

TOWN OF SNOWMASS VILLAGE

MONTHLY REPORTS OF: Nov-17

REAL ESTATE TRANSFER TAXES

TOWN OF SNOWMASS VILLAGE SALES TAXES

TOWN'S PORTION OF PITKIN COUNTY'S SALES TAXES

EXCISE TAXES

PREPARED BY: FINANCE DEPARTMENT

SPECIAL NOTES:

REAL ESTATE TRANSFER TAX REPORTS - The Real Estate Transfer Tax is a land transfer tax upon the transfer of interest in real property. The tax is payable from the 1st day of August, 1986, of one-half of one percent (1/2%) of the consideration for the real property to the 31st day of July, 1991, and from the 1st day of August, 1991, of one percent (1%) of the consideration for the real property to the 31st day of July, 1996. This tax was extended by a vote of the people until the 31st day of December, 2006. On November 2nd, 2004, the electorate of the Town of Snowmass Village voted to extend this tax in perpetuity.

SALES TAX REPORTS PER GENERAL LEDGER reflect sales tax revenue collections for the months as indicated. Delinquent payment of sales tax will cause fluctuations in monthly totals since months in which delinquent sales tax payments were not made will be understated and months in which delinquent payments are made will be overstated. Of course, if the total delinquent payments are consistent from month to month, the degree of fluctuation will be lessened considerably.

SALES TAX REPORTS PER SALES TAX PROGRAM reflect actual sales tax generated for each month listed. Delinquent payments are posted back to the actual month they were generated, which causes the monthly amounts to continually fluctuate as they are updated.

EXCISE TAX REPORTS reflect a limited excise tax on improvements in excess of the maximum allowable floor area for a lot. Approved by the electors of the Town on November 2, 1999, the tax went into effective on March 23, 2000. On November 4, 2008, the electorate of the Town of Snowmass Village voted to extend this tax in perpetuity.

TOWN OF SNOWMASS VILLAGE
TOWN SALES TAX

HISTORICAL SUMMARY

MONTH GENERATED PER SALES TAX PROGRAM GENERAL FUND	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
January	\$ 289,376.67	\$ 316,371.39	\$ 326,811.67	\$ 339,482.82	\$ 323,394.44	\$ 362,495.27	\$ 39,100.83	12.09%
February	\$ 251,819.65	\$ 290,533.71	\$ 278,910.66	\$ 317,185.05	\$ 325,016.45	\$ 319,932.99	\$ (5,083.46)	-1.56%
March	\$ 247,879.91	\$ 288,953.64	\$ 325,230.27	\$ 316,941.70	\$ 335,172.86	\$ 335,028.91	\$ (143.95)	-0.04%
April	\$ 54,960.60	\$ 68,286.81	\$ 61,597.03	\$ 71,229.15	\$ 67,376.00	\$ 77,831.60	\$ 10,455.60	15.52%
May	\$ 23,115.76	\$ 25,283.00	\$ 23,775.84	\$ 25,969.55	\$ 29,030.92	\$ 36,667.33	\$ 7,636.41	26.30%
June	\$ 50,057.70	\$ 54,310.19	\$ 62,261.88	\$ 72,903.41	\$ 83,553.23	\$ 96,329.75	\$ 12,776.52	15.29%
July	\$ 76,103.18	\$ 86,487.94	\$ 100,695.85	\$ 110,240.52	\$ 122,214.91	\$ 126,142.67	\$ 3,927.76	3.21%
August	\$ 70,379.03	\$ 84,656.53	\$ 93,857.94	\$ 94,638.50	\$ 94,858.57	\$ 102,009.16	\$ 7,150.59	7.54%
September	\$ 56,282.49	\$ 47,045.17	\$ 65,080.76	\$ 87,308.31	\$ 91,302.85	\$ 107,738.91	\$ 16,436.06	18.00%
October	\$ 29,531.21	\$ 27,317.69	\$ 31,304.65	\$ 39,784.65	\$ 39,970.74	\$ 45,507.54	\$ 5,536.80	13.85%
November	\$ 31,848.99	\$ 33,746.97	\$ 43,681.43	\$ 48,456.29	\$ 44,270.88	\$ 54,491.71	\$ 10,220.83	23.09%
December	\$ 215,977.79	\$ 227,447.11	\$ 271,670.40	\$ 279,677.76	\$ 298,381.06			
TOTAL	\$ 1,397,332.98	\$ 1,550,440.15	\$ 1,684,878.38	\$ 1,803,817.71	\$ 1,854,542.91	\$ 1,664,175.84	\$ 108,013.99	6.94%

