

### **CALL TO ORDER**

Chair Brenda Durden

 Call to order the Joint Meeting of the BCTDA, Public Authority and BCTDA Nonprofit Corporation.



#### **Board Meeting**

Thursday, March 21, 2024 | 9:00 a.m. Explore Asheville | 27 College Place | Board Room (1st Floor)

Members of the public may attend in person or register here to view a livestream of the meeting.

#### **AGENDA**

9:00 a.m.	Call to Order the Joint Meeting of the BCTDA, Public Authority and BCTDA, Nonprofit Corporation	Brenda Durden
9:05 a.m.	Approval of February 28, 2024 Meeting Minutes	Brenda Durden
9:10 a.m.	February 2024 Financial Updates	Melissa Moore, Buncombe County Finance Director / BCTDA Fiscal Agent
9:15 a.m.	Tourism Product Development Fund Committee Nominations	Brenda Durden
9:20 a.m.	President & CEO Report a. Industry Metrics b. Other Updates	Vic Isley
9:25 a.m.	Business Development Sports Update	Michael Kryzanek
9:35 a.m.	FY25 Budget Process a. Finance Committee Report b. Trends & Forecasts c. Establish Revenue Forecast	Matthew Lehman Jennifer Kass-Green Matthew Lehman
9:50 a.m.	Asheville City Council Update	Vice Mayor Sandra Kilgore
9:55 a.m.	Buncombe County Commission Update	Commissioner Terri Wells
10:00 a.m.	Miscellaneous Business	Brenda Durden
10:05 a.m.	Comments from the General Public	Brenda Durden
10:10 a.m.	Adjournment	Brenda Durden

The next joint BCTDA monthly meeting is **Wednesday**, **April 24**, **2024**, at 9:00 a.m., in the Board Room of Explore Asheville, located at 27 College Place. Please contact Julia Simpson at <a href="mailto:isimpson@ExploreAsheville.com">isimpson@ExploreAsheville.com</a> or 828.333.5831 with questions.

The BCTDA's Annual Planning Session will be held on Friday, March 22, 2024, 10:00 a.m. to 5:00 p.m., in the Barrel Room of Highland Brewing Company, located at 12 Old Charlotte Highway.

#### BCTDA Mission Statement

To be a leader in the economic development of Buncombe County by attracting and servicing visitors, generating income, jobs and tax revenues which make the community a better place to live and visit.



### **FOR OUR REMOTE VIEWERS**

Chair Brenda Durden

For our viewers watching remotely, documents were emailed to everyone who registered on Zoom by 8:00 this morning.

The agenda and meeting documents are also available online.

Additional materials, including the PowerPoint presentation, will be posted later today.

### Go to:

- AshevilleCVB.com
- About the Buncombe County TDA
- Find out about upcoming BCTDA meetings



About Buncombe County TDA Visitor Information Partner Login

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### **About the Buncombe County TDA**

### What is the Buncombe County Tourism Development Authority?

The Buncombe County Tourism Development Authority is the public authority created in 1983 by an act of the North Carolina Legislature to oversee the collection and investment of occupancy taxes paid by travelers who stay overnight in commercial lodging establishments, such as hotels and motels, bed and breakfast operations, and vacation rentals such as Airbnb and VRBOs. The members of the Buncombe County TDA Board have a fiduciary responsibility to ensure that the tax dollars are spent in accordance with the specific legislation governing their use.

- Meet the members of the Buncombe County TDA Board >>
- Find out about upcoming BCTDA meetings >>
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- Read past editions of the Tourism Community Update, providing highlights of BCTDA meetings >>



### **WELCOME BOARD & GUESTS**

Chair Brenda Durden

Welcome board members and guests who are in attendance

Introductions around the room



### **FEBRUARY 28 MINUTES**

Chair Brenda Durden

Questions/ Comments

**Suggested Motion:** 

Motion to approve the February 28, 2024, meeting minutes.

**Motion Second** 

Additional Discussion

Vote



Buncombe County Tourism Development Authority
A Joint Meeting of the Public Authority and Nonprofit Corporation

Explore Asheville - 27 College Place, Asheville

Board Meeting Minutes Wednesday, February 28, 2024

Present (Voting): Brenda Durden, Chair; HP Patel, Lucious Wilson, Elizabeth Putnam, Scott Patel,

Michael Lusick, Larry Crosby

Absent (Voting): Matthew Lehman, Vice Chair; Kathleen Mosher

Present (Ex-Officio): Buncombe County Commissioner Terri Wells

Absent (Ex-Officio): Asheville Vice Mayor Sandra Kilgore

Staff: Vic Isley, Tiffany Thacker, Julia Simpson, Ashley Greenstein, Josh Jones,

Holly Watts, Dodie Stephens, Jennifer Kass-Green, Sarajane Case, Luisa Yen

BC Finance: Mason Scott, Buncombe County

Legal Counsel: Sabrina Rockoff, McGuire, Wood & Bissette/BCTDA Attorney

In-Person Attendees: Katie Stadius, Zartico

Nathan Pennington, Tim Love; Buncombe County

Megan Rogers, Asheville Independent Restaurant Association (AIR)

