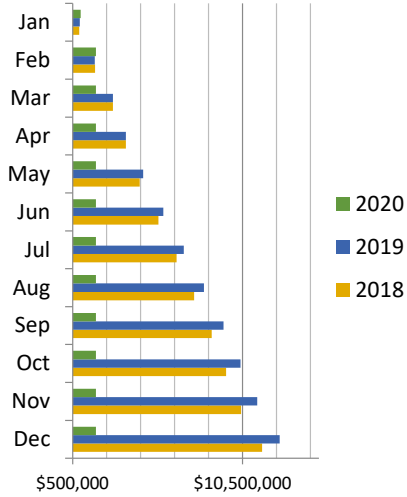
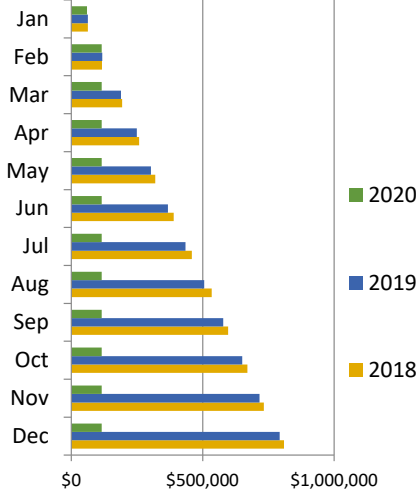


Town of Silverthorne
Taxable Sales by Sector

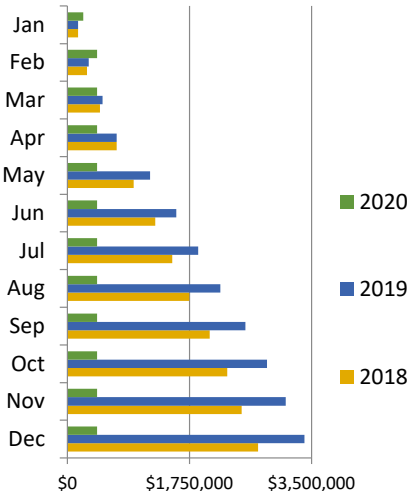
Sales by Category



Total Sales							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$765,758	\$766,849	\$818,538	\$885,926	\$921,764	\$969,901	9.48%
Feb	\$713,636	\$763,151	\$819,529	\$925,320	\$872,851	\$896,207	-3.15%
Mar	\$960,756	\$984,257	\$1,042,916	\$1,063,206	\$1,067,353	\$0	n/a
Apr	\$654,752	\$646,245	\$687,808	\$764,516	\$769,877	\$0	n/a
May	\$630,889	\$666,068	\$726,443	\$802,688	\$1,019,604	\$0	n/a
Jun	\$934,594	\$1,009,478	\$1,072,383	\$1,099,967	\$1,191,209	\$0	n/a
Jul	\$957,633	\$977,228	\$1,068,708	\$1,075,530	\$1,192,519	\$0	n/a
Aug	\$932,216	\$951,341	\$984,853	\$1,038,181	\$1,193,502	\$0	n/a
Sep	\$935,275	\$1,014,190	\$1,037,088	\$1,024,673	\$1,153,033	\$0	n/a
Oct	\$725,760	\$896,612	\$797,367	\$848,734	\$1,004,624	\$0	n/a
Nov	\$760,614	\$865,772	\$919,649	\$891,605	\$971,770	\$0	n/a
Dec	\$1,201,862	\$1,182,890	\$1,209,640	\$1,228,422	\$1,328,041	\$0	n/a
Total	\$10,173,746	\$10,724,079	\$11,184,921	\$11,648,768	\$12,686,146	\$1,866,108	



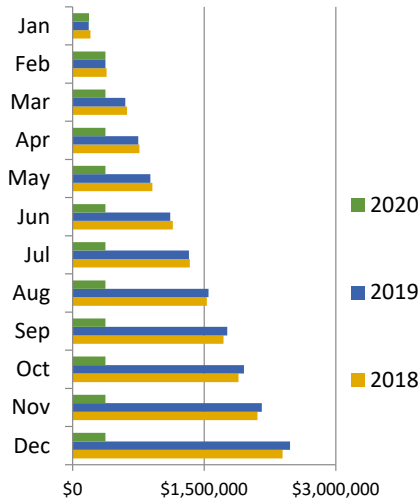
Auto							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$67,374	\$59,587	\$70,101	\$63,353	\$63,189	\$60,266	-4.62%
Feb	\$52,041	\$65,190	\$56,855	\$53,841	\$55,000	\$55,812	1.48%
Mar	\$67,831	\$74,112	\$76,462	\$76,521	\$71,174	\$0	n/a
Apr	\$61,647	\$78,237	\$55,273	\$64,081	\$60,216	\$0	n/a
May	\$53,967	\$66,987	\$63,356	\$62,160	\$53,932	\$0	n/a
Jun	\$78,123	\$78,079	\$67,352	\$70,097	\$64,418	\$0	n/a
Jul	\$77,834	\$66,894	\$70,835	\$68,415	\$66,250	\$0	n/a
Aug	\$63,380	\$77,545	\$66,280	\$75,510	\$71,151	\$0	n/a
Sep	\$73,829	\$81,689	\$71,883	\$62,414	\$73,101	\$0	n/a
Oct	\$67,935	\$77,443	\$73,779	\$73,548	\$71,995	\$0	n/a
Nov	\$65,672	\$68,337	\$74,526	\$62,477	\$65,593	\$0	n/a
Dec	\$83,423	\$79,896	\$72,905	\$77,330	\$76,939	\$0	n/a
Total	\$813,056	\$873,996	\$819,607	\$809,746	\$792,959	\$116,078	-85.36%



