

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

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

Operating and Earned Revenue Funds, Budget and Actual

March 31, 2022

	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	\$ 1,561,811	\$ 18,146,773	\$ 2,222,917	89.1%	\$ 12,108,697	49.9%
Investment income	-	254	1,382	(1,382)	-	115	1105.7%
Other income	-	150,000	171,401	(171,401)	-	-	-
Earned revenue	150,000	537	108,823	41,177	72.5%	171,648	-36.6%
Total revenues	<u>20,519,690</u>	<u>1,712,602</u>	<u>18,428,379</u>	<u>2,091,311</u>	<u>89.8%</u>	<u>12,280,460</u>	<u>50.1%</u>
Expenditures:							
Salaries and Benefits	2,889,976	185,217	1,753,555	1,136,421	60.7%	1,538,695	14.0%
Sales	1,236,063	113,587	421,900	814,163	34.1%	361,208	16.8%
Marketing	15,321,893	610,277	5,315,087	10,006,806	34.7%	2,659,522	99.9%
Community Engagement	123,178	4,843	44,468	78,710	36.1%	24,444	81.9%
Administration & Facilities	798,580	75,284	481,153	317,427	60.3%	428,949	12.2%
Events/Festivals/Sponsorships	200,564	1,000	138,667	61,897	69.1%	66,287	109.2%
Total expenditures	<u>20,570,254</u>	<u>990,208</u>	<u>8,154,830</u>	<u>12,415,424</u>	<u>39.6%</u>	<u>5,079,105</u>	<u>60.6%</u>
Revenues over (under) expenditures	<u>(50,564)</u>	<u>722,394</u>	<u>10,273,549</u>			<u>\$ 7,201,355</u>	<u>42.7%</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>\$ 722,394</u>	<u>10,273,549</u>				
Fund balance, beginning of year			<u>19,776,549</u>				
Fund balance, end of month			<u>\$ 30,050,098</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

March 31, 2022

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	3,095,441	2,329,272	33%	10,513,092	6,894,292	52%	1,031,814	\$ 776,424	33%	3,504,364	2,298,097	52%
November	2,532,306	1,557,487	63%	13,045,398	8,451,779	54%	844,102	\$ 519,162	63%	4,348,466	2,817,260	54%
December	2,163,491	1,517,197	43%	15,208,889	9,968,976	53%	721,164	\$ 505,732	43%	5,069,630	3,322,992	53%
January	1,376,073	1,095,262	26%	16,584,963	11,064,238	50%	458,691	\$ 365,087	26%	5,528,321	3,688,079	50%
February	1,561,811	1,044,459	50%	18,146,773	12,108,697	50%	520,604	\$ 348,153	50%	6,048,924	4,036,232	50%
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>\$18,146,773</u>	<u>\$ 20,125,048</u>		<u>\$ 18,146,773</u>	<u>\$ 20,125,048</u>		<u>\$6,048,924</u>	<u>\$6,708,349</u>		<u>\$6,048,924</u>	<u>\$6,708,349</u>	

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Product Development Fund Summary

March 31, 2022

	Budget	Life to Date Actuals	Remaining Budget	(%) Budget Used
Revenues:				
Occupancy Tax	\$ 18,360,000	\$ 29,275,881	\$ (10,915,881)	159.5%
Investment Income	-	1,235,684	(1,235,684)	0.0%
Total revenues	<u>18,360,000</u>	<u>30,511,564</u>	<u>(12,151,564)</u>	<u>166.2%</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	21,853	478,147	4.4%
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>7,639,716</u>	<u>10,280,284</u>	<u>42.6%</u>
Product development fund administration	<u>440,000</u>	<u>74,132</u>	<u>365,868</u>	<u>16.8%</u>
Total product development fund	<u>\$ 18,360,000</u>	<u>\$ 7,713,848</u>	<u>\$ 10,646,152</u>	<u>42.0%</u>
Product Development Funds Available for Future Grants				
Total Net Assets		\$ 22,797,716		
Less: Liabilities/Outstanding Grants		(10,280,284)		
Less: Unspent Admin Budget (Current Year)		<u>(365,868)</u>		
Current Product Development Amount Available		<u>\$ 12,151,564</u>		

