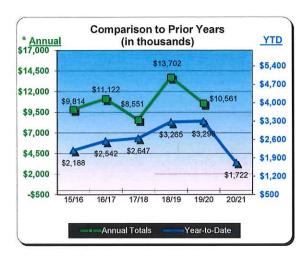
Curren	t Month -	August 2020		
Last Year	This Year	<u>Change</u>	% Change	
\$1,534,018	\$881,981	(\$652,037)	(42.5%)	

\$1,870,000		Prior Ye	ar	
\$1,670,000		3 Year A	Average	
\$1,470,000		Current	Year	
\$1,270,000				
\$1,070,000				
\$870,000			- h-	
\$670,000				
\$470,000	HHHH			
\$270,000				
\$70,000				

Year	to Date -	August 2020			
Last Year	This Year	<u>Change</u>	% Change		
\$3,296,184	\$1,722,232	(\$1,573,951)	(47.8%)		



	Fiscal Ye	ar 2017/18	1	Fiscal Yea	ar 2018/19	Fiscal Yea	ar 2019/20	Fiscal Yea	r 2020/21
	Actual	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr	Actual	% Change Prior Yr
October	\$1,007,991	11.2%	July	\$1,728,739	19.9%	\$1,762,166	1.9%	\$840,251	(52.3%)
November	\$730,297	17.7%	August	\$1,536,379	27.4%	\$1,534,018	(0.2%)	\$881,981	(42.5%)
December	\$645,646	6.3%	September	\$1,104,493	12.6%	\$1,091,400	(1.2%)		
January	\$735,174	11.7%	October	\$1,134,974	12.6%	\$1,192,539	5.1%		
February	\$865,520	12.2%	November	\$913,205	25.1%	\$826,989	(9.4%)		
March	\$1,136,027	14.0%	December	\$770,975	19.4%	\$739,955	(4.0%)		
April	\$1,079,376	14.3%	January	\$880,924	19.8%	\$855,088	(2.9%)		
May	\$1,077,590	17.1%	February	\$919,887	6.3%	\$969,847	5.4%		
June	\$1,273,482	19.1%	March	\$1,156,110	1.8%	\$405,254	(65.0%)	9	
July	N/A	N/A	April	\$1,113,514	3.2%	\$125,585	(88.7%)		
August	N/A	N/A	May	\$1,134,945	5.3%	\$370,819	(67.3%)		
September	N/A	N/A	June	\$1,307,538	2.7%	\$687,687	(47.4%)		
Total:	\$8,551,103	(23.1%)	*	\$13,701,682	60.2%	\$10,561,347	(22.9%)	\$1,722,232	(47.8%)

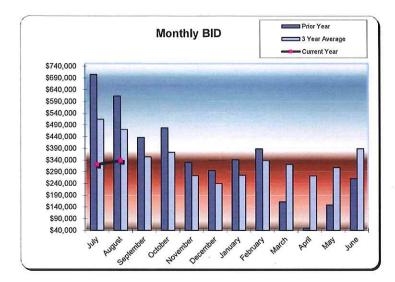
<sup>\*</sup> Best Western Surf City underreported July 2019 Gross Rev by \$147,532.78. This has been adjusted and July shows the correct TOT + BID Payments

<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

#### **Huntington Beach Hotels**

Curre	Current Month - August 2020						
Last Year	This Year	<u>Change</u>	% Change				
\$613,607	\$338,437	(\$275,170)	(44.8%)				

* Yea	r to Date -	August 2020		
Last Year	This Year	<u>Change</u>	% Change	
\$1,318,474	\$660,050	(\$658,424)	(49.9%)	





	Fiscal Ye	ear 2017/18	7	Fiscal Yea	ar 2018/19	Fiscal Ye	ar 2019/20	Fiscal Y	ear 2020/21
	Actual	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr	Actual	% Change Prior Yr
October	\$302,398	11.2%	July	\$518,623	19.9%	\$704,866	35.9%	\$321,613	(54.4%)
November	\$219,089	17.7%	August	\$460,919	27.4%	\$613,607	33.1%	\$338,437	(44.8%)
December	\$193,696	6.3%	September	\$331,351	12.6%	\$436,560	31.8%		
January	\$220,855	11.8%	October	\$340,496	12.6%	\$477,016	40.1%		
February	\$259,657	12.2%	November	\$273,963	25.1%	\$330,796	20.7%		
March	\$340,898	14.1%	December	\$231,292	19.4%	\$295,982	28.0%		
April	\$323,814	14.3%	January	\$264,365	19.7%	\$342,037	29.4%		
May	\$323,277	17.1%	February	\$367,956	41.7%	\$387,940	5.4%		
June	\$382,046	19.1%	March	\$462,449	35.7%	\$162,101	(65.0%)		
July	N/A	N/A	April	\$445,406	37.6%	\$50,233	(88.7%)		
August	N/A	N/A	May	\$453,978	40.4%	\$148,328	(67.3%)		
September	N/A	N/A	June	\$523,008	36.9%	\$260,883	(50.1%)		
Total:	\$2,565,730	(23.1%)	*	\$4,673,808	82.2%	\$4,210,352	(9.9%)	\$660,050	(49.9%)

