

CUMBERLAND COUNTY, NC
FAYETTEVILLE
AREA
CONVENTION AND VISITORS BUREAU

Memorandum

To: Manish Mehta
From: Kelly Brill KB
Date: April 14, 2022
Subject: Treasurer's Report for January – March 2022.

Revenue as of January 31, 2022 was \$249,426.25. Expenses were \$260,989.81. Occupancy collected was \$248,349.50 compared to \$185,891.32 collected in January 2021.

Revenue as of February 28, 2022 was \$263,997.19. Expenses were \$246,825.22. Occupancy collected was \$263,901.07 compared to \$226,697.81 collected in February 2021.

Revenue as of March 31, 2022 was \$283,240.11. Expenses were \$205,050.16. Occupancy collected was \$282,115.29 compared to \$213,688.75 collected in March 2021.

The balance in the BB&T checking account as of March 31, 2022 totaled \$902,307.85. The total funds in certificates of deposits (CDs) and PNC savings account are \$782,161.46. The Board set a goal to maintain a 3-month contingency.

Savings accounts balance:

PNC savings account (temporary account pending CD transfer)	\$	50.87
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Current CD interest rates, maturity dates and balances are:

Select Bank & Trust	.25%	8/2023	\$258,682.93
First National	.15%	9/2022	125,814.69
First National	.15%	10/2022	110,324.64
United Bank	.65%	10/2022	242,335.82
United Bank	.25%	6/2022	45,003.38

/kb

Enclosures: Balance Sheet as of March 31, 2022
FY Profit & Loss Budget vs. Actual Report
Income & Expense January, February, March 2022
Income & Expense July 2021 – March 2022
Room Occupancy Tax Collections

cc: FACVB Board Members

9:11 AM

04/18/22

Accrual Basis

Fayetteville Area Convention and Visitors Bureau, Inc.
Balance Sheet
As of March 31, 2022

	Mar 31, 22
ASSETS	
Current Assets	
Checking/Savings	
100.00 · Petty Cash	300.00
110.00 · BB&T Checking	902,307.85
111.00 · PNC Cash	50.87
121.00 · CD-Select Bank	258,682.93
125.00 · CD-First National (prevYadkin)	236,139.33
126.00 · CD - United CD	287,339.20
Total Checking/Savings	1,684,820.18
Accounts Receivable	
141.00 · Accts. Receivable - Occupancy	543,191.14
Total Accounts Receivable	543,191.14
Other Current Assets	
130.00 · Inventory Asset	13,819.79
Total Other Current Assets	13,819.79
Total Current Assets	2,241,831.11
Fixed Assets	
160.00 · Furniture & Fixtures	50,611.29
170.00 · Equipment	
175.00 · Software	1,405.93
170.00 · Equipment - Other	150,565.91
Total 170.00 · Equipment	151,971.84
180.00 · Improvements	163,340.35
190.00 · Accumulated Deprec-Furniture	
195.00 · Accumulated Deprec-Equipment	-115,934.86
196.00 · Accumulated Deprec-Improvements	-57,199.29
197.00 · Accumulated Deprec-Software	-1,405.93
190.00 · Accumulated Deprec-Furniture - Other	-26,293.70
Total 190.00 · Accumulated Deprec-Furniture	-200,833.78
Total Fixed Assets	165,089.70
TOTAL ASSETS	2,406,920.81
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
210.00 · Accounts Payable	-1.20
Total Accounts Payable	-1.20
Other Current Liabilities	
240.00 · Accrued Vacation	15,182.96
245.00 · Accrued Salaries	1,026.32
Total Other Current Liabilities	16,209.28
Total Current Liabilities	16,208.08
Total Liabilities	16,208.08
Equity	
310.00 · Retained Earnings	1,689,898.07
Net Income	700,814.66
Total Equity	2,390,712.73
TOTAL LIABILITIES & EQUITY	2,406,920.81

Fayetteville Area Convention and Visitors Bureau, Inc.
Profit & Loss Budget vs. Actual

July 2021 through March 2022

	Jul '21 - Mar 22	Budget	% of Budget
Ordinary Income/Expense			
Income			
500.00 · Occupancy	2,686,337.55	3,530,000.00	76.1%
501.00 · Co-op Marketing	1,856.00	5,500.00	33.7%
505.00 · Merchandise	1,891.26	2,000.00	94.6%
508.00 · Interest-Certificate of Deposit	4,350.02	8,000.00	54.4%
Total Income	2,694,684.83	3,545,500.00	76.0%
Cost of Goods Sold			
599.00 · Cost of Goods Sold	1,882.80	1,000.00	188.3%
Total COGS	1,882.80	1,000.00	188.3%
Gross Profit	2,692,802.03	3,544,500.00	76.0%
Expense			
600.00 · Benefits	67,401.39	109,500.00	61.6%
620.00 · Building & Occupancy	109,324.31	155,696.00	70.2%
650.00 · Compensation	466,745.83	703,000.00	66.4%
700.00 · Consulting - Research/Legal/Acc	120,294.88	132,000.00	91.1%
750.00 · Education & Memberships	47,828.33	69,000.00	69.3%
800.00 · Employment Expenses	42,880.65	57,000.00	75.2%
820.00 · Computers & Equipment	153,850.44	193,000.00	79.7%
821.03 · Website maintenance	45,403.02	60,000.00	75.7%
840.00 · Marketing			
841.00 · Visitor's Guide/Publications	10,814.29	12,000.00	90.1%
842.00 · Advertising/Creative/Branding	709,737.95	1,646,804.00	43.1%
844.00 · Conferences/Meetings	12,287.78	14,000.00	87.8%
845.00 · Convention Sales & Tourism	28,014.43	74,000.00	37.9%
846.00 · Convention Services	40,328.50	60,000.00	67.2%
847.00 · Travel--Local	3,285.35	8,000.00	41.1%
848.00 · Travel--not local	26,145.27	48,000.00	54.5%
849.00 · Photography	4,396.65	25,000.00	17.6%
850.00 · Promotional Merchandise	5,435.21	11,000.00	49.4%
851.00 · Video/Production	0.00	2,000.00	0.0%
852.00 · Local Partnerships	32,689.65	46,000.00	71.1%
856.00 · Wayfinding Signage - Grant proj	0.00	2,500.00	0.0%
862.00 · Spring Lake Branding	0.00	25,000.00	0.0%
Total 840.00 · Marketing	873,135.08	1,974,304.00	44.2%
900.00 · Operating Expenses	65,123.44	91,000.00	71.6%
Total Expense	1,991,987.37	3,544,500.00	56.2%
Net Ordinary Income	700,814.66	0.00	100.0%
Net Income	700,814.66	0.00	100.0%

