

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% | 96.2% | 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 | 1,754,159 | 1,568,654 | 1,023,930 | - | - | - | - | - | - | - | - | - | 4,346,743 |
| YTD collection as % of Full Year | 40.4% | 76.4% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | |
| % change from prior year | 2.2% | 2.2% | 1.9% | 20.6% | -9.3% | 3.9% | 12.0% | 10.6% | 7.0% | 92.6% | 27.8% | -7.8% | 15.0% |
| Average monthly collection prior 3 yrs | 1,221,727 | 1,239,964 | 643,483 | 385,035 | 411,271 | 1,905,950 | 1,771,902 | 1,621,797 | 1,372,794 | 650,936 | 426,815 | 816,913 | 12,468,587 |
| Average Monthly collection as % of Full Year | 9.8% | 9.9% | 5.2% | 3.1% | 3.3% | 15.3% | 14.2% | 13.0% | 11.0% | 5.2% | 3.4% | 6.6% | 100.0% |
| Average YTD collection as % of Full Year | 9.8% | 19.7% | 24.9% | 28.0% | 31.3% | 46.6% | 60.8% | 73.8% | 84.8% | 90.0% | 93.4% | 100.0% | |

2. TOT Budget and Estimates (FY 2017-18)

| | |
|--|-------------------|
| FY 17-18 BUDGETED full-year revenue | 12,500,000 |
| less Tourism | (2,188,284) |
| less Workforce Housing | (554,507) |
| less Transit | (812,860) |
| Net to Town's General Fund | 8,944,348 |

| FY 17-18 BUDGETED monthly revenue | Quarter Total: 2,876,105 | | | Quarter Total: 2,544,250 | | | Quarter Total: 5,060,840 | | | Quarter Total: 2,018,805 | | | 12,500,000 |
|-----------------------------------|--------------------------|-----------|---------|--------------------------|---------|-----------|--------------------------|-----------|-----------|--------------------------|---------|---------|---------------|
| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Full-Yr Total |
| | 1,150,430 | 1,062,010 | 663,665 | 385,500 | 417,195 | 1,741,555 | 1,857,950 | 1,747,900 | 1,454,990 | 904,500 | 443,705 | 670,600 | 12,500,000 |

| FY 1718 ACTUAL collection | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | YTD |
|---------------------------|-----------|-----------|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----------|
| | 1,754,159 | 1,568,654 | 1,023,930 | - | - | - | - | - | - | - | - | - | 4,346,743 |

FY 17-18 Differences: Budget vs Actuals YTD

| | Jul | Aug | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | YTD |
|-----------------------------|---------|---------|---------|-----------|-----------|-------------|-------------|-------------|-------------|-----------|-----------|-----------|-------------|
| | 603,729 | 506,644 | 360,265 | (385,500) | (417,195) | (1,741,555) | (1,857,950) | (1,747,900) | (1,454,990) | (904,500) | (443,705) | (670,600) | (8,153,257) |
| Percent over/(under) budget | 52% | 48% | 54% | -100% | -100% | -100% | -100% | -100% | -100% | -100% | -100% | -100% | -65% |

Cumulative difference to date: **1,470,638**

Cumulative actual to last year actual difference to date: **89,843**