



MEETING AGENDA

LODGING TAX ADVISORY COMMITTEE

VIRTUAL MEETING

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<https://www.cityofpa.us/984/Live-Virtual-Meetings>

321 East Fifth Street

September 15, 2022

2:00-4:00 p.m.

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 Recommend Annual 2023 Lodging Tax Fund Budget Fund**

Review 2023 Lodging Tax Fund proposed budget based on LTAC Policy and Guidelines. Consider motion to recommend approval of 2023 Lodging Tax Fund proposed budget to City Council.

2. **Discussion/Action Item: 2023 Regular Meeting Scheduling**

Review the 2023 Calendar and assign regular meeting dates and times for Tourism Reporting, Fund Review, and Annual Fund disbursement. Consider motion to approve a 2023 Meeting Calendar.

3. **Information Only: July Lodging Tax Revenue Report**

Revenue report for all Olympic Peninsula LTAX recipients provided by the Olympic Peninsula Visitor's Bureau

VI. STAFF UPDATES

VII. COMMITTEE MEMBER UPDATES

VIII. ADJOURNMENT

LODGING TAX ADVISORY COMMITTEE

November 18, 2021 at 3:00 p.m.

This meeting was held virtually

CALL TO ORDER

Committee Chair French called the meeting to order at 3:00 p.m.

ROLL CALL

Voting Members Present: Mike French, Christine Loewe, Donya Alward, Sydney Rubin and Marsha Massey.

Non-Voting Members: Peter Stolinsky, and Lisa Hilt.

Members Absent: None.

Staff Present: Clerk Kari Martinez-Bailey, Ben Braudrick, Emma Bolin and Melody Schneider

APPROVAL OF MINUTES

It was moved by Loewe and seconded by Rubin to:

Approve the November 4, 2021 minutes.

The Chair asked if there was unanimous consent, hearing no opposition, the motion carried 4-0.

PUBLIC COMMENT

Lindsay Fox shared she would be able to speak to her non-event application, Hurricane Winter Sports, should anyone have questions.

ACTION ITEM

1. Review and Award Funding to Event Lodging Tax Fund Application Proposals

Associate Planner Ben Braudrick presented scoring provided by the Committee. The Committee discussed a late non-event application. Committee discussion followed.

It was moved by French and seconded by Stolinsky to:

Accept the Lodging Tax non-event, Hurricane Winter Sports Club, for the year 2021 provided there are excess funds available in the budget to fund the non-event.

The Chair asked if there was unanimous consent, hearing no opposition, the motion carried 4-0.

The Committee reviewed and discussed 2022 Event lodging tax application proposals and Lodging Tax Advisory Committee scoring and discussed funding amounts for each individual applicant. Committee discussion followed.

It was moved by Stolinsky and seconded by Sydney to:

Approve the Lodging Tax Fund application funding proposals for the following amounts:

| | |
|--|----------|
| Jazz in the Olympics | \$10,000 |
| Dungeness Crab and Seafood Festival | \$4,000 |
| USA BMX Gold Cup Finals | \$10,000 |
| Run the Peninsula - Elwha River Bridge Run | \$4,000 |
| Extreme Cyclocross Port Angeles - Weekend | \$4,000 |
| NW Cup Downhill Series - Round | \$5,000 |
| Extreme Cyclocross Port Angeles - Weekend | \$4,000 |
| Wintertide Annual Celebration of Light and Art | \$10,000 |
| North Olympic Discovery Marathon | \$4,000 |
| NW Cup Downhill Series - Round 2 | \$5,000 |
| Frosty Moss Relay | \$2,000 |
| Pacific Northwest Fiber Exposition | \$8,000 |
| Olympic Adventure Trail Run | \$1,000 |
| Port Angeles Maritime Festival | \$5,000 |
| Big Hurt/Little Hurt | \$3,500 |
| Juan de Fuca Festival for the Arts | \$4,700 |

The Chair asked if there was unanimous consent, hearing no opposition, the motion carried 4-0.

COMMITTEE MEMBER UPDATES

Chair French spoke about the opening of the Winter Ice Village.

STAFF UPDATES

Acting Community and Economic Development Director Emma Bolin introduced herself and provided updates relative to Port Angeles Municipal Code work progress.

Associate Planner Braudrick noted the date of the next meeting as March 3, 2022 and shared agenda opportunities, including information updates from Olympic Peninsula Tourism Commission members.

ADJOURNMENT

Chair French adjourned the meeting at time 4:38 p.m.

Mike French, Chair

Kari Martinez-Bailey, Clerk

LODGING TAX ADVISORY COMMITTEE

June 2, 2022 at 3:00 p.m.