Fayetteville Area Convention and Visitors Bureau, Inc.

Income & Expense

04/18/22

	Jan 22	Feb 22	Mar 22	TOTAL
Ordinary Income/Expense				
Income				
500.00 · Occupancy	248,349.50	263,901.07	282,115.29	794,365.86
501.00 · Co-op Marketing	935.00	0.00	360.00	1,295.00
505.00 · Merchandise	141.75	96.12	-7.43	230.44
508.00 · Interest-Certificate of Deposit	0.00	0.00	772.25	772.25
Total Income	249,426.25	263,997.19	283,240.11	796,663.55
Cost of Goods Sold				
599.00 · Cost of Goods Sold	122.97	-30.28	103.75	196.44
Total COGS	122.97	-30.28	103.75	196.44
Gross Profit	249,303.28	264,027.47	283,136.36	796,467.11
Expense				
600.00 · Benefits	7,126.85	8,515.36	5,412.08	21,054.29
620.00 · Building & Occupancy	21,335.68	11,744.65	24,277.98	57,358.31
650.00 · Compensation	52,236.78	59,045.33	62,744.27	174,026.38
700.00 · Consulting - Research/Legal...	7,634.28	24,771.12	-490.10	31,915.30
750.00 · Education & Memberships	1,592.40	7,705.94	5,624.39	14,922.73
800.00 · Employment Expenses	4,059.45	4,647.69	10,498.05	19,205.19
820.00 · Computers & Equipment	15,000.34	40,316.13	10,293.35	65,609.82
821.03 · Website maintenance	43,029.95	86.95	304.03	43,420.93
840.00 · Marketing				
842.00 · Advertising/Creative/Bran...	73,616.00	71,119.56	70,253.23	214,988.79
844.00 · Conferences/Meetings	3,519.25	2,859.74	802.97	7,181.96
845.00 · Convention Sales & Touri...	1,395.00	63.39	2,878.77	4,337.16
846.00 · Convention Services	20,000.00	0.00	349.50	20,349.50
847.00 · Travel--Local	401.34	143.47	224.27	769.08
848.00 · Travel--not local	1,499.53	1,658.25	2,898.93	6,056.71
849.00 · Photography	1,546.15	465.00	214.00	2,225.15
850.00 · Promotional Merchandise	0.00	946.95	0.00	946.95
852.00 · Local Partnerships	208.93	4,130.28	-307.09	4,032.12
Total 840.00 · Marketing	102,186.20	81,386.64	77,314.58	260,887.42
900.00 · Operating Expenses	6,787.88	8,605.41	6,071.53	21,464.82
Total Expense	260,989.81	246,825.22	202,050.16	709,865.19
Net Ordinary Income	-11,686.53	17,202.25	81,086.20	86,601.92
Net Income	-11,686.53	17,202.25	81,086.20	86,601.92

