

ROOM OCCUPANCY TAX COLLECTIONS

Collection Month	2001-2002	2002-2003	2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011
July	123,528.07	185,445.92	161,199.13	250,829.77	336,070.28	336,637.07	301,445.30	363,159.95	339,026.98	438,741.88
August	116,205.32	173,608.50	183,273.37	264,946.98	291,830.93	343,854.13	361,589.42	389,633.14	360,567.02	419,571.62
September	102,327.61	170,013.09	196,253.36	241,424.10	279,553.10	294,830.17	364,407.95	399,143.57	365,658.87	459,343.97
October	94,138.74	126,950.28	144,123.92	205,933.32	209,014.26	271,513.31	280,762.70	347,957.44	296,785.70	333,249.36
November	97,480.32	146,553.77	164,166.44	231,621.30	244,928.12	284,387.70	334,960.83	345,170.11	276,320.71	489,368.28
December	107,051.87	141,546.37	161,908.75	214,983.43	238,029.20	291,909.40	309,883.08	381,967.05	435,453.03	379,815.62
January	89,682.53	126,752.50	137,624.62	155,718.64	207,631.83	213,376.10	257,492.25	288,017.15	268,640.84	288,429.36
February	99,904.27	133,421.20	193,013.38	227,222.41	242,478.41	277,993.69	334,605.74	333,629.52	343,152.77	331,584.11
March	109,582.31	157,987.52	211,597.95	256,514.12	274,852.51	268,641.52	358,988.83	400,326.58	367,475.03	498,306.80
April	163,907.23	172,639.78	264,226.73	306,358.58	286,347.17	347,154.06	492,237.11	336,489.95	437,336.88	483,269.03
May	168,042.47	176,066.82	254,647.12	268,177.84	324,472.01	348,309.67	394,595.10	368,992.57	393,986.98	465,979.75
June	156,580.28	169,240.02	249,107.34	271,633.15	328,233.54	325,386.11	386,760.33	310,267.96	372,652.89	456,086.59
Totals	1,428,431.02	1,880,225.77	2,321,142.11	2,895,363.64	3,263,441.36	3,603,992.93	4,177,728.64	4,264,754.99	4,257,057.70	5,043,746.37

Collection Month	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020-2021
July	452,412.78	624,476.43	427,020.30	518,865.05	505,350.40	492,196.17	576,022.66	566,571.83	616,007.39	432,092.41
August	465,383.36	439,494.51	414,776.56	527,058.29	534,264.16	533,898.37	550,605.02	598,512.32	612,953.38	498,933.93
September	466,681.51	482,850.23	471,180.83	523,095.44	516,935.54	514,505.96	541,513.38	575,608.96	597,417.65	516,299.60
October	394,789.27	418,322.30	356,451.38	407,271.39	435,374.91	464,514.13	531,233.18	705,399.23	553,224.46	531,257.25
November	401,853.68	386,482.23	374,983.95	455,358.89	469,961.70	659,624.68	494,055.36	732,570.21	547,245.19	545,620.99
December	405,611.47	395,337.12	400,740.02	423,483.46	395,669.19	591,618.98	440,999.52	562,947.21	369,027.53	531,370.22
January	330,666.46	341,070.02	365,101.42	392,873.44	378,797.23	473,784.04	384,417.65	449,227.19	639,389.11	413,858.23
February	386,879.53	339,719.32	394,994.84	448,133.93	415,211.71	485,476.58	448,570.60	516,052.05	494,474.69	
March	424,671.87	488,798.46	420,981.03	427,874.35	445,572.85	435,869.86	456,201.31	562,868.63	548,279.14	
April	486,917.52	449,316.86	477,590.01	497,083.53	524,947.03	558,849.05	608,128.64	674,723.67	414,043.70	
May	433,886.59	414,154.62	579,994.21	478,516.58	554,097.74	538,682.01	567,287.11	635,921.08	230,521.41	
June	409,425.98	433,857.67	441,628.81	533,301.36	463,313.26	504,653.66	545,946.50	664,959.83	385,862.00	
Totals	5,059,180.02	5,213,879.77	5,125,443.36	5,632,915.71	5,639,495.72	6,253,673.49	6,144,980.93	7,245,362.21	6,008,445.65	3,469,432.63

Room Occupancy tax rate increased March 1, 2002 from 3% to 4%. Collection of taxes @ new rate were received during the month of April 2002.

Room Occupancy tax rate increased January 1, 2004 from 4% to 5%. Collection of taxes @ new rate were received during the month of February 2004.

Room Occupancy tax rate increased January 1, 2005 from 5% to 6%. Collection of taxes @ new rate were received during the month of February 2005.

