

Underwood Dills & Associates

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Accountant's Compilation Report

Haywood County TDA
91 N Lakeshore Drive
Lake Junaluska, NC 28745

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 August 31, 2024, and the related changes in net position budget vs actual for the one month and two 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.

The supplementary information contained in the Allocation of 1% Bank Balance schedules on pages 6-10 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was not subject to our compilation engagement. We do not express an opinion, a conclusion, nor provide any assurance on such information.

We are not independent with respect to Haywood County TDA.

Underwood, Dills & Associates, P.C.

Underwood Dills & Associates PC
Waynesville, NC
September 17, 2024

Haywood County Tourism Development Authority
Statement of Net Position
August 31, 2024

ASSETS

Current Assets

Checking/Savings

100001 · 1% Cash in Bank - 1st Citizens	258,697.16
100002 · 3% Cash in Bank - 1st Citizens	212,335.30
111501 · NCCMT - 9152 3% General Investment	2,562,130.78
111503 · NCCMT - 9863 1% General Investment	886,122.58

Total Checking/Savings

3,919,285.82

Other Current Assets

119000 · Petty Cash - TDA	100.00
119001 · Petty Cash - VC	100.00
130001 · Prepaid Expense	9,384.00
FSA Paid in Advance	241.94

Total Other Current Assets

9,825.94

Total Current Assets

3,929,111.76

Noncurrent Assets

Fixed Assets

140000 · Improvements	7,418.00
140001 · Equipment and Furniture	30,029.77
140002 · Vehicle	25,903.04
150000 · Accumulated Depreciation	(38,090.00)

Total Fixed Assets

25,260.81

160000 · Right to Used Leased Asset

12,483.00

Total Noncurrent Assets

37,743.81

TOTAL ASSETS

3,966,855.57

DEFERRED OUTFLOWS OF RESOURCES

180000 · Current Year Pension Plan Contributions	43,067.00
170000 · Pension Deferral	125,817.00
TOTAL DEFERRED OUTFLOWS OF RESOURCES	168,884.00

Haywood County Tourism Development Authority
Statement of Net Position
August 31, 2024

LIABILITIES & NET POSITION

Liabilities

Current Liabilities

Empower 401K Payable	1,903.86
231700 · Payroll Liabilities	
Federal Taxes (941/944)	3,035.00
NC Income Tax	1,284.00
NC Pension Payable	<u>6,647.41</u>
Total 231700 · Payroll Liabilities	10,966.41
231800 · Sales Tax Payable	66.98
Other Current Liabilities	
233000 · Lease Liability-Current Portion	<u>5,323.00</u>
Total Current Liabilities	<u>18,260.25</u>
Noncurrent Liabilities	
240000 · Lease Liability Noncurrent Portion	7,422.00
250000 · Net Pension Liability	<u>246,530.00</u>
Total Noncurrent Liabilities	<u>253,952.00</u>
TOTAL LIABILITIES	272,212.25

DEFERRED INFLOWS OF RESOURCES

260000 · Pension Deferrals	3,821.00
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NET POSITION

Net Position as of July 1	4,201,885.49
Change in Net Position	<u>(342,179.17)</u>
TOTAL NET POSITION	3,859,706.32

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual

	August 2024	July 2024- June 2025	YTD Budget	% of Budget
Ordinary Income/Expense				
Income				
Occupancy Tax Revenue				
427011 · Net from Haywood County (3%)	0.00	0.00	2,294,250.00	0.0%
427012 · 1% Occ Tax - 28716 (Canton)	0.00	0.00	53,532.00	0.0%
427013 · 1% Occ Tax - 28721 (Clyde)	0.00	0.00	45,885.00	0.0%
427014 · 1% Occ Tax - 28745 (LJ)	0.00	0.00	61,180.00	0.0%
427015 · 1% Occ Tax - 28751 (MV)	0.00	0.00	344,138.00	0.0%
427016 · 1% Occ Tax - 28785/28786 (WV)	0.00	0.00	260,015.00	0.0%
427017 · Admin Fee	0.00	0.00	41,000.00	0.0%
Total Occupancy Tax Revenue	0.00	0.00	3,100,000.00	0.0%
449201 · Merchandise Sales	2,201.61	4,879.87	30,000.00	16.27%
449810 · Visitor Guide Ad Sales	7,260.00	18,325.00	40,000.00	45.81%
450100 · NC Smokies Ice Festival Weekend	0.00	4,600.00	30,000.00	15.33%
483491 · Interest Earnings 3%	11,311.01	22,580.29	50,000.00	45.16%
483492 · Interest Earnings 1%	3,911.95	7,809.47	17,500.00	44.63%
483831 · Occupancy Tax Penalties 3%	0.00	0.00	2,000.00	0.0%
483832 · Occupancy Tax Penalties 1%	0.00	0.00	500.00	0.0%
Fund Balance Appropriation				
427112 · App of Fd Bal - 28716 (Canton)	0.00	0.00	0.00	0.0%
427113 · App of Fd Bal - 28721 (Clyde)	0.00	0.00	0.00	0.0%
427114 · App of Fd Bal - 28745 (LJ)	0.00	0.00	0.00	0.0%
427115 · App of Fd Bal - 28751 (MV)	0.00	0.00	0.00	0.0%
427116 · App of Fd Bal - 28785/86 (WV)	0.00	0.00	0.00	0.0%
499990 · Fund Balance TDA	0.00	0.00	160,950.00	0.0%
499995 · Fund Balance OTPF	0.00	0.00	150,000.00	0.0%
Total Fund Balance Appropriation	0.00	0.00	310,950.00	0.0%
Total Income	24,684.57	58,194.63	3,580,950.00	1.63%
Expense				
1 % Expenses				
1% Marketing/Adv/Promo				
549910 · Promotion - 28716 (Canton)	0.00	0.00	35,331.12	0.0%
549912 · Promotion - 28721 (Clyde)	0.00	0.00	30,284.10	0.0%
549914 · Promotion - 28745 (LJ)	0.00	0.00	40,378.80	0.0%
549916 · Promotion - 28751 (MV)	5,471.93	39,562.35	227,131.08	17.42%
549918 · Promotion - 28785/86 (WV)	3,088.60	7,311.86	161,609.90	4.52%
Total 1% Marketing/Adv/Promo	8,560.53	46,874.21	494,735.00	9.47%

