

**To:** Aspen City Council  
**From:** Pete Strecker, Finance Director  
**Date:** January 13, 2023  
**Re:** November 2022 Consumption Tax Report

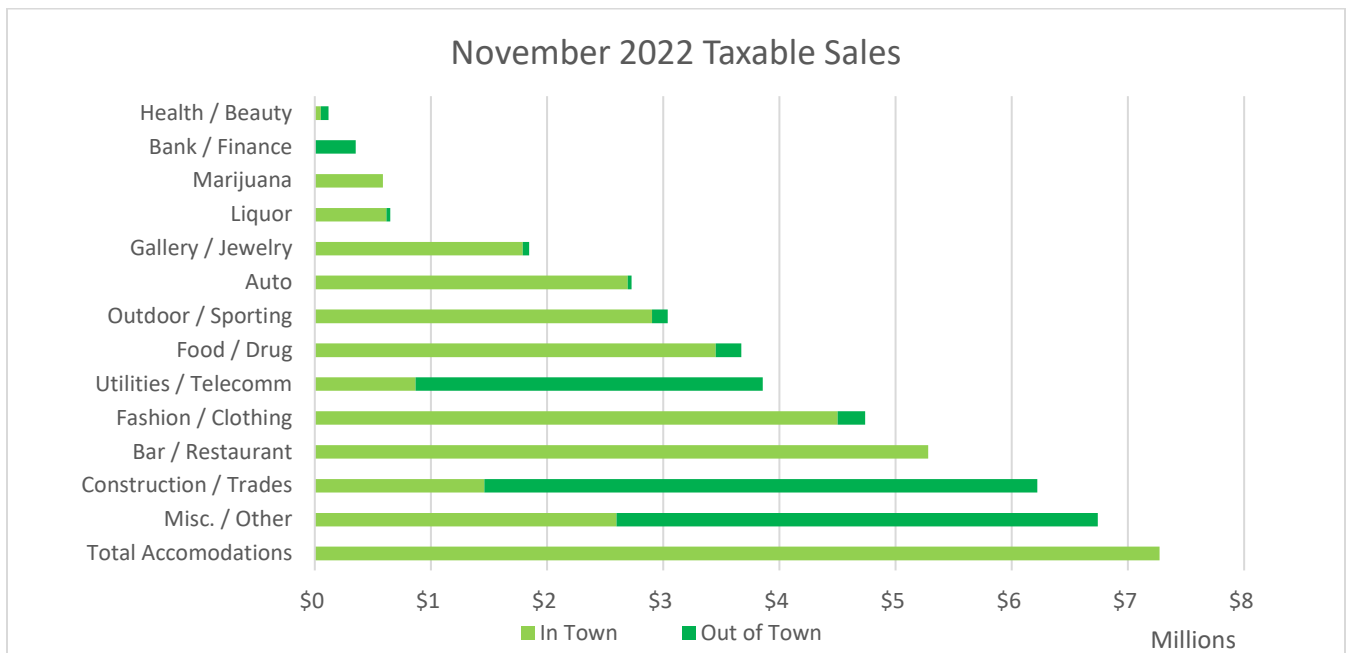


**Aggregate Taxable Sales & Industry Highlights:**

Monthly economic activity in November remains consistent with recent trends, with softening in tourism and consumer spending across a number of industries. While the month’s activity is typically just 4% of annual taxable sales, the data still support a greater influence from inflation (both nationally and locally) dampening consumer spending, albeit not in some luxury sectors as noted below. With November 2022 pacing 4% below the same period one year ago, overall taxable sales for the year now sit roughly 20% ahead of 2021 after eleven months.

Specific to the month of November, industries that saw double-digit declines include accommodations, construction, and sporting equipment (down 12%, 15% and 14%, respectively) as well as the smaller sector of health/beauty (down 43%). It is noteworthy that monthly declines in accommodations continue to reflect weakening in volume of business as average nightly rates remain well above prior year pricing. Counter to the softening trend, taxable automobile sales remains robust (up 30%) and are likely due to higher prices and pent up demand from past supply chain issues, utilities (up 12%) and jewelry/gallery sales (up 10%) which can be more sporadic.

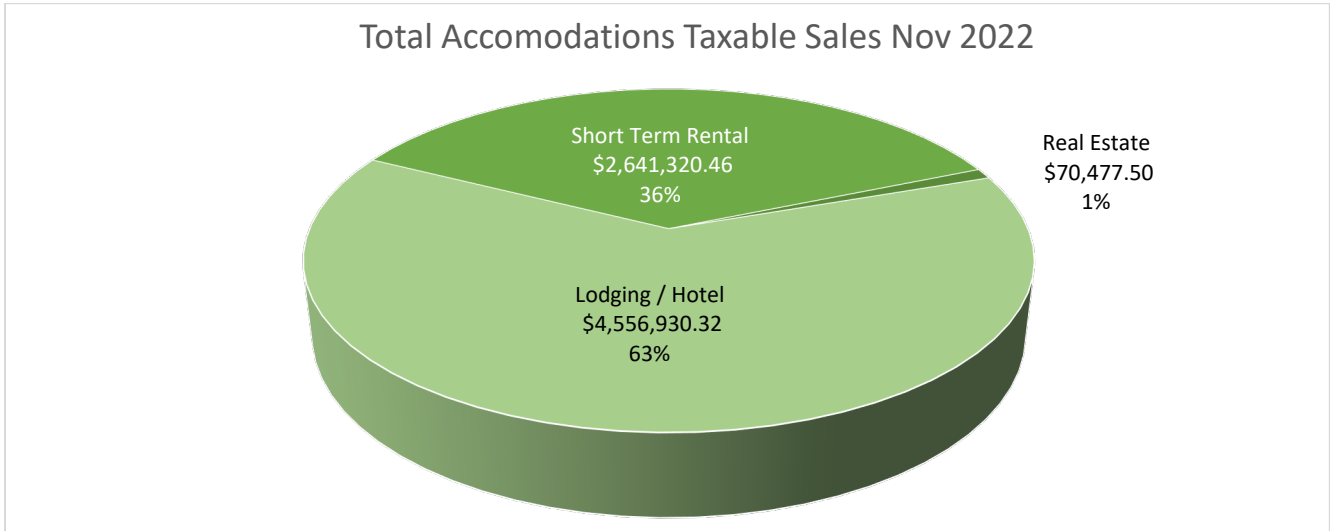
November’s economic activity reflects a proportion of 72% local brick and mortar sales vs. 28% from online/external businesses.



