



**Haywood County Tourism Development Authority  
Board of Directors Meeting**

Maggie Valley Pavilion (beside Maggie Town Hall)

Date: September 29<sup>th</sup>, 2021

Time: 9:00AM

- 
- I. Call to Order – Chairman Lowe**
  - II. Introduction of new TDA Board Member – Chairman Lowe**  
**Dr. Shelley White, President, Haywood Community College – Town of Clyde**
  - III. Adjustment of Agenda**
  - IV. Public Comment Session (12 minutes total, limit 3 minutes per person)**
  - V. Board Comments**
  - VI. Consent Agenda – Chairman Lowe**
    - a. Request Approval of Minutes – June 23rd, 2021
    - b. Request Approval of Budget Amendment
    - c. Request Approval of Surplus Equipment Resolution
  - VII. Lake Junaluska Wayfinding Presentation – Rebecca Mathis**
    - a. Request approval of Letter of Support
  - VIII. Administrative/Committee Reports**
    - a. July Financial Report – Kristian Owens
    - b. 3%, 1% & 4% Net Occupancy Tax Reports – Chris Corbin
    - c. Penalty Report – Chris Corbin
    - d. STR & AirDNA Reports – P. Shah
  - IX. New Business**
    - a. Request Approval of Government Relations Committee Recommendation to amend the HCTDA Bylaws – Chairman Lowe
    - b. Request Approval of Government Relations Committee Recommendation to Amend 1% Subcommittee Composition – Chairman Lowe
    - c. Request approval of Finance Committee Recommendation for Occupancy Tax Refund – Chairman Lowe



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Date: September 29<sup>th</sup>, 2021

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- X. Old Business – Chairman Lowe**
- XI. Adjournment**
- XII. 10 Minute Media Communication Schedule**

**HCTDA Board Meeting Minutes**  
**June 23rd, 2021**  
**Gaines Auditorium, Bethea Welcome Center, Lake Junaluska**

**Members Present:** Lyndon Lowe, Kristian Owen, Katy Gould, Mike Eveland, Gail Mull, Colleen Davis, David Francis, Kirk Kirkpatrick, Tammy Wight, Mike Huber

**Members Absent:** Chris Corbin, Dave Angel, Jon Feichter, P. Shah, Will Jones

**Others in Attendance:** Tom Lotshaw, TDA staff

Chairman Lyndon Lowe called the HCTDA Board meeting to order at 9:03am.

**Introductions**

**Adjustments to Agenda**

- Chairman Lowe stated that since we don't have a quorum we will move forward with reports until we have a quorum to vote on Consent Agenda & New Business.

**Public Comment**

- No public comment.

**Board Comments**

- Katy Gould announced she would be leaving the Small Business Center at the end of July to pursue a teaching position at Blue Ridge Community College. She informed the board that there would be a very strong replacement representative for the 28721 zip code

**Administrative/Committee Reports**

**Kristian Owen presented the May Financial Report as follows:**

|                           |                |
|---------------------------|----------------|
| Total Cash in Bank        | \$1,575,783.75 |
| Total Assets              | \$1,578,560.25 |
| Total Accounts Payable    | \$ 14,293.76   |
| Total Payroll Liabilities | \$ 10,571.45   |
| Total Liabilities         | \$ 24,932.65   |
| Net Revenue               | \$ 520,856.02  |

|              |                          |
|--------------|--------------------------|
| Net Assets   | \$1,029,150.85           |
| Revenues YTD | \$1,672,737.62 (81.47% ) |
| Expenses YTD | \$1,151,873.91 (56.1% )  |

#### **Finance Committee Report**

- Chairman Lowe reviewed the 3% report informing the board that for the month of April the 3% was 16% compared to budget since we were closed for the month of April last year. YTD is up 70% compared to budget and 59% compared to previous year.
- Chairman Lowe moved on to the 1% report stating that Lake Junaluska has done a phenomenal job since they are primarily a group market. All other zip codes are up.
- On the 4% report Chairman Lowe stated that under Gross Roomnight sales the current month versus prior year is schewed because of being shut down during April. The YTD is basically back in line with last year. On the breakdown by type of accommodation, the board has requested that we combine the vacation rentals with the cabins since they are basically the same.

#### **STR & AirDNA Reports**

- Ben Wilder presented the STR report and stated that May is at 50% and last year was 23% . May of 2019 was 60% . Hotels are coming back but are not yet back to the same occupancy rate. The ADR is up over 19 & 20.
- Ben reported that the AirDNA report shows the numbers continue to be steady. All categories are still growing. May is the second highest month for ADR in the past 12 months.

#### **Consent Agenda**

- The Consent Agenda includes the following:
- Request approval of the TDA Board Minutes from March 24<sup>th</sup> & May 26<sup>th</sup>.
- Request approval of a Budget Amendment in the amount of \$71,926 to balance line items for the end of the budget year.
- Tammy Wight made a motion to approve the Consent Agenda as presented.
- Mike Huber seconded the motion.
- Motion passed unanimously.

#### **New Business**

- Chairman Lowe asked Director Collins to give an overview of the renewal for Crawford Agency. Lynn informed the board that the agreement is an option to renew for 2 years. There is a slight increase on two line items – media management and account strategy, planning and management. The agency has held their pricing on one of the items since 2017 and held the pricing on the other one since 2018. During the pandemic they cut some of their fees to help us out as well. The increase amount is \$14,400. During the 5 years we have worked with the Crawford Agency the Occupancy Tax has increased over one million dollars.

- Chairman Lowe requested approval of the Finance Committee recommendation of the Crawford Agency 2-year Engagement Agreement to run through June 30<sup>th</sup>, 2023.
- Tammy Wight made a motion to approve the 2 Year Engagement Agreement for the Crawford Agency as presented.
- Colleen Davis seconded the motion.
- Motion passed unanimously.

#### **Staff Reports**

**Reports are on file at [www.HaywoodTDA.com](http://www.HaywoodTDA.com)**

#### **Old Business**

- None

#### **Adjournment**

- Chairman Lowe adjourned the meeting at 10:08am.
- Lynn Collins, Recorder

#### **ADDENDUM TO AGENDA**

Reports can be found at [www.HaywoodTDA.com](http://www.HaywoodTDA.com)

See next page

## **Budget Amendment Explanations For September 29th, 2021**

- Worker's Comp Insurance – I had budgeted a 4% increase but the numbers came in higher than expected.
- Rent- After the budget was approved the Landlord raised the rent on the warehouse by \$10.00 per month.
- 3% Grants (TR) – reduced because the Greenway Grant was \$22,000 instead of the \$30,000 as budgeted.
- Grants 3% (Promo) – increased due to the Lake Junaluska Incentive grant being \$15,000 instead of \$10,000 as originally proposed.
- Dues & Subscriptions – increased due to additional subscriptions and memberships related to marketing and Communications.



