

**To:** Aspen City Council  
**From:** Pete Strecker, Finance Director  
**Date:** December 15, 2022  
**Re:** October 2022 Consumption Tax Report

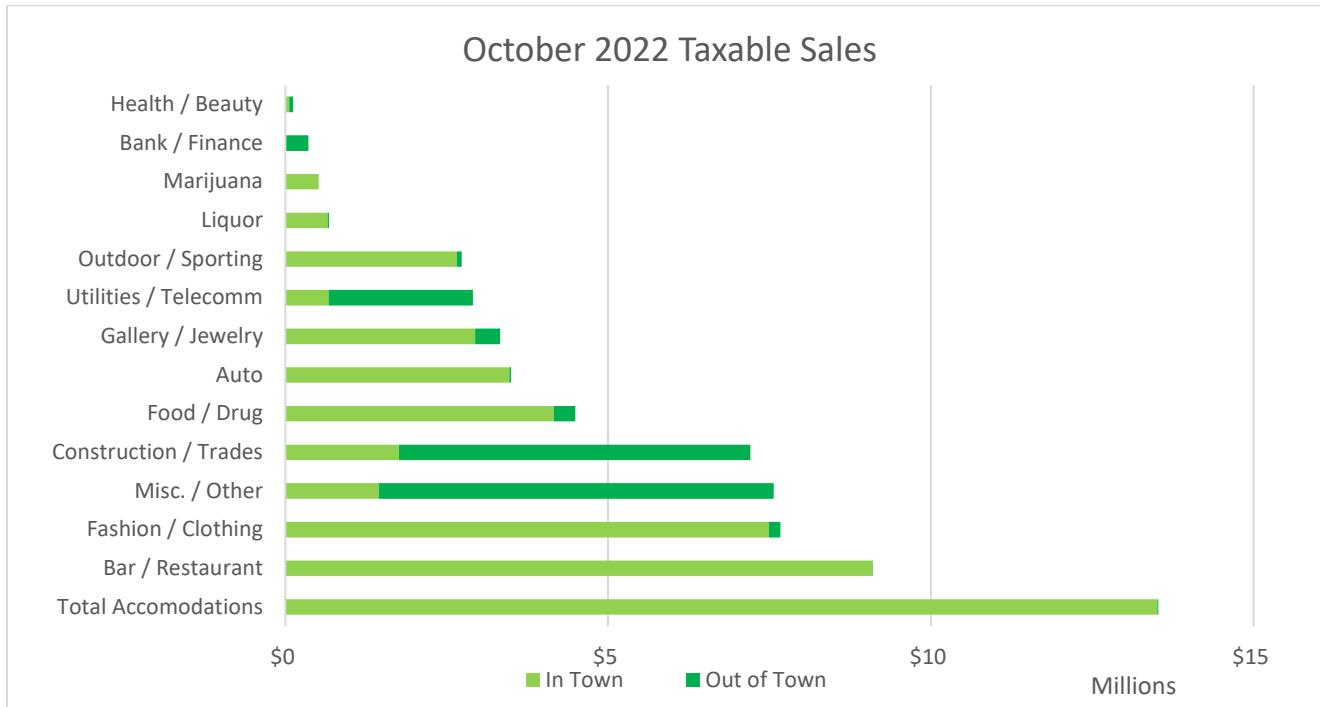


### Aggregate Taxable Sales & Industry Highlights:

October's economic activity typically equates to roughly 6% of annual taxable sales, placing this shoulder season's receipts near the bottom of monthly economic activity during a given year. Because of this lower economic activity and how it tends to accentuate comparative variances, it is beneficial during these periods to remain focused on the yearly sales figures to not miss the bigger picture state of the economy. Thus, while taxable sales for October 2022 paced roughly 5% below the same period one year ago, overall taxable sales for the year remain roughly 22% ahead of 2021 after ten months.

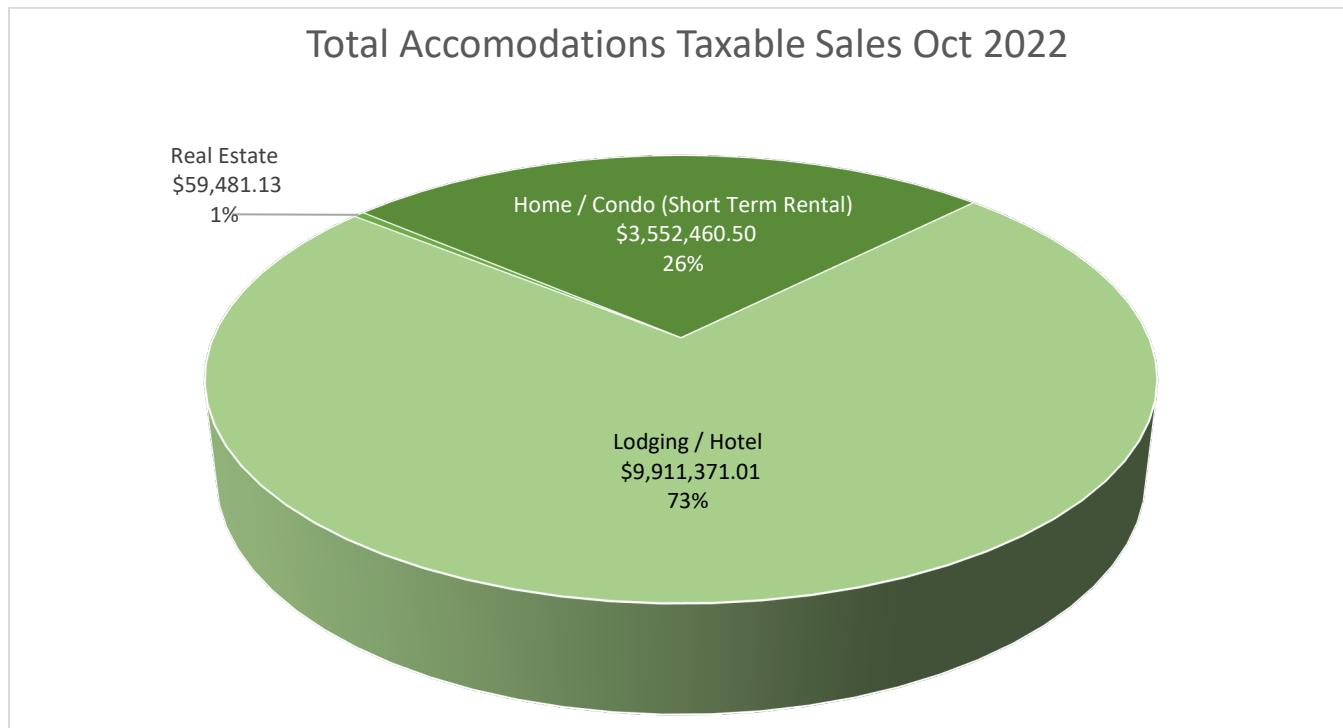
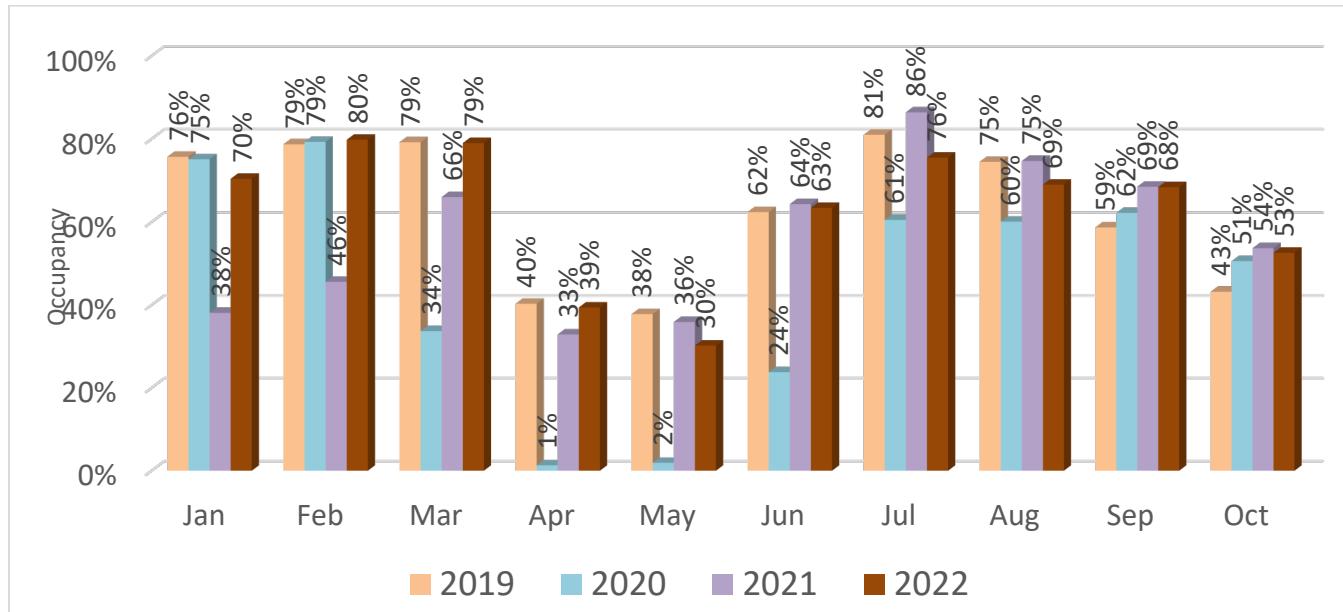
Specific to the month of October, the largest anchor industry for the local economy (accommodations) experienced a retreat in sales from a year ago, down 13% from 2021 figures. This dampened experience often trickles into other sectors that rely on foot traffic from tourism; this year however had a bit of a mixed bag for this effect, with restaurants and jewelry/gallery industries down 3% and 11%, respectively, yet sporting equipment and fashion clothing up 3% and 8%, respectively. In aggregate, all industries experienced a 5% softening relative to October 2021, but do not materially impact annual taxable sales.

