



Haywood County Tourism Development Authority
Board of Directors Meeting
Bethea Welcome Center, Lake Junaluska

Date: Wednesday, March 29, 2023

Time: 9:00AM

AGENDA

1. Call to Order - Chairman Chris Corbin
2. Introductions
3. Adjustment of Agenda
4. Public Comment Session (12 minutes total, limit 3 minutes per person)
5. Board Comments
6. Consent Agenda
 - A. Request Approval of Minutes – February 22, 2023
 - B. Request Approval of Budget Amendment – recommended by Finance Committee
 - C. Request Approval of the 2023 Audit Contract with Gould Killian CPA Group, P.A. in the amount of \$7,990
7. Finance Reports – David Francis
 - A. February Financial Report – Kristian Owen
 - B. 3% & 1% Occupancy Tax Report
8. New Business
 - A. Presentation of Strategic Destination Plan – Chris Cavanaugh - Magellan Strategy Group, Andy Windham - Crawford, Ralph Thompson- Streetsense



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

Bethea Welcome Center, Lake Junaluska

Date: Wednesday, March 29, 2023

Time: 9:00AM

9. Old Business

10. Staff Reports/Announcements

- A. April TDA Board Meeting – April 26th
- B. Additional Finance Reports Enclosed for Your Review
- C. Adjournment

11. 10 Minute Media Communication Session

HCTDA Board Meeting Minutes

February 22nd, 2023

Bethea Welcome Center, Lake Junaluska

Members Present: Jim Owens, Tammy Wight, Dr. Shelley White, Jeff Hillis, Twinkle Patel, Kristian Owen, Mike Huber, David Francis, Melissa Clark, Jennifer Best, Scot Blair

Members Absent: Chris Corbin, Gail Mull, Kelsie Baker, Jon Feichter

Vice Chairman Mike Huber called the HCTDA Board meeting to order at 9:02 AM.

Introductions

Jane Mauer from the Great Smoky Mountain National Park introduced herself and reminded the board that parking tags for the National Park are now for sale at the visitor center.

Elijah from the Mountaineer introduced himself.

Adjustment to Agenda

Will adjust number 9 on the agenda. There will be updates from the Relocation Committee.

Public Comment Session

Board Comments

Dr. Shelley White announced that the Blue Ridge Orchestra will be Saturday March 4th in the HCC auditorium. All proceeds from the event will benefit student needs.

HCC is expanding the trails on their property and will have a ribbon cutting announcement soon.

Consent Agenda

- Request approval of minutes from January 25th, 2023
- Request approval of budget amendment moving \$10,000 from advertising to sponsorship for the outdoor economy conference recommended by Finance Committee.
- Request approval of occupancy tax penalty waiver request in the amount of \$3,231.88 for The Swag Country Inn – recommended by the Finance Committee.

Tammy Wight made a motion to approve the consent agenda, as presented.
Twinkle Patel seconded the motion.
Motion passed unanimously.

Finance Committee Reports

- Kristian Owen presented the January Financial reports, as follows:

Total Cash in Bank - \$2,826,867.01
Other Assets - \$200
Total Assets - \$2,827,067.01
Total Current Liabilities - \$6,183.94
Total Expenses - \$186,322.77
Total Expenses YTD - \$1,304,590.32
Net Income - \$59,328.20
Net Income YTD - \$303,780.02

- David Francis presented the 3% report through January showing that we are about \$83,000 over from the previous year.
- Occupancy tax collections show that we are forecasting a little over 3 million. We could have up to \$450,000 that wasn't budgeted for.
- Occupancy by Category Report – Vacation rentals are way up and accounted for 74% of the total occupancies.
- The late tax payment penalty form shows that there is \$5213 over 90 days late. Lynn stated that Meadowlark has stopped paying their taxes since roughly September 2022.
- Ben Wilder reports that the STR report shows that January was down 1/3 of a percent but it's steady. The ADR is up 2.7% from last year.
- The AirDNA report shows that there were 1591 available listings in January. The report shows that occupancy is down, but the average daily rate is up.

New Business

Lynn announces that staff has revised the grant guidelines and applications. The two grant categories are Travel & Tourism promotion and Tourism Related. Staff reviewed the revisions with the board. The TDA will conduct 2 grant workshops (one on Thursday and one on Friday) so potential applicants can participate and learn how the grant programs work.

Twinkle Patel makes a motion to approve the grant guidelines as presented.
Tammy Wight seconded the motion.
Motion passed unanimously.

Old Business – Update on Relocating the TDA

David Francis announced that the committee had been looking at a property on Frog Level, but the owner has since gotten a better offer from a tenant who would rent the entire building. The landlord at the TDA's current location has decided to renovate and add storage buildings, which will block access and visibility to the Visitor Center. Lynn had a conversation with Chris Bates about the Cataloochee building on Soco Rd. They have been discussing options for putting the

visitor center and storage at the Cataloochee building and having the TDA Office staff located at Lake Junaluska. The total expenses at the current office are just under \$5,000per month. The total expenses at the Lake Junaluska location would be about that same amount.

Tammy Wight makes a motion to turn everything over to the Relocation Committee & Executive Director to analyze all options for relocation and get preliminary lease agreements to bring back to the TDA Board for further approval.

Twinkle Patel seconded the motion.

Motion passed unanimously.

Staff Reports/Announcements

- A. 2023 Visitor Guides are available for distribution.
- B. Visit NC Tourism Conference will be at the Grove Park Inn March 7th and 8th.
- C. TDA staff will conduct Zip Code Destination Marketing meetings for Waynesville which will be on the 27th at 3pm. Maggie Valley will be on March 2nd 9am at Town Hall and the Canton meeting will be held at the TDA office/Visitor Center.
- D. Amie Newsome will be attending Social Media Marketing World and will report back to the board about the conference.
- E. Lynn Collins is in the process of doing mid-year reports for the Municipal aldermen and the County Commission.
- F. The TDA has daily, weekly, and yearly GSMNP Parking Tags available for purchase at the Visitor Center.
- G. The Strategic Destination Plan presentation will take place at the March 29th TDA Board meeting.
- H. Lynn shared the Visitor Center Numbers and Sales report with the board.

Adjournment

- Tammy Wight made a motion to adjourn.
- Twinkle Patel seconded the motion.
- Vice Chairman Huber adjourned the meeting at 10:33 AM.

10 Minute Media Communication Session

HAYWOOD COUNTY TOURISM DEVELOPMENT AUTHORITY
BUDGET ORDINANCE AMENDMENT
FISCAL YEAR 2022 -2023

BE IT ORDAINED by the Members of the Haywood County Tourism Development Authority that the following amendment be made to the budget ordinance for the fiscal year ending June 3 2023

Section 1. To amend the General Fund, the Revenues are to be increased as follows:

Revenue	Acct. No.	Current Budget	Increase (Decrease)	Amended Budget
Investment Earnings 3%	483491	500	47,000	47,500
Investment Earnings 1%	483492	75	16,000	16,075
TOTAL		575	63,000	63,575

Expenditures

Department	Account Number	Current Budget	Increase (Decrease)	Amended Budget
General:				
Advertising	537221	650,000	6,000	656,000
Visitor Guide Printing	537301	40,000	4,273	44,273
Marketing	537101	40,000	(10,273)	29,727
28721 Clyde Promo	549910	25,382	(7,317)	18,065
28721 Clyde TR	549911	12,683	7,317	20,000
28745 Lake Junaluska Promo	549914	63,610	(1,275)	62,335
28745 Lake Junaluska TR	549915	18,225	1,275	19,500
28751 Maggie Valley Promo	549916	293,956	(35,865)	258,091
28751 Maggie Valley TR	549917	117,135	35,865	153,000
Purchase for Resale	527001	13,800	10,790	24,590
Group Sales Marketing	537801	12,400	(11,190)	1,210
Liability Insurance	545101	7,550	400	7,950
Postage	532201	13,237	4,000	17,237
Group SalesTravel Out of County	537804	11,700	(4,000)	7,700
TOTAL		1,319,678	-	1,319,678

Section 2. Copies of this budget amendment shall be delivered to the Budget Officer and the Finance Officer for their direction.

