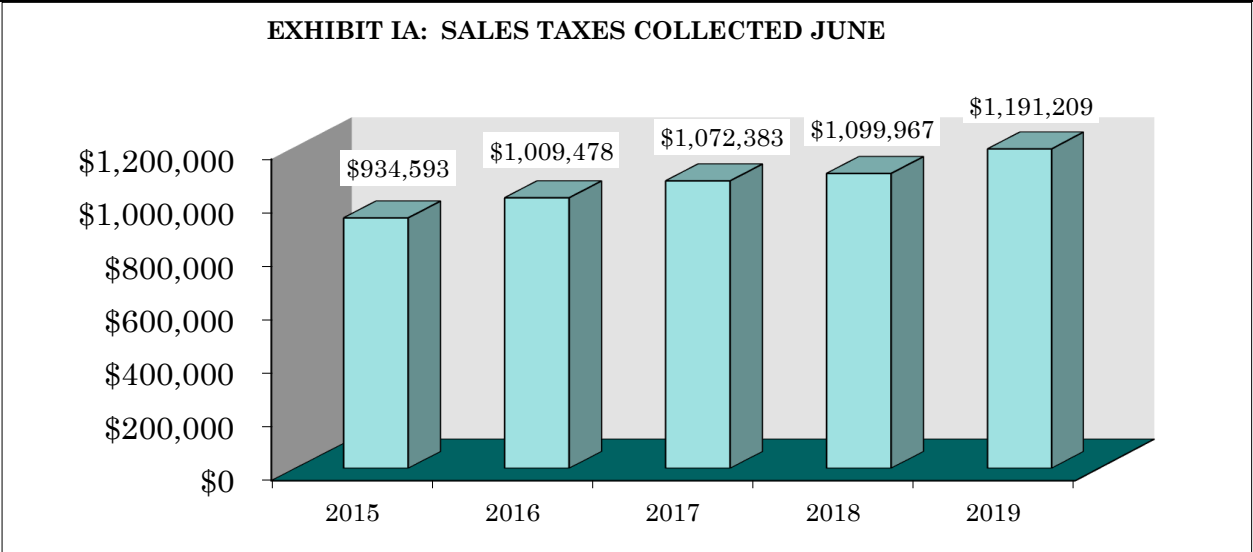


**SILVERTHORNE SALES TAX BY MONTH  
FOR June 2019 SALES**

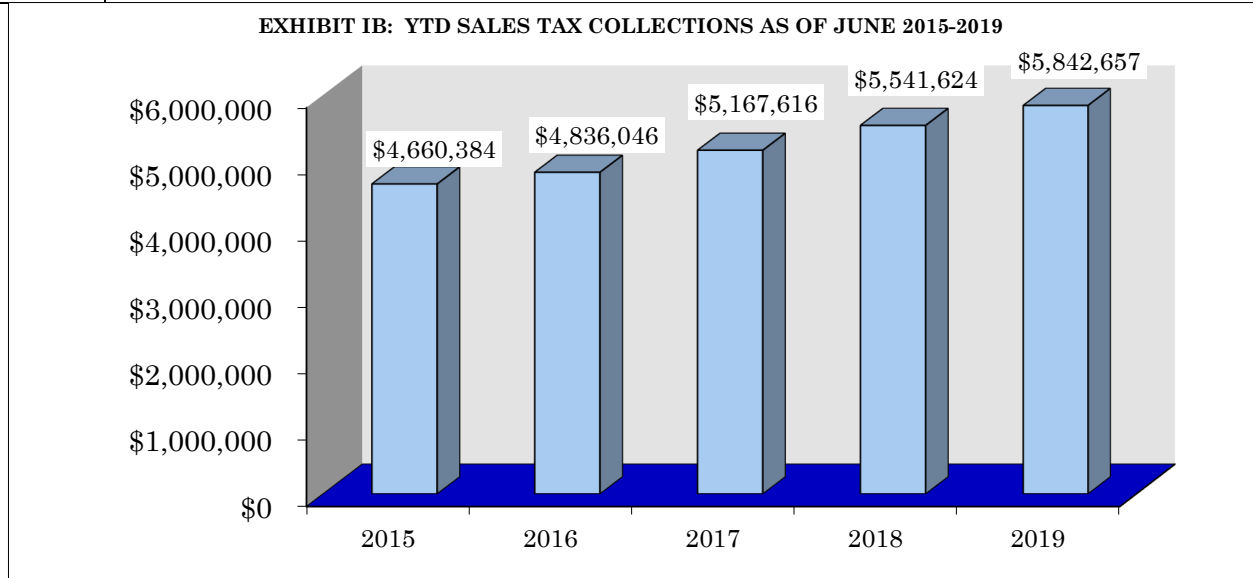
<b>CHART A:</b>	2015	14-15	2016	15-16	2017	16-17	2018	17-18	2019	18-19
MONTH	% CHANGE		% CHANGE		% CHANGE		% CHANGE		% CHANGE	
JAN	765,758	10.71%	766,848	0.14%	818,538	6.74%	885,926	8.23%	921,759	4.04%
FEB	713,637	4.56%	763,151	6.94%	819,529	7.39%	925,320	12.91%	872,856	-5.67%
MARCH	960,756	9.30%	984,257	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%	1,191,209	8.29%
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%		
<b>YTD TTL:</b>	<b>10,173,746</b>		<b>10,724,078</b>		<b>11,184,921</b>		<b>11,648,768</b>		<b>5,842,657</b>	
<b>%CHANGE FROM YEAR TO YEAR:</b>		<b>7.90%</b>		<b>5.41%</b>		<b>4.30%</b>		<b>4.15%</b>		<b>5.43%</b>