Fayetteville Area Convention and Visitors Bureau, Inc.
Income & Expense

04/18/22

	Jul '21 - Mar 22	Jul '20 - Mar 21
Ordinary Income/Expense		
Income		
500.00 · Occupancy	2,686,337.55	1,992,606.03
501.00 · Co-op Marketing	1,856.00	4,764.44
503.00 · Grants	0.00	20,750.00
505.00 · Merchandise	1,891.26	1,673.75
507.00 · Misc. Income	250.00	0.00
508.00 · Interest-Certificate of Deposit	4,350.02	4,772.59
Total Income	2,694,684.83	2,024,566.81
Cost of Goods Sold		
599.00 · Cost of Goods Sold	1,882.80	1,527.81
Total COGS	1,882.80	1,527.81
Gross Profit	2,692,802.03	2,023,039.00
Expense		
600.00 · Benefits	67,401.39	83,302.81
620.00 · Building & Occupancy	109,324.31	93,482.42
650.00 · Compensation	466,745.83	543,107.56
700.00 · Consulting - Research/Legal/...	120,294.88	54,354.72
750.00 · Education & Memberships	47,828.33	33,550.92
800.00 · Employment Expenses	42,880.65	40,667.98
820.00 · Computers & Equipment	153,850.44	38,839.04
821.03 · Website maintenance	45,403.02	81,729.12
840.00 · Marketing		
841.00 · Visitor's Guide/Publications	10,814.29	0.00
842.00 · Advertising/Creative/Branding	709,737.95	889,559.27
844.00 · Conferences/Meetings	12,287.78	108.00
845.00 · Convention Sales & Tourism	28,014.43	14,609.43
846.00 · Convention Services	40,328.50	55,500.00
847.00 · Travel--Local	3,285.35	4,422.95
848.00 · Travel--not local	26,145.27	1,253.04
849.00 · Photography	4,396.65	0.00
850.00 · Promotional Merchandise	5,435.21	2,849.67
851.00 · Video/Production	0.00	21,314.47
852.00 · Local Partnerships	32,689.65	5,052.01
853.00 · Sports/Golf	0.00	28,834.85
862.00 · Spring Lake Branding	0.00	36,056.29
867.00 · Grant	0.00	20,750.00
Total 840.00 · Marketing	873,135.08	1,080,309.98
900.00 · Operating Expenses	65,123.44	61,258.00
930.00 · Transportation	0.00	4,250.00
Total Expense	1,991,987.37	2,114,852.55
Net Ordinary Income	700,814.66	-91,813.55
Net Income	700,814.66	-91,813.55

ROOM OCCUPANCY TAX COLLECTIONS

Collection Month	2002-2003	2003-2004	2004-2005	2005-2006	2006-2007	2007-2008	2008-2009	2009-2010	2010-2011	2011-2012
July	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	452,412.78
August	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	465,383.36
September	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	466,681.51
October	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	394,789.27
November	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	401,853.68
December	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	405,611.47
January	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	330,666.46
February	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	386,879.53
March	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	424,671.87
April	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	486,917.52
May	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	433,886.59
June	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	409,425.98
Totals	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	5,059,180.02

Collection Month	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017	2017-2018	2018-2019	2019-2020	2020 - 2021	2021 - 2022
July	624,476.43	427,020.30	518,865.05	505,350.40	492,196.17	576,022.66	566,571.83	616,007.39	433,977.14	726,522.13
August	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	818,269.48
September	482,850.23	471,180.83	523,095.44	516,935.54	514,505.96	541,513.38	575,608.96	597,417.65	525,482.78	741,681.09
October	418,322.30	356,451.38	407,271.39	435,374.91	464,514.13	531,233.18	705,399.23	553,224.46	536,063.02	615,746.27
November	386,482.23	374,983.95	455,358.89	469,961.70	659,624.68	494,055.36	732,570.21	547,245.19	546,645.64	672,418.50
December	395,337.12	400,740.02	423,483.46	395,669.19	591,618.98	440,999.52	562,947.21	369,027.53	535,532.68	591,952.41
January	341,070.02	365,101.42	392,873.44	378,797.23	473,784.04	384,417.65	449,227.19	639,389.11	418,587.64	552,911.69
February	339,719.32	394,994.84	448,133.93	415,211.71	485,476.58	448,570.60	516,052.05	494,474.69	508,446.46	579,966.68
March	488,798.46	420,981.03	427,874.35	445,572.85	435,869.86	456,201.31	562,868.63	548,279.14	476,312.61	628,085.97
April	449,316.86	477,590.01	497,083.53	524,947.03	558,849.05	608,128.64	674,723.67	414,043.70	661,508.92	
May	414,154.62	579,994.21	478,516.58	554,097.74	538,682.01	567,287.11	635,921.08	230,521.41	697,574.88	
June	433,857.67	441,628.81	533,301.36	463,313.26	504,653.66	545,946.50	664,959.83	385,862.00	726,224.28	
Totals	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	6,565,289.98	5,927,554.22

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**

****DISCLAIMER** All returns/payments were not posted in Nov 2020 due to illness & was out of work from 11/16/2020 until 11/30/2020**

