

## PIGEON FORGE, TENNESSEE BUSINESS STATISTICS 2006 REVIEW





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## **TOURISM OVERVIEW**

#### Pigeon Forge Business Receipts Near \$845 Million

Pigeon Forge has once again set a new record for gross receipts collected from tourism industry related businesses. In 2006, more than \$844 million was generated in Pigeon Forge. This is a nine percent increase compared to 2005. Overnight visitation to the city also increased in 2006. For the year, more than 3,000,000 people stayed overnight in Pigeon Forge. This is nearly a 5 percent increase compared to 2005.

Dollywood, drawing more than 2.4 million guests in 2006, continues to be both the city's and the state's largest single tourism attraction. Dollywood's Splash Country, another of the top 25 most visited attractions in Tennessee, had 410,000 visitors in 2006.

The increase in both revenues and visitation may in part be attributed to several new additions to the city. The Miracle Theater opened its doors in early 2006, replacing the Louise Mandrell Theater. Also in the year's second quarter, WonderWorks added a popular new attraction to Pigeon Forge. Another new Parkway attraction in 2006 was Helicopter Headquarters, recently renamed Helicopter Whirl'd Adventures. In late 2006, the Boyd's Bear Company Pigeon Forge store closed as the

company headquarters restructured its business model. This likely will impact the craft/gift/specialty sector in 2007.

#### 2007: City Growth

As the city continues to grow, 2007 will bring several new additions to the city. The Inn at Christmas Place will add another lodging option by mid-2007. Off of the Parkway, Zorb will provide visitors with a new attraction based on a popular New Zealand activity. Mystery Beyond Belief will add a new show to Pigeon Forge, replacing the recently closed Old Smoky Hoedown. Coming to Walden's Landing Phase 2 this year will be Smoky Mountain Harley-Davidson, a full service Harley store. Several new restaurant additions will include Little Tokyo, Sonic Drive-in, Starbucks, Texas Roadhouse, McAlister's Gourmet Deli, Chili's and Country Legends Grill.

Dollywood, now celebrating its 22-year anniversary, will add the new Mystery Mine rollercoaster in 2007. And Dollywood's Splash Country guests will see The Cascades, including a leisure pool, four slides and other interactive elements. These additions, along with our existing product mix, will ensure that Pigeon Forge remains one of the top destinations in the Southeast.





#### Tourism in the United States

- Domestic and international travelers spent \$653.8 billion in the United States during 2005, an increase of 7.7 percent from 2004.
- The U.S. foodservice industry performed much better than most other travel-related sectors in 2005, with sales rising 6.8 percent to nearly \$400 billion.
- Domestic and international travel spending directly generated over 7.5 million jobs for the industry in 2005, an 0.8 percent increase from 2004.
- According to U.S. Census Bureau revised data, amusement and recreation services earned a record \$165.2 billion in total 2005 receipts, up 4.2 percent over 2004. Total employment increased 2.2 percent to nearly 1.9 million. In 2006, total sales were predicted to increase another 4.6 percent to \$172.9 billion and total employment is expected to increase 2.0 percent.

Source: The Economic Review of Travel in America

#### **Tourism in Tennessee**

- In 2005, more than 48.9 million visitors traveled to Tennessee. This number was up almost 12 percent when compared to 2004 figures. This will move Tennessee to 11th in the nation in terms of domestic visitors.
- Of the total person trips (overnight and day trips) occurring in the United States in 2005, 2.5 percent of these trips were to the State of Tennessee.
- In 2005, \$12.4 billion dollars were generated by tourism in Tennessee, up more than 8.3 percent, or a billion dollar increase, from 2004 figures.
- Tourism in the state of Tennessee helped to generate 178,100 jobs in 2005, including both full- and seasonal/part-time jobs.
- The total household party size traveling to Tennessee was 2.0 persons in 2005. Average length of stay was 1.6 nights and average instate expenditure per trip was \$405.

#### Source:

Tennessee Department of Tourist Development and TravelScope

Area	1980 Population	1990 Population	2000 Population	Current Estimate
Pigeon Forge	1,822	3,027	5,083	5,784
Gatlinburg	3,500	3,417	3,382	4,426
Sevierville	5,444	7,178	11,757	14,788
Sevier County	41,418	51,043	71,170	79,282
Tennessee	4,591,120	4,877,185	5,689,283	6,038,803

#### POPULATION GROWTH

Source: U.S. Bureau of the Census



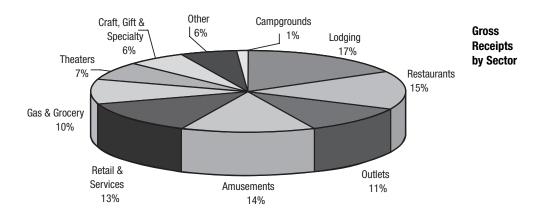
## **GROSS RECEIPTS 2006**

In 2006, the city experienced a 9 percent growth in gross business receipts generated. This follows a 9 percent increase in 2005. In 1984, the first year the city implemented an advertising campaign, gross receipts were approximately \$99.5 million. Since then, there has been a 750 percent increase in gross receipts during that 22-year period. As in previous years, summer 2006 was the most popular time for visitors to come to Pigeon Forge. July was the best month, generating nearly \$115 million in gross receipts. Most of the city's current marketing efforts focus on increasing visitation during the peak seasons of summer and winter.

In February 2007, the 17th Annual Winterfest came to a close. This "season" was designed to increase visitation during the previously slow months of November, December, January and February. Beginning in November of 2006 and ending in February of 2007, the 17th Annual Winterfest gross receipts increased 5 percent from the previous Winterfest. In all, gross receipts increased to more than \$212 million during the Winterfest season.

#### **Gross Receipts by Sector**

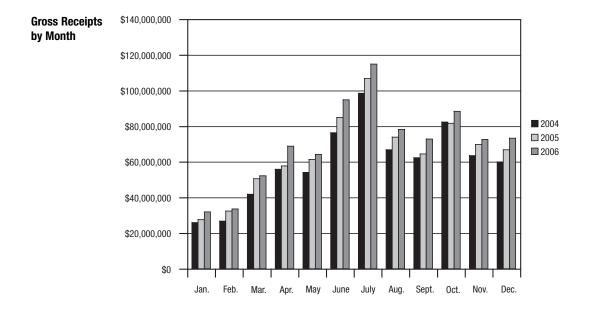
With so much of the city's budget being directly supported by the tourism industry, the performance of all business sectors is closely monitored. If one sector trends downward for a period of time, the city assesses potential ways to reverse the trend. Pigeon Forge is not overly dependent on any single sector of business. While lodging, restaurants, outlets and amusements bring in the most revenue, other categories account for a significant portion of the city's gross receipts. While most sectors experienced gains when compared to 2005, the retail and service sector experienced the most growth. As in recent years, the outlet sector was the only one to show a decline.



**Gross Receipts** 

by Sector

	Business Sector	Revenue for 2006	Revenue for 2005	% of Total Business in 2006	% of Change
	Lodging	\$143,881,289	\$135,041,319	17%	7%
	Restaurants	\$122,840,527	\$113,543,670	15%	8%
	Outlets	\$95,998,865	\$101,729,652	11%	-6%
Overall	Amusements	\$120,900,285	\$100,799,589	14%	20%
ēr	Retail & Services	\$108,196,313	\$87,258,299	13%	24%
2	Gas & Grocery	\$82,536,322	\$76,082,100	10%	8%
-	Theaters	\$56,801,191	\$52,380,758	7%	8%
	Craft, Gift & Specialty	\$54,881,007	\$53,528,936	6%	3%
	Other	\$52,114,654	\$50,862,790	6%	6%
	Campgrounds	\$6,825,018	\$6,353,107	1%	7%
	Total	\$844,975,471	\$777,583,220	100%	9%



Gross Receipts 2006		Month	Tax Collected @ 1%	Gross Business	% of Change
		Jan.	\$322,038	\$31,895,264	16
		Feb.	\$335,375	\$33,510,372	4
		Mar.	\$521,853	\$52,104,790	3
		Apr.	\$692,027	\$68,708,297	19
	()	May	\$643,656	\$64,129,152	4
	2006	June	\$951,834	\$94,843,871	12
	2(	July	\$1,144,879	\$114,751,591	8
		Aug.	\$793,112	\$78,139,771	6
		Sept.	\$730,884	\$72,818,583	12
		Oct.	\$882,242	\$88,310,398	8
		Nov.	\$726,954	\$72,530,568	4
		Dec.	\$733,314	\$73,232,814	10
		Total	\$8,478,168	\$844,975,471	9

## WELCOME to my Pigeon Horge!



Gross Receipts 2005



	Month	Tax Collected @ 1%	Gross Business	% of Change
	Jan.	\$276,744	\$27,574,709	6
	Feb.	\$324,145	\$32,362,635	21
	Mar.	\$506,333	\$50,564,353	21
	Apr.	\$578,623	\$57,752,469	3
10	Мау	\$614,378	\$61,388,677	14
2005	June	\$850,128	\$84,866,978	11
20	July	\$1,073,575	\$106,672,849	8
	Aug.	\$739,498	\$73,799,839	11
	Sept.	\$650,841	\$64,440,163	3
	Oct.	\$818,122	\$81,624,236	-1
	Nov.	\$697,995	\$69,719,787	10
	Dec.	\$672,223	\$66,816,525	11
	Total	\$7,802,605	\$777,583,220	9
	•			

Gross Receipts 2004

	Month	Tax Collected @ 1%	Gross Business	% of Change
	Jan.	\$261,308	\$25,955,318	25
	Feb.	\$268,439	\$26,749,858	15
	Mar.	\$419,668	\$41,856,159	7
	Apr.	\$561,732	\$55,803,594	9
<del>. +</del>	May	\$542,320	\$54,058,656	1
2004	June	\$763,895	\$76,313,066	2
2(	July	\$985,308	\$98,421,969	8
	Aug.	\$668,474	\$66,713,010	-7
	Sept.	\$624,394	\$62,345,768	5
	Oct.	\$825,360	\$82,283,271	10
	Nov.	\$638,083	\$63,501,006	9
	Dec.	\$599,651	\$59,946,100	17
	Total	\$7,158,632	\$713,947,775	7
		•		

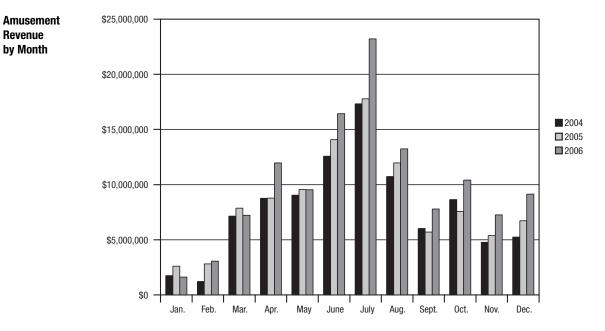
	Year	Tax Collected @ 1%	Gross Business	% of Change
	1980	\$254,149	\$50,829,810	
	1981	\$312,121	\$62,424,220	23
	1982*	\$363,462	\$72,692,468	16
	1983	\$387,350	\$77,469,922	7
	1984**	\$497,136	\$99,427,156	28
	1985	\$571,995	\$114,399,048	15
	1986***	\$840,994	\$168,198,800	47
	1987	\$2,022,531	\$202,253,111	20
	1988	\$2,411,506	\$241,150,600	19
	1989	\$2,856,524	\$290,269,620	18
S	1990	\$3,332,716	\$338,968,868	17
ea	1991	\$3,760,096	\$379,591,349	12
>	1992	\$4,092,094	\$416,775,030	10
<sup>o</sup> rior Years	1993	\$4,364,778	\$444,476,600	7
Ρ	1994	\$4,764,157	\$485,207,146	9
	1995	\$5,192,999	\$529,302,594	9
	1996	\$5,348,104	\$545,003,939	3
	1997	\$5,676,925	\$577,160,607	6
	1998	\$6,046,490	\$615,553,460	7
	1999	\$6,223,120	\$632,445,587	3
	2000	\$6,229,004	\$634,257,297	0
	2001	\$6,454,476	\$655,548,446	3
	2002	\$6,572,615	\$670,157,344	2
	2003	\$6,670,503	\$669,854,551	0

Gross Receipts Prior Years

\*Worlds' Fair in Knoxville \*\*City Ad Campaign's Beginning Results \*\*\*Year of Dollywood Opening

## **AMUSEMENT REVENUE 2006**

In addition to sales and gross receipts taxes, ticketed amusement also generated an additional 2% in tax revenues for the city. Along with the current attractions already available, two new additions, WonderWorks and Helicopter Whirl'd Adventures, contributed to the 20 percent growth in 2006.



