MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending: November 30, 2019

Bay County Tourist Development Council

BILL KINSAUL CLERK OF COURT & COMPTROLLER BAY COUNTY

Clerk of Court & Comptroller

Report for Month Ending

November 30, 2019

BILL KINSAUL
CLERK OF COURT & COMPTROLLER
BAY COUNTY

December 31, 2019

Tourist Development Council
Bay County, Florida

Council Members:

Attached please find statistical and graphical reports for the two months ending November 30th, 2019. Reports included herein include the following:

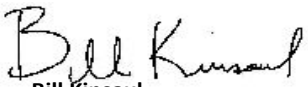
1. **The "Cash Collection Analysis" report reflects actual dollars collected for the period and may include monies for past due taxes from previous reporting periods. This is typically the result of enforcement actions and/or payments against delinquent accounts.**
2. **The "Cash/Accrual Breakdown" represents 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.**
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,

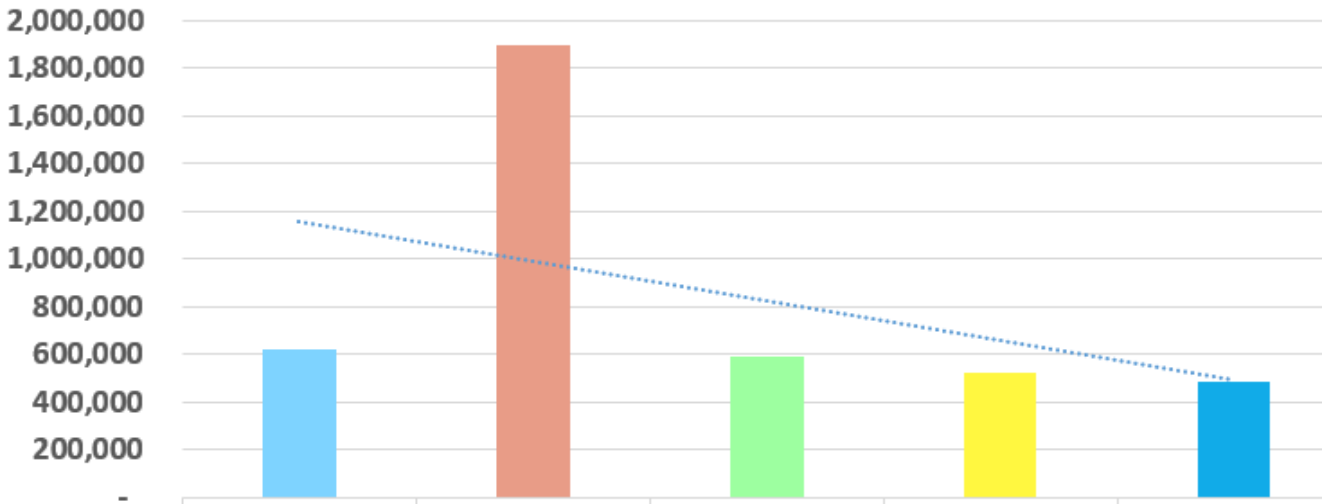


Bill Kinsaul
Clerk of Court and Comptroller

Bay County
Tourist Development Council

Cash Collection Analysis: Panama City Beach

For the month ending November 30, 2019



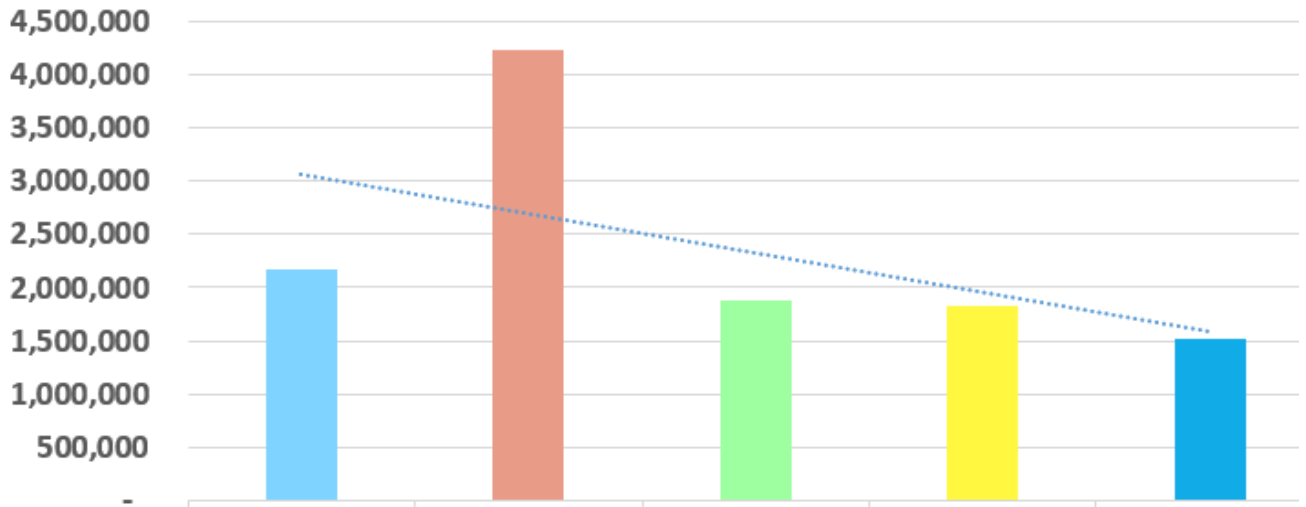
	2019-2020	2018-2019	2017-2018	2016-2017	2015-2016
NOV*	622,162	1,893,162	591,836	523,191	480,392

***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

Two months ending November 30, 2019



	2019-2020	2018-2019	2017-2018	2016-2017	2015-2016
Year to date	2,166,911	4,230,418	1,880,562	1,835,972	1,524,165

*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									
		Nov	Dec	Jan	Feb	Mar - Sep	FY 2020 Total	FY 2018 Total - as originally reported (2)	+/-	FY 2018 Total - Final (3)	+/-
Attributed period	Pre	$ 40,606	$ 8,245				$ 48,851				
	Oct	$ 1,501,883	$ 17,163				$ 1,519,046	1,257,225	20.8%	1,289,618	17.8%
	Nov	$ 2,224	$ 589,841				$ 592,065	557,739	6.2%	572,844	3.4%
	Dec		$ 6,464				$ 6,464		0.0%	473,372	0.0%
	Jan		$ 269				$ 269		0.0%	506,151	0.0%
	Feb		$ 82				$ 82		0.0%	788,428	0.0%
	Mar		$ 97				$ 97		0.0%	1,785,877	0.0%
	Apr	$ 36					$ 36		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	$ -	$ -	$ -	$ 2,166,911	$ 1,814,964	19.4%		

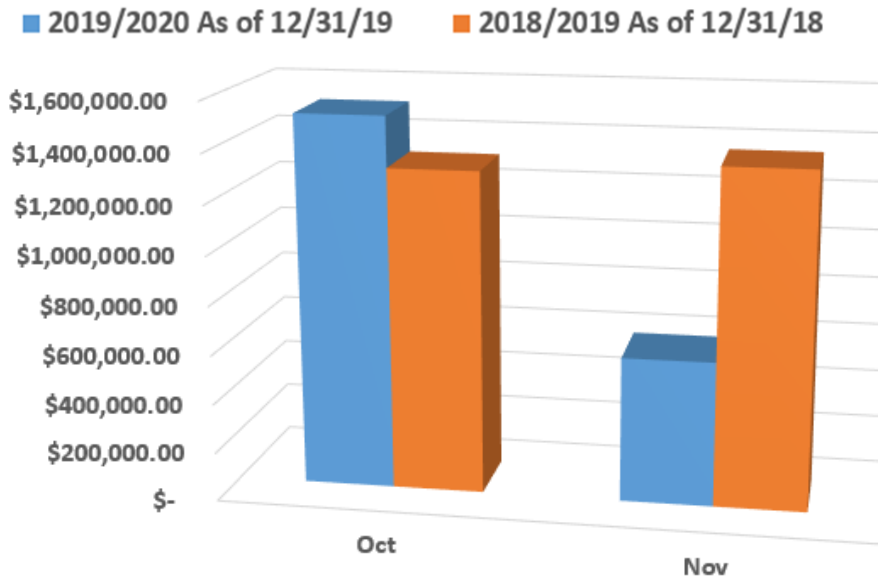
NOTE: This report was created, at the Request of Management of the Tourist Development Council, to factor out the economic anomaly related to Hurricane Michael. This report benchmarks Fiscal Year 2020 off of Fiscal Year 2018.

