

# MONTHLY TDT ANALYSIS

## Statistical and Graphical Reports for month ending: December 31, 2018





January 31st, 2019

Tourist Development Council  
Bay County, Florida

Council Members:

Attached please find statistical and graphical reports for the three months ending December 31st, 2018. 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.

Please be advised that there are inherent limitation 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

# Clerk of Court & Comptroller

## Report for Month Ending

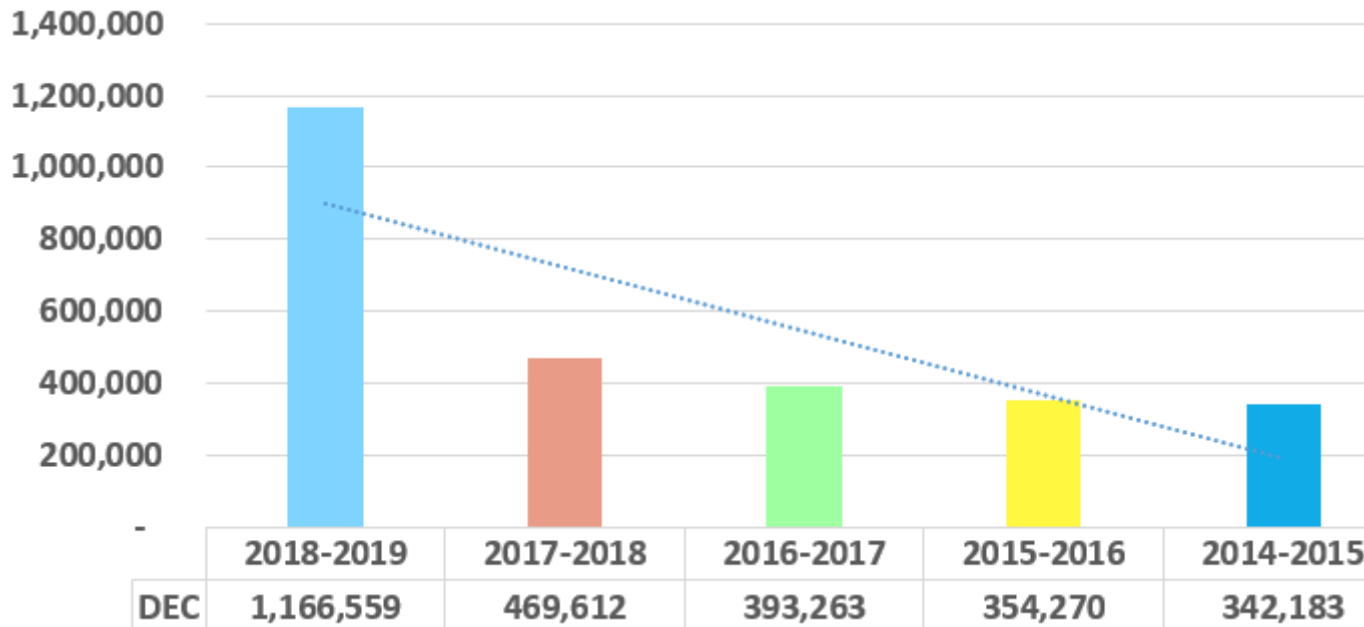
# December 31, 2018



Bay County  
Tourist Development Council

# Cash Collection Analysis: Panama City Beach

For the month ending  
December 31, 2018

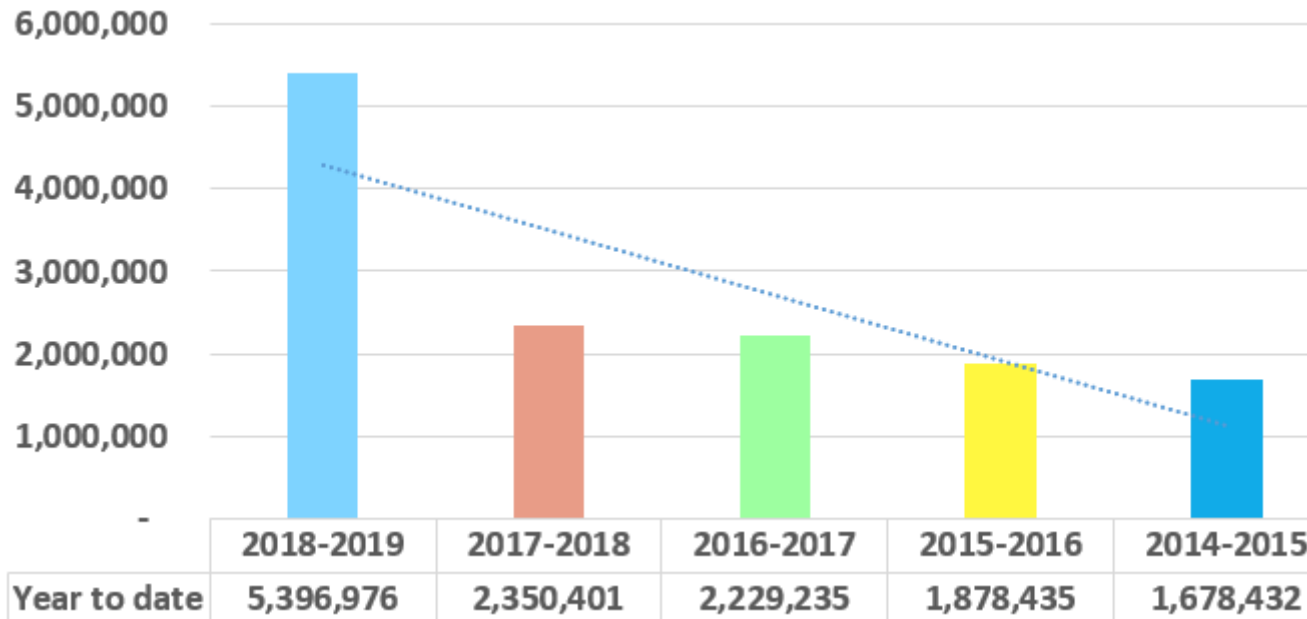


Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. December period collections are generated January 1st through January 31st).



# Cash Collection Analysis: Panama City Beach

Three months ending  
December 31, 2018



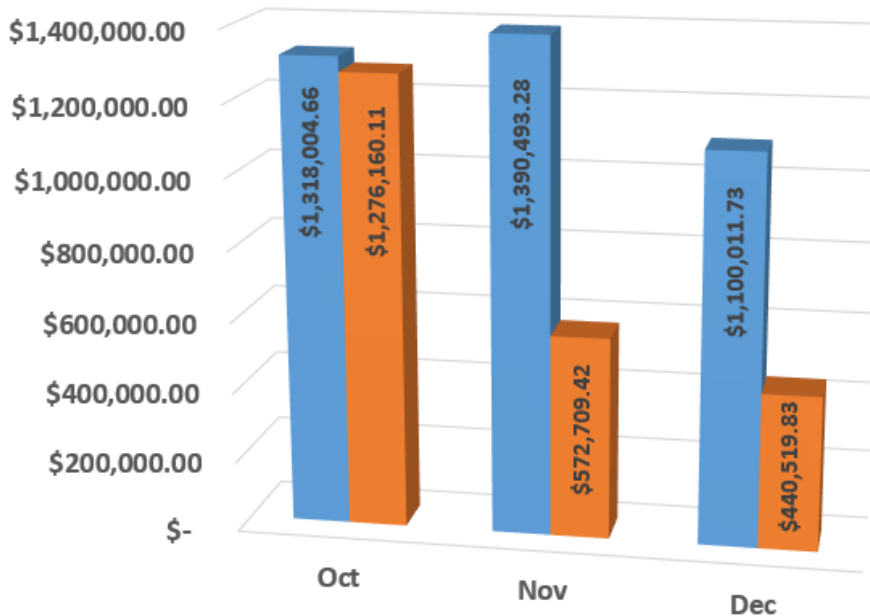
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# Accrual Attribution Data

