

MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending: March 31, 2019



Clerk of Court & Comptroller

Report for Month Ending

March 31, 2019



Bay County
Tourist Development Council

April 30th, 2019

Tourist Development Council
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the six months ending March 29th, 2019. 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,

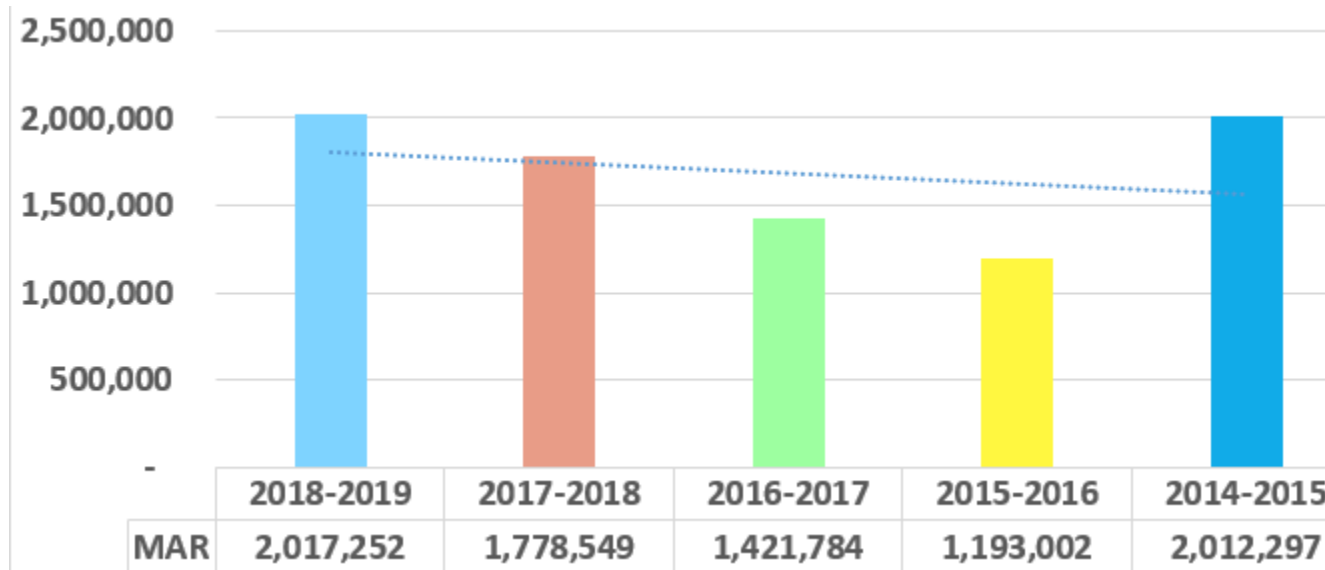
A handwritten signature in black ink that reads "Bill Kinsaul".

Bill Kinsaul

Clerk of Court and Comptroller

Cash Collection Analysis: Panama City Beach

For the month ending
March 31, 2019

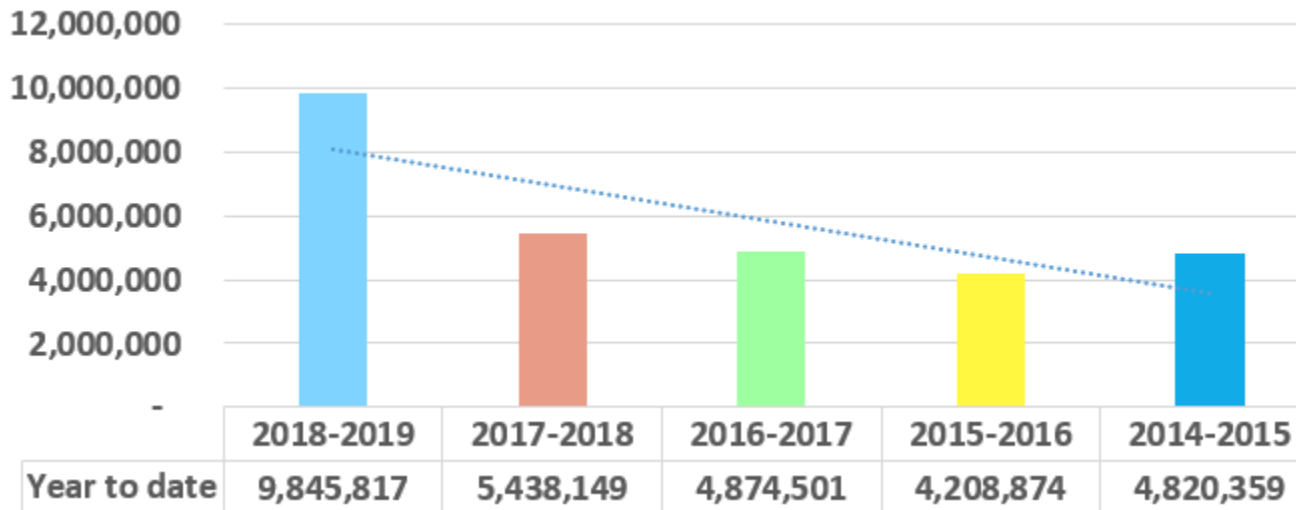


Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. December period collections are generated January 1st through January 31st).



Cash Collection Analysis: Panama City Beach

Six months ending
March 31, 2019

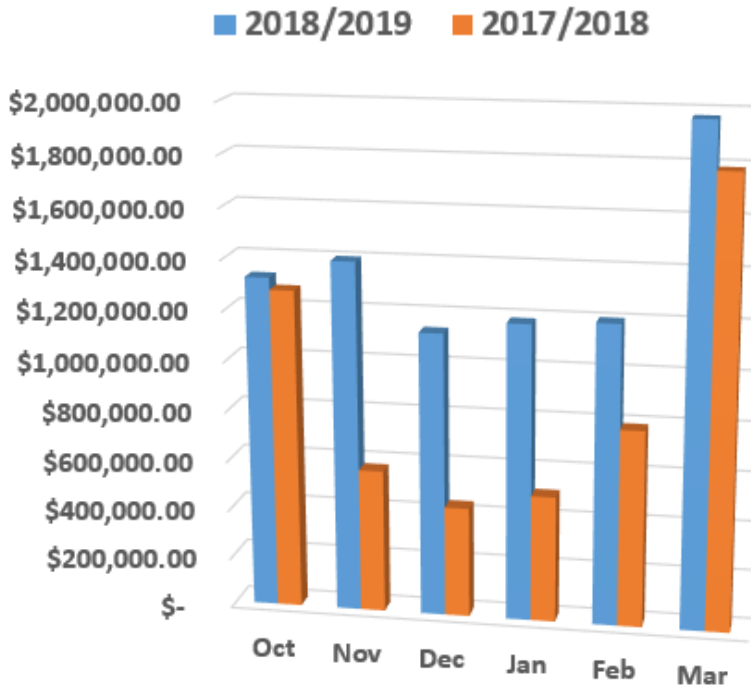


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Accrual Attribution Data

Panama City Beach



Accrual Attribution Data				
	<u>2018/2019</u>	<u>2017/2018</u>	<u>Variance</u>	<u>Variance %</u>
Oct	\$ 1,323,446.70	\$ 1,276,160.11	\$ 47,286.59	3.71%
Nov	\$ 1,398,465.28	\$ 572,709.42	\$ 825,755.86	144.18%
Dec	\$ 1,133,337.66	\$ 440,519.83	\$ 692,817.83	157.27%
Jan	\$ 1,184,242.36	\$ 506,011.28	\$ 678,231.08	134.03%
Feb	\$ 1,199,965.48	\$ 788,397.27	\$ 411,568.21	52.20%
Mar	\$ 1,973,095.66	\$ 1,785,501.27	\$ 187,594.39	10.51%
	\$ 8,212,553.14	\$ 5,369,299.18	\$ 2,843,253.96	

