



AGENDA  
COMBINED BOARD MEETING  
Bay County Tourist Development Council  
Panama City Beach Convention & Visitors Bureau, Inc.  
Panama City Beach

Wednesday, September 21, 2022

9:00 a.m.

Council Room, PCB City Hall

- I. CALL MEETING TO ORDER**
- II. ROLL CALL**
  - A. Invocation
  - B. Pledge of Allegiance
  - C. Approve April 2022 and August 2022 Minutes
- III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)**
- IV. CONSENT AGENDA**
  - A. Acknowledge Receipt of the July 2022 Tourist Development Tax Collection Report
- V. ACTION ITEMS**
  - A.** Discuss and consider for approval RFQ 22-65 winning bid, Lose Design, to provide design services for the SABRE Center Project, Mr. Dan Rowe.
  - B.** Discuss and consider for approval the FY 2023 CVB/TDC Public Relations and Marketing/Media Plan, Ms. Jayna Leach, Ms. Gina Stouffer (LHG), Ms. Melonie Sturm, (Watauga) and Ms. Kelsey Anderson (Luckie).
- VI. PRESIDENTS REPORT**
- VII. CHAIRMAN'S REPORT**
- VIII. AUDIENCE PARTICIPATION**
- IX. ADJOURNMENT**

**MOTIONS PASSED AT THE COMBINED BOARD MEETING, Tuesday, April 12, 2022**

Approved Consent Agenda  
**Mr. Walsingham/Ms. Pease**

Approve Action Item A  
**Mr. Griffiths/Mr. Chester**

Approve Action Item B  
**Mr. Phillips/Mr. Griffiths**

Approve Action Item C  
**Ms. Pease / Mr. Griffiths**

Approve Action Item D  
**Mr. Griffiths/Ms. Pease**

COMBINED BOARD MEETING  
Bay County Tourist Development Council  
Panama City Beach Convention & Visitors Bureau, Inc.  
Panama City Beach

Tuesday, April 12, 2022

9:00 a.m.

Council Room, PCB City Hall

**I. CALL MEETING TO ORDER**

Chairman Bailey called the meeting to order at 9:00 a.m.

**II. ROLL CALL**

Seven Members Present, Two Absent

Absent Members:

Casto, Paul

Wilkes, Buddy

**A. Invocation**

Mr. Chester gave the Invocation.

**B. Pledge of Allegiance**

Ms. Pease led the Pledge of Allegiance.

**III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)**

None

**IV. CONSENT AGENDA**

Mr. Rowe read the Consent Agenda into the record.

**A. Approve 2022 Sea Turtle Monitoring Contract**

**B. Approve 2022 Leave No Trace Enforcement Monitoring Contract**

**C. Acknowledge Receipt of the February 2022 Tourist Development Tax Collection Report**

**Mr. Walsingham moved; seconded by Ms. Pease to approve the Consent Agenda.**

**Motion passed unanimously.**

**V. ACTION ITEMS**

**A.** Discuss and consider for approval a recommendation to Bay County to execute Florida Department of Environmental Protection Grant Agreement 22BA1 for the Mexico Beach Restoration Project, Ms. Lisa Armbruster

Ms. Armbruster stated that this will be used to restore Mexico Beach as well as to secure other grant funds for the project. Mr. Griffiths asked if trucking in sand would be an option to reduce costs to which Ms. Armbruster replied that it could be. But with the amount of volume, probably not a viable option. She said they already have a borrow source that is permitted.

**Mr. Griffiths moved; seconded by Mr. Chester.  
Motion passed unanimously.**

**B.** Discuss and consider for approval a recommendation to Bay County to execute the Combined Task Order and Notice to Proceed, No. 003, with MRD for Permit-Required Beach Surveying Post-Construction, Ms. Lisa Armbruster

Ms. Armbruster stated the need for a change in the request. She was told the day before this meeting that the Army Corp of Engineers will be doing this survey after she was told they would not. In order to be sure that they will be doing all of it, in it's entirety, she asked the board to approve the survey task order in full, and she will modify it based on what the Corp does and send the modification to the BOCC. The maximum will be \$145,440, but will likely be less. That is for permit required full surveying of the whole beach after construction.

Ms. Pease and Mr. Griffiths asked about the delay in the federal permits. Ms. Armbruster stated that the state permits were secured but the federal is taking a long time because they are waiting to hear from the Marine Fisheries and Fish and Wildlife agencies. Mr. Rowe stated that he has addressed the delay with state officials as well as NOAA and the Marine Fisheries leaders.

**Mr. Phillips moved; seconded by Mr. Griffiths.  
Motion passed unanimously.**

**C.** Discuss and consider for approval a recommendation to Bay County to execute the Combined Task Order and Notice to Proceed, No. 002, with Coastal Protection Engineering LLC for Permit-Required Beach Monitoring Analysis and Lighting Evaluations Post-Construction, Ms. Lisa Armbruster

Ms. Armbruster stated that this is a permit required monitoring evaluation and will also allow evaluations annually post construction.

**Ms. Pease moved; seconded by Mr. Griffiths.  
Motion passed unanimously.**

**D.** Discuss and consider for approval a recommendation to Bay County to execute the Combined Task Order and Notice to Proceed, No. 003, with Coastal Protection Engineering LLC for Desktop Study and Analyses for Sand Search Development for Future Panama City Beaches Renourishment Projects, Ms. Lisa Armbruster

Addresses the borrow points for sand for future projects.

**Mr. Griffiths moved; seconded by Mr. Pease.  
Motion passed unanimously.**

## **VI. DISCUSSION ITEMS**

**NONE**

## VII. PRESIDENTS REPORT

Mr. Rowe stated that the sponsorship evaluations for the indoor sports center is ongoing and should be concluded and posted online in the next few weeks.

He then stated that the county had finished the annual audit and the cash carry forward from excess collections and unspent funds is approximately 16.5M. Of that, 1.3M is available at the board's direction for use towards public safety. He said by law, they can use up to 10% of four of the five pennies of the Tourist Development Tax for reimbursement. The Sheriff's office currently has about 40,000 dollars of overtime. Mr. Rowe discussed the possible development of a local co-op program with tourism related businesses in which their security cameras would be accessible by the Sheriff's integrated camera program. Also, the funds could be used for buying more cameras that read license plates. Mr. Rowe went on to say that the co-op program would share the cost by them invoicing the CVB for reimbursement of costs related. He said this would enhance the ability of law enforcement to handle emergency situations as well as the participating businesses with onsite issues.

Mr. Rowe stated that out of the additional 1.3M available for public safety, the co-op program would be approximately 200k annually.

Ms. Pease asked if there were any projects that have been earmarked for these funds. Mr. Rowe stated that there are no other projects that he is aware of, but he has made the public safety officials aware of these funds. If they have projects that meet the criteria for use of these funds, they can submit those to the CVB. He said that we have purchased cameras that are specifically directed to look into the gulf to aid in the rescue efforts of someone who needs help in the water. He said we have also invested in the FLIR tech for one of the Sheriff's helicopters which can identify distressed swimmers more quickly. As their needs are identified, these funds can assist in the enhancement of our public safety and law enforcement for our visitors and residents.

Ms. Pease asked if the public safety agencies can ask for funds for additional staff, vehicles, and equipment. Mr. Rowe said that justifying using the funds for additional staff would be more difficult, but the other things would be more justifiable. Ms. Pease asked if Mr. Rowe could look into using the funds for additional public safety staff. Mr. Griffiths stated that would most likely not be a viable option as the need is filled by the agencies using other county agency staff during the busy season. Mr. Rowe suggested asking CVB council as well as the county and city council to look into the legality of using the funds in this manner.

Mr. Phillips stated that the CVB should add funding towards beach safety because it's a continuing problem and increased safety could be used to increase visitation. Mr. Rowe said that the CVB currently funds 100 percent of what they are legally allowed to use of the TDT. He also stated that the public safety agencies are having problems filling vacant positions and the CVB cannot hire for them. Mr. Phillips said he thinks there is more we can do such as safety boxes on the beach with flotation devices or emergency call buttons. Mr. Rowe replied that he will reach out to city and county managers and express Mr. Phillips' desire because they are the ones who develop their programs and communicate that with the CVB.

Mr. Sale, referring to Mr. Griffiths' statement regarding adding public safety staff, said that there is a legal requirement that these funds cannot be used in lieu of normal operating expenses. He also said overtime fits well within the legal parameters as well as bringing in and paying for additional staff from outside the county during the busy season.

Ms. Pease asked if there were any funding opportunities from the CVB to the area technical schools that could help the over 400 employees who were unemployed due to the closing of the paper mill.

Mr. Rowe said that the scholarship program that had been discussed previously will be brought back to the board in the future.

**VIII. CHAIRMAN'S REPORT**

Mr. Bailey thanked the public safety agencies for their work during spring break. He also thanked Lisa Armbruster for her work.

Mr. Rowe also stated that due to the weather and timing, UNwineD dates for next year will be changed and he will bring that to the board in the future.

**IX. AUDIENCE PARTICIPATION**  
**NONE**

**X. ADJOURNMENT**

Respectfully submitted,  
Sharon Cook, Recording Secretary

**MOTIONS PASSED AT THE COMBINED BOARD MEETING, Thursday, August 11, 2022**

Approve July 12, 2022 Minutes

**Mr. Griffiths/Ms. Pease**

Approved Consent Agenda

**Mr. Wilkes/Mr. Griffiths**

Approved Action Item A-1

**Mr. Phillips/Ms. Pease**

Approved Action Item A-2

**Mr. Griffiths/Ms. Pease**

Approved Action Item B

**Mr. Griffiths/Mr. Phillips**

COMBINED BOARD MEETING  
Bay County Tourist Development Council  
Panama City Beach Convention & Visitors Bureau, Inc.  
Panama City Beach

Thursday, August 11, 2022

9:00 a.m.

Council Room, PCB City Hall

**I. CALL MEETING TO ORDER**

Chairman Bailey called the meeting to order at 9:00 a.m.

**II. ROLL CALL**

Seven Members Present

Two Members Absent:

Mr. Paul Casto

Mr. Yonnie Patronis

A. Invocation

Mr. Wilkes gave the Invocation.

B. Pledge of Allegiance

Ms. Pease led the Pledge of Allegiance.

C. Approve July 12, 2022 Minutes

**Mr. Griffiths moved; seconded by Ms. Pease to approve the minutes.**

**Motion passed unanimously**

**III. REQUESTS TO ADDRESS THE BOARD ON AGENDA ITEMS (3 Minutes)**

None

**IV. CONSENT AGENDA**

Mr. Rowe read the Consent Agenda into the record.

A. Approve Destination Panama City 2023 Budget & Program of Work

B. Approve Mexico Beach CDC FY 2023 Budget & Program of Work

C. Acknowledge Receipt of the June 2022 Tourist Development Tax Collection Report

D. Acknowledge Receipt of the June 2022 Quarterly Financial Report

**Mr. Wilkes moved; seconded by Mr. Griffiths**

**Motion passed unanimously.**

**V. PRESENTATIONS**

A. Review the FY 2022 Spring Quarterly Visitor Profile Report, Mr. Berkley Young

Mr. Young reviewed the Winter quarterly visitor report.



## **VI. ACTION ITEMS**

A. Cost Modification Approval for the Memorandum of Agreement between the Department of the Army and Bay County Florida for additional sand placement at St. Andrews State Park, Ms. Lisa Armbruster

Ms. Armbruster outlined the MOA for the project. She said the funding amount is the government estimate and is higher due to the volume increasing. This agreement is to transfer 21.3M to the COE with the funds coming back via grants. Mr. Griffiths asked if the 6M that is not currently covered by a grant will be able to be refunded via a grant after the project is complete. Ms. Armbruster said that it will be able to be recovered. Mr. Griffiths stated that he would like to speak to the State Representative for the State Parks to get more information about how to improve communication and assurances of the 6M being refunded. Ms. Pease asked about the project start time line. Ms. Armbruster said around October 2022. She also said the new borrow sites are being researched.

Mr. Rowe stated that the volume of sand is greatly higher than other projects. He also discussed the States urgency and ability to cover the 6M. Also, he said he would ensure the communication with the park officials will be ensured.

Mr. Rowe asked the board to amend their motion to include a motion, A-2, for MRD being the agency to monitor the project as they have done previously.

**Item A-1:** Cost Modification Approval for the Memorandum of Agreement between the Department of the Army and Bay County Florida for additional sand placement at St. Andrews State Park,

**Mr. Phillips moved; seconded by Ms. Pease**  
**Motion passed unanimously.**

**Item A-2:** Task order MRD to monitor the project.

**Mr. Griffiths moved; seconded by Ms. Pease**  
**Motion passed unanimously.**

B. Discuss and consider for approval the FY 2023 Panama City Beach CVB Budget and Program of Work, Mr. Dan Rowe

Mr. Rowe reviewed the FY23 budget and program of work. He highlighted the ESTO awards received as well as the focus on contributing to the community. He discussed the POW and the focus towards attaining those goals. He then reviewed each department. In Operations, he requests that Lisa Armbruster be given a 5% increase in monthly fees. In Marketing, a website overhaul and a new Billfish fishing event has been added. Also, international marketing is coming back and is included. Sales, partner engagement is a focus as well as group sales and adventure travel. Special Events, expanding Pirates Fest to include a Renaissance festival as well as purchasing our own float. Visitor Services, will have winter resident events again. Sports, our continuing sponsorship of Ironman races and future growth of new sports events. Publix Sports Park, capital replacement cycle will begin as maintenance needs are identified. Tourism Development, continue Chasing the Sun show and transition to on demand as well as YouTube channels. Also, the Indoor Sports Center moving forward with design as well as grant funding being pursued. He stated that a building will be added to the current outdoor sports park. Also, he said that the Aaron Bessant Amphitheater will have some maintenance work done as well as the Frank Brown Park exit area. Also, to possibly build a pavilion at Frank Brown that can be used as an entrance to the park. It can also be used for packaged alcohol sales during events. Also budgeted is a crowning project to keep the fields at Frank Brown Park tournament ready, and the See Life art project and improvements to the festival lawn and lighting. Also, the gateway landscape project is moving forward. Continuing funding for Mexico Beach until they reach pre-hurricane Michael revenue level is also included as well as the renovation of the current CVB office building.

Ms. Pease asked if the sports park will need a midyear budget amendment due to understated expenses. Mr. Rowe said that should not be needed as the budgeted expenditures and revenues are well estimated for this year. She then asked when the gateway landscape project will start. Mr. Rowe stated that progress is being made but do not yet know the exact start date. She asked if the City of PCB has a maintenance plan on the amphitheater. Mr. Rowe said Mr. Whitman has communicated that they are developing those plans to prevent future issues.

Ms. Pease thanked Mr. Rowe for getting the scholarship program up and running. Mr. Rowe said these scholarships are focused on tourism related programs at area schools and universities.

