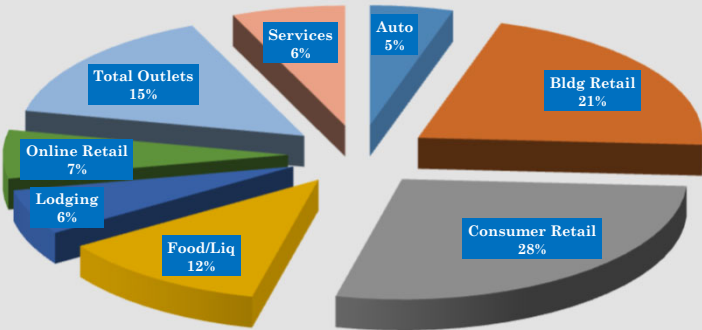
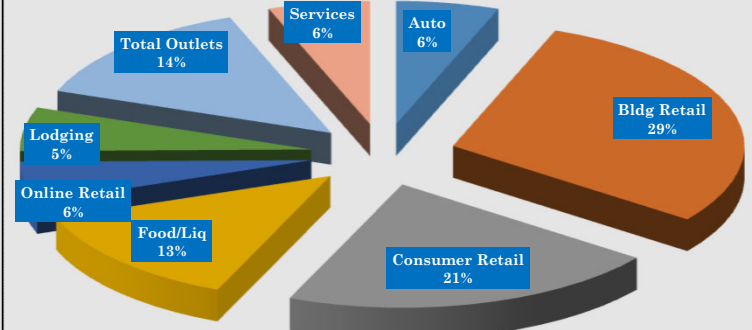


