

CITY OF SUN VALLEY

Monthly LOT Comparison for Sept 2021 Sales

	<u>2014/2015</u>	<u>2015/2016*</u>	<u>2016/2017</u>	<u>2017/2018**</u>	<u>2018/2019***</u>	<u>2019/2020</u>	<u>2020/2021</u>	Increase/ Decrease in FY21 as Compared to FY20
Retail	35,403	64,397	84,570	95,197	92,141	83,920	102,936	23%
Lodging	24,761	61,166	59,800	52,392	78,727	74,523	97,977	31%
Liquor	5,369	9,172	11,998	12,875	13,808	9,226	13,605	47%
Building Materials	0	0	0	3,789	5,862	9,729	11,962	23%
Totals	65,533	134,735	156,368	164,254	190,538	177,398	226,481	28%

Detailed Summary of Comparative YTD Receipts by Month - thru Sept 2021

	<u>2014/2015</u>	<u>2015/2016*</u>	<u>2016/2017</u>	<u>2017/2018**</u>	<u>2018/2019***</u>	<u>2019/2020</u>	<u>2020/2021</u>	Increase/ Decrease in FY21 as Compared to FY20
October	54,565	66,009	69,040	79,087	94,646	109,144	84,213	-23%
November	37,762	45,526	68,766	69,829	54,749	73,536	61,604	-16%
December	112,858	176,411	173,926	184,570	225,627	227,799	187,630	-18%
January	89,162	110,600	127,855	133,253	145,344	159,534	123,027	-23%
February	86,860	153,391	140,372	159,175	136,723	234,027	157,754	-33%
March	79,737	119,605	116,638	143,379	205,103	91,878	188,597	105%
April	44,844	50,231	45,777	70,846	64,382	17,823	78,292	339%
May	47,019	70,469	61,992	98,846	100,357	24,631	104,284	323%
June	122,567	130,584	170,214	177,075	190,167	100,286	267,335	167%
July	275,874	270,974	299,889	360,309	347,742	190,125	369,160	94%
August	199,076	244,252	269,749	279,492	302,958	166,689	325,221	95%
September	65,533	134,735	156,368	164,254	190,538	177,398	226,481	28%
Fiscal Year Total	1,215,857	1,572,788	1,700,586	1,920,116	2,058,335	1,572,870	2,173,597	
Year-To-Date Receipts Comparison (Sept)	1,215,857	1,572,788	1,700,586	1,920,116	2,058,335	1,572,870	2,173,597 vs 2019	38% 6%

*October - January receipts corrected 4/25/16

**October 2017 receipts adjusted for returned checks (\$124.82)

***March 2019 receipts include one-time AirBnB payment

CITY OF SUN VALLEY

Monthly LOT Retail Receipts

	<u>2014/2015</u>	<u>2015/2016*</u>	<u>2016/2017</u>	<u>2017/2018**</u>	<u>2018/2019</u>	<u>2019/2020</u>	<u>2020/2021</u>	Increase/ Decrease of FY21 as Compared to FY20
October	35,839	35,732	34,669	40,176	51,374	54,616	46,045	-16%
November	23,400	27,403	41,291	40,868	30,987	43,423	32,042	-26%
December	66,925	97,853	88,672	83,555	114,608	99,582	80,686	-19%
January	51,580	55,699	69,178	58,676	69,107	64,604	52,028	-19%
February	50,521	75,864	63,580	76,320	61,360	100,384	68,320	-32%
March	42,977	49,658	55,114	65,389	76,698	35,362	71,739	103%
April	32,233	30,765	29,630	46,781	39,265	11,557	48,077	316%
May	36,001	47,519	46,512	70,215	80,589	21,906	65,079	197%
June	68,606	69,782	90,684	98,279	91,950	57,577	121,805	112%
July	145,354	139,697	154,971	180,521	164,132	89,859	179,265	99%
August	104,284	126,484	123,710	140,111	146,281	79,125	145,903	84%
September	35,403	64,397	84,570	95,197	92,141	83,920	102,936	23%
Fiscal Year Total	693,123	820,854	882,581	996,089	1,018,493	741,915	1,013,924	
Year-To-Date Receipts Comparison (Sept)	693,123	820,854	882,581	996,089	1,018,493	741,915	1,013,924	37%