## Panama City Beach

■ 2018/2019 ■ 2017/2018



Accrual Attribution Data

	<u>2018/2019</u>	<u>2017/2018</u>	<u>Variance</u>	<u>Variance %</u>
Oct	\$1,318,004.66	\$1,276,160.11	\$ 41,844.55	3.28%
Nov	\$1,390,493.28	\$ 572,709.42	\$ 817,783.86	142.79%
Dec	\$1,100,011.73	\$ 440,519.83	\$ 659,491.90	149.71%
Jan				
Feb				
	<b>\$3,808,509.67</b>	<b>\$2,289,389.36</b>	<b>\$1,519,120.31</b>	

"On November 1, 2018, The Tourist Development Council met and approved an amendment to its Program of Work to allow tourist development tax collections in excess of FY 2018 levels for the period of October through February to be used for specified purposes to further tourism interests with the impacted communities. The specified purposes are: to pay the costs for public relations and advertising agency fees for the CVB's agencies of record to support Mexico Beach and Panama City; and to fund local match requirements for design, permitting, administrative, and sand search costs for a beach renourishment project for Mexico Beach."

Bay County Board of County Commissioners 11/06/2018

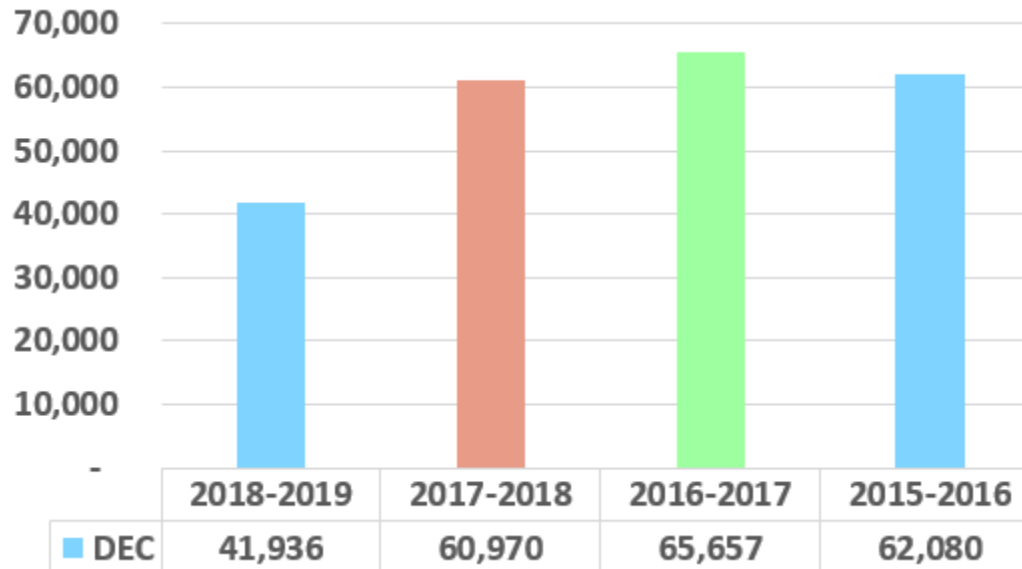
		Collection Period					
		<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	
Attributed period	Pre	\$1,415,925.93	\$ 122,667.31	\$ 42,573.09			\$1,581,166.33
	Oct	\$ 912,924.65	\$ 400,750.01	\$ 4,330.00			\$1,318,004.66
	Nov	\$ 5,665.71	\$1,357,847.24	\$ 26,980.33			\$1,390,493.28
	Dec	\$ 2,522.55	\$ 11,717.69	\$1,085,771.49			\$1,100,011.73
	Jan	\$ 137.72	\$ 179.71	\$ 6,205.83			\$ 6,523.26
	Feb	\$ 79.22		\$ 394.52			\$ 473.74
	Mar			\$ 253.36			\$ 253.36
	Apr			\$ 50.00			\$ 50.00
	May						\$ -
	Jun						\$ -
	Jul						\$ -
	Aug						\$ -
	Sep						\$ -
		\$2,337,255.78	\$1,893,161.96	\$1,166,558.62	\$ -	\$ -	\$5,396,976.36

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

# Cash Collection Analysis:

# Panama City

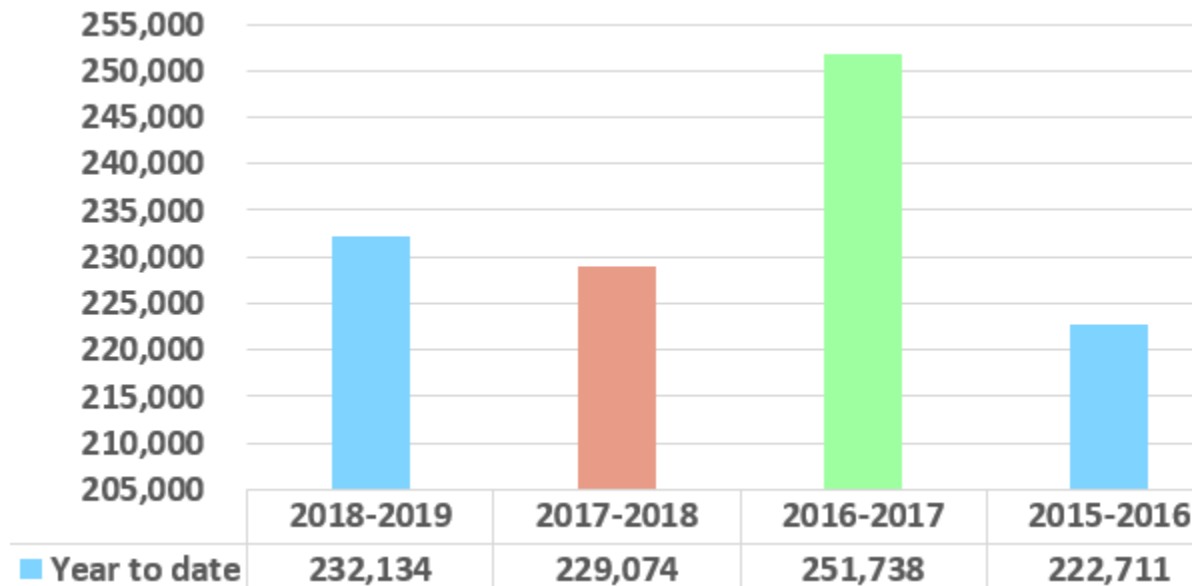
For the month ending  
December 31, 2018



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. December period collections are generated January 1st through January 31st).