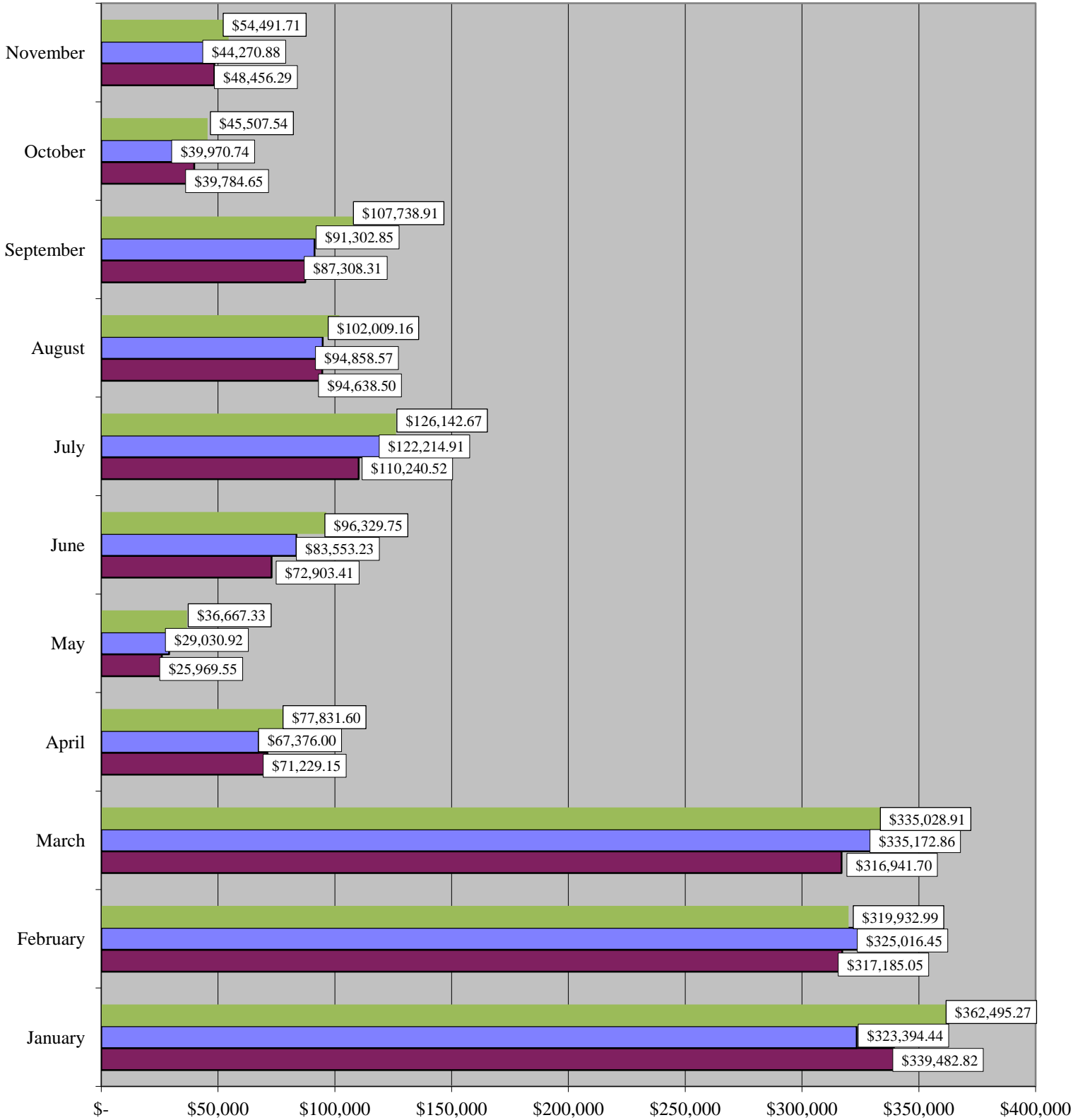
COUNTY SALES TAX MONTH GENERATED	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
January	\$ 428,272.94	\$ 437,527.12	\$ 463,857.69	\$ 499,107.23	\$ 477,776.43	\$ 500,677.46	\$ 22,901.03	4.79%
February	\$ 320,870.98	\$ 398,694.22	\$ 400,131.04	\$ 454,074.10	\$ 469,557.88	\$ 463,097.18	\$ (6,460.70)	-1.38%
March	\$ 313,714.14	\$ 392,640.65	\$ 446,211.39	\$ 444,771.76	\$ 428,186.29	\$ 477,947.35	\$ 49,761.06	11.62%
April	\$ 141,229.50	\$ 122,274.82	\$ 126,156.19	\$ 156,182.72	\$ 182,260.99	\$ 144,305.33	\$ (37,955.66)	-20.82%
May	\$ 73,615.04	\$ 75,041.43	\$ 86,479.84	\$ 90,631.82	\$ 97,698.89	\$ 107,973.71	\$ 10,274.82	10.52%
June	\$ 158,934.87	\$ 165,492.04	\$ 182,429.25	\$ 191,922.78	\$ 210,572.75	\$ 241,942.43	\$ 31,369.68	14.90%
July	\$ 219,716.57	\$ 237,121.16	\$ 270,883.00	\$ 288,392.92	\$ 276,598.77	\$ 310,390.55	\$ 33,791.78	12.22%
August	\$ 193,660.74	\$ 206,288.27	\$ 243,277.63	\$ 256,415.93	\$ 278,867.86	\$ 265,632.58	\$ (13,235.28)	-4.75%
September	\$ 147,544.04	\$ 155,386.49	\$ 181,350.68	\$ 206,943.89	\$ 199,852.87	\$ 253,591.36	\$ 53,738.49	26.89%
October	\$ 88,592.13	\$ 94,711.74	\$ 98,114.94	\$ 114,297.91	\$ 123,789.59	\$ 149,348.31	\$ 25,558.72	20.65%
November	\$ 95,083.72	\$ 99,993.83	\$ 94,089.08	\$ 126,814.97	\$ 115,135.74	\$ 136,677.25	\$ 21,541.51	18.71%
December	\$ 344,623.29	\$ 356,897.74	\$ 427,468.63	\$ 460,609.83	\$ 470,882.47			
TOTAL	\$ 2,525,857.96	\$ 2,742,069.51	\$ 3,020,449.36	\$ 3,290,165.86	\$ 3,331,180.53	\$ 3,051,583.51	\$ 191,285.45	6.69%

GENERAL FUND COMBINED TOTALS	\$ 3,362,589.86	\$ 3,708,164.81	\$ 4,006,188.71	\$ 4,353,695.98	\$ 4,416,459.91	\$ 4,715,759.35	\$ 299,299.44	6.78%
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MONTH GENERATED PER SALES TAX PROGRAM MARKETING FUND	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
January	\$ 723,441.66	\$ 790,928.50	\$ 817,029.16	\$ 848,707.02	\$ 808,486.11	\$ 906,238.19	\$ 97,752.08	12.09%
February	\$ 629,549.10	\$ 726,334.28	\$ 697,276.66	\$ 792,962.61	\$ 812,541.13	\$ 799,832.46	\$ (12,708.67)	-1.56%
March	\$ 619,699.77	\$ 722,384.09	\$ 813,075.69	\$ 792,354.24	\$ 837,932.16	\$ 837,572.29	\$ (359.87)	-0.04%
April	\$ 137,401.51	\$ 170,717.03	\$ 153,992.59	\$ 178,072.91	\$ 168,439.99	\$ 194,579.00	\$ 26,139.01	15.52%
May	\$ 57,789.36	\$ 63,207.50	\$ 59,439.59	\$ 64,923.87	\$ 72,577.29	\$ 91,668.33	\$ 19,091.04	26.30%
June	\$ 125,144.24	\$ 135,775.46	\$ 155,654.74	\$ 182,258.52	\$ 208,883.06	\$ 240,824.39	\$ 31,941.33	15.29%
July	\$ 190,257.94	\$ 216,219.85	\$ 251,739.63	\$ 275,601.29	\$ 305,537.26	\$ 315,356.69	\$ 9,819.43	3.21%
August	\$ 175,947.58	\$ 211,641.32	\$ 234,644.84	\$ 236,596.26	\$ 237,146.41	\$ 255,022.87	\$ 17,876.46	7.54%
September	\$ 140,706.24	\$ 117,612.94	\$ 162,701.91	\$ 218,270.79	\$ 228,257.11	\$ 269,347.27	\$ 41,090.16	18.00%
October	\$ 73,828.02	\$ 68,294.21	\$ 78,261.62	\$ 99,461.61	\$ 99,926.88	\$ 113,768.85	\$ 13,841.97	13.85%
November	\$ 79,622.49	\$ 84,367.42	\$ 109,203.58	\$ 121,140.74	\$ 110,677.16	\$ 136,229.26	\$ 25,552.10	23.09%
December	\$ 539,944.44	\$ 568,617.78	\$ 679,175.98	\$ 699,194.41	\$ 745,952.65			
TOTALS	\$ 3,493,332.35	\$ 3,876,100.38	\$ 4,212,195.99	\$ 4,509,544.27	\$ 4,636,357.21	\$ 4,160,439.60	\$ 270,035.04	6.94%

