



AGENDA  
COMBINED BOARD MEETING  
Bay County Tourist Development Council  
Panama City Beach Convention & Visitors Bureau, Inc.  
Panama City Beach  
9:00 a.m.

Tuesday, January 10, 2023

Council Room, PCB City Hall

- I. CALL MEETING TO ORDER**
- II. ROLL CALL**
  - A. Invocation
  - B. Pledge of Allegiance
  - C. Election of Officers
    - 1. Chair
    - 2. Vice Chair
    - 3. Treasurer/Secretary
- III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)**
- IV. CONSENT AGENDA**
  - A. Acknowledge Receipt of the November 2022 Tourist Development Tax Collection Report
- V. PRESENTATIONS**
  - A. Introduction of Lose Design, Mr. Dan Rowe, Mr. Whit Alexander, Mr. Sean Guth
- VI. PRESIDENTS REPORT**
- VII. CHAIRMAN'S REPORT**
- VIII. AUDIENCE PARTICIPATION**
- IX. ADJOURNMENT**

# MONTHLY TDT ANALYSIS

## Statistical and Graphical Reports for month ending November 30, 2022

# Clerk of Court & Comptroller

## Report for Month Ending

### November 30, 2022

December 31, 2022

Tourist Development Council  
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the two months ending November 30th, 2022. Reports included herein include the following:

1. The "Cash Collection Analysis" report reflects actual dollars collected for the period and may include monies for past due taxes from previous reporting periods. This is typically the result of enforcement actions and/or payments against delinquent accounts.
2. The "Cash/Accrual Breakdown" represents the attribution of collected revenue. As collection is an ongoing process, numbers will change as earnings are applied to the period in which they were earned.
3. Statistical and graphic data are presented in accordance with guidelines established by Florida Statute and are based on Gross Rental Receipts reported.

Please be advised that there are inherent limitations to these reports that include but are not limited to:

1. All information is unaudited.
2. Statistical and graphic reports are only for Panama City Beach as Mexico Beach and Panama City have limited property counts.
3. "Gross Receipts" represent only one element in the calculation of the taxes owed.
4. Third party data obtained to provide enhanced statistical data, such as bedroom count, is outside these regulations.
5. All statistics are based upon tax returns that have been submitted and paid, even when there is no income to report. Statistics are subject to change due to subsequent collections and future enforcement action.
6. Unit counts for hotels, motels, and miscellaneous properties are obtained from representatives of those properties.
7. Miscellaneous properties include campgrounds, apartments, duplex / multifamily and timeshare properties.

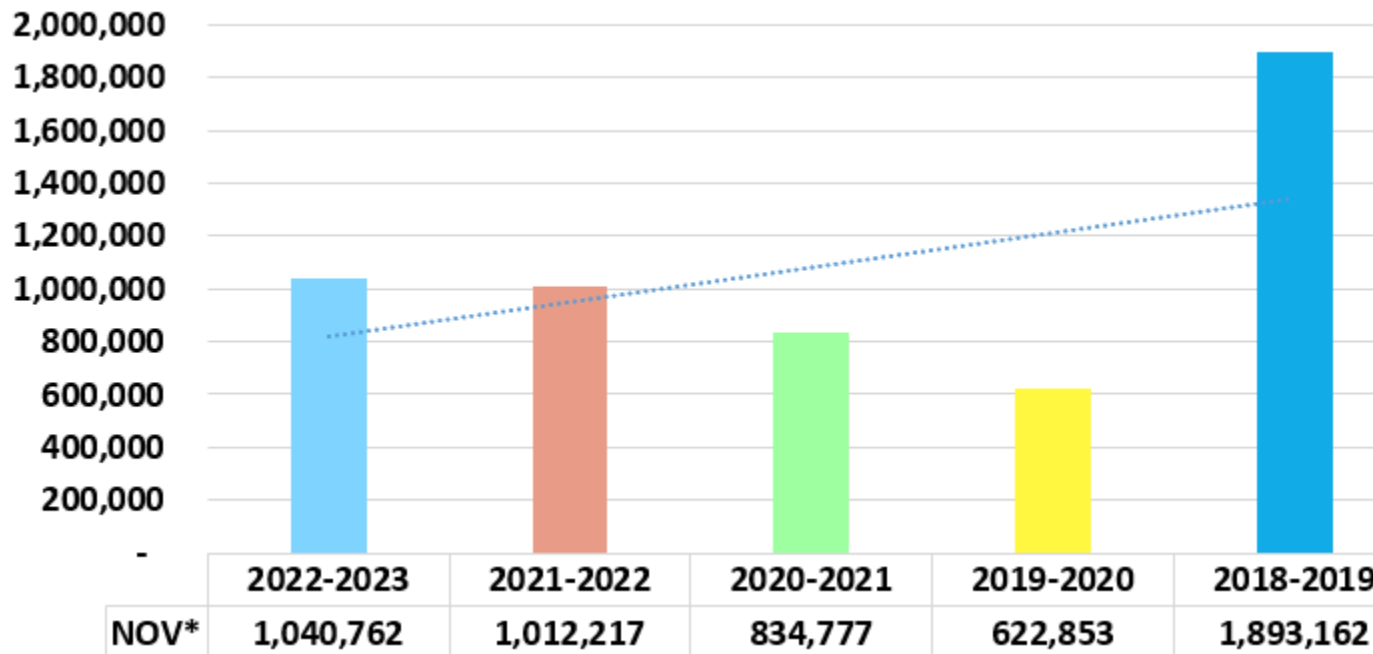
If I can be of further assistance to the Council, or should you wish to discuss this report further, please do not hesitate to contact me.

Sincerely,

Bill Kinsaul  
Clerk of Court and Comptroller

# Cash Collection Analysis: Panama City Beach

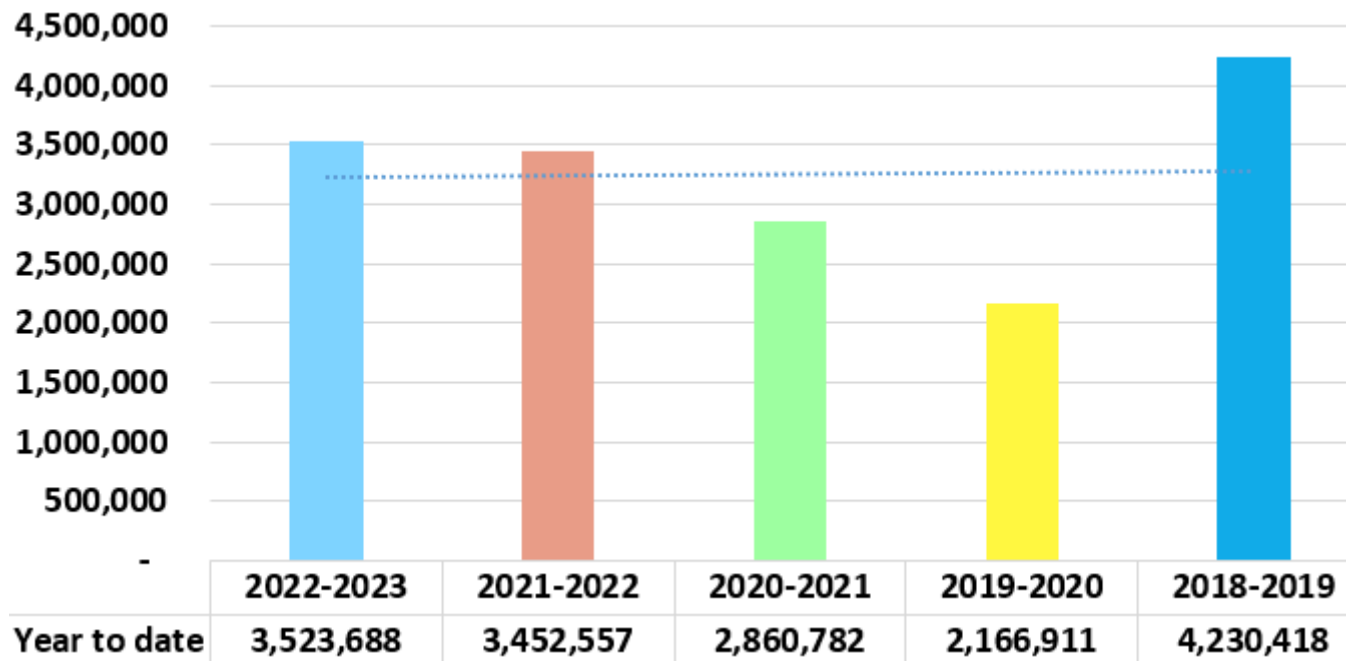
For the month ending  
November 30, 2022



\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st; these figures will correspond with the October column in the Cash Accrual Breakdown).

