

To: Aspen City Council
From: Anthony Lewin, Senior Tax Auditor
Date: January 15, 2020
Re: November 2020 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 November 2020, Aspen's portion of Pitkin County's 3.6% sales tax collections for October 2020, and real estate transfer tax (RETT) collections for December 2020.

Taxable Sales:

This report reflects the second month on the City's new online platform for reporting and remitting City sales tax. As a reminder, this report reflects the new industry groups that the City adopted as it transitioned to this solution. With this transition, it is important to note that the comparison to previous industry groupings does not align one-to-one. Because of this, there needs to be consideration given to the comparison to prior year data as actual percentage change will not always solely reflect industry contraction or expansion. Put simply, the report may reflect businesses that have moved between industry types. Notes to this are included on the graphic pages.

Overall, aggregate taxable sales for November 2020 for all industry types reflects an increase of 22.2% relative to the same period last year. Additionally, November data reflects that 75.8% of these total sales occurred within the City and 24.2% are related to businesses outside of Aspen (including surrounding down valley communities or beyond).

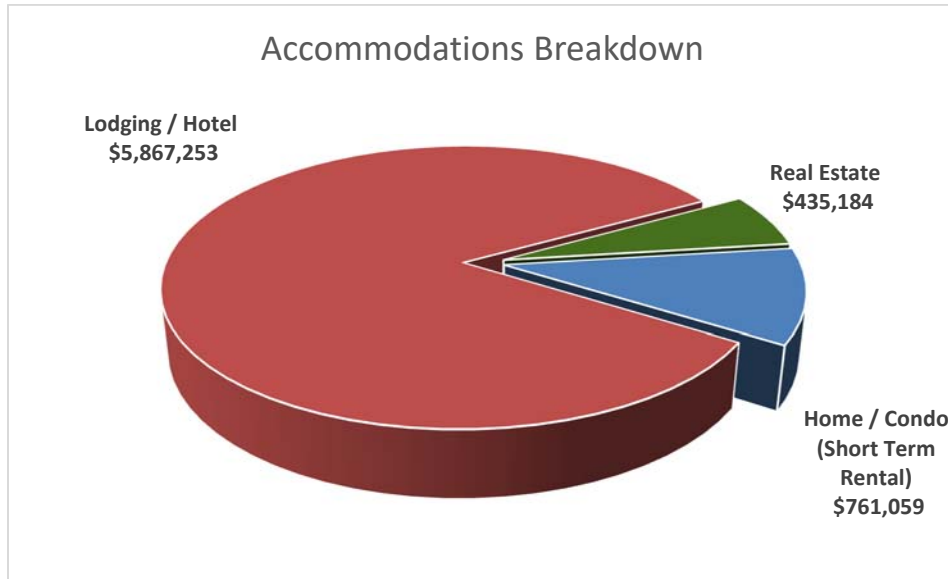
Actual Sales and Lodging Tax:

November's sales tax collections were up 22.6%, respectively from the same period last year. Lodging tax collections were up 30.8% in contrast to last year's monthly revenues. On a year-to-date basis, these collections are 4.6% and 18.8% down respectively, relative to the same eleven-month aggregate totals last year.

Regarding lodging taxes, data is now available to delineate traditional lodging from other less historically common offerings like short-term rentals and timeshare / managed properties.

Prior to the new sales tax platform, the City had roughly 70 vacation rental permits on file, and with the new system there is a total of roughly 650 vacation rental permits, which we expect to increase as owners obtain permits. This new total includes previously non-compliant properties.

Below is a graph showing the breakdown of monthly rental accommodations activity by type.



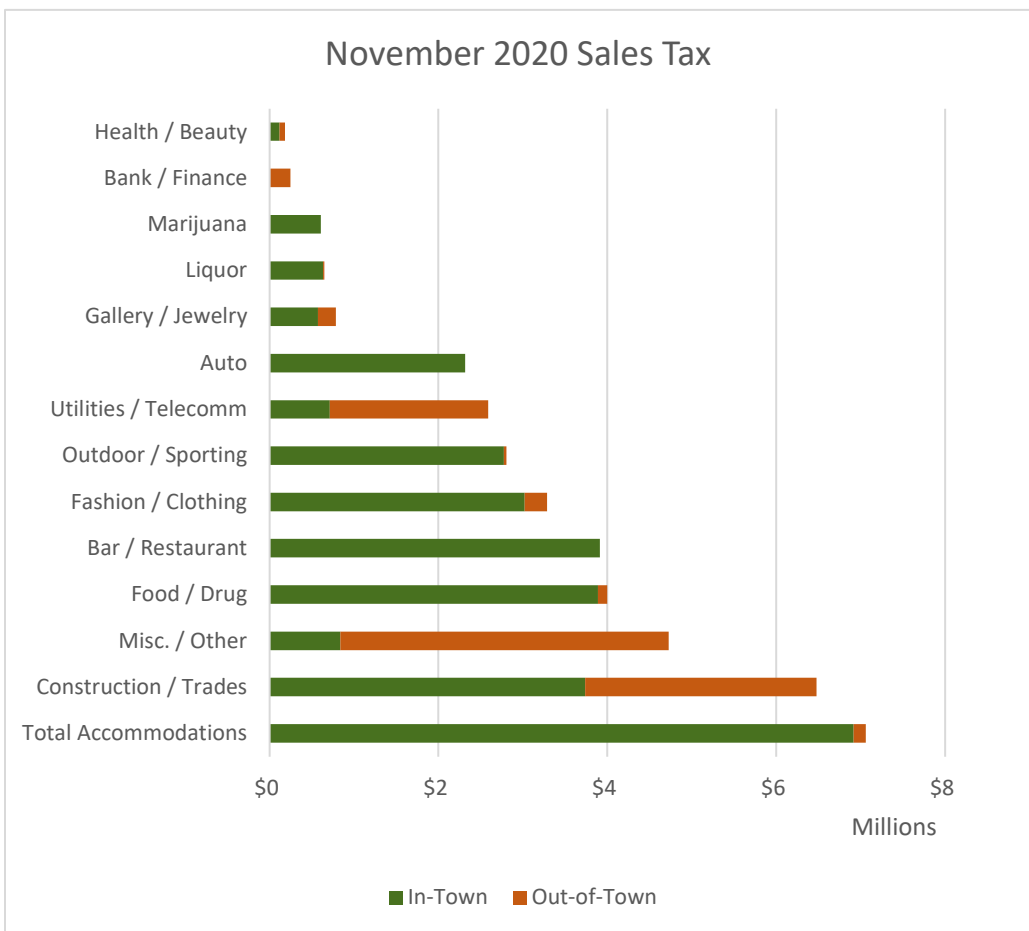
City Share of County Sales Tax:

