

MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending: March 31, 2020

Clerk of Court & Comptroller

Report for Month Ending

March 31, 2020

April 30, 2020

Tourist Development Council
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the six months ending March 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,

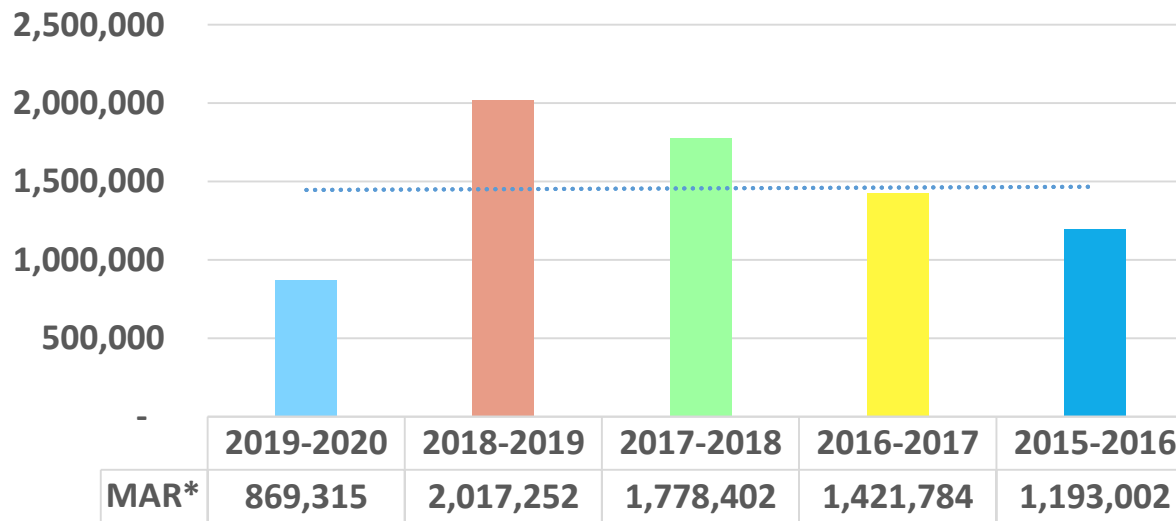
Bill Kinsaul
Clerk of Court and Comptroller



Bay County
Tourist Development Council

Cash Collection Analysis: Panama City Beach

For the month ending
March 31, 2020

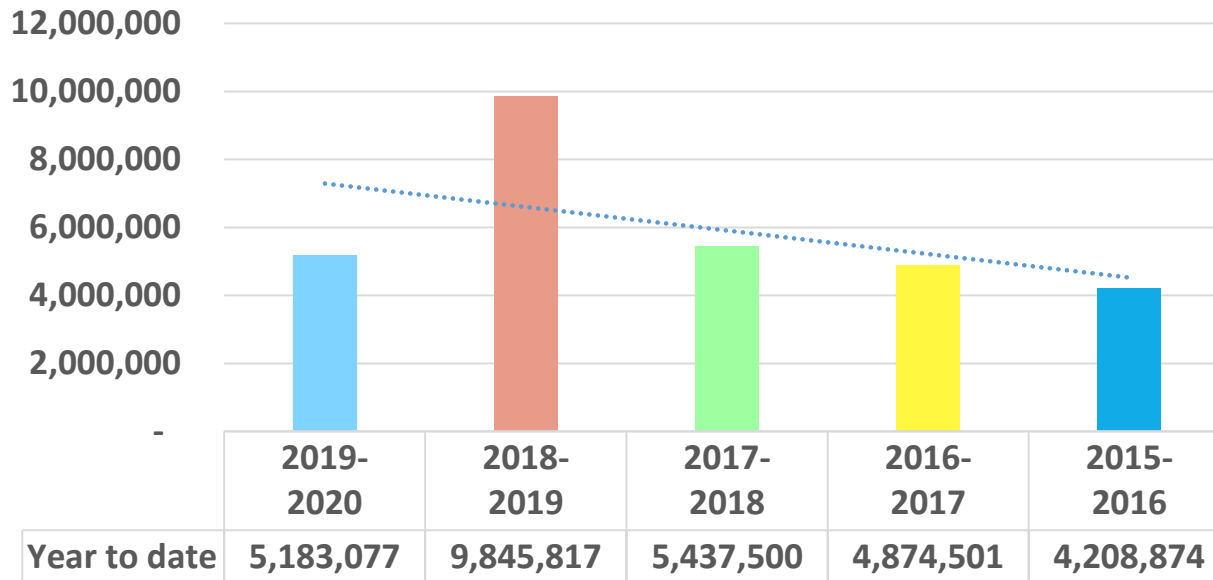


***See Page 5 - Tourist Development Council: Management Report for FY 2020 to FY 2018 Comparison**

*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

Six months ending
March 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	Apr	FY 2020 Total	originally reported (2)	+/-	Final (3)	+/-
Pre	\$ 39,927.91	\$ 8,923.63	\$ 8,758.97	\$ 14,282.75	\$ 5,036.71	\$ 2,166.57	\$ 79,096.54				
Oct	\$ 1,501,899.09	\$ 17,176.66	\$ 16,386.19	\$ 1,635.64	\$ 297.36	\$ 150.00	\$ 1,537,544.94	\$ 1,274,514.28	20.64%	\$ 1,289,618.34	19.22%
Nov	\$ 2,194.58	\$ 589,841.48	\$ 11,904.92	\$ 7,617.22	\$ 16,940.02	\$ 535.38	\$ 629,033.60	\$ 571,798.46	10.01%	\$ 572,843.55	9.81%
Dec		\$ 6,464.10	\$ 535,036.14	\$ 17,423.12	\$ 8,243.07	\$ 3,855.76	\$ 571,022.19	\$ 422,623.90	35.11%	\$ 473,371.58	20.63%
Jan		\$ 268.53	\$ 6,269.52	\$ 646,902.89	\$ 13,576.29	\$ 1,505.33	\$ 668,522.56	\$ 494,722.30	35.13%	\$ 506,150.79	32.08%
Feb		\$ 82.47	\$ 602.58	\$ 13,100.88	\$ 812,513.71	\$ 34,928.84	\$ 861,228.48	\$ 775,691.64	11.03%	\$ 788,427.56	9.23%
Mar		\$ 96.52	\$ 334.87	\$ 566.62	\$ 9,343.55	\$ 824,282.70	\$ 834,624.26	\$ 1,778,549.00	-53.07%	\$ 1,785,877.04	-53.27%
Apr	\$ 36.00		\$ 78.00			\$ 1,890.76	\$ 2,004.76		0.00%	\$ 1,704,458.34	0.00%
May							\$ -		0.00%	\$ 2,250,437.62	0.00%
Jun							\$ -		0.00%	\$ 4,464,209.57	0.00%
Jul							\$ -		0.00%	\$ 5,082,310.80	0.00%
Aug							\$ -		0.00%	\$ 2,375,685.15	0.00%
Sep							\$ -		0.00%	\$ 1,771,480.33	0.00%
Post							\$ -		0.00%	\$ 1,771,481.33	0.00%
TOTAL	\$ 1,544,057.58	\$ 622,853.39	\$ 579,371.19	\$ 701,529.12	\$ 865,950.71	\$ 869,315.34	\$ 5,183,077.33	\$ 5,317,899.58	-2.54%		

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.

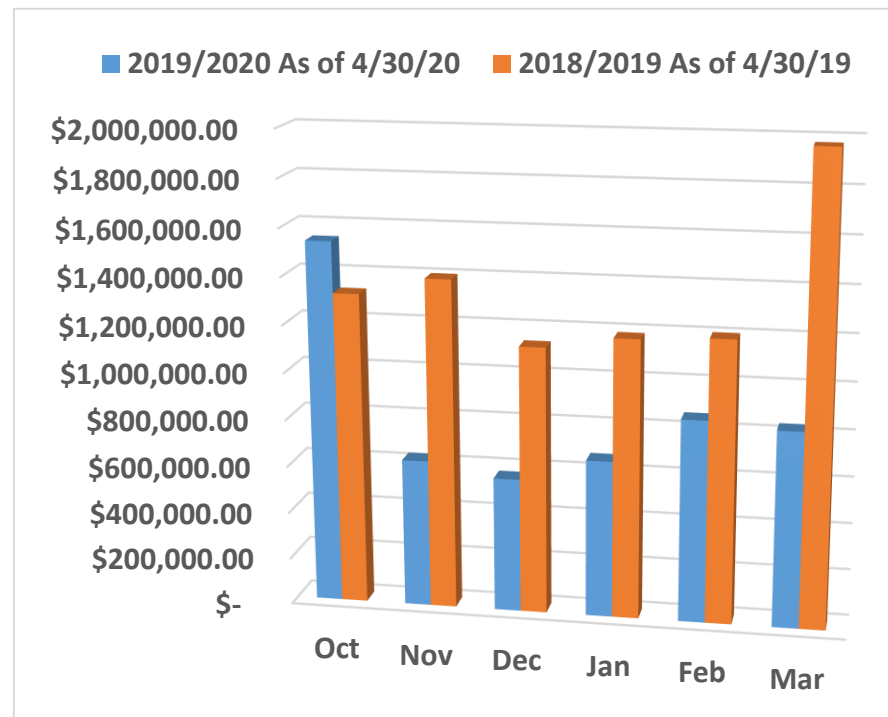
NOTE(2): "FY 2018 Total - as originally reported" column is reporting data as originally reported from the corresponding month in FY 2018

