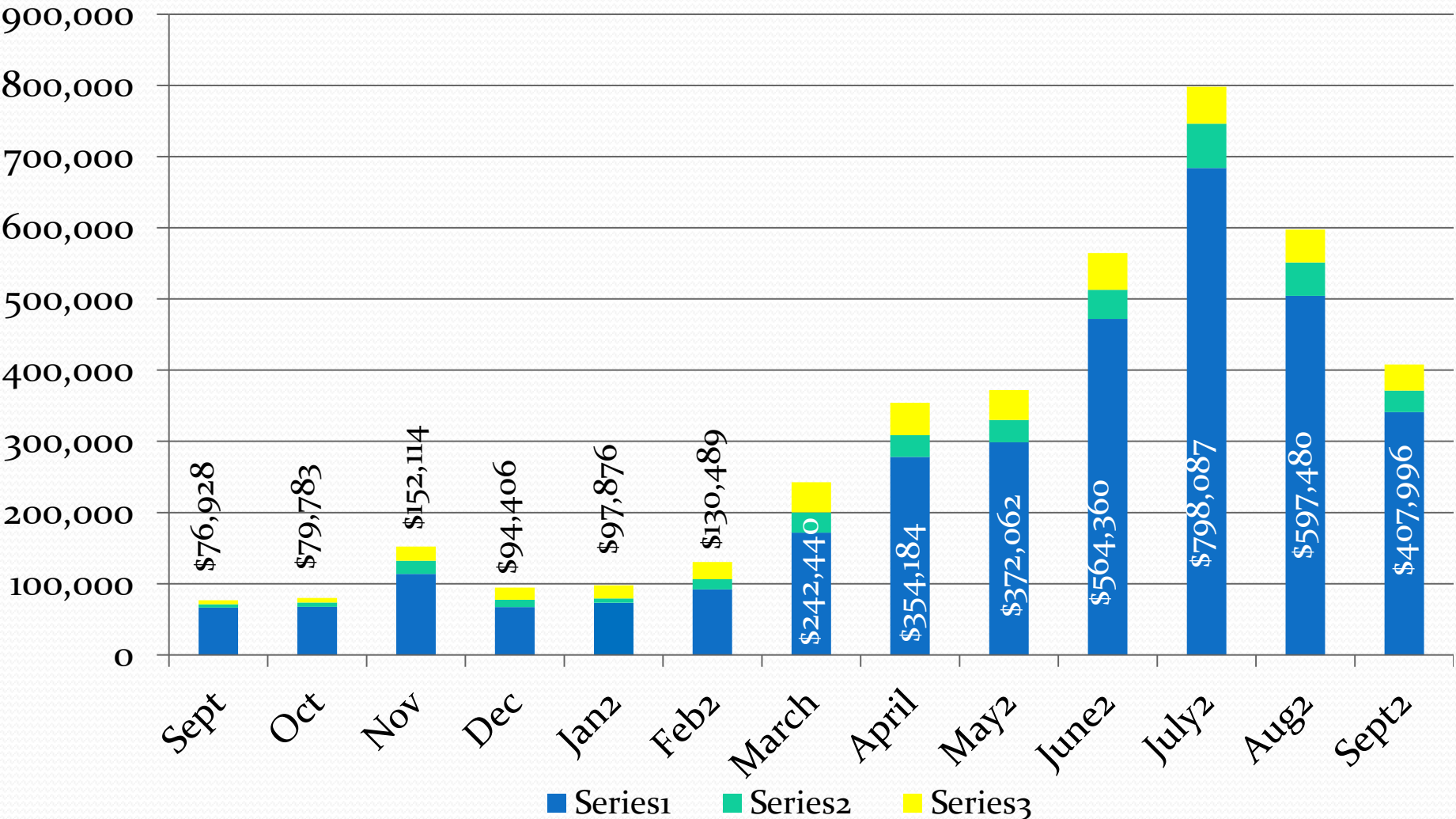


Carlsbad Tourism Business Improvement District

Financial Update

Oct. 31, 2021

CTBID Assessment Revenue



Month of hotel stay

Series1 Series2 Series3

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	10/31/2021	
<u>Revenues:</u>			
CTBID Assessment (1)	\$ 3,600,000	\$ 2,409,405	\$ (1,190,595)
Interest Earnings	\$ -	\$ (3,558)	\$ (3,558)
Total Estimated Revenues	\$ 3,600,000	\$ 2,405,847	\$ (1,194,153)
<u>Expenditures:</u>			
2% Administrative Fee - City	\$ 72,000	\$ 39,839	\$ (32,161)
CCVB Contract	\$ 3,000,000	\$ 398,478	\$ 2,601,522
Staff support	\$ 50,000	\$ 5,474	\$ (44,526)
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$ 3,222,000	\$ 443,791	\$ 2,424,835

FYTD 2021 vs 2022

	Actual	Actual	\$	%
<u>Revenues:</u>	10/31/2020	10/31/2021	Difference	Difference
CTBID Assessment	\$ 324,156	\$ 2,409,405	\$ 2,085,249	643.3%
Interest Earnings	\$ (8,610)	\$ (3,558)	\$ 5,052	-58.7%
Total Estimated Revenues	\$ 315,546	\$ 2,405,847	\$ 2,090,301	662.4%
<u>Expenditures:</u>				
2% Admin. Fee - City	\$ 1,357	\$ 39,839	\$ 38,482	2835.8%
CCVB Contract	\$ 211,999	\$ 398,478	\$ 186,479	88.0%
Staff support	\$ 7,425	\$ 5,474	\$ (1,951)	-26.3%
CTBID Grants		\$ -	\$ -	0.0%
Total Expenses	\$ 220,781	\$ 443,791	\$ 223,010	101.0%

Financial Highlights

- Sept CTBID Revenue collections \$407,996
- Sept TOT Revenue \$2,216,278
- Sept Occupancy rate 64.2%
- Last 12 months CTBID rev is up 421% over the prior 12 month period