**DECEMBER**

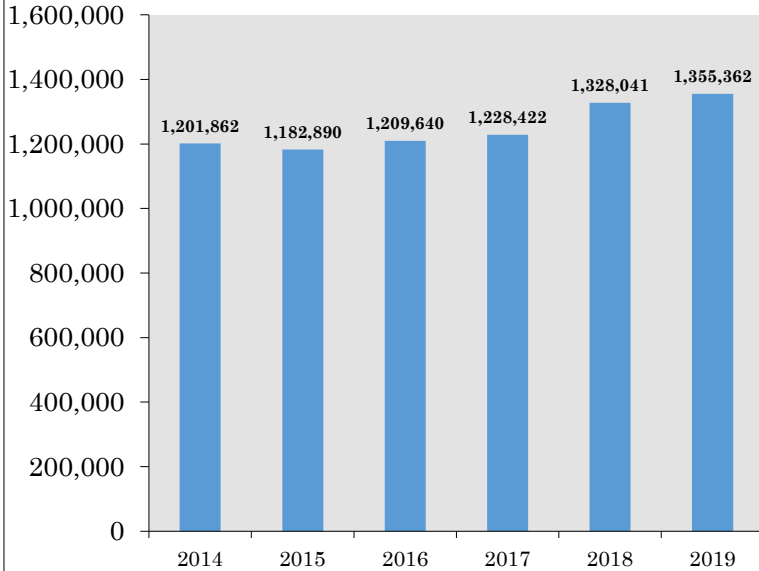
**2020 MTD SALES TAX BY CATEGORY**



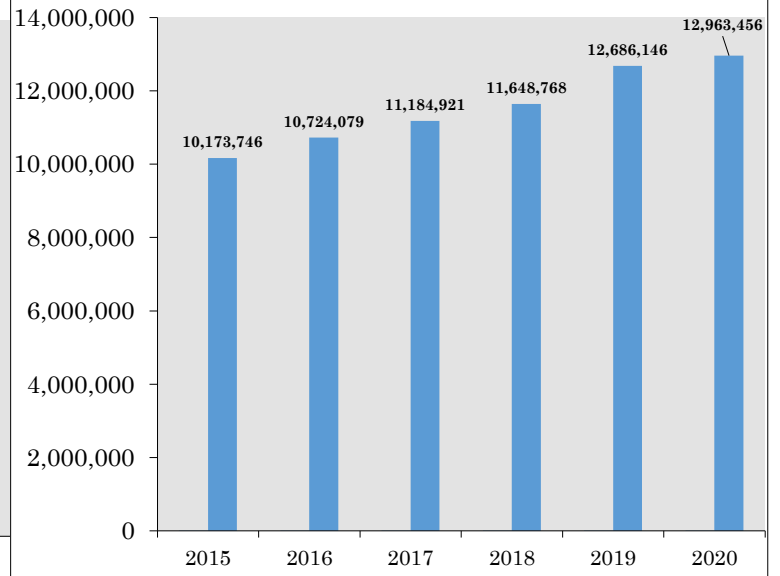
**2020 YTD SALES TAX BY CATEGORY**



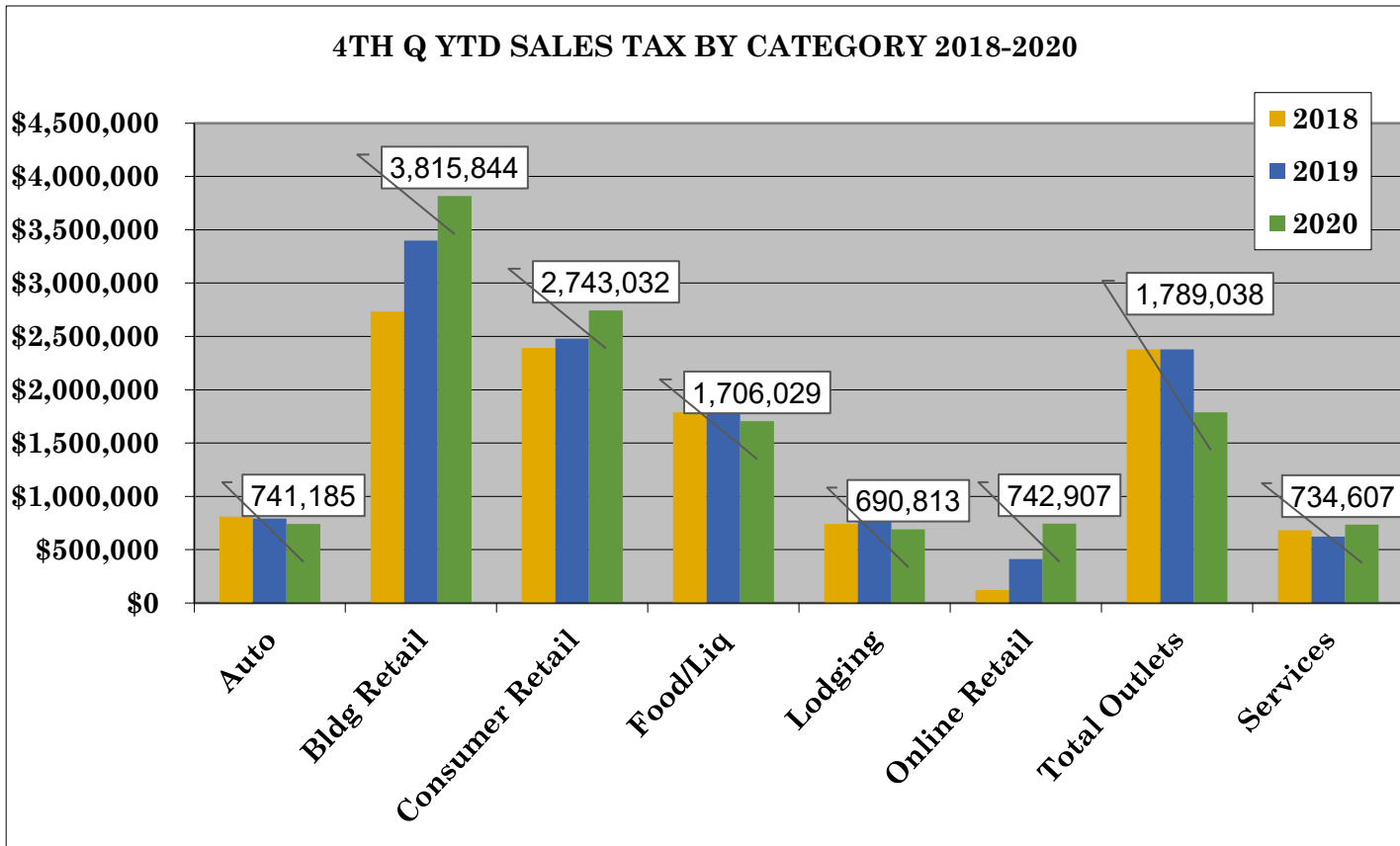
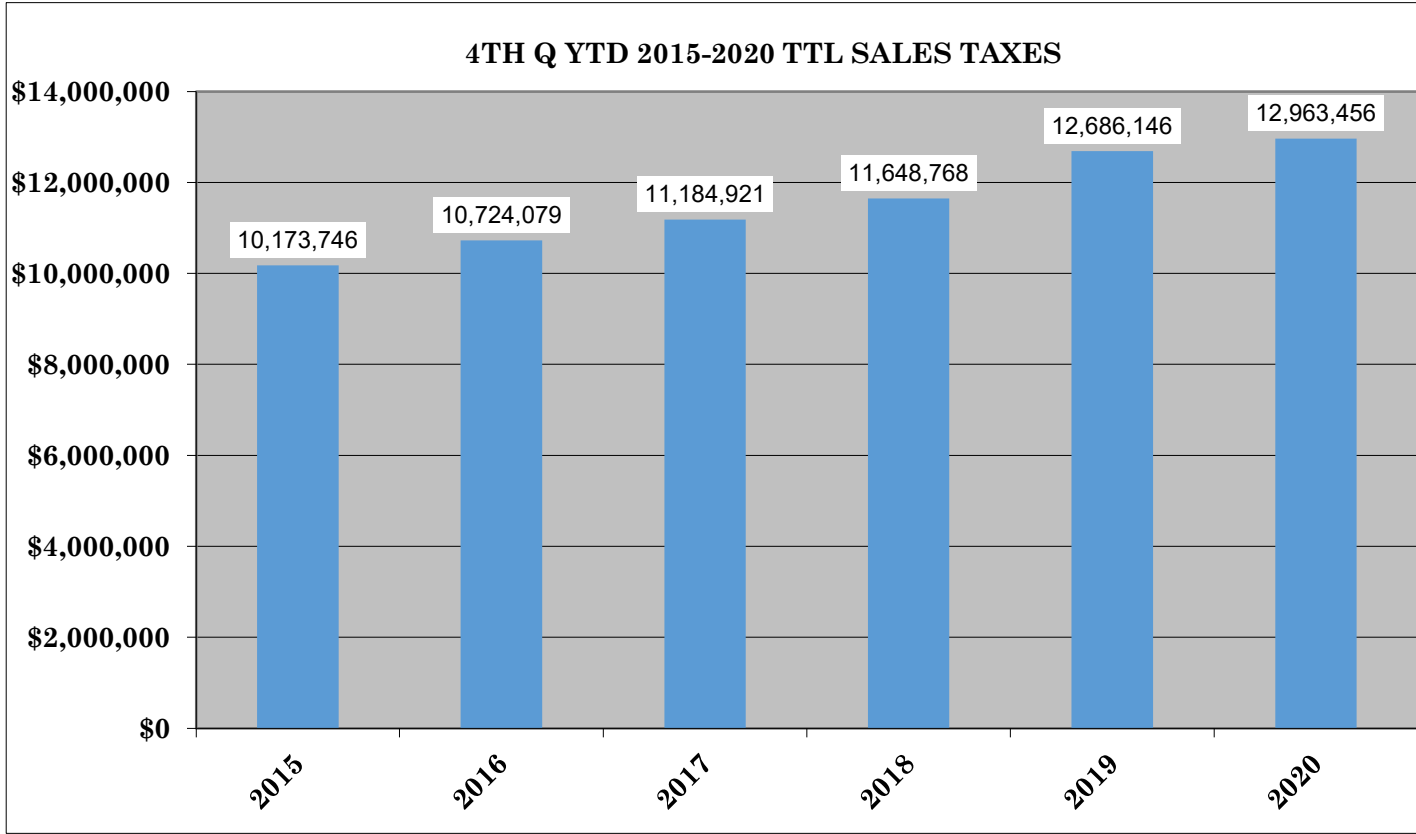
**SALES TAXES COLLECTED (MONTH)**