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Balance Sheet

Governmental Funds

March 31, 2022

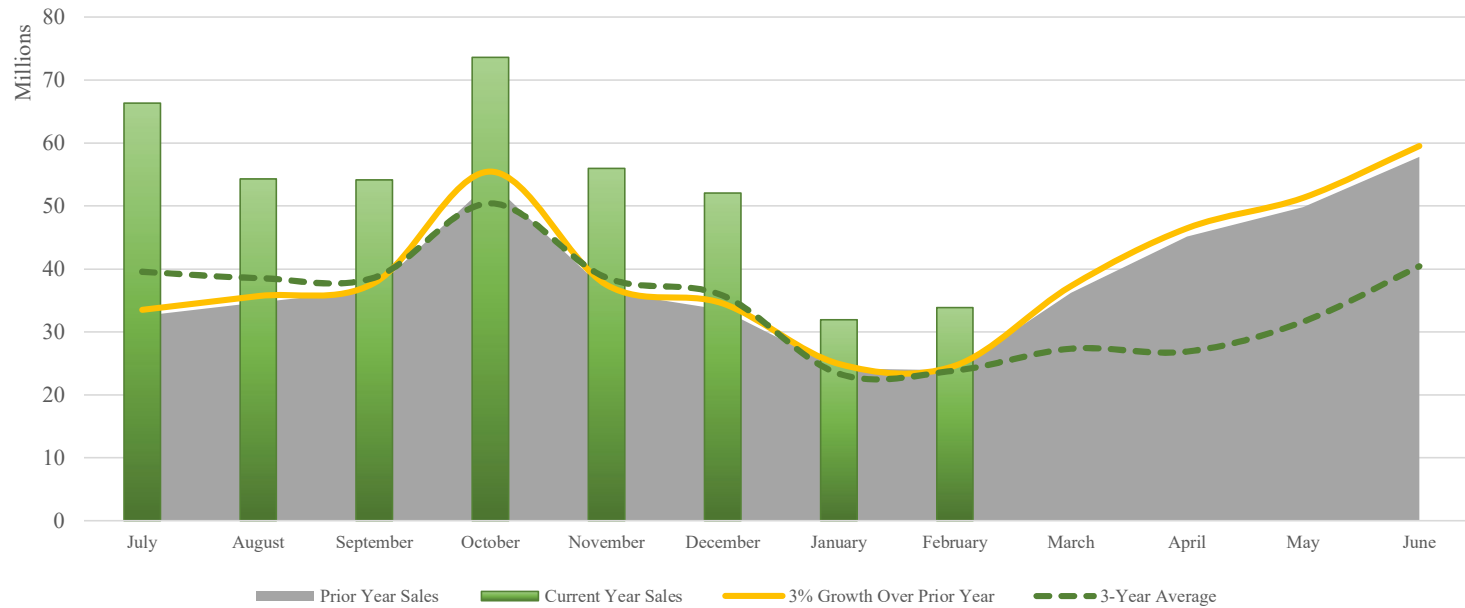
	Operating and Earned Revenue Funds	Product Development Fund	Total
Assets:			
Current assets:			
Cash and investments	\$ 30,225,831	\$ 22,797,716	\$ 53,023,547
Receivables	-	-	-
Total current assets	<u>\$ 30,225,831</u>	<u>\$ 22,797,716</u>	<u>53,023,547</u>
Liabilities:			
Current liabilities:			
Accounts payable	\$ 24,683	\$ -	\$ 24,683
Future events payable	151,050	\$ 10,280,284	\$ 10,431,334
Total current liabilities	<u>175,733</u>	<u>\$ 10,280,284</u>	<u>\$ 10,456,017</u>
-			
Fund Balances:			
Restricted for product development fund	-	12,517,432	12,517,432
Committed for event support program	62,447	-	62,447
State Required Contingency	1,629,575	-	1,629,575
Designated Contingency	10,184,845	-	10,184,845
Undesignated (cash flow)	18,173,231	-	18,173,231
Total fund balances	<u>30,050,098</u>	<u>12,517,432</u>	<u>42,567,530</u>
 Total liabilities and fund balances	 <u>\$ 30,225,831</u>	 <u>\$ 22,797,716</u>	 <u>\$ 53,023,547</u>

