

# MONTHLY TDT ANALYSIS

## Statistical and Graphical Reports for month ending December 31, 2020



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

# Clerk of Court & Comptroller

## Report for Month Ending

December 31, 2020

January 31, 2021

Tourist Development Council  
Bay County, Florida



### Council Members:

Attached please find statistical and graphical reports for the three months ending December 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 2021 to Fiscal Year 2018 Revenue Comparison in response to the economic anomalies due to Hurricane Michael and COVID-19 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

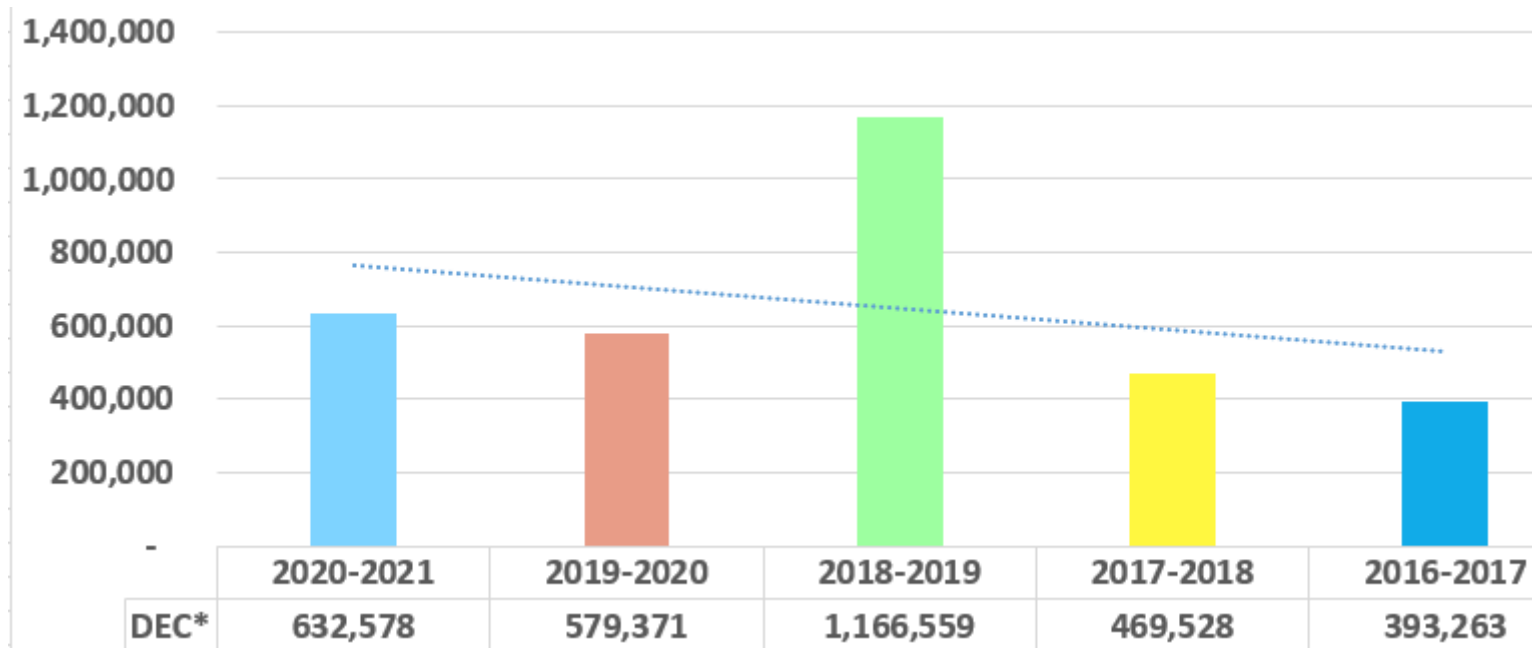
Clerk of Court and Comptroller



Bay County  
Tourist Development

# Cash Collection Analysis: Panama City Beach

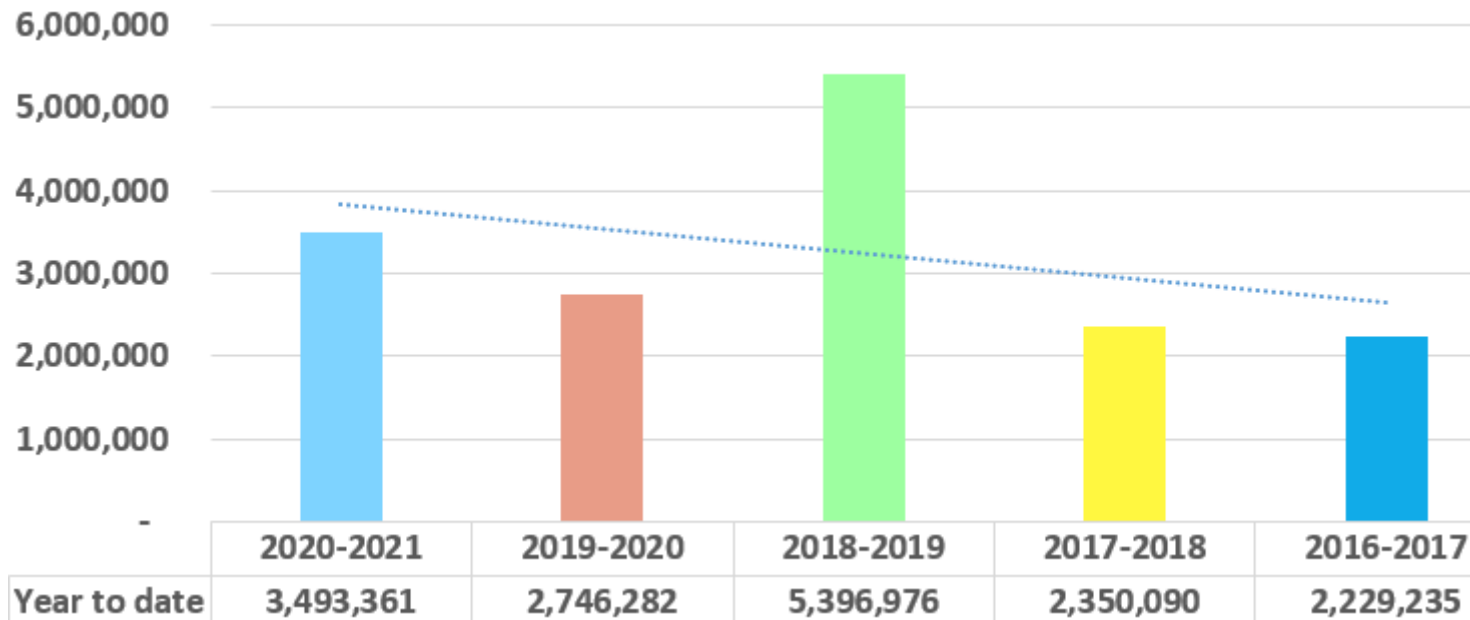
For the month ending  
December 31, 2020



\*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 Beach

For three months ending  
December 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.

