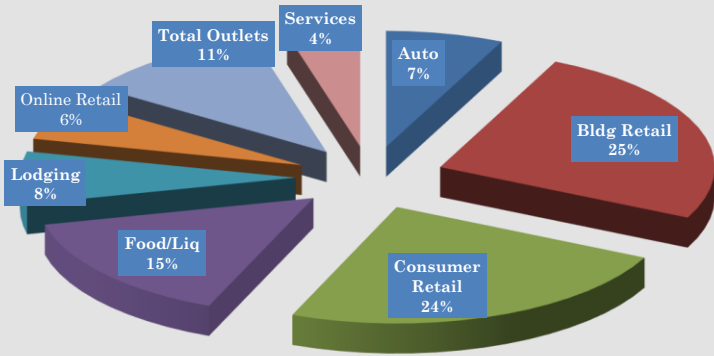
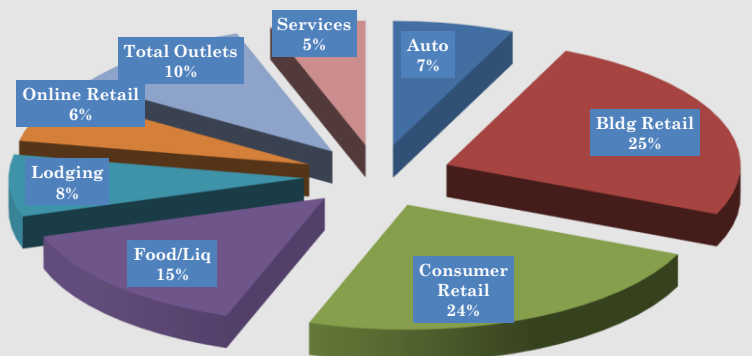


AUGUST

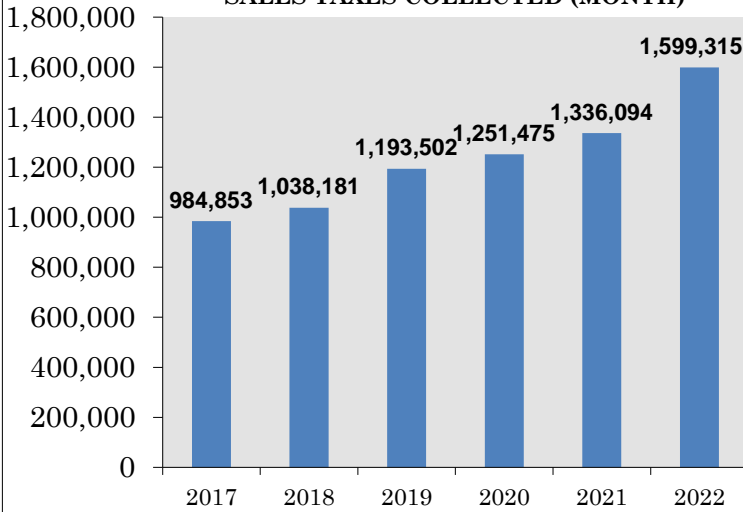
2022 MTD SALES TAX BY CATEGORY



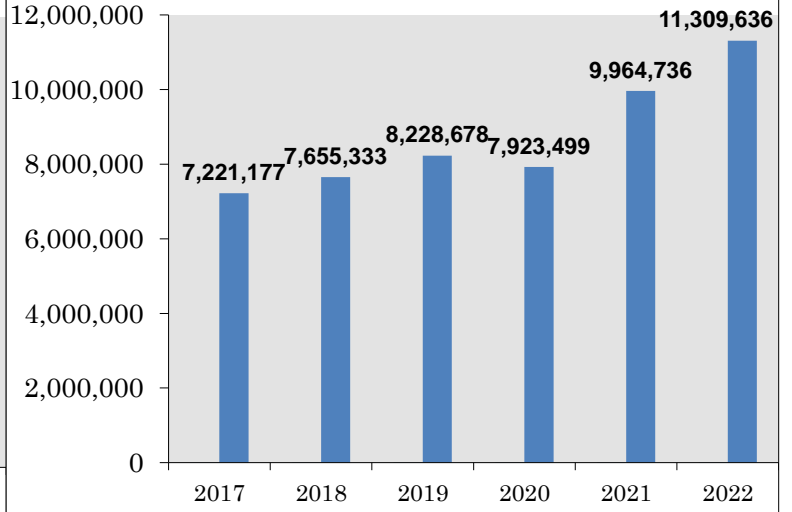
2022 YTD SALES TAX BY CATEGORY



SALES TAXES COLLECTED (MONTH)