Adopted this 29th day of March, 2023.

ATTEST:

Secretary to the Board

Chairman
Haywood County Tourism Development Authority

[illegible]

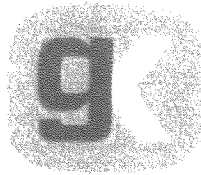
March 2023 Budget Amendment Explanations

REVENUE

- 3% & 1% Investment Earnings increased due to interest rate recovery.

EXPENSES

- Advertising increased to cover cost of Wander app, an online, downloadable mapping app. Recommended by Marketing Committee.
- Visitor Guide printing increased due to reprint of VG cover.
- Marketing line item reduced to cover Advertising & Visitor Guide increases.
- 1% Zip Code Promo & Tourism Related Funding lines items changed based on grants awarded in each category.
- Purchase for resale increased due to purchase of GSMNP Parking Passes that are being sold at the TDA Visitor Center.
- Group Sales Marketing reduced to cover increase in purchase for resale and increase in Liability Insurance.
- D&O Liability Insurance increased for the upcoming year.
- Postage increased due to more requests for Visitor Guides and increased cost to mail new Visitor Guide.
- Group Sales Travel Out of County decreased to cover postage increase.



**GOULD KILLIAN
CPA GROUP, P.A.**

Charles E. Killian
G. Edward Towson, II
Harvey W. Jenkins
Shon P. Norris
Eric W. Michael
Daniel R. Mullinix

February 27, 2023

Board of Directors
Haywood County Tourism Development Authority
1110 Soco Road
Maggie Valley, NC 28751

Agreement to Provide Services

This agreement to provide services (the "Agreement") is intended to describe the nature and scope of our services.

Objective and Scope of the Audit

As agreed, Gould Killian CPA Group, P.A. ("GK" or "we") will audit the financial statements Haywood County Tourism Development Authority as of and for the year ended June 30, 2023. Accounting standards generally accepted in the United States of America provide for certain required supplementary information (RSI), such as management's discussion and analysis (MD&A), to supplement Haywood County Authority's basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. As part of our engagement, we will apply certain limited procedures to Haywood County Authority's RSI in accordance with auditing standards generally accepted in the United States of America. These limited procedures will consist of inquiries of management regarding the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We will not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance. The following RSI is required by generally accepted accounting principles and will be subjected to certain limited procedures, but will not be audited:

1. Management's Discussion and Analysis
2. Required schedules for the Local Government Employees' Retirement System

An Independent Member of the RSM Alliance

Audit Objectives

The objective of our audit is the expression of opinions as to whether your financial statements are fairly presented, in all material respects, in conformity with U.S. generally accepted accounting principles and to report on the fairness of the supplementary information referred to in the second paragraph when considered in relation to the financial statements as a whole.

Our audit will be conducted in accordance with auditing standards generally accepted in the United States of America; if for any reason, we are unable to complete the audit or unable to form an opinion, we may perform other procedures we consider necessary to enable us to express such opinions or issue reports, or we may withdraw from this engagement.

Audit Procedures—General

An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements; therefore, our audit will involve judgment about the number of transactions to be examined and the areas to be tested.

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 financial statements. We will plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, 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 government or to acts by management or employees acting on behalf of the government. Because the determination of abuse is subjective, we are not expected to provide reasonable assurance of detecting abuse.

Because of the inherent limitations of an audit, combined with the inherent limitations of internal control, and because we will not perform a detailed examination of all transactions, there is a risk that material misstatements or noncompliance may exist and not be detected by us, even though the audit is properly planned and performed in accordance with U.S. generally accepted auditing standards. 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 of any material errors, any fraudulent financial reporting, or misappropriation of assets that come to our attention. We will bring these misstatements to your attention as proposed adjustments. At the conclusion of our audit we will communicate to those charged with governance (as defined below) all uncorrected misstatements. We will also inform the appropriate level of management of any violations of laws or governmental regulations that come to our attention, unless clearly inconsequential, and of any material abuse that comes to our attention. 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.

The term “those charged with governance” is defined as the person(s) with responsibility for overseeing the strategic direction of the Authority and obligations related to the accountability of the Authority, including overseeing the financial reporting process. For the Authority, we agree that the Board of Trustees meets that definition.

Our procedures will include tests of documentary evidence supporting the transactions recorded in the accounts, and may include direct confirmation of receivables and certain other assets and liabilities by correspondence with selected individuals, funding sources, creditors, and financial institutions. We will request written representations from your attorneys as part of the engagement, and they may bill you for responding to this inquiry. At the conclusion of our audit, we will require certain written representations from you about your responsibilities for the financial statements; and other responsibilities required by generally accepted auditing standards.

We have identified the following significant risk of material misstatement as part of our audit planning:

1. Management's override of internal controls

Audit Procedures—Internal Control

Our audit will include obtaining an understanding of the Authority and its environment, including internal control, sufficient to assess the risks of material misstatement of the financial statements and to design the nature, timing, and extent of further audit procedures.

An audit is not designed to provide assurance on internal control or to identify significant deficiencies or material weaknesses. However, during the audit, we will communicate to management and those charged with governance internal control related matters that are required to be communicated under AICPA professional standards.

Management Responsibilities

Our audit will be conducted on the basis that you (management) acknowledge and understand that you are responsible for (1) establishing and maintaining effective internal controls, including internal controls over federal awards, and for evaluating and monitoring ongoing activities, to help ensure that appropriate goals and objectives are met; (2) following laws and regulations; (3) ensuring that there is reasonable assurance that government programs are administered in compliance with compliance requirements; and (4) ensuring that management and financial information is reliable and properly reported. Management is also responsible for implementing systems designed to achieve compliance with applicable laws, regulations, contracts, and grant agreements. You are also responsible for the selection and application of accounting principles; for the preparation and fair presentation of the financial statements, and all accompanying information in conformity with U.S. generally accepted accounting principles; and for compliance with applicable laws and regulations (including federal statutes) and the provisions of contracts and grant agreements (including award agreements). Your responsibilities also include identifying significant contractor relationships in which the contractor has responsibility for program compliance and for the accuracy and completeness of that information.

Management is also responsible for making all financial records and related information available to us and for the accuracy and completeness of that information. You are also 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, (2) access to personnel, accounts, books, records, supporting documentation, and other information as needed to perform an audit (3) additional information that we may request for the purpose of the audit, and (4) unrestricted access to persons within the Authority from whom we determine it necessary to obtain audit evidence.

Your responsibilities include 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 as a whole.

You are responsible for the design and implementation of programs and controls to prevent and detect fraud, and for informing us about all known or suspected fraud affecting the Authority 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 Authority received in communications from employees, former employees, grantors, regulators, or others. In addition, you are responsible for identifying and ensuring that the Authority complies with applicable laws, regulations, contracts, agreements, and grants. Management is also responsible for taking timely and appropriate steps to remedy

fraud and noncompliance with provisions of laws, regulations, contracts, and grant agreements, or abuse that we report.

You are also responsible for the preparation of the other supplementary information, which we have been engaged to report on, in conformity with U.S. generally accepted accounting principles. 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. Your responsibilities include acknowledging to us in the written representation letter that (1) you are responsible for presentation of the supplementary information in accordance with GAAP; (2) you believe the supplementary information, including its form and content, is fairly presented in accordance with GAAP; (3) the methods of measurement or presentation have not changed from those used in the prior period (or, if they have changed, the reasons for such changes); and (4) you have disclosed to us any significant assumptions or interpretations underlying the measurement or presentation of the supplementary information.

Management is responsible for establishing and maintaining a process for tracking the status of audit findings and recommendations. Management is also responsible for identifying and providing report copies of previous financial audits, attestation engagements, performance audits, or other studies related to the objectives discussed in the Audit Objectives section of this letter. This responsibility includes relaying to us corrective actions taken to address significant findings and recommendations resulting from those audits, attestation engagements, performance audits, or studies. You are also responsible for providing management’s views on our current findings, conclusions, and recommendations, as well as your planned corrective actions, for the report, and for the timing and format for providing that information.

