%
Feb	\$130,000	\$128,724	(1.0%)	\$267,500	\$273,785	2.3%	\$121,212	6.2%	\$258,164	6.1%
Mar	\$140,000	\$147,136	5.1%	\$407,500	\$420,920	3.3%	\$128,286	14.7%	\$386,451	8.9%
Apr	\$20,000	\$24,014	20.1%	\$427,500	\$444,934	4.1%	\$20,695	16.0%	\$407,145	9.3%
May	\$15,000	\$18,394	22.6%	\$442,500	\$463,328	4.7%	\$18,744	(1.9%)	\$425,890	8.8%
June	\$72,500	\$69,195	(4.6%)	\$515,000	\$532,523	3.4%	\$70,438	(1.8%)	\$496,328	7.3%
July	\$100,000	\$104,024	4.0%	\$615,000	\$636,547	3.5%	\$101,977	2.0%	\$598,305	6.4%
Aug	\$85,000	\$78,829	(7.3%)	\$700,000	\$715,376	2.2%	\$78,752	0.1%	\$677,057	5.7%
Sept	\$52,500	\$56,203	7.1%	\$752,500	\$771,579	2.5%	\$54,155	3.8%	\$731,212	5.5%
Oct	\$27,500			\$780,000			\$23,185		\$754,397	
Nov	\$20,000			\$800,000			\$20,969		\$775,366	
Dec	\$163,500			\$963,500			\$146,704		\$922,069	

Actual Collections Year To Date Through September

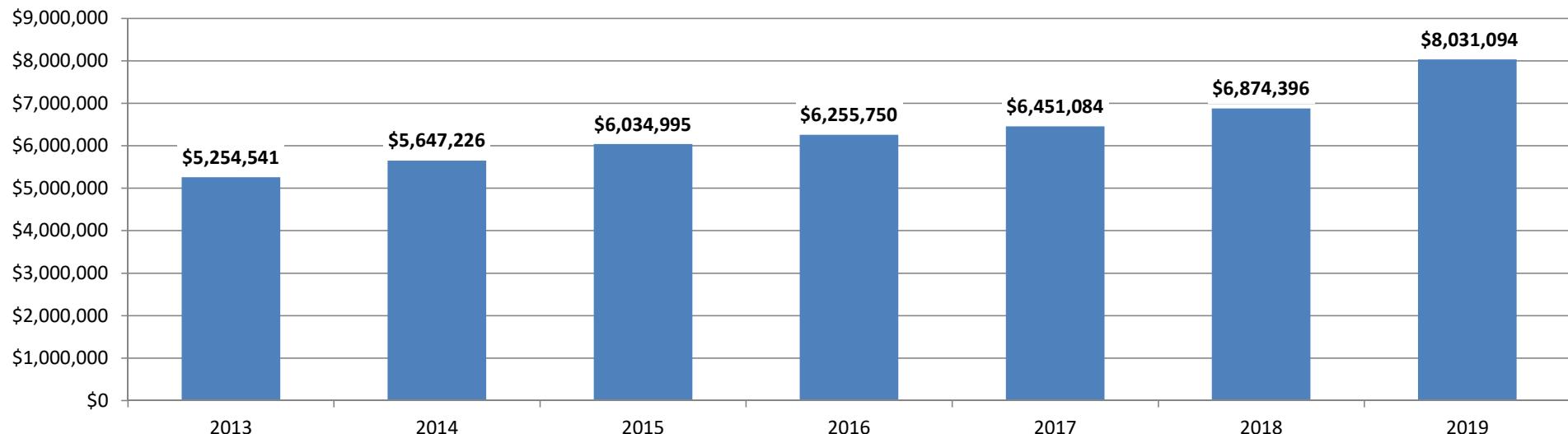


City of Aspen Portion of Pitkin County 3.6% Sales Tax
August 2019

Current Month Revenues are 28.4% above last year's Monthly Revenues.
Year To Date Revenues are 14.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are 16.8% above last year's Actual Year To Date Revenues.

