

**TOWN OF VAIL  
REVENUE UPDATE  
July 7, 2020**

**Sales Tax**

Upon receipt of all sales tax returns, May collections are estimated to be \$431,169; down 43.6% from last year. Year to date collections of \$11,346,051 are down 22.6% from prior year and up 13.1% from amended budget. Inflation as measured by the consumer price index was up 0.1% for May.

The 2020 original budget of \$28,524,000 was amended to \$16,800,000 in May. This is a total decrease of 41% from the 2020 original budget and a 43% decrease compared to 2019 collections of \$29,405,827.

**Real Estate Transfer Tax (RETT)**

RETT collections through June 30 total \$2,394,197 down 18.7% from the prior year. The 2020 annual RETT budget totals \$6,300,000, down 12.8% from 2019 collections.

**Construction Use Tax**

Use Tax collections through June 30 total \$673,880 compared to \$1,706,822 from this time last year. The 2020 amended budget totals \$1,800,000, down 18.9% from 2019 collections.

**Summary**

Across all funds, year-to-date revenue of \$27.2 million is up 0.2% from amended budget. Year-to-date revenue is down 16.0% from prior year attributed to the economic impacts of COVID-19 on sales tax collections, parking sales, lift tax, and construction activity. The town's "Crisis" level recession plan has projected a 21% decrease across all revenue streams for the full year 2020.

## **MEMORANDUM**

July 7, 2020

To: Vail Town Council  
Kathleen Halloran

From: Alex Jakubiec

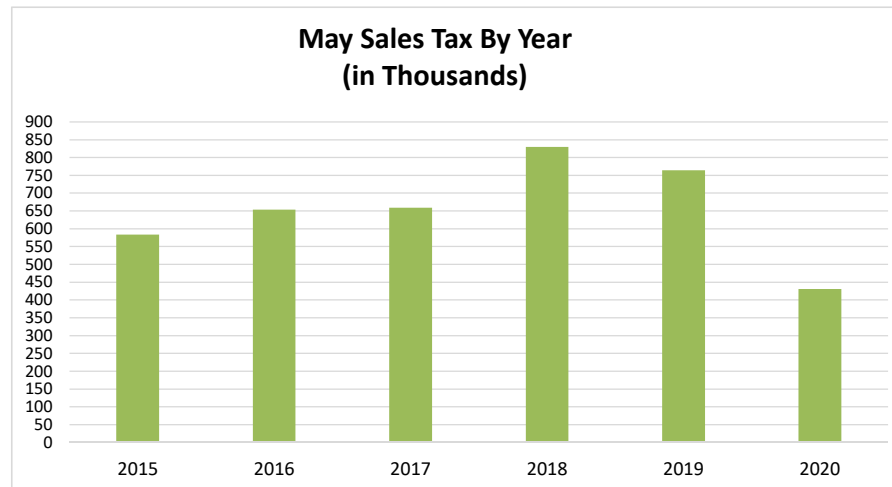
Re: May 2020 Sales Tax and COVID-19 Impact Reporting

Vail will collect an estimated \$39,984 in additional May sales tax to bring collections up to \$431,169. Due to the economic impacts of COVID 19 on the business community, the Vail Town Council elected to defer sales tax payments until August 2020; businesses are still required to file regular sales tax returns while deferring payments. A further analysis of the deferred May sales tax payments has been provided on page four of this update.

May will be down (43.6)% or \$(332,587) from May 2019 and up 1.5% or \$6,169 from the amended budget.

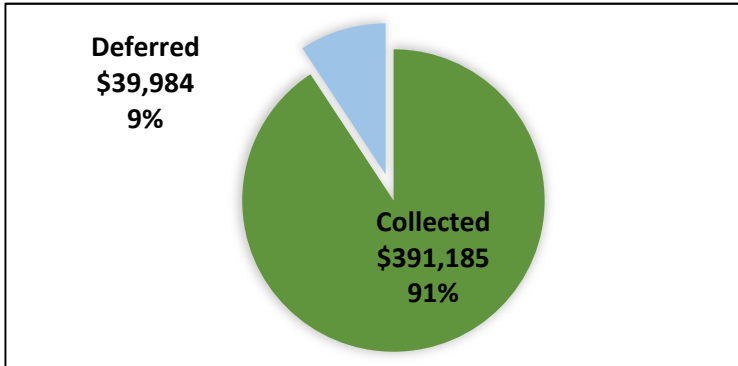
**TOWN OF VAIL  
SALES TAX  
2020 Budget Comparison**

