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Vail Business Review September 2018

November 27, 2018

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

Overall September sales tax increased 9.7% with retail increasing 7.8%, lodging increased 18.1%, food and beverage increased 7.8%, and utilities/other decreased by 0.9%. Excluding the out of town category; sales tax for the month of September was up 7.4%.

Year to date sales tax through the third quarter of 2018 increased 7.0% with retail increasing 8.0%, lodging increased 6.0%, food and beverage increased 8.9%, and utilities/other increased by 0.1%. Excluding the out of town category; sales tax year to date is up 5.5%.

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



September TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

September 2018 Sales Tax

	September 2017 Collections	September 2018 Collections	September % Change
VAILVILLAGE			
Retail	201,994	194,909	-3.51 %
Lodging	191,629	203,458	6.17 %
F & B	297,208	291,200	-2.02 %
Other	15,411	11,575	-24.89 %
Total	706,242	701,141	-0.72 %
LIONSHEAD			
Retail	47,163	46,804	-0.76 %
Lodging	117,193	116,700	-0.42 %
F & B	80,418	82,712	2.85 %
Other	7,720	3,718	-51.83 %
Total	252,494	249,934	-1.01 %
CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL			
Retail	125,179	126,597	1.13 %
Lodging	26,364	83,516	216.78 %
F & B	44,470	80,676	81.42 %
Other	7,232	6,487	-10.30 %
Total	203,244	297,276	46.27 %
OUT OF TOWN			
Retail	122,603	167,268	36.43 %
Lodging	8,271	1,804	-78.19 %
F & B	363	774	113.28 %
Utilities & Other	97,670	105,074	7.58 %
Total	228,907	274,920	20.10 %



September TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

September 2018 Sales Tax

TOTAL

	September 2017 Collections	September 2018 Collections	September % Change
Retail	496,939	535,578	7.78 %
Lodging And Property Mgmt	343,459	405,477	18.06 %
Food and Beverage	422,458	455,362	7.79 %
Other	128,036	126,854	-0.92 %
Total	1,390,906	1,525,667	9.69 %

RETAIL SUMMARY

	September 2017 Collections	September 2018 Collections	September % Change
RETAIL-FOOD	102,198	100,725	-1.44 %
RETAIL-LIQUOR	35,480	36,203	2.04 %
RETAIL-APPAREL	98,484	104,596	6.21 %
RETAIL-SPORT	79,185	70,824	-10.56 %
RETAIL-JEWELRY	18,628	20,171	8.29 %
RETAIL-GIFT	4,410	4,469	1.32 %
RETAIL-GALLERY	1,453	4,078	180.58 %
RETAIL-OTHER	157,062	194,422	23.79 %
RETAIL-HOME OCCUPATION	40	90	124.56 %
Total	496,939	535,578	7.78 %



September YTD TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

September YTD 2018 Sales Tax

	September YTD 2017 Collections	September YTD 2018 Collections	September YTD % Change
VAIL VILLAGE			
Retail	2,950,566	2,983,595	1.12 %
Lodging	3,782,021	3,770,763	-0.30 %
F & B	3,626,036	3,749,689	3.41 %
Other	165,532	157,778	-4.68 %
Total	10,524,155	10,661,824	1.31 %
LIONSHEAD			
Retail	1,070,970	1,047,169	-2.22 %
Lodging	2,448,884	2,457,002	0.33 %
F & B	947,664	982,640	3.69 %
Other	59,928	34,160	-43.00 %
Total	4,527,446	4,520,971	-0.14 %
CASCADE VILLAGE/EAST VAIL/SANDSTONE/WEST VAIL			
Retail	1,428,901	1,488,801	4.19 %
Lodging	612,359	1,108,035	80.95 %
F & B	381,626	668,490	75.17 %
Other	73,703	66,331	-10.00 %
Total	2,496,588	3,331,658	33.45 %
OUT OF TOWN			
Retail	1,004,107	1,448,695	44.28 %
Lodging	232,100	163,796	-29.43 %
F & B	12,908	10,960	-15.09 %
Utilities & Other	1,178,779	1,220,649	3.55 %
Total	2,427,895	2,844,100	17.14 %



September YTD TOWN OF VAIL BUSINESS REVIEW

Sales Tax Newsletter

September YTD 2018 Sales Tax

TOTAL

	September YTD 2017 Collections	September YTD 2018 Collections	September % Change
Retail	6,454,543	6,968,260	7.96 %
Lodging And Property Mgmt	7,075,364	7,499,596	6.00 %
Food and Beverage	4,968,234	5,411,780	8.93 %
Other	1,477,954	1,478,919	0.07 %
Total	19,976,197	21,371,928	6.99 %

RETAIL SUMMARY

	September YTD 2017 Collections	September YTD 2018 Collections	September % Change
RETAIL-FOOD	1,173,662	1,233,259	5.08 %
RETAIL-LIQUOR	424,540	426,948	0.57 %
RETAIL-APPAREL	1,181,332	1,244,945	5.38 %
RETAIL-SPORT	2,015,079	1,956,246	-2.92 %
RETAIL-JEWELRY	173,751	185,774	6.92 %
RETAIL-GIFT	47,329	40,472	-14.49 %
RETAIL-GALLERY	26,183	24,866	-5.03 %
RETAIL-OTHER	1,412,272	1,854,872	31.34 %
RETAIL-HOME OCCUPATION	395	877	122.08 %
Total	6,454,543	6,968,260	7.96 %