



DOOR COUNTY TOURISM ZONE COMMISSION
Administrator's Report
2-2021

2020 "NO REPORTS":

- The number of **January-April 2020** "No Reports": One (1) property has failed to report for January-April 2020, but we have received judgments in Circuit Court for Estimated Taxes.
- The number of **May 2020** "No Reports": As of 7/8/2020 there are one hundred forty-two (142) owner-managed properties to report. There were thirty-four (34) agent-managed properties that still require reporting. One hundred seventy-six (176) total for the month of May at first run. The first notice went out on 7/10/2020.
 - As of 9/10/2020 there are fifteen (15) properties that remain to report for May 2020 – with legal counsel.
 - As of 10/8/2020 there are seven (7) properties that remain to report. All are with legal counsel except for one (1).
 - As of 11/12/2020 there are five (5) properties to report for May 2020.
 - As of 12/10/2020 there are two (2) properties that remain to report for May 2020.
 - As of 1/13/2021 there are two (2) properties that remain to report for May 2020.
 - As of 2/11/2021 there are two (2) properties that remain to report for May 2020.
- The number of **June 2020** "No Reports": As of 8-9-2020 there are one hundred twenty-four (124) properties to report for June 2020. The first notice went out on 8-11-2020. The final notice went out on 9-8-2020.
 - As of 9/10/2020 there are forty-five (45) properties that remain to report for June 2020. All properties received the final notice with a deadline.
 - As of 10/8/2020, there are twenty-one (21) to report. The properties were sent on to legal counsel on 9/24/2020 and have all received compliance letters with a final deadline to file.
 - As of 11/12/2020 there are seven (7) properties to report for June 2020.
 - As of 12/10/2020 there are three (3) properties to report for June 2020.
 - As of 1/13/2021 there are three (3) properties that remain to report for June 2020.
 - As of 2/11/2021 there are three (3) properties that remain to report for June 2020.
- The number of **July 2020** "No Reports": As of 9-10-2020 there are one hundred twenty-eight (128) properties to report for July 2020. The first notice went out on 9-11-2020.
 - As of 10/8/2020 thirty-five (35) remain to report for July 2020.
 - As of 11/12/2020 there are twelve (12) properties to report for July 2020.
 - As of 12/10/2020 there are four (4) properties to report for July 2020.
 - As of 1/13/2021 there are four (4) properties that remain to report for July 2020.
 - As of 2/11/2021 there are three (3) properties that remain to report for July 2020.
- The number of **August 2020** "No Reports": As of 10/7/2020 there are ninety-eight (98) properties that remain to report for August 2020, the first notice will go out 10/9/2020.
 - As of 11/12/2020 there are twenty-nine (29) properties to report for August 2020. A final notice went out on 11/11/2020.
 - As of 12/10/2020 there are nine (9) properties to report for August 2020.
 - As of 1/13/2021 there are seven (7) properties to report for August 2020.
 - As of 2/11/2021 there are four (4) properties to report for August 2020.
- The number of **September 2020** "No Reports": As of 11/8/2020 there are one hundred seventeen (117) owner-managed properties plus ten (10) agent-managed properties for a total of one hundred twenty-seven (127) properties to report for September 2020.
 - As of 12/10/2020 there are twenty-three (23) properties to report for September 2020.
 - As of 1/13/2021 there are thirteen (13) properties to report for September 2020.
 - As of 2/11/2021 there are eight (8) properties to report for September 2020.
- The number of **October 2020** "No Reports": As of 12/9/2020 there are eighty-six (86) owner-managed properties to report for October 2020.
 - As of 1/13/2021 there are nineteen (19) properties to report for October 2020
 - As of 2/11/2021 there are nine (9) properties to report for October 2020.
- The number of **November 2020** "No Reports": As of 1/6/2020 there are eighty-three (83) owner-managed properties to report for November and seven (7) agent-managed reports for a total of ninety (90) to report.
 - As of 1/13/2021, fifty (50) properties remain to report.
 - As of 2/11/2021 twelve (12) properties remain to report.
- The number of **December 2020** "No Reports": As of 2/9/2021 there are thirty-four (34) owner-managed properties to report for November and five (5) agent-managed reports for a total of thirty-nine (39) to report.

PERMITS: As of 2/10/2021 – nineteen (19) permits were issued.

- 20 permits were issued during the same period of 2020 (Between January and February meeting cycle)
- As of 2/10/2021: there are 1266 permits (2020: 1,269- same report cycle)
- Property Type Codes: (50) Hotel/Motel, (51) Resort, (52) Inn, (53) Condo, (54) B&B, (56) Cottage/Cabin/Home, (59) Other.

