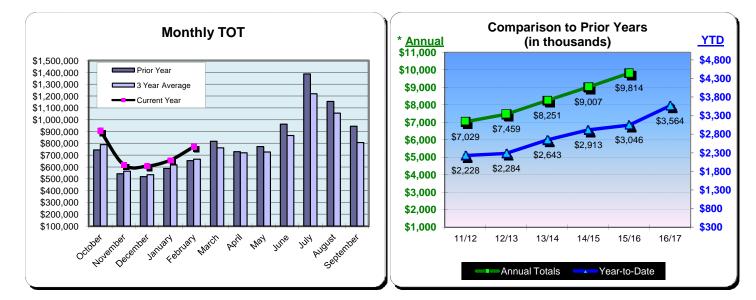
Huntington Beach Hotels 10%Transient Occupancy Tax Receipts Reflecting February Occupancies

| Current Month - February 2017 | | | | |
|-------------------------------|---------------------|-----------|-----------------|--|
| <u>Last Year</u> | Last Year This Year | | <u>% Change</u> | |
| \$653,490 | \$771,406 | \$117,916 | 18.0% | |

| Year | to Date - | February 2017 | | |
|---------------------|-------------|---------------|-----------------|--|
| Last Year This Year | | <u>Change</u> | <u>% Change</u> | |
| \$3,045,510 | \$3,564,110 | \$518,600 | 17.0% | |



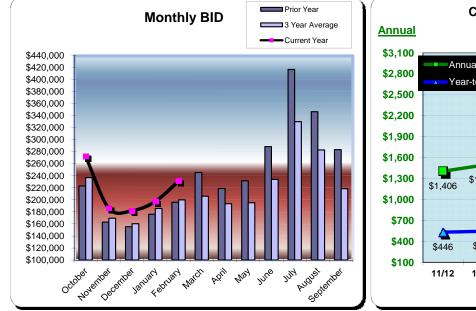
| | Fiscal Ye | Fiscal Year 2013/14 | | ear 2014/15 | Fiscal Ye | ar 2015/16 | Fiscal Ye | ar 2016/17 |
|-----------|--------------------|----------------------|--------------------|----------------------|--------------------|----------------------|--------------------|----------------------|
| | Actual | % Change Prior Yr |
| October | \$579,126 | (4.6%) | \$718,440 | 24.1% | \$743,823 | 3.5% | \$906,771 | 21.9% |
| November | \$477,478 | 17.1% | \$531,343 | 11.3% | \$543,237 | 2.2% | \$620,314 | 14.2% |
| December | \$456,603 | 32.8% | \$479,470 | 5.0% | \$517,749 | 8.0% | \$607,198 | 17.3% |
| January | \$524,101 | 28.2% | \$609,742 | 16.3% | \$587,211 | (3.7%) | \$658,420 | 12.1% |
| February | \$606,026 | 17.3% | \$574,060 | (5.3%) | \$653,490 | 13.8% | \$771,406 | 18.0% |
| March | \$677,075 | 3.0% | \$790,289 | 16.7% | \$818,134 | 3.5% | | |
| April | \$671,182 | 12.7% | \$759,725 | 13.2% | \$729,268 | (4.0%) | | |
| May | \$685,575 | 15.3% | \$722,717 | 5.4% | \$772,280 | 6.9% | | |
| June | \$777,981 | 2.4% | \$858,256 | 10.3% | \$961,733 | 12.1% | | |
| July | \$1,081,288 | 5.0% | \$1,190,219 | 10.1% | \$1,387,825 | 16.6% | | |
| August | \$1,014,751 | 10.6% | \$998,152 | (1.6%) | \$1,154,568 | 15.7% | | |
| September | \$699,658 | 12.6% | \$774,736 | 10.7% | \$944,255 | 21.9% | | |
| Total: | <u>\$8,250,843</u> | 10.6% | <u>\$9,007,147</u> | 9.2% | <u>\$9,813,572</u> | 9.0% | <u>\$3,564,110</u> | 17.0% |
| | | | | | | | | |