YTD SALES TAX COLLECTED

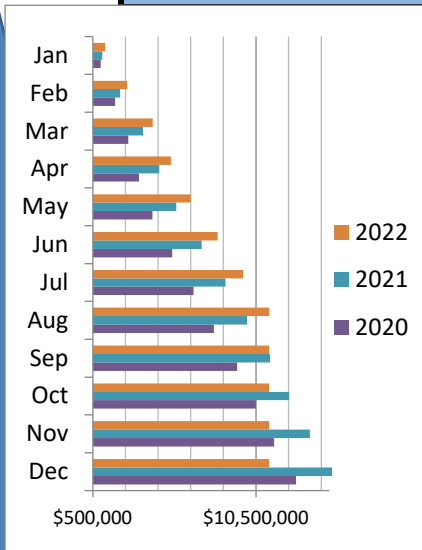


| \$ & % Change | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|------------------|--------|--------|---------|--------|--------|---------|
| from | 33,512 | 53,328 | 155,321 | 57,973 | 84,619 | 263,221 |
| Prior | | | | | | |
| Year | 3.52% | 5.41% | 14.96% | 4.86% | 6.76% | 19.70% |

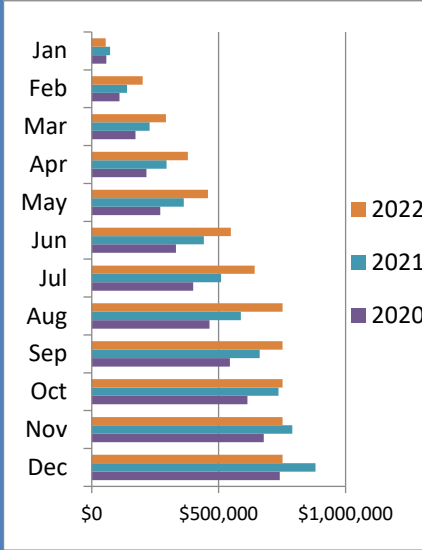
| \$ & % Change | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|------------------|---------|---------|---------|-----------|-----------|-----------|
| from | 456,562 | 434,156 | 573,344 | (305,179) | 2,041,236 | 1,344,900 |
| Prior | | | | | | |
| Year | 6.75% | 6.01% | 7.49% | -3.71% | 25.76% | 13.50% |

Town of Silverthorne
Sales Tax by Sector

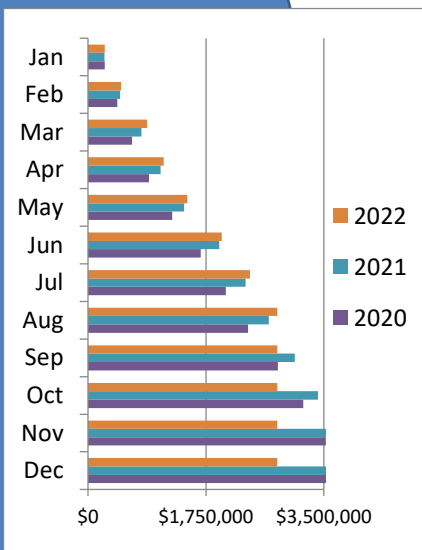
Year Over Year Comparison of Sales Tax by Category



| Total Sales Tax | | | | | | | |
|-----------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change 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 | \$1,667,240 | 7.37% |
| Jul | \$1,068,708 | \$1,075,530 | \$1,192,519 | \$1,304,240 | \$1,467,979 | \$1,557,013 | 6.07% |
| Aug | \$984,853 | \$1,038,181 | \$1,193,502 | \$1,251,475 | \$1,336,094 | \$1,599,315 | 19.70% |
| 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 | \$11,309,636 | 13.50% |



