

MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending: February 29, 2020



Bay County
Tourist Development Council

Clerk of Court & Comptroller

Report for Month Ending

February 29, 2020

March 31, 2020

Tourist Development Council
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the five months ending February 29, 2020. Reports included herein include the following:

1. The "Cash Collection Analysis" report reflects actual dollars collected for the period and may include monies for past due taxes from previous reporting periods. This is typically the result of enforcement actions and/or payments against delinquent accounts.
2. The "Cash/Accrual Breakdown" represents the attribution of collected revenue. As collection is an ongoing process, numbers will change as earnings are applied to the period in which they were earned.
3. Statistical and graphic data are presented in accordance with guidelines established by Florida Statute and are based on Gross Rental Receipts reported.
4. Per request of Management of TDC, a Fiscal Year 2020 to Fiscal Year 2018 Revenue Comparison in response to the economic anomaly due to Hurricane Michael for Panama City Beach.

Please be advised that there are inherent limitations to these reports that include but are not limited to:

1. All information is unaudited.
2. Statistical and graphic reports are only for Panama City Beach as Mexico Beach and Panama City have limited property counts.
3. "Gross Receipts" represent only one element in the calculation of the taxes owed.
4. Third party data obtained to provide enhanced statistical data, such as bedroom count, is outside these regulations.
5. All statistics are based upon tax returns that have been submitted and paid, even when there is no income to report. Statistics are subject to change due to subsequent collections and future enforcement action.
6. Unit counts for hotels, motels, and miscellaneous properties are obtained from representatives of those properties.
7. Miscellaneous properties include campgrounds, apartments, duplex / multifamily and timeshare properties.

If I can be of further assistance to the Council, or should you wish to discuss this report further, please do not hesitate to contact me.

Sincerely,

Bill Kinsaul

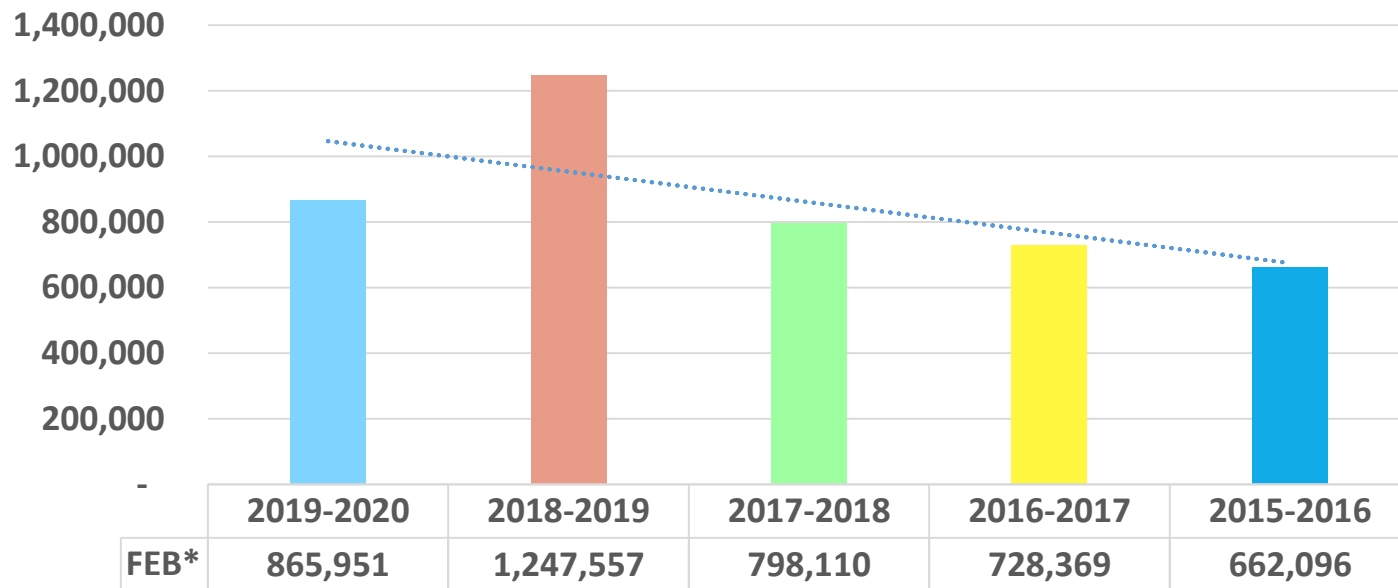
Clerk of Court and Comptroller



Bay County
Tourist Development Council

Cash Collection Analysis: Panama City Beach

For the month ending
February 29, 2020

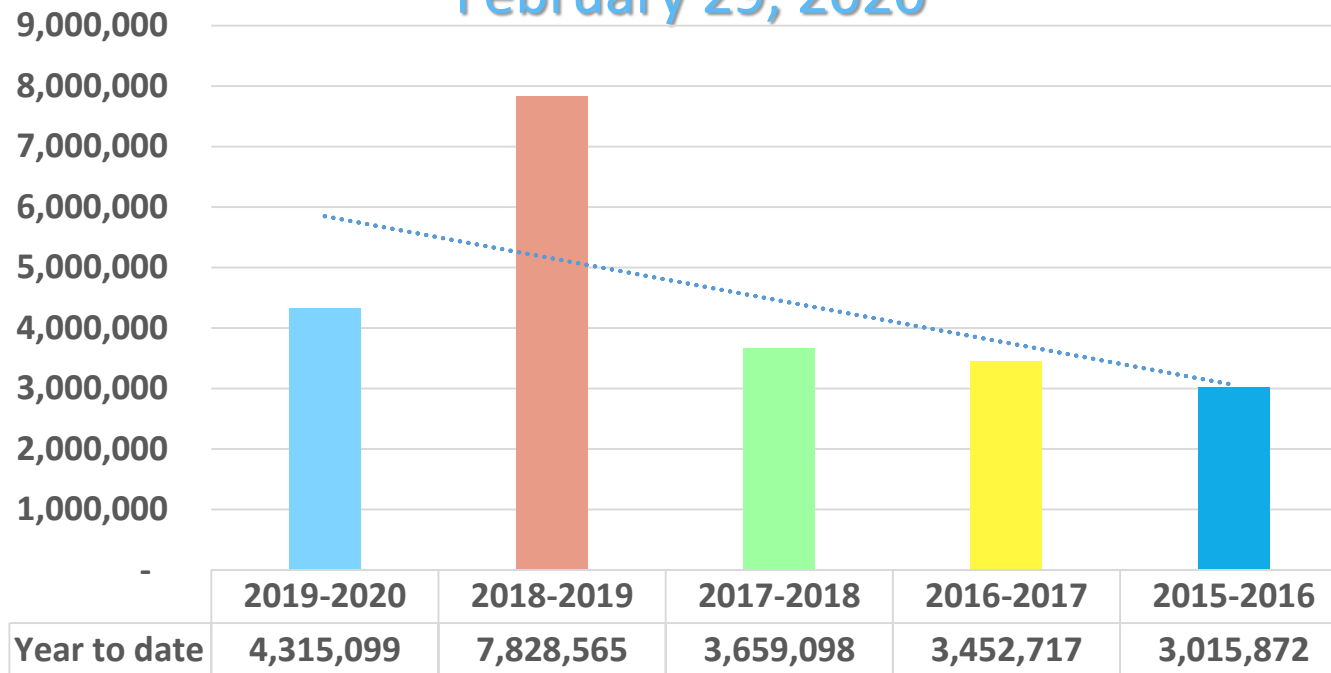


***See Page 5 - Tourist Development Council: Management Report for FY 2020 to FY 2018 Comparison**

***Note:** This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column in the Cash/Accrual Breakdown.

Cash Collection Analysis: Panama City Beach

Five months ending
February 29, 2020



***See Page 5 - Tourist Development Council: Management Report for FY 2020 to FY 2018 Comparison**

***Note:** This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column in the Cash/Accrual Breakdown.

Tourist Development Council : Management Report

Revenue Comparison: Fiscal Year 2020 to Fiscal Year 2018

Economic Anomaly Due to Hurricane Michael

Management Report

Panama City Beach

		Collected in					FY 2020 Total	FY 2018 Total - as originally reported (2)	+/-	FY 2018 Total - Final (3)	+/-
		Nov	Dec	Jan	Feb	Mar					
Attributed period	Pre	\$ 40,606	\$ 8,245	\$ 9,365	\$ 14,283	\$ 5,037	\$ 77,536				
	Oct	\$ 1,501,883	\$ 17,163	\$ 17,117	\$ 1,636	\$ 297	\$ 1,538,096	1,274,514	20.7%	1,289,618	19.3%
	Nov	\$ 2,224	\$ 589,841	\$ 11,905	\$ 7,617	\$ 16,940	\$ 628,527	571,798	9.9%	572,844	9.7%
	Dec		\$ 6,464	\$ 534,799	\$ 17,423	\$ 8,243	\$ 566,929	422,624	34.1%	473,372	19.8%
	Jan		\$ 269	\$ 6,507	\$ 646,903	\$ 13,576	\$ 667,255	494,722	34.9%	506,151	31.8%
	Feb		\$ 82	\$ 603	\$ 13,101	\$ 812,514	\$ 826,300	775,692	6.5%	788,428	0.0%
	Mar		\$ 97	\$ 335	\$ 567	\$ 9,344	\$ 10,342		0.0%	1,785,877	0.0%
	Apr	\$ 36		\$ 78			\$ 114		0.0%	1,704,458	0.0%
	May						\$ -		0.0%	2,250,438	0.0%
	Jun						\$ -		0.0%	4,464,210	0.0%
	Jul						\$ -		0.0%	5,082,311	0.0%
	Aug						\$ -		0.0%	2,375,685	0.0%
	Sep						\$ -		0.0%	1,771,480	0.0%
	Post						\$ -		0.0%	1,771,481	0.0%
	TOTAL	\$ 1,544,749	\$ 622,162	\$ 580,708	\$ 701,529	\$ 865,951	\$ 4,315,099	\$ 3,539,351	21.9%		

NOTE: This report was created, at the Request of Management of the Tourist Development Council, to factor out the economic anomaly related to Hurricane Michael. This report benchmarks Fiscal Year 2020 off of Fiscal Year 2018.