October's economic activity of 76% local brick and mortar sales vs. 24% from online/external businesses continues to reflect a slight shift away from local shops as is often the case when occupancy figures retreat.



## Sales and Lodging Tax:

October is the second straight month of declining receipts in sales and lodging taxes, pacing 2.8% and 5.3% below last year's totals for this same period one year ago, respectively. Cumulatively through ten months, City sales taxes are still 21% ahead of last year's receipts; lodging taxes remain 52% over last year figures. Given October is a slow tourist period and does not account for a significant portion of total annual revenues, these small declines are not impactful to City coffers, but trends around lodging occupancy are holding and reflect slight weakness in visitation as we push into the holiday season.

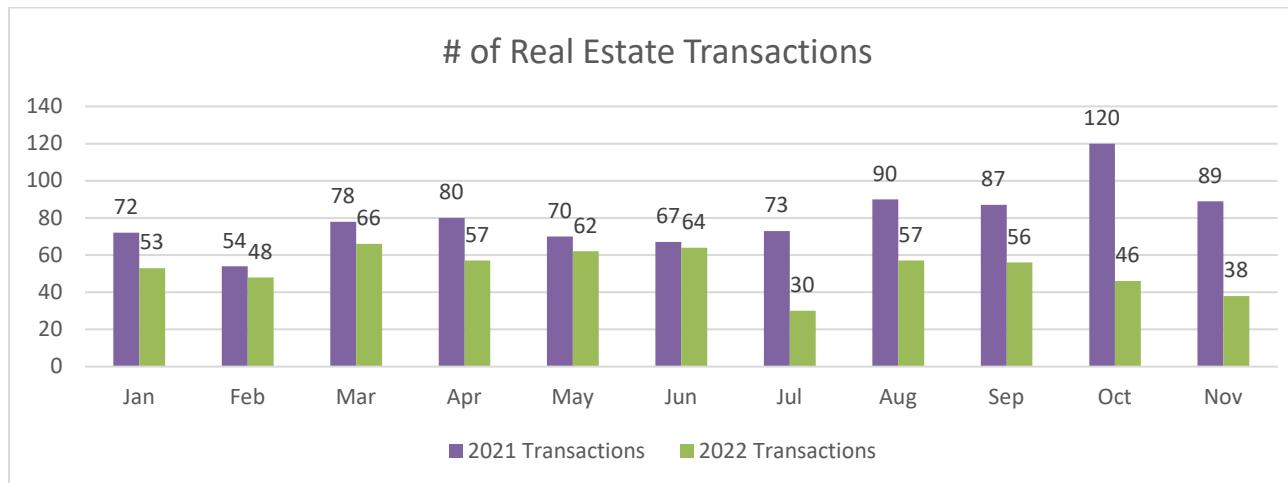
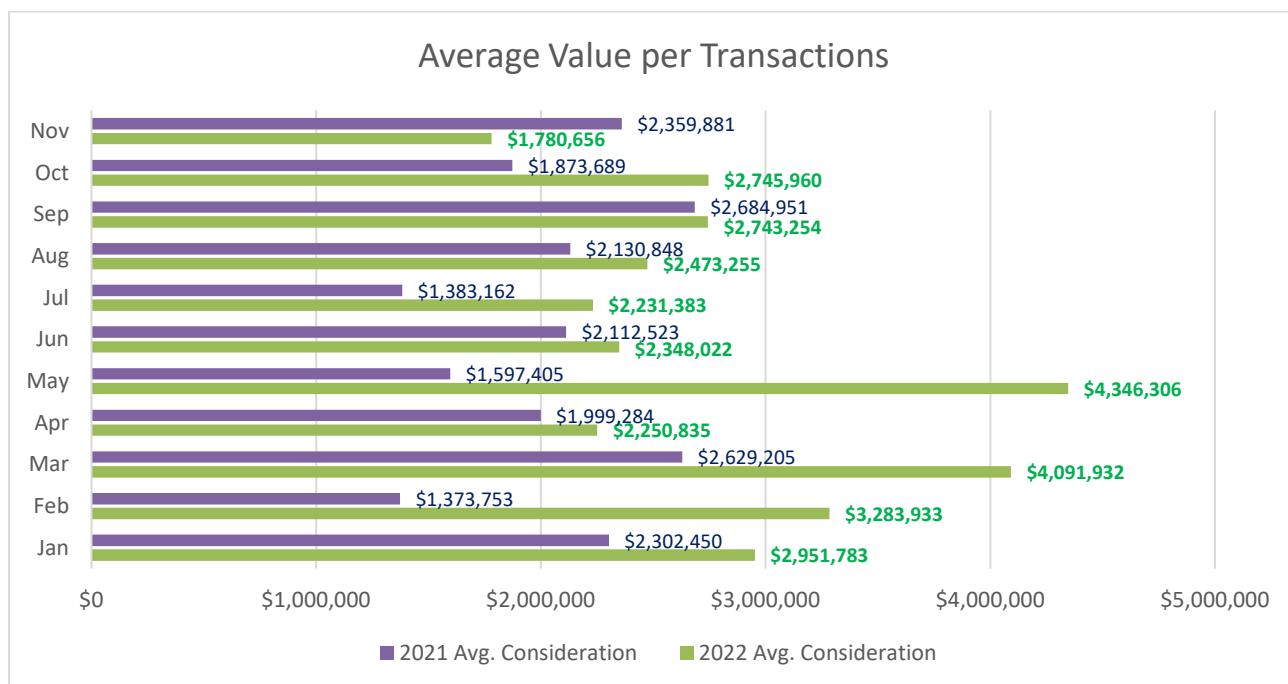


