Underwood Dills & Associates
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Accountant's Compilation Report

Haywood County TDA
91 N Lakeshore Drive
Lake Junaluska, NC 28745

To the Board of Directors

Management is responsible for the accompanying financial statements of Haywood County TDA (a government authority) which comprise of the statement of net position as of September 30, 2025, and the related changes in net position budget vs actual for the one month and three months then ended in accordance with the cash basis of accounting which is a basis other than generally accepted accounting principles. We have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. We did not audit or review the financial statements nor were we required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, we do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

Management has elected to omit substantially all of the disclosures ordinarily included with the financial statements. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the company's assets, liabilities and net assets, revenues and expenses. Accordingly, these financial statements are not designed for those who are not informed about such matters.

The supplementary information contained in the Allocation of 1% Bank Balance schedules on pages 6-10 is presented for purposes of additional analysis and is not a required part of the basic financial statements. Such information is the responsibility of management. The supplementary information was not subject to our compilation engagement. We do not express an opinion, a conclusion, nor provide any assurance on such information.

We are not independent with respect to Haywood County TDA.

Underwood Dills & Associates PC
Waynesville, NC
October 8, 2025

Haywood County Tourism Development Authority
Statement of Net Position
September 30, 2025

ASSETS	
Current Assets	
Checking/Savings	
100001 · 1% Cash in Bank - 1st Citizens	271,462.53
100002 · 3% Cash in Bank - 1st Citizens	170,731.48
111501 · NCCMT - 9152 3% General Investment	2,943,457.99
111503 · NCCMT - 9863 1% General Investment	1,337,987.98
Total Checking/Savings	4,723,639.98
Other Current Assets	
119000 · Petty Cash - TDA	100.00
119001 · Petty Cash - VC	100.00
130001 · Prepaid Expense	11,040.00
FSA Paid in Advance	851.82
Total Other Current Assets	12,091.82
Total Current Assets	4,735,731.80
Noncurrent Assets	
Fixed Assets	
140000 · Improvements	25,121.00
140001 · Equipment and Furniture	34,136.77
140002 · Vehicle	25,903.04
150000 · Accumulated Depreciation	(55,253.00)
Total Fixed Assets	29,907.81
160000 · Right to Used Leased Asset	7,317.00
Total Noncurrent Assets	37,224.81
TOTAL ASSETS	4,772,956.61
DEFERRED OUTFLOWS OF RESOURCES	
180000 · Current Year Pension Plan Contributions	41,934.00
170000 · Pension Deferral	132,228.00
TOTAL DEFERRED OUTFLOWS OF RESOURCES	174,162.00

Haywood County Tourism Development Authority
Statement of Net Position
September 30, 2025

LIABILITIES & NET POSITION	
Liabilities	
Current Liabilities	
231700 · Payroll Liabilities	
Federal Taxes (941/944)	3,393.50
NC Income Tax	866.00
NC Pension Payable	5,672.58
Total 231700 · Payroll Liabilities	9,932.08
231800 · Sales Tax Payable	271.81
Other Current Liabilities	
233000 · Lease Liability-Current Portion	5,695.00
Total Current Liabilities	15,898.89
Noncurrent Liabilities	
240000 · Lease Liability Noncurrent Portion	1,827.00
250000 · Net Pension Liability	290,621.00
Total Noncurrent Liabilities	292,448.00
TOTAL LIABILITIES	308,346.89
DEFERRED INFLOWS OF RESOURCES	
260000 · Pension Deferrals	2,550.00
NET POSITION	
Net Position as of July 1	4,905,989.53
Change in Net Position	(269,767.81)
TOTAL NET POSITION	4,636,221.72

