

MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending February 28, 2021



Bay County
Tourist Development Council

Clerk of Court & Comptroller

Report for Month Ending

February 28, 2021

March 31, 2021

Tourist Development Council
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the five months ending February 28th, 2021. 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 2021 to Fiscal Year 2018 & 2020* Revenue Comparison in response to the economic anomalies due to Hurricane Michael and COVID-19 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

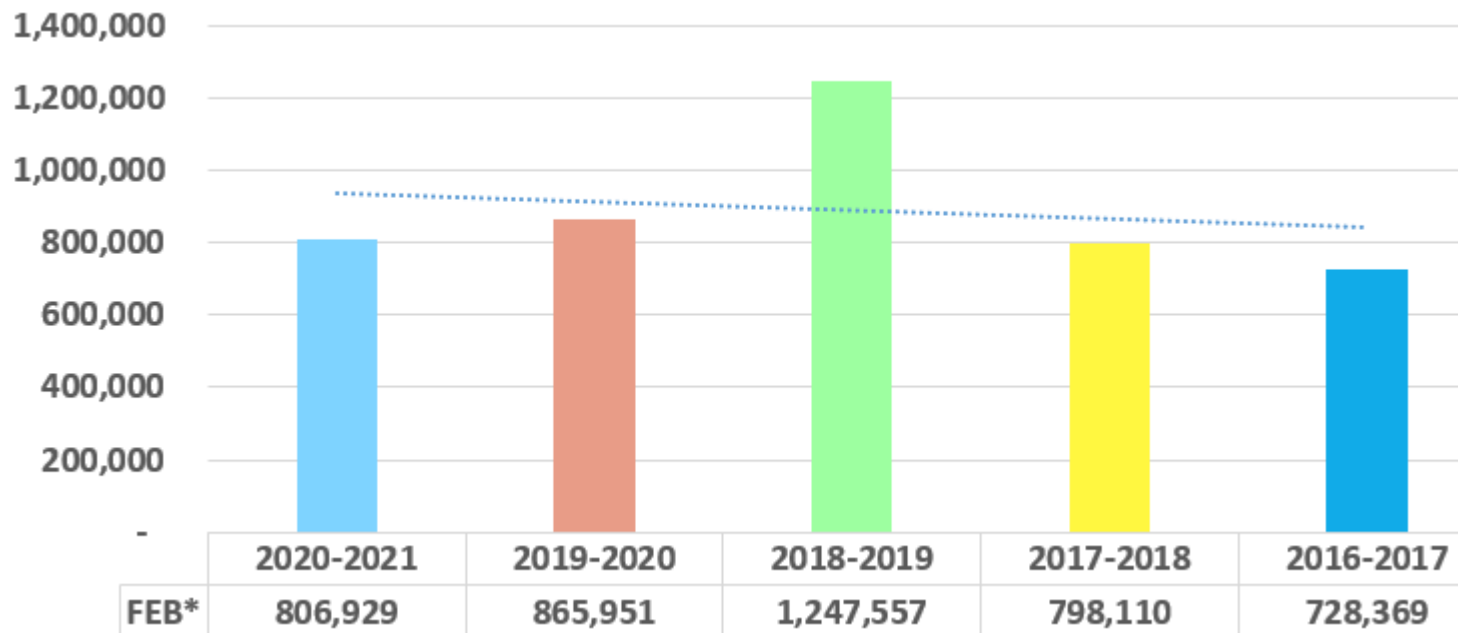
Clerk of Court and Comptroller



Bay County
Tourist Development

Cash Collection Analysis: Panama City Beach

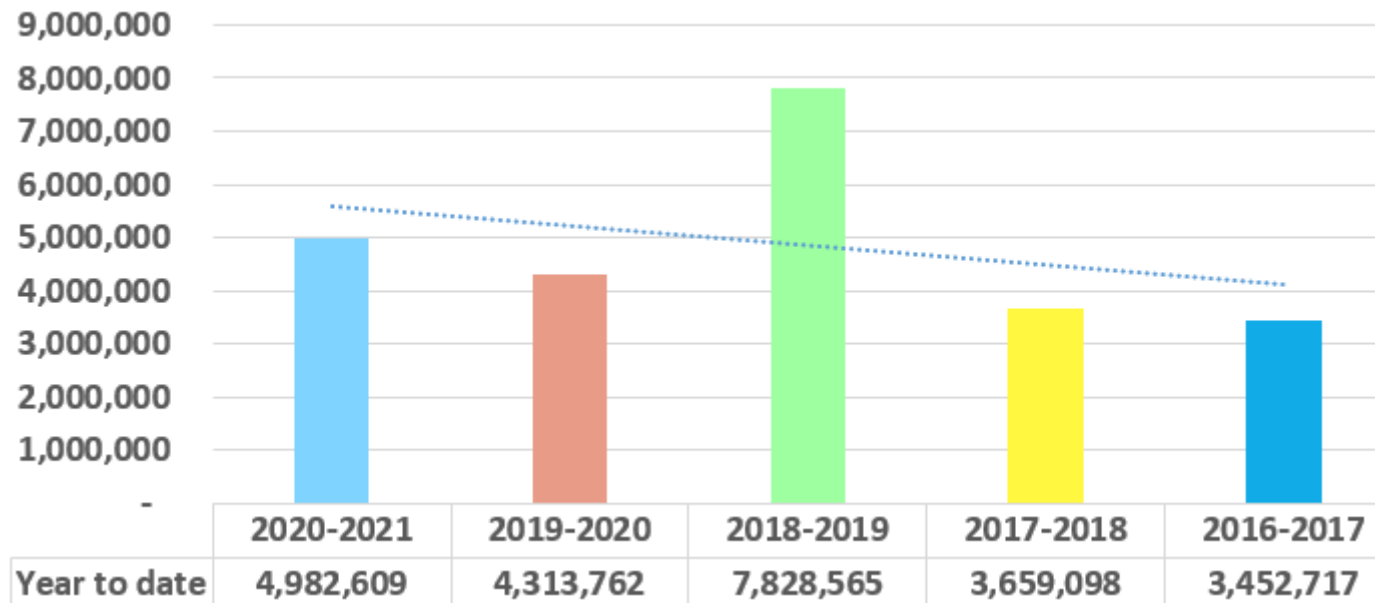
For the month ending
February 28, 2021



*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

For five months ending
February 28, 2021



***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 2021 to Fiscal Year 2018 & 2020*

Economic Anomalies Due to Hurricane Michael(2019) and COVID-19(2020)

Management Report

Panama City Beach

Collected in						FY 2018/2020* Total - as				FY 2018/2020*			
	Nov	Dec	Jan	Feb	Mar	FY 2021 Total	originally reported (2)		+/-	Total - Final (3)		+/-	
Pre	\$ 64,138.25	\$ 34,147.37	\$ 35,782.48	\$ 27,732.06	\$ 15,868.90	\$ 177,669.06							
Oct	\$ 1,955,791.42	\$ 39,323.07	\$ 20,523.93	\$ 1,848.78	\$ 1,724.66	\$ 2,019,211.86	\$ 1,537,798.82	*	31.31%	\$ 1,539,023.66	*	31.20%	
Nov	\$ 5,736.84	\$ 748,499.18	\$ 17,942.64	\$ 2,447.02	\$ 3,472.75	\$ 778,098.43	\$ 611,587.45	*	27.23%	\$ 627,154.29	*	24.07%	
Dec	\$ 338.92	\$ 12,699.78	\$ 554,178.75	\$ 14,128.26	\$ 18,631.63	\$ 599,977.34	\$ 558,685.80	*	7.39%	\$ 603,072.50	*	-0.51%	
Jan		\$ 107.53	\$ 3,765.70	\$ 627,878.78	\$ 18,241.58	\$ 649,993.59	\$ 653,678.50	*	-0.56%	\$ 665,151.67	*	-2.28%	
Feb			\$ 384.84	\$ 8,017.53	\$ 731,325.06	\$ 739,727.43	\$ 826,300.00	*	-10.48%	\$ 882,970.22	*	-16.22%	
Mar				\$ 267.39	\$ 16,770.22	\$ 17,037.61	\$ 1,763,545.16		0.00%	\$ 1,785,877.04		0.00%	
Apr					\$ 893.72	\$ 893.72	\$ 1,669,725.32		0.00%	\$ 1,704,458.34		0.00%	
May						\$ -	\$ 2,201,442.25		0.00%	\$ 2,250,437.62		0.00%	
Jun						\$ -	\$ 4,217,677.33		0.00%	\$ 4,464,209.57		0.00%	
Jul						\$ -	\$ 5,068,654.19		0.00%	\$ 5,082,310.80		0.00%	
Aug						\$ -	\$ 2,367,213.21		0.00%	\$ 2,375,685.15		0.00%	
Sep						\$ -	\$ 1,746,545.61		0.00%	\$ 1,771,480.33		0.00%	
Post						\$ -							
TOTAL	\$ 2,026,005.43	\$ 834,776.93	\$ 632,578.34	\$ 682,319.82	\$ 806,928.52	\$ 4,982,609.04	\$ 23,222,853.64		14.30%	\$ 23,751,831.19		10.88%	

NOTE: This report was created, at the request of the Tourist Development Council, to factor out the economic anomalies related to Hurricane Michael(2019) and COVID-19(2020). This report benchmarks Fiscal Year 2021 off of Fiscal Year 2020 for the months of October through February; then benchmarks Fiscal Year 2021 off of Fiscal Year 2018 for the months of March through September.

