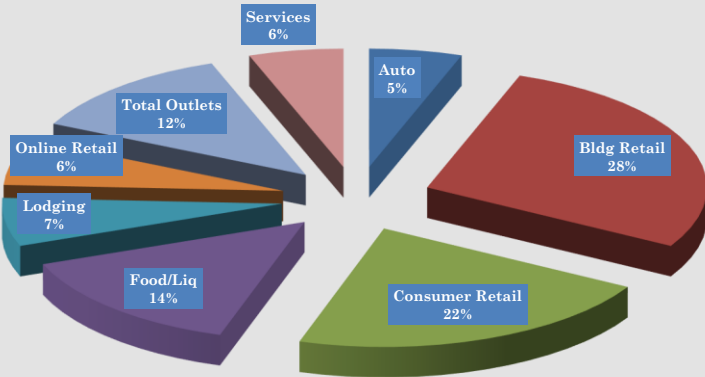
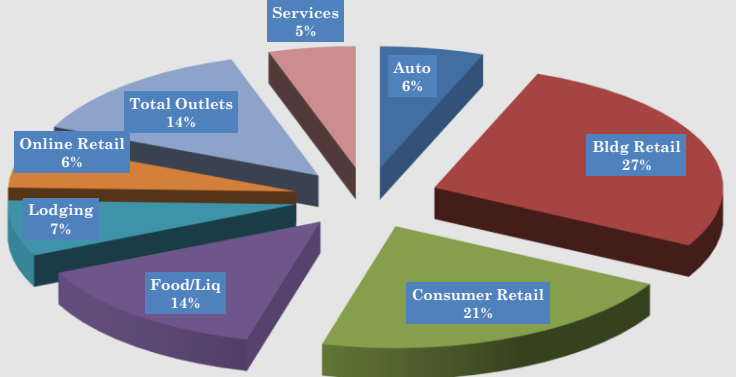


SEPTEMBER

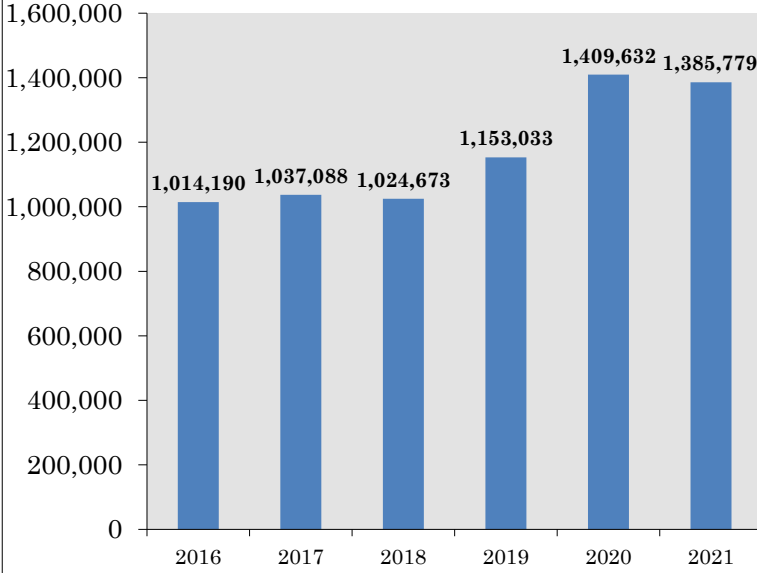
2021 MTD SALES TAX BY CATEGORY



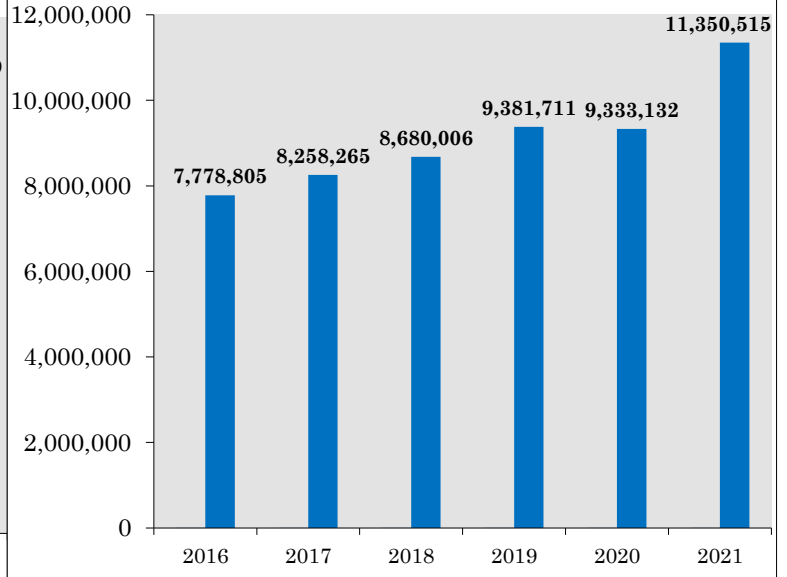
2021 YTD SALES TAX BY CATEGORY



SALES TAXES COLLECTED (MONTH)

