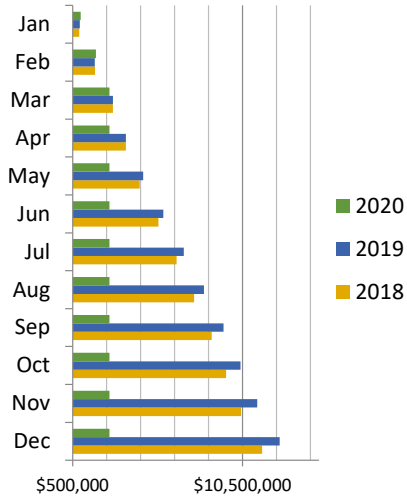
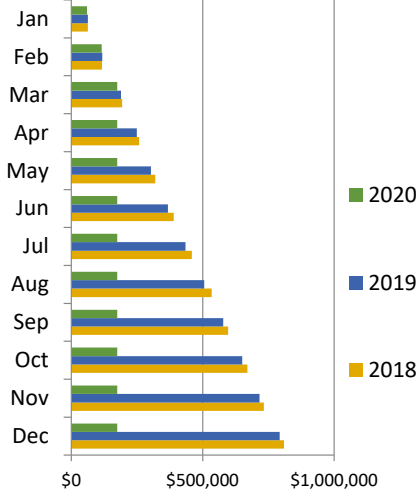


Town of Silverthorne  
Taxable Sales by Sector

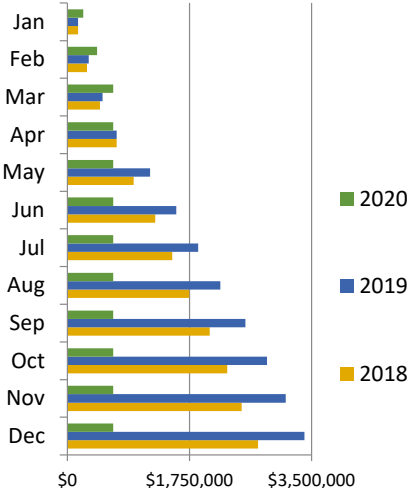
## Sales by Category



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	\$803,182	-24.46%
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
<b>Total</b>	<b>\$10,173,746</b>	<b>\$10,724,079</b>	<b>\$11,184,921</b>	<b>\$11,648,768</b>	<b>\$12,686,146</b>	<b>\$2,669,290</b>	



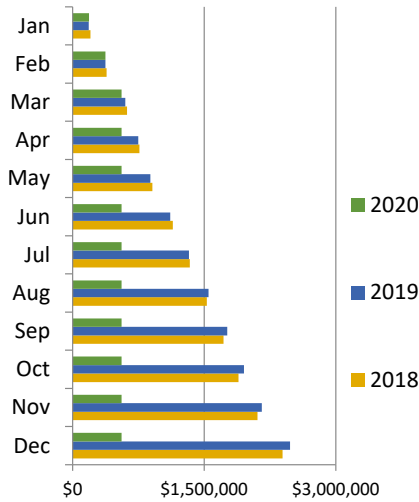
Auto							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$67,374	\$59,587	\$70,101	\$63,353	\$63,189	\$60,266	-4.62%
Feb	\$52,041	\$65,190	\$56,855	\$53,841	\$55,000	\$55,812	1.48%
Mar	\$67,831	\$74,112	\$76,462	\$76,521	\$71,174	\$59,140	-16.91%
Apr	\$61,647	\$78,237	\$55,273	\$64,081	\$60,216	\$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
<b>Total</b>	<b>\$813,056</b>	<b>\$873,996</b>	<b>\$819,607</b>	<b>\$809,746</b>	<b>\$792,959</b>	<b>\$175,218</b>	<b>-77.90%</b>



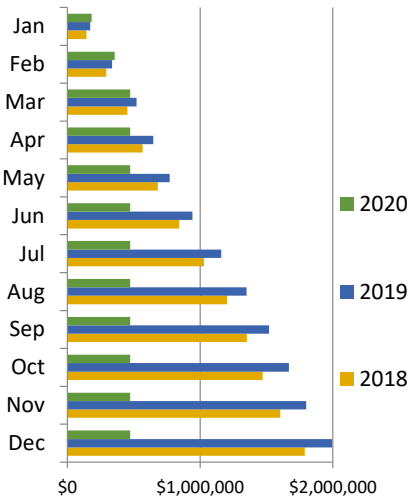
Bldg Retail							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$108,000	\$120,751	\$168,108	\$153,760	\$152,847	\$226,930	48.47%
Feb	\$100,694	\$114,957	\$137,390	\$126,119	\$154,682	\$200,642	29.71%
Mar	\$140,585	\$148,275	\$202,209	\$187,088	\$197,773	\$227,631	15.10%
Apr	\$143,043	\$132,840	\$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
<b>Total</b>	<b>\$2,126,152</b>	<b>\$2,428,047</b>	<b>\$2,517,584</b>	<b>\$2,733,927</b>	<b>\$3,399,042</b>	<b>\$655,203</b>	<b>-80.72%</b>

Town of Silverthorne  
Taxable Sales by Sector

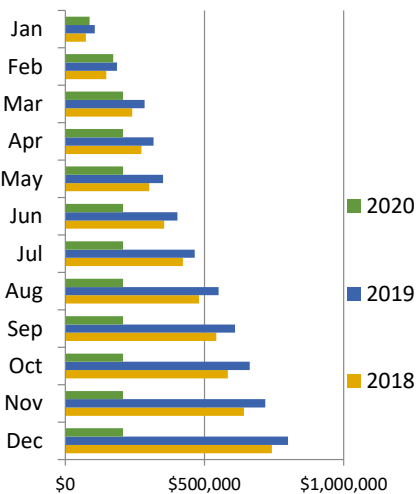
### Sales by Category



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	\$185,674	-17.94%
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
<b>Total</b>	<b>\$2,418,562</b>	<b>\$2,494,105</b>	<b>\$2,640,243</b>	<b>\$2,394,207</b>	<b>\$2,479,339</b>	<b>\$558,666</b>	<b>-77.47%</b>