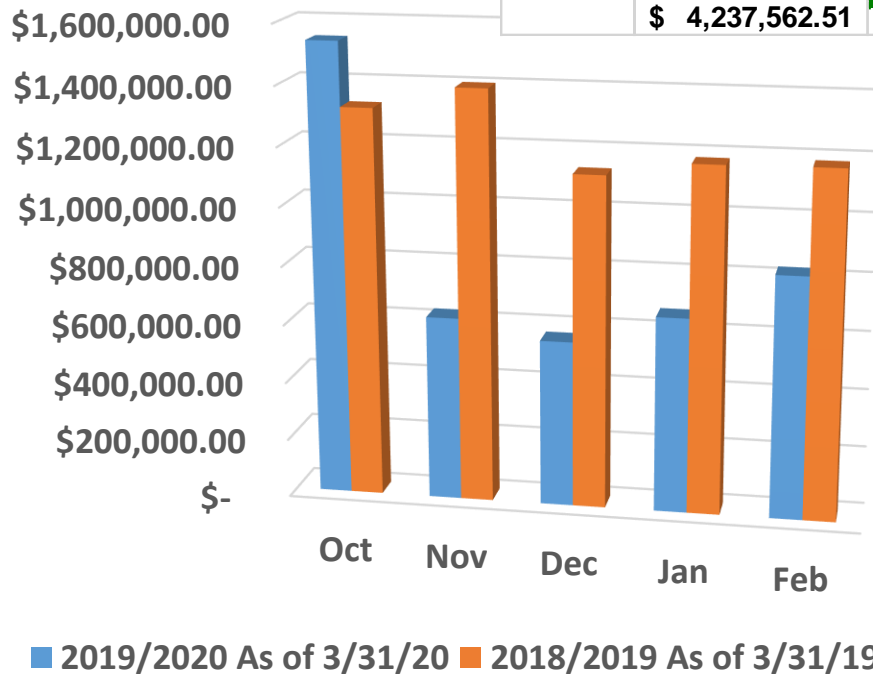
NOTE(2): "FY 2018 Total - as originally reported" column is reporting data as originally reported from the corresponding month in FY 2018

NOTE(3): "FY 2018 Total - Final" column captures all of the funds for the corresponding month in FY 2018, regardless of when the funds were collected

Accrual Attribution Data

Panama City Beach

Accrual Attribution Data					
	<u>2019/2020 As of</u> <u>3/31/20</u>	<u>2018/2019 As of</u> <u>3/31/19</u>	<u>Variance</u>	<u>Variance %</u> *	<u>2018/2019</u> <u>FINAL 3/31/20</u>
Oct	\$ 1,538,096.18	\$ 1,322,936.42	\$ 215,159.76	16.26%	\$ 1,324,337.37
Nov	\$ 628,527.47	\$ 1,398,315.28	\$ (769,787.81)	-55.05%	\$ 1,399,006.63
Dec	\$ 566,928.87	\$ 1,129,728.14	\$ (562,799.27)	-49.82%	\$ 1,171,627.27
Jan	\$ 667,254.79	\$ 1,177,298.99	\$ (510,044.20)	-43.32%	\$ 1,187,943.59
Feb	\$ 826,299.64	\$ 1,180,693.17	\$ (354,393.53)	-30.02%	\$ 1,213,816.58
Mar-Sep	\$ 10,455.56	\$ 1,200,895.25			
	\$ 4,237,562.51	\$ 7,409,867.25	\$ (1,991,611.57)	-26.88%	\$ 6,296,731.44



*Per request of the TDC, as a result of the Economic Anomaly created by Hurricane Michael in FY 2019, FY 2020 data is compared to FY 2018 data. Please refer to Page 5, The Tourist Development Council: Management Report, included in this presentation.

Cash / Accrual Breakdown

Panama City Beach

FY2020

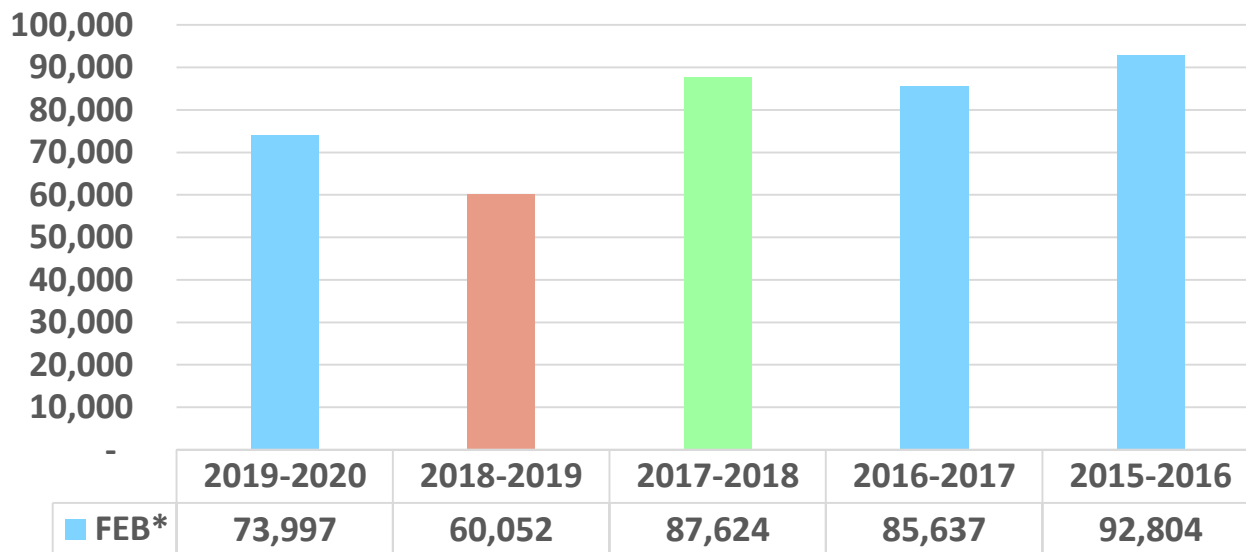
Attributed period	Collected in						
		<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
	Pre	\$ 40,606.28	\$ 8,245.26	\$ 9,365.23	\$ 14,282.75	\$ 5,036.71	\$ 77,536.23
	Oct	\$ 1,501,883.08	\$ 17,163.42	\$ 17,116.68	\$ 1,635.64	\$ 297.36	\$ 1,538,096.18
	Nov	\$ 2,223.83	\$ 589,841.48	\$ 11,904.92	\$ 7,617.22	\$ 16,940.02	\$ 628,527.47
	Dec		\$ 6,464.10	\$ 534,798.58	\$ 17,423.12	\$ 8,243.07	\$ 566,928.87
	Jan		\$ 268.53	\$ 6,507.08	\$ 646,902.89	\$ 13,576.29	\$ 667,254.79
	Feb		\$ 82.47	\$ 602.58	\$ 13,100.88	\$ 812,513.71	\$ 826,299.64
	Mar		\$ 96.52	\$ 334.87	\$ 566.62	\$ 9,343.55	\$ 10,341.56
	Apr	\$ 36.00		\$ 78.00			\$ 114.00
	May						\$ -
	Jun						\$ -
	Jul						\$ -
	Aug						\$ -
	Sep						\$ -
	Post						\$ -
	\$ 1,544,749.19	\$ 622,161.78	\$ 580,707.94	\$ 701,529.12	\$ 865,950.71	\$ 4,315,098.74	

*Note: This report delineates the attribution of collected revenue in a given reporting period.

Cash Collection Analysis:

Panama City

For the month ending
February 29, 2020

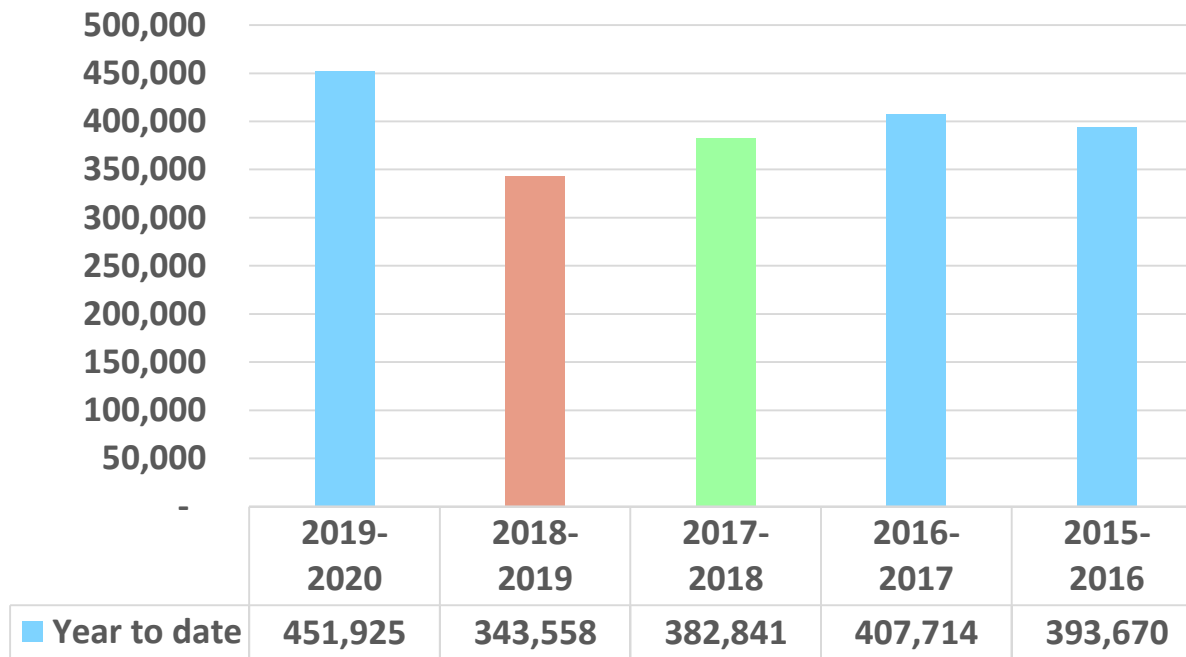


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Cash Collection Analysis:

Panama City

Five months ending
February 29, 2020

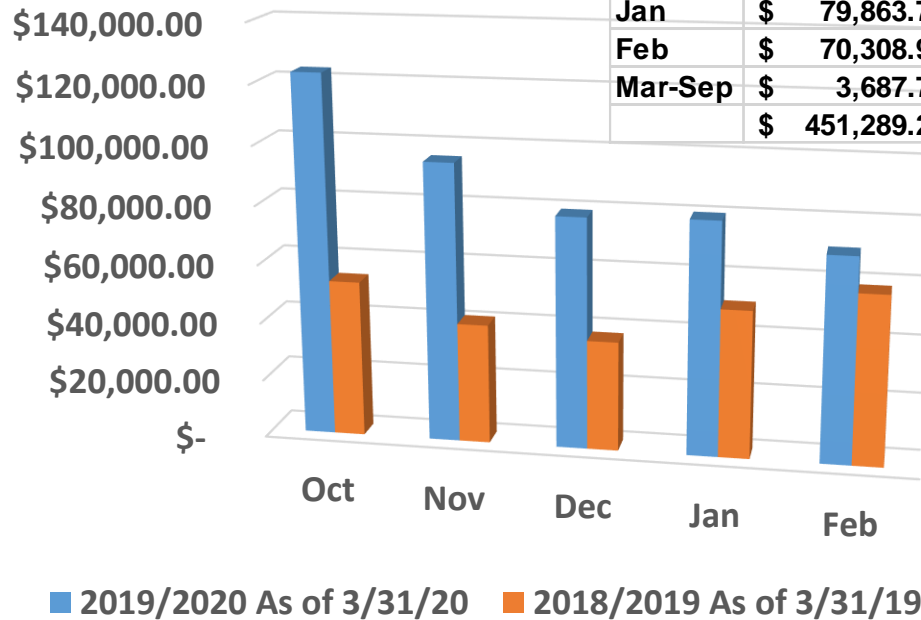


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Accrual Attribution Data

Panama City

Accrual Attribution Data					
	<u>2019/2020 As of 3/31/20</u>	<u>2018/2019 As of 3/31/19</u>	<u>Variance</u>	<u>Variance %</u>	<u>2018/2019 FINAL 3/31/20</u>
Oct	\$ 123,225.69	\$ 53,465.19	\$ 69,760.50	130.48%	\$ 53,465.19
Nov	\$ 95,203.28	\$ 40,942.54	\$ 54,260.74	132.53%	\$ 40,942.54
Dec	\$ 78,999.83	\$ 37,527.04	\$ 41,472.79	110.51%	\$ 40,885.58
Jan	\$ 79,863.76	\$ 50,642.49	\$ 29,221.27	57.70%	\$ 50,642.49
Feb	\$ 70,308.95	\$ 58,225.30	\$ 12,083.65	20.75%	\$ 59,891.56
Mar-Sep	\$ 3,687.78	\$ 151.37			
	\$ 451,289.29	\$ 240,953.93	\$ 210,335.36	87.29%	\$ 245,827.36



Cash / Accrual Breakdown

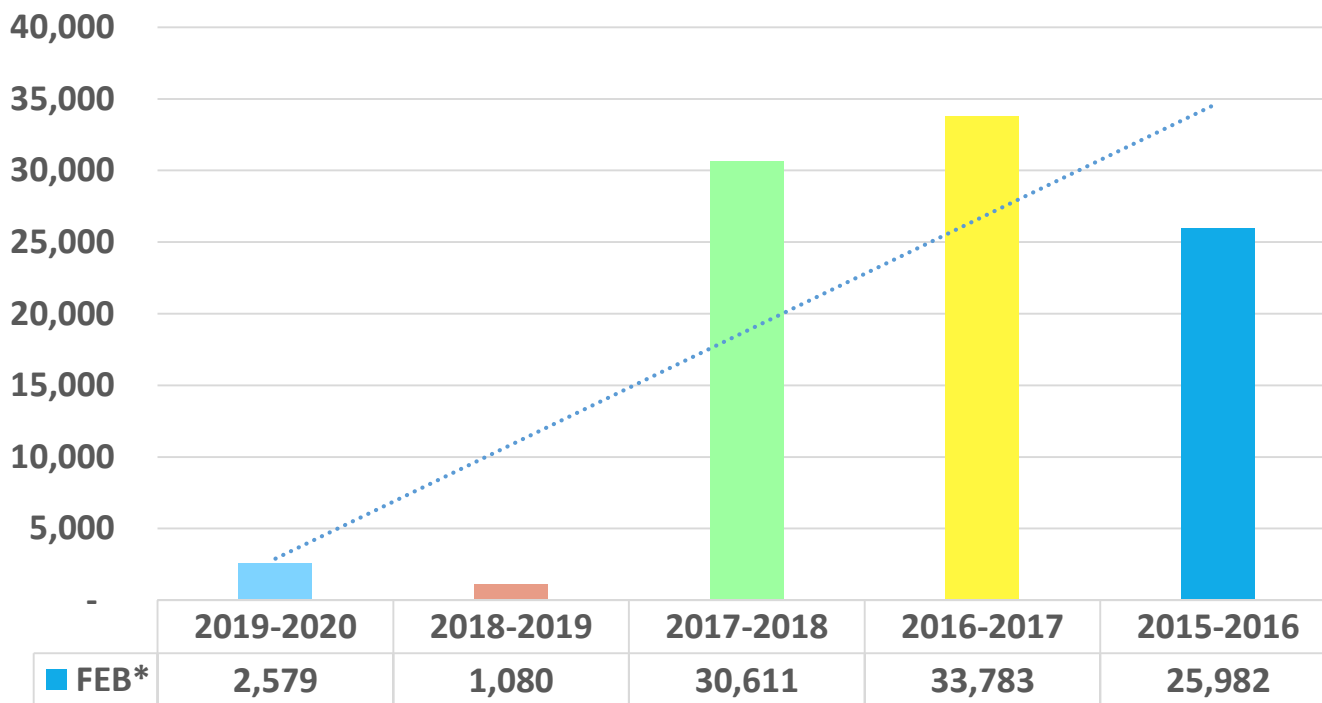
Panama City FY2020

Attributed period	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
	Pre	\$ 636.04	\$ -			\$ 636.04
	Oct	\$ 123,225.69	\$ -			\$ 123,225.69
	Nov		\$ 91,643.79	\$ 3,550.25	\$ 9.24	\$ 95,203.28
	Dec			\$ 78,892.78	\$ 107.05	\$ 78,999.83
	Jan				\$79,863.76	\$ 79,863.76
	Feb					\$ 70,308.95
	Mar					\$ 3,687.78
	Apr					\$ -
	May					\$ -
	Jun					\$ -
	Jul					\$ -
	Aug					\$ -
	Sep					\$ -
	Post					\$ -
	\$ 123,861.73	\$ 91,643.79	\$ 82,443.03	\$79,980.05	\$ 73,996.73	\$ 451,925.33

*Note: This report delineates the attribution of collected revenue in a given reporting period.

