Monthly Statement of Revenues, Expenditures, and Changes in Fund Balance Operating Fund, Budget and Actual

February 29, 2024

						(%)	Prior Y	'ear
	Current	Current Month	Υ	ear to Date	Budget	Budget	Year to Date	(%)
	Budget	Actual		Actual	Remaining	Used	Actual	Change
Revenues:				_				_
Occupancy tax, gross		\$ 1,215,003	\$	14,656,603			\$ 15,116,978	-3.0%
Less: Collection Fee		(60,784)		(733,542)			(207,791)	253.0%
Occupancy tax, net	\$ 25,000,000	1,154,219		13,923,061	11,076,939	55.7%	14,909,187	-6.6%
Investment income	-	2,103		14,498	(14,498)	-	15,360	-5.6%
Other income	-	290		21,713	(21,713)	-	12,513	73.5%
Earned revenue	-	-		-	-	-	-	-
Total revenues	25,000,000	1,156,612		13,959,272	11,040,728	55.8%	14,937,060	-6.5%
Expenditures:								
Salaries and Benefits	4,102,000	286,135		2,260,257	1,841,743	55.1%	1,622,273	39.3%
Business Development	2,122,000	160,067		827,328	1,294,672	39.0%	962,610	-14.1%
Marketing	20,830,000	1,971,201		9,020,570	11,809,430	43.3%	6,946,427	29.9%
Partnership & Destination Mgmt	548,000	10,323		236,388	311,612	43.1%	84,832	178.7%
Administration & Facilities	1,250,000	99,825		706,918	543,082	56.6%	601,423	17.5%
Events/Festivals/Sponsorships	-	-		-	-	-	3,979	-100.0%
Total expenditures	28,852,000	2,527,551		13,051,461	15,800,539	45.2%	10,221,544	27.7%
Revenues over (under)								
expenditures	(3,852,000)	(1,370,939)		907,811			\$ 4,715,516	-80.7%
Other Financing Sources:								
Appropriated Fund Balance	3,852,000	-		-				
Total other financing sources	3,852,000			-				
Net change in fund balance	\$ -	\$ (1,370,939)	\$	907,811				
Fund balance, beginning of year Fund balance, end of month			\$	27,137,064 28,044,875				

As directed by State statute, two-thirds of the occupancy tax revenue is invested in tourism promotion (reflected in the operations budget presented here) and one-third is dedicated to tourism-related community investments, split equally between the Tourism Product Development Fund (TPDF) and the Legacy Investment for Tourism (LIFT) Fund. The TPDF is budgeted by project ordinance due to the nature of the fund. Revenue dedicated to TPDF is projected at \$6,269,373 and revenue dedicated to LIFT is projected at \$6,269,373 for FY24.

Monthly Statement of Revenues, Expenditures, and Changes in Fund Balance Earned Revenue Fund, Budget and Actual

					(%)	Prior `	Year
	Current	Current Month	Year to Date	Budget	Budget	Year to Date	(%)
	Budget	Actual	Actual	Remaining	Used	Actual	Change
Revenues:	enues:						
Earned revenue	216,400	19,868	123,509	92,891	57.1%	124,537	-0.8%
Total revenues	216,400	19,868	123,509	92,891	57.1%	124,537	-0.8%
Expenditures:							
Events/Festivals/Sponsorships	250,000	-	(3,982)	253,982	-1.6%	120,750	-103.3%
Total expenditures	250,000	-	(3,982)	253,982	-1.6%	120,750	-103.3%
Revenues over (under) expenditures	(33,600)	19,868	127,491			\$ 3,787	3266.5%
Other Financing Sources							
Carried over earned income	33,600	-	-				
Total other financing sources	33,600		-				
Net change in fund balance	\$ -	\$ 19,868	\$ 127,491				
Fund balance, beginning of year Fund balance, end of month			92,977 \$ 220,468				

