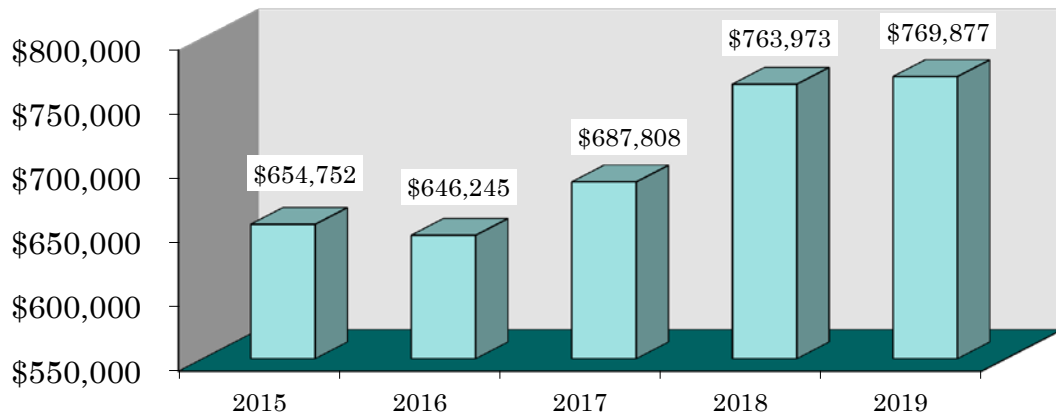


**SILVERTHORNE SALES TAX BY MONTH
FOR April 2019 SALES**

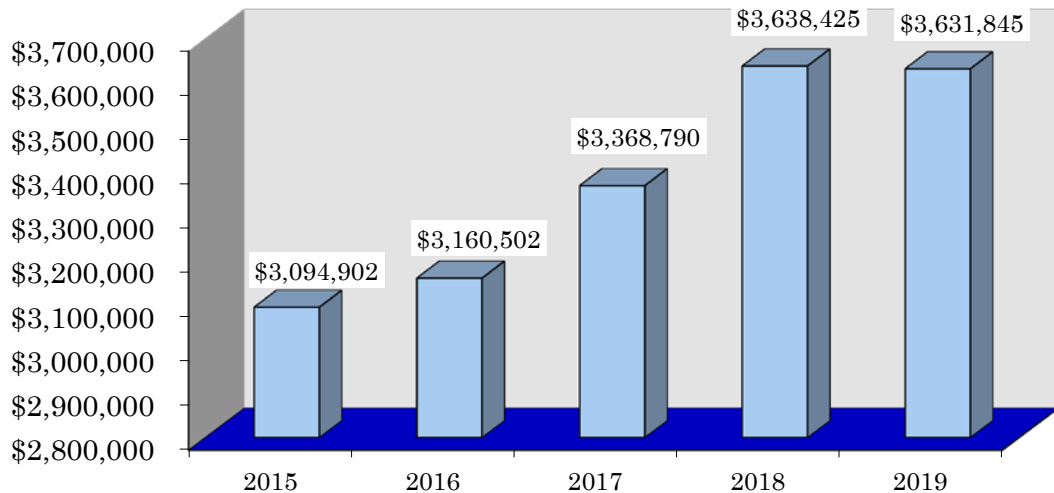
CHART A:	2015	14-15	2016	15-16	2017	16-17	2018	17-18	2019	18-19
MONTH	% CHANGE		% CHANGE		% CHANGE		% CHANGE		% CHANGE	
JAN	765,758	10.71%	766,848	0.14%	818,538	6.74%	885,926	8.23%	921,759	4.04%
FEB	713,637	4.56%	763,151	6.94%	819,529	7.39%	925,320	12.91%	872,856	-5.67%
MARCH	960,756	9.30%	984,257	2.45%	1,042,916	5.96%	1,063,206	1.95%	1,067,352	0.39%
APRIL	654,752	7.94%	646,245	-1.30%	687,808	6.43%	763,973	11.07%	769,877	0.77%
MAY	630,889	1.79%	666,067	5.58%	726,443	9.06%	803,231	10.57%		
JUNE	934,593	7.53%	1,009,478	8.01%	1,072,383	6.23%	1,099,967	2.57%		
JULY	957,634	7.50%	977,228	2.05%	1,068,708	9.36%	1,075,530	0.64%		
AUG	932,217	4.38%	951,341	2.05%	984,853	3.52%	1,038,181	5.41%		
SEPT	935,275	11.78%	1,014,189	8.44%	1,037,088	2.26%	1,024,673	-1.20%		
OCT	725,760	6.63%	896,612	23.54%	797,367	-11.07%	848,734	6.44%		
NOV	760,614	6.57%	865,772	13.83%	919,649	6.22%	891,605	-3.05%		
DEC	1,201,862	12.83%	1,182,890	-1.58%	1,209,640	2.26%	1,228,422	1.55%		
YTD TTL:	10,173,746		10,724,078		11,184,921		11,648,768		3,631,845	
%CHANGE FROM YEAR TO YEAR:		7.90%		5.41%		4.30%		4.15%		26.35%