Cash Collection Analysis: Mexico Beach

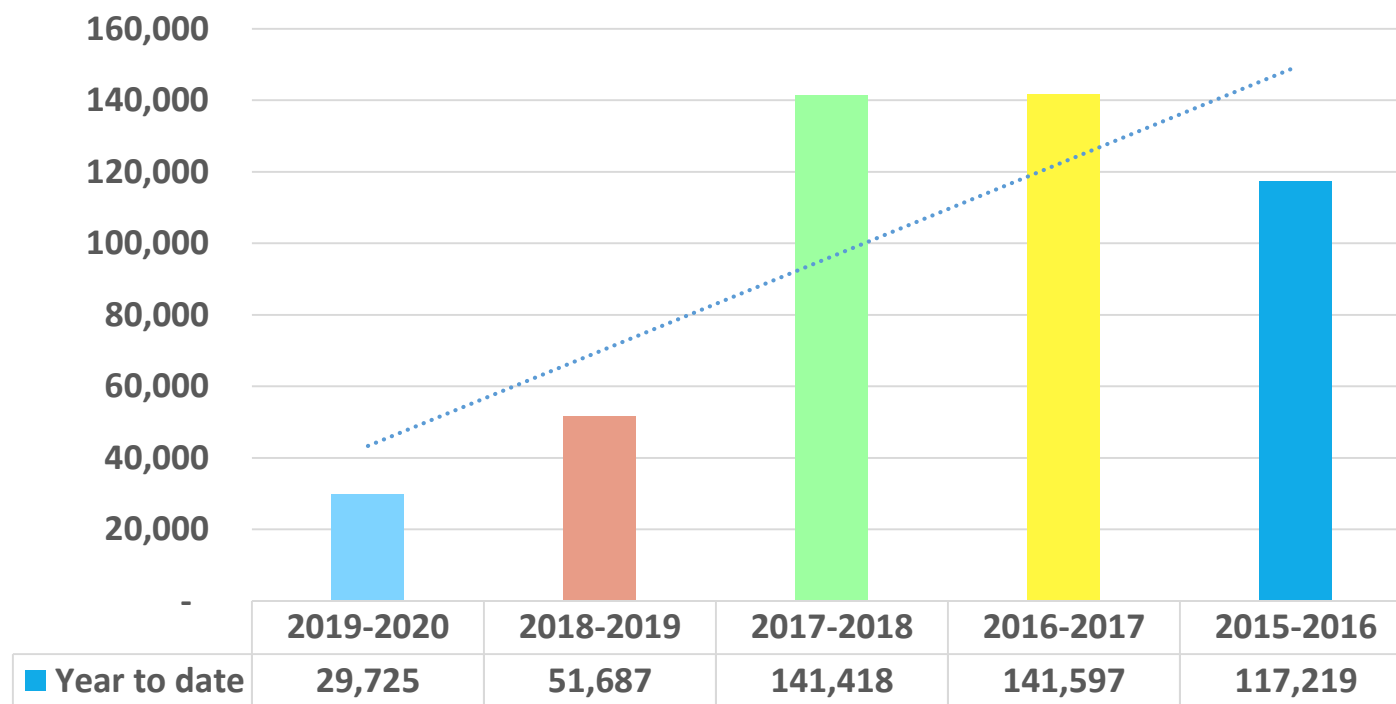
For the month ending
February 29, 2020



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Cash Collection Analysis: Mexico Beach

Five months ending
February 29, 2020

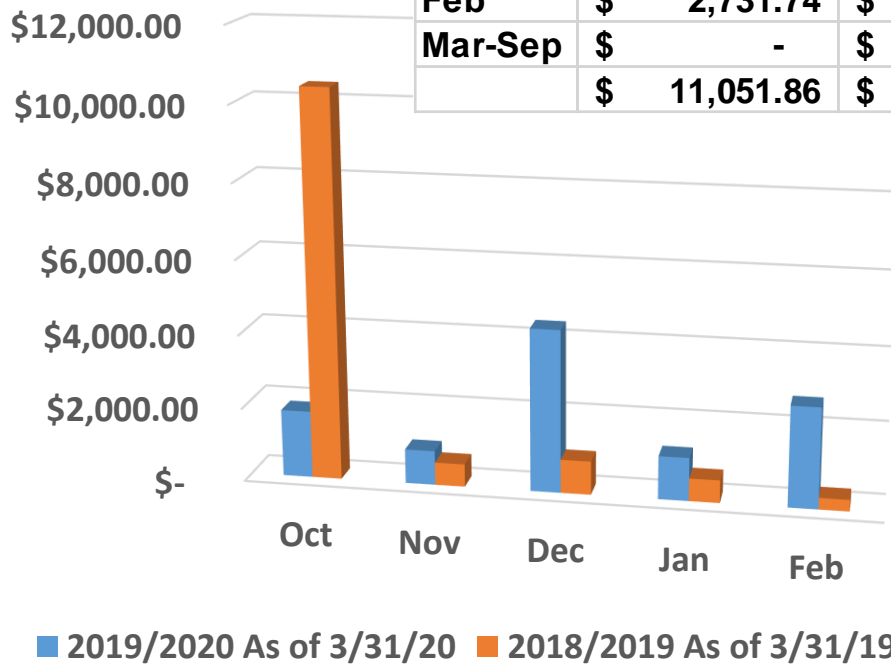


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Accrual Attribution Data

Mexico Beach

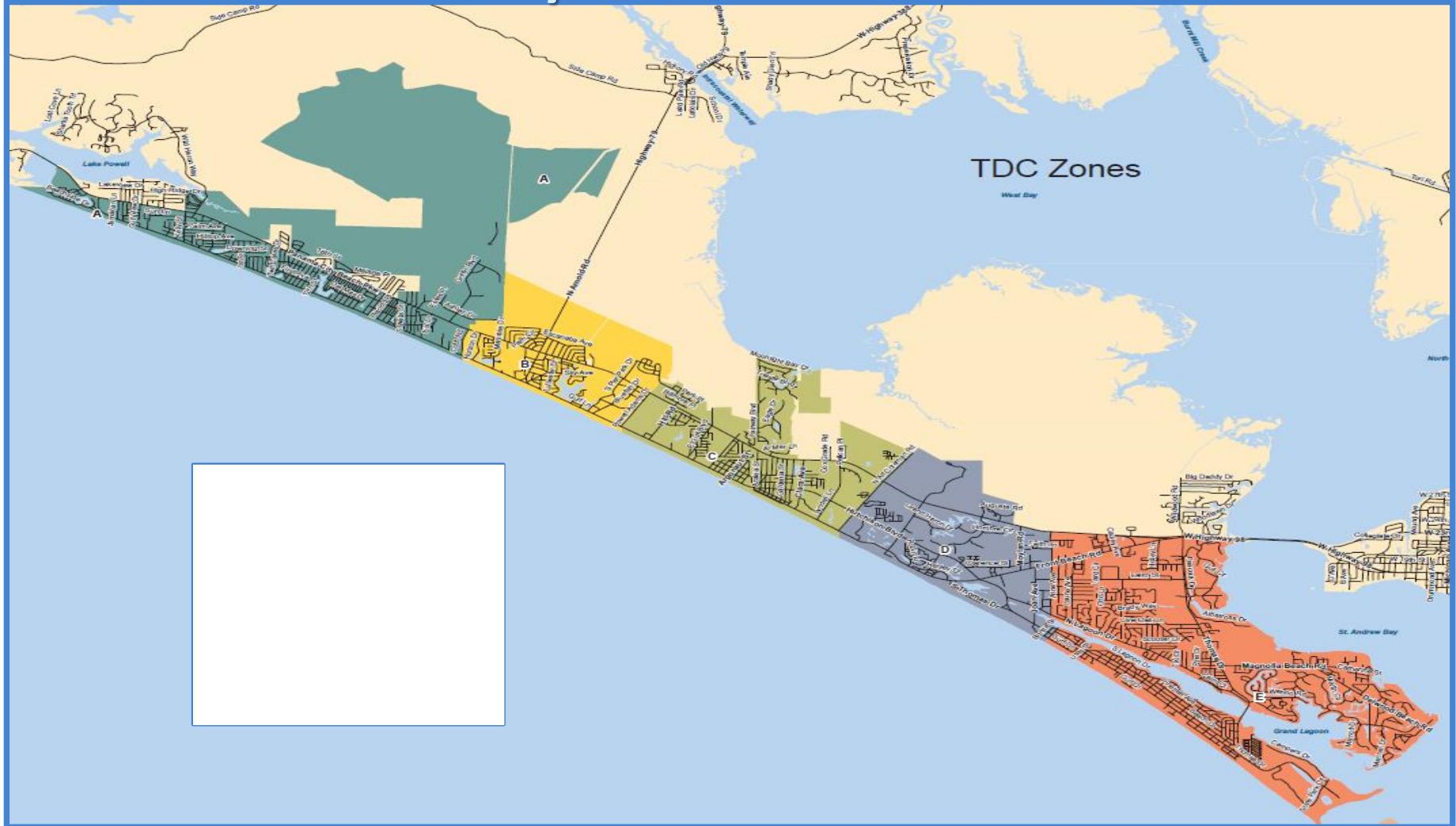
Accrual Attribution Data					
	<u>2019/2020 As of 3/31/20</u>	<u>2018/2019 As of 3/31/19</u>	<u>Variance</u>	<u>Variance %</u>	<u>2018/2019 FINAL 3/31/20</u>
Oct	\$ 1,817.12	\$ 10,417.90	\$ (8,600.78)	-82.56%	\$ 11,031.44
Nov	\$ 930.55	\$ 615.31	\$ 315.24	51.23%	\$ 1,344.97
Dec	\$ 4,400.85	\$ 909.24	\$ 3,491.61	384.01%	\$ 2,533.77
Jan	\$ 1,171.60	\$ 616.38	\$ 555.22	90.08%	\$ 2,094.25
Feb	\$ 2,731.74	\$ 314.43	\$ 2,417.31	768.79%	\$ 1,576.72
Mar-Sep	\$ -	\$ -			
	\$ 11,051.86	\$ 12,873.26	\$ (1,821.40)	-14.15%	\$ 18,581.15



	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Pre	\$ 18,673.50	\$ -	\$ -			\$ 18,673.50
Oct	\$ 1,767.12	\$ 50.00	\$ -			\$ 1,817.12
Nov		\$ 880.55	\$ 50.00			\$ 930.55
Dec			\$ 4,310.68	\$ 90.17		\$ 4,400.85
Jan				\$ 1,171.60		\$ 1,171.60
Feb				\$ 152.69	\$ 2,579.05	\$ 2,731.74
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 20,440.62	\$ 930.55	\$ 4,360.68	\$ 1,414.46	\$ 2,579.05	\$ 29,725.36

*Note: This report delineates the attribution of collected revenue in a given reporting period.

