

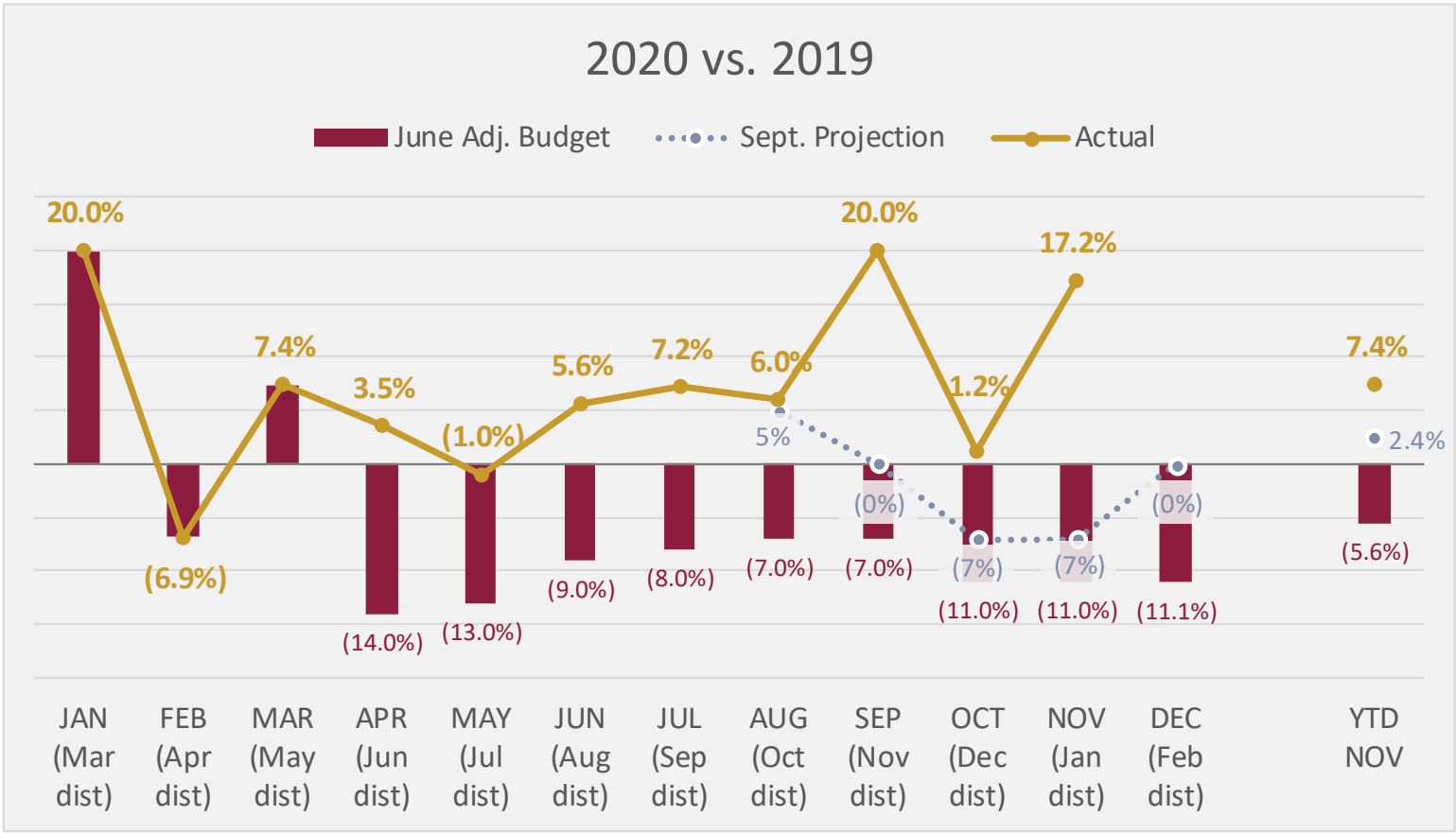
Sales Tax Revenue Results

From Jan 21, 2021 Monthly Distribution

Presented February 9, 2021

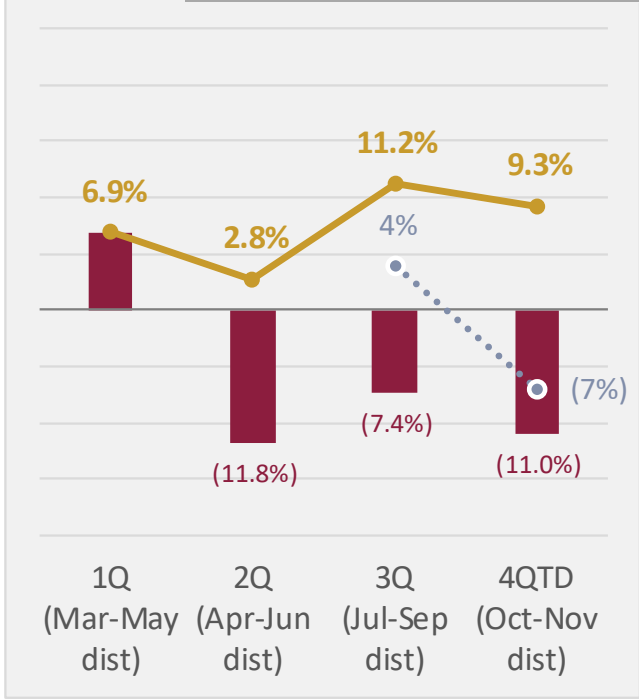
County Option Sales Tax

(0.25% tax — to General Fund)



in thousands \$

	Nov	YTD
Actual	6,528	65,025
vs. Sept. Projection	1,346	3,039
vs. Budget	1,571	7,864
vs. PY	956	4,493



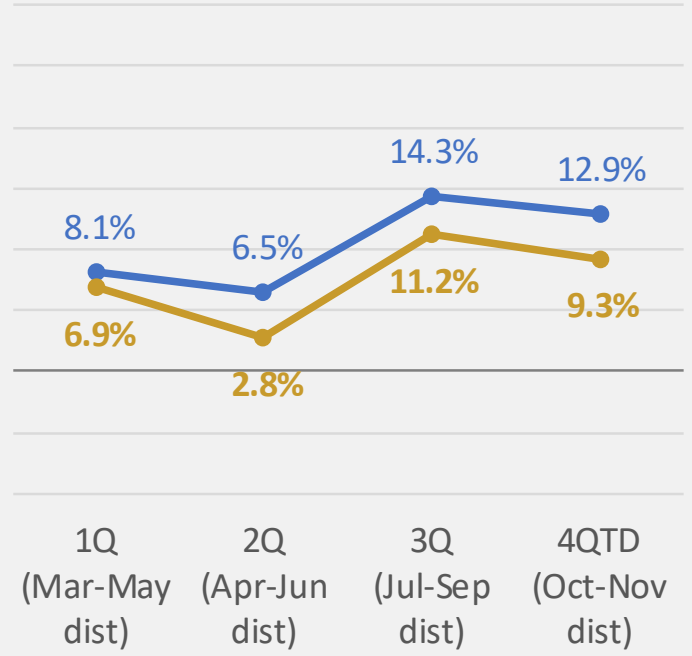
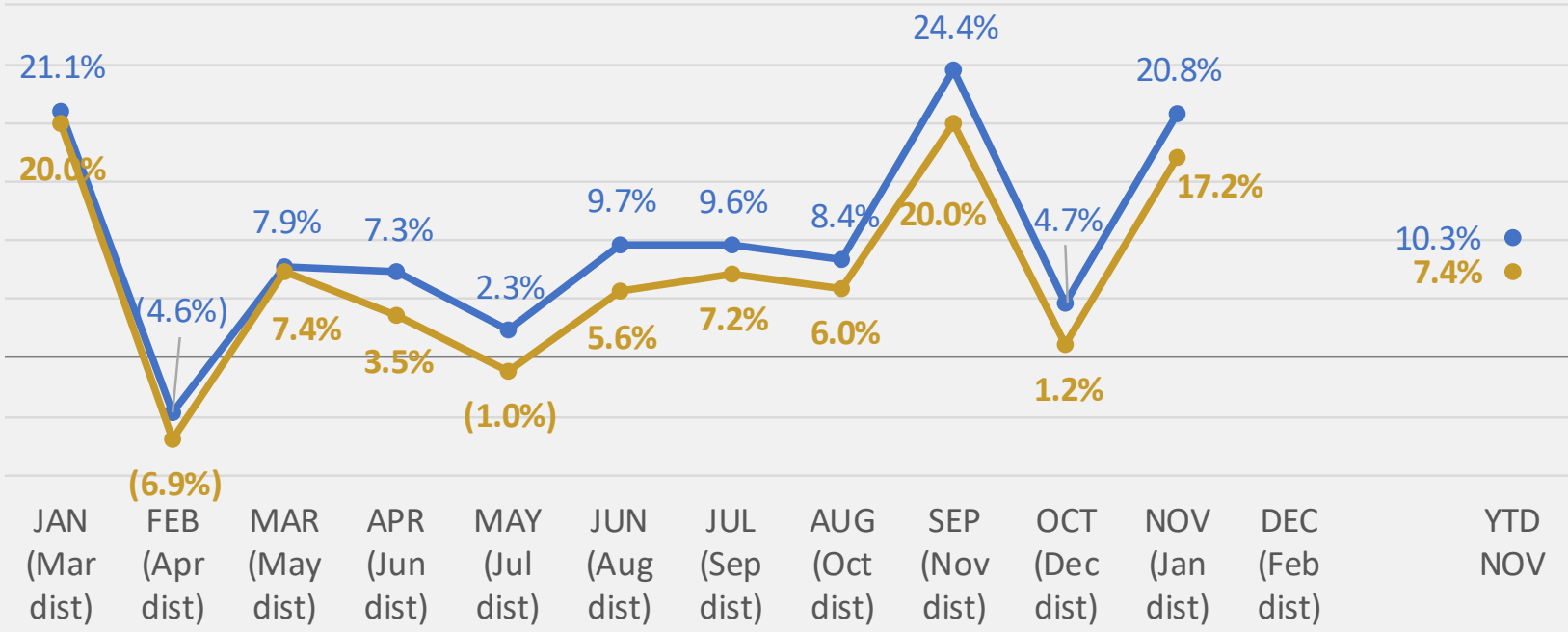