"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

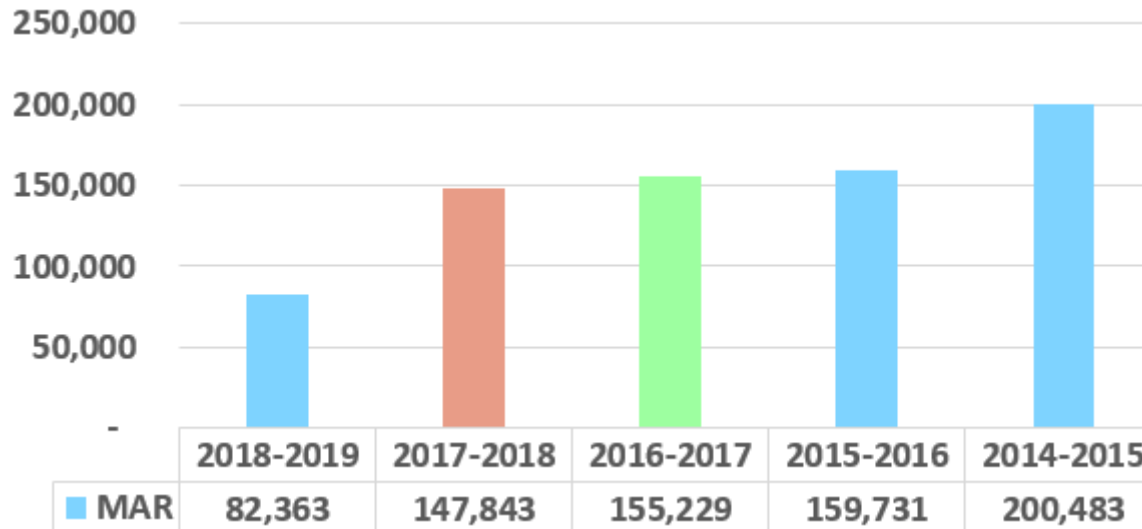
		Collection Period						
		Oct	Nov	Dec	Jan	Feb	Mar	
Attributed period	Pre	\$ 1,415,925.93	\$ 122,667.31	\$ 42,573.09	\$ 11,126.69	\$ 7,097.89	\$ 24,077.77	\$ 1,623,468.68
	Oct	\$ 912,924.65	\$ 400,750.01	\$ 4,330.00	\$ 4,843.61	\$ 88.15	\$ 510.28	\$ 1,323,446.70
	Nov	\$ 5,665.71	\$ 1,357,847.24	\$ 26,980.33	\$ 5,169.62	\$ 2,652.38	\$ 150.00	\$ 1,398,465.28
	Dec	\$ 2,522.55	\$ 11,717.69	\$ 1,085,771.49	\$ 22,881.37	\$ 6,835.04	\$ 3,609.52	\$ 1,133,337.66
	Jan	\$ 137.72	\$ 179.71	\$ 6,205.83	\$ 1,130,449.62	\$ 40,326.11	\$ 6,943.37	\$ 1,184,242.36
	Feb	\$ 79.22		\$ 394.52	\$ 9,082.30	\$ 1,171,137.13	\$ 19,272.31	\$ 1,199,965.48
	Mar			\$ 253.36	\$ 478.85	\$ 18,619.59	\$ 1,953,743.86	\$ 1,973,095.66
	Apr			\$ 50.00		\$ 800.28	\$ 8,833.09	\$ 9,683.37
	May						\$ 112.08	\$ 112.08
	Jun							\$ -
	Jul							\$ -
	Aug							\$ -
	Sep							\$ -
		\$ 2,337,255.78	\$ 1,893,161.96	\$ 1,166,558.62	\$ 1,184,032.06	\$ 1,247,556.57	\$ 2,017,252.28	\$ 9,845,817.27

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

Cash Collection Analysis:

Panama City

For the month ending
March 31, 2019



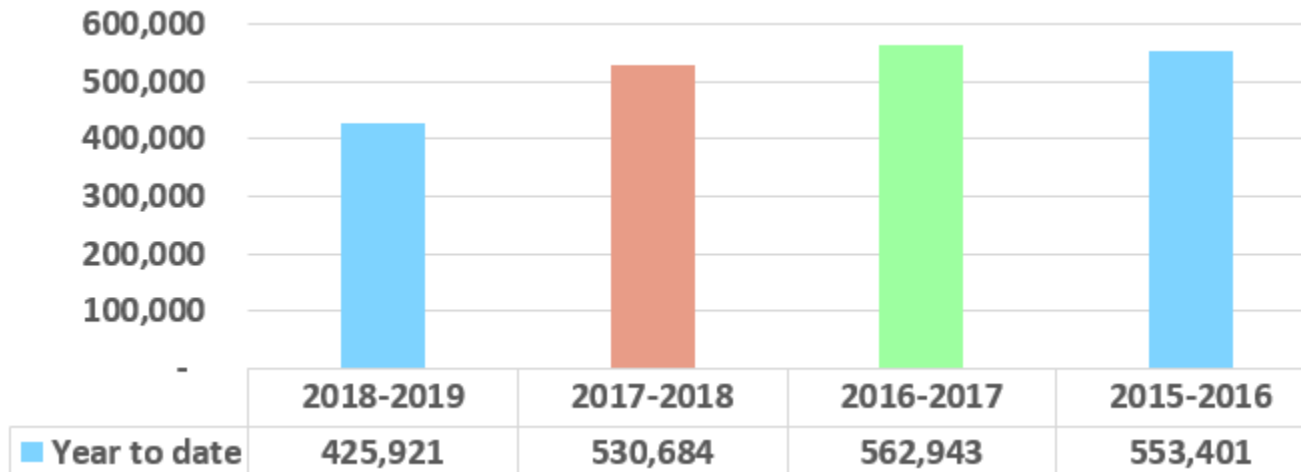
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Cash Collection Analysis:

Panama City

Six months ending
March 31, 2019

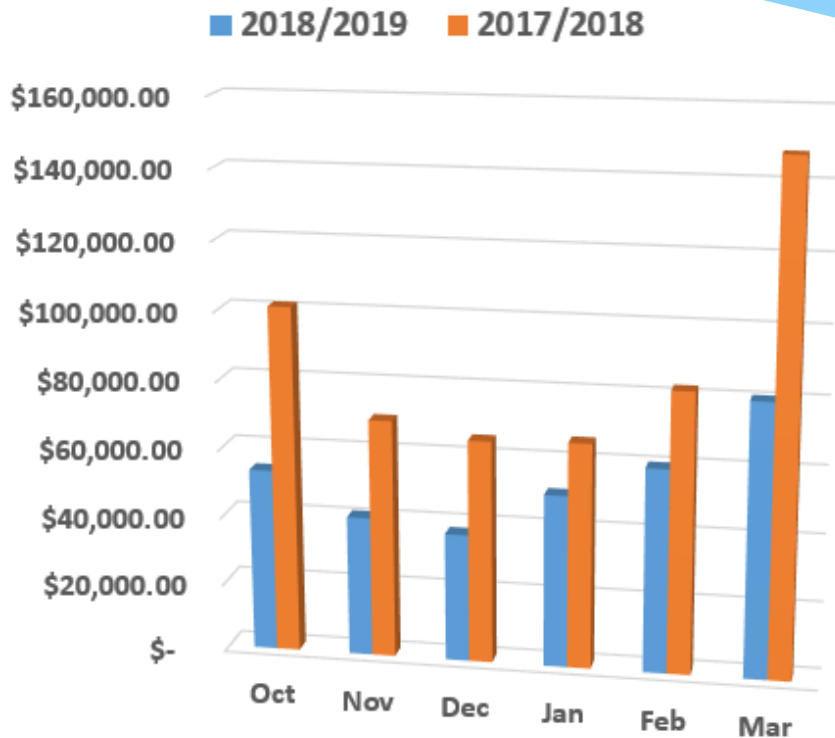


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Accrual Attribution Data

Panama City



Accrual Attribution Data				
	2018/2019	2017/2018	Variance	Variance %
Oct	\$ 53,465.19	\$ 101,261.73	\$ (47,796.54)	-47.20%
Nov	\$ 40,942.54	\$ 69,765.50	\$ (28,822.96)	-41.31%
Dec	\$ 37,527.04	\$ 65,257.41	\$ (27,730.37)	-42.49%
Jan	\$ 50,642.49	\$ 66,053.88	\$ (15,411.39)	-23.33%
Feb	\$ 59,891.56	\$ 82,266.95	\$ (22,375.39)	-27.20%
Mar	\$ 80,393.83	\$ 147,842.53	\$ (67,448.70)	-45.62%
	\$ 182,577.26	\$ 532,448.00	\$ (119,761.26)	

"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

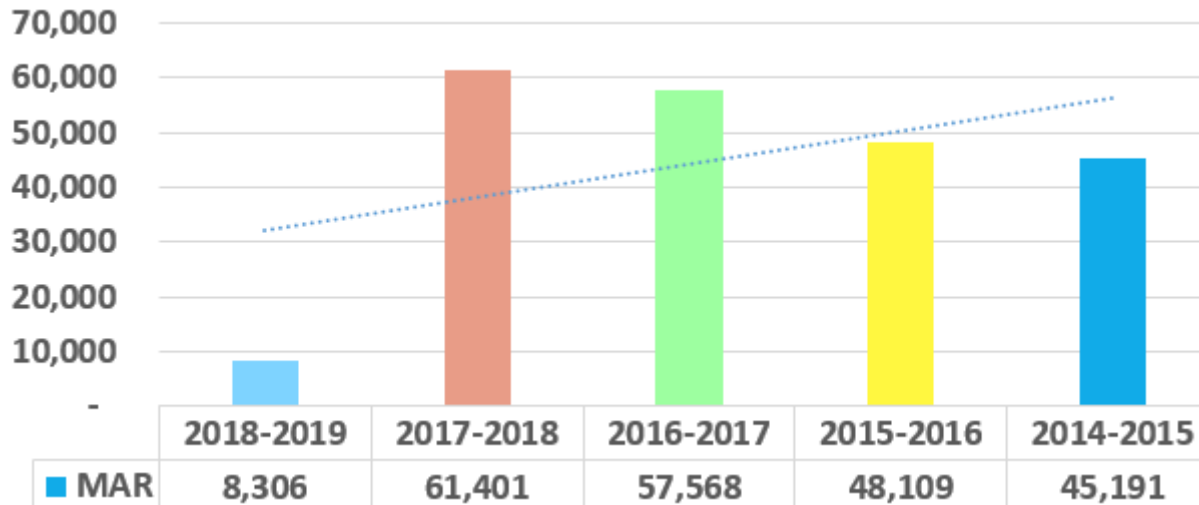
		Collection Period						
		<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Attributed period	Pre	\$ 82,074.95	\$ 18,289.19	\$ -	\$ 613.99	\$ 1,625.75		\$ 102,603.88
	Oct	\$ 31,651.53	\$ 17,439.94	\$ 4,358.54	\$ 15.18			\$ 53,465.19
	Nov		\$ 40,742.54	\$ 100.00	\$ 100.00			\$ 40,942.54
	Dec			\$ 37,477.04	\$ -	\$ 50.00		\$ 37,527.04
	Jan				\$50,642.49			\$ 50,642.49
	Feb					\$58,225.30	\$ 1,666.26	\$ 59,891.56
	Mar					\$ 151.37	\$80,242.46	\$ 80,393.83
	Apr						\$ 454.74	\$ 454.74
	May							\$ -
	Jun							\$ -
	Jul							\$ -
	Aug							\$ -
	Sep							\$ -
		\$ 113,726.48	\$ 76,471.67	\$ 41,935.58	\$51,371.66	\$60,052.42	\$82,363.46	\$ 425,921.27

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



Cash Collection Analysis: Mexico Beach

For the month ending
March 31, 2019

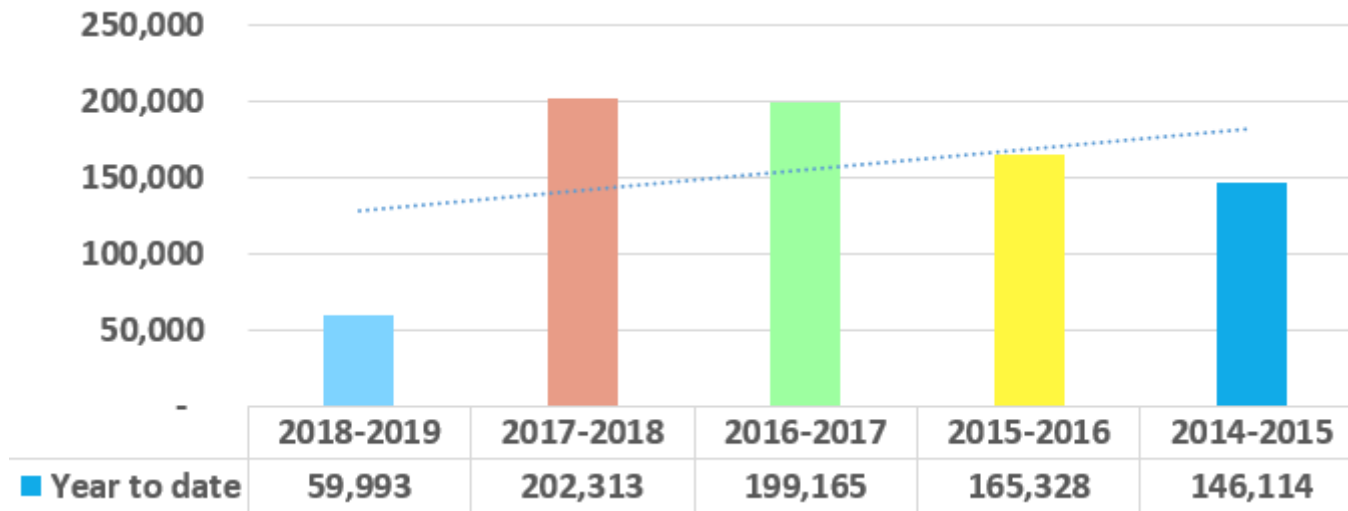


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Cash Collection Analysis: Mexico Beach

