

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Statement of Revenues, Expenditures, and Changes in Fund Balance

Operating and Earned Revenue Funds, Budget and Actual

October 31, 2021

	Current Budget	Current Month Actual	Year to Date Actual	Budget Remaining	(%)	Prior Year	
					Budget Used	Year to Date Actual	(%) Change From
Revenues:							
Occupancy tax, net	\$ 20,369,690	\$ 2,282,494	\$ 7,417,651	\$ 12,952,039	36.4%	\$ 4,565,021	62.5%
Investment income	-	144	308	(308)	-	66	364.4%
Other income	-	20,024	20,024	(20,024)	-	-	-
Earned revenue	150,000	-	29,998	120,002	20.0%	68,464	-56.2%
Total revenues	<u>20,519,690</u>	<u>2,302,662</u>	<u>7,467,981</u>	<u>13,051,709</u>	<u>36.4%</u>	<u>4,633,551</u>	<u>61.2%</u>
Expenditures:							
Salaries and Benefits	2,889,976	184,135	723,697	2,166,279	25.0%	612,223	18.2%
Sales	1,236,063	25,003	168,878	1,067,185	13.7%	193,742	-12.8%
Marketing	15,321,893	1,247,436	2,436,829	12,885,064	15.9%	980,412	148.6%
Community Engagement	123,178	1,261	18,337	104,841	14.9%	14,982	22.4%
Administration & Facilities	798,580	41,863	221,960	576,621	27.8%	218,315	1.7%
Events/Festivals/Sponsorships	200,564	7,000	13,000	187,564	6.5%	(163)	-8076.9%
Total expenditures	<u>20,570,254</u>	<u>1,506,698</u>	<u>3,582,701</u>	<u>16,987,553</u>	<u>17.4%</u>	<u>2,019,512</u>	<u>77.4%</u>
Revenues over (under) expenditures	<u>(50,564)</u>	<u>795,963</u>	<u>3,885,280</u>			<u>\$ 2,614,039</u>	<u>48.6%</u>
Other Financing Sources:							
Carried over earned income	<u>50,564</u>	<u>-</u>	<u>-</u>				
Total other financing sources	<u>50,564</u>	<u>-</u>	<u>-</u>				
Net change in fund balance	<u>\$ -</u>	<u>\$ 795,963</u>	<u>3,885,280</u>				
Fund balance, beginning of year			<u>19,776,549</u>				
Fund balance, end of month			<u>\$ 23,661,829</u>				

As directed by State statute, 75% of the occupancy tax revenue is invested in tourism promotion (reflected in the operations budget presented here) and 25% is dedicated to the Tourism Product Development Fund (TPDF) to be used for tourism-related community grants. The TPDF is budgeted by project ordinance due to the nature of the fund. Revenue dedicated to TPDF is projected at \$6,789,897 for FY22.

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Revenue Summary

October 31, 2021

Month of room sales:	Operating Fund						Product Development Fund					
	By Month			Cumulative Year-to-Date			By Month			Cumulative Year-to-Date		
	Current Year	Prior Year	(%) (%)	Current Year	Prior Year	(%) Change	Current Year	Prior Year	(%) Change	Current Year	Prior Year	(%) Change
July	\$ 2,807,310	\$ 1,390,343	102%	\$ 2,807,310	\$ 1,390,343	102%	\$ 935,770	\$ 463,448	102%	\$ 935,770	\$ 463,448	102%
August	2,327,847	1,576,516	48%	5,135,157	2,966,859	73%	775,949	\$ 525,505	48%	1,711,719	988,953	73%
September	2,282,494	1,598,161	43%	7,417,651	4,565,021	62%	760,831	\$ 532,720	43%	2,472,550	1,521,674	62%
October	-	2,329,272	-	-	6,894,292	-	-	\$ 776,424	-	-	2,298,097	-
November	-	1,557,487	-	-	8,451,779	-	-	\$ 519,162	-	-	2,817,260	-
December	-	1,517,197	-	-	9,968,976	-	-	\$ 505,732	-	-	3,322,992	-
January	-	1,095,262	-	-	11,064,238	-	-	\$ 365,087	-	-	3,688,079	-
February	-	1,044,459	-	-	12,108,697	-	-	\$ 348,153	-	-	4,036,232	-
March	-	1,559,694	-	-	13,668,391	-	-	\$ 519,898	-	-	4,556,130	-
April	-	1,898,355	-	-	15,566,746	-	-	\$ 632,785	-	-	5,188,915	-
May	-	2,119,721	-	-	17,686,467	-	-	\$ 706,574	-	-	5,895,489	-
June	-	2,438,581	-	-	20,125,048	-	-	\$ 812,860	-	-	6,708,349	-
Total revenues	<u>\$ 7,417,651</u>	<u>\$ 20,125,048</u>		<u>\$ 7,417,651</u>	<u>\$ 20,125,048</u>		<u>\$2,472,550</u>	<u>\$6,708,349</u>		<u>\$2,472,550</u>	<u>\$6,708,349</u>	