County Option Sales Tax

(0.25% tax — SLCo vs. All Counties Statewide)

County Option Sales Tax
2020 vs. 2019

Statewide Actual SLCo Actual



Salt Lake County Taxable Sales

Top 25 Economic Sectors (NAICS) and Filing Period

In millions \$

Economic Sector	2019 YTD Nov	2020 YTD Nov	YTD Nov \$ Var
Utilities	866	892	26
Construction	475	571	95
Manufacturing	1,160	1,327	167
Wholesale Trade-Durable Goods	2,314	2,372	57
Wholesale Trade-Nondurable Goods	366	356	(11)
Retail-Miscellaneous Retail Trade	863	896	32
Retail-Motor Vehicle & Parts Dealers	3,100	3,248	148
Retail-Furniture & Home Furnishings Stores	526	532	5
Retail-Electronics & Appliance Stores	635	608	(27)
Retail-Build. Material, Garden Equip. & Supplies Dealers	1,474	1,763	289
Retail-Food & Beverage Stores	1,874	2,107	233
Retail-Health & Personal Care Stores	260	251	(9)
Retail-Gasoline Stations	399	425	26
Retail-Clothing & Clothing Accessories Stores	814	646	(168)
Retail-Sporting Goods, Hobby, Music, & Book Stores	419	481	62
Retail-General Merchandise Stores	2,365	2,586	221
Nonstore Retailers	1,044	1,825	780
Information	1,042	1,024	(18)
Real Estate, Rental, & Leasing	867	765	(102)
Professional, Scientific, & Technical Services	628	664	36
Educational Services	49	30	(19)
Arts, Entertainment, And Recreation	297	166	(130)
Accommodation	627	338	(289)
Food Services & Drinking Places	2,303	1,885	(418)
Other Services-Execpt Public Administration	654	637	(17)
Total (Including smaller hidden sectors)	26,079	27,048	969

2020 vs. 2019											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	YTD Nov
4.6%	6.4%	1.0%	(2.5%)	(2.0%)	9.6%	4.3%	3.6%	4.6%	4.9%	(3.5%)	3.0%
44.5%	20.5%	39.4%	36.3%	15.0%	9.8%	18.2%	16.3%	18.3%	11.4%	8.2%	20.0%
10.8%	24.7%	15.1%	20.4%	9.7%	6.9%	7.1%	17.0%	15.8%	22.8%	15.1%	14.4%
6.3%	6.2%	6.1%	1.2%	(8.3%)	11.0%	0.2%	(1.3%)	(3.3%)	4.8%	6.0%	2.5%
5.2%	9.7%	(1.5%)	(11.9%)	(10.0%)	(7.8%)	(2.3%)	(4.5%)	(2.7%)	(4.1%)	2.3%	(2.9%)
7.5%	10.8%	2.8%	(6.7%)	2.7%	(2.4%)	6.5%	2.4%	4.0%	12.4%	6.0%	3.7%
6.1%	12.5%	(24.1%)	(5.4%)	20.4%	20.5%	8.5%	3.8%	7.5%	5.6%	(0.7%)	4.8%
3.7%	11.5%	(17.2%)	(36.0%)	(16.6%)	14.6%	8.0%	5.6%	9.7%	14.5%	9.5%	1.0%
(5.8%)	21.5%	11.4%	(6.8%)	0.4%	(14.4%)	1.3%	(22.0%)	(8.7%)	(7.5%)	(7.7%)	(4.3%)
4.7%	17.8%	13.3%	23.8%	22.4%	16.0%	16.5%	20.2%	26.4%	25.2%	24.9%	19.6%
5.1%	8.8%	35.5%	13.4%	17.3%	9.5%	17.5%	3.0%	12.7%	9.0%	3.7%	12.4%
12.7%	22.8%	(8.0%)	(31.3%)	(12.7%)	(3.9%)	4.3%	(22.6%)	1.6%	4.4%	2.9%	(3.5%)
20.1%	16.6%	10.1%	7.7%	8.7%	4.7%	2.5%	(1.0%)	6.6%	5.6%	(3.4%)	6.5%
4.1%	4.4%	(43.2%)	(71.1%)	(38.4%)	(17.7%)	(27.8%)	(4.2%)	(8.6%)	(9.1%)	(8.9%)	(20.6%)
8.4%	5.3%	(5.0%)	(9.8%)	16.3%	22.4%	19.1%	14.4%	19.3%	32.8%	38.7%	14.8%
5.3%	6.2%	19.6%	6.6%	14.3%	7.5%	7.6%	4.4%	12.1%	9.5%	10.0%	9.3%
79.9%	89.9%	79.0%	97.4%	109.9%	92.7%	97.8%	104.1%	54.5%	36.0%	43.3%	74.8%
10.5%	1.8%	2.3%	(11.4%)	(9.0%)	2.5%	(2.1%)	3.1%	(1.1%)	(19.0%)	5.9%	(1.7%)
11.7%	8.9%	(7.2%)	(22.1%)	(19.4%)	(17.8%)	(18.8%)	(22.0%)	(14.5%)	(8.9%)	(12.6%)	(11.7%)
(21.9%)	10.0%	20.2%	2.0%	5.8%	27.7%	27.3%	(5.6%)	(2.9%)	1.6%	(4.8%)	5.7%
(2.0%)	(2.8%)	(17.2%)	(72.9%)	(64.2%)	(43.9%)	(45.2%)	(41.2%)	(39.2%)	(43.0%)	(51.8%)	(38.8%)
(11.1%)	10.1%	(56.4%)	(70.2%)	(60.6%)	(53.4%)	(42.3%)	(45.5%)	(44.0%)	(58.1%)	(52.9%)	(43.9%)
17.9%	16.8%	(45.2%)	(87.7%)	(76.3%)	(67.7%)	(60.8%)	(55.8%)	(59.5%)	(53.6%)	(57.2%)	(46.1%)
7.2%	11.3%	(24.9%)	(46.8%)	(30.3%)	(25.4%)	(19.0%)	(17.3%)	(15.5%)	(11.7%)	(19.5%)	(18.2%)
2.9%	0.4%	4.6%	(23.1%)	(17.8%)	(0.3%)	4.7%	(5.9%)	(2.1%)	(1.6%)	1.9%	(2.6%)
8.5%	13.1%	0.9%	(5.8%)	3.0%	5.2%	4.5%	2.0%	3.2%	4.3%	3.6%	3.7%