Six months ending
March 31, 2019

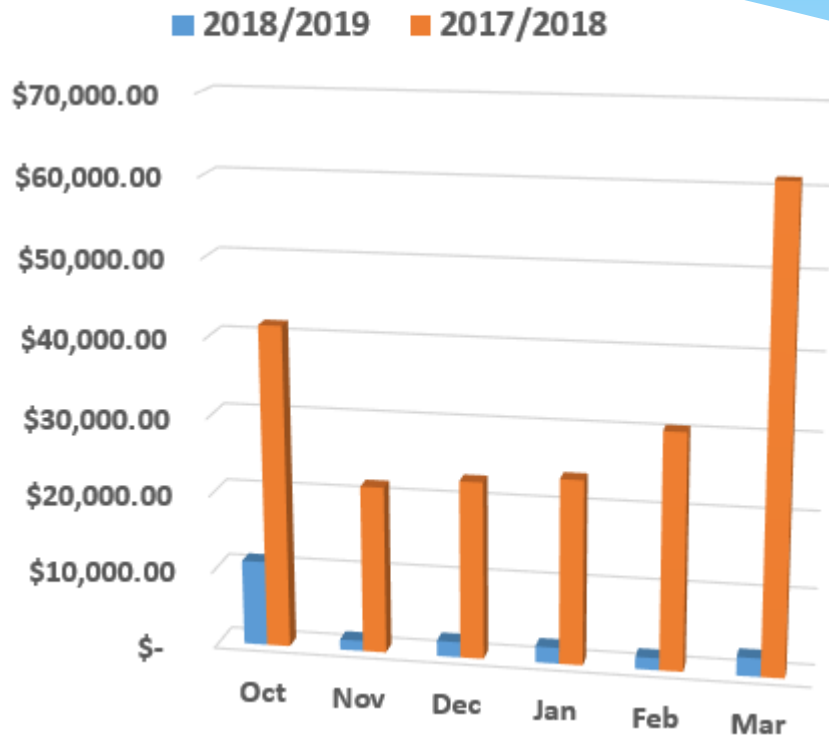


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Accrual Attribution Data

Mexico Beach



Accrual Attribution Data				
	2018/2019	2017/2018	Variance	Variance %
Oct	\$ 11,031.44	\$ 41,585.98	\$ (30,554.54)	-73.47%
Nov	\$ 1,344.97	\$ 21,633.86	\$ (20,288.89)	-93.78%
Dec	\$ 1,992.06	\$ 22,969.13	\$ (20,977.07)	-91.33%
Jan	\$ 2,094.25	\$ 23,933.97	\$ (21,839.72)	-91.25%
Feb	\$ 1,576.72	\$ 30,599.06	\$ (29,022.34)	-94.85%
Mar	\$ 2,413.93	\$ 61,315.36	\$ (58,901.43)	-96.06%
	\$ 16,462.72	\$ 202,037.36	\$ (181,583.99)	

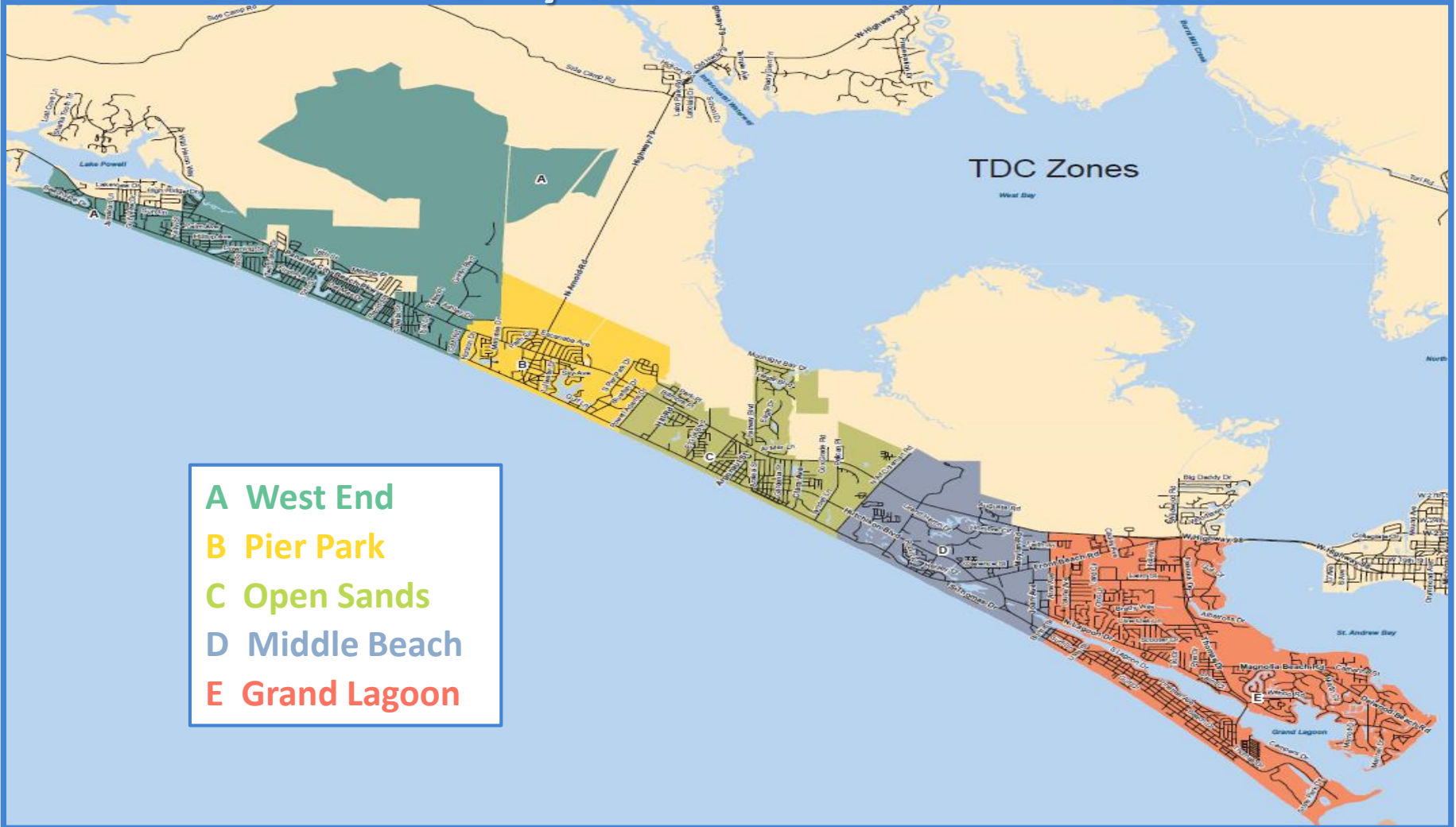
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Bay County Board of County Commissioners 11/06/2018

