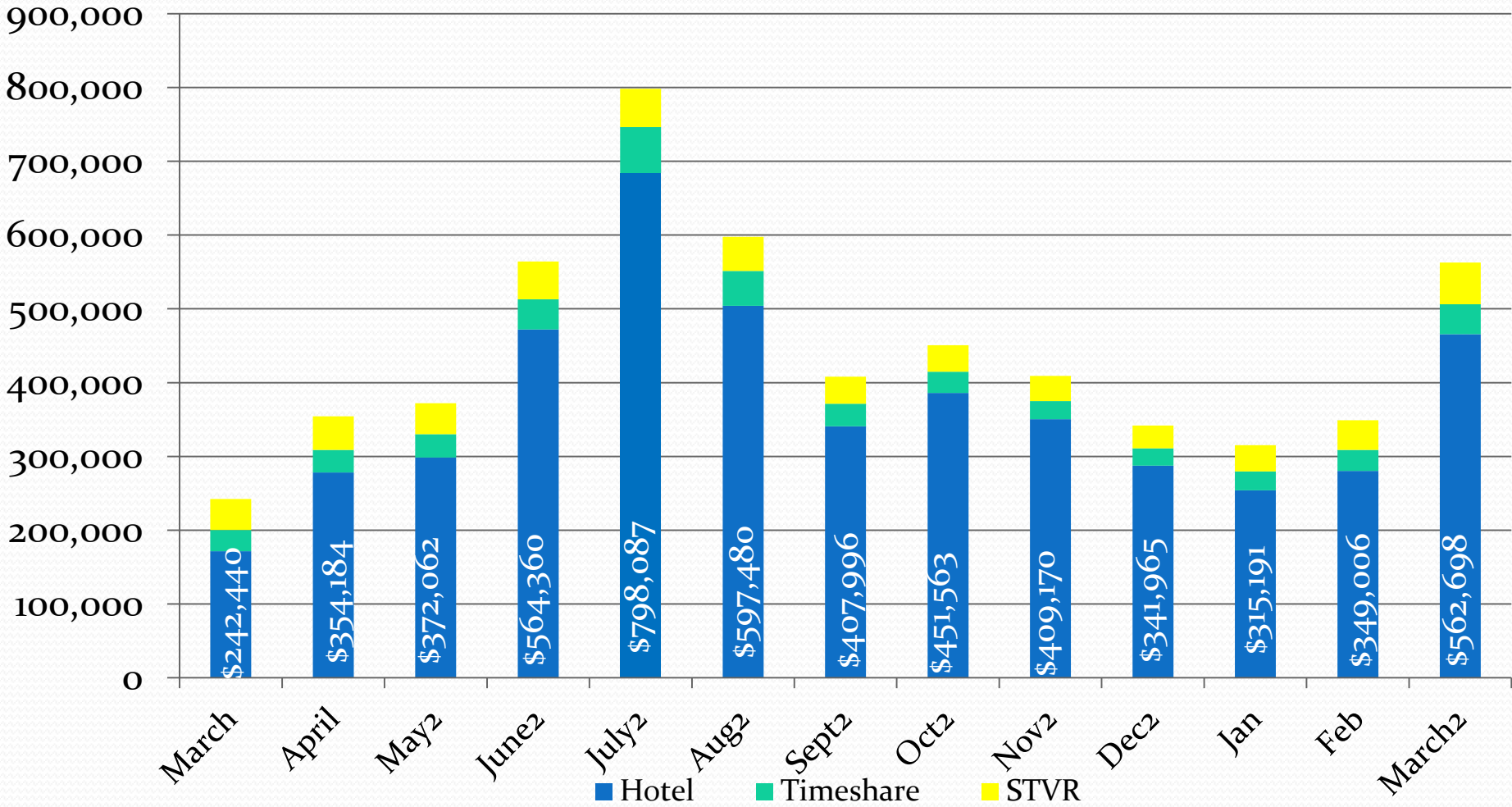


Carlsbad Tourism Business Improvement District

Financial Update

April 30, 2022

CTBID Assessment Revenue



Month of hotel stay

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	4/30/2022	
<u>Revenues:</u>			
CTBID Assessment	\$3,600,000	\$ 4,861,574	\$ 1,261,574
Interest Earnings	\$ -	\$ 19,029	\$ 19,029
Total Estimated Revenues	\$3,600,000	\$ 4,880,603	\$ 1,280,603
<u>Expenditures:</u>			
2% Administrative Fee -	\$ 72,000	\$ 93,429	\$ 21,429
CCVB Contract	\$3,000,000	\$ 1,972,080	\$ 1,027,920
Staff support	\$ 50,000	\$ 15,900	\$ (34,100)
Civitas Contract	\$ 50,000	\$ 16,330	\$ (33,670)
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$3,272,000	\$ 2,097,739	\$ 881,579

FYTD 2021 vs 2022

	Actual 4/30/2021	Actual 4/30/2022	\$ Difference	% Difference
<u>Revenues:</u>				
CTBID Assessment	\$ 1,136,317	\$ 4,861,574	\$ 3,725,257	327.8%
Interest Earnings	\$ (3,155)	\$ 19,029	\$ 22,184	-703.1%
Total Estimated Revenues	\$ 1,133,162	\$ 4,880,603	\$ 3,747,441	330.7%
<u>Expenditures:</u>				
2% Admin. Fee - City	\$ 17,548	\$ 93,429	\$ 75,881	432.4%
CCVB Contract	\$ 411,999	\$ 1,972,080	\$ 1,560,081	378.7%
Staff support	\$ 14,220	\$ 15,900	\$ 1,680	11.8%
Civitas Contract	\$ -	\$ -	\$ -	0.0%
CTBID Grants	\$ -	\$ -	\$ -	0.0%
Total Expenses	\$ 443,767	\$ 2,081,409	\$ 1,637,642	369.0%

Financial Highlights

- March CTBID Revenue collections \$562,698
- March TOT Revenue \$2,875,293
- March Occupancy rate 75.5%
- Last 12 months CTBID rev is up 447% over the prior 12 month period
