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Vail Business Review March 2018

May 30, 2018

The March Vail Business Review breaks down the four percent sales tax collected for the month of March and the first quarter of 2018.

Overall March sales tax increased 13.9% with retail increasing 17.9%, lodging increased 11.7%, food and beverage increased 13.7%, and utilities/other increased by 10.1%. Excluding the out of town category, sales tax for the month of March was up 13.2%.

Part of the large variance to prior year collections is due to the Easter Holiday falling in March for 2018 (Easter was in April for 2017).

The first quarter of 2018 resulted in a 4.3% increase overall with retail increasing 6.1%, lodging increased 2.8%, food and beverage increased 6.9% and utilities/other decreased 3.3%. Excluding the out of town category, first quarter sales tax is up 3.9%.

Town of Vail sales tax forms, the Vail Business Review and sales tax worksheets are available on the internet at 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.

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



March TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

March 2018 Sales Tax

	March 2017 Collections	March 2018 Collections	March % Change
Total VAIL VILLAGE			
Retail	536,029	626,185	16.82 %
Lodging	832,759	921,245	10.63 %
F & B	608,700	684,068	12.38 %
Other	13,995	20,024	43.09 %
Total	1,991,483	2,251,522	13.06 %
LIONSHEAD			
Retail	229,082	249,501	8.91 %
Lodging	535,421	558,310	4.27 %
F & B	163,939	162,054	-1.15 %
Other	8,877	4,350	-51.00 %
Total	937,319	974,214	3.94 %
CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL			
Retail	199,771	218,880	9.57 %
Lodging	140,928	227,239	61.24 %
F & B	47,755	87,005	82.19 %
Other	10,848	8,827	-18.63 %
Total	399,302	541,950	35.72 %
OUT OF TOWN			
Retail	99,716	160,488	60.94 %
Lodging	59,291	44,510	-24.93 %
F & B	1,513	1,203	-20.47 %
Utilities & Other	154,683	174,131	12.57 %
Total	315,203	380,332	20.66 %



March TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

March 2018 Sales Tax

TOTAL

	March 2017 Collections	March 2018 Collections	March % Change
Retail	1,064,598	1,255,054	17.89 %
Lodging And Property Mgmt	1,568,399	1,751,303	11.66 %
Food and Beverage	821,908	934,329	13.68 %
Other	188,403	207,332	10.05 %
Total	3,643,307	4,148,686	13.87 %

RETAIL SUMMARY

	March 2017 Collections	March 2018 Collections	March % Change
RETAIL-FOOD	162,830	169,440	4.06 %
RETAIL-LIQUOR	65,426	71,149	8.75 %
RETAIL-APPAREL	183,312	212,344	15.84 %
RETAIL-SPORT	461,348	541,450	17.36 %
RETAIL-JEWELRY	22,465	25,062	11.56 %
RETAIL-GIFT	6,402	5,872	-8.28 %
RETAIL-GALLERY	2,698	3,359	24.49 %
RETAIL-OTHER	160,060	226,307	41.39 %
RETAIL-HOME OCCUPATION	58	72	24.69 %
Total	1,064,598	1,255,054	17.89 %



March YTD TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

March YTD 2018 Sales Tax

	March YTD 2017 Collections	March YTD 2018 Collections	March YTD % Change
Total VAIL VILLAGE			
Retail	1,604,888	1,651,122	2.88 %
Lodging	2,514,768	2,444,947	-2.78 %
F & B	1,789,740	1,870,907	4.54 %
Other	52,822	54,988	4.10 %
Total	5,962,218	6,021,964	1.00 %
LIONSHEAD			
Retail	703,833	697,808	-0.86 %
Lodging	1,666,059	1,689,699	1.42 %
F & B	470,341	468,102	-0.48 %
Other	24,117	13,832	-42.65 %
Total	2,864,349	2,869,441	0.18 %
CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL			
Retail	614,275	661,872	7.75 %
Lodging	426,838	627,080	46.91 %
F & B	134,726	223,143	65.63 %
Other	32,890	23,505	-28.54 %
Total	1,208,729	1,535,600	27.04 %
OUT OF TOWN			
Retail	325,305	434,686	33.62 %
Lodging	171,083	152,746	-10.72 %
F & B	6,366	5,618	-11.76 %
Utilities & Other	523,404	519,802	-0.69 %
Total	1,026,157	1,112,852	8.45 %



March YTD TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

March YTD 2018 Sales Tax

TOTAL

	March YTD 2017 Collections	March YTD 2018 Collections	March YTD % Change
Retail	3,248,301	3,445,489	6.07 %
Lodging And Property Mgmt	4,778,747	4,914,472	2.84 %
Food and Beverage	2,401,173	2,567,769	6.94 %
Other	633,233	612,126	-3.33 %
Total	11,061,454	11,541,862	4.34 %

RETAIL SUMMARY

	March YTD 2017 Collections	March YTD 2018 Collections	March YTD % Change
RETAIL-FOOD	485,843	518,993	6.82 %
RETAIL-LIQUOR	198,766	199,188	0.21 %
RETAIL-APPAREL	539,338	574,313	6.48 %
RETAIL-SPORT	1,446,956	1,453,787	0.47 %
RETAIL-JEWELRY	61,974	68,128	9.93 %
RETAIL-GIFT	17,716	16,816	-5.08 %
RETAIL-GALLERY	12,216	7,919	-35.17 %
RETAIL-OTHER	485,320	606,129	24.89 %
RETAIL-HOME OCCUPATION	173	215	24.69 %
Total	3,248,301	3,445,489	6.07 %