Mr. Phillip discussed the signage on Hwy 79. He stated that he sees people stopping to take pictures. He asked if there is an enhancement plan for it because of people stopping for pictures for social media and the like. Mr. Rowe stated that the Florida Department of Transportation will not allow the CVB to make enhancements. He also stated that there will not be a "Las Vegas" style sign as you come over the Hathaway bridge for people to stop at due to safety issues and DOT not allowing it. Mr. Rowe stated that Ms. Leach is developing a stackable "Real.Fun.Beach" large scale stackable sign that will be located at the Visitor's Center for visitor pictures and social media posts. Mr. Phillips then asked if the CVB can create an area for visitors to stop, park, and take pictures on the main highways. Mr. Rowe said no. He said he has addressed this with DOT many times and it was rejected. Mr. Phillips then asked about the Publix Sports Park sign being improved. Mr. Rowe said that the St. Joe company is in the process of that but he doesn't have information regarding timing.

Mr. Rowe asked for the motion and vote.

**Mr. Griffitts moved; seconded by Mr. Phillips  
Motion passed unanimously with six members. (Ms. Pease had left the room at the time of the vote)**

**VII. PRESIDENTS REPORT**

Mr. Rowe announced that Ms. Leach is being promoted to Sr. Vice President/Chief Marketing Officer and announced Mr. Steve Bailey as the new Vice President of Sales. He stated that DPC is hiring LRC, Mr. Rowe's wife's company, and that he reviewed with legal council that there is no conflict of interest. He stated that he wanted to let the board know out of full transparency.

**VIII. CHAIRMAN'S REPORT**

Mr. Chester thanked staff for hard work and welcomed Steve Bailey on board.

**IX. AUDIENCE PARTICIPATION**

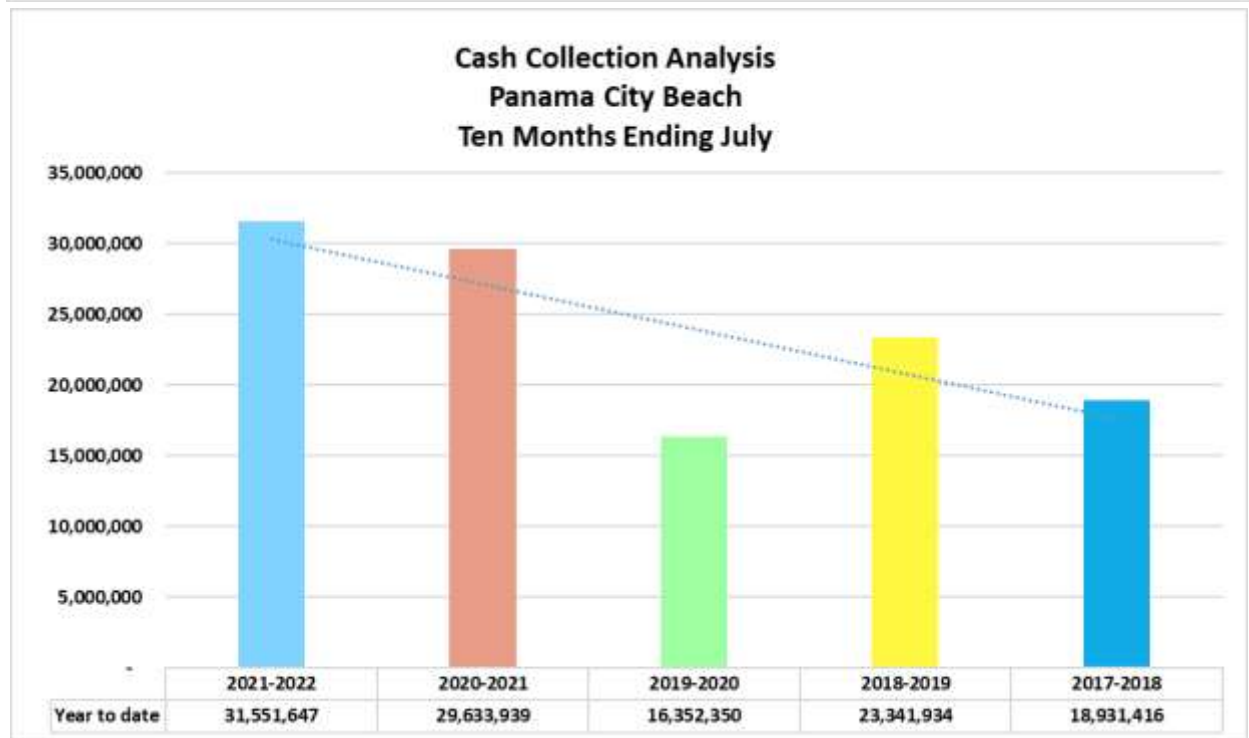
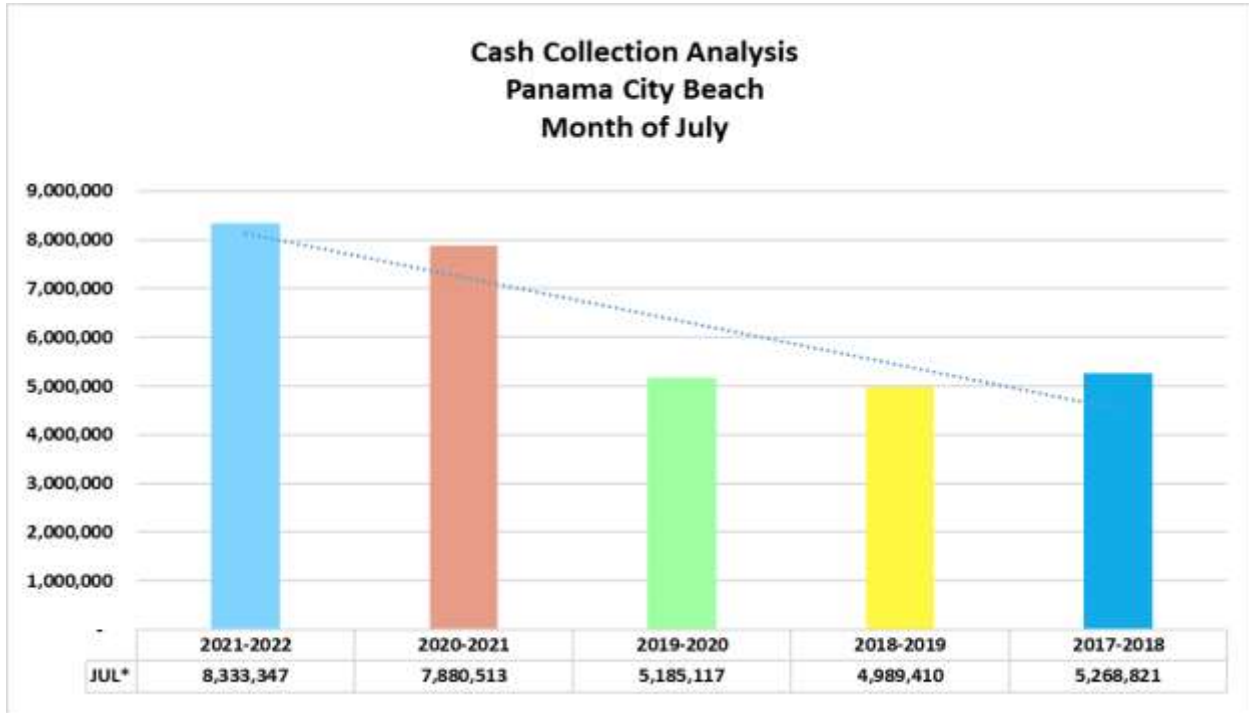
**NONE**

**X. ADJOURNMENT**

Respectfully submitted,  
Sharon Cook, Recording Secretary



## Tourist Development Tax, Bay County, Florida



Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402

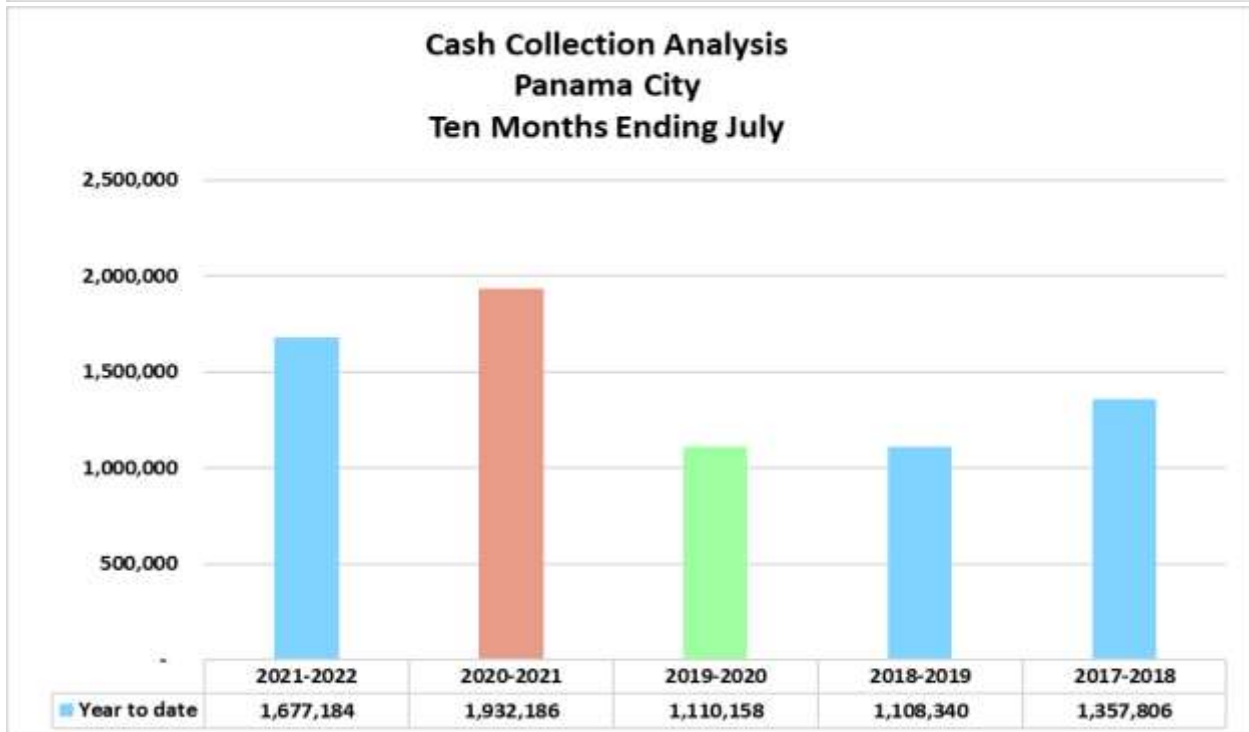
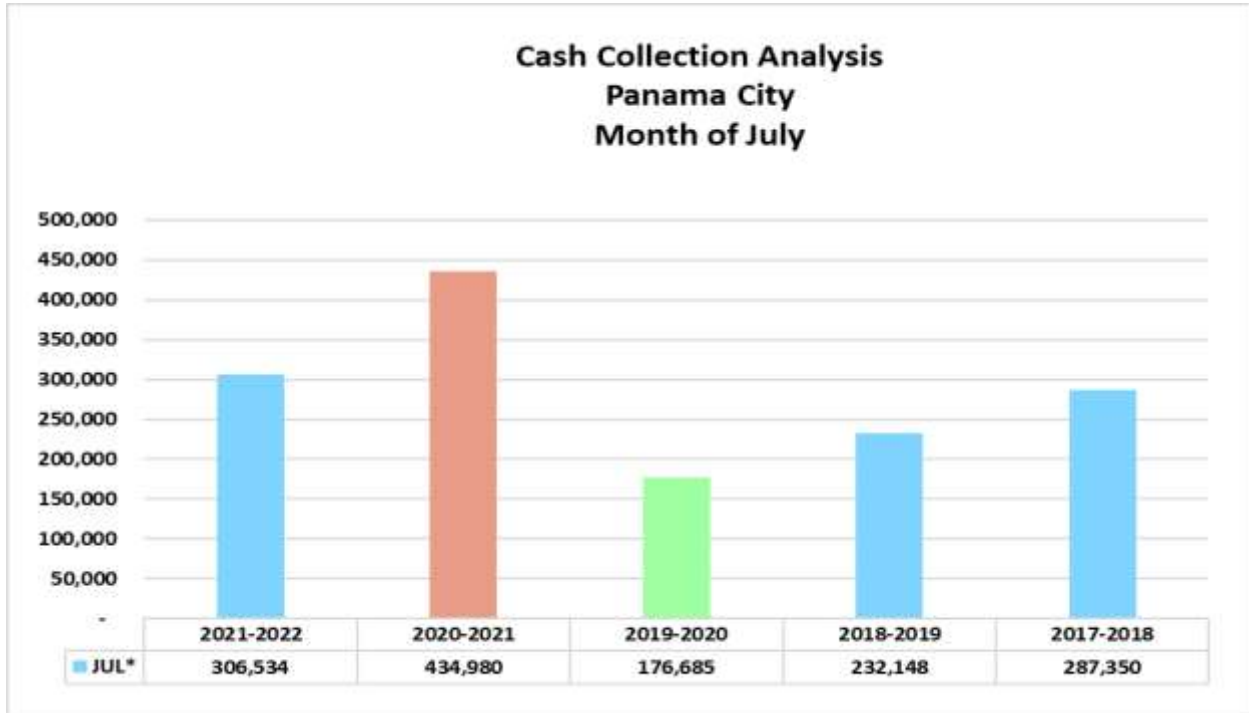
Express Delivery: 225 McKenzie Ave, Panama City, Florida 32401

Phone: (850) 747-5226 Fax: (850) 747-5212

Visit us at: <https://TDC.BayCoClerk.com/TouristTax/> Email: [TDC@BayCoClerk.com](mailto:TDC@BayCoClerk.com)



## Tourist Development Tax, Bay County, Florida



Bay County Tourist Development Tax, Post Office Box 1230, Panama City, Florida 32402