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					
	<u>2019/2020 As of</u>	<u>2018/2019 As of</u>	<u>Variance</u>	<u>Variance *</u>	<u>2018/2019</u>
	<u>4/30/20</u>	<u>4/30/19</u>		<u>%</u>	<u>FINAL 4/30/20</u>
Oct	\$ 1,537,544.94	\$ 1,323,446.70	\$ 214,098.24	16.18%	\$ 1,324,337.37
Nov	\$ 629,033.60	\$ 1,398,465.28	\$ (769,431.68)	-55.02%	\$ 1,399,006.63
Dec	\$ 571,022.19	\$ 1,133,337.66	\$ (562,315.47)	-49.62%	\$ 1,171,627.27
Jan	\$ 668,522.56	\$ 1,184,242.36	\$ (515,719.80)	-43.55%	\$ 1,187,943.59
Feb	\$ 861,228.48	\$ 1,199,965.48	\$ (338,737.00)	-28.23%	\$ 1,213,816.58
Mar	\$ 834,624.26	\$ 1,973,095.66	\$ (1,138,471.40)	-57.70%	\$ 2,015,177.75
Apr-Sep	\$ 2,004.76	\$ 9,795.45			
	\$ 5,103,980.79	\$ 8,222,348.59	\$ (3,118,367.80)	-37.93%	\$ 8,311,909.19



*Per request of the TDC, as a result of the Economic Anomaly created by Hurricane Michael in FY 2019, FY 2020 data is 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</u>	<u>Apr</u>	
Pre	\$ 39,927.91	\$ 8,923.63	\$ 8,758.97	\$ 14,282.75	\$ 5,036.71	\$ 2,166.57	\$ 79,096.54
Oct	\$ 1,501,899.09	\$ 17,176.66	\$ 16,386.19	\$ 1,635.64	\$ 297.36	\$ 150.00	\$ 1,537,544.94
Nov	\$ 2,194.58	\$ 589,841.48	\$ 11,904.92	\$ 7,617.22	\$ 16,940.02	\$ 535.38	\$ 629,033.60
Dec		\$ 6,464.10	\$ 535,036.14	\$ 17,423.12	\$ 8,243.07	\$ 3,855.76	\$ 571,022.19
Jan		\$ 268.53	\$ 6,269.52	\$ 646,902.89	\$ 13,576.29	\$ 1,505.33	\$ 668,522.56
Feb		\$ 82.47	\$ 602.58	\$ 13,100.88	\$ 812,513.71	\$ 34,928.84	\$ 861,228.48
Mar		\$ 96.52	\$ 334.87	\$ 566.62	\$ 9,343.55	\$ 824,282.70	\$ 834,624.26
Apr	\$ 36.00		\$ 78.00			\$ 1,890.76	\$ 2,004.76
May							\$ -
Jun							\$ -
Jul							\$ -
Aug							\$ -
Sep							\$ -
Post							\$ -
	\$ 1,544,057.58	\$ 622,853.39	\$ 579,371.19	\$ 701,529.12	\$ 865,950.71	\$ 869,315.34	\$ 5,183,077.33

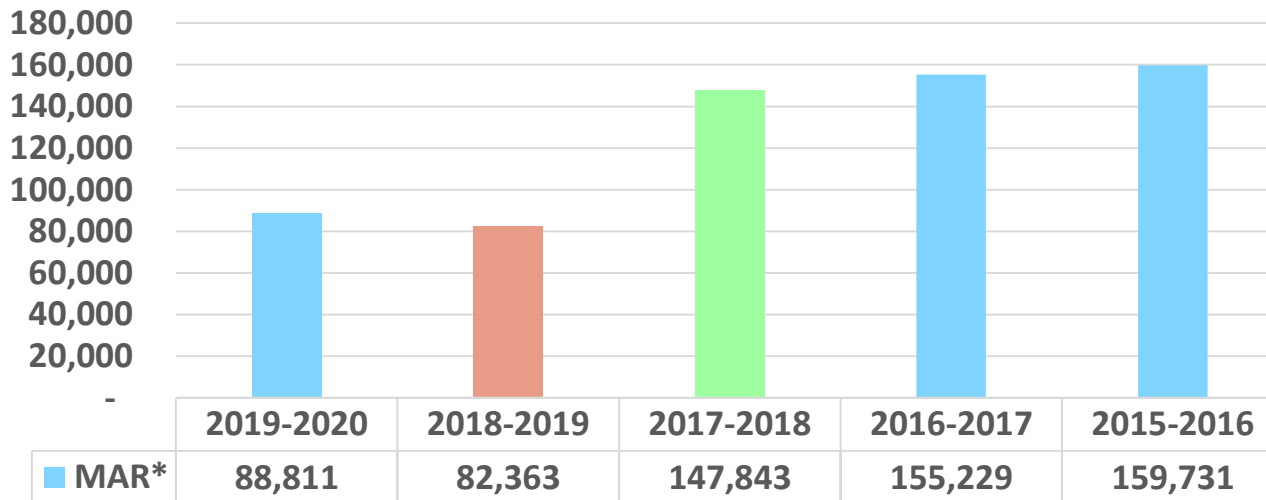
*Note: This report delineates the attribution of collected revenue in a given reporting period.



Cash Collection Analysis:

Panama City

For the month ending
March 31, 2020

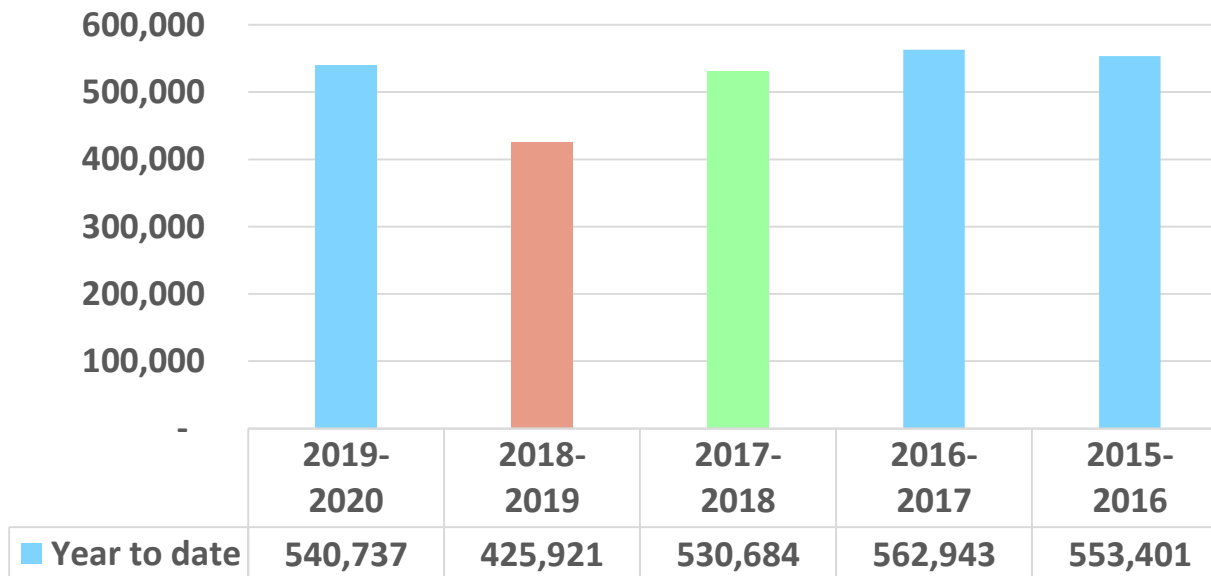


*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column in the Cash/Accrual Breakdown.