# Cash Collection Analysis: Panama City Beach

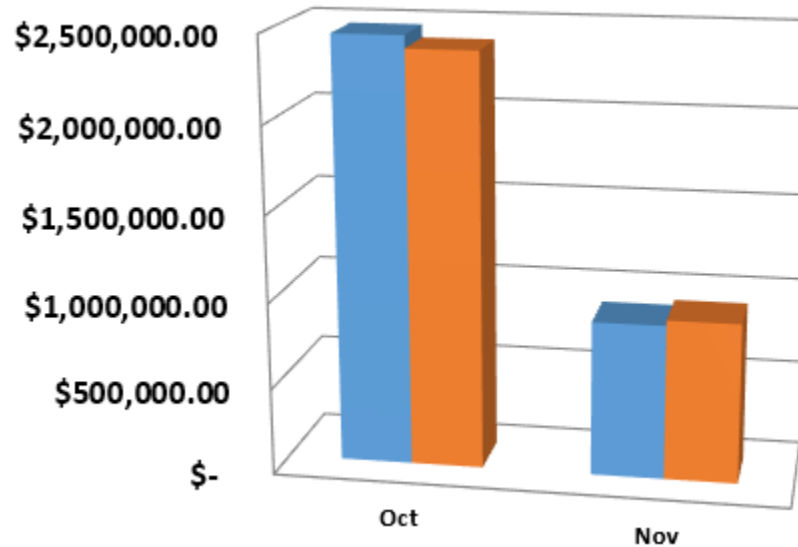
For two months ending  
November 30, 2022



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Accrual Attribution Data					
	<u>2022/2023 As of</u> <u>12/31/22</u>	<u>2021/2022 As of</u> <u>12/31/21</u>	<u>Variance</u>	<u>Variance %</u>	<u>2021/2022</u> <u>FINAL 12/31/22</u>
Oct	\$ 2,465,701.11	\$ 2,392,145.42	\$ 73,555.69	3.07%	\$ 2,417,697.54
Nov	\$ 897,566.25	\$ 928,228.65	\$ (30,662.40)	-3.30%	\$ 949,688.16
Dec-Sep	\$ 10,539.38	\$ 7,696.67			
	\$ 3,373,806.74	\$ 3,328,070.74	\$ 45,736.00	1.37%	\$ 3,367,385.70

■ 2022/2023 As of 12/31/22      ■ 2021/2022 As of 12/31/21



	Collected in					
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Pre	\$ 87,111.71	\$ 62,770.03				\$ 149,881.74
Oct	\$ 2,384,730.56	\$ 80,970.55				\$ 2,465,701.11
Nov	\$ 10,563.12	\$ 887,003.13				\$ 897,566.25
Dec	\$ 429.50	\$ 9,924.72				\$ 10,354.22
Jan	\$ 91.89	\$ 93.27				\$ 185.16
Feb						\$ -
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 2,482,926.78	\$ 1,040,761.70	\$ -	\$ -	\$ -	\$ 3,523,688.48

Attributed period

\*Note: This report delineates the attribution of collected revenue in a given reporting period.



# Schedule of Collection Allocation

## Panama City Beach

For the month and fiscal year ending November 2022 and 2021

For the month ending November 2022

	Current period	Prior periods	Total
Taxes	894,222	128,636	1,022,858
Penalties	2,794	10,720	13,514
Interest	5	4,384	4,389
<b>Total Collections</b>	<b>897,021</b>	<b>143,741</b>	<b>1,040,762</b>

For the month ending November 2021

	Current period	Prior periods	Total
Taxes	924,156	75,441	999,597
Penalties	2,257	8,635	10,892
Interest	4	1,723	1,727
<b>Total Collections</b>	<b>926,417</b>	<b>85,799</b>	<b>1,012,217</b>

Fiscal year to date through November 2022

	Current period	Prior periods	Total
Taxes	3,283,011	196,717	3,479,729
Penalties	9,796	27,035	36,831
Interest	29	7,100	7,129
<b>Total Collections</b>	<b>3,292,836</b>	<b>230,852</b>	<b>3,523,688</b>

Fiscal year to date through November 2021

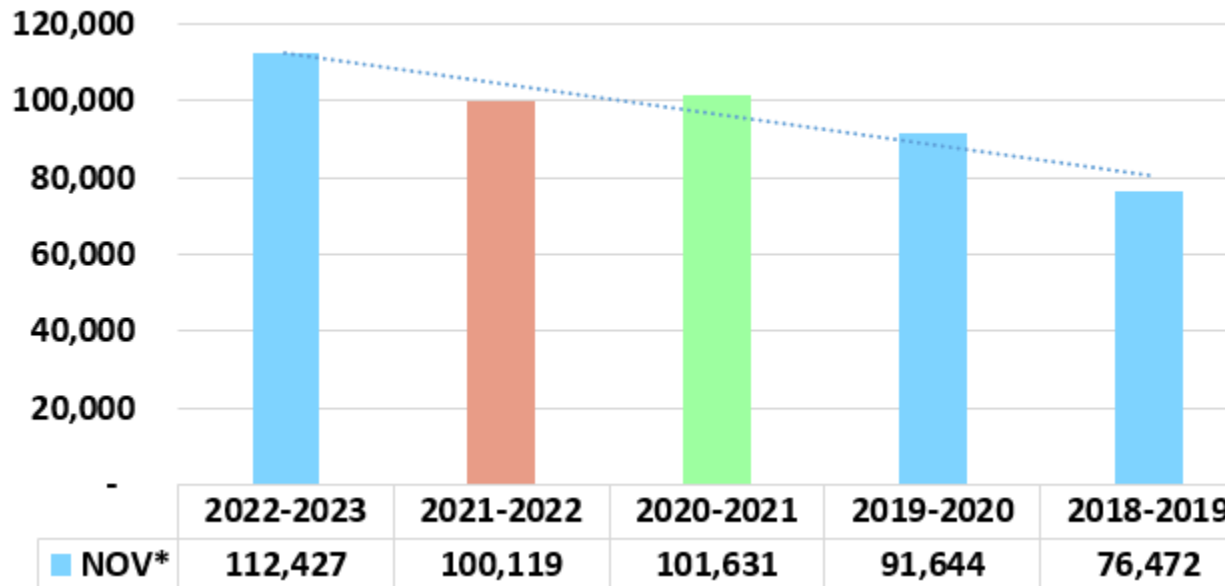
	Current period	Prior periods	Total
Taxes	3,267,377	159,778	3,427,156
Penalties	2,271	9,876	12,148
Interest	2,015	11,239	13,254
<b>Total Collections</b>	<b>3,271,664</b>	<b>180,894</b>	<b>3,452,557</b>