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Product Development Fund Summary

October 31, 2021

	Budget	Life to Date Actuals	Remaining Budget	(%) Budget Used
Revenues:				
Occupancy Tax	\$ 18,360,000	\$ 25,699,507	\$ (7,339,507)	140.0%
Investment Income	-	1,232,199	(1,232,199)	0.0%
Total revenues	<u>18,360,000</u>	<u>26,931,706</u>	<u>(8,571,706)</u>	<u>146.7%</u>
Expenditures:				
Product development fund projects:				
2012 Montford Park Players (Welcome Facility & Amphitheatre Renovations)	125,000	-	125,000	-
2014 City of Asheville (Riverfront Destination Development 1.0)	7,100,000	7,100,000	-	100.0%
2016 Asheville Community Theatre (Theatre Expansion & Renovation)	1,000,000	430,000	570,000	43.0%
2017 Buncombe County Government (Woodfin Greenway & Blueway)	2,250,000	-	2,250,000	-
2018 Buncombe County Government (Enka Recreation Destination)	6,000,000	-	6,000,000	-
2018 Eagle Market Streets Dev. Corp. (YMI Cultural Center Improvements)	800,000	42,863	757,137	5.4%
2018 River Front Development Group (African-American Heritage Museum at Stephens-L	100,000	-	100,000	-
2021 African American Heritage Trail	500,000	18,141	481,859	3.6%
2021 Wortham Center for the Performing Arts (Air Ionization System)	45,000	45,000	-	100.0%
Total product development projects	<u>17,920,000</u>	<u>7,636,004</u>	<u>10,283,996</u>	<u>42.6%</u>
Product development fund administration	<u>440,000</u>	<u>1,778</u>	<u>438,222</u>	<u>0.4%</u>
Total product development fund	<u>\$ 18,360,000</u>	<u>\$ 7,637,782</u>	<u>\$ 10,722,218</u>	<u>41.6%</u>
Product Development Funds Available for Future Grants				
Total Net Assets		\$ 19,293,924		
Less: Liabilities/Outstanding Grants		(10,283,996)		
Less: Unspent Admin Budget (Current Year)		(438,222)		
Current Product Development Amount Available		<u>\$ 8,571,706</u>		