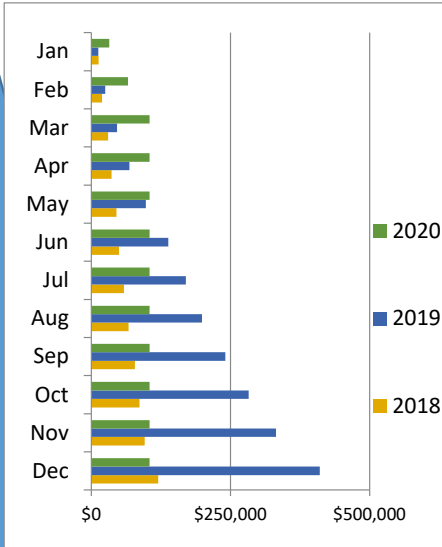
Food & Liquor							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$124,223	\$131,649	\$135,920	\$144,354	\$172,551	\$181,760	5.34%
Feb	\$114,027	\$118,012	\$144,647	\$149,271	\$163,961	\$173,774	5.99%
Mar	\$129,043	\$139,365	\$149,023	\$158,422	\$184,631	\$117,264	-36.49%
Apr	\$93,318	\$101,339	\$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
<b>Total</b>	<b>\$1,435,827</b>	<b>\$1,567,566</b>	<b>\$1,624,816</b>	<b>\$1,788,778</b>	<b>\$1,995,079</b>	<b>\$472,799</b>	<b>-76.30%</b>



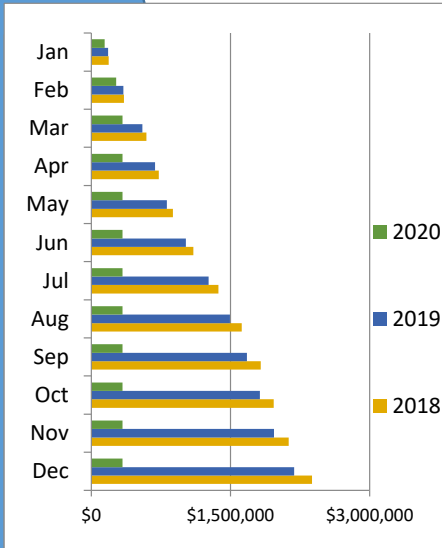
Lodging							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$41,242	\$50,669	\$64,003	\$74,095	\$105,812	\$87,657	-17.16%
Feb	\$43,388	\$67,039	\$66,921	\$73,110	\$79,840	\$84,095	5.33%
Mar	\$58,888	\$79,596	\$89,447	\$93,621	\$98,676	\$35,613	-63.91%
Apr	\$16,636	\$24,974	\$26,442	\$33,066	\$32,840	\$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
<b>Total</b>	<b>\$369,432</b>	<b>\$530,252</b>	<b>\$629,970</b>	<b>\$741,916</b>	<b>\$800,005</b>	<b>\$207,365</b>	<b>-74.08%</b>

Town of Silverthorne  
Taxable Sales by Sector

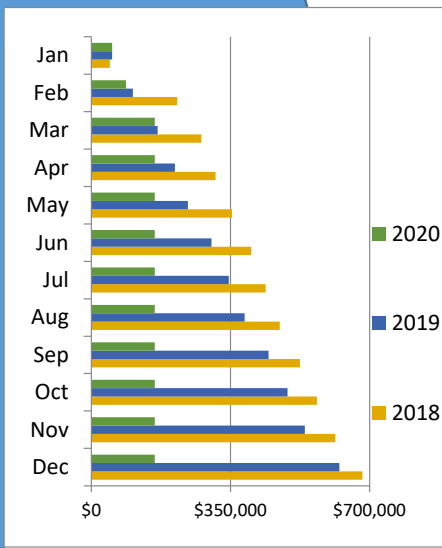
### Sales by Category



Online Retail							
	2015	2016	2017	2018	2019	2020	% change 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	\$38,532	82.87%
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
<b>Total</b>	\$0	\$0	\$0	\$120,096	\$410,646	\$104,410	-74.57%



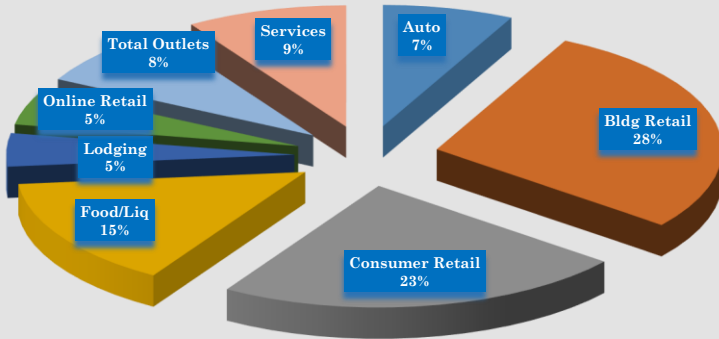
Outlets							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$186,400	\$159,904	\$145,597	\$187,019	\$179,544	\$142,941	-20.39%
Feb	\$190,375	\$163,450	\$163,590	\$165,078	\$164,345	\$126,263	-23.17%
Mar	\$275,620	\$241,856	\$223,180	\$240,814	\$205,008	\$66,654	-67.49%
Apr	\$151,973	\$127,134	\$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
<b>Total</b>	\$2,515,031	\$2,386,077	\$2,409,805	\$2,378,476	\$2,185,378	\$335,858	-84.63%



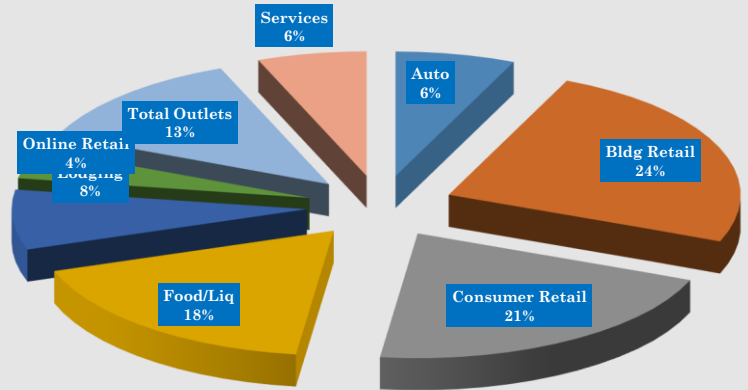
Services							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$44,388	\$41,539	\$45,031	\$46,531	\$52,033	\$51,999	-0.06%
Feb	\$35,496	\$33,814	\$39,471	\$169,455	\$52,323	\$35,097	-32.92%
Mar	\$46,773	\$52,740	\$51,096	\$61,124	\$62,758	\$72,674	15.80%
Apr	\$30,856	\$32,593	\$45,284	\$35,108	\$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
<b>Total</b>	\$495,687	\$444,036	\$542,896	\$681,621	\$623,698	\$159,770	-74.38%

