City of Huntington Beach
Transient Occupancy Tax Receipts Report
Fiscal Year 2018/2019

Huntington Beach Hotels
10% Transient Occupancy Tax Receipts Reflecting August Occupancies

<table>
<thead>
<tr>
<th>Month</th>
<th>Current Month - August 2018</th>
<th>Year to Date - August 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Last Year</td>
<td>This Year</td>
</tr>
<tr>
<td>October</td>
<td>$1,205,677</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>November</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>December</td>
<td>$1,195,875</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>January</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>February</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>March</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>April</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>May</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>June</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>July</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>August</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>September</td>
<td>$1,206,711</td>
<td>$1,535,420</td>
</tr>
<tr>
<td>Total:</td>
<td>$9,007,147</td>
<td>$9,813,572</td>
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</tbody>
</table>

Monthly TOT

Comparison to Prior Years

<table>
<thead>
<tr>
<th>Fiscal Year 2014/15</th>
<th>Fiscal Year 2015/16</th>
<th>Fiscal Year 2016/17</th>
<th>Fiscal Year 2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actual</td>
<td>% Change</td>
<td>Actual</td>
<td>% Change</td>
</tr>
<tr>
<td>October</td>
<td>$718,440</td>
<td>24.1%</td>
<td>$743,823</td>
</tr>
<tr>
<td>November</td>
<td>$531,343</td>
<td>11.3%</td>
<td>$543,237</td>
</tr>
<tr>
<td>December</td>
<td>$479,470</td>
<td>5.0%</td>
<td>$517,749</td>
</tr>
<tr>
<td>January</td>
<td>$609,742</td>
<td>16.3%</td>
<td>$587,211</td>
</tr>
<tr>
<td>February</td>
<td>$574,060</td>
<td>(5.3%)</td>
<td>$555,490</td>
</tr>
<tr>
<td>March</td>
<td>$790,289</td>
<td>16.7%</td>
<td>$838,134</td>
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<tr>
<td>April</td>
<td>$759,725</td>
<td>13.2%</td>
<td>$729,268</td>
</tr>
<tr>
<td>May</td>
<td>$722,717</td>
<td>5.4%</td>
<td>$772,280</td>
</tr>
<tr>
<td>June</td>
<td>$858,256</td>
<td>10.3%</td>
<td>$961,733</td>
</tr>
<tr>
<td>July</td>
<td>$1,190,219</td>
<td>10.1%</td>
<td>$1,387,825</td>
</tr>
<tr>
<td>August</td>
<td>$998,182</td>
<td>(1.6%)</td>
<td>$1,154,568</td>
</tr>
<tr>
<td>September</td>
<td>$774,736</td>
<td>10.7%</td>
<td>$944,255</td>
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</table>
City of Huntington Beach
Transient Occupancy Tax Receipts Report
Fiscal Year 2018/19

Huntington Beach Hotels
3% Business Improvement Assessment District Reflecting August Occupancies

<table>
<thead>
<tr>
<th>Current Month - August 2018</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Year</td>
<td>This Year</td>
</tr>
<tr>
<td>$381,703</td>
<td>$460,631</td>
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</table>

<table>
<thead>
<tr>
<th>* Year to Date - August 2018</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Year</td>
<td>This Year</td>
</tr>
<tr>
<td>$3,042,508</td>
<td>$3,544,985</td>
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Monthly BID

Comparison to Prior Years (in thousands)

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<tr>
<th>Annual Totals</th>
<th>Year-to-Date</th>
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<tr>
<td>$3,400</td>
<td>$3,357</td>
</tr>
<tr>
<td>$3,300</td>
<td>$3,300</td>
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<td>$2,944</td>
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<tr>
<td>$2,702</td>
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<tr>
<td>$2,470</td>
<td>$2,470</td>
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<tr>
<td>$1,650</td>
<td>$1,650</td>
</tr>
<tr>
<td>$1,510</td>
<td>$1,510</td>
</tr>
<tr>
<td>$1,368</td>
<td>$1,368</td>
</tr>
<tr>
<td>$1,000</td>
<td>$1,000</td>
</tr>
<tr>
<td>$800</td>
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<tr>
<td>$600</td>
<td>$600</td>
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<tr>
<td>$300</td>
<td>$300</td>
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Fiscal Year 2014/15

<table>
<thead>
<tr>
<th></th>
<th>% Change</th>
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</thead>
<tbody>
<tr>
<td>October</td>
<td>66.1%</td>
</tr>
<tr>
<td>November</td>
<td>66.9%</td>
</tr>
<tr>
<td>December</td>
<td>57.5%</td>
</tr>
<tr>
<td>January</td>
<td>74.5%</td>
</tr>
<tr>
<td>February</td>
<td>42.1%</td>
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<td>March</td>
<td>75.1%</td>
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<tr>
<td>April</td>
<td>69.8%</td>
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<tr>
<td>May</td>
<td>58.1%</td>
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<tr>
<td>June</td>
<td>66.5%</td>
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<tr>
<td>July</td>
<td>16.6%</td>
</tr>
<tr>
<td>August</td>
<td>15.7%</td>
</tr>
<tr>
<td>September</td>
<td>66.1%</td>
</tr>
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</table>