Amusement
Revenue
2006

	Month	Tax Collected @ 2%	Gross Business	% of Change
	Jan.	\$32,328	\$1,611,962	-38
	Feb.	\$61,165	\$3,058,503	9
	Mar.	\$143,756	\$7,214,921	-8
	Apr.	\$229,255	\$11,975,303	36
	May	\$179,164	\$9,544,507	0
2006	June	\$314,448	\$16,434,665	17
õ	July	\$431,161	\$23,221,455	31
~ ~	Aug.	\$243,937	\$13,243,822	11
	Sept.	\$141,841	\$7,794,918	37
	Oct.	\$188,442	\$10,407,873	38
	Nov.	\$129,115	\$7,254,765	35
	Dec.	\$162,610	\$9,137,591	36
	Total	\$2,257,222	\$120,900,285	20

## WELCOME to my Pigeon Aorge!





	Month	Tax Collected @ 2%	Gross Business	% of Change
	Jan.	\$42,064	\$2,593,667	48
	Feb.	\$55,872	\$2,816,475	131
	Mar.	\$155,313	\$7,871,744	10
	Apr.	\$164,987	\$8,777,665	0
	May	\$178,054	\$9,557,983	6
2005	June	\$273,833	\$14,073,166	12
õ	July	\$351,208	\$17,784,876	3
	Aug.	\$238,804	\$11,970,952	12
	Sept.	\$111,584	\$5,694,772	-5
	Oct.	\$145,302	\$7,564,771	-12
	Nov.	\$99,888	\$5,371,106	13
	Dec.	\$123,428	\$6,722,412	28
	Total	\$1,940,337	\$100,799,589	8

Amusement Revenue 2005

Amusement Revenue 2004

	Month	Tax Collected @ 2%	Gross Business	% of Change
	Jan.	\$34,186	\$1,748,114	29
	Feb.	\$23,265	\$1,218,127	7
	Mar.	\$141,598	\$7,144,239	11
	Apr.	\$166,866	\$8,756,421	13
	May	\$167,394	\$9,050,993	16
04	June	\$245,305	\$12,582,529	1
2004	July	\$338,995	\$17,319,604	17
	Aug.	\$210,474	\$10,729,807	-10
	Sept.	\$117,541	\$6,024,131	6
	Oct.	\$168,781	\$8,639,368	30
	Nov.	\$91,899	\$4,765,914	0
	Dec.	\$100,921	\$5,240,636	24
	Total	\$1,807,225	\$93,219,883	10

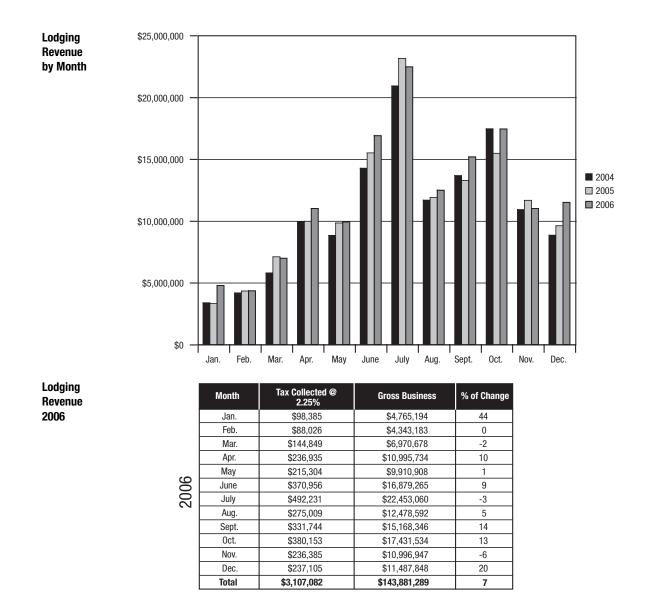
	Year	Tax Collected @ 1%	Gross Business	% of Change
	1980	\$133,340	\$6,667,018	
	1981	\$152,866	\$7,643,302	15
	1982	\$161,080	\$8,054,023	5
	1983	\$187,566	\$9,378,321	16
	1984	\$212,578	\$10,628,916	13
	1985	\$251,540	\$12,577,510	18
	1986*	\$410,828	\$20,541,400	63
	1987	\$435,479	\$21,773,950	6
	1988	\$527,822	\$26,391,100	21
S	1989	\$583,526	\$29,273,589	11
ar	1990	\$635,060	\$32,171,557	9
Prior Years	1991	\$744,243	\$37,220,969	16
or	1992	\$835,286	\$41,951,633	13
.≘	1993	\$943,672	\$47,474,025	13
	1994	\$1,057,823	\$53,135,733	12
	1995	\$1,203,457	\$60,515,002	14
	1996	\$1,255,662	\$63,197,580	4
	1997	\$1,362,704	\$68,488,717	8
	1998	\$1,447,315	\$72,935,163	6
	1999	\$1,488,251	\$74,699,135	2
	2000	\$1,483,269	\$75,393,417	2
	2001	\$1,591,239	\$80,843,173	7
	2002	\$1,668,746	\$85,366,733	6
	2003	\$1,649,130	\$85,001,731	0

Amusement Revenue Prior Years

\*Year of Dollywood Opening

## **LODGING REVENUE 2006**

Once again in 2006, lodging is the largest contributor to gross business receipts in Pigeon Forge. 2 1/4 percent of all lodging receipts goes directly to the city. In 2006, lodging revenues increased 7 percent over 2005. The increase correlates to increased visitation and a slight increase in average daily rate (71 cents). Average occupancy in Pigeon Forge was comparable to 2005 (65.1 percent). National occupancy rates in 2006 were 63.1 percent.



## WELCOME to my Pigeon Forge!





Month	Tax Collected @ 2.25%	Gross Business	% of Change
Jan.	\$67,434	\$3,315,687	-2
Feb.	\$88,271	\$4,330,024	4
Mar.	\$146,642	\$7,094,951	23
Apr.	\$211,951	\$9,959,878	0
May	\$213,327	\$9,830,132	11
June	\$339,382	\$15,496,727	9
July	\$510,851	\$23,135,961	11
Aug.	\$260,402	\$11,876,536	2
Sept.	\$290,274	\$13,268,343	-3
Oct.	\$335,817	\$15,458,038	-11
Nov.	\$250,698	\$11,664,840	7
Dec.	\$199,827	\$9,610,202	9
Total	\$2,914,876	\$135,041,319	4
	Jan. Feb. Mar. Apr. May June July Aug. Sept. Oct. Nov. Dec.	Authin 2.25%   Jan. \$67,434   Feb. \$88,271   Mar. \$146,642   Apr. \$211,951   May \$213,327   June \$339,382   July \$510,851   Aug. \$260,402   Sept. \$290,274   Oct. \$335,817   Nov. \$250,698   Dec. \$199,827	Monti 2.25% difus busiliess   Jan. \$67,434 \$3,315,687   Feb. \$88,271 \$4,330,024   Mar. \$146,642 \$7,094,951   Apr. \$211,951 \$9,959,878   May \$213,327 \$9,830,132   June \$339,382 \$15,496,727   July \$510,851 \$23,135,961   Aug. \$260,402 \$11,876,536   Sept. \$290,274 \$13,268,343   Oct. \$335,817 \$15,458,038   Nov. \$250,698 \$11,664,840   Dec. \$199,827 \$9,610,202

#### Lodging Revenue 2005

Lodging Revenue 2004

	Month	Tax Collected @ 2.25%	Gross Business	% of Change
Jan.	Jan.	\$68,675	\$3,373,032	39
	Feb.	\$87,068	\$4,180,228	29
	Mar.	\$119,336	\$5,783,670	9
	Apr.	\$216,900	\$9,946,001	13
	Мау	\$194,322	\$8,824,059	-6
2004	June	\$317,255	\$14,259,694	-5
20	July	\$462,663	\$20,912,301	7
	Aug.	\$257,184	\$11,681,220	-17
	Sept.	\$300,433	\$13,654,652	5
	Oct.	\$381,951	\$17,442,648	3
	Nov.	\$238,146	\$10,910,507	10
	Dec.	\$183,114	\$8,843,090	13
	Total	\$2,827,047	\$129,811,102	3

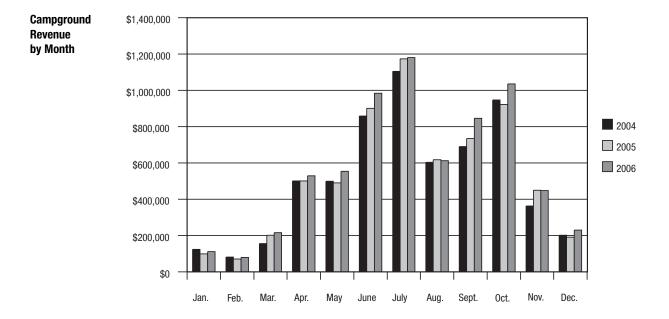
	Year	Tax Collected @ 2.25%	Gross Business	% of Change
	1980	\$148,995	\$7,448,735	
	1981	\$189,106	\$9,455,295	27
	1982	\$299,017	\$14,950,862	58
	1983	\$271,857	\$13,592,861	-9
	1984	\$355,586	\$17,779,316	31
	1985	\$396,466	\$19,823,500	12
	1986*	\$543,613	\$27,180,650	37
	1987	\$712,100	\$32,315,558	19
	1988	\$844,742	\$37,544,087	16
S	1989	\$930,326	\$42,853,590	14
ar	1990	\$1,042,824	\$47,931,788	12
Prior Years	1991	\$1,186,197	\$54,360,646	13
or	1992	\$1,277,250	\$59,397,384	9
Ž	1993	\$1,431,788	\$65,692,290	11
	1994	\$1,572,397	\$72,727,204	11
	1995	\$1,795,225	\$83,486,467	15
	1996	\$1,876,979	\$86,948,163	4
	1997	\$1,970,902	\$91,552,044	5
	1998	\$2,277,150	\$105,672,788	15
	1999	\$2,385,688	\$110,505,592	5
	2000	\$2,449,525	\$113,513,653	3
	2001	\$2,587,831	\$120,123,317	6
	2002	\$2,687,563	\$124,773,760	4
	2003	\$2,744,415	\$125,443,146	1

#### Lodging Revenue Prior Years

\*Year of Dollywood Opening

## **CAMPGROUND REVENUE 2006**

A mild weather pattern in 2006 helped campgrounds to increase receipts by 7 percent. December was a particularly warm month in 2006 and many visitors took advantage of this, leading to a 20 percent increase in revenues for that month alone.



	Month	Gross Business	% of Change
	Jan.	\$110,884	12
	Feb.	\$79,083	10
	Mar.	\$216,667	7
	Apr.	\$528,511	6
	Мау	\$553,705	13
9	June	\$984,897	9
2006	July	\$1,179,658	0
5	Aug.	\$612,177	-1
	Sept.	\$845,926	15
	Oct.	\$1,035,061	12
	Nov.	\$448,503	0
	Dec.	\$229,946	20
	Total	\$6,825,018	7

10 CAMPGROUND REVENUE 2006

Campground Revenue 2006

## WELCOME to my Pigeon Gorge!



	Month	Gross Business	% of Change
	Jan.	\$98,949	-20
	Feb.	\$71,654	-11
	Mar.	\$201,861	30
	Apr.	\$500,492	0
	May	\$491,123	-2
S	June	\$901,601	5
2005	July	\$1,174,057	6
N	Aug.	\$618,561	2
	Sept.	\$734,094	6
	Oct.	\$922,473	-3
	Nov.	\$449,754	24
	Dec.	\$191,488	-5
	Total	\$6,356,107	4

#### Campground Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$123,819	35
	Feb.	\$80,714	112
	Mar.	\$155,569	24
	Apr.	\$500,448	9
	May	\$499,028	-5
4	June	\$858,208	-3
2004	July	\$1,103,604	12
2(	Aug.	\$604,022	-17
	Sept.	\$690,234	4
	Oct.	\$946,544	0
	Nov.	\$363,543	-1
	Dec.	\$201,548	14
	Total	\$6,127,281	2

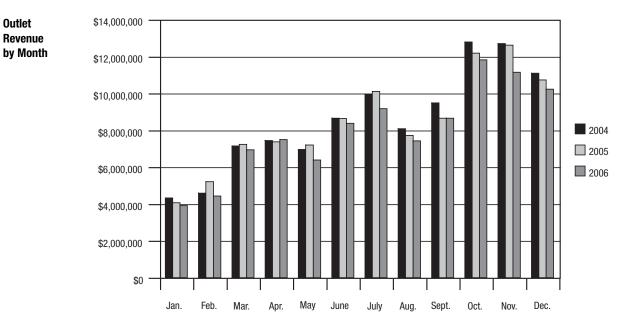
#### Campground Revenue 2004

	Year	Gross Business	% of Change
	1990	\$2,846,832	26
	1991	\$2,892,057	2
	1992	\$3,098,560	7
	1993	\$3,471,623	12
	1994	\$3,835,429	10
Prior Years	1995	\$4,157,979	9
(e	1996	\$4,105,086	-1
$\sum$	1997	\$4,496,780	10
. <u>0</u>	1998	\$4,816,103	7
Р	1999	\$5,276,466	10
	2000	\$4,963,671	-6
	2001	\$5,332,181	7
	2002	\$5,817,978	9
	2003	\$5,981,350	3

#### Campground Revenue Prior Years

## **OUTLET REVENUE 2006**

As in 2005, outlet shopping was the only sector that experienced a decline in revenues in 2006, dropping 6 percent from the previous year. Competition within Sevier County and in our visitors' home markets has contributed to this decrease. While the outlet sector has declined in recent years, both the craft/gift/specialty sector and the retail/services sectors of the Pigeon Forge economy continue to experience strong growth.