# Cash Collection Analysis:

# Panama City

For the month ending  
November 30, 2022

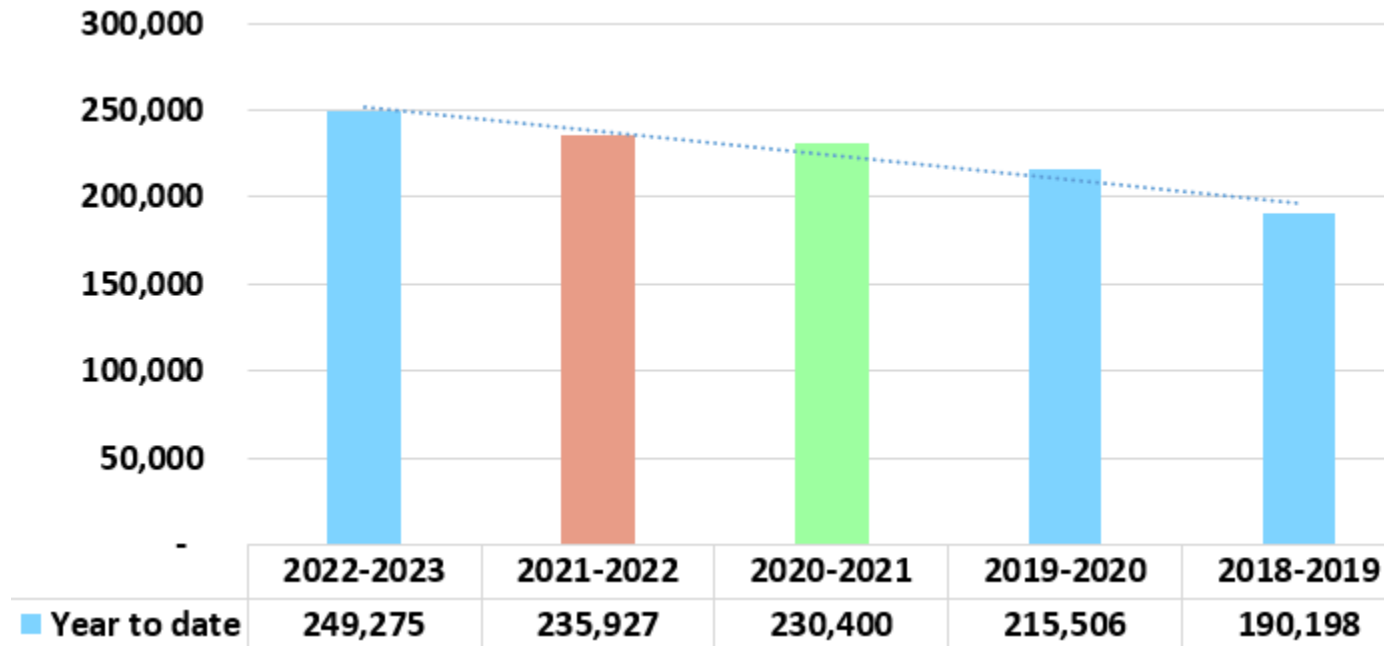


\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st; these figures will correspond with the October column in the Cash Accrual Breakdown).

# Cash Collection Analysis:

# Panama City

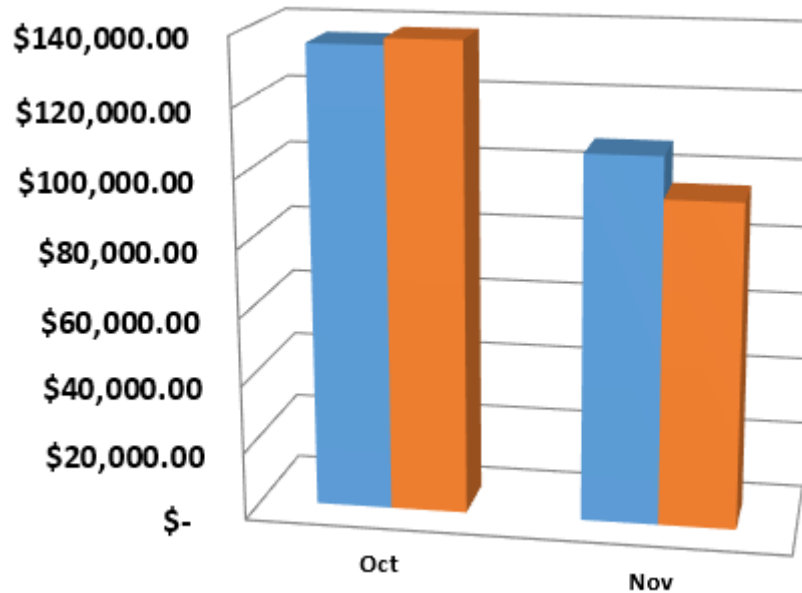
For two months ending  
November 30, 2022



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Accrual Attribution Data					
	<u>2022/2023 As</u> <u>of 12/31/22</u>	<u>2021/2022 As</u> <u>of 12/31/21</u>	<u>Variance</u>	<u>Variance %</u>	<u>2021/2022</u> <u>FINAL 12/31/22</u>
Oct	\$ 135,959.57	\$ 137,924.36	\$ (1,964.79)	-1.42%	\$ 139,707.69
Nov	\$ 107,476.95	\$ 95,349.79	\$ 12,127.16	12.72%	\$ 109,519.77
Dec-Sep	\$ -	\$ 357.25			
	\$ 243,436.52	\$ 233,631.40	\$ 9,805.12	4.20%	\$ 249,227.46

■ 2022/2023 As of 12/31/22      ■ 2021/2022 As of 12/31/21



		Collected in					
		<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Attributed period	Pre	\$ 5,202.11	\$ 635.89				\$ 5,838.00
	Oct	\$ 131,612.04	\$ 4,347.53				\$ 135,959.57
	Nov	\$ 33.64	\$ 107,443.31				\$ 107,476.95
	Dec						\$ -
	Jan						\$ -
	Feb						\$ -
	Mar						\$ -
	Apr						\$ -
	May						\$ -
	Jun						\$ -
	Jul						\$ -
	Aug						\$ -
	Sep						\$ -
Post						\$ -	
		\$ 136,847.79	\$ 112,426.73	\$ -	\$ -	\$ -	\$ 249,274.52

\*Note: This report delineates the attribution of collected revenue in a given reporting period.

# Schedule of Collection Allocation Panama City

For the month and fiscal year ending November 2022 and 2021

## For the month ending November 2022

	Current period	Prior periods	Total
Taxes	107,443	4,902	112,345
Penalties	-	50	50
Interest	-	31	31
<b>Total Collections</b>	<b>107,443</b>	<b>4,983</b>	<b>112,427</b>

## For the month ending November 2021

	Current period	Prior periods	Total
Taxes	99,524	-	99,524
Penalties	570	-	570
Interest	25	-	25
<b>Total Collections</b>	<b>100,119</b>	<b>-</b>	<b>100,119</b>

## Fiscal year to date through November 2022

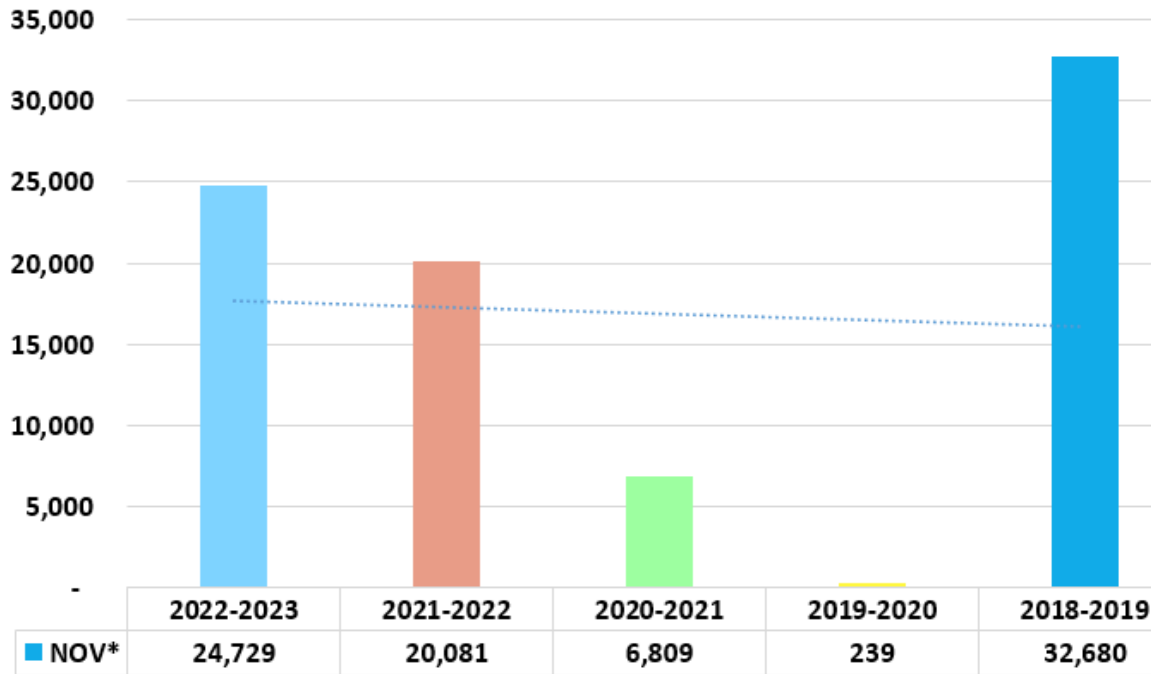
	Current period	Prior periods	Total
Taxes	239,039	9,853	248,892
Penalties	50	257	307
Interest	0	75	75
<b>Total Collections</b>	<b>239,089</b>	<b>10,186</b>	<b>249,275</b>

## Fiscal year to date through November 2021

	Current period	Prior periods	Total
Taxes	229,638	5,231	234,869
Penalties	150	433	583
Interest	0	475	475
<b>Total Collections</b>	<b>229,788</b>	<b>6,139</b>	<b>235,927</b>

