

Agenda
Resort Tax Monitoring Committee
City Council Conference Room 2nd Floor City Hall (Remote Option)
Wednesday, May 25, 2022 7:05 a.m.

Remote Meeting: Microsoft Teams

Join on your computer or mobile app

[Click here to join the meeting](#)

Or call in (audio only)

+1 406-426-9894 United States, Billings

(833) 563-1755 United States (Toll-free)

Phone Conference ID: 472 110 432#

1. Call to Order.
2. Public Comment.
3. Review and approve minutes for April 18, 2022.
4. Review the monthly reports for March 2022.
5. Update on Resort Tax Funded Street and Park Projects.
6. Set next meeting date for June 2022.

Members

Andy Feury

Doug Reed

Brian Averill

Trek Stephens

Ken Stein

Chris Schustrom

Julia Olivares

- A. Property tax reduction for taxpayers residing in the city in an amount equal to twenty five percent (25%) of the three percent (3%) resort tax revenues derived during the preceding fiscal year;
- B. Provision for the repair and improvement of existing streets, storm sewers, all underground utilities, sidewalks, curbs and gutters, in an amount equal to sixty five percent (65%) of the two percent (2%) resort tax revenues derived during the preceding fiscal year;
- C. Bicycle paths and other park capital improvements in an amount equal to five percent (5%) of the two percent (2%) resort tax revenues derived during the preceding fiscal year;
- D. Repayment of a loan or a bond to finance a portion of the costs of, or to otherwise pay for, the acquisition of the conservation easement or other interests, in and around Haskill Basin in order to protect and preserve water quality and quantity, including the source drinking water supply for the municipal water system of the city of Whitefish, in an amount equal to seventy percent (70%) of the one percent (1%) resort tax revenues to be received in a fiscal year, except that if such portion of resort tax revenues received in a fiscal year is more than is needed in that fiscal year for such loan or bond, the excess will be applied to additional property tax relief in the next fiscal year;
- E. Cost of administering the resort tax in an amount equal to five percent (5%) of the three percent (3%) resort tax per year.

Resort Tax Monitoring Committee Minutes

April 18, 2022

Present: Ken Stein, Julia Olivares, Doug Reed, Trek Stephens, Dana Smith, Vanice Woodbeck, Craig Workman, Mary Butts.

1. Review Minutes from previous meeting.

Minutes from the prior meeting were approved unanimously.

2. Financial Report

Increase over all categories

Quarterly Report reflects 24% , 27% and 21% increase in collections for the months Oct, Nov, Dec of 2021.

The number of delinquencies for 4th quarter 2021 are also significantly higher than previous years.

3. Streets and Park Projects

Armory Park – Bid are taking more time than expected. They will be presented to council in May. If they are too high, bidding will be closed and opened again at a later date. If council awards a bid in May, construction will begin in June.

Texas – Bidding is open. The only bidder was LHC who were 20 – 30% over what was estimated. If awarded, the project may begin in June.

Edgewood – Follow up work to begin in May.

*Spokane water main replacement has been postponed. Now looking at Fall-Spring for that project.

4. Budget Review

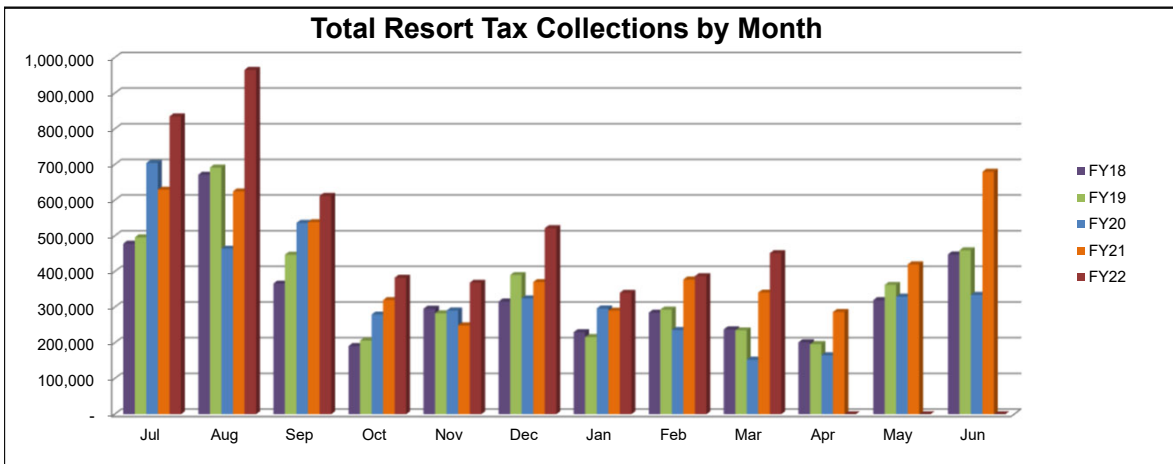
We will have a significant amount of funds for Tax Relief
We are adequately funded for debt payments
Maria will add lines to the budget for Bike Path Maintenance

