

**To:** Aspen City Council  
**From:** Anthony Lewin, Tax Auditor  
**Date:** October 4, 2019  
**Re:** August 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 August 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for July 2019, and real estate transfer tax (RETT) collections for September 2019.

August's retail sales were up 6.2% relative to the same period in 2018. August accounts for roughly 9.4% of the year's total sales tax collections. Industries posting the largest monthly gains were Construction, Sports Equip/Clothing, and Miscellaneous with 39.0%, 9.3%, and 8.9% increases, respectively. Industries posting the largest monthly declines were Automobile, Luxury Goods and Utilities with 11.7%, 11.3%, and 0.3%, respectively.

August's Lodging tax collections were up 0.1% from the same period last year. On a year-to-date basis lodging tax is up 5.7%

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 16.5%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 15.3%

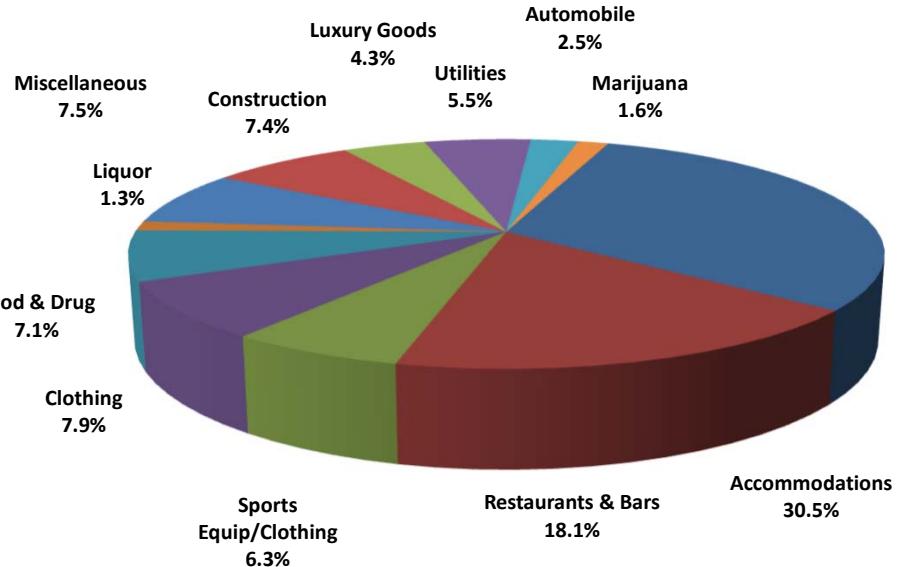
Housing and Wheeler real estate transfer tax collections for September were down 40.7% and 39.1% respectively. On a year-to-date basis through September, collections are down 12.6% and 11.5%, respectively.

