

# MONTHLY TDT ANALYSIS

## Statistical and Graphical Reports for month ending: January 31, 2020



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

# Clerk of Court & Comptroller

## Report for Month Ending

### January 31, 2020

February 29, 2020

Tourist Development Council  
Bay County, Florida



**Council Members:**

Attached please find statistical and graphical reports for the four months ending January 31st, 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

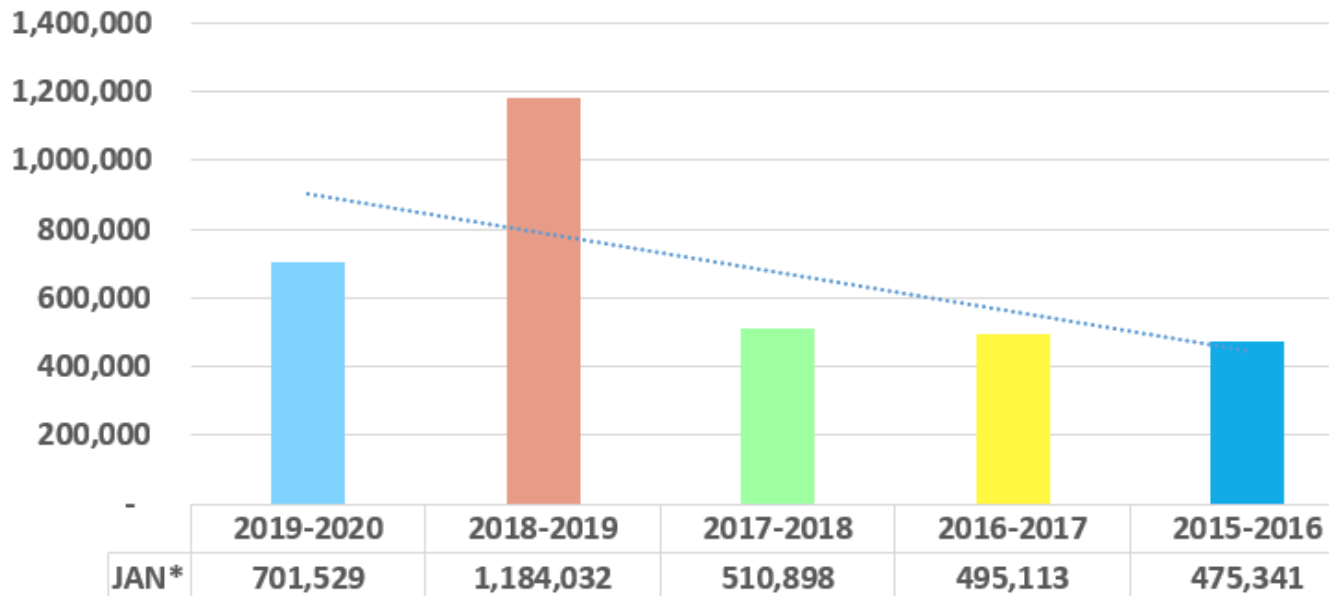
Clerk of Court and Comptroller



Bay County  
Tourist Development Council

# Cash Collection Analysis: Panama City Beach

For the month ending  
January 31, 2020

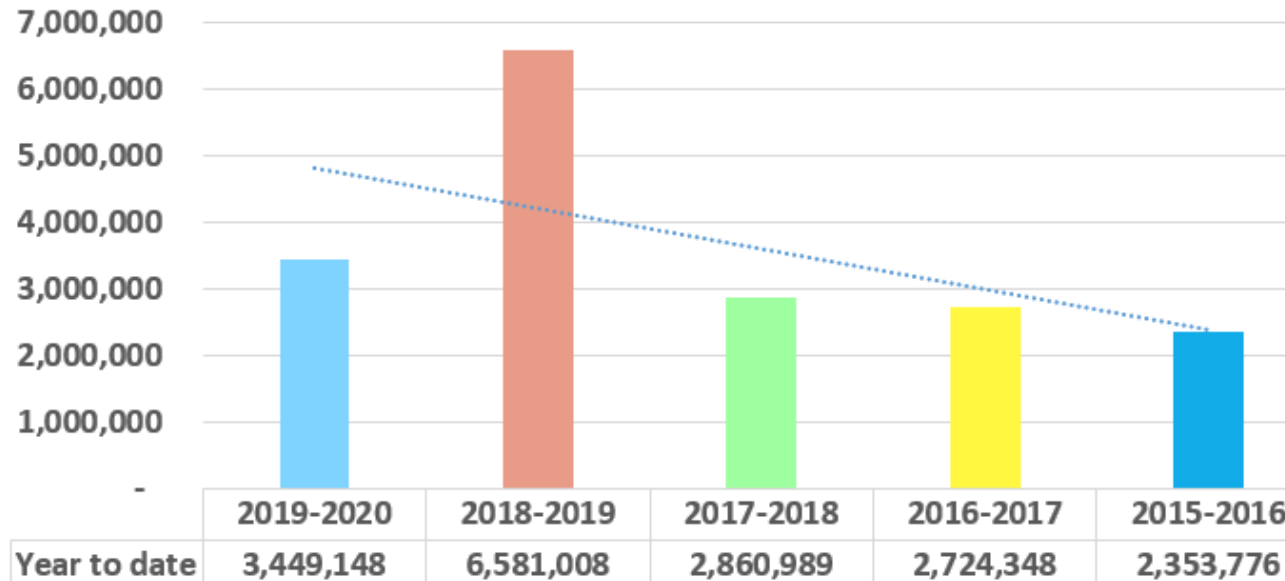


**\*See Page 5 - Tourist Development Council: Management Report for FY 2020 to FY 2018 Comparison**

\*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

Four months ending  
January 31, 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 2018 Total - as			FY 2018 Total -	
	Nov	Dec	Jan	Feb	Mar - Sep	FY 2020 Total	originally reported (2)	+/-	Final (3)	+/-
Pre	\$ 40,606	\$ 8,245	\$ 9,365	\$ 14,283		\$ 72,500				
Oct	\$ 1,501,883	\$ 17,163	\$ 17,117	\$ 1,636		\$ 1,537,799	1,274,514	20.7%	1,289,618	19.2%
Nov	\$ 2,224	\$ 589,841	\$ 11,905	\$ 7,617		\$ 611,587	571,798	7.0%	572,844	6.8%
Dec		\$ 6,464	\$ 534,799	\$ 17,423		\$ 558,686	422,624	32.2%	473,372	18.0%
Jan		\$ 269	\$ 6,507	\$ 646,903		\$ 653,679	494,722	32.1%	506,151	29.1%
Feb		\$ 82	\$ 603	\$ 13,101		\$ 13,786		0.0%	788,428	0.0%
Mar		\$ 97	\$ 335	\$ 567		\$ 998		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%
<b>TOTAL</b>	<b>\$ 1,544,749</b>	<b>\$ 622,162</b>	<b>\$ 580,708</b>	<b>\$ 701,529</b>	<b>\$ -</b>	<b>\$ 3,449,148</b>	<b>\$ 2,763,659</b>	<b>24.8%</b>		

**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.

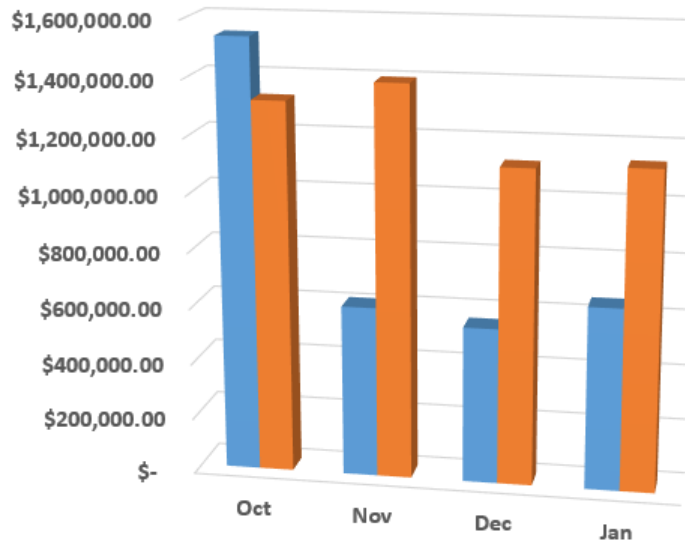
**NOTE(2):** "FY 2018 Total - as originally reported" column is reporting data as originally reported from the corresponding month in FY 2018

