

**Door County Tourism Zone Commission**

Checks to be issued for October 2021 reports  
**Room Tax Collection Annual 2021 Summary by Municipality - Comparative**

|   | Jan-20<br>Adj 1/31/21 | Jan-21<br>Adj 7/31/21 | Feb-20<br>Adj 1/31/21 | Feb-21<br>Adj 7/31/21 | Mar-20<br>Adj 1/31/21 | Mar-21<br>Adj 7/31/21 | Apr-20<br>Adj 1/31/21 | Apr-21<br>Adj 7/31/21 | May-20<br>Adj 1/31/21 | May-21<br>Adj 7/31/21 | Jun-20<br>Adj 1/31/21 | Jun-21<br>Adj 7/31/21 |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| Baileys Harbor                              | \$ 2,937              | \$ 6,176              | \$ 3,657              | \$ 6,383              | \$ 1,581              | \$ 8,734              | \$ 384                | \$ 10,001             | \$ 7,295              | \$ 37,948             | \$ 41,694             | \$ 77,714             |
| Brussels                                    | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  |
| Clay Banks                                  | \$ -                  | \$ 23                 |                       | \$ 128                | \$ -                  | \$ 120                | \$ -                  | \$ -                  | \$ 113                | \$ 527                | \$ 1,258              | \$ 1,528              |
| Egg Harbor-Town                             | \$ 6,037              | \$ 9,823              | \$ 7,873              | \$ 12,459             | \$ 3,319              | \$ 15,389             | \$ 637                | \$ 15,774             | \$ 4,893              | \$ 39,076             | \$ 46,030             | \$ 91,067             |
| Egg Harbor - Village                        | \$ 5,744              | \$ 7,889              | \$ 5,436              | \$ 8,638              | \$ 3,683              | \$ 12,358             | \$ 261                | \$ 14,588             | \$ 2,895              | \$ 37,296             | \$ 39,802             | \$ 78,765             |
| Ephraim                                     | \$ 5,369              | \$ 7,935              | \$ 6,424              | \$ 8,506              | \$ 2,227              | \$ 10,584             | \$ 39                 | \$ 11,748             | \$ 7,369              | \$ 47,745             | \$ 60,786             | \$ 113,782            |
| Forestville-Town                            | \$ -                  | \$ -                  | \$ 16                 | \$ 12                 | \$ -                  | \$ -                  | \$ -                  | \$ 166                | \$ -                  | \$ 269                | \$ -                  | \$ 227                |
| Forestville-Village                         | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  | \$ -                  |
| Gardner                                     | \$ 800                | \$ 1,114              | \$ 1,915              | \$ 1,854              | \$ 404                | \$ 1,654              | \$ 226                | \$ 1,762              | \$ 2,097              | \$ 5,239              | \$ 5,473              | \$ 7,812              |
| Gibraltar                                   | \$ 11,879             | \$ 15,665             | \$ 11,916             | \$ 14,038             | \$ 5,299              | \$ 14,232             | \$ 782                | \$ 21,654             | \$ 9,530              | \$ 63,446             | \$ 77,106             | \$ 134,396            |
| Jacksonport                                 | \$ 1,701              | \$ 2,203              | \$ 1,278              | \$ 2,290              | \$ 647                | \$ 2,719              | \$ 51                 | \$ 2,705              | \$ 2,318              | \$ 10,898             | \$ 16,467             | \$ 27,593             |
| Liberty Grove                               | \$ 2,040              | \$ 4,721              | \$ 1,490              | \$ 4,044              | \$ 754                | \$ 6,797              | \$ 425                | \$ 9,094              | \$ 4,833              | \$ 29,412             | \$ 37,682             | \$ 71,637             |
| Nasewaupsee                                 | \$ 1,743              | \$ 3,798              | \$ 4,870              | \$ 7,562              | \$ 2,411              | \$ 5,729              | \$ 653                | \$ 5,974              | \$ 4,583              | \$ 15,205             | \$ 16,365             | \$ 28,774             |
| Sevastopol                                  | \$ 6,503              | \$ 9,254              | \$ 7,363              | \$ 9,574              | \$ 4,730              | \$ 13,230             | \$ 617                | \$ 16,479             | \$ 6,136              | \$ 29,593             | \$ 38,719             | \$ 62,017             |
