

To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: July 8, 2019
Re: May 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 May 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for April 2019, and real estate transfer tax (RETT) collections for June 2019.

May's retail sales were down 5.5% relative to the same period in 2018; however, May accounts for roughly 3.4% of the year's total sales tax collections. Industries posting the largest monthly gains were Automobiles, Luxury Goods, and Construction with 44.1%, 14.4%, and 9.1% increases, respectively. Industries posting the largest monthly declines were Marijuana, Utilities, and Liquor with 23.0%, 21.6%, and 21.0%, respectively.

May's Lodging tax collections were down 4.7% from the same period last year. On a year-to-date basis lodging tax is up 8.7%

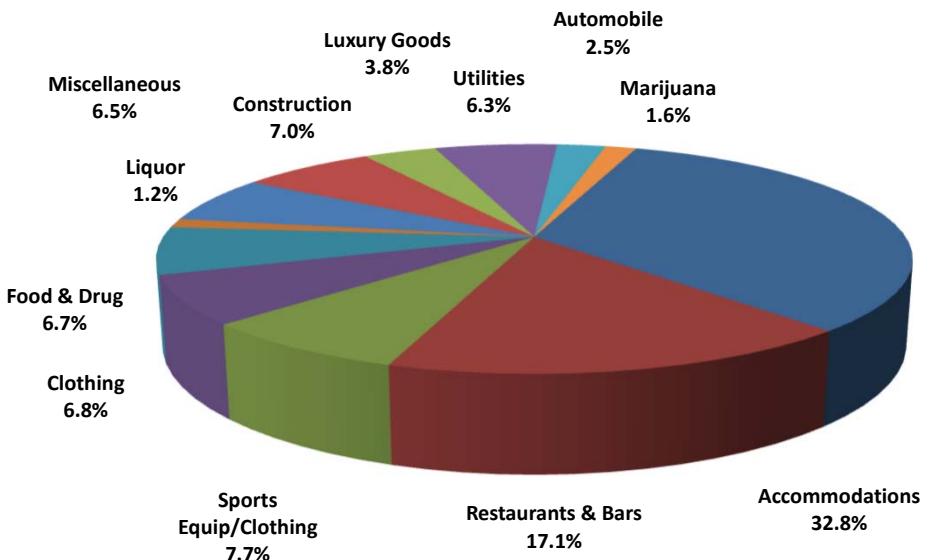
Aspen's portion of Pitkin County's sales tax collections (one month behind City collection statistics because they are collected at the State level) for April were up 24.9%. On a year-to-date basis Aspen's portion of Pitkin County's sales tax is up 14.2%

Housing and Wheeler real estate transfer tax collections for June were up 1.0% and 2.3% respectively. On a year-to-date basis through June, collections are down 5.8% and 3.0%, respectively.