**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

■ 2019/2020 As of 2/29/20 ■ 2018/2019 As of 2/28/19



Accrual Attribution Data					
	2019/2020 As of 2/29/20	2018/2019 As of 2/28/19	Variance	Variance %*	2018/2019 FINAL 2/29/20
Oct	\$ 1,537,798.82	\$ 1,322,848.27	\$ 214,950.55	16.25%	\$ 1,324,326.51
Nov	\$ 611,587.45	\$ 1,395,662.90	\$ (784,075.45)	-56.18%	\$ 1,399,006.63
Dec	\$ 558,685.80	\$ 1,122,893.10	\$ (564,207.30)	-50.25%	\$ 1,154,680.89
Jan	\$ 653,678.50	\$ 1,136,972.88	\$ (483,294.38)	-42.51%	\$ 1,181,470.33
Feb-Sep	\$ 14,897.94	\$ 10,338.25			
	\$ 3,376,648.51	\$ 4,988,715.40	\$ (1,612,066.89)	-32.31%	\$ 5,059,484.36

\*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

	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar - Sept</u>	
Pre	\$ 40,606.28	\$ 8,245.26	\$ 9,365.23	\$ 14,282.75		\$ 72,499.52
Oct	\$ 1,501,883.08	\$ 17,163.42	\$ 17,116.68	\$ 1,635.64		\$ 1,537,798.82
Nov	\$ 2,223.83	\$ 589,841.48	\$ 11,904.92	\$ 7,617.22		\$ 611,587.45
Dec		\$ 6,464.10	\$ 534,798.58	\$ 17,423.12		\$ 558,685.80
Jan		\$ 268.53	\$ 6,507.08	\$ 646,902.89		\$ 653,678.50
Feb		\$ 82.47	\$ 602.58	\$ 13,100.88		\$ 13,785.93
Mar		\$ 96.52	\$ 334.87	\$ 566.62		\$ 998.01
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	\$ -	\$ 3,449,148.03

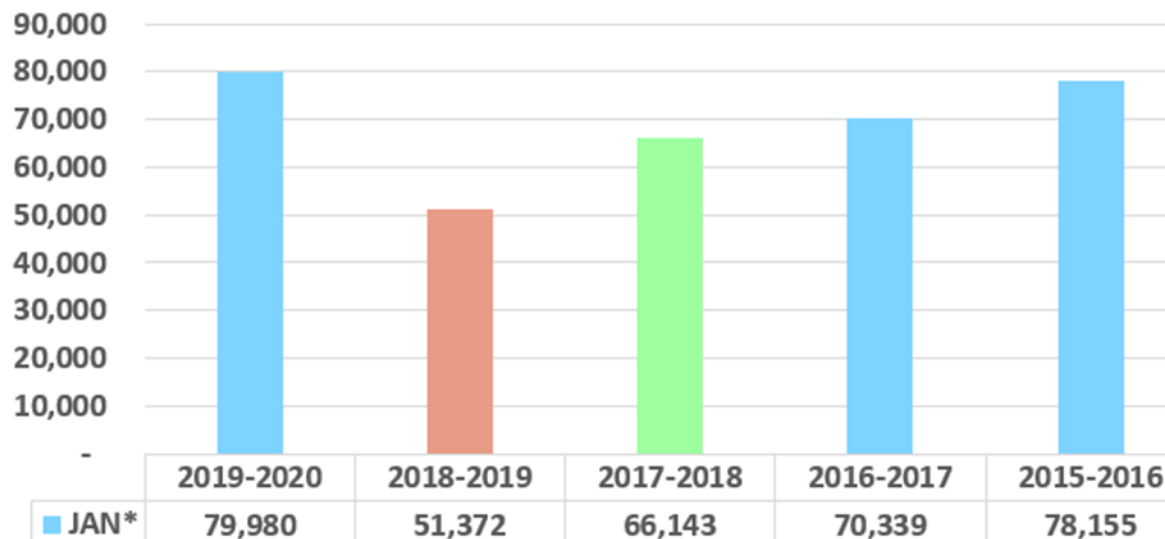
\*Note: This report delineates the attribution of collected revenue in a given reporting period.



# Cash Collection Analysis:

# Panama City

For the month ending  
January 31, 2020



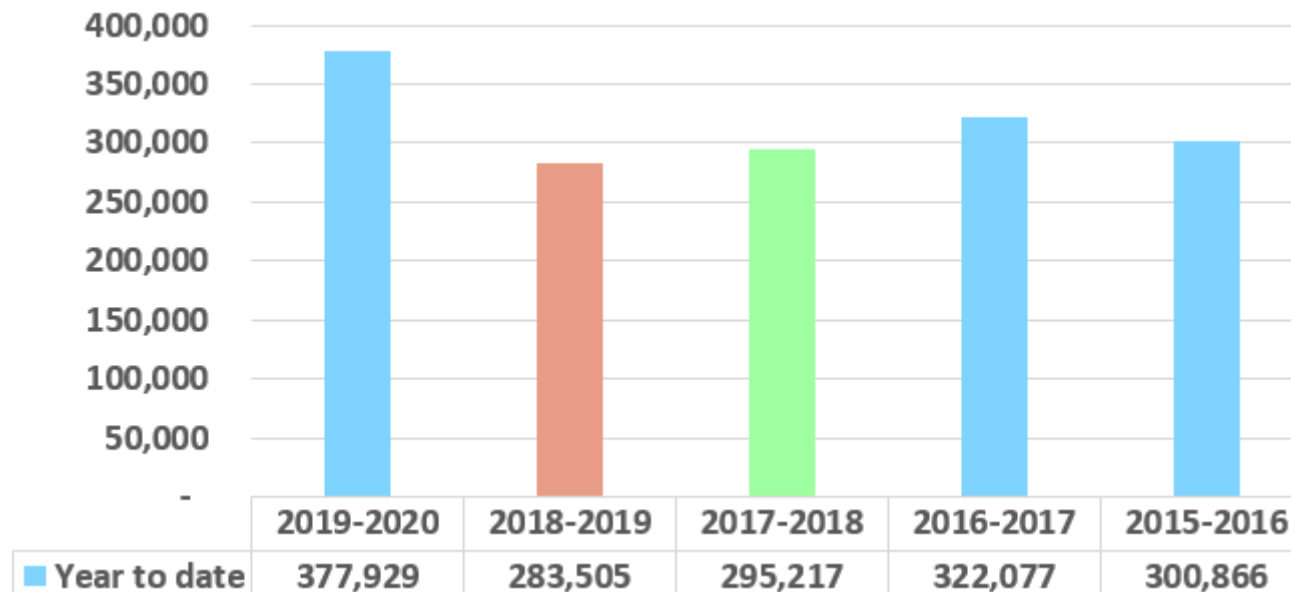
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# Cash Collection Analysis:

# Panama City

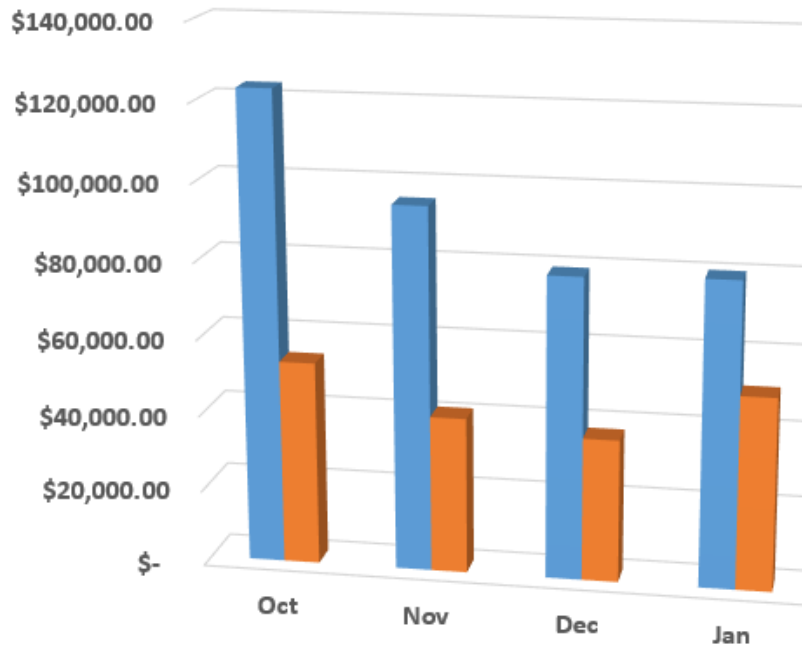
Four months ending  
January 31, 2020



**\*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



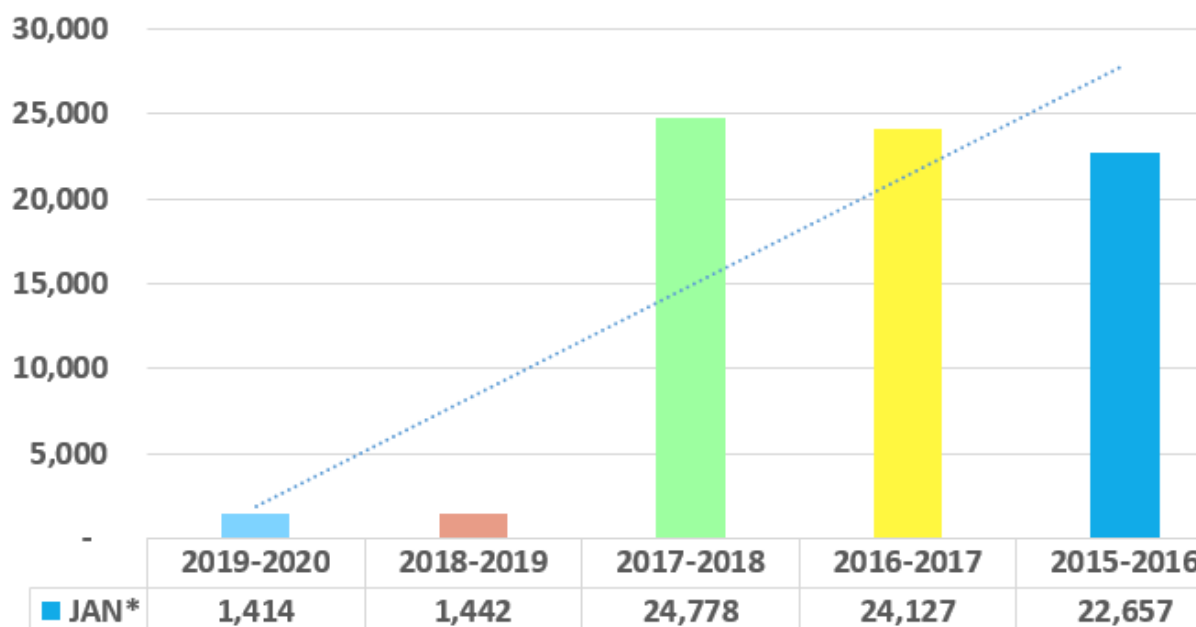
Accrual Attribution Data					
	<u>2019/2020 As of 2/29/20</u>	<u>2018/2019 As of 2/28/19</u>	<u>Variance</u>	<u>Variance %</u>	<u>2018/2019 FINAL 2/29/20</u>
Oct	\$ 123,225.69	\$ 53,465.19	\$ 69,760.50	130.48%	\$ 53,465.19
Nov	\$ 95,203.28	\$ 40,942.54	\$ 54,260.74	132.53%	\$ 40,942.54
Dec	\$ 78,999.83	\$ 37,477.04	\$ 41,522.79	110.80%	\$ 40,885.58
Jan	\$ 79,863.76	\$ 50,642.49	\$ 29,221.27	57.70%	\$ 50,642.49
Feb-Sep	\$ -	\$ -			
	\$ 377,292.56	\$ 182,527.26	\$ 194,765.30	106.70%	\$ 185,935.80

	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar - Sept</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						\$ -
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 123,861.73	\$ 91,643.79	\$ 82,443.03	\$79,980.05	\$ -	\$ 377,928.60