****County offices were closed due to Hurricane Florence from 12:00 pm 9/12/18 until 9/19/18**

*****County Courthouse was closed to the public beginning 3/20/2020 due to COVID-19**

***DUE TO NEW SOFTWARE SYSTEM ALL ROOM OCCUPANCY MONIES RECEIVED IN December WERE NOT DEPOSITED IN DECEMBER 2019**

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2020 - 2021

FY 2020 - 2021	Business I-95 Tax Paid by Reporting Properties	I-95 Tax Paid by Reporting Properties	Mall Tax Paid by Reporting Properties	Spring Lake Tax Paid by Reporting Properties	Misc Fayetteville Tax Paid by Reporting Properties	Misc Ft Bragg Tax Paid by Reporting Properties	TOTAL COLLECTIONS
July	\$2,473.10	\$44,936.27	\$118,975.75	\$28,599.09	\$31,335.31	\$22,533.59	\$248,853.11
Aug	\$2,584.81	\$39,256.89	\$127,349.06	\$38,933.83	\$30,567.95	\$28,105.74	\$266,798.28
Sept	\$2,837.06	\$47,291.40	\$150,802.26	\$41,564.09	\$29,838.24	\$20,777.71	\$293,110.76
Oct	\$1,814.95	\$50,751.68	\$154,572.06	\$48,885.67	\$33,445.79	\$23,071.84	\$312,541.99
Nov	\$1,406.04	\$47,236.14	\$156,855.73	\$50,732.95	\$26,359.97	\$0.00	\$282,590.83
Dec	\$2,494.68	\$48,846.88	\$130,673.05	\$30,735.92	\$28,839.43	\$13,387.08	\$254,977.04
Jan	\$2,796.27	\$40,124.49	\$107,543.71	\$22,985.50	\$23,899.97	\$10,143.01	\$207,492.95
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$16,406.91	\$318,443.75	\$946,771.62	\$262,437.05	\$204,286.66	\$118,018.97	\$1,866,364.96

FY 2020 - 2021	Business I-95 Tax Paid by Non- Reporting Properties***	I-95 Tax Paid by Non- Reporting Properties***	Mall Tax Paid by Non- Reporting Properties***	Spring Lake Tax Paid by Non- Reporting Properties***	Misc Fayetteville Tax Paid by Non- Reporting Properties***	Misc Ft Bragg Tax Paid by Non- Reporting Properties***	TOTAL COLLECTIONS
July	\$16,782.64	\$40,007.57	\$70,782.48	\$1,674.19	\$51,609.17	\$2,383.25	\$183,239.30
Aug	\$17,216.17	\$59,308.81	\$90,048.68	\$1,736.75	\$56,631.28	\$3,741.57	\$228,683.26
Sept	\$17,248.76	\$55,092.45	\$92,793.27	\$1,634.69	\$52,661.89	\$3,757.78	\$223,188.84
Oct	\$16,721.66	\$47,098.86	\$92,959.29	\$51.12	\$57,986.63	\$3,897.70	\$218,715.26
Nov	\$17,198.86	\$60,189.10	\$105,545.10	\$2,559.07	\$75,001.26	\$2,536.77	\$263,030.16
Dec	\$18,687.64	\$78,669.94	\$87,761.96	\$915.30	\$63,696.65	\$26,661.69	\$276,393.18
Jan	\$12,086.27	\$56,811.41	\$63,670.81	\$636.10	\$71,546.03	\$1,614.66	\$206,365.28
Feb							\$0.00
Mar							\$0.00
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$115,942.00	\$397,178.14	\$603,561.59	\$9,207.22	\$429,132.91	\$44,593.42	\$1,599,615.28

Net Occupancy*	\$3,386,660.64
1.5% CCCC	\$846,665.16
2.75% CVB	\$1,552,219.46
1.5% Arts Center	\$846,665.16
.25% Discret	\$141,110.86

* Net Occupancy - Occupancy Tax after collection fees deducted.

***Properties that do not provide Room Nights Sold info to the Tax Office or have less than 20 rooms available for lodging defines "Tax Paid by Non-Reporting Properties"

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2020 - 2021

This report is using "Gross Receipts Sales prior to Exemptions and/or 90 day sales being subtracted"