### City of Aspen Retail Sales by Industry

August 2019

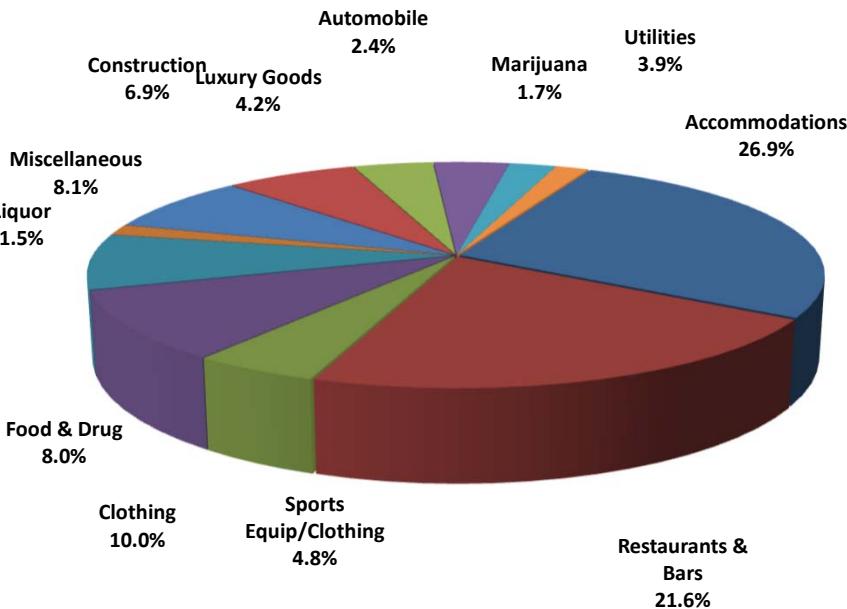
#### Year To Date Retail Sales

| Category              | YTD Retail Sales     | % Change    |               | Retail Sales |
|-----------------------|----------------------|-------------|---------------|--------------|
|                       |                      | Prior Year  | YTD           |              |
| Accommodations        | \$172,446,389        | 7.7%        | 30.5%         |              |
| Restaurants & Bars    | \$102,170,860        | 5.8%        | 18.1%         |              |
| Sports Equip/Clothing | \$35,808,334         | 5.0%        | 6.3%          |              |
| Clothing              | \$44,786,570         | 5.8%        | 7.9%          |              |
| Food & Drug           | \$39,849,483         | 4.7%        | 7.1%          |              |
| Liquor                | \$7,451,514          | 2.0%        | 1.3%          |              |
| Miscellaneous         | \$42,557,063         | 6.0%        | 7.5%          |              |
| Construction          | \$41,981,708         | 12.7%       | 7.4%          |              |
| Luxury Goods          | \$24,132,054         | 22.1%       | 4.3%          |              |
| Utilities             | \$31,029,390         | (1.2%)      | 5.5%          |              |
| Automobile            | \$13,839,446         | (2.6%)      | 2.5%          |              |
| Marijuana             | \$8,812,956          | 3.3%        | 1.6%          |              |
| <b>Total</b>          | <b>\$564,865,769</b> | <b>6.6%</b> | <b>100.0%</b> |              |

