Explore ASHEVILLE
Buncombe County Tourism Development Authority

Buncombe County Tourism Development Authority
A Joint Meeting of the Public Authority and Nonprofit Corporation

Virtual Board Meeting

Thursday, April 2, 2020 | 9:00 a.m.
Via GoToWebinar due to COVID-19 Pandemic – Attending Public – Register Here

Agenda

9:00 a.m.	Call to Order the Joint Virtual Meeting of the BCTDA, Public Authority and BCTDA, Nonprofit Corporation	Gary Froeba
9:05 a.m.	Approval of 02.26.20 Meeting Minutes	Gary Froeba
9:10 a.m.	Financial Reports	
	a. February 2020 Financial Reports	Don Warn
	b. Penalty Waiver Request Update - Beaucatcher Motel	Don Warn
	c. FY 20 CliftonLarsonAllen Audit Contract	Don Warn
	d. Occupancy Tax Penalties Related to COVID-19	Don Warn
	e. Waiver of Advertising Revenues for ExploreAsheville.com	Stephanie Brown
	f. Budget Amendment – One Buncombe Initiative	Stephanie Brown
9:25 a.m.	President's Report	Stephanie Brown
	a. CVB Staff Recap	
	b. Destination Dashboard	
	c. Quick List	
	d. Other Updates	
9:35 a.m.	Tourism Product Development Fund Projects	
	a. YMI Cultural Center Contract Amendment Request	Pat Kappes
	b. Asheville Art Museum Contract Amendment Request	Pam Myers
	c. Asheville Art Museum Supplemental Request	Pam Myers
9:45 a.m.	Overview of COVID-19 Impacts & Responses	
	a. Marketing & Advertising Assessment & Short-term Response	Marla Tambellini
	b. Group Sales & Services Assessment	Dianna Pierce
	c. Tourism Partner Support	Pat Kappes
	d. Administration/Operations/Cashflow	Stephanie Brown
10:45 a.m.	Marketing Strategies Moving Forward	Angie Arner, Cindy Stein, Ashley Keetle; 360i
11:00 a.m.	Asheville City Council Update	Councilwoman Julie Mayfield
11:05 a.m.	Buncombe County Commission Update	Commissioner Joe Belcher
11:10 a.m.	Miscellaneous Business	Gary Froeba
	Comments from the General Public *(provided via email in advance)*	Gary Froeba
11:10 a.m.	Closed Session	Sabrina Rockoff, BCTDA Attorney
12:00 p.m.	Adjournment	Gary Froeba

The next joint BCTDA meeting is on **Wednesday, April 29, 2020,** at 9:00 a.m. Please contact Jonna Sampson at jsampson@ExploreAsheville.com or 828.258.6111 with any questions.

Explore ASHEVILLE
Buncombe County Tourism Development Authority

Buncombe County Tourism Development Authority, A Joint Meeting of the Public Authority and Nonprofit Corporation

Explore Asheville Convention & Visitors Bureau – 27 College Place, Asheville

Board Meeting Minutes

Wednesday, February 26, 2020

Present (Voting):	Gary Froeba, Chair; Himanshu Karvir, Vice Chair; Leah Ashburn, Andrew Celwyn, Chip Craig, John McKibbon
Absent (Voting):	John Luckett, James Poole, Tom Ruff
Present (Ex-Officio):	Buncombe County Commissioner Joe Belcher Asheville City Councilwoman Julie Mayfield
Absent (Ex-Officio):	None
CVB Staff:	Stephanie Brown, Marla Tambellini, Dianna Pierce, Glenn Cox, Pat Kappes, Jennifer Kass-Green, Kathi Petersen, Jonna Sampson, Dodie Stephens, Josh Jones, Sarah Kilgore, Sarah Lowery, Ritchie Rozzelle, Landis Taylor, Audrey Wells, Elizabeth White
BC Finance:	Don Warn, Buncombe County/BCTDA Fiscal Agent
Advertising Agency:	Cindy Stein, Angie Arner, Ashley Keetle, Emery Morris; 360i
Guests:	Sabrina Rockoff, McGuire, Wood & Bissette/BCTDA Legal Counsel Chris Cavanaugh, Magellan Strategy Group Kit Cramer, Samantha Cole; Asheville Area Chamber of Commerce John Ellis, Past BCTDA Board Member Jane Anderson, Asheville Independent Restaurant Association Sharon Tabor, Jon Brooks; Black Mountain-Swannanoa Chamber of Commerce Rick Bell, Engadine Inn Frank Bloom, Pisgah Brewing Company Bob Michel, Asheville Homestay Network Roy Harris, Southside Community & National Association of Black Storytellers Christy Miller, Christy Miller Consulting Mark Ritzenthaler, Resident Jason Sandford, Ashvegas John Boyle, Asheville Citizen-Times Brooke Randle, Mountain Xpress

Executive Summary of Meeting Minutes

- Chairman Froeba called the joint meeting of the BCTDA, Public Authority and BCTDA, Nonprofit Corporation, to order at 9:02 a.m.
- Minutes from the January 29, 2020 BCTDA regular monthly meeting were approved with a 6-0 vote.
- The January 2020 financial statements were reviewed and approved with a 6-0 vote.
- A budget ordinance, in the amount of $1,693,000 to close out four Tourism Product Development Fund project budgets, was approved with a 6-0 vote.
- A transfer of $1,854,828 from the Undesignated Fund to the Designated Contingency fund was approved with a 6-0 vote.
- In her President's Report, Ms. Brown shared a PowerPoint presentation highlighting recent Explore Asheville CVB and tourism industry metrics and events.
- Ms. Brown shared a PowerPoint presentation highlighting destination performance and industry trends.
- Ms. Pierce, Ms. Tambellini, Ms. Stephens and agency representatives shared presentations outlining learnings gleaned in this fiscal year that will help direct the FY 21 program of work.
- Mr. Craig provided a BCTDA finance committee report and Ms. Brown shared a presentation reviewing variables to consider when establishing next year's revenue objective. In a 6-0 vote, the revenue objective for the FY 21 budget was set at a one percent increase over the current year.
- Updates from Asheville City Councilwoman Julie Mayfield and Buncombe County Commissioner Joe Belcher were provided.
- The joint meeting of the BCTDA, Public Authority and BCTDA, Nonprofit Corporation, adjourned at 12:19 p.m.

Call of the Joint BCTDA Meeting to Order

Chairman Froeba called the joint meeting of the Buncombe County Tourism Development Authority (BCTDA), a Public Authority and BCTDA, a Nonprofit Corporation, to order at 9:02 a.m. and welcomed everyone. The visitors in attendance introduced themselves.

Introduction of Chris Cavanaugh, Magellan Strategy Group

Chairman Froeba welcomed Chris Cavanaugh, president of Magellan Strategy Group, to the meeting. Mr. Cavanaugh briefly shared his background as a consultant, marketing professional and former BCTDA chair, and said he is present to help support the annual planning discussion taking place later in the meeting.

Approval of Meeting Minutes

Mr. McKibbon made a motion to approve the January 29, 2020 regular meeting minutes as presented. Mr. Celwyn seconded the motion. There was no discussion and with all in favor, the motion carried 6-0.

The minutes are on file with the Explore Asheville Convention & Visitors Bureau (CVB).

Financial Reports

January 2020 Financial Statements

Mr. Warn reviewed the January 2020 financial statements. Ms. Brown responded to questions posed by board members related to short-term rentals.

Mr. Craig made a motion to approve the January 2020 financial statements as presented. Ms. Ashburn seconded the motion. Discussion included Councilwoman Mayfield asking for clarification on numbers she previously spoke with Ms. Brown about, and Ms. Brown said the error in the pie chart calculations has been corrected. A vote was taken and with all in favor, the motion carried 6-0.

The January financial statements are on file with the Explore Asheville Convention & Visitors Bureau.

TPDF Completed Projects Budget Ordinance

Ms. Brown presented a budget ordinance to close out the budgets of four Tourism Product Development Fund (TPDF) projects that have been completed and paid in full, totaling $1,693,000. She said TPDF budgets are established on a project (instead of fiscal) basis since they span multiple years.

The ordinance closes out the following TPDF project budgets:

- City of Asheville/Riverfront Destination Development 2.0 (2015) - $25,000
- Friends of the Nature Center/WNC Nature Center (2015) - $313,000
- NC Department of Agriculture/WNC Farmers Market (2016) - $380,000
- Center for Craft/National Craft Innovation Hub (2018) - $975,000

Mr. Celwyn made a motion to approve the Product Development Fund Ordinance, in the amount of $1,693,000, as presented. Mr. Karvir seconded the motion. There was no discussion and with all in favor, the motion carried 6-0.

The ordinance is on file with the Explore Asheville Convention & Visitors Bureau.

Undesignated Fund Balance Transfer

Ms. Brown asked the board to turn to the balance sheet in the January financial statements. She reviewed the different categories listed under Fund Balances, noting that the Unassigned total includes both unspent budgeted dollars for the current fiscal year and any funds that were unspent from the prior fiscal year. She referred to the background document provided and the current Financial Management Policy. Ms. Brown said staff is recommending a transfer of $1,854,828 from the Undesignated (Unassigned) Fund Balance to the Designated Contingency (Assigned for Management Contingencies) line, noting this would more clearly distinguish operating cash from unbudgeted funds.

A brief conversation centering on this request took place with Ms. Brown answering all related questions. Mr. Karvir recommended changing the names of the fund balance lines in the financial statements to match the terminology found in the financial management policy.

Mr. Craig made a motion to approve transferring $1,854,828 from the Undesignated fund to the Designated Contingency fund as presented. Mr. Karvir seconded the motion. Discussion included Councilwoman Mayfield asking Mr. Warn to consider adding the words “cash flow” next to the Unassigned line in the balance sheet, to which he responded affirmatively. A vote was taken and with all in favor, the motion carried 6-0.

Chairman Froeba will signed the transfer request and the document will be kept on file with the Explore Asheville Convention & Visitors Bureau.

President’s Report

Ms. Brown explained that the reason for today’s extended board meeting is because it was previously decided, in cooperation with Chairman Froeba, that instead of having the customary full-day annual planning retreat, staff would present next year’s program of work recommendations in a series of three-hour monthly meetings, saving time for everyone in the long run. She provided an overview of what will be presented today and in the coming months, culminating with the proposed FY 21 budget being presented for consideration at the April 29, 2020 meeting.

Ms. Brown shared a PowerPoint presentation highlighting recent Explore Asheville and industry news and events, including: the opening of the LEAF Global Arts Center, record attendance at the WNC Nature Center (both TPDF projects), the BCTDA’s Festival & Cultural Events Fund supporting $582,800 in local events over the past three years, the hosting of a Love Local business resource fair, local media and outreach efforts, a staff service day, and partner news.

Next, Ms. Brown shared slides about the process staff is undergoing to become reaccredited via the Destination Management Accreditation Program (DMAP) through Destinations International. She reviewed the categories under which the 92 rigorous required standards fall and said Jonna Sampson is working with the CVB team to submit the online application by the March 31 deadline.

Ms. Brown said one of the DMAP standards requires Explore Asheville to agree to abide by the DMAP Code of Ethics. Ms. Brown shared the document that Chairman Froeba has reviewed and signed and read the Code of Ethics to the board. Ms. Brown said the signed document will be submitted with the completed application.

Ms. Brown concluded her presentation by sharing some quick facts about visitor spending in Buncombe County compared to other counties in the state and answered all related questions.

The PowerPoint presentation is on file with the Explore Asheville Convention & Visitors Bureau.

Destination Dashboard, Quick List & CVB Staff Recap

CVB Staff Recaps, Destination Dashboards, Quick Lists, financial statements, board meeting minutes, agendas, and relevant research reports can be found on ExploreAshevilleCVB.com.

Chairman Froeba thanked Ms. Brown for the report. The PowerPoint presentation and the signed DMAP Code of Ethics are on file with the Explore Asheville Convention & Visitors Bureau.

Destination Performance Overview

As a resource to help with understanding current and historical industry trends as the board prepares to make budget-related decisions over the next few months, Ms. Brown provided notebooks that included budget information, statistical reports, and other documents to board members.

Ms. Brown then shared a PowerPoint presentation highlighting historical, current and forecasted trends related to destination performance. During and after the presentation, Ms. Brown answered all related questions. A discussion took place centering on the dynamics of the trends presented, with board members and Mr. Cavanaugh sharing their insights from both business- and community-minded perspectives.

The PowerPoint presentation is on file with the Explore Asheville Convention & Visitors Bureau.

Setting the Stage for FY 21

Group Sales: Insights & Analyses

Ms. Pierce shared a PowerPoint presentation highlighting metrics and insights gleaned in the current fiscal year, including results from sales and meeting planner-oriented research, that will help direct program of work and budget planning for FY 21. She then reviewed areas of focus for the next fiscal year that centered on strategies, clients, technology and data, and the brand refresh project.

During and after the presentation, Ms. Pierce answered all related questions.

The PowerPoint presentation is on file with the Explore Asheville Convention & Visitors Bureau.

Marketing: Insights & Analyses

Ms. Tambellini introduced Angie Arner, Cindy Stein and Ashley Keetle with 360i, the BCTDA's agency of record. She said they will present learnings and insights that will be incorporated into the advertising strategies to be presented at next month's meeting.

Ms. Arner, Ms. Keetle and Ms. Stein shared a PowerPoint presentation that provided data on past performance related to audience, markets, media and messaging, which will lay the groundwork for building the advertising program for FY 21.

During and after the presentation, input was received from board members and all questions were answered. A brief discussion took place centering on the agency's flexibility to make quick changes in a year of uncertainty.

Next, Ms. Tambellini shared slides that centered on message personalization and automation, seasonal motivation, content and search, visitor dispersal, and FY 21 program of work initiatives. During the presentation, Ms. Tambellini provided a live demonstration of a new voice search command on Alexa currently in development to find hikes by launching "Asheville Hike Finder," which pulls information from ExploreAsheville.com. She commended Josh Jones, web manager, for his efforts to

develop the Asheville Hike Finder resource and incorporate the voice search feature on Alexa. A round of applause for Mr. Jones and the marketing team was received.

Ms. Stephens shared slides and reviewed PR and media relations metrics, processes involved in creating pitches, responding to journalist inquiries and media visits, and how the team works to find new opportunities by making data-driven decisions.

Ms. Tambellini praised the efforts of Ms. Stephens and Explore Asheville's PR team. She concluded the presentation by reviewing marketing opportunities that are being explored for FY 21 that involve arts and health and wellness audiences.

The PowerPoint presentation is on file with the Explore Asheville Convention & Visitors Bureau.

FY 21 Budget Process

Finance Committee Report

As chairman of the BCTDA finance committee, Mr. Craig said that on February 7, committee members and Chairman Froeba met with Ms. Brown and Ms. Kass-Green to give direction to staff regarding the FY 21 budget. The focus of the meeting was to review variables that affect the operating budget year-over-year and come to a consensus on a revenue objective recommendation to present to the board. Mr. Craig said the committee will meet again to review the proposed budget prior to it being presented to the full BCTDA and invited Ms. Brown to present the committee's revenue objective recommendation along with relevant background information.

Establish FY 21 Revenue Objective

Ms. Brown shared a PowerPoint presentation highlighting several business considerations for the board members to bear in mind as they look to establish the FY 21 revenue objective today, which is the percentage of increase or decrease that next year's budget will be predicated upon. She reviewed the BCTDA's mandate, lodging metrics, supply increases, financial management policy, current media investment, staffing levels, fund balance status, marketing challenges in an election year, and information related to the current year budget.

Ms. Brown said that after considering the variables presented, the finance committee recommends setting the revenue objective at a one percent increase in revenue, assuming the rest of this year meets budget. Ms. Brown said with this directive, the FY 21 base budget would be rounded to $19.9 million.

Next, Ms. Brown said if the occupancy tax split is changed from the current 75% - 25% to 67% - 33%, funds could be transferred from fund balance to make up any budgetary shortfall.

Ms. Brown shared some additional metrics and said staff is in the process of scoping strategies to present at next month's meeting.

A brief discussion took place centering on this topic with Ms. Brown answering all related questions. When the discussion ended, Chairman Froeba called for action.

Action to Establish Revenue Objective

Mr. Craig made a motion to set the revenue objective for the FY 21 BCTDA operating budget at a one percent increase, establishing a base budget of $19,900,000, assuming current year revenue meets budget. Mr. Karvir seconded the motion. There was no further discussion and with all in favor, the motion carried 6-0. The CVB staff will develop the budget based on this directive.

The PowerPoint presentation is on file with the Explore Asheville Convention & Visitors Bureau.

Asheville City Council Update

Councilwoman Mayfield stated the documentation from the Urban Land Institute's recent presentation and recommendations related to the hotel moratorium can be found on the City of Asheville's website. Ms. Brown complimented the planning staff on compiling the data.

Chairman Froeba thanked Councilwoman Mayfield for the update.

Buncombe County Commission Update

Commissioner Belcher reported on county-related business, including paying tribute to Commissioner Mike Fryar, whom he called "a champion for fiscal responsibility and the poorest in our community," who passed away recently. He noted Anthony Penland will be appointed to complete Commissioner Fryar's term until the general election in November.

Commissioner Belcher reported on the commission's recent approval to fund the completion of the Enka connector bridge that will significantly benefit the area. He thanked the BCTDA for its early support of the Bob Lewis Ballpark through the Tourism Product Development Fund.

Chairman Froeba thanked Commissioner Belcher for the report.

Miscellaneous Business

Chairman Froeba wished Mr. Craig well as he participates in the upcoming Mt. Mitchell Challenge.

Comments from the General Public

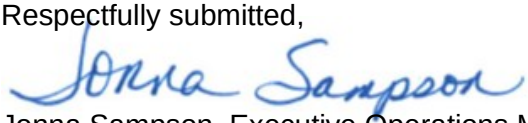
Sharon Tabor encouraged everyone to remind their employees to complete the Census form online so that door-to-door canvasing can be minimized.

Mr. Roy Harris spoke about how his position with the National Association of Black Stortytellers will have him traveling to different cities over the next four years. He said he has a new appreciation for travel since he began interacting with Explore Asheville and the BCTDA and applauds the efforts of this board as being valuable to the community.

Adjournment

Chairman Froeba adjourned the meeting at 12:19 p.m. The BCTDA will next meet on Thursday, April 2, 2020, at 9:00 a.m.

Respectfully submitted,



Jonna Sampson, Executive Operations Manager

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Statement of Revenues, Expenditures, and Changes in Fund Balance
Operating Fund, Budget and Actual
FEBRUARY 29, 2020

	Current Budget	Current Month Actual	Year to Date Actual	Budget Remaining	(%) Budget Used	Prior Year Year to Date Actual	Prior Year (%) Change From
Revenues:							
Occupancy tax, net	$ 19,358,035	$ 1,115,364	$ 12,359,935	$ 6,998,100	63.8%	$ 11,450,728	7.9%
Investment income	-	-	84	(84)	-	281,268	-100.0%
Other income	167,000	16,072	97,321	69,679	58.3%	109,628	-11.2%
Total revenues	19,525,035	1,131,436	12,457,340	7,067,695	63.8%	11,841,624	5.2%
Expenditures:							
Salaries and Benefits	2,765,929	188,265	1,438,657	1,327,272	52.0%		
Sales	1,021,975	53,913	524,586	497,389	51.3%		
Marketing	16,040,592	298,055	6,377,201	9,663,391	39.8%		
Public Affairs	82,270	2,465	14,193	68,077	17.3%		
Administration & Facilities	679,997	38,633	323,747	356,250	47.6%		
Events/Festivals/Sponsorships	276,500	25,000	232,648	43,852	84.1%		
Total expenditures	20,867,263	606,330	8,911,032	11,956,231	42.7%	7,860,127	13.4%
Revenues over (under) expenditures	(1,342,228)	525,105	3,546,307			$ 3,981,496	-10.9%
Other Financing Sources:							
Carried over earned income	109,500	-	-				
Total other financing sources	109,500	-	-				
Net change in fund balance	$ (1,232,728)	$ 525,105	3,546,307				
Fund balance, beginning of year			9,625,247				
Fund balance, end of month			$ 13,171,554				

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 $6,450,000 for FY20.

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Revenue Summary

FEBRUARY 29, 2020

	Operating Fund						Product Development Fund					
	By Month			Cumulative Year-to-Date			By Month			Cumulative Year-to-Date		
Month of room sales:	Current Year	Prior Year	(%) (%)	Current Year	Prior Year	(%) Change	Current Year	Prior Year	(%) Change	Current Year	Prior Year	(%) Change
July	$ 1,946,888	$ 1,855,414	5%	$ 1,946,888	$ 1,855,414	5%	$ 648,963	$ 618,471	5%	$ 648,963	$ 618,471	5%
August	1,803,567	1,756,223	3%	3,750,455	3,611,637	4%	601,189	$ 585,383	3%	1,250,152	1,203,854	4%
September	1,736,622	1,734,347	0%	5,487,077	5,345,983	3%	578,874	$ 578,116	0%	1,829,026	1,781,969	3%
October	2,206,323	2,061,960	7%	7,693,400	7,407,943	4%	735,441	$ 687,320	7%	2,564,467	2,469,289	4%
November	1,771,151	1,638,903	8%	9,464,551	9,046,846	5%	590,384	$ 546,301	8%	3,154,850	3,015,590	5%
December	1,780,020	1,515,623	17%	11,244,571	10,562,469	6%	593,340	$ 505,208	17%	3,748,190	3,520,798	6%
January	1,115,364	888,259	26%	12,359,935	11,450,728	8%	371,788	$ 296,086	26%	4,119,978	3,816,884	8%
February	-	921,404	-	-	12,372,133	-	-	$ 307,135	-	-	4,124,019	-
March	-	1,348,722	-	-	13,720,854	-	-	$ 449,574	-	-	4,573,593	-
April	-	1,492,520	-	-	15,213,375	-	-	$ 497,507	-	-	5,071,100	-
May	-	1,682,976	-	-	16,896,350	-	-	$ 560,992	-	-	5,632,092	-
June	-	1,791,438	-	-	18,687,788	-	-	$ 597,146	-	-	6,229,238	-
Total revenues	$12,359,935	$ 18,687,788		$ 12,359,935	$ 18,687,788		$4,119,978	$6,229,238		$4,119,978	$6,229,238	

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Product Development Fund Summary

FEBRUARY 29, 2020

	Budget	Life to Date Actuals	Remaining Budget	(%) Budget Used
Revenues:				
Occupancy Tax	$24,077,672	$ 27,569,788	$ (3,492,116)	114.5%
Investment Income	-	1,195,408	(1,195,408)	0.0%
Total revenues	24,077,672	28,765,196	(4,687,524)	119.5%
Expenditures:				
Product development fund projects:				
2009 Asheville Art Museum (Museum Expansion)	$ 500,000	$ -	500,000	-
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%
2015 City of Asheville (Riverfront Destination Development 2.0)	25,000	25,000	-	100.0%
2015 Friends of the WNC Nature Center (WNC Nature Center Front Entrance)	313,000	313,000	-	100.0%
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 Convers	1,500,000	-	1,500,000	-
2016 Diana Wortham Theatre (The Wortham Center)	700,000	466,667	233,333	66.7%
2016 NC Dept. of Ag. & Consumer Services (WNC Farmers Market Retail Revitalization)	380,000	380,000	-	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 Center for Craft (National Craft Innovation Hub)	975,000	975,000	-	100.0%
2018 Eagle Market Streets Dev. Corp. (YMI Cultural Center Improvements)	800,000	-	800,000	-
2018 LEAF Community Arts (LEAF Global Arts Center)	705,000	211,500	493,500	30.0%
2018 NC Arboretum Society (Garden Lighting & Parking Enhancements)	905,000	149,325	755,675	16.5%
2018 River Front Development Group (African-American Heritage Museum at Stephens-I	100,000	-	100,000	-
Total product development projects	23,378,000	6,250,492	17,127,508	26.7%
Product development fund administration	699,672	219,587	480,085	31.4%
Total product development fund	$24,077,672	$ 6,470,079	$17,607,593	26.9%

Product Development Funds Available for Future Grants	
Total Net Assets	$ 22,295,117
Less: Liabilities/Outstanding Grants	(17,127,508)
Less: Unspent Admin Budget (Current Year)	(480,085)
Current Product Development Amount Available	$ 4,687,524

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Monthly Balance Sheet
Governmental Funds
FEBRUARY 29, 2020

	Operating Fund	Product Development Fund	Total
Assets:			
Current assets:			
Cash and investments	$ 13,339,806	$ 22,295,117	$ 35,634,923
Receivables	-	-	-
Total current assets	$ 13,339,806	$ 22,295,117	35,634,923
Liabilities:			
Current liabilities:			-
Accounts payable	$ 38,202	$ -	$ 38,202
Future events payable	130,050	$ 17,127,508	$ 17,257,558
Total current liabilities	168,252	$ 17,127,508	$ 17,295,760
			-
Fund Balances:			-
Restricted for product development fund	-	5,167,609	5,167,609
Committed for event support program	40,895	-	40,895
State Required Contingency	1,548,643	-	1,548,643
Designated Contingency	4,943,442	-	4,943,442
Undesignated (cash flow)	6,638,573	-	6,638,573
Total fund balances	13,171,554	5,167,609	18,339,163
Total liabilities and fund balances	$13,339,806	$ 22,295,117	$ 35,634,923

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Room Sales

Shown by Month of Sale, Year-to-Date

February 29, 2020

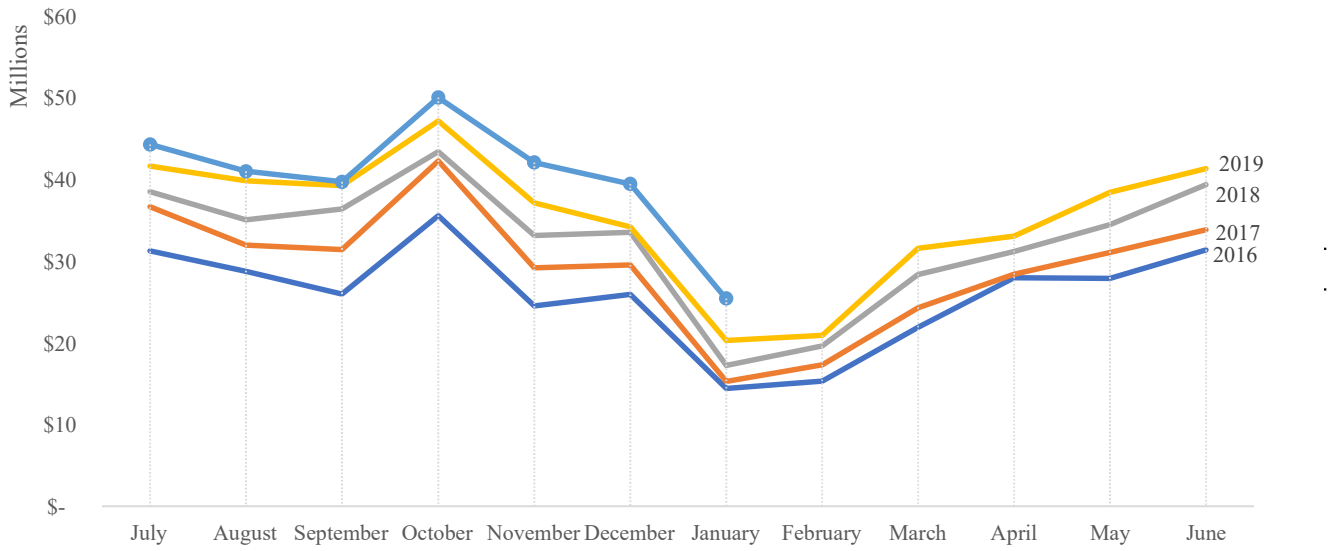
	Current Year	Prior Year	(%) Change	YTD (%) Change	3% Over Prior Year	3-Year Average
Month of room sales:						
July	$ 44,387,602	$ 41,734,276	6%	6%	$ 42,986,304	$ 39,023,857
August	41,097,617	39,917,550	3%	5%	41,115,076	35,692,114
September	39,780,216	39,327,048	1%	4%	40,506,859	35,767,131
October	50,137,253	47,274,191	6%	4%	48,692,417	44,369,714
November	42,162,660	37,240,595	13%	6%	38,357,813	33,242,407
December	39,532,665	34,272,393	15%	7%	35,300,564	32,495,362
January	25,482,316	20,347,077	25%	9%	20,957,489	17,652,689
February	-	20,985,316	-		21,614,875	19,328,445
March	-	31,638,002	-		32,587,143	28,132,457
April	-	33,141,034	-		34,135,265	30,942,179
May	-	38,483,556	-		39,638,063	34,713,632
June	-	41,419,547	-		42,662,134	38,253,146
Total revenues	$282,580,329	$425,780,585			$438,554,002	$389,613,136

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

History of Total Sales by Month

Shown by Month of Sale, Year-to-Date

February 29, 2020



	2016	2017	2018	2019	2020
Month of room sales:					
July	$ 31,320,024	$ 36,734,684	$ 38,602,612	$ 41,734,276	$ 44,387,602
August	28,829,141	32,040,330	35,118,463	39,917,550	41,097,617
September	26,026,169	31,498,527	36,475,819	39,327,048	39,780,216
October	35,628,100	42,361,030	43,473,922	47,274,191	50,137,253
November	24,588,311	29,254,904	33,231,722	37,240,595	42,162,660
December	25,984,120	29,615,696	33,597,999	34,272,393	39,532,665
January	14,458,137	15,323,999	17,286,992	20,347,077	25,482,316
February	15,344,713	17,323,590	19,676,430	20,985,316	-
March	21,960,208	24,352,927	28,406,443	31,638,002	-
April	28,014,406	28,444,541	31,240,963	33,141,034	-
May	27,964,329	31,113,327	34,544,014	38,483,556	-
June	31,459,341	33,898,766	39,441,126	41,419,547	-
Total room sales	$ 311,576,998	$ 351,962,319	$ 391,096,506	$ 425,780,585	$ 282,580,329

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Room Sales

Shown by Month of Sale, Year-to-Date

February 29, 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	$ 33,532,300	$ 32,266,157	3.9%	3.9%	$ 9,406,535	$ 7,890,965	19.2%	19.2%	$ 1,448,767	$ 1,577,154	-8.1%	-8.1%	$ 44,387,602	$ 41,734,276	6.4%	6.4%
August	31,069,043	31,379,285	-1.0%	1.5%	8,708,680	7,173,885	21.4%	20.2%	1,319,895	1,364,380	-3.3%	-5.9%	41,097,617	39,917,550	3.0%	4.7%
September	29,838,834	31,873,116	-6.4%	-1.1%	8,559,516	5,989,942	42.9%	26.7%	1,381,866	1,463,989	-5.6%	-5.8%	39,780,216	39,327,048	1.2%	3.5%
October	39,551,157	38,615,584	2.4%	-0.1%	8,749,591	6,760,018	29.4%	27.4%	1,836,505	1,898,589	-3.3%	-5.0%	50,137,253	47,274,191	6.1%	4.2%
November	32,852,502	30,288,196	8.5%	1.5%	7,994,011	5,667,608	41.0%	29.7%	1,316,147	1,284,792	2.4%	-3.8%	42,162,660	37,240,595	13.2%	5.9%
December	30,358,517	28,308,544	7.2%	2.3%	7,986,711	4,918,567	62.4%	33.9%	1,187,437	1,045,281	13.6%	-1.7%	39,532,665	34,272,393	15.3%	7.2%
January	15,991,420	13,539,105	18.1%	3.4%	8,920,630	6,293,066	41.8%	35.0%	570,266	514,906	10.8%	-1.0%	25,482,316	20,347,077	25.2%	8.6%
February	-	14,681,869	-		-	5,736,148	-		-	567,299	-		-	20,985,316	-	
March	-	23,534,966	-		-	7,228,325	-		-	874,711	-		-	31,638,002	-	
April	-	25,265,819	-		-	6,787,766	-		-	1,087,449	-		-	33,141,034	-	
May	-	29,739,308	-		-	7,444,320	-		-	1,299,928	-		-	38,483,556	-	
June	-	31,262,123	-		-	8,771,635	-		-	1,385,789	-		-	41,419,547	-	
Total	$ 213,193,773	$ 330,754,072			$ 60,325,673	$ 80,662,244			$ 9,060,883	$ 14,364,269			$ 282,580,329	$ 425,780,585		

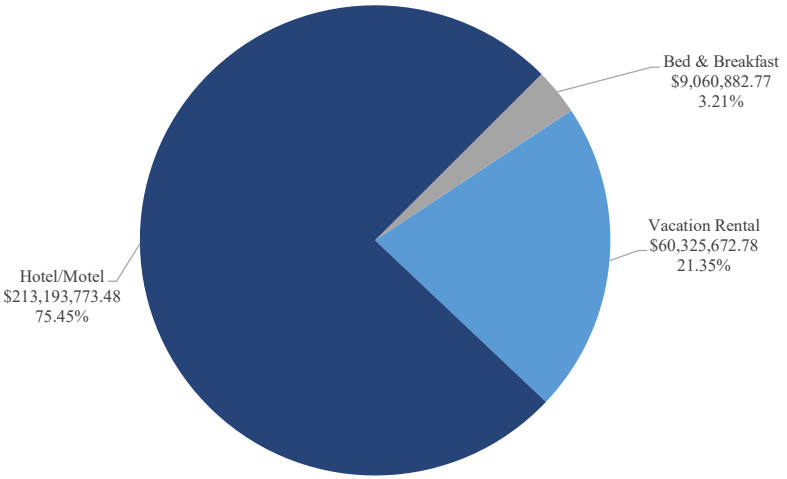
BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY

Room Sales by Category

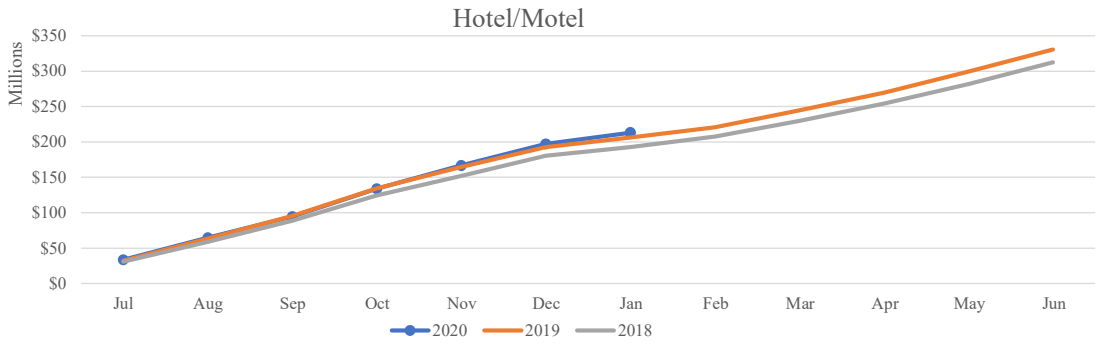
Shown by Month of Sale, Year-to-Date

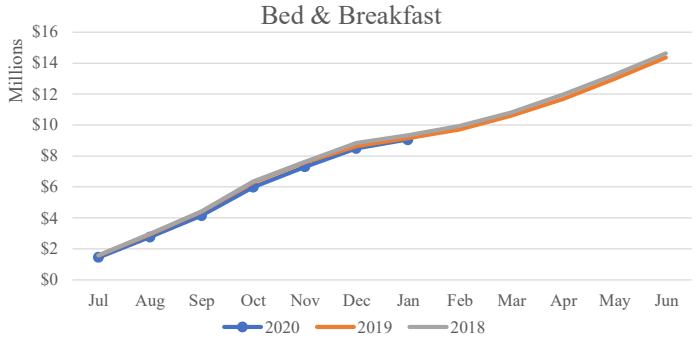
February 29, 2020

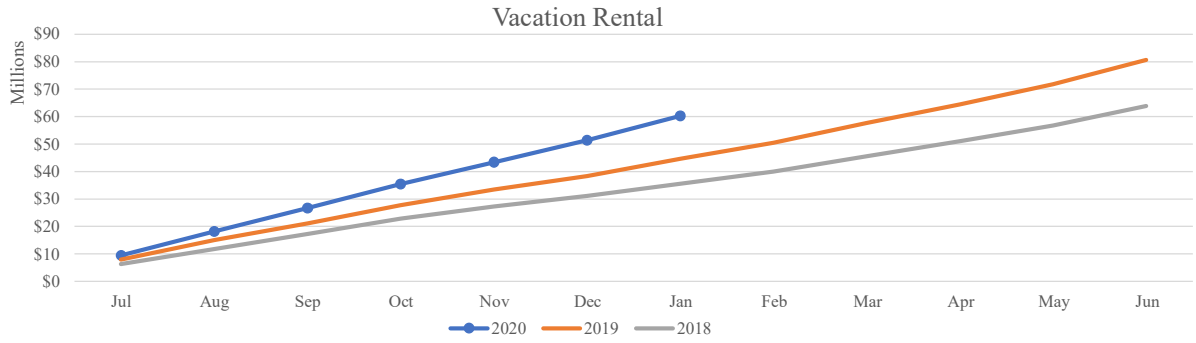
Total Room Sales by Category, Year-to-Date



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







CLA (CliftonLarsonAllen LLP)
227 West Trade Street, Suite 800
Charlotte, NC 28202
704-998-5200 | fax 704-998-5250
CLAconnect.com

February 27, 2020

Board of Directors and Management
Buncombe County Tourism Development Authority

Dear Ladies and Gentlemen:

We are pleased to confirm our understanding of the terms and objectives of our engagement and the nature and limitations of the audit services CliftonLarsonAllen LLP ("CLA," "we," "us," and "our") will provide for the Buncombe County Tourism Development Authority ("you," "your," or "the Authority") for the year ended June 30, 2020.