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

BUSINESS I-95													I-95													MALL AREA												
Month of Collections	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate												
	2021-2022	2020-2021	2019-2020	2018-2019	2017-2018	2021-2022	2020-2021	2019-2020	2018-2019	2017-2018	2021-2022	2020-2021	2019-2020	2018-2019	2017-2018	2021-2022	2020-2021	2019-2020	2018-2019	2017-2018	2021-2022	2020-2021	2019-2020	2018-2019	2017-2018	2021-2022	2020-2021	2019-2020	2018-2019	2017-2018								
Jul-21	64.86%	36.60%	38.13%	35.51%	33.13%	\$46.63	\$44.80	\$54.28	\$65.15	\$55.30	61.24%	37.09%	51.88%	51.88%	71.70%	\$102.32	\$91.21	\$148.33	\$88.02	\$65.35	78.27%	57.14%	78.61%	75.30%	81.52%	\$93.11	\$83.78	\$82.18	\$82.18	\$82.97								
Aug-21	62.06%	34.85%	47.01%	34.01%	30.24%	\$48.39	\$47.33	\$39.80	\$65.93	\$46.63	84.47%	45.50%	73.21%	72.69%	57.61%	\$97.61	\$87.45	\$103.13	\$90.52	\$66.26	77.04%	56.98%	73.62%	72.32%	76.35%	\$100.01	\$82.99	\$85.00	\$85.00	\$83.85								
Sep-21	61.92%	39.21%	49.00%	28.89%	27.62%	\$49.21	\$45.66	\$42.16	\$63.82	\$52.68	70.14%	50.75%	54.57%	74.79%	55.69%	\$101.72	\$94.50	\$97.27	\$90.31	\$75.03	78.62%	67.43%	73.20%	75.63%	74.97%	\$96.37	\$86.23	\$84.30	\$84.30	\$83.54								
Oct-21	60.29%	39.20%	64.25%	42.88%	29.90%	\$50.94	\$39.24	\$28.01	\$76.38	\$56.74	71.88%	38.01%	37.45%	69.33%	59.70%	\$97.85	\$99.70	\$103.17	\$98.95	\$76.35	73.20%	68.61%	71.14%	80.95%	74.23%	\$94.16	\$89.45	\$85.25	\$85.25	\$86.13								
Nov-21	96.77%	22.38%	53.76%	37.23%	21.31%	\$53.34	\$40.03	\$37.87	\$85.58	\$55.59	63.73%	30.97%	33.62%	80.00%	41.67%	\$101.32	\$98.33	\$93.97	\$96.48	\$64.02	68.89%	61.14%	70.90%	85.76%	70.86%	\$96.73	\$94.41	\$85.92	\$85.92	\$86.12								
Dec-21	97.94%	42.40%	48.51%	36.01%	31.18%	\$54.74	\$44.84	\$37.85	\$65.07	\$51.84	56.03%	41.11%	37.37%	77.60%	54.60%	\$101.05	\$98.68	\$88.94	\$86.03	\$81.83	70.37%	63.24%	66.21%	72.49%	86.22%	\$92.21	\$84.69	\$84.69	\$84.69	\$83.37								
Jan-22	91.86%	46.07%	37.60%	29.72%	28.83%	\$54.64	\$47.37	\$41.09	\$63.94	\$51.36	55.10%	53.96%	54.39%	59.38%	55.85%	\$105.20	\$87.97	\$95.80	\$85.95	\$77.52	62.64%	53.52%	55.35%	59.21%	82.81%	\$92.81	\$82.91	\$82.68	\$82.68	\$77.78								
Feb-22	57.48%	51.08%	30.68%	23.92%	22.55%	\$51.45	\$45.13	\$40.96	\$67.25	\$54.20	45.75%	51.99%	34.67%	54.34%	63.35%	\$109.26	\$81.11	\$100.94	\$86.67	\$78.98	62.02%	71.62%	64.11%	65.78%	60.84%	\$93.36	\$87.21	\$85.20	\$85.20	\$82.51								
Mar-22	61.92%	39.83%	32.72%	29.87%	31.42%	\$55.25	\$44.83	\$45.71	\$68.33	\$46.36	45.16%	56.86%	57.45%	70.57%	63.68%	\$102.30	\$74.62	\$92.18	\$90.86	\$75.07	70.77%	67.53%	71.09%	74.78%	\$97.09	\$83.39	\$86.96	\$86.96	\$85.22									
Apr-22	59.98%	49.97%	36.39%	34.81%	34.81%	\$37.93	\$37.59	\$76.69	\$63.72			53.25%	58.26%	74.30%	75.08%		\$79.84	\$100.53	\$92.24	\$80.05		76.50%	53.13%	74.99%	71.66%	\$84.35	\$91.08	\$91.08	\$91.08	\$106.98								
May-22	61.08%	34.62%	33.47%	33.38%	33.38%	\$46.17	\$34.28	\$61.13	\$61.04			87.98%	16.78%	80.10%	80.77%		\$98.63	\$85.73	\$100.20	\$87.76		82.75%	39.74%	76.97%	74.63%	\$88.45	\$74.55	\$74.55	\$74.55	\$84.66								
Jun-22	62.76%	31.52%	34.44%	31.75%	31.75%	\$46.58	\$45.51	\$63.15	\$63.10			70.55%	30.66%	79.60%	65.89%		\$90.59	\$88.74	\$103.59	\$77.44		92.44%	48.93%	77.76%	73.39%	\$77.67	\$78.61	\$78.61	\$78.61	\$113.00								
YTD	72.79%	44.62%	43.15%	33.53%	29.68%	\$51.62	\$44.16	\$40.43	\$68.54	\$54.88	61.50%	51.50%	45.03%	70.38%	62.13%	\$102.07	\$90.22	\$99.89	\$92.49	\$75.47	71.31%	68.24%	63.84%	74.33%	70.52%	\$95.09	\$85.59	\$83.87	\$83.87	\$88.01								

