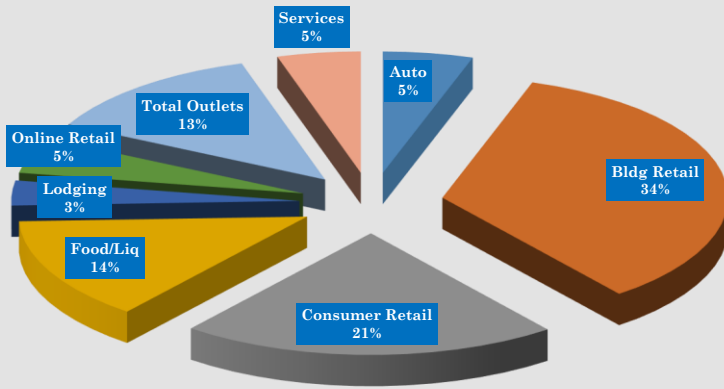
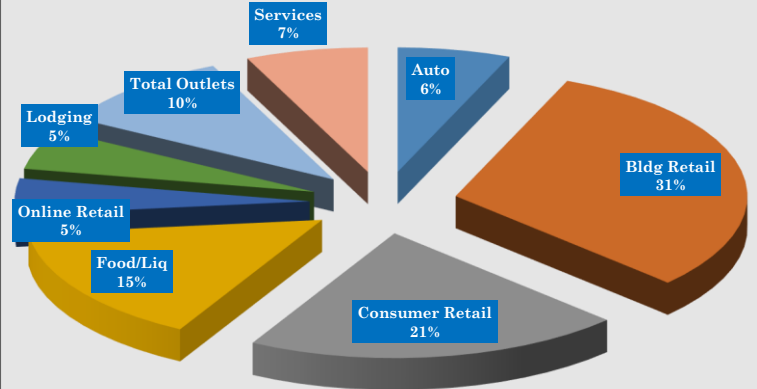