There was a motion to approve moving forward with the proposed projects. All were in favor.

5. Next Meeting – May 25th at 7:05am

Resort Tax Report Reported in the Month Businesses Collected Tax

MONTH/YEAR	LODGING	BARS & RESTAURANTS	RETAIL	COLLECTED		INTEREST	TOTAL
Total FY19	\$ 965,561	\$ 1,654,530	\$ 1,658,293	\$ 4,278,383		5.86%	\$ 41,929 \$ 4,320,312
FY18 vs FY19	10.33%	5.57%	3.70%	5.86%	or \$	236,854	Taxable Sales FY19 \$ 150,118,717
July 2019	232,446	249,822	222,176	704,445	42.05%		4,227 708,672
August 2019	107,985	171,849	184,288	464,123	-32.90%		4,340 468,463
September 2019	202,784	187,080	146,596	536,460	19.92%	4.3%	4,210 540,670
October 2019	72,020	114,362	93,111	279,493	35.35%		3,500 282,993
November 2019	31,925	104,797	154,109	290,831	2.74%		2,351 293,182
December 2019	26,204	122,189	176,468	324,861	-16.76%	1.7%	2,181 327,042
January 2020	47,244	113,913	135,507	296,664	37.17%		1,225 297,889
February 2020	28,523	88,008	119,748	236,279	-19.44%		3,502 239,781
March 2020	9,979	56,382	86,606	152,967	-34.95%	-7.9%	2,172 155,139
April 2020	6,957	71,096	87,353	165,406	-15.85%		1,799 167,205
May 2020	50,570	105,786	173,207	329,563	-9.10%		1,470 331,033
June 2020	42,139	110,343	182,042	334,524	-27.23%	-18.6%	3,736 338,260
Total FY20	\$ 858,777	\$ 1,495,628	\$ 1,761,211	\$ 4,115,615		-3.80%	\$ 34,713 \$ 4,150,328
FY19 vs FY20	-11.06%	-10.86%	6.21%	-3.80%	or \$	(162,768)	Taxable Sales FY20 \$ 144,407,560
July 2020	178,173	214,968	236,685	629,826	-10.59%		682 630,508
August 2020	234,063	196,817	194,056	624,936	34.65%		1,066 626,002
September 2020	158,102	191,941	188,641	538,684	0.41%	5.2%	898 539,582
October 2020	88,284	112,076	119,814	320,174	14.56%		1,058 321,232
November 2020	78,378	69,415	101,398	249,190	-14.32%		561 249,751
December 2020	32,442	111,811	226,456	370,710	14.11%	5.0%	407 371,117
January 2021	46,620	111,925	132,183	290,728	-2.00%		365 291,093
February 2021	85,582	148,765	143,459	377,805	59.90%		348 378,153
March 2021	57,027	140,256	143,766	341,049	122.96%	47.2%	414 341,463
April 2021	35,142	132,266	119,185	286,593	73.27%		441 287,034
May 2021	77,012	151,978	191,091	420,081	27.47%		467 420,548
June 2021	210,216	216,079	253,610	679,905	103.25%	67.2%	2,210 682,115
Total FY21	\$ 1,281,040	\$ 1,798,296	\$ 2,050,344	\$ 5,129,681		24.64%	\$ 8,917 \$ 5,138,597
FY20 vs FY21	50.34%	20.24%	16.42%	24.64%	or \$	1,014,065	Taxable Sales FY21 \$ 179,988,799
FY21 % of Collections	25%	35%	40%	100%			
July 2021	227,005	283,424	324,582	835,011	32.58%		835,011
August 2021	414,859	296,012	254,869	965,740	54.53%		965,740
September 2021	215,882	190,513	205,771	612,166	13.64%	34.5%	612,166
October 2021	90,251	156,461	136,035	382,747	19.54%		382,747
November 2021	36,679	124,428	207,615	368,721	47.97%		368,721
December 2021	78,801	176,472	266,384	521,657	40.72%	35.4%	521,657
January 2022	60,241	142,427	137,885	340,553	17.14%		- 340,553
February 2022	79,068	131,154	177,008	387,230	2.49%		- 387,230
March 2022	73,108	192,830	185,509	451,447	32.37%	16.8%	- 451,447
April 2022	-	-	-	-	-100.00%		- -
May 2022	-	-	-	-	-100.00%		- -
June 2022	-	-	-	-	-100.00%	-100.0%	- -
Total FY22	\$ 1,275,893	\$ 1,693,722	\$ 1,895,658	\$ 4,865,272		29.98%	\$ - \$ 4,865,272
FY21 vs FY22	33.09%	30.49%	27.53%	29.98%	or \$	1,122,171	Taxable Sales FY22 \$ 170,711,309
FY22 % of Collections	26%	35%	39%	100%			
Grand Total	\$ 11,412,850	\$ 21,000,069	\$ 24,004,778	\$ 56,417,697			\$ 886,348 \$ 52,439,323 2.9% Average since '96
% of Total Collections	20%	37%	43%				



