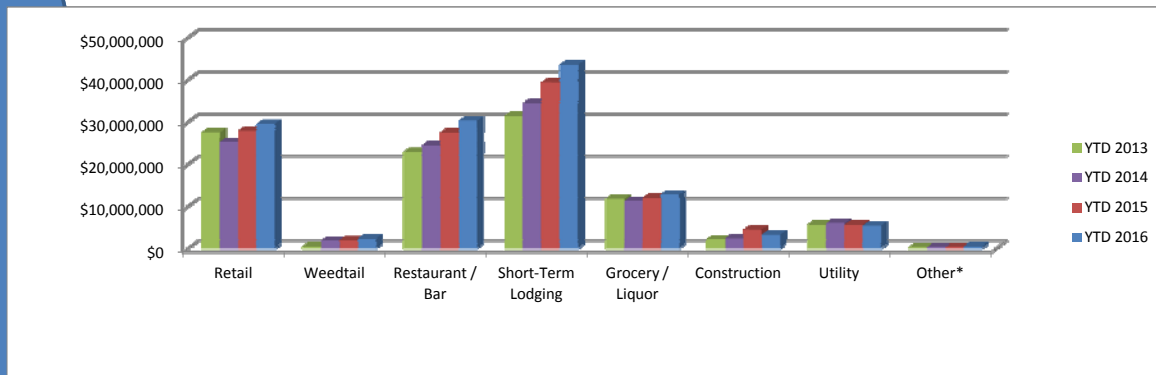
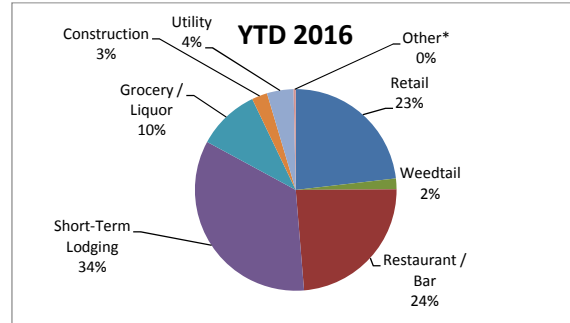
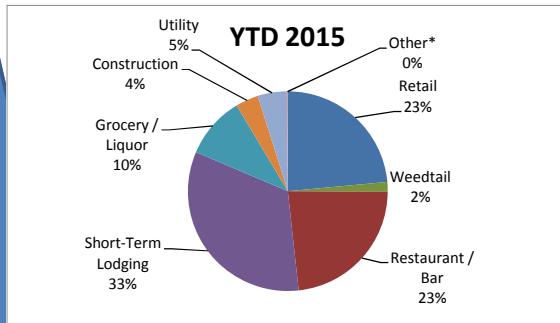


The Tax Basics

Net Taxable Sales by Industry-YTD

Description	YTD 2013	YTD 2014	YTD 2015	2015		2015/2016		2016
				% of Total	YTD 2016	\$ Change	% Change	% of Total
Retail	\$27,418,996	\$25,120,881	\$27,825,445	23.51%	\$29,418,220	\$1,592,775	5.72%	23.16%
Weedtail	\$395,338	\$1,739,404	\$1,879,128	1.59%	\$2,226,197	\$347,069	18.47%	1.75%
Restaurant / Bar	\$22,766,367	\$24,328,837	\$27,374,317	23.13%	\$30,178,280	\$2,803,964	10.24%	23.76%
Short-Term Lodging	\$31,322,643	\$34,335,367	\$39,233,890	33.16%	\$43,464,737	\$4,230,847	10.78%	34.21%
Grocery / Liquor	\$11,670,779	\$11,154,542	\$11,895,373	10.05%	\$12,700,379	\$805,006	6.77%	10.00%
Construction	\$2,074,485	\$2,321,196	\$4,353,543	3.68%	\$3,188,684	(\$1,164,860)	-26.76%	2.51%
Utility	\$5,569,826	\$5,933,714	\$5,574,023	4.71%	\$5,392,394	(\$181,629)	-3.26%	4.24%
Other*	\$177,760	\$208,779	\$195,252	0.17%	\$467,250	\$271,998	139.31%	0.37%
Total	\$101,396,195	\$105,142,720	\$118,330,972	100.00%	\$127,036,142	\$8,705,170	7.36%	100.00%

* Other includes activities in Automobiles and Undefined Sales.



