

To: Aspen City Council
From: Anthony Lewin, Tax Auditor
Date: March 7, 2018
Re: January 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 January 2019, Aspen's portion of Pitkin County's 3.6% sales tax collections for December 2018, and real estate transfer tax (RETT) collections for February 2019.

January's retail sales were up 2.6% relative to the same period in 2018. Industries posting the largest monthly gains were Sports Equip/Clothing, Marijuana, and Accommodations with 9.3%, 6.4%, and 6.2% increases, respectively. Industries posting the largest monthly declines were Construction, Automobile, and Clothing with 16%, 6.9%, and 5.6%. January accounts for roughly 11.6% of the year's total sales tax collections.

January's Lodging tax collections were up 5.9% from the same period last year.

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 December were up 7.9%. On a year-to-date basis through December, collections are up 6.1%.

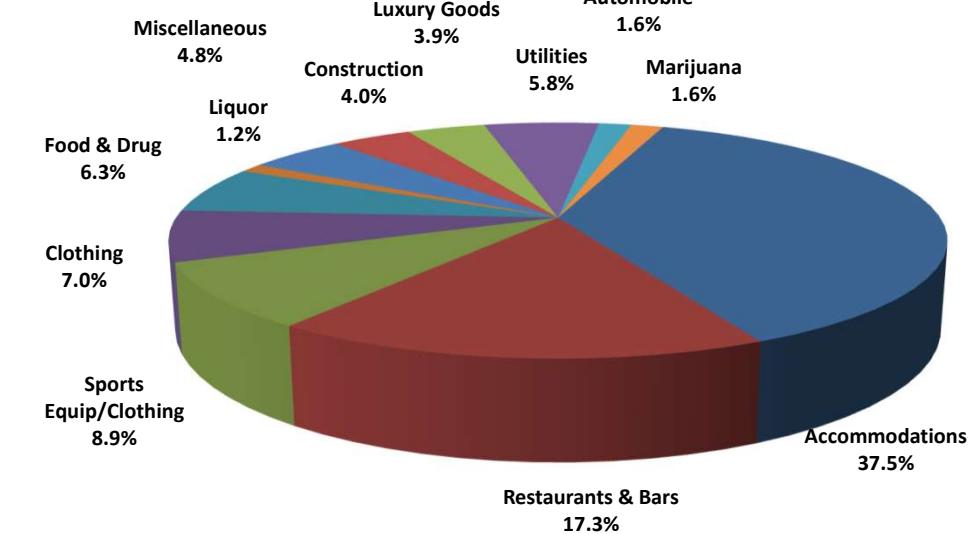
Housing and Wheeler real estate transfer tax collections for February 2019 were down 76.9% and 75.8% respectively. On a year-to-date basis through February, collections are down 25.8% and 25.6%, respectively.