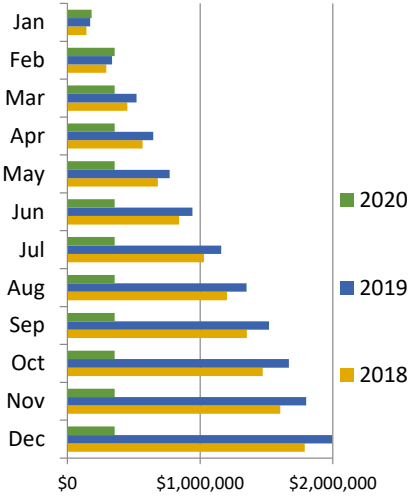
Bldg Retail							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$108,000	\$120,751	\$168,108	\$153,760	\$152,847	\$226,930	48.47%
Feb	\$100,694	\$114,957	\$137,390	\$126,119	\$154,682	\$200,642	29.71%
Mar	\$140,585	\$148,275	\$202,209	\$187,088	\$197,773	\$0	n/a
Apr	\$143,043	\$132,840	\$121,313	\$238,757	\$202,335	\$0	n/a
May	\$155,119	\$166,019	\$202,858	\$245,558	\$478,357	\$0	n/a
Jun	\$244,798	\$278,854	\$310,013	\$307,781	\$373,121	\$0	n/a
Jul	\$197,897	\$203,941	\$221,332	\$244,377	\$313,591	\$0	n/a
Aug	\$181,668	\$198,034	\$224,917	\$244,769	\$320,003	\$0	n/a
Sep	\$234,205	\$281,000	\$277,698	\$293,464	\$357,499	\$0	n/a
Oct	\$189,680	\$319,252	\$219,882	\$251,470	\$310,650	\$0	n/a
Nov	\$168,383	\$220,290	\$220,654	\$205,930	\$269,257	\$0	n/a
Dec	\$262,081	\$243,834	\$211,210	\$234,854	\$268,927	\$0	n/a
Total	\$2,126,152	\$2,428,047	\$2,517,584	\$2,733,927	\$3,399,042	\$427,573	-87.42%

Town of Silverthorne
Taxable Sales by Sector

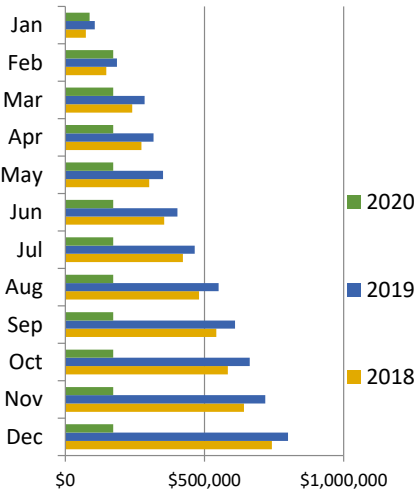
Sales by Category



Consumer Retail							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$194,131	\$202,751	\$189,778	\$203,832	\$183,056	\$186,341	1.79%
Feb	\$177,616	\$200,689	\$210,656	\$182,411	\$190,261	\$186,651	-1.90%
Mar	\$242,016	\$248,313	\$251,499	\$234,563	\$226,261	\$0	n/a
Apr	\$157,279	\$149,127	\$188,023	\$139,211	\$147,573	\$0	n/a
May	\$144,118	\$153,178	\$158,034	\$149,945	\$139,746	\$0	n/a
Jun	\$209,262	\$216,633	\$238,137	\$233,423	\$224,453	\$0	n/a
Jul	\$191,350	\$191,245	\$200,937	\$193,321	\$213,429	\$0	n/a
Aug	\$195,491	\$201,213	\$207,697	\$191,212	\$225,322	\$0	n/a
Sep	\$216,157	\$209,426	\$235,599	\$193,104	\$210,774	\$0	n/a
Oct	\$168,090	\$171,689	\$172,330	\$169,501	\$191,445	\$0	n/a
Nov	\$204,978	\$211,629	\$226,922	\$217,297	\$204,186	\$0	n/a
Dec	\$318,074	\$338,212	\$360,631	\$286,386	\$322,834	\$0	n/a
Total	\$2,418,562	\$2,494,105	\$2,640,243	\$2,394,207	\$2,479,339	\$372,992	-84.96%