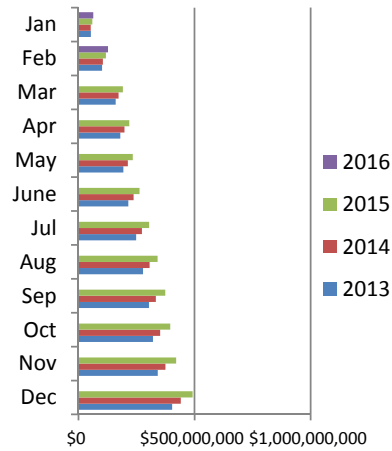
New Items of Note:

- February net taxable sales are currently ahead of 2015 by 7.89%.
- For February 2016, Restaurant/Bar, Weedtail, and Construction fared better than the aggregate of all sectors
- Distribution of disposable bags experienced a 12.6% increase, as compared to February 2015.

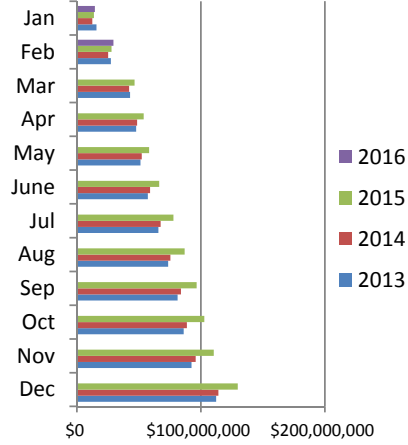
Continuing Items of Note:

- For the Construction sector in January 2015, a large one-time return was filed in relation to a single project. This was an anomaly that would not be expected to repeat in future years, hence the decline versus prior year in January 2016.
- As previously noted, the decline in the Utility sector is largely related to the recent decrease in gas and electric prices.
- In 2014, a new category was added to the Sales by Sector pages for the Weedtail sector. The category encompasses all legal marijuana sales, regardless of medical or recreational designation. The Retail sector has been adjusted to remove the sales previously reported in this category. The jump in sales from 2013 to 2014 can be attributed to the legalization of sales of recreational marijuana.
- A section on Disposable Bag Fees was added in 2014.
- Taxes collected from the customer by the vendor are remitted to the Town on the 20th of the following month.
- Quarterly taxes are reported in the last month of the period. For example, taxes collected in the first quarter of the year (January – March), are include on the report for the period of March.
- Net Taxable Sales are continually updated as late tax returns are submitted to the Town of Breckenridge. Therefore, you may notice slight changes in prior months, in addition to the reporting for the current month.
- "Other" sales remain high due to returns that have yet to be classified. Staff is still awaiting clarification from the vendor. Much of this category will be reclassified to other sectors as more information becomes available.

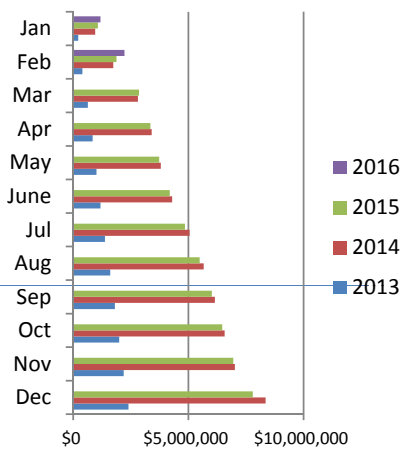
Net Taxable Sales by Sector - Town of Breckenridge Tax Base