Cash Collection Analysis:

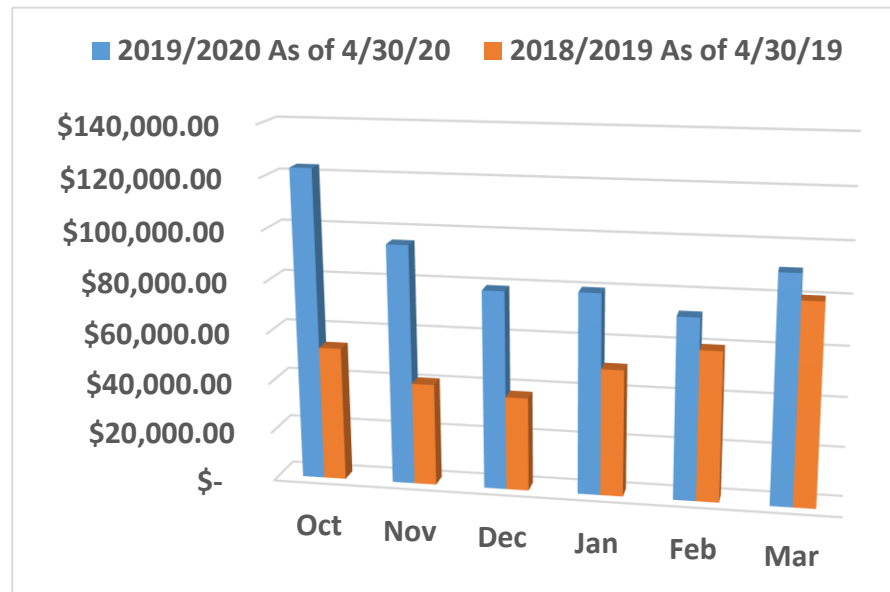
Panama City

Six months ending
March 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					
	<u>2019/2020 As</u> <u>of 4/30/20</u>	<u>2018/2019 As</u> <u>of 4/30/19</u>	<u>Variance</u>	<u>Variance %</u>	<u>2018/2019</u> <u>FINAL 4/30/20</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	\$ 37,527.04	\$ 41,472.79	110.51%	\$ 40,885.58
Jan	\$ 79,863.76	\$ 50,642.49	\$ 29,221.27	57.70%	\$ 50,642.49
Feb	\$ 72,302.47	\$ 59,891.56	\$ 12,410.91	20.72%	\$ 59,891.56
Mar	\$ 90,505.49	\$ 80,393.83	\$ 10,111.66	12.58%	\$ 80,393.83
Apr-Sep	\$ -	\$ 454.74			
	\$ 540,100.52	\$ 323,317.39	\$ 216,783.13	67.05%	\$ 326,221.19



Cash / Accrual Breakdown

Panama City FY2020

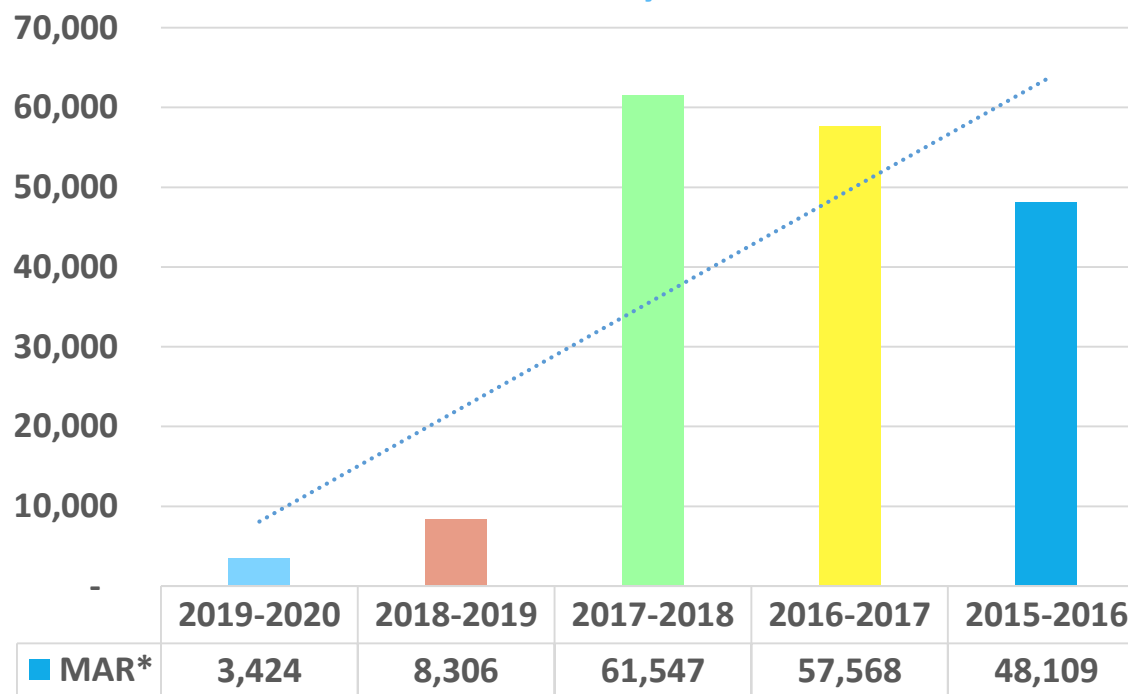
	Collected in						
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	
Pre	\$ 636.04	\$ -					\$ 636.04
Oct	\$ 123,225.69	\$ -					\$ 123,225.69
Nov		\$ 91,643.79	\$ 3,550.25	\$ 9.24			\$ 95,203.28
Dec			\$ 78,892.78	\$ 107.05			\$ 78,999.83
Jan				\$79,863.76			\$ 79,863.76
Feb					\$ 70,308.95	\$ 1,993.52	\$ 72,302.47
Mar					\$ 3,687.78	\$86,817.71	\$ 90,505.49
Apr							\$ -
May							\$ -
Jun							\$ -
Jul							\$ -
Aug							\$ -
Sep							\$ -
Post							\$ -
	\$ 123,861.73	\$ 91,643.79	\$ 82,443.03	\$79,980.05	\$ 73,996.73	\$88,811.23	\$ 540,736.56