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 October were up 30.7%. On a year-to-date basis, Aspen’s portion of Pitkin County’s sales tax is up 0.8%. Collections, because they are done at a State level, have received a boost from online retail sales and tax remittance through a central point.

Real Estate Transfer Taxes:

Housing real estate transfer tax collections for December were up 155.6% and are 108.4% above collections from the prior year. Wheeler real estate transfer tax collections for December were up 149.9% and are up in total compared to the prior year’s collections by 114.5%. Market activity continues to exceed expectations and has driven collections past double annual forecasts.

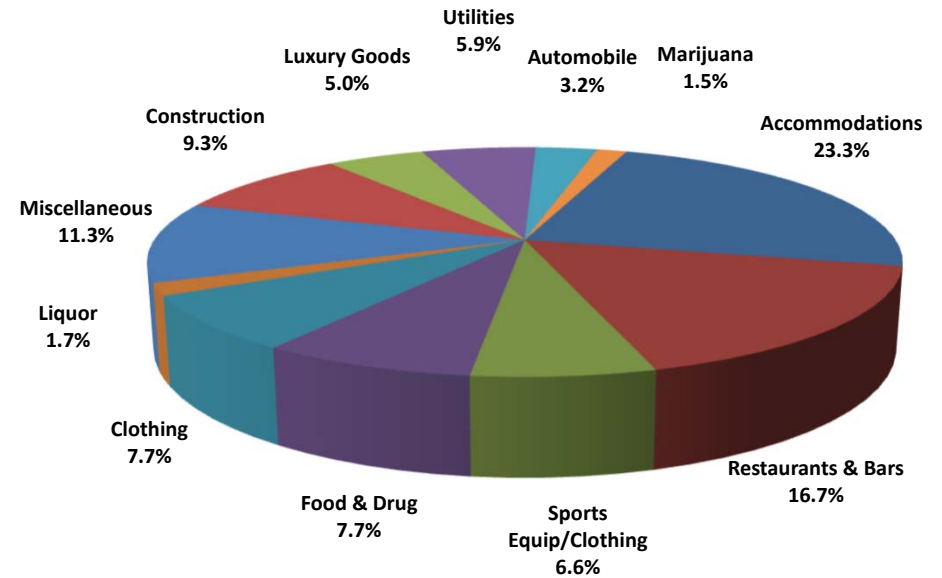
Category	In-Town	Out-of-Town	Grand Total
Total Accommodations	\$6,918,637	\$144,858	\$7,063,495
Construction / Trades	\$3,739,143	\$2,742,045	\$6,481,188
Misc. / Other	\$839,191	\$3,888,068	\$4,727,258
Food / Drug	\$3,888,660	\$109,653	\$3,998,313
Bar / Restaurant	\$3,914,433	\$0	\$3,914,433
Fashion / Clothing	\$3,021,063	\$265,943	\$3,287,006
Outdoor / Sporting	\$2,776,141	\$31,382	\$2,807,523
Utilities / Telecomm	\$714,986	\$1,874,423	\$2,589,409
Auto	\$2,318,194	\$0	\$2,318,194
Gallery / Jewelry	\$574,149	\$210,465	\$784,614
Liquor	\$633,301	\$14,438	\$647,738
Marijuana	\$606,239	\$0	\$606,239
Bank / Finance	\$0	\$247,290	\$247,290
Health / Beauty	\$119,937	\$63,226	\$183,163
Grand Total	\$30,064,073	\$9,591,790	\$39,655,863