Town Sales Tax
 Month Generated Per Sales Tax Program

2017 2016 2015



**TOWN OF SNOWMASS VILLAGE
SUMMER AND WINTER TOWN SALES TAXES
GENERAL FUND**

SUMMER TOWN SALES TAX PER SALES TAX PROGRAM

MONTH	2011	2012	2013	2014	2015	2016	2017	\$ VARIANCE
<i>JUNE</i>	\$ 47,008.29	\$ 50,057.70	\$ 54,310.19	\$ 62,261.88	\$ 72,903.41	\$ 83,553.23	\$ 96,329.75	\$ 12,776.52
<i>JULY</i>	\$ 71,423.14	\$ 76,103.18	\$ 86,487.94	\$ 100,695.85	\$ 110,240.52	\$ 122,214.91	\$ 126,142.67	\$ 3,927.76
<i>AUGUST</i>	\$ 64,578.71	\$ 70,379.03	\$ 84,656.53	\$ 93,857.94	\$ 94,638.50	\$ 94,858.57	\$ 102,009.16	\$ 7,150.59
<i>SEPTEMBER</i>	\$ 54,381.71	\$ 56,282.49	\$ 47,045.17	\$ 65,080.76	\$ 87,308.31	\$ 91,302.85	\$ 107,738.91	\$ 16,436.06
TOTAL	\$ 237,391.85	\$ 252,822.40	\$ 272,499.83	\$ 321,896.43	\$ 365,090.74	\$ 391,929.56	\$ 432,220.49	\$ 40,290.93
^\$ INC/(DEC)	\$ 34,880.26	\$ 15,430.55	\$ 19,677.43	\$ 49,396.60	\$ 43,194.31	\$ 26,838.82	\$ 40,290.93	
^% INC/(DEC)	17.22%	6.50%	7.78%	18.13%	13.42%	7.35%	10.28%	

WINTER TOWN SALES TAX PER SALES TAX PROGRAM

MONTH	2011	2012	2013	2014	2015	2016	2017	\$ VARIANCE
<i>NOVEMBER-Previous Year</i>	\$ 28,092.87	\$ 33,314.16	\$ 31,848.99	\$ 33,746.97	\$ 43,681.43	\$ 48,456.29	\$ 44,270.88	\$ (4,185.41)
<i>DECEMBER-Previous Year</i>	\$ 195,145.44	\$ 204,075.50	\$ 215,977.79	\$ 227,447.11	\$ 271,670.40	\$ 279,677.76	\$ 298,381.06	\$ 18,703.30
<i>JANUARY</i>	\$ 252,088.53	\$ 289,376.67	\$ 316,371.39	\$ 326,811.67	\$ 339,482.82	\$ 323,394.44	\$ 362,495.27	\$ 39,100.83
<i>FEBRUARY</i>	\$ 210,193.28	\$ 251,819.65	\$ 290,533.71	\$ 278,910.66	\$ 317,185.05	\$ 325,016.45	\$ 319,932.99	\$ (5,083.46)
<i>MARCH</i>	\$ 276,120.81	\$ 247,879.91	\$ 288,953.64	\$ 325,230.27	\$ 316,941.70	\$ 335,172.86	\$ 335,028.91	\$ (143.95)
<i>APRIL</i>	\$ 50,054.56	\$ 54,960.60	\$ 68,286.81	\$ 61,597.03	\$ 71,229.15	\$ 67,376.00	\$ 77,831.60	\$ 10,455.60
TOTAL	\$ 1,011,695.49	\$ 1,081,426.49	\$ 1,211,972.33	\$ 1,253,743.71	\$ 1,360,190.55	\$ 1,379,093.80	\$ 1,437,940.71	\$ 58,846.91
^\$ INC/(DEC)	\$ 73,540.52	\$ 69,731.00	\$ 130,545.84	\$ 41,771.38	\$ 106,446.84	\$ 18,903.25	\$ 58,846.91	
^% INC/(DEC)	7.84%	6.89%	12.07%	3.45%	8.49%	1.39%	4.27%	

TOWN SALES TAX COMPARISON
BY MONTH, BY INDUSTRY
GENERAL FUND
2016 TO 2017 VARIANCE

TOWN SALES TAX BY INDUSTRY	2017/2016					2017/2016				
	2015 JANUARY	2016 JANUARY	2017 JANUARY	\$ VARIANCE	% VARIANCE	2015 FEBRUARY	2016 FEBRUARY	2017 FEBRUARY	\$ VARIANCE	% VARIANCE
Lodging	\$ 164,177.52	\$ 152,198.37	\$ 173,206.42	\$ 21,008.05	13.80%	\$ 154,672.44	\$ 153,635.25	\$ 151,994.61	\$ (1,640.64)	-1.07%
Restaurants	\$ 56,447.14	\$ 55,132.72	\$ 63,887.36	\$ 8,754.64	15.88%	\$ 55,511.51	\$ 60,335.91	\$ 58,757.37	\$ (1,578.54)	-2.62%
Sports Equip/Clothing	\$ 51,812.79	\$ 49,755.71	\$ 55,614.49	\$ 5,858.78	11.78%	\$ 44,377.61	\$ 44,510.37	\$ 44,826.36	\$ 315.99	0.71%
Food/Drug/Liquor Stores	\$ 24,818.31	\$ 23,626.51	\$ 27,555.29	\$ 3,928.78	16.63%	\$ 23,910.78	\$ 23,910.84	\$ 23,095.12	\$ (815.72)	-3.41%
General Retail	\$ 16,879.39	\$ 15,909.72	\$ 15,164.37	\$ (745.35)	-4.68%	\$ 16,621.40	\$ 16,861.21	\$ 16,613.93	\$ (247.28)	-1.47%
Retail- Construction related	\$ 983.27	\$ 1,797.45	\$ 3,668.61	\$ 1,871.16	104.10%	\$ 1,230.49	\$ 2,356.71	\$ 2,899.63	\$ 542.92	23.04%
Special Events	\$ -	\$ -	\$ -	\$ -	#DIV/0!	\$ -	\$ -	\$ -	\$ -	#DIV/0!
Miscellaneous	\$ 2,172.89	\$ 2,298.76	\$ 1,500.55	\$ (798.21)	-34.72%	\$ 2,268.91	\$ 2,569.94	\$ 1,373.03	\$ (1,196.91)	-46.57%
Utilities	\$ 22,191.49	\$ 22,675.20	\$ 21,898.18	\$ (777.02)	-3.43%	\$ 18,591.91	\$ 20,836.23	\$ 20,372.94	\$ (463.29)	-2.22%
TOTAL	\$ 339,482.80	\$ 323,394.44	\$ 362,495.27	\$ 39,100.83	12.09%	\$ 317,185.05	\$ 325,016.46	\$ 319,932.99	\$ (5,083.47)	-1.56%