# JUNE

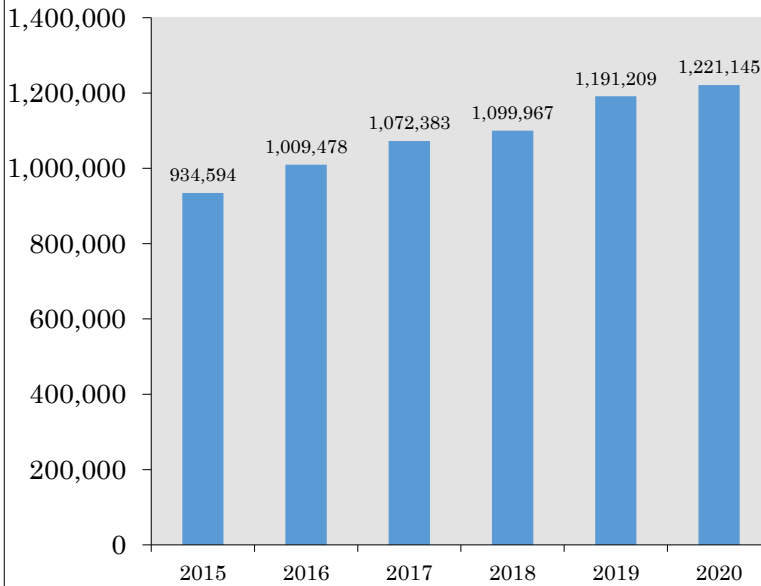
2020 MTD SALES TAX BY CATEGORY



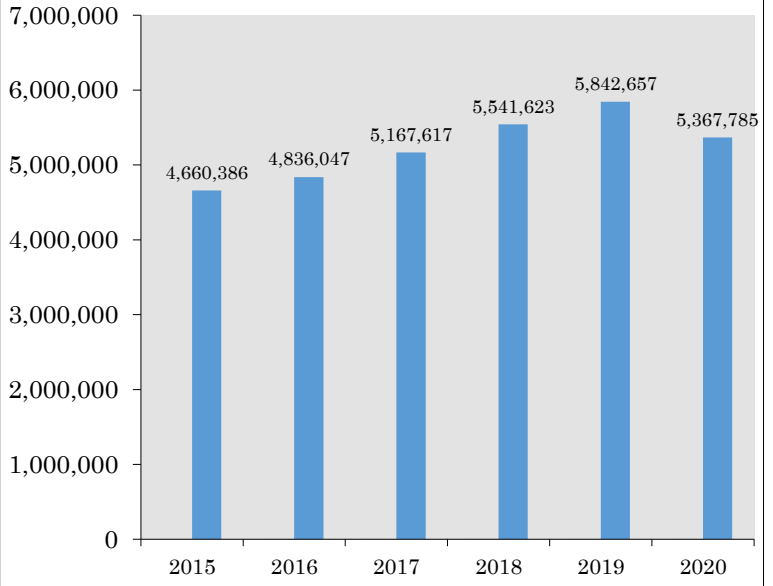