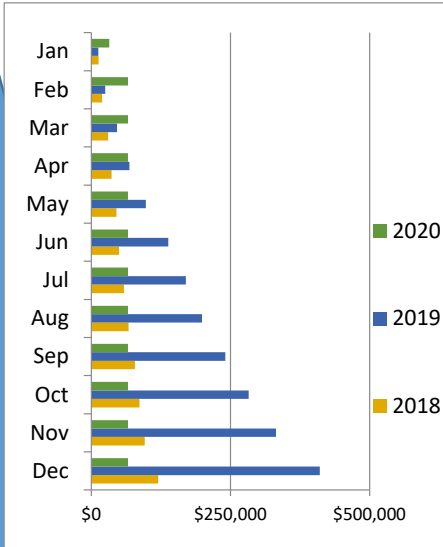
Food & Liquor							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$124,223	\$131,649	\$135,920	\$144,354	\$172,551	\$181,760	5.34%
Feb	\$114,027	\$118,012	\$144,647	\$149,271	\$163,961	\$173,774	5.99%
Mar	\$129,043	\$139,365	\$149,023	\$158,422	\$184,631	\$0	n/a
Apr	\$93,318	\$101,339	\$98,694	\$113,784	\$124,929	\$0	n/a
May	\$95,614	\$96,090	\$108,019	\$115,475	\$124,113	\$0	n/a
Jun	\$120,837	\$138,306	\$146,538	\$161,344	\$171,623	\$0	n/a
Jul	\$145,992	\$158,077	\$181,966	\$186,654	\$216,919	\$0	n/a
Aug	\$132,158	\$154,294	\$148,280	\$173,951	\$192,418	\$0	n/a
Sep	\$130,756	\$139,326	\$140,160	\$147,993	\$167,580	\$0	n/a
Oct	\$102,295	\$113,465	\$105,101	\$121,172	\$149,429	\$0	n/a
Nov	\$100,316	\$114,187	\$111,640	\$130,723	\$131,209	\$0	n/a
Dec	\$147,249	\$163,456	\$154,829	\$185,635	\$195,716	\$0	n/a
Total	\$1,435,827	\$1,567,566	\$1,624,816	\$1,788,778	\$1,995,079	\$355,535	-82.18%



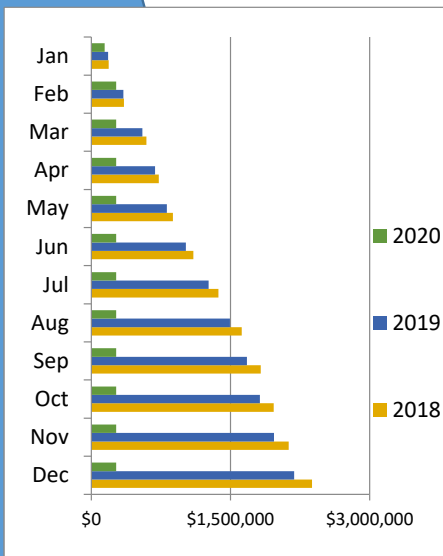
Lodging							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$41,242	\$50,669	\$64,003	\$74,095	\$105,812	\$87,657	-17.16%
Feb	\$43,388	\$67,039	\$66,921	\$73,110	\$79,840	\$84,095	5.33%
Mar	\$58,888	\$79,596	\$89,447	\$93,621	\$98,676	\$0	n/a
Apr	\$16,636	\$24,974	\$26,442	\$33,066	\$32,840	\$0	n/a
May	\$12,461	\$18,956	\$27,102	\$26,950	\$33,958	\$0	n/a
Jun	\$22,977	\$36,857	\$45,589	\$54,705	\$51,435	\$0	n/a
Jul	\$35,139	\$52,276	\$64,917	\$67,191	\$61,819	\$0	n/a
Aug	\$28,680	\$43,902	\$56,080	\$57,191	\$86,637	\$0	n/a
Sep	\$24,677	\$43,838	\$49,148	\$62,467	\$58,317	\$0	n/a
Oct	\$15,266	\$27,585	\$35,417	\$41,212	\$52,909	\$0	n/a
Nov	\$13,825	\$22,290	\$33,973	\$58,435	\$56,326	\$0	n/a
Dec	\$56,254	\$62,271	\$70,932	\$99,874	\$81,436	\$0	n/a
Total	\$369,432	\$530,252	\$629,970	\$741,916	\$800,005	\$171,752	-78.53%