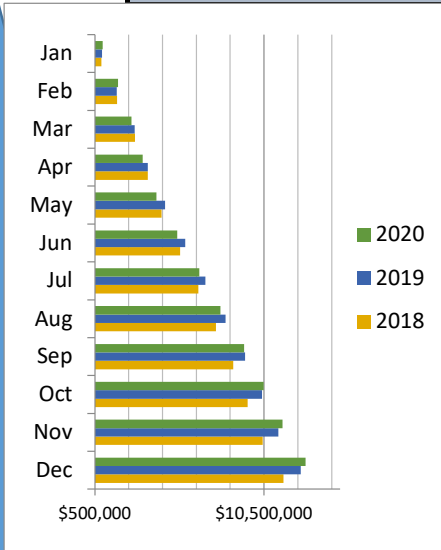
**YTD SALES TAX COLLECTED**



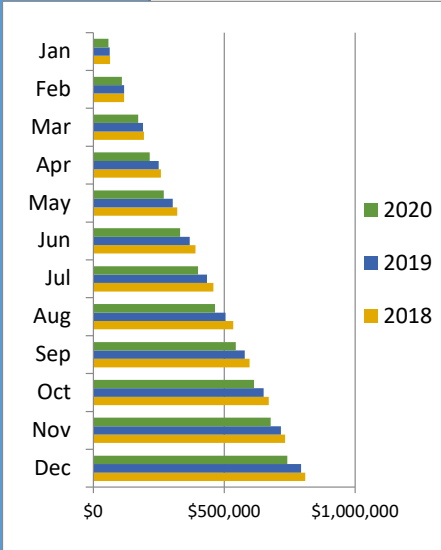
\$ & % Change from Prior Year	2015	2016	2017	2018	2019	2020	\$ & % Change from Prior Year	2015	2016	2017	2018	2019	2020
	136,707	(18,972)	26,750	18,782	99,619	27,322		741,732	550,332	460,843	463,846	1,037,378	277,310
12.83%	-1.58%	2.26%	1.55%	8.11%	2.06%	7.86%	5.41%	4.30%	4.15%	8.91%	2.19%		



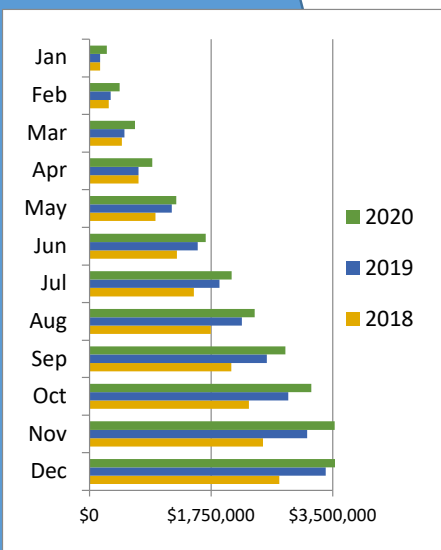
### Year Over Year Comparison of Sales Tax by Category



Total Sales Tax							
	2015	2016	2017	2018	2019	2020 from PY	% change
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	\$1,304,240	9.37%
Aug	\$932,216	\$951,341	\$984,853	\$1,038,181	\$1,193,502	\$1,251,475	4.86%
Sep	\$935,275	\$1,014,190	\$1,037,088	\$1,024,673	\$1,153,033	\$1,409,632	22.25%
Oct	\$725,760	\$896,612	\$797,367	\$848,734	\$1,004,624	\$1,156,700	15.14%
Nov	\$760,614	\$865,772	\$919,649	\$891,605	\$971,770	\$1,118,262	15.07%
Dec	\$1,201,862	\$1,182,890	\$1,209,640	\$1,228,422	\$1,328,041	\$1,355,362	2.06%
<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>\$12,963,456</b>	<b>2.19%</b>

