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# MEETING AGENDA

## LODGING TAX ADVISORY COMMITTEE MEETING

November 7, 2022

2:00 – 4:00 p.m.

Notice is hereby given that the Lodging Tax Advisory Committee will meet on Monday, November 7, 2022, starting at 2:00 p.m. in the Jack Pittis Conference room in City Hall located at 321 E. 5<sup>th</sup> Street, Port Angeles, WA. This meeting will be conducted as a hybrid meeting. In hybrid meetings, members of the public, Committee members, and City staff have the option to attend the meeting in person, at City Hall or remotely via telephone or video link.

For audio only please call: 1-844-992-4726

Use access code: 2551 289 3908

Once connected press \*3 to raise your virtual hand, if you wish to make a comment or public testimony. You will be notified when it is your turn to speak. This access code is good for the November 7, 2022 meeting only.

If you are joining in through the Webex link:

<https://cityofpa.webex.com/cityofpa/onstage/g.php?MTID=e4d1ff1ea51eba5bade970be48061591c>

and wish to make a comment or public testimony, please use the “raise your hand” feature in Webex. You will be notified when it is your turn to speak.

The meeting is open to the public.

- I. CALL TO ORDER
- II. ROLL CALL
- III. APPROVAL OF MINUTES
- IV. PUBLIC COMMENT

*The Lodging Tax Advisory Committee desires to allow the opportunity for public comment. However, the business of the Committee must proceed in an orderly, timely manner. At its most restrictive, Public Comment shall be limited to a total of 15 minutes.*

- V. ACTION/DISCUSSION ITEMS/OTHER BUSINESS

- 1. **Discussion/Action Item: Review and Award Funding Lodging Tax Fund Application Proposals**

- Continue review 2023 non-event lodging tax fund application proposals and Lodging Tax Advisory Committee scoring and provide a decision on individual awards.

**2. Discussion/Action Item: Review and Award Funding to Staff Recommended Reserve Balance Projects**

Review staff recommendation for proposals to be funded by approved reserve balance and provide decision.

**VI. STAFF UPDATES**

**VII. COMMITTEE MEMBER UPDATES**

**VIII. ADJOURNMENT**



**Date:** November 3, 2022  
**To:** Lodging Tax Advisory Committee  
**From:** Ben Braudrick, *Senior Planner*  
**Subject:** Lodging Tax Fund Reserve Budget Recommendation

**Background / Analysis:**

At the previous September 15, 2022 meeting staff made the Committee aware of a surplus reserve of approximately \$633,400 in the Lodging Tax (LTAX) fund due to better than perceived lodging outcomes during the COVID-19 pandemic. Staff recommending the expenditure of 75 percent, or approximately \$475,000 of this reserve over the next biennium on capital projects based upon priority and need. The Committee unanimously approved a motion to provide \$425,000 towards capital projects and \$50,000 towards destination marketing.

Staff is recommending two separate projects that qualify for the use of this reserve funding:

Joint funding for North Peninsula Sustainable Tourism Development Plan – \$25,000 (Marketing)

Clallam County Commissioner Randy Johnson and Olympic Peninsula Visitor Bureau Executive Director Marsha Massey are requesting Port Angeles provide \$25,000 of \$185,000 budget and the opportunity for one staff and Committee member to act as representatives of the City for the plan's development. Letters from Randy Johnson and Marsha Massey and a similar plan for the City of Sedona are provided as attachments to this memo.

Public Art for Phase 1 of the Race Street trail connection to Olympic National Park Visitor and Backcountry Information Center – \$40,000 (Capital)

The Race Street project to redevelop half of the existing right of way to a non-motorized trail that will eventually connect the Olympic Discovery and Waterfront Trail to the Olympic National Park Visitor and Backcountry Information Center is in need of funding for public art to celebrate this new civic space. Construction of Phase 1 is set for 2023 and the bid opening for the project is set for November 3, 2022. The City's Art Framework Plan provides a goal to make civic projects such in the Waterfront Transportation Improvement Plan memorable. Race Street is listed as a project within this plan. The \$40,000 amount represents approximately one percent of the Phase 1 project cost. One percent is the amount generally agreed upon minimum best practice by various Arts Commissions within the United States for the inclusion of art in Civic projects (See Percent for Art Program). Several areas for an art wall and concrete foundations for sculptures have already been set aside in the project's design. The City will use the funding for a Request for Proposal and creation of art at each individual art site using the Art Framework Plan to guide evaluation criteria and the juried selection process. The Race Street CFP and Art Framework Plan are provided as attachments to this Memo.