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|---|--|
| <ol style="list-style-type: none"> 1. Town of Jacksonport (52) – year-round 2. Village of Egg Harbor (53) – year-round 3. Town of Sevastopol (56) – year-round 4. Village of Ephraim (56) – May-Oct 5. Town of Gibraltar (56) – year-round 6. City of Sturgeon Bay (56) – year-round 7. Town of Union (56) – year-round 8. City of Sturgeon Bay (56) – year-round 9. Town of Baileys Harbor (56) – year-round 10. Town of Sevastopol (56) – year-round-compliance 11. Town of Washington (56) – seasonal | <ol style="list-style-type: none"> 12. Town of Washington (56) – seasonal 13. Town of Gibraltar (53) – year-round 14. Town of Sevastopol (56) – year-round 15. Town of Baileys Harbor (56) – year-round 16. Town of Gardner (56) – year-round 17. Town of Sevastopol (56) – year-round – compliance 18. Town of Liberty Grove (56) – seasonal 19. Town of Nasewaupsee (56) year-round-compliance |
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UNPAID TAX/FEES/PENALTIES: The total outstanding due 2/10/2021 is: \$7,886.41 from fourteen (14) permit holders.

	First Notice	Second Notice	Third (Final) Notice	Collections	Attorney	
	\$ 58.43	\$ 26.31	\$ 36.59	\$ 43.91	\$ 56.99	
	\$ 236.13	\$ 25.00			\$ 535.41	
	\$ 182.85	\$ 25.42			\$ 443.19	
	\$ 86.89	\$ 25.07			\$ 440.58	
	\$ 25.95	\$ 25.81			\$ 285.32	
	\$ 13.03	\$ 25.10			\$ 340.05	
	\$ 52.13	\$ 48.93			\$ 274.44	
	\$ 124.86	\$ 25.08			\$ 272.30	
	\$ 117.25	\$ 26.26			\$ 292.28	
	\$ 78.20	\$ 25.19			\$ 621.95	
	\$ 78.41				\$ 452.38	
					\$ 468.19	
					\$ 579.10	Total Due
					\$ 410.27	\$ 7,886.41
					\$ 463.00	
					\$ 408.97	
					\$ 129.19	
TOTALS	\$ 1,054.13	\$ 278.17	\$ 36.59	\$ 43.91	\$ 6,473.61	

UNPERMITTED PROPERTIES:

VRBO as of 1/26/2021: [Link to full audit report](#)

MUNI		1/26/2021
2	Baileys Harbor	67
6	Clay Banks	2
8	Town of Egg Harbor	63
9	Village of Egg Harbor	40
11	Ephraim	47
12	Gibraltar	84
13	Village of Forestville	0
14	Town of Forestville	0
15	Jacksonport	32
27	Nasewaupee	33
32	Liberty Grove	68
33	Sevastopol	39
34	Sister Bay	54
35	City of Sturgeon Bay	44
36	Town of Sturgeon Bay	19
39	Gardner	7
42	Union	6
46	Washington Island	12
Total Actually in Door County		617
Not in Door County		21
Total		638
Vrbo list count		637
over/short		1

MUNI		# of VRBO Properties	Hotel/Motel	Resort	Inn	Condo	53 Condo @ commercial property	B&B	Cottage Cabin Homes	Cottage Cabin Homes	OTHER	No permit req 30+	Total	Commercial	Non Commercial
2	Baileys Harbor	67	0	0	1	0	0	0	0	66	0	0	67	1	66
4	Brussels	0	0	0	0	0	0	0	0	0	0	0	0	0	0
6	Clay Banks	2	0	0	0	0	0	0	0	2	0	0	2	0	2
8	Town of Egg Harbor	63	0	1	0	0	27	0	0	35	0	0	63	28	35
9	Village of Egg Harbor	40	0	0	0	4	0	0	0	36	0	0	40	0	40
11	Ephraim	47	0	1	0	0	0	0	0	46	0	0	47	1	46
12	Gibraltar	84	0	1	0	19	0	1	0	60	0	3	84	2	82
14	Town of Forestville	0	0	0	0	0	0	0	0	0	0	0	0	0	0
15	Town of Jacksonport	32	0	0	0	5	0	0	0	27	0	0	32	0	32
27	Nasewaupee	33	0	3	0	0	0	0	0	30	0	0	33	3	30
32	Liberty Grove	68	2	1	0	2	0	0	0	63	0	0	68	3	65
33	Sevastopol	39	1	0	0	0	0	0	0	38	0	0	39	1	38
34	Sister Bay	54	0	1	0	13	0	0	0	40	0	0	54	1	53
35	City of Sturgeon Bay	44	4	0	0	5	0	2	0	32	0	1	44	6	38
36	Town of Sturgeon Bay	19	0	0	0	0	0	0	0	19	0	0	19	0	19
39	Gardner	7	0	0	0	0	0	0	0	7	0	0	7	0	7
42	Union	6	0	0	0	0	0	0	0	6	0	0	6	0	6
46	Washington Island	12	0	0	0	0	0	0	0	12	0	0	12	0	12
Totals for Door County			7	8	1	46	27	3	0	519	0	4	617	46	571
TOTAL IN DC			Commercial			Non Commercial									
617			7.46%			92.54%						617			

The following unpermitted properties are utilizing the VRBO platform:

1. VRBO # 2055784 – owner unfound
2. VRBO # 2094656 – owner unfound
3. VRBO # 2078790 – Compliance letter sent 1/4/2021 and 1/25/2021
4. VRBO # 2161752- Compliance letter sent 1/7/2021 and 1/25/2021

➤ Airbnb as of 1/2021: Link to [full audit report](#).