**City of Aspen Retail Sales by Industry
November 2020**

Year To Date Retail Sales

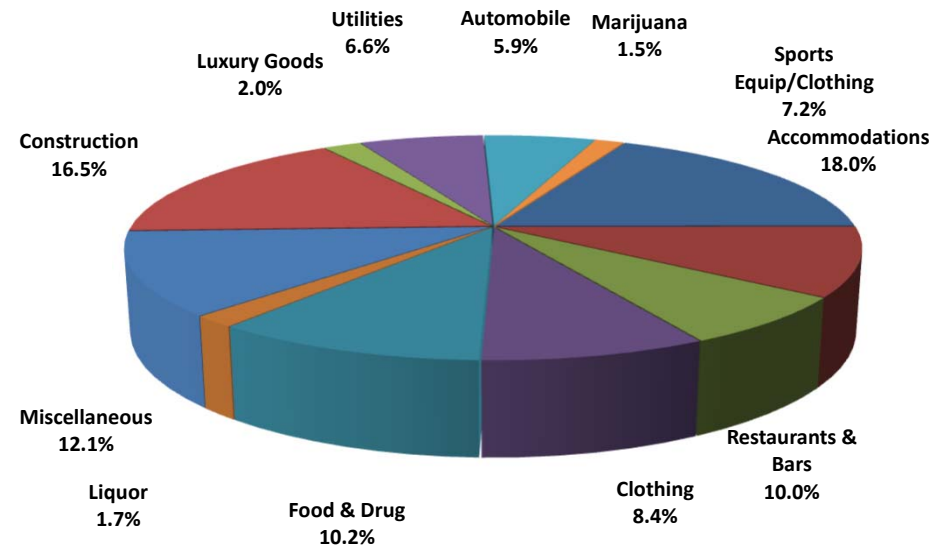
<u>Category</u>	<u>YTD Retail Sales</u>	<u>% Change Prior Year</u>	<u>% YTD Retail Sales</u>
Accommodations	\$156,477,417	(21.9%)	23.3%
Restaurants & Bars	\$112,130,941	(8.8%)	16.7%
Sports Equip/Clothing	\$44,093,492	6.2%	6.6%
Clothing	\$51,939,770	(4.7%)	7.7%
Food & Drug	\$51,682,786	0.7%	7.7%
Liquor	\$11,533,135	23.4%	1.7%
Miscellaneous	\$75,513,787	23.9%	11.2%
Construction	\$62,318,834	3.7%	9.3%
Luxury Goods	\$33,673,297	9.6%	5.0%
Utilities	\$39,554,404	(2.6%)	5.9%
Automobile	\$21,318,727	16.6%	3.2%
Marijuana	\$10,275,403	(5.3%)	1.5%
Bank / Finance (new)	\$527,740	(4.3%)	0.1%
Health / Beauty (new)	\$467,700	0.0%	0.1%
Total	\$671,507,432	(4.3%)	100.0%



Beginning October 2020, industries were assessed and revised. This includes Luxury Goods which no longer reflects high end clothing which now is captured within Clothing. Additionally, two new categories (Bank / Finance and Health / Beauty) were added to reflect items previous reported within Miscellaneous. These adjustments will ultimately skew the annual percentage change in these industries and is therefore important to note - industry contraction or expansion cannot be gauged by these percentages until a full year's worth of data has been compiled with the new categorizations.

November Monthly Retail Sales

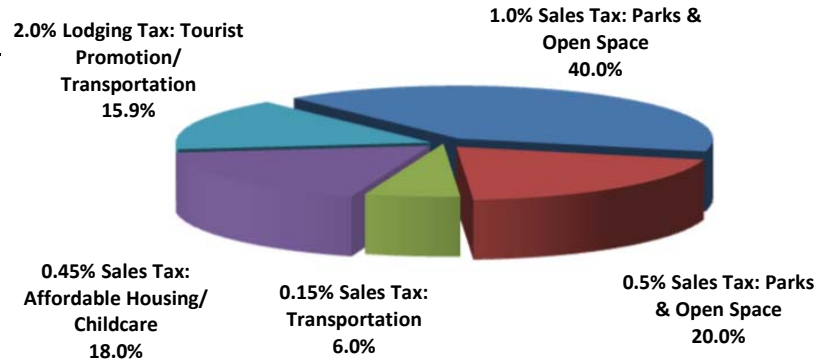
<u>Category</u>	<u>Monthly Retail Sales</u>	<u>% Change Prior Year</u>	<u>% Monthly Retail Sales</u>
Accommodations	\$7,063,495	52.8%	17.8%
Restaurants & Bars	\$3,914,433	(4.7%)	9.9%
Sports Equip/Clothing	\$2,807,523	48.2%	7.1%
Clothing	\$3,287,006	70.1%	8.3%
Food & Drug	\$3,998,313	37.9%	10.1%
Liquor	\$647,738	23.4%	1.6%
Miscellaneous	\$4,727,258	10.2%	11.9%
Construction	\$6,481,188	43.3%	16.3%
Luxury Goods	\$784,614	(66.0%)	2.0%
Utilities	\$2,589,409	(29.2%)	6.5%
Automobile	\$2,318,194	92.1%	5.8%
Marijuana	\$606,239	23.4%	1.5%
Bank / Finance (new)	\$247,290	0.0%	0.6%
Health / Beauty (new)	\$183,163	0.0%	0.5%
Total	\$39,655,863	22.2%	100.0%



