

TOWN OF SNOWMASS VILLAGE

MONTHLY REPORTS OF: **Nov-21**

REAL ESTATE TRANSFER TAXES

TOWN OF SNOWMASS VILLAGE SALES TAXES

TOWN'S PORTION OF PITKIN COUNTY'S SALES TAXES

EXCISE TAXES

MARIJUANA AND TOBACCO

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.

MARIJUANA AND TOBACCO TAX REPORTS reflect the 5% tax imposed on the sale of retail marijuana and retail marijuana products and the current rate of \$3.20 per pack of cigarettes and the sales tax of 40 % on all other tobacco and nicotine products remitted from retailers within the Town.

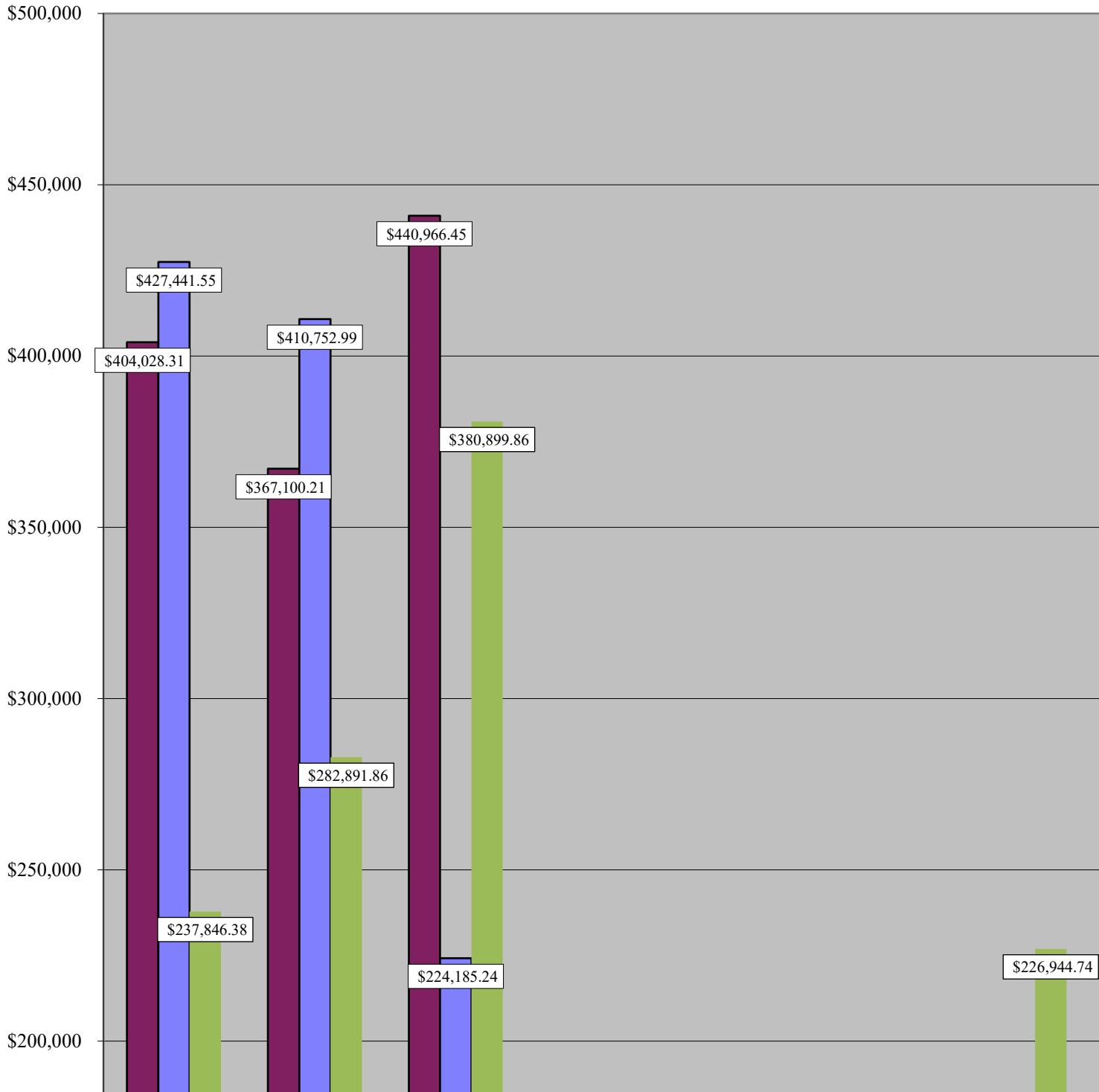
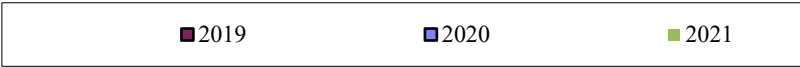
**TOWN OF SNOWMASS VILLAGE
TOWN SALES TAX**

HISTORICAL SUMMARY

| MONTH GENERATED PER SALES TAX PROGRA GENERAL FUND | 2016 ACTUAL | 2017 ACTUAL | 2018 ACTUAL | 2019 ACTUAL | 2020 ACTUAL | 2021 ACTUAL | 2021 VARIANCE \$ | 2021 VARIANCE % |
|--|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------------------|--------------------------------|
| January | \$ 328,008.38 | \$ 362,493.08 | \$ 360,638.81 | \$ 404,028.31 | \$ 427,441.55 | \$ 237,846.38 | \$ (189,595.17) | -44.36% |
| February | \$ 325,016.74 | \$ 319,930.71 | \$ 337,547.54 | \$ 367,100.21 | \$ 410,752.99 | \$ 282,891.86 | \$ (127,861.13) | -31.13% |
| March | \$ 335,173.23 | \$ 334,633.61 | \$ 352,239.78 | \$ 440,966.45 | \$ 224,185.24 | \$ 380,899.86 | \$ 156,714.62 | 69.90% |
| April | \$ 67,375.64 | \$ 76,268.15 | \$ 78,961.47 | \$ 98,200.56 | \$ 46,249.98 | \$ 146,960.27 | \$ 100,710.29 | 217.75% |
| May | \$ 29,030.72 | \$ 36,665.01 | \$ 41,084.62 | \$ 51,199.78 | \$ 47,271.05 | \$ 69,518.99 | \$ 22,247.94 | 47.06% |
| June | \$ 83,551.82 | \$ 96,360.04 | \$ 104,878.31 | \$ 119,134.32 | \$ 68,874.98 | \$ 142,384.53 | \$ 73,509.55 | 106.73% |
| July | \$ 118,755.11 | \$ 126,139.70 | \$ 142,768.21 | \$ 157,622.00 | \$ 149,999.66 | \$ 226,944.74 | \$ 76,945.08 | 51.30% |
| August | \$ 94,856.73 | \$ 101,608.64 | \$ 127,346.45 | \$ 137,134.34 | \$ 130,437.20 | \$ 187,809.87 | \$ 57,372.67 | 43.98% |
| September | \$ 91,300.54 | \$ 108,996.59 | \$ 118,563.66 | \$ 124,797.83 | \$ 133,966.61 | \$ 175,962.51 | \$ 41,995.90 | 31.35% |
| October | \$ 39,969.30 | \$ 45,587.43 | \$ 57,671.88 | \$ 73,571.71 | \$ 91,393.55 | \$ 106,748.67 | \$ 15,355.12 | 16.80% |
| November | \$ 44,320.86 | \$ 56,002.02 | \$ 76,238.11 | \$ 87,731.79 | \$ 106,486.94 | \$ 113,665.87 | \$ 7,178.93 | 6.74% |
| December | \$ 298,208.57 | \$ 286,899.73 | \$ 340,559.83 | \$ 360,546.78 | \$ 307,640.75 | | | |
| TOTAL | \$ 1,855,567.64 | \$ 1,951,584.71 | \$ 2,138,498.67 | \$ 2,422,034.08 | \$ 2,144,700.50 | \$ 2,071,633.55 | \$ 234,573.80 | 12.77% |