**Staff Recommendation:**

Staff recommends the Lodging Tax Advisory Committee forward the recommended Lodging Tax Reserve Budget request of \$65,000 for the North Peninsula Sustainable Tourism Development Plan and Race Street Phase One Public Art to City Council for inclusion into the 2023 LTAX Fund Budget.

**Attachments:**

- [Attachment A: Letter from County Commission Johnson to City Manager West](#)
- [Attachment B: Email from OPVB Executive Director Marsha Massey to Commissioner](#)
- [Attachment C: Sedona, AZ Sustainable Tourism Plan](#)
- [Attachment D: Port Angeles Art Framework Plan](#)
- [Attachment E: Race Street CFP Documentation](#)

## 2023 Lodging Tax Available Funds

**Total 2023 projected Revenues** 764,100

**Expenditures Per Allocation:**

|   |             |                |
|---|-------------|----------------|
| <i>5% to Capital Reserves (Restricted; See Below)</i> | <i>5%</i>   | <i>38,200</i>  |
| Capital   | 20%         | 152,800        |
| Master Plan priorities                                | 5%          | 38,200         |
| Marketing   | 25%         | 191,000        |
| Operations*   | 33%         | <b>252,200</b> |
| Events  | 12%         | 91,700         |
| <b>Total</b>  | <b>100%</b> | <b>764,100</b> |

**\*Fixed costs included in Operations:**

|  |                |  |
|--|----------------|--|
| Utilities; Electric Car Chargers Downtown            | 1,500          |  |
| Memberships  | 500            |  |
| Debt Service (Expires in 2026)                       | 19,500         |  |
| Administrative Costs for City Staff                  | 38,000         |  |
| 5-Year Contract with Chamber of Commerce (2022-2027) | 117,300        |  |
| <b>Total Fixed Costs</b>                             | <b>176,800</b> |  |
| <b>Amount Available for Operations</b>               | <b>75,400</b>  |  |

|  |           |
|--|-----------|
| Total amount of operating reserves (estimated) | 824,400   |
| Less 25% reserve balance                       | (191,000) |

**Available Excess Reserves 633,400**

|  |                |
|--|----------------|
| Restricted Capital Reserves                              | 53,600         |
| Plus 5% of 2022 Designated Capital Reserves (From Above) | 35,100         |
| Plus 5% of 2023 Designated Capital Reserves (From Above) | <b>38,200</b>  |
| <b>Total Capital Reserves</b>                            | <b>126,900</b> |

## 2022 Lodging Tax Budget Expectations

|  | Budget  | YTD Actual |
|--|---------|------------|
| Revenue  | 701,400 | 469,000    |
| Expenditures (Includes funds held for Capital Reserve) | 701,400 | 440,900    |
| Net Difference   | -       | 28,100     |

