

### Monthly Sales Tax Comparison

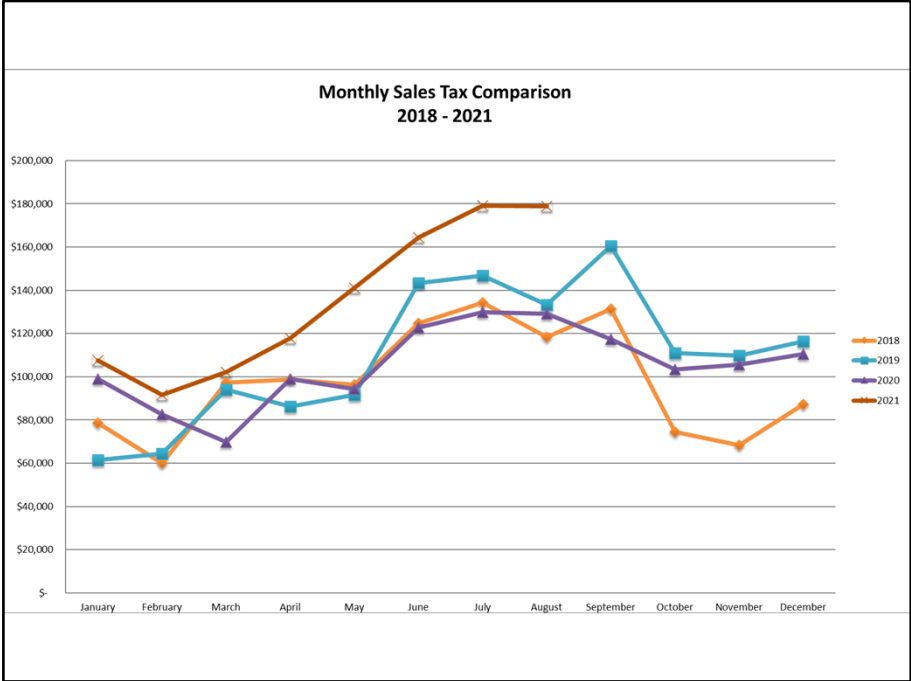
Sales Month	Month Paid to Town	2018	2019	2020	2021
January	March	\$ 78,669	\$ 61,482	\$ 99,049	\$ 107,443
February	April	\$ 59,998	\$ 64,355	\$ 82,669	\$ 91,583
March	May	\$ 97,144	\$ 94,095	\$ 69,914	\$ 102,238
April	June	\$ 98,662	\$ 86,307	\$ 98,921	\$ 117,911
May	July	\$ 96,198	\$ 91,584	\$ 94,217	\$ 141,141
June	August	\$ 124,805	\$ 143,286	\$ 122,786	\$ 164,490
July	September	\$ 134,157	\$ 146,652	\$ 129,765	\$ 179,054
August	October	\$ 118,385	\$ 133,288	\$ 129,117	\$ 178,828
September	November	\$ 131,263	\$ 160,464	\$ 117,283	
October	December	\$ 74,550	\$ 110,947	\$ 103,382	
November	January	\$ 68,431	\$ 109,861	\$ 105,551	
December	February	\$ 87,324	\$ 116,443	\$ 110,374	
<b>TOTAL</b>		<b>\$1,169,587</b>	<b>\$ 1,318,764</b>	<b>\$ 1,263,027</b>	<b>\$ 1,082,689</b>

