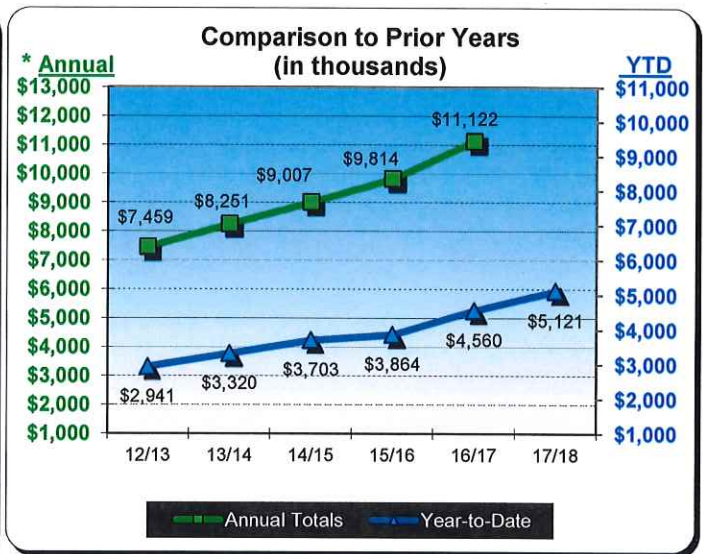
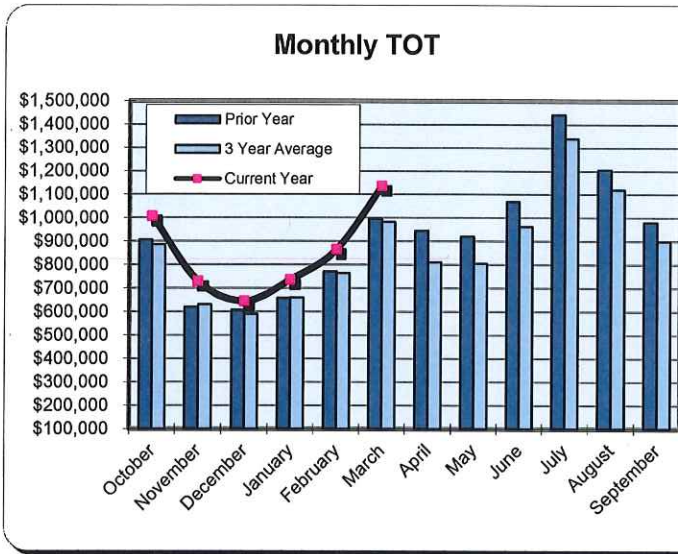


# City of Huntington Beach Transient Occupancy Tax Receipts Report Fiscal Year 2017/2018

## Huntington Beach Hotels 10% Transient Occupancy Tax Receipts Reflecting March Occupancies

| Current Month - March 2018 |             |           |          |
|----------------------------|-------------|-----------|----------|
| Last Year                  | This Year   | Change    | % Change |
| \$996,174                  | \$1,136,027 | \$139,852 | 14.0%    |

| Year to Date - March 2018 |             |           |          |
|---------------------------|-------------|-----------|----------|
| Last Year                 | This Year   | Change    | % Change |
| \$4,560,284               | \$5,120,655 | \$560,371 | 12.3%    |