Christopher Kessler, CPA, Principal is responsible for the performance of the audit engagement.

Audit services

We will audit the financial statements of the governmental activities and each major fund, which collectively comprise the basic financial statements of the Authority, as of and for the year ended June 30, 2020, and the related notes to the financial statements.

The Governmental Accounting Standards Board (GASB) provides for certain required supplementary information (RSI) to accompany the entity's basic financial statements. The RSI will be subjected to certain limited procedures, but will not be audited.

We will also evaluate and report on the presentation of the supplementary information other than RSI accompanying the financial statements in relation to the financial statements as a whole.

Audit objective

The objective of our audit is the expression of opinions about whether your basic financial statements are fairly presented, in all material respects, in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP). Our audit will be conducted in accordance with auditing standards generally accepted in the United States of America (U.S. GAAS) and will include tests of your accounting records and other procedures we consider necessary to enable us to express such opinions. We will apply certain limited procedures to the RSI in accordance with U.S. GAAS. However, we will not express an opinion or provide any assurance on the RSI because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance. We will also perform procedures to enable us to express an opinion on whether the supplementary information (as identified above) other than RSI accompanying the financial statements is fairly stated, in all material respects, in relation to the financial statements as a whole.

We will issue a written report upon completion of our audit of your financial statements. We cannot provide assurance that unmodified opinions will be expressed. Circumstances may arise in which it is necessary for us to modify our opinions, add an emphasis-of-matter or other-matter paragraph(s), or withdraw from the engagement.

If our opinions are other than unmodified, we will discuss the reasons with you in advance. If circumstances occur related to the condition of your records, the availability of sufficient, appropriate audit evidence, or the existence of a significant risk of material misstatement of the financial statements caused by error, fraudulent financial reporting, or misappropriation of assets, which in our professional judgment prevent us from completing the audit or forming opinions on the financial statements, we retain the right to take any course of action permitted by professional standards, including declining to express opinions or issue a report, or withdrawing from the engagement.

We will also provide a report (which does not include an opinion) on internal control related to the financial statements and on compliance with the provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a material effect on the financial statements, as required by *Government Auditing Standards*. The report on internal control over financial reporting and on compliance and other matters will include a paragraph that states (1) that the purpose of the report is solely to describe the scope of our testing of internal control and compliance and the result of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance, and (2) that the report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. The paragraph will also state that the report is not suitable for any other purpose. If during our audit we become aware that the entity is subject to an audit requirement that is not encompassed in the terms of this engagement, we will communicate to management and those charged with governance that an audit conducted in accordance with U.S. GAAS and the standards for financial audits contained in *Government Auditing Standards* may not satisfy the relevant legal, regulatory, or contractual requirements.

Auditor responsibilities, procedures, and limitations

We will conduct our audit in accordance with U.S. GAAS. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the basic financial statements as a whole are free from material misstatement, whether due to fraud or error. An audit involves performing procedures to obtain sufficient appropriate audit evidence about the amounts and disclosures in the basic financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the basic financial statements.

There is an unavoidable risk, because of the inherent limitations of an audit, together with the inherent limitations of internal control, that some material misstatements may not be detected, even though the audit is properly planned and performed in accordance with U.S. GAAS. Because we will not perform a detailed examination of all transactions, material misstatements, whether from (1) errors, (2) fraudulent financial reporting, (3) misappropriation of assets, or (4) violations of laws or governmental regulations that are attributable to the entity or to acts by management or employees acting on behalf of the entity, may not be detected.

In addition, an audit is not designed to detect immaterial misstatements or violations of laws or governmental regulations that do not have a direct and material effect on the financial statements. However, we will inform the appropriate level of management and those charged with governance of any material errors, fraudulent financial reporting, or misappropriation of assets that come to our attention.

We will also inform the appropriate level of management and those charged with governance of any violations of laws or governmental regulations that come to our attention, unless clearly inconsequential.

In making our risk assessments, we consider internal control relevant to the entity's preparation and fair presentation of the basic financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit is not designed to provide assurance on internal control or to identify deficiencies in internal control. However, we will communicate to you in writing significant deficiencies or material weaknesses in internal control relevant to the audit of the basic financial statements that we identify during the audit.

Our responsibility as auditors is limited to the period covered by our audit and does not extend to any later periods for which we are not engaged as auditors.

Management responsibilities

Our audit will be conducted on the basis that you (management and, when appropriate, those charged with governance) acknowledge and understand that you have certain responsibilities that are fundamental to the conduct of an audit.

You are responsible for the preparation and fair presentation of the financial statements and RSI in accordance with U.S. GAAP. Management's responsibilities include the selection and application of accounting principles; recording and reflecting all transactions in the financial statements; determining the reasonableness of significant accounting estimates included in the financial statements; adjusting the financial statements to correct material misstatements; and confirming to us in the management representation letter that the effects of any uncorrected misstatements aggregated by us during the current engagement and pertaining to the latest period presented are immaterial, both individually and in the aggregate, to the financial statements taken as a whole.

You are responsible for the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error. You are responsible for the design, implementation, and maintenance of internal controls to prevent and detect fraud; assessing the risk that the financial statements may be materially misstated as a result of fraud; and for informing us about all known or suspected fraud affecting the entity involving (1) management, (2) employees who have significant roles in internal control, and (3) others where the fraud could have a material effect on the financial statements. Your responsibilities include informing us of your knowledge of any allegations of fraud or suspected fraud affecting the entity received in communications from employees, former employees, grantors, regulators, or others. In addition, you are responsible for identifying and ensuring that the entity complies with applicable laws and regulations, and informing us of all instances of identified or suspected noncompliance whose effects on the financial statements should be considered.

You are responsible for providing us with (1) access to all information of which you are aware that is relevant to the preparation and fair presentation of the financial statements, such as records, documentation, and other matters, and for the accuracy and completeness of that information; (2) additional information that we may request for the purpose of the audit; and (3) unrestricted access to persons within the entity from whom we determine it necessary to obtain audit evidence. You agree to inform us of events occurring or facts discovered subsequent to the date of the financial statements that may affect the financial statements.

Management is responsible for the preparation of the supplementary information in accordance with U.S. GAAP. You agree to include our report on the supplementary information in any document that contains, and indicates that we have reported on, the supplementary information. You also agree to include the audited financial statements with any presentation of the supplementary information that includes our report thereon or make the audited financial statements readily available to users of the supplementary information no later than the date the supplementary information is issued with our report thereon. You agree to provide us written representations related to the presentation of the supplementary information.

Management is responsible for providing us with a written confirmation concerning representations made by you and your staff to us in connection with the audit and the presentation of the basic financial statements and RSI. During our engagement, we will request information and explanations from you regarding, among other matters, the entity's activities, internal control, future plans, specific transactions, and accounting systems and procedures. The procedures we will perform during our engagement and the conclusions we reach as a basis for our report will be heavily influenced by the representations that we receive in the representation letter and otherwise from you. Accordingly, inaccurate, incomplete, or false representations could cause us to expend unnecessary effort or could cause a material fraud or error to go undetected by our procedures. In view of the foregoing, you agree that we shall not be responsible for any misstatements in the entity's financial statements that we may fail to detect as a result of misrepresentations made to us by you.

Responsibilities and limitations related to nonaudit services

For all nonaudit services we may provide to you, management agrees to assume all management responsibilities; oversee the services by designating an individual, preferably within senior management, who possesses suitable skill, knowledge, and/or experience to understand and oversee the services; evaluate the adequacy and results of the services; and accept responsibility for the results of the services. Management is also responsible for ensuring that your data and records are complete and that you have received sufficient information to oversee the services.

Use of financial statements

The financial statements and our report thereon are for management's use. If you intend to reproduce and publish the financial statements and our report thereon, they must be reproduced in their entirety. Inclusion of the audited financial statements in a document, such as an annual report or an offering document, should be done only with our prior approval of the document. You are responsible to provide us the opportunity to review such documents before issuance.

If the parties (i.e., you and CLA) agree that CLA will not be involved with your official statements related to municipal securities filings or other offering documents, we will require that any official statements or other offering documents issued by you with which we are not involved clearly indicate that CLA is not involved with the contents of such documents. Such disclosure should read as follows:

> CliftonLarsonAllen LLP, our independent auditor, has not been engaged to perform and has not performed, since the date of its report included herein, any procedures on the financial statements addressed in that report. CliftonLarsonAllen LLP also has not performed any procedures relating to this offering document.

With regard to the electronic dissemination of audited financial statements, including financial statements published electronically on your website or submitted on a regulator website, you understand that electronic sites are a means to distribute information and, therefore, we are not required to read the information contained in those sites or to consider the consistency of other information in the electronic site with the original document.

We may issue preliminary draft financial statements to you for your review. Any preliminary draft financial statements should not be relied on or distributed.

Engagement administration and other matters

We understand that your employees will prepare all confirmations, account analyses, and audit schedules we request and will locate any documents or invoices selected by us for testing. A list of information we expect to need for our audit and the dates required will be provided in a separate communication.

The workpapers supporting the services we perform are the sole and exclusive property of CLA and constitute confidential and proprietary information. We do not provide access to our workpapers to you or anyone else in the normal course of business. Unless required by law or regulation to the contrary, we retain our workpapers in accordance with our record retention policy that typically provides for a retention period of seven years.

Pursuant to authority given by law or regulation, we may be requested to make certain workpapers available to North Carolina Department of State Treasurer for their regulatory oversight purposes. We will notify you of any such request. Access to the requested workpapers will be provided to the regulators under the supervision of CLA personnel and at a location designated by our firm. Furthermore, upon request, we may provide copies of selected workpapers to such regulators. The regulators may intend, or decide, to distribute the copies or information contained therein to others, including other governmental agencies.

Except as permitted by the "Consent" section of this agreement, CLA will not disclose any confidential, proprietary, or privileged information of the entity to any persons without the authorization of entity management or unless required by law. This confidentiality provision does not prohibit us from disclosing your information to one or more of our affiliated companies in order to provide services that you have requested from us or from any such affiliated company. Any such affiliated company shall be subject to the same restrictions on the use and disclosure of your information as apply to us.

Our engagement and responsibility end on delivery of our signed report. Any additional services that might be requested will be a separate, new engagement. The terms and conditions of that new engagement will be governed by a new, specific engagement letter for that service.

Mediation

Any disagreement, controversy, or claim ("Dispute") that may arise out of any aspect of our services or relationship with you, including this engagement, shall be submitted to non-binding mediation by written notice ("Mediation Notice") to the other party. In mediation, we will work with you to resolve any differences voluntarily with the aid of an impartial mediator.

The mediation will be conducted as specified by the mediator and agreed upon by the parties. The parties agree to discuss their differences in good faith and to attempt, with the assistance of the mediator, to reach an amicable resolution of the Dispute.

Each party will bear its own costs in the mediation. The fees and expenses of the mediator will be shared equally by the parties.

Any Dispute will be governed by the laws of the state of Minnesota, without giving effect to choice of law principles.

Time limitation

The nature of our services makes it difficult, with the passage of time, to gather and present evidence that fully and fairly establishes the facts underlying any Dispute that may arise between the parties. The parties agree that, notwithstanding any statute or law of limitations that might otherwise apply to a Dispute, including one arising out of this agreement or the services performed under this agreement, for breach of contract or fiduciary duty, tort, fraud, misrepresentation or any other cause of action or remedy, any action or legal proceeding by you against us must be commenced within twenty-four (24) months ("Limitation Period") after the date when we deliver our final audit report under this agreement to you, regardless of whether we do other services for you relating to the audit report, or you shall be forever barred from commencing a lawsuit or obtaining any legal or equitable relief or recovery.

The Limitation Period applies and begins to run even if you have not suffered any damage or loss, or have not become aware of the existence or possible existence of a Dispute.

Fees

Our professional fees will be billed based on the time involved and the degree of responsibility and skills required. We will also bill for expenses (including internal and administrative charges) plus a technology and client support fee of five percent (5%) of all professional fees billed. The total fee for the engagement will not exceed $8,650. The fee is based on anticipated cooperation from your personnel and their assistance with preparing confirmations and requested schedules. If the requested items are not available on the dates required or are not accurate, the fee for services will likely be higher. If unexpected circumstances require significant additional time, we will advise you before undertaking work that would require a substantial increase in the fee. Our invoices for these fees will be rendered each month as work progresses and are payable on presentation. In accordance with our firm policies, work may be suspended if your account becomes 30 days or more overdue and will not be resumed until your account is paid in full. If we elect to terminate our services for nonpayment, our engagement will be deemed to have been completed even if we have not issued our reports. You will be obligated to compensate us for all time expended and to reimburse us for all out-of-pocket expenditures through the date of termination.

Unanticipated services

We do not anticipate encountering the need to perform additional services beyond those described in this letter. Below are listings of services considered to be outside the scope of our engagement. If any such service needs to be completed before the audit can proceed in an efficient manner, we will notify you and provide a fair and reasonable price for providing the service. We will bill you for the service at periodic dates after the additional service has been performed.

Bookkeeping services

Bookkeeping services are not audit services. Bookkeeping services include the following activities:

- Preparation of a trial balance
- Account reconciliations
- Bank statement reconciliations
- Capital asset accounting (e.g., calculating depreciation, identify capital assets for additions and deletions)
- Calculating accruals
- Analyzing transactions for proper recording
- Converting cash basis accounting records to accrual basis
- Preparation of financial statements and the related notes to the financial statements
- Processing immaterial adjustments through the financial statements
- Adjusting the financial statements for new activities and new disclosures

Additional work resulting from unanticipated changes in your organization or accounting records

If your organization undergoes significant changes in key personnel, accounting systems, and/or internal control, we are required to update our audit documentation and audit plan. The following are examples of situations that will require additional audit work:

- Revising documentation of your internal control for changes resulting from your implementation of new information systems
- Deterioration in the quality of the entity's accounting records during the current-year engagement in comparison to the prior-year engagement
- Significant new accounting issues
- Significant changes in your volume of business
- Mergers, acquisitions, or other business combinations
- New or unusual transactions
- Changes in audit scope or requirements resulting from changes in your activities

- Erroneous or incomplete accounting records
- Evidence of material weaknesses or significant deficiencies in internal control
- Substantial increases in the number or significance of problem loans
- Regulatory examination matters
- Implementation or adoption of new or existing accounting, reporting, regulatory, or tax requirements
- New financial statement disclosures

Changes in engagement timing and assistance by your personnel

The fee estimate is based on anticipated cooperation from your personnel and their assistance with timely preparation of confirmations and requested schedules. If the requested items are not available on the dates required or are not accurate, we will advise management. Additional time and costs may be necessary because of such unanticipated delays. Examples of situations that may cause our estimated fee to increase include:

- Significant delays in responding to our requests for information such as reconciling variances or providing requested supporting documentation (e.g., invoices, contracts, and other documents)
- Rescheduling our fieldwork
- Schedule disruption caused by litigation, financial challenges (going concern), loan covenants (waivers), etc.
- Identifying a significant number of proposed audit adjustments
- Schedules prepared by your personnel that do not reconcile to the general ledger
- Numerous revisions to information and schedules provided by your personnel
- Restating financial statements for accounting errors in the prior year
- Lack of availability of entity personnel during audit fieldwork

Changes in accounting and audit standards

Standard setters and regulators continue to evaluate and modify standards. Such changes may result in new or revised financial reporting and disclosure requirements or expand the nature, timing, and scope of the activities we are required to perform. To the extent that the amount of time required to provide the services described in the letter increases due to such changes, our fee may need to be adjusted. We will discuss such circumstances with you prior to performing the additional work.

Other fees

You also agree to compensate us for any time and expenses, including time and expenses of legal counsel, we may incur in responding to discovery requests or participating as a witness or otherwise in any legal, regulatory, or other proceedings that we are asked to respond to on your behalf.

Finance charges and collection expenses

You agree that if any statement is not paid within 30 days from its billing date, the unpaid balance shall accrue interest at the monthly rate of one and one-quarter percent (1.25%), which is an annual percentage rate of 15%. In the event that any collection action is required to collect unpaid balances due us, reasonable attorney fees and expenses shall be recoverable.

Consent

Consent to use financial information

Annually, we assemble a variety of benchmarking analyses using client data obtained through our audit and other engagements. Some of this benchmarking information is published and released publicly. However, the information that we obtain is confidential, as required by the AICPA Code of Professional Conduct. Your acceptance of this engagement letter will serve as your consent to use of the Authority's information in these cost comparison, performance indicator, and/or benchmarking reports.

Subcontractors

CLA may, at times, use subcontractors to perform services under this agreement, and they may have access to your information and records. Any such subcontractors will be subject to the same restrictions on the use of such information and records as apply to CLA under this agreement.

Agreement

We appreciate the opportunity to be of service to you and believe this letter accurately summarizes the significant terms of our engagement. This letter constitutes the entire agreement regarding these services and supersedes all prior agreements (whether oral or written), understandings, negotiations, and discussions between you and CLA. If you have any questions, please let us know. Please sign, date, and return a copy of this letter to us to indicate your acknowledgment and understanding of, and agreement with, the arrangements for our audit of your financial statements including the terms of our engagement and the parties' respective responsibilities.

Sincerely,

CliftonLarsonAllen LLP

Christopher Kessler, CPA
Principal
239-226-9903
Chris.Kessler@CLAconnect.com

Response:

This letter correctly sets forth the understanding of Buncombe County Tourism Development Authority.

Authorized governance signature: _____

Title: CHAIRMAN OF THE BOARD

Date: _____

Authorized management signature: _____

Title: PRESIDENT & CEO

Date: _____

LGC-205 **CONTRACT TO AUDIT ACCOUNTS** Rev. 9/2019

The	Governing Board: Board of Directors
of	Primary Government Unit (or charter holder): Buncombe County Tourism Development Authority
and	Discretely Presented Component Unit (DPCU) (if applicable):

Primary Government Unit, together with DPCU (if applicable), hereinafter referred to as Governmental Unit(s)

and	Auditor Name: CliftonLarsonAllen LLP
	Auditor Address: 227 W Trade Street, 8th Floor, Charlotte, NC 28202

Hereinafter referred to as Auditor

for

Fiscal Year Ending	Audit Report Due Date
06/30/20	10/31/20

Must be within four months of FYE

hereby agree as follows:

1. The Auditor shall audit all statements and disclosures required by U.S. generally accepted auditing standards (GAAS) and additional required legal statements and disclosures of all funds and/or divisions of the Governmental Unit(s). The non-major combining, and individual fund statements and schedules shall be subjected to the auditing procedures applied in the audit of the basic financial statements and an opinion shall be rendered in relation to (as applicable) the governmental activities, the business- type activities, the aggregate DPCUs, each major governmental and enterprise fund, and the aggregate remaining fund information (non-major government and enterprise funds, the internal service fund type, and the fiduciary fund types).

2. At a minimum, the Auditor shall conduct his/her audit and render his/her report in accordance with GAAS. The Auditor shall perform the audit in accordance with *Government Auditing Standards* if required by the State Single Audit Implementation Act, as codified in G.S. 159-34. If required by OMB *Uniform Administration Requirements, Cost Principles, and Audit Requirements for Federal Awards* (Uniform Guidance) and the State Single Audit Implementation Act, the Auditor shall perform a Single Audit. This audit and all associated audit documentation may be subject to review by Federal and State agencies in accordance with Federal and State laws, including the staffs of the Office of State Auditor (OSA) and the Local Government Commission (LGC). If the audit requires a federal single audit performed under the requirements found in Subpart F of the Uniform Guidance (§200.501), it is recommended that the Auditor and Governmental Unit(s) jointly agree, in advance of the execution of this contract, which party is responsible for submission of the audit and the accompanying data collection form to the Federal Audit Clearinghouse as required under the Uniform Guidance (§200.512).

If the audit and Auditor communication are found in this review to be substandard, the results of the review may be forwarded to the North Carolina State Board of CPA Examiners (NC State Board).

3. If an entity is determined to be a component of another government as defined by the group audit standards, the entity's auditor shall make a good faith effort to comply in a timely manner with the requests of the group auditor in accordance with AU-6 §600.41 - §600.42.

4. This contract contemplates an unmodified opinion being rendered. If during the process of conducting the audit, the Auditor determines that it will not be possible to render an unmodified opinion on the financial statements of the unit, the Auditor shall contact the LGC staff to discuss the circumstances leading to that conclusion as soon as is practical and before the final report is issued. The audit shall include such tests of the accounting records and such other auditing procedures as are considered by the Auditor to be necessary in the circumstances. Any limitations or restrictions in scope which would lead to a qualification should be fully explained in an attachment to this contract.

5. If this audit engagement is subject to the standards for audit as defined in *Government Auditing Standards*, 2018 revision, issued by the Comptroller General of the United States, then by accepting this engagement, the Auditor warrants that he/she has met the requirements for a peer review and continuing education as specified in *Government Auditing Standards*. The Auditor agrees to provide a copy of the most recent peer review report to the Governmental Unit(s) and the Secretary of the LGC prior to the execution of an audit contract. Subsequent submissions of the report are required only upon report expiration or upon auditor's receipt of an updated peer review report. If the audit firm received a peer review rating other than pass, the Auditor shall not contract with the Governmental Unit(s) without first contacting the Secretary of the LGC for a peer review analysis that may result in additional contractual requirements.

If the audit engagement is not subject to *Government Accounting Standards* or if financial statements are not prepared in accordance with U.S. generally accepted accounting principles (GAAP) and fail to include all disclosures required by GAAP, the Auditor shall provide an explanation as to why in an attachment to this contract or in an amendment.

6. It is agreed that time is of the essence in this contract. All audits are to be performed and the report of audit submitted to LGC staff within four months of fiscal year end. If it becomes necessary to amend this due date or the audit fee, an amended contract along with a written explanation of the delay shall be submitted to the Secretary of the LGC for approval.

7. It is agreed that GAAS include a review of the Governmental Unit's (Units') systems of internal control and accounting as same relate to accountability of funds and adherence to budget and law requirements applicable thereto; that the Auditor shall make a written report, which may or may not be a part of the written report of audit, to the Governing Board setting forth his/her findings, together with his recommendations for improvement. That written report shall include all matters defined as "significant deficiencies and material weaknesses" in AU-C 265 of the *AICPA Professional Standards (Clarified)*. The Auditor shall file a copy of that report with the Secretary of the LGC.

8. All local government and public authority contracts for audit or audit-related work require the approval of the Secretary of the LGC. This includes annual or special audits, agreed upon procedures related to internal controls, bookkeeping or other assistance necessary to prepare the Governmental Unit's (Units') records for audit, financial statement preparation, any finance-related investigations, or any other audit- related work in the State of North Carolina. Approval is not required on contracts and invoices for system improvements and similar services of a non-auditing nature.

9. Invoices for services rendered under these contracts shall not be paid by the Governmental Unit(s) until the invoice has been approved by the Secretary of the LGC. (This also includes any progress billings.) [G.S. 159-34 and 115C-447] All invoices for Audit work shall be submitted in PDF format to the Secretary of the LGC for approval. The invoice marked 'approved 'with approval date shall be returned to

the Auditor to present to the Governmental Unit(s) for payment. This paragraph is not applicable to contracts for audits of hospitals.

10. In consideration of the satisfactory performance of the provisions of this contract, the Governmental Unit(s) shall pay to the Auditor, upon approval by the Secretary of the LGC if required, the fee, which includes any costs the Auditor may incur from work paper or peer reviews or any other quality assurance program required by third parties (federal and state grantor and oversight agencies or other organizations) as required under the Federal and State Single Audit Acts. This does not include fees for any pre-issuance reviews that may be required by the NC Association of CPAs (NCACPA) Peer Review Committee or NC State Board of CPA Examiners (see Item 13).

11. If the Governmental Unit(s) has/have outstanding revenue bonds, the Auditor shall submit to LGC staff, either in the notes to the audited financial statements or as a separate report, a calculation demonstrating compliance with the revenue bond rate covenant. Additionally, the Auditor shall submit to LGC staff simultaneously with the Governmental Unit's (Units') audited financial statements any other bond compliance statements or additional reports required by the authorizing bond documents, unless otherwise specified in the bond documents.

12. After completing the audit, the Auditor shall submit to the Governing Board a written report of audit. This report shall include, but not be limited to, the following information: (a) Management's Discussion and Analysis, (b) the financial statements and notes of the Governmental Unit(s) and all of its component units prepared in accordance with GAAP, (c) supplementary information requested by the Governmental Unit(s) or required for full disclosure under the law, and (d) the Auditor's opinion on the material presented. The Auditor shall furnish the required number of copies of the report of audit to the Governing Board upon completion.

13. If the audit firm is required by the NC State Board, the NCACPA Peer Review Committee, or the Secretary of the LGC to have a pre-issuance review of its audit work, there shall be a statement in the engagement letter indicating the pre-issuance review requirement. There also shall be a statement that the Governmental Unit(s) shall not be billed for the pre-issuance review. The pre-issuance review shall be performed prior to the completed audit being submitted to LGC Staff. The pre-issuance review report shall accompany the audit report upon submission to LGC Staff.

14. The Auditor shall submit the report of audit in PDF format to LGC Staff. For audits of units other than hospitals, the audit report should be submitted when (or prior to) submitting the final invoice for services rendered. The report of audit, as filed with the Secretary of the LGC, becomes a matter of public record for inspection, review and copy in the offices of the LGC by any interested parties. Any subsequent revisions to these reports shall be sent to the Secretary of the LGC along with an Audit Report Reissued Form (available on the Department of State Treasurer website). These audited financial statements, excluding the Auditors' opinion, may be used in the preparation of official statements for debt offerings by municipal bond rating services to fulfill secondary market disclosure requirements of the Securities and Exchange Commission and for other lawful purposes of the Governmental Unit(s) without requiring consent of the Auditor. If the LGC Staff determines that corrections need to be made to the Governmental Unit's (Units') financial statements, those corrections shall be provided within three business days of notification unless another deadline is agreed to by LGC staff.

15. Should circumstances disclosed by the audit call for a more detailed investigation by the Auditor than necessary under ordinary circumstances, the Auditor shall inform the Governing Board in writing of the need for such additional investigation and the additional compensation required therefore. Upon approval by the

Secretary of the LGC, this contract may be modified or amended to include the increased time, compensation, or both as may be agreed upon by the Governing Board and the Auditor.

16. If an approved contract needs to be modified or amended for any reason, the change shall be made in writing, on the Amended LGC-205 contract form and pre-audited if the change includes a change in audit fee (pre-audit requirement does not apply to charter schools or hospitals). This amended contract shall be completed in full, including a written explanation of the change, signed and dated by all original parties to the contract. It shall then be submitted to the Secretary of the LGC for approval. No change to the audit contract shall be effective unless approved by the Secretary of the LGC, the Governing Board, and the Auditor.

17. A copy of the engagement letter, issued by the Auditor and signed by both the Auditor and the Governmental Unit(s), shall be attached to this contract, and except for fees, work, and terms not related to audit services, shall be incorporated by reference as if fully set forth herein as part of this contract. In case of conflict between the terms of the engagement letter and the terms of this contract, the terms of this contract shall take precedence. Engagement letter terms that conflict with the contract are deemed to be void unless the conflicting terms of this contract are specifically deleted in Item 28 of this contract. Engagement letters containing indemnification clauses shall not be accepted by LGC Staff.

18. Special provisions should be limited. Please list any special provisions in an attachment.

19. A separate contract should not be made for each division to be audited or report to be submitted. If a DPCU is subject to the audit requirements detailed in the Local Government Budget and Fiscal Control Act and a separate audit report is issued, a separate audit contract is required. If a separate report is not to be issued and the DPCU is included in the primary government audit, the DPCU shall be named along with the parent government on this audit contract. DPCU Board approval date, signatures from the DPCU Board chairman and finance officer also shall be included on this contract.

20. The contract shall be executed, pre-audited (pre-audit requirement does not apply to charter schools or hospitals), and physically signed by all parties including Governmental Unit(s) and the Auditor, then submitted in PDF format to the Secretary of the LGC.

21. The contract is not valid until it is approved by the Secretary of the LGC. The staff of the LGC shall notify the Governmental Unit and Auditor of contract approval by email. The audit should not be started before the contract is approved.

22. Retention of Client Records: Auditors are subject to the NC State Board of CPA Examiners' Retention of Client Records Rule 21 NCAC 08N .0305 as it relates to the provision of audit and other attest services, as well as non-attest services. Clients and former clients should be familiar with the requirements of this rule prior to requesting the return of records.

23. This contract may be terminated at any time by mutual consent and agreement of the Governmental Unit(s) and the Auditor, provided that (a) the consent to terminate is in writing and signed by both parties, (b) the parties have agreed on the fee amount which shall be paid to the Auditor (if applicable), and (c) no termination shall be effective until approved in writing by the Secretary of the LGC.

24. The Governmental Unit's (Units') failure or forbearance to enforce, or waiver of, any right or an event of breach or default on one occasion or instance shall not constitute the waiver of such right, breach or default on any subsequent occasion or instance.

25. There are no other agreements between the parties hereto and no other agreements relative hereto that shall be enforceable unless entered into in accordance with the procedure set out herein and approved by the Secretary of the LGC.

26. E-Verify. Auditor shall comply with the requirements of NCGS Chapter 64 Article 2. Further, if Auditor utilizes any subcontractor(s), Auditor shall require such subcontractor(s) to comply with the requirements of NCGS Chapter 64, Article 2.

27. For all non-attest services, the Auditor shall adhere to the independence rules of the AICPA Professional Code of Conduct and Governmental Auditing Standards, 2018 Revision (as applicable). Financial statement preparation assistance shall be deemed a "significant threat" requiring the Auditor to apply safeguards sufficient to reduce the threat to an acceptable level. If the Auditor cannot reduce the threats to an acceptable level, the Auditor cannot complete the audit. If the Auditor is able to reduce the threats to an acceptable level, the documentation of this determination, including the safeguards applied, must be included in the audit workpapers.