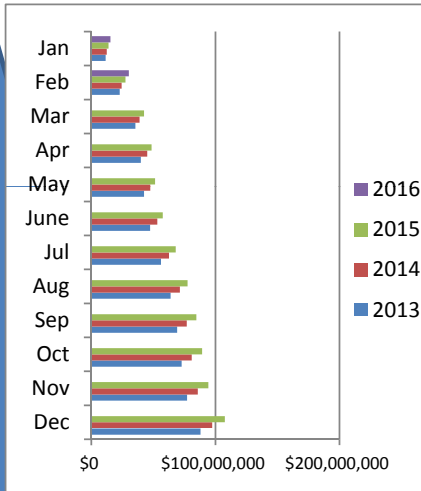
Total Net Taxable Sales						
	2013	2014	2015	3 yr avg	2016	% change from PY
Jan	\$53,186,780	\$52,692,506	\$59,737,498	\$55,205,594	\$63,821,687	6.84%
Feb	\$48,209,415	\$52,450,215	\$58,593,474	\$53,084,368	\$63,214,455	7.89%
Mar	\$58,677,792	\$67,416,208	\$72,734,726	\$66,276,242	\$0	n/a
Apr	\$19,724,449	\$25,762,705	\$27,348,816	\$24,278,657	\$0	n/a
May	\$13,073,650	\$14,156,584	\$15,623,013	\$14,284,415	\$0	n/a
June	\$21,732,971	\$24,877,726	\$28,590,806	\$25,067,167	\$0	n/a
July	\$33,581,715	\$36,050,109	\$41,558,176	\$37,063,333	\$0	n/a
Aug	\$29,884,940	\$32,623,836	\$36,384,640	\$32,964,472	\$0	n/a
Sep	\$25,312,468	\$26,925,189	\$33,193,116	\$28,476,924	\$0	n/a
Oct	\$17,135,618	\$18,979,574	\$21,443,861	\$19,186,351	\$0	n/a
Nov	\$20,657,502	\$22,755,822	\$25,232,914	\$22,882,079	\$0	n/a
Dec	\$61,936,034	\$65,728,475	\$71,180,110	\$66,281,539	\$0	n/a
Total	\$403,113,332	\$440,418,948	\$491,621,149	\$445,051,143	\$127,036,142	



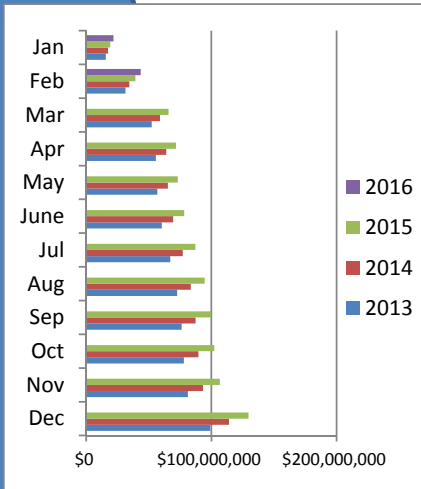
Retail						
	2013	2014	2015	3 yr avg	2016	% change from PY
Jan	\$15,686,384	\$12,343,740	\$13,703,922	\$13,911,349	\$14,482,226	5.68%
Feb	\$11,732,612	\$12,777,141	\$14,121,523	\$12,877,092	\$14,935,994	5.77%
Mar	\$15,461,918	\$16,945,585	\$18,628,734	\$17,012,079	\$0	n/a
Apr	\$4,938,169	\$6,505,326	\$7,386,399	\$6,276,632	\$0	n/a
May	\$3,410,670	\$3,662,143	\$4,419,268	\$3,830,694	\$0	n/a
June	\$5,966,998	\$6,733,025	\$8,097,818	\$6,932,614	\$0	n/a
July	\$8,462,089	\$8,542,385	\$11,457,116	\$9,487,197	\$0	n/a
Aug	\$7,881,973	\$7,859,237	\$9,014,020	\$8,251,743	\$0	n/a
Sep	\$7,633,073	\$8,501,602	\$9,693,652	\$8,609,442	\$0	n/a
Oct	\$4,956,541	\$4,831,506	\$6,186,136	\$5,324,728	\$0	n/a
Nov	\$6,304,921	\$7,028,532	\$7,619,813	\$6,984,422	\$0	n/a
Dec	\$19,894,509	\$18,422,580	\$19,450,960	\$19,256,016	\$0	n/a
Total	\$112,329,857	\$114,152,801	\$129,779,362	\$118,754,007	\$29,418,220	