# HAYWOOD COUNTY

TOURISM DEVELOPMENT AUTHORITY

## RESOLUTION

### DECLARING PERSONAL PROPERTY SURPLUS AND DISPOSITION OF PROPERTY

**WHEREAS**, N.C.G.S. 160A-274 authorizes any governmental unit to dispose of personal property by conveying to another governmental unit; and

**WHEREAS**, due to equipment failure and the cleaning out of the TDA warehouse, the Tourism Development Authority (TDA) of Haywood County wishes to convey the following surplus personal property in its possession to the Haywood County Recycling/Solid Waste Center at Jones Cove and/or Habitat for Humanity:

- Ten (10) telephones (new phone system installed)
- Three (3) monitors (no longer operational)
- One (1) laptop/monitor desk holder
- One (1) broken Visitor Center stool
- One (1) HP printer (non functioning)
- One (1) fax machine
- One (1) modem (no longer operational)
- Two (2) digital photo frames
- One (1) partial case cardboard brochure holders
- One (1) wooden stool
- One (1) battery backup (non functioning)

**WHEREAS**, The Board of the Tourism Development Authority of Haywood County is authorized to declare surplus and adopt a resolution for this conveyance of surplus personal property;

**NOW, THEREFORE, BE IT RESOLVED** that The Board of the Tourism Development Authority of Haywood County, meeting in general session on Wednesday, August 25th, 2021, does the following:

Hereby authorizes the Haywood County Tourism Development Authority Executive Director to declare surplus:

1. Ten (10) telephones (new phone system installed)
2. Three (3) monitors (no longer operational)
3. One (1) laptop/monitor desk holder
4. One (1) broken Visitor Center stool
5. One (1) HP printer (non functioning)
6. One (1) fax machine
7. One (1) modem (no longer operational)
8. Two (2) digital photo frames
9. One (1) partial case cardboard brochure holders
10. One (1) wooden stool
11. One (1) battery backup (non functioning)



Agrees to the disposition of the above equipment to the Haywood County Recycling/Solid Waste Center at Jones Cove and/or Habitat for Humanity.

12. Pursuant to N.C.G.S. 160a-266(d), any of these items deemed unusable and of no value, will be discarded as appropriate.

**ADOPTED** this 29<sup>th</sup> day of September 29<sup>th</sup>, 2021

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Lyndon Lowe, Chairman  
Haywood County Tourism Development Authority Board

**ATTEST:**

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Lynn Collins, Executive Director  
Haywood County Tourism Development Authority



HAYWOOD COUNTY  
TOURISM DEVELOPMENT AUTHORITY

September 29, 2021

Ken Howle  
Executive Director  
P.O. Box 67  
Lake Junaluska, NC. 28745

Dear Ken,

I am writing about the effort underway by your office pertaining to highway wayfinding signage along State and Interstate highways leading to Lake Junaluska. I, and other board members of the Haywood County Tourism Development Authority, have been briefed on the proposals being presented to the North Carolina Department of Transportation and we are unanimous in our support for this effort.

The Haywood County Tourism Development Authority is the organization charged to promote Haywood County as a destination and provide information to the traveling public. The Haywood County TDA completed the first phase of county wayfinding signage this year and is compatible with the request that Lake Junaluska is presenting. We believe that having wayfinding signage that eliminates confusion, is consistent and up to date will benefit residents and visitors alike.

Thank you again for your time in regard to this matter and if you need anything further, please do not hesitate to contact me.

Sincerely

Lyndon Lowe  
Chairman  
Haywood County Tourism Development Authority

# Haywood County Tourism Development Authority

## Financial Statements

July 2021



4:46 PM

09/13/21

Accrual Basis

**Haywood County Tourism Development Authority**  
**Statement of Financial Position**  
**As of July 31, 2021**

|   | Jul 31, 21          |
|---|---------------------|
| <b>ASSETS</b>                             |                     |
| <b>Current Assets</b>                     |                     |
| <b>Checking/Savings</b>                   |                     |
| 100001 · 1% Cash in Bank - 1st Citizens   | 116,447.42          |
| 100002 · 3% Cash in Bank - 1st Citizens   | 365,072.82          |
| 111501 · NCCMT - 9152 3% General Investm  | 736,282.44          |
| 111503 · NCCMT - 9863 1% General Investm  | 199,978.72          |
| <b>Total Checking/Savings</b>             | 1,417,781.40        |
| <b>Accounts Receivable</b>                |                     |
| 130000 · Accounts Receivable              | 295,345.03          |
| <b>Total Accounts Receivable</b>          | 295,345.03          |
| <b>Other Current Assets</b>               |                     |
| 119000 · Petty Cash - TDA                 | 100.00              |
| 119001 · Petty Cash - VC                  | 100.00              |
| 130001 · Prepaid Expense                  | 1,514.00            |
| <b>Total Other Current Assets</b>         | 1,714.00            |
| <b>Total Current Assets</b>               | 1,714,840.43        |
| <b>TOTAL ASSETS</b>                       | <b>1,714,840.43</b> |
| <b>LIABILITIES &amp; EQUITY</b>           |                     |
| <b>Liabilities</b>                        |                     |
| <b>Current Liabilities</b>                |                     |
| <b>Other Current Liabilities</b>          |                     |
| 231700 · Payroll Liabilities              |                     |
| NC Income Tax                             | 1,206.00            |
| NC Pension Payable                        | 117.73              |
| <b>Total 231700 · Payroll Liabilities</b> | 1,323.73            |
| 231800 · Sales Tax Payable                | 124.58              |
| <b>Total Other Current Liabilities</b>    | 1,448.31            |
| <b>Total Current Liabilities</b>          | 1,448.31            |
| <b>Total Liabilities</b>                  | 1,448.31            |
| <b>Equity</b>                             |                     |
| 329300 · Net Assets as July 1             | 1,812,041.32        |
| Net Income                                | -98,649.20          |
| <b>Total Equity</b>                       | 1,713,392.12        |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>     | <b>1,714,840.43</b> |