Collection Month	Business I-95 Sales Reported	I-95 Sales Reported	Mall Sales Reported	Spring Lake Sales Reported	Misc Fayetteville Sales Reported	Misc Ft Bragg Sales Reported	Total Sales Reported
Jul-20	\$47,218.42	\$755,116.70	\$2,315,100.41	\$475,749.43	\$603,873.94	\$470,499.85	\$4,667,558.75
Aug-20	\$49,080.22	\$673,434.88	\$2,363,079.12	\$648,897.02	\$624,189.38	\$564,082.00	\$4,922,762.62
Sep-20	\$53,284.33	\$811,797.84	\$2,905,526.36	\$691,742.73	\$630,533.59	\$592,175.51	\$5,685,060.36
Oct-20	\$44,305.19	\$845,861.43	\$2,967,752.05	\$814,761.34	\$862,668.00	\$581,316.73	\$6,116,664.74
Nov-20	\$35,827.63	\$787,269.06	\$2,977,453.83	\$845,549.34	\$470,148.39	\$0.00	\$5,116,248.25
Dec-20	\$54,743.92	\$814,114.60	\$2,636,873.56	\$512,265.43	\$594,637.17	\$372,230.04	\$4,984,864.72
Jan-21	\$64,937.95	\$716,444.85	\$2,217,702.20	\$383,091.48	\$484,734.20	\$226,795.10	\$4,093,705.78
Feb-21							\$0.00
Mar-21							\$0.00
Apr-21							\$0.00
May-21							\$0.00
Jun-21							\$0.00
Totals	\$349,397.66	\$5,404,039.36	\$18,383,487.53	\$4,372,056.77	\$4,270,784.67	\$2,807,099.23	\$35,586,865.22

Collection Month	Business I-95 Rooms Available	I-95 Rooms Available	Mall Rooms Available	Spring Lake Rooms Available	Misc Fayetteville Rooms Available	Misc Ft Bragg Rooms Available	Total Rooms Available
Jul-20	2880	22320	48360	13740	18060	9240	114600
Aug-20	2976	16926	49972	14198	18662	9548	112282
Sep-20	2976	16926	49972	14198	18662	9548	112282
Oct-20	2880	22320	48360	15600	16920	9240	115320
Nov-20	1550	14942	42470	10943	10912	0	80817
Dec-20	2880	20070	48360	10590	16920	9240	108060
Jan-21	2976	15128	49972	10943	16399	9548	104966
Feb-21							0
Mar-21							0
Apr-21							0
May-21							0
Jun-21							0
Totals	19118	128632	337466	90212	116535	56364	748327

Collection Month	Business I-95 Room Nights Sold	I-95 Room Nights Sold	Mall Room Nights Sold	Spring Lake Room Nights Sold	Misc Fayetteville Room Nights Sold	Misc Ft Bragg Room Nights Sold	TOTAL Room Nights Sold
Jul-20	1054	8279	27634	4935	9862	5705	57469
Aug-20	1037	7701	28474	6776	10946	6815	61749
Sep-20	1167	8590	33697	7317	10746	7108	68625
Oct-20	1129	8484	33178	8475	11125	6962	69353
Nov-20	895	8006	31536	8705	6729	0	55871
Dec-20	1221	8250	30584	5171	10145	3550	58921
Jan-21	1371	8163	26747	4363	8113	2696	51453
Feb-21							0
Mar-21							0
Apr-21							0
May-21							0
Jun-21							0
Totals	7874	57473	211850	45742	67666	32836	423441

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2020 - 2021

Collection Month	Business I-95 # of Reporting Properties	I-95 # of Reporting Properties	Mall # of Reporting Properties	Spring Lake # of Reporting Properties	Misc Fayetteville # of Reporting Properties	Misc Ft Bragg # of Reporting Properties	Total # of Reporting Properties
Jul-20	3 of 11	6 of 19	14 of 23	4 of 6	7 of 11	2 of 3	36 of 73
Aug-20	3 of 11	5 of 19	13 of 23	4 of 6	8 of 11	2 of 3	35 of 73
Sep-20	3 of 11	5 of 19	14 of 23	4 of 6	8 of 11	2 of 3	36 of 73
Oct-20	2 of 11	5 of 19	14 of 23	4 of 6	8 of 11	2 of 3	35 of 73
Nov-20	1 of 11	5 of 19	12 of 23	4 of 6	5 of 11	0 of 3	27 of 73
Dec-20	2 of 11	5 of 19	14 of 23	4 of 6	8 of 11	2 of 3	35 of 73
Jan-21	3 of 11	5 of 19	14 of 23	4 of 6	7 of 11	2 of 3	35 of 73
Feb-21							
Mar-21							
Apr-21							
May-21							
Jun-21							

**Removed Starlite Motel as it was destroyed by Hurricane Florence*

Misc Ft Bragg - ^2 Properties were closed as of June 2019

Misc Fayetteville - ~New property opened July 2019

**I-95 - New property opened Oct 2019

MTD TOTAL SALES REPORTED	MTD TOTAL ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$4,093,705.78	104966	51453
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		49.02%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$79.56

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$35,586,865.22	748327	423441
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		56.59%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$84.04