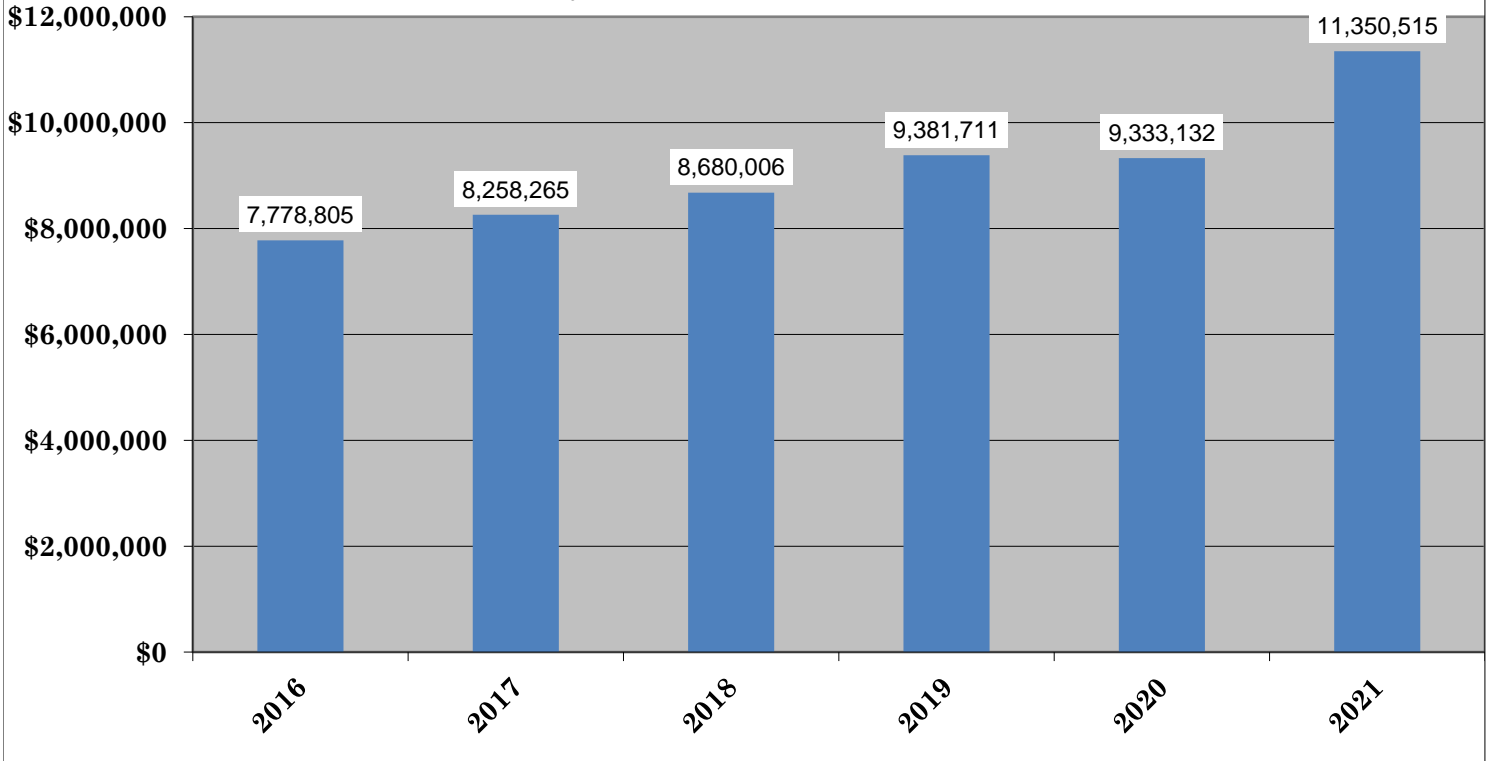


YTD SALES TAX COLLECTED

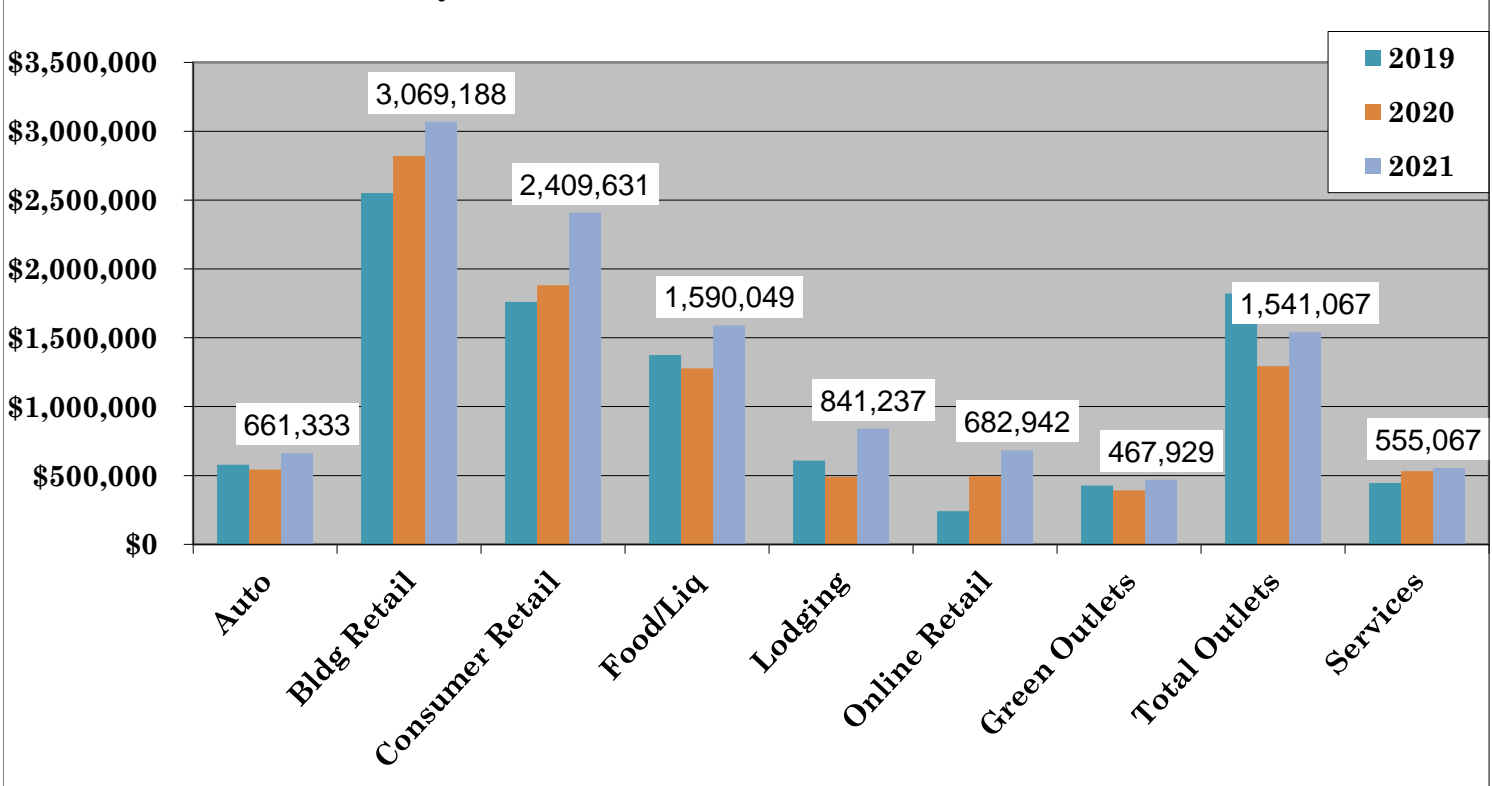


| \$ & % Change from Prior Year | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | \$ & % Change from Prior Year | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 |
|--|--------|--------|----------|---------|---------|----------|--|---------|---------|---------|---------|----------|-----------|
| | 78,915 | 22,898 | (12,415) | 128,360 | 256,600 | (23,853) | | 293,295 | 479,460 | 421,741 | 701,704 | (48,579) | 2,017,383 |
| 8.44% | 2.26% | -1.20% | 12.53% | 22.25% | -1.69% | 3.92% | 6.16% | 5.11% | 8.08% | -0.52% | 21.62% | | |

3RD Q YTD 2016-2021 TTL SALES TAXES

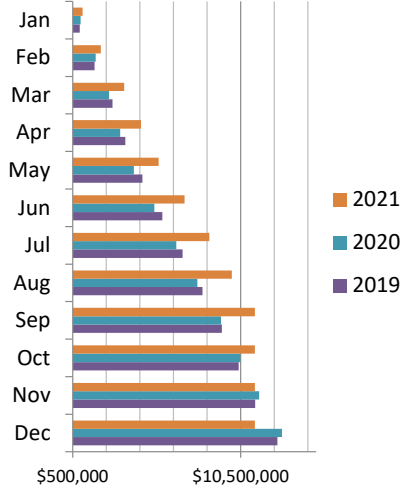


3RD Q YTD SALES TAX BY CATEGORY 2019-2021

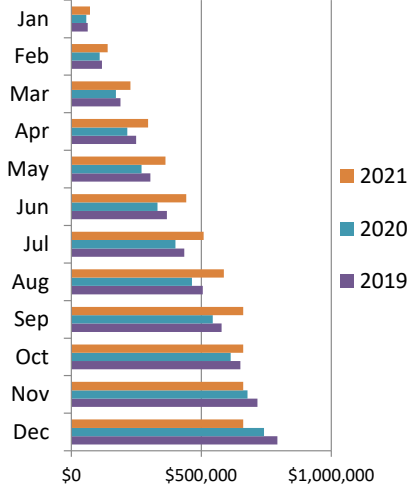


Town of Silverthorne
Sales Tax by Sector

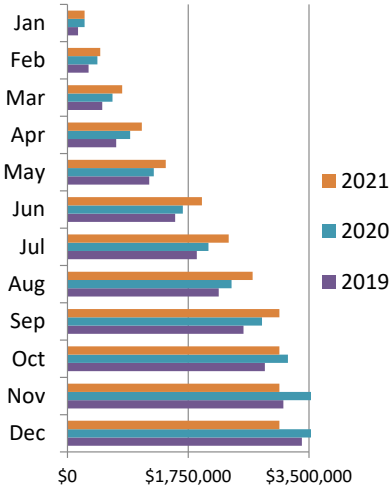
Year Over Year Comparison of Sales Tax by Category



| Total Sales Tax | | | | | | | |
|-----------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|------------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | % change 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 | \$1,399,163 | 74.20% |
| Apr | \$646,245 | \$687,808 | \$764,516 | \$769,877 | \$654,733 | \$995,477 | 52.04% |
| May | \$666,068 | \$726,443 | \$802,688 | \$1,019,604 | \$822,617 | \$1,043,114 | 26.80% |