# Cash Collection Analysis: Mexico Beach

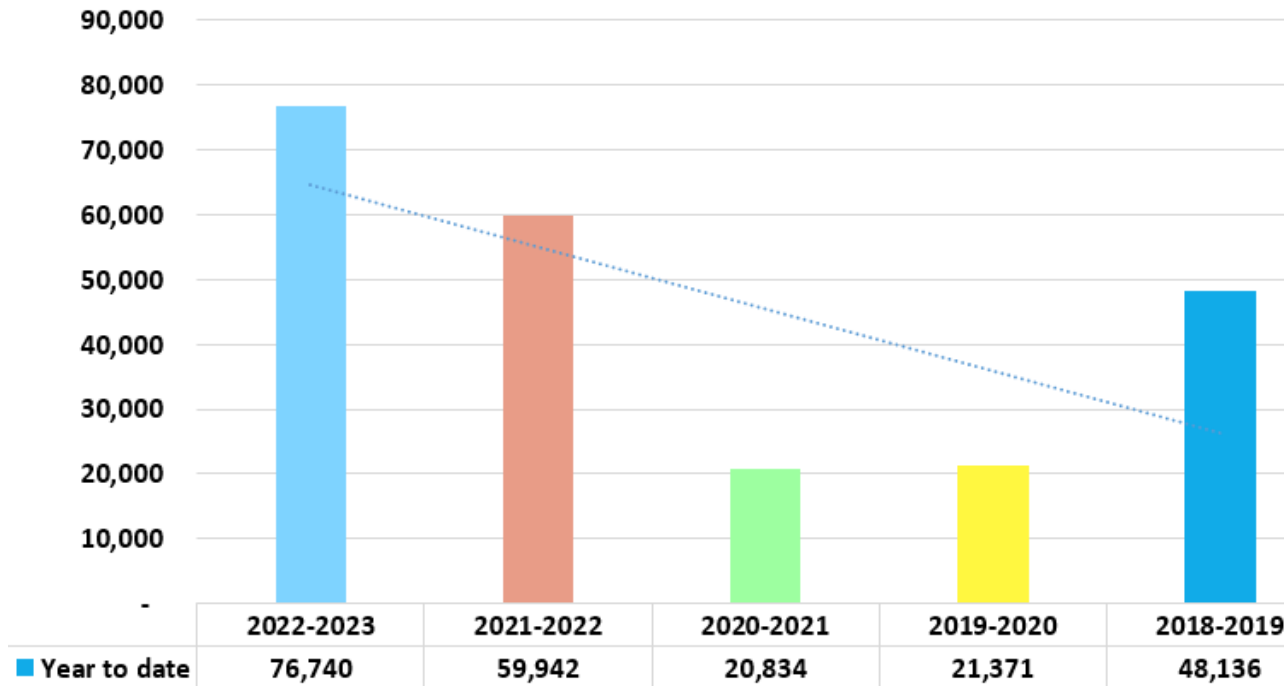
For the month ending  
November 30, 2022



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# Cash Collection Analysis: Mexico Beach

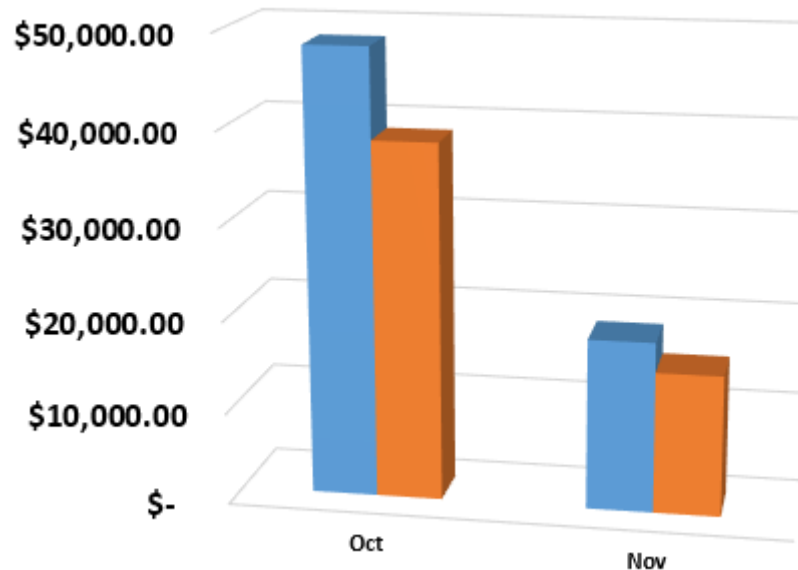
For two months ending  
November 30, 2022



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Accrual Attribution Data					
	<u>2022/2023 As</u>	<u>2021/2022 As</u>	<u>Variance</u>	<u>Variance %</u>	<u>2021/2022</u>
	<u>of 12/31/22</u>	<u>of 12/31/21</u>			<u>FINAL 12/31/22</u>
Oct	\$ 48,254.46	\$ 38,571.19	\$ 9,683.27	25.10%	\$ 40,086.43
Nov	\$ 18,505.89	\$ 15,302.70	\$ 3,203.19	20.93%	\$ 15,812.12
Dec-Sep	\$ 246.85	\$ 532.25			
	\$ 67,007.20	\$ 54,406.14	\$ 12,601.06	23.16%	\$ 55,898.55

■ 2022/2023 As of 12/31/22      ■ 2021/2022 As of 12/31/21





Collected in						
	<u>Nov</u>	<u>Dec</u>	<u>Jan</u>	<u>Feb</u>	<u>Mar</u>	
Pre	\$ 9,033.19	\$ 700.00				\$ 9,733.19
Oct	\$ 42,831.90	\$ 5,422.56				\$ 48,254.46
Nov	\$ 146.41	\$ 18,359.48				\$ 18,505.89
Dec		\$ 246.85				\$ 246.85
Jan						\$ -
Feb						\$ -
Mar						\$ -
Apr						\$ -
May						\$ -
Jun						\$ -
Jul						\$ -
Aug						\$ -
Sep						\$ -
Post						\$ -
	\$ 52,011.50	\$ 24,728.89	\$ -	\$ -	\$ -	\$ 76,740.39

Attributed period

\*Note: This report delineates the attribution of collected revenue in a given reporting period.

# Schedule of Collection Allocation Mexico Beach

For the month and fiscal year ending November 2022 and 2021

## For the month ending November 2022

	Current period	Prior periods	Total
Taxes	18,456	5,764	24,220
Penalties	150	356	506
Interest	0	2	2
<b>Total Collections</b>	<b>18,606</b>	<b>6,123</b>	<b>24,729</b>

## For the month ending November 2021

	Current period	Prior periods	Total
Taxes	15,554	4,185	19,739
Penalties	100	228	328
Interest	0	14	14
<b>Total Collections</b>	<b>15,654</b>	<b>4,427</b>	<b>20,081</b>

## Fiscal year to date through November 2022

	Current period	Prior periods	Total
Taxes	61,284	13,495	74,779
Penalties	300	1,394	1,694
Interest	1	267	268
<b>Total Collections</b>	<b>61,585</b>	<b>15,156</b>	<b>76,740</b>

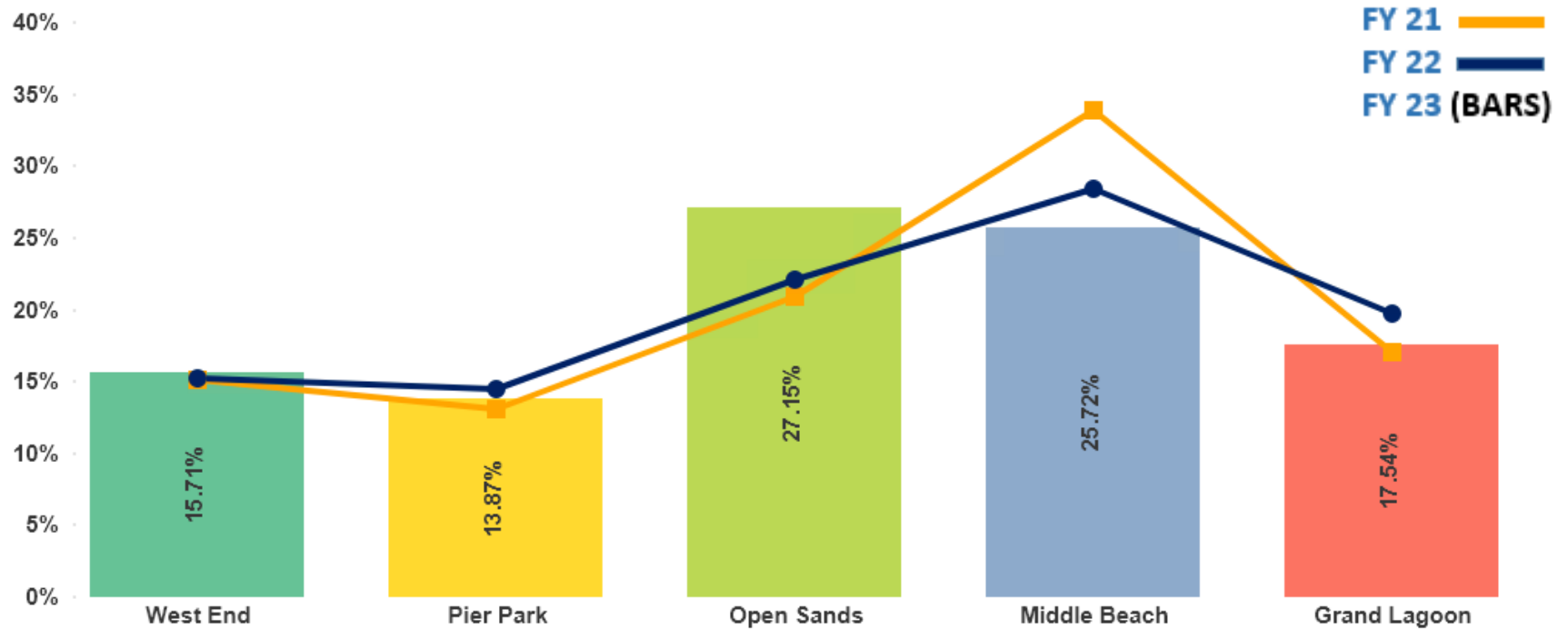
## Fiscal year to date through November 2021