| MONTH GENERATED PER SALES TAX PROGRA MARKETING FUND | 2016 ACTUAL | 2017 ACTUAL | 2018 ACTUAL | 2019 ACTUAL | 2020 ACTUAL | 2021 ACTUAL | 2021 VARIANCE \$ | 2021 VARIANCE % |
|--|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------------------|--------------------------------|
| February | \$ 812,542.13 | \$ 799,826.81 | \$ 843,868.95 | \$ 917,750.53 | \$ 1,026,882.67 | \$ 707,229.51 | \$ (319,653.16) | -31.13% |
| March | \$ 837,933.22 | \$ 836,584.01 | \$ 880,599.75 | \$ 1,102,416.47 | \$ 560,463.25 | \$ 952,249.87 | \$ 391,786.62 | 69.90% |
| April | \$ 168,439.35 | \$ 190,670.38 | \$ 197,403.83 | \$ 245,501.51 | \$ 115,624.99 | \$ 367,400.91 | \$ 251,775.92 | 217.75% |
| May | \$ 72,576.95 | \$ 91,661.14 | \$ 102,711.74 | \$ 127,999.58 | \$ 118,177.65 | \$ 173,797.83 | \$ 55,620.18 | 47.06% |
| June | \$ 208,879.46 | \$ 240,898.95 | \$ 262,196.04 | \$ 297,836.25 | \$ 172,187.69 | \$ 355,957.96 | \$ 183,770.27 | 106.73% |
| July | \$ 296,888.08 | \$ 315,349.27 | \$ 356,920.57 | \$ 394,055.27 | \$ 374,999.37 | \$ 567,362.28 | \$ 192,362.91 | 51.30% |
| August | \$ 237,141.96 | \$ 254,021.72 | \$ 318,366.53 | \$ 342,835.94 | \$ 326,093.15 | \$ 469,525.05 | \$ 143,431.90 | 43.98% |
| September | \$ 228,251.63 | \$ 272,491.55 | \$ 296,409.54 | \$ 311,994.78 | \$ 334,916.34 | \$ 439,906.78 | \$ 104,990.44 | 31.35% |
| October | \$ 99,923.39 | \$ 113,968.50 | \$ 144,179.84 | \$ 183,929.48 | \$ 228,477.00 | \$ 266,871.73 | \$ 38,394.73 | 16.80% |
| November | \$ 110,802.30 | \$ 140,005.14 | \$ 190,595.38 | \$ 219,329.52 | \$ 266,217.39 | \$ 284,165.32 | \$ 17,947.93 | 6.74% |
| December | \$ 745,521.65 | \$ 717,249.45 | \$ 851,400.19 | \$ 901,367.45 | \$ 768,997.14 | | | |
| TOTALS | \$ 4,638,921.25 | \$ 4,878,959.90 | \$ 5,346,249.48 | \$ 6,055,087.65 | \$ 5,361,640.71 | \$ 5,179,083.54 | \$ 586,439.97 | 12.77% |

Town Sales Tax
Month Generated Per Sales Tax Program



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

SUMMER TOWN SALES TAX PER SALES TAX PROGRAM

| MONTH | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | \$ VARIANCE | % VARIANCE |
|----------------------|---------------|---------------|---------------|---------------|----------------|---------------|------------------------|-----------------------|
| JUNE | \$ 83,551.82 | \$ 96,360.04 | \$ 104,878.31 | \$ 119,134.32 | \$ 68,874.98 | \$ 142,384.53 | \$ 73,509.55 | 106.73% |
| JULY | \$ 118,755.11 | \$ 126,139.70 | \$ 142,768.21 | \$ 157,622.00 | \$ 149,999.66 | \$ 226,944.74 | \$ 76,945.08 | 51.30% |
| AUGUST | \$ 94,856.73 | \$ 101,608.64 | \$ 127,345.45 | \$ 137,134.34 | \$ 130,437.20 | \$ 187,809.87 | \$ 57,372.67 | 43.98% |
| SEPTEMBER | \$ 91,300.54 | \$ 108,996.59 | \$ 118,563.66 | \$ 124,797.83 | \$ 133,966.61 | \$ 175,962.51 | \$ 41,995.90 | 31.35% |
| TOTAL | \$ 388,464.20 | \$ 433,104.97 | \$ 493,555.63 | \$ 538,688.49 | \$ 483,278.45 | \$ 733,101.65 | \$ 249,823.20 | 51.69% |
| ^\$ INC/(DEC) | \$ 23,373.28 | \$ 44,640.77 | \$ 60,450.66 | \$ 45,132.86 | \$ (55,410.04) | \$ 249,823.20 | | |
| ^% INC/(DEC) | 6.40% | 11.49% | 13.96% | 9.14% | -10.29% | 51.69% | | |

WINTER TOWN SALES TAX PER SALES TAX PROGRAM

| MONTH | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | \$ VARIANCE | % VARIANCE |
|-------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------------|-----------------------|
| NOVEMBER-Previous Year | \$ 48,283.36 | \$ 44,320.86 | \$ 56,002.02 | \$ 75,933.19 | \$ 87,288.24 | \$ 106,076.67 | \$ 18,788.43 | 21.52% |
| DECEMBER-Previous Year | \$ 275,597.27 | \$ 298,208.57 | \$ 286,899.73 | \$ 340,634.01 | \$ 360,631.12 | \$ 308,952.17 | \$ (51,678.95) | -14.33% |
| JANUARY | \$ 328,008.38 | \$ 362,493.08 | \$ 360,638.81 | \$ 404,028.31 | \$ 427,441.55 | \$ 237,846.38 | \$ (189,595.17) | -44.36% |
| FEBRUARY | \$ 325,016.74 | \$ 319,930.71 | \$ 337,547.54 | \$ 367,100.21 | \$ 410,752.99 | \$ 282,891.86 | \$ (127,861.13) | -31.13% |
| MARCH | \$ 335,173.23 | \$ 334,633.61 | \$ 352,239.78 | \$ 440,966.45 | \$ 224,185.24 | \$ 380,899.86 | \$ 156,714.62 | 69.90% |
| APRIL | \$ 67,375.64 | \$ 76,268.15 | \$ 78,961.47 | \$ 98,200.56 | \$ 46,249.98 | \$ 146,960.27 | \$ 100,710.29 | 217.75% |
| TOTAL | \$ 1,379,454.62 | \$ 1,435,854.98 | \$ 1,472,289.35 | \$ 1,726,862.73 | \$ 1,556,549.12 | \$ 1,463,627.21 | \$ (92,921.91) | -5.97% |
| ^\$ INC/(DEC) | \$ 19,255.36 | \$ 56,400.36 | \$ 36,434.37 | \$ 254,573.38 | \$ (170,313.61) | \$ (92,921.91) | | |
| ^% INC/(DEC) | 1.42% | 4.09% | 2.54% | 17.29% | -9.86% | -5.97% | | |