All non-attest service(s) being performed by the Auditor that are necessary to perform the audit must be identified and included in this contract. The Governmental Unit shall designate an individual with the suitable skills, knowledge, and/or experience (SKE) necessary to oversee the services and accept responsibility for the results of the services performed. If the Auditor is able to identify an individual with the appropriate SKE, s/he must document and include in the audit workpapers how he/she reached that conclusion. If the Auditor determines that an individual with the appropriate SKE cannot be identified, the Auditor cannot perform both the non-attest service(s) and the audit. See "Fees for Audit Services" page of this contract to disclose the person identified as having the appropriate SKE for the Governmental Unit.

28. Applicable to charter school contracts only: No indebtedness of any kind incurred or created by the charter school shall constitute an indebtedness of the State or its political subdivisions, and no indebtedness of the charter school shall involve or be secured by the faith, credit, or taxing power of the State or its political subdivisions.

29. All of the above paragraphs are understood and shall apply to this contract, except the following numbered paragraphs shall be deleted (See Item 16 for clarification).

30. The process for submitting contracts, audit reports and invoices is subject to change. Auditors and units should use the submission process and instructions in effect at the time of submission. Refer to the N.C. Department of State Treasurer website at https://www.nctreasurer.com/slg/Pages/Audit-Forms-and-Resources.aspx.

31. All communications regarding audit contract requests for modification or official approvals will be sent to the email addresses provided on the signature pages that follow.

32. Modifications to the language and terms contained in this contract form (LGC-205) are not allowed.

FEES FOR AUDIT SERVICES

1. For all non-attest services, the Auditor shall adhere to the independence rules of the AICPA Professional Code of Conduct (as applicable) and *Governmental Auditing Standards,2018 Revision*. Refer to Item 27 of this contract for specific requirements. The following information must be provided by the Auditor; contracts presented to the LGC without this information will be not be approved.

Financial statements were prepared by: ☐Auditor ☑Governmental Unit ☐Third Party

If applicable: Individual at Governmental Unit designated to have the suitable skills, knowledge, and/or experience (SKE) necessary to oversee the non-attest services and accept responsibility for the results of these services:

Name:	*Title and Unit / Company:*	*Email Address:*
Donald Warn	Finance Director Buncombe Cou	don.warn@buncombecounty.org

2. Fees may not be included in this contract for work performed on Annual Financial Information Reports (AFIRs), Form 990s, or other services not associated with audit fees and costs. Such fees may be included in the engagement letter but may not be included in this contract or in any invoices requiring approval of the LGC. See Items 8 and 13 for details on other allowable and excluded fees.

3. Prior to submission of the completed audited financial report, applicable compliance reports and amended contract (if required) the Auditor may submit invoices for approval for services rendered, not to exceed 75% of the total of the stated fees below. If the current contracted fee is not fixed in total, invoices for services rendered may be approved for up to 75% of the prior year billings. Should the 75% cap provided below conflict with the cap calculated by LGC staff based on the prior year billings on file with the LGC, the LGC calculation prevails. All invoices for services rendered in an audit engagement as defined in 20 NCAC 3 .0503 shall be submitted to the Commission for approval before any payment is made. Payment before approval is a violation of law. (This paragraph not applicable to contracts and invoices associated with audits of hospitals).

PRIMARY GOVERNMENT FEES

Primary Government Unit	Buncombe County Tourism Development Authority
Audit Fee	$ 8,650
Additional Fees Not Included in Audit Fee:	
Fee per Major Program	$
Writing Financial Statements	$
All Other Non-Attest Services	$
75% Cap for Interim Invoice Approval ***(not applicable to hospital contracts)***	$ 6,487.00

DPCU FEES (if applicable)

Discretely Presented Component Unit	
Audit Fee	$
Additional Fees Not Included in Audit Fee:	
Fee per Major Program	$
Writing Financial Statements	$
All Other Non-Attest Services	$
75% Cap for Interim Invoice Approval ***(not applicable to hospital contracts)***	$

SIGNATURE PAGE

AUDIT FIRM

Audit Firm* CliftonLarsonAllen LLP	
Authorized Firm Representative (typed or printed)* Christopher Kessler	Signature*
Date* 03/06/20	Email Address* chris.kessler@claconnect.com

GOVERNMENTAL UNIT

Governmental Unit* Buncombe County Tourism Development Authority	
Date Primary Government Unit Governing Board Approved Audit Contract* (G.S.159-34(a) or G.S.115C-447(a))	
Mayor/Chairperson (typed or printed)*	Signature*
Date	Email Address

Chair of Audit Committee (typed or printed, or "NA") N/A	Signature
Date	Email Address

GOVERNMENTAL UNIT – PRE-AUDIT CERTIFICATE

Required by G.S. 159-28(a1) or G.S. 115C-441(a1).
Not applicable to hospital contracts.

This instrument has been pre-audited in the manner required by The Local Government Budget and Fiscal Control Act or by the School Budget and Fiscal Control Act.

Primary Governmental Unit Finance Officer* (typed or printed) DONALD P WARN	Signature*
Date of Pre-Audit Certificate* 03/31/2020	Email Address* DON.WARN@BUNCOMBECOUNTY.ORG

SIGNATURE PAGE – DPCU
(complete only if applicable)

DISCRETELY PRESENTED COMPONENT UNIT

DPCU*	
Date DPCU Governing Board Approved Audit Contract* (Ref: G.S. 159-34(a) or G.S. 115C-447(a))	
DPCU Chairperson (typed or printed)*	Signature*
Date*	Email Address*

Chair of Audit Committee (typed or printed, or "NA")	Signature
Date	Email Address

DPCU – PRE-AUDIT CERTIFICATE

Required by G.S. 159-28(a1) or G.S. 115C-441(a1).
Not applicable to hospital contracts.

This instrument has been pre-audited in the manner required by The Local Government Budget and Fiscal Control Act or by the School Budget and Fiscal Control Act.

DPCU Finance Officer (typed or printed)*	Signature*
Date of Pre-Audit Certificate*	Email Address*

Remember to print this form, and obtain all required signatures prior to submission.

PRINT

BUNCOMBE COUNTY TOURISM DEVELOPMENT AUTHORITY
BUDGET AMENDMENT
FUND 131 EARNED REVENUE FUND

BOARD MEETING DATE: April 2, 2020

Budget Amendment Item:	One Buncombe Support

Background Information:
Earned Revenue fund balance transfer to provide support to One Buncombe.

Funding Source:
Earned Revenue Fund Balance - Committed for Event Program Support

				Increase (Decrease)	
COST CENTER/DEPARTMENT	**PROGRAM (IF APPLICABLE)**	**LEDGER ACCOUNT**	**REVENUE/SPEND CATEGORY**	**REVENUES**	**EXPENDITURES**
Earned Revenue		4310: Appropriated Fund Balance			20,348
Earned Revenue		5620: Program Support	Special Events	20,348	
			TOTAL	**20,348**	**20,348**

Attest:

Jonna Sampson, Executive Operations Manager DATE

APPROVED BY:

Gary Froeba, Chairman of the Board DATE

Explore ASHEVILLE
Convention & Visitors Bureau

April 2, 2020

To: Buncombe County Tourism Development Authority

From: Stephanie Pace Brown

Subject: President's Report of February 2020 Activities

In the midst of navigating through the coronavirus/COVID-19 pandemic, which is having a devastating effect on tourism industry, it seems somewhat insignificant to share this report of activities and metrics from February, our last "normal" month before the world as we knew it completely changed.

Through the better part of March, the Explore Asheville team has been in crisis mode working non-stop on the Asheville/Buncombe tourism industry's behalf to collaborate, inform, advocate and develop ways to best serve affected people and businesses. We will continue to do this for as long as necessary and welcome your questions and suggestions.

Regular COVID-19 updates may be found here: https://www.ashevillecvb.com/coronavirus-update-resources/

FEBRUARY BY THE NUMBERS

- During February, the sales team posted 907 personal contacts (down 1%). February sales activities generated 107 sales leads (up 39%) and 51 convention bookings (up 28%), representing 7,436 rooms (up 47%). Eight months into the fiscal year, year-to-date bookings are down four percent and room nights represented are up two percent.
- CVB sales leads generated 18 group events in February (down 5%), with revenue of $522,937 (down 29%). The services team assisted 18 groups (down 5%).
- The PR team landed 21 significant placements in February (down 13%), with 39 media touchpoints (up 5%). The publicity value of print and broadcast placements totaled $2,184,627 with reach of over 2.7 million. Online placements added $61,144 in value and reach of over 196 million.
- ExploreAsheville.com attracted 406,192 visits (up 65%), including 259,266 to the mobile site (up 64%). Our Facebook fan base total is 296,946 (up 5%) and video views totaled 46,710 (up 236%).
- Online hotel reservations totaled 42 room nights (down 44%) with total room revenue of $6,844 (down 46%).
- The Asheville Visitor Center welcomed 8,325 visitors (up 15%), and the Pack Square Park Visitor Pavilion is closed for the winter.

LODGING & AIRPORT RESULTS

- Buncombe County Finance reported lodging sales totaling $25,485,136 in January (up 25%).
- Smith Travel Research reported hotel occupancy of 50.6 percent during January (up 3%). The average daily room rate was $124.08 (up 9%), and RevPAR (revenue per available room) was $63.13 (up 12%). Room demand increased 8 percent with 128,832 rooms sold.
- AIRDNA reported short term rental occupancy of 48.6 percent (up 34.3%), ADR of $85.43 (down 9.8%), RevPAR of $41.50 (up 21.1%). Total demand for short term rentals increased 76.9 percent to total 103,662 rooms sold.
- Passengers at the Asheville Regional Airport increased 28 percent to total 112,660 in January.

IN THE COMMUNITY

- Stephanie attended an Ideas to Action (I2A) planning meeting to discuss further development of the I2A Leadership Forum.
- Stephanie met with Rev. Tommy Brown from the William Black Lodge in Montreat regarding possible public rentals.
- Stephanie met with Garrett Artz and Doug Hattaway regarding the Woodfin Greenway and Blueway project.
- Stephanie attended the Greater Asheville Regional Airport Authority monthly board meeting and an additional meeting with consultants working on the terminal expansion project.
- Stephanie was interviewed by Blaine Greenfield on his talk show, Blainesworld, regarding arts and culture in Asheville.
- Stephanie attended an Advocacy and Policy Committee meeting at the Asheville Area Chamber of Commerce.
- Staff hosted and facilitated a Local Love Week event with the Asheville Grown Business Alliance.
- Stephanie, Pat, Marla, Kathi and other staff members attended the ribbon cutting ceremony for the LEAF Global Arts Project. Stephanie presented a big check and spoke about the investment from the Tourism Product Development Fund.
- Stephanie and Kathi attended a Haywood and Page Community Leader Focus Group meeting.
- Stephanie attended a Symphony Government Relations meeting.
- Stephanie provided a tourism overview to tourism classes at Appalachian State University.
- Glenn hosted and attended the monthly American Craft Week planning meeting.
- Glenn attended the Black Mountain Center for the Arts board meeting.
- Stephanie attended AIR executive committee and board meetings.
- Stephanie attended Rotary Club of Asheville meetings every Thursday when she was available.
- Several CVB team members attended a tour of the new Citizen Vinyl business, which is under construction.
- Marla attended the monthly ADA board meeting and ADA Issues meeting.
- Marla met with Stefanie Gerber and Tim Schaller regarding RAD projects and marketing efforts.
- Marla met with George Ivey, development director for the Blue Ridge Parkway Foundation and Leesa Brandon, public affairs director for the Blue Ridge Parkway. More details about a new initiative will be forthcoming.

- Ritchie Rozzelle joined the City of Asheville's Greenway Committee and was voted on as Secretary. He is also now serving as Board Vice President of BikeWalkNC, a statewide organization promoting the growth of multi-modal transportation access, safety, and related economy.
- Dianna attended the monthly Civic Center Commission meeting.
- Daniel and Carli attended the SoCon Local Organizing Committee meetings.
- Sales staff met with Mosaix Group and conducted tours of Comfort Suites, Rendevous, the Asheville Art Museum, and the Adventure Center of Asheville for product update purposes.
- Pat attended the "Culture Shift" panel discussion presented by AIR.
- Pat attended the Black Asheville History Project Update presented by the NC Room at Pack Library.
- Pat attended the February Chamber Membership Council meeting.
- Pat was invited to join the Center for Craft's Spring Craft Event Planning Committee and attended the kick-off meeting to discuss plans for a signature craft event in April.
- Kathi represented Explore Asheville at the inaugural Celtic Festival, which received support from the Festivals and Cultural Events fund.
- Kathi attended a lunch 'n' learn event with Homeward Bound, a nonprofit focused on solving homelessness for women.
- Kathi attended the annual Asheville Downtown Association's State of Downtown event.
- Kathi and Pat met with United Way representatives to discuss possible community service projects.
- Kathi attended an Asheville City Council work session on the hotel moratorium.
- Kathi coordinated and, with Stephanie, conducted meetings with the executive director of Blue Ridge Pride, the executive director of Mountain BizWorks, and the manager of the Outdoor Economy Conference.
- Several CVB staff members attended the February Leadership Asheville Buzz Breakfast.

MARKETING & PUBLIC RELATIONS

Advertising: The "Cozy Winter" campaign was wrapped on February 23. Initial data insights show the campaign impressions totaled 449,384,502 and generated 865,824 clicks at a clickthrough rate of .31 percent. Verizon digital ads and paid Facebook delivered the highest clickthrough. Throughout February, the team also worked with 360i to finalize creative components of the spring brand campaign in advance of launch (launch dates vary by tactic). In addition, further refinement was done around the supplemental campaign strategies (approved at the January board meeting) and non-stop flight support in key markets. The entire spring campaign, originally scheduled to launch in late February, consists of the following tactics:

- Broadcast television
- Broadcast radio
- Video streaming (Hulu)
- Online radio (Pandora + Spotify)
- Online display & video
- Retargeting
- Paid social (Facebook, Instagram, Pinterest)
- Native/Sponsored Content
- Cinema
- Digital billboards
- Paid search
- Content partnerships (TrueX, Matador/REI)

Adjustments to paid media have since been made and will be reflected in the March recap.

Paid Search: Paid search drove 71k sessions to ExploreAsheville.com in February, an increase of 58.7 percent year-over-year. The bounce rate for February was at 41.7 percent, an improvement of 7.2 percent year-over-year. Improvements were also seen in average session duration and pages per session year-over-year, up 10.1 percent and 8.2 percent respectively.

	February 2019	February 2020	YoY
Total spend	$29,803	$36,779	23%
Impressions	717,207	1,121,956	56%
Clicks	42,356	68,240	61%
CTR	5.9%	6.1%	3.0%
CPCs	$0.70	$0.54	-23%

General Media Relations: The PR Team logged 39 media touchpoints, initiated 36 targeted pitches and hosted three media on the ground in Asheville in February. Supported site visits included media representing *Chatter Magazine, Style at Home* (Canada) and *JustLuxe.* Story support included *Saturday Evening Post, Chicago Tribune, Courier* and *The Group Travel Leader.* Asheville imagery and assistance were also provided to *Canadian Geographic*, *Our State* and *Food Network*, among others.

Spring Press Release: The PR Team crafted a Spring Press Release in February focusing on new or iconic tours in Asheville. It was distributed via PR Newswire and picked up 175 times, with a potential audience of 84 million. It was also sent out via Mailchimp to 701 subscribers and media friends of Explore Asheville. Work was then performed using TrendKite to pinpoint outlets and writers who have previously covered "top destinations" for spring travel, with this targeted outreach totaling about 30 pitches.

M&C / Group PR Efforts: In February, Sarah Lowery and Carli Adams provided insight for a *Courier Magazine* city spotlight on Asheville. They also had a phone interview with a writer for *The Group Travel Leader* who is working on an upcoming special section on the Carolinas featuring destinations that are group friendly.

Significant Placements:

1. *Birmingham Magazine | How to spend a romantic weekend in Asheville*
2. *Business Insider | The top 20 most popular travel destinations on Instagram*
3. *Canadian Geographic Travel | Beers, biking and bluegrass*
4. *Forbes | 7 Affordable Valentine's Day Getaways*
5. *Hemispheres Magazine | The Foundry Hotel Honors Asheville's Black History*
6. *INSIDER | 10 of the most underrated romantic destinations in the U.S.*
7. *Lonely Planet | How to road trip the Southeastern US on a budget*
8. *Matador Network | The Ultimate LGBTQ guide to Asheville*
9. *Parade | 25 of the Best Inexpensive Family Vacation Ideas Your Whole Crew Will Enjoy*
10. *This is My South | Romantic Destinations in the South*
11. *YourTango.com | 4 Best U.S. Vacation Destinations for Couples to Explore in 2020*

Content Development Projects: The month of February saw the completion of our Winter Cozy content and the interactive Cozy Quiz version of the hand-illustrated Cozy Winter Checklist. Key performance metrics met goals.

- Exceed pageviews to winter content (winter page + winter content) year-over-year
    - 26,278 organic pageviews (goal: 26,000), Jan. 1-Feb. 27
    - 12,056 pageviews from unpaid social (goal: 10,000), Jan. 1-Feb. 27
- Increase social engagement
    - Facebook (paid and organic): 8,264 engagements, 101,771 reach
    - Instagram (organic): 895 likes, 16 comments
    - Pinterest (organic): 2,744 impressions
- Grow social following on Instagram
    - IG followers increased 5.3 percent during campaign (69,000 to 72,678)

Also, in February, the Content Team worked in conjunction with the Communications Team to complement a press release promoting the many unique tour experiences available to Asheville visitors. The “New and Iconic Tours to Experience This Spring in Asheville” story on ExploreAsheville.com pulls together over 30 tour partners offering unique ways to view Asheville and Buncombe County.

ExploreAsheville.com Editorial Content:

- During the month of February, eight pieces of content were added to ExploreAsheville.com. New stories included “See Mel Chin's Larger-Than-Life Animatronic Sculpture in Asheville,” “2020 Connect Beyond Festival: Artists, Lineups, Tickets and Details,” and a spring PR piece “New and Iconic Tours to Experience This Spring in Asheville.” Four new “things to do this weekend” blog posts were also written.
- The most popular blog and story content this month was “50 Things to Do in Asheville”, which received 25,189 pageviews, followed by “5 Great Winter Hikes Near Asheville”, which received 12,071 new pageviews which both served as landing pages for paid social efforts.

Social Media Stats:

Facebook:
Visit Asheville page

- February saw 966 daily new likes to Facebook for a total of 296,946.
- There were 23 new Facebook posts added to the Visit Asheville page in the month of February.
- The most popular unpaid Facebook post during the month was a post on Black Mountain’s inclusion on an O (Oprah) Magazine Top 10 Travel List. The post reached 39,078 people organically, generating 706 total reactions, and 63 comments.
- The most engaging post of the month was also the Black Mountain story; it engaged seven percent of users reached.
- The most popular paid post was a post linking to the ExploreAsheville.com Cozy Checklist Quiz. The post reached 11,863 people and engaged three percent of users reached.

Video:

- There were 11,639 new, organic YouTube views in February. The most popular video by organic views this month “Experience Black Mountain, NC: "America's Prettiest Small Town,” which received 3,859 non-paid views. The new video “Asheville, NC, Return Again” came in second with 665 views.
- Across all our video platforms, there were 46,710 non-advertising views, with the majority coming from Facebook. There have been 432,679 views of Explore Asheville video content YTD (since July 1, 2019).

Pinterest:

- There were 172,920 organic impressions of pins linking to Explore Asheville content, up 7.9 percent over the previous month. There were also 9,270 engagements on these pins, up 7.6 percent over the previous month.
- 360i continued to boost a collection of nearly a dozen new Pinterest pins related to winter.

Instagram:

- Our VisitAsheville account has 72,829 followers.
- There were eight new posts in February. The most popular photo post was a drone photo of downtown Asheville. It received 2,094 engagements (likes and comments).

Twitter:

- Across all our accounts we have a total of 16,910 followers. *Please note this number is significantly lower than it was prior October 2019 because our Foodtopia account was hacked and our follower count (and tweets) were erased.
- The most popular account is Visit Asheville, which has 8,354 followers.
- We continue to provide a mix of proactive response to travel inquiries and pushes of website and Instagram content.

Asheville Traveler E-newsletter:

- Subscribers: We have 127,759 active subscribers.
- Opens/Click-throughs:
    - In February, our monthly Asheville Traveler e-newsletter went out to 124,139 subscribers. It had an overall open rate of 16 percent and a click-through rate of 2.3 percent.

ExploreAsheville.com: Website user sessions in February increased 65 percent compared to last year. Organic traffic was up 13 percent year-over-year in February. Paid search traffic was up 57 percent compared with last year. Referral traffic was even year-over-year, while traffic from eNewsletter clicks was down 26 percent year-over-year in February. Social media traffic, excluding paid social, was up 33 percent compared with last year. Traffic from advertising campaigns, including paid social was up 1387 percent in February compared to last year. Sessions to the booking engine increased four percent year-over-year in February and booking engine searches increased 7 percent.

Website Improvements – SEO, QA & Accessibility: In February, Explore Asheville content and web teams worked with a product called SiteImprove to assist with search engine optimization, quality assurance and accessibility efforts. Atlas Branding in Asheville is working with the team on a design refresh to modernize the site. The design and other structural improvements, including new navigation and a new events module will be fully implemented in May.

Online Reservations: There were 33 orders for 42 room nights in February with a total of $6,844.36 in booking revenue and $178.17 in commission. The top 5 states for room nights booked in February were Kentucky, North Carolina, Michigan, Tennessee and Pennsylvania.

February 2020	Current Month	This Month Last Year	Variance Monthly	YTD Actual	YTD Last Year	Variance YTD
Booking Rev	$6,844	$12,691	-46%	$100,950	$113,397	-11%
Commission	$178	$565	-68%	$2,290	$5,261	-56%
Orders	33	39	-15%	431	438	-2%
Room Nights	42	75	-44%	639	703	-9%

Visitor Guide: There were 3,073 requests of the *Official Asheville Visitor Guide* in February. Fiscal year-to-date, there have been 21,576 visitor guide requests.

GROUP SALES & SERVICES

Group sales reported 51 definite group bookings in February, up 24 percent from the prior year (33 meetings/conventions, eight weddings, 10 group tours). The combined total of definite room nights was 7,436, up 37 percent from the previous year. One hundred seven leads (72 for meeting/conventions, 14 for weddings, and 21 for motor coach), representing 24,538 room nights were distributed to Buncombe County accommodations in February. Leads distributed were up 34 percent and rooms represented were up 12 percent over the prior year.

Estimated revenue for leads issued was $1,778,044 (up 85%). Actualized revenue was $522,937 (down 28%). Person-to-person outreach totaled 907 contacts, down one percent. Indirect outreach totaled 5,062, up 39 percent.

Beth McKinney returned to work after being out on maternity leave. Shawn Boone turned in his resignation to accept a position outside of the CVB.

Sales Calls/Missions/FAMS:

- Connie Holliday made five sales calls in South Carolina in conjunction with attending the SC Society of Association Executives social in Columbia, SC.
- Shawn Boone exhibited at Destinations International's Destination Showcase in Washington, DC. More than 1,000 planners and suppliers attended. Thirty-five planners stopped by Explore Asheville's booth expressing interest in Asheville as a meeting destination.
- Shawn attended DI's Spirit of Hospitality Foundation event, which is the signature event of the Destinations International Foundation, to raise funds for education, advocacy, research and leadership development. A total of five sales calls were made on the same trip with two immediate RFP's were received totaling 208 rooms.
- Shawn hosted 30 attendees from the USDA Forest Service for a welcome reception during their Asheville based meeting.

Mini-FAM: In the continuing efforts to bring planners in to experience Asheville, Kathryn Dewey hosted a mini-FAM, a concentrated two-day event showcasing the Asheville area. The group enjoyed host accommodations at The Omni Grove Park Inn and visited/enjoyed downtown Asheville's restaurants and shops. Site visits were held at four meeting properties. Three corporate and association planners from North Carolina were in attendance.

Global Pharmaceutical & Medical Summit 2020: Tina Porter exhibited at Global Pharmaceutical & Medical Summit in Bostin along with industry partners AC Hotel and The Foundry. In attendance were approximately 200 senior meeting planners. Explore Asheville was also a network break host and as such received a 25-word company overview in the event brochure, logo displayed on the event brochure cover, reciprocal website links, pre-conference email content, post-convention attendee contact list as well as other items.

Site Visits/Bookings/Leads: The team hosted four site visits in February, including 2020 NC Community Health Care Association – 100 rooms, 2020 HeXpo Conference – 500 rooms, 2021 Herff Jones International Sales Conference – 1949, M. Lamb (independent planner) – general site visit.

February bookings include, but are not limited to:

- 2021 Generis Associates Meeting – 226 rooms
- 2020 Encore Regional Dance Competition – 100 rooms
- 2020 Adams and Reese Partners Meeting – 419 rooms
- 2022 English Setter Association of American – 456 rooms
- 2022 NC Nurse Practitioner Spring Symposium – 795 rooms
- 2022 Southeast Housing Officers Meeting – 1,100 rooms
- 2022 Southern Criminal Justice Association – 445 rooms
- 2020 xc USA Series – 69 rooms
- 2020 Penn State Presidential Leadership Academy – 62 rooms
- 2020 Eagle Rock Tour Series – 156 rooms (two dates)
- 2020 Emporia State Chi Omega Sorority Reunion – 54 rooms
- 2020 WPO Group Annual Reunion – 100 rooms
- 2020 Daniel's Discovery Tours – 87 rooms
- 2020 East Union Baptist Church – 40 rooms
- 2021 Rotary International District 7670 – 70 rooms
- 2020 United Way Planning Meeting – 355 rooms
- 2020 American Association for the Study of Liver Diseases – 58 rooms
- 2020 NC/SC Philosophical Societies – 70 rooms
- 2020 Strong Bonds AC-FY20 Program – 44 rooms
- 2020 River Ruckus CrossFit – 120 rooms
- 2020 CNN Annual Offsite – 110 rooms
- 2020 Bob Lewis Park - Turf Way Games 1,2,3 – 420 rooms
- 2020 MWG Study Group – 33 rooms
- 2020 Independent Insurance Agents of NC – 183 rooms
- 2020 Tennessee Credit Union League – 111 rooms
- 2020 Blue Ridge Classis of the Carolinas Show – 135 rooms
- 2020 WNCY Hula invitational – 120 rooms
- 2020 NCSU Extension & Knowledge Exchange – 200 rooms
- 2020 Bike Rumor – 54 rooms

Group Sales Communications: Work on the meetings brand refresh included finalizing the positioning statement with Miles Partnership and reviewing two design concepts.

Media

- Staff were interviewed for story for *The Group Travel Leader's* special section on the Carolinas looking at great destinations that are group friendly.
- Staff provided information for a writer working on a spotlight story on Asheville for March edition of *Courier,* a National Tour Association publication.

Mass Communications

- An invitation to the Explore Asheville familiarization trip for the Group Tour market, *Absolutely Asheville*, was sent to 1750 Group Tour Operators. Open rate: 30% Clicks: 174
- An email was sent to 2126 D.C. area clients in advance of the Destinations Showcase tradeshow. Open rate: 16% Clicks: 108

- An email was sent to 332 attendees of Wedding Festivals offering hotel booking service for wedding guests. Open rate: 2% Clicks: 0
- An email was sent to 347 people who registered for a *Meetings Today* educational webinar sponsored by Explore Asheville offering the opportunity to view our Asheville webinar. Open rate: 16% Clicks: 26
- An email was sent to 151 people who registered for a *Smart Meetings* educational webinar sponsored by Explore Asheville offering the opportunity to view our Asheville webinar. Open rate: 24% Clicks: 1

Social Media Channels

- A LinkedIn post of SC Society of Association Executives trade show received 2,246 views of which 98 were executive directors, event planners or third-party buyers.
- A LinkedIn content repost of an article on travel habits – 425 views
- A LinkedIn post of James Beard semi-finalists for Asheville – 234 views

Convention Service Highlights: Explore Asheville attended a planning meeting with Visit NC staff for the upcoming 365 Conference. Six microsites were prepared for inbound sports groups.

PUBLIC AFFAIRS

Tourism Product Development Efforts:

LEAF hosted a ribbon-cutting ceremony and opening celebration on February 14, and Stephanie presented a check in recognition of the TPDF award.

PGAV is in phase three of the Tourism Management & Investment Plan (TMIP). The team continues to collect additional project details to inform a common set of priorities.

Pat continues to follow up with grantees to submit their Annual TPDF Project Reports that were due in January.

The WNC Farmers Market's visitor information signage and rack for Visitor Guide distribution were installed; the narrative panel is in development.

Partner Engagement and Events:

Explore Asheville CVB 101 Orientation: Orientation was not held at the Explore Asheville offices in February.

New Partners: There were six new partners in February: Asheville Trails and Taps, Bargello, District 42, Mountain Home Thrift Store, Sarah Sunshine Pottery, and Your Perfect Ceremony by Reverend Jacqui.

Events Calendar: Charlie approved 392 events for the month of February. Joe continued to reach out to Music Venue partners regularly to ensure they are submitting their events to the Live Music Calendar.

February 12 – Love Local Business Resource Fair: In collaboration with the Asheville Grown Business Alliance and in support of Go Local Week, Explore Asheville hosted a business resource fair. Several community organizations that provide business support resources including the Asheville Downtown Association (ADA), Asheville Grown Business Alliance, Asheville Independent Restaurant Association (AIR), City of Asheville Business Inclusion Office

& Community Events, Explore Asheville, Just Economics, ASAP, and Mountain Bizworks tabled and presented short introductory presentations to approximately 80 attendees.

February 27 – Community Update: Wayfinding Signage in RAD: MERJE presented refined signage system designs that were developed as a result of the community feedback provided at sessions in January and August 2019 at a public meeting in February in the Boardroom. 19 partners from the River Arts District as well as City of Asheville staff were in attendance.

February 28 – Extranet One-on-One Training in Black Mountain: In coordination with the Black Mountain Chamber of Commerce, Pat and Joe hosted one-on-one Explore Asheville orientation trainings at the Visitor Center in Black Mountain in an effort to onboard and support more tourism industry partners in the area. Additionally, Terri Wells who has been contracted to assist in new partner outreach supported the effort in recruiting attendees. 17 appointments were scheduled, resulting in the onboarding of 12 new partners.

March 18 – Hospitality Outlook: Planning is underway for the annual Hospitality Outlook luncheon to be at the Holiday Inn – Biltmore West. Chris Cavanaugh of Magellan Strategy Group will present an economic outlook and Explore Asheville President & CEO Stephanie Brown will report on destination and lodging performance with a look ahead for the coming year.

Planning is underway for the following upcoming events:
March 25 – Asheville Bed & Breakfast Association Summit (assisting ABBA with agenda)
March 26 – "What's New in 2020?" Partner Forum
April 30 & May 1 – Creative Sector Summit (assisting Asheville Area Arts Council with agenda)
May 5 – National Tourism Week Summit

Projects:

African American Heritage Project: Pat has focused on building & expanding relationships with community members and organizations to increase awareness of the project and build a supportive network interested in collaboration. As part of the Community Engagement phase, the project team conducted four in-person Listening Session Workshops on January 9, 10, and 11. Sessions were attended by approximately 80 community members and took place at the Friendship Center in Shiloh, at the Stephens-Lee Recreation Center and in the Explore Asheville boardroom. A final report summarizing feedback, themes, and a recommended plan for next phases will be available in coming weeks.

CRM Audit: The public affairs team continues to work on the auditing process for Explore Asheville's customer relationship management (CRM) database and is coordinating efforts with Marketing team goals for ExploreAsheville.com following a website usability study.

Arts Portal: Plans are underway for dissolving the arts portal, AshevilleArtsAlive.com, a website featuring arts-only related content from ExploreAsheville.com that was created in partnership with and in support of the Asheville Area Arts Council. The website helped increase partner engagement with area artists and arts organizations. Given the change in the arts council's strategic organizational priorities and the low usage rates, the arts portal website will go dark in March and individuals listed on the arts portal will be invited to request a listing on ExploreAsheville.com if they meet the listing criteria. Plans also include providing a feed of arts-only related events to the arts council for display on their website.

Wayfinding Signage for RAD: Pat continues to work with MERJE to refine the plans for the signage system package with a goal to fabricate and install later this year in coordination with completion of RADTIP construction by the City of Asheville.

February 27 – Community Update: Wayfinding Signage in RAD: MERJE presented refined signage system designs that were developed as a result of the community feedback provided at sessions in January and August 2019 at a public meeting in February in the Boardroom. 19 partners from the River Arts District as well as City of Asheville staff were in attendance.

PUBLIC INFORMATION & COMMUNITY ENGAGEMENT

Local Media / Public Information: Kathi responded to several media needs and requests this month, including two FOIA requests; one required researching 20 years of BCTDA annual reports for which Jonna, Glenn and Pat provided significant assistance. She pitched and achieved a half-hour radio interview for Stephanie on community station WPVM. With Marla, Kathi met with representatives from WLOS-TV to discuss marketing and advertising opportunities. She continued updating the packet of information that she originally developed for candidates and created a BCTDA fact booklet she has been distributing to groups and individuals across the county. Kathi also provided support for publicity and developed talking points related to the opening of TPDF recipient LEAF Global Arts Center. In addition, she continued work on strengthening content on the CVB website as a tool for better communicating to the public, took over writing and editing duties for the partner newsletter, and is managing the partner Facebook page.

Coronavirus: Kathi responded to media requests regarding COVID-19 and with other team members produced the first edition of an e-alert for partners providing coronavirus information and resources.

Community Engagement: Kathi continued coordinating personal meetings with various community stakeholders and influencers, as well as local media and tourism partners. She attended two forums for city council candidates: one sponsored by Mountain Xpress and the other by the Council of Independent Business Owners. Others that she planned to attend featuring county commission candidates were postponed due to inclement weather.

EXECUTIVE OFFICE

Staff/Administrative Updates:

Human Resources: On February 7, Glenn met with NaTosha Crooks with Insurance Service of Asheville (ISA) to discuss ISA's benefits platform called Employee Navigator. On February 14, the position of Sales Manager for Chicago, Atlanta and Washington, D.C. was posted on AshevilleCVB.com and Indeed. On February 21, the first phone interview was held.

