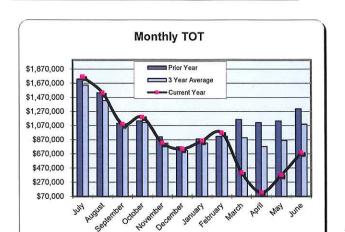
#### Huntington Beach Hotels

Current Month - June 2020						
Last Year	This Year	<u>Change</u>	% Change			
\$1,307,538	\$687,687	(\$619,851)	(47.4%)			







ar 2019/20	Fiscal Year	r 2018/19	Fiscal Yea		r 2017/18	Fiscal Yea	ar 2016/17	Fiscal Yea	
% Change Prior Yr	Actual	% Change Prior Yr	Actual	FY 18-19 July - June	% Change Prior Yr	Actual	% Change Prior Yr	Actual	
1.9%	\$1,762,166	19.9%	\$1,728,739	July	11.2%	\$1,007,991	21.9%	\$906,771	October
(0.2%)	\$1,534,018	27.4%	\$1,536,379	August	17.7%	\$730,297	14.2%	\$620,314	November
(1.2%)	\$1,091,400	12.6%	\$1,104,493	September	6.3%	\$645,646	17.3%	\$607,198	December
5.1%	\$1,192,539	12.6%	\$1,134,974	October	11.7%	\$735,174	12.1%	\$658,420	January
(9.4%)	\$826,989	25.1%	\$913,205	November	12.2%	\$865,520	18.0%	\$771,406	February
(4.0%)	\$739,955	19.4%	\$770,975	December	14.0%	\$1,136,027	21.8%	\$996,174	March
(2.9%)	\$855,088	19.8%	\$880,924	January	14.3%	\$1,079,376	29.5%	\$944,727	April
5.4%	\$969,847	6.3%	\$919,887	February	17.1%	\$1,077,590	19.2%	\$920,196	May
(65.0%)	\$405,254	1.8%	\$1,156,110	March	19.1%	\$1,273,482	11.2%	\$1,069,331	June
(88.7%)	\$125,585	3.2%	\$1,113,514	April	N/A	N/A	3.9%	\$1,441,402	July
(67.3%)	\$370,819	5.3%	\$1,134,945	May	N/A	N/A	4.4%	\$1,205,677	August
(47.4%)	\$687,687	2.7%	\$1,307,538	June	N/A	N/A	3.9%	\$980,614	September
(22.9%)	\$10,561,347	60.2%	<u>\$13,701,682</u>	*	(23.1%)	\$8,551,103	13.3%	\$11,122,231	Total:
-	¥10,001,041	33.270	<u> </u>		(20.170)	<u> </u>	10.076	ψ11,122,231	i otai.

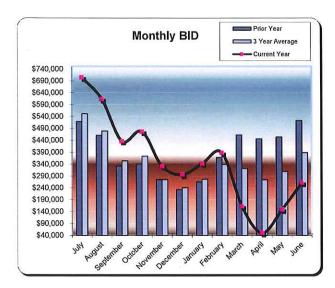
<sup>\*</sup> Best Western Surf City underreported July 2019 Gross Rev by \$147,532.78. This has been adjusted and July shows the correct TOT + BID Payments

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

#### **Huntington Beach Hotels**

Curre			
Last Year	This Year	<u>Change</u>	% Change
\$523,008	\$260,883	(\$262,125)	(50.1%)

* Yea	r to Date -	June 2020	
<u>Last Year</u>	This Year	<u>Change</u>	% Change
\$4,673,808	\$4,210,352	(\$463,455)	(9.9%)