# Tourist Development Council : Management Report

## Revenue Comparison: Fiscal Year 2021 to Fiscal Year 2018

### Economic Anomalies Due to Hurricane Michael and COVID-19

## Management Report

## Panama City Beach

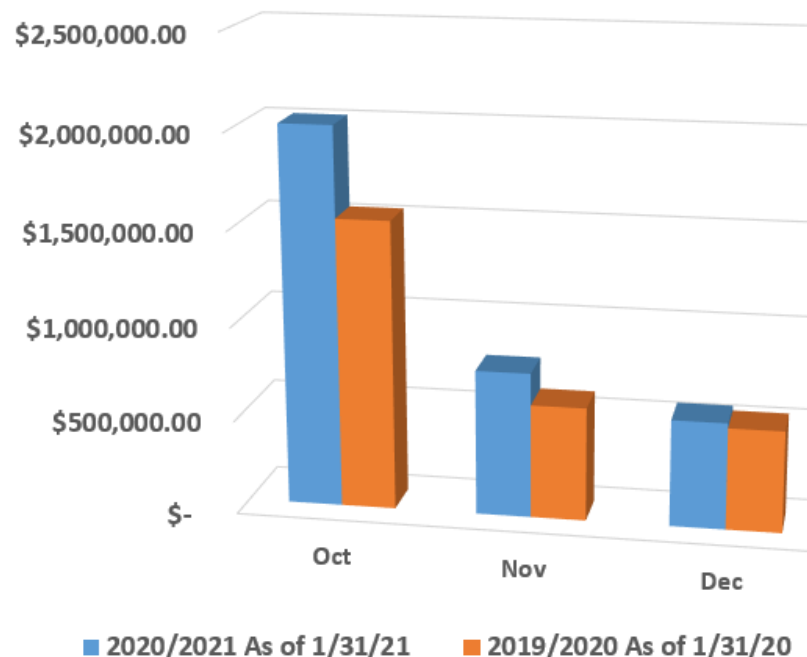
Collected in						FY 2018 Total - as		FY 2018 Total -		
	Nov	Dec	Jan	Feb	Mar	FY 2021 Total	originally reported (2)	+/-	Final (3)	+/-
Pre	\$ 64,138.25	\$ 34,147.37	\$ 35,782.48			\$ 134,068.10				
Oct	\$ 1,955,791.42	\$ 39,323.07	\$ 20,523.93			\$ 2,015,638.42	\$ 1,274,514.28	58.15%	\$ 1,289,618.34	56.30%
Nov	\$ 5,736.84	\$ 748,499.18	\$ 17,942.64			\$ 772,178.66	\$ 571,798.46	35.04%	\$ 572,843.55	34.80%
Dec	\$ 338.92	\$ 12,699.78	\$ 554,178.75			\$ 567,217.45	\$ 422,623.90	34.21%	\$ 473,371.58	19.82%
Jan		\$ 107.53	\$ 3,765.70			\$ 3,873.23	\$ 494,722.30	0.00%	\$ 506,150.79	-99.23%
Feb			\$ 384.84			\$ 384.84	\$ 775,691.64	0.00%	\$ 788,427.56	-99.95%
Mar						\$ -	\$ 1,763,545.16	0.00%	\$ 1,785,877.04	-100.00%
Apr						\$ -	\$ 1,669,725.32	0.00%	\$ 1,704,458.34	-100.00%
May						\$ -	\$ 2,201,442.25	0.00%	\$ 2,250,437.62	-100.00%
Jun						\$ -	\$ 4,217,677.33	0.00%	\$ 4,464,209.57	-100.00%
Jul						\$ -	\$ 5,068,654.19	0.00%	\$ 5,082,310.80	-100.00%
Aug						\$ -	\$ 2,367,213.21	0.00%	\$ 2,375,685.15	-100.00%
Sep						\$ -	\$ 1,746,545.61	0.00%	\$ 1,771,480.33	0.00%
Post						\$ -				
<b>TOTAL</b>	<b>\$ 2,026,005.43</b>	<b>\$ 834,776.93</b>	<b>\$ 632,578.34</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 3,493,360.70</b>	<b>\$ 22,574,153.65</b>	<b>47.87%</b>	<b>\$ 23,064,870.67</b>	<b>43.63%</b>

**NOTE:** This report was created, at the Request of Management of the Tourist Development Council, to factor out the economic anomalies related to Hurricane Michael (FY2019) and COVID-19 (FY 2020). This report benchmarks Fiscal Year 2021 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					
	<u>2020/2021 As of</u> <u>1/31/21</u>	<u>2019/2020 As of</u> <u>1/31/20</u>	<u>Variance</u>	<u>Variance %</u>	<u>2019/2020</u> <u>FINAL 1/31/21</u>
Oct	\$ 2,015,638.42	\$ 1,536,163.18	\$ 479,475.24	31.21%	\$ 1,539,023.66
Nov	\$ 772,178.66	\$ 603,970.23	\$ 168,208.43	27.85%	\$ 627,154.29
Dec	\$ 567,217.45	\$ 541,262.68	\$ 25,954.77	4.80%	\$ 603,072.50
Jan-Sep	\$ 4,258.07	\$ 8,006.05	\$ (3,747.98)		
	\$ 3,359,292.60	\$ 2,689,402.14	\$ 669,890.46	24.91%	\$ 2,769,250.45



	Collected in					
	Nov	Dec	Jan	Feb	Mar - Sept	
Pre	\$ 64,138.25	\$ 34,147.37	\$ 35,782.48			\$ 134,068.10
Oct	\$ 1,955,791.42	\$ 39,323.07	\$ 20,523.93			\$ 2,015,638.42
Nov	\$ 5,736.84	\$ 748,499.18	\$ 17,942.64			\$ 772,178.66
Dec	\$ 338.92	\$ 12,699.78	\$ 554,178.75			\$ 567,217.45
Jan		\$ 107.53	\$ 3,765.70			\$ 3,873.23
Feb			\$ 384.84			\$ 384.84
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 2,026,005.43	\$ 834,776.93	\$ 632,578.34	\$ -	\$ -	\$ 3,493,360.70

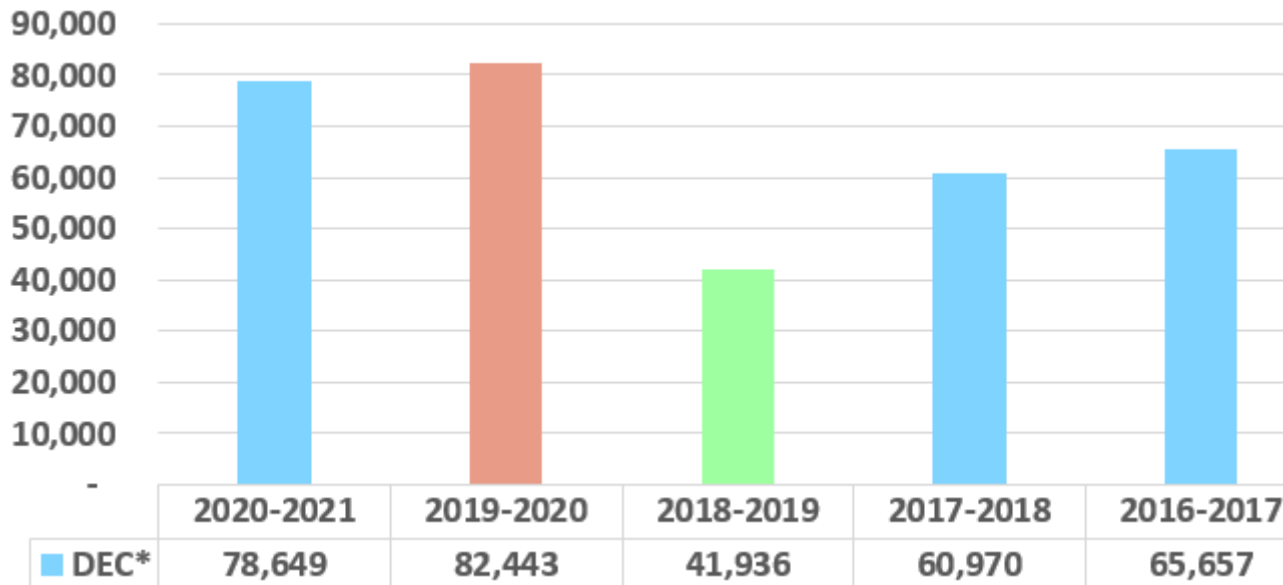
\*Note: This report delineates the attribution of collected revenue in a given reporting period.



# Cash Collection Analysis:

# Panama City

For the month ending  
December 31, 2020



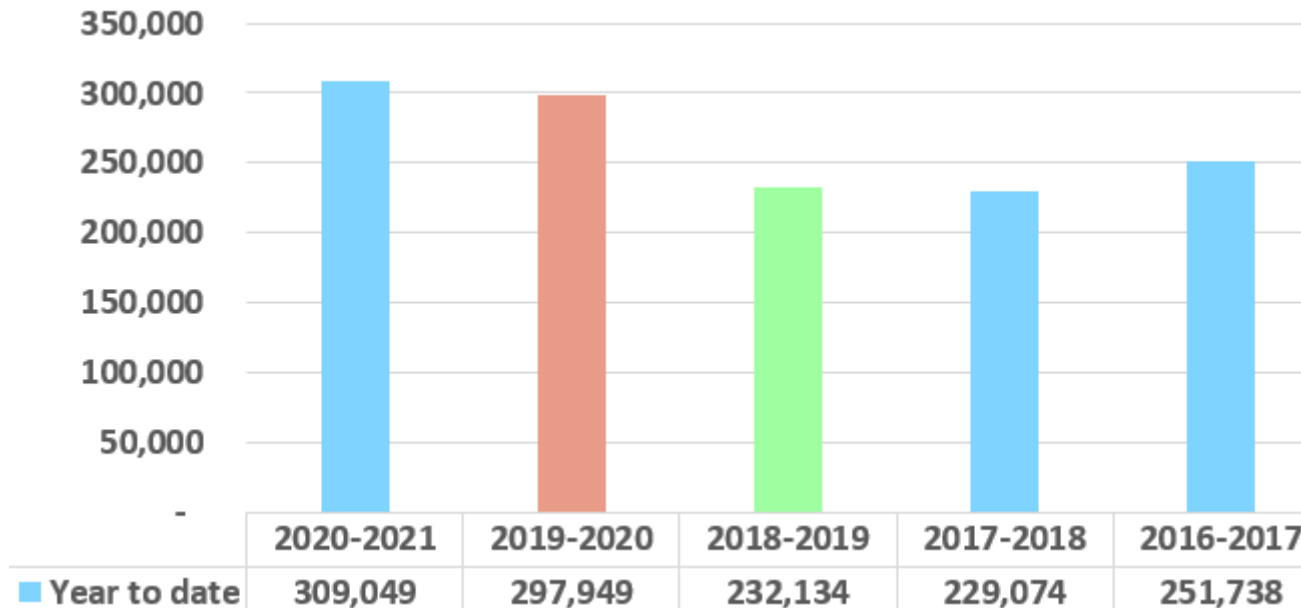
\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st). As a result, these figures will correspond with the October column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