**Sales and Lodging Tax:**

November sales and lodging tax collections paced 6.2% and 20.5% below last year’s totals, respectively. Through eleven months of the calendar year, City sales taxes remain 19% ahead of last year’s receipts; lodging taxes continue to be up 50% over last year figures. These cumulative percentages remain above the City’s revised forecasts released back in November, and given current data, are anticipated to remain above projections by year-

end. Specific to lodging, there have been a few closures (Hotel Aspen and Moly Gibson) for redevelopment, which is influencing total collection figures, especially in a relatively small month such as November, and will persist into the future until construction is complete.

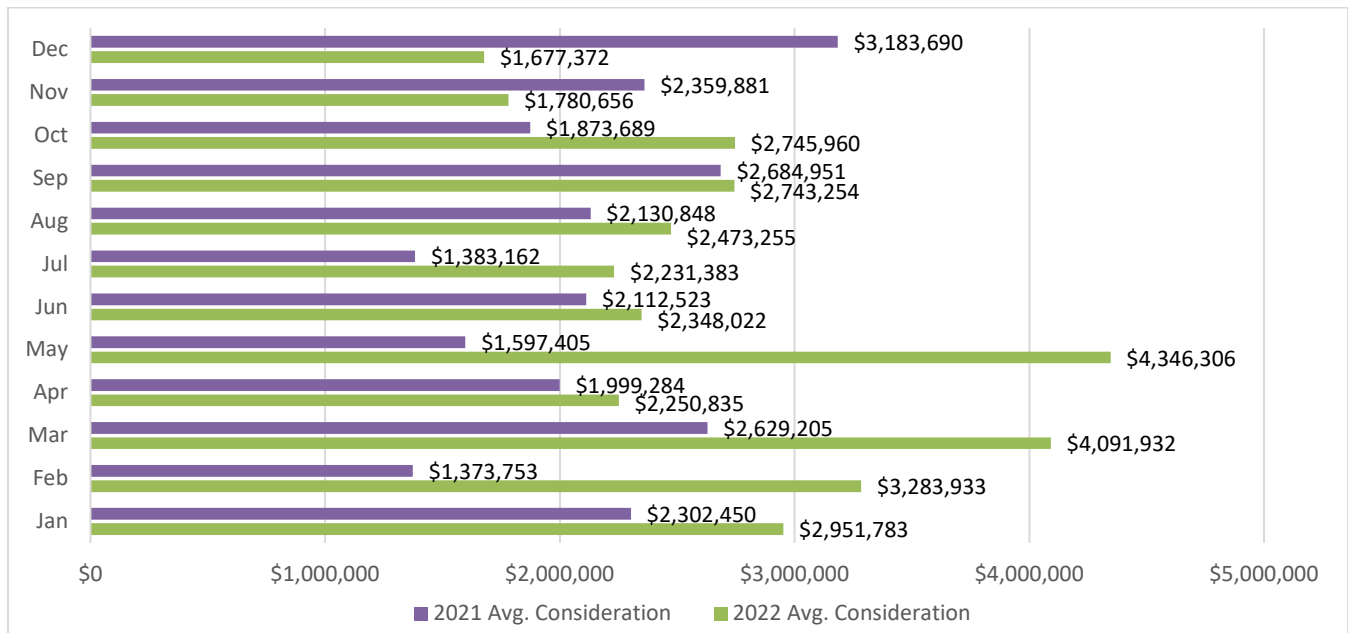


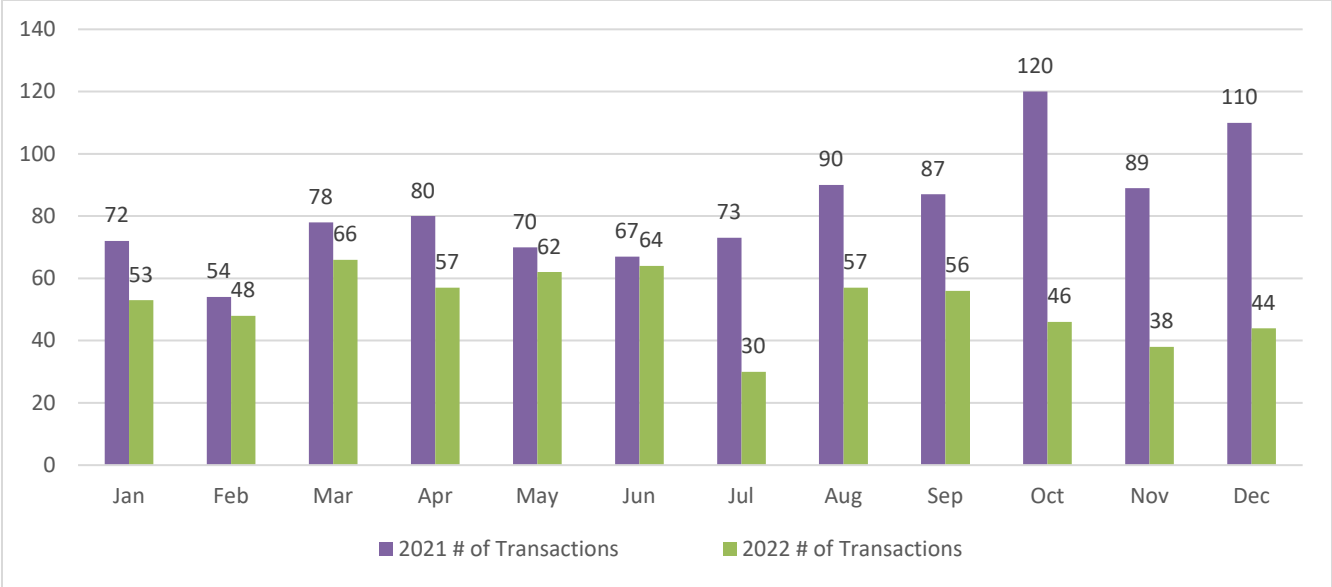
**City Share of County Sales Tax:**

The City of Aspen’s allocated portion of Pitkin County’s 2.0% sales tax for the month of November fell off slightly, down a little more than 1%, over the same period a year ago. Annual collections remain 22% ahead of last year however and should end the year in positive territory.

**Real Estate Transfer Taxes:**

The volume of transactions for 2022 retreated 37% (621 in 2022 vs the 990 in 2021), truly emphasizing the limited inventory that exists following two robust real estate years. However, with the average value per transaction up nearly 29%, the increase in price per transaction partially mitigated the lack of volume; ultimately settling annual collections for 2022 roughly 19% down from last year’s record high.