Town of Silverthorne
Taxable Sales by Sector

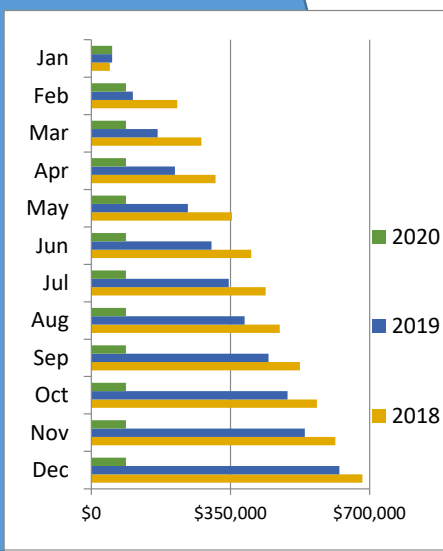
Sales by Category



Online Retail							
	2015	2016	2017	2018	2019	% change	
						2020	from PY
Jan	\$0	\$0	\$0	\$12,981	\$12,733	\$32,005	151.35%
Feb	\$0	\$0	\$0	\$6,035	\$12,438	\$33,873	172.34%
Mar	\$0	\$0	\$0	\$11,053	\$21,071	\$0	n/a
Apr	\$0	\$0	\$0	\$6,066	\$22,422	\$0	n/a
May	\$0	\$0	\$0	\$8,969	\$29,385	\$0	n/a
Jun	\$0	\$0	\$0	\$4,481	\$39,986	\$0	n/a
Jul	\$0	\$0	\$0	\$9,214	\$31,564	\$0	n/a
Aug	\$0	\$0	\$0	\$7,835	\$29,360	\$0	n/a
Sep	\$0	\$0	\$0	\$11,610	\$41,998	\$0	n/a
Oct	\$0	\$0	\$0	\$8,178	\$41,590	\$0	n/a
Nov	\$0	\$0	\$0	\$9,257	\$49,334	\$0	n/a
Dec	\$0	\$0	\$0	\$24,417	\$78,765	\$0	n/a
Total	\$0	\$0	\$0	\$120,096	\$410,646	\$65,878	-83.96%



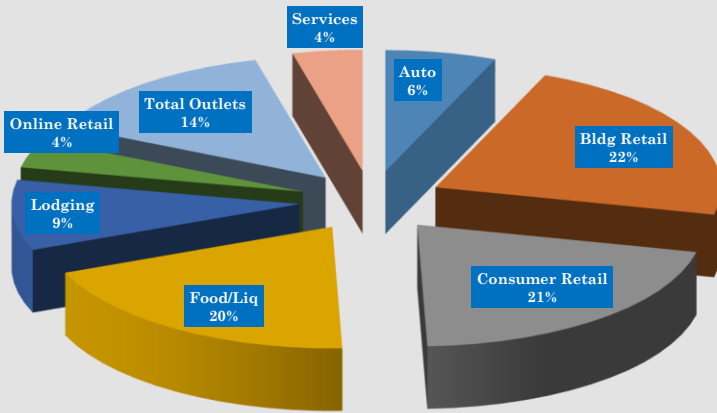
Outlets							
	2015	2016	2017	2018	2019	% change	
						2020	from PY
Jan	\$186,400	\$159,904	\$145,597	\$187,019	\$179,544	\$142,941	-20.39%
Feb	\$190,375	\$163,450	\$163,590	\$165,078	\$164,345	\$126,263	-23.17%
Mar	\$275,620	\$241,856	\$223,180	\$240,814	\$205,008	\$0	n/a
Apr	\$151,973	\$127,134	\$152,779	\$134,443	\$136,610	\$0	n/a
May	\$140,685	\$135,537	\$134,248	\$152,310	\$127,704	\$0	n/a
Jun	\$221,240	\$223,978	\$222,184	\$219,645	\$206,337	\$0	n/a
Jul	\$281,647	\$276,575	\$284,232	\$270,114	\$245,813	\$0	n/a
Aug	\$253,726	\$247,556	\$251,010	\$251,872	\$228,342	\$0	n/a
Sep	\$215,599	\$216,960	\$216,457	\$203,474	\$183,681	\$0	n/a
Oct	\$154,073	\$156,040	\$158,978	\$140,958	\$138,922	\$0	n/a
Nov	\$174,496	\$197,347	\$197,530	\$161,141	\$152,604	\$0	n/a
Dec	\$269,197	\$239,740	\$260,019	\$251,608	\$216,468	\$0	n/a
Total	\$2,515,031	\$2,386,077	\$2,409,805	\$2,378,476	\$2,185,378	\$269,204	-87.68%