## Three months ending December 31, 2018



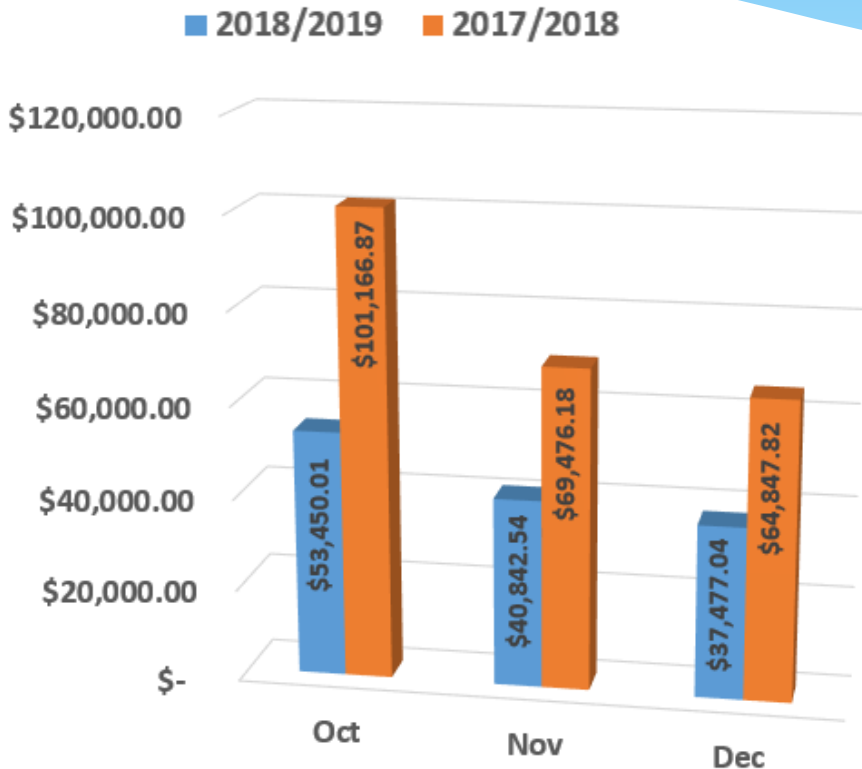
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# Accrual Attribution Data

## Panama City



	2018/2019	2017/2018	Variance	Variance %
Oct	\$ 53,450.01	\$101,166.87	\$ (47,716.86)	-47.17%
Nov	\$ 40,842.54	\$ 69,476.18	\$ (28,633.64)	-41.21%
Dec	\$ 37,477.04	\$ 64,847.82	\$ (27,370.78)	-42.21%
Jan				
Feb				
	<b>\$131,769.59</b>	<b>\$235,490.87</b>	<b><u>\$(103,721.28)</u></b>	

"On November 1, 2018, The Tourist Development Council met and approved an amendment to its Program of Work to allow tourist development tax collections in excess of FY 2018 levels for the period of October through February to be used for specified purposes to further tourism interests with the impacted communities. The specified purposes are: to pay the costs for public relations and advertising agency fees for the CVB's agencies of record to support Mexico Beach and Panama City; and to fund local match requirements for design, permitting, administrative, and sand search costs for a beach renourishment project for Mexico Beach."

Bay County Board of County Commissioners 11/06/2018

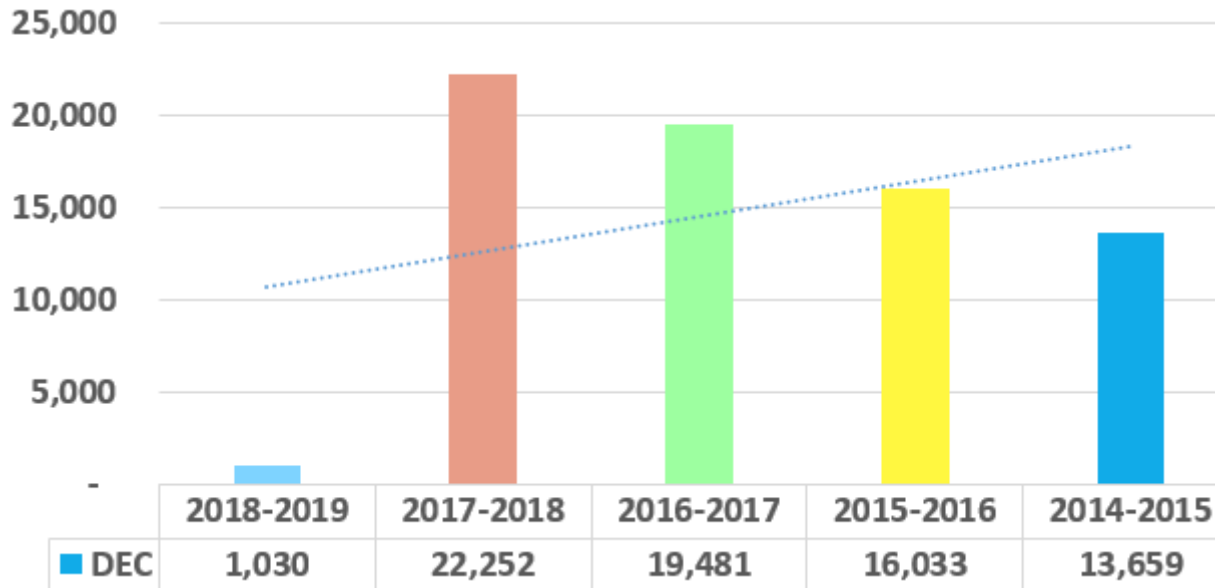
		Collection Period					
		<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	
Attributed period	Pre	\$ 82,074.95	\$ 18,289.19	\$ -			\$100,364.14
	Oct	\$ 31,651.53	\$ 17,439.94	\$ 4,358.54			\$ 53,450.01
	Nov		\$ 40,742.54	\$ 100.00			\$ 40,842.54
	Dec			\$ 37,477.04			\$ 37,477.04
	Jan						\$ -
	Feb						\$ -
	Mar						\$ -
	Apr						\$ -
	May						\$ -
	Jun						\$ -
	Jul						\$ -
	Aug						\$ -
	Sep						\$ -
		\$113,726.48	\$ 76,471.67	\$ 41,935.58	\$ -	\$ -	\$232,133.73

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



# Cash Collection Analysis: Mexico Beach

For the month ending  
December 31, 2018

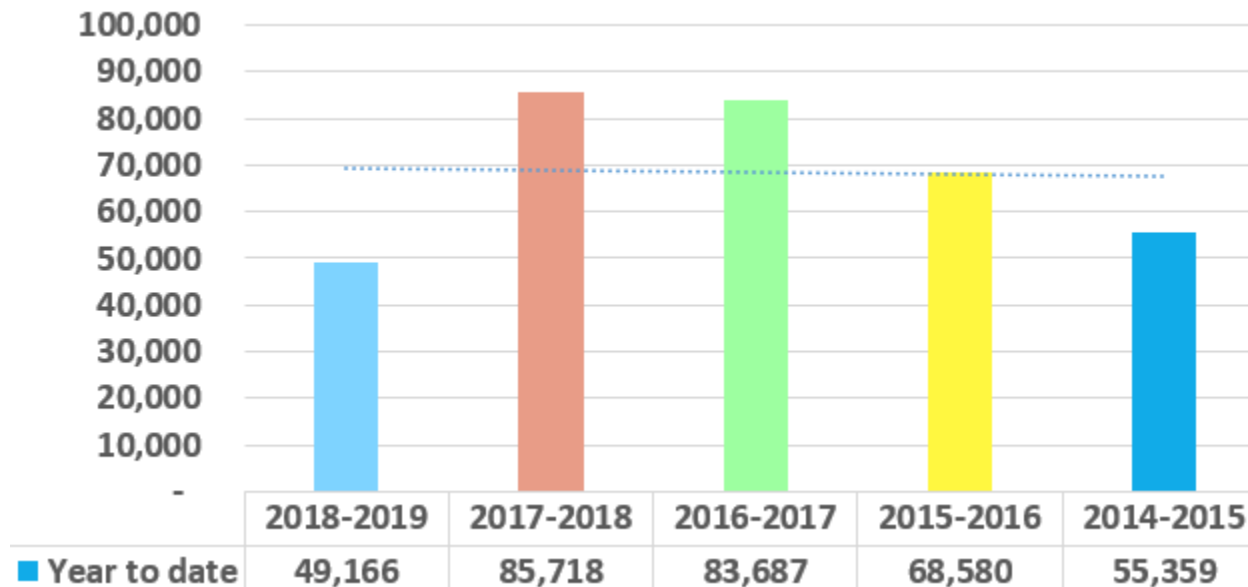


Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. December period collections are generated January 1st through January 31st).