City of Aspen Retail Sales by Industry

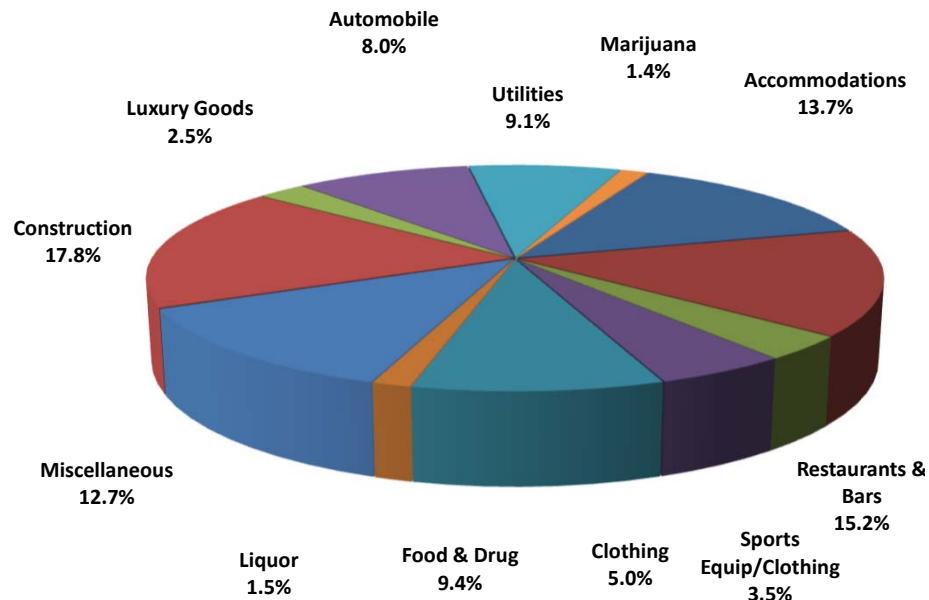
May 2019

Category	YTD Retail Sales	Year To Date Retail Sales	
		% Change Prior Year	% YTD Retail Sales
Accommodations	\$108,629,134	9.6%	32.8%
Restaurants & Bars	\$56,740,006	7.2%	17.1%
Sports Equip/Clothing	\$25,618,264	4.4%	7.7%
Clothing	\$22,633,416	4.6%	6.8%
Food & Drug	\$22,049,160	5.0%	6.7%
Liquor	\$4,109,588	1.6%	1.2%
Miscellaneous	\$21,474,260	4.7%	6.5%
Construction	\$23,073,769	3.5%	7.0%
Luxury Goods	\$12,491,687	28.7%	3.8%
Utilities	\$20,932,125	(2.3%)	6.3%
Automobile	\$8,303,497	7.2%	2.5%
Marijuana	\$5,283,714	4.1%	1.6%
Total	\$331,338,621	6.9%	100.0%

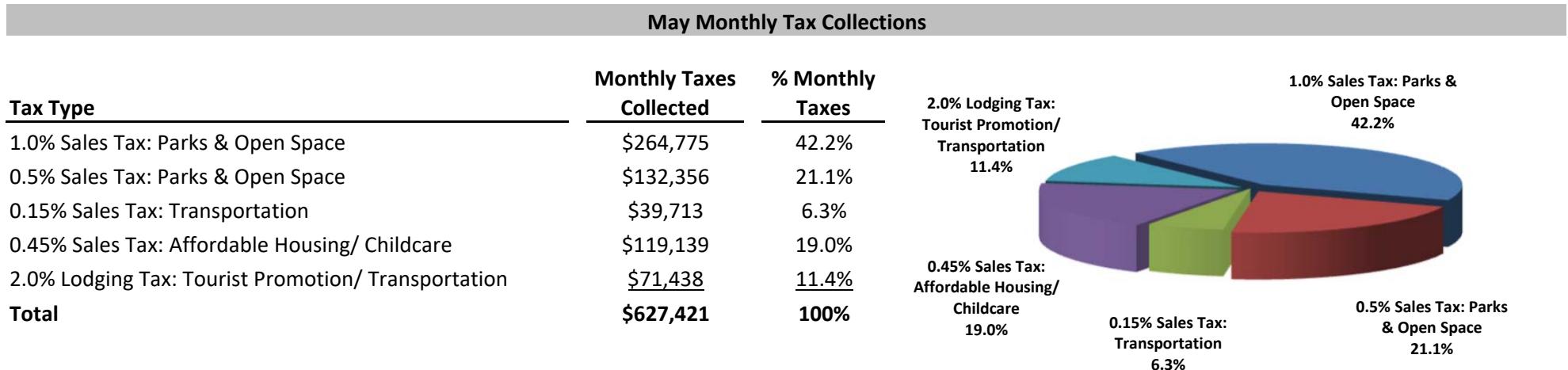
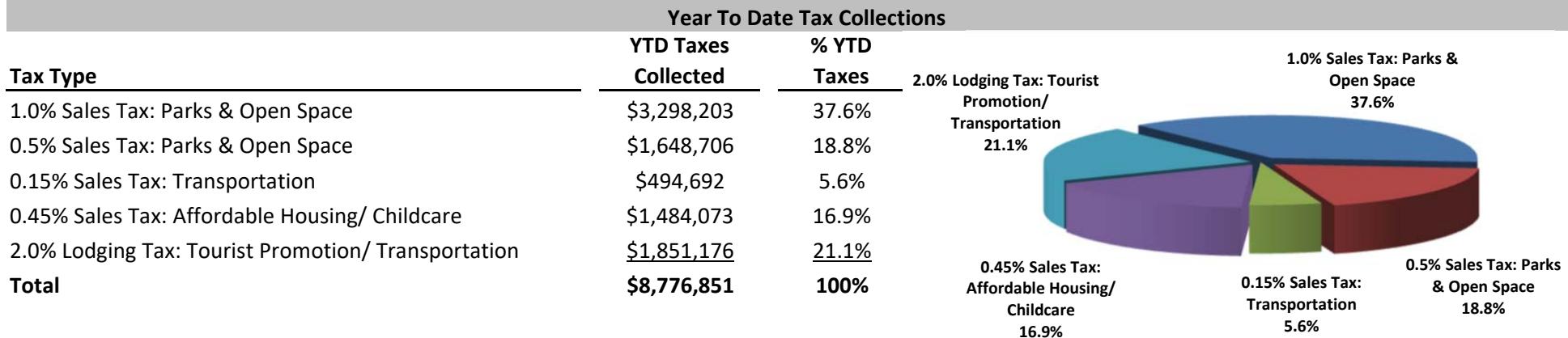