TOWN SALES TAX COMPARISON
BY MONTH, BY INDUSTRY
GENERAL FUND
2019 TO 2021 VARIANCE

| TOWN SALES TAX BY INDUSTRY | 2020/2021 | | | | | 2020/2021 | | | | |
|-------------------------------------|----------------------|----------------------|----------------------|------------------------|----------------|----------------------|----------------------|----------------------|------------------------|----------------|
| | 2019 JANUARY | 2020 JANUARY | 2021 JANUARY | \$ VARIANCE | % VARIANCE | 2019 FEBRUARY | 2020 FEBRUARY | 2021 FEBRUARY | \$ VARIANCE | % VARIANCE |
| <i>Lodging</i> | \$195,741.42 | \$207,679.94 | \$86,922.38 | \$ (120,757.56) | -58.15% | \$179,163.22 | \$203,042.97 | \$111,583.21 | \$ (91,459.76) | -45.04% |
| <i>Restaurants</i> | \$65,559.29 | \$72,265.31 | \$34,711.54 | \$ (37,553.77) | -51.97% | \$66,087.56 | \$76,147.12 | \$45,577.66 | \$ (30,569.46) | -40.15% |
| <i>Sports Equip/Clothing</i> | \$57,252.92 | \$62,329.22 | \$30,623.58 | \$ (31,705.64) | -50.87% | \$49,938.34 | \$54,284.61 | \$38,058.72 | \$ (16,225.89) | -29.89% |
| <i>Food/Drug/Liquor Stores</i> | \$28,804.82 | \$27,455.06 | \$21,670.09 | \$ (5,784.97) | -21.07% | \$24,659.29 | \$22,698.05 | \$23,097.42 | \$ 399.37 | 1.76% |
| <i>General Retail</i> | \$16,240.42 | \$14,969.15 | \$12,037.45 | \$ (2,931.70) | -19.58% | \$12,261.01 | \$14,342.67 | \$12,473.24 | \$ (1,869.43) | -13.03% |
| <i>Retail- Construction related</i> | \$7,796.88 | \$5,608.25 | \$4,753.00 | \$ (855.25) | -15.25% | \$4,651.51 | \$5,741.66 | \$6,011.08 | \$ 269.42 | 4.69% |
| <i>E-Commerce</i> | \$5,064.59 | \$7,883.45 | \$13,956.97 | \$ 6,073.52 | 77.04% | \$4,271.88 | \$6,469.21 | \$12,280.64 | \$ 5,811.43 | 89.83% |
| <i>Special Events</i> | \$0.00 | \$0.00 | \$0.00 | \$ - | 0.00% | \$0.00 | \$0.00 | \$0.00 | \$ - | 0.00% |
| <i>Miscellaneous</i> | \$3,697.55 | \$4,529.11 | \$8,835.88 | \$ 4,306.77 | 95.09% | \$3,664.02 | \$4,274.75 | \$11,726.42 | \$ 7,451.67 | 174.32% |
| <i>Utilities/Telecommunications</i> | \$23,870.42 | \$24,722.06 | \$24,335.49 | \$ (386.57) | -1.56% | \$22,403.38 | \$23,751.95 | \$22,083.47 | \$ (1,668.48) | -7.02% |
| TOTAL | \$ 404,028.31 | \$ 427,441.55 | \$ 237,846.38 | \$ (189,595.17) | -44.36% | \$ 367,100.21 | \$ 410,752.99 | \$ 282,891.86 | \$ (127,861.13) | -31.13% |

| TOWN SALES TAX BY INDUSTRY | 2020/2021 | | | | | 2020/2021 | | | | |
|-------------------------------------|----------------------|----------------------|----------------------|----------------------|---------------|---------------------|---------------------|----------------------|----------------------|----------------|
| | 2019 MARCH | 2020 MARCH | 2021 MARCH | \$ VARIANCE | % VARIANCE | 2019 APRIL | 2020 APRIL | 2021 APRIL | \$ VARIANCE | % VARIANCE |
| <i>Lodging</i> | \$211,275.69 | \$95,646.16 | \$157,248.11 | \$ 61,601.95 | 64.41% | \$25,381.11 | \$1,576.05 | \$39,722.66 | \$ 38,146.61 | 2420.39% |
| <i>Restaurants</i> | \$79,787.31 | \$31,354.33 | \$63,684.46 | \$ 32,330.13 | 103.11% | \$17,586.97 | \$2,505.00 | \$24,144.20 | \$ 21,639.20 | 863.84% |
| <i>Sports Equip/Clothing</i> | \$61,248.29 | \$21,028.07 | \$54,844.55 | \$ 33,816.48 | 160.82% | \$10,715.83 | \$686.78 | \$14,526.25 | \$ 13,839.47 | 2015.12% |
| <i>Food/Drug/Liquor Stores</i> | \$27,599.34 | \$19,016.10 | \$28,003.18 | \$ 8,987.08 | 47.26% | \$8,973.60 | \$9,276.05 | \$12,467.17 | \$ 3,191.12 | 34.40% |
| <i>General Retail</i> | \$17,783.84 | \$15,128.13 | \$20,436.90 | \$ 5,308.77 | 35.09% | \$6,977.81 | \$7,066.45 | \$12,873.15 | \$ 5,806.70 | 82.17% |
| <i>Retail- Construction related</i> | \$11,681.57 | \$10,427.51 | \$7,212.38 | \$ (3,215.13) | -30.83% | \$6,256.83 | \$2,796.09 | \$6,927.64 | \$ 4,131.55 | 147.76% |
| <i>E-Commerce</i> | \$3,811.88 | \$5,632.34 | \$15,651.68 | \$ 10,019.34 | 177.89% | \$2,552.88 | \$5,454.40 | \$12,196.77 | \$ 6,742.37 | 123.61% |
| <i>Special Events</i> | \$0.00 | \$0.00 | \$0.00 | \$ - | 0.00% | \$0.00 | \$0.00 | \$0.00 | \$ - | 0.00% |
| <i>Miscellaneous</i> | \$5,230.61 | \$4,416.60 | \$12,596.57 | \$ 8,179.97 | 185.21% | \$1,585.82 | \$1,008.28 | \$5,182.17 | \$ 4,173.89 | 413.96% |
| <i>Utilities/Telecommunications</i> | \$22,547.92 | \$21,536.00 | \$21,222.03 | \$ (313.97) | -1.46% | \$18,169.71 | \$15,880.88 | \$18,920.26 | \$ 3,039.38 | 19.14% |
| TOTAL | \$ 440,966.45 | \$ 224,185.24 | \$ 380,899.86 | \$ 156,714.62 | 69.90% | \$ 98,200.56 | \$ 46,249.98 | \$ 146,960.27 | \$ 100,710.29 | 217.75% |

| TOWN SALES TAX BY INDUSTRY | 2020/2021 | | | | | 2020/2021 | | | | |
|-------------------------------------|---------------------|---------------------|---------------------|---------------------|---------------|----------------------|---------------------|----------------------|---------------------|----------------|
| | 2019 MAY | 2020 MAY | 2021 MAY | \$ VARIANCE | % VARIANCE | 2019 JUNE | 2020 JUNE | 2021 JUNE | \$ VARIANCE | % VARIANCE |
| <i>Lodging</i> | \$9,818.23 | \$1,336.77 | \$14,102.68 | \$ 12,765.91 | 954.98% | \$39,998.33 | \$12,597.10 | \$42,582.82 | \$ 29,985.72 | 238.04% |
| <i>Restaurants</i> | \$3,657.59 | \$3,564.49 | \$2,920.22 | \$ (644.27) | -18.07% | \$14,880.13 | \$7,130.62 | \$18,445.95 | \$ 11,315.33 | 158.69% |
| <i>Sports Equip/Clothing</i> | \$182.67 | \$185.02 | \$618.58 | \$ 433.56 | 234.33% | \$2,506.45 | \$1,908.07 | \$3,581.05 | \$ 1,672.98 | 87.68% |
| <i>Food/Drug/Liquor Stores</i> | \$6,423.60 | \$8,980.64 | \$7,746.61 | \$ (1,234.03) | -13.74% | \$12,572.41 | \$13,545.68 | \$15,231.66 | \$ 1,685.98 | 12.45% |
| <i>General Retail</i> | \$7,597.89 | \$5,616.84 | \$10,740.35 | \$ 5,123.51 | 91.22% | \$16,270.80 | \$9,366.48 | \$16,294.13 | \$ 6,927.65 | 73.96% |
| <i>Retail- Construction related</i> | \$7,821.56 | \$10,451.98 | \$4,966.51 | \$ (5,485.47) | -52.48% | \$13,542.95 | \$6,421.53 | \$11,163.59 | \$ 4,742.06 | 73.85% |
| <i>E-Commerce</i> | \$2,961.67 | \$5,212.55 | \$13,012.73 | \$ 7,800.18 | 149.64% | \$6,276.50 | \$6,960.60 | \$18,943.19 | \$ 11,982.59 | 172.15% |
| <i>Special Events</i> | \$0.00 | \$0.00 | \$0.00 | \$ - | 0.00% | \$181.88 | \$4.98 | \$270.96 | \$ 265.98 | 0.00% |
| <i>Miscellaneous</i> | \$1,116.36 | \$1,304.38 | \$3,072.79 | \$ 1,768.41 | 135.57% | \$2,288.16 | \$2,047.87 | \$6,510.43 | \$ 4,462.56 | 217.91% |
| <i>Utilities/Telecommunications</i> | \$11,620.21 | \$10,618.38 | \$12,338.52 | \$ 1,720.14 | 16.20% | \$10,616.71 | \$8,892.05 | \$9,360.75 | \$ 468.70 | 5.27% |
| TOTAL | \$ 51,199.78 | \$ 47,271.05 | \$ 69,518.99 | \$ 22,247.94 | 47.06% | \$ 119,134.32 | \$ 68,874.98 | \$ 142,384.53 | \$ 73,509.55 | 106.73% |

