

THE GREENSBORO/GUILFORD COUNTY TOURISM DEVELOPMENT AUTHORITY
BALANCE SHEET
AS OF JUNE 30, 2020 AND 2019

	<i>Twelfth Month</i>	
	<u>GENERAL FUND</u>	
	<u>2020</u>	<u>2019</u>
<u>ASSETS</u>		
CASH	\$ 8,565.50	\$ 32,863.69
DUE FROM GUILFORD CO-POOLED CASH	4,858,713.24	5,047,470.59
DUE FROM GUILFORD CO-ACCRUED INTEREST	3,759.77	7,925.28
DUE FROM GUILFORD CO-OCCUPANCY TAXES	189,247.60	442,214.36
DEPOSITS	1,272.22	1,680.27
ACCOUNTS RECEIVABLE	142.32	138.72
	<u>\$ 5,061,700.65</u>	<u>\$ 5,532,292.91</u>
TOTAL ASSETS		
 <u>LIABILITIES AND FUND BALANCE</u>		
LIABILITIES:		
ACCOUNTS PAYABLE	28,651.46	98,703.98
PAYROLL TAXES, RETIREMENT AND SECTION 125 WITHHELD	1,433.80	5,419.69
	<u>\$ 30,085.26</u>	<u>\$ 104,123.67</u>
TOTAL LIABILITIES		
 FUND BALANCE:		
RESTRICTED		
STABILIZATION BY STATE STATUTE-TOURISM PROMOTION (1)	169,351.02	453,337.24
SPECIFIC EVENTS (1)	204,738.68	137,750.01
CITY CAPITAL (1)	30,470.89	70,661.49
COMMITTED		
CITY CAPITAL (2,3)	1,400,000.00	1,400,000.00
ASSIGNED		
SUBSEQUENT YEAR'S EXPENDITURES-TOURISM PROMOTION	1,508,600.00	1,257,100.00
CITY CAPITAL	222,000.00	-
UNASSIGNED (4)		
TOURISM PROMOTION	871,745.60	1,508,787.81
SPECIFIC EVENTS	3,557.15	2,190.59
CITY CAPITAL	621,152.05	598,342.10
	<u>5,031,615.39</u>	<u>5,428,169.24</u>
TOTAL FUND BALANCE		
TOTAL LIABILITIES AND FUND BALANCE	<u>\$ 5,061,700.65</u>	<u>\$ 5,532,292.91</u>

THE AUTHORITY HAS AN UNDEPRECIATED BALANCE OF \$380,303.19 IN CAPITAL ASSETS.

NOTES:

- (1): Restricted for stabilization of state statute-portion of fund balance that is restricted by state statute [G.S. 159-8(a)].
- (2): City Capital represents 20% of Occupancy Tax in excess of \$170,000 allocation to Specific Events.
- (3): \$1.4M in City Capital balance is being held in reserve for future debt payments for the Steven Tanger Center.
- (4): Unassigned fund balance denotes portions of fund balance that have not been restricted or assigned to specific purposes.