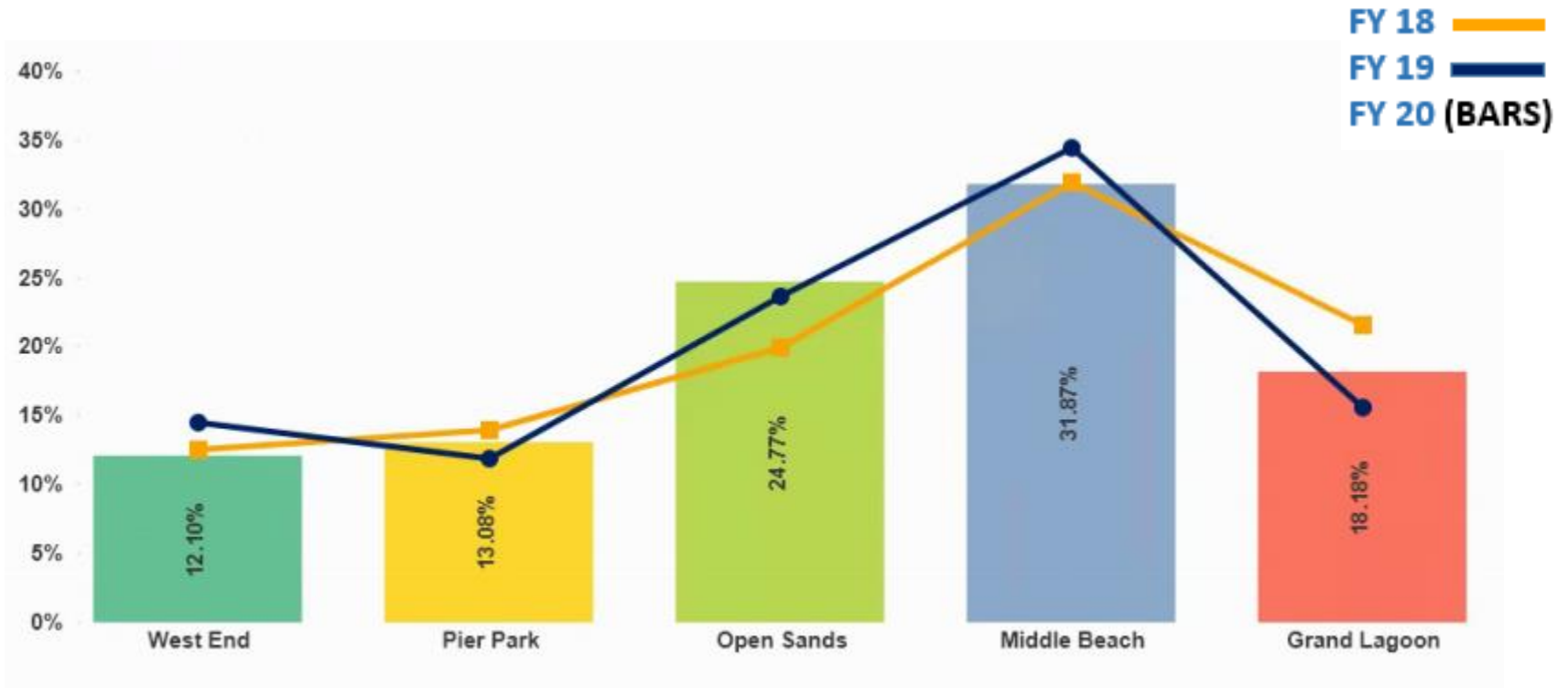
Layout of TDC Zones



Bay County
Tourist Development Council

 **BILL KINSAUL**
CLERK OF COURT & COMPTROLLER
BAY COUNTY

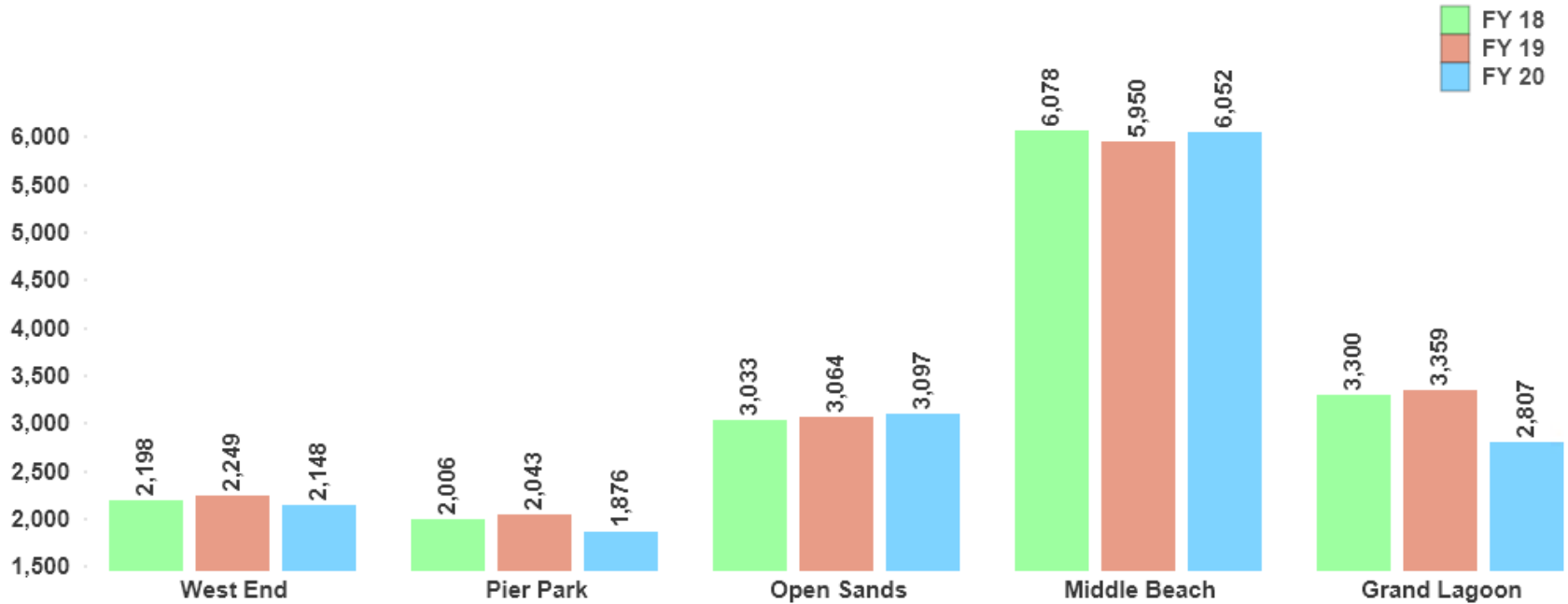
Annual % of Gross Receipts by Zones Three Year February Comparison



Feb	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY18	12.56%	13.98%	19.91%	31.93%	21.61%
FY19	14.45%	11.87%	23.62%	34.42%	15.64%
FY20	12.10%	13.08%	24.77%	31.87%	18.18%

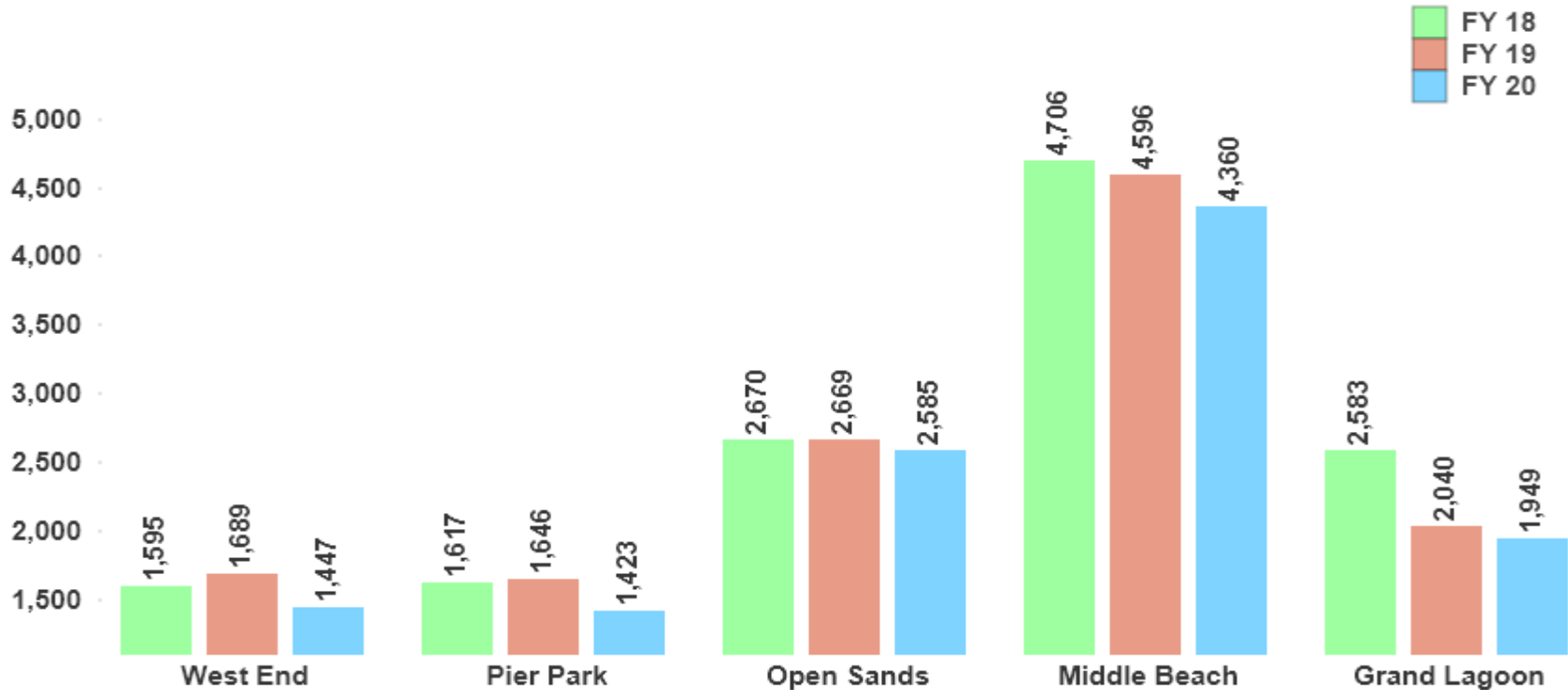


Total Unit Count Three Year February Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	16,618	16,597	16,845	16,708	16,615	16,890	16,623	16,782	17,038	16,907	16,912	17,045
FY 19	16,891	16,897	17,081	16,881	16,665	17,099	16,964	17,097	17,511	17,420	17,336	17,393
FY 20	17,235	17,209	17,426	17,228	15,980							

