

**Transient Occupancy Tax**

Collection through May 2022

**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                        | 1,911,690 | 1,899,279 | 661,158   | 676,433 | 965,183   | 295,144   | 717,028   | 2,553,572 | 2,639,695 | 1,758,757 | 902,961 | 1,529,442 | 16,510,344 |
| YTD collection as % of Full Year | 11.6%     | 11.5%     | 4.0%      | 4.1%    | 5.8%      | 1.8%      | 4.3%      | 16.0%     | 10.7%     | 6.0%      | 5.5%    | 9.3%      |            |
| 2021-2022                        | 2,545,344 | 1,885,522 | 830,401   | 867,594 | 1,373,610 | 4,005,956 | 4,364,765 | 3,831,274 | 2,996,102 | 1,641,881 | 840,451 | 1,466,289 | 26,649,190 |
| YTD collection as % of Full Year | 9.6%      | 7.1%      | 3.1%      | 3.3%    | 5.2%      | 15.0%     | 16.4%     | 14.4%     | 11.2%     | 6.2%      | 3.2%    | 5.5%      |            |

**% change from prior year**      33.1%      -0.7%      25.6%      28.3%      42.3%      1257.3%      508.7%      50.0%      13.5%      -6.6%      -6.9%      -4.1%      61.4%

|  |           |           |         |         |         |           |           |           |           |           |         |           |            |
|--|-----------|-----------|---------|---------|---------|-----------|-----------|-----------|-----------|-----------|---------|-----------|------------|
| Average monthly collection prior 3 yrs       | 1,858,745 | 1,717,497 | 910,411 | 686,634 | 728,714 | 1,931,206 | 2,301,748 | 2,647,965 | 2,030,276 | 1,176,778 | 563,253 | 1,011,991 | 17,565,218 |
| Average Monthly collection as % of Full Year | 10.6%     | 9.8%      | 5.2%    | 3.9%    | 4.1%    | 11.0%     | 13.1%     | 15.1%     | 11.6%     | 6.7%      | 3.2%    | 5.8%      | 100.0%     |
| Average YTD collection as % of Full Year     | 10.6%     | 20.4%     | 25.5%   | 29.5%   | 33.6%   | 44.6%     | 57.7%     | 72.8%     | 84.3%     | 91.0%     | 94.2%   | 100.0%    |            |

**2. TOT Budget and Estimates (FY 2021-2022)**

|  |        |                   |                               |                        |
|--|--------|-------------------|-------------------------------|------------------------|
| <b>FY 21-22 BUDGETED full-year revenue</b> | Rate   | <b>14,500,000</b> | <b>Estimated Reserves (*)</b> | <b>Actual Reserves</b> |
| less Tourism                               | 18.08% | 2,621,000         | \$ 2,196,200                  | \$ 2,196,200           |
| less Housing                               | 6.54%  | 948,077           | \$ 794,370                    | \$ 794,370             |
| less Transit                               | 6.54%  | 948,077           | \$ 794,370                    | \$ 794,370             |
| <b>Net to Town's General Fund</b>          |        | <b>9,982,846</b>  |                               |                        |

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

| FY 21-22 BUDGETED monthly revenue | Quarter Total: 3,333,000 |              |            |            | Quarter Total: 2,825,000 |              |              |              | Quarter Total: 5,835,000 |              |            |            | Quarter Total: 2,507,000 |  | 14,500,000 |
|-----------------------------------|--------------------------|--------------|------------|------------|--------------------------|--------------|--------------|--------------|--------------------------|--------------|------------|------------|--------------------------|--|------------|
|                                   | Jul                      | Aug          | Sep        | Oct        | Nov                      | Dec          | Jan          | Feb          | Mar                      | Apr          | May        | Jun        | Full-Yr Total            |  |            |
|                                   | \$ 1,353,000             | \$ 1,191,000 | \$ 789,000 | \$ 469,000 | \$ 446,000               | \$ 1,910,000 | \$ 2,129,000 | \$ 1,902,000 | \$ 1,804,000             | \$ 1,187,000 | \$ 531,000 | \$ 789,000 | 14,500,000               |  |            |

| FY 21-22 ACTUAL collection | Jul       | Aug       | Sep     | Oct     | Nov       | Dec       | Jan       | Feb       | Mar       | Apr       | May     | Jun       | YTD        |
|----------------------------|-----------|-----------|---------|---------|-----------|-----------|-----------|-----------|-----------|-----------|---------|-----------|------------|
|                            | 2,545,344 | 1,885,522 | 830,401 | 867,594 | 1,373,610 | 4,005,956 | 4,364,765 | 3,831,274 | 2,996,102 | 1,641,881 | 840,451 | 1,466,289 | 26,649,190 |

**FY 21-22 Differences: Budget vs Actuals YTD**

|                                    | Jul       | Aug     | Sep    | Oct     | Nov     | Dec       | Jan       | Feb       | Mar       | Apr     | May     | Jun     | YTD        |
|------------------------------------|-----------|---------|--------|---------|---------|-----------|-----------|-----------|-----------|---------|---------|---------|------------|
|                                    | 1,192,344 | 694,522 | 41,401 | 398,594 | 927,610 | 2,095,956 | 2,235,765 | 1,929,274 | 1,192,102 | 454,881 | 309,451 | 677,289 | 12,149,190 |
| <b>Percent over/(under) budget</b> | 88%       | 58%     | 5%     | 85%     | 208%    | 110%      | 105%      | 101%      | 66%       | 38%     | 58%     | 86%     | 84%        |

Cumulative difference to date: **12,149,190**      **84%**

Cumulative actual to last year actual difference to date: **10,138,846**      **61%**