MUNI		7/21/2020	Oct-20	Nov-20	Dec-20	Jan-21
2	Baileys Harbor	79	73	74	74	73
4	Brussels	0	0	0	0	0
6	Clay Banks	1	1	1	2	0
8	Town of Egg Harbor	55	54	53	53	53
9	Village of Egg Harbor	33	38	38	38	37
11	Ephraim	54	60	60	62	61
12	Gibraltar	93	86	88	87	88
14	Town of Forestville	1	1	1	1	1
15	Town of Jacksonport	13	15	14	15	14
27	Nasewaupee	23	23	25	26	27
32	Liberty Grove	66	68	68	70	69
33	Sevastopol	30	29	31	31	30
34	Sister Bay	42	45	44	43	43
35	City of Sturgeon Bay	115	119	119	118	118
36	Town of Sturgeon Bay	16	12	12	12	12
39	Gardner	16	15	14	7	8
42	Union	2	2	3	3	3
46	Washington Island	36	33	31	31	34
Subtotal of DoorCounty Only		675	674	676	673	671

MUNI		# of Airbnb Properties	50 Hotel/Motel	51 Resort	52 Inn	53 Condo	53 Condo @ commercial property	54 B&B	55/56 Cottage Cabin Homes	59 OTHER	30+ day	Total	Commercial	Non Commercial
2	Baileys Harbor	73	21	0	6	0	0	0	46	0	0	73	27	46
4	Brussels	0	0	0	0	0	0	0	0	0	0	0	0	0
6	Clay Banks	2	0	0	0	0	0	0	2	0	0	2	0	2
8	Town of Egg Harbor	53	0	0	0	1	25	0	27	0	0	53	25	28
9	Village of Egg Harbor	37	1	0	0	9	7	0	20	0	0	37	8	29
11	Ephraim	61	4	8	0	0	2	0	47	0	0	61	14	47
12	Gibraltar	88	11	3	7	5	16	1	44	0	1	88	38	50
14	Town of Forestville	1	0	0	0	0	0	0	1	0	0	1	0	1
15	Town of Jacksonport	14	0	0	0	0	0	0	14	0	0	14	0	14
27	Nasewaupee	27	0	7	0	0	1	0	19	0	0	27	8	19
32	Liberty Grove	69	0	1	0	1	0	1	66	0	0	69	2	67
33	Sevastopol	30	0	0	0	0	0	5	25	0	0	30	5	25
34	Sister Bay	43	2	0	0	6	0	0	35	0	0	43	2	41
35	City of Sturgeon Bay	118	19	0	19	7	0	10	60	3	0	118	48	70
36	Town of Sturgeon Bay	12	0	0	0	0	0	0	12	0	0	12	0	12
39	Gardner	8	0	0	0	1	0	0	7	0	0	8	0	8
42	Union	3	0	0	0	0	0	0	3	0	0	3	0	3
46	Washington Island	34	4	0	4	0	0	0	26	0	0	34	8	26
Totals for Door County			62	19	36	30	51	17	454	3		673		
		673	Total Door County Listings											
			Commercial			Non Commercial								
			27.49%			72.51%								

The following are unpermitted properties utilizing the Airbnb platform:

- 1) Airbnb 23008138 – unable to locate owner - wholesaler
- 2) Airbnb 37886362– unable to locate owner - wholesaler
- 3) Airbnb 23709001– unable to locate owner – wholesaler

Deactivated Permits 1/15/2021 through 2/11/2021:

Municipality	Permit #	Removed	Lodging Name	Lodging Address	Owner	Reason for Removal
Village of Sister Bay	34-56-2180-00	1/18/2021	Spacious Sister Bay Home	2232 Maple Drive	FEG LLC	Property sold.
Town of Liberty Grove	32-56-2137-00	1/18/2021	Rice-44243 Bayview Rd	11243 Bayview Road	Sandy and James Rice	No longer renting.
Town of Gardner	39-56-2221-00	1/18/2021	Cherry Estates-Olm	2113 Cherry Ridge	Jeri Olm	I have not ever rented it and don't know that it will be happening within the next year as the owner of the park.
Town of Sturgeon Bay	36-56-2073-00	1/18/2021	Chickadee Cottage	2073 Sunrise Shores Road	KL DEVELOPMENT GROUP	Property sold.
Village of Sister Bay	34-56-2282-00	1/25/2021	Cape Cod on the Shore	10771 N Bay Shore Drive	Joan T Champeau Trust	Property sold.
Village of Sister Bay	34-53-1811-02	2/2/2021	Orchard Condo #5	10632 N Highland Rd #5	AC Tax LLC	Property sold.
Village of Sister Bay	34-53-0335-02	2/2/2021	Harbor View #5	10709 S Spring Rd #5	David Albertin	Property sold.
Town of Liberty Grove	32-56-1489-00	2/2/2021	Countryside Log Home	10801 CTH ZZ	Rosemary Taglia	Property sold.
Village of Egg Harbor	09-56-0601-02	2/2/2021	Alpine Cottage	7625 Point Beach Road	Todd Michaels	Property sold.
Town of Gibraltar	12-56-0876-02	2/2/2021	Cottage Row Waterfront Retreat	9353 Cottage Row	Harris Family Trust	Property sold.
Town of Nasewaupsee	27-56-1470-01	2/2/2021	Sherwood Point Shores	4481 Sherwood Point	William Berndt	Moved agents wanted new permit. Now #2386.
Town of Sevastopol	33-52-0470-00	2/2/2021	Little Harbor Inn	5100 Bay Shore Dr	Tom Borkovetz	Property sold. New owner permit #2367.
Village of Ephraim	11-56-0279-06	2/10/21	Kulma Cottages	3033 German Rd	Greg Kulma	Property sold. New owner permit #2392
Town of Liberty Grove	32-56-0962-00	2/10/21	Teskie's Cottages	97o Cottage Rd	Lyle Teskie	Property sold. New owner permit #2405.
Town of Liberty Grove	32-56-2154-02	2/10/2021	Arbor Condo Kinate	2780 Arbor dr	James Kinate	Property sold. New owner permit #2336
Village of Sister Bay	34-56-1675-00	2/10/2021	Woldts Waterfront Retrea	10775 Bayshore Dr	Corrine Veith Survivors Trust	Property sold. New owner permit #2343

2019 v. 2020 - Comparison- By Property Report

Hotel Motel "50"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 20,829,341.67	319,615	165,002	51.63%	\$126.24
2020	\$ 18,283,602.78	299,937	135,625	45.22%	\$134.81
Variance	-\$2,545,738.89	-19,678	-29,377	-6.41%	\$8.57
% Diff	-12.22%	-6.16%	-17.80%	-12.41%	6.79%

Resort "51"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 38,381,106.24	551,744	226,093	40.98%	\$169.76
2020	\$ 30,313,109.18	463,995	168,148	36.24%	\$180.28
Variance	-\$8,067,997.06	-87,749	-57,945	-4.74%	\$10.52
% Diff	-26.62%	-18.91%	-34.46%	-13.08%	5.83%

Inn "52"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 4,260,526.42	60,769	27,437	45.15%	\$155.28
2020	\$ 3,762,518.64	58,415	22,669	38.81%	\$165.98
Variance	-\$498,007.78	-2,354	-4,768	-6.34%	\$10.69
% Diff	-13.24%	-4.03%	-21.03%	-16.34%	6.44%

Condo "53"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 6,482,394.57	87,113	38,197	43.85%	\$169.71
2020	\$ 6,044,404.12	81,079	30,360	37.44%	\$199.09
Variance	-\$437,990.45	-6,034	-7,837	-6.40%	\$29.38
% Diff	-7.25%	-7.44%	-25.81%	-17.10%	14.76%

B&B "54"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 2,615,428.31	33,826	12,766	37.74%	\$204.87
2020	\$ 2,024,949.06	28,263	9,294	32.88%	\$217.88
Variance	-\$590,479.25	-5,563	-3,472	-4.86%	\$13.00
% Diff	-29.16%	-19.68%	-37.36%	-14.77%	5.97%

Home "56"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 21,749,895.95	238,004	88,971	37.38%	\$244.46
2020	\$ 26,904,191.03	230,404	96,107	41.71%	\$279.94
Variance	\$ 5,154,295.08	-7,600	7,136	4.33%	\$35.48
% Diff	19.16%	-3.30%	7.43%	10.38%	12.67%

Other "59"					
	Revenue	Available	Filled	Occupancy	ADR
2019	\$ 340,747.08	9,019	3,049	33.81%	\$111.76
2020	\$ 338,771.28	7,566	2,760	36.48%	\$122.61
Variance	-\$1,975.80	-1,453	-289	2.67%	\$10.86
% Diff	-0.58%	-19.20%	-10.47%	7.33%	8.85%

* As of 1/1/2021, the Traveler Service fee paid by the Guest, when booking on a Marketplace Platform became part of the taxable lodging sale. This change increases the taxable lodging sale therefore ADR also rises.