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

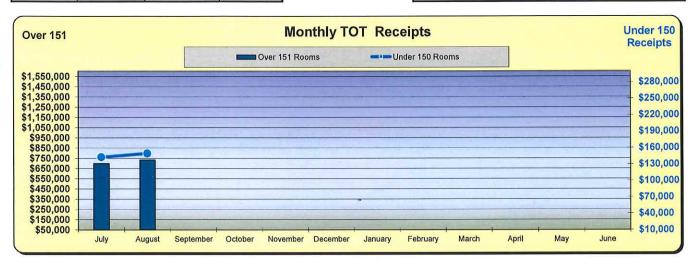
<sup>\*</sup> Effective February 1, 2019, the BID assessment increased from 3% to 4%.

<sup>\*</sup> Best Western Surf City underreported July 2019 Gross Rev by \$147,532.78. This has been adjusted and July shows the correct TOT + BID Payments

<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

	Hotels Ove	r 151 Rooms	
Curre	nt Month -	August 2020	
Last Year	This Year	Change	% Change
\$1,330,096	\$732,261	(\$597,835)	(45.0%)

Hotels Under 150 Rooms							
Current Month - August 2020							
Last Year	This Year	Change	% Change				
\$203,922	\$149,720	(\$54,202)	(26.6%)				



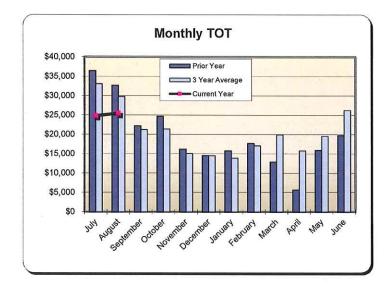
		Fiscal Yea	ar 2019/20				Fiscal Yea	ar 2020/21	
FY 19-20 July - June	Over 151 Rooms	% Change Prior Yr	Under 150 Rooms	% Change Prior Yr	FY 20-21 July - June	Over 151 Rooms	% Change Prior Yr	Under 150 Rooms	% Change Prior Yr
July August September October November December January February March April May June	\$1,506,869 \$1,330,096 \$932,430 \$1,015,002 \$696,118 \$609,325 \$710,881 \$821,521 \$321,725 \$72,912 \$261,714 \$551,843	2.7% 0.6% (1.1%) 5.9% (10.0%) (3.5%) (5.2%) 5.4% (66.8%) (92.3%) (73.2%) (50.4%)	\$255,297 \$203,922 \$158,970 \$177,537 \$130,871 \$130,630 \$144,207 \$148,326 \$83,529 \$52,673 \$109,105 \$135,845	(2.4%) (4.6%) (1.5%) 0.8% (6.4%) (6.5%) 10.1% 5.8% (55.3%) (68.5%) (31.7%) (30.6%)	July August September October November December January February March April May June	\$697,496 \$732,261	(53.7%) (45.0%)	\$142,755 \$149,720	(44.1%)
Total:	<u>\$8,830,436</u>	-24.1%	<u>\$1,730,911</u>	-16.5%		<u>\$1,429,758</u>	-49.6%	<u>\$292,475</u>	-36.3%

<sup>\*</sup> Best Western Surf City underreported July 2019 Gross Rev by \$147,532.78. This has been adjusted and July shows the correct TOT + BID Payments

<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

Curre			
Last Year	This Year	<u>Change</u>	% Change
\$32,692	\$25,455	(\$7,238)	(22.1%)

Year to Date - August 2020					
Last Year	This Year	<u>Change</u>	% Change		
\$69,131	\$50,263	(\$18,868)	(27.3%)		