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



Cash Collection Analysis: Mexico Beach

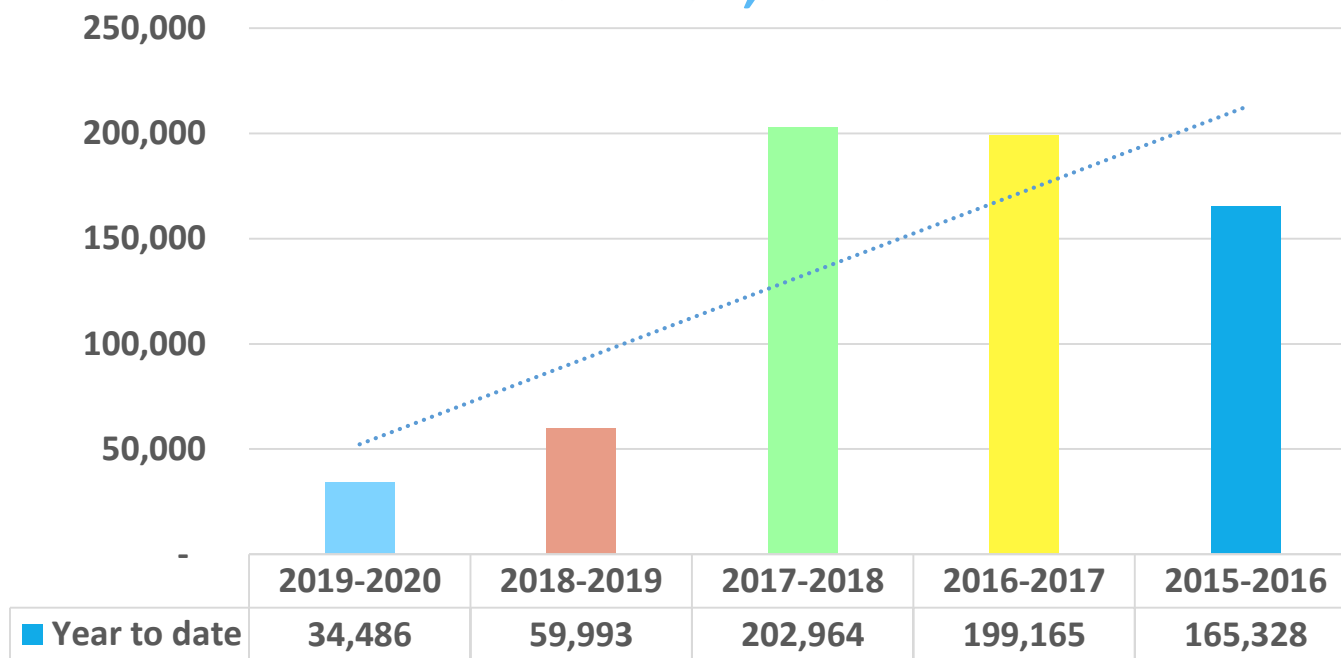
For the month ending
March 31, 2020



*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

Six months ending
March 31, 2020

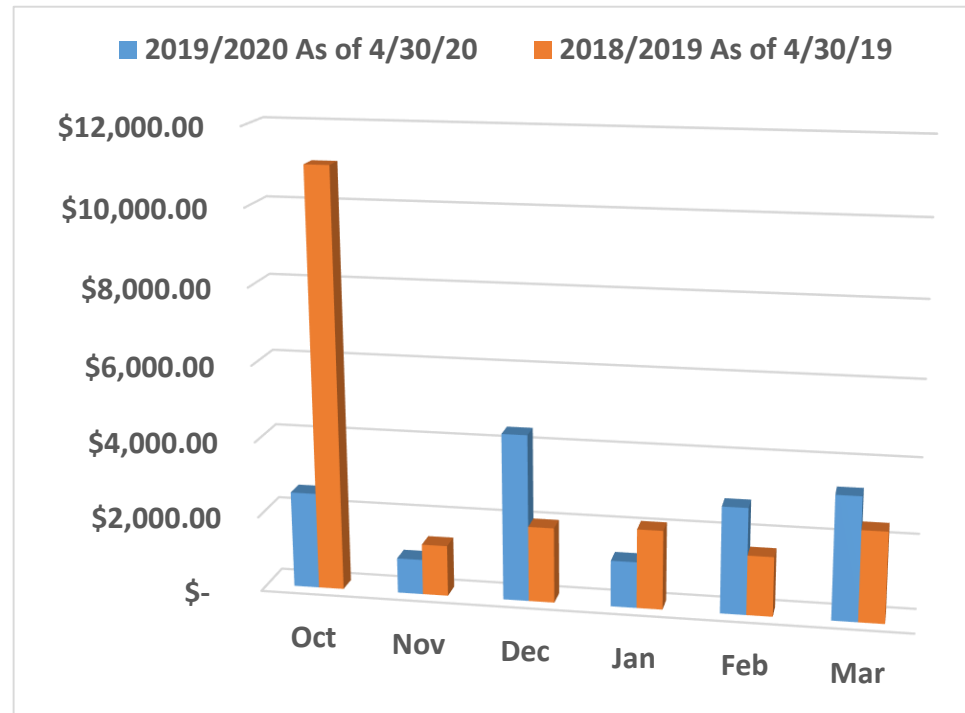


***Note:** This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column in the Cash/Accrual Breakdown.

Accrual Attribution Data

Mexico Beach

Accrual Attribution Data					
	<u>2019/2020 As</u>	<u>2018/2019 As</u>	<u>Variance</u>	<u>Variance %</u>	<u>2018/2019</u>
	<u>of 4/30/20</u>	<u>of 4/30/19</u>			<u>FINAL 4/30/20</u>
Oct	\$ 2,547.61	\$ 11,031.44	\$ (8,483.83)	-76.91%	\$ 11,031.44
Nov	\$ 930.55	\$ 1,344.97	\$ (414.42)	-30.81%	\$ 1,344.97
Dec	\$ 4,400.85	\$ 1,992.06	\$ 2,408.79	120.92%	\$ 2,533.77
Jan	\$ 1,221.60	\$ 2,094.25	\$ (872.65)	-41.67%	\$ 2,094.25
Feb	\$ 2,820.71	\$ 1,576.72	\$ 1,243.99	78.90%	\$ 1,576.72
Mar	\$ 3,285.11	\$ 2,413.93	\$ 871.18	36.09%	\$ 2,547.61
Apr-Sep	\$ -	\$ -			
	\$ 15,206.43	\$ 20,453.37	\$ (5,246.94)	-25.65%	\$ 21,128.76



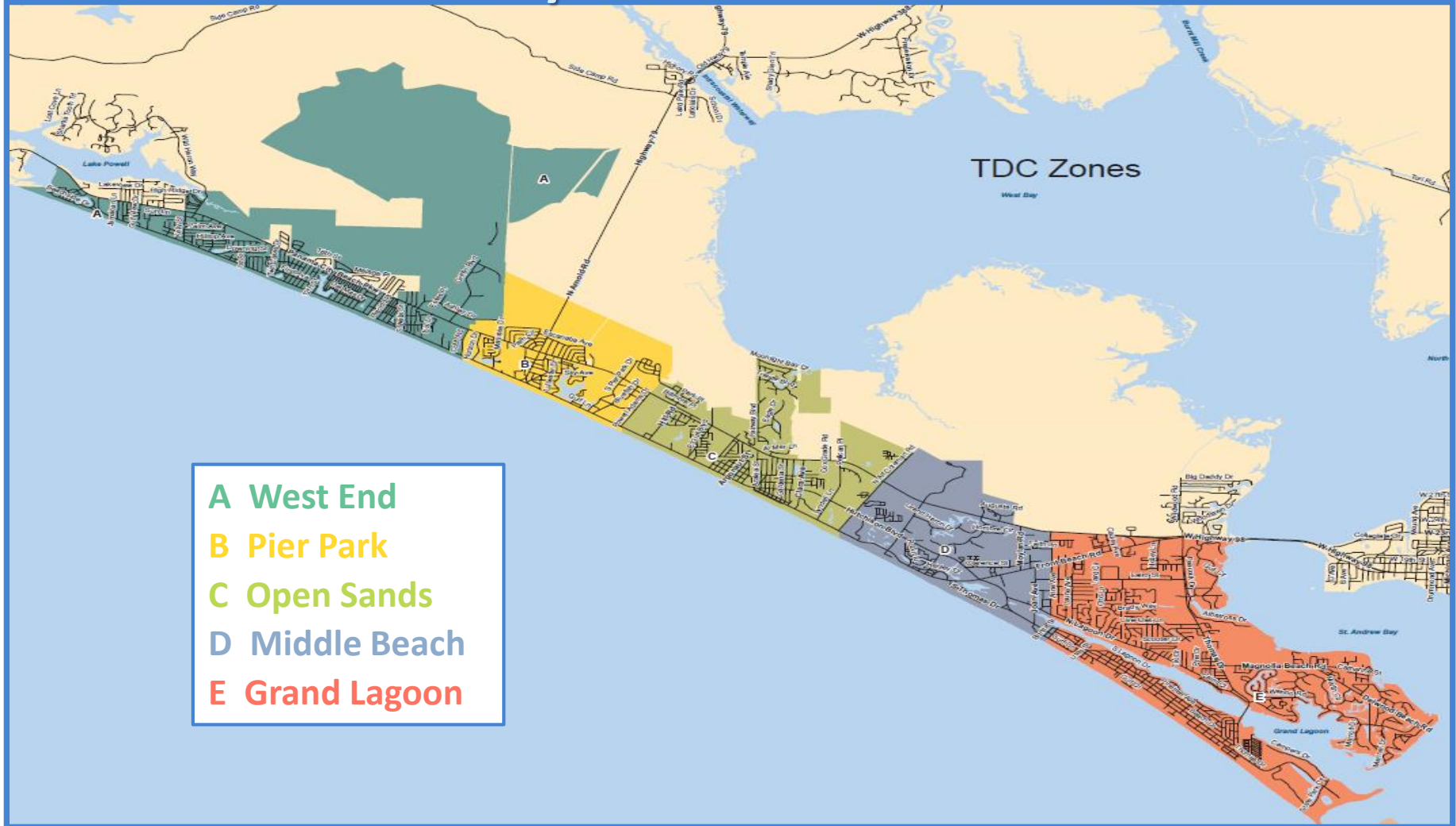
Cash / Accrual Breakdown

Mexico Beach FY2020

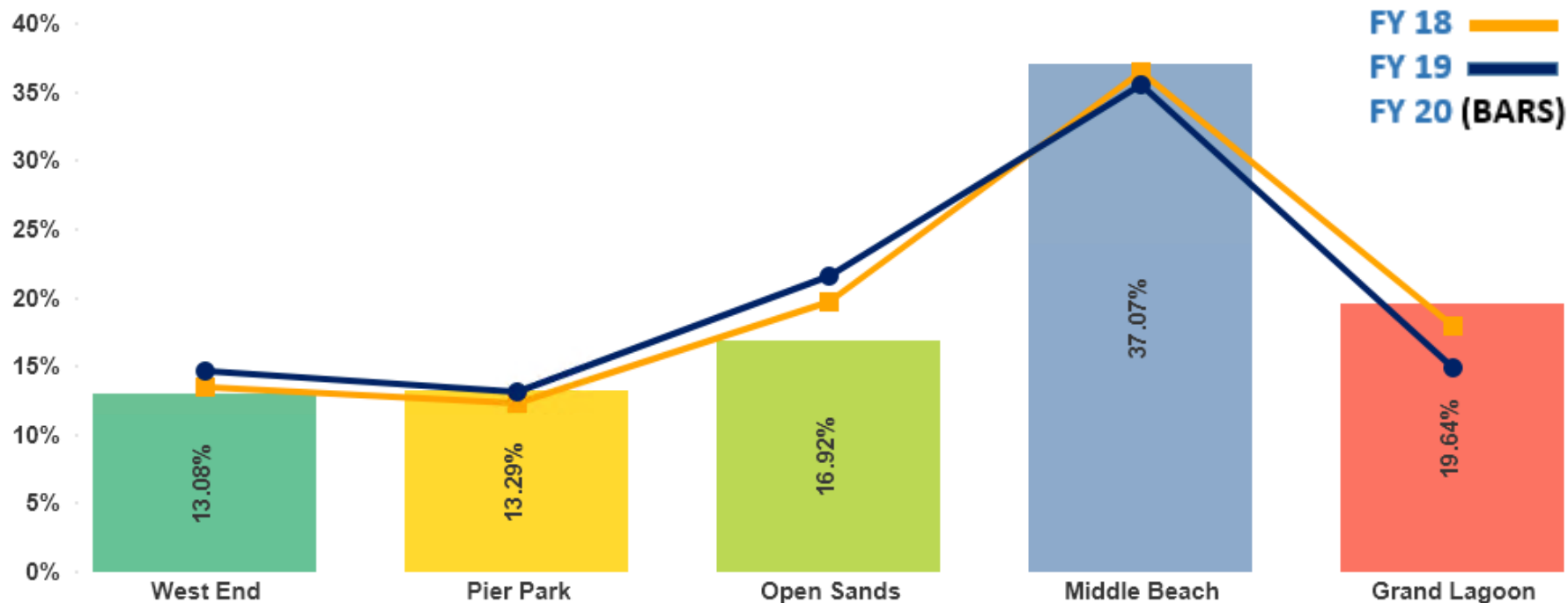
	Collected in						
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	
Pre	\$ 19,351.87	\$ (678.37)	\$ 606.26				\$ 19,279.76
Oct	\$ 1,780.36	\$ 36.76	\$ 730.49				\$ 2,547.61
Nov		\$ 880.55	\$ 50.00				\$ 930.55
Dec			\$ 4,310.68	\$ 90.17			\$ 4,400.85
Jan				\$ 1,171.60		\$ 50.00	\$ 1,221.60
Feb				\$ 152.69	\$ 2,579.05	\$ 88.97	\$ 2,820.71
Mar						\$ 3,285.11	\$ 3,285.11
Apr							\$ -
May							\$ -
Jun							\$ -
Jul							\$ -
Aug							\$ -
Sep							\$ -
Post							\$ -
	\$ 21,132.23	\$ 238.94	\$ 5,697.43	\$ 1,414.46	\$ 2,579.05	\$ 3,424.08	\$ 34,486.19