EXHIBIT IA: SALES TAXES COLLECTED APRIL



%CHANGE FROM PRIOR YEAR	2015	2016	2017	2018	2019
	7.94%	-1.30%	6.43%	11.07%	0.77%

EXHIBIT IB: YTD SALES TAX COLLECTIONS AS OF APRIL 2015-2019



%CHANGE FROM PRIOR YEAR	2015	2016	2017	2018	2019
	8.22%	2.12%	6.59%	8.00%	-0.18%

Exhibit IA & Exhibit IB show the Town of Silverthorne's collections by month and year-to-date (YTD) for the years 2014-2018, with the following results:

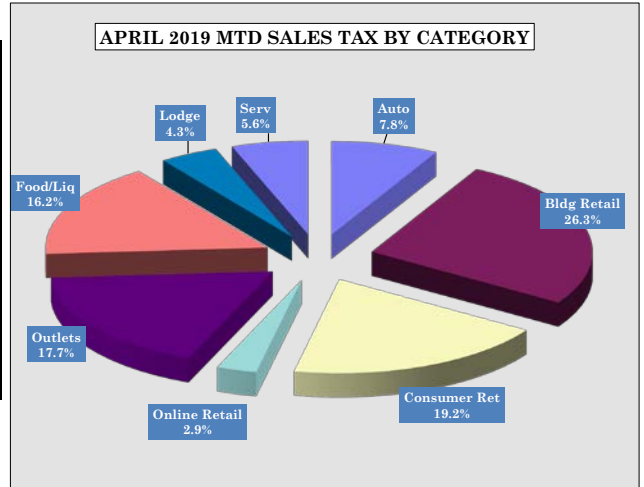
April sales tax collections increased by \$5,904 or .77% over 2018.

2019 YTD collections decreased \$6,580 or minus 0.18% over 2018 collections.

SALES TAX BY CATEGORY

EXHIBIT IIA: APRIL SALES TAX BY CATEGORY

Category	2018	2019	\$Inc/(Dec)	% Inc/(Dec)
Auto	\$64,081	\$60,216	(\$3,864)	-6.03%
Bldg Retail	\$238,757	\$202,335	(\$36,422)	-15.25%
Consumer Ret	\$139,211	\$147,573	\$8,361	6.01%
Online Retail	\$6,066	\$22,422	\$16,356	269.65%
Outlets	\$134,443	\$136,610	\$2,167	1.61%
Food/Liq	\$113,784	\$124,929	\$11,145	9.79%
Lodge	\$33,066	\$32,840	(\$226)	-0.68%
Serv	\$35,108	\$42,952	\$7,844	22.34%
TOTAL	\$764,516	\$769,877	\$5,361	0.70%



The Outlets category increased \$2,167 or up 1.61% when compared with April 2018; YTD is down \$41,847 or minus 5.75%.

The results by Phase are as follows:

Phase I is up \$6,356 or 15.11%.

YTD is up \$42,387 or 17.66%

Phase II is down \$4,129 or minus 5.53%.

YTD is down \$69,739 or minus 18.33%

Phase III is down \$60 or minus 0.34%.