|           | Fiscal Year 2014/15 |                   | Fiscal Year 2015/16 |                   | Fiscal Year 2016/17 |                   | Fiscal Year 2017/18 |                   |
|-----------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|
|           | Actual              | % Change Prior Yr | Actual              | % Change Prior Yr | Actual              | % Change Prior Yr | Actual              | % Change Prior Yr |
| October   | \$718,440           | 18.3%             | \$743,823           | 3.5%              | \$906,771           | 21.9%             | \$1,007,991         | 11.2%             |
| November  | \$531,343           | 30.3%             | \$543,237           | 2.2%              | \$620,314           | 14.2%             | \$730,297           | 17.7%             |
| December  | \$479,470           | 39.5%             | \$517,749           | 8.0%              | \$607,198           | 17.3%             | \$645,646           | 6.3%              |
| January   | \$609,742           | 49.1%             | \$587,211           | (3.7%)            | \$658,420           | 12.1%             | \$735,174           | 11.7%             |
| February  | \$574,060           | 11.1%             | \$653,490           | 13.8%             | \$771,406           | 18.0%             | \$865,520           | 12.2%             |
| March     | \$790,289           | 20.3%             | \$818,134           | 3.5%              | \$996,174           | 21.8%             | \$1,136,027         | 14.0%             |
| April     | \$759,725           | 27.6%             | \$729,268           | (4.0%)            | \$944,727           | 29.5%             |                     |                   |
| May       | \$722,717           | 21.6%             | \$772,280           | 6.9%              | \$920,196           | 19.2%             |                     |                   |
| June      | \$858,256           | 12.9%             | \$961,733           | 12.1%             | \$1,069,331         | 11.2%             |                     |                   |
| July      | \$1,190,219         | 15.6%             | \$1,387,825         | 16.6%             | \$1,441,402         | 3.9%              |                     |                   |
| August    | \$998,152           | 8.8%              | \$1,154,568         | 15.7%             | \$1,205,677         | 4.4%              |                     |                   |
| September | \$774,736           | 24.7%             | \$944,255           | 21.9%             | \$980,614           | 3.9%              |                     |                   |
| Total:    | <u>\$9,007,147</u>  | <u>20.8%</u>      | <u>\$9,813,572</u>  | <u>9.0%</u>       | <u>\$11,122,231</u> | <u>13.3%</u>      | <u>\$5,120,655</u>  | <u>12.3%</u>      |

# City of Huntington Beach Transient Occupancy Tax Receipts Report Fiscal Year 2017/18

## Huntington Beach Hotels 3% Business Improvement Assessment District Reflecting March Occupancies

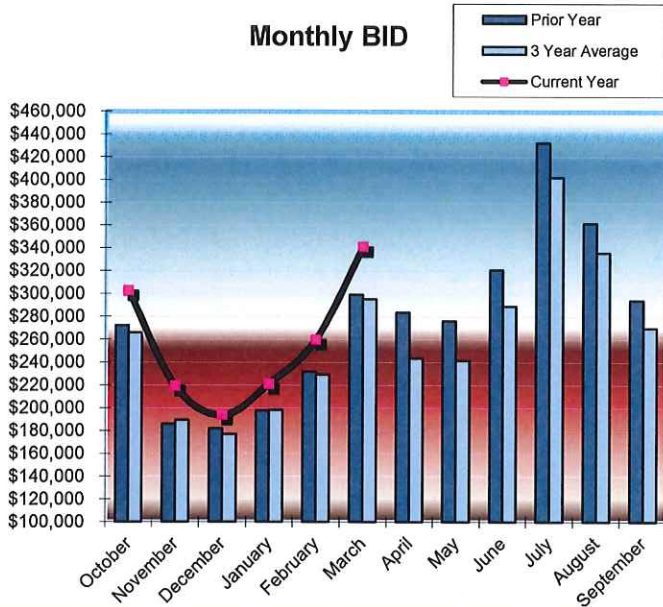
### Current Month - March 2018

| Last Year | This Year | Change   | % Change |
|-----------|-----------|----------|----------|
| \$298,853 | \$340,898 | \$42,046 | 14.1%    |