Your Name	Hotel/Property	Group Meeting Name	Dates of Meeting	Estimated Number of Attendees	Number Room Nights	Economic Impact
Kyle English	Comfort Inn Greensboro	Tufts Baseball	3/15 3/18	150	42	
Michele Tunis	DoubleTree by Hilton Greensboro	AT&T	March 22-march 27th	125	525	
Barbara Smith	Wingate By Wyndham Greensboro	College Tour	4.8-9.20	0	27	
Timothy Simmons	Holiday Inn Greensboro Airport	Kuka Furniture	4/20 - 4/29, 2020	30	200	
		Mary Kay	3/21/2020	100	0	
Brian Coleman	The Biltmore Greensboro Hotel	Reservations	20-Mar	220	351	
Henri Fourrier	city wide	YMCA Shortcourse Nationals	3-27/4-04	6,600	6,160	\$ 4,490,206.36
	city wide	NCAA 1st 2nd Round	3-20/3-22	20,000	3,500	\$ 3,954,214.67
	city wide	2020 ACC Men's Tournament	3-10/3-14	23,000	17,500	\$ 17,278,242.42
Ava Pope	city wide	2020 NC Agent U-NC	3/17 - 3/18	400	200	\$ 99,286.77
	city wide	2020 Development Academy Girls Showcase	4/28 - 5/4	5,000	8,750	\$ 916,911.34
	city wide	NCAA D-III Mens & Womens Swimming & Diving	3/18 - 3/21	1,680	1,680	\$ 6,149,074.61
	city wide	2020 FINIS College Club Swimming National Champ	4/9 - 4/12	5,500	6,000	\$ 5,052,053.68
Thomas Pittman	Hampton Inn Greensboro East	Wake Forest Dance	March 13-14	50	50	
		Limestone Men's Lacrosse	27-Mar	45	23	
Purvi Zaver	Battleground Inn	Leadership Team Development	April 23-25, 2020	1300	530	
		Tai Chi	April 3-4, 2020	200	1	
		Lawndale Baptist Church	March 20-22,2020	100	2	
Deborah Nicolas	Hilton Garden Inn Greensboro Airport	Marine Reserves Training	13-Mar	0	26	
		Blue Ridge Co	17-Mar	0	42	
		Blue Ridge Co	22-Mar	0	44	
		Blue Ridge Co	16-Mar	0	9	
		Ecolab	22-Mar	0	65	
		Premier Credit Union	27-Mar	0	13	
		American Boating Club District 27	27-Mar	120	60	
		Truliant	21-May	120	30	
Nikki Lee	La Quinta Greensboro Airport	WYSA Soccer Club	3/27-3/29/2020	80	80	
		Waxhaw Soccer Club	3/20-3/22/2020	20	40	
Thomas Pittman	Hampton Inn Greensboro East	Wake Forest Dance	March 13-14	50	50	
		Limestone Men's Lacrosse	27-Mar	45	23	
Barbara Smith	Wingate By Wyndham Greensboro	Corporate Meeting	3.10.20	20	1	
		Corporate Meeting	3.18.20	22	1	
		Corporate Meeting	3.20.20	15	1	
		Corporate Group	3.16-20.20	25	126	
		Corporate Meeting	3.10.20	20	1	
		Corporate Meeting	3.18.20	22	1	
		Corporate Meeting	3.20.20	22	2	
Marie Bokor		MEAC-Outdoor Track & Field Championships	Apr 29-May 2, 2020	800	800	\$ 31,372.17
Marie Bokor		NC Middle School Choral Section-All State Chorus 2020	Apr 16-19, 2020	1000	70	\$ 67,687.14
Marie Bokor		Greater Piedmont Electrolysis Association Continuing Education	April 17-20, 2020	40	20	\$ 1,444.88
Marie Bokor		NC Rabbit Breeders Assoc.-State Convention	March 20-22,2020	1000	125	\$ 179,089.99
Marie Bokor		NC DPI SkillsUSA	April 22-23, 2020	2000	1875	\$ 574,684.10
Marie Bokor		Blazing 7on7 SE Regional	April 3-5, 2020	750	500	\$ 281,519.32
Marie Bokor		NCHSAA State Outdoor Track & Field	May 15-16, 2020	3500	500	\$ 774,360.63
Marie Bokor		Phenom Hoop-Phenom Opening	March 28-29, 2020	2000	600	\$ 760,706.01