MISCELLANEOUS FAYETTEVILLE													MISCELLANEOUS FORT BRAGG																	
SPRING LAKE																														
Month of Collections	Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate					Occupancy Rate					Average Daily Rate				
	2022 - 2021	2020 - 2019	2019 - 2018	2018 - 2017	2017 - 2016	2022 - 2021	2020 - 2019	2019 - 2018	2018 - 2017	2017 - 2016	2022 - 2021	2020 - 2019	2019 - 2018	2018 - 2017	2017 - 2016	2022 - 2021	2020 - 2019	2019 - 2018	2018 - 2017	2017 - 2016	2022 - 2021	2020 - 2019	2019 - 2018	2018 - 2017	2017 - 2016	2022 - 2021	2020 - 2019	2019 - 2018	2018 - 2017	2017 - 2016
Jul-21	65.41%	35.92%	61.83%	52.09%	63.13%	\$87.42	\$96.40	\$90.69	\$88.83	\$89.20	73.06%	54.61%	57.74%	57.58%	60.84%	\$67.85	\$61.23	\$66.06	\$66.05	\$56.97	66.97%	61.74%	84.25%	68.09%	75.25%	\$91.67	\$82.47	\$83.05	\$79.92	\$75.48
Aug-21	74.13%	47.73%	46.32%	50.33%	52.21%	\$85.73	\$95.76	\$108.73	\$89.88	\$92.08	69.62%	58.65%	57.39%	58.53%	66.53%	\$70.55	\$57.02	\$63.79	\$63.79	\$53.05	70.07%	71.38%	83.23%	64.40%	64.31%	\$90.55	\$82.77	\$85.27	\$80.23	\$75.46
Sep-21	69.66%	51.54%	56.53%	51.13%	49.99%	\$86.33	\$94.54	\$88.80	\$88.27	\$88.35	66.90%	57.58%	59.67%	59.96%	67.67%	\$71.17	\$58.68	\$63.52	\$63.52	\$54.07	85.05%	74.44%	85.58%	66.50%	75.23%	\$86.18	\$83.31	\$84.51	\$80.65	\$74.86
Oct-21	67.34%	54.39%	50.05%	66.65%	51.63%	\$82.34	\$96.14	\$90.14	\$95.23	\$78.99	63.06%	65.75%	55.01%	68.03%	64.89%	\$70.82	\$77.54	\$61.12	\$61.12	\$55.90	73.29%	75.35%	73.92%	67.72%	62.35%	\$85.15	\$83.50	\$85.19	\$78.17	\$74.61
Nov-21	69.35%	79.55%	44.06%	66.35%	45.18%	\$86.40	\$97.13	\$88.56	\$92.66	\$88.89	51.46%	38.49%	50.95%	50.95%	54.62%	\$72.37	\$69.87	\$62.54	\$62.54	\$53.26	74.79%	0.00%	82.36%	69.83%	60.34%	\$83.95	\$80.00	\$86.19	\$79.98	\$92.69
Dec-21	59.43%	48.83%	43.42%	51.51%	46.19%	\$80.23	\$99.07	\$95.97	\$88.95	\$85.63	50.25%	59.96%	51.34%	38.00%	68.29%	\$68.95	\$58.61	\$61.77	\$61.77	\$53.78	57.13%	38.42%	54.78%	51.51%	52.44%	\$82.90	\$104.85	\$94.79	\$81.81	\$80.31
Jan-22	49.96%	39.87%	32.33%	32.33%	33.26%	\$81.42	\$87.80	\$93.82	\$81.91	\$77.72	48.39%	49.47%	44.26%	55.00%	58.08%	\$70.18	\$59.75	\$59.99	\$59.99	\$51.77	40.08%	28.24%	40.52%	30.44%	34.48%	\$80.46	\$84.12	\$84.04	\$82.84	\$78.98
Feb-22	54.97%	59.81%	57.09%	46.53%	38.15%	\$86.14	\$86.95	\$96.80	\$88.55	\$92.38	55.03%	60.41%	48.29%	55.25%	58.00%	\$66.71	\$60.82	\$62.11	\$62.11	\$53.87	66.65%	57.36%	72.23%	40.95%	63.26%	\$81.08	\$86.23	\$86.89	\$80.29	\$80.29
Mar-22	68.25%	40.07%	52.61%	56.69%	52.47%	\$88.32	\$75.27	\$95.21	\$90.36	\$90.60	45.94%	49.90%	54.17%	61.99%	61.84%	\$79.61	\$64.65	\$63.02	\$63.02	\$53.52	72.22%	66.47%	86.96%	73.33%	60.87%	\$84.05	\$86.46	\$83.65	\$77.29	\$80.80
Apr-22	62.95%	49.36%	61.48%	59.83%	59.83%	\$90.83	\$90.99	\$92.33	\$90.83	\$90.99	65.18%	51.84%	59.65%	61.47%	61.47%	\$79.61	\$64.65	\$63.02	\$63.02	\$53.52	72.22%	66.47%	86.96%	73.33%	60.87%	\$84.05	\$86.46	\$83.65	\$77.29	\$80.80
May-22	86.77%	17.04%	60.06%	59.14%	59.14%	\$83.67	\$83.67	\$83.67	\$83.67	\$83.67	55.81%	41.03%	64.22%	56.89%	56.89%	\$79.61	\$64.65	\$63.02	\$63.02	\$53.52	72.22%	66.47%	86.96%	73.33%	60.87%	\$84.05	\$86.46	\$83.65	\$77.29	\$80.80
Jun-22	82.97%	33.28%	59.09%	40.73%	40.73%	\$86.75	\$58.33	\$58.33	\$90.74	\$108.82	69.27%	64.00%	62.96%	54.28%	54.28%	\$68.61	\$42.97	\$42.97	\$42.97	\$62.94	75.86%	29.44%	69.44%	60.30%	60.30%	\$88.01	\$83.92	\$82.29	\$79.13	\$79.13
YTD	64.28%	57.53%	45.33%	54.27%	49.33%	\$84.93	\$89.15	\$90.25	\$89.63	\$89.71	58.19%	57.09%	52.89%	60.73%	61.12%	\$70.91	\$64.04	\$59.10	\$59.10	\$55.60	67.36%	57.16%	67.95%	62.69%	61.71%	\$85.11	\$79.74	\$85.24	\$81.23	\$78.83

