



Williamsburg Tourism Council Annual Meeting Agenda

Jamestown Settlement

2110 Jamestown Rd

Williamsburg, VA 23185

January 20, 2026 – 12:30 - 2 p.m.

Agenda Items		
I.	Call to Order / Roll Call	Ruth Larson
II.	Public Comment	Ruth Larson
III.	Roundtable Discussion	Ruth Larson
IV.	Minutes a. <u>Action Item</u> : Approve November 18, 2025, Meeting Minutes (pgs. 3-8)	Ruth Larson
V.	Chair Report a. 2026 WTC Meeting Calendar b. Next Meeting, March 17, 2026	Ruth Larson
VI.	2025 Audit (pgs. 9-22)	Greg Miller, CLA
VII.	Treasurer’s Report a. Financials (pgs. 23-27)	Mayor Doug Pons
VIII.	CEO Report a. 3-Year Strategic Plan Timeline	Ed Harris
IX.	Marketing Update	Jennifer Case Selena Coles Daniela Owen
X.	New Business	Ruth Larson
XI.	Old Business	Ruth Larson
XII.	Adjournment	Ruth Larson

Upcoming Meeting:

WTC Board Meeting March 17, 2026



Williamsburg Tourism Council

Meeting Notice

In my capacity as the Chief Executive Officer of the Williamsburg Tourism Council, I hereby give notice that the Williamsburg Tourism Council will hold its next meeting on Tuesday, January 20, 2026, at 1 p.m.

The meeting will feature two or more members of the Williamsburg Tourism Council.

Location- Jamestown Settlement
2110 Jamestown Rd
Williamsburg, VA 23185

Time and Date- January 20, 2026, at 1 p.m.

Given under my hand this 22nd day of December 2025.

Edward Harris, CEO

WILLIAMSBURG TOURISM COUNCIL MEETING
Busch Gardens, Williamsburg, VA
18 November 2025
Annual Meeting
Meeting Minutes

The Williamsburg Tourism Council (“WTC”) Annual Meeting was convened at 1 p.m. on November 18, 2025, at Busch Gardens, where a quorum was present.

Tourism Council Members Present:

Ruth Larson, James City County Board of Supervisors, Chair
Mayor Doug Pons, City of Williamsburg, Treasurer
Ron Kirkland, Williamsburg Hotel and Motel Association
Michael Claar, Williamsburg Area Restaurant Association
Christy Coleman, Jamestown-Yorktown Foundation (JYF)
Denise Kellogg, Jamestown Rediscovery Historic Jamestowne
Sheila Noll, York County Board of Supervisors
Adria Vanhoozier, Greater Williamsburg Chamber of Commerce

Staff Members Present

Edward Harris, CEO
Brittany Alger, Senior Sales Manager
Morgan Cordle, Sports Sales Manager
Greg Kavanagh, Vice President, Business Development
Jackie Lavan, Executive Assistant
David Turner, Finance Director

Guest

Robyn Hansen, Counsel, Sands Anderson

I. Call to Order

Chair Ruth Larson called the meeting to order. Jeff Thomas, Vice President of Operations at Busch Gardens, provided an overview of recent milestones, seasonal events, and attraction updates, along with plans for 2026 focused on new entertainment offerings and continued enhancements to the guest experience.

II. Public Comment

- No public comment

III. Roundtable Discussion

Ms. Larson introduced the roundtable discussion.

Sheila Noll:

- Yorktown Lighted Boat Parade scheduled for Saturday, December 7, 2025.
- Sail Yorktown Festival scheduled for June 12-14, 2026

Denise Kellogg:

- Hydrology studies addressing Jamestown flooding are nearing completion, with plans underway to implement protective measures for key historic sites as part of long-term preservation efforts

Michael Claar:

- Consumer spending has declined, with fewer people dining out, while high-end dining continues to perform better
- The WARA golf tournament was successful
- Alewerks Brewing Co. will host a fundraiser to support Rocco's Smokehouse Grill following its closure due to fire

Christy Coleman:

- The American Revolution Museum at Yorktown and Jamestown Settlement opened major new exhibits in late 2025, including the successful *Following the Dragon* exhibit
- The Winter Lantern Festival sold over 18,000 tickets in under a week, exceeding projections by 50%
- First time participation in the Williamsburg Christmas Parade is a new initiative to increase local visibility and community engagement

Ruth Larson:

- The Jamestown government center groundbreaking took place recently, with pine tree plantings planned next
- On September 23, 2025, James City County celebrated the 25th anniversary of the Walmart Distribution Center. They also received the Business Founders' Award.

