Transient Occupancy Tax

Collection through April 2021

1. TOT REVENUE COLLECTIONS by FISCAL year

Year	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
2006-2007	633,290	718,371	404,545	240,541	275,921	1,455,122	1,694,967	1,583,253	1,249,350	765,323	241,871	363,886	9,626,441
YTD collection as % of Full Year	6.6%	14.0%	18.2%	20.7%	23.6%	38.7%	56.3%	72.8%	85.8%	93.7%	96.2%	100.0%	
2007-2008	690,020	850,958	382,541	191,090	202,902	1,533,030	1,926,497	1,890,372	1,731,631	612,581	245,108	410,409	10,667,140
YTD collection as % of Full Year	6.5%	14.4%	18.0%	19.8%	21.7%	36.1%	54.2%	71.9%	88.1%	93.9%	96.2%	100.0%	
2008-2009	726,465	973,679	379,849	232,427	247,085	1,591,709	1,561,523	1,477,336	1,028,558	774,003	299,287	364,787	9,656,710
YTD collection as % of Full Year	7.5%	17.6%	21.5%	23.9%	26.5%	43.0%	59.2%	74.5%	85.1%	93.1%	96.2%	100.0%	
2009-2010	745,522	866,044	421,313	210,599	207,989	1,735,454	1,680,851	1,687,536	1,263,038	971,363	303,667	383,274	10,476,648
YTD collection as % of Full Year	7.1%	15.4%	19.4%	21.4%	23.4%	40.0%	56.0%	72.1%	84.2%	93.4%	96.3%	100.0%	
2010-2011	833,692	934,572	471,581	229,609	302,314	1,948,908	1,685,322	1,672,809	1,338,133	985,285	355,833	451,080	11,209,138
YTD collection as % of Full Year	7.4%	15.8%	20.0%	22.0%	24.7%	42.1%	57.1%	72.1%	84.0%	92.8%	96.0%	100.0%	
2011-2012	947,459	1,061,627	566,993	276,436	314,244	1,666,408	1,042,470	1,213,076	1,193,988	753,998	307,818	536,020	9,880,538
YTD collection as % of Full Year	9.6%	20.3%	26.1%	28.9%	32.1%	48.9%	59.5%	71.7%	83.8%	91.5%	94.6%	100.0%	
2012-2013	1,035,276	1,101,555	569,118	287,742	286,349	1,758,887	1,856,579	1,703,985	1,426,186	683,196	392,990	613,159	11,715,023
YTD collection as % of Full Year	8.8%	18.2%	23.1%	25.6%	28.0%	43.0%	58.9%	73.4%	85.6%	91.4%	94.8%	100.0%	
2013-2014	1,075,023	1,134,699	533,790	306,359	317,763	1,620,490	1,284,026	1,174,950	1,205,504	662,531	376,019	672,104	10,363,258
YTD collection as % of Full Year	10.4%	21.3%	26.5%	29.4%	32.5%	48.1%	60.5%	71.9%	83.5%	89.9%	93.5%	100.0%	
2014-2015	1,175,232	1,261,290	614,628	378,296	326,836	1,815,044	1,659,854	1,451,851	1,015,507	459,664	377,564	773,232	11,308,997
YTD collection as % of Full Year	10.4%	21.5%	27.0%	30.3%	33.2%	49.3%	63.9%	76.8%	85.8%	89.8%	93.2%	100.0%	
2015-2016	1,414,925	1,323,904	782,030	470,450	589,215	2,282,317	2,371,826	2,238,590	1,897,371	830,614	526,861	1,005,404	15,733,507
YTD collection as % of Full Year	9.0%	17.4%	22.4%	25.4%	29.1%	43.6%	58.7%	72.9%	85.0%	90.3%	93.6%	100.0%	
2016-2017	1,716,610	1,535,475	1,004,815	567,405	534,223	2,370,978	2,656,510	2,475,292	2,030,473	1,599,673	673,512	926,497	18,091,464
YTD collection as % of Full Year	9.5%	18.0%	23.5%	26.7%	29.6%	42.7%	57.4%	71.1%	82.3%	91.2%	94.9%	100.0%	
2017-2018	1,753,735	1,570,110	1,050,037	612,877	601,343	2,362,405	2,515,665	2,168,214	2,351,036	1,242,482	608,463	1,031,033	17,867,401
YTD collection as % of Full Year	9.8%	18.6%	24.5%	27.9%	31.3%	44.5%	58.6%	70.7%	83.9%	90.8%	94.2%	100.0%	
2018-2019	1,771,072	1,512,891	1,001,297	635,580	591,548	2,665,867	3,074,472	2,724,480	2,604,882	1,755,830	774,268	1,098,874	20,211,061
YTD collection as % of Full Year	8.8%	16.2%	21.2%	24.3%	27.3%	40.5%	55.7%	69.2%	82.0%	90.7%	94.6%	100.0%	
2019-2020	1,893,473	1,740,322	1,068,779	747,888	629,410	2,832,607	3,113,743	2,665,842	846,251	15,748	12,529	407,657	15,974,248
YTD collection as % of Full Year	11.9%	10.9%	6.7%	4.7%	3.9%	17.7%	19.5%	16.7%	5.3%	0.1%	0.1%	2.6%	
2020-2021	1,911,746	1,899,259	661,177	676,433	965,234	295,193	716,531	2,546,704	2,627,985	1,726,441	-	-	14,026,705
YTD collection as % of Full Year	13.6%	13.5%	4.7%	4.8%	6.9%	2.1%	5.1%	18.2%	18.7%	12.3%	0.0%	0.0%	
% change from prior year	***1.0%***	***9.1%***	***-38.1%***	***-9.6%***	***53.4%***	***-89.6%***	***-77.0%***	***-4.5%***	***210.5%***	***10862.8%***	***-98.4%***	***-62.9%***	***-12.2%***
Average monthly collection prior 3 yrs	1,747,139	1,539,492	1,018,716	605,287	575,705	2,466,417	2,748,883	2,455,995	2,328,797	1,532,661	685,414	1,018,801	18,723,308
Average Monthly collection as % of Full Year	9.3%	8.2%	5.4%	3.2%	3.1%	13.2%	14.7%	13.1%	12.4%	8.2%	3.7%	5.4%	100.0%
Average YTD collection as % of Full Year	9.3%	17.6%	23.0%	26.2%	29.3%	42.5%	57.2%	70.3%	82.7%	90.9%	94.6%	100.0%	