Marie Bokor	Dance Machine Greensboro 2 Regional	April 2-4, 2020	750	70	\$	129,283.53
Marie Bokor	US Tennis Assoc.Honda Jet Jr. Spring State Championship	April 18-19, 2020	750	300	\$	309,371.70
Marie Bokor	Phenom Hoop-Stay Positive Boys/Girls	April 3-5, 2020	1,250	500	\$	540,044.32
Marie Bokor	USSSA Basketball Spring Fling	March 27-28, 2020	3800	1400	\$	1,098,871.25
Marie Bokor	YMCA Long Course National Swimming Championships	Jul 28-Aug 1, 2020	2500	5330	\$	3,498,071.81
Marie Bokor	NC Community Development-PHRANC & NCCDA Jt. Mtg	Sep 15-18, 2020	150	110	\$	36,460.22
Marie Bokor	Thurgood Marshall-Business Meeting	Apr 29-May 1, 2020	28	56	\$	14,271.18
Marie Bokor	Armor Express	23-Mar-20	20	20	\$	6,955.04
Marie Bokor	USSSA Battle of the Bats	Mar 20-21, 2020	1200	200	\$	355,047.98
Marie Bokor	USSSA Baseball-BOE Select Supeer NIT	Apr 3-5, 2020	1700	900	\$	827,495.29
Marie Bokor	USSSA Baseball-Play Ball Bash	Apr 24-26, 2020	1600	300	\$	479,377.76
Marie Bokor	USSSA Softball-Easter Battle of the Chicks	Apr 10-22, 2020	1080	200	\$	375,285.34
Marie Bokor	Greensboro Grasshoppers Series 1	April 9-12, 2020	45	69	\$	44,890.80
Marie Bokor	Greensboro Grasshoppers Series 2	April 13-15, 2020	45	46	\$	37,361.18
Marie Bokor	Greensboro Grasshoppers Series 3	April 23-26, 2020	45	69	\$	55,890.80
Marie Bokor	Greensboro Grasshoppers Series 4	April 27-29, 2020	45	46	\$	37,361.18
Marie Bokor	Morehead College-Get on the Bus Greensboro	April 9-12, 2020	58	93	\$	24,115.76
Marie Bokor	Libertarian Party of North Carolina-State Convention	April 3-5, 2020	40	60	\$	21,495.65
Marie Bokor	Baptist State Convention Handbell Festival	April 24-25, 2020	750	375	\$	178,748.64
Marie Bokor	NC Coalition Against Domestic Violence Biennial Conf.	May 11-15, 2020	250	225	\$	103,237.57
Marie Bokor	NC Fusion-Wrangler McDonald	May 15-17, 2020	3500	1600	\$	1,331,235.53
Marie Bokor	Cooperative Council of North Carolina	March 25-26, 2020	30	20	\$	5,458.65
Marie Bokor	District 27 U.S. Power Squadron Spring Change of Watch	March 27-29, 2020	125	110	\$	32,236.04
Marie Bokor	NCHSAA Softball State Championship	June 4-5, 2020	150	190	\$	129,382.63
Marie Bokor	NC Assoc. of Certified Public Accountants-Members In Business & Industry Conference	May 19-23, 2020	550	210	\$	139,962.17
Marie Bokor	NC Assoc. of Certified Public Accountants-Not-For-Profit Conference & Accounting Workshop	May 18-21, 2020	150	135	\$	56,253.20
Marie Bokor	NC Assoc. of Certified Public Accountants-Local Government Conference & Audit Workshop	May 12-14, 2020	100	28	\$	21,997.15
Marie Bokor	NC Assoc. of Certified Public Accountants-Employee Benefits Plans	May 11-12, 2020	100	20	\$	16,364.32
Marie Bokor	NC Safety Conf.-90th Annual NC Statewide Safety Conference	May 11-15, 2020	300	190	\$	403,251.17
Marie Bokor	Seventh Day Adventist-2020 SDA South Atlantic Conference Regional Treasurers Meeting	Oct. 1-8, 2020	65	248	\$	57,059.93
Marie Bokor	NC Rural Water Association, Inc	May 11-15, 2020	1150	300	\$	403,251.17
Marie Bokor	Coaster Company of America-Fall Show	April 20-28, 2020	22	115	\$	34,074.61
Marie Bokor	USA Wrestling-Freestyle/Greco State Championships	April 25-26, 2020	1000	550	\$	652,604.29
Marie Bokor	High Point Furniture Market	June 11-15, 2020	55000	11000	\$	10,257,341.20
Marie Bokor	NCA & T-Sring Commencement	May 5-10, 2020	2400	250	\$	179,821.83
Marie Bokor	NC Dept of Health & Human Serices-NC Career & Development Transition Conference	April 22-24, 2020	200	80	\$	32,568.66