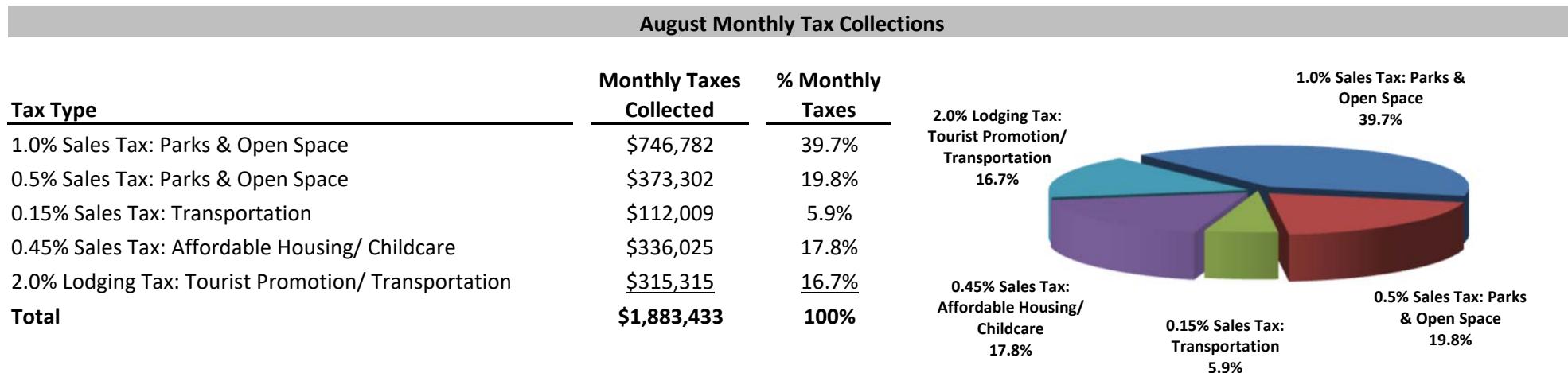
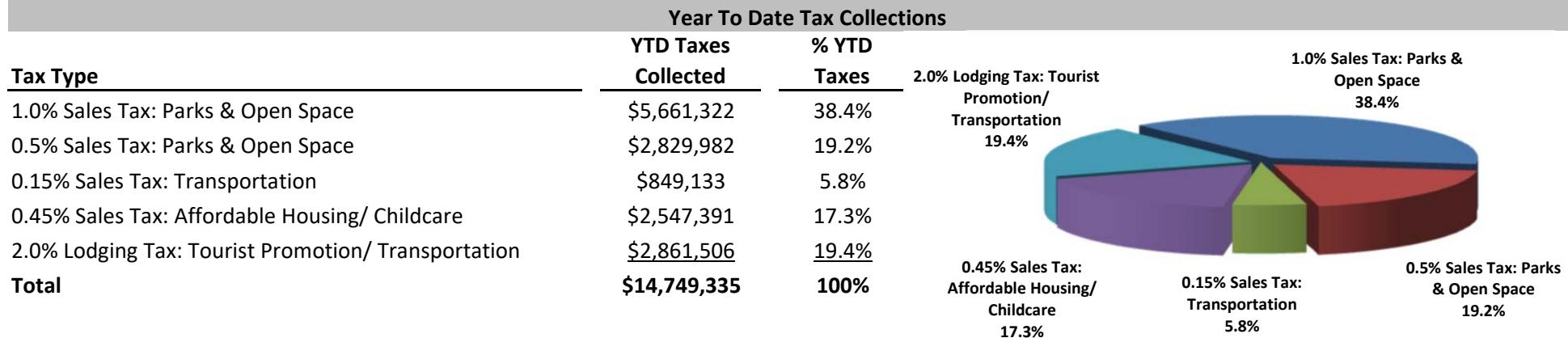


#### August Monthly Retail Sales

| Category              | Monthly Retail Sales | Businesses Reporting | % Change    |               | % Monthly Retail Sales |
|-----------------------|----------------------|----------------------|-------------|---------------|------------------------|
|                       |                      |                      | Prior Year  | Year          |                        |
| Accommodations        | \$19,843,402         | 70                   | 5.6%        | 26.9%         |                        |
| Restaurants & Bars    | \$15,925,261         | 71                   | 5.6%        | 21.6%         |                        |
| Sports Equip/Clothing | \$3,520,496          | 38                   | 9.3%        | 4.8%          |                        |
| Clothing              | \$7,351,098          | 82                   | 8.2%        | 10.0%         |                        |
| Food & Drug           | \$5,895,215          | 38                   | 2.7%        | 8.0%          |                        |
| Liquor                | \$1,140,188          | 9                    | 8.6%        | 1.5%          |                        |
| Miscellaneous         | \$5,944,705          | 295                  | 8.9%        | 8.1%          |                        |
| Construction          | \$5,085,537          | 111                  | 39.0%       | 6.9%          |                        |
| Luxury Goods          | \$3,076,369          | 79                   | (11.3%)     | 4.2%          |                        |
| Utilities             | \$2,911,987          | 75                   | (0.3%)      | 3.9%          |                        |
| Automobile            | \$1,800,323          | 1                    | (11.7%)     | 2.4%          |                        |
| Marijuana             | \$1,288,375          | 8                    | 1.1%        | 1.7%          |                        |
| <b>Total</b>          | <b>\$73,782,956</b>  | <b>877</b>           | <b>6.2%</b> | <b>100.0%</b> |                        |