2019 By Property Report

2019 Hotel Motel "50"

	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 281,572.05	15,305	3,304	21.59%	\$ 85.22
Feb-19	\$ 409,568.24	15,020	5,261	35.03%	\$ 77.85
Mar-19	\$ 396,656.50	16,630	5,398	32.46%	\$ 73.48
Apr-19	\$ 340,515.03	19,551	4,271	21.85%	\$ 79.73
May-19	\$ 1,221,571.95	34,472	12,133	35.20%	\$ 100.68
Jun-19	\$ 2,698,230.97	36,312	21,689	59.73%	\$ 124.41
Jul-19	\$ 4,323,670.96	37,333	29,955	80.24%	\$ 144.34
Aug-19	\$ 4,309,554.68	37,746	29,831	79.03%	\$ 144.47
Sep-19	\$ 3,156,009.56	36,266	23,404	64.53%	\$ 134.85
Oct-19	\$ 3,026,635.89	36,200	22,535	62.25%	\$ 134.31
Nov-19	\$ 384,720.60	18,596	4,317	23.21%	\$ 89.12
Dec-19	\$ 280,635.24	16,184	2,904	17.94%	\$ 96.64
Totals	\$ 20,829,341.67	319,615	165,002	51.63%	\$ 126.24

2019 Resort "51"

	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 679,317.52	40,485	6,279	15.51%	\$ 108.19
Feb-19	\$ 744,965.35	36,933	7,480	20.25%	\$ 99.59
Mar-19	\$ 726,885.67	40,205	7,170	17.83%	\$ 101.38
Apr-19	\$ 631,018.94	40,050	6,258	15.63%	\$ 100.83
May-19	\$ 2,019,492.49	51,105	16,164	31.63%	\$ 124.94
Jun-19	\$ 4,933,160.48	52,611	29,389	55.86%	\$ 167.86
Jul-19	\$ 8,714,613.70	54,136	40,636	75.06%	\$ 214.46
Aug-19	\$ 8,364,391.49	54,476	40,904	75.09%	\$ 204.49
Sep-19	\$ 5,241,358.21	52,647	30,678	58.27%	\$ 170.85
Oct-19	\$ 4,946,788.48	51,899	28,727	55.35%	\$ 172.20
Nov-19	\$ 777,821.70	39,436	7,011	17.78%	\$ 110.94
Dec-19	\$ 601,292.21	37,761	5,397	14.29%	\$ 111.41
Totals	\$ 38,381,106.24	551,744	226,093	40.98%	\$ 169.76

2019 Other "59"

	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 315.00	7	3	42.83%	\$ 105.00
Feb-19	\$ -	0	0	0.00%	\$ -
Mar-19	\$ -	0	0	0.00%	\$ -
Apr-19	\$ -	0	0	0.00%	\$ -
May-19	\$ 20,651.84	1,245	175	14.06%	\$ 118.01
Jun-19	\$ 54,892.06	1,572	519	33.02%	\$ 105.77
Jul-19	\$ 88,574.55	1,654	823	49.76%	\$ 107.62
Aug-19	\$ 88,639.83	1,644	813	49.45%	\$ 109.03
Sep-19	\$ 48,483.12	1,441	376	26.09%	\$ 128.94
Oct-19	\$ 33,718.13	1,456	340	23.35%	\$ 99.17
Nov-19	\$ 2,797.64	0	0	0.00%	\$ -
Dec-19	\$ 2,674.91	0	0	0.00%	\$ -
Totals	\$ 340,747.08	9,019	3,049	33.81%	\$ 111.76

2019 By Property Report

2019 Inn "52"					
	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 62,726.67	3,606	465	12.90%	\$ 134.90
Feb-19	\$ 68,718.06	3,213	519	16.15%	\$ 132.40
Mar-19	\$ 55,649.52	3,476	429	12.34%	\$ 129.72
Apr-19	\$ 63,922.17	3,621	547	15.11%	\$ 116.86
May-19	\$ 236,139.11	6,581	1810	27.50%	\$ 130.46
Jun-19	\$ 536,370.06	6,577	3,685	56.03%	\$ 145.55
Jul-19	\$ 865,336.91	6,781	5,138	75.77%	\$ 168.42
Aug-19	\$ 861,830.69	6,730	5,151	76.54%	\$ 167.31
Sep-19	\$ 673,659.77	6,522	4,206	64.49%	\$ 160.17
Oct-19	\$ 653,966.19	6,582	4,178	63.48%	\$ 156.53
Nov-19	\$ 99,945.36	3,817	682	17.87%	\$ 146.55
Dec-19	\$ 82,261.91	3,263	627	19.22%	\$ 131.20
Totals	\$ 4,260,526.42	60,769	27,437	45.15%	\$ 155.28