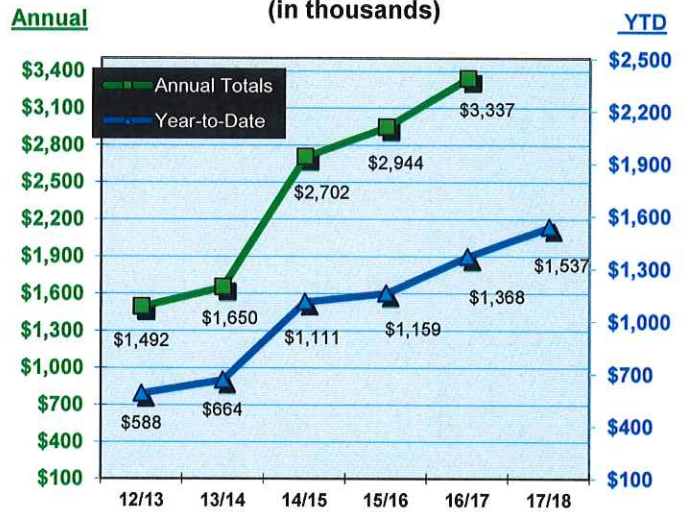
### \* Year to Date - March 2018

| Last Year   | This Year   | Change    | % Change |
|-------------|-------------|-----------|----------|
| \$1,368,107 | \$1,536,593 | \$168,486 | 12.3%    |

### Monthly BID



### Comparison to Prior Years (in thousands)



|               | Fiscal Year 2014/15 |                      | Fiscal Year 2015/16 |                      | Fiscal Year 2016/17 |                      | Fiscal Year 2017/18 |                      |
|---------------|---------------------|----------------------|---------------------|----------------------|---------------------|----------------------|---------------------|----------------------|
|               | Actual              | % Change<br>Prior Yr | Actual              | % Change<br>Prior Yr | Actual              | % Change<br>Prior Yr | Actual              | % Change<br>Prior Yr |
| October       | \$215,532           | 77.5%                | \$223,147           | 3.5%                 | \$272,031           | 21.9%                | \$302,398           | 11.2%                |
| November      | \$159,403           | 95.5%                | \$162,971           | 2.2%                 | \$186,094           | 14.2%                | \$219,089           | 17.7%                |
| December      | \$143,842           | 109.2%               | \$155,325           | 8.0%                 | \$182,159           | 17.3%                | \$193,696           | 6.3%                 |
| January       | \$182,922           | 123.6%               | \$176,164           | (3.7%)               | \$197,526           | 12.1%                | \$220,855           | 11.8%                |
| February      | \$172,217           | 66.7%                | \$195,978           | 13.8%                | \$231,443           | 18.1%                | \$259,657           | 12.2%                |
| March         | \$237,086           | 80.4%                | \$245,440           | 3.5%                 | \$298,853           | 21.8%                | \$340,898           | 14.1%                |
| April         | \$227,918           | 91.4%                | \$218,780           | (4.0%)               | \$283,419           | 29.6%                |                     |                      |
| May           | \$216,815           | 82.4%                | \$231,684           | 6.9%                 | \$276,059           | 19.2%                |                     |                      |
| June          | \$257,476           | 69.4%                | \$288,510           | 12.1%                | \$320,800           | 11.2%                |                     |                      |
| July          | \$357,066           | 73.4%                | \$416,350           | 16.6%                | \$432,421           | 3.9%                 |                     |                      |
| August        | \$299,446           | 63.2%                | \$346,371           | 15.7%                | \$361,703           | 4.4%                 |                     |                      |
| September     | \$232,420           | 87.0%                | \$283,277           | 21.9%                | \$294,185           | 3.9%                 |                     |                      |
| <b>Total:</b> | <b>\$2,702,143</b>  | <b>81.1%</b>         | <b>\$2,943,996</b>  | <b>9.0%</b>          | <b>\$3,336,693</b>  | <b>13.3%</b>         | <b>\$1,536,593</b>  | <b>12.3%</b>         |