Personnel: On February 4, Daniel Bradley was enrolled into the BCTDA 401K Plan effective March 1, following one year of employment with Explore Asheville. On February 5, Beth McKinney returned to work after a 90-day maternity leave. Shawn Boone was terminated from Explore Asheville effective February 14.

Event Grants: The inaugural Asheville Celtic Festival, sponsored by the BCTDA with $1,000, was held at the WNC Ag Center on February 15. The ticketed festival was attended by over 3,000 attendees. The media and event organizers all deemed it a great success. On February 23, with a $1,000 sponsorship from the BCTDA, Asheville Mardi Gras took their parade all through the South Slope. The front of the parade had a large banner with the BCTDA logo prominently displayed.

Attraction Partners Collaborative (APC) Convening: On February 3, the APC convened to discuss how they can better market their industry sector and their individual attractions. The prevailing agreement was to educate each other on what they each do. This would offer new partnership opportunities.

Building: Policies and Procedures were developed around Team Member safety in relation to the workspace.

Wayfinding: Glenn and Pat had a conference call with Geograph Industries and a rep from SignAgent to discuss the implementation of a sign management system. With the Wayfinding System now incorporating over 400 signs, this platform will help manage the maintenance history of signs and the cost to maintain the System in one package with sign details, photographs and maps.

Destination Marketing Accreditation Program: Staff continued working on the Destination Marketing Accreditation Program reaccreditation application, from Destinations International. The deadline to file the application is March 31, 2020. This will be the third time CVB staff will submit a full application, required to be completed every four years, meeting 92 rigorous required standards. Jonna Sampson is leading the reaccreditation process for the team.

Tourism Management & Investment Plan: The Explore Asheville team continued working with PGAV and Chris Cavanaugh to further advance the TMIP process in February. A steering committee meeting took place on February 17, and staff met with Chris Cavanaugh on February 26. PGAV will be in Asheville on March 12 and will participate in meetings with staff and the steering committee.

BCTDA FY 21 Budget: The Explore Asheville team continued to work earnestly on the FY 21 BCTDA budget in February, which will be presented to the board in April; a month earlier than normal. A finance committee meeting took place and departmental staff worked on establishing overarching program of work plans. High-level marketing, advertising and sales strategies were presented to the board at the February 26 BCTDA meeting. A revenue objective of 1 percent on which to establish the FY 21 budget was approved, which will total $19,900,000.

Ideas to Action (I2A) Leadership Forum: In February, Stephanie continued participating in planning group meetings to help develop the I2A Leadership Forum, a new initiative for Asheville and Buncombe County to engage in constructive dialogue across lines of difference. The goal is to enable meaningful engagement among a distinguished, diverse, multi-perspective group of local leaders who will learn about key issues and engage in frank and productive conversation. Ultimately, the forum will lead to new solutions and an action agenda on critical community issues. Invitations were sent to a carefully selected group of individuals in February and five meetings will take place in 2020.

Destination Performance Report

Lodging & Visitor Overview - February 2020

Lodging Sales	Hotel Occupancy*	Hotel Demand*	Hotel ADR*	Hotel RevPAR*
$25,485,136	50.6%	128,832	$124.70	$63.13
(January) ▲ 25.3%	(January) ▲ 2.7%	(January) ▲ 8.0%	(January) ▲ 9.0%	(January) ▲ 11.9%

Airport Passengers	Asheville Visitor Center	Pack Sq Visitor Center	Black Mtn Visitor Center	Travel Guide Requests
112,660	8,325	0	1,267	3,073
(January) ▲ 27.6%	▲ 15.0%	N/A	▲ 44.1%	▼ -11.7%

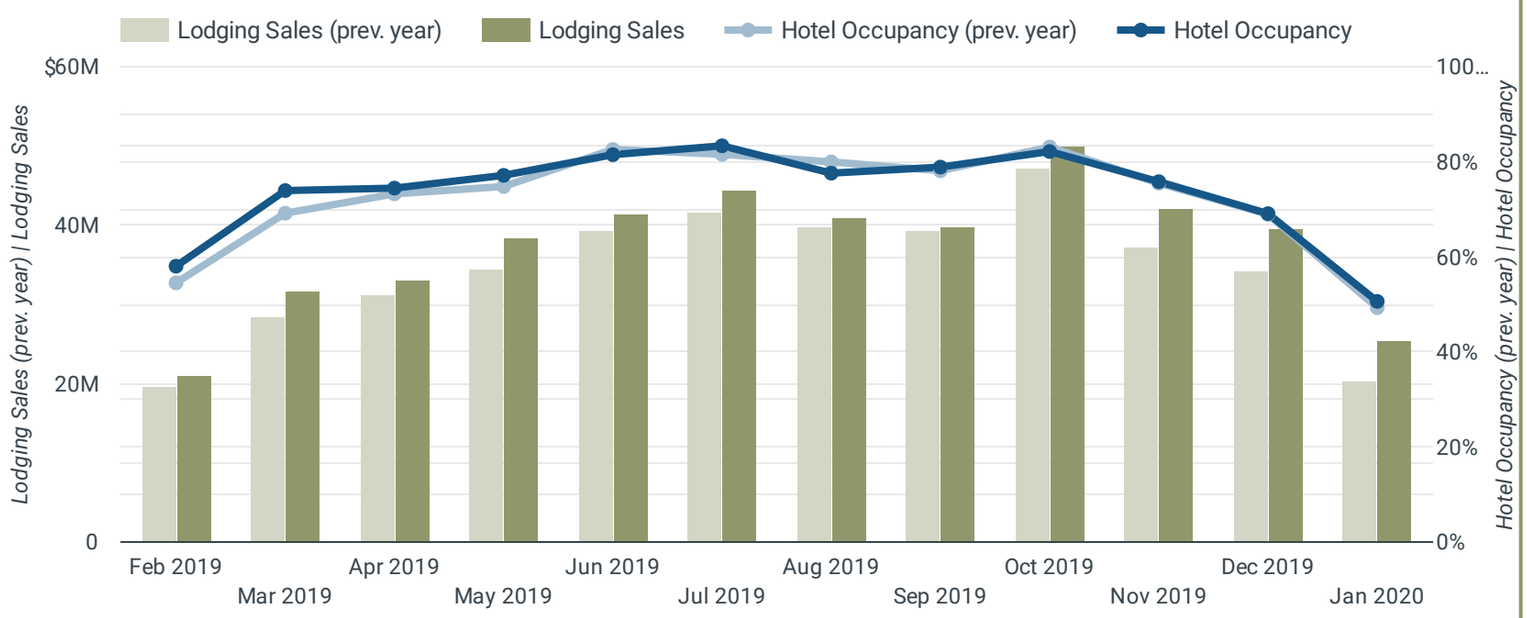
Lodging & Visitor Overview - Fiscal Year 19-20

Lodging Sales	Hotel Occupancy*	Hotel Demand*	Hotel ADR*	Hotel RevPAR*
$282,586,424	73.8%	1,280,697	$169.79	$125.31
▲ 8.6%	▲ 0.0%	▲ 2.4%	▲ 1.4%	▲ 1.4%

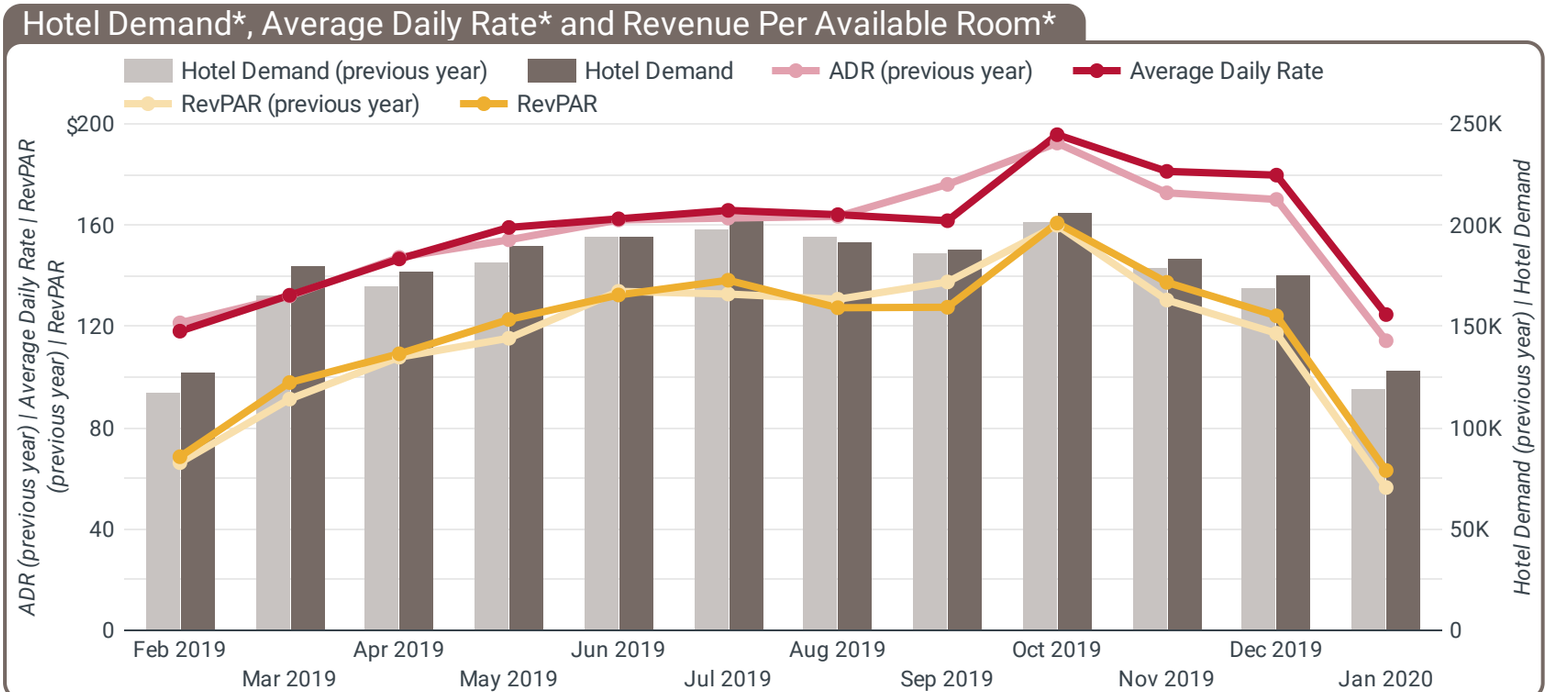
Airport Passengers	Asheville Visitor Center	Pack Sq Visitor Center	Black Mtn Visitor Center	Travel Guide Requests
1,010,863	140,821	4,016	17,795	21,576
▲ 38.8%	▲ 8.7%	▼ -8.2%	▲ 6.6%	▼ -16.4%

Lodging Sales and Hotel Occupancy*

* **Source:** STR, Inc. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.



Hotel Demand*, Average Daily Rate* and Revenue Per Available Room*



Destination Performance Report

Short Term Rental Data - January 2020

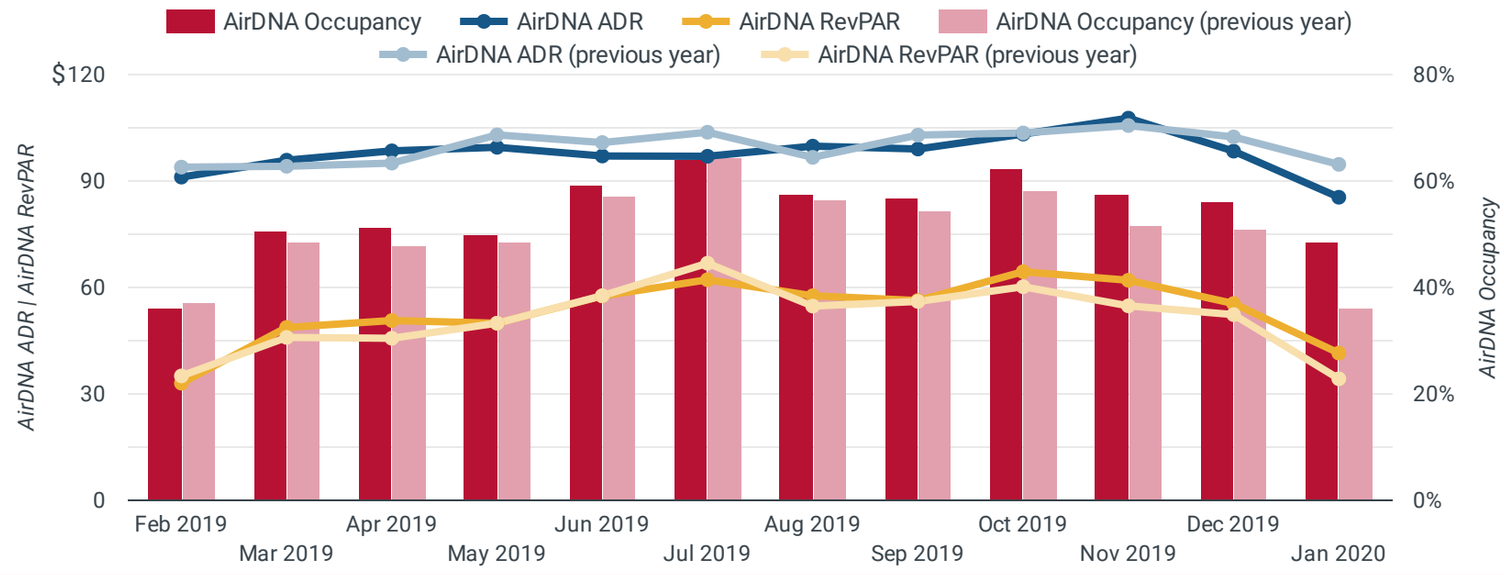
Occupancy	ADR	RevPAR	Demand
48.6%	$85.43	$41.50	103,662
▲ 34.3%	▼ -9.8%	▲ 21.1%	▲ 76.9%

Short Term Rental Data - Fiscal Year 19-20

Occupancy	ADR	RevPAR	Demand
57.7%	$98.96	$57.06	860,330
▲ 8.0%	▼ -2.8%	▲ 5.0%	▲ 30.9%

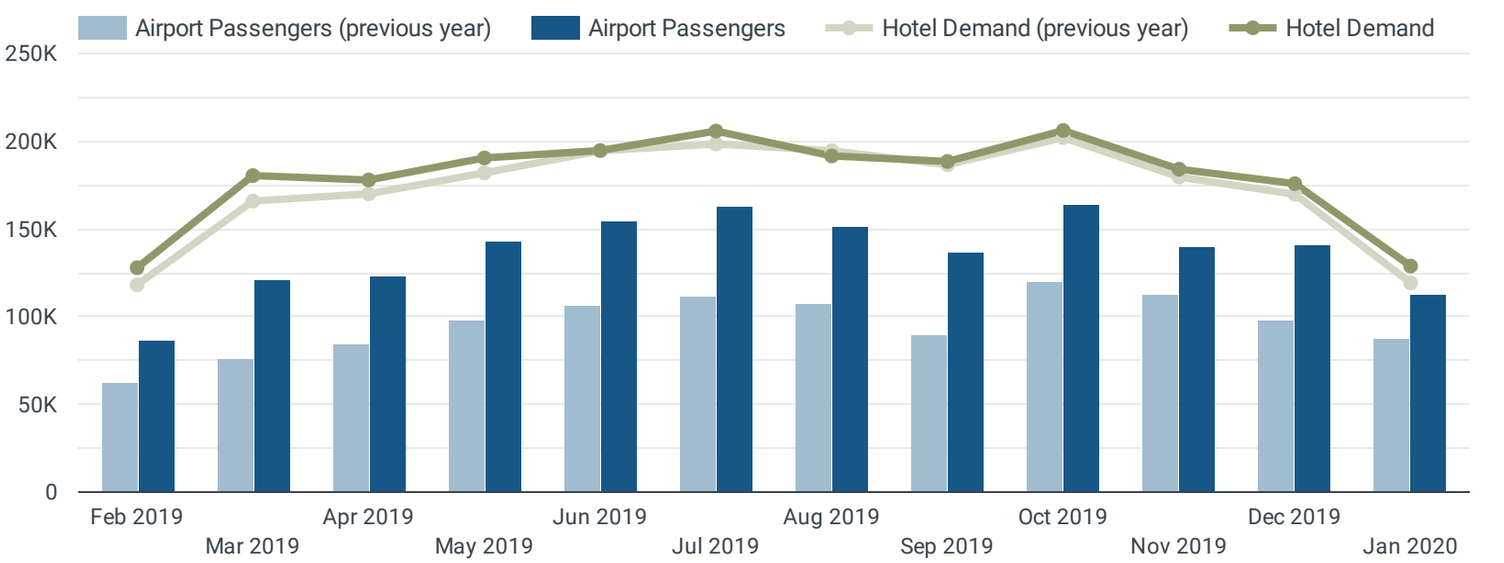
AirDNA ADR, RevPAR and Occupancy

*** Short Term Rental Data Source:** AirDNA

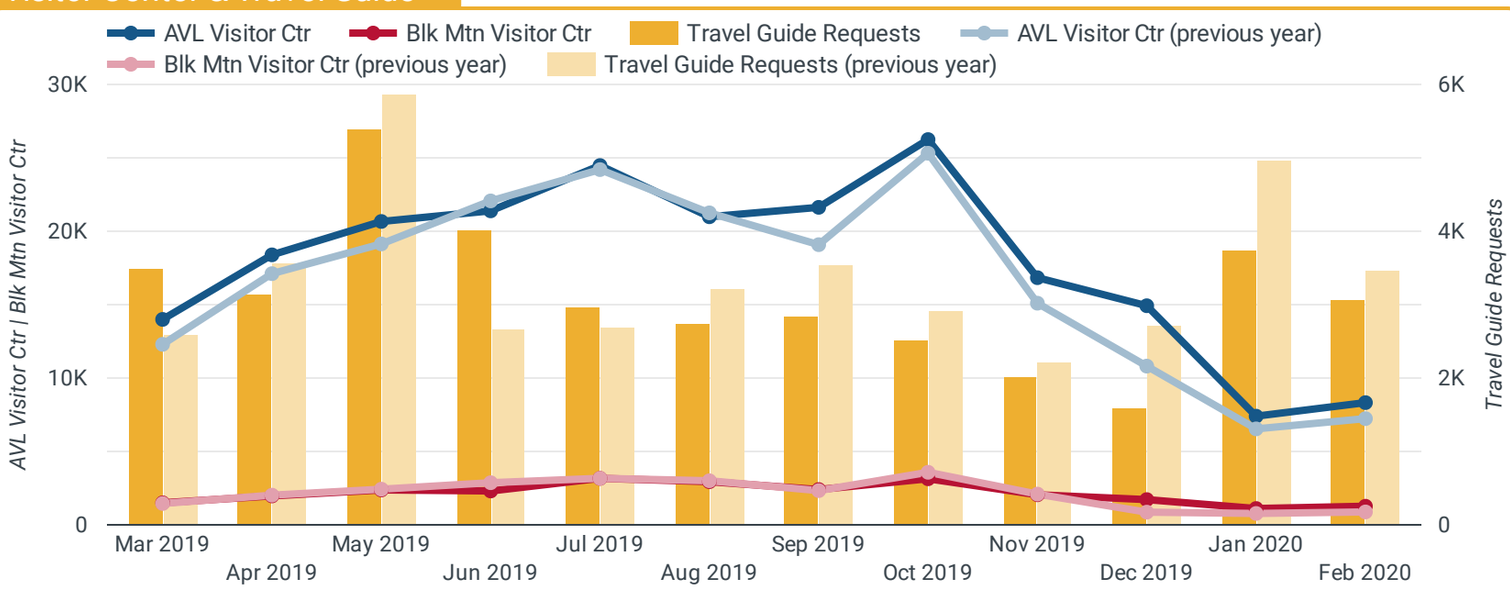


Airport Passengers vs. Hotel Demand*

*** Source:** STR, Inc. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.



Visitor Center & Travel Guide



Sales Department Performance Report

Sales Leads and Outreach - February 2020

Sales Leads Issued	Room Nights (Leads)	Leads Turned Definite	Room Nights (Definite)	Estimated Revenue
107	24,039	51	7,436	$1,778,044
▲ 39.0%	▲ 25.7%	▲ 27.5%	▲ 46.7%	▲ 106.8%

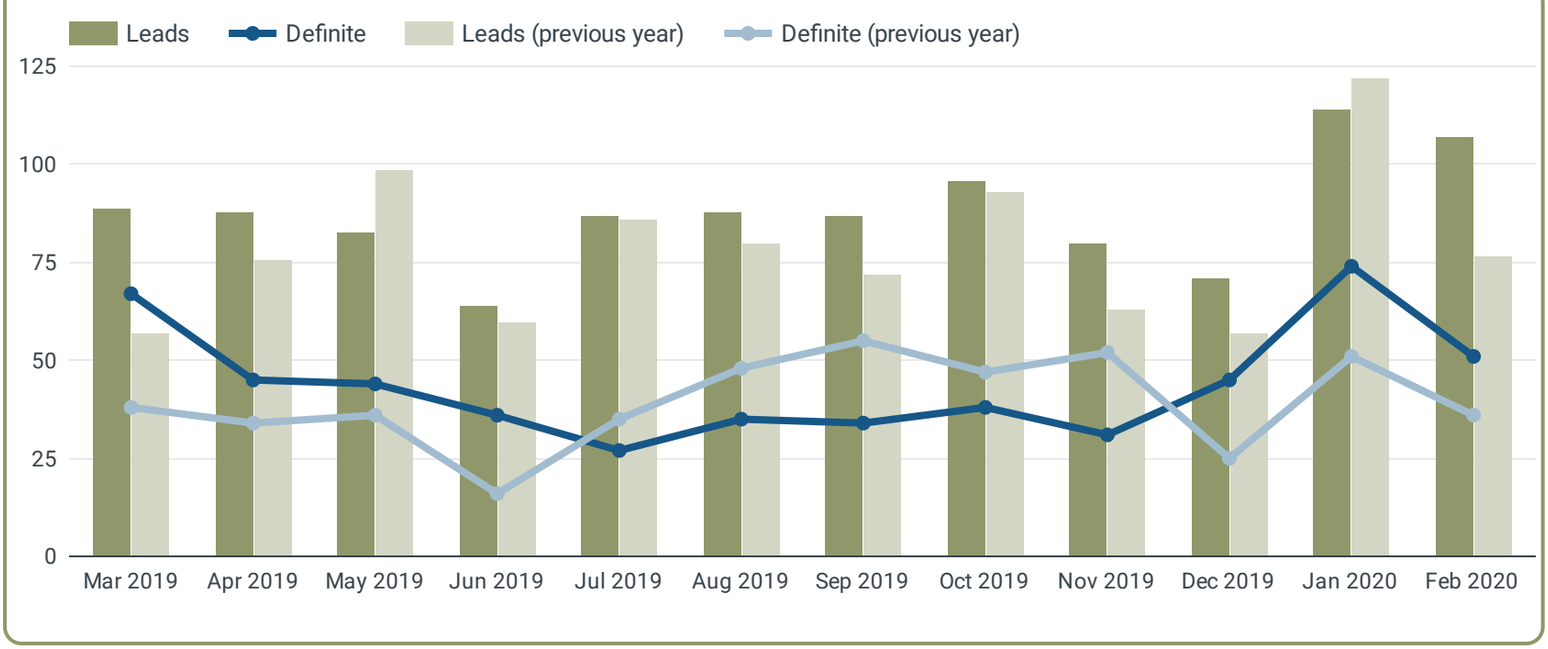
P2P Outreach	Indirect Outreach	Group Events	Room Nights Generated	Actualized Revenue	Groups Serviced
907	5,062	18	2,383	$522,937	18
▼ -1.3%	▲ 39.4%	▼ -5.3%	▼ -28.8%	▼ -28.8%	▼ -5.3%

Sales Leads and Outreach - Fiscal Year 19-20

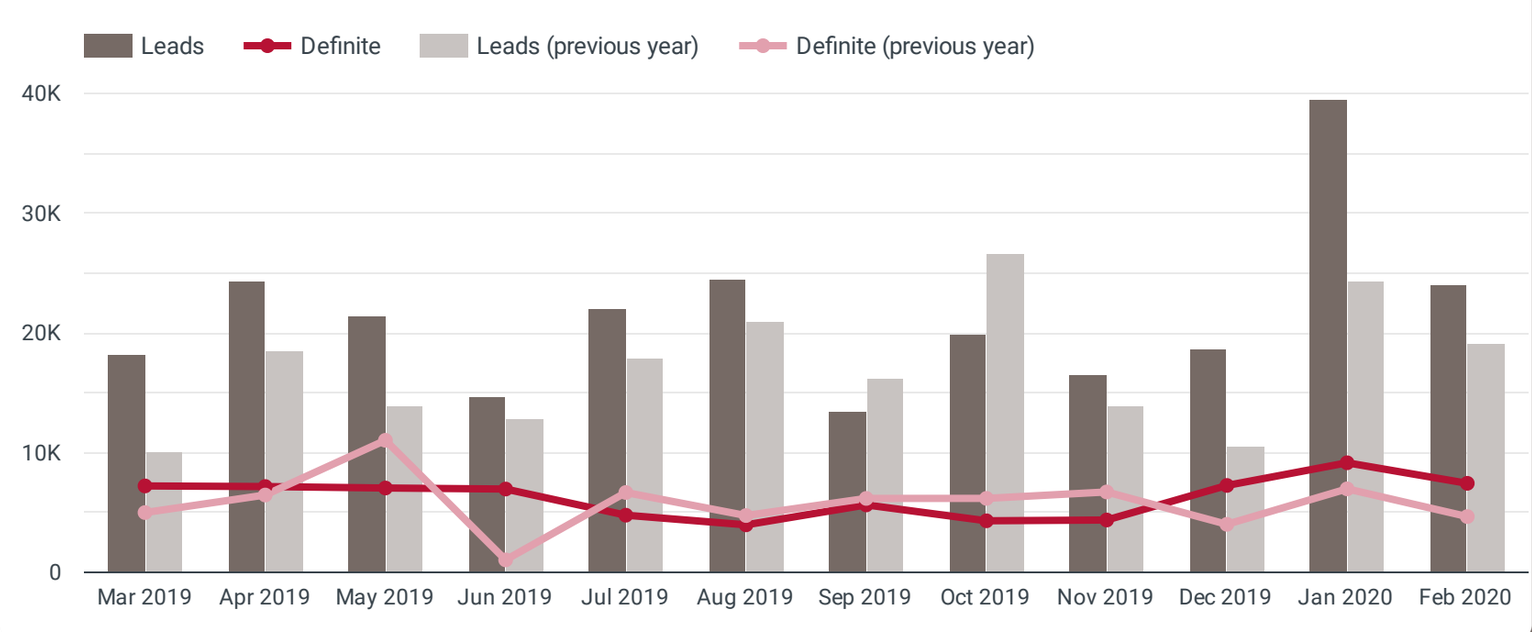
Sales Leads Issued	Room Nights (Leads)	Leads Turned Definite	Room Nights (Definite)	Estimated Total Revenue
730	178,957	354	52,068	$12,608,444
▲ 12.3%	▲ 19.2%	▼ -3.5%	▲ 2.0%	▲ 28.2%

P2P Outreach	Indirect Outreach	Group Events	Room Nights Generated	Actualized Revenue	Groups Serviced
8,282	96,004	294	34,042	$10,821,146	262
▼ -4.6%	▲ 95.2%	▲ 5.0%	▲ 4.9%	▲ 33.5%	▼ -5.8%

Sales Leads vs. Definite

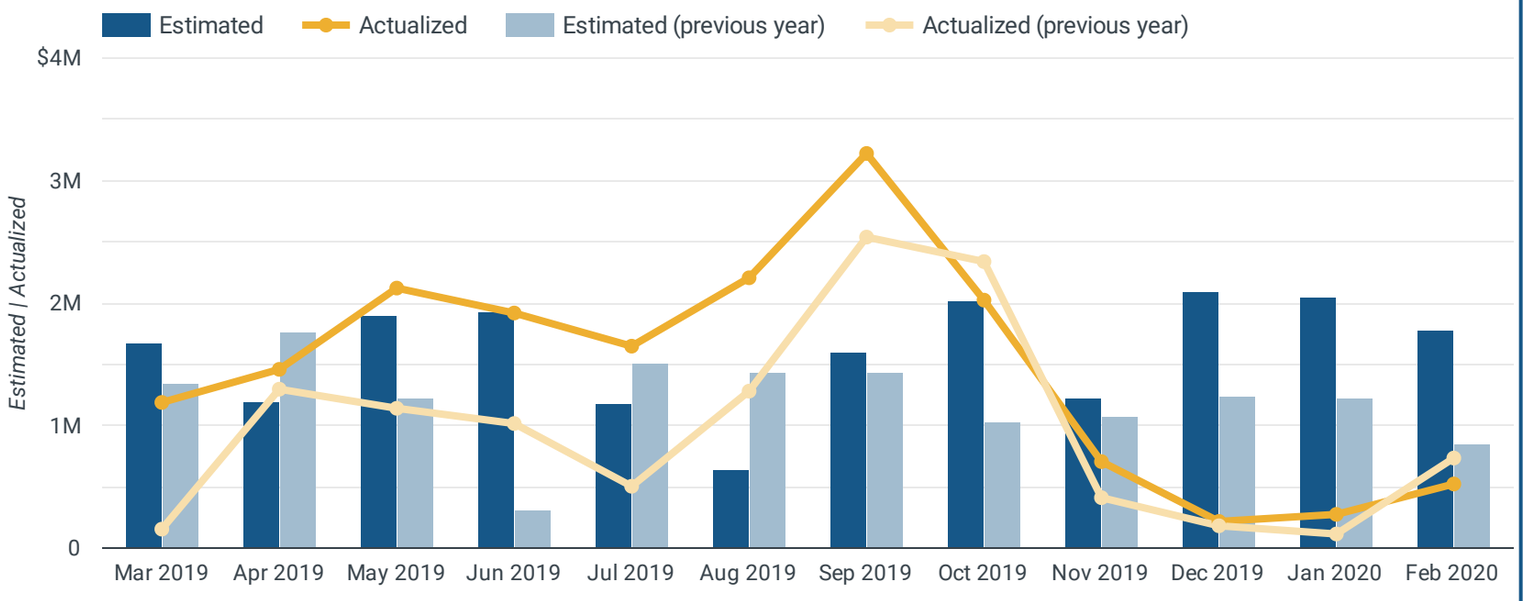


Room Nights Represented in Leads vs. Definite



Sales Department Performance Report

Estimated vs. Actualized Revenue



Sales Outreach 2018 by Month

	Month of Year	Person-to-Person Outreach	% Δ	Indirect Outreach	% Δ
1.	Feb 2020	907	-1.3%	5,062	39.4%
2.	Jan 2020	873	-20.6%	13,239	-9.7%
3.	Dec 2019	988	-13.2%	5,835	563.1%
4.	Nov 2019	1,095	5.4%	362	-86.0%
5.	Oct 2019	1,136	-4.1%	9,552	-30.5%
6.	Sep 2019	1,062	-7.0%	18,659	495.9%
7.	Aug 2019	1,161	-2.8%	36,255	281.1%
8.	Jul 2019	1,060	9.8%	7,040	591.6%
9.	Jun 2019	954	8.8%	15,929	45.0%

Group Events by Month and Room Nights Generated

	Month of Year	Group Events This Month	% Δ	Room Nights Generated	% Δ
1.	Feb 2020	18	-5.3%	2,383	-27.7%
2.	Jan 2020	11	10.0%	1,572	100.3%
3.	Dec 2019	24	41.2%	995	21.5%
4.	Nov 2019	41	-14.6%	2,796	42.4%
5.	Oct 2019	72	12.5%	5,611	-8.7%
6.	Sep 2019	52	-1.9%	5,321	-49.5%
7.	Aug 2019	36	-12.2%	4,815	-28.4%
8.	Jul 2019	39	39.3%	4,071	114.9%
9.	Jun 2019	46	27.8%	6,086	85.5%

Marketing Department Performance Report

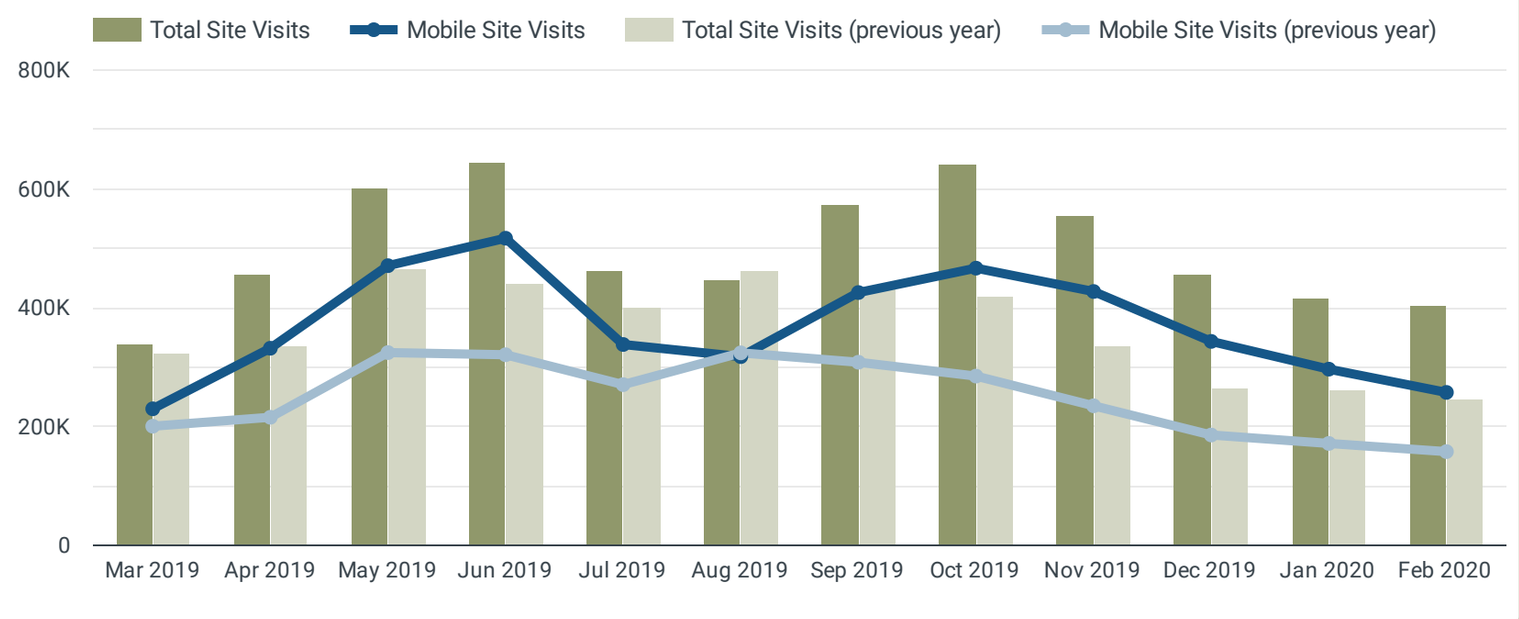
Marketing Metrics Overview - February 2020