October 2022 Room Tax Report

|                 | January        | February        | March        | April        | May          | June         | July         | August        | September        | October        | November        | December        | Full Year        | YTD            | % Change over prior YTD | YTD-over-YTD % change from 2019 |
|-----------------|----------------|-----------------|--------------|--------------|--------------|--------------|--------------|---------------|------------------|----------------|-----------------|-----------------|------------------|----------------|-------------------------|---------------------------------|
| <b>Clal. Co</b> | <b>January</b> | <b>February</b> | <b>March</b> | <b>April</b> | <b>May</b>   | <b>June</b>  | <b>July</b>  | <b>August</b> | <b>September</b> | <b>October</b> | <b>November</b> | <b>December</b> | <b>Full Year</b> | <b>YTD</b>     | <b>% Change</b>         | <b>% Change</b>                 |
| 2022            | \$61,655.81    | \$61,942.93     | \$94,697.66  | \$102,318.23 | \$121,982.73 | \$126,841.89 | \$153,765.97 | \$198,802.60  | \$224,118.46     | \$212,620.30   |                 |                 | \$1,358,746.58   | \$1,358,746.58 | 11.42%                  | 70.51%                          |
| 2021            | \$41,234.47    | \$52,664.55     | \$73,732.76  | \$71,384.48  | \$114,540.40 | \$130,026.22 | \$151,555.38 | \$193,691.88  | \$192,217.99     | \$198,433.27   | \$169,412.80    | \$95,934.87     | \$1,484,829.07   | \$1,219,481.40 | 104.18%                 | 53.03%                          |
| 2020            | \$32,556.07    | \$37,693.92     | \$40,679.21  | \$39,731.36  | \$6,289.26   | \$2,198.56   | \$43,110.81  | \$102,444.89  | \$160,075.87     | \$132,469.30   | \$124,311.26    | \$66,996.65     | \$788,557.16     | \$597,249.25   | -25.05%                 |                                 |
| 2019            | \$21,055.74    | \$43,046.43     | \$37,244.32  | \$28,807.02  | \$63,079.64  | \$65,055.68  | \$93,931.88  | \$135,017.28  | \$156,745.60     | \$152,906.83   | \$131,121.09    | \$63,596.63     | \$991,608.14     | \$796,890.42   | 13.86%                  |                                 |
| 2018            | \$20,039.32    | \$58,345.54     | \$25,978.70  | \$29,671.08  | \$49,322.91  | \$45,182.11  | \$73,573.25  | \$113,039.12  | \$115,085.98     | \$169,643.01   | \$173,853.16    | \$44,337.19     | \$918,071.37     | \$699,881.02   | 11.46%                  |                                 |
| 2017            | \$19,737.28    | \$57,889.40     | \$26,236.56  | \$21,010.60  | \$39,746.00  | \$78,751.14  | \$78,136.72  | \$98,096.40   | \$105,764.40     | \$102,560.50   | \$114,945.08    | \$45,556.24     | \$788,430.32     | \$627,929.00   | 28.14%                  |                                 |
| 2016            | \$13,263.38    | \$65,009.50     | \$17,598.01  | \$23,695.61  | \$25,665.70  | \$32,083.65  | \$45,697.55  | \$84,901.82   | \$92,816.54      | \$89,289.74    | \$105,454.70    | \$32,063.98     | \$762,540.18     | \$490,021.50   | 21.14%                  |                                 |
| 2015            | \$18,498.56    | \$53,383.94     | \$11,472.80  | \$11,450.60  | \$22,313.46  | \$20,414.18  | \$37,880.30  | \$74,184.70   | \$77,758.62      | \$77,149.30    | \$93,570.32     | \$27,540.36     | \$525,617.14     | \$404,506.46   |                         |                                 |
| <b>P.A.</b>     | <b>January</b> | <b>February</b> | <b>March</b> | <b>April</b> | <b>May</b>   | <b>June</b>  | <b>July</b>  | <b>August</b> | <b>September</b> | <b>October</b> | <b>November</b> | <b>December</b> | <b>Full Year</b> | <b>YTD</b>     | <b>% Change</b>         | <b>% Change</b>                 |
| 2022            | \$37,706.01    | \$31,718.02     | \$41,282.90  | \$50,058.81  | \$67,040.22  | \$73,265.10  | \$102,061.88 | \$130,873.85  | \$202,015.13     | \$188,341.61   |                 |                 | \$924,363.53     | \$924,363.53   | 11.15%                  | 41.75%                          |