2020 YTD SALES TAX BY CATEGORY



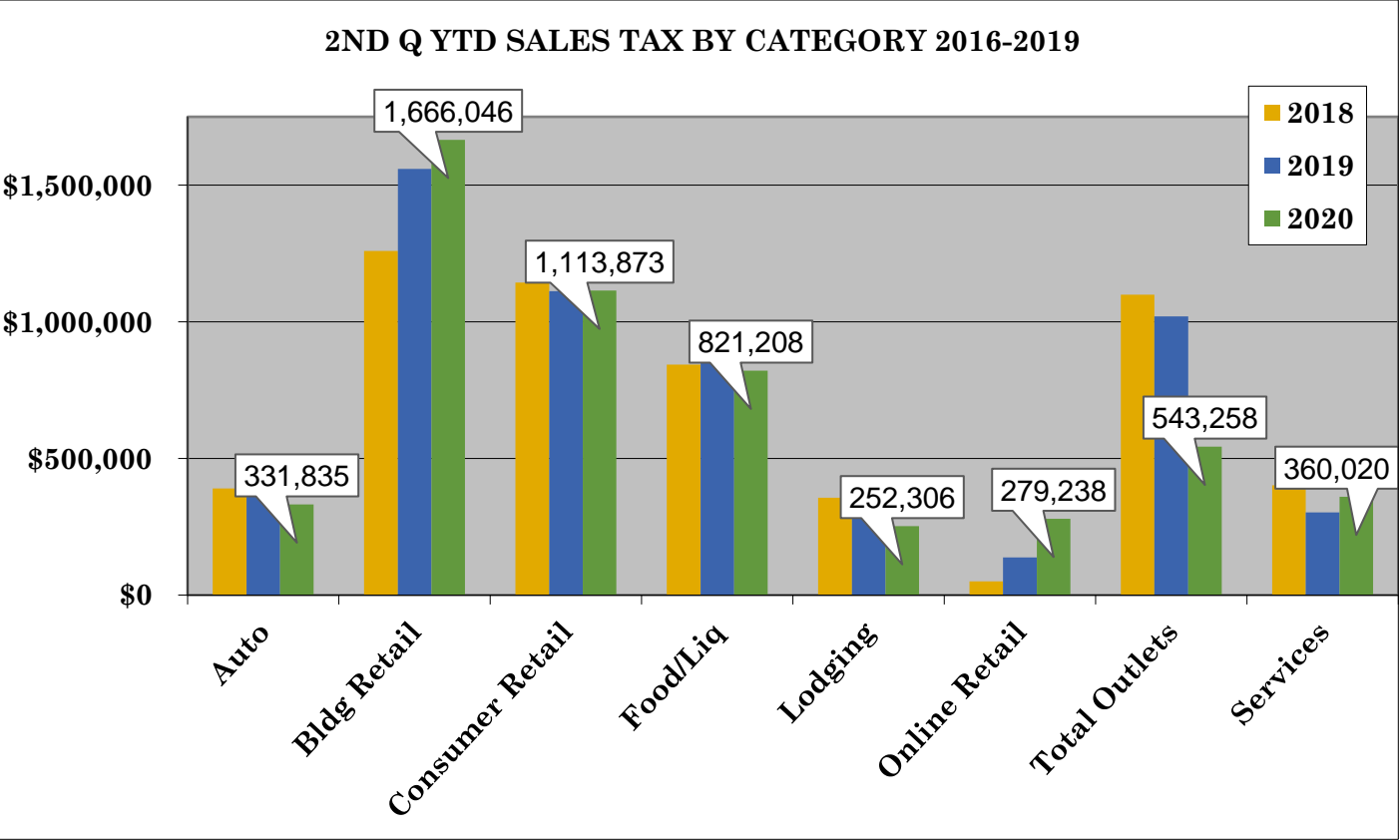
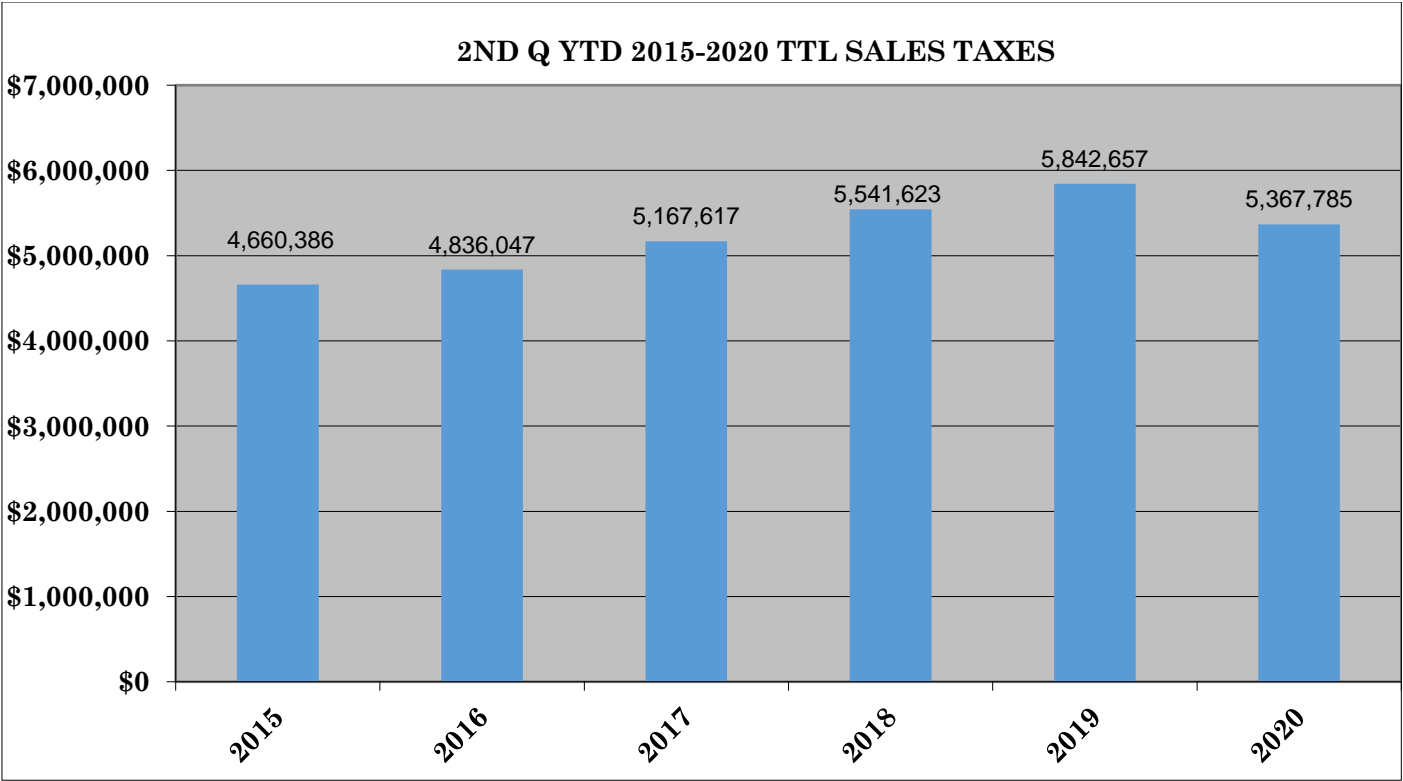
SALES TAXES COLLECTED