Total Taxable Sales Since 1996	
FY96-FY15	\$ 1,415,763,781
FY16-YTD	\$ 1,035,725,807
Total	\$ 2,451,489,588
Total Collected	
FY96-FY15	\$ 28,315,276
FY16-YTD	\$ 31,071,774
Total	\$ 59,387,050
5% Admin	
FY96-FY15	\$ 1,415,764
FY16-YTD	\$ 1,553,589
Total	\$ 2,969,352
Public Portion	
FY96-YTD	\$ 56,417,697

Whitefish Lodging Report: March 2022

WHITEFISH • MONTANA •

	OCCUPANCY	AVERAGE DAILY RATE	REVENUE PER AVAILABLE ROOM
Average FY22			
Q1 FY22 (July - Sept 2021)	79.5% (+13.8%)	\$211.58 (+36.5%)	\$169.55 (+56.4%)
Q2 FY22 (Oct - Dec 2021)	47.9% (+17%)	\$107.24 (+14%)	\$51.84 (+33%)
Q3 FY22 (Jan - Mar 2022)	47% (+11%)	\$146.63 (+56.5%)	\$69.42 (+75.2%)
Q4 FY22 (Apr - June 2022)			
Mar-22	48.9% (+6.8%)	\$157.62(+67.3%)	\$77.07 (+78.7%)
Year to Date (2022)	46.4% (+10%)	\$148.43 (+58.3%)	\$68.90 (+74.2%)

STAR Reports are proprietary publications of Smith Travel Research, Inc.

Quarterly and yearly averages have been calculated by the Whitefish CVB

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Based upon reporting of approx. 600 guest rooms in Whitefish City Limits

