

Yearly Sales Tax Revenue



	2013	2014	2015	2016	2017	2018
Prior Year Collections *	\$ 247,762	\$ 119,928	\$ 231,220	\$ 166,999	\$ 175,216	\$ 48,823
Jan	2,257,836	2,336,654	2,529,828	2,708,833	2,939,153	3,278,442
Feb	2,064,347	2,246,138	2,356,187	2,628,882	2,942,236	3,009,606
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	\$ 6,288,048

Year to Year Change

6.9%

8.1%

8.9%

10.9%

6.9%

Footnote:

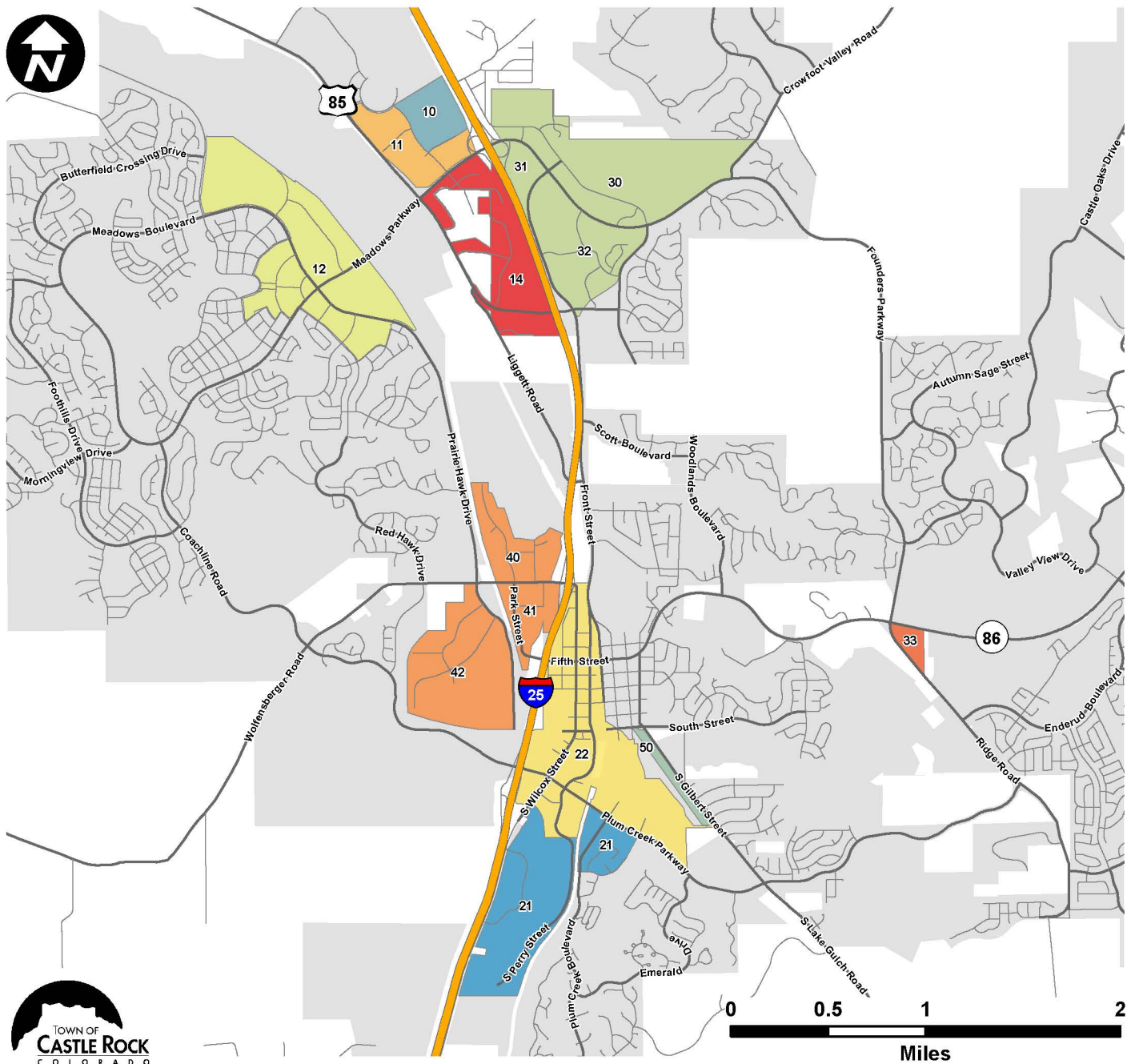
* Prior Year Collections line item includes payments received in current year applicable to prior year sales tax returns. As prior year accounting records have been closed and the "previous period" amount is not deemed material to the previous year YTD total, the revenue will be recorded in December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













	2016	2017	2016-2017 % Change	2018	2017-2018 % Change
<i>Previous Period *</i>	\$ 166,999	\$ 175,216	NA	\$ 48,823	NA
<i>Jan</i>	2,708,833	2,939,153	8.5%	3,278,442	11.5%
<i>Feb</i>	2,628,882	2,942,236	11.9%	3,009,606	2.3%
<i>Mar</i>	3,274,629	3,856,165	17.8%		
<i>Apr</i>	2,991,981	3,559,192	19.0%		
<i>May</i>	3,235,763	3,703,943	14.5%		
<i>Jun</i>	3,836,672	4,304,723	12.2%		
<i>Jul</i>	3,547,768	3,899,703	9.9%		
<i>Aug</i>	3,551,913	3,898,049	9.7%		
<i>Sep</i>	3,946,825	4,190,106	6.2%		
<i>Oct</i>	3,528,073	3,513,275	-0.4%		
<i>Nov</i>	3,479,493	3,877,471	11.4%		
<i>Dec</i>	4,855,770	5,426,023	11.7%		
Totals	\$ 41,753,601	\$ 46,285,255	10.9%	\$ 6,288,048	6.9%
YTD Revenue	\$ 5,337,715	\$ 5,881,389	10.2%	\$ 6,288,048	6.9%
Less YTD Audit Revenue	45,609	48,465	6.3%	-	-100.0%
Less YTD Promenade PIF	22,731	105,103	100.0%	144,789	37.8%
Less YTD DDA TIF	205,072	174,781	0.0%	170,946	0.0%
Revenue Net of Audit Rev, Promenade, and DDA TIF	\$ 5,064,303	\$ 5,553,040	9.7%	\$ 5,972,313	7.6%