YTD SALES TAX COLLECTED

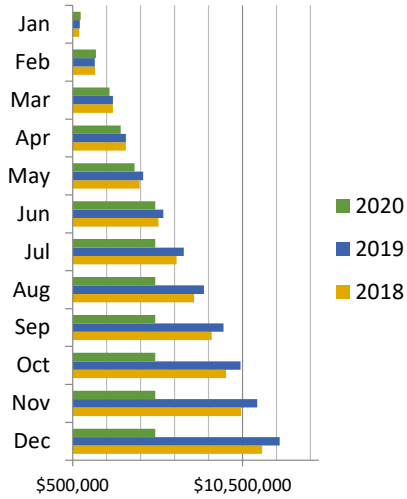


\$ & % Change from Prior Year	2015	2016	2017	2018	2019	2020	\$ & % Change from Prior Year	2015	2016	2017	2018	2019	2020
	65,444	74,884	62,905	27,584	91,241	29,937		311,649	175,661	331,570	374,006	301,034	(474,872)
	7.53%	8.01%	6.23%	2.57%	8.29%	2.51%		7.17%	3.77%	6.86%	7.24%	5.43%	-8.13%

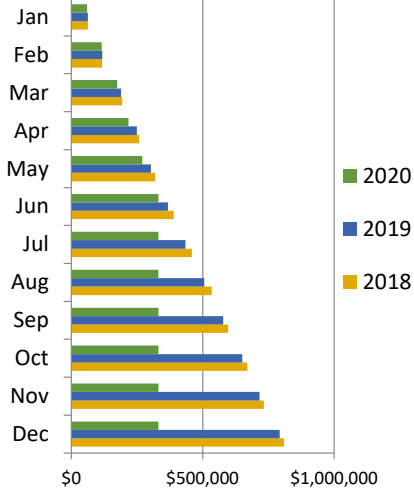


Town of Silverthorne  
Sales Tax by Sector

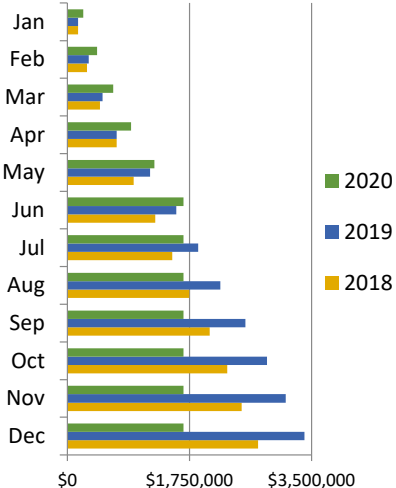
## Year Over Year Comparison of Sales Tax by Category



Total Sales Tax							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$765,758	\$766,849	\$818,538	\$885,926	\$921,764	\$969,901	5.22%
Feb	\$713,636	\$763,151	\$819,529	\$925,320	\$872,851	\$896,207	2.68%
Mar	\$960,756	\$984,257	\$1,042,916	\$1,063,206	\$1,067,353	\$803,182	-24.75%
Apr	\$654,752	\$646,245	\$687,808	\$764,516	\$769,877	\$654,733	-14.96%
May	\$630,889	\$666,068	\$726,443	\$802,688	\$1,019,604	\$822,617	-19.32%
Jun	\$934,594	\$1,009,478	\$1,072,383	\$1,099,967	\$1,191,209	\$1,221,145	2.51%
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	\$5,367,785	-8.13%



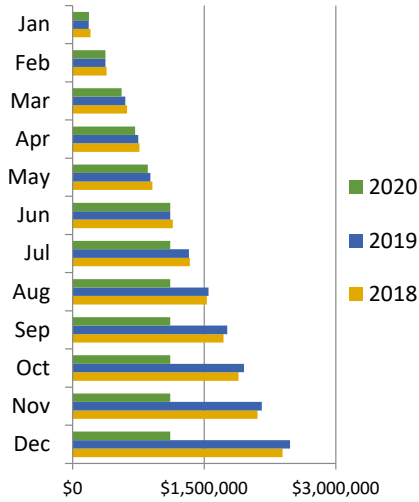
Auto							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$67,374	\$59,587	\$70,101	\$63,353	\$63,189	\$60,266	-4.62%
Feb	\$52,041	\$65,190	\$56,855	\$53,841	\$55,000	\$55,812	1.48%
Mar	\$67,831	\$74,112	\$76,462	\$76,521	\$71,174	\$59,140	-16.91%
Apr	\$61,647	\$78,237	\$55,273	\$64,081	\$60,216	\$42,442	-29.52%
May	\$53,967	\$66,987	\$63,356	\$62,160	\$53,932	\$52,380	-2.88%
Jun	\$78,123	\$78,079	\$67,352	\$70,097	\$64,418	\$61,795	-4.07%
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	\$331,835	-9.81%



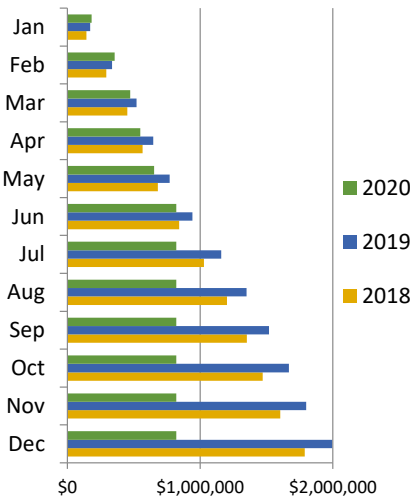
Bldg Retail							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$108,000	\$120,751	\$168,108	\$153,760	\$152,847	\$226,930	48.47%
Feb	\$100,694	\$114,957	\$137,390	\$126,119	\$154,682	\$200,642	29.71%
Mar	\$140,585	\$148,275	\$202,209	\$187,088	\$197,773	\$227,631	15.10%
Apr	\$143,043	\$132,840	\$121,313	\$238,757	\$202,335	\$257,011	27.02%
May	\$155,119	\$166,019	\$202,858	\$245,558	\$478,357	\$333,242	-30.34%
Jun	\$244,798	\$278,854	\$310,013	\$307,781	\$373,121	\$420,590	12.72%
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	\$1,666,046	6.86%