City of Aspen Retail Sales by Industry

January 2019

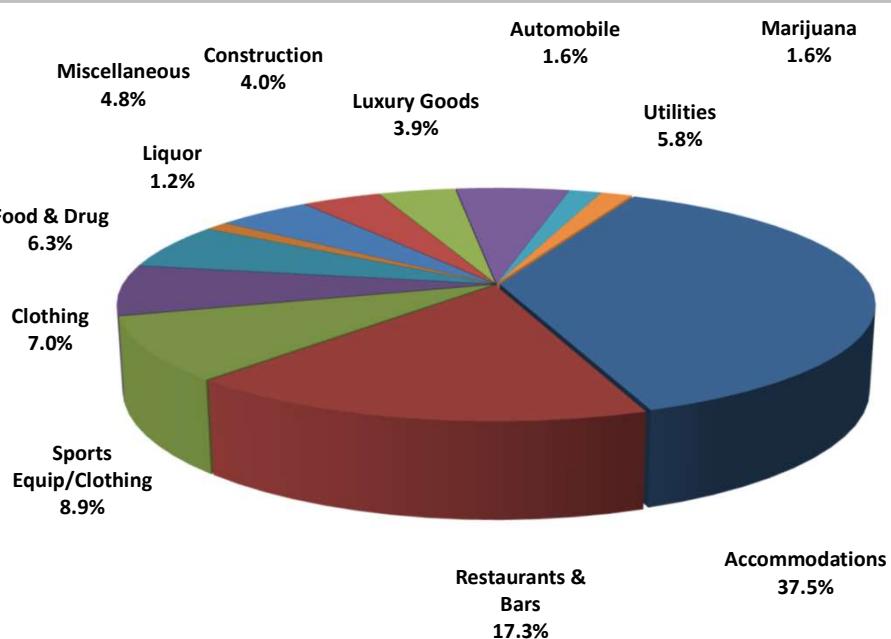
Year To Date Retail Sales

Category	YTD Retail Sales	% Change Prior Year	Year To Date Retail Sales	
			% YTD Sales	Retail
Accommodations	\$33,070,211	6.2%	37.5%	
Restaurants & Bars	\$15,241,601	3.9%	17.3%	
Sports Equip/Clothing	\$7,854,284	9.3%	8.9%	
Clothing	\$6,171,281	(5.6%)	7.0%	
Food & Drug	\$5,545,543	(3.9%)	6.3%	
Liquor	\$1,057,488	0.9%	1.2%	
Miscellaneous	\$4,257,422	3.6%	4.8%	
Construction	\$3,548,865	(16.0%)	4.0%	
Luxury Goods	\$3,448,670	4.5%	3.9%	
Utilities	\$5,071,531	0.6%	5.8%	
Automobile	\$1,434,052	(6.9%)	1.6%	
Marijuana	\$1,415,822	6.4%	1.6%	
Total	\$88,116,769	2.6%	100.0%	

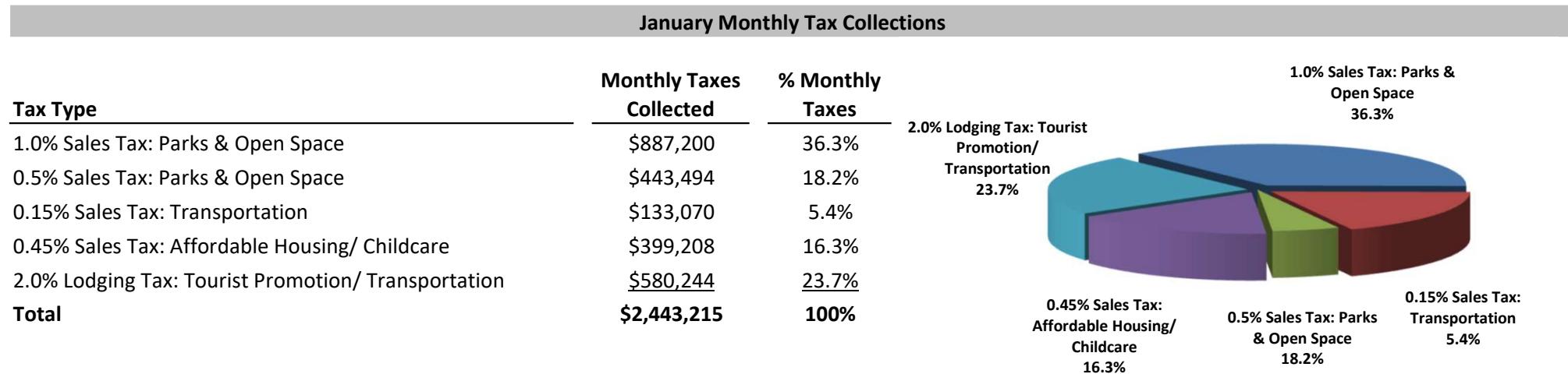
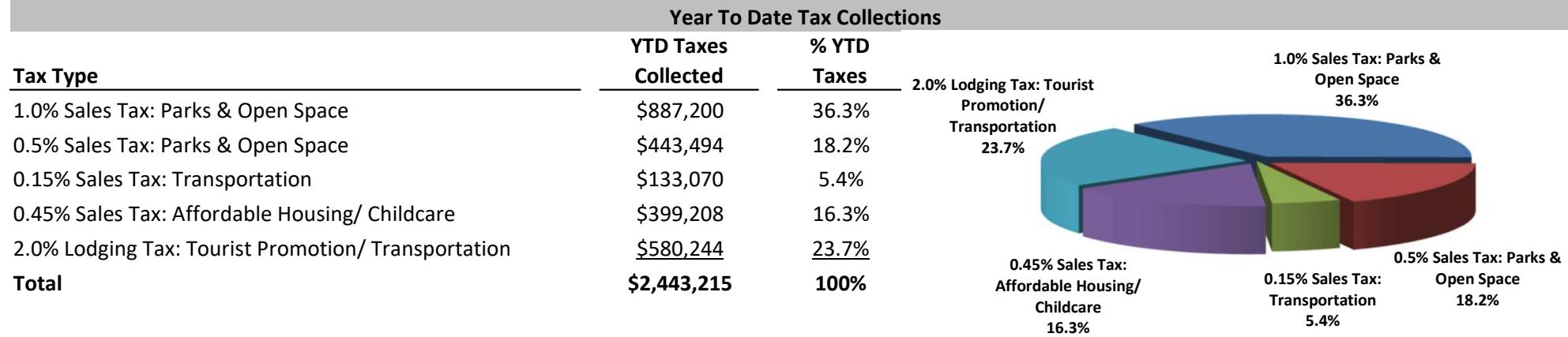