Mayor Doug Pons:

- Police station remains on schedule for early 2026 opening
- Grand Illumination scheduled for December 6, 13, and 20, 2025
- Progressing toward a decision on the new library

Ron Kirkland:

- The local hotel market experienced a 25% drop in visitation during a shutdown but rebounded in October and November with strong occupancy and revenue, supported by major seasonal events and festivals

Adria Vanhoozier:

- Busch Gardens will host Jingle Fest on Wednesday, November 19
- The December 7 Christmas Parade has already sold out

IV. Minutes

Ms. Larson opened the floor to review the meeting minutes from September 16, 2025, included in the meeting packet. With no comments, she called for a motion to approve.

Motion:

Mr. Kirkland moved to approve the minutes, and Ms. Coleman seconded the motion. The Board unanimously approved the motion.

V. Chair Report

Updated Policy on Electronic Participation at Meetings from Remote Locations

The policy on electronic participation requires annual adoption. No changes were made from the previous year.

Motion:

Ms. Larson moved to approve the Policy on Electronic Participation at Meetings from Remote Locations, and Mr. Kirkland seconded. The Board unanimously approved the motion.

Next Meeting

The next meeting will be held on Tuesday, January 20, 2026.

VI. Treasurer's Report

Financials

The Tourism Council reported a strong financial position, with year-to-date revenues exceeding budget and expenses coming in below projections.

- September 2025 revenues totaled \$1.6 million, \$15,000 over budget, while expenses were \$1.1 million, \$621,000 under budget, primarily due to delayed marketing and special event timing.
- Year-to-date (FY26) revenues reached \$4.8 million, \$62,000 above budget, supported by steady transient tax receipts, while expenses of \$3.2 million remained \$1.1 million below budget, reflecting slower marketing execution and staffing efficiencies.
- Cash on hand totaled \$8.8 million, exceeding the budget by \$3.4 million, with net free cash of \$6.2 million.

- Sales tax receipts for August increased 6.4% year-over-year to \$1.4 million, and transient tax grew 2%, signaling improving tourism-related economic activity.

VII. CEO report

President and CEO Ed Harris provided the CEO report.

Economic & Hotel Market Outlook

The broader economic environment and local hotel market present mixed signals, calling for cautious optimism regarding tourism growth.

- Nationally, consumer confidence remains low amid inflation concerns, with about two-thirds of travelers adjusting spending, though 34% view travel as a positive spending opportunity.
- Luxury travelers remain optimistic, supporting high-end hospitality demand despite general economic caution.
- The hotel industry has experienced seven consecutive months of year-over-year declines in occupancy and RevPAR, with Q4 forecasts remaining weak due to natural disasters and economic pressures.
- Locally, hotel demand has been variable, with September showing a 6.5% increase followed by a 1.9% decline in October; early November performance remained flat. Strong timeshare bookings and upcoming holiday events provide some optimism.
- The conversion of hotel rooms to apartments poses a concern for accommodation capacity ahead of the new sports facility, emphasizing the need for new hotel construction and renovations.
- Expanding large-scale dining options continues to be a priority to meet the needs of sports and group visitors.

Historic Triangle Events & Tourism Initiatives

The region's cultural and event-driven tourism continues to grow, with strong visitor engagement and innovative programming.

- Multiple 250th anniversary events are planned for 2026, including *Revolutionary Rhythms* in April, the Yorktown Festival with tall ships in June, and the Virginia Black Film Festival in February, designed to drive visitation and cultural engagement.
- Website upgrades feature live hotel pricing via Wright, a new "Book Now" button, and the virtual assistant *George Baashington*, enhancing visitor experience and booking conversion.
- The historic holiday app returns for a second year, allowing visitors to check in at events and businesses to earn redeemable points, increasing seasonal engagement.

- Marketing efforts include distribution of 250th-branded merchandise and collaboration with local businesses on themed products, reinforcing destination branding and visitor souvenirs.

VIII. Sales Update

Greg Kavanagh, VP of Business Development, Brittany Alger, Senior Sales Manager, and Morgan Cordle, Sports Sales Manager, provided an update to the Board.