NOTE(2): "FY 2018/FY2020* Total - as originally reported" column is reporting data as originally reported from the corresponding month in FY 2018 or FY2020*

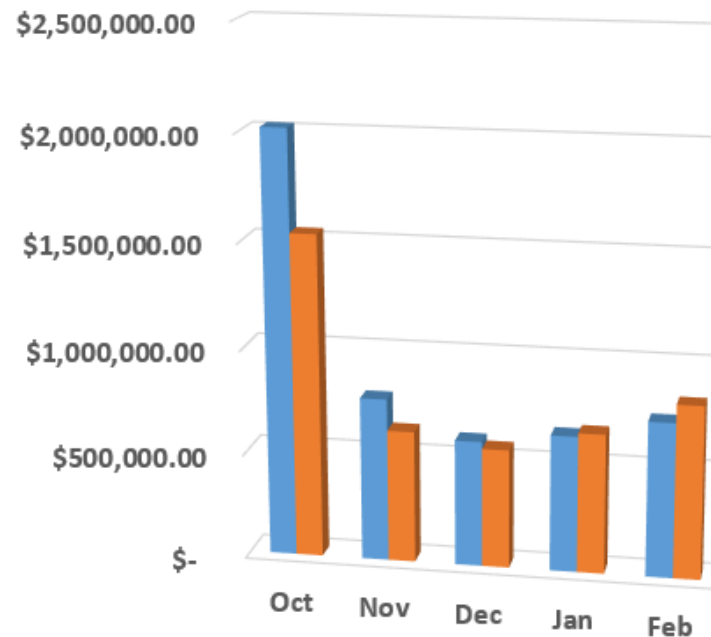
NOTE(3): "FY 2018/FY2020* Total - Final" column captures all of the funds for the corresponding month in FY 2018 or FY2020*, regardless of when the funds were collected

Accrual Attribution Data

Panama City Beach

Accrual Attribution Data					
	<u>2020/2021 As of</u> <u>3/31/21</u>	<u>2019/2020 As of</u> <u>3/31/20</u>	<u>Variance</u>	<u>Variance %</u>	<u>2019/2020</u> <u>FINAL 3/31/21</u>
Oct	\$ 2,019,211.86	\$ 1,538,096.18	\$ 481,115.68	31.28%	\$ 1,539,023.66
Nov	\$ 778,098.43	\$ 628,527.47	\$ 149,570.96	23.80%	\$ 627,154.29
Dec	\$ 599,977.34	\$ 566,928.87	\$ 33,048.47	5.83%	\$ 603,072.50
Jan	\$ 649,993.59	\$ 667,254.79	\$ (17,261.20)	-2.59%	\$ 665,151.67
Feb	\$ 739,727.43	\$ 826,299.64	\$ (86,572.21)	-10.48%	\$ 870,024.47
Mar-Sep	\$ 17,931.33	\$ 10,455.56	\$ 7,475.77		
	\$ 4,804,939.98	\$ 4,237,562.51	\$ 567,377.47	13.39%	\$ 4,304,426.59

■ 2020/2021 As of 3/31/21 ■ 2019/2020 As of 3/31/20



	Collected in						
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>		
Pre	\$ 64,138.25	\$ 34,147.37	\$ 35,782.48	\$ 27,732.06	\$ 15,868.90	\$	177,669.06
Oct	\$ 1,955,791.42	\$ 39,323.07	\$ 20,523.93	\$ 1,848.78	\$ 1,724.66	\$	2,019,211.86
Nov	\$ 5,736.84	\$ 748,499.18	\$ 17,942.64	\$ 2,447.02	\$ 3,472.75	\$	778,098.43
Dec	\$ 338.92	\$ 12,699.78	\$ 554,178.75	\$ 14,128.26	\$ 18,631.63	\$	599,977.34
Jan		\$ 107.53	\$ 3,765.70	\$ 627,878.78	\$ 18,241.58	\$	649,993.59
Feb			\$ 384.84	\$ 8,017.53	\$ 731,325.06	\$	739,727.43
Mar				\$ 267.39	\$ 16,770.22	\$	17,037.61
Apr					\$ 893.72	\$	893.72
May						\$	-
Jun						\$	-
Jul						\$	-
Aug						\$	-
Sep						\$	-
Post						\$	-
	\$ 2,026,005.43	\$ 834,776.93	\$ 632,578.34	\$ 682,319.82	\$ 806,928.52	\$	4,982,609.04

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



Schedule of Collection Allocation

Panama City Beach

For the month ending and fiscal year to date February 2021 and 2020

For the month ending February 2021

	Current period	Prior periods	Total
Taxes	746,114	48,496	794,610
Penalties	2,865	8,313	11,179
Interest	10	1,130	1,140
Total Collections	748,989	57,940	806,929

Fiscal year to date through February 2021

	Current period	Prior periods	Total
Taxes	4,655,985	258,372	4,914,357
Penalties	10,637	42,591	53,228
Interest	34	14,990	15,024
Total Collections	4,666,656	315,953	4,982,609

For the month ending February 2020

	Current period	Prior periods	Total
Taxes	821,066	35,875	856,942
Penalties	753	5,220	5,973
Interest	38	2,998	3,036
Total Collections	821,857	44,093	865,951

Fiscal year to date through February 2020

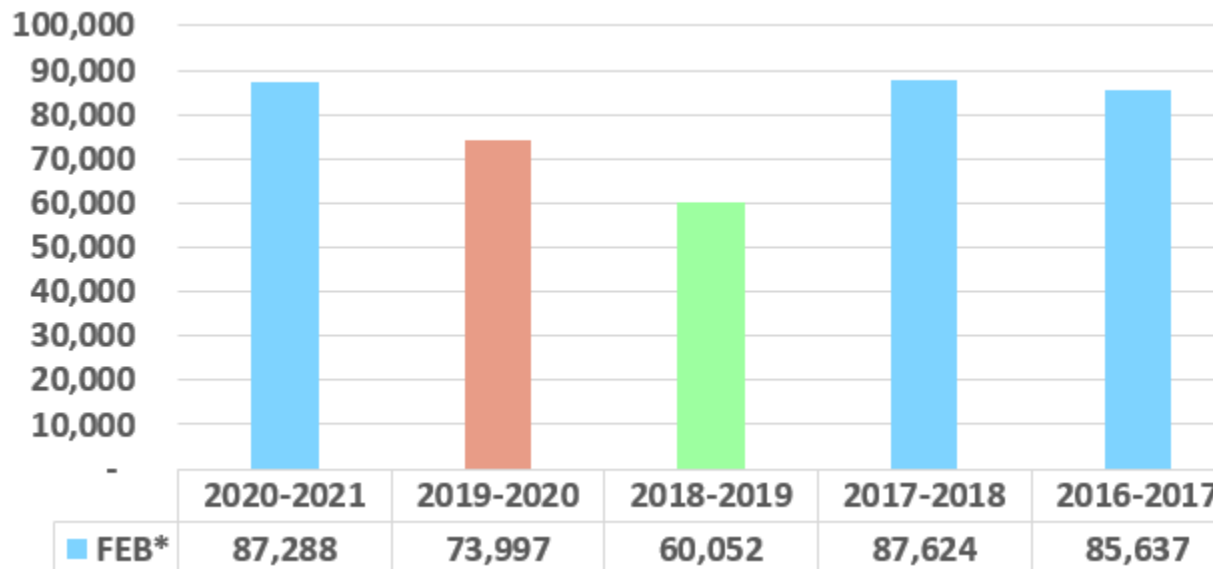
	Current period	Prior periods	Total
Taxes	4,117,338	151,741	4,269,078
Penalties	7,631	30,539	38,170
Interest	17	6,497	6,514
Total Collections	4,124,985	188,777	4,313,762



Cash Collection Analysis:

Panama City

For the month ending
February 28, 2021



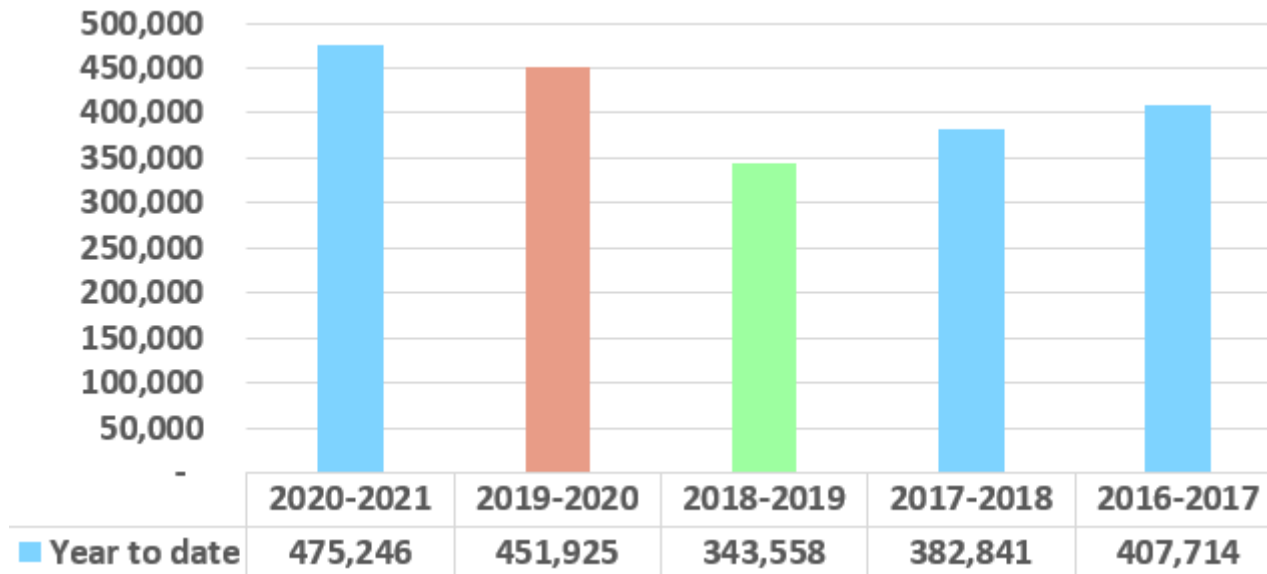
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Cash Collection Analysis:

Panama City

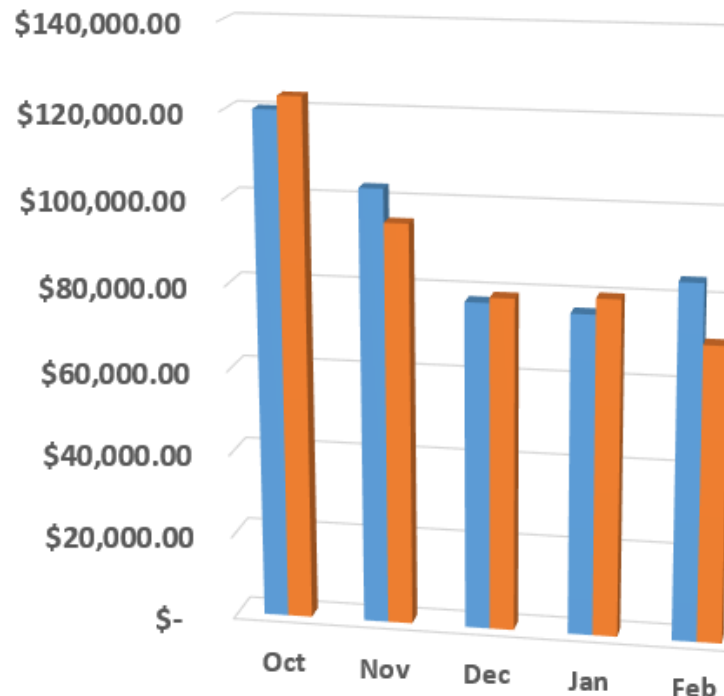
For five months ending
February 28, 2021



***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.

Accrual Attribution Data					
	<u>2020/2021 As</u> <u>of 3/31/21</u>	<u>2019/2020 As</u> <u>of 3/31/20</u>	<u>Variance</u>	<u>Variance %</u>	<u>2019/2020</u> <u>FINAL 3/31/21</u>
Oct	\$ 120,055.75	\$ 123,225.69	\$ (3,169.94)	-2.57%	\$ 123,225.69
Nov	\$ 102,962.22	\$ 95,203.28	\$ 7,758.94	8.15%	\$ 95,203.28
Dec	\$ 77,753.41	\$ 78,999.83	\$ (1,246.42)	-1.58%	\$ 79,212.03
Jan	\$ 76,157.85	\$ 79,863.76	\$ (3,705.91)	-4.64%	\$ 80,001.63
Feb	\$ 84,413.62	\$ 70,308.95	\$ 14,104.67	20.06%	\$ 89,640.33
Mar-Sep	\$ 392.68	\$ 3,687.78	\$ (3,295.10)		
	\$ 461,735.53	\$ 451,289.29	\$ 10,446.24	2.31%	\$ 467,282.96

■ 2020/2021 As of 3/31/21 ■ 2019/2020 As of 3/31/20



	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Pre	\$ 11,029.59	\$ -		\$ 1,900.21	\$ 580.31	\$ 13,510.11
Oct	\$ 117,739.20	\$ 154.95	\$ 1,966.60	\$ 195.00		\$ 120,055.75
Nov		\$ 101,344.69	\$ 1,429.24	\$ 188.29		\$ 102,962.22
Dec		\$ 131.09	\$ 75,253.42	\$ 1,840.61	\$ 528.29	\$ 77,753.41
Jan				\$74,784.65	\$ 1,373.20	\$ 76,157.85
Feb					\$ 84,413.62	\$ 84,413.62
Mar					\$ 392.68	\$ 392.68
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 128,768.79	\$ 101,630.73	\$ 78,649.26	\$78,908.76	\$ 87,288.10	\$ 475,245.64

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



Schedule of Collection Allocation

Panama City

For the month ending and fiscal year to date February 2021 and 2020

For the month ending February 2021

	Current period	Prior periods	Total
Taxes	117,739	10,388	128,128
Penalties	-	100	100
Interest	-	541	541
Total Collections	117,739	11,030	128,769

Fiscal year to date through February 2021

	Current period	Prior periods	Total
Taxes	452,514	19,507	472,021
Penalties	1,518	918	2,436
Interest	27	761	789
Total Collections	454,059	21,186	475,246

For the month ending February 2020

	Current period	Prior periods	Total
Taxes	73,997	-	73,997
Penalties	-	-	-
Interest	-	-	-
Total Collections	73,997	-	73,997

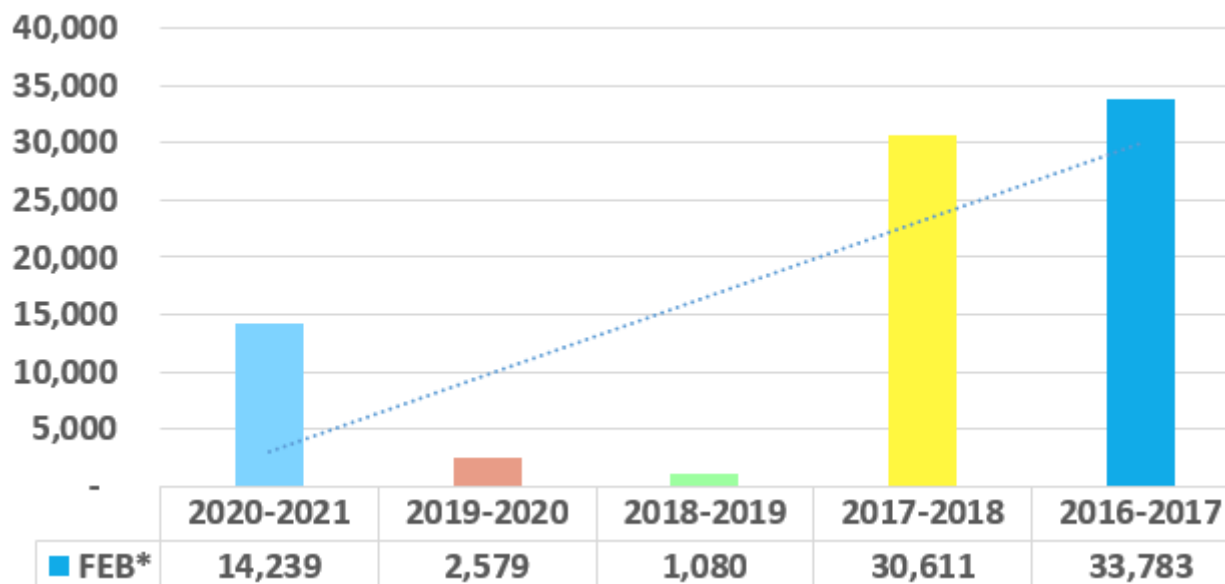
Fiscal year to date through February 2020

	Current period	Prior periods	Total
Taxes	447,473	4,091	451,563
Penalties	150	200	350
Interest	0	12	12
Total Collections	447,623	4,303	451,925