Tina Kinsey, Asheville Regional Airport John Ellis, Prior BCTDA Board Member Olivia Ward, OnWard Digital Media

Rick Bell, Asheville Buncombe Hotel Association

Peter Pollay, Posana

Randy Claybrook, Asheville Bed & Breakfast Association

Roy Harris, Community Member

Matt Allen, David West; Land of the Sky Association of Realtors

Online Attendees: Sha'Linda Pruitt, Mickey Poandl, Connie Holliday, Kimberly Puryear,

Carli Adams, Emily Crosby, Anna Harris, McKenzie Provost, Nick Kepley,

Khal Khoury; Explore Asheville

Matt Evans, Savannah Glance; Buncombe County

Jim Muth, TPDF Committee

Kit Cramer, Zach Wallace; Asheville Area Chamber of Commerce

Will Hofmann, Asheville Citizen Times

Helen Chickering, Felicia Sonmez; Blue Ridge Public Radio

Andrew Celwyn, Herbiary

Madison Davis, Chris Smith; Asheville Buncombe Regional Sports Commission

Summer Casiano, Tanger Asheville

Bo Hess, Valentina Pallin; Elect Bo Hess campaign

Madison Smith, Grey Hallock; WLOS Brad Durden, Asheville Hotel Group Ken Pierce, Asheville resident

Manu Chopra, ITT

Buncombe County Tourism Development Authority - February 28, 2024 BCTDA Meeting - Page 1 of 4





### FEBRUARY 2024 FINANCIAL UPDATES

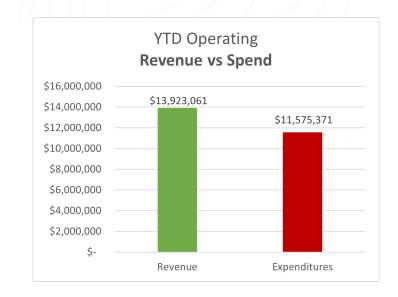
Mason Scott
Buncombe County

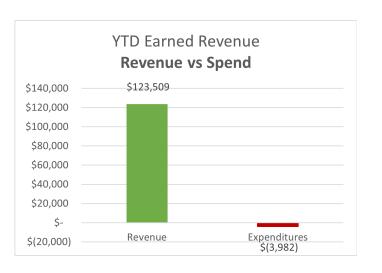


### **OPERATING AND EARNED REVENUE FUNDS**

Revenues (Current and Prior-year) vs Expenditures (current year), February 2024







For more information, see financial and sales statements pages 1-3, and 7



### **OPERATING AND EARNED REVENUE FUNDS**

Monthly Summary of Activities, February 2024

Operating Fund		Budget	Current Month Actual		Year to Date Actual		(%) Budget Collected/Used
Total revenues	Φ	28,852,000	\$	1,156,612	\$	13,959,272	55.8%
Total expenditures	Ф	20,002,000	\$	2,527,551	\$	13,051,461	45.2%

Earned Revenue Fund	Budget	Current Month Actual	Year to Date Actual	(%) Budget Collected/Used
Total revenues	Φ 250.000	\$ 19,868	\$ 123,509	57.1%
Total expenditures	\$ 250,000	\$ -	\$ (3,982)	-2%