Based upon a census of approx. 1,200 guest rooms

Percent change compared to previous year

*FY22 runs from July 1, 2021 - June 30, 2022

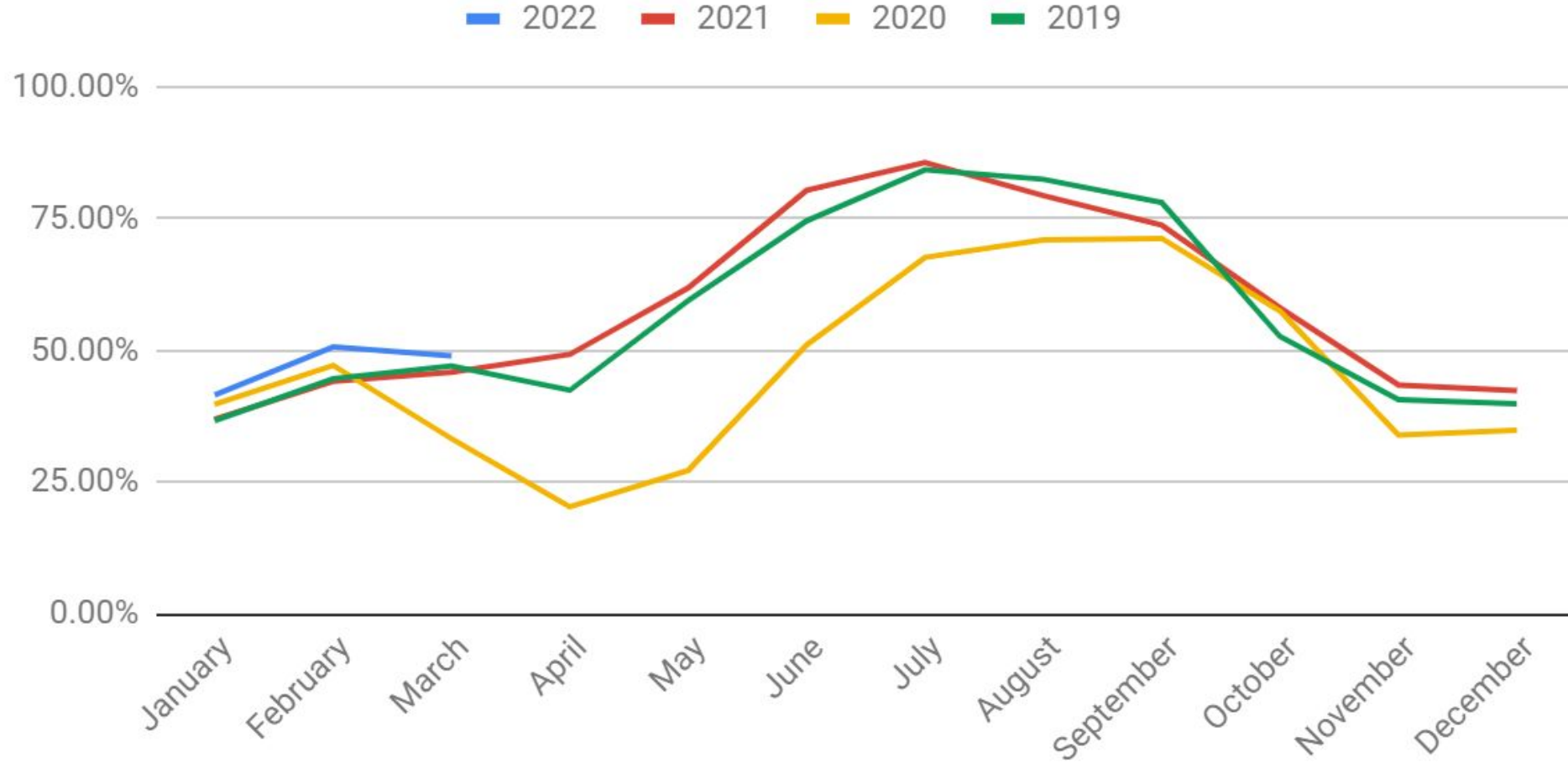
Whitefish Lodging Report March 2022

- To better understand the lodging report for March, a deeper comparison to March 2019 (pre-pandemic) is needed due to the severe impacts of the COVID-19 pandemic in March 2020 and 2021. Hence the large percent changes in year over year comparison to 2021 on the previous page.
- March 2022 occupancy (48.9%) was up approximately 4% compared to March 2019.
- While the meteoric rise of ADR (average daily rate) during the summer of 2021 continued through the fall, the 2022 winter has also seen strong gains. March 2022 ADR increased +82.5% compared to March 2019. This is also the highest ADR (\$157.62) for the month since the WCVB started receiving this data in 2017.
- March 2022 lodging occupancy was outperformed by both Whitefish short term rental occupancy within the City Limits (60% occupancy) and by short term rental occupancy in the Whitefish Zip Code (66%). This trend also occurred during the 2020-21 ski season (source AirDNA).

