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## Vail Business Review April 2018

June 27, 2018

The April Vail Business Review breaks down the four percent sales tax collected for the month of April and the 2017/2018 ski season.

Overall April sales tax decreased 16.3% with retail decreasing 19%, lodging decreased 19.6%, food and beverage decreased 15.7%, and utilities/other increased by 0.8%. Excluding the out of town category; sales tax for the month of April was down 21.6%.

Part of the large variance to prior year collections is due to the Easter holiday falling in March for 2018. Combined March and April sales tax increased 5.7% with retail increasing 5.8%, lodging increased 6.1%, food and beverage increased 4.9%, and utilities/other increased by 6%. Excluding the out of town category; sales tax for the combined months was up 4.5%.

The ski season of 2017/2018 resulted in a 0.9% increase overall with retail increasing 1%, lodging decreased 0.1%, food and beverage increased 4.2% and utilities/other decreased 4.3%. Excluding the out of town category, ski season sales tax is up 0.3%.

**Electronic filing and payment of Vail sales tax is now an option. Please visit [www.vailgov.com/epay](http://www.vailgov.com/epay)**

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



# April TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## April 2018 Sales Tax

	April 2017 Collections	April 2018 Collections	April % Change
<b>Total VAIL VILLAGE</b>			
Retail	241,176	163,838	-32.07 %
Lodging	187,884	144,388	-23.15 %
F & B	250,718	206,603	-17.60 %
Other	8,112	3,342	-58.80 %
	<b>687,889</b>	<b>518,171</b>	<b>-24.67 %</b>
<b>Total LIONSHEAD</b>			
Retail	81,191	49,739	-38.74 %
Lodging	120,281	92,942	-22.73 %
F & B	69,472	37,205	-46.45 %
Other	5,282	499	-90.56 %
	<b>276,226</b>	<b>180,385</b>	<b>-34.70 %</b>
<b>Totals CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL</b>			
Retail	122,868	107,091	-12.84 %
Lodging	24,308	35,099	44.39 %
F & B	30,862	52,463	69.99 %
Other	3,840	4,898	27.55 %
	<b>181,879</b>	<b>199,551</b>	<b>9.72 %</b>
<b>Total OUT OF TOWN</b>			
Retail	102,006	122,398	19.99 %
Lodging	11,250	3,910	-65.25 %
F & B	520	154	-70.49 %
Utilities & Other	127,137	136,809	7.61 %
<b>Total</b>	<b>240,913</b>	<b>263,270</b>	<b>9.28 %</b>



# April TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## April 2018 Sales Tax

### TOTAL

	April 2017 Collections	April 2018 Collections	April % Change
Retail	547,241	443,065	-19.04 %
Lodging And Property Mgmt	343,723	276,339	-19.60 %
Food and Beverage	351,572	296,425	-15.69 %
Other	144,371	145,547	0.81 %
<b>Total</b>	<b>1,386,927</b>	<b>1,161,378</b>	<b>-16.26 %</b>

### RETAIL SUMMARY

	April 2017 Collections	April 2018 Collections	April % Change
RETAIL-FOOD	104,991	93,107	-11.32 %
RETAIL-LIQUOR	33,597	27,927	-16.88 %
RETAIL-APPAREL	86,610	65,604	-24.25 %
RETAIL-SPORT	176,564	109,746	-37.84 %
RETAIL-JEWELRY	9,586	8,411	-12.26 %
RETAIL-GIFT	3,400	1,768	-47.99 %
RETAIL-GALLERY	1,519	1,561	2.75 %
RETAIL-OTHER	130,940	134,942	3.06 %
RETAIL-HOME OCCUPATION	34	0	-100.00 %
<b>Total</b>	<b>547,241</b>	<b>443,065</b>	<b>-19.04 %</b>



# Ski Season TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## Ski Season 2017/2018 Sales Tax

	Ski Season 2016/2017 Collections	Ski Season 2017/2018 Collections	Ski Season % Change
<b>Total VAIL VILLAGE</b>			
Retail	2,684,775	2,656,365	-1.06 %
Lodging	3,666,401	3,475,578	-5.20 %
F & B	2,753,039	2,797,406	1.61 %
Other	87,129	69,926	-19.74 %
	<b>9,191,343</b>	<b>8,999,275</b>	<b>-2.09 %</b>
<b>Total LIONSHEAD</b>			
Retail	1,084,762	1,011,612	-6.74 %
Lodging	2,392,603	2,353,726	-1.62 %
F & B	694,293	672,003	-3.21 %
Other	41,652	24,648	-40.82 %
	<b>4,213,309</b>	<b>4,061,990</b>	<b>-3.59 %</b>
<b>Total CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL</b>			
Retail	1,144,878	1,158,157	1.16 %
Lodging	599,013	851,815	42.20 %
F & B	235,136	367,362	56.23 %
Other	51,955	42,972	-17.29 %
	<b>2,030,981</b>	<b>2,420,305</b>	<b>19.17 %</b>
<b>Total OUT OF TOWN</b>			
Retail	712,103	853,588	19.87 %
Lodging	234,566	204,153	-12.97 %
F & B	8,148	6,948	-14.73 %
Utilities & Other	901,456	898,668	-0.31 %
<b>Total</b>	<b>1,856,273</b>	<b>1,963,358</b>	<b>5.77 %</b>



# Ski Season TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

## Ski Season 2017/2018 Sales Tax

### TOTAL

	Ski Season 2016/2017 Collections	Ski Season 2017/2018 Collections	Ski Season % Change
Retail	5,626,517	5,679,721	0.95 %
Lodging And Property Mgmt	6,892,582	6,885,273	-0.11 %
Food and Beverage	3,690,615	3,843,719	4.15 %
Other	1,082,192	1,036,215	-4.25 %
<b>Total</b>	<b>17,291,926</b>	<b>17,446,962</b>	<b>0.90 %</b>

### RETAIL SUMMARY

	Ski Season 2016/2017 Collections	Ski Season 2017/2018 Collections	Ski Season % Change
RETAIL-FOOD	912,193	917,690	0.60 %
RETAIL-LIQUOR	339,283	333,119	-1.82 %
RETAIL-APPAREL	916,408	967,291	5.55 %
RETAIL-SPORT	2,252,811	2,118,683	-5.95 %
RETAIL-JEWELRY	127,967	132,700	3.70 %
RETAIL-GIFT	35,197	30,694	-12.80 %
RETAIL-GALLERY	19,145	14,958	-21.87 %
RETAIL-OTHER	1,023,232	1,164,066	13.76 %
RETAIL-HOME OCCUPATION	281	520	85.26 %
<b>Total</b>	<b>5,626,517</b>	<b>5,679,721</b>	<b>0.95 %</b>