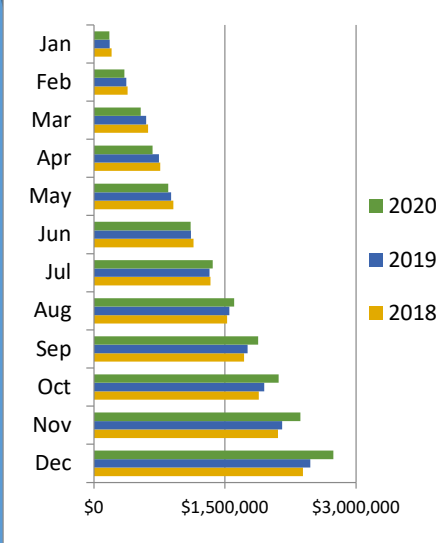


Auto							
	2015	2016	2017	2018	2019	2020 from PY	% change
Jan	\$67,374	\$59,587	\$70,101	\$63,353	\$63,189	\$57,451	-9.08%
Feb	\$52,041	\$65,190	\$56,855	\$53,841	\$55,000	\$51,548	-6.28%
Mar	\$67,831	\$74,112	\$76,462	\$76,521	\$71,174	\$62,629	-12.01%
Apr	\$61,647	\$78,237	\$55,273	\$64,081	\$60,216	\$44,130	-26.72%
May	\$53,967	\$66,987	\$63,356	\$62,160	\$53,932	\$53,787	-0.27%
Jun	\$78,123	\$78,079	\$67,352	\$70,097	\$64,418	\$62,103	-3.59%
Jul	\$77,834	\$66,894	\$70,835	\$68,415	\$66,250	\$68,275	3.06%
Aug	\$63,380	\$77,545	\$66,280	\$75,510	\$71,151	\$64,490	-9.36%
Sep	\$73,829	\$81,689	\$71,883	\$62,414	\$73,101	\$79,448	8.68%
Oct	\$67,935	\$77,443	\$73,779	\$73,548	\$71,995	\$69,405	-3.60%
Nov	\$65,672	\$68,337	\$74,526	\$62,477	\$65,593	\$63,936	-2.53%
Dec	\$83,423	\$79,896	\$72,905	\$77,330	\$76,939	\$63,983	-16.84%
<b>Total</b>	<b>\$813,056</b>	<b>\$873,996</b>	<b>\$819,607</b>	<b>\$809,746</b>	<b>\$792,959</b>	<b>\$741,185</b>	<b>-6.53%</b>

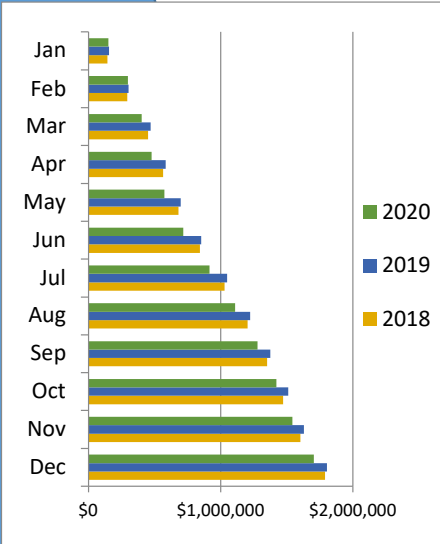


Bldg Retail							
	2015	2016	2017	2018	2019	2020 from PY	% change
Jan	\$108,000	\$120,751	\$168,108	\$153,760	\$152,847	\$249,026	62.92%
Feb	\$100,694	\$114,957	\$137,390	\$126,119	\$154,682	\$184,740	19.43%
Mar	\$140,585	\$148,275	\$202,209	\$187,088	\$197,773	\$219,834	11.15%
Apr	\$143,043	\$132,840	\$121,313	\$238,757	\$202,335	\$252,918	25.00%
May	\$155,119	\$166,019	\$202,858	\$245,558	\$478,357	\$343,518	-28.19%
Jun	\$244,798	\$278,854	\$310,013	\$307,781	\$373,121	\$423,535	13.51%
Jul	\$197,897	\$203,941	\$221,332	\$244,377	\$313,591	\$371,475	18.46%
Aug	\$181,668	\$198,034	\$224,917	\$244,769	\$320,003	\$330,870	3.40%
Sep	\$234,205	\$281,000	\$277,698	\$293,464	\$357,499	\$443,862	24.16%
Oct	\$189,680	\$319,252	\$219,882	\$251,470	\$310,650	\$373,963	20.38%
Nov	\$168,383	\$220,290	\$220,654	\$205,930	\$269,257	\$334,727	24.31%
Dec	\$262,081	\$243,834	\$211,210	\$234,854	\$268,927	\$287,377	6.86%
<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>\$3,815,844</b>	<b>12.26%</b>

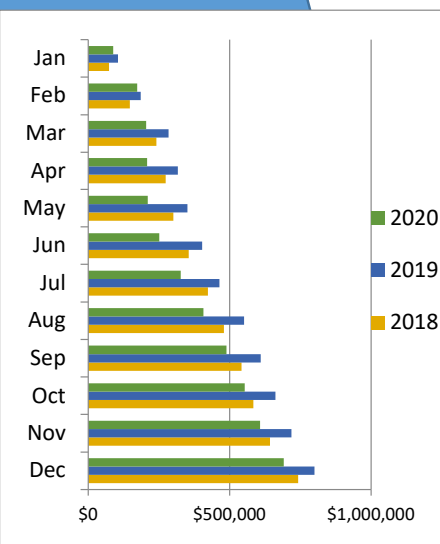
### Year Over Year Comparison of Sales Tax by Category