Reproduction of Audit Report

If the Authority plans any reproduction or publication of a document that includes our report, or any portion of it, and that is assembled differently from any paper or electronic version that we have previously reviewed (e.g., by the addition of financial statements and/or accompanying information that you have produced), a copy of the entire document in its final form should be submitted to us in sufficient time for our review and written approval before printing. You also agree to provide us with a copy of the final reproduced material for our written approval before it is distributed. If, in our professional judgment, the circumstances require, we may withhold our written approval.

Posting of Audit Report and Financial Statements on Your Website

You agree that, if you plan to post an electronic version of the financial statements and audit report on your website, you will ensure that there are no differences in content between the electronic version of the financial statements and audit report on your website and the signed version of the financial statements and audit report provided to management by GK. You also agree to indemnify the GK from any and all claims that may arise from any differences between the electronic and signed versions.

Availability of Records and Personnel

You agree that all records, documentation, and information we request in connection with our audit will be made available to us (including those pertaining to related parties), that all material information will be disclosed to us, and that we will have the full cooperation of, and unrestricted access to, your personnel during the course of the engagement.

You also agree to ensure that any third-party valuation reports that you provide to us to support amounts or disclosures in the financial statements (a) indicate the purpose for which they were intended, which is consistent with your actual use of such reports; and (b) do not contain any restrictive language that would preclude us from using such reports as audit evidence.

Assistance by Your Personnel

We also ask that your personnel prepare various schedules and analyses for our staff. However, except as otherwise noted by us, no personal information other than names related to Authority employees and/or customers should be provided to us. In addition, we ask that you provide high-speed internet access to our engagement team, if practicable, while working on the Authority's premises. This assistance will serve to facilitate the progress of our work and minimize costs to you.

Peer Review Reports

Although the audit will not be subject to *Government Auditing Standards*, we have provided a copy of our most recent quality control review report. Our latest peer review report accompanies this letter.

Other Services

We are always available to meet with you and the Board of Directors at various times throughout the year to discuss current business, operational, accounting, and auditing matters affecting the Authority. Whenever you feel such meetings are desirable, please let us know. We are also prepared to provide services to assist you in any of these areas. We will also be pleased, at your request, to attend governing board meetings.

We will also assist in preparing the financial statements and related notes in conformity with U.S. generally accepted accounting principles based on information provided by you. These non-audit services do not constitute an audit and such services will not be conducted in accordance with applicable auditing standards. We will perform the services in accordance with applicable professional standards. The other services are limited to the financial statement services previously defined. We, in our sole professional judgment, reserve the right to refuse to perform any procedure or take any action that could be construed as assuming management responsibilities.

Independence

Professional and certain regulatory standards require us to be independent, in both fact and appearance, with respect to the Government in the performance of our services. Any discussions that you have with personnel of GK regarding employment could pose a threat to our independence. Therefore, we request that you inform us prior to any such discussions so that we can implement appropriate safeguards to maintain our independence.

In order for us to remain independent, professional standards require us to maintain certain respective roles and relationships with you with respect to the non-attest services described above. Prior to performing such services in conjunction with our audit, management must acknowledge its acceptance of certain responsibilities.

We will not perform management functions or make management decisions on behalf of the Authority. However, we will provide advice and recommendations to assist management of the Authority in performing its functions and fulfilling its responsibilities.

The Authority agrees to perform the following functions in connection with our performance of the (non-attest services):

- a. Make all management decisions and perform all management functions with respect to the financial statement services provided by us.
- b. Assign Authority representative Kristian Owen to oversee the financial statement services and evaluate the adequacy and results of the services.
- c. Accept responsibility for the results of financial statement services.

The services are limited to those outlined above. We, in our professional judgment, reserve the right to refuse to perform any procedure or take any action that could be construed as making management decisions or performing management functions. The Authority must make all decisions with regard to our recommendations. By signing this Agreement, you acknowledge your acceptance of these responsibilities.

Engagement Administration, Fees, and Other

We will provide copies of our reports to the Board of Directors of Haywood County Tourism Development Authority; however, management is responsible for distribution of the reports and the financial statements. Unless restricted by law or regulation, or containing privileged and confidential information, copies of our reports are to be made available for public inspection.

Many banks have engaged a third party to electronically process cash or debt audit confirmation requests, and certain of those banks have mandated the use of this service. Further, such third party confirmation processors also provide for the electronic (and manual) processing of other confirmation types (e.g., legal, accounts receivable, and accounts payable). To the extent applicable, the Authority hereby authorizes GK to participate in such confirmation processes, including through the third party's website (e.g., by entering the Authority's bank account information to initiate the process and then accessing the bank's confirmation response), and agrees that GK shall have no liability in connection therewith.

The audit documentation for this engagement is the property of Gould Killian CPA Group, P.A. and constitutes confidential information. However, subject to applicable laws and regulations, audit documentation and appropriate individuals will be made available upon request and in a timely manner to a federal or state agency providing direct or indirect funding, or the U.S. Government Accountability Office for purposes of a quality review of the audit, to resolve audit findings, or to carry out oversight

responsibilities. We will notify you of any such request. If requested, access to such audit documentation will be provided under the supervision of Gould Killian CPA Group, P.A. personnel. Furthermore, upon request, we may provide copies of selected audit documentation to the aforementioned parties. These parties may intend, or decide, to distribute the copies or information contained therein to others, including other governmental agencies.

The audit documentation for this engagement will be retained for a minimum of five years after the report release date or for any additional period requested by the federal or state oversight agency. If we are aware that a federal awarding agency, pass-through entity, or auditee is contesting an audit finding, we will contact the party(ies) contesting the audit finding for guidance prior to destroying the audit documentation.

We expect to begin our audit in July 2023 and to issue our reports no later than October 31, 2023. Daniel R. Mullinix is the engagement partner and is responsible for supervising the engagement and signing the reports or authorizing another individual to sign them.

Our charges to the Authority for the services described above are expected to be \$7,990 for the financial statement audit and financial statement preparation services. This is based on a maximum of 60 hours at our standard hourly rates, which vary according to the degree of responsibility involved and the experience level of the personnel assigned to your audit. The fees are based on anticipated cooperation from your personnel and the assumption that unexpected circumstances will not be encountered during the audit. If significant additional time is necessary (over 60 hours), we will discuss it with you and arrive at a new fee estimate before we incur the additional costs. Our invoices for these fees will be rendered each month as work progresses and are payable on presentation after appropriate approval by the local government commission.

This fee structure does not take into consideration effects that any future auditing standards will have on our audit procedures. As we become aware of additional audit procedures resulting from these circumstances, we will notify you of the situation and the estimated additional cost.

We believe the foregoing correctly sets forth our understanding; however, if you have any questions, please let us know. If you find the foregoing arrangements acceptable, please acknowledge this by signing and returning to us a copy of this Agreement and retaining a copy for your files. We will forward the signed engagement letter and LGC contract to the Local Government Commission for their approval.

Very truly yours,



Daniel R. Mullinix
Certified Public Accountant

RESPONSE:

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

Management signature: _____

Title: _____

Date: _____

Governance signature: _____

Title: _____

Date: _____

The of and	Governing Board
	Board of Directors
	Primary Government Unit
	Haywood County Tourism Development Authority
	Discretely Presented Component Unit (DPCU) (if applicable)
	N/A

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

and	Auditor Name
	Gould Killian CPA Group, P.A.
	Auditor Address
	100 Coxe Avenue, Asheville, NC 28801

Hereinafter referred to as Auditor

for	Fiscal Year Ending	Date Audit Will Be Submitted to LGC
	06/30/23	10/31/23

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). The basic financial statements shall include budgetary comparison information in a budgetary comparison statement, rather than as RSI, for the General Fund and any annually budgeted Special Revenue funds.
2. At a minimum, the Auditor shall conduct the audit and render the report in accordance with GAAS. The Auditor shall perform the audit in accordance with *Government Auditing Standards (GAGAS)* if the Governmental Unit expended \$100,000 or more in combined Federal and State financial assistance during the reporting period. The auditor shall perform a Single Audit if required by Title 2 US Code of Federal Regulations Part 200 *Uniform Administration Requirements, Cost Principles, and Audit Requirements for Federal Awards, Subpart F* (Uniform Guidance) or the State Single Audit Implementation Act. 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 in accordance with 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).

