

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

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

Operating Fund, Budget and Actual

October 31, 2020

	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	\$11,135,293	\$ 1,598,161	\$ 4,565,021	\$ 6,570,272	41.0%	\$ 5,487,077	-16.8%
Investment income	-	-	66	(66)	-	84	-20.5%
Other income	-	63,210	68,464	(68,464)	-	(2,470)	-2871.9%
Total revenues	<u>11,135,293</u>	<u>1,661,371</u>	<u>4,633,551</u>	<u>6,501,742</u>	<u>41.6%</u>	<u>5,484,691</u>	<u>-15.5%</u>
Expenditures:							
Salaries and Benefits	2,545,163	112,015	612,223	1,932,940	24.1%	610,091	0.3%
Sales	881,277	60,803	193,742	687,535	22.0%	309,156	-37.3%
Marketing	11,390,551	196,462	980,412	10,410,139	8.6%	1,146,486	-14.5%
Public Affairs	88,519	8,729	14,982	73,537	16.9%	6,626	126.1%
Administration & Facilities	670,684	73,193	218,315	452,369	32.6%	167,978	30.0%
Events/Festivals/Sponsorships	100,000	(2,036)	(163)	100,163	-0.2%	46,601	-100.3%
Total expenditures	<u>15,676,194</u>	<u>449,165</u>	<u>2,019,512</u>	<u>13,656,682</u>	<u>12.9%</u>	<u>2,286,938</u>	<u>-11.7%</u>
Revenues over (under) expenditures	<u>(4,540,901)</u>	<u>1,212,206</u>	<u>2,614,039</u>			<u>\$ 3,197,753</u>	<u>-18.3%</u>
Other Financing Sources:							
Carried over earned income	<u>100,000</u>	<u>-</u>	<u>-</u>				
Total other financing sources	<u>100,000</u>	<u>-</u>	<u>-</u>				
Net change in fund balance	<u>\$ (4,440,901)</u>	<u>\$ 1,212,206</u>	<u>2,614,039</u>				
Fund balance, beginning of year			<u>12,465,092</u>				
Fund balance, end of month			<u>\$15,079,131</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 \$3,711,764 for FY21.

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Revenue Summary

October 31, 2020

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	\$ 1,390,343	\$ 1,946,888	-29%	\$ 1,390,343	\$ 1,946,888	-29%	\$ 463,448	\$ 648,963	-29%	\$ 463,448	\$ 648,963	-29%
August	1,576,516	1,803,567	-13%	2,966,859	3,750,455	-21%	525,505	\$ 601,189	-13%	988,953	1,250,152	-21%
September	1,598,161	1,736,622	-8%	4,565,021	5,487,077	-17%	532,720	\$ 578,874	-8%	1,521,674	1,829,026	-17%
October	-	2,206,323	-	-	7,693,400	-	-	\$ 687,320	-	-	2,516,346	-
November	-	1,771,151	-	-	9,464,551	-	-	\$ 590,384	-	-	3,106,729	-
December	-	1,780,020	-	-	11,244,571	-	-	\$ 593,340	-	-	3,700,069	-
January	-	1,115,364	-	-	12,359,935	-	-	\$ 371,788	-	-	4,071,857	-
February	-	1,043,672	-	-	13,403,607	-	-	\$ 347,891	-	-	4,419,748	-
March	-	504,135	-	-	13,907,742	-	-	\$ 168,045	-	-	4,587,793	-
April	-	117,789	-	-	14,025,531	-	-	\$ 39,263	-	-	4,627,056	-
May	-	383,262	-	-	14,408,792	-	-	\$ 127,754	-	-	4,754,810	-
June	-	943,662	-	-	15,352,455	-	-	\$ 314,554	-	-	5,069,364	-
Total revenues	<u>\$ 4,565,021</u>	<u>\$ 15,352,455</u>		<u>\$ 4,565,021</u>	<u>\$ 15,352,455</u>		<u>\$1,521,674</u>	<u>\$5,069,364</u>		<u>\$1,521,674</u>	<u>\$5,069,364</u>	

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Product Development Fund Summary