Actual \$272,031 \$186,094 \$182,159	% Change Prior Yr 21.9% 14.2%	Actual \$302,398	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr
\$186,094	17717782555		11 2%	1 m. mg				
	14.2%		11.270	July	\$518,623	19.9%	\$704,866	35.9%
\$182,159		\$219,089	17.7%	August	\$460,919	27.4%	\$613,607	33.1%
	17.3%	\$193,696	6.3%	September	\$331,351	12.6%	\$436,560	31.8%
\$197,526	12.1%	\$220,855	11.8%	October	\$340,496	12.6%	\$477,016	40.1%
\$231,443	18.1%	\$259,657	12.2%	November	\$273,963	25.1%	\$330,796	20.7%
\$298,853	21.8%	\$340,898	14.1%	December	\$231,292	19.4%	\$295,982	28.0%
\$283,419	29.6%	\$323,814	14.3%	January	\$264,365	19.7%	\$342,037	29.4%
\$276,059	19.2%	\$323,277	17.1%	February	\$367,956	41.7%	\$387,940	5.4%
\$320,800	11.2%	\$382,046	19.1%	March	\$462,449	35.7%	\$162,101	(65.0%)
\$432,421	3.9%	N/A	N/A	April	\$445,406	37.6%	\$50,233	(88.7%)
\$361,703	4.4%	N/A	N/A	May	\$453,978	40.4%	\$148,328	(67.3%)
\$294,185	3.9%	N/A	N/A	June	\$523,008	36.9%	\$260,883	(50.1%)
3,336,69 <u>3</u>	13.3%	\$2,565,730	(23.1%)	*	\$4,673,808	82.2%	<u>\$4,210,352</u>	(9.9%)
	\$283,419 \$276,059 \$320,800 \$432,421 \$361,703 \$294,185	\$283,419 29.6% \$276,059 19.2% \$320,800 11.2% \$432,421 3.9% \$361,703 4.4% \$294,185 3.9%	\$283,419	\$283,419	\$283,419	\$283,419	\$283,419	\$283,419

<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%.

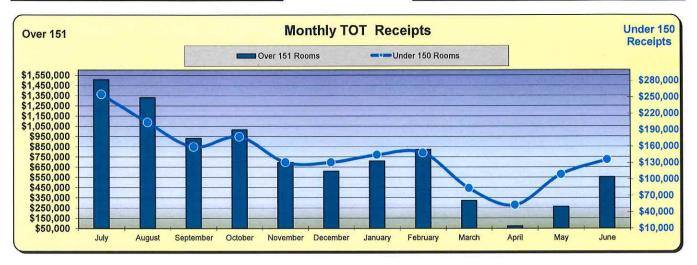
<sup>\*</sup> Best Western Surf City underreported July 2019 Gross Rev by \$147,532.78. This has been adjusted and July shows the correct TOT + BID

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

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

	Hotels Ove	r 151 Rooms	
Curre	nt Month -	June 2020	
Last Year	This Year	Change	% Change
\$1,111,773	\$551,843	(\$559,930)	(50.4%)

	Hotels Under	150 Rooms	
Curre	nt Month -	June 2020	
Last Year	This Year	Change	% Change
\$195,765	\$135,845	(\$59,921)	(30.6%)



1		Fiscal Yea	ar 2018/19				Fiscal Yea	ar 2019/20	
FY 18-19 July - June	Over 151 Rooms	% Change Prior Yr	Under 150 Rooms	% Change Prior Yr	FY 19-20 July - June	Over 151 Rooms	% Change Prior Yr	Under 150 Rooms	% Change Prior Yr
July	\$1,467,268	18.4%	\$261,471	29.7%	July	\$1,506,869	2.7%	\$255,297	(2.4%)
August	\$1,322,723	26.7%	\$213,656	32.0%	August	\$1,330,096	0.6%	\$203,922	(4.6%)
September	\$943,160	13.8%	\$161,332	6.4%	September	\$932,430	(1.1%)	\$158,970	(1.5%)
October	\$958,778	14.5%	\$176,196	3.4%	October	\$1,015,002	5.9%	\$177,537	0.8%
November	\$773,356	31.0%	\$139,849	(0.0%)	November	\$696,118	(10.0%)	\$130,871	(6.4%)
December	\$631,325	23.9%	\$139,649	2.7%	December	\$609,325	(3.5%)	\$130,630	(6.5%)
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%)
Total:	\$11,628,705	64.3%	\$2,072,977	40.8%		\$8,830,436	-24.1%	\$1,730,911	-16.5%

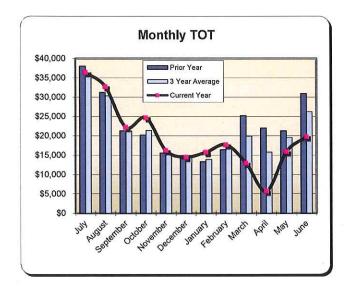
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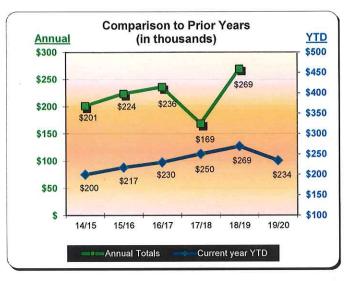
<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

