

Transient Occupancy Tax
Collection through May 2025

| 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% | 15.5% | 16.0% | 10.7% | 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 | 1,643,021 | 843,556 | 1,481,383 | 26,668,528 |
| YTD collection as % of Full Year | 9.5% | 7.1% | 3.1% | 3.3% | 5.2% | 15.0% | 16.4% | 14.4% | 11.2% | 6.2% | 3.2% | 5.6% | |
| 2022-2023 | 2,237,227 | 1,762,533 | 1,235,431 | 901,599 | 1,359,639 | 4,437,213 | 4,894,122 | 4,119,721 | 3,237,433 | 2,778,354 | 1,292,309 | 1,265,161 | 29,520,742 |
| YTD collection as % of Full Year | 7.6% | 6.0% | 4.2% | 3.1% | 4.6% | 15.0% | 16.6% | 14.0% | 11.0% | 9.4% | 4.4% | 4.3% | |
| 2023-2024 | 2,187,703 | 1,930,667 | 1,444,953 | 1,059,538 | 1,017,293 | 3,221,049 | 4,089,949 | 4,342,251 | 3,774,158 | 2,171,658 | 926,667 | 1,257,382 | 27,423,267 |
| YTD collection as % of Full Year | 8.0% | 7.0% | 5.3% | 3.9% | 3.7% | 11.7% | 14.9% | 15.8% | 13.8% | 7.9% | 3.4% | 4.6% | |
| 2024-2025 | 2,274,839 | 1,936,280 | 1,290,607 | 1,014,496 | 919,486 | 3,762,160 | 4,739,284 | 4,230,789 | 3,825,895 | 2,028,179 | 834,413 | - | 26,856,428 |
| YTD collection as % of Full Year | 8.5% | 7.2% | 4.8% | 3.8% | 3.4% | 14.0% | 17.6% | 15.8% | 14.2% | 7.6% | 3.1% | 0.0% | |

| | | | | | | | | | | | | | |
|--------------------------|------|------|--------|-------|-------|-------|-------|-------|------|-------|--------|------|-------|
| % change from prior year | 4.0% | 0.3% | -10.7% | -4.3% | -9.6% | 16.8% | 15.9% | -2.6% | 1.4% | -6.6% | -10.0% | 0.0% | -2.1% |
|--------------------------|------|------|--------|-------|-------|-------|-------|-------|------|-------|--------|------|-------|

| | | | | | | | | | | | | | |
|--|-----------|-----------|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|
| Average monthly collection prior 3 yrs | 2,323,425 | 1,859,574 | 1,170,262 | 942,910 | 1,250,181 | 3,888,073 | 4,449,612 | 4,097,749 | 3,335,898 | 2,197,678 | 1,020,844 | 1,334,642 | 27,870,846 |
| Average Monthly collection as % of Full Year | 8.3% | 6.7% | 4.2% | 3.4% | 4.5% | 14.0% | 16.0% | 14.7% | 12.0% | 7.9% | 3.7% | 4.8% | 100.0% |
| Average YTD collection as % of Full Year | 8.3% | 15.0% | 19.2% | 22.6% | 27.1% | 41.0% | 57.0% | 71.7% | 83.7% | 91.5% | 95.2% | 100.0% | |

2. TOT Budget and Estimates (FY 2024-2025)

| | | | | |
|-------------------------------------|--------|------------|--|-----------------|
| FY 24-25 BUDGETED full-year revenue | Rate | 18,500,000 | Estimated Reserves (*) | Actual Reserves |
| less Tourism | 18.08% | 3,344,000 | \$ 1,670,714 | \$ 1,510,585 |
| less Housing | 6.54% | 1,209,615 | \$ 604,301 | \$ 546,382 |
| less Transit | 6.54% | 1,209,615 | \$ 604,301 | \$ 546,382 |
| Net to Town's General Fund | | 12,736,769 | * Based on performance to budget YTD, final reserve account balances will be determined by actual performance to budget at completion of Fiscal Year | |

| | Quarter Total: 3,553,386 | | | Quarter Total: 4,036,554 | | | Quarter Total: 7,887,866 | | | Quarter Total: 3,022,194 | | | 18,500,000 |
|-----------------------------------|--------------------------|--------------|------------|--------------------------|------------|--------------|--------------------------|--------------|--------------|--------------------------|------------|------------|---------------|
| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Full-Yr Total |
| FY 24-25 Budgeted Monthly Revenue | \$ 1,542,242 | \$ 1,234,348 | \$ 776,796 | \$ 625,885 | \$ 829,845 | \$ 2,580,824 | \$ 2,953,562 | \$ 2,720,003 | \$ 2,214,301 | \$ 1,458,774 | \$ 677,600 | \$ 885,820 | 18,500,000 |

| | | | | | | | | | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|---------|-----------|-----------|-----------|-----------|-----------|---------|-----|------------|
| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | YTD |
| FY 24-25 Actual Collection | 2,274,839 | 1,936,280 | 1,290,607 | 1,014,496 | 919,486 | 3,762,160 | 4,739,284 | 4,230,789 | 3,825,895 | 2,028,179 | 834,413 | - | 26,856,428 |

| | | | | | | | | | | | | | |
|---|---------|---------|---------|---------|--------|-----------|-----------|-----------|-----------|---------|---------|-----|-----------|
| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | YTD |
| FY 24-25 Differences: Budget vs Actuals YTD | 732,597 | 701,932 | 513,811 | 388,611 | 89,641 | 1,181,336 | 1,785,722 | 1,510,786 | 1,611,594 | 569,405 | 156,813 | - | 9,242,248 |
| Percent Over/(Under) Budget | 48% | 57% | 66% | 62% | 11% | 46% | 60% | 56% | 73% | 39% | 23% | | 50% |

| | | |
|--------------------------------|-----------|-----|
| Cumulative difference to date: | 9,242,248 | 52% |
|--------------------------------|-----------|-----|

| | | |
|---|---------|----|
| Cumulative actual to last year actual difference to date: | 782,797 | 3% |
|---|---------|----|