YTD is down \$14,495 or minus 13.55%

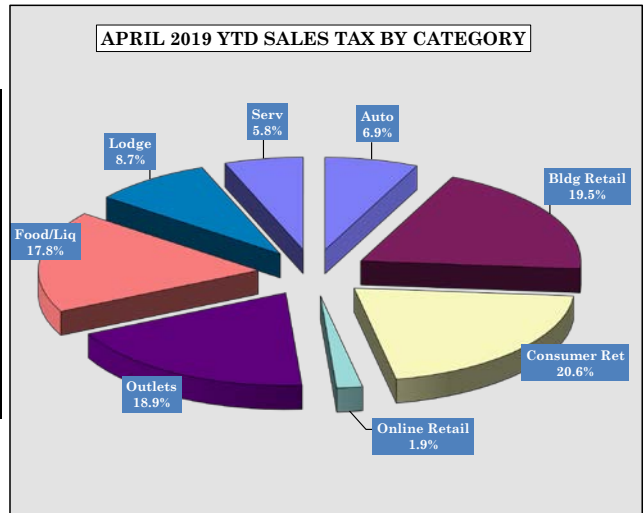
The "Sales Tax by Category" Exhibits IIA & IIB compare the April sales taxes collected by Outlets, Building Retail, Consumer Retail, Online Retail, Food/Liquor, Lodging, Automotive, and Services with the following results:

The Building Retail category was April's highest sales tax category at 26.3% and YTD at 19.5%.

The Consumer Retail category had April's 2nd largest sales tax collections at 19.2% and YTD at 20.6%.

EXHIBIT IIB: APRIL YTD SALES TAX

Category	2018	2019	\$Inc/(Dec)	% Inc/(Dec)
Auto	\$257,796	\$249,579	(\$8,217)	-3.19%
Bldg Retail	\$705,724	\$707,637	\$1,913	0.27%
Consumer Ret	\$760,018	\$747,174	(\$12,845)	-1.69%
Online Retail	\$36,134	\$68,641	\$32,507	89.96%
Outlets	\$727,355	\$685,508	(\$41,847)	-5.75%
Food/Liq	\$565,831	\$646,071	\$80,240	14.18%
Lodge	\$273,891	\$317,168	\$43,277	15.80%
Serv	\$312,217	\$210,066	(\$102,152)	-32.72%
TOTAL	\$3,638,968	\$3,631,844	(\$7,124)	-0.20%



The tables to the left of the "Sales Tax by Category" exhibits show the industry comparisons by month and YTD.

- ▶ The Online Retail, a new category had the highest April dollar increase, \$16,356 or 269.65%; YTD up \$32,507 or 89.96%.
- ▶ The Food & Liquor category had the 2nd highest April dollar increase, \$11,145 or 9.79%; YTD up \$80,240 or 14.18%.
- ▶ The Building Retail category was down \$36,422 or minus 15.25%; YTD up \$1,913 or 0.27%.

Outlets at Silverthorne (OS):

Promotions:

The Outlets completed a Father's Day hat giveaway coinciding with a Father's Day Sale. In addition, from 6/15-8/15, customers spending over \$100 will receive a \$20 voucher towards a rafting trip with Performance Tours Rafting.

Events:

6/7: The Outlets participated in the Town of Silverthorne's First Friday Event.

6/11: We hosted our second community blood drive with Vitalant.

7/7: We will be hosting a car show that will benefit Carriage House Early Learning Center.

Sales:

The Outlets just wrapped up their Father's Day Sale which ran from 6/7 - 6/16.

The Independence Day Sale will run from 6/28 - 7/7.

SALES TAX COLLECTIONS: ACTUAL VS BUDGET 2019 YTD					
EXHIBIT III-ACTUAL VS. BUDGET TABLE					
SALES MONTH	2019 BUDGET BY MONTH	2019 ACTUAL BY MONTH	2019 BUDGET YTD	2019 ACTUAL YTD	ACTUAL AS A % OF 2019 BUDGET YTD
JAN	\$899,184	\$921,759	\$899,184	\$921,759	102.51%
FEB	\$920,796	\$872,856	\$1,819,980	\$1,794,615	98.61%
MAR	\$1,110,806	\$1,067,352	\$2,930,786	\$2,861,967	97.65%
APR	\$791,420	\$769,877	\$3,722,206	\$3,631,844	97.57%
MAY	\$781,281		\$4,503,487		
JUNE	\$1,145,805		\$5,649,292		
JULY	\$1,131,246		\$6,780,538		
AUG	\$1,067,286		\$7,847,824		
SEPT	\$1,087,374		\$8,935,198		
OCT	\$868,461		\$9,803,659		
NOV	\$955,561		\$10,759,220		
DEC	\$1,300,650		\$12,059,870		

