



75 South Frontage Road West  
Vail, Colorado 81657  
vailgov.com

**Finance Department**  
970.479.2100  
970.479.2248 fax

## Vail Business Review June 2018

August 28, 2018

The Vail Business Review breaks down the four percent sales tax collected for the month of June and year to date through the second quarter of 2018.

Overall June sales tax increased 17.7% with retail increasing 12.8%, lodging increased 18.5%, food and beverage increased 28.9%, and utilities/other decreased by 2.8%. Excluding the out of town category; sales tax for the month of June was up 19.8%.

Year to date through the second quarter of 2018 resulted in a 5.1% increase overall with retail increasing 5.7%, lodging increased 3.6%, food and beverage increased 8.4%, and utilities/other decreased by 1.0%. Excluding the out of town category; sales tax year to date is up 4.0%.

Town of Vail sales tax forms, the Vail Business Review and sales tax worksheets are available on the internet at [www.vailgov.com](http://www.vailgov.com). You can subscribe to have the Vail Business Review and the sales tax worksheet e-mailed to you automatically from [www.vailgov.com](http://www.vailgov.com).

Please remember when reading the Vail Business Review that it is produced from sales tax collections, as opposed to actual gross sales.

If you have any questions or comments please feel free to call me at (970) 479-2125 or Kathleen Halloran at (970) 479-2116.

Sincerely,

Johannah Richards  
Sales Tax Administrator



# June TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## June 2018 Sales Tax

	2017 June Collections	2018 June Collections	June % Change
<b>VAIL VILLAGE</b>			
Retail	177,788	205,555	15.62 %
Lodging	216,415	228,398	5.54 %
F & B	288,885	326,871	13.15 %
Other	7,223	4,585	-36.52 %
<b>Total</b>	<b>690,310</b>	<b>765,409</b>	<b>10.88 %</b>
<b>LIONSHEAD</b>			
Retail	39,789	45,761	15.01 %
Lodging	125,066	123,599	-1.17 %
F & B	68,379	92,143	34.75 %
Other	6,346	3,925	-38.15 %
<b>Total</b>	<b>239,580</b>	<b>265,429</b>	<b>10.79 %</b>
<b>CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL</b>			
Retail	129,936	136,675	5.19 %
Lodging	28,095	92,627	229.69 %
F & B	42,436	96,277	126.87 %
Other	8,287	7,561	-8.76 %
<b>Total</b>	<b>208,754</b>	<b>333,140</b>	<b>59.58 %</b>
<b>OUT OF TOWN</b>			
Retail	139,141	160,713	15.50 %
Lodging	7,244	2,000	-72.39 %
F & B	793	740	-6.62 %
Utilities & Other	104,213	106,512	2.21 %
<b>Total</b>	<b>251,391</b>	<b>269,966</b>	<b>7.39 %</b>



# June TOWN OF VAIL BUSINESS REVIEW

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## June 2018 Sales Tax

### TOTAL

	June 2017 Collections	June 2018 Collections	June % Change
Retail	486,653	548,703	12.75 %
Lodging And Property Mgmt	376,820	446,624	18.52 %
Food and Beverage	400,493	516,032	28.85 %
Other	126,069	122,584	-2.76 %
<b>Total</b>	<b>1,390,054</b>	<b>1,635,603</b>	<b>17.66 %</b>

### RETAIL SUMMARY

	June 2017 Collections	June 2018 Collections	June % Change
RETAIL-FOOD	107,110	123,343	15.16 %
RETAIL-LIQUOR	38,198	39,633	3.76 %
RETAIL-APPAREL	91,440	103,745	13.46 %
RETAIL-SPORT	61,738	63,464	2.80 %
RETAIL-JEWELRY	12,486	19,456	55.81 %
RETAIL-GIFT	3,502	3,492	-0.29 %
RETAIL-GALLERY	2,111	1,550	-26.60 %
RETAIL-OTHER	170,033	193,977	14.08 %
RETAIL-HOME OCCUPATION	34	44	29.49 %
<b>Total</b>	<b>486,653</b>	<b>548,703</b>	<b>12.75 %</b>



# June YTD TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## June YTD 2018 Sales Tax

	June YTD 2017 Collections	June YTD 2018 Collections	June YTD % Change
<b>VAIL VILLAGE</b>			
Retail	2,086,498	2,100,320	0.66 %
Lodging	2,980,137	2,898,483	-2.74 %
F & B	2,436,023	2,532,625	3.97 %
Other	70,332	65,553	-6.79 %
<b>Total</b>	<b>7,572,991</b>	<b>7,596,982</b>	<b>0.32 %</b>
<b>LIONSHEAD</b>			
Retail	834,982	808,157	-3.21 %
Lodging	1,945,050	1,955,205	0.52 %
F & B	628,593	631,596	0.48 %
Other	38,649	20,118	-47.95 %
<b>Total</b>	<b>3,447,274</b>	<b>3,415,076</b>	<b>-0.93 %</b>
<b>CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL</b>			
Retail	956,828	999,639	4.47 %
Lodging	492,904	796,372	61.57 %
F & B	237,850	417,694	75.61 %
Other	48,753	41,806	-14.25 %
<b>Total</b>	<b>1,736,336</b>	<b>2,255,510</b>	<b>29.90 %</b>
<b>OUT OF TOWN</b>			
Retail	674,873	905,967	34.24 %
Lodging	191,470	159,429	-16.73 %
F & B	8,154	7,526	-7.70 %
Utilities & Other	868,161	887,954	2.28 %
<b>Total</b>	<b>1,742,657</b>	<b>1,960,876</b>	<b>12.52 %</b>



# June YTD TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## June YTD 2018 Sales Tax

### TOTAL

	June YTD 2017 Collections	June YTD 2018 Collections	June YTD % Change
Retail	4,553,181	4,814,083	5.73 %
Lodging And Property Mgmt	5,609,561	5,809,489	3.56 %
Food and Beverage	3,310,620	3,589,441	8.42 %
Other	1,025,895	1,015,431	-1.02 %
<b>Total</b>	<b>14,499,316</b>	<b>15,235,429</b>	<b>5.08 %</b>

### RETAIL SUMMARY

	June YTD 2017 Collections	June YTD 2018 Collections	June YTD % Change
RETAIL-FOOD	766,911	811,552	5.82 %
RETAIL-LIQUOR	291,015	288,919	-0.72 %
RETAIL-APPAREL	749,336	788,288	5.20 %
RETAIL-SPORT	1,705,939	1,648,772	-3.35 %
RETAIL-JEWELRY	90,121	103,147	14.45 %
RETAIL-GIFT	26,988	22,893	-15.17 %
RETAIL-GALLERY	16,881	11,530	-31.70 %
RETAIL-OTHER	905,716	1,138,375	25.69 %
RETAIL-HOME OCCUPATION	274	606	121.00 %
<b>Total</b>	<b>4,553,181</b>	<b>4,814,083</b>	<b>5.73 %</b>