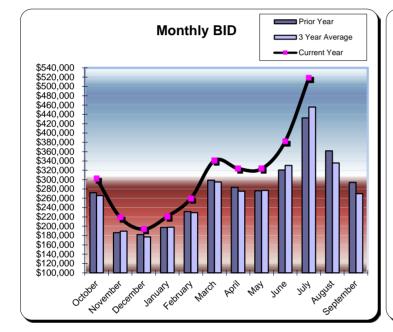
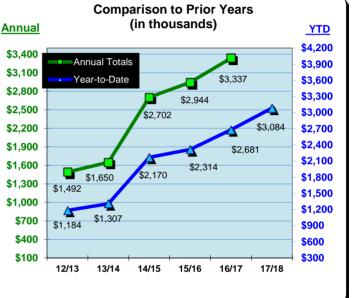
Huntington Beach Hotels

3% Business Improvement Assessment District Reflecting July Occupancies

| Current Month - July 2018 | | | | | | |
|---------------------------|------------------|---------------|-----------------|--|--|--|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$432,421 | \$518,623 | \$86,203 | 19.9% | | | |

| * Year to Date - July 2018 | | | | | | |
|----------------------------|------------------|-----------------------|-------|--|--|--|
| Last Year | <u>This Year</u> | Change <u>% Chang</u> | | | | |
| \$2,680,806 | \$3,084,353 | \$403,548 | 15.1% | | | |





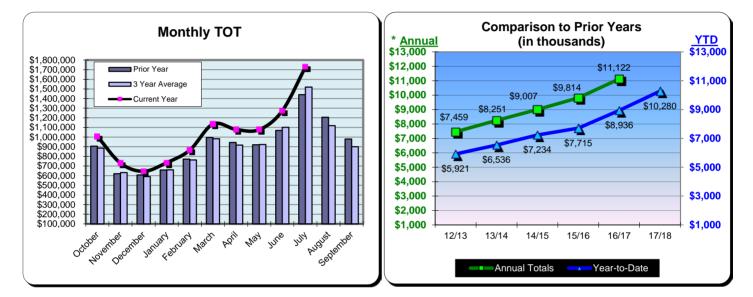
| | Fiscal Year 2014/15 % Change | | Fiscal Year 2015/16 % Change | | Fiscal Year 2016/17 % Change | | Fiscal Year 2017/18 % Change | |
|-----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|
| | Actual | Prior Yr |
| October | \$215,532 | 86.1% | \$223,147 | 3.5% | \$272,031 | 21.9% | \$302,398 | 11.2% |
| November | \$159,403 | 66.9% | \$162,971 | 2.2% | \$186,094 | 14.2% | \$219,089 | 17.7% |
| December | \$143,842 | 57.5% | \$155,325 | 8.0% | \$182,159 | 17.3% | \$193,696 | 6.3% |
| January | \$182,922 | 74.5% | \$176,164 | (3.7%) | \$197,526 | 12.1% | \$220,855 | 11.8% |
| February | \$172,217 | 42.1% | \$195,978 | 13.8% | \$231,443 | 18.1% | \$259,657 | 12.2% |
| March | \$237,086 | 75.1% | \$245,440 | 3.5% | \$298,853 | 21.8% | \$340,898 | 14.1% |
| April | \$227,918 | 69.8% | \$218,780 | (4.0%) | \$283,419 | 29.6% | \$323,814 | 14.3% |
| May | \$216,815 | 58.1% | \$231,684 | 6.9% | \$276,059 | 19.2% | \$323,277 | 17.1% |
| June | \$257,476 | 65.5% | \$288,510 | 12.1% | \$320,800 | 11.2% | \$382,046 | 19.1% |
| July | \$357,066 | 65.1% | \$416,350 | 16.6% | \$432,421 | 3.9% | \$518,623 | 19.9% |
| August | \$299,446 | 47.6% | \$346,371 | 15.7% | \$361,703 | 4.4% | | |
| September | \$232,420 | 66.1% | \$283,277 | 21.9% | \$294,185 | 3.9% | | |
| Total: | <u>\$2,702,143</u> | 63.8% | <u>\$2,943,996</u> | 9.0% | <u>\$3,336,693</u> | 13.3% | <u>\$3,084,353</u> | 15.1% |