# Cash Collection Analysis: Mexico Beach

## Three months ending December 31, 2018

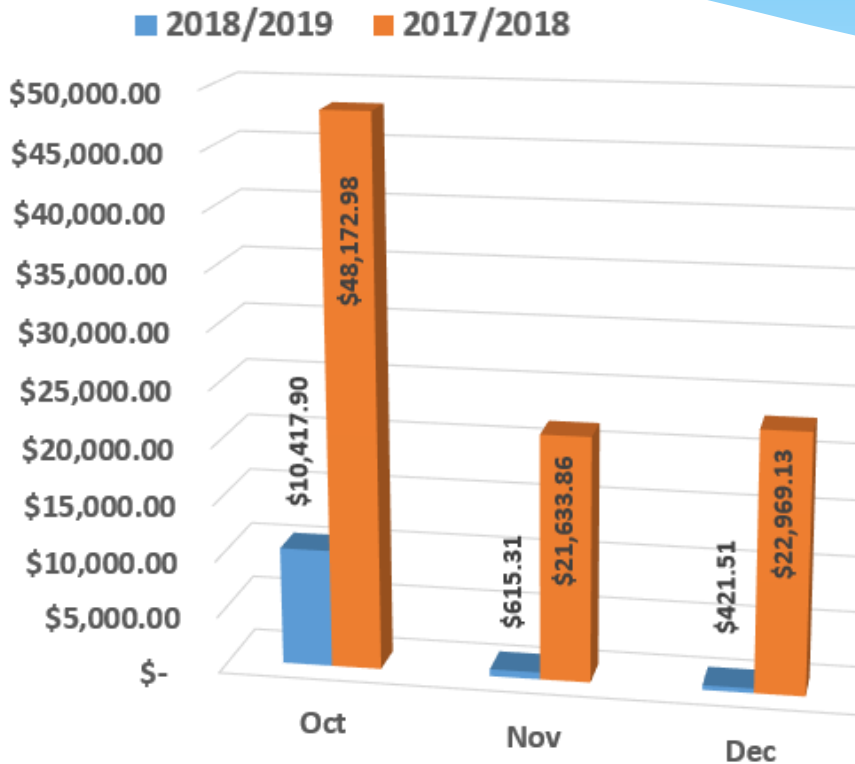


Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. December period collections are generated January 1st through January 31st).



# Accrual Attribution Data

## Mexico Beach



Accrual Attribution Data				
	2018/2019	2017/2018	Variance	Variance %
Oct	\$ 10,417.90	\$48,172.98	\$ (37,755.08)	-78.37%
Nov	\$ 615.31	\$21,633.86	\$ (21,018.55)	-97.16%
Dec	\$ 421.51	\$22,969.13	\$ (22,547.62)	-98.16%
Jan				
Feb				
	\$ 11,454.72	\$92,775.97	\$ (81,321.25)	

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Bay County Board of County Commissioners 11/06/2018

		Collection Period					
		<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	
Attributed period	Pre	\$ 12,604.28	\$24,922.15	\$ 184.72			\$37,711.15
	Oct	\$ 2,810.09	\$ 7,607.81	\$ -			\$10,417.90
	Nov	\$ 41.44	\$ 150.00	\$ 423.87			\$ 615.31
	Dec			\$ 421.51			\$ 421.51
	Jan						\$ -
	Feb						\$ -
	Mar						\$ -
	Apr						\$ -
	May						\$ -
	Jun						\$ -
	Jul						\$ -
	Aug						\$ -
	Sep						\$ -
		\$ 15,455.81	\$32,679.96	\$ 1,030.10	\$ -	\$ -	\$49,165.87

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 September 2019 and 2018

For the month ending December 2018

For the month ending December 2017

	Current period	Prior periods	Total	Current period	Prior periods	Total
Taxes	1,087,408	66,165	1,153,574	414,316	46,140	460,455
Penalties	5,239	7,210	12,450	1,500	6,988	8,488
Interest	28	508	536	0	668	669
<b>Total Collections</b>	<b>1,092,675</b>	<b>73,883</b>	<b>1,166,559</b>	<b>415,816</b>	<b>53,795</b>	<b>469,612</b>

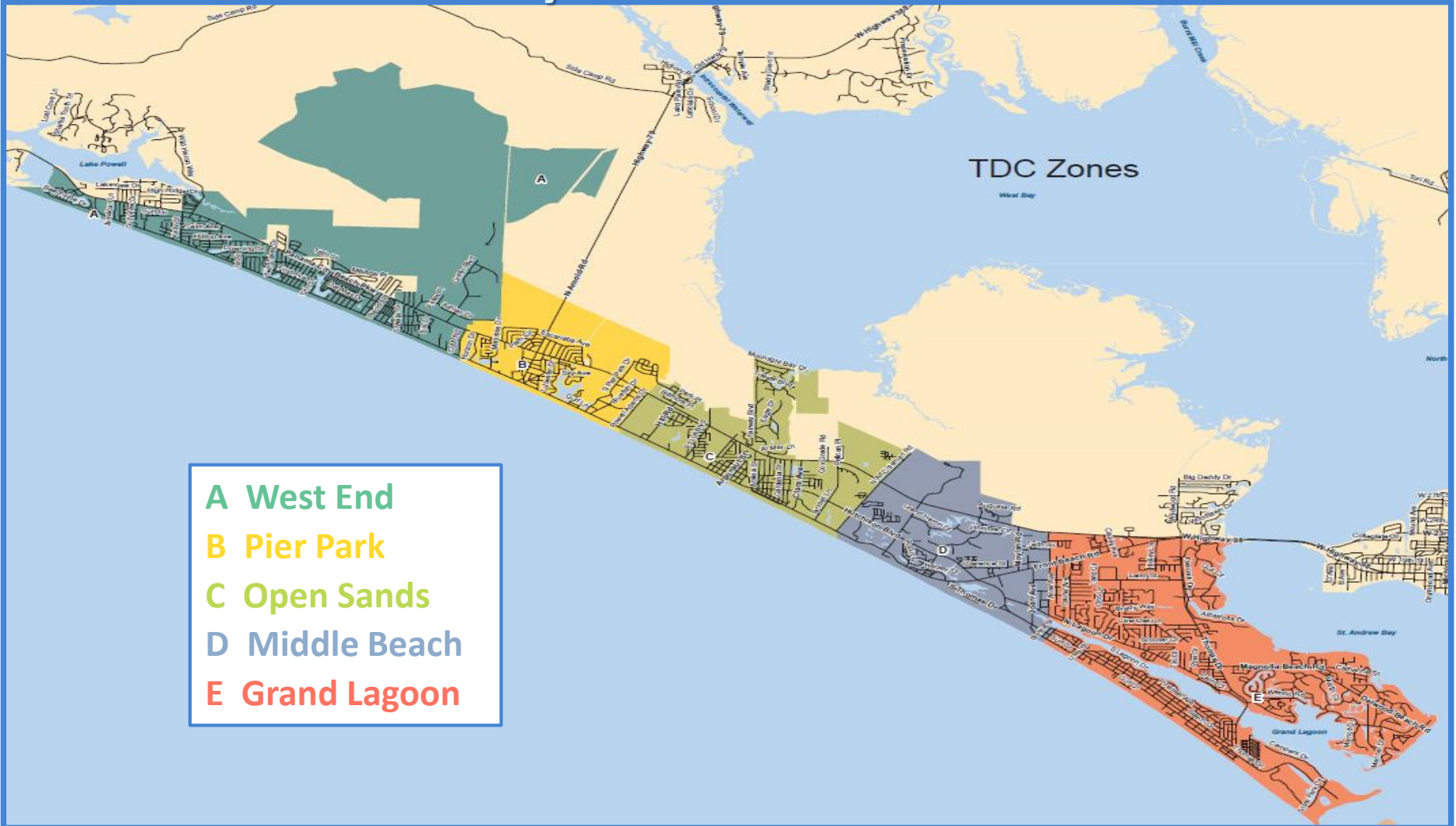
Fiscal year to date through December 2018