# Haywood County Tourism Development Authority

## Budget vs Actuals

### July 2021

|  | Jul 21          | YTD Budget          | % of Budget  |
|--|-----------------|---------------------|--------------|
| <b>Ordinary Income/Expense</b>           |                 |                     |              |
| <b>Income</b>                            |                 |                     |              |
| 427011 · 3% Net Occupancy Tax            | 0.00            | 1,318,393.00        | 0.0%         |
| 427012 · 1% Net 28716 Occupancy Tax      | 0.00            | 35,157.00           | 0.0%         |
| 427013 · 1% Net 28721 Occupancy Tax      | 0.00            | 21,974.00           | 0.0%         |
| 427014 · 1% Net 28745 Occupancy Tax      | 0.00            | 39,551.00           | 0.0%         |
| 427015 · 1% Net 28751 Occupancy Tax      | 0.00            | 210,943.00          | 0.0%         |
| 427016 · 1% Net 28785/28786 Occupancy Tx | 0.00            | 131,839.00          | 0.0%         |
| 427112 · App. of Fund Balance 28716      | 0.00            | 6,103.00            | 0.0%         |
| 427113 · App. of Fund Balance 28721      | 0.00            | 3,996.00            | 0.0%         |
| 427114 · App. of Fund Balance 28745      | 0.00            | 9,158.00            | 0.0%         |
| 427115 · App. of Fund Balance 28751      | 0.00            | 34,101.00           | 0.0%         |
| 427116 · App. of Fund Balance 28785/86   | 0.00            | 22,612.00           | 0.0%         |
| 449201 · Product Sales                   | 1,799.82        | 15,500.00           | 11.61%       |
| 449810 · Visitor Guide Ad Sales          | 0.00            | 29,000.00           | 0.0%         |
| 449910 · Internet Ad Sales               | 0.00            | 20,000.00           | 0.0%         |
| 483491 · Investment Earnings 3%          | 6.25            | 250.00              | 2.5%         |
| 483492 · Investment Earnings 1%          | 1.70            | 75.00               | 2.27%        |
| 483831 · Net Occupancy Tax Penalties 3%  | 0.00            | 5,000.00            | 0.0%         |
| 499990 · Fund Balance Appropriation 3%   | 0.00            | 50,000.00           | 0.0%         |
| <b>Total Income</b>                      | <b>1,807.77</b> | <b>1,953,652.00</b> | <b>0.09%</b> |
| <b>Gross Profit</b>                      | <b>1,807.77</b> | <b>1,953,652.00</b> | <b>0.09%</b> |
| <b>Expense</b>                           |                 |                     |              |
| 512101 · Salaries-Admin-Promo            | 8,943.78        | 120,059.00          | 7.45%        |
| 512110 · NC State Retirement - Promo     | 2,762.23        | 33,467.00           | 8.25%        |
| 512201 · Salaries-Visitor Center         | 3,586.47        | 52,422.00           | 6.84%        |
| 512221 · FICA Visitor Ctr                | 274.36          | 4,070.00            | 6.74%        |
| 517001 · Board Members-Promo             | 0.00            | 1,500.00            | 0.0%         |
| 518101 · FICA Admin                      | 684.20          | 9,305.00            | 7.35%        |
| 518201 · Salaries Marketing              | 14,920.29       | 175,600.00          | 8.5%         |
| 518202 · FICA Marketing                  | 1,115.30        | 13,609.00           | 8.2%         |
| 518301 · Group Health Insurance - Promo  | 6,795.58        | 39,558.00           | 17.18%       |
| 518601 · Worker's Comp-Promotional-Promo | 1,514.00        | 1,481.00            | 102.23%      |
| 519101 · Accounting Services-Promo       | 0.00            | 8,655.00            | 0.0%         |
| 519203 · Prof. Svcs - Contract Svcs-P    | 29,968.13       | 156,487.00          | 19.15%       |
| 522001 · 1% Admin Expense Revenue Offset | 0.00            | -21,973.00          | 0.0%         |
| 526001 · Office Supplies-Promo           | 0.00            | 3,000.00            | 0.0%         |
| 526101 · Visitor Center Supplies         | 0.00            | 2,000.00            | 0.0%         |
| 527001 · Purchases/Resale-Promo          | 589.67          | 12,000.00           | 4.91%        |
| 529901 · NonExpendable Office Supp-TR    | 0.00            | 1,000.00            | 0.0%         |
| 531201 · Travel-NonLocal-Promo           | 0.00            | 2,900.00            | 0.0%         |
| 531301 · Fuel-T Related                  | 0.00            | 600.00              | 0.0%         |
| 532101 · Telephone-Promo                 | 288.19          | 7,560.00            | 3.81%        |
| 532201 · Postage-Promo                   | 40.40           | 12,000.00           | 0.34%        |

# Haywood County Tourism Development Authority

## Budget vs Actuals

### July 2021

|  | Jul 21            | YTD Budget          | % of Budget   |
|--|-------------------|---------------------|---------------|
| 534901 · Print & Bind-Promo              | 0.00              | 8,200.00            | 0.0%          |
| 535201 · Repair & Maintenance-Promo      | 675.00            | 9,000.00            | 7.5%          |
| 537101 · Marketing-Promo                 | 1,250.00          | 20,000.00           | 6.25%         |
| 537221 · Advertise-PR/Internet/Billboard | 9,375.00          | 515,000.00          | 1.82%         |
| 537301 · Visitor Guide Ads-Promo         | 0.00              | 30,000.00           | 0.0%          |
| 537401 · Education-Promo                 | 0.00              | 2,850.00            | 0.0%          |
| 537701 · Public Relations/Comm-Promo     | 0.00              | 8,050.00            | 0.0%          |
| 537801 · Group Sales-Promo               | 0.00              | 51,300.00           | 0.0%          |
| 537901 · Sponsorship - Promo             | 0.00              | 8,420.00            | 0.0%          |
| 541301 · Rent-Promo                      | 5,180.80          | 30,888.00           | 16.77%        |
| 543201 · Equipment Lease-Promo           | 2,015.58          | 14,976.00           | 13.46%        |
| 545101 · Liability Insurance-Promo       | 0.00              | 7,544.00            | 0.0%          |
| 549101 · Dues & Subscriptions-Promo      | 5,730.00          | 12,535.00           | 45.71%        |
| 549902 · Bank Charges-Promo              | 108.65            | 2,560.00            | 4.24%         |
| 549903 · Property Tax                    | 0.00              | 400.00              | 0.0%          |
| 549910 · 28716 (Canton) Promo            | 0.00              | 26,339.00           | 0.0%          |
| 549911 · 28716 - Canton - Tourism        | 0.00              | 13,169.00           | 0.0%          |
| 549912 · 28721 (Clyde)                   | 0.00              | 16,583.00           | 0.0%          |
| 549913 · 28721 - Clyde - Tourism         | 0.00              | 8,292.00            | 0.0%          |
| 549914 · 28745 (LJ)                      | 0.00              | 31,158.00           | 0.0%          |
| 549915 · 28745 - Lake Junaluska -Tourism | 0.00              | 15,579.00           | 0.0%          |
| 549916 · 28751 Maggie Valley (MV) Promo  | 2,552.00          | 156,355.00          | 1.63%         |
| 549917 · 28751 - Maggie Valley - Tourism | 0.00              | 78,178.00           | 0.0%          |
| 549918 · 28785/86 (Waynesville)          | 1,800.00          | 98,589.00           | 1.83%         |
| 549919 · 28785/86 - Waynesville -Tourism | 0.00              | 49,294.00           | 0.0%          |
| 549921 · Canton- Admin                   | 0.00              | 1,758.00            | 0.0%          |
| 549922 · Clyde- Admin                    | 0.00              | 1,099.00            | 0.0%          |
| 549923 · Lake Junaluska - Admin          | 0.00              | 1,977.00            | 0.0%          |
| 549924 · Maggie Valley - Admin           | 0.00              | 10,547.00           | 0.0%          |
| 549925 · Waynesville - Admin             | 0.00              | 6,592.00            | 0.0%          |
| 568101 · 3% Grant Promo                  | 0.00              | 15,000.00           | 0.0%          |
| 568102 · 3% Grants TR                    | 0.00              | 40,000.00           | 0.0%          |
| 570102 · Utilities                       | 287.34            | 6,120.00            | 4.7%          |
| 599101 · Contingency                     | 0.00              | 20,000.00           | 0.0%          |
| <b>Total Expense</b>                     | <b>100,456.97</b> | <b>1,953,652.00</b> | <b>5.14%</b>  |
| <b>Net Ordinary Income</b>               | <b>-98,649.20</b> | <b>0.00</b>         | <b>100.0%</b> |
| <b>Net Income</b>                        | <b>-98,649.20</b> | <b>0.00</b>         | <b>100.0%</b> |