| Jun | \$1,009,478 | \$1,072,383 | \$1,099,967 | \$1,191,209 | \$1,221,145 | \$1,552,762 | 27.16% |
| Jul | \$977,228 | \$1,068,708 | \$1,075,530 | \$1,192,519 | \$1,304,240 | \$1,467,979 | 12.55% |
| Aug | \$951,341 | \$984,853 | \$1,038,181 | \$1,193,502 | \$1,251,475 | \$1,336,094 | 6.76% |
| Sep | \$1,014,190 | \$1,037,088 | \$1,024,673 | \$1,153,033 | \$1,409,632 | \$1,385,779 | -1.69% |
| 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 |
| Total | \$10,724,079 | \$11,184,921 | \$11,648,768 | \$12,686,146 | \$12,963,456 | \$11,350,515 | 21.62% |



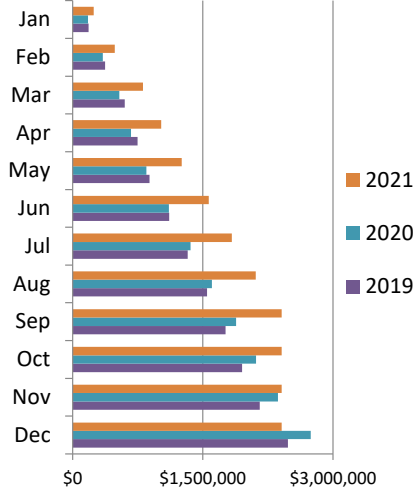
| Auto | | | | | | | |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | % change from PY |
| Jan | \$59,587 | \$70,101 | \$63,353 | \$63,189 | \$57,451 | \$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 | \$88,529 | 41.35% |
| Apr | \$78,237 | \$55,273 | \$64,081 | \$60,216 | \$44,130 | \$67,110 | 52.07% |
| May | \$66,987 | \$63,356 | \$62,160 | \$53,932 | \$53,787 | \$67,141 | 24.83% |
| Jun | \$78,079 | \$67,352 | \$70,097 | \$64,418 | \$62,103 | \$80,140 | 29.04% |
| Jul | \$66,894 | \$70,835 | \$68,415 | \$66,250 | \$68,275 | \$67,057 | -1.78% |
| Aug | \$77,545 | \$66,280 | \$75,510 | \$71,151 | \$64,490 | \$77,727 | 20.53% |
| Sep | \$81,689 | \$71,883 | \$62,414 | \$73,101 | \$79,448 | \$74,439 | -6.30% |
| 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 |
| Total | \$873,996 | \$819,607 | \$809,746 | \$792,959 | \$741,185 | \$661,333 | 21.60% |