		Collection Period						
		<u>Oct</u>	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Attributed period	Pre	\$ 12,604.28	\$ 24,922.15	\$ 184.72	\$ 387.60	\$ 715.12	\$ 726.16	\$ 39,540.03
	Oct	\$ 2,810.09	\$ 7,607.81	\$ -	\$ -		\$ 613.54	\$ 11,031.44
	Nov	\$ 41.44	\$ 150.00	\$ 423.87	\$ -		\$ 729.66	\$ 1,344.97
	Dec			\$ 421.51	\$ 487.73		\$ 1,082.82	\$ 1,992.06
	Jan				\$ 566.38	\$ 50.00	\$ 1,477.87	\$ 2,094.25
	Feb					\$ 314.43	\$ 1,262.29	\$ 1,576.72
	Mar						\$ 2,413.93	\$ 2,413.93
	Apr							\$ -
	May							\$ -
	Jun							\$ -
	Jul							\$ -
	Aug							\$ -
	Sep							\$ -
	\$ 15,455.81	\$ 32,679.96	\$ 1,030.10	\$ 1,441.71	\$ 1,079.55	\$ 8,306.27	\$ 59,993.40	

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

Layout of TDC Zones



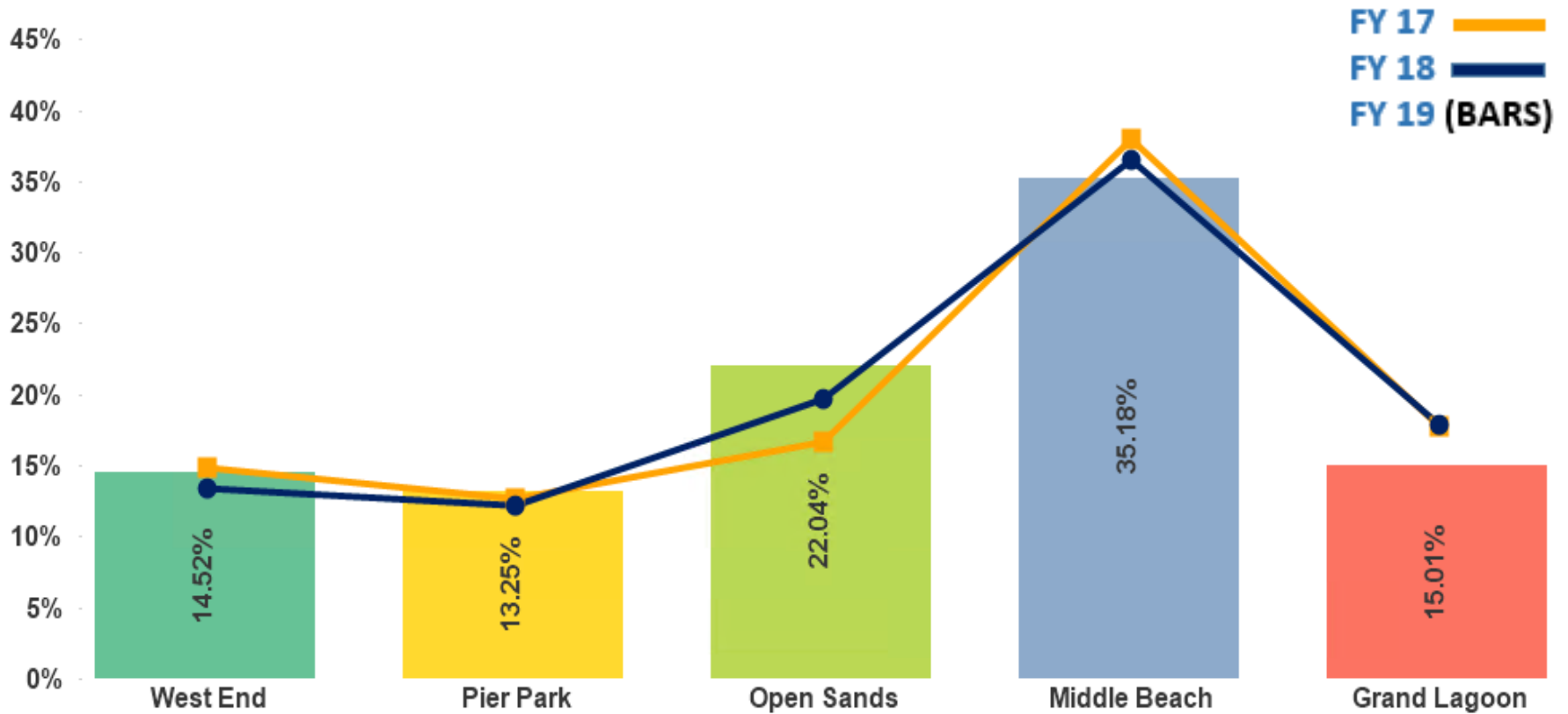
- A West End**
- B Pier Park**
- C Open Sands**
- D Middle Beach**
- E Grand Lagoon**