Salt Lake County Taxable Sales

Year over Year Growth by City and Filing Period

In millions \$

City	2019 YTD Nov	2020 YTD Nov	YTD Nov \$ Var
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CITIES

Alta	62	52	(10)
Bluffdale	174	193	19
Brighton	-	52	52
Cottonwood Heights	511	563	52
Draper	1,569	1,667	98
Herriman	210	322	112
Holladay	250	297	47
Midvale	784	822	38
Millcreek	756	868	112
Murray	2,042	1,988	(54)
Riverton	566	667	101
Salt Lake City	7,978	7,677	(302)
Sandy	2,214	2,310	95
South Jordan	1,483	1,658	176
South Salt Lake	1,784	1,944	160
Taylorsville	529	578	49
West Jordan	1,669	1,908	239
West Valley City	2,533	2,639	107
Subtotal	25,115	26,205	1,090

TOWNSHIPS & OTHER

Copperton Township	2	5	3
Emigration Canyon Township	8	9	1
Kearns Township	116	165	49
Magna Township	142	222	80
Salt Lake County (Unincorporated)	689	484	(205)
White City Township	7	10	4
Utah Data Center SL Co	1	0	(1)
Subtotal	966	897	(69)

TOTAL 26,081 27,101 1,021

2020 vs. 2019											
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	YTD Nov

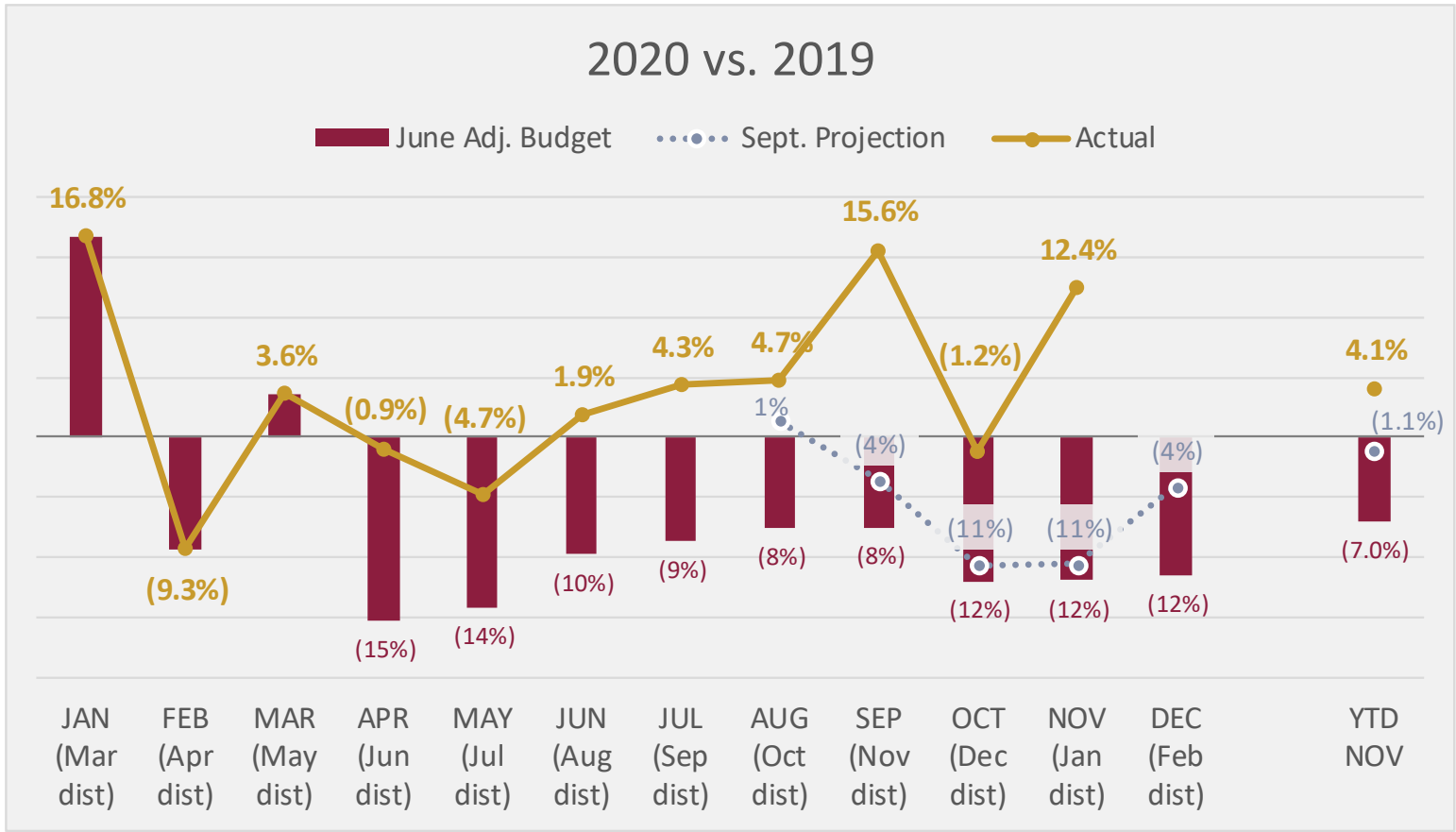
12.5%	10.4%	(50.2%)	(80.5%)	(32.1%)	(26.4%)	0.7%	(4.3%)	(36.0%)	12.1%	16.9%	(15.9%)
51.8%	112.0%	12.8%	51.8%	(12.4%)	8.9%	53.6%	(34.6%)	21.8%	(9.2%)	(23.4%)	10.9%
n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a
5.9%	10.8%	11.0%	8.0%	9.7%	9.1%	10.1%	14.7%	11.9%	10.9%	8.8%	10.1%
12.8%	15.8%	(0.8%)	(9.4%)	2.8%	17.0%	8.6%	4.9%	6.9%	6.9%	4.4%	6.3%
37.9%	41.8%	44.7%	73.1%	67.9%	64.4%	65.0%	58.5%	47.6%	40.4%	50.3%	53.3%
10.0%	24.1%	15.3%	15.0%	19.4%	11.7%	25.0%	24.5%	18.8%	23.9%	22.7%	18.7%
7.7%	10.0%	6.5%	(5.9%)	0.8%	3.6%	4.3%	2.3%	4.8%	10.9%	9.1%	4.9%
14.9%	17.7%	11.1%	2.7%	15.2%	11.9%	18.9%	16.3%	15.2%	20.8%	20.1%	14.8%
5.6%	10.1%	(12.9%)	(24.8%)	(6.6%)	3.5%	(3.4%)	(0.1%)	1.8%	5.1%	(5.9%)	(2.7%)
9.0%	16.3%	13.3%	23.0%	26.1%	19.2%	18.6%	15.3%	21.9%	16.7%	15.5%	17.8%
10.6%	13.3%	(3.4%)	(15.7%)	(8.8%)	(3.9%)	(5.8%)	(7.0%)	(7.2%)	(5.2%)	(4.5%)	(3.8%)
2.5%	8.2%	(4.0%)	(9.4%)	4.7%	7.1%	6.6%	9.3%	5.8%	7.0%	9.0%	4.3%
12.8%	10.2%	10.3%	1.5%	17.5%	15.2%	13.8%	6.9%	15.1%	12.4%	14.1%	11.8%
16.3%	16.2%	5.6%	5.2%	8.8%	8.9%	10.6%	4.9%	9.9%	8.1%	7.4%	9.0%
11.6%	12.4%	7.2%	10.4%	12.7%	7.9%	9.7%	6.6%	10.7%	7.3%	6.6%	9.2%
(7.6%)	18.4%	14.7%	11.8%	24.5%	17.0%	19.9%	14.4%	14.3%	19.4%	11.7%	14.3%
11.6%	9.6%	1.6%	2.6%	7.8%	3.4%	3.2%	2.0%	4.9%	(1.0%)	3.9%	4.2%
9.8%	14.4%	1.6%	(5.4%)	3.6%	5.8%	4.8%	2.5%	4.1%	4.5%	4.0%	4.3%