	<i>Actual Collections</i>					<i>2020 Amended Budget</i>	<i>Collected Sales Tax</i>	<i>Deferred Sales Tax</i>	<i>2020 YTD Total</i>	<i>Budget Variance</i>	<i>% change from 2019</i>	<i>% change from Budget</i>
	<i>2015</i>	<i>2016</i>	<i>2017</i>	<i>2018</i>	<i>2019</i>							
January	\$ 3,696,798	\$ 3,738,824	\$ 3,725,212	\$ 3,597,610	\$ 4,079,994	\$ 4,061,971	\$ 4,023,457	\$ -	\$ 4,023,457	\$ (38,514)	-1.39%	-0.95%
February	3,593,947	3,746,055	3,692,592	3,818,356	4,137,087	4,135,058	3,076,032	1,190,902	4,266,933	\$ 131,875	3.14%	3.19%
March	4,053,961	4,225,921	3,642,407	4,167,880	4,237,933	1,059,003	1,484,139	784,721	2,268,861	1,209,858	-46.46%	114.24%
April	1,370,929	1,089,749	1,386,780	1,233,474	1,445,071	350,000	346,971	8,660	355,631	5,631	-75.39%	1.61%
May	584,454	654,462	659,475	830,193	763,756	425,000	391,185	39,984	431,169	6,169	-43.55%	1.45%
YTD Total	<b>\$13,300,089</b>	<b>\$13,455,011</b>	<b>\$13,106,466</b>	<b>\$13,647,513</b>	<b>\$14,663,841</b>	<b>\$ 10,031,032</b>	<b>\$ 9,321,784</b>	<b>\$ 2,024,267</b>	<b>\$ 11,346,051</b>	<b>\$ 1,315,019</b>	<b>-22.63%</b>	<b>13.11%</b>
June	1,242,400	1,318,092	1,389,982	1,648,443	1,606,748	562,264						
July	1,937,989	2,053,773	2,215,649	2,412,425	2,498,020	874,209						
August	1,702,579	1,849,815	1,863,949	2,195,175	2,247,250	898,804						
September	1,240,277	1,349,929	1,385,462	1,540,490	1,609,132	643,553						
October	835,649	906,385	936,954	1,106,596	1,234,105	490,116						
November	997,100	989,320	997,716	1,264,600	1,263,064	767,472						
December	3,885,849	3,840,919	3,695,305	4,070,870	4,283,668	2,532,550						
Total	<b>\$25,141,932</b>	<b>\$25,763,244</b>	<b>\$25,591,483</b>	<b>\$27,886,112</b>	<b>\$29,405,827</b>	<b>\$ 16,800,000</b>						