For more information, see financial and sales statements pages 1-2

### PROJECT FUNDS: TPDF AND LIFT FUNDS

Monthly Summary of Activities, February 2024

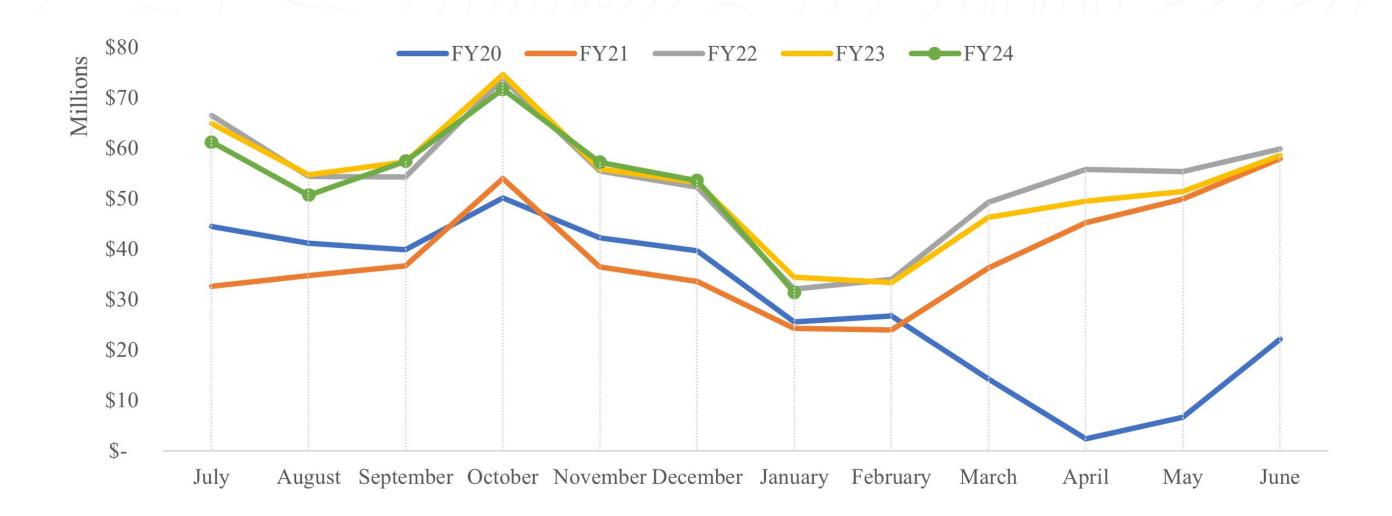
Tourism Product Development Fund	Budget	Current Month Actual		Life to Date Actual		(%) Budget Collected/Used
Total revenues	Φ 22.624.10E	\$	538,502	\$	38,463,844	>100%
Total expenditures	\$ 32,624,185	\$	25,952	\$	4,907,965	15%
	Active projects		20			
Funding available for future g		\$	5,839,658			

Legacy Investment From Tourism Fund	Budget	Current Month Actual		Life to Date Actual		(%) Budget Collected/Used
Total revenues	Φ 220.560	\$	481,545	\$	10,009,441	>100%
Total expenditures	\$ 339,560	\$	-	\$	142,120	42%
	Active projects		0			
Funding availa	able for future grants	\$	9,669,880			

For more information, see financial and sales statements pages 3, 5, & 6

### **LODGING SALES**

Shown by Month of Sales, Year-to-Date (5 years), February 2024

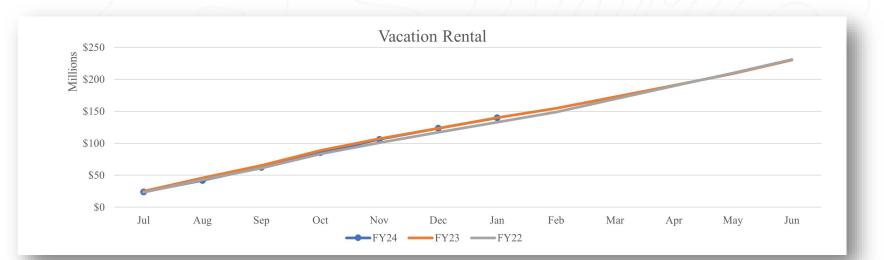


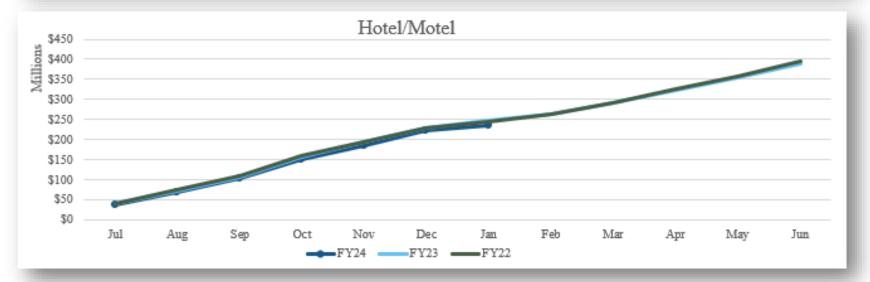


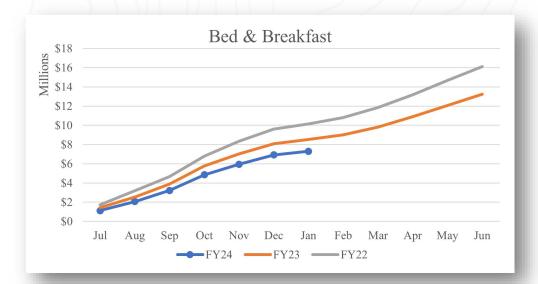
For more information, see financial and sales statements page 9

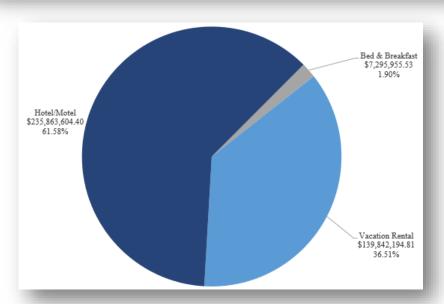
### **LODGING SALES**

Activity by type and month, shown for 3 years, February 2024









For more information, see financial and sales statements pages 10 - 11



### **FEBRUARY 2024 FINANCIAL REPORTS**

Chair Brenda Durden

Questions/Comments

**Suggested Motion:** 

Motion to approve the February 2024 Financial Reports as presented.