| 2021            | \$29,706.66    | \$27,669.61     | \$34,779.78  | \$35,259.89  | \$55,570.09  | \$68,735.54  | \$81,724.74  | \$123,597.72  | \$194,139.64     | \$180,458.08   | \$78,632.65     | \$87,518.66     | \$997,793.06     | \$831,641.75   | 113.79%                 | 27.53%                          |
| 2020            | \$34,334.66    | \$30,426.63     | \$28,744.11  | \$31,752.03  | \$14,023.82  | \$5,387.68   | \$21,148.05  | \$37,748.92   | \$85,301.46      | \$100,138.89   | \$71,138.54     | \$47,848.92     | \$507,993.71     | \$389,006.25   | -40.35%                 |                                 |
| 2019            | \$29,107.95    | \$31,261.66     | \$26,222.34  | \$22,065.27  | \$39,640.08  | \$48,157.01  | \$72,624.87  | \$96,293.39   | \$142,359.68     | \$144,375.36   | \$94,453.64     | \$52,463.96     | \$799,025.21     | \$652,107.61   | 3.18%                   |                                 |
| 2018            | \$18,643.30    | \$30,613.54     | \$22,886.34  | \$24,066.14  | \$36,654.61  | \$47,586.77  | \$71,125.43  | \$94,107.25   | \$144,298.29     | \$142,047.88   | \$93,364.80     | \$43,459.70     | \$768,853.05     | \$632,028.55   | 8.19%                   |                                 |
| 2017            | \$21,593.26    | \$26,565.78     | \$19,321.88  | \$24,119.06  | \$30,060.44  | \$41,111.18  | \$59,074.38  | \$89,816.42   | \$135,072.98     | \$137,473.32   | \$97,199.10     | \$50,434.30     | \$731,842.10     | \$584,208.70   | 1.95%                   |                                 |
| 2016            | \$22,540.80    | \$24,679.86     | \$40,770.18  | \$21,386.50  | \$34,065.92  | \$41,124.80  | \$58,782.14  | \$81,170.00   | \$124,299.26     | \$124,232.32   | \$93,031.74     | \$39,689.48     | \$705,773.00     | \$573,051.78   | 18.86%                  |                                 |
| 2015            | \$16,653.42    | \$19,918.77     | \$14,892.19  | \$20,395.22  | \$25,115.84  | \$40,632.02  | \$52,646.16  | \$71,411.98   | \$108,977.36     | \$111,495.74   | \$75,321.88     | \$39,369.22     | \$596,829.80     | \$482,138.70   |                         |                                 |
| <b>Sequim</b>   | <b>January</b> | <b>February</b> | <b>March</b> | <b>April</b> | <b>May</b>   | <b>June</b>  | <b>July</b>  | <b>August</b> | <b>September</b> | <b>October</b> | <b>November</b> | <b>December</b> | <b>Full Year</b> | <b>YTD</b>     | <b>% Change</b>         | <b>% Change</b>                 |
| 2022            | \$19,944.37    | \$18,715.99     | \$20,211.44  | \$27,275.46  | \$30,515.01  | \$29,776.90  | \$55,423.76  | \$69,937.34   | \$85,749.60      | \$70,343.96    |                 |                 | \$427,893.83     | \$427,893.83   | 4.03%                   | 32.25%                          |
| 2021            | \$16,542.54    | \$15,096.62     | \$20,862.28  | \$27,091.77  | \$28,950.88  | \$41,323.43  | \$53,995.58  | \$60,732.77   | \$50,049.48      | \$96,659.96    | \$45,675.45     | \$27,574.44     | \$484,555.20     | \$411,305.31   | 87.08%                  | 27.12%                          |
| 2020            | \$14,435.53    | \$16,706.72     | \$17,118.28  | \$15,188.08  | \$4,791.47   | \$15,904.01  | \$16,176.22  | \$24,528.28   | \$58,171.52      | \$36,833.06    | \$38,134.39     | \$25,872.15     | \$283,859.71     | \$219,853.17   | -32.05%                 |                                 |
| 2019            | \$15,982.29    | \$14,533.37     | \$13,513.48  | \$13,753.99  | \$24,683.51  | \$25,005.68  | \$38,439.35  | \$45,097.27   | \$68,994.24      | \$63,544.40    | \$42,190.78     | \$34,093.55     | \$399,831.91     | \$323,547.58   | -2.32%                  |                                 |
| 2018            | \$14,979.30    | \$14,306.04     | \$14,275.72  | \$16,544.24  | \$19,538.77  | \$25,626.37  | \$35,058.87  | \$41,486.18   | \$66,161.67      | \$83,245.17    | \$20,197.47     | \$26,663.96     | \$378,083.76     | \$331,222.33   | 16.65%                  |                                 |