2019 Condo "53"					
	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 164,597.69	6,453	1,380	21.39%	\$ 119.27
Feb-19	\$ 169,040.21	5,819	1,728	29.70%	\$ 97.82
Mar-19	\$ 214,590.21	6,225	2,025	32.53%	\$ 105.97
Apr-19	\$ 163,108.05	6,275	1,571	25.04%	\$ 103.82
May-19	\$ 335,433.80	7,350	2,562	34.86%	\$ 130.93
Jun-19	\$ 770,243.94	7,793	4,316	55.38%	\$ 178.46
Jul-19	\$ 1,368,653.26	8,594	6,325	73.60%	\$ 216.39
Aug-19	\$ 1,361,092.26	8,697	6,556	75.38%	\$ 207.61
Sep-19	\$ 824,682.18	8,325	4,582	55.04%	\$ 179.98
Oct-19	\$ 789,419.66	8,438	4,256	50.44%	\$ 185.48
Nov-19	\$ 170,567.29	6,647	1,672	25.15%	\$ 102.01
Dec-19	\$ 150,966.02	6,497	1,224	18.84%	\$ 123.34
Totals	\$ 6,482,394.57	87,113	38,197	43.85%	\$ 169.71

Sheet Totals				
Jan-19	\$ 1,432,376.79	78,808	12,676	16.08%
Feb-19	\$ 1,624,669.77	72,607	16,239	22.37%
Mar-19	\$ 1,615,306.94	78,883	16,403	20.79%
Apr-19	\$ 1,453,847.97	82,705	13,958	16.88%
May-19	\$ 5,001,658.80	126,765	38,315	30.23%
Jun-19	\$ 12,373,749.12	137,288	73,375	53.45%
Jul-19	\$ 21,687,396.51	143,792	107,355	74.66%
Aug-19	\$ 20,924,970.88	144,811	106,892	73.81%
Sep-19	\$ 13,091,040.63	138,195	76,759	55.54%
Oct-19	\$ 12,130,435.32	136,249	71,735	52.65%
Nov-19	\$ 1,859,441.43	83,764	15,912	19.00%
Dec-19	\$ 1,464,546.08	76,223	11,896	15.61%
Totals	\$ 94,659,440.24	1,300,090	561,515	43.19%

2019 By Property Report

2019 B&B "54"					
	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 54,964.49	2,422	265	10.94%	\$ 207.41
Feb-19	\$ 61,182.81	2,160	308	14.26%	\$ 198.65
Mar-19	\$ 64,139.70	2,138	314	14.69%	\$ 204.27
Apr-19	\$ 63,261.78	2,312	287	12.41%	\$ 220.42
May-19	\$ 180,693.60	3,384	791	23.37%	\$ 216.97
Jun-19	\$ 323,704.51	3,421	1,502	43.91%	\$ 215.52
Jul-19	\$ 494,548.25	3,500	2,425	69.29%	\$ 203.94
Aug-19	\$ 478,921.82	3,587	2,445	68.16%	\$ 195.88
Sep-19	\$ 389,107.67	3,428	1,897	55.34%	\$ 205.12
Oct-19	\$ 375,988.07	3,252	1,827	56.18%	\$ 205.80
Nov-19	\$ 67,450.34	2,203	386	17.52%	\$ 174.74
Dec-19	\$ 61,465.27	2,019	319	15.80%	\$ 192.68
Totals	\$ 2,615,428.31	33,826	12,766	37.74%	\$ 204.87

2019 Home "56"					
	Revenue	Available	Filled	Occupancy	ADR
Jan-19	\$ 188,883.37	10,530	980	9.31%	\$ 192.74
Feb-19	\$ 171,195.10	9,462	943	9.97%	\$ 181.54
Mar-19	\$ 157,385.34	10,209	1,067	10.45%	\$ 147.50
Apr-19	\$ 192,022.00	10,896	1024	9.40%	\$ 187.52
May-19	\$ 987,676.01	22,628	4,680	20.68%	\$ 211.04
Jun-19	\$ 3,057,147.10	29,002	12,275	42.32%	\$ 249.05
Jul-19	\$ 5,831,998.88	31,794	22,053	69.36%	\$ 264.45
Aug-19	\$ 5,460,540.11	31,931	21,192	66.37%	\$ 257.67
Sep-19	\$ 2,757,740.12	29,566	11,616	39.29%	\$ 237.41
Oct-19	\$ 2,303,918.90	28,422	9,872	34.73%	\$ 233.38
Nov-19	\$ 356,138.50	13,065	1,844	14.11%	\$ 193.13
Dec-19	285250.52	10499	1425	13.57%	200.18
Totals	\$ 21,749,895.95	238,004	88,971	37.38%	\$ 244.46

2019 Balancing Totals			
Stats	Sheet	KR YEAR END	Difference
Available	1,300,090	1,300,090	0
Filled	561,515	561,515	0
ADR	\$ 168.58	\$ 169.00	0
Occup	43.19%	43.19%	0
			0
Revenues	\$ 94,659,440.24	\$ 94,659,440.00	\$ 0.24