**Motion Second** 

Additional Discussion

Vote





# TPDF COMMITTEE NOMINATIONS

Brenda Durden
BCTDA | Chair



### TPDF COMMITTEE | OVERVIEW

The Tourism Product Development Fund (TPDF) Committee makes recommendations to the BCTDA for funding projects that will generate new room nights for lodging facilities in Buncombe County, as mandated by state legislation.

### **TPDF Committee Structure:**

- Consists of 9 members
  - Five members (a majority) must be persons who are owners or operators of f hotels, motels, or other taxable lodging accommodations
  - Remainder of the committee shall be made up of representatives with tourism, legal, financial economic development or architecture expertise
- All members shall serve 3-year terms, with no more than 2 consecutive terms
- REMINDER: TDA Board Liaison position is now an ex-officio position for TPDF & LIFT
  - Due to TDA Board member terms not aligning with Committee terms, TDA liaisons currently change mid-grant cycle. To maintain connectivity between the TDA Board and Committees, we are updating the TDA Committee position to an ex-officio position.

### **Committee Member Roles & Responsibilities**

Committee members must have a thorough understanding of the grant requirements as mandated by the legislation and are responsible for upholding the priorities of the BCTDA. Committee members are expected to maintain an unbiased position and refrain from communications or meetings with applicants throughout the review process.



### TPDF COMMITTEE | VACANCIES

### Jim Muth, Chair

Muth Management Inc. Consulting Tourism Appointment

### Ken Stamps, Vice Chair

Navitat Canopy Adventures & Adventure Pisgah Tourism & Lodging Appointment

### Jay Curwen

Nantahala Outdoor Center Tourism Appointment

### **Gary Froeba**

The Omni Grove Park Inn Lodging Appointment

#### Vacant

Lodging Appointment

### Scott Kerchner

Element Asheville Downtown Lodging Appointment

#### Vacant

Finance Appointment

### **David McCartney**

Hotel Arras Lodging Appointment

### Stephanie Moore

Center for Craft Tourism Appointment

### **Matthew Lehman**

Grand Bohemian Hotel BCTDA Liaison (Non-Voting)



### TPDF COMMITTEE | APPLICATION UPDATE

### **Application Process Recap:**

- Application opened on February 9, and closed on March 1
- Received 15 applications
- TPDF Nominating Committee met on March 13 and thoughtfully reviewed all applications and determined their recommendations for the committee for the board to consider

### **Nominating Committee Members:**

Jim Muth | Muth Management Inc. Consulting TPDF Committee Chair, Tourism Appointment

**Ken Stamps** | Navitat Canopy Adventures & Adventure Pisgah *TPDF Committee Vice Chair, Tourism & Lodging Appointment* 

David McCartney | Hotel Arras

TPDF Committee Member, Lodging Appointment



### TPDF NOMINATING COMMITTEE RECOMMENDATION

Chair Brenda Durden

**Recommendation:** The TPDF Nominating Committee recommends appointing the following as members of the TPDF Committee.

Randy Claybrook | Bent Creek Lodge

Lodging Appointment

Michael Andry | Morgan Stanley

Finance Appointment



### **TPDF COMMITTEE APPOINTMENTS**

Chair Brenda Durden

Questions/Comments

**Suggested Motion:** 

Motion to approve the TPDF Committee as recommended by the TPDF Nominating Committee.