**EXHIBIT IA: SALES TAXES COLLECTED JUNE**



<b>%CHANGE FROM PRIOR YEAR</b>	2015	2016	2017	2018	2019
	7.53%	8.01%	6.23%	2.57%	8.29%

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



<b>%CHANGE FROM PRIOR YEAR</b>	2015	2016	2017	2018	2019
	7.17%	3.77%	6.86%	7.24%	5.43%

**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:**

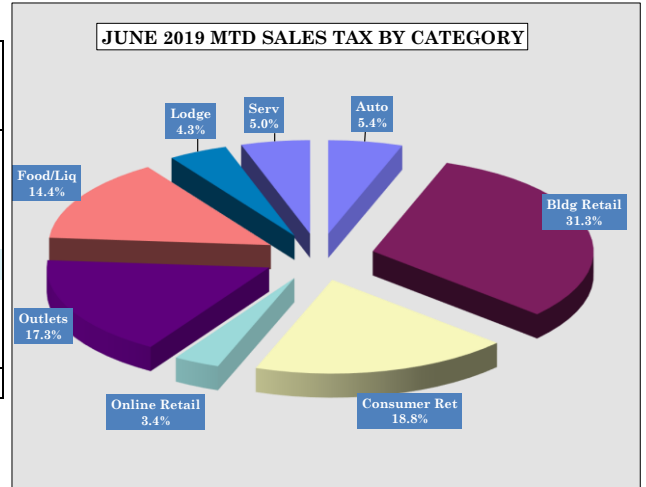
**Jun sales tax collections increased by \$91,242 or 8.29% over 2018.**

**2019 YTD collections increased \$301,033 or 5.43% over 2018 collections.**

**SALES TAX BY CATEGORY**

**EXHIBIT IIA: JUNE SALES TAX BY CATEGORY**

Category	2018	2019	\$Inc/(Dec)	% Inc/(Dec)
Auto	\$70,097	\$64,418	(\$5,678)	-8.10%
Bldg Retail	\$307,781	\$373,121	\$65,339	21.23%
Consumer Ret	\$233,423	\$224,453	(\$8,970)	-3.84%
Online Retail	\$4,481	\$39,986	\$35,505	792.32%
Outlets	\$219,645	\$206,337	(\$13,308)	-6.06%
Food/Liq	\$161,344	\$171,623	\$10,278	6.37%
Lodge	\$54,705	\$51,435	(\$3,269)	-5.98%
Serv	\$48,491	\$59,836	\$11,345	23.40%
<b>TOTAL</b>	<b>\$1,099,967</b>	<b>\$1,191,209</b>	<b>\$91,242</b>	<b>8.29%</b>



The Outlets category decreased \$13,308 or down 6.06% when compared with June 2018; YTD is down \$79,761 or minus 7.26%.

The results by Phase are as follows:

Phase I (Red) is down \$182 or 0.25%.  
YTD is up \$42,038 or 11.69%

Phase II (Blue) is down \$11,395 or minus 9.45%.  
YTD is down \$102,345 or minus 17.43%

Phase III (Green) is down \$1,731 or minus 6.46%.  
YTD is down \$19,454 or minus 12.75%

