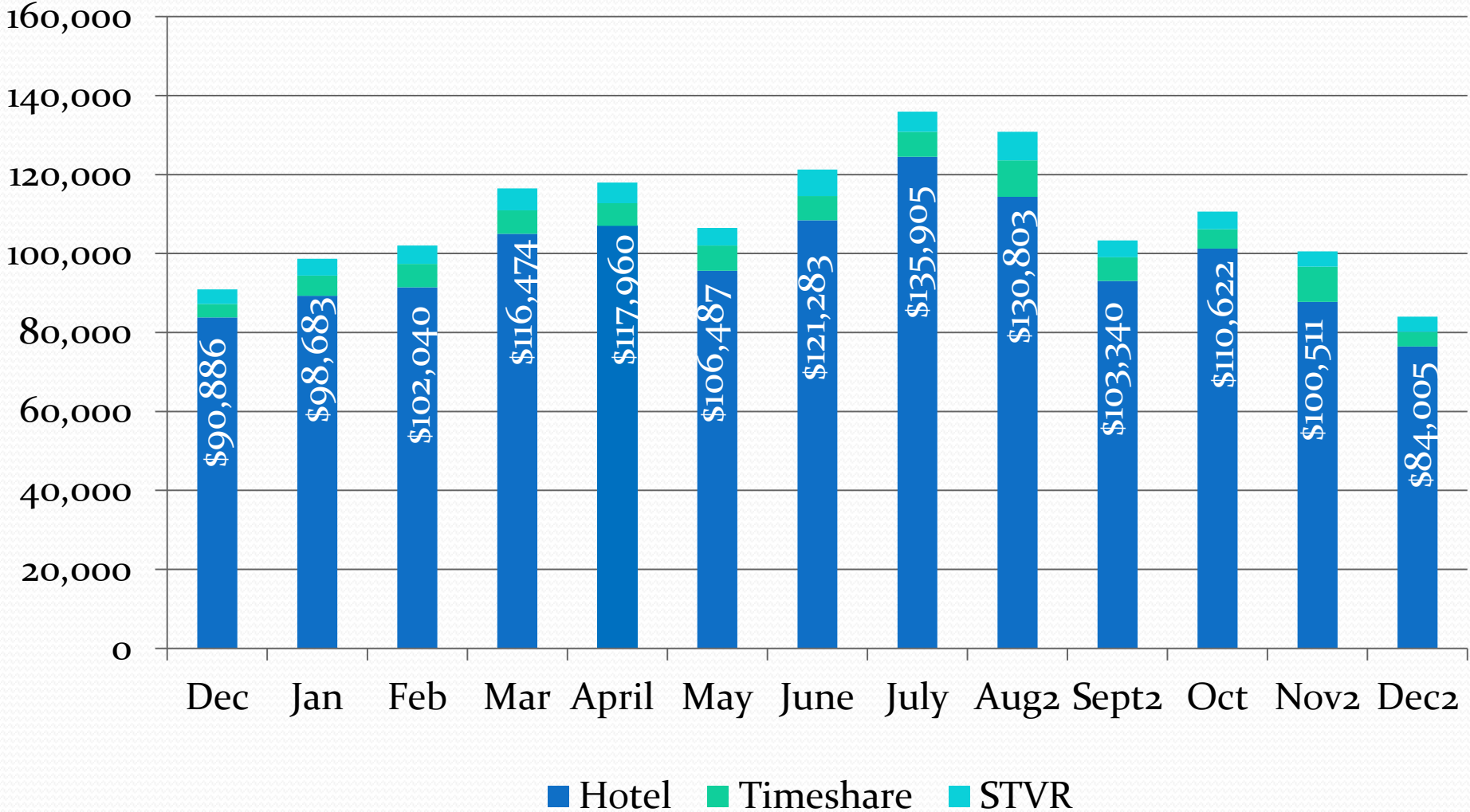


# Carlsbad Tourism Business Improvement District

## Financial Update

January 31, 2020

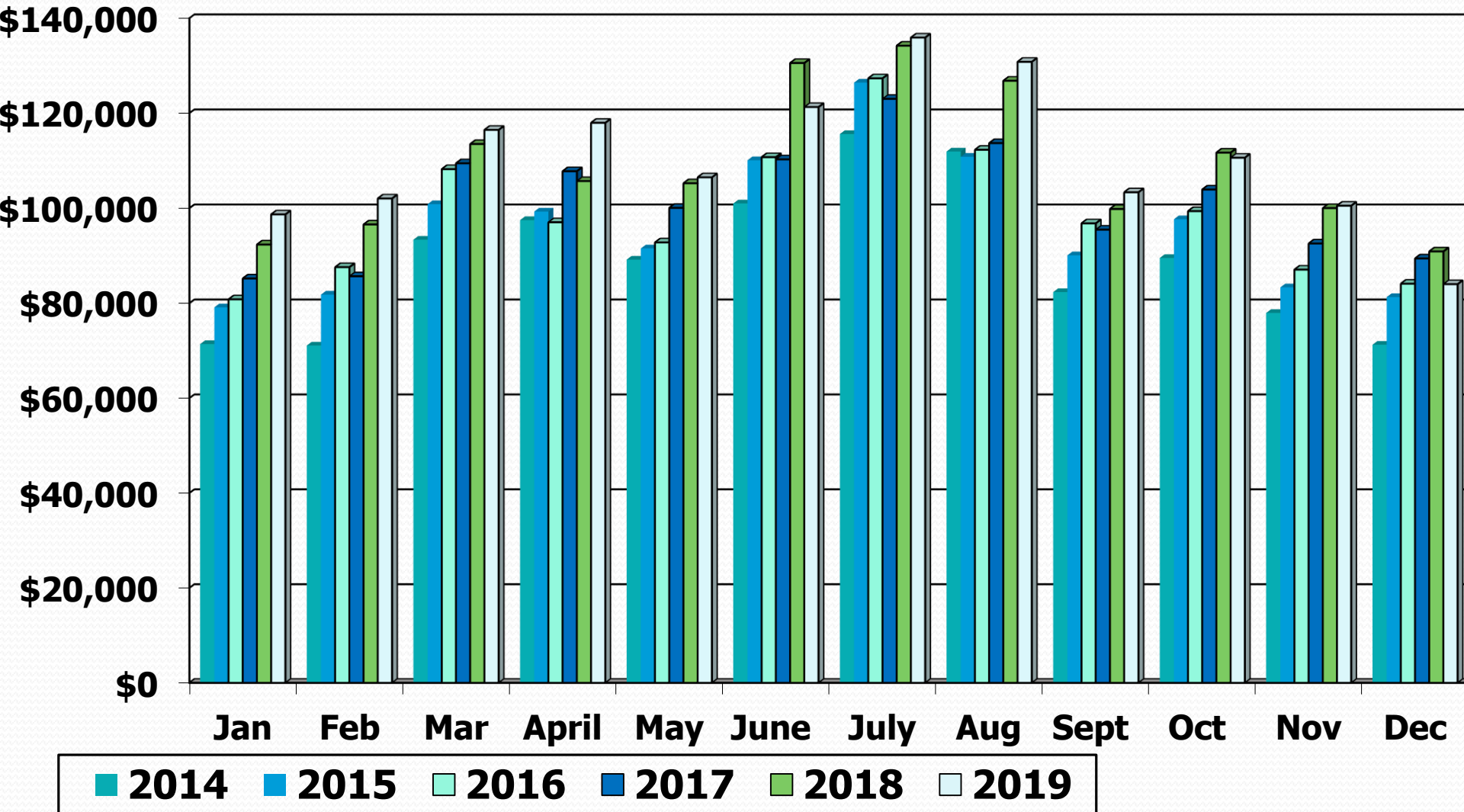