**Motion Second** 

Additional Discussion

Vote



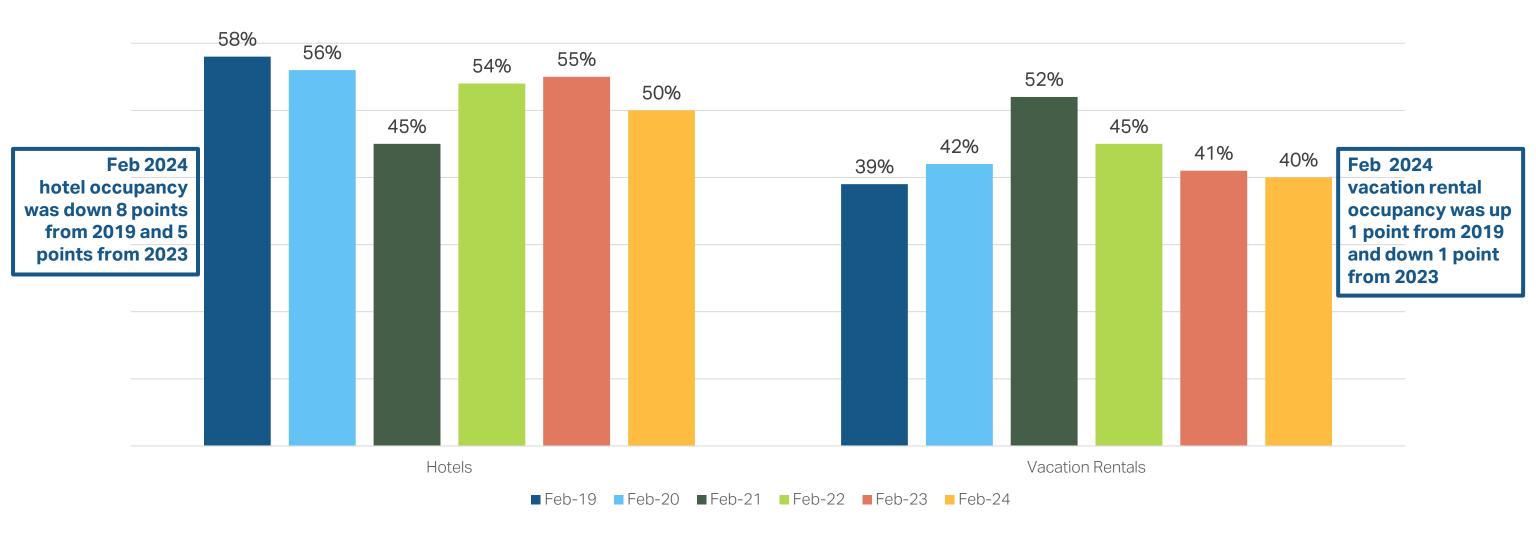


## PRESIDENT & CEO REPORT

Vic Isley
Explore Asheville | President & CEO

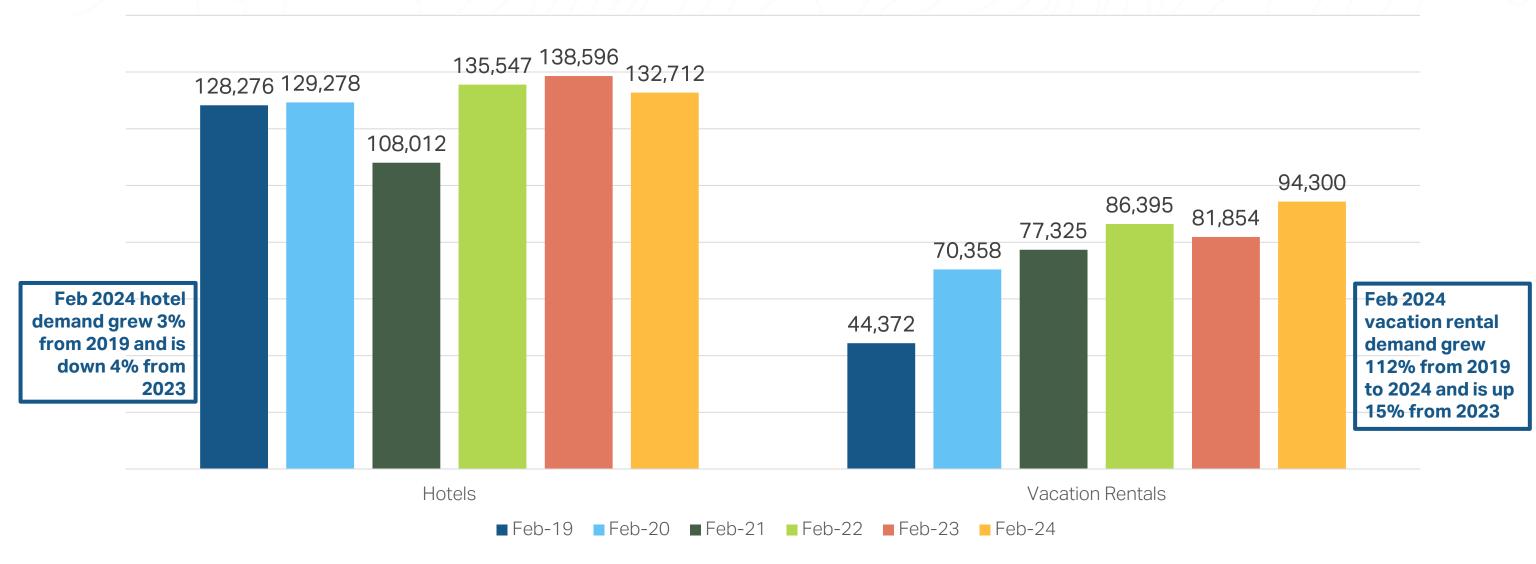


### **FEBRUARY LODGING OCCUPANCY**





### **FEBRUARY LODGING DEMAND**







## BCTDA ANNUAL PLANNING SESSION IS TOMORROW

Meet at Highland Brewing's Event Center in the Barrel Room at 9:30am on Friday, March 22. The session ends at 3:30pm.