May Monthly Retail Sales

Category	Monthly Retail Sales	Businesses Reporting	% Change Prior Year	% Monthly Retail Sales
Accommodations	\$3,506,646	45	(18.7%)	13.7%
Restaurants & Bars	\$3,884,534	60	(5.7%)	15.2%
Sports Equip/Clothing	\$885,290	28	(16.7%)	3.5%
Clothing	\$1,284,784	56	(9.0%)	5.0%
Food & Drug	\$2,405,606	18	(13.5%)	9.4%
Liquor	\$369,964	7	(21.0%)	1.5%
Miscellaneous	\$3,244,193	230	0.0%	12.7%
Construction	\$4,551,626	92	9.1%	17.8%
Luxury Goods	\$648,254	26	14.4%	2.5%
Utilities	\$2,330,215	46	(21.6%)	9.1%
Automobile	\$2,032,960	1	44.1%	8.0%
Marijuana	\$359,214	7	(23.0%)	1.4%
Total	\$25,503,287	616	(5.5%)	100.0%



City of Aspen Sales and Lodging Tax
May 2019

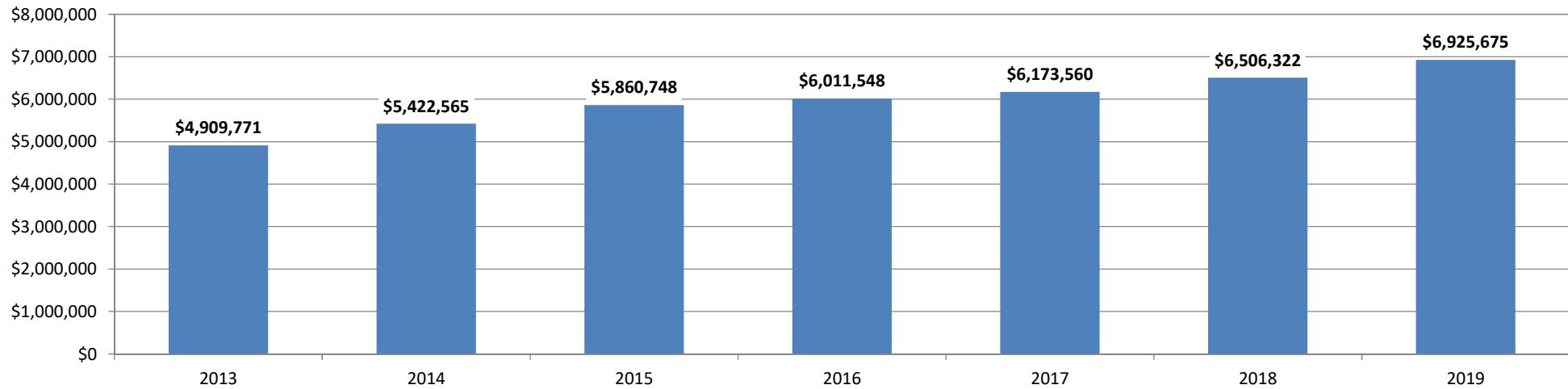


City of Aspen Sales Tax 2.1%
May 2019

Current Month Revenues are **(1.7%)** **below last year's Monthly Revenues.**
Year To Date Revenues are **4.7%** **above Year To Date Budgeted Revenues.**
Year To Date Revenues are **6.4%** **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	\$555,983	(0.4%)	\$6,613,900	\$6,925,675	4.7%	\$565,343	(1.7%)	\$6,506,322	6.4%
June	\$1,361,400			\$7,975,300			\$1,358,227		\$7,864,548	
July	\$1,761,200			\$9,736,500			\$1,752,198		\$9,616,746	
Aug	\$1,515,600			\$11,252,100			\$1,417,142		\$11,033,889	
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 May