TOWN SALES TAX BY INDUSTRY	2017/2016					2017/2016				
	2015 MARCH	2016 MARCH	2017 MARCH	\$ VARIANCE	% VARIANCE	2015 APRIL	2016 APRIL	2017 APRIL	\$ VARIANCE	% VARIANCE
Lodging	\$ 145,606.08	\$ 152,177.12	\$ 155,359.18	\$ 3,182.06	2.09%	\$ 16,036.49	\$ 16,564.95	\$ 17,322.41	\$ 757.46	4.57%
Restaurants	\$ 62,068.83	\$ 64,812.21	\$ 66,372.73	\$ 1,560.52	2.41%	\$ 15,327.95	\$ 12,202.82	\$ 15,654.23	\$ 3,451.41	28.28%
Sports Equip/Clothing	\$ 44,511.39	\$ 50,895.89	\$ 44,245.31	\$ (6,650.58)	-13.07%	\$ 7,847.63	\$ 6,585.41	\$ 8,350.12	\$ 1,764.71	26.80%
Food/Drug/Liquor Stores	\$ 22,746.29	\$ 22,999.73	\$ 23,403.27	\$ 403.54	1.75%	\$ 6,525.41	\$ 6,222.82	\$ 7,716.01	\$ 1,493.19	24.00%
General Retail	\$ 17,599.67	\$ 21,653.29	\$ 20,285.57	\$ (1,367.72)	-6.32%	\$ 7,810.92	\$ 5,586.03	\$ 6,945.73	\$ 1,359.70	24.34%
Retail- Construction related	\$ 3,159.59	\$ 3,707.10	\$ 4,716.62	\$ 1,009.52	27.23%	\$ 2,133.98	\$ 3,107.83	\$ 7,276.79	\$ 4,168.96	134.14%
Special Events	\$ -	\$ 14.83	\$ -	\$ (14.83)	-100.00%	\$ -	\$ -	\$ -	\$ -	#DIV/0!
Miscellaneous	\$ 1,796.84	\$ 2,085.49	\$ 1,613.34	\$ (472.15)	-22.64%	\$ 244.11	\$ 501.47	\$ 321.98	\$ (179.49)	-35.79%
Utilities	\$ 19,453.02	\$ 16,827.19	\$ 19,032.90	\$ 2,205.71	13.11%	\$ 15,302.66	\$ 16,604.67	\$ 14,244.33	\$ (2,360.34)	-14.21%
TOTAL	\$ 316,941.71	\$ 335,172.85	\$ 335,028.92	\$ (143.93)	-0.04%	\$ 71,229.15	\$ 67,376.00	\$ 77,831.60	\$ 10,455.60	15.52%

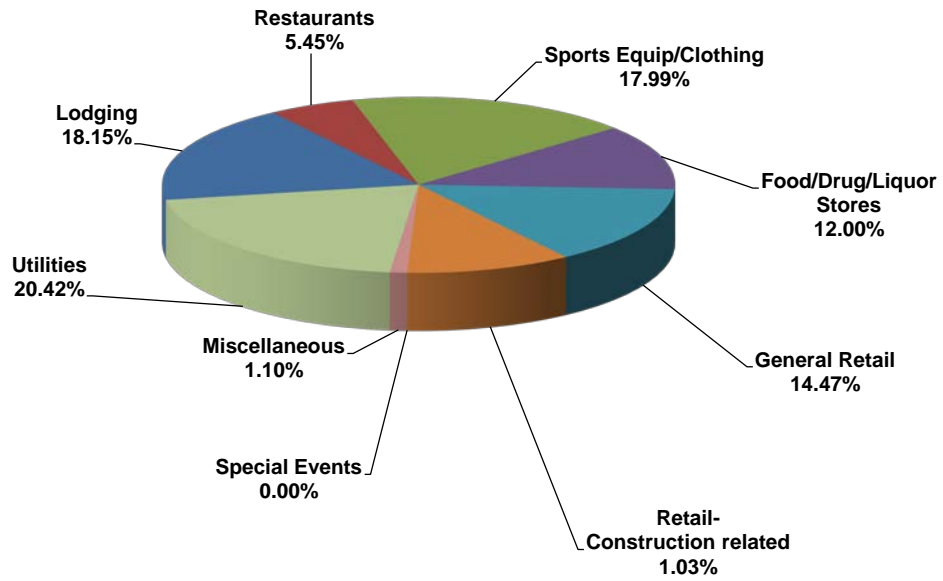
TOWN SALES TAX BY INDUSTRY	2017/2016					2017/2016				
	2015 MAY	2016 MAY	2017 MAY	\$ VARIANCE	% VARIANCE	2015 JUNE	2016 JUNE	2017 JUNE	\$ VARIANCE	% VARIANCE
Lodging	\$ 1,174.04	\$ 2,142.00	\$ 6,370.62	\$ 4,228.62	197.41%	\$ 22,336.26	\$ 28,170.01	\$ 33,704.61	\$ 5,534.60	19.65%
Restaurants	\$ 2,117.06	\$ 2,455.45	\$ 2,715.42	\$ 259.97	10.59%	\$ 14,558.63	\$ 15,455.74	\$ 14,290.28	\$ (1,165.46)	-7.54%
Sports Equip/Clothing	\$ 211.88	\$ 82.39	\$ 316.79	\$ 234.40	284.50%	\$ 1,735.49	\$ 2,035.76	\$ 1,875.09	\$ (160.67)	-7.89%
Food/Drug/Liquor Stores	\$ 4,241.56	\$ 5,260.60	\$ 4,919.95	\$ (340.65)	-6.48%	\$ 12,081.82	\$ 11,149.98	\$ 13,179.45	\$ 2,029.47	18.20%
General Retail	\$ 4,486.29	\$ 5,277.28	\$ 8,258.37	\$ 2,981.09	56.49%	\$ 9,273.14	\$ 9,566.20	\$ 14,587.36	\$ 5,021.16	52.49%
Retail- Construction related	\$ 2,491.24	\$ 2,985.27	\$ 3,359.53	\$ 374.26	12.54%	\$ 2,475.69	\$ 7,387.93	\$ 8,906.40	\$ 1,518.47	20.55%
Special Events	\$ -	\$ 14.10	\$ -	\$ (14.10)	-100.00%	\$ 428.91	\$ 275.38	\$ -	\$ (275.38)	-100.00%
Miscellaneous	\$ 170.05	\$ 239.41	\$ 471.07	\$ 231.66	96.76%	\$ 737.29	\$ 862.88	\$ 534.29	\$ (328.59)	-38.08%
Utilities	\$ 11,077.43	\$ 10,574.41	\$ 10,255.59	\$ (318.82)	-3.02%	\$ 9,276.19	\$ 8,649.34	\$ 9,252.27	\$ 602.93	6.97%
TOTAL	\$ 25,969.55	\$ 29,030.91	\$ 36,667.34	\$ 7,636.43	26.30%	\$ 72,903.42	\$ 83,553.22	\$ 96,329.75	\$ 12,776.53	15.29%