| 2017            | \$15,121.34    | \$14,273.08     | \$11,956.78  | \$14,553.62  | \$18,402.28  | \$23,241.58  | \$30,288.04  | \$37,489.36   | \$58,883.36      | \$59,745.86    | \$42,810.06     | \$22,808.58     | \$349,573.94     | \$283,955.30   | 11.27%                  |                                 |
| 2016            | \$12,320.30    | \$11,062.18     | \$10,295.50  | \$13,785.16  | \$14,694.88  | \$20,566.52  | \$26,855.20  | \$36,098.82   | \$54,558.06      | \$54,962.02    | \$37,840.56     | \$19,486.14     | \$312,525.34     | \$255,198.64   | 11.22%                  |                                 |
| 2015            | \$12,223.02    | \$8,997.22      | \$9,977.34   | \$12,747.28  | \$15,260.98  | \$18,731.34  | \$24,306.76  | \$30,020.78   | \$48,815.56      | \$48,365.04    | \$30,543.20     | \$18,946.94     | \$278,935.46     | \$229,445.32   |                         |                                 |
| <b>Forks</b>    | <b>January</b> | <b>February</b> | <b>March</b> | <b>April</b> | <b>May</b>   | <b>June</b>  | <b>July</b>  | <b>August</b> | <b>September</b> | <b>October</b> | <b>November</b> | <b>December</b> | <b>Full Year</b> | <b>YTD</b>     | <b>% Change</b>         | <b>% Change</b>                 |
| 2022            | \$15,177.37    | \$11,634.90     | \$20,071.35  | \$24,744.51  | \$27,189.49  | \$30,800.76  | \$40,135.51  | \$54,601.76   | \$79,910.36      | \$60,177.42    |                 |                 | \$342,443.43     | \$342,443.43   | 13.99%                  | 65.34%                          |
| 2021            | \$11,870.47    | \$9,868.20      | \$13,837.32  | \$13,862.82  | \$27,560.75  | \$29,628.50  | \$35,278.02  | \$49,920.41   | \$51,139.37      | \$57,454.61    | \$42,069.36     | \$25,839.09     | \$368,328.92     | \$300,420.47   | 105.78%                 | 45.05%                          |
| 2020            | \$9,609.28     | \$7,984.88      | \$8,996.30   | \$8,947.36   | \$8,756.91   | \$648.59     | \$7,845.14   | \$17,587.44   | \$33,530.16      | \$42,082.24    | \$30,870.12     | \$21,251.12     | \$198,109.54     | \$145,988.30   | -29.52%                 |                                 |
| 2019            | \$8,841.54     | \$6,178.36      | \$8,335.22   | \$11,118.42  | \$11,925.56  | \$16,154.91  | \$26,893.64  | \$33,349.29   | \$41,329.82      | \$42,993.27    | \$30,125.36     | \$16,484.04     | \$253,729.43     | \$207,120.03   | 20.53%                  |                                 |
| 2018            | \$7,914.92     | \$7,290.66      | \$6,511.72   | \$9,384.98   | \$13,887.94  | \$11,590.67  | \$19,384.22  | \$26,460.48   | \$37,428.29      | \$31,991.26    | \$26,305.63     | \$13,359.95     | \$211,510.72     | \$171,845.14   | 12.46%                  |                                 |
| 2017            | \$6,965.82     | \$6,271.14      | \$8,455.22   | \$7,215.28   | \$10,891.28  | \$11,614.02  | \$18,080.80  | \$23,388.14   | \$29,879.18      | \$30,043.92    | \$27,283.60     | \$12,806.26     | \$192,894.66     | \$152,804.80   | 12.66%                  |                                 |
| 2016            | \$6,575.86     | \$4,898.52      | \$5,706.10   | \$8,351.92   | \$10,945.72  | \$10,646.16  | \$13,559.28  | \$20,214.66   | \$24,558.54      | \$30,176.72    | \$16,871.16     | \$17,082.96     | \$169,587.60     | \$135,633.48   | 12.66%                  |                                 |
| 2015            | \$6,534.86     | \$5,148.50      | \$5,559.40   | \$6,994.62   | \$8,381.54   | \$9,081.26   | \$10,161.34  | \$15,510.16   | \$23,789.04      | \$29,235.40    | \$20,273.02     | \$10,446.24     | \$151,115.38     | \$120,396.12   |                         |                                 |
| <b>Jeff. Co</b> | <b>January</b> | <b>February</b> | <b>March</b> | <b>April</b> | <b>May</b>   | <b>June</b>  | <b>July</b>  | <b>August</b> | <b>September</b> | <b>October</b> | <b>November</b> | <b>December</b> | <b>Full Year</b> | <b>YTD</b>     | <b>% Change</b>         | <b>% Change</b>                 |
| 2022            | \$39,468.68    | \$43,484.52     | \$40,797.64  | \$55,439.56  | \$60,886.96  | \$64,213.58  | \$82,763.16  | \$99,377.25   | \$113,177.85     | \$46,239.34    |                 |                 | \$645,848.54     | \$645,848.54   | 3.55%                   | 39.60%                          |