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

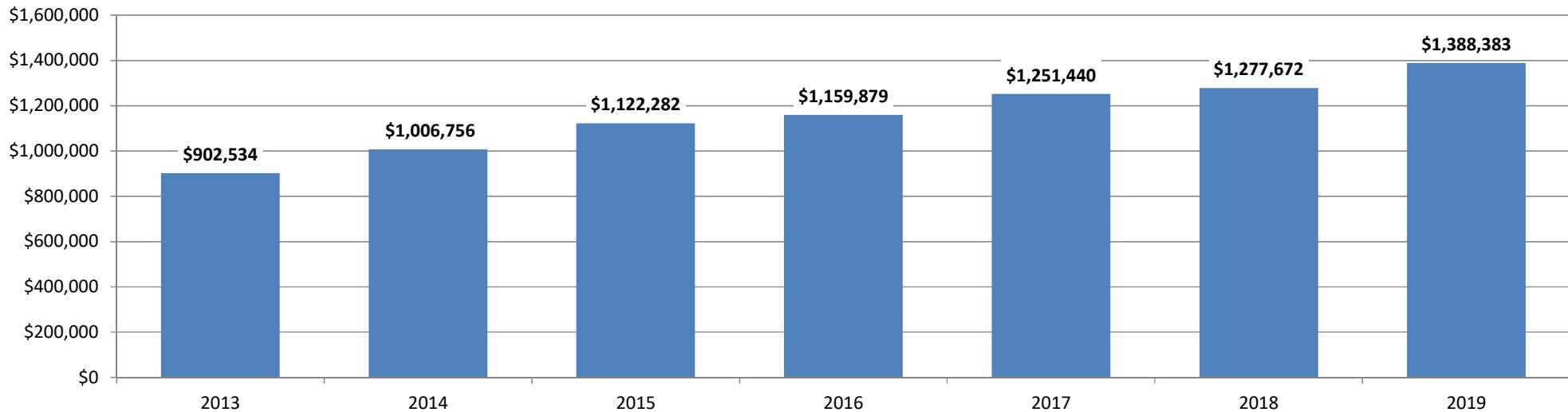
Current Month Revenues are **(4.7%)** **below last year's Monthly Revenues adjusted for rate increase.**

Year To Date Revenues are **4.6%** **above Year To Date Budgeted Revenues.**

Year To Date Revenues are **8.7%** **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	\$53,579	19.1%	\$1,327,500	\$1,388,383	4.6%	\$56,234	(4.7%)	\$1,277,672	8.7%
June	\$217,500			\$1,545,000			\$211,315		\$1,488,987	
July	\$300,000			\$1,845,000			\$305,931		\$1,794,918	
Aug	\$255,000			\$2,100,000			\$236,256		\$2,031,175	
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 May