January Monthly Retail Sales

Category	Monthly Retail Sales	Businesses Reporting	January Monthly Retail Sales	
			% Change Prior Year	% Monthly Retail Sales
Accommodations	\$33,070,211	134	6.2%	37.5%
Restaurants & Bars	\$15,241,601	73	3.9%	17.3%
Sports Equip/Clothing	\$7,854,284	52	9.3%	8.9%
Clothing	\$6,171,281	78	(5.6%)	7.0%
Food & Drug	\$5,545,543	31	(3.9%)	6.3%
Liquor	\$1,057,488	11	0.9%	1.2%
Miscellaneous	\$4,257,422	457	3.6%	4.8%
Construction	\$3,548,865	184	(16.0%)	4.0%
Luxury Goods	\$3,448,670	66	4.5%	3.9%
Utilities	\$5,071,531	109	0.6%	5.8%
Automobile	\$1,434,052	1	(6.9%)	1.6%
Marijuana	\$1,415,822	8	6.4%	1.6%
Total	\$88,116,769	1204	2.6%	100.0%



City of Aspen Sales and Lodging Tax
January 2019

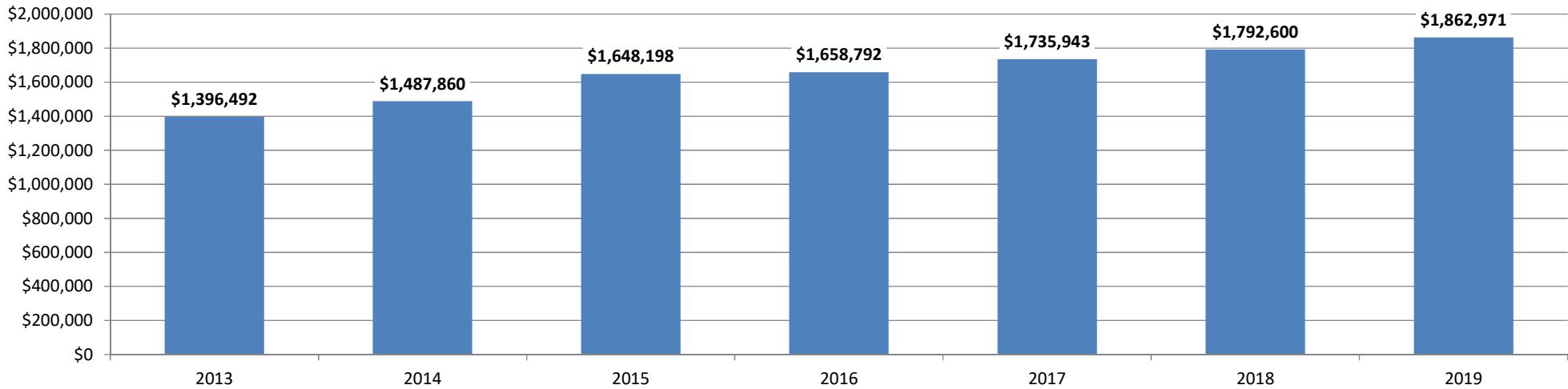


City of Aspen Sales Tax 2.1%
January 2019

Current Month Revenues are 3.9% above last year's Monthly Revenues.
Year To Date Revenues are 1.6% above Year To Date Budgeted Revenues.
Year To Date Revenues are 3.9% 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%	\$1,792,600	3.9%	\$1,792,600	3.9%
Feb	\$1,657,500			\$3,490,800			\$1,680,884		\$3,473,484	
Mar	\$1,896,300			\$5,387,100			\$1,796,622		\$5,270,107	