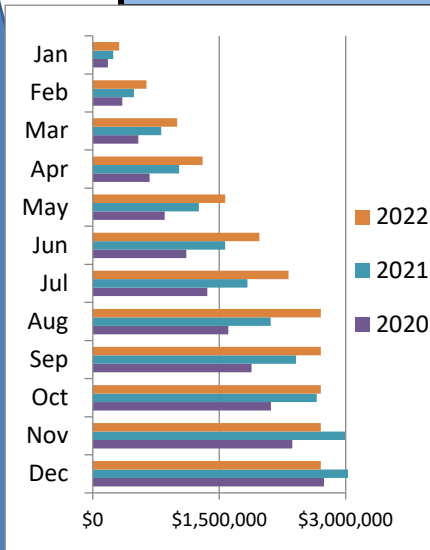
| Auto | | | | | | | |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change from PY |
| Jan | \$70,101 | \$63,353 | \$63,189 | \$57,451 | \$72,100 | \$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 | \$90,568 | 13.01% |
| Jul | \$70,835 | \$68,415 | \$66,250 | \$68,275 | \$67,057 | \$93,281 | 39.11% |
| Aug | \$66,280 | \$75,510 | \$71,151 | \$64,490 | \$77,727 | \$110,287 | 41.89% |
| 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 | \$751,845 | 28.11% |



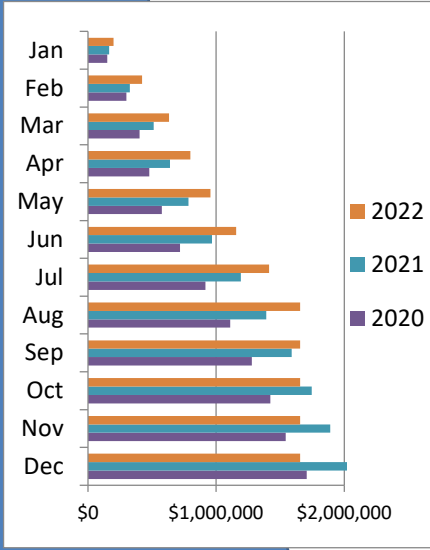
| Bldg Retail | | | | | | | |
|--------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change from PY |
| Jan | \$168,108 | \$153,760 | \$152,847 | \$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 | \$512,186 | -2.16% |
| Jul | \$221,332 | \$244,377 | \$313,591 | \$371,475 | \$390,477 | \$419,739 | 7.49% |
| Aug | \$224,917 | \$244,769 | \$320,003 | \$330,870 | \$345,227 | \$404,043 | 17.04% |
| 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 | \$2,808,019 | 4.65% |

Town of Silverthorne
Sales Tax by Sector

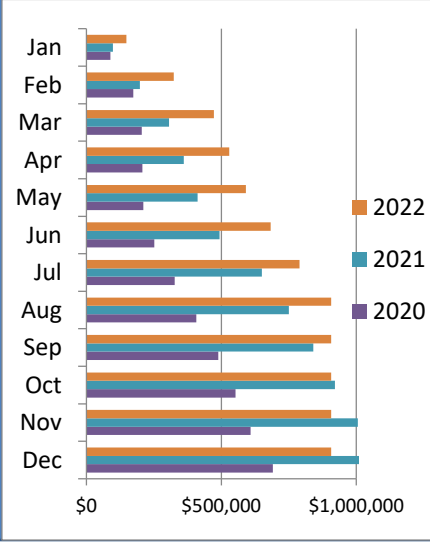
Year Over Year Comparison of Sales Tax by Category



| 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 | \$403,062 | 28.68% |
| Jul | \$200,937 | \$193,321 | \$213,429 | \$251,007 | \$264,548 | \$346,372 | 30.93% |
| Aug | \$207,697 | \$191,212 | \$225,322 | \$245,658 | \$275,278 | \$384,086 | 39.53% |
| 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 | \$2,704,406 | 28.21% |