Consumer Retail							
	2015	2016	2017	2018	2019	2020 from PY	% change
Jan	\$194,131	\$202,751	\$189,778	\$203,832	\$183,056	\$177,041	-3.29%
Feb	\$177,616	\$200,689	\$210,656	\$182,411	\$190,261	\$171,871	-9.67%
Mar	\$242,016	\$248,313	\$251,499	\$234,563	\$226,261	\$190,107	-15.98%
Apr	\$157,279	\$149,127	\$188,023	\$139,211	\$147,573	\$134,238	-9.04%
May	\$144,118	\$153,178	\$158,034	\$149,945	\$139,746	\$177,548	27.05%
Jun	\$209,262	\$216,633	\$238,137	\$233,423	\$224,453	\$257,957	14.93%
Jul	\$191,350	\$191,245	\$200,937	\$193,321	\$213,429	\$251,007	17.61%
Aug	\$195,491	\$201,213	\$207,697	\$191,212	\$225,322	\$245,658	9.03%
Sep	\$216,157	\$209,426	\$235,599	\$193,104	\$210,774	\$277,527	31.67%
Oct	\$168,090	\$171,689	\$172,330	\$169,501	\$191,445	\$231,418	20.88%
Nov	\$204,978	\$211,629	\$226,922	\$217,297	\$204,186	\$251,756	23.30%
Dec	\$318,074	\$338,212	\$360,631	\$286,386	\$322,834	\$376,905	16.75%
<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>\$2,743,032</b>	<b>10.64%</b>

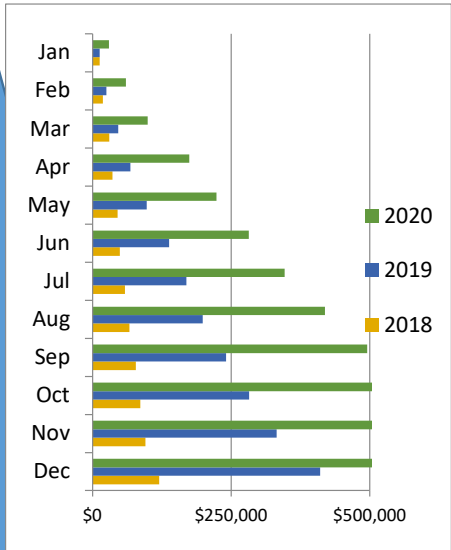


Food & Liquor							
	2015	2016	2017	2018	2019	2020 from PY	% change
Jan	\$124,223	\$131,649	\$135,920	\$144,354	\$155,132	\$150,841	-2.77%
Feb	\$114,027	\$118,012	\$144,647	\$149,271	\$147,858	\$148,891	0.70%
Mar	\$129,043	\$139,365	\$149,023	\$158,422	\$167,215	\$102,543	-38.68%
Apr	\$93,318	\$101,339	\$98,694	\$113,784	\$114,506	\$76,197	-33.46%
May	\$95,614	\$96,090	\$108,019	\$115,475	\$112,621	\$97,170	-13.72%
Jun	\$120,837	\$138,306	\$146,538	\$161,344	\$154,670	\$142,258	-8.02%
Jul	\$145,992	\$158,077	\$181,966	\$186,654	\$197,592	\$198,570	0.49%
Aug	\$132,158	\$154,294	\$148,280	\$173,951	\$172,914	\$192,378	11.26%
Sep	\$130,756	\$139,326	\$140,160	\$147,993	\$153,067	\$169,933	11.02%
Oct	\$102,295	\$113,465	\$105,101	\$121,172	\$136,288	\$143,759	5.48%
Nov	\$100,316	\$114,187	\$111,640	\$130,723	\$117,955	\$121,213	2.76%
Dec	\$147,249	\$163,456	\$154,829	\$185,635	\$173,225	\$162,275	-6.32%
<b>Total</b>	<b>\$1,435,827</b>	<b>\$1,567,566</b>	<b>\$1,624,816</b>	<b>\$1,788,778</b>	<b>\$1,803,041</b>	<b>\$1,706,029</b>	<b>-5.38%</b>

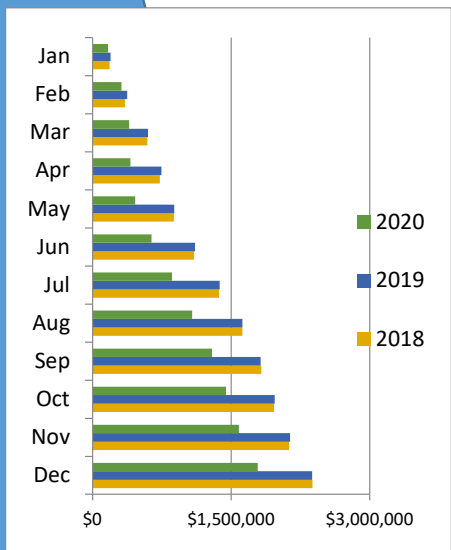


Lodging							
	2015	2016	2017	2018	2019	2020 from PY	% change
Jan	\$41,242	\$50,669	\$64,003	\$74,095	\$105,812	\$88,758	-16.12%
Feb	\$43,388	\$67,039	\$66,921	\$73,110	\$79,840	\$84,769	6.17%
Mar	\$58,888	\$79,596	\$89,447	\$93,621	\$98,676	\$31,507	-68.07%
Apr	\$16,636	\$24,974	\$26,442	\$33,066	\$32,840	\$2,934	-91.07%
May	\$12,461	\$18,956	\$27,102	\$26,950	\$33,958	\$2,868	-91.56%
Jun	\$22,977	\$36,857	\$45,589	\$54,705	\$51,435	\$40,519	-21.22%
Jul	\$35,139	\$52,276	\$64,917	\$67,191	\$61,819	\$75,325	21.85%
Aug	\$28,680	\$43,902	\$56,080	\$57,191	\$86,637	\$80,288	-7.33%
Sep	\$24,677	\$43,838	\$49,148	\$62,467	\$58,317	\$82,174	40.91%
Oct	\$15,266	\$27,585	\$35,417	\$41,212	\$52,909	\$63,897	20.77%
Nov	\$13,825	\$22,290	\$33,973	\$58,435	\$56,326	\$54,928	-2.48%
Dec	\$56,254	\$62,271	\$70,932	\$99,874	\$81,436	\$82,845	1.73%
<b>Total</b>	<b>\$369,432</b>	<b>\$530,252</b>	<b>\$629,970</b>	<b>\$741,916</b>	<b>\$800,005</b>	<b>\$690,813</b>	<b>-13.65%</b>