Apr	\$668,800			\$6,055,900			\$671,525		\$5,941,632	
May	\$558,000			\$6,613,900			\$565,343		\$6,506,974	
June	\$1,361,400			\$7,975,300			\$1,358,217		\$7,865,191	
July	\$1,761,200			\$9,736,500			\$1,776,123		\$9,641,315	
Aug	\$1,515,600			\$11,252,100			\$1,417,142		\$11,058,457	
Sept	\$1,238,100			\$12,490,200			\$1,240,888		\$12,299,345	
Oct	\$744,100			\$13,234,300			\$700,233		\$12,999,578	
Nov	\$644,900			\$13,879,200			\$647,254		\$13,646,831	
Dec	\$2,453,000			\$16,332,200			\$2,250,872		\$15,897,704	

Actual Collections Year To Date Through January

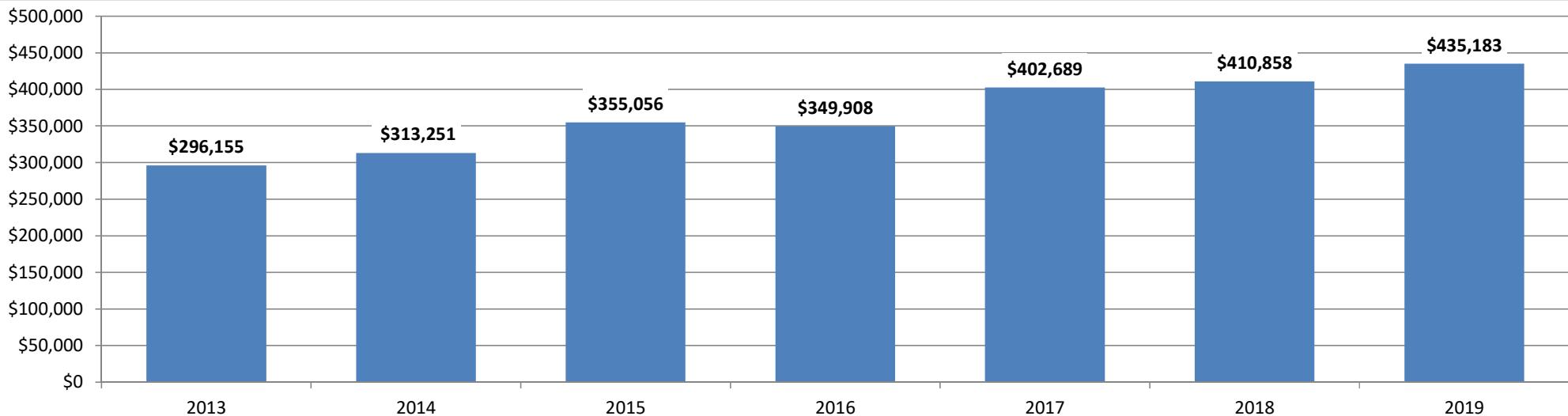


City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
January 2019

Current Month Revenues are **5.9%** above last year's Monthly Revenues.
 Year To Date Revenues are **5.5%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **5.9%** 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			\$802,500			\$363,636		\$774,494	
Mar	\$420,000			\$1,222,500			\$384,859		\$1,159,354	
Apr	\$60,000			\$1,282,500			\$62,085		\$1,221,438	
May	\$45,000			\$1,327,500			\$56,234		\$1,277,672	
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 January