May-22	77.50%	33.22%	71.69%	66.88%	\$85.08	\$70.87	\$83.56	\$80.46	60.07%	56.31%	65.72%	62.22%	\$82.82	\$82.69	\$81.30	\$75.61	3 of 11	2 of 11	3 of 11	4 of 12
Jun-22	81.67%	43.89%	75.00%	62.03%	\$80.38	\$69.34	\$96.83	\$78.95	61.80%	55.12%	66.51%	62.20%	\$82.56	\$81.67	\$82.78	\$75.93	2 of 11	3 of 11	3 of 11	3 of 12
AVG	65.92%	56.31%	66.68%	62.90%	\$90.06	\$82.65	\$81.41	\$82.19	70.35%	56.90%	61.59%	63.18%	\$90.26	\$82.85	\$83.44	\$80.09				

Month of Collections	I-95										MALL AREA										SPRING LAKE										MISC FAYETTEVILLE										MISC FORT BRAGG										MONTH TO DATE TOTALS									
	# of Properties Reporting Room Nights Sold										# of Properties Reporting Room Nights Sold										# of Properties Reporting Room Nights Sold										# of Properties Reporting Room Nights Sold										# of Properties Reporting Room Nights Sold										# of Properties Reporting Room Nights Sold									
	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-	2022-	2020-	2019-	2018-	2017-															
Jul-21	5 of 18	6 of 19	4 of 18	4 of 18	4 of 16	12 of 23	14 of 23	14 of 23	15 of 23	13 of 21	4 of 6	4 of 6	6 of 6*	7 of 7	6 of 7	7 of 11	7 of 11	7 of 10	8 of 10	7 of 10	2 of 3	2 of 3	3 of 3^	4 of 5	4 of 5	32 of 72	36 of 73	36 of 73	36 of 71	41 of 74	37 of 70																													
Aug-21	6 of 18	5 of 19	3 of 18	4 of 18	5 of 17	13 of 23	13 of 23	14 of 23	15 of 23	13 of 21	4 of 6	4 of 6	6 of 6*	7 of 7	5 of 7	7 of 11	8 of 11	8 of 11~	9 of 10	7 of 10	2 of 3	2 of 3	3 of 3^	4 of 5	4 of 5	34 of 72	35 of 73	37 of 72	37 of 72	42 of 74	37 of 71																													
Sep-21	6 of 18	5 of 19	4 of 18	4 of 18	5 of 17	13 of 23	14 of 23	14 of 23	15 of 23	13 of 21	5 of 6	4 of 6	6 of 6*	7 of 7	6 of 7	7 of 11	8 of 11	8 of 11~	8 of 10	7 of 10	2 of 3	2 of 3	3 of 3^	4 of 5	4 of 5	35 of 72	36 of 73	38 of 72	38 of 72	42 of 74	38 of 71																													
Oct-21	5 of 18	5 of 19	3 of 18	3 of 18	5 of 17	11 of 23	14 of 23	14 of 23	15 of 23	12 of 21	5 of 6	4 of 6	6 of 6*	7 of 7	6 of 7	6 of 11	8 of 11	8 of 11~	9 of 10	8 of 10	2 of 3	2 of 3	3 of 3^	4 of 5	4 of 5	31 of 72	35 of 73	37 of 72	37 of 72	42 of 74	38 of 71																													
Nov-21	6 of 18	5 of 19	3 of 19	4 of 18	5 of 17	13 of 23	12 of 23	13 of 23	14 of 23	13 of 21	5 of 6	4 of 6	6 of 6*	7 of 7	6 of 7	7 of 11	5 of 11	8 of 11~	9 of 10	7 of 10	2 of 3	0 of 3	3 of 3^	4 of 5	4 of 5	34 of 71	27 of 73	35 of 72	35 of 72	41 of 74	38 of 71																													
Dec-21	6 of 18	5 of 19	5 of 19	4 of 18	4 of 17	13 of 23	14 of 23	13 of 23	15 of 23	13 of 21	5 of 6	4 of 6	6 of 6*	6 of 6*	6 of 7	7 of 11	8 of 11	8 of 11~	8 of 10	6 of 10	2 of 3	2 of 3	3 of 3^	4 of 5	4 of 5	34 of 71	35 of 73	38 of 73	38 of 73	41 of 74	36 of 71																													
Jan-22	6 of 18	5 of 19	4 of 19	5 of 19	4 of 18	12 of 23	14 of 23	13 of 23	13 of 23	14 of 21	5 of 6	4 of 6	6 of 6*	6 of 6*	6 of 7	6 of 11	7 of 11	8 of 11~	9 of 10	7 of 10	2 of 3	2 of 3	2 of 3^	4 of 5	4 of 5	32 of 71	35 of 73	36 of 73	36 of 73	41 of 74	38 of 72																													
Feb-22	7 of 18	6 of 18	3 of 19	5 of 18	4 of 18	12 of 23	13 of 23	13 of 23	14 of 23	14 of 21	5 of 6	4 of 6	6 of 6*	6 of 6*	5 of 7	7 of 11	6 of 11	8 of 11~	9 of 10	8 of 10	2 of 3	2 of 3	3 of 3^	4 of 5	4 of 5	35 of 71	34 of 72	36 of 73	36 of 73	41 of 73	39 of 73																													
Mar-22	6 of 18	7 of 18	5 of 19	4 of 18	2 of 18	13 of 23	14 of 23	13 of 23	14 of 23	14 of 21	5 of 6	4 of 6	5 of 6*	6 of 6*	6 of 7	6 of 11	5 of 11	8 of 11~	9 of 10	8 of 10	2 of 3	2 of 3	2 of 3^	5 of 5	4 of 5	34 of 71	35 of 72	35 of 73	35 of 73	41 of 73	37 of 73																													
Apr-22		7 of 18	3 of 19	4 of 18	3 of 18		14 of 23	12 of 23	14 of 23	15 of 22		4 of 6	2 of 6*	6 of 6*	6 of 7		7 of 11	8 of 11~	7 of 10	8 of 10		2 of 3	2 of 3^	5 of 5	4 of 5																																			
May-22		5 of 18	6 of 19	4 of 18	4 of 18		13 of 23	12 of 23	14 of 23	15 of 22		4 of 6	4 of 6*	6 of 6*	6 of 7		7 of 11	7 of 11~	7 of 10	9 of 10		2 of 3	2 of 3^	5 of 5	4 of 5																																			
Jun-22		7 of 18	5 of 19	3 of 18	3 of 18		13 of 23	14 of 23	14 of 23	15 of 22		4 of 6	5 of 6*	6 of 6*	7 of 7		7 of 11	8 of 11~	8 of 10	9 of 10		2 of 3	2 of 3^	5 of 5	4 of 5																																			

