

ROOM OCCUPANCY TAX COLLECTIONS

Post Date	2000-2001	2001-2002	2002-2003	2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010
July	128,310.67	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
August	118,017.50	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
September	111,587.19	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
October	95,540.04	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
November	103,618.54	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
December	91,218.92	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
January	79,450.91	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
February	82,959.77	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
March	96,954.68	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
April	106,757.21	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
May	116,726.97	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
June	107,784.39	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
Totals	1,238,926.79	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

Post Date	2010-2011	2011-2012	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020
July	438,741.88	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
August	419,571.62	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
September	459,343.97	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
October	333,249.36	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
November	489,368.28	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
December	379,815.62	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
January	288,429.36	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
February	331,584.11	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	498,306.80	424,671.87	488,798.46	420,981.03	427,874.35	445,572.85	435,869.86	456,201.31	562,868.63	545,081.81
April	483,269.03	486,917.52	449,316.86	477,590.01	497,083.53	524,947.03	558,849.05	608,128.64	674,723.67	410,684.01
May	465,979.75	433,886.59	414,154.62	579,994.21	478,516.58	554,097.74	538,682.01	567,287.11	635,921.08	227,534.04
June	456,086.59	409,425.98	433,857.67	441,628.81	533,301.36	463,313.26	504,653.66	545,946.50	664,959.83	380,580.35
Totals	5,043,746.37	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	5,993,619.61

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 2019 - 2020

FY 2019 - 2020	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	\$2,306.03	\$55,157.05	\$172,376.18	\$52,468.68	\$33,720.06	\$21,498.72	\$337,526.72
Aug	\$2,981.01	\$55,931.30	\$160,950.29	\$48,715.77	\$35,068.40	\$17,815.84	\$321,462.61
Sept	\$3,261.69	\$56,758.41	\$166,465.83	\$48,555.04	\$38,071.04	\$23,322.64	\$336,434.65
Oct	\$2,717.67	\$37,344.23	\$159,880.43	\$42,224.97	\$32,402.91	\$27,720.24	\$302,290.45
Nov	\$3,275.64	\$36,551.22	\$147,265.42	\$37,738.27	\$31,430.20	\$21,841.31	\$278,102.06
Dec	\$1,198.55	\$32,632.71	\$71,992.54	\$37,398.17	\$6,817.40	\$20,494.39	\$170,533.76
Jan	\$4,012.90	\$55,876.51	\$176,046.95	\$30,943.08	\$48,126.77	\$20,972.82	\$335,979.03
Feb	\$1,883.87	\$41,076.38	\$135,727.47	\$40,721.22	\$29,061.63	\$20,971.18	\$269,441.75
Mar	\$2,498.72	\$49,958.44	\$144,232.50	\$45,324.09	\$32,012.21	\$16,917.62	\$290,943.58
Apr	\$2,993.65	\$36,058.00	\$117,064.87	\$9,471.82	\$26,538.52	\$13,029.80	\$205,156.66
May	\$2,050.48	\$18,104.22	\$67,477.45	\$7,556.30	\$14,723.40	\$7,107.68	\$117,019.53
June	\$2,201.49	\$34,011.89	\$102,609.77	\$18,794.27	\$24,997.58	\$10,702.00	\$193,317.00
Total Receipts	\$31,381.70	\$509,460.36	\$1,622,089.70	\$419,911.68	\$352,970.12	\$222,394.24	\$3,158,207.80

FY 2019 - 2020	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	\$14,355.21	\$92,828.66	\$133,884.28	\$0.00	\$37,412.52	\$0.00	\$278,480.67
Aug	\$16,937.47	\$90,866.53	\$133,688.90	\$0.00	\$43,909.46	\$6,088.41	\$291,490.77
Sept	\$15,366.25	\$77,849.97	\$121,414.11	\$1,457.66	\$44,895.01	\$0.00	\$260,983.00
Oct	\$16,013.00	\$70,963.35	\$115,020.87	\$0.00	\$48,936.79	\$0.00	\$250,934.01
Nov	\$15,734.40	\$69,047.39	\$132,791.36	\$0.00	\$46,876.46	\$4,693.52	\$269,143.13
Dec	\$11,058.70	\$35,207.77	\$130,081.15	\$0.00	\$22,028.57	\$0.00	\$198,376.19
Jan	\$16,795.68	\$118,760.40	\$102,555.38	\$0.00	\$60,755.95	\$4,542.67	\$303,410.08
Feb	\$12,112.12	\$59,202.92	\$108,062.63	\$0.00	\$45,655.27	\$0.00	\$225,032.94
Mar	\$13,089.45	\$67,387.57	\$119,903.06	\$0.00	\$49,225.42	\$4,532.73	\$254,138.23
Apr	\$14,667.28	\$58,139.78	\$86,255.79	\$8,103.22	\$34,449.94	\$3,911.34	\$205,527.35
May	\$12,774.40	\$20,734.51	\$35,811.02	\$8,967.53	\$30,884.85	\$1,342.20	\$110,514.51
June	\$15,549.27	\$36,797.90	\$75,673.66	\$10,750.49	\$46,386.51	\$2,105.52	\$187,263.35
Total Receipts	\$174,453.23	\$797,786.75	\$1,295,142.21	\$29,278.90	\$511,416.75	\$27,216.39	\$2,835,294.23