Sales & Marketing Strategy

The sales team is intensifying efforts to position Williamsburg as a premier meeting and sports destination through targeted outreach and event hosting:

- Focus on midweek corporate and association meetings year-round, targeting key markets such as Washington, Philadelphia, Richmond, and Charlotte to increase weekday hotel occupancy.
- Enhanced sales efforts include LinkedIn engagement, a new meeting planner destination guide highlighting over 500,000 sq. ft. of meeting space, and promotion of train access from D.C.
- New market segments include fraternal groups, quilting and scrapbooking clubs, car clubs, and gun shows, leveraging the versatility of event spaces.
- International markets, such as India, are being pursued in partnership with the Virginia Tourism Corporation (“VTC”) to diversify visitor sources.
- Trade show participation emphasizes quality over quantity, focusing on one-on-one appointments to educate planners on Williamsburg’s attractions, hotels, and meeting spaces, highlighting the 250th anniversary.
- Group dining challenges are addressed through alternative options like food trucks and vendor partnerships to retain local business.
- Upcoming hosted events include the Select Traveler conference (150 planners representing 600,000 clients), the VSAE annual conference, and the SGMP National Education Conference, designed to showcase Williamsburg’s meeting assets and drive bookings.

Sports Tourism Growth & Incentives

Sports tourism continues to gain momentum, supported by multi-year partnerships and a strong event pipeline that drives midweek and offseason visitation.

- Participation in national sports trade shows and conferences has strengthened the sales pipeline, with leads at an all-time high.
- Multi-day and midweek events are prioritized to spread visitation and economic impact beyond weekends, with recent site visits resulting in additional contracted dates for 2026.

- The Gladiator/Gladiatrix Combat Series secured a three-year deal generating 4,000 room nights annually, chosen over competing locations, reflecting strong community support and facility quality.
- A new beach rowing initiative, in partnership with local clubs and US Rowing, is being developed as an annual marquee event to diversify sports offerings.
- The Dart Tournament secured a three-year February schedule to boost early-year visitation during the slow season.
- A \$1 million incentive fund, approved last year, has been instrumental in securing group business by supporting competitive offers, including transportation and attraction tickets. Continued investment in incentives is critical to sustain and grow sports tourism bookings.

IX. New Business

- None

X. Old Business

- None

XI. Adjournment

There being no further business, the meeting was adjourned at 2:17 p.m.



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Williamsburg Tourism Council

Audit Exit Presentation

Year ended June 30, 2025

Agenda

- Audit scope and plan
- Audit opinions and communications
- Financial highlights
- Future accounting and financial reporting pronouncements



Audit Scope



Report on the organization's financial statements



Internal control/
management letter



Required
governance
communications
letter



Assistance with
adopting new
accounting
standards



Audit Plan Overview

We use a **collaborative approach**, including seeking input from management and governance, to develop an audit plan focusing on **risk** areas and areas of **significance to organization stakeholders**.





AUDIT OPINIONS

Financial statement

Financial statement audit opinion is **unmodified**.



AUDIT RESULTS

Financial statement

No material weaknesses noted.



Governance Communications

Overall

- Auditor's responsibilities under GAAS and *Government Auditing Standards*
- No changes from planned scope
- Implementation of GASB 101 & 102

Disclosures

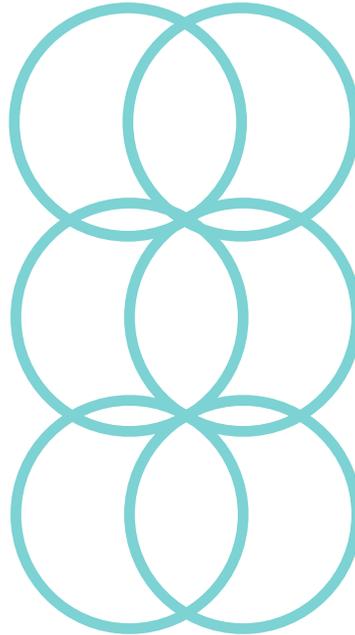
- Neutral, consistent, and clear
- No significant unusual transactions
 - Grants payable

Difficulties

- No significant delays
- No disagreements with management

Management Consultation

- None known



Estimates

- Compensated Absences – We evaluated the methods, assumptions, and data used to develop these estimates in determining that they are reasonable