| 2021            | \$38,925.82    | \$45,229.94     | \$46,407.13  | \$43,406.48  | \$65,961.50  | \$69,432.85  | \$70,727.44  | \$85,104.28   | \$90,607.51      | \$67,898.24    | \$102,436.87    | \$53,062.58     | \$779,200.64     | \$623,701.19   | 77.41%                  | 34.81%                          |
| 2020            | \$31,208.52    | \$33,263.68     | \$28,921.38  | \$28,566.17  | \$11,196.91  | \$533.76     | \$22,715.37  | \$41,591.37   | \$75,131.03      | \$78,437.33    | \$75,232.02     | \$54,415.58     | \$481,213.12     | \$351,565.52   | -24.01%                 |                                 |
| 2019            | \$28,817.97    | \$40,024.49     | \$24,277.10  | \$21,724.70  | \$40,545.40  | \$42,349.77  | \$47,889.57  | \$69,624.83   | \$87,495.61      | \$59,893.26    | \$64,163.76     | \$41,780.75     | \$568,587.21     | \$462,642.70   | 8.51%                   |                                 |
| 2018            | \$22,594.98    | \$45,060.38     | \$18,799.70  | \$23,064.24  | \$40,396.57  | \$35,892.03  | \$43,754.88  | \$64,217.70   | \$68,130.01      | \$64,462.13    | \$62,351.70     | \$45,163.84     | \$533,888.16     | \$426,372.62   | 7.89%                   |                                 |
| 2017            | \$19,177.76    | \$52,819.70     | \$16,661.22  | \$20,633.70  | \$37,946.58  | \$31,161.52  | \$38,074.08  | \$64,460.32   | \$56,181.88      | \$58,058.42    | \$68,607.38     | \$32,423.26     | \$496,205.82     | \$395,175.18   | 8.73%                   |                                 |
| 2016            | \$18,366.50    | \$50,911.43     | \$14,393.60  | \$18,348.78  | \$29,298.50  | \$29,333.88  | \$33,479.14  | \$56,188.52   | \$53,334.68      | \$59,800.36    | \$57,837.62     | \$25,904.24     | \$447,197.25     | \$363,455.39   | 20.59%                  |                                 |
| 2015            | \$17,011.22    | \$36,086.78     | \$14,242.40  | \$14,983.04  | \$23,824.36  | \$25,021.90  | \$27,653.98  | \$48,796.64   | \$44,665.06      | \$49,122.12    | \$49,494.00     | \$25,149.24     | \$376,050.74     | \$301,407.50   |                         |                                 |
| <b>Port T.</b>  | <b>January</b> | <b>February</b> | <b>March</b> | <b>April</b> | <b>May</b>   | <b>June</b>  | <b>July</b>  | <b>August</b> | <b>September</b> | <b>October</b> | <b>November</b> | <b>December</b> | <b>Full Year</b> | <b>YTD</b>     | <b>% Change</b>         | <b>% Change</b>                 |
| 2022            | \$33,015.90    | \$34,042.91     | \$20,884.09  | \$29,606.77  | \$37,389.56  | \$31,409.19  | \$50,459.79  | \$49,784.62   | \$54,139.79      | \$128,765.18   |                 |                 | \$469,497.80     | \$469,497.80   | 10.53%                  | 2.24%                           |
| 2021            | \$21,393.25    | \$20,252.85     | \$19,399.19  | \$21,639.46  | \$38,131.79  | \$35,371.78  | \$44,684.07  | \$64,751.90   | \$77,672.97      | \$81,453.56    | \$58,652.34     | \$41,675.55     | \$525,078.71     | \$424,750.82   | 69.51%                  | -7.50%                          |
| 2020            | \$32,168.38    | \$29,943.18     | \$25,007.02  | \$18,176.86  | \$12,145.41  | \$4,877.35   | \$10,074.67  | \$32,855.52   | \$40,203.86      | \$45,121.84    | \$56,031.27     | \$32,941.20     | \$339,546.56     | \$250,574.09   | -45.43%                 |                                 |
| 2019            | \$31,064.06    | \$25,832.94     | \$26,895.65  | \$21,384.31  | \$34,548.20  | \$40,498.09  | \$47,394.37  | \$60,561.56   | \$82,013.38      | \$89,017.30    | \$61,722.25     | \$43,381.46     | \$564,313.57     | \$459,209.86   | 7.62%                   |                                 |
| 2018            | \$28,204.18    | \$27,142.20     | \$21,658.80  | \$28,774.07  | \$31,927.59  | \$35,658.03  | \$43,446.89  | \$55,747.64   | \$75,133.29      | \$79,021.22    | \$65,074.84     | \$42,396.64     | \$534,185.39     | \$426,713.91   |                         |                                 |