Effective for audits of fiscal years beginning after June 30, 2023, the LGC will allow auditors to consider whether a unit qualifies as a State low-risk auditee based upon federal criteria in the Uniform Guidance §200.520(a), and (b) through (e) as it applies to State awards. In addition to the federal criteria in the Uniform Guidance, audits must have been submitted timely to the LGC. If in the reporting year, or in either of the two previous years, the unit reported a Financial Performance Indicator of Concern that the audit was late, then

the report was not submitted timely for State low-risk auditee status. Please refer to "Discussion of Single Audits in North Carolina" on the LGC's website for more information.

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 Auditing 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 the audit fee or the date that the audit report will be submitted to the LGC, an amended contract along with a written explanation of the change 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.

For GAAS or *Government Auditing Standards* audits, if an auditor issues an AU-C §260 report, commonly referred to as “Governance Letter,” LGC staff does not require the report to be submitted unless the auditor cites significant findings or issues from the audit, as defined in AU-C §260.12 - .14. This would include issues such as difficulties encountered during the audit, significant or unusual transactions, uncorrected misstatements, matters that are difficult or contentious reviewed with those charged with governance, and other significant matters.

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 records for audit, financial statement preparation, any finance-related investigations, or any other audit-related work in the State of North Carolina. Approval is also required for the Alternative Compliance Examination Engagement for auditing the Coronavirus State and Local Fiscal Recovery Funds expenditures as allowed by US Treasury. Approval is not required on audit 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. 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 and/or the compliance section, 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 and pre-audited if the change includes a change in audit fee (pre-audit requirement does not apply to 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 30 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 primary 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 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. **Applicable to audits with fiscal year ends of June 30, 2020 and later.** For all non-attest services, the Auditor shall adhere to the independence rules of the AICPA Professional Code of Conduct and *Government 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 audits with fiscal year ends of June 30, 2021 and later.** The auditor shall present the audited financial statements including any compliance reports to the government unit's governing body or audit committee in an official meeting in open session as soon as the audited financial statements are available but not later than 45 days after the submission of the audit report to the Secretary. The auditor's presentation to the government unit's governing body or audit committee shall include:

- a) the description of each finding, including all material weaknesses and significant deficiencies, as found by the auditor, and any other issues related to the internal controls or fiscal health of the government unit as disclosed in the management letter, the Single Audit or Yellow Book reports, or any other communications from the auditor regarding internal controls as required by current auditing standards set by the Accounting Standards Board or its successor;
- b) the status of the prior year audit findings;
- c) the values of Financial Performance Indicators based on information presented in the audited financial statements; and
- d) notification to the governing body that the governing body shall develop a "Response to the Auditor's Findings, Recommendations, and Fiscal Matters," if required under 20 NCAC 03 .0508.

29. Information based on the audited financial statements shall be submitted to the Secretary for the purpose of identifying Financial Performance Indicators and Financial Performance Indicators of Concern. See 20 NCAC 03 .0502(c)(6).

30. All of the above paragraphs are understood and shall apply to this contract, except the following numbered paragraphs shall be deleted (See Item 17 for clarification).

31. 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/state-and-local-government-finance-division/local-government-commission/submitting-your-audit>

32. 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.

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

CONTRACT TO AUDIT ACCOUNTS

Rev. 11/2022

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 *Government 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:

OR Not Applicable ☒ (Identification of SKE Individual on the LGC-205 Contract is not applicable for GAAS-only audits or audits with FYEs prior to June 30, 2020.)

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. The audit fee information included in the table below for both the Primary Government Fees and the DPCU Fees (if applicable) should be reported as a specific dollar amount of audit fees for the year under this contract. If any language other than an amount is included here, the contract will be returned to the audit form for correction.

4. Prior to the submission of the completed audited financial report and applicable compliance reports subject to this contract, or to an amendment to this contract (if required) the Auditor may submit interim invoices for approval for services rendered under this contract to the Secretary of the LGC, not to exceed 75% of the billings for the unit's last annual audit that was submitted to the Secretary of the LGC. All invoices for services rendered in an audit engagement as defined in 20 NCAC .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	Haywood County Tourism Development Authority
Audit Fee	\$ 6,790
Additional Fees Not Included in Audit Fee:	
Fee per Major Program	\$
Writing Financial Statements	\$ 1,200
All Other Non-Attest Services	\$

DPCU FEES (if applicable)

Discretely Presented Component Unit	N/A
Audit Fee	\$
Additional Fees Not Included in Audit Fee:	
Fee per Major Program	\$
Writing Financial Statements	\$
All Other Non-Attest Services	\$

SIGNATURE PAGE

AUDIT FIRM

Audit Firm*	
Gould Killian CPA Group, P.A.	
Authorized Firm Representative (typed or printed)*	Signature*
Daniel R. Mullinix	
Date*	Email Address*
02/27/23	dmullinix@gk-cpa.com

GOVERNMENTAL UNIT

Governmental Unit*	
Haywood 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")	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)	Signature*
Date of Pre-Audit Certificate*	Email Address*

SIGNATURE PAGE – DPCU
(complete only if applicable)

DISCRETELY PRESENTED COMPONENT UNIT

DPCU* N/A	
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

Underwood Dills & Associates

154 N Main Street, Suite 7
Waynesville, NC 28786
(O) 828-452-5370 (F) 828-452-9628

Accountant's Compilation Report

Haywood County TDA
1110 Soco Road
Maggie Valley, NC 28751

To the Board of Directors

Management is responsible for the accompanying financial statements of Haywood County TDA (a government authority) which comprise of the statement of net position as of February 28, 2023, and the related changes in net position budget vs actual for the one month and eight months then ended in accordance with the cash basis of accounting which is a basis other than generally accepted accounting principles. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all of the disclosures ordinarily included with the financial statements. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the company's assets, liabilities and net assets, revenues and expenses. Accordingly, these financial statements are not designed for those who are not informed about such matters.

We are not independent with respect to Haywood County TDA.

Underwood, Dills & Associates, P.C.

Underwood Dills & Associates PC
Waynesville, NC
March 7, 2023

Haywood County Tourism Development Authority
Statement of Net Position
February 28, 2023

ASSETS

Current Assets

Checking/Savings

100001 · 1% Cash in Bank - 1st Citizens	217,643.03
100002 · 3% Cash in Bank - 1st Citizens	624,033.33
111501 · NCCMT - 9152 3% General Investm	1,465,107.41
111503 · NCCMT - 9863 1% General Investm	509,715.23

Total Checking/Savings	<u>2,816,499.00</u> ✓
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Other Current Assets

119000 · Petty Cash - TDA	100.00
119001 · Petty Cash - VC	100.00

Total Other Current Assets	<u>200.00</u> -
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Total Current Assets	<u>2,816,699.00</u>
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TOTAL ASSETS	<u><u>2,816,699.00</u></u> ✓
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LIABILITIES & NET POSITION

Liabilities

Current Liabilities

Other Current Liabilities

231700 · Payroll Liabilities

NC Income Tax	1,124.00
NC Pension Payable	4,938.16

Total 231700 · Payroll Liabilities	<u>6,062.16</u>
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231800 · Sales Tax Payable	99.23
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Total Other Current Liabilities	<u>6,161.39</u>
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Total Current Liabilities	<u>6,161.39</u>
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Total Liabilities	<u>6,161.39</u> -
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Net Position

329300 · Net Assets as July 1	2,517,103.05
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Change in Net Position	293,434.56 -
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Total Net Position	<u>2,810,537.61</u>
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TOTAL LIABILITIES & NET POSITION	<u><u>2,816,699.00</u></u>
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Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual
February 28, 2023