Marie Bokor	Omincron Delta Kappa	Jan 22-24, 2021	35	31	\$	7,989.18
Marie Bokor	ODK Winter Board Meeting	June 18-21, 2020	275	140	\$	70,923.68
Marie Bokor	Toastmasters International-Spring Conference	Mar 27-29, 2020	400	150	\$	60,247.91
Marie Bokor	National Baptist Deacons Convention-National Convention	May 1-3, 2020	800	150	\$	252,606.29
Marie Bokor	National Softball Cheerwine/Carolinas 14U State Tournament	May 8-10, 2020	800	550	\$	472,264.86
Marie Bokor	US Tennis Assoc. May Madness Jr. Championship	Jun 1-30, 2020	1800	450	\$	341,802.36
Marie Bokor	UNCG SOARS-comprised of 9-1 night sessions in the month of June	May 15-17, 2020	5750	3800	\$	3,492,132.72
Marie Bokor	USSA Basketball Phoenix Invitational	May 15-17, 2020	5750	3800	\$	3,492,132.72
Marie Bokor	USSA Basketball Inside Exposure	May 22-24, 2020	5125	3280	\$	2,950,737.13
Marie Bokor	USSA Basketball State Championship	May 1-3, 2020	70	50	\$	19,076.36
Marie Bokor	Travelers Protective Association	May 22-24, 2020	1200	240	\$	378,909.43
Marie Bokor	USSA Baseball-Memorial Day Classic	May 22-24, 2020	1100	300	\$	418,388.31
Marie Bokor	USSA Baseball-Gate City Classic	May 22-24, 2020	1200	240	\$	378,909.43
Marie Bokor	USSA Baseball-NC State Championships	June 5-7, 2020	2000	440	\$	657,351.90
Marie Bokor	Nat'l Assoc. of Social Workers Clinical Supervision Certificate Training	Jun 7-10, 2020	40	120	\$	36,297.97
Marie Bokor	CME Connectional Youth & Adult Conference	Jun 29-Jul 3, 2020	3500	5192	\$	1,617,739.26
Marie Bokor	Phenom Hoop Report - 3G Showcase	May 8-10, 2020	1000	300	\$	380,353.01
Marie Bokor	Phenom Hoop Report -The Challenge	May 15-17, 2020	1000	300	\$	380,353.01
Marie Bokor	USA Track and Field-Masters Outdoor National Championships	July 9-12, 2020	1000	2260	\$	1,185,397.72
Marie Bokor	USA Softball-Dick's Sporting Goods Young Sluggers Series	July 9-12, 2020	3000	2800	\$	1,981,602.45
Marie Bokor	Best Buy Company-Camera Experience Shop Training	Sept. 18-26, 2020	220	748	\$	226,938.24
Marie Bokor	Leadership Team Development Winters/Newell/Gala	June 18-21, 2020	3000	1115	\$	946,685.75
Marie Bokor	North Carolina Assoc. for Scholastic Activities NC Showcase	May 15-17, 2020	600	140	\$	60,370.39
Marie Bokor	Grimes/Hines/Lindsay/Self/Traynham Family Reunion-8th Annual GHLST Family Reunion	August 21-23, 2020	100	80	\$	23,906.92
Marie Bokor	NC Fusion-Elite Club National League Girls National Playoffs	June 23-30, 2020	8000	20000	\$	13,273,630.64
Marie Bokor	NC Chiropractic Assoc-Summer Meeting	June 25-30, 2020	250	168	\$	54,852.74
Marie Bokor	NC Coaches Assoc. NC Coaches Clinic	July 20-23, 2020	8700	6300	\$	7,133,714.37
Marie Bokor	NC Coaches Assoc. Men's Women's East/West All-Star Games	July 16-23, 2020	10000	528	\$	1,614,458.83
Marie Bokor	Wesleyan Church 14th General Conference	June 6-10, 2020	2000	2770	\$	1,771,560.00
Marie Bokor	Sepulveda/Everett Wedding	June 16-20, 2020	225	150	\$	51,330.76
Marie Bokor	Charles & Clonzie Pope Family Reunion	July 3-5, 2020	100	40	\$	15,582.27
Marie Bokor	Sigma Alpha Sorority National Convention	June 16-19, 2022	120	130	\$	45,061.92
Marie Bokor	Jones Family Reunion	July 9-12, 2020	125	110	\$	33,099.72
Marie Bokor	Varsity Spirit Varsity University NC	July 14-15, 2020	380	15	\$	49,398.06
Marie Bokor	Horton Family Reunion	July 3-5, 2020	40	20	\$	7,065.37
Marie Bokor	International Bible Way Church of Jesus Christ, Inc.-Holy Convocation	July 5-12, 2020	1200	1790	\$	592,054.15