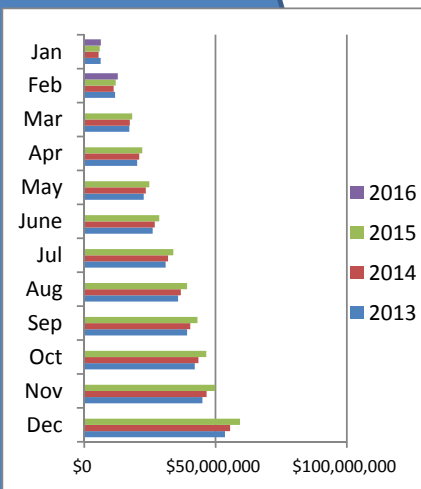
Weedtail						
	2013	2014	2015	3 yr avg	2016	% change from PY
Jan	\$213,016	\$951,609	\$1,069,983	\$744,869	\$1,181,014	10.38%
Feb	\$182,322	\$787,796	\$809,146	\$593,088	\$1,045,184	29.17%
Mar	\$236,589	\$1,068,198	\$976,179	\$760,322	\$0	n/a
Apr	\$207,583	\$597,513	\$496,701	\$433,932	\$0	n/a
May	\$165,344	\$397,864	\$376,877	\$313,361	\$0	n/a
June	\$173,564	\$493,672	\$463,026	\$376,754	\$0	n/a
July	\$198,017	\$755,747	\$659,118	\$537,627	\$0	n/a
Aug	\$226,347	\$612,329	\$638,780	\$492,485	\$0	n/a
Sep	\$203,715	\$482,512	\$524,591	\$403,606	\$0	n/a
Oct	\$189,368	\$425,385	\$453,781	\$356,178	\$0	n/a
Nov	\$192,819	\$443,172	\$476,602	\$370,864	\$0	n/a
Dec	\$205,254	\$1,336,055	\$846,691	\$796,000	\$0	n/a
Total	\$2,393,937	\$8,351,852	\$7,791,474	\$6,179,088	\$2,226,197	



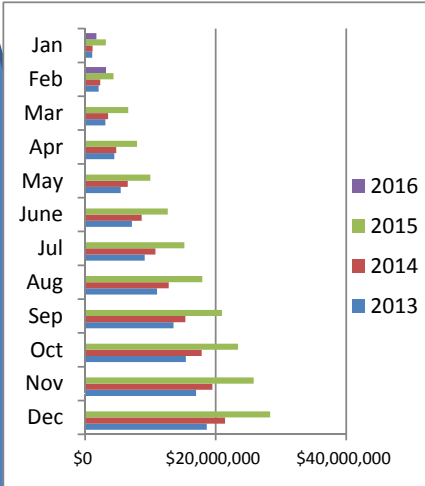
Restaurant / Bar						
	2013	2014	2015 3 yr avg	% change		
				2016 from PY		
Jan	\$11,412,977	\$12,283,855	\$13,756,348	\$12,484,393	\$15,271,212	11.01%
Feb	\$11,353,390	\$12,044,982	\$13,617,968	\$12,338,780	\$14,907,068	9.47%
Mar	\$12,684,916	\$14,453,897	\$15,031,507	\$14,056,773	\$0	n/a
Apr	\$4,317,803	\$6,149,352	\$6,022,994	\$5,496,716	\$0	n/a
May	\$2,572,718	\$2,422,248	\$2,804,283	\$2,599,749	\$0	n/a
Jun	\$5,007,081	\$5,691,668	\$6,296,506	\$5,665,085	\$0	n/a
Jul	\$8,712,884	\$9,444,340	\$10,363,673	\$9,506,966	\$0	n/a
Aug	\$7,759,018	\$8,835,830	\$9,538,828	\$8,711,225	\$0	n/a
Sep	\$5,310,950	\$5,536,488	\$7,142,424	\$5,996,621	\$0	n/a
Oct	\$3,520,805	\$3,918,910	\$4,582,986	\$4,007,567	\$0	n/a
Nov	\$4,423,462	\$4,974,064	\$5,114,804	\$4,837,444	\$0	n/a
Dec	\$10,778,967	\$11,625,271	\$13,193,946	\$11,866,061	\$0	n/a
Total	\$87,854,971	\$97,380,905	\$107,466,270	\$97,567,382	\$30,178,280	