### **City Share of County Sales Tax:**

The City of Aspen's allocated portion of Pitkin County's 2.0% sales tax for the month of September increased roughly 4% over the same period a year ago, with year-to-date collections pacing 25% ahead of last year after nine months. These collection levels remain largely in sync with the City's own sales tax receipts for the same period.

### **Real Estate Transfer Taxes:**

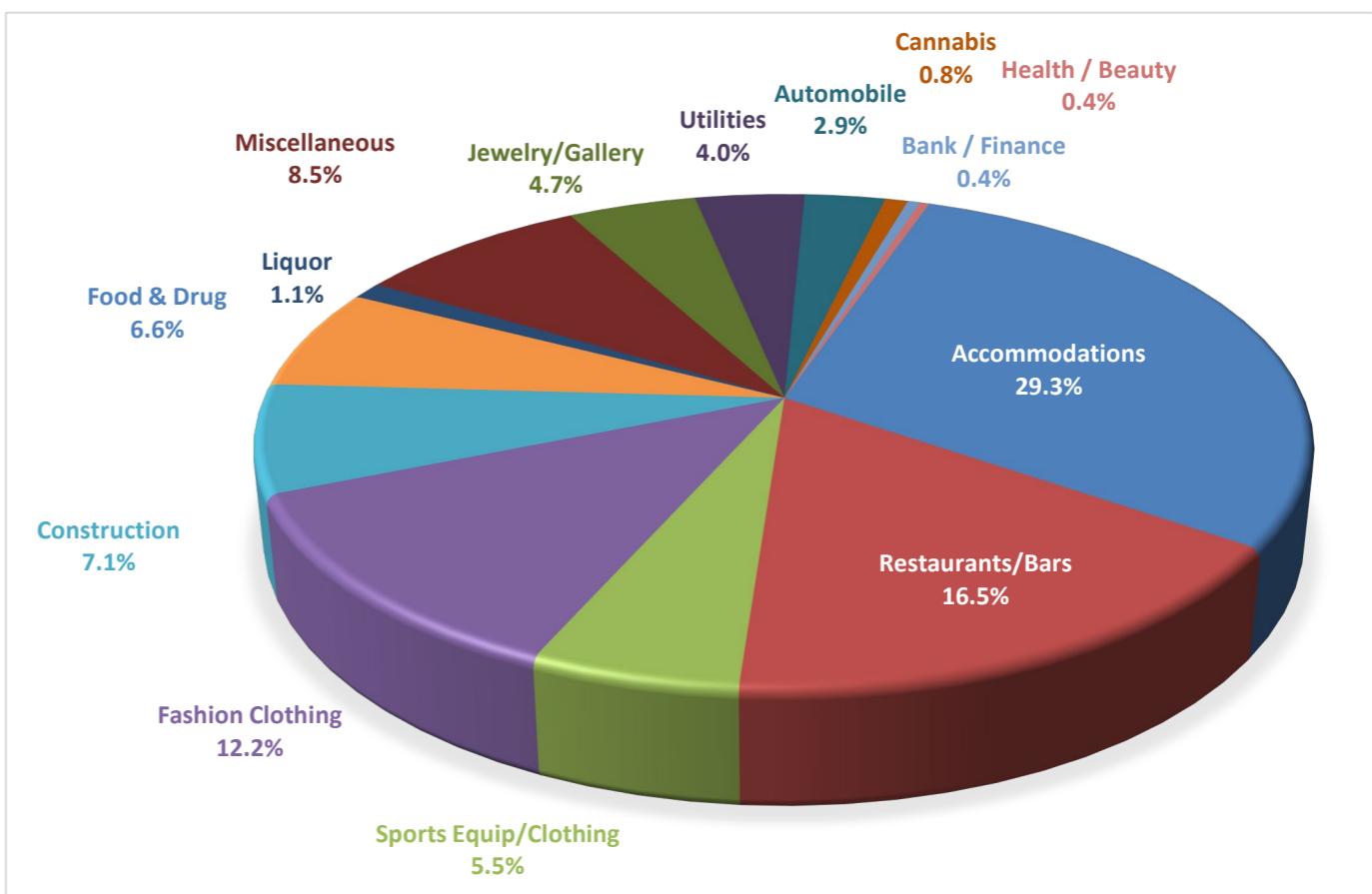
The number of transactions through eleven months stand at 577 in 2022 vs the 880 experienced in 2021 and reflect a one-third drop in total transaction volume on a year-to-date basis. November was also the first month this year where the average value per transaction was less than that for the same month one year prior, retreating by nearly twenty-five percent. With this new monthly total aggregated into 2022 totals, RETT collections, which remain significant, are now pacing 7% behind record level collections set last year.