Huntington Beach Hotels

3% Business Improvement Assessment District Reflecting February Occupancies

| Current Month - February 2017 | | | | | | |
|-------------------------------|------------------|---------------|-----------------|--|--|--|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$195,978 | \$231,443 | \$35,465 | 18.1% | | | |

| * Year to Date - February 2017 | | | | | |
|--------------------------------|------------------|---------------|-----------------|--|--|
| Last Year | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | |
| \$913,585 | \$1,069,254 | \$155,669 | 17.0% | | |





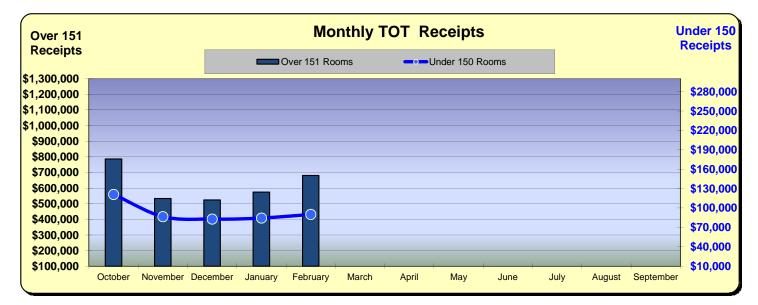
| | Fiscal Year 2013/14 % Change | | Fiscal Year 2014/15 % Change | | Fiscal Year 2015/16 % Change | | Fiscal Year 2016/1 % Chang | |
|-----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|-------------------------------|----------|
| | Actual | Prior Yr | Actual | Prior Yr | Actual | Prior Yr | Actual | Prior Yr |
| October | \$115,825 | (4.6%) | \$215,532 | 86.1% | \$223,147 | 3.5% | \$272,031 | 21.9% |
| November | \$95,495 | 17.1% | \$159,403 | 66.9% | \$162,971 | 2.2% | \$186,094 | 14.2% |
| December | \$91,320 | 32.8% | \$143,842 | 57.5% | \$155,325 | 8.0% | \$182,159 | 17.3% |
| January | \$104,821 | 28.2% | \$182,922 | 74.5% | \$176,164 | (3.7%) | \$197,526 | 12.1% |
| February | \$121,205 | 17.3% | \$172,217 | 42.1% | \$195,978 | 13.8% | \$231,443 | 18.1% |
| March | \$135,415 | 3.0% | \$237,086 | 75.1% | \$245,440 | 3.5% | | |
| April | \$134,236 | 12.7% | \$227,918 | 69.8% | \$218,780 | (4.0%) | | |
| May | \$137,115 | 15.3% | \$216,815 | 58.1% | \$231,684 | 6.9% | | |
| June | \$155,596 | 2.4% | \$257,476 | 65.5% | \$288,510 | 12.1% | | |
| July | \$216,259 | 5.0% | \$357,066 | 65.1% | \$416,350 | 16.6% | | |
| August | \$202,949 | 10.6% | \$299,446 | 47.6% | \$346,371 | 15.7% | | |
| September | \$139,932 | 12.6% | \$232,420 | 66.1% | \$283,277 | 21.9% | | |
| Total: | <u>\$1,650,168</u> | 10.6% | <u>\$2,702,143</u> | 63.8% | <u>\$2,943,996</u> | 9.0% | <u>\$1,069,254</u> | 17.0% |

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

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

| Hotels Over 151 Rooms | | | | | | |
|-------------------------------|------------------|---------------|-----------------|--|--|--|
| Current Month - February 2017 | | | | | | |
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$550,982 | \$681,156 | \$130,174 | 23.6% | | | |

| Hotels Under 150 Rooms | | | | | | |
|-------------------------------|------------------|---------------|-----------------|--|--|--|
| Current Month - February 2017 | | | | | | |
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$102,508 | \$90,250 | (\$12,259) | (12.0%) | | | |

