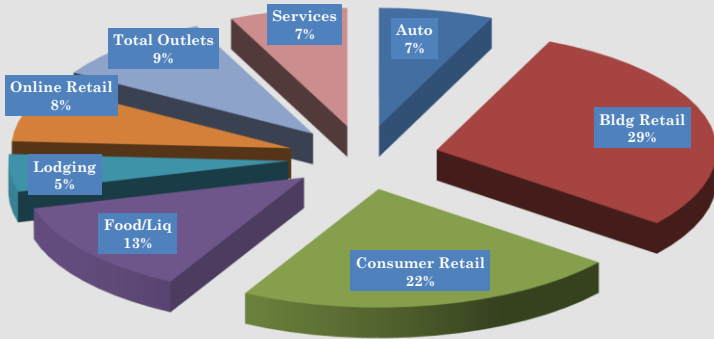
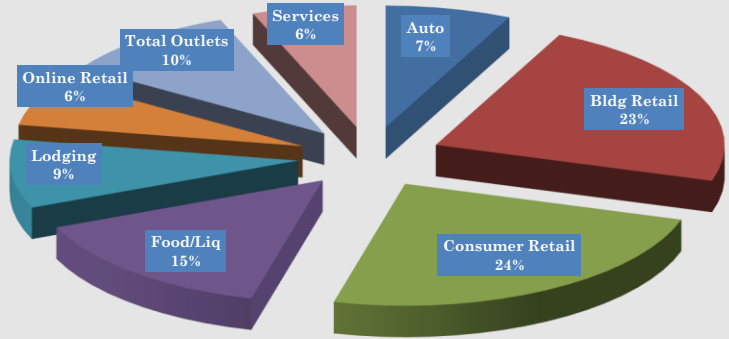


MAY

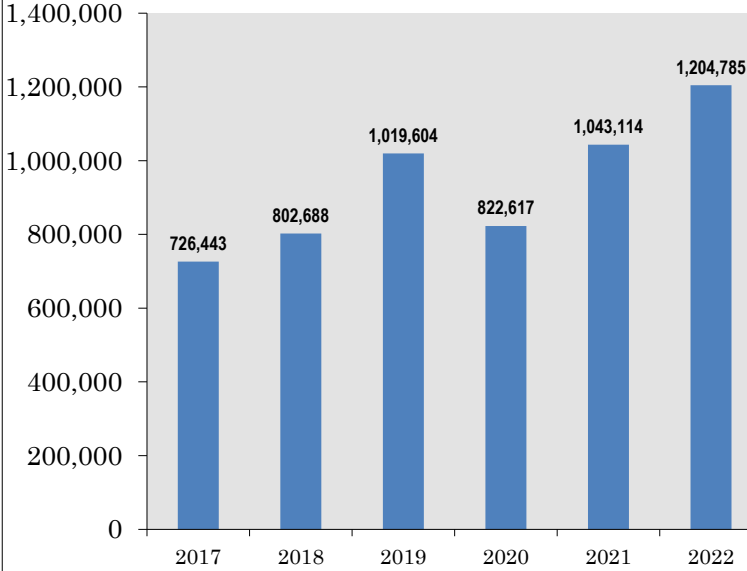
2022 MTD SALES TAX BY CATEGORY



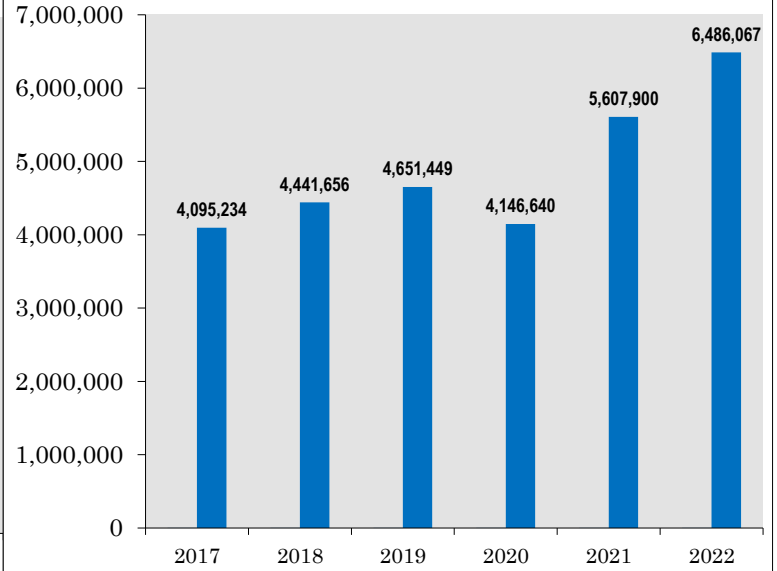
2022 YTD SALES TAX BY CATEGORY



SALES TAXES COLLECTED (MONTH)



