

CITY OF SUN VALLEY

Monthly LOT Comparison for September 2023 Sales

	<u>2016/2017</u>	<u>2017/2018**</u>	<u>2018/2019***</u>	<u>2019/2020</u>	<u>2020/2021</u>	<u>2021/2022</u>	<u>2022/2023</u>	Increase/ Decrease in FY23 as Compared to FY22
Retail	84,570	95,197	92,141	83,920	102,936	113,085	165,503	46%
Lodging	59,800	52,392	78,727	74,523	97,977	119,625	133,471	12%
Liquor	11,998	12,875	13,808	9,226	13,605	18,756	22,015	17%
Building Materials	0	3,789	5,862	9,729	11,962	10,923	9,180	-16%
Totals	156,368	164,254	190,538	177,398	226,481	262,389	330,169	

Detailed Summary of Comparative YTD Receipts by Month - thru September 2023

	<u>2016/2017</u>	<u>2017/2018**</u>	<u>2018/2019***</u>	<u>2019/2020</u>	<u>2020/2021</u>	<u>2021/2022</u>	<u>2022/2023</u>	Increase/ Decrease in FY23 as Compared to FY22
October	69,040	79,087	94,646	109,144	84,213	109,494	135,779	24%
November	68,766	69,829	54,749	73,536	61,604	92,894	91,274	-2%
December	173,926	184,570	225,627	227,799	187,630	296,014	342,535	16%
January	127,855	133,253	145,344	159,534	123,027	215,004	260,272	21%
February	140,372	159,175	136,723	234,027	157,754	247,291	269,081	9%
March	116,638	143,379	205,103	91,878	188,597	282,674	303,475	7%
April	45,777	70,846	64,382	17,823	78,292	102,811	103,503	1%
May	61,992	98,846	100,357	24,631	104,284	118,414	98,393	-17%
June	170,214	177,075	190,167	100,286	267,335	262,990	264,725	1%
July	299,889	360,309	347,742	190,125	369,160	388,775	386,749	-1%
August	269,749	279,492	302,958	166,689	325,221	365,553	345,966	-5%
September	156,368	164,254	190,538	177,398	226,481	262,389	330,169	26%
Fiscal Year Total	1,700,586	1,920,116	2,058,335	1,572,870	2,173,597	2,744,304	2,931,919	
Year-To-Date Receipts Comparison (September)	1,700,586	1,920,116	2,058,335	1,572,870	2,173,597	2,744,304	2,931,919	7%

**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>2016/2017</u>	<u>2017/2018**</u>	<u>2018/2019</u>	<u>2019/2020</u>	<u>2020/2021</u>	<u>2021/2022</u>	<u>2022/2023</u>	Increase/ Decrease of FY23 as Compared to FY22
October	34,669	40,176	51,374	54,616	46,045	58,040	64,713	11%
November	41,291	40,868	30,987	43,423	32,042	52,004	52,412	1%
December	88,672	83,555	114,608	99,582	80,686	124,383	153,643	24%
January	69,178	58,676	69,107	64,604	52,028	83,599	104,469	25%
February	63,580	76,320	61,360	100,384	68,320	95,173	129,780	36%
March	55,114	65,389	76,698	35,362	71,739	103,993	107,069	3%
April	29,630	46,781	39,265	11,557	48,077	54,579	61,175	12%
May	46,512	70,215	80,589	21,906	65,079	66,751	66,986	0%
June	90,684	98,279	91,950	57,577	121,805	125,312	125,623	0%
July	154,971	180,521	164,132	89,859	179,265	195,254	182,614	-6%
August	123,710	140,111	146,281	79,125	145,903	173,676	167,925	-3%
September	84,570	95,197	92,141	83,920	102,936	113,085	165,503	46%
Fiscal Year Total	882,581	996,089	1,018,493	741,915	1,013,924	1,245,851	1,381,910	

Year-To-Date Receipts

Comparison (September)	882,581	996,089	1,018,493	741,915	1,013,924	1,245,851	1,381,910	11%
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**October 2017 receipts adjusted for returned checks (\$124.82)