1 property was removed from Business I-95 eff w/ June 2018 room occupancy returns filed / has less than 20 rooms

1 property was added to Mail eff w/ June 2018 room occupancy returns filed

Starlite Motel removed from Spring Lake as it was destroyed by Hurricane Florence

1 property was added to I-95 eff w/ Dec 2018 room occupancy returns filed

1 property was removed from I-95 eff w/ January 2019 room occupancy returns filed / has less than 20 rooms

2 properties removed from Misc Ft Bragg as they closed as of 5/31/19

1 property was added to Misc Fayetteville eff w/ July 2019 room occupancy returns filed

1 property was added to I-95 eff w/ October 2019 room occupancy returns filed

2 properties on I-95 merged to 1 property eff January 1, 2021

1 property on Business I-95 filed Final return as of October 31, 2021 w/ no indication property was sold

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2021 - 2022

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-21	\$41,733.84	\$1,180,498.52	\$3,032,500.11	\$785,691.68	\$703,382.73	\$567,284.24	\$6,311,091.12
Aug-21	\$42,828.52	\$1,408,333.21	\$3,377,166.91	\$734,846.83	\$720,222.12	\$605,758.06	\$6,889,155.65
Sep-21	\$43,450.27	\$1,218,575.18	\$3,192,119.16	\$853,820.49	\$653,873.40	\$699,902.30	\$6,661,740.80
Oct-21	\$42,384.10	\$907,395.45	\$2,485,391.05	\$761,863.61	\$593,564.60	\$576,620.57	\$5,367,219.38
Nov-21	\$33,603.42	\$1,102,956.77	\$3,055,164.89	\$850,741.05	\$645,368.44	\$599,456.26	\$6,287,290.83
Dec-21	\$33,774.97	\$1,071,811.39	\$2,645,531.12	\$655,076.52	\$581,070.72	\$437,617.89	\$5,424,882.61
Jan-22	\$32,677.66	\$1,042,189.18	\$2,361,085.45	\$577,492.66	\$562,238.63	\$307,928.95	\$4,883,612.53
Feb-22	\$70,584.62	\$1,086,179.48	\$2,582,955.43	\$672,232.50	\$639,580.67	\$515,989.13	\$5,567,521.83
Mar-22	\$73,761.40	\$1,081,320.31	\$2,720,264.94	\$772,956.09	\$451,635.32	\$523,484.04	\$5,623,422.10
Apr-22							\$0.00
May-22							\$0.00
Jun-22							\$0.00
Totals	\$414,798.80	\$10,099,259.49	\$25,452,179.06	\$6,664,721.43	\$5,550,936.63	\$4,834,041.44	\$53,015,936.85

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-21	1380	18840	41610	13740	14190	9240	99000
Aug-21	1426	17081	43834	11563	14663	9548	98115
Sep-21	1426	17081	42129	14198	13733	9548	98115
Oct-21	1380	12900	36060	13740	13290	9240	86610
Nov-21	651	17081	45849	14198	17329	9548	104656
Dec-21	630	18930	40770	13740	16770	9240	100080
Jan-22	651	17980	40610	14198	16554	9548	99541
Feb-22	2387	21731	44609	14198	17422	9548	109895
Mar-22	2156	23408	39592	12824	12348	8624	98952
Apr-22							0
May-22							0
Jun-22							0
Totals	12087	165032	375063	122399	136299	84084	894964

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-21	895	11537	32569	8988	10367	6188	70544
Aug-21	885	14428	33768	8572	10208	6690	74551
Sep-21	883	11980	33123	9890	9187	8121	73184
Oct-21	832	9273	26395	9253	8381	6772	60906
Nov-21	630	10886	31586	9847	8918	7141	69008
Dec-21	617	10607	28689	8165	8427	5279	61784
Jan-22	598	9907	25439	7093	8011	3827	54875
Feb-22	1372	9941	27668	7804	9588	6364	62737
Mar-22	1335	10570	28019	8752	5673	6228	60577
Apr-22							0
May-22							0
Jun-22							0
Totals	8047	99129	267256	78364	78760	56610	588166