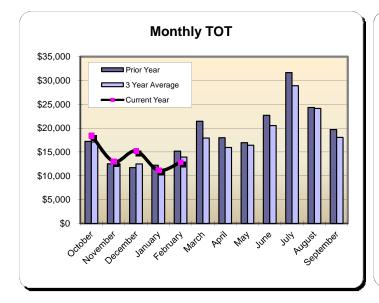


| | Fiscal Year 2015/16 | | | | Fiscal Year 2016/17 | | | |
|-----------|---------------------|----------------------|--------------------|----------------------|---------------------|----------------------|--------------------|----------------------|
| | Over 151 Rooms | % Change Prior Yr | Under 150 Rooms | % Change Prior Yr | Over 151 Rooms | % Change Prior Yr | Under 150 Rooms | % Change Prior Yr |
| October | \$634,210 | 2.2% | \$109,613 | 12.0% | \$785,670 | 23.9% | \$121,101 | 10.5% |
| November | \$462,230 | 1.1% | \$81,007 | 9.0% | \$533,542 | 15.4% | \$86,772 | 7.1% |
| December | \$437,145 | 7.0% | \$80,605 | 13.5% | \$524,168 | 19.9% | \$83,030 | 3.0% |
| January | \$504,120 | (5.4%) | \$83,091 | 8.2% | \$573,840 | 13.8% | \$84,580 | 1.8% |
| February | \$550,982 | 11.2% | \$102,508 | 30.6% | \$681,156 | 23.6% | \$90,250 | (12.0%) |
| March | \$685,971 | 2.6% | \$132,163 | 8.8% | | | | |
| April | \$626,472 | (3.6%) | \$102,796 | (6.4%) | | | | |
| May | \$660,905 | 8.6% | \$111,375 | (2.4%) | | | | |
| June | \$817,919 | 12.9% | \$143,814 | 7.4% | | | | |
| July | \$1,188,323 | 18.8% | \$199,501 | 5.2% | | | | |
| August | \$1,000,171 | 17.2% | \$154,397 | 6.9% | | | | |
| September | \$829,758 | 25.6% | \$114,497 | 0.5% | | | | |
| Total: | <u>\$8,398,205</u> | 9.3% | <u>\$1,415,367</u> | 6.8% | <u>\$3,098,377</u> | 19.7% | <u>\$465,733</u> | 2.0% |
| | | | | | | | | |

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

| Current Month - February 2017 | | | | | | |
|-------------------------------|------------------|---------------|-----------------|--|--|--|
| Last Year | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$15,160 | \$12,888 | (\$2,272) | (15.0%) | | | |

| Year | to Date - | February 2017 | | |
|------------------|------------------|---------------|-----------------|--|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | |
| \$68,817 | \$70,776 | \$1,959 | 2.9% | |



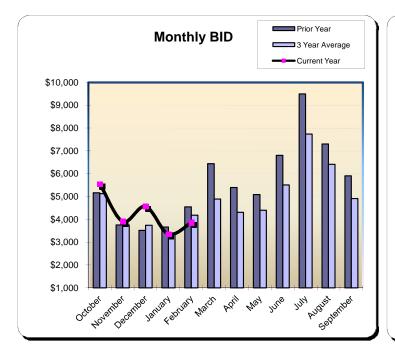
| Annual | С | - | son to thousa | Prior Yo ands) | ears | | YTD |
|--------------------|----------------|------------|------------------|-------------------|----------|-------|-------------|
| \$230 \$220 | | | | | \$2 | 24 | \$140 |
| \$210 | | | | / | _ | | |
| \$200 | | | | \$2 | 01 | | - \$120 |
| \$190 | | | / | | | | - \$100 |
| \$180 - | | | \$1 | 80 | | | |
| \$170 - | | \$1 | 70 | | | | - \$80 |
| \$160 - | | | | | | | C CO |
| \$150 | \$1 | 49 | | \$63 | \$69 | \$71 | - \$60 |
| \$140 - | | | | φ03 | | | - \$40 |
| \$130 - | \$38 | \$45 | \$48 | | | | |
| \$120 - | - \$ 30 | | | | | | - \$20 |
| \$110 - \$100 - | | | | | | | s |
| φ100 - | 11/12 | 12/13 | 13/14 | 14/15 | 15/16 | 16/17 | Ψ |
| | | | | | | | |
| | A | nnual Tota | als 🔷 | Current | year YTD | | |