CITY OF SUN VALLEY

Monthly LOT Lodging Receipts

	<u>2016/2017</u>	<u>2017/2018</u>	<u>2018/2019***</u>	<u>2019/2020</u>	<u>2020/2021</u>	<u>2021/2022</u>	<u>2022/2023</u>	Increase/ Decrease of FY23 as Compared to FY22
October	29,961	31,991	33,104	40,955	24,673	34,245	49,568	45%
November	24,082	20,745	16,839	19,944	19,714	24,803	18,973	-24%
December	74,794	82,178	90,694	109,461	92,973	142,780	153,127	7%
January	50,201	60,953	64,331	78,573	56,514	105,019	129,611	23%
February	66,844	70,150	61,713	115,306	73,434	124,921	116,111	-7%
March	53,901	63,179	113,400	49,103	100,409	154,173	168,640	9%
April	13,816	15,914	19,010	4,227	15,896	29,547	27,500	-7%
May	12,861	19,310	12,760	341	27,530	35,959	17,916	-50%
June	69,938	64,023	83,314	35,153	124,774	111,959	107,667	-4%
July	126,852	151,190	160,566	86,550	164,725	162,702	176,206	8%
August	127,266	110,807	129,400	70,352	149,520	154,508	137,469	-11%
September	59,800	52,392	78,727	74,523	97,977	119,625	133,471	12%
Fiscal Year Total	710,316	742,833	863,859	684,488	948,140	1,200,242	1,236,259	

Year-To-Date Receipts Comparison (September)	710,316	742,833	863,859	684,488	948,140	1,200,242	1,236,259	3%
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***March 2019 receipts include one-time AirBnB payment