Outlet Revenue 2006

	Month	Gross Business	% of Change
	Jan.	\$3,918,567	-3
	Feb.	\$4,435,803	-15
	Mar.	\$6,931,234	-4
	Apr.	\$7,486,387	1
	May	\$6,386,253	-11
9	June	\$8,369,828	-3
2006	July	\$9,175,514	-9
3	Aug.	\$7,431,756	-4
	Sept.	\$8,660,296	0
	Oct.	\$11,822,802	-3
	Nov.	\$11,146,080	-12
	Dec.	\$10,234,345	-5
	Total	\$95,998,865	-6

## WELCOME to my Pigeon Gorge!





	Month	Gross Business	% of Change
	Jan.	\$4,058,493	-6
	Feb.	\$5,209,641	14
	Mar.	\$7,237,186	1
	Apr.	\$7,377,383	-1
	Мау	\$7,205,304	4
2 2	June	\$8,633,814	0
2005	July	\$10,099,327	2
Ñ	Aug.	\$7,718,939	-4
	Sept.	\$8,654,754	-9
	Oct.	\$12,182,801	-5
	Nov.	\$12,617,016	-1
	Dec.	\$10,734,994	-3
	Total	\$101,729,652	-1

#### Outlet Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$4,325,697	9
	Feb.	\$4,578,457	-5
	Mar.	\$7,143,618	-8
	Apr.	\$7,447,449	-12
	May	\$6,957,057	-13
4	June	\$8,651,476	-12
2004	July	\$9,942,182	-10
3	Aug.	\$8,077,747	-11
	Sept.	\$9,475,041	-6
	Oct.	\$12,791,005	-3
	Nov.	\$12,694,009	-2
	Dec.	\$11,097,469	8
	Total	\$103,181,207	-6

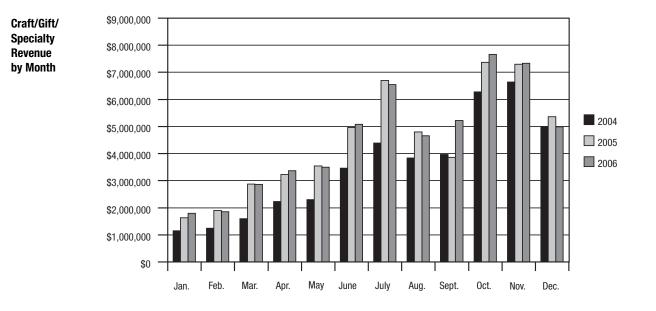
#### Outlet Revenue 2004

	Year	Gross Business	% of Change
	1990	\$122,140,695	25
	1991	\$139,234,376	14
	1992	\$147,275,270	6
	1993	\$147,224,207	0
	1994	\$153,690,009	4
Prior Years	1995	\$156,712,084	2
(e	1996	\$157,358,503	0
	1997	\$165,020,325	5
<u></u>	1998	\$161,975,449	-2
Р	1999	\$153,586,288	-5
	2000	\$141,679,069	-8
	2001	\$129,343,147	-9
	2002	\$121,262,335	-6
	2003	\$109,342,382	-10

Outlet Revenue Prior Years

## **CRAFT/GIFT/SPECIALTY REVENUE 2006**

With the opening of Boyds Bear Country in 2004, this sector experienced significant growth. However, in August 2006, Boyds Bear Country announced it would be closing its doors. In an effort to liquidate, the store heavily reduced prices in the final months of operation. While this may have spiked sales in September, the remaining months went from little growth in October to negative growth in December. The closing will likely have a negative impact on this sector next year.



Craft/Gift/ Specialty Revenue 2006

	Month	Gross Business	% of Change
	Jan.	\$1,799,602	10
	Feb.	\$1,856,813	-2
	Mar.	\$2,864,746	-1
	Apr.	\$3,364,839	4
	Мау	\$3,494,827	-1
90	June	\$5,085,362	2
2006	July	\$6,544,363	-2
2	Aug.	\$4,661,603	-3
	Sept.	\$5,220,447	35
	Oct.	\$7,666,087	4
	Nov.	\$7,336,521	0
	Dec.	\$4,985,797	-7
	Total	\$54,881,007	3

## WELCOME to my Pigeon Horge!





	Month	Gross Business	% of Change
	Jan.	\$1,636,866	42
	Feb.	\$1,897,036	52
	Mar.	\$2,875,627	80
	Apr.	\$3,223,837	45
	Мау	\$3,542,523	54
2	June	\$4,964,472	43
2005	July	\$6,703,121	53
$\sim$	Aug.	\$4,795,815	25
	Sept.	\$3,857,185	-3
	Oct.	\$7,367,156	17
	Nov.	\$7,301,453	10
	Dec.	\$5,363,845	7
	Total	\$53,528,936	27

#### Craft/Gift/ Specialty Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$1,155,770	23
	Feb.	\$1,246,434	20
	Mar.	\$1,599,913	1
	Apr.	\$2,227,446	4
	May	\$2,303,081	-4
4	June	\$3,462,455	1
2004	July	\$4,386,524	2
2	Aug.	\$3,831,173	1
	Sept.	\$3,969,913	11
	Oct.	\$6,280,231	10
	Nov.	\$6,637,069	35
	Dec.	\$4,998,378	29
	Total	\$42,098,387	11

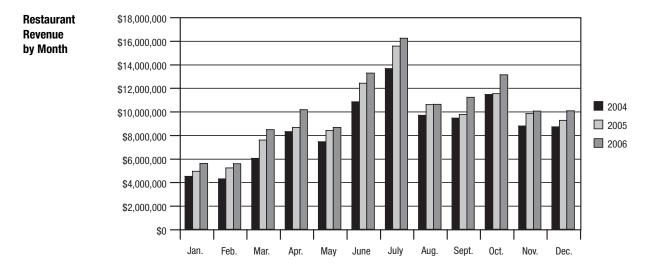
#### Craft/Gift/ Specialty Revenue 2004

	Year	Gross Business	% of Change
	1990	\$21,939,894	34
	1991	\$25,832,707	18
	1992	\$30,871,605	20
	1993	\$32,988,929	7
	1994	\$36,627,014	11
Prior Years	1995	\$39,385,054	8
(e	1996	\$37,567,035	-5
	1997	\$40,735,443	8
.j	1998	\$41,780,560	3
Б	1999	\$37,794,566	-10
	2000	\$39,031,968	3
	2001	\$39,034,991	0
	2002	\$39,531,111	1
	2003	\$37,789,743	-4

Craft/Gift/ Specialty Revenue Prior Years

## **RESTAURANT REVENUE 2006**

As the restaurant offerings have continued to increase in Pigeon Forge, revenues produced by this sector have continued to grow. Once again, 2006 was no exception with 8 percent growth. While several new restaurants were added in 2005, the only major addition in 2006 was No Way Jose's Mexican Restaurant. As the number of visitors continues to increase, the dining options increase accordingly. New additions in 2007 will include Little Tokyo, Sonic Drive-in, Starbucks, Texas Roadhouse, McAlister's Gourmet Deli, Chili's and Country Legends Grill (replacing Alabama Grill).



Restaurant
Revenue
2006

	Month	Gross Business	% of Change
	Jan.	\$5,592,262	14
	Feb.	\$5,569,217	7
	Mar.	\$8,443,675	12
	Apr.	\$10,146,206	17
	Мау	\$8,633,707	3
9	June	\$13,257,513	7
2006	July	\$16,216,124	4
2	Aug.	\$10,602,783	0
	Sept.	\$11,197,179	15
	Oct.	\$13,105,816	14
	Nov.	\$10,023,041	2
	Dec.	\$10,053,004	9
	Total	\$122,840,527	8

## WELCOME to my Pigeon Aorge!





	Month	Gross Business	% of Change
	Jan.	\$4,915,565	10
	Feb.	\$5,209,764	22
	Mar.	\$7,567,176	26
	Apr.	\$8,652,694	4
	May	\$8,388,493	13
2	June	\$12,398,367	15
2005	July	\$15,539,613	14
3	Aug.	\$10,570,432	9
	Sept.	\$9,747,172	3
	Oct.	\$11,512,680	1
	Nov.	\$9,800,620	12
	Dec.	\$9,241,094	6
	Total	\$113,543,670	10

#### Restaurant Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$4,480,004	25
	Feb.	\$4,281,721	27
	Mar.	\$6,018,075	6
	Apr.	\$8,285,167	15
	May	\$7,419,674	1
4	June	\$10,825,938	6
2004	July	\$13,630,340	9
2	Aug.	\$9,669,770	0
	Sept.	\$9,435,499	6
	Oct.	\$11,446,717	9
	Nov.	\$8,764,952	11
	Dec.	\$8,692,315	25
	Total	\$102,950,172	10

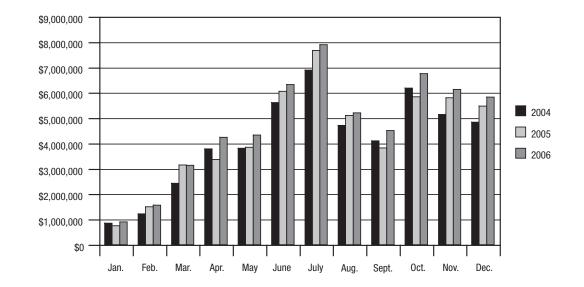
#### Restaurant Revenue 2004

	Year	Gross Business	% of Change
	1990	\$44,068,253	10
	1991	\$48,004,868	9
	1992	\$53,891,441	12
	1993	\$58,927,028	9
	1994	\$67,668,291	15
Prior Years	1995	\$73,880,879	9
/eg	1996	\$75,419,545	2
L)	1997	\$83,209,974	10
Lio	1998	\$90,392,778	9
Р	1999	\$89,052,931	-1
	2000	\$88,338,175	-1
	2001	\$93,298,144	6
	2002	\$95,231,679	2
	2003	\$93,773,453	-2

#### Restaurant Revenue Prior Years

## **THEATER REVENUE 2006**

Theater sector revenues have grown by 155 percent since we began tracking them a decade ago. Due to increased visitation during the Winterfest months, some additional theaters now stay open in January and February. Along with the increased number of visitors during January, more open theaters contributed to the 20 percent growth during that month.



Theater Revenue 2006

Theater Revenue

by Month

	Month	Gross Business	% of Change
	Jan.	\$896,258	20
	Feb.	\$1,563,293	4
	Mar.	\$3,136,773	-1
	Apr.	\$4,238,605	26
	May	\$4,326,729	13
90	June	\$6,316,553	4
2006	July	\$7,893,919	3
$\sim$	Aug.	\$5,208,122	2
	Sept.	\$4,505,801	18
	Oct.	\$6,757,494	10
	Nov.	\$6,135,731	6
	Dec.	\$5,821,913	6
	Total	\$56,801,191	8

## WELCOME to my Pigeon Gorge!





	Month	Gross Business	% of Change
	Jan.	\$745,879	-13
	Feb.	\$1,501,328	23
	Mar.	\$3,153,459	30
	Apr.	\$3,365,081	-11
	May	\$3,843,797	1
5	June	\$6,057,040	8
2005	July	\$7,664,590	11
2	Aug.	\$5,107,028	8
	Sept.	\$3,821,458	-7
	Oct.	\$5,838,916	-6
	Nov.	\$5,805,650	13
	Dec.	\$5,476,532	13
	Total	\$52,380,758	6

#### Theater Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$854,041	26
	Feb.	\$1,222,136	8
	Mar.	\$2,425,534	4
	Apr.	\$3,780,328	7
	May	\$3,806,387	1
4	June	\$5,611,398	4
2004	July	\$6,892,296	-1
2	Aug.	\$4,707,839	-7
	Sept.	\$4,104,307	10
	Oct.	\$6,181,246	5
	Nov.	\$5,146,647	2
	Dec.	\$4,836,092	9
	Total	\$49,568,251	3

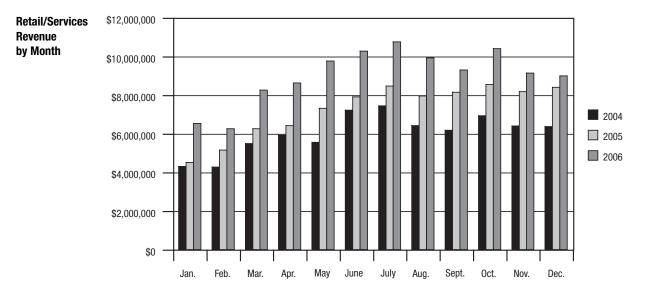
#### Theater Revenue 2004

	Year	Gross Business	% of Change
	1996	\$22,249,841	N/A
~	1997	\$28,448,487	28
Years	1998	\$32,922,581	16
/e	1999	\$33,975,605	3
	2000	\$33,837,352	0
Prior	2001	\$35,504,439	5
ā	2002	\$44,265,731	25
	2003	\$47,903,116	8

#### Theater Revenue Prior Years

## **RETAIL/SERVICES REVENUE 2006**

This sector has experienced doubledigit growth for the past five years, including a 24 percent jump in 2006. New additions, including Walgreen's and CVS pharmacies, over the past few years have been a contributing factor in this growth. As Walden's Landing expands into Phase 2, additional shops will open, helping to grow this category. Large developments on the horizon, including Belle Island Village, Pigeon Falls Village and Main Street Marketplace, will offer visitors more retail options than ever.