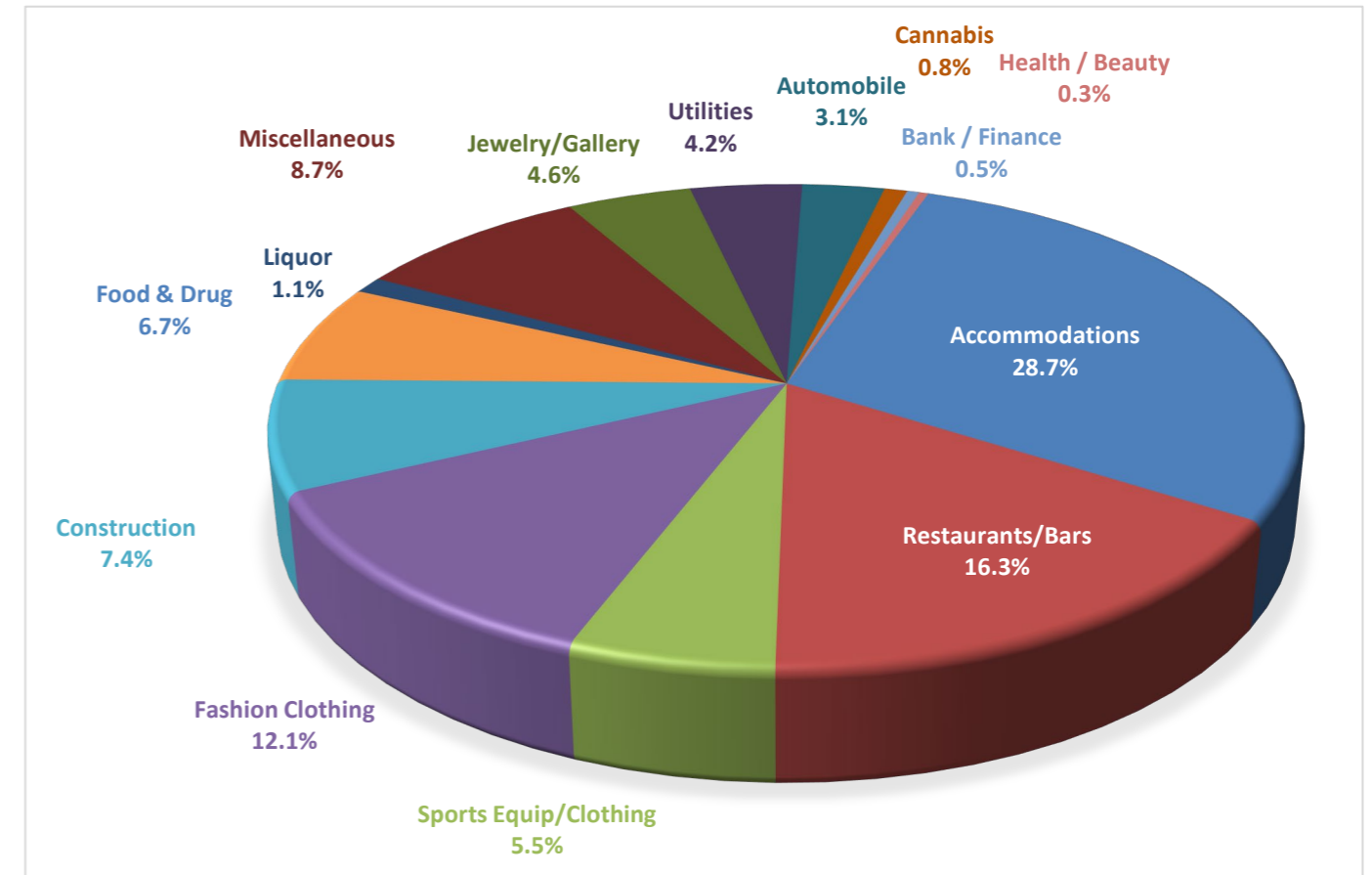




**City of Aspen Retail Sales by Industry  
November 2022**

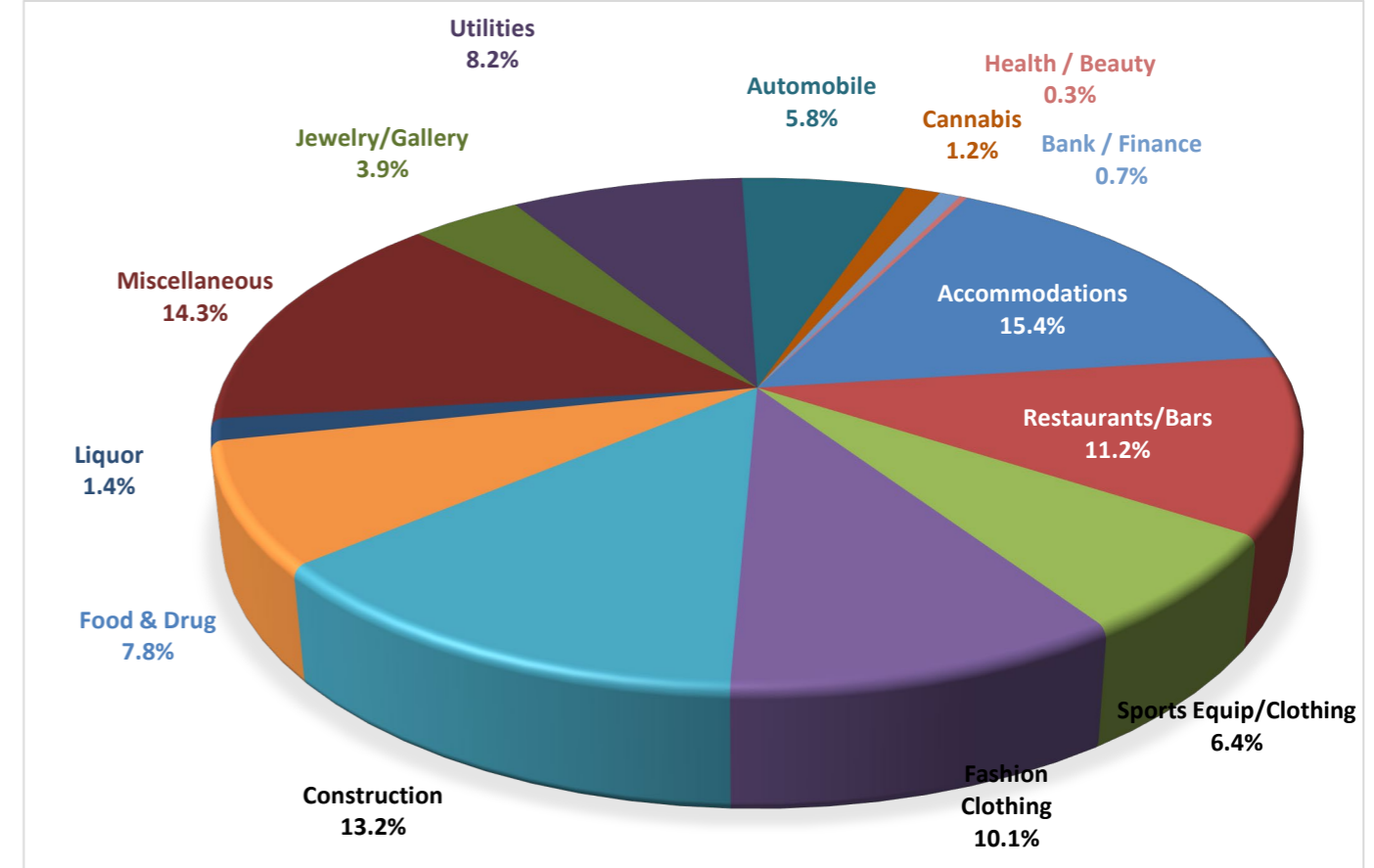
**Year To Date Retail Sales**

<b>Category</b>	<b>Retail Sales</b>	<b>% of Total Retail Sales</b>	<b>% Change to 2021</b>
Accommodations	\$301,614,248	28.7%	45.5%
Restaurants/Bars	\$171,101,058	16.3%	25.6%
Sports Equip/Clothing	\$58,170,998	5.5%	12.7%
Fashion Clothing	\$126,814,198	12.1%	23.9%
Construction	\$77,347,503	7.4%	(9.2%)
Food & Drug	\$70,129,151	6.7%	10.9%
Liquor	\$11,633,096	1.1%	(2.4%)
Miscellaneous	\$91,686,613	8.7%	13.5%
Jewelry/Gallery	\$48,551,018	4.6%	24.2%
Utilities	\$43,683,098	4.2%	(1.7%)
Automobile	\$32,052,074	3.1%	3.5%
Cannabis	\$8,914,896	0.8%	(14.0%)
Bank / Finance	\$4,770,389	0.5%	21.6%
Health / Beauty	\$3,639,913	0.3%	(35.4%)
<b>Total</b>	<b>\$1,050,108,252</b>	<b>100.0%</b>	<b>20.3%</b>