Ordinary Income/Expense	February 2023	July 2022 - February 2023	YTD Budget	% of Budget
Income				
427011 · Net from Haywood County (3%)	141,998.62	1,295,963.52	1,876,276.00	69.07%
427012 · 1% Net 28716 Occupancy Tax	3,646.54	33,657.22	50,029.00	67.28%
427013 · 1% Net 28721 Occupancy Tax	2,885.46	21,579.66	25,015.00	86.27%
427014 · 1% Net 28745 Occupancy Tax	3,284.04	38,225.83	50,029.00	76.41%
427015 · 1% Net 28751 Occupancy Tax	22,705.21	198,589.51	300,174.00	66.16%
427016 · 1% Net 28785/28786 Occupancy Tx	14,914.60	140,241.39	200,116.00	70.08%
427112 · App. of Fund Balance 28716	0.00	0.00	19,350.00	0.0%
427113 · App. of Fund Balance 28721	0.00	0.00	13,035.00	0.0%
427114 · App. of Fund Balance 28745	0.00	0.00	31,791.00	0.0%
427115 · App. of Fund Balance 28751	0.00	0.00	110,902.00	0.0%
427116 · App. of Fund Balance 28785/86	0.00	0.00	66,235.00	0.0%
449201 · Merchandise Sales	1,403.48	13,575.35	15,500.00	87.58%
449810 · Visitor Guide Ad Sales	7,575.00	32,925.00	30,000.00	109.75%
451000 · Elk Fest Revenue	181.00	1,280.21	50,000.00	2.56%
483491 · Investment Earnings 3%	5,006.64	27,649.46	500.00	5,529.89%
483492 · Investment Earnings 1%	1,741.83	9,417.25	75.00	12,556.33%
483831 · Net Occupancy Tax Penalties 3%	308.92	917.28	4,000.00	22.93%
499990 · Fund Balance Appropriation 3%	0.00	0.00	555,516.00	0.0%
Total Income	205,651.34	1,814,021.68	3,398,543.00	53.38%
Expense				
Payroll				
512110 · NC State Retirement - Promo	3,301.20	26,549.51	47,277.00	56.16%
518301 · Group Health Insurance - Promo	2,989.46	28,741.04	43,116.00	66.66%
518601 · Worker's Comp-Promotional-Promo	0.00	1,534.00	1,534.00	100.0%
Salaries and Wages				
512101 · Salaries Admin-Promo	9,924.90	82,571.97	159,324.00	51.83%
512201 · Salaries Marketing- Promo	18,658.52	153,317.49	246,994.00	62.07%
Total Salaries and Wages	28,583.42	235,889.46	406,318.00	58.06%
Payroll Taxes				
512220 · FICA & Unemployment Taxes	2,186.64	18,045.53	31,490.00	57.31%
Total Payroll Taxes	2,186.64	18,045.53	31,490.00	57.31%
Total Payroll	37,060.72	310,759.54	529,735.00	58.66%
512232 · Temporary Labor - TR	0.00	0.00	500.00	0.0%
517001 · Board Member Meetings/Events	81.25	1,256.21	3,000.00	41.87%
519201 · Professional Service-Accounting	0.00	11,950.00	15,300.00	78.11%
519202 · Professional Services- Legal	0.00	0.00	1,000.00	0.0%
519203 · Prof. Svcs - Contract Svcs-P	13,465.31	124,001.31	152,000.00	81.58%
526001 · Office/Visitor Center Supplies	280.08	2,026.38	5,000.00	40.53%
527001 · Purchases/Resale-Promo	3,825.00	8,378.94	13,800.00	60.72%
529901 · NonExpendable Office Supp-TR	0.00	0.00	2,500.00	0.0%

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual
February 28, 2023

	February 2023	July 2022 - February 2023	YTD Budget	% of Budget
531101 · In County Travel- Promo	0.00	226.01	1,000.00	22.6%
531201 · Out of County Travel- Promo	0.00	2,256.87	7,875.00	28.66%
531301 · Fuel-T Related	170.17	941.08	2,000.00	47.05%
532101 · Telephone & Internet- Promo	1,040.15	4,712.32	7,700.00	61.2%
532201 · Postage-Promo	3,409.46	9,350.16	13,237.00	70.64%
534901 · Print & Bind-Promo	0.00	7,917.66	9,000.00	87.97%
536201 · Repair & Maintenance-Promo	600.00	7,173.51	9,300.00	77.14%
537101 · Marketing-Promo	336.00	10,710.98	40,000.00	26.78%
537221 · Advertising- Promo	39,006.15	363,107.78	640,000.00	56.74%
537301 · Visitor Guide Ads-Promo	44,272.96	44,272.96	40,000.00	110.68%
537401 · Education-Promo	475.00	3,402.00	7,277.00	46.75%
537501 · National Parks - T Related	0.00	596.02	20,000.00	2.98%
537502 · Wayfinding Signage	0.00	73,727.09	127,703.00	57.73%
537701 · Social Media- Promo	206.95	8,155.59	25,000.00	32.62%
537800 · Group Sales-Promo				
537801 · Group Sales Marketing	0.00	0.00	12,400.00	0.0%
537803 · Group Sales Trade Shows	3,906.80	9,196.22	18,100.00	50.81%
537804 · Group Sales Travel out of Count	984.68	5,090.82	11,700.00	43.51%
537805 · Group Sales Advertising	3,000.00	10,575.55	14,000.00	75.54%
537806 · Group Sales Dues & Subscription	0.00	2,740.00	2,950.00	92.88%
Total 537800 · Group Sales-Promo	7,891.48	27,602.59	59,150.00	46.67%
541301 · Rent-Promo	2,674.02	24,036.18	32,400.00	74.19%
543201 · Equipment Lease-Promo	816.67	4,781.83	9,500.00	50.34%
545101 · Liability Insurance-Promo	3,573.00	7,918.00	7,550.00	104.87%
549101 · Dues & Subscriptions-Promo	1,739.33	28,728.51	40,822.00	70.38%
549902 · Bank Charges-Promo	60.25	2,264.04	3,500.00	64.69%
549903 · Property Tax	0.00	122.59	300.00	40.86%
Clyde				
549913 · 28721 - Clyde - Tourism	0.00	3,836.00	12,683.00	30.25%
549912 · 28721 (Clyde)	0.00	0.00	25,382.00	0.0%
Total Clyde	0.00	3,836.00	38,065.00	10.08%
Canton				
549911 · 28716 - Canton - Tourism	0.00	3,000.00	18,910.00	15.87%
549910 · 28716 (Canton) Promo	3,139.00	32,569.00	50,484.00	64.51%
Total Canton	3,139.00	35,569.00	69,394.00	51.26%
Lake Junaluska				
549915 · 28745 - Lake Junaluska -Tourism	0.00	7,500.00	18,225.00	41.15%
549914 · 28745 (LJ)	0.00	26,288.00	63,610.00	41.33%
Total Lake Junaluska	0.00	33,788.00	81,835.00	41.29%

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual
February 28, 2023

	February 2023	July 2022 - February 2023	YTD Budget	% of Budget
Maggie Valley				
549917 - 28751 - Maggie Valley - Tourism	6,431.22	29,786.22	117,135.00	25.43%
549916 - 28751 Maggie Valley (MV) Promo	15,921.69	163,377.43	293,956.00	55.58%
Total Maggie Valley	22,352.91	193,163.65	411,091.00	46.99%
Waynesville				
549919 - 28785/86 - Waynesville -Tourism	0.00	27,378.00	78,296.00	34.97%
549918 - 28785/86 (Waynesville)	13,864.00	92,100.75	188,070.00	48.97%
Total Waynesville	13,864.00	119,478.75	266,366.00	44.86%
551001 - Capital Outlay Promo	0.00	1,205.89	5,000.00	24.12%
551002 - Capital Outlay - Tourism	0.00	1,769.91	47,000.00	3.77%
568101 - 3% Grant Promo	0.00	3,750.00	5,625.00	66.67%
568102 - 3% Grants TR	0.00	6,300.00	21,300.00	29.58%
568103 - 3% Grant Sponsorship	15,000.00	15,000.00	15,625.00	96.0%
568104 - OTPF	0.00	0.00	500,000.00	0.0%
569101 - Elk Fest Expenses-Promo	0.00	8,189.62	20,000.00	40.95%
569102 - Elk Fest Expenses-TR	0.00	3,648.50	20,000.00	18.24%
570102 - Utilities	656.94	4,511.65	8,280.00	54.49%
599101 - Contingency	0.00	0.00	62,813.00	0.0%
Total Expense	215,996.80	1,520,587.12	3,398,543.00	44.74%
Change in Net Position	(10,345.46)	293,434.56	0.00	100.0%
	(10,345.46)	293,434.56	0.00	100.0%

