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:

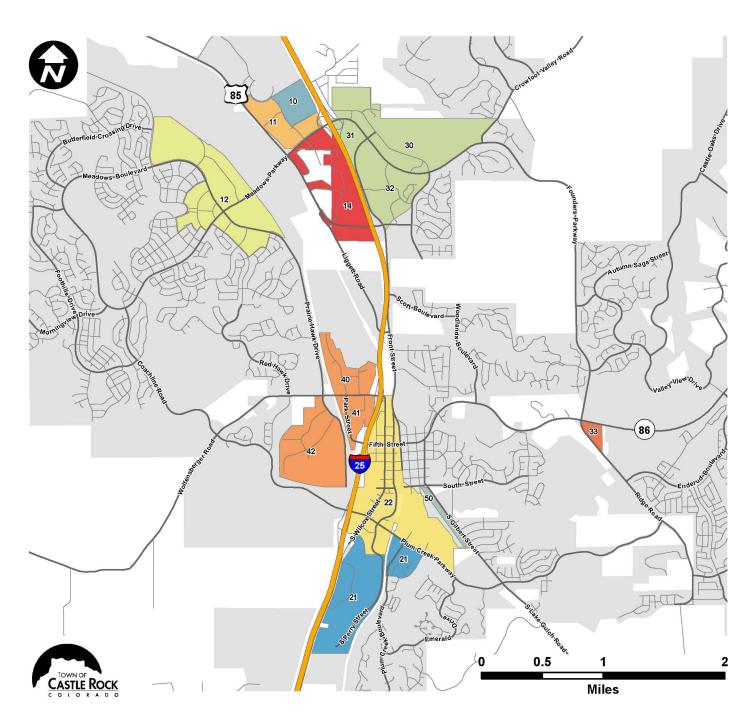
^{*} Prior Year Collections line item includes payments received in current year applicable to prior year sales tax returns. As prior year accounting records have been closed and the "previous period" amount is not deemed material to the previous year YTD total, the revenue will be recorded in December 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 %		2017-2018 %
	2016	2017	Change	2018	Change
Previous Period *	\$ 166,999	\$ 175,216	NA	\$ 48,823	NA
Jan	2,708,833	2,939,153	8.5%	3,278,442	11.5%
Feb	2,628,882	2,942,236	11.9%	3,009,606	2.3%
Mar	3,274,629	3,856,165	17.8%		
Apr	2,991,981	3,559,192	19.0%		
May	3,235,763	3,703,943	14.5%		
Jun	3,836,672	4,304,723	12.2%		
Jul	3,547,768	3,899,703	9.9%		
Aug	3,551,913	3,898,049	9.7%		
Sep	3,946,825	4,190,106	6.2%		
Oct	3,528,073	3,513,275	-0.4%		
Nov	3,479,493	3,877,471	11.4%		
Dec	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



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	3 \$ 718,760	-17.1%	23.9%
Promenade	238,63	455,793	91.0%	15.1%
Outlet Mall	418,98	417,700	-0.3%	13.9%
Out of Town	346,593	339,259	-2.1%	11.3%
Out of State	247,28	279,850	13.2%	9.3%
Downtown	274,260	256,504	-6.5%	8.5%
Founders Market Place	116,68	121,898	4.5%	4.1%
Wolfensberger	110,98	105,588	-4.9%	3.5%
Area Around Outlet Mall	98,02	99,527	1.5%	3.3%
Justice	71,94	72,368	0.6%	2.4%
Plum Creek	85,46	75,396	-11.8%	2.5%
Misc/ Other	35,52	41,101	15.7%	1.4%
Meadows	25,03	25,862	3.3%	0.9%
Audit Revenue	6,06	-	-100.0%	0.0%
Audit Revenue Category	6,06 YTD 2017 *	YTD 2018 *	-100.0% % Change YTD	0.0% % Total YTD
		YTD 2018 *		
Category	YTD 2017 *	YTD 2018 * 1,510,254	% Change YTD	% Total YTD
Category Milestone/Metzler	YTD 2017 * \$ 1,790,72	YTD 2018 * 1,510,254 2 997,021	% Change YTD -15.7%	% Total YTD 24.0%
Category Milestone/Metzler Promenade	YTD 2017 * \$ 1,790,72 390,69	YTD 2018 * 1 \$ 1,510,254 2 997,021 0 860,180	% Change YTD -15.7% 155.2%	% Total YTD 24.0% 15.9%
Category Milestone/Metzler Promenade Outlet Mall	YTD 2017 * \$ 1,790,72 390,690 786,200	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632	% Change YTD -15.7% 155.2% 9.4%	% Total YTD 24.0% 15.9% 13.7%
Category Milestone/Metzler Promenade Outlet Mall Out of Town	\$ 1,790,72 390,69 786,20 696,07	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632 7 575,164	% Change YTD -15.7% 155.2% 9.4% 0.2%	% Total YTD 24.0% 15.9% 13.7% 11.1%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State	\$ 1,790,72 390,69 786,20 696,07 521,04	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632 5 755,164 5 20,788	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State Downtown	\$ 1,790,72 390,69 786,20 696,07 521,04 546,36	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632 575,164 520,788 274,329	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4% -4.7%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1% 8.3%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State Downtown Founders Market Place	\$ 1,790,72 390,690 786,200 696,070 521,04 546,360 232,36	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632 575,164 520,788 4 274,329 7 223,965	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4% -4.7% 18.1%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1% 8.3% 4.4%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State Downtown Founders Market Place Wolfensberger	\$ 1,790,72 390,69 786,20 696,07 521,04 546,36 232,36 223,71	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632 575,164 520,788 4 274,329 223,965 2 202,376	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4% -4.7% 18.1% 0.1%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1% 8.3% 4.4% 3.6%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State Downtown Founders Market Place Wolfensberger Area Around Outlet Mall	\$ 1,790,72 390,693 786,200 696,073 521,04 546,360 232,36 223,71 208,74	YTD 2018 * 1 \$ 1,510,254 997,021 860,180 697,632 7 575,164 520,788 274,329 223,965 202,376 143,729	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4% -4.7% 18.1% 0.1% -3.0%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1% 8.3% 4.4% 3.6% 3.2%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State Downtown Founders Market Place Wolfensberger Area Around Outlet Mall Justice	\$ 1,790,72 390,69 786,20 696,07 521,04 546,36 232,36 223,71 208,74 146,04	YTD 2018 * 1 \$ 1,510,254 2 997,021 3 860,180 4 697,632 5 575,164 5 520,788 4 274,329 7 223,965 6 202,376 6 143,729 6 144,540	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4% -4.7% 18.1% 0.1% -3.0% -1.6%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1% 8.3% 4.4% 3.6% 3.2% 2.3%
Category Milestone/Metzler Promenade Outlet Mall Out of Town Out of State Downtown Founders Market Place Wolfensberger Area Around Outlet Mall Justice Plum Creek	\$ 1,790,72 390,69 786,20 696,07 521,04 546,36 232,36 223,71 208,74 146,04 170,98	YTD 2018 * 1 \$ 1,510,254 997,021 860,180 697,632 7 575,164 520,788 274,329 7 223,965 2 202,376 143,729 144,540 84,816	% Change YTD -15.7% 155.2% 9.4% 0.2% 10.4% -4.7% 18.1% 0.1% -3.0% -1.6% -15.5%	% Total YTD 24.0% 15.9% 13.7% 11.1% 9.1% 8.3% 4.4% 3.6% 3.2% 2.3% 2.3%