Fiscal year to date through December 2017

	Current period	Prior periods	Total	Current period	Prior periods	Total
Taxes	3,371,208	2,001,185	5,372,393	2,235,877	90,013	2,325,891
Penalties	12,481	10,676	23,157	8,589	13,230	21,819
Interest	61	1,365	1,426	72	2,619	2,691
<b>Total Collections</b>	<b>3,383,750</b>	<b>2,013,226</b>	<b>5,396,977</b>	<b>2,244,539</b>	<b>105,862</b>	<b>2,350,400</b>



# Layout of TDC Zones

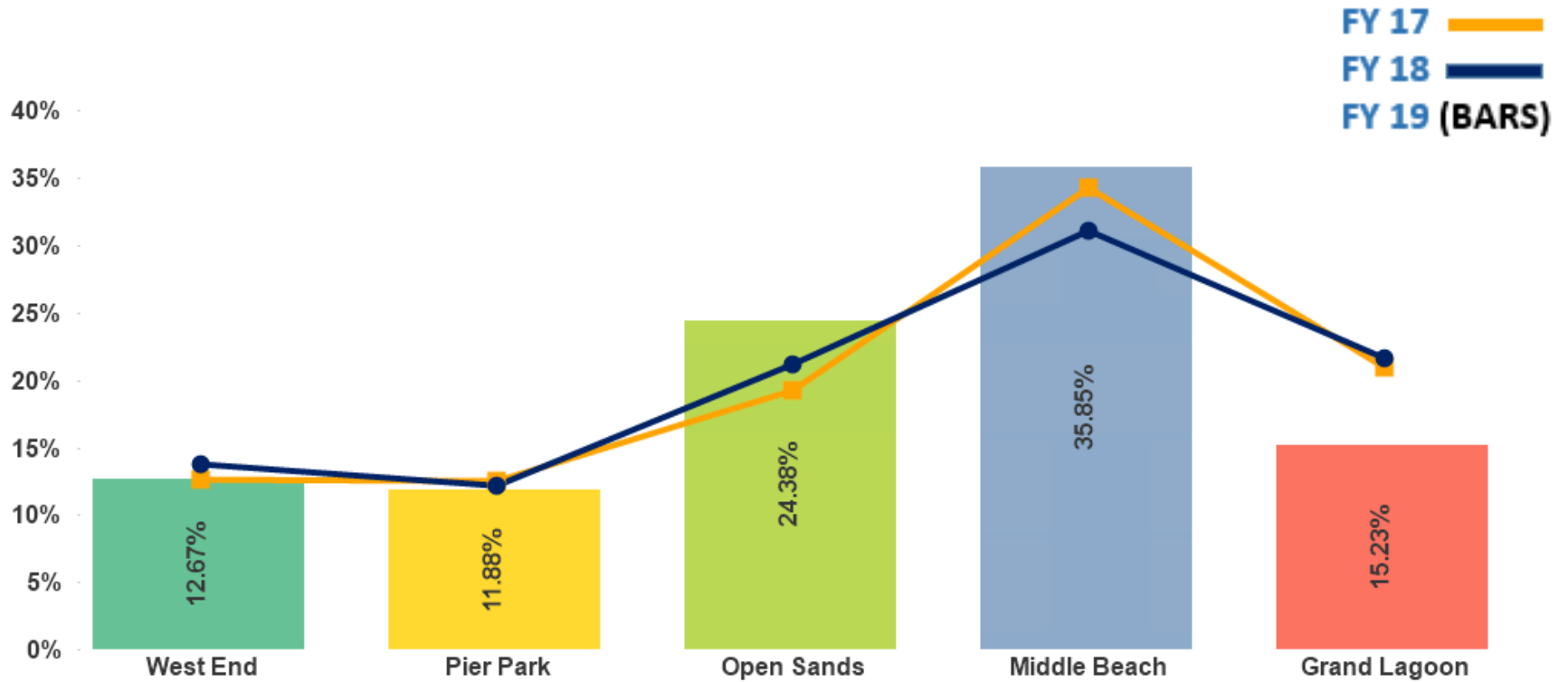


**Bay County**  
**Tourist Development Council**

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

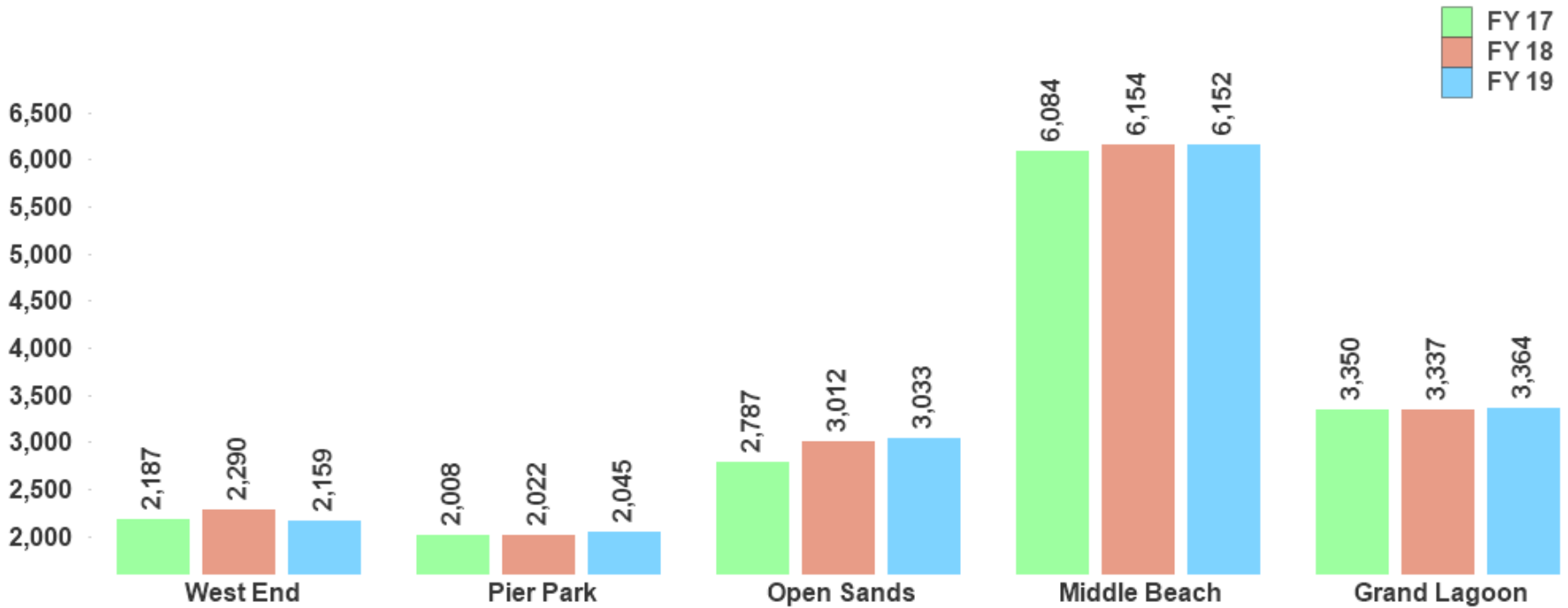