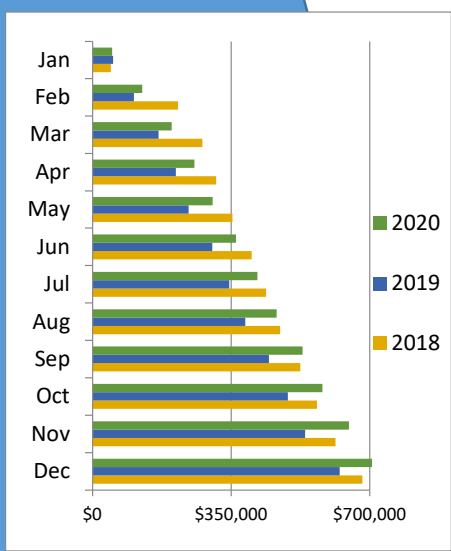
Year Over Year Comparison of Sales Tax by Category



Online Retail							% change
	2015	2016	2017	2018	2019	2020 from PY	
Jan	\$0	\$0	\$0	\$12,981	\$12,733	\$30,008	135.66%
Feb	\$0	\$0	\$0	\$6,035	\$12,438	\$30,568	145.77%
Mar	\$0	\$0	\$0	\$11,053	\$21,071	\$39,087	85.50%
Apr	\$0	\$0	\$0	\$6,066	\$22,422	\$74,964	234.33%
May	\$0	\$0	\$0	\$8,969	\$29,385	\$49,073	67.00%
Jun	\$0	\$0	\$0	\$4,481	\$39,986	\$58,270	45.73%
Jul	\$0	\$0	\$0	\$9,214	\$31,564	\$64,485	104.30%
Aug	\$0	\$0	\$0	\$7,835	\$29,360	\$72,750	147.79%
Sep	\$0	\$0	\$0	\$11,610	\$41,998	\$76,044	81.06%
Oct	\$0	\$0	\$0	\$8,178	\$41,590	\$71,296	71.43%
Nov	\$0	\$0	\$0	\$9,257	\$49,334	\$87,680	77.73%
Dec	\$0	\$0	\$0	\$24,417	\$78,765	\$88,683	12.59%
<b>Total</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$120,096</b>	<b>\$410,646</b>	<b>\$742,907</b>	<b>80.91%</b>