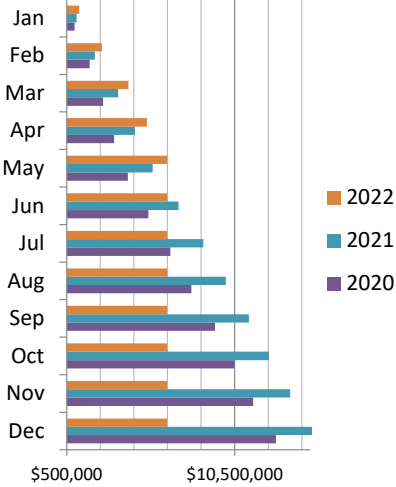
YTD SALES TAX COLLECTED



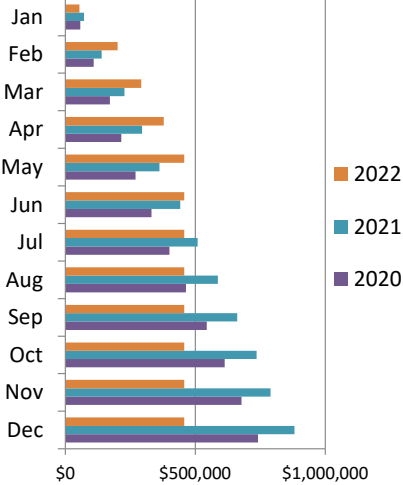
\$ & % Change from Prior Year	2017	2018	2019	2020	2021	2022	\$ & % Change from Prior Year	2017	2018	2019	2020	2021	2022
	60,375	76,245	216,916	(196,987)	220,497	161,671		268,665	346,422	209,793	(504,809)	1,461,261	878,167
	9.06%	10.50%	27.02%	-19.32%	26.80%	15.50%		7.02%	8.46%	4.72%	-10.85%	35.24%	15.66%

Town of Silverthorne
Sales Tax by Sector

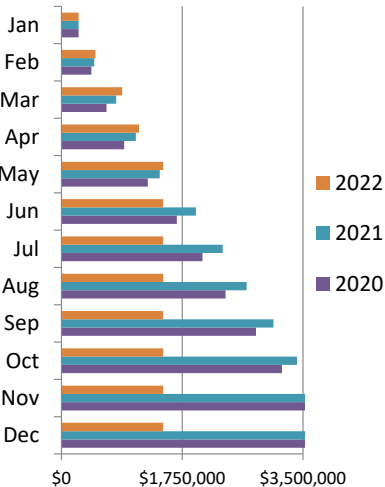
Year Over Year Comparison of Sales Tax by Category



Total Sales Tax								
	2017	2018	2019	2020	2021	% change		
							2022	from PY
Jan	\$818,538	\$885,926	\$921,764	\$969,901	\$1,077,219	\$1,243,940	15.48%	
Feb	\$819,529	\$925,320	\$872,851	\$896,207	\$1,092,927	\$1,351,266	23.64%	
Mar	\$1,042,916	\$1,063,206	\$1,067,353	\$803,182	\$1,399,163	\$1,570,347	12.23%	
Apr	\$687,808	\$764,516	\$769,877	\$654,733	\$995,477	\$1,115,729	12.08%	
May	\$726,443	\$802,688	\$1,019,604	\$822,617	\$1,043,114	\$1,204,785	15.50%	
Jun	\$1,072,383	\$1,099,967	\$1,191,209	\$1,221,145	\$1,552,762	\$0	n/a	
Jul	\$1,068,708	\$1,075,530	\$1,192,519	\$1,304,240	\$1,467,979	\$0	n/a	
Aug	\$984,853	\$1,038,181	\$1,193,502	\$1,251,475	\$1,336,094	\$0	n/a	
Sep	\$1,037,088	\$1,024,673	\$1,153,033	\$1,409,632	\$1,385,779	\$0	n/a	
Oct	\$797,367	\$848,734	\$1,004,624	\$1,156,700	\$1,180,820	\$0	n/a	
Nov	\$919,649	\$891,605	\$971,770	\$1,118,262	\$1,274,107	\$0	n/a	
Dec	\$1,209,640	\$1,228,422	\$1,328,041	\$1,355,362	\$1,724,771	\$0	n/a	
Total	\$11,184,921	\$11,648,768	\$12,686,146	\$12,963,456	\$15,530,213	\$6,486,067	15.66%	



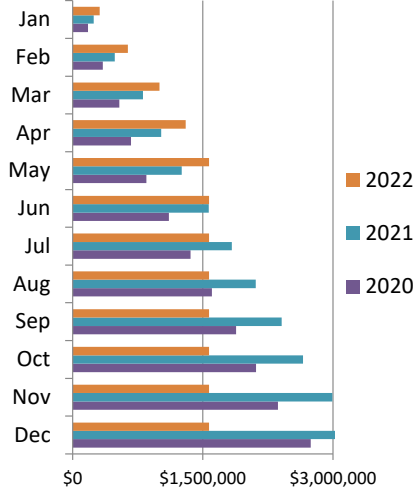
Auto								
	2017	2018	2019	2020	2021	% change		
							2022	from PY
Jan	\$70,101	\$63,353	\$63,189	\$57,451	\$72,100	\$54,365	-24.60%	
Feb	\$56,855	\$53,841	\$55,000	\$51,548	\$67,090	\$146,510	118.38%	
Mar	\$76,462	\$76,521	\$71,174	\$62,629	\$88,529	\$91,096	2.90%	
Apr	\$55,273	\$64,081	\$60,216	\$44,130	\$67,110	\$86,114	28.32%	
May	\$63,356	\$62,160	\$53,932	\$53,787	\$67,141	\$79,624	18.59%	
Jun	\$67,352	\$70,097	\$64,418	\$62,103	\$80,140	\$0	n/a	
Jul	\$70,835	\$68,415	\$66,250	\$68,275	\$67,057	\$0	n/a	
Aug	\$66,280	\$75,510	\$71,151	\$64,490	\$77,727	\$0	n/a	
Sep	\$71,883	\$62,414	\$73,101	\$79,448	\$74,439	\$0	n/a	
Oct	\$73,779	\$73,548	\$71,995	\$69,405	\$74,677	\$0	n/a	
Nov	\$74,526	\$62,477	\$65,593	\$63,936	\$53,681	\$0	n/a	
Dec	\$72,905	\$77,330	\$76,939	\$63,983	\$91,820	\$0	n/a	
Total	\$819,607	\$809,746	\$792,959	\$741,185	\$881,511	\$457,709	26.45%	