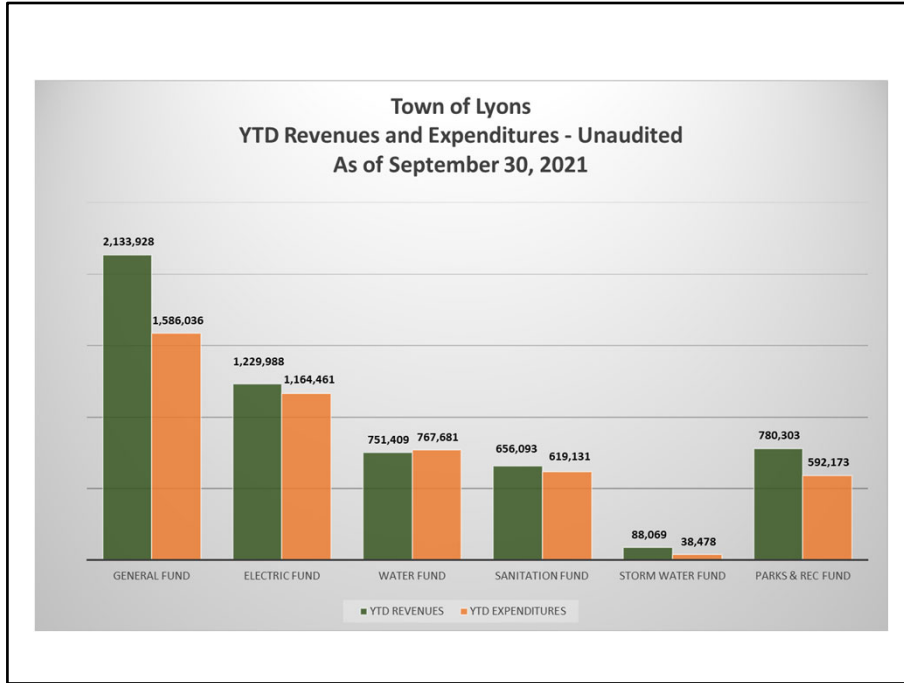
Preliminary estimate

While the data reported in this presentation is through September of 2021, the sales tax information presented here is through October 2021. Sales tax is received from the State of Colorado around the 10<sup>th</sup> of each month. Retail marijuana tax not remitted to the State is due on the 20<sup>th</sup> of each month. Therefore, the preliminary estimate provided for October includes an estimate for retail marijuana based on prior year receipts. This number will be updated as actual revenue is received and booked into the Town's financial system.

Sales tax revenue remains strong. Year-to-date receipts are up approximately 31% (\$256,250) from the same time last year and are approximately 32% (\$260,100) higher than budget estimates through October.

Approximately 62.5% of the sales tax revenue received for October can be attributed to local businesses.



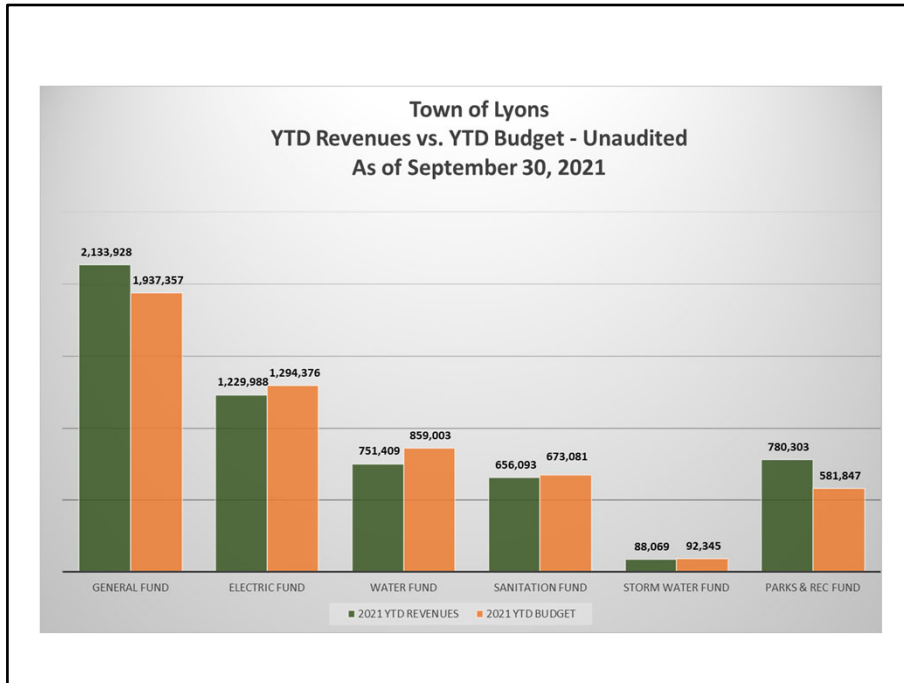


**Year-to-Date Revenues and Expenditures**

Year-to-date expenditures through September exceed revenues in the Water Fund. Debt service payments were also made during this time period.

