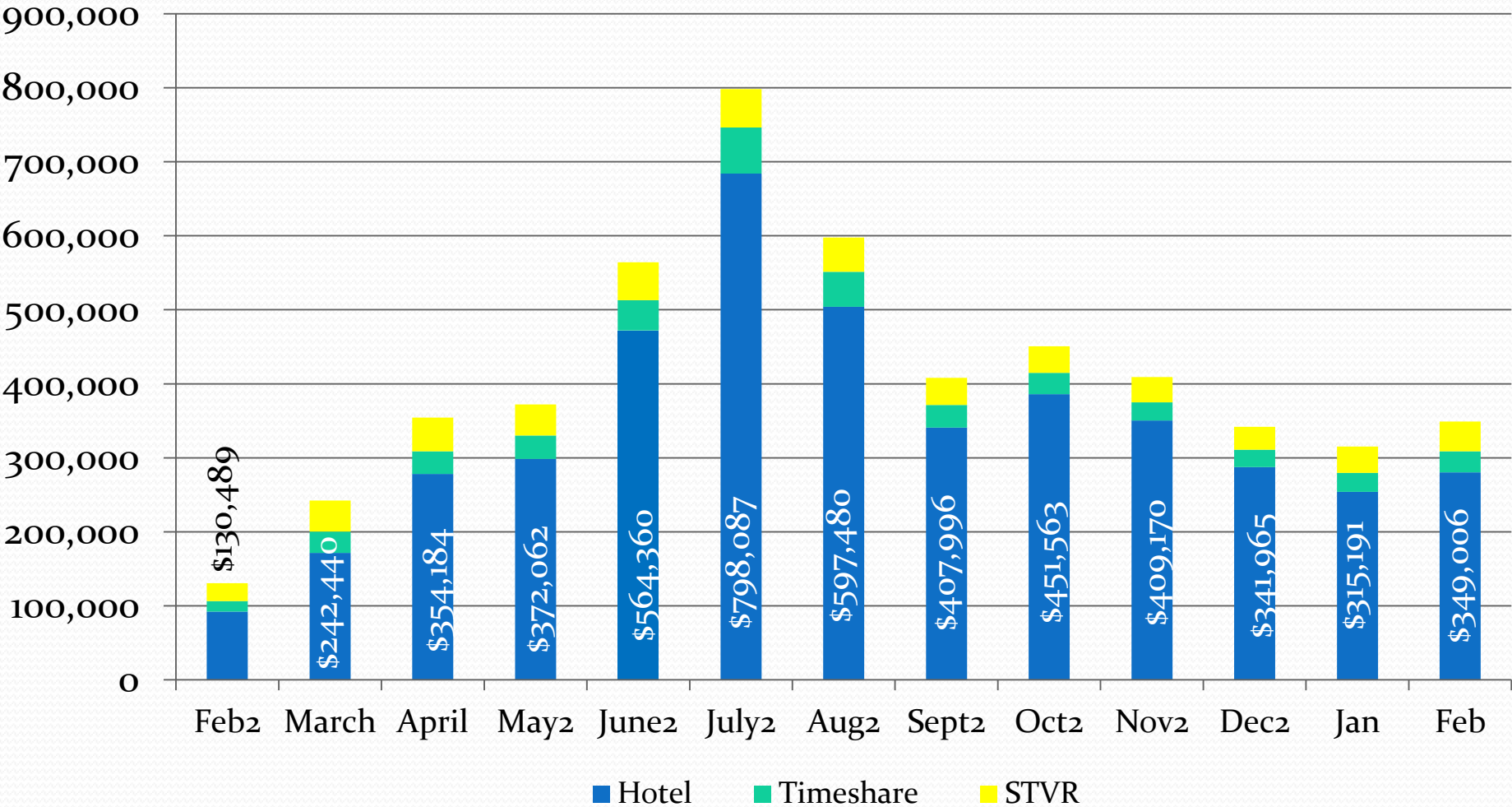


Carlsbad Tourism Business Improvement District

Financial Update

March 31, 2022

CTBID Assessment Revenue



Month of hotel stay

2021-22 Budget to Actual

	Budget	Actual	Difference
	2021/22	3/31/2022	
<u>Revenues:</u>			
CTBID Assessment	\$ 3,600,000	\$ 4,303,334	\$ 703,334
Interest Earnings	\$ -	\$ 13,313	\$ 13,313
Total Estimated Revenues	\$ 3,600,000	\$ 4,316,647	\$ 716,647
<u>Expenditures:</u>			
2% Administrative Fee - City	\$ 72,000	\$ 78,771	\$ 6,771
CCVB Contract	\$ 3,000,000	\$ 1,722,080	\$ 1,277,920
Staff support	\$ 50,000	\$ 11,430	\$ (38,570)
Civitas Contract	\$ 50,000		
CTBID Grants	\$ 100,000		\$ (100,000)
Total Expenses	\$ 3,272,000	\$ 1,812,281	\$ 1,146,121

FYTD 2021 vs 2022

	Actual	Actual	\$	%
<u>Revenues:</u>	3/31/2021	3/31/2022	Difference	Difference
CTBID Assessment	\$ 881,277	\$ 4,303,334	\$ 3,422,057	388.3%
Interest Earnings	\$ (4,215)	\$ 13,313	\$ 17,528	-415.8%
Total Estimated Revenues	\$ 877,062	\$ 4,316,647	\$ 3,439,585	392.2%
<u>Expenditures:</u>				
2% Admin. Fee - City	\$ 14,804	\$ 78,771	\$ 63,967	432.1%
CCVB Contract	\$ 345,333	\$ 1,722,080	\$ 1,376,747	398.7%
Staff support	\$ 12,918	\$ 11,430	\$ (1,488)	-11.5%
Civitas Contract				
CTBID Grants		\$ -	\$ -	0.0%
Total Expenses	\$ 373,055	\$ 1,812,281	\$ 1,439,226	385.8%

Financial Highlights

- Feb CTBID Revenue collections \$349,006
- Feb TOT Revenue \$1,848,276
- Feb Occupancy rate 64.0%
- Last 12 months CTBID rev is up 543% over the prior 12 month period
- Occupancy is up 20.2% over the previous year