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					
	2019/2020 As of 12/31/19	2018/2019 As of 12/31/18	Variance	Variance %*	2018/2019 FINAL 12/31/19
Oct	$ 1,519,046.50	$ 1,313,674.66	$ 205,371.84	15.63%	$ 1,324,326.51
Nov	$ 592,065.31	$ 1,363,512.95	$ (771,447.64)	-56.58%	$ 1,399,006.63
Dec-Sep	$ 6,947.62	$ 14,636.89			
	$ 2,118,059.43	$ 2,691,824.50	$ (573,765.07)	-21.32%	$ 2,723,333.14

***Per request of the TDC, as a result of the Economic Anomaly created by Hurricane Michael in FY 2019, FY 2020 data will be 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

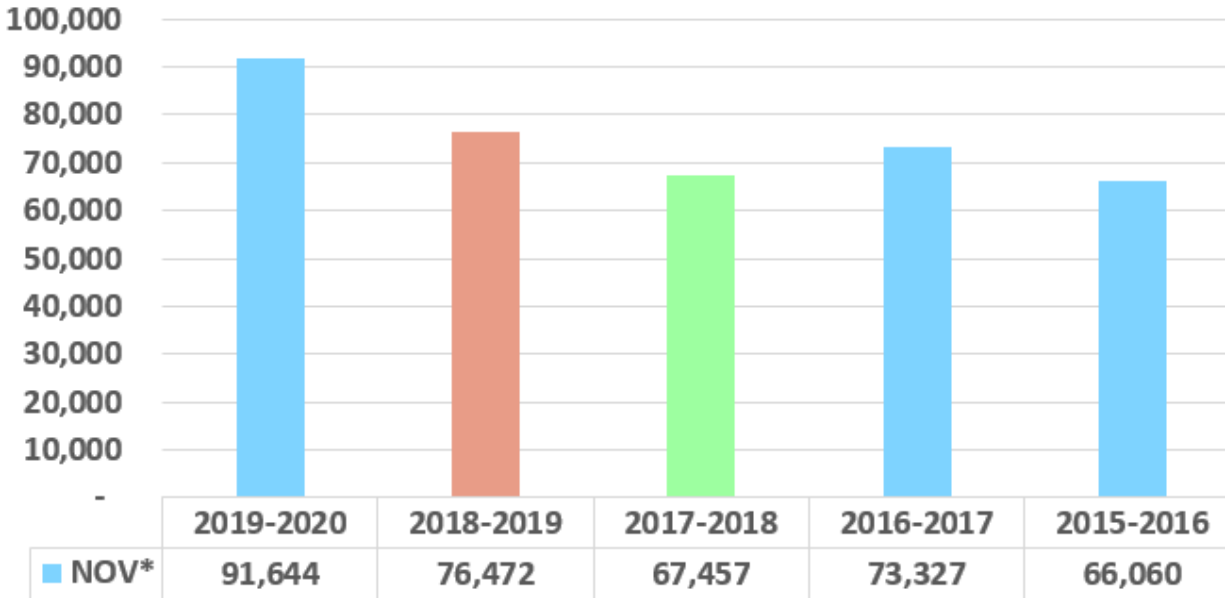
FY2020

Attributed period	Collected in Nov	Dec	Jan	Feb	Mar - Sept	
Pre	$ 40,606.28	$ 8,245.26				$ 48,851.54
Oct	$ 1,501,883.08	$ 17,163.42				$ 1,519,046.50
Nov	$ 2,223.83	$ 589,841.48				$ 592,065.31
Dec		$ 6,464.10				$ 6,464.10
Jan		$ 268.53				$ 268.53
Feb		$ 82.47				$ 82.47
Mar		$ 96.52				$ 96.52
Apr	$ 36.00					$ 36.00
May						$ -
Jun						$ -
Jul						$ -
Aug						$ -
Sep						$ -
Post						$ -
	$ 1,544,749.19	$ 622,161.78	$ -	$ -	$ -	$ 2,166,910.97

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

Cash Collection Analysis: Panama City

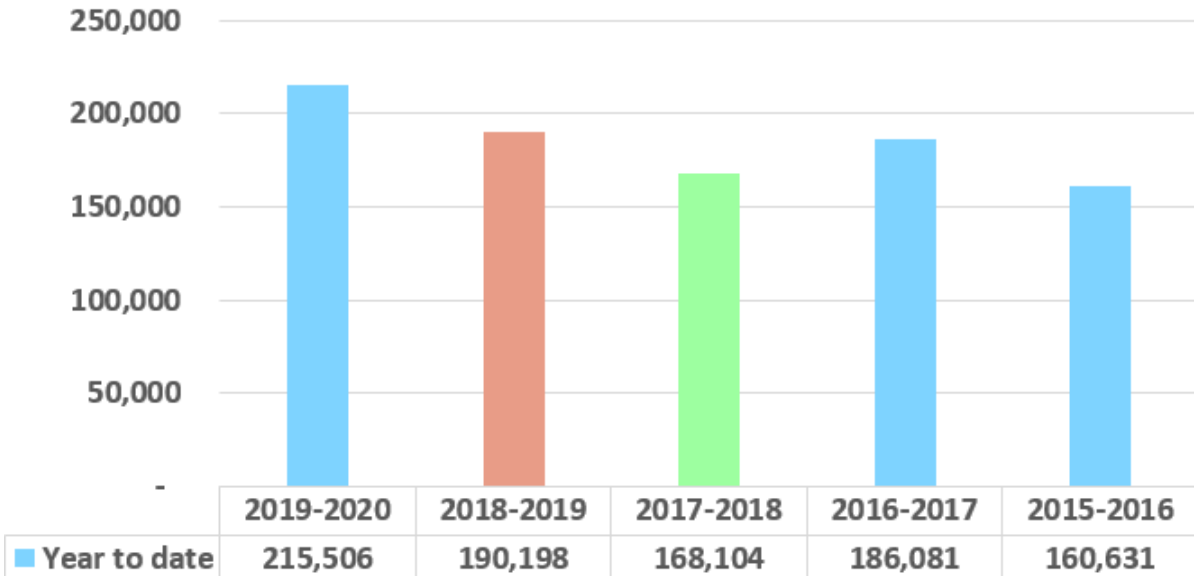
For the month ending November 30, 2019



***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. 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

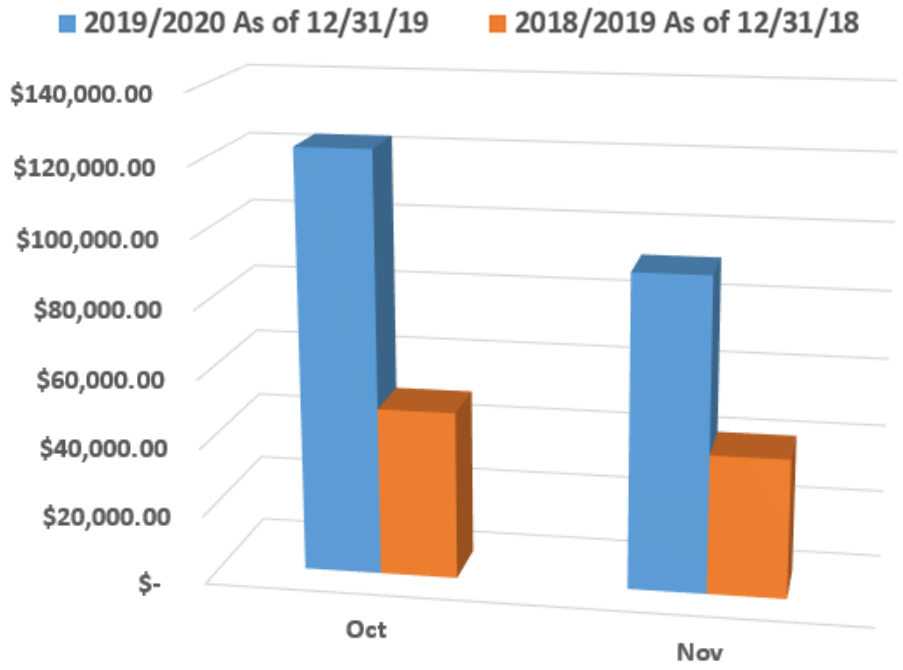
Two months ending November 30, 2019



***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. 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

Panama City



Accrual Attribution Data					
	2019/2020 As of 12/31/19	2018/2019 As of 12/31/18	Variance	Variance %	2018/2019 FINAL 12/31/19
Oct	$ 123,225.69	$ 49,091.47	$ 74,134.22	151.01%	$ 53,465.19
Nov	$ 91,643.79	$ 40,742.54	$ 50,901.25	124.93%	$ 40,942.54
Dec-Sep	$ -	$ -			
	$ 214,869.48	$ 89,834.01	$ 125,035.47	139.19%	$ 94,407.73