**City of Aspen Sales and Lodging Tax**  
**August 2019**

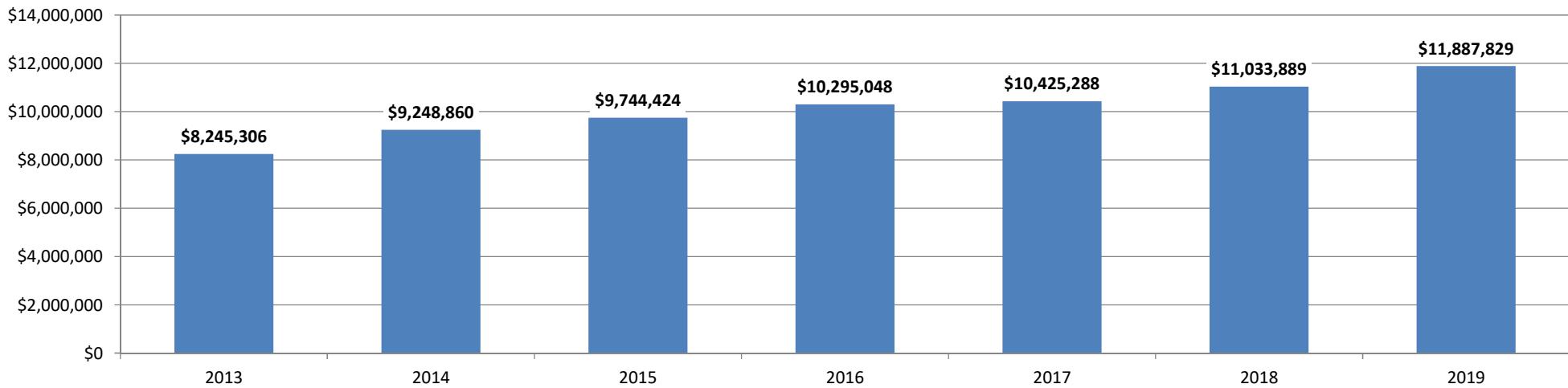


**City of Aspen Sales Tax 2.1%**  
**August 2019**

**Current Month Revenues are 10.7% above last year's Monthly Revenues.**  
**Year To Date Revenues are 5.6% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 7.7% above last year's Actual Year To Date Revenues.**

| <b>Month</b> | <b>2019 Monthly Budget vs. 2019 Actual</b> |               |                 | <b>2019 YTD Budget vs. 2019 Actual</b> |               |                 | <b>2019 vs. 2018</b> |                 |                 |                 |
|--------------|--|---------------|-----------------|--|---------------|-----------------|----------------------|-----------------|-----------------|-----------------|
|              | <b>Budget</b>                              | <b>Actual</b> | <b>Variance</b> | <b>Budget</b>                          | <b>Actual</b> | <b>Variance</b> | <b>2018 Monthly</b>  | <b>Variance</b> | <b>2018 YTD</b> | <b>Variance</b> |
| 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                                |               |                 | \$12,490,200                           |               |                 | \$1,240,888          |                 | \$12,274,777    |                 |
| 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 August**