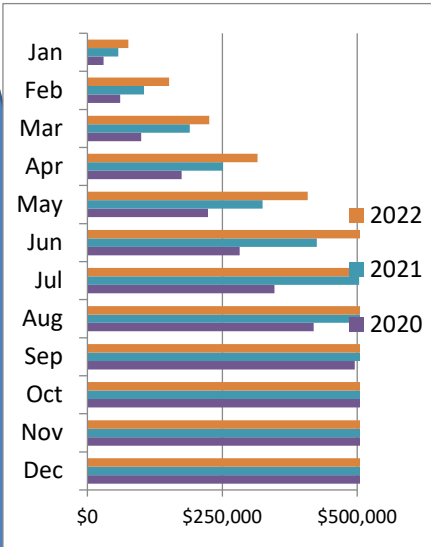
| Food & Liquor | | | | | | | |
|---------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change from PY |
| Jan | \$135,920 | \$144,354 | \$155,132 | \$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 | \$201,133 | 9.30% |
| Jul | \$181,966 | \$186,654 | \$197,592 | \$198,570 | \$223,697 | \$256,750 | 14.78% |
| Aug | \$148,280 | \$173,951 | \$172,914 | \$192,378 | \$199,540 | \$242,363 | 21.46% |
| 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 | \$1,654,576 | 18.89% |



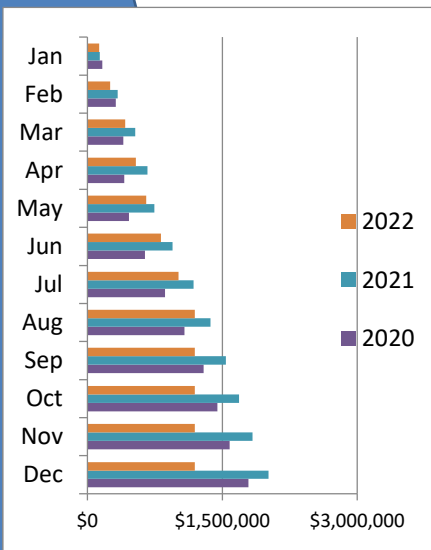
| Lodging | | | | | | | |
|--------------|------------------|------------------|------------------|------------------|--------------------|------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change from PY |
| Jan | \$64,003 | \$74,095 | \$105,812 | \$88,758 | \$98,632 | \$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 | \$91,600 | 12.59% |
| Jul | \$64,917 | \$67,191 | \$61,819 | \$75,325 | \$157,048 | \$107,674 | -31.44% |
| Aug | \$56,080 | \$57,191 | \$86,637 | \$80,288 | \$99,424 | \$116,942 | 17.62% |
| 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 | \$906,905 | 20.95% |

Town of Silverthorne
Sales Tax by Sector

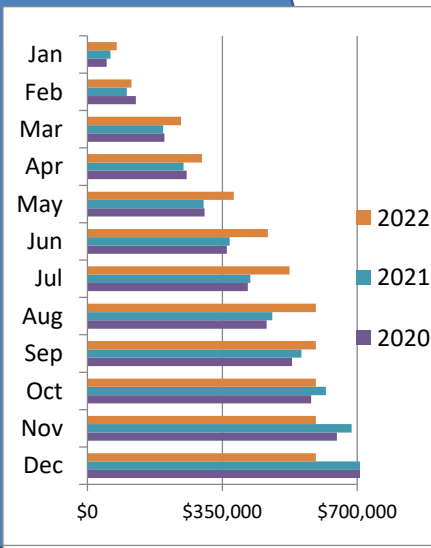
Year Over Year Comparison of Sales Tax by Category



| Online Retail | | | | | | | |
|---------------|------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change 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 | \$114,783 | 14.40% |
| Jul | \$0 | \$9,214 | \$31,564 | \$64,485 | \$78,450 | \$82,033 | 4.57% |
| Aug | \$0 | \$7,835 | \$29,360 | \$72,750 | \$92,067 | \$92,611 | 0.59% |
| 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 | \$697,692 | 17.15% |