Whitefish Lodging Report March 2022

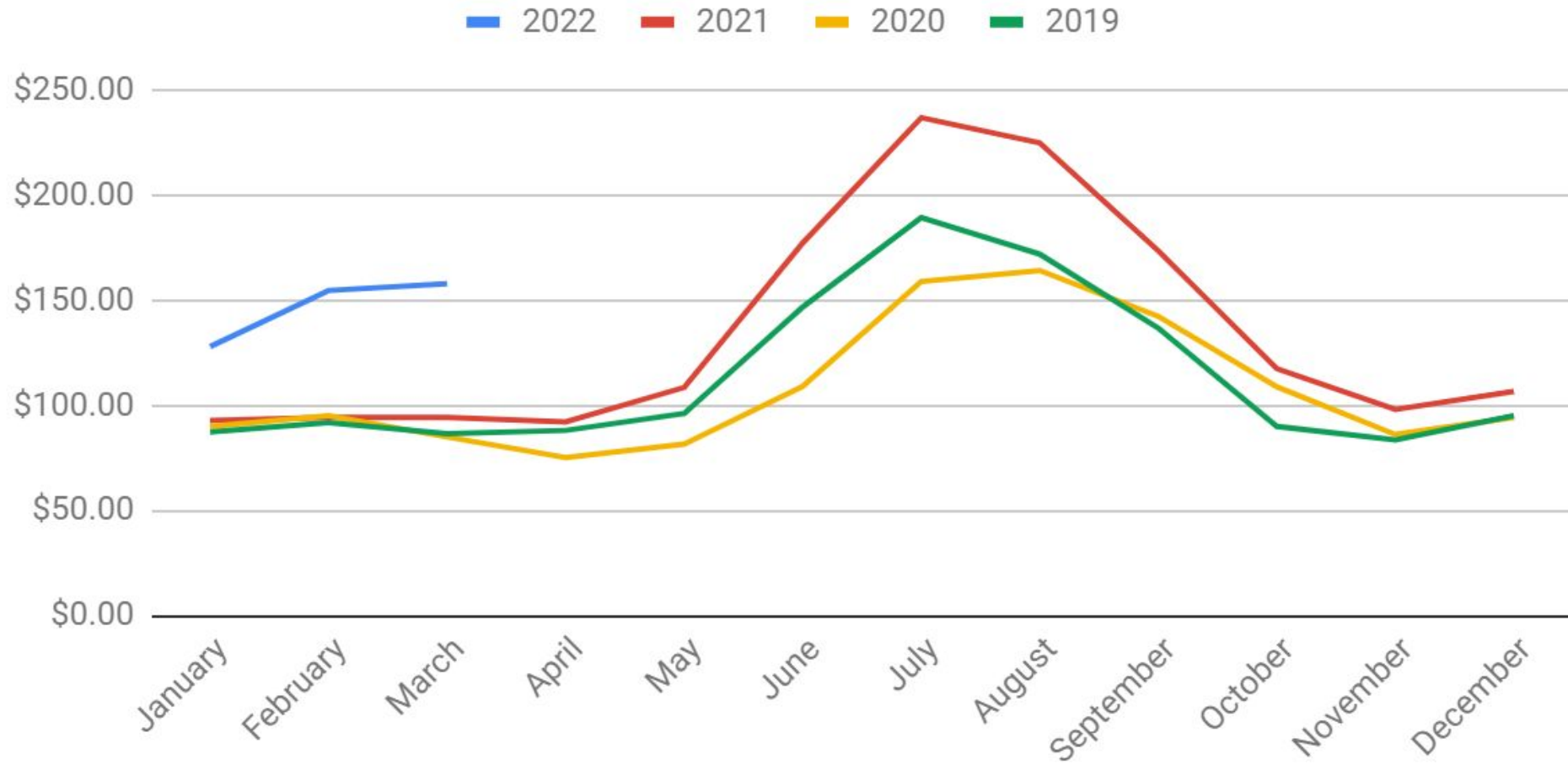
- Glacier National Park March 2022 recreational visits were down -22.4% (or approx. 7,000 visits) compared to March 2021 and essentially equal to March 2019. Total yearly visits to date for 2022 are down -16% compared to the same time in 2021 but are up +23% compared to the same time in 2019.
- Enplanements at Glacier Park International Airport for March 2022 (30,038) were up +31% compared to March 2021 (22,921) and up +47% compared to March 2019 (20,367).
- The Port of Roosville reported 5,571 personal vehicle passengers entering the United States from Canada during March 2022. This is a 71% decrease compared to personal vehicle passengers (19,076) during March 2019 data. *Source: U.S. Dept. of Transportation, Bureau of Transportation Statistics.*