Monthly Occupancy Tax Revenue Summary

	Tourism Product Development Fund													
		By Month		Cumula	ative Year-to-Date				Ву М	onth		Cumulative Year-to-Date		
	Current	Prior	(%)	Current	Prior	(%)		Current		Prior	(%)	Current	Prior	(%)
Month of room sales:			Change		Year		Year	Change	Year	Year	Change			
lide	\$ 2.180.683	\$ 2 449 683	-11%	\$ 2.180.683	\$ 2 449 683	-11%	\$	E27 024	\$	602 200	-11%	\$ 537 034	\$ 603.280	-11%
July	, ,,	Ψ =, ,		-,	Ψ =,,		Φ	537,034	Ф	603,280		Ψ σσ.,σσ.	Ψ 000,200	
August	1,872,670	2,099,768	-11%	4,053,353	4,549,451	-11%		461,180		517,107	-11%	998,214	1,120,387	-11%
September	2,095,429	2,161,132	-3%	6,148,782	6,710,583	-8%		516,039		532,219	-3%	1,514,253	1,652,606	-8%
October	2,596,963	2,828,072	-8%	8,745,745	9,538,655	-8%		639,550		696,466	-8%	2,153,803	2,349,072	-8%
November	2,067,731	2,031,798	2%	10,813,476	11,570,453	-7%		509,217		500,368	2%	2,663,020	2,849,440	-7%
December	1,955,366	2,050,449	-5%	12,768,842	13,620,902	-6%		481,545		504,961	-5%	3,144,565	3,354,401	-6%
January	1,154,219	1,288,286	-10%	13,923,061	14,909,188	-7%		284,248		317,264	-10%	3,428,813	3,671,665	-7%
February	-	1,301,348	-	-	16,210,536	-		-		320,481	-	-	3,992,146	-
March	-	1,792,837	-	-	18,003,373	-		-		441,519	-	-	4,433,665	-
April	-	1,891,348	-	-	19,894,721	-		-		465,780	-	-	4,899,445	-
May	-	1,942,654	-	-	21,837,375	-		-		478,415	-	-	5,377,860	-
June	-	2,216,006	-	-	24,053,381	-		-		545,732	-	-	5,923,592	-
Total revenues	\$13,923,061	\$ 24,053,381		\$ 13,923,061	\$ 24,053,381		\$	3,428,813	\$ 5	5,923,592		\$ 3,428,813	\$ 5,923,592	

	Legacy Investment from Tourism Fund										Total Revenue Summary								
			By N	/lonth			Cumula	tive	Year-to-Date			Ву	Month		Cumulative Year-to-Date				
		Current		Prior	(%)	Current		Prior		(%)	Current	Prior		(%)	Current	Prior	(%)		
Month of room sales:		Year		Year	(%)	Year		Year		Change	Year	Year		Change	Year	Year	Change		
July	\$	537,034	\$	603,280	-11%	\$	537,034	\$	603,280	-11%	\$ 3,254,751	\$	3,656,243	-11%	\$ 3,254,751	\$ 3,656,243	-11%		
August		461,180		517,107	-11%		998,214		1,120,387	-11%	2,795,030	\$	3,133,982	-11%	6,049,781	6,790,225	-11%		
September		516,039		532,219	-3%		1,514,253		1,652,606	-8%	3,127,507	\$	3,225,570	-3%	9,177,288	10,015,795	-8%		
October		639,550		696,466	-8%		2,153,803		2,349,072	-8%	3,876,063	\$	4,221,004	-8%	13,053,351	14,236,799	-8%		
November		509,217		500,368	2%		2,663,020		2,849,440	-7%	3,086,165	\$	3,032,534	2%	16,139,516	17,269,333	-7%		
December		481,545		504,961	-5%		3,144,565		3,354,401	-6%	2,918,456	\$	3,060,371	-5%	19,057,972	20,329,704	-6%		
January		284,248		317,264	-10%		3,428,813		3,671,665	-7%	1,722,715	\$	1,922,814	-10%	20,780,687	22,252,518	-7%		
February		-		320,481	-		-		3,992,146	-	-	\$	1,942,310	-	-	24,194,828	-		
March		-		441,519	-		-		4,433,665	-	-	\$	2,675,875	-	-	26,870,703	-		
April		-		465,780	-		-		4,899,445	-	-	\$	2,822,908	-	-	29,693,611	-		
May		-		478,415	-		-		5,377,860	-	-	\$	2,899,484	-	-	32,593,095	-		
June		-		545,733	-		-		5,923,593	-	-	\$	3,307,471	-	-	35,900,566	-		
Total revenues	\$	3,428,813	\$	5,923,593		\$	3,428,813	\$	5,923,593		\$20,780,687	\$:	35,900,566		\$20,780,687	\$35,900,566			