TPDF and LIFT Committee Members and Explore Asheville leadership team members will join the planning session.

### **PLANNING SESSION TOPICS:**

- The Role of TDAs in North Carolina
- National, State and Local Travel and Economic Outlook
- Housing Supply & Affordability Overview
- 2024 Resident Perspectives on Tourism
- Nurturing & Growing our Workforce



#### FY25 BCTDA Annual Planning Session

Friday, March 22, 2024 | 9:30 a.m.

Highland Brewing Company, Barrel Room | 12 Old Charlotte Highway, Asheville Members of the public may attend in person or <u>register here</u> to view a livestream\* of the session.

#### AGENDA

9:30 a.m.	Breakfast and Social Time	Open Discussion
10:00 a.m.	Call to Order, Welcome & Introductions *Livestream begins at 10:00 a.m.; in-person participants gather at 9:30 a.m.	Brenda Durden
10:30 a.m.	Setting the Table: The Role of Tourism Development Authorities in NC  a. NC Occupancy Tax and Their Usage  b. BCTDA Overview  c. Buncombe County Legislation & Investment Capacity  i. Tourism Product Development Fund (TPDF)  ii. Legacy Investment from Tourism (LIFT) Fund	Chris Cavanaugh, Magellan Strategy Group Vic Isley Vic Isley
11:15 a.m.	Break *Livestream pauses during scheduled break and resumes after 15 minutes.	
11:30 a.m.	National, State and Local Travel and Economic Outlook	Travis Napper, Tourism Economics
12:00 p.m.	Lunch and Social Time *Livestream remains paused during lunch and resumes at 12:30 p.m.	Open Discussion
12:30 p.m.	Housing Supply and Affordability Overview	Scott Dedman, Retired
1:45 p.m.	Break *Livestream pauses during scheduled break and resumes after 15minutes.	
2:00 p.m.	2024 Resident Perspectives on Tourism	Chris Davidson, MMGY Global
2:45 p.m.	Nurturing and Growing our Workforce Panel Discussion  Robyn Pass, Career Academy Coordinator, Erwin High School, Buncon  Dawson Winchester, Assistant General Manager, Hampton Inn & Suite:  Alucia Noonan, Housekeeping Supervisor, Grand Bohemian Hotel  Christy Greer, A-B Tech Culinary Arts Graduate	•
3:30 p.m.	Wrap-Up & Adjourn	Brenda Durden

The next joint BCTDA monthly meeting is Wednesday, April 24, 2024, at 9:00 a.m., in the Board Room of Explore Asheville, located at 27 College Place. Please contact Julia Simpson at <a href="mailto:jsimpson@ExploreAsheville.com">jsimpson@ExploreAsheville.com</a> or 828.333.5831 with questions.

#### BCTDA Mission Statement

To be a leader in the economic development of Buncombe County by attracting and servicing visitors, generating income, jobs and tax revenues which make the community a better place to live and visit.



### APRIL IS NATIONAL VOLUNTEER MONTH - VOLUNTEER WITH US!

Travel & Hospitality Earth Day Cleanup | April 22, 2-4pm



Hosted by Explore Asheville with support from Asheville GreenWorks and RiverLink.

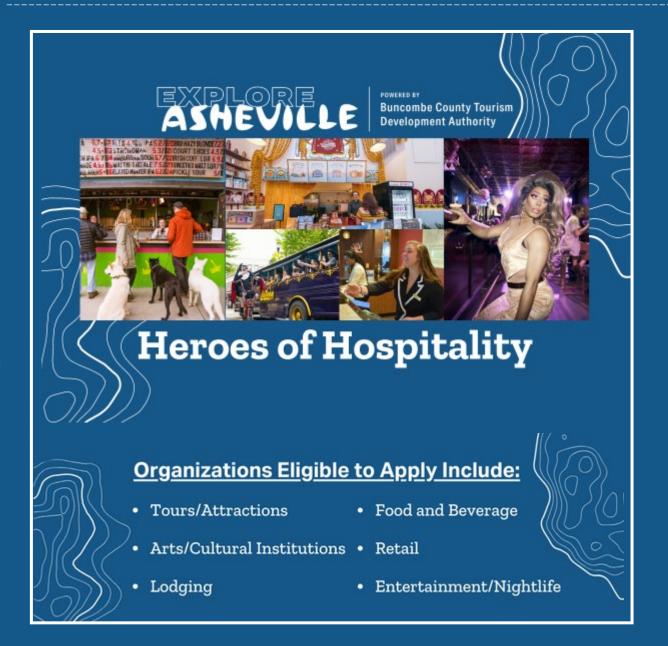
We encourage you to recruit two to three staff members to represent your business and take part in the cleanup. The two-hour program will include welcome remarks and instructions, a one-hour cleanup, and a post-cleanup social.