Town of Silverthorne  
Sales Tax by Sector

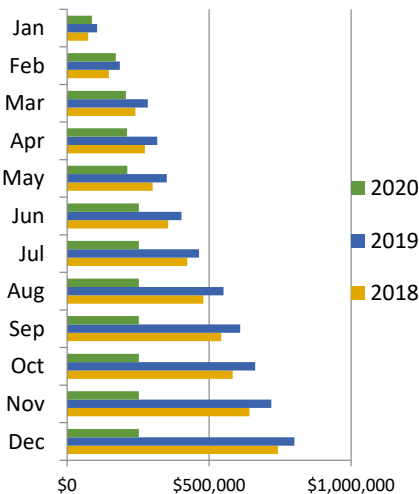
## Year Over Year Comparison of Sales Tax by Category



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	\$152,401	3.27%
May	\$144,118	\$153,178	\$158,034	\$149,945	\$139,746	\$143,701	2.83%
Jun	\$209,262	\$216,633	\$238,137	\$233,423	\$224,453	\$259,104	15.44%
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>\$1,113,873</b>	<b>0.23%</b>



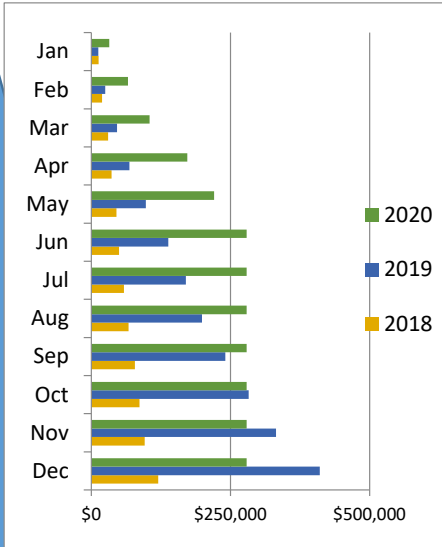
Food & Liquor							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$124,223	\$131,649	\$135,920	\$144,354	\$172,551	\$181,760	5.34%
Feb	\$114,027	\$118,012	\$144,647	\$149,271	\$163,961	\$173,774	5.99%
Mar	\$129,043	\$139,365	\$149,023	\$158,422	\$184,631	\$117,264	-36.49%
Apr	\$93,318	\$101,339	\$98,694	\$113,784	\$124,929	\$77,391	-38.05%
May	\$95,614	\$96,090	\$108,019	\$115,475	\$124,113	\$104,130	-16.10%
Jun	\$120,837	\$138,306	\$146,538	\$161,344	\$171,623	\$166,888	-2.76%
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>\$821,208</b>	<b>-12.81%</b>



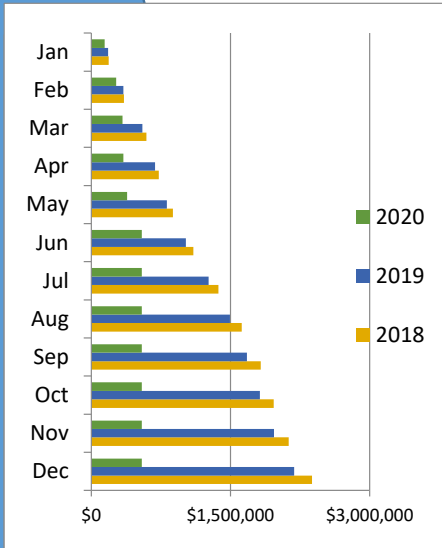
Lodging							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$41,242	\$50,669	\$64,003	\$74,095	\$105,812	\$87,657	-17.16%
Feb	\$43,388	\$67,039	\$66,921	\$73,110	\$79,840	\$84,095	5.33%
Mar	\$58,888	\$79,596	\$89,447	\$93,621	\$98,676	\$35,613	-63.91%
Apr	\$16,636	\$24,974	\$26,442	\$33,066	\$32,840	\$3,255	-90.09%
May	\$12,461	\$18,956	\$27,102	\$26,950	\$33,958	\$1,175	-96.54%
Jun	\$22,977	\$36,857	\$45,589	\$54,705	\$51,435	\$40,511	-21.24%
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>\$252,306</b>	<b>-37.32%</b>

