

## Yearly Sales Tax Revenue



	<b>2012</b>		<b>2013</b>		<b>2014</b>		<b>2015</b>		<b>2016</b>		<b>2017</b>	
	<b>4%</b>		<b>4%</b>		<b>4%</b>		<b>4%</b>		<b>4%</b>		<b>4%</b>	
<b>Previous Period</b>	\$	51,294	\$	247,762	\$	119,928	\$	231,220	\$	166,999	\$	124,682
<b>Jan</b>	\$	2,009,637	\$	2,257,836	\$	2,336,654	\$	2,529,828	\$	2,708,833	\$	2,938,573
<b>Feb</b>	\$	2,013,038	\$	2,064,347	\$	2,246,138	\$	2,356,187	\$	2,628,882	\$	2,942,824
<b>Mar</b>	\$	2,522,154	\$	2,649,418	\$	3,033,526	\$	3,249,291	\$	3,274,629	\$	3,798,945
<b>Apr</b>	\$	2,258,824	\$	2,320,815	\$	2,595,907	\$	2,697,616	\$	2,991,981		
<b>May</b>	\$	2,348,541	\$	2,707,992	\$	2,843,580	\$	3,089,557	\$	3,235,763		
<b>Jun</b>	\$	2,712,723	\$	2,997,737	\$	3,295,338	\$	3,607,345	\$	3,836,672		
<b>Jul</b>	\$	2,468,674	\$	2,722,544	\$	2,905,715	\$	3,307,172	\$	3,547,768		
<b>Aug</b>	\$	2,505,005	\$	2,809,796	\$	3,041,373	\$	3,336,810	\$	3,551,913		
<b>Sep</b>	\$	2,654,952	\$	2,936,950	\$	3,215,915	\$	3,513,438	\$	3,946,825		
<b>Oct</b>	\$	2,333,190	\$	2,685,614	\$	2,757,974	\$	2,999,064	\$	3,528,073		
<b>Nov</b>	\$	2,523,825	\$	2,772,558	\$	2,951,578	\$	3,055,060	\$	3,479,493		
<b>Dec</b>	\$	3,611,506	\$	4,002,002	\$	4,113,480	\$	4,367,857	\$	4,855,770		
<b>Totals</b>	\$	<b>30,013,363</b>	\$	<b>33,175,371</b>	\$	<b>35,457,107</b>	\$	<b>38,340,444</b>	\$	<b>41,753,600</b>	\$	<b>9,680,341</b>
<b>Y to Y Chng</b>				<b>10.5%</b>		<b>6.9%</b>		<b>8.1%</b>		<b>8.9%</b>		<b>12.4%</b>

**Footnote:**

1) Previous Period line item includes payments received in current year applicable to prior year sales tax returns. As prior year accounting records have been closed and the "previous period" amount is not deemed material to the previous year YTD total, the revenue will be recorded in December of the current year. Prior year monthly and annual totals will not change due to a receipt of a late payment.

## Sales Tax Yearly Comparisons



	2015	2016	2015-2016 % Change	2017	2016- 2017 % Change
<i>Previous Period</i>	\$ 231,220	\$ 166,999	NA	\$ 124,682	NA
<i>Jan</i>	\$ 2,529,828	\$ 2,708,833	7.1%	\$ 2,938,573	8.5%
<i>Feb</i>	\$ 2,356,187	\$ 2,628,882	11.6%	\$ 2,942,824	11.9%
<i>Mar</i>	\$ 3,249,291	\$ 3,274,629	0.8%	\$ 3,798,945	16.0%
<i>Apr</i>	\$ 2,697,616	\$ 2,991,981	10.9%		
<i>May</i>	\$ 3,089,557	\$ 3,235,763	4.7%		
<i>Jun</i>	\$ 3,607,345	\$ 3,836,672	6.4%		
<i>Jul</i>	\$ 3,307,172	\$ 3,547,768	7.3%		
<i>Aug</i>	\$ 3,336,810	\$ 3,551,913	6.4%		
<i>Sep</i>	\$ 3,513,438	\$ 3,946,825	12.3%		
<i>Oct</i>	\$ 2,999,064	\$ 3,528,073	17.6%		
<i>Nov</i>	\$ 3,055,060	\$ 3,479,493	13.9%		
<i>Dec</i>	\$ 4,367,857	\$ 4,855,770	11.2%		
<b>Totals</b>	<b>\$38,340,444</b>	<b>\$41,753,600</b>	<b>8.9%</b>	<b>\$9,680,341</b>	<b>12.4%</b>
YTD Rev	\$ 8,135,306	\$ 8,612,343	5.9%	\$ 9,680,341	12.4%
Less YTD Audit Rev	\$ 35,546	\$ 65,881	100.0%	\$ 179,794	172.9%
Less Promenade PIF	\$ -	\$ 33,410	100.0%	\$ 180,588	440.5%
Less QTR YTD DDA TIF*	\$ 296,540	\$ 193,491	-34.8%	\$ 134,975	-30.2%
Revenue Net of Audit Rev and DDA TIF	\$ 7,803,220	\$ 8,319,561	6.6%	\$ 9,184,984	10.4%