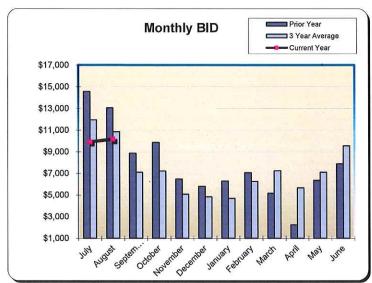
	Fiscal Yea	ar 2017/18		Fiscal Ye	ar 2018/19	Fiscal Ye	ear 2019/20	Fiscal Ye	ar 2020/21
	Actual	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr	Actual	% Change Prior Yr
October	\$19,276	4.4%	July	\$38,050	10.4%	\$36,438	(4.2%)	\$24,808	(31.9%)
November	\$13,514	3.8%	August	\$31,197	14.7%	\$32,692	4.8%	\$25,455	(22.1%)
December	\$14,872	(2.3%)	September	\$21,266	4.9%	\$22,211	4.4%	1. # 15 (24 to 2 # 4.57 (175 (174	
January	\$12,580	12.6%	October	\$20,187	4.7%	\$24,678	22.2%		
February	\$17,129	32.9%	November	\$15,555	15.1%	\$16,201	4.2%		
March	\$21,706	8.1%	December	\$14,126	(5.0%)	\$14,525	2.8%		
April	\$19,808	2.1%	January	\$13,281	5.6%	\$15,759	18.7%		
May	\$21,552	13.2%	February	\$16,403	(4.2%)	\$17,682	7.8%		
June	\$28,086	13.7%	March	\$25,183	16.0%	\$12,907	(48.8%)		
July	N/A	N/A	April	\$21,986	11.0%	\$5,655	(74.3%)		
August	N/A	N/A	May	\$21,235	(1.5%)	\$15,908	(25.1%)		
September	N/A	N/A	June	\$30,893	10.0%	\$19,722	(36.2%)		**
Total:	\$168,523	(28.6%)	*	\$269,364	59.8%	\$234,378	(13.0%)	<u>\$50,263</u>	(27.3%)

<sup>\*</sup> FY 1718 only includes months October - June due to FY change. FY 1819 includes new FY months July - June

#### **Sunset Beach Hotels**

Curr	ent Month	August 2020	
Last Year	This Year	<u>Change</u>	% Change
\$13,077	\$10,182	(\$2,895)	(22.1%)

* Year to Date - August 2020							
Last Year	This Year	<u>Change</u>	% Change				
\$27,652	\$20,105	(\$7,547)	(27.3%)				





	Fiscal Yea	ar 2017/18		Fiscal Ye	ear 2018/19	Fiscal Ye	ar 2019/20	Fiscal Y	ear 2020/21
	Actual	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr	Actual	% Change Prior Yr
-	Actual	PHOI II	July - Julie	Actual	FIOLI	Actual	FIIOLII	Actual	FIIOLIT
October	\$5,783	4.4%	July	\$11,415	10.4%	\$14,575	27.7%	\$9,923	(31.9%)
November	\$4,054	3.8%	August	\$9,359	14.7%	\$13,077	39.7%	\$10,182	(22.1%)
December	\$4,462	(2.3%)	September	\$6,380	4.9%	\$8,885	39.3%		
January	\$3,774	12.6%	October	\$6,056	4.7%	\$9,871	63.0%		
ebruary	\$5,139	32.9%	November	\$4,667	15.1%	\$6,480	38.9%		
Vlarch	\$6,512	8.1%	December	\$4,238	(5.0%)	\$5,810	37.1%		
April	\$5,942	2.1%	January	\$3,984	5.6%	\$6,304	58.2%		
Vlay	\$6,466	13.2%	February	\$6,561	27.7%	\$7,073	7.8%		
June	\$8,426	13.7%	March	\$10,073	54.7%	\$5,163	(48.8%)		
July	N/A	N/A	April	\$8,794	48.0%	\$2,262	(74.3%)		
August	N/A	N/A	May	\$8,494	31.4%	\$6,363	(25.1%)		
September	N/A	N/A	June	\$12,357	46.7%	\$7,889	(36.2%)		
Γotal:	\$50,557	(28.6%)	*	\$92,379	82.7%	\$93,751	1.5%	\$20,105	(27.3%)

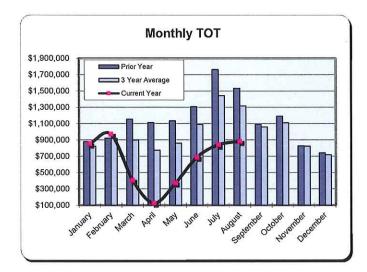
<sup>\*</sup> FY 1718 only includes months October - June due to FY change. FY 1819 includes new FY months July - June

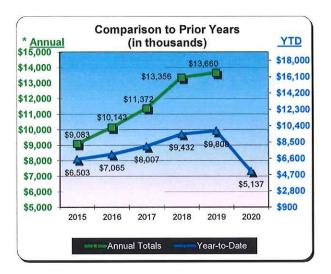
<sup>\*</sup> Effective October 1, 2014, the BID assessment increased from 2% to 3%.