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

**August 2019**

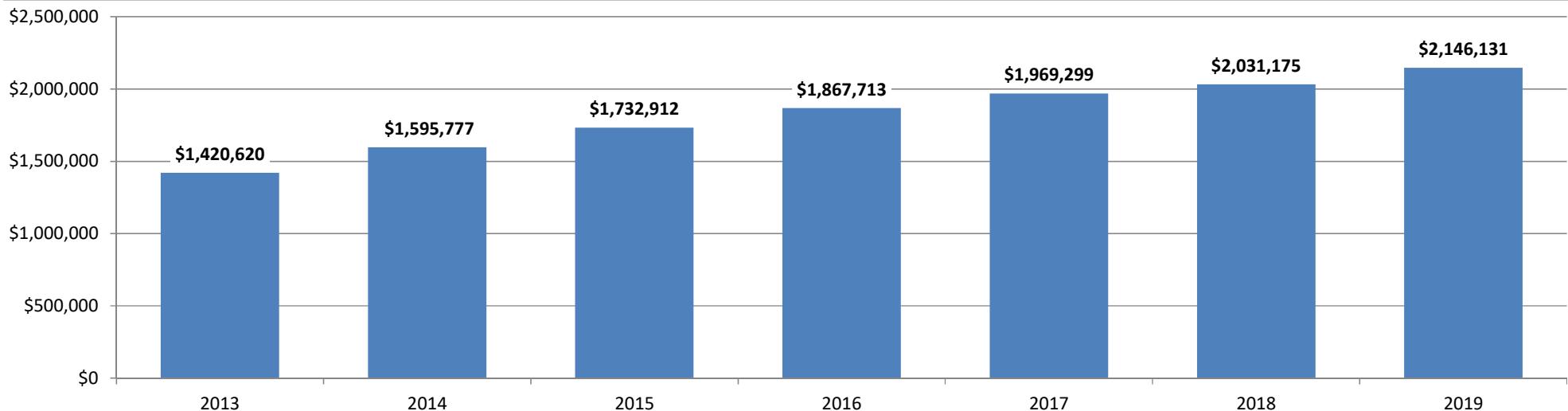
**Current Month Revenues are 0.1% above last year's Monthly Revenues.**

**Year To Date Revenues are 2.2% above Year To Date Budgeted Revenues.**

**Year To Date Revenues are 5.7% above last year's Actual Year To Date Revenues.**

| <b>Month</b> | <b>2019 Monthly Budget vs. 2019 Actual</b> |               |                 | <b>2019 YTD Budget vs. 2019 Actual</b> |               |                 | <b>2019 vs. 2018</b> |                 |                 |                 |
|--------------|--|---------------|-----------------|--|---------------|-----------------|----------------------|-----------------|-----------------|-----------------|
|              | <b>Budget</b>                              | <b>Actual</b> | <b>Variance</b> | <b>Budget</b>                          | <b>Actual</b> | <b>Variance</b> | <b>2018 Monthly</b>  | <b>Variance</b> | <b>2018 YTD</b> | <b>Variance</b> |
| 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                                  |               |                 | \$2,257,500                            |               |                 | \$162,465            |                 | \$2,193,640     |                 |
| 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 August**