	Current period	Prior periods	Total
Taxes	50,872	8,585	59,457
Penalties	100	272	372
Interest	0	114	114
<b>Total Collections</b>	<b>50,972</b>	<b>8,970</b>	<b>59,942</b>

# TDC Zones: Panama City Beach and Surrounding

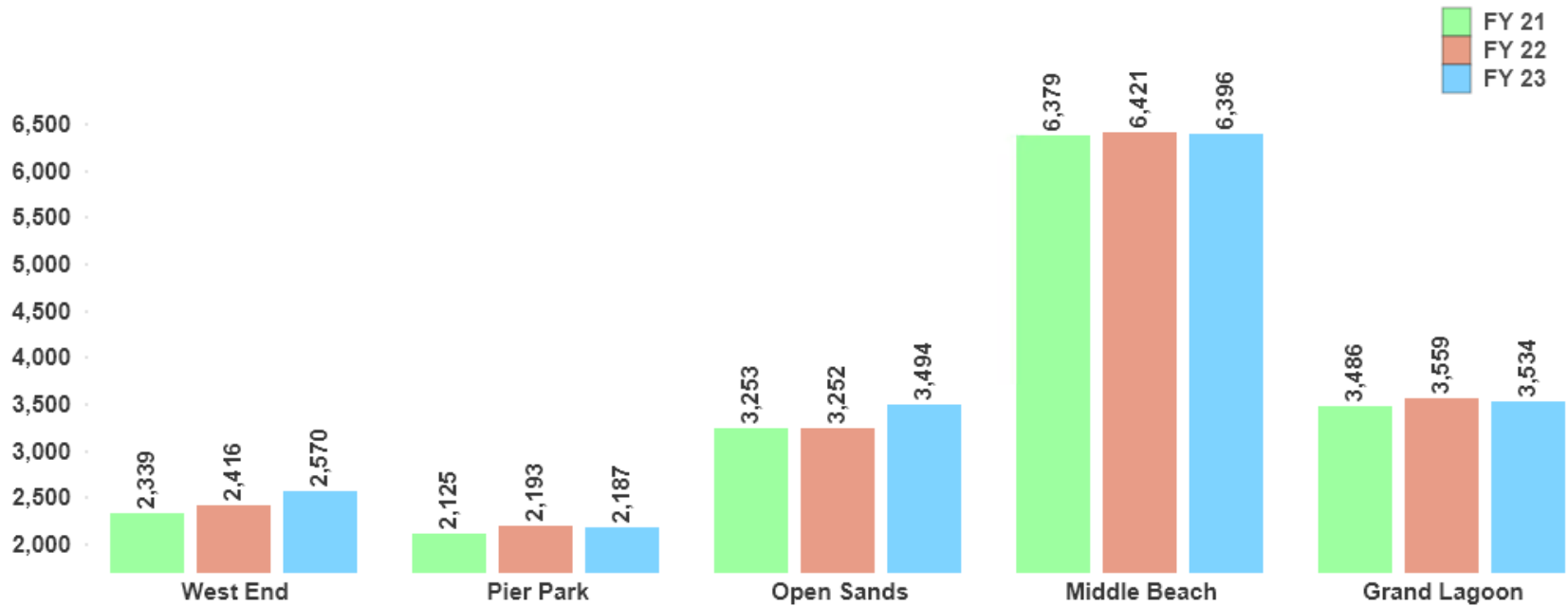


# Annual % of Gross Receipts by Zones Three Year November Comparison



Nov	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY21	15.10%	13.10%	20.91%	33.88%	17.01%
FY22	15.26%	14.53%	22.13%	28.39%	19.68%
FY23	15.71%	13.87%	27.15%	25.72%	17.54%

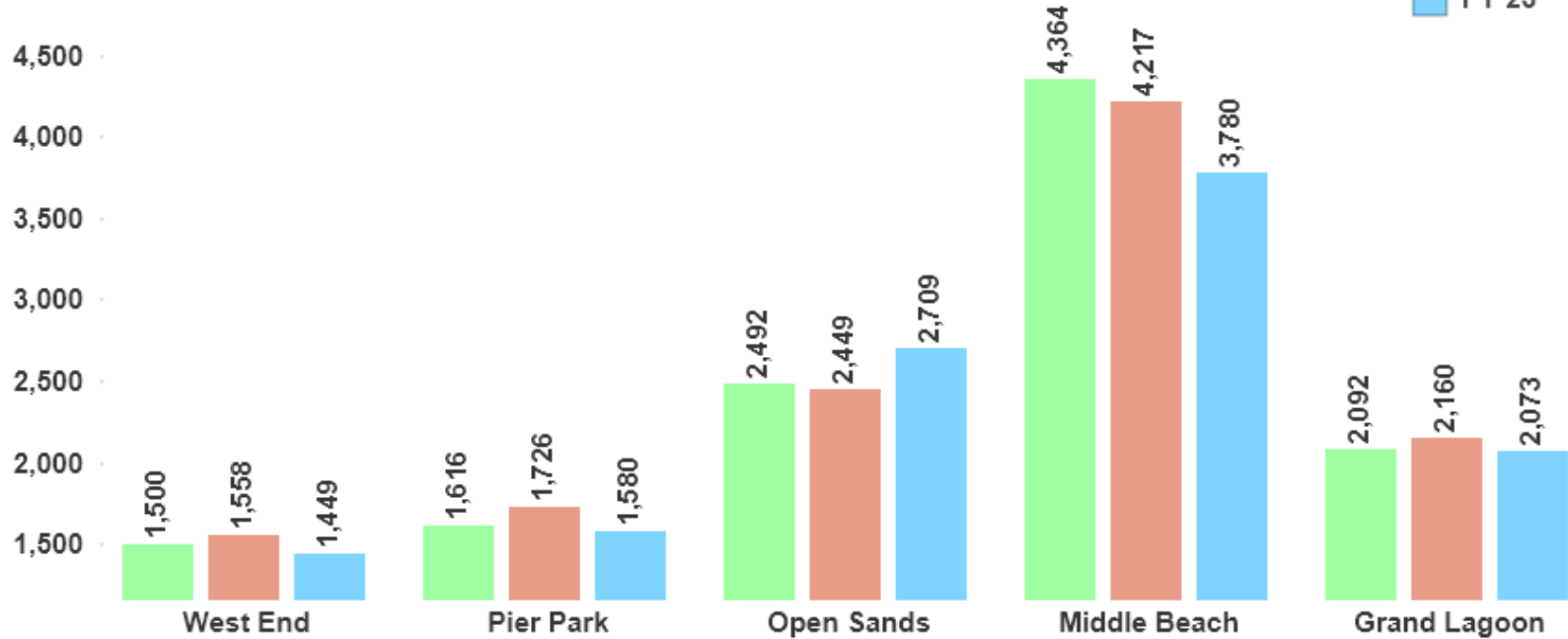
# Total Unit Count Three Year November Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 21	17,597	17,582	17,791	17,649	17,676	18,017	17,989	18,172	18,225	17,987	18,017	18,014
FY 22	17,890	17,841	17,972	17,820	17,915	18,144	18,252	18,325	18,576	18,498	18,696	18,850
FY 23	18,859	18,181										