# Haywood County 3% Net Occupancy Tax 2021-2022

|    | A           | B           | C         | D        | E         | F           | G        |
|----|-------------|-------------|-----------|----------|-----------|-------------|----------|
| 1  |             | 2021-2022   | 2021-2022 | % Change | 2021-2022 | 2020-2021   | % Change |
| 2  |             | Occupancy   | Occupancy | Compared | Occupancy | Occupancy   | Compared |
| 3  |             | Tax         | Tax       | To       | Tax       | Tax         | To       |
| 4  |             | Projections | Actual    | Budget   | Penalties | Actual      | Previous |
| 5  |             |             |           |          |           |             | Year     |
| 6  |             |             |           |          |           |             |          |
| 7  | July        | \$163,480   | \$250,376 | 153%     | \$166     | \$173,533   | 144%     |
| 8  | August      | \$137,112   |           |          |           | \$173,664   |          |
| 9  | September   | \$132,164   |           |          |           | \$172,717   |          |
| 10 | October     | \$173,709   |           |          |           | \$221,520   |          |
| 11 | November    | \$100,197   |           |          |           | \$128,278   |          |
| 12 | December    | \$80,421    |           |          |           | \$117,856   |          |
| 13 | January     | \$59,327    |           |          |           | \$107,520   |          |
| 14 | February    | \$54,054    |           |          |           | \$112,223   |          |
| 15 | March       | \$64,601    |           |          |           | \$131,644   |          |
| 16 | April       | \$76,466    |           |          |           | \$156,955   |          |
| 17 | May         | \$118,655   |           |          |           | \$171,515   |          |
| 18 | June        | \$158,207   |           |          |           | \$221,387   |          |
| 19 |             |             |           |          |           |             |          |
| 20 | Total Proj. | \$1,318,393 |           |          |           | \$1,888,812 |          |
| 21 |             |             |           |          |           |             |          |
| 22 | YTD         |             |           |          |           |             |          |

**2021/2022**  
**1% NET OCCUPANCY TAX REPORT**

[illegible]

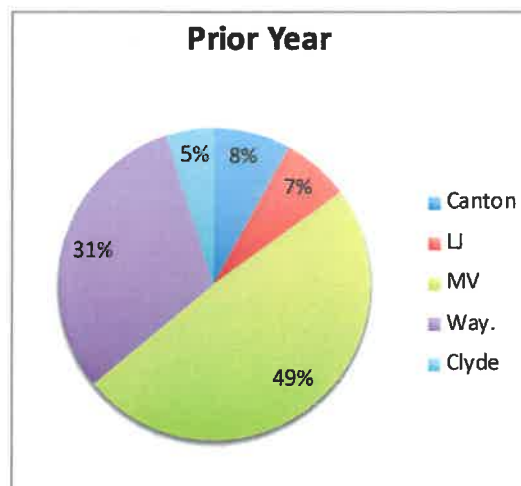
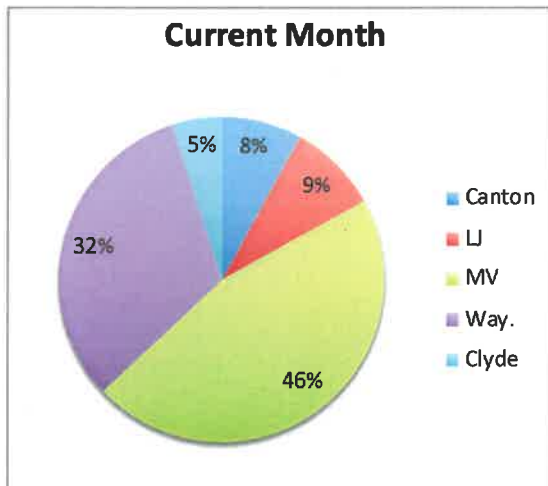


**Haywood County Tourism Development Authority  
Occupancy Tax Distribution Information  
July 2021**

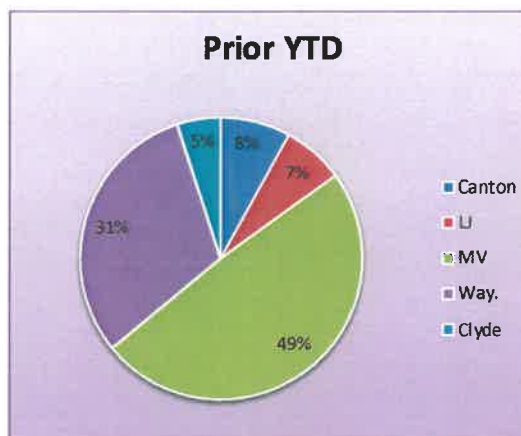
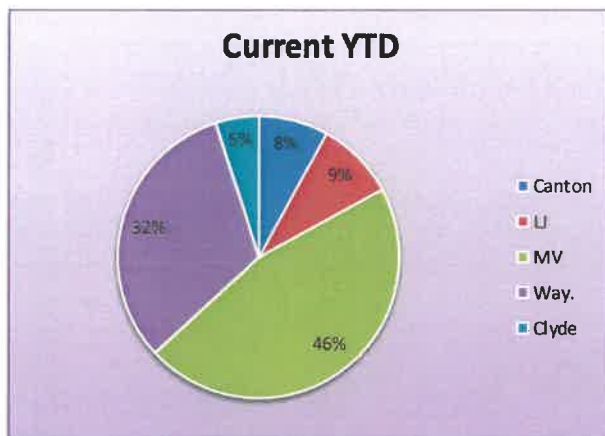
| Active Account Performance |            |            | Variance  |
|----------------------------|------------|------------|-----------|
|                            | July 2021  | July 2020  |           |
| Canton                     | 34         | 34         | 0%        |
| Clyde                      | 21         | 21         | 0%        |
| Lake Junaluska             | 20         | 20         | 0%        |
| Maggie Valley              | 178        | 178        | 0%        |
| Waynesville                | 119        | 119        | 0%        |
| <b>Total</b>               | <b>372</b> | <b>372</b> | <b>0%</b> |

| Distribution Comparison      |                | Distribution Information            |                     |
|------------------------------|----------------|-------------------------------------|---------------------|
| Total Distribution <b>3%</b> | \$250,375.90   | <b>Remittance Type</b>              | <b>Distribution</b> |
| Distribution Previous Year   | (\$173,532.60) | Taxes Remitted for Period <b>4%</b> | \$344,159.31        |
| Difference                   | \$76,843.30    | Penalties                           | \$227.92            |
| Variance                     | 144%           | <b>Sub Total</b>                    | <b>\$344,387.23</b> |
|                              |                | Fee to County                       | (\$10,331.62)       |
|                              |                | <b>Total Distribution 4%</b>        | <b>\$334,055.61</b> |