Website Visits	Mobile Site Visits	aRes - Room Nights	aRes - Room Revenue	Total Facebook Fans
406,192	259,266	42	$6,844	296,946
▲ 64.5%	▲ 64.0%	▼ -44.0%	▼ -46.1%	▲ 5.0%
PR Publicity Value	**PR Estimated Impressions**	**Significant Placements**	**Media Touchpoints**	**Video Views**
$2,245,770	199,298,806	21	39	46,710
▼ -42.3%	▲ 48.2%	▼ -12.5%	▲ 5.4%	▲ 235.8%

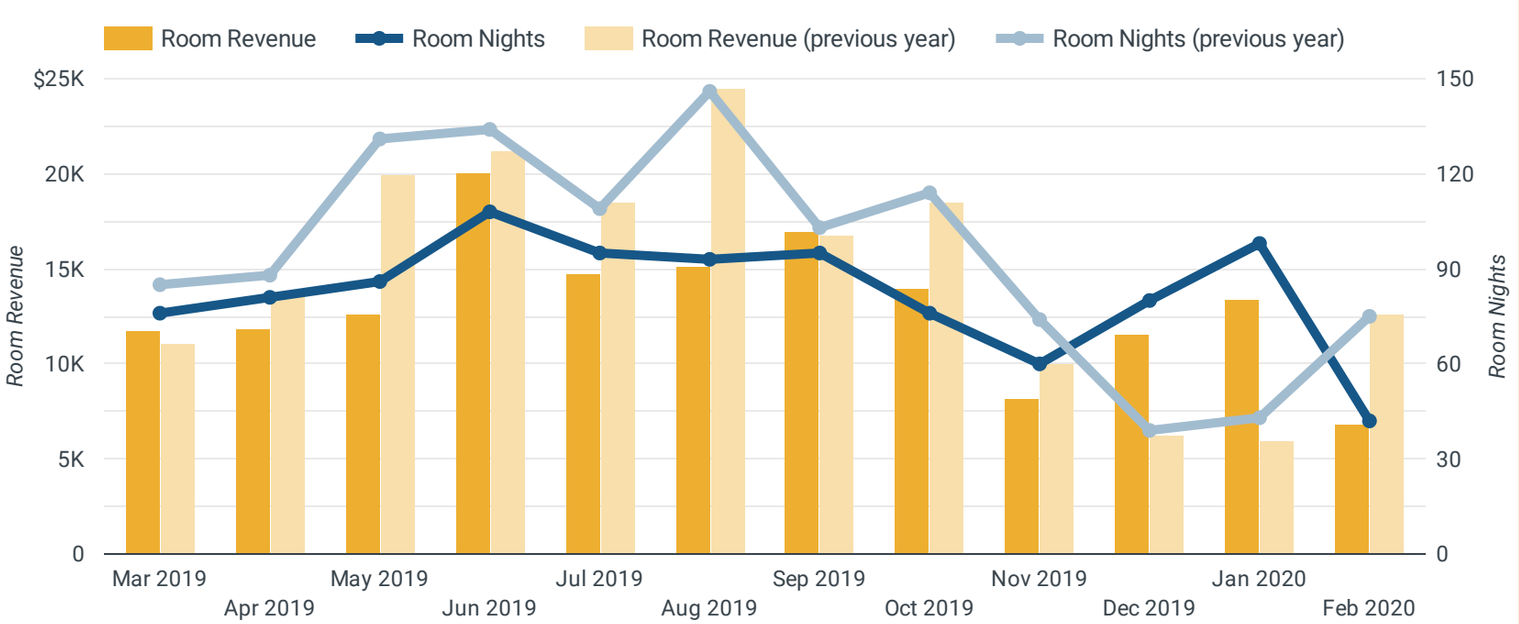
Marketing Metrics Overview - Fiscal Year 19-20

Website Visits	Mobile Site Visits	aRes - Room Nights	aRes - Room Revenue	Avg. Total Facebook Fans
3,976,833	2,884,314	639	$100,950	294,356
▲ 40.3%	▲ 48.8%	▼ -9.1%	▼ -11.0%	▲ 5.2%
PR Publicity Value	**PR Estimated Impressions**	**Significant Placements**	**Media Touchpoints**	**Video Views**
$54,668,209	1,239,319,384	260	449	432,679
▲ 74.8%	▼ -37.6%	▼ -45.3%	0.0%	▼ -27.8%

ExploreAsheville.com Web Stats



Online Reservation (aRes) Data



Marketing Department Performance Report

Print & Broadcast Value & Impressions

	Month of Year	Publicity Value - Print/Broadcast	% Δ	Editorial Impressions - Print/Broadcast	% Δ
1.	Feb 2020	$2,184,627	-43%	2,745,137	-18.2%
2.	Jan 2020	$7,089,918	78%	7,731,691	284.15%
3.	Dec 2019	$2,084,156	305%	7,300,942	126.45%
4.	Nov 2019	$2,876,362	-78%	4,831,648	12.36%
5.	Oct 2019	$21,358,340	432%	14,530,775	18.02%
6.	Sep 2019	$2,117,698	311%	8,121,319	31.24%
7.	Aug 2019	$2,451,046	3%	5,621,869	-45.95%

Online Publicity Value and Impressions

	Month of Year	Publicity Value - Online	% Δ	Estimated Impressions - Online	% Δ
1.	Feb 2020	$61,144	-32%	196,553,669	48.21%
2.	Jan 2020	$238,144	335%	107,574,210	-34.41%
3.	Dec 2019	$54,371	-84%	107,315,409	-72.48%
4.	Nov 2019	$150,450	28%	183,376,713	-6.04%
5.	Oct 2019	$155,975	-44%	221,413,594	-37.83%
6.	Sep 2019	$114,837	-48%	160,173,325	-28.48%
7.	Aug 2019	$24,558	-89%	48,549,473	-84.77%

Media Placements & Touchpoints

	Month of Year	Media Touchpoints / Interactions	% Δ	Significant Placements	% Δ
1.	Feb 2020	39	5.4%	21	-12.5%
2.	Jan 2020	77	-21.4%	37	-11.9%
3.	Dec 2019	40	-59.2%	24	-75.8%
4.	Nov 2019	41	7.9%	38	-41.5%
5.	Oct 2019	82	28.1%	35	-56.8%
6.	Sep 2019	52	-18.8%	38	-46.5%
7.	Aug 2019	73	62.2%	25	-61.5%

Facebook Fans & Video Views (All Platforms)

	Month of Year	Total Facebook Fans	% Δ	Video Views	% Δ
1.	Feb 2020	296,946	5.0%	46,710	235.8%
2.	Jan 2020	296,662	5.0%	66,910	108.1%
3.	Dec 2019	296,171	5.1%	43,197	204.1%
4.	Nov 2019	295,678	5.2%	44,717	-29.0%
5.	Oct 2019	294,302	5.4%	64,437	1.4%
6.	Sep 2019	292,991	5.1%	74,494	-66.6%
7.	Aug 2019	291,606	5.4%	43,009	-73.0%

Destination Performance Report - Glossary

Destination Performance Metrics

Lodging Sales - Total lodging sales for all property types reported for the previous month. Data is provided by the Buncombe County Finance Department.

Hotel Occupancy - Percentage of available rooms sold during the previous month. Occupancy is calculated by dividing the number of rooms sold by rooms available. Data is provided by Smith Travel Research.

Hotel Average Daily Rate (ADR) - A measure of the average rate paid for rooms sold for the previous month, calculated by dividing room revenue by rooms sold. Data is provided by Smith Travel Research.

Hotel Demand - The number of rooms sold in the previous month (excludes complimentary rooms). Data is provided by Smith Travel Research.

Hotel Revenue Per Available Room (RevPAR) - Total room revenue for the previous month divided by the total number of available rooms. Data is provided by Smith Travel Research.

Total Airport Passengers - Total monthly air traffic reported for the previous month. Data is provided by Asheville Regional Airport.

Asheville Visitor Center - Total monthly visitors to the Asheville Visitor Center. Data is provided by the Asheville Area Chamber of Commerce.

Pack Square Park Visitor Center - Total monthly visitors to the Pack Square Park Visitor Center. Data is provided by the Asheville Area Chamber of Commerce.

Black Mountain Visitor Center - Total monthly visitors to the Black Mountain Visitor Center. Data is provided by the Black Mountain-Swannanoa Chamber of Commerce.

Travel Guide Requests – The number of travel guides requested monthly via the website and leads. Data provided by Simpleview CRM.

AirDNA Listing room nights - the sum of all AirDNA listing nights that were available for rent times the number of rooms per listing. As of 2/1/19, AirDNA data includes both Airbnb and HomeAway short term rental data for 1/1/17 to present.

AirDNA Occupancy - Booked AirDNA listing room nights divided by available AirDNA listing room nights in the given month. This only counts listings as being available if they had one booked night in the month. Data is provided by AirDNA.

AirDNA ADR (Average Daily Rate) - Total AirDNA monthly revenue divided by the total number of AirDNA listing room nights booked in a given month. ADR includes cleaning fees but not other AirDNA service fees or taxes. Data is provided by AirDNA.

AirDNA RevPAR (Revenue Per Available Room) - Total AirDNA monthly revenue divided by the total number of AirDNA listing room nights available in a given month. Data is provided by AirDNA.

Sales Performance Metrics

Sales Leads Issued - Monthly tentative sales leads sent to hotel partners. Data is provided by Simpleview CRM.

Room Nights (Leads) - Monthly room nights represented in the tentative leads sent to hotel partners. Data is provided by Simpleview CRM.

Leads Turned Definite - Monthly leads sent to hotel partners that have resulted in a rooms agreement. Data is provided by Simpleview CRM.

Room Nights (Definite) - Monthly room nights represented in definite leads. Data is provided by Simpleview CRM.

Estimated Revenue - Estimated monthly revenue of definite leads. Data is provided by Simpleview CRM.

P2P Outreach - Monthly person-to-person interactions between the sales team and clients. Data is provided by Simpleview CRM.

Indirect Outreach - Monthly communications from the sales team to more than one client at a time. Data is provided by Simpleview CRM.

Group Events - The number of groups who were sourced through the bureau and met in Asheville during the given month. Data is provided by Simpleview CRM.

Room Nights Generated - Room nights generated by the groups who were sourced through the bureau and met in Asheville during the given month. Data is provided by hotel partners and compiled by Simpleview CRM.

Actualized Revenue - Room nights generated by the groups who were sourced through the bureau and met in Asheville during the given month. Data is provided by hotel partners and is compiled by Simpleview CRM.

Groups Serviced - Groups who met in Asheville who received or were offered additional planning services by Explore Asheville during the given month. Data is provided by Simpleview CRM.

Destination Performance Report - Glossary

Marketing Performance Metrics

Website Visits - Number of monthly website sessions to ExploreAsheville.com. Data is provided by Google Analytics.

Mobile Site Visits - Number of monthly website sessions from mobile and tablet devices to ExploreAsheville.com. Data is provided by Google Analytics.

aRes - Room Nights - Number of monthly room nights booked through aRes Travel third party booking engine at reservations.ExploreAsheville.com. Data is provided by aRes Travel.

aRes - Room Revenue - Total monthly room revenue for rooms booked through aRes Travel third party booking engine at reservations.ExploreAsheville.com. Data excludes cancellations and is provided by aRes Travel.

Total Facebook Fans - Total number of Facebook fans for the Visit Asheville Facebook page reported monthly. Data is provided by Facebook.

PR Publicity Value – Estimated ad equivalency cost of clips secured across multiple mediums reported for the previous month. Data is provided by Cision.

PR Estimated Impressions – The circulation of the publication and the estimated gross impressions for broadcast and digital articles by the placements reported for the previous month. Data is provided by Cision.

Significant Placements – Clips from online, print or broadcast media that Explore Asheville had a hand in securing or that feature Asheville predominantly and have a reach of certain threshold. Reported for the previous month. Data is provided by Cision.

Media Touchpoints – Monthly contact that members of the PR team had with various media outlets or journalists. Data is provided by Explore Asheville PR Team.

Video Views (All Platforms) - Figures for total monthly video views on all platforms. Data is provided by YouTube, Vimeo, Facebook, and Instagram and does not include advertising campaign views.

*** Source:** STR, Inc. Republication or other re-use of this data without the express written permission of STR is strictly prohibited.

BCTDA

February 2020 Quick List

- Source: Smith Travel Research, Monthly Report

	February 2020	Running 12 Months
Occupancy	55.9% (-3.7%)	73.4% (+0.6%)
ADR	134.30 (+13.7%)	$161.02 (+1.7%)
RevPAR	$75.08 (+9.5%)	$118.15 (+2.3%)
Supply	229,852 (+4.3%)	2,933,804 (+2.4%)
Demand	128,490 (+0.5%)	2,152,620 (+3.0%)
Revenue	$17,256,830 (+14.2%)	$346,616,025 (+4.7%)

Running 28 Days, Ending March 21, 2020

- Source: Smith Travel Research, Weekly Report

	Weekday	Weekend	Total
Occupancy	47.0% (-26.4%)	59.8% (-30.6%)	50.6% (-27.8%)
ADR	$116.88 (+4.3%)	$159.13 (+0.6%)	$131.14 (+2.3%)
RevPAR	$54.88 (-23.2%)	$95.16 (-30.1%)	$66.39 (-26.2%)

February 2020 AIRDNA

- Source: AIRDNA, Monthly Report

	Hotel Comparable	All Short Term Rentals
Occupancy	60.1% (+45.5%)	55.3% (+44.0%)
ADR	$108.73 (-2.8%)	$170.03 (-4.2%)
RevPAR	$65.36 (41.4%)	$94.08 (+38.0%)
Room Nights Booked	23,736 (112.6%)	101,928 (+125.3%)

AIRDNA Cancellation Accuracy *- The AIRDNA booking algorithm determines whether unavailable dates are due to a reservation by a guest or a blocked date by the host. AIRDNA can only pick up cancellations if the unavailable days changes back to available on the listing calendar. If the dates remain unavailable, then there is no way for AIRDNA to have any visibility on these cancellations.*

TPDF Funded Projects

February 2020

Company/Organization	UPDATED PROJECT NAME TO CORRELATE WITH COUNTY FINANCE DEPT	Year Grant Awarded	Amount	$ Paid to date	$ Remaining	Current Contract Date	Break Ground Date Required by Contract	Estimated Commencement Date	Completion Date Required by Contract	Date of First (or only) Disbursement (if known)	Date of Second Disbursement (if known)	Date of Third Disbursement (if known)
Asheville Art Museum (AAM) [1]	2007 Asheville Art Museum (Museum Expansion)	2007 2009	$1,000,000 $500,000	$1,000,000	$500,000	September 24, 2014	July 1, 2015	June 2015 (The terms of the contract to commence work have been met.)	Early 2019	August 2018 $500,000 paid	October 2018 $500,000 paid	upon completion
Montford Park Players	2012 Montford Park Players (Welcome Facility & Amphitheatre Renovations)	2012	$125,000	$0	$125,000	December 3, 2012	June 3, 2014	May 2014	December 2019 [2]	upon project commencement	1/2 completed	upon completion
City of Asheville [3]	2014 City of Asheville (Riverfront Destination Development 1.0)	2014 & 2017	$7,100,000	$3,300,000	$3,800,000	Effective January 15, 2015	October 31, 2015	Fall 2015	December 31, 2020	$650,000 upon completion of Phase I, Disbursement paid August 2018	$2,650,000 upon completion of Phase II scope items, Disbrusement paid September 2019	Balance due upon project completion
Asheville Community Theatre	2016 Asheville Community Theatre (Theatre Expansion & Renovation)	2016	$1,000,000	$430,000	$570,000	Effective January 15, 2017	June 30, 2018	January 2017	November 30, 2021	43% upon completion of Phase I $430,000 paid in August 2017		Balance upon completion of Phase II
City of Asheville/U.S. Cellular Center [5]	2016 City of Asheville (U.S. Cellular Center - Theatre Creation & Meeting Room Conversion	2016	$1,500,000	$0	$1,500,000	Effective January 15, 2017	September 30, 2017	September 2017	January 31, 2020	1/3 complete	2/3 complete	upon completion
Pack Place Performing Arts - dba Diana Wortham Theatre	2016 Diana Wortham Theatre (The Wortham Center)	2016	$700,000	$466,666	$233,333	Effective January 15, 2017	June 2018	Spring 2018	September 2019	1/3 complete, October 2019 $233,333 pd	2/3 complete, October 2019 $233,333 pd	upon completion
Town of Woodfin & Buncombe County Government	2017 Buncombe County Government (Woodfin Greenway & Blueway)	2017	$2,250,000	$0	$2,250,000	Effective May 1, 2018	January 31, 2018	January 2018	December 31, 2020	$800,000 upon completion of Phase I	$1,350,000 upon completion of Phase II	$100,000 upon completion of Phase III
Buncombe County Recreation Services	2018 Buncombe County Government (Enka Recreation Destination)	2018	$6,000,000	$0	$6,000,000	Effective January 15, 2019	September 1, 2019	September 1, 2019	September 1, 2022	1/3 complete	2/3 complete	upon completion
YMI Cultural Center (YMICC)	2018 YMICC (YMI Cultural Center Improvements)	2018	$800,000	$0	$800,000	Effective January 15, 2019	April 30, 2019	January 2021	January 31, 2021	1/3 complete	2/3 complete	upon completion
LEAF Community Arts (LEAF) [6]	2018 LEAF Community Arts (LEAF Global Arts Center)	2018	$705,000	$211,500	$493,500	Effective January 15, 2019	June 30, 2019	June 30, 2019	February 29, 2020	30% upon completion of Phase I $211,500 pd JAN 2020	47% upon completion of Phase II	23% upon completion of Phase III
North Carolina Arboretum Society	2018 NC Arboretum Society (Garden Lighting & Parking Enhancements)	2018	$905,000	$149,325	$755,675	Effective January 15, 2019	June 1, 2019	June 1, 2019	May 1, 2020	16.5% upon completion of Phase I, $149,325 pd in October 2019	59.1% upon completion of Phase II	24.4% upon completion of Phase III
River Front Development Group	2018 River Front Development Group (African-American Heritage Museum at Stephens-Lee Community Center)	2018	$100,000	$0	$100,000	Contract in progress						

Highlighted sections signify a change from the previous TPDF Project Update/Timeline

[1] AAM submitted a proposal to BCTDA in July 2014 to change the terms of the Agreement, allowing for construction to begin with $15,000,000. capital development fund as opposed to the $17,000,000. stipulated in the contract. The BCTDA approved new terms, and contract amendment is complete.

[2] Partial construction postponed until after the 2015 season due to minor delays with engineering drawings and input from City of Asheville Parks and Recreation Department. Update per update John Russell on 7/19/18, additional delays due to permitting issues with Parks & Rec and need for ADA accessible parking.

[3] $700,000 originally awarded for the French Broad River Greenway West Bank Connector was reallocated to the City of Asheville's Riverfront Destination Development project. Additionaly, $4,600,000 was awarded to the Riverfront Destination Development in the 2017 TPDF cycle.

[4] The City of Asheville provided an updated scope in January 2019 that removed the Beaucatcher Greenway from the project and reduced the grant from $1 million to $25,000 for the Amboy Crosswalk. The BCTDA approved the amendment and voted to disburse the $25,000 as the remaining scope is complete.

[5] The City of Asheville requested an extension for the ExploreAsheville.com Theater Creation & Meeting Room Conversion project due to a delay in delivery of HVAC equipment. In September 2019, the BCTDA approved extending the completion deadline from November 2019 to January 2020.

[6] LEAF Community Arts requested a changed to the disbursements for the LEAF Global Arts project due to a change in order of construction priorities. In September 2019, the BCTDA approved changing Phase I disbursement from 56 percent to 30 percent, and Phase II from 21 percent to 47 percent.

COMPLETED PROJECTS

Company/Organization	Project	Year Grant Awarded	Amount	$ Paid to date	$ Remaining	Current Contract Date	Break Ground Date Required by Contract	Estimated Commencement Date	Estimated Completion Date	Date of First (or only) Disbursement (if known)	Date of Second Disbursement (if known)	Date of Third Disbursement (if known)
Asheville Buncombe Sustainable Community Initiatives, Inc. (ABSCI)	Meeting space at the Collider	2014 - 2015	$300,000	$300,000	$0	Effective January 15, 2015	July 1, 2015	Summer 2015	February 2016	n/a	n/a	March 2016 - Total payment $300,000 pd.

Asheville Buncombe Youth Soccer Association (ABYSA)	JBL Soccer Complex Improvements	2015	$1,100,000	$899,522	$0	Effective January 15, 2016	August 31, 2016	Summer 2016	November 2017	March 2018 - Total pymt $899,522. pd Costs came in under budget, disbursement request is less than total award		
Asheville Downtown Association	Pack Square Park Canopy	2013	$50,000	$50,000	$0	April 29, 2013	November 2014	July 2013	June 2014	request scheduled for June 2014 (one payment)	N/A	July 2014 - Total payment $50,000. pd
Asheville Museum of Science (formerly Colburn Earth Science Museum)	Moving Science Education Into the Spotlight	2015	$400,000	$400,000	$0	Effective January 15, 2016	March 31, 2016	Spring 2016	January 2017	Sept 2016 $133,333 pd	October 2016 $133,333. pd.	November 2016 $133,333. pd
Black Mountain College Museum + Arts Center	Black Mountain College Museum + Arts Center on Pack Square	2017	$200,000	$200,000	$0	Effective February 16, 2018	February 1, 2018	January 2018	November 2018	September 2018 - Total Payment $200,000 paid		
Center for Craft	2018 Center for Craft (National Craft Innovation Hub)	2018	$975,000	$975,000	$0	Effective January 15, 2019	April 1, 2019	April 1, 2019	January 1, 2020	1/3 complete August 2019 $325,000 pd	2/3 complete October 2019 $325,000 pd	Final disbursement paid December 2019 $325,000 pd
City of Asheville	U.S. Cellular Center - Phase I renovations	2010	$2,000,000	$2,000,000	$0	N/A	N/A	N/A	N/A	October 2011 $1,750,000 pd	November 2012 $150,000 pd	August 2013 $100,000 pd
City of Asheville	U.S. Cellular Center - Phase II renovations	2012	$1,375,000	$1,375,000	$0	July 31, 2012	January 31, 2014	April 2013	February 2014	1/3 complete August 2013 $458,333 pd	2/3 complete	February 2014 $916,667.67 pd
City of Asheville	U.S. Cellular Center - Phase III renovations	2013	$800,000	$800,000	$0	April 11, 2013	October 11, 2014	Construction began March 2013	February 2014**	1/3 complete $266,666	2/3 complete	August 2014 $800,000 pd
City of Asheville [4]	2015 City of Asheville (Riverfront Destination Development 2.0) - Amboy Crosswalk	2015	$25,000	$25,000	$0	Effective January 15, 2016	March 31, 2016	Spring 2016	Done	Disbursement paid in full September 2019		
Enka Center	Ballfields	2014	$2,000,000	$2,000,000	$0	Effective January 15, 2015	September 30, 2016	Fall 2016	June 30, 2018	January 2018 pd. $666,667.	June 2018 pd. $666,667.	Final disbursement paid August 2018
Friends of the Western North Carolina Nature Center	2015 Friends of the WNC Nature Center (WNC Nature Center Front Entrance)	2015	$313,000	$0	$313,000	Effective January 15, 2016	February 28, 2017	February 2017	December 2018	December 2018 - Total pymt $313,000. pd		
Highland Brewing Company	Property Development	2014	$850,000	$850,000	$0	Effective January 15, 2015	March 1, 2015	Fall 2014	October 2016 [4]	October 2015 $283,333. pd	February 2016 $283,333. pd	July 2016 (3rd payment) $230,333. pd November 2016 (4th payment) $53,000 pd
Montreat College	Pulliam Stadium-Phase II	2016	$350,000	$350,000	$0	Effective January 15, 2017	May 31, 2017	February 2017	August 2017	One disbursement upon completion		May 2017
NC Dept. of Ag. & Consumer Services - WNC Farmers Market	2016 NC Dept. of Ag. & Consumer Services (WNC Farmers Market Retail Revitalization)	2016	$380,000	$0	$380,000	Effective January 15, 2017	January 31, 2018	January 2018	March 2019	40% for Phase I Paid January 2019	37% upon completion of Phase II - Paid March 2019	23% upon completion of Phase II - Paid June 2019
Navitat Canopy Tours	New zipline attraction & welcome center	2012	$500,000	$500,000	$0	August 15, 2012	February 15, 2014	July 2013	April 2014	August 2013 - 1st pymt $68,485.88 pd October 2013 - 2nd pymt $45,052.10 pd November 2013 - 3rd pymt $58,198.53 pd December 2013 - 4th pymt $46,034.30 pd January 2014 - 5th pymt $58,484.10 pd February 2014 - 6th pymt $42,345.44 pd March 2014 - 7th pymt $47,208.15 pd April 2014 - 8th pymt $54,069.80 pd May 2014 - 9th pymt $47,237.48 pd		June 2014 - Final pymt $32,884.22 pd
Orange Peel	Renovations/expansion	2009	$300,000	$50,000	$0	N/A	N/A	N/A	N/A	February 2010 $50,000 pd	Orange Peel submitted bank letter in May 2014 releasing BCTDA as guarantors of the expansion loan.	
RiverLink	River Access at Pearson Bridge	2014	$25,000	$25,000	$0	Effective January 15, 2015	June 1, 2015	Spring 2015	August 2015	n/a	n/a	August 2015 - Total payment $25,000. pd
Smoky Mountain Adventure Center	New adventure center facility	2012	$100,000	$100,000	$0	December 12, 2012	January 31, 2014	January 31, 2014	Summer/Fall 2015	At project launch December 2014 $33,333 pd	1/2 complete February 2015 $33,333 pd	Project completed December 2015 $33,333. pd
UNC Asheville	Lights/Soccer & Baseball fields	2013	$500,000	$500,000	$0	April 10, 2013	October 11, 2014	September 2013	January 2014	October 2013 $166,498 pd	February 2014 $166,498.34 pd	June 2014 $167,003.32 pd
City of Asheville [3] - CANCELLED, Money reallocated to Riverfront Destination Development	French Broad River Greenway West Bank Connector	~~2016~~	~~$700,000~~	~~$0~~	~~$0~~	~~Effective July 15, 2016~~	~~December 31, 2017~~	~~December 2017~~	~~November 2018~~	~~1/3 complete~~	~~2/3 complete~~	~~upon completion~~

Date Created: Mar 16, 2020

Asheville NC CVB

For the Month of February 2020

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Tab 2 - Multi-Segment

Currency: USD - US Dollar

Asheville NC CVB

For the month of: February 2020

	Current Month - February 2020 vs February 2019												Year to Date - February 2020 vs February 2019												Participation			
	Occ %		ADR		RevPAR		Percent Change from February 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019						Properties		Rooms	
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Savannah, GA	66.7	69.5	114.07	109.74	76.12	76.32	-4.0	3.9	-0.3	3.5	3.8	-0.4	61.8	63.4	108.82	104.79	67.22	66.48	-2.6	3.8	1.1	5.3	4.1	1.4	186	143	16900	14627
Charleston, SC	67.6	69.6	132.04	129.22	89.29	89.90	-2.8	2.2	-0.7	3.8	4.6	1.6	61.4	62.8	123.01	120.42	75.53	75.60	-2.2	2.2	-0.1	4.2	4.3	2.0	208	154	22193	18005
Myrtle Beach, SC	46.6	45.8	82.99	79.07	38.71	36.25	1.7	5.0	6.8	6.6	-0.2	1.6	41.5	39.6	76.79	75.43	31.85	29.86	4.8	1.8	6.7	6.4	-0.3	4.5	207	60	29248	9317
Chattanooga, TN-GA	57.2	53.7	89.01	90.30	50.92	48.45	6.6	-1.4	5.1	6.9	1.7	8.4	54.2	51.2	87.98	89.08	47.67	45.62	5.8	-1.2	4.5	6.3	1.7	7.6	128	100	11221	9307
Gatlinburg/Pigeon Forge, TN	39.4	38.0	97.96	95.63	38.58	36.31	3.7	2.4	6.2	7.3	1.0	4.7	37.8	35.3	95.62	92.44	36.13	32.61	7.1	3.4	10.8	11.9	1.0	8.1	175	93	17766	10238
Buncombe County, NC	55.9	58.0	134.30	118.16	75.08	68.56	-3.7	13.7	9.5	14.2	4.3	0.5	53.1	53.5	129.52	116.34	68.80	62.20	-0.6	11.3	10.6	15.9	4.8	4.1	83	66	8209	7538
North Carolina West/Cherokee Area	40.5	42.3	91.75	97.16	37.14	41.11	-4.3	-5.6	-9.7	-8.3	1.5	-2.9	37.5	38.3	94.83	96.04	35.61	36.75	-1.9	-1.3	-3.1	-1.7	1.5	-0.4	153	56	9258	3753
Wilmington, NC	59.0	73.3	100.90	99.12	59.56	72.70	-19.5	1.8	-18.1	-7.9	12.5	-9.5	54.1	69.7	97.36	95.82	52.69	66.81	-22.4	1.6	-21.1	-11.3	12.5	-12.7	83	51	7563	5331
Williamsburg, VA	32.9	27.5	109.69	111.83	36.08	30.74	19.6	-1.9	17.4	16.5	-0.8	18.7	29.2	25.7	110.44	110.09	32.24	28.34	13.4	0.3	13.7	12.9	-0.8	12.5	63	46	7442	6190
Richmond CBD/Airport, VA	67.9	65.9	125.77	124.35	85.40	81.97	3.0	1.1	4.2	5.9	1.6	4.7	64.5	63.7	125.73	122.73	81.07	78.16	1.2	2.4	3.7	5.4	1.6	2.9	44	34	5256	4641
Greenville, SC	62.9	64.8	98.14	101.13	61.71	65.48	-2.9	-3.0	-5.8	-3.1	2.9	-0.1	58.6	60.8	95.77	98.81	56.10	60.08	-3.7	-3.1	-6.6	-3.5	3.4	-0.4	96	79	9943	8972

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Tab 3 - Multi-Seg Raw

Currency: USD - US Dollar

Asheville NC CVB

For the Month of February 2020

	Current Month - February 2020 vs February 2019									Year to Date - February 2020 vs February 2019								
	Supply			Demand			Revenue			Supply			Demand			Revenue		
	2020	2019	% Chg	2020	2019	% Chg	2020	2019	% Chg	2020	2019	% Chg	2020	2019	% Chg	2020	2019	% Chg
Savannah, GA	473,200	455,840	3.8	315,762	317,013	-0.4	36,018,029	34,790,482	3.5	997,224	957,823	4.1	615,986	607,605	1.4	67,029,908	63,672,475	5.3
Charleston, SC	621,404	594,356	4.6	420,229	413,495	1.6	55,487,429	53,433,603	3.8	1,302,691	1,249,231	4.3	799,876	784,304	2.0	98,394,070	94,443,287	4.2
Myrtle Beach, SC	818,944	820,204	-0.2	382,003	376,062	1.6	31,703,134	29,733,465	6.6	1,718,161	1,722,676	-0.3	712,549	681,987	4.5	54,719,325	51,441,651	6.4
Chattanooga, TN-GA	314,188	308,952	1.7	179,729	165,775	8.4	15,998,070	14,969,589	6.9	662,132	651,006	1.7	358,792	333,385	7.6	31,564,911	29,698,518	6.3
Gatlinburg/Pigeon Forge, TN	497,448	492,576	1.0	195,890	187,031	4.7	19,189,211	17,884,941	7.3	1,048,194	1,037,928	1.0	396,009	366,172	8.1	37,866,154	33,850,016	11.9
Buncombe County, NC	229,852	220,416	4.3	128,490	127,886	0.5	17,256,830	15,111,644	14.2	484,331	462,216	4.8	257,282	247,122	4.1	33,323,415	28,749,442	15.9
North Carolina West/Cherokee Area	259,224	255,500	1.5	104,941	108,103	-2.9	9,628,398	10,503,712	-8.3	546,222	538,375	1.5	205,101	206,021	-0.4	19,450,285	19,785,674	-1.7
Wilmington, NC	211,764	188,272	12.5	124,997	138,092	-9.5	12,612,377	13,688,070	-7.9	445,349	395,848	12.5	241,043	276,025	-12.7	23,467,478	26,448,239	-11.3
Williamsburg, VA	208,376	209,972	-0.8	68,532	57,723	18.7	7,517,492	6,455,034	16.5	438,396	441,759	-0.8	127,967	113,739	12.5	14,132,350	12,521,531	12.9
Richmond CBD/Airport, VA	147,168	144,788	1.6	99,937	95,437	4.7	12,568,753	11,867,818	5.9	310,104	305,089	1.6	199,946	194,286	2.9	25,139,295	23,845,299	5.4
Greenville, SC	278,404	270,676	2.9	175,062	175,273	-0.1	17,181,070	17,725,207	-3.1	580,375	561,487	3.4	339,978	341,406	-0.4	32,561,180	33,734,591	-3.5

