

Yearly Sales Tax Revenue



	2012	2013	2014	2015	2016	2017
<i>Prior Year Collections</i> * \$	51,294	\$ 247,762	\$ 119,928	\$ 231,220	\$ 166,999	\$ 141,619
<i>Jan</i>	2,009,637	2,257,836	2,336,654	2,529,828	2,708,833	2,938,985
<i>Feb</i>	2,013,038	2,064,347	2,246,138	2,356,187	2,628,882	2,943,862
<i>Mar</i>	2,522,154	2,649,418	3,033,526	3,249,291	3,274,629	3,843,629
<i>Apr</i>	2,258,824	2,320,815	2,595,907	2,697,616	2,991,981	3,564,479
<i>May</i>	2,348,541	2,707,992	2,843,580	3,089,557	3,235,763	3,629,615
<i>Jun</i>	2,712,723	2,997,737	3,295,338	3,607,345	3,836,672	
<i>Jul</i>	2,468,674	2,722,544	2,905,715	3,307,172	3,547,768	
<i>Aug</i>	2,505,005	2,809,796	3,041,373	3,336,810	3,551,913	
<i>Sep</i>	2,654,952	2,936,950	3,215,915	3,513,438	3,946,825	
<i>Oct</i>	2,333,190	2,685,614	2,757,974	2,999,064	3,528,073	
<i>Nov</i>	2,523,825	2,772,558	2,951,578	3,055,060	3,479,493	
<i>Dec</i>	3,611,506	4,002,002	4,113,480	4,367,857	4,855,770	
Totals	\$ 30,013,363	\$ 33,175,371	\$ 35,457,107	\$ 38,340,444	\$ 41,753,601	\$ 17,062,189

Year to Year Change

10.5%

6.9%

8.1%

8.9%

14.0%

Footnote:

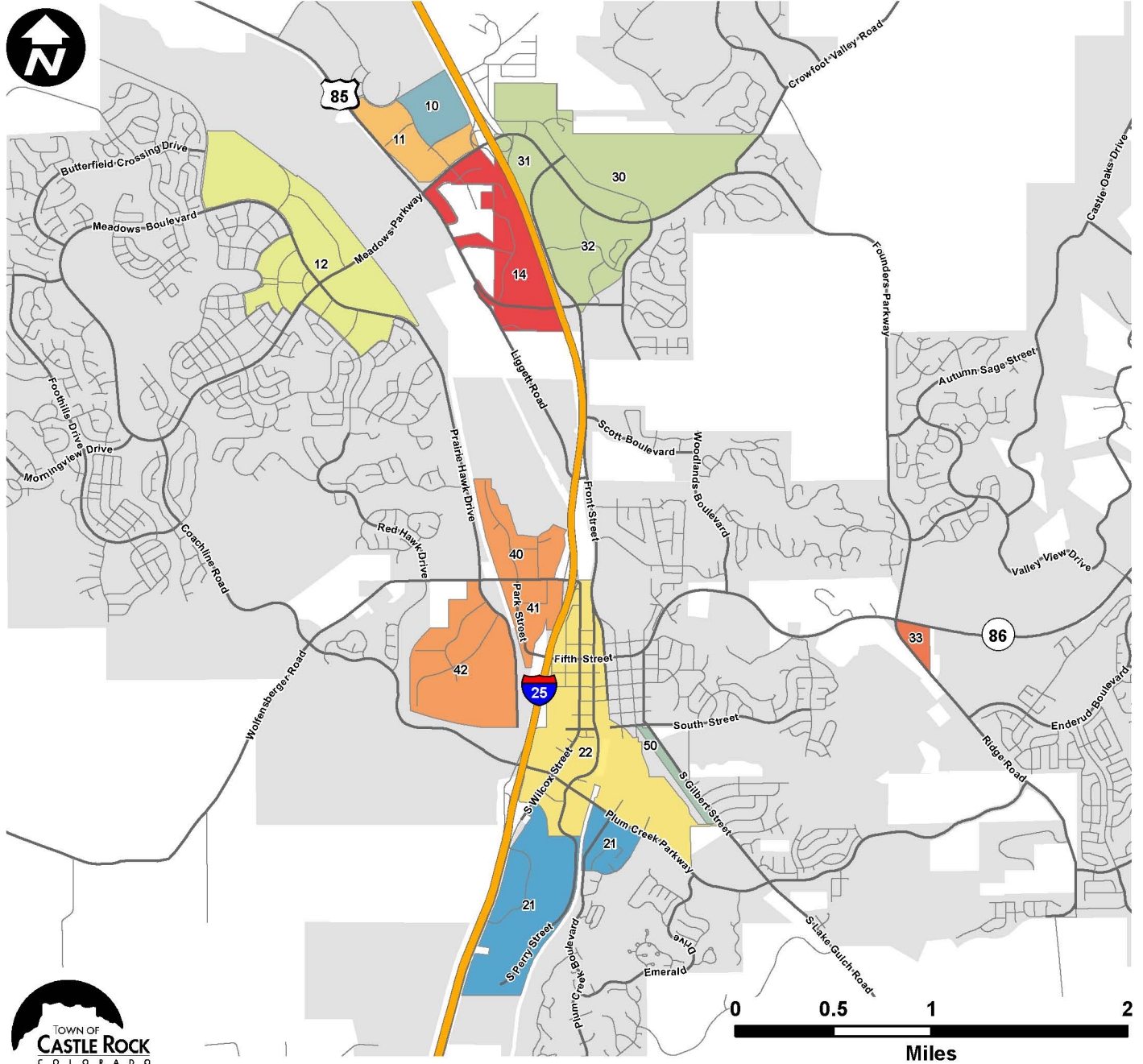
* Prior Year Collections line item includes payments received in current year applicable to prior year sales tax returns. As prior year accounting records have been closed and the "previous period" amount is not deemed material to the previous year YTD total, the revenue will be recorded in December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