**City of Aspen Sales and Lodging Tax
November 2020**

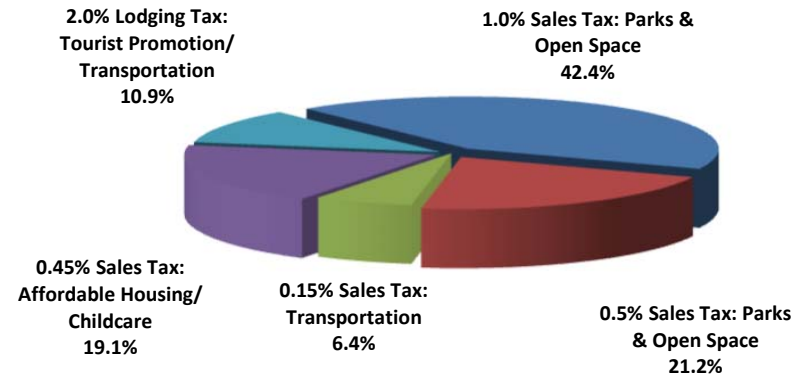
Year To Date Tax Collections

Tax Type	YTD Taxes Collected	% YTD Taxes
1.0% Sales Tax: Parks & Open Space	\$6,697,256	40.0%
0.5% Sales Tax: Parks & Open Space	\$3,347,856	20.0%
0.15% Sales Tax: Transportation	\$1,003,830	6.0%
0.45% Sales Tax: Affordable Housing/ Childcare	\$3,013,492	18.0%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$2,665,887</u>	<u>15.9%</u>
Total	\$16,728,321	100%



November Monthly Tax Collections

Tax Type	Monthly Taxes Collected	% Monthly Taxes
1.0% Sales Tax: Parks & Open Space	\$405,331	42.4%
0.5% Sales Tax: Parks & Open Space	\$202,684	21.2%
0.15% Sales Tax: Transportation	\$60,779	6.4%
0.45% Sales Tax: Affordable Housing/ Childcare	\$182,416	19.1%
2.0% Lodging Tax: Tourist Promotion/ Transportation	<u>\$104,040</u>	<u>10.9%</u>
Total	\$955,250	100%

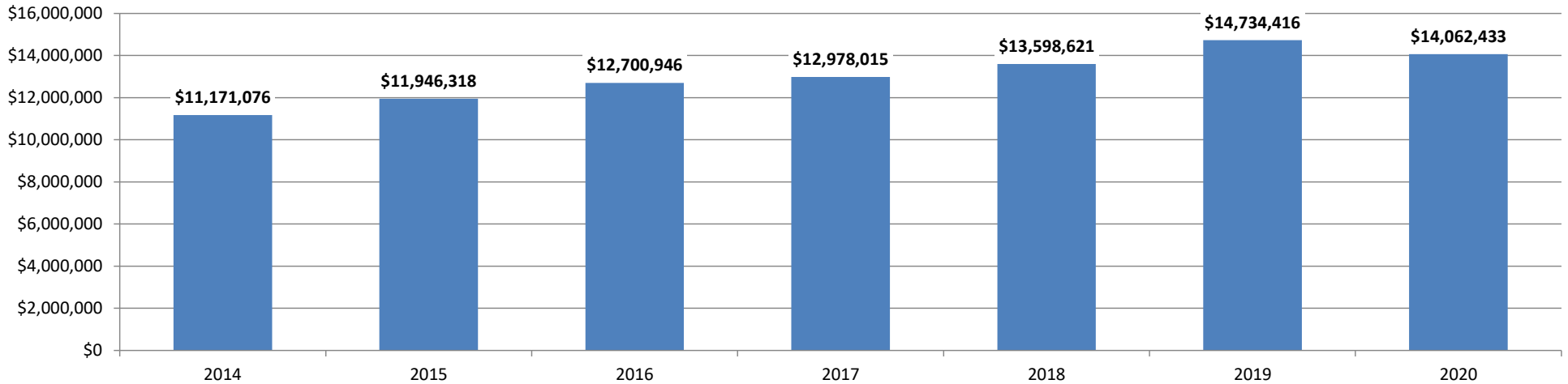


**City of Aspen Sales Tax 2.1%
November 2020**

Current Month Revenues are 22.6% above last year's Monthly Revenues.
Year To Date Revenues are (2.5%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (4.6%) below last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$1,918,600	\$1,991,690	3.8%	\$1,918,600	\$1,991,690	3.8%	\$1,862,971	6.9%	\$1,862,971	6.9%
Feb	\$1,736,100	\$1,857,466	7.0%	\$3,654,700	\$3,849,156	5.3%	\$1,737,770	6.9%	\$3,600,741	6.9%
Mar	\$1,982,200	\$1,087,955	(45.1%)	\$5,636,900	\$4,937,111	(12.4%)	\$2,010,993	(45.9%)	\$5,611,734	(12.0%)
Apr	\$676,600	\$458,858	(32.2%)	\$6,313,500	\$5,395,969	(14.5%)	\$757,958	(39.5%)	\$6,369,692	(15.3%)
May	\$570,600	\$496,175	(13.0%)	\$6,884,100	\$5,892,144	(14.4%)	\$646,709	(23.3%)	\$7,016,401	(16.0%)
June	\$1,422,000	\$1,151,068	(19.1%)	\$8,306,100	\$7,043,212	(15.2%)	\$1,382,830	(16.8%)	\$8,399,231	(16.1%)
July	\$1,849,000	\$1,736,692	(6.1%)	\$10,155,100	\$8,779,904	(13.5%)	\$1,920,481	(9.6%)	\$10,319,712	(14.9%)
Aug	\$1,575,800	\$1,560,293	(1.0%)	\$11,730,900	\$10,340,197	(11.9%)	\$1,568,118	(0.5%)	\$11,887,829	(13.0%)
Sept	\$1,287,100	\$1,937,430	50.5%	\$13,018,000	\$12,277,626	(5.7%)	\$1,339,131	44.7%	\$13,226,960	(7.2%)
Oct	\$756,200	\$933,598	23.5%	\$13,774,200	\$13,211,224	(4.1%)	\$813,092	14.8%	\$14,040,052	(5.9%)
Nov	\$654,800	\$851,210	30.0%	\$14,429,000	\$14,062,433	(2.5%)	\$694,364	22.6%	\$14,734,416	(4.6%)
Dec	\$2,548,500			\$16,977,500			\$2,465,684		\$17,200,100	