| TOWN SALES TAX BY INDUSTRY | 2020/2021 | | | | | 2020/2021 | | | | |
|----------------------------|-----------|-----------|-----------|-------------|------------|-------------|-------------|-------------|-------------|------------|
| | 2019 JULY | 2020 JULY | 2021 JULY | \$ VARIANCE | % VARIANCE | 2019 AUGUST | 2020 AUGUST | 2021 AUGUST | \$ VARIANCE | % VARIANCE |

| | | | | | | | | | | | | |
|-------------------------------------|----------------------|----------------------|----------------------|-----------|------------------|---------------|----------------------|----------------------|----------------------|-----------|------------------|---------------|
| <i>Lodging</i> | \$60,072.64 | \$54,360.31 | \$90,509.73 | \$ | 36,149.42 | 66.50% | \$50,448.70 | \$48,132.38 | \$68,342.18 | \$ | 20,209.80 | 41.99% |
| <i>Restaurants</i> | \$29,565.96 | \$23,469.46 | \$38,383.40 | \$ | 14,913.94 | 63.55% | \$26,262.20 | \$21,248.69 | \$30,602.24 | \$ | 9,353.55 | 44.02% |
| <i>Sports Equip/Clothing</i> | \$7,109.40 | \$6,751.44 | \$8,234.40 | \$ | 1,482.96 | 21.97% | \$6,741.74 | \$5,693.75 | \$6,708.14 | \$ | 1,014.39 | 17.82% |
| <i>Food/Drug/Liquor Stores</i> | \$19,696.32 | \$22,510.85 | \$24,424.41 | \$ | 1,913.56 | 8.50% | \$14,568.43 | \$19,322.48 | \$19,707.59 | \$ | 385.11 | 1.99% |
| <i>General Retail</i> | \$14,836.26 | \$15,018.77 | \$18,268.85 | \$ | 3,250.08 | 21.64% | \$12,644.51 | \$10,137.25 | \$18,360.52 | \$ | 8,223.27 | 81.12% |
| <i>Retail- Construction related</i> | \$10,406.11 | \$6,132.81 | \$9,278.31 | \$ | 3,145.50 | 51.29% | \$9,487.52 | \$4,499.69 | \$11,258.92 | \$ | 6,759.23 | 150.22% |
| <i>E-Commerce</i> | \$5,027.09 | \$6,506.13 | \$16,578.35 | \$ | 10,072.22 | 154.81% | \$4,515.14 | \$9,186.17 | \$14,869.34 | \$ | 5,683.17 | 61.87% |
| <i>Special Events</i> | \$222.84 | \$62.07 | \$0.00 | \$ | (62.07) | 0.00% | \$947.54 | \$30.22 | \$102.91 | \$ | 72.69 | 0.00% |
| <i>Miscellaneous</i> | \$1,070.62 | \$7,767.58 | \$12,034.46 | \$ | 4,266.88 | 54.93% | \$1,900.62 | \$3,176.98 | \$8,392.42 | \$ | 5,215.44 | 164.16% |
| <i>Utilities/Telecommunications</i> | \$9,614.76 | \$7,420.24 | \$9,232.83 | \$ | 1,812.59 | 24.43% | \$9,617.94 | \$9,009.59 | \$9,465.61 | \$ | 456.02 | 5.06% |
| TOTAL | \$ 157,622.00 | \$ 149,999.66 | \$ 226,944.74 | \$ | 76,945.08 | 51.30% | \$ 137,134.34 | \$ 130,437.20 | \$ 187,809.87 | \$ | 57,372.67 | 43.98% |