Bay County
Tourist Development Council

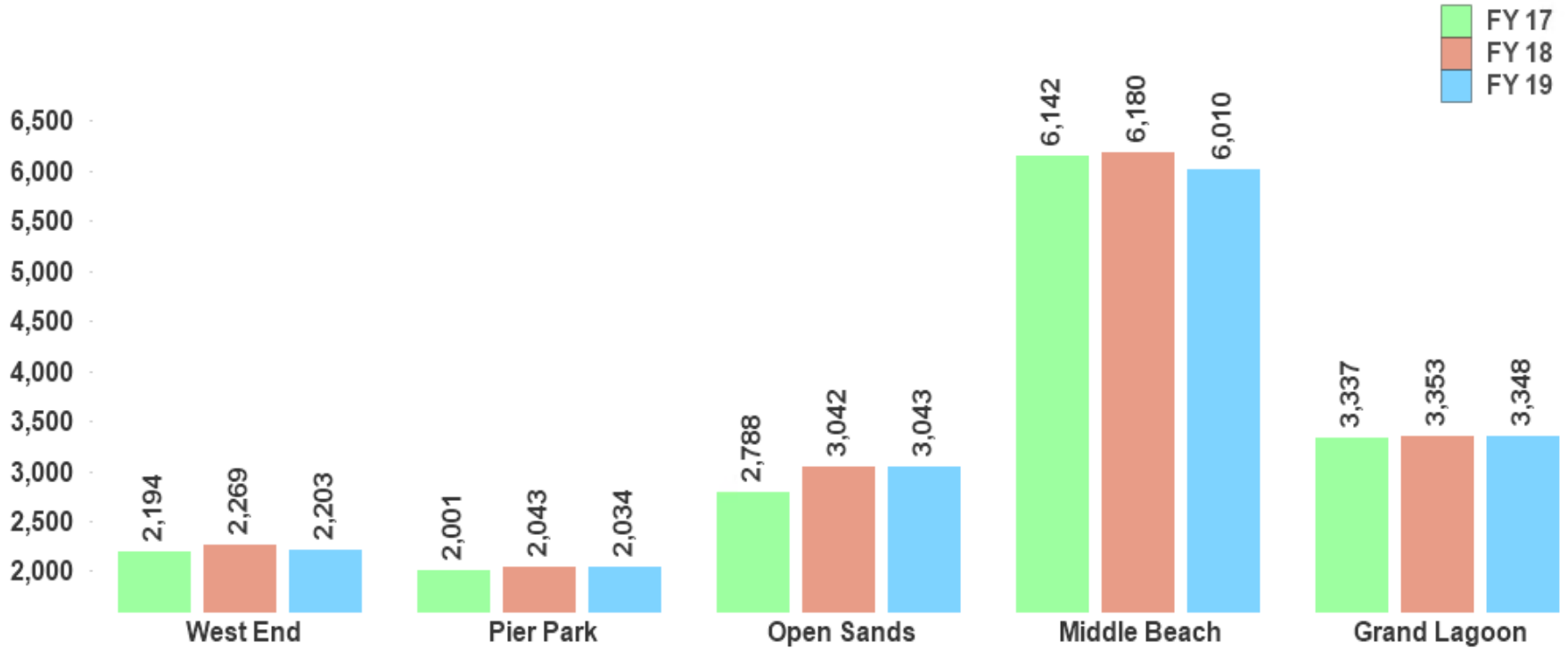
BILL KINSAUL
CLERK OF COURT & COMPTROLLER
BAY COUNTY

Annual % of Gross Receipts by Zones Three Year March Comparison



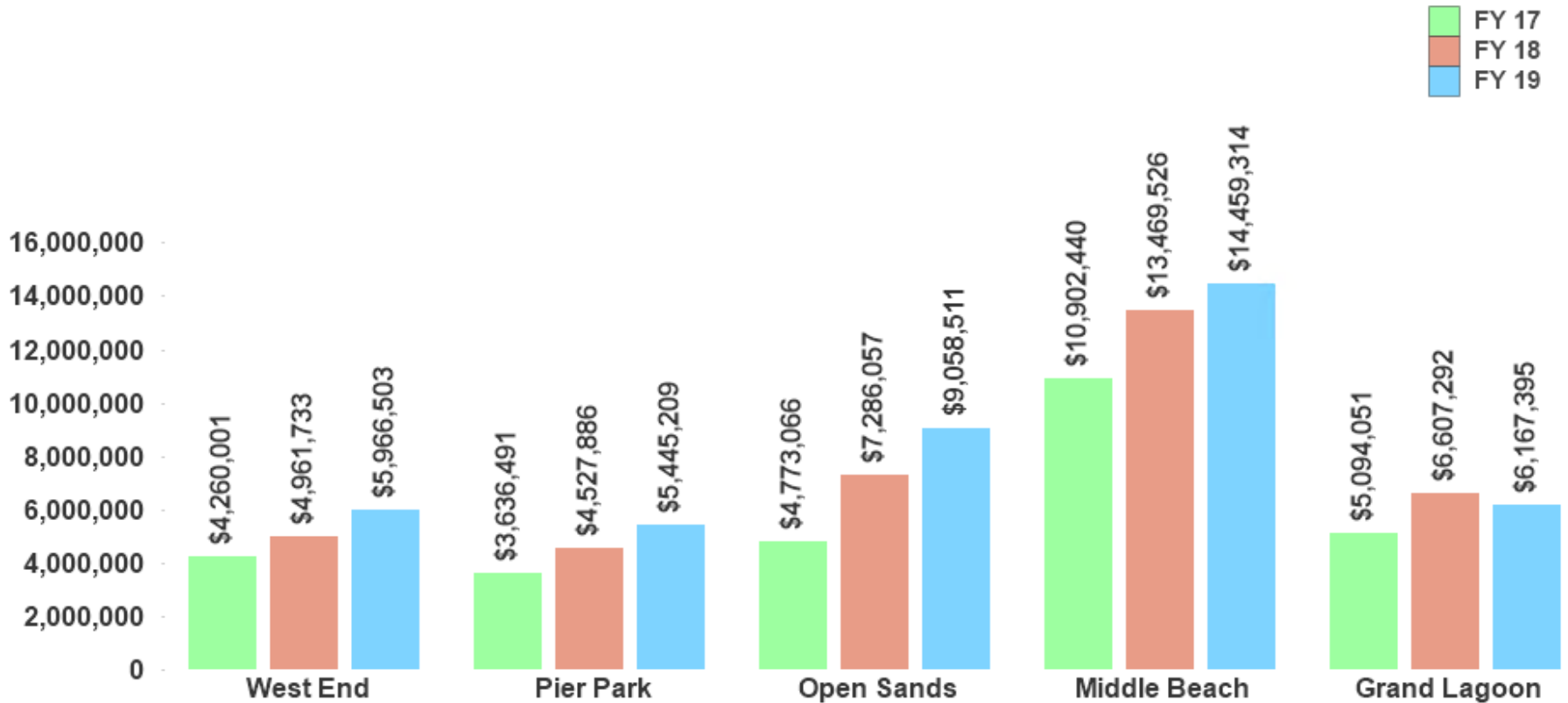
Mar	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY17	14.86%	12.69%	16.65%	38.03%	17.77%
FY18	13.46%	12.29%	19.77%	36.55%	17.93%
FY19	14.52%	13.25%	22.04%	35.18%	15.01%

Total Unit Count Three Year March Comparison



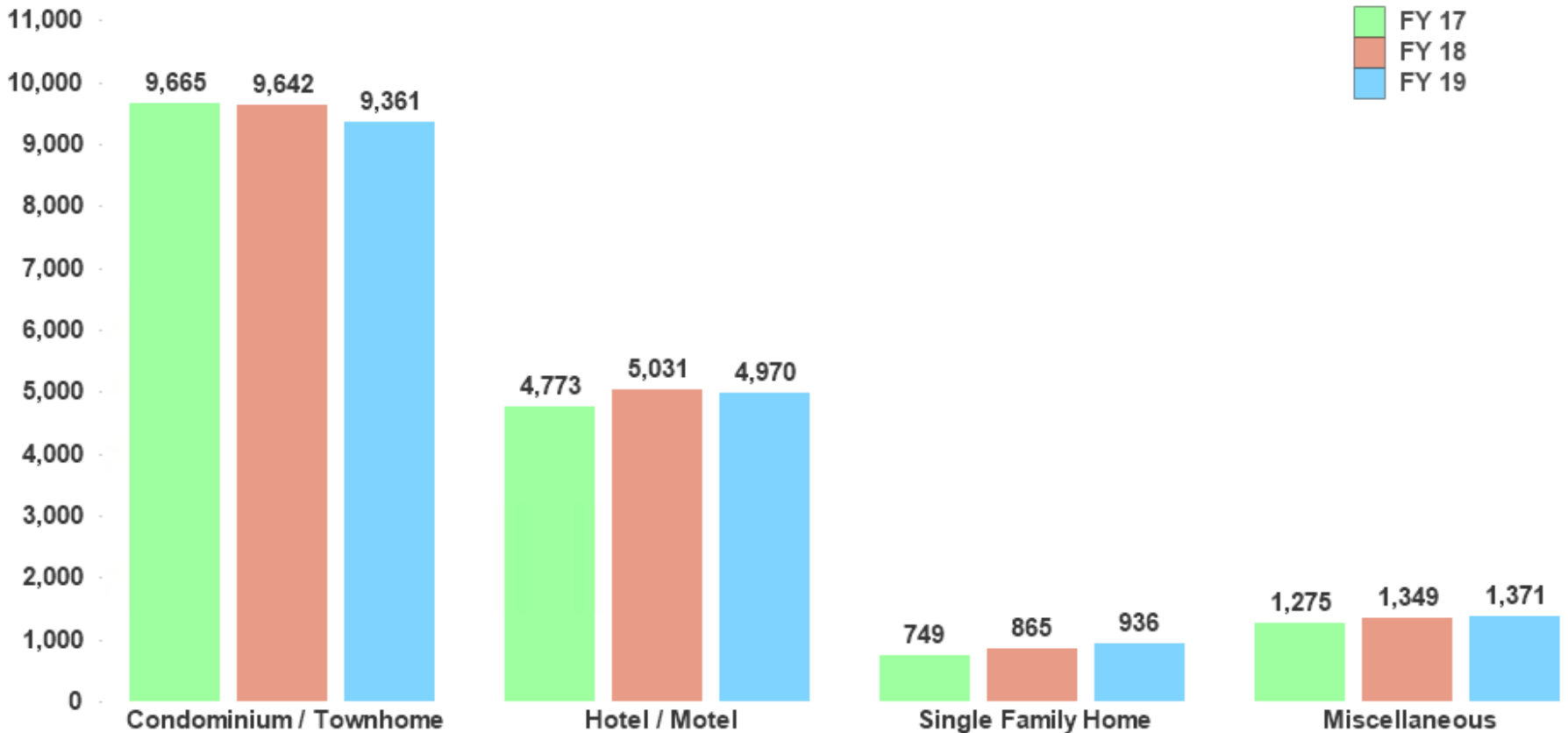
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 17	16,091	16,097	16,420	16,082	16,144	16,462	16,394	16,440	16,629	16,688	16,710	16,837
FY 18	16,616	16,595	16,822	16,706	16,614	16,887	16,621	16,781	17,036	16,905	16,910	17,025
FY 19	16,870	16,879	17,034	16,847	16,561	16,638						