Marie Bokor	Advent Christian Association Southern General Conference	July 31-Aug. 6, 2020	500	410	\$	158,800.63
Marie Bokor	NC State-NC Extension Association Family & Consumer Sciences Conf.	Jul 27-31, 2020	125	245	\$	64,128.03
Marie Bokor	Phenom Hoop Report-Phenom Carolina Showcase	Jun 13-14, 2020	1600	400	\$	540,331.04
Marie Bokor	Grady Family Reunion	Jul 20-12, 2020	60	40	\$	12,679.22
Marie Bokor	Future Business Leaders of America	Mar 17-20, 2020	1900	1245	\$	454,387.89
Marie Bokor	UNC Chapel Hill Effective Supervisory Management Program	Jun 14-18, 2020	25	110	\$	23,020.97
Marie Bokor	NC A & T Homecoming Weekend	Oct 29-Nov 1, 2020	15000	8500	\$	3,734,352.23
Marie Bokor	Vietnamese Nat'l Baptist Conference	Jun 30-Jul 6, 2020	1000	644	\$	721,997.23
Marie Bokor	State Convention Confidential	Mar 9-12, 2021	300	172	\$	114,212.00
Marie Bokor	Greensboro Grasshoppers May Series 1	May 5-10, 2020	45	115	\$	92,949.97
Marie Bokor	Greensboro Grasshoppers May Series 2	May 19-21, 2020	45	46	\$	37,361.18
Marie Bokor	Greensboro Grasshoppers May Series 3	May 25-29, 2020	45	92	\$	74,420.30
Marie Bokor	Greensboro Grasshoppers May Series 4	May 30-Jun 1, 2020	45	46	\$	37,361.18
Marie Bokor	Lamont Assoc. Broker Dealer Nat'l Convention	Aug 12-17, 2020	5000	8750	\$	2,808,512.64
Marie Bokor	AAU Junior Olympic Games	Jul 21-Aug 1, 2020	12500	9000	\$	10,010,895.43
Marie Bokor	The National Society Children of the American Revolution - Regional Meeting	Jul 6-9, 2020	200	70	\$	30,595.62
Marie Bokor	Market America	Aug 2-9, 2020	21500	6800	\$	6,723,512.68
Marie Bokor	USA Swimming Speedo Sectionals	Aug 5-9, 2020	1200	2200	\$	1,453,485.21
Marie Bokor	Quincy Roberts Elite Fitness-Muscle Heat Fitness Competition	Sep. 11-13, 2020	500	80	\$	137,738.54
Marie Bokor	AAU 13 & Under DI/DII Boy's Basketball World Championships	July 28-Aug 1, 2020	4,650	5850	\$	2,370,336.87
Marie Bokor	AAU Boys/Girls Basketball Tournament I	July 9-12, 2020	4,500	2000	\$	1,307,935.77
Marie Bokor	AAU Boys/Girls Basketball Tournament II	July 17-19, 2020	4,500	2000	\$	1,307,935.77
Marie Bokor	NC AAU Boys Basketball State Championship	July 24-26, 2020	7,000	4500	\$	1,865,153.34
Marie Bokor	Greensboro Grasshoppers June Series 1	June 9-14, 2020	46	138	\$	65,050.73
Marie Bokor	Greensboro Grasshoppers June Series 2	June 25-28, 2020	46	69	\$	32,604.09
Marie Bokor	Greensboro Grasshoppers July Series 1	July 4-7, 2020	46	69	\$	32,604.09
Marie Bokor	Greensboro Grasshoppers July Series 2	July 11-14, 2020	46	69	\$	32,604.09
Marie Bokor	Greensboro Grasshoppers July Series 3	July 21-26, 2020	46	138	\$	65,050.73
Marie Bokor	Greensboro Grasshoppers August Series 1	Aug 4-9, 2020	46	138	\$	65,050.73
Marie Bokor	Greensboro Grasshoppers August Series 2	Aug 17-23, 2020	46	161	\$	57,807.46
Marie Bokor	Greensboro Grasshoppers August Series 3	Aug 28-30, 2020	46	69	\$	32,604.09
Marie Bokor	Phenom Hoop The Summer Finale (Boys/Girls)	July 24-26, 2020	1,200	950	\$	839,686.49
Marie Bokor	Apostolic Christian Fellowship Temple Annual Conf.	July 23-26, 2020	150	70	\$	26,953.82
Marie Bokor	Evangel Fellowship NC 2nd Ecclesiastical Jurisdiction Holy Convocation	July 23-26 2020	1,000	300	\$	164,343.54
Marie Bokor	NC Internal Affairs Investigators Assoc-Annual Conf.	July 19-24, 2020	50	250	\$	63,491.52
Marie Bokor	Marlins of Raleigh Swim Meet	July 15-19, 2020	30	46	\$	31,372.17
Marie Bokor	National Scholastics New Balance Outdoor Nationals	July 16-19, 2020	30	46	\$	6,187,434.02
Marie Bokor	Phenom Hoop All American Camp	July 17-19, 2020	1,000	700	\$	760,706.01
Marie Bokor	USSSA Basketball Division III Nat'l Championships	July 17-19, 2020	5,125	3280	\$	2,950,737.14
Marie Bokor	World Tang Soo Do World Championships	July 17-19, 2020	2,400	3885	\$	2,558,788.32
Marie Bokor	State Farm Mutual Automobile Ins. Co. Fall Planning	Oct 27-29, 2020	400	700	\$	175,959.44

