

MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending: April 30, 2020



Bay County
Tourist Development Council

Clerk of Court & Comptroller

Report for Month Ending

April 30, 2020

May 29, 2020

Tourist Development Council
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the seven months ending April 30th, 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.

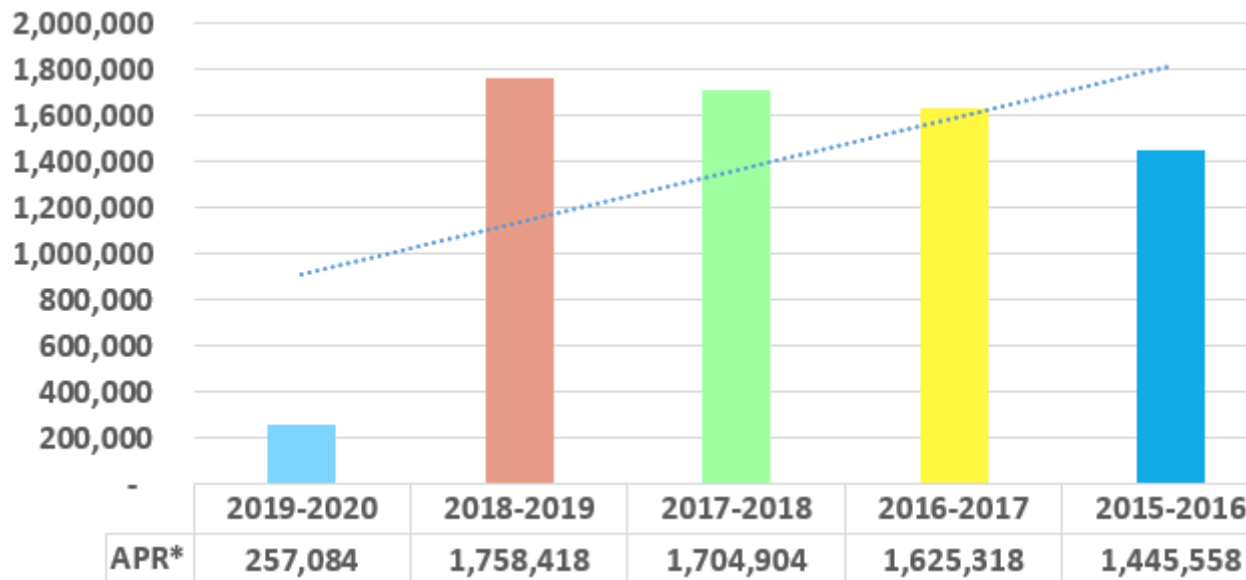
If I can be of further assistance to the Council, or should you wish to discuss this report further, please do not hesitate to contact me.

Sincerely,

Bill Kinsaul
Clerk of Court and Comptroller

Cash Collection Analysis: Panama City Beach

For the month ending
April 30, 2020

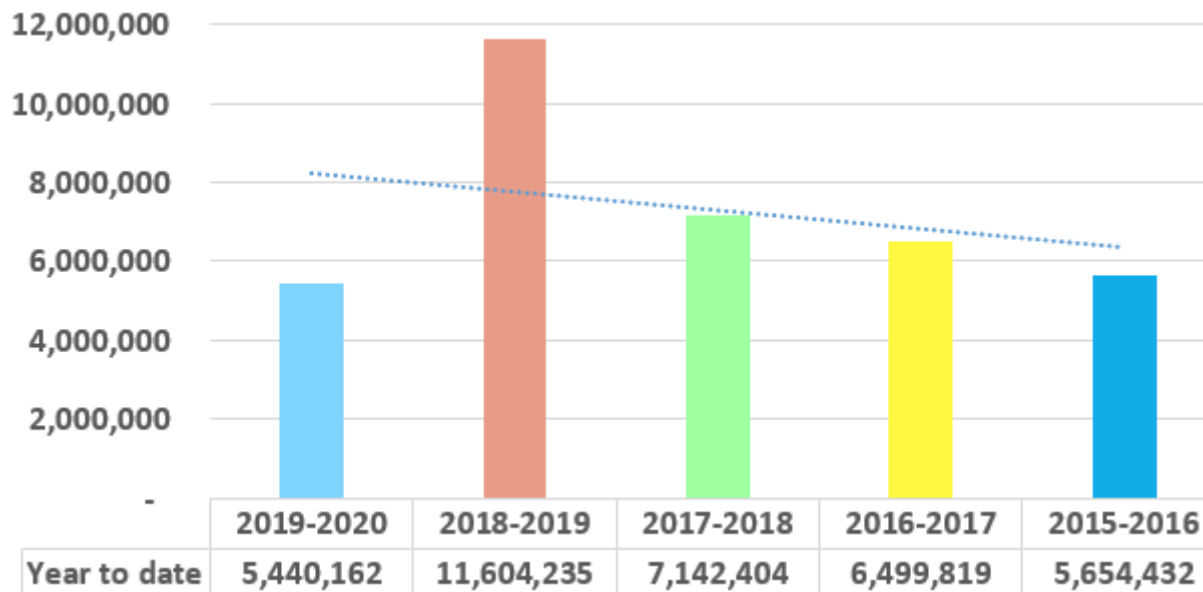


***See Page 5 - Tourist Development Council: Management Report for FY 2020 to FY 2018 Comparison**

*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

Seven months ending
April 30, 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 2020 Total	FY 2018 Total - as	+/-	FY 2018 Total -	+/-
	Nov	Dec	Jan	Feb	Mar	Apr	May		originally reported (2)		Final (3)	
Pre	\$ 39,927.91	\$ 8,923.63	\$ 8,758.97	\$ 14,282.75	\$ 5,036.71	\$ 2,166.57	\$ 739.84	\$ 79,836.38				
Oct	\$ 1,501,899.09	\$ 17,176.66	\$ 16,386.19	\$ 1,635.64	\$ 297.36	\$ 150.00	\$ 199.69	\$ 1,537,744.63	\$ 1,274,514.28	20.65%	\$ 1,289,618.34	19.24%
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	\$ 3,482.22	\$ 574,504.41	\$ 422,623.90	35.94%	\$ 473,371.58	21.36%
Jan		\$ 268.53	\$ 6,269.52	\$ 646,902.89	\$ 13,576.29	\$ 1,505.33	\$ 514.38	\$ 669,036.94	\$ 494,722.30	35.23%	\$ 506,150.79	32.18%
Feb		\$ 82.47	\$ 602.58	\$ 13,100.88	\$ 812,513.71	\$ 34,928.84	\$ 10,977.86	\$ 872,206.34	\$ 775,691.64	12.44%	\$ 788,427.56	10.63%
Mar		\$ 96.52	\$ 334.87	\$ 566.62	\$ 9,343.55	\$ 824,282.70	\$ 116,554.09	\$ 951,178.35	\$ 1,763,545.16	-46.06%	\$ 1,785,877.04	-46.74%
Apr	\$ 36.00		\$ 78.00			\$ 1,890.76	\$ 122,914.06	\$ 124,918.82	\$ 1,669,725.32	-92.52%	\$ 1,704,458.34	-92.67%
May							\$ 1,492.18	\$ 1,492.18		0.00%	\$ 2,250,437.62	0.00%
Jun							\$ 210.09	\$ 210.09		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	\$ 257,084.41	\$ 5,440,161.74	\$ 6,972,621.06	-21.98%		

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.