Gross Rental Receipts Three Year March Comparison



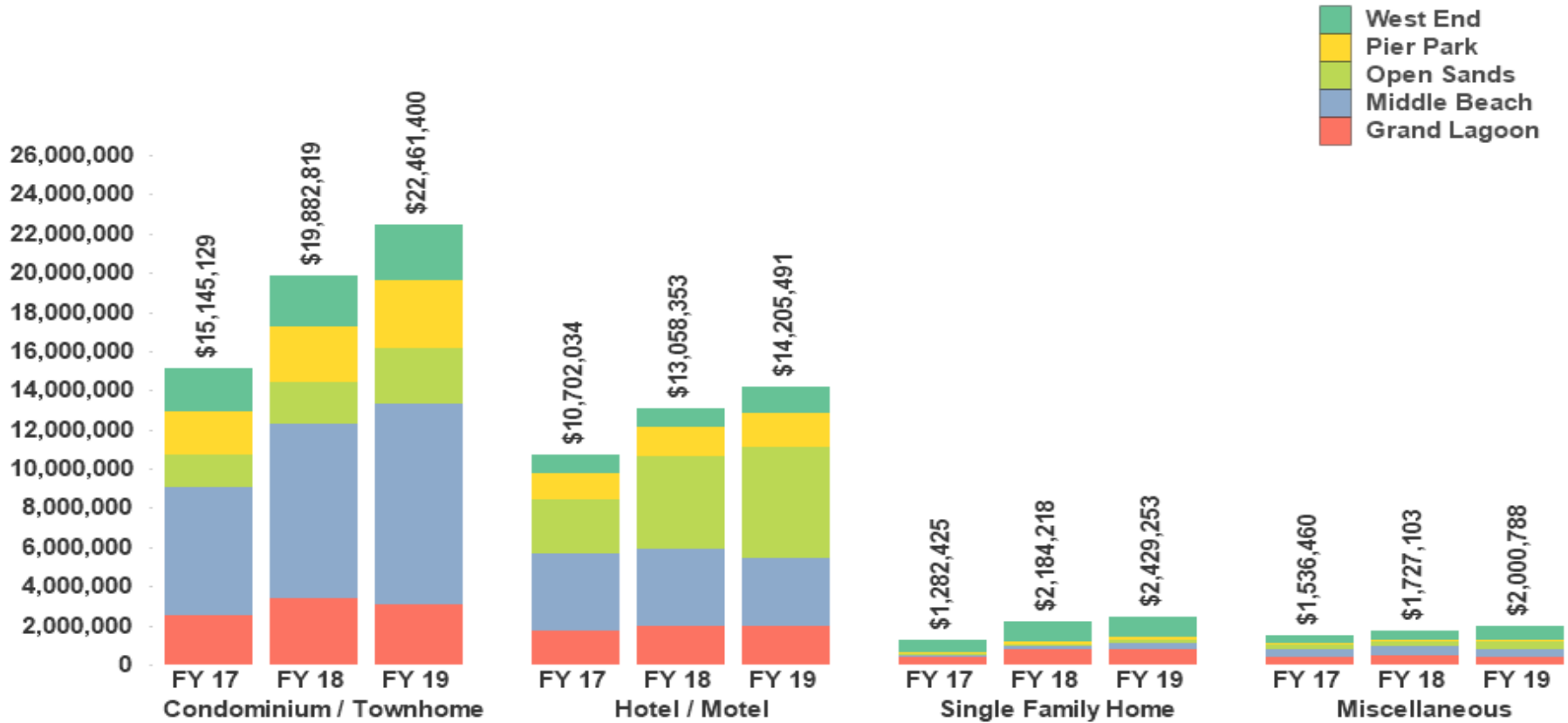
*Rounded to nearest whole dollar per each element

