

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY
Monthly Statement of Revenues, Expenditures, and Changes in Fund Balance
Operating Fund, Budget and Actual
 March 31, 2024

| | Current | Current Month | Year to Date | Budget | (%) | Prior Year | |
|------------------------------------|--------------------|---------------------|----------------------|-------------------|--------------|---------------------|----------------|
| | Budget | Actual | Actual | Remaining | Budget Used | Year to Date Actual | (%) Change |
| Revenues: | | | | | | | |
| Occupancy tax, gross | | \$ 1,387,890 | \$ 16,044,494 | | | 16,418,326 | -2.3% |
| Less: Collection Fee | | (71,093) | (804,635) | | | (207,791) | 287.2% |
| Occupancy tax, net | \$ 25,000,000 | 1,316,797 | 15,239,859 | 9,760,141 | 61.0% | 16,210,535 | -6.0% |
| Investment income | - | 2,027 | 16,524 | (16,524) | - | 18,696 | -11.6% |
| Other income | - | 290 | 22,003 | (22,003) | - | 12,803 | 71.9% |
| Earned revenue | - | - | - | - | - | - | - |
| Total revenues | <u>25,000,000</u> | <u>1,319,114</u> | <u>15,278,386</u> | <u>9,721,614</u> | <u>61.1%</u> | <u>16,242,034</u> | <u>-5.9%</u> |
| Expenditures: | | | | | | | |
| Salaries and Benefits | 4,102,000 | 285,262 | 2,545,519 | 1,556,481 | 62.1% | 1,859,371 | 36.9% |
| Business Development | 2,122,000 | 191,335 | 1,018,663 | 1,103,337 | 48.0% | 1,102,769 | -7.6% |
| Marketing | 20,830,000 | 1,748,142 | 10,768,713 | 10,061,287 | 51.7% | 8,204,250 | 31.3% |
| Partnership & Destination Mgmt | 548,000 | 14,097 | 250,485 | 297,515 | 45.7% | 99,625 | 151.4% |
| Administration & Facilities | 1,250,000 | 62,865 | 769,784 | 480,216 | 61.6% | 690,220 | 11.5% |
| Events/Festivals/Sponsorships | - | - | - | - | - | 3,979 | -100.0% |
| Total expenditures | <u>28,852,000</u> | <u>2,301,701</u> | <u>15,353,164</u> | <u>13,498,836</u> | <u>53.2%</u> | <u>11,960,214</u> | <u>28.4%</u> |
| Revenues over (under) expenditures | <u>(3,852,000)</u> | <u>(982,587)</u> | <u>(74,778)</u> | | | <u>\$ 4,281,820</u> | <u>-101.7%</u> |
| Other Financing Sources: | | | | | | | |
| Appropriated Fund Balance | <u>3,852,000</u> | <u>-</u> | <u>-</u> | | | | |
| Total other financing sources | <u>3,852,000</u> | <u>-</u> | <u>-</u> | | | | |
| Net change in fund balance | <u>\$ -</u> | <u>\$ (982,587)</u> | <u>\$ (74,778)</u> | | | | |
| Fund balance, beginning of year | | | <u>27,137,064</u> | | | | |
| Fund balance, end of month | | | <u>\$ 27,062,286</u> | | | | |

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.

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY
Monthly Statement of Revenues, Expenditures, and Changes in Fund Balance
Earned Revenue Fund, Budget and Actual
 March 31, 2024