- Current Reserve balance = \$1,840,222
- Total number of hotel rooms 5,059

Smith Travel Research Data

Visit Carlsbad

For the month of: September 2021

	Current Month - Sept 2021 vs Sept 2020						Year to Date - Sept 2021 vs Sept 2020					
	Occ %		ADR		RevPAR		Occ %		ADR		RevPAR	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
City of Carlsbad, CA+	64.2	48.8	196.49	135.23	126.22	66.05	59.8	51.0	193.68	133.59	115.83	68.13
San Diego County, CA	67.1	54.5	179.72	133.57	120.54	72.75	61.1	51.3	164.40	134.15	100.52	68.80
San Diego/La Jolla, CA	68.6	53.7	235.02	180.01	161.18	96.67	58.8	46.4	214.95	178.12	126.40	82.62
Sea World/Old Town/Airport, CA	68.4	58.3	196.22	158.32	134.15	92.24	61.5	51.4	189.78	142.74	116.70	73.39
Santa Barbara, CA+	76.3	64.4	359.54	279.45	274.20	179.90	67.9	48.8	320.51	235.62	217.60	114.95
Palm Springs, CA	49.6	39.6	165.85	137.21	82.22	54.33	50.4	45.4	169.56	155.48	85.44	70.55
Anaheim, CA	65.8	61.1	99.75	78.15	65.68	47.72	64.8	54.3	91.04	86.71	58.96	47.06
Santa Monica, CA+	66.2	46.1	336.05	248.98	222.55	114.88	55.4	44.5	329.69	278.00	182.73	123.57
City of Oceanside, CA+	60.6	66.4	149.91	107.69	90.79	71.55	62.3	55.8	139.11	102.12	86.68	57.00
City of Dana Point, CA+	58.9	49.9	450.48	404.52	265.17	201.79	43.0	42.9	442.06	322.17	190.24	138.35
City of Newport Beach, CA+	58.1	43.9	338.40	297.41	196.74	130.46	50.1	46.1	328.98	271.47	164.71	125.05
Huntington Beach, CA+	66.6	53.1	242.64	200.70	161.62	106.64	61.7	49.8	239.46	185.93	147.86	92.59