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales

Shown by Month of Sale, Year-to-Date

March 31, 2022



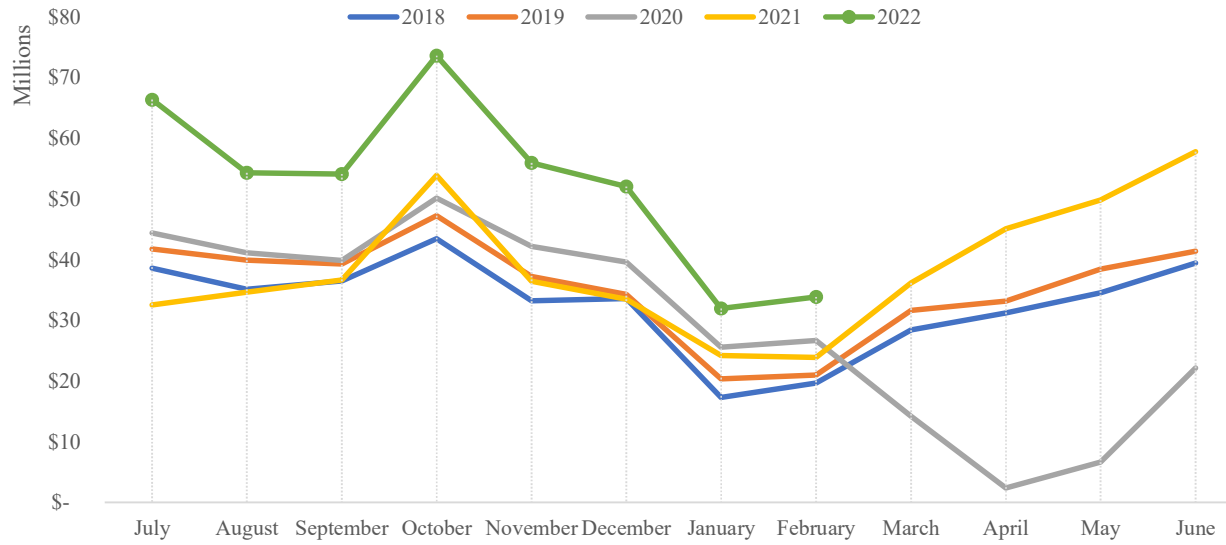
Month of lodging sales:	Current Year	Prior Year	(%) Change	YTD (%) Change	3% Over Prior Year	3-Year Average
July	\$ 66,338,842	\$ 32,547,111	104%	104%	\$ 33,523,525	\$ 39,555,784
August	54,302,310	34,663,339	57%	79%	35,703,239	38,564,848
September	54,137,605	36,683,164	48%	68%	37,783,659	38,626,462
October	73,617,711	53,870,769	37%	57%	55,486,892	50,430,547
November	55,972,165	36,407,948	54%	57%	37,500,187	38,612,899
December	52,062,819	33,504,228	55%	57%	34,509,355	35,790,730
January	31,949,032	24,212,981	32%	54%	24,939,371	23,373,837
February	33,882,331	23,905,633	42%	53%	24,622,802	23,862,423
March	-	36,200,146	-	-	37,286,151	27,348,756
April	-	45,127,533	-	-	46,481,359	26,890,343
May	-	49,824,646	-	-	51,319,385	31,637,803
June	-	57,792,994	-	-	59,526,784	40,438,345
Total revenues	\$422,262,814	\$ 464,740,494			\$478,682,709	\$415,132,776

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

History of Total Sales by Month

Shown by Month of Sale, Year-to-Date

March 31, 2022



	2018	2019	2020	2021	2022
Month of lodging sales:					
July	\$ 38,602,612	\$ 41,734,276	\$ 44,385,965	\$ 32,547,111	\$ 66,338,842
August	35,118,463	39,917,550	41,113,655	34,663,339	54,302,310
September	36,475,819	39,327,048	39,869,174	36,683,164	54,137,605
October	43,473,922	47,272,253	50,148,618	53,870,769	73,617,711
November	33,231,722	37,240,595	42,190,154	36,407,948	55,972,165
December	33,597,999	34,272,393	39,595,569	33,504,228	52,062,819
January	17,286,992	20,347,077	25,561,453	24,212,981	31,949,032
February	19,676,430	20,985,316	26,696,319	23,905,633	33,882,331
March	28,406,443	31,638,002	14,208,120	36,200,146	-
April	31,240,963	33,141,034	2,402,461	45,127,533	-
May	34,544,014	38,464,222	6,624,541	49,824,646	-
June	39,441,126	41,413,202	22,108,839	57,792,994	-
Total lodging sales	\$ 391,096,506	\$ 425,752,967	\$ 354,904,866	\$ 464,740,494	\$ 422,262,814