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Balance Sheet

Governmental Funds

October 31, 2021

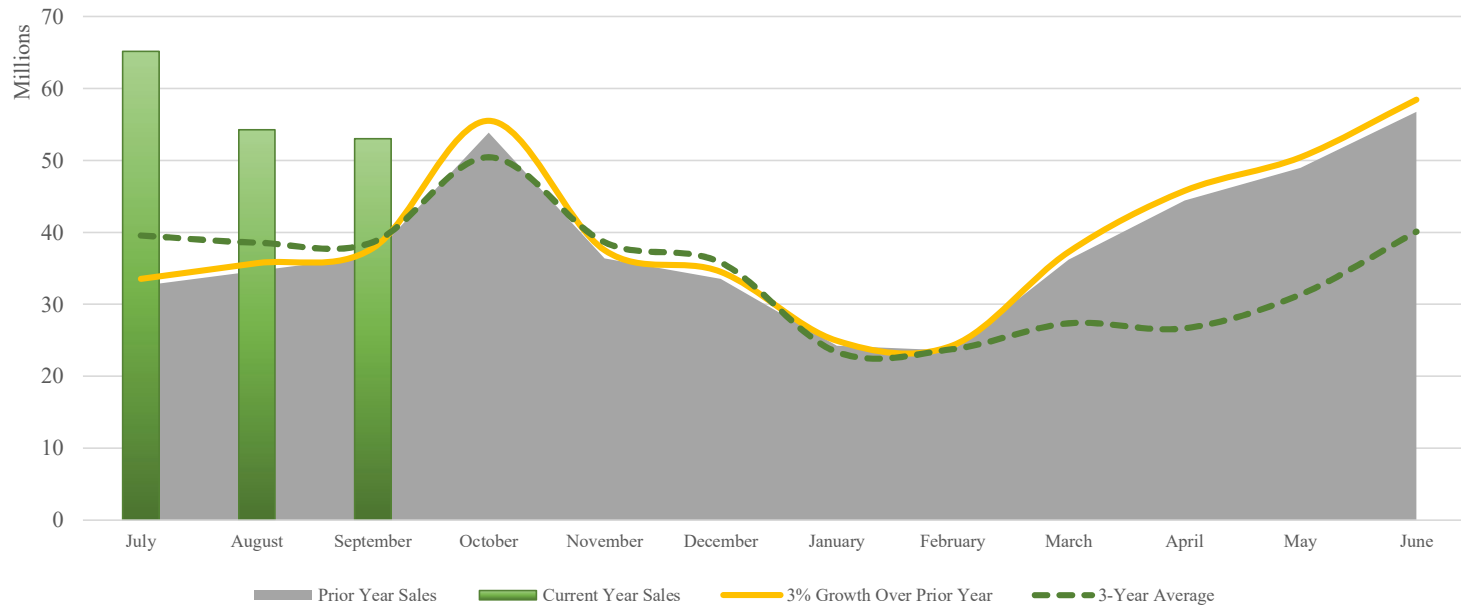
	Operating and Earned Revenue Funds	Product Development Fund	Total
Assets:			
Current assets:			
Cash and investments	\$ 23,722,180	\$ 19,293,924	\$ 43,016,104
Receivables	-	-	-
Total current assets	<u>\$ 23,722,180</u>	<u>\$ 19,293,924</u>	<u>43,016,104</u>
Liabilities:			
Current liabilities:			
Accounts payable	\$ 30,251	\$ -	\$ 30,251
Future events payable	30,100	\$ 10,283,996	\$ 10,314,096
Total current liabilities	<u>60,351</u>	<u>\$ 10,283,996</u>	<u>\$ 10,344,347</u>
-			
Fund Balances:			
Restricted for product development fund	-	9,009,928	9,009,928
Committed for event support program	109,289	-	109,289
State Required Contingency	1,629,575	-	1,629,575
Designated Contingency	10,184,845	-	10,184,845
Undesignated (cash flow)	11,738,121	-	11,738,121
Total fund balances	<u>23,661,829</u>	<u>9,009,928</u>	<u>32,671,757</u>
Total liabilities and fund balances	<u>\$ 23,722,180</u>	<u>\$ 19,293,924</u>	<u>\$ 43,016,104</u>