**November Monthly Retail Sales**

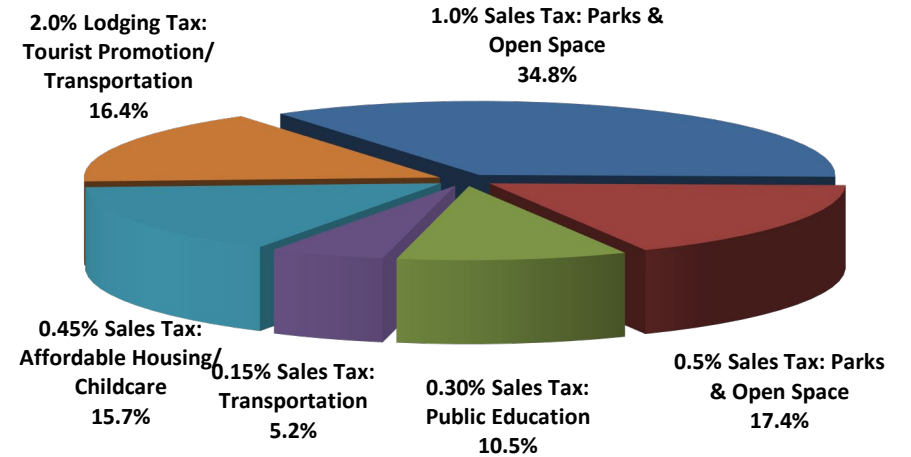
<b>Category</b>	<b>Retail Sales</b>	<b>% of Total Retail Sales</b>	<b>% Change to 2021</b>
Accommodations	\$7,272,954	15.4%	(11.7%)
Restaurants/Bars	\$5,281,445	11.2%	(5.5%)
Sports Equip/Clothing	\$3,036,941	6.4%	(14.4%)
Fashion Clothing	\$4,737,269	10.1%	(0.3%)
Construction	\$6,218,327	13.2%	(14.7%)
Food & Drug	\$3,670,304	7.8%	(3.7%)
Liquor	\$648,641	1.4%	(2.2%)
Miscellaneous	\$6,740,950	14.3%	(1.4%)
Jewelry/Gallery	\$1,844,068	3.9%	10.1%
Utilities	\$3,855,685	8.2%	12.5%
Automobile	\$2,725,598	5.8%	29.7%
Cannabis	\$586,665	1.2%	0.7%
Bank / Finance	\$352,649	0.7%	52.5%
Health / Beauty	\$119,126	0.3%	(43.0%)
<b>Total</b>	<b>\$47,090,624</b>	<b>100.0%</b>	<b>(3.8%)</b>



**City of Aspen Sales and Lodging Tax  
November 2022**

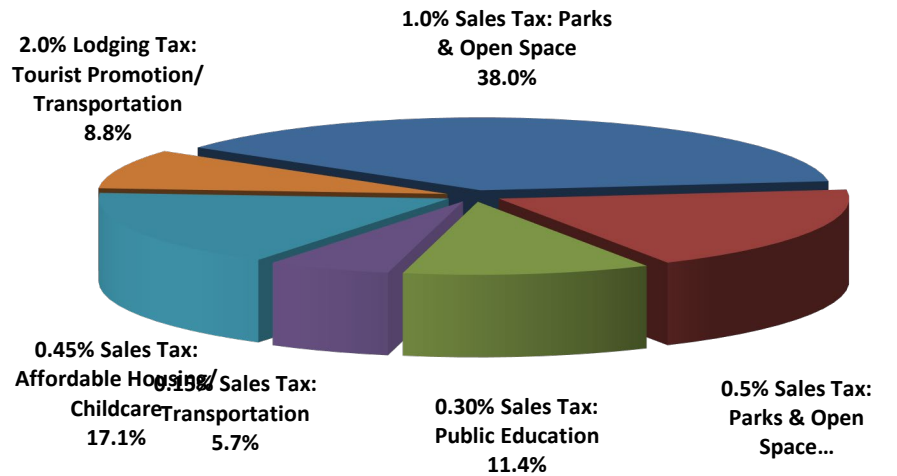
**Year To Date Tax Collections**

<b>Tax Type</b>	<b>YTD Taxes Collected</b>	<b>% YTD Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$10,438,812.62	34.8%
0.5% Sales Tax: Parks & Open Space	\$5,219,391.86	17.4%
0.30% Sales Tax: Public Education	\$3,135,421.20	10.5%
0.15% Sales Tax: Transportation	\$1,565,835.36	5.2%
0.45% Sales Tax: Affordable Housing/ Childcare	\$4,697,449.72	15.7%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$4,915,680.74</u>	<u>16.4%</u>
<b>Total</b>	<b>\$29,972,591.50</b>	<b>100%</b>