\*DDA tif is calculated on an annual basis 11/30 - quarterly accrued payments are shown

\*Qtr End Reporting Months for DDA are February, May, August

## Monthly Sales Tax Comparisons

March 2016	March 2017	% Change Month
\$ 3,274,629	\$ 3,798,945	16.0%
YTD 2016	YTD 2017	% Change YTD
\$ 8,612,343	\$ 9,680,341	12.4%

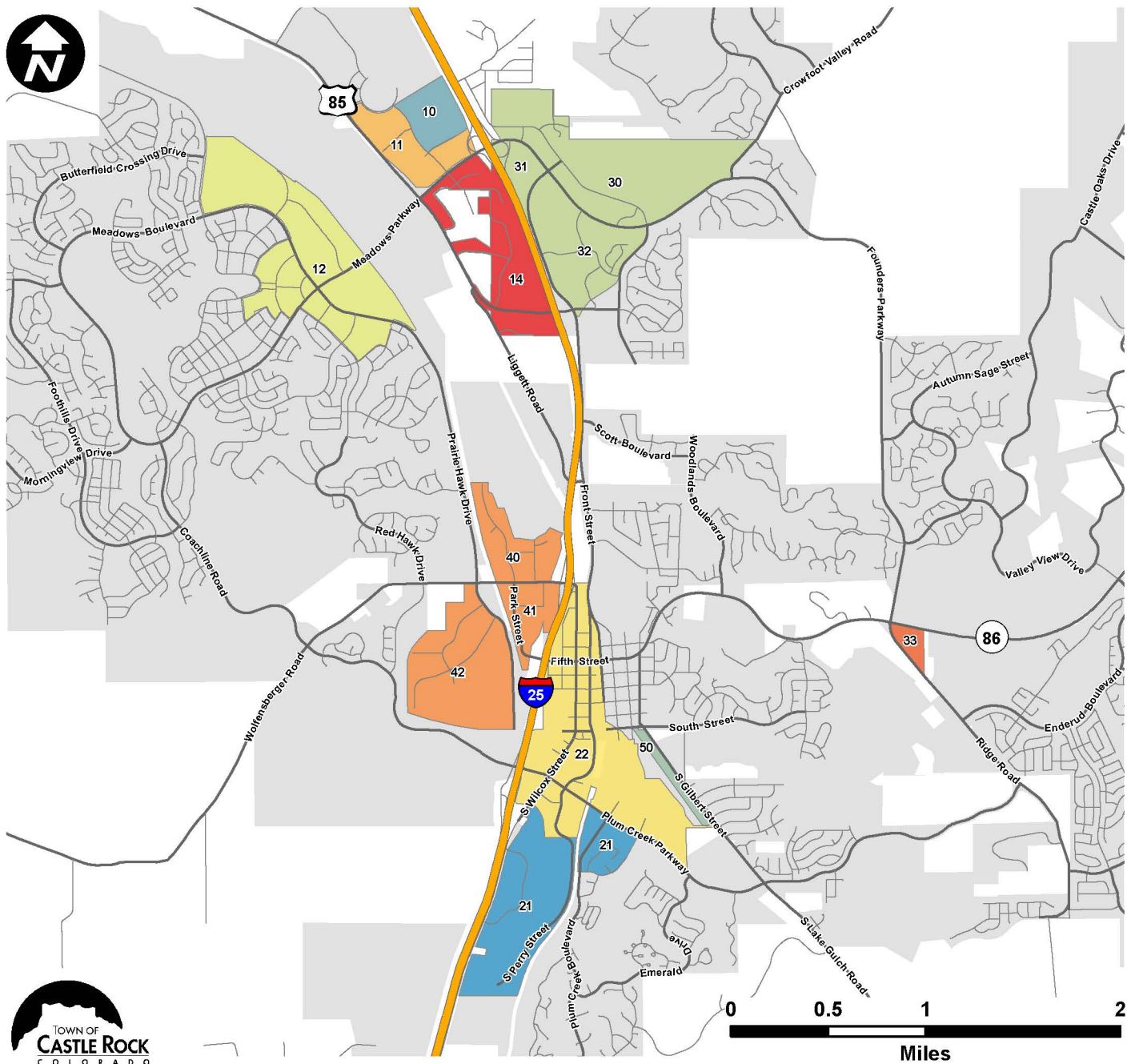


## Monthly Sales Tax Comparisons - By Geographical Area











Category	March 2016	March 2017	% Change Month	% Total Month
Milestone & Metzler	\$ 1,001,819	\$ 863,573	-13.8%	22.7%
Outlet Mall	578,924	750,442	29.6%	19.8%
Out of Town	396,539	443,017	11.7%	11.7%
Out of State	260,252	345,768	32.9%	9.1%
Downtown	354,748	312,088	-12.0%	8.2%
Promenade	42,483	282,381	564.7%	7.4%
Wolfensberger	141,882	147,555	4.0%	3.9%
Area Around Outlet Mall	117,574	135,461	15.2%	3.6%
Founders Marketplace	120,258	115,342	-4.1%	3.0%
Plum Creek	78,822	100,659	27.7%	2.6%
Justice	85,324	85,743	0.5%	2.3%
Misc & Other CR Areas	61,160	56,477	-7.7%	1.5%
Meadows	29,645	29,110	-1.8%	0.8%
Audit Revenue	5,198	131,329	2426.8%	3.5%
Category	YTD 2016*	YTD 2017*	% Change YTD	% Total YTD
Milestone & Metzler	\$ 2,779,930	\$ 2,654,296	-4.5%	27.4%
Outlet Mall	1,428,429	1,535,277	7.5%	15.9%
Out of Town	1,022,912	1,139,089	11.4%	11.8%
Downtown	923,193	858,174	-7.0%	8.9%
Out of State	587,271	846,896	44.2%	8.7%
Promenade	113,062	673,072	495.3%	7.0%
Founders Marketplace	356,600	347,703	-2.5%	3.6%
Wolfensberger	355,421	371,052	4.4%	3.8%
Area Around Outlet Mall	302,624	344,202	13.7%	3.6%
Plum Creek	242,241	271,644	12.1%	2.8%
Justice	233,887	231,790	-0.9%	2.4%
Misc & Other CR Areas	122,786	147,232	19.9%	1.5%
Audit Revenue	65,881	179,794	172.9%	1.9%
Meadows	78,106	80,121	2.6%	0.8%

\*YTD break out does not include previous year collected amounts

# Town of Castle Rock Sales Tax Districts



## Sales Tax Districts

 Area Around Outlet Mall - 11	 Meadows - 12
 Downtown - 22, 23	 Milestone/Metzler - 30, 31, 32
