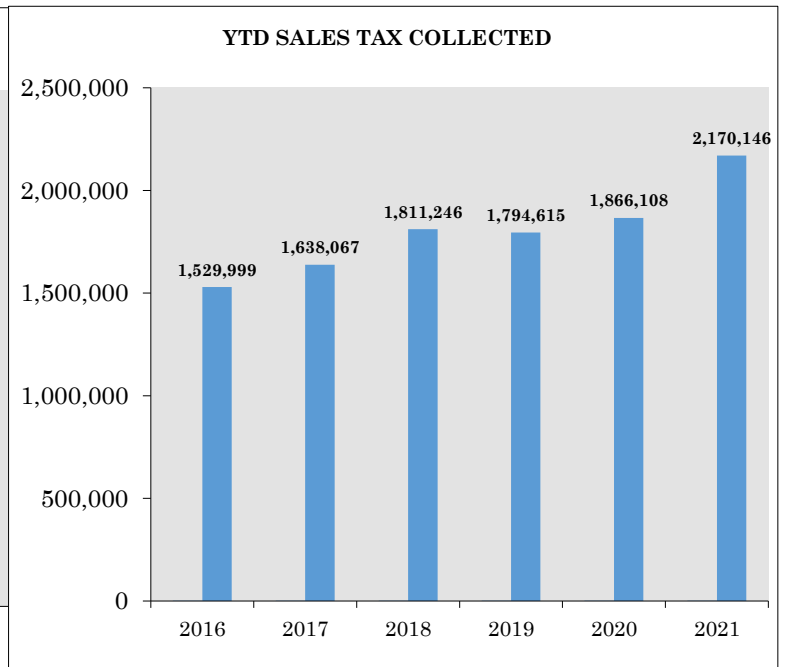
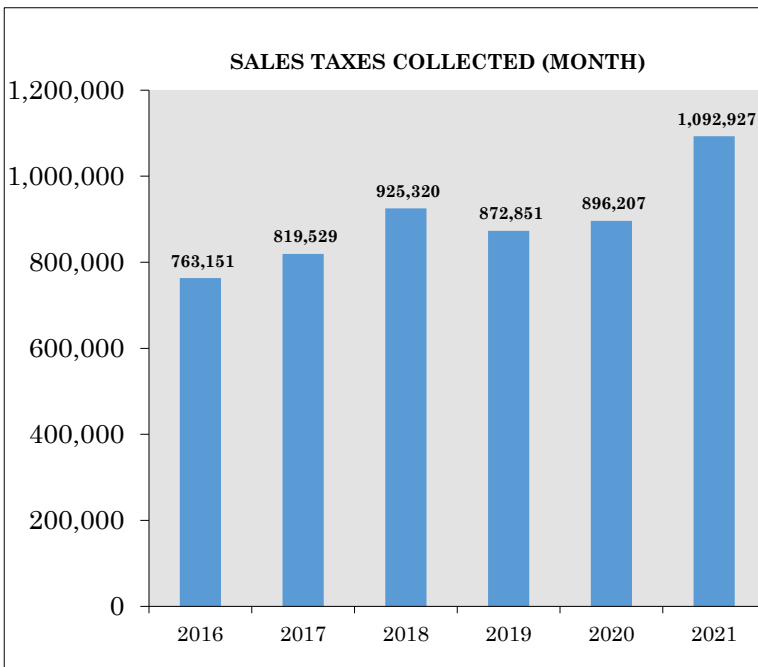
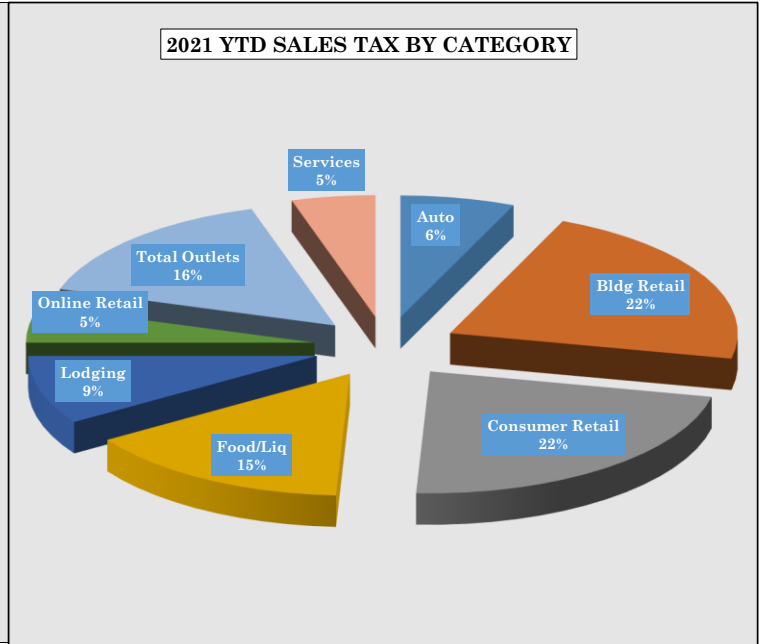
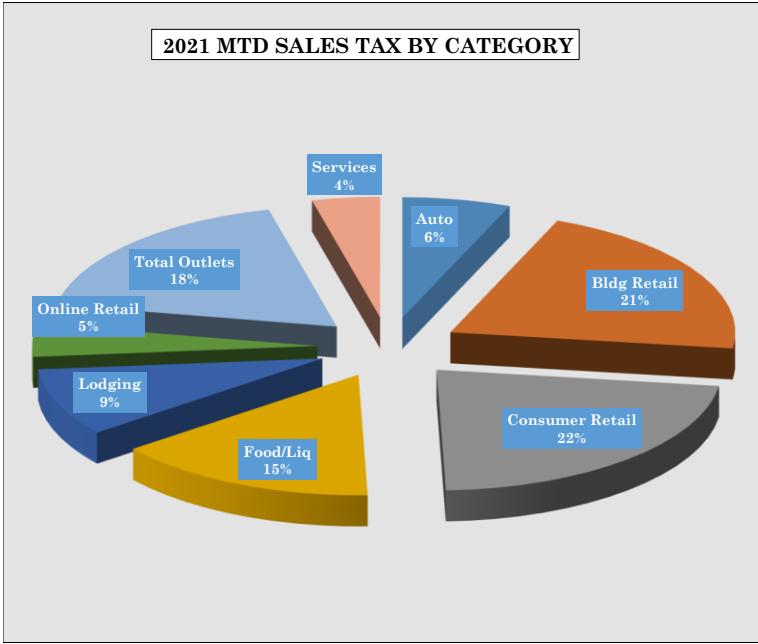