## MARCH

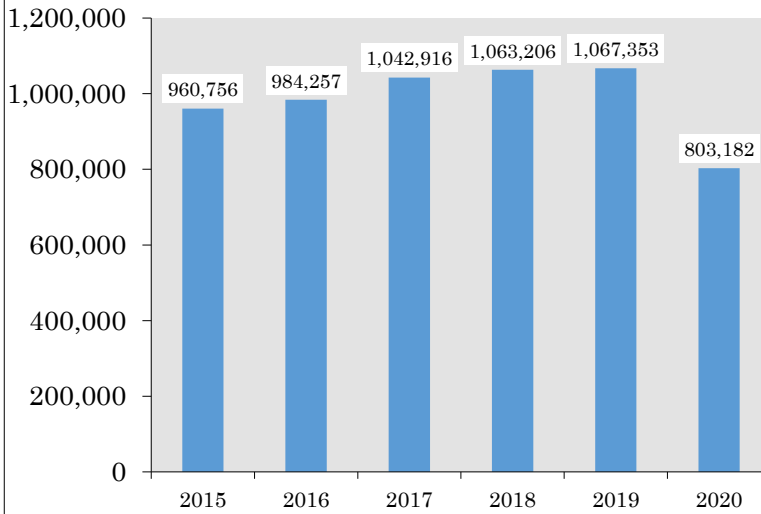
**2020 MTD SALES TAX BY CATEGORY**



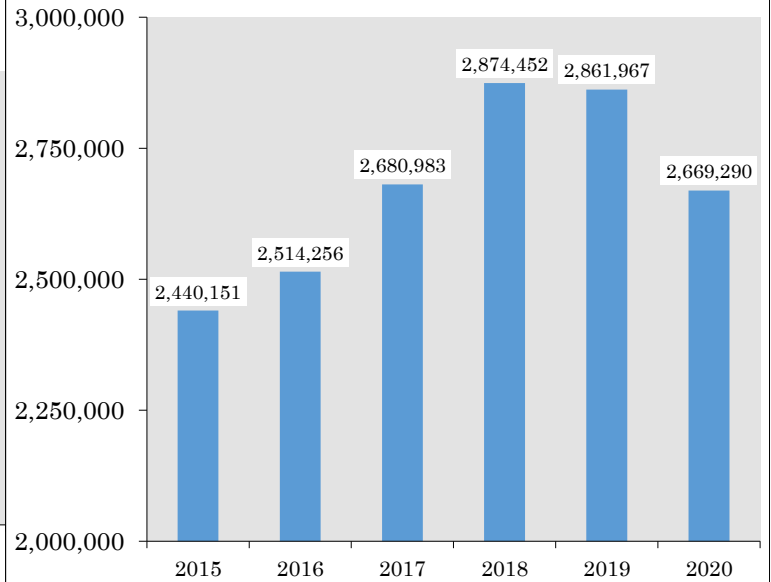
**2020 YTD SALES TAX BY CATEGORY**



**SALES TAXES COLLECTED**

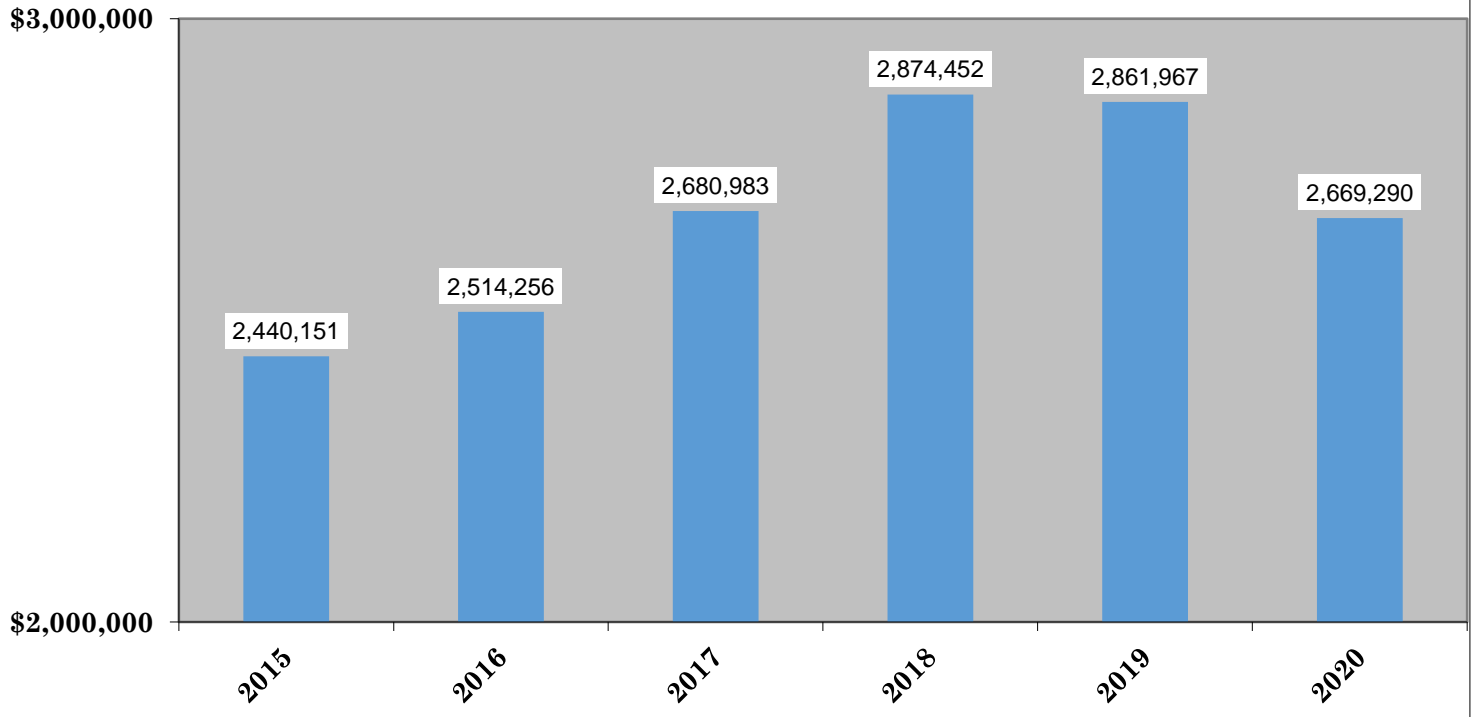


**YTD SALES TAX COLLECTED**

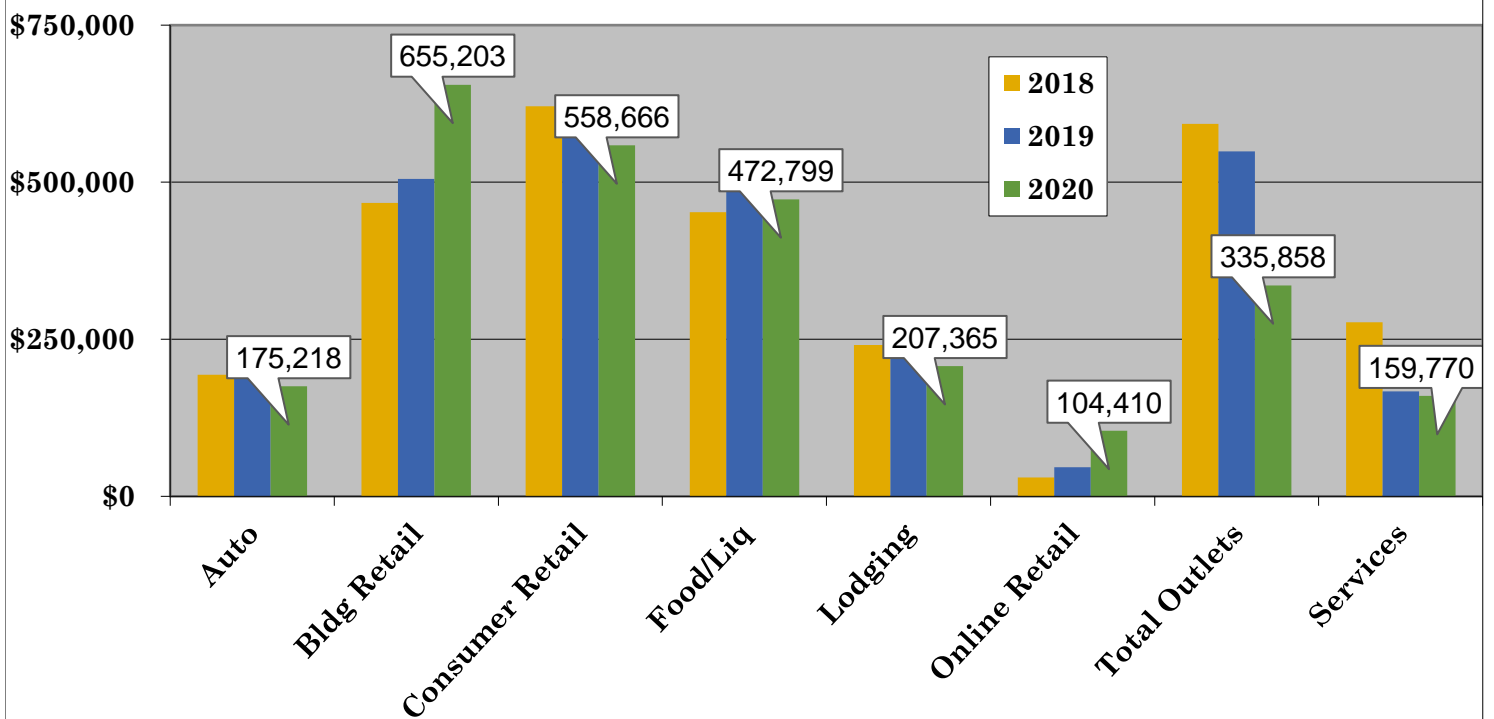


\$ & % Change from Prior Year	2015	2016	2017	2018	2019	2020	\$ & % Change from Prior Year	2015	2016	2017	2018	2019	2020
	81,753	23,501	58,659	20,290	4,147	(264,170)		186,953	74,106	166,726	193,469	(12,485)	(192,677)
	9.30%	2.45%	5.96%	1.95%	0.39%	-24.75%		8.30%	3.04%	6.63%	7.22%	-0.43%	-6.73%