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual

	September 2025	July 2025-June 2026 YTD Actuals	Approved Budget	% of Budget
Ordinary Income/Expense				
Income				
Occupancy Tax Revenue				
427011 · Net from Haywood County (3%)	251,078.14	251,078.14	2,220,000.00	11.31%
427012 · 1% Occ Tax - 28716 (Canton)	5,722.16	5,722.16	51,800.00	11.05%
427013 · 1% Occ Tax - 28721 (Clyde)	5,702.46	5,702.46	37,000.00	15.41%
427014 · 1% Occ Tax - 28745 (LJ)	10,154.28	10,154.28	81,400.00	12.48%
427015 · 1% Occ Tax - 28751 (MV)	34,245.61	34,245.61	325,600.00	10.52%
427016 · 1% Occ Tax - 28785/28786 (WV)	27,868.21	27,868.21	244,200.00	11.41%
427017 · Admin Fee	10,355.12	10,355.12	40,000.00	25.89%
Total Occupancy Tax Revenue	345,125.98	345,125.98	3,000,000.00	11.5%
449201 · Merchandise Sales	2,188.76	10,609.29	30,000.00	35.36%
449810 · Visitor Guide Ad Sales	9,955.00	9,955.00	40,000.00	24.89%
450100 · Visit Haywood Ice Fest	0.00	0.00	32,000.00	0.0%
450200 · Gift Haywood	6.54	67.47	25,000.00	0.27%
451890 · Miscellaneous Revenue	0.00	0.00	0.00	0.0%
483491 · Interest Earnings 3%	10,045.05	30,975.87	75,000.00	41.3%
483492 · Interest Earnings 1%	4,566.11	14,080.50	25,000.00	56.32%
483831 · Occupancy Tax Penalties 3%	33.49	33.49	1,500.00	2.23%
483832 · Occupancy Tax Penalties 1%	11.16	11.16	500.00	2.23%
Fund Balance Appropriation				
427112 · App of Fd Bal - 28716 (Canton)	0.00	0.00	0.00	0.0%
427113 · App of Fd Bal - 28721 (Clyde)	0.00	0.00	0.00	0.0%
427114 · App of Fd Bal - 28745 (LJ)	0.00	0.00	0.00	0.0%
427115 · App of Fd Bal - 28751 (MV)	0.00	0.00	0.00	0.0%
427116 · App of Fd Bal - 28785/86 (WV)	0.00	0.00	75,000.00	0.0%
499990 · Fund Balance TDA	0.00	0.00	471,380.00	0.0%
499995 · Fund Balance OTPF	0.00	0.00	150,000.00	0.0%
Total Fund Balance Appropriation	0.00	0.00	696,380.00	0.0%
Total Income	371,932.09	410,858.76	3,925,380.00	10.47%
Expense				
1 % Expenses				
1% Marketing/Adv/Promo				
549910 · Promotion - 28716 (Canton)	0.00	0.00	34,534.00	0.0%
549912 · Promotion - 28721 (Clyde)	0.00	2,000.00	24,666.00	8.11%
549914 · Promotion - 28745 (LJ)	0.00	0.00	54,268.00	0.0%
549916 · Promotion - 28751 (MV)	0.00	0.00	217,068.00	0.0%
549918 · Promotion - 28785/86 (WV)	0.00	0.00	237,800.00	0.0%
Total 1% Marketing/Adv/Promo	0.00	2,000.00	568,336.00	0.35%

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual

	September 2025	July 2025-June 2026 YTD Actuals	Approved Budget	% of Budget
1% Tourism Related				
549911 · Tourism - 28716 (Canton)	0.00	0.00	17,266.00	0.0%
549913 · Tourism - 28721 (Clyde)	0.00	0.00	12,334.00	0.0%
549915 · Tourism - 28745 (LJ)	0.00	0.00	27,132.00	0.0%
549917 · Tourism - 28751 (MV)	0.00	0.00	108,532.00	0.0%
549919 · Tourism - 28785/86 (WV)	0.00	0.00	81,400.00	0.0%
Total 1% Tourism Related	0.00	0.00	246,664.00	0.0%
1% Expenses-Other	0.00	0.00	(274,625.00)	0.0%
Total 1% Expenses	0.00	2,000.00	540,375.00	0.37%
Wages and Benefits				
512101 · Salaries	31,022.12	92,464.95	425,000.00	21.76%
512232 · Temporary Labor	0.00	0.00	500.00	0.0%
518601 · Worker's Comp	0.00	0.00	1,500.00	0.0%
512220 · FICA Taxes	2,351.42	7,038.26	38,500.00	18.28%
518301 · Health Insurance	2,822.38	8,295.83	34,000.00	24.4%
512110 · NC State Retirement	3,999.98	11,999.94	53,800.00	22.31%
Total Wages and Benefits	40,195.90	119,798.98	553,300.00	21.65%
Administration & Operations				
500000 · Admin Fee	10,355.12	10,355.12	40,000.00	25.89%
549902 · Bank Fees 3%	42.82	134.20	1,500.00	8.95%
549904 · Bank Fees 1%	40.00	125.00	600.00	20.83%
517001 · Board Member Meetings/Events	0.00	0.00	1,500.00	0.0%
543201 · Equipment Lease	539.43	1,896.09	7,000.00	27.09%
543202 · Hospitality, Gifts & Meals	336.18	358.68	2,000.00	17.93%
545101 · Insurance-Liability	1,938.00	1,938.00	11,000.00	17.62%
526001 · Office/Visitor Center Supplies	81.54	505.90	3,500.00	14.45%
549906 · Online Store & POS Fees	366.20	723.10	2,500.00	28.92%
529901 · NonExpendable Office Supplies	50.00	58.55	2,500.00	2.34%
532201 · Postage-Office	0.00	16.15	300.00	5.38%
519201 · Prof Svcs-Accounting & Audit	7,838.00	8,013.00	17,500.00	45.79%
519202 · Professional Services- Legal	0.00	0.00	3,000.00	0.0%
519300 · Professional Svcs-Managed IT	408.80	1,301.43	12,500.00	10.41%
549903 · Property Tax	0.00	0.00	150.00	0.0%
527001 · Purchases/Resale	362.31	11,248.01	30,000.00	37.49%
528000 · Cash Short/Over	0.00	0.00	100.00	0.0%
541301 · Rent	4,410.00	13,230.00	53,025.00	24.95%
535201 · Repair & Maintenance-Equipment	0.00	0.00	500.00	0.0%
535202 · Repair & Maintenance-Vehicle	0.00	36.44	1,500.00	2.43%