Haywood County 3% Net Occupancy Tax 2022-2023

	A	B	C	D	E	F	G
1		2022-2023	2022-2023	% Change	2022-2023	2021-2022	% Change
2		Occupancy	Occupancy	Compared	Occupancy	Occupancy	Compared
3		Tax	Tax	To	Tax	Tax	To
4		Projections	Actual	Budget	Penalties	Actual	Previous
5					<input type="checkbox"/>		Year
6							
7	July	\$225,153	\$267,740	19%	\$213	\$250,376	7%
8	August	\$168,865	\$204,975	21%	\$147	\$208,444	-2%
9	September	\$168,865	\$223,180	32%	\$87	\$199,018	12%
10	October	\$225,153	\$281,376	25%	\$346	\$257,233	9%
11	November	\$131,339	\$175,695	34%	\$49	\$162,073	8%
12	December	\$112,577	\$141,999	26%	\$309	\$134,274	6%
13	January	\$112,577	\$136,927	22%	\$41	\$121,230	13%
14	February	\$93,814				\$114,823	
15	March	\$112,577				\$129,745	
16	April	\$150,102				\$168,153	
17	May	\$168,865				\$185,096	
18	June	\$206,390				\$235,098	
19							
20	Total	\$1,876,277				\$2,165,563	
21							
22							
23	YTD	\$1,144,529	\$1,431,892	25%	\$1,192	\$1,333,648	7%
24							
25							

2022-2023
1% NET OCCUPANCY TAX REPORT REVISED

	ACTUAL	PROJECTED	ACTUAL	ACTUAL	PROJECTED	ACTUAL	ACTUAL	PROJECTED	ACTUAL	ACTUAL	PROJECTED	ACTUAL	ACTUAL	PROJECTED	ACTUAL
	28716	28716	28716	28721	28721	28721	28745	28745	28745	28751	28751	28751	28785 &	28785 &	28785 &
	CANTON	CANTON	CANTON	CLYDE	CLYDE	CLYDE	LAKE	LAKE	LAKE	MAGGIE	MAGGIE	MAGGIE	28786	28786	28786
							JUNALUSKA	JUNALUSKA	JUNALUSKA	VALLEY	VALLEY	VALLEY	WAYNESVILLE	WAYNESVILLE	WAYNESVILLE
	22/23	22/23	21/22	22/23	22/23	21/22	22/23	22/23	21/22	22/23	22/23	21/22	22/23	22/23	21/22
July 2022 Received September 2022	\$ 6,518	\$ 5,753	\$ 6,776	\$ 3,008	\$ 2,877	\$ 3,791	\$ 9,609	\$ 5,753	\$ 7,573	\$ 42,988	\$ 34,520	\$ 38,783	\$ 27,528	\$ 23,013	\$ 26,591
August 2022 Received October 2022	\$ 5,362	\$ 4,753	\$ 5,120	\$ 2,952	\$ 2,376	\$ 2,946	\$ 5,801	\$ 4,753	\$ 7,516	\$ 31,123	\$ 28,517	\$ 31,091	\$ 23,087	\$ 19,011	\$ 22,860
September 2022 Received November 2022	\$ 6,007	\$ 4,503	\$ 4,934	\$ 4,841	\$ 2,251	\$ 2,880	\$ 7,220	\$ 4,503	\$ 6,457	\$ 32,387	\$ 27,016	\$ 30,995	\$ 23,968	\$ 18,010	\$ 21,221
October 2022 Received December 2022	\$ 7,174	\$ 6,003	\$ 6,094	\$ 4,595	\$ 3,002	\$ 3,093	\$ 8,583	\$ 6,003	\$ 7,385	\$ 43,615	\$ 36,021	\$ 42,311	\$ 29,939	\$ 24,014	\$ 26,593
November 2022 Received January 2023	\$ 4,950	\$ 3,752	\$ 4,351	\$ 3,298	\$ 1,876	\$ 2,815	\$ 3,728	\$ 3,752	\$ 3,225	\$ 25,801	\$ 22,513	\$ 26,598	\$ 20,805	\$ 15,009	\$ 17,196
December 2022 Received February 2023	\$ 3,647	\$ 3,252	\$ 3,497	\$ 2,885	\$ 1,626	\$ 2,084	\$ 3,284	\$ 3,252	\$ 2,667	\$ 22,705	\$ 19,511	\$ 23,509	\$ 14,915	\$ 13,008	\$ 13,106
January 2023 Received March 2023	\$ 3,726	\$ 2,752	\$ 3,387	\$ 4,324	\$ 1,376	\$ 2,373	\$ 3,310	\$ 2,752	\$ 2,529	\$ 20,847	\$ 16,510	\$ 20,555	\$ 13,449	\$ 11,006	\$ 11,652
February 2023 Received April 2023	\$ -	\$ 2,501	\$ 3,381		\$ 1,251	\$ 2,172		\$ 2,501	\$ 2,193		\$ 15,009	\$ 19,073		\$ 10,005	\$ 11,593
March 2023 Received May 2023	\$ -	\$ 3,002	\$ 4,475		\$ 1,501	\$ 2,714		\$ 3,002	\$ 2,919		\$ 18,010	\$ 19,422		\$ 12,007	\$ 13,732
April 2023 Received June 2023	\$ -	\$ 4,002	\$ 4,555		\$ 2,001	\$ 2,793		\$ 4,002	\$ 4,741		\$ 24,014	\$ 25,498		\$ 16,009	\$ 18,779
May 2023 Received July 2023 (unavailable)	\$ -	\$ 4,252	\$ 5,386		\$ 2,126	\$ 2,664		\$ 4,252	\$ 5,158		\$ 25,515	\$ 27,144		\$ 17,010	\$ 21,941
June 2023 Received August 2023 (unavailable)	\$ -	\$ 5,504	\$ 6,293		\$ 2,752	\$ 2,458		\$ 5,504	\$ 8,848		\$ 33,018	\$ 37,708		\$ 22,014	\$ 23,253
Budget Totals	\$ 37,384	\$ 50,029	\$ 58,249	\$ 25,903	\$ 25,015	\$ 32,783	\$ 41,535	\$ 50,029	\$ 61,211	\$ 219,466	\$ 300,174	\$ 342,687	\$ 153,691	\$ 200,116	\$ 228,517
	Projected	YTD	YTD vs Projected												
otal 1% Collections for 22/23	\$ 625,363	\$ 477,979	76%												
omparison of YTD Actual vs YTD Projected	133%			185%			148%			131%			137%		
omparison of YTD Actual vs Total Projected	75%			104%			83%			73%			77%		
omparison of Dec Actual vs Dec Projected	112%			177%			101%			116%			115%		
omparison of YTD Actual vs Total Actual 20/21	64%			79%			68%			64%			67%		
Share of YTD 1% Total Collections	7.8%			5.4%			8.7%			45.9%			32.2%		