Cash Collection Analysis: Mexico Beach

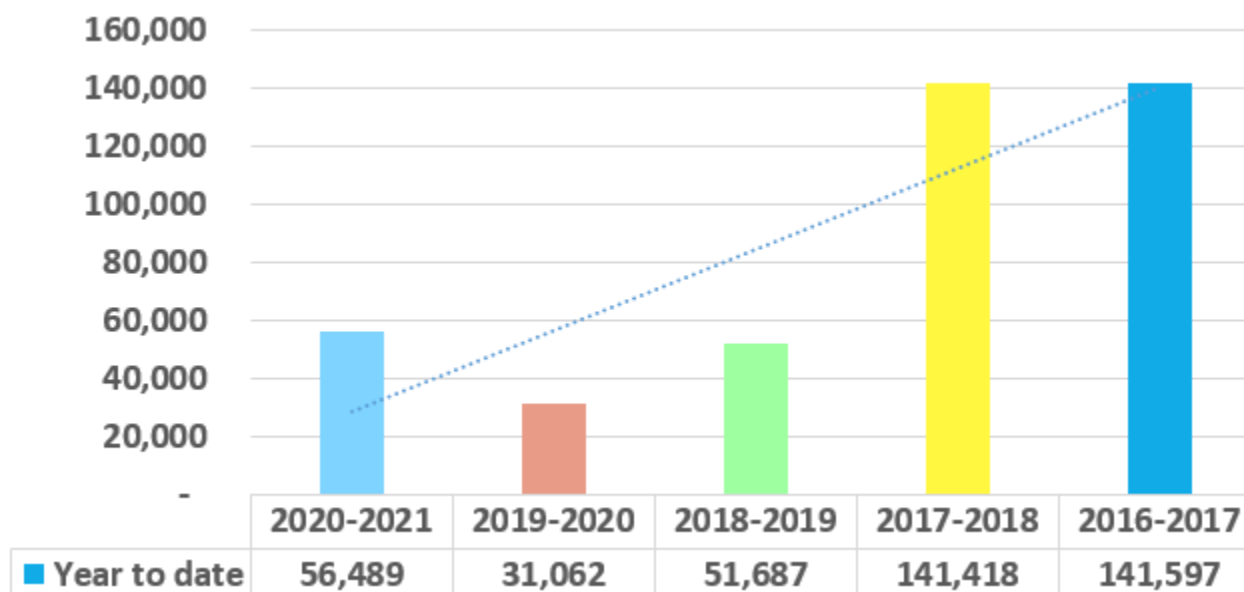
For the month ending
February 28, 2021



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Cash Collection Analysis: Mexico Beach

For five months ending
February 28, 2021



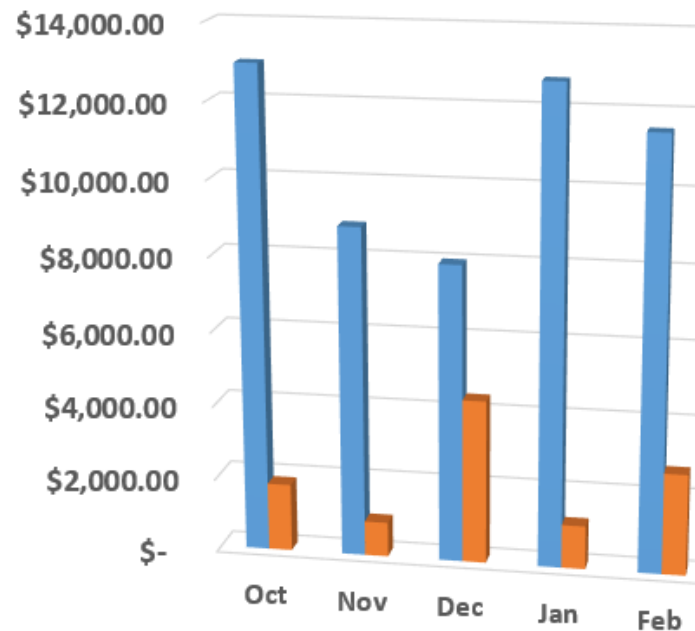
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Accrual Attribution Data

Mexico Beach

Accrual Attribution Data					
	<u>2020/2021 As</u>	<u>2019/2020 As</u>	<u>Variance</u>	<u>Variance %</u>	<u>2019/2020</u>
	<u>of 3/31/21</u>	<u>of 3/31/20</u>			<u>FINAL 3/31/21</u>
Oct	\$ 12,958.76	\$ 1,817.12	\$ 11,141.64	613.15%	\$ 4,472.61
Nov	\$ 8,848.80	\$ 930.55	\$ 7,918.25	850.92%	\$ 3,130.55
Dec	\$ 7,972.04	\$ 4,400.85	\$ 3,571.19	81.15%	\$ 8,107.19
Jan	\$ 12,717.49	\$ 1,171.60	\$ 11,545.89	985.48%	\$ 5,235.55
Feb	\$ 11,527.25	\$ 2,731.74	\$ 8,795.51	321.97%	\$ 6,003.67
Mar-Sep	\$ -	\$ -	\$ -		
	\$ 54,024.34	\$ 11,051.86	\$ 42,972.48	388.83%	\$ 26,949.57

■ 2020/2021 As of 3/31/21 ■ 2019/2020 As of 3/31/20



	Collected in					
	Nov	Dec	Jan	Feb	Mar	
Pre	\$ 1,565.42	\$ -	\$ 609.06		\$ 290.65	\$ 2,465.13
Oct	\$ 12,382.24	\$ 70.77	\$ 505.75			\$ 12,958.76
Nov	\$ 76.84	\$ 6,600.74	\$ 2,171.22			\$ 8,848.80
Dec		\$ 137.53	\$ 7,417.65		\$ 416.86	\$ 7,972.04
Jan			\$ 54.24	\$ 10,658.85	\$ 2,004.40	\$ 12,717.49
Feb					\$ 11,527.25	\$ 11,527.25
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 14,024.50	\$ 6,809.04	\$ 10,757.92	\$ 10,658.85	\$ 14,239.16	\$ 56,489.47

Attributed period

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



Schedule of Collection Allocation

Mexico Beach

For the month ending and fiscal year to date February 2021 and 2020

For the month ending February 2021

	Current period	Prior periods	Total
Taxes	11,402	2,495	13,896
Penalties	125	163	289
Interest	0	54	54
Total Collections	11,527	2,712	14,239

Fiscal year to date through February 2021

	Current period	Prior periods	Total
Taxes	48,463	6,770	55,233
Penalties	392	770	1,161
Interest	1	95	95
Total Collections	48,855	7,634	56,489

For the month ending February 2020

	Current period	Prior periods	Total
Taxes	2,579	-	2,579
Penalties	-	-	-
Interest	-	-	-
Total Collections	2,579	-	2,579

Fiscal year to date through February 2020

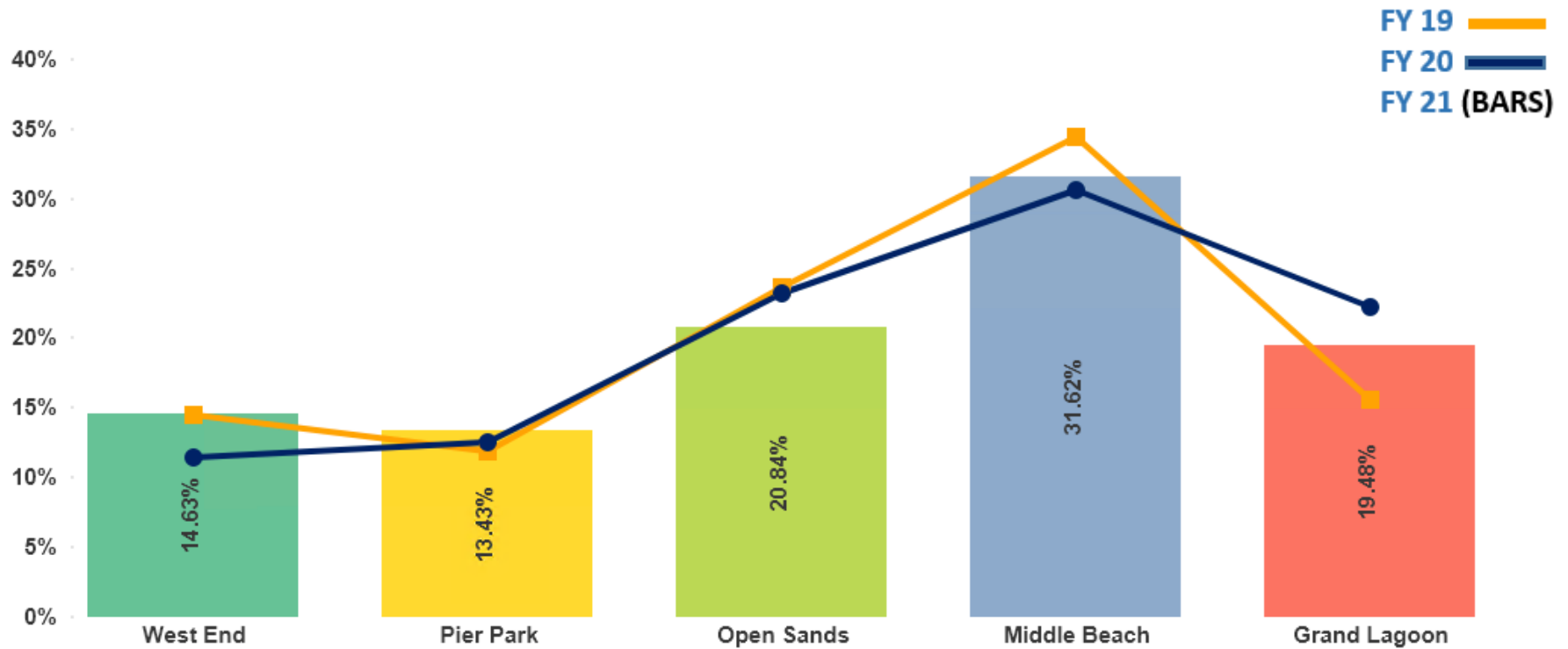
	Current period	Prior periods	Total
Taxes	10,477	17,912	28,388
Penalties	398	1,895	2,292
Interest	1	381	381
Total Collections	10,875	20,187	31,062