Fiscal Year 2015/16

<table>
<thead>
<tr>
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<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>3.5%</td>
</tr>
<tr>
<td>November</td>
<td>2.2%</td>
</tr>
<tr>
<td>December</td>
<td>8.0%</td>
</tr>
<tr>
<td>January</td>
<td>(3.7%)</td>
</tr>
<tr>
<td>February</td>
<td>13.8%</td>
</tr>
<tr>
<td>March</td>
<td>3.5%</td>
</tr>
<tr>
<td>April</td>
<td>(4.0%)</td>
</tr>
<tr>
<td>May</td>
<td>6.9%</td>
</tr>
<tr>
<td>June</td>
<td>12.1%</td>
</tr>
<tr>
<td>July</td>
<td>16.6%</td>
</tr>
<tr>
<td>August</td>
<td>15.7%</td>
</tr>
<tr>
<td>September</td>
<td>21.9%</td>
</tr>
</tbody>
</table>

Fiscal Year 2016/17

<table>
<thead>
<tr>
<th></th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>21.9%</td>
</tr>
<tr>
<td>November</td>
<td>14.2%</td>
</tr>
<tr>
<td>December</td>
<td>17.3%</td>
</tr>
<tr>
<td>January</td>
<td>12.1%</td>
</tr>
<tr>
<td>February</td>
<td>18.1%</td>
</tr>
<tr>
<td>March</td>
<td>21.8%</td>
</tr>
<tr>
<td>April</td>
<td>29.6%</td>
</tr>
<tr>
<td>May</td>
<td>19.2%</td>
</tr>
<tr>
<td>June</td>
<td>11.2%</td>
</tr>
<tr>
<td>July</td>
<td>3.9%</td>
</tr>
<tr>
<td>August</td>
<td>4.4%</td>
</tr>
<tr>
<td>September</td>
<td>3.9%</td>
</tr>
</tbody>
</table>

Fiscal Year 2017/18

<table>
<thead>
<tr>
<th></th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>11.2%</td>
</tr>
<tr>
<td>November</td>
<td>17.7%</td>
</tr>
<tr>
<td>December</td>
<td>6.3%</td>
</tr>
<tr>
<td>January</td>
<td>11.8%</td>
</tr>
<tr>
<td>February</td>
<td>12.2%</td>
</tr>
<tr>
<td>March</td>
<td>14.1%</td>
</tr>
<tr>
<td>April</td>
<td>14.3%</td>
</tr>
<tr>
<td>May</td>
<td>17.1%</td>
</tr>
<tr>
<td>June</td>
<td>19.1%</td>
</tr>
<tr>
<td>July</td>
<td>19.9%</td>
</tr>
<tr>
<td>August</td>
<td>27.4%</td>
</tr>
<tr>
<td>September</td>
<td>16.5%</td>
</tr>
</tbody>
</table>

* Effective October 1, 2014, the BID assessment increased from 2% to 3%.
City of Huntington Beach
Transient Occupancy Tax Receipts Report
Fiscal Year 2018/19

Huntington Beach Hotels
10% Transient Occupancy Tax Receipts Reflecting August Occupancies

### Hotels Over 151 Rooms

<table>
<thead>
<tr>
<th>Last Year</th>
<th>This Year</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,043,774</td>
<td>$1,322,723</td>
<td>$278,949</td>
<td>26.7%</td>
</tr>
</tbody>
</table>

### Hotels Under 150 Rooms

<table>
<thead>
<tr>
<th>Last Year</th>
<th>This Year</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$161,903</td>
<td>$212,697</td>
<td>$50,794</td>
<td>31.4%</td>
</tr>
</tbody>
</table>

### Monthly TOT Receipts

**Over 151 Receipts**

- October: $1,500,000
- November: $1,400,000
- December: $1,300,000
- January: $1,200,000
- February: $1,100,000
- March: $1,000,000
- April: $1,000,000
- May: $1,000,000
- June: $1,000,000
- July: $1,000,000
- August: $1,000,000
- September: $1,000,000

**Under 150 Receipts**

- October: $400,000
- November: $370,000
- December: $340,000
- January: $310,000
- February: $280,000
- March: $250,000
- April: $220,000
- May: $190,000
- June: $160,000
- July: $130,000
- August: $100,000
- September: $70,000