Other

- No material audit adjustments
- No uncorrected misstatements

Management Representation

- Obtained December 23, 2025

Other information included with financial statements

- Management's Discussion and Analysis



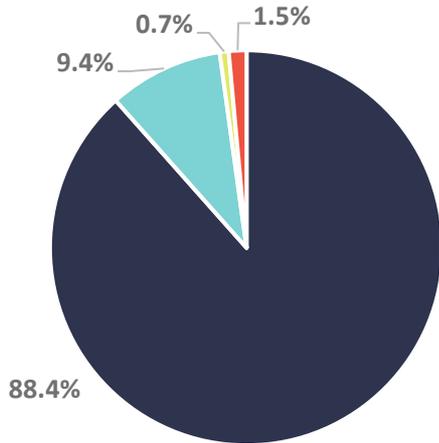
FY 2025 - FINANCIAL HIGHLIGHTS

- Total general revenues totaled \$17,144,983, an increase of \$402,822, or 2.4% over the prior year. The primary increase in funding was due to a 2% increase in sales and transient tax receipts.
- Destination marketing expenses were \$11,129,363, 76.5% of the total 2025 operating expenses and a 25% or \$3.8M decrease from the prior year. Changes in key vendors and marketing tactics led to shifts in spending and savings compared to the prior year.
- Other sales and marketing expenses were \$1,001,125, 6.9% of the total 2025 operating expenses and a 61% or \$379K increase over the prior year. Of the \$379K increase, the sales team expanded an incentive program to attract tournaments and group bookings increasing expenses by \$218K in 2025.
- General and administrative expenses were \$2,425,535, 16.7% of the total 2025 operating expenses and a 28%, or \$538K, increase over the prior year. The increase was driven by additional headcounts for sales and marketing.
- As of June 30, 2025, WTC's total net position was \$4,416,316, an increase of \$1.7M from the prior year.
- WTC's financial statements are prepared in accordance with General Accepted Accounting Principles (GAAP) as promulgated by the Government Accounting Standards Board (GASB).



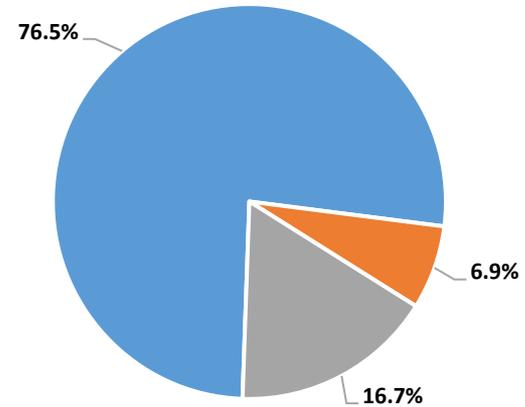
2025 Revenue and Expenses by Category

Sources of Revenue



- Sales Tax (58.1-603.2)
- \$1 Transient Tax
- Maintenance of Effort Funds
- Other Financing Sources

Categories of Expenditure



- Destination Marketing
- Other Sales & Marketing
- Administrative Expenses





GASB Standards



GASB 103 Financial Reporting Model Improvements



Effective date
June 30, 2026



Impacts financial statement presentation

Updated disclosure guidance for:

- MD&A consistency
- Clearer definition of unusual or infrequent items
- Presentation of proprietary fund statements
- Major component unit information
- Budgetary comparison information

CLA can help by
assisting with or
evaluating financial
statement
presentation and
disclosure updates



GASB 104 – Disclosure of Certain Capital Assets



Effective date
June 30, 2026



Will clarify how capital assets are disclosed in financials:

- Capital assets held for sale and related pledged debt
- Leased assets
- Subscription assets
- Right to Use PPP assets
- Other intangible assets



CLA can help by assisting with or evaluating financial statement disclosure updates



GASB Implementation Guide 2025-1



Effective date
**June 30, 2026, except
for Question 4.16,
which is effective
immediately**