Whitefish Lodging Occupancy: 2022-2019



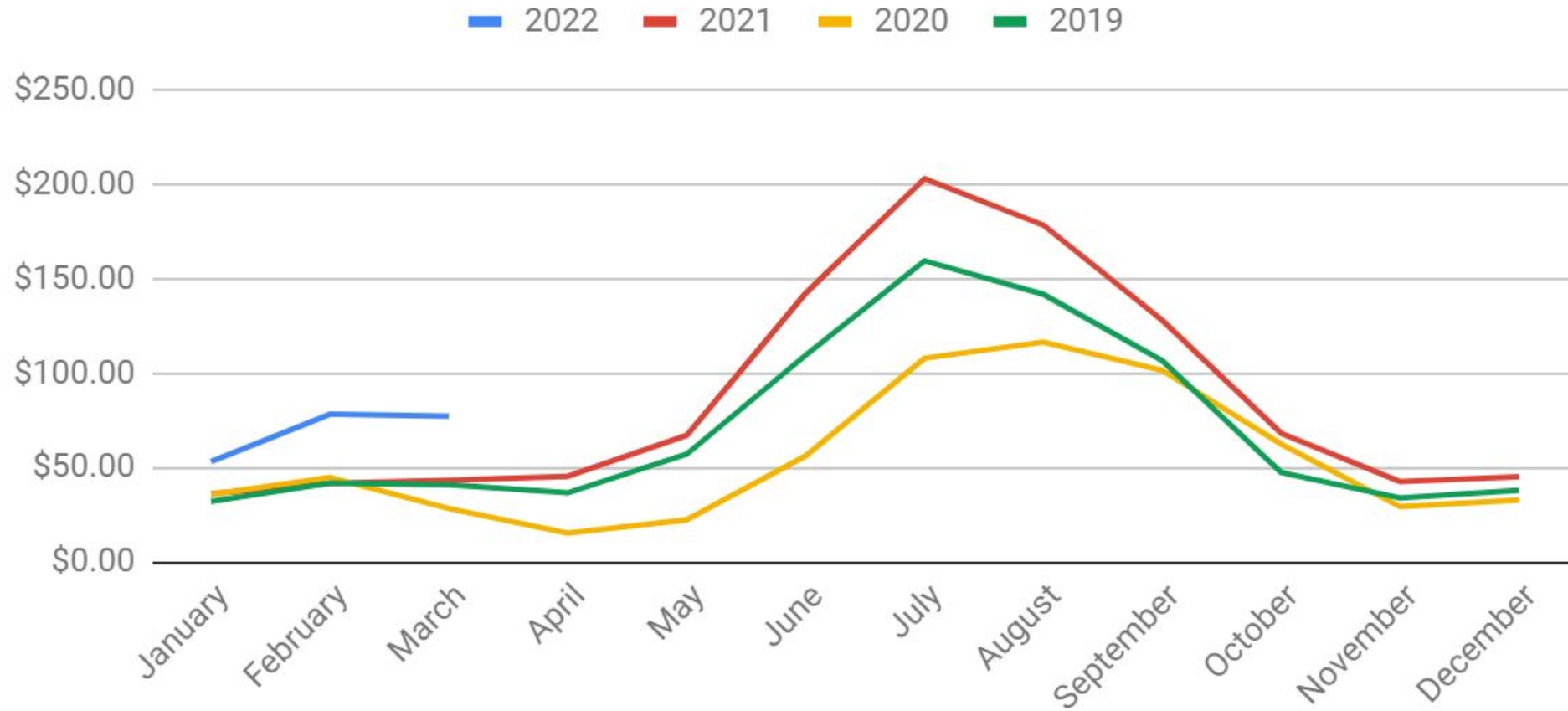
Data: Smith Travel Research (STR), Graph and Averages Calculated by Whitefish CVB