# Annual % of Gross Receipts by Zones Three Year December Comparison



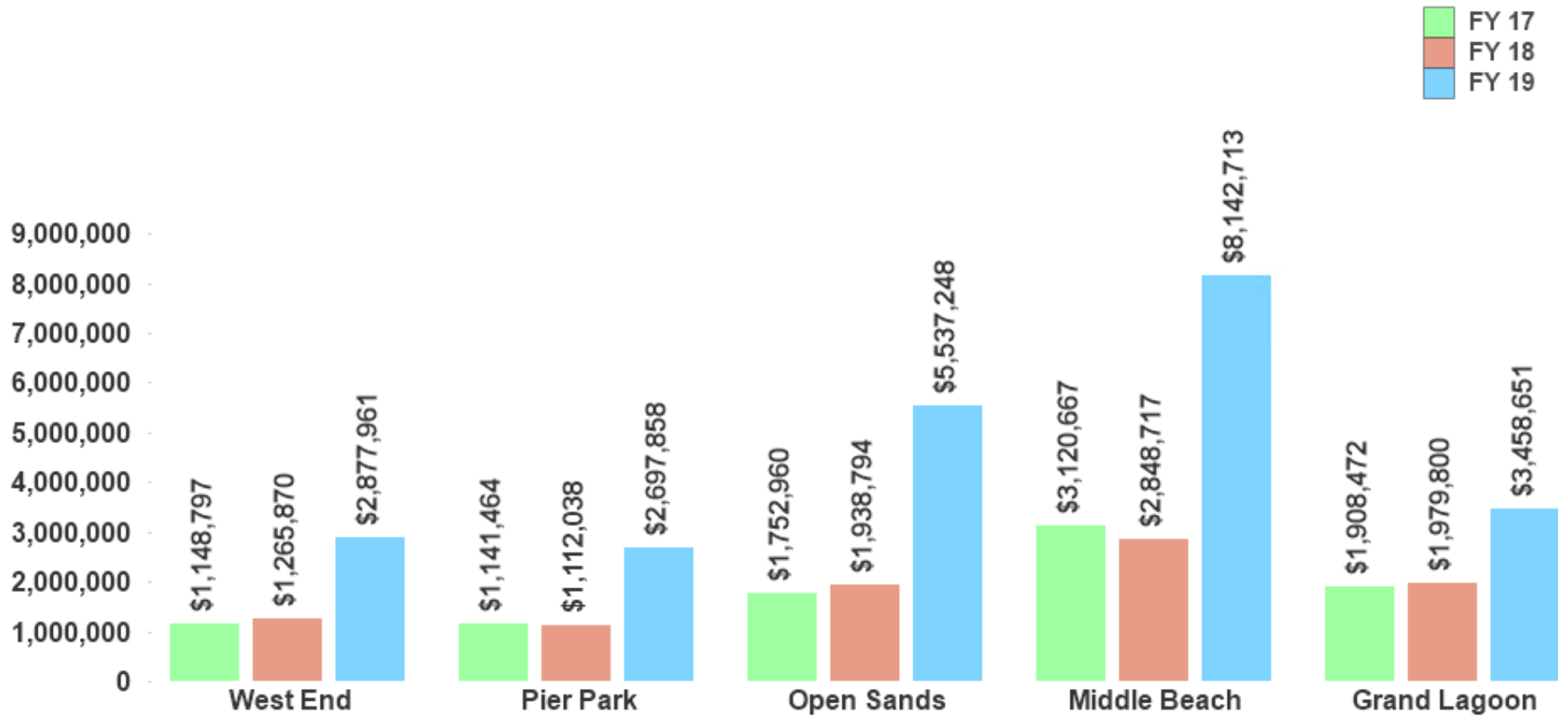
Dec	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY17	12.66%	12.58%	19.32%	34.40%	21.04%
FY18	13.84%	12.16%	21.20%	31.15%	21.65%
FY19	12.67%	11.88%	24.38%	35.85%	15.23%

# Total Unit Count Three Year December Comparison



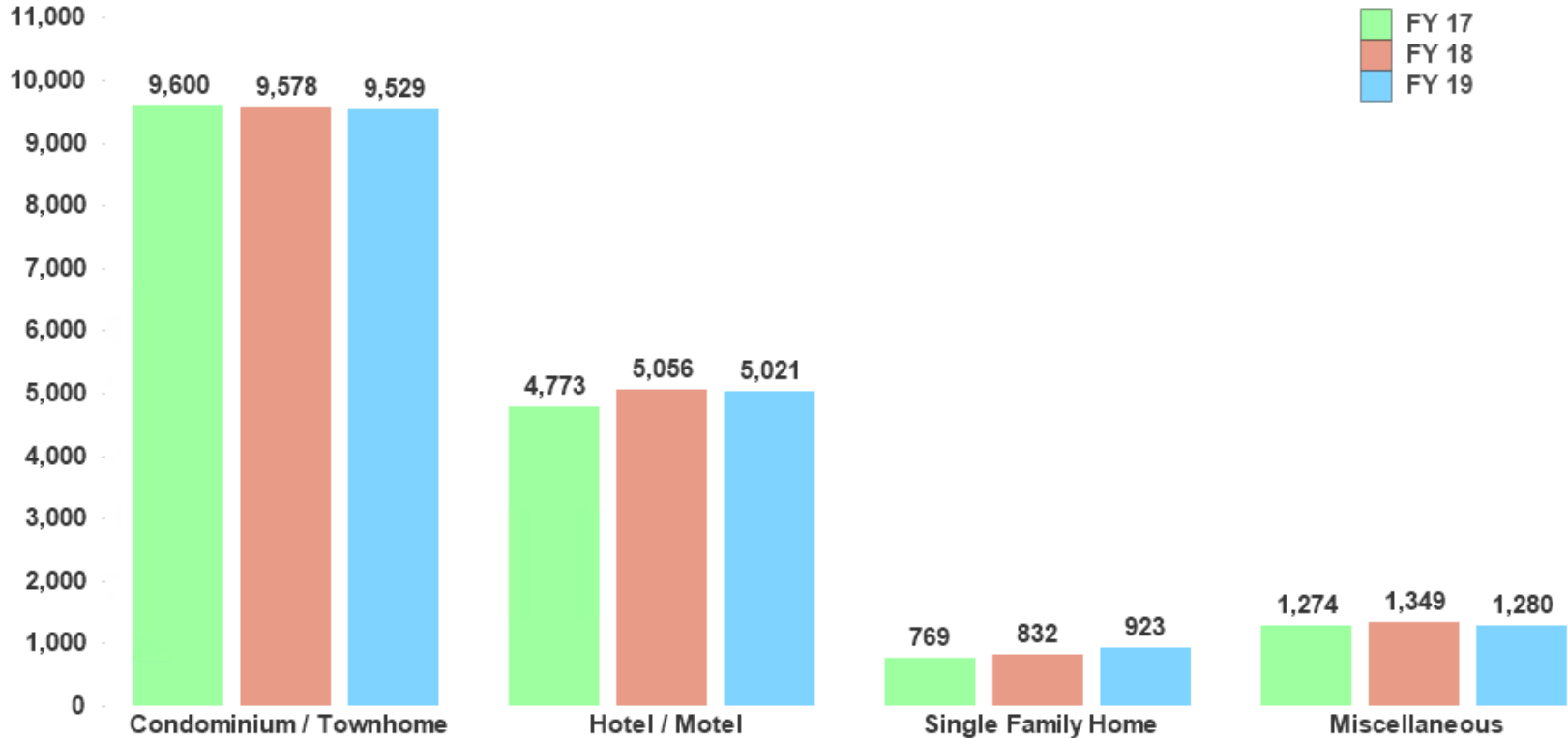
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 17	16,091	16,097	16,416	16,082	16,144	16,462	16,394	16,440	16,629	16,688	16,710	16,837
FY 18	16,616	16,595	16,815	16,705	16,614	16,884	16,621	16,761	17,032	16,900	16,882	16,973
FY 19	16,799	16,779	16,753									