TDC Zones: Panama City Beach and Surrounding

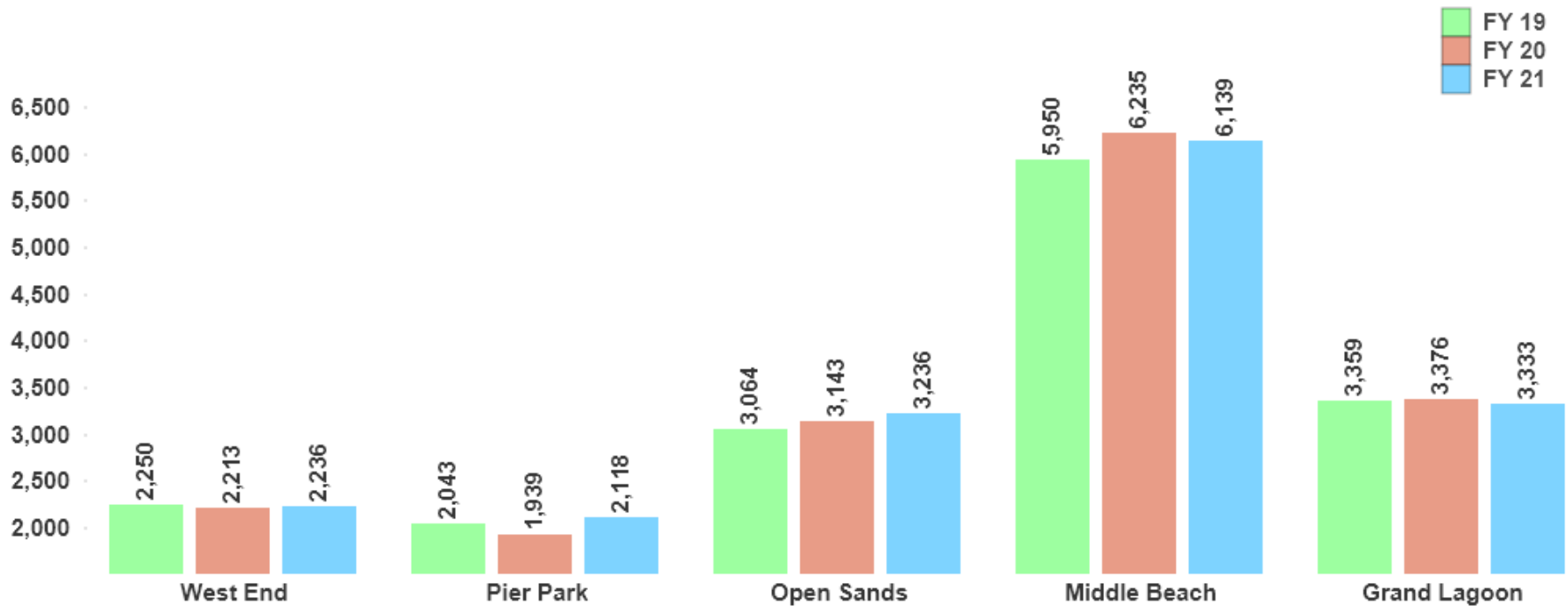


Annual % of Gross Receipts by Zones Three Year February Comparison



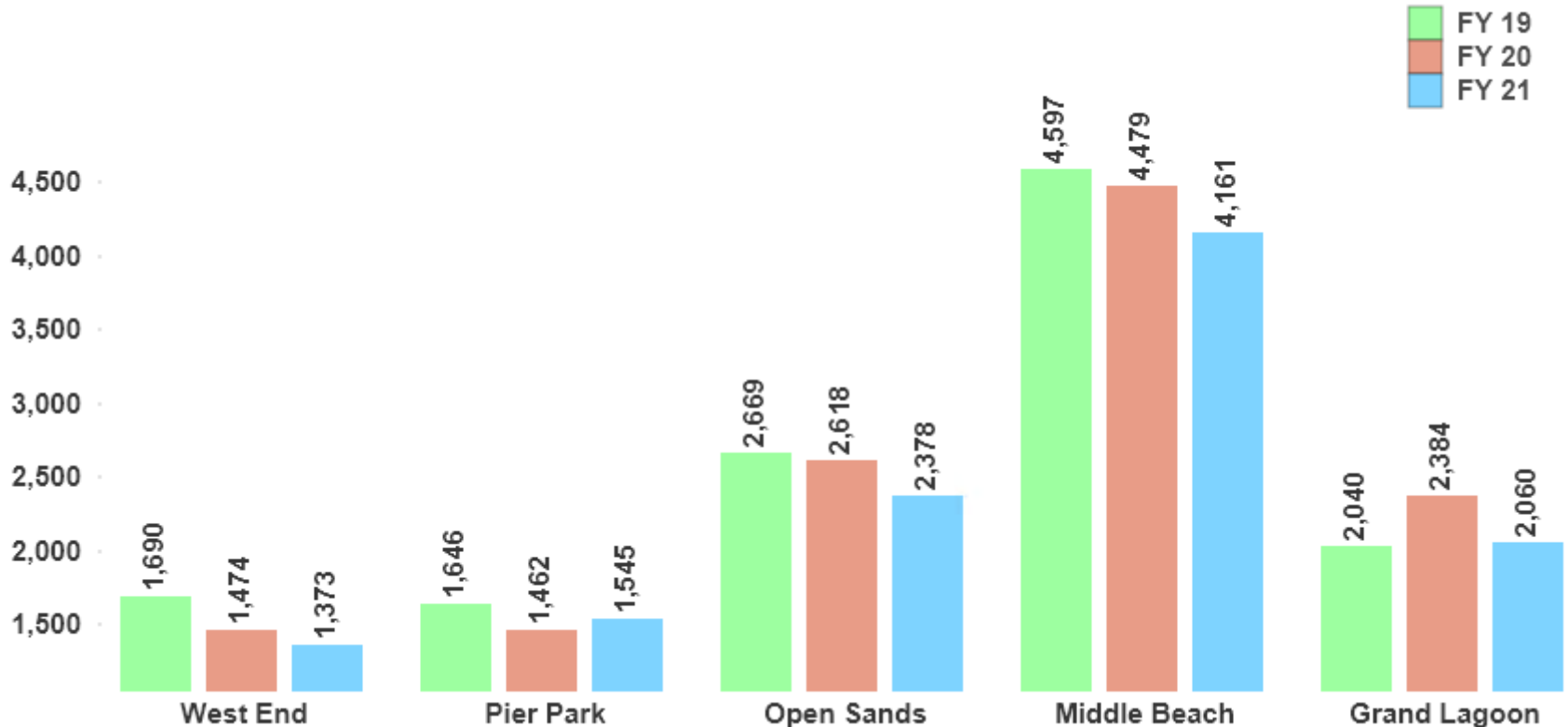
Feb	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY19	14.47%	11.87%	23.61%	34.41%	15.63%
FY20	11.44%	12.48%	23.25%	30.66%	22.17%
FY21	14.63%	13.43%	20.84%	31.62%	19.48%

Total Unit Count Three Year February Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 19	16,891	16,898	17,109	16,881	16,666	17,102	16,967	17,110	17,526	17,430	17,348	17,411
FY 20	17,246	17,225	17,495	17,304	16,906	17,118	17,183	17,434	17,536	17,541	17,463	17,651
FY 21	17,572	17,551	17,555	17,232	17,062							