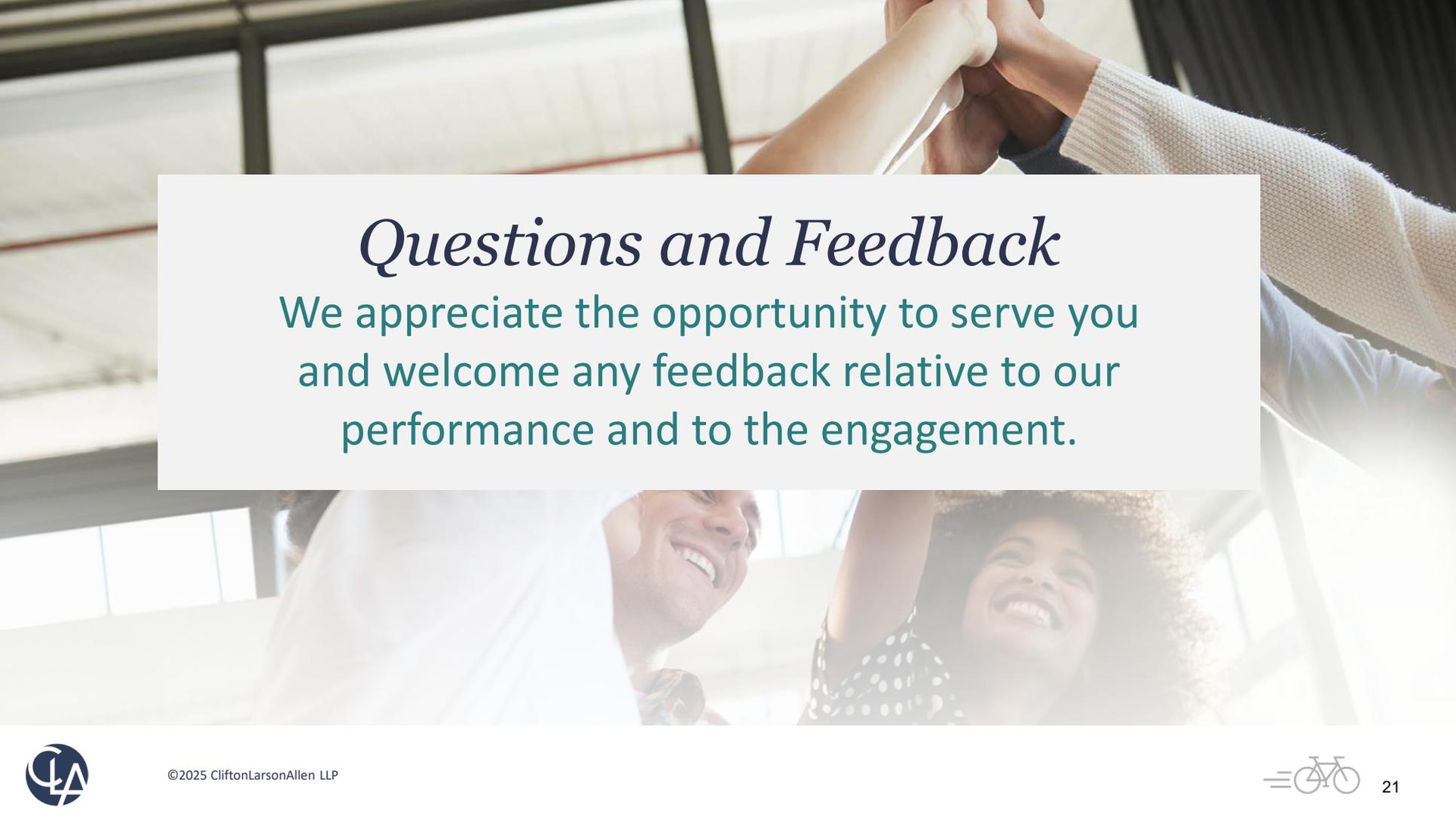
**Will provide explanatory
guidance in the following
areas:**

- Cash flow reporting
- Subsidies
- Lease term and modifications
- Accounting changes and error corrections



CLA can help by
assisting with or evaluating
accounting and financial
statement presentation
and disclosure updates





Questions and Feedback

We appreciate the opportunity to serve you and welcome any feedback relative to our performance and to the engagement.





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Principal

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	Month		
	Actual	Budget	Variance
REVENUE			
Sales Tax (58.1-603.2)	1,263,968	1,240,155	23,813
\$1 Transient Tax	152,722	166,026	(13,304)
Maintenance of Effort Funds	0	0	0
Other	47,387	13,532	33,855
Unrestricted Reserves	0	0	0
Total Revenue	1,464,077	1,419,713	44,364
EXPENSES			
Marketing Activities	1,277,730	672,653	(605,077)
Employee Expenses	54,639	45,669	(8,970)
Total Destination Marketing	1,332,369	718,322	(614,047)
Sales Activities	270,538	142,020	(128,518)
Employee Expenses	84,125	76,811	(7,314)
Total Sales & Other Marketing	354,662	218,831	(135,831)
Administrative Services	23,288	34,220	10,932
Admin Employee Expenses	62,786	62,292	(494)
Total Administration	86,074	96,512	10,438
Total Expenses	1,773,105	1,033,665	(739,440)
Net Revenue Expense by Month	(309,028)	386,048	(695,076)