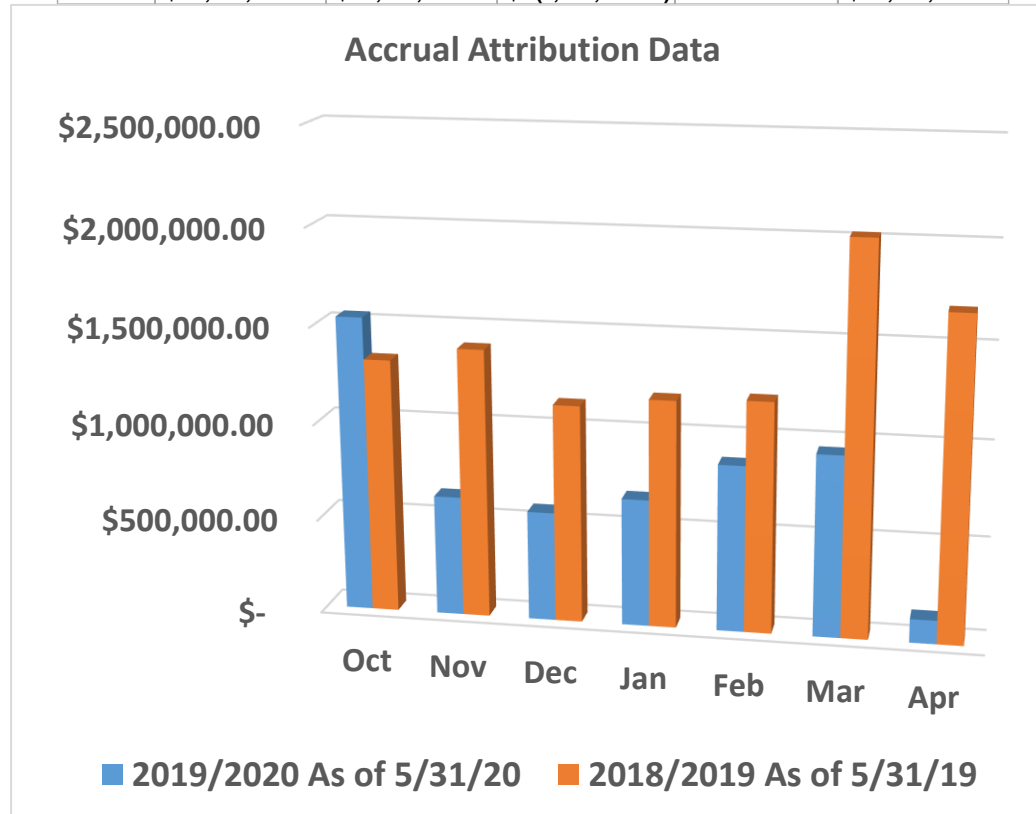
NOTE(2): "FY 2018 Total - as originally reported" column is reporting data as originally reported from the corresponding month in FY 2018

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 5/31/20	2018/2019 As of 5/31/19	Variance	Variance %*	2018/2019 FINAL 5/31/20
Oct	\$ 1,537,744.63	\$ 1,324,093.74	\$ 213,650.89	16.14%	\$ 1,324,337.37
Nov	\$ 629,033.60	\$ 1,398,898.46	\$ (769,864.86)	-55.03%	\$ 1,399,006.63
Dec	\$ 574,504.41	\$ 1,134,796.65	\$ (560,292.24)	-49.37%	\$ 1,171,627.27
Jan	\$ 669,036.94	\$ 1,185,130.34	\$ (516,093.40)	-43.55%	\$ 1,187,943.59
Feb	\$ 872,206.34	\$ 1,202,512.76	\$ (330,306.42)	-27.47%	\$ 1,213,816.58
Mar	\$ 951,178.35	\$ 2,024,127.76	\$ (1,072,949.41)	-53.01%	\$ 2,015,177.75
Apr	\$ 124,918.82	\$ 1,680,814.94	\$ (1,555,896.12)	-92.57%	\$ 1,851,702.89
May-Sep	\$ 1,702.27	\$ 24,138.15			
	\$ 5,360,325.36	\$ 9,974,512.80	\$ (4,614,187.44)	-46.26%	\$ 10,163,612.08



*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

Attributed period	Collected in							
	Nov	Dec	Jan	Feb	Mar	Apr	May	
Pre	\$ 39,927.91	\$ 8,923.63	\$ 8,758.97	\$ 14,282.75	\$ 5,036.71	\$ 2,166.57	\$ 739.84	\$ 79,836.38
Oct	\$ 1,501,899.09	\$ 17,176.66	\$ 16,386.19	\$ 1,635.64	\$ 297.36	\$ 150.00	\$ 199.69	\$ 1,537,744.63
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	\$ 3,482.22	\$ 574,504.41
Jan		\$ 268.53	\$ 6,269.52	\$ 646,902.89	\$ 13,576.29	\$ 1,505.33	\$ 514.38	\$ 669,036.94
Feb		\$ 82.47	\$ 602.58	\$ 13,100.88	\$ 812,513.71	\$ 34,928.84	\$ 10,977.86	\$ 872,206.34
Mar		\$ 96.52	\$ 334.87	\$ 566.62	\$ 9,343.55	\$ 824,282.70	\$ 116,554.09	\$ 951,178.35
Apr	\$ 36.00		\$ 78.00			\$ 1,890.76	\$ 122,914.06	\$ 124,918.82
May							\$ 1,492.18	\$ 1,492.18
Jun							\$ 210.09	\$ 210.09
Jul								\$ -
Aug								\$ -
Sep								\$ -
Post								\$ -
	\$ 1,544,057.58	\$ 622,853.39	\$ 579,371.19	\$ 701,529.12	\$ 865,950.71	\$ 869,315.34	\$ 257,084.41	\$ 5,440,161.74

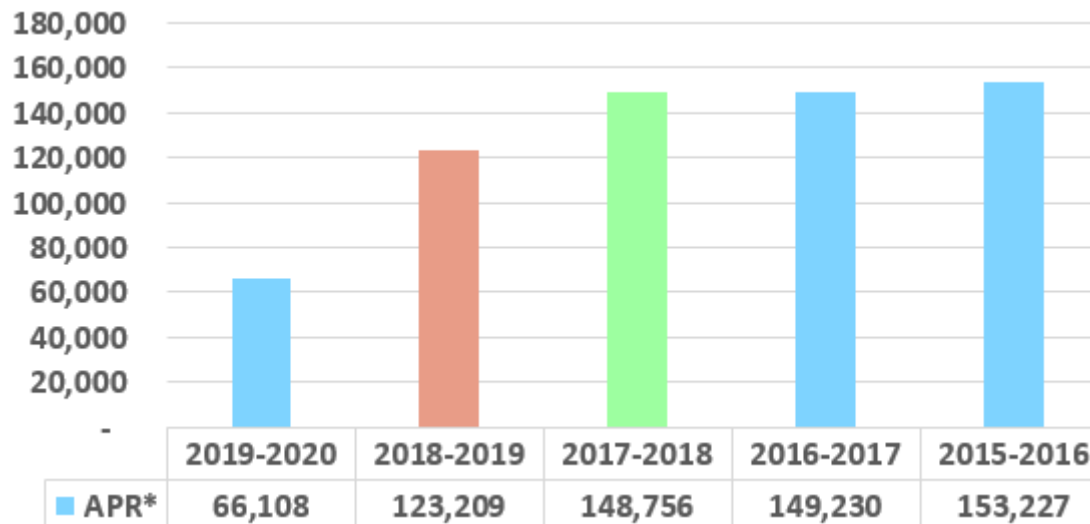
*Note: This report delineates the attribution of collected revenue in a given reporting period.



Cash Collection Analysis:

Panama City

For the month ending
April 30, 2020

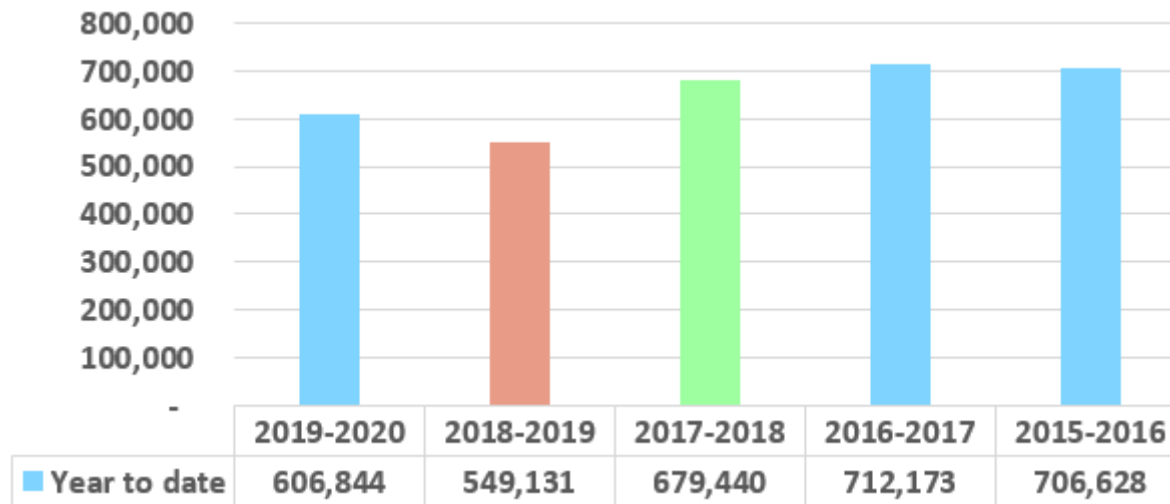


*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column in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

Cash Collection Analysis:

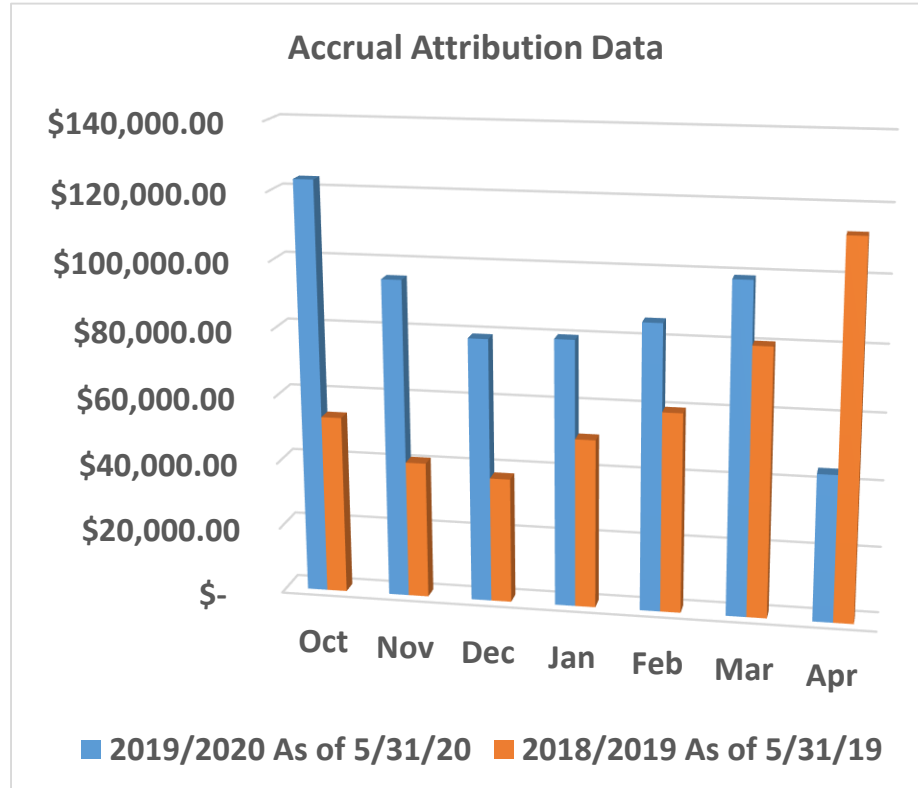
Panama City

Seven months ending
April 30, 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					
	2019/2020 As of 5/31/20	2018/2019 As of 5/31/19	Variance	Variance %	2018/2019 FINAL 5/31/20
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	\$ 85,756.52	\$ 59,891.56	\$ 25,864.96	43.19%	\$ 59,891.56
Mar	\$ 99,014.02	\$ 80,393.83	\$ 18,620.19	23.16%	\$ 80,393.83
Apr	\$ 44,145.17	\$ 112,356.97	\$ (68,211.80)	-60.71%	\$ 111,952.23
May-Sep	\$ -	\$ 868.48			
	\$ 606,208.27	\$ 436,088.10	\$ 170,120.17	39.01%	\$ 438,173.42



Cash / Accrual Breakdown

Panama City
FY2020

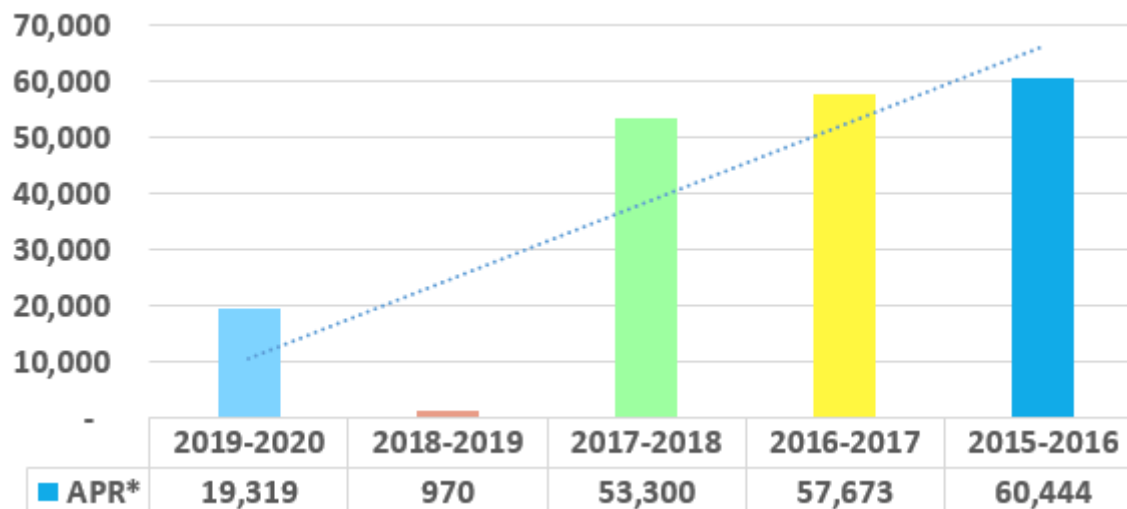
	Collected in							
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	
Pre	\$ 636.04	\$ -						\$ 636.04
Oct	\$ 123,225.69	\$ -						\$ 123,225.69
Nov		\$ 91,643.79	\$ 3,550.25	\$ 9.24				\$ 95,203.28
Dec			\$ 78,892.78	\$ 107.05				\$ 78,999.83
Jan				\$79,863.76				\$ 79,863.76
Feb					\$ 70,308.95	\$ 1,993.52	\$ 13,454.05	\$ 85,756.52
Mar					\$ 3,687.78	\$86,817.71	\$ 8,508.53	\$ 99,014.02
Apr							\$ 44,145.17	\$ 44,145.17
May								\$ -
Jun								\$ -
Jul								\$ -
Aug								\$ -
Sep								\$ -
Post								\$ -
	\$ 123,861.73	\$ 91,643.79	\$ 82,443.03	\$79,980.05	\$ 73,996.73	\$88,811.23	\$ 66,107.75	\$ 606,844.31

