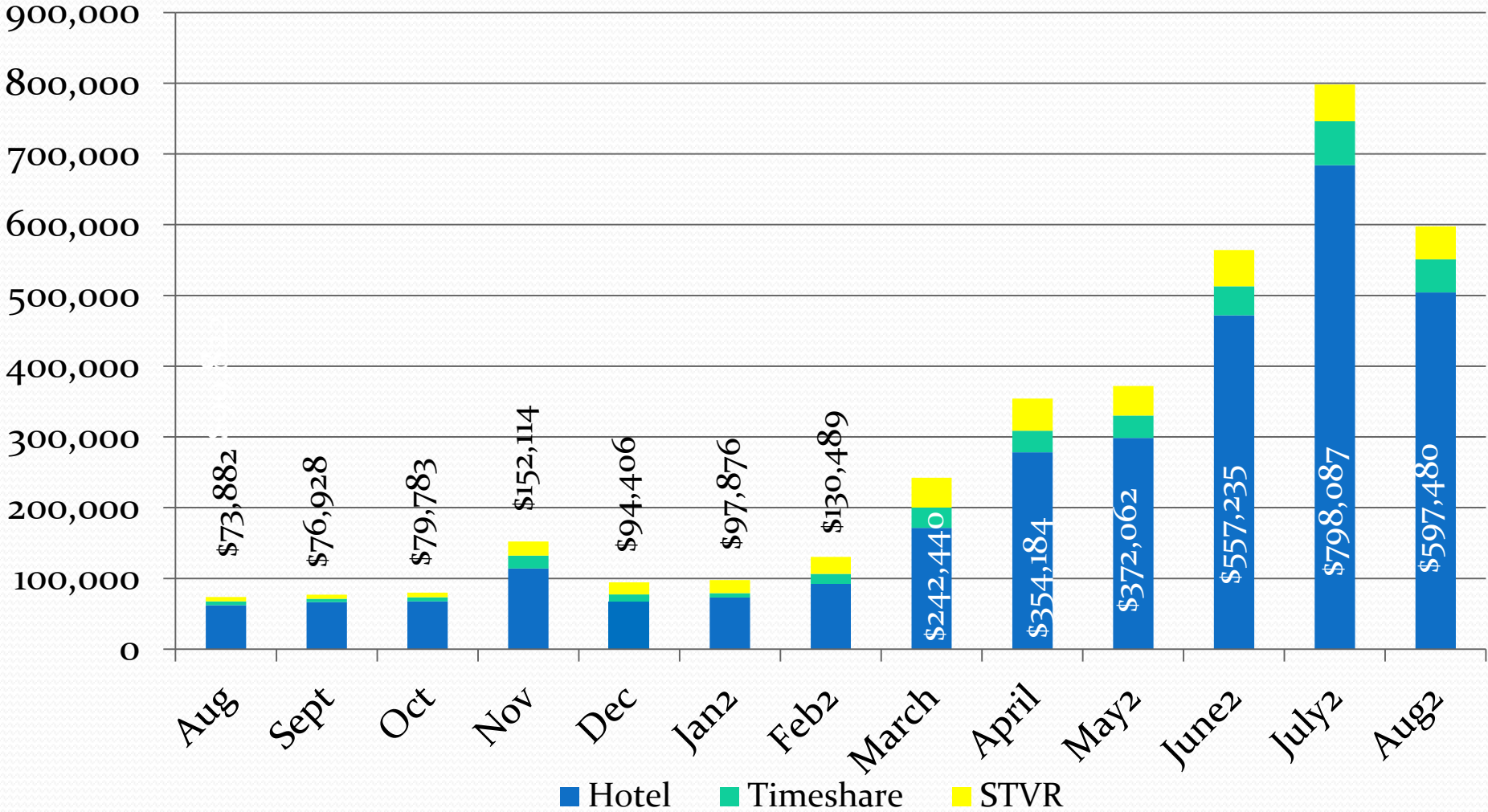


Carlsbad Tourism Business Improvement District

Financial Update

Sept. 01, 2021

CTBID Assessment Revenue



Month of hotel stay

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	9/30/2021	
<u>Revenues:</u>			
CTBID Assessment (1)	\$ 3,600,000	\$ 1,992,073	\$ (1,607,927)
Interest Earnings	\$ -	\$ (7,470)	\$ (7,470)
Total Estimated Revenues	\$ 3,600,000	\$ 1,984,603	\$ (1,615,397)
<u>Expenditures:</u>			
2% Administrative Fee - City	\$ 72,000	\$ 27,431	\$ (44,569)
CCVB Contract	\$ 3,000,000	\$ 289,662	\$ 2,710,338
Staff support	\$ 50,000	\$ 4,168	\$ (45,832)
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$ 3,222,000	\$ 321,261	\$ 2,519,937