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

# Cash Collection Analysis: Mexico Beach

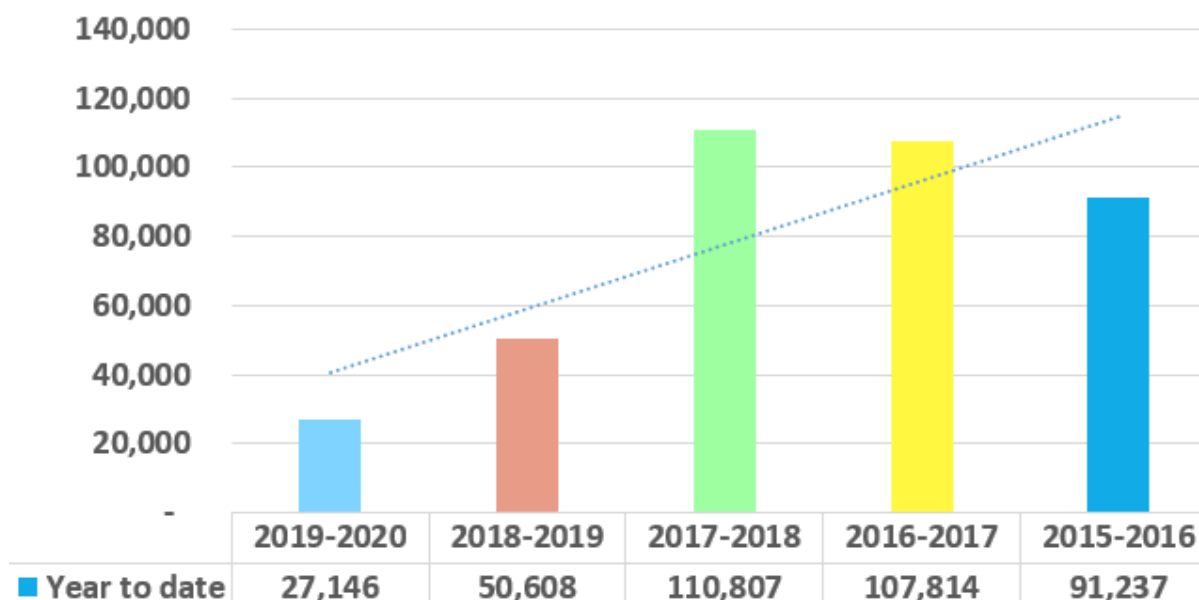
For the month ending  
January 31, 2020



\*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

Four months ending  
January 31, 2020

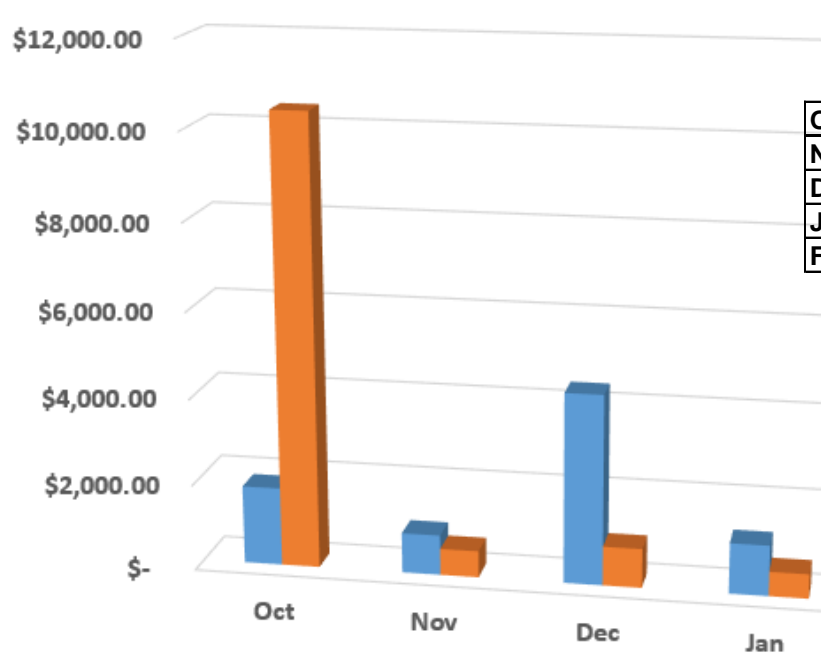


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# Accrual Attribution Data

# Mexico Beach

■ 2019/2020 As of 2/29/20 ■ 2018/2019 As of 2/28/19



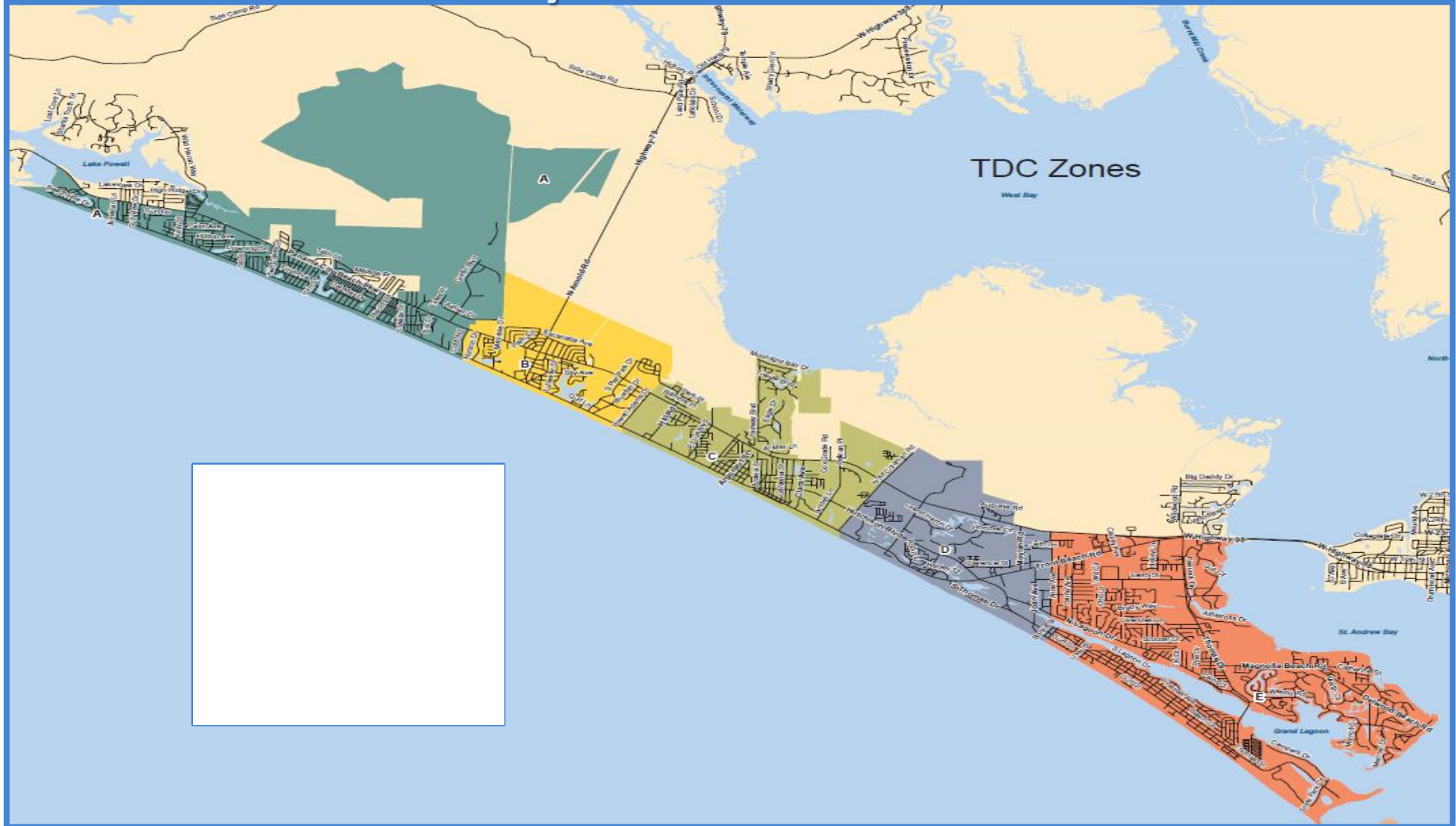
Accrual Attribution Data					
	2019/2020 As of 2/29/20	2018/2019 As of 2/28/19	Variance	Variance %	2018/2019 FINAL 2/29/20
Oct	\$ 1,817.12	\$ 10,417.90	\$ (8,600.78)	-82.56%	\$ 11,031.44
Nov	\$ 930.55	\$ 615.31	\$ 315.24	51.23%	\$ 1,344.97
Dec	\$ 4,400.85	\$ 909.24	\$ 3,491.61	384.01%	\$ 1,992.06
Jan	\$ 1,171.60	\$ 566.38	\$ 605.22	106.86%	\$ 2,094.25
Feb-Sep	\$ -	\$ -			
	\$ 8,472.81	\$ 12,508.83	\$ (4,036.02)	-32.27%	\$ 16,462.72

		Collected in					
Attributed period		<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar - Sept</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		\$ 152.69
	Mar						\$ -
	Apr						\$ -
	May						\$ -
	Jun						\$ -
	Jul						\$ -
	Aug						\$ -
	Sep						\$ -
	Post						\$ -
		\$ 20,440.62	\$ 930.55	\$ 4,360.68	\$ 1,414.46	\$ -	\$ 27,146.31