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



Cash Collection Analysis: Mexico Beach

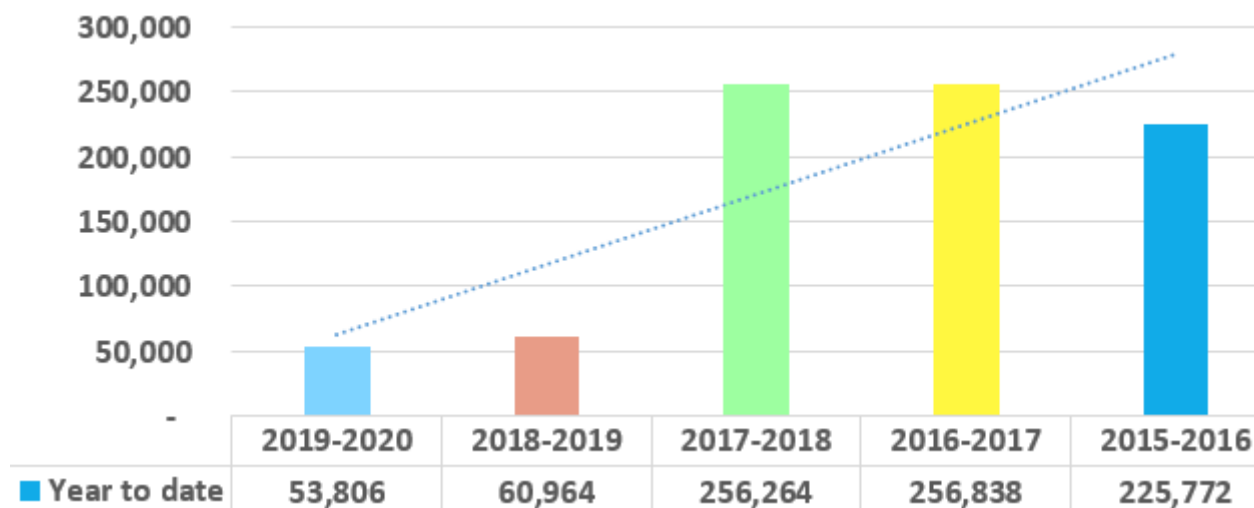
For the month ending
April 30, 2020



*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

Seven months ending
April 30, 2020

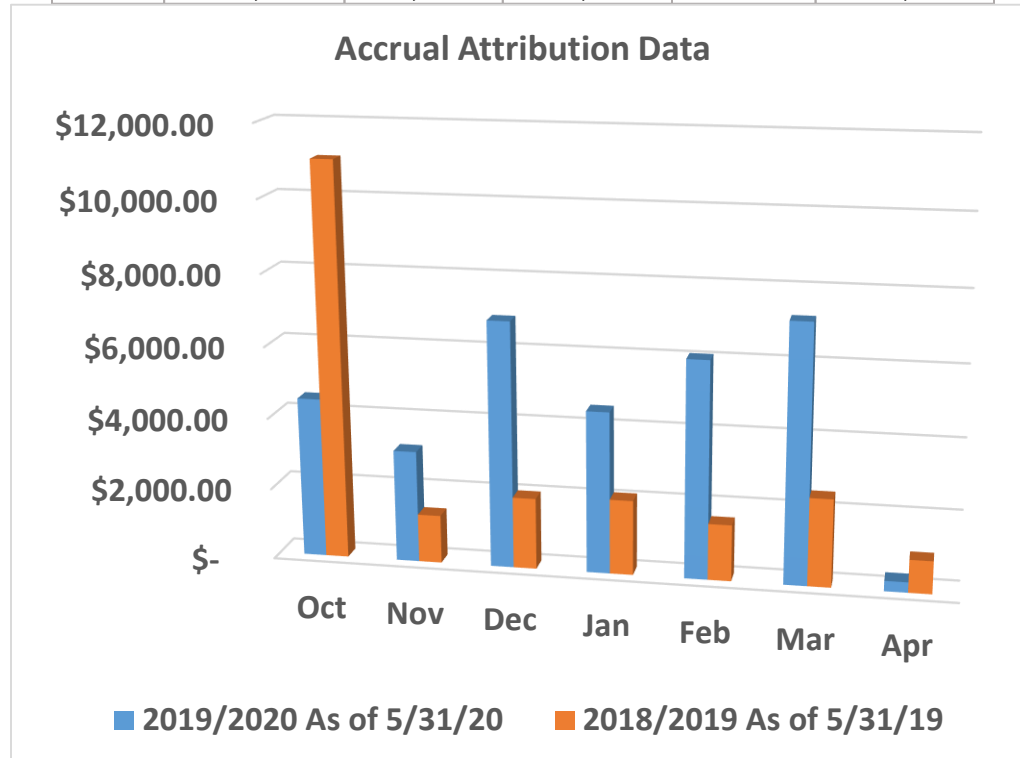


***Note:** This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column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

Accrual Attribution Data

Mexico Beach

Accrual Attribution Data					
	<u>2019/2020 As of 5/31/20</u>	<u>2018/2019 As of 5/31/19</u>	<u>Variance</u>	<u>Variance %</u>	<u>2018/2019 FINAL 5/31/20</u>
Oct	\$ 4,472.61	\$ 11,031.44	\$ (6,558.83)	-59.46%	\$ 11,031.44
Nov	\$ 3,130.55	\$ 1,344.97	\$ 1,785.58	132.76%	\$ 1,344.97
Dec	\$ 6,875.85	\$ 1,992.06	\$ 4,883.79	245.16%	\$ 2,533.77
Jan	\$ 4,521.60	\$ 2,094.25	\$ 2,427.35	115.91%	\$ 2,094.25
Feb	\$ 6,070.71	\$ 1,576.72	\$ 4,493.99	285.02%	\$ 1,576.72
Mar	\$ 7,209.29	\$ 2,463.93	\$ 4,745.36	192.59%	\$ 2,547.61
Apr	\$ 290.63	\$ 920.30	\$ (629.67)	-68.42%	\$ 4,801.88
May-Sep	\$ 29.55	\$ -			
	\$ 32,600.79	\$ 21,423.67	\$ 11,177.12	52.17%	\$ 25,930.64