# CTBID Assessment Revenue



Month of hotel stay

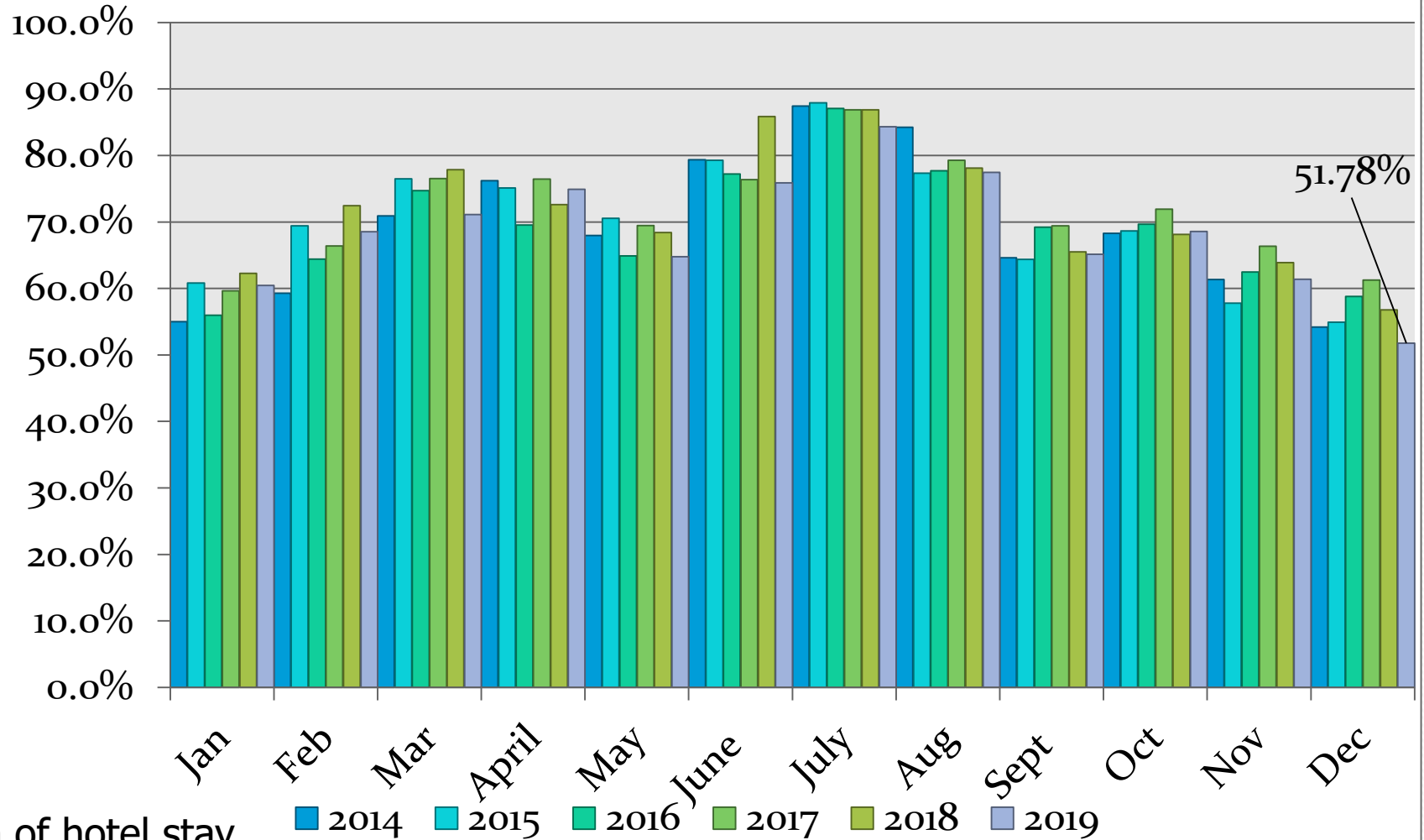
Ave Occupancy 69%

# CTBID Assessment Revenue



Month of hotel stay