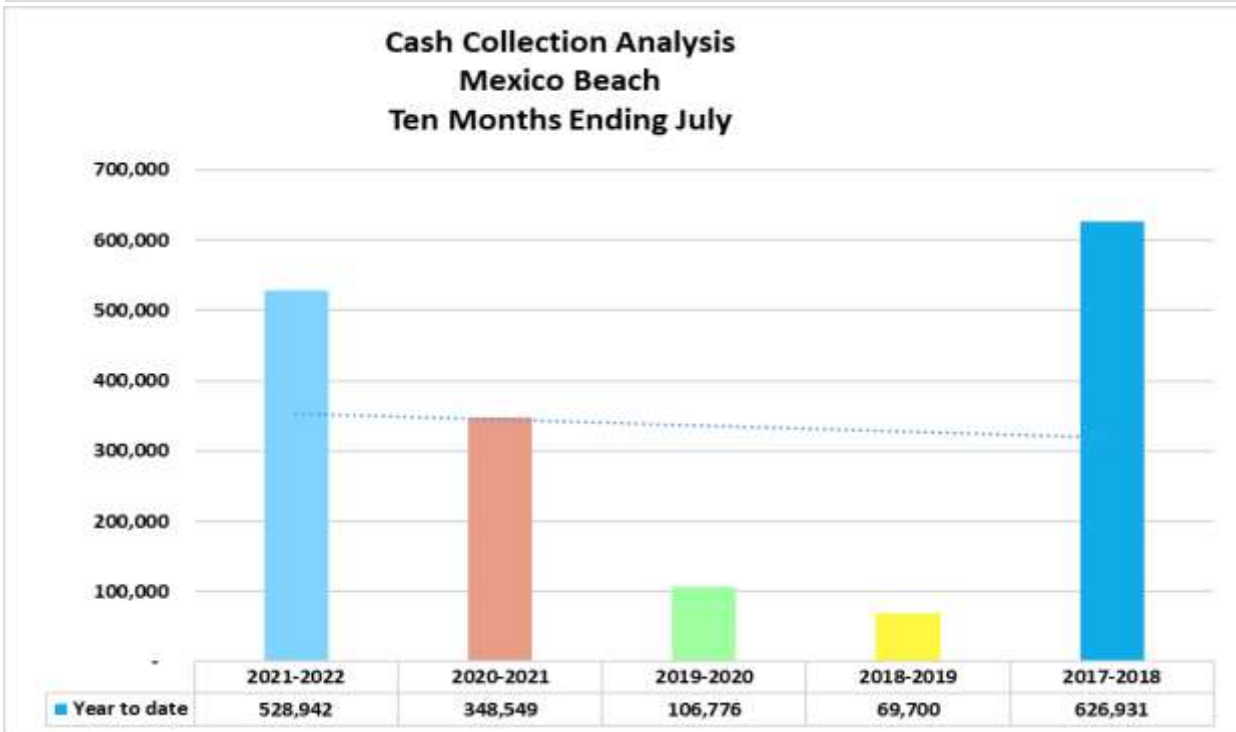
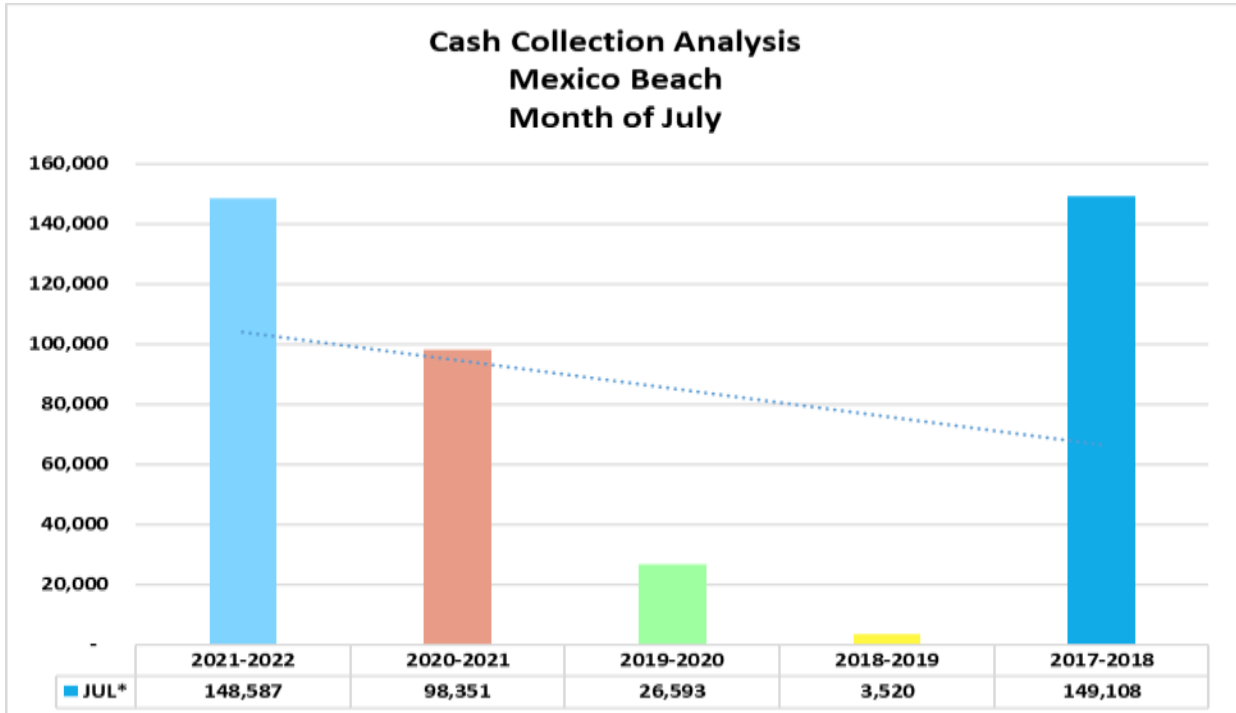
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# MONTHLY TDT ANALYSIS

## Statistical and Graphical Reports for month ending July 31, 2022

# Clerk of Court & Comptroller

## Report for Month Ending

July 31, 2022

August 31, 2022

Tourist Development Council  
Bay County, Florida



Council Members:

Attached please find statistical and graphical reports for the ten months ending July 31st, 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.

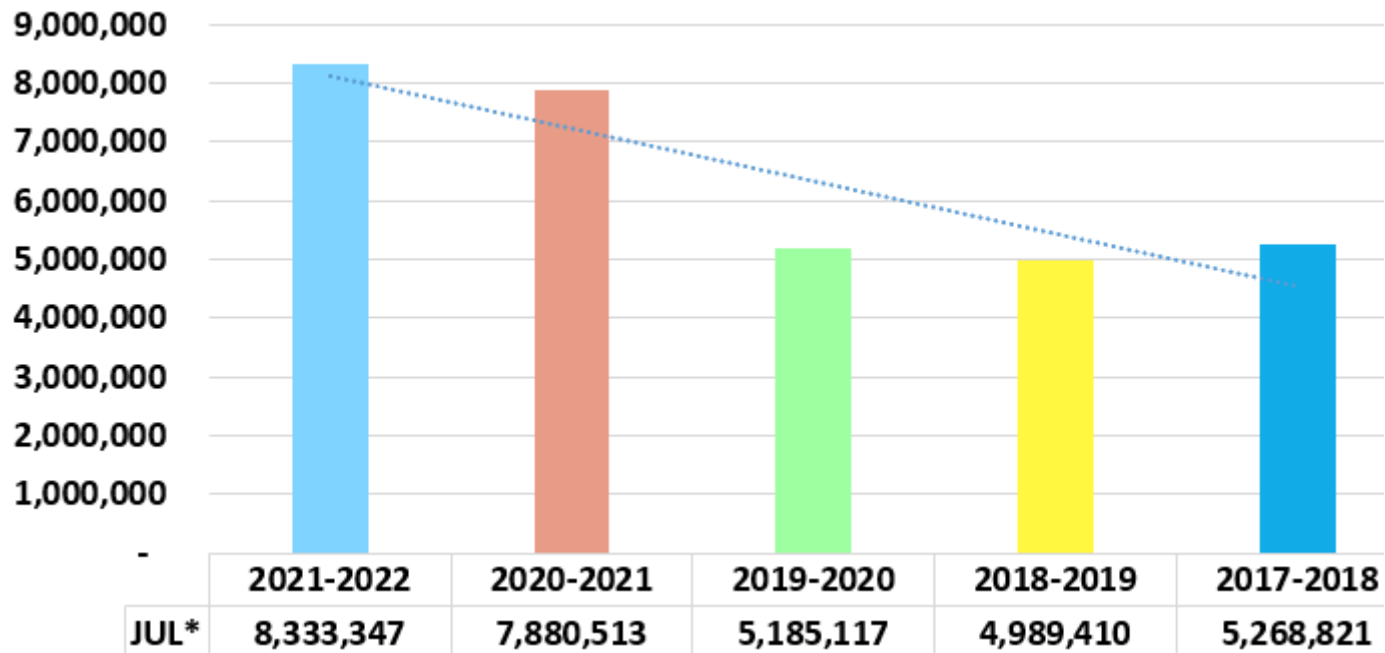
Sincerely,

Bill Kinsaul

Clerk of Court and Comptroller

# Cash Collection Analysis: Panama City Beach

For the month ending  
July 31, 2022

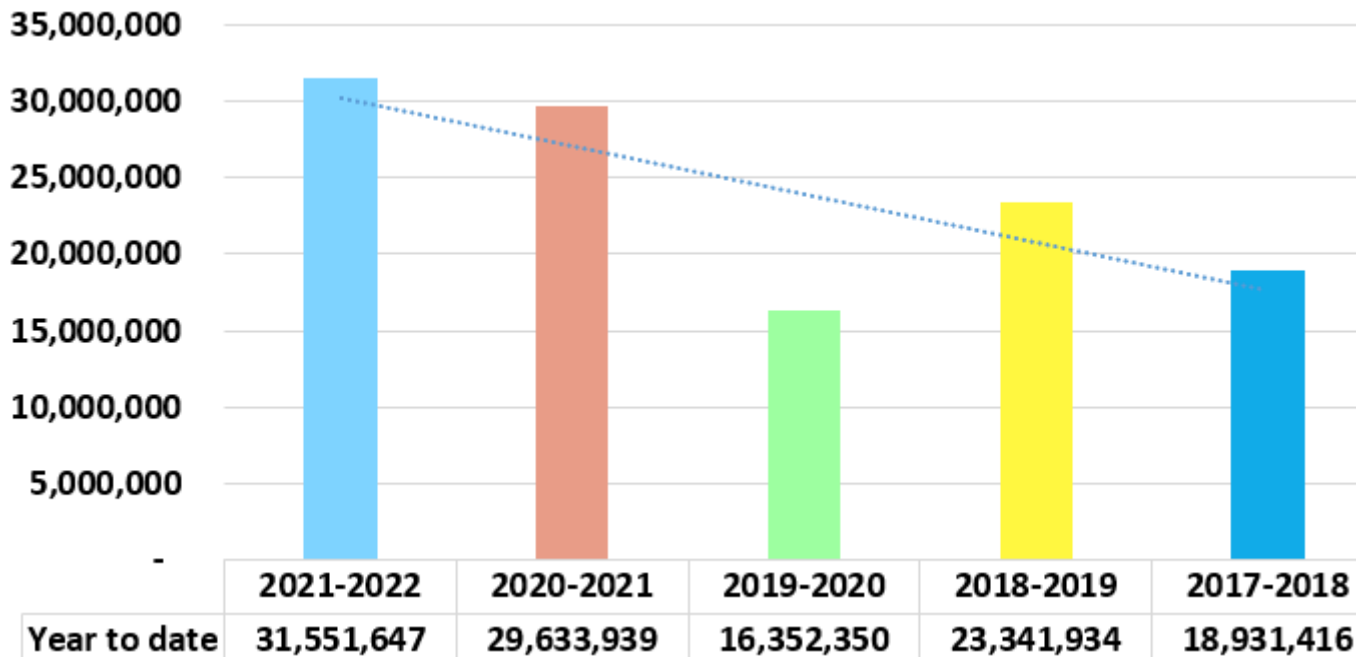


\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st; these figures will correspond with the October column in the Cash Accrual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



# Cash Collection Analysis: Panama City Beach

For ten months ending  
July 31, 2022



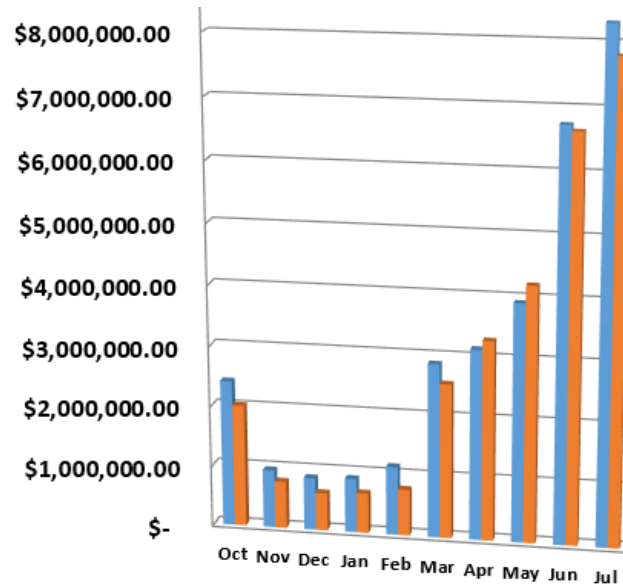
\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st; these figures will correspond with the October column in the Cash Accrual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

# Accrual Attribution Data

# Panama City Beach

| Accrual Attribution Data |                        |                        |                 |                   |                      |
|--------------------------|------------------------|------------------------|-----------------|-------------------|----------------------|
|                          | <u>2021/2022 As of</u> | <u>2020/2021 As of</u> | <u>Variance</u> | <u>Variance %</u> | <u>2020/2021</u>     |
|                          | <u>8/31/22</u>         | <u>8/31/21</u>         |                 |                   | <u>FINAL 8/31/22</u> |
| Oct                      | \$ 2,416,858.27        | \$ 2,019,845.97        | \$ 397,012.30   | 19.66%            | \$ 2,272,260.57      |
| Nov                      | \$ 959,215.76          | \$ 778,835.44          | \$ 180,380.32   | 23.16%            | \$ 773,407.05        |
| Dec                      | \$ 867,116.90          | \$ 623,339.39          | \$ 243,777.51   | 39.11%            | \$ 629,489.63        |
| Jan                      | \$ 893,336.23          | \$ 661,336.92          | \$ 231,999.31   | 35.08%            | \$ 658,068.99        |
| Feb                      | \$ 1,134,750.94        | \$ 764,426.82          | \$ 370,324.12   | 48.44%            | \$ 758,218.71        |
| Mar                      | \$ 2,871,525.77        | \$ 2,553,759.87        | \$ 317,765.90   | 12.44%            | \$ 2,543,460.52      |
| Apr                      | \$ 3,142,988.14        | \$ 3,291,948.77        | \$ (148,960.63) | -4.52%            | \$ 3,274,500.42      |
| May                      | \$ 3,920,777.21        | \$ 4,210,057.79        | \$ (289,280.58) | -6.87%            | \$ 4,209,468.82      |
| Jun                      | \$ 6,737,650.10        | \$ 6,643,696.30        | \$ 93,953.80    | 1.41%             | \$ 6,618,467.21      |
| Jul                      | \$ 8,297,640.47        | \$ 7,807,148.38        | \$ 490,492.09   | 6.28%             | \$ 8,026,202.80      |
| Aug-Sep                  | \$ 52,870.79           | \$ 40,454.50           |                 |                   |                      |
|                          | \$ 31,294,730.58       | \$ 29,394,850.15       | \$ 1,887,464.14 | 6.42%             | \$ 29,763,544.72     |

