MONTHLY TDT ANALYSIS

Statistical and Graphical Reports for month ending: August 31, 2017

Bay County
Tourist Development Council

BILL KINSAUL
CLERK OF COURT
& COMPTROLLER
BAY COUNTY

Clerk of Court & Comptroller

Report for Month Ending

August 31, 2017

BILL KINSAUL
CLERK OF COURT & COMPTROLLER
BAY COUNTY

October 2, 2017

Tourist Development Council
Bay County, Florida

Council Members:

Attached please find statistical and graphical reports for the eleven months ending August 31, 2017. Reports included herein include the following:

1. The "Revenue Analysis" report reflects actual dollars collected for the period and may include monies for past due taxes from previous reporting periods. This is typically the result of enforcement actions and/or payments against delinquent accounts.
2. The "Value of One Cent" report is formulated on a modified accrual basis, thus tax revenue is reported when earned and paid in the reporting period. Enforcement action collections for prior years are posted on an annualized basis in December, therefore, the December reporting period may be misleading.
3. Statistical and graphic data are presented in accordance with guidelines established by Florida Statute and are based on Gross Rental Receipts reported.

Please be advised that there are inherent limitation to these reports that include but are not limited to:

1. All information is unaudited.
2. Statistical and graphic reports are only for Panama City Beach as Mexico Beach and Panama City have limited property counts.
3. "Gross Receipts" represents only one element in the calculation of the taxes owed.
4. Third party data may be obtained to provide enhanced statistical data such as bedroom counts is outside these regulations.
5. All statistics are based upon tax returns that have been submitted and paid, even when there is no income to report. Statistics are subject to change due to subsequent collections and future enforcement action.
6. Unit counts for hotels, motels and miscellaneous properties are obtained from representatives of those properties.
7. Miscellaneous properties include campgrounds, apartments, duplex / multifamily and timeshare properties.

If I can be of further assistance to the Council, or should you wish to discuss this report further, please do not hesitate to contact me.

Sincerely,

Bill Kinsaul

Bill Kinsaul
Clerk of Court and Comptroller

Bay County
Tourist Development Council

Revenue Analysis Panama City Beach

Revenue Analysis
Panama City Beach
Fiscal Years Ending September 30, 2017 and 2016

Month	2016-2017	2015-2016	$ Variance	% Variance
October	$ 1,312,781	$ 1,043,773	$ 269,008	25.77%
November	523,191	480,391	42,800	8.91%
December	393,262	354,270	38,992	11.01%
January	495,113	475,340	19,773	4.16%
February	728,369	662,056	66,313	10.02%
March	1,421,784	1,192,962	228,822	19.18%
April	1,625,317	1,437,883	187,434	13.04%
May	2,148,364	1,883,810	264,554	14.04%
June	3,855,439	3,491,567	363,872	10.42%
July	4,947,031	4,361,677	585,354	13.42%
August	1,900,446	1,671,694	228,752	13.68%
September			0	n/a
Total	$ 19,351,097	$ 17,055,423	$ 2,295,674	13.46%

Bay County
Tourist Development Council

BILL KINSAUL
CLERK OF COURT
& COMPTROLLER
BAY COUNTY

Value of One Cent Panama City Beach

Note: This report represents an accrual basis accounting of the value of one cent of collections within the month/year presented. These figures change over time due to past due collections.

Value of One Cent
Panama City Beach
Fiscal Years Ending September 30, 2017 and 2016

Month	2016-2017 As of 9/30/17	2015-2016 As of 9/30/16	$ Variance	% Variance	2015-2016 FINAL 9/30/17
October	$ 260,380	$ 208,906	$ 51,474	24.64%	$ 209,152
November	97,543	84,780	12,763	15.05%	84,776
December	85,327	75,098	10,229	13.62%	86,544
January	93,273	88,224	5,049	5.72%	88,343
February	137,861	125,467	12,394	9.88%	125,651
March	271,047	241,671	29,376	12.16%	241,813
April	326,715	276,715	50,000	18.07%	276,833
May	418,339	365,891	52,448	14.33%	366,452
June	772,296	694,814	77,482	11.15%	695,899
July	971,142	872,001	99,141	11.37%	878,432
August	376,316	322,258	54,058	16.77%	328,163
September			0	n/a	
Total	$ 3,810,239	$ 3,355,825	$ 454,414	13.54%	$ 3,382,057

Bay County Tourist Development Council

BILL KINSAUL CLERK OF COURT & COMPTROLLER BAY COUNTY

Revenue Analysis Panama City

Revenue Analysis
Panama City
Fiscal Years Ending September 30, 2017 and 2016

Month	2016-2017	2015-2016	$ Variance	% Variance
October	$ 112,754	$ 94,571	$ 18,183	19.23%
November	73,327	66,060	7,267	11.00%
December	65,657	62,080	3,577	5.76%
January	70,339	78,155	(7,816)	-10.00%
February	85,637	92,804	(7,168)	-7.72%
March	155,229	159,731	(4,502)	-2.82%
April	149,230	153,227	(3,997)	-2.61%
May	159,517	152,286	7,231	4.75%
June	203,829	210,619	(6,790)	-3.22%
July	262,982	265,911	(2,929)	-1.10%
August	123,488	108,223	15,265	14.11%
September			0	n/a
Total	$ 1,461,989	$ 1,443,668	$ 18,321	1.27%

Bay County
Tourist Development Council

BILL KINSAUL
CLERK OF COURT
& COMPTROLLER
BAY COUNTY

Value of One Cent Panama City

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Value of One Cent
Panama City
Fiscal Years Ending September 30, 2017 and 2016

Month	2016-2017 As of 9/30/17	2015-2016 As of 9/30/16	$ Variance	% Variance	2015-2016 FINAL 9/30/17
October	$ 22,369	$ 18,096	$ 4,273	23.61%	$ 18,096
November	14,751	13,438	1,313	9.77%	13,438
December	13,059	12,676	383	3.02%	12,676
January	14,442	14,613	(171)	-1.17%	14,613
February	16,631	19,092	(2,461)	-12.89%	19,093
March	31,046	31,361	(315)	-1.00%	31,361
April	29,857	30,477	(620)	-2.03%	30,477
May	31,852	30,468	1,384	4.54%	30,469
June	40,797	41,991	(1,194)	-2.84%	41,991
July	52,596	53,147	(551)	-1.04%	53,147
August	24,698	21,634	3,063	14.16%	21,634
September			0	n/a	
Total	$ 292,098	$ 286,993	$ 5,104	1.78%	$ 286,995

Bay County Tourist Development Council

BILL KINSAUL
CLERK OF COURT & COMPTROLLER
BAY COUNTY

Revenue Analysis Mexico Beach

Revenue Analysis
Mexico Beach
Fiscal Years Ending September 30, 2017 and 2016

Month	2016-2017	2015-2016	$ Variance	% Variance
October	$ 42,994	$ 35,158	$ 7,836	22.29%
November	21,212	17,389	3,823	21.99%
December	19,481	16,033	3,448	21.51