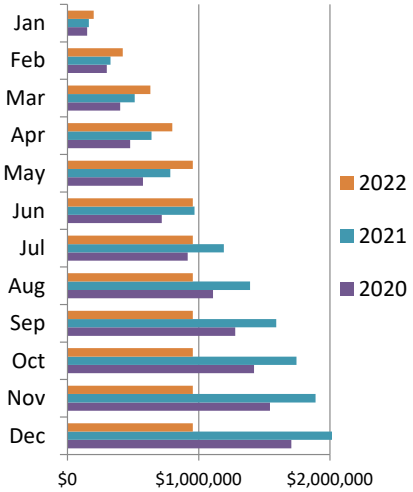
Bldg Retail								
	2017	2018	2019	2020	2021	% change		
							2022	from PY
Jan	\$168,108	\$153,760	\$152,847	\$249,026	\$246,457	\$249,274	1.14%	
Feb	\$137,390	\$126,119	\$154,682	\$184,740	\$229,558	\$243,781	6.20%	
Mar	\$202,209	\$187,088	\$197,773	\$219,834	\$316,908	\$386,303	21.90%	
Apr	\$121,313	\$238,757	\$202,335	\$252,918	\$285,800	\$243,227	-14.90%	
May	\$202,858	\$245,558	\$478,357	\$343,518	\$345,415	\$349,466	1.17%	
Jun	\$310,013	\$307,781	\$373,121	\$423,535	\$523,486	\$0	n/a	
Jul	\$221,332	\$244,377	\$313,591	\$371,475	\$390,477	\$0	n/a	
Aug	\$224,917	\$244,769	\$320,003	\$330,870	\$345,227	\$0	n/a	
Sep	\$277,698	\$293,464	\$357,499	\$443,862	\$385,861	\$0	n/a	
Oct	\$219,882	\$251,470	\$310,650	\$373,963	\$345,044	\$0	n/a	
Nov	\$220,654	\$205,930	\$269,257	\$334,727	\$334,475	\$0	n/a	
Dec	\$211,210	\$234,854	\$268,927	\$287,377	\$370,179	\$0	n/a	
Total	\$2,517,584	\$2,733,927	\$3,399,042	\$3,815,844	\$4,118,886	\$1,472,050	3.36%	

Town of Silverthorne
Sales Tax by Sector

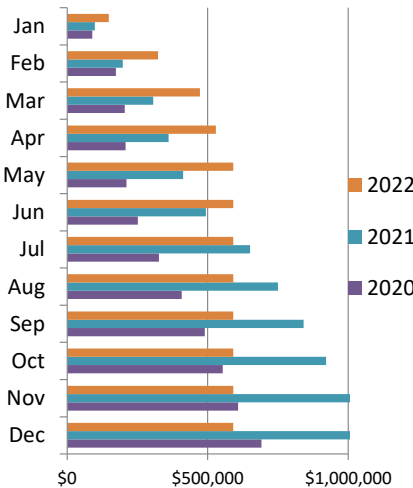
Year Over Year Comparison of Sales Tax by Category



Consumer Retail							
	2017	2018	2019	2020	2021	2022	% change from PY
Jan	\$189,778	\$203,832	\$183,056	\$177,041	\$242,365	\$311,333	28.46%
Feb	\$210,656	\$182,411	\$190,261	\$171,871	\$244,175	\$326,157	33.58%
Mar	\$251,499	\$234,563	\$226,261	\$190,107	\$325,000	\$364,244	12.08%
Apr	\$188,023	\$139,211	\$147,573	\$134,238	\$210,140	\$300,551	43.02%
May	\$158,034	\$149,945	\$139,746	\$177,548	\$234,686	\$268,601	14.45%
Jun	\$238,137	\$233,423	\$224,453	\$257,957	\$313,232	\$0	n/a
Jul	\$200,937	\$193,321	\$213,429	\$251,007	\$264,548	\$0	n/a
Aug	\$207,697	\$191,212	\$225,322	\$245,658	\$275,278	\$0	n/a
Sep	\$235,599	\$193,104	\$210,774	\$277,527	\$300,208	\$0	n/a
Oct	\$172,330	\$169,501	\$191,445	\$231,418	\$246,612	\$0	n/a
Nov	\$226,922	\$217,297	\$204,186	\$251,756	\$336,534	\$0	n/a
Dec	\$360,631	\$286,386	\$322,834	\$376,905	\$516,286	\$0	n/a
Total	\$2,640,243	\$2,394,207	\$2,479,339	\$2,743,032	\$3,509,064	\$1,570,886	25.03%