Cash / Accrual Breakdown

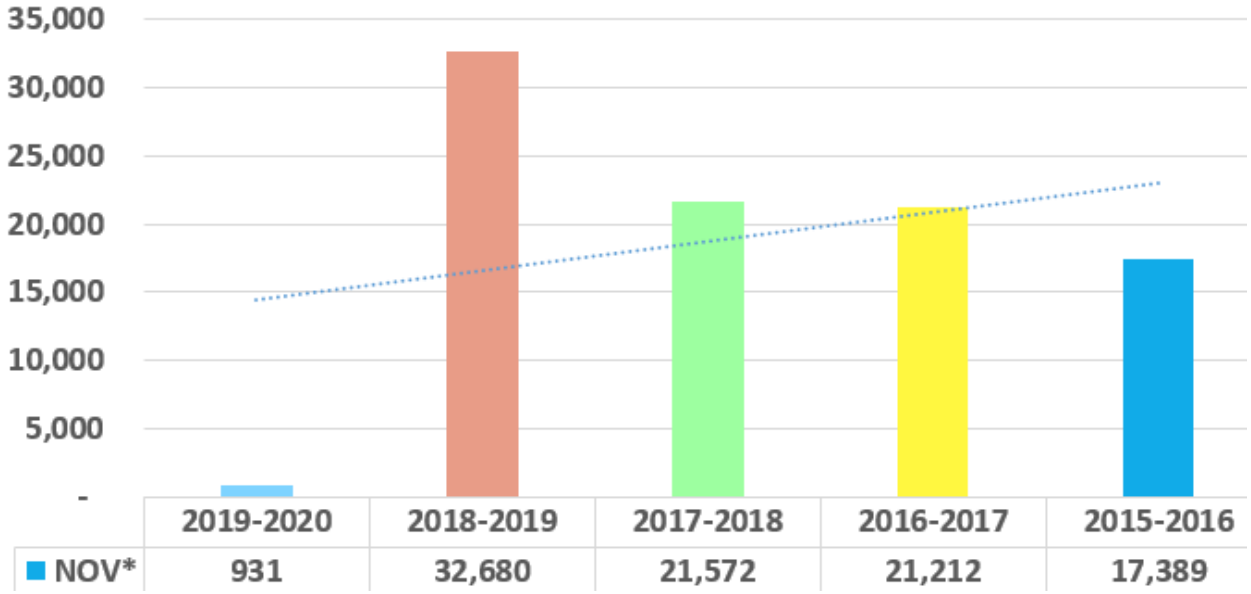
Panama City
FY2020

Attributed period	Collected in: Nov	Dec	Jan	Feb	Mar - Sept	
Pre	$ 636.04	$ -				$ 636.04
Oct	$ 123,225.69	$ -				$ 123,225.69
Nov		$ 91,643.79				$ 91,643.79
Dec						$ -
Jan						$ -
Feb						$ -
Mar						$ -
Apr						$ -
May						$ -
Jun						$ -
Jul						$ -
Aug						$ -
Sep						$ -
Post						$ -
	$ 123,861.73	$ 91,643.79	$ -	$ -	$ -	$ 215,505.52

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

Cash Collection Analysis: Mexico Beach

For the month ending November 30, 2019

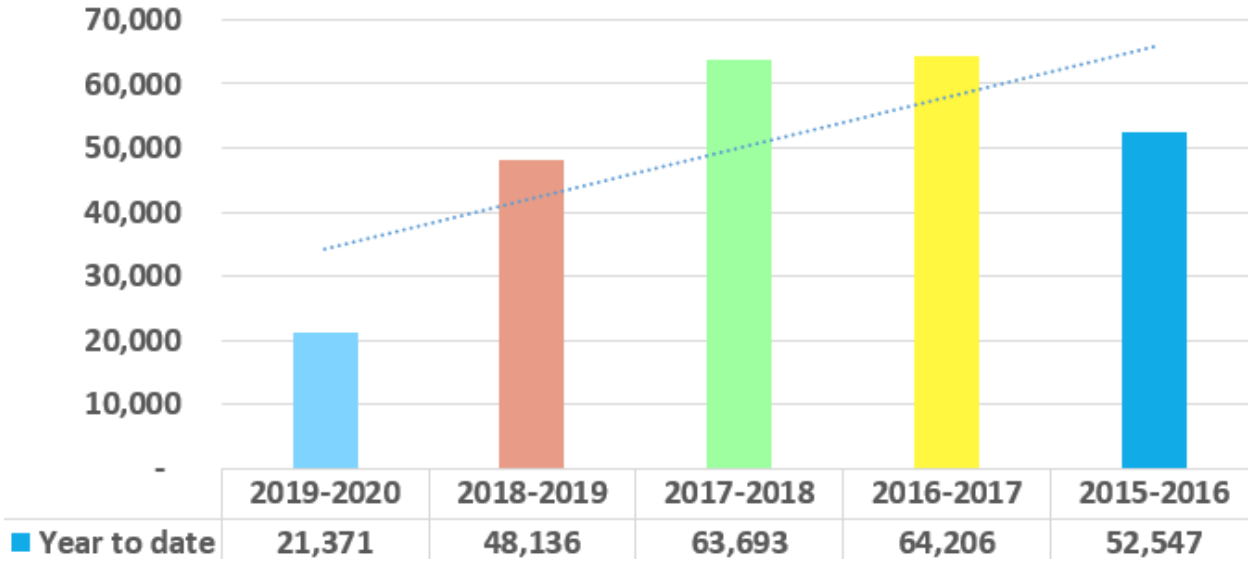


	2019-2020	2018-2019	2017-2018	2016-2017	2015-2016
NOV*	931	32,680	21,572	21,212	17,389

***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: Mexico Beach

Two months ending November 30, 2019



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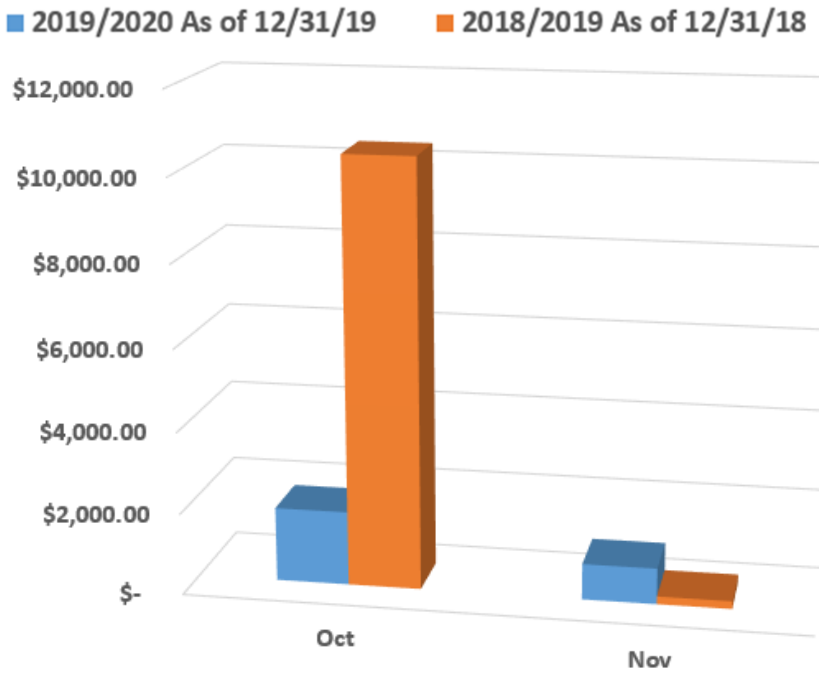
Accrual Attribution Data