| | Current | Current Month | Year to Date | Budget | (%) | Prior Year | |
|------------------------------------|----------|---------------|--------------|-----------|-------------|--------------|---------|
| | Budget | Actual | Actual | Remaining | Budget Used | Year to Date | (%) |
| | | | | | | Actual | Change |
| Revenues: | | | | | | | |
| Earned revenue | 216,400 | 297 | 123,807 | 92,593 | 57.2% | 140,090 | -11.6% |
| Total revenues | 216,400 | 297 | 123,807 | 92,593 | 57.2% | 140,090 | -11.6% |
| Expenditures: | | | | | | | |
| Events/Festivals/Sponsorships | 250,000 | - | (3,982) | 253,982 | -1.6% | 129,750 | -103.1% |
| Total expenditures | 250,000 | - | (3,982) | 253,982 | -1.6% | 129,750 | -103.1% |
| Revenues over (under) expenditures | (33,600) | 297 | 127,789 | | | \$ 10,340 | 1135.9% |
| Other Financing Sources | | | | | | | |
| Carried over earned income | 33,600 | - | - | | | | |
| Total other financing sources | 33,600 | - | - | | | | |
| Net change in fund balance | \$ - | \$ 297 | \$ 127,789 | | | | |
| Fund balance, beginning of year | | | 92,977 | | | | |
| Fund balance, end of month | | | \$ 220,766 | | | | |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Occupancy Tax Revenue Summary

March 31, 2024

| Month of room sales: | Operating Fund | | | | | | Tourism Product Development Fund | | | | | |
|----------------------|----------------------|----------------------|------------|-------------------------|----------------------|------------|----------------------------------|---------------------|------------|-------------------------|---------------------|------------|
| | By Month | | | Cumulative Year-to-Date | | | By Month | | | Cumulative Year-to-Date | | |
| | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change |
| July | \$ 2,180,683 | \$ 2,449,683 | -11% | \$ 2,180,683 | \$ 2,449,683 | -11% | \$ 537,034 | \$ 603,280 | -11% | \$ 537,034 | \$ 603,280 | -11% |
| 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 | 1,316,797 | 1,301,348 | 1% | 15,239,858 | 16,210,536 | -6% | 324,286 | 320,481 | 1% | 3,753,099 | 3,992,146 | -6% |
| 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 | <u>\$ 15,239,858</u> | <u>\$ 24,053,381</u> | | <u>\$ 15,239,858</u> | <u>\$ 24,053,381</u> | | <u>\$ 3,753,099</u> | <u>\$ 5,923,592</u> | | <u>\$ 3,753,099</u> | <u>\$ 5,923,592</u> | |

| Month of room sales: | Legacy Investment from Tourism Fund | | | | | | Total Revenue Summary | | | | | |
|----------------------|-------------------------------------|---------------------|------------|-------------------------|---------------------|------------|-----------------------|----------------------|------------|-------------------------|----------------------|------------|
| | By Month | | | Cumulative Year-to-Date | | | By Month | | | Cumulative Year-to-Date | | |
| | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change | Current Year | Prior 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 | 324,286 | 320,481 | 1% | 3,753,099 | 3,992,146 | -6% | 1,965,369 | \$ 1,942,310 | 1% | 22,746,056 | 24,194,828 | -6% |
| 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 | <u>\$ 3,753,099</u> | <u>\$ 5,923,593</u> | | <u>\$ 3,753,099</u> | <u>\$ 5,923,593</u> | | <u>\$ 22,746,056</u> | <u>\$ 35,900,566</u> | | <u>\$ 22,746,056</u> | <u>\$ 35,900,566</u> | |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Occupancy Tax Collection Fee Summary

March 31, 2024

| Month of room sales: | All Funds, By Month | | | | | | | | |
|-------------------------|------------------------------|----------------------|---------------|-----------------------|---------------------|---------------|----------------------------|----------------------|---------------|
| | Occupancy Tax Revenue, Gross | | | Collection Fee | | | Occupancy Tax Revenue, Net | | |
| | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change |
| 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 | 106,109 | 1,972,022 | -95% | (106,109) | (29,712) | 257% | - | 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 | <u>\$ 21,981,635</u> | <u>\$ 36,448,239</u> | | <u>\$ (1,200,948)</u> | <u>\$ (547,672)</u> | | <u>\$20,780,687</u> | <u>\$ 35,900,567</u> | |