# Monthly Occupancy rate\*



51.78%

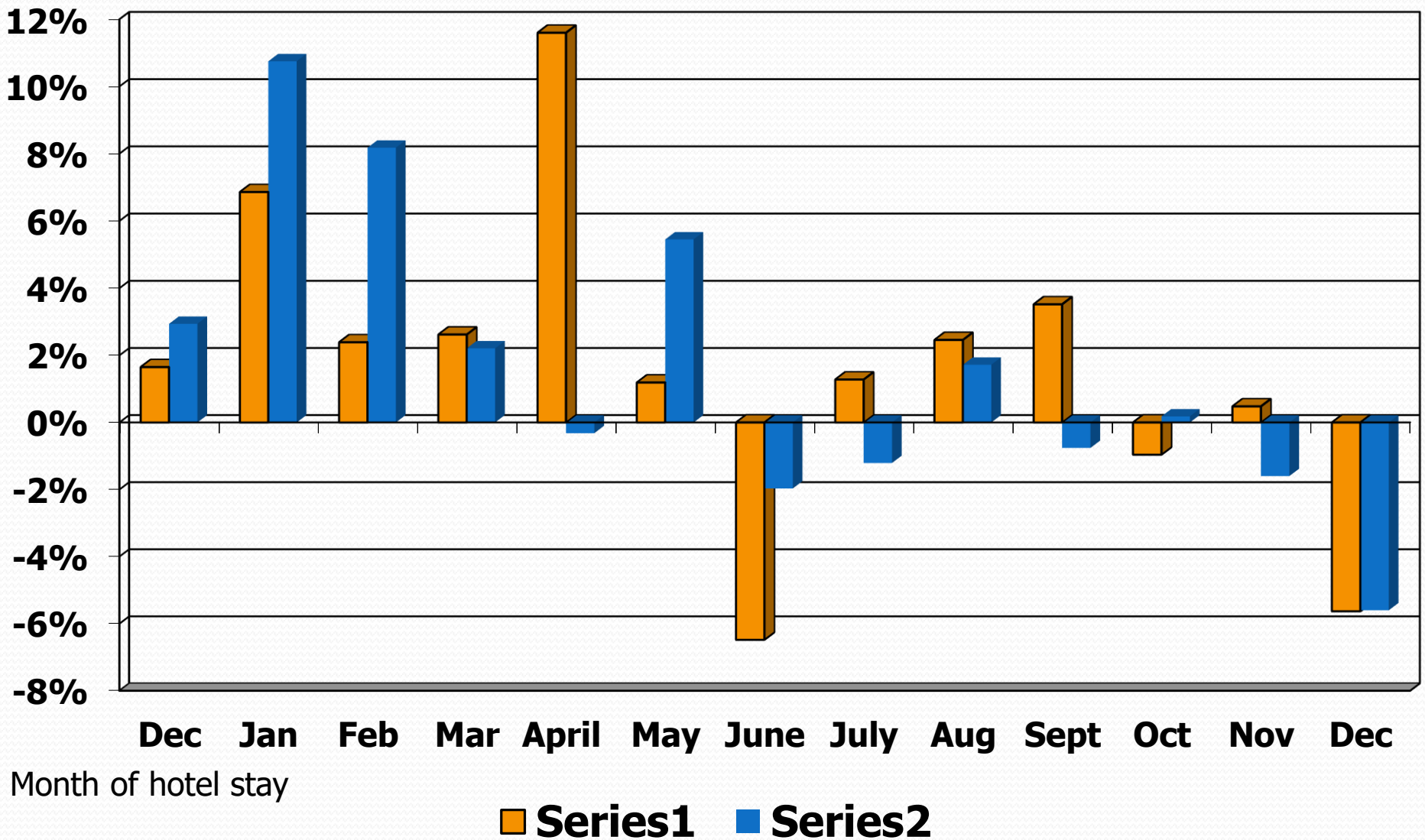
Month of hotel stay

\*Does not include comp rooms

Ave occupancy rate 69%

# % Change over prior year

## Dec 2018 – Dec 2019



# Assessment Revenue Tracking

This slide shows how actual revenues are tracking compared to the budget on a month to month basis.