2020 By Property Report

2020 Hotel Motel "50"

	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 349,194.94	17,456	4,309	24.68%	\$ 81.04
Feb-20	\$ 431,846.35	17,257	5,322	30.84%	\$ 81.14
Mar-20	\$ 242,205.14	16,213	3,367	20.77%	\$ 71.93
Apr-20	\$ 82,902.48	15,630	1,274	8.15%	\$ 65.07
May-20	\$ 376,616.31	22,177	4,268	19.25%	\$ 88.24
Jun-20	\$ 1,943,096.99	34,634	15,298	44.17%	\$ 127.02
Jul-20	\$ 4,234,623.03	37,107	27,700	74.65%	\$ 152.87
Aug-20	\$ 4,205,912.83	36,891	27,012	73.22%	\$ 155.71
Sep-20	\$ 3,182,148.66	35,662	22,065	61.87%	\$ 144.22
Oct-20	\$ 2,650,942.74	34,427	18,529	53.82%	\$ 1,430.07
Nov-20	\$ 331,806.42	16,155	3,827	23.69%	\$ 86.70
Dec-20	\$ 252,306.89	16,328	2,654	16.25%	\$ 95.07
Totals	\$ 18,283,602.78	299,937	135,625	45.22%	\$ 134.81

2020 Resort "51"

	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 695,262.96	38,261	6,466	16.90%	\$ 107.53
Feb-20	\$ 820,094.30	36,549	7,901	21.62%	\$ 103.80
Mar-20	\$ 388,893.46	35,435	3,874	10.93%	\$ 100.39
Apr-20	\$ 20,450.88	12,120	325	2.68%	\$ 62.93
May-20	\$ 318,667.85	27,637	2,732	9.89%	\$ 116.64
Jun-20	\$ 3,119,021.86	46,148	17,697	38.35%	\$ 176.25
Jul-20	\$ 7,613,921.87	48,375	35,099	72.56%	\$ 216.93
Aug-20	\$ 7,425,115.85	49,219	36,280	73.71%	\$ 204.66
Sep-20	\$ 4,769,615.03	47,525	25,901	54.50%	\$ 184.13
Oct-20	\$ 3,904,168.02	47,095	20,987	44.56%	\$ 186.03
Nov-20	\$ 756,907.41	37,613	6,464	17.19%	\$ 117.10
Dec-20	\$ 480,989.69	38,018	4,422	11.63%	\$ 108.77
Totals	\$ 30,313,109.18	463,995	168,148	36.24%	\$ 180.28

2020 Other "59"

	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 2,108.00	9	9	100.00%	\$ 234.22
Feb-20	\$ 4,355.45	12	12	100.00%	\$ 362.95
Mar-20	\$ 1,120.00	7	7	100.00%	\$ 160.00
Apr-20	\$ -	0	0	0.00%	\$ -
May-20	\$ 21,954.42	743	168	22.61%	\$ 130.68
Jun-20	\$ 60,934.76	1,321	494	37.40%	\$ 123.35
Jul-20	\$ 84,808.26	1,377	748	54.32%	\$ 113.38
Aug-20	\$ 80,767.68	1,369	703	51.35%	\$ 114.89
Sep-20	\$ 48,781.02	1,349	423	31.36%	\$ 115.32
Oct-20	\$ 29,842.24	1,364	181	13.27%	\$ 164.87
Nov-20	\$ -	0	0	0.00%	\$ -
Dec-20	\$ 4,099.45	15	15	100.00%	\$ 67.64
Totals	\$ 338,771.28	7,566	2,760	36.48%	\$ 122.74

2020 By Property Report

2020 Inn "52"

	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 73,004.56	3,416	496	14.52%	\$ 147.19
Feb-20	\$ 78,274.13	3,183	557	17.50%	\$ 140.53
Mar-20	\$ 26,901.03	3,152	190	6.03%	\$ 141.58
Apr-20	\$ 6,194.52	2,955	66	2.23%	\$ 102.21
May-20	\$ 68,833.42	4,505	506	11.23%	\$ 136.03
Jun-20	\$ 389,083.41	6,520	2,764	42.39%	\$ 140.77
Jul-20	\$ 816,198.25	6,701	4,729	70.57%	\$ 172.59
Aug-20	\$ 833,670.45	6,703	4,644	69.28%	\$ 179.52
Sep-20	\$ 666,775.06	6,497	3,969	61.09%	\$ 168.00
Oct-20	\$ 617,378.04	6,595	3,536	53.62%	\$ 174.60
Nov-20	\$ 101,570.03	4,328	648	14.97%	\$ 156.74
Dec-20	\$ 84,635.74	3,860	564	14.61%	\$ 150.06
Totals	\$ 3,762,518.64	58,415	22,669	38.81%	\$ 165.98