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

Layout of TDC Zones

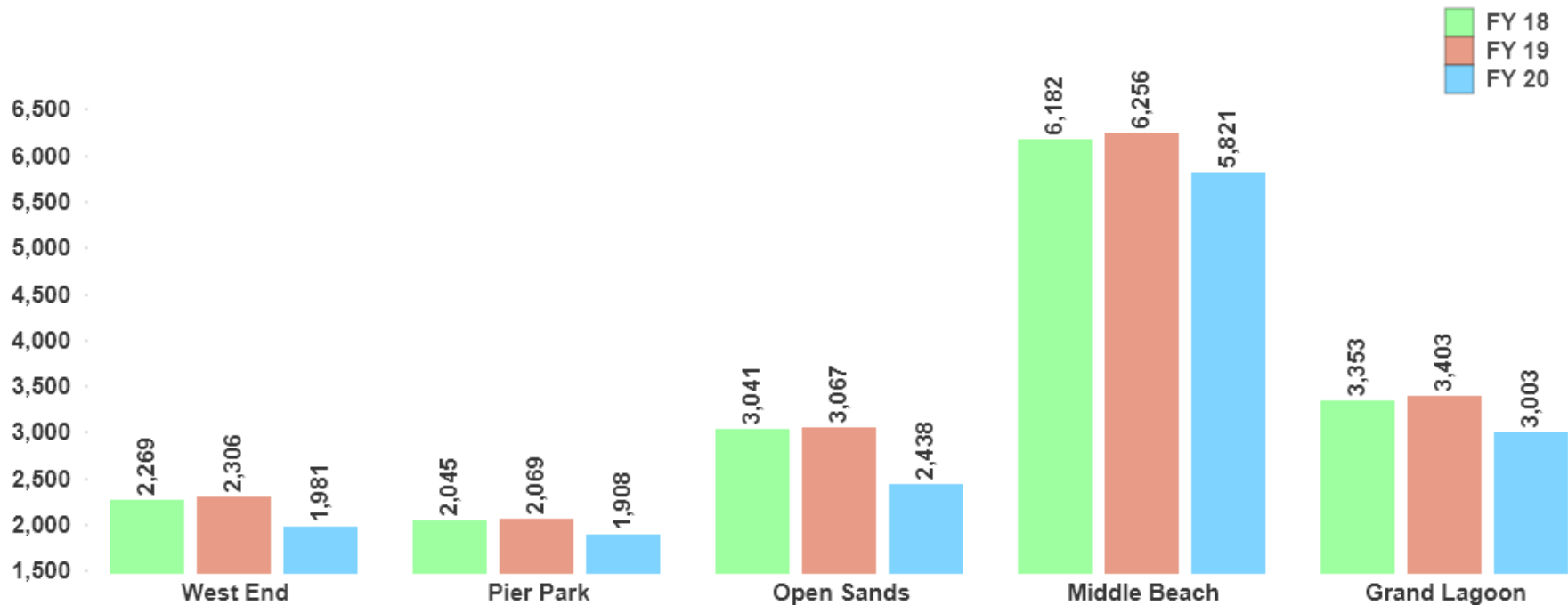


Annual % of Gross Receipts by Zones Three Year March Comparison



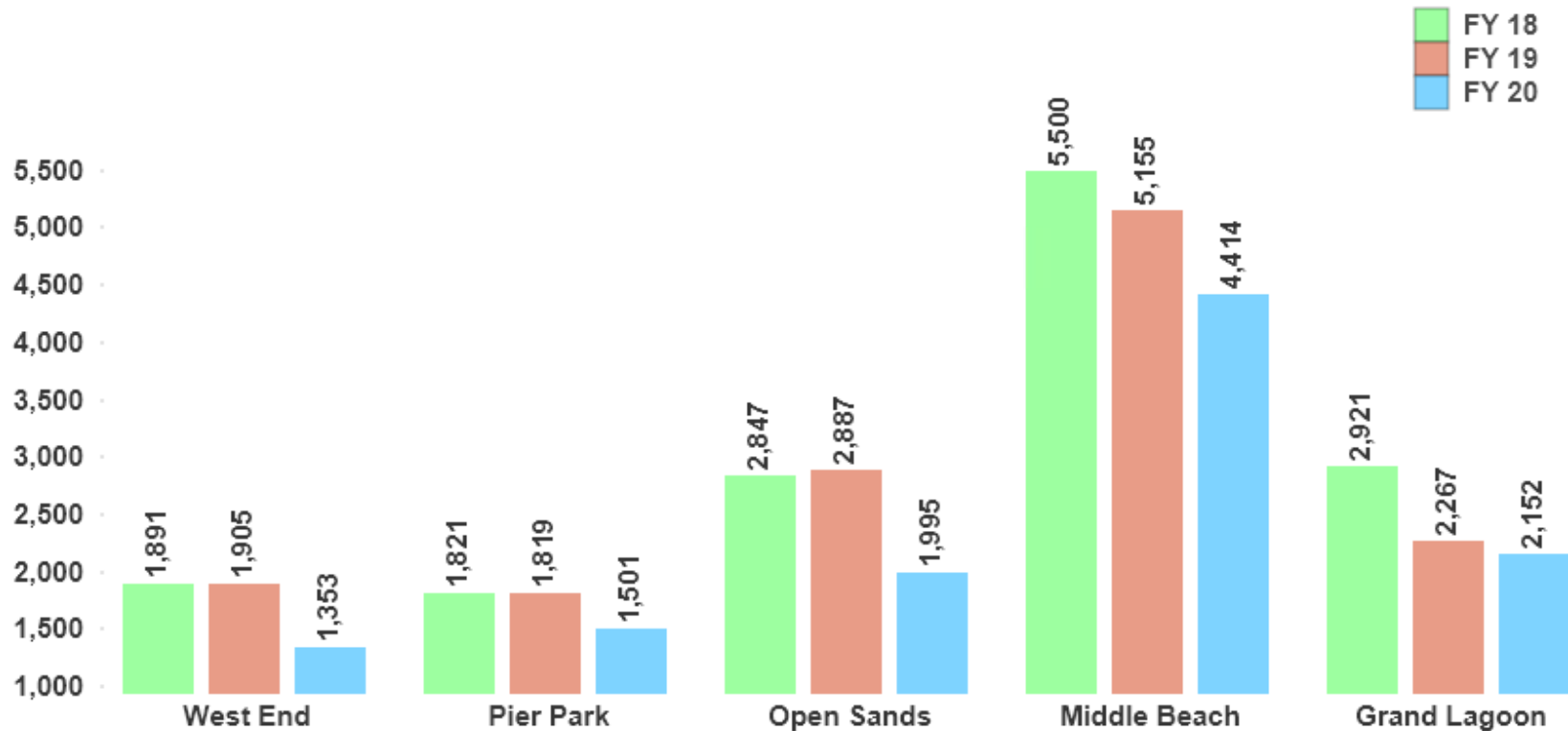
Mar	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY18	13.46%	12.30%	19.76%	36.55%	17.93%
FY19	14.70%	13.15%	21.63%	35.59%	14.93%
FY20	13.08%	13.29%	16.92%	37.07%	19.64%

Total Unit Count Three Year March Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	16,618	16,597	16,845	16,708	16,615	16,890	16,623	16,782	17,038	16,907	16,912	17,045
FY 19	16,891	16,897	17,081	16,881	16,666	17,101	16,965	17,097	17,512	17,420	17,336	17,395
FY 20	17,239	17,218	17,437	17,243	16,489	15,151						