# Gross Rental Receipts Three Year December Comparison



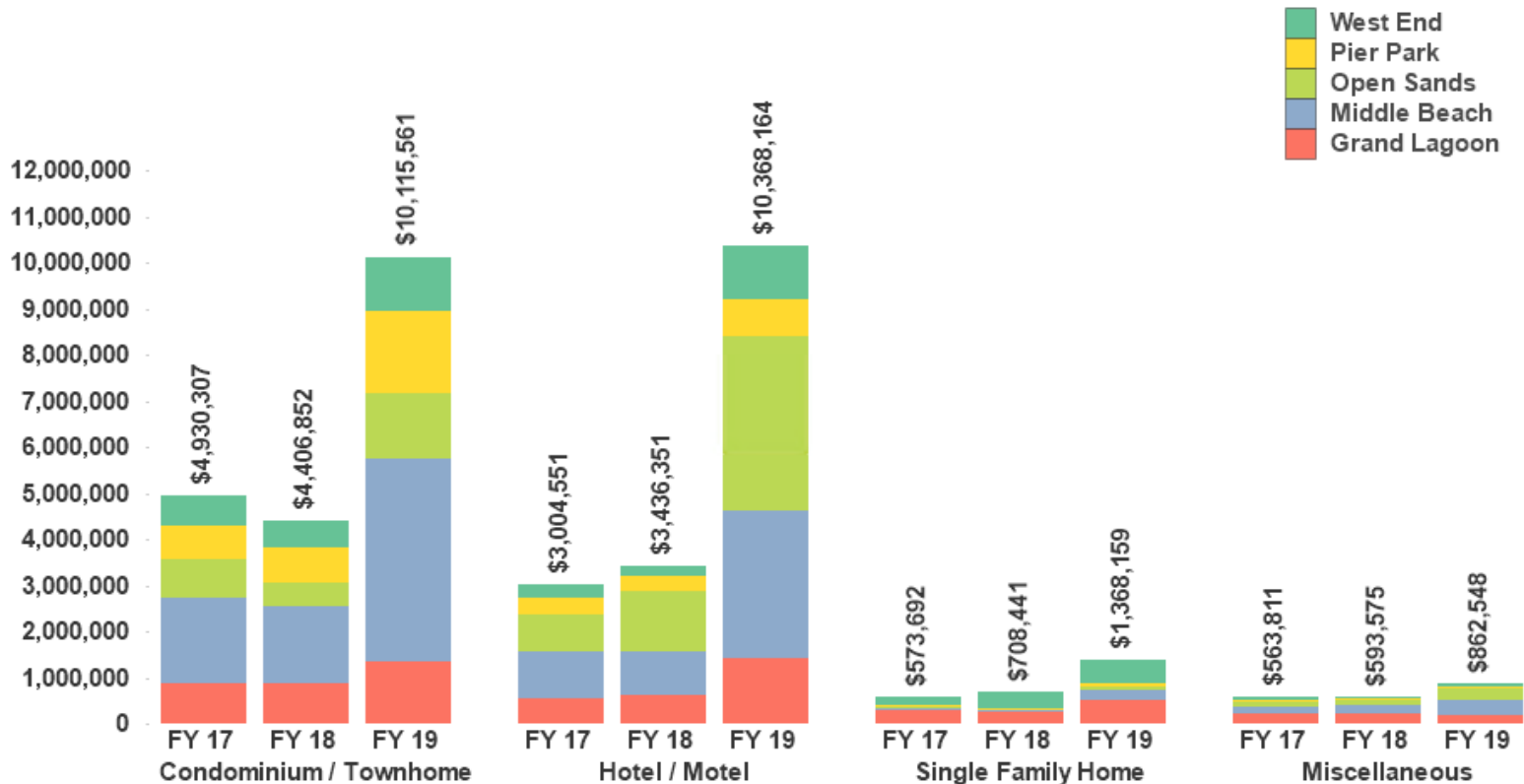
\*Rounded to nearest whole dollar per each element

# Unit Count by Property Type Three Year December Comparison



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

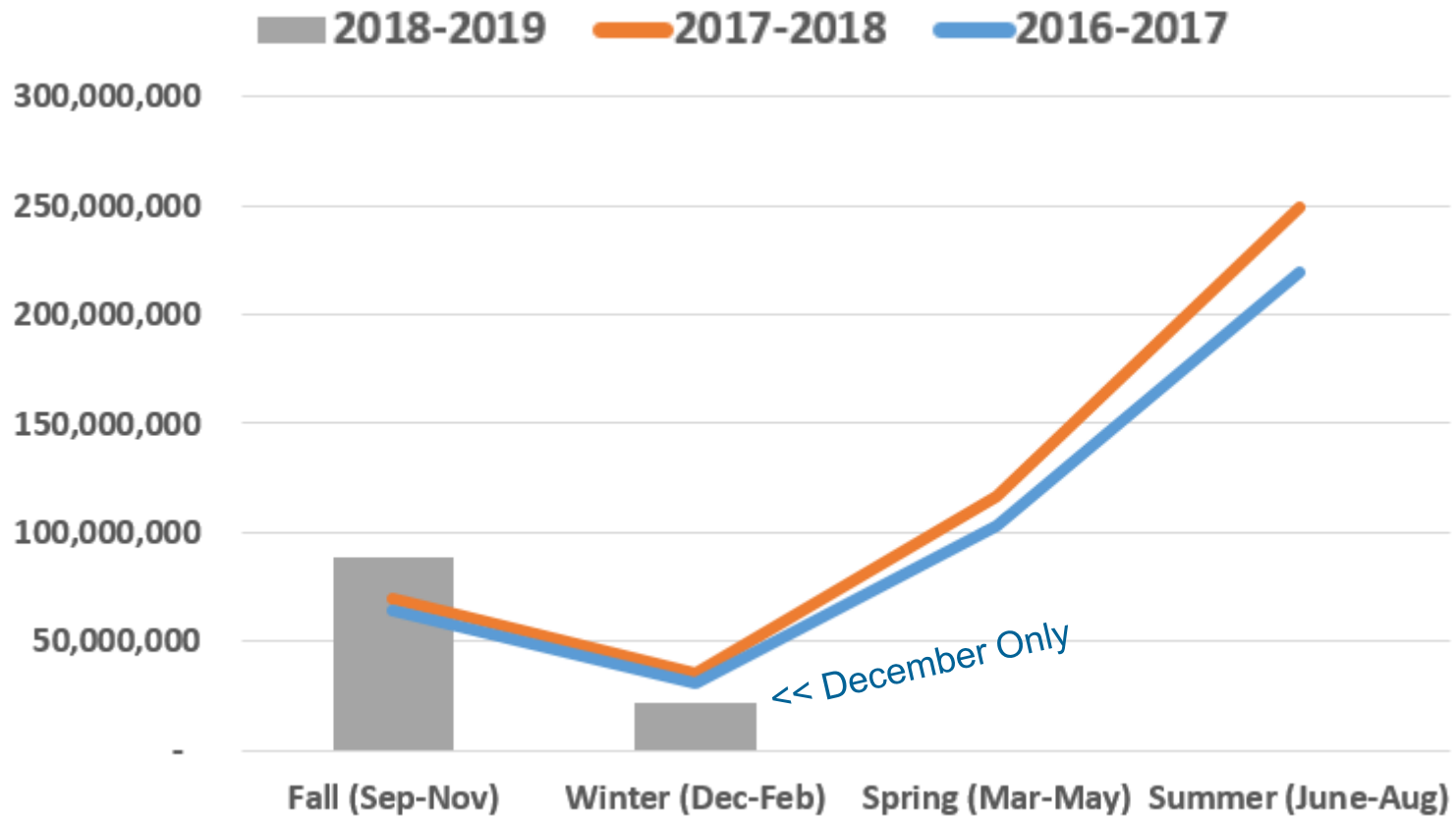
# Gross Receipts by Property Type Three Year December Comparison



