

Yearly Sales Tax Revenue



	2013	2014	2015	2016	2017
Prior Year Collections *	\$ 247,762	\$ 119,928	\$ 231,220	\$ 166,999	\$ 175,216
Jan	2,257,836	2,336,654	2,529,828	2,708,833	2,939,153
Feb	2,064,347	2,246,138	2,356,187	2,628,882	2,942,236
Mar	2,649,418	3,033,526	3,249,291	3,274,629	3,856,165
Apr	2,320,815	2,595,907	2,697,616	2,991,981	3,559,192
May	2,707,992	2,843,580	3,089,557	3,235,763	3,703,943
Jun	2,997,737	3,295,338	3,607,345	3,836,672	4,304,723
Jul	2,722,544	2,905,715	3,307,172	3,547,768	3,899,703
Aug	2,809,796	3,041,373	3,336,810	3,551,913	3,898,049
Sep	2,936,950	3,215,915	3,513,438	3,946,825	4,190,106
Oct	2,685,614	2,757,974	2,999,064	3,528,073	3,513,275
Nov	2,772,558	2,951,578	3,055,060	3,479,493	3,877,471
Dec	4,002,002	4,113,480	4,367,857	4,855,770	5,426,023
Totals	\$ 33,175,372	\$ 35,457,107	\$ 38,340,444	\$ 41,753,601	\$ 46,285,255

Year to Year Change

6.9%

8.1%

8.9%

10.9%

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	\$ 175,216	NA
<i>Jan</i>	2,529,828	2,708,833	7.1%	2,939,153	8.5%
<i>Feb</i>	2,356,187	2,628,882	11.6%	2,942,236	11.9%
<i>Mar</i>	3,249,291	3,274,629	0.8%	3,856,165	17.8%
<i>Apr</i>	2,697,616	2,991,981	10.9%	3,559,192	19.0%
<i>May</i>	3,089,557	3,235,763	4.7%	3,703,943	14.5%
<i>Jun</i>	3,607,345	3,836,672	6.4%	4,304,723	12.2%
<i>Jul</i>	3,307,172	3,547,768	7.3%	3,899,703	9.9%
<i>Aug</i>	3,336,810	3,551,913	6.4%	3,898,049	9.7%
<i>Sep</i>	3,513,438	3,946,825	12.3%	4,190,106	6.2%
<i>Oct</i>	2,999,064	3,528,073	17.6%	3,513,275	-0.4%
<i>Nov</i>	3,055,060	3,479,493	13.9%	3,877,471	11.4%
<i>Dec</i>	4,367,857	4,855,770	11.2%	5,426,023	11.7%
Totals	\$ 38,340,444	\$ 41,753,601	8.9%	\$ 46,285,255	10.9%
YTD Revenue	\$ 38,340,444	\$ 41,753,601	8.9%	\$ 46,285,255	10.9%
Less YTD Audit Revenue	330,549	448,084	35.6%	399,172	-10.9%
Less YTD Promenade PIF	-	195,167	100.0%	817,540	318.9%
Less QTR YTD DDA TIF	988,467	1,127,898	14.1%	919,373	-18.5%
Revenue Net of Audit Rev, Promenade, and DDA TIF	\$ 37,021,428	\$ 39,982,452	8.0%	\$ 44,252,102	10.7%

Monthly Sales Tax Comparisons

December 2016	December 2017	% Change Month
\$ 4,855,770	\$ 5,426,023	11.7%
YTD 2016 *	YTD 2017 *	% Change YTD
\$ 41,586,602	\$ 46,110,039	10.9%



Monthly Sales Tax Comparisons - By Geographical Area

Category	December 2016	December 2017	% Change Month	% Total Month
Milestone/Metzler	\$ 1,435,668	\$ 1,131,928	-21.2%	20.9%
Outlet Mall	882,183	986,655	11.8%	18.2%
Promenade	143,406	845,916	489.9%	15.6%
Out of Town	561,486	577,186	2.8%	10.6%
Out of State	577,158	621,109	7.6%	11.4%
Downtown	391,193	387,472	-1.0%	7.1%
Wolfensberger	138,798	150,283	8.3%	2.8%
Area Around Outlet Mall	133,172	130,530	-2.0%	2.4%
Founders Market Place	242,047	251,742	4.0%	4.6%
Plum Creek	120,813	120,912	0.1%	2.2%
Justice	119,835	118,105	-1.4%	2.2%
Misc/ Other	68,449	66,179	-3.3%	1.2%
Audit Revenue	11,097	5,143	-53.7%	0.1%
Meadows	30,465	32,863	7.9%	0.6%