**GROSS ROOM NIGHT SALES BREAKDOWN**



**GROSS ROOM NIGHT SALES YTD BREAKDOWN**

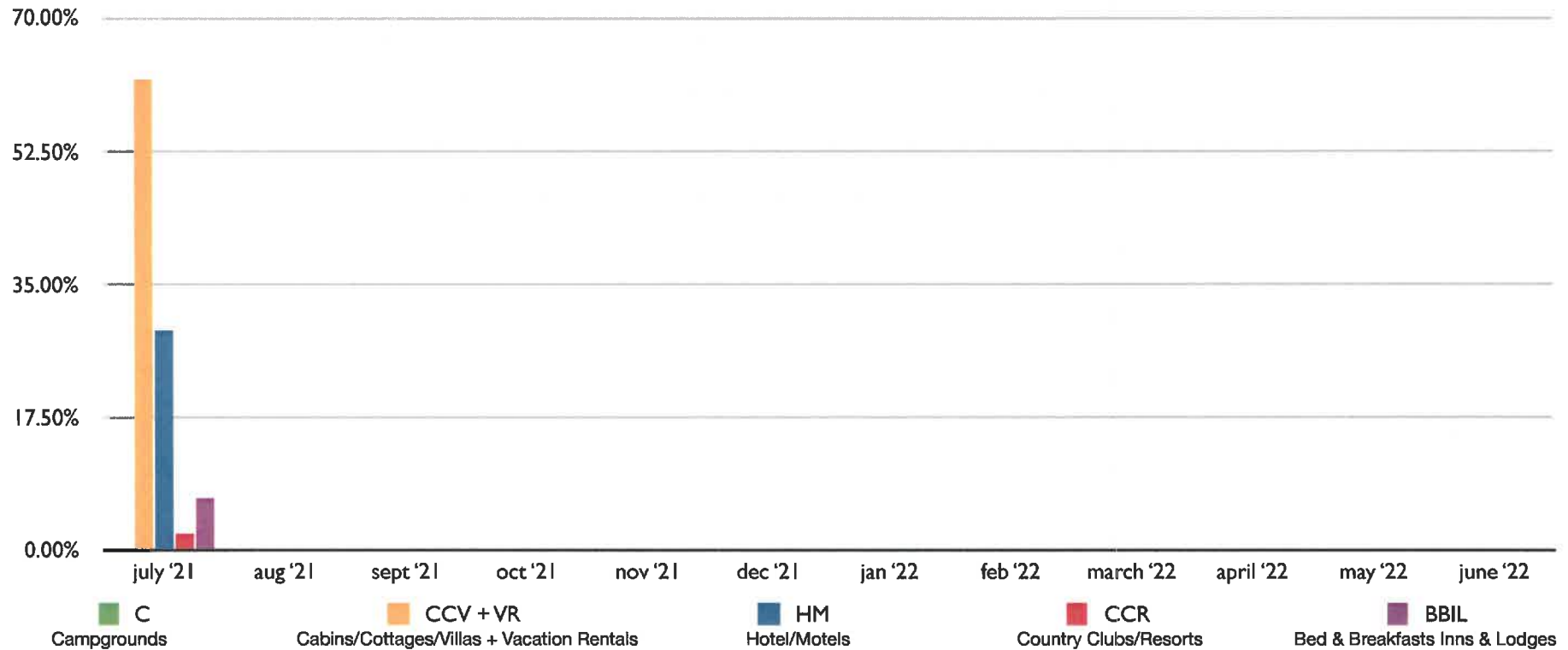


# 21/22 OCCUPANCY TAX BY CATEGORY

## OCCUPANCY TAX JULY 2021 - JUNE 2022

| TYPE     | JULY '21 | AUG '21 | SEPT '21 | OCT '21 | NOV '21 | DEC '21 | JAN '22 | FEB '22 | MARCH '22 | APRIL '22 | MAY '22 | JUNE '22 |
|----------|----------|---------|----------|---------|---------|---------|---------|---------|-----------|-----------|---------|----------|
| C        | 0.00%    |         |          |         |         |         |         |         |           |           |         |          |
| CCV + VR | 62.00%   |         |          |         |         |         |         |         |           |           |         |          |
| HM       | 29.00%   |         |          |         |         |         |         |         |           |           |         |          |
| CCR      | 2.00%    |         |          |         |         |         |         |         |           |           |         |          |
| BBIL     | 7.00%    |         |          |         |         |         |         |         |           |           |         |          |

## OCCUPANCY TAX BY ACCOMMODATION CATEGORY



**HAYWOOD COUNTY OCCUPANCY TAX  
LATE TAX PAYMENT PENALTY AMOUNTS DUE  
AS OF THE MONTH ENDED  
JULY RECEIVED IN AUGUST 21**

| AMOUNT OWED TO TDA |  |                 |                 |             |               |                 |                 |  |  |
|--------------------|--|-----------------|-----------------|-------------|---------------|-----------------|-----------------|--|--|
| ID #               | Business Name  | Tax             | Penalty         | Appealed    | under 90 days | over 90 days    | Bal Owed        |  |  |
| 905                | Bear Run Log Cabins  |                 | 38.66           |             | 15.05         | 23.61           | 38.66           |  |  |
| 631                | Big Butte Partners LLC - Overpayment-December  | (221.14)        |                 |             | (221.14)      |                 | (221.14)        |  |  |
| 622                | Big View Cabin-Owes Oct Penalty  |                 | 14.92           |             |               | 14.92           | 14.92           |  |  |
| 680                | Bivens House   |                 | (5.00)          |             |               |                 | (5.00)          |  |  |
| 988                | Hugh House on Love Lane  | 17.34           |                 |             | 17.34         |                 | 17.34           |  |  |
| 1026               | JD Rentals   | 31.68           |                 |             | 31.68         |                 | 31.68           |  |  |
| 944                | Jehovah Roah Farm  | 0.90            |                 |             | 0.90          |                 | 0.90            |  |  |
| 466                | Lucky Cat (Hearth & Home) owes may penalty short on June tax & July penalty. <u>Lien</u> | 0.60            | 123.38          |             |               | 123.98          | 123.98          |  |  |
|                    | <b>FILED COUPONS AND PAID JAN-JULY2021</b>   | 2,363.18        | 798.02          |             |               | 3,161.20        | 3,161.20        |  |  |
| 337                | Maggie Valley/Cardinal Inn   |                 | 40.79           |             | 40.79         |                 | 40.79           |  |  |
| 777                | Our Place Inn owes part of aug penalty   |                 | 9.67            |             |               | 9.67            | 9.67            |  |  |
| 255                | Peppertree Resorts-March & April penalty   |                 | 118.32          |             | 78.49         | 39.83           | 118.32          |  |  |
| 978                | Rohanna Hotels-Maggie Valley Inn-owes Nov & Dec penalties                                |                 | 83.43           |             |               | 83.43           | 83.43           |  |  |
| 1001               | Southern Firefly LLC-Red Wolf Cabin-owes March-May penalties                             |                 | 152.62          |             | 110.70        | 41.92           | 152.62          |  |  |
| 919                | Stony Creek Lodge - owes Feb/March Penalties   |                 | 147.21          |             |               | 147.21          | 147.21          |  |  |
| <b>TOTAL</b>       |  | <b>2,192.56</b> | <b>1,522.02</b> | <b>0.00</b> | <b>73.81</b>  | <b>3,645.77</b> | <b>3,714.58</b> |  |  |

Tab 2 - Trend Haywood County, NC

Haywood County Tourism Development Authority  
For the Month of August 2021

Currency: USD - US Dollar



A blank row indicates insufficient data.