October 31, 2020

	Budget	Life to Date Actuals	Remaining Budget	(%) Budget Used
Revenues:				
Occupancy Tax	\$27,203,000	\$ 27,751,736	\$ (548,736)	102.0%
Investment Income	-	1,229,353	(1,229,353)	0.0%
Total revenues	<u>27,203,000</u>	<u>28,981,088</u>	<u>(1,778,088)</u>	<u>106.5%</u>
Expenditures:				
Product development fund projects:				
2009 Asheville Art Museum (Museum Expansion)	\$ 500,000	\$ 500,000	-	100%
2012 Montford Park Players (Welcome Facility & Amphitheatre Renovations)	125,000	-	125,000	-
2014 City of Asheville (Riverfront Destination Development 1.0)	7,100,000	3,300,000	3,800,000	46.5%
2016 Asheville Community Theatre (Theatre Expansion & Renovation)	1,000,000	430,000	570,000	43.0%
2016 City of Asheville (U.S. Cellular Center - Theatre Creation & Meeting Room Conversion)	1,500,000	1,500,000	-	100.0%
2016 Diana Wortham Theatre (The Wortham Center)	700,000	700,000	-	100.0%
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	-	800,000	-
2018 LEAF Community Arts (LEAF Global Arts Center)	705,000	705,000	-	100.0%
2018 NC Arboretum Society (Garden Lighting & Parking Enhancements)	905,000	684,180	220,820	75.6%
2018 River Front Development Group (African-American Heritage Museum at Stephens)	100,000	-	100,000	-
Tourism Jobs Recovery Fund	5,000,000	5,000,000	-	100.0%
Total product development projects	<u>26,685,000</u>	<u>12,819,180</u>	<u>13,865,820</u>	<u>48.0%</u>
Product development fund administration	518,000	330,449	187,551	63.8%
Total product development fund	<u>\$27,203,000</u>	<u>\$ 13,149,629</u>	<u>\$14,053,371</u>	<u>48.3%</u>
Product Development Funds Available for Future Grants				
Total Net Assets		\$ 15,831,459		
Less: Liabilities/Outstanding Grants		(13,865,820)		
Less: Unspent Admin Budget (Current Year)		(187,551)		
Current Product Development Amount Available		<u>\$ 1,778,089</u>		

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Balance Sheet

Governmental Funds

October 31, 2020

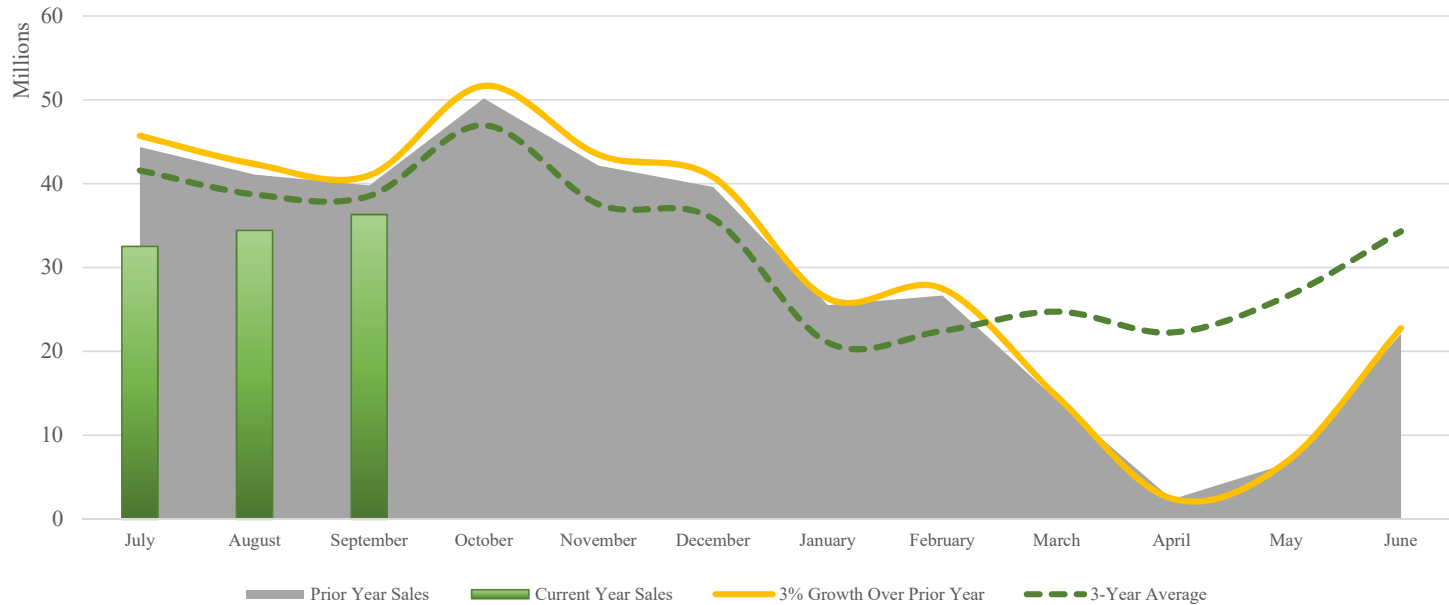
	Operating Fund	Product Development Fund	Total
Assets:			
Current assets:			
Cash and investments	\$ 15,164,901	\$ 15,831,459	\$ 30,996,360
Receivables	-	-	-
Total current assets	<u>\$ 15,164,901</u>	<u>\$ 15,831,459</u>	<u>30,996,360</u>
Liabilities:			
Current liabilities:			
Accounts payable	\$ 30,820	\$ -	\$ 30,820
Future events payable	54,950	\$ 13,865,820	\$ 13,920,770
Total current liabilities	<u>85,770</u>	<u>\$ 13,865,820</u>	<u>\$ 13,951,590</u>
-			
Fund Balances:			
Restricted for product development fund	-	1,965,640	1,965,640
Committed for event support program	58,807	-	58,807
State Required Contingency	890,823	-	890,823
Designated Contingency	4,191,257	-	4,191,257
Undesignated (cash flow)	9,938,243	-	9,938,243
Total fund balances	<u>15,079,131</u>	<u>1,965,639</u>	<u>17,044,771</u>
Total liabilities and fund balances	<u>\$15,164,901</u>	<u>\$ 15,831,459</u>	<u>\$ 30,996,360</u>