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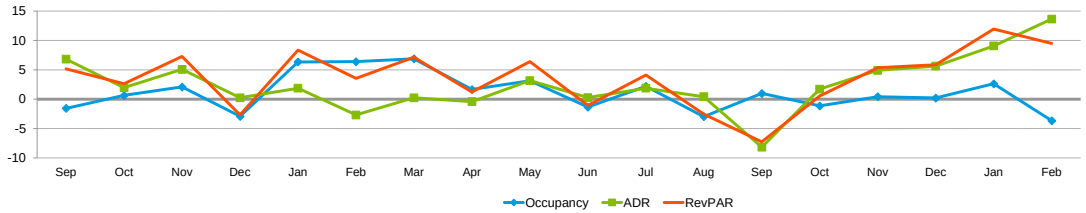
Tab 4 - Trend Buncombe County, NC

Asheville NC CVB

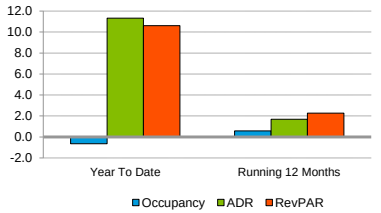
For the Month of February 2020

Currency: USD - US Dollar

Monthly Percent Change



Overall Percent Change



Occupancy (%)

	2018				2019												2020		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2018	2019	2020	2018	2019	2020
This Year	78.1	83.1	75.5	68.9	49.3	58.0	73.9	74.5	77.1	81.5	83.4	77.6	78.9	82.2	75.8	69.1	50.6	55.9	50.2	53.5	53.1	72.1	73.0	73.4
Last Year	79.3	82.6	74.0	71.0	46.4	54.5	69.2	73.3	74.8	82.6	81.6	80.0	78.1	83.1	75.5	68.9	49.3	58.0	51.5	50.2	53.5	73.0	72.1	73.0
Percent Change	-1.6	0.6	2.1	-2.9	6.3	6.4	6.9	1.6	3.1	-1.3	2.2	-3.0	1.0	-1.1	0.4	0.2	2.6	-3.7	-2.4	6.4	-0.6	-1.2	1.2	0.6

ADR

	2018				2019												2020		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2018	2019	2020	2018	2019	2020
This Year	176.12	192.44	172.77	170.17	114.38	118.16	132.33	146.67	159.11	162.51	165.84	164.15	161.76	195.74	181.25	179.77	124.75	134.30	116.99	116.34	129.52	154.68	158.36	161.02
Last Year	164.89	188.70	164.40	169.74	112.27	121.42	132.00	147.28	154.22	162.07	162.80	163.46	176.12	192.44	172.77	170.17	114.38	118.16	114.73	116.99	116.34	150.57	154.68	158.36
Percent Change	6.8	2.0	5.1	0.2	1.9	-2.7	0.2	-0.4	3.2	0.3	1.9	0.4	-8.2	1.7	4.9	5.6	9.1	13.7	2.0	-0.6	11.3	2.7	2.4	1.7

RevPAR

	2018				2019												2020		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2018	2019	2020	2018	2019	2020
This Year	137.57	159.94	130.44	117.32	56.40	68.56	97.85	109.21	122.75	132.44	138.25	127.40	127.60	160.83	137.42	124.20	63.14	75.08	58.78	62.20	68.80	111.56	115.53	118.15
Last Year	130.84	155.84	121.58	120.54	52.06	66.21	91.33	107.88	115.36	133.88	132.80	130.74	137.57	159.94	130.44	117.32	56.40	68.56	59.07	58.78	62.20	109.86	111.56	115.53
Percent Change	5.1	2.6	7.3	-2.7	8.3	3.5	7.1	1.2	6.4	-1.1	4.1	-2.6	-7.3	0.6	5.4	5.9	11.9	9.5	-0.5	5.8	10.6	1.5	3.6	2.3

Supply

	2018				2019												2020		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2018	2019	2020	2018	2019	2020
This Year	238,860	243,102	237,870	246,264	241,800	220,416	243,970	238,920	246,884	238,920	246,884	246,884	238,920	250,852	242,760	254,479	254,479	229,852	456,424	462,216	484,331	2,726,926	2,865,481	2,933,804
Last Year	225,600	233,120	228,000	239,816	239,816	216,608	239,816	232,080	243,257	235,440	243,288	243,288	238,860	243,102	237,870	246,264	241,800	220,416	426,122	456,424	462,216	2,612,217	2,726,926	2,865,481
Percent Change	5.9	4.3	4.3	2.7	0.8	1.8	1.7	2.9	1.5	1.5	1.5	1.5	0.0	3.2	2.1	3.3	5.2	4.3	7.1	1.3	4.8	4.4	5.1	2.4

Demand

	2018				2019												2020		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2018	2019	2020	2018	2019	2020
This Year	186,580	202,053	179,587	169,781	119,236	127,886	180,403	177,893	190,466	194,711	205,810	191,611	188,457	206,117	184,050	175,820	128,792	128,490	229,327	247,122	257,282	1,966,653	2,090,534	2,152,620
Last Year	179,003	192,520	168,608	170,297	111,205	118,122	165,918	170,001	181,961	194,489	198,453	194,589	186,580	202,053	179,587	169,781	119,236	127,886	219,410	229,327	247,122	1,905,975	1,966,653	2,090,534
Percent Change	4.2	5.0	6.5	-0.3	7.2	8.3	8.7	4.6	4.7	0.1	3.7	-1.5	1.0	2.0	2.5	3.6	8.0	0.5	4.5	7.8	4.1	3.2	6.3	3.0

Revenue

	2018				2019												2020		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2018	2019	2020	2018	2019	2020
This Year	32,860,521	38,882,786	31,027,369	28,890,960	13,637,798	15,111,644	23,872,948	26,091,566	30,304,300	31,643,092	34,131,958	31,453,244	30,485,022	40,344,365	33,359,343	31,606,772	16,066,585	17,256,830	26,827,912	28,749,442	33,323,415	304,211,329	331,049,309	346,616,025
Last Year	29,516,604	36,329,053	27,719,579	28,906,565	12,485,263	14,342,649	21,901,778	25,037,865	28,061,544	31,520,766	32,308,433	31,807,845	32,860,521	38,882,786	31,027,369	28,890,960	13,637,798	15,111,644	25,171,937	26,827,912	28,749,442	286,984,452	304,211,329	331,049,309
Percent Change	11.3	7.0	11.9	-0.1	9.2	5.4	9.0	4.2	8.0	0.4	5.6	-1.1	-7.2	3.8	7.5	9.4	17.8	14.2	6.6	7.2	15.9	6.0	8.8	4.7

Census %

	2018				2019												2020	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
Census Props	80	79	80	80	79	80	80	81	81	81	81	81	81	82	82	83	83	83
Census Rooms	7962	7842	7929	7944	7800	7872	7870	7964	7964	7964	7964	7964	7964	8092	8092	8209	8209	8209
% Rooms Participants	90.7	93.6	92.6	91.5	92.0	91.2	91.2	91.4	92.0	92.0	92.0	92.0	92.0	92.2	92.2	90.8	93.2	91.8

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Tab 5 - Response Buncombe County, NC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
31263	Closed - Quality Inn & Suites Biltmore South	Arden, NC	28704	Jan 2016	Apr 1995	0																																							
46731	Closed Sun Valley Motel	Arden, NC	28704	Jul 2007		0																																							
63174	Courtyard Asheville Airport	Arden, NC	28704	Sep 2015	Sep 2015	91		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66932	Holiday Inn & Suites Arden - Asheville Airport	Arden, NC	28704	May 2018	May 2018	111							●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
69394	Home2 Suites by Hilton Asheville Airport	Arden, NC	28704		U/C	112																																							
24887	Acorn Reeds Motel	Black Mountain, NC	28711	Jul 1950	Jul 1950	22																																							
24888	Apple Blossom Motel	Black Mountain, NC	28711	Apr 1958	Apr 1958	20																																							
67997	Hampton Inn Black Mountain	Black Mountain, NC	28711	Apr 2019	Apr 2019	95																		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
24890	Monte Vista Boutique Hotel	Black Mountain, NC	28711	Jun 1919	Jun 1919	44			○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○																						
30255	Quality Inn Black Mountain	Black Mountain, NC	28711	Oct 2013	Jun 1995	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
20540	Super 8 Black Mountain	Black Mountain, NC	28711	May 1997	Apr 1980	85		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
24841	Closed Miami Motel	Candler, NC	28715	Jun 2003		0																																							
4627	Days Inn Ashville West	Candler, NC	28715	Jun 1972	Jun 1972	112		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
43863	Mountain Spring Cabins	Candler, NC	28715			15	Y																																						
24848	Plantation Motor Inn	Candler, NC	28715	Oct 1952	Oct 1952	23																																							
268	Clarion Inn Asheville Airport	Fletcher, NC	28732	Feb 2010	Jul 1984	150		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
69778	Fairfield Inn & Suites Asheville Weaverville	Weaverville, NC	28787		U/C	103																																							
65612	AC Hotels by Marriott Asheville Downtown	Asheville, NC	28801	Aug 2017	Aug 2017	132		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
61686	aloft Hotel Asheville Downtown	Asheville, NC	28801	Aug 2012	Aug 2012	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66406	Cambria Hotels Downtown Asheville	Asheville, NC	28801	Dec 2017	Dec 2017	136		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
12935	Closed American Court Motel	Asheville, NC	28801	May 2004		0																																							
24838	Closed Interstate Motel	Asheville, NC	28801	Nov 2003		0																																							
24843	Closed Mountain Health Inn	Asheville, NC	28801	Aug 1992		0																																							
66214	Curio Collection by Hilton The Foundry Hotel Asheville	Asheville, NC	28801	Nov 2018	Nov 2018	87													●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
24831	Downtown Inn & Suites	Asheville, NC	28801	Nov 2008	Jun 1968	92																																							
69782	element Asheville Downtown	Asheville, NC	28801		U/C	100																																							
3002	Four Points by Sheraton Asheville Downtown	Asheville, NC	28801	Mar 2008	Jul 1970	150		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
14210	Haywood Park Hotel	Asheville, NC	28801	Jun 1986	Jun 1986	48	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
65070	Hilton Garden Inn Asheville Downtown	Asheville, NC	28801	Aug 2016	Aug 2016	140		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
59692	Hotel Indigo Asheville Downtown	Asheville, NC	28801	Nov 2009	Nov 2009	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
63821	Hyatt Place Asheville Downtown	Asheville, NC	28801	Mar 2016	Mar 2016	140		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
68685	Kimpton Hotel Arras	Asheville, NC	28801	Oct 2019	Oct 2019	128																																							
24854	Renaissance Asheville Hotel	Asheville, NC	28801	Dec 1999	Jun 1970	278		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
67697	The Parisian	Asheville, NC	28801		U/C	45																																							
63992	The Windsor Boutique Hotel	Asheville, NC	28801	Apr 2014	Apr 2014	14		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
60611	Ascend Collection Brookstone Lodge Near Biltmore Village	Asheville, NC	28803	Dec 2019	Apr 2009	73		●	●	○	○	○	○	○	○	○	○	○	○	○	○	○																					●	●		
58408	Autograph Collection Grand Bohemian Hotel Asheville	Asheville, NC	28803	Apr 2010	Apr 2009	104		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
38377	Baymont Inn & Suites Asheville Biltmore	Asheville, NC	28803	Jun 1999	Jun 1999	71		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
32025	Clarion Inn Biltmore Village Asheville	Asheville, NC	28803	Sep 2015	Oct 1995	69		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4473	Closed - Howard Johnson Express Asheville Biltmore	Asheville, NC	28803	Aug 2014	Jun 1968	0																																							
30214	Closed - Independent Biltmore Village Lodge	Asheville, NC	28803	Jan 2016	Jul 1994	0																																							
24832	Closed Biltmore Motel	Asheville, NC	28803	Jun 2000		0																																							
12936	Closed Buena Vista Motel	Asheville, NC	28803	Jun 1998		0																																							
12937	Closed Forest Manor Inn	Asheville, NC	28803	May 2008	Jun 1952	0																																							
43847	Closed The Plaza Motel	Asheville, NC	28803	Jan 2006		0																																							
69455	Courtyard Asheville Biltmore Village	Asheville, NC	28803		U/C	112																																							
18667	DoubleTree by Hilton Hotel Biltmore Hotel Asheville	Asheville, NC	28803	Apr 2002	Oct 1989	197		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
65970	Hampton Inn & Suites Asheville Biltmore Village	Asheville, NC	28803	Jun 2017	Jun 2017	118		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
59349	Hilton Asheville Biltmore Park	Asheville, NC	28803	Aug 2009	Aug 2009	165		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66400	Holiday Inn & Suites Asheville Biltmore Village Area	Asheville, NC	28803	Jul 2017	Jul 2017	117		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
67850	Home2 Suites by Hilton Asheville Biltmore Village	Asheville, NC	28803	Dec 2019	Dec 2019	117																																					●	●		
42819	Inn On Biltmore Estate	Asheville, NC	28803	Mar 2001	Mar 2001	210		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4255	Ramada Asheville Southeast	Asheville, NC	28803	Dec 2005	Nov 1985	113		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
34946	Residence Inn Asheville Biltmore	Asheville, NC	28803	Nov 1997	Nov 1997	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
53815	Residences @ Biltmore	Asheville, NC	28803	Apr 2007	Apr 2007	109		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
64002	Village Hotel On Biltmore Estate	Asheville, NC	28803	Nov 2015	Nov 2015	208	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
5630	Closed Four Seasons Motor Inn	Asheville, NC	28804	Jan 2005	Jun 1966	0																																							
32034	Days Inn Asheville North	Asheville, NC	28804	Sep 1995	Sep 1995	49		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
12939	Omni Grove Park Inn	Asheville, NC	28804	Jul 2013	Jun 1913	513		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
43846	The Log Cabin Motor Court	Asheville, NC	28804	Jun 1929	Jun 1929	18																																							
44760	The Pines Cottages	Asheville, NC	28804	Jun 1929	Jun 1929	15																																							
3247	Best Western Asheville Tunnel Road	Asheville, NC	28805	Jun 1966	Jun 1966	95		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
24853	Closed - Independent Blue Reach Motel Lodge	Asheville, NC	28805	Dec 2010	Jun 1952	0																																							
20536	Closed Capri Motel	Asheville, NC	28805	Oct 1992		0																																							
4626	Closed Mountain View Inn	Asheville, NC	28805	Apr 2005	Jun 1973	0																																							
8899	Closed Veteran's Quarters Inn	Asheville, NC	28805	Jun 2008	Jun 1975	0																																							
28217	Comfort Inn Tunnel Road East Asheville	Asheville, NC	28805	Apr 2018	Oct 1990	85		●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
26338	Country Inn & Suites Asheville Downtown Tunnel Road	Asheville, NC	28805	Apr 2004	Jun 1970	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

Tab 5 - Response Buncombe County, NC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	2019 J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	2020 M	A	M	J	J	A	S	O	N	D
31633	Courtyard Asheville	Asheville, NC	28805	Aug 1996	Aug 1996	78		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
266	Days Inn Asheville Mall	Asheville, NC	28805	Jan 2000	Jun 1975	128		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
8355	Econo Lodge Asheville Biltmore	Asheville, NC	28805	Jan 1988	Jan 1988	53		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36151	Extended Stay America Asheville - Tunnel Rd	Asheville, NC	28805	Feb 1998	Feb 1998	101		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66410	Fairfield Inn & Suites Asheville Tunnel Road	Asheville, NC	28805	Nov 2017	Nov 2017	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68012	GLo Best Western Asheville Tunnel Road	Asheville, NC	28805	Feb 2019	Feb 2019	72																●	●	●	●	●	●	●	●	●	●	●	●									
1315	Hampton by Hilton Inn Asheville-Tunnel Road	Asheville, NC	28805	Apr 1995	Apr 1995	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
54184	Holiday Inn & Suites Asheville Downtown	Asheville, NC	28805	Jan 2008	Jan 2008	111		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
267	Holiday Inn Asheville East	Asheville, NC	28805	Mar 2016	Jan 1974	111		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
53966	Homewood Suites by Hilton Asheville Tunnel Road	Asheville, NC	28805	Oct 2005	Oct 2005	94		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
24839	Intown Motor Lodge	Asheville, NC	28805	Jun 1960	Jun 1960	45																																				
24842	Mountaineer Inn	Asheville, NC	28805	Jun 1939	Jun 1939	78																																				
8356	Quality Inn & Suites Biltmore East	Asheville, NC	28805	Jan 2004	Apr 1982	132		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
7863	Quality Inn Asheville Downtown Tunnel Rd	Asheville, NC	28805	Jan 2018	Jun 1963	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
44502	SpringHill Suites Asheville	Asheville, NC	28805	May 2002	May 2002	88		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
26724	Super 8 Asheville Biltmore	Asheville, NC	28805	Mar 2019	Dec 1988	104	Y	●	●	●	●	●	●	●	●	●	●	●	●				●	●	●	●	●	●	●	●	●	●									
24833	The Beauchtcher	Asheville, NC	28805	Feb 1963	Feb 1963	64																																				
24857	Thunderbird Motel	Asheville, NC	28805	Mar 1958	Mar 1958	34																																				
24858	Town House Motel	Asheville, NC	28805	Jan 1962	Jan 1962	29																																				
69469	Tru by Hilton Asheville East	Asheville, NC	28805		U/C	86																																				
36305	Budget Motel	Asheville, NC	28806	Jun 1989	Jun 1989	25																																				
24851	Closed - Independent Rockola Motel	Asheville, NC	28806	Aug 2009		0																																				
265	Closed - Ramada Asheville Biltmore West	Asheville, NC	28806	Jan 2019	Jun 1968	0	Y	●	●	●	●	●	●	●	●	●	●	●																								
30378	Closed Richmond Hill Inn	Asheville, NC	28806	Apr 2009		0																																				
33647	Comfort Inn Biltmore West	Asheville, NC	28806	Jan 1996	Jan 1996	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
26856	Comfort Suites Outlet Center Asheville	Asheville, NC	28806	Aug 1989	Aug 1989	125		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
39019	Country Inn & Suites Asheville @ Asheville Outlet Mall	Asheville, NC	28806	Sep 1999	Sep 1999	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
59531	Country Inn & Suites Asheville West Biltmore Estate	Asheville, NC	28806	Jul 2009	Jul 2009	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
64918	Country Inn & Suites Asheville Westgate	Asheville, NC	28806	Apr 2016	Apr 2016	94		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
9858	Crowne Plaza Resort Asheville	Asheville, NC	28806	Jun 2005	Jun 1974	272		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35154	Fairfield Inn & Suites Asheville Outlets	Asheville, NC	28806	Apr 2005	Jul 1997	92		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
67468	Hampton Inn & Suites Asheville Biltmore Area	Asheville, NC	28806	Sep 2018	Sep 2018	114											●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
28192	Hilton Garden Inn Asheville 1 26 Biltmore Area	Asheville, NC	28806	Jan 2021	Jul 1990	0	Y	●	●	●	●	●	●	●																												
7864	Holiday Inn Asheville Biltmore West	Asheville, NC	28806	Dec 2007	Mar 1984	156		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
32582	Holiday Inn Express & Suites Asheville SW - Outlet Ctr Area	Asheville, NC	28806	Apr 1998	Apr 1998	108		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
24439	Red Roof Inn Asheville West	Asheville, NC	28806	Jun 1986	Jun 1986	109		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
24850	Rock Haven Terrace Motel	Asheville, NC	28806	Aug 1950	Aug 1950	22																																				
39493	Rodeway Inn & Suites Near Outlet Mall Asheville	Asheville, NC	28806	Nov 2008	Jan 2000	65		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
8761	Rodeway Inn Asheville	Asheville, NC	28806	Nov 2008	Nov 1984	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35550	Sleep Inn Asheville Biltmore West	Asheville, NC	28806	Aug 1997	Aug 1997	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
59307	Whispering Pines Motel	Asheville, NC	28806	Jun 1984	Jun 1984	16																																				
58591	WoodSpring Suites Asheville	Asheville, NC	28806	Dec 2016	Oct 2008	105		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
			Total Properties:			110																																				
						8767																																				

○ - Monthly data received by STR

● - Monthly and daily data received by STR

Blank - No data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

A blank row indicates insufficient data.

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Tab 6 - Multi-Segment Ashville

Currency: USD - US Dollar

Asheville NC CVB

For the month of: February 2020

	Current Month - February 2020 vs February 2019												Year to Date - February 2020 vs February 2019												Participation			
	Occ %		ADR		RevPAR		Percent Change from February 2019						Occ %		ADR		RevPAR		Percent Change from YTD 2019						Properties		Rooms	
	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	2020	2019	2020	2019	2020	2019	Occ	ADR	RevPAR	Room Rev	Room Avail	Room Sold	Census	Sample	Census	Sample
Downtown Area+	58.2	58.6	187.74	168.97	109.19	98.98	-0.7	11.1	10.3	16.6	5.7	5.0	55.7	53.2	180.07	165.91	100.21	88.27	4.6	8.5	13.5	20.0	5.7	10.6	15	15	2362	2362
Biltmore Village+	63.3	57.0	179.08	155.33	113.37	88.47	11.1	15.3	28.1	28.1	-0.1	11.1	59.7	53.9	174.41	153.00	104.13	82.45	10.8	14.0	26.3	26.2	-0.1	10.7	11	10	1348	1239
South & Biltmore Square Mall+	51.5	56.4	97.27	94.57	50.09	53.33	-8.7	2.9	-6.1	-6.1	0.0	-8.7	47.8	52.9	94.75	93.52	45.30	49.46	-9.6	1.3	-8.4	-8.4	0.0	-9.6	10	10	1022	1022
Tunnel Road+	60.4	62.2	90.02	86.13	54.40	53.59	-2.9	4.5	1.5	1.5	0.0	-2.9	59.8	58.6	86.08	83.44	51.49	48.88	2.1	3.2	5.3	9.0	3.4	5.6	12	12	1135	1135
Far East+	45.0	48.5	80.00	71.16	36.00	34.51	-7.2	12.4	4.3	18.1	13.2	5.0	40.6	44.3	77.05	69.92	31.26	31.00	-8.5	10.2	0.8	14.1	13.2	3.6	9	9	798	798
West+	44.9	56.8	73.87	64.78	33.13	36.78	-21.0	14.0	-9.9	-9.9	0.0	-21.0	42.7	51.4	70.64	64.43	30.19	33.13	-16.9	9.6	-8.9	-8.9	0.0	-16.9	7	7	655	655

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Tab 7 - Response Dowtown Area+

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
65612	AC Hotels by Marriott Asheville Downtown	Asheville, NC	28801	Aug 2017	Aug 2017	132		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
61686	aloft Hotel Asheville Downtown	Asheville, NC	28801	Aug 2012	Aug 2012	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
66406	Cambria Hotels Downtown Asheville	Asheville, NC	28801	Dec 2017	Dec 2017	136		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
66214	Curio Collection by Hilton The Foundry Hotel Asheville	Asheville, NC	28801	Nov 2018	Nov 2018	87													●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
3002	Four Points by Sheraton Asheville Downtown	Asheville, NC	28801	Mar 2008	Jul 1970	150		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
14210	Haywood Park Hotel	Asheville, NC	28801	Jun 1986	Jun 1986	48	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
65070	Hilton Garden Inn Asheville Downtown	Asheville, NC	28801	Aug 2016	Aug 2016	140		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
59692	Hotel Indigo Asheville Downtown	Asheville, NC	28801	Nov 2009	Nov 2009	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
63821	Hyatt Place Asheville Downtown	Asheville, NC	28801	Mar 2016	Mar 2016	140		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
68685	Kimpton Hotel Arras	Asheville, NC	28801	Oct 2019	Oct 2019	128																								●	●	●	●	●										
24854	Renaissance Asheville Hotel	Asheville, NC	28801	Dec 1999	Jun 1970	278		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
63992	The Windsor Boutique Hotel	Asheville, NC	28801	Apr 2014	Apr 2014	14		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○									
12939	Omni Grove Park Inn	Asheville, NC	28804	Jul 2013	Jun 1913	513		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
64918	Country Inn & Suites Asheville Westgate	Asheville, NC	28806	Apr 2016	Apr 2016	94		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
9858	Crowne Plaza Resort Asheville	Asheville, NC	28806	Jun 2005	Jun 1974	272		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
			Total Properties:		15	2362																																						

○ - Monthly data received by STR

● - Monthly and daily data received by STR

Blank - No data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

A blank row indicates insufficient data.

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Tab 8 - Response Biltmore Village+

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
60611	Ascend Collection Brookstone Lodge Near Biltmore Village	Asheville, NC	28803	Dec 2019	Apr 2009	73		●	●	○	○	○	○	○	○	○	○	○	○	○												●	●										
58408	Autograph Collection Grand Bohemian Hotel Asheville	Asheville, NC	28803	Apr 2010	Apr 2009	104		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
38377	Baymont Inn & Suites Asheville Biltmore	Asheville, NC	28803	Jun 1999	Jun 1999	71		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
32025	Clarion Inn Biltmore Village Asheville	Asheville, NC	28803	Sep 2015	Oct 1995	69		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
4473	Closed - Howard Johnson Express Asheville Biltmore	Asheville, NC	28803	Aug 2014	Jun 1968	0																																						
30214	Closed - Independent Biltmore Village Lodge	Asheville, NC	28803	Jan 2016	Jul 1994	0																																						
18667	DoubleTree by Hilton Hotel Biltmore Hotel Asheville	Asheville, NC	28803	Apr 2002	Oct 1989	197		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
65970	Hampton Inn & Suites Asheville Biltmore Village	Asheville, NC	28803	Jun 2017	Jun 2017	118		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
66400	Holiday Inn & Suites Asheville Biltmore Village Area	Asheville, NC	28803	Jul 2017	Jul 2017	117		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
42819	Inn On Biltmore Estate	Asheville, NC	28803	Mar 2001	Mar 2001	210		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
34946	Residence Inn Asheville Biltmore	Asheville, NC	28803	Nov 1997	Nov 1997	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
53815	Residences @ Biltmore	Asheville, NC	28803	Apr 2007	Apr 2007	109		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○												
64002	Village Hotel On Biltmore Estate	Asheville, NC	28803	Nov 2015	Nov 2015	208	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
			Total Properties:			13	1348																																					

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Tab 9 - Response South & Biltmore Squar

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	2019 J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	2020 M	A	M	J	J	A	S	O	N	D
31263	Closed - Quality Inn & Suites Biltmore South	Arden, NC	28704	Jan 2016	Apr 1995	0																																				
36912	Comfort Inn Asheville Airport	Arden, NC	28704	Jul 1998	Jul 1998	58		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
63174	Courtyard Asheville Airport	Arden, NC	28704	Sep 2015	Sep 2015	91		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
66932	Holiday Inn & Suites Arden - Asheville Airport	Arden, NC	28704	May 2018	May 2018	111							●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
268	Clarion Inn Asheville Airport	Fletcher, NC	28732	Feb 2010	Jul 1984	150		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
59349	Hilton Asheville Biltmore Park	Asheville, NC	28803	Aug 2009	Aug 2009	165		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
26856	Comfort Suites Outlet Center Asheville	Asheville, NC	28806	Aug 1989	Aug 1989	125		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
39019	Country Inn & Suites Asheville @ Asheville Outlet Mall	Asheville, NC	28806	Sep 1999	Sep 1999	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
35154	Fairfield Inn & Suites Asheville Outlets	Asheville, NC	28806	Apr 2005	Jul 1997	92		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
28192	Hilton Garden Inn Asheville 1 26 Biltmore Area	Asheville, NC	28806	Jan 2021	Jul 1990	0	Y	●	●	●	●	●	●	●	●																												
32582	Holiday Inn Express & Suites Asheville SW - Outlet Ctr Area	Asheville, NC	28806	Apr 1998	Apr 1998	108		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
39493	Rodeway Inn & Suites Near Outlet Mall Asheville	Asheville, NC	28806	Nov 2008	Jan 2000	65		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
			Total Properties:			12																																				
						1022																																				

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Tab 10 - Response Tunnel Road+

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
26338	Country Inn & Suites Asheville Downtown Tunnel Road	Asheville, NC	28805	Apr 2004	Jun 1970	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
31633	Courtyard Asheville	Asheville, NC	28805	Aug 1996	Aug 1996	78		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
266	Days Inn Asheville Mall	Asheville, NC	28805	Jan 2000	Jun 1975	128		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
36151	Extended Stay America Asheville - Tunnel Rd	Asheville, NC	28805	Feb 1998	Feb 1998	101		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
66410	Fairfield Inn & Suites Asheville Tunnel Road	Asheville, NC	28805	Nov 2017	Nov 2017	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
68012	GLo Best Western Asheville Tunnel Road	Asheville, NC	28805	Feb 2019	Feb 2019	72																	●	●	●	●	●	●	●	●	●	●	●											
1315	Hampton by Hilton Inn Asheville-Tunnel Road	Asheville, NC	28805	Apr 1995	Apr 1995	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
54184	Holiday Inn & Suites Asheville Downtown	Asheville, NC	28805	Jan 2008	Jan 2008	111		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
53966	Homewood Suites by Hilton Asheville Tunnel Road	Asheville, NC	28805	Oct 2005	Oct 2005	94		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
8356	Quality Inn & Suites Biltmore East	Asheville, NC	28805	Jan 2004	Apr 1982	132		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
7863	Quality Inn Asheville Downtown Tunnel Rd	Asheville, NC	28805	Jan 2018	Jun 1963	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
44502	SpringHill Suites Asheville	Asheville, NC	28805	May 2002	May 2002	88		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
			Total Properties:			12	1135																																				

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Tab 11 - Response Far East+

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
67997	Hampton Inn Black Mountain	Black Mountain, NC	28711	Apr 2019	Apr 2019	95																		●	●	●	●	●	●	●	●	●											
30255	Quality Inn Black Mountain	Black Mountain, NC	28711	Oct 2013	Jun 1995	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
20540	Super 8 Black Mountain	Black Mountain, NC	28711	May 1997	Apr 1980	85		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
4255	Ramada Asheville Southeast	Asheville, NC	28803	Dec 2005	Nov 1985	113		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
3247	Best Western Asheville Tunnel Road	Asheville, NC	28805	Jun 1966	Jun 1966	95		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
28217	Comfort Inn Tunnel Road East Asheville	Asheville, NC	28805	Apr 2018	Oct 1990	85		●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
8355	Econo Lodge Asheville Biltmore	Asheville, NC	28805	Jan 1988	Jan 1988	53		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
267	Holiday Inn Asheville East	Asheville, NC	28805	Mar 2016	Jan 1974	111		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
26724	Super 8 Asheville Biltmore	Asheville, NC	28805	Mar 2019	Dec 1988	104	Y	●	●	●	●	●	●	●	●	●	●	●	●				●	●	●	●	●	●	●	●	●	●											
			Total Properties:			9																																						
						798																																						

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Tab 12 - Response West+

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
4627	Days Inn Ashville West	Candler, NC	28715	Jun 1972	Jun 1972	112		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
33647	Comfort Inn Biltmore West	Asheville, NC	28806	Jan 1996	Jan 1996	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
59531	Country Inn & Suites Asheville West Biltmore Estate	Asheville, NC	28806	Jul 2009	Jul 2009	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
7864	Holiday Inn Asheville Biltmore West	Asheville, NC	28806	Dec 2007	Mar 1984	156		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
24439	Red Roof Inn Asheville West	Asheville, NC	28806	Jun 1986	Jun 1986	109		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
8761	Rodeway Inn Asheville	Asheville, NC	28806	Nov 2008	Nov 1984	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
35550	Sleep Inn Asheville Biltmore West	Asheville, NC	28806	Aug 1997	Aug 1997	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								
			Total Properties:		7	655																																						