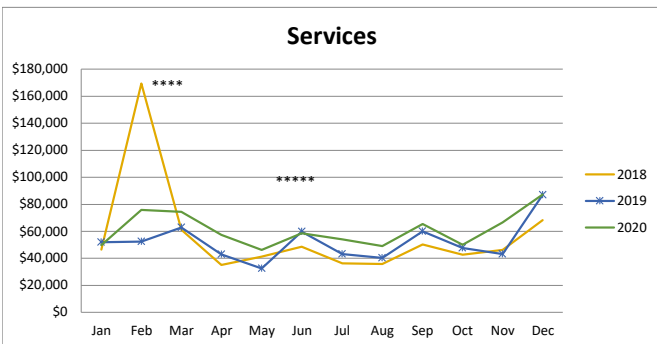
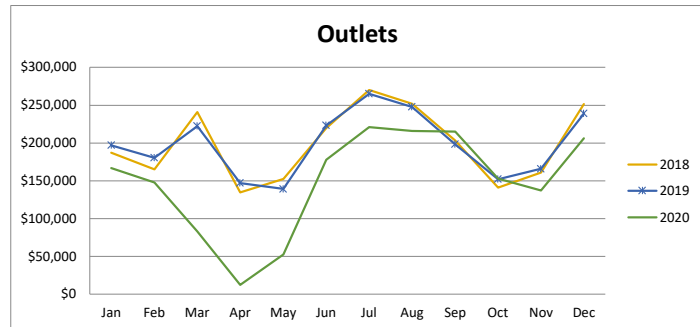
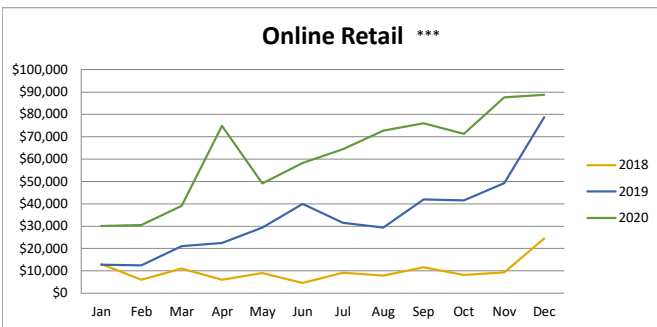
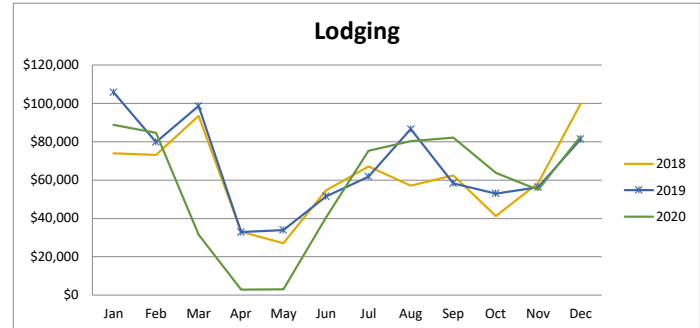
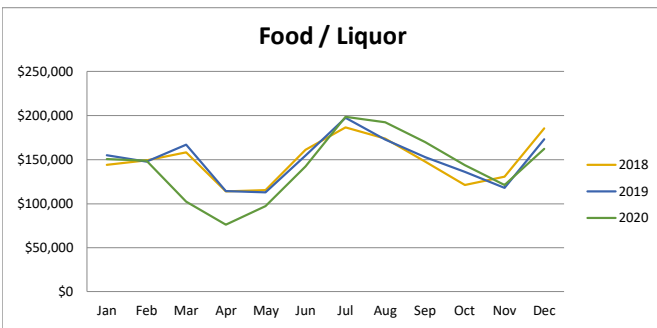
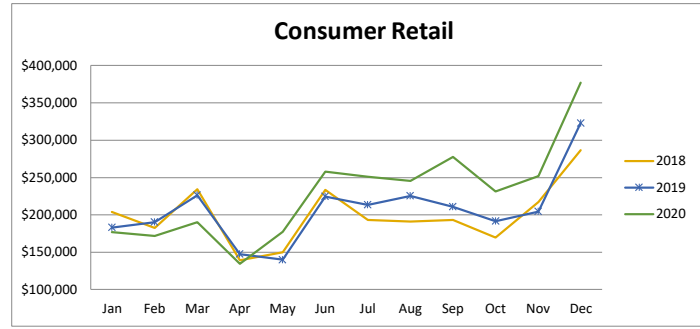
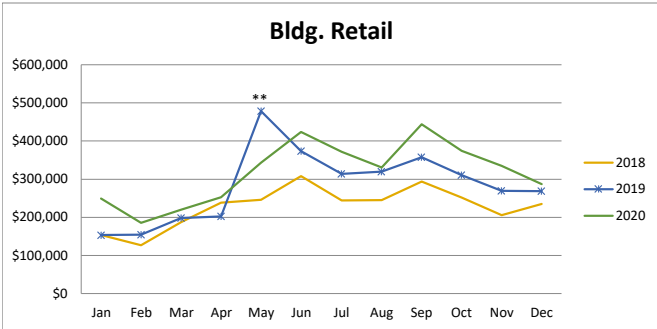
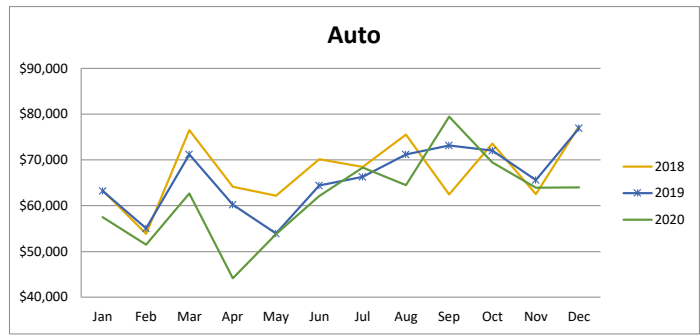
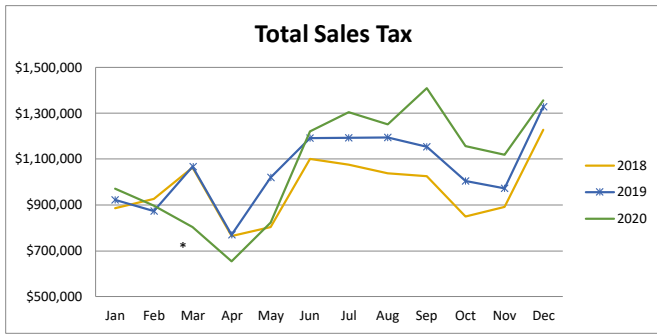


Outlets							% change
	2015	2016	2017	2018	2019	2020 from PY	
Jan	\$186,400	\$159,904	\$145,597	\$187,019	\$196,963	\$167,053	-15.19%
Feb	\$190,375	\$163,450	\$163,590	\$165,078	\$180,448	\$147,975	-18.00%
Mar	\$275,620	\$241,856	\$223,180	\$240,814	\$222,425	\$83,038	-62.67%
Apr	\$151,973	\$127,134	\$152,779	\$134,443	\$147,033	\$12,019	-91.83%
May	\$140,685	\$135,537	\$134,248	\$152,310	\$139,196	\$52,430	-62.33%
Jun	\$221,240	\$223,978	\$222,184	\$219,645	\$223,289	\$178,041	-20.26%
Jul	\$281,647	\$276,575	\$284,232	\$270,114	\$265,140	\$221,043	-16.63%
Aug	\$253,726	\$247,556	\$251,010	\$251,872	\$247,847	\$216,074	-12.82%
Sep	\$215,599	\$216,960	\$216,457	\$203,474	\$198,194	\$215,113	8.54%
Oct	\$154,073	\$156,040	\$158,978	\$140,958	\$152,063	\$152,836	0.51%
Nov	\$174,496	\$197,347	\$197,530	\$161,141	\$165,858	\$137,302	-17.22%
Dec	\$269,197	\$239,740	\$260,019	\$251,608	\$238,959	\$206,112	-13.75%
<b>Total</b>	<b>\$2,515,031</b>	<b>\$2,386,077</b>	<b>\$2,409,805</b>	<b>\$2,378,476</b>	<b>\$2,377,416</b>	<b>\$1,789,038</b>	<b>-24.75%</b>