► The budget numbers are based on a 3.5% increase from 2018 sales tax revenues of \$11,648,768

LODGING TAX COLLECTIONS: 2016-2019 COMPARISONS										
EXHIBIT IV-LODGING TAX TABLE										
LODGING TAXES	2016 Amount Collected	2015/2016 % Change	2017 Amount Collected	2016/2017 % Change	2018 Amount Collected	2017/2018 % Change	2019 Amount Collected	2018/2019 \$ Change	2018/2019 % Change	
Jan	28,351	41.1%	31,010	9.4%	30,760	-0.8%	52,651	21,891	71.2%	
Feb	30,836	47.8%	29,968	-2.8%	31,598	5.4%	37,768	6,169	19.5%	
Mar	41,922	32.0%	44,954	7.2%	46,736	4.0%	47,850	1,114	2.4%	
Apr	12,404	43.8%	12,314	-0.7%	15,317	24.4%	17,591	2,274	14.8%	
May	9,728	68.0%	11,705	20.3%	11,641	-0.5%			0.0%	
June	17,220	43.0%	21,516	24.9%	24,915	15.8%			0.0%	
July	26,466	46.5%	29,345	10.9%	29,731	1.3%			0.0%	
Aug	22,309	57.0%	25,309	13.4%	25,968	2.6%			0.0%	
Sept	22,702	75.4%	22,727	0.1%	29,977	31.9%			0.0%	
Oct	12,014	57.5%	13,702	14.1%	14,609	6.6%			0.0%	
Nov	11,119	73.7%	12,427	11.8%	30,262	143.5%			0.0%	
Dec	31,761	8.4%	32,203	1.4%	28,750	-10.7%			0.0%	
TOTAL	266,831	42.1%	287,181	7.6%	320,265	11.5%	155,859	31,447	25.3%	

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

DEVELOPMENT EXCISE TAX COLLECTIONS: 2016-2019 COMPARISONS												
EXHIBIT V-EXCISE TAX TABLE												
EXCISE TAXES	2016 Amount Collected	2015/2016 % Change	2017 Amount Collected	2016/2017 % Change	2018 Amount Collected	2017/2018 % Change	2019 Amount Collected	2018/2019 \$ Change	2018/2019 % Change	2019 Total Sq Footage	2018 New Res Permits	2019 New Res Permits
Jan	17,008	145.8%	0	-100.0%	25,490		41,338	15,848	62.2%	20,669	3	6
Feb	32,962	189.9%	44,612	35.3%	0	-100.0%	38,168	38,168		19,084	0	8
Mar	67,572	156.2%	58,386	-13.6%	22,608	-61.3%	68,452	45,844	202.8%	34,226	2	12
Apr	184,482	440.7%	48,516	-73.7%	7,530	-84.5%	62,762	55,232	733.5%	31,381	1	11
May	56,990	168.4%	24,262	-57.4%	42,018	73.2%	113,736	71,718	170.7%	56,868	4	20
June	77,074	172.4%	73,382	-4.8%	49,160	-33.0%			0.0%	0	6	
July	26,156	-57.4%	81,422	211.3%	110,038	35.1%			0.0%	0	17	
Aug	88,574	61.2%	41,900	-52.7%	137,524	228.2%			0.0%	0	20	
Sept	24,920	-26.6%	49,722	99.5%	83,186	67.3%			0.0%	0	11	
Oct	66,984	148.9%	37,866	-43.5%	41,766	10.3%			0.0%	0	5	
Nov	10,984	-70.7%	29,481	168.4%	14,084	-52.2%			0.0%	0	3	
Dec	9,868	32.9%	12,114	22.8%	65,770	442.9%			0.0%	0	13	
TOTAL	663,574	89.4%	501,663	-24.4%	599,174	19.4%	324,456	226,810	232.3%	162,228	85	57