2020/2021

2020/2021

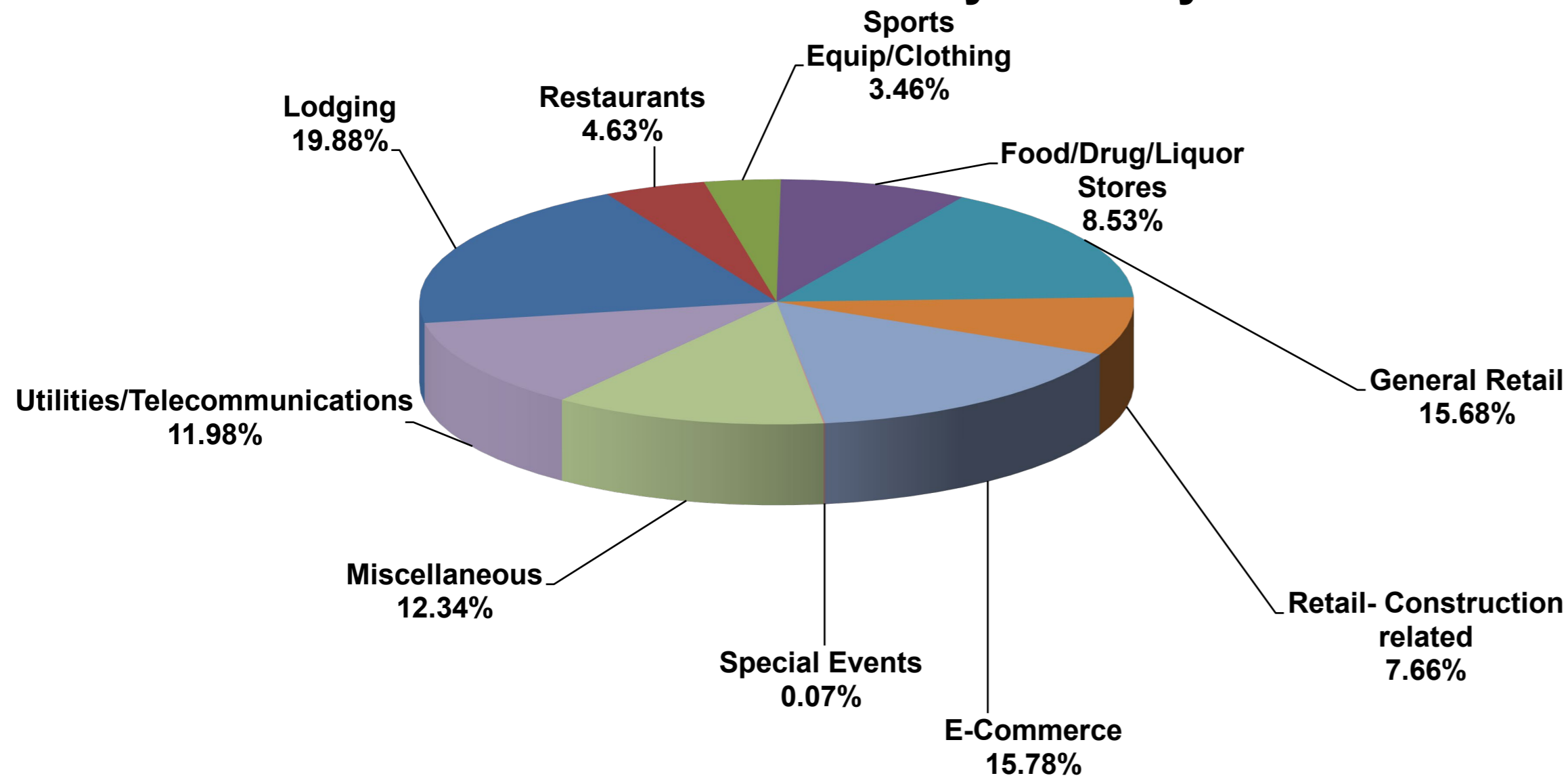
| TOWN SALES TAX BY INDUSTRY | 2019 SEPTEMBER | 2020 SEPTEMBER | 2021 SEPTEMBER | \$ VARIANCE | % VARIANCE | 2019 OCTOBER | 2020 OCTOBER | 2021 OCTOBER | \$ VARIANCE | % VARIANCE | | |
|-------------------------------------|----------------------|----------------------|----------------------|-------------|------------------|---------------|---------------------|---------------------|----------------------|------------|------------------|---------------|
| <i>Lodging</i> | \$43,610.15 | \$41,084.31 | \$55,836.00 | \$ | 14,751.69 | 35.91% | \$24,362.81 | \$25,153.70 | \$35,127.19 | \$ | 9,973.49 | 39.65% |
| <i>Restaurants</i> | \$15,080.93 | \$16,571.39 | \$24,545.51 | \$ | 7,974.12 | 48.12% | \$7,282.71 | \$8,311.71 | \$8,253.28 | \$ | (58.43) | -0.70% |
| <i>Sports Equip/Clothing</i> | \$3,720.88 | \$5,320.44 | \$4,232.42 | \$ | (1,088.02) | -20.45% | \$1,466.40 | \$2,225.03 | \$1,951.88 | \$ | (273.15) | -12.28% |
| <i>Food/Drug/Liquor Stores</i> | \$10,029.50 | \$15,603.93 | \$15,830.48 | \$ | 226.55 | 1.45% | \$7,474.33 | \$11,568.29 | \$10,395.79 | \$ | (1,172.50) | -10.14% |
| <i>General Retail</i> | \$18,118.91 | \$18,382.27 | \$20,807.36 | \$ | 2,425.09 | 13.19% | \$9,429.28 | \$10,512.31 | \$13,525.58 | \$ | 3,013.27 | 28.66% |
| <i>Retail- Construction related</i> | \$12,066.98 | \$8,383.93 | \$12,216.82 | \$ | 3,832.89 | 45.72% | \$9,526.51 | \$6,930.65 | \$7,363.67 | \$ | 433.02 | 6.25% |
| <i>E-Commerce</i> | \$6,076.11 | \$14,795.37 | \$16,179.90 | \$ | 1,384.53 | 9.36% | \$2,844.34 | \$13,457.01 | \$14,357.78 | \$ | 900.77 | 6.69% |
| <i>Special Events</i> | \$3,593.44 | \$0.00 | \$6,049.45 | \$ | 6,049.45 | 0.00% | \$0.00 | \$0.00 | \$0.00 | \$ | - | 0.00% |
| <i>Miscellaneous</i> | \$2,549.76 | \$4,111.35 | \$9,991.33 | \$ | 5,879.98 | 143.02% | \$1,131.79 | \$3,409.06 | \$5,917.40 | \$ | 2,508.34 | 73.58% |
| <i>Utilities/Telecommunications</i> | \$9,951.17 | \$9,713.62 | \$10,273.24 | \$ | 559.62 | 5.76% | \$10,053.54 | \$9,825.79 | \$9,856.10 | \$ | 30.31 | 0.31% |
| TOTAL | \$ 124,797.83 | \$ 133,966.61 | \$ 175,962.51 | \$ | 41,995.90 | 31.35% | \$ 73,571.71 | \$ 91,393.55 | \$ 106,748.67 | \$ | 15,355.12 | 16.80% |