*October - January receipts corrected 4/25/16

**October 2017 receipts adjusted for returned checks (\$124.82)

CITY OF SUN VALLEY

Monthly LOT Lodging Receipts

	<u>2014/2015</u>	<u>2015/2016*</u>	<u>2016/2017</u>	<u>2017/2018</u>	<u>2018/2019***</u>	<u>2019/2020</u>	<u>2020/2021</u>	Increase/ Decrease of FY21 as Compared to FY20
October	15,550	24,908	29,961	31,991	33,104	40,955	24,673	-40%
November	12,187	15,058	24,082	20,745	16,839	19,944	19,714	-1%
December	39,496	69,048	74,794	82,178	90,694	109,461	92,973	-15%
January	32,835	47,265	50,201	60,953	64,331	78,573	56,514	-28%
February	31,724	68,774	66,844	70,150	61,713	115,306	73,434	-36%
March	32,698	62,219	53,901	63,179	113,400	49,103	100,409	104%
April	11,217	16,836	13,816	15,914	19,010	4,227	15,896	276%
May	9,313	19,728	12,861	19,310	12,760	341	27,530	7979%
June	47,142	55,309	69,938	64,023	83,314	35,153	124,774	255%
July	116,446	117,365	126,852	151,190	160,566	86,550	164,725	90%
August	80,047	101,132	127,266	110,807	129,400	70,352	149,520	113%
September	24,761	61,166	59,800	52,392	78,727	74,523	97,977	31%
Fiscal Year Total	453,418	658,807	710,316	742,833	863,859	684,488	948,140	
Year-To-Date Receipts Comparison (Sept)	453,418	658,807	710,316	742,833	863,859	684,488	948,140	39%

*October - January receipts corrected 4/25/16

***March 2019 receipts include one-time AirBnB payment

CITY OF SUN VALLEY

Monthly LOT Liquor Receipts

	<u>2014/2015</u>	<u>2015/2016*</u>	<u>2016/2017</u>	<u>2017/2018</u>	<u>2018/2019</u>	<u>2019/2020</u>	<u>2020/2021</u>	Increase/ Decrease of FY21 as Compared to FY20
October	3,176	5,369	4,410	5,803	7,469	8,790	6,249	-29%
November	2,174	3,065	3,393	3,476	4,551	5,359	3,778	-30%
December	6,437	9,509	10,460	13,975	14,656	16,016	10,023	-37%
January	4,747	7,637	8,476	11,310	10,781	12,905	10,033	-22%
February	4,614	8,753	9,948	11,233	12,053	15,874	11,116	-30%
March	4,063	7,728	7,623	10,662	11,365	5,115	10,472	105%
April	1,394	2,630	2,331	4,372	4,027	0	4,718	#DIV/0!
May	1,705	3,223	2,619	3,466	5,009	247	6,848	2670%
June	6,819	5,492	9,592	10,700	12,504	3,475	12,783	268%
July	14,074	13,912	18,066	18,551	18,000	9,337	17,408	86%
August	14,745	16,636	18,773	25,860	23,905	9,747	21,643	122%
September	5,369	9,172	11,998	12,875	13,808	9,226	13,605	47%
Fiscal Year Total	69,316	93,126	107,689	132,285	138,129	96,092	128,676	
Year-To-Date Receipts Comparison (Sept)	69,316	93,126	107,689	132,285	138,129	96,092	128,676	34%