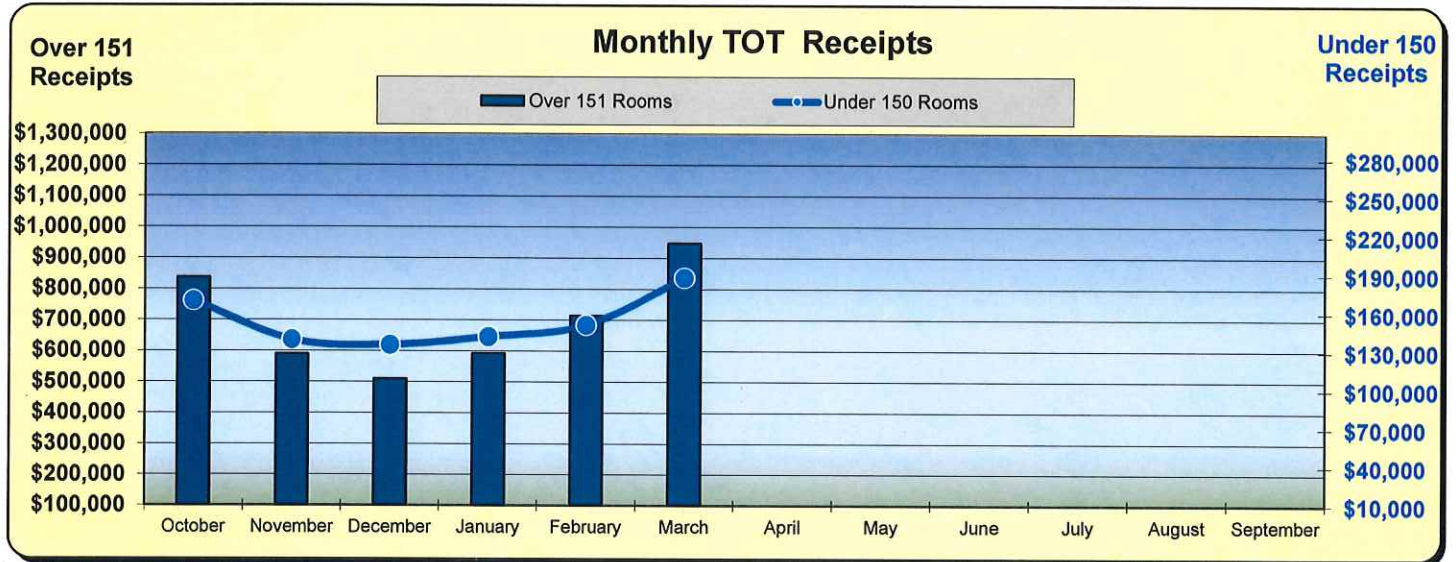
\* Effective October 1, 2014, the BID assessment increased from 2% to 3%.

# City of Huntington Beach Transient Occupancy Tax Receipts Report Fiscal Year 2017/18

## Huntington Beach Hotels 10% Transient Occupancy Tax Receipts Reflecting March Occupancies

| Hotels Over 151 Rooms      |           |          |          |
|----------------------------|-----------|----------|----------|
| Current Month - March 2018 |           |          |          |
| Last Year                  | This Year | Change   | % Change |
| \$866,187                  | \$947,628 | \$81,441 | 9.4%     |

| Hotels Under 150 Rooms     |           |          |          |
|----------------------------|-----------|----------|----------|
| Current Month - March 2018 |           |          |          |
| Last Year                  | This Year | Change   | % Change |
| \$129,987                  | \$188,399 | \$58,412 | 44.9%    |