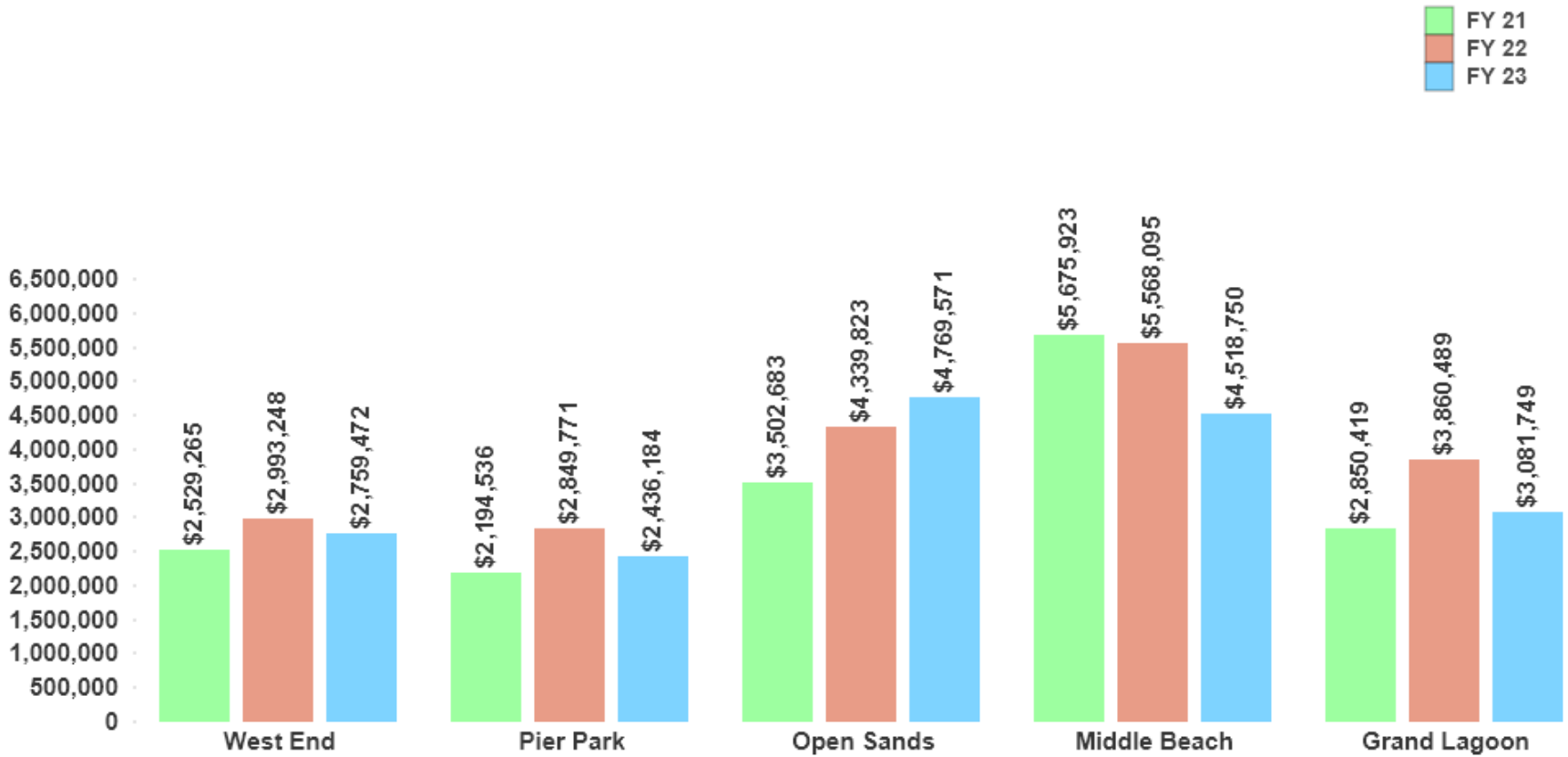
# Unit Count Reporting Income Three Year November Comparison

FY 21  
FY 22  
FY 23

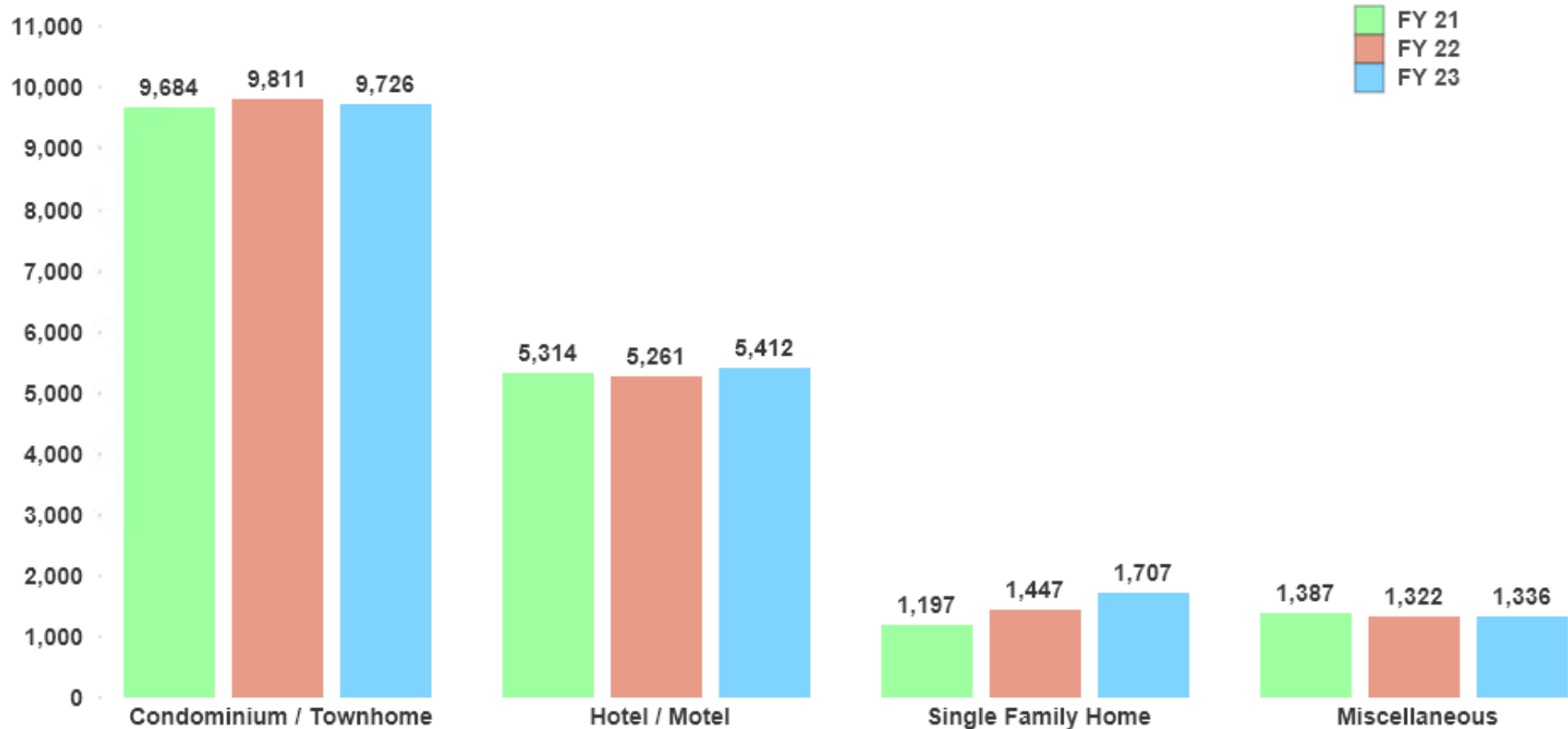


	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 21	15,000	12,064	10,778	11,470	11,803	15,239	15,796	16,306	16,622	16,580	16,535	16,061
FY 22	15,587	12,110	11,930	12,314	12,721	15,106	15,526	16,357	16,993	17,025	16,327	16,202
FY 23	16,098	11,591										