Month	2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$1,250,000	\$1,332,368	6.6%	\$1,250,000	\$1,332,368	6.6%	\$1,220,153	9.2%	\$ 1,220,153	9.2%
Feb	\$1,197,000	\$1,195,264	(0.1%)	\$2,447,000	\$2,527,633	3.3%	\$1,148,144	4.1%	\$ 2,368,297	6.7%
Mar	\$1,113,000	\$1,460,126	31.2%	\$3,560,000	\$3,987,758	12.0%	\$1,163,211	25.5%	\$ 3,531,508	12.9%
Apr	\$530,000	\$543,209	2.5%	\$4,090,000	\$4,530,968	10.8%	\$434,940	24.9%	\$ 3,966,448	14.2%
May	\$326,000	\$423,901	30.0%	\$4,416,000	\$4,954,869	12.2%	\$357,579	18.5%	\$ 4,324,027	14.6%
June	\$720,000	\$867,745	20.5%	\$5,136,000	\$5,822,613	13.4%	\$739,053	17.4%	\$ 5,063,081	15.0%
July	\$941,000	\$1,149,462	22.2%	\$6,077,000	\$6,972,075	14.7%	\$986,284	16.5%	\$ 6,049,364	15.3%
Aug	\$921,000	\$1,059,020	15.0%	\$6,998,000	\$8,031,094	14.8%	\$825,032	28.4%	\$ 6,874,396	16.8%
Sept	\$669,000			\$7,667,000			\$719,959		\$ 7,594,355	
Oct	\$420,000			\$8,087,000			\$448,290		\$ 8,042,645	
Nov	\$383,000			\$8,470,000			\$434,814		\$ 8,477,459	
Dec	\$1,369,000			\$9,839,000			\$1,315,025		\$ 9,792,485	

Actual Collections Year To Date Through August

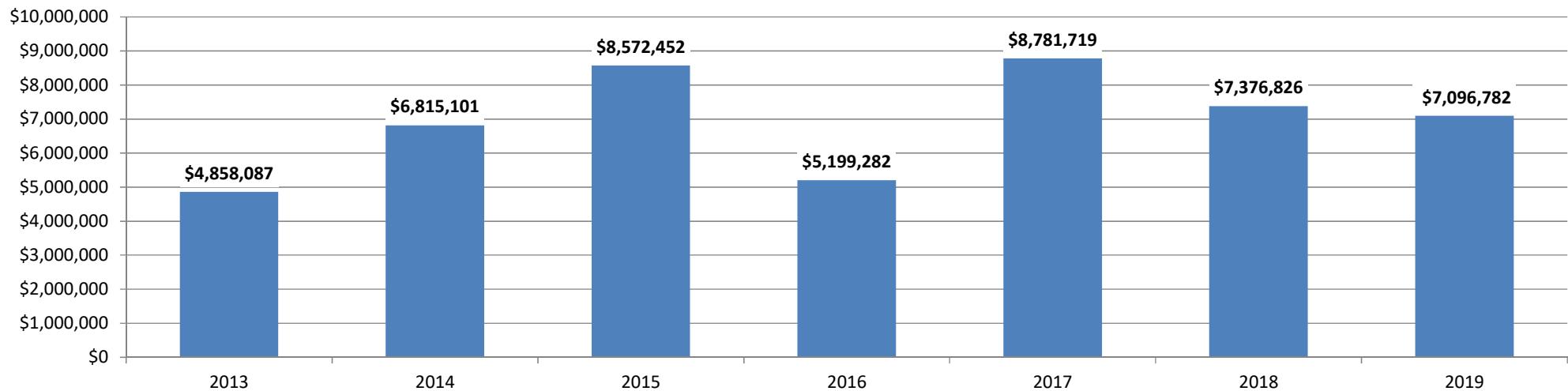


Housing Real Estate Transfer Tax
October 2019

Current Month Revenues are **91.7%** above last year's Monthly Revenues.
 Year To Date Revenues are **17.0%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **(3.8%)** below last year's Actual Year To Date Revenues.