2. TOT Budget and Estimates (FY 2020-2021)

FY 20-21 BUDGETED full-year revenue	Rate	**11,200,000**	**Estimated Reserves (*)**	**Actual Reserves**
less Tourism	18.08%	2,025,000	$ 698,800	$ 510,981
less Housing	6.54%	732,308	$ 252,758	$ 184,823
less Transit	6.54%	732,308	$ 252,758	$ 184,823
Net to Town's General Fund		**7,710,385**		

* Based on performance to budget YTD, final reserve account balances will be determined by actual performance to budget at completion of Fiscal Year

FY 20-21 BUDGETED monthly revenue		**Quarter Total:**	**2,471,000**		**Quarter Total:**	**2,307,000**		**Quarter Total:**	**4,595,000**		**Quarter Total:**	**1,827,000**	**11,200,000**
	Jul	**Aug**	**Sep**	**Oct**	**Nov**	**Dec**	**Jan**	**Feb**	**Mar**	**Apr**	**May**	**Jun**	**Full-Yr Total**
	975,000	881,000	615,000	358,000	373,000	1,576,000	1,700,000	1,535,000	1,360,000	788,000	392,000	647,000	**11,200,000**

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
FY 20-21 ACTUAL collection	1,911,746	1,899,259	661,177	676,433	965,234	295,193	716,531	2,546,704	2,627,985	1,726,441	-	-	**14,026,705**

FY 20-21 Differences: Budget vs Actuals YTD

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	YTD
	936,746	**1,018,259**	**46,177**	**318,433**	**592,234**	**(1,280,807)**	**(983,469)**	**1,011,704**	**1,267,985**	**938,441**	**(392,000)**	**(647,000)**	**2,826,705**
Percent over/(under) budget	96%	116%	8%	89%	159%	-81%	-58%	66%	93%	119%	-100%	-100%	25%

Cumulative difference to date:	**3,865,705**	**38%**
Cumulative actual to last year actual difference to date:	**(1,527,358)**	**-10%**