**November Monthly Tax Collections**

<b>Tax Type</b>	<b>Monthly Taxes Collected</b>	<b>% Monthly Taxes</b>
1.0% Sales Tax: Parks & Open Space	\$449,255.18	38.0%
0.5% Sales Tax: Parks & Open Space	\$224,625.27	19.0%
0.30% Sales Tax: Public Education	\$135,057.14	11.4%
0.15% Sales Tax: Transportation	\$67,389.69	5.7%
0.45% Sales Tax: Affordable Housing/ Childcare	\$202,165.35	17.1%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$103,571.71</u>	<u>8.8%</u>
<b>Total</b>	<b>\$1,182,064.34</b>	<b>100%</b>



**City of Aspen Sales Tax 2.4%**

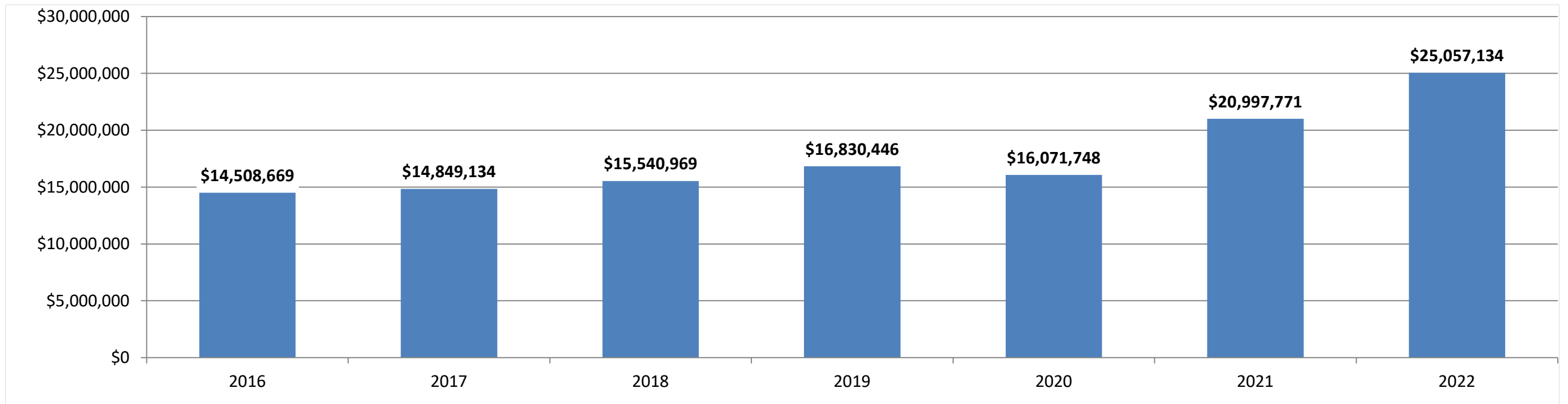
**November 2022**

**Current Month Revenues are (6.2%) below last year's Monthly Revenues.**  
**Year To Date Revenues are 28.2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 19.3% above last year's Actual Year To Date Revenues.**

Month	2022 Monthly Budget vs. 2022 Actual			2022 YTD Budget vs. 2022 Actual			2022 vs. 2021			
	Budget*	Actual	Variance	Budget*	Actual	Variance	2021 Monthly	Variance	2021 YTD	Variance
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	\$1,078,493	16.6%	\$19,545,000	\$25,057,134	28.2%	\$1,149,543	(6.2%)	\$20,997,771	19.3%
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 November**



**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)  
November 2022**

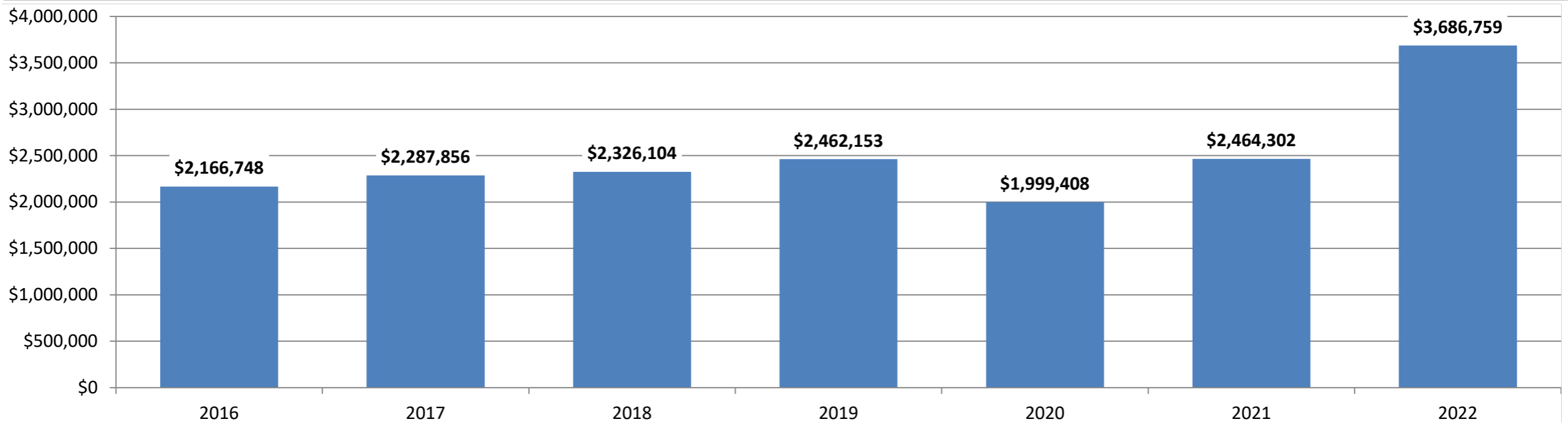
**Current Month Revenues are (20.5%) below last year's Monthly Revenues adjusted for rate increase.**