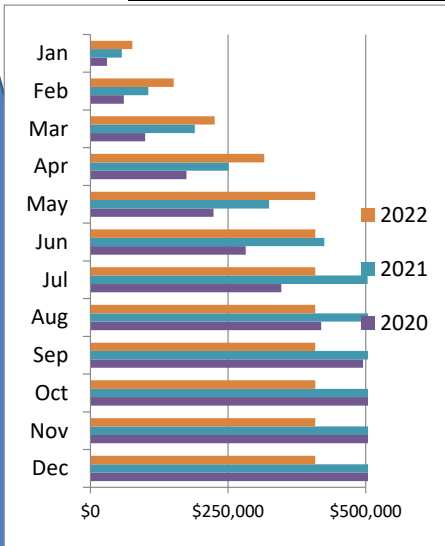


Food & Liquor							
	2017	2018	2019	2020	2021	2022	% change from PY
Jan	\$135,920	\$144,354	\$155,132	\$150,841	\$163,922	\$199,085	21.45%
Feb	\$144,647	\$149,271	\$147,858	\$148,891	\$163,757	\$222,275	35.73%
Mar	\$149,023	\$158,422	\$167,215	\$102,543	\$184,761	\$210,718	14.05%
Apr	\$98,694	\$113,784	\$114,506	\$76,197	\$127,215	\$166,915	31.21%
May	\$108,019	\$115,475	\$112,621	\$97,170	\$144,730	\$155,336	7.33%
Jun	\$146,538	\$161,344	\$154,670	\$142,258	\$184,021	\$0	n/a
Jul	\$181,966	\$186,654	\$197,592	\$198,570	\$223,697	\$0	n/a
Aug	\$148,280	\$173,951	\$172,914	\$192,378	\$199,540	\$0	n/a
Sep	\$140,160	\$147,993	\$153,067	\$169,933	\$198,405	\$0	n/a
Oct	\$105,101	\$121,172	\$136,288	\$143,759	\$154,719	\$0	n/a
Nov	\$111,640	\$130,723	\$117,955	\$121,213	\$145,259	\$0	n/a
Dec	\$154,829	\$185,635	\$173,225	\$162,275	\$201,973	\$0	n/a
Total	\$1,624,816	\$1,788,778	\$1,803,041	\$1,706,029	\$2,091,999	\$954,330	21.67%

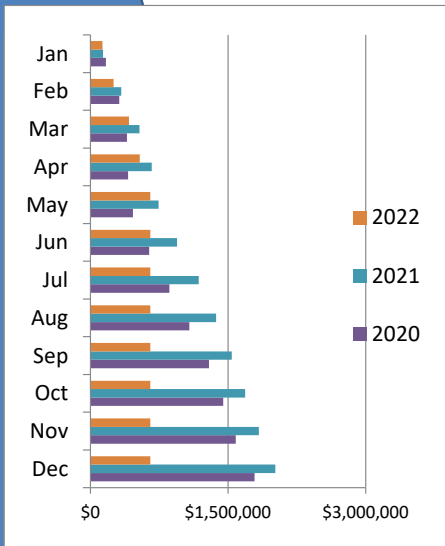


Lodging							
	2017	2018	2019	2020	2021	2022	% change from PY
Jan	\$64,003	\$74,095	\$105,812	\$88,758	\$98,632	\$147,636	49.68%
Feb	\$66,921	\$73,110	\$79,840	\$84,769	\$99,395	\$175,940	77.01%
Mar	\$89,447	\$93,621	\$98,676	\$31,507	\$107,696	\$148,711	38.08%
Apr	\$26,442	\$33,066	\$32,840	\$2,934	\$55,233	\$56,619	2.51%
May	\$27,102	\$26,950	\$33,958	\$2,868	\$51,041	\$61,784	21.05%
Jun	\$45,589	\$54,705	\$51,435	\$40,519	\$81,357	\$0	n/a
Jul	\$64,917	\$67,191	\$61,819	\$75,325	\$157,048	\$0	n/a
Aug	\$56,080	\$57,191	\$86,637	\$80,288	\$99,424	\$0	n/a
Sep	\$49,148	\$62,467	\$58,317	\$82,174	\$91,411	\$0	n/a
Oct	\$35,417	\$41,212	\$52,909	\$63,897	\$79,646	\$0	n/a
Nov	\$33,973	\$58,435	\$56,326	\$54,928	\$85,050	\$0	n/a
Dec	\$70,932	\$99,874	\$81,436	\$82,845	\$150,938	\$0	n/a
Total	\$629,970	\$741,916	\$800,005	\$690,813	\$1,156,871	\$590,689	43.37%

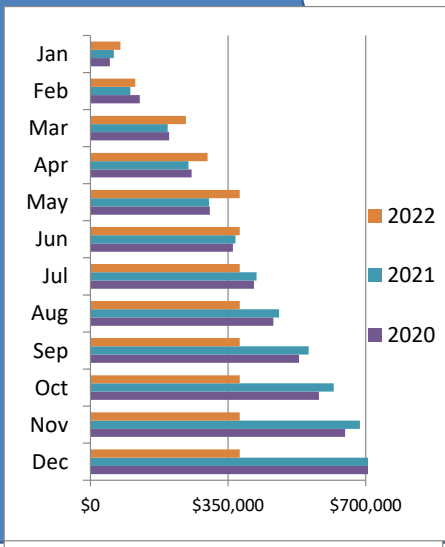
Year Over Year Comparison of Sales Tax by Category



Online Retail							
	2017	2018	2019	2020	2021	% change	
						2022	from PY
Jan	\$0	\$12,981	\$12,733	\$30,008	\$57,243	\$76,005	32.78%
Feb	\$0	\$6,035	\$12,438	\$30,568	\$47,681	\$75,190	57.69%
Mar	\$0	\$11,053	\$21,071	\$39,087	\$84,728	\$74,337	-12.26%
Apr	\$0	\$6,066	\$22,422	\$74,964	\$61,479	\$89,936	46.29%
May	\$0	\$8,969	\$29,385	\$49,073	\$73,578	\$92,798	26.12%
Jun	\$0	\$4,481	\$39,986	\$58,270	\$100,338	\$0	n/a
Jul	\$0	\$9,214	\$31,564	\$64,485	\$78,450	\$0	n/a
Aug	\$0	\$7,835	\$29,360	\$72,750	\$92,067	\$0	n/a
Sep	\$0	\$11,610	\$41,998	\$76,044	\$87,379	\$0	n/a
Oct	\$0	\$8,178	\$41,590	\$71,296	\$70,620	\$0	n/a
Nov	\$0	\$9,257	\$49,334	\$87,680	\$105,332	\$0	n/a
Dec	\$0	\$24,417	\$78,765	\$88,683	\$111,472	\$0	n/a
Total	\$0	\$120,096	\$410,646	\$742,907	\$970,365	\$408,266	25.73%