 Founders Marketplace - 33	 Outlets at Castle Rock - 10
 Gilbert - 50	 Plum Creek - 21
 Justice - 14	 Wolfensberger - 40, 41, 42

### Monthly Sales Tax Comparisons

March 2016	March 2017	% Change Month
\$ 3,274,629	\$ 3,798,945	16.0%
YTD 2016	YTD 2017	% Change YTD
\$ 8,612,343	\$ 9,680,341	12.4%



### Monthly Sales Tax Comparisons - By Industry

Category	March 2016	March 2017	% Change Month	% Total Month
Food & General Merchandise	\$ 848,749	\$ 970,570	14.4%	25.5%
Apparel & Accessories	561,089	635,317	13.2%	16.7%
Restaurants & Bars	385,094	409,242	6.3%	10.8%
Misc Retail	278,929	343,964	23.3%	9.1%
Home & Garden	211,675	244,380	15.5%	6.4%
Autos & Auto Items	168,588	185,427	10.0%	4.9%
Utilities	171,480	176,238	2.8%	4.6%
Furniture & Home Décor	100,555	140,749	40.0%	3.7%
Audit Revenue	5,198	131,329	2426.8%	3.5%
Communications	131,154	112,135	-14.5%	3.0%
Leasing & Rentals	83,655	100,775	20.5%	2.7%
Agriculture & Construction	85,002	95,118	11.9%	2.5%
Services	98,334	91,906	-6.5%	2.4%
Wholesale & Manufacturing	74,240	86,644	16.7%	2.3%
Pet Needs/Ranch Supply	43,017	47,534	10.5%	1.3%
Hotels	27,869	27,619	-0.9%	0.7%
Category	YTD 2016*	YTD 2017*	% Change YTD	% Total YTD
Food & General Merchandise	\$ 2,403,516	\$ 2,690,313	11.9%	27.8%
Apparel & Accessories	1,350,228	1,446,700	7.1%	14.9%
Restaurants & Bars	1,089,116	1,141,032	4.8%	11.8%
Misc Retail	676,656	855,231	26.4%	8.8%
Utilities	595,407	614,839	3.3%	6.4%
Home & Garden	555,213	652,489	17.5%	6.7%
Autos & Auto Items	457,230	492,988	7.8%	5.1%
Communications	322,848	312,937	-3.1%	3.2%
Furniture & Home Décor	274,053	316,330	15.4%	3.3%
Wholesale & Manufacturing	147,685	206,174	39.6%	2.1%
Agriculture & Construction	164,994	201,614	22.2%	2.1%
Leasing & Rentals	163,517	199,402	21.9%	2.1%
Services	172,474	182,230	5.7%	1.9%
Pet Needs/Ranch Supply	104,903	115,387	10.0%	1.2%
Audit Revenue	65,881	179,794	172.9%	1.9%
Hotels	68,620	72,882	6.2%	0.8%

\*YTD break out does not include previous year collected amounts