| GHC     | January      | February     | March        | April        | May          | June         | July         | August       | September    | October      | November     | December     | Full Year      | YTD            | % Change | % Change |
|---------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|----------------|----------|----------|
| 2022    | \$200,051.49 | \$165,251.74 | \$173,344.13 | \$198,550.60 | \$194,435.68 | \$251,676.25 | \$222,216.35 | \$309,597.61 | \$449,459.48 | \$470,056.72 |              |              | \$2,634,640.05 | \$2,634,640.05 | 0.28%    | 52.11%   |
| 2021    | \$163,455.33 | \$151,458.09 | \$165,857.08 | \$158,110.02 | \$227,172.49 | \$259,836.06 | \$258,628.56 | \$345,427.97 | \$437,552.54 | \$459,824.68 | \$329,354.11 | \$203,581.18 | \$3,160,258.11 | \$2,627,322.82 | 75.43%   | 51.69%   |
| 2020    | \$107,691.21 | \$111,676.01 | \$98,994.00  | \$100,371.96 | \$40,635.18  | \$21,656.17  | \$152,778.09 | \$206,945.35 | \$334,312.32 | \$322,585.87 | \$291,095.32 | \$192,631.07 | \$1,981,372.55 | \$1,497,646.16 | -13.53%  |          |
| 2019    | \$102,909.29 | \$114,433.41 | \$96,832.56  | \$87,023.39  | \$126,354.51 | \$156,435.02 | \$153,527.59 | \$220,231.99 | \$321,894.62 | \$352,375.57 | \$203,314.40 | \$113,788.10 | \$2,049,120.45 | \$1,732,017.95 | 13.99%   |          |
| 2018    | \$82,274.94  | \$110,148.38 | \$86,566.46  | \$79,859.81  | \$109,534.12 | \$137,838.11 | \$128,984.49 | \$197,123.24 | \$276,957.80 | \$310,206.72 | \$202,243.41 | \$82,665.22  | \$1,804,402.70 | \$1,519,494.07 | 7.95%    |          |
| 2017    | \$83,177.67  | \$112,472.81 | \$79,383.47  | \$79,146.08  | \$93,415.31  | \$137,343.53 | \$120,308.75 | \$171,347.46 | \$247,909.84 | \$283,083.61 | \$209,366.60 | \$108,503.98 | \$1,725,459.11 | \$1,407,588.53 | 7.25%    |          |
| 2016    | \$72,700.99  | \$109,146.10 | \$79,971.70  | \$73,975.67  | \$90,262.30  | \$116,530.92 | \$109,066.15 | \$170,159.26 | \$239,502.23 | \$251,072.05 | \$190,312.09 | \$93,602.80  | \$1,596,302.26 | \$1,312,387.37 | 9.13%    |          |
| 2015    | \$64,545.53  | \$96,898.34  | \$83,517.49  | \$74,567.64  | \$91,975.21  | \$100,509.64 | \$100,660.36 | \$142,865.53 | \$210,962.91 | \$236,114.42 | \$164,002.30 | \$84,702.37  | \$1,451,321.74 | \$1,202,617.07 |          |          |
| M. Co   | January      | February     | March        | April        | May          | June         | July         | August       | September    | October      | November     | December     | Full Year      | YTD            | % Change | % Change |
| 2022    | \$52,626.05  | \$52,740.94  | \$54,848.06  | \$66,961.90  | \$82,481.51  | \$81,911.30  | \$76,419.32  | \$103,214.15 | \$140,312.32 | \$133,572.06 |              |              | \$845,087.61   | \$845,087.61   | 15.79%   | 77.69%   |
| 2021    | \$34,594.19  | \$42,724.13  | \$41,657.39  | \$50,623.94  | \$75,985.97  | \$83,727.89  | \$85,175.91  | \$98,683.49  | \$105,649.79 | \$111,013.69 | \$80,629.03  | \$59,267.21  | \$869,732.63   | \$729,836.39   | 79.85%   | 53.45%   |
| 2020    | \$31,314.22  | \$32,150.44  | \$30,791.06  | \$31,993.26  | \$12,187.26  | \$4,516.34   | \$30,770.14  | \$61,326.82  | \$82,275.33  | \$88,480.56  | \$65,498.51  | \$48,699.22  | \$520,003.16   | \$405,805.43   | -14.68%  |          |
| 2019    | \$30,095.47  | \$46,595.52  | \$24,616.02  | \$24,443.49  | \$36,924.43  | \$38,702.51  | \$47,304.43  | \$61,277.03  | \$82,197.42  | \$83,452.47  | \$50,981.86  | \$35,411.70  | \$562,002.35   | \$475,608.79   | 26.11%   |          |