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual

	August 2024	July 2024- June 2025	YTD Budget	% of Budget
1% Tourism Related				
549911 · Tourism - 28716 (Canton)	0.00	0.00	18,200.88	0.0%
549913 · Tourism - 28721 (Clyde)	0.00	0.00	15,600.90	0.0%
549915 · Tourism - 28745 (LJ)	0.00	0.00	20,801.20	0.0%
549917 · Tourism - 28751 (MV)	0.00	0.00	117,006.92	0.0%
549919 · Tourism - 28785/86 (WV)	0.00	0.00	88,405.10	0.0%
Total 1% Tourism Related	0.00	0.00	260,015.00	0.0%
Total 1% Expenses	8,560.53	46,874.21	754,750.00	6.21%
Wages and Benefits				
512101 · Salaries	40,924.43	53,627.31	420,000.00	12.77%
512232 · Temporary Labor	0.00	0.00	500.00	0.0%
518601 · Worker's Comp	0.00	0.00	1,500.00	0.0%
512220 · FICA Taxes	3,122.29	4,090.65	34,000.00	12.03%
518301 · Health Insurance	2,001.61	4,108.28	42,000.00	9.78%
512110 · NC State Retirement	4,612.48	6,166.04	47,000.00	13.12%
Total Wages and Benefits	50,660.81	67,992.28	545,000.00	12.48%
Administration & Operations				
500000 · Admin Fee	0.00	0.00	41,000.00	0.0%
549902 · Bank Fees 3%	161.73	375.44	2,400.00	15.64%
549904 · Bank Fees 1%	30.00	30.00	600.00	5.0%
517001 · Board Member Meetings/Events	0.00	0.00	1,500.00	0.0%
543201 · Equipment Lease	820.49	1,340.66	7,500.00	17.88%
543202 · Hospitality, Gifts & Meals	112.69	144.73	2,000.00	7.24%
545101 · Insurance-Liability	2,842.00	2,842.00	10,000.00	28.42%
526001 · Office/Visitor Center Supplies	79.53	117.11	3,500.00	3.35%
529901 · NonExpendable Office Supplies	139.31	1,674.31	2,500.00	66.97%
532201 · Postage-Office	0.00	0.00	300.00	0.0%
519201 · Prof Svcs-Accounting & Audit	0.00	0.00	16,500.00	0.0%
519202 · Professional Services- Legal	0.00	0.00	2,500.00	0.0%
519300 · Professional Svcs-Managed IT	3,202.85	3,509.66	12,500.00	28.08%
549903 · Property Tax	0.00	0.00	150.00	0.0%
527001 · Purchases/Resale	3,412.00	7,675.25	25,000.00	30.7%
541301 · Rent	8,820.00	8,820.00	53,025.00	16.63%
535201 · Repair & Maintenance-Equipment	0.00	0.00	500.00	0.0%
535202 · Repair & Maintenance-Vehicle	0.00	0.00	1,500.00	0.0%