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Tab 13 - Response Savannah, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	J	F	2020 M	A	M	J	J	A	S	O	N	D
40314	Baymont Pooler Savannah	Pooler, GA	31322	Jan 2019	Jun 2000	73	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
40038	Best Western Plus Savannah Airport Inn & Suites	Pooler, GA	31322	Jun 2013	Sep 2001	87		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
53494	Best Western Premier I-95 Savannah Airport/Pooler West	Pooler, GA	31322	Feb 2020	Sep 2005	102		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
21467	Cottonwood Suites Savannah Hotel & Conference Center	Pooler, GA	31322	Dec 2017	Aug 1987	155	Y	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○									
67536	Courtyard Savannah Airport	Pooler, GA	31322	Sep 2018	Sep 2018	120										●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
26634	Econo Lodge Pooler Savannah I 95	Pooler, GA	31322	Nov 1994	Jun 1986	100		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
67247	Holiday Inn & Suites Savannah Airport - Pooler	Pooler, GA	31322	Aug 2019	Aug 2019	104																							●	●	●	●	●	●									
66774	Home2 Suites by Hilton Savannah Airport	Pooler, GA	31322	Feb 2018	Feb 2018	107				●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
57225	La Quinta Inns & Suites Savannah Airport Pooler	Pooler, GA	31322	Dec 2007	Dec 2007	63		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
60967	Magnolia Inn & Suites	Pooler, GA	31322	Mar 2009	Mar 2009	40																																						
33360	Microtel Inn & Suites by Wyndham Pooler Savannah	Pooler, GA	31322	Jan 1998	Jan 1998	71		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
22959	Motel 6 Savannah Airport - Pooler	Pooler, GA	31322	May 2012	Jun 1987	97	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
39856	Quality Inn & Suites Pooler Savannah I 95	Pooler, GA	31322	Dec 2012	Jul 2000	55		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
40651	Red Roof Inn Savannah Airport Pooler	Pooler, GA	31322	Aug 2000	Aug 2000	87	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
63452	Residence Inn Savannah Airport	Pooler, GA	31322	Sep 2015	Sep 2015	117		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
57419	Sleep Inn & Suites Pooler	Pooler, GA	31322	May 2008	May 2008	67		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66957	WoodSpring Suites Savannah Pooler	Pooler, GA	31322	Oct 2017	Oct 2017	123		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
54058	Best Western Plus Richmond Hill Inn	Richmond Hill, GA	31324	Oct 2010	Oct 2005	59		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
7030	Days Inn Richmond Hill Savannah	Richmond Hill, GA	31324	Jul 1971	Jul 1971	112		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
6396	Dogwood Inn & Suites	Richmond Hill, GA	31324	Dec 2016	Mar 1984	106	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
8292	Econo Lodge Richmond Hill	Richmond Hill, GA	31324	Jan 1988	Jan 1988	46	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
60518	Fairfield Inn & Suites Savannah SW/Richmond Hill	Richmond Hill, GA	31324	Oct 2019	Oct 2019	77																										○	●	●	●	●									
37402	Hampton by Hilton Inn Savannah-I-95/Richmond Hill	Richmond Hill, GA	31324	Dec 1998	Dec 1998	64		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
53457	Holiday Inn Express Savannah South I 95 Richmond Hill	Richmond Hill, GA	31324	Dec 2012	Apr 2005	65		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66827	Home2 Suites by Hilton Richmond Hill Savannah I 95	Richmond Hill, GA	31324	Jul 2018	Jul 2018	97									●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
806	Quality Inn Richmond Hill - Savannah I-95	Richmond Hill, GA	31324	Nov 2008	Nov 1968	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
24757	Royal Inn	Richmond Hill, GA	31324	Sep 1987	Sep 1987	47																																						
27097	Scottish Inn Richmond Hill	Richmond Hill, GA	31324	Mar 1989	Jul 1987	39																																						
8106	Super 8 Richmond Hill	Richmond Hill, GA	31324	Sep 2014	Feb 1972	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
7091	Travelodge Savannah Area Richmond Hill	Richmond Hill, GA	31324	Feb 1987	Feb 1987	69		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
53679	Rincon Inn & Suites	Rincon, GA	31326	Jul 2011	Jul 2006	59																																						
38418	Towne Park Inn	Rincon, GA	31326	Apr 2012	Mar 1998	40																																						
32029	Admiral's Inn	Tybee Island, GA	31328	Jan 2014	Sep 1995	41																																						
63405	Atlantis Inn	Tybee Island, GA	31328	Jun 1955	Jun 1955	18																																						
19155	Beachside Colony	Tybee Island, GA	31328	Apr 1999	Jun 1970	87																																						
19158	Closed Sundowner Motel	Tybee Island, GA	31328	Jun 2000		0																																						
14423	Desoto Beach Hotel	Tybee Island, GA	31328	Jun 1938	Jun 1938	37																																						
19159	Dunes Inn & Suites	Tybee Island, GA	31328	Oct 2000		53																																						
14418	Hotel Tybee	Tybee Island, GA	31328	Jun 1988	Jun 1988	208	Y																																					
46560	Royal Palms Motel	Tybee Island, GA	31328	Jun 1955	Jun 1955	22																																						
7028	Sandcastle Inn	Tybee Island, GA	31328	Apr 2002	Jun 1970	60																																						
39790	Sea & Breeze Hotel	Tybee Island, GA	31328	Mar 2005	Jun 2000	60																																						
34650	Sky Suites	Tybee Island, GA	31328	Mar 2011	Jan 1997	23																																						
68714	aloft Hotel Savannah Downtown Historic District	Savannah, GA	31401		U/C	135																																						
57534	Andaz Savannah	Savannah, GA	31401	Sep 2012	Jan 2009	151		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
62817	Ascend Collection Bluegreen Vacations Studio Homes At Ell	Savannah, GA	31401	Apr 2013	Jan 2012	28	Y																																					
52304	Autograph Collection Mansion On Forsyth Park	Savannah, GA	31401	Apr 2010	Apr 2005	126	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
59899	Autograph Collection The Bohemian Hotel Savannah Riverfr	Savannah, GA	31401	Apr 2010	Jul 2009	75		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
62478	Azalea Inn & Gardens	Savannah, GA	31401	Jun 1995	Jun 1995	13																																						
29606	Ballastone Inn	Savannah, GA	31401	Jun 1980	Jun 1980	16																																						
2341	Best Western Savannah Historic District	Savannah, GA	31401	Aug 2016	Jun 1974	89		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
57571	Closed - Independent Savannah River Inn	Savannah, GA	31401	Jan 2010	Feb 2008	0																																						
7314	Closed Econo Lodge Savannah Historic District	Savannah, GA	31401	Jun 2008	Jun 1973	0																																						
4301	Closed Howard Johnson Express Inn Historic Downtown	Savannah, GA	31401	Oct 2004	Jun 1956	0																																						
43010	Closed Magnolia Place	Savannah, GA	31401	Mar 2005		0																																						
7695	Closed Ramada Downtown Savannah	Savannah, GA	31401	Dec 1990		0																																						
809	Closed Travelodge Savannah Inn	Savannah, GA	31401	Jul 1997	Apr 1963	0																																						
4093	Closed Weston Inn	Savannah, GA	31401	Sep 1996	Nov 1984	0																																						
44383	Comfort Suites Historic District Savannah	Savannah, GA	31401	Mar 2002	Mar 2002	76		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
42659	Courtyard Savannah Downtown Historic District	Savannah, GA	31401	Jul 2001	Jul 2001	156		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
44196	DoubleTree by Hilton Hotel Historic Savannah	Savannah, GA	31401	Sep 2004	Feb 2002	151		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
59021	Dresser Palmer House	Savannah, GA	31401	Aug 1997	Aug 1997	15																																						
19491	East Bay Inn	Savannah, GA	31401	Jun 1984	Jun 1984	28		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
12405	Eliza Thompson House	Savannah, GA	31401	Jun 1975	Jun 1975	25		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
62697	Embassy Suites by Hilton Savannah	Savannah, GA	31401	Dec 2013	Dec 2013	150		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
65123	Fairfield Inn & Suites Savannah Downtown Historic District	Savannah, GA	31401	Jan 2017	Jan 2017	140		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
19477	Foley House Inn	Savannah, GA	31401	Jun 1978	Jun 1978	18																																						
60960	Hamilton Turner Inn	Savannah, GA	31401	Jun 1997	Jun 1997	17		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○									

Tab 13 - Response Savannah, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	2019 J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
54368	Hampton by Hilton Inn & Suites Savannah Historic District	Savannah, GA	31401	Mar 2006	Mar 2006	154		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
34054	Hampton by Hilton Inn Savannah-Historic District	Savannah, GA	31401	Jan 1997	Jan 1997	147		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
53665	Hilton Garden Inn Savannah Historic District	Savannah, GA	31401	Dec 2006	Jun 2005	133		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56688	Holiday Inn Express Savannah Historic District	Savannah, GA	31401	Dec 2007	Dec 2007	143		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56582	Holiday Inn Savannah Historic District	Savannah, GA	31401	May 2014	Jul 2007	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
63633	Homewood Suites by Hilton Savannah Historic District River	Savannah, GA	31401	Nov 2015	Nov 2015	160		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
7027	Hotel Indigo Savannah Historic District	Savannah, GA	31401	Mar 2016	Jun 1983	252		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
5777	Hyatt Regency Savannah	Savannah, GA	31401	Apr 1981	Apr 1981	351		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
67620	JW Marriott Savannah Plant Riverside District	Savannah, GA	31401		U/C	419																																							
12406	Kimpton Brice	Savannah, GA	31401	May 2014		145		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66912	Luxury Collection Perry Lane Hotel	Savannah, GA	31401	Jun 2018	Jun 2018	167							●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
23526	Marriott Savannah Riverfront	Savannah, GA	31401	Aug 1994	Jan 1992	387		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
26632	Olde Harbour Inn	Savannah, GA	31401	Jun 1985	Jun 1985	24		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
12407	Planters Inn	Savannah, GA	31401			60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4092	Quality Inn Savannah Historic District	Savannah, GA	31401	Nov 1961	Nov 1961	52		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
58632	Residence Inn Savannah Downtown Historic District	Savannah, GA	31401	Feb 2009	Feb 2009	109		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
14435	River Street Inn	Savannah, GA	31401	Jun 1986	Jun 1986	99	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
59448	Savannah Bed & Breakfast Inn	Savannah, GA	31401	Jun 1978	Jun 1978	20																																							
60030	SpringHill Suites Savannah Downtown/Historic District	Savannah, GA	31401	Sep 2009	Sep 2009	160		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
53984	Staybridge Suites Savannah Historic District	Savannah, GA	31401	Mar 2006	Mar 2006	104		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
62684	The Cotton Sail Hotel, Tapestry Collection by Hilton	Savannah, GA	31401	Oct 2018	May 2014	56		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
9762	The DeSoto Savannah	Savannah, GA	31401	Jul 2017	Dec 1968	246		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
69231	The Drayton Hotel	Savannah, GA	31401	Oct 2019	Oct 2019	50																																							
42865	The Gastonian Inn	Savannah, GA	31401	Jun 1985	Jun 1985	17		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
35573	The Kehoe House	Savannah, GA	31401	Jun 1992	Jun 1992	13		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
38499	The Marshall House	Savannah, GA	31401	Aug 1999	Aug 1999	68		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
42866	The President's Quarters	Savannah, GA	31401	Jun 1987	Jun 1987	19																																							
19475	Thunderbird Inn	Savannah, GA	31401	Apr 2018	Jun 1964	42	Y					●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
67289	Tribute Portfolio The Alida Savannah	Savannah, GA	31401	Oct 2018	Oct 2018	173											●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56730	Tryp by Wyndham Savannah	Savannah, GA	31401	Dec 2018	May 2008	101		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
9221	Closed USA Inn Medical Arts	Savannah, GA	31404	May 1993		0																																						
19471	Americas Best Value Inn Savannah	Savannah, GA	31405	Jan 2007		65		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
27315	Baymont Inn & Suites Savannah Midtown	Savannah, GA	31405	Nov 2015	Jun 1990	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
19468	Budget Inn	Savannah, GA	31405	Jun 1962	Jun 1962	118																																						
19513	Clarion Inn & Suites Savannah Midtown	Savannah, GA	31405	Feb 2016	May 1989	132		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
26633	Closed Savannah Inn	Savannah, GA	31405	Jun 2005	Jun 1986	0																																						
9641	Courtyard Savannah Midtown	Savannah, GA	31405	Dec 1985	Dec 1985	144		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
33970	Days Inn & Suites Savannah Midtown	Savannah, GA	31405	Feb 2013	Jul 1999	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56170	Deluxe Inn	Savannah, GA	31405	Feb 1955	Feb 1955	80																																						
42245	Extended Stay America Savannah Midtown	Savannah, GA	31405	Jul 2001	Jul 2001	104		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
65374	Fairfield Inn & Suites Savannah Midtown	Savannah, GA	31405	Oct 2016	Oct 2016	146		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
60315	Hampton Inn Savannah Midtown	Savannah, GA	31405	Dec 2009	Dec 2009	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
55958	Hilton Garden Inn Savannah Midtown	Savannah, GA	31405	Jun 2007	Jun 2007	132		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
69311	Holiday Inn Express & Suites Savannah W - Chatham Parkw	Savannah, GA	31405	Nov 2019	Nov 2019	100																																						
68099	Home2 Suites by Hilton Savannah Midtown	Savannah, GA	31405		U/C	100																																						
16323	Homewood Suites by Hilton Savannah	Savannah, GA	31405	Nov 1990	Nov 1990	106		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
5128	La Quinta Inns & Suites Savannah Midtown	Savannah, GA	31405	Sep 1982	Sep 1982	154		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
51848	Motel 6 Savannah	Savannah, GA	31405	Nov 2016	Jun 1994	75	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
26168	Motel 6 Savannah Midtown	Savannah, GA	31405	Mar 2013	Aug 1986	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
45805	OYO Hotel Savannah GA Hwy 17	Savannah, GA	31405	Dec 2019	Apr 1958	21																																						
30530	Residence Inn Savannah Midtown	Savannah, GA	31405	Jan 1996	Jan 1996	66		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
61518	Sandman Motel	Savannah, GA	31405	Jun 1979	Jun 1979	15																																						
19474	Thunderbird Motel	Savannah, GA	31405	Jun 1964	Jun 1964	50																																						
49168	Travelers Inn	Savannah, GA	31405	Aug 1947	Aug 1947	25																																						
2339	Best Western Central Inn	Savannah, GA	31406	Jun 1979	Jun 1979	126		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
7029	Closed - Days Inn Savannah Oglethorpe Mall	Savannah, GA	31406	Nov 2012	Dec 1973	0																																						
19469	Comfort Inn Savannah	Savannah, GA	31406	Oct 2016	Jun 1984	52		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
36004	Country Inn & Suites Savannah Midtown	Savannah, GA	31406	Jul 2019	Jan 1998	62	Y	●	●	○																			●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
8291	Econo Lodge Midtown Savannah	Savannah, GA	31406	Jan 1988	Jan 1988	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
24449	La Quinta Inns & Suites Savannah Southside	Savannah, GA	31406	Mar 2006	Nov 1986	100		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
810	Quality Inn Midtown Savannah	Savannah, GA	31406	Jul 2009	Jun 1982	170		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
35499	Savannah Garden Hotel	Savannah, GA	31406	Sep 1997	Sep 1997	102																																						
44898	Studio 6 Savannah	Savannah, GA	31406	Jan 2016	Jul 2000	150	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
67319	Tru by Hilton Savannah Midtown	Savannah, GA	31406	Feb 2019	Feb 2019	90																●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
54036	Best Western Plus North Savannah	Port Wentworth, GA	31407	May 2015	Nov 2005	83		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
55008	Comfort Suites Savannah North	Port Wentworth, GA	31407	Aug 2006	Aug 2006	83		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
38629	Country Inn & Suites Savannah I 95 North	Port Wentworth, GA	31407	Oct 2013	Jul 1999	61		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
54752	Days Inn & Suites Savannah North I 95	Port Wentworth, GA	31407	Oct 2006	Oct 2006	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

Tab 13 - Response Savannah, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	J	2020 F	M	A	M	J	J	A	S	O	N	D
59250	Embassy Suites by Hilton Savannah Airport	Savannah, GA	31407	Mar 2010	Mar 2010	162		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
34055	Hampton by Hilton Inn Savannah - I-95 North	Port Wentworth, GA	31407	Feb 1997	Feb 1997	106		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
68150	Holiday Inn Express & Suites Savannah N - Port Wentworth	Port Wentworth, GA	31407	Aug 2019	Aug 2019	93																							●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66822	Homewood Suites by Hilton Savannah Airport	Savannah, GA	31407	Dec 2019	Dec 2019	112																												●	●										
58329	Inn @ Mulberry Grove	Port Wentworth, GA	31407	Feb 2006	Feb 2006	47																																							
39685	Quality Inn & Suites Savannah North	Port Wentworth, GA	31407	May 2000	May 2000	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
58330	Savannah Inn	Port Wentworth, GA	31407	Sep 1999	Sep 1999	35																																						
29924	Sleep Inn I 95 North Savannah Port Wentworth	Port Wentworth, GA	31407	Oct 2010	Apr 1994	85		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
33482	Super 8 Port Wentworth Savannah Area	Port Wentworth, GA	31407	Jun 2000	Oct 1996	49		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
33794	Travelodge Port Wentworth Savannah Area	Port Wentworth, GA	31407	Dec 2015	Sep 1996	50		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
37028	Wingate by Wyndham Port Wentworth Savannah Area	Port Wentworth, GA	31407	Sep 2019	Sep 1998	81		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○	●	●	●	●	●	●	●	●	●	●	●	●	●
63070	American Inn Savannah Garden City	Savannah, GA	31408	May 2014	Jun 2006	44																																						
53458	Baymont Inn & Suites Savannah Garden City	Savannah, GA	31408	Apr 2005	Apr 2005	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56942	Candlewood Suites Savannah Airport	Savannah, GA	31408	Feb 2008	Feb 2008	91		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
46590	Closed Dreamland Motel	Garden City, GA	31408	Mar 2003		0																																						
19470	Closed Land O Oaks Motel	Savannah, GA	31408	Aug 2002		0																																						
26635	Closed Shavers Motel Garden Cty	Savannah, GA	31408	Jan 1993		0																																						
55367	Comfort Inn & Suites Savannah Airport	Savannah, GA	31408	Aug 2010	Oct 2006	79		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56225	Country Inn & Suites Savannah Airport	Savannah, GA	31408	Jul 2008	Jul 2008	82		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
21407	Days Inn Savannah Airport	Savannah, GA	31408	Jan 1988	Jan 1988	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
57087	DoubleTree by Hilton Hotel Savannah Airport	Savannah, GA	31408	Feb 2014	Apr 2008	97		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
2342	Econo Lodge Garden City	Garden City, GA	31408	Sep 2016	Oct 1988	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
38680	Fairfield Inn & Suites Savannah Airport	Savannah, GA	31408	Jul 1999	Jul 1999	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
58005	Hampton Inn Savannah Airport	Savannah, GA	31408	Dec 2008	Dec 2008	102		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
52869	Hilton Garden Inn Savannah Airport	Savannah, GA	31408	Aug 2004	Aug 2004	105		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56454	Holiday Inn Express Savannah Airport	Savannah, GA	31408	May 2010	Jan 2007	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
50561	Hyatt Place Savannah Airport	Savannah, GA	31408	Oct 2014	Sep 2003	81		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
36310	InTown Suites Savannah	Garden City, GA	31408	Jul 2007	Apr 1998	139		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4090	Quail Run Lodge	Savannah, GA	31408	Jun 1997	Jun 1971	172																																						
53010	SpringHill Suites Savannah Airport	Savannah, GA	31408	Mar 2005	Mar 2005	92		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
54241	Staybridge Suites Savannah Airport - Pooler	Savannah, GA	31408	Dec 2006	Dec 2006	93		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
57140	TownePlace Suites Savannah Airport	Savannah, GA	31408	Feb 2008	Feb 2008	63		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
69377	Tru by Hilton Savannah Airport	Savannah, GA	31408		U/C	98																																						
57053	Wingate By Wyndham Savannah Airport	Savannah, GA	31408	Mar 2008	Mar 2008	81		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
61847	WoodSpring Suites Savannah Garden City	Garden City, GA	31408	Jan 2017	Feb 2009	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
1395	Closed Sheraton Inn Savannah	Savannah, GA	31410	Jun 1994	May 1986	0																																						
45436	Alamo Plaza Motel	Savannah, GA	31415	Jun 1942	Jun 1942	45																																						
59263	Baymont Inn & Suites Savannah South	Savannah, GA	31419	Jan 2009	Jan 2009	70		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
33280	Clarion Suites Conference Center Near I 95	Savannah, GA	31419	Jan 2015	Mar 2000	95		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
47257	Closed - Independent Landmark Inn Hunter AAF	Savannah, GA	31419	Sep 2013	Jan 2001	0																																						
5435	Closed - Knights Inn Savannah	Savannah, GA	31419	Jul 2011	Jun 1974	0																																						
4302	Closed Days Inn Savannah	Savannah, GA	31419	Dec 2004	Jun 1971	0																																						
54551	Comfort Suites Gateway Savannah	Savannah, GA	31419	Jun 2007	Jun 2007	90		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
38798	Country Inn & Suites Savannah	Savannah, GA	31419	Dec 2012	Mar 2000	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
37657	Days Inn & Suites Savannah Gateway I 95 And 204	Savannah, GA	31419	Jul 2006	Jun 1996	107		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
19473	Days Inn Savannah Abercorn Southside	Savannah, GA	31419	Jun 1984	Jun 1984	109		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
811	Econo Lodge Savannah Gateway I 95	Savannah, GA	31419	Sep 2009	Oct 1973	124		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
31613	Fairfield Inn & Suites Savannah I 95 South	Savannah, GA	31419	Jan 1999	Jan 1999	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4094	Gateway Inn	Savannah, GA	31419	Dec 1991	Jun 1988	39																																						
54343	Hampton by Hilton Inn & Suites Savannah - I 95 South - Gat	Savannah, GA	31419	Mar 2006	Mar 2006	92		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
58915	Holiday Inn Express & Suites Savannah Midtown	Savannah, GA	31419	Oct 2009	Oct 2009	88		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
38187	Holiday Inn Savannah South I 95 Gateway	Savannah, GA	31419	Dec 2014	Dec 1999	100		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
30299	Howard Johnson Savannah	Savannah, GA	31419	Oct 2002	Mar 1996	63		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
21964	La Quinta Inns & Suites Savannah I 95	Savannah, GA	31419	Aug 1995	Sep 1987	119		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
39608	Motel 6 Savannah - South	Savannah, GA	31419	Dec 2013	Mar 2001	67		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
29120	Quality Inn Savannah I 95	Savannah, GA	31419	Jun 2011	Feb 1993	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
2340	Ramada Savannah Gateway	Savannah, GA	31419	Aug 2019	Jun 1971	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									●	●	●	●	●	●	●	●	●	●	●	●	●	●
38326	Red Roof Inn Savannah	Savannah, GA	31419	Jun 1999	Jun 1999	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
8601	Rodeway Inn Savannah I-95	Savannah, GA	31419	Nov 2016	Jun 1985	54	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
55827	San's Boutique Hotel & Suites	Savannah, GA	31419	Aug 2006	Aug 2006	41																																						
13687	Savannah Inn	Savannah, GA	31419	Aug 2018	May 1988	56																																						
52986	Scottish Inn Savannah	Savannah, GA	31419	Oct 2009	Sep 2004	42																																						
32367	Sleep Inn Gateway Savannah	Savannah, GA	31419	Oct 1995	Oct 1995	51		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
54235	SpringHill Suites Savannah I-95 South	Savannah, GA	31419	Apr 2006	Apr 2006	86		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
30273	SpringHill Suites Savannah Midtown	Savannah, GA	31419	Jun 1999	Jun 1999	79		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
39406	Suburban Extended Stay Hotel Abercorn Savannah	Savannah, GA	31419	Mar 1996	Mar 1996	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56602	Super 8 Savannah	Savannah, GA	31419	Mar 2009	Mar 2009	63		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
25873	The Relax Inn	Savannah, GA	31419	Jun 1996	Jun 1980	30																																						

Tab 13 - Response Savannah, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
39666	TownePlace Suites Savannah Midtown	Savannah, GA	31419	Mar 2000	Mar 2000	93		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4091	Travel Inn	Savannah, GA	31419	Jul 2012	Jun 1973	96																																							
39517	Travelodge Savannah	Savannah, GA	31419	Aug 2012	May 2000	54		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
35026	Westin Savannah Harbor Golf Resort	Savannah, GA	31421	Dec 1999	Dec 1999	403		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
			Total Properties:			208		17652																																					

○ - Monthly data received by STR

● - Monthly and daily data received by STR

Blank - No data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

A blank row indicates insufficient data.

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Tab 14 - Response Charleston, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
43887	Andrew Pinckney Inn	Charleston, SC	29401	Jun 1996	Jun 1996	41		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
21513	Ansonborough Inn	Charleston, SC	29401	Jun 1900	Jun 1900	34																																							
63504	Autograph Collection Grand Bohemian Hotel Charleston	Charleston, SC	29401	Aug 2015	Aug 2015	50		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
20339	Belmond Hotels Charleston Place	Charleston, SC	29401	Mar 2014	Sep 1986	435		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
43142	Closed - Independent Victoria House Inn	Charleston, SC	29401	Feb 2009	Jan 1992	0																																					
20766	Closed Charleston Inn	Charleston, SC	29401	Feb 1997		0																																					
13278	Closed Lodge Alley Inn	Charleston, SC	29401	Oct 2001	Jun 1983	0																																					
22932	Closed Lord Anson Arms	Charleston, SC	29401	Jan 2001		0																																					
43143	Closed Maison Du Pre	Charleston, SC	29401	Jun 2008	Jan 1986	0																																					
22455	Comfort Inn Downtown Charleston	Charleston, SC	29401	Nov 1989	Feb 1989	129		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
6060	Courtyard Charleston Historic District	Charleston, SC	29401	Mar 2011	Feb 1983	176		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
34291	Courtyard Charleston Waterfront	Charleston, SC	29401	Sep 1997	Sep 1997	179		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4670	Days Inn Charleston Historic District	Charleston, SC	29401	May 1983	Jun 1960	124		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
13275	Elliott House Inn	Charleston, SC	29401	Oct 2011		25																																					
47292	French Quarter Inn	Charleston, SC	29401	Jan 2002	Jan 2002	50																																					
36323	Fulton Lane Inn	Charleston, SC	29401	Jun 1900	Jun 1900	45																																					
39308	Harbourview Inn	Charleston, SC	29401	Jul 1998	Jul 1998	52																																					
62586	Hilton Garden Inn Charleston Downtown Waterfront	Charleston, SC	29401	Apr 2014	Apr 2014	141		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
18166	Hotel On Market	Charleston, SC	29401	Jun 2019	Apr 1991	212		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
13276	Indigo Inn	Charleston, SC	29401	Jun 1979	Jun 1979	40																																					
41251	John Rutledge House Inn	Charleston, SC	29401	Jun 1989	Jun 1989	19		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
3430	King Charles Inn	Charleston, SC	29401	Dec 2013		91		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
13277	Kings Courtyard Inn	Charleston, SC	29401			41																																					
44527	Market Pavilion Hotel	Charleston, SC	29401	Aug 2002	Aug 2002	70																																					
13279	Meeting Street Inn	Charleston, SC	29401	Jun 1982	Jun 1982	56																																					
13280	Planters Inn	Charleston, SC	29401	Jun 1984	Jun 1984	64																																					
41341	Renaissance Charleston Historic District Hotel	Charleston, SC	29401	Jan 2001	Jan 2001	166		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66970	Residence Inn Charleston Historic District / Hotel Bella Grac	Charleston, SC	29401	Aug 2018	Aug 2018	50								○	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
43156	The Anchorage Inn	Charleston, SC	29401	Jun 1991	Jun 1991	19																																					
64811	The Quarters On King	Charleston, SC	29401	Mar 2015	Mar 2015	9																																					
60961	The Restoration On King	Charleston, SC	29401	Apr 2010	Apr 2010	16																																					
64286	The Spectator Hotel	Charleston, SC	29401	Jul 2015	Jul 2015	41																																					
13282	The Vendue	Charleston, SC	29401	Dec 1975	Dec 1975	84		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
41150	Wentworth Mansion	Charleston, SC	29401	Jun 1998	Jun 1998	21																																					
508	Wyndham The Mills House Grand Hotel	Charleston, SC	29401	Mar 2013		216		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
63135	Zero George Street Hotel	Charleston, SC	29401	Feb 2013	Feb 2013	16		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○
66615	Bluegreen Vacations King Street Resort Ascend Hotel Collec	Charleston, SC	29403	Jun 2017	Jun 2017	50																																					
32704	Embassy Suites by Hilton Charleston Historic District	Charleston, SC	29403	Oct 1996	Oct 1996	153		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
9615	Francis Marion Hotel	Charleston, SC	29403	Jan 2003	Jun 1924	232		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
22348	Hampton by Hilton Inn Charleston-Historic District	Charleston, SC	29403	Jul 1992	Jul 1992	170		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
61887	Holiday Inn Charleston Historic Downtown	Charleston, SC	29403	Jan 2013	Jan 2013	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
4540	Holiday Inn Express Charleston Downtown Medical Area	Charleston, SC	29403	Feb 2013	Jun 1982	153		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66051	Homewood Suites by Hilton Charleston Historic District	Charleston, SC	29403	Aug 2017	Aug 2017	139		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
66581	Hotel Bennett Charleston	Charleston, SC	29403	Jan 2019	Jan 2019	179																●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
63460	Hyatt House Charleston Historic District	Charleston, SC	29403	Sep 2015	Sep 2015	113		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
63461	Hyatt Place Charleston Historic District	Charleston, SC	29403	Sep 2015	Sep 2015	191		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
3069	Marriott Charleston	Charleston, SC	29403	May 2007	Jun 1979	344		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
64758	The Dewberry Charleston	Charleston, SC	29403	Jul 2016	Jul 2016	154		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●																			
4539	Charleston Grand Hotel	Charleston, SC	29405	Mar 2015	Jul 1977	128																																					
22747	Charleston Heights Motel	Charleston, SC	29405	Mar 1973	Mar 1973	23																																					
36095	Charleston Inn & Suites	Charleston, SC	29405	Jan 2001	Jan 1998	86																																					
22745	Closed Americana Motor Lodge	Charleston, SC	29405	Mar 1992		0																																					
3431	Dorchester Road Inn	Charleston, SC	29405	Jan 2012	Jun 1965	44																																					
20772	Siesta Motor Lodge	North Charleston, SC	29405	Jun 1956	Jun 1956	76																																					
20773	Star Of America Motel	North Charleston, SC	29405	Nov 1960	Nov 1960	60																																					
17318	Stay Over Lodge	Charleston, SC	29405	Dec 1997	Mar 1990	97																																					
21710	Suburban Extended Stay Hotel North Charleston I-526	Charleston, SC	29405	Nov 2014	Dec 1986	99		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
55790	WoodSpring Suites North Charleston Airpoprt I 526	North Charleston, SC	29405	Feb 2017	Sep 2007	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
56443	Best Western Plus Airport Inn & Suites	North Charleston, SC	29406	Feb 2011	Aug 2007	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
22750	Budget Inn	North Charleston, SC	29406	Nov 1973	Nov 1973	102																																					
55005	Candlewood Suites Charleston - Northwoods	North Charleston, SC	29406	Feb 2007	Feb 2007	125		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●
3070	Charleston Airport Hotel	North Charleston, SC	29406	Jun 2016	Jun 1984	159																																					
22746	Closed - Independent Catalina Inn	North Charleston, SC	29406	Jan 2017	Jun 1976	0																																					
35569	Closed - Knights Inn North Charleston	North Charleston, SC	29406	Sep 2010	Jun 1997	0																																					
22749	Closed North 52 Motel	North Charleston, SC	29406	Nov 2004		0																																					
506	Closed North Charleston Inn	North Charleston, SC	29406	Mar 2009	Jan 1967	0																																					
13271	Closed North Charleston Inn	North Charleston, SC	29406	Jan 2004	Jun 1974	0																																					
66424	Comfort Suites North Charleston Ashley Phosphate	North Charleston, SC	29406	Nov 2017	Nov 2017	98		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●