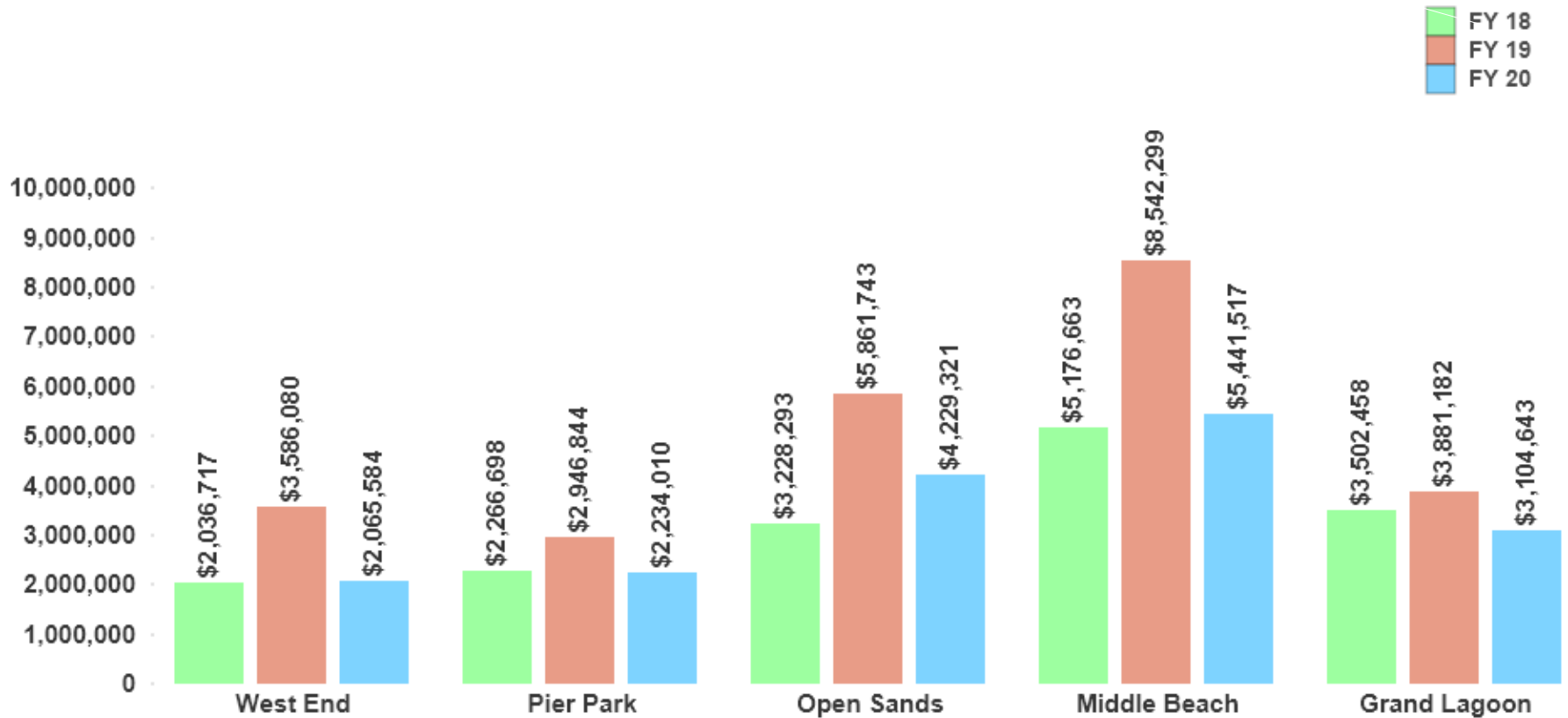
Unit Count Reporting Income Three Year February Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	14,235	11,447	10,856	11,846	13,171	14,980	14,921	15,546	16,316	16,260	15,699	15,237
FY 19	14,084	11,437	11,844	12,528	12,640	14,032	13,892	15,065	15,427	15,573	15,254	14,706
FY 20	14,457	10,946	10,914	11,584	11,764							