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AirDNA  
1523 15th Street  
Suite 200  
Denver, CO 80202  
+1 (720) 372-2318  
hello@airdna.co

Data pulled up to Aug-21

140389 - Haywood County

Total Available Listings

|              | Aug-20 | Sep-20 | Oct-20 | Nov-20 | Dec-20 | Jan-21 | Feb-21 | Mar-21 | Apr-21 | May-21 | Jun-21 | Jul-21 | Aug-21 |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Entire Place | 981    | 1,024  | 1,084  | 1,061  | 1,021  | 985    | 896    | 1,079  | 1,164  | 1,207  | 1,239  | 1,250  | 1,295  |
| Private Room | 73     | 78     | 80     | 78     | 73     | 77     | 76     | 80     | 82     | 82     | 78     | 77     | 69     |
| Shared Room  | 0      | 1      | 1      | 1      | 1      | 2      | 2      | 1      | 1      | 1      | 1      | 1      | 1      |

Booked Listings

|              |     |     |       |       |     |     |     |     |       |       |       |       |       |
|--------------|-----|-----|-------|-------|-----|-----|-----|-----|-------|-------|-------|-------|-------|
| Entire Place | 944 | 981 | 1,051 | 1,037 | 974 | 925 | 838 | 973 | 1,079 | 1,152 | 1,186 | 1,226 | 1,229 |
| Private Room | 71  | 72  | 77    | 73    | 68  | 64  | 68  | 58  | 73    | 74    | 71    | 73    | 65    |
| Shared Room  | 0   | 1   | 1     | 1     | 1   | 1   | 2   | 0   | 1     | 1     | 1     | 1     | 0     |

Room Nights - Entire Place

|                 |        |        |        |        |        |        |        |        |        |        |        |        |        |
|-----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Total Available | 64,248 | 64,645 | 72,409 | 70,330 | 69,468 | 60,748 | 54,769 | 68,266 | 72,166 | 79,428 | 78,992 | 80,375 | 85,013 |
| Booked          | 48,086 | 44,465 | 59,502 | 48,606 | 43,042 | 30,847 | 31,131 | 44,821 | 47,154 | 49,137 | 59,284 | 66,177 | 56,924 |

Room Nights - Hotel Comparable

|                 |       |       |       |       |       |       |       |       |       |       |       |       |       |
|-----------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total Available | 4,468 | 4,652 | 5,420 | 4,957 | 4,606 | 4,478 | 4,264 | 5,315 | 5,795 | 5,963 | 6,139 | 6,454 | 6,215 |
| Booked          | 3,043 | 2,870 | 4,211 | 3,182 | 2,505 | 1,855 | 1,958 | 3,083 | 3,594 | 3,592 | 4,138 | 4,750 | 4,009 |

Listing Nights - Entire Place

|           |        |        |        |        |        |        |        |        |        |        |        |        |        |
|-----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Available | 24,249 | 24,665 | 27,894 | 27,213 | 26,536 | 23,670 | 21,282 | 26,601 | 28,318 | 30,969 | 30,837 | 31,311 | 32,412 |
| Booked    | 18,164 | 17,015 | 22,854 | 18,740 | 16,344 | 11,795 | 11,855 | 17,106 | 18,416 | 19,213 | 22,775 | 25,347 | 21,721 |

Occupancy

|                  |       |       |       |       |       |       |       |       |       |       |       |       |       |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Entire Place     | 74.9% | 69.0% | 81.9% | 68.9% | 61.6% | 49.8% | 55.7% | 64.3% | 65.0% | 62.0% | 73.9% | 81.0% | 67.0% |
| Hotel Comparable | 68.1% | 61.7% | 77.7% | 64.2% | 54.4% | 41.4% | 45.9% | 58.0% | 62.0% | 60.2% | 67.4% | 73.6% | 64.5% |

ADR

|                  |          |          |          |          |          |          |          |          |          |          |          |          |          |
|------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Entire Place     | \$210.54 | \$212.40 | \$221.23 | \$223.71 | \$231.16 | \$221.17 | \$221.95 | \$216.77 | \$218.59 | \$227.37 | \$231.25 | \$240.82 | \$234.93 |
| Hotel Comparable | \$131.10 | \$133.13 | \$137.82 | \$135.13 | \$133.78 | \$137.66 | \$136.45 | \$131.43 | \$133.64 | \$143.89 | \$143.33 | \$147.96 | \$142.39 |

RevPAR

|                  |          |          |          |          |          |          |          |          |          |          |          |          |          |
|------------------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Entire Place     | \$157.71 | \$146.53 | \$181.25 | \$154.05 | \$142.37 | \$110.21 | \$123.64 | \$139.40 | \$142.16 | \$141.06 | \$170.79 | \$194.95 | \$157.44 |
| Hotel Comparable | \$89.29  | \$82.13  | \$107.08 | \$86.74  | \$72.76  | \$57.02  | \$62.66  | \$76.24  | \$82.88  | \$86.68  | \$96.61  | \$108.89 | \$91.85  |

# Proposed Amendments to HCTDA Bylaws

The HCTDA Government Relations Committee is recommending approval of the proposed amendments to the HCTDA Bylaws.

## Article II

### Authority Members

#### Section 1. Number, Appointment, Qualification, Term, and Compensation

**Current Language** - The Members of the Authority shall consist of fifteen (15): three (3) who own or operate hotels, motels, or other accommodations with more than twenty (20) rental units, three (3) who own or operate hotels, motels, or other accommodations with twenty (20) or fewer rental units, two (2) who own or operate a tourism-related business, including, but not limited to, county attractions, resorts, restaurants, gift shops, and concert venues, and four (4) at-large who are recommended to the Haywood County Board of Commissioners by the four (4) municipal governments. Each governing body must submit two (2) names to the Haywood County Board of Commissioners, and the Haywood County Board of Commissioners must select from the names submitted. Three (3) ex-officio non-voting members as follows: A member of the Haywood County Board of Commissioners, the Haywood County Finance Officer who serves as accountant, and the Executive Director of the Haywood County Economic Development Commission. All members of the Authority shall be appointed by the Haywood County Board of Commissioners. At least one-third (1/3) of the members must be individuals affiliated with businesses that collect the tax in the County, and at least one-half (1/2) of the members must be individuals currently active in the promotion of travel and tourism in the County. The Haywood County Board of Commissioners shall designate four (4) of its initial appointees to serve a one-year (1) term, four (4) to serve a two-year (2) term, and four (4) to serve a three-year (3) term. Thereafter, all members shall serve three-year (3) terms. All members of the Authority serve at the pleasure of the Haywood County Board of Commissioners and may be removed by the Haywood County Board of Commissioners at any time. All members of the Authority shall serve without compensation. Terms of Office for the Members of the Authority will commence on January 1 and will end on December 31 (calendar year). Members of the Authority shall serve no more than two (2) consecutive three (3) year terms. Municipal appointees shall serve no more than two (2) consecutive three (3) year terms. Vacancies shall be filled by the Haywood County Board of Commissioners subject to the qualifications established above for the vacating member. Members appointed to fill vacancies shall serve the remainder of the unexpired term for which they are appointed to fill.



**Amended Language Addition** – In the event that no applications are received for a vacant HCTDA Board seat, the previous seat holder would be eligible to serve another 3-year term in order not to have a vacant board seat.

## **Article IV Committees**

### **Executive Committee**

**Current Language** – Members shall be officers and chairpersons of standing Authority Committees. The Executive Committee will review and make recommendations on issues of the Authority as brought forth by the Executive Director, to help guide the work of the TDA Board. The Executive Committee will provide advice and direction on matters of the Authority to the Executive Director.

#### **1. Recommended amendment to Article IV, Committees, Executive Committee**

**Amended Language** – The Executive Committee shall consist of five (5) members. Four (4) members shall be appointed by position to include the HCTDA Chairman, Vice Chairman, Ex Officio Economic Development Director, Ex Officio County Finance Director and one (1) appointed at large member from the HCTDA Board. ~~Members shall be officers and chairpersons of standing Authority Committees.~~ The Executive Committee will review and make recommendations on issues of the Authority as brought forth by the Executive Director and/or an HCTDA Board member to help guide the work of the TDA Board. The Executive Committee will provide advice and direction on matters of the Authority to the Executive Director. The Executive Committee will serve as the Nominating Committee for HCTDA Officer Nominations.

