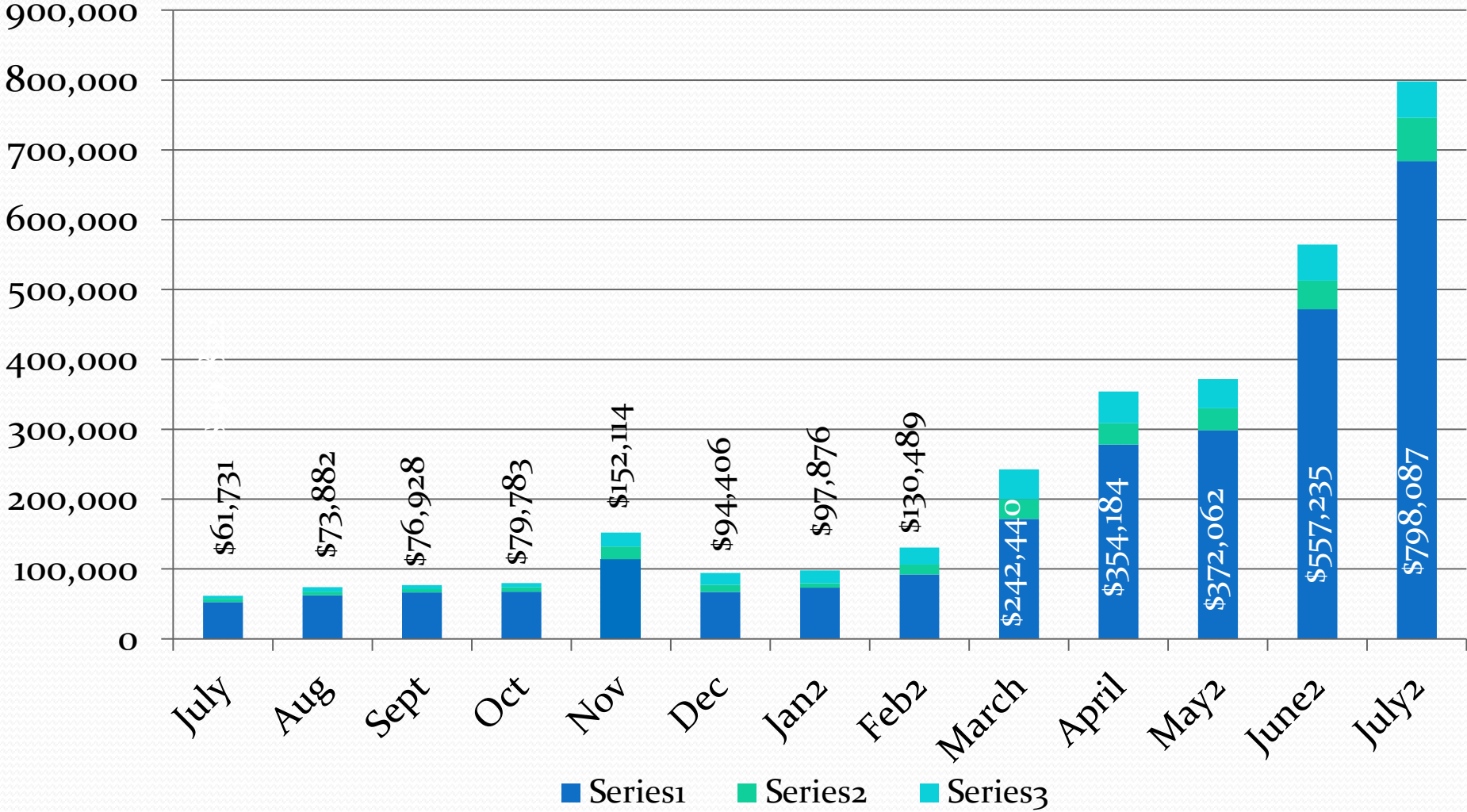


Carlsbad Tourism Business Improvement District

Financial Update

Aug 31, 2021

CTBID Assessment Revenue



Month of hotel stay

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	8/31/2021	
<u>Revenues:</u>			
CTBID Assessment (1)	\$3,600,000	\$ 1,371,722	\$(2,228,278)
Interest Earnings	\$ -	\$ (10,170)	\$ (10,170)
Total Estimated Revenues	\$3,600,000	\$ 1,361,552	\$(2,238,448)
<u>Expenditures:</u>			
2% Administrative Fee -	\$ 72,000		\$ (72,000)
CCVB Contract	\$3,000,000	\$ 289,662	\$ 2,710,338
Staff support	\$ 50,000	\$ 3,501	\$ (46,499)
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$3,222,000	\$ 293,163	\$ 2,491,839

FYTD 2021 vs 2022

	Actual	Actual	\$	%
<u>Revenues:</u>	8/31/2020	8/31/2021	Difference	Difference
CTBID Assessment	\$ 258,740	\$ 1,371,722	\$ 1,112,982	430.2%
Interest Earnings	\$ (866)	\$ (10,170)	\$ (9,304)	1074.4%
Total Estimated Revenues	\$ 257,874	\$ 1,361,552	\$ 1,103,678	428.0%
<u>Expenditures:</u>				
2% Admin. Fee - City	\$ 2,340	\$ -	\$ (2,340)	-100.0%
CCVB Contract	\$ 202,166	\$ 289,662	\$ 87,496	43.3%
Staff support	\$ 2,745	\$ 3,501	\$ 756	27.5%
CTBID Grants		\$ -	\$ -	0.0%
Total Expenses	\$ 207,251	\$ 293,163	\$ 85,912	41.5%

Financial Highlights

- July CTBID Revenue collections \$798,087
- July TOT Revenue \$4,046,680
- July Occupancy rate 79.7%
- Last 12 months CTBID rev is up 265% over the prior 12 month period
- Current Reserve balance = \$1,839,736