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-21	2 of 11	5 of 18	12 of 23	4 of 6	7 of 11	2 of 3	32 of 72
Aug-21	2 of 11	6 of 18	13 of 23	4 of 6	7 of 11	2 of 3	34 of 72
Sep-21	2 of 11	6 of 18	13 of 23	5 of 6	7 of 11	2 of 3	35 of 72
Oct-21	2 of 11	5 of 18	11 of 23	5 of 6	6 of 11	2 of 3	31 of 72
Nov-21	1 of 10	6 of 18	13 of 23	5 of 6	7 of 11	2 of 3	34 of 71
Dec-21	1 of 10	6 of 18	13 of 23	5 of 6	7 of 11	2 of 3	34 of 71
Jan-22	1 of 10	6 of 18	12 of 23	5 of 6	6 of 11	2 of 3	32 of 71
Feb-22	2 of 10	7 of 18	12 of 23	5 of 6	7 of 11	2 of 3	35 of 71
Mar-22	2 of 10	6 of 18	13 of 23	5 of 6	6 of 11	2 of 3	34 of 71
Apr-22							
May-22							
Jun-22							

*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

*2 properties that had been reporting merged to 1 property as of 1/1/2021

MTD TOTAL SALES REPORTED	MTD TOTAL ROOMS AVAILABLE	MTD TOTAL ROOM NIGHTS SOLD
\$5,623,422.10	98952	60577
MTD Total Room Nights Sold divided by MTD Total Rooms Available = OCCUPANCY RATE		61.22%
MTD Total Sales Reported divided by MTD Total Room Nights Sold = ADR		\$92.83

YTD TOTAL SALES REPORTED	YTD TOTAL ROOMS AVAILABLE	YTD TOTAL ROOM NIGHTS SOLD
\$53,015,936.85	894964	588166
YTD Total Room Nights Sold divided by YTD Total Rooms Available = OCCUPANCY RATE		65.72%
YTD Total Sales Reported divided by YTD Total Room Nights Sold = ADR		\$90.14

ROOM OCCUPANCY MONTHLY & YEAR TO DATE RECAP / FY 2021 - 2022

FY 2021 - 2022	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	\$2,054.24	\$70,339.11	\$152,355.57	\$47,141.50	\$33,558.65	\$27,343.87	\$332,792.94
Aug	\$2,110.90	\$83,257.11	\$164,390.34	\$44,090.81	\$34,566.06	\$22,862.27	\$351,277.49
Sept	\$2,179.79	\$72,552.74	\$161,404.48	\$51,229.23	\$31,683.19	\$23,396.94	\$342,446.37
Oct	\$2,122.61	\$54,149.08	\$123,523.93	\$45,711.82	\$28,623.83	\$26,463.30	\$280,594.57
Nov	\$2,016.21	\$65,721.89	\$138,682.87	\$51,044.47	\$30,998.17	\$13,886.91	\$302,350.52
Dec	\$2,026.50	\$63,713.38	\$117,526.30	\$39,304.59	\$27,615.21	\$11,685.29	\$261,871.27
Jan	\$1,960.66	\$61,839.58	\$116,937.48	\$34,649.55	\$26,466.69	\$13,808.51	\$255,662.47
Feb	\$2,991.93	\$64,166.59	\$129,101.50	\$40,333.95	\$30,529.61	\$9,035.55	\$276,159.13
Mar	\$3,732.08	\$63,985.47	\$135,632.61	\$46,377.37	\$24,475.33	\$11,609.64	\$285,812.50
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$21,194.92	\$599,724.95	\$1,239,555.08	\$399,883.29	\$268,516.74	\$160,092.28	\$2,688,967.26

FY 2021 - 2022	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	\$25,528.29	\$92,868.28	\$131,437.41	\$1,922.42	\$136,365.61	\$5,607.18	\$393,729.19
Aug	\$24,960.69	\$98,539.65	\$167,504.57	\$8,579.13	\$162,123.32	\$5,284.63	\$466,991.99
Sept	\$24,936.77	\$83,314.56	\$139,311.18	\$4,458.09	\$143,646.60	\$3,567.52	\$399,234.72
Oct	\$21,042.25	\$67,653.86	\$117,564.34	\$1,416.17	\$122,897.83	\$4,577.25	\$335,151.70
Nov	\$20,873.97	\$67,317.30	\$145,894.25	\$1,074.89	\$129,808.92	\$5,098.65	\$370,067.98
Dec	\$20,626.51	\$57,610.84	\$125,550.80	\$984.50	\$120,603.98	\$4,704.51	\$330,081.14
Jan	\$19,013.84	\$52,432.22	\$107,728.90	\$1,816.78	\$114,198.74	\$3,058.74	\$298,249.22
Feb	\$15,530.50	\$48,790.71	\$109,876.42	\$686.11	\$124,645.22	\$4,278.59	\$303,807.55
Mar	\$17,698.81	\$54,999.60	\$130,137.86	\$753.22	\$133,671.33	\$5,012.65	\$342,273.47
Apr							\$0.00
May							\$0.00
June							\$0.00
Total Receipts	\$190,211.63	\$623,527.02	\$1,175,005.73	\$21,691.31	\$1,187,961.55	\$41,189.72	\$3,239,586.96

Net Occupancy*

\$5,799,983.14

1.5% CCCC

\$1,449,995.78

2.75% CVB

\$2,658,325.60

1.5% Arts Center

\$1,449,995.78

.25% Discret

\$241,665.98

* 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"