Three Year Sales Tax Revenue Comparison













	2015	2016	2015-2016 % Change	2017	2016-2017 % Change
<i>Previous Period *</i>	\$ 231,220	\$ 166,999	NA	\$ 141,619	NA
<i>Jan</i>	2,529,828	2,708,833	7.1%	2,938,985	8.5%
<i>Feb</i>	2,356,187	2,628,882	11.6%	2,943,862	12.0%
<i>Mar</i>	3,249,291	3,274,629	0.8%	3,843,629	17.4%
<i>Apr</i>	2,697,616	2,991,981	10.9%	3,564,479	19.1%
<i>May</i>	3,089,557	3,235,763	4.7%	3,629,615	12.2%
<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%		
Totals	\$ 38,340,444	\$ 41,753,601	8.9%	\$ 17,062,189	14.0%
YTD Revenue	\$ 14,153,699	\$ 15,007,087	6.0%	\$ 17,062,189	14.0%
Less YTD Audit Revenue	139,471	160,835	15.3%	378,754	135.5%
Less YTD Promenade PIF	-	62,166	0.0%	328,178	427.9%
Less QTR YTD DDA TIF	494,233	512,681	3.7%	485,824	-5.2%
Revenue Net of Audit Rev, Promenade, and DDA TIF	\$ 13,519,995	\$ 14,271,405	5.6%	\$ 15,869,433	11.2%

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

May 2016	May 2017	% Change Month
\$ 3,235,763	\$ 3,629,615	12.2%
YTD 2016 *	YTD 2017 *	% Change YTD
\$ 14,840,088	\$ 16,920,570	14.0%