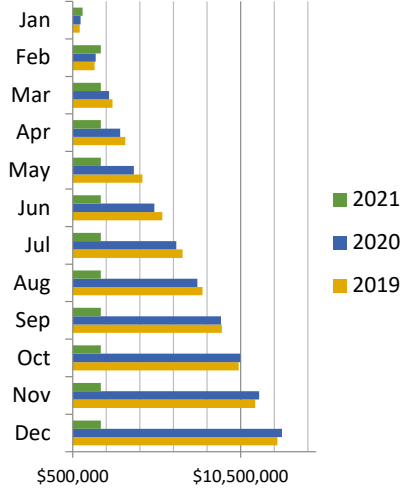
**FEBRUARY**



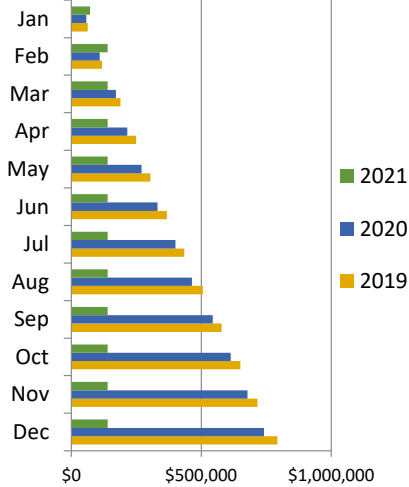
\$ & % Change from Prior Year	2016	2017	2018	2019	2020	2021	\$ & % Change from Prior Year	2016	2017	2018	2019	2020	2021
		49,514	56,378	105,791	(52,469)	23,356		196,720		50,605	108,068	173,179	(16,631)
	6.94%	7.39%	12.91%	-5.67%	2.68%	21.95%		3.42%	7.06%	10.57%	-0.92%	3.98%	16.29%

Town of Silverthorne  
Sales Tax by Sector

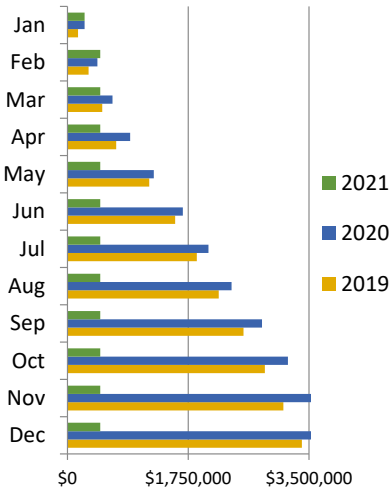
Year Over Year Comparison of Sales Tax by Category



Total Sales Tax							% change
	2016	2017	2018	2019	2020	2021	from PY
Jan	\$766,849	\$818,538	\$885,926	\$921,764	\$969,901	\$1,077,219	11.06%
Feb	\$763,151	\$819,529	\$925,320	\$872,851	\$896,207	\$1,092,927	21.95%
Mar	\$984,257	\$1,042,916	\$1,063,206	\$1,067,353	\$803,182	\$0	n/a
Apr	\$646,245	\$687,808	\$764,516	\$769,877	\$654,733	\$0	n/a
May	\$666,068	\$726,443	\$802,688	\$1,019,604	\$822,617	\$0	n/a
Jun	\$1,009,478	\$1,072,383	\$1,099,967	\$1,191,209	\$1,221,145	\$0	n/a
Jul	\$977,228	\$1,068,708	\$1,075,530	\$1,192,519	\$1,304,240	\$0	n/a
Aug	\$951,341	\$984,853	\$1,038,181	\$1,193,502	\$1,251,475	\$0	n/a
Sep	\$1,014,190	\$1,037,088	\$1,024,673	\$1,153,033	\$1,409,632	\$0	n/a
Oct	\$896,612	\$797,367	\$848,734	\$1,004,624	\$1,156,700	\$0	n/a
Nov	\$865,772	\$919,649	\$891,605	\$971,770	\$1,118,262	\$0	n/a
Dec	\$1,182,890	\$1,209,640	\$1,228,422	\$1,328,041	\$1,355,362	\$0	n/a
<b>Total</b>	<b>\$10,724,079</b>	<b>\$11,184,921</b>	<b>\$11,648,768</b>	<b>\$12,686,146</b>	<b>\$12,963,456</b>	<b>\$2,170,146</b>	<b>16.29%</b>



