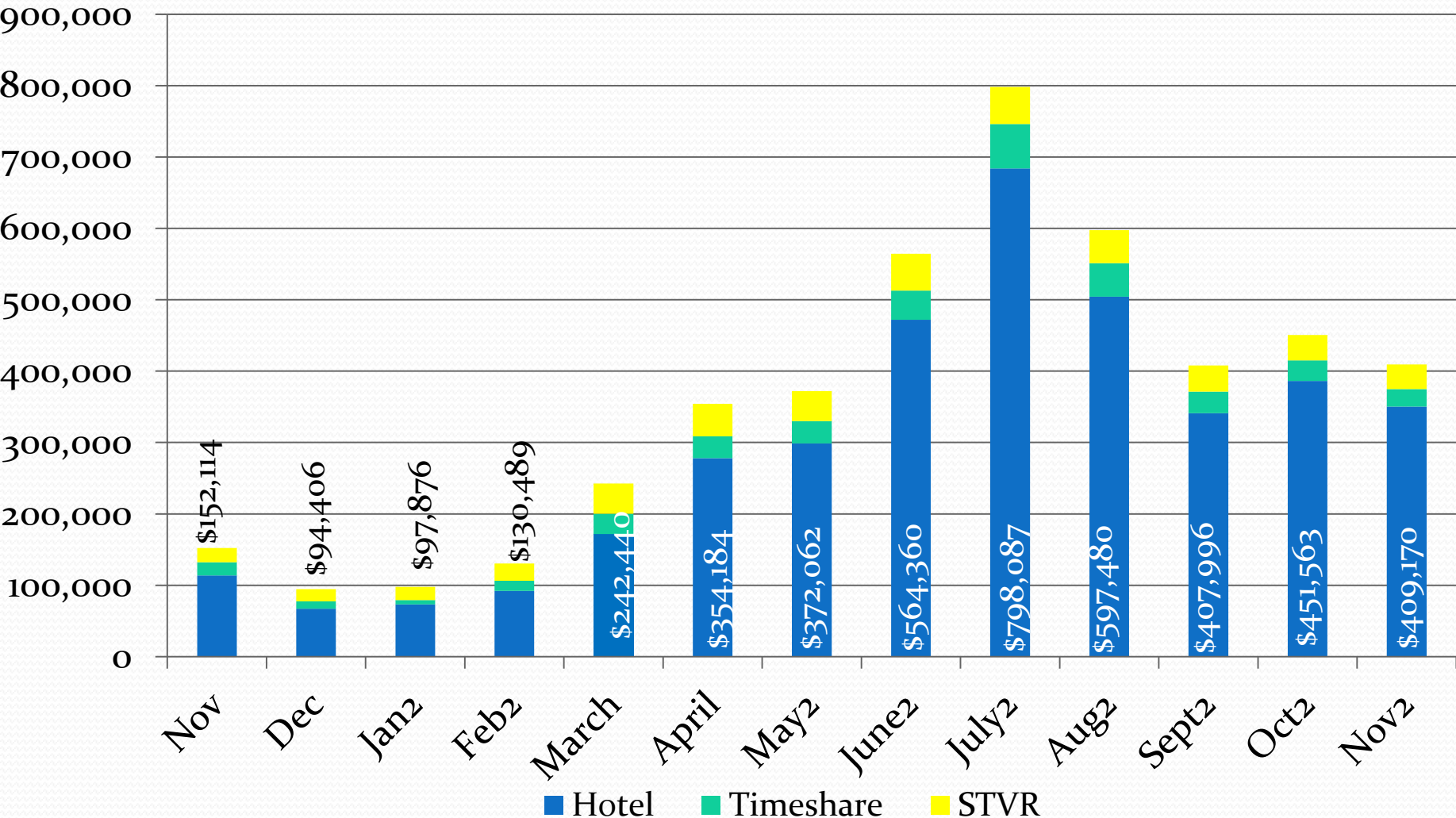


Carlsbad Tourism Business Improvement District

Financial Update

December 31, 2021

CTBID Assessment Revenue



Month of hotel stay

Hotel Timeshare STVR

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	12/31/2021	
<u>Revenues:</u>			
CTBID Assessment	\$3,600,000	\$ 3,274,697	\$ (325,303)
Interest Earnings	\$ -	\$ 2,650	\$ 2,650
Total Estimated Revenues	\$3,600,000	\$ 3,277,347	\$ (322,653)
<u>Expenditures:</u>			
2% Administrative Fee -	\$ 72,000	\$ 57,299	\$ (14,701)
CCVB Contract	\$3,000,000	\$ 804,260	\$ 2,195,740
Staff support	\$ 50,000	\$ 6,952	\$ (43,048)
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$3,222,000	\$ 868,511	\$ 2,037,991

FYTD 2021 vs 2022

	Actual	Actual	\$	%
<u>Revenues:</u>	12/31/2020	12/31/2021	Difference	Difference
CTBID Assessment	\$ 535,851	\$ 3,274,697	\$ 2,738,846	511.1%
Interest Earnings	\$ (7,006)	\$ 2,650	\$ 9,656	-137.8%
Total Estimated Revenues	\$ 528,845	\$ 3,277,347	\$ 2,748,502	519.7%
<u>Expenditures:</u>				
2% Admin. Fee - City	\$ 6,470	\$ 57,299	\$ 50,829	785.6%
CCVB Contract	\$ 278,666	\$ 804,260	\$ 525,594	188.6%
Staff support	\$ 8,964	\$ 6,952	\$ (2,012)	-22.4%
CTBID Grants		\$ -	\$ -	0.0%
Total Expenses	\$ 294,100	\$ 868,511	\$ 574,411	195.3%

Financial Highlights

- Nov CTBID Revenue collections \$409,170
- Nov TOT Revenue \$2,091,584
- Nov Occupancy rate 63.2%
- Last 12 months CTBID rev is up 470% over the prior 12 month period