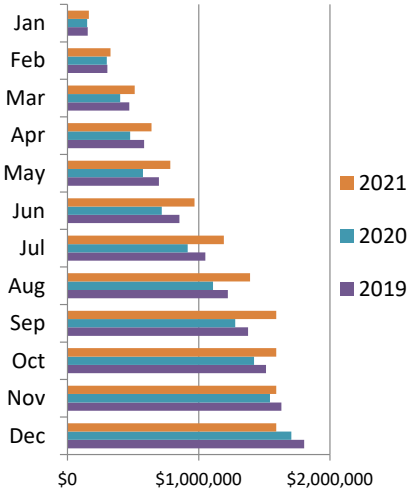
| Bldg Retail | | | | | | | |
|--------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | % change from PY |
| Jan | \$120,751 | \$168,108 | \$153,760 | \$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 | \$316,908 | 44.16% |
| Apr | \$132,840 | \$121,313 | \$238,757 | \$202,335 | \$252,918 | \$285,800 | 13.00% |
| May | \$166,019 | \$202,858 | \$245,558 | \$478,357 | \$343,518 | \$345,415 | 0.55% |
| Jun | \$278,854 | \$310,013 | \$307,781 | \$373,121 | \$423,535 | \$523,486 | 23.60% |
| Jul | \$203,941 | \$221,332 | \$244,377 | \$313,591 | \$371,475 | \$390,477 | 5.12% |
| Aug | \$198,034 | \$224,917 | \$244,769 | \$320,003 | \$330,870 | \$345,227 | 4.34% |
| Sep | \$281,000 | \$277,698 | \$293,464 | \$357,499 | \$443,862 | \$385,861 | -13.07% |
| 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 |
| Total | \$2,428,047 | \$2,517,584 | \$2,733,927 | \$3,399,042 | \$3,815,844 | \$3,069,188 | 8.85% |

Town of Silverthorne
Sales Tax by Sector

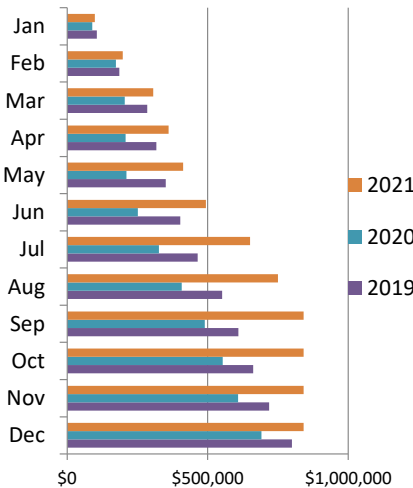
Year Over Year Comparison of Sales Tax by Category



| 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 | \$325,000 | 70.96% |
| Apr | \$149,127 | \$188,023 | \$139,211 | \$147,573 | \$134,238 | \$210,140 | 56.54% |
| May | \$153,178 | \$158,034 | \$149,945 | \$139,746 | \$177,548 | \$234,686 | 32.18% |
| Jun | \$216,633 | \$238,137 | \$233,423 | \$224,453 | \$257,957 | \$313,232 | 21.43% |
| Jul | \$191,245 | \$200,937 | \$193,321 | \$213,429 | \$251,007 | \$264,548 | 5.39% |
| Aug | \$201,213 | \$207,697 | \$191,212 | \$225,322 | \$245,658 | \$275,278 | 12.06% |
| Sep | \$209,426 | \$235,599 | \$193,104 | \$210,774 | \$277,527 | \$300,208 | 8.17% |
| 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 |
| Total | \$2,494,105 | \$2,640,243 | \$2,394,207 | \$2,479,339 | \$2,743,032 | \$2,409,631 | 27.97% |

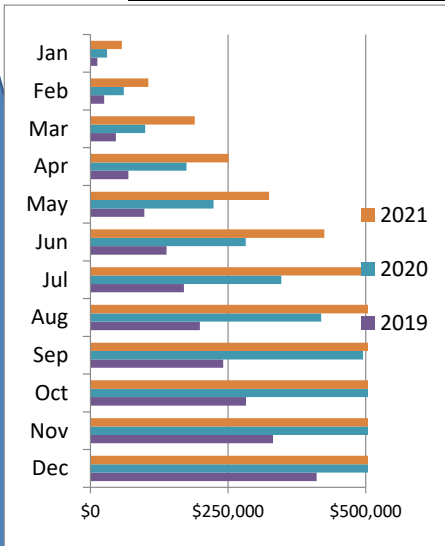


| Food & Liquor | | | | | | | |
|---------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|------------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | % change from PY |
| Jan | \$131,649 | \$135,920 | \$144,354 | \$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 | \$184,761 | 80.18% |
| Apr | \$101,339 | \$98,694 | \$113,784 | \$114,506 | \$76,197 | \$127,215 | 66.96% |
| May | \$96,090 | \$108,019 | \$115,475 | \$112,621 | \$97,170 | \$144,730 | 48.94% |
| Jun | \$138,306 | \$146,538 | \$161,344 | \$154,670 | \$142,258 | \$184,021 | 29.36% |
| Jul | \$158,077 | \$181,966 | \$186,654 | \$197,592 | \$198,570 | \$223,697 | 12.65% |
| Aug | \$154,294 | \$148,280 | \$173,951 | \$172,914 | \$192,378 | \$199,540 | 3.72% |
| Sep | \$139,326 | \$140,160 | \$147,993 | \$153,067 | \$169,933 | \$198,405 | 16.75% |
| 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 |
| Total | \$1,567,566 | \$1,624,816 | \$1,788,778 | \$1,803,041 | \$1,706,029 | \$1,590,049 | 24.34% |