# **Amendments to the Composition & Rules of Operation of HCTDA 1% Zip Code Subcommittees**

## **Section 1 – HCTDA 1% Zip Code Subcommittees ~~Created~~ Creation**

The Haywood County Tourism Development Authority 1% Zip Code Subcommittees were established and appointed by **Resolution** of the Haywood County Board of County Commissioners in March 2008.

The HCTDA 1% Zip Code Subcommittees were first established and appointed as a result of legislation authorizing Haywood County to levy an additional one percent occupancy tax to be distributed into five separate zip code areas of the county based on the collection area from which the proceeds were collected.

State Law Reference: Session Law 2007-337; House Bill 1013

## **Section 2 – Composition & appointment of members**

Each zip code area will have a three-member subcommittee made up of members that reside or work within the same zip code.

One member will be a TDA Board member (that represents the appropriate zip code).

One member will be a representative of the **STR Accommodations** hospitality industry (an owner or manager) from within the appropriate zip code and recommended by the Town Aldermen.

One member will be ~~a town representative that is~~ an owner or manager of a tourism related business **or STR Accommodations industry within the appropriate zip code** and recommended by the Town Aldermen.

In the Lake Junaluska zip code the recommendations **(in addition to the TDA Board Member from the 28745 zip code)** will be determined by Lake Junaluska **Executive Management**.

**If a zip code area is unable to fulfill the requirements for recommending the Subcommittee positions, an HCTDA board member will be assigned to fill the available seat.**

The Haywood County Board of Commissioners will appoint all Zip Code Subcommittee members based on recommendations from the individual towns and Lake Junaluska.





Lynn Collins &lt;lynn@visitncsmokies.com&gt;

**OCCUPANCY TAX ID #646**

1 message

**Kelley A. Mosser** <Kelley.Mosser@haywoodcountync.gov>  
To: Lynn Collins <lynn@visitncsmokies.com>

Wed, Sep 15, 2021 at 2:20 PM

Lynn,

The attached spreadsheet details the taxes that were paid by Down By The River Cabin (#646) by the owner at the same time that VRBO was reporting and paying for them. She came by the office today and requested a refund for the amount on VRBO's spreadsheet. I did a spreadsheet calculation with the actual amounts paid during that time period. VRBO has dates that she did not pay, so I feel my number is the accurate one. Thank you!

Kelley  
Kelley A. Mosser  
Deputy Finance Director  
Haywood County Finance Department  
215 N. Main Street  
Waynesville, NC 28786  
(828) 356-2614  
[Kelley.mosser@haywoodcountync.gov](mailto:Kelley.mosser@haywoodcountync.gov)

\$ 998.83

-----Original Message-----

From: toshiba <[toshiba@haywoodcountync.gov](mailto:toshiba@haywoodcountync.gov)>  
Sent: Wednesday, September 15, 2021 2:17 PM  
To: Kelley A. Mosser <[Kelley.Mosser@haywoodcountync.gov](mailto:Kelley.Mosser@haywoodcountync.gov)>  
Subject: Send data from FINANCEMFD 09/15/2021 14:16

Scanned from FINANCEMFD  
Date:09/15/2021 14:16  
Pages:3  
Resolution:200x200 DPI

-----  
This message was sent from a send-only device. Do not reply or send e-mails to this address as they cannot be received.

 **DOC091521-09152021141608.pdf**  
497K

DOWN BY THE RIVER CABIN  
 SHARON PRESCOTT  
 #646

|        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |        |
|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 19-Oct | 19-Nov | 19-Dec | 20-Jan | 20-Feb | 20-Mar | 20-Apr | 20-May | 20-Jun | 20-Jul | 20-Aug | 20-Sep | 20-Oct | 20-Nov | 20-Dec | 21-Jan | 21-Feb |
| 90.72  | 103.44 | 0      |        | 0      | 0      | 0      | 0      | 106.59 | 169.7  | 154.22 | 118.64 | 144.76 | 64.84  | 45.92  | 0      | 0      |

Penalties

Total paid

|        |
|--------|
| 0      |
| 998.83 |

Down by the River Cabin

## Financial Reporting Sharon Prescott 646

This list is a summary of all stay taxes that are required in your jurisdictions. Expand a row to view the amounts by property and booking, or download a complete report.

[Download](#)

Start  
1/1/2020

→

End  
9/15/2021

Includes  
Stays within this date range

Refresh

| HAYWOOD COUNTY    |                    | Accommodations Tax | \$2,679.72      | \$0.00        |
|-------------------|--------------------|--------------------|-----------------|---------------|
| Jurisdiction name | Jurisdiction level | Tax type           | Taxes Vrbo paid | Taxes you pay |
| Check-in          | Property ID        | Reservation ID     | Taxes Vrbo paid | Taxes you pay |
| 2020-10-22        | 1424866            | HA-4QNPND          | \$29.28         | \$0.00        |
| 2020-05-09        | 1424866            | HA-6H9W7P          | \$40.40         | \$0.00        |
| 2020-08-04        | 1424866            | HA-7C28NC          | \$39.84         | \$0.00        |
| 2020-06-18        | 1424866            | HA-7H5K2J          | \$25.56         | \$0.00        |
| 2020-09-24        | 1424866            | HA-90RJR           | \$52.84         | \$0.00        |
| 2020-08-10        | 1424866            | HA-9NSJNP          | \$34.68         | \$0.00        |
| 2020-10-15        | 1424866            | HA-BR2Z72          | \$25.68         | \$0.00        |
| 2020-09-08        | 1424866            | HA-FDT4TT          | \$35.44         | \$0.00        |
| 2020-07-03        | 1424866            | HA-GV8N5X          | \$26.68         | \$0.00        |
| 2020-10-09        | 1424866            | HA-M1XVJN          | \$22.24         | \$0.00        |
| 2020-07-26        | 1424866            | HA-M6F4GH          | \$31.04         | \$0.00        |
| 2021-06-20        | 1424866            | HA-MBJ46Z          | \$57.20         | \$0.00        |
| 2020-08-19        | 1424866            | HA-V28SSL          | \$17.84         | \$0.00        |
| 2020-07-11        | 1424866            | HA-WPDGX9          | \$35.44         | \$0.00        |
| 2020-07-31        | 1424866            | HA-XBRPCB          | \$25.56         | \$0.00        |
| 2021-06-28        | 2213824            | HA-7CDHCZ          | \$20.36         | \$0.00        |
| 2021-06-19        | 2213824            | HA-97VXSV          | \$42.06         | \$0.00        |
| 2021-08-18        | 2213824            | HA-9668L8          | \$43.44         | \$0.00        |
| 2021-07-29        | 2213824            | HA-9GKRPR          | \$30.44         | \$0.00        |
| 2021-07-03        | 2213824            | HA-B760YK          | \$33.20         | \$0.00        |
| 2021-07-24        | 2213824            | HA-BG3VBM          | \$27.48         | \$0.00        |
| 2021-06-03        | 2213824            | HA-BVZSM9          | \$70.60         | \$0.00        |
| 2021-07-16        | 2213824            | HA-QZRDYM          | \$21.28         | \$0.00        |
| 2021-05-29        | 2213824            | HA-RQ1SZY          | \$14.04         | \$0.00        |
| 2021-07-18        | 2213824            | HA-SQQWIFZ         | \$29.28         | \$0.00        |
| 2021-08-11        | 2213824            | HA-XQMTWH          | \$20.52         | \$0.00        |
| 2021-09-04        | 2213824            | HA-YC12KL          | \$17.64         | \$0.00        |
| 2021-08-05        | 2213824            | HA-YY58F4          | \$24.80         | \$0.00        |
| 2020-06-25        | 554985             | HA-0B35BC          | \$22.24         | \$0.00        |
| 2021-02-12        | 554985             | HA-0ZZ6SZ          | \$30.52         | \$0.00        |
| 2021-04-04        | 554985             | HA-2B45Q9          | \$29.48         | \$0.00        |
| 2020-08-22        | 554985             | HA-2Q56Q2          | \$42.00         | \$0.00        |
| 2020-08-17        | 554985             | HA-3MCNBY          | \$18.08         | \$0.00        |
| 2021-04-15        | 554985             | HA-3XVFQZ          | \$29.20         | \$0.00        |
| 2020-11-01        | 554985             | HA-4SWKXQ          | \$23.88         | \$0.00        |
| 2020-07-18        | 554985             | HA-56DQKD          | \$14.48         | \$0.00        |
| 2020-09-18        | 554985             | HA-552D42          | \$22.00         | \$0.00        |
| 2021-06-15        | 554985             | HA-5TP47P          | \$22.56         | \$0.00        |
| 2021-03-26        | 554985             | HA-5X6JVK          | \$29.44         | \$0.00        |
| 2020-11-15        | 554985             | HA-7DWLJ3          | \$16.96         | \$0.00        |
| 2020-06-21        | 554985             | HA-7T0TJ6          | \$29.12         | \$0.00        |
| 2021-06-05        | 554985             | HA-9HJLTHC         | \$37.68         | \$0.00        |
| 2021-07-30        | 554985             | HA-9MB03L          | \$22.52         | \$0.00        |
| 2021-06-26        | 554985             | HA-9VW032          | \$41.44         | \$0.00        |
| 2020-10-11        | 554985             | HA-9VWVQCF         | \$73.56         | \$0.00        |
| 2021-02-06        | 554985             | HA-BC17VD          | \$16.04         | \$0.00        |
| 2020-11-11        | 554985             | HA-8G7TM3          | \$27.20         | \$0.00        |
| 2020-09-04        | 554985             | HA-C0ZLT           | \$27.56         | \$0.00        |
| 2020-06-28        | 554985             | HA-C9Q1VD          | \$29.12         | \$0.00        |

