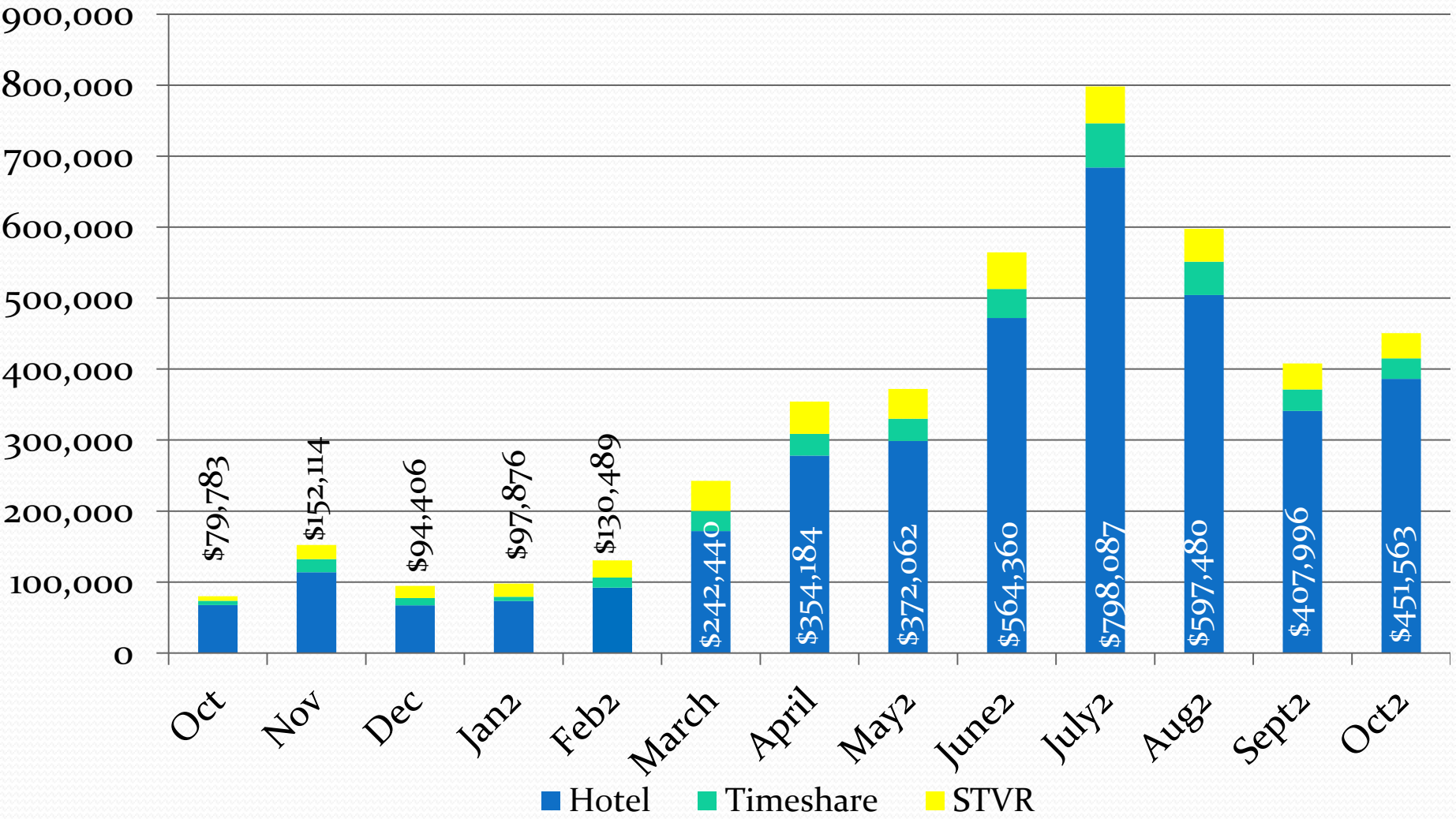


Carlsbad Tourism Business Improvement District

Financial Update

Nov. 30, 2021

CTBID Assessment Revenue



Month of hotel stay

Hotel Timeshare STVR

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	11/30/2021	
<u>Revenues:</u>			
CTBID Assessment (1)	\$ 3,600,000	\$ 2,866,186	\$ (733,814)
Interest Earnings	\$ -	\$ (824)	\$ (824)
Total Estimated Revenues	\$ 3,600,000	\$ 2,865,362	\$ (734,638)
<u>Expenditures:</u>			
2% Administrative Fee - City	\$ 72,000	\$ 48,163	\$ (23,837)
CCVB Contract	\$ 3,000,000	\$ 571,779	\$ 2,428,221
Staff support	\$ 50,000	\$ 6,128	\$ (43,872)
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$ 3,222,000	\$ 626,070	\$ 2,260,512

FYTD 2021 vs 2022

	Actual	Actual	\$	%
<u>Revenues:</u>	11/30/2020	11/30/2021	Difference	Difference
CTBID Assessment	\$ 420,928	\$ 2,866,186	\$ 2,445,258	580.9%
Interest Earnings	\$ (7,843)	\$ (824)	\$ 7,019	-89.5%
Total Estimated Revenues	\$ 413,085	\$ 2,865,362	\$ 2,452,277	593.6%
<u>Expenditures:</u>				
2% Admin. Fee - City	\$ 6,470	\$ 48,163	\$ 41,693	644.4%
CCVB Contract	\$ 278,666	\$ 571,779	\$ 293,113	105.2%
Staff support	\$ 8,529	\$ 6,128	\$ (2,401)	-28.2%
CTBID Grants		\$ -	\$ -	0.0%
Total Expenses	\$ 293,665	\$ 626,070	\$ 332,405	113.2%

Financial Highlights

- Oct CTBID Revenue collections \$451,564
- Oct TOT Revenue \$2,328,991
- Oct Occupancy rate 66.5%
- Last 12 months CTBID rev is up 495% over the prior 12 month period
- Occupancy is up 18.7% over the previous year