Year-to-date revenues exceed expenditures in the following funds:

- General Fund
- Electric Fund
- Sanitation Fund
- Storm Water Fund
- Parks & Rec Fund



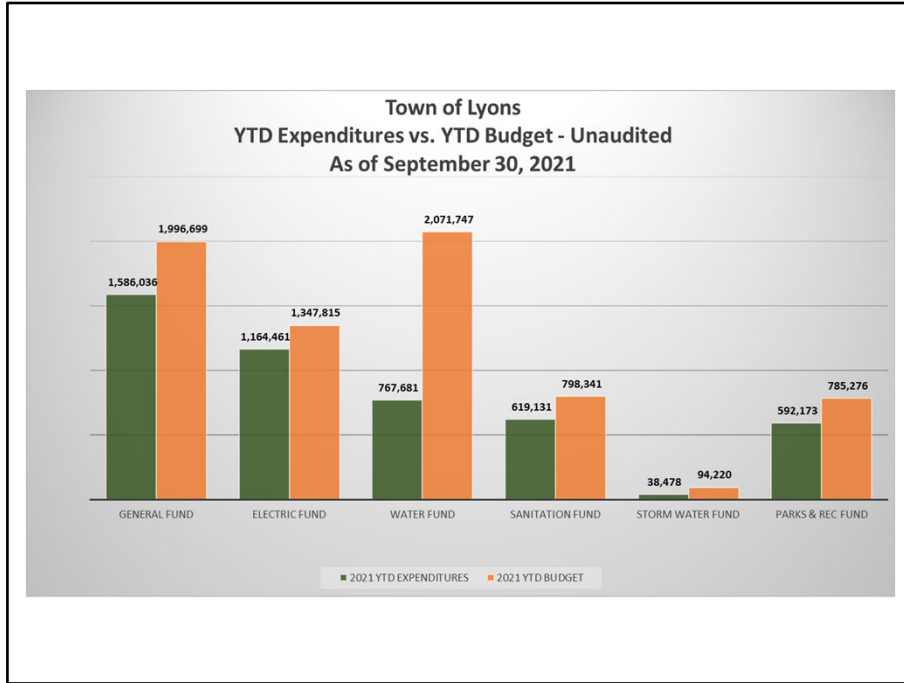
**Revenue Budget to Actual**

The revenue received through September exceeded the year-to-date budget projections in the following funds:

- General Fund - primarily due to sales tax revenue
- Parks & Recreation Fund - attributed to sales tax, camping, and parking revenues

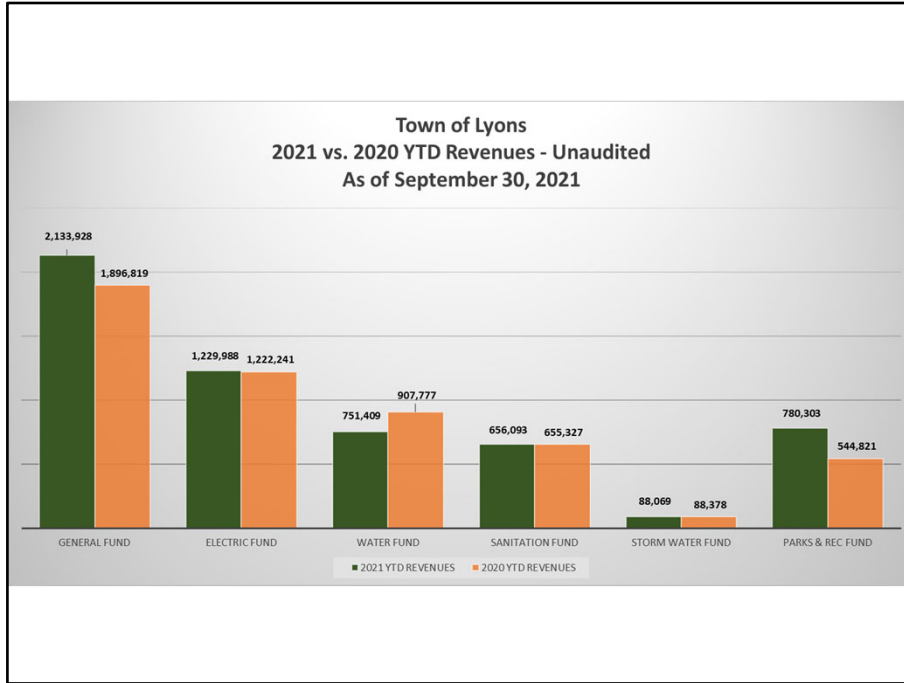
The revenue received through September is less than the year-to-date budget projections in the following funds:

- Electric Fund – can be attributed to timing of investment fees
- Water Fund – can be attributed to timing of tap fees and metered water sales
- Sanitation Fund – can be attributed to timing of tap fees
- Storm Water Fund



**Expenditures Budget to Actual**

Through September, expenditures were lower than year-to date budgeted estimates in all funds.