### Fiscal Year 2016/17

<table>
<thead>
<tr>
<th></th>
<th>Over 151 Rooms</th>
<th>% Change Prior Yr</th>
<th>Under 150 Rooms</th>
<th>% Change Prior Yr</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>$786,670</td>
<td>23.9%</td>
<td>$121,101</td>
<td>10.5%</td>
</tr>
<tr>
<td>November</td>
<td>$533,542</td>
<td>15.4%</td>
<td>$66,772</td>
<td>7.1%</td>
</tr>
<tr>
<td>December</td>
<td>$524,168</td>
<td>19.9%</td>
<td>$63,030</td>
<td>3.0%</td>
</tr>
<tr>
<td>January</td>
<td>$573,840</td>
<td>13.8%</td>
<td>$64,580</td>
<td>1.8%</td>
</tr>
<tr>
<td>February</td>
<td>$681,156</td>
<td>23.6%</td>
<td>$90,079</td>
<td>(12.0%)</td>
</tr>
<tr>
<td>March</td>
<td>$866,187</td>
<td>26.3%</td>
<td>$129,987</td>
<td>(1.7%)</td>
</tr>
<tr>
<td>April</td>
<td>$926,009</td>
<td>32.2%</td>
<td>$116,719</td>
<td>13.6%</td>
</tr>
<tr>
<td>May</td>
<td>$796,650</td>
<td>21.0%</td>
<td>$120,546</td>
<td>8.2%</td>
</tr>
<tr>
<td>June</td>
<td>$921,738</td>
<td>12.7%</td>
<td>$147,593</td>
<td>2.6%</td>
</tr>
<tr>
<td>July</td>
<td>$1,239,743</td>
<td>4.3%</td>
<td>$201,659</td>
<td>1.1%</td>
</tr>
<tr>
<td>August</td>
<td>$1,043,774</td>
<td>4.4%</td>
<td>$161,903</td>
<td>4.9%</td>
</tr>
<tr>
<td>September</td>
<td>$829,030</td>
<td>(0.1%)</td>
<td>$151,584</td>
<td>32.4%</td>
</tr>
<tr>
<td>Total:</td>
<td>$9,626,609</td>
<td>14.6%</td>
<td>$1,465,722</td>
<td>6.7%</td>
</tr>
</tbody>
</table>

### Fiscal Year 2017/18

<table>
<thead>
<tr>
<th></th>
<th>Over 151 Rooms</th>
<th>% Change Prior Yr</th>
<th>Under 150 Rooms</th>
<th>% Change Prior Yr</th>
</tr>
</thead>
<tbody>
<tr>
<td>October</td>
<td>$837,561</td>
<td>6.6%</td>
<td>$170,430</td>
<td>40.7%</td>
</tr>
<tr>
<td>November</td>
<td>$590,425</td>
<td>10.7%</td>
<td>$139,872</td>
<td>61.2%</td>
</tr>
<tr>
<td>December</td>
<td>$509,571</td>
<td>(2.8%)</td>
<td>$135,975</td>
<td>63.8%</td>
</tr>
<tr>
<td>January</td>
<td>$392,902</td>
<td>3.3%</td>
<td>$142,273</td>
<td>68.2%</td>
</tr>
<tr>
<td>February</td>
<td>$714,044</td>
<td>4.6%</td>
<td>$151,477</td>
<td>67.6%</td>
</tr>
<tr>
<td>March</td>
<td>$947,828</td>
<td>9.4%</td>
<td>$188,399</td>
<td>44.6%</td>
</tr>
<tr>
<td>April</td>
<td>$911,856</td>
<td>10.1%</td>
<td>$167,481</td>
<td>45.6%</td>
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<tr>
<td>May</td>
<td>$911,337</td>
<td>14.0%</td>
<td>$166,253</td>
<td>37.5%</td>
</tr>
<tr>
<td>June</td>
<td>$1,063,036</td>
<td>15.3%</td>
<td>$210,447</td>
<td>42.6%</td>
</tr>
<tr>
<td>July</td>
<td>$1,467,268</td>
<td>18.4%</td>
<td>$261,471</td>
<td>29.7%</td>
</tr>
<tr>
<td>August</td>
<td>$1,322,723</td>
<td>26.7%</td>
<td>$212,697</td>
<td>31.4%</td>
</tr>
<tr>
<td>September</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total:</td>
<td>$9,868,489</td>
<td>12.2%</td>
<td>$1,946,774</td>
<td>44.8%</td>
</tr>
</tbody>
</table>
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<table>
<thead>
<tr>
<th>Current Month - August 2018</th>
<th>Year to Date - August 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Last Year</td>
<td>This Year</td>
</tr>
<tr>
<td>$27,189</td>
<td>$31,197</td>
</tr>
</tbody>
</table>

Monthly TOT

Comparison to Prior Years (in thousands)