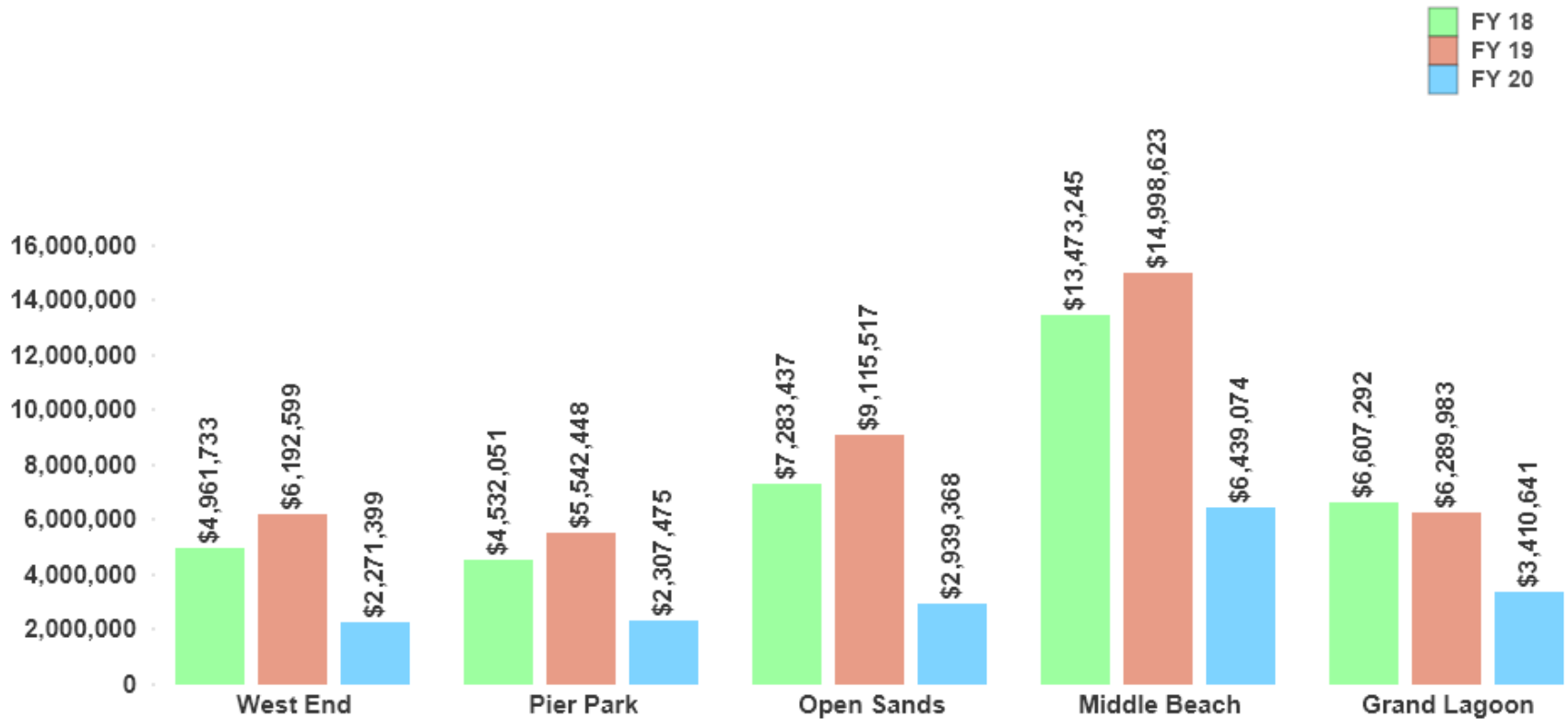
Unit Count Reporting Income Three Year March Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	14,235	11,447	10,856	11,846	13,171	14,980	14,921	15,546	16,316	16,260	15,699	15,237
FY 19	14,084	11,437	11,845	12,528	12,641	14,033	13,893	15,065	15,428	15,573	15,254	14,706
FY 20	14,458	10,948	10,918	11,594	12,190	11,415						

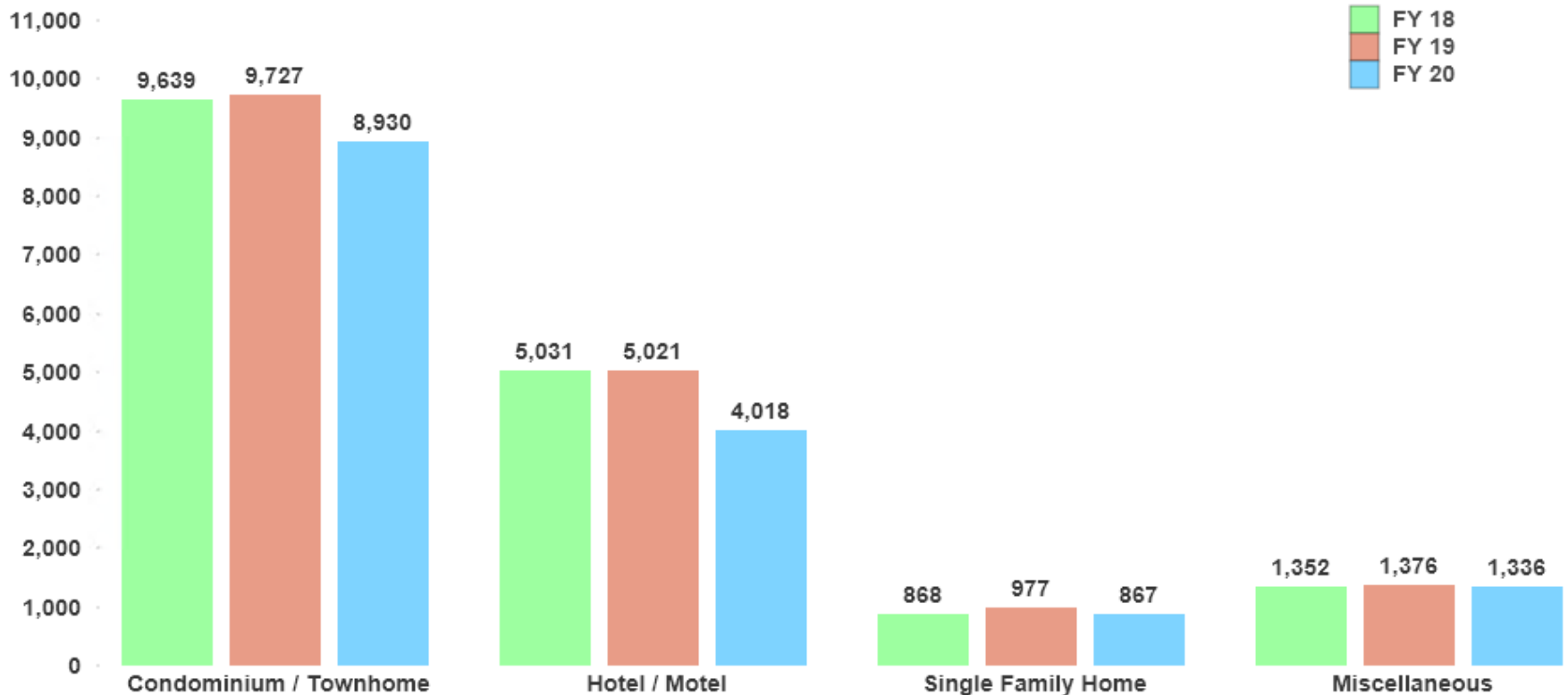


Gross Rental Receipts Three Year March Comparison



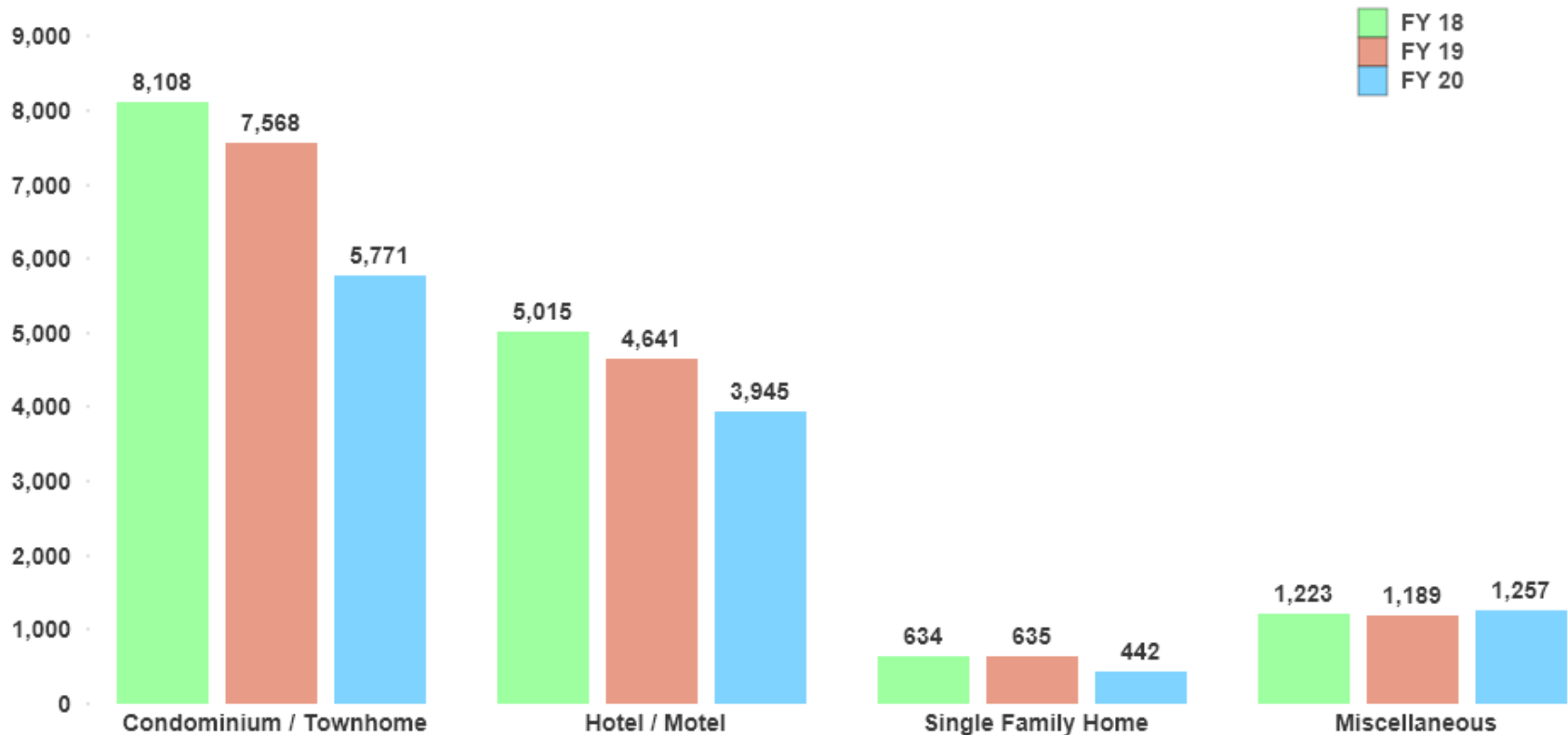
*Rounded to nearest whole dollar per each element