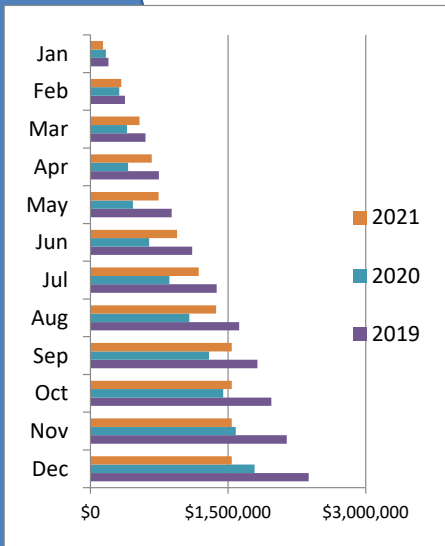


| Lodging | | | | | | | |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | % change from PY |
| Jan | \$50,669 | \$64,003 | \$74,095 | \$105,812 | \$88,758 | \$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 | \$107,696 | 241.81% |
| Apr | \$24,974 | \$26,442 | \$33,066 | \$32,840 | \$2,934 | \$55,233 | 1782.82% |
| May | \$18,956 | \$27,102 | \$26,950 | \$33,958 | \$2,868 | \$51,041 | 1679.85% |
| Jun | \$36,857 | \$45,589 | \$54,705 | \$51,435 | \$40,519 | \$81,357 | 100.79% |
| Jul | \$52,276 | \$64,917 | \$67,191 | \$61,819 | \$75,325 | \$157,048 | 108.49% |
| Aug | \$43,902 | \$56,080 | \$57,191 | \$86,637 | \$80,288 | \$99,424 | 23.83% |
| Sep | \$43,838 | \$49,148 | \$62,467 | \$58,317 | \$82,174 | \$91,411 | 11.24% |
| 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 |
| Total | \$530,252 | \$629,970 | \$741,916 | \$800,005 | \$690,813 | \$841,237 | 71.98% |

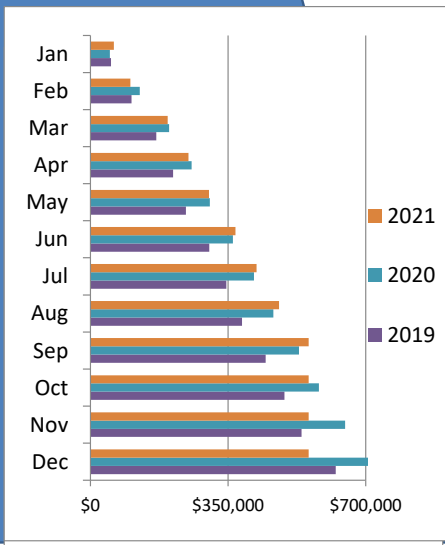
Year Over Year Comparison of Sales Tax by Category



| Online Retail | | | | | | | |
|---------------|------------|------------|------------------|------------------|------------------|------------------|---------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | % change | |
| | | | | | | 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 | \$84,728 | 116.77% |
| Apr | \$0 | \$0 | \$6,066 | \$22,422 | \$74,964 | \$61,479 | -17.99% |
| May | \$0 | \$0 | \$8,969 | \$29,385 | \$49,073 | \$73,578 | 49.93% |
| Jun | \$0 | \$0 | \$4,481 | \$39,986 | \$58,270 | \$100,338 | 72.19% |
| Jul | \$0 | \$0 | \$9,214 | \$31,564 | \$64,485 | \$78,450 | 21.65% |
| Aug | \$0 | \$0 | \$7,835 | \$29,360 | \$72,750 | \$92,067 | 26.55% |
| Sep | \$0 | \$0 | \$11,610 | \$41,998 | \$76,044 | \$87,379 | 14.91% |
| 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 |
| Total | \$0 | \$0 | \$120,096 | \$410,646 | \$742,907 | \$682,942 | 37.90% |