More event details and registration to come.



### **HEROES OF HOSPITALITY**

Call for Nominations



### We're accepting nominations for the inaugural Explore Asheville Heroes of Hospitality Awards!

Nominations will be accepted for non-managerial service employees or volunteers.

Nominated employees must have direct contact or provide direct support or entertainment to visitors and customers, and they must be an outstanding ambassador of Asheville and Buncombe County.

Do you know someone who has gone above and beyond in their service to visitors and guests?

Nominate your Hero by 5pm April 12.

The travel and hospitality community will be invited to celebrate nominees and winners during National Travel and Tourism Week (May 19–25) at a luncheon hosted in their honor at the Omni Grove Park Inn on May 20, 12–2pm.



### **LOCAL FESTIVALS & CULTURAL EVENTS**

Supported by Explore Asheville and the BCTDA

### **March Events**

- Zelda Fitzgerald Week
- Asheville Symphony's 2024 Artist Residency: A Celebration of the Violin
- TEDxAsheville

### **April Events**

- Connect Beyond Festival
- Maker Faire
- Swannanoa Valley Music Heritage Concert
- Downtown After 5
- {Re}HAPPENING 12
- UNCA Our Turn to Play Scholarship Dinner

The Festival & Cultural Event Support Fund was designed to provide financial support to local nonprofits for events that serve both the residents of Buncombe County and the visitors who travel to the Asheville area.

Event sponsorships are also accepted on a rolling basis. More information is available at AshevilleCVB.com.





### BUSINESS DEVELOPMENT SPORTS UPDATE

Michael Kryzanek
Explore Asheville | VP of Business Development



### **EXPLORE ASHEVILLE CONFIRMED SPORTS GROUPS & EVENTS**

Several sports groups are coming to our community from mid-March through October; more on the way!

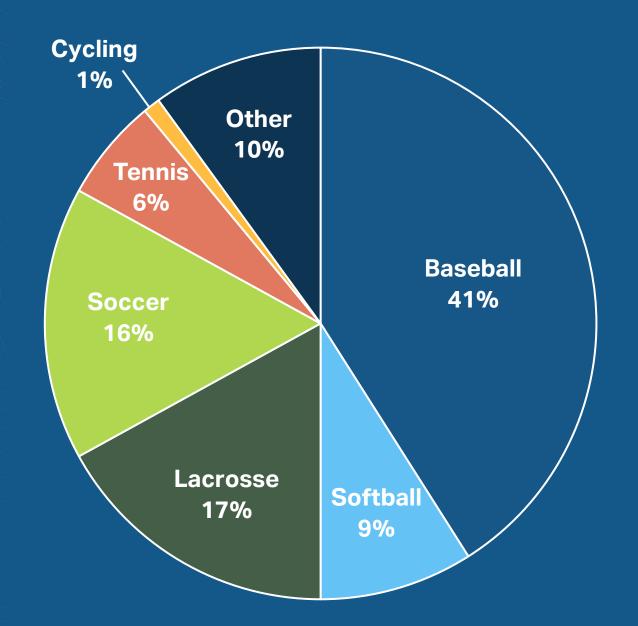






### **SPORTS GROUPS & EVENTS ANALYSIS**

Various sports and venues are represented in the confirmed bookings



Venues	# of Events
Bob Lewis Ballpark*	11
John B Lewis Soccer Complex*	3
John B Lewis Ballpark* + Buncombe County Sports Park*	2
Montreat College + Mars Hill University Baseball Fields	2
UNC Asheville Sherrill Center/Kimmel Arena	2
Aston Park Tennis Center	2
Harrah's Cherokee Center - Asheville*	1

<sup>\*</sup> TPDF project investments





# FY25 BUDGET PROCESS

Matthew Lehman

BCTDA | Vice Chair / Finance Committee Member

Jennifer Kass-Green
Explore Asheville | VP of Culture & Business Affairs



### FINANCE COMMITTEE REPORT

Matthew Lehman, BCTDA Vice Chair / Finance Committee Member

### **COMMITTEE MEMBERS**

HP Patel | BCTDA Nonprofit Treasurer (Finance Committee Chair)

Brenda Durden | BCTDA Board Chair

Matthew Lehman | BCTDA Board Vice Chair

Chris Cavanaugh | Magellan Strategy Group

**Chip Craig | GreyBeard Realty** 





### TRENDS & FORECASTS

Jennifer Kass-Green
Explore Asheville | VP of Culture & Business Affairs



### **LODGING TAX HISTORY**

Lodging tax revenue in Buncombe County, FY19-FY24, amounts represented in millions