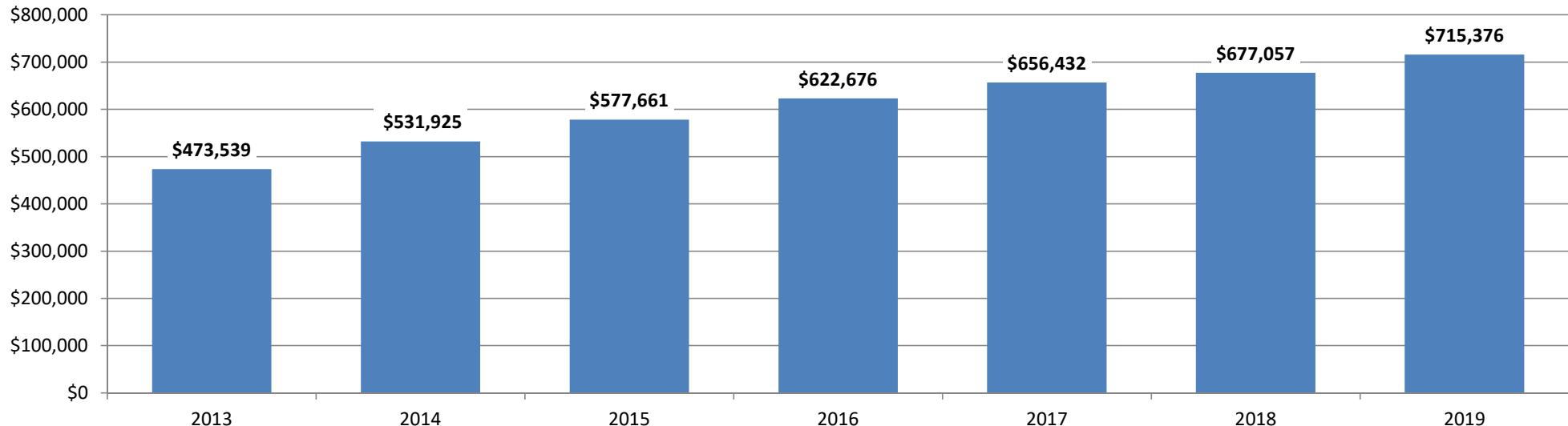


**City of Aspen Transportation 0.5% Lodging Tax**  
**August 2019**

**Current Month Revenues are** **0.1%** **above last year's Monthly Revenues.**  
**Year To Date Revenues are** **2.2%** **above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are** **5.7%** **above last year's Actual Year To Date Revenues.**

| <b>Month</b> | <b>2019 Monthly Budget vs. 2019 Actual</b> |               |                 | <b>2019 YTD Budget vs. 2019 Actual</b> |               |                 | <b>2019 vs. 2018</b> |                 |                 |                 |
|--------------|--|---------------|-----------------|--|---------------|-----------------|----------------------|-----------------|-----------------|-----------------|
|              | <b>Budget</b>                              | <b>Actual</b> | <b>Variance</b> | <b>Budget</b>                          | <b>Actual</b> | <b>Variance</b> | <b>2018 Monthly</b>  | <b>Variance</b> | <b>2018 YTD</b> | <b>Variance</b> |
| 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                                   |               |                 | \$752,500                              |               |                 | \$54,155             |                 | \$731,212       |                 |
| 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 August**

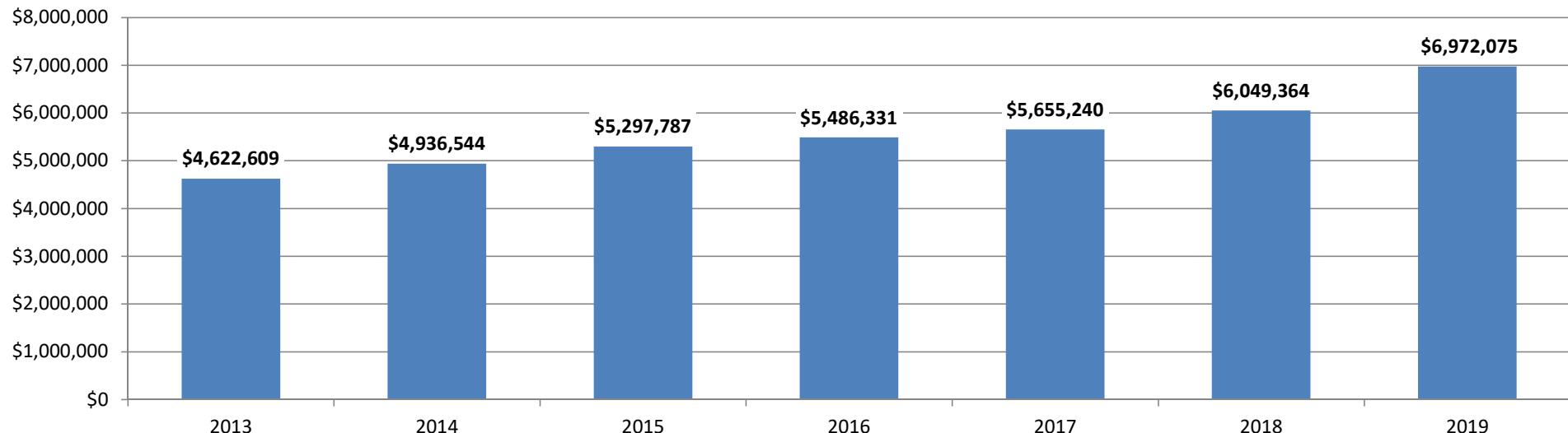


**City of Aspen Portion of Pitkin County 3.6% Sales Tax**  
**July 2019**

**Current Month Revenues are 16.5% above last year's Monthly Revenues.**  
**Year To Date Revenues are 14.7% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 15.3% above last year's Actual Year To Date Revenues.**