Unit Count by Property Type Three Years - March



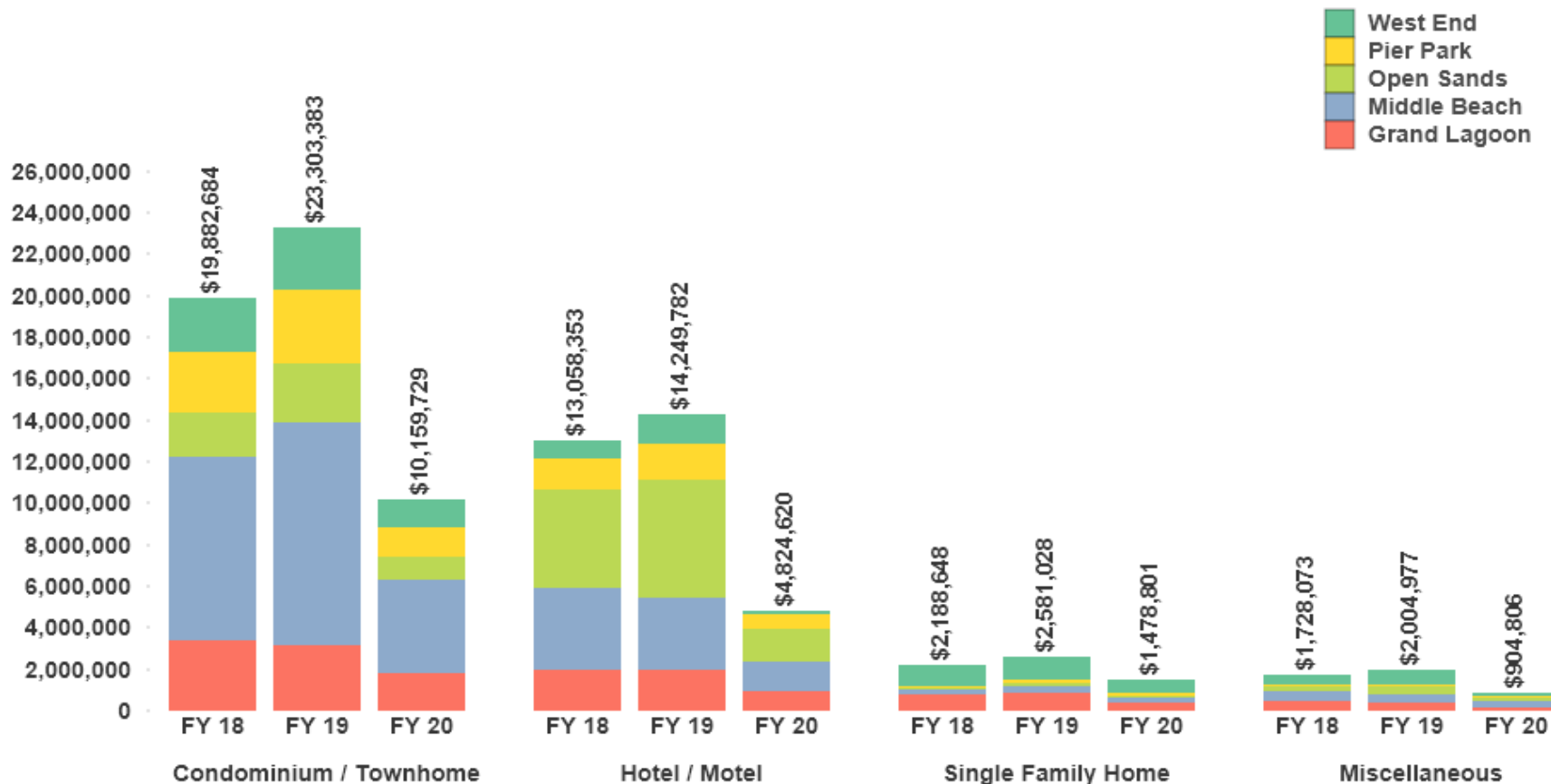
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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