**City of Aspen Retail Sales by Industry**  
October 2022

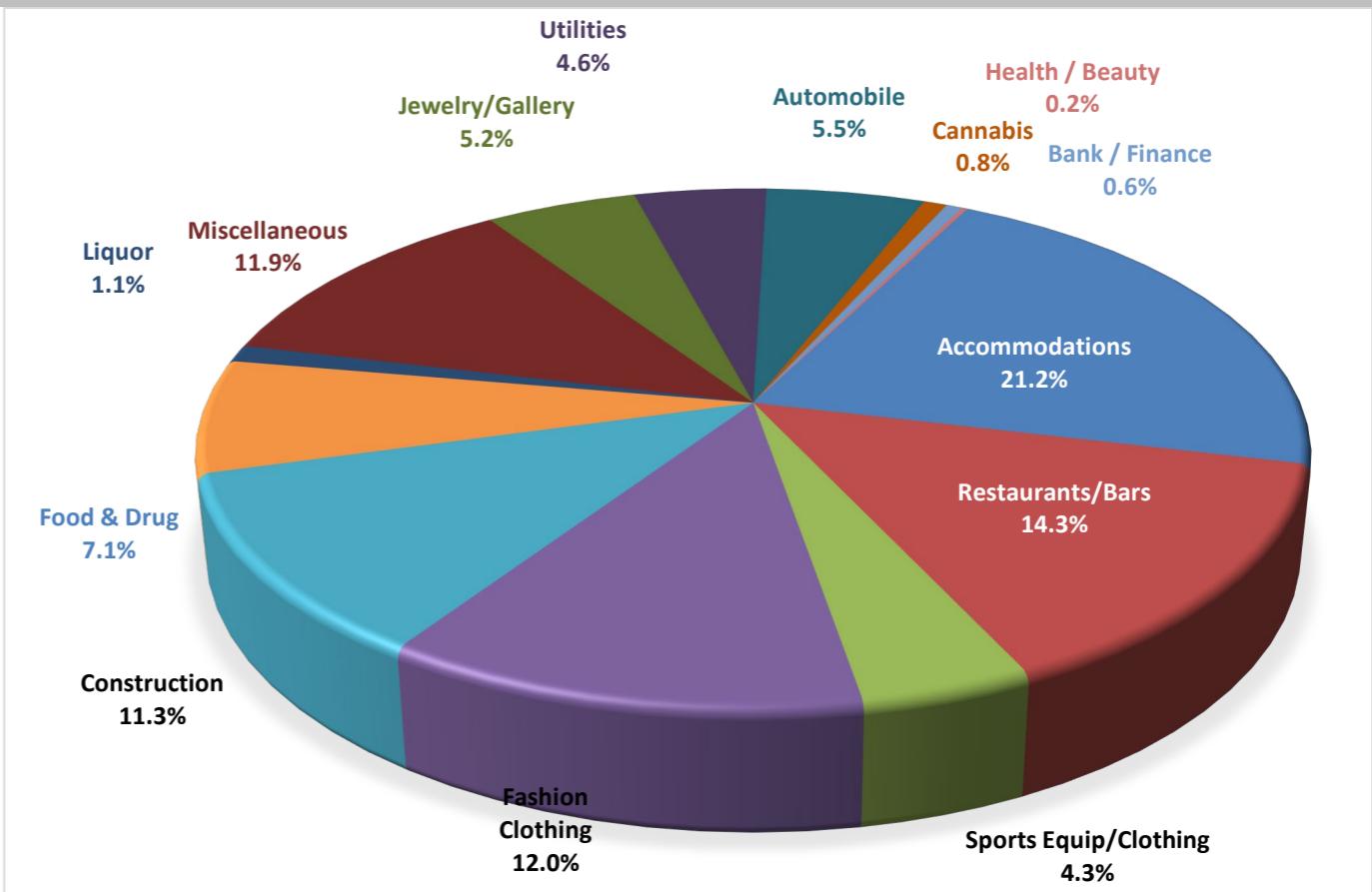
**Year To Date Retail Sales**

Category	Retail Sales	% of Total Retail Sales	% Change to 2021
Accommodations	\$294,341,294	29.3%	47.8%
Restaurants/Bars	\$165,819,614	16.5%	27.0%
Sports Equip/Clothing	\$55,134,056	5.5%	14.7%
Fashion Clothing	\$122,076,928	12.2%	25.1%
Construction	\$71,129,176	7.1%	(8.7%)
Food & Drug	\$66,458,847	6.6%	11.8%
Liquor	\$10,984,455	1.1%	(2.4%)
Miscellaneous	\$84,945,663	8.5%	14.8%
Jewelry/Gallery	\$46,706,950	4.7%	24.8%
Utilities	\$39,827,413	4.0%	(2.8%)
Automobile	\$29,326,475	2.9%	1.6%
Cannabis	\$8,328,231	0.8%	(14.9%)
Bank / Finance	\$4,417,740	0.4%	19.6%
Health / Beauty	\$3,520,786	0.4%	(35.1%)
<b>Total</b>	<b>\$1,003,017,628</b>	<b>100.0%</b>	<b>21.7%</b>



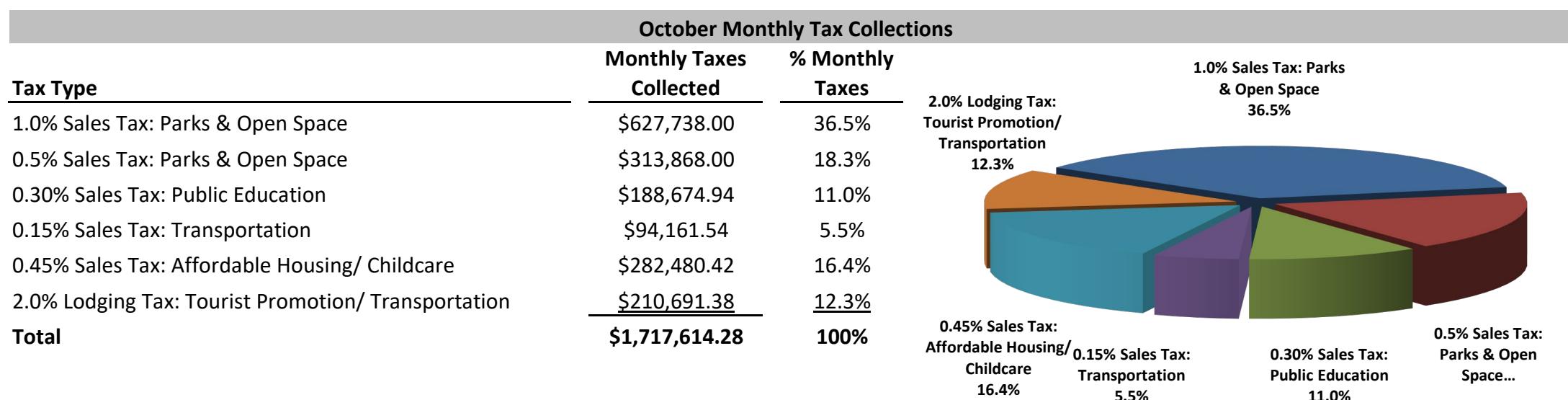
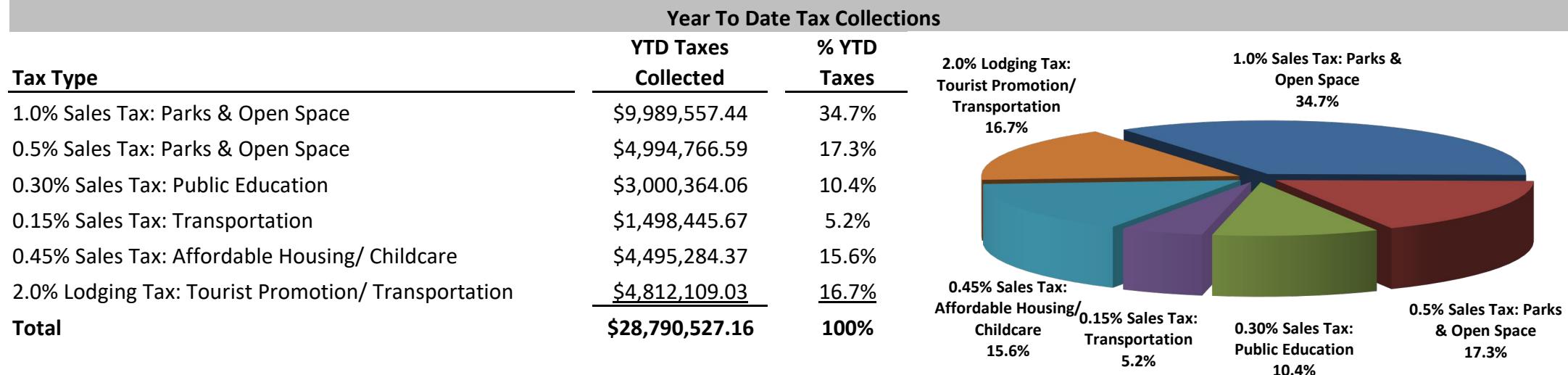
**October Monthly Retail Sales**