#### **Sunset Beach Hotels**

Curre			
Last Year	This Year	<u>Change</u>	% Change
\$30,893	\$19,722	(\$11,171)	(36.2%)

Year to Date	e -	June 2020		
<u>Last Year</u>	This Year	<u>Change</u>	% Change	
\$269,364	\$234,378	(\$34,985)	(13.0%)	





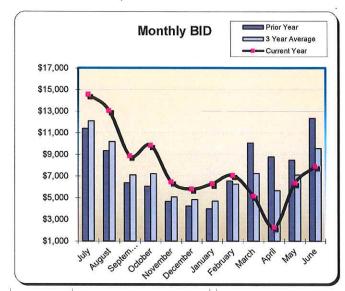
	Fiscal Yea	r 2016/17	Fiscal Ye	ar 2017/18		Fiscal Ye	ear 2018/19	Fiscal Ye	ar 2019/20
	Actual	% Change Prior Yr	Actual	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr
October	\$18,469	7.3%	\$19,276	4.4%	July	\$38,050	10.4%	\$36,438	(4.2%)
November	\$13,025	4.1%	\$13,514	3.8%	August	\$31,197	14.7%	\$32,692	4.8%
December	\$15,223	29.9%	\$14,872	(2.3%)	September	\$21,266	4.9%	\$22,211	4.4%
January	\$11,170	(8.5%)	\$12,580	12.6%	October	\$20,187	4.7%	\$24,678	22.2%
February	\$12,888	(15.0%)	\$17,129	32.9%	November	\$15,555	15.1%	\$16,201	4.2%
March	\$20,082	(6.5%)	\$21,706	8.1%	December	\$14,126	(5.0%)	\$14,525	2.8%
April	\$19,404	7.9%	\$19,808	2.1%	January	\$13,281	5.6%	\$15,759	18.7%
May	\$19,040	12.3%	\$21,552	13.2%	February	\$16,403	(4.2%)	\$17,682	7.8%
June	\$24,705	8.9%	\$28,086	13.7%	March	\$25,183	16.0%	\$12,907	(48.8%)
July	\$34,461	8.8%	N/A	N/A	April	\$21,986	11.0%	\$5,655	(74.3%)
August	\$27,189	11.7%	N/A	N/A	May	\$21,235	(1.5%)	\$15,908	(25.1%)
September	\$20,280	3.0%	N/A	N/A	June	\$30,893	10.0%	\$19,722	(36.2%)
Total:	\$235,936	5.5%	\$168,523	(28.6%)	*	\$269,364	59.8%	\$234,378	(13.0%)

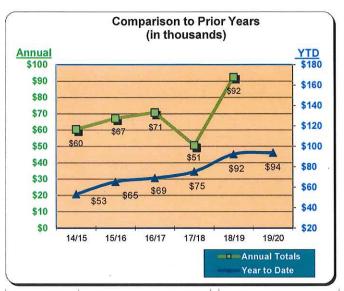
<sup>\*</sup> FY 1718 only includes months October - June due to FY change. FY 1819 includes new FY months July - June

#### **Sunset Beach Hotels**

Current Month -June 2020							
Last Year	This Year	<u>Change</u>	% Change				
\$12,357	\$7,889	(\$4,468)	(36.2%)				

* Year to Date - June 2020							
Last Year	This Year	<u>Change</u>	% Change				
\$92,379	\$93,751	\$1,372	1.5%				