■ 2021/2022 As of 8/31/22 ■ 2020/2021 As of 8/31/21



# Cash / Accrual Breakdown

# Panama City Beach

FY2022

|                   |     | Collected in    |                 |               |               |                 |                 |                 |                 |                 |                 |                  |
|-------------------|-----|-----------------|-----------------|---------------|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|
|                   |     | Nov             | Dec             | Jan           | Feb           | Mar             | Apr             | May             | Jun             | Jul             | Aug             |                  |
| Attributed period | Pre | \$ 95,094.46    | \$ 29,392.17    | \$ 43,263.83  | \$ 20,880.20  | \$ 6,628.28     | \$ 7,250.16     | \$ 3,488.09     | \$ 30,465.92    | \$ 14,583.88    | \$ 5,869.16     | \$ 256,916.15    |
|                   | Oct | \$ 2,335,738.26 | \$ 56,407.16    | \$ 9,445.05   | \$ 1,012.14   | \$ 1,437.53     | \$ 6,369.27     | \$ 3,969.41     | \$ 1,379.26     | \$ 1,053.51     | \$ 46.68        | \$ 2,416,858.27  |
|                   | Nov | \$ 9,507.94     | \$ 918,720.71   | \$ 16,821.59  | \$ 8,407.03   | \$ 964.28       | \$ 1,565.32     | \$ 1,235.09     | \$ 1,159.27     | \$ 781.72       | \$ 52.81        | \$ 959,215.76    |
|                   | Dec |                 | \$ 7,665.65     | \$ 770,021.25 | \$ 15,104.36  | \$ 10,543.35    | \$ 31,882.40    | \$ 6,652.33     | \$ 4,645.42     | \$ 10,051.50    | \$ 10,550.64    | \$ 867,116.90    |
|                   | Jan |                 | \$ 31.02        | \$ 7,477.69   | \$ 810,050.15 | \$ 42,794.49    | \$ 26,917.56    | \$ 2,768.29     | \$ 1,225.74     | \$ 914.95       | \$ 1,156.34     | \$ 893,336.23    |
|                   | Feb |                 |                 | \$ 784.95     | \$ 12,993.30  | \$ 1,043,349.97 | \$ 66,381.89    | \$ 6,491.47     | \$ 1,734.88     | \$ 1,267.19     | \$ 1,747.29     | \$ 1,134,750.94  |
|                   | Mar |                 |                 |               | \$ 202.80     | \$ 26,927.41    | \$ 2,719,266.71 | \$ 97,367.29    | \$ 14,033.74    | \$ 8,590.60     | \$ 5,137.22     | \$ 2,871,525.77  |
|                   | Apr |                 |                 |               |               | \$ 1,222.89     | \$ 26,567.12    | \$ 3,008,163.99 | \$ 56,231.03    | \$ 44,742.59    | \$ 6,060.52     | \$ 3,142,988.14  |
|                   | May |                 |                 |               |               |                 | \$ 509.48       | \$ 32,636.27    | \$ 3,731,019.09 | \$ 148,681.09   | \$ 7,931.28     | \$ 3,920,777.21  |
|                   | Jun |                 |                 |               |               |                 |                 | \$ 155.95       | \$ 61,504.96    | \$ 6,622,282.26 | \$ 53,706.93    | \$ 6,737,650.10  |
|                   | Jul |                 |                 |               |               |                 |                 |                 | \$ 644.13       | \$ 108,148.43   | \$ 8,188,847.91 | \$ 8,297,640.47  |
|                   | Aug |                 |                 |               |               |                 |                 |                 |                 | \$ 630.67       | \$ 52,062.18    | \$ 52,692.85     |
|                   | Sep |                 |                 |               |               |                 |                 |                 |                 |                 | \$ 177.94       | \$ 177.94        |
| Post              |     |                 |                 |               |               |                 |                 |                 |                 |                 | \$ -            |                  |
|                   |     | \$ 2,440,340.66 | \$ 1,012,216.71 | \$ 847,814.36 | \$ 868,649.98 | \$ 1,133,868.20 | \$ 2,886,709.91 | \$ 3,162,928.18 | \$ 3,904,043.44 | \$ 6,961,728.39 | \$ 8,333,346.90 | \$ 31,551,646.73 |

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



# Schedule of Collection Allocation

## Panama City Beach

For the month ending and fiscal year to date July 2022 and 2021

For the month ending July 2022

For the month ending July 2021

|                          | Current period   | Prior periods | Total            | Current period   | Prior periods | Total            |
|--------------------------|------------------|---------------|------------------|------------------|---------------|------------------|
| Taxes                    | 8,237,982        | 82,637        | 8,320,619        | 7,782,909        | 61,880        | 7,844,789        |
| Penalties                | 3,083            | 8,572         | 11,655           | 5,580            | 28,455        | 34,036           |
| Interest                 | 23               | 1,050         | 1,073            | 42               | 1,646         | 1,688            |
| <b>Total Collections</b> | <b>8,241,088</b> | <b>92,259</b> | <b>8,333,347</b> | <b>7,788,531</b> | <b>91,981</b> | <b>7,880,513</b> |

Fiscal year to date through July 2022

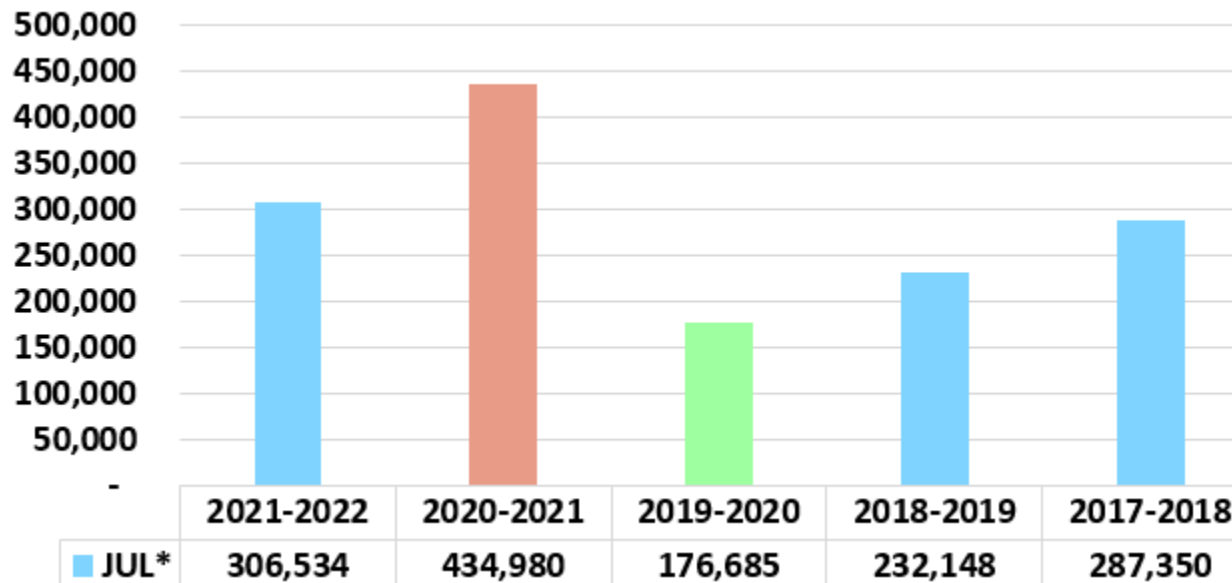
Fiscal year to date through July 2021

|                          | Current period    | Prior periods    | Total             | Current period    | Prior periods  | Total             |
|--------------------------|-------------------|------------------|-------------------|-------------------|----------------|-------------------|
| Taxes                    | 30,465,735        | 915,866          | 31,381,601        | 28,744,562        | 704,994        | 29,449,556        |
| Penalties                | 15,192            | 116,928          | 132,120           | 37,728            | 121,404        | 159,132           |
| Interest                 | 16,454            | 21,472           | 37,926            | 229               | 25,023         | 25,251            |
| <b>Total Collections</b> | <b>30,497,381</b> | <b>1,054,266</b> | <b>31,551,647</b> | <b>28,782,518</b> | <b>851,421</b> | <b>29,633,939</b> |

# Cash Collection Analysis:

# Panama City

For the month ending  
July 31, 2022

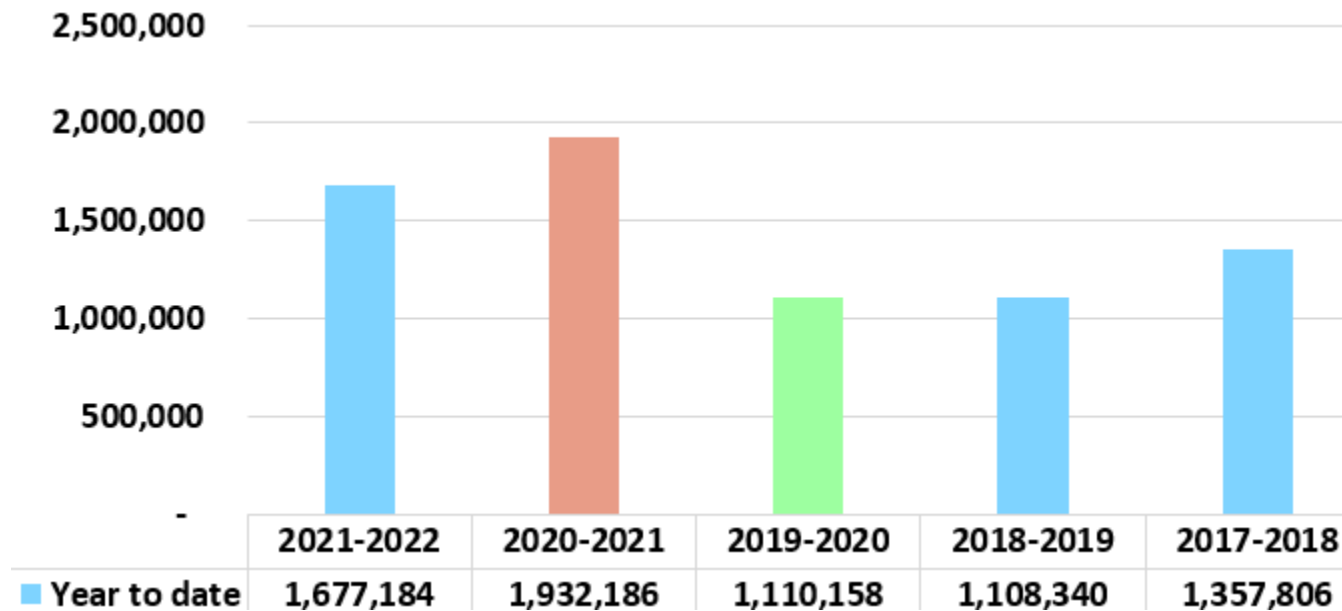


\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st; these figures will correspond with the October column in the Cash Accrual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

# Cash Collection Analysis:

# Panama City

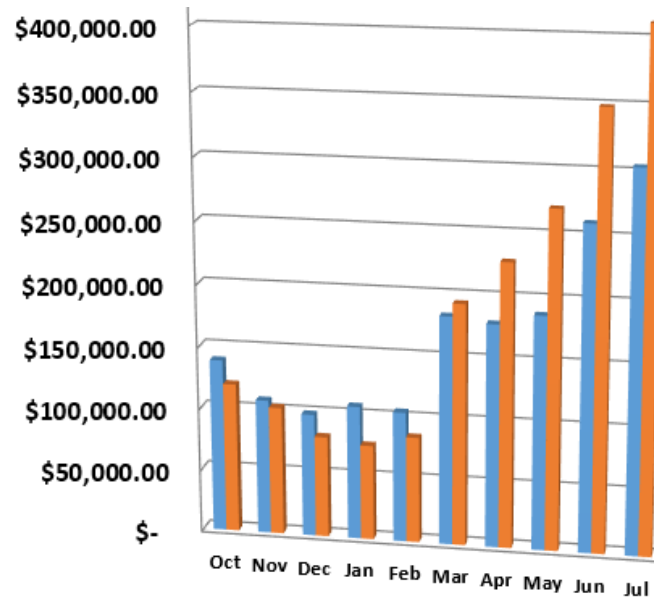
For ten months ending  
July 31, 2022



\*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).

| Accrual Attribution Data |                     |                     |                 |                   |                      |
|--------------------------|---------------------|---------------------|-----------------|-------------------|----------------------|
|                          | <u>2021/2022 As</u> | <u>2020/2021 As</u> | <u>Variance</u> | <u>Variance %</u> | <u>2020/2021</u>     |
|                          | <u>of 8/31/22</u>   | <u>of 8/31/21</u>   |                 |                   | <u>FINAL 8/31/22</u> |
| Oct                      | \$ 139,009.34       | \$ 120,055.75       | \$ 18,953.59    | 15.79%            | \$ 133,565.86        |
| Nov                      | \$ 108,335.07       | \$ 102,962.22       | \$ 5,372.85     | 5.22%             | \$ 102,962.22        |
| Dec                      | \$ 98,993.81        | \$ 81,208.00        | \$ 17,785.81    | 21.90%            | \$ 81,160.38         |
| Jan                      | \$ 107,470.61       | \$ 76,372.67        | \$ 31,097.94    | 40.72%            | \$ 76,372.67         |
| Feb                      | \$ 104,788.11       | \$ 85,127.94        | \$ 19,660.17    | 23.09%            | \$ 85,361.71         |
| Mar                      | \$ 183,371.78       | \$ 193,703.89       | \$ (10,332.11)  | -5.33%            | \$ 193,820.31        |
| Apr                      | \$ 179,039.33       | \$ 227,864.62       | \$ (48,825.29)  | -21.43%           | \$ 229,606.18        |
| May                      | \$ 187,601.00       | \$ 270,500.96       | \$ (82,899.96)  | -30.65%           | \$ 270,956.42        |
| Jun                      | \$ 260,396.60       | \$ 348,365.31       | \$ (87,968.71)  | -25.25%           | \$ 348,956.15        |
| Jul                      | \$ 304,290.97       | \$ 410,805.58       | \$ (106,514.61) | -25.93%           | \$ 412,524.91        |
| Aug-Sep                  | \$ 165.53           | \$ 351.60           |                 |                   |                      |
|                          | \$ 1,673,462.15     | \$ 1,917,318.54     | \$ (243,670.32) | -12.71%           | \$ 1,935,286.81      |

■ 2021/2022 As of 8/31/22 ■ 2020/2021 As of 8/31/21



# Cash / Accrual Breakdown

# Panama City FY2022

|                   |      | Collected in  |               |              |               |               |               |               |               |               |               |                 |
|-------------------|------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-----------------|
|                   |      | Nov           | Dec           | Jan          | Feb           | Mar           | Apr           | May           | Jun           | Jul           | Aug           |                 |
| Attributed period | Pre  | \$ 1,646.81   | \$ 648.85     |              |               |               |               | \$ 557.20     | \$ 727.06     |               | \$ 142.42     | \$ 3,722.34     |
|                   | Oct  | \$ 134,081.27 | \$ 3,843.09   |              | \$ 293.95     |               | \$ 41.03      |               |               |               | \$ 750.00     | \$ 139,009.34   |
|                   | Nov  | \$ 80.00      | \$ 95,269.79  | \$ 148.09    | \$ 12,480.29  |               |               |               |               | \$ 356.90     |               | \$ 108,335.07   |
|                   | Dec  |               | \$ 357.25     | \$ 81,545.23 | \$ 12,503.65  |               |               | \$ 1,193.09   | \$ 1,126.74   | \$ 1,618.53   | \$ 649.32     | \$ 98,993.81    |
|                   | Jan  |               |               | \$ 109.05    | \$ 106,888.00 | \$ 165.10     |               | \$ 78.80      |               | \$ 229.66     |               | \$ 107,470.61   |
|                   | Feb  |               |               |              |               | \$ 103,829.83 | \$ 535.34     | \$ 93.75      |               | \$ 329.19     |               | \$ 104,788.11   |
|                   | Mar  |               |               |              |               | \$ 392.26     | \$ 182,129.62 | \$ 279.02     |               | \$ 327.62     | \$ 243.26     | \$ 183,371.78   |
|                   | Apr  |               |               |              |               |               | \$ 87.75      | \$ 178,128.11 | \$ 459.19     | \$ 241.44     | \$ 122.84     | \$ 179,039.33   |
|                   | May  |               |               |              |               |               |               | \$ 242.43     | \$ 186,293.44 | \$ 1,065.13   |               | \$ 187,601.00   |
|                   | Jun  |               |               |              |               |               |               | \$ 240.09     | \$ 336.82     | \$ 258,430.08 | \$ 1,389.61   | \$ 260,396.60   |
|                   | Jul  |               |               |              |               |               |               |               |               | \$ 1,220.16   | \$ 303,070.81 | \$ 304,290.97   |
|                   | Aug  |               |               |              |               |               |               |               |               |               | \$ 165.53     | \$ 165.53       |
|                   | Sep  |               |               |              |               |               |               |               |               |               |               | \$ -            |
|                   | Post |               |               |              |               |               |               |               |               |               |               | \$ -            |
|                   |      | \$ 135,808.08 | \$ 100,118.98 | \$ 81,802.37 | \$ 132,165.89 | \$ 104,387.19 | \$ 182,793.74 | \$ 180,812.49 | \$ 188,943.25 | \$ 263,818.71 | \$ 306,533.79 | \$ 1,677,184.49 |