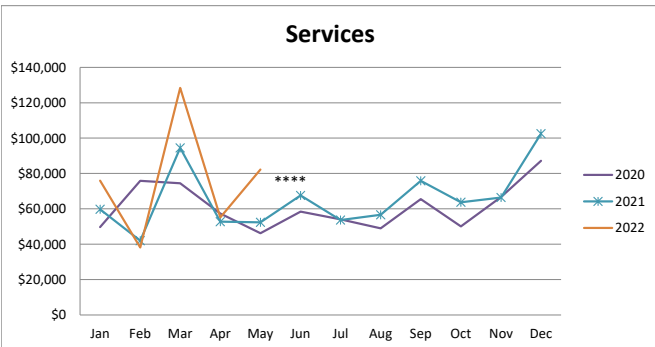
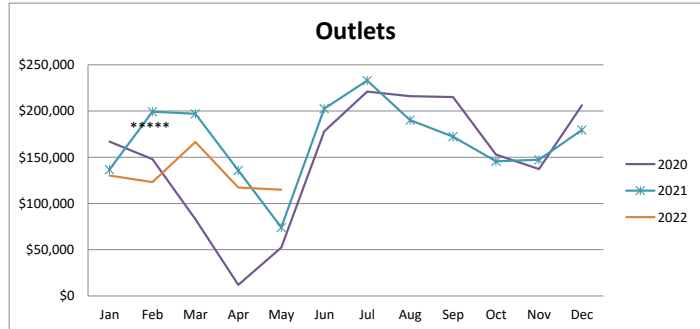
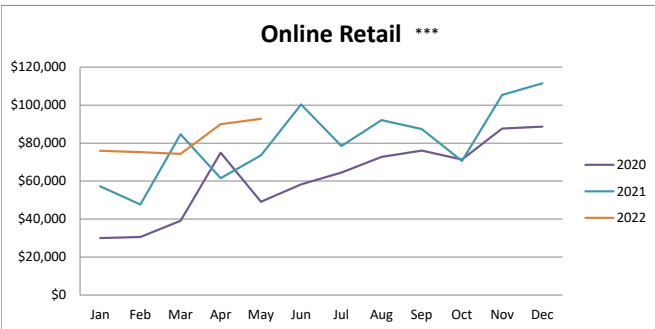
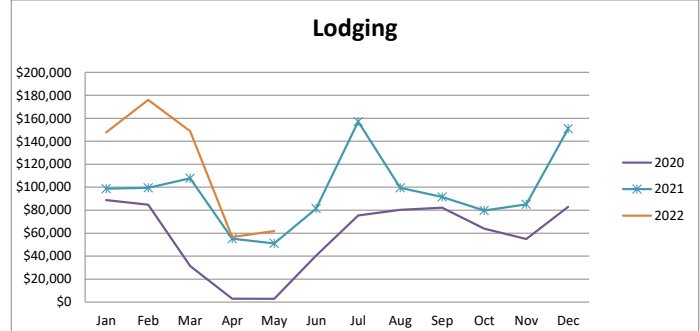
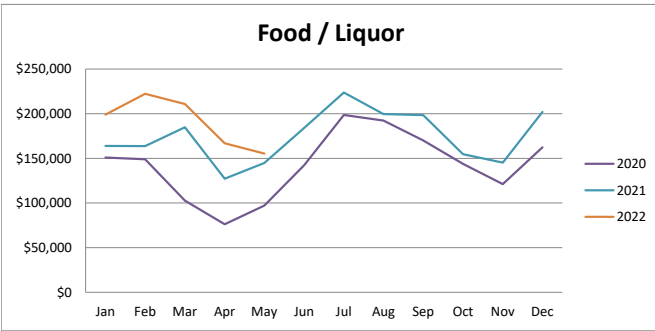
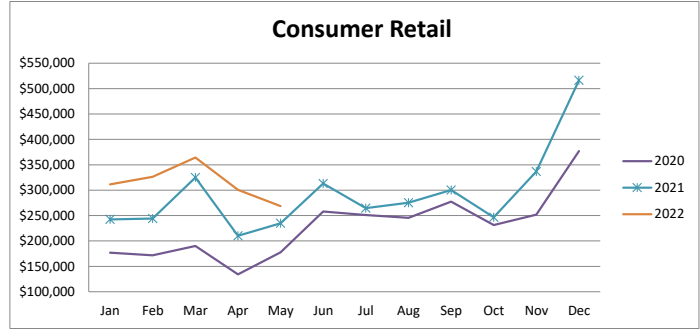
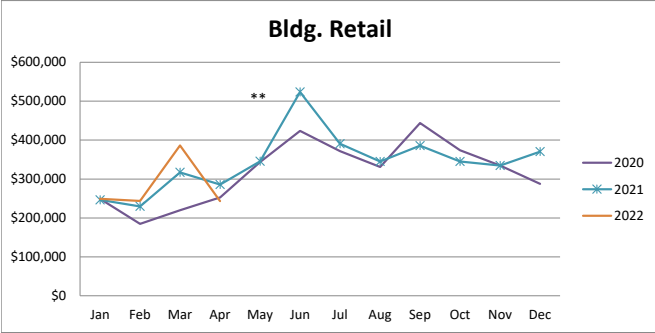
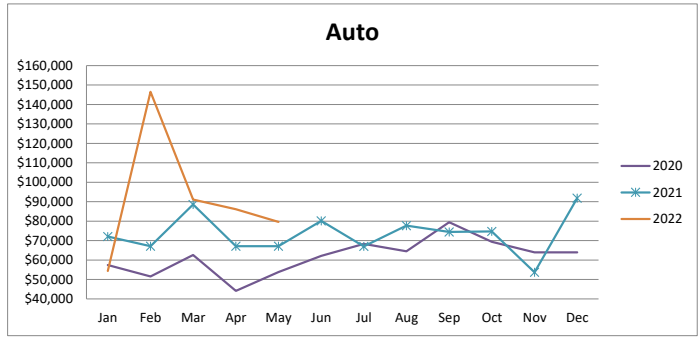
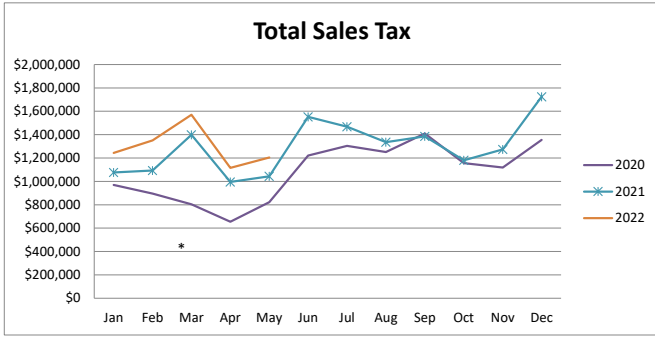


