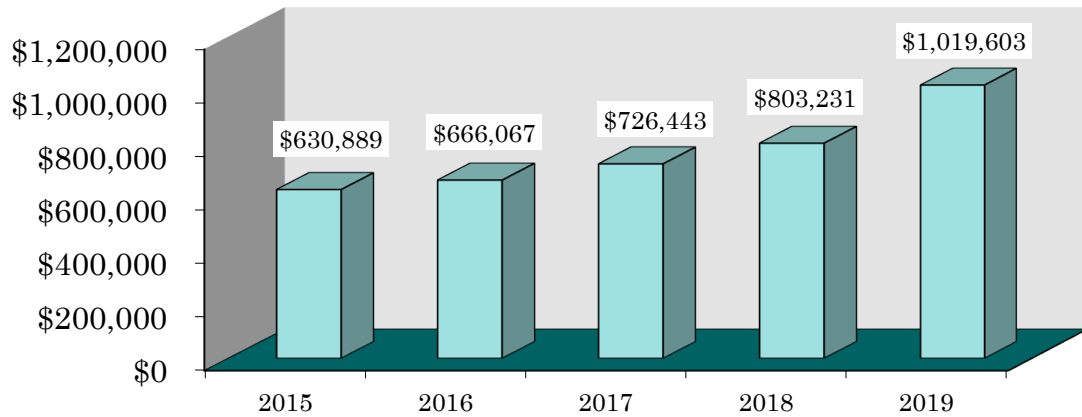


**SILVERTHORNE SALES TAX BY MONTH
FOR April 2019 SALES**

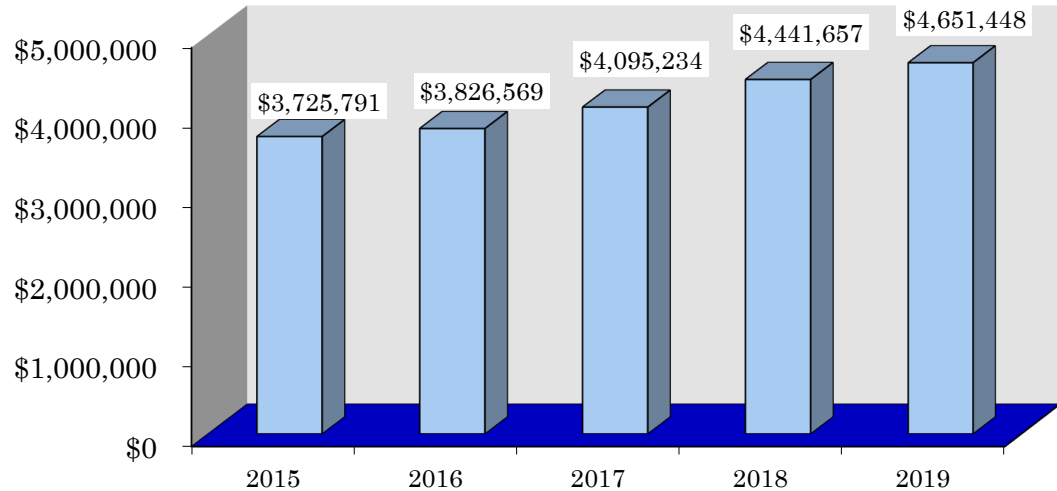
CHART A:	2015	14-15	2016	15-16	2017	16-17	2018	17-18	2019	18-19
MONTH	% CHANGE		% CHANGE		% CHANGE		% CHANGE		% CHANGE	
JAN	765,758	10.71%	766,848	0.14%	818,538	6.74%	885,926	8.23%	921,759	4.04%
FEB	713,637	4.56%	763,151	6.94%	819,529	7.39%	925,320	12.91%	872,856	-5.67%
MARCH	960,756	9.30%	984,257	2.45%	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%	1,019,603	26.94%
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		4,651,448	
%CHANGE FROM YEAR TO YEAR:		7.90%		5.41%		4.30%		4.15%		4.72%

EXHIBIT IA: SALES TAXES COLLECTED MAY



%CHANGE FROM PRIOR YEAR	2015	2016	2017	2018	2019
	1.79%	5.58%	9.06%	10.57%	26.94%

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



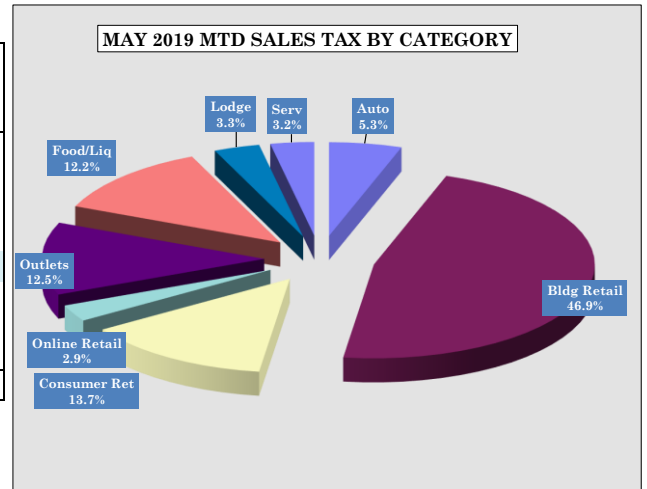
%CHANGE FROM PRIOR YEAR	2015	2016	2017	2018	2019
	7.08%	2.70%	7.02%	8.46%	4.72%

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:
May sales tax collections increased by \$216,372 or 26.94% over 2018.
2019 YTD collections increased \$209,791 or 4.72% over 2018 collections.