134.6%	160.2%	378.9%	130.9%	156.3%	23.6%	129.2%	193.9%	303.1%	118.1%	40.7%	126.1%
78.6%	52.2%	95.6%	70.3%	26.4%	(8.2%)	(7.5%)	(1.7%)	11.9%	10.1%	(29.2%)	15.0%
33.0%	40.7%	36.6%	56.8%	62.7%	40.9%	57.7%	40.1%	32.6%	44.0%	30.8%	42.3%
24.9%	49.8%	84.9%	50.4%	71.3%	73.5%	71.3%	57.9%	45.2%	47.5%	36.4%	56.3%
(32.7%)	(32.7%)	(36.3%)	(36.7%)	(42.8%)	(28.6%)	(19.7%)	(8.4%)	(28.5%)	(22.6%)	(29.4%)	(29.7%)
44.8%	36.7%	47.1%	88.4%	70.2%	78.5%	44.7%	58.0%	47.2%	42.3%	36.6%	52.9%
n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
(18.1%)	(15.1%)	(12.9%)	(11.4%)	(10.4%)	(2.9%)	6.7%	11.5%	(9.2%)	(1.4%)	(7.6%)	(7.1%)

8.6% 13.1% 0.9% (5.6%) 3.1% 5.5% 4.9% 2.7% 3.6% 4.3% 3.6% 3.9%

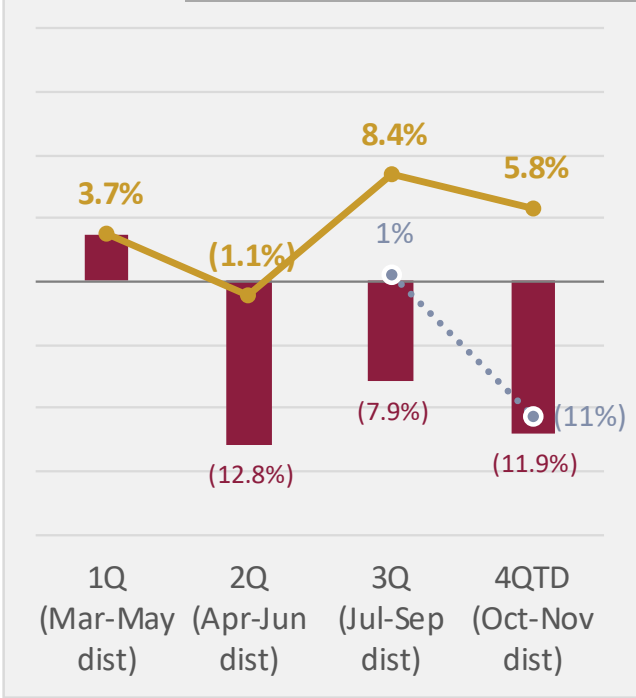
Zoo, Arts, & Parks Tax

(0.1% tax to ZAP Fund and General Fund*)



in thousands \$

	Nov	YTD
Actual	2,520	24,788
vs. Sept. Projection	516	1,244
vs. Budget	546	2,639
vs. PY	278	975

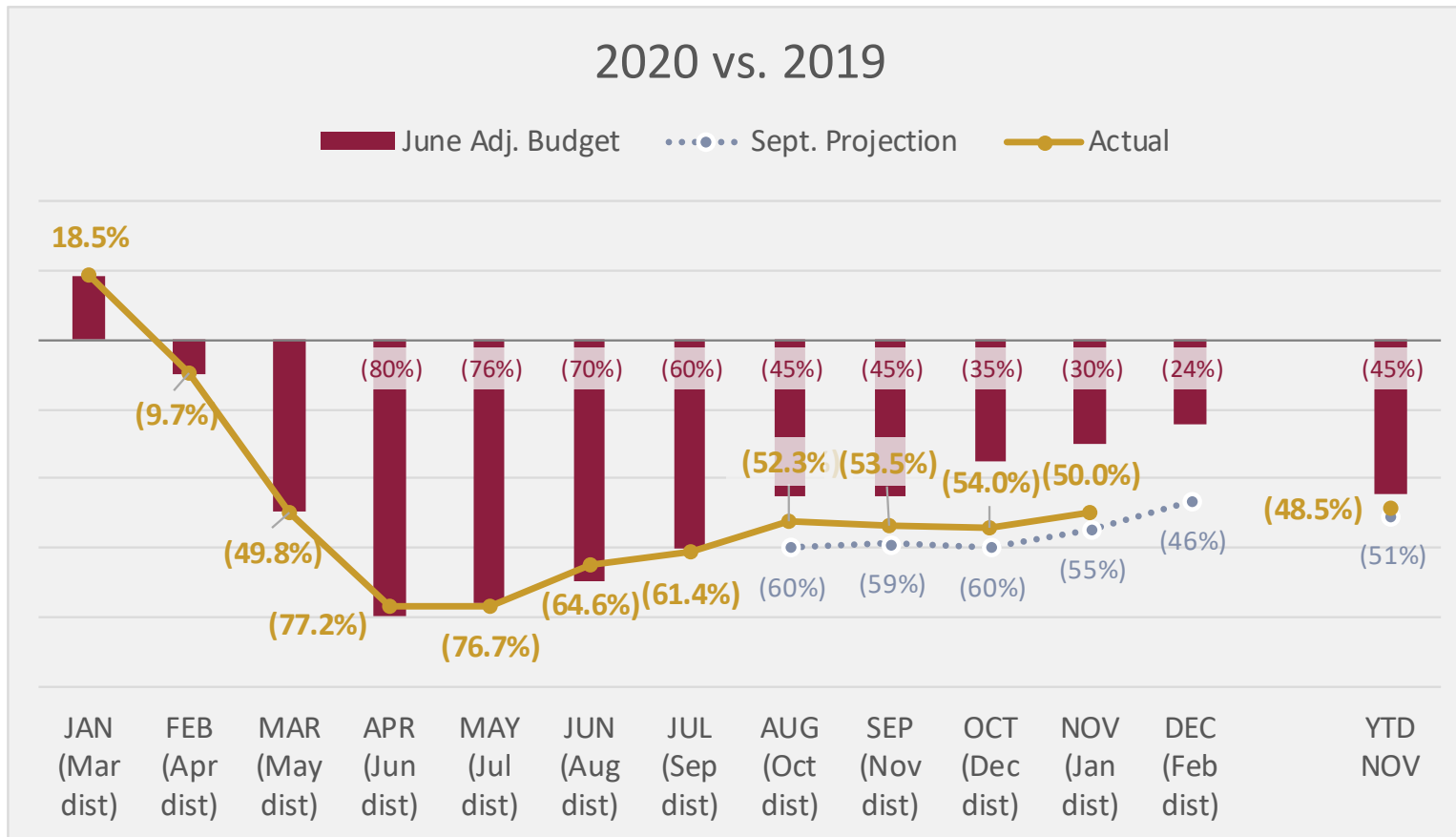


* Approximately 70.5% to ZAP fund and 29.5% to General Fund for Recreation

Sales tax data is available from the State Tax Commission on a two-month lag. The Budget shown is the 2020 June Adjusted Budget.

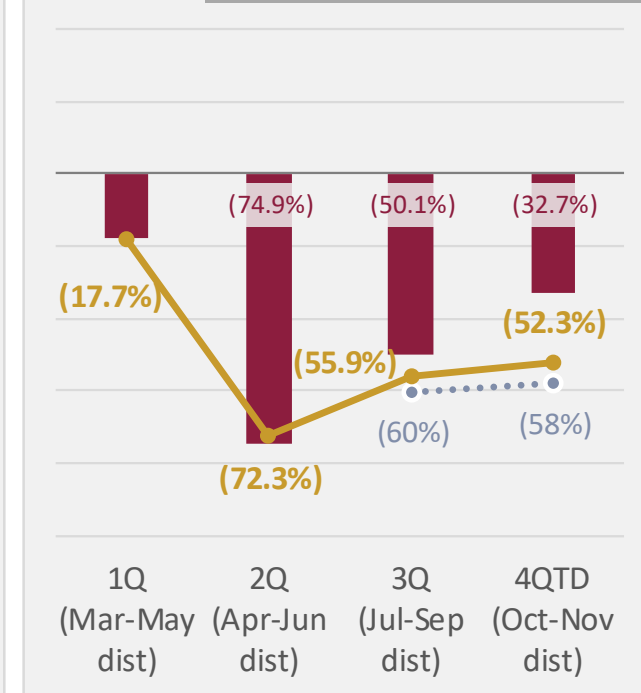
Transient Room Tax

(4.25% tax to Visitor Promotion Fund)