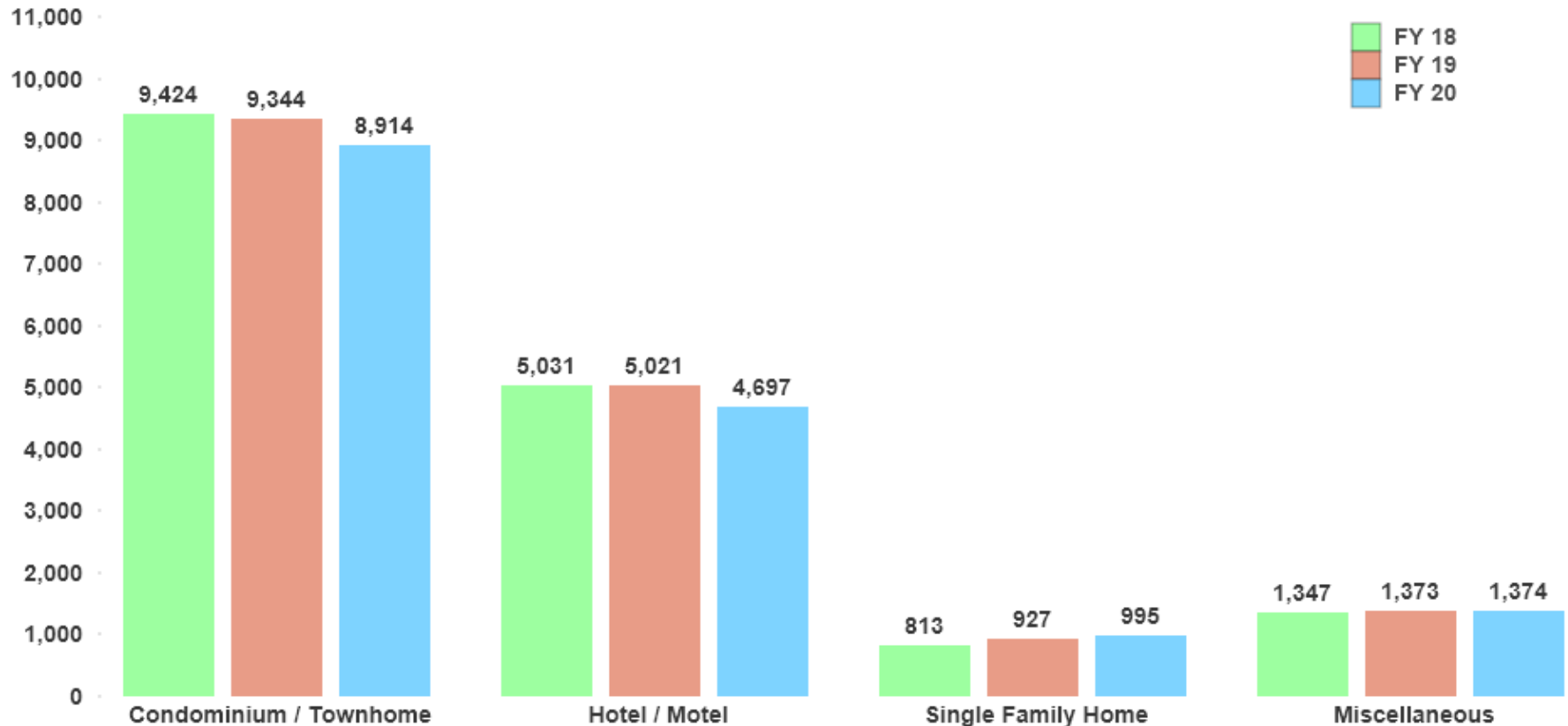


Gross Rental Receipts Three Year February Comparison



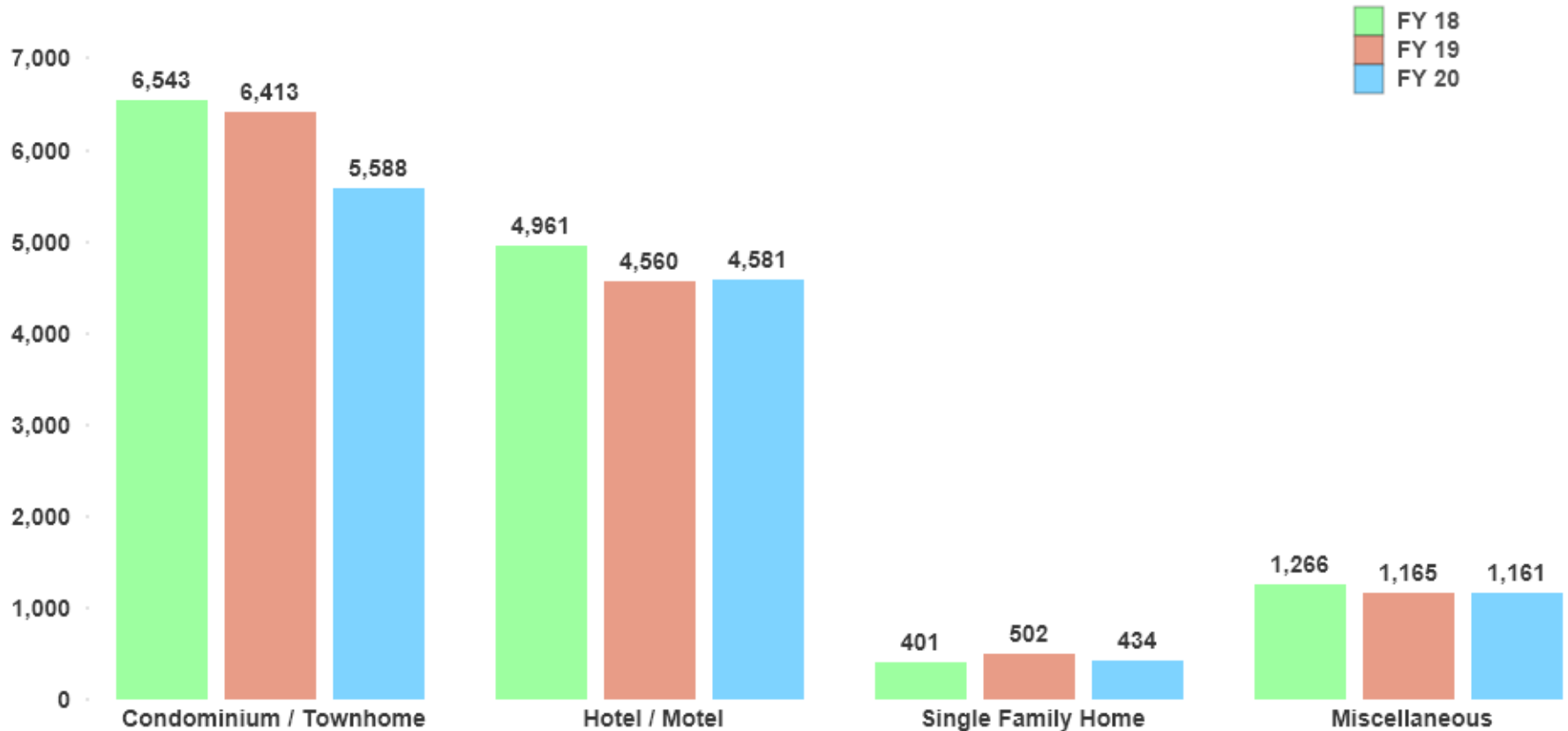
*Rounded to nearest whole dollar per each element

Unit Count by Property Type Three Years - February



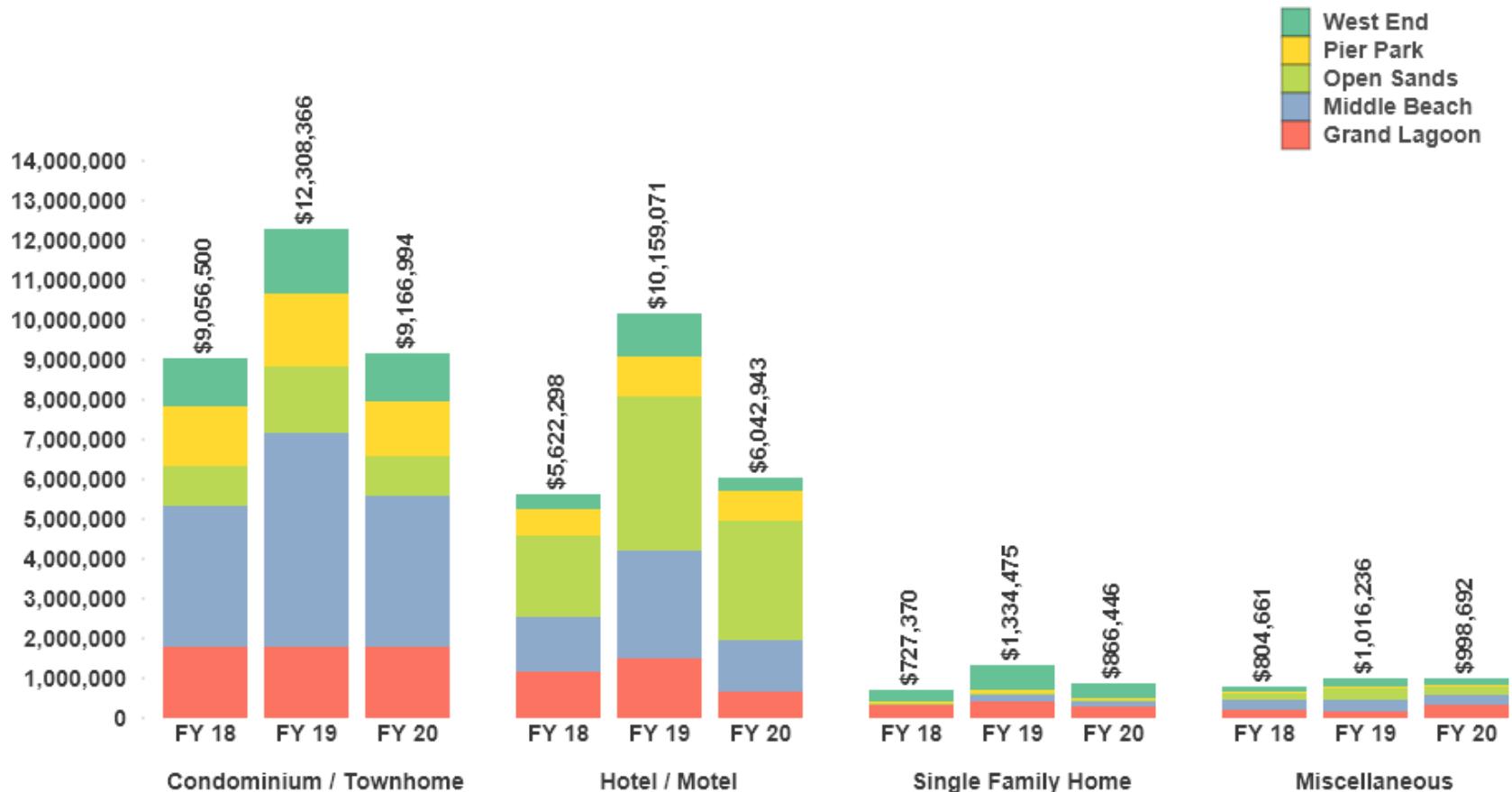
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

Unit Count Reporting Income by Property Type - Three Year - February



Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

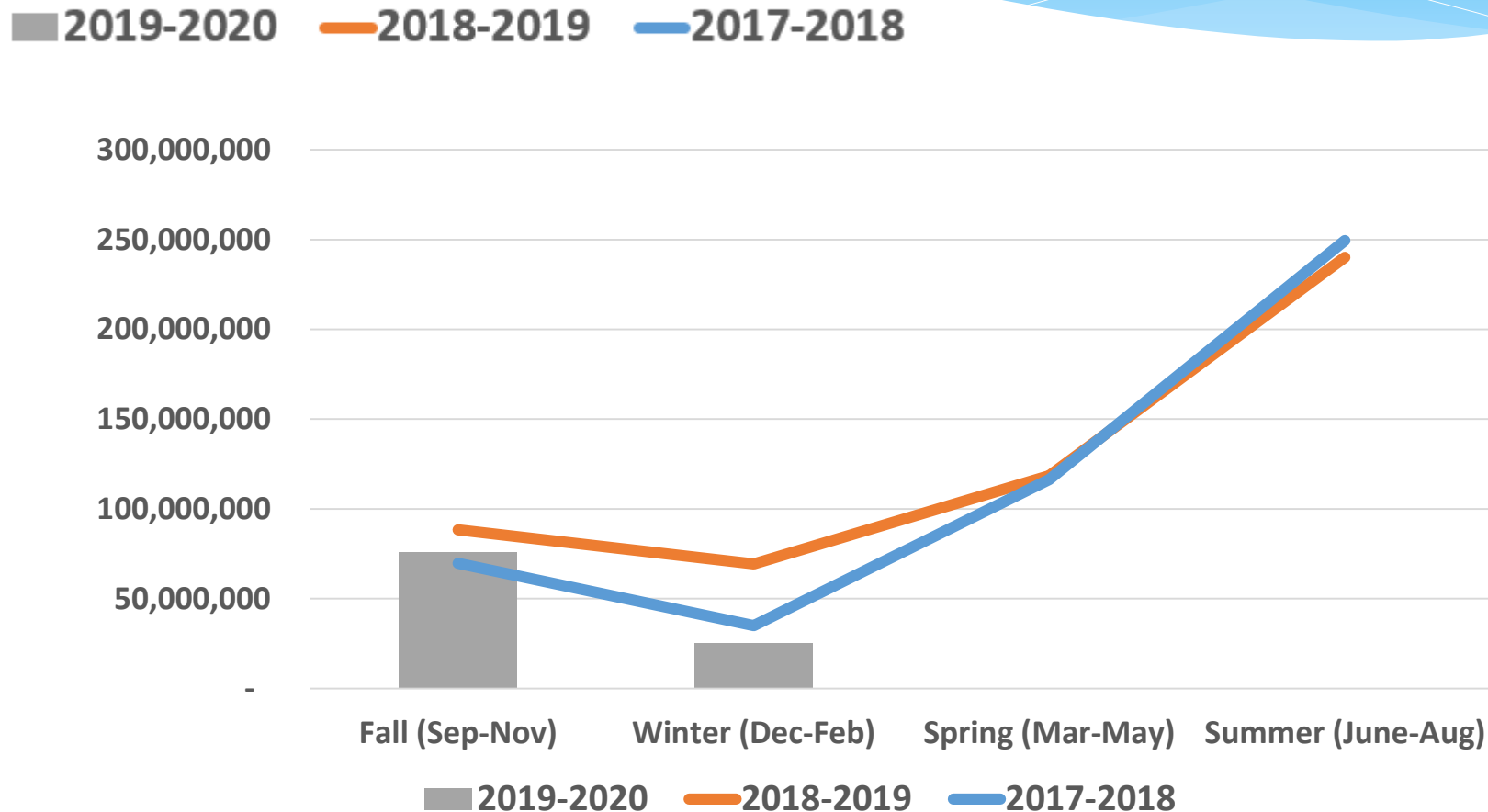
Gross Receipts by Property Type Three Year February Comparison