| Sister Bay                                  | \$ 11,857             | \$ 14,634             | \$ 11,773             | \$ 13,656             | \$ 5,070              | \$ 18,780             | \$ 672                | \$ 22,335             | \$ 8,683              | \$ 55,711             | \$ 64,818             | \$ 131,097            |
| Sturgeon Bay-City                           | \$ 24,141             | \$ 21,729             | \$ 29,285             | \$ 32,739             | \$ 17,915             | \$ 31,157             | \$ 3,349              | \$ 32,826             | \$ 15,416             | \$ 61,658             | \$ 51,220             | \$ 107,163            |
| Sturgeon Bay-Town                           | \$ 530                | \$ 1,550              | \$ 563                | \$ 844                | \$ 367                | \$ 1,690              | \$ 66                 | \$ 2,034              | \$ 1,397              | \$ 5,524              | \$ 7,123              | \$ 9,647              |
| Union                                       | \$ 80                 | \$ 104                | \$ 144                | \$ 319                | \$ 128                | \$ 404                | \$ 505                | \$ 504                | \$ 585                | \$ 953                | \$ 1,779              | \$ 3,350              |
| Washington Island                           | \$ 228                | \$ 453.92             | \$ 365                | \$ 628                | \$ 144                | \$ 972                | \$ 34                 | \$ 1,393              | \$ 935                | \$ 6,182              | \$ 11,166             | \$ 17,191             |
| <b>TOTALS</b>                               | <b>\$ 81,590</b>      | <b>\$ 107,070</b>     | <b>\$ 94,369</b>      | <b>\$ 123,674</b>     | <b>\$ 48,679</b>      | <b>\$ 144,550</b>     | <b>\$ 8,701</b>       | <b>\$ 169,039</b>     | <b>\$ 79,078</b>      | <b>\$ 446,683</b>     | <b>\$ 517,487</b>     | <b>\$ 963,760</b>     |
| 30% MUNI                                    | \$ 24,477             | \$ 32,121             | \$ 28,311             | \$ 37,102             | \$ 14,604             | \$ 43,365             | \$ 2,610              | \$ 50,712             | \$ 23,723             | \$ 134,005            | \$ 155,246            | \$ 289,128            |
| 4% DCTZC                                    | \$ 3,264              | \$ 4,283              | \$ 3,775              | \$ 4,947              | \$ 1,947              | \$ 5,782              | \$ 348                | \$ 6,762              | \$ 3,163              | \$ 17,867             | \$ 20,699             | \$ 38,550             |
| 66% DDC                                     | \$ 53,849             | \$ 70,666             | \$ 62,284             | \$ 81,625             | \$ 32,128             | \$ 95,403             | \$ 5,743              | \$ 111,566            | \$ 52,191             | \$ 294,811            | \$ 341,541            | \$ 636,081            |
|   | <b>\$ 81,590</b>      | <b>\$ 107,070</b>     | <b>\$ 94,369</b>      | <b>\$ 123,674</b>     | <b>\$ 48,679</b>      | <b>\$ 144,550</b>     | <b>\$ 8,701</b>       | <b>\$ 169,039</b>     | <b>\$ 79,078</b>      | <b>\$ 446,683</b>     | <b>\$ 517,487</b>     | <b>\$ 963,760</b>     |
| Available                                   | 80554                 | 80043                 | 75922                 | 73498                 | 73287                 | 80216                 | 46339                 | 81535                 | 78867                 | 124528                | 124699                | 136356                |
| Filled                                      | 14101                 | 15040                 | 16779                 | 19003                 | 9572                  | 21358                 | 2439                  | 24055                 | 11238                 | 52305                 | 51813                 | 90767                 |
| %   | 17.51%                | 18.79%                | 22.10%                | 25.86%                | 13.06%                | 26.63%                | 5.26%                 | 29.50%                | 14.25%                | 42.00%                | 41.55%                | 66.57%                |
| Average                                     | \$ 109                | \$ 133                | \$ 106                | \$ 122                | \$ 97                 | \$ 126                | \$ 86                 | \$ 130                | \$ 131                | \$ 158                | \$ 183                | \$ 203                |
| <b>Total Revenues</b>                       | <b>\$1,539,067</b>    | <b>\$1,999,225</b>    | <b>\$1,772,451</b>    | <b>\$2,327,376</b>    | <b>\$928,388</b>      | <b>\$2,681,375</b>    | <b>\$209,940</b>      | <b>\$3,115,736</b>    | <b>\$1,504,573</b>    | <b>\$8,250,999</b>    | <b>\$9,492,900</b>    | <b>\$18,407,876</b>   |
| <b>Adjustments for comparative purposes</b> |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |
| Late Collections                            |                       | 206                   |                       | 317                   |                       | 23                    |                       | (393)                 |                       | 4,389                 |                       | 43,567                |
| Total                                       | \$ 81,590             | \$ 107,276            | \$ 94,369             | \$ 123,991            | \$ 48,679             | \$ 144,574            | \$ 8,701              | \$ 168,646            | \$ 79,078             | \$ 450,923            | \$ 517,487            | \$ 1,006,570          |
| Increase(Decrease)                          |                       | 31.5%                 |                       | 31.4%                 |                       | 197.0%                |                       | 1838.2%               |                       | 470.2%                |                       | 94.5%                 |
| <b>11/30/2021</b>                           |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |                       |
| 2019 vs 2020                                | 2019 vs 2020          | 2019 vs 2021          | 2019 vs 2020          | 2019 vs 2021          | 2019 vs 2020          | 2019 vs 2021          | 2019 vs 2020          | 2019 vs 2021          | 2019 vs 2020          | 2019 vs 2021          | 2019 vs 2020          | 2019 vs 2021          |
| 2019 Comp                                   | 75,724                | 75,724                | 86,436                | 86,436                | 84,821                | 84,821                | 77,217                | 77,217                | 269,653               | 269,653               | 671,523               | 671,523               |
|   | 7.75%                 | 41.67%                | 9.18%                 | 43.45%                | -42.61%               | 70.45%                | -88.73%               | 118.40%               | -70.67%               | 67.22%                | -22.94%               | 49.89%                |

Report does not include prior year revenues collected in 2021, and current year lates are included in the green total comparative section.

Door County Tourism Zone Commission

|                            | Jul-20<br>Adj 1/31/21 | Jul-21              | Aug-20<br>Adj 1/31/21 | Aug-21              | Sep-20<br>Adj 1/31/21 | Sep-21            | Oct-20<br>Adj 1/31/21 | Oct-21            | 2020<br>YTD Total   | 2021 Lates<br>YTD | 2021<br>YTD Total   | YTD Variance        | %             |
|----------------------------|-----------------------|---------------------|-----------------------|---------------------|-----------------------|-------------------|-----------------------|-------------------|---------------------|-------------------|---------------------|---------------------|---------------|
| Baileys Harbor             | \$ 95,180             | \$ 122,794          | \$ 98,400             | \$ 120,697          | \$ 69,410             | \$ 84,302         | \$ 54,495             | \$ 62,956         | \$ 375,033          | \$ 16,316         | \$ 554,022          | \$ 178,989          | 47.73%        |
| Brussels                   | \$ -                  | \$ -                | \$ -                  | \$ -                | \$ -                  | \$ -              | \$ -                  | \$ -              | \$ -                | \$ -              | \$ -                | \$ -                | 0.00%         |
| Clay Banks                 | \$ 2,144              | \$ 3,551            | \$ 1,702              | \$ 2,286            | \$ 1,002              | \$ 1,159          | \$ 601                | \$ 614            | \$ 6,820            | \$ 1,002          | \$ 10,937           | \$ 4,117            | 0.00%         |
| Egg Harbor-Town            | \$ 100,842            | \$ 132,416          | \$ 97,170             | \$ 120,993          | \$ 65,586             | \$ 82,791         | \$ 59,134             | \$ 80,481         | \$ 391,521          | \$ 21,380         | \$ 621,649          | \$ 230,128          | 58.78%        |
| Egg Harbor - Village       | \$ 93,103             | \$ 110,477          | \$ 97,331             | \$ 109,322          | \$ 67,342             | \$ 78,748         | \$ 56,170             | \$ 81,150         | \$ 371,767          | \$ 5,461          | \$ 544,691          | \$ 172,924          | 46.51%        |
| Ephraim                    | \$ 138,969            | \$ 174,782          | \$ 141,663            | \$ 176,289          | \$ 98,701             | \$ 126,365        | \$ 80,571             | \$ 120,085        | \$ 542,118          | \$ 13,425         | \$ 811,247          | \$ 269,129          | 49.64%        |
| Forestville-Town           | \$ -                  | \$ 134              | \$ -                  | \$ -                | \$ -                  | \$ 20             | \$ -                  | \$ -              | \$ 16               | \$ -              | \$ 829              | \$ 813              | 0.00%         |