SALES TAX BY CATEGORY

EXHIBIT IIA: MAY SALES TAX BY CATEGORY

Category	2018	2019	\$Inc/(Dec)	% Inc/(Dec)
Auto	\$62,160	\$53,932	(\$8,228)	-13.24%
Bldg Retail	\$245,558	\$478,357	\$232,799	94.80%
Consumer Ret	\$149,945	\$139,746	(\$10,198)	-6.80%
Online Retail	\$8,969	\$29,385	\$20,416	227.62%
Outlets	\$152,310	\$127,704	(\$24,606)	-16.16%
Food/Liq	\$115,475	\$124,113	\$8,638	7.48%
Lodge	\$26,950	\$33,958	\$7,007	26.00%
Serv	\$41,321	\$32,410	(\$8,911)	-21.57%
TOTAL	\$802,688	\$1,019,604	\$216,916	27.02%



The Outlets category decreased \$24,606 or down 16.16% when compared with May 2018; YTD is down \$66,453 or minus 7.55%.

The results by Phase are as follows:

Phase I is down \$167 or 0.35%.
YTD is up \$42,220 or 14.69%

Phase II is down \$21,211 or minus 24.64%.
YTD is down \$90,950 or minus 19.50%

Phase III is down \$3,228 or minus 17.17%.
YTD is down \$17,723 or minus 14.09%

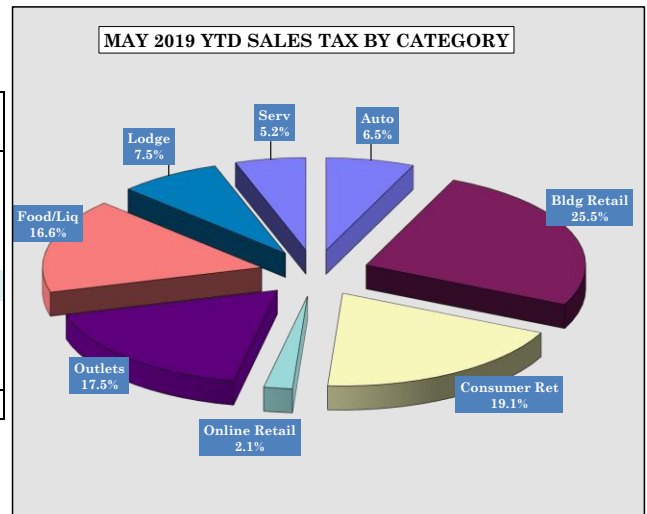
The "Sales Tax by Category" Exhibits IIA & IIB compare the May sales taxes collected by Outlets, Building Retail, Consumer Retail, Online Retail, Food/Liquor, Lodging, Automotive, and Services with the following results:

The Building Retail category was May's highest sales tax category at 46.9% and YTD at 25.5%.

The Consumer Retail category had May's 2nd largest sales tax collections at 13.7% and YTD at 19.1%.

EXHIBIT IIB: MAY YTD SALES TAX

Category	2018	2019	\$Inc/(Dec)	% Inc/(Dec)
Auto	\$319,956	\$303,511	(\$16,445)	-5.14%
Bldg Retail	\$951,282	\$1,185,994	\$234,712	24.67%
Consumer Ret	\$909,963	\$886,920	(\$23,043)	-2.53%
Online Retail	\$45,104	\$98,026	\$52,923	117.34%
Outlets	\$879,665	\$813,212	(\$66,453)	-7.55%
Food/Liq	\$681,306	\$770,184	\$88,878	13.05%
Lodge	\$300,841	\$351,125	\$50,284	16.71%
Serv	\$353,539	\$242,476	(\$111,063)	-31.41%
TOTAL	\$4,441,656	\$4,651,448	\$209,792	4.72%



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

- ▶ The Building Retail, a new category had the highest May dollar increase, \$232,799 or 94.8%; YTD up \$234,712 or 24.67%.
- ▶ The Online Retail category had the 2nd highest May dollar increase, \$20,416 or 227.62%; YTD up \$52,923 or 117.34%.
- ▶ The Outlets category was down \$24,606 or minus 16.16%; YTD down \$66,453 or 7.55%.

Outlets at Silverthorne (OS):

Promotions:

The Outlets are presenting a \$20 Performance Tours Rafting voucher with a purchase of \$100 at any Outlet store now through August 15th. Additionally, the Outlets are presenting a Tommy Hilfiger Duffel Bag valued at \$40 as a Back to School promotion with the purchase of \$100 now through August 31st.

Events:

7/7: The Outlets hosted a charity car show which benefitted the Carriage House Early Learning Center.

8/10: Join the Outlets for an imaginative, fantastical, magical day from 12-3PM for the Unicorn Ploozza. This free event will be held in the Blue Village in front of Nike/Polo Ralph Lauren. There will be unicorn rides, a petting zoo, airbrush face painting, unicorn bounce house, popcorn, cotton candy, and princess meet and greets with Anna, Elsa, Cinderella, and Jasmine!

Sales:

The Outlets just wrapped up their Independence Day Sidewalk Sale which ran 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	\$1,019,603	\$4,503,487	\$4,651,448	103.29%
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%	16,858	5,217	44.8%
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%	172,717	36,664	26.9%

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%	112,536	70,518	167.8%	56,268	4	20
June	77,074	172.4%	73,382	-4.8%	49,160	-33.0%	117,910	68,750	139.8%	58,955	6	20
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%	441,166	294,360	200.5%	220,583	85	77