in thousands \$

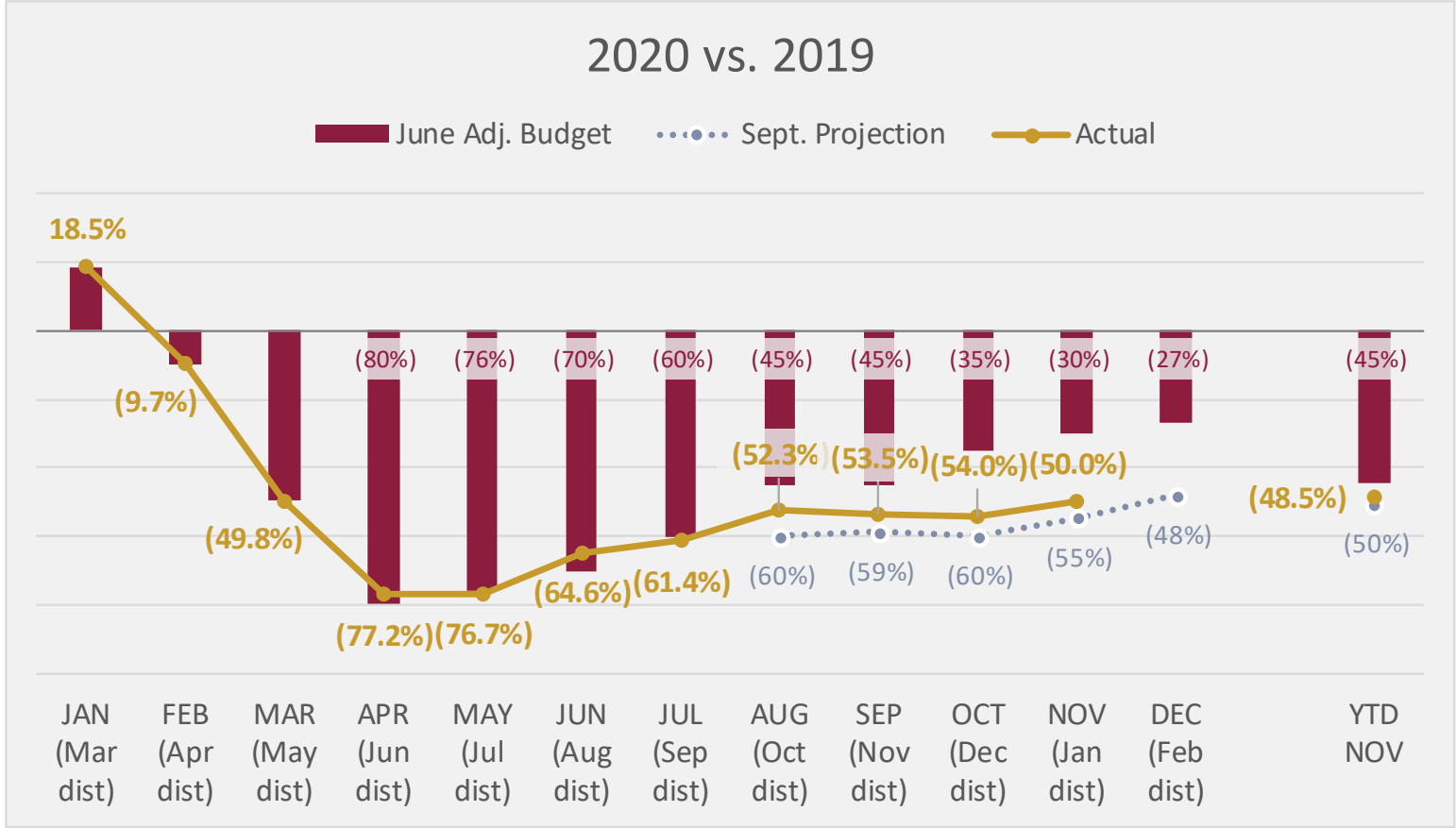
	Nov	YTD
Actual	590	10,069
vs. Sept. Projection	57	397
vs. Budget	(238)	(756)
vs. PY	(590)	(9,472)





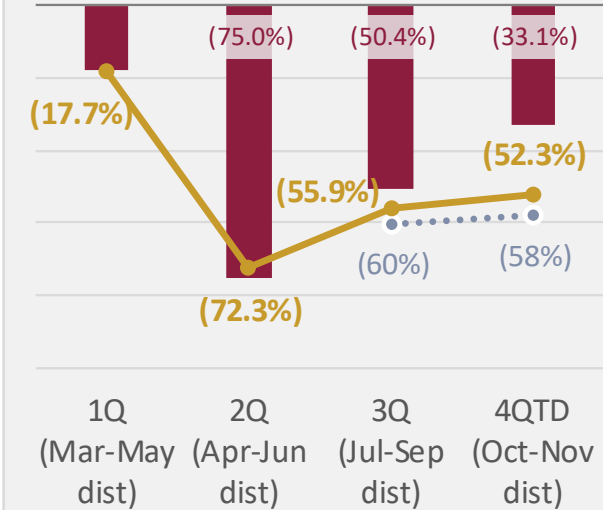
Transient Room Tax - Supplemental

(0.5% tax to TRCC: Tourism, Recreation, Cultural & Convention Fund)



in thousands \$

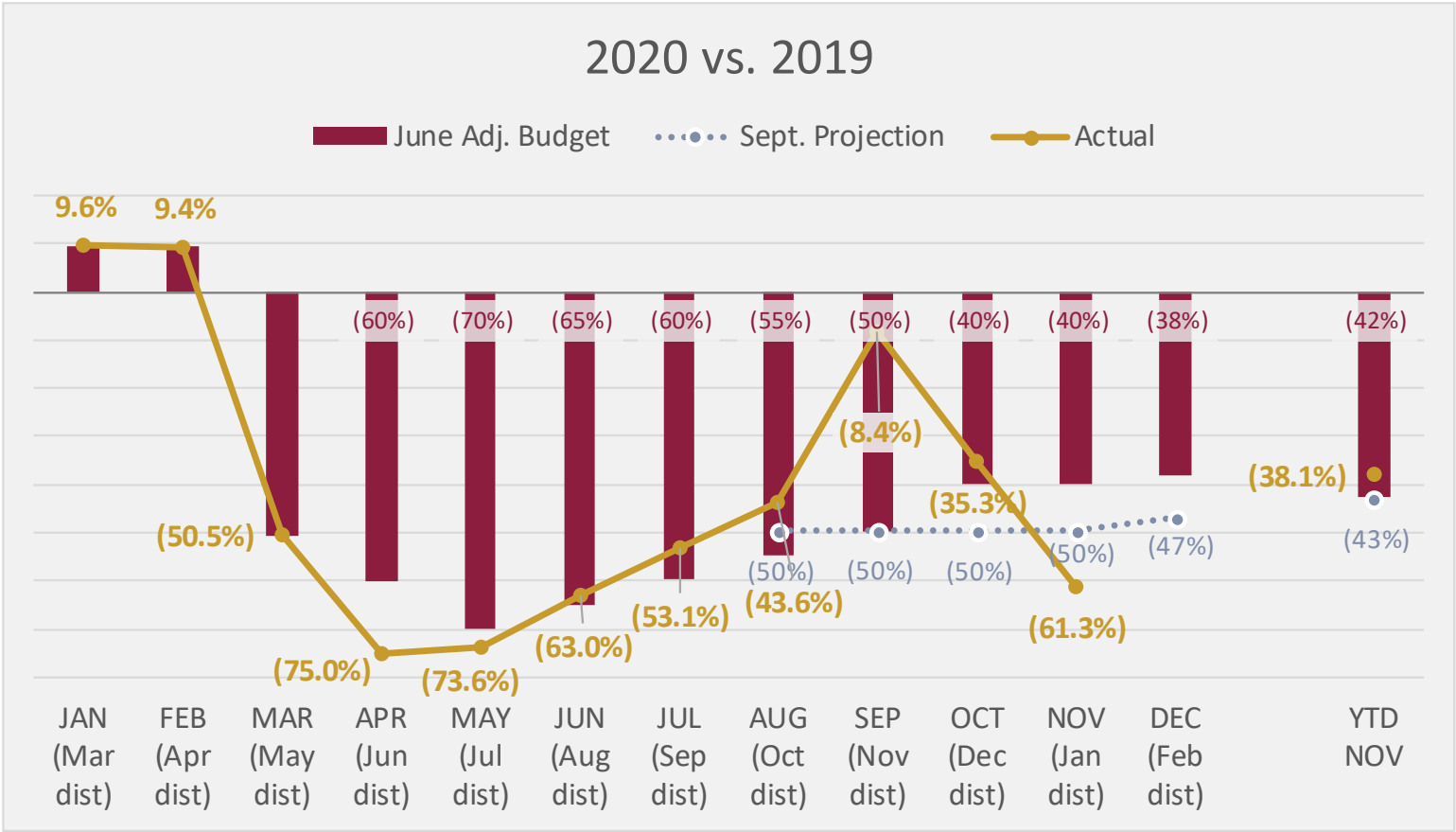
	Nov	YTD
Actual	82	1,394
vs. Sept. Projection	8	55
vs. Budget	(32)	(100)
vs. PY	(82)	(1,311)