|               | Fiscal Year 2016/17 |                   |                    |                   | Fiscal Year 2017/18 |                   |                  |                   |
|---------------|---------------------|-------------------|--------------------|-------------------|---------------------|-------------------|------------------|-------------------|
|               | Over 151 Rooms      | % Change Prior Yr | Under 150 Rooms    | % Change Prior Yr | Over 151 Rooms      | % Change Prior Yr | Under 150 Rooms  | % Change Prior Yr |
| October       | \$785,670           | 26.6%             | \$121,101          | 23.8%             | \$837,561           | 6.6%              | \$170,430        | 40.7%             |
| November      | \$533,542           | 16.8%             | \$86,772           | 16.7%             | \$590,425           | 10.7%             | \$139,872        | 61.2%             |
| December      | \$524,168           | 28.3%             | \$83,030           | 16.9%             | \$509,671           | (2.8%)            | \$135,975        | 63.8%             |
| January       | \$573,840           | 7.7%              | \$84,580           | 10.2%             | \$592,902           | 3.3%              | \$142,273        | 68.2%             |
| February      | \$681,156           | 37.4%             | \$90,250           | 15.0%             | \$714,044           | 4.8%              | \$151,477        | 67.8%             |
| March         | \$866,187           | 29.5%             | \$129,987          | 7.0%              | \$947,628           | 9.4%              | \$188,399        | 44.9%             |
| April         | \$828,009           | 27.4%             | \$116,719          | 6.3%              |                     |                   |                  |                   |
| May           | \$799,650           | 31.4%             | \$120,546          | 5.6%              |                     |                   |                  |                   |
| June          | \$921,738           | 27.3%             | \$147,593          | 10.2%             |                     |                   |                  |                   |
| July          | \$1,239,743         | 23.9%             | \$201,659          | 6.4%              |                     |                   |                  |                   |
| August        | \$1,043,774         | 22.3%             | \$161,903          | 12.1%             |                     |                   |                  |                   |
| September     | \$829,030           | 25.5%             | \$151,584          | 33.0%             |                     |                   |                  |                   |
| <b>Total:</b> | <b>\$9,626,509</b>  | <b>25.3%</b>      | <b>\$1,495,722</b> | <b>12.8%</b>      | <b>\$4,192,230</b>  | <b>5.7%</b>       | <b>\$928,425</b> | <b>55.8%</b>      |

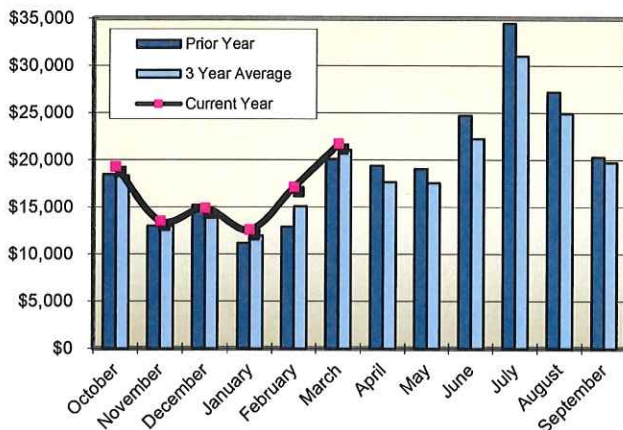
# City of Huntington Beach Transient Occupancy Tax Receipts Report Fiscal Year 2017/18

## Sunset Beach Hotels 10% Transient Occupancy Tax Receipts Reflecting March Occupancies

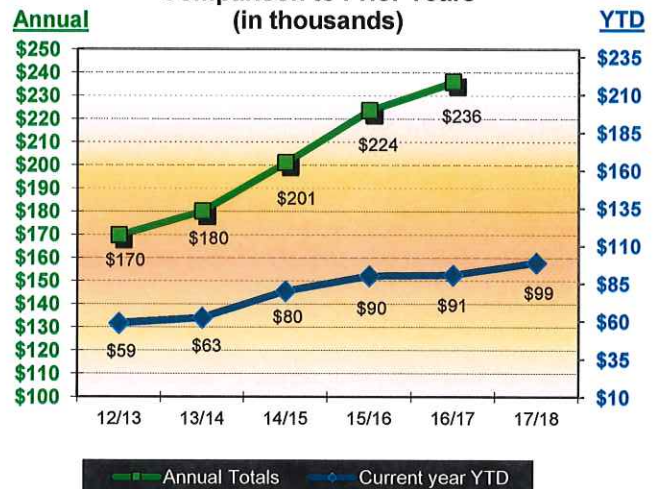
| Current Month - March 2018 |           |         |          |
|----------------------------|-----------|---------|----------|
| Last Year                  | This Year | Change  | % Change |
| \$20,082                   | \$21,706  | \$1,625 | 8.1%     |

| Year to Date - March 2018 |           |         |          |
|---------------------------|-----------|---------|----------|
| Last Year                 | This Year | Change  | % Change |
| \$90,857                  | \$99,077  | \$8,219 | 9.1%     |