<b>Retail/Services</b>
Revenue
2006

	Month	Gross Business	% of Change
	Jan.	\$6,523,245	44
	Feb.	\$6,261,563	21
	Mar.	\$8,260,711	32
	Apr.	\$8,629,376	34
	Мау	\$9,764,816	33
90	June	\$10,268,764	30
2006	July	\$10,752,346	27
2	Aug.	\$9,924,341	25
	Sept.	\$9,288,753	14
	Oct.	\$10,395,953	22
	Nov.	\$9,139,380	12
	Dec.	\$8,987,065	7
	Total	\$108,196,313	24

## WELCOME to my Pigeon Aorge!





	Month	Gross Business	% of Change
	Jan.	\$4,514,422	5
	Feb.	\$5,159,353	21
	Mar.	\$6,251,643	14
	Apr.	\$6,420,964	9
	May	\$7,318,347	32
5	June	\$7,910,476	10
2005	July	\$8,465,489	14
2	Aug.	\$7,952,175	24
	Sept.	\$8,136,489	32
	Oct.	\$8,544,832	23
	Nov.	\$8,176,358	28
	Dec.	\$8,407,751	32
	Total	\$87,258,299	20

#### Retail/Services Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$4,310,111	39
	Feb.	\$4,269,793	17
	Mar.	\$5,493,233	19
	Apr.	\$5,913,823	4
	May	\$5,550,922	4
4	June	\$7,209,519	18
2004	July	\$7,446,932	10
2	Aug.	\$6,409,067	13
	Sept.	\$6,170,980	-3
	Oct.	\$6,924,679	7
	Nov.	\$6,407,075	17
	Dec.	\$6,373,924	28
	Total	\$72,480,058	13

#### Retail/Services Revenue 2004

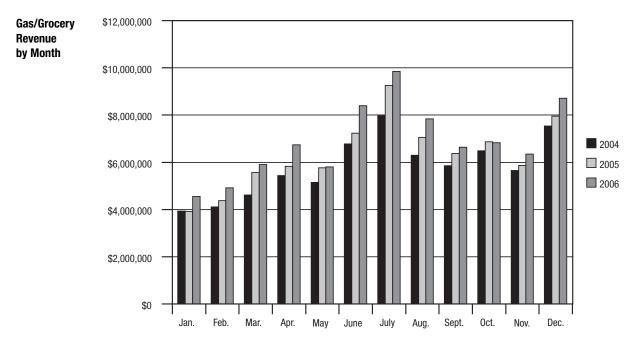
	Year	Gross Business	% of Change
	1994	\$21,835,337	N/A
	1995	\$27,928,592	28
6	1996	\$27,550,608	-1
Prior Years	1997	\$25,380,636	-8
Ye	1998	\$33,010,890	30
Ľ	1999	\$43,426,952	32
ric	2000	\$44,969,871	4
Δ_	2001	\$48,028,666	7
	2002	\$55,569,729	16
	2003	\$64,203,851	16

Retail/Services Revenue Prior Years

## **GAS/GROCERY REVENUE 2006**

In the past few years, gasoline prices have fluctuated significantly. This has led to more visitors spending money on gasoline and contributing to the increase in this sector. However, if gas prices continue to rise, overall

visitation may be affected as will the amount of money visitors have available to spend in other sectors. Many of our visitors come to Pigeon Forge with a tight budget.



0			
Gas/Grocery	Month	Gross Business	% of Change
Revenue	Jan.	\$4,550,933	16
2006	Feb.	\$4,921,285	12
	Mar.	\$5,904,018	6
	Apr.	\$6,742,440	16
	May	\$5,805,721	1
90	June	\$8,393,821	16
2006	July	\$9,855,097	6
2	Aug.	\$7,839,030	11
	Sept.	\$6,638,148	4
	Oct.	\$6,822,185	-1
	Nov.	\$6,349,944	8
	Dec.	\$8,713,700	10
	Total	\$82,536,322	8
	•		

## WELCOME to my Pigeon Aorge!



	Month	Gross Business	% of Change
	Jan.	\$3,924,607	-1
	Feb.	\$4,377,698	6
	Mar.	\$5,558,340	21
	Apr.	\$5,830,111	7
	Мау	\$5,766,832	12
)5	June	\$7,235,455	7
2005	July	\$9,262,299	16
$\sim$	Aug.	\$7,061,931	12
	Sept.	\$6,376,063	9
	Oct.	\$6,865,874	6
	Nov.	\$5,871,549	4
	Dec.	\$7,951,341	5
	Total	\$76,082,100	9

#### Gas/Grocery Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$3,928,692	23
	Feb.	\$4,111,075	22
	Mar.	\$4,611,573	20
	Apr.	\$5,440,732	17
	Мау	\$5,151,515	13
4	June	\$6,781,848	15
2004	July	\$7,976,778	14
$\sim$	Aug.	\$6,299,768	6
	Sept.	\$5,857,821	6
	Oct.	\$6,484,229	10
	Nov.	\$5,649,721	11
	Dec.	\$7,541,638	11
	Total	\$69,835,390	13

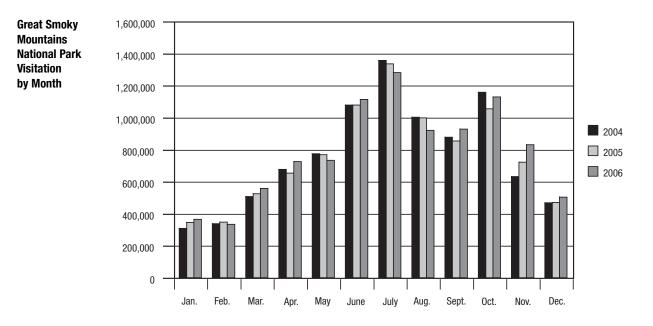
#### Gas/Grocery Revenue 2004

	Year	Gross Business	% of Change
	1995	\$34,213,741	N/A
	1996	\$40,055,951	17
S	1997	\$41,533,340	4
Years	1998	\$47,858,700	15
X	1999	\$54,594,236	14
Prior	2000	\$62,040,964	14
Pri	2001	\$65,007,834	5
	2002	\$60,670,662	-7
	2003	\$61,764,206	2

Gas/Grocery Revenue Prior Years

## **GREAT SMOKY MOUNTAINS NATIONAL PARK** 2006

Great Smoky Mountains National Park is the nation's most visited national park with more than twice the visitation of Grand Canyon National Park, which ranks second. Annual visitation to Great Smoky Mountains National Park has been in the nine to ten million range for more than a decade. A mild weather pattern in 2006 may have led to the 2 percent increase in visitation. The Park experienced a significant jump in visitors during the last quarter of 2006, especially in the month of November.



Great Smoky Mountains National Park Visitation by Month

	Month	Visitor Count	% of Change
	Jan.	363,998	6%
	Feb.	332,912	-4%
	Mar.	557,555	6%
	Apr.	725,298	11%
	Мау	732,978	-4%
9	June	1,113,186	3%
2006	July	1,280,865	-4%
3	Aug.	920,331	-8%
	Sept.	928,487	9%
	Oct.	1,128,927	7%
	Nov.	830,109	15%
	Dec.	502,089	7%
	Total	9,416,734	2%

## WELCOME to my Pigeon Horge!



	Month	Visitor Count	% of Change
	Jan.	345,009	12%
	Feb.	347,144	3%
	Mar.	524,650	4%
	Apr.	652,265	-3%
	Мау	767,056	-1%
ß	June	1,076,888	0%
2005	July	1,333,994	-2%
5	Aug.	997,352	0%
	Sept.	854,342	-3%
	Oct.	1,054,311	-9%
	Nov.	721,684	14%
	Dec.	470,540	1%
	Total	9,192,477	0%

Great Smoky Mountains National Park Visitation 2005

	Month	Visitor Count	% of Change
	Jan.	307,017	1
	Feb.	336,212	1
	Mar.	506,804	-5
	Apr.	675,350	-4
	Мау	774,049	-1
4	June	1,076,888	-7
2004	July	1,355,683	2
2	Aug.	1,002,046	-11
	Sept.	876,758	8
	Oct.	1,158,267	-7
	Nov.	630,539	-5
	Dec.	467,433	11
	Total	9,167,046	-2

#### Great Smoky Mountains National Park Visitation 2004

	Year	Visitor Count	% of Change
	1990	8,151,769	N/A
	1991	8,654,459	6
	1992	8,931,690	3
	1993	9,282,848	4
	1994	8,628,174	-7
Prior Years	1995	9,080,422	5
(eg	1996	9,265,670	2
$\sum$	1997	10,010,074	8
Lio	1998	9,989,396	0
Р	1999	10,283,600	3
	2000	10,175,816	-1
	2001	9,197,679	-10
	2002	9,316,416	1
	2003	9,366,845	1

Great Smoky Mountains National Park Visitation Prior Years

# LODGING UNIT COUNTS/BUILDING PERMITS 2006

Lodging Unit Counts 2006

Lodging	2006 Total # Units	2005 Total # Units
Motels/Hotels	8,501	8,520
Bed & Breakfast Inns	13	13
Cottages/Condos/Chalets (Inside City Limits)	1,669	1,343
Timeshares	561	561
Campground Sites	1,940	1,864
Total Lodging	12,684	12,301

#### **Building Permits**

A total of 223 building permits were issued in 2006, with a self-reported construction value of \$83.9 million.

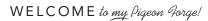
While total permits issued were down slightly, self-reported value was up 38 percent over 2005 figures.

Commercial Building Permits

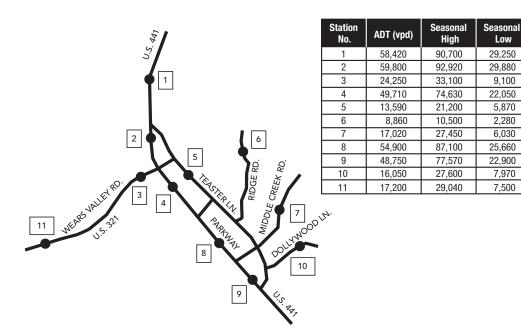
Residential Building Permits

	Year	Permits Issued	Building Cost	
	2006	173	\$72,178,644	
	2005	176	\$64,443,478	
	2004	215	\$46,413,956	
	2003	139	\$29,943,389	
	2002	144	\$20,820,974	
	2001	143	\$20,687,656	
	2000	120	\$40,195,561	
a	1999	119	\$39,015,937	ਯ
Commercia	1998	99	\$22,273,170	nti
ne	1997	127	\$28,889,166	Residentia
nr	1996	118	\$22,090,088	SiC
Sol	1995	80	\$27,416,639	l a
0	1994	92	\$27,893,148	
	1993	86	\$18,398,484	
	1992	67	\$11,203,755	
	1991	81	\$13,752,970	
	1990	71	\$20,940,053	
	1989	94	\$16,108,338	
	1988	75	\$13,582,587	
	1987	101	\$25,671,973	

Year	Permits Issued	Building Cost
2006	50	\$11,705,992
2005	61	\$6,255,588
2004	77	\$5,462,427
2003	43	\$3,911,000
2002	70	\$5,108,100
2001	43	\$3,422,551
2000	38	\$3,813,650
1999	53	\$5,473,068
1998	44	\$1,636,650
1997	34	\$1,867,144
1996	47	\$2,580,500
1995	63	\$6,752,490
1994	38	\$852,400
1993	30	\$4,316,529
1992	37	\$869,650
1991	22	\$453,950
1990	30	\$1,166,771
1989	33	\$721,934
1988	43	\$1,118,363
1987	52	\$2,317,433







## **TRAFFIC COUNT DATA**

Source: Tennessee Department of Transportation & Wilbur Smith Associates (2005)

## **SEVIER COUNTY UNEMPLOYMENT RATES 2006**

While unemployment rates have always been low during summer and fall in Sevier County, winter months used to mean closed businesses and high unemployment rates. However, since the inception of Winterfest, the months of January and February have continued to see lower unemployment rates each year. As visitation continues to increase throughout the year, we anticipate more businesses staying open year round, leading to more people being employed year round.

Month	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996
JAN.	9.3%	10.8%	11.0%	10.4%	11.1%	9.6%	9.6%	15.5%	15.5%	18.1%	16.7%
FEB.	9.0%	10.7%	9.7%	9.6%	10.1%	9.1%	9.7%	13.9%	14.2%	17.2%	17.4%
MAR.	7.4%	9.0%	8.9%	8.1%	8.6%	8.0%	7.7%	12.6%	13.4%	15.0%	14.7%
APR.	5.3%	5.6%	5.5%	5.4%	5.3%	5.2%	4.4%	6.8%	7.8%	8.6%	8.3%
MAY	4.6%	4.9%	4.7%	4.5%	4.4%	3.8%	3.6%	4.0%	4.6%	5.7%	5.8%
JUNE	4.9%	4.9%	4.9%	4.9%	4.5%	4.2%	3.7%	3.5%	3.8%	5.1%	4.3%
JULY	4.6%	4.3%	4.7%	4.1%	4.1%	3.9%	3.4%	2.8%	2.9%	3.6%	3.8%
AUG.	4.6%	4.3%	4.8%	4.3%	4.1%	4.2%	3.4%	3.0%	3.0%	3.5%	3.0%
SEPT.	3.5%	4.1%	4.6%	4.3%	3.9%	3.8%	3.1%	2.8%	3.0%	3.5%	3.6%
OCT.	3.4%	4.3%	4.6%	4.3%	4.0%	4.1%	3.4%	3.5%	3.6%	3.7%	4.2%
NOV.	4.1%	4.9%	5.2%	5.0%	4.8%	4.9%	4.4%	5.0%	4.9%	6.1%	7.0%
DEC.	4.2%	5.1%	5.8%	5.3%	5.2%	5.3%	4.9%	5.6%	5.5%	7.0%	8.0%
AVG.	5.4%	6.0%	6.2%	5.8%	5.7%	5.5%	5.0%	6.4%	6.7%	8.3%	8.0%



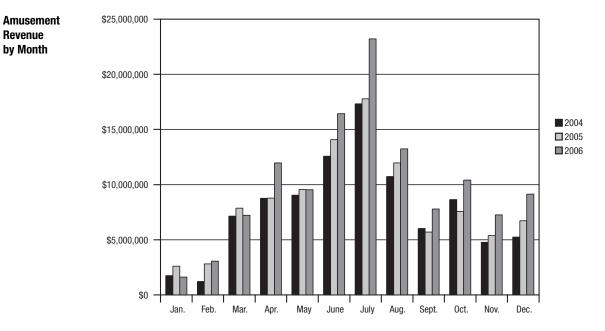
# Pigeon Forge Department of Tourism

2450 Parkway, P.O. Box 1390 Pigeon Forge, TN 37868-1390 865-453-8574 1-800-251-9100

www.mypigeonforge.com

## **AMUSEMENT REVENUE 2006**

In addition to sales and gross receipts taxes, ticketed amusement also generated an additional 2% in tax revenues for the city. Along with the current attractions already available, two new additions, WonderWorks and Helicopter Whirl'd Adventures, contributed to the 20 percent growth in 2006.