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Room Sales

Shown by Month of Sale, Year-to-Date

October 31, 2020



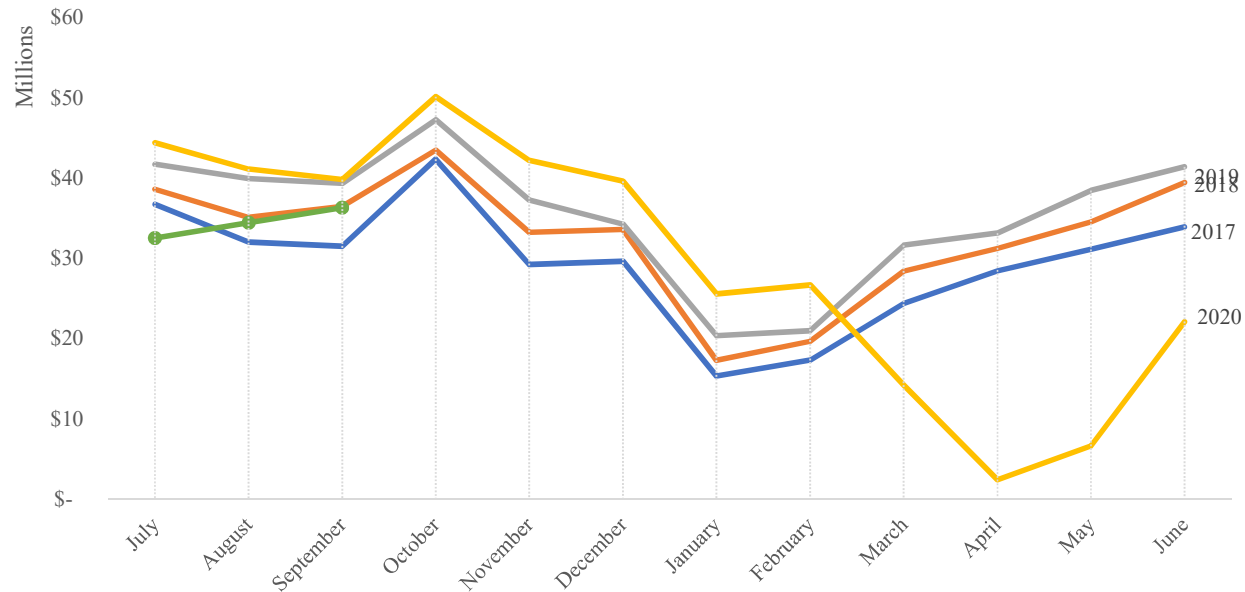
Month of room sales:	Current Year	Prior Year	(%) Change	YTD (%) Change	3% Over Prior Year	3-Year Average
July	\$ 32,532,421	\$ 44,385,587	-27%	-27%	\$ 45,717,154	\$ 41,574,158
August	34,423,910	41,115,834	-16%	-22%	42,349,309	38,717,282
September	36,323,991	39,796,041	-9%	-18%	40,989,923	38,532,969
October	-	50,150,018	-	-	51,654,518	46,965,398
November	-	42,191,421	-	-	43,457,164	37,554,580
December	-	39,601,095	-	-	40,789,128	35,823,829
January	-	25,560,608	-	-	26,327,426	21,064,892
February	-	26,696,605	-	-	27,497,503	22,452,784
March	-	14,205,993	-	-	14,632,173	24,750,146
April	-	2,402,461	-	-	2,474,535	22,261,486
May	-	6,622,714	-	-	6,821,396	26,543,593
June	-	22,108,652	-	-	22,771,912	34,320,977
Total revenues	\$103,280,322	\$ 354,837,030			\$365,482,141	\$390,562,094