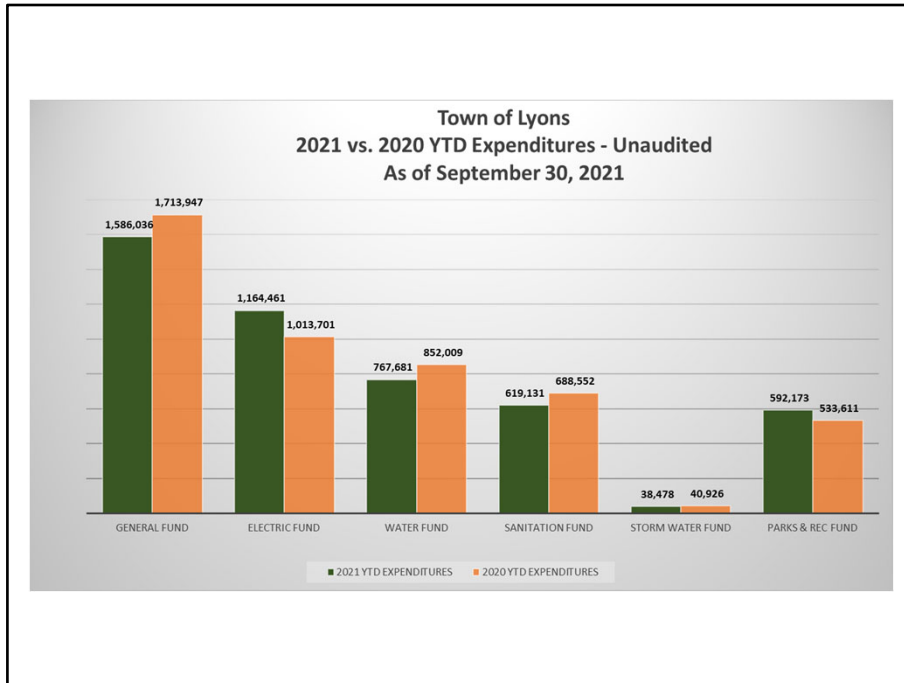
**2021 Revenues Compared to 2020**

Through September, the 2021 revenue is higher than the 2020 revenue in the following funds:

- General Fund – primarily due to sales tax revenue
- Electric Fund
- Sanitation Fund
- Parks & Recreation Fund - attributed to sales tax, camping, and parking revenues

The 2021 revenue is less than the 2020 revenue in the following funds:

- Water Fund – attributed to 2020 one-time revenues such as tap fees and payment in lieu of water shares
- Stormwater Fund



### **2021 Expenses Compared to 2020**

Through September, the 2021 expenses are lower than the 2020 expenses in the following funds:

- General Fund
- Water Fund
- Sanitation Fund
- Stormwater Fund

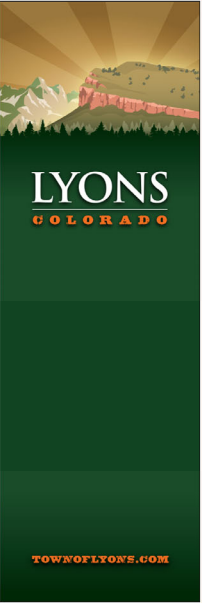
The 2021 expenses are more than the 2020 expenses in the following funds:

- Electric Fund – attributed to the meter replacement project
- Parks & Recreation Fund – attributed to slow return from COVID quarantines



**Attorney's Fees Paid through September**

Kissinger & Feldman: \$159,805



The image shows a slide with a white background and a black border. On the right side, there is a vertical banner with a green background. The banner features a landscape illustration of a mountain range under a sun with rays. Below the illustration, the word 'LYONS' is written in large white letters, and 'COLORADO' is written in smaller orange letters below it. At the bottom of the banner, the website 'TOWNOFLYONS.COM' is written in small orange letters.

Year-to-date attorney fees paid through September of 2021. This information was previously requested by the Board of Trustees.

# Questions?

Contact Information: Cassey Eyestone  
ceystone@townoflyons.com