| <b>Month</b> | <b>2019 Monthly Budget vs. 2019 Actual</b> |               |                 | <b>2019 YTD Budget vs. 2019 Actual</b> |               |                 | <b>2019 vs. 2018</b> |                 |                 |                 |
|--------------|--|---------------|-----------------|--|---------------|-----------------|----------------------|-----------------|-----------------|-----------------|
|              | <b>Budget</b>                              | <b>Actual</b> | <b>Variance</b> | <b>Budget</b>                          | <b>Actual</b> | <b>Variance</b> | <b>2018 Monthly</b>  | <b>Variance</b> | <b>2018 YTD</b> | <b>Variance</b> |
| 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                                  |               |                 | \$6,998,000                            |               |                 | \$825,032            |                 | \$ 6,874,396    |                 |
| 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 July**

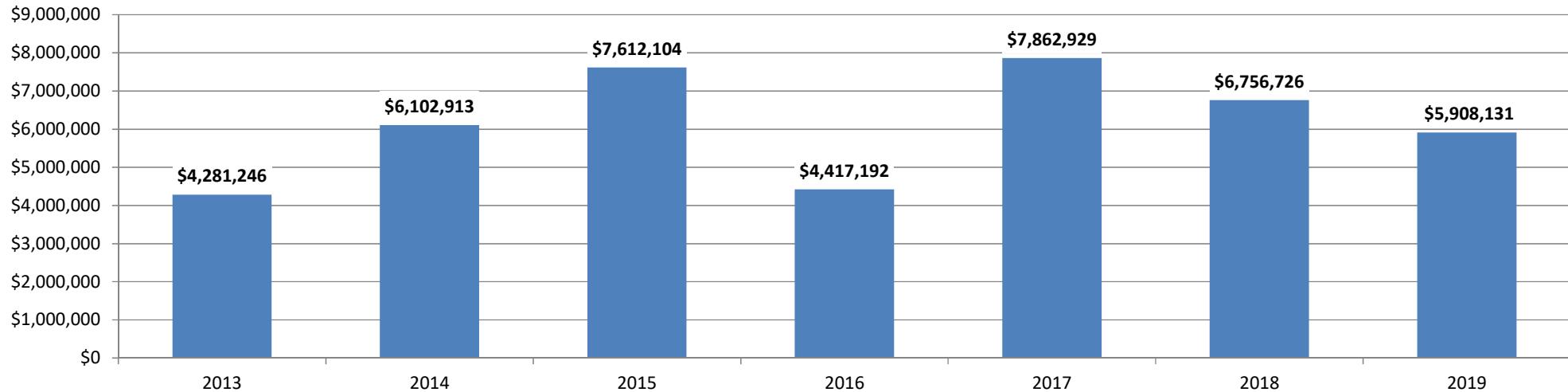


**Housing Real Estate Transfer Tax**  
**September 2019**

Current Month Revenues are **(40.7%)** below last year's Monthly Revenues.  
 Year To Date Revenues are **11.0%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **(12.6%)** 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                                 | \$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 |             |          | \$6,067,700                     |             |          | \$620,101     |          | \$7,376,826 |          |
| 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 September**



**Wheeler Opera House Real Estate Transfer Tax**  
**September 2019**

**Current Month Revenues are (39.1%) below last year's Monthly Revenues.**  
**Year To Date Revenues are 14.5% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (11.5%) 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 |           |          | \$3,125,100                     |             |          | \$330,170     |          | \$3,839,239 |          |
| 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 September**