Amusement
Revenue
2006

	Month	Tax Collected @ 2%	Gross Business	% of Change
	Jan.	\$32,328	\$1,611,962	-38
	Feb.	\$61,165	\$3,058,503	9
	Mar.	\$143,756	\$7,214,921	-8
	Apr.	\$229,255	\$11,975,303	36
	May	\$179,164	\$9,544,507	0
2006	June	\$314,448	\$16,434,665	17
õ	July	\$431,161	\$23,221,455	31
~ ~	Aug.	\$243,937	\$13,243,822	11
	Sept.	\$141,841	\$7,794,918	37
	Oct.	\$188,442	\$10,407,873	38
	Nov.	\$129,115	\$7,254,765	35
	Dec.	\$162,610	\$9,137,591	36
	Total	\$2,257,222	\$120,900,285	20

## WELCOME to my Pigeon Aorge!





	Month	Tax Collected @ 2%	Gross Business	% of Change
	Jan.	\$42,064	\$2,593,667	48
	Feb.	\$55,872	\$2,816,475	131
	Mar.	\$155,313	\$7,871,744	10
	Apr.	\$164,987	\$8,777,665	0
	May	\$178,054	\$9,557,983	6
2005	June	\$273,833	\$14,073,166	12
õ	July	\$351,208	\$17,784,876	3
	Aug.	\$238,804	\$11,970,952	12
	Sept.	\$111,584	\$5,694,772	-5
	Oct.	\$145,302	\$7,564,771	-12
	Nov.	\$99,888	\$5,371,106	13
	Dec.	\$123,428	\$6,722,412	28
	Total	\$1,940,337	\$100,799,589	8

Amusement Revenue 2005

Amusement Revenue 2004

	Month Tax Collected @ 2%		Gross Business	% of Change
	Jan.	\$34,186	\$1,748,114	29
	Feb.	\$23,265	\$1,218,127	7
	Mar.	\$141,598	\$7,144,239	11
	Apr.	\$166,866	\$8,756,421	13
	May	\$167,394	\$9,050,993	16
2004	June	\$245,305	\$12,582,529	1
õ	July	\$338,995	\$17,319,604	17
	Aug.	\$210,474	\$10,729,807	-10
	Sept.	\$117,541	\$6,024,131	6
	Oct.	\$168,781	\$8,639,368	30
	Nov.	\$91,899	\$4,765,914	0
	Dec.	\$100,921	\$5,240,636	24
	Total	\$1,807,225	\$93,219,883	10

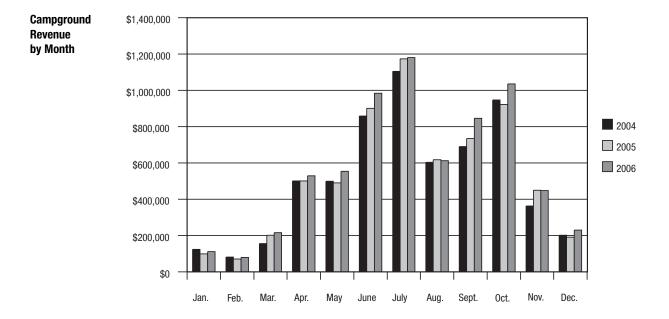
	Year	Tax Collected @ 1%	Gross Business	% of Change
	1980	\$133,340	\$6,667,018	
	1981	\$152,866	\$7,643,302	15
	1982	\$161,080	\$8,054,023	5
	1983	\$187,566	\$9,378,321	16
	1984	\$212,578	\$10,628,916	13
	1985	\$251,540	\$12,577,510	18
	1986*	\$410,828	\$20,541,400	63
	1987	\$435,479	\$21,773,950	6
	1988	\$527,822	\$26,391,100	21
S	1989	\$583,526	\$29,273,589	11
ar	1990	\$635,060	\$32,171,557	9
Prior Years	1991	\$744,243	\$37,220,969	16
or	1992	\$835,286	\$41,951,633	13
.≘	1993	\$943,672	\$47,474,025	13
	1994	\$1,057,823	\$53,135,733	12
	1995	\$1,203,457	\$60,515,002	14
	1996	\$1,255,662	\$63,197,580	4
	1997	\$1,362,704	\$68,488,717	8
	1998	\$1,447,315	\$72,935,163	6
	1999	\$1,488,251	\$74,699,135	2
	2000	\$1,483,269	\$75,393,417	2
	2001	\$1,591,239	\$80,843,173	7
	2002	\$1,668,746	\$85,366,733	6
	2003	\$1,649,130	\$85,001,731	0

Amusement Revenue Prior Years

\*Year of Dollywood Opening

## **CAMPGROUND REVENUE 2006**

A mild weather pattern in 2006 helped campgrounds to increase receipts by 7 percent. December was a particularly warm month in 2006 and many visitors took advantage of this, leading to a 20 percent increase in revenues for that month alone.



	Month	Gross Business	% of Change
	Jan.	\$110,884	12
	Feb.	\$79,083	10
	Mar.	\$216,667	7
	Apr.	\$528,511	6
	Мау	\$553,705	13
9	June	\$984,897	9
2006	July	\$1,179,658	0
5	Aug.	\$612,177	-1
	Sept.	\$845,926	15
	Oct.	\$1,035,061	12
	Nov.	\$448,503	0
	Dec.	\$229,946	20
	Total	\$6,825,018	7

10 CAMPGROUND REVENUE 2006

Campground Revenue 2006

## WELCOME to my Pigeon Gorge!



	Month	Gross Business	% of Change
	Jan.	\$98,949	-20
	Feb.	\$71,654	-11
	Mar.	\$201,861	30
	Apr.	\$500,492	0
	May	\$491,123	-2
S	June	\$901,601	5
2005	July	\$1,174,057	6
2(	Aug.	\$618,561	2
	Sept.	\$734,094	6
	Oct.	\$922,473	-3
	Nov.	\$449,754	24
	Dec.	\$191,488	-5
	Total	\$6,356,107	4

#### Campground Revenue 2005

	Month	Gross Business	% of Change
2004	Jan.	\$123,819	35
	Feb.	\$80,714	112
	Mar.	\$155,569	24
	Apr.	\$500,448	9
	May	\$499,028	-5
	June	\$858,208	-3
	July	\$1,103,604	12
	Aug.	\$604,022	-17
	Sept.	\$690,234	4
	Oct.	\$946,544	0
	Nov.	\$363,543	-1
	Dec.	\$201,548	14
	Total	\$6,127,281	2

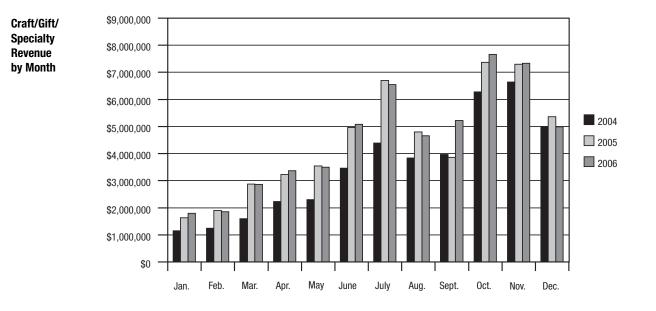
#### Campground Revenue 2004

	Year	Gross Business	% of Change
Prior Years	1990	\$2,846,832	26
	1991	\$2,892,057	2
	1992	\$3,098,560	7
	1993	\$3,471,623	12
	1994	\$3,835,429	10
	1995	\$4,157,979	9
	1996	\$4,105,086	-1
	1997	\$4,496,780	10
	1998	\$4,816,103	7
	1999	\$5,276,466	10
	2000	\$4,963,671	-6
	2001	\$5,332,181	7
	2002	\$5,817,978	9
	2003	\$5,981,350	3

#### Campground Revenue Prior Years

## **CRAFT/GIFT/SPECIALTY REVENUE 2006**

With the opening of Boyds Bear Country in 2004, this sector experienced significant growth. However, in August 2006, Boyds Bear Country announced it would be closing its doors. In an effort to liquidate, the store heavily reduced prices in the final months of operation. While this may have spiked sales in September, the remaining months went from little growth in October to negative growth in December. The closing will likely have a negative impact on this sector next year.



Craft/Gift/ Specialty Revenue 2006

	Month	Gross Business	% of Change
2006	Jan.	\$1,799,602	10
	Feb.	\$1,856,813	-2
	Mar.	\$2,864,746	-1
	Apr.	\$3,364,839	4
	Мау	\$3,494,827	-1
	June	\$5,085,362	2
	July	\$6,544,363	-2
	Aug.	\$4,661,603	-3
	Sept.	\$5,220,447	35
	Oct.	\$7,666,087	4
	Nov.	\$7,336,521	0
	Dec.	\$4,985,797	-7
	Total	\$54,881,007	3

## WELCOME to my Pigeon Horge!





	Month	Gross Business	% of Change
2005	Jan.	\$1,636,866	42
	Feb.	\$1,897,036	52
	Mar.	\$2,875,627	80
	Apr.	\$3,223,837	45
	Мау	\$3,542,523	54
	June	\$4,964,472	43
	July	\$6,703,121	53
	Aug.	\$4,795,815	25
	Sept.	\$3,857,185	-3
	Oct.	\$7,367,156	17
	Nov.	\$7,301,453	10
	Dec.	\$5,363,845	7
	Total	\$53,528,936	27

#### Craft/Gift/ Specialty Revenue 2005

	Month	Gross Business	% of Change
2004	Jan.	\$1,155,770	23
	Feb.	\$1,246,434	20
	Mar.	\$1,599,913	1
	Apr.	\$2,227,446	4
	Мау	\$2,303,081	-4
	June	\$3,462,455	1
	July	\$4,386,524	2
	Aug.	\$3,831,173	1
	Sept.	\$3,969,913	11
	Oct.	\$6,280,231	10
	Nov.	\$6,637,069	35
	Dec.	\$4,998,378	29
	Total	\$42,098,387	11

#### Craft/Gift/ Specialty Revenue 2004

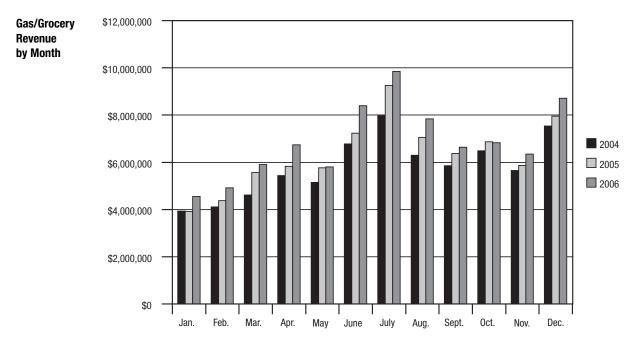
	Year	Gross Business	% of Change
	1990	\$21,939,894	34
	1991	\$25,832,707	18
	1992	\$30,871,605	20
	1993	\$32,988,929	7
	1994	\$36,627,014	11
Prior Years	1995	\$39,385,054	8
	1996	\$37,567,035	-5
	1997	\$40,735,443	8
	1998	\$41,780,560	3
	1999	\$37,794,566	-10
	2000	\$39,031,968	3
	2001	\$39,034,991	0
	2002	\$39,531,111	1
	2003	\$37,789,743	-4

Craft/Gift/ Specialty Revenue Prior Years

# **GAS/GROCERY REVENUE 2006**

In the past few years, gasoline prices have fluctuated significantly. This has led to more visitors spending money on gasoline and contributing to the increase in this sector. However, if gas prices continue to rise, overall

visitation may be affected as will the amount of money visitors have available to spend in other sectors. Many of our visitors come to Pigeon Forge with a tight budget.



0			
Gas/Grocery	Month	Gross Business	% of Change
Revenue	Jan.	\$4,550,933	16
2006	Feb.	\$4,921,285	12
	Mar.	\$5,904,018	6
	Apr.	\$6,742,440	16
	May	\$5,805,721	1
90	June	\$8,393,821	16
2006	July	\$9,855,097	6
2	Aug.	\$7,839,030	11
	Sept.	\$6,638,148	4
	Oct.	\$6,822,185	-1
	Nov.	\$6,349,944	8
	Dec.	\$8,713,700	10
	Total	\$82,536,322	8
	•		

# WELCOME to my Pigeon Aorge!



	Month	Gross Business	% of Change
	Jan.	\$3,924,607	-1
	Feb.	\$4,377,698	6
	Mar.	\$5,558,340	21
	Apr.	\$5,830,111	7
	Мау	\$5,766,832	12
)5	June	\$7,235,455	7
2005	July	\$9,262,299	16
$\sim$	Aug.	\$7,061,931	12
	Sept.	\$6,376,063	9
	Oct.	\$6,865,874	6
	Nov.	\$5,871,549	4
	Dec.	\$7,951,341	5
	Total	\$76,082,100	9

## Gas/Grocery Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$3,928,692	23
	Feb.	\$4,111,075	22
	Mar.	\$4,611,573	20
	Apr.	\$5,440,732	17
	Мау	\$5,151,515	13
4	June	\$6,781,848	15
2004	July	\$7,976,778	14
$\sim$	Aug.	\$6,299,768	6
	Sept.	\$5,857,821	6
	Oct.	\$6,484,229	10
	Nov.	\$5,649,721	11
	Dec.	\$7,541,638	11
	Total	\$69,835,390	13

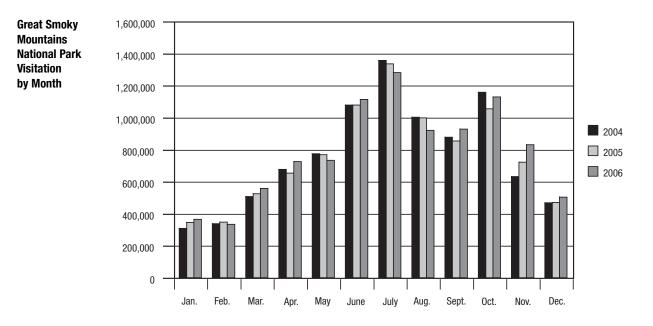
### Gas/Grocery Revenue 2004

	Year	Gross Business	% of Change
	1995	\$34,213,741	N/A
	1996	\$40,055,951	17
S	1997	\$41,533,340	4
Years	1998	\$47,858,700	15
X	1999	\$54,594,236	14
Prior	2000	\$62,040,964	14
Pri	2001	\$65,007,834	5
-	2002	\$60,670,662	-7
	2003	\$61,764,206	2

Gas/Grocery Revenue Prior Years

# **GREAT SMOKY MOUNTAINS NATIONAL PARK** 2006

Great Smoky Mountains National Park is the nation's most visited national park with more than twice the visitation of Grand Canyon National Park, which ranks second. Annual visitation to Great Smoky Mountains National Park has been in the nine to ten million range for more than a decade. A mild weather pattern in 2006 may have led to the 2 percent increase in visitation. The Park experienced a significant jump in visitors during the last quarter of 2006, especially in the month of November.