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



# Layout of TDC Zones

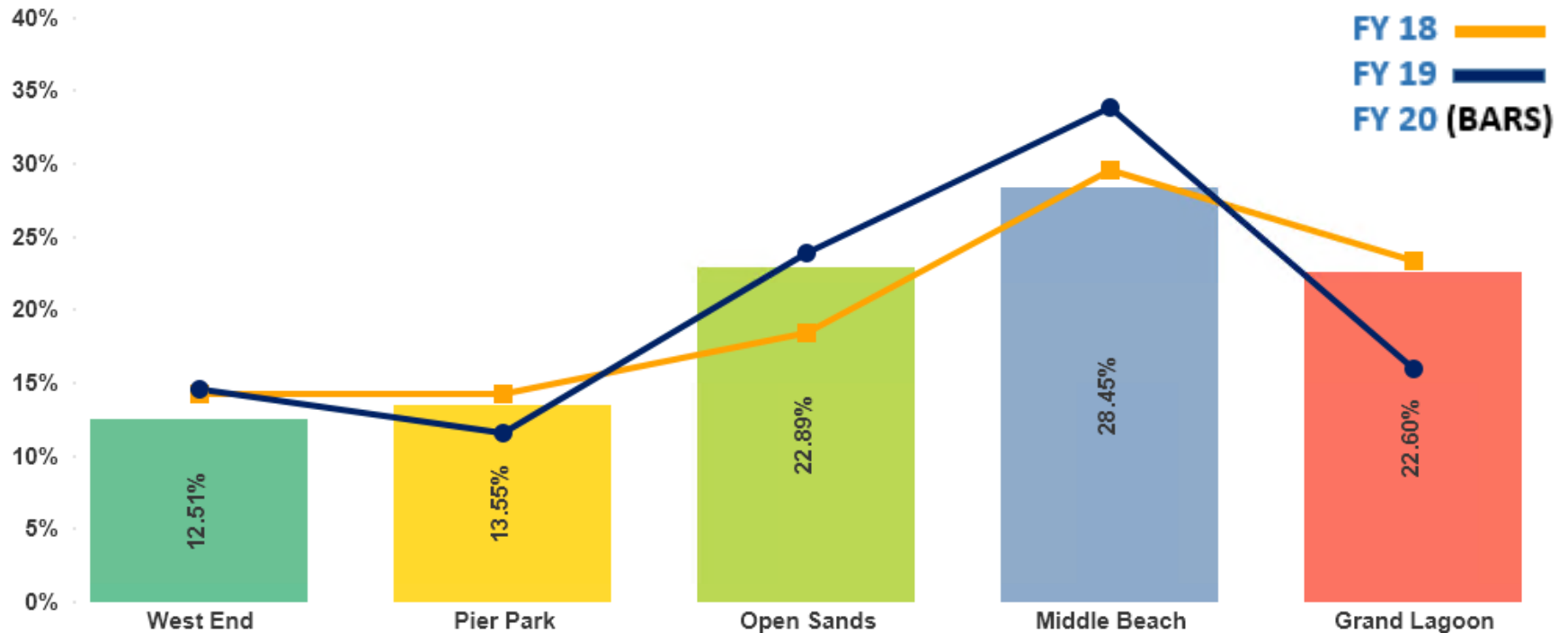


**Bay County**  
**Tourist Development Council**

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



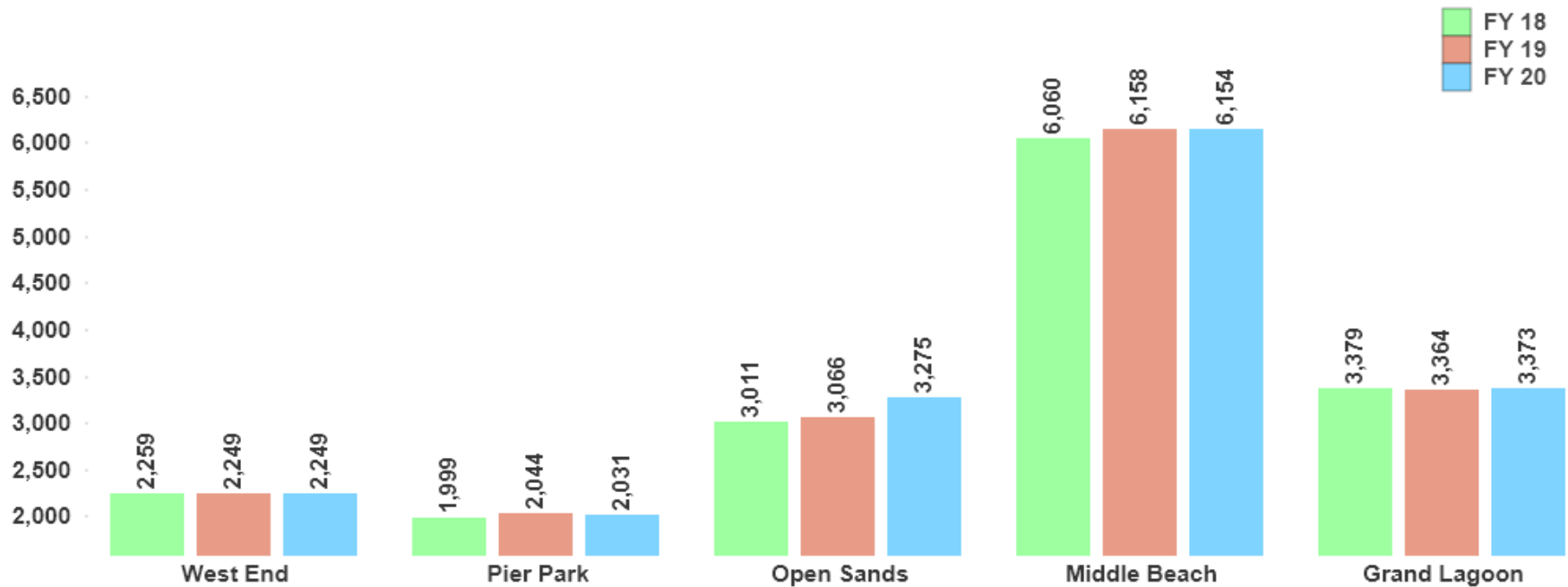
# Annual % of Gross Receipts by Zones Three Year January Comparison



Jan	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY18	14.27%	14.26%	18.47%	29.61%	23.39%
FY19	14.59%	11.63%	23.92%	33.85%	16.02%
FY20	12.51%	13.55%	22.89%	28.45%	22.60%

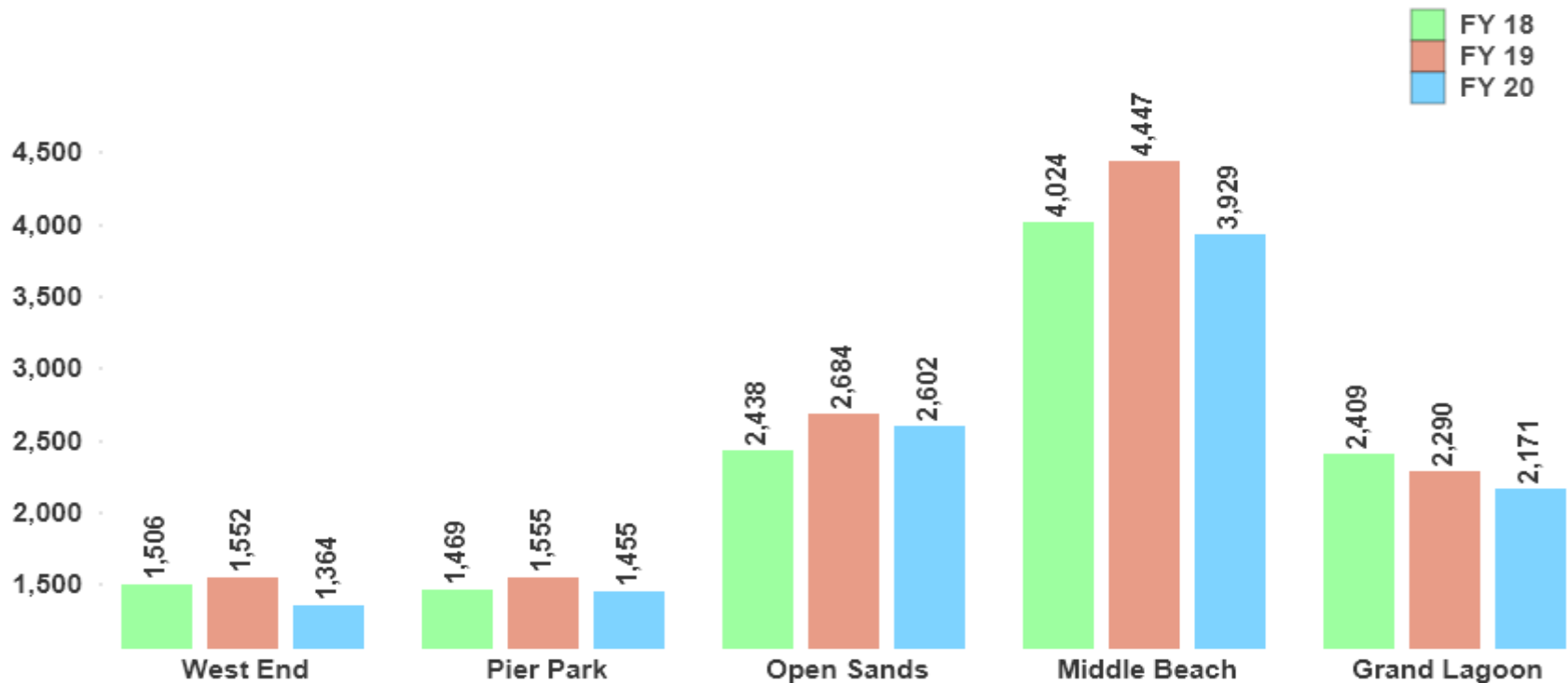


# Total Unit Count Three Year January Comparison



	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	17,078	16,881	16,663	17,098	16,963	17,093	17,510	17,418	17,334	17,389
FY 20	17,229	17,192	17,357	17,082								