Monthly Occupancy Tax Collection Fee Summary February 29, 2024

						All Fu	nds, I	By Month					
	Occupancy	Tax	Revenue, Gro			Co	llection	on Fee		Occupar	ісу Т	ax Revenue, N	
	Current		Prior	(%)		Current		Prior	(%)	Current		Prior	(%)
Month of	Year		Year	Change		Year		Year	Change	Year		Year	Change
room sales:													
July	\$ 3,426,074	\$	3,711,930	-8%	\$	(171,323)	\$	(55,687)	208%	\$ 3,254,751	\$	3,656,243	-11%
August	2,942,412		3,181,873	-8%		(147,382)		(47,891)	208%	2,795,030		3,133,982	-11%
September	3,292,512		3,274,702	1%		(165,005)		(49,132)	236%	3,127,507		3,225,570	-3%
October	4,080,371		4,285,382	-5%		(204,308)		(64,378)	217%	3,876,063		4,221,004	-8%
November	3,248,641		3,078,811	6%		(162,476)		(46,277)	251%	3,086,165		3,032,534	2%
December	3,072,077		3,107,142	-1%		(153,621)		(46,771)	228%	2,918,456		3,060,371	-5%
January	1,813,438		1,952,145	-7%		(90,723)		(29,331)	209%	1,722,715		1,922,814	-10%
February	 -		1,972,022	-		-		(29,712)	-	-		1,942,310	-
March	_		2,716,633	-		_		(40,758)	-	-		2,675,875	-
April	-		2,866,003	-		-		(43,095)	-	-		2,822,908	-
May	_		2,943,741	-		_		(44,257)	-	-		2,899,484	-
June	_		3,357,855	_		_		(50,383)	-	-		3,307,472	_
Total	\$ 21,875,526	\$	36,448,239		\$	(1,094,839)	\$	(547,672)		\$20,780,687	\$	35,900,567	·
													•
						All Funds, Cu	mulat	tive Year-to-	Date				
	Occupancy	Tax	Revenue, Gro	ss		Co	llection	on Fee		Occupar	ісу Т	ax Revenue, N	let
	Current		Prior	(%)		Current		Prior	(%)	Current		Prior	(%)
Month of	Year	_	Year	Change		Year		Year	Change	Year		Year	Change
room sales:													
July	\$ 3,426,074	\$	3,711,930	-8%	\$	(171,323)	\$	(55,687)	208%	\$ 3,254,751	\$	3,656,243	-11%
August	6,368,486		6,893,803	-8%		(318,705)		(103,578)	208%	6,049,781		6,790,225	-11%
September	9,660,998		10,168,505	-5%		(483,710)		(152,710)	217%	9,177,288		10,015,795	-8%
October	13,741,370		14,453,887	-5%		(688,019)		(217,088)	217%	13,053,351		14,236,799	-8%
November	16,990,011		17,532,698	-3%		(850,495)		(263,365)	223%	16,139,516		17,269,333	-7%
December	20,062,088		20,639,839	-3%		(1,004,116)		(310,135)	224%	19,057,972		20,329,704	-6%
January	21,875,526		22,591,985	-3%		(1,094,839)		(339,467)	223%	20,780,687		22,252,518	-7%
February	-		24,564,007	-		-		(369,179)	-	-		24,194,828	-
March	-		27,280,640	-		-		(409,937)	-	-		26,870,703	-
April	-		30,146,643	-	-			(453,032)	-	-		29,693,611	-
May	-		33,090,384	-		-		(497,289)	-	-		32,593,095	-
June			36,448,239					(547,672)				35,900,567	<u> </u>
Total	 21,875,526	\$	36,448,239		\$	(1,094,839)	\$	(547,672)		\$20,780,687	\$	35,900,567	:

Consistent with its statutory authority, Buncombe County charges the Tourism Development Authority an amount equal to five percent (5%) of the gross proceeds of occupancy tax collected or accrued each fiscal year, as compensation for all of the statutory services and contractual services provided by Buncombe County. Prior to July 1, 2023, Buncombe County charged the Tourism Development Authority two percent (1.5%).