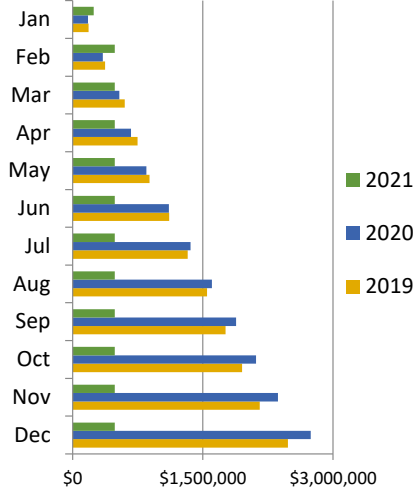
Auto							% change
	2016	2017	2018	2019	2020	2021	from PY
Jan	\$59,587	\$70,101	\$63,353	\$63,189	\$57,451	\$72,100	25.50%
Feb	\$65,190	\$56,855	\$53,841	\$55,000	\$51,548	\$67,090	30.15%
Mar	\$74,112	\$76,462	\$76,521	\$71,174	\$62,629	\$0	n/a
Apr	\$78,237	\$55,273	\$64,081	\$60,216	\$44,130	\$0	n/a
May	\$66,987	\$63,356	\$62,160	\$53,932	\$53,787	\$0	n/a
Jun	\$78,079	\$67,352	\$70,097	\$64,418	\$62,103	\$0	n/a
Jul	\$66,894	\$70,835	\$68,415	\$66,250	\$68,275	\$0	n/a
Aug	\$77,545	\$66,280	\$75,510	\$71,151	\$64,490	\$0	n/a
Sep	\$81,689	\$71,883	\$62,414	\$73,101	\$79,448	\$0	n/a
Oct	\$77,443	\$73,779	\$73,548	\$71,995	\$69,405	\$0	n/a
Nov	\$68,337	\$74,526	\$62,477	\$65,593	\$63,936	\$0	n/a
Dec	\$79,896	\$72,905	\$77,330	\$76,939	\$63,983	\$0	n/a
<b>Total</b>	<b>\$873,996</b>	<b>\$819,607</b>	<b>\$809,746</b>	<b>\$792,959</b>	<b>\$741,185</b>	<b>\$139,189</b>	<b>27.70%</b>



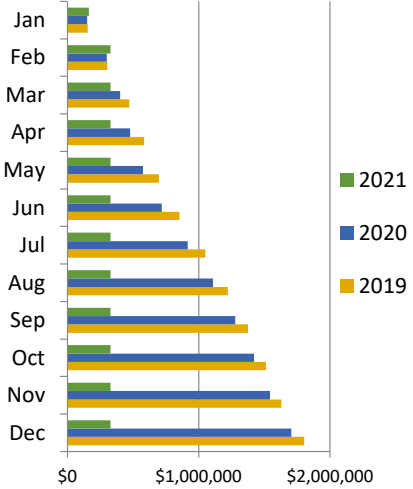
Bldg Retail							% change
	2016	2017	2018	2019	2020	2021	from PY
Jan	\$120,751	\$168,108	\$153,760	\$152,847	\$249,026	\$246,457	-1.03%
Feb	\$114,957	\$137,390	\$126,119	\$154,682	\$184,740	\$229,558	24.26%
Mar	\$148,275	\$202,209	\$187,088	\$197,773	\$219,834	\$0	n/a
Apr	\$132,840	\$121,313	\$238,757	\$202,335	\$252,918	\$0	n/a
May	\$166,019	\$202,858	\$245,558	\$478,357	\$343,518	\$0	n/a
Jun	\$278,854	\$310,013	\$307,781	\$373,121	\$423,535	\$0	n/a
Jul	\$203,941	\$221,332	\$244,377	\$313,591	\$371,475	\$0	n/a
Aug	\$198,034	\$224,917	\$244,769	\$320,003	\$330,870	\$0	n/a
Sep	\$281,000	\$277,698	\$293,464	\$357,499	\$443,862	\$0	n/a
Oct	\$319,252	\$219,882	\$251,470	\$310,650	\$373,963	\$0	n/a
Nov	\$220,290	\$220,654	\$205,930	\$269,257	\$334,727	\$0	n/a
Dec	\$243,834	\$211,210	\$234,854	\$268,927	\$287,377	\$0	n/a
<b>Total</b>	<b>\$2,428,047</b>	<b>\$2,517,584</b>	<b>\$2,733,927</b>	<b>\$3,399,042</b>	<b>\$3,815,844</b>	<b>\$476,015</b>	<b>9.74%</b>