Actual Collections Year To Date Through November



**City of Aspen Tourist Promotion 1.5% Lodging Tax (0.5% Rate for 2010 and Prior)
November 2020**

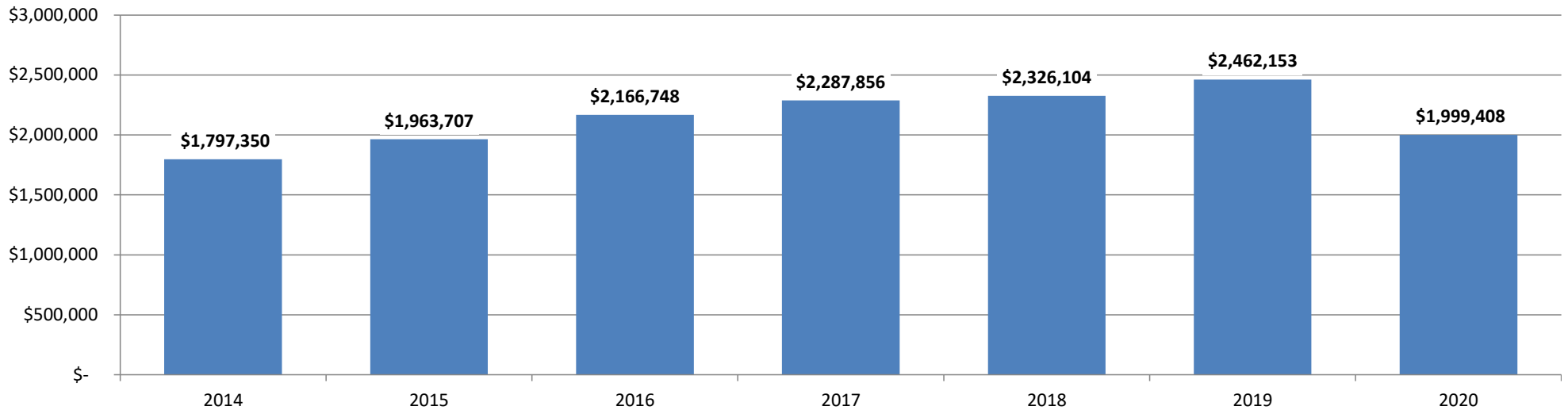
Current Month Revenues are 30.8% above last year's Monthly Revenues.

Year To Date Revenues are (16.7%) below Year To Date Budgeted Revenues.

Year To Date Revenues are (18.8%) below last year's Actual Year To Date Revenues adjusted for rate increase.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$412,500	\$423,412	2.6%	\$412,500	\$423,412	2.6%	\$435,183	(2.7%)	\$435,183	(2.7%)
Feb	\$390,000	\$417,502	7.1%	\$802,500	\$840,914	4.8%	\$386,172	8.1%	\$821,355	2.4%
Mar	\$420,000	\$197,251	(53.0%)	\$1,222,500	\$1,038,165	(15.1%)	\$441,407	(55.3%)	\$1,262,762	(17.8%)
Apr	\$60,000	\$5,581	(90.7%)	\$1,282,500	\$1,043,746	(18.6%)	\$72,042	(92.3%)	\$1,334,804	(21.8%)
May	\$45,000	\$8,770	(80.5%)	\$1,327,500	\$1,052,516	(20.7%)	\$55,183	(84.1%)	\$1,389,987	(24.3%)
June	\$217,500	\$99,543	(54.2%)	\$1,545,000	\$1,152,059	(25.4%)	\$207,585	(52.0%)	\$1,597,572	(27.9%)
July	\$300,000	\$263,959	(12.0%)	\$1,845,000	\$1,416,018	(23.3%)	\$312,072	(15.4%)	\$1,909,644	(25.8%)
Aug	\$255,000	\$227,695	(10.7%)	\$2,100,000	\$1,643,713	(21.7%)	\$236,486	(3.7%)	\$2,146,131	(23.4%)
Sept	\$157,500	\$206,067	30.8%	\$2,257,500	\$1,849,780	(18.1%)	\$168,611	22.2%	\$2,314,741	(20.1%)
Oct	\$82,500	\$71,598	(13.2%)	\$2,340,000	\$1,921,378	(17.9%)	\$87,775	(18.4%)	\$2,402,516	(20.0%)
Nov	\$60,000	\$78,030	30.1%	\$2,400,000	\$1,999,408	(16.7%)	\$59,637	30.8%	\$2,462,153	(18.8%)
Dec	\$490,500			\$2,890,500			\$451,985		\$2,914,139	