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 <i>,</i> 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%
	\$ 1,719,745 808,698	\$ 2,034,557 921,907	18.3% 14.0%	
Food and General Merchandise		' '		14.7%
Food and General Merchandise Apparel and Accessories	808,698	921,907	14.0%	14.7% 12.2%
Food and General Merchandise Apparel and Accessories Restaurants & Bars	808,698 733,154	921,907 764,477	14.0% 4.3%	14.7% 12.2% 8.5%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail	808,698 733,154 533,409	921,907 764,477 536,940	14.0% 4.3% 0.7%	14.7% 12.2% 8.5% 7.2%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities	808,698 733,154 533,409 438,601	921,907 764,477 536,940 451,358	14.0% 4.3% 0.7% 2.9%	14.7% 12.2% 8.5% 7.2% 6.4%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden	808,698 733,154 533,409 438,601 408,108	921,907 764,477 536,940 451,358 401,308	14.0% 4.3% 0.7% 2.9% -1.7%	32.4% 14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication Furniture and Home Décor	808,698 733,154 533,409 438,601 408,108 307,757	921,907 764,477 536,940 451,358 401,308 277,419	14.0% 4.3% 0.7% 2.9% -1.7% -9.9%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication	808,698 733,154 533,409 438,601 408,108 307,757 201,388	921,907 764,477 536,940 451,358 401,308 277,419 223,604	14.0% 4.3% 0.7% 2.9% -1.7% -9.9% 11.0%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication Furniture and Home Décor	808,698 733,154 533,409 438,601 408,108 307,757 201,388 175,580	921,907 764,477 536,940 451,358 401,308 277,419 223,604 172,793	14.0% 4.3% 0.7% 2.9% -1.7% -9.9% 11.0% -1.6%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6% 2.7%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication Furniture and Home Décor Leasing and Rentals	808,698 733,154 533,409 438,601 408,108 307,757 201,388 175,580 98,669	921,907 764,477 536,940 451,358 401,308 277,419 223,604 172,793 121,776	14.0% 4.3% 0.7% 2.9% -1.7% -9.9% 11.0% -1.6% 23.4%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6% 2.7% 1.9%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication Furniture and Home Décor Leasing and Rentals Wholesale and Manufacturing	808,698 733,154 533,409 438,601 408,108 307,757 201,388 175,580 98,669 119,530	921,907 764,477 536,940 451,358 401,308 277,419 223,604 172,793 121,776 100,672	14.0% 4.3% 0.7% 2.9% -1.7% -9.9% 11.0% -1.6% 23.4% -15.8%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6% 2.7% 1.9%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication Furniture and Home Décor Leasing and Rentals Wholesale and Manufacturing Agricultural and Construction	808,698 733,154 533,409 438,601 408,108 307,757 201,388 175,580 98,669 119,530 84,712	921,907 764,477 536,940 451,358 401,308 277,419 223,604 172,793 121,776 100,672 98,221	14.0% 4.3% 0.7% 2.9% -1.7% -9.9% 11.0% -1.6% 23.4% -15.8%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6% 2.7% 1.9% 1.6%
Food and General Merchandise Apparel and Accessories Restaurants & Bars Misc Retail Utilities Home and Garden Auto and Auto Items Communication Furniture and Home Décor Leasing and Rentals Wholesale and Manufacturing Agricultural and Construction Services	808,698 733,154 533,409 438,601 408,108 307,757 201,388 175,580 98,669 119,530 84,712 90,458	921,907 764,477 536,940 451,358 401,308 277,419 223,604 172,793 121,776 100,672 98,221 80,535	14.0% 4.3% 0.7% 2.9% -1.7% -9.9% 11.0% -1.6% 23.4% -15.8% 15.9%	14.7% 12.2% 8.5% 7.2% 6.4% 4.4% 3.6% 2.7% 1.9% 1.6% 1.3%