Town of Silverthorne  
Sales Tax by Sector

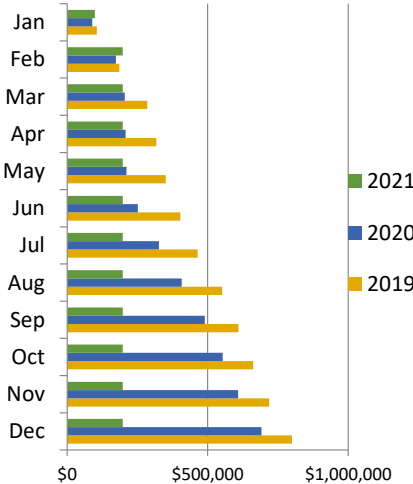
Year Over Year Comparison of Sales Tax by Category



Consumer Retail							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$202,751	\$189,778	\$203,832	\$183,056	\$177,041	\$242,365	36.90%
Feb	\$200,689	\$210,656	\$182,411	\$190,261	\$171,871	\$244,175	42.07%
Mar	\$248,313	\$251,499	\$234,563	\$226,261	\$190,107	\$0	n/a
Apr	\$149,127	\$188,023	\$139,211	\$147,573	\$134,238	\$0	n/a
May	\$153,178	\$158,034	\$149,945	\$139,746	\$177,548	\$0	n/a
Jun	\$216,633	\$238,137	\$233,423	\$224,453	\$257,957	\$0	n/a
Jul	\$191,245	\$200,937	\$193,321	\$213,429	\$251,007	\$0	n/a
Aug	\$201,213	\$207,697	\$191,212	\$225,322	\$245,658	\$0	n/a
Sep	\$209,426	\$235,599	\$193,104	\$210,774	\$277,527	\$0	n/a
Oct	\$171,689	\$172,330	\$169,501	\$191,445	\$231,418	\$0	n/a
Nov	\$211,629	\$226,922	\$217,297	\$204,186	\$251,756	\$0	n/a
Dec	\$338,212	\$360,631	\$286,386	\$322,834	\$376,905	\$0	n/a
<b>Total</b>	<b>\$2,494,105</b>	<b>\$2,640,243</b>	<b>\$2,394,207</b>	<b>\$2,479,339</b>	<b>\$2,743,032</b>	<b>\$486,540</b>	<b>39.45%</b>



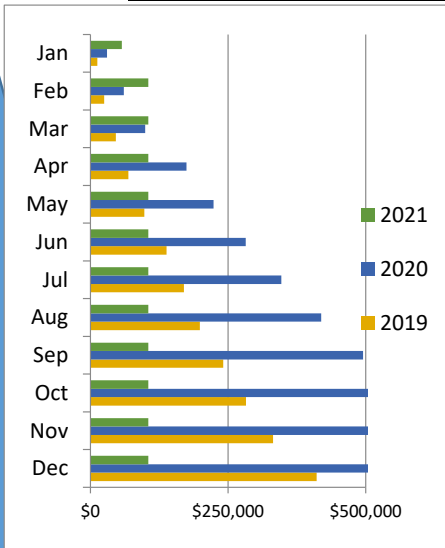
Food & Liquor							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$131,649	\$135,920	\$144,354	\$155,132	\$150,841	\$163,922	8.67%
Feb	\$118,012	\$144,647	\$149,271	\$147,858	\$148,891	\$163,757	9.98%
Mar	\$139,365	\$149,023	\$158,422	\$167,215	\$102,543	\$0	n/a
Apr	\$101,339	\$98,694	\$113,784	\$114,506	\$76,197	\$0	n/a
May	\$96,090	\$108,019	\$115,475	\$112,621	\$97,170	\$0	n/a
Jun	\$138,306	\$146,538	\$161,344	\$154,670	\$142,258	\$0	n/a
Jul	\$158,077	\$181,966	\$186,654	\$197,592	\$198,570	\$0	n/a
Aug	\$154,294	\$148,280	\$173,951	\$172,914	\$192,378	\$0	n/a
Sep	\$139,326	\$140,160	\$147,993	\$153,067	\$169,933	\$0	n/a
Oct	\$113,465	\$105,101	\$121,172	\$136,288	\$143,759	\$0	n/a
Nov	\$114,187	\$111,640	\$130,723	\$117,955	\$121,213	\$0	n/a
Dec	\$163,456	\$154,829	\$185,635	\$173,225	\$162,275	\$0	n/a
<b>Total</b>	<b>\$1,567,566</b>	<b>\$1,624,816</b>	<b>\$1,788,778</b>	<b>\$1,803,041</b>	<b>\$1,706,029</b>	<b>\$327,680</b>	<b>9.32%</b>