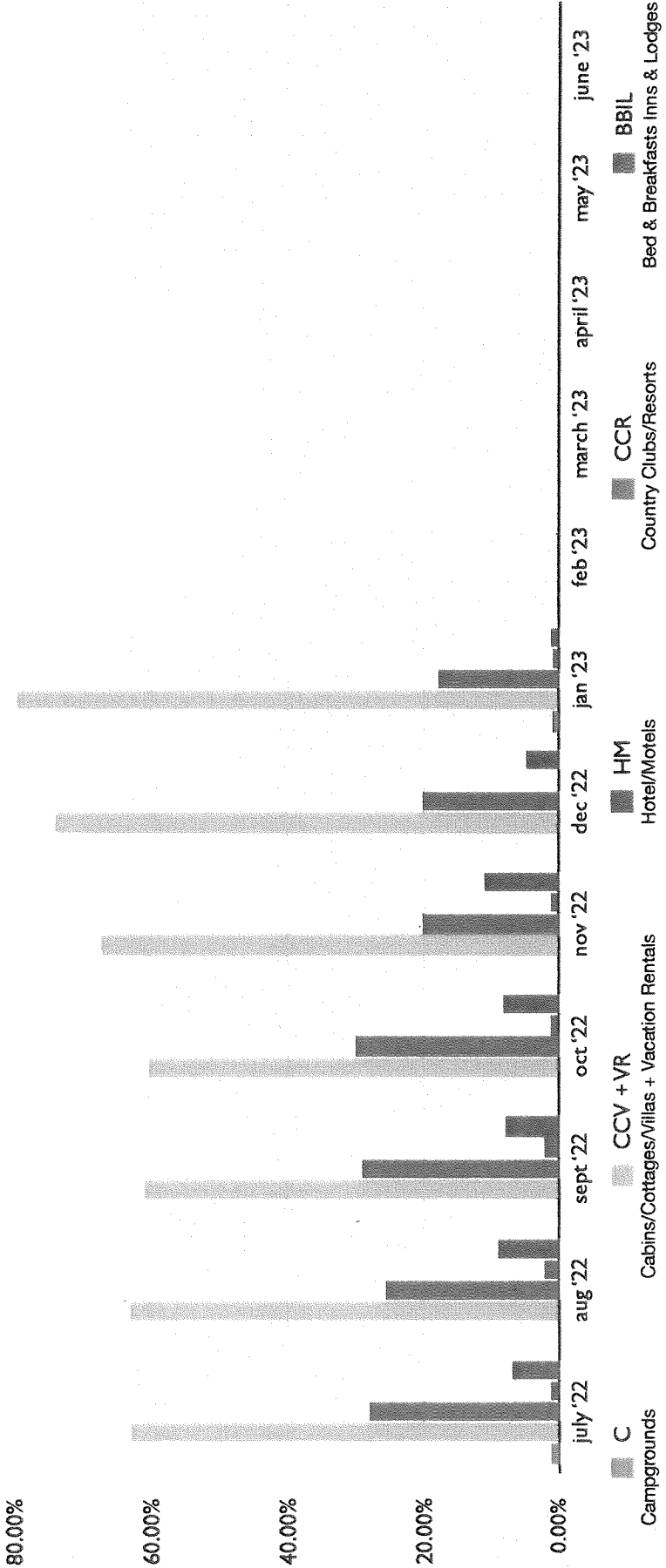
HAYWOOD COUNTY OCCUPANCY TAX
LATE TAX PAYMENT PENALTY AMOUNTS DUE
AS OF THE MONTH ENDED
JANUARY RECEIVED IN FEBRUARY 23

D #	Business Name	AMOUNT OWED TO TDA			under 90 days	over 90 days	Bal Owed
		Tax	Penalty	Appealed			
122	Big View Cabin-Owes Oct Penalty-NO RESPONSE AND NOT FILING		14.92			14.92	14.92
180	Bivens House		(5.00)			(5.00)	(5.00)
105	Bear Run Log Cabins		31.69		31.69		31.69
387	Cottonwood Properties		(6.65)		(6.65)		(6.65)
12	Cozy Creek Cottages		85.69		85.69		85.69
144	Dandy Dog Properties		5.74		5.74		5.74
37	ERJ/Cardinal Inn		(28.06)		(28.06)		(28.06)
88	Hugh House on Love Lane		3.50		3.50		3.50
12	Ivy Hill By the Creek		(188.96)			(188.96)	(188.96)
27	Life Door Vacations		20.65		20.65		20.65
28	Life Door Vacations		10.70		10.70		10.70
36	Lucky Cat (Hearth & Home) owes may penalty short on June tax & July penalty. Lien	0.60	123.38			123.98	123.98
	FILED COUPONS AND PAID JAN-JUNE 2021	2,363.18	798.02			3,161.20	3,161.20
8	Maggie Valley Club		58.05		58.05		58.05
2	Meadowlark Motel		2068.89			2,068.89	2,068.89
1	Mountain Peaks		-6.40		(6.40)		(6.40)
7	Our Place Inn		38.82			38.82	38.82
8	Rohana Hotels, LLC		291.88		291.88		291.88
13	Route 19 Inn		95.91		95.91		95.91
3	Rudra		207.84		207.84		207.84
18	The Kilgore House	3.90			3.90		3.90
TOTAL		2,367.68	3,620.61	0.00	774.44	5,213.85	5,988.29

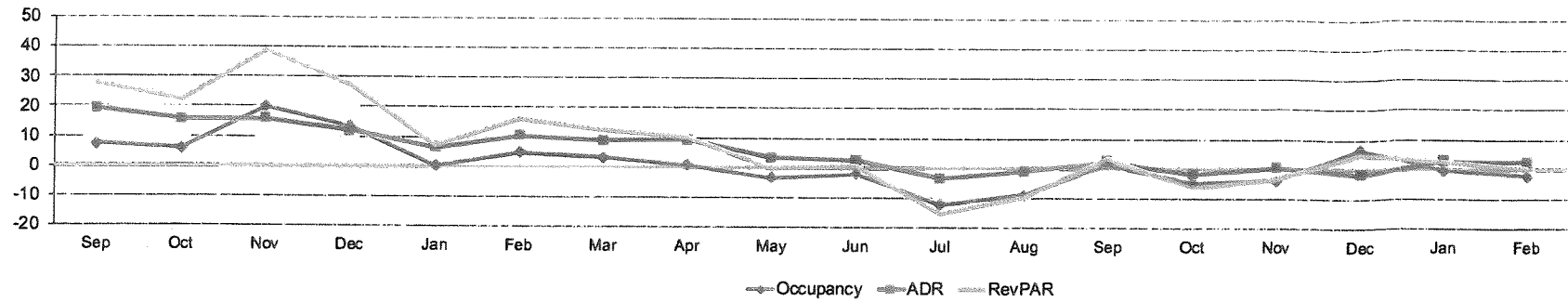
22/23OCCUPANCY TAX BY CATEGORY

OCCUPANCY TAX JULY 2022 - JUNE 2023													
TYPE	JULY '22	AUG '22	SEPT '22	OCT '22	NOV '22	DEC '22	JAN '23	FEB '23	MARCH '23	APRIL '23	MAY '23	JUNE '23	
C	1.00%	0.05%	0.00%	0.20%	0.05%	0.03%	0.80%						
CCV + VR	63.00%	63.00%	61.00%	60.40%	67.50%	74.10%	79.90%						
HM	28.00%	25.50%	29.00%	30.00%	20.00%	20.10%	17.80%						
CCR	1.00%	2.00%	2.00%	1.10%	1.00%	0.07%	0.60%						
BBIL	7.00%	9.00%	8.00%	8.30%	11.00%	4.80%	0.90%						

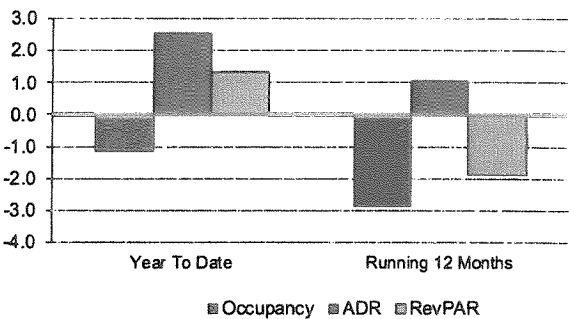
OCCUPANCY TAX BY ACCOMMODATION CATEGORY



Monthly Percent Change



Overall Percent Change



Occupancy (%)	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	This Year	54.6	66.4	49.8	40.6	33.6	39.1	43.8	53.5	51.3	59.1	57.9	52.4	55.3	63.5	47.9	43.4	33.5	38.4	35.3	36.2	35.8	39.9	51.9
Last Year	50.8	62.6	41.5	35.8	33.5	37.3	42.4	53.1	53.0	60.2	66.0	57.5	54.6	66.4	49.8	40.6	33.6	39.1	33.5	35.3	36.2	55.0	39.9	51.9
Percent Change	7.4	6.1	19.9	13.6	0.5	5.0	3.3	0.8	-3.2	-1.8	-12.3	-8.8	1.4	-4.5	-3.8	6.7	-0.3	-2.0	5.3	2.8	-1.2	-27.4	29.9	-2.9