CITY OF SUN VALLEY

Monthly LOT Liquor Receipts

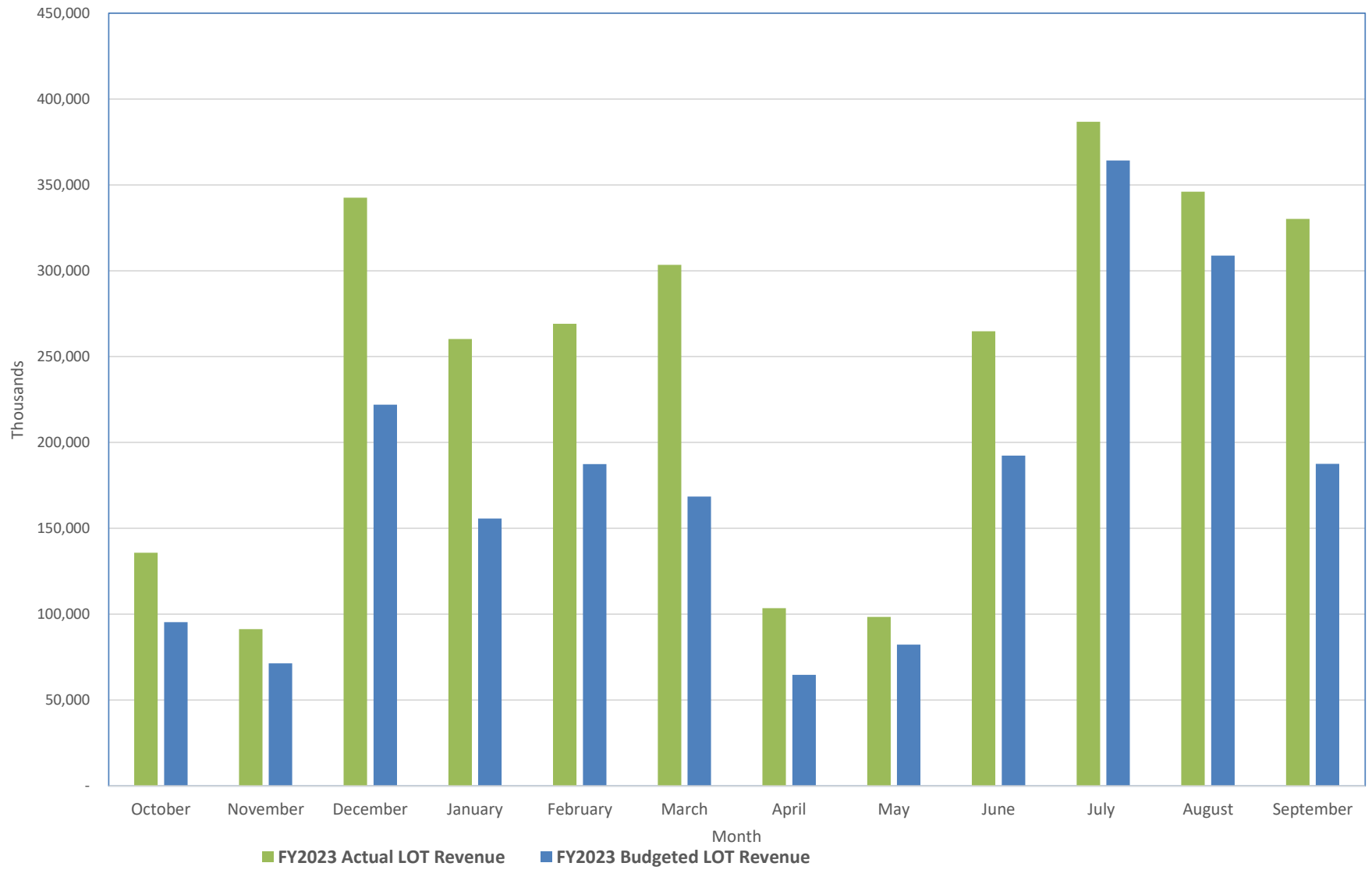
	<u>2016/2017</u>	<u>2017/2018</u>	<u>2018/2019</u>	<u>2019/2020</u>	<u>2020/2021</u>	<u>2021/2022</u>	<u>2022/2023</u>	Increase/ Decrease of FY23 as Compared to FY22
October	4,410	5,803	7,469	8,790	6,249	8,290	12,786	54%
November	3,393	3,476	4,551	5,359	3,778	6,420	5,958	-7%
December	10,460	13,975	14,656	16,016	10,023	15,069	17,984	19%
January	8,476	11,310	10,781	12,905	10,033	15,185	16,982	12%
February	9,948	11,233	12,053	15,874	11,116	17,393	17,294	-1%
March	7,623	10,662	11,365	5,115	10,472	16,049	16,297	2%
April	2,331	4,372	4,027	0	4,718	7,274	7,376	1%
May	2,619	3,466	5,009	247	6,848	8,786	5,745	-35%
June	9,592	10,700	12,504	3,475	12,783	14,991	14,515	-3%
July	18,066	18,551	18,000	9,337	17,408	22,544	23,830	6%
August	18,773	25,860	23,905	9,747	21,643	26,317	31,326	19%
September	11,998	12,875	13,808	9,226	13,605	18,756	22,015	17%
Fiscal Year Total	107,689	132,285	138,129	96,092	128,676	177,074	192,107	
Year-To-Date Receipts Comparison (September)	107,689	132,285	138,129	96,092	128,676	177,074	192,107	8%

CITY OF SUN VALLEY

Monthly LOT Building Materials Receipts

	<u>2016/2017</u>	<u>2017/2018</u>	<u>2018/2019</u>	<u>2019/2020</u>	<u>2020/2021</u>	<u>2021/2022</u>	<u>2022/2023</u>	Increase/ Decrease of FY23 as Compared to FY22
October	0	1,117	2,699	4,783	7,246	8,919	8,712	-2%
November	0	4,740	2,371	4,810	6,070	9,667	13,931	44%
December	0	4,862	5,669	2,740	3,949	13,782	17,780	29%
January	0	2,315	1,125	3,453	4,452	11,200	9,210	-18%
February	0	1,472	1,598	2,463	4,884	9,803	5,897	-40%
March	0	4,149	3,640	2,298	5,977	8,459	11,469	36%
April	0	3,779	2,079	2,039	9,600	11,411	7,452	-35%
May	0	5,855	1,999	2,137	4,828	6,918	7,745	12%
June	0	4,072	2,399	4,080	7,974	10,727	16,920	58%
July	0	10,047	5,044	4,379	7,760	8,275	4,099	-50%
August	0	2,713	3,371	7,464	8,155	11,053	9,246	-16%
September	0	3,789	5,862	9,729	11,962	10,923	9,180	-16%
Fiscal Year Total	0	48,909	37,854	50,375	82,857	121,137	121,643	
Year-To-Date Receipts Comparison (September)	0	48,909	37,854	50,375	82,857	121,137	121,643	0%