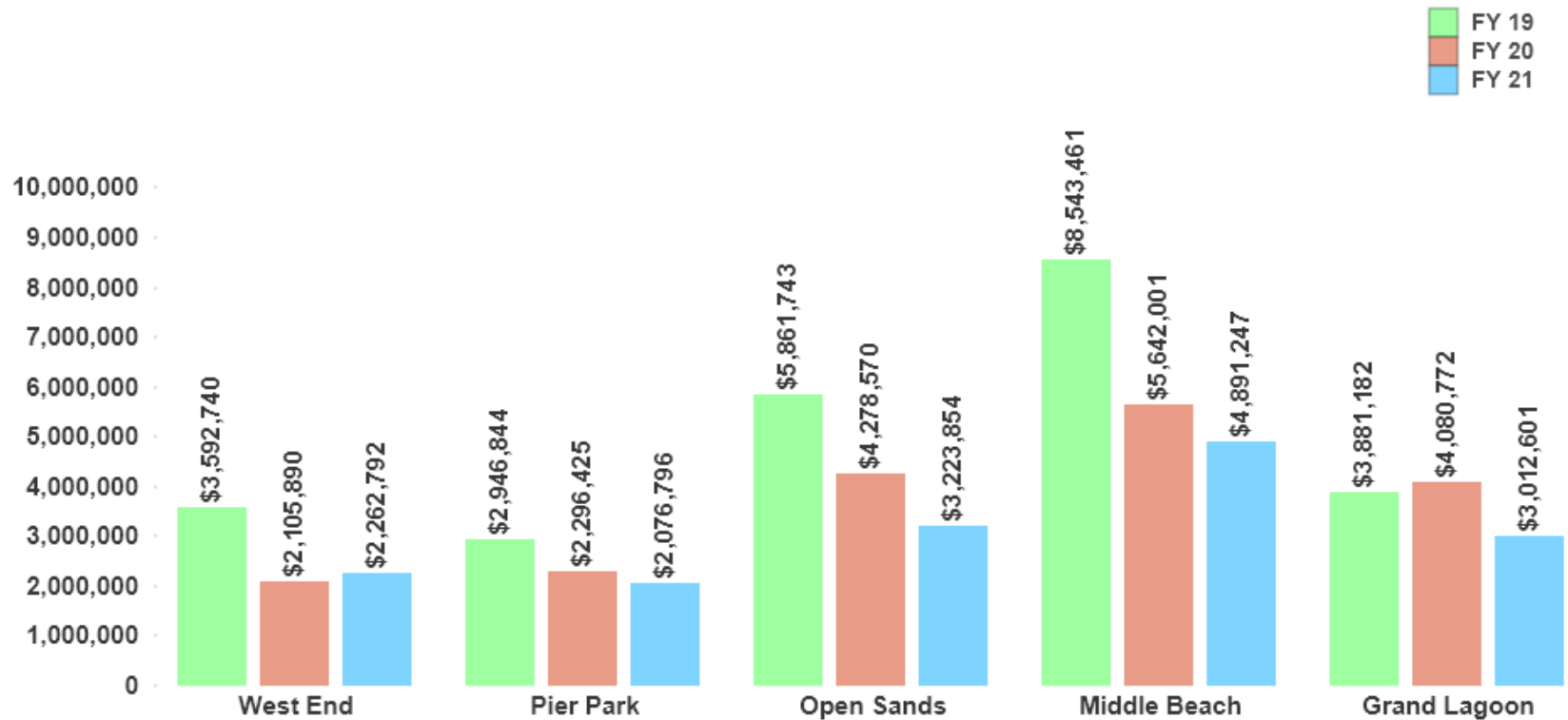
Unit Count Reporting Income Three Year February Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 19	14,084	11,437	11,870	12,528	12,642	14,033	13,894	15,068	15,431	15,575	15,259	14,711
FY 20	14,462	10,949	10,965	11,623	12,417	12,927	5,816	12,964	15,827	16,030	15,414	15,609
FY 21	14,987	12,051	10,634	11,300	11,517							