Cash / Accrual Breakdown

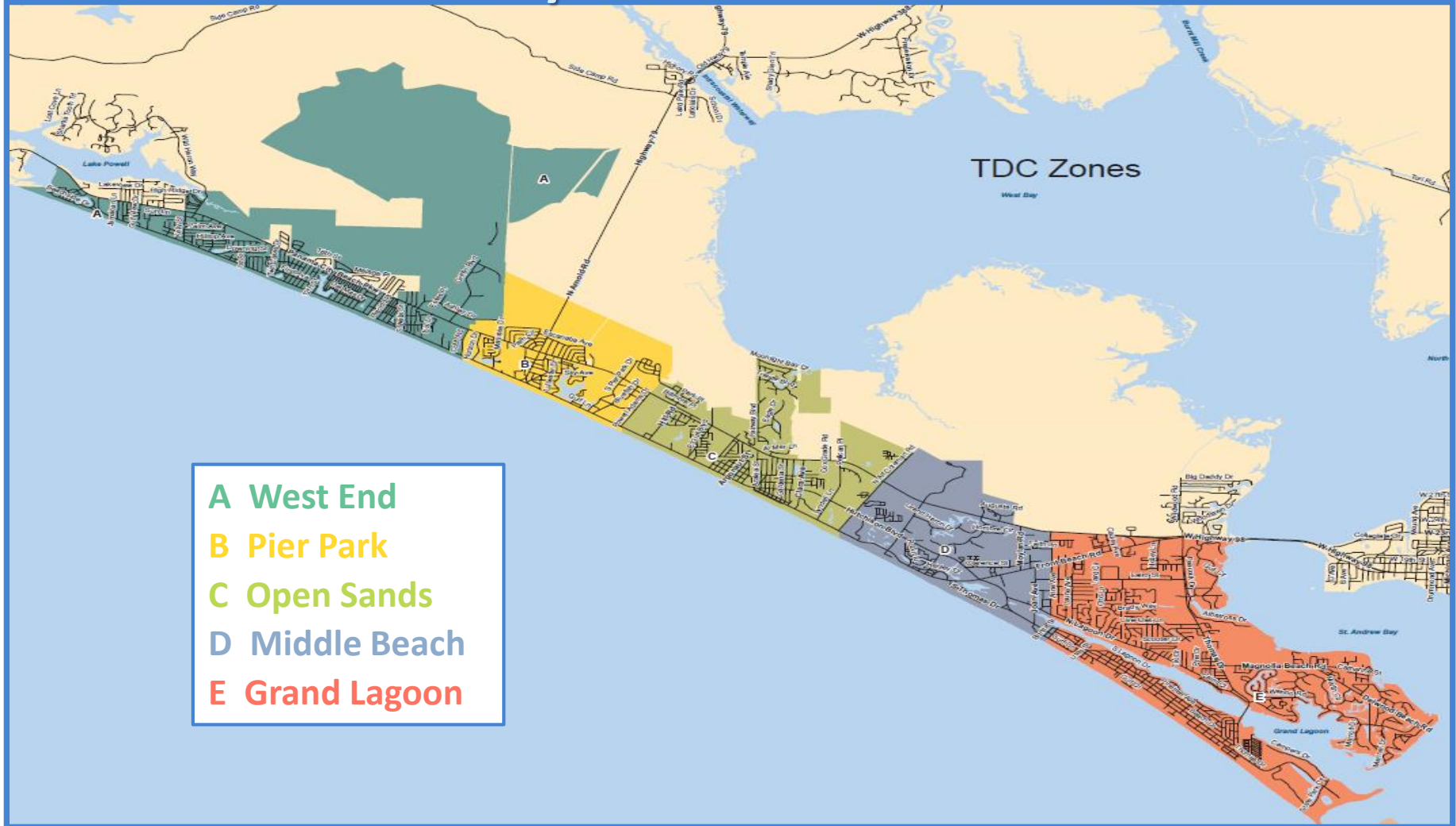
Mexico Beach FY2020

Collected in

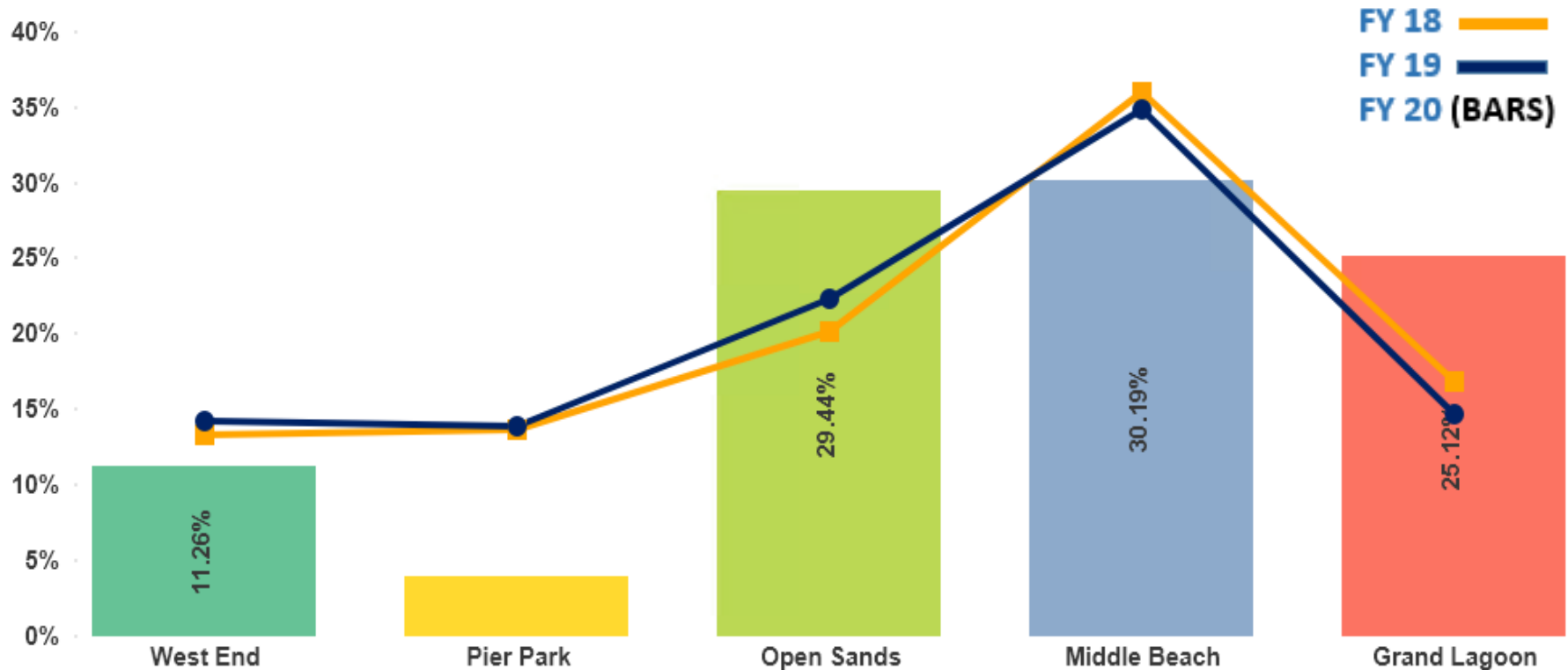
Attributed period		<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	<u>Apr</u>	<u>May</u>	
	Pre	\$ 19,351.87	\$ (678.37)	\$ 606.26				\$ 1,925.00	\$21,204.76
	Oct	\$ 1,780.36	\$ 36.76	\$ 730.49				\$ 1,925.00	\$ 4,472.61
	Nov		\$ 880.55	\$ 50.00				\$ 2,200.00	\$ 3,130.55
	Dec			\$ 4,310.68	\$ 90.17			\$ 2,475.00	\$ 6,875.85
	Jan				\$ 1,171.60		\$ 50.00	\$ 3,300.00	\$ 4,521.60
	Feb				\$ 152.69	\$ 2,579.05	\$ 88.97	\$ 3,250.00	\$ 6,070.71
	Mar						\$ 3,285.11	\$ 3,924.18	\$ 7,209.29
	Apr							\$ 290.63	\$ 290.63
	May							\$ 29.55	\$ 29.55
	Jun								\$ -
	Jul								\$ -
	Aug								\$ -
	Sep								\$ -
	Post								\$ -
		\$ 21,132.23	\$ 238.94	\$ 5,697.43	\$ 1,414.46	\$ 2,579.05	\$ 3,424.08	\$ 19,319.36	\$53,805.55

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

Layout of TDC Zones

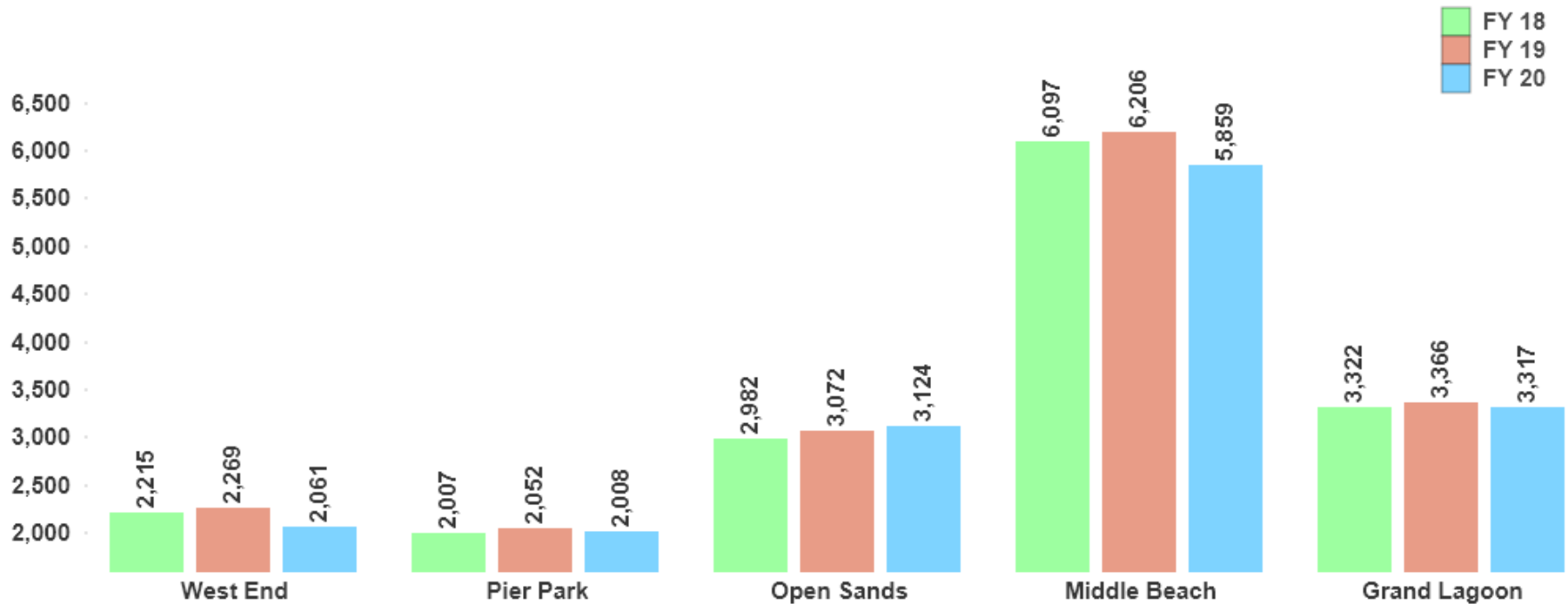


Annual % of Gross Receipts by Zones Three Year April Comparison



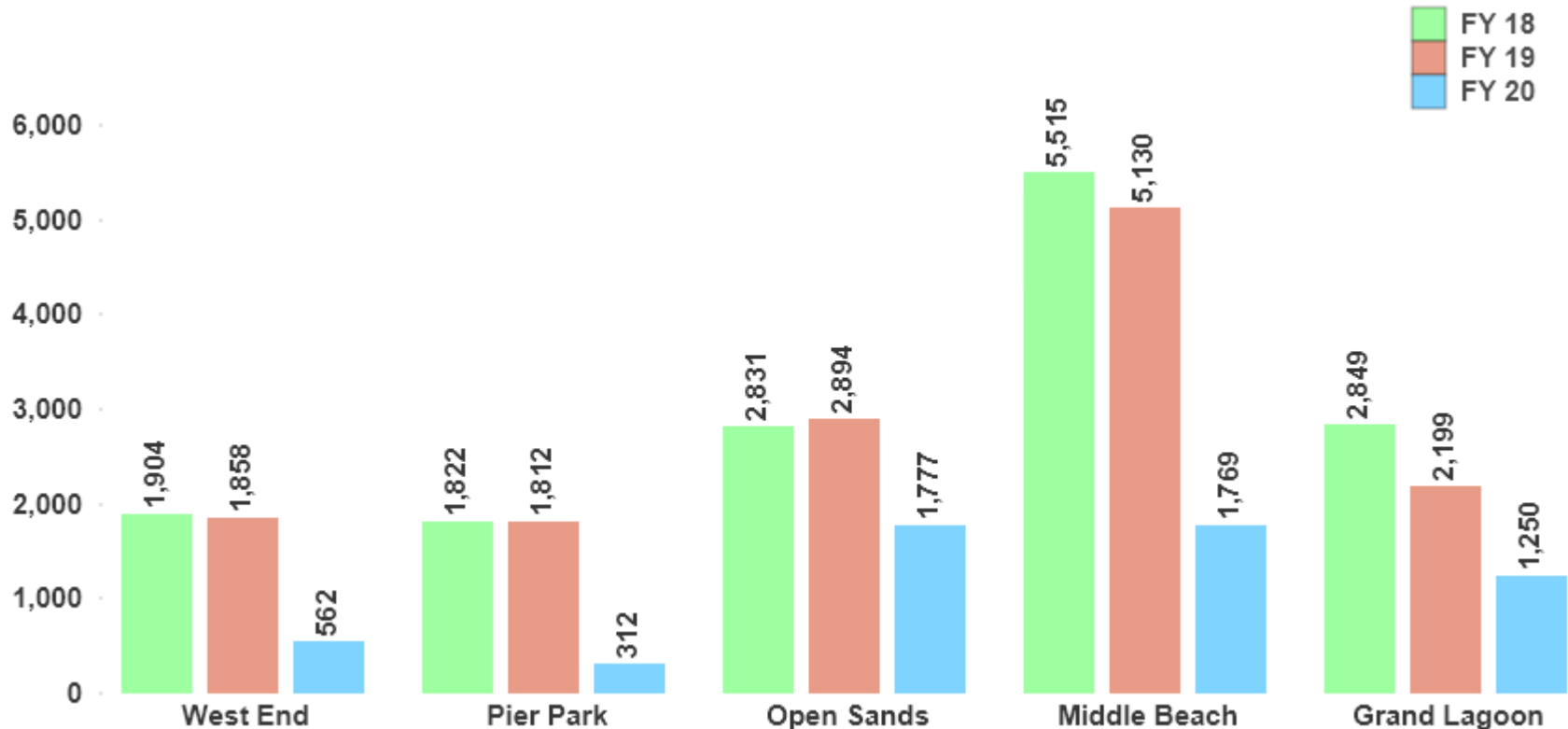
Apr	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY18	13.36%	13.66%	20.20%	35.97%	16.81%
FY19	14.19%	13.90%	22.34%	34.88%	14.69%
FY20	11.26%	3.99%	29.44%	30.19%	25.12%