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

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

| Current Month - July 2018 | | | | | | |
|---------------------------|------------------|---------------|-----------------|--|--|--|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$1,441,402 | \$1,728,739 | \$287,337 | 19.9% | | | |

| Year to Date - July 2018 | | | | | | |
|--------------------------|------------------|---------------|-----------------|--|--|--|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$8,935,940 | \$10,279,842 | \$1,343,902 | 15.0% | | | |

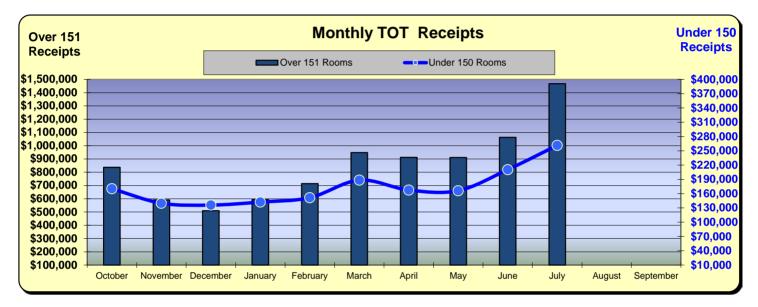


| | Fiscal Year 2014/15 | | Fiscal Year 2015/16 | | Fiscal Year 2016/17 | | Fiscal Year 2017/18 | |
|-----------|---------------------|----------|---------------------|----------|---------------------|----------|---------------------|----------|
| | | % Change | | % Change | | % Change | | % Change |
| | Actual | Prior Yr |
| October | \$718,440 | 24.1% | \$743,823 | 3.5% | \$906,771 | 21.9% | \$1,007,991 | 11.2% |
| November | \$531,343 | 11.3% | \$543,237 | 2.2% | \$620,314 | 14.2% | \$730,297 | 17.7% |
| December | \$479,470 | 5.0% | \$517,749 | 8.0% | \$607,198 | 17.3% | \$645,646 | 6.3% |
| January | \$609,742 | 16.3% | \$587,211 | (3.7%) | \$658,420 | 12.1% | \$735,174 | 11.7% |
| February | \$574,060 | (5.3%) | \$653,490 | 13.8% | \$771,406 | 18.0% | \$865,520 | 12.2% |
| March | \$790,289 | 16.7% | \$818,134 | 3.5% | \$996,174 | 21.8% | \$1,136,027 | 14.0% |
| April | \$759,725 | 13.2% | \$729,268 | (4.0%) | \$944,727 | 29.5% | \$1,079,376 | 14.3% |
| May | \$722,717 | 5.4% | \$772,280 | 6.9% | \$920,196 | 19.2% | \$1,077,590 | 17.1% |
| June | \$858,256 | 10.3% | \$961,733 | 12.1% | \$1,069,331 | 11.2% | \$1,273,482 | 19.1% |
| July | \$1,190,219 | 10.1% | \$1,387,825 | 16.6% | \$1,441,402 | 3.9% | \$1,728,739 | 19.9% |
| August | \$998,152 | (1.6%) | \$1,154,568 | 15.7% | \$1,205,677 | 4.4% | | |
| September | \$774,736 | 10.7% | \$944,255 | 21.9% | \$980,614 | 3.9% | | |
| Total: | <u>\$9,007,147</u> | 9.2% | <u>\$9,813,572</u> | 9.0% | \$11,122,231 | 13.3% | <u>\$10,279,842</u> | 15.0% |