Category	YTD 2016 *	YTD 2017 *	% Change YTD	% Total YTD
Milestone/Metzler	\$ 12,794,595	\$ 11,380,184	-11.1%	24.7%
Outlet Mall	7,548,897	7,986,370	5.8%	17.3%
Promenade	826,666	5,250,180	535.1%	11.4%
Out of Town	4,250,907	4,528,133	6.5%	9.8%
Out of State	3,218,587	4,184,987	30.0%	9.1%
Downtown	4,113,269	3,923,453	-4.6%	8.5%
Wolfensberger	1,698,176	1,772,966	4.4%	3.8%
Area Around Outlet Mall	1,613,283	1,694,090	5.0%	3.7%
Founders Market Place	1,583,174	1,584,006	0.1%	3.4%
Plum Creek	1,277,750	1,229,078	-3.8%	2.7%
Justice	1,231,862	1,212,405	-1.6%	2.6%
Misc/ Other	615,732	602,869	-2.1%	1.3%
Audit Revenue	448,084	399,172	-10.9%	0.9%
Meadows	365,620	362,146	-1.0%	0.8%

* YTD break out does not include prior year collections

Monthly Sales Tax Comparisons

December 2016	December 2017	% Change Month
\$ 4,855,770	\$ 5,426,023	11.7%
YTD 2016 *	YTD 2017 *	% Change YTD
\$ 41,586,602	\$ 46,110,039	10.9%



Monthly Sales Tax Comparisons - By Industry

Category	December 2016	December 2017	% Change Month	% Total Month
Food and General Merchandise	\$ 1,392,934	\$ 1,699,574	22.0%	31.3%
Apparel and Accessories	923,709	1,022,952	10.7%	18.9%
Restaurants & Bars	395,451	473,084	19.6%	8.7%
Misc Retail	548,647	640,844	16.8%	11.8%
Home and Garden	241,168	241,807	0.3%	4.5%
Auto and Auto Items	205,845	211,868	2.9%	3.9%
Utilities	200,005	187,706	-6.1%	3.5%
Communication	159,662	169,675	6.3%	3.1%
Furniture and Home Décor	121,548	129,096	6.2%	2.4%
Services	180,476	159,166	-11.8%	2.9%
Agricultural and Construction	101,827	108,714	6.8%	2.0%
Wholesale and Manufacturing	159,270	142,180	-10.7%	2.6%
Leasing and Rentals	137,815	161,791	17.4%	3.0%
Ranch Supply/Pet Needs	54,322	51,092	-5.9%	0.9%
Hotel	21,994	21,331	-3.0%	0.4%
Audit Revenue	11,097	5,143	-53.7%	0.1%
Category	YTD 2016 *	YTD 2017 *	% Change YTD	% Total YTD
Food and General Merchandise	\$ 10,889,820	\$ 12,949,822	18.9%	28.1%
Apparel and Accessories	7,371,960	8,145,899	10.5%	17.7%
Restaurants & Bars	4,826,717	5,234,458	8.4%	11.4%
Misc Retail	3,247,374	4,388,412	35.1%	9.5%
Home and Garden	3,175,945	3,307,765	4.2%	7.2%
Auto and Auto Items	2,208,719	2,172,325	-1.6%	4.7%
Utilities	2,036,135	2,108,077	3.5%	4.6%
Communication	1,476,264	1,406,166	-4.7%	3.0%
Furniture and Home Décor	1,330,748	1,332,911	0.2%	2.9%
Services	1,024,693	1,005,813	-1.8%	2.2%
Agricultural and Construction	942,693	879,541	-6.7%	1.9%
Wholesale and Manufacturing	868,838	902,468	3.9%	2.0%
Leasing and Rentals	807,563	934,293	15.7%	2.0%
Ranch Supply/Pet Needs	469,161	492,172	4.9%	1.1%
Hotel	461,888	450,745	-2.4%	1.0%
Audit Revenue	448,084	399,172	-10.9%	0.9%

* YTD break out does not include prior year collections