Feedback

|            |        |            |         |        |
|------------|--------|------------|---------|--------|
| 2021-03-15 | 554985 | HA-CR5JMH  | \$29.48 | \$0.00 |
| 2020-09-10 | 554985 | HA-D7LWLV  | \$30.12 | \$0.00 |
| 2020-08-08 | 554985 | HA-DVDK6S  | \$33.32 | \$0.00 |
| 2021-05-28 | 554985 | HA-FOWJFM  | \$29.44 | \$0.00 |
| 2021-03-30 | 554985 | HA-FMLVZ9  | \$22.56 | \$0.00 |
| 2021-04-02 | 554985 | HA-FQ8W81  | \$22.72 | \$0.00 |
| 2021-08-08 | 554985 | HA-G5R7TY  | \$37.40 | \$0.00 |
| 2021-07-21 | 554985 | HA-GHNC08  | \$37.28 | \$0.00 |
| 2020-11-28 | 554985 | HA-HD2ZCM  | \$14.68 | \$0.00 |
| 2021-06-13 | 554985 | HA-HILRVXZ | \$14.72 | \$0.00 |
| 2020-08-04 | 554985 | HA-HSLXXC  | \$33.32 | \$0.00 |
| 2020-10-23 | 554985 | HA-JDQX2M  | \$35.60 | \$0.00 |
| 2020-06-19 | 554985 | HA-K3DWGF  | \$26.16 | \$0.00 |
| 2021-06-11 | 554985 | HA-KFJRGF  | \$22.52 | \$0.00 |
| 2020-11-06 | 554985 | HA-KQZ0SD  | \$23.28 | \$0.00 |
| 2020-09-06 | 554985 | HA-KPZF16  | \$27.76 | \$0.00 |
| 2021-07-14 | 554985 | HA-KT1ZNA  | \$51.32 | \$0.00 |
| 2020-10-05 | 554985 | HA-LJBTJ1  | \$27.76 | \$0.00 |
| 2020-12-23 | 554985 | HA-MDGGD7  | \$37.08 | \$0.00 |
| 2021-05-21 | 554985 | HA-MFB584  | \$22.72 | \$0.00 |
| 2020-07-30 | 554985 | HA-MPGJHY  | \$34.96 | \$0.00 |
| 2021-06-22 | 554985 | HA-MT3DGO  | \$15.84 | \$0.00 |
| 2021-07-08 | 554985 | HA-N01BNY  | \$35.88 | \$0.00 |
| 2020-08-12 | 554985 | HA-N4FLZ   | \$37.24 | \$0.00 |
| 2020-10-19 | 554985 | HA-P3W9XH  | \$34.40 | \$0.00 |
| 2020-06-27 | 554985 | HA-PDKSW1  | \$15.12 | \$0.00 |
| 2020-01-06 | 554985 | HA-SPJZV8  | \$13.96 | \$0.00 |
| 2021-02-01 | 554985 | HA-SQQM12  | \$45.08 | \$0.00 |
| 2021-04-09 | 554985 | HA-SY3C3N  | \$72.52 | \$0.00 |
| 2020-03-11 | 554985 | HA-SZNB73  | \$43.32 | \$0.00 |
| 2020-10-16 | 554985 | HA-TQLVP9  | \$24.92 | \$0.00 |
| 2021-03-19 | 554985 | HA-VP5DDJ  | \$41.64 | \$0.00 |
| 2020-10-01 | 554985 | HA-VPDN1Q  | \$34.28 | \$0.00 |
| 2021-07-27 | 554985 | HA-VRFW3M  | \$22.56 | \$0.00 |
| 2020-09-14 | 554985 | HA-VVA LXB | \$22.24 | \$0.00 |
| 2020-03-29 | 554985 | HA-VGNZNB  | \$29.12 | \$0.00 |
| 2021-07-01 | 554985 | HA-X544LV  | \$18.04 | \$0.00 |
| 2021-06-24 | 554985 | HA-X7PDD1  | \$18.04 | \$0.00 |
| 2020-07-02 | 554985 | HA-X90RFL  | \$25.56 | \$0.00 |
| 2021-06-18 | 554985 | HA-YD2B92  | \$29.20 | \$0.00 |
| 2020-12-27 | 554985 | HA-YD3PF9  | \$30.44 | \$0.00 |
| 2020-07-24 | 554985 | HA-Z0ZBLY  | \$45.28 | \$0.00 |
| 2020-06-11 | 554985 | HA-ZGHC0F  | \$31.08 | \$0.00 |
| 2020-07-20 | 554985 | HA-ZX8TNT  | \$27.76 | \$0.00 |

|                |        |                           |            |        |   |
|----------------|--------|---------------------------|------------|--------|---|
| HAYWOOD        | COUNTY | General Sales and Use Tax | \$1,507.06 | \$0.00 | ▼ |
| NORTH CAROLINA | STATE  | General Sales and Use Tax | \$3,181.23 | \$0.00 | ▼ |