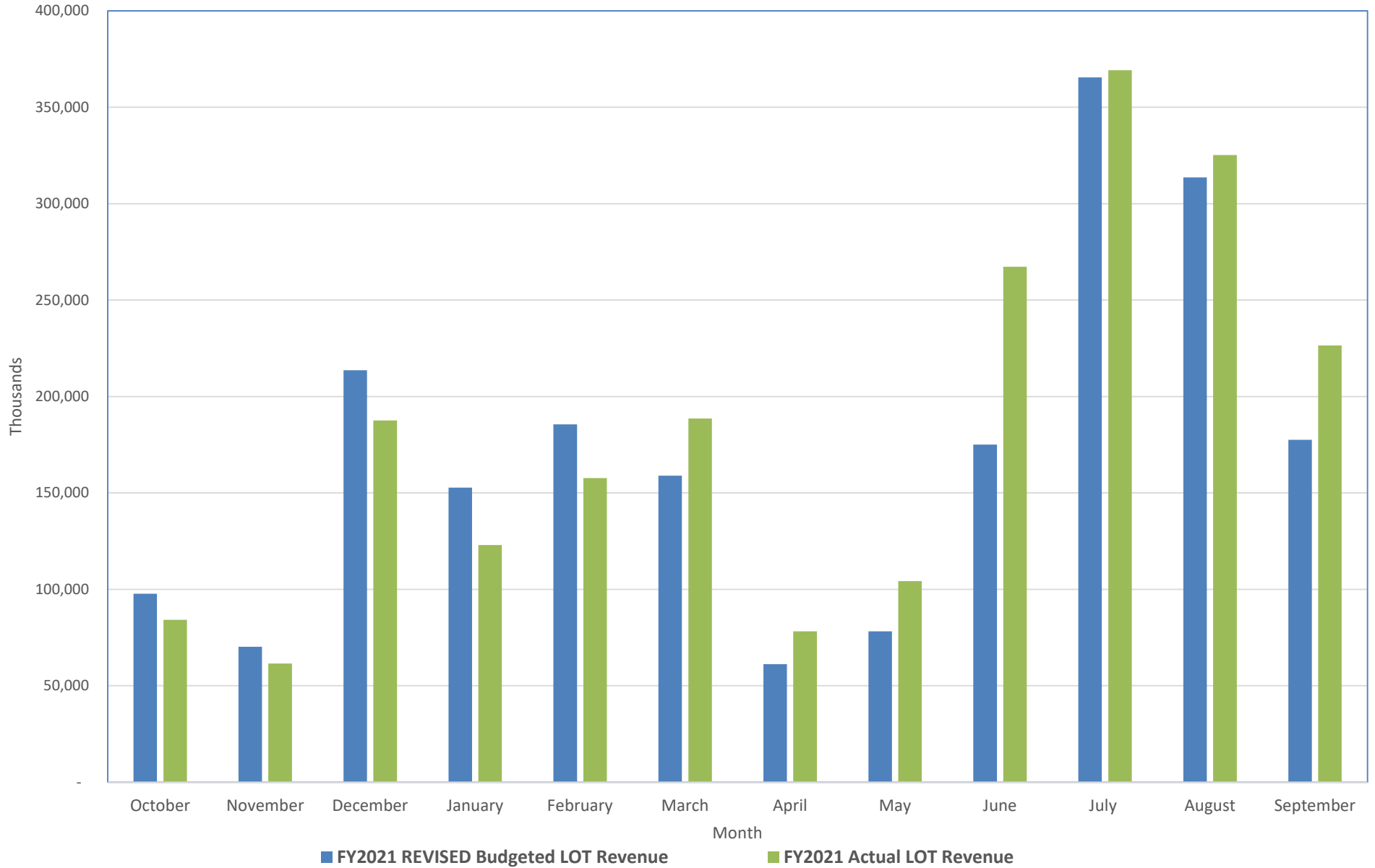
*October - January receipts corrected 4/25/16

CITY OF SUN VALLEY

Monthly LOT Building Materials Receipts

	<u>2014/2015</u>	<u>2015/2016</u>	<u>2016/2017</u>	<u>2017/2018</u>	<u>2018/2019</u>	<u>2019/2020</u>	<u>2020/2021</u>	Increase/ Decrease of FY21 as Compared to FY20
October	0	0	0	1,117	2,699	4,783	7,246	52%
November	0	0	0	4,740	2,371	4,810	6,070	26%
December	0	0	0	4,862	5,669	2,740	3,949	44%
January	0	0	0	2,315	1,125	3,453	4,452	29%
February	0	0	0	1,472	1,598	2,463	4,884	98%
March	0	0	0	4,149	3,640	2,298	5,977	160%
April	0	0	0	3,779	2,079	2,039	9,600	371%
May	0	0	0	5,855	1,999	2,137	4,828	126%
June	0	0	0	4,072	2,399	4,080	7,974	95%
July	0	0	0	10,047	5,044	4,379	7,760	77%
August	0	0	0	2,713	3,371	7,464	8,155	9%
September	0	0	0	3,789	5,862	9,729	11,962	23%
Fiscal Year Total	0	0	0	48,909	37,854	50,375	82,857	
Year-To-Date Receipts Comparison (Sept)	0	0	0	48,909	37,854	50,375	82,857	64%