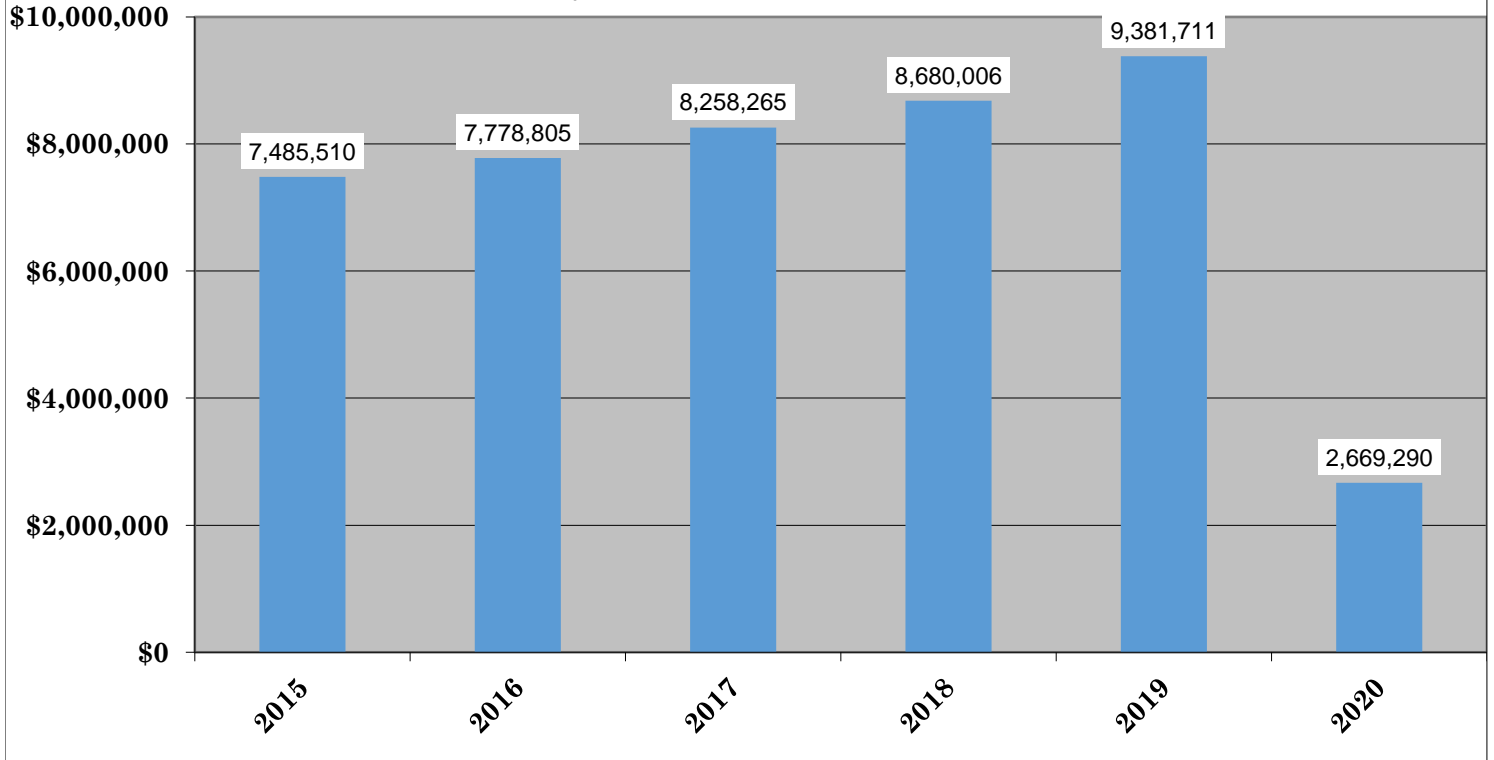
1ST Q YTD 2015-2020 TTL SALES TAXES



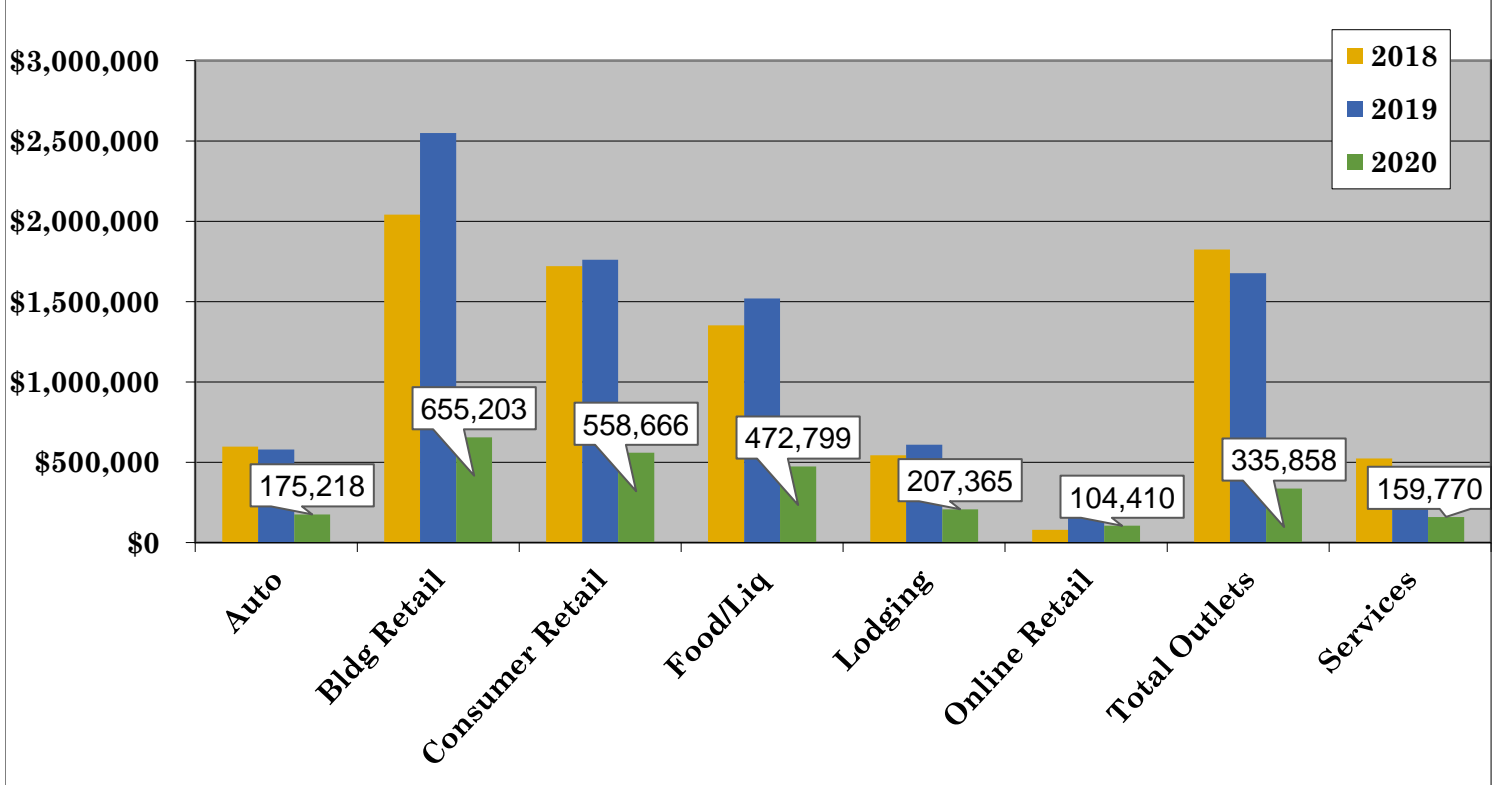
1ST Q YTD SALES TAX BY CATEGORY 2018-2020