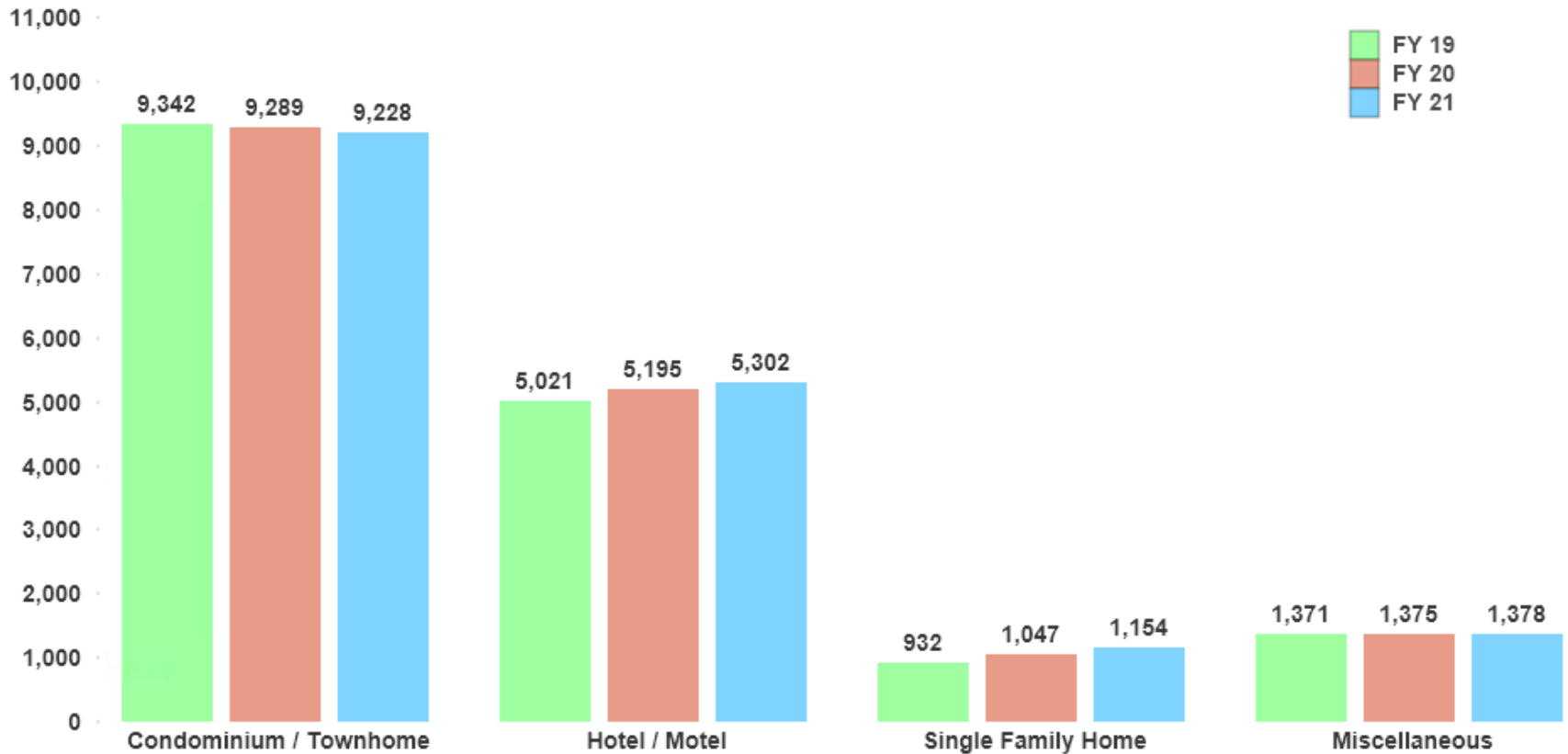


Gross Rental Receipts Three Year February Comparison



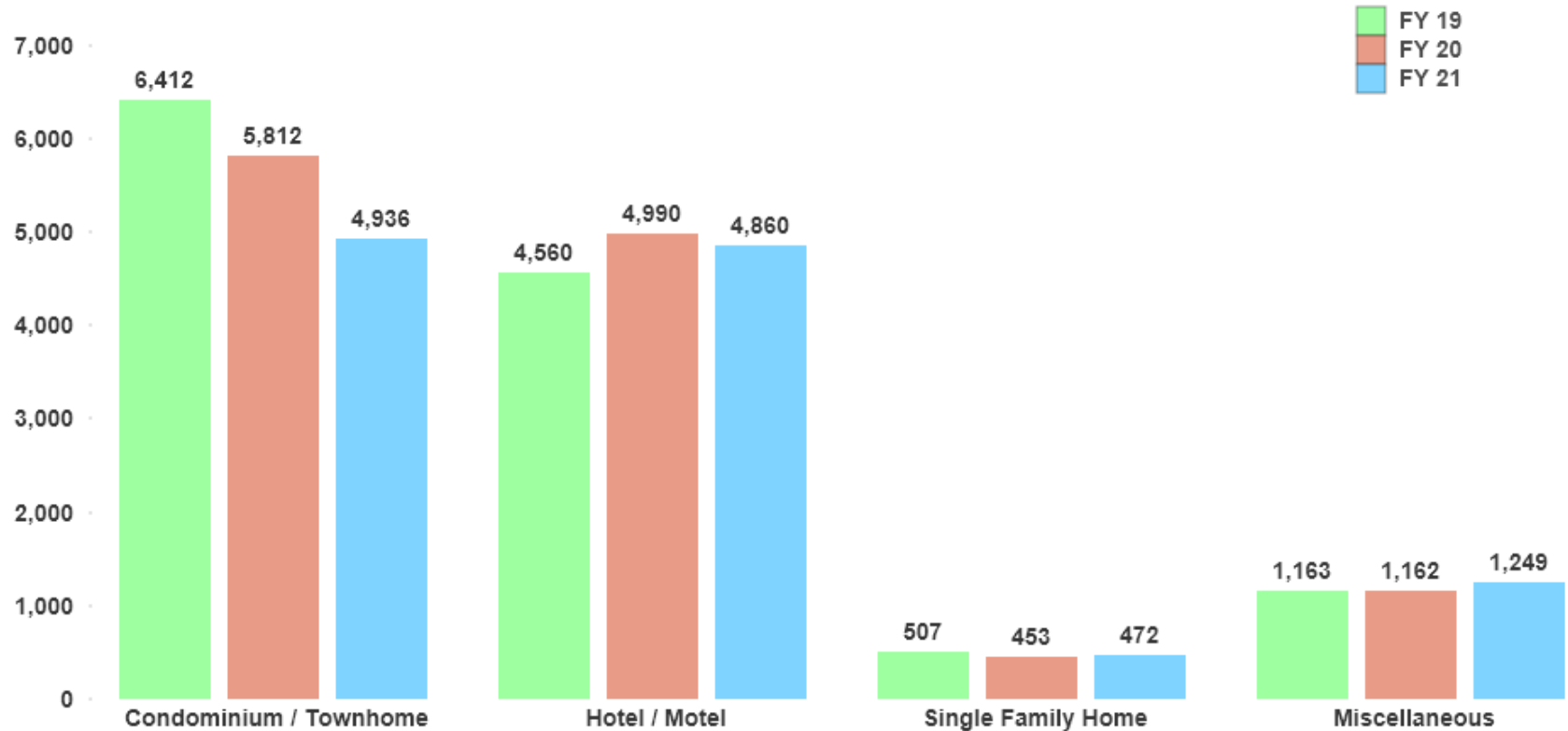
*Rounded to nearest whole dollar per each element

Unit Count by Property Type Three Years - February



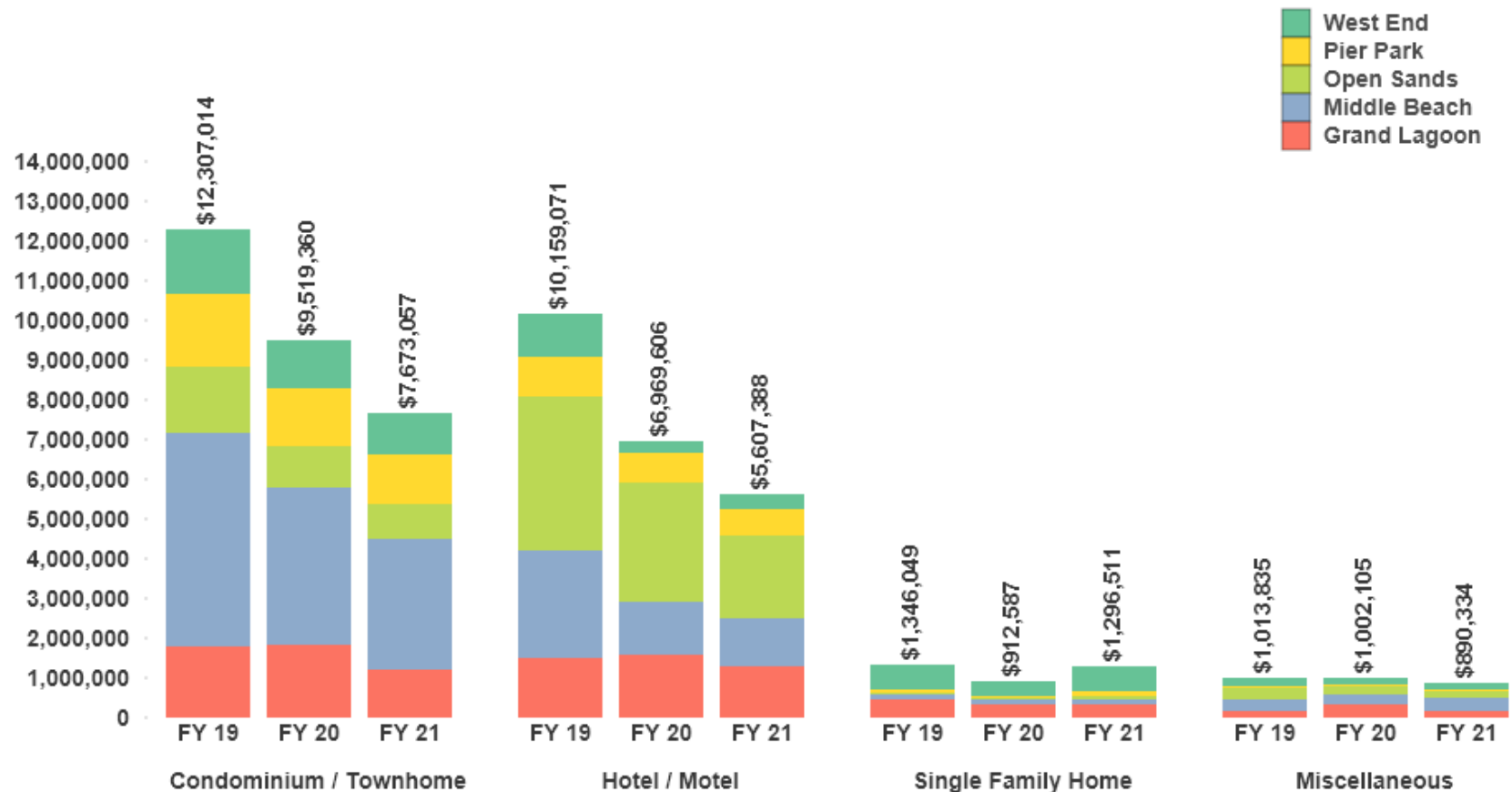
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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