Mexico Beach



Accrual Attribution Data					
	2019/2020 As of 12/31/19	2018/2019 As of 12/31/18	Variance	Variance %	2018/2019 FINAL 12/31/19
Oct	$ 1,817.12	$ 10,417.90	$ (8,600.78)	-82.56%	$ 11,031.44
Nov	$ 880.55	$ 191.44	$ 689.11	359.96%	$ 1,344.97
Dec-Sep	$ -	$ -			
	$ 2,697.67	$ 10,609.34	$ (7,911.67)	-74.57%	$ 12,376.41

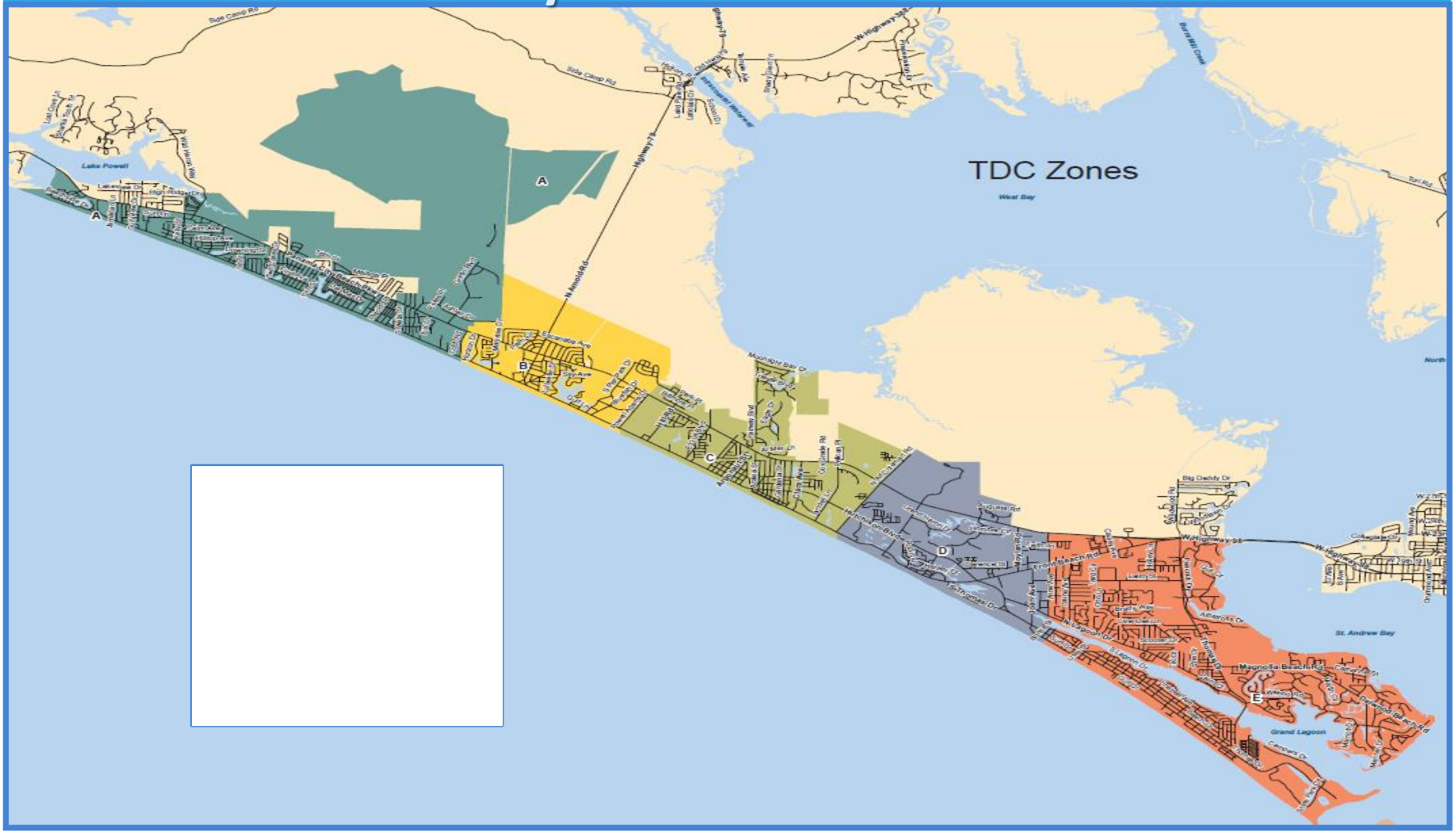
Cash / Accrual Breakdown

Mexico Beach
FY2020

Attributed period	Collected in: Nov	Dec	Jan	Feb	Mar - Sept	
Pre	$ 18,673.50	$ -				$ 18,673.50
Oct	$ 1,767.12	$ 50.00				$ 1,817.12
Nov		$ 880.55				$ 880.55
Dec						$ -
Jan						$ -
Feb						$ -
Mar						$ -
Apr						$ -
May						$ -
Jun						$ -
Jul						$ -
Aug						$ -
Sep						$ -
Post						$ -
	$ 20,440.62	$ 930.55	$ -	$ -	$ -	$ 21,371.17

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

Layout of TDC Zones



Bay County
Tourist Development Council

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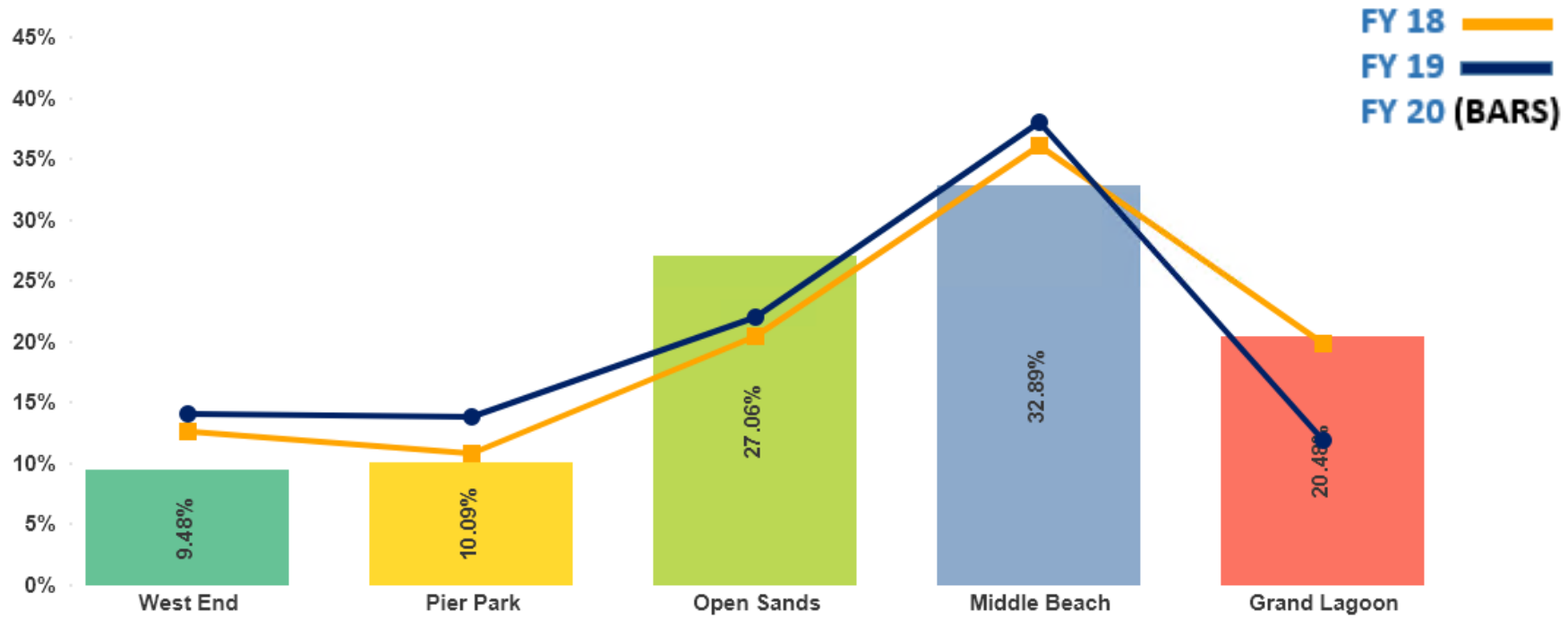
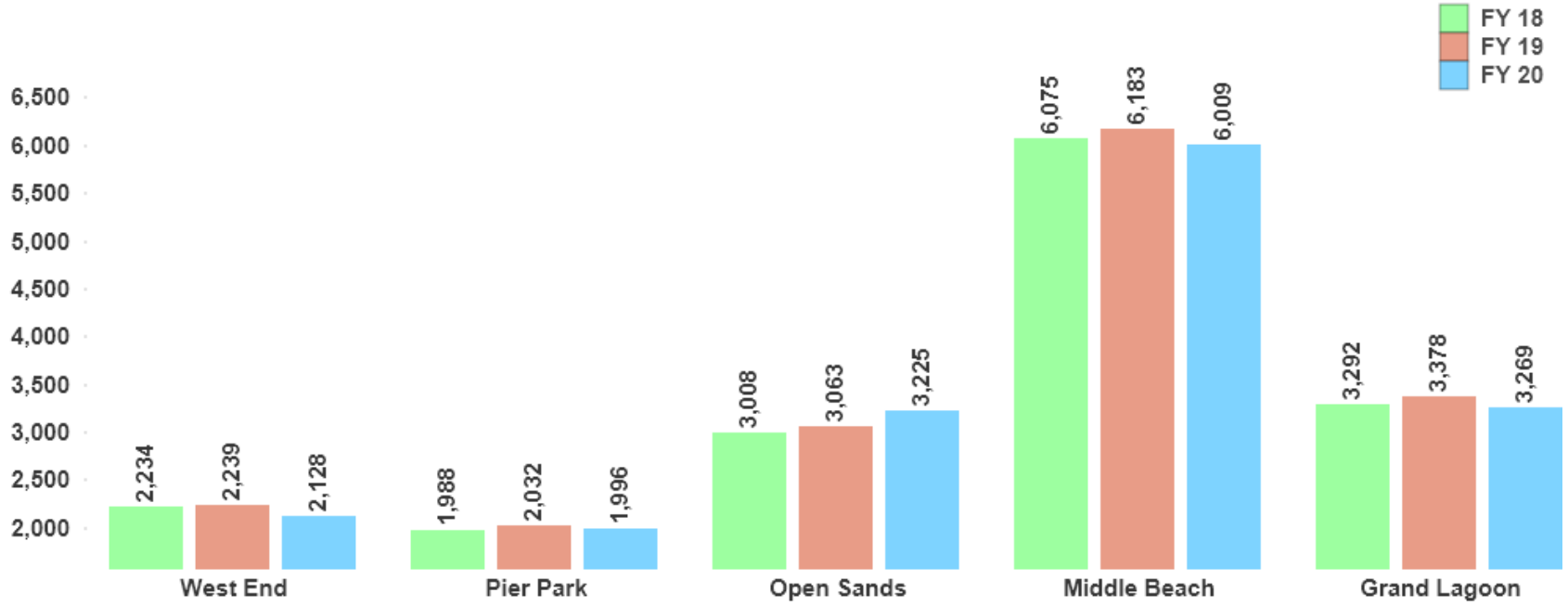
& COMPTROLLER
BAY COUNTY