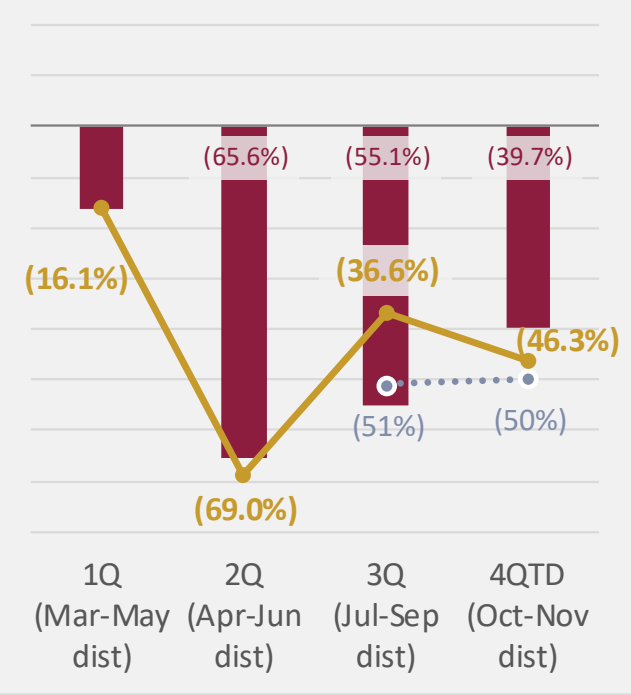
Car Rental Tax

(3% & 4% tax to TRCC Fund)



in thousands \$

	Nov	YTD
Actual	319	8,962
vs. Sept. Projection	(95)	740
vs. Budget	(178)	635
vs. PY	(505)	(5,506)

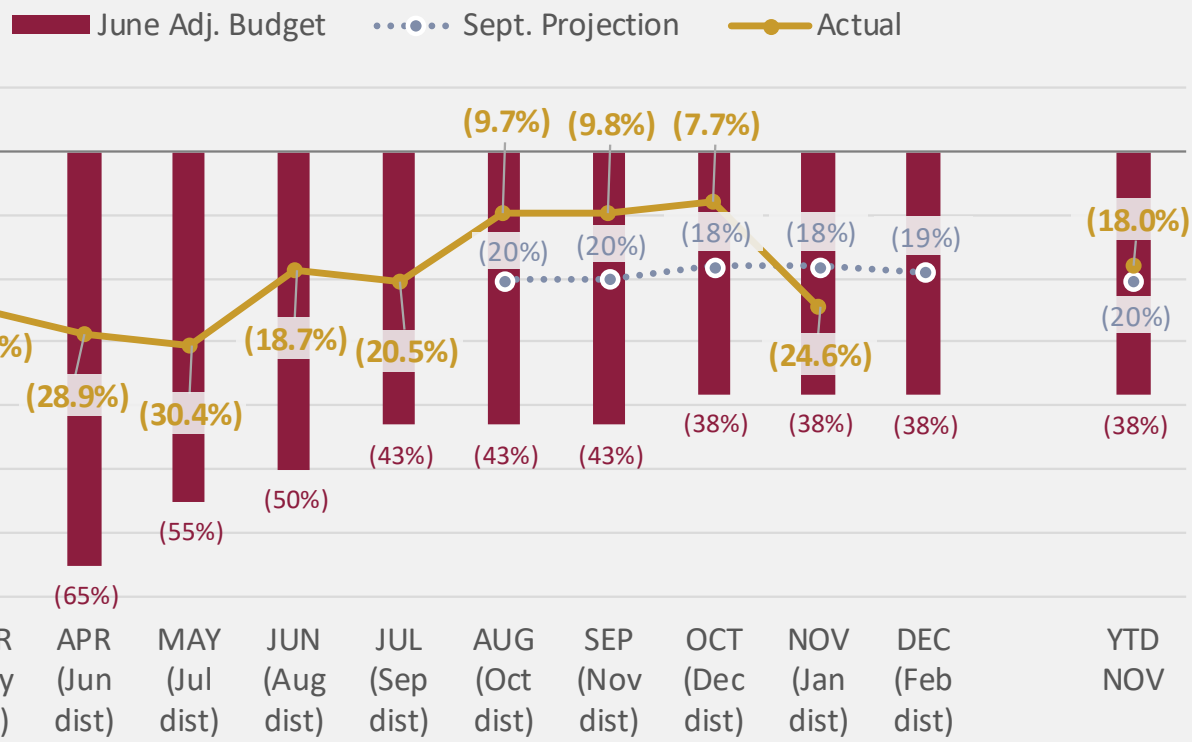




Restaurant Tax

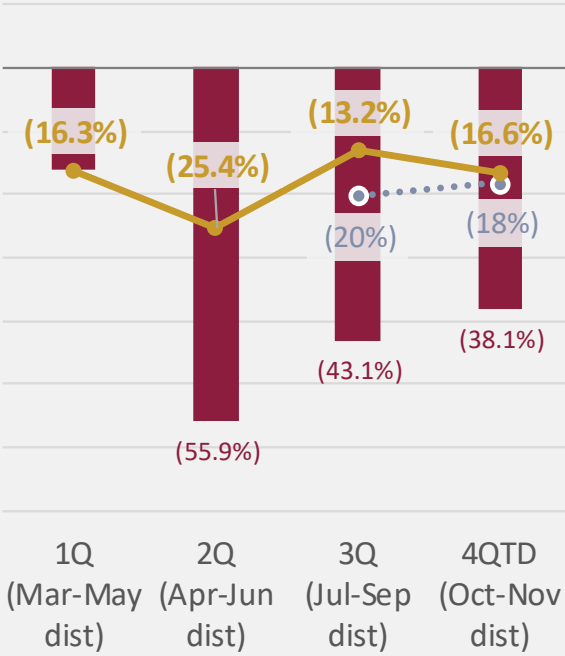
(1% tax to TRCC Fund)