- Current Reserve balance = \$1,790,222
- Total number of hotel rooms 5,059

Smith Travel Research Data

Tab 2 - Multi-Segment

Currency: USD - US Dollar

Visit Carlsbad

For the month of: February 2022

	Current Month - February 2022 vs February 2021						Year to Date - February 2022 vs February 2021					
	Occ %		ADR		RevPAR		Occ %		ADR		RevPAR	
	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021
City of Carlsbad, CA+	64.0	40.0	175.68	108.56	112.50	43.44	56.9	36.7	166.04	105.50	94.42	38.77
San Diego County, CA	66.8	43.3	168.63	110.40	112.63	47.85	59.7	38.6	158.17	104.97	94.46	40.53
San Diego/La Jolla, CA	69.2	39.2	211.54	141.74	146.32	55.61	61.3	33.4	205.47	136.01	125.99	45.48
Sea World/Old Town/Airport, CA	64.6	39.3	163.58	122.10	105.67	47.98	57.6	33.2	151.38	114.07	87.24	37.82
Santa Barbara, CA+	68.3	47.2	267.04	184.42	182.46	87.07	60.5	40.2	248.30	163.91	150.33	65.87
Palm Springs, CA	71.9	45.3	249.16	154.07	179.15	69.73	63.7	36.7	226.27	139.88	144.10	51.35
Anaheim, CA	67.5	56.3	104.90	74.02	70.83	41.70	62.7	53.7	101.96	72.77	63.88	39.07
Santa Monica, CA+	72.7	33.4	442.15	232.84	321.50	77.87	61.4	25.2	387.81	223.29	238.02	56.19
City of Oceanside, CA+	60.9	52.2	138.39	86.74	84.22	45.27	55.7	48.6	129.68	85.03	72.24	41.34
City of Dana Point, CA+	52.6	21.3	352.91	313.70	185.63	66.74	41.0	19.6	346.78	289.05	142.15	56.51
City of Newport Beach, CA+	52.7	29.6	317.62	255.16	167.44	75.46	44.7	26.2	312.81	250.35	139.83	65.67
Huntington Beach, CA+	64.2	41.4	226.56	166.06	145.51	68.68	54.6	36.7	209.04	153.60	114.17	56.32