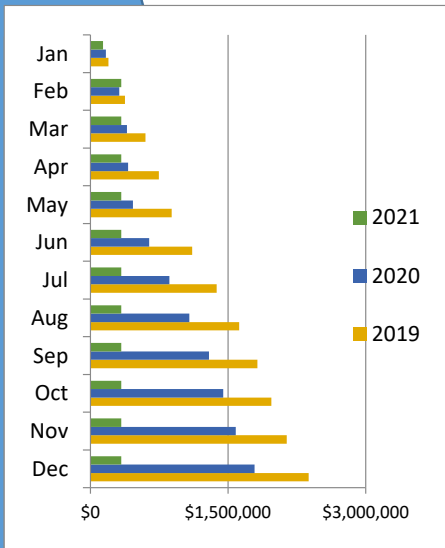
Lodging							
	2016	2017	2018	2019	2020	2021	% change from PY
Jan	\$50,669	\$64,003	\$74,095	\$105,812	\$88,758	\$98,632	11.12%
Feb	\$67,039	\$66,921	\$73,110	\$79,840	\$84,769	\$99,395	17.25%
Mar	\$79,596	\$89,447	\$93,621	\$98,676	\$31,507	\$0	n/a
Apr	\$24,974	\$26,442	\$33,066	\$32,840	\$2,934	\$0	n/a
May	\$18,956	\$27,102	\$26,950	\$33,958	\$2,868	\$0	n/a
Jun	\$36,857	\$45,589	\$54,705	\$51,435	\$40,519	\$0	n/a
Jul	\$52,276	\$64,917	\$67,191	\$61,819	\$75,325	\$0	n/a
Aug	\$43,902	\$56,080	\$57,191	\$86,637	\$80,288	\$0	n/a
Sep	\$43,838	\$49,148	\$62,467	\$58,317	\$82,174	\$0	n/a
Oct	\$27,585	\$35,417	\$41,212	\$52,909	\$63,897	\$0	n/a
Nov	\$22,290	\$33,973	\$58,435	\$56,326	\$54,928	\$0	n/a
Dec	\$62,271	\$70,932	\$99,874	\$81,436	\$82,845	\$0	n/a
<b>Total</b>	<b>\$530,252</b>	<b>\$629,970</b>	<b>\$741,916</b>	<b>\$800,005</b>	<b>\$690,813</b>	<b>\$198,027</b>	<b>14.12%</b>

Town of Silverthorne  
Sales Tax by Sector

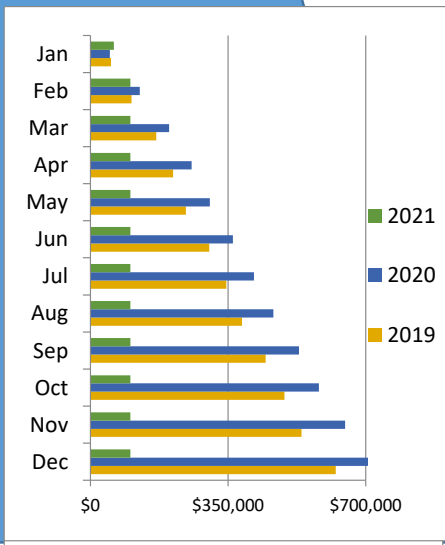
Year Over Year Comparison of Sales Tax by Category



Online Retail							% change
	2016	2017	2018	2019	2020	2021	from PY
Jan	\$0	\$0	\$12,981	\$12,733	\$30,008	\$57,243	90.76%
Feb	\$0	\$0	\$6,035	\$12,438	\$30,568	\$47,681	55.98%
Mar	\$0	\$0	\$11,053	\$21,071	\$39,087	\$0	n/a
Apr	\$0	\$0	\$6,066	\$22,422	\$74,964	\$0	n/a
May	\$0	\$0	\$8,969	\$29,385	\$49,073	\$0	n/a
Jun	\$0	\$0	\$4,481	\$39,986	\$58,270	\$0	n/a
Jul	\$0	\$0	\$9,214	\$31,564	\$64,485	\$0	n/a
Aug	\$0	\$0	\$7,835	\$29,360	\$72,750	\$0	n/a
Sep	\$0	\$0	\$11,610	\$41,998	\$76,044	\$0	n/a
Oct	\$0	\$0	\$8,178	\$41,590	\$71,296	\$0	n/a
Nov	\$0	\$0	\$9,257	\$49,334	\$87,680	\$0	n/a
Dec	\$0	\$0	\$24,417	\$78,765	\$88,683	\$0	n/a
<b>Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$120,096</b>	<b>\$410,646</b>	<b>\$742,907</b>	<b>\$104,924</b>	<b>73.21%</b>