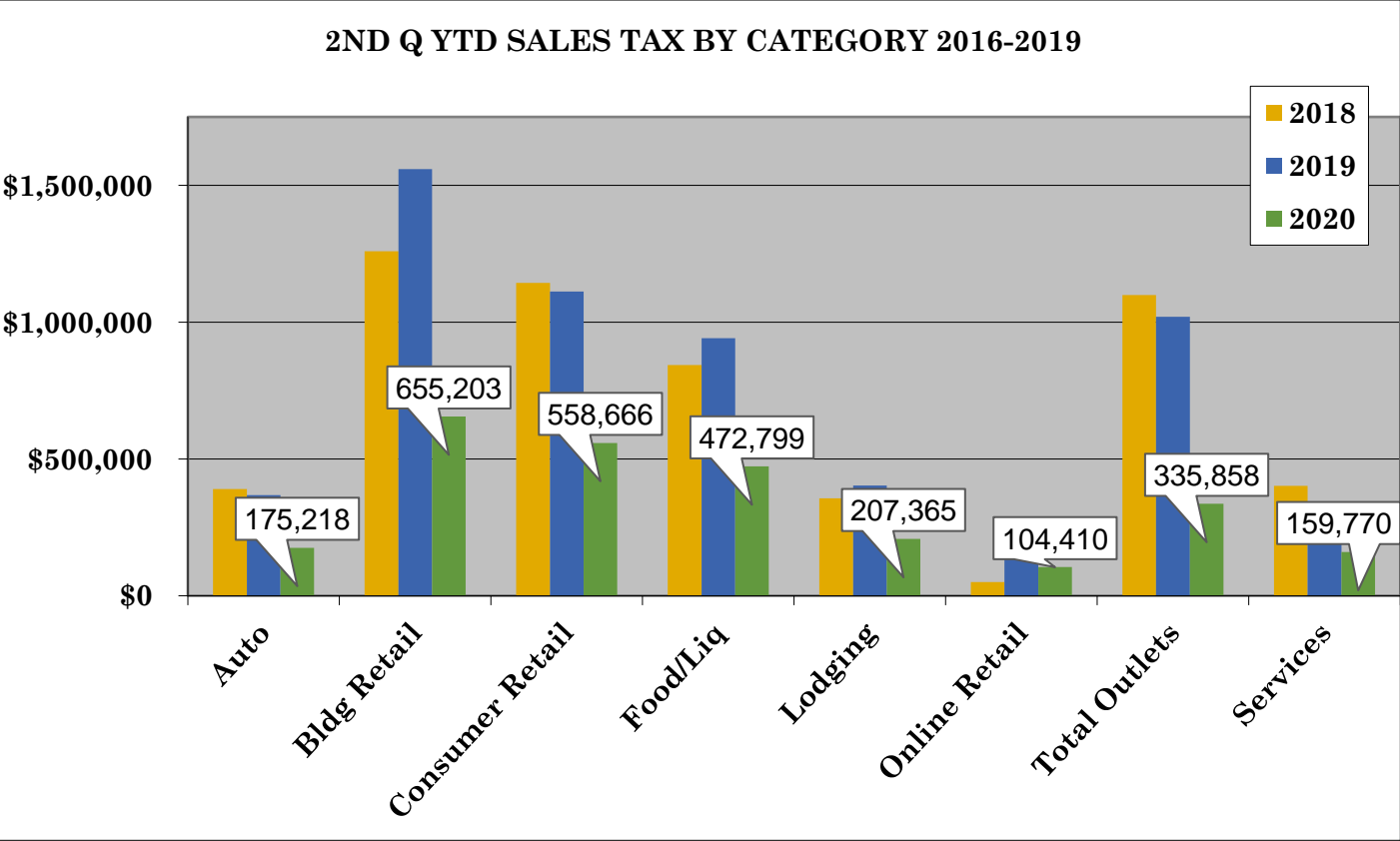
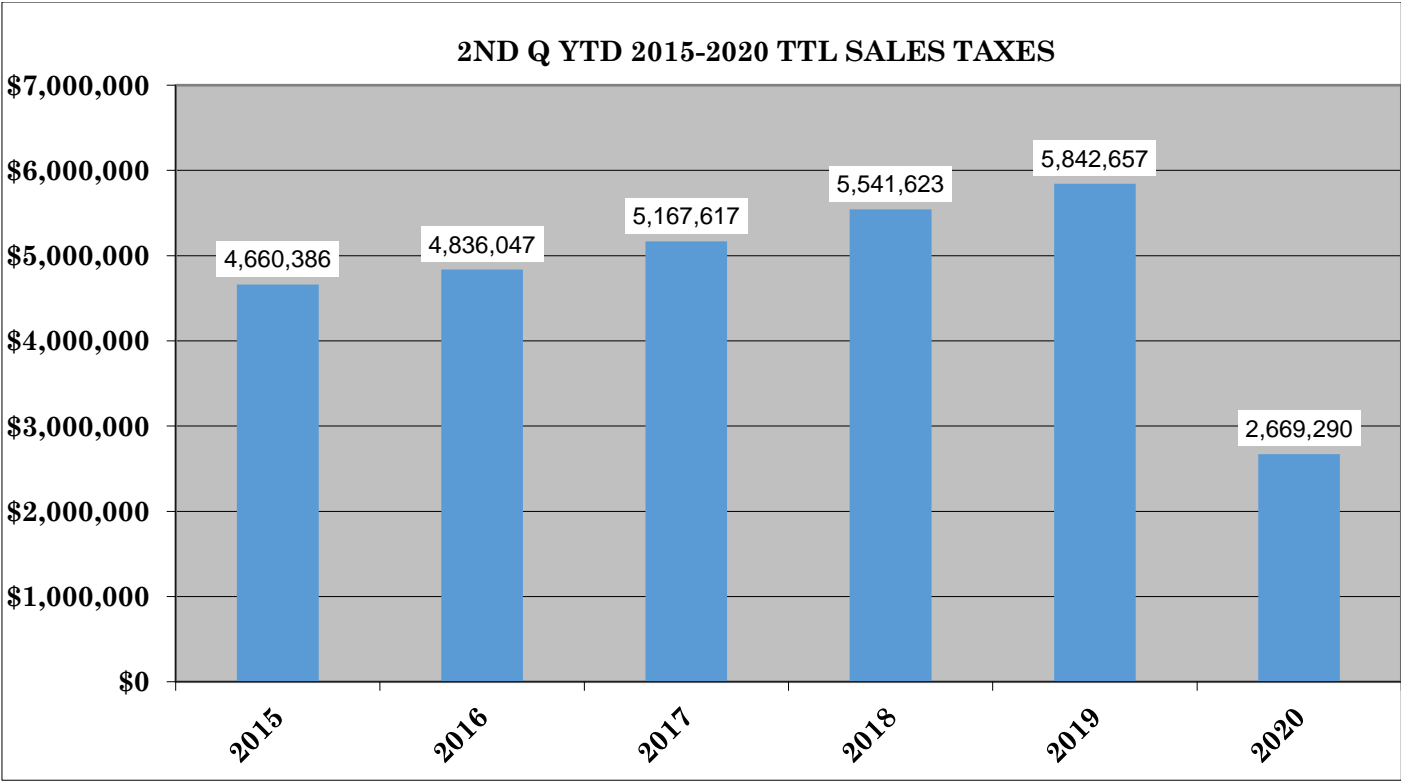