# Cash Collection Analysis:

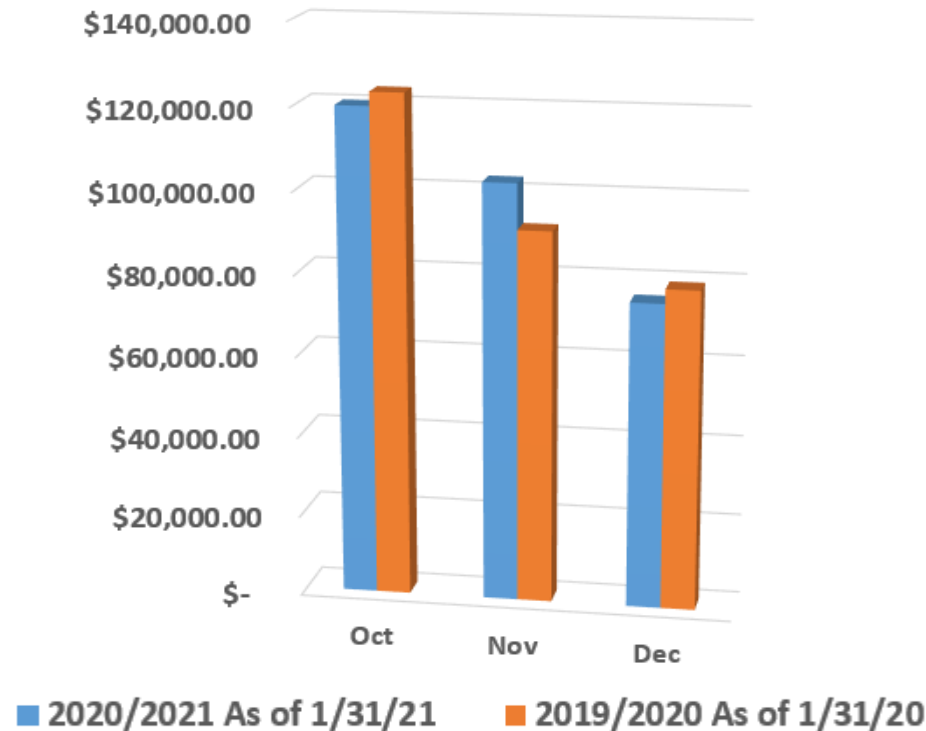
# Panama City

For three months ending  
December 31, 2020



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Accrual Attribution Data					
	<u>2020/2021 As</u> <u>of 1/31/21</u>	<u>2019/2020 As</u> <u>of 1/31/20</u>	<u>Variance</u>	<u>Variance %</u>	<u>2019/2020</u> <u>FINAL 1/31/21</u>
Oct	\$ 119,860.75	\$ 123,225.69	\$ (3,364.94)	-2.73%	\$ 123,225.69
Nov	\$ 102,773.93	\$ 91,643.79	\$ 11,130.14	12.15%	\$ 95,203.28
Dec	\$ 75,384.51	\$ 78,892.78	\$ (3,508.27)	-4.45%	\$ 79,212.03
Jan-Sep	\$ -	\$ -	\$ -		
	\$ 298,019.19	\$ 293,762.26	\$ 4,256.93	1.45%	\$ 297,641.00



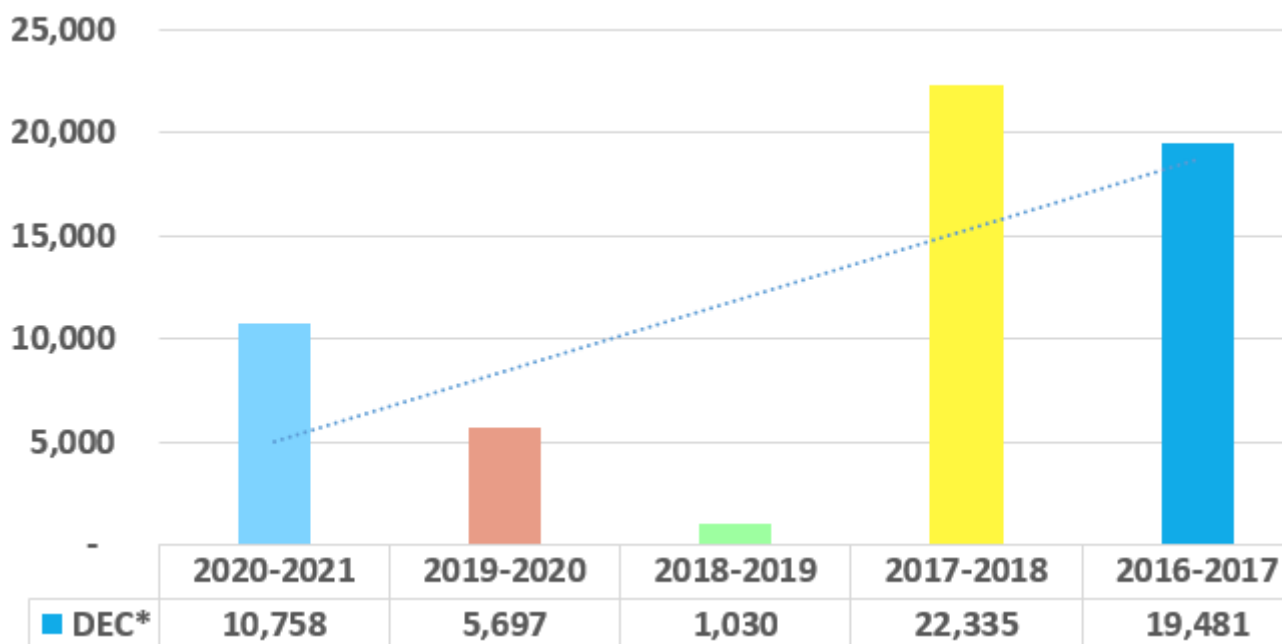
	Collected in					
	Nov	Dec	Jan	Feb	Mar - Sept	
Pre	\$ 11,029.59	\$ -				\$ 11,029.59
Oct	\$ 117,739.20	\$ 154.95	\$ 1,966.60			\$ 119,860.75
Nov		\$ 101,344.69	\$ 1,429.24			\$ 102,773.93
Dec		\$ 131.09	\$ 75,253.42			\$ 75,384.51
Jan						\$ -
Feb						\$ -
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 128,768.79	\$ 101,630.73	\$ 78,649.26	\$ -	\$ -	\$ 309,048.78

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



# Cash Collection Analysis: Mexico Beach

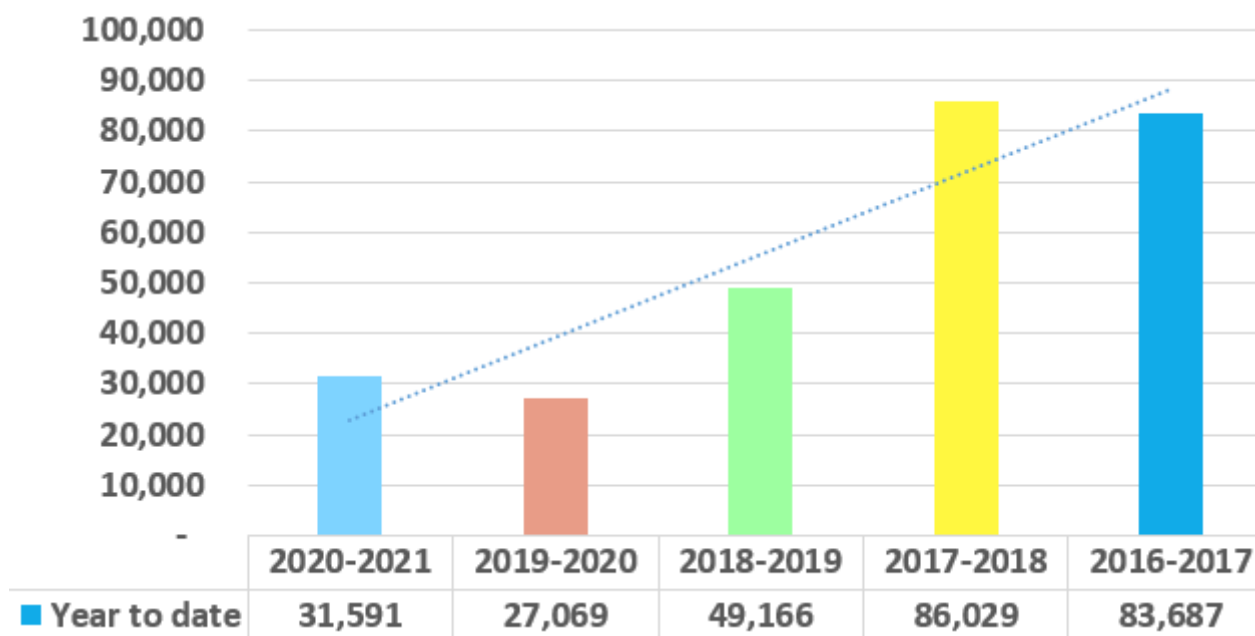
For the month ending  
December 31, 2020