| Month of room sales: | All Funds, Cumulative Year-to-Date | | | | | | | | |
|-------------------------|------------------------------------|----------------------|---------------|-----------------------|---------------------|---------------|----------------------------|----------------------|---------------|
| | Occupancy Tax Revenue, Gross | | | Collection Fee | | | Occupancy Tax Revenue, Net | | |
| | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change | Current Year | Prior Year | (%) Change |
| 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 | 21,981,635 | 24,564,007 | -11% | (1,200,948) | (369,179) | 225% | - | 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 | - |
| Total | <u>\$ 21,981,635</u> | <u>\$ 36,448,239</u> | | <u>\$ (1,200,948)</u> | <u>\$ (547,672)</u> | | <u>\$20,780,687</u> | <u>\$ 35,900,567</u> | |

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 one and one-half percent (1.5%).

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY
 Monthly Product Development Fund Summary

March 31, 2024

| | Budget | Life to Date Actuals | Remaining Budget | (%) Budget Used |
|--|----------------------|-------------------------|----------------------|--------------------|
| Revenues: | | | | |
| Occupancy Tax | \$ 32,624,185 | \$ 34,483,039 | \$ (1,858,854) | 105.7% |
| Investment Income | - | 4,586,271 | (4,586,271) | 0.0% |
| Total revenues | <u>32,624,185</u> | <u>39,069,310</u> | <u>(6,445,125)</u> | <u>119.8%</u> |
| 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 I | 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 i | 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 | <u>32,052,985</u> | <u>4,889,033</u> | <u>27,163,952</u> | <u>15.3%</u> |
| Product development fund administration | <u>571,200</u> | <u>18,932</u> | <u>552,268</u> | <u>3.3%</u> |
| Total product development fund | <u>\$ 32,624,185</u> | <u>\$ 4,907,965</u> | <u>\$ 27,716,220</u> | <u>15.0%</u> |
| Product Development Funds Available for Future Grants | | | | |
| Total Net Assets | | \$ 34,161,345 | | |
| Less: Liabilities/Outstanding Grants | | (27,163,952) | | |
| Less: Unspent Admin Budget (Current Year) | | (552,268) | | |
| Current Product Development Amount Available | | <u>\$ 6,445,125</u> | | |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Legacy Investment from Tourism Fund

March 31, 2024

| | Budget | Life to Date Actuals | Remaining Budget | (%) Budget Used |
|---|--------------------------|----------------------------|--------------------------|--------------------|
| Revenues: | | | | |
| Occupancy Tax | \$ 339,560 | \$ 9,676,693 | \$ (9,337,133) | 2849.8% |
| Investment Income | - | 651,770 | (651,770) | 0.0% |
| Total revenues | <u>339,560</u> | <u>10,328,462.79</u> | <u>(9,988,903)</u> | <u>3041.7%</u> |
| Expenditures: | | | | |
| LIFT projects: | | | | |
| | - | - | - | - |
| | - | - | - | - |
| Total LIFT projects | <u>-</u> | <u>-</u> | <u>-</u> | <u>-</u> |
| LIFT fund administration | <u>339,560</u> | <u>142,608</u> | <u>196,952</u> | <u>42%</u> |
| Total LIFT fund | <u><u>\$ 339,560</u></u> | <u><u>\$ 142,608</u></u> | <u><u>\$ 196,952</u></u> | <u><u>42%</u></u> |
| Legacy Investment from Tourism Funds Available for Future Grants | | | | |
| Total Net Assets | | \$ 10,185,855 | | |
| Less: Liabilities/Outstanding Grants | | - | | |
| Less: Unspent Admin Budget (Current Year) | | <u>(196,952)</u> | | |
| Current LIFT Fund Amount Available | | <u><u>\$ 9,988,903</u></u> | | |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Balance Sheet