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

Gross Receipts by Property Type Three Year March Comparison

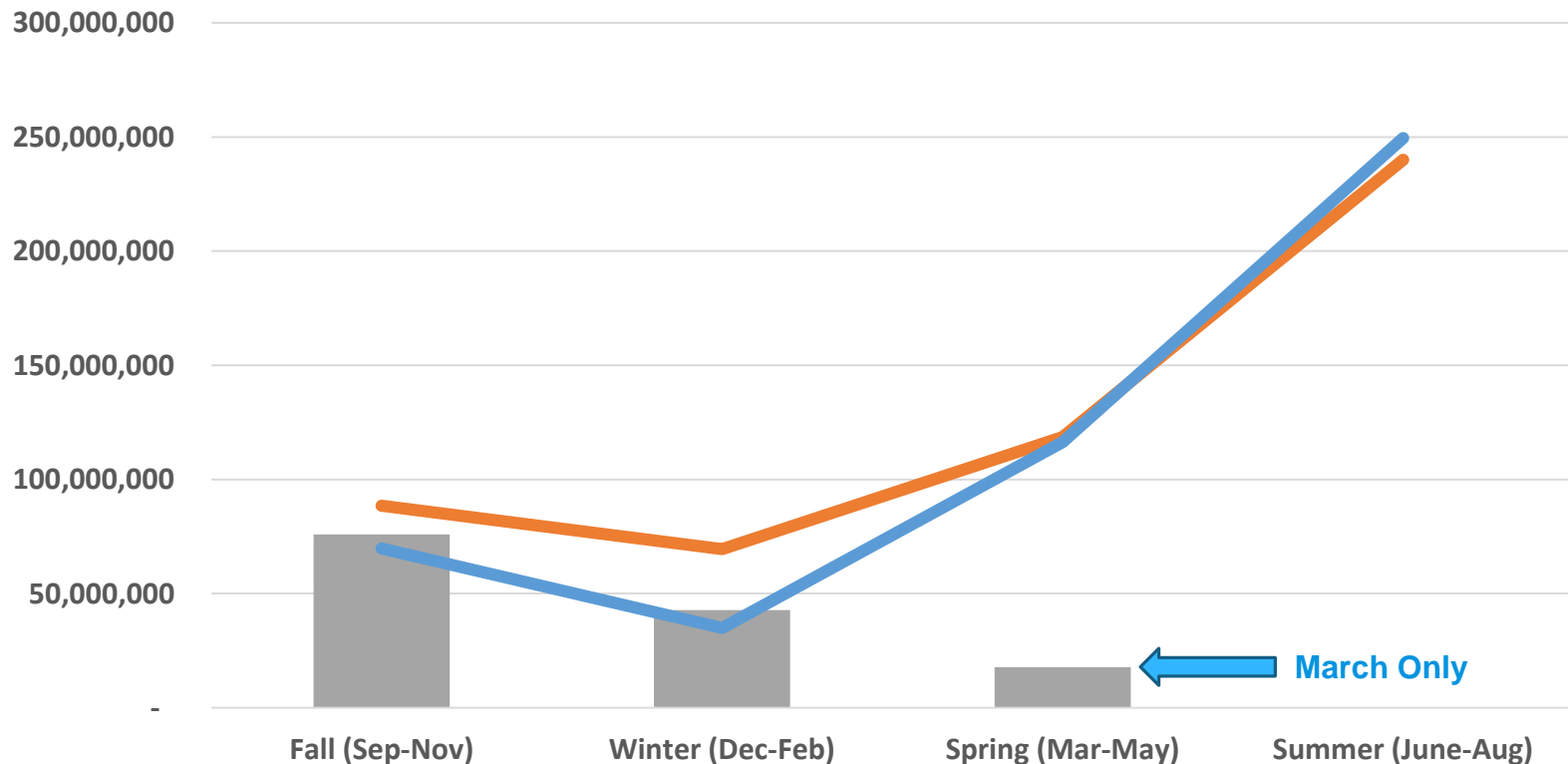


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

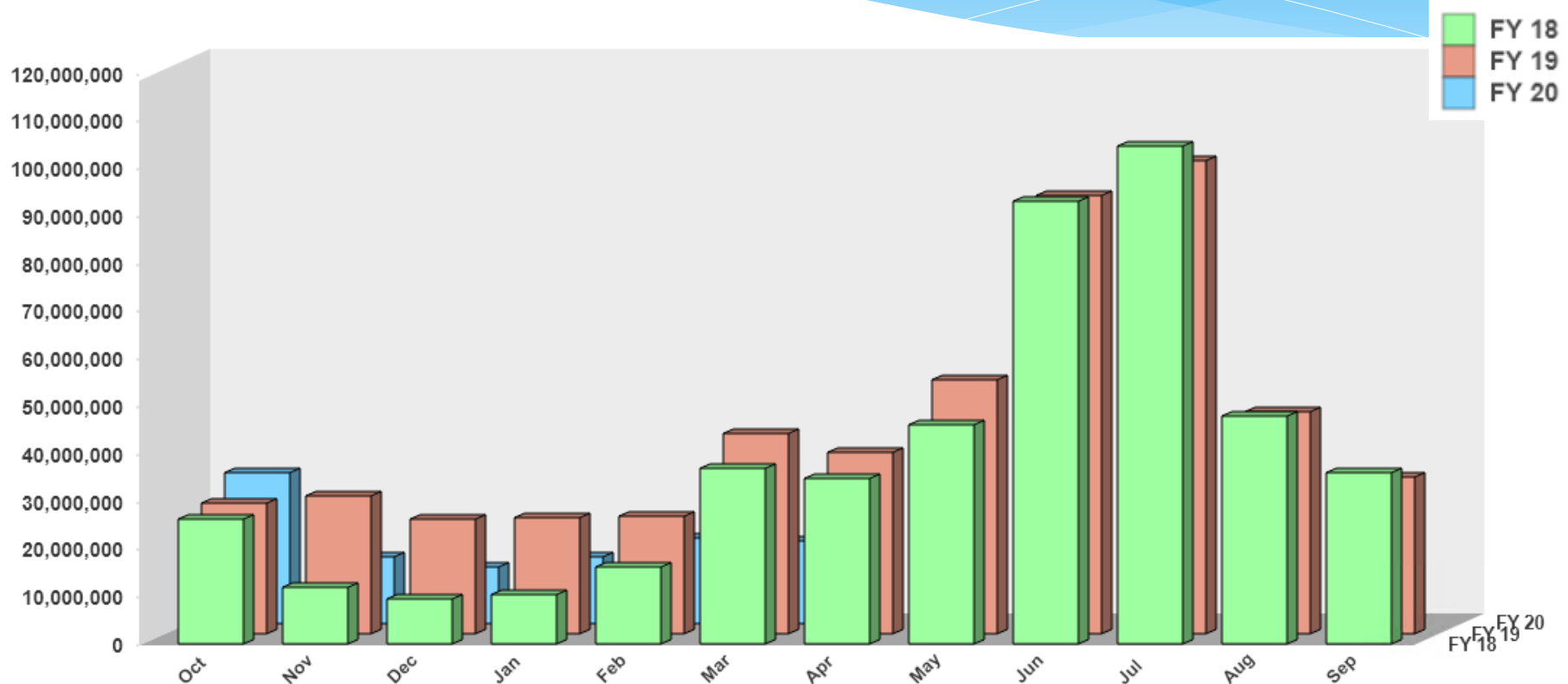
***Rounded to nearest whole dollar per each element**

Seasonal Gross Receipts Three Year Comparison

■ 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	\$9,540,995	\$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	\$27,447,472	\$28,846,596	\$24,031,831	\$24,287,575	\$24,824,808	\$42,139,170	\$38,003,810	\$53,359,877	\$92,185,511	\$99,311,289	\$46,743,212	\$33,011,360
FY 20	\$31,778,570	\$13,919,569	\$11,845,894	\$13,955,631	\$17,917,891	\$17,367,957						

*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, 2020



**Bay County
Tourist Development Council**

Reporting Units grouped by Condominium / Townhome property type Fiscal Year Ending March 31, 2020

GIS_Zone_Desc	BedRoomGroup		Oct	Nov	Dec	Jan	Feb	Mar
West End	1 Bedroom		364	364	370	363	335	333
	2 Bedroom		685	690	711	683	648	644
	3+ Bedrooms		211	210	212	204	184	187
Pier Park	1 Bedroom		543	541	551	539	473	478
	2 Bedroom		555	554	555	544	508	501
	3+ Bedrooms		208	207	209	205	173	167
Open Sands	1 Bedroom		576	579	574	575	542	541
	2 Bedroom		399	398	395	390	334	328
	3+ Bedrooms		178	177	179	179	171	164
Middle Beach	1 Bedroom		1,645	1,643	1,658	1,638	1,606	1,493
	2 Bedroom		1,623	1,617	1,653	1,619	1,558	1,526
	3+ Bedrooms		894	887	890	893	865	841
Grand Lagoon	1 Bedroom		447	440	446	429	411	423
	2 Bedroom		990	978	975	967	947	965
	3+ Bedrooms		336	339	339	334	333	339

Reporting Gross Receipts grouped by Condominium / Townhome property type Fiscal Year Ending March 31, 2020

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec	Jan	Feb	Mar
West End	1 Bedroom	\$563,319.27	\$154,250.19	\$144,578.30	\$224,874.79	\$302,198.60	\$300,027.24
	2 Bedroom	\$1,010,179.33	\$282,563.65	\$350,370.82	\$599,829.72	\$673,264.95	\$692,079.07
	3+ Bedrooms	\$571,248.29	\$116,888.49	\$117,701.28	\$151,328.69	\$238,590.35	\$302,192.01
Pier Park	1 Bedroom	\$929,113.42	\$292,954.30	\$300,938.49	\$430,030.88	\$559,386.69	\$521,532.73
	2 Bedroom	\$1,110,116.02	\$285,232.87	\$325,611.84	\$540,571.81	\$620,611.11	\$665,993.90
	3+ Bedrooms	\$586,630.99	\$166,941.31	\$189,538.99	\$234,226.76	\$253,880.94	\$279,362.24
Open Sands	1 Bedroom	\$733,179.81	\$278,188.50	\$220,548.15	\$314,771.14	\$421,803.55	\$436,543.64
	2 Bedroom	\$648,913.84	\$180,062.76	\$198,570.72	\$312,073.38	\$372,065.24	\$315,086.66
	3+ Bedrooms	\$543,162.78	\$131,521.97	\$143,708.28	\$210,513.53	\$248,456.89	\$320,315.76
Middle Beach	1 Bedroom	\$2,010,178.54	\$879,216.84	\$579,833.00	\$794,318.11	\$1,137,995.27	\$1,213,271.88
	2 Bedroom	\$2,619,403.27	\$1,038,590.36	\$771,137.11	\$1,180,761.18	\$1,637,597.59	\$1,755,939.96
	3+ Bedrooms	\$2,340,994.37	\$989,287.51	\$740,293.06	\$786,398.24	\$1,033,494.44	\$1,524,314.79
Grand Lagoon	1 Bedroom	\$574,449.34	\$165,472.43	\$129,706.15	\$259,423.02	\$346,939.47	\$345,626.62
	2 Bedroom	\$1,656,152.86	\$471,197.48	\$510,551.98	\$922,210.17	\$1,124,735.92	\$999,836.79
	3+ Bedrooms	\$756,510.62	\$257,029.91	\$247,480.09	\$320,042.92	\$367,973.23	\$487,606.01

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

Hotel/Motel Units:	4,018
Hotel/Motel Gross Receipts:	\$4,824,620

Single Family Units:	867
Single Family Gross Receipts:	\$1,478,801

Miscellaneous Units:	1,336
Miscellaneous Gross Receipts:	\$904,806

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 March 2020 and 2019

For the month ending March 2020

	Current period	Prior periods	Total
Taxes	825,953	41,215	867,168
Penalties	1	1,800	1,801
Interest	219	127	346
Total Collectio	826,173	43,142	869,315

Fiscal year to date through March 2020

	Current period	Prior periods	Total
Taxes	4,942,870	193,376	5,136,246
Penalties	7,382	32,589	39,971
Interest	228	6,632	6,860
Total Collectio	4,950,480	232,597	5,183,077

For the month ending March 2019

	Current period	Prior periods	Total
Taxes	1,960,474	45,914	2,006,388
Penalties	2,207	7,639	9,846
Interest	8	1,010	1,018
Total Collectio	1,962,689	54,563	2,017,252

Fiscal year to date through March 2019

	Current period	Prior periods	Total
Taxes	7,657,413	2,135,118	9,792,531
Penalties	19,516	30,821	50,337
Interest	79	2,872	2,951
Total Collectio	7,677,007	2,168,811	9,845,818



Supporting Data and Service Contributors

Dan Sowell, CFA
Bay County Property Appraiser



Bay County
Geographic Information Systems



QlikView



GeoQlik