TOWN SALES TAX BY INDUSTRY	2017/2016					2017/2016				
	2015 JULY	2016 JULY	2017 JULY	\$ VARIANCE	% VARIANCE	2015 AUGUST	2016 AUGUST	2017 AUGUST	\$ VARIANCE	% VARIANCE
Lodging	\$ 42,871.11	\$ 48,255.35	\$ 49,502.28	\$ 1,246.93	2.58%	\$ 31,044.67	\$ 33,909.15	\$ 34,149.48	\$ 240.33	0.71%
Restaurants	\$ 25,761.87	\$ 24,821.49	\$ 27,423.31	\$ 2,601.82	10.48%	\$ 23,196.88	\$ 21,899.37	\$ 22,413.35	\$ 513.98	2.35%
Sports Equip/Clothing	\$ 4,535.65	\$ 5,199.95	\$ 5,573.83	\$ 373.88	7.19%	\$ 3,974.05	\$ 4,537.26	\$ 4,830.15	\$ 292.89	6.46%
Food/Drug/Liquor Stores	\$ 15,478.44	\$ 18,781.74	\$ 16,719.05	\$ (2,062.69)	-10.98%	\$ 14,166.53	\$ 13,917.68	\$ 15,068.33	\$ 1,150.65	8.27%
General Retail	\$ 9,928.30	\$ 13,422.77	\$ 12,575.58	\$ (847.19)	-6.31%	\$ 10,758.75	\$ 8,531.09	\$ 12,011.63	\$ 3,480.54	40.80%
Retail- Construction related	\$ 2,280.97	\$ 2,431.21	\$ 5,354.41	\$ 2,923.20	120.24%	\$ 2,087.27	\$ 3,376.93	\$ 6,307.62	\$ 260.69	7.72%
Special Events	\$ 879.70	\$ 764.25	\$ 326.04	\$ (438.21)	-57.34%	\$ 183.01	\$ 22.58	\$ 171.49	\$ 148.91	659.48%
Miscellaneous	\$ 215.32	\$ 258.76	\$ 330.66	\$ 71.90	27.79%	\$ 306.68	\$ 242.00	\$ 879.67	\$ 637.67	263.50%
Utilities	\$ 8,289.16	\$ 8,279.38	\$ 8,337.51	\$ 58.13	0.70%	\$ 8,920.66	\$ 8,422.49	\$ 8,847.44	\$ 424.95	5.05%
TOTAL	\$ 110,240.52	\$ 122,214.90	\$ 126,142.67	\$ 3,927.77	3.21%	\$ 94,638.50	\$ 94,858.55	\$ 102,009.16	\$ 7,150.61	7.54%

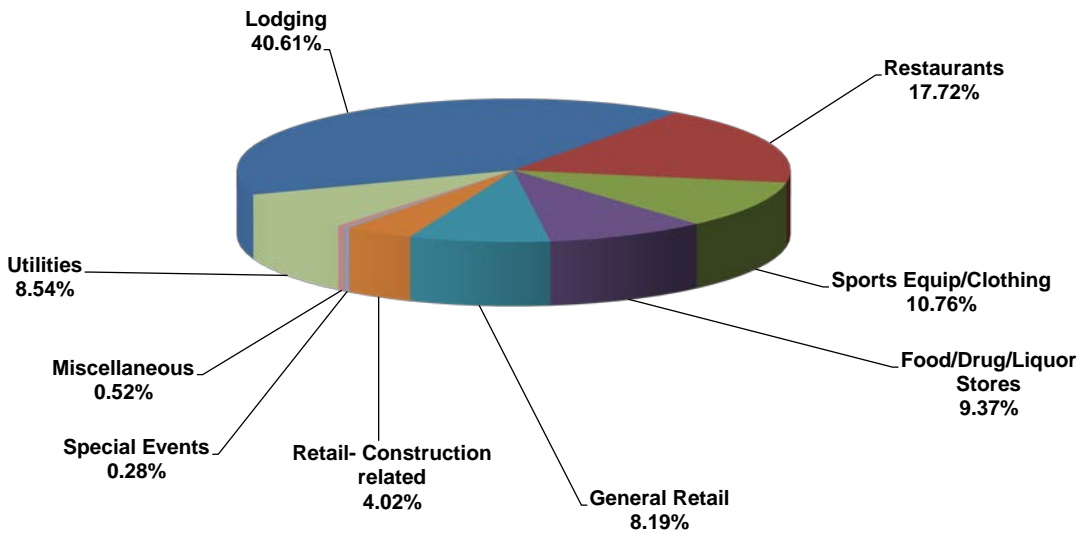
TOWN SALES TAX BY INDUSTRY	2017/2016					2017/2016				
	2015 SEPTEMBER	2016 SEPTEMBER	2017 SEPTEMBER	\$ VARIANCE	% VARIANCE	2015 OCTOBER	2016 OCTOBER	2017 OCTOBER	\$ VARIANCE	% VARIANCE
Lodging	\$ 27,635.63	\$ 30,987.58	\$ 33,110.13	\$ 2,122.55	6.85%	\$ 10,125.83	\$ 8,372.31	\$ 11,130.70	\$ 2,758.39	32.95%
Restaurants	\$ 17,968.17	\$ 16,497.35	\$ 15,408.85	\$ (1,088.50)	-6.60%	\$ 6,646.62	\$ 4,748.48	\$ 4,925.00	\$ 176.52	3.72%
Sports Equip/Clothing	\$ 2,788.07	\$ 2,534.01	\$ 3,153.96	\$ 619.95	24.47%	\$ 473.09	\$ 424.91	\$ 469.99	\$ 45.08	10.61%
Food/Drug/Liquor Stores	\$ 9,209.07	\$ 11,349.11	\$ 10,511.89	\$ (837.22)	-7.38%	\$ 5,649.83	\$ 6,614.39	\$ 7,156.68	\$ 542.29	8.20%
General Retail	\$ 14,236.71	\$ 11,772.09	\$ 15,742.85	\$ 3,970.76	33.73%	\$ 6,270.12	\$ 7,857.65	\$ 6,173.73	\$ (1,683.92)	-21.43%
Retail- Construction related	\$ 3,134.85	\$ 4,290.90	\$ 15,791.90	\$ 11,501.00	268.03%	\$ 1,384.36	\$ 2,774.93	\$ 5,661.05	\$ 2,886.12	104.01%
Special Events	\$ 2,567.52	\$ 3,557.21	\$ 4,183.27	\$ 626.06	17.60%	\$ -	\$ -	\$ -	\$ -	#DIV/0!
Miscellaneous	\$ 818.54	\$ 1,079.98	\$ 569.55	\$ (510.43)	-47.26%	\$ 218.23	\$ 254.97	\$ 449.52	\$ 194.55	76.30%
Utilities	\$ 8,949.75	\$ 9,234.62	\$ 9,266.51	\$ 31.89	0.35%	\$ 9,016.57	\$ 8,923.10	\$ 9,540.87	\$ 617.77	6.92%
TOTAL	\$ 87,308.31	\$ 91,302.85	\$ 107,738.91	\$ 16,436.06	18.00%	\$ 39,784.65	\$ 39,970.74	\$ 45,507.54	\$ 5,536.80	13.85%