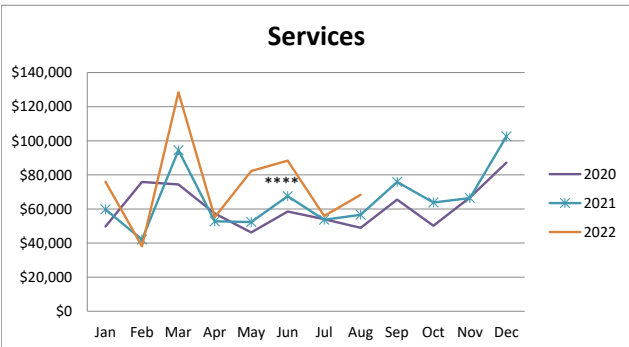
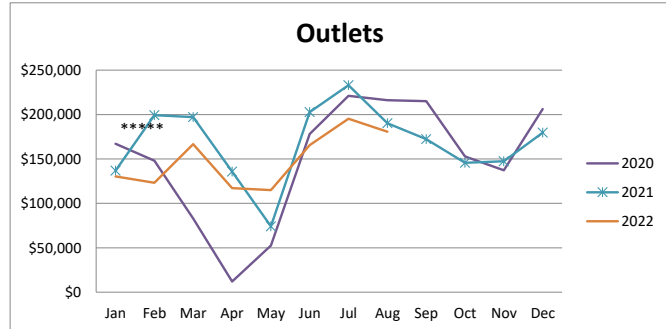
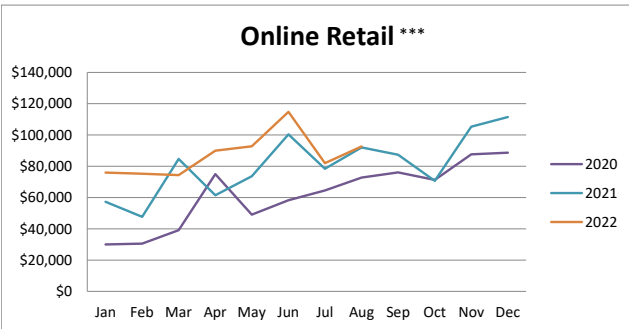
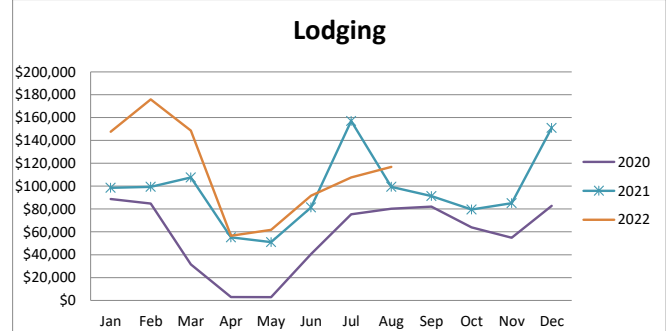
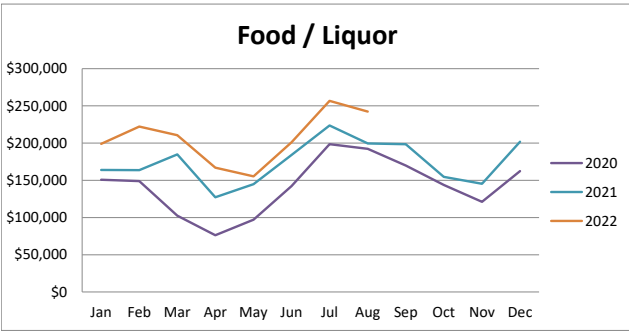
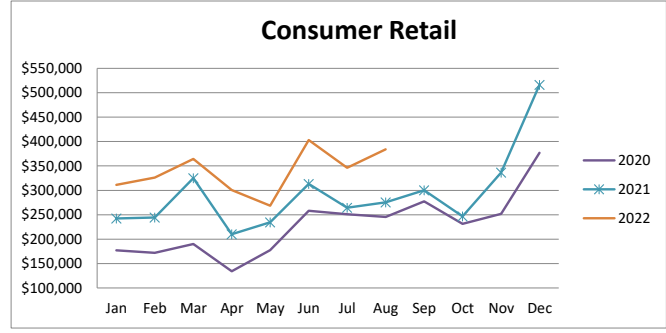
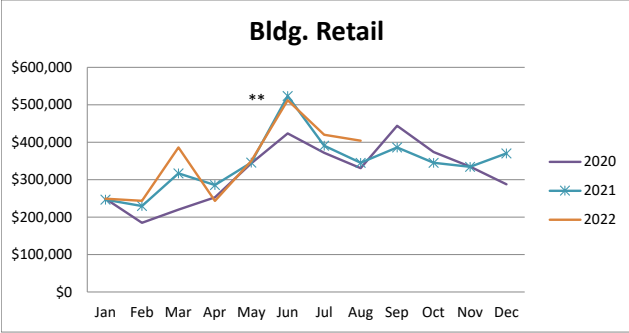
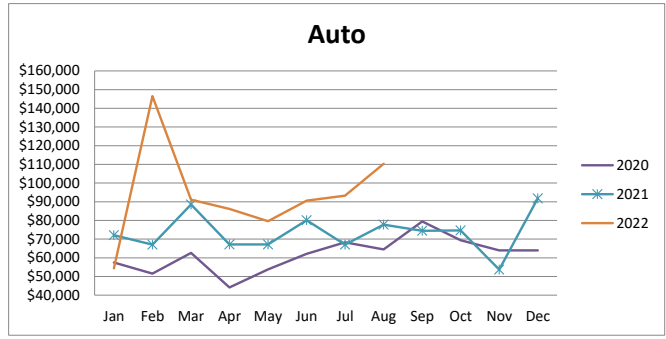
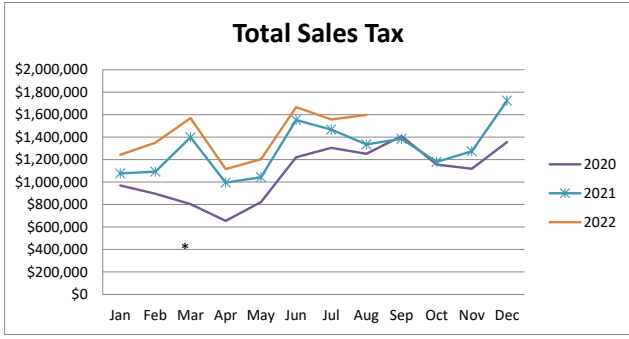