# Gross Rental Receipts Three Year November Comparison



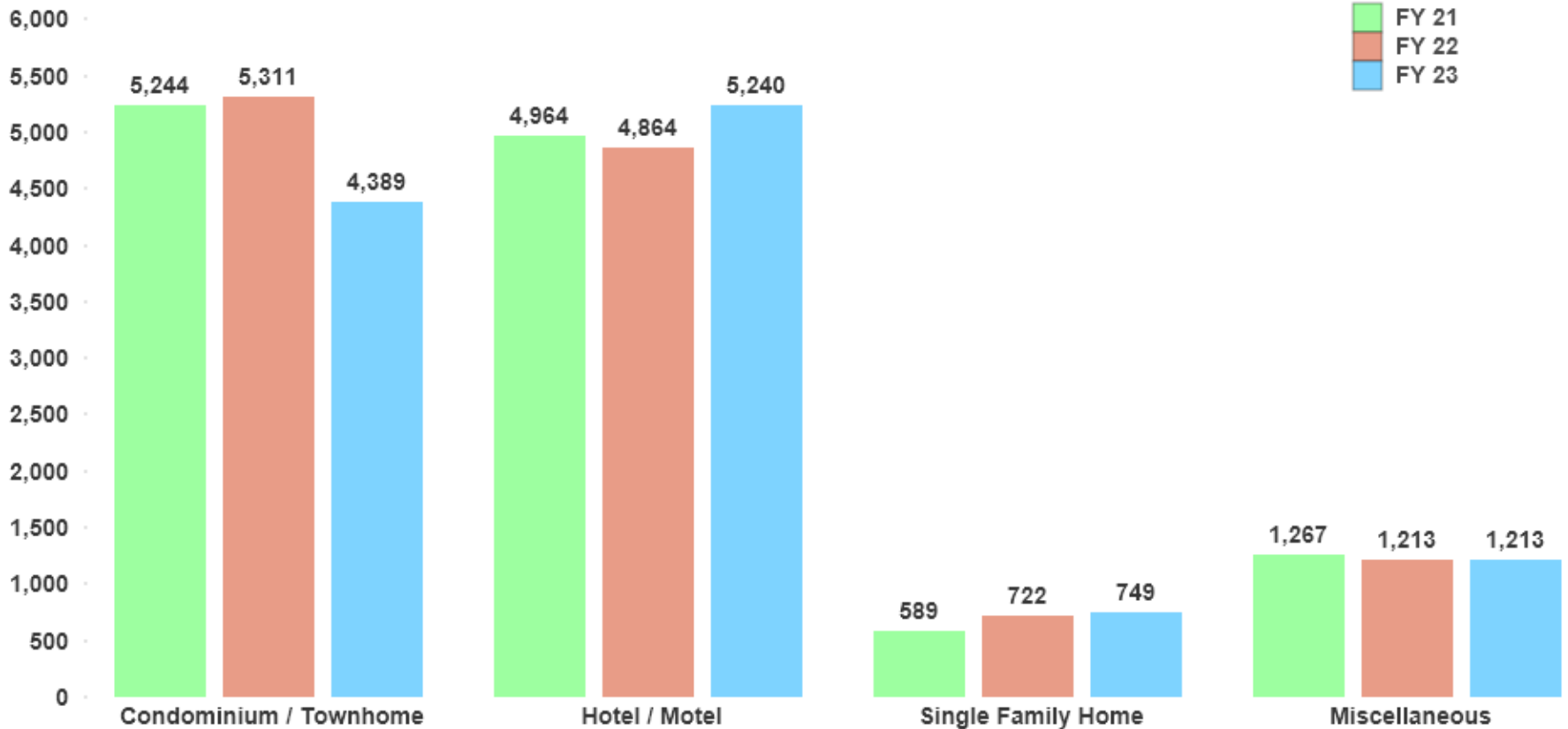
\*Rounded to nearest whole dollar per each element



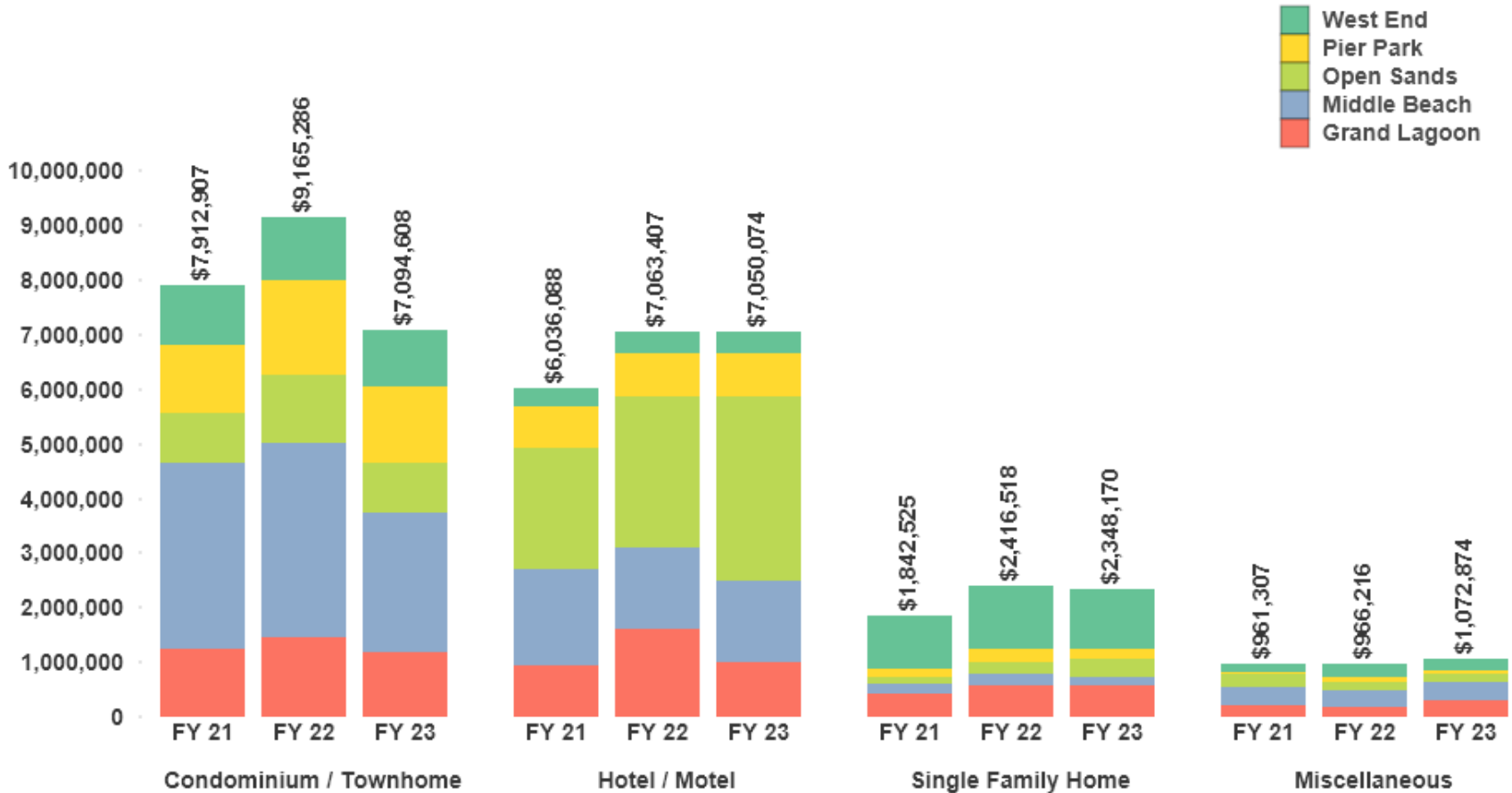
Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.