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

| Hotels Over 151 Rooms | | | | | | | |
|---------------------------|------------------|---------------|-----------------|--|--|--|--|
| Current Month - July 2018 | | | | | | | |
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | | |
| \$1,239,743 | \$1,467,268 | \$227,525 | 18.4% | | | | |

| Hotels Under 150 Rooms | | | | | | | |
|---------------------------|------------------|---------------|-----------------|--|--|--|--|
| Current Month - July 2018 | | | | | | | |
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | | |
| \$201,659 | \$261,471 | \$59,812 | 29.7% | | | | |



| | Fiscal Year 2016/17 | | | | Fiscal Year 2017/18 | | | |
|-----------|---------------------|----------|--------------------|--------------------|---------------------|----------|--------------------|----------|
| | Over 151 | % Change | Under 150 | Under 150 % Change | Over 151 | % Change | Under 150 | % Change |
| | Rooms | Prior Yr | Rooms | Prior Yr | Rooms | Prior Yr | Rooms | Prior Yr |
| October | \$785,670 | 23.9% | \$121,101 | 10.5% | \$837,561 | 6.6% | \$170,430 | 40.7% |
| November | \$533,542 | 15.4% | \$86,772 | 7.1% | \$590,425 | 10.7% | \$139,872 | 61.2% |
| December | \$524,168 | 19.9% | \$83,030 | 3.0% | \$509,671 | (2.8%) | \$135,975 | 63.8% |
| January | \$573,840 | 13.8% | \$84,580 | 1.8% | \$592,902 | 3.3% | \$142,273 | 68.2% |
| February | \$681,156 | 23.6% | \$90,250 | (12.0%) | \$714,044 | 4.8% | \$151,477 | 67.8% |
| March | \$866,187 | 26.3% | \$129,987 | (1.7%) | \$947,628 | 9.4% | \$188,399 | 44.9% |
| April | \$828,009 | 32.2% | \$116,719 | 13.5% | \$911,895 | 10.1% | \$167,481 | 43.5% |
| May | \$799,650 | 21.0% | \$120,546 | 8.2% | \$911,337 | 14.0% | \$166,253 | 37.9% |
| June | \$921,738 | 12.7% | \$147,593 | 2.6% | \$1,063,036 | 15.3% | \$210,447 | 42.6% |
| July | \$1,239,743 | 4.3% | \$201,659 | 1.1% | \$1,467,268 | 18.4% | \$261,471 | 29.7% |
| August | \$1,043,774 | 4.4% | \$161,903 | 4.9% | | | | |
| September | \$829,030 | (0.1%) | \$151,584 | 32.4% | | | | |
| Total: | <u>\$9,626,509</u> | 14.6% | <u>\$1,495,722</u> | 5.7% | <u>\$8,545,766</u> | 10.2% | <u>\$1,734,076</u> | 46.7% |

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

| Current Month - July 2018 | | | | | | |
|---------------------------|------------------|---------------|-----------------|--|--|--|
| Last Year | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$10,338 | \$11,415 | \$1,077 | 10.4% | | | |

| * Year to Date - July 2018 | | | | | | |
|----------------------------|------------------|---------------|-----------------|--|--|--|
| Last Year | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$56,540 | \$61,972 | \$5,432 | 9.6% | | | |