2020 vs. 2019



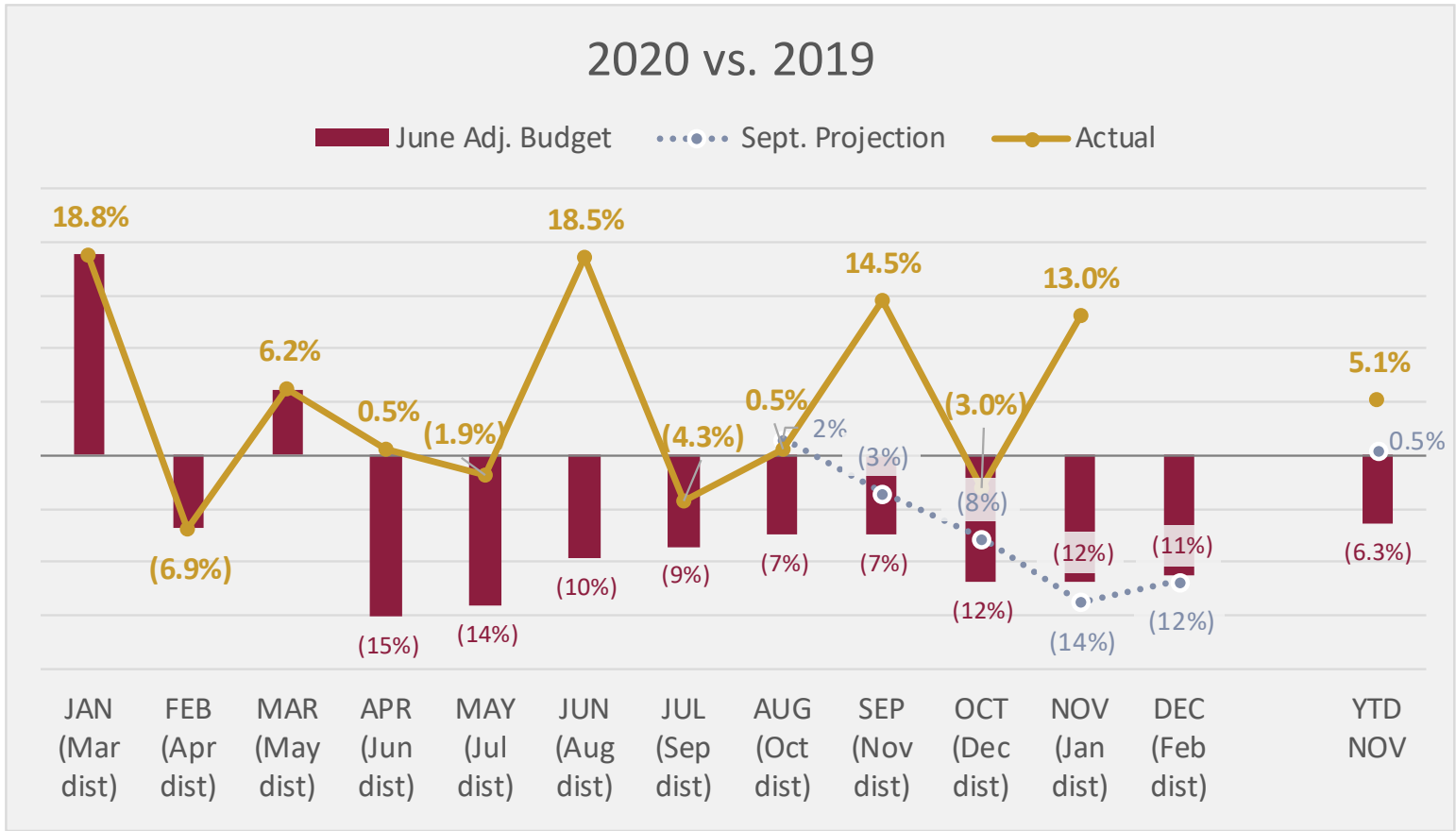
in thousands \$

	Nov	YTD
Actual	1,597	19,801
vs. Sept. Projection	(137)	535
vs. Budget	286	4,899
vs. PY	(521)	(4,342)



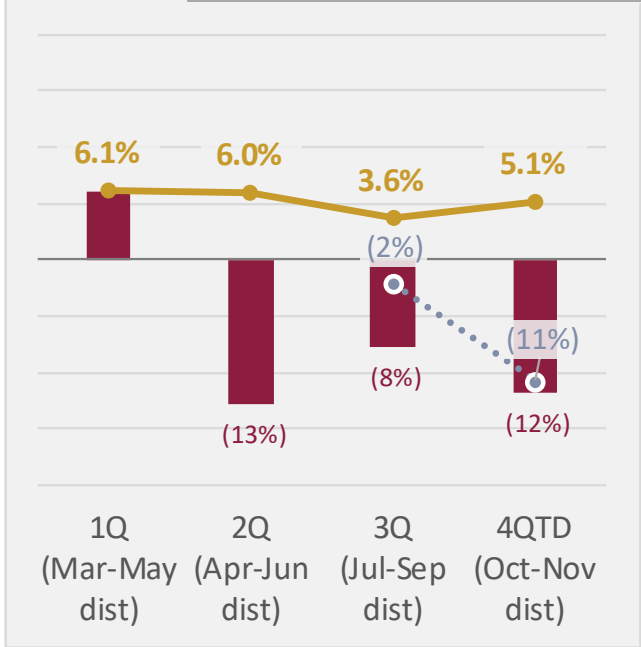
Transportation Sales Tax

(20% of 0.25% tax to Transportation Fund)



in thousands \$

	Nov	YTD
Actual	1,286	12,525
vs. Sept. Projection	305	559
vs. Budget	283	1,368
vs. PY Actual	148	(24,000)
vs. PY Norm.*	148	612

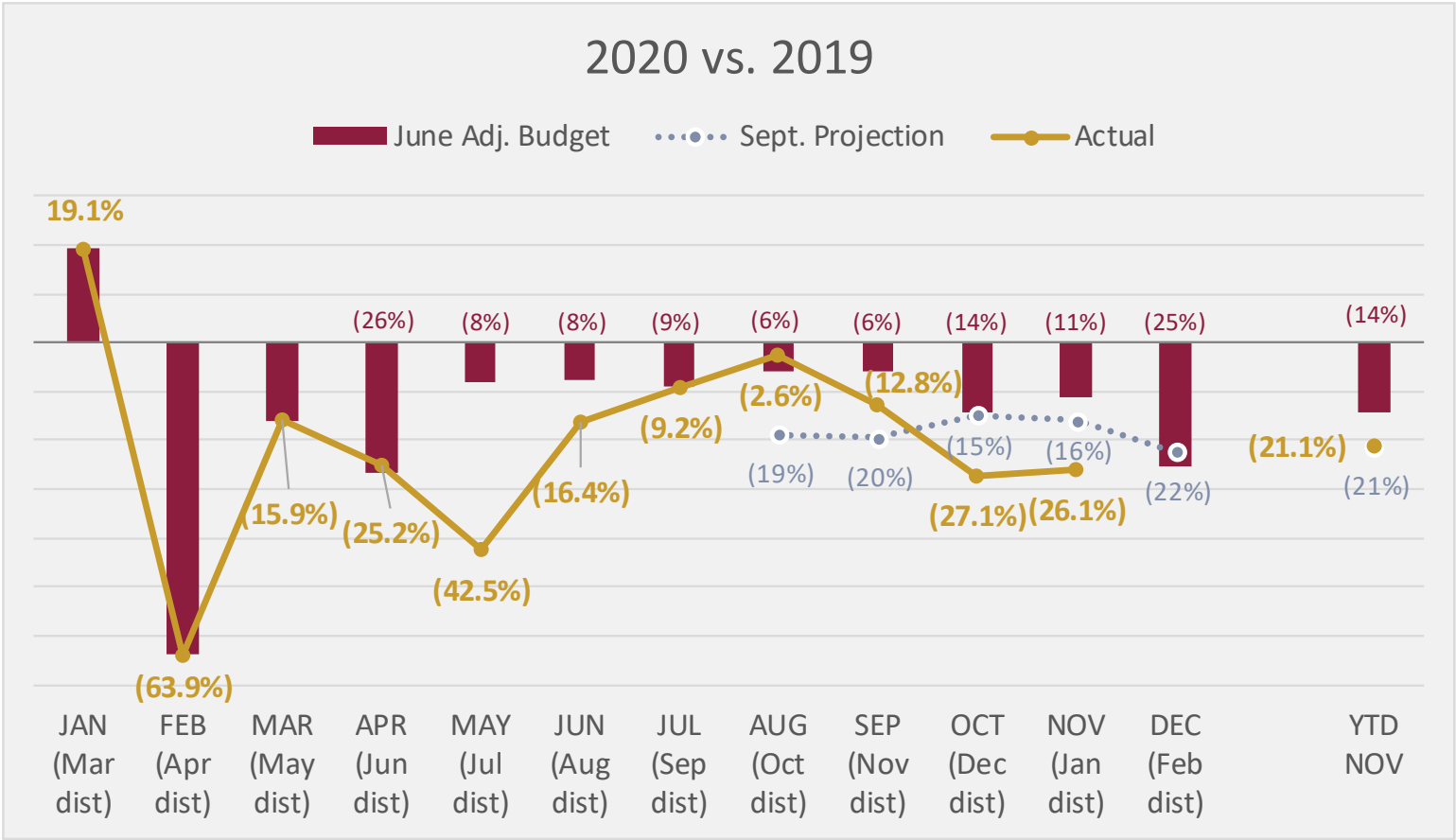


* Normalized for comparison purposes by multiplying the County's revenue by 20% prior to 3Q 2019, to match the current ongoing allocation %.