Town of Silverthorne  
Sales Tax by Sector

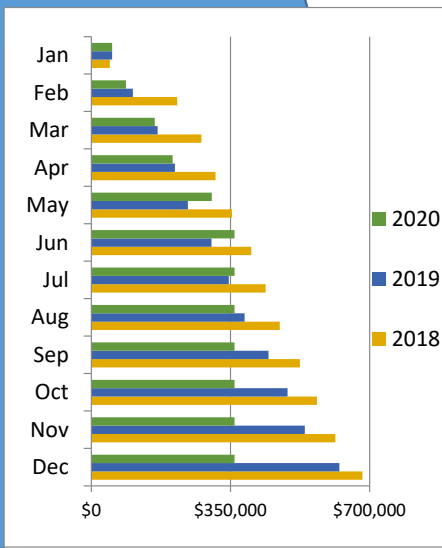
## Year Over Year Comparison of Sales Tax by Category



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	\$68,078	203.62%
May	\$0	\$0	\$0	\$8,969	\$29,385	\$48,189	63.99%
Jun	\$0	\$0	\$0	\$4,481	\$39,986	\$58,562	46.45%
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>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$120,096</b>	<b>\$410,646</b>	<b>\$279,238</b>	<b>102.30%</b>

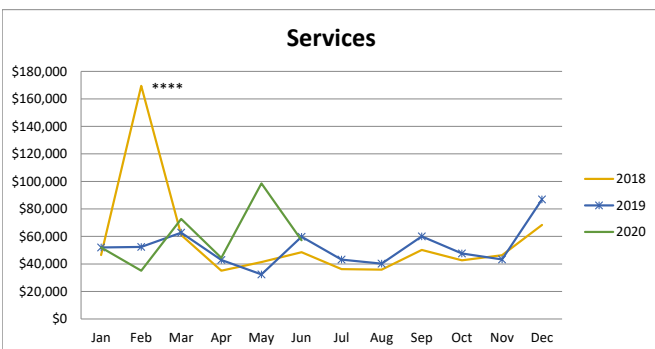
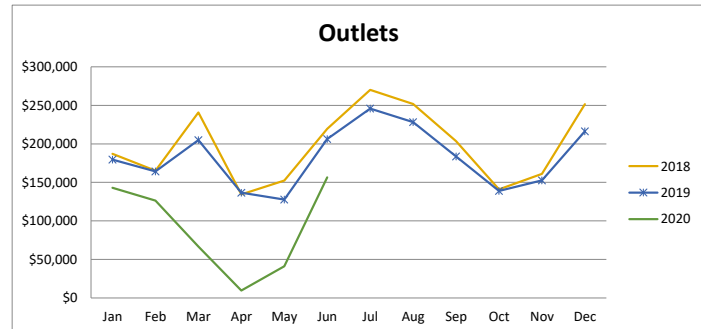
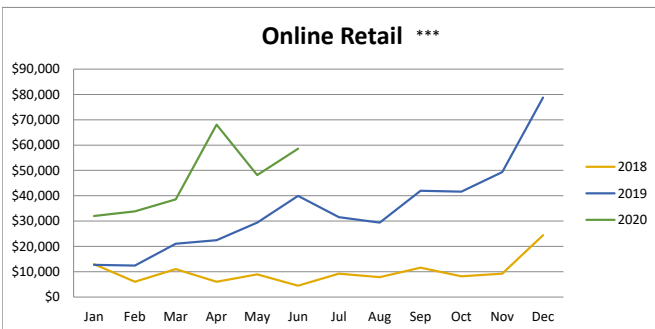
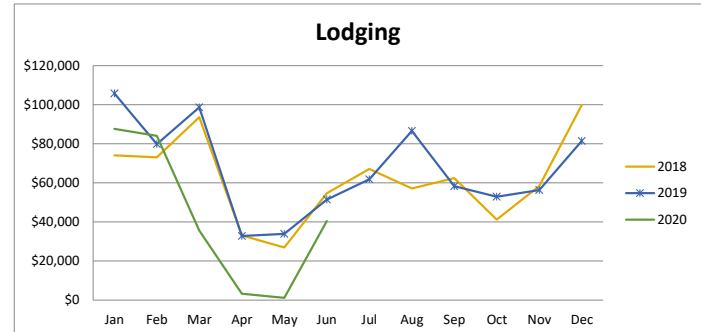
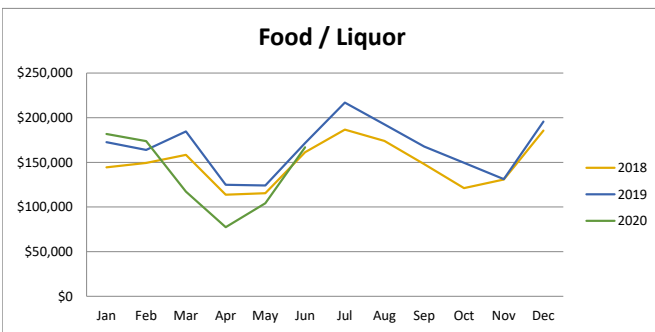
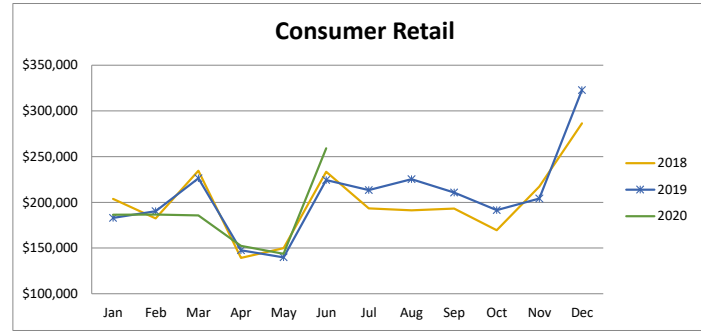
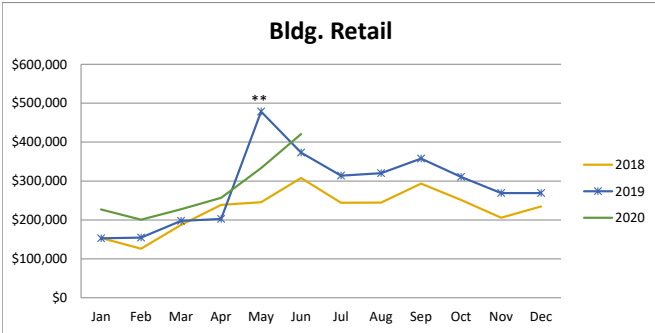
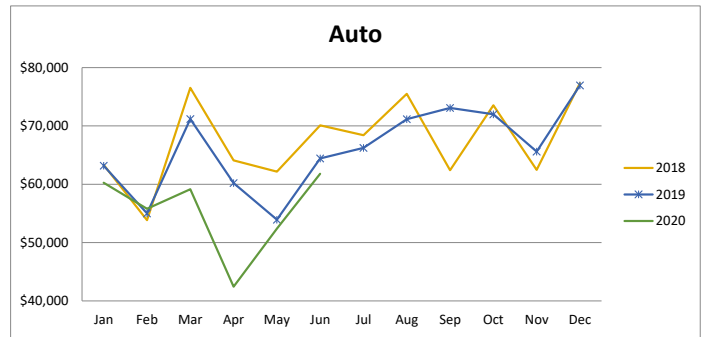
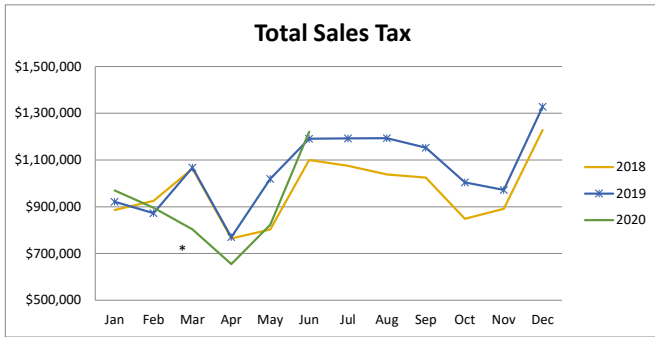