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales

Shown by Month of Sale, Year-to-Date

October 31, 2021



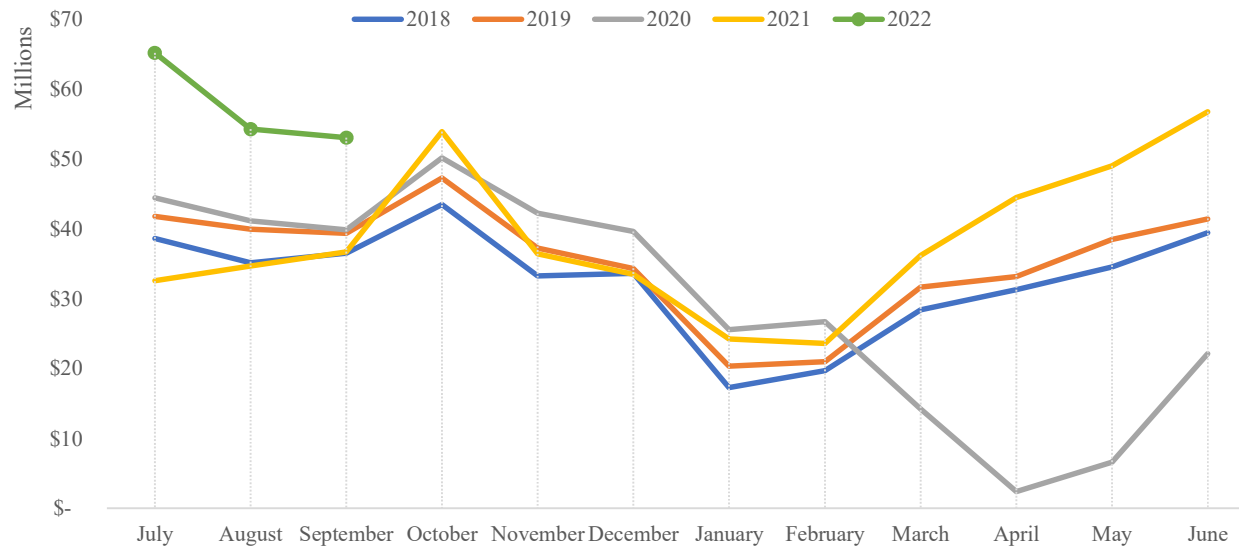
Month of lodging sales:	Current Year	Prior Year	(%) Change	YTD (%) Change	3% Over Prior Year	3-Year Average
July	\$ 65,161,963	\$ 32,547,111	100%	100%	\$ 33,523,525	\$ 39,555,784
August	54,266,873	34,663,339	57%	78%	35,703,239	38,564,848
September	53,014,937	36,683,164	45%	66%	37,783,659	38,626,462
October	-	53,870,769	-	-	55,486,892	50,430,547
November	-	36,407,948	-	-	37,500,187	38,612,899
December	-	33,504,228	-	-	34,509,355	35,790,730
January	-	24,212,981	-	-	24,939,371	23,373,837
February	-	23,577,105	-	-	24,284,418	23,752,913
March	-	36,200,146	-	-	37,286,151	27,348,756
April	-	44,431,592	-	-	45,764,539	26,658,362
May	-	48,976,074	-	-	50,445,357	31,354,946
June	-	56,741,082	-	-	58,443,315	40,087,708
Total revenues	\$172,443,774	\$ 461,815,541			\$475,670,007	\$414,157,791

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

History of Total Sales by Month

Shown by Month of Sale, Year-to-Date

October 31, 2021



	2018	2019	2020	2021	2022
Month of lodging sales:					
July	\$ 38,602,612	\$ 41,734,276	\$ 44,385,965	\$ 32,547,111	\$ 65,161,963
August	35,118,463	39,917,550	41,113,655	34,663,339	54,266,873
September	36,475,819	39,327,048	39,869,174	36,683,164	53,014,937
October	43,473,922	47,272,253	50,148,618	53,870,769	-
November	33,231,722	37,240,595	42,190,154	36,407,948	-
December	33,597,999	34,272,393	39,595,569	33,504,228	-
January	17,286,992	20,347,077	25,561,453	24,212,981	-
February	19,676,430	20,985,316	26,696,319	23,577,105	-
March	28,406,443	31,638,002	14,208,120	36,200,146	-
April	31,240,963	33,141,034	2,402,461	44,431,592	-
May	34,544,014	38,464,222	6,624,541	48,976,074	-
June	39,441,126	41,413,202	22,108,839	56,741,082	-
Total lodging sales	\$ 391,096,506	\$ 425,752,967	\$ 354,904,866	\$ 461,815,541	\$ 172,443,774