This meeting was held virtually

CALL TO ORDER

Committee Chair French called the meeting to order at 2:07 p.m.

ROLL CALL

Voting Members Present: Mike French, Christine Loewe (joined at 2:15 p.m.), Donya Alward, Sydney Rubin and Marsha Massey.

Member at Large Non-Voting Members: Roselyn Mangohig

Members Absent: Allisa Imming and Darlene Clemens.

Staff Present: Clerk Kari Martinez-Bailey, Ben Braudrick, Emma Bolin and Melody Schneider

PUBLIC COMMENT

Tommy Farris shared he would be able to speak to the Hurricane Shuttle on behalf of the Hurricane Ridge Winter Sports Club should anyone have questions.

ACTION ITEMS

1. Olympic Peninsula Tourism Commission and Lulish Presentation and Updates

Marsh Massey shared information on 2021 State Tourism statistics and various ad campaign updates. Her overview provided information on the values of local tourism and included estimated revenues.

Lynnette Brailard of Lulish Design, LLC provided presentations on destination marketing strategies and statistics and provided current travel trends despite current challenges.

2. 2022 Lodging Tax Budget Amendment

Committee discussion followed on a budget amendment for Hurricane Ridge Winter Sports Club and the redistribution of withdrawn event grant funding. Tommy Farris provided the Committee with ridership info.

It was moved by Rubin and seconded by Massey to:

Approve the grant amendment request by the Hurricane Ridge Winter Sports Club in the amount of \$13,800 to include approval of an amendment to the 2022 budget to use Lodging Tax fund excess reserves to the City Council.

Chair French asked if there was unanimous consent, hearing no opposition, the motion carried 4-0.

Beth Whitters spoke about the upcoming Pacific Northwest Fiber Exposition.

It was moved by French and seconded by Massey to:

After the original motion was amended, the final motion to redistribute the available \$5,000 to events that were already funded in 2022, but whose award was a reduction of their original request.

The Committee approved the awards in the following amounts:

- Adjust the award to Dungeness Crab and Seafood Festival from \$4,000 to \$4,900
- Adjust the award to North Olympic Discovery Marathon to \$4,000 to \$4,900
- Adjust the award to Pacific Northwest Fiber Exposition from \$8,000 to \$10,000
- Adjust the award to Olympic Trail Run from \$1,000 to \$2,000
- Adjust the award to Juan de Fuca Festival for the Arts from \$4,000 to \$4,900

Chair French asked if there was unanimous consent, hearing no opposition, the motion carried 4-0.

Committee discussion followed.

STAFF UPDATES

Acting Community and Economic Development Director Emma Bolin provided an update on her departure to the City of Port Townsend, Field Hall, Anian Shores and Lower Elwha Hotel updates.

Associate Planner Braudrick spoke about bike mapping, marketing opportunities, and funding for City projects.

ADJOURNMENT

Chair French adjourned the meeting at time 5:00 p.m.

Mike French, Chair

Kari Martinez-Bailey, Clerk

DRAFT



Date: September 15, 2022

To: Lodging Tax Advisory Committee

From: Ben Braudrick, *Senior Planner*
Melody Schneider, *Management Accountant*

Subject: Staff Recommended FY23 Lodging Tax Fund Budget

Background / Analysis:

2023 Annual Lodging Tax Budget Recommendation

The Lodging Tax Advisory Committee (LTAC) provides an annual budget recommendation to the City Council in September in preparation for a call for funding proposals for either the operation of tourism-related facilities and events, marketing services that promote tourism in Port Angeles, and the construction and maintenance of City-owned tourism related facilities such as city parks and recreation facilities. The budget proposal is provided by the Finance Department and based upon a combination of analysis of the previous five years of Lodging Tax (LTAX) revenue, including a forecast of the current year based on up-to-date revenue reports from the State Department of Revenue and current as well as projected economic trends that may impact tourism in Port Angeles.