Great Smoky Mountains National Park Visitation by Month

	Month	Visitor Count	% of Change
	Jan.	363,998	6%
	Feb.	332,912	-4%
	Mar.	557,555	6%
	Apr.	725,298	11%
	Мау	732,978	-4%
9	June	1,113,186	3%
2006	July	1,280,865	-4%
3	Aug.	920,331	-8%
	Sept.	928,487	9%
	Oct.	1,128,927	7%
	Nov.	830,109	15%
	Dec.	502,089	7%
	Total	9,416,734	2%

# WELCOME to my Pigeon Horge!



	Month	Visitor Count	% of Change
	Jan.	345,009	12%
	Feb.	347,144	3%
	Mar.	524,650	4%
	Apr.	652,265	-3%
	Мау	767,056	-1%
ß	June	1,076,888	0%
2005	July	1,333,994	-2%
5	Aug.	997,352	0%
	Sept.	854,342	-3%
	Oct.	1,054,311	-9%
	Nov.	721,684	14%
	Dec.	470,540	1%
	Total	9,192,477	0%

Great Smoky Mountains National Park Visitation 2005

	Month	Visitor Count	% of Change
	Jan.	307,017	1
	Feb.	336,212	1
	Mar.	506,804	-5
	Apr.	675,350	-4
	Мау	774,049	-1
4	June	1,076,888	-7
2004	July	1,355,683	2
2	Aug.	1,002,046	-11
	Sept.	876,758	8
	Oct.	1,158,267	-7
	Nov.	630,539	-5
	Dec.	467,433	11
	Total	9,167,046	-2

## Great Smoky Mountains National Park Visitation 2004

	Year	Visitor Count	% of Change
	1990	8,151,769	N/A
	1991	8,654,459	6
	1992	8,931,690	3
	1993	9,282,848	4
	1994	8,628,174	-7
Prior Years	1995	9,080,422	5
(eg	1996	9,265,670	2
$\sum$	1997	10,010,074	8
Lio	1998	9,989,396	0
Р	1999	10,283,600	3
	2000	10,175,816	-1
	2001	9,197,679	-10
	2002	9,316,416	1
	2003	9,366,845	1

Great Smoky Mountains National Park Visitation Prior Years



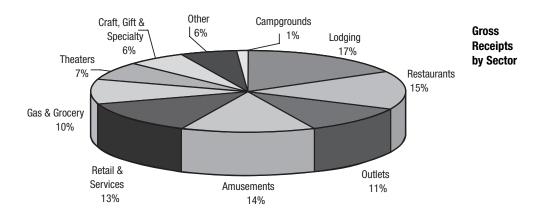
# **GROSS RECEIPTS 2006**

In 2006, the city experienced a 9 percent growth in gross business receipts generated. This follows a 9 percent increase in 2005. In 1984, the first year the city implemented an advertising campaign, gross receipts were approximately \$99.5 million. Since then, there has been a 750 percent increase in gross receipts during that 22-year period. As in previous years, summer 2006 was the most popular time for visitors to come to Pigeon Forge. July was the best month, generating nearly \$115 million in gross receipts. Most of the city's current marketing efforts focus on increasing visitation during the peak seasons of summer and winter.

In February 2007, the 17th Annual Winterfest came to a close. This "season" was designed to increase visitation during the previously slow months of November, December, January and February. Beginning in November of 2006 and ending in February of 2007, the 17th Annual Winterfest gross receipts increased 5 percent from the previous Winterfest. In all, gross receipts increased to more than \$212 million during the Winterfest season.

## **Gross Receipts by Sector**

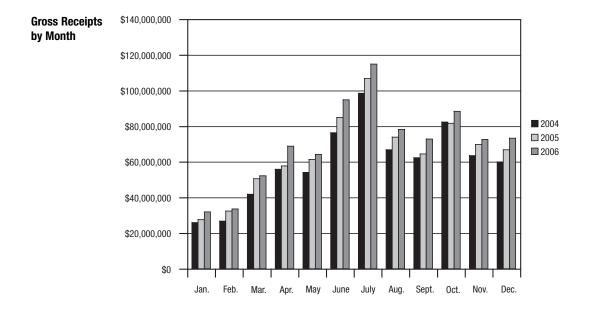
With so much of the city's budget being directly supported by the tourism industry, the performance of all business sectors is closely monitored. If one sector trends downward for a period of time, the city assesses potential ways to reverse the trend. Pigeon Forge is not overly dependent on any single sector of business. While lodging, restaurants, outlets and amusements bring in the most revenue, other categories account for a significant portion of the city's gross receipts. While most sectors experienced gains when compared to 2005, the retail and service sector experienced the most growth. As in recent years, the outlet sector was the only one to show a decline.



**Gross Receipts** 

by Sector

	Business Sector	Revenue for 2006	Revenue for 2005	% of Total Business in 2006	% of Change
	Lodging	\$143,881,289	\$135,041,319	17%	7%
	Restaurants	\$122,840,527	\$113,543,670	15%	8%
	Outlets	\$95,998,865	\$101,729,652	11%	-6%
Overall	Amusements	\$120,900,285	\$100,799,589	14%	20%
ēr	Retail & Services	\$108,196,313	\$87,258,299	13%	24%
2	Gas & Grocery	\$82,536,322	\$76,082,100	10%	8%
-	Theaters	\$56,801,191	\$52,380,758	7%	8%
	Craft, Gift & Specialty	\$54,881,007	\$53,528,936	6%	3%
	Other	\$52,114,654	\$50,862,790	6%	6%
	Campgrounds	\$6,825,018	\$6,353,107	1%	7%
	Total	\$844,975,471	\$777,583,220	100%	9%



Gross Receipts		Month	Tax Collected @ 1%	Gross Business	% of Change
2006		Jan.	\$322,038	\$31,895,264	16
		Feb.	\$335,375	\$33,510,372	4
		Mar.	\$521,853	\$52,104,790	3
		Apr.	\$692,027	\$68,708,297	19
	(0	May	\$643,656	\$64,129,152	4
	2006	June	\$951,834	\$94,843,871	12
	2(	July	\$1,144,879	\$114,751,591	8
		Aug.	\$793,112	\$78,139,771	6
		Sept.	\$730,884	\$72,818,583	12
		Oct.	\$882,242	\$88,310,398	8
		Nov.	\$726,954	\$72,530,568	4
		Dec.	\$733,314	\$73,232,814	10
		Total	\$8,478,168	\$844,975,471	9

# WELCOME to my Pigeon Horge!



Gross Receipts 2005



	Month	Tax Collected @ 1%	Gross Business	% of Change
	Jan.	\$276,744	\$27,574,709	6
	Feb.	\$324,145	\$32,362,635	21
	Mar.	\$506,333	\$50,564,353	21
	Apr.	\$578,623	\$57,752,469	3
10	Мау	\$614,378	\$61,388,677	14
2005	June	\$850,128	\$84,866,978	11
20	July	\$1,073,575	\$106,672,849	8
	Aug.	\$739,498	\$739,498 \$73,799,839	
	Sept.	\$650,841	\$650,841 \$64,440,163	
	Oct.	\$818,122	\$81,624,236	-1
	Nov.	\$697,995	\$69,719,787	10
	Dec.	\$672,223	\$66,816,525	11
	Total	\$7,802,605	\$777,583,220	9
	•			

Gross Receipts 2004

	Month	Tax Collected @ 1%	Gross Business	% of Change
	Jan.	\$261,308	\$25,955,318	25
	Feb.	\$268,439	\$26,749,858	15
	Mar.	\$419,668	\$41,856,159	7
	Apr.	\$561,732	\$55,803,594	9
<del>. +</del>	May	\$542,320	\$54,058,656	1
2004	June	\$763,895	\$76,313,066	2
	July	\$985,308	\$98,421,969	8
	Aug.	\$668,474	\$66,713,010	-7
	Sept.	\$624,394	\$62,345,768	5
	Oct.	\$825,360	\$82,283,271	10
	Nov.	\$638,083	\$63,501,006	9
	Dec.	\$599,651	\$59,946,100	17
	Total	\$7,158,632	\$713,947,775	7
		•		

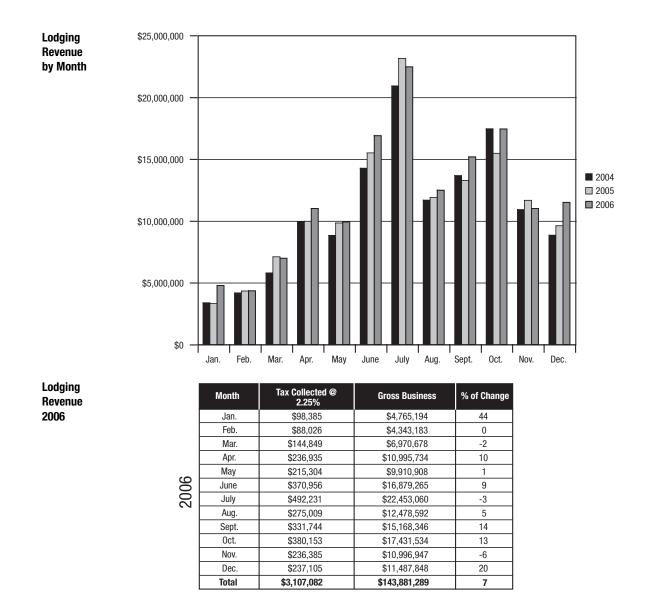
	Year	Tax Collected @ 1%	Gross Business	% of Change
	1980	\$254,149	\$50,829,810	
	1981	\$312,121	\$62,424,220	23
	1982*	\$363,462	\$72,692,468	16
	1983	\$387,350	\$77,469,922	7
	1984**	\$497,136	\$99,427,156	28
	1985	\$571,995	\$114,399,048	15
	1986***	\$840,994	\$168,198,800	47
	1987	\$2,022,531	\$202,253,111	20
	1988	\$2,411,506	\$241,150,600	19
	1989	\$2,856,524	\$290,269,620	18
เร	1990	\$3,332,716	\$338,968,868	17
ea	1991	\$3,760,096	\$379,591,349	12
>	1992	\$4,092,094	\$416,775,030	10
<sup>o</sup> rior Years	1993	\$4,364,778	\$444,476,600	7
Ρ	1994	\$4,764,157	\$485,207,146	9
	1995	\$5,192,999	\$529,302,594	9
	1996	\$5,348,104	\$545,003,939	3
	1997	\$5,676,925	\$577,160,607	6
	1998	\$6,046,490	\$615,553,460	7
	1999	\$6,223,120	\$632,445,587	3
	2000	\$6,229,004	\$634,257,297	0
	2001	\$6,454,476	\$655,548,446	3
	2002	\$6,572,615	\$670,157,344	2
	2003	\$6,670,503	\$669,854,551	0

Gross Receipts Prior Years

\*Worlds' Fair in Knoxville \*\*City Ad Campaign's Beginning Results \*\*\*Year of Dollywood Opening

# **LODGING REVENUE 2006**

Once again in 2006, lodging is the largest contributor to gross business receipts in Pigeon Forge. 2 1/4 percent of all lodging receipts goes directly to the city. In 2006, lodging revenues increased 7 percent over 2005. The increase correlates to increased visitation and a slight increase in average daily rate (71 cents). Average occupancy in Pigeon Forge was comparable to 2005 (65.1 percent). National occupancy rates in 2006 were 63.1 percent.