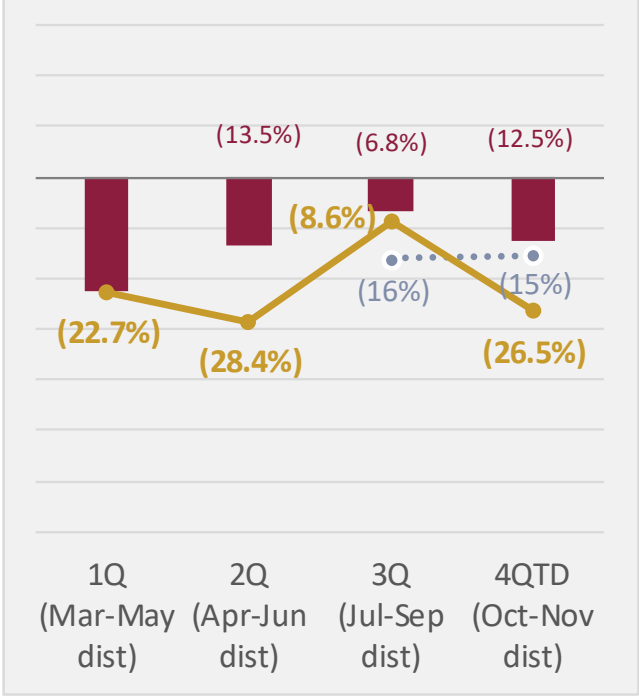
Local Option Sales Tax

(1% tax to Unincorporated Municipal Services Fund)



in thousands \$

	Nov	YTD
Actual	333	3,688
vs. Sept. Projection	(46)	3
vs. Budget	(68)	(312)
vs. PY	(118)	(986)





Revenue Summary

- Distributions have been volatile largely due to timing of filings
- Average for last two months continue to be above projection, except for Local Option
- Room, Car Rental and Restaurant sales taxes “going sideways”

YTD November Sales (Mar-Jan Distributions)

<i>thousands \$</i>	<i>Variance, Actual vs. Sept. Projection</i>	<i>Variance, Actual vs. Prior Year</i>	
General Fund	3,406	4,781	7.1%
TRCC Fund	1,329	(11,159)	(27.0%)
Visitor Promotion Fund	397	(9,472)	(48.5%)
ZAP Fund	876	687	4.1%
CO Transportation Fund*	559	612	5.1%
Unincorp. County Fund	3	(986)	(21.1%)
TOTAL*	6,571	(15,536)	(9.6%)

* Transportation tax normalized for comparison purposes by multiplying the County's revenue by 20% prior to 3Q 2019, to match the current ongoing allocation %.

APPENDIX

2020 YTD November Sales Tax Results

November Sales (Jan Distribution)

in thousands \$

Tax	Actual	Variance, Act vs. Sep. Projection*		Variance, Actual vs. Adj Budget		Variance, Actual vs. Prior Year	
County Option	6,528	1,346	26.0%	1,571	31.7%	956	17.2%
ZAP	2,520	516	25.7%	546	27.6%	278	12.4%
TRT	590	57	10.7%	(238)	(28.8%)	(590)	(50.0%)
TRT Sup	82	8	10.3%	(32)	(28.4%)	(82)	(50.0%)
Car Rental	319	(95)	(23.0%)	(178)	(35.8%)	(505)	(61.3%)
Restaurant	1,597	(137)	(7.9%)	286	21.8%	(521)	(24.6%)
CO Transportation	1,286	305	31.1%	283	28.2%	148	13.0%
Local Option	333	(46)	(12.1%)	(68)	(16.9%)	(118)	(26.1%)
TOTAL	13,254	1,953	17.3%	2,169	19.6%	(433)	(3.2%)

Fund Totals (and Transportation normalized*)

General Fund	7,272	1,498	25.9%	1,732	31.3%	1,038	16.6%
TRCC Fund	1,998	(224)	(10.1%)	76	3.9%	(1,108)	(35.7%)
Visitor Promotion F	590	57	10.7%	(238)	(28.8%)	(590)	(50.0%)
ZAP Fund	1,775	363	25.7%	384	27.6%	196	12.4%
CO Transportation	1,286	305	31.1%	283	28.2%	148	13.0%
Unincorp. County F	333	(46)	(12.1%)	(68)	(16.9%)	(118)	(26.1%)
TOTAL*	13,254	1,953	17.3%	2,169	19.6%	(433)	(3.2%)

YTD November Sales (Mar-Jan Distributions)

in thousand

Actual	Variance, Act vs. Sep. Projection*		Variance, Actual vs. Adj Budget		Variance, Actual vs. Prior Year		'20 Sept Proj vs '19 Actual
65,025	3,039	4.9%	7,864	13.8%	4,493	7.4%	2.1%
24,788	1,244	5.3%	2,639	11.9%	975	4.1%	(1.4%)
10,069	397	4.1%	(756)	(7.0%)	(9,472)	(48.5%)	(50.2%)
1,394	55	4.1%	(100)	(6.7%)	(1,311)	(48.5%)	(50.3%)
8,962	740	9.0%	635	7.6%	(5,506)	(38.1%)	(43.4%)
19,801	535	2.8%	4,899	32.9%	(4,342)	(18.0%)	(20.1%)
12,525	559	4.7%	1,368	12.3%	(24,000)	(65.7%)	(65.2%)
3,688	3	0.1%	(312)	(7.8%)	(986)	(21.1%)	(21.3%)
146,250	6,571	4.7%	16,236	12.5%	(40,148)	(21.5%)	(24.0%)

Fund Totals (and Transportation normalized*)

72,350	3,406	4.9%	8,643	13.6%	4,781	7.1%	1.8%
30,157	1,329	4.6%	5,434	22.0%	(11,159)	(27.0%)	(30.0%)
10,069	397	4.1%	(756)	(7.0%)	(9,472)	(48.5%)	(50.2%)
17,463	876	5.3%	1,859	11.9%	687	4.1%	(1.4%)
12,525	559	4.7%	1,368	12.3%	612	5.1%	(0.8%)
3,688	3	0.1%	(312)	(7.8%)	(986)	(21.1%)	(21.3%)
146,250	6,571	4.7%	16,236	12.5%	(15,536)	(9.6%)	(13.6%)

* County Option Transportation Fund figures have been normalized at 20% for 4Q'18 - 2Q'19 to exclude the impact of the 2019 change in allocation to SLCo (blue font).

2020 Sales Tax Projections

Full Year

in thousands \$

Fund Tax	Sept. Projection	Variance, Sept. Projection vs. PY		Budget (Jun Adjusted) Prior Year		Variance, Adjusted Budget vs. PY	
GF County Option	69,000	1,449	2.1%	63,400	67,551	(4,151)	(6.1%)
Z+GF ZAP	26,200	(383)	(1.4%)	24,600	26,583	(1,983)	(7.5%)
VP TRT	10,500	(10,589)	(50.2%)	12,000	21,089	(9,089)	(43.1%)
TRCC TRT Sup	1,450	(1,469)	(50.3%)	1,650	2,919	(1,269)	(43.5%)
TRCC Car Rental	8,800	(6,755)	(43.4%)	9,000	15,555	(6,555)	(42.1%)
TRCC Restaurant	21,500	(5,396)	(20.1%)	16,600	26,896	(10,296)	(38.3%)
TRX CO Transportation	13,200	(24,724)	(65.2%)	12,400	37,924	(25,524)	(67.3%)
Uni Local Option	4,100	(1,109)	(21.3%)	4,400	5,209	(809)	(15.5%)
TOTAL	154,750	(48,976)	(24.0%)	144,050	203,726	(59,676)	(29.3%)

Fund Totals (and Transportation normalized*)

General Fund	76,742	1,336	1.8%	70,669	75,406	(4,737)	(6.3%)
TRCC Fund	31,750	(13,621)	(30.0%)	27,250	45,371	(18,121)	(39.9%)
Visitor Promotion Fund	10,500	(10,589)	(50.2%)	12,000	21,089	(9,089)	(43.1%)
ZAP Fund	18,458	(270)	(1.4%)	17,331	18,728	(1,397)	(7.5%)
CO Transportation Fund*	13,200	(112)	(0.8%)	12,400	13,312	(912)	(6.8%)
Unincorp. County Fund	4,100	(1,109)	(21.3%)	4,400	5,209	(809)	(15.5%)
TOTAL*	154,750	(24,364)	(13.6%)	144,050	179,114	(35,064)	(19.6%)

* County Option Transportation Fund figures have been normalized at 20% for 4Q'18 - 2Q'19 to exclude the impact of the 2019 change in allocation to SLCo (blue font).