**Monthly TOT**



**Comparison to Prior Years  
(in thousands)**



|               | Fiscal Year 2014/15 |                   | Fiscal Year 2015/16 |                   | Fiscal Year 2016/17 |                   | Fiscal Year 2017/18 |                   |
|---------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|---------------------|-------------------|
|               | Actual              | % Change Prior Yr | Actual              | % Change Prior Yr | Actual              | % Change Prior Yr | Actual              | % Change Prior Yr |
| October       | \$15,596            |                   | \$17,213            | 10.4%             | \$18,469            | 7.3%              | \$19,276            | 4.4%              |
| November      | \$12,010            |                   | \$12,511            | 4.2%              | \$13,025            | 4.1%              | \$13,514            | 3.8%              |
| December      | \$10,480            |                   | \$11,722            | 11.9%             | \$15,223            | 29.9%             | \$14,872            | (2.3%)            |
| January       | \$10,681            |                   | \$12,212            | 14.3%             | \$11,170            | (8.5%)            | \$12,580            | 12.6%             |
| February      | \$13,782            |                   | \$15,160            | 10.0%             | \$12,888            | (15.0%)           | \$17,129            | 32.9%             |
| March         | \$17,675            |                   | \$21,467            | 21.5%             | \$20,082            | (6.5%)            | \$21,706            | 8.1%              |
| April         | \$15,619            |                   | \$17,987            | 15.2%             | \$19,404            | 7.9%              |                     |                   |
| May           | \$16,621            |                   | \$16,951            | 2.0%              | \$19,040            | 12.3%             |                     |                   |
| June          | \$19,367            |                   | \$22,690            | 17.2%             | \$24,705            | 8.9%              |                     |                   |
| July          | \$26,929            |                   | \$31,662            | 17.6%             | \$34,461            | 8.8%              |                     |                   |
| August        | \$23,261            |                   | \$24,333            | 4.6%              | \$27,189            | 11.7%             |                     |                   |
| September     | \$19,231            |                   | \$19,693            | 2.4%              | \$20,280            | 3.0%              |                     |                   |
| <b>Total:</b> | <b>\$201,251</b>    |                   | <b>\$223,600</b>    | <b>11.1%</b>      | <b>\$235,936</b>    | <b>5.5%</b>       | <b>\$99,077</b>     | <b>9.1%</b>       |

# City of Huntington Beach Transient Occupancy Tax Receipts Report Fiscal Year 2017/18

## Sunset Beach Hotels 3% Business Improvement Assessment District Reflecting March Occupancies

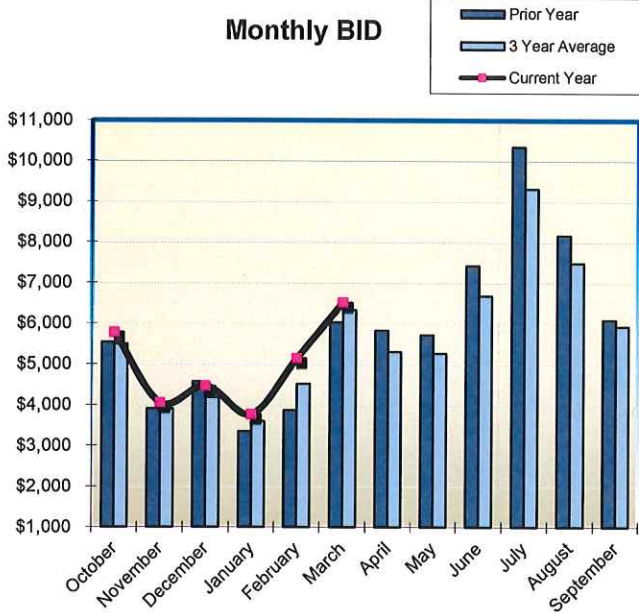
### Current Month - March 2018

| Last Year | This Year | Change | % Change |
|-----------|-----------|--------|----------|
| \$6,024   | \$6,512   | \$487  | 8.1%     |