Unit Count by Property Type Three Year March Comparison



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

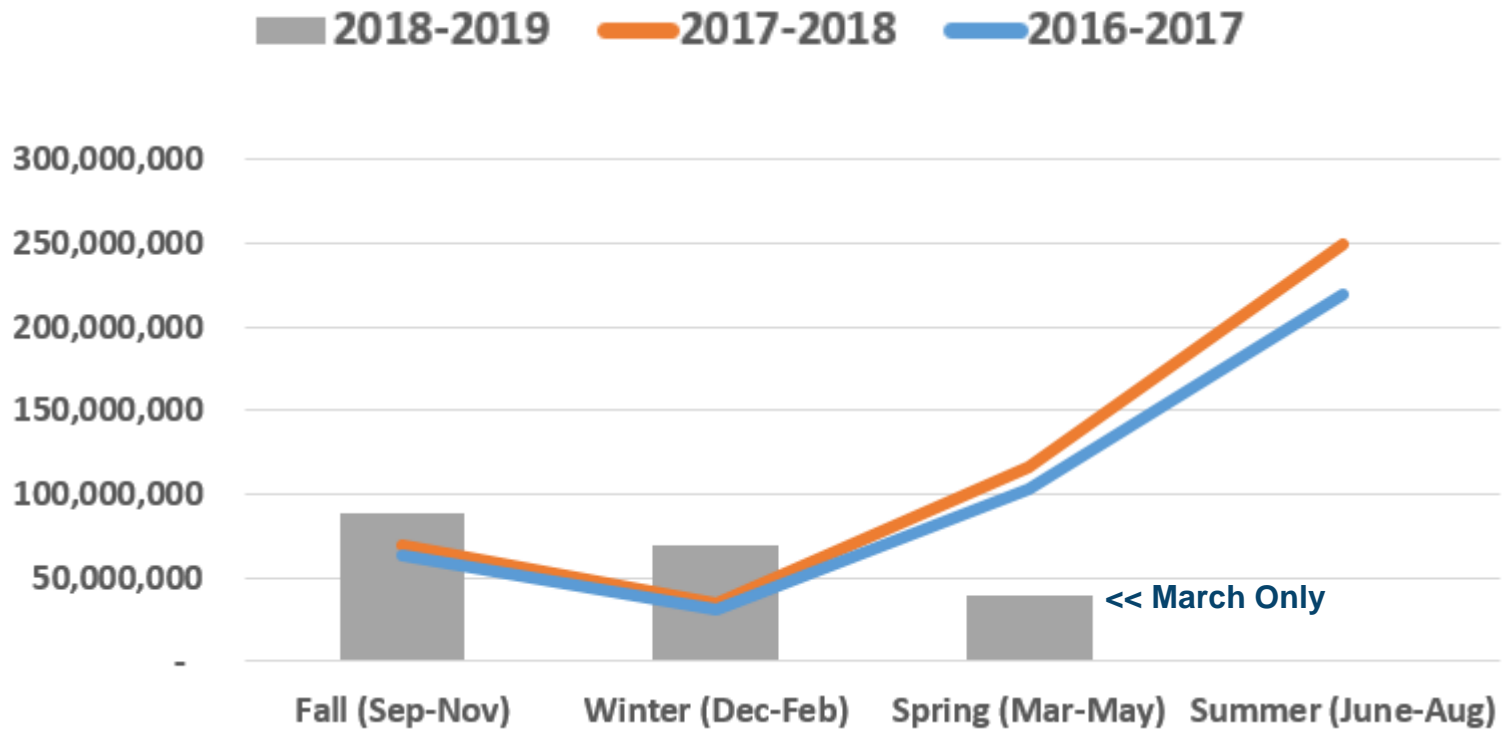
Gross Receipts by Property Type Three Year March Comparison



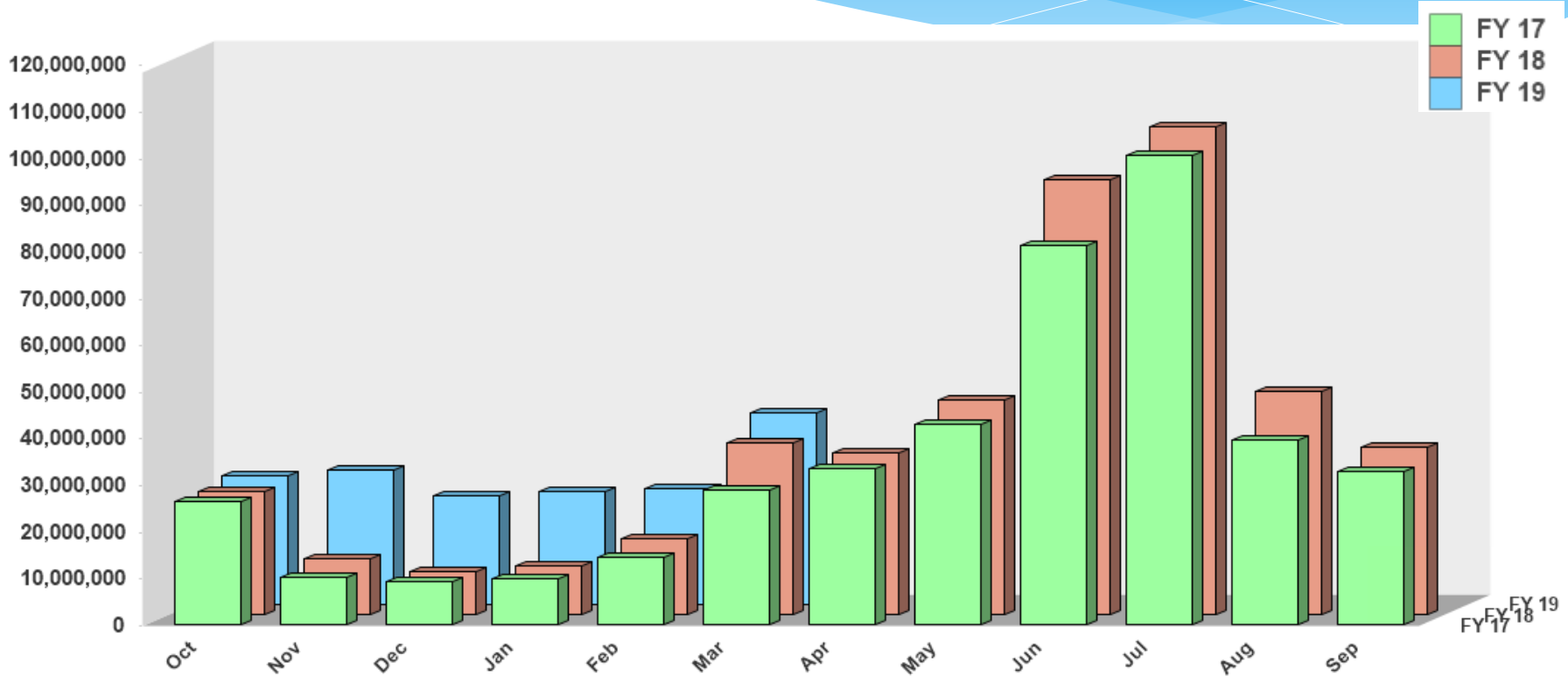
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

*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	\$9,131,955	\$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	\$9,218,282	\$10,509,137	\$16,210,829	\$36,852,493	\$34,630,746	\$46,088,014	\$93,073,143	\$104,441,174	\$47,936,467	\$35,913,307
FY 19	\$27,430,353	\$28,838,959	\$23,319,519	\$24,233,758	\$24,706,628	\$41,096,932						

*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: March 31, 2019



Reporting Units grouped by Condominium / Townhome property type for month ending March 31, 2019

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	360	533	559	1,567	439	3,458
2 Bedroom	674	548	380	1,560	983	4,145
3+ Bedrooms	198	199	176	846	339	1,758
Total	1,232	1,280	1,115	3,973	1,761	9,361

**Reporting Gross Receipts grouped by
Condominium / Townhome property type
for month ending March 31, 2019**

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	\$812,274	\$1,266,844	\$1,135,500	\$3,179,792	\$503,008	\$6,897,418
2 Bedroom	\$1,429,687	\$1,499,159	\$902,977	\$3,658,407	\$1,769,943	\$9,260,174
3+ Bedrooms	\$616,734	\$691,626	\$787,637	\$3,403,174	\$804,638	\$6,303,809
Total	\$2,858,695	\$3,457,630	\$2,826,114	\$10,241,373	\$3,077,589	\$22,461,400



Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending March 31, 2019

Hotel/Motel Units:	4,970
Hotel/Motel Gross Receipts:	\$14,205,491

Single Family Units:	936
Single Family Gross Receipts:	\$2,429,253

Miscellaneous Units:	1,371
Miscellaneous Gross Receipts:	\$2,000,788

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