Actual Collections Year To Date Through November

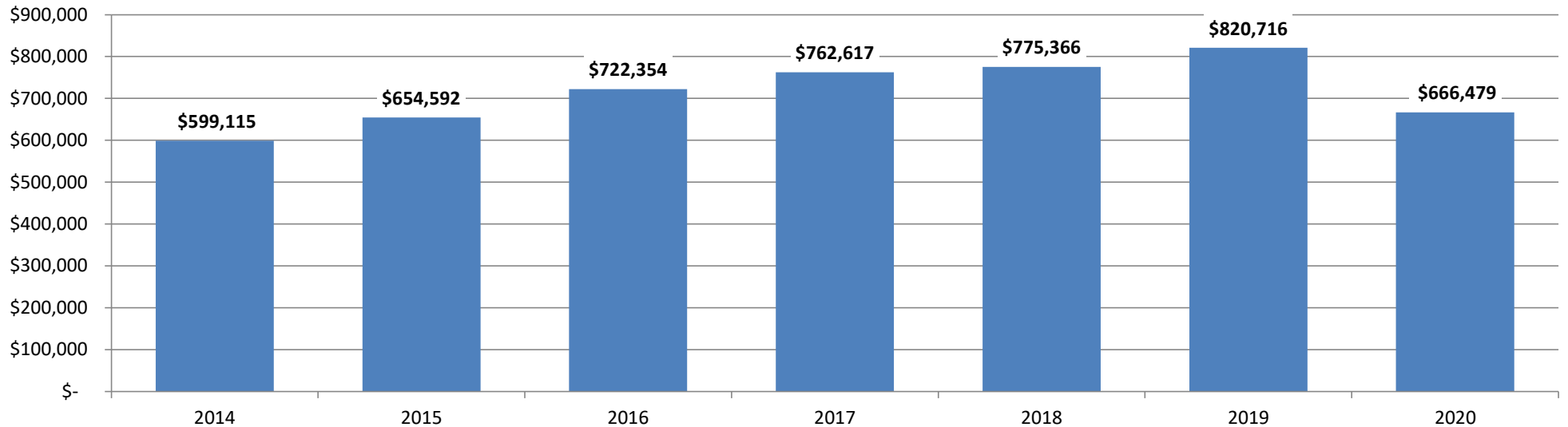


**City of Aspen Transportation 0.5% Lodging Tax
November 2020**

Current Month Revenues are 30.8% above last year's Monthly Revenues.
Year To Date Revenues are (16.7%) below Year To Date Budgeted Revenues.
Year To Date Revenues are (18.8%) below last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$137,500	\$141,137	2.6%	\$137,500	\$141,137	2.6%	\$145,061	(2.7%)	\$145,061	(2.7%)
Feb	\$130,000	\$139,167	7.1%	\$267,500	\$280,304	4.8%	\$128,724	8.1%	\$273,785	2.4%
Mar	\$140,000	\$65,750	(53.0%)	\$407,500	\$346,054	(15.1%)	\$147,136	(55.3%)	\$420,920	(17.8%)
Apr	\$20,000	\$1,860	(90.7%)	\$427,500	\$347,915	(18.6%)	\$24,014	(92.3%)	\$444,934	(21.8%)
May	\$15,000	\$2,923	(80.5%)	\$442,500	\$350,838	(20.7%)	\$18,394	(84.1%)	\$463,328	(24.3%)
June	\$72,500	\$33,181	(54.2%)	\$515,000	\$384,019	(25.4%)	\$69,195	(52.0%)	\$532,523	(27.9%)
July	\$100,000	\$87,986	(12.0%)	\$615,000	\$472,005	(23.3%)	\$104,024	(15.4%)	\$636,547	(25.8%)
Aug	\$85,000	\$75,898	(10.7%)	\$700,000	\$547,903	(21.7%)	\$78,829	(3.7%)	\$715,376	(23.4%)
Sept	\$52,500	\$68,700	30.9%	\$752,500	\$616,603	(18.1%)	\$56,203	22.2%	\$771,579	(20.1%)
Oct	\$27,500	\$23,866	(13.2%)	\$780,000	\$640,469	(17.9%)	\$29,258	(18.4%)	\$800,837	(20.0%)
Nov	\$20,000	\$26,010	30.0%	\$800,000	\$666,479	(16.7%)	\$19,879	30.8%	\$820,716	(18.8%)
Dec	\$163,500			\$963,500			\$150,662		\$971,378	