Treasurer's Report

Revenue / Expenses
Fiscal YTD as of November 2025



	FY 2026		
	Actual	Budget	Variance
REVENUE			
Sales Tax (58.1-603.2)	6,810,492	6,737,918	72,574
\$1 Transient Tax	848,847	785,429	63,418
Maintenance of Effort Funds	63,300	63,300	0
Other	148,721	53,075	95,646
Unrestricted Reserves	0	0	0
Total Revenue	7,871,360	7,639,722	231,638
EXPENSES			
Marketing Activities	4,250,744	4,470,288	219,544
Employee Expenses	239,831	254,581	14,750
Total Destination Marketing	4,490,575	4,724,869	234,294
Sales Activities	1,048,541	930,730	(117,811)
Employee Expenses	365,408	423,625	58,217
Total Sales & Other Marketing	1,413,948	1,354,355	(59,593)
Administrative Services	152,008	178,454	26,446
Admin Employee Expenses	348,663	334,760	(13,903)
Total Administration	500,671	513,214	12,543
Total Expenses	6,405,194	6,592,438	187,244
Net Revenue Expense by Month	1,466,166	1,047,284	418,882

Budget Remaining	Percent Remaining
8,774,432	56.3%
763,508	47.4%
63,300	50.0%
(19,674)	
1,150,000	100.0%
10,731,566	57.7%

8,688,340	67.1%
444,068	64.9%
9,132,408	67.0%
1,281,518	55.0%
753,731	67.3%
2,035,250	59.0%
455,045	75.0%
575,029	62.3%
1,030,074	67.3%
12,197,732	65.6%

Net Position - Beginning of Year	3,580,461	3,580,461	0
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Net Position - Current YTD	5,046,627	4,627,745	418,882
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Treasurer's Report

Cash on Hand
 November 2025

Operating Cash

Cash Balances	Sep-25		
	Actual	Budget	Variance
Bank Account Balances: operations			
BB&T Reserve Checking	\$ -	\$ -	\$ -
BB&T ICS Investment Fund	\$ -	\$ -	\$ -
Ches Bank Checking	\$ 7,956,115	\$ 5,336,872	\$ 2,619,243
Ches Bank Payroll	\$ 1,000	\$ -	\$ 1,000
Ches Bank CD	\$ 793,103	\$ -	\$ 793,103
Total Cash on Hand	\$ 8,750,218	\$ 5,336,872	\$ 3,413,346

Oct-25		
Actual	Budget	Variance
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -
\$ 7,766,021	\$ 5,610,526	\$ 2,155,495
\$ 1,000	\$ -	\$ 1,000
\$ 797,683	\$ -	\$ 797,683
\$ 8,564,703	\$ 5,610,526	\$ 2,954,177

Nov-25		
Actual	Budget	Variance
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -
\$ 8,126,019	\$ 5,710,457	\$ 2,415,562
\$ 1,000	\$ -	\$ 1,000
\$ 799,945	\$ -	\$ 799,945
\$ 8,926,964	\$ 5,710,457	\$ 3,216,507

Key Sources of Funds	Sep-25		
	Actual	Budget	Variance
State Disbursement	\$ 1,546,733	\$ 1,570,128	\$ (23,395)
Total Gov't Sources	\$ 1,546,733	\$ 1,570,128	\$ (23,395)

Oct-25		
Actual	Budget	Variance
\$ 1,584,463	\$ 1,471,101	\$ 113,362
\$ 1,584,463	\$ 1,471,101	\$ 113,362

Nov-25		
Actual	Budget	Variance
\$ 1,416,690	\$ 1,406,181	\$ 10,509
\$ 1,416,690	\$ 1,406,181	\$ 10,509