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales by Type

Shown by Month of Sale, Year-to-Date

October 31, 2021

Month of room sales:	Hotel/Motel				Vacation Rentals				Bed & Breakfast				Grand Totals			
	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	\$ 40,213,765	\$ 19,132,318	110.2%	110.2%	\$ 23,274,029	\$ 12,282,646	89.5%	89.5%	\$ 1,674,168	\$ 1,132,148	47.9%	47.9%	\$ 65,161,963	\$ 32,547,111	100.2%	100.2%
August	33,288,678	19,815,648	68.0%	88.7%	19,568,775	13,723,974	42.6%	64.7%	1,409,421	1,123,717	25.4%	36.7%	54,266,873	34,663,339	56.6%	77.7%
September	33,322,231	22,012,507	51.4%	75.2%	18,253,563	13,374,865	36.5%	55.1%	1,439,143	1,295,793	11.1%	27.3%	53,014,937	36,683,164	44.5%	66.0%
October	-	36,464,280	-	-	-	15,478,848	-	-	-	1,927,642	-	-	-	53,870,769	-	-
November	-	24,630,899	-	-	-	10,553,316	-	-	-	1,223,733	-	-	-	36,407,948	-	-
December	-	22,871,661	-	-	-	9,595,156	-	-	-	1,037,411	-	-	-	33,504,228	-	-
January	-	12,224,275	-	-	-	11,501,937	-	-	-	486,770	-	-	-	24,212,981	-	-
February	-	11,355,395	-	-	-	11,724,546	-	-	-	497,164	-	-	-	23,577,105	-	-
March	-	17,985,847	-	-	-	17,425,713	-	-	-	788,586	-	-	-	36,200,146	-	-
April	-	25,263,739	-	-	-	17,989,856	-	-	-	1,177,997	-	-	-	44,431,592	-	-
May	-	28,820,291	-	-	-	18,720,234	-	-	-	1,435,549	-	-	-	48,976,074	-	-
June	-	34,585,868	-	-	-	20,644,236	-	-	-	1,510,978	-	-	-	56,741,082	-	-
Total	\$ 106,824,674	\$ 275,162,728			\$ 61,096,368	\$ 173,015,327			\$ 4,522,732	\$ 13,637,487			\$ 172,443,774	\$ 461,815,541		

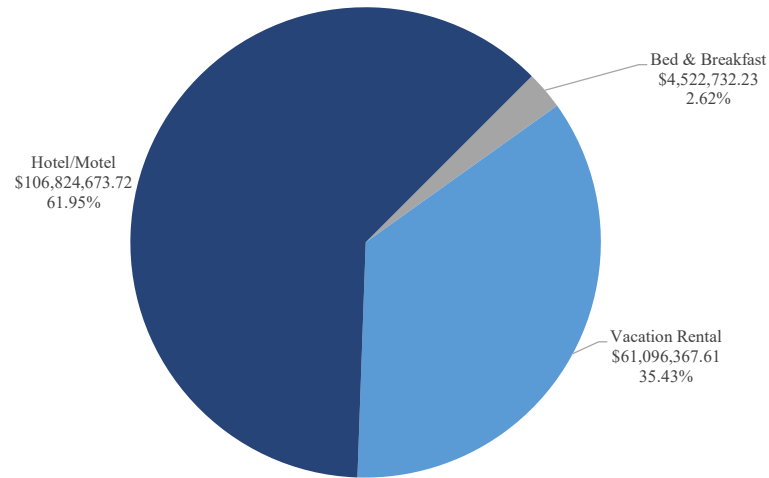
BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales by Type

Shown by Month of Sale, Year-to-Date

October 31, 2021

Total Lodging Sales by Type, Year-to-Date



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