<sup>\*</sup> Effective February 1, 2019, the BID assessment increased from 3% to 4%.

Curren	t Month -	August 2020		
Last Year	Last Year This Year		% Change	
\$1,534,018	\$881,981	(\$652,037)	(42.5%)	

Year			
Last Year	This Year	<u>Change</u>	% Change
\$9,809,101	\$5,136,513	(\$4,672,589)	(47.6%)





	Calendar	Year 2017 % Change	Calendar '	Year 2018 % Change	Calendar \	Year 2019 % Change		Year 2020 % Change Prior
	Actual	Prior Yr	Actual	Prior Yr	Actual	Prior Yr	Actual	Yr
January	\$658,420	12.1%	\$735,174	11.7%	\$880,924	19.8%	\$855,088	(2.9%)
February	\$771,406	18.0%	\$865,520	12.2%	\$919,887	6.3%	\$969,847	5.4%
March	\$996,174	21.8%	\$1,136,027	14.0%	\$1,156,110	1.8%	\$405,254	(65.0%)
April	\$944,727	29.5%	\$1,079,376	14.3%	\$1,113,514	3.2%	\$125,585	(88.7%)
May	\$920,196	19.2%	\$1,077,590	17.1%	\$1,134,945	5.3%	\$370,819	(67.3%)
June	\$1,069,331	11.2%	\$1,273,482	19.1%	\$1,307,538	2.7%	\$687,687	(47.4%)
July	\$1,441,402	3.9%	\$1,728,739	19.9%	\$1,762,166	1.9%	\$840,251	(52.3%)
August	\$1,205,677	4.4%	\$1,536,379	27.4%	\$1,534,018	(0.2%)	\$881,981	(42.5%)
September	\$980,614	3.9%	\$1,104,493	12.6%	\$1,091,400	(1.2%)		
October	\$1,007,991	11.2%	\$1,134,974	12.6%	\$1,192,539	5.1%		
November	\$730,297	17.7%	\$913,205	25.1%	\$826,989	(9.4%)		
December	\$645,646	6.3%	\$770,975	19.4%	\$739,955	(4.0%)		
Total:	\$11,371,881	12.1%	\$13,355,933	17.4%	\$13,659,984	2.3%	\$5,136,513	(47.6%)

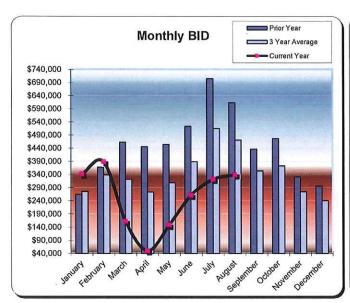
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<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

#### **Huntington Beach Hotels**

Curre	Current Month - August 2020						
Last Year	This Year	<u>Change</u>	% Change				
\$613,607	\$338,437	(\$275,170)	(44.8%)				

* Year to Date - August 2020						
Last Year	This Year	<u>Change</u>	% Change			
\$3,835,637	\$2,011,574	(\$1,824,063)	(47.6%)			





	Calendar \	Year 2017 % Change	Calendar Y	ear 2018 % Change	Calendar Y	ear 2019 Change Prior	Calendar	Year 2020 % Change Prior
	Actual	Prior Yr	Actual	Prior Yr	Actual	Yr	Actual	Yr
January	\$197,526	12.1%	\$220,855	11.8%	\$264,365	19.7%	\$342,037	29.4%
February	\$231,443	18.1%	\$259,657	12.2%	\$367,956	41.7%	\$387,940	5.4%
March	\$298,853	21.8%	\$340,898	14.1%	\$462,449	35.7%	\$162,101	(65.0%)
April	\$283,419	29.6%	\$323,814	14.3%	\$445,406	37.6%	\$50,233	(88.7%)
May	\$276,059	19.2%	\$323,277	17.1%	\$453,978	40.4%	\$148,328	(67.3%)
June	\$320,800	11.2%	\$382,046	19.1%	\$523,008	36.9%	\$260,883	(50.1%)
July	\$432,421	3.9%	\$518,623	19.9%	\$704,866	35.9%	\$321,613	(54.4%)
August	\$361,703	4.4%	\$460,919	27.4%	\$613,607	33.1%	\$338,437	(44.8%)
September	\$294,185	3.9%	\$331,351	12.6%	\$436,560	31.8%		
October	\$302,398	11.2%	\$340,496	12.6%	\$477,016	40.1%		
November	\$219,089	17.7%	\$273,963	25.1%	\$330,796	20.7%		
December	\$193,696	6.3%	\$231,292	19.4%	\$295,982	28.0%		
Total:	\$3,411,591	12.1%	\$4,007,192	17.5%	\$5,375,992	34.2%	\$2,011,574	(47.6%)