Category	Retail Sales	% of Total Retail Sales	% Change to 2021
Accommodations	\$13,523,313	21.2%	(13.3%)
Restaurants/Bars	\$9,099,996	14.3%	(3.0%)
Sports Equip/Clothing	\$2,730,403	4.3%	2.8%
Fashion Clothing	\$7,669,566	12.0%	8.1%
Construction	\$7,201,303	11.3%	(5.0%)
Food & Drug	\$4,494,198	7.1%	(6.2%)
Liquor	\$672,123	1.1%	(13.6%)
Miscellaneous	\$7,565,565	11.9%	(21.0%)
Jewelry/Gallery	\$3,326,924	5.2%	(10.9%)
Utilities	\$2,904,967	4.6%	(4.8%)
Automobile	\$3,493,595	5.5%	112.6%
Cannabis	\$515,543	0.8%	(38.6%)
Bank / Finance	\$358,291	0.6%	44.6%
Health / Beauty	\$117,863	0.2%	(56.5%)
<b>Total</b>	<b>\$63,673,650</b>	<b>100.0%</b>	<b>(5.3%)</b>



## City of Aspen Sales and Lodging Tax

October 2022



**City of Aspen Sales Tax 2.4%**

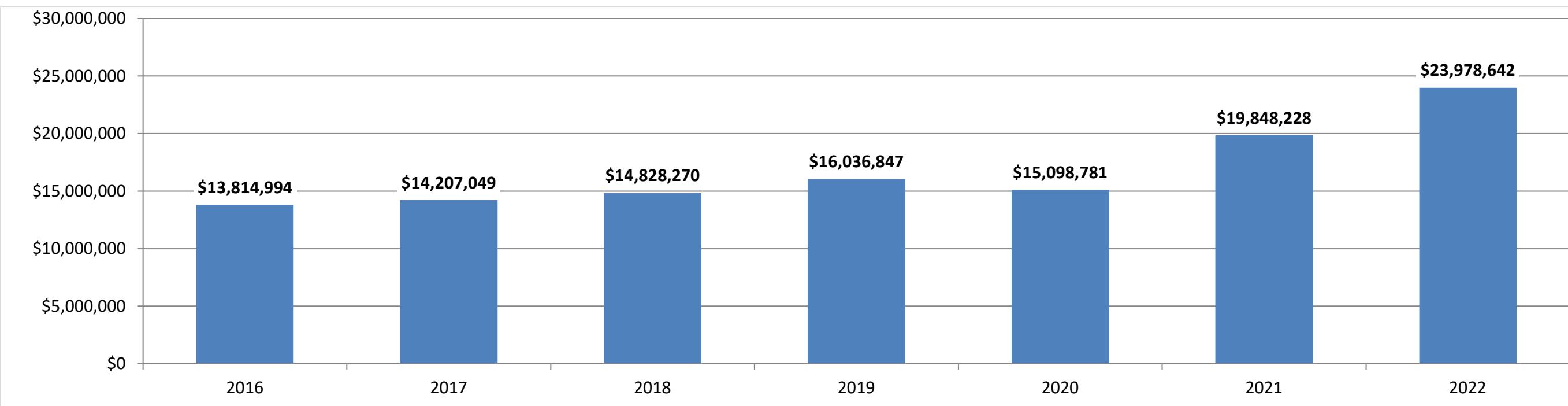
**October 2022**

Current Month Revenues are **(2.8%)** below last year's Monthly Revenues.  
 Year To Date Revenues are **28.8%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **20.8%** above last year's Actual Year To Date Revenues.

<b>2022 Monthly Budget vs. 2022 Actual</b>				<b>2022 YTD Budget vs. 2022 Actual</b>			<b>2022 vs. 2021</b>			
<b>Month</b>	<b>Budget*</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget*</b>	<b>Actual</b>	<b>Variance</b>	<b>2021 Monthly</b>	<b>Variance</b>	<b>2021 YTD</b>	<b>Variance</b>
Jan	\$2,516,000	\$2,829,557	12.5%	\$2,516,000	\$2,829,557	12.5%	\$1,594,720	77.4%	\$1,594,720	77.4%
Feb	\$2,295,000	\$3,026,029	31.9%	\$4,811,000	\$5,855,586	21.7%	\$1,673,483	80.8%	\$3,268,203	79.2%
Mar	\$2,623,000	\$3,555,334	35.5%	\$7,434,000	\$9,410,920	26.6%	\$2,645,788	34.4%	\$5,913,991	59.1%
Apr	\$956,000	\$1,362,748	42.5%	\$8,390,000	\$10,773,668	28.4%	\$1,117,415	22.0%	\$7,031,407	53.2%
May	\$802,000	\$982,151	22.5%	\$9,192,000	\$11,755,819	27.9%	\$964,724	1.8%	\$7,996,131	47.0%
June	\$1,941,000	\$2,501,486	28.9%	\$11,133,000	\$14,257,305	28.1%	\$2,213,718	13.0%	\$10,209,848	39.6%
July	\$2,487,000	\$3,002,254	20.7%	\$13,620,000	\$17,259,559	26.7%	\$3,058,702	(1.8%)	\$13,268,550	30.1%
Aug	\$2,107,000	\$2,746,873	30.4%	\$15,727,000	\$20,006,432	27.2%	\$2,493,158	10.2%	\$15,761,708	26.9%
Sept	\$1,817,000	\$2,465,287	35.7%	\$17,544,000	\$22,471,719	28.1%	\$2,536,858	(2.8%)	\$18,298,565	22.8%
Oct	\$1,076,000	\$1,506,923	40.0%	\$18,620,000	\$23,978,642	28.8%	\$1,549,662	(2.8%)	\$19,848,228	20.8%
Nov	\$925,000			\$19,545,000			\$1,149,543		\$20,997,771	
Dec	\$3,421,000			\$22,966,000			\$3,511,405		\$24,509,175	

\* Budget amounts restated to capture additional 0.3% sales tax dedicated to public education previously excluded.