**Year To Date Revenues are 43.5% above Year To Date Budgeted Revenues.**

**Year To Date Revenues are 49.6% above last year's Actual Year To Date Revenues.**

<u>Month</u>	<u>2022 Monthly Budget vs. 2022 Actual</u>			<u>2022 YTD Budget vs. 2022 Actual</u>			<u>2022 vs. 2021</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2021 Monthly</u>	<u>Variance</u>	<u>2021 YTD</u>	<u>Variance</u>
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	\$77,679	13.1%	\$2,568,500	\$3,686,759	43.5%	\$97,749	(20.5%)	\$2,464,302	49.6%
Dec	\$514,000			\$3,082,500			\$666,832		\$3,131,133	

**Actual Collections Year To Date Through November**

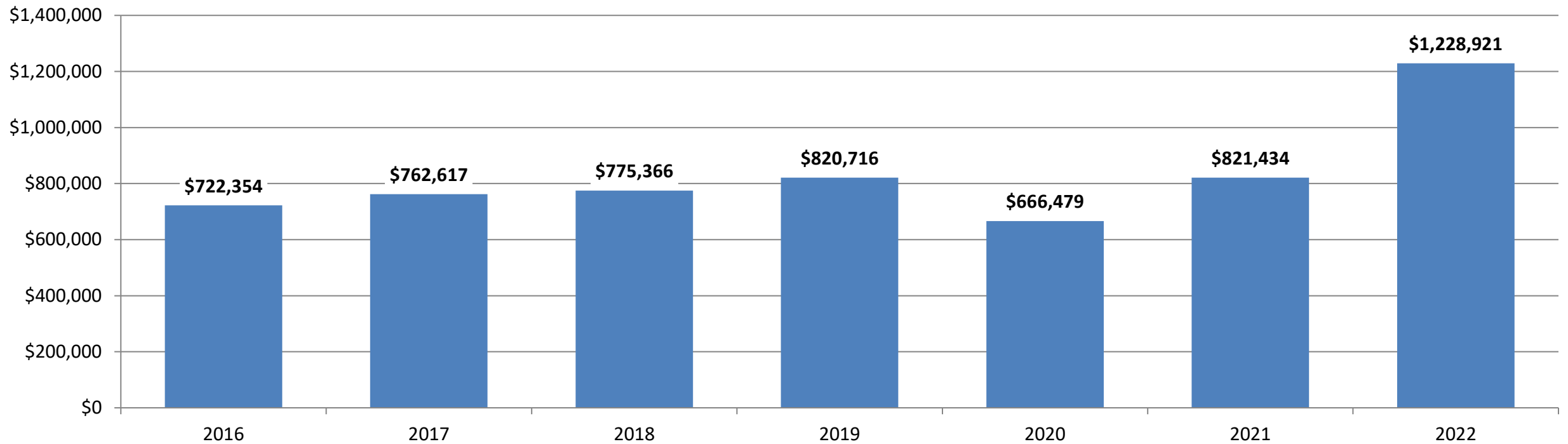


**City of Aspen Transportation 0.5% Lodging Tax  
November 2022**

**Current Month Revenues are (20.5%) below last year's Monthly Revenues**  
**Year To Date Revenues are 43.5% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 49.6% above last year's Actual Year To Date Revenues.**

<u>Month</u>	<u>2022 Monthly Budget vs. 2022 Actual</u>			<u>2022 YTD Budget vs. 2022 Actual</u>			<u>2022 vs. 2021</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2021 Monthly</u>	<u>Variance</u>	<u>2021 YTD</u>	<u>Variance</u>
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	\$25,893	13.1%	\$856,200	\$1,228,921	43.5%	\$32,583	(20.5%)	\$821,434	49.6%
Dec	\$171,300			\$1,027,500			\$222,278		\$1,043,711	