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

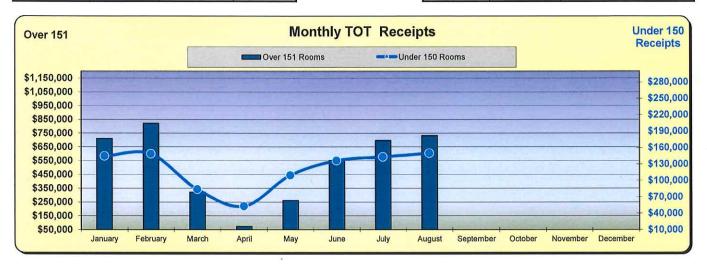
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<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

	Hotels Over	151 Rooms				
Current Month - August 2020						
Last Year	This Year	Change	% Change			
\$1,330,096	\$732,261	(\$597,835)	(45.0%)			

Hotels Under 150 Rooms								
Current Month - August 2020								
Last Year	This Year	Change	% Change					
\$203,922	\$149,720	(\$54,202)	(26.6%)					



	Calendar Year 2019					Calendar Year 2020			
	Over 151 Rooms	% Change Prior Yr	Under 150 Rooms	% Change Prior Yr	Calendar Year 2019	Over 151 Rooms	% Change Prior Yr	Under 150 Rooms	% Change Prior Yr
January	\$749,976	26.5%	\$130,947	(8.0%)	January	\$710,881	(5.2%)	\$144,207	10.1%
February	\$779,623	9.2%	\$140,264	(7.4%)	February	\$821,521	5.4%	\$148,326	5.8%
March	\$969,373	2.3%	\$186,737	(0.9%)	March	\$321,725	(66.8%)	\$83,529	(55.3%)
April	\$946,209	3.8%	\$167,304	(0.1%)	April	\$72,912	(92.3%)	\$52,673	(68.5%)
May	\$975,140	7.0%	\$159,804	(3.9%)	May	\$261,714	(73.2%)	\$109,105	(31.7%)
June	\$1,111,773	4.6%	\$195,765	(7.0%)	June	\$551,843	(50.4%)	\$135,845	(30.6%)
July	\$1,506,869	2.7%	\$255,297	(2.4%)	July	\$697,496	(53.7%)	\$142,755	(44.1%)
August	\$1,330,096	0.6%	\$203,922	(4.6%)	August	\$732,261	(45.0%)	\$149,720	(26.6%)
September	\$932,430	(1.1%)	\$158,970	(1.5%)	September		i. s		
October	\$1,015,002	5.9%	\$177,537	0.8%	October				
November	\$696,118	(10.0%)	\$130,871	(6.4%)	November				
December	\$609,325	(3.5%)	\$130,630	(6.5%)	December				
Total:	\$11,621,934	3.4%	\$2,038,050	(3.8%)		\$4,170,354	-50.2%	\$966,159	-32.9%
					W: .				

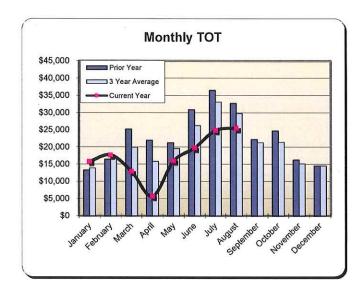
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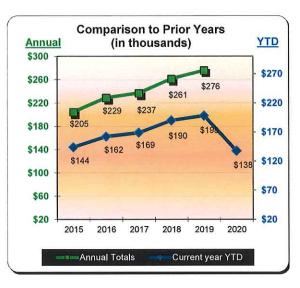
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<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