Budget 2019/20	July	Aug	Sept	October	November	December	January	YTD	February	March	April	May	June	Total
<b>Budget</b>	\$ 133,286	\$ 136,963	\$ 129,437	\$ 101,889	\$ 113,997	\$ 102,082	\$ 92,761	\$ 810,415	\$ 100,719	\$ 100,909	\$ 118,878	\$ 120,394	\$ 108,684	\$ 1,360,000
<b>Actual</b>	\$ 121,283	\$ 135,905	\$ 130,803	\$ 103,340	\$ 110,621	\$ 100,511	\$ 85,768	\$ 788,231						\$ 788,231
<b>Diff over/(under)</b>	\$ (12,003)	\$ (1,058)	\$ 1,366	\$ 1,451	\$ (3,376)	\$ (1,571)	\$ (6,993)	\$ (22,184)	\$ (100,719)	\$ (100,909)	\$ (118,878)	\$ (120,394)	\$ (108,684)	\$ 571,769

# 2019-20 Budget to Actual

	<b>Budget</b>	<b>Actual</b>	<b>Difference</b>
	<b>2019/20</b>	<b>1/31/2020</b>	
<b><u>Revenues:</u></b>			
CTBID Assessment	\$1,360,000	\$ 790,832	\$ (569,168)
Interest Earnings	\$ -	\$ 4,974	\$ 4,974
<b>Total Estimated Revenues</b>	<b>\$1,360,000</b>	<b>\$ 795,806</b>	<b>\$ (564,194)</b>
<b><u>Expenditures:</u></b>			
2% Administrative Fee -	\$ 27,200	\$ 15,267	\$ (11,933)
CCVB Contract	\$1,213,000	\$ 692,077	\$ 520,923
Civitas contract	40000	\$ 16,480	\$ 23,520
Staff support	\$ 27,200	\$ 9,800	\$ (17,400)
CTBID Grants	\$ 75,000	\$ -	\$ (75,000)
<b>Total Expenses</b>	<b>\$1,382,400</b>	<b>\$ 733,624</b>	<b>\$ 440,110</b>

# FYTD 2019 vs 2020

	Actual 1/31/2019	Actual 1/31/2020	\$ Difference	% Difference
<b><u>Revenues:</u></b>				
CTBID Assessment	\$ 789,947	\$ 790,832	\$ 885	0.1%
Interest Earnings	\$ 18,104	\$ 4,974	\$ (13,130)	-72.5%
<b>Total Estimated Revenues</b>	<b>\$ 808,051</b>	<b>\$ 795,806</b>	<b>\$ (12,245)</b>	<b>-1.5%</b>
<b><u>Expenditures:</u></b>				
2% Admin. Fee - City	\$ 14,076	\$ 15,267	\$ 1,191	8.5%
CCVB Contract	\$ 682,793	\$ 692,077	\$ 9,284	1.4%
Civitas contract	\$ -	\$ 16,480	\$ 23,520	\$ -
Staff support	\$ 7,176	\$ 9,800	\$ 2,624	36.6%
CTBID Grants	\$ 15,000	\$ -	\$ (15,000)	0.0%
<b>Total Expenses</b>	<b>\$ 719,045</b>	<b>\$ 733,624</b>	<b>\$ 21,619</b>	<b>3.0%</b>



# Financial Highlights

- December CTBID Revenue collections \$85,768
- December TOT Revenue \$1,363,052
- December Occupancy rate 51.8%
- Last 12 months CTBID rev is up 1.8% over the prior 12 month period
- Last 12 months TOT rev is up 1.21% over the prior 12 month period
- Current Reserve balance = \$640,313
- Ave Occupancy rate last 12 months = 69%
- Total number of hotel rooms 4,764