Monthly Sales Tax Comparisons - By Industry

Category	May 2016	May 2017	% Change Month	% Total Month
Food and General Merchandise	\$ 863,787	\$ 1,041,593	20.6%	28.7%
Apparel and Accessories	584,493	640,168	9.5%	17.6%
Restaurants & Bars	409,675	401,445	-2.0%	11.1%
Misc Retail	226,123	300,656	33.0%	8.3%
Home and Garden	332,028	340,510	2.6%	9.4%
Utilities	150,546	149,036	-1.0%	4.1%
Auto and Auto Items	164,889	177,095	7.4%	4.9%
Communication	96,121	126,344	31.4%	3.5%
Furniture and Home Décor	117,992	115,452	-2.2%	3.2%
Audit Revenue	6,000	19,841	230.7%	0.5%
Wholesale and Manufacturing	41,251	39,510	-4.2%	1.1%
Services	57,948	79,057	36.4%	2.2%
Leasing and Rentals	45,946	52,173	13.6%	1.4%
Agricultural and Construction	64,280	66,367	3.2%	1.8%
Ranch Supply/Pet Needs	36,782	37,194	1.1%	1.0%
Hotel	37,902	43,174	13.9%	1.2%
Category	YTD 2016 *	YTD 2017 *	% Change YTD	% Total YTD
Food and General Merchandise	\$ 4,061,328	\$ 4,699,102	15.7%	27.8%
Apparel and Accessories	2,389,237	2,624,083	9.8%	15.5%
Restaurants & Bars	1,876,423	1,972,735	5.1%	11.7%
Misc Retail	1,102,832	1,482,788	34.5%	8.8%
Home and Garden	1,142,767	1,291,157	13.0%	7.6%
Utilities	920,192	930,478	1.1%	5.5%
Auto and Auto Items	793,503	820,982	3.5%	4.9%
Communication	551,695	553,449	0.3%	3.3%
Furniture and Home Décor	496,099	530,302	6.9%	3.1%
Audit Revenue	160,835	378,754	135.5%	2.2%
Wholesale and Manufacturing	233,085	367,347	57.6%	2.2%
Services	272,841	344,693	26.3%	2.0%
Leasing and Rentals	249,775	305,084	22.1%	1.8%
Agricultural and Construction	278,020	283,468	2.0%	1.7%
Ranch Supply/Pet Needs	175,293	190,511	8.7%	1.1%
Hotel	136,163	145,637	7.0%	0.9%

* YTD break out does not include prior year collections

Monthly Sales Tax Comparisons

May 2016	May 2017	% Change Month
\$ 3,235,763	\$ 3,629,615	12.2%
YTD 2016 *	YTD 2017 *	% Change YTD
\$ 14,840,088	\$ 16,920,570	14.0%



Monthly Sales Tax Comparisons - By Geographical Area

Category	May 2016	May 2017	% Change Month	% Total Month
Milestone/Metzler	\$ 1,066,827	\$ 925,622	-13.2%	25.5%
Outlet Mall	626,272	635,218	1.4%	17.5%
Out of Town	270,356	283,404	4.8%	7.8%
Downtown	331,827	301,203	-9.2%	8.3%
Out of State	187,567	303,579	61.9%	8.4%
Promenade	50,343	440,041	774.1%	12.1%
Wolfensberger	128,562	149,345	16.2%	4.1%
Founders Market Place	123,519	116,460	-5.7%	3.2%
Area Around Outlet Mall	161,776	176,707	9.2%	4.9%
Plum Creek	100,395	111,293	10.9%	3.1%
Justice	103,286	105,210	1.9%	2.9%
Audit Revenue	6,000	19,841	230.7%	0.5%
Misc/ Other	49,519	36,629	-26.0%	1.0%
Meadows	29,514	25,063	-15.1%	0.7%
Category	YTD 2016 *	YTD 2017 *	% Change YTD	% Total YTD
Milestone/Metzler	\$ 4,816,218	\$ 4,741,190	-1.6%	28.0%
Outlet Mall	2,539,140	2,547,265	0.3%	15.1%
Out of Town	1,584,228	1,797,859	13.5%	10.6%
Downtown	1,561,935	1,467,142	-6.1%	8.7%
Out of State	970,463	1,480,970	52.6%	8.8%
Promenade	207,483	1,381,255	565.7%	8.2%
Wolfensberger	599,295	658,376	9.9%	3.9%
Founders Market Place	595,952	583,223	-2.1%	3.4%
Area Around Outlet Mall	586,834	662,633	12.9%	3.9%
Plum Creek	450,903	475,707	5.5%	2.8%
Justice	424,133	423,131	-0.2%	2.5%
Audit Revenue	160,835	378,754	135.5%	2.2%
Misc/ Other	209,575	194,453	-7.2%	1.1%
Meadows	133,094	128,612	-3.4%	0.8%

* YTD break out does not include prior year collections