Whitefish Average Daily Rate: 2022-2019



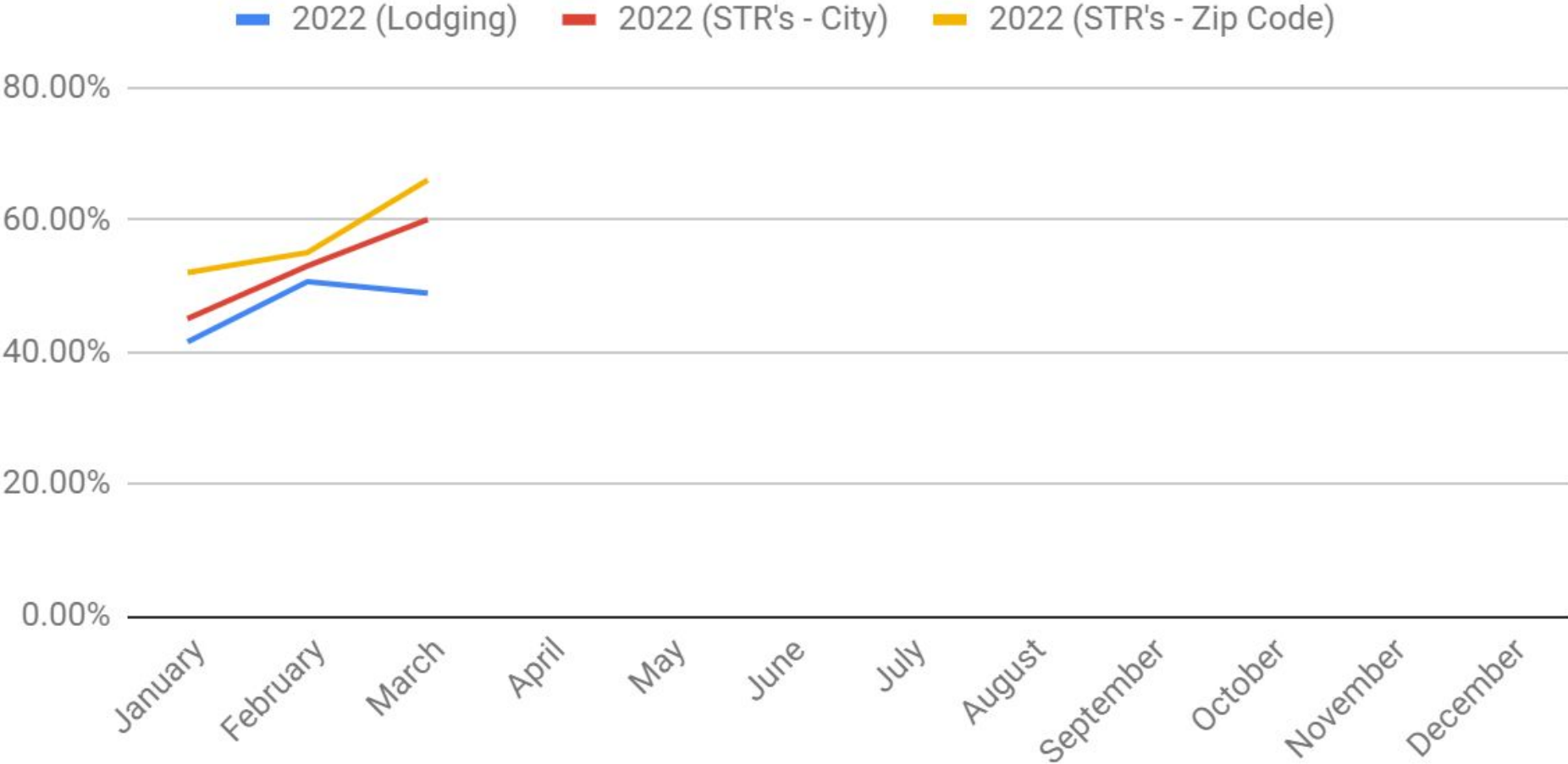
Data: Smith Travel Research (STR), Graph and Averages Calculated by Whitefish CVB

Whitefish Average Revenue Per Available Room (RevPAR): 2022-2019



Data: Smith Travel Research (STR), Graph and Averages Calculated by Whitefish CVB

Whitefish Lodging Occupancy: 2022 Comparison



Data: Smith Travel Research, Air DNA, Graph and Averages Calculated by Whitefish CVB