Total Unit Count Three Year April Comparison



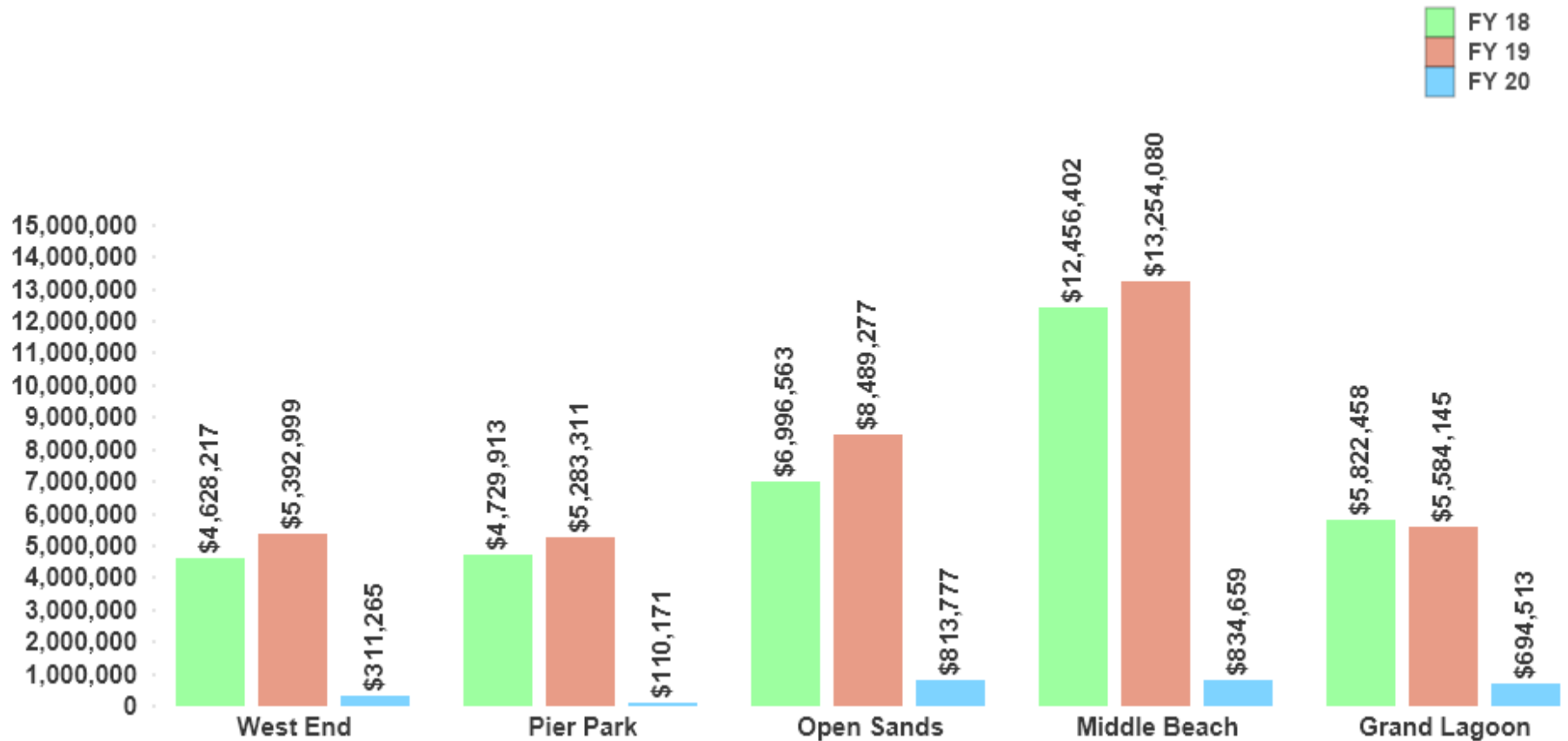
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	16,618	16,597	16,845	16,708	16,615	16,890	16,623	16,782	17,038	16,907	16,912	17,045
FY 19	16,891	16,897	17,081	16,881	16,666	17,101	16,965	17,098	17,514	17,420	17,336	17,395
FY 20	17,240	17,219	17,447	17,254	16,709	16,766	16,369					

Unit Count Reporting Income Three Year April Comparison



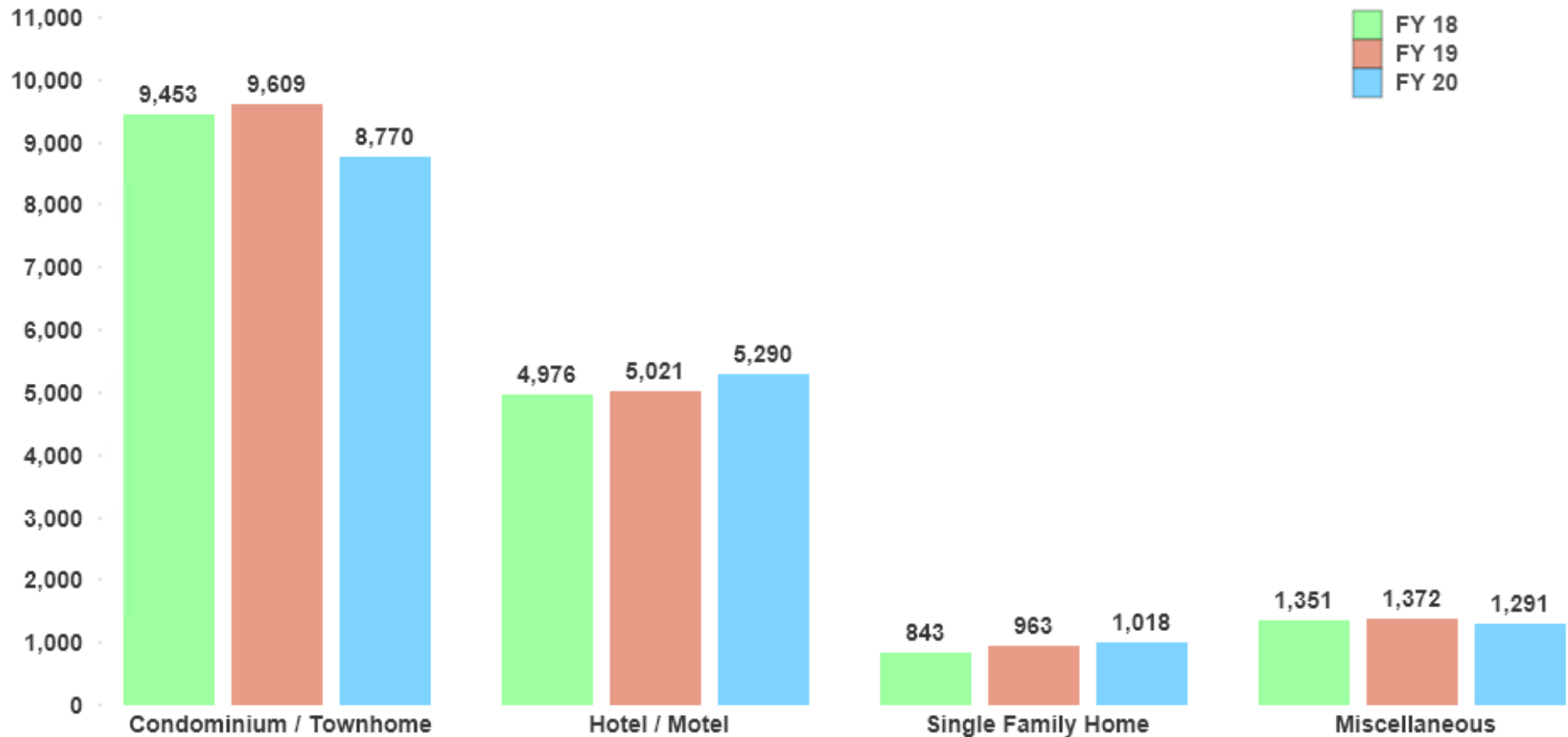
	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 18	14,235	11,447	10,856	11,846	13,171	14,980	14,921	15,546	16,316	16,260	15,699	15,237
FY 19	14,084	11,437	11,845	12,528	12,642	14,034	13,893	15,066	15,429	15,573	15,255	14,707
FY 20	14,459	10,949	10,923	11,599	12,283	12,682	5,670					