Budget vs. Actual Local Option Tax (LOT) Revenue Comparison for FY 2023



Local Option Tax Receipts (combined) FY13 to FY23

	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	FY 22	% of total year
October	56,260	4.51%	58,531	4.65%	54,565	4.49%	66,009	4.20%	69,040	4.06%	79,087	4.12%	94,646	4.60%	109,144	6.94%	84,213	3.87%	109,494	3.99%
November	41,355	3.31%	42,734	3.40%	37,762	3.11%	45,526	2.89%	68,766	4.04%	69,829	3.64%	54,749	2.66%	73,536	4.68%	61,604	2.83%	92,894	3.38%
December	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	8.63%	296,014	10.79%
January	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	5.66%	215,004	7.83%
February	113,281	9.07%	112,073	8.91%	86,860	7.14%	153,391	9.75%	140,372	8.25%	159,175	8.29%	136,723	6.64%	234,027	14.88%	157,754	7.26%	247,291	9.01%
March	113,200	9.07%	99,304	7.90%	79,737	6.56%	119,605	7.60%	116,638	6.86%	143,379	7.47%	205,103	9.96%	91,878	5.84%	188,597	8.68%	282,674	10.30%
April	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	3.60%	102,811	3.75%
May	44,172	3.54%	37,150	2.95%	47,019	3.87%	70,469	4.48%	61,992	3.65%	98,846	5.15%	100,357	4.88%	24,631	1.57%	104,284	4.80%	118,414	4.31%
June	98,969	7.93%	107,341	8.53%	122,567	10.08%	130,584	8.30%	170,214	10.01%	177,075	9.22%	190,167	9.24%	100,286	6.38%	267,335	12.30%	262,990	9.58%
July	228,946	18.34%	234,419	18.64%	275,874	22.69%	270,974	17.23%	299,889	17.63%	360,309	18.76%	347,742	16.89%	190,125	12.09%	369,160	16.98%	388,775	14.17%
August	168,716	13.51%	221,612	17.62%	199,076	16.37%	244,252	15.53%	269,749	15.86%	279,492	14.56%	302,958	14.72%	166,689	10.60%	325,221	14.96%	365,553	13.32%
September	122,331	9.80%	91,906	7.31%	65,533	5.39%	134,735	8.57%	156,368	9.19%	164,254	8.55%	190,538	9.26%	177,398	11.28%	226,481	10.42%	262,389	9.56%
TOTAL:	1,248,522	100.00%	1,257,699	100.00%	1,215,857	100.00%	1,572,788	100.00%	1,700,586	100.00%	1,920,116	100.00%	2,058,335	100.00%	1,572,870	100.00%	2,173,597	100.00%	2,744,304	100.00%

	10 yr Average % collected by month	FY2023 Budgeted LOT Revenue	FY2023 Actual LOT Revenue	(under)/over REVISED budget collected by month*
October	4.54%	95,392	135,779	40,387
November	3.39%	71,285	91,274	19,989
December	10.57%	222,026	342,535	120,509
January	7.41%	155,673	260,272	104,599
February	8.92%	187,352	269,081	81,729
March	8.02%	168,492	303,475	134,983
April	3.08%	64,586	103,503	38,918
May	3.92%	82,293	98,393	16,100
June	9.16%	192,304	264,725	72,421
July	17.34%	364,196	386,749	22,553
August	14.71%	308,814	345,966	37,153
September	8.93%	187,588	330,169	142,580
TOTAL:	100.00%	2,100,000	2,931,919	831,919
	YTD Budget thru Sept	95,392	2,931,919	40,387
				831,919

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