Marie Bokor	State Employees Association North Carolina 2020 Annual State Convention	Sep 10-13, 2020	1,000	1775	\$	533,579.86
Marie Bokor	Family, Career & Community Leaders of America State Conference	April 23-26, 2020	1,300	530	\$	218,522.78
Marie Bokor	AME 2nd Episcopal Lay Convention	Sept. 9-12, 2020	300	280	\$	102,842.79
Marie Bokor	Social Design Bloom Inclusion	Oct. 1-3, 2020	200	35	\$	31,434.05
Marie Bokor	Women's Leadership Program September	Sept. 14-17, 2020	40	72	\$	17,957.06
Marie Bokor	Women's Leadership Program December	Dec. 7-10, 2020	40	72	\$	17,957.06
Marie Bokor	National Medical Association-Convention & Scientific Symposium - covid 19 caused a shift of all meetings so 2022 went to Atlanta	July 3-21, 2022	1,000	4705	\$	1,393,970.64
Marie Bokor	Carolina Chess Initiative	Aug 20-27, 2020	600	600	\$	783,582.99
Marie Bokor	Comfort Systems Board Meeting	Aug 4-6, 2020	20	40	\$	9,823.15
Marie Bokor	Walter Glover and Milwood Hobbs Group-Glover and Hobbs Group	Oct 29-Nov 2, 2020	20	40	\$	10,139.82
Marie Bokor	NCAA Division III Men's and Women's Soccer National Championship	Dec. 2-5, 2020	1,000	965	\$	827,347.34
Marie Bokor	National Association of Free Will Baptist Annual Mtg	Sep 27-29, 2020	150	225	\$	78,860.41
Marie Bokor	Baptist State Convention Annual State Convention	Nov 7-11, 2020	2,000	1330	\$	1,443,240.00
Marie Bokor	Professional Fraternity Assoc PFA Annual Convention	Sep 7-11, 2022	100	223	\$	67,455.16
Marie Bokor	Southern Ideal Home Show Marketplace Events 2020	Oct 12-19, 2020	4,000	91	\$	622,132.50
Marie Bokor	NC Fusion-Labor Day Shootout	Sep 4-6, 2020	2,000	1600	\$	1,106,602.37
Marie Bokor	NC Child Support & Attorney's Conference	Aug 25-28, 2020	500	500	\$	177,600.77
Marie Bokor	Leading Age of North Carolina	Sep 8-9, 2020	150	20	\$	17,042.35
Marie Bokor	North Carolina Fire Marshal's Association	Oct 31-Nov 3, 2021	150	205	\$	72,155.98
Marie Bokor	NC Fire Marshal Association Conference	Sep 10-11, 2020	225	35	\$	26,843.05
Marie Bokor	NC Bar Assoc. Family Law Section	Sep 6-13, 2020	500	175	\$	87,649.59
Marie Bokor	United House of Prayer for All People Annual Holy Convocation	Oct 14-17, 2020	400	750	\$	198,636.20
Marie Bokor	Dept. of Commerce of NC-Partnership Annual Conf.	Oct 23-25, 2020	8,750	4200	\$	1,952,097.18
Marie Bokor	Super 32 Wrestling Championship	Sep 25-Oct 1, 2020	1,300	1832	\$	1,455,096.00
Marie Bokor	NC Office of Emergency Medical Services Annual State Convention	Sep 21-29, 2020	3,000	2463	\$	5,349,564.00
Marie Bokor	Aglow International-US National Conference	Sep 13-19, 2020	500	275	\$	108,419.76
Marie Bokor	Wells Memorial Church of God in Christ-Annual Prayer & Life Clinic	Oct 22-25, 2020	5,000	10,000	\$	6,635,149.83
Marie Bokor	United States Youth Soccer National Showcase	Nov 13-14, 2020	2,000	80	\$	251,540.28
Marie Bokor	Summertime Brews Festival	Jan 12-16, 2021	1,000	1100	\$	1,000,402.48
Marie Bokor	MC Professional Convention-Annual Convention	Feb 11-14, 2021	1,200	820	\$	444,808.00
Marie Bokor	East Coast Trail Riders-East Coast Western Cowboy Gala	Oct 2-4, 2020	60,000	300	\$	331,583.98
Marie Bokor	NC Jr. Phenom Hoop/Phenom 150 Camp	Oct 10-11, 2020	600	150	\$	247,208.31
Marie Bokor	NC Phenom 150 Session II	Oct 23-24, 2020	600	150	\$	247,209.31
Marie Bokor	NC Phenom Session III	Oct 30-31, 2020	1,000	200	\$	295,873.32
Marie Bokor	Phenom High School Jamboree	Sep 17-19, 2020	20	40	\$	14,875.43
Marie Bokor	The First Tee Coach Training	May 8-21, 2021	200	160	\$	69,118.01
Marie Bokor	Shift NC (Sexual Health Initiative For Teens) Annual Seminar					

Marie Bokor	American Kennel Club-Carolina Cluster Dog Show	August 13-17, 2020	1,100	270	\$	370,409.12
Marie Bokor	Internal Revenue Service Annual Low Income Taxpayer Clinic Grantee Conference	Jan 9-16, 2020	280	685	\$	240,094.81
Marie Bokor	NC Retail Merchants Association Fall Conference	Oct 27-28, 2020	50	30	\$	13,820.41
Total as of 10/20/2020 \$						424,312.00 \$ 235,074.00 \$ 182,109,877.84