Gross Rental Receipts Three Year April Comparison



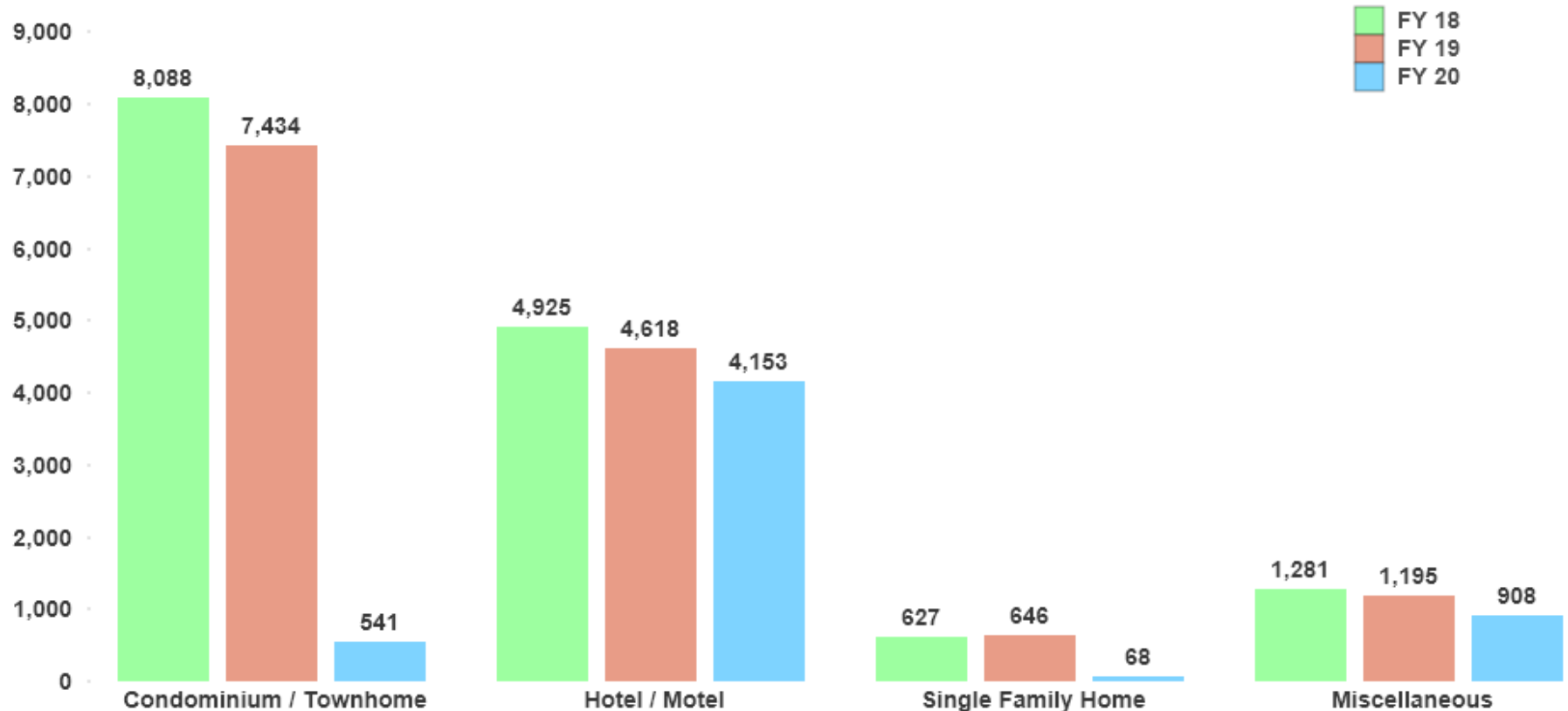
*Rounded to nearest whole dollar per each element

Unit Count by Property Type Three Years - April



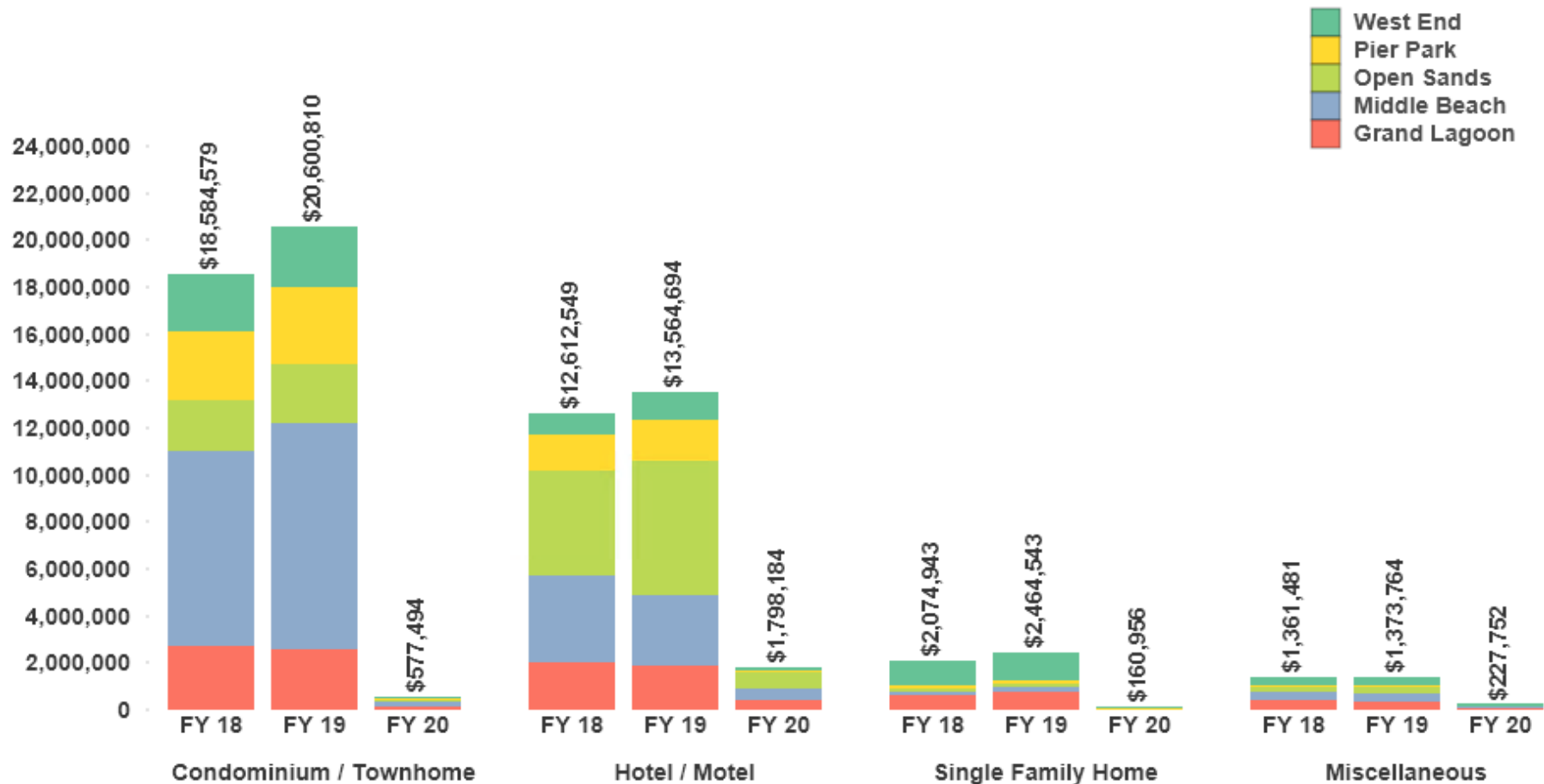
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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