Annual % of Gross Receipts by Zones
Three Year November Comparison



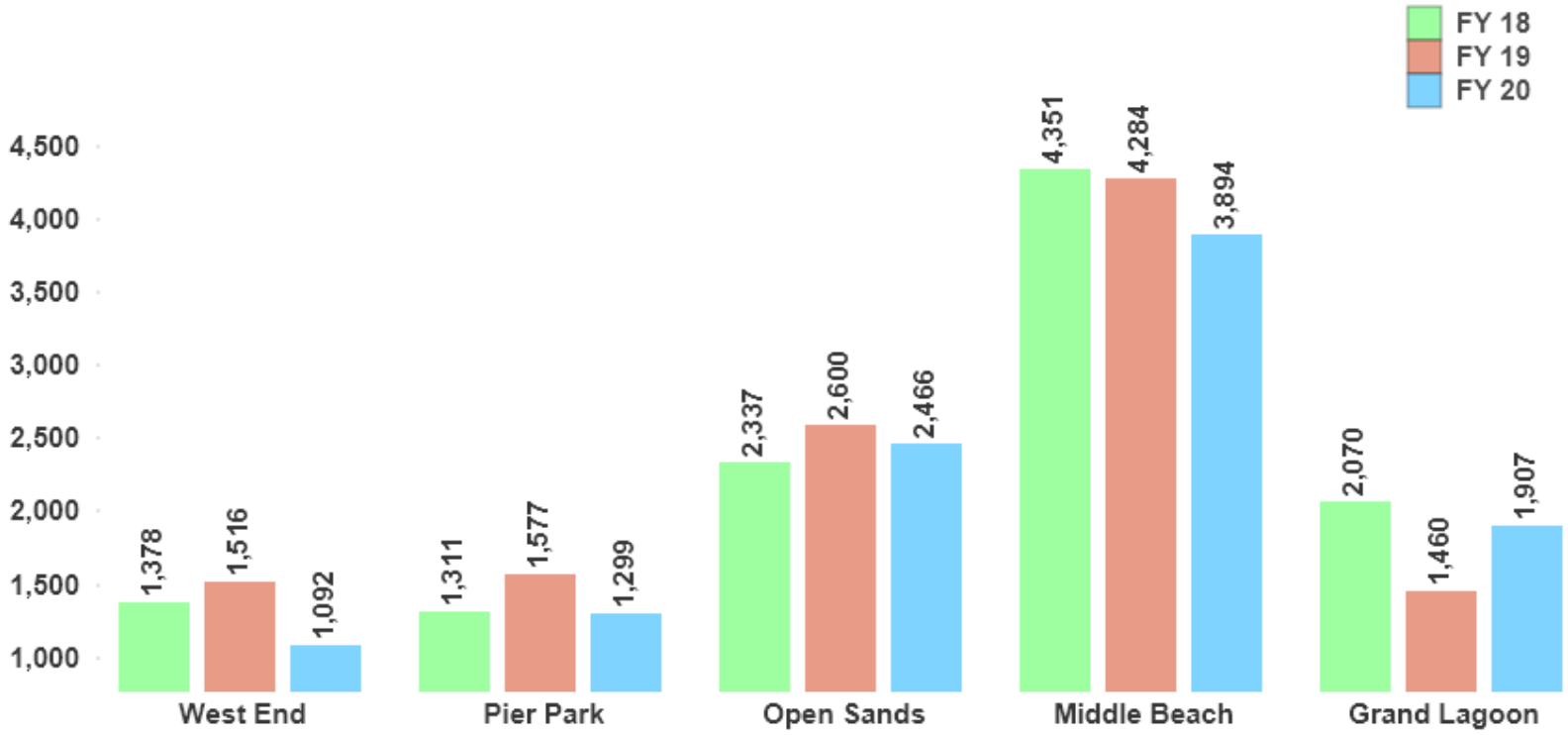
Nov	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY18	12.67%	10.84%	20.42%	36.16%	19.91%
FY19	14.11%	13.90%	22.02%	38.02%	11.94%
FY20	9.48%	10.09%	27.06%	32.89%	20.48%