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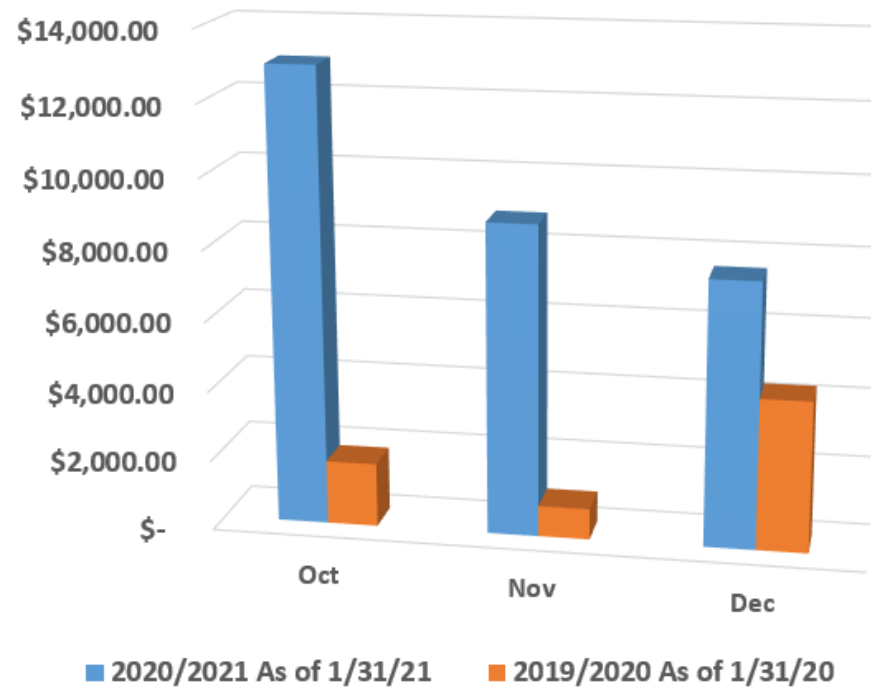
# Cash Collection Analysis: Mexico Beach

For three months ending  
December 31, 2020



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Accrual Attribution Data					
	<u>2020/2021 As</u>	<u>2019/2020 As</u>	<u>Variance</u>	<u>Variance %</u>	<u>2019/2020</u>
	<u>of 1/31/21</u>	<u>of 1/31/20</u>			<u>FINAL 1/31/21</u>
Oct	\$ 12,958.76	\$ 1,817.12	\$ 11,141.64	613.15%	\$ 4,472.61
Nov	\$ 8,848.80	\$ 880.55	\$ 7,968.25	904.92%	\$ 3,130.55
Dec	\$ 7,555.18	\$ 4,310.68	\$ 3,244.50	75.27%	\$ 8,107.19
Jan-Sep	\$ 54.24	\$ -	\$ 54.24		
	\$ 29,416.98	\$ 7,008.35	\$ 22,408.63	319.74%	\$ 15,710.35



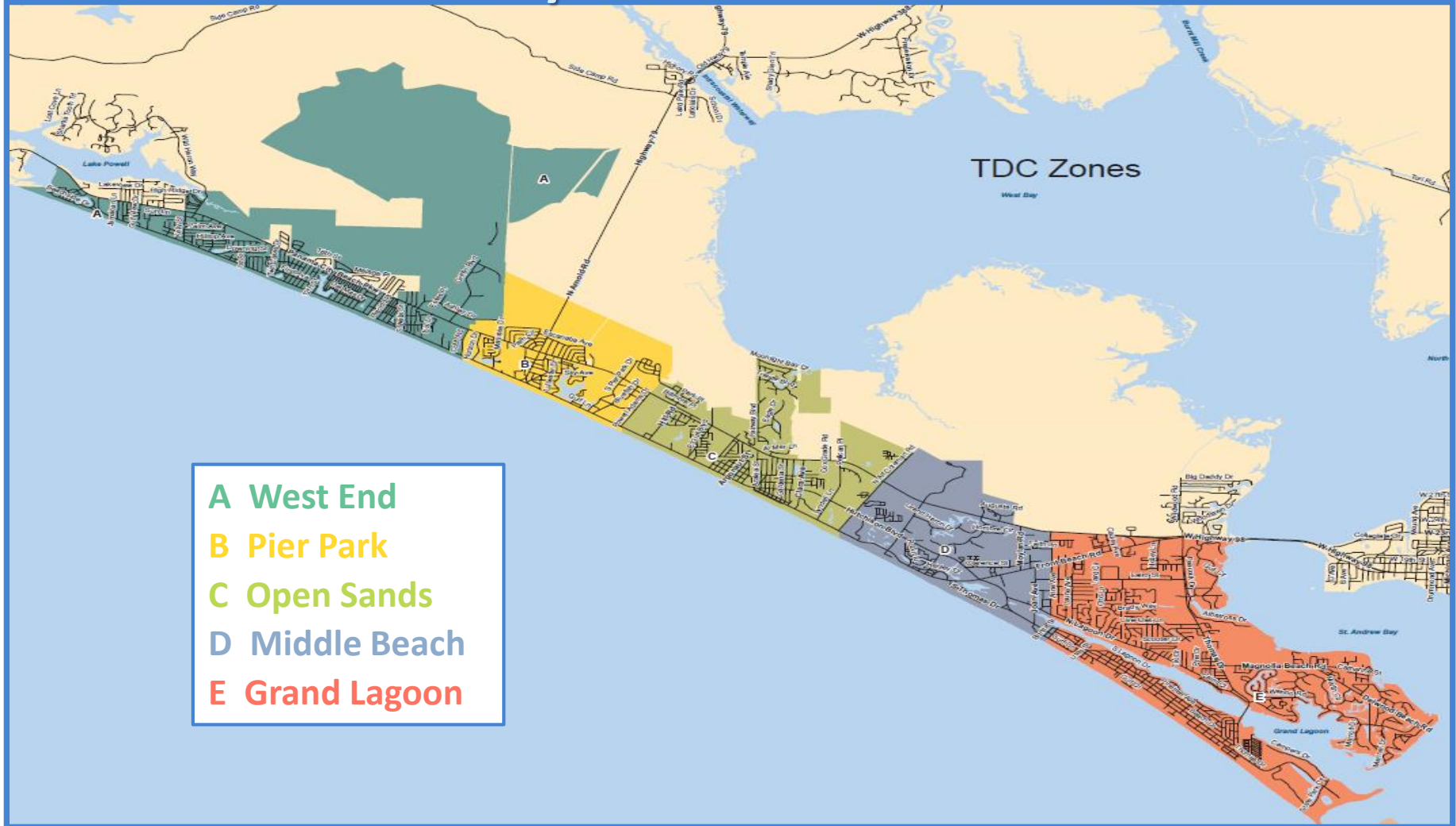
	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar - Sept</u>	
Pre	\$ 1,565.42	\$ -	\$ 609.06			\$ 2,174.48
Oct	\$ 12,382.24	\$ 70.77	\$ 505.75			\$ 12,958.76
Nov	\$ 76.84	\$ 6,600.74	\$ 2,171.22			\$ 8,848.80
Dec		\$ 137.53	\$ 7,417.65			\$ 7,555.18
Jan			\$ 54.24			\$ 54.24
Feb						\$ -
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 14,024.50	\$ 6,809.04	\$ 10,757.92	\$ -	\$ -	\$ 31,591.46