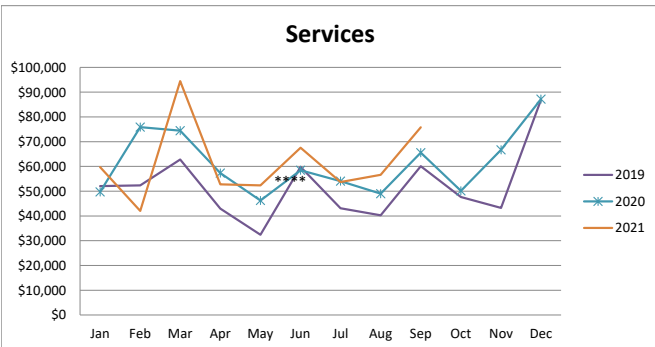
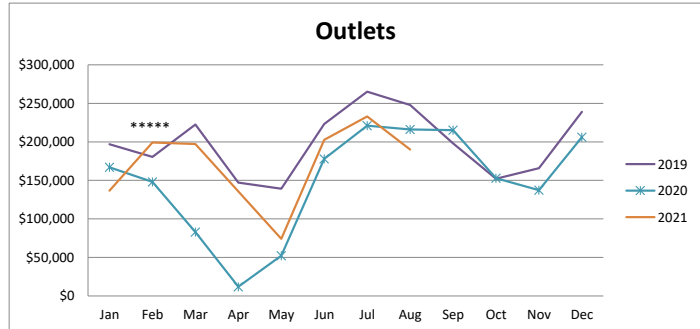
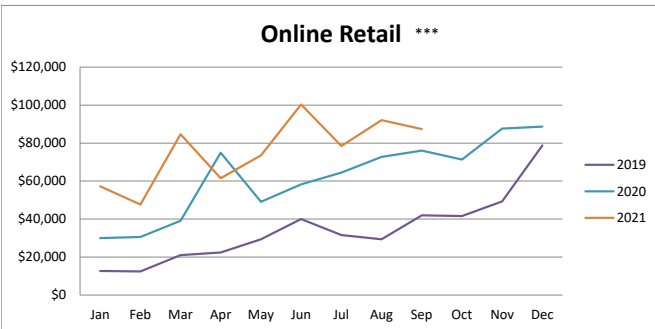
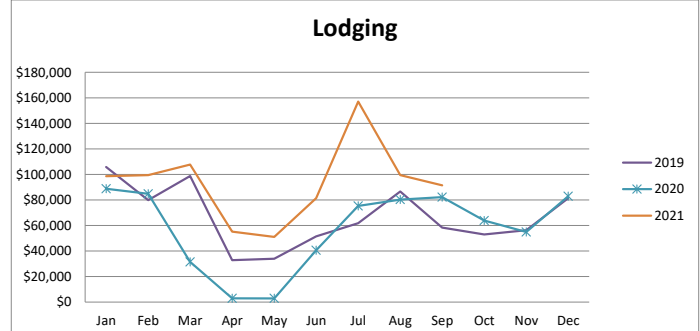
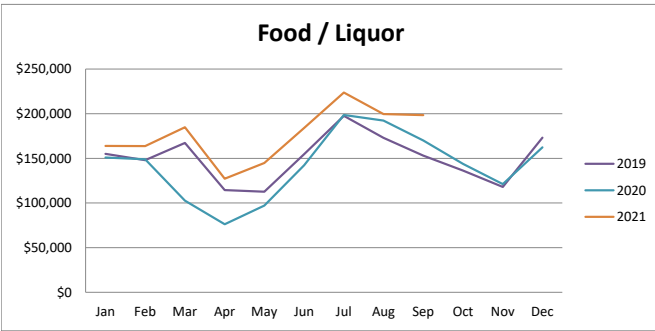
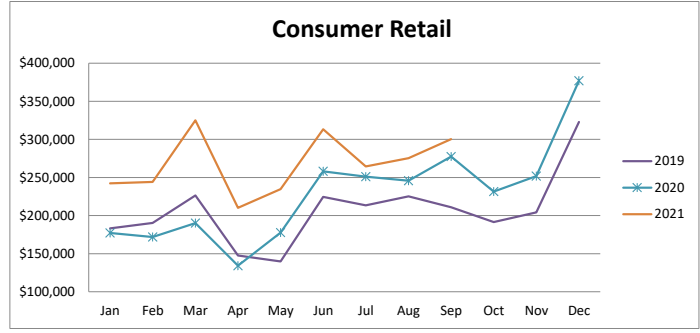
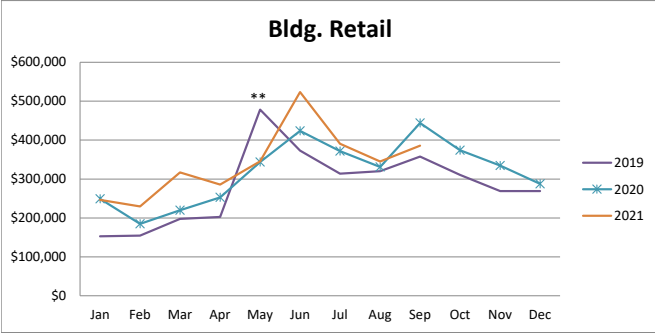
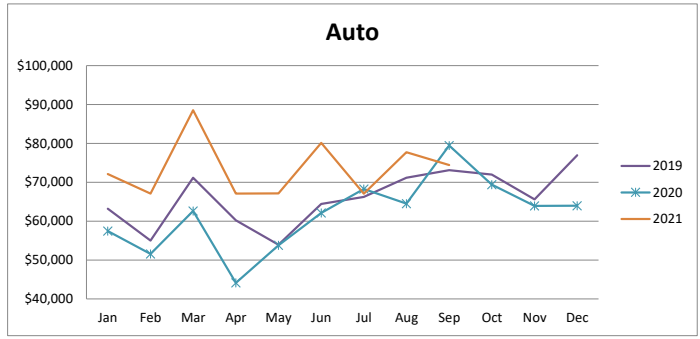
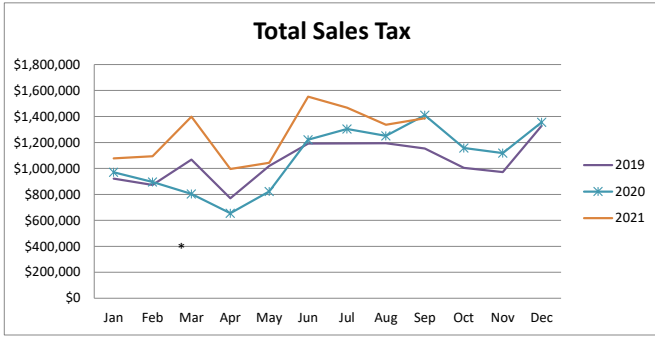


| Outlets | | | | | | | |
|--------------|--------------------|--------------------|--------------------|--------------------|--------------------|--------------------|---------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | % change | |
| | | | | | | 2021 | from PY |
| Jan | \$159,904 | \$145,597 | \$187,019 | \$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 | \$197,102 | 137.36% |
| Apr | \$127,134 | \$152,779 | \$134,443 | \$147,033 | \$12,019 | \$135,747 | 1029.45% |
| May | \$135,537 | \$134,248 | \$152,310 | \$139,196 | \$52,430 | \$74,161 | 41.45% |
| Jun | \$223,978 | \$222,184 | \$219,645 | \$223,289 | \$178,041 | \$202,630 | 13.81% |
| Jul | \$276,575 | \$284,232 | \$270,114 | \$265,140 | \$221,043 | \$233,000 | 5.41% |
| Aug | \$247,556 | \$251,010 | \$251,872 | \$247,847 | \$216,074 | \$190,197 | -11.98% |
| Sep | \$216,960 | \$216,457 | \$203,474 | \$198,194 | \$215,113 | \$172,242 | -19.93% |
| 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 |
| Total | \$2,386,077 | \$2,409,805 | \$2,378,476 | \$2,377,416 | \$1,789,038 | \$1,541,067 | 19.21% |



| Services | | | | | | | |
|--------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------|
| | 2016 | 2017 | 2018 | 2019 | 2020 | % change | |
| | | | | | | 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 | \$94,440 | 26.87% |
| Apr | \$32,593 | \$45,284 | \$35,108 | \$42,952 | \$57,335 | \$52,754 | -7.99% |
| May | \$29,301 | \$32,825 | \$41,321 | \$32,410 | \$46,224 | \$52,362 | 13.28% |
| Jun | \$36,771 | \$42,570 | \$48,491 | \$59,836 | \$58,461 | \$67,559 | 15.56% |
| Jul | \$28,221 | \$44,488 | \$36,245 | \$43,134 | \$54,059 | \$53,702 | -0.66% |
| Aug | \$28,797 | \$30,589 | \$35,841 | \$40,270 | \$48,966 | \$56,634 | 15.66% |
| Sep | \$41,951 | \$46,143 | \$50,147 | \$60,082 | \$65,532 | \$75,834 | 15.72% |
| 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 |
| Total | \$444,036 | \$542,896 | \$681,621 | \$623,698 | \$734,607 | \$555,067 | 4.62% |