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





# Schedule of Collection Allocation Panama City

For the month ending and fiscal year to date July 2022 and 2021

For the month ending July 2022

For the month ending July 2021

|                          | Current period | Prior periods | Total          | Current period | Prior periods | Total          |
|--------------------------|----------------|---------------|----------------|----------------|---------------|----------------|
| Taxes                    | 303,136        | 3,158         | 306,294        | 410,564        | 21,913        | 432,477        |
| Penalties                | 100            | 100           | 200            | 150            | 2,246         | 2,396          |
| Interest                 | 0              | 40            | 40             | 0              | 107           | 107            |
| <b>Total Collections</b> | <b>303,236</b> | <b>3,297</b>  | <b>306,534</b> | <b>410,714</b> | <b>24,266</b> | <b>434,980</b> |

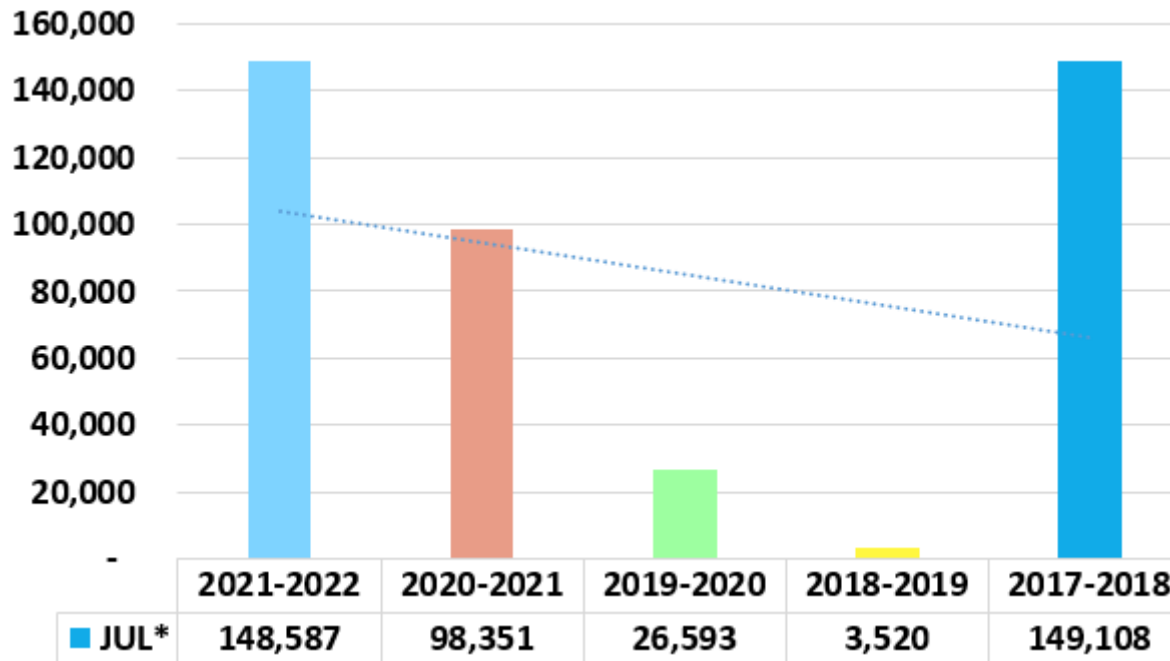
Fiscal year to date through July 2022

Fiscal year to date through July 2021

|                          | Current period   | Prior periods | Total            | Current period   | Prior periods | Total            |
|--------------------------|------------------|---------------|------------------|------------------|---------------|------------------|
| Taxes                    | 1,630,478        | 39,223        | 1,669,701        | 1,863,461        | 60,342        | 1,923,804        |
| Penalties                | 2,398            | 4,274         | 6,672            | 3,261            | 3,960         | 7,222            |
| Interest                 | 21               | 790           | 812              | 34               | 1,127         | 1,161            |
| <b>Total Collections</b> | <b>1,632,898</b> | <b>44,287</b> | <b>1,677,184</b> | <b>1,866,756</b> | <b>65,430</b> | <b>1,932,186</b> |

# Cash Collection Analysis: Mexico Beach

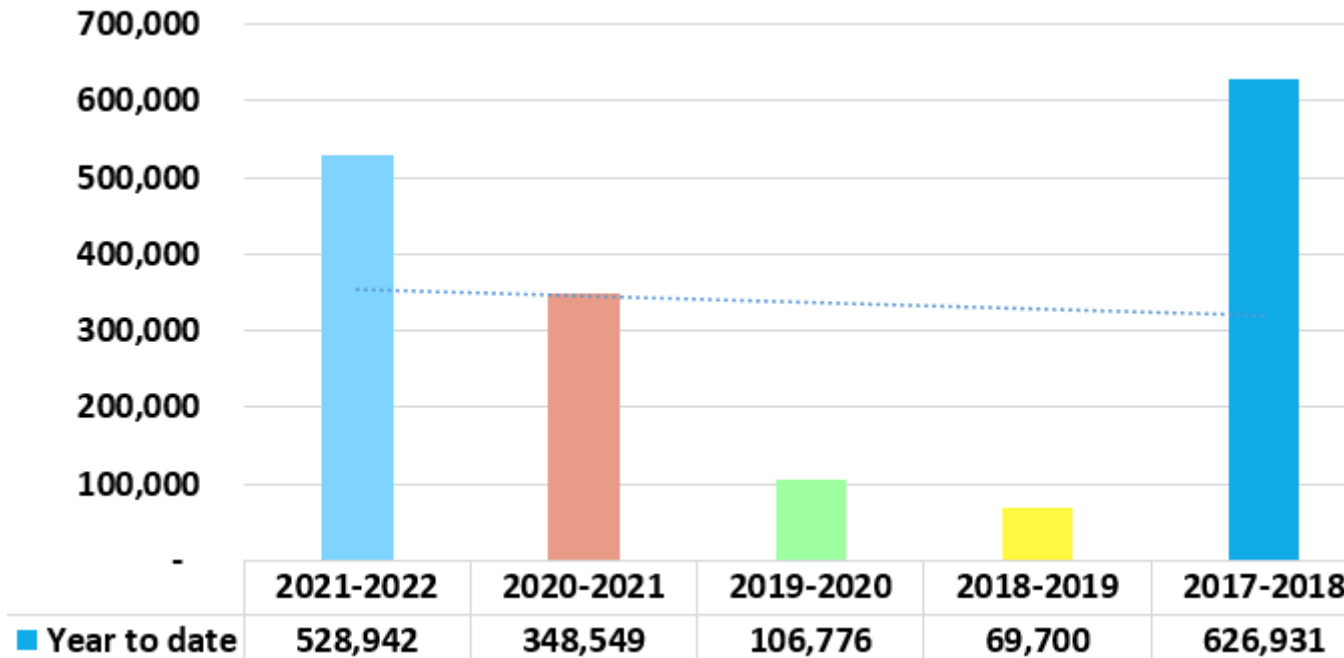
For the month ending  
July 31, 2022



\*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: Mexico Beach

For ten months ending  
July 31, 2022



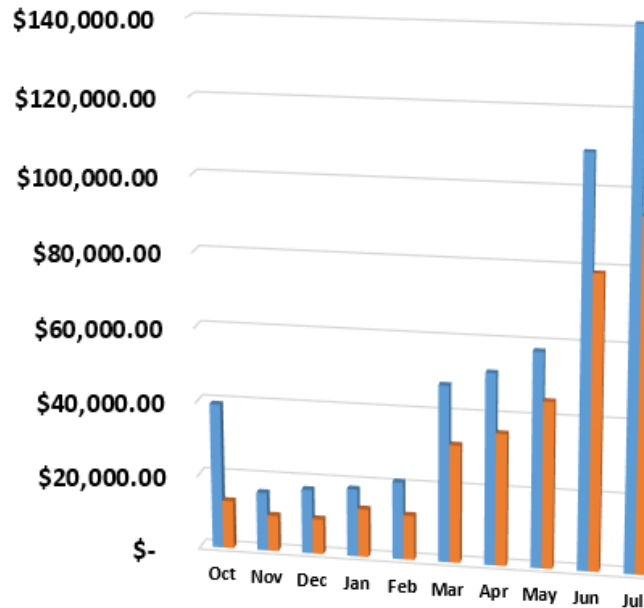
\*Note: This report represents collections on a cash basis. The collection period is indicative of all cash receipts generated in the following month (i.e. September period collections are generated October 1st through October 31st; these figures will correspond with the October column in the Cash Accrual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

# Accrual Attribution Data

# Mexico Beach

| Accrual Attribution Data |                            |                            |               |            |                            |
|--------------------------|----------------------------|----------------------------|---------------|------------|----------------------------|
|                          | 2021/2022 As<br>of 8/31/22 | 2020/2021 As<br>of 8/31/21 | Variance      | Variance % | 2020/2021<br>FINAL 8/31/22 |
| Oct                      | \$ 39,234.07               | \$ 12,958.76               | \$ 26,275.31  | 202.76%    | \$ 17,947.28               |
| Nov                      | \$ 15,775.01               | \$ 9,663.29                | \$ 6,111.72   | 63.25%     | \$ 9,586.45                |
| Dec                      | \$ 17,385.90               | \$ 9,485.43                | \$ 7,900.47   | 83.29%     | \$ 11,522.34               |
| Jan                      | \$ 18,267.54               | \$ 12,981.55               | \$ 5,285.99   | 40.72%     | \$ 12,927.31               |
| Feb                      | \$ 20,936.97               | \$ 12,043.77               | \$ 8,893.20   | 73.84%     | \$ 12,043.77               |
| Mar                      | \$ 47,677.66               | \$ 31,875.01               | \$ 15,802.65  | 49.58%     | \$ 32,008.13               |
| Apr                      | \$ 51,635.91               | \$ 35,626.86               | \$ 16,009.05  | 44.94%     | \$ 36,085.09               |
| May                      | \$ 57,901.66               | \$ 44,869.15               | \$ 13,032.51  | 29.05%     | \$ 46,109.49               |
| Jun                      | \$ 109,532.13              | \$ 78,832.54               | \$ 30,699.59  | 38.94%     | \$ 81,475.98               |
| Jul                      | \$ 141,524.46              | \$ 93,887.06               | \$ 47,637.40  | 50.74%     | \$ 98,621.39               |
| Aug-Sep                  | \$ 310.39                  | \$ 483.99                  |               |            |                            |
|                          | \$ 520,181.70              | \$ 342,707.41              | \$ 177,647.89 | 51.84%     | \$ 358,327.23              |

■ 2021/2022 As of 8/31/22 ■ 2020/2021 As of 8/31/21



# Cash / Accrual Breakdown

# Mexico Beach FY2022

Attributed period

| Collected in |              |              |              |             |              |              |              |              |               |               |               |
|--------------|--------------|--------------|--------------|-------------|--------------|--------------|--------------|--------------|---------------|---------------|---------------|
|              | Nov          | Dec          | Jan          | Feb         | Mar          | Apr          | May          | Jun          | Jul           | Aug           |               |
| Pre          | \$ 4,543.85  | \$ 992.33    |              |             |              |              |              |              |               | \$ 3,223.64   | \$ 8,759.82   |
| Oct          | \$ 35,136.91 | \$ 3,434.28  | \$ 498.27    |             |              |              |              |              |               | \$ 164.61     | \$ 39,234.07  |
| Nov          | \$ 180.86    | \$ 15,121.84 | \$ 344.43    | \$ 50.00    |              |              |              |              |               | \$ 77.88      | \$ 15,775.01  |
| Dec          |              | \$ 532.25    | \$ 13,239.24 | \$ 338.61   | \$ 0.18      |              | \$ 519.35    | \$ 65.35     |               | \$ 2,690.92   | \$ 17,385.90  |
| Jan          |              |              | \$ 246.32    | \$17,385.16 | \$ 132.88    | \$ 50.00     | \$ 157.50    |              |               | \$ 295.68     | \$ 18,267.54  |
| Feb          |              |              |              | \$ 209.07   | \$ 19,329.82 | \$ 556.84    | \$ 546.59    |              |               | \$ 294.65     | \$ 20,936.97  |
| Mar          |              |              |              |             | \$ 956.23    | \$ 44,920.94 | \$ 1,539.06  |              |               | \$ 261.43     | \$ 47,677.66  |
| Apr          |              |              |              |             |              | \$ 434.58    | \$ 49,429.40 | \$ 1,372.77  |               | \$ 399.16     | \$ 51,635.91  |
| May          |              |              |              |             |              |              | \$ 1,918.22  | \$ 55,411.64 |               | \$ 571.80     | \$ 57,901.66  |
| Jun          |              |              |              |             |              |              |              | \$ 1,325.37  | \$ 107,284.06 | \$ 922.70     | \$ 109,532.13 |
| Jul          |              |              |              |             |              |              |              |              | \$ 2,149.93   | \$ 139,374.53 | \$ 141,524.46 |
| Aug          |              |              |              |             |              |              |              |              |               | \$ 310.39     | \$ 310.39     |
| Sep          |              |              |              |             |              |              |              |              |               |               | \$ -          |
| Post         |              |              |              |             |              |              |              |              |               |               | \$ -          |
|              | \$ 39,861.62 | \$ 20,080.70 | \$ 14,328.26 | \$17,982.84 | \$ 20,419.11 | \$ 45,962.36 | \$ 54,110.12 | \$ 58,175.13 | \$ 109,433.99 | \$ 148,587.39 | \$ 528,941.52 |

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

# Schedule of Collection Allocation Mexico Beach

For the month ending and fiscal year to date July 2022 and 2021

## For the month ending July 2022

|                          | Current period | Prior periods | Total          |
|--------------------------|----------------|---------------|----------------|
| Taxes                    | 139,635        | 7,185         | 146,819        |
| Penalties                | 50             | 1,305         | 1,355          |
| Interest                 | 0              | 413           | 413            |
| <b>Total Collections</b> | <b>139,685</b> | <b>8,902</b>  | <b>148,587</b> |