Haywood County Tourism Development Authority
Changes in Net Position Budget vs Actual

	September 2025	July 2025-June 2026 YTD Actuals	Approved Budget	% of Budget
537401 · Staff Development and Education	272.36	10,021.54	22,000.00	45.55%
531202 · Travel Expense	269.65	269.65	4,500.00	5.99%
532101 · Telephone, Comm, and Internet	290.78	581.54	7,500.00	7.75%
570102 · Utilities	0.00	0.00	100.00	0.0%
532200 · Vehicle Expense	1,737.00	1,737.00	3,000.00	57.9%
599101 · Contingency	0.00	0.00	64,600.00	0.0%
Total Administration and Operations	29,338.19	62,549.40	292,375.00	21.39%
Capital Outlay				
551004 · Office Furniture/Equipment	0.00	0.00	2,500.00	0.0%
551005 · Website Development	0.00	0.00	175,000.00	0.0%
551007 · Other Capital	0.00	0.00	2,500.00	0.0%
Total Capital Outlay	0.00	0.00	180,000.00	0.0%
Marketing & Sales				
537101 · Advertising & Marketing	142,325.44	355,985.03	1,433,330.00	24.84%
537200 · Local Marketing	725.00	1,625.00	16,500.00	9.85%
537750 · Web Technology	0.00	5,000.00	15,000.00	33.33%
537775 · Media Relations & Influencers	1,998.53	1,998.53	26,500.00	7.54%
537301 · Visitor Guides	36,910.00	36,910.00	55,000.00	67.11%
534901 · Collateral and Other Printing	2,621.82	4,261.02	15,000.00	28.41%
534925 · Promotional Items	0.00	1,091.55	6,000.00	18.19%
535000 · Postage & Fulfillment	173.98	3,188.40	23,500.00	13.57%
549101 · Dues & Subscriptions	0.00	1,700.00	14,000.00	12.14%
537803 · Trade Shows and Travel	3,855.55	10,655.55	14,000.00	76.11%
537900 · Research	0.00	37,650.00	49,000.00	76.84%
537925 · Community Relations	118.11	153.11	5,000.00	3.06%
538100 · Visit Haywood Ice Fest	4,550.00	36,060.00	152,500.00	23.65%
538500 · Gift Haywood - Purchases	0.00	0.00	5,000.00	0.0%
538550 · Haywood Strong Small Business Recovery	0.00	0.00	25,000.00	0.0%
568101 · 3% Grant Promo	0.00	0.00	14,000.00	0.0%
Total Marketing & Sales	193,278.43	496,278.19	1,869,330.00	26.55%
Product Development				
568200 · Capital	0.00	0.00	215,000.00	0.0%
537502 · Wayfinding Signage	0.00	0.00	25,000.00	0.0%
537501 · Product Development - Other	0.00	0.00	100,000.00	0.0%
568104 · OTPF	0.00	0.00	150,000.00	0.0%
Total Product Development	0.00	0.00	490,000.00	0.0%
Total Expense	262,812.52	680,626.57	3,925,380.00	17.34%
Change in Net Position	**109,119.57**	**(269,767.81)**	**0.00**	**0.0%**