**3RD Q YTD 2015-2020 TTL SALES TAXES**



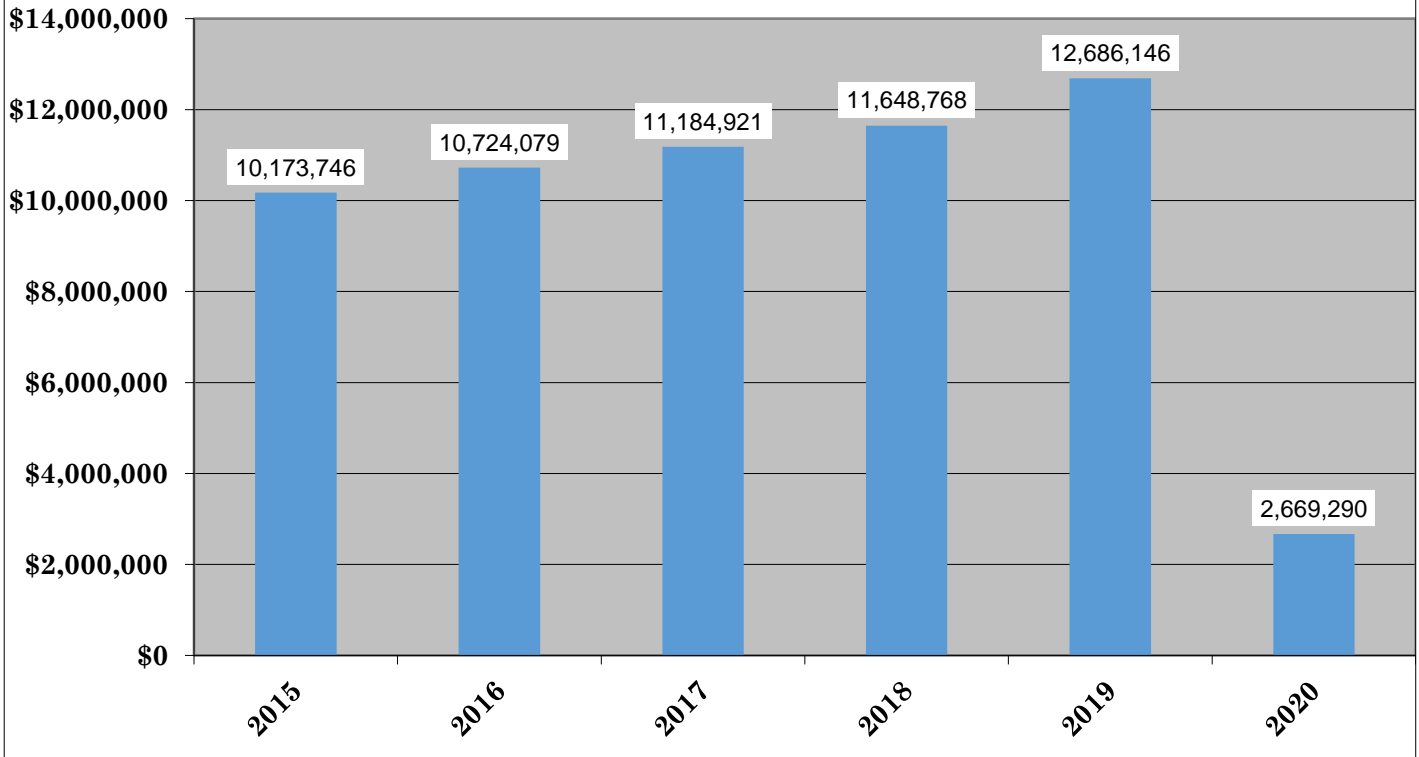
**3RD Q YTD SALES TAX BY CATEGORY 2018-2020**