2020 Condo "53"

	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 163,953.39	6,503	1,384	21.28%	\$ 118.46
Feb-20	\$ 160,830.85	6,180	1,428	23.11%	\$ 112.63
Mar-20	\$ 102,930.51	6,040	1,089	18.03%	\$ 94.52
Apr-20	\$ 26,469.43	4,955	335	6.76%	\$ 79.01
May-20	\$ 106,106.88	5,405	900	16.65%	\$ 117.90
Jun-20	\$ 545,036.04	6,896	2,817	40.85%	\$ 193.48
Jul-20	\$ 1,361,995.04	8,007	5,586	69.76%	\$ 243.82
Aug-20	\$ 1,483,058.04	8,514	6,162	72.37%	\$ 240.68
Sep-20	\$ 953,046.84	7,742	4,476	57.81%	\$ 212.92
Oct-20	\$ 787,874.08	7,712	3,763	48.79%	\$ 209.37
Nov-20	\$ 199,664.77	6,604	1,247	18.88%	\$ 160.12
Dec-20	\$ 153,438.25	6,521	1,173	17.99%	\$ 130.81
Totals	\$ 6,044,404.12	81,079	30,360	37.44%	\$ 199.09

Sheet Totals

Jan-20	\$ 1,539,067.14	80,554	14,101	17.51%
Feb-20	\$ 1,772,451.03	75,922	16,779	22.10%
Mar-20	\$ 928,387.70	73,287	9,572	13.06%
Apr-20	\$ 209,940.15	46,339	2,439	5.26%
May-20	\$ 1,504,572.72	78,867	11,238	14.25%
Jun-20	\$ 9,492,899.85	124,699	51,813	41.55%
Jul-20	\$ 21,039,148.87	135,650	97,910	72.18%
Aug-20	\$ 21,144,329.83	136,818	99,234	72.53%
Sep-20	\$ 14,275,008.24	130,921	73,849	56.41%
Oct-20	\$ 11,800,791.30	126,912	60,740	47.86%
Nov-20	\$ 2,271,863.20	81,015	15,634	19.30%
Dec-20	\$ 1,693,086.06	78,675	11,654	14.81%
Totals	\$ 87,671,546.09	1,169,659	464,963	39.75%

2020 By Property Report

2020 B&B "54"					
	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 50,080.47	2,127	253	11.89%	\$ 197.95
Feb-20	\$ 68,678.41	2,208	356	16.12%	\$ 192.92
Mar-20	\$ 24,964.58	1,952	136	6.97%	\$ 183.56
Apr-20	\$ 6,459.11	1,167	22	1.89%	\$ 293.60
May-20	\$ 62,253.02	1,910	216	11.31%	\$ 288.21
Jun-20	\$ 241,068.38	2,678	991	37.01%	\$ 243.26
Jul-20	\$ 403,873.46	3,279	1,875	57.18%	\$ 215.40
Aug-20	\$ 373,705.60	3,153	1,716	54.42%	\$ 217.78
Sep-20	\$ 340,290.27	3,059	1,616	52.83%	\$ 210.58
Oct-20	\$ 292,799.86	2,752	1,400	50.87%	\$ 209.14
Nov-20	\$ 78,702.58	1,851	359	19.39%	\$ 219.23
Dec-20	\$ 82,073.32	2,127	354	16.64%	\$ 231.85
Totals	\$ 2,024,949.06	28,263	9,294	32.88%	\$ 217.88

2020 Home "56"					
	Revenue	Available	Filled	Occupancy	ADR
Jan-20	\$ 205,462.82	12,782	1,184	9.26%	\$ 173.53
Feb-20	\$ 208,371.54	10,533	1,203	11.42%	\$ 173.21
Mar-20	\$ 141,372.98	10,488	909	8.67%	\$ 155.53
Apr-20	\$ 67,463.73	9,512	417	4.38%	\$ 161.78
May-20	\$ 550,140.82	16,490	2,448	14.85%	\$ 224.73
Jun-20	\$ 3,194,658.41	26,502	11,752	44.34%	\$ 271.84
Jul-20	\$ 6,523,728.96	30,804	22,173	71.98%	\$ 294.22
Aug-20	\$ 6,742,099.38	30,969	22,717	73.35%	\$ 296.79
Sep-20	\$ 4,314,351.36	29,087	15,399	52.94%	\$ 280.17
Oct-20	\$ 3,517,786.32	26,967	12,344	45.77%	\$ 284.98
Nov-20	\$ 803,211.99	14,464	3,089	21.36%	\$ 260.02
Dec-20	635542.72	11806	2472	20.94%	257.1
Totals	\$ 26,904,191.03	230,404	96,107	41.71%	\$ 279.94

2020 Balancing Totals			
Stats	Sheet	KR YEAR END	Difference
Available	1,169,659	1,169,659	0
Filled	464,963	464,963	0
ADR	\$ 188.56	\$ 189.00	0
Occup	39.75%	39.75%	0
			0
Revenues	\$ 87,671,546.09	\$ 87,671,546.00	\$ 0.09