Services							% change
	2015	2016	2017	2018	2019	2020 from PY	
Jan	\$44,388	\$41,539	\$45,031	\$46,531	\$52,033	\$49,723	-4.44%
Feb	\$35,496	\$33,814	\$39,471	\$169,455	\$52,323	\$75,844	44.95%
Mar	\$46,773	\$52,740	\$51,096	\$61,124	\$62,758	\$74,437	18.61%
Apr	\$30,856	\$32,593	\$45,284	\$35,108	\$42,952	\$57,335	33.48%
May	\$28,926	\$29,301	\$32,825	\$41,321	\$32,410	\$46,224	42.62%
Jun	\$37,357	\$36,771	\$42,570	\$48,491	\$59,836	\$58,461	-2.30%
Jul	\$27,775	\$28,221	\$44,488	\$36,245	\$43,134	\$54,059	25.33%
Aug	\$77,113	\$28,797	\$30,589	\$35,841	\$40,270	\$48,966	21.60%
Sep	\$40,052	\$41,951	\$46,143	\$50,147	\$60,082	\$65,532	9.07%
Oct	\$28,421	\$31,137	\$31,881	\$42,696	\$47,685	\$50,125	5.12%
Nov	\$32,944	\$31,692	\$54,405	\$46,345	\$43,262	\$66,720	54.22%
Dec	\$65,584	\$55,481	\$79,113	\$68,318	\$86,954	\$87,181	0.26%
<b>Total</b>	<b>\$495,687</b>	<b>\$444,036</b>	<b>\$542,896</b>	<b>\$681,621</b>	<b>\$623,698</b>	<b>\$734,607</b>	<b>17.78%</b>

## Seasonality by Category: 2018-2020



**Outlets:**

Sales/Promotions/Events:

- 2/1 - 14 Valentine's Day Gift with Purchase— Spend \$150 and get a stuffed bear or chocolates.
- 2/8 - 12 Valentine's Day Social Media Enter to Win
- 2/12 - 14 Gift Card Flash Sale – Buy \$50 gift card and get a \$10 gift card free.
- 2/11 – 15 Presidents' Day Sale
- 2/16 – 28 2x Elite Rewards Points

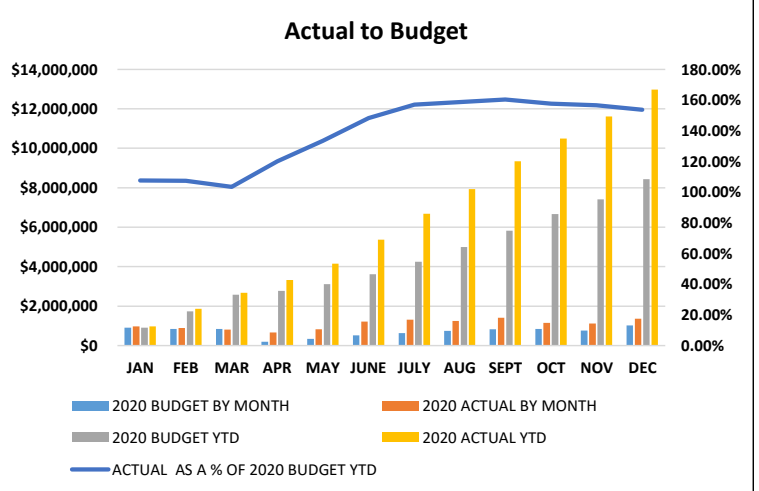
Closures:

Jockey

**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 2019 & Dec 20 reclassified TIF of \$77K
- \*\*\*Online Retail - this category continues to rise as a result of the Wayfair ruling
- \*\*\*\*Services - received a one-time payment of \$100,000 in February 2018
- \*\*\*\*\* Services - received audit payments of \$40,000 in May 2020

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	1,304,240	\$4,249,271	\$6,672,025	157.02%
AUG	\$743,617	1,251,475	\$4,992,888	\$7,923,499	158.70%
SEPT	\$828,984	1,409,632	\$5,821,872	\$9,333,132	160.31%
OCT	\$836,818	1,156,700	\$6,658,690	\$10,489,832	157.54%
NOV	\$754,390	1,118,262	\$7,413,080	\$11,608,094	156.59%
DEC	\$1,019,616	1,355,362	\$8,432,696	\$12,963,456	153.73%



► 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	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%	39,957	5,838	17.1%	
Aug	25,309	13.4%	25,968	2.6%	28,899	11.3%	41,898	12,999	45.0%*	
Sept	22,727	0.1%	29,977	31.9%	27,353	-8.8%	36,536	9,182	33.6%	
Oct	13,702	14.1%	14,609	6.6%	24,792	69.7%	32,385	7,593	30.6%	
Nov	12,427	11.8%	30,262	143.5%	24,893	-17.7%	29,430	4,538	18.2%	
Dec	32,203	1.4%	28,750	-10.7%	25,952	-9.7%	40,660	14,708	56.7%	
TOTAL	287,181	7.6%	320,265	11.5%	363,982	13.7%	348,099	-15,882	-4.4%	

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: 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%	86,722	6,418	8.0%	43,361	11	13	
Aug	41,900	-52.7%	137,524	228.2%	24,824	-81.9%	43,138	18,314	73.8%	21,569	8	8	
Sept	49,722	99.5%	83,186	67.3%	100,348	20.6%	102,888	2,540	2.5%	51,444	19	11	
Oct	37,866	-43.5%	41,766	10.3%	57,022	36.5%	52,976	(4,046)	-7.1%	26,488	8	7	
Nov	29,481	168.4%	14,084	-52.2%	33,868	140.5%	135,082	101,214	298.8%	67,541	5	26	
Dec	12,114	22.8%	65,770	442.9%	44,608	-32.2%	37,614	(6,994)	-15.7%	18,807	9	32	
TOTAL	501,663	-24.4%	599,174	19.4%	824,054	37.5%	692,536	-131,518	-16.0%	346,268	130	137	