**Actual Collections Year To Date Through November**



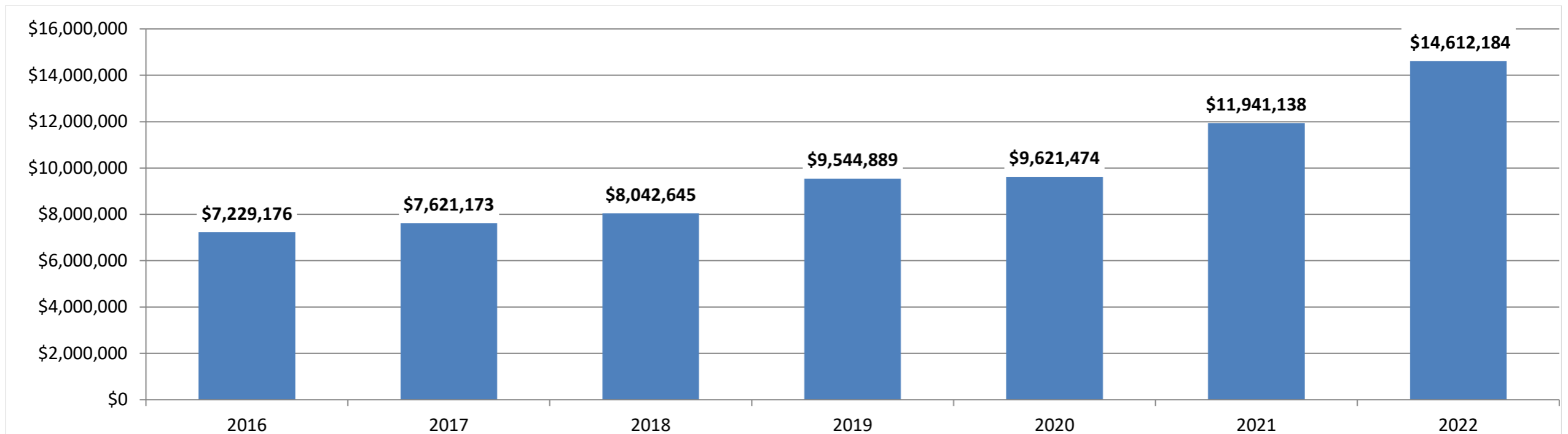


**City of Aspen Portion of Pitkin County 3.6% Sales Tax  
October 2022**

**Current Month Revenues are (1.2%) below last year's Monthly Revenues.**  
**Year To Date Revenues are 26.2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are 22.4% above last year's Actual Year To Date Revenues.**

<u>Month</u>	<u>2022 Monthly Budget vs. 2022 Actual</u>			<u>2022 YTD Budget vs. 2022 Actual</u>			<u>2022 vs. 2021</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2021 Monthly</u>	<u>Variance</u>	<u>2021 YTD</u>	<u>Variance</u>
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	\$992,304	51.0%	\$11,577,000	\$14,612,184	26.2%	\$1,004,489	(1.2%)	\$ 11,941,138	22.4%
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 October**

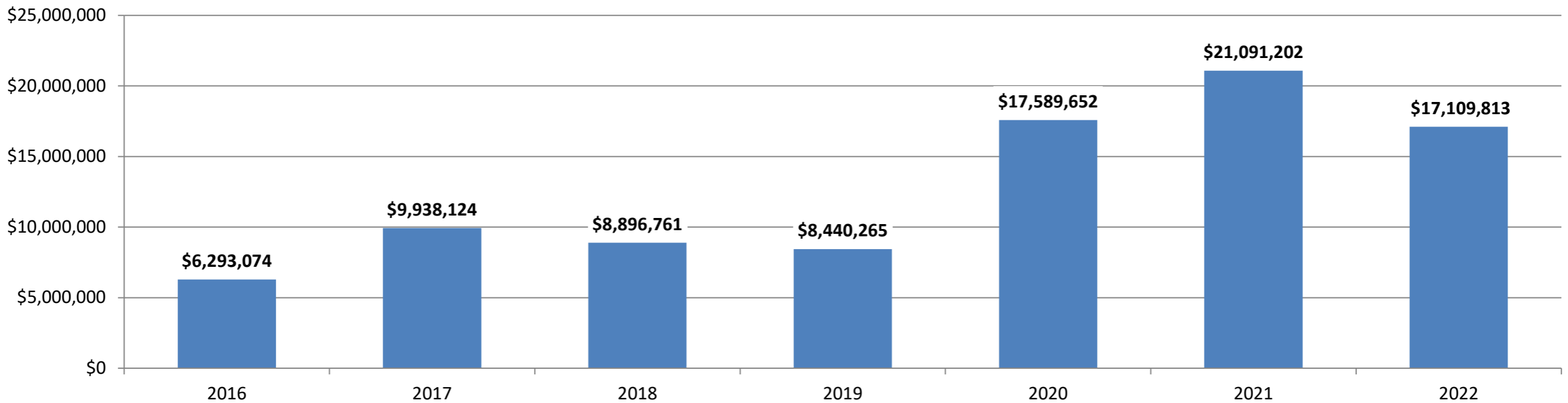


**Housing Real Estate Transfer Tax  
December 2022**

Current Month Revenues are **(79.3%)** below last year's Monthly Revenues.  
 Year To Date Revenues are **113.9%** above Year To Date Budgeted Revenues.  
 Year To Date Revenues are **(18.9%)** below last year's Actual Year To Date Revenues.

<u>Month</u>	<u>2022 Monthly Budget vs. 2022 Actual</u>			<u>2022 YTD Budget vs. 2022 Actual</u>			<u>2022 vs. 2021</u>			
	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>Budget</u>	<u>Actual</u>	<u>Variance</u>	<u>2021 Monthly</u>	<u>Variance</u>	<u>2021 YTD</u>	<u>Variance</u>
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	\$716,505	4.4%	\$8,000,000	\$17,109,813	113.9%	\$3,454,185	(79.3%)	\$21,091,202	(18.9%)

**Actual Collections Year To Date Through December**



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

**Current Month Revenues are (78.9%) below last year's Monthly Revenues.**  
**Year To Date Revenues are 120.2% above Year To Date Budgeted Revenues.**  
**Year To Date Revenues are (18.8%) below last year's Actual Year To Date Revenues.**

Month	2022 Monthly Budget vs. 2022 Actual			2022 YTD Budget vs. 2022 Actual			2022 vs. 2021			
	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	\$369,022	11.5%	\$4,000,000	\$8,807,528	120.2%	\$1,751,029	(78.9%)	\$10,848,886	(18.8%)

**Actual Collections Year To Date Through December**