2020/2021

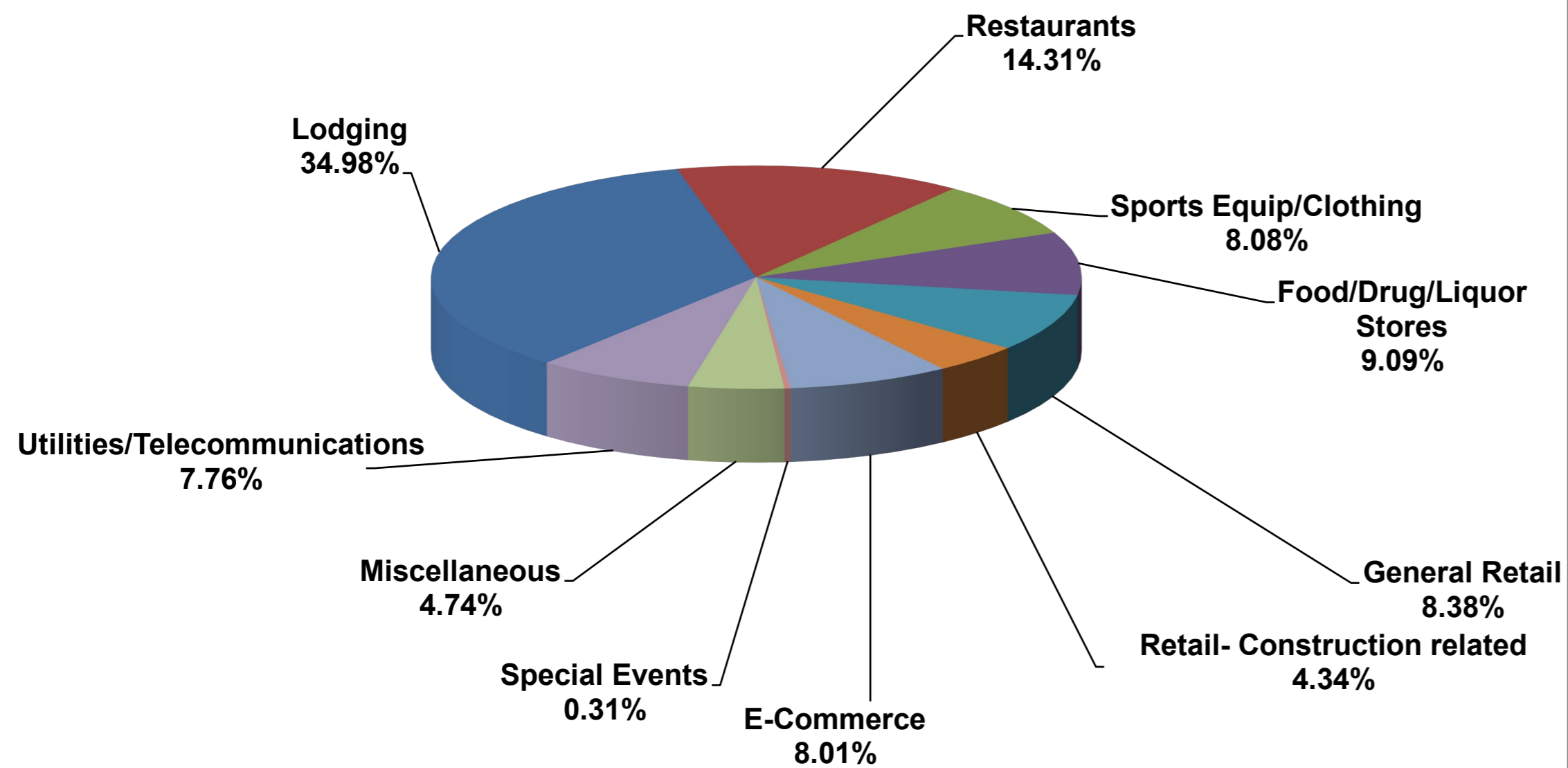
2020/2021

| TOWN SALES TAX BY INDUSTRY | 2019 NOVEMBER | 2020 NOVEMBER | 2021 NOVEMBER | \$ VARIANCE | % VARIANCE | SUB-TOTAL 2019 | SUB-TOTAL 2020 | SUB-TOTAL 2021 | \$ VARIANCE | % VARIANCE | | |
|-------------------------------------|---------------------|----------------------|----------------------|-------------|-----------------|----------------|-----------------------|-----------------------|-----------------------|------------|-------------------|---------------|
| <i>Lodging</i> | \$15,962.11 | \$17,647.23 | \$22,599.24 | \$ | 4,952.01 | 28.06% | \$855,834.41 | \$708,256.92 | \$724,576.20 | \$ | 16,319.28 | 2.30% |
| <i>Restaurants</i> | \$5,277.13 | \$5,509.27 | \$5,259.46 | \$ | (249.81) | -4.53% | \$331,027.78 | \$268,077.39 | \$296,527.92 | \$ | 28,450.53 | 10.61% |
| <i>Sports Equip/Clothing</i> | \$12,024.69 | \$4,816.26 | \$3,932.48 | \$ | (883.78) | -18.35% | \$212,907.61 | \$165,228.69 | \$167,312.05 | \$ | 2,083.36 | 1.26% |
| <i>Food/Drug/Liquor Stores</i> | \$7,613.40 | \$11,590.90 | \$9,692.22 | \$ | (1,898.68) | -16.38% | \$168,415.04 | \$181,568.03 | \$188,266.62 | \$ | 6,698.59 | 3.69% |
| <i>General Retail</i> | \$15,418.71 | \$21,448.16 | \$17,826.29 | \$ | (3,621.87) | -16.89% | \$147,579.44 | \$141,988.48 | \$173,643.82 | \$ | 31,655.34 | 22.29% |
| <i>Retail- Construction related</i> | \$9,287.23 | \$6,881.40 | \$8,702.12 | \$ | 1,820.72 | 26.46% | \$102,525.65 | \$74,275.50 | \$89,854.04 | \$ | 15,578.54 | 20.97% |
| <i>E-Commerce</i> | \$5,462.70 | \$14,870.55 | \$17,933.03 | \$ | 3,062.48 | 20.59% | \$48,864.78 | \$96,427.78 | \$165,960.38 | \$ | 69,532.60 | 72.11% |
| <i>Special Events</i> | \$0.00 | \$0.00 | \$77.20 | \$ | 77.20 | 0.00% | \$4,945.70 | \$97.27 | \$6,500.52 | \$ | 6,403.25 | 6582.96% |
| <i>Miscellaneous</i> | \$1,214.02 | \$11,210.93 | \$14,024.87 | \$ | 2,813.94 | 25.10% | \$25,449.33 | \$47,256.89 | \$98,284.74 | \$ | 51,027.85 | 107.98% |
| <i>Utilities/Telecommunications</i> | \$15,471.80 | \$12,512.24 | \$13,618.96 | \$ | 1,106.72 | 8.85% | \$163,937.56 | \$153,882.80 | \$160,707.26 | \$ | 6,824.46 | 4.43% |
| TOTAL | \$ 87,731.79 | \$ 106,486.94 | \$ 113,665.87 | \$ | 7,178.93 | 6.74% | \$2,061,487.30 | \$1,837,059.75 | \$2,071,633.55 | \$ | 234,573.80 | 12.77% |

November 2021 Sales By Industry



2021 Year-to-Date Sales By Industry



**TOWN OF SNOWMASS VILLAGE
MARIJUANA AND TOBACCO TAXES**

HISTORICAL SUMMARY

**MONTH GENERATED
PER GENERAL LEDGER
GENERAL FUND**

| | 2020 ACTUAL | 2021 ACTUAL | 2021 VARIANCE \$ | 2021 VARIANCE % |
|--------------|------------------------|------------------------|---------------------------------|--------------------------------|
| January | \$ 17,373.46 | \$ 15,234.04 | \$ (2,139.42) | -12.31% |
| February | \$ 14,862.74 | \$ 15,661.75 | \$ 799.01 | 5.38% |
| March | \$ 12,485.54 | \$ 17,848.17 | \$ 5,362.63 | 42.95% |
| April | \$ 7,647.75 | \$ 11,334.89 | \$ 3,687.14 | 48.21% |
| May | \$ 6,882.17 | \$ 5,496.21 | \$ (1,385.96) | -20.14% |
| June | \$ 8,687.59 | \$ 9,432.73 | \$ 745.14 | 8.58% |
| July | \$ 12,456.69 | \$ 14,239.85 | \$ 1,783.16 | 14.31% |
| August | \$ 12,799.21 | \$ 12,608.15 | \$ (191.06) | -1.49% |
| September | \$ 10,265.64 | \$ 6,044.92 | \$ (4,220.72) | -41.12% |
| October | \$ 8,379.60 | \$ 13,655.55 | \$ 5,275.95 | 62.96% |
| November | \$ 7,438.97 | \$ 7,109.14 | \$ (329.83) | -4.43% |
| December | \$ 15,638.28 | | | |
| TOTAL | \$ 134,917.64 | \$ 128,665.40 | \$ 9,386.04 | 7.87% |

**MARIJUANA AND TOBACCO TAX PER GENERAL LEDGER
BUDGET TO ACTUAL SUMMARY**

| | 2021 BUDGET | 2021 ACTUAL | \$ VARIANCE | % TO BUDGET |
|--------------|------------------------|------------------------|------------------------|------------------------|
| January | \$ 13,263.00 | \$15,234.04 | \$ 1,971.04 | 14.86% |
| February | \$ 11,347.00 | \$15,661.75 | \$ 4,314.75 | 38.03% |
| March | \$ 9,532.00 | \$17,848.17 | \$ 8,316.17 | 87.24% |
| April | \$ 5,839.00 | \$11,334.89 | \$ 5,495.89 | 94.12% |
| May | \$ 5,254.00 | \$5,496.21 | \$ 242.21 | 4.61% |
| June | \$ 6,632.00 | \$9,432.73 | \$ 2,800.73 | 42.23% |
| July | \$ 9,510.00 | \$14,239.85 | \$ 4,729.85 | 49.74% |
| August | \$ 9,771.00 | \$12,608.15 | \$ 2,837.15 | 29.04% |
| September | \$ 7,837.00 | \$6,044.92 | \$ (1,792.08) | -22.87% |
| October | \$ 6,397.00 | \$13,655.55 | \$ 7,258.55 | 113.47% |
| November | \$ 5,679.00 | \$7,109.14 | \$ 1,430.14 | 25.18% |
| December* | \$ 11,939.00 | | | |
| TOTAL | \$ 103,000.00 | \$ 128,665.40 | \$ 37,604.40 | 41.30% |