	Fiscal Year	r 2016/17	Fiscal Ye	ear 2017/18		Fiscal Ye	ar 2018/19	Fiscal Y	ear 2019/20
	Actual	% Change Prior Yr	Actual	% Change Prior Yr	FY 18-19 July - June	Actual	% Change Prior Yr	Actual	% Change Prior Yr
October	\$5,541	7.3%	\$5,783	4.4%	July	\$11,415	10.4%	\$14,575	27.7%
November	\$3,908	4.1%	\$4,054	3.7%	August	\$9,359	14.7%	\$13,077	39.7%
December	\$4,567	29.9%	\$4,462	(2.3%)	September	\$6,380	4.9%	\$8,885	39.3%
January	\$3,351	(8.5%)	\$3,774	12.6%	October	\$6,056	4.7%	\$9,871	63.0%
February	\$3,866	(15.0%)	\$5,139	32.9%	November	\$4,667	15.1%	\$6,480	38.9%
March	\$6,024	(6.5%)	\$6,512	8.1%	December	\$4,238	(5.0%)	\$5,810	37.1%
April	\$5,821	7.9%	\$5,942	2.1%	January	\$3,984	5.6%	\$6,304	58.2%
May	\$5,712	12.3%	\$6,466	13.2%	February	\$6,561	27.7%	\$7,073	7.8%
June	\$7,411	8.9%	\$8,426	13.7%	March	\$10,073	54.7%	\$5,163	(48.7%)
July	\$10,338	8.8%	N/A	N/A	April	\$8,794	48.0%	\$2,262	(74.3%)
August	\$8,157	11.7%	N/A	N/A	May	\$8,494	31.4%	\$6,363	(25.1%)
September	\$6,083	3.0%	N/A	N/A	June	\$12,357	46.7%	\$7,889	(36.2%)
Total:	\$70,780	5.5%	\$50,557	(28.6%)	*	\$92,379	82.7%	\$93,751	1.5%

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

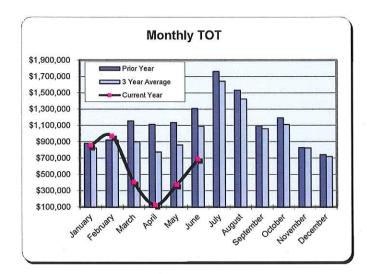
<sup>\*</sup> Effective October 1, 2014, the BID assessment increased from 2% to 3%.

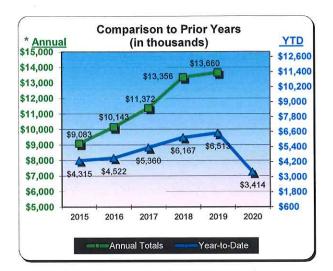
<sup>\*</sup> Effective February 1, 2019, the BID assessment increased from 3% to 4%.

#### **Huntington Beach Hotels**

Current Month - June 2020						
Last Year	This Year	<u>Change</u>	% Change			
\$1,307,538	\$687,687	(\$619,851)	(47.4%)			

Year	to Date -	June 2020	
Last Year	This Year	<u>Change</u>	% Change
\$6,512,918	\$3,414,280	(\$3,098,637)	(47.6%)





	Calendar	Year 2017 % Change	Calendar	Year 2018 % Change	Calendar '	Year 2019 % Change		r 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%		
August	\$1,205,677	4.4%	\$1,536,379	27.4%	\$1,534,018	(0.2%)		
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:	<u>\$11,371,881</u>	12.1%	<u>\$13,355,933</u>	17.4%	\$13,659,984	2.3%	\$3,414,280	(47.6%)

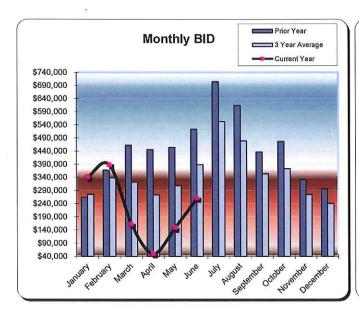
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<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

#### **Huntington Beach Hotels**

Curre	Current Month - June 2020						
Last Year	This Year	<u>Change</u>	% Change				
\$523,008	\$260,883	(\$262,125)	(50.1%)				

* Yea	r to Date -	June 2020	
Last Year	This Year	<u>Change</u>	% Change
\$2,517,163	\$1,351,524	(\$1,165,639)	(46.3%)





	Calendar \	Year 2017 % Change	Calendar Y	ear 2018 % Change	Calendar Y	ear 2019 Change Prior	Calendar Y	'ear 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%		
August	\$361,703	4.4%	\$460,919	27.4%	\$613,607	33.1%		
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:	<u>\$3,411,591</u>	12.1%	\$4,007,192	17.5%	<u>\$5,375,992</u>	34.2%	<u>\$1,351,524</u>	(46.3%)

<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%.