Total Unit Count
Three Year November Comparison



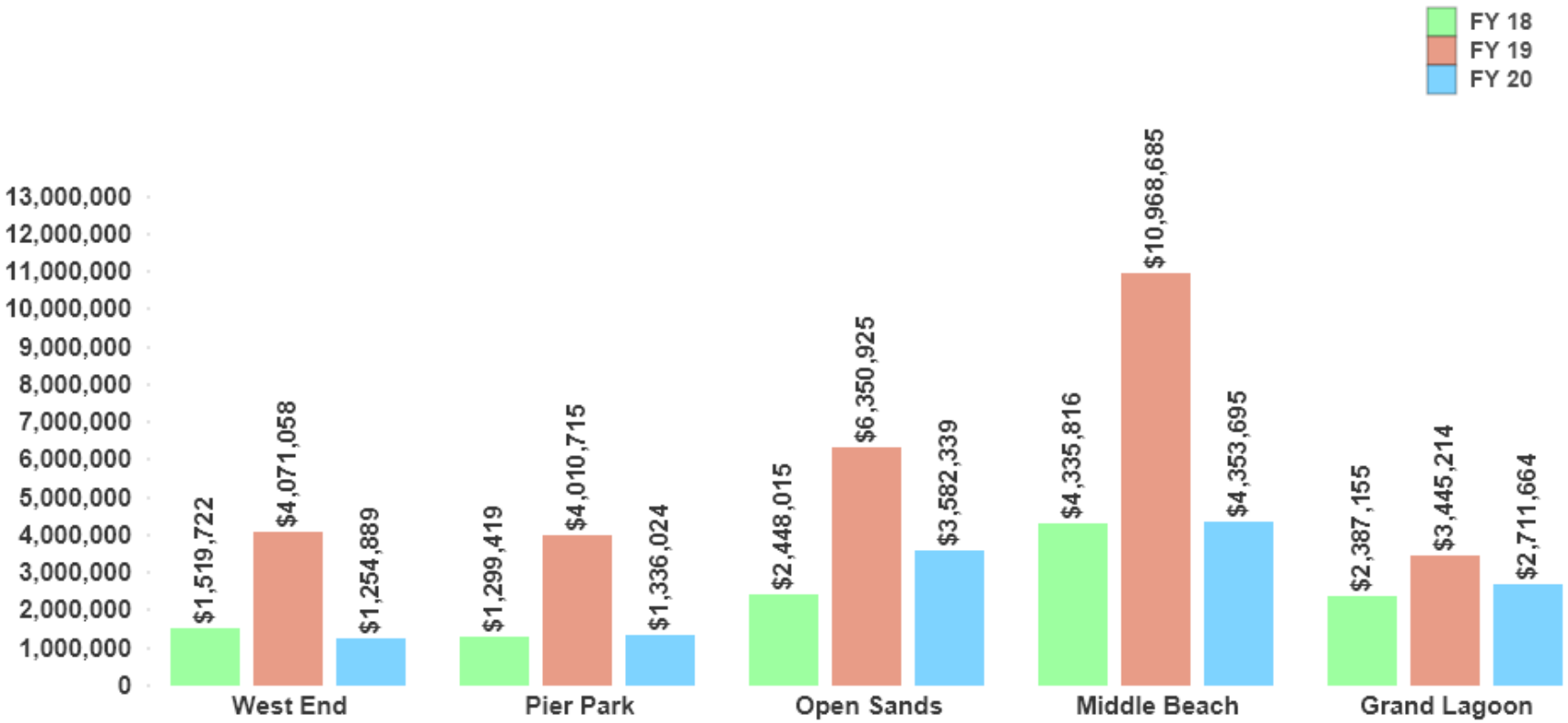
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	16,618	16,597	16,844	16,708	16,615	16,890	16,623	16,782	17,038	16,907	16,912	17,045
FY 19	16,889	16,895	17,075	16,880	16,663	17,098	16,963	17,093	17,493	17,402	17,268	17,319
FY 20	17,021	16,627										

Unit Count Reporting Income
Three Year November Comparison



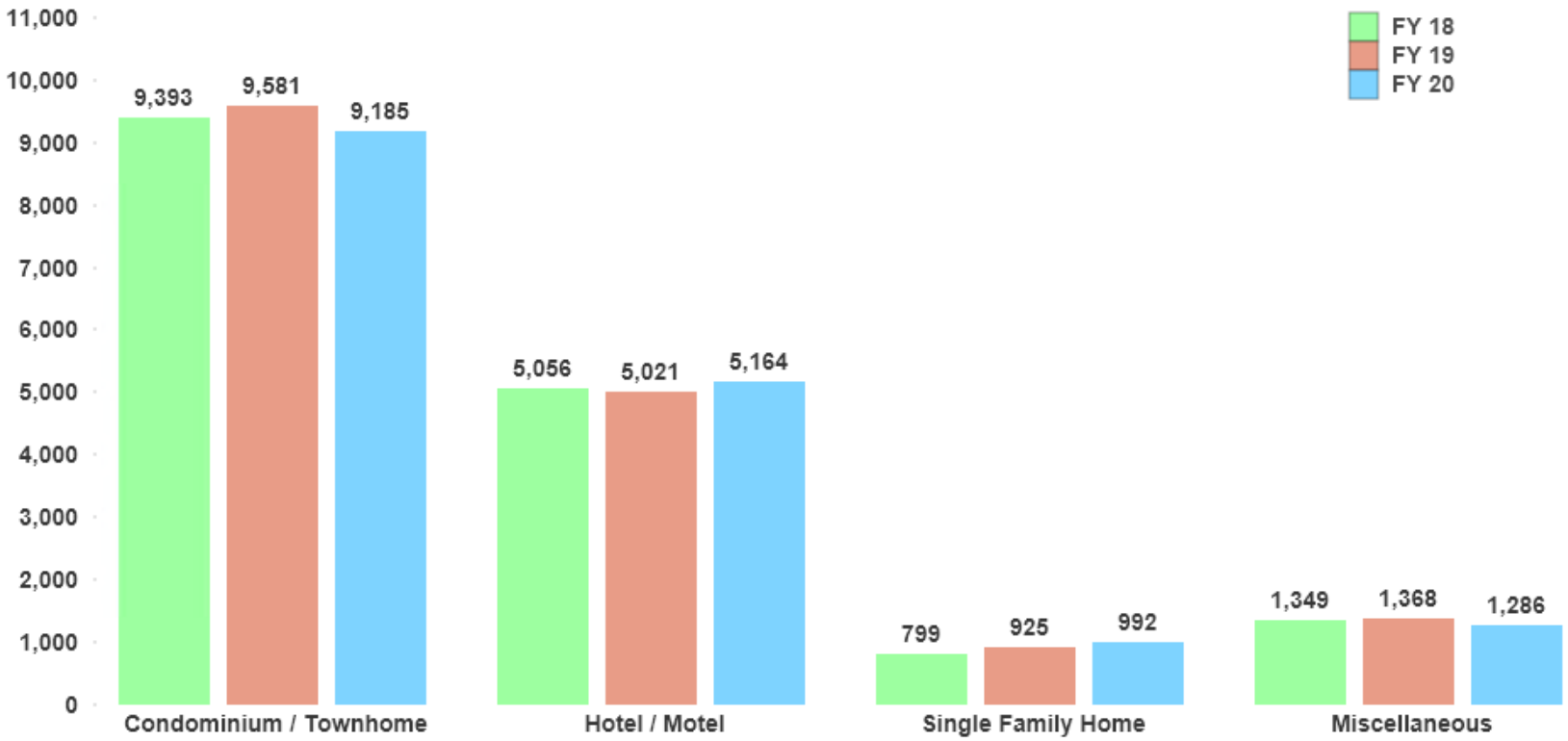
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	14,235	11,447	10,855	11,846	13,171	14,980	14,921	15,546	16,316	16,260	15,699	15,237
FY 19	14,083	11,437	11,840	12,528	12,639	14,031	13,891	15,063	15,412	15,559	15,192	14,654
FY 20	14,275	10,658										