In 2021, the LTAC forwarded Resolution 11-21 to City Council that amended Resolution 11-18. The approved resolution included a guiding document for the Vision, Goals, and Priorities for Lodging Tax Funded Programs. The resolution directs the LTAX budget to approximate:

- Tourism-related capital facilities – 20% plus 5% reserved. Reserves are to be taken from the initial annual projected available revenues prior to LTAC consideration of expenditure allocation and budget for the annum. Capital facility expenditures are to be used for:
 - New construction of City owned property
 - Improvement and renovation of City owned properties
- Tourism-related marketing – 25%
- Tourism-related non-profit business operations – 33%
- Events and festivals designed to attract tourists – 12%
- LTAC Priorities – 5%

The 2023 recommended preliminary budget is \$764,100. Designation of 5% of this budget for capital facilities reserve (\$38,200) and the annual fixed operational costs (\$59,500) provides \$666,400 for the 2023 LTAX Funding Program. The remaining categorical disbursement is as follows:

| Category | Adjusted Amount |
|--------------------------|-----------------|
| Capital Facilities | \$152,800 |
| Marketing..... | \$191,000 |
| Operations | \$192,700 |
| Events..... | \$ 91,700 |
| LTAC Priorities | \$ 38,200 |

In order to accurately provide a budget for the operations category it is important to note that the LTAC recommended a five-year contract with the Port Angeles Chamber of Commerce in 2022 in the annual amount of \$117,324. This reduces the available operations budget to \$75,400. Additionally, the Vision, Goals, and Priorities document directs the funding of events to be reduced annually. Due to this

immediate reduction, staff is recommending the events budget be reduced to a total of \$50,000, or 6% of the overall budget and that funding be incorporated into the operations category. This will raise the available operations funding to \$117,100 for non-fixed proposals. The staff recommended total available \$764,100 categorical budget is as follows:

| <u>Category</u> | <u>Adjusted Amount</u> | <u>Adjusted Available % of Budget</u> |
|--------------------------|------------------------|---------------------------------------|
| Capital Facilities | \$152,800 | 20% |
| Marketing..... | \$191,000 | 25% |
| Operations | \$293,900 | 38.5% |
| Events..... | \$ 50,000 | 6.5% |
| LTAC Priorities | \$ 38,200 | 5% |
| Capital Reserve | \$ 38,200 | 5% |

LTAX Fund Reserve Balance

At the previous June 2nd LTAC meeting staff made the Committee aware of a surplus reserve of approximately \$633,400 in the LTAX fund due to better than perceived lodging outcomes during the COVID-19 pandemic. Staff is 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. These expenditure recommendations would parallel the annual RFP Funding Request process in October/November but act outside the RFP process itself. Instead, staff will produce a memo with project descriptions and an analysis of the priority/need of each individual project, to be approved by the LTAC for incorporation into the itemized budget for City Council review and approval.

Staff Recommendation:

Staff recommends the Lodging Tax Advisory Committee forward the recommended Lodging Tax budget of \$764,100 for FY2023 with the proposed adjusted funding category percentages and include 75% of the existing budget reserve in the 2023 budget for capital expenses, with the expectation that this funding would be earmarked for these purposes.

Attachments:

Attachment A: 2023 Lodging Tax Preliminary Budget

Attachment B: Vision, Goals, and Priorities for Lodging Tax Funded Programs

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% | 252,200 |
| Events | 12% | 91,700 |
| Total | 100% | 764,100 |

***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 | |
| Total Fixed Costs | 176,800 | |
| Amount Available for Operations | 75,400 | |

| | |
|--|----------------|
| 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) | 38,200 |
| Total Capital Reserves | 126,900 |

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 |



Vision, Goals and Priorities for Lodging Tax Funding Programs

Vision:

To best utilize lodging tax funds to create a welcoming and inviting community with facilities and activities that increase tourism-related revenue through a sustainable visitor experience.

Goals:

1. Foster and maintain a healthy and diverse tourism sector that continues to thrive.
2. Fully utilize and promote creative uses of existing facilities.
3. Improve the quality of experience and relationships for tourist and residents while diminishing any negative impacts from tourism-related activities and traffic.
4. Promote partnerships and increase tourism by concentrating on priorities identified by both residents and the tourism industry.
5. Focus on our unique Port Angeles assets that make us a premier destination for environmentally and fiscally sustainable recreation and tourism.
6. Encourage collaboration recognizing that Olympic Peninsula-based tourism supports and benefits all communities.

Annual Funding Disbursement:

The expected outcome of the funded activities is to increase economic activity in Port Angeles through the overnight lodging of tourists, through tourism-related expenditures, and construction of tourism-related facilities in accordance with RCW 67.28.1816

Funding categories and their percentage of annual expenditure should approximate:

- Tourism-related capital facilities – 20% plus 5% reserved. Reserves are to be taken from the initial annual projected available revenues prior to LTAC consideration of expenditure allocation and budget for the annum. Capital Facility expenditures are to be used for:
 - New construction
 - Improvement and renovation
- Tourism-related marketing – 25%
- Tourism-related non-profit business operations – 33%
- Events and festivals designed to attract tourists – 12%
- LTAC Priorities – 5%

Funding Priorities – Non-events:

- Lend support to a diverse range of tourism sustainable activities to encourage visitors to enjoy longer stays and return often.
- Assist the maintenance establishment tourism related capital facilities including:
 - Wayfinding and Interpretative Signage,
 - Public Restrooms
 - Transportation facilities, and
 - Passive recreational park facilities (benches, walkways, and lighting).
- Support efforts to improve information on attractions and facilities.
- Fund proposals that encourage and enhance tourism during the off-peak time as stated below.