<table>
<thead>
<tr>
<th>Fiscal Year 2014/15</th>
<th>Fiscal Year 2015/16</th>
<th>Fiscal Year 2016/17</th>
<th>Fiscal Year 2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actual</td>
<td>% Change</td>
<td>Actual</td>
<td>% Change</td>
</tr>
<tr>
<td>October</td>
<td>$15,596</td>
<td>32.1%</td>
<td>$17,213</td>
</tr>
<tr>
<td>November</td>
<td>$12,010</td>
<td>26.9%</td>
<td>$12,511</td>
</tr>
<tr>
<td>December</td>
<td>$10,480</td>
<td>26.6%</td>
<td>$11,722</td>
</tr>
<tr>
<td>January</td>
<td>$10,681</td>
<td>21.1%</td>
<td>$12,212</td>
</tr>
<tr>
<td>February</td>
<td>$13,762</td>
<td>40.5%</td>
<td>$15,160</td>
</tr>
<tr>
<td>March</td>
<td>$17,675</td>
<td>20.6%</td>
<td>$21,467</td>
</tr>
<tr>
<td>April</td>
<td>$15,619</td>
<td>9.7%</td>
<td>$17,987</td>
</tr>
<tr>
<td>May</td>
<td>$16,621</td>
<td>6.2%</td>
<td>$16,951</td>
</tr>
<tr>
<td>June</td>
<td>$19,367</td>
<td>(1.0%)</td>
<td>$22,690</td>
</tr>
<tr>
<td>July</td>
<td>$26,929</td>
<td>(4.4%)</td>
<td>$31,662</td>
</tr>
<tr>
<td>August</td>
<td>$23,261</td>
<td>(6.3%)</td>
<td>$24,333</td>
</tr>
<tr>
<td>September</td>
<td>$19,231</td>
<td>26.4%</td>
<td>$19,693</td>
</tr>
<tr>
<td>Total:</td>
<td>$201,261</td>
<td>11.7%</td>
<td>$223,600</td>
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</table>

$237,770 10.3%
City of Huntington Beach
Transient Occupancy Tax Receipts Report
Fiscal Year 2018/19

Sunset Beach Hotels
3% Business Improvement Assessment District Reflecting August Occupancies

**Current Month - August 2018**

<table>
<thead>
<tr>
<th></th>
<th>Last Year</th>
<th>This Year</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$8,157</td>
<td>$9,359</td>
<td>$1,203</td>
<td>14.7%</td>
<td></td>
</tr>
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</table>

**Year to Date - August 2018**

<table>
<thead>
<tr>
<th></th>
<th>Last Year</th>
<th>This Year</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>$64,696</td>
<td>$71,331</td>
<td>$6,635</td>
<td>10.3%</td>
<td></td>
</tr>
</tbody>
</table>

**Monthly BID**

**Comparison to Prior Years**

<table>
<thead>
<tr>
<th>Fiscal Year 2014/15</th>
<th>Fiscal Year 2015/16</th>
<th>Fiscal Year 2016/17</th>
<th>Fiscal Year 2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actual</td>
<td>Prior Yr</td>
<td>Actual</td>
<td>Prior Yr</td>
</tr>
<tr>
<td>October</td>
<td>$4,679</td>
<td>98.1%</td>
<td>$5,164</td>
</tr>
<tr>
<td>November</td>
<td>$3,603</td>
<td>93.4%</td>
<td>$3,753</td>
</tr>
<tr>
<td>December</td>
<td>$3,144</td>
<td>92.9%</td>
<td>$3,517</td>
</tr>
<tr>
<td>January</td>
<td>$3,204</td>
<td>81.7%</td>
<td>$3,664</td>
</tr>
<tr>
<td>February</td>
<td>$4,134</td>
<td>110.8%</td>
<td>$4,548</td>
</tr>
<tr>
<td>March</td>
<td>$5,302</td>
<td>80.9%</td>
<td>$6,440</td>
</tr>
<tr>
<td>April</td>
<td>$4,686</td>
<td>64.5%</td>
<td>$5,396</td>
</tr>
<tr>
<td>May</td>
<td>$4,096</td>
<td>60.3%</td>
<td>$6,086</td>
</tr>
<tr>
<td>June</td>
<td>$5,810</td>
<td>48.5%</td>
<td>$6,807</td>
</tr>
<tr>
<td>July</td>
<td>$8,079</td>
<td>43.3%</td>
<td>$9,499</td>
</tr>
<tr>
<td>August</td>
<td>$6,978</td>
<td>40.6%</td>
<td>$7,300</td>
</tr>
<tr>
<td>September</td>
<td>$5,759</td>
<td>89.3%</td>
<td>$5,908</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>$60,375</strong></td>
<td><strong>67.5%</strong></td>
<td><strong>$67,080</strong></td>
</tr>
</tbody>
</table>

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