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

February 2017	February 2018	% Change Month
\$ 2,942,236	\$ 3,009,606	2.3%
YTD 2017 *	YTD 2018 *	% Change YTD
\$ 5,881,389	\$ 6,288,048	6.9%



Monthly Sales Tax Comparisons - By Geographical Area

Category	February 2017	February 2018	% Change Month	% Total Month
Milestone/Metzler	\$ 866,768	\$ 718,760	-17.1%	23.9%
Promenade	238,631	455,793	91.0%	15.1%
Outlet Mall	418,980	417,700	-0.3%	13.9%
Out of Town	346,593	339,259	-2.1%	11.3%
Out of State	247,283	279,850	13.2%	9.3%
Downtown	274,260	256,504	-6.5%	8.5%
Founders Market Place	116,686	121,898	4.5%	4.1%
Wolfensberger	110,984	105,588	-4.9%	3.5%
Area Around Outlet Mall	98,028	99,527	1.5%	3.3%
Justice	71,943	72,368	0.6%	2.4%
Plum Creek	85,461	75,396	-11.8%	2.5%
Misc/ Other	35,525	41,101	15.7%	1.4%
Meadows	25,033	25,862	3.3%	0.9%
Audit Revenue	6,061	-	-100.0%	0.0%
Category	YTD 2017 *	YTD 2018 *	% Change YTD	% Total YTD
Milestone/Metzler	\$ 1,790,721	\$ 1,510,254	-15.7%	24.0%
Promenade	390,692	997,021	155.2%	15.9%
Outlet Mall	786,200	860,180	9.4%	13.7%
Out of Town	696,072	697,632	0.2%	11.1%
Out of State	521,047	575,164	10.4%	9.1%
Downtown	546,360	520,788	-4.7%	8.3%
Founders Market Place	232,361	274,329	18.1%	4.4%
Wolfensberger	223,717	223,965	0.1%	3.6%
Area Around Outlet Mall	208,742	202,376	-3.0%	3.2%
Justice	146,046	143,729	-1.6%	2.3%
Plum Creek	170,985	144,540	-15.5%	2.3%
Misc/ Other	68,971	84,816	23.0%	1.3%
Meadows	51,010	53,254	4.4%	0.8%
Audit Revenue	48,465	-	-100.0%	0.0%

* YTD break out does not include prior year collections

Monthly Sales Tax Comparisons

February 2017	February 2018	% Change Month
\$ 2,942,235	\$ 3,009,606	2.3%
YTD 2017 *	YTD 2018 *	% Change YTD
\$ 5,881,390	\$ 6,288,048	6.9%



Monthly Sales Tax Comparisons - By Industry

Category	February 2017	February 2018	% Change Month	% Total Month
Food and General Merchandise	\$ 893,437	\$ 958,712	7.3%	31.9%
Apparel and Accessories	431,043	451,826	4.8%	15.0%
Restaurants & Bars	358,898	364,058	1.4%	12.1%
Misc Retail	253,722	263,841	4.0%	8.8%
Utilities	204,198	221,789	8.6%	7.4%
Home and Garden	185,463	192,085	3.6%	6.4%
Auto and Auto Items	151,806	139,236	-8.3%	4.6%
Communication	97,292	103,712	6.6%	3.4%
Furniture and Home Décor	93,001	83,306	-10.4%	2.8%
Leasing and Rentals	48,119	57,945	20.4%	1.9%
Wholesale and Manufacturing	70,373	43,927	-37.6%	1.5%
Agricultural and Construction	45,365	43,896	-3.2%	1.5%
Services	48,380	38,083	-21.3%	1.3%
Ranch Supply/Pet Needs	33,011	31,368	-5.0%	1.0%
Hotel	22,066	15,822	-28.3%	0.5%
Audit Revenue	6,061	-	-100.0%	0.0%
Category	YTD 2017 *	YTD 2018 *	% Change YTD	% Total YTD
Food and General Merchandise	\$ 1,719,745	\$ 2,034,557	18.3%	32.4%
Apparel and Accessories	808,698	921,907	14.0%	14.7%
Restaurants & Bars	733,154	764,477	4.3%	12.2%
Misc Retail	533,409	536,940	0.7%	8.5%
Utilities	438,601	451,358	2.9%	7.2%
Home and Garden	408,108	401,308	-1.7%	6.4%
Auto and Auto Items	307,757	277,419	-9.9%	4.4%
Communication	201,388	223,604	11.0%	3.6%
Furniture and Home Décor	175,580	172,793	-1.6%	2.7%
Leasing and Rentals	98,669	121,776	23.4%	1.9%
Wholesale and Manufacturing	119,530	100,672	-15.8%	1.6%
Agricultural and Construction	84,712	98,221	15.9%	1.6%
Services	90,458	80,535	-11.0%	1.3%
Ranch Supply/Pet Needs	67,853	67,711	-0.2%	1.1%
Hotel	45,263	34,770	-23.2%	0.6%
Audit Revenue	48,465	-	-100.0%	0.0%

* YTD break out does not include prior year collections