TOWN SALES TAX BY INDUSTRY	2017/2016					2017/2016				
	2015 NOVEMBER	2016 NOVEMBER	2017 NOVEMBER	\$ VARIANCE	% VARIANCE	SUB-TOTAL 2015	SUB-TOTAL 2016	SUB-TOTAL 2017	\$ VARIANCE	% VARIANCE
Lodging	\$ 4,482.91	\$ 5,926.60	\$ 9,890.35	\$ 3,963.75	66.88%	\$ 620,162.98	\$ 632,338.69	\$ 675,740.79	\$ 43,402.10	6.86%
Restaurants	\$ 5,226.82	\$ 3,844.64	\$ 2,972.26	\$ (872.38)	-22.69%	\$ 284,831.48	\$ 282,206.18	\$ 294,820.16	\$ 12,613.98	4.47%
Sports Equip/Clothing	\$ 10,959.57	\$ 8,116.16	\$ 9,800.69	\$ 1,684.53	20.76%	\$ 173,227.22	\$ 174,677.82	\$ 179,056.78	\$ 4,378.96	2.51%
Food/Drug/Liquor Stores	\$ 5,794.77	\$ 5,995.31	\$ 6,538.07	\$ 542.76	9.05%	\$ 144,622.81	\$ 149,828.71	\$ 155,863.11	\$ 6,034.40	4.03%
General Retail	\$ 8,806.88	\$ 7,701.95	\$ 7,882.86	\$ 180.91	2.35%	\$ 122,671.57	\$ 124,139.28	\$ 136,241.98	\$ 12,102.70	9.75%
Retail- Construction related	\$ 1,793.05	\$ 2,810.32	\$ 5,682.40	\$ 2,872.08	102.20%	\$ 23,154.76	\$ 37,026.58	\$ 66,954.96	\$ 29,928.38	80.83%
Special Events	\$ -	\$ -	\$ -	\$ -	#DIV/0!	\$ 4,059.14	\$ 4,648.35	\$ 4,680.80	\$ 32.45	0.70%
Miscellaneous	\$ 1,425.78	\$ 272.74	\$ 597.78	\$ 325.04	119.18%	\$ 10,374.64	\$ 10,666.40	\$ 8,641.44	\$ (2,024.96)	-18.98%
Utilities	\$ 9,966.51	\$ 9,603.16	\$ 11,127.30	\$ 1,524.14	15.87%	\$ 141,035.35	\$ 140,629.79	\$ 142,175.84	\$ 1,546.05	1.10%
TOTAL	\$ 48,456.29	\$ 44,270.88	\$ 54,491.71	\$ 10,220.83	23.09%	\$ 1,524,139.95	\$ 1,556,161.80	\$ 1,664,175.86	\$ 108,014.06	6.94%

November 2017 Sales By Industry



2017 Year-to-Date Sales By Industry



TOWN OF SNOWMASS VILLAGE
 LODGING TAX

HISTORICAL SUMMARY

MONTH GENERATED PER SALES TAX PROGRAM LODGING TAX FUND	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
January	\$ 344,908.67	\$ 369,419.20	\$ 378,021.48	\$ 394,026.22	\$ 365,275.03	\$ 415,696.13	\$ 50,421.10	13.80%
February	\$ 285,123.06	\$ 337,842.05	\$ 313,055.88	\$ 371,325.73	\$ 368,718.48	\$ 364,771.78	\$ (3,946.70)	-1.07%
March	\$ 270,936.96	\$ 312,598.77	\$ 369,060.46	\$ 349,436.88	\$ 364,563.17	\$ 372,847.91	\$ 8,284.74	2.27%
April	\$ 34,813.37	\$ 36,319.21	\$ 34,445.40	\$ 38,486.17	\$ 39,755.25	\$ 41,569.51	\$ 1,814.26	4.56%
May	\$ 4,411.29	\$ 5,262.19	\$ 4,147.02	\$ 2,818.84	\$ 5,140.76	\$ 15,289.87	\$ 10,149.11	197.42%
June	\$ 32,293.78	\$ 39,714.37	\$ 50,190.94	\$ 53,597.54	\$ 67,591.95	\$ 80,875.21	\$ 13,283.26	19.65%
July	\$ 59,456.39	\$ 73,428.18	\$ 92,223.92	\$ 102,903.70	\$ 115,790.67	\$ 118,479.58	\$ 2,688.91	2.32%
August	\$ 45,754.22	\$ 69,572.69	\$ 79,478.92	\$ 74,506.01	\$ 81,382.85	\$ 81,957.81	\$ 574.96	0.71%
September	\$ 34,033.36	\$ 28,428.49	\$ 42,507.46	\$ 66,317.68	\$ 74,317.13	\$ 79,369.69	\$ 5,052.56	6.80%
October	\$ 9,353.69	\$ 13,133.03	\$ 12,334.74	\$ 24,302.73	\$ 19,775.77	\$ 26,713.32	\$ 6,937.55	35.08%
November	\$ 10,744.97	\$ 12,185.48	\$ 13,158.74	\$ 10,761.27	\$ 14,225.55	\$ 23,736.36	\$ 9,510.81	66.86%
December	\$ 208,219.99	\$ 231,701.47	\$ 281,949.27	\$ 294,820.00	\$ 342,625.37			
TOTAL	\$ 1,340,049.75	\$ 1,529,605.13	\$ 1,670,574.23	\$ 1,783,302.77	\$ 1,859,161.98	\$ 1,621,307.17	\$ 104,770.56	6.91%

MONTH GENERATED PER GENERAL LEDGER LODGING TAX FUND	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
January	\$ 344,582.58	\$ 369,584.47	\$ 390,921.18	\$ 394,234.48	\$ 364,279.15	\$ 414,662.45	\$ 50,383.30	13.83%
February	\$ 281,531.47	\$ 339,432.26	\$ 322,419.24	\$ 371,093.66	\$ 369,443.94	\$ 365,644.34	\$ (3,799.60)	-1.03%
March	\$ 273,468.11	\$ 312,463.17	\$ 340,858.79	\$ 344,032.10	\$ 361,607.18	\$ 371,552.51	\$ 9,945.33	2.75%
April	\$ 34,306.17	\$ 36,789.73	\$ 34,582.20	\$ 42,826.75	\$ 40,502.85	\$ 41,840.76	\$ 1,337.91	3.30%
May	\$ 4,672.67	\$ 4,071.89	\$ 4,469.02	\$ 3,622.47	\$ 5,743.08	\$ 16,242.13	\$ 10,499.05	182.81%
June	\$ 32,387.50	\$ 39,714.37	\$ 50,074.94	\$ 52,784.99	\$ 67,522.72	\$ 81,061.78	\$ 13,539.06	20.05%
July	\$ 59,544.10	\$ 73,797.01	\$ 91,892.96	\$ 102,826.18	\$ 116,084.93	\$ 118,635.28	\$ 2,550.35	2.20%
August	\$ 46,226.07	\$ 70,611.86	\$ 80,061.35	\$ 75,393.21	\$ 81,783.12	\$ 81,997.64	\$ 214.52	0.26%
September	\$ 33,343.91	\$ 28,306.29	\$ 42,118.22	\$ 65,733.43	\$ 74,427.35	\$ 79,331.29	\$ 4,903.94	6.59%
October	\$ 9,353.69	\$ 10,647.63	\$ 12,674.70	\$ 24,172.63	\$ 20,929.78	\$ 26,631.88	\$ 5,702.10	27.24%
November	\$ 11,336.59	\$ 14,797.48	\$ 13,247.65	\$ 16,191.79	\$ 14,794.89	\$ 23,872.71	\$ 9,077.82	61.36%
December	\$ 207,223.37	\$ 231,524.12	\$ 281,909.17	\$ 296,299.50	\$ 342,869.93			
TOTAL	\$ 1,337,976.23	\$ 1,531,740.28	\$ 1,665,229.42	\$ 1,789,211.19	\$ 1,859,988.92	\$ 1,621,472.77	\$ 104,353.78	6.88%

*Please note that the December budget amount includes both the November and December budget.
 Therefore the actual number now shows only November until December is accrued back.