- Occupancy is up 22.9% 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: November 2021

	Current Month - November 2021 vs November 2020						Year to Date - November 2021 vs November 2020					
	Occ %		ADR		RevPAR		Occ %		ADR		RevPAR	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
City of Carlsbad, CA+	63.2	36.4	184.39	117.18	116.61	42.65	60.8	49.4	192.13	134.39	116.74	66.43
San Diego County, CA	64.4	41.7	168.22	112.68	108.37	46.95	62.0	50.4	165.48	131.86	102.63	66.42
San Diego/La Jolla, CA	69.0	36.3	231.93	157.98	160.14	57.29	60.7	45.8	217.29	175.54	131.90	80.33
Sea World/Old Town/Airport, CA	64.2	37.6	164.52	123.80	105.61	46.59	62.3	50.4	185.43	141.66	115.56	71.43
Santa Barbara, CA+	72.0	50.1	282.42	214.69	203.31	107.57	69.0	49.4	290.29	218.67	200.22	108.00
Palm Springs, CA	66.8	41.0	212.93	160.19	142.16	65.75	52.5	44.6	180.80	155.62	94.89	69.37
Anaheim, CA	66.8	48.3	103.73	73.40	69.31	35.45	65.7	54.3	93.96	84.74	61.76	46.00
Santa Monica, CA+	70.0	33.0	336.87	228.55	235.93	75.34	58.2	43.3	331.50	271.18	193.03	117.52
City of Oceanside, CA+	59.1	53.4	138.10	100.23	81.61	53.57	62.1	56.1	139.44	102.01	86.56	57.26
City of Dana Point, CA+	48.5	31.0	370.39	319.02	179.74	98.93	44.5	42.5	430.34	325.41	191.68	138.19
City of Newport Beach, CA+	53.4	34.3	312.06	298.99	166.77	102.56	51.3	44.9	324.57	275.79	166.45	123.85
Huntington Beach, CA+	58.5	39.8	205.55	158.70	120.25	63.12	61.6	49.3	235.75	184.16	145.33	90.83