Gross Rental Receipts
Three Year November Comparison



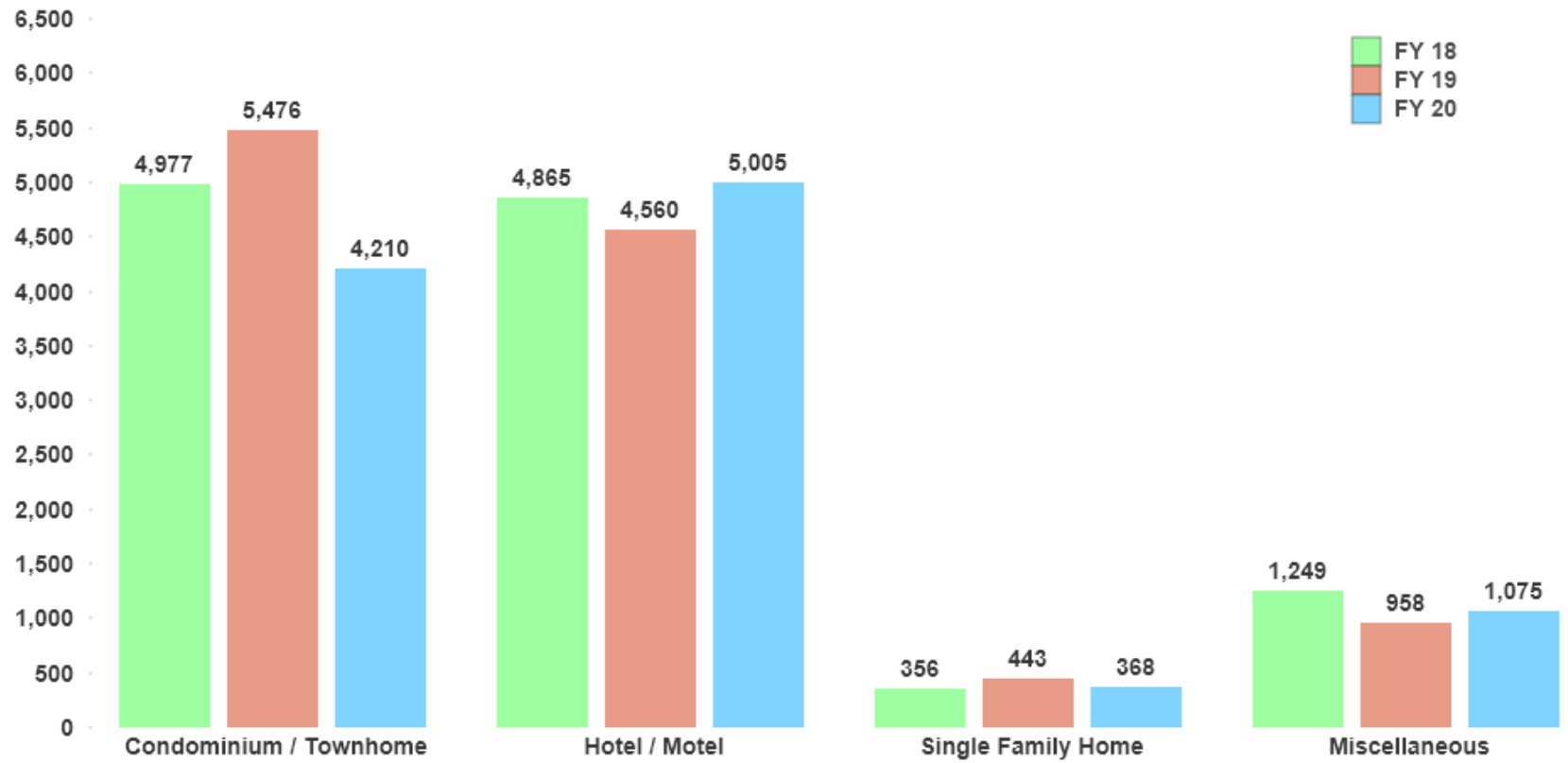
*Rounded to nearest whole dollar per each element

Unit Count by Property Type
Three Years - November



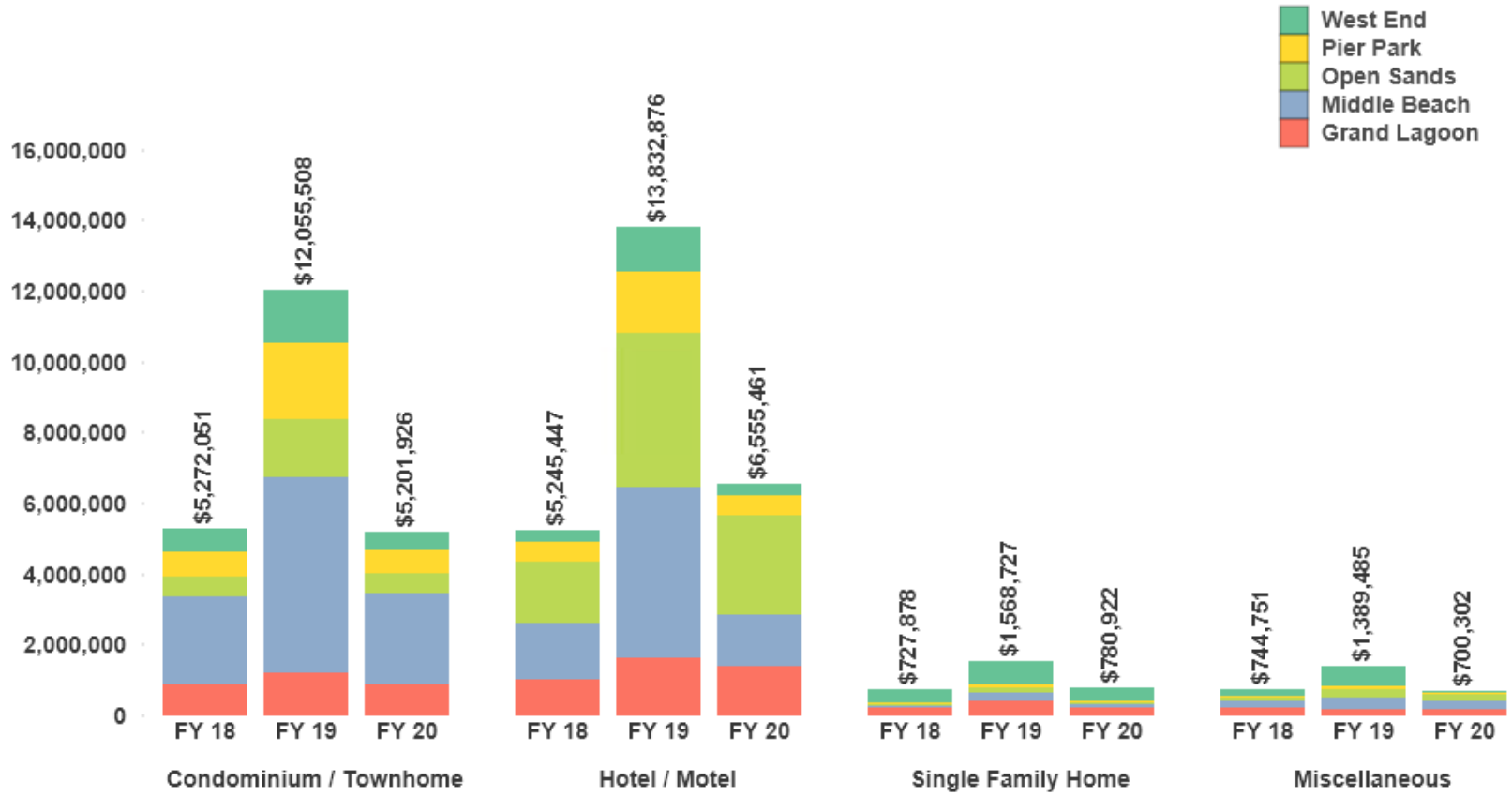
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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