## For the month ending July 2021

|                          | Current period | Prior periods | Total         |
|--------------------------|----------------|---------------|---------------|
| Taxes                    | 94,281         | 3,578         | 97,859        |
| Penalties                | 50             | 420           | 470           |
| Interest                 | 0              | 22            | 22            |
| <b>Total Collections</b> | <b>94,331</b>  | <b>4,020</b>  | <b>98,351</b> |

## Fiscal year to date through July 2022

|                          | Current period | Prior periods | Total          |
|--------------------------|----------------|---------------|----------------|
| Taxes                    | 503,387        | 20,495        | 523,883        |
| Penalties                | 1,358          | 2,995         | 4,353          |
| Interest                 | 152            | 554           | 706            |
| <b>Total Collections</b> | <b>504,897</b> | <b>24,045</b> | <b>528,942</b> |

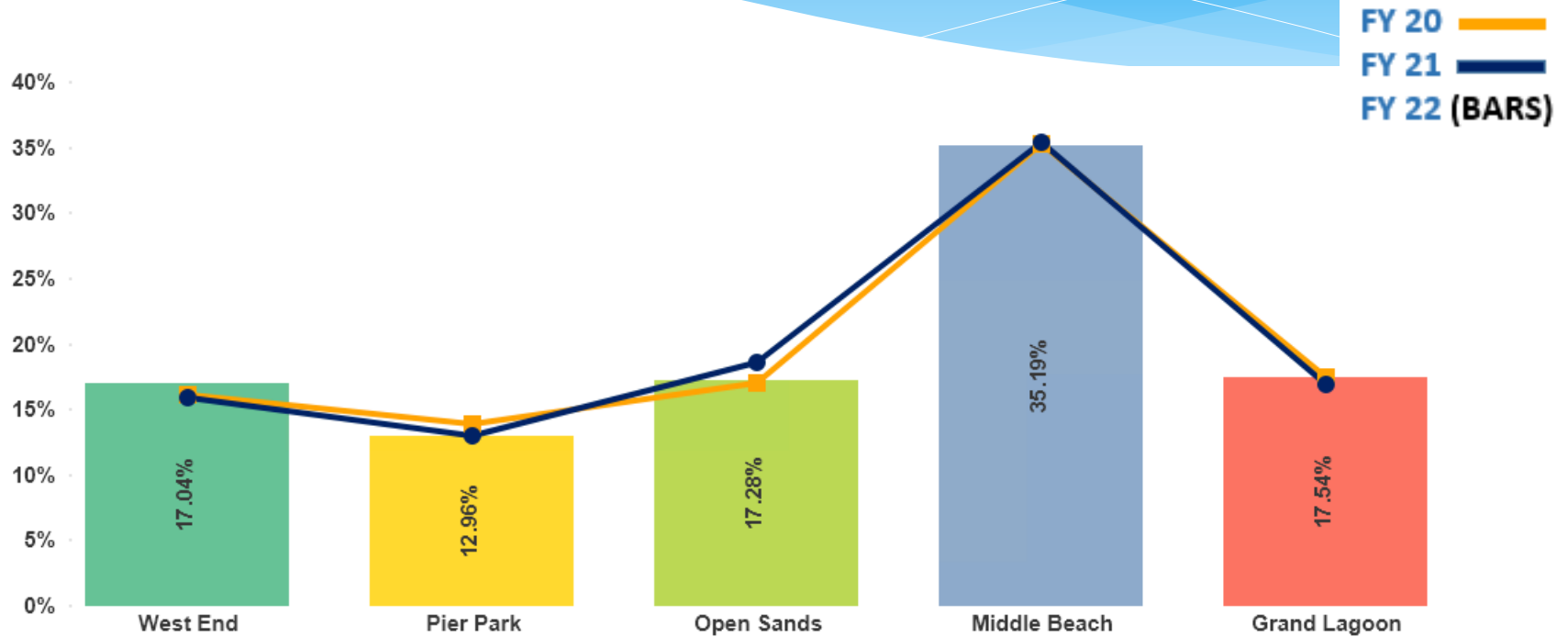
## Fiscal year to date through July 2021

|                          | Current period | Prior periods | Total          |
|--------------------------|----------------|---------------|----------------|
| Taxes                    | 326,238        | 18,571        | 344,809        |
| Penalties                | 1,072          | 2,110         | 3,182          |
| Interest                 | 4              | 554           | 558            |
| <b>Total Collections</b> | <b>327,314</b> | <b>21,235</b> | <b>348,549</b> |

# TDC Zones: Panama City Beach and Surrounding



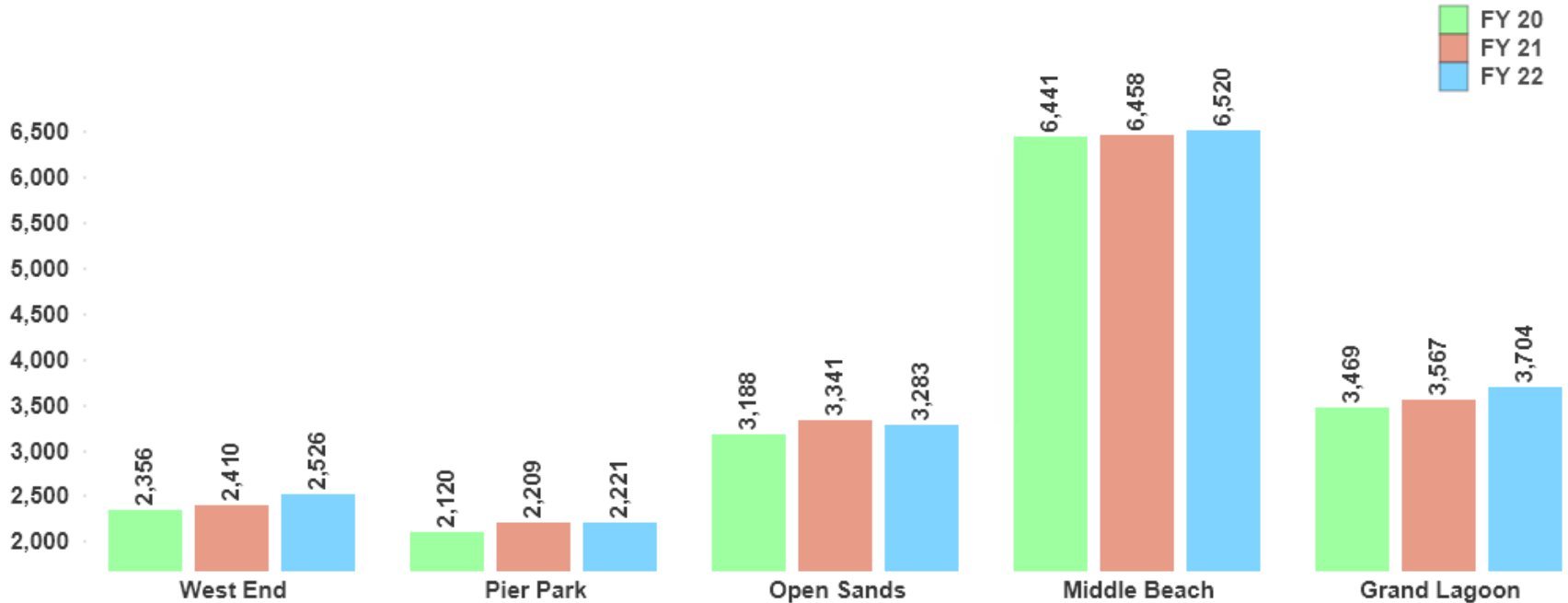
# Annual % of Gross Receipts by Zones Three Year July Comparison



| Jul  | West End | Pier Park | Open Sands | Middle Beach | Grand Lagoon |
|------|----------|-----------|------------|--------------|--------------|
| FY20 | 16.19%   | 13.93%    | 17.05%     | 35.29%       | 17.55%       |
| FY21 | 15.94%   | 13.03%    | 18.66%     | 35.42%       | 16.95%       |
| FY22 | 17.04%   | 12.96%    | 17.28%     | 35.19%       | 17.54%       |

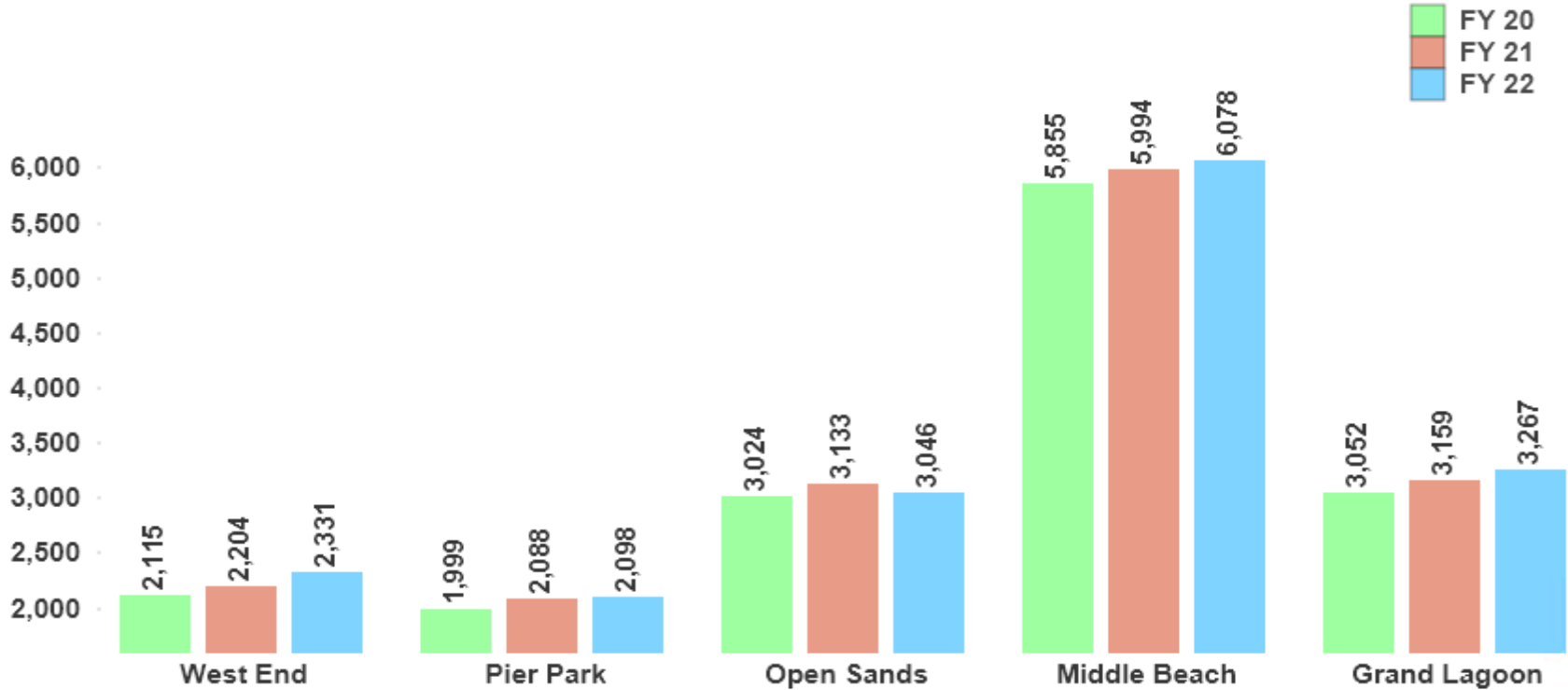


# Total Unit Count Three Year July Comparison



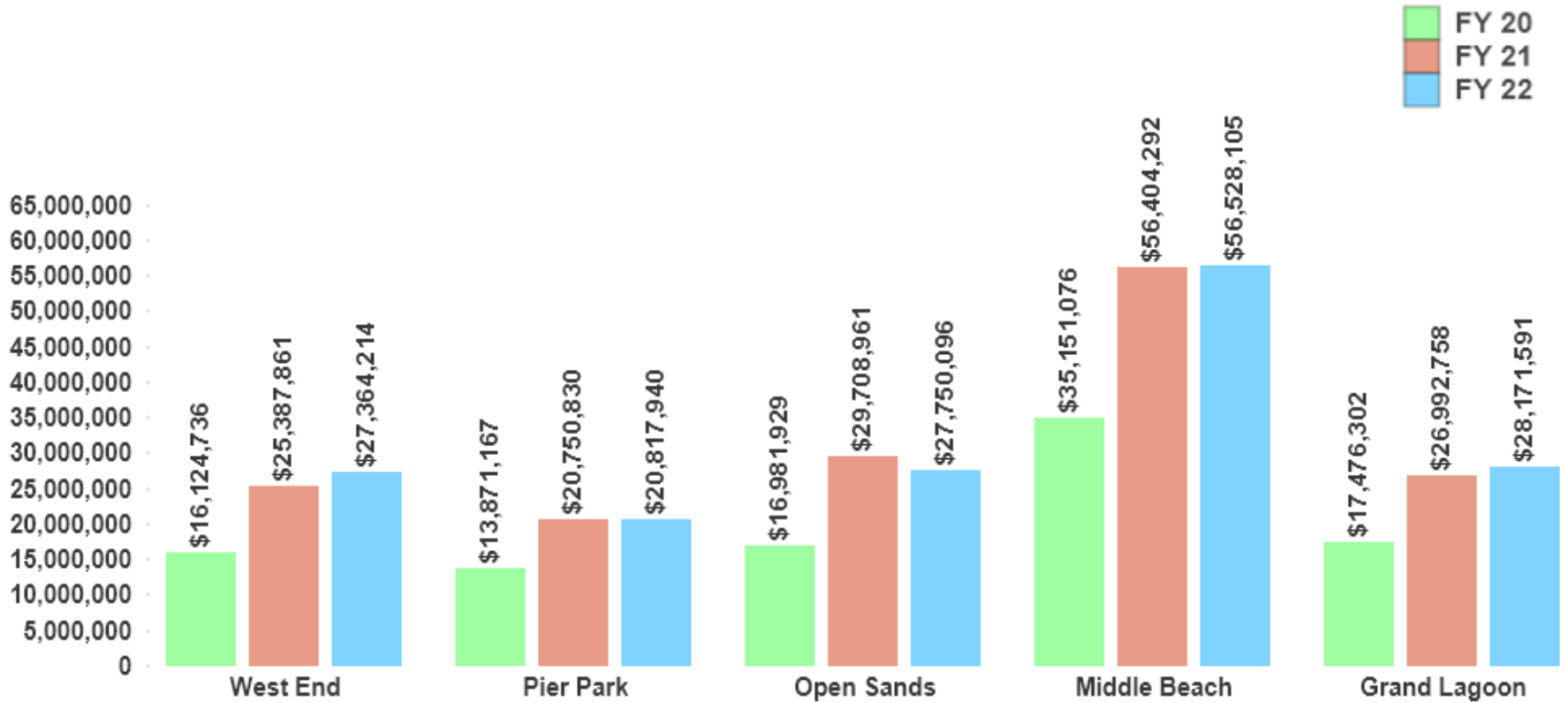
|       | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    |
|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY 20 | 17,250 | 17,228 | 17,540 | 17,307 | 16,917 | 17,139 | 17,198 | 17,464 | 17,561 | 17,574 | 17,503 | 17,681 |
| FY 21 | 17,597 | 17,580 | 17,782 | 17,649 | 17,676 | 18,016 | 17,989 | 18,081 | 18,222 | 17,985 | 18,012 | 17,995 |
| FY 22 | 17,883 | 17,828 | 17,943 | 17,806 | 17,901 | 18,120 | 18,225 | 18,287 | 18,483 | 18,254 |        |        |