Short-Term Lodging						
	2013	2014	2015 3 yr avg	% change		
				2016 from PY		
Jan	\$15,572,976	\$17,356,383	\$19,129,188	\$17,352,849	\$21,785,686	13.89%
Feb	\$15,749,666	\$16,978,984	\$20,104,702	\$17,611,117	\$21,679,050	7.83%
Mar	\$20,954,826	\$24,623,146	\$26,538,132	\$24,038,702	\$0	n/a
Apr	\$3,274,384	\$4,916,556	\$5,936,633	\$4,709,191	\$0	n/a
May	\$1,235,762	\$1,277,122	\$1,375,672	\$1,296,186	\$0	n/a
Jun	\$3,498,800	\$4,295,912	\$5,199,290	\$4,331,334	\$0	n/a
Jul	\$6,820,356	\$7,583,015	\$8,897,427	\$7,766,933	\$0	n/a
Aug	\$5,458,530	\$6,483,237	\$7,354,551	\$6,432,106	\$0	n/a
Sep	\$3,666,193	\$3,786,190	\$5,112,233	\$4,188,205	\$0	n/a
Oct	\$1,760,060	\$2,309,777	\$2,671,517	\$2,247,118	\$0	n/a
Nov	\$3,223,864	\$3,754,111	\$4,420,673	\$3,799,549	\$0	n/a
Dec	\$17,821,291	\$20,611,218	\$22,907,217	\$20,446,576	\$0	n/a
Total	\$99,036,710	\$113,975,652	\$129,647,236	\$114,219,866	\$43,464,737	



Grocery / Liquor						
	2013	2014	2015 3 yr avg	% change		
				2016 from PY		
Jan	\$6,202,934	\$5,396,818	\$5,825,759	\$5,808,504	\$6,250,584	7.29%
Feb	\$5,467,845	\$5,757,724	\$6,069,614	\$5,765,061	\$6,449,794	6.26%
Mar	\$5,450,296	\$6,142,314	\$6,296,838	\$5,963,149	\$0	n/a
Apr	\$2,961,839	\$3,595,471	\$3,836,903	\$3,464,738	\$0	n/a
May	\$2,527,522	\$2,494,938	\$2,724,433	\$2,582,298	\$0	n/a
Jun	\$3,378,079	\$3,390,186	\$3,735,382	\$3,501,216	\$0	n/a
Jul	\$4,954,538	\$5,095,846	\$5,388,915	\$5,146,433	\$0	n/a
Aug	\$4,740,776	\$4,876,297	\$5,231,601	\$4,949,558	\$0	n/a
Sep	\$3,465,647	\$3,605,574	\$3,997,242	\$3,689,488	\$0	n/a
Oct	\$2,930,066	\$3,098,289	\$3,344,571	\$3,124,309	\$0	n/a
Nov	\$2,869,439	\$3,093,789	\$3,375,304	\$3,112,844	\$0	n/a
Dec	\$8,615,250	\$8,996,820	\$9,500,929	\$9,037,666	\$0	n/a
Total	\$53,564,231	\$55,544,066	\$59,327,490	\$56,145,263	\$12,700,379	