- Promote tourism that highlights Port Angeles assets – its natural beauty, geology, outdoor activities, anthropology, community events, lifelong learning opportunities, history, culture, and the arts.
- Develop key community assets that function as destinations or venues for multipurpose events on a year-round basis.
- Create partnerships and synergies with existing organizations to develop and promote attractions and events for visitors.
- Develop innovative opportunities that improve the tourist/resident relationship
- Improve effectiveness of coordinated transportation and trail linkages.
- Support of organizations and projects that promote coordination and cooperation in tourism activities.

Funding Priorities – Events:

- Event Funding is capped at \$10,000 per year per event.
- Fund projects for up to five years, after which funding is capped at \$1,000.
- Starting in 2022, all established events older than 5 years will have a cap of \$5,000 with an annual reduction to \$1,000 in 2026.
- Review events also based upon intangible benefits for the community, including arts and culture, local economic development, and regional/statewide/national/international exposure.
- Lend support to a diverse range of tourism sustainable activities to encourage visitors to enjoy longer stays and return often.
- Encourage events to become self-sufficient.
- Encourage the creation of new events and off-peak that drive an increase in Lodging Tax.
- Encourage the potential growth of existing events. Support of organizations and projects that promote coordination and cooperation in tourism activities.
- Develop innovative opportunities that improve the tourist/resident relationship.
- Support events that demonstrate countywide benefit.
- Support events that demonstrate regional marketing and marketing partnerships with other local/regional marketing organizations.
- Support Projects that demonstrate a clear marketing strategy and business goals.

Scoring Criteria for Event Grant proposals:

1. Demonstrates a high potential, or a proven track record, to result in overnight stays by tourists in lodging establishments within the City. **(25 pts.)**
2. Occurs within non-demand periods of the year. **(25 pts.)**
3. Overall tourism impact to the City/Region. **(15 pts.)**
4. Demonstrates high value to community and/or significant local revenue and tax generation. **(15 pts.)**
5. Achieves the LTAC priorities. **(10 pts.)**
6. Age of event–1 year = 5 pts, 1-2 years = 4 pts, etc. **(10 pts.)**

Scoring Criteria for Non-Event proposals:

1. Overall tourism impact to the City/Region. **(30 pts.)**
2. Demonstrates a high potential, or a proven track record, to result in overnight stays by tourists in lodging establishments within the City. **(25 pts)**
3. Achieves the LTAC priorities. **(10 pts.)**
4. Demonstrates high value to community and/or significant local revenue and tax generation. **(20 pts.)**
5. Demonstrates strong relationship to supporting activity within non-demand periods of the year. **(15 pts.)**

2023

| JANUARY | | | | | | |
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| DECEMBER | | | | | | |
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■ LTAC MEETING
 ■ CITY COUNCIL
 ■ TENTATIVE RFP OPEN
 ■ FEDERAL HOLIDAY