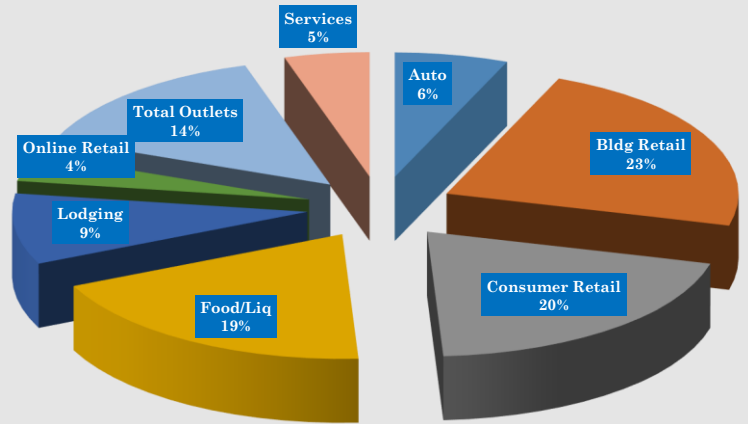
Services							
	2015	2016	2017	2018	2019	% change	
						2020	from PY
Jan	\$44,388	\$41,539	\$45,031	\$46,531	\$52,033	\$51,999	-0.06%
Feb	\$35,496	\$33,814	\$39,471	\$169,455	\$52,323	\$35,097	-32.92%
Mar	\$46,773	\$52,740	\$51,096	\$61,124	\$62,758	\$0	n/a
Apr	\$30,856	\$32,593	\$45,284	\$35,108	\$42,952	\$0	n/a
May	\$28,926	\$29,301	\$32,825	\$41,321	\$32,410	\$0	n/a
Jun	\$37,357	\$36,771	\$42,570	\$48,491	\$59,836	\$0	n/a
Jul	\$27,775	\$28,221	\$44,488	\$36,245	\$43,134	\$0	n/a
Aug	\$77,113	\$28,797	\$30,589	\$35,841	\$40,270	\$0	n/a
Sep	\$40,052	\$41,951	\$46,143	\$50,147	\$60,082	\$0	n/a
Oct	\$28,421	\$31,137	\$31,881	\$42,696	\$47,685	\$0	n/a
Nov	\$32,944	\$31,692	\$54,405	\$46,345	\$43,262	\$0	n/a
Dec	\$65,584	\$55,481	\$79,113	\$68,318	\$86,954	\$0	n/a
Total	\$495,687	\$444,036	\$542,896	\$681,621	\$623,698	\$87,096	-86.04%