- Occupancy is up 18% over the previous year
- Current Reserve balance = \$1,790,222
- Total number of hotel rooms 5,056

Smith Travel Research Data

For the month of: March 2022

	Current Month - March 2022 vs March 2021						Year to Date - March 2022 vs March 2021					
	Occ %		ADR		RevPAR		Occ %		ADR		RevPAR	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
City of Carlsbad, CA+	75.5	55.3	209.44	122.93	158.23	67.92	63.3	43.1	183.85	113.19	116.35	48.81
San Diego County, CA	76.9	54.0	188.48	120.79	144.90	65.25	65.8	44.0	170.08	111.75	111.84	49.15
San Diego/La Jolla, CA	80.3	50.9	230.28	153.25	185.00	78.08	67.9	39.5	215.59	143.74	146.32	56.81
Sea World/Old Town/Airport, CA	75.3	55.1	189.46	139.12	142.70	76.68	63.9	40.7	166.75	125.72	106.54	51.17
Santa Barbara, CA+	76.2	60.1	289.29	211.51	220.41	127.20	66.0	47.4	264.67	185.75	174.55	88.05
Palm Springs, CA	78.7	55.9	291.04	184.69	228.94	103.31	68.8	43.5	251.57	159.36	173.00	69.33
Anaheim, CA	74.1	59.3	123.71	75.45	91.69	44.78	66.6	55.6	110.36	73.76	73.47	41.03
Santa Monica, CA+	82.2	47.6	389.40	251.77	320.19	119.73	68.6	32.9	388.94	237.48	266.64	78.08
City of Oceanside, CA+	68.4	61.5	156.41	95.00	106.92	58.39	60.1	53.0	140.16	89.01	84.18	47.21
City of Dana Point, CA+	62.6	31.2	403.99	327.35	252.90	102.25	48.4	23.9	372.43	307.72	180.39	73.58
City of Newport Beach, CA+	63.6	38.6	324.99	278.18	206.84	107.24	51.2	30.7	318.99	263.01	163.41	80.73
Huntington Beach, CA+	73.2	53.4	246.92	187.13	180.82	99.97	61.0	42.4	224.70	168.14	137.12	71.36