Revenues: Occupancy Tax Investment Income	Budget \$ 32,624,185	Life to Date Actuals \$ 34,158,753 4,305,091	Remaining Budget \$ (1,534,568) (4,305,091)	(%) Budget Used 104.7% 0.0%
Total revenues	32,624,185	38,463,844	(5,839,659)	119.1%
Total revenues	32,024,103		(0,000,000)	113.170
Expenditures:				
Product development fund projects:				
2016 Asheville Community Theatre (Theatre Expansion & Renovation)	580,000	430,000	150,000	74.1%
2017 Buncombe County Government (Woodfin Greenway & Blueway)	8,140,000	650,000	7,490,000	8.0%
2018 Buncombe County Government (Enka Recreation Destination)	6,750,000	2,000,000	4,750,000	29.6%
2018 Eagle Market Streets Dev. Corp. (YMI Cultural Center Improvements)	800,000	172,863	627,137	21.6%
2018 River Front Development Group (African-American Heritage Museum at Stephens-L	100,000	-	100,000	-
2021 African American Heritage Trail	500,000	275,380	224,620	55.1%
2022 Asheville Glass Art School dba North Carolina Glass Center (Glass Center in Black	330,000	-	330,000	-
2022 Asheville Museum of Science AMOS (Museum Beautification Project)	125,000	-	125,000	-
2022 Asheville on Bikes (AVL Unpaved - Phase I)	188,355	-	188,355	-
2022 City of Asheville (Asheville Muni Golf Course Revitalization Phase I)	1,641,425	-	1,641,425	-
2022 City of Asheville (Coxe Avenue Green Street)	-	-	-	-
2022 City of Asheville (Swannanoa River Greenway)	2,300,000	-	2,300,000	-
2022 City of Asheville (WNC Nature Center- Gateway to the Southern Appalachian Enhan	567,000	-	567,000	-
2022 Pack Place Performing Arts dba Wortham Center for the Performing Arts (The Worth	80,000	-	80,000	-
2022 Riverlink, Inc. (Karen Cragnolin Park - Greenway Phase)	360,790	360,790	-	100.0%
2022 UNC Asheville Foundation - Athletics (UNC Asheville Karl Straus Track Renovation	1,500,000	1,000,000	500,000	66.7%
2023 Buncombe County Government (Enka Recreation Destination - Phase II)	4,054,415	-	4,054,415	-
2023 City of Asheville (Harrah's Cherokee Center - Asheville Upgrades)	1,586,000	-	1,586,000	-
2023 City of Asheville (McCormick Field Capital Improvements)	1,950,000	-	1,950,000	-
2023 Western NC Agricultural Center (Equine Facility Modernization)	500,000	-	500,000	-
Total product development projects	32,052,985	4,889,033	27,163,952	15.3%
Do to the book of the day to the later to th	F74 000	40.000	550,000	0.00/
Product development fund administration	571,200	18,932	552,268	3.3%
Total product development fund	\$ 32,624,185	\$ 4,907,965	\$ 27,716,220	15.0%
Product Development Funds Available for Future Grants				
Total Net Assets		\$ 33,555,878		
Less: Liabilities/Outstanding Grants		(27,163,952)		
Less: Unspent Admin Budget (Current Year)		(552,268)		
Current Product Development Amount Available		\$ 5,839,658		

Monthly Legacy Investment from Tourism Fund

		Budget		ife to Date Actuals	F	Remaining Budget	(%) Budget Used
Revenues:	•	222 522	•	0.050.407	•	(0.040.047)	0754.00/
Occupancy Tax	\$	339,560	\$	9,352,407	\$	(9,012,847)	2754.3%
Investment Income				657,034		(657,034)	0.0%
Total revenues		339,560	1	0,009,441		(9,669,881)	2828.6%
Expenditures: LIFT projects:							
		-		-		-	-
				-		-	
Total LIFT projects							
LIFT fund administration		339,560		142,120		197,440	42%
Total LIFT fund		339,560	\$	142,120	\$	197,440	42%
Legacy Investment from Tourism Funds Available for Future Grants							
Total Net Assets			\$	9,867,320			
Less: Liabilities/Outstanding Grants				-			
Less: Unspent Admin Budget (Current Year)				(197,440)			
Current LIFT Fund Amount Available			\$	9,669,880			

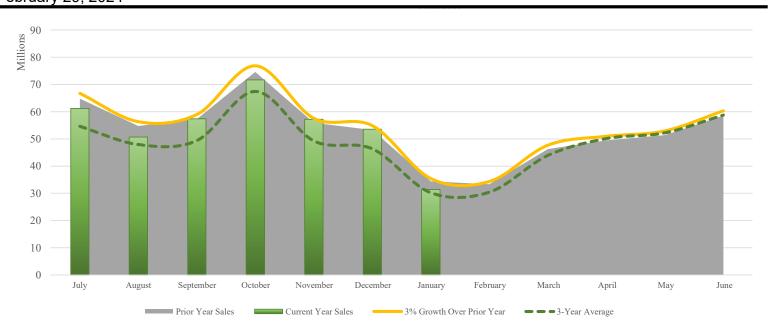
Monthly Balance Sheet Governmental Funds February 29, 2024