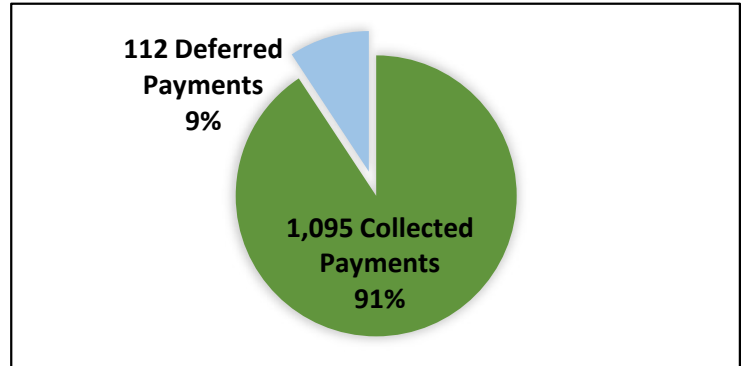


# Town of Vail COVID-19 Sales Tax Impact Reporting

## May Sales Tax Collected Vs. Deferred

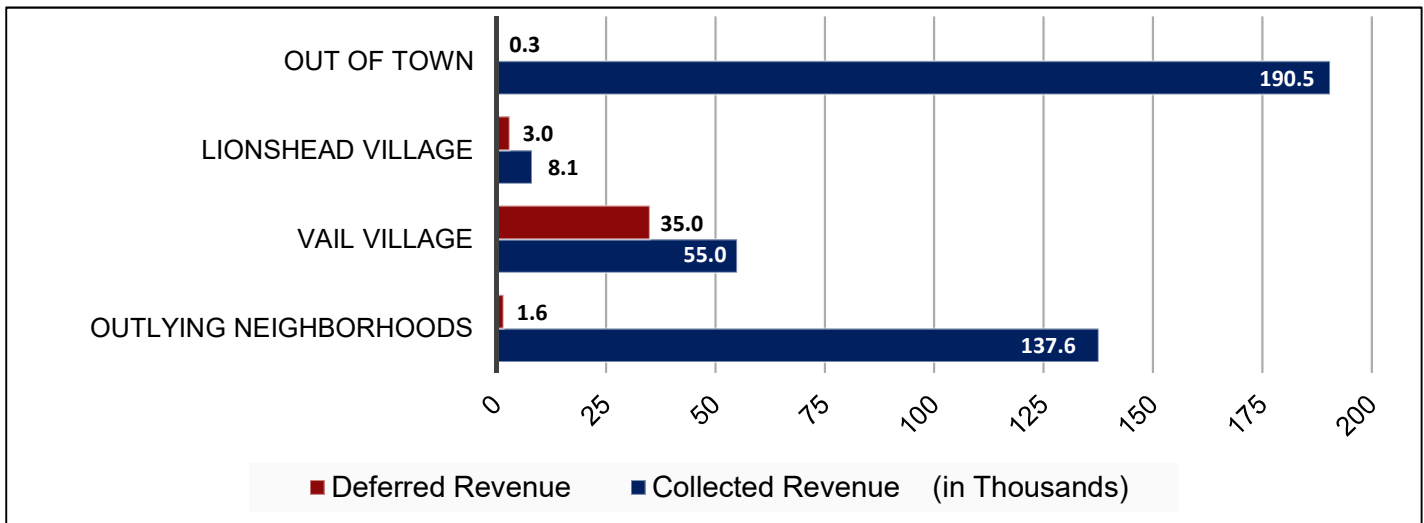


## May Tax Payments Collected Vs. Deferred



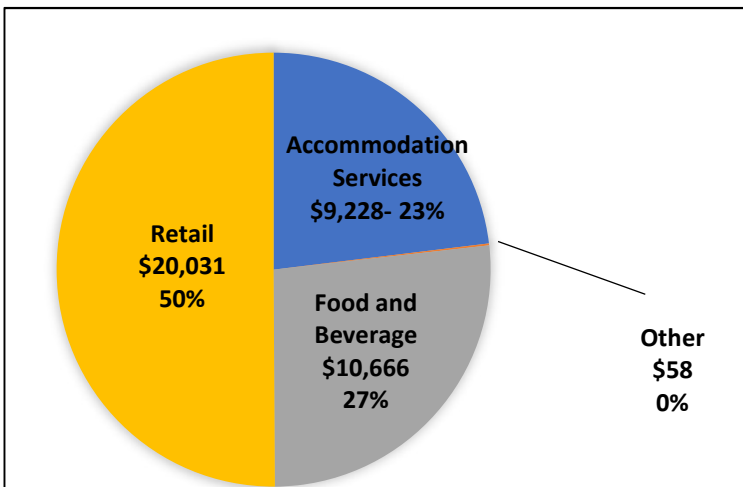
1,095 Businesses filed and paid their May Town of Vail sales tax for a total of \$391,185 collected revenue. 112 Businesses have not yet paid their May taxes for a total of \$39,984.