| Outlets | | | | | | | |
|--------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change from PY |
| Jan | \$145,597 | \$187,019 | \$196,963 | \$167,053 | \$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 | \$165,513 | -18.32% |
| Jul | \$284,232 | \$270,114 | \$265,140 | \$221,043 | \$233,000 | \$195,262 | -16.20% |
| Aug | \$251,010 | \$251,872 | \$247,847 | \$216,074 | \$190,197 | \$180,665 | -5.01% |
| 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 | \$1,193,649 | -12.80% |



| Services | | | | | | | |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | % change 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 | \$88,395 | 30.84% |
| Jul | \$44,488 | \$36,245 | \$43,134 | \$54,059 | \$53,702 | \$55,903 | 4.10% |
| Aug | \$30,589 | \$35,841 | \$40,270 | \$48,966 | \$56,634 | \$68,317 | 20.63% |
| 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 | \$592,545 | 23.64% |

Seasonality by Category: 2020-2022

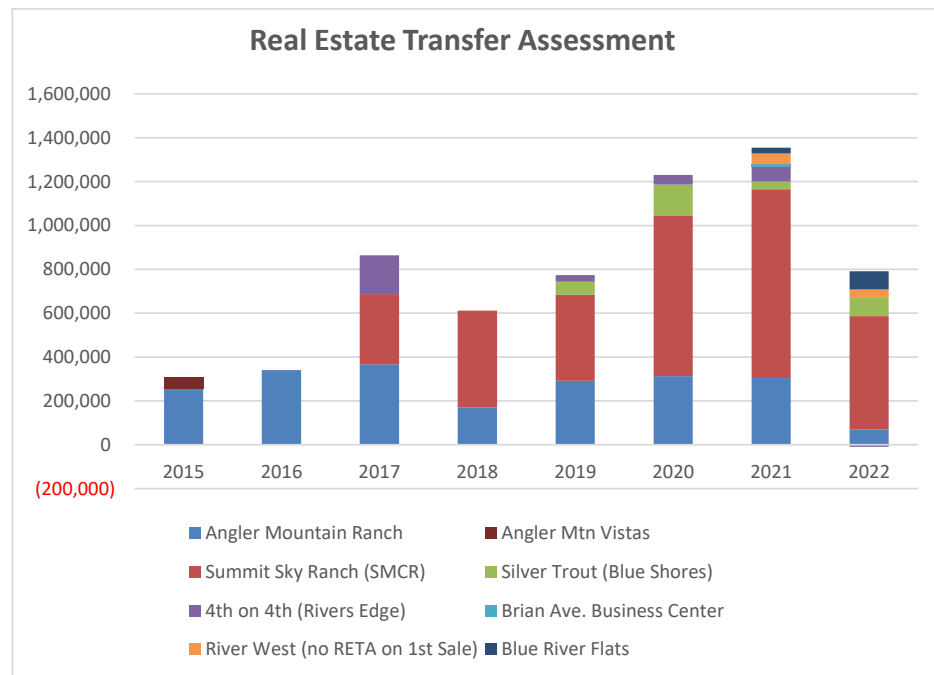


Other Notes:

- * All categories - COVID 19 caused shutdown 3/15-6/1/20. Indoor dining closed 11/20-1/19 unless:
- ** Bldg. Retail - received a one-time audit payment of \$250,000 in May 19 & Dec 20 reclassified TIF
- ***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

Real Estate Transfer Assessment

| | Angler Mountain Ranch | Angler Mtn Vistas | 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 | 0 | 256,514 |
| 2016 | 340,160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 340,160 |
| 2017 | 367,245 | 0 | 319,782 | 0 | 177,602 | 0 | 0 | 0 | 0 | 0 | 864,629 |
| 2018 | 169,380 | 0 | 442,192 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 611,572 |
| 2019 | 291,610 | 0 | 392,857 | 58,749 | 30,790 | 0 | 0 | 0 | 0 | 0 | 774,006 |
| 2020 | 312,436 | 0 | 730,606 | 143,481 | 44,605 | 0 | 0 | 0 | 0 | 0 | 1,231,128 |
| 2021 | 304,102 | 0 | 861,721 | 34,930 | 68,370 | 10,000 | 49,879 | 26,444 | 0 | 0 | 1,355,445 |