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual

	August 2024	July 2024- June 2025	YTD Budget	% of Budget
537401 · Staff Development and Education	1,587.65	3,683.58	22,000.00	16.74%
531202 · Travel Expense	51.97	51.97	4,500.00	1.16%
532101 · Telephone, Comm, and Internet	257.25	257.25	8,500.00	3.03%
570102 · Utilities	0.00	0.00	100.00	0.0%
532200 · Vehicle Expense	5.34	5.34	3,100.00	0.17%
599101 · Contingency	0.00	0.00	60,525.00	0.0%
Total Administration and Operations	21,522.81	30,527.30	281,700.00	10.84%
 Capital Outlay				
551004 · Office Furniture/Equipment	3,315.93	3,315.93	5,000.00	66.32%
551007 · Other Capital	0.00	0.00	2,500.00	0.0%
Total Capital Outlay	3,315.93	3,315.93	7,500.00	44.21%
 Marketing & Sales				
537101 · Advertising & Marketing	48,808.24	106,533.58	985,000.00	10.82%
537750 · Web Technology	0.00	5,000.00	15,000.00	33.33%
537775 · Media Relations & Influencers	90.04	90.04	20,000.00	0.45%
537301 · Visitor Guides	10,039.00	46,196.00	50,000.00	92.39%
534901 · Collateral and Other Printing	0.00	0.00	12,000.00	0.0%
534925 · Promotional Items	0.00	0.00	10,000.00	0.0%
535000 · Postage & Fulfillment	4,103.05	4,103.05	20,000.00	20.52%
549101 · Dues & Subscriptions	0.00	1,425.00	16,000.00	8.91%
537803 · Trade Shows and Travel	0.00	0.00	10,000.00	0.0%
537900 · Research	49,035.99	88,316.41	120,000.00	73.6%
537925 · Community Relations	0.00	0.00	4,000.00	0.0%
538100 · NC Smokies Ice Festival	0.00	0.00	30,000.00	0.0%
Total Marketing & Sales	112,076.32	251,664.08	1,292,000.00	19.48%
 Product Development				
537502 · Wayfinding Signage	0.00	0.00	100,000.00	0.0%
537501 · Product Development - Other	0.00	0.00	450,000.00	0.0%
568104 · OTPF	0.00	0.00	150,000.00	0.0%
Total Product Development	0.00	0.00	700,000.00	0.0%
Total Expense	196,136.40	400,373.80	3,580,950.00	11.18%
 Change in Net Position	(171,451.83)	(342,179.17)	0.00	0.0%

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
August 31, 2024

Town of Canton	Tourism			Promo			<u>Total Balance</u>
	<u>Activity</u>	<u>Balance</u>		<u>Activity</u>	<u>Balance</u>		
Beginning Balance June 30, 2024	\$	-	\$ 45,505.66	\$	-	\$ 5,850.11	\$ 51,355.77

Haywood County Tourism Development Authority

Allocation of 1% Bank Balance

August 31, 2024

Town of Clyde

	Tourism		Promo		
	<u>Activity</u>	<u>Balance</u>	<u>Activity</u>	<u>Balance</u>	<u>Total Balance</u>
Beginning Balance June 30, 2024	\$ -	\$ 4,529.02	\$ -	\$ 76,432.49	\$ 80,961.51

Haywood County Tourism Development Authority

Allocation of 1% Bank Balance

August 31, 2024

Town of Lake Junaluska

	Tourism		Promo		
	<u>Activity</u>	<u>Balance</u>	<u>Activity</u>	<u>Balance</u>	<u>Total Balance</u>
Beginning Balance June 30, 2024	\$ -	\$ 49,854.81	\$ -	\$ 2,029.29	\$ 51,884.10

Haywood County Tourism Development Authority

Allocation of 1% Bank Balance

August 31, 2024

Town of Maggie Valley

	Tourism		Promo		
	<u>Activity</u>	<u>Balance</u>	<u>Activity</u>	<u>Balance</u>	<u>Total Balance</u>
Beginning Balance June 30, 2024	\$ -	\$ 225,765.58	\$ -	\$ 231,205.49	\$ 456,971.07
July Billboard	\$ -	\$ 225,765.58	\$ (1,437.00)	\$ 229,768.49	\$ 455,534.07
Crawford Strategy June 2024	\$ -	\$ 225,765.58	\$ (5,703.42)	\$ 224,065.07	\$ 449,830.65
Ice Mill 50% Deposit	\$ -	\$ 225,765.58	\$ (26,950.00)	\$ 197,115.07	\$ 422,880.65
August Billboard	\$ -	\$ 225,765.58	\$ (1,023.00)	\$ 196,092.07	\$ 421,857.65
Crawford Strategy July 2024	\$ -	\$ 225,765.58	\$ (4,448.93)	\$ 191,643.14	\$ 417,408.72

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
August 31, 2024

Town of Waynesville

	Tourism			Promo			Total Balance
	<u>Activity</u>	<u>Balance</u>		<u>Activity</u>	<u>Balance</u>		
Beginning Balance June 30, 2024	\$ -	\$ 241,597.20		\$ -	\$ 137,472.82		\$ 379,070.02
Crawford Strategy June 2024	\$ -	\$ 241,597.20		\$ (4,223.26)	\$ 133,249.56		\$ 374,846.76
Crawford Strategy July 2024	\$ -	\$ 241,597.20		\$ (3,088.60)	\$ 130,160.96		\$ 371,758.16