Actual Collections Year To Date Through November

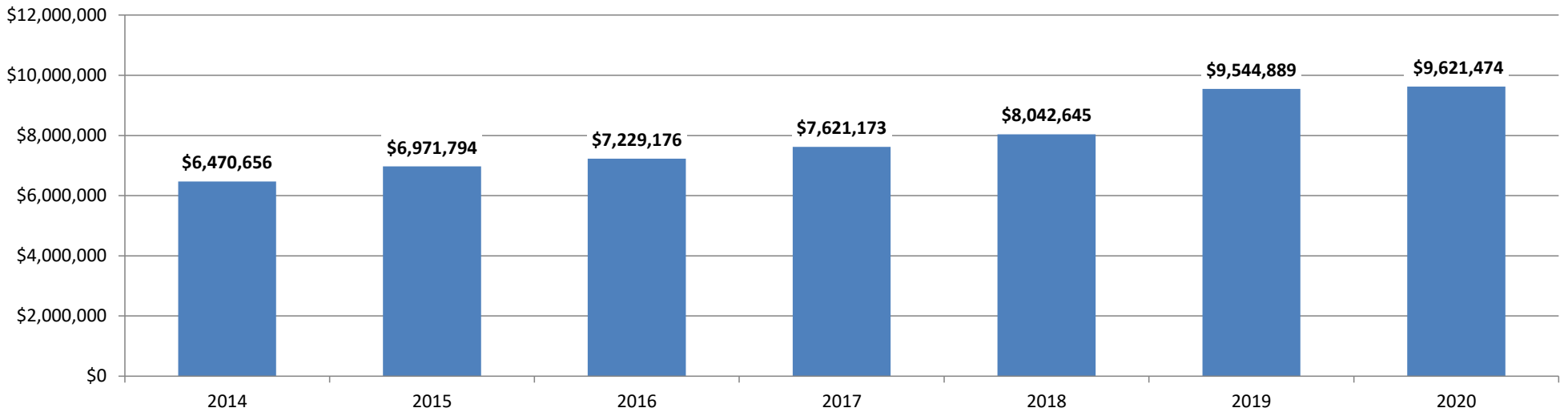


**City of Aspen Portion of Pitkin County 3.6% Sales Tax
October 2020**

Current Month Revenues are **30.7%** above last year's Monthly Revenues.
 Year To Date Revenues are **7.6%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **0.8%** above last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$1,357,000	\$1,512,709	11.5%	\$1,357,000	\$1,512,709	11.5%	\$1,332,368	13.5%	\$ 1,332,368	13.5%
Feb	\$1,277,000	\$1,449,548	13.5%	\$2,634,000	\$2,962,257	12.5%	\$1,195,264	21.3%	\$ 2,527,633	17.2%
Mar	\$1,293,000	\$708,210	(45.2%)	\$3,927,000	\$3,670,467	(6.5%)	\$1,460,126	(51.5%)	\$ 3,987,758	(8.0%)
Apr	\$484,000	\$498,211	2.9%	\$4,411,000	\$4,168,678	(5.5%)	\$543,209	(8.3%)	\$ 4,530,968	(8.0%)
May	\$398,000	\$430,729	8.2%	\$4,809,000	\$4,599,408	(4.4%)	\$423,901	1.6%	\$ 4,954,869	(7.2%)
June	\$822,000	\$713,217	(13.2%)	\$5,631,000	\$5,312,624	(5.7%)	\$867,745	(17.8%)	\$ 5,822,613	(8.8%)
July	\$1,097,000	\$1,164,095	6.1%	\$6,728,000	\$6,476,719	(3.7%)	\$1,149,462	1.3%	\$ 6,972,075	(7.1%)
Aug	\$917,000	\$1,117,891	21.9%	\$7,645,000	\$7,594,610	(0.7%)	\$1,059,020	5.6%	\$ 8,031,094	(5.4%)
Sept	\$801,000	\$1,181,742	47.5%	\$8,446,000	\$8,776,352	3.9%	\$867,293	36.3%	\$ 8,898,387	(1.4%)
Oct	\$498,000	\$845,122	69.7%	\$8,944,000	\$9,621,474	7.6%	\$646,501	30.7%	\$ 9,544,889	0.8%
Nov	\$484,000			\$9,428,000			\$908,405		\$ 10,453,294	
Dec	\$1,461,000			\$10,889,000			\$1,627,600		\$ 12,080,894	