Outlets							
	2015	2016	2017	2018	2019	2020	% change from PY
Jan	\$186,400	\$159,904	\$145,597	\$187,019	\$179,544	\$142,941	-20.39%
Feb	\$190,375	\$163,450	\$163,590	\$165,078	\$164,345	\$126,263	-23.17%
Mar	\$275,620	\$241,856	\$223,180	\$240,814	\$205,008	\$66,654	-67.49%
Apr	\$151,973	\$127,134	\$152,779	\$134,443	\$136,610	\$9,661	-92.93%
May	\$140,685	\$135,537	\$134,248	\$152,310	\$127,704	\$41,241	-67.71%
Jun	\$221,240	\$223,978	\$222,184	\$219,645	\$206,337	\$156,497	-24.15%
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>	<b>\$2,515,031</b>	<b>\$2,386,077</b>	<b>\$2,409,805</b>	<b>\$2,378,476</b>	<b>\$2,185,378</b>	<b>\$543,258</b>	<b>-46.72%</b>



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	\$44,495	3.59%
May	\$28,926	\$29,301	\$32,825	\$41,321	\$32,410	\$98,558	204.10%
Jun	\$37,357	\$36,771	\$42,570	\$48,491	\$59,836	\$57,197	-4.41%
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>	<b>\$495,687</b>	<b>\$444,036</b>	<b>\$542,896</b>	<b>\$681,621</b>	<b>\$623,698</b>	<b>\$360,020</b>	<b>19.09%</b>

## Seasonality by Category: 2018-2020



#### Outlets:

##### Upcoming Promotions and Events:

Performance Tours Rafting \$20 Gift Certificate with \$100 purchase from 7/8 - 8/15.