# Unit Count Reporting Income Three Year July Comparison

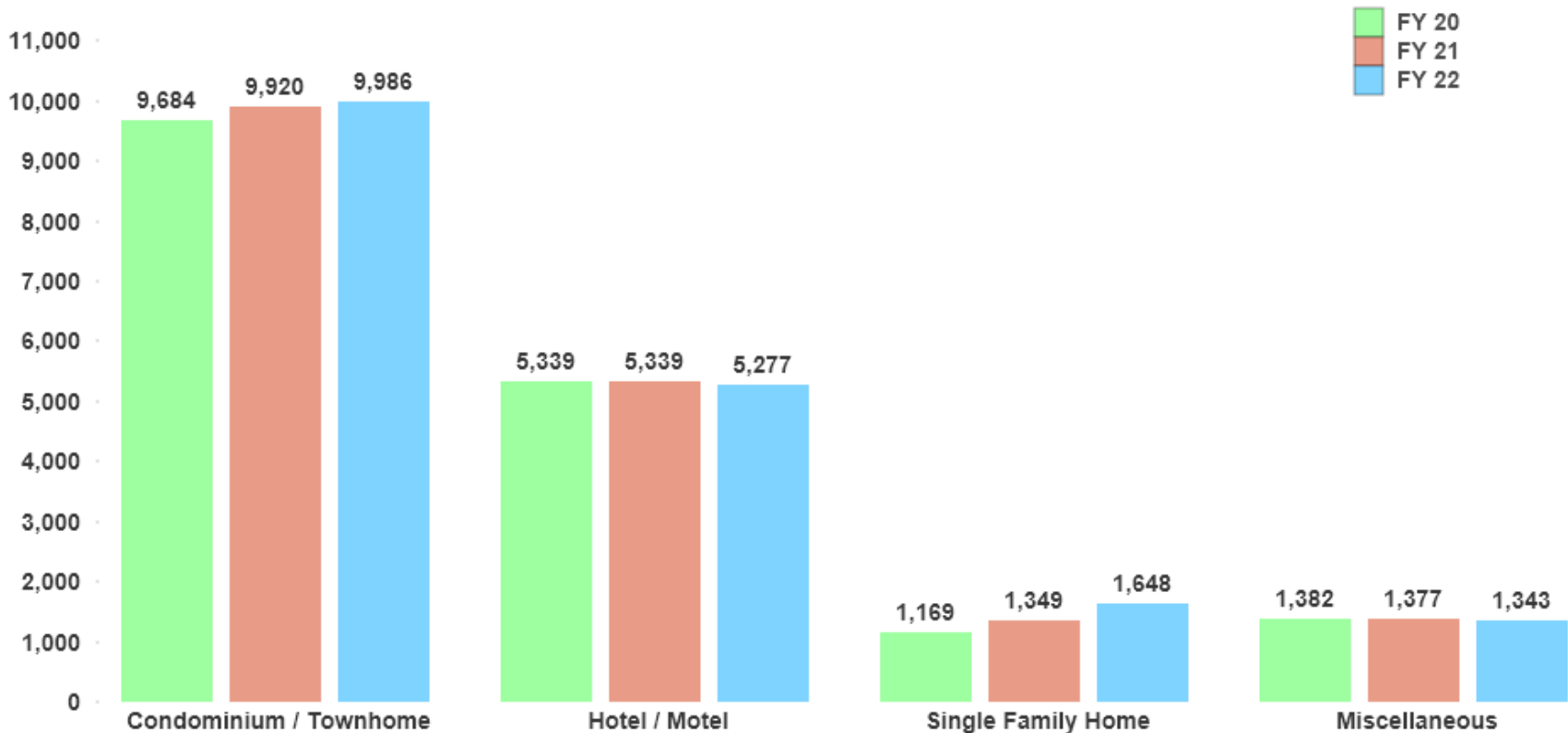


|       | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    | Sep    |
|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| FY 20 | 14,468 | 10,954 | 10,997 | 11,629 | 12,430 | 12,940 | 5,818  | 12,981 | 15,847 | 16,045 | 15,432 | 15,626 |
| FY 21 | 15,000 | 12,064 | 10,770 | 11,470 | 11,803 | 15,239 | 15,796 | 16,250 | 16,619 | 16,578 | 16,530 | 16,055 |
| FY 22 | 15,582 | 12,101 | 11,906 | 12,307 | 12,710 | 15,088 | 15,504 | 16,325 | 16,905 | 16,820 |        |        |