| Forestville-Village        | \$ -                  | \$ -                | \$ -                  | \$ -                | \$ -                  | \$ -              | \$ -                  | \$ -              | \$ -                | \$ -              | \$ -                | \$ -                | 0.00%         |
| Gardner                    | \$ 10,588             | \$ 13,505           | \$ 10,235             | \$ 13,256           | \$ 6,449              | \$ 8,086          | \$ 4,428              | \$ 8,169          | \$ 42,615           | \$ 3,102          | \$ 65,551           | \$ 22,936           | 53.82%        |
| Gibraltar                  | \$ 169,109            | \$ 196,997          | \$ 169,521            | \$ 193,950          | \$ 120,063            | \$ 140,757        | \$ 102,607            | \$ 137,298        | \$ 677,812          | \$ 18,814         | \$ 951,246          | \$ 273,434          | 40.34%        |
| Jacksonport                | \$ 32,292             | \$ 39,067           | \$ 34,352             | \$ 36,109           | \$ 18,487             | \$ 17,409         | \$ 14,395             | \$ 17,700         | \$ 121,988          | \$ 5,468          | \$ 164,160          | \$ 42,172           | 34.57%        |
| Liberty Grove              | \$ 92,557             | \$ 126,042          | \$ 93,961             | \$ 116,767          | \$ 59,535             | \$ 76,836         | \$ 47,394             | \$ 65,466         | \$ 340,671          | \$ 14,465         | \$ 525,281          | \$ 184,610          | 54.19%        |
| Nasewaupsee                | \$ 29,571             | \$ 34,230           | \$ 29,930             | \$ 37,274           | \$ 20,463             | \$ 24,462         | \$ 15,241             | \$ 22,120         | \$ 125,830          | \$ 5,909          | \$ 191,038          | \$ 65,208           | 51.82%        |
| Sevastopol                 | \$ 80,745             | \$ 90,922           | \$ 80,980             | \$ 86,590           | \$ 53,211             | \$ 56,368         | \$ 42,951             | \$ 54,625         | \$ 321,955          | \$ 8,162          | \$ 436,816          | \$ 114,861          | 35.68%        |
| Sister Bay                 | \$ 140,113            | \$ 194,316          | \$ 143,502            | \$ 182,380          | \$ 89,884             | \$ 139,392        | \$ 80,480             | \$ 135,298        | \$ 556,852          | \$ 17,547         | \$ 925,146          | \$ 368,294          | 66.14%        |
| Sturgeon Bay-City          | \$ 121,675            | \$ 160,033          | \$ 112,578            | \$ 153,183          | \$ 83,158             | \$ 116,922        | \$ 69,970             | \$ 117,718        | \$ 528,707          | \$ 24,752         | \$ 859,881          | \$ 331,174          | 62.64%        |
| Sturgeon Bay-Town          | \$ 13,183             | \$ 11,496           | \$ 14,807             | \$ 11,197           | \$ 8,478              | \$ 7,235          | \$ 6,612              | \$ 7,015          | \$ 53,126           | \$ 7,154          | \$ 65,386           | \$ 12,260           | 23.08%        |
| Union                      | \$ 2,869              | \$ 3,685            | \$ 2,533              | \$ 3,478            | \$ 2,351              | \$ 2,882          | \$ 1,813              | \$ 2,153          | \$ 12,787           | \$ 2,474          | \$ 20,307           | \$ 7,520            | 100.00%       |
| Washington Island          | \$ 26,920             | \$ 26,583           | \$ 27,816             | \$ 24,361           | \$ 15,547             | \$ 15,880         | \$ 8,244              | \$ 10,646         | \$ 91,399           | \$ 24,126         | \$ 128,417          | \$ 37,018           | 40.50%        |
| <b>TOTALS</b>              | <b>\$ 1,149,860</b>   | <b>\$ 1,441,032</b> | <b>\$ 1,156,481</b>   | <b>\$ 1,388,130</b> | <b>\$ 779,667</b>     | <b>\$ 979,615</b> | <b>\$ 645,105</b>     | <b>\$ 923,493</b> | <b>\$ 4,561,017</b> | <b>\$ 189,557</b> | <b>\$ 6,876,604</b> | <b>\$ 2,315,588</b> | <b>50.77%</b> |
|                            |                       |                     |                       |                     |                       |                   |                       |                   |                     |                   | 0                   |                     |               |
| 30% MUNI                   | \$ 344,958            | \$ 432,310          | \$ 346,944            | \$ 416,439          | \$ 233,900            | \$ 293,885        | \$ 193,532            | \$ 277,048        | 2019 Comp           |                   |                     | 2019 Comp           |               |