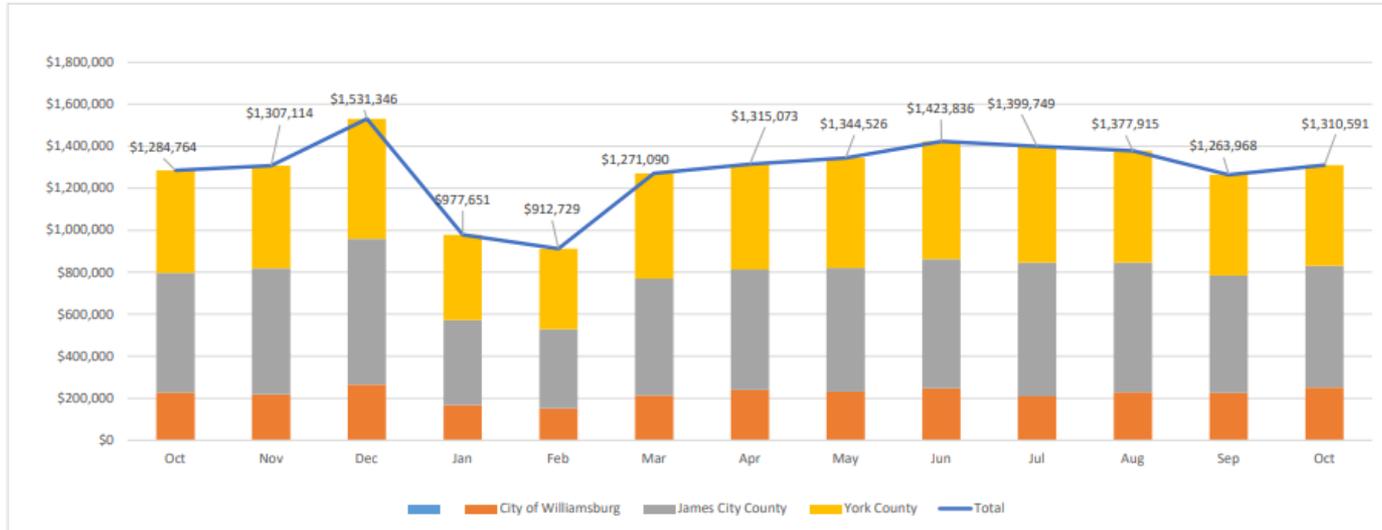
Interest Earned:			
	Actual	Budget	Variance
State Interest Paid	\$ -	\$ -	\$ -
BB&T Reserve Checking	\$ -	\$ -	\$ -
BB&T ICS Investment Fund	\$ -	\$ -	\$ -
Ches Bank Checking	\$ 17,564	\$ 11,448	\$ 6,116
Ches Bank CD	\$ 2,317	\$ -	\$ 2,317
Total Interest Earned	\$ 19,881	\$ 11,448	\$ 8,433

Oct-25		
Actual	Budget	Variance
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -
\$ 20,853	\$ 11,448	\$ 9,405
\$ 2,249	\$ -	\$ 2,249
\$ 23,102	\$ 11,448	\$ 11,654

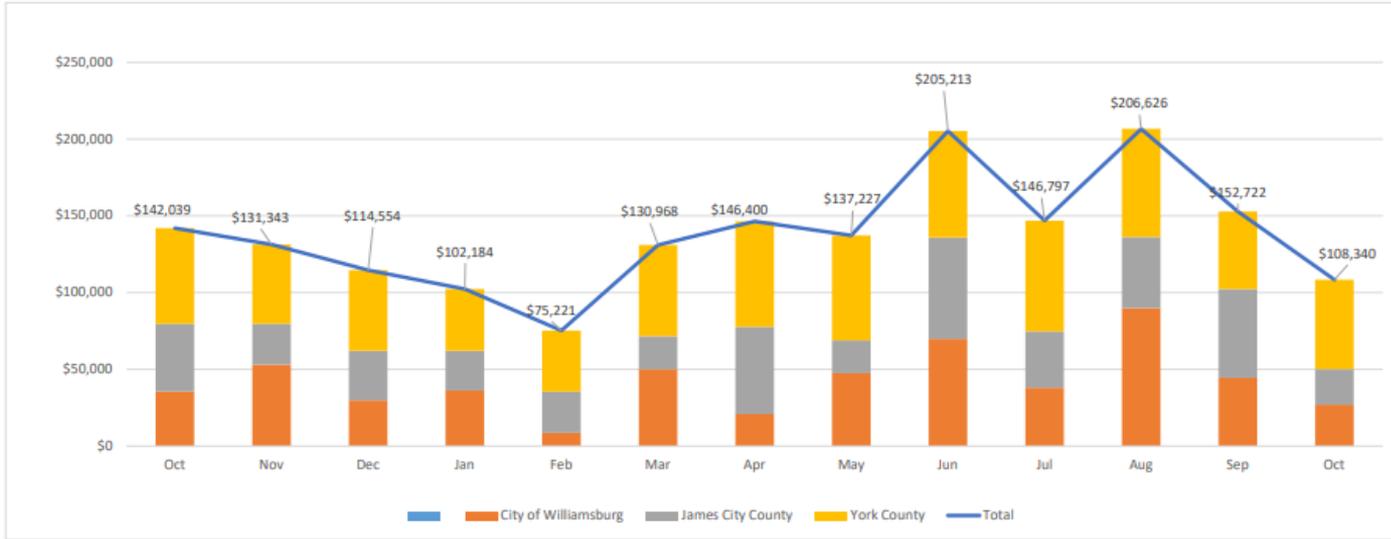
Nov-25		
Actual	Budget	Variance
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -
\$ -	\$ -	\$ -
\$ 18,399	\$ 13,532	\$ 4,867
\$ 2,331	\$ -	\$ 2,331
\$ 20,729	\$ 13,532	\$ 7,197