Governmental Funds

March 31, 2024

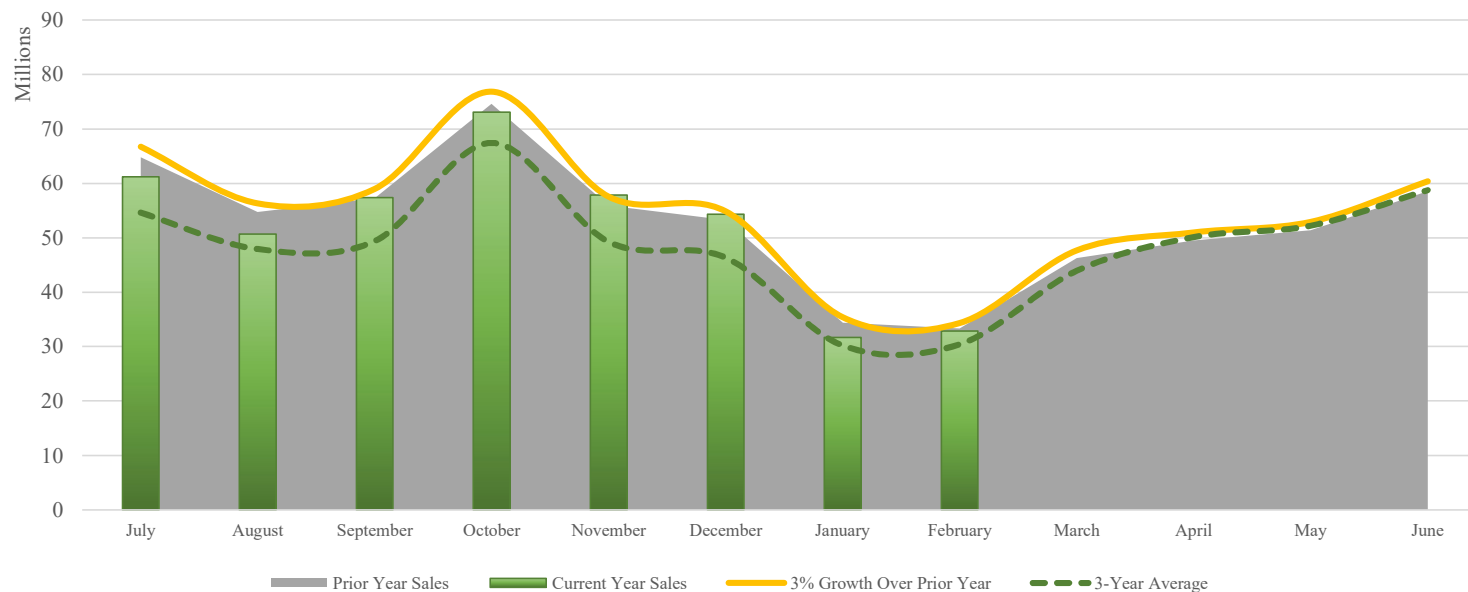
| | Operating Fund | Earned Revenue Fund | Tourism Product Development Fund | Legacy Investment from Tourism Fund | Total |
|-------------------------------------|-------------------|---------------------|----------------------------------|-------------------------------------|----------------------|
| Assets: | | | | | |
| Current assets: | | | | | |
| Cash and investments | \$27,249,518 | \$ 256,616 | \$ 34,161,345 | \$ 10,185,855 | \$ 71,853,333 |
| Receivables | - | - | - | - | - |
| Total current assets | <u>27,249,518</u> | <u>256,616</u> | <u>34,161,345</u> | <u>10,185,855</u> | <u>71,853,333</u> |
| Liabilities: | | | | | |
| Current liabilities: | | | | | |
| Accounts payable | 96,330 | - | - | - | 96,330 |
| Future events payable | 90,900 | 35,850 | 27,163,952 | - | 27,290,702 |
| Total current liabilities | <u>187,230</u> | <u>35,850</u> | <u>27,163,952</u> | <u>-</u> | <u>27,387,032</u> |
| Fund Balances: | | | | | |
| Restricted for TPDF | - | - | 6,997,393 | - | 6,997,393 |
| Restricted for LIFT fund | - | - | - | 10,185,855 | 10,185,855 |
| State Required Contingency | 2,000,000 | - | - | - | 2,000,000 |
| Designated Contingency | 14,425,999 | - | - | - | 14,425,999 |
| Undesignated (cash flow) | 10,636,289 | 220,766 | - | - | 10,857,055 |
| Total fund balances | <u>27,062,288</u> | <u>220,766</u> | <u>6,997,393</u> | <u>10,185,855</u> | <u>44,466,301</u> |
| Total liabilities and fund balances | <u>27,249,518</u> | <u>\$ 256,616</u> | <u>\$ 34,161,345</u> | <u>\$ 10,185,855</u> | <u>\$ 71,853,333</u> |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales