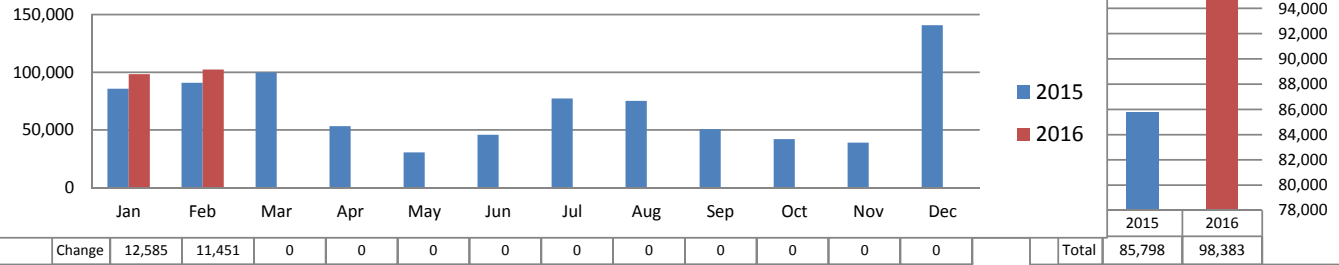


Construction						
	2013	2014	2015 3 yr avg		% change	
					2016	from PY
Jan	\$1,096,667	\$1,138,573	\$3,174,067	\$1,803,102	\$1,723,041	-45.72%
Feb	\$977,818	\$1,182,623	\$1,179,476	\$1,113,306	\$1,465,642	24.26%
Mar	\$1,034,123	\$1,186,455	\$2,244,354	\$1,488,311	\$0	n/a
Apr	\$1,357,164	\$1,270,206	\$1,361,314	\$1,329,562	\$0	n/a
May	\$993,329	\$1,757,354	\$2,029,336	\$1,593,339	\$0	n/a
Jun	\$1,710,207	\$2,123,154	\$2,676,391	\$2,169,917	\$0	n/a
Jul	\$1,969,562	\$2,106,267	\$2,531,413	\$2,202,414	\$0	n/a
Aug	\$1,880,871	\$2,041,386	\$2,766,322	\$2,229,526	\$0	n/a
Sep	\$2,511,437	\$2,540,056	\$2,999,004	\$2,683,499	\$0	n/a
Oct	\$1,888,749	\$2,512,538	\$2,466,852	\$2,289,380	\$0	n/a
Nov	\$1,573,652	\$1,644,221	\$2,388,504	\$1,868,792	\$0	n/a
Dec	\$1,649,732	\$1,936,113	\$2,533,593	\$2,039,813	\$0	n/a
Total	\$18,643,312	\$21,438,946	\$28,350,626	\$22,810,961	\$3,188,684	

Disposable Bag Fees

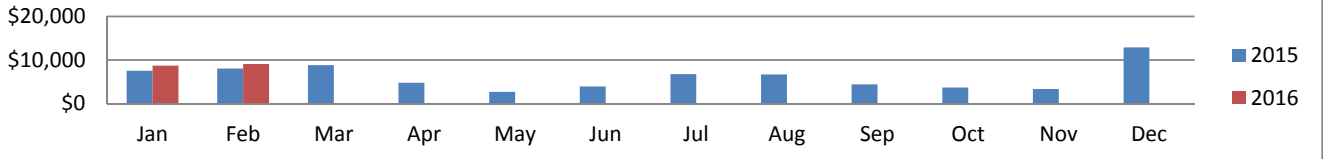
The Town adopted an ordinance April 9, 2013 (effective October 15, 2013) to discourage the use of disposable bags, achieving a goal of the SustainableBreck Plan. The \$.10 fee applies to most plastic and paper bags given out at retail and grocery stores in Breckenridge. The program is intended to encourage the use of reusable bags and discourage the use of disposable bags, thereby furthering the Town's sustainability efforts. Revenues from the fee are used to provide public information about the program and promote the use of reusable bags.