- Current Reserve balance = \$1,840,222
- Total number of hotel rooms 5,059

Smith Travel Research Data

Visit Carlsbad

For the month of: October 2021

	Current Month - October 2021 vs October 2020						Year to Date - October 2021 vs October 2020					
	Occ %		ADR		RevPAR		Occ %		ADR		RevPAR	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
City of Carlsbad, CA+	66.5	50.9	189.87	153.03	126.28	77.87	60.5	51.0	192.95	135.86	116.76	69.27
San Diego County, CA	67.4	51.4	172.20	128.25	116.08	65.98	61.8	51.3	165.19	133.53	102.07	68.52
San Diego/La Jolla, CA	69.3	49.8	220.58	168.07	152.87	83.71	59.9	46.8	215.62	176.97	129.10	82.74
Sea World/Old Town/Airport, CA	68.3	54.9	176.09	145.41	120.30	79.83	62.1	51.8	187.53	143.06	116.48	74.11
Santa Barbara, CA+	77.1	61.9	310.36	239.87	239.25	148.41	68.7	49.3	291.09	219.07	199.92	108.04
Palm Springs, CA	59.5	42.1	215.52	153.30	128.16	64.51	51.2	45.0	176.07	155.58	90.12	70.01
Anaheim, CA	72.7	60.8	106.58	78.00	77.47	47.43	65.6	54.9	92.91	85.78	60.97	47.10
Santa Monica, CA+	70.9	44.6	338.59	248.17	240.15	110.74	57.0	44.5	330.84	274.63	188.71	122.13
City of Oceanside, CA+	63.0	61.5	143.44	102.63	90.35	63.08	62.4	56.4	139.57	102.18	87.07	57.63
City of Dana Point, CA+	53.6	49.1	402.19	355.75	215.54	174.64	44.1	43.5	437.00	325.84	192.88	141.87
City of Newport Beach, CA+	59.8	45.2	303.37	296.56	181.29	134.15	51.1	46.0	325.88	274.04	166.42	126.00
Huntington Beach, CA+	63.8	54.4	230.86	188.25	147.33	102.49	62.0	50.3	238.56	186.19	147.80	93.62