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales by Type

Shown by Month of Sale, Year-to-Date

March 31, 2022

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	\$ 41,364,569	\$ 19,132,318	116.2%	116.2%	\$ 23,292,383	\$ 12,282,646	89.6%	89.6%	\$ 1,681,890	\$ 1,132,148	48.6%	48.6%	\$ 66,338,842	\$ 32,547,111	103.8%	103.8%
August	33,288,678	19,815,648	68.0%	91.7%	19,599,745	13,723,974	42.8%	64.9%	1,413,887	1,123,717	25.8%	37.2%	54,302,310	34,663,339	56.7%	79.5%
September	34,410,077	22,012,507	56.3%	78.9%	18,288,385	13,374,865	36.7%	55.4%	1,439,143	1,295,793	11.1%	27.7%	54,137,605	36,683,164	47.6%	68.2%
October	49,777,745	36,464,280	36.5%	63.0%	21,743,236	15,478,848	40.5%	51.2%	2,096,730	1,927,642	8.8%	21.0%	73,617,711	53,870,769	36.7%	57.4%
November	36,931,580	24,630,899	49.9%	60.4%	17,557,454	10,553,316	66.4%	53.6%	1,483,131	1,223,733	21.2%	21.1%	55,972,165	36,407,948	53.7%	56.8%
December	34,591,966	22,871,661	51.2%	59.0%	16,220,224	9,595,156	69.0%	55.6%	1,250,628	1,037,411	20.6%	21.0%	52,062,819	33,504,228	55.4%	56.6%
January	15,401,453	12,224,275	26.0%	56.4%	16,048,348	11,501,937	39.5%	53.4%	499,232	486,770	2.6%	19.9%	31,949,032	24,212,981	32.0%	54.2%
February	17,587,944	11,683,923	50.5%	56.0%	15,506,649	11,724,546	32.3%	50.9%	787,738	497,164	58.4%	22.1%	33,882,331	23,905,633	41.7%	53.1%
March	-	17,985,847	-		-	17,425,713	-		-	788,586	-		-	36,200,146	-	
April	-	25,959,680	-		-	17,989,856	-		-	1,177,997	-		-	45,127,533	-	
May	-	29,663,713	-		-	18,720,234	-		-	1,440,698	-		-	49,824,646	-	
June	-	35,631,307	-		-	20,645,736	-		-	1,515,951	-		-	57,792,994	-	
Total	\$ 263,354,012	\$ 278,076,058			\$ 148,256,425	\$ 173,016,827			\$ 10,652,378	\$ 13,647,609			\$ 422,262,814	\$ 464,740,494		

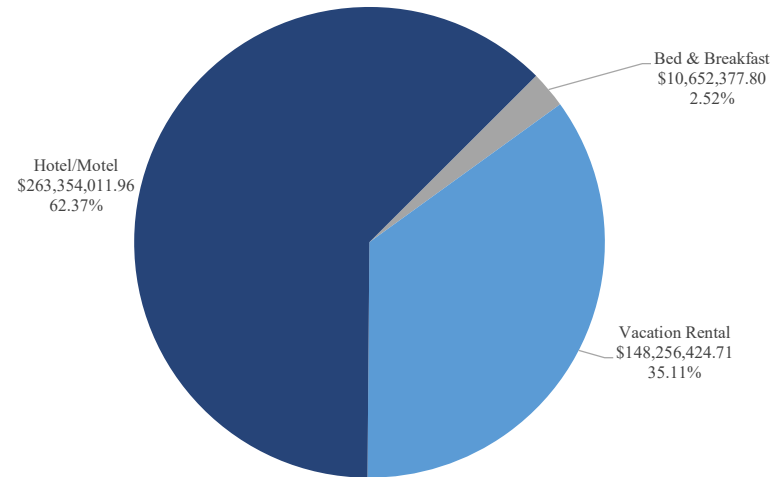
BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Total Lodging Sales by Type

Shown by Month of Sale, Year-to-Date

March 31, 2022

Total Lodging Sales by Type, Year-to-Date



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