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

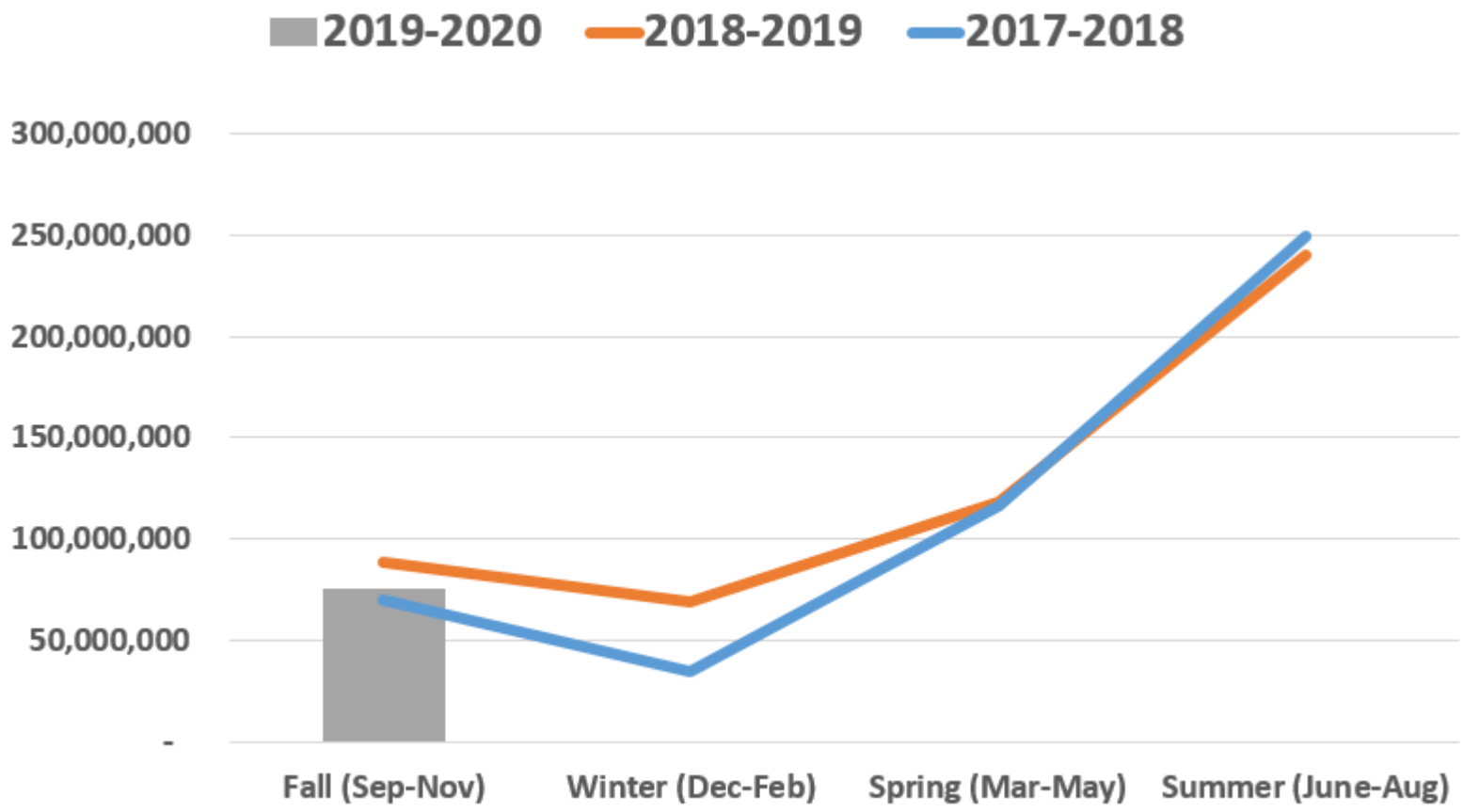
Gross Receipts by Property Type
Three Year November Comparison



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

*Rounded to nearest whole dollar per each element

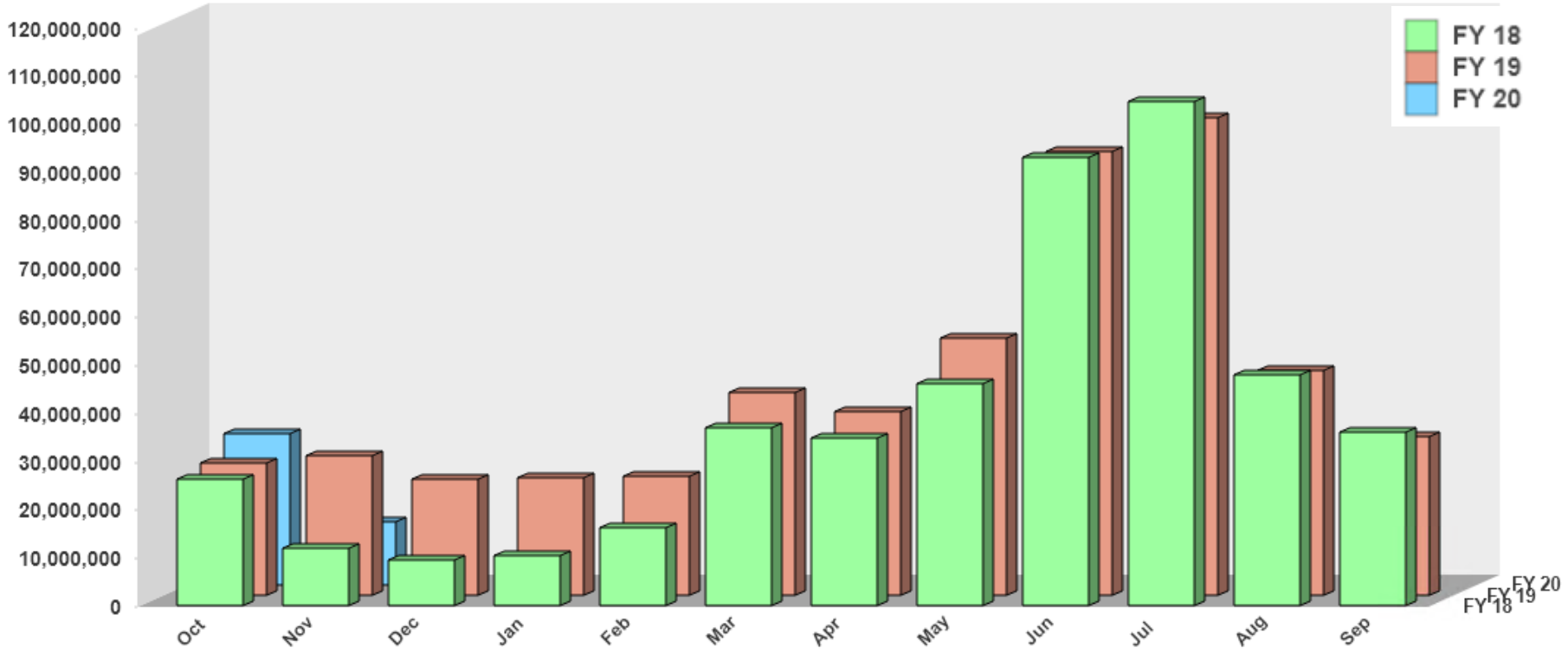
Seasonal Gross Receipts
Three Year Comparison



Panama City Beach

Year to Date Monthly Gross Receipts 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	$9,536,885	$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	$27,447,272	$28,846,596	$23,953,391	$24,287,575	$24,816,249	$42,130,247	$37,995,321	$53,355,675	$92,114,357	$99,238,062	$46,639,742	$32,949,874
FY 20	$31,469,802	$13,238,610										

*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: November 30, 2019

Reporting Units grouped by Condominium / Townhome property type for month ending November 30, 2019

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	358	515	555	1,577	411	3,416
2 Bedroom	652	530	374	1,512	963	4,031
3+ Bedrooms	198	193	161	855	331	1,738
Total	1,208	1,238	1,090	3,944	1,705	9,185

Reporting Gross Receipts grouped by Condominium / Townhome property type for month ending November 30, 2019

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	$143,599	$247,607	$245,820	$754,291	$155,627	$1,546,944
2 Bedroom	$255,459	$275,286	$175,796	$986,999	$467,867	$2,161,406
3+ Bedrooms	$109,632	$150,783	$120,707	$859,463	$252,991	$1,493,576
Total	$508,690	$673,676	$542,322	$2,600,752	$876,485	$5,201,926

Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending November 30, 2019

Hotel/Motel Units:	**5,164**
Hotel/Motel Gross Receipts:	**$6,555,461**

Single Family Units:	**992**
Single Family Gross Receipts:	**$780,922**

Miscellaneous Units:	**1,286**
Miscellaneous Gross Receipts:	**$700,302**

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 November 2019 and 2018

	For the month ending November 2019			For the month ending November 2018		
	Current period	Prior periods	Total	Current period	Prior periods	Total
Taxes	595,453	19,591	615,043	1,366,856	522,866	1,889,721
Penalties	1,300	5,431	6,731	2,873	479	3,352
Interest	1	387	387	16	73	89
Total Collections	596,753	25,409	622,162	1,369,745	523,417	1,893,162

	Fiscal year to date through November 2019			Fiscal year to date through November 2018		
	Current period	Prior periods	Total	Current period	Prior periods	Total
Taxes	2,098,444	54,026	2,152,470	2,283,800	1,935,020	4,218,819
Penalties	2,450	11,292	13,742	7,241	3,466	10,708
Interest	2	697	699	34	857	891
Total Collections	2,100,896	66,015	2,166,911	2,291,075	1,939,343	4,230,418

Bay County
Tourist Development Council

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& COMPTROLLER
BAY COUNTY

Supporting Data and Service Contributors

Dan Sowell, CFA
Bay County Property Appraiser

Robert Snaidman

BILL KINSAUL
CLERK OF COURT & COMPTROLLER
BAY COUNTY

Support Staff

Bay County
Geographic Information Systems
Jennifer Morgan / Chris Mathers

Qlik
QlikView NPrinting

QlikView

ACULYTICS
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GeoQlik

Qlik Sense