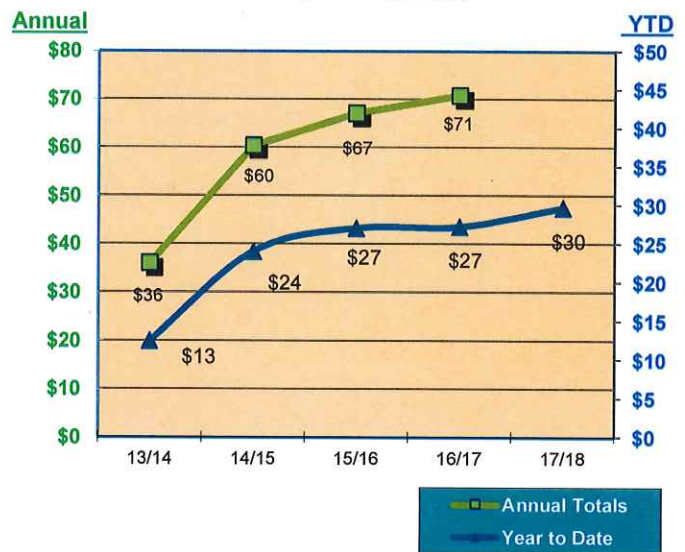
### \* Year to Date - March 2018

| Last Year | This Year | Change  | % Change |
|-----------|-----------|---------|----------|
| \$27,257  | \$29,723  | \$2,466 | 9.1%     |

Monthly BID



Comparison to Prior Years  
(in thousands)



|           | Fiscal Year 2014/15 |               | Fiscal Year 2015/16 |              | Fiscal Year 2016/17 |             | Fiscal Year 2017/18 |             |
|-----------|---------------------|---------------|---------------------|--------------|---------------------|-------------|---------------------|-------------|
|           | Actual              | Prior Yr      | Actual              | Prior Yr     | Actual              | Prior Yr    | Actual              | Prior Yr    |
| October   | \$4,679             | 316.4%        | \$5,164             | 10.4%        | \$5,541             | 7.3%        | \$5,783             | 4.4%        |
| November  | \$3,603             | 257.6%        | \$3,753             | 4.2%         | \$3,908             | 4.1%        | \$4,054             | 3.7%        |
| December  | \$3,144             | 381.2%        | \$3,517             | 11.9%        | \$4,567             | 29.9%       | \$4,462             | (2.3%)      |
| January   | \$3,204             | 287.9%        | \$3,664             | 14.3%        | \$3,351             | (8.5%)      | \$3,774             | 12.6%       |
| February  | \$4,134             | 565.0%        | \$4,548             | 10.0%        | \$3,866             | (15.0%)     | \$5,139             | 32.9%       |
| March     | \$5,302             | 284.8%        | \$6,440             | 21.5%        | \$6,024             | (6.5%)      | \$6,512             | 8.1%        |
| April     | \$4,686             | 65.8%         | \$5,396             | 15.2%        | \$5,821             | 7.9%        |                     |             |
| May       | \$4,986             | 76.4%         | \$5,085             | 2.0%         | \$5,712             | 12.3%       |                     |             |
| June      | \$5,810             | 41.3%         | \$6,807             | 17.2%        | \$7,411             | 8.9%        |                     |             |
| July      | \$8,079             | 52.7%         | \$9,499             | 17.6%        | \$10,338            | 8.8%        |                     |             |
| August    | \$6,978             | 60.6%         | \$7,300             | 4.6%         | \$8,157             | 11.7%       |                     |             |
| September | \$5,769             | 107.6%        | \$5,908             | 2.4%         | \$6,083             | 3.0%        |                     |             |
| Total:    | <b>\$60,375</b>     | <b>117.2%</b> | <b>\$67,080</b>     | <b>11.1%</b> | <b>\$70,780</b>     | <b>5.5%</b> | <b>\$29,723</b>     | <b>9.1%</b> |

\* Effective October 1, 2014, the BID assessment increased from 2% to 3%.