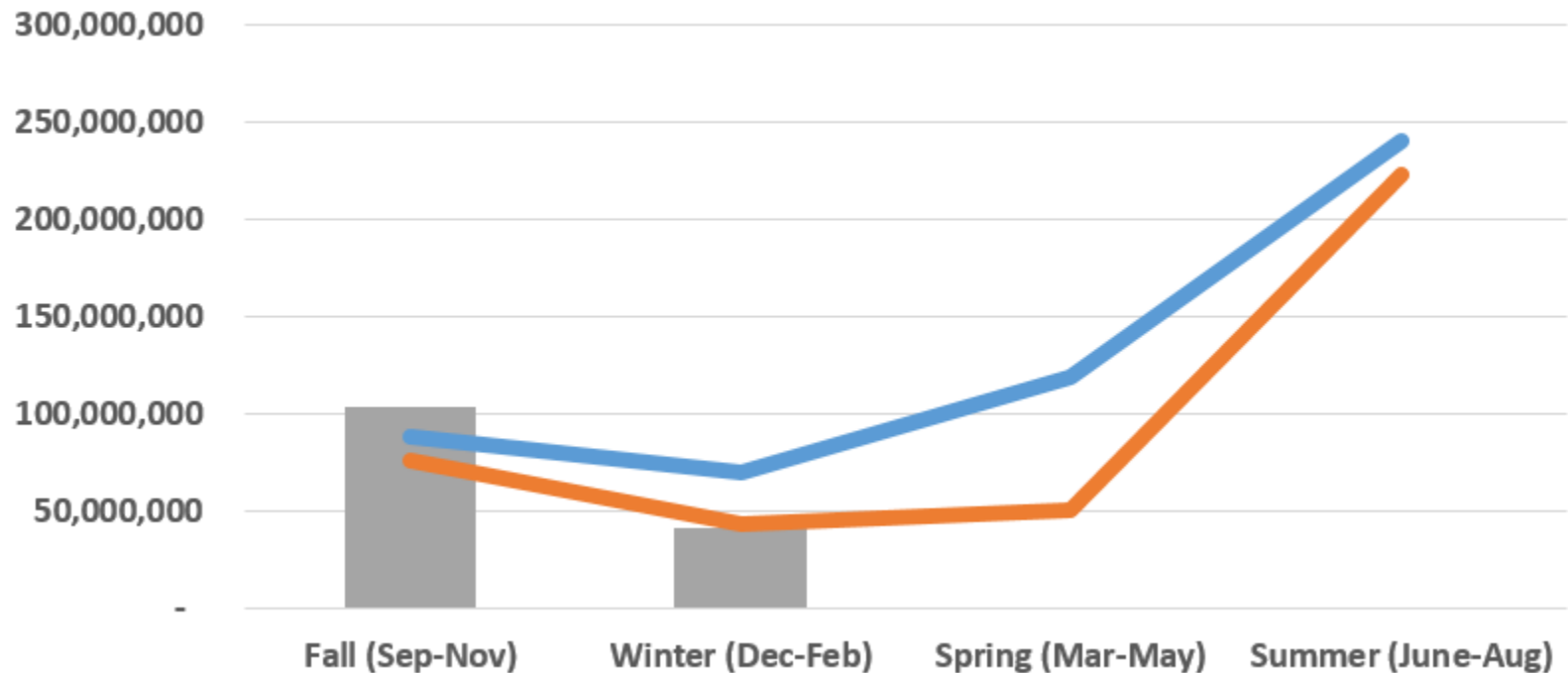


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

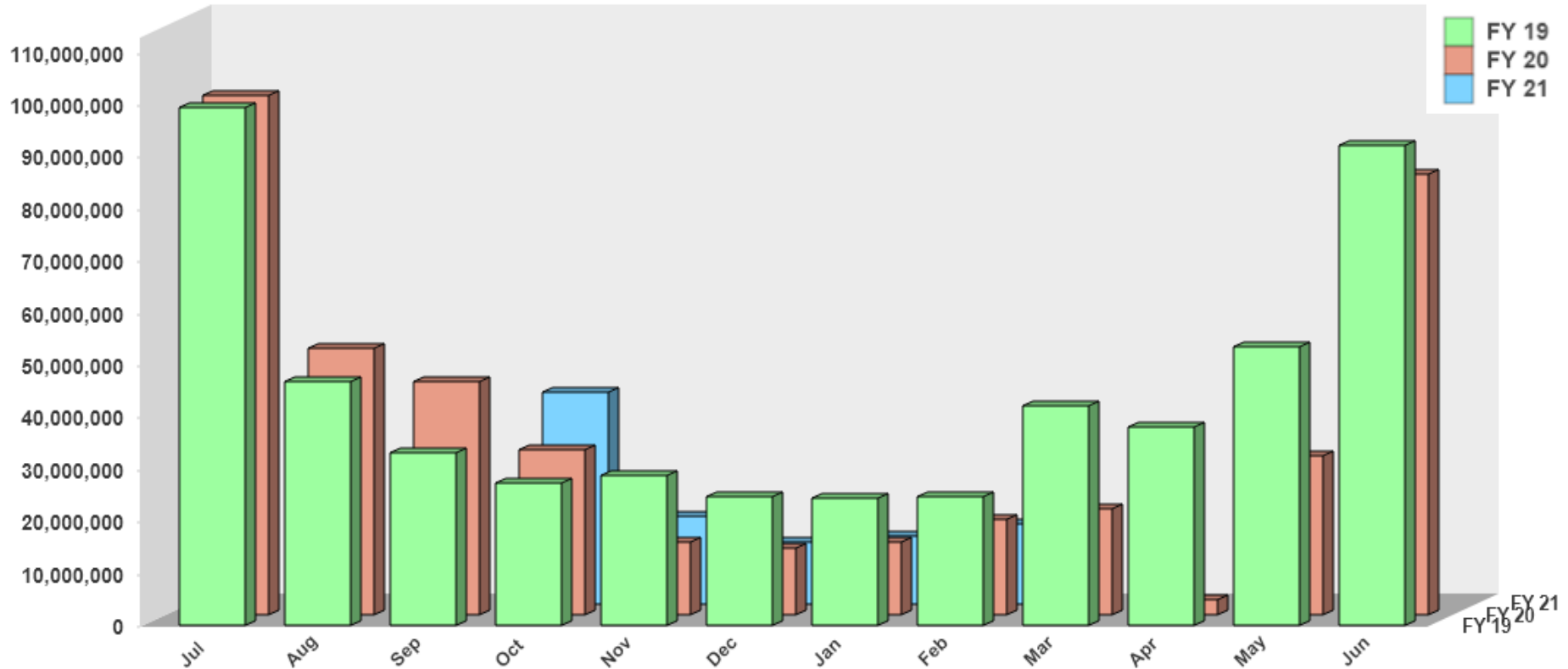
***Rounded to nearest whole dollar per each element**

Seasonal Gross Receipts Three Year Comparison

■ 2020-2021 — 2019-2020 — 2018-2019



Fiscal Year Ending September 30, 2021



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 19	\$27,447,472	\$28,846,596	\$24,580,592	\$24,287,575	\$24,825,970	\$42,139,089	\$38,006,810	\$53,366,688	\$92,190,355	\$99,324,865	\$46,753,968	\$33,020,503
FY 20	\$31,796,927	\$13,919,860	\$12,654,591	\$13,993,322	\$18,403,658	\$20,318,771	\$2,825,180	\$30,514,007	\$84,497,772	\$99,557,249	\$51,108,696	\$44,780,422
FY 21	\$40,657,587	\$16,734,532	\$11,938,710	\$13,124,660	\$15,467,290							

*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 28, 2021



**Bay County
Tourist Development Council**

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec	Jan	Feb
West End	1 Bedroom	288	199	130	187	201
	2 Bedroom	554	345	231	291	326
	3+ Bedrooms	159	125	95	100	90
Pier Park	1 Bedroom	437	324	213	308	302
	2 Bedroom	476	330	211	324	318
	3+ Bedrooms	167	138	90	125	108
Open Sands	1 Bedroom	491	347	281	331	366
	2 Bedroom	282	176	159	191	185
	3+ Bedrooms	141	108	93	93	96
Middle Beach	1 Bedroom	1,329	863	734	766	823
	2 Bedroom	1,360	945	761	802	883
	3+ Bedrooms	729	557	439	476	478
Grand Lagoon	1 Bedroom	338	195	135	194	216
	2 Bedroom	774	422	334	371	403
	3+ Bedrooms	272	159	121	146	141

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec	Jan	Feb
West End	1 Bedroom	\$796,124.50	\$269,607.59	\$157,153.47	\$220,549.97	\$273,883.40
	2 Bedroom	\$1,740,100.38	\$520,135.86	\$321,774.43	\$409,405.20	\$576,299.72
	3+ Bedrooms	\$773,823.50	\$292,072.42	\$203,631.89	\$205,224.07	\$211,158.88
Pier Park	1 Bedroom	\$1,251,957.13	\$419,223.52	\$288,757.57	\$397,550.63	\$446,921.11
	2 Bedroom	\$1,598,079.24	\$517,741.81	\$313,787.67	\$477,293.36	\$560,834.88
	3+ Bedrooms	\$814,462.18	\$310,450.16	\$183,689.35	\$272,149.01	\$232,790.45
Open Sands	1 Bedroom	\$1,071,021.57	\$417,677.61	\$357,831.69	\$332,986.42	\$415,212.99
	2 Bedroom	\$819,527.01	\$245,901.07	\$177,868.37	\$303,791.71	\$268,642.45
	3+ Bedrooms	\$681,596.88	\$255,304.33	\$190,102.95	\$190,367.78	\$198,464.78
Middle Beach	1 Bedroom	\$2,723,527.32	\$909,696.16	\$619,591.94	\$762,373.52	\$964,684.32
	2 Bedroom	\$3,952,406.01	\$1,298,846.61	\$923,320.81	\$993,853.50	\$1,371,745.50
	3+ Bedrooms	\$3,197,845.72	\$1,209,744.20	\$766,223.27	\$831,857.78	\$942,988.01
Grand Lagoon	1 Bedroom	\$752,642.21	\$229,748.90	\$160,063.86	\$223,932.50	\$283,472.04
	2 Bedroom	\$2,228,404.26	\$639,256.95	\$433,061.86	\$565,043.55	\$638,481.78
	3+ Bedrooms	\$1,142,354.06	\$365,396.91	\$232,486.20	\$296,661.05	\$287,476.40

Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending February 28, 2021

Hotel/Motel Units:	4,860
Hotel/Motel Gross Receipts:	\$5,607,388

Single Family Units:	472
Single Family Gross Receipts:	\$1,296,511

Miscellaneous Units:	1,249
Miscellaneous Gross Receipts:	\$890,334

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

Supporting Data and Service Contributors

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Bay County
Geographic Information Systems



QlikView

GeoQlik