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

Gross Receipts by Property Type Three Year April Comparison

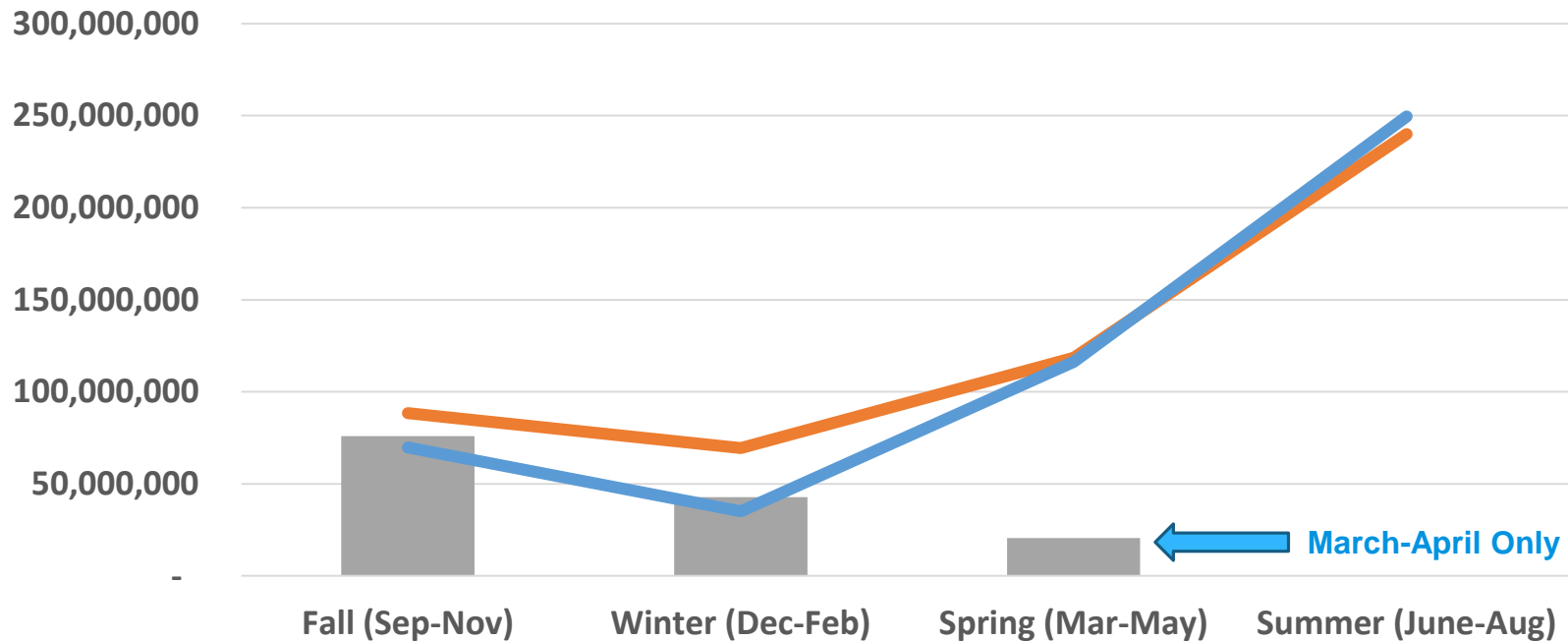


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

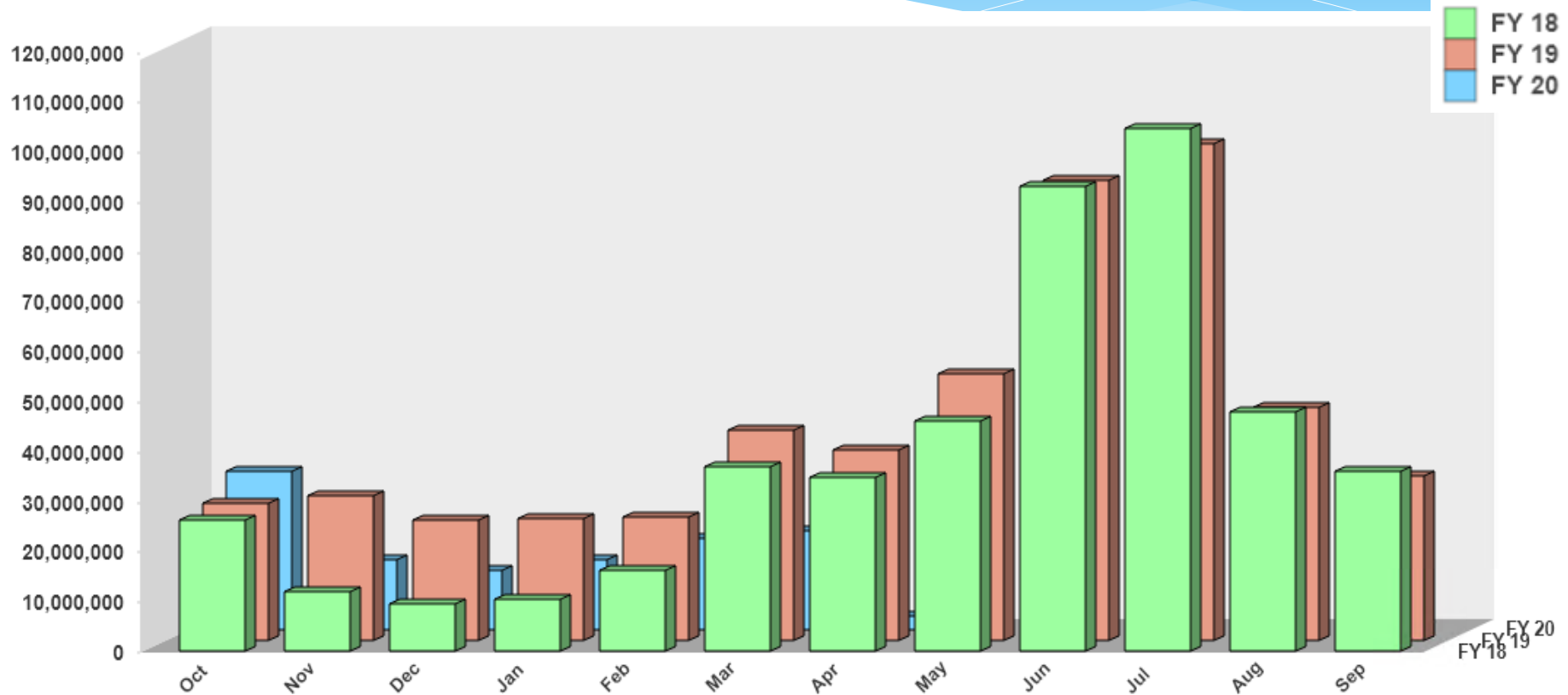
***Rounded to nearest whole dollar per each element**

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	\$24,825,970	\$42,139,453	\$38,003,810	\$53,362,018	\$92,187,312	\$99,311,289	\$46,744,085	\$33,012,825
FY 20	\$31,780,523	\$13,920,151	\$11,873,546	\$13,958,913	\$18,185,065	\$19,786,494	\$2,764,385					

*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: April 30, 2020



**Bay County
Tourist Development Council**

**Reporting Units grouped by
Condominium / Townhome property type
Fiscal Year Ending April 30, 2020**

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	332	486	523	1,496	408	3,245
2 Bedroom	618	502	317	1,480	943	3,860
3+ Bedrooms	181	176	161	836	311	1,665
Total	1,131	1,164	1,001	3,812	1,662	8,770

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

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	\$15,345	\$25,405	\$34,647	\$86,148	\$28,059	\$189,604
2 Bedroom	\$30,796	\$24,950	\$25,712	\$74,055	\$95,593	\$251,105
3+ Bedrooms	\$14,264	\$20,239	\$11,926	\$73,134	\$17,221	\$136,784
Total	\$60,405	\$70,595	\$72,285	\$233,337	\$140,872	\$577,494

Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending April 30, 2020

Hotel/Motel Units:	5,290
Hotel/Motel Gross Receipts:	\$1,798,184

Single Family Units:	1,018
Single Family Gross Receipts:	\$160,956

Miscellaneous Units:	1,291
Miscellaneous Gross Receipts:	\$227,752

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 April 2020 and 2019

For the month ending April 2020

For the month ending April 2019

	Current period	Prior periods	Total
Taxes	122,366	130,626	252,992
Penalties	2,250	1,310	3,560
Interest	0	532	532
Total Collections	124,616	132,468	257,084

	Current period	Prior periods	Total
Taxes	1,692,699	54,215	1,746,914
Penalties	2,450	8,407	10,857
Interest	8	638	646
Total Collections	1,695,158	63,260	1,758,418

Fiscal year to date through April 2020

Fiscal year to date through April 2019

	Current period	Prior periods	Total
Taxes	5,065,236	324,002	5,389,238
Penalties	9,632	33,899	43,531
Interest	228	7,164	7,392
Total Collections	5,075,097	365,065	5,440,162

	Current period	Prior periods	Total
Taxes	9,350,112	2,189,333	11,539,445
Penalties	21,966	39,228	61,194
Interest	87	3,510	3,597
Total Collections	9,372,165	2,232,071	11,604,236



Supporting Data and Service Contributors

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Bay County
Geographic Information Systems



QlikView



GeoQlik