**TOWN OF SNOWMASS VILLAGE
LODGING TAX**

HISTORICAL SUMMARY

**MONTH GENERATED
PER SALES TAX PROGRAM
LODGING TAX FUND**

| | 2016 ACTUAL | 2017 ACTUAL | 2018 ACTUAL | 2019 ACTUAL | 2020 ACTUAL | 2021 ACTUAL | 2021 VARIANCE \$ | 2021 VARIANCE % |
|--------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------------------|--------------------------------|
| January | \$ 365,275.97 | \$ 415,695.11 | \$ 426,639.47 | \$ 456,624.08 | \$ 482,901.79 | \$ 207,012.22 | \$ (275,889.57) | -57.13% |
| February | \$ 368,717.45 | \$ 364,772.42 | \$ 384,657.93 | \$ 416,187.69 | \$ 470,379.20 | \$ 265,668.27 | \$ (204,710.93) | -43.52% |
| March | \$ 364,562.33 | \$ 372,850.96 | \$ 373,411.13 | \$ 490,536.04 | \$ 213,958.82 | \$ 375,045.97 | \$ 161,087.15 | 75.29% |
| April | \$ 39,755.76 | \$ 41,569.61 | \$ 43,498.44 | \$ 56,234.74 | \$ 2,986.45 | \$ 93,144.93 | \$ 90,158.48 | 3018.92% |
| May | \$ 5,140.84 | \$ 15,289.25 | \$ 11,781.93 | \$ 19,961.63 | \$ 1,919.27 | \$ 29,164.02 | \$ 27,244.75 | 1419.54% |
| June | \$ 67,592.84 | \$ 80,874.41 | \$ 80,348.15 | \$ 86,400.31 | \$ 25,822.46 | \$ 93,991.12 | \$ 68,168.66 | 263.99% |
| July | \$ 115,789.34 | \$ 118,479.69 | \$ 126,052.50 | \$ 134,605.68 | \$ 120,550.67 | \$ 208,438.54 | \$ 87,887.87 | 72.91% |
| August | \$ 81,382.75 | \$ 81,958.23 | \$ 106,142.71 | \$ 114,363.64 | \$ 105,824.22 | \$ 152,876.12 | \$ 47,051.90 | 44.46% |
| September | \$ 74,317.03 | \$ 79,368.82 | \$ 81,704.07 | \$ 95,849.70 | \$ 90,341.87 | \$ 128,013.00 | \$ 37,671.13 | 41.70% |
| October | \$ 19,775.13 | \$ 26,896.18 | \$ 33,698.87 | \$ 53,639.04 | \$ 55,345.66 | \$ 78,391.43 | \$ 23,045.77 | 41.64% |
| November | \$ 14,224.15 | \$ 23,956.13 | \$ 32,098.19 | \$ 34,783.47 | \$ 37,876.03 | \$ 49,261.12 | \$ 11,385.09 | 30.06% |
| December | \$ 342,778.40 | \$ 321,894.86 | \$ 336,696.36 | \$ 366,337.79 | \$ 264,237.47 | | | |
| TOTAL | \$ 1,859,311.99 | \$ 1,943,605.67 | \$ 2,036,729.75 | \$ 2,325,523.81 | \$ 1,872,143.91 | \$ 1,681,006.74 | \$ 73,100.30 | 4.55% |

**MONTH GENERATED
PER GENERAL LEDGER
LODGING TAX FUND**

| | 2016 ACTUAL | 2017 ACTUAL | 2018 ACTUAL | 2019 ACTUAL | 2020 ACTUAL | 2021 ACTUAL | 2021 VARIANCE \$ | 2021 VARIANCE % |
|--------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------------------------|--------------------------------|
| January | \$ 364,279.15 | \$ 414,662.45 | \$ 427,912.16 | \$ 467,051.23 | \$ 480,967.82 | \$ 207,807.31 | \$ (273,160.51) | -56.79% |
| February | \$ 369,443.94 | \$ 365,644.34 | \$ 384,153.55 | \$ 418,970.91 | \$ 473,340.08 | \$ 266,441.04 | \$ (206,899.04) | -43.71% |
| March | \$ 361,607.18 | \$ 371,552.51 | \$ 371,666.65 | \$ 491,100.68 | \$ 199,082.14 | \$ 374,853.69 | \$ 175,771.55 | 88.29% |
| April | \$ 40,502.85 | \$ 41,840.76 | \$ 43,355.10 | \$ 58,495.88 | \$ 17,188.74 | \$ 93,144.93 | \$ 75,956.19 | 441.90% |
| May | \$ 5,743.08 | \$ 16,242.13 | \$ 11,834.61 | \$ 20,784.39 | \$ 1,584.06 | \$ 28,953.33 | \$ 27,369.27 | 1727.79% |
| June | \$ 67,522.72 | \$ 81,061.78 | \$ 80,698.68 | \$ 87,048.75 | \$ 25,498.08 | \$ 101,205.08 | \$ 75,707.00 | 296.91% |
| July | \$ 116,084.93 | \$ 118,635.28 | \$ 126,001.94 | \$ 135,105.70 | \$ 118,246.85 | \$ 194,391.71 | \$ 76,144.86 | 64.39% |
| August | \$ 81,783.12 | \$ 81,997.64 | \$ 104,418.65 | \$ 114,655.30 | \$ 110,514.32 | \$ 161,200.06 | \$ 50,685.74 | 45.86% |
| September | \$ 74,427.35 | \$ 79,331.29 | \$ 82,968.76 | \$ 95,550.20 | \$ 89,543.07 | \$ 134,680.69 | \$ 45,137.62 | 50.41% |
| October | \$ 20,929.78 | \$ 26,631.88 | \$ 33,768.57 | \$ 54,316.19 | \$ 54,091.08 | \$ 75,517.38 | \$ 21,426.30 | 39.61% |
| November | \$ 14,794.89 | \$ 23,872.71 | \$ 31,390.70 | \$ 35,936.53 | \$ 40,938.56 | \$ 49,435.83 | \$ 8,497.27 | 20.76% |
| December | \$ 342,869.93 | \$ 320,615.60 | \$ 331,189.01 | \$ 365,646.51 | \$ 264,340.35 | | | |
| TOTAL | \$ 1,859,988.92 | \$ 1,942,088.37 | \$ 2,029,358.38 | \$ 2,344,662.27 | \$ 1,875,335.15 | \$ 1,687,631.05 | \$ 76,636.25 | 4.76% |

**LODGING TAX PER GENERAL LEDGER
BUDGET TO ACTUAL SUMMARY**

| | 2021 BUDGET | 2021 ACTUAL | % TO BUDGET | \$ VARIANCE |
|--------------|------------------------|------------------------|------------------------|------------------------|
| January | \$ 438,998.00 | \$207,807.31 | -52.66% | \$ (231,190.69) |
| February | \$ 432,036.00 | \$266,441.04 | -38.33% | \$ (165,594.96) |
| March | \$ 181,710.00 | \$374,853.69 | 106.29% | \$ 193,143.69 |
| April | \$ 15,689.00 | \$93,144.93 | 493.70% | \$ 77,455.93 |
| May | \$ 1,446.00 | \$28,953.33 | 1902.30% | \$ 27,507.33 |
| June | \$ 23,273.00 | \$101,205.08 | 334.86% | \$ 77,932.08 |
| July | \$ 107,929.00 | \$194,391.71 | 80.11% | \$ 86,462.71 |
| August | \$ 100,871.00 | \$161,200.00 | 59.81% | \$ 60,329.00 |
| September | \$ 81,729.00 | \$134,680.69 | 64.79% | \$ 52,951.69 |
| October | \$ 49,371.00 | \$75,517.38 | 52.96% | \$ 26,146.38 |
| November | \$ 37,366.00 | \$49,435.83 | 32.30% | \$ 12,069.83 |
| December* | \$ 241,274.00 | | | |
| TOTAL | \$ 1,711,692.00 | \$ 1,687,630.99 | 14.77% | \$ 217,212.99 |