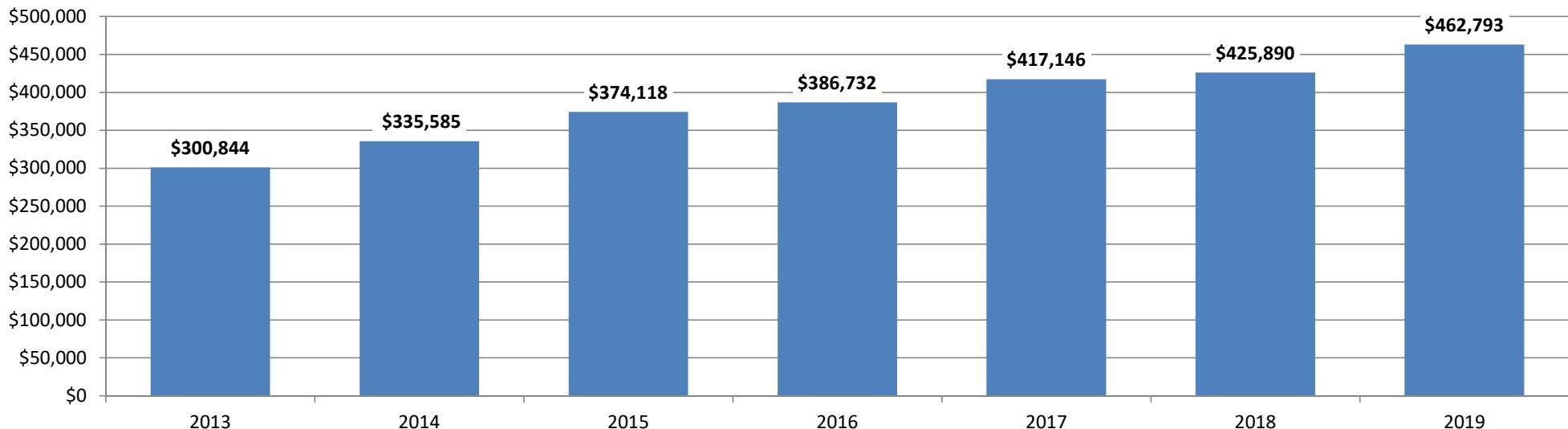


City of Aspen Transportation 0.5% Lodging Tax
May 2019

Current Month Revenues are **(4.7%)** **below last year's Monthly Revenues**
Year To Date Revenues are **4.6%** **above Year To Date Budgeted Revenues.**
Year To Date Revenues are **8.7%** **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	\$17,859	19.1%	\$442,500	\$462,793	4.6%	\$18,744	(4.7%)	\$425,890	8.7%
June	\$72,500			\$515,000			\$70,438		\$496,328	
July	\$100,000			\$615,000			\$101,977		\$598,305	
Aug	\$85,000			\$700,000			\$78,752		\$677,057	
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 May

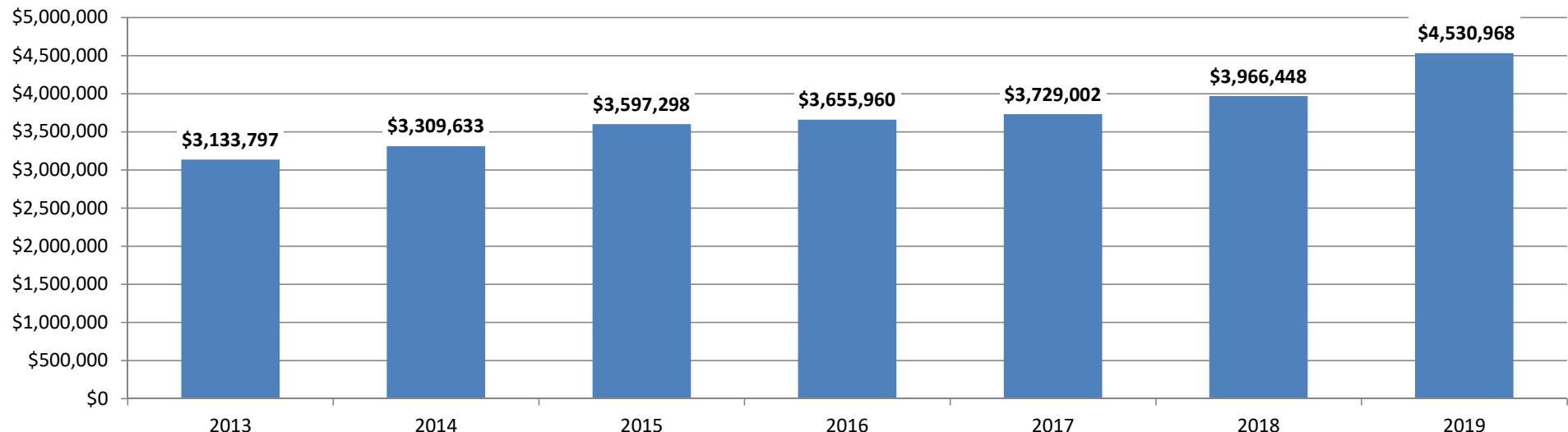


City of Aspen Portion of Pitkin County 3.6% Sales Tax
April 2019

Current Month Revenues are 24.9% above last year's Monthly Revenues.
Year To Date Revenues are 10.8% above Year To Date Budgeted Revenues.
Year To Date Revenues are 14.2% 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			\$4,416,000			\$357,579		\$ 4,324,027	
June	\$720,000			\$5,136,000			\$739,053		\$ 5,063,081	
July	\$941,000			\$6,077,000			\$986,284		\$ 6,049,364	
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 April