Attributed period

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

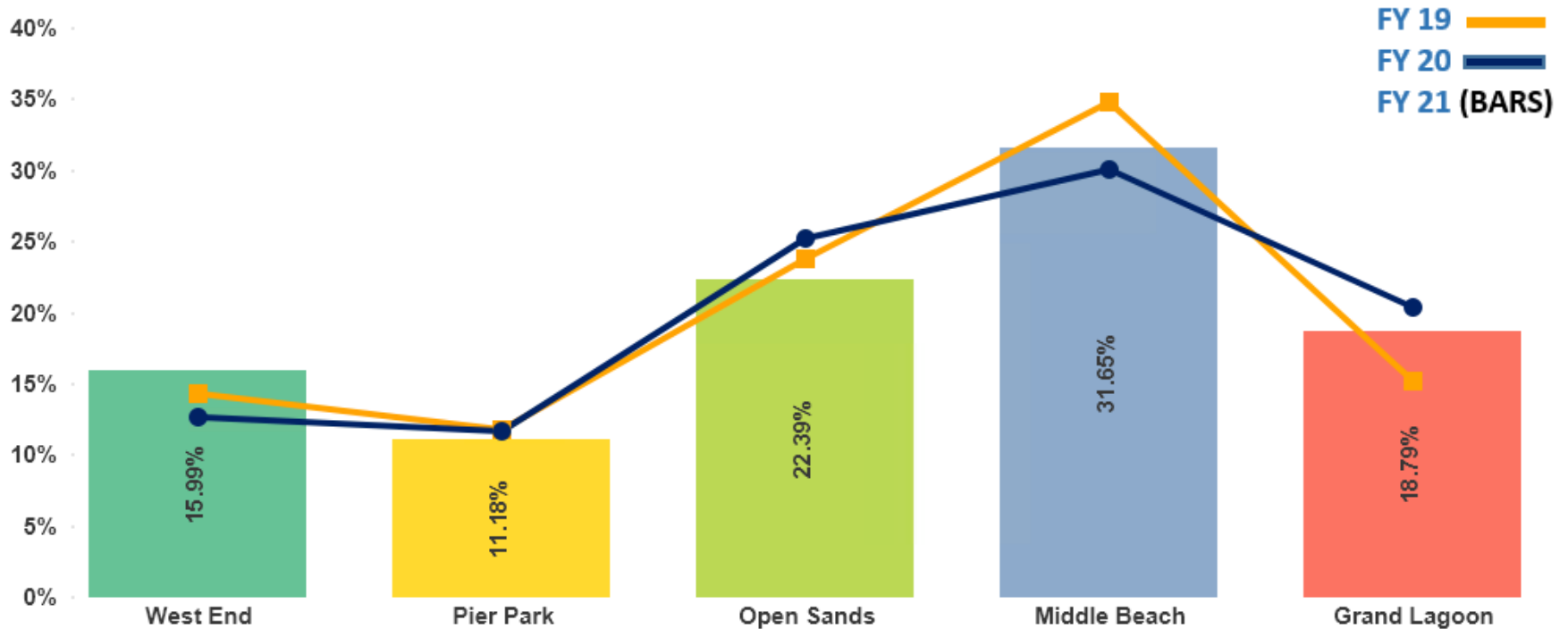


# Layout of TDC Zones



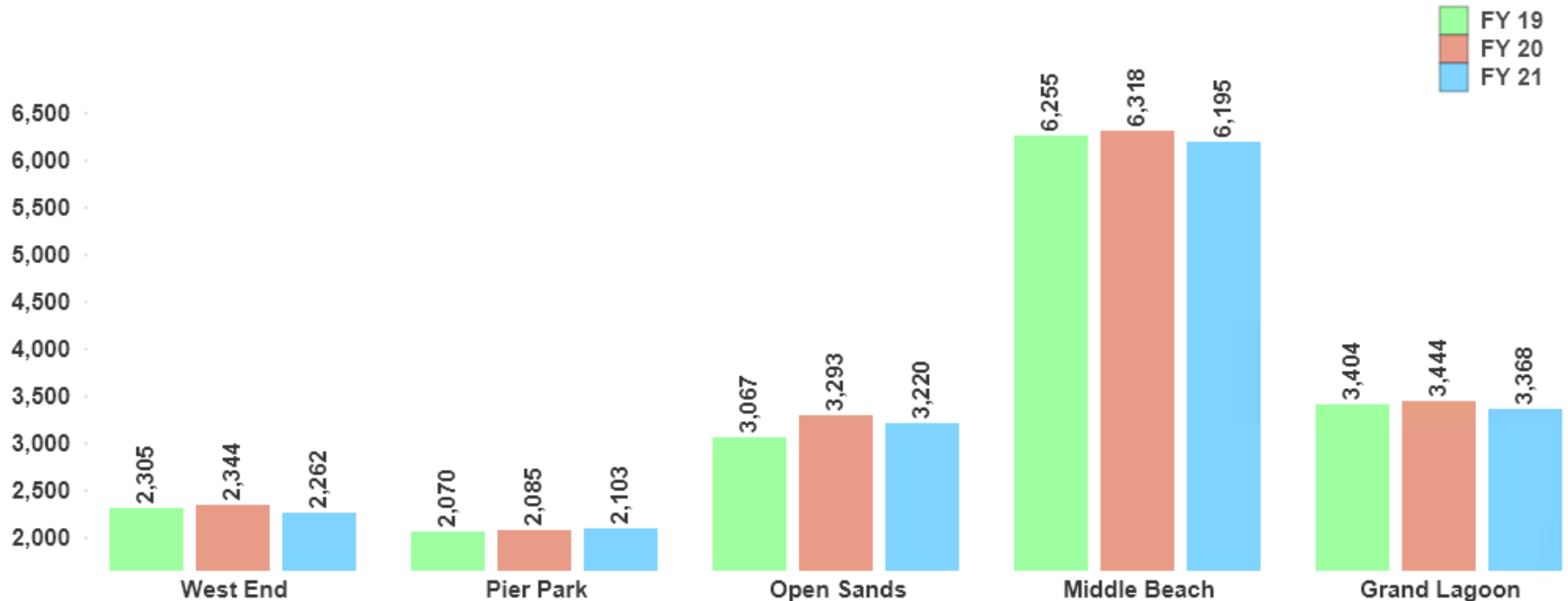


# Annual % of Gross Receipts by Zones Three Year December Comparison



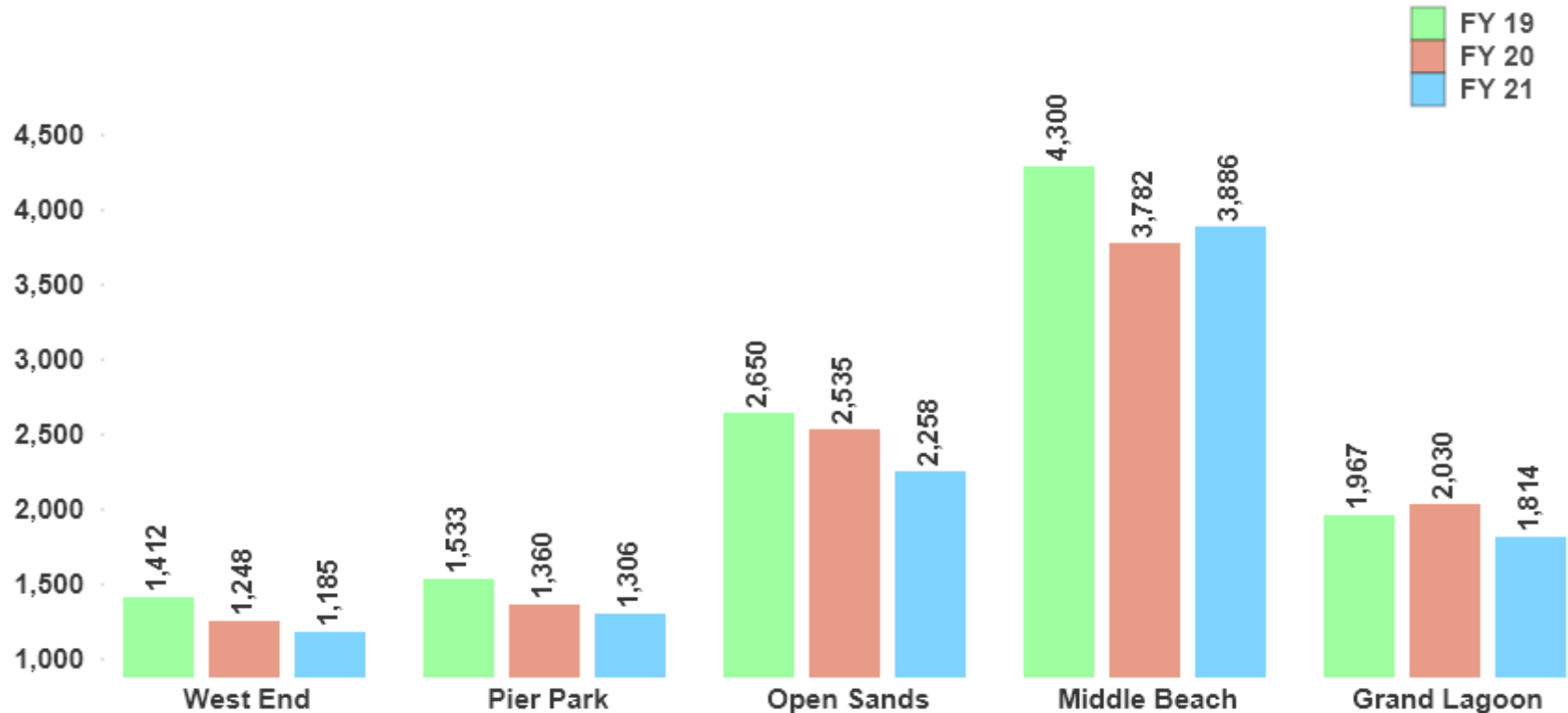
Dec	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY19	14.37%	11.78%	23.84%	34.80%	15.20%
FY20	12.68%	11.65%	25.18%	30.10%	20.38%
FY21	15.99%	11.18%	22.39%	31.65%	18.79%