## Deferred Vs. Collected Sales Tax By Business Location

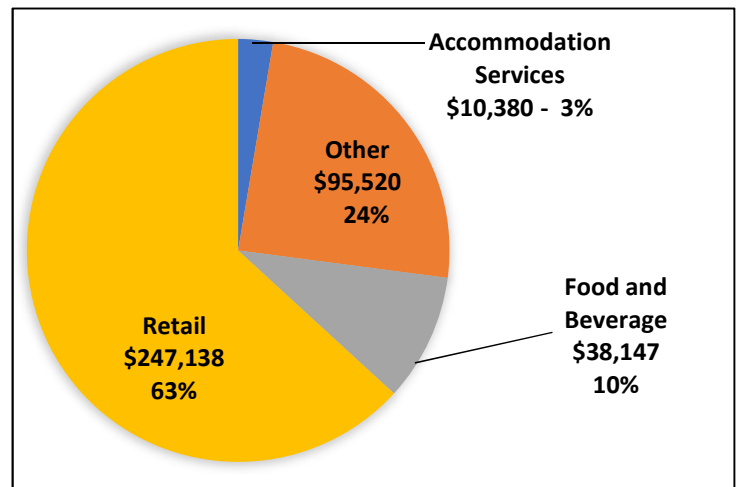


Overall, 112 businesses filed returns for May without payment. Of these 112 outstanding returns; 65 businesses are located in Vail Village, 14 in Outlying Neighborhoods, 21 in Lionshead, and 12 Out of Town.

## Deferred Sales Tax by Business Type



## Paid Sales Tax by Business Type



In same period, prior year; Retail businesses comprised 44% of all sales tax collected; Accommodation Services were 18%; Food and Beverage were 23%; and Other businesses were 15%.

## Vail Business Review April 2020

July 7, 2020

The Vail Business Review breaks down the four percent sales tax collected for the month of April.

Overall April sales tax decreased (75.4)% with retail decreasing (65.8)%, lodging decreased (95.9)%, food and beverage decreased (94.8)%, and utilities/other decreased by (25.7)%. Excluding the out of town category; sales tax for the month of April was Down (85.7)%.

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 Carlie Smith at (970) 479-2119.

Sincerely,

Alex Jakubiec  
Town of Vail  
Revenue Manager



## Town of Vail Business Review

### April 2020 Sales Tax

April 2020 Collections

April 2019 Collections

April % Change

#### Cascade Village / East Vail / Sandstone / West Vail

Retail	103,341.42	124,881.35	-17.25%
Lodging	1,219.19	60,814.52	-98.00%
F & B	8,965.40	49,015.89	-81.71%
Other	1,796.50	3,915.48	-54.12%
<b>Total</b>	<b>115,322.51</b>	<b>238,627.24</b>	<b>-51.67%</b>

#### Lionshead

Retail	3,241.31	73,881.93	-95.61%
Lodging	7,204.62	111,682.95	-93.55%
F & B	3,087.74	55,018.79	-94.39%
Other	-	1,374.17	-100.00%
<b>Total</b>	<b>13,533.67</b>	<b>241,957.84</b>	<b>-94.41%</b>

#### Out of Town

Retail	84,919.85	181,681.78	-53.26%
Lodging	91.30	5,302.36	-98.28%
F & B	-	745.69	-100.00%
Other	110,886.41	145,116.39	-23.59%
<b>Total</b>	<b>195,897.56</b>	<b>332,846.22</b>	<b>-41.14%</b>

#### Vail Village

Retail	16,197.57	226,139.16	-92.84%
Lodging	5,765.75	169,645.98	-96.60%
F & B	5,266.91	231,093.15	-97.72%
Other	3,647.81	6,172.92	-40.91%
<b>Total</b>	<b>30,878.04</b>	<b>633,051.21</b>	<b>-95.12%</b>

#### Total - All Areas

Retail	207,700.15	606,584.22	-65.76%
Lodging	14,280.86	347,445.81	-95.89%
F & B	17,320.05	335,873.52	-94.84%
Other	116,330.72	156,578.96	-25.70%
<b>Total</b>	<b>355,631.78</b>	<b>1,446,482.51</b>	<b>-75.41%</b>

#### Retail Summary

Retail Apparel	5,480.53	85,263.19	-93.57%
Retail Food	81,426.33	110,112.98	-26.05%
Retail Gallery	2,222.85	545.59	307.42%
Retail Gift	-	2,695.24	-100.00%
Retail Home Occupation	-	105.35	-100.00%
Retail Jewelry	698.83	12,527.30	-94.42%
Retail Liquor	23,892.48	31,889.98	-25.08%
Retail Other	85,673.41	216,301.39	-60.39%
Retail Sport	6,152.78	147,143.20	-95.82%
<b>Total</b>	<b>205,547.21</b>	<b>606,584.22</b>	<b>-66.11%</b>