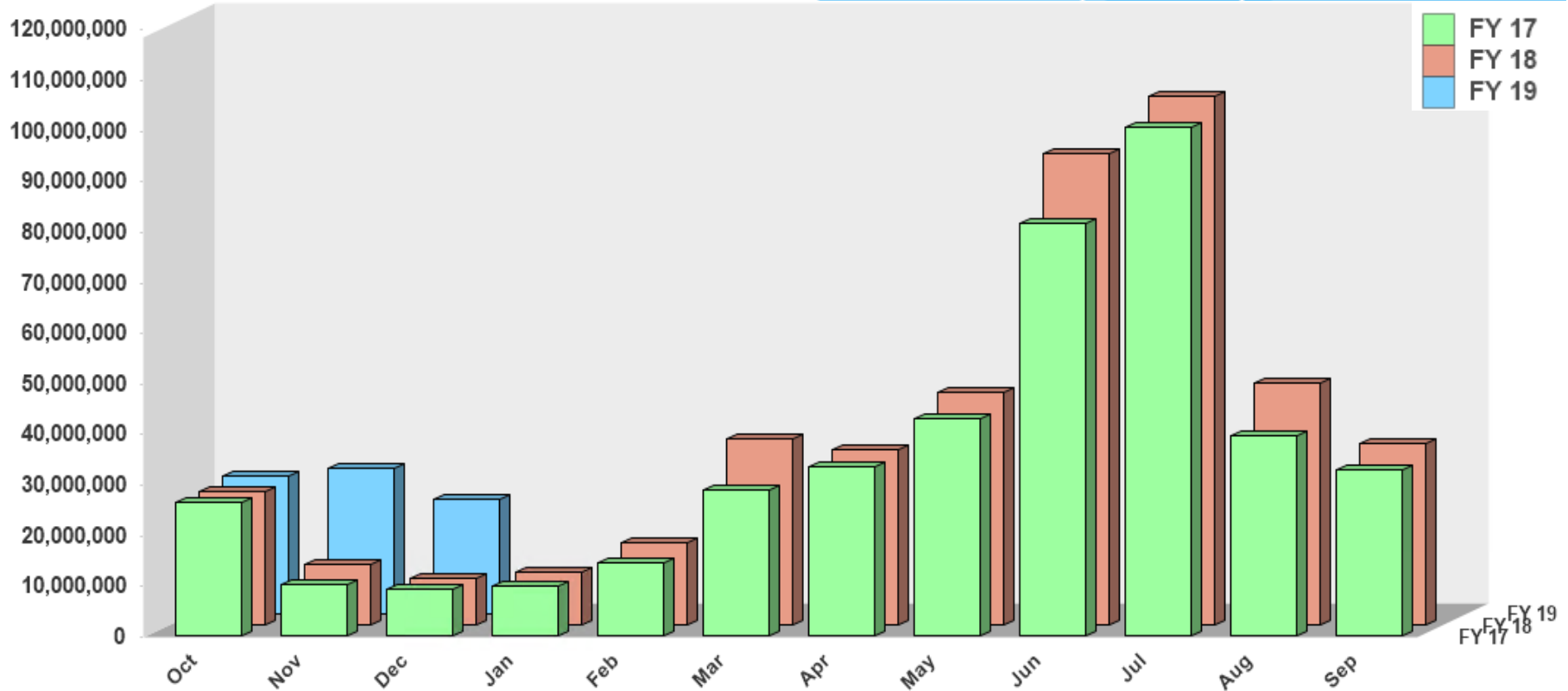
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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

# Seasonal Gross Receipts Three Year Comparison



Fiscal Year Ending September 30, 2019



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 17	\$26,356,965	\$10,153,063	\$9,072,360	\$9,865,719	\$14,321,400	\$28,666,048	\$33,329,202	\$43,037,246	\$81,349,653	\$100,458,789	\$39,579,971	\$32,677,105
FY 18	\$26,218,386	\$11,986,212	\$9,145,220	\$10,509,137	\$16,210,829	\$36,850,493	\$34,629,546	\$45,890,267	\$93,054,879	\$104,421,026	\$47,885,147	\$35,818,871
FY 19	\$27,346,757	\$28,706,479	\$22,714,432									

\*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: December 31, 2018**





**Reporting Units grouped by  
Condominium / Townhome property type  
for month ending December 31, 2018**

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	367	540	547	1,608	453	3,515
2 Bedroom	696	545	385	1,621	996	4,243
3+ Bedrooms	204	204	171	853	339	1,771
Total	1,267	1,289	1,103	4,082	1,788	9,529



## Panama City Beach

# Reporting Gross Receipts grouped by Condominium / Townhome property type for month ending December 31, 2018

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	\$298,588	\$633,258	\$518,198	\$1,156,711	\$192,711	\$2,799,467
2 Bedroom	\$622,047	\$776,752	\$560,746	\$1,870,399	\$856,857	\$4,686,800
3+ Bedrooms	\$253,006	\$375,913	\$339,303	\$1,360,314	\$300,758	\$2,629,294
Total	\$1,173,640	\$1,785,923	\$1,418,247	\$4,387,425	\$1,350,326	\$10,115,561



# Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending December 31, 2018

Hotel/Motel Units:	<b>5,021</b>
Hotel/Motel Gross Receipts:	<b>\$10,368,164</b>

Single Family Units:	<b>923</b>
Single Family Gross Receipts:	<b>\$1,368,159</b>

Miscellaneous Units:	<b>1,280</b>
Miscellaneous Gross Receipts:	<b>\$862,548</b>

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

# Supporting Data and Service Contributors



Robert Snaidman



Support Staff



Bay County

**Geographic Information Systems**

Jennifer Morgan / Chris Mathers



**QlikView**



**GeoQlik**