Back to School Tommy Hilfiger duffel bag with \$100 purchase - from 7/15 - 8/27.

##### Sales:

Back to School sale to run 7/15-8/27 and Labor Day Sale is 8/28-9/7.

##### Additional Updates:

Ann Taylor and LOFT have permanently closed.

Community Blood Drive with Vitalant is on 8/20.

##### Other Notes:

\* All categories - Mid March 2020, COVID 19 caused shutdown of non-essential businesses

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

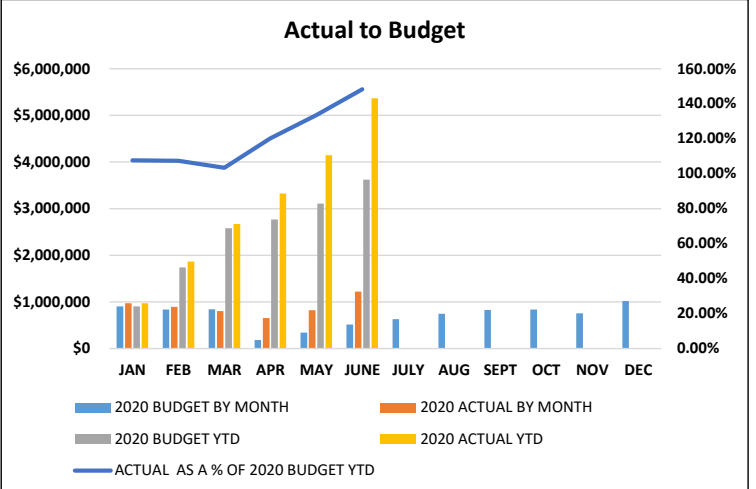
\*\*\*Online Retail - this category continues to rise as a result of the Wayfair ruling

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

## 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	\$901,600	\$969,901	107.58%
FEB	\$837,253	896,207	\$1,738,853	\$1,866,108	107.32%
MAR	\$843,421	803,182	\$2,582,274	\$2,669,290	103.37%
APR	\$184,628	654,733	\$2,766,902	\$3,324,023	120.14%
MAY	\$340,327	822,617	\$3,107,229	\$4,146,640	133.45%
JUNE	\$513,239	1,221,145	\$3,620,468	\$5,367,785	148.26%
JULY	\$628,803	-	\$4,249,271	\$5,367,785	126.32%
AUG	\$743,617	-	\$4,992,888	\$5,367,785	107.51%
SEPT	\$828,984	-	\$5,821,872	\$5,367,785	92.20%
OCT	\$836,818	-	\$6,658,690	\$5,367,785	80.61%
NOV	\$754,390	-	\$7,413,080	\$5,367,785	72.41%
DEC	\$1,019,616	-	\$8,432,696	\$5,367,785	63.65%



► The above 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%	17,476	(30,374)	-63.5%
Apr	12,314	-0.7%	15,317	24.4%	17,591	14.8%	939	(16,652)	-94.7%
May	11,705	20.3%	11,641	-0.5%	16,858	44.8%	742	(16,116)	-95.6%
June	21,516	24.9%	24,915	15.8%	25,256	1.4%	18,288	(6,968)	-27.6%
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%
<b>TOTAL</b>	<b>287,181</b>	<b>7.6%</b>	<b>320,265</b>	<b>11.5%</b>	<b>363,982</b>	<b>13.7%</b>	<b>127,233</b>	<b>-70,740</b>	<b>-35.7%</b>

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	N/A	21,812	(16,356)	-42.9%	10,906	8	6
Mar	58,386	-13.6%	22,608	-61.3%	68,452	202.8%	50,268	(18,184)	-26.6%	25,134	10	9
Apr	48,516	-73.7%	7,530	-84.5%	82,502	995.6%	0	(82,502)	-100.0%	0	16	0
May	24,262	-57.4%	42,018	73.2%	123,620	194.2%	48,300	(75,320)	-60.9%	24,150	12	7
June	73,382	-4.8%	49,160	-33.0%	129,000	162.4%	99,708	(29,292)	-22.7%	49,854	18	15
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	
<b>TOTAL</b>	<b>501,663</b>	<b>-24.4%</b>	<b>599,174</b>	<b>19.4%</b>	<b>824,054</b>	<b>37.5%</b>	<b>234,116</b>	<b>-248,964</b>	<b>-51.5%</b>	<b>117,058</b>	<b>130</b>	<b>40</b>