# Gross Rental Receipts Three Year July Comparison

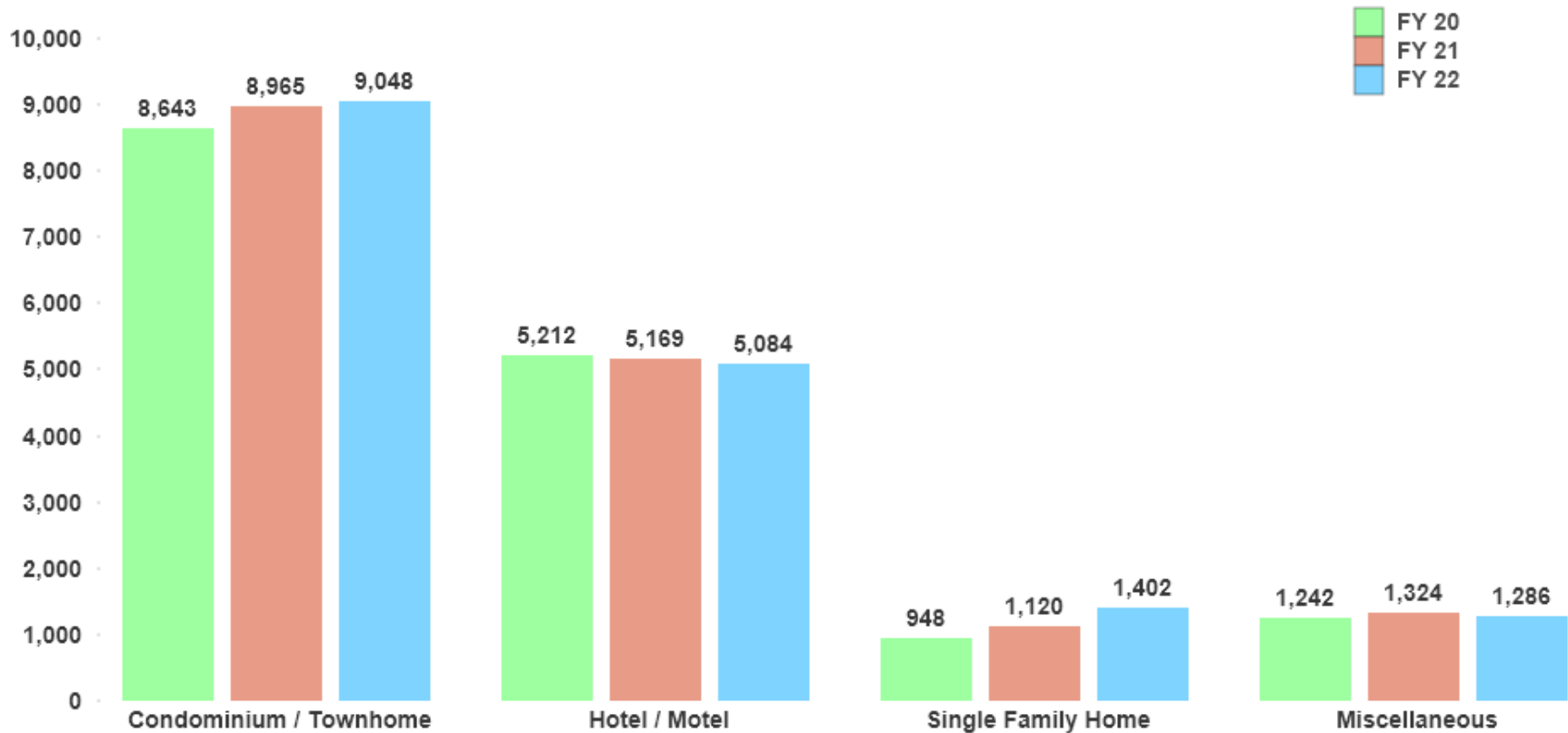


\*Rounded to nearest whole dollar per each element

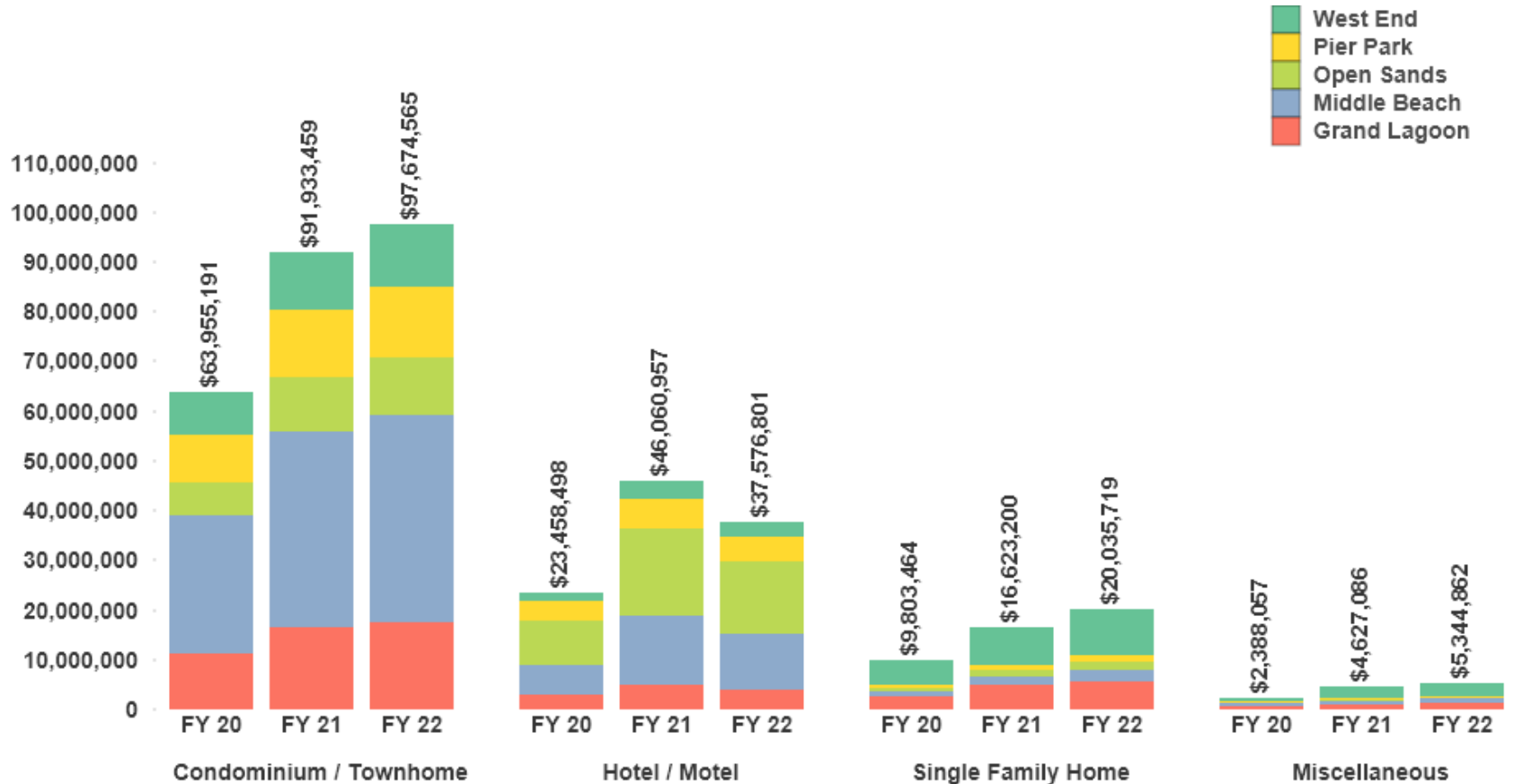


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

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



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

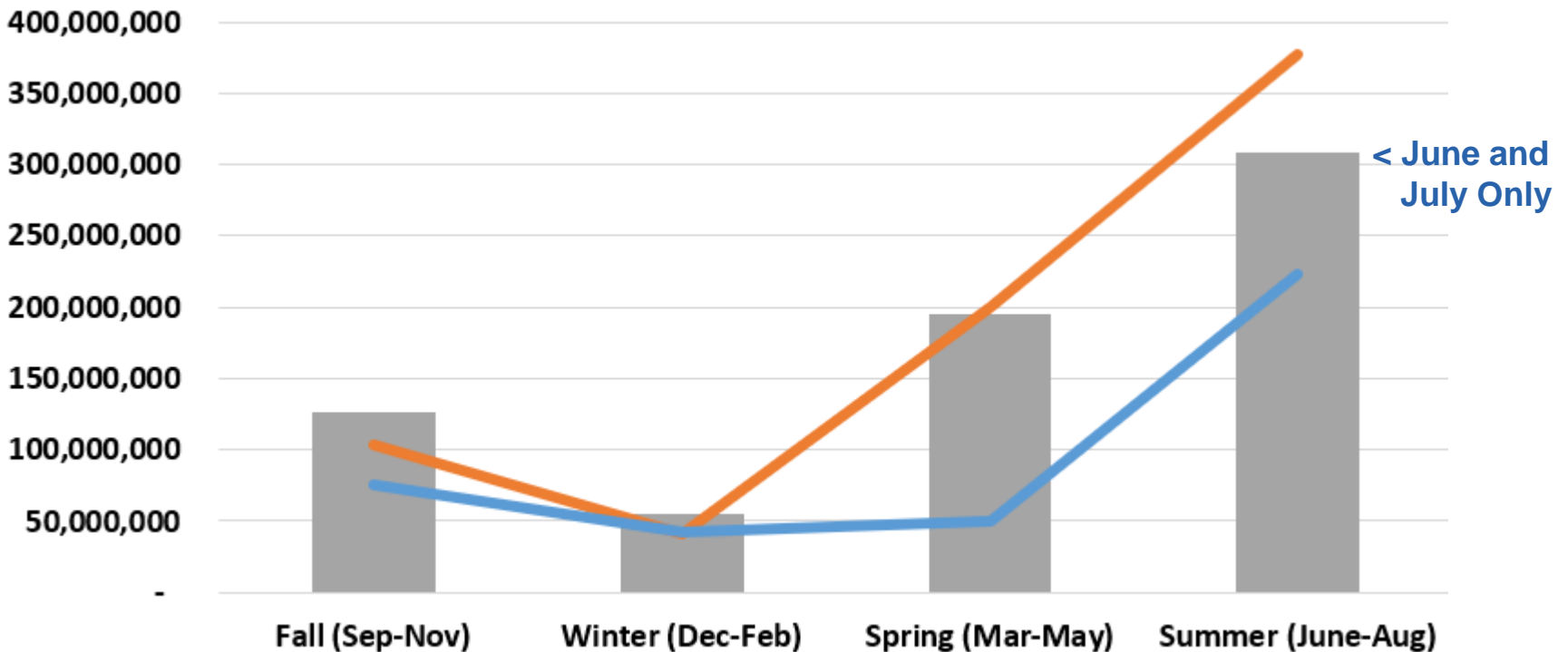


Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

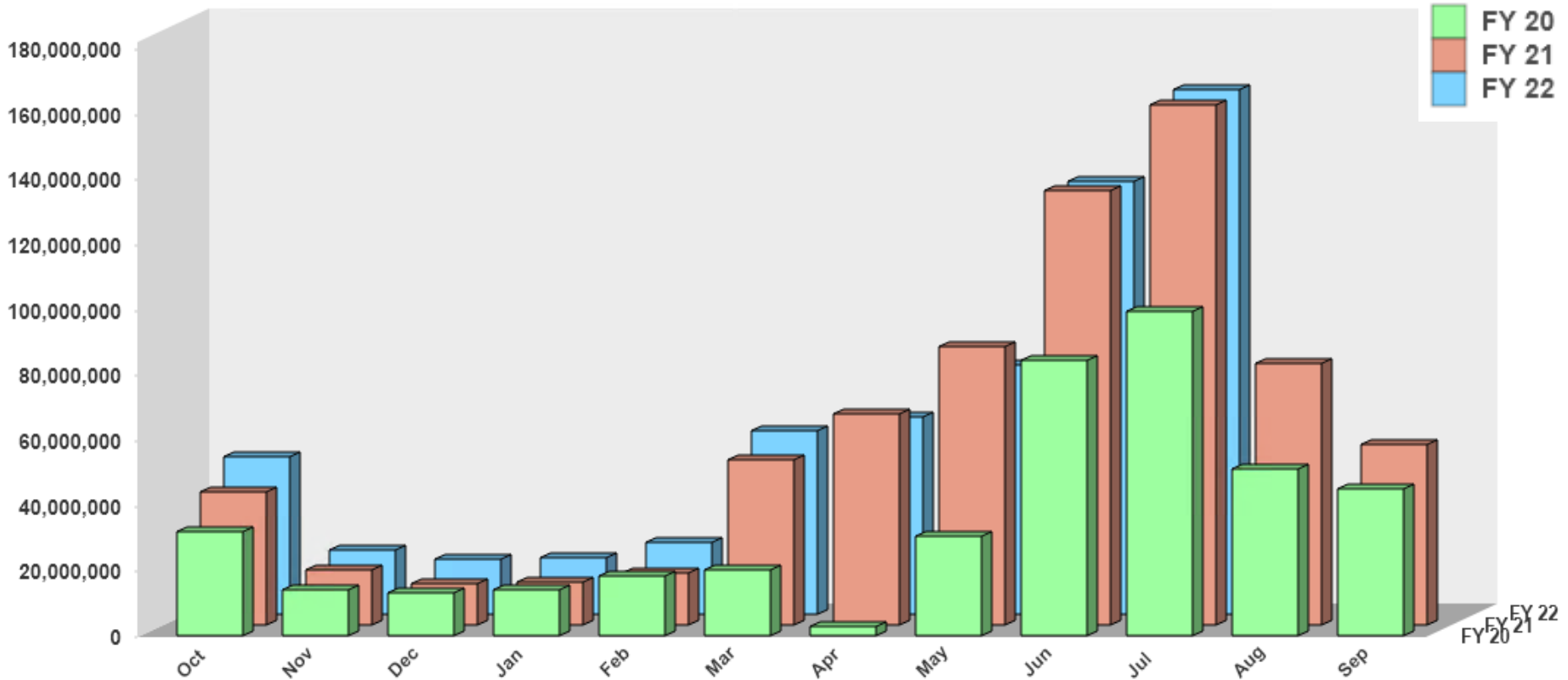
**\*Rounded to nearest whole dollar per each element**

# Seasonal Gross Receipts Three Year Comparison

■ 2021-2022    — 2020-2021    — 2019-2020



Fiscal Year Ending September 30, 2022



|       | Oct          | Nov          | Dec          | Jan          | Feb          | Mar          | Apr          | May          | Jun           | Jul           | Aug          | Sep          |
|-------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|--------------|
| FY 20 | \$31,812,102 | \$13,926,889 | \$13,263,098 | \$13,998,589 | \$18,433,212 | \$20,348,174 | \$2,827,428  | \$30,553,183 | \$84,629,436  | \$99,605,210  | \$51,167,911 | \$44,821,853 |
| FY 21 | \$40,691,424 | \$16,752,826 | \$12,895,801 | \$13,328,610 | \$15,867,649 | \$50,819,069 | \$64,740,833 | \$85,419,996 | \$133,276,105 | \$159,244,702 | \$80,014,608 | \$55,414,395 |
| FY 22 | \$48,350,105 | \$19,599,345 | \$16,779,805 | \$17,347,596 | \$22,248,033 | \$56,164,165 | \$60,341,534 | \$76,446,676 | \$132,553,823 | \$160,631,946 |              |              |

\*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: July 31, 2022**

| GIS_Zone_Desc | BedRoomGroup | Oct   | Nov | Dec | Jan | Feb | Mar   | Apr   | May   | Jun   | Jul   |
|---------------|--------------|-------|-----|-----|-----|-----|-------|-------|-------|-------|-------|
| West End      | 1 Bedroom    | 316   | 219 | 185 | 200 | 226 | 307   | 313   | 330   | 340   | 344   |
|               | 2 Bedroom    | 553   | 328 | 302 | 329 | 406 | 541   | 567   | 639   | 670   | 660   |
|               | 3+ Bedrooms  | 170   | 121 | 91  | 90  | 110 | 157   | 158   | 173   | 181   | 179   |
| Pier Park     | 1 Bedroom    | 491   | 360 | 287 | 332 | 370 | 467   | 484   | 523   | 541   | 536   |
|               | 2 Bedroom    | 491   | 390 | 289 | 312 | 371 | 477   | 498   | 517   | 532   | 524   |
|               | 3+ Bedrooms  | 175   | 151 | 115 | 115 | 123 | 165   | 175   | 183   | 188   | 187   |
| Open Sands    | 1 Bedroom    | 527   | 353 | 378 | 368 | 414 | 477   | 504   | 551   | 545   | 559   |
|               | 2 Bedroom    | 326   | 221 | 200 | 219 | 240 | 289   | 323   | 339   | 343   | 346   |
|               | 3+ Bedrooms  | 159   | 128 | 113 | 96  | 104 | 149   | 154   | 159   | 163   | 163   |
| Middle Beach  | 1 Bedroom    | 1,441 | 808 | 965 | 920 | 978 | 1,365 | 1,442 | 1,552 | 1,531 | 1,586 |
|               | 2 Bedroom    | 1,368 | 867 | 905 | 930 | 987 | 1,278 | 1,334 | 1,359 | 1,455 | 1,425 |
|               | 3+ Bedrooms  | 773   | 538 | 516 | 517 | 547 | 782   | 814   | 870   | 912   | 907   |
| Grand Lagoon  | 1 Bedroom    | 340   | 196 | 200 | 225 | 231 | 323   | 339   | 361   | 407   | 405   |
|               | 2 Bedroom    | 790   | 451 | 447 | 549 | 591 | 765   | 770   | 849   | 919   | 918   |
|               | 3+ Bedrooms  | 273   | 175 | 164 | 173 | 167 | 241   | 257   | 288   | 315   | 309   |

| GIS_Zone_Desc | BedRoomGroup | Oct            | Nov            | Dec            | Jan            | Feb            | Mar            | Apr            | May            | Jun             | Jul             |
|---------------|--------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|-----------------|
| West End      | 1 Bedroom    | \$960,242.64   | \$308,673.21   | \$219,779.44   | \$305,979.55   | \$411,992.96   | \$1,107,275.14 | \$1,215,008.69 | \$1,421,309.44 | \$2,515,183.85  | \$2,984,574.04  |
|               | 2 Bedroom    | \$2,000,954.37 | \$548,315.92   | \$437,136.92   | \$613,735.29   | \$896,156.76   | \$2,117,062.11 | \$2,492,368.15 | \$3,137,468.09 | \$5,950,521.32  | \$6,637,246.85  |
|               | 3+ Bedrooms  | \$926,654.93   | \$316,061.59   | \$222,646.45   | \$227,404.61   | \$280,420.83   | \$882,199.10   | \$993,995.66   | \$1,342,076.93 | \$2,514,275.24  | \$2,862,763.76  |
| Pier Park     | 1 Bedroom    | \$1,584,343.23 | \$559,113.83   | \$372,569.01   | \$498,608.20   | \$753,658.28   | \$1,740,265.90 | \$1,972,813.83 | \$2,490,551.41 | \$4,128,020.74  | \$4,794,320.84  |
|               | 2 Bedroom    | \$1,992,554.38 | \$750,903.85   | \$455,299.66   | \$604,169.37   | \$902,733.93   | \$2,127,706.79 | \$2,442,308.56 | \$2,975,205.82 | \$5,391,760.69  | \$6,629,333.48  |
|               | 3+ Bedrooms  | \$949,118.07   | \$419,029.95   | \$218,319.82   | \$273,822.17   | \$331,022.36   | \$994,565.96   | \$1,131,477.34 | \$1,391,251.34 | \$2,600,112.05  | \$3,121,089.78  |
| Open Sands    | 1 Bedroom    | \$1,391,716.45 | \$483,947.34   | \$427,936.25   | \$509,434.32   | \$685,597.39   | \$1,536,439.35 | \$1,694,468.45 | \$2,343,622.53 | \$3,521,324.52  | \$4,388,787.97  |
|               | 2 Bedroom    | \$1,125,073.90 | \$393,965.24   | \$332,128.96   | \$422,642.45   | \$510,040.30   | \$1,095,306.90 | \$1,389,937.47 | \$1,713,164.55 | \$3,102,672.16  | \$4,059,741.81  |
|               | 3+ Bedrooms  | \$892,422.47   | \$357,241.90   | \$248,668.47   | \$233,479.14   | \$268,751.04   | \$959,463.29   | \$1,036,775.65 | \$1,163,376.46 | \$2,227,944.68  | \$2,825,426.07  |
| Middle Beach  | 1 Bedroom    | \$3,350,858.69 | \$944,521.79   | \$1,052,179.40 | \$1,115,540.55 | \$1,465,028.20 | \$4,489,150.75 | \$4,558,527.52 | \$6,411,767.01 | \$10,526,087.94 | \$13,050,120.77 |
|               | 2 Bedroom    | \$4,449,148.04 | \$1,408,462.88 | \$1,256,830.96 | \$1,431,265.26 | \$1,895,281.07 | \$5,061,124.08 | \$5,306,684.28 | \$7,067,031.04 | \$13,330,920.02 | \$15,910,416.62 |
|               | 3+ Bedrooms  | \$3,669,312.12 | \$1,211,499.93 | \$1,207,266.61 | \$937,710.16   | \$1,100,384.66 | \$4,308,105.12 | \$4,063,127.11 | \$5,476,035.04 | \$10,516,895.28 | \$12,951,652.51 |
| Grand Lagoon  | 1 Bedroom    | \$911,011.94   | \$278,330.80   | \$234,176.62   | \$365,392.57   | \$410,682.28   | \$912,729.96   | \$1,095,478.92 | \$1,516,069.64 | \$2,561,313.43  | \$3,028,409.15  |
|               | 2 Bedroom    | \$2,624,768.77 | \$768,454.18   | \$836,674.55   | \$1,032,687.18 | \$1,225,999.06 | \$2,451,356.69 | \$2,693,809.06 | \$3,868,219.43 | \$7,733,709.07  | \$9,699,008.67  |
|               | 3+ Bedrooms  | \$1,361,490.02 | \$413,079.84   | \$366,367.96   | \$401,229.65   | \$410,702.67   | \$1,109,977.41 | \$1,316,713.08 | \$1,898,634.91 | \$3,779,458.89  | \$4,731,672.53  |

## Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending July 31, 2022

|                             |                     |
|-----------------------------|---------------------|
| Hotel/Motel Units:          | <b>5,084</b>        |
| Hotel/Motel Gross Receipts: | <b>\$37,576,801</b> |

|                               |                     |
|-------------------------------|---------------------|
| Single Family Units:          | <b>1,402</b>        |
| Single Family Gross Receipts: | <b>\$20,035,719</b> |

|                               |                    |
|-------------------------------|--------------------|
| Miscellaneous Units:          | <b>1,286</b>       |
| Miscellaneous Gross Receipts: | <b>\$5,344,862</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**  
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BAY COUNTY



**Bay County**  
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## Dan Rowe

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**To:** TDC Members  
**Subject:** TDC Meeting, September 21, 2022 Action for RFQ No. 22-65

Earlier this summer, Bay County's Purchasing Department issued an RFQ, on behalf of the CVB for the purpose of engaging a qualified firm to provide design services for the SABRE Center Project. The SABRE is the 17,000 square foot building that will house conference, collaboration, office, catering and other spaces that support the Western Region Resiliency Center Building (WRRC).

As a reminder, WRRC includes the indoor athletic courts and the conference space for the Alternate Emergency Operations Center, and is partially funded by FEMA. On September 20, 2022, County Commission accepted the recommendation of the TDC to enter into negotiations with Lose & Associates – the highest ranked firm. The CVB staff will work with the County's staff and FEMA consultant to oversee the design and construction process.

A selection committee for the SABRE Center RFQ - comprised of a Bay County representative, a City of Panama City Beach representative and a staff representative from the TDC - was established to review, evaluate and rank the qualified submissions. On August 11, 2022, the selection committee met in a public meeting to review the submissions and rank the firms. The recommendation of the committee, as established by the ranking of the firms, is as follows:

| <b>22-65 Design Services for the SABRE Event Center</b> |                    |                  |             |
|---|--------------------|------------------|-------------|
| <b>Company</b>  | <b>Total Score</b> | <b>Avg Score</b> | <b>Rank</b> |
| Lose & Associates, Inc. DBA Lose Design                 | 253                | 84.33            | 1           |
| STOA International/Florida, Inc. DBA<br>STOA Architects | 252                | 84.00            | 2           |
| DAG Architects, Inc.                                    | 240                | 80.00            | 3           |
| Florida Architects, Inc.                                | 221                | 73.67            | 4           |
| Forefront Architecture and Engineering,<br>LLC          | 176                | 58.67            | 5           |
| Cook, Douglass, Farr, Lemmons PA                        | 150                | 50.00            | 6           |

The requested action today, is to accept the recommendation committee and authorize staff to enter into the negotiations with Lose & Associates, the top ranked firm with the goal of awarding the contract. As in all RFQs, if we are unable to come to terms with the top ranked firms, those negotiations will be terminated and negotiations with the second ranked firm will commence.

It should be noted that SABRE will not receive any federal funding.

**Dan Rowe**  
**Visit Panama City Beach**  
**Bay County TDC**

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