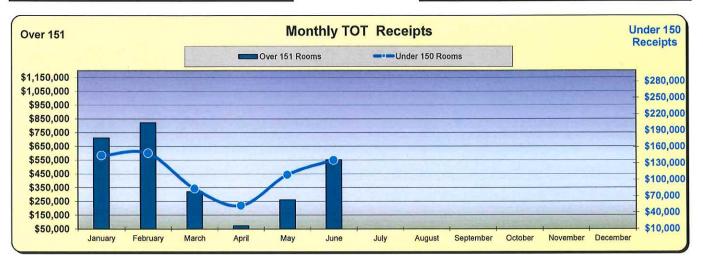
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<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

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

	Hotels Over	151 Rooms	
Curre	nt Month -	June 2020	
Last Year	This Year	Change	% Change
\$1,111,773	\$551,843	(\$559,930)	(50.4%)

	Hotels Under	r 150 Rooms	
Curre	ent Month -	June 2020	
<u>Last Year</u>	This Year	Change	% Change
\$195,765	\$135,845	(\$59,921)	(30.6%)



	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		A Mar to the analysis of the	8 00	
August	\$1,330,096	0.6%	\$203,922	(4.6%)	August				
September	\$932,430	(1.1%)	\$158,970	(1.5%)	September				
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%)		\$2,740,596	-50.5%	\$673,684	-31.3%

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

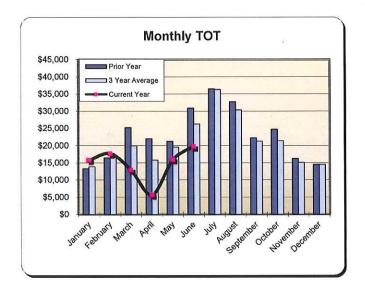
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<sup>\*</sup> Springhill Suites did not pay February 2020 BID + TOT

#### **Sunset Beach Hotels**

Curren	t Month -	June 2020	
Last Year	This Year	<u>Change</u>	% Change
\$30,893	\$19,722	(\$11,171)	(36.2%)

Year to Date - June 2020						
Last Year	This Year	Change	% Change			
\$128,981	\$87,634	(\$41,348)	(32.1%)			



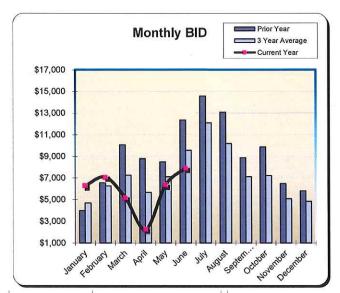


	Calendar Year 2017 % Change		Calendar Year 2018 % Change		Calendar Year 2019 % Change		Calendar Year 2020 % Change	
	Actual	Prior Yr						
January	\$11,170	(8.5%)	\$12,580	12.6%	\$13,281	5.6%	\$15,759	18.7%
February	\$12,888	(15.0%)	\$17,129	32.9%	\$16,403	(4.2%)	\$17,682	7.8%
March	\$20,082	(6.5%)	\$21,706	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%)		
August	\$27,189	11.7%	\$31,197	14.7%	\$32,692	4.8%		
September	\$20,280	3.0%	\$21,266	4.9%	\$22,211	4.4%		
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%	\$87,634	(32.1%)

#### **Sunset Beach Hotels**

Current Month - June 2020						
Last Year	This Year	<u>Change</u>	% Change			
\$12,357	\$7,889	(\$4,468)	(36.2%)			

* Year to Date - June 2020						
Last Year	This Year	<u>Change</u>	% Change			
\$50,264	\$35,053	(\$15,211)	(30.3%)			





	Calendar Year 2017		Calendar Year 2018		Calendar Year 2019		Calendar Year 2020	
	% Change		% Change		% Change		% Chan	
	Actual	Prior Yr						
January	\$3,351	(8.5%)	\$3,774	12.6%	\$3,984	5.6%	\$6,304	58.2%
-ebruary	\$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%)
Vlay	\$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%		
August	\$8,157	11.7%	\$9,359	14.7%	\$13,077	39.7%		
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%	\$78,373	10.3%	\$108,963	39.0%	\$35,053	(30.3%)

<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%.