Seasonality by Category: 2019-2021

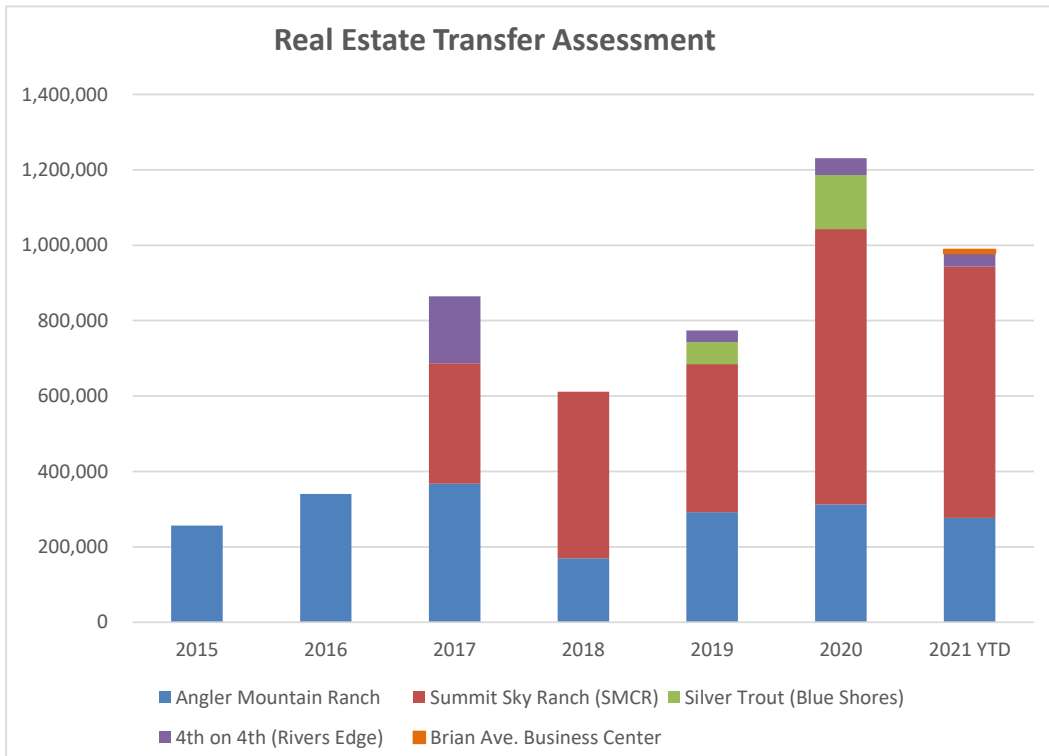


Outlets:
Sales/Promotions/Events:

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 - \$100K payment received in Feb and amended 70K in May 21

Real Estate Transfer Assessment

| | Angler Mountain Ranch | Summit Sky Ranch (SMCR) | Silver Trout (Blue Shores) | 4th on 4th (Rivers Edge) | Brian Ave. Business Center | River West (no RETA on 1st Sale) | Blue River Flats | 4th St Crossing (not yet built) | Summit Blue (not yet built) | Total |
|-----------------|-----------------------|-------------------------|----------------------------|--------------------------|----------------------------|----------------------------------|------------------|---------------------------------|-----------------------------|------------------|
| 2015 | 256,514 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 256,514 |
| 2016 | 340,160 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 340,160 |
| 2017 | 367,245 | 319,782 | 0 | 177,602 | 0 | 0 | 0 | 0 | 0 | 864,629 |
| 2018 | 169,380 | 442,192 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 611,572 |
| 2019 | 291,610 | 392,857 | 58,749 | 30,790 | 0 | 0 | 0 | 0 | 0 | 774,006 |
| 2020 | 312,436 | 730,606 | 143,481 | 44,605 | 0 | 0 | 0 | 0 | 0 | 1,231,128 |
| 2021 YTD | 276,777 | 667,464 | | 34,350 | 10,000 | 5,300 | 26,444 | 0 | 0 | 1,020,334 |
| TOTAL | 2,014,122 | 2,552,901 | 202,230 | 287,347 | 10,000 | 5,300 | 26,444 | 0 | 0 | 5,098,343 |



LODGING TAX COLLECTIONS: 2018-2021 COMPARISONS

| LODGING TAXES | 2018 | | 2017/2018 | | 2019 | | 2018/2019 | | 2020 | | 2019/2020 | | 2021 | | 2020/2021 | | 2020/2021 | | 2021 | | 2021 | | 2021 | |
|---------------|------------------|--------------|------------------|--------------|------------------|--------------|------------------|----------------|------------------|----------------|------------------|--------------|------------------|-----------|-----------|-----------------------|-----------|----------|-----------------------|-----------|----------|-----------------------|-----------|----------|
| | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | \$ Change | % Change | TOS Lodging Sales Tax | \$ Change | % Change | TOS Lodging Sales Tax | \$ Change | % Change | TOS Lodging Sales Tax | \$ Change | % 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% | 55,137 | 37,661 | 215.5% | 53,788 | 1,350 | 2.4% | | | | | | | | | | | | |
| Apr | 15,317 | 24.4% | 17,591 | 14.8% | 939 | -94.7% | 28,870 | 27,930 | 2974.0% | 28,900 | (30) | -0.1% | | | | | | | | | | | | |
| May | 11,641 | -0.5% | 16,858 | 44.8% | 742 | -95.6% | 26,684 | 25,942 | 3497.7% | 26,673 | 12 | 0.0% | | | | | | | | | | | | |
| June | 24,915 | 15.8% | 25,256 | 1.4% | 18,288 | -27.6% | 41,047 | 22,759 | 124.4% | 41,219 | (172) | -0.4% | | | | | | | | | | | | |
| July | 29,731 | 1.3% | 34,119 | 14.8% | 39,957 | 17.1% | 53,273 | 13,315 | 33.3% | 53,295 | (22) | 0.0% | | | | | | | | | | | | |
| Aug | 25,968 | 2.6% | 28,899 | 11.3% | 41,898 | 45.0% | 48,399 | 6,501 | 15.5% | 52,196 | (3,797) | -7.8% | | | | | | | | | | | | |
| Sept | 29,977 | 31.9% | 27,353 | -8.8% | 36,536 | 33.6% | 46,659 | 10,123 | 27.7% | 46,659 | 0 | 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% | | | | | | | | | | | | | | | |
| TOTAL | 320,265 | 11.5% | 363,982 | 13.7% | 348,099 | -4.4% | 399,867 | 154,243 | 62.8% | 401,842 | -1,975 | -0.5% | | | | | | | | | | | | |

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.