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
September 30, 2025

Town of Canton	Tourism				Promo					
		Activity		Balance		Activity		Balance		Total Balance
Beginning Balance June 30, 2025	$	-	$	64,221.84	$	-	$	31,932.56	$	96,154.40
Destination Advertising PR Q1	$	-	$	64,221.84	$	(3,358.00)	$	28,574.56	$	92,796.40
Half Page Visitor Guide Ad	$	-	$	64,221.84	$	(990.00)	$	27,584.56	$	91,806.40
1% Occ Tax-28716 (Canton)-July 2025, rcvd September 2025	$	1,907.39	$	66,129.23	$	3,814.77	$	31,399.33	$	97,528.56

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
September 30, 2025

Town of Clyde	Tourism		Promo		
	Activity	Balance	Activity	Balance	Total Balance
Beginning Balance June 30, 2025	$ -	$ 19,360.32	$ -	$ 104,595.02	$ 123,955.34
Pioneer Heritage Festival	$ -	$ 19,360.32	$ (2,000.00)	$ 102,595.02	$ 121,955.34
Destination Advertising PR Q1	$ -	$ 19,360.32	$ (2,402.00)	$ 100,193.02	$ 119,553.34
Half Page Visitor Guide Ad	$ -	$ 19,360.32	$ (990.00)	$ 99,203.02	$ 118,563.34
1% Occ Tax-28716 (Clyde)-July 2025, rcvd September 2025	$ 1,900.82	$ 21,261.14	$ 3,801.64	$ 103,004.66	$ 124,265.80

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
September 30, 2025

Town of Lake Junaluska	Tourism		Promo		
	Activity	Balance	Activity	Balance	Total Balance
Beginning Balance June 30, 2025	$ -	$ 79,461.13	$ -	$ 21,241.96	$ 100,703.09
Destination Advertising PR Q1	$ -	$ 79,461.13	$ (5,270.00)	$ 15,971.96	$ 95,433.09
Premium Full Page Visitor Guide Ad	$ -	$ 79,461.13	$ (2,400.00)	$ 13,571.96	$ 93,033.09
1% Occ Tax-28716 (Lake Junaluska)-July 2025, rcvd September 2025	$ 3,384.76	$ 82,845.89	$ 6,769.52	$ 20,341.48	$ 103,187.37

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
September 30, 2025

Town of Maggie Valley	Tourism		Promo		
	Activity	Balance	Activity	Balance	Total Balance
Beginning Balance June 30, 2025	$ -	$ 345,194.72	$ -	$ 293,714.88	$ 638,909.60
Destination Advertising PR Q1	$ -	$ 345,194.72	$ (21,038.00)	$ 272,676.88	$ 617,871.60
Full Page Visitor Guide Ad	$ -	$ 345,194.72	$ (1,980.00)	$ 270,696.88	$ 615,891.60
Ice Fest Ice Mill Payment 1	$ -	$ 345,194.72	$ (31,510.00)	$ 239,186.88	$ 584,381.60
1% Occ Tax-28716 (Maggie Valley)-July 2025, rcvd September 2025	$ 11,415.20	$ 356,609.92	$ 22,830.41	$ 262,017.29	$ 618,627.21

Haywood County Tourism Development Authority
Allocation of 1% Bank Balance
September 30, 2025

Town of Waynesville	Tourism		Promo		
	Activity	Balance	Activity	Balance	Total Balance
Beginning Balance June 30, 2025	$ -	$ 337,768.76	$ -	$ 214,674.42	$ 552,443.18
Destination Advertising PR Q1	$ -	$ 337,768.76	$ (15,789.00)	$ 198,885.42	$ 536,654.18
Ice Fest Cool Jazz Payment 1	$ -	$ 337,768.76	$ (4,250.00)	$ 194,635.42	$ 532,404.18
Full Page Visitor Guide Ad	$ -	$ 337,768.76	$ (1,980.00)	$ 192,655.42	$ 530,424.18
1% Occ Tax-28716 (Waynesville)-July 2025, rcvd September 2025	$ 9,289.40	$ 347,058.16	$ 18,578.81	$ 211,234.23	$ 558,292.39