_	Operating Fund		Earned enue Fund		urism Product elopment Fund		Legacy nvestment om Tourism Fund		Total
Assets:									
Current assets:									
Cash and investments	\$28,266,790	\$	256,318	\$	33,555,878	\$	9,867,320	\$	71,946,307
Receivables	· , , , -	·	-	·	-	•	, , , -	·	-
Total current assets	28,266,790		256,318		33,555,878		9,867,320		71,946,307
Liabilities:									
Current liabilities:									
Accounts payable	97,715		-		-		_		97,715
Future events payable	124,200		35,850		27,163,952		-		27,324,002
Total current liabilities	221,915		35,850		27,163,952		-		27,421,717
Fund Balances:									
Restricted for TPDF	-		-		6,391,926				6,391,926
Restricted for LIFT fund	-		-		_		9,867,320		9,867,320
Committed for event support program	-		-		-		-		-
State Required Contingency	2,000,000		-		-		-		2,000,000
Designated Contingency	14,425,999		-		-		-		14,425,999
Undesignated (cash flow)	11,618,876		220,468		<u> </u>				11,839,344
Total fund balances	28,044,875		220,468		6,391,926		9,867,320		44,524,590
Total liabilities and fund balances	28,266,790	\$	256,318	\$	33,555,878	_\$_	9,867,320	\$	71,946,307

Total Lodging Sales Shown by Month of Sale, Year-to-Date February 29, 2024

Cumulative Year To Date

\$383,001,755

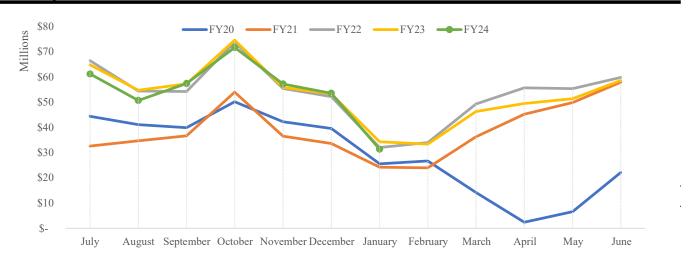


	Current	Prior		(%)	YTD (%)	3% Over	3-Year
	Year		Year	Change	Change	Prior Year	Average
Month of lodging sales:							
July	\$ 61,174,057	\$	64,793,944	-6%	-6%	\$ 66,737,762	\$ 54,604,010
August	50,681,107		54,692,346	-7%	-6%	56,333,117	47,922,718
September	57,380,340		57,239,527	0%	-4%	58,956,713	49,386,630
October	71,673,376		74,593,066	-4%	-4%	76,830,857	67,418,788
November	57,192,220		55,872,110	2%	-3%	57,548,274	49,240,331
December	53,528,077		53,239,883	1%	-2%	54,837,079	46,336,030
January	31,372,579		34,345,428	-9%	-3%	35,375,791	30,209,420
February	-		33,351,492	-	-	34,352,037	30,425,563
March	-		46,284,344	-	-	47,672,874	43,921,917
April	-		49,460,363	-	-	50,944,174	50,114,732
May	-		51,381,373	-	-	52,922,814	52,197,797
June	-		58,578,570	-	-	60,335,927	58,740,002
Annual Total	\$383,001,755	\$ 6	633,832,446			\$652,847,419	\$580,517,938

\$ 360,430,876

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History of Total Sales by Month Shown by Month of Sale, Year-to-Date February 29, 2024