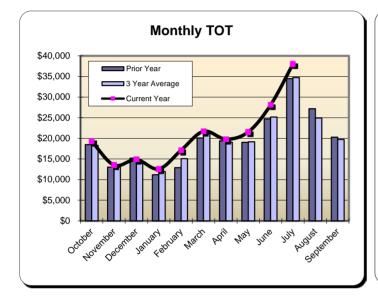
| | Fiscal Yea | ar 2014/15 | Fiscal Year 2015/16 | | Fiscal Year 2016/17 | | Fiscal Year 2017/18 | |
|-----------|------------|------------|---------------------|----------|---------------------|----------|---------------------|----------|
| - | Actual | Prior Yr | Actual | Prior Yr | Actual | Prior Yr | Actual | Prior Yr |
| October | \$4,679 | 98.1% | \$5,164 | 10.4% | \$5,541 | 7.3% | \$5,783 | 4.4% |
| November | \$3,603 | 93.4% | \$3,753 | 4.2% | \$3,908 | 4.1% | \$4,054 | 3.7% |
| December | \$3,144 | 92.9% | \$3,517 | 11.9% | \$4,567 | 29.9% | \$4,462 | (2.3%) |
| January | \$3,204 | 81.7% | \$3,664 | 14.3% | \$3,351 | (8.5%) | \$3,774 | 12.6% |
| February | \$4,134 | 110.8% | \$4,548 | 10.0% | \$3,866 | (15.0%) | \$5,139 | 32.9% |
| March | \$5,302 | 80.9% | \$6,440 | 21.5% | \$6,024 | (6.5%) | \$6,512 | 8.1% |
| April | \$4,686 | 64.5% | \$5,396 | 15.2% | \$5,821 | 7.9% | \$5,942 | 2.1% |
| May | \$4,986 | 59.3% | \$5,085 | 2.0% | \$5,712 | 12.3% | \$6,466 | 13.2% |
| June | \$5,810 | 48.5% | \$6,807 | 17.2% | \$7,411 | 8.9% | \$8,426 | 13.7% |
| July | \$8,079 | 43.3% | \$9,499 | 17.6% | \$10,338 | 8.8% | \$11,415 | 10.4% |
| August | \$6,978 | 40.6% | \$7,300 | 4.6% | \$8,157 | 11.7% | | |
| September | \$5,769 | 89.3% | \$5,908 | 2.4% | \$6,083 | 3.0% | | |
| Total: | \$60,375 | 67.5% | \$67,080 | 11.1% | \$70,780 | 5.5% | \$61,972 | 9.6% |

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

Sunset Beach Hotels 10% Transient Occupancy Tax Receipts Reflecting July Occupancies

| Curre | | | | |
|-----------|------------------|---------------|-----------------|--|
| Last Year | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | |
| \$34,461 | \$38,050 | \$3,589 | 10.4% | |

| Year | July 2018 | | |
|------------------|------------------|---------------|-----------------|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> |
| \$188,467 | \$206,573 | \$18,106 | 9.6% |





| | Fiscal Year 2014/15 % Change | | Fiscal Year 2015/16 % Change | | Fiscal Year 2016/17 % Change | | Fiscal Year 2017/18 % Change | |
|-----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|
| | Actual | Prior Yr |
| October | \$15,596 | 32.1% | \$17,213 | 10.4% | \$18,469 | 7.3% | \$19,276 | 4.4% |
| November | \$12,010 | 28.9% | \$12,511 | 4.2% | \$13,025 | 4.1% | \$13,514 | 3.8% |
| December | \$10,480 | 28.6% | \$11,722 | 11.9% | \$15,223 | 29.9% | \$14,872 | (2.3%) |
| January | \$10,681 | 21.1% | \$12,212 | 14.3% | \$11,170 | (8.5%) | \$12,580 | 12.6% |
| February | \$13,782 | 40.5% | \$15,160 | 10.0% | \$12,888 | (15.0%) | \$17,129 | 32.9% |
| March | \$17,675 | 20.6% | \$21,467 | 21.5% | \$20,082 | (6.5%) | \$21,706 | 8.1% |
| April | \$15,619 | 9.7% | \$17,987 | 15.2% | \$19,404 | 7.9% | \$19,808 | 2.1% |
| May | \$16,621 | 6.2% | \$16,951 | 2.0% | \$19,040 | 12.3% | \$21,552 | 13.2% |
| June | \$19,367 | (1.0%) | \$22,690 | 17.2% | \$24,705 | 8.9% | \$28,086 | 13.7% |
| July | \$26,929 | (4.4%) | \$31,662 | 17.6% | \$34,461 | 8.8% | \$38,050 | 10.4% |
| August | \$23,261 | (6.3%) | \$24,333 | 4.6% | \$27,189 | 11.7% | | |
| September | \$19,231 | 26.4% | \$19,693 | 2.4% | \$20,280 | 3.0% | | |
| Total: | <u>\$201,251</u> | 11.7% | <u>\$223,600</u> | 11.1% | <u>\$235,936</u> | 5.5% | <u>\$206,573</u> | 9.6% |