Outlets							
	2017	2018	2019	2020	2021	% change	
						2022	from PY
Jan	\$145,597	\$187,019	\$196,963	\$167,053	\$136,747	\$130,251	-4.75%
Feb	\$163,590	\$165,078	\$180,448	\$147,975	\$199,241	\$123,247	-38.14%
Mar	\$223,180	\$240,814	\$222,425	\$83,038	\$197,102	\$166,552	-15.50%
Apr	\$152,779	\$134,443	\$147,033	\$12,019	\$135,747	\$117,226	-13.64%
May	\$134,248	\$152,310	\$139,196	\$52,430	\$74,161	\$114,933	54.98%
Jun	\$222,184	\$219,645	\$223,289	\$178,041	\$202,630	\$0	n/a
Jul	\$284,232	\$270,114	\$265,140	\$221,043	\$233,000	\$0	n/a
Aug	\$251,010	\$251,872	\$247,847	\$216,074	\$190,197	\$0	n/a
Sep	\$216,457	\$203,474	\$198,194	\$215,113	\$172,242	\$0	n/a
Oct	\$158,978	\$140,958	\$152,063	\$152,836	\$145,727	\$0	n/a
Nov	\$197,530	\$161,141	\$165,858	\$137,302	\$147,395	\$0	n/a
Dec	\$260,019	\$251,608	\$238,959	\$206,112	\$179,576	\$0	n/a
Total	\$2,409,805	\$2,378,476	\$2,377,416	\$1,789,038	\$2,013,766	\$652,208	-12.22%



Services							
	2017	2018	2019	2020	2021	% change	
						2022	from PY
Jan	\$45,031	\$46,531	\$52,033	\$49,723	\$59,753	\$75,991	27.18%
Feb	\$39,471	\$169,455	\$52,323	\$75,844	\$42,029	\$38,167	-9.19%
Mar	\$51,096	\$61,124	\$62,758	\$74,437	\$94,440	\$128,386	35.94%
Apr	\$45,284	\$35,108	\$42,952	\$57,335	\$52,754	\$55,141	4.53%
May	\$32,825	\$41,321	\$32,410	\$46,224	\$52,362	\$82,244	57.07%
Jun	\$42,570	\$48,491	\$59,836	\$58,461	\$67,559	\$0	n/a
Jul	\$44,488	\$36,245	\$43,134	\$54,059	\$53,702	\$0	n/a
Aug	\$30,589	\$35,841	\$40,270	\$48,966	\$56,634	\$0	n/a
Sep	\$46,143	\$50,147	\$60,082	\$65,532	\$75,834	\$0	n/a
Oct	\$31,881	\$42,696	\$47,685	\$50,125	\$63,774	\$0	n/a
Nov	\$54,405	\$46,345	\$43,262	\$66,720	\$66,381	\$0	n/a
Dec	\$79,113	\$68,318	\$86,954	\$87,181	\$102,528	\$0	n/a
Total	\$542,896	\$681,621	\$623,698	\$734,607	\$787,750	\$379,930	26.08%

Seasonality by Category: 2020-2022

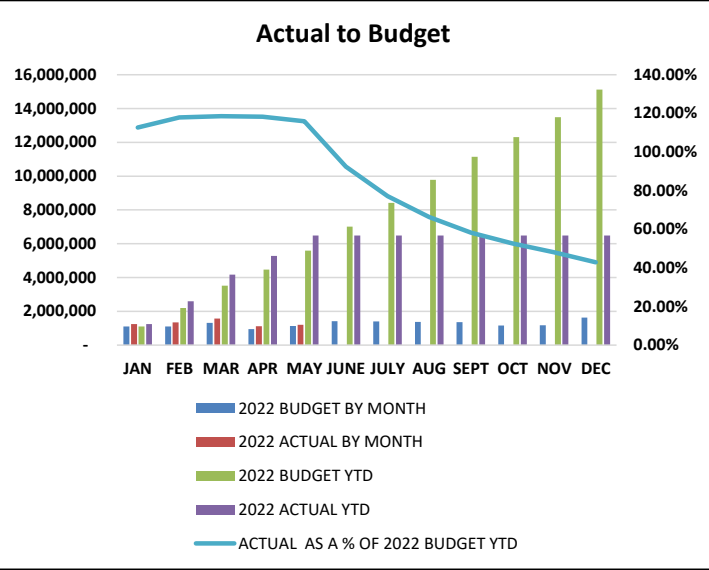


Other Notes:

- * All categories - COVID 19 caused shutdown 3/15-6/1/20. Indoor dining closed 11/20-1/19 unless 5 Star cert.
- ** Bldg. Retail - received a one-time audit payment of \$250,000 in May 19 & Dec 20 reclassified TIF of \$77K
- ***Online Retail - this category continues to rise as a result of the Wayfair ruling
- **** Services - received audit payments of \$40,000 in May 2020
- *****Outlets - \$100K payment received in Feb and amended 70K in May 21

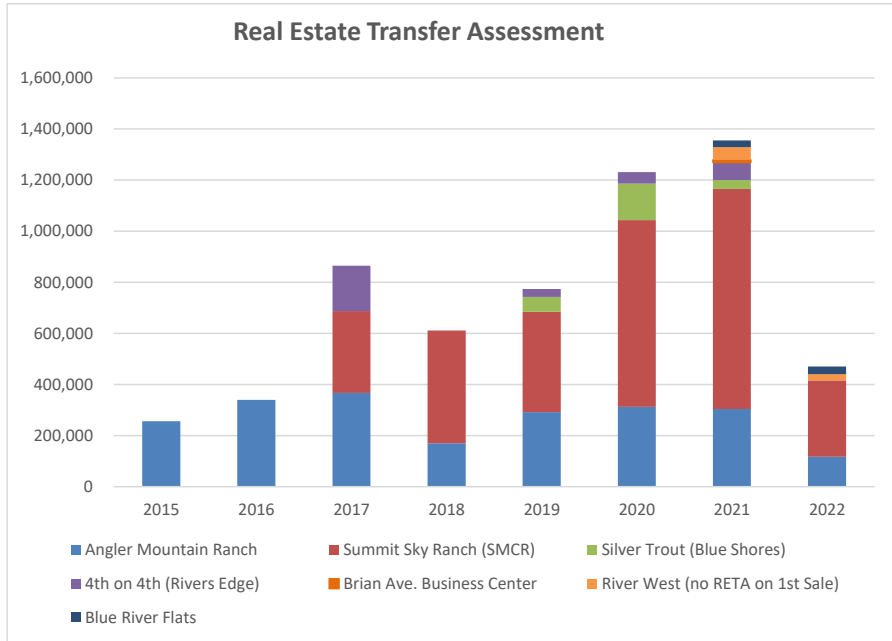
SALES TAX COLLECTIONS: ACTUAL VS BUDGET 2022 YTD

SALES MONTH	2022 BUDGET BY MONTH	2022 ACTUAL BY MONTH	2022 BUDGET YTD	2022 ACTUAL YTD	ACTUAL AS A % OF 2022 BUDGET YTD
JAN	1,103,556	1,243,940	\$1,103,556	\$1,243,940	112.72%
FEB	1,097,629	1,351,266	\$2,201,186	\$2,595,206	117.90%
MAR	1,312,975	1,570,347	\$3,514,160	\$4,165,553	118.54%
APR	951,320	1,115,729	\$4,465,481	\$5,281,282	118.27%
MAY	1,131,642	1,204,785	\$5,597,123	\$6,486,067	115.88%
JUNE	1,420,049	-	\$7,017,171	\$6,486,067	92.43%
JULY	1,395,678	-	\$8,412,850	\$6,486,067	77.10%
AUG	1,373,758	-	\$9,786,607	\$6,486,067	66.27%
SEPT	1,358,672	-	\$11,145,280	\$6,486,067	58.20%
OCT	1,164,903	-	\$12,310,183	\$6,486,067	52.69%
NOV	1,178,517	-	\$13,488,700	\$6,486,067	48.09%
DEC	1,634,094	-	\$15,122,794	\$6,486,067	42.89%



Real Estate Transfer Assessment

	Angler Mountain Ranch	Summit Sky Ranch (SMCR)	Silver Trout (Blue Shores)	4th on 4th (Rivers Edge)	Brian Ave. Business Center	River West (no RETA on 1st Sale)	Blue River Flats	4th St Crossing (not yet built)	Summit Blue (not yet built)	Total
2015	256,514	0	0	0	0	0	0	0	0	256,514
2016	340,160	0	0	0	0	0	0	0	0	340,160
2017	367,245	319,782	0	177,602	0	0	0	0	0	864,629
2018	169,380	442,192	0	0	0	0	0	0	0	611,572
2019	291,610	392,857	58,749	30,790	0	0	0	0	0	774,006
2020	312,436	730,606	143,481	44,605	0	0	0	0	0	1,231,128
2021	304,102	861,721	34,930	68,370	10,000	49,879	26,444	0	0	1,355,445
2022	117,000	298,687	0	0	0	24,955	29,880	0	0	470,522
TOTAL	2,158,447	3,045,844	237,160	321,367	10,000	74,834	56,324	0	0	5,903,976