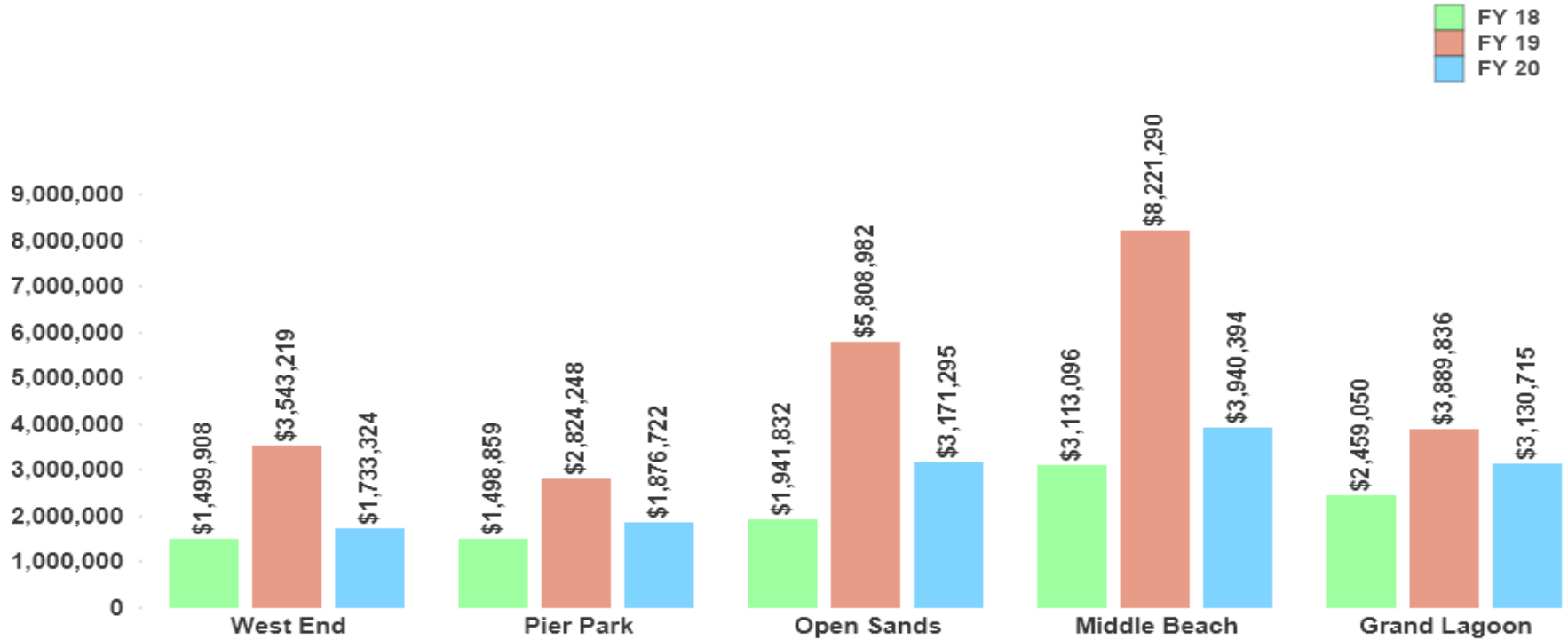
# Unit Count Reporting Income Three Year January Comparison



	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	11,842	12,528	12,639	14,031	13,891	15,063	15,426	15,572	15,253	14,705
FY 20	14,456	10,935	10,875	11,521								

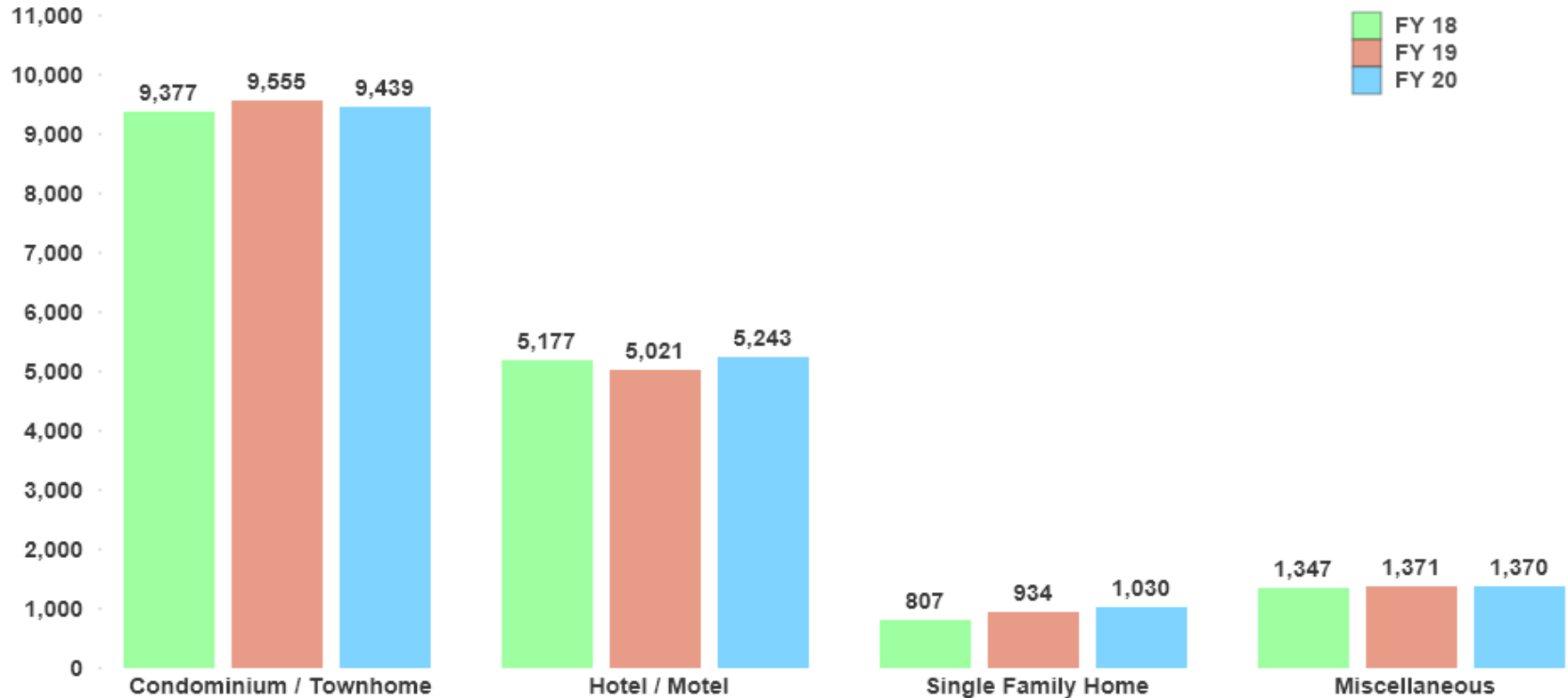


# Gross Rental Receipts Three Year January Comparison



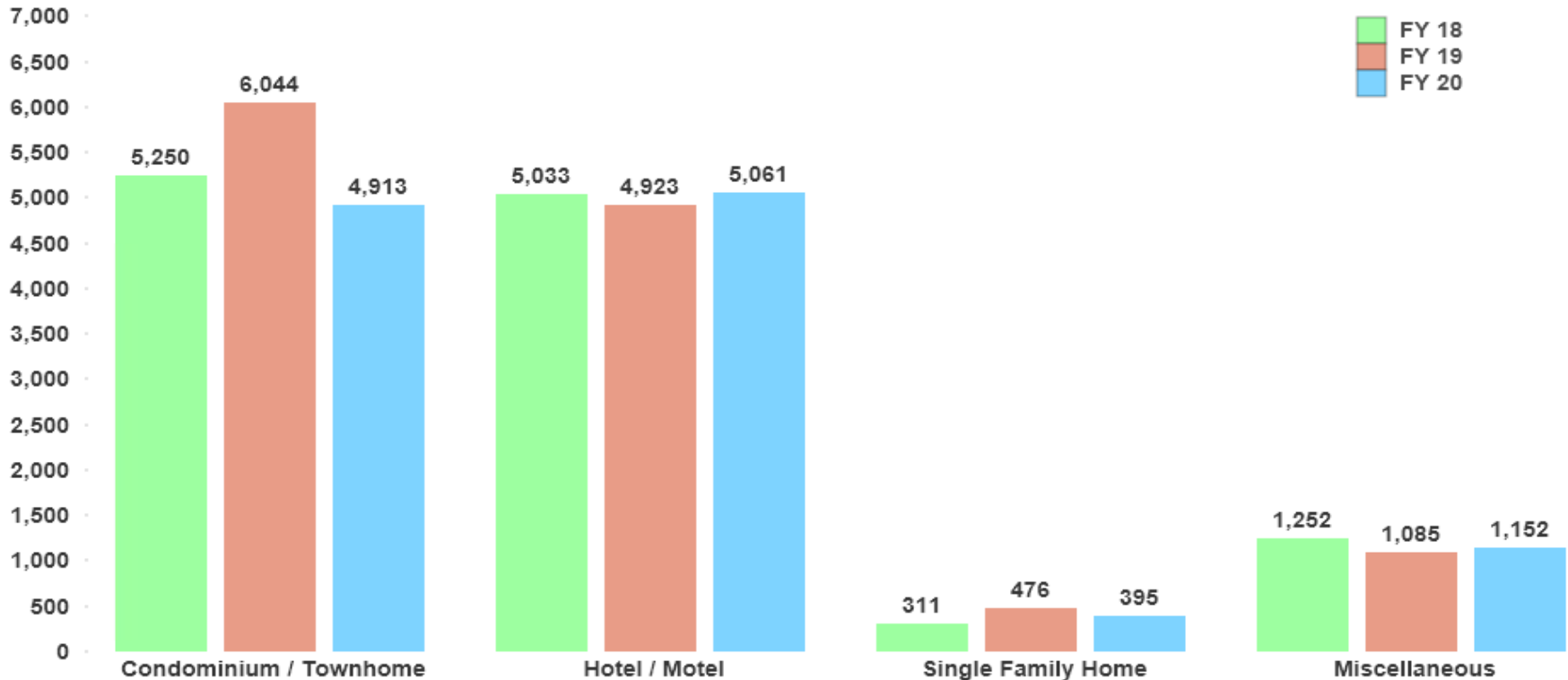
\*Rounded to nearest whole dollar per each element