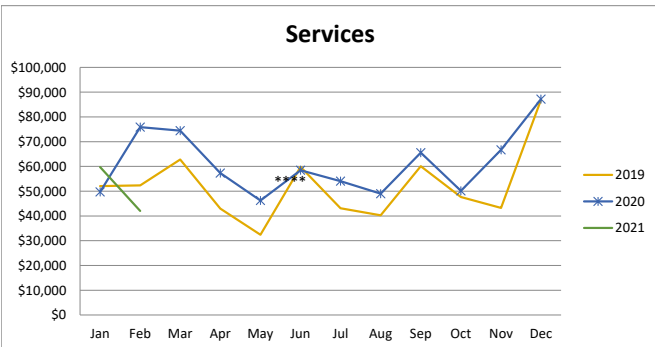
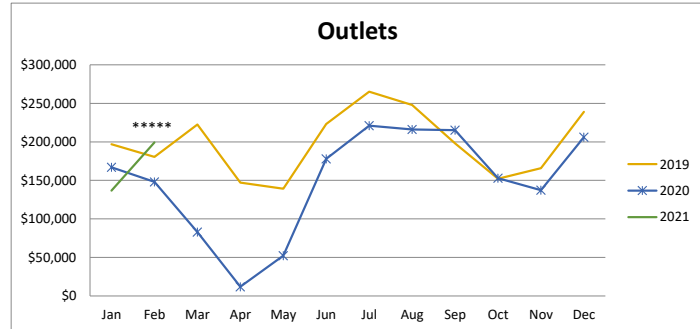
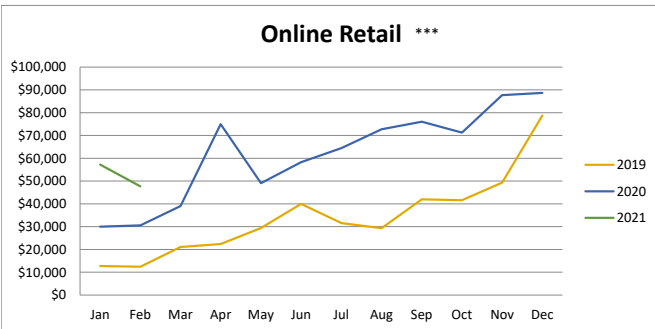
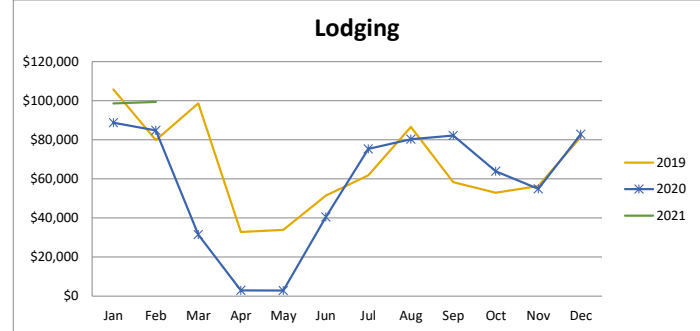
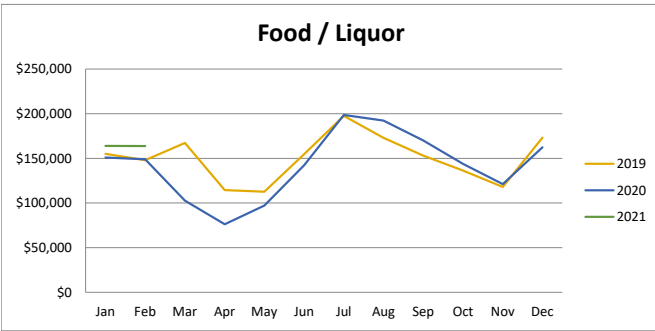
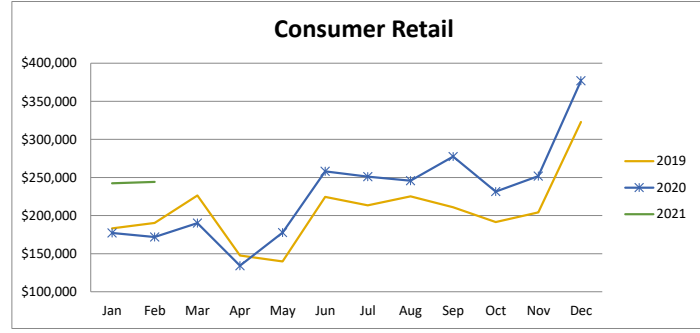
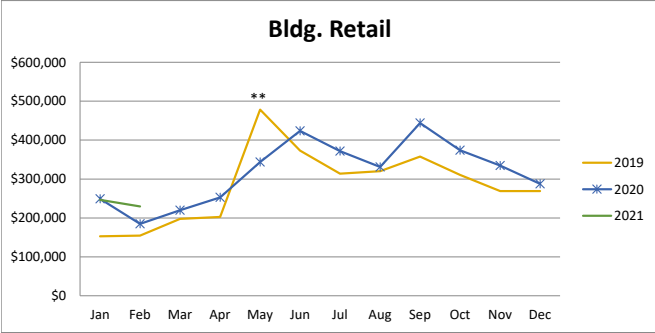
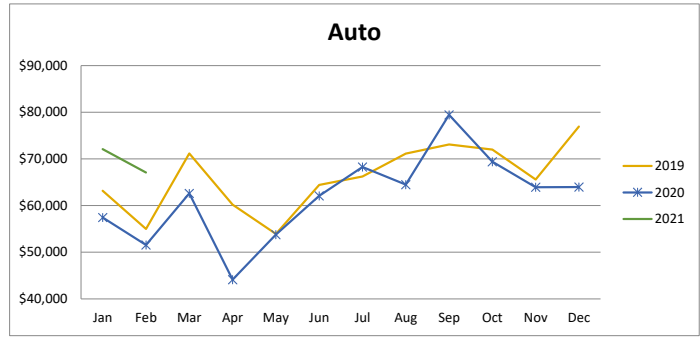
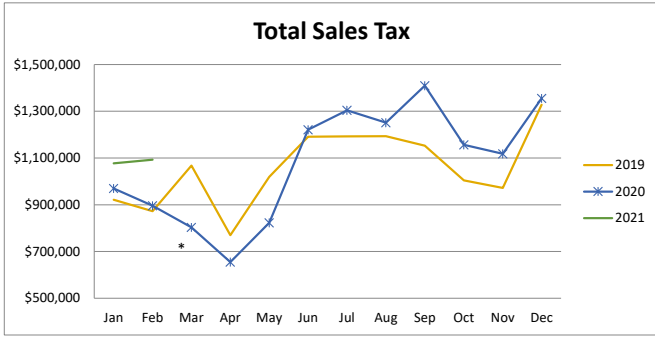