# WELCOME to my Pigeon Forge!





Month	Tax Collected @ 2.25%	Gross Business	% of Change
Jan.	\$67,434	\$3,315,687	-2
Feb.	\$88,271	\$4,330,024	4
Mar.	\$146,642	\$7,094,951	23
Apr.	\$211,951	\$9,959,878	0
May	\$213,327	\$9,830,132	11
June	\$339,382	\$15,496,727	9
July	\$510,851	\$23,135,961	11
Aug.	\$260,402	\$11,876,536	2
Sept.	\$290,274	\$13,268,343	-3
Oct.	\$335,817	\$15,458,038	-11
Nov.	\$250,698	\$11,664,840	7
Dec.	\$199,827	\$9,610,202	9
Total	\$2,914,876	\$135,041,319	4
	Jan. Feb. Mar. Apr. May June July Aug. Sept. Oct. Nov. Dec.	Authin 2.25%   Jan. \$67,434   Feb. \$88,271   Mar. \$146,642   Apr. \$211,951   May \$213,327   June \$339,382   July \$510,851   Aug. \$260,402   Sept. \$290,274   Oct. \$335,817   Nov. \$250,698   Dec. \$199,827	Monti 2.25% difus busiliess   Jan. \$67,434 \$3,315,687   Feb. \$88,271 \$4,330,024   Mar. \$146,642 \$7,094,951   Apr. \$211,951 \$9,959,878   May \$213,327 \$9,830,132   June \$339,382 \$15,496,727   July \$510,851 \$23,135,961   Aug. \$260,402 \$11,876,536   Sept. \$290,274 \$13,268,343   Oct. \$335,817 \$15,458,038   Nov. \$250,698 \$11,664,840   Dec. \$199,827 \$9,610,202

## Lodging Revenue 2005

Lodging Revenue 2004

	Month	Tax Collected @ 2.25%	Gross Business	% of Change
	Jan.	\$68,675	\$3,373,032	39
2004	Feb.	\$87,068	\$4,180,228	29
	Mar.	\$119,336	\$5,783,670	9
	Apr.	\$216,900	\$9,946,001	13
	Мау	\$194,322	\$8,824,059	-6
	June	\$317,255	\$14,259,694	-5
	July	\$462,663	\$20,912,301	7
	Aug.	\$257,184	\$11,681,220	-17
	Sept.	\$300,433	\$13,654,652	5
	Oct.	\$381,951	\$17,442,648	3
	Nov.	\$238,146	\$10,910,507	10
	Dec.	\$183,114	\$8,843,090	13
	Total	\$2,827,047	\$129,811,102	3

	Year	Tax Collected @ 2.25%	Gross Business	% of Change
Prior Years	1980	\$148,995	\$7,448,735	
	1981	\$189,106	\$9,455,295	27
	1982	\$299,017	\$14,950,862	58
	1983	\$271,857	\$13,592,861	-9
S	1984	\$355,586	\$17,779,316	31
	1985	\$396,466	\$19,823,500	12
	1986*	\$543,613	\$27,180,650	37
	1987	\$712,100	\$32,315,558	19
	1988	\$844,742	\$844,742 \$37,544,087	
	1989	\$930,326 \$42,853,590		14
ar	1990	\$1,042,824	\$47,931,788	12
Ye	1991	\$1,186,197	\$54,360,646	13
or	1992	\$1,277,250	\$59,397,384	9
Ž	1993	\$1,431,788	\$65,692,290	11
	1994	\$1,572,397	\$72,727,204	11
	1995	\$1,795,225	\$83,486,467	15
	1996	\$1,876,979	\$86,948,163	4
	1997	\$1,970,902	\$91,552,044	5
	1998	\$2,277,150	\$105,672,788	15
	1999	\$2,385,688	\$110,505,592	5
	2000	\$2,449,525	\$113,513,653	3
	2001	\$2,587,831	\$120,123,317	6
	2002	\$2,687,563	\$124,773,760	4
	2003	\$2,744,415	\$125,443,146	1

## Lodging Revenue Prior Years

\*Year of Dollywood Opening

# LODGING UNIT COUNTS/BUILDING PERMITS 2006

Lodging Unit Counts 2006

Lodging	2006 Total # Units	2005 Total # Units
Motels/Hotels	8,501	8,520
Bed & Breakfast Inns	13	13
Cottages/Condos/Chalets (Inside City Limits)	1,669	1,343
Timeshares	561	561
Campground Sites	1,940	1,864
Total Lodging	12,684	12,301

## **Building Permits**

A total of 223 building permits were issued in 2006, with a self-reported construction value of \$83.9 million.

While total permits issued were down slightly, self-reported value was up 38 percent over 2005 figures.

Commercial Building Permits

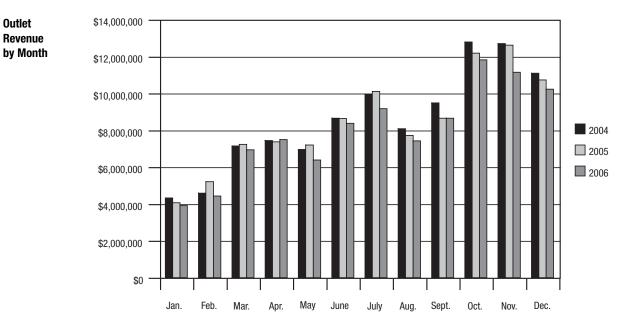
Residential Building Permits

	Year	Permits Issued	Building Cost	
	2006	173	\$72,178,644	
	2005	176	\$64,443,478	
	2004	215	\$46,413,956	
	2003	139	\$29,943,389	
	2002	144	\$20,820,974	
	2001	143	\$20,687,656	
	2000	120	\$40,195,561	
a	1999	119	\$39,015,937	ਯ
Commercia	1998	99	\$22,273,170	nti
ne	1997	127	\$28,889,166	Residentia
nr	1996	118	\$22,090,088	SiC
Sol	1995	80	\$27,416,639	l a
0	1994	92	\$27,893,148	
	1993	86	\$18,398,484	
	1992	67	\$11,203,755	
	1991	81	\$13,752,970	
	1990	71	\$20,940,053	
	1989	94	\$16,108,338	
	1988	75	\$13,582,587	
	1987	101	\$25,671,973	

Year	Permits Issued	Building Cost
2006	50	\$11,705,992
2005	61	\$6,255,588
2004	77	\$5,462,427
2003	43	\$3,911,000
2002	70	\$5,108,100
2001	43	\$3,422,551
2000	38	\$3,813,650
1999	53	\$5,473,068
1998	44	\$1,636,650
1997	34	\$1,867,144
1996	47	\$2,580,500
1995	63	\$6,752,490
1994	38	\$852,400
1993	30	\$4,316,529
1992	37	\$869,650
1991	22	\$453,950
1990	30	\$1,166,771
1989	33	\$721,934
1988	43	\$1,118,363
1987	52	\$2,317,433

# **OUTLET REVENUE 2006**

As in 2005, outlet shopping was the only sector that experienced a decline in revenues in 2006, dropping 6 percent from the previous year. Competition within Sevier County and in our visitors' home markets has contributed to this decrease. While the outlet sector has declined in recent years, both the craft/gift/specialty sector and the retail/services sectors of the Pigeon Forge economy continue to experience strong growth.



Outlet Revenue 2006

	Month	Gross Business	% of Change
	Jan.	\$3,918,567	-3
	Feb.	\$4,435,803	-15
	Mar.	\$6,931,234	-4
	Apr.	\$7,486,387	1
	May	\$6,386,253	-11
9	June	\$8,369,828	-3
2006	July	\$9,175,514	-9
2(	Aug.	\$7,431,756	-4
	Sept.	\$8,660,296	0
	Oct.	\$11,822,802	-3
	Nov.	\$11,146,080	-12
	Dec.	\$10,234,345	-5
	Total	\$95,998,865	-6

# WELCOME to my Pigeon Gorge!





	Month	Gross Business	% of Change
	Jan.	\$4,058,493	-6
	Feb.	\$5,209,641	14
	Mar.	\$7,237,186	1
	Apr.	\$7,377,383	-1
	Мау	\$7,205,304	4
2 2	June	\$8,633,814	0
2005	July	\$10,099,327	2
Ñ	Aug.	\$7,718,939	-4
	Sept.	\$8,654,754	-9
	Oct.	\$12,182,801	-5
	Nov.	\$12,617,016	-1
	Dec.	\$10,734,994	-3
	Total	\$101,729,652	-1

### Outlet Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$4,325,697	9
	Feb.	\$4,578,457	-5
	Mar.	\$7,143,618	-8
	Apr.	\$7,447,449	-12
	May	\$6,957,057	-13
4	June	\$8,651,476	-12
2004	July	\$9,942,182	-10
2(	Aug.	\$8,077,747	-11
	Sept.	\$9,475,041	-6
	Oct.	\$12,791,005	-3
	Nov.	\$12,694,009	-2
	Dec.	\$11,097,469	8
	Total	\$103,181,207	-6

### Outlet Revenue 2004

	Year	Gross Business	% of Change
	1990	\$122,140,695	25
	1991	\$139,234,376	14
	1992	\$147,275,270	6
	1993	\$147,224,207	0
	1994	\$153,690,009	4
ars	1995	\$156,712,084	2
(e	1996	\$157,358,503	0
Prior Years	1997	\$165,020,325	5
	1998	\$161,975,449	-2
Р	1999	\$153,586,288	-5
	2000	\$141,679,069	-8
	2001	\$129,343,147	-9
	2002	\$121,262,335	-6
	2003	\$109,342,382	-10

Outlet Revenue Prior Years



# **TOURISM OVERVIEW**

## Pigeon Forge Business Receipts Near \$845 Million

Pigeon Forge has once again set a new record for gross receipts collected from tourism industry related businesses. In 2006, more than \$844 million was generated in Pigeon Forge. This is a nine percent increase compared to 2005. Overnight visitation to the city also increased in 2006. For the year, more than 3,000,000 people stayed overnight in Pigeon Forge. This is nearly a 5 percent increase compared to 2005.

Dollywood, drawing more than 2.4 million guests in 2006, continues to be both the city's and the state's largest single tourism attraction. Dollywood's Splash Country, another of the top 25 most visited attractions in Tennessee, had 410,000 visitors in 2006.

The increase in both revenues and visitation may in part be attributed to several new additions to the city. The Miracle Theater opened its doors in early 2006, replacing the Louise Mandrell Theater. Also in the year's second quarter, WonderWorks added a popular new attraction to Pigeon Forge. Another new Parkway attraction in 2006 was Helicopter Headquarters, recently renamed Helicopter Whirl'd Adventures. In late 2006, the Boyd's Bear Company Pigeon Forge store closed as the

company headquarters restructured its business model. This likely will impact the craft/gift/specialty sector in 2007.

## 2007: City Growth

As the city continues to grow, 2007 will bring several new additions to the city. The Inn at Christmas Place will add another lodging option by mid-2007. Off of the Parkway, Zorb will provide visitors with a new attraction based on a popular New Zealand activity. Mystery Beyond Belief will add a new show to Pigeon Forge, replacing the recently closed Old Smoky Hoedown. Coming to Walden's Landing Phase 2 this year will be Smoky Mountain Harley-Davidson, a full service Harley store. Several new restaurant additions will include Little Tokyo, Sonic Drive-in, Starbucks, Texas Roadhouse, McAlister's Gourmet Deli, Chili's and Country Legends Grill.

Dollywood, now celebrating its 22-year anniversary, will add the new Mystery Mine rollercoaster in 2007. And Dollywood's Splash Country guests will see The Cascades, including a leisure pool, four slides and other interactive elements. These additions, along with our existing product mix, will ensure that Pigeon Forge remains one of the top destinations in the Southeast.





## Tourism in the United States

- Domestic and international travelers spent \$653.8 billion in the United States during 2005, an increase of 7.7 percent from 2004.
- The U.S. foodservice industry performed much better than most other travel-related sectors in 2005, with sales rising 6.8 percent to nearly \$400 billion.
- Domestic and international travel spending directly generated over 7.5 million jobs for the industry in 2005, an 0.8 percent increase from 2004.
- According to U.S. Census Bureau revised data, amusement and recreation services earned a record \$165.2 billion in total 2005 receipts, up 4.2 percent over 2004. Total employment increased 2.2 percent to nearly 1.9 million. In 2006, total sales were predicted to increase another 4.6 percent to \$172.9 billion and total employment is expected to increase 2.0 percent.

Source: The Economic Review of Travel in America

## **Tourism in Tennessee**

- In 2005, more than 48.9 million visitors traveled to Tennessee. This number was up almost 12 percent when compared to 2004 figures. This will move Tennessee to 11th in the nation in terms of domestic visitors.
- Of the total person trips (overnight and day trips) occurring in the United States in 2005, 2.5 percent of these trips were to the State of Tennessee.
- In 2005, \$12.4 billion dollars were generated by tourism in Tennessee, up more than 8.3 percent, or a billion dollar increase, from 2004 figures.
- Tourism in the state of Tennessee helped to generate 178,100 jobs in 2005, including both full- and seasonal/part-time jobs.
- The total household party size traveling to Tennessee was 2.0 persons in 2005. Average length of stay was 1.6 nights and average instate expenditure per trip was \$405.

#### Source:

Tennessee Department of Tourist Development and TravelScope

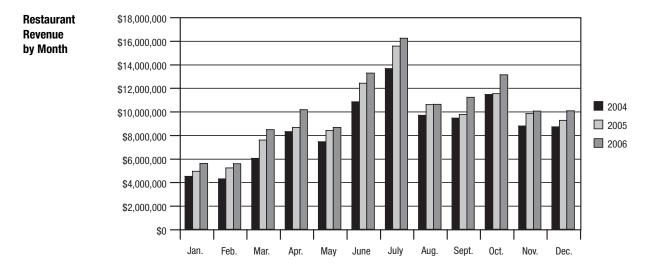
Area	1980 Population	1990 Population	2000 Population	Current Estimate
Pigeon Forge	1,822	3,027	5,083	5,784
Gatlinburg	3,500	3,417	3,382	4,426
Sevierville	5,444	7,178	11,757	14,788
Sevier County	41,418	51,043	71,170	79,282
Tennessee	4,591,120	4,877,185	5,689,283	6,038,803

### POPULATION GROWTH

Source: U.S. Bureau of the Census

# **RESTAURANT REVENUE 2006**

As the restaurant offerings have continued to increase in Pigeon Forge, revenues produced by this sector have continued to grow. Once again, 2006 was no exception with 8 percent growth. While several new restaurants were added in 2005, the only major addition in 2006 was No Way Jose's Mexican Restaurant. As the number of visitors continues to increase, the dining options increase accordingly. New additions in 2007 will include Little Tokyo, Sonic Drive-in, Starbucks, Texas Roadhouse, McAlister's Gourmet Deli, Chili's and Country Legends Grill (replacing Alabama Grill).