- Total number of hotel rooms 5,059

Smith Travel Research Data

Visit Carlsbad

For the month of: July 2021

	Current Month - July 2021 vs July 2020						Year to Date - July 2021 vs July 2020					
	Occ %		ADR		RevPAR		Occ %		ADR		RevPAR	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
City of Carlsbad, CA+	79.7	54.7	275.42	134.36	219.38	73.52	57.8	50.5	183.73	133.65	106.27	67.51
San Diego County, CA	80.5	49.7	219.23	131.03	176.58	65.14	58.8	50.6	154.84	134.23	91.01	67.88
San Diego/La Jolla, CA	79.6	43.7	280.85	162.31	223.54	70.89	55.8	43.7	201.58	177.60	112.38	77.62
Sea World/Old Town/Airport, CA	81.9	54.3	261.55	169.12	214.24	91.75	59.0	49.1	181.69	135.10	107.22	66.27
Santa Barbara, CA+	86.1	51.7	366.72	233.71	315.68	120.77	64.9	43.4	269.12	200.53	174.54	87.06
Palm Springs, CA	52.0	39.6	157.46	120.73	81.85	47.82	51.0	47.5	172.68	162.34	88.10	77.12
Anaheim, CA	82.6	51.4	117.02	75.39	96.69	38.76	63.9	53.0	87.05	89.33	55.58	47.39
Santa Monica, CA+	77.7	31.5	399.97	235.18	310.68	74.13	51.4	44.6	316.65	288.69	162.81	128.82
City of Oceanside, CA+	76.9	63.6	200.63	113.61	154.30	72.31	62.5	52.8	131.40	99.74	82.10	52.63
City of Dana Point, CA+	61.9	45.4	563.03	399.74	348.51	181.68	38.7	40.5	418.62	288.05	162.07	116.61
City of Newport Beach, CA+	71.6	38.2	397.39	321.25	284.44	122.87	47.2	46.7	312.70	262.99	147.49	122.75
Huntington Beach, CA+	86.1	51.8	322.56	213.03	277.88	110.42	59.3	48.3	230.69	180.02	136.88	86.94