**Actual Collections Year To Date Through October**



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

**October 2022**

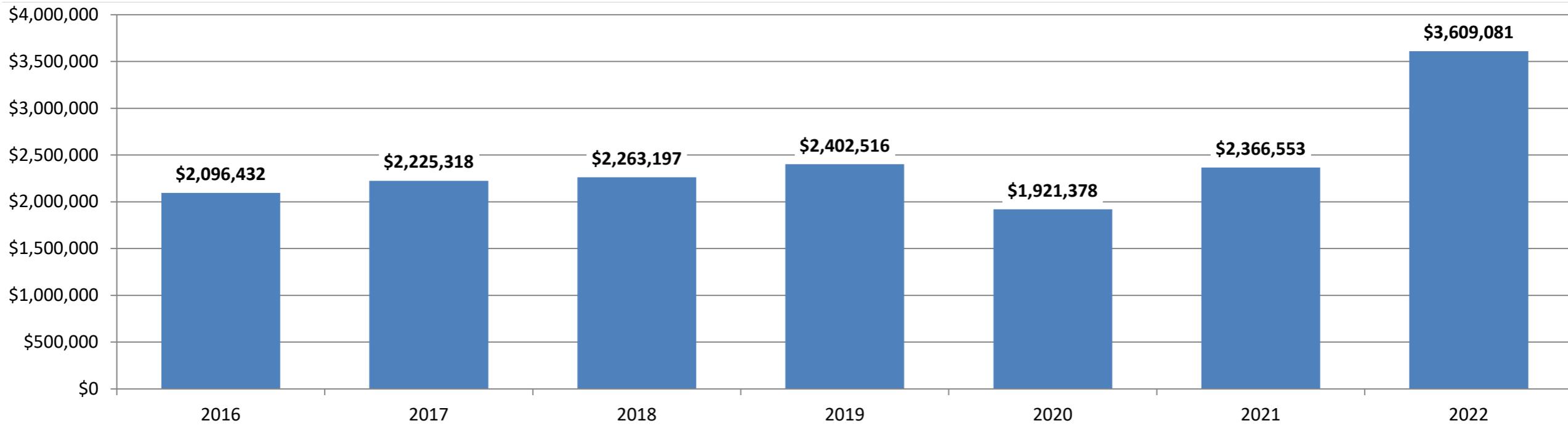
**Current Month Revenues are (5.3%) below last year's Monthly Revenues adjusted for rate increase.**

**Year To Date Revenues are 44.4% above Year To Date Budgeted Revenues.**

**Year To Date Revenues are 52.5% above last year's Actual Year To Date Revenues.**

2022 Monthly Budget vs. 2022 Actual				2022 YTD Budget vs. 2022 Actual			2022 vs. 2021			
Month	Budget	Actual	Variance	Budget	Actual	Variance	2021 Monthly	Variance	2021 YTD	Variance
Jan	\$446,300	\$526,967	18.1%	\$446,300	\$526,967	18.1%	\$168,712	212.3%	\$168,712	212.3%
Feb	\$410,500	\$578,288	40.9%	\$856,800	\$1,105,256	29.0%	\$208,731	177.0%	\$377,443	192.8%
Mar	\$442,000	\$678,895	53.6%	\$1,298,800	\$1,784,150	37.4%	\$369,554	83.7%	\$746,997	138.8%
Apr	\$66,200	\$124,826	88.6%	\$1,365,000	\$1,908,977	39.9%	\$88,271	41.4%	\$835,268	128.5%
May	\$51,800	\$65,610	26.7%	\$1,416,800	\$1,974,586	39.4%	\$50,893	28.9%	\$886,160	122.8%
June	\$225,700	\$334,739	48.3%	\$1,642,500	\$2,309,326	40.6%	\$231,840	44.4%	\$1,118,001	106.6%
July	\$327,800	\$443,471	35.3%	\$1,970,300	\$2,752,797	39.7%	\$429,454	3.3%	\$1,547,455	77.9%
Aug	\$265,500	\$381,176	43.6%	\$2,235,800	\$3,133,973	40.2%	\$328,132	16.2%	\$1,875,586	67.1%
Sept	\$176,800	\$317,090	79.3%	\$2,412,600	\$3,451,062	43.0%	\$324,107	(2.2%)	\$2,199,693	56.9%
Oct	\$87,200	\$158,018	81.2%	\$2,499,800	\$3,609,081	44.4%	\$166,860	(5.3%)	\$2,366,553	52.5%
Nov	\$68,700			\$2,568,500			\$97,749		\$2,464,302	
Dec	\$514,000			\$3,082,500			\$666,832		\$3,131,133	