| | Fiscal Year 2013/14 % Change | | Fiscal Year 2014/15 % Change | | Fiscal Year 2015/16 % Change | | Fiscal Year 2016/17 % Change | |
|-----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|
| - | Actual | Prior Yr |
| October | \$11,811 | (0.4%) | \$15,596 | 32.1% | \$17,213 | 10.4% | \$18,469 | 7.3% |
| November | \$9,317 | (0.5%) | \$12,010 | 28.9% | \$12,511 | 4.2% | \$13,025 | 4.1% |
| December | \$8,147 | 7.0% | \$10,480 | 28.6% | \$11,722 | 11.9% | \$15,223 | 29.9% |
| January | \$8,820 | 4.5% | \$10,681 | 21.1% | \$12,212 | 14.3% | \$11,170 | (8.5%) |
| February | \$9,809 | 31.7% | \$13,782 | 40.5% | \$15,160 | 10.0% | \$12,888 | (15.0%) |
| March | \$14,656 | 3.2% | \$17,675 | 20.6% | \$21,467 | 21.5% | | |
| April | \$14,239 | 0.8% | \$15,619 | 9.7% | \$17,987 | 15.2% | | |
| May | \$15,651 | 10.8% | \$16,621 | 6.2% | \$16,951 | 2.0% | | |
| June | \$19,562 | (4.9%) | \$19,367 | (1.0%) | \$22,690 | 17.2% | | |
| July | \$28,179 | 6.5% | \$26,929 | (4.4%) | \$31,662 | 17.6% | | |
| August | \$24,817 | 14.3% | \$23,261 | (6.3%) | \$24,333 | 4.6% | | |
| September | \$15,219 | 9.5% | \$19,231 | 26.4% | \$19,693 | 2.4% | | |
| Total: | <u>\$180,227</u> | 6.1% | <u>\$201,251</u> | 11.7% | <u>\$223,600</u> | 11.1% | <u>\$70,776</u> | 2.9% |

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

| Current Month - February 2017 | | | | | | |
|-------------------------------|------------------|---------------|-----------------|--|--|--|
| <u>Last Year</u> | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | | |
| \$4,548 | \$3,866 | (\$682) | (15.0%) | | | |

| * Yea | r to Date - | February 2017 | | | |
|-----------|------------------|---------------|-----------------|--|--|
| Last Year | <u>This Year</u> | <u>Change</u> | <u>% Change</u> | | |
| \$20,645 | \$21,233 | \$588 | 2.9% | | |





| | Fiscal Year 2013/14 % Change | | Fiscal Year 2014/15 % Change | | Fiscal Year 2015/16 % Change | | Fiscal Year 2016/17 % Change | |
|-----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|---------------------------------|----------|
| | | | | | | | | |
| Ļ | Actual | Prior Yr |
| October | \$2,362 | 110.2% | \$4,679 | 98.1% | \$5,164 | 10.4% | \$5,541 | 7.3% |
| November | \$1,863 | 84.9% | \$3,603 | 93.4% | \$3,753 | 4.2% | \$3,908 | 4.1% |
| December | \$1,629 | 149.4% | \$3,144 | 92.9% | \$3,517 | 11.9% | \$4,567 | 29.9% |
| January | \$1,764 | 113.5% | \$3,204 | 81.6% | \$3,664 | 14.3% | \$3,351 | (8.5%) |
| February | \$1,962 | 215.5% | \$4,134 | 110.8% | \$4,548 | 10.0% | \$3,866 | (15.0%) |
| March | \$2,931 | 112.7% | \$5,302 | 80.9% | \$6,440 | 21.5% | | |
| April | \$2,848 | 0.8% | \$4,686 | 64.5% | \$5,396 | 15.2% | | |
| May | \$3,130 | 10.8% | \$4,986 | 59.3% | \$5,085 | 2.0% | | |
| June | \$3,912 | (4.9%) | \$5,810 | 48.5% | \$6,807 | 17.2% | | |
| July | \$5,636 | 6.5% | \$8,079 | 43.3% | \$9,499 | 17.6% | | |
| August | \$4,963 | 14.3% | \$6,978 | 40.6% | \$7,300 | 4.6% | | |
| September | \$3,048 | 9.7% | \$5,769 | 89.3% | \$5,908 | 2.4% | | |
| Total: | <u>\$36,050</u> | 29.7% | <u>\$60,375</u> | 67.5% | <u>\$67,080</u> | 11.1% | <u>\$21,233</u> | 2.9% |

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