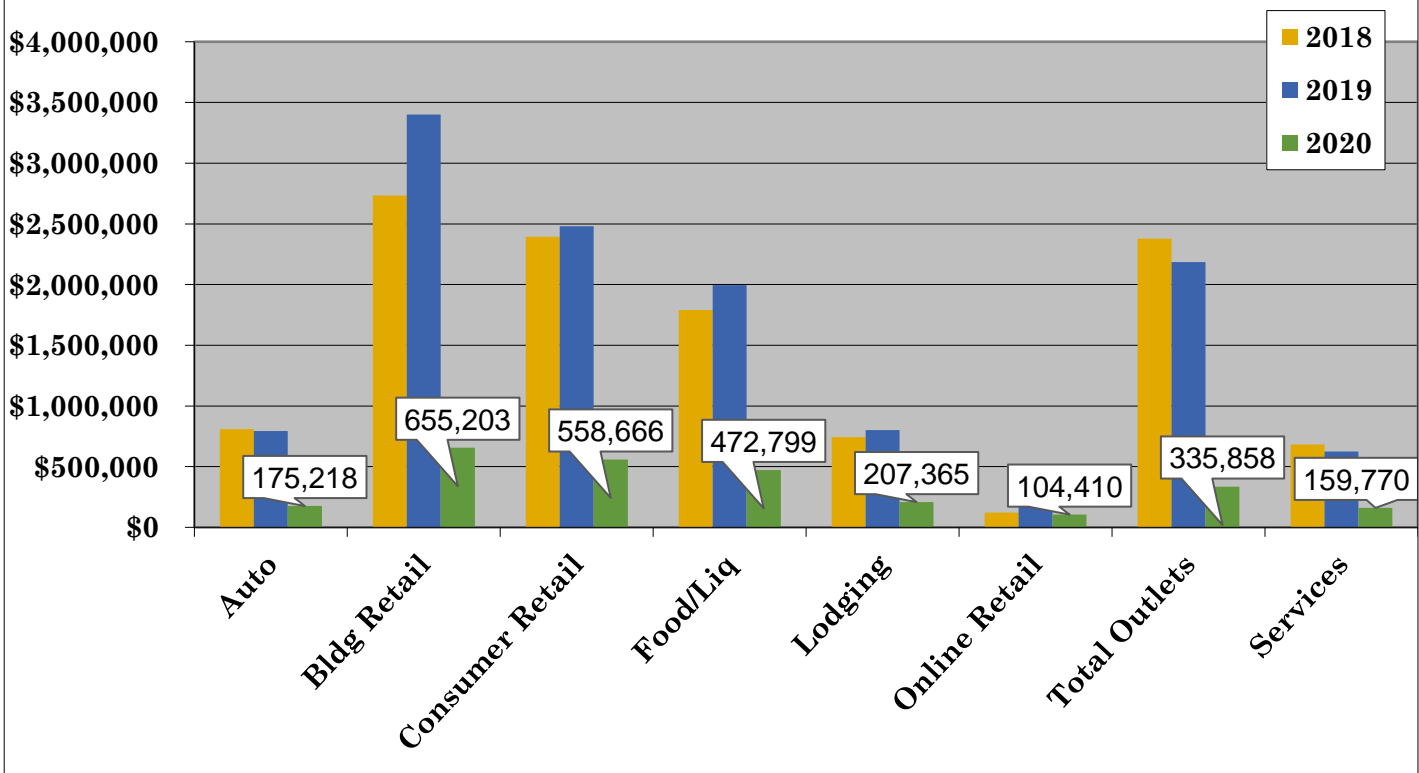


4TH Q YTD 2015-2020 TTL SALES TAXES

4TH Q YTD 2015-2020 TTL SALES TAXES

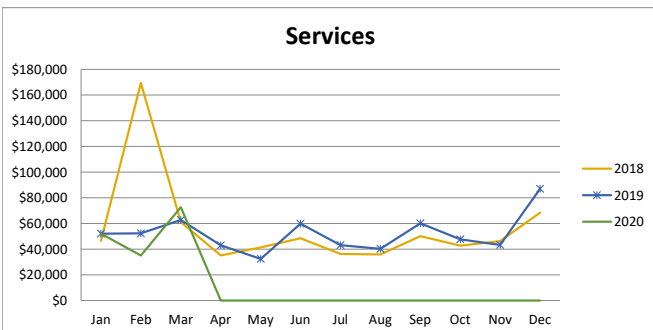
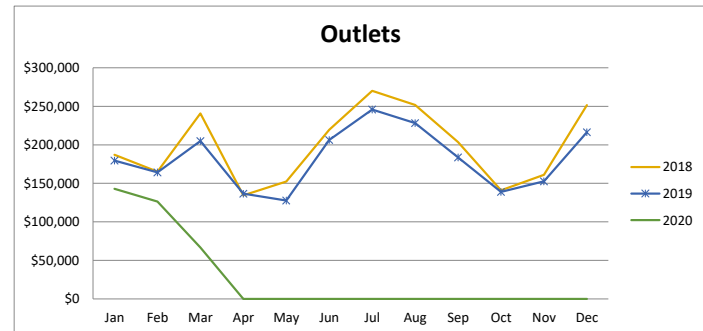
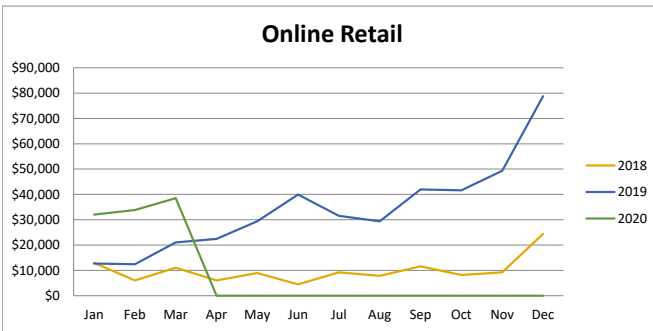
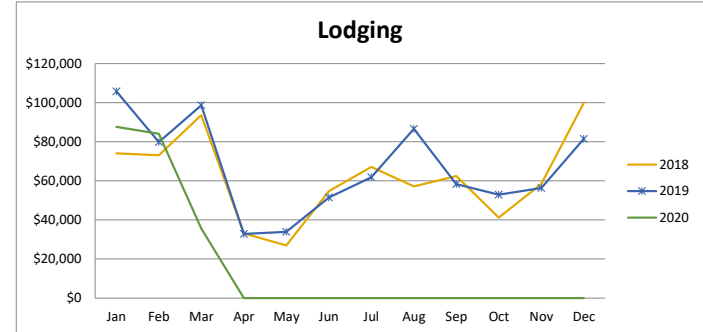
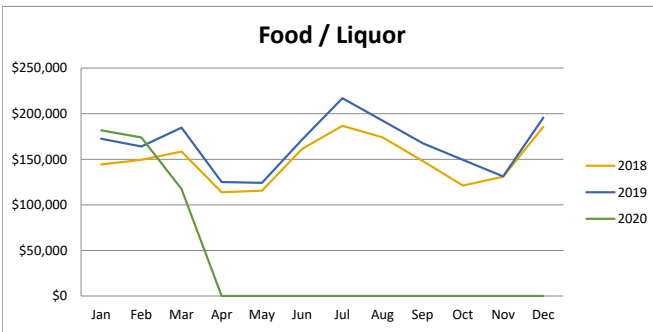
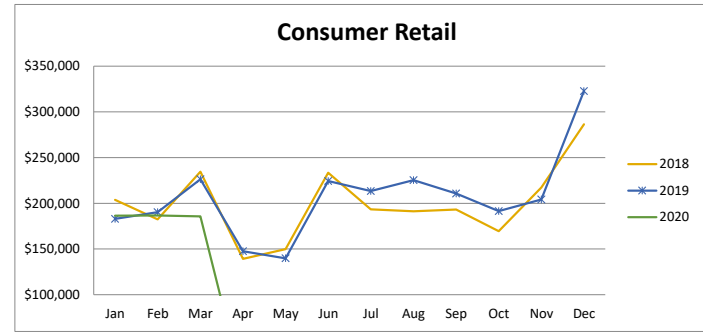