Shown by Month of Sale, Year-to-Date

March 31, 2024



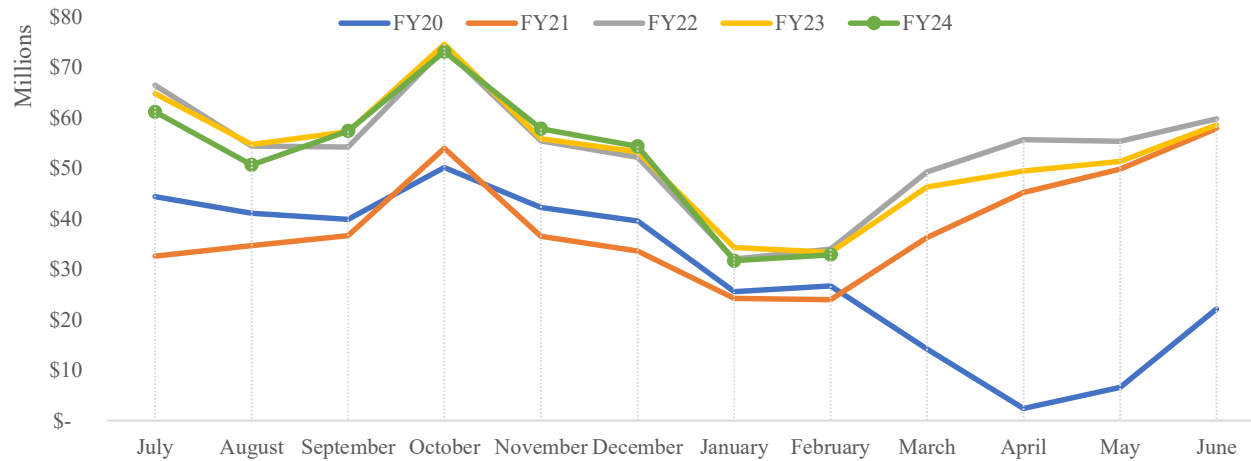
| Month of lodging sales: | Current Year | Prior Year | (%) Change | YTD (%) Change | 3% Over Prior Year | 3-Year Average |
|-------------------------|-----------------------|-----------------------|------------|----------------|----------------------|----------------------|
| July | \$ 61,187,216 | \$ 64,793,944 | -6% | -6% | \$ 66,737,762 | \$ 54,604,010 |
| August | 50,686,876 | 54,692,346 | -7% | -6% | 56,333,117 | 47,922,718 |
| September | 57,391,395 | 57,239,527 | 0% | -4% | 58,956,713 | 49,386,630 |
| October | 73,089,012 | 74,593,066 | -2% | -4% | 76,830,857 | 67,418,788 |
| November | 57,846,491 | 55,872,110 | 4% | -2% | 57,548,274 | 49,240,331 |
| December | 54,336,933 | 53,239,883 | 2% | -2% | 54,837,079 | 46,336,030 |
| January | 31,664,668 | 34,345,428 | -8% | -2% | 35,375,791 | 30,209,420 |
| February | 32,853,825 | 33,351,492 | -1% | -2% | 34,352,037 | 30,425,563 |
| March | - | 46,284,344 | - | - | 47,672,874 | 43,921,917 |
| April | - | 49,466,111 | - | - | 50,950,094 | 50,116,648 |
| May | - | 51,392,993 | - | - | 52,934,782 | 52,201,670 |
| June | - | 58,587,180 | - | - | 60,344,795 | 58,742,872 |
| Annual Total | <u>\$419,056,417</u> | <u>\$ 633,858,423</u> | | | <u>\$652,874,176</u> | <u>\$580,526,597</u> |
| Cumulative Year To Date | <u>\$ 419,056,417</u> | <u>\$ 360,430,876</u> | | | | |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

