

## Lodging Tax Summary Report - January 2019

HOTEL COLLECTIONS	2014	2015	2016	2017	2018	2019	% Change
January	\$ 43,493	\$ 55,525	\$ 49,420	\$ 47,612	\$ 53,356	\$ 53,556	0%
February	\$ 54,907	\$ 55,385	\$ 53,751	\$ 49,523	\$ 57,559		
March	\$ 53,063	\$ 57,107	\$ 56,227	\$ 54,861	\$ 57,252		
April	\$ 65,511	\$ 64,446	\$ 63,002	\$ 66,989	\$ 68,594		
May	\$ 56,290	\$ 62,968	\$ 68,859	\$ 62,267	\$ 71,204		
June	\$ 74,171	\$ 77,117	\$ 77,403	\$ 77,091	\$ 89,313		
July	\$ 94,719	\$ 97,254	\$ 98,610	\$ 95,177	\$ 104,752		
August	\$ 96,572	\$ 96,705	\$ 102,796	\$ 98,296	\$ 105,295		
September	\$ 91,486	\$ 87,597	\$ 92,261	\$ 106,073	\$ 102,455		
October	\$ 84,876	\$ 85,438	\$ 83,426	\$ 87,196	\$ 94,087		
November	\$ 69,567	\$ 68,725	\$ 73,161	\$ 73,567	\$ 74,307		
December	\$ 55,619	\$ 50,202	\$ 50,151	\$ 60,951	\$ 59,775		
	<b>\$ 840,273</b>	<b>\$ 858,469</b>	<b>\$ 869,066</b>	<b>\$ 879,603</b>	<b>\$ 937,950</b>	<b>\$ 53,556</b>	<b>0%</b>

EXPENSES	2014	2015	2016	2017	2018	2019 Budgeted	2019 Actual
Visitor Services	\$ 189,581	\$ 220,278	\$ 228,172	\$ 312,036	\$ 377,388	\$ 371,484	\$ 45,805
Comm. Mktg.	\$ 357,686	\$ 491,056	\$ 471,044	\$ 496,622	\$ 507,053	\$ 379,966	\$ 89,688
Visitors Center	\$ 161,251	\$ 187,473	\$ 197,998	\$ 204,358	\$ 204,184	\$ 218,574	\$ 32,161
Prod Impr/Wayfinding	\$ 143,830	\$ 201,523	\$ 102,088	\$ 320,906	\$ 27,891	\$ 27,500	\$ 701
	<b>\$ 852,347</b>	<b>\$ 1,100,329</b>	<b>\$ 999,302</b>	<b>\$ 1,333,922</b>	<b>\$ 1,116,517</b>	<b>\$ 997,524</b>	<b>\$ 168,355</b>

VC SALES	2014	2015	2016	2017	2018	2019	% Change
January	\$ 5,459	\$ 6,636	\$ 7,383	\$ 7,556	\$ 8,827	\$ 16,375	86%
February	\$ 6,803	\$ 10,824	\$ 11,841	\$ 13,666	\$ 16,716		
March	\$ 2,561	\$ 3,119	\$ 3,041	\$ 3,006	\$ 4,415		
April	\$ 2,425	\$ 4,081	\$ 4,157	\$ 4,448	\$ 4,167		
May	\$ 4,955	\$ 6,189	\$ 4,027	\$ 5,411	\$ 6,464		
June	\$ 4,587	\$ 5,532	\$ 7,171	\$ 6,838	\$ 7,523		
July	\$ 5,563	\$ 6,906	\$ 9,081	\$ 7,650	\$ 7,537		
August	\$ 3,778	\$ 5,683	\$ 8,323	\$ 6,513	\$ 11,174		
September	\$ 5,332	\$ 6,034	\$ 6,369	\$ 5,582	\$ 6,276		
October	\$ 3,977	\$ 6,379	\$ 5,863	\$ 5,102	\$ 5,181		
November	\$ 4,875	\$ 6,175	\$ 6,130	\$ 6,934	\$ 5,593		
December	\$ 8,365	\$ 12,687	\$ 11,033	\$ 8,014	\$ 10,448		
	<b>\$ 58,679</b>	<b>\$ 80,244</b>	<b>\$ 84,418</b>	<b>\$ 80,721</b>	<b>\$ 94,320</b>	<b>\$ 16,375</b>	<b>86%</b>

VISITOR COUNT	2014	2015	2016	2017	2018	2019	% Change
January	1,001	1,127	1,193	1,392	1,303	1,818	40%
February	1,337	1,756	1,680	1,976	1,895		
March	863	1,017	1,002	521	916		
April	1,211	1,201	1,083	855	1,090		
May	1,967	2,234	1,279	1,441	1,561		
June	1,987	1,804	2,646	1,778	1,819		
July	2,437	2,186	2,370	2,124	2,125		
August	2,303	1,826	2,291	1,776	1,940		
September	1,751	1,853	2,055	1,555	1,657		
October	1,449	1,254	1,600	1,318	1,388		
November	2,106	1,900	1,261	1,557	1,597		
December	1,013	1,100	1,334	1,065	1,862		
	<b>19,425</b>	<b>19,258</b>	<b>19,794</b>	<b>17,358</b>	<b>19,153</b>	<b>1,818</b>	<b>40%</b>

### 2019 SUMMARY/RESOURCES/COMMENTS

Beginning Balance	\$ 545,188 *	*The beginning balance may change after the 2018 audit is complete in April.
Hotel Collections	\$ 53,556	
Visitors Center Sales	\$ 16,375	
Adjustments/Misc	\$ -	
Expenditures	\$ 168,355	
<b>Total Resources</b>	<b>\$ 446,764</b>	