FYTD 2021 vs 2022

	Actual 9/30/2020	Actual 9/30/2021	\$ Difference	% Difference
Revenues:				
CTBID Assessment	\$ 242,771	\$ 1,992,073	\$ 1,749,302	720.6%
Interest Earnings	\$ (9,330)	\$ (7,470)	\$ 1,860	-19.9%
Total Estimated Revenues	\$ 233,441	\$ 1,984,603	\$ 1,751,162	750.2%
Expenditures:				
2% Admin. Fee - City	\$ 1,357	\$ 27,431	\$ 26,074	1921.4%
CCVB Contract	\$ 211,999	\$ 289,662	\$ 77,663	36.6%
Staff support	\$ 6,029	\$ 4,168	\$ (1,861)	-30.9%
CTBID Grants		\$ -	\$ -	0.0%
Total Expenses	\$ 219,385	\$ 321,261	\$ 101,876	46.4%

Financial Highlights

- Aug CTBID Revenue collections \$587,480
- Aug TOT Revenue \$3,082,521
- Aug Occupancy rate 66.8%
- Last 12 months CTBID rev is up 360% 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: August 2021

	Current Month - August 2021 vs August 2020									Year to Date - August 2021 vs August 2020					
	Occ %			ADR			RevPAR			Occ %		ADR		RevPAR	
	2021	2020	2019	2021	2020	2019	2021	2020	2019	2021	2020	2021	2020	2021	2020
City of Carlsbad, CA+	66.8	56.2	82.7	251.45	131.80	213.68	167.96	74.06	176.70	59.0	51.3	193.85	133.37	114.41	68.43
San Diego County, CA	71.3	52.2	82.6	203.52	133.14	179.56	145.09	69.49	148.27	60.4	50.8	162.36	134.22	97.98	68.13
San Diego/La Jolla, CA	70.3	50.9	86.1	267.36	177.89	232.49	187.83	90.59	200.18	57.6	44.7	211.99	177.69	122.09	79.39
Sea World/Old Town/Airport, CA	73.4	59.1	82.8	229.20	165.98	185.31	168.26	98.11	153.42	60.7	50.5	188.87	140.25	114.55	70.78
Santa Barbara, CA+	79.0	63.9	83.4	360.21	250.59	331.73	284.51	160.02	276.54	66.7	46.1	282.71	209.52	188.54	96.52
Palm Springs, CA	47.1	38.0	49.1	148.71	120.52	121.50	70.03	45.75	59.71	50.5	46.2	170.01	157.80	85.85	72.97
Anaheim, CA	69.6	56.8	77.8	107.08	77.69	109.73	74.51	44.09	85.33	64.6	53.5	90.01	87.85	58.14	46.99
Santa Monica, CA+	71.6	41.8	87.3	386.19	241.77	405.65	276.47	101.09	354.00	54.1	44.2	328.70	282.26	177.69	124.80
City of Oceanside, CA+	62.9	65.9	75.6	178.25	109.42	132.43	112.13	72.08	100.08	62.5	54.5	137.74	101.26	86.14	55.16
City of Dana Point, CA+	59.6	56.1	77.1	488.19	400.31	377.06	291.18	224.53	290.81	41.5	42.4	431.77	305.87	179.03	129.54
City of Newport Beach, CA+	61.7	44.2	81.8	403.73	305.79	314.72	248.99	135.07	257.42	49.1	46.3	327.57	268.35	160.68	124.36
Huntington Beach, CA+	73.5	56.6	82.7	285.12	205.94	253.20	209.64	116.47	209.31	61.1	49.4	239.04	183.91	146.16	90.81