Outlets						% change	
	2016	2017	2018	2019	2020	2021	from PY
Jan	\$159,904	\$145,597	\$187,019	\$196,963	\$167,053	\$136,747	-18.14%
Feb	\$163,450	\$163,590	\$165,078	\$180,448	\$147,975	\$199,241	34.64%
Mar	\$241,856	\$223,180	\$240,814	\$222,425	\$83,038	\$0	n/a
Apr	\$127,134	\$152,779	\$134,443	\$147,033	\$12,019	\$0	n/a
May	\$135,537	\$134,248	\$152,310	\$139,196	\$52,430	\$0	n/a
Jun	\$223,978	\$222,184	\$219,645	\$223,289	\$178,041	\$0	n/a
Jul	\$276,575	\$284,232	\$270,114	\$265,140	\$221,043	\$0	n/a
Aug	\$247,556	\$251,010	\$251,872	\$247,847	\$216,074	\$0	n/a
Sep	\$216,960	\$216,457	\$203,474	\$198,194	\$215,113	\$0	n/a
Oct	\$156,040	\$158,978	\$140,958	\$152,063	\$152,836	\$0	n/a
Nov	\$197,347	\$197,530	\$161,141	\$165,858	\$137,302	\$0	n/a
Dec	\$239,740	\$260,019	\$251,608	\$238,959	\$206,112	\$0	n/a
<b>Total</b>	<b>\$2,386,077</b>	<b>\$2,409,805</b>	<b>\$2,378,476</b>	<b>\$2,377,416</b>	<b>\$1,789,038</b>	<b>\$335,988</b>	<b>6.65%</b>



Services						% change	
	2016	2017	2018	2019	2020	2021	from PY
Jan	\$41,539	\$45,031	\$46,531	\$52,033	\$49,723	\$59,753	20.17%
Feb	\$33,814	\$39,471	\$169,455	\$52,323	\$75,844	\$42,029	-44.59%
Mar	\$52,740	\$51,096	\$61,124	\$62,758	\$74,437	\$0	n/a
Apr	\$32,593	\$45,284	\$35,108	\$42,952	\$57,335	\$0	n/a
May	\$29,301	\$32,825	\$41,321	\$32,410	\$46,224	\$0	n/a
Jun	\$36,771	\$42,570	\$48,491	\$59,836	\$58,461	\$0	n/a
Jul	\$28,221	\$44,488	\$36,245	\$43,134	\$54,059	\$0	n/a
Aug	\$28,797	\$30,589	\$35,841	\$40,270	\$48,966	\$0	n/a
Sep	\$41,951	\$46,143	\$50,147	\$60,082	\$65,532	\$0	n/a
Oct	\$31,137	\$31,881	\$42,696	\$47,685	\$50,125	\$0	n/a
Nov	\$31,692	\$54,405	\$46,345	\$43,262	\$66,720	\$0	n/a
Dec	\$55,481	\$79,113	\$68,318	\$86,954	\$87,181	\$0	n/a
<b>Total</b>	<b>\$444,036</b>	<b>\$542,896</b>	<b>\$681,621</b>	<b>\$623,698</b>	<b>\$734,607</b>	<b>\$101,782</b>	<b>-18.94%</b>

# Seasonality by Category: 2019-2021



### Outlets:

#### Sales/Promotions/Events:

- The 2X Elite Rewards Promotion ends on April 30th.
- Mother's Day Gift with Purchase promotion will launch on April 30th.
- The Outlets ran a 25% OFF Spring Sale through April 15th.
- The Outlets hosted a community blood drive event on April 13th with Vitalant.

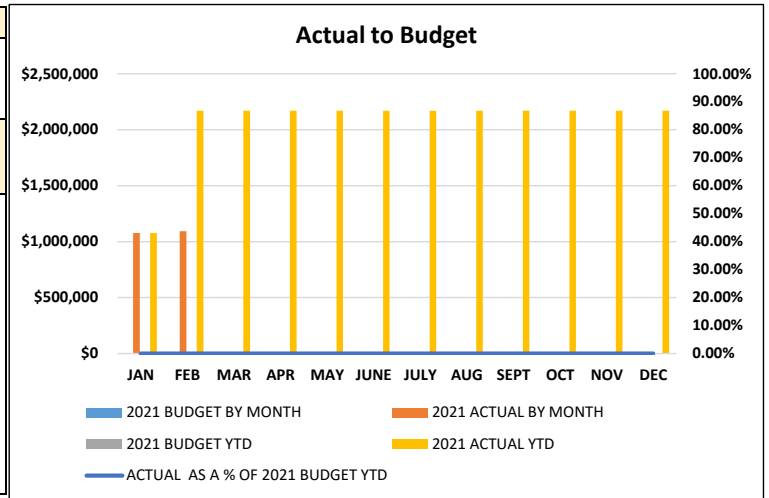
#### Closures:

Osh Kosh B'Gosh and Nike

#### 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 - received a payment of \$100,000 on one account in Feb 21

SALES TAX COLLECTIONS: ACTUAL VS BUDGET 2021 YTD					
EXHIBIT III-ACTUAL VS. BUDGET TABLE					
SALES MONTH	2021 BUDGET BY MONTH	2021 ACTUAL BY MONTH	2021 BUDGET YTD	2021 ACTUAL YTD	ACTUAL AS A % OF 2021 BUDGET YTD
JAN		1,077,219	\$0	\$1,077,219	#DIV/0!
FEB		1,092,927	\$0	\$2,170,146	#DIV/0!
MAR		-	\$0	\$2,170,146	#DIV/0!
APR		-	\$0	\$2,170,146	#DIV/0!
MAY		-	\$0	\$2,170,146	#DIV/0!
JUNE		-	\$0	\$2,170,146	#DIV/0!
JULY		-	\$0	\$2,170,146	#DIV/0!
AUG		-	\$0	\$2,170,146	#DIV/0!
SEPT		-	\$0	\$2,170,146	#DIV/0!
OCT		-	\$0	\$2,170,146	#DIV/0!
NOV		-	\$0	\$2,170,146	#DIV/0!
DEC		-	\$0	\$2,170,146	#DIV/0!



### LODGING TAX COLLECTIONS: 2018-2021 COMPARISONS

EXHIBIT IV-LODGING TAX TABLE												
LODGING TAXES	2018 Amount Collected	2017/2018 % Change	2019 Amount Collected	2018/2019 % Change	2020 Amount Collected	2019/2020 % Change	2021 Amount Collected	2020/2021 \$ Change	2020/2021 % Change	2021 TOS Lodging Sales Tax	2021 \$ Change	2021 % Change
Jan	30,760	-0.8%	52,651	71.2%	43,978	-16.5%	50,288	6,310	14.3%	47,816	2,472	4.9%
Feb	31,598	5.4%	37,768	19.5%	45,809	21.3%	49,511	3,701	8.1%	51,297	(1,786)	-3.6%
Mar	46,736	4.0%	47,850	2.4%	17,476	-63.5%			0.0%			
Apr	15,317	24.4%	17,591	14.8%	939	-94.7%			0.0%			
May	11,641	-0.5%	16,858	44.8%	742	-95.6%			0.0%			
June	24,915	15.8%	25,256	1.4%	18,288	-27.6%			0.0%			
July	29,731	1.3%	34,119	14.8%	39,957	17.1%			0.0%			
Aug	25,968	2.6%	28,899	11.3%	41,898	45.0%			0.0%*			
Sept	29,977	31.9%	27,353	-8.8%	36,536	33.6%			0.0%			
Oct	14,609	6.6%	24,792	69.7%	32,385	30.6%			0.0%			
Nov	30,262	143.5%	24,893	-17.7%	29,430	18.2%			0.0%			
Dec	28,750	-10.7%	25,952	-9.7%	40,660	56.7%			0.0%			
<b>TOTAL</b>	<b>320,265</b>	<b>11.5%</b>	<b>363,982</b>	<b>13.7%</b>	<b>348,099</b>	<b>-4.4%</b>	<b>99,799</b>	<b>10,011</b>	<b>11.1%</b>	<b>99,113</b>	<b>686</b>	<b>0.7%</b>

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.

### DEVELOPMENT EXCISE TAX COLLECTIONS: 2018-2021 COMPARISONS

EXHIBIT V-EXCISE TAX TABLE												
EXCISE TAXES	2018 Amount Collected	2017/2018 % Change	2019 Amount Collected	2018/2019 % Change	2020 Amount Collected	2019/2020 % Change	2021 Amount Collected	2020/2021 \$ Change	2020/2021 % Change	2020 Total Sq Footage	2020 New Res Permits	2021 New Res Permits
Jan	25,490	#DIV/0!	41,338	62.2%	14,028	-66.1%	42,886	28,858	205.7%	21,443	3	5
Feb	0	-100.0%	38,168	#DIV/0!	21,812	-42.9%	64,018	42,206	193.5%	32,009	6	8
Mar	22,608	-61.3%	68,452	202.8%	50,268	-26.6%			0.0%	0	9	
Apr	7,530	-84.5%	82,502	995.6%	0	-100.0%			#DIV/0!	0	0	
May	42,018	73.2%	123,620	194.2%	48,300	-60.9%			0.0%	0	7	
June	49,160	-33.0%	129,000	162.4%	99,708	-22.7%			0.0%	0	15	
July	110,038	35.1%	80,304	-27.0%	86,722	8.0%			0.0%	0	13	
Aug	137,524	228.2%	24,824	-81.9%	43,138	73.8%			0.0%	0	8	
Sept	83,186	67.3%	100,348	20.6%	102,888	2.5%			0.0%	0	11	
Oct	41,766	10.3%	57,022	36.5%	52,976	-7.1%			0.0%	0	7	
Nov	14,084	-52.2%	33,868	140.5%	135,082	298.8%			0.0%	0	26	
Dec	65,770	442.9%	44,608	-32.2%	37,614	-15.7%			0.0%	0	32	
<b>TOTAL</b>	<b>599,174</b>	<b>19.4%</b>	<b>824,054</b>	<b>37.5%</b>	<b>692,536</b>	<b>-16.0%</b>	<b>106,904</b>	<b>71,064</b>	<b>198.3%</b>	<b>53,452</b>	<b>137</b>	<b>13</b>