FEBRUARY

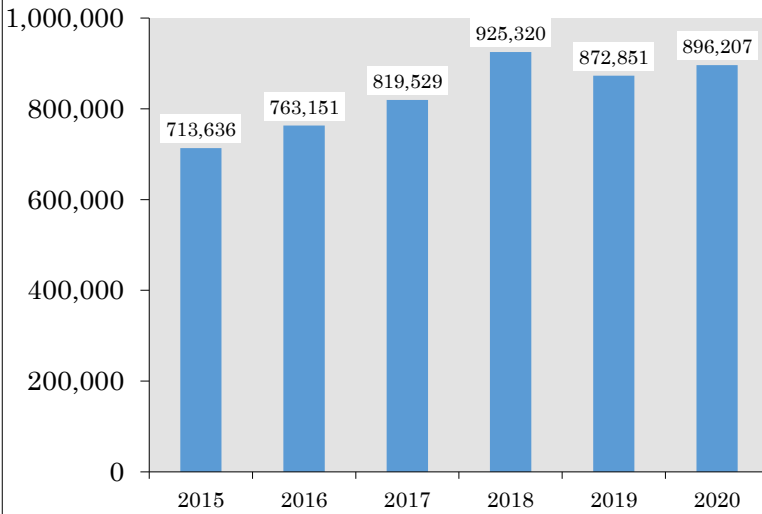
2020 MTD SALES TAX BY CATEGORY



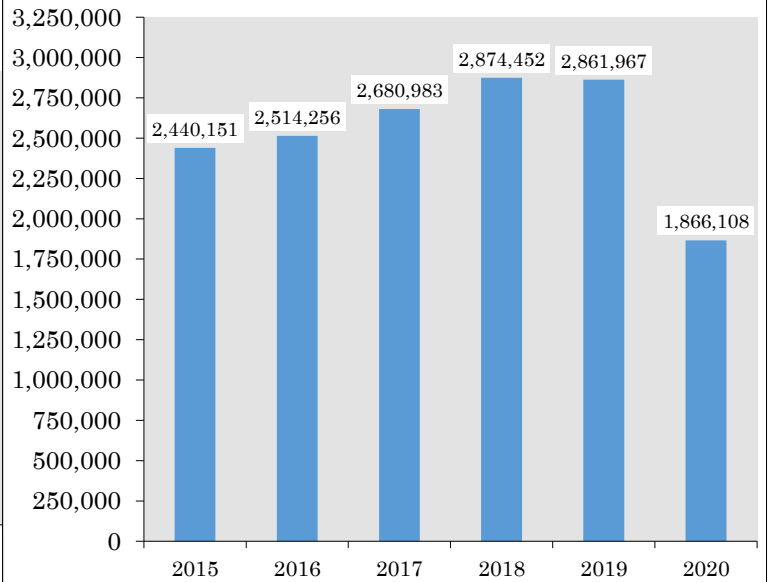
2020 YTD SALES TAX BY CATEGORY



SALES TAXES COLLECTED



YTD SALES TAX COLLECTED

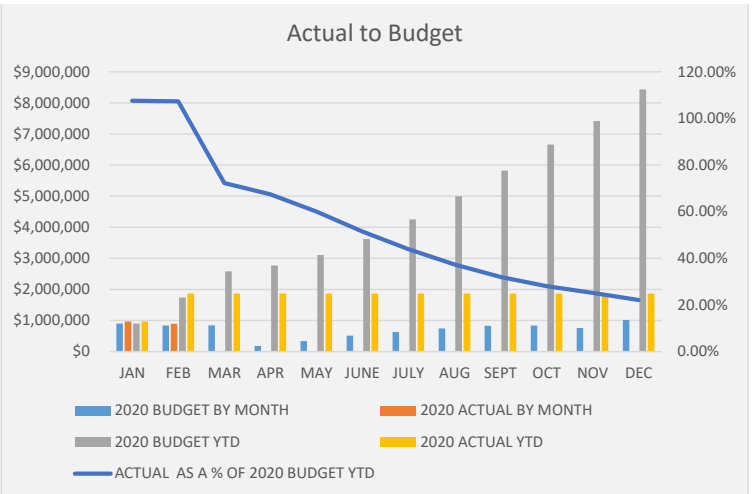


	2015	2016	2017	2018	2019	2020		2015	2016	2017	2018	2019	2020
\$ & %							\$ & %						
Change	31,137	49,514	56,378	105,791	(52,469)	23,356	Change	105,200	50,605	108,068	173,179	(16,631)	71,493
from Prior							from Prior						
Year	4.56%	6.94%	7.39%	12.91%	-5.67%	2.68%	Year	7.66%	3.42%	7.06%	10.57%	-0.92%	3.98%

SALES TAX COLLECTIONS: ACTUAL VS BUDGET 2020 YTD

EXHIBIT III-ACTUAL VS. BUDGET TABLE

SALES MONTH	2020 BUDGET BY MONTH	2020 ACTUAL BY MONTH	2020 BUDGET YTD	2020 ACTUAL YTD	ACTUAL AS A % OF 2020 BUDGET YTD
JAN	\$901,600	969,901.25	\$901,600	\$969,901	107.58%
FEB	\$837,253	896,206.69	\$1,738,853	\$1,866,108	107.32%
MAR	\$843,421	-	\$2,582,274	\$1,866,108	72.27%
APR	\$184,628	-	\$2,766,902	\$1,866,108	67.44%
MAY	\$340,327	-	\$3,107,229	\$1,866,108	60.06%
JUNE	\$513,239	-	\$3,620,468	\$1,866,108	51.54%
JULY	\$628,803	-	\$4,249,271	\$1,866,108	43.92%
AUG	\$743,617	-	\$4,992,888	\$1,866,108	37.38%
SEPT	\$828,984	-	\$5,821,872	\$1,866,108	32.05%
OCT	\$836,818	-	\$6,658,690	\$1,866,108	28.03%
NOV	\$754,390	-	\$7,413,080	\$1,866,108	25.17%
DEC	\$1,019,616	-	\$8,432,696	\$1,866,108	22.13%



► The budget numbers were revised to incorporate the COVID 19 affect on tax revenues.

LODGING TAX COLLECTIONS: 2017-2020 COMPARISONS

EXHIBIT IV-LODGING TAX TABLE

LODGING TAXES	2017 Amount Collected	2016/2017 % Change	2018 Amount Collected	2017/2018 % Change	2019 Amount Collected	2018/2019 % Change	2020 Amount Collected	2019/2020 \$ Change	2019/2020 % Change
Jan	31,010	9.4%	30,760	-0.8%	52,651	71.2%	43,978	(8,672)	-16.5%
Feb	29,968	-2.8%	31,598	5.4%	37,768	19.5%	45,809	8,042	21.3%
Mar	44,954	7.2%	46,736	4.0%	47,850	2.4%			0.0%
Apr	12,314	-0.7%	15,317	24.4%	17,591	14.8%			0.0%
May	11,705	20.3%	11,641	-0.5%	16,858	44.8%			0.0%
June	21,516	24.9%	24,915	15.8%	25,256	1.4%			0.0%
July	29,345	10.9%	29,731	1.3%	34,119	14.8%			0.0%
Aug	25,309	13.4%	25,968	2.6%	28,899	11.3%			0.0%
Sept	22,727	0.1%	29,977	31.9%	27,353	-8.8%			0.0%
Oct	13,702	14.1%	14,609	6.6%	24,792	69.7%			0.0%
Nov	12,427	11.8%	30,262	143.5%	24,893	-17.7%			0.0%
Dec	32,203	1.4%	28,750	-10.7%	25,952	-9.7%			0.0%
TOTAL	287,181	7.6%	320,265	11.5%	363,982	13.7%	89,788	-630	-0.7%