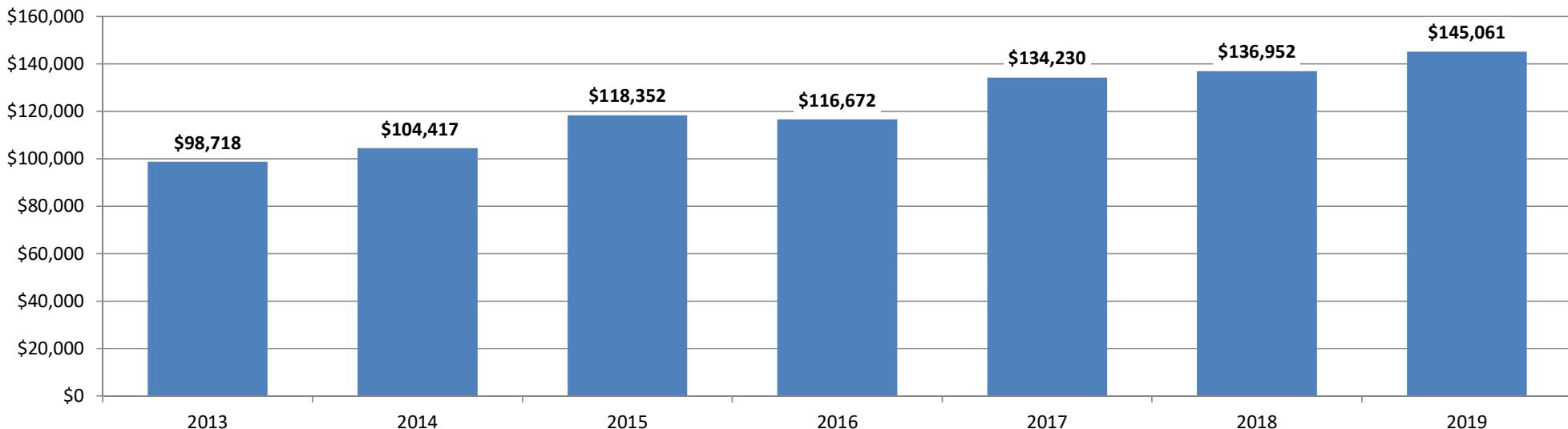


City of Aspen Transportation 0.5% Lodging Tax
January 2019

Current Month Revenues are 5.9% above last year's Monthly Revenues.
Year To Date Revenues are 5.5% above Year To Date Budgeted Revenues.
Year To Date Revenues are 5.9% 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			\$267,500			\$121,212		\$258,164	
Mar	\$140,000			\$407,500			\$128,286		\$386,451	
Apr	\$20,000			\$427,500			\$20,695		\$407,145	
May	\$15,000			\$442,500			\$18,744		\$425,890	
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 January