ADR	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	This Year	104.79	122.58	99.87	91.46	81.83	84.15	84.66	98.12	97.72	104.33	107.22	98.06	107.19	120.24	100.42	89.76	84.07	86.15	76.55	83.02	85.13	84.59	99.12
Last Year	87.90	106.15	86.20	81.65	76.94	76.17	77.86	89.74	94.56	101.88	110.99	99.09	104.79	122.58	99.87	91.46	81.83	84.15	80.67	76.55	83.02	98.53	84.59	99.12
Percent Change	19.2	15.5	15.9	12.0	6.4	10.5	8.7	9.3	3.3	2.4	-3.4	-1.0	2.3	-1.9	0.5	-1.9	2.7	2.4	-5.1	8.4	2.5	-14.2	17.2	1.1

RevPAR	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	This Year	57.17	81.44	49.68	37.17	27.53	32.92	37.11	52.50	50.13	61.70	62.04	51.40	59.28	76.33	48.06	38.91	28.19	33.04	27.00	30.09	30.49	33.77	51.42
Last Year	44.66	66.49	35.75	29.22	25.75	28.38	33.04	47.64	50.09	61.35	73.22	56.96	57.17	81.44	49.68	37.17	27.53	32.92	27.03	27.00	30.09	54.17	33.77	51.42
Percent Change	28.0	22.5	39.0	27.2	6.9	16.0	12.3	10.2	0.1	0.6	-15.3	-9.8	3.7	-6.3	-3.3	4.7	2.4	0.4	-0.1	11.4	1.3	-37.7	52.2	-1.9

Supply	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	This Year	53,310	55,087	50,130	50,406	48,422	43,736	50,282	50,730	53,847	52,110	53,847	53,847	52,110	53,847	48,930	49,166	48,422	43,736	95,757	92,158	92,158	633,058	625,676
Last Year	54,150	55,955	50,970	51,057	50,313	45,444	52,173	52,560	55,738	53,940	55,087	55,087	53,310	55,087	50,130	50,406	48,422	43,736	51,584	95,757	92,158	616,132	633,058	625,676
Percent Change	-1.6	-1.6	-1.6	-1.3	-3.8	-3.8	-3.6	-3.5	-3.4	-3.4	-2.3	-2.3	-2.3	-2.3	-2.4	-2.5	0.0	0.0	85.6	-3.8	0.0	2.7	-1.2	-2.4

Demand	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	This Year	29,084	36,601	24,940	20,486	16,291	17,111	22,040	27,145	27,624	30,819	31,157	28,224	28,819	34,184	23,417	21,315	16,238	16,773	33,775	33,402	33,011	252,779	324,563
Last Year	27,510	35,047	21,141	18,273	16,842	16,933	22,137	27,900	29,529	32,481	36,340	31,663	29,084	36,601	24,940	20,486	16,291	17,111	17,284	33,775	33,402	338,758	252,779	324,563
Percent Change	5.7	4.4	18.0	12.1	-3.3	1.1	-0.4	-2.7	-6.5	-5.1	-14.3	-10.9	-0.9	-6.6	-6.1	4.0	-0.3	-2.0	95.4	-1.1	-1.2	-25.4	28.4	-5.2

Revenue	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	This Year	3,047,683	4,486,373	2,490,685	1,873,610	1,333,122	1,439,852	1,865,817	2,663,560	2,699,326	3,215,264	3,340,734	2,767,662	3,089,130	4,110,393	2,351,434	1,913,180	1,365,127	1,445,055	2,585,592	2,772,974	2,810,182	21,381,402	32,171,423
Last Year	2,418,187	3,720,272	1,822,250	1,491,914	1,295,789	1,289,803	1,723,685	2,503,874	2,792,123	3,309,316	4,033,549	3,137,550	3,047,683	4,486,373	2,490,685	1,873,610	1,333,122	1,439,852	1,394,276	2,585,592	2,772,974	33,378,687	21,381,402	32,171,423
Percent Change	26.0	20.6	36.7	25.6	2.9	11.6	8.2	6.4	-3.3	-2.8	-17.2	-11.8	1.4	-8.4	-5.6	2.1	2.4	0.4	85.4	7.2	1.3	-35.9	50.5	-4.2

Census %	2021				2022												2023		Year To Date			Running 12 Months		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	2021	2022	2023	2021	2022	2023
	Census Props	49	49	45	43	41	41	43	46	48	48	48	48	48	44	42	41	41						
Census Rooms	1777	1777	1671	1626	1562	1562	1622	1691	1737	1737	1737	1737	1737	1737	1631	1586	1562	1562						
Rooms Participants	33.4	33.4	35.5	36.5	38.0	38.0	36.6	35.1	34.2	34.2	34.2	34.2	34.2	34.2	36.4	37.5	38.0	38.0						

Low indicates insufficient data.

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Combined Report

Data pulled up to Feb-23

AirDNA
1507 Blake Street
Denver, CO 80202
+1 (720) 372-2318
hello@airdna.co

Feb-22 Mar-22 Apr-22 May-22 Jun-22 Jul-22 Aug-22 Sep-22 Oct-22 Nov-22 Dec-22 Jan-23 Feb-23

140389 - Haywood County

Total Available Listings

Entire Place	1,250	1,358	1,469	1,593	1,634	1,597	1,592	1,668	1,716	1,715	1,664	1,584	1,523
Private Room	66	68	76	79	80	71	70	77	81	83	73	74	72
Shared Room	1	1	1	1	1	1	1	1	1	1	1	1	1

Booked Listings

Entire Place	1,127	1,125	1,231	1,405	1,485	1,510	1,465	1,573	1,673	1,635	1,567	1,377	1,265
Private Room	54	59	64	65	69	66	64	69	76	75	67	64	53
Shared Room	0	1	0	0	0	0	0	0	0	0	0	0	0

Room Nights - Entire Place

Total Available	76,241	81,811	85,659	99,425	100,549	102,310	100,346	105,283	114,750	113,403	110,863	99,880	86,227
Booked	34,495	41,568	44,503	48,163	62,489	72,716	59,411	59,383	82,457	66,354	65,821	45,083	40,178

Room Nights - Hotel Comparison

Total Available	5,116	5,760	5,844	7,036	7,189	7,254	7,543	8,032	8,434	8,136	7,747	6,472	5,678
Booked	2,325	2,944	3,262	3,700	4,340	4,701	4,110	4,335	5,887	4,260	4,141	2,556	2,558

Listing Nights - Entire Place

Available	29,128	31,476	33,167	38,963	39,354	39,712	39,045	41,184	44,747	43,986	43,137	37,664	32,578
Booked	13,085	15,970	17,346	19,117	24,300	27,833	22,849	23,012	32,234	25,306	24,896	16,491	14,991

Occupancy

Entire Place	44.9%	50.7%	52.3%	49.1%	61.7%	70.1%	58.5%	55.9%	72.0%	57.5%	57.7%	43.8%	46.0%
Hotel Comparable	45.4%	51.1%	55.8%	52.6%	60.4%	64.8%	54.5%	54.0%	69.8%	52.4%	53.5%	39.5%	45.1%

ADR

Entire Place	\$236.76	\$232.12	\$233.52	\$228.60	\$236.18	\$243.65	\$237.62	\$239.40	\$242.06	\$244.29	\$248.64	\$245.57	\$241.13
Hotel Comparable	\$138.19	\$134.35	\$135.55	\$129.25	\$133.74	\$138.32	\$138.14	\$142.02	\$150.21	\$148.30	\$148.06	\$141.56	\$141.24

RevPAR

Entire Place	\$106.36	\$117.77	\$122.13	\$112.16	\$145.83	\$170.77	\$139.05	\$133.77	\$174.37	\$140.55	\$143.50	\$107.52	\$110.96
Hotel Comparable	\$62.80	\$68.67	\$75.66	\$67.97	\$80.74	\$89.64	\$75.27	\$76.65	\$104.85	\$77.65	\$79.14	\$55.91	\$63.63