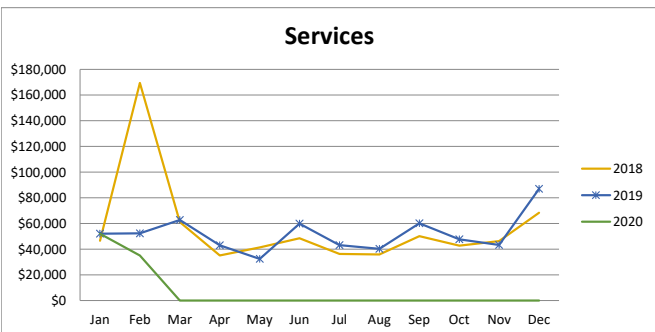
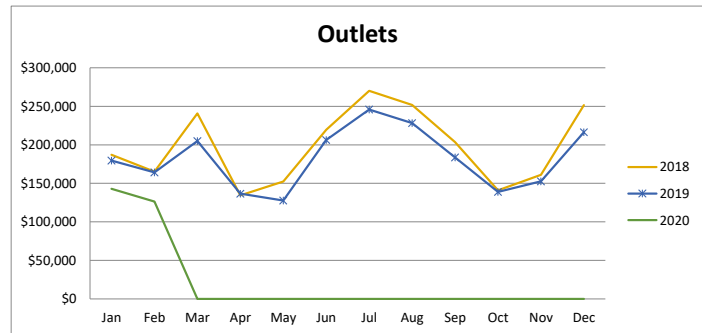
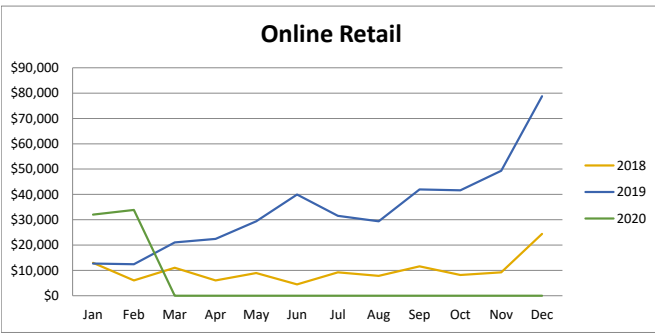
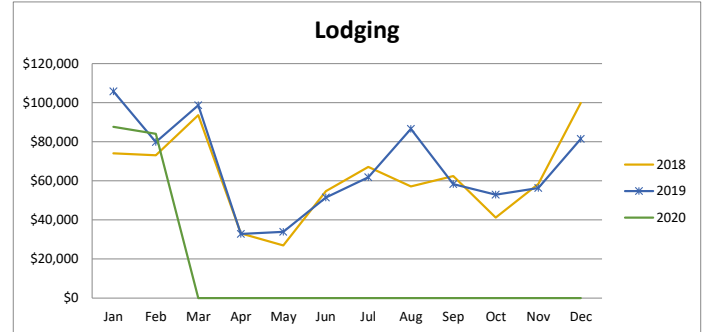
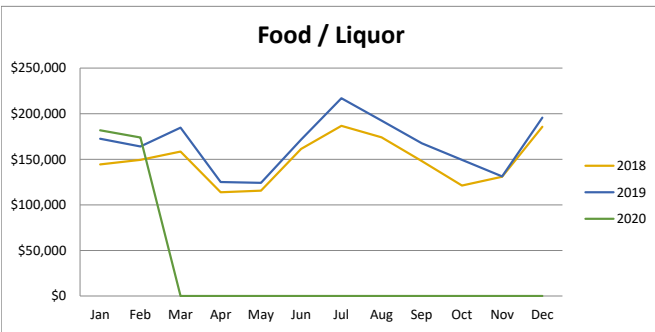
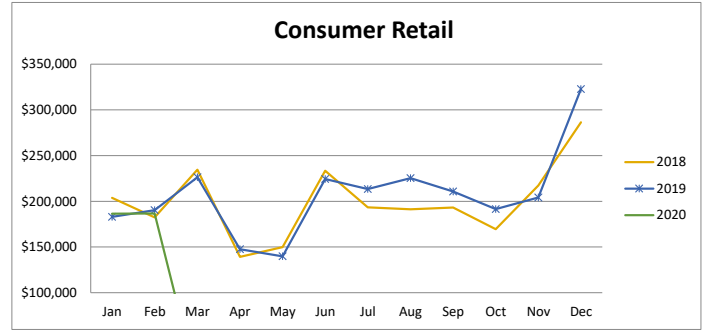
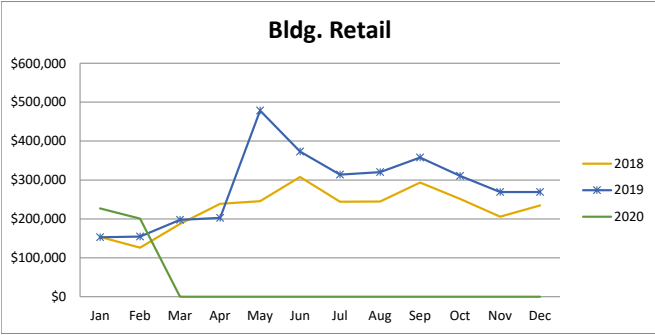
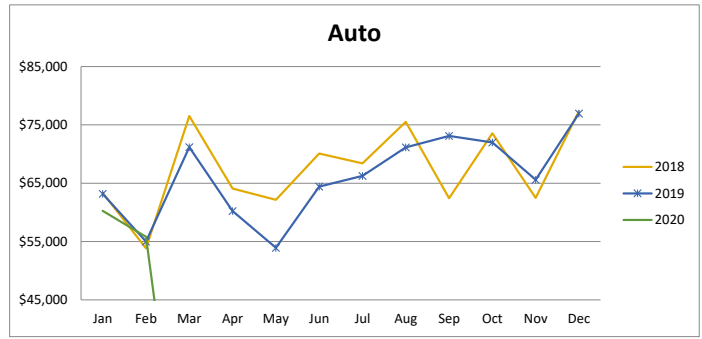
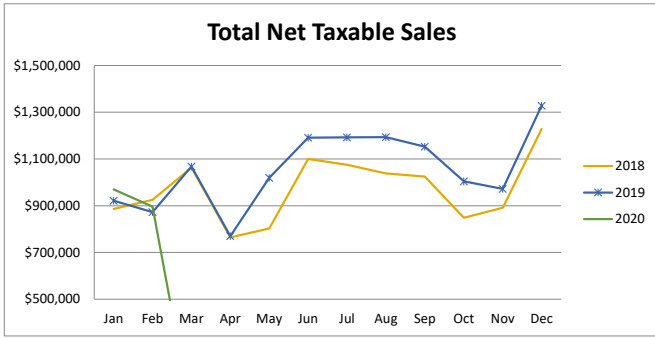
Please note: Lodging taxes are split as follows:
 ► 85% Trails, Parks & Open Space
 ► 15% Marketing