# Total Unit Count Three Year December Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 19	16,891	16,898	17,101	16,881	16,666	17,102	16,967	17,110	17,526	17,430	17,348	17,411
FY 20	17,246	17,225	17,484	17,303	16,878	17,118	17,181	17,412	17,517	17,521	17,442	17,576
FY 21	17,515	17,420	17,148									

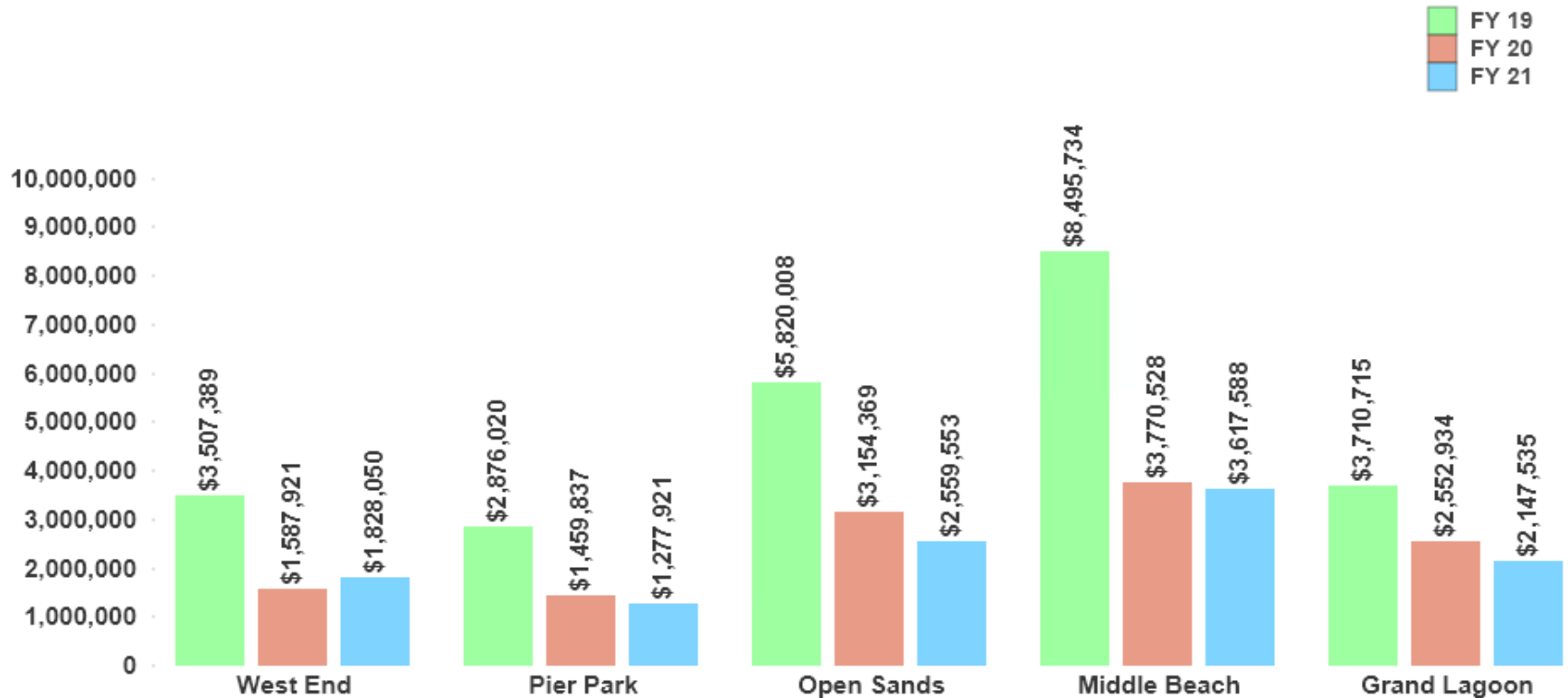
# Unit Count Reporting Income Three Year December Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 19	14,084	11,437	11,862	12,528	12,642	14,033	13,894	15,068	15,431	15,575	15,259	14,711
FY 20	14,462	10,949	10,955	11,622	12,413	12,926	5,816	12,957	15,814	16,015	15,402	15,593
FY 21	14,963	12,004	10,449									