Actual Collections Year To Date Through October

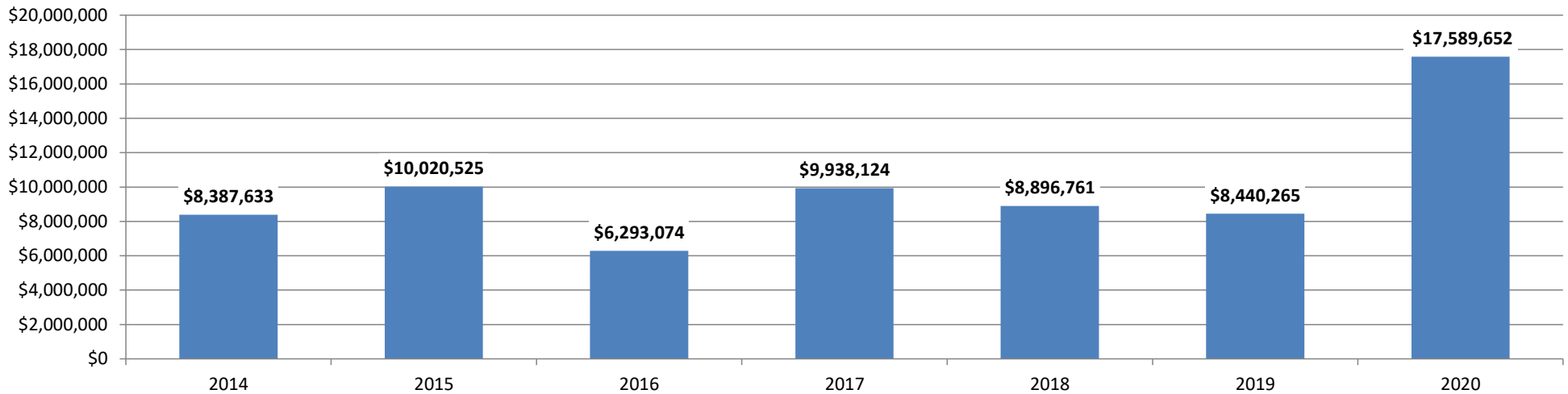


**Housing Real Estate Transfer Tax
December 2020**

Current Month Revenues are **155.6%** above last year's Monthly Revenues.
 Year To Date Revenues are **131.2%** above Year To Date Budgeted Revenues.
 Year To Date Revenues are **108.4%** above last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$488,100	\$1,098,343	125.0%	\$488,100	\$1,098,343	125.0%	\$1,105,098	(0.6%)	\$1,105,098	(0.6%)
Feb	\$509,100	\$496,350	(2.5%)	\$997,200	\$1,594,693	59.9%	\$204,130	143.2%	\$1,309,228	21.8%
Mar	\$501,100	\$598,199	19.4%	\$1,498,300	\$2,192,893	46.4%	\$892,017	(32.9%)	\$2,201,245	(0.4%)
Apr	\$728,800	\$505,915	(30.6%)	\$2,227,100	\$2,698,808	21.2%	\$551,428	(8.3%)	\$2,752,674	(2.0%)
May	\$672,000	\$110,180	(83.6%)	\$2,899,100	\$2,808,988	(3.1%)	\$813,639	(86.5%)	\$3,566,313	(21.2%)
June	\$668,900	\$477,350	(28.6%)	\$3,568,000	\$3,286,338	(7.9%)	\$615,723	(22.5%)	\$4,182,036	(21.4%)
July	\$488,700	\$885,546	81.2%	\$4,056,700	\$4,171,884	2.8%	\$383,273	131.0%	\$4,565,308	(8.6%)
Aug	\$657,900	\$2,542,417	286.4%	\$4,714,600	\$6,714,301	42.4%	\$639,178	297.8%	\$5,204,486	29.0%
Sept	\$926,800	\$3,947,332	325.9%	\$5,641,400	\$10,661,632	89.0%	\$703,645	461.0%	\$5,908,131	80.5%
Oct	\$787,000	\$2,928,865	272.2%	\$6,428,400	\$13,590,497	111.4%	\$1,188,651	146.4%	\$7,096,782	91.5%
Nov	\$531,200	\$1,717,838	223.4%	\$6,959,600	\$15,308,335	120.0%	\$450,783	281.1%	\$7,547,565	102.8%
Dec	\$647,400	\$2,281,317	252.4%	\$7,607,000	\$17,589,652	131.2%	\$892,700	155.6%	\$8,440,265	108.4%

Actual Collections Year To Date Through December



**Wheeler Opera House Real Estate Transfer Tax
December 2020**

Current Month Revenues are 149.9% above last year's Monthly Revenues.
Year To Date Revenues are 139.3% above Year To Date Budgeted Revenues.
Year To Date Revenues are 114.5% above last year's Actual Year To Date Revenues.

Month	2020 Monthly Budget vs. 2020 Actual			2020 YTD Budget vs. 2020 Actual			2020 vs. 2019			
	Budget	Actual	Variance	Budget	Actual	Variance	2019 Monthly	Variance	2019 YTD	Variance
Jan	\$261,400	\$565,600	116.4%	\$261,400	\$565,600	116.4%	\$569,253	(0.6%)	\$569,253	(0.6%)
Feb	\$279,000	\$262,833	(5.8%)	\$540,400	\$828,432	53.3%	\$109,065	141.0%	\$678,318	22.1%
Mar	\$253,500	\$567,936	124.0%	\$793,900	\$1,396,369	75.9%	\$462,116	22.9%	\$1,140,434	22.4%
Apr	\$365,600	\$448,184	22.6%	\$1,159,500	\$1,844,552	59.1%	\$296,169	51.3%	\$1,436,603	28.4%
May	\$361,200	\$58,875	(83.7%)	\$1,520,700	\$1,903,427	25.2%	\$428,417	(86.3%)	\$1,865,020	2.1%
June	\$277,000	\$248,150	(10.4%)	\$1,797,700	\$2,151,577	19.7%	\$320,990	(22.7%)	\$2,186,010	(1.6%)
July	\$231,100	\$464,915	101.2%	\$2,028,800	\$2,616,492	29.0%	\$202,796	129.3%	\$2,388,806	9.5%
Aug	\$334,300	\$1,298,686	288.5%	\$2,363,100	\$3,915,178	65.7%	\$343,499	278.1%	\$2,732,306	43.3%
Sept	\$520,200	\$2,027,283	289.7%	\$2,883,300	\$5,942,461	106.1%	\$372,645	444.0%	\$3,104,951	91.4%
Oct	\$419,200	\$1,495,710	256.8%	\$3,302,500	\$7,438,171	125.2%	\$615,288	143.1%	\$3,720,238	99.9%
Nov	\$288,500	\$882,569	205.9%	\$3,591,000	\$8,320,741	131.7%	\$234,996	275.6%	\$3,955,234	110.4%
Dec	\$371,000	\$1,161,524	213.1%	\$3,962,000	\$9,482,264	139.3%	\$464,793	149.9%	\$4,420,027	114.5%

Actual Collections Year To Date Through December