TOWN OF SNOWMASS VILLAGE

RETT REPORT
HISTORICAL SUMMARY

| MONTH RECEIVED | 2015 ACTUAL | 2016 ACTUAL | 2017 ACTUAL | 2018 ACTUAL | 2019 ACTUAL | 2020 ACTUAL | 2021 ACTUAL | VARIANCE \$ | VARIANCE % |
|----------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|---------------|
| JANUARY | \$ 93,516.67 | \$ 111,560.00 | \$ 166,600.00 | \$ 111,101.77 | \$ 132,263.00 | \$ 219,570.00 | \$ 257,394.12 | \$ 37,824.12 | 17.23% |
| FEBRUARY | \$ 162,929.00 | \$ 240,410.00 | \$ 213,361.14 | \$ 75,686.50 | \$ 286,271.67 | \$ 213,990.00 | \$ 504,570.50 | \$ 290,580.50 | 135.79% |
| MARCH | \$ 399,478.50 | \$ 252,278.35 | \$ 263,267.78 | \$ 178,667.00 | \$ 303,750.00 | \$ 249,623.50 | \$ 540,562.62 | \$ 290,939.12 | 116.55% |
| APRIL | \$ 350,285.00 | \$ 469,447.50 | \$ 305,327.50 | \$ 270,430.00 | \$ 200,767.19 | \$ 300,274.00 | \$ 1,018,139.00 | \$ 717,865.00 | 239.07% |
| MAY | \$ 124,970.00 | \$ 53,820.00 | \$ 245,280.00 | \$ 287,865.00 | \$ 346,140.00 | \$ 60,895.81 | \$ 945,992.50 | \$ 885,096.69 | 1453.46% |
| JUNE | \$ 224,718.96 | \$ 373,650.00 | \$ 115,625.00 | \$ 174,750.00 | \$ 420,917.50 | \$ 93,875.00 | \$ 605,452.50 | \$ 511,577.50 | 544.96% |
| JULY | \$ 232,775.00 | \$ 170,210.00 | \$ 184,111.25 | \$ 637,922.10 | \$ 224,643.00 | \$ 294,889.25 | \$ 525,402.25 | \$ 230,513.00 | 78.17% |
| AUGUST | \$ 47,715.00 | \$ 222,316.00 | \$ 89,807.50 | \$ 149,175.00 | \$ 310,605.00 | \$ 545,313.00 | \$ 616,473.75 | \$ 71,160.75 | 13.05% |
| SEPTEMBER | \$ 264,304.05 | \$ 296,325.00 | \$ 249,325.00 | \$ 453,784.00 | \$ 370,458.50 | \$ 929,155.50 | \$ 902,548.50 | \$ (26,607.00) | -2.86% |
| OCTOBER | \$ 118,020.50 | \$ 107,557.00 | \$ 360,330.00 | \$ 251,131.00 | \$ 352,329.70 | \$ 1,321,364.00 | \$ 520,748.85 | \$ (800,615.15) | -60.59% |
| NOVEMBER | \$ 118,117.50 | \$ 147,015.00 | \$ 314,378.16 | \$ 273,150.00 | \$ 468,696.25 | \$ 1,108,498.37 | \$ 1,104,888.50 | \$ (3,609.87) | -0.33% |
| DECEMBER | \$ 388,650.00 | \$ 857,240.00 | \$ 264,314.75 | \$ 1,153,733.63 | \$ 462,813.59 | \$ 1,556,153.00 | | | |
| TOTAL | \$ 2,525,480.18 | \$ 3,301,828.85 | \$ 2,771,728.08 | \$ 4,017,396.00 | \$ 3,879,655.40 | \$ 6,893,601.43 | \$ 7,542,173.09 | \$ 2,204,724.66 | 41.31% |

BUDGET TO ACTUAL SUMMARY

| MONTH RECEIVED | 2021 BUDGET | 2021 ACTUAL | % TO BUDGET | \$ VARIANCE |
|----------------|---------------------|------------------------|----------------|------------------------|
| JANUARY | \$ 84,406.00 | \$ 257,394.12 | 204.95% | \$ 172,988.12 |
| FEBRUARY | \$ 82,261.00 | \$ 504,570.50 | 513.38% | \$ 422,309.50 |
| MARCH | \$ 95,959.00 | \$ 540,562.62 | 463.33% | \$ 444,603.62 |
| APRIL | \$ 115,430.00 | \$ 1,018,139.00 | 782.04% | \$ 902,709.00 |
| MAY | \$ 23,409.00 | \$ 945,992.50 | 3941.15% | \$ 922,583.50 |
| JUNE | \$ 36,087.00 | \$ 605,452.50 | 1577.76% | \$ 569,365.50 |
| JULY | \$ 113,360.00 | \$ 525,402.25 | 363.48% | \$ 412,042.25 |
| AUGUST | \$ 209,626.00 | \$ 616,473.75 | 194.08% | \$ 406,847.75 |
| SEPTEMBER | \$ 357,181.00 | \$ 902,548.50 | 152.69% | \$ 545,367.50 |
| OCTOBER | \$ 507,951.00 | \$ 520,748.85 | 2.52% | \$ 12,797.85 |
| NOVEMBER | \$ 426,123.00 | \$ 1,104,888.50 | 159.29% | \$ 678,765.50 |
| DECEMBER | \$ 598,207.00 | | | |
| TOTAL | \$ 2,650,000 | \$ 7,542,173.09 | 267.59% | \$ 5,490,380.09 |

TOWN OF SNOWMASS VILLAGE

**EXCISE TAX REPORT
HISTORICAL SUMMARY**

| MONTH RECEIVED | 2015 ACTUAL | 2016 ACTUAL | 2017 ACTUAL | 2018 ACTUAL | 2019 ACTUAL | 2020 ACTUAL | 2021 ACTUAL | VARIANCE \$ | VARIANCE % |
|-----------------------|----------------------|----------------------|------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|-------------------|
| JANUARY | \$ - | \$ - | \$ - | \$ 183,947.17 | \$ - | \$ - | \$ - | \$ - | #DIV/0! |
| FEBRUARY | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | #DIV/0! |
| MARCH | \$ - | \$ - | \$ 446,673.84 | \$ 59,287.00 | \$ - | \$ - | \$ - | \$ - | #DIV/0! |
| APRIL | \$ 85,304.26 | \$ - | \$ 61,100.88 | \$ 14,408.00 | \$ 222,641.00 | \$ - | \$ - | \$ - | #DIV/0! |
| MAY | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 242,328.00 | \$ 242,328.00 | #DIV/0! |
| JUNE | \$ - | \$ 40,540.29 | \$ 77,103.36 | \$ 59,830.00 | \$ - | \$ - | \$ 38,127.27 | \$ 38,127.27 | #DIV/0! |
| JULY | \$ - | \$ 150,121.70 | \$ 135,853.00 | \$ 33,279.84 | \$ - | \$ - | \$ 55,770.00 | \$ 55,770.00 | #DIV/0! |
| AUGUST | \$ - | \$ - | \$ - | \$ - | \$ - | \$ 500.00 | \$ - | \$ (500.00) | -100.00% |
| SEPTEMBER | \$ 117,992.22 | \$ 1,000.00 | \$ 77,281.00 | \$ 201,089.07 | \$ 22,578.00 | \$ 179,420.84 | \$ - | \$ (179,420.84) | -100.00% |
| OCTOBER | \$ - | \$ 14,245.87 | \$ 279,680.25 | \$ 25,585.00 | \$ 31,142.00 | \$ 69,484.34 | \$ - | \$ (69,484.34) | -100.00% |
| NOVEMBER | \$ 148,230.00 | \$ 92,905.89 | \$ - | \$ - | \$ 164,844.00 | \$ - | \$ 42,689.78 | \$ 42,689.78 | #DIV/0! |
| DECEMBER | \$ 152,403.75 | \$ 4,758.74 | \$ - | \$ - | \$ 33,754.00 | \$ (1,000.00) | \$ - | \$ - | 0.00% |
| TOTAL | \$ 503,930.23 | \$ 303,572.49 | \$ 1,077,692.33 | \$ 577,426.08 | \$ 474,959.00 | \$ 248,405.18 | \$ 378,915.05 | \$ 129,509.87 | 51.93% |

BUDGET TO ACTUAL SUMMARY

| MONTH RECEIVED | 2021 BUDGET | 2021 ACTUAL | % TO BUDGET | \$ VARIANCE |
|-----------------------|--------------------|----------------------|--------------------|----------------------|
| JANUARY | \$ - | \$ - | | \$ - |
| FEBRUARY | \$ - | \$ - | | \$ - |
| MARCH | \$ - | \$ - | | \$ - |
| APRIL | \$ - | \$ - | #DIV/0! | \$ - |
| MAY | \$ - | \$ 242,328.00 | #DIV/0! | \$ 242,328.00 |
| JUNE | \$ - | \$ 38,127.27 | #DIV/0! | \$ 38,127.27 |
| JULY | \$ - | \$ 55,770.00 | #DIV/0! | \$ 55,770.00 |
| AUGUST | \$ 453.00 | \$ - | -100.00% | \$ (453.00) |
| SEPTEMBER | \$ 162,515.00 | \$ - | -100.00% | \$ (162,515.00) |
| OCTOBER | \$ 62,032.00 | \$ - | -100.00% | \$ (62,032.00) |
| NOVEMBER | \$ - | \$ 42,689.78 | #DIV/0! | \$ 42,689.78 |
| DECEMBER | \$ - | \$ - | | \$ - |
| TOTAL | \$ 225,000 | \$ 378,915.05 | 68.41% | \$ 153,915.05 |