LODGING TAX COLLECTIONS: 2019-2022 COMPARISONS

LODGING TAXES	2019		2018/2019		2020		2019/2020		2021		2020/2021		2022		2021/2022		2021/2022		2022		2022		2022	
	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	TOS Lodging Sales Tax	\$ Change	% Change	TOS Lodging Sales Tax	\$ Change	% Change	TOS Lodging Sales Tax	\$ Change	% Change	
Jan	52,651	71.2%	43,978	-16.5%	50,288	14.3%	75,964	25,676	51.1%	73,847	2,117	2.8%												
Feb	37,768	19.5%	45,809	21.3%	49,511	8.1%	82,177	32,666	66.0%	86,050	(3,873)	-4.7%												
Mar	47,850	2.4%	17,476	-63.5%	55,137	215.5%	75,052	19,915	36.1%	80,220	(5,167)	-6.9%												
Apr	17,591	14.8%	939	-94.7%	28,870	2974.0%	32,414	3,544	12.3%	32,414	0	0.0%												
May	16,858	44.8%	742	-95.6%	26,684	3497.7%	29,412	2,728	10.2%	29,412	0	0.0%												
June	25,256	1.4%	18,288	-27.6%	41,047	124.4%			0.0%		0	#DIV/0!												
July	34,119	14.8%	39,957	17.1%	53,273	33.3%			0.0%		0	#DIV/0!												
Aug	28,899	11.3%	41,898	45.0%	48,399	15.5%			0.0%		0	#DIV/0!												
Sept	27,353	-8.8%	36,536	33.6%	46,659	27.7%			0.0%		0	#DIV/0!												
Oct	24,792	69.7%	32,385	30.6%	42,154	30.2%			0.0%		0	#DIV/0!												
Nov	24,893	-17.7%	29,430	18.2%	43,701	48.5%			0.0%		0	#DIV/0!												
Dec	25,952	-9.7%	40,660	56.7%	78,282	92.5%			0.0%		0	#DIV/0!												
TOTAL	363,982	13.7%	348,099	-4.4%	564,004	62.0%	295,020	84,531	46.0%	301,943	-6,923	-2.3%												

Lodging taxes are allocated as follows:
 ▶ 85% Trails, Parks & Open Space
 ▶ 15% Marketing

* Variance between Lodging category of Sales Tax and Lodging tax in Aug is due to a \$30K sales tax assessment in 2019.

SALES AND LODGING BREAKOUT HOTEL/INN/B&B VS. SHORT TERM RENTALS

SALES & LODGING TAXES	2019		2020		2021		2022		2021 vs. 2022			
	Hotel/Inn/B&B	Short Term Rental	Hotel/Inn/B&B	Short Term Rental	Hotel/Inn/B&B	Short Term Rental	Hotel/Inn/B&B	Short Term Rental	Hotel/Inn/B&B \$ Change	Hotel/Inn/B&B % Change	Short Term Rental \$ Change	Short Term Rental % Change
Jan	93,839	66,615	81,827	56,100	62,054	86,891	75,963	151,474	13,909	22.41%	64,583	74.33%
Feb	94,014	27,118	94,867	43,293	69,942	78,990	137,692	125,882	67,751	96.87%	46,892	59.37%
Mar	110,685	43,715	36,927	9,538	81,678	81,313	107,775	109,261	26,097	31.95%	27,948	34.37%
Apr	41,254	9,790	123	21,853	35,222	48,820	49,976	44,224	14,754	41.89%	(4,596)	-9.41%
May	39,028	9,839	47	8,976	32,163	45,561	45,430	40,576	13,267	41.25%	(4,985)	-10.9%
June	51,148	56,034	29,357	33,866	57,913	64,393				0.00%		0.0%
July	74,362	28,020	55,923	62,490	76,644	91,408				0.00%		0.0%
Aug	62,737	21,813	56,965	67,172	74,711	76,223				0.00%		0.0%
Sept	61,244	38,766	49,632	73,883	59,913	78,929				0.00%		0.0%
Oct	46,119	28,051	40,987	59,078	48,264	73,368				0.00%		0.0%
Nov	44,239	55,307	26,520	57,010	33,954	91,517				0.00%		0.00%
Dec	75,196	58,754	56,454	75,559	95,285	229,220				0.00%		0.00%
TOTAL	793,864	443,824	529,630	568,818	727,742	1,046,633	416,835	471,417	135,777	48.31%	129,843	38.01%

DEVELOPMENT EXCISE TAX COLLECTIONS: 2018-2021 COMPARISONS

EXCISE TAXES	2019		2018/2019		2020		2019/2020		2021		2020/2021		2022		2021/2022		2021/2022		2022		2021		2022	
	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Amount Collected	% Change	Total Sq Footage	New Res Permits	New Res Permits	Total Sq Footage	New Res Permits	New Res Permits	Total Sq Footage	New Res Permits	New Res Permits	
Jan	41,338	62.2%	14,028	-66.1%	0	-100.0%	81,978	81,978	N/A	40,989	0	2												
Feb	38,168	#DIV/0!	21,812	-42.9%	42,886	96.6%	45,216	2,330	5.4%	22,608	5	6												
Mar	68,452	202.8%	50,268	-26.6%	64,018	27.4%	118,666	54,648	85.4%	59,333	8	13												
Apr	82,502	995.6%	0	-100.0%	82,630	N/A	44,790	(37,840)	-45.8%	22,395	19	7												
May	123,620	194.2%	48,300	-60.9%	33,100	-31.5%	144,622	111,522	336.9%	72,311	6	20												
June	129,000	162.4%	99,708	-22.7%	116,630	17.0%	32,436	(84,194)	-72.2%	16,218	27	4												
July	80,304	-27.0%	86,722	8.0%	42,134	-51.4%			0.0%	0	7													
Aug	24,824	-81.9%	43,138	73.8%	64,558	49.7%			0.0%	0	13													
Sept	100,348	20.6%	102,888	2.5%	136,192	32.4%			0.0%	0	25													
Oct	57,022	36.5%	52,976	-7.1%	65,945	24.5%			0.0%	0	11													
Nov	33,868	140.5%	135,082	298.8%	168,280	24.6%			0.0%	0	21													
Dec	44,608	-32.2%	37,614	-15.7%	81,548	116.8%			0.0%	0	18													
TOTAL	824,054	37.5%	692,536	-16.0%	897,921	29.7%	467,708	128,444	37.9%	233,854	160	52												