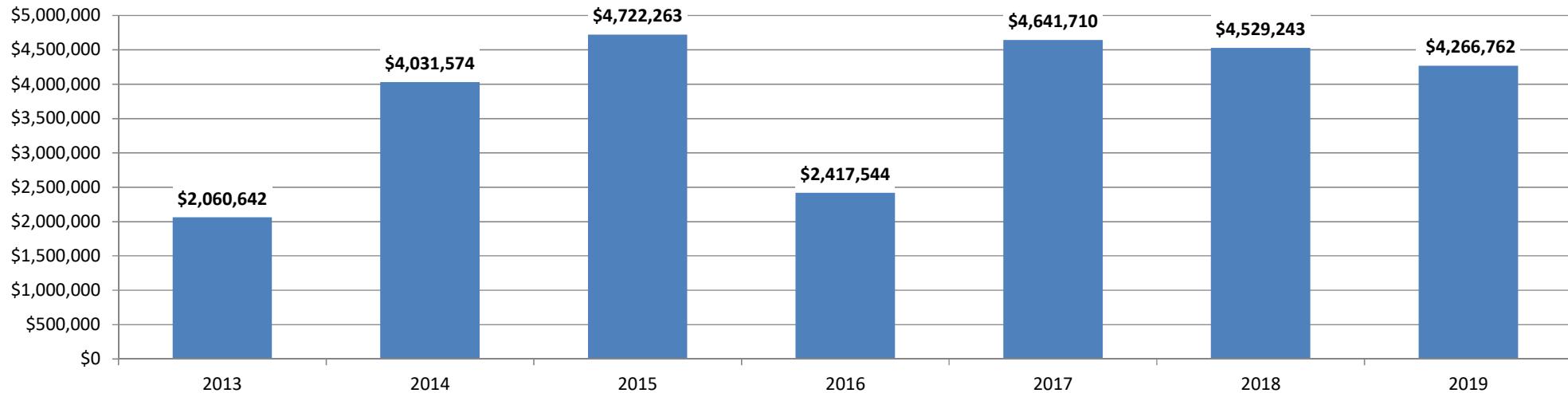
Housing Real Estate Transfer Tax

June 2019

Current Month Revenues are **1.0%** above last year's Monthly Revenues.
 Year To Date Revenues are **26.7%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **(5.8%)** 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	\$543,187	(21.0%)	\$2,102,100	\$2,744,433	30.6%	\$425,425	27.7%	\$2,777,621	(1.2%)
May	\$634,300	\$793,639	25.1%	\$2,736,400	\$3,538,072	29.3%	\$1,030,447	(23.0%)	\$3,808,068	(7.1%)
June	\$631,400	\$728,690	15.4%	\$3,367,800	\$4,266,762	26.7%	\$721,175	1.0%	\$4,529,243	(5.8%)
July	\$461,300			\$3,829,100			\$434,725		\$4,963,968	
Aug	\$621,000			\$4,450,100			\$606,463		\$5,570,431	
Sept	\$874,800			\$5,324,900			\$1,186,295		\$6,756,726	
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 June



Wheeler Opera House Real Estate Transfer Tax
June 2019

Current Month Revenues are **2.3%** **above last year's Monthly Revenues.**
Year To Date Revenues are **35.9%** **above Year To Date Budgeted Revenues.**
Year To Date Revenues are **(3.0%)** **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	\$304,419	(17.3%)	\$1,087,700	\$1,444,853	32.8%	\$223,663	36.1%	\$1,435,640	0.6%
May	\$329,200	\$448,417	36.2%	\$1,416,900	\$1,893,270	33.6%	\$535,736	(16.3%)	\$1,971,376	(4.0%)
June	\$256,600	\$381,473	48.7%	\$1,673,500	\$2,274,744	35.9%	\$372,788	2.3%	\$2,344,164	(3.0%)
July	\$222,900			\$1,896,400			\$229,636		\$2,573,800	
Aug	\$323,500			\$2,219,900			\$323,442		\$2,897,242	
Sept	\$491,400			\$2,711,300			\$611,828		\$3,509,069	
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 June