LODGING TAX PER GENERAL LEDGER BUDGET TO ACTUAL SUMMARY	2017 BUDGET	2017 ACTUAL	% TO BUDGET	\$ VARIANCE
January	\$ -	\$ -		\$ -
February	\$ 364,475	\$ 414,662.45	13.77%	\$ 50,187.45
March	\$ 369,643	\$ 365,644.34	-1.08%	\$ (3,998.66)
April	\$ 361,802	\$ 371,552.51	2.69%	\$ 9,750.51
May	\$ 40,525	\$ 41,840.76	3.25%	\$ 1,315.76
June	\$ 5,746	\$ 16,242.13	182.67%	\$ 10,496.13
July	\$ 67,559	\$ 81,061.78	19.99%	\$ 13,502.78
August	\$ 116,147	\$ 118,635.28	2.14%	\$ 2,488.28
September	\$ 81,827	\$ 81,997.64	0.21%	\$ 170.64
October	\$ 74,467	\$ 79,331.29	6.53%	\$ 4,864.29
November	\$ 20,941	\$ 26,631.88	27.18%	\$ 5,690.88
December*	\$ 357,859	\$ 23,872.71	-93.33%	\$ (333,986.29)
TOTAL	\$ 1,860,991	\$ 1,621,472.77	-12.87%	\$ (239,518.23)

TOWN OF SNOWMASS VILLAGE

SALES TAX PER GENERAL LEDGER
BUDGET TO ACTUAL SUMMARY

**Please note that the December budget amount includes both the November and December budget. Therefore the actual number now shows only November until December is accrued back.*

TOWN SALES TAX GENERAL FUND

MONTH RECEIVED	2017 BUDGET	2017 ACTUAL	% TO BUDGET	\$ VARIANCE
JANUARY	\$ -			
FEBRUARY	\$ 334,710	\$ 356,976.76	6.65%	\$ 22,266.76
MARCH	\$ 326,867	\$ 320,190.51	-2.04%	\$ (6,676.49)
APRIL	\$ 337,075	\$ 341,408.81	1.29%	\$ 4,333.81
MAY	\$ 69,241	\$ 65,961.86	-4.74%	\$ (3,279.14)
JUNE	\$ 30,885	\$ 40,982.79	32.69%	\$ 10,097.79
JULY	\$ 84,568	\$ 100,958.31	19.38%	\$ 16,390.31
AUGUST	\$ 121,242	\$ 123,671.53	2.00%	\$ 2,429.53
SEPTEMBER	\$ 99,645	\$ 104,224.83	4.60%	\$ 4,579.83
OCTOBER	\$ 86,484	\$ 106,452.45	23.09%	\$ 19,968.45
NOVEMBER	\$ 40,503	\$ 44,515.30	9.91%	\$ 4,012.30
DECEMBER*	\$ 347,791	\$ 58,249.86	-83.25%	\$ (289,541.14)
TOTAL	\$ 1,879,011	\$ 1,663,593.01	-11.46%	\$ (215,417.99)

TOWN SALES TAX MARKETING FUND

MONTH RECEIVED	2017 BUDGET	2017 ACTUAL	% TO BUDGET	\$ VARIANCE
JANUARY	\$ -			
FEBRUARY	\$ 836,775	\$ 892,441.90	6.65%	\$ 55,666.90
MARCH	\$ 817,169	\$ 800,476.29	-2.04%	\$ (16,692.71)
APRIL	\$ 842,687	\$ 853,522.03	1.29%	\$ 10,835.03
MAY	\$ 173,102	\$ 164,904.65	-4.74%	\$ (8,197.35)
JUNE	\$ 77,213	\$ 102,456.99	32.69%	\$ 25,243.99
JULY	\$ 211,419	\$ 252,395.78	19.38%	\$ 40,976.78
AUGUST	\$ 303,106	\$ 309,178.83	2.00%	\$ 6,072.83
SEPTEMBER	\$ 249,112	\$ 260,562.08	4.60%	\$ 11,450.08
OCTOBER	\$ 216,209	\$ 266,131.14	23.09%	\$ 49,922.14
NOVEMBER	\$ 101,258	\$ 111,288.25	9.91%	\$ 10,030.25
DECEMBER*	\$ 869,479	\$ 145,624.64	-83.25%	\$ (723,854.36)
TOTAL	\$ 4,697,529	\$ 4,158,982.58	-11.46%	\$ (538,546.42)

**Please note that the County December budget amount includes the October, November and December budget. Therefore the actual number now shows only October until November and December are accrued back.*

COUNTY SALES TAX

MONTH RECEIVED	2017 BUDGET	2017 ACTUAL	% TO BUDGET	\$ VARIANCE
JANUARY	\$ -			
FEBRUARY	\$ -			
MARCH	\$ 487,020	\$ 500,677.46	2.80%	\$ 13,657.46
APRIL	\$ 478,642	\$ 463,097.18	-3.25%	\$ (15,544.82)
MAY	\$ 436,470	\$ 477,947.35	9.50%	\$ 41,477.35
JUNE	\$ 185,787	\$ 144,305.33	-22.33%	\$ (41,481.67)
JULY	\$ 99,589	\$ 107,973.71	8.42%	\$ 8,384.71
AUGUST	\$ 214,647	\$ 241,942.43	12.72%	\$ 27,295.43
SEPTEMBER	\$ 281,950	\$ 310,390.55	10.09%	\$ 28,440.55
OCTOBER	\$ 284,263	\$ 265,632.58	-6.55%	\$ (18,630.42)
NOVEMBER	\$ 203,719	\$ 253,591.36	24.48%	\$ 49,872.36
DECEMBER*	\$ 723,539	\$ 286,025.56	-60.47%	\$ (437,513.44)
TOTAL	\$ 3,395,626	\$ 3,051,583.51	-10.13%	\$ (344,042.49)