History of Total Sales by Month

Shown by Month of Sale, Year-to-Date

March 31, 2024



| | FY20 | FY21 | FY22 | FY23 | FY24 |
|--------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Month of lodging sales: | | | | | |
| July | \$ 44,385,965 | \$ 32,547,111 | \$ 66,470,974 | \$ 64,793,944 | \$ 61,187,216 |
| August | 41,113,655 | 34,663,339 | 54,412,470 | 54,692,346 | 50,686,876 |
| September | 39,869,174 | 36,683,164 | 54,237,200 | 57,239,527 | 57,391,395 |
| October | 50,148,618 | 53,914,047 | 73,749,252 | 74,593,066 | 73,089,012 |
| November | 42,190,154 | 36,458,675 | 55,390,208 | 55,872,110 | 57,846,491 |
| December | 39,595,569 | 33,578,528 | 52,189,677 | 53,239,883 | 54,336,933 |
| January | 25,561,453 | 24,245,119 | 32,037,713 | 34,345,428 | 31,664,668 |
| February | 26,696,319 | 23,933,141 | 33,992,055 | 33,351,492 | 32,853,825 |
| March | 14,208,120 | 36,243,884 | 49,237,522 | 46,284,344 | - |
| April | 2,402,461 | 45,171,098 | 55,712,735 | 49,466,111 | - |
| May | 6,624,541 | 49,864,809 | 55,347,208 | 51,392,993 | - |
| June | 22,108,839 | 57,868,695 | 59,772,742 | 58,587,180 | - |
| Total lodging sales | \$ 354,904,866 | \$ 465,171,612 | \$ 642,549,756 | \$ 633,858,423 | \$ 419,056,417 |
| Cumulative Year To Date | \$ 257,303,134 | \$ 227,844,865 | \$ 356,449,781 | \$ 360,430,876 | \$ 419,056,417 |