Net Occupancy*	\$5,863,631.99
1.5% CCCC	\$1,465,908.00
2.75% CVB	\$2,687,497.99
1.5% Arts Center	\$1,465,908.00
.25% Discret	\$244,318.00

* 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 2019 - 2020

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
July	\$59,602.89	\$960,416.11	\$3,124,295.41	\$874,711.65	\$657,280.36	\$1,062,099.84	\$6,738,406.26
Aug	\$55,683.58	\$973,694.42	\$3,126,845.56	\$811,929.44	\$683,148.95	\$677,664.82	\$6,328,966.77
Sept	\$60,831.98	\$982,374.55	\$3,083,506.68	\$809,272.72	\$707,264.01	\$1,134,438.75	\$6,777,688.69
Oct	\$51,294.60	\$622,403.98	\$2,935,860.29	\$703,793.66	\$618,304.23	\$984,752.16	\$5,916,408.92
Nov	\$60,594.10	\$609,186.94	\$2,712,109.39	\$628,971.15	\$594,720.26	\$676,269.94	\$5,281,851.78
Dec	\$52,877.75	\$775,739.10	\$2,415,664.34	\$650,122.23	\$570,862.40	\$788,170.36	\$5,253,436.18
Jan	\$45,979.57	\$699,414.52	\$2,037,196.79	\$488,920.96	\$492,189.22	\$325,142.98	\$4,088,844.04
Feb	\$37,397.87	\$684,606.48	\$2,431,510.30	\$710,871.17	\$559,668.86	\$984,450.44	\$5,408,505.12
Mar	\$41,645.35	\$838,628.70	\$2,574,163.71	\$755,401.53	\$596,019.72	\$649,695.98	\$5,455,554.99
Apr	\$55,894.21	\$600,967.29	\$2,418,151.91	\$466,279.40	\$525,956.02	\$611,196.25	\$4,678,445.08
May	\$34,174.65	\$320,638.26	\$1,432,867.71	\$177,537.53	\$340,755.62	\$344,766.47	\$2,650,740.24
June	\$42,691.47	\$566,864.72	\$1,921,834.50	\$312,908.61	\$505,568.13	\$235,887.81	\$3,585,755.24
Totals	\$598,668.02	\$8,634,935.07	\$30,214,006.59	\$7,390,720.05	\$6,851,737.78	\$8,474,535.80	\$62,164,603.31

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
July	2880	12480	48360	15600	17850	15180	112350
Aug	2976	12896	49972	16120	18662	9548	110174
Sept	2945	18507	49972	16120	18662	15686	121892
Oct	2850	16110	48409	15600	18060	15638	116667
Nov	2976	19282	44516	16120	18662	9548	111104
Dec	2880	23340	43080	15600	18000	15180	118080
Jan	2976	13423	44516	16120	18662	9548	105245
Feb	2976	19561	44516	12865	18662	15686	114266
Mar	2784	15834	41644	15080	17458	8932	101732
Apr	2976	10261	49972	10230	18662	9548	101649
May	2880	22320	48360	12450	17340	9240	112590
June	2976	20832	49972	16120	18384	9548	117832
Totals	35075	204846	563289	178025	219064	143282	1343581

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
July	1128	9622	39055	8457	13517	10781	82560
Aug	1399	9441	36788	7468	10710	7947	73753
Sept	1443	10099	36578	9113	11135	13424	81792
Oct	1831	6033	34440	7808	10116	11560	71788
Nov	1600	6483	31564	7102	9509	7864	64122
Dec	1397	8722	28525	6774	9241	8315	62974
Jan	1119	7301	24640	5211	8259	3869	50399
Feb	913	6782	28538	7344	9011	11330	63918
Mar	911	9098	29603	7934	9457	7767	64770
Apr	1487	5978	26549	5050	9675	7306	56045
May	997	3740	19219	2122	7114	4210	37402
June	938	6388	24449	5364	11765	2811	51715
Totals	15163	89687	359948	79747	119509	97184	761238

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2019 - 2020

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
July	3 of 11	3 of 18	14 of 23	6 of 6*	7 of 10	3 of 3^	36 of 71
Aug	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	37 of 72
Sept	3 of 11	4 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	38 of 72
Oct	3 of 11	3 of 18	14 of 23	6 of 6*	8 of 11~	3 of 3^	37 of 72
Nov	3 of 11	3 of 18	13 of 23	6 of 6*	8 of 11~	2 of 3^	35 of 72
Dec	3 of 11	5 of 19**	13 of 23	6 of 6*	8 of 11~	3 of 3^	38 of 73
Jan	3 of 11	4 of 19**	13 of 23	6 of 6*	8 of 11~	2 of 3^	36 of 73
Feb	3 of 11	3 of 19**	13 of 23	6 of 6*	8 of 11~	3 of 3^	36 of 73
Mar	2 of 11	5 of 19**	13 of 23	5 of 6*	8 of 11~	2 of 3^	35 of 73
Apr	3 of 11	3 of 19**	12 of 23	2 of 6*	8 of 11~	2 of 3^	30 of 73
May	2 of 11	6 of 19**	12 of 23	4 of 6*	7 of 11~	2 of 3^	33 of 73
June	3 of 11	5 of 19**	14 of 23	5 of 6*	8 of 11~	2 of 3^	37 of 73

*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
\$3,585,755.24	117832	51715
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		43.89%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$69.34

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$62,164,603.31	1343581	761238
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		56.66%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$81.66