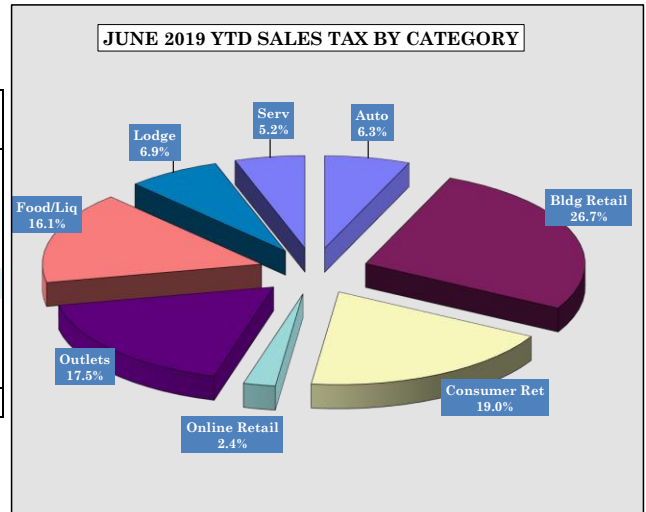
The “Sales Tax by Category” Exhibits IIA & IIB compare the June sales taxes collected by Outlets, Building Retail, Consumer Retail, Online Retail, Food/Liquor, Lodging, Automotive, and Services with the following results:

The Building Retail category was June's highest sales tax category at 31.3% and YTD at 26.7%.

The Consumer Retail category had June's 2nd largest sales tax collections at 18.8% and YTD at 19.0%.

**EXHIBIT IIB: JUNE YTD SALES TAX**

Category	2018	2019	\$Inc/(Dec)	% Inc/(Dec)
Auto	\$390,052	\$367,929	(\$22,123)	-5.67%
Bldg Retail	\$1,259,063	\$1,559,115	\$300,051	23.83%
Consumer Ret	\$1,143,386	\$1,111,372	(\$32,014)	-2.80%
Online Retail	\$49,585	\$138,012	\$88,428	178.34%
Outlets	\$1,099,310	\$1,019,549	(\$79,761)	-7.26%
Food/Liq	\$842,650	\$941,807	\$99,156	11.77%
Lodge	\$355,546	\$402,561	\$47,015	13.22%
Serv	\$402,030	\$302,312	(\$99,718)	-24.80%
<b>TOTAL</b>	<b>\$5,541,623</b>	<b>\$5,842,657</b>	<b>\$301,034</b>	<b>5.43%</b>



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

- ▶ The Building Retail, had the highest June dollar increase, \$65,339 or 21.23%; YTD up \$300,0351 or 23.83%.
- ▶ The Online Retail category had the 2nd highest June dollar increase, \$35,505 or 792.32%; YTD up \$88,428 or 178.34%.
- ▶ The Outlets category was down \$13,308 or minus 6.06%; YTD down \$79,7961 or 7.26%.

**Outlets at Silverthorne (OS):**

**New Store:** Timberline Craft Kitchen and Cocktails – slated to open in November 2019.

**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:**

On 8/10 the Outlets hosted their first Unicorn Palooza. This FREE event was held in the Blue Village in front of Nike/Polo Ralph Lauren. There were unicorn rides, a piggy petting zoo, airbrush face painting, unicorn bounce house, popcorn, cotton candy, and princess meet and greets with Anna, Elsa, Cinderella, and Jasmine! The Outlets saw over 1,000 guests for the event.

**Sales:**

The Outlets are having a 20% Back to School Sale which is running through 8/31. The Labor Day Sale is slated to run from 8/31-9/2.

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	\$4,651,447	103.29%
JUNE	\$1,145,805	\$1,191,209	\$5,649,292	\$5,842,656	103.42%
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%	25,256	341	1.4%	
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%	
<b>TOTAL</b>	<b>266,831</b>	<b>42.1%</b>	<b>287,181</b>	<b>7.6%</b>	<b>320,265</b>	<b>11.5%</b>	<b>197,973</b>	<b>37,005</b>	<b>23.0%</b>	

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	10
Apr	184,482	440.7%	48,516	-73.7%	7,530	-84.5%	82,502	74,972	995.6%	41,251	1	16
May	56,990	168.4%	24,262	-57.4%	42,018	73.2%	123,620	81,602	194.2%	61,810	4	12
June	77,074	172.4%	73,382	-4.8%	49,160	-33.0%	129,000	79,840	162.4%	64,500	6	18
July	26,156	-57.4%	81,422	211.3%	110,038	35.1%	50,008	(60,030)	-54.6%	25,004	17	5
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	
<b>TOTAL</b>	<b>663,574</b>	<b>89.4%</b>	<b>501,663</b>	<b>-24.4%</b>	<b>599,174</b>	<b>19.4%</b>	<b>533,088</b>	<b>276,244</b>	<b>107.6%</b>	<b>266,544</b>	<b>85</b>	<b>75</b>