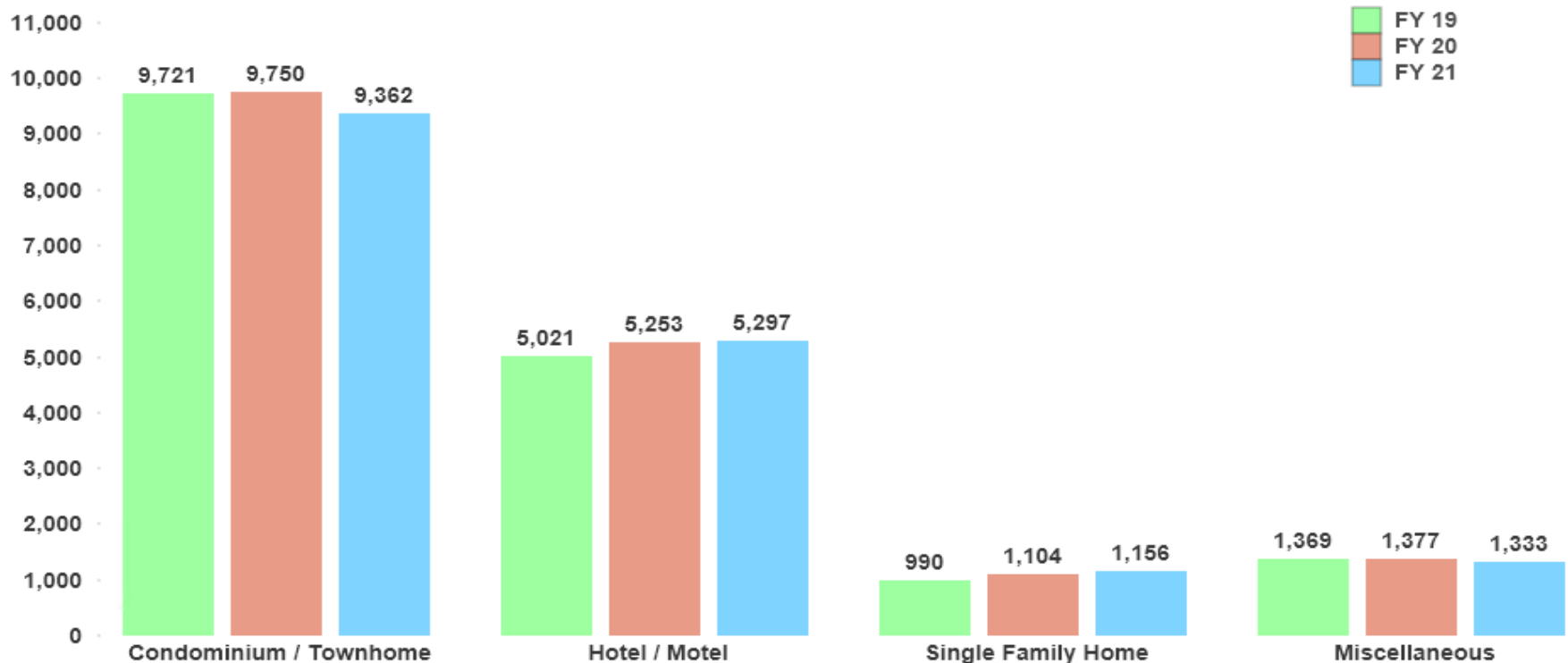


# Gross Rental Receipts Three Year December Comparison



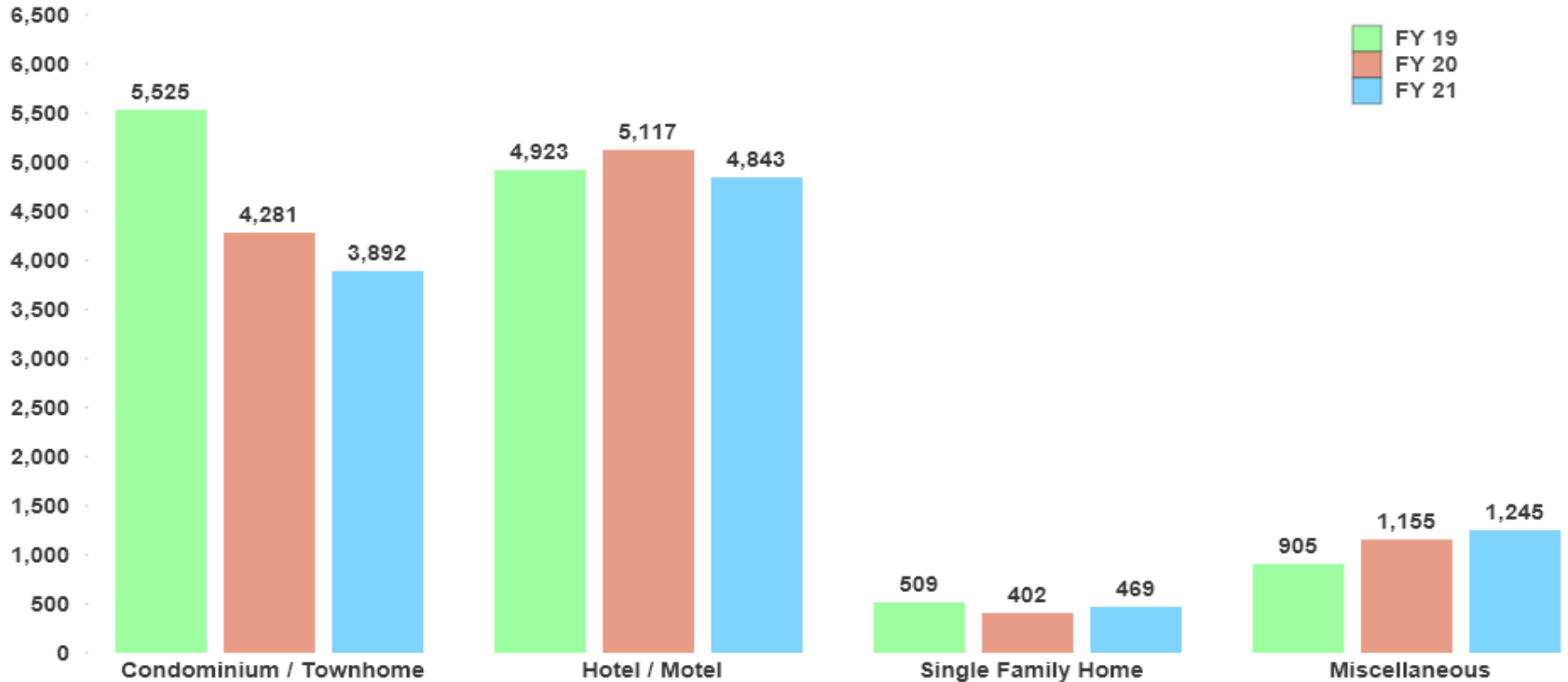
\*Rounded to nearest whole dollar per each element

# Unit Count by Property Type Three Years - December



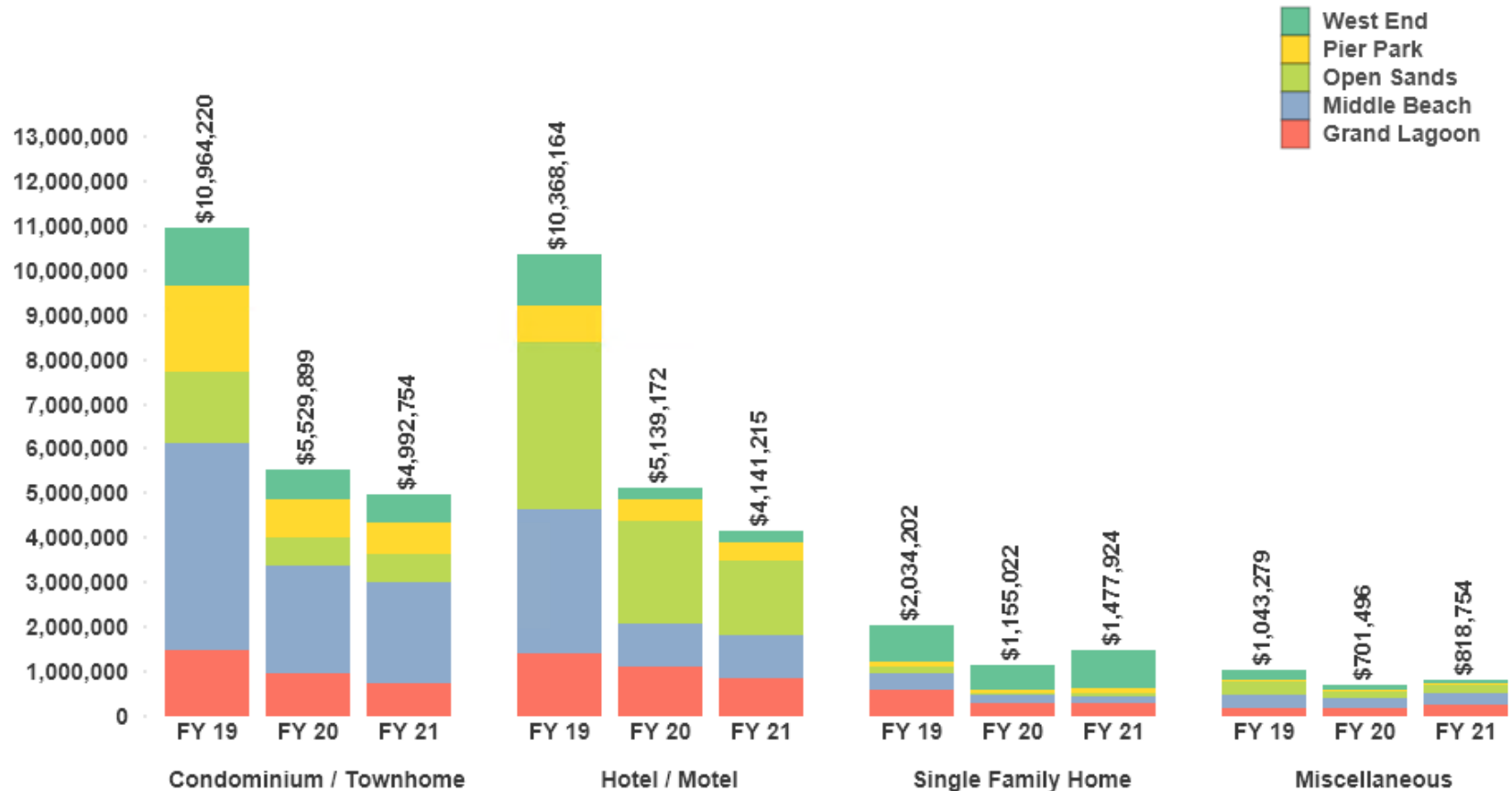
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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



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

# Gross Receipts by Property Type Three Year - December

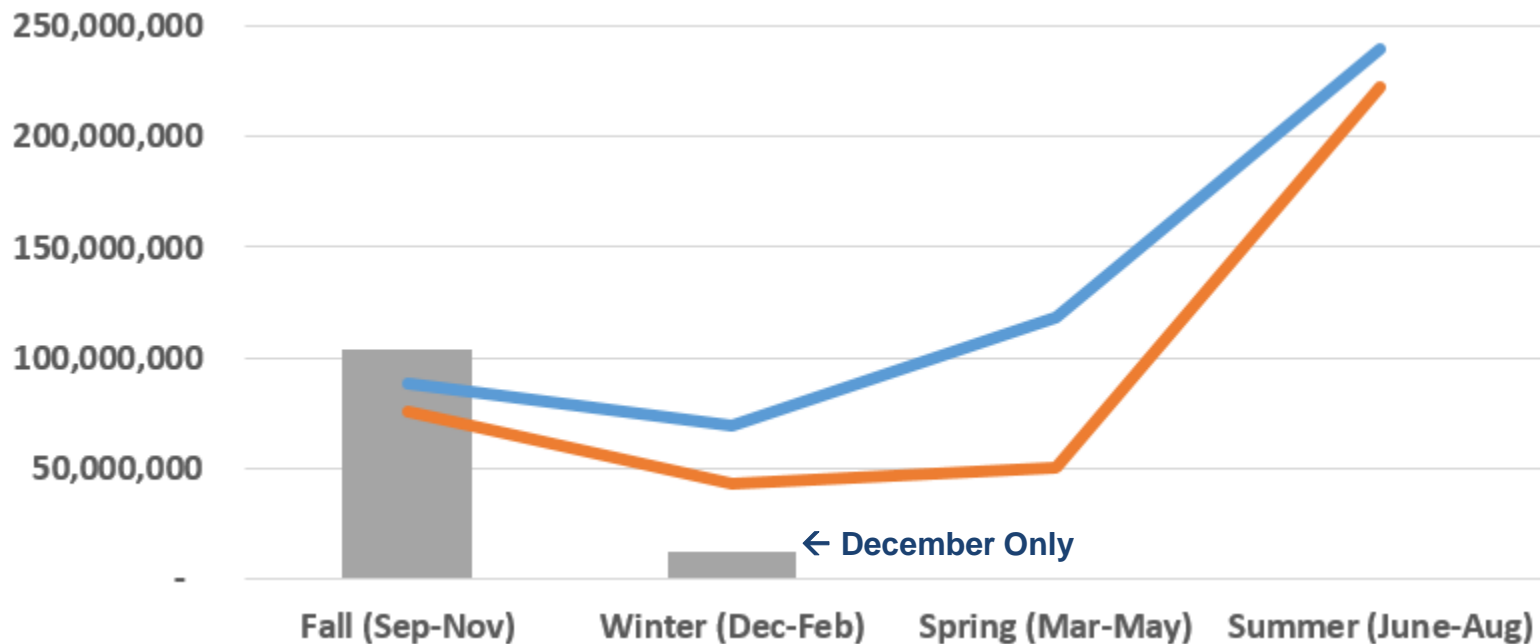


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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