**Actual Collections Year To Date Through October**

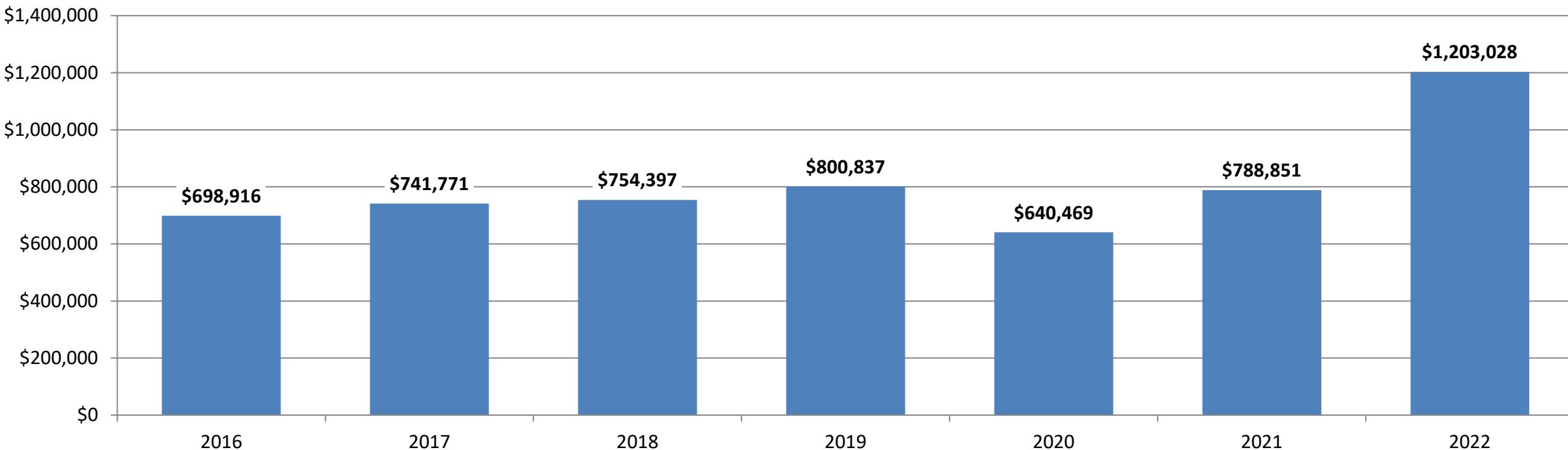


**City of Aspen Transportation 0.5% Lodging Tax**  
**October 2022**

**Current Month Revenues are (5.3%) below last year's Monthly Revenues**  
**Year To Date Revenues are 44.4% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 52.5% above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2022 Monthly Budget vs. 2022 Actual</b>			<b>2022 YTD Budget vs. 2022 Actual</b>			<b>2022 vs. 2021</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2021 Monthly</b>	<b>Variance</b>	<b>2021 YTD</b>	<b>Variance</b>
Jan	\$148,800	\$175,656	18.0%	\$148,800	\$175,656	18.0%	\$56,237	212.3%	\$56,237	212.3%
Feb	\$136,800	\$192,763	40.9%	\$285,600	\$368,419	29.0%	\$69,577	177.1%	\$125,813	192.8%
Mar	\$147,300	\$226,298	53.6%	\$432,900	\$594,717	37.4%	\$123,184	83.7%	\$248,998	138.8%
Apr	\$22,100	\$41,609	88.3%	\$455,000	\$636,326	39.9%	\$29,424	41.4%	\$278,421	128.5%
May	\$17,300	\$21,870	26.4%	\$472,300	\$658,196	39.4%	\$16,964	28.9%	\$295,386	122.8%
June	\$75,200	\$111,580	48.4%	\$547,500	\$769,776	40.6%	\$77,280	44.4%	\$372,666	106.6%
July	\$109,300	\$147,824	35.2%	\$656,800	\$917,600	39.7%	\$143,151	3.3%	\$515,817	77.9%
Aug	\$88,500	\$127,059	43.6%	\$745,300	\$1,044,659	40.2%	\$109,377	16.2%	\$625,195	67.1%
Sept	\$58,900	\$105,697	79.5%	\$804,200	\$1,150,355	43.0%	\$108,036	(2.2%)	\$733,231	56.9%
Oct	\$29,100	\$52,673	81.0%	\$833,300	\$1,203,028	44.4%	\$55,620	(5.3%)	\$788,851	52.5%
Nov	\$22,900			\$856,200			\$32,583		\$821,434	
Dec	\$171,300			\$1,027,500			\$222,278		\$1,043,711	

**Actual Collections Year To Date Through October**

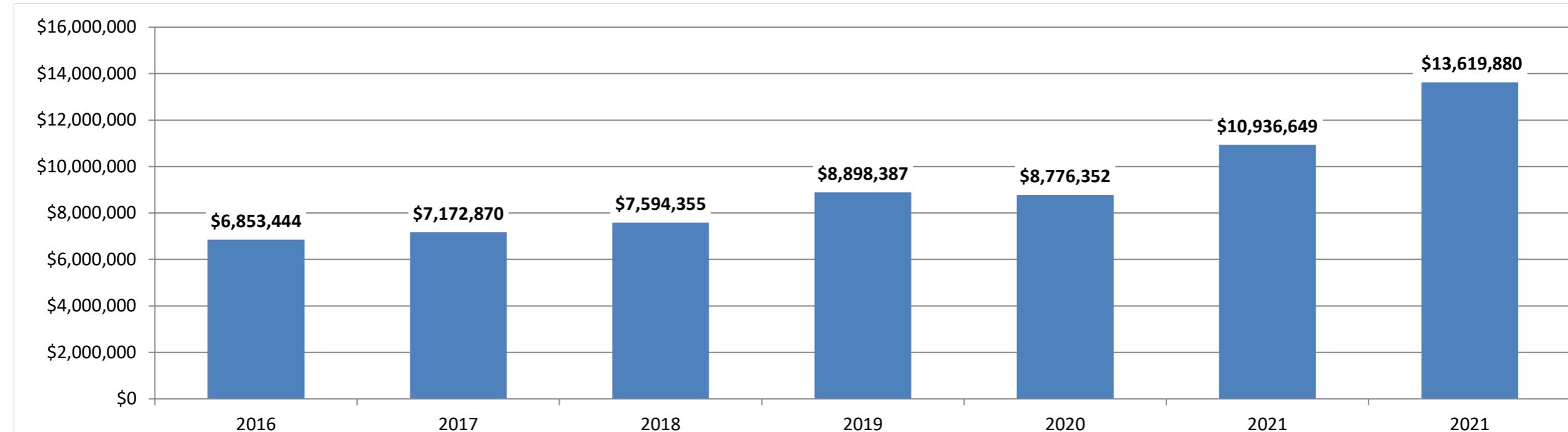


**City of Aspen Portion of Pitkin County 3.6% Sales Tax**  
**September 2022**

**Current Month Revenues are** **4.4%** **above last year's Monthly Revenues.**  
**Year To Date Revenues are** **24.7%** **above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are** **24.5%** **above last year's Actual Year To Date Revenues.**

<b>Month</b>	<b>2022 Monthly Budget vs. 2022 Actual</b>			<b>2022 YTD Budget vs. 2022 Actual</b>			<b>2022 vs. 2021</b>			
	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>Budget</b>	<b>Actual</b>	<b>Variance</b>	<b>2021 Monthly</b>	<b>Variance</b>	<b>2021 YTD</b>	<b>Variance</b>
Jan	\$1,761,000	\$1,865,160	5.9%	\$1,761,000	\$1,865,160	5.9%	\$1,092,020	70.8%	\$ 1,092,020	70.8%
Feb	\$1,631,000	\$1,913,738	17.3%	\$3,392,000	\$3,778,898	11.4%	\$1,183,150	61.7%	\$ 2,275,171	66.1%
Mar	\$1,689,000	\$2,125,220	25.8%	\$5,081,000	\$5,904,118	16.2%	\$1,515,832	40.2%	\$ 3,791,002	55.7%
Apr	\$660,000	\$969,500	46.9%	\$5,741,000	\$6,873,618	19.7%	\$817,669	18.6%	\$ 4,608,671	49.1%
May	\$482,000	\$782,204	62.3%	\$6,223,000	\$7,655,822	23.0%	\$665,386	17.6%	\$ 5,274,058	45.2%
June	\$1,035,000	\$1,345,550	30.0%	\$7,258,000	\$9,001,372	24.0%	\$1,218,669	10.4%	\$ 6,492,727	38.6%
July	\$1,394,000	\$1,692,577	21.4%	\$8,652,000	\$10,693,949	23.6%	\$1,694,768	(0.1%)	\$ 8,187,494	30.6%
Aug	\$1,244,000	\$1,545,937	24.3%	\$9,896,000	\$12,239,887	23.7%	\$1,427,495	8.3%	\$ 9,614,989	27.3%
Sept	\$1,024,000	\$1,379,994	34.8%	\$10,920,000	\$13,619,880	24.7%	\$1,321,660	4.4%	\$ 10,936,649	24.5%
Oct	\$657,000			\$11,577,000			\$1,004,489		\$ 11,941,138	
Nov	\$686,000			\$12,263,000			\$867,346		\$ 12,808,484	
Dec	\$1,903,000			\$14,166,000			\$2,051,774		\$ 14,860,258	