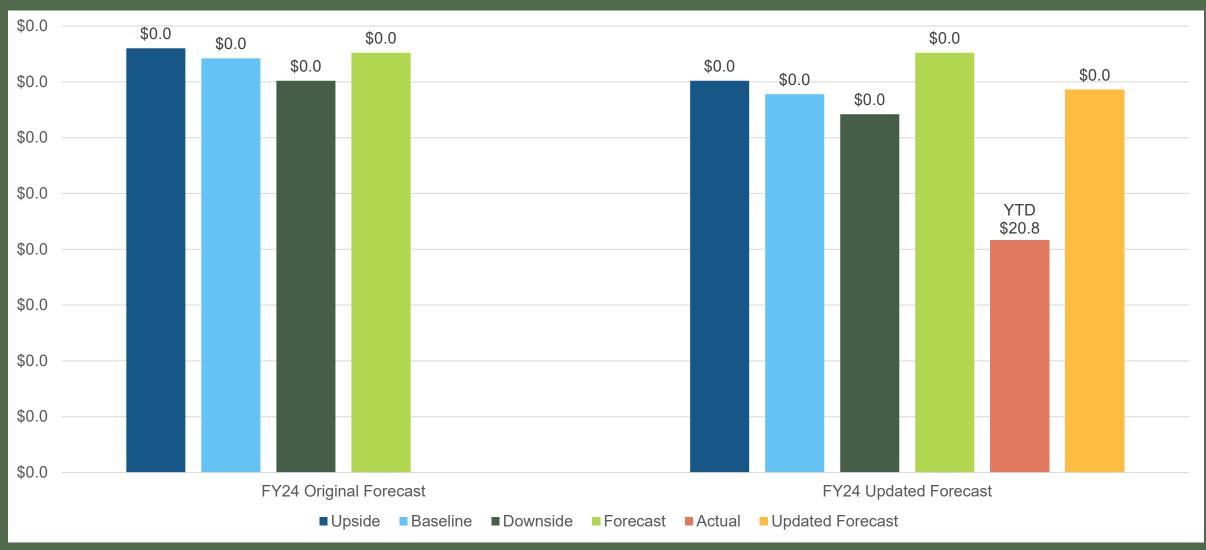


We are projecting net lodging tax revenue for FY24 to go down 5% as compared to FY23, considering the increase in the County admin fee.

Source: Tourism Economics

### **FY24 UPDATED NET LODGING TAX FORECAST**

Net lodging tax revenue in Buncombe County, three scenarios, amounts represented in millions



Source: Tourism Economics



### **FY25 NET LODGING TAX FORECAST**

Net lodging tax revenue in Buncombe County, three scenarios, amounts represented in millions



Source: Tourism Economics



### FINANCE COMMITTEE REPORT

Matthew Lehman, BCTDA Vice Chair/Finance Committee Member

### **Finance Committee Recommendation:**

The recommendation of the BCTDA Finance Committee is to establish the FY25 BCTDA net lodging tax revenue forecast at \$34.3 million.

Note: The total FY25 lodging tax forecast, including the Buncombe County administrative fee, is \$36.1 million, with BCTDA net revenues received of \$34.3 million.



### **ESTABLISH REVENUE FORECAST**

Chair Brenda Durden

Questions/Comments

**Suggested Motion:** 

Motion to accept the recommendation of the BCTDA Finance Committee and establish the FY25 BCTDA net lodging tax revenue forecast at \$34.3 million.

Motion Second

Additional Discussion

Vote







### CITY UPDATES

Vice Mayor Sandra Kilgore





## MISCELLANEOUS BUSINESS

Brenda Durden
BCTDA | Chair





## PUBLIC COMMENTS

Brenda Durden

BCTDA | Chair



### LIVE VIRTUAL PUBLIC COMMENTS

Chair Brenda Durden

Members of the Public were invited to sign-up to virtually share live comments during today's in-person BCTDA meeting.

As of the 12:00 p.m. registration deadline on Wednesday, March 20, no requests to speak had been received.



### **IN-PERSON PUBLIC COMMENTS**

Chair Brenda Durden

Upon arrival to this morning's BCTDA meeting, anyone who indicated a desire to make public comments completed the Public Comment Sign-In Sheet, affirming they agree to abide by the Rules of Decorum.



### A FEW REMINDERS

Chair Brenda Durden

Additional materials, including the PowerPoint presentation, will be posted online later today.

The next regular BCTDA meeting will be held on Wednesday, April 24, 2024, at 9:00 a.m. in the Explore Asheville Board Room

### For more information go to:

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### **ADJOURNMENT**

Chair Brenda Durden

Questions/Comments

**Suggested Motion:** 

Motion to adjourn the BCTDA Meeting.

**Motion Second** 

Discussion

Vote





See you tomorrow at the annual planning session or at the next BCTDA meeting!

BCTDA Annual Planning Session | Friday, March 22, 2024 | 9:30 a.m.

Highland Brewing Company | 12 Old Charlotte Highway

BCTDA Meeting | Wednesday, April 24, 2024 | 9:00 a.m.

Explore Asheville Board Room | 27 College Place