July 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 |
|-----------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|-------------|----------------|--------------|-------------------------|---------------------------------|
| Clal. Co | | | | | | | | | | | | | | | | |
| 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 | | | | | \$922,007.82 | \$723,205.22 | 13.87% | 105.33% |
| 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 | \$635,138.26 | 214.02% | 80.32% |
| 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 | \$202,259.19 | -42.58% | |
| 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 | \$352,220.71 | 16.59% | |
| 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 | \$302,112.91 | -6.03% | |
| 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 | \$321,507.70 | 44.17% | |
| 2016 | \$13,263.38 | \$65,909.50 | \$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 | \$767,540.18 | \$223,013.40 | 27.14% | |
| 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 | \$175,413.84 | | |
| P.A. | | | | | | | | | | | | | | | | |
| 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 | | | | | \$534,006.79 | \$403,132.94 | 20.90% | 49.82% |
| 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 | \$333,446.31 | 101.09% | 23.92% |
| 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 | \$165,816.98 | -38.38% | |
| 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 | \$269,079.18 | 6.96% | |
| 2018 | \$18,643.30 | \$30,612.54 | \$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 | \$251,575.13 | 13.40% | |
| 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 | \$221,845.98 | -8.84% | |
| 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 | \$243,350.20 | 27.91% | |
| 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 | \$190,253.62 | | |
| Sequim | | | | | | | | | | | | | | | | |
| 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 | | | | | \$271,800.27 | \$201,862.93 | -0.98% | 38.35% |
| 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 | \$203,863.10 | 103.21% | 39.72% |
| 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 | \$100,320.31 | -31.25% | |
| 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 | \$145,911.67 | 3.98% | |
| 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 | \$140,329.31 | 9.77% | |
| 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 | \$127,836.72 | 16.66% | |
| 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 | \$109,579.74 | 7.17% | |
| 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 | \$102,243.94 | | |
| Forks | | | | | | | | | | | | | | | | |
| 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 | | | | | \$224,355.65 | \$169,753.89 | 19.62% | 89.78% |
| 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 | \$141,906.08 | 168.82% | 58.65% |
| 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 | \$52,788.46 | -40.98% | |
| 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 | \$89,447.65 | 17.75% | |
| 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 | \$75,965.11 | 9.31% | |
| 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 | \$69,493.56 | 14.52% | |
| 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 | \$60,683.56 | 17.01% | |
| 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 | \$51,861.52 | | |
| Jeff. Co | | | | | | | | | | | | | | | | |
| 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 | | | | | \$486,431.35 | \$387,054.10 | 1.83% | 57.58% |
| 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 | \$380,091.16 | 143.02% | 54.74% |
| 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 | \$156,405.79 | -36.32% | |
| 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 | \$245,629.00 | 7.00% | |
| 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 | \$229,562.78 | 6.05% | |
| 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 | \$216,474.56 | 11.51% | |
| 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 | \$194,131.83 | 22.23% | |
| 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 | \$158,823.68 | | |
| Port T. | | | | | | | | | | | | | | | | |
| 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 | | | | | \$286,592.83 | \$236,808.21 | 17.89% | 4.04% |
| 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 | \$200,872.39 | 51.72% | -11.75% |
| 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 | \$132,392.87 | -41.84% | |
| 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 | \$227,617.62 | 4.98% | |
| 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 | \$216,811.76 | 5.99% | |
| 2017 | \$29,274.20 | \$26,849.56 | \$18,613.82 | \$23,770.60 | \$30,209.64 | \$35,699.90 | \$40,149.94 | \$54,029.42 | \$76,065.76 | \$72,230.96 | \$61,921.74 | \$39,687.46 | \$508,503.00 | \$204,567.66 | 1.16% | |
| 2016 | \$21,856.56 | \$26,262.20 | \$22,215.10 | \$21,776.76 | \$33,626.90 | \$35,431.84 | \$41,061.44 | \$52,450.84 | \$62,436.86 | \$62,230.28 | \$30,911.64 | \$39,687.46 | \$474,938.38 | \$202,219.80 | 11.38% | |
| 2015 | \$21,452.72 | \$20,000.48 | \$16,992.86 | \$34,899.20 | \$26,768.04 | \$27,612.58 | \$33,825.32 | \$48,143.06 | \$66,770.66 | \$62,099.52 | \$50,745.46 | \$34,548.38 | \$443,858.28 | \$181,551.20 | | |

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/M

| 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 | | | | | \$1,715,123.85 | \$1,405,526.24 | 1.52% | 67.82% |
| 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 | \$1,384,517.63 | 118.45% | 65.31% |
| 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 | \$633,802.62 | -24.32% | |
| 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 | \$837,515.77 | 13.92% | |
| 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 | \$735,206.31 | 4.25% | |
| 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 | \$705,247.62 | 8.22% | |
| 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 | \$651,653.83 | 6.36% | |
| 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 | \$612,674.21 | | |
| 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 | | | | | \$571,203.23 | \$467,989.08 | 12.91% | 88.19% |
| 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 | \$414,489.42 | 138.59% | 66.67% |
| 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 | \$173,722.72 | -30.14% | |
| 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 | \$248,681.87 | 24.17% | |
| 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 | \$200,271.08 | 15.72% | |
| 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 | \$173,065.88 | 1.85% | |
| 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 | \$169,917.21 | 15.81% | |
| 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 | \$146,720.70 | | |
| 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 | | | | | \$37,751.95 | \$31,340.19 | 12.73% | 23.09% |
| 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 | \$27,802.08 | 56.42% | 9.20% |
| 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 | \$17,774.34 | -30.19% | |
| 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 | \$25,460.60 | 23.12% | |
| 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 | \$20,679.76 | -15.17% | |
| 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 | \$24,378.04 | 10.18% | |
| 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 | \$22,125.02 | 5.49% | |
| 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 | \$20,973.08 | | |

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.