# Unit Count Reporting Income by Property Type - Three Year – November



Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

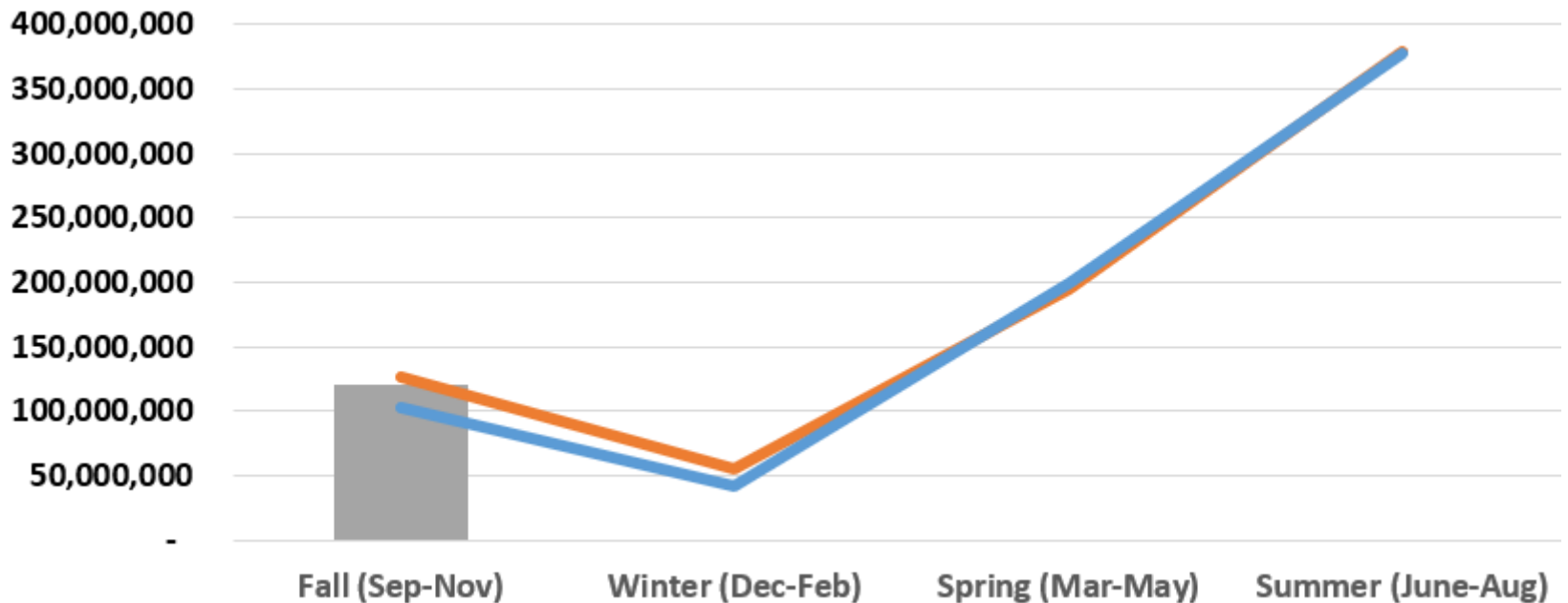


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

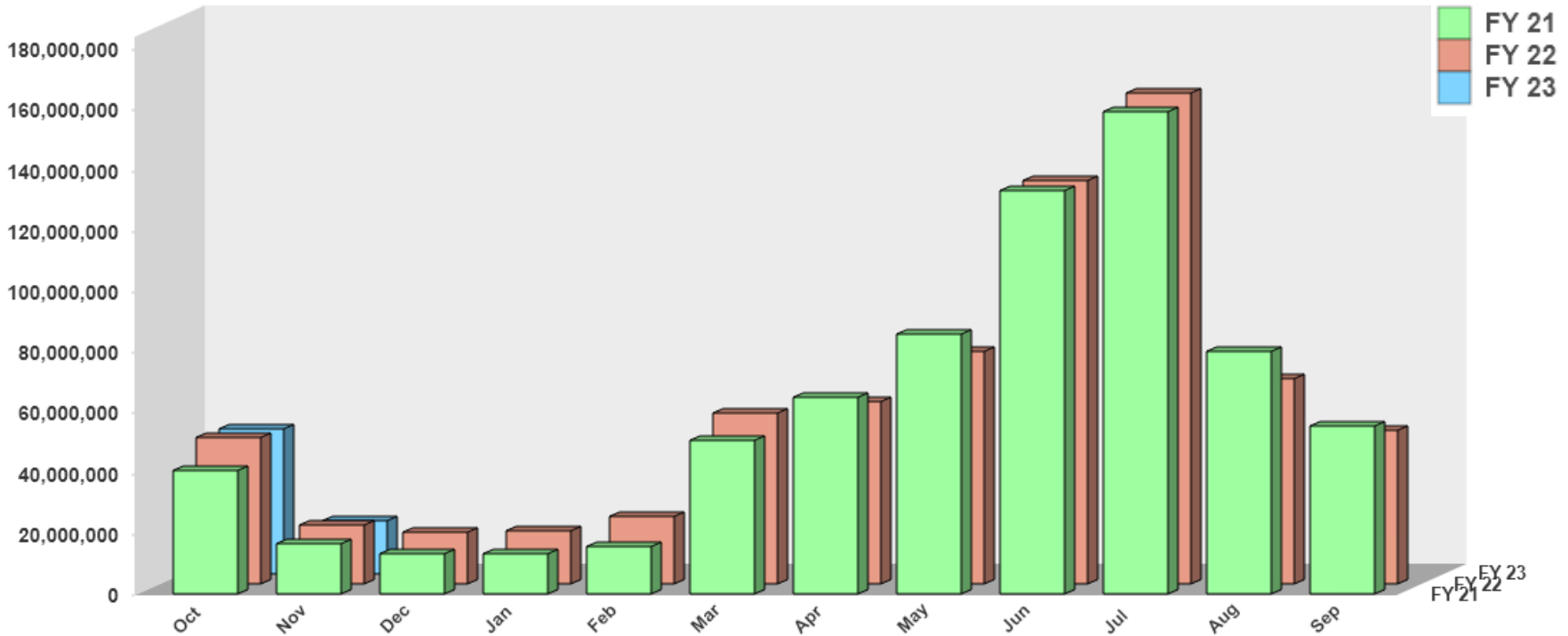
**\*Rounded to nearest whole dollar per each element**

# Seasonal Gross Receipts Three Year Comparison

■ 2022-2023    — 2021-2022    — 2020-2021



Fiscal Year Ending September 30, 2023



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 21	\$40,691,424	\$16,752,826	\$13,056,413	\$13,328,610	\$15,867,649	\$50,819,069	\$64,740,811	\$85,732,180	\$133,301,858	\$159,245,988	\$80,028,257	\$55,428,936
FY 22	\$48,358,489	\$19,611,426	\$17,269,923	\$17,355,189	\$22,267,235	\$56,241,205	\$60,423,808	\$76,608,782	\$133,234,756	\$162,336,286	\$67,657,340	\$50,761,074
FY 23	\$48,090,741	\$17,565,727										

\*Rounded to nearest whole dollar per each element

# MONTHLY TDT DATA DETAIL

## **Tourist Tax Data and Statistics Report for Panama City Beach Area for month ending: November 30, 2022**



**Bedroom Type Reporting Units grouped by  
Condominium / Townhome property type  
Fiscal Year thru November 30, 2022**

GIS_Zone_Desc	BedRoomGroup	Oct	Nov
West End	1 Bedroom	304	169
	2 Bedroom	589	289
	3+ Bedrooms	157	102
Pier Park	1 Bedroom	468	323
	2 Bedroom	462	305
	3+ Bedrooms	174	123
Open Sands	1 Bedroom	536	335
	2 Bedroom	315	159
	3+ Bedrooms	157	106
Middle Beach	1 Bedroom	1,441	688
	2 Bedroom	1,316	640
	3+ Bedrooms	811	446
Grand Lagoon	1 Bedroom	345	186
	2 Bedroom	721	363
	3+ Bedrooms	278	155

GIS_Zone_Desc	BedRoomGroup	Oct	Nov
West End	1 Bedroom	\$886,598.55	\$238,945.08
	2 Bedroom	\$1,973,057.09	\$530,058.96
	3+ Bedrooms	\$929,666.03	\$281,182.06
Pier Park	1 Bedroom	\$1,365,257.02	\$467,296.89
	2 Bedroom	\$1,819,013.87	\$596,479.36
	3+ Bedrooms	\$929,369.15	\$325,167.78
Open Sands	1 Bedroom	\$1,386,084.34	\$408,157.96
	2 Bedroom	\$1,127,065.21	\$243,523.63
	3+ Bedrooms	\$771,840.78	\$268,618.15
Middle Beach	1 Bedroom	\$3,368,957.24	\$806,844.75
	2 Bedroom	\$4,446,813.81	\$937,995.82
	3+ Bedrooms	\$3,207,815.69	\$810,715.62
Grand Lagoon	1 Bedroom	\$908,643.85	\$236,182.80
	2 Bedroom	\$2,420,376.26	\$590,950.68
	3+ Bedrooms	\$1,388,645.21	\$352,488.17

## Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending November 30, 2022

Hotel/Motel Units:	<b>5,240</b>
Hotel/Motel Gross Receipts:	<b>\$7,050,074</b>

Single Family Units:	<b>749</b>
Single Family Gross Receipts:	<b>\$2,348,170</b>

Miscellaneous Units:	<b>1,213</b>
Miscellaneous Gross Receipts:	<b>\$1,072,874</b>

Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.



# Supporting Data and Service Contributors

Dan Sowell, CFA  
Bay County Property Appraiser

 **BILL KINSAUL**  
CLERK OF COURT  
& COMPTROLLER  
BAY COUNTY



**Bay County**  
**Geographic Information System**

**Qlik**   
QlikView® NPrinting