OCCUPANCY TAX RECEIPTS
2019-2020
AS OF JUNE 30, 2020

4

MONTH	COUNTYWIDE LEVY-INCLUDES BUREAU OPERATING, SETRAC & CITY CAPITAL						GREENSBORO LEVY-BUREAU OPERATING					
	18-19 ACTUAL	19-20 BUDGET	19-20 ACTUAL	OVER(UNDER) BUDGET	% CHANGE FROM 18-19	YTD % CHANGE FROM 18-19	18-19 ACTUAL	19-20 BUDGET	19-20 ACTUAL	OVER(UNDER) BUDGET	% CHANGE FROM 18-19	YTD % CHANGE FROM 18-19
JULY	367,673	350,228	434,763	76,535	18.25%	18.25%	103,500	98,725	109,390	10,665	5.69%	5.69%
AUGUST	347,049	338,134	406,553	68,419	17.15%	17.71%	88,372	84,295	101,935	17,640	15.35%	10.14%
SEPTEMBER	383,175	373,332	377,041	3,709	-1.60%	10.97%	95,238	90,844	94,420	3,576	-0.86%	6.49%
OCTOBER	523,234	509,793	506,947	(2,846)	-3.11%	6.43%	127,445	121,564	125,822	4,258	-1.27%	4.10%
NOVEMBER	351,086	342,068	361,101	19,033	2.85%	5.79%	89,413	85,288	92,678	7,390	3.65%	4.02%
DECEMBER	269,478	262,556	271,843	9,287	0.88%	5.20%	66,367	65,213	65,349	136	-4.41%	3.02%
JANUARY	289,523	282,086	292,046	9,960	0.87%	4.70%	73,240	69,861	73,491	3,630	0.34%	2.71%
FEBRUARY	328,704	320,260	353,009	32,749	7.39%	5.01%	83,838	79,970	87,769	7,799	4.69%	2.94%
MARCH	417,080	406,366	206,575	(199,791)	-50.47%	-2.05%	105,820	100,938	52,966	(47,972)	-49.95%	-3.76%
APRIL	542,056	528,132	90,098	(438,034)	-83.38%	-13.59%	137,315	130,981	21,470	(109,511)	-84.36%	-15.14%
MAY	401,116	390,812	115,351	(275,461)	-71.24%	-19.07%	98,039	93,516	29,244	(64,272)	-70.17%	-20.18%
JUNE	353,307	344,231	152,354	(191,877)	-56.88%	-21.99%	88,907	84,805	36,893	(47,912)	-58.50%	-23.12%
TOTAL	4,573,481	4,456,000	3,567,681	(888,318)			1,159,494	1,106,000	891,427	(214,573)		

OCCUPANCY TAX RECEIPTS
2020-2021
AS OF SEPTEMBER 30, 2020

MONTH	COUNTYWIDE LEVY-INCLUDES BUREAU OPERATING, SETRAC & CITY CAPITAL						GREENSBORO LEVY-BUREAU OPERATING					
	19-20 ACTUAL	20-21 BUDGET*	20-21 ACTUAL	OVER(UNDER) BUDGET	% CHANGE FROM 19-20	YTD % CHANGE FROM 19-20	19-20 ACTUAL	20-21 BUDGET	20-21 ACTUAL	OVER(UNDER) BUDGET	% CHANGE FROM 19-20	YTD % CHANGE FROM 19-20
JULY	434,763	172,809	186,932	14,123	-57.00%	-57.00%	109,390	45,838	45,572	(266)	-58.34%	-58.34%
AUGUST	406,553	195,749	203,288	7,539	-50.00%	-53.62%	101,935	48,932	50,158	1,226	-50.79%	-54.70%
SEPTEMBER	377,041	207,484	-	-	-	-	94,420	51,124	-	-	-	-
OCTOBER	506,947	317,599	-	-	-	-	125,822	76,700	-	-	-	-
NOVEMBER	361,101	204,125	-	-	-	-	92,678	51,444	-	-	-	-
DECEMBER	271,843	190,109	-	-	-	-	65,349	47,525	-	-	-	-
JANUARY	292,046	223,566	-	-	-	-	73,491	55,967	-	-	-	-
FEBRUARY	353,009	265,536	-	-	-	-	87,769	66,396	-	-	-	-
MARCH	206,575	349,323	-	-	-	-	52,966	86,855	-	-	-	-
APRIL	90,098	511,486	-	-	-	-	21,470	125,684	-	-	-	-
MAY	115,351	361,711	-	-	-	-	29,244	88,809	-	-	-	-
JUNE	152,354	342,503	-	-	-	-	36,893	84,726	-	-	-	-
TOTAL	3,567,681	3,342,000	390,220	21,662			891,427	830,000	95,730	960		

* FY 2020-2021 Monthly Budgeted Amounts are based on percentages of prior years expected starting with 50% of budget up to 95% of prior year's budget; this is how the 25% budget reduction was developed.