# Unit Count by Property Type Three Years - January



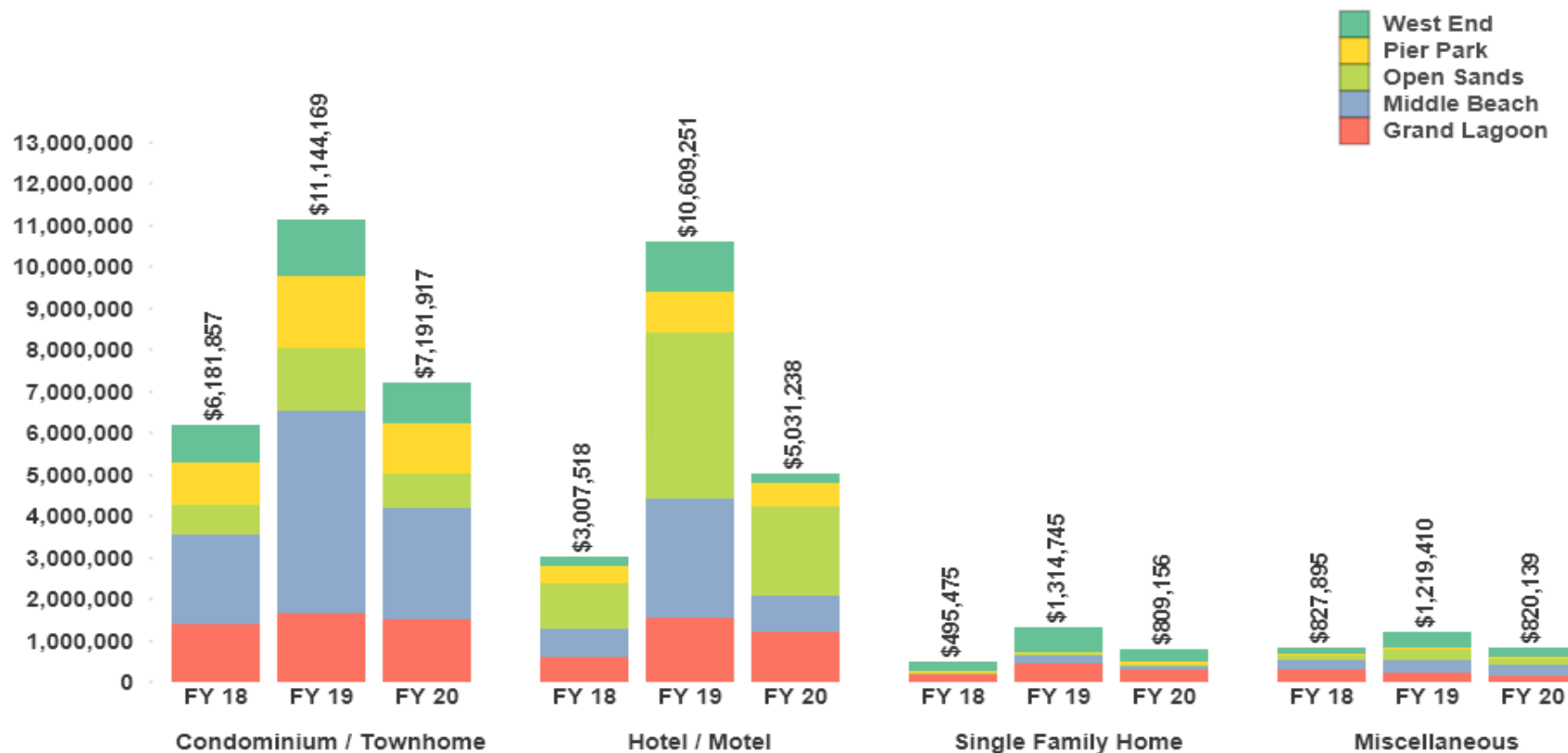
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

# Unit Count Reporting Income by Property Type - Three Year - January



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

## Gross Receipts by Property Type Three Year January Comparison

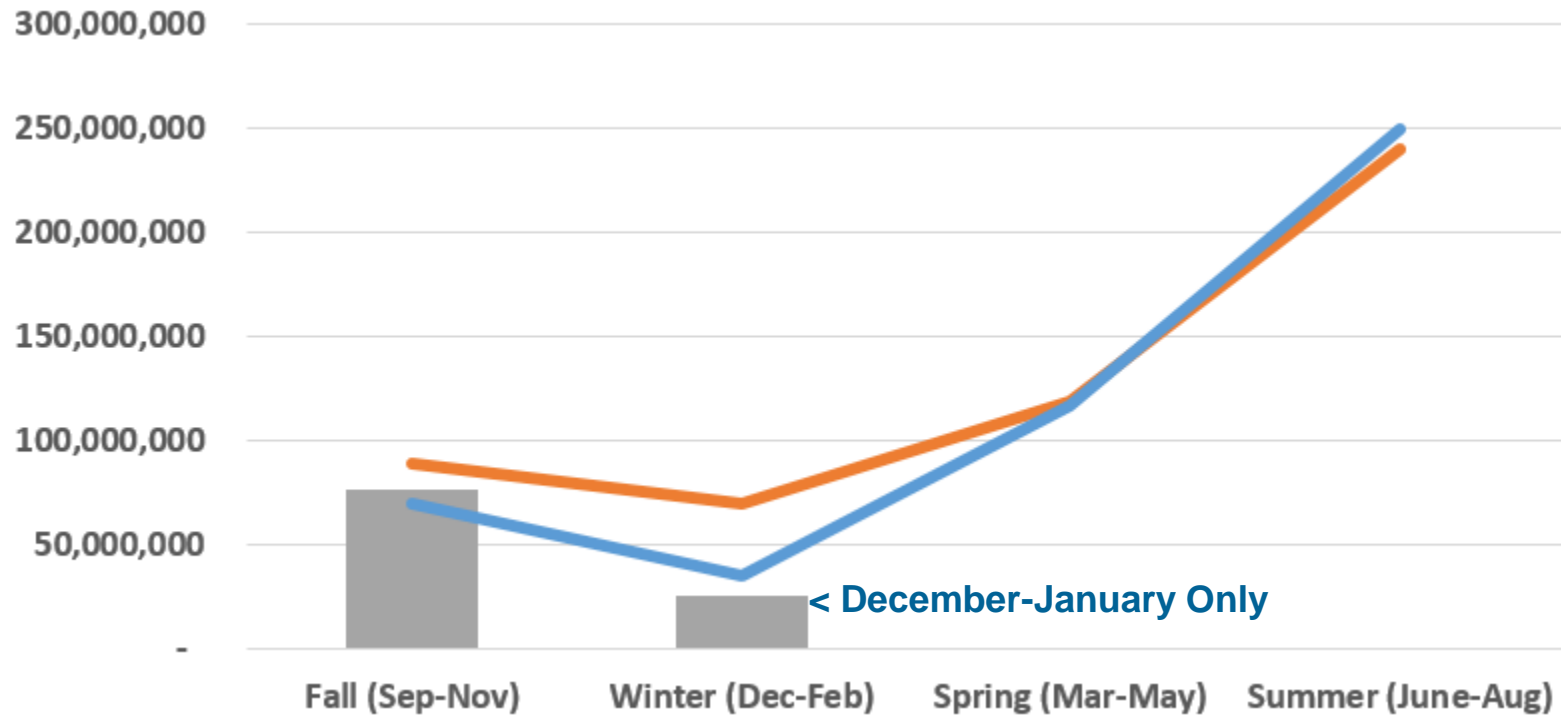


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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