**Actual Collections Year To Date Through September**

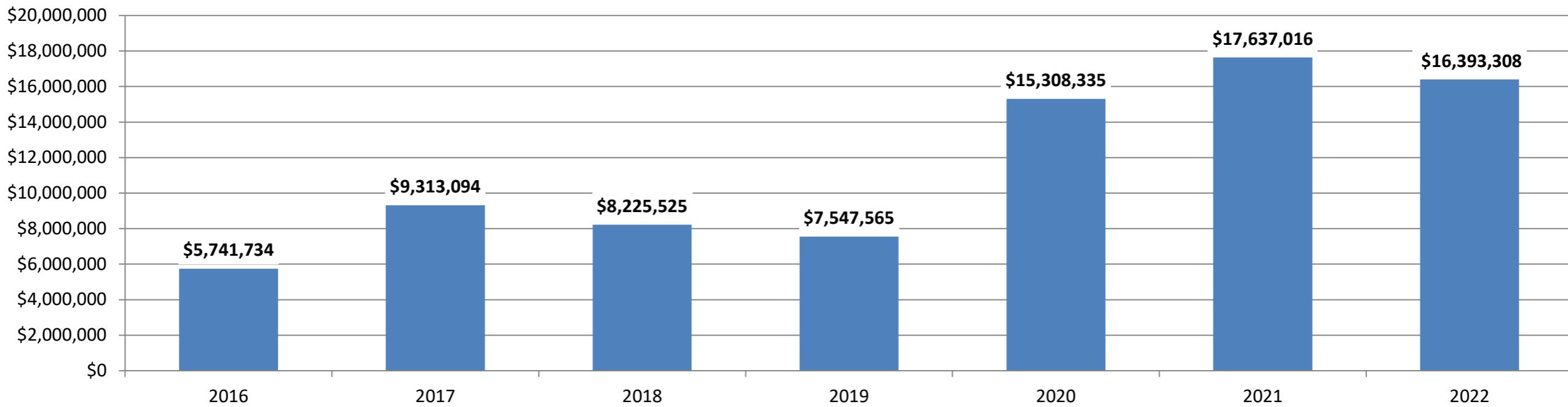


**Housing Real Estate Transfer Tax**  
**November 2022**

**Current Month Revenues are (67.9%) below last year's Monthly Revenues.**  
**Year To Date Revenues are 124.1% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (7.1%) below last year's Actual Year To Date Revenues.**

2022 Monthly Budget vs. 2022 Actual				2022 YTD Budget vs. 2022 Actual			2022 vs. 2021			
Month	Budget	Actual	Variance	Budget	Actual	Variance	2021 Monthly	Variance	2021 YTD	Variance
Jan	\$566,000	\$1,471,810	160.0%	\$566,000	\$1,471,810	160.0%	\$1,602,114	(8.1%)	\$1,602,114	(8.1%)
Feb	\$530,000	\$1,546,799	191.8%	\$1,096,000	\$3,018,609	175.4%	\$711,920	117.3%	\$2,314,034	30.4%
Mar	\$556,000	\$2,656,014	377.7%	\$1,652,000	\$5,674,623	243.5%	\$1,294,339	105.2%	\$3,608,373	57.3%
Apr	\$720,000	\$1,237,195	71.8%	\$2,372,000	\$6,911,818	191.4%	\$2,251,850	(45.1%)	\$5,860,223	17.9%
May	\$728,000	\$2,610,330	258.6%	\$3,100,000	\$9,522,148	207.2%	\$1,070,000	144.0%	\$6,930,223	37.4%
June	\$691,000	\$1,467,414	112.4%	\$3,791,000	\$10,989,562	189.9%	\$1,377,685	6.5%	\$8,307,908	32.3%
July	\$494,000	\$651,850	32.0%	\$4,285,000	\$11,641,412	171.7%	\$919,840	(29.1%)	\$9,227,748	26.2%
Aug	\$675,000	\$1,359,294	101.4%	\$4,960,000	\$13,000,706	162.1%	\$1,904,684	(28.6%)	\$11,132,432	16.8%
Sept	\$960,000	\$1,503,485	56.6%	\$5,920,000	\$14,504,191	145.0%	\$1,891,643	(20.5%)	\$13,024,074	11.4%
Oct	\$829,000	\$1,234,207	48.9%	\$6,749,000	\$15,738,397	133.2%	\$2,571,511	(52.0%)	\$15,595,585	0.9%
Nov	\$565,000	\$654,910	15.9%	\$7,314,000	\$16,393,308	124.1%	\$2,041,431	(67.9%)	\$17,637,016	(7.1%)
Dec	\$686,000			\$8,000,000			\$3,454,185		\$21,091,202	

**Actual Collections Year To Date Through November**



**Wheeler Opera House Real Estate Transfer Tax**  
**November 2022**

**Current Month Revenues are** **(67.8%)** **below last year's Monthly Revenues.**  
**Year To Date Revenues are** **130.0%** **above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are** **(7.2%)** **below last year's Actual Year To Date Revenues.**

2022 Monthly Budget vs. 2022 Actual				2022 YTD Budget vs. 2022 Actual			2022 vs. 2021			
Month	Budget	Actual	Variance	Budget	Actual	Variance	2021 Monthly	Variance	2021 YTD	Variance
Jan	\$285,000	\$782,223	174.5%	\$285,000	\$782,223	174.5%	\$828,882	(5.6%)	\$828,882	(5.6%)
Feb	\$273,000	\$788,144	188.7%	\$558,000	\$1,570,367	181.4%	\$370,913	112.5%	\$1,199,795	30.9%
Mar	\$280,000	\$1,350,338	382.3%	\$838,000	\$2,920,704	248.5%	\$672,890	100.7%	\$1,872,685	56.0%
Apr	\$358,000	\$641,488	79.2%	\$1,196,000	\$3,562,192	197.8%	\$1,152,214	(44.3%)	\$3,024,899	17.8%
May	\$373,000	\$1,347,355	261.2%	\$1,569,000	\$4,909,547	212.9%	\$559,092	141.0%	\$3,583,990	37.0%
June	\$343,000	\$751,367	119.1%	\$1,912,000	\$5,660,914	196.1%	\$707,695	6.2%	\$4,291,686	31.9%
July	\$245,000	\$334,708	36.6%	\$2,157,000	\$5,995,622	178.0%	\$480,929	(30.4%)	\$4,772,615	25.6%
Aug	\$338,000	\$704,878	108.5%	\$2,495,000	\$6,700,499	168.6%	\$982,807	(28.3%)	\$5,755,422	16.4%
Sept	\$477,000	\$768,111	61.0%	\$2,972,000	\$7,468,610	151.3%	\$970,454	(20.9%)	\$6,725,875	11.0%
Oct	\$409,000	\$631,571	54.4%	\$3,381,000	\$8,100,181	139.6%	\$1,321,834	(52.2%)	\$8,047,709	0.7%
Nov	\$288,000	\$338,325	17.5%	\$3,669,000	\$8,438,506	130.0%	\$1,050,147	(67.8%)	\$9,097,856	(7.2%)
Dec	\$331,000			\$4,000,000			\$1,751,029		\$10,848,886	

**Actual Collections Year To Date Through November**