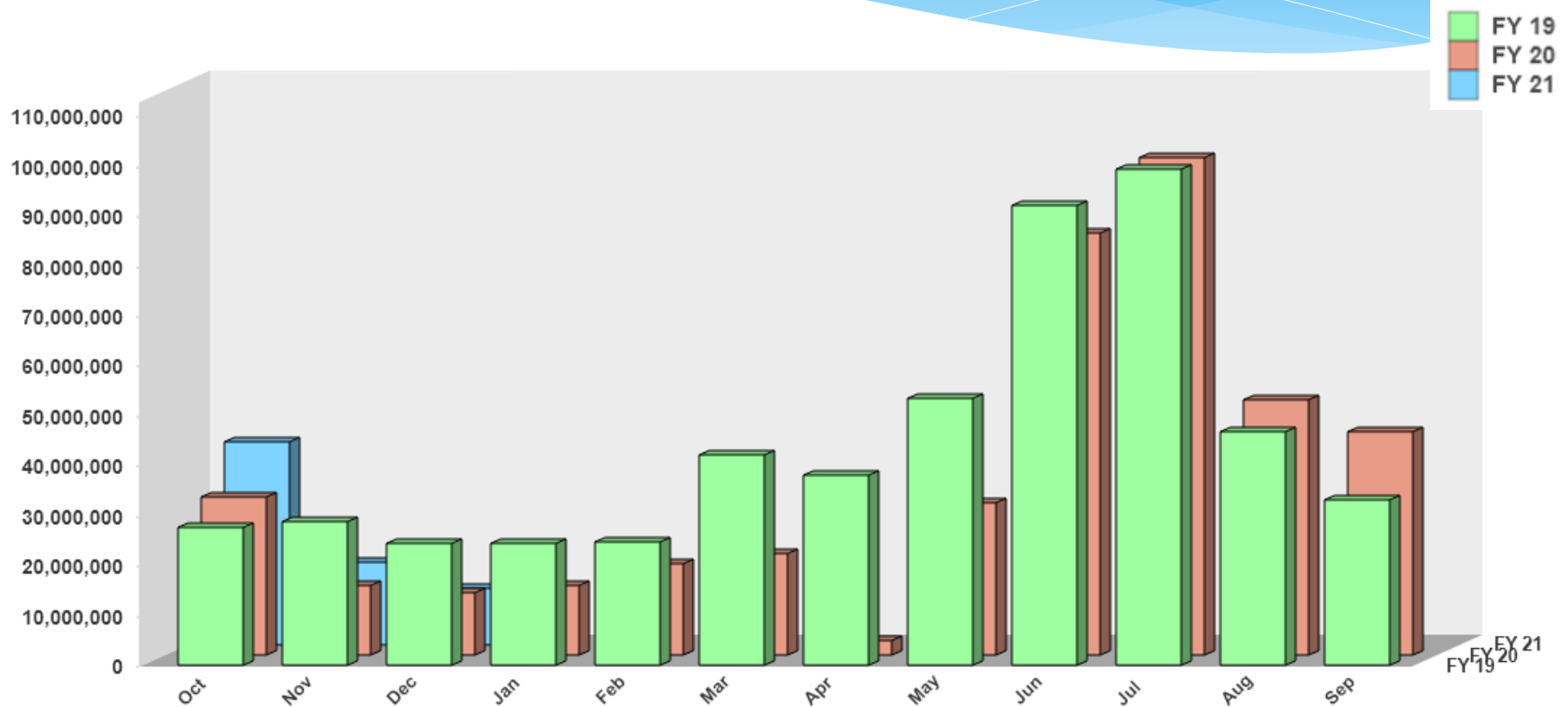
# Seasonal Gross Receipts Three Year Comparison

■ 2020-2021    — 2019-2020    — 2018-2019





Fiscal Year Ending September 30, 2021



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 19	\$27,447,472	\$28,846,596	\$24,409,866	\$24,287,575	\$24,825,970	\$42,139,089	\$38,006,810	\$53,366,688	\$92,190,355	\$99,324,865	\$46,753,968	\$33,020,503
FY 20	\$31,796,927	\$13,919,860	\$12,525,589	\$13,991,822	\$18,395,888	\$20,312,514	\$2,825,180	\$30,486,958	\$84,446,706	\$99,477,298	\$51,086,983	\$44,746,693
FY 21	\$40,602,641	\$16,652,517	\$11,430,646									

\*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: December 31, 2020**



**Bay County  
Tourist Development Council**

GIS_Zone_Desc	BedRoomGroup		Oct	Nov	Dec
West End	1 Bedroom		288	197	124
	2 Bedroom		550	338	224
	3+ Bedrooms		159	124	91
Pier Park	1 Bedroom		435	320	206
	2 Bedroom		476	327	206
	3+ Bedrooms		167	132	83
Open Sands	1 Bedroom		489	345	273
	2 Bedroom		282	174	156
	3+ Bedrooms		141	105	89
Middle Beach	1 Bedroom		1,327	863	723
	2 Bedroom		1,359	943	750
	3+ Bedrooms		726	553	433
Grand Lagoon	1 Bedroom		336	193	110
	2 Bedroom		774	422	315
	3+ Bedrooms		271	158	109

GIS_Zone_Desc	BedRoomGroup	Oct	Nov	Dec
West End	1 Bedroom	\$796,124.50	\$267,411.56	\$147,874.98
	2 Bedroom	\$1,729,648.48	\$509,605.84	\$313,957.84
	3+ Bedrooms	\$773,823.50	\$290,209.44	\$196,907.77
Pier Park	1 Bedroom	\$1,248,292.13	\$414,577.44	\$245,487.16
	2 Bedroom	\$1,598,079.24	\$513,307.44	\$304,736.32
	3+ Bedrooms	\$814,462.18	\$294,346.62	\$162,534.04
Open Sands	1 Bedroom	\$1,067,772.57	\$416,215.71	\$268,495.98
	2 Bedroom	\$819,527.01	\$242,332.59	\$171,608.94
	3+ Bedrooms	\$681,596.88	\$245,378.88	\$179,278.55
Middle Beach	1 Bedroom	\$2,718,247.07	\$909,696.16	\$596,712.18
	2 Bedroom	\$3,951,356.01	\$1,297,240.61	\$909,562.20
	3+ Bedrooms	\$3,191,859.72	\$1,203,686.95	\$759,181.01
Grand Lagoon	1 Bedroom	\$748,612.81	\$226,031.90	\$125,930.86
	2 Bedroom	\$2,228,404.26	\$639,256.95	\$398,143.88
	3+ Bedrooms	\$1,140,654.06	\$363,696.91	\$212,342.20

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

Hotel/Motel Units:	<b>4,843</b>
Hotel/Motel Gross Receipts:	<b>\$4,141,215</b>

Single Family Units:	<b>469</b>
Single Family Gross Receipts:	<b>\$1,477,924</b>

Miscellaneous Units:	<b>1,245</b>
Miscellaneous Gross Receipts:	<b>\$818,754</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 December 2020 and 2019

### For the month ending December 2020

	Current period	Prior periods	Total
Taxes	556,330	62,353	618,683
Penalties	1,995	10,764	12,759
Interest	4	1,132	1,136
<b>Total Collections</b>	<b>558,329</b>	<b>74,249</b>	<b>632,578</b>

### Fiscal year to date through December 2020

	Current period	Prior periods	Total
Taxes	3,274,508	175,594	3,450,102
Penalties	6,971	27,692	34,663
Interest	24	8,572	8,596
<b>Total Collections</b>	<b>3,281,503</b>	<b>211,858</b>	<b>3,493,361</b>

### For the month ending December 2019

	Current period	Prior periods	Total
Taxes	539,017	29,624	568,641
Penalties	2,000	7,417	9,418
Interest	(32)	1,345	1,313
<b>Total Collections</b>	<b>540,984</b>	<b>38,387</b>	<b>579,371</b>

### Fiscal year to date through December 2019

	Current period	Prior periods	Total
Taxes	2,637,881	83,230	2,721,111
Penalties	4,700	18,459	23,159
Interest	(22)	2,034	2,012
<b>Total Collections</b>	<b>2,642,559</b>	<b>103,723</b>	<b>2,746,282</b>



# Supporting Data and Service Contributors

Dan Sowell, CFA  
Bay County Property Appraiser



Bay County  
Geographic Information Systems



QlikView

GeoQlik