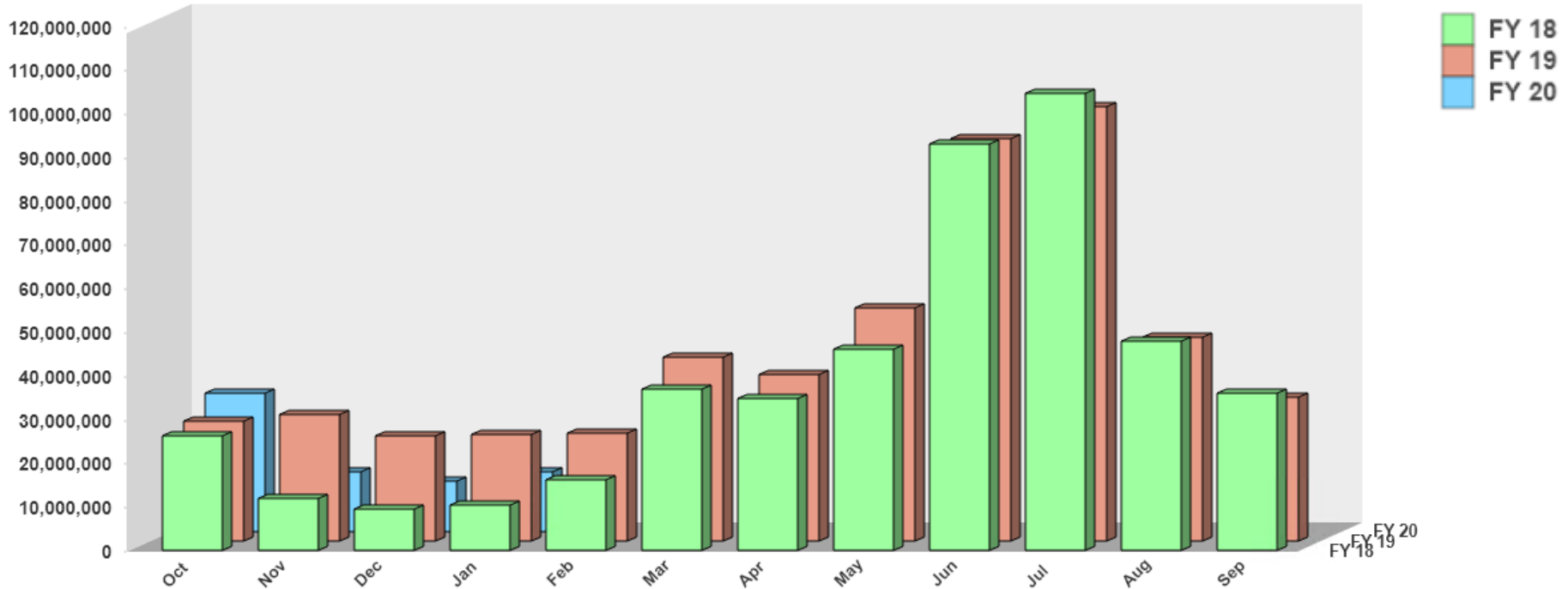
# Seasonal Gross Receipts Three Year Comparison

■ 2019-2020    — 2018-2019    — 2017-2018





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	\$24,007,401	\$24,287,575	\$24,816,249	\$42,130,247	\$37,995,321	\$53,355,675	\$92,179,943	\$99,307,438	\$46,742,749	\$33,011,172
FY 20	\$31,774,958	\$13,585,537	\$11,631,779	\$13,852,449								

\*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: January 31, 2020**



## Reporting Units grouped by Condominium / Townhome property type Fiscal Year Ending September 30, 2020

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec	Jan
West End	1 Bedroom	364	364	369	360
	2 Bedroom	684	689	703	670
	3+ Bedrooms	211	210	211	203
Pier Park	1 Bedroom	543	540	548	533
	2 Bedroom	553	551	551	536
	3+ Bedrooms	208	207	208	203
Open Sands	1 Bedroom	577	579	569	572
	2 Bedroom	399	398	394	390
	3+ Bedrooms	178	177	179	177
Middle Beach	1 Bedroom	1,643	1,637	1,645	1,602
	2 Bedroom	1,621	1,615	1,640	1,597
	3+ Bedrooms	894	882	882	874
Grand Lagoon	1 Bedroom	447	440	444	428
	2 Bedroom	990	978	973	960
	3+ Bedrooms	336	339	339	334

## Reporting Gross Receipts grouped by Condominium / Townhome property type Fiscal Year Ending September 30, 2020

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec	Jan
West End	1 Bedroom	\$563,319.27	\$144,686.95	\$144,578.30	\$223,774.79
	2 Bedroom	\$1,010,179.33	\$282,563.65	\$348,378.70	\$593,394.26
	3+ Bedrooms	\$571,248.29	\$116,888.49	\$115,508.46	\$146,546.69
Pier Park	1 Bedroom	\$929,113.42	\$254,052.47	\$296,410.26	\$425,182.15
	2 Bedroom	\$1,108,411.02	\$285,232.87	\$313,268.84	\$540,571.81
	3+ Bedrooms	\$586,630.99	\$166,941.31	\$188,459.99	\$234,226.76
Open Sands	1 Bedroom	\$735,006.32	\$251,844.63	\$217,228.31	\$312,159.50
	2 Bedroom	\$648,913.84	\$180,062.76	\$198,070.72	\$312,073.38
	3+ Bedrooms	\$543,162.78	\$131,521.97	\$143,708.28	\$209,619.15
Middle Beach	1 Bedroom	\$2,008,352.03	\$770,551.57	\$534,518.97	\$772,358.54
	2 Bedroom	\$2,617,496.27	\$1,028,185.91	\$746,019.62	\$1,156,373.37
	3+ Bedrooms	\$2,340,994.37	\$885,026.79	\$689,608.87	\$770,499.76
Grand Lagoon	1 Bedroom	\$574,449.34	\$165,472.43	\$129,706.15	\$259,423.02
	2 Bedroom	\$1,656,152.86	\$471,197.48	\$500,231.98	\$917,120.72
	3+ Bedrooms	\$756,510.62	\$257,029.91	\$246,030.09	\$318,592.92

## Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending January 31, 2020

Hotel/Motel Units:	<b>5,243</b>
Hotel/Motel Gross Receipts:	<b>\$5,031,238</b>

Single Family Units:	<b>1,030</b>
Single Family Gross Receipts:	<b>\$809,156</b>

Miscellaneous Units:	<b>1,370</b>
Miscellaneous Gross Receipts:	<b>\$820,139</b>

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 January 2020 and 2019

For the month ending January 2020

For the month ending January 2019

	Current period	Prior periods	Total
Taxes	658,391	32,635	691,026
Penalties	2,177	6,860	9,037
Interest	2	1,465	1,466
<b>Total Collections</b>	<b>660,569</b>	<b>40,960</b>	<b>701,529</b>

	Current period	Prior periods	Total
Taxes	1,136,601	38,226	1,174,827
Penalties	3,404	5,558	8,963
Interest	5	237	242
<b>Total Collections</b>	<b>1,140,011</b>	<b>44,021</b>	<b>1,184,032</b>

Fiscal year to date through January 2020

Fiscal year to date through January 2019

	Current period	Prior periods	Total
Taxes	3,296,989	116,285	3,413,275
Penalties	6,790	25,569	32,359
Interest	7	3,507	3,514
<b>Total Collections</b>	<b>3,303,787</b>	<b>145,362</b>	<b>3,449,148</b>

	Current period	Prior periods	Total
Taxes	4,507,809	2,039,411	6,547,220
Penalties	15,885	16,235	32,120
Interest	67	1,602	1,669
<b>Total Collections</b>	<b>4,523,761</b>	<b>2,057,248</b>	<b>6,581,009</b>



# Supporting Data and Service Contributors

Dan Sowell, CFA  
Bay County Property Appraiser

Robert Snaidman



Support Staff



Bay County

**Geographic Information Systems**

Jennifer Morgan / Chris Mathers



**QlikView**



**GeoQlik**