| 2018    | \$19,030.90  | \$50,294.72  | \$16,998.28  | \$18,402.06  | \$29,843.96  | \$29,951.42  | \$35,749.74  | \$50,591.09  | \$61,325.21  | \$64,961.27  | \$68,876.48  | \$29,646.15  | \$475,671.28   | \$377,148.65   | 16.64%   |          |
| 2017    | \$15,420.46  | \$47,592.24  | \$15,385.16  | \$19,868.54  | \$22,837.26  | \$24,647.22  | \$27,315.00  | \$41,386.28  | \$54,988.44  | \$53,916.36  | \$46,572.74  | \$21,414.84  | \$391,344.54   | \$323,356.96   | 4.04%    |          |
| 2016    | \$24,818.36  | \$46,063.39  | \$13,115.38  | \$16,701.38  | \$22,100.68  | \$22,095.28  | \$25,022.74  | \$42,973.50  | \$48,172.94  | \$49,750.48  | \$41,043.10  | \$21,242.46  | \$373,099.69   | \$310,814.13   | 13.39%   |          |
| 2015    | \$13,126.58  | \$43,614.66  | \$14,206.64  | \$11,992.52  | \$25,323.62  | \$17,448.70  | \$21,007.98  | \$39,511.70  | \$39,319.62  | \$48,552.72  | \$41,499.56  | \$20,160.36  | \$335,764.66   | \$274,104.74   |          |          |
| Shelton | January      | February     | March        | April        | May          | June         | July         | August       | September    | October      | November     | December     | Full Year      | YTD            | % Change | % Change |
| 2022    | \$5,301.72   | \$3,981.96   | \$4,086.44   | \$3,077.98   | \$4,329.87   | \$5,342.04   | \$5,220.18   | \$6,411.76   | \$7,699.56   | \$7,041.18   |              |              | \$52,492.69    | \$52,492.69    | 11.26%   | 25.98%   |
| 2021    | \$3,507.72   | \$2,979.00   | \$3,617.06   | \$3,167.68   | \$4,748.30   | \$4,787.16   | \$4,995.16   | \$6,067.50   | \$6,847.04   | \$6,465.02   | \$5,485.90   | \$3,782.20   | \$56,449.74    | \$47,181.64    | 48.19%   | 13.23%   |
| 2020    | \$3,579.84   | \$2,937.72   | \$2,817.24   | NA           | \$1,877.78   | \$3,115.18   | \$3,446.58   | \$4,007.32   | \$4,361.12   | \$5,695.20   | \$4,310.88   | \$4,195.34   | \$40,344.20    | \$31,837.98    | -23.59%  |          |
| 2019    | \$3,549.69   | \$3,176.13   | \$3,680.30   | \$3,468.74   | \$2,158.72   | \$5,113.21   | \$4,313.81   | \$4,940.31   | \$5,584.00   | \$5,682.24   | \$5,100.66   | \$4,091.58   | \$50,859.39    | \$41,667.15    | 15.83%   |          |
| 2018    | \$2,446.48   | \$2,526.80   | \$2,095.86   | \$2,430.56   | \$3,971.49   | \$3,401.39   | \$3,807.18   | \$4,156.45   | \$5,025.72   | \$6,109.92   | \$4,660.20   | \$3,866.84   | \$44,498.89    | \$35,971.85    | -14.86%  |          |
| 2017    | \$3,597.32   | \$3,699.68   | NA           | \$3,560.56   | \$4,727.04   | \$4,085.90   | \$4,707.54   | \$4,934.98   | \$6,950.62   | \$5,984.72   | \$4,890.66   | \$3,007.16   | \$50,146.18    | \$42,248.36    | 13.15%   |          |
| 2016    | \$3,454.04   | \$4,555.12   | \$2,804.10   | \$3,003.04   | \$3,834.14   | \$4,474.58   | NA           | \$4,677.66   | \$5,417.56   | \$5,117.98   | \$5,824.88   | \$4,195.54   | \$47,358.64    | \$37,338.22    | 4.70%    |          |
| 2015    | \$2,745.02   | \$3,321.68   | \$2,660.12   | \$2,784.52   | \$2,628.02   | \$2,917.88   | \$3,915.84   | \$4,684.30   | \$4,719.40   | \$5,285.28   | NA           | \$3,775.94   | \$39,438.00    | \$35,662.06    |          |          |

Figures are acquired from the Dept. of Revenue (www.dor.wa.gov) and are two months behind. Figures are the total of both "Special Hotel/Motel" and "Transient Rental" taxes combined. Percentage is the amount changed from one year (month to date) to the next (month to date). Clallam, Jefferson, Grays Harbor, and Mason County figures refer to all lodgings within county borders excluding the major towns already listed.