TOWN OF SNOWMASS VILLAGE

RETT REPORT
HISTORICAL SUMMARY

MONTH RECEIVED	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
JANUARY	\$ 132,010.00	\$ 132,347.83	\$ 32,600.00	\$ 93,516.67	\$ 111,560.00	\$ 166,600.00	\$ 55,040.00	49.34%
FEBRUARY	\$ 85,510.00	\$ 74,043.65	\$ 296,726.00	\$ 162,929.00	\$ 240,410.00	\$ 213,361.14	\$ (27,048.86)	-11.25%
MARCH	\$ 88,445.00	\$ 201,311.35	\$ 211,090.00	\$ 399,478.50	\$ 252,278.35	\$ 263,267.78	\$ 10,989.43	4.36%
APRIL	\$ 286,043.60	\$ 241,259.50	\$ 253,546.50	\$ 350,285.00	\$ 469,447.50	\$ 305,327.50	\$ (164,120.00)	-34.96%
MAY	\$ 53,620.00	\$ 210,743.64	\$ 230,527.55	\$ 124,970.00	\$ 53,820.00	\$ 245,280.00	\$ 191,460.00	355.74%
JUNE	\$ 61,615.00	\$ 125,133.49	\$ 166,325.00	\$ 224,718.96	\$ 373,650.00	\$ 115,625.00	\$ (258,025.00)	-69.06%
JULY	\$ 189,115.00	\$ 188,775.00	\$ 80,499.50	\$ 232,775.00	\$ 170,210.00	\$ 184,111.25	\$ 13,901.25	8.17%
AUGUST	\$ 85,611.00	\$ 75,195.50	\$ 163,085.50	\$ 47,715.00	\$ 222,316.00	\$ 89,807.50	\$ (132,508.50)	-59.60%
SEPTEMBER	\$ 902,200.00	\$ 113,067.50	\$ 226,731.63	\$ 264,304.05	\$ 296,325.00	\$ 249,325.00	\$ (47,000.00)	-15.86%
OCTOBER	\$ 63,630.00	\$ 557,975.00	\$ 229,315.00	\$ 118,020.50	\$ 107,557.00	\$ 360,330.00	\$ 252,773.00	235.01%
NOVEMBER	\$ 67,455.00	\$ 99,615.00	\$ 183,450.00	\$ 118,117.50	\$ 147,015.00	\$ 314,378.16	\$ 167,363.16	113.84%
DECEMBER	\$ 203,765.50	\$ 341,387.00	\$ 185,025.00	\$ 388,650.00	\$ 857,240.00			
TOTAL	\$ 2,219,020.10	\$ 2,360,854.46	\$ 2,258,921.68	\$ 2,525,480.18	\$ 3,301,828.85	\$ 2,507,413.33	\$ 62,824.48	2.57%

BUDGET TO ACTUAL SUMMARY

MONTH RECEIVED	2017 BUDGET	2017 ACTUAL	% TO BUDGET	\$ VARIANCE
JANUARY	\$ 74,332	\$ 166,600.00	124.13%	\$ 92,268.00
FEBRUARY	\$ 160,185	\$ 213,361.14	33.20%	\$ 53,176.14
MARCH	\$ 168,092	\$ 263,267.78	56.62%	\$ 95,175.78
APRIL	\$ 312,792	\$ 305,327.50	-2.39%	\$ (7,464.50)
MAY	\$ 35,860	\$ 245,280.00	583.99%	\$ 209,420.00
JUNE	\$ 248,962	\$ 115,625.00	-53.56%	\$ (133,337.00)
JULY	\$ 113,410	\$ 184,111.25	62.34%	\$ 70,701.25
AUGUST	\$ 148,129	\$ 89,807.50	-39.37%	\$ (58,321.50)
SEPTEMBER	\$ 197,441	\$ 249,325.00	26.28%	\$ 51,884.00
OCTOBER	\$ 71,665	\$ 360,330.00	402.80%	\$ 288,665.00
NOVEMBER	\$ 97,956	\$ 314,378.16	220.94%	\$ 216,422.16
DECEMBER	\$ 571,176			
TOTAL	\$ 2,200,000	\$ 2,507,413.33	53.94%	\$ 878,589.33

TOWN OF SNOWMASS VILLAGE

EXCISE TAX REPORT
HISTORICAL SUMMARY

MONTH RECEIVED	2012 ACTUAL	2013 ACTUAL	2014 ACTUAL	2015 ACTUAL	2016 ACTUAL	2017 ACTUAL	2017 VARIANCE \$	2017 VARIANCE %
JANUARY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
FEBRUARY	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
MARCH	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 446,673.84	\$ 446,673.84	#DIV/0!
APRIL	\$ -	\$ -	\$ 177,249.10	\$ 85,304.26	\$ -	\$ 61,100.88	\$ 61,100.88	#DIV/0!
MAY	\$ 52,849.32	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
JUNE	\$ -	\$ 3,741.21	\$ -	\$ -	\$ 40,540.29	\$ 77,103.36	\$ 36,563.07	90.19%
JULY	\$ -	\$ 1,584.15	\$ 43,193.94	\$ -	\$ 150,121.70	\$ 135,853.00	\$ (14,268.70)	-9.50%
AUGUST	\$ 146,671.94	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	#DIV/0!
SEPTEMBER	\$ 49,372.87	\$ -	\$ -	\$ 117,992.22	\$ 1,000.00	\$ 77,281.00	\$ 76,281.00	7628.10%
OCTOBER	\$ 328,255.70	\$ 161,504.95	\$ 169,453.00	\$ -	\$ 14,245.87	\$ 279,680.25	\$ 265,434.38	1863.24%
NOVEMBER	\$ 43,224.96	\$ -	\$ -	\$ 148,230.00	\$ 92,905.89	\$ -	\$ (92,905.89)	-100.00%
DECEMBER	\$ -	\$ -	\$ -	\$ 152,403.75	\$ 4,758.74	\$ -	\$ -	
TOTAL	\$ 620,374.79	\$ 166,830.31	\$ 389,896.04	\$ 503,930.23	\$ 303,572.49	\$ 1,077,692.33	\$ 778,878.58	260.66%

BUDGET TO ACTUAL SUMMARY

MONTH RECEIVED	2017 BUDGET	2017 ACTUAL	% TO BUDGET	\$ VARIANCE
JANUARY	\$ -	\$ -	#DIV/0!	\$ -
FEBRUARY	\$ -	\$ -	#DIV/0!	\$ -
MARCH	\$ -	\$ 446,673.84	#DIV/0!	\$ 446,673.84
APRIL	\$ -	\$ 61,100.88	#DIV/0!	\$ 61,100.88
MAY	\$ -	\$ -	#DIV/0!	\$ -
JUNE	\$ 30,047	\$ 77,103.36	156.61%	\$ 47,056.36
JULY	\$ 111,266	\$ 135,853.00	22.10%	\$ 24,587.00
AUGUST	\$ -	\$ -	#DIV/0!	\$ -
SEPTEMBER	\$ 741	\$ 77,281.00	10329.28%	\$ 76,540.00
OCTOBER	\$ 10,559	\$ 279,680.25	2548.74%	\$ 269,121.25
NOVEMBER	\$ 68,859	\$ -	-100.00%	\$ (68,859.00)
DECEMBER	\$ 3,528	\$ -		\$ -
TOTAL	\$ 225,000	\$ 1,077,692.33	386.60%	\$ 856,220.33