Restaurant
Revenue
2006

	Month	Gross Business	% of Change
	Jan.	\$5,592,262	14
	Feb.	\$5,569,217	7
	Mar.	\$8,443,675	12
	Apr.	\$10,146,206	17
	Мау	\$8,633,707	3
9	June	\$13,257,513	7
2006	July	\$16,216,124	4
2	Aug.	\$10,602,783	0
	Sept.	\$11,197,179	15
	Oct.	\$13,105,816	14
	Nov.	\$10,023,041	2
	Dec.	\$10,053,004	9
	Total	\$122,840,527	8

# WELCOME to my Pigeon Aorge!





	Month	Gross Business	% of Change
	Jan.	\$4,915,565	10
	Feb.	\$5,209,764	22
	Mar.	\$7,567,176	26
	Apr.	\$8,652,694	4
	May	\$8,388,493	13
2	June	\$12,398,367	15
2005	July	\$15,539,613	14
3	Aug.	\$10,570,432	9
	Sept.	\$9,747,172	3
	Oct.	\$11,512,680	1
	Nov.	\$9,800,620	12
	Dec.	\$9,241,094	6
	Total	\$113,543,670	10

#### Restaurant Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$4,480,004	25
	Feb.	\$4,281,721	27
	Mar.	\$6,018,075	6
	Apr.	\$8,285,167	15
	May	\$7,419,674	1
4	June	\$10,825,938	6
2004	July	\$13,630,340	9
2	Aug.	\$9,669,770	0
	Sept.	\$9,435,499	6
	Oct.	\$11,446,717	9
	Nov.	\$8,764,952	11
	Dec.	\$8,692,315	25
	Total	\$102,950,172	10

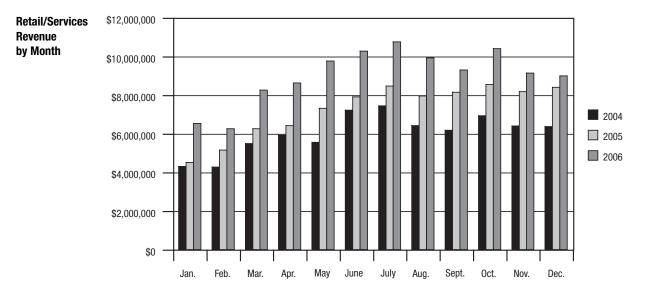
### Restaurant Revenue 2004

	Year	Gross Business	% of Change
	1990	\$44,068,253	10
	1991	\$48,004,868	9
	1992	\$53,891,441	12
	1993	\$58,927,028	9
	1994	\$67,668,291	15
Prior Years	1995	\$73,880,879	9
/eg	1996	\$75,419,545	2
L)	1997	\$83,209,974	10
Lio	1998	\$90,392,778	9
Р	1999	\$89,052,931	-1
	2000	\$88,338,175	-1
	2001	\$93,298,144	6
	2002	\$95,231,679	2
	2003	\$93,773,453	-2

### Restaurant Revenue Prior Years

# **RETAIL/SERVICES REVENUE 2006**

This sector has experienced doubledigit growth for the past five years, including a 24 percent jump in 2006. New additions, including Walgreen's and CVS pharmacies, over the past few years have been a contributing factor in this growth. As Walden's Landing expands into Phase 2, additional shops will open, helping to grow this category. Large developments on the horizon, including Belle Island Village, Pigeon Falls Village and Main Street Marketplace, will offer visitors more retail options than ever.



<b>Retail/Services</b>
Revenue
2006

	Month	Gross Business	% of Change
	Jan.	\$6,523,245	44
	Feb.	\$6,261,563	21
	Mar.	\$8,260,711	32
	Apr.	\$8,629,376	34
	Мау	\$9,764,816	33
90	June	\$10,268,764	30
2006	July	\$10,752,346	27
2	Aug.	\$9,924,341	25
	Sept.	\$9,288,753	14
	Oct.	\$10,395,953	22
	Nov.	\$9,139,380	12
	Dec.	\$8,987,065	7
	Total	\$108,196,313	24

# WELCOME to my Pigeon Aorge!





	Month	Gross Business	% of Change
	Jan.	\$4,514,422	5
	Feb.	\$5,159,353	21
	Mar.	\$6,251,643	14
	Apr.	\$6,420,964	9
	May	\$7,318,347	32
5	June	\$7,910,476	10
2005	July	\$8,465,489	14
2	Aug.	\$7,952,175	24
	Sept.	\$8,136,489	32
	Oct.	\$8,544,832	23
	Nov.	\$8,176,358	28
	Dec.	\$8,407,751	32
	Total	\$87,258,299	20

### Retail/Services Revenue 2005

	Month	Gross Business	% of Change
	Jan.	\$4,310,111	39
	Feb.	\$4,269,793	17
	Mar.	\$5,493,233	19
	Apr.	\$5,913,823	4
	May	\$5,550,922	4
4	June	\$7,209,519	18
2004	July	\$7,446,932	10
2	Aug.	\$6,409,067	13
	Sept.	\$6,170,980	-3
	Oct.	\$6,924,679	7
	Nov.	\$6,407,075	17
	Dec.	\$6,373,924	28
	Total	\$72,480,058	13

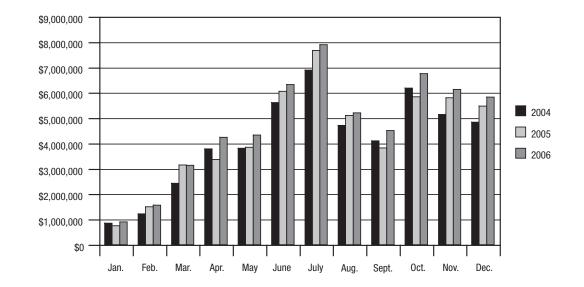
### Retail/Services Revenue 2004

	Year	Gross Business	% of Change
	1994	\$21,835,337	N/A
	1995	\$27,928,592	28
6	1996	\$27,550,608	-1
ar	1997	\$25,380,636	-8
Prior Years	1998	\$33,010,890	30
	1999	\$43,426,952	32
ric	2000	\$44,969,871	4
Δ_	2001	\$48,028,666	7
	2002	\$55,569,729	16
	2003	\$64,203,851	16

Retail/Services Revenue Prior Years

# **THEATER REVENUE 2006**

Theater sector revenues have grown by 155 percent since we began tracking them a decade ago. Due to increased visitation during the Winterfest months, some additional theaters now stay open in January and February. Along with the increased number of visitors during January, more open theaters contributed to the 20 percent growth during that month.



Theater Revenue 2006

Theater Revenue

by Month

	Month	Gross Business	% of Change
	Jan.	\$896,258	20
	Feb.	\$1,563,293	4
	Mar.	\$3,136,773	-1
	Apr.	\$4,238,605	26
	May	\$4,326,729	13
90	June	\$6,316,553	4
2006	July	\$7,893,919	3
$\sim$	Aug.	\$5,208,122	2
	Sept.	\$4,505,801	18
	Oct.	\$6,757,494	10
	Nov.	\$6,135,731	6
	Dec.	\$5,821,913	6
	Total	\$56,801,191	8

# WELCOME to my Pigeon Gorge!





	Month	Gross Business	% of Change
	Jan.	\$745,879	-13
	Feb.	\$1,501,328	23
	Mar.	\$3,153,459	30
	Apr.	\$3,365,081	-11
	May	\$3,843,797	1
5	June	\$6,057,040	8
2005	July	\$7,664,590	11
2	Aug.	\$5,107,028	8
	Sept.	\$3,821,458	-7
	Oct.	\$5,838,916	-6
	Nov.	\$5,805,650	13
	Dec.	\$5,476,532	13
	Total	\$52,380,758	6

### Theater Revenue 2005

	Month	Gross Business	% of Change		
2004	Jan.	\$854,041	26		
	Feb.	\$1,222,136	8		
	Mar.	\$2,425,534	4		
	Apr.	\$3,780,328	7		
	May	\$3,806,387	1		
	June	\$5,611,398	4		
	July	\$6,892,296	-1		
	Aug.	\$4,707,839	-7		
	Sept.	\$4,104,307	10		
	Oct.	\$6,181,246	5		
	Nov.	\$5,146,647	2		
	Dec.	\$4,836,092	9		
	Total	\$49,568,251	3		

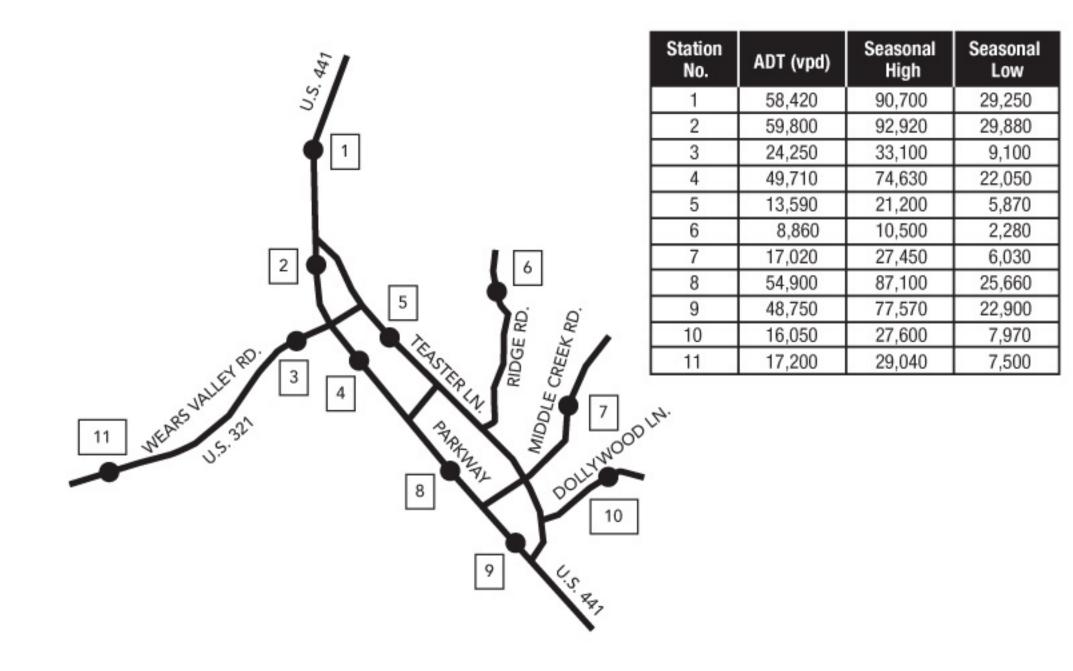
### Theater Revenue 2004

Prior Years	Year	Gross Business	% of Change			
	1996	\$22,249,841	N/A			
	1997	\$28,448,487	28			
	1998	\$32,922,581	16			
	1999	\$33,975,605	3			
	2000	\$33,837,352	0			
	2001	\$35,504,439	5			
	2002	\$44,265,731	25			
	2003	\$47,903,116	8			

### Theater Revenue Prior Years

WELCOME to my Pigeon Porge!

# **TRAFFIC COUNT DATA**





Source: Tennessee Department of Transportation & Wilbur Smith Associates (2005)

WELCOME to my Pigeon Forge!



# **SEVIER COUNTY UNEMPLOYMENT RATES 2006**

While unemployment rates have always been low during summer and fall in Sevier County, winter months used to mean closed businesses and high unemployment rates. However, since the inception of Winterfest, the months of January

and February have continued to see lower unemployment rates each year. As visitation continues to increase throughout the year, we anticipate more businesses staying open year round, leading to more people being employed year round.

Month	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996
JAN.	9.3%	10.8%	11.0%	10.4%	11.1%	9.6%	9.6%	15.5%	15.5%	18.1%	16.7%
FEB.	9.0%	10.7%	9.7%	9.6%	10.1%	9.1%	9.7%	13.9%	14.2%	17.2%	17.4%
MAR.	7.4%	9.0%	8.9%	8.1%	8.6%	8.0%	7.7%	12.6%	13.4%	15.0%	14.7%
APR.	5.3%	5.6%	5.5%	5.4%	5.3%	5.2%	4.4%	6.8%	7.8%	8.6%	8.3%
MAY	4.6%	4.9%	4.7%	4.5%	4.4%	3.8%	3.6%	4.0%	4.6%	5.7%	5.8%
JUNE	4.9%	4.9%	4.9%	4.9%	4.5%	4.2%	3.7%	3.5%	3.8%	5.1%	4.3%
JULY	4.6%	4.3%	4.7%	4.1%	4.1%	3.9%	3.4%	2.8%	2.9%	3.6%	3.8%
AUG.	4.6%	4.3%	4.8%	4.3%	4.1%	4.2%	3.4%	3.0%	3.0%	3.5%	3.0%
SEPT.	3.5%	4.1%	4.6%	4.3%	3.9%	3.8%	3.1%	2.8%	3.0%	3.5%	3.6%
OCT.	3.4%	4.3%	4.6%	4.3%	4.0%	4.1%	3.4%	3.5%	3.6%	3.7%	4.2%
NOV.	4.1%	4.9%	5.2%	5.0%	4.8%	4.9%	4.4%	5.0%	4.9%	6.1%	7.0%
DEC.	4.2%	5.1%	5.8%	5.3%	5.2%	5.3%	4.9%	5.6%	5.5%	7.0%	8.0%
AVG.	5.4%	6.0%	6.2%	5.8%	5.7%	5.5%	5.0%	6.4%	6.7%	8.3%	8.0%