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales by Type

Shown by Month of Sale, Year-to-Date

March 31, 2024

| 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 | \$ 36,151,332 | \$ 38,479,968 | -6.1% | -6.1% | \$ 23,917,869 | \$ 24,895,873 | -3.9% | -3.9% | \$ 1,118,015 | \$ 1,418,102 | -21.2% | -21.2% | \$ 61,187,216 | \$ 64,793,944 | -5.6% | -5.6% |
| August | 31,657,013 | 32,640,866 | -3.0% | -4.7% | 18,080,917 | 20,930,596 | -13.6% | -8.4% | 948,946 | 1,120,885 | -15.3% | -18.6% | 50,686,876 | 54,692,346 | -7.3% | -6.4% |
| September | 35,967,394 | 36,154,263 | -0.5% | -3.3% | 20,269,676 | 19,751,254 | 2.6% | -5.0% | 1,154,325 | 1,334,010 | -13.5% | -16.8% | 57,391,395 | 57,239,527 | 0.3% | -4.2% |
| October | 48,354,028 | 49,526,518 | -2.4% | -3.0% | 23,096,003 | 23,162,880 | -0.3% | -3.8% | 1,638,981 | 1,903,668 | -13.9% | -15.9% | 73,089,012 | 74,593,066 | -2.0% | -3.6% |
| November | 35,770,522 | 36,409,635 | -1.8% | -2.7% | 20,990,368 | 18,216,731 | 15.2% | -0.6% | 1,085,601 | 1,245,744 | -12.9% | -15.3% | 57,846,491 | 55,872,110 | 3.5% | -2.3% |
| December | 36,064,099 | 35,732,202 | 0.9% | -2.2% | 17,295,796 | 16,449,683 | 5.1% | 0.2% | 977,038 | 1,057,998 | -7.7% | -14.3% | 54,336,933 | 53,239,883 | 2.1% | -1.6% |
| January | 15,038,111 | 17,421,646 | -13.7% | -3.0% | 16,253,508 | 16,477,670 | -1.4% | 0.0% | 373,050 | 446,112 | -16.4% | -14.4% | 31,664,668 | 34,345,428 | -7.8% | -2.2% |
| February | 17,124,378 | 18,042,813 | -5.1% | -3.1% | 15,212,075 | 14,817,723 | 2.7% | 0.3% | 517,371 | 490,957 | 5.4% | -13.4% | 32,853,825 | 33,351,492 | -1.5% | -2.1% |
| March | - | 27,366,159 | - | - | - | 18,114,278 | - | - | - | 803,907 | - | - | - | 46,284,344 | - | - |
| April | - | 30,413,085 | - | - | - | 17,964,354 | - | - | - | 1,088,671 | - | - | - | 49,466,111 | - | - |
| May | - | 32,121,296 | - | - | - | 18,106,673 | - | - | - | 1,165,024 | - | - | - | 51,392,993 | - | - |
| June | - | 35,832,347 | - | - | - | 21,580,605 | - | - | - | 1,174,228 | - | - | - | 58,587,180 | - | - |
| Total | \$ 256,126,878 | \$ 390,140,797 | | | \$ 155,116,213 | \$ 230,468,320 | | | \$ 7,813,327 | \$ 13,249,306 | | | \$ 419,056,417 | \$ 633,858,423 | | |
| Cumulative Year To Date | \$ 256,126,878 | \$ 228,943,451 | | | \$ 155,116,213 | \$ 123,407,017 | | | \$ 7,813,327 | \$ 8,080,407 | | | \$ 419,056,417 | \$ 360,430,876 | | |

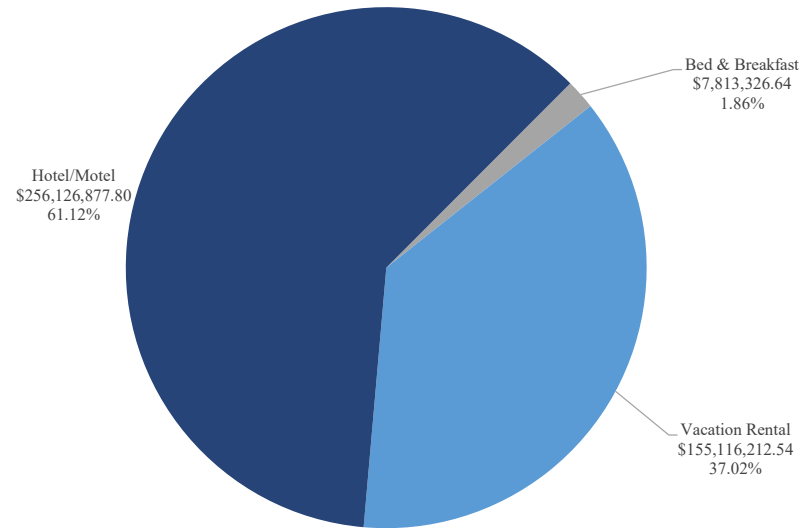
BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales by Type

Shown by Month of Sale, Year-to-Date

March 31, 2024

Total Lodging Sales by Type, Year-to-Date



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