of Disposable Bags Reported by Month



Bag Fees Remitted by Month

Net of Retained Percentage*



*Retailers are permitted to retain 50% of the fee (up to a maximum of \$1000/month through October 31, 2014; changing to a maximum of \$100/month beginning November 1, 2014) in order to offset expenses incurred related to the program. The retained percent may be used by the retail store to provide educational information to customers; provide required signage; train staff; alter infrastructure; fee administration; develop/display informational signage; encourage the use of reusable bags or promote recycling of disposable bags; and improve infrastructure to increase disposable bag recycling.

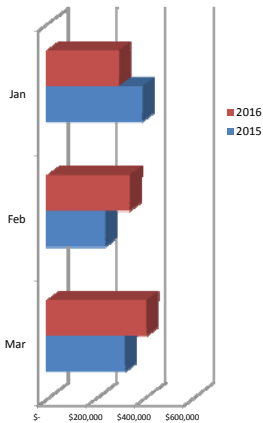
Real Estate Transfer Tax

New Items of Note:

- Revenue for the month of March was ahead of prior year by 27.42% and surpassed the monthly budget by \$69,885.
- Year to date, revenue is ahead of prior year by 9.59%, and has surpassed budget by \$192,116.
- Single Family Home sales account for the majority of the sales (29.91%), with Timeshare sales holding second position of highest sales (27.03%) subject to the tax. Condominium sales fell to third place in sales level year-to-date.
- 2016 YTD churn is down 13% from prior year.

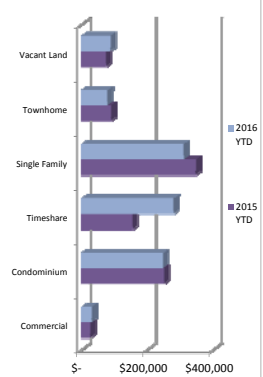
Continuing Items of Note:

- 2016 Real Estate Transfer Tax budget is based upon the monthly distribution for 2014.



Total RETT						
	2014	2015	2016	% change	2016 Budget	+/- Budget
Jan	\$242,770	\$390,189	\$293,839	-24.69%	\$223,532	\$70,307
Feb	\$311,353	\$239,023	\$338,604	41.66%	\$286,680	\$51,924
Mar	\$367,107	\$320,123	\$407,901	27.42%	\$338,016	\$69,885
Apr	\$343,886	\$352,876	\$116,725	-66.92%	\$316,635	-\$199,910
May	\$461,783	\$465,365	\$0	n/a	\$425,189	n/a
Jun	\$246,452	\$395,675	\$0	n/a	\$226,922	n/a
Jul	\$409,671	\$341,504	\$0	n/a	\$377,207	n/a
Aug	\$436,174	\$479,287	\$0	n/a	\$401,610	n/a
Sep	\$463,305	\$622,189	\$0	n/a	\$426,591	n/a
Oct	\$495,973	\$1,018,439	\$0	n/a	\$456,670	n/a
Nov	\$387,739	\$376,431	\$0	n/a	\$357,013	n/a
Dec	\$438,700	\$467,631	\$0	n/a	\$403,936	n/a
Total	\$4,604,914	\$5,468,732	\$1,157,069		\$4,240,001	

*April #'s are as of 04/13/2016



by Category					
Description	2015 YTD	2016 YTD	\$ change	% change	% of Total
Commercial	\$ 26,800	\$ 31,080	4,280	15.97%	2.99%
Condominium	252,285	248,851	(3,434)	-1.36%	23.92%
Timeshare	156,778	281,216	124,437	79.37%	27.03%
Single Family	347,706	311,169	(36,536)	-10.51%	29.91%
Townhome	90,882	79,920	(10,962)	-12.06%	7.68%
Vacant Land	74,884	88,109	13,225	17.66%	8.47%
Total	\$ 949,334	\$ 1,040,344	91,010	9.59%	100.00%

* YTD as of March 31