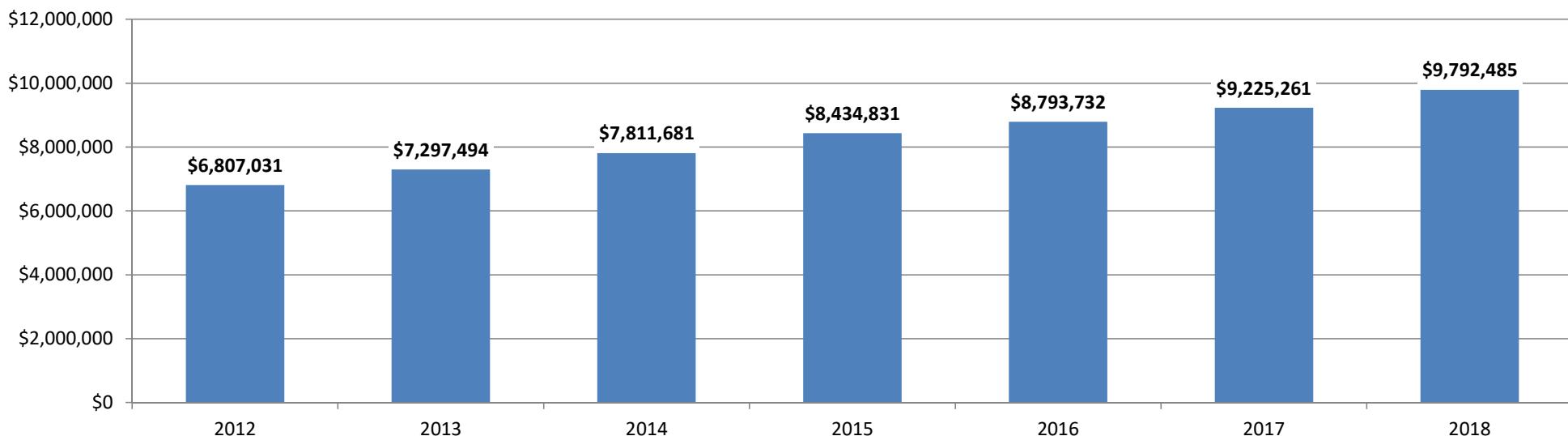


City of Aspen Portion of Pitkin County 3.6% Sales Tax
December 2018

Current Month Revenues are 7.9% above last year's Monthly Revenues.
Year To Date Revenues are 7.9% above Year To Date Budgeted Revenues.
Year To Date Revenues are 6.1% above last year's Actual Year To Date Revenues.

Month	2018 Monthly Budget vs. 2018 Actual			2018 YTD Budget vs. 2018 Actual			2018 vs. 2017			
	Budget	Actual	Variance	Budget	Actual	Variance	2017 Monthly	Variance	2017 YTD	Variance
Jan	\$1,153,000	\$1,220,153	5.8%	\$1,153,000	\$1,220,153	5.8%	\$1,149,999	6.1%	\$ 1,149,999	6.1%
Feb	\$1,104,000	\$1,148,144	4.0%	\$2,257,000	\$2,368,297	4.9%	\$1,066,147	7.7%	\$ 2,216,146	6.9%
Mar	\$1,027,000	\$1,163,211	13.3%	\$3,284,000	\$3,531,508	7.5%	\$1,129,984	2.9%	\$ 3,346,130	5.5%
Apr	\$489,000	\$434,940	(11.1%)	\$3,773,000	\$3,966,448	5.1%	\$382,872	13.6%	\$ 3,729,002	6.4%
May	\$301,000	\$357,579	18.8%	\$4,074,000	\$4,324,027	6.1%	\$306,608	16.6%	\$ 4,035,611	7.1%
June	\$665,000	\$739,053	11.1%	\$4,739,000	\$5,063,081	6.8%	\$708,832	4.3%	\$ 4,744,442	6.7%
July	\$868,000	\$986,284	13.6%	\$5,607,000	\$6,049,364	7.9%	\$910,797	8.3%	\$ 5,655,240	7.0%
Aug	\$850,000	\$825,032	(2.9%)	\$6,457,000	\$6,874,396	6.5%	\$795,844	3.7%	\$ 6,451,084	6.6%
Sept	\$617,000	\$719,959	16.7%	\$7,074,000	\$7,594,355	7.4%	\$721,787	(0.3%)	\$ 7,172,870	5.9%
Oct	\$388,000	\$448,290	15.5%	\$7,462,000	\$8,042,645	7.8%	\$448,302	(0.0%)	\$ 7,621,173	5.5%
Nov	\$352,000	\$434,814	23.5%	\$7,814,000	\$8,477,459	8.5%	\$385,209	12.9%	\$ 8,006,382	5.9%
Dec	\$1,262,000	\$1,315,025	4.2%	\$9,076,000	\$9,792,485	7.9%	\$1,218,879	7.9%	\$ 9,225,261	6.1%