SALES AND LODGING BREAKOUT HOTEL/INN/B&B VS. SHORT TERM RENTALS

| SALES & LODGING TAXES | 2018 | | 2019 | | 2020 | | 2021 | | 2021 vs. 2020 | | | |
|-----------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|----------------|-------------------|-------------------------|------------------------|-----------------------------|----------------------------|
| | Hotel/Inn/B&B | Short Term Rental | Hotel/Inn/B&B | Short Term Rental | Hotel/Inn/B&B | Short Term Rental | Hotel/Inn/B&B | Short Term Rental | Hotel/Inn/B&B \$ Change | Hotel/Inn/B&B % Change | Short Term Rental \$ Change | Short Term Rental % Change |
| Jan | 86,555 | 19,109 | 93,839 | 66,615 | 81,827 | 56,100 | 62,054 | 86,891 | (19,773) | -24.16% | 30,791 | 54.89% |
| Feb | 93,747 | 11,099 | 94,014 | 27,118 | 94,867 | 43,293 | 69,942 | 78,990 | (24,925) | -26.27% | 35,697 | 82.45% |
| Mar | 104,240 | 36,403 | 110,685 | 43,715 | 36,927 | 9,538 | 81,678 | 81,313 | 44,751 | 121.19% | 71,775 | 752.53% |
| Apr | 39,022 | 9,528 | 41,254 | 9,790 | 123 | 21,853 | 35,222 | 48,820 | 35,099 | 28591.84% | 26,967 | 123.40% |
| May | 32,711 | 5,707 | 39,028 | 9,839 | 47 | 8,976 | 32,163 | 45,561 | 32,116 | 69008.21% | 36,584 | 407.6% |
| June | 62,934 | 16,531 | 51,148 | 56,034 | 29,357 | 33,866 | 57,913 | 64,393 | 28,555 | 97.27% | 30,527 | 90.1% |
| July | 85,184 | 11,663 | 74,362 | 28,020 | 55,923 | 62,490 | 76,644 | 91,408 | 20,721 | 37.05% | 28,919 | 46.3% |
| Aug | 70,580 | 12,477 | 62,737 | 21,813 | 56,965 | 67,172 | 74,711 | 76,223 | 17,745 | 31.15% | 9,051 | 123.5% |
| Sept | 58,751 | 33,708 | 61,244 | 38,766 | 49,632 | 73,883 | 59,913 | 78,929 | 10,282 | 20.72% | 5,046 | 6.8% |
| Oct | 41,487 | 13,931 | 46,119 | 28,051 | 40,987 | 59,078 | | | | | | |
| Nov | 40,091 | 48,643 | 44,239 | 55,307 | 26,520 | 57,010 | | | | | | |
| Dec | 81,948 | 74,142 | 75,196 | 58,754 | 56,454 | 75,559 | | | | | | |
| TOTAL | 797,250 | 292,941 | 793,864 | 443,824 | 529,630 | 568,818 | 550,239 | 652,528 | 144,571 | 35.64% | 275,357 | 73.01% |

DEVELOPMENT EXCISE TAX COLLECTIONS: 2018-2021 COMPARISONS

| EXCISE TAXES | 2018 | | 2017/2018 | | 2019 | | 2018/2019 | | 2020 | | 2019/2020 | | 2021 | | 2020/2021 | | 2020/2021 | | 2020 | | 2020 | | 2021 | |
|--------------|------------------|--------------|------------------|--------------|------------------|---------------|------------------|----------------|------------------|----------------|------------------|------------|------------------|-----------|-----------|------------------|-----------------|------------------|-----------------|------------------|-----------------|------------------|-----------------|--|
| | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | % Change | Amount Collected | \$ Change | % Change | Total Sq Footage | New Res Permits | Total Sq Footage | New Res Permits | Total Sq Footage | New Res Permits | Total Sq Footage | 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% | 82,630 | 32,362 | 64.4% | 41,315 | 9 | 19 | | | | | | | | | | | | |
| Apr | 7,530 | -84.5% | 82,502 | 995.6% | 0 | -100.0% | 33,100 | 33,100 | N/A | 16,550 | 0 | 6 | | | | | | | | | | | | |
| May | 42,018 | 73.2% | 123,620 | 194.2% | 48,300 | -60.9% | 116,630 | 68,330 | 141.5% | 58,315 | 7 | 27 | | | | | | | | | | | | |
| June | 49,160 | -33.0% | 129,000 | 162.4% | 99,708 | -22.7% | 42,134 | (57,574) | -57.7% | 21,067 | 15 | 7 | | | | | | | | | | | | |
| July | 110,038 | 35.1% | 80,304 | -27.0% | 86,722 | 8.0% | 64,558 | (22,164) | -25.6% | 32,279 | 13 | 13 | | | | | | | | | | | | |
| Aug | 137,524 | 228.2% | 24,824 | -81.9% | 43,138 | 73.8% | 136,192 | 93,054 | 215.7% | 68,096 | 8 | 25 | | | | | | | | | | | | |
| Sept | 83,186 | 67.3% | 100,348 | 20.6% | 102,888 | 2.5% | 65,945 | (36,943) | -35.9% | 32,973 | 11 | 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 | | | | | | | | | | | | | |
| TOTAL | 599,174 | 19.4% | 824,054 | 37.5% | 692,536 | -16.0% | 648,093 | 181,229 | 38.8% | 324,047 | 137 | 121 | | | | | | | | | | | | |