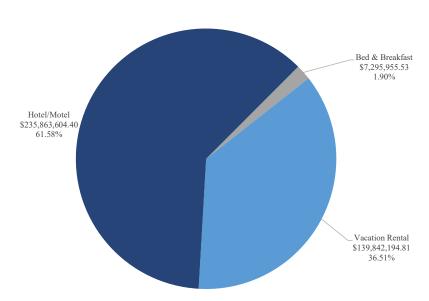
		FY20		FY21	FY22			FY23	FY24	
Month of lodging sales:										
July	\$	44,385,965	\$	32,547,111	\$	66,470,974	\$	64,793,944	\$	61,174,057
August		41,113,655		34,663,339		54,412,470		54,692,346		50,681,107
September		39,869,174		36,683,164		54,237,200		57,239,527		57,380,340
October		50,148,618		53,914,047		73,749,252		74,593,066		71,673,376
November		42,190,154		36,458,675		55,390,208		55,872,110		57,192,220
December		39,595,569		33,578,528		52,189,677		53,239,883		53,528,077
January		25,561,453		24,245,119		32,037,713		34,345,428		31,372,579
February		26,696,319		23,933,141		33,992,055		33,351,492		-
March		14,208,120		36,243,884		49,237,522		46,284,344		-
April		2,402,461		45,171,098		55,712,735		49,460,363		-
May		6,624,541		49,864,809		55,347,208		51,381,373		-
June		22,108,839		57,868,695		59,772,742		58,578,570		-
Total lodging sales	\$	354,904,866	\$	465,171,612	\$	642,549,756	\$	633,832,446	\$	383,001,755
Cumulative Year To Date	\$ 2	257,303,134	\$	227,844,865	\$	356,449,781	\$	360,430,876	\$	383,001,755

Total Lodging Sales by Type Shown by Month of Sale, Year-to-Date February 29, 2024

Hotel/Motel						Vacation Re	ntals			Bed & Break	fast		Grand Totals				
Month of room sales:	Current Year	Prior Year	% Change	YTD % Change	Current Year	Prior Year	% Change	YTD % Change	Current Year	Prior Year	% Change	YTD % Change	Current Year	Prior Year	% Change	YTD % Change	
July	\$ 36,151,332	\$ 38,479,968	-6.1%	-6.1%	\$ 23,904,710	\$ 24,895,873	-4.0%	-4.0%	\$ 1,118,015	\$ 1,418,102	-21.2%	-21.2%	\$ 61,174,057	\$ 64,793,944	-5.6%	-5.6%	
August	31,657,013	32,640,866	-3.0%	-4.7%	18,075,149	20,930,596	-13.6%	-8.4%	948,946	1,120,885	-15.3%	-18.6%	50,681,107	54,692,346	-7.3%	-6.4%	
September	35,967,394	36,154,263	-0.5%	-3.3%	20,258,621	19,751,254	2.6%	-5.1%	1,154,325	1,334,010	-13.5%	-16.8%	57,380,340	57,239,527	0.2%	-4.2%	
October	46,951,985	49,526,518	-5.2%	-3.9%	23,082,409	23,162,880	-0.3%	-3.9%	1,638,981	1,903,668	-13.9%	-15.9%	71,673,376	74,593,066	-3.9%	-4.1%	
November	35,121,883	36,409,635	-3.5%	-3.8%	20,984,736	18,216,731	15.2%	-0.6%	1,085,601	1,245,744	-12.9%	-15.3%	57,192,220	55,872,110	2.4%	-3.0%	
December	35,261,021	35,732,202	-1.3%	-3.4%	17,290,018	16,449,683	5.1%	0.2%	977,038	1,057,998	-7.7%	-14.3%	53,528,077	53,239,883	0.5%	-2.4%	
January	14,752,977	17,421,646	-15.3%	-4.3%	16,246,552	16,477,670	-1.4%	0.0%	373,050	446,112	-16.4%	-14.4%	31,372,579	34,345,428	-8.7%	-3.0%	
February	-	18,042,813	-		-	14,817,723	-		-	490,957	-		-	33,351,492	-		
March	-	27,366,159	-		-	18,114,278	-		-	803,907	-		-	46,284,344	-		
April	-	30,413,085	-		-	17,958,606	-		-	1,088,671	-		-	49,460,363	-		
May	-	32,121,296	-		-	18,095,053	-		-	1,165,024	-		-	51,381,373	-		
June		35,832,347	-		-	21,571,996	-		-	1,174,228	-			58,578,570	-		
Total	\$ 235,863,604	\$ 390,140,797	_		\$ 139,842,195	\$ 230,442,343	_		\$ 7,295,956	\$ 13,249,306	_		\$ 383,001,755	\$ 633,832,446	_		
Cumulative Year To Date	\$ 235,863,604	\$ 228,943,451	- -		\$ 139,842,195	\$ 123,407,017	- =		\$ 7,295,956	\$ 8,080,407	- -		\$ 383,001,755	\$ 360,430,876	=		

Total Lodging Sales by Type Shown by Month of Sale, Year-to-Date February 29, 2024

Total Lodging Sales by Type, Year-to-Date



Year-to-Date Lodging Sales by Type, Compared to Prior Year