Budget vs. Actual Local Option Tax (LOT) Revenue Comparison for FY 2021



Local Option Tax Receipts (combined) FY11 to FY21

	FY 11	% of total year	FY 12	% of total year	FY 13	% of total year	FY 14	% of total year	FY 15	% of total year	FY 16	% of total year	FY 17	% of total year	FY 18	% of total year	FY 19***	% of total year	FY 20	% of total year	FY 21	% of total year
October	75,542	6.06%	49,847	4.08%	56,280	4.51%	58,531	4.65%	54,565	4.49%	66,009	4.20%	69,040	4.06%	79,087	4.12%	84,646	4.60%	109,144	6.94%	84,213	5.35%
November	34,116	2.74%	46,298	3.79%	41,353	3.31%	42,734	3.40%	37,762	3.11%	45,526	2.89%	63,766	4.04%	69,829	3.64%	54,749	2.66%	73,636	4.68%	61,604	3.92%
December	106,190	8.51%	114,930	9.40%	126,671	10.15%	130,540	10.38%	112,858	9.28%	176,411	11.22%	173,926	10.23%	184,570	9.61%	225,627	10.96%	227,799	14.48%	187,630	11.93%
January	89,043	7.14%	82,380	6.74%	95,770	7.67%	87,247	6.94%	89,162	7.33%	110,600	7.03%	127,855	7.52%	133,253	6.94%	145,344	7.06%	159,534	10.14%	123,027	7.82%
February	115,014	9.22%	101,797	8.32%	113,281	9.07%	112,073	8.91%	96,860	7.14%	153,391	9.75%	140,372	8.25%	159,175	8.29%	136,723	6.64%	234,027	14.88%	187,754	10.03%
March	110,290	8.88%	90,609	7.43%	113,500	9.07%	99,304	7.90%	79,737	6.56%	119,605	7.60%	116,638	6.86%	143,370	7.47%	205,103	9.96%	81,678	5.84%	198,587	11.99%
April	37,066	2.97%	42,642	3.49%	38,852	3.11%	34,842	2.77%	44,844	3.69%	50,231	3.19%	45,777	2.69%	70,846	3.69%	64,382	3.13%	17,823	1.13%	78,292	4.98%
May	47,475	3.81%	52,181	4.27%	44,122	3.54%	37,150	2.95%	47,019	3.87%	70,469	4.48%	61,992	3.65%	98,846	5.15%	100,357	4.89%	24,631	1.57%	104,284	6.63%
June	92,578	7.41%	101,387	8.29%	98,969	7.93%	107,341	8.53%	122,567	10.08%	130,584	8.30%	170,214	10.01%	177,075	9.22%	130,167	6.24%	100,286	6.38%	267,335	17.00%
July	229,127	18.37%	215,845	17.65%	228,946	18.34%	234,419	18.64%	275,874	22.69%	270,974	17.23%	299,880	17.63%	360,309	18.76%	347,742	16.89%	190,125	12.08%	369,160	23.47%
August	192,799	15.46%	229,256	18.75%	188,716	13.51%	221,612	17.62%	199,078	16.37%	244,252	15.53%	269,749	15.86%	279,492	14.56%	302,958	14.72%	166,689	10.60%	325,221	20.68%
September	147,748	11.84%	88,418	7.81%	122,431	9.80%	81,468	6.31%	66,533	5.39%	134,735	8.57%	156,368	8.19%	164,254	8.50%	180,538	9.25%	177,369	11.26%	226,481	14.40%
TOTAL:	1,272,217	100.00%	1,222,869	100.00%	1,246,232	100.00%	1,257,699	100.00%	1,216,877	100.00%	1,572,768	100.00%	1,700,586	100.00%	1,820,116	100.00%	2,058,338	100.00%	1,572,670	100.00%	2,173,597	138.19%

	10 yr Average % collected by month	FY2021 Budgeted LOT Revenue	FY2021 REVISED LOT Revenue	FY2021 Actual LOT Revenue	(under)over REVISED budget collected by month*
October	4.77%	83,484	97,772	84,213	(13,560)
November	3.42%	69,833	70,207	61,604	(8,603)
December	10.42%	182,386	213,652	187,630	(26,022)
January	7.45%	130,395	152,748	123,027	(29,721)
February	9.09%	158,362	185,510	167,754	(17,756)
March	7.76%	135,732	159,000	188,587	29,587
April	2.99%	52,264	61,223	78,292	17,068
May	3.81%	66,759	78,203	104,284	26,081
June	6.54%	149,427	175,043	267,335	92,292
July	17.83%	312,022	365,511	369,160	3,649
August	16.30%	267,710	313,603	325,221	11,618
September	8.69%	151,547	177,521	226,481	48,954
TOTAL:	100.00%	1,780,000	2,060,000	2,173,597	123,597
		Budget thru Sept.	1,780,000	2,050,000	2,173,597
					123,597

***March 2019 receipts include one-time AirBnB payment