Curren	Current Month - August 2020					
Last Year	This Year	<u>Change</u>	% Change			
\$32,692	\$25,455	(\$7,238)	(22.1%)			

Year to Date - August 2020							
Last Year	This Year	<u>Change</u>	% Change				
\$198,112	\$137,897	(\$60,215)	(30.4%)				



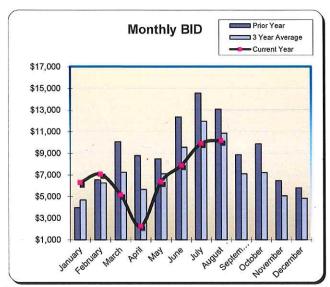


	Calendar Year 2017 % Change		Calendar Year 2018 % Change		Calendar Year 2019 % Change		Calendar Year 2020 % Change	
	Actual	Prior Yr						
January	\$11,170	(8.5%)	\$12,580	12.6%	\$13,281	5.6%	\$15,759	18.7%
February	\$12,888	(15.0%)	\$17,129	32.9%	\$16,403	(4.2%)	\$17,682	7.8%
March	\$20,082	(6.5%)	\$21,706	8.1%	\$25,183	16.0%	\$12,907	(48.8%)
April	\$19,404	7.9%	\$19,808	2.1%	\$21,986	11.0%	\$5,655	(74.3%)
May	\$19,040	12.3%	\$21,552	13.2%	\$21,235	(1.5%)	\$15,908	(25.1%)
June	\$24,705	8.9%	\$28,086	13.7%	\$30,893	10.0%	\$19,722	(36.2%)
July	\$34,461	8.8%	\$38,050	10.4%	\$36,438	(4.2%)	\$24,808	(31.9%)
August	\$27,189	11.7%	\$31,197	14.7%	\$32,692	4.8%	\$25,455	(22.1%)
September	\$20,280	3.0%	\$21,266	4.9%	\$22,211	4.4%		2.
October	\$19,276	4.4%	\$20,187	4.7%	\$24,678	22.2%		
November	\$13,514	3.8%	\$15,555	15.1%	\$16,201	4.2%		
December	\$14,872	(2.3%)	\$14,126	(5.0%)	\$14,525	2.8%		
Total:	\$236,880	3.5%	\$261,244	10.3%	\$275,726	5.5%	\$137,897	(30.4%)

#### **Sunset Beach Hotels**

Current Month - August 2020						
Last Year	This Year	<u>Change</u>	% Change			
\$13,077	\$10,182	(\$2,895)	(22.1%)			

* Year to Date - August 2020							
Last Year	This Year	<u>Change</u>	% Change				
\$77,917	\$55,159	(\$22,758)	(29.2%)				





	Calendar Year 2017		Calendar Year 2018		Calendar Year 2019		Calendar Year 2020	
		% Change		% Change		% Change	X-2000	% Change
	Actual	Prior Yr						
January	\$3,351	(8.5%)	\$3,774	12.6%	\$3,984	5.6%	\$6,304	58.2%
February	\$3,866	(15.0%)	\$5,139	32.9%	\$6,561	27.7%	\$7,073	7.8%
March	\$6,024	(6.5%)	\$6,512	8.1%	\$10,073	54.7%	\$5,163	(48.7%)
April	\$5,821	7.9%	\$5,942	2.1%	\$8,794	48.0%	\$2,262	(74.3%)
May	\$5,712	12.3%	\$6,466	13.2%	\$8,494	31.4%	\$6,363	(25.1%)
June	\$7,411	8.9%	\$8,426	13.7%	\$12,357	46.7%	\$7,889	(36.2%)
July	\$10,338	8.8%	\$11,415	10.4%	\$14,575	27.7%	\$9,923	(31.9%)
August	\$8,157	11.7%	\$9,359	14.7%	\$13,077	39.7%	\$10,182	(22.1%)
September	\$6,083	3.0%	\$6,380	4.9%	\$8,885	39.3%		
October	\$5,783	4.4%	\$6,056	4.7%	\$9,871	63.0%		
November	\$4,054	3.8%	\$4,667	15.1%	\$6,480	38.9%		
December	\$4,462	(2.3%)	\$4,238	(5.0%)	\$5,810	37.1%		
Total:	\$71,063	3.5%	<u>\$78,373</u>	10.3%	\$108,963	39.0%	\$55,15 <u>9</u>	(29.2%)

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

<sup>\*</sup> Effective February 1, 2019, the BID assessment increased from 3% to 4%.