Actual Collections Year To Date Through December

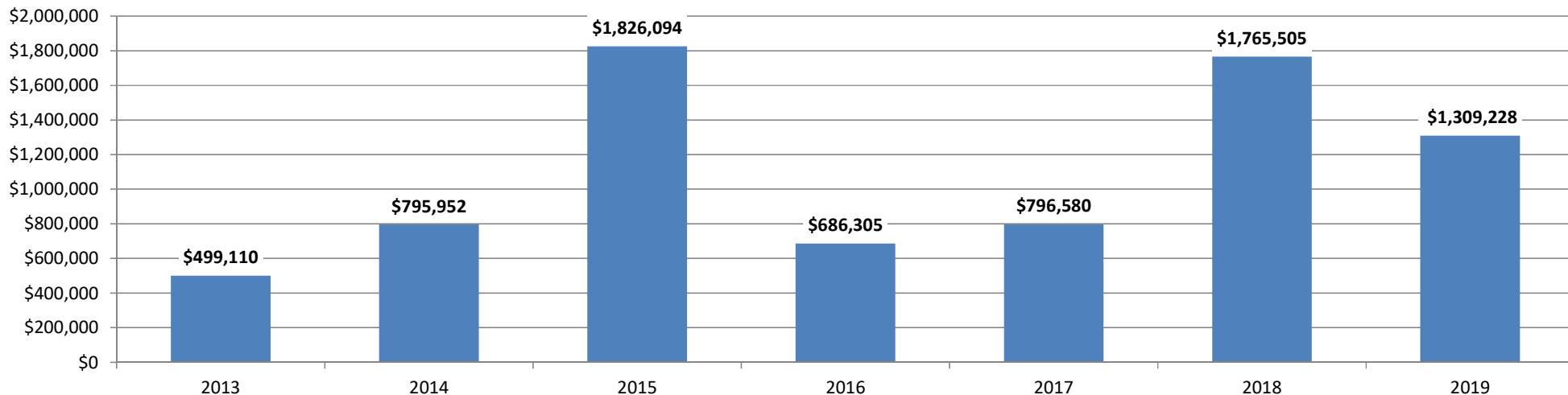


Housing Real Estate Transfer Tax
February 2019

Current Month Revenues are **(76.9%)** **below last year's Monthly Revenues.**
Year To Date Revenues are **39.1%** **above Year To Date Budgeted Revenues.**
Year To Date Revenues are **(25.8%)** **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%	\$882,763	25.2%	\$882,763	25.2%
Feb	\$480,600	\$204,130	(57.5%)	\$941,300	\$1,309,228	39.1%	\$882,743	(77%)	\$1,765,505	(26%)
Mar	\$472,900			\$1,414,200			\$538,447		\$2,303,953	
Apr	\$687,900			\$2,102,100			\$425,425		\$2,729,378	
May	\$634,300			\$2,736,400			\$1,030,447		\$3,759,825	
June	\$631,400			\$3,367,800			\$673,100		\$4,432,925	
July	\$461,300			\$3,829,100			\$434,725		\$4,867,650	
Aug	\$621,000			\$4,450,100			\$606,463		\$5,474,113	
Sept	\$874,800			\$5,324,900			\$1,186,295		\$6,660,408	
Oct	\$742,800			\$6,067,700			\$620,101		\$7,280,508	
Nov	\$501,400			\$6,569,100			\$848,699		\$8,129,207	
Dec	\$610,900			\$7,180,000			\$670,673		\$8,799,880	

Actual Collections Year To Date Through February



Wheeler Opera House Real Estate Transfer Tax
February 2019

Current Month Revenues are **(75.8%)** below last year's Monthly Revenues.
 Year To Date Revenues are **39.5%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **(25.6%)** 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	\$236,100	\$569,253	141.1%	\$236,100	\$569,253	141.1%	\$461,161	23.4%	\$461,161	23.4%
Feb	\$250,200	\$109,065	(56.4%)	\$486,300	\$678,318	39.5%	\$451,066	(75.8%)	\$912,228	(25.6%)
Mar	\$233,500			\$719,800			\$277,629		\$1,189,856	
Apr	\$367,900			\$1,087,700			\$223,663		\$1,413,519	
May	\$329,200			\$1,416,900			\$535,736		\$1,949,255	
June	\$256,600			\$1,673,500			\$346,750		\$2,296,005	
July	\$222,900			\$1,896,400			\$229,636		\$2,525,641	
Aug	\$323,500			\$2,219,900			\$323,442		\$2,849,083	
Sept	\$491,400			\$2,711,300			\$611,828		\$3,460,910	
Oct	\$413,800			\$3,125,100			\$330,170		\$3,791,080	
Nov	\$260,900			\$3,386,000			\$446,427		\$4,237,507	
Dec	\$360,000			\$3,746,000			\$347,901		\$4,585,409	

Actual Collections Year To Date Through February