DEVELOPMENT EXCISE TAX COLLECTIONS: 2017-2020 COMPARISONS

EXHIBIT V-EXCISE TAX TABLE

EXCISE TAXES	2017 Amount Collected	2016/2017 % Change	2018 Amount Collected	2017/2018 % Change	2019 Amount Collected	2018/2019 % Change	2020 Amount Collected	2019/2020 \$ Change	2019/2020 % Change	2020 Total Sq Footage	2019 New Res Permits	2020 New Res Permits
Jan	0	-100.0%	25,490	#DIV/0!	41,338	62.2%	14,028	(27,310)	-66.1%	7,014	6	3
Feb	44,612	35.3%	0	-100.0%	38,168	#DIV/0!	21,812	(16,356)	-42.9%	10,906	8	6
Mar	58,386	-13.6%	22,608	-61.3%	68,452	202.8%			0.0%	0	10	
Apr	48,516	-73.7%	7,530	-84.5%	82,502	995.6%			0.0%	0	16	
May	24,262	-57.4%	42,018	73.2%	123,620	194.2%			0.0%	0	12	
June	73,382	-4.8%	49,160	-33.0%	129,000	162.4%			0.0%	0	18	
July	81,422	211.3%	110,038	35.1%	80,304	-27.0%			0.0%	0	11	
Aug	41,900	-52.7%	137,524	228.2%	24,824	-81.9%			0.0%	0	8	
Sept	49,722	99.5%	83,186	67.3%	100,348	20.6%			0.0%	0	19	
Oct	37,866	-43.5%	41,766	10.3%	57,022	36.5%			0.0%	0	8	
Nov	29,481	168.4%	14,084	-52.2%	33,868	140.5%			0.0%	0	5	
Dec	12,114	22.8%	65,770	442.9%	44,608	-32.2%			0.0%	0	9	
TOTAL	501,663	-24.4%	599,174	19.4%	824,054	37.5%	35,840	-43,666	-54.9%	17,920	130	9

Seasonality by Category



Notes:

Bldg. Retail 2019 - received a one-time self audit payment of \$250,000 in May

Services 2018 - received a one-time payment of \$100,000 in February

Online Retail 2020 - this category continues to rise as a result of the Wayfair ruling

All 2020 April payments go to zero because that data has not yet been recorded