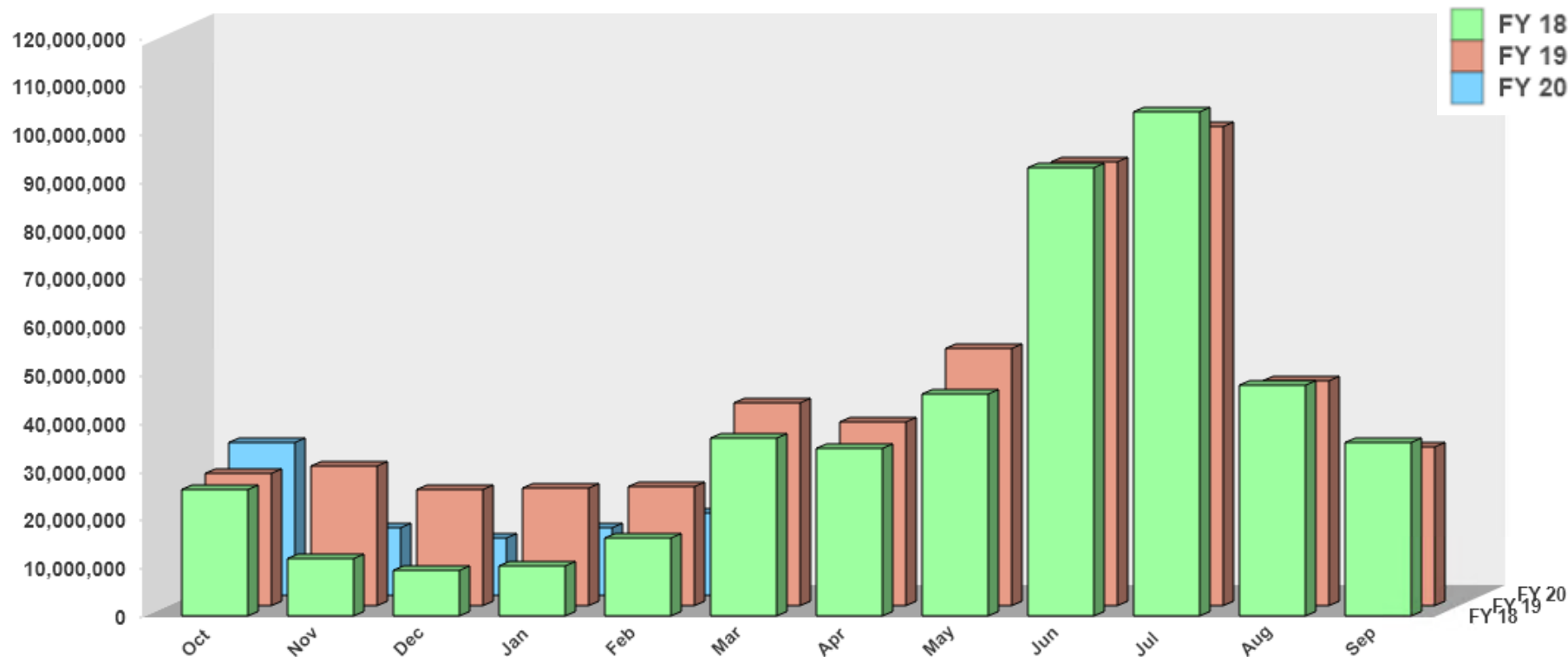
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

***Rounded to nearest whole dollar per each element**

Seasonal Gross Receipts Three Year Comparison



Fiscal Year Ending September 30, 2020



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	\$26,221,376	\$11,990,127	\$9,540,995	\$10,512,744	\$16,210,829	\$36,857,758	\$34,633,551	\$46,088,959	\$93,083,240	\$104,464,649	\$47,937,383	\$35,941,523
FY 19	\$27,447,472	\$28,846,596	\$24,016,938	\$24,287,575	\$24,818,148	\$42,132,820	\$37,997,555	\$53,359,877	\$92,184,562	\$99,311,289	\$46,743,212	\$33,011,360
FY 20	\$31,776,865	\$13,915,913	\$11,776,251	\$13,937,591	\$17,075,075							

**Rounded to nearest whole dollar per each element*

MONTHLY TDT DATA DETAIL

Tourist Tax Data and Statistics Report for Panama City Beach Area for month ending: February 29, 2020



Reporting Units grouped by Condominium / Townhome property type Fiscal Year Ending February 29, 2020

GIS_Zone_Desc	BedRoomGroup		Oct	Nov	Dec	Jan	Feb
West End	1 Bedroom		364	364	370	363	331
	2 Bedroom		684	689	709	680	639
	3+ Bedrooms		211	210	212	203	183
Pier Park	1 Bedroom		543	541	551	539	465
	2 Bedroom		554	552	553	541	491
	3+ Bedrooms		208	207	209	205	164
Open Sands	1 Bedroom		576	579	574	575	534
	2 Bedroom		399	398	395	390	325
	3+ Bedrooms		178	177	179	179	160
Middle Beach	1 Bedroom		1,645	1,642	1,657	1,637	1,583
	2 Bedroom		1,623	1,617	1,654	1,618	1,544
	3+ Bedrooms		894	887	888	892	852
Grand Lagoon	1 Bedroom		447	440	446	428	397
	2 Bedroom		990	978	974	965	921
	3+ Bedrooms		336	339	339	334	325

Reporting Gross Receipts grouped by Condominium / Townhome property type Fiscal Year Ending February 29, 2020

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec	Jan	Feb
West End	1 Bedroom	\$563,319.27	\$154,250.19	\$144,578.30	\$224,874.79	\$301,003.60
	2 Bedroom	\$1,010,179.33	\$282,563.65	\$350,370.82	\$598,579.72	\$667,983.15
	3+ Bedrooms	\$571,248.29	\$116,888.49	\$117,701.28	\$146,546.69	\$235,410.04
Pier Park	1 Bedroom	\$929,113.42	\$292,954.30	\$300,938.49	\$430,030.88	\$545,261.37
	2 Bedroom	\$1,108,411.02	\$285,232.87	\$325,611.84	\$540,571.81	\$601,042.85
	3+ Bedrooms	\$586,630.99	\$166,941.31	\$189,538.99	\$234,226.76	\$244,565.09
Open Sands	1 Bedroom	\$733,179.81	\$276,364.33	\$219,537.32	\$313,622.80	\$406,528.27
	2 Bedroom	\$648,913.84	\$180,062.76	\$198,570.72	\$312,073.38	\$356,847.09
	3+ Bedrooms	\$543,162.78	\$131,521.97	\$143,708.28	\$210,513.53	\$237,558.37
Middle Beach	1 Bedroom	\$2,010,178.54	\$879,216.84	\$579,833.00	\$793,368.11	\$1,123,743.26
	2 Bedroom	\$2,619,403.27	\$1,038,590.36	\$751,556.62	\$1,175,002.06	\$1,620,175.09
	3+ Bedrooms	\$2,340,994.37	\$989,287.51	\$692,291.06	\$786,398.24	\$1,014,720.95
Grand Lagoon	1 Bedroom	\$574,449.34	\$165,472.43	\$129,706.15	\$259,423.02	\$342,037.47
	2 Bedroom	\$1,656,152.86	\$471,197.48	\$510,551.98	\$920,560.17	\$1,103,367.32
	3+ Bedrooms	\$756,510.62	\$257,029.91	\$247,480.09	\$320,042.92	\$366,750.02

Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending February 29, 2020

Hotel/Motel Units:	4,697
Hotel/Motel Gross Receipts:	\$6,042,943

Single Family Units:	995
Single Family Gross Receipts:	\$866,446

Miscellaneous Units:	1,374
Miscellaneous Gross Receipts:	\$998,692

Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

Schedule of Collection Allocation

Panama City Beach

For the month ending and fiscal year to date February 2020 and 2019

For the month ending February 2020

For the month ending February 2019

	Current period	Prior periods	Total		Current period	Prior periods	Total
Taxes	821,066	35,875	856,942		1,200,697	38,226	1,238,923
Penalties	753	5,220	5,973		2,812	5,558	8,371
Interest	38	2,998	3,036		27	237	264
Total Collections	821,857	44,093	865,951		1,203,536	44,021	1,247,557

Fiscal year to date through February 2020

Fiscal year to date through February 2019

	Current period	Prior periods	Total		Current period	Prior periods	Total
Taxes	4,118,056	152,161	4,270,217		5,696,939	2,089,204	7,786,143
Penalties	7,543	30,789	38,333		17,308	23,182	40,491
Interest	45	6,505	6,550		71	1,862	1,932
Total Collections	4,125,644	189,455	4,315,099		5,714,318	2,114,248	7,828,566



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