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

History of Total Sales by Month

Shown by Month of Sale, Year-to-Date

October 31, 2020



	2017	2018	2019	2020	2021
Month of room sales:					
July	\$ 36,734,684	\$ 38,602,612	\$ 41,734,276	\$ 44,385,587	\$ 32,532,421
August	32,040,330	35,118,463	39,917,550	41,115,834	34,423,910
September	31,498,527	36,475,819	39,327,048	39,796,041	36,323,991
October	42,361,030	43,473,922	47,272,253	50,150,018	-
November	29,254,904	33,231,722	37,240,595	42,191,421	-
December	29,615,696	33,597,999	34,272,393	39,601,095	-
January	15,323,999	17,286,992	20,347,077	25,560,608	-
February	17,323,590	19,676,430	20,985,316	26,696,605	-
March	24,352,927	28,406,443	31,638,002	14,205,993	-
April	28,444,541	31,240,963	33,141,034	2,402,461	-
May	31,113,327	34,544,014	38,464,050	6,622,714	-
June	33,898,766	39,441,126	41,413,153	22,108,652	-
Total room sales	\$351,962,319	\$ 391,096,506	\$ 425,752,745	\$ 354,837,030	\$ 103,280,322

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Room Sales

Shown by Month of Sale, Year-to-Date

October 31, 2020

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	\$ 19,132,318	\$ 33,587,325	-43.0%	-43.0%	\$ 12,267,955	\$ 9,341,842	31.3%	31.3%	\$ 1,132,148	\$ 1,456,420	-22.3%	-22.3%	\$ 32,532,421	\$ 44,385,587	-26.7%
August	19,595,328	31,112,092	-37.0%	-40.1%	13,704,865	8,700,393	57.5%	44.0%	1,123,717	1,303,349	-13.8%	-18.3%	34,423,910	41,115,834	-16.3%	-21.7%
September	21,758,203	29,886,060	-27.2%	-36.1%	13,269,995	8,565,095	54.9%	47.5%	1,295,793	1,344,887	-3.7%	-13.5%	36,323,991	39,796,041	-8.7%	-17.6%
October	-	39,606,607	-	-	-	8,717,244	-	-	-	1,826,166	-	-	-	50,150,018	-	-
November	-	32,892,802	-	-	-	7,959,792	-	-	-	1,338,827	-	-	-	42,191,421	-	-
December	-	30,545,959	-	-	-	7,889,835	-	-	-	1,165,301	-	-	-	39,601,095	-	-
January	-	16,067,073	-	-	-	8,952,454	-	-	-	541,081	-	-	-	25,560,608	-	-
February	-	17,832,201	-	-	-	8,241,354	-	-	-	623,049	-	-	-	26,696,605	-	-
March	-	11,867,918	-	-	-	1,890,849	-	-	-	447,226	-	-	-	14,205,993	-	-
April	-	2,109,282	-	-	-	286,146	-	-	-	7,034	-	-	-	2,402,461	-	-
May	-	4,523,980	-	-	-	1,923,866	-	-	-	174,869	-	-	-	6,622,714	-	-
June	-	11,770,482	-	-	-	9,656,956	-	-	-	681,214	-	-	-	22,108,652	-	-
Total	\$ 60,485,849	\$ 261,801,781			\$ 39,242,816	\$ 82,125,826			\$ 3,551,658	\$ 10,909,423			\$ 103,280,322	\$ 354,837,030		

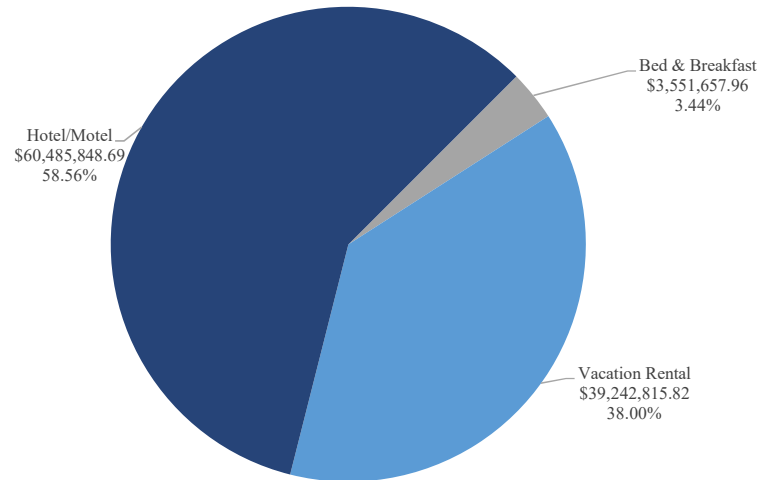
BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Room Sales by Category

Shown by Month of Sale, Year-to-Date

October 31, 2020

Total Room Sales by Category, Year-to-Date



Year-to-Date Room Sales by Individual Category, Compared to Prior Year