| 2022 | 69,438 | 52,000 | 517,666 | 85,567 | (9,500) | 0 | 35,100 | 83,810 | 0 | 0 | 834,081 |
| TOTAL | 2,110,885 | 52,000 | 3,264,824 | 322,727 | 311,867 | 10,000 | 84,979 | 110,254 | 0 | 0 | 6,267,536 |



LODGING TAX COLLECTIONS: 2019-2022 COMPARISONS

*Note as of 7/1/22 Lodging tax is 6% so the %change column should remain about 33%

| 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 | % 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% | 42,338 | 1,291 | 3.1% | 42,338 | 0 | 0.0% |
| July | 34,119 | 14.8% | 39,957 | 17.1% | 53,273 | 33.3% | 177,606 | 124,333 | 233.4% | 57,970 | 119,636 | 67.4% |
| Aug | 28,899 | 11.3% | 41,898 | 45.0% | 48,399 | 15.5% | 165,044 | 116,645 | 241.0% | 54,659 | 110,384 | 66.9% |
| 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% | 680,008 | 326,800 | 92.5% | 456,910 | 223,098 | 32.8% |

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 | 64,995 | 68,868 | 7,082 | 12.23% | 4,475 | 6.9% |
| July | 74,362 | 28,020 | 55,923 | 62,490 | 76,644 | 91,408 | 149,066 | 140,008 | 72,422 | 94.49% | 48,600 | 53.2% |
| Aug | 62,737 | 21,813 | 56,965 | 67,172 | 74,711 | 76,223 | 142,275 | 128,770 | 67,565 | 90.44% | 52,547 | 68.9% |
| 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 | 773,172 | 809,063 | 282,846 | 57.69% | 235,465 | 41.05% |

*Reflects the increase from 2% to 6% rate.

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 | % Change | 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% | 77,808 | 35,674 | 84.7% | 38,904 | 7 | 13 |
| Aug | 24,824 | -81.9% | 43,138 | 73.8% | 64,558 | 49.7% | 312,939 | 248,381 | 384.7% | 156,469 | 13 | 64 |
| Sept | 100,348 | 20.6% | 102,888 | 2.5% | 136,192 | 32.4% | 35,870 | (100,322) | -73.7% | 17,935 | 25 | 7 |
| 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% | 894,325 | 312,177 | 53.6% | 447,162 | 160 | 136 |