SEPTEMBER 2020 INDIVIDUAL PRODUCTIVITY

LEADS	Actual #	Room Nights	YTD Actual #	YTD Room Nights
AP	6	27,537	8	63,987
BA	4	9,350	16	39,162
CA	-	-	2	3,121
DM	2	1,147	2	1,147
KA	3	7,200	9	12,720
TBD	-	-	-	-
RW	2	145	13	3,333
TOTALS	17	45,379	50	123,470

YTD Goal Room Nights	Year End Goal Room Nights
15,379	61,516
26,401	105,602
18,550	74,200
12,750	51,000
16,250	65,000
18,750	75,000
16,250	65,000
124,330	497,318



BOOKINGS	Actual #	Room Nights	YTD Actual #	YTD Room Nights
AP	-	-	6	30,375
BA	5	17,250	14	24,783
CA	1	6,195	3	6,590
DM	-	-	-	-
KA	-	-	5	6,275
TBD	-	-	-	-
RW	3	1,990	5	2,050
TOTALS	9	25,435	33	70,073

YTD Goal Room Nights	Year End Goal Room Nights
7,733	30,930
16,375	65,500
8,250	33,000
3,840	15,360
6,946	27,784
7,074	28,295
6,399	25,596
56,616	226,465



****Figures adjusted to show increases/decreases from leads/bookings issued in prior months.**

LOST	Actual #	Room Nights	YTD Actual #	YTD Room Nights
AP	-	-	2	1,606
BA	-	-	-	-
CA	-	-	1	50
DM	1	820	5	7,573
KA	-	-	3	2,352
TBD	-	-	-	-
RW	3	670	12	2,218
TOTALS	4	1,490	23	13,799

Site Inspection	Actual #	YTD	YTD GOAL
AP	-	-	12
BA	-	1	12
CA	-	-	12
DE	-	-	12
DM	-	-	12
LD	-	-	12
RW	-	-	12
TOTALS	0	1	84

Submitted by:

Marie Bokor

Marie Bokor
Assistant/Sales

Henri Fourrier

Henri Fourrier
President & CEO

SEPTEMBER 2020 INDIVIDUAL PRODUCTIVITY

LEADS	Actual #	Room Nights	YTD Actual #	YTD Room Nights
AP	6	27,537	8	63,987
BA	4	9,350	16	39,162
CA	-	-	2	3,121
DM	2	1,147	2	1,147
KA	3	7,200	9	12,720
TBD	-	-	-	-
RW	2	145	13	3,333
TOTALS	17	45,379	50	123,470

YTD Goal Room Nights	Year End Goal Room Nights
15,379	61,516
26,401	105,602
18,550	74,200
12,750	51,000
16,250	65,000
18,750	75,000
16,250	65,000
124,330	497,318

BOOKINGS	Actual #	Room Nights	YTD Actual #	YTD Room Nights
AP	-	-	6	30,375
BA	5	17,250	14	24,783
CA	1	6,195	3	6,590
DM	-	-	-	-
KA	-	-	5	6,275
TBD	-	-	-	-
RW	3	1,990	5	2,050
TOTALS	9	25,435	33	70,073

YTD Goal Room Nights	Year End Goal Room Nights
7,733	30,930
16,375	65,500
8,250	33,000
3,840	15,360
6,946	27,784
7,074	28,295
6,399	25,596
56,616	226,465

****Figures adjusted to show increases/decreases from leads/bookings issued in prior months.**

LOST	Actual #	Room Nights	YTD Actual #	YTD Room Nights
AP	-	-	2	1,606
BA	-	-	-	-
CA	-	-	1	50
DM	1	820	5	7,573
KA	-	-	3	2,352
TBD	-	-	-	-
RW	3	670	12	2,218
TOTALS	4	1,490	23	13,799

Site Inspection	Actual #	YTD	YTD GOAL
AP	-	-	12
BA	-	1	12
CA	-	-	12
DE	-	-	12
DM	-	-	12
LD	-	-	12
RW	-	-	12
TOTALS	0	1	84

Submitted by:

Marie Bokor

Marie Bokor
Assistant/Sales

Henri Fourier

Henri Fourier
President & CEO