

## Yearly Sales Tax Revenue



| Yearly Sales Tax Revenue |               |               |               |               |               |
|--------------------------|---------------|---------------|---------------|---------------|---------------|
|                          | 2018          | 2019          | 2020          | 2021          | 2022          |
| Prior Year Collections * | \$ 82,847     | \$ 129,200    | \$ 92,664     | \$ 507,167    | \$ 323,080    |
| Jan                      | 3,303,966     | 3,446,276     | 3,765,446     | 4,319,191     | 4,895,519     |
| Feb                      | 3,044,888     | 3,305,719     | 3,687,547     | 4,045,071     | 4,657,699     |
| Mar                      | 4,103,325     | 4,364,815     | 4,438,082     | 5,194,130     | 5,901,264     |
| Apr                      | 3,487,035     | 3,928,407     | 3,632,258     | 5,140,504     | 5,674,318     |
| May                      | 4,043,517     | 4,181,083     | 4,284,260     | 5,330,063     | 6,037,535     |
| Jun                      | 4,493,392     | 4,987,026     | 5,425,011     | 6,135,858     | 6,670,861     |
| Jul                      | 4,080,724     | 4,402,098     | 5,146,996     | 5,578,390     | 6,360,738     |
| Aug                      | 4,266,934     | 5,295,701     | 5,061,764     | 5,519,553     | 6,025,326     |
| Sep                      | 4,319,640     | 4,823,346     | 5,435,934     | 5,864,460     | 6,518,549     |
| Oct                      | 3,984,307     | 4,008,060     | 4,779,022     | 5,414,600     | 6,402,118     |
| Nov                      | 4,104,407     | 4,316,630     | 4,836,626     | 5,643,498     | 5,918,466     |
| Dec                      | 5,562,531     | 5,980,282     | 6,519,907     | 7,503,892     | 8,111,523     |
| Totals                   | \$ 48,877,513 | \$ 53,168,643 | \$ 57,105,517 | \$ 66,196,377 | \$ 73,496,996 |
| Year to Year Change      | 5.6%          | 8.8%          | 7.4%          | 15.9%         | 11.0%         |

## 2022 Sales tax by Industry and Geographical area

| YTD Sales Tax Comparisons - By Industry |               |               |             |
|-----------------------------------------|---------------|---------------|-------------|
| Category                                | 2021          | 2022          | %Change YTD |
| Food and General Merchandise            | \$ 18,453,446 | \$ 19,960,283 | 8.2%        |
| Misc Retail                             | 9,642,539     | 11,822,885    | 22.6%       |
| Restaurants & Bars                      | 7,720,264     | 8,671,868     | 12.3%       |
| Apparel and Accessories                 | 8,418,496     | 8,581,615     | 1.9%        |
| Home and Garden                         | 5,003,124     | 5,090,248     | 1.7%        |
| Auto and Auto Items                     | 2,913,408     | 3,505,774     | 20.3%       |
| Utilities                               | 2,575,963     | 3,166,019     | 22.9%       |
| Furniture and Home Décor                | 2,201,439     | 2,383,768     | 8.3%        |
| Agricultural and Construction           | 1,802,030     | 1,945,784     | 8.0%        |
| Communication                           | 1,302,612     | 1,463,452     | 12.3%       |
| Services                                | 1,149,792     | 1,345,173     | 17.0%       |
| Ranch Supply/Pet Needs                  | 1,273,829     | 1,326,324     | 4.1%        |
| Leasing and Rentals                     | 1,225,448     | 1,315,543     | 7.4%        |
| Audit Revenue                           | 794,535       | 1,169,701     | 47.2%       |
| Wholesale and Manufacturing             | 781,364       | 979,327       | 25.3%       |
| Hotel                                   | 430,921       | 446,152       | 3.5%        |

| YTD Sales Tax Comparisons - By Geographical Area |               |               |             |
|--------------------------------------------------|---------------|---------------|-------------|
| Category                                         | 2021          | 2022          | %Change YTD |
| Milestone/Metzler                                | \$ 13,444,775 | \$ 14,108,591 | 4.9%        |
| Promenade                                        | 11,699,474    | 12,947,833    | 10.7%       |
| Out of State                                     | 7,600,047     | 8,683,395     | 14.3%       |
| Outlet Mall                                      | 7,647,983     | 8,125,494     | 6.2%        |
| Out of Town                                      | 5,860,575     | 6,561,433     | 12.0%       |
| Downtown                                         | 5,241,760     | 5,892,635     | 12.4%       |
| Wolfensberger                                    | 3,139,345     | 3,771,089     | 20.1%       |
| Founders Market Place                            | 2,250,184     | 2,422,269     | 7.6%        |
| Area Around Outlet Mall                          | 2,342,953     | 2,391,662     | 2.1%        |
| Plum Creek                                       | 1,672,337     | 2,091,436     | 25.1%       |
| Remote Seller                                    | 1,153,727     | 1,873,031     | 62.3%       |
| Justice                                          | 1,228,667     | 1,280,277     | 4.2%        |
| Audit Revenue                                    | 794,535       | 1,169,701     | 47.2%       |
| Misc/ Other                                      | 850,841       | 959,063       | 12.7%       |
| Meadows                                          | 762,007       | 896,007       | 17.6%       |