Tab 14 - Response Charleston, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	2018 F	2018 M	2018 A	2018 M	2019 J	2019 J	2019 A	2019 S	2019 O	2019 N	2019 D	2019 J	2019 F	2019 M	2019 A	2019 M	2019 J	2019 J	2019 A	2019 S	2019 O	2019 N	2019 D	2020 J	2020 F	2020 M	2020 A	2020 M	2020 J	2020 J	2020 A	2020 S	2020 O	2020 N	2020 D
54524	Country Inn & Suites Charleston North	North Charleston, SC	29406	Apr 2006	Apr 2006	57		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
37701	Courtyard Charleston North Coliseum	North Charleston, SC	29406	Apr 1999	Apr 1999	123		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
3432	DoubleTree by Hilton Hotel & Suites Charleston Airport	North Charleston, SC	29406	Jan 2013	Jun 1981	149		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
3433	Economy Inn	North Charleston, SC	29406	Sep 1996	May 1977	95																																			
33507	Extended Stay America Charleston Northwoods Boulevard	North Charleston, SC	29406	Dec 2012	Sep 1996	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
45831	Fairfield Inn & Suites Charleston North University Area	North Charleston, SC	29406	Sep 2002	Sep 2002	76		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
59088	Hampton Inn North Charleston University Boulevard	North Charleston, SC	29406	Apr 2009	Apr 2009	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
21761	Hawthorn Suites by Wyndham North Charleston	North Charleston, SC	29406	Nov 2011	Nov 1986	96		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
9856	Holiday Inn Express & Suites Charleston Ashley Phosphate	North Charleston, SC	29406	Aug 1999	Aug 1999	98		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
55149	Holiday Inn Express Charleston North	North Charleston, SC	29406	May 2007	May 2007	86		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
68097	Home2 Suites by Hilton North Charleston University Blvd	North Charleston, SC	29406	Nov 2019	Nov 2019	103																								●	●	●										
66833	Homewood Suites by Hilton North Charleston	North Charleston, SC	29406	May 2018	May 2018	100						●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
59385	Hyatt Place North Charleston	Charleston, SC	29406	Jun 2010	Jun 2010	113		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
35646	InTown Suites Ashley Phosphate	North Charleston, SC	29406	May 2002	Aug 1997	139		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
38836	InTown Suites North Charleston	North Charleston, SC	29406	Aug 1997	Aug 1997	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
6874	Marriott North Charleston	North Charleston, SC	29406	Oct 2016	Jul 1983	291		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
21323	Red Roof Inn North Charleston Coliseum	North Charleston, SC	29406	Dec 1985	Dec 1985	109		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
8784	Rodeway Inn North Charleston	North Charleston, SC	29406	Mar 2013	Dec 1984	77		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
22748	Stay Express Charleston North	North Charleston, SC	29406	Aug 2013	Jul 1983	150																																			
59167	Staybridge Suites Charleston Ashley Phosphate	North Charleston, SC	29406	Oct 2009	Oct 2009	93		●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●											
57347	Suburban Extended Stay Hotel North-Ashley Phosphate	Charleston, SC	29406	Feb 2008	Feb 2008	112		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
68137	Tru by Hilton Charleston Ashley Phosphate	North Charleston, SC	29406	Feb 2020	Feb 2020	121																										●										
56628	Wingate by Wyndham Charleston University Boulevard	North Charleston, SC	29406	Jun 2008	Jun 2008	97		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
55767	WoodSpring Suites Charleston Airport	North Charleston, SC	29406	Dec 2016	Nov 2006	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
3429	Best Western Charleston Inn	Charleston, SC	29407	Jun 1975	Jun 1975	87		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
68520	Cambria Hotels Charleston Riverview	Charleston, SC	29407	Apr 2019	Apr 2019	126																	○	●	●	●	●	●	●	●	●	●										
22713	Closed Camellia Motel #1	Charleston, SC	29407	Feb 1991		0																																			
22714	Closed Camellia Motel #2	Charleston, SC	29407	Dec 1990		0																																			
20767	Closed Charleston	Charleston, SC	29407	Jun 1994		0																																			
13272	Closed Lord Ashley Motel	Charleston, SC	29407	Feb 2000		0																																			
59756	Comfort Suites West Of The Ashley Charleston	Charleston, SC	29407	Sep 2009	Sep 2009	100		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
24062	Evergreen Motel	Charleston, SC	29407	Jun 1972	Jun 1972	23																																			
507	Holiday Inn Charleston Riverview	Charleston, SC	29407	Mar 1971	Mar 1971	179		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
32571	Holiday Inn Express Charleston US 17 & I 526	Charleston, SC	29407	Jan 1996	Jan 1996	79		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
66787	Home2 Suites by Hilton Charleston West Ashley	Charleston, SC	29407	Jan 2019	Jan 2019	150															●	●	●	●	●	●	●	●	●	●	●	●										
24209	La Quinta Inns & Suites Charleston Riverview	Charleston, SC	29407	May 2020	Mar 1987	0	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●															
6532	Motel 6 Charleston South	Charleston, SC	29407	Jul 1974	Jul 1974	110		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○	●	●	●	●	●											
39560	Residence Inn Charleston Downtown Riverview	Charleston, SC	29407	Feb 2000	Feb 2000	119		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
40916	Sleep Inn Charleston - West Ashley	Charleston, SC	29407	Dec 2000	Dec 2000	74		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
37260	SpringHill Suites Charleston Downtown/Riverview	Charleston, SC	29407	Jan 1999	Jan 1999	123		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
22718	Town & Country Inn & Suites	Charleston, SC	29407	Jun 1984	Jun 1984	105																																			
66104	TownePlace Suites Charleston West Ashley	Charleston, SC	29407	Jun 2018	Jun 2018	112							○	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
44917	Creekside Lands Inn	Charleston, SC	29414	Jun 1992	Jun 1992	57																																			
40953	Hampton by Hilton Inn & Suites Charleston/West Ashley	Charleston, SC	29414	Sep 2000	Sep 2000	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
53803	Hawthorn Suites by Wyndham Charleston	Charleston, SC	29414	May 2006	May 2006	77		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
22715	Inn @ Middleton Place	Charleston, SC	29414	Jun 1985	Jun 1985	52																																			
53233	InTown Suites Highway 17	Charleston, SC	29414	Jun 1998	Jun 1998	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
8426	Quality Inn Charleston Gateway	Charleston, SC	29414	Dec 2015	Jan 1988	48		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
57517	aloft Hotel Charleston Airport & Convention Center	North Charleston, SC	29418	Jul 2008	Jul 2008	136		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
7944	Closed - Independent North Charleston Inn	North Charleston, SC	29418	Jun 2018	Jan 1973	0	Y	●	●	●	●																														
22751	Closed Royal Scotsman Inn	Charleston, SC	29418	Aug 1994		0																																			
56685	Comfort Inn & Suites Convention Center North Charleston	North Charleston, SC	29418	Oct 2012	Dec 2007	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
25006	Crowne Plaza Charleston Airport Convention Center	North Charleston, SC	29418	Dec 2010	Feb 1989	166		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
4668	Days Inn & Suites Charleston Airport West	North Charleston, SC	29418	Nov 2019	Jun 1978	140		●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○	●	●											
53613	DoubleTree by Hilton Hotel North Charleston Convention Ce	Charleston, SC	29418	Jan 2016	Jan 2006	142		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
8425	Econo Lodge North Charleston	North Charleston, SC	29418	Sep 2012	Jan 1965	40		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
39303	Embassy Suites by Hilton Charleston Airport Hotel & Conver	North Charleston, SC	29418	Feb 2000	Feb 2000	255		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
38833	Extended Stay America Charleston Airport	North Charleston, SC	29418	Jan 2013	Sep 1999	98		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
33812	Extended Stay America Charleston North Charleston	North Charleston, SC	29418	Aug 1996	Aug 1996	126		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
32608	Fairfield Inn & Suites Charleston Airport Convention Center	North Charleston, SC	29418	Dec 2010	Mar 2000	102		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
65639	Hampton Inn Charleston Airport	North Charleston, SC	29418	Apr 2017	Apr 2017	139		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
44625	Hilton Garden Inn Charleston Airport	North Charleston, SC	29418	Oct 2002	Oct 2002	169		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
61713	Holiday Inn Express & Suites Charleston Airport Convention	North Charleston, SC	29418	Mar 2012	Mar 2012	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
61634	Home2 Suites by Hilton Charleston Airport Convention Cente	North Charleston, SC	29418	Nov 2011	Nov 2011	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
57034	Homewood Suites by Hilton North Charleston Airport	North Charleston, SC	29418	Jun 2008	Jun 2008	128		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
59387	Hyatt Place Charleston Airport Convention Center	North Charleston, SC	29418	Mar 2010	Mar 2010	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
41885	InTown Suites Charleston Central	North Charleston, SC	29418	May 2006	Feb 2001	108		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●											
16351	Motel 6 Charleston	North Charleston, SC	29418	Dec 1986	Dec 1986	128		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○															

Tab 14 - Response Charleston, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	J	2020 F	M	A	M	J	J	A	S	O	N	D
6061	Quality Inn Coliseum North Charleston	North Charleston, SC	29418	Dec 2010	Mar 1986	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
18215	Relax Inn	Charleston, SC	29418	Sep 2002	Jun 1985	48																																						
52641	Residence Inn Charleston Airport	North Charleston, SC	29418	Sep 2004	Sep 2004	150		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66530	TownePlace Suites Charleston Airport Convention Center	North Charleston, SC	29418	Dec 2017	Dec 2017	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68511	Tru by Hilton Charleston Airport	North Charleston, SC	29418		U/C	118																																						
11027	Wingate by Wyndham Charleston Airport Coliseum	North Charleston, SC	29418	Nov 2017	Oct 1985	124		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68886	Courtyard Charleston-North Charleston	North Charleston, SC	29420	Aug 2019	Aug 2019	138																												●	●									
21395	Econo Lodge North Charleston	North Charleston, SC	29420	Aug 2016	Jun 1985	114		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
53821	Fairfield Inn & Suites Charleston North Ashley Phosphate	North Charleston, SC	29420	Apr 2013	Oct 2005	84		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
38240	Hampton by Hilton Inn Charleston-North	North Charleston, SC	29420	Aug 1999	Aug 1999	102		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
5170	Quality Inn & Suites North Charleston	North Charleston, SC	29420	Jan 2017	Apr 1981	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
61988	Residence Inn Charleston North Ashley Phosphate	North Charleston, SC	29420	May 2012	May 2012	96		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
42028	Sleep Inn North Charleston Ashley Phosphate	North Charleston, SC	29420	Apr 2001	Apr 2001	68		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
58706	SpringHill Suites Charleston North/Ashley Phosphate	North Charleston, SC	29420	Jun 2009	Jun 2009	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
67965	TownePlace Suites Charleston North Charleston	North Charleston, SC	29420	Feb 2019	Feb 2019	102															○	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
55758	WoodSpring Suites Charleston Ashley Phosphate	Charleston, SC	29420	Dec 2016	Dec 2006	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
509	The Tides Folly Beach	Folly Beach, SC	29439	Dec 2010	Jul 1985	132																																						
23054	Days Inn Goose Creek	Goose Creek, SC	29445	Jan 1999	Jun 1985	59		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
8431	Econo Lodge Goose Creek	Goose Creek, SC	29445	Jun 1987	Jun 1987	50		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
23043	Quality Inn Goose Creek - Charleston	Goose Creek, SC	29445	Jun 2004	Jun 1982	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
58300	Ashley Lodge	Harleyville, SC	29448	Jun 2002	Jun 2002	42																																						
13284	Destination Hotels Wild Dunes Resort	Isle Of Palms, SC	29451	Jun 1976	Jun 1976	488	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	○	○	○	○												
39914	Seaside Inn	Isle Of Palms, SC	29451	Oct 1998	Oct 1998	51																																						
39448	The Palms Hotel	Isle Of Palms, SC	29451	Nov 2006	Feb 2000	69																																						
13297	Kiawah Island Resort	Kiawah Island, SC	29455	Jun 1977	Jun 1977	600																																						
62805	Residence Inn Charleston Kiawah Island Andell Inn	Kiawah Island, SC	29455	Mar 2014	Mar 2014	91	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
43157	Seabrook Island	Johns Island, SC	29455	Jun 1981	Jun 1981	100																																						
50904	The Sanctuary @ Kiawah Island	Kiawah Island, SC	29455	Aug 2004	Aug 2004	255																																						
52089	Best Western Magnolia Inn & Suites	Ladson, SC	29456	Sep 2003	Sep 2003	61		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
21709	Days Inn Ladson Summerville Charleston	Ladson, SC	29456	May 1989	Oct 1986	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
21108	Berkeley Motel	Moncks Corner, SC	29461			52																																						
23120	Carolina Inn	Moncks Corner, SC	29461	Jan 1984	Jan 1984	54																																						
48950	Closed - Independent Economy Inn	Moncks Corner, SC	29461	Oct 2015		0																																						
30406	Moncks Corner Inn	Moncks Corner, SC	29461	Aug 2015	Aug 1994	84																																						
68446	Ascend Collection The Inn At I'on	Mount Pleasant, SC	29464	Dec 2018	Jan 2009	11	Y														●	●	●	●	●	●	●	●	●	●	●	●	●	●									
34488	Best Western Patriots Point	Mount Pleasant, SC	29464	May 2004	Apr 1999	70		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
67729	Cambria Hotels Mount Pleasant-Charleston	Mount Pleasant, SC	29464	Jul 2018	Jul 2018	112									●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35094	Charleston Harbor Resort	Mount Pleasant, SC	29464	Dec 2006	Jul 1997	125		○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○	○									
22942	Clarion Inn Mount Pleasant Charleston	Mount Pleasant, SC	29464	Jan 2014	May 1987	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
26608	Closed - Masters Inn Mount Pleasant	Mount Pleasant, SC	29464	Nov 2013	Jul 1983	0																																						
20789	Closed Brookgreen Motel	Mount Pleasant, SC	29464	Nov 1990		0																																						
22720	Closed Fort Moultrie Motor Court	Mount Pleasant, SC	29464	Jul 2003		0																																						
22723	Closed Sea View Apt Court	Mount Pleasant, SC	29464	Jan 1991		0																																						
30961	Comfort Inn & Suites Patriots Point	Mount Pleasant, SC	29464	Jan 2020	Jan 1999	103		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
38948	Comfort Suites @ Isle Of Palms Connector	Mount Pleasant, SC	29464	Mar 2000	Mar 2000	81		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
56790	Courtyard Charleston Mount Pleasant	Mount Pleasant, SC	29464	Sep 2007	Sep 2007	130		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
4669	Days Inn Mount Pleasant Charleston Patriots Point	Mount Pleasant, SC	29464	Jun 1983	Jun 1983	130		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
69845	Embassy Suites by Hilton Mt Pleasant Ferry Wharf	Mount Pleasant, SC	29464		U/C	158																																						
35927	Extended Stay America Charleston - Mt Pleasant	Mount Pleasant, SC	29464	Jan 1998	Jan 1998	101		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36015	Hampton by Hilton Inn Charleston Mount/Pleasant-Isle Of Pa	Mount Pleasant, SC	29464	Apr 1998	Apr 1998	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
20418	Hampton by Hilton Inn Charleston/Mt Pleasant-Patriots Point	Mount Pleasant, SC	29464	May 1991	May 1991	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
63524	Hilton Garden Inn Charleston / Mount Pleasant	Mount Pleasant, SC	29464	Apr 2015	Apr 2015	133		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
60055	Holiday Inn Express & Suites Mount Pleasant Charleston	Mount Pleasant, SC	29464	Nov 2009	Nov 2009	116		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
65818	Home2 Suites by Hilton Mount Pleasant Charleston	Mount Pleasant, SC	29464	Dec 2017	Dec 2017	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
44561	Homewood Suites by Hilton Charleston Mount Pleasant	Mount Pleasant, SC	29464	May 2002	May 2002	107		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
11933	Hotel Indigo Mount Pleasant	Mount Pleasant, SC	29464	Jul 2018	May 1988	158									●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68608	Hyatt House Mount Pleasant Midtown	Mount Pleasant, SC	29464	Apr 2019	Apr 2019	128																		●	●	●	●	●	●	●	●	●	●	●	●									
67978	Hyatt Place Mount Pleasant Towne Centre	Mount Pleasant, SC	29464	Jun 2019	Jun 2019	92																					●	●	●	●	●	●	●	●	●									
37731	Mt Pleasant Suites	Mount Pleasant, SC	29464	Oct 2019	Mar 1999	71		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●															
8437	Red Roof Inn Mount Pleasant	Mount Pleasant, SC	29464	Feb 1996	Jun 1985	124		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
42551	Residence Inn Charleston Mount Pleasant	Mount Pleasant, SC	29464	Apr 2002	Apr 2002	90		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
14235	Shem Creek Inn	Mount Pleasant, SC	29464	Mar 2017	Jun 1986	51		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36293	Sleep Inn Mount Pleasant Charleston	Mount Pleasant, SC	29464	Apr 1998	Apr 1998	83		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
64839	SpringHill Suites Charleston Mount Pleasant	Mount Pleasant, SC	29464	Apr 2016	Apr 2016	110		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
67426	Staybridge Suites Charleston Mount Pleasant	Mount Pleasant, SC	29464	Aug 2018	Aug 2018	108									●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
65990	The Beach Club @ Charleston Harbor Resort	Mount Pleasant, SC	29464	Oct 2016	Oct 2016	92																																						
66396	TownePlace Suites Mount Pleasant	Mount Pleasant, SC	29464	Jul 2017	Jul 2017	101		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68014	Tru by Hilton Mt Pleasant Charleston	Mount Pleasant, SC	29464	Aug 2019	Aug 2019	124																												●	●									

Tab 14 - Response Charleston, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	2020 J	F	M	A	M	J	J	A	S	O	N	D
63492	Wyndham Garden Hotel Charleston Mount Pleasant	Mount Pleasant, SC	29464	Oct 2014	Oct 2014	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
65236	Holiday Inn Express & Suites Charleston Mount Pleasant	Mount Pleasant, SC	29466	Dec 2016	Dec 2016	103		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
30441	Americas Best Value Inn St George SC	Saint George, SC	29477	Feb 2004	Jun 1983	32																																						
21376	Closed - Days Inn St George	Saint George, SC	29477	Apr 2011	Jun 1985	0																																						
19424	Country Hearth Inn & Suites St George	Saint George, SC	29477	Jan 2005	Apr 1991	68																																						
26297	Days Inn St George	Saint George, SC	29477	Nov 2016	Aug 1988	104		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
5489	Econo Lodge St George	Saint George, SC	29477	Apr 2002	Jun 1984	67		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
23003	Elite Inn	Saint George, SC	29477	Sep 2014	Jun 1989	59																																						
30442	Knights Inn Saint George	Saint George, SC	29477	Jun 2015	Jun 1991	54		○	○	○	○	○																																
46193	Peachtree Inn	Saint George, SC	29477	Oct 2002	Oct 2002	40																																						
532	Quality Inn St George I 95	Saint George, SC	29477	Apr 2002	Sep 1978	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
37963	Econo Lodge St Stephen	St Stephen, SC	29479	Feb 1999	Feb 1999	50		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
16821	Closed - Quality Inn Summerville	Summerville, SC	29483	Nov 2018	Dec 1990	0	Y	●	●	●	●	●	●	●	●	●	●																											
42585	Comfort Suites Summerville - Charleston	Summerville, SC	29483	Jan 2002	Jan 2002	66		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
53100	Country Inn & Suites Summerville	Summerville, SC	29483	Nov 2004	Nov 2004	84		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
63173	Courtyard Charleston Summerville	Summerville, SC	29483	Oct 2014	Oct 2014	96		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
8442	Econo Lodge Summerville	Summerville, SC	29483	Jun 1983	Jun 1983	98		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
49532	Economy Inn	Summerville, SC	29483	Jun 1988	Jun 1988	57																																						
45735	Hamilton Motel	Summerville, SC	29483	Feb 1963	Feb 1963	37																																						
65038	Hampton Inn Summerville	Summerville, SC	29483	Jul 2016	Jul 2016	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
66138	Home2 Suites by Hilton Summerville	Summerville, SC	29483	Jul 2017	Jul 2017	93		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
9230	Quality Inn Summerville-Charleston	Summerville, SC	29483	Oct 2019	Apr 1995	52		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
37734	Sleep Inn Summerville - Charleston	Summerville, SC	29483	Jan 2000	Jan 2000	66		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
69170	Staybridge Suites Summerville	Summerville, SC	29483	Jan 2020	Jan 2020	100																													●	●									
38685	Woodlands Mansion	Summerville, SC	29483	May 1995	May 1995	19																																						
536	Wyndham Garden Hotel Summerville	Summerville, SC	29483	Dec 2016	Jan 1982	123		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
69492	Cambria Hotels Summerville-Charleston	Summerville, SC	29486	Feb 2020	Feb 2020	95																														●									
69092	Hilton Garden Inn Summerville	Summerville, SC	29486	Mar 2020	Mar 2020	157																																						
66595	Holiday Inn Express & Suites Summerville	Summerville, SC	29486	Nov 2017	Nov 2017	111		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
69093	Homewood Suites by Hilton Summerville	Summerville, SC	29486	Mar 2020	Mar 2020	98																																						
67523	Residence Inn Charleston Summerville	Summerville, SC	29486	Aug 2018	Aug 2018	96									○	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
42253	Hampton by Hilton Inn Charleston - Daniel Island	Charleston, SC	29492	Apr 2001	Apr 2001	128		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●										
67857	Home2 Suites by Hilton Charleston Daniel Island	Daniel Island, SC	29492	Dec 2019	Dec 2019	115																														●	●	●							
			Total Properties:		237	22724																																						

○ - Monthly data received by STR

● - Monthly and daily data received by STR

Blank - No data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

A blank row indicates insufficient data.

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Tab 15 - Response Greenville, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	J	2020 F	M	A	M	J	J	A	S	O	N	D
69615	AC Hotels by Marriott Greenville	Greenville, SC	29601		U/C	197																																					
63900	aloft Hotel Greenville Downtown	Greenville, SC	29601	Dec 2015	Dec 2015	144		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
60184	Closed Cabana Inn	Greenville, SC	29601	Jan 2001		0																																					
7950	Closed Ramada Inn Downtown Medical Center	Greenville, SC	29601	Feb 2004	Jun 1972	0																																					
5487	Closed Relax Inn	Greenville, SC	29601	Jan 2001		0																																					
60194	Courtyard Greenville Downtown	Greenville, SC	29601	Apr 2010	Apr 2010	135		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
65169	Embassy Suites by Hilton Greenville Downtown Riverplace	Greenville, SC	29601	Sep 2016	Sep 2016	156		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
54657	Hampton Inn Greenville Downtown RiverPlace	Greenville, SC	29601	Jul 2006	Jul 2006	115		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
23060	Holiday Inn Express & Suites Greenville Downtown	Greenville, SC	29601	Sep 2001	Sep 2001	80		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
65091	Home2 Suites by Hilton Greenville Downtown	Greenville, SC	29601	Sep 2016	Sep 2016	117		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66786	Homewood Suites by Hilton Greenville Downtown	Greenville, SC	29601	May 2019	May 2019	151																			●	●	●	●	●	●	●	●	●	●	●									
66969	Hyatt Place Greenville Downtown	Greenville, SC	29601	Dec 2018	Dec 2018	130													●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
5810	Hyatt Regency Greenville	Greenville, SC	29601	Jan 1982	Jan 1982	327		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
69279	Mint House Greenville Riverwalk	Greenville, SC	29601	Oct 2019	Oct 2019	44																																						
65460	Residence Inn Greenville Downtown	Greenville, SC	29601	Feb 2019	Feb 2019	120															●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
65461	SpringHill Suites Greenville Downtown	Greenville, SC	29601	Feb 2019	Feb 2019	166															●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
39710	Westin Poinsett	Greenville, SC	29601	Oct 2000	Jun 1925	200		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
23056	Camelot Inn	Greenville, SC	29605			100																																						
3073	Closed - Clarion Hotel & Suites Greenville	Greenville, SC	29605	Aug 2014	Jun 1974	0																																					
42164	Closed - Independent Kings Court Motel	Greenville, SC	29605	Jun 2008		0																																					
8150	Closed Masters Inn Greenville	Greenville, SC	29605	Jun 1995		0																																					
6074	Country Hearth Inn & Suites Greenville	Greenville, SC	29605	Apr 2012	Jun 1986	104																																					
4544	Economy Inn	Greenville, SC	29605	Apr 1999	Jun 1960	92																																					
7949	Greenville Inn & Suites	Greenville, SC	29605	Jun 2016	Jun 1970	122																																					
30717	InTown Suites Greenville South	Greenville, SC	29605	May 2002	Jun 1986	131		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
37629	Motel 6 Greenville I-85 Near Downtown	Greenville, SC	29605	Apr 2019	Jan 1999	47	Y																		●	●	●	●	●	●	●	●	●	●	●									
7454	Quality Inn & Suites Greenville	Greenville, SC	29605	Jul 2014	Jun 1960	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68706	Studio 6 Greenville I-85 Near Downtown	Greenville, SC	29605	Apr 2019	Apr 2019	52																			●	●	●	●	●	●	●	●	●	●	●									
521	Super Lodge Suites	Greenville, SC	29605	Oct 2003	Jun 1970	134																																						
8905	Travelers Inn	Greenville, SC	29605	Oct 2011	Jun 1969	75																																						
55791	WoodSpring Suites Greenville	Greenville, SC	29605	Jan 2017	May 2007	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
5172	Baymont Inn & Suites Greenville Woodruff Road	Greenville, SC	29607	Dec 2016	Jan 1981	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
22578	Best Western Plus Greenville I-385	Greenville, SC	29607	May 2019	Feb 1989	122		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●									
62533	Candlewood Suites Greenville	Greenville, SC	29607	Oct 2013	Oct 2013	97		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
6073	Closed - Independent Greenville Inn	Greenville, SC	29607	Jul 2013	Jun 1969	0																																						
8434	Closed - Independent Relax Inn	Greenville, SC	29607	Mar 2017	Jun 1973	0																																						
20783	Closed - Independent The Phoenix Greenville's Inn	Greenville, SC	29607	Dec 2016	Jun 1972	0																																						
520	Closed Budget Inn & Suites Greenville	Greenville, SC	29607	Jan 2006		0																																						
3438	Closed Guest Inn	Greenville, SC	29607	Oct 1996	Jun 1964	0																																						
11010	Comfort Inn Greenville Haywood Mall	Greenville, SC	29607	Nov 2017	Jun 1985	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
6071	Country Inn & Suites Greenville	Greenville, SC	29607	Jan 2019	Jun 1980	116	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
519	Crowne Plaza Greenville I 385 Roper Mountain Road	Greenville, SC	29607	Aug 1998	Nov 1984	202	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
25870	Days Inn Greenville	Greenville, SC	29607	Jul 2004	Feb 1989	128	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
53917	Drury Inn & Suites Greenville	Greenville, SC	29607	Jan 2007	Jan 2007	180		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
27614	Embassy Suites by Hilton Greenville Golf Resort & Conferen	Greenville, SC	29607	Apr 1993	Apr 1993	268		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
30708	Extended Stay America Greenville Haywood Mall	Greenville, SC	29607	Mar 2013	Feb 1995	72		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68055	Extended Stay America Greenville Woodruff Road	Greenville, SC	29607	Nov 2018	Nov 2018	107												●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35158	Hampton by Hilton Inn Greenville I-385 - Woodruff Rd	Greenville, SC	29607	Feb 2020	Sep 1997	115	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●								●									
62358	Hampton Inn Greenville I 385 Haywood Mall	Greenville, SC	29607	Aug 2014	Aug 2014	86		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
60137	Hilton Garden Inn Greenville	Greenville, SC	29607	Oct 2009	Oct 2009	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
42754	Holiday Inn Express & Suites Greenville I 85 & Woodruff Roa	Greenville, SC	29607	Aug 2001	Aug 2001	155		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
69136	Holiday Inn Greenville	Greenville, SC	29607		U/C	100																																					
57117	Homewood Suites by Hilton Greenville	Greenville, SC	29607	May 2008	May 2008	110		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35464	Microtel Inn & Suites by Wyndham Greenville	Greenville, SC	29607	Oct 2012	Jul 1998	98		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
67270	My Place Hotel Greenville	Greenville, SC	29607	Apr 2018	Apr 2018	85					●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
6745	Red Roof Inn Greenville	Greenville, SC	29607	Aug 1983	Aug 1983	104	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
67140	Residence Inn Greenville	Greenville, SC	29607	Jun 2018	Jun 2018	138							○	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
34967	Sleep Inn At Greenville Convention Center	Greenville, SC	29607	Aug 1997	Aug 1997	63		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
55368	Staybridge Suites Greenville I 85 Woodruff Road	Greenville, SC	29607	Jun 2007	Jun 2007	96		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
37368	Suburban Extended Stay Hotel Greenville Haywood Mall	Greenville, SC	29607	Sep 2019	Mar 1999	94		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68025	Tru by Hilton Greenville Woodruff Road	Greenville, SC	29607		U/C	98																																					
21073	Best Way Motel	Greenville, SC	29609	Jan 1982	Jan 1982	25																																					
6072	Closed - Independent Travel Inn	Greenville, SC	29609	Jan 2009	Jun 1960	0																																					
8432	Regal Inn	Greenville, SC	29609	Feb 2003	Jun 1972	48																																					
42163	Sands Motel	Greenville, SC	29609	Nov 1986	Nov 1986	19																																					
3437	Best Western Greenville Airport Inn	Greenville, SC	29615	Jun 2004	Jun 1984	142		●	●	●	●		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
5305	Closed - Independent Greenville Inn	Greenville, SC	29615	Apr 2017	Dec 1984	0																																					
7396	Courtyard Greenville Haywood Mall	Greenville, SC	29615	Mar 1988	Mar 1988	146		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									

Tab 15 - Response Greenville, SC

Asheville NC CVB

For the Month of February 2020

STR Code	Name of Establishment	City & State	Zip Code	Aff Date	Open Date	Rooms	Chg in Rms	2018 J	F	M	A	M	J	J	A	S	O	N	D	2019 J	F	M	A	M	J	J	A	S	O	N	D	J	2020 F	M	A	M	J	J	A	S	O	N	D
40198	Courtyard Greenville Spartanburg Airport	Greenville, SC	29615	Nov 2000	Nov 2000	136		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
33378	Econo Lodge Inn & Suites Greenville	Greenville, SC	29615	Nov 2010	May 1997	92		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
34142	Extended Stay America Greenville Airport	Greenville, SC	29615	Dec 1996	Dec 1996	109		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
34981	Fairfield Inn Greenville Spartanburg Airport	Greenville, SC	29615	Sep 1997	Sep 1997	94		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
64423	Hampton Inn Greenville Airport	Greenville, SC	29615	Jan 2016	Jan 2016	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
23784	Hilton Greenville	Greenville, SC	29615	Nov 1987	Nov 1987	256		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
69314	Holiday Inn Express & Suites Greenville -Taylors	Greenville, SC	29615	Feb 2020	Feb 2020	86																												●										
63872	Home2 Suites by Hilton Greenville Airport	Greenville, SC	29615	Aug 2015	Aug 2015	102		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
34994	Hyatt Place Greenville Haywood	Greenville, SC	29615	Jan 2008	Jul 1997	126		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
39407	InTown Suites Greenville North	Greenville, SC	29615	May 2002	Oct 1996	127		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
37966	La Quinta Inns & Suites Greenville Haywood	Greenville, SC	29615	Apr 1999	Apr 1999	125		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
16951	Marriott Greenville	Greenville, SC	29615	Jan 1988	Jan 1988	203		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
41304	Motel 6 Greenville	Greenville, SC	29615	Jan 2016	Oct 2000	156	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
10314	Quality Inn & Suites Greenville - Haywood Mall	Greenville, SC	29615	Dec 2017	Jun 1983	126		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36420	Residence Inn Greenville Spartanburg Airport	Greenville, SC	29615	May 1998	May 1998	78		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
39694	Sunset Inn	Greenville, SC	29615	Aug 1994	Aug 1994	28																																						
33830	Wingate by Wyndham Greenville Airport	Greenville, SC	29615	Oct 1996	Oct 1996	120		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
68551	WoodSpring Suites Greenville City	Greenville, SC	29615		U/C	121																																						
29249	Wyndham Garden Hotel Greenville Airport	Greenville, SC	29615	Dec 2014	Jun 1993	138	Y	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
42166	University Inn	Greenville, SC	29617	Jun 1995	Jun 1995	15																																						
33748	Holiday Inn Express & Suites Greenville Airport	Greer, SC	29650	May 2003	Sep 1996	83		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36064	Mainstay Suites Greenville Airport Greer	Greer, SC	29650	Jan 1998	Jan 1998	96		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●		●	●	●	●	●	●	●	●	●	●	●									
29679	Quality Inn Greer	Greer, SC	29650	Apr 2009	Apr 1994	62		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35224	Rodeway Inn Greer	Greer, SC	29650	Feb 2020	Aug 1997	63		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
46115	Closed Heritage Inn	Greer, SC	29651	Oct 2005		0																																						
34092	Super 8 Greer GSP Airport Greenville	Greer, SC	29651	Oct 1996	Oct 1996	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
39057	Days Inn Mauldin Greenville	Mauldin, SC	29662	Jun 2013	Oct 1999	49		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
8433	Deluxe Inn	Mauldin, SC	29662	Jan 2010	Jun 1975	27																																						
59525	Best Western Plus Greenville South	Piedmont, SC	29673	Dec 2010	Jun 2009	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66273	Comfort Suites Greenville South	Piedmont, SC	29673	Jul 2017	Jul 2017	82		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
49702	Executive Inn	Piedmont, SC	29673	Jun 1994	Jun 1994	29																																						
66597	Holiday Inn Express & Suites Greenville South Piedmont	Piedmont, SC	29673	Jun 2018	Jun 2018	78							●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
34805	Super 8 Piedmont Greenville Area	Piedmont, SC	29673	Apr 1997	Apr 1997	45		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
42165	Super Inn	Piedmont, SC	29673	Apr 2000	Apr 2000	28																																						
59441	Comfort Suites Simpsonville	Simpsonville, SC	29680	Sep 2009	Sep 2009	76		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35007	Days Inn Simpsonville	Simpsonville, SC	29680	Oct 2001	Nov 1996	41		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
35589	Fairfield Inn & Suites Greenville Simpsonville	Simpsonville, SC	29680	Apr 2016	Jun 1998	87		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36863	Hampton by Hilton Inn Greenville/Simpsonville	Simpsonville, SC	29680	Aug 1998	Aug 1998	84		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
66446	Holiday Inn Express & Suites Greenville Southeast Simpson	Simpsonville, SC	29680	Oct 2017	Oct 2017	93		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
36461	Motel 6 Greenville - Simpsonville	Simpsonville, SC	29680	Mar 2004	Nov 1998	51		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
28146	Quality Inn Simpsonville Greenville	Simpsonville, SC	29680	Jul 2006	Nov 1990	81		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
57784	WoodSpring Suites Greenville Simpsonville	Simpsonville, SC	29680	Jan 2017	Oct 2008	121		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
20813	Palmetto Inn	Simpsonville, SC	29681	Jun 1997	Jun 1976	60																																						
20784	Closed Wade Hampton Motel	Taylors, SC	29687	Apr 2006		0																																						
36752	Best Western Travelers Rest Greenville	Travelers Rest, SC	29690	Oct 2016	Jan 1998	60		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
59305	Closed - Independent The Cottages @ Cherokee Valley	Travelers Rest, SC	29690	Jan 2017	Feb 2008	0																																						
36981	Hampton by Hilton Inn Greenville/Travelers Rest	Travelers Rest, SC	29690	Sep 1998	Sep 1998	61		●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●	●									
13290	Travelers Inn	Travelers Rest, SC	29690			21																																						
			Total Properties:			116																																						

○ - Monthly data received by STR

● - Monthly and daily data received by STR

Blank - No data received by STR

Y - (Chg in Rms) Property has experienced a room addition or drop during the time period of the report

A blank row indicates insufficient data.

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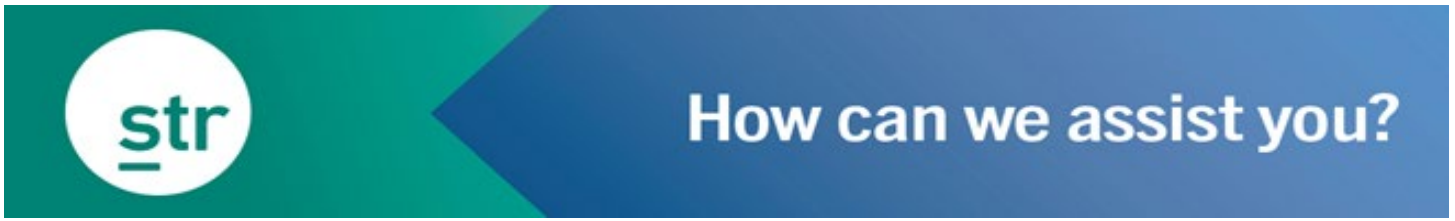

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