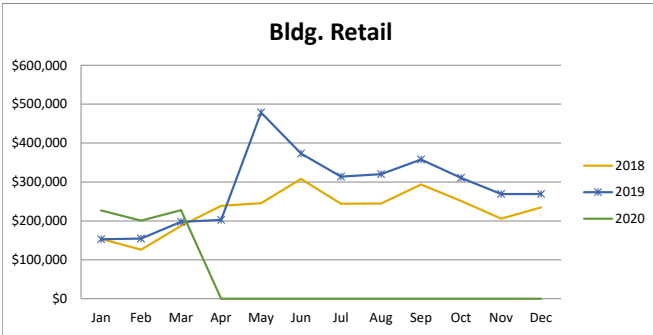
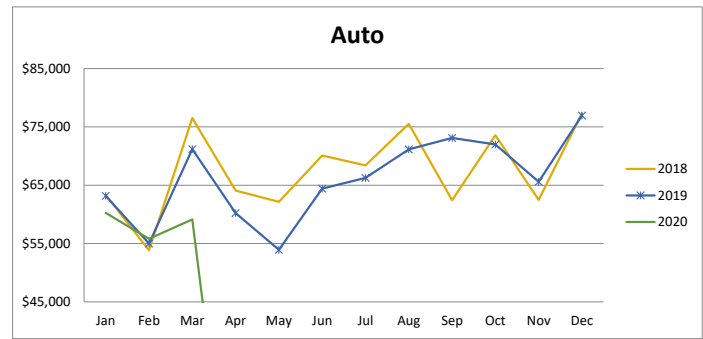
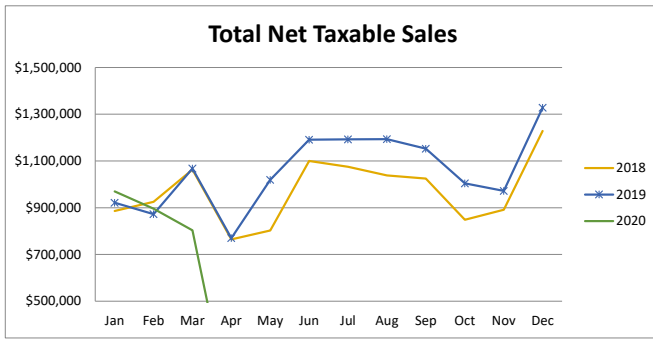


4TH Q YTD SALES TAX BY CATEGORY 2018-2020





## 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 categories - Mid March 2020 COVID 19 caused shutdown of non-essential businesses

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