| 4% DCTZC                   | \$ 45,994             | \$ 57,641           | \$ 46,259             | \$ 55,525           | \$ 31,187             | \$ 39,185         | \$ 25,804             | \$ 36,940         | 4,952,647           |                   |                     | 38.8%               |               |
| 66% DDC                    | \$ 758,908            | \$ 951,081          | \$ 763,277            | \$ 916,166          | \$ 514,580            | \$ 646,546        | \$ 425,769            | \$ 609,505        |                     |                   |                     |                     |               |
|                            | \$ 1,149,860          | \$ 1,441,032        | \$ 1,156,481          | \$ 1,388,130        | \$ 779,667            | \$ 979,615        | \$ 645,105            | \$ 923,493        |                     |                   |                     |                     |               |
| Available                  | 135650                | 146788              | 136818                | 141542              | 130921                | 135614            | 126912                | 126938            | 1009969             |                   | 1127058             |                     |               |
| Filled                     | 97910                 | 118777              | 99234                 | 112600              | 73849                 | 91558             | 60740                 | 83329             | 437675              |                   | 628792              |                     |               |
| %                          | 72.18%                | 80.92%              | 72.53%                | 79.55%              | 56.41%                | 67.51%            | 47.86%                | 65.65%            | 43.34%              |                   | 55.79%              |                     |               |
| Average                    | \$ 215                | \$ 232              | \$ 213                | \$ 232              | \$ 193                | \$ 202            | \$ 194                | \$ 203            | \$ 191              |                   | \$ 201              |                     |               |
| Total Revenues             | \$21,039,149          | \$27,640,208        | \$21,144,330          | \$26,201,965        | \$14,275,008          | \$18,514,569      | \$11,800,791          | \$16,939,201      | \$83,706,597        |                   | \$126,078,531       |                     |               |
| <b>Adjustments for com</b> |                       |                     |                       |                     |                       |                   |                       |                   |                     |                   |                     |                     |               |
| Late Collections           |                       | 67,032              |                       | 45,109              |                       | 29,308            |                       |                   |                     | 0                 |                     |                     |               |
| Total                      | \$ 1,149,860          | \$ 1,508,522        | \$ 1,156,481          | \$ 1,433,239        | \$ 779,667            | \$ 1,008,923      | \$ 645,105            | \$ 923,493        | \$ 4,561,018        | 0                 | \$ 6,876,604        |                     |               |
| Increase(Decrease)         |                       | 31.2%               |                       | 23.9%               |                       | 29.4%             |                       | 43.2%             |                     |                   |                     |                     |               |
| <b>11/30/2021</b>          |                       |                     |                       |                     |                       |                   |                       |                   |                     |                   |                     |                     | (0)           |
| 2019 vs 2020               | 2019 vs 2020          | 2019 vs 2021        | 2019 vs 2020          | 2019 vs 2021        | 2019 vs 2020          | 2019 vs 2021      | 2019 vs 2020          | 2019 vs 2021      | 2019 vs 2020        | 2019 vs 2021      |                     |                     |               |
| 2019 Comp                  | 1,178,016             | 1,178,016           | 1,138,500             | 1,138,500           | 710,878               | 710,878           | 659,879               | 659,879           | 4,952,647           |                   |                     |                     |               |
|                            | -2.39%                | 28.06%              | 1.58%                 | 25.89%              | 9.68%                 | 41.93%            | -2.24%                | 39.95%            |                     |                   |                     |                     |               |

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