Month	2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018			
	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$460,700	\$1,105,098	139.9%	\$460,700	\$1,105,098	139.9%	\$784,556	40.9%	\$784,556	40.9%
Feb	\$480,600	\$204,130	(57.5%)	\$941,300	\$1,309,228	39.1%	\$882,743	(76.9%)	\$1,667,298	(21.5%)
Mar	\$472,900	\$892,017	88.6%	\$1,414,200	\$2,201,245	55.7%	\$684,897	30.2%	\$2,352,196	(6.4%)
Apr	\$687,900	\$551,428	(19.8%)	\$2,102,100	\$2,752,674	30.9%	\$425,425	29.6%	\$2,777,621	(0.9%)
May	\$634,300	\$813,639	28.3%	\$2,736,400	\$3,566,313	30.3%	\$1,030,447	(21.0%)	\$3,808,068	(6.3%)
June	\$631,400	\$615,723	(2.5%)	\$3,367,800	\$4,182,036	24.2%	\$721,175	(14.6%)	\$4,529,243	(7.7%)
July	\$461,300	\$383,273	(16.9%)	\$3,829,100	\$4,565,308	19.2%	\$434,725	(11.8%)	\$4,963,968	(8.0%)
Aug	\$621,000	\$639,178	2.9%	\$4,450,100	\$5,204,486	17.0%	\$606,463	5.4%	\$5,570,431	(6.6%)
Sept	\$874,800	\$703,645	(19.6%)	\$5,324,900	\$5,908,131	11.0%	\$1,186,295	(40.7%)	\$6,756,726	(12.6%)
Oct	\$742,800	\$1,188,651	60.0%	\$6,067,700	\$7,096,782	17.0%	\$620,101	91.7%	\$7,376,826	(3.8%)
Nov	\$501,400			\$6,569,100			\$848,699		\$8,225,525	
Dec	\$610,900			\$7,180,000			\$671,236		\$8,896,761	

Actual Collections Year To Date Through October



Wheeler Opera House Real Estate Transfer Tax
October 2019

Current Month Revenues are 86.4% above last year's Monthly Revenues.
Year To Date Revenues are 19.0% above Year To Date Budgeted Revenues.
Year To Date Revenues are (3.1%) below last year's Actual Year To Date Revenues.

2019 Monthly Budget vs. 2019 Actual			2019 YTD Budget vs. 2019 Actual			2019 vs. 2018				
Month	Budget	Actual	Variance	Budget	Actual	Variance	2018 Monthly	Variance	2018 YTD	Variance
Jan	\$236,100	\$569,253	141.1%	\$236,100	\$569,253	141.1%	\$407,558	39.7%	\$407,558	39.7%
Feb	\$250,200	\$109,065	(56.4%)	\$486,300	\$678,318	39.5%	\$451,066	(75.8%)	\$858,624	(21.0%)
Mar	\$233,500	\$462,116	97.9%	\$719,800	\$1,140,434	58.4%	\$353,354	30.8%	\$1,211,978	(5.9%)
Apr	\$367,900	\$296,169	(19.5%)	\$1,087,700	\$1,436,603	32.1%	\$223,663	32.4%	\$1,435,640	0.1%
May	\$329,200	\$428,417	30.1%	\$1,416,900	\$1,865,020	31.6%	\$535,736	(20.0%)	\$1,971,376	(5.4%)
June	\$256,600	\$320,990	25.1%	\$1,673,500	\$2,186,010	30.6%	\$372,788	(13.9%)	\$2,344,164	(6.7%)
July	\$222,900	\$202,796	(9.0%)	\$1,896,400	\$2,388,806	26.0%	\$229,636	(11.7%)	\$2,573,800	(7.2%)
Aug	\$323,500	\$343,499	6.2%	\$2,219,900	\$2,732,306	23.1%	\$323,442	6.2%	\$2,897,242	(5.7%)
Sept	\$491,400	\$372,645	(24.2%)	\$2,711,300	\$3,104,951	14.5%	\$611,828	(39.1%)	\$3,509,069	(11.5%)
Oct	\$413,800	\$615,288	48.7%	\$3,125,100	\$3,720,238	19.0%	\$330,170	86.4%	\$3,839,239	(3.1%)
Nov	\$260,900			\$3,386,000			\$446,427		\$4,285,666	
Dec	\$360,000			\$3,746,000			\$347,901		\$4,633,568	

Actual Collections Year To Date Through October