Accounts payable balance as of November 30, 2025: \$ 1,715,598
 Uncleared checks & payments balance: 113,124
 Sports & Event payables balance: 1,089,965
Total Open Payables transactions: \$ 2,918,687

Cash Net of Payables
 \$ 6,008,276 \$ 5,710,457 **\$ 297,819**



§§ 58.1-603.2 1/2 of 1%													
CY 2024/2025	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
City of Williamsburg	\$217,692	\$266,141	\$167,800	\$152,131	\$212,669	\$239,626	\$230,344	\$247,996	\$209,194	\$228,829	\$225,203	\$250,776	\$2,648,401
James City County	\$601,388	\$692,950	\$405,348	\$376,020	\$556,313	\$573,465	\$589,691	\$614,553	\$637,526	\$618,169	\$560,234	\$580,139	\$6,805,796
York County	\$488,034	\$572,255	\$404,503	\$384,578	\$502,108	\$501,981	\$524,491	\$561,287	\$553,029	\$530,917	\$478,531	\$479,676	\$5,981,389
Total	\$1,307,114	\$1,531,346	\$977,651	\$912,729	\$1,271,090	\$1,315,073	\$1,344,526	\$1,423,836	\$1,399,749	\$1,377,915	\$1,263,968	\$1,310,591	\$15,435,587
Calendar YTD Total													\$12,597,127
CY 2023/2024	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
City of Williamsburg	\$215,248	\$251,890	\$151,905	\$156,001	\$205,256	\$220,784	\$225,388	\$247,564	\$224,996	\$217,995	\$205,427	\$228,284	\$2,550,738
James City County	\$541,964	\$666,053	\$387,783	\$426,600	\$511,176	\$540,740	\$567,007	\$580,550	\$592,979	\$577,012	\$525,458	\$568,215	\$6,485,538
York County	\$480,182	\$538,830	\$406,530	\$449,044	\$484,614	\$492,522	\$502,201	\$544,291	\$568,412	\$500,534	\$474,318	\$488,266	\$5,929,743
Total	\$1,237,394	\$1,456,773	\$946,218	\$1,031,645	\$1,201,046	\$1,254,046	\$1,294,596	\$1,372,405	\$1,054,706	\$1,295,542	\$1,205,203	\$1,284,764	\$14,634,337
Calendar YTD Total													\$11,940,170



Transient Tax \$1 of the \$2													
CY2024/2025	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
City of Williamsburg	\$53,107	\$29,801	\$36,219	\$8,660	\$50,132	\$20,733	\$47,483	\$69,882	\$37,995	\$90,059	\$44,375	\$26,778	\$515,224
James City County	\$26,600	\$32,345	\$25,924	\$26,698	\$21,595	\$56,932	\$21,651	\$65,958	\$36,751	\$46,078	\$57,900	\$23,354	\$441,786
York County	\$51,636	\$52,408	\$40,041	\$39,863	\$59,242	\$68,735	\$68,454	\$69,373	\$72,051	\$70,389	\$50,447	\$58,208	\$700,847
Total	\$131,343	\$114,554	\$102,184	\$75,221	\$130,969	\$146,400	\$137,588	\$205,213	\$146,797	\$206,526	\$152,722	\$108,340	\$1,657,857
Calendar YTD Total													\$1,411,960
CY2023/2024	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
City of Williamsburg	\$31,726	\$33,937	\$36,901	\$35,855	\$18,595	\$79,266	\$31,299	\$25,601	\$63,258	\$36,943	\$55,555	\$35,630	\$484,566
James City County	\$32,135	\$24,009	\$38,773	\$25,548	\$32,557	\$40,469	\$25,431	\$27,535	\$72,671	\$33,323	\$56,196	\$43,992	\$452,639
York County	\$46,505	\$53,418	\$41,665	\$41,277	\$60,426	\$64,157	\$72,501	\$74,100	\$73,492	\$71,107	\$51,021	\$62,417	\$712,086
Total	\$110,366	\$111,364	\$117,339	\$102,680	\$111,578	\$183,892	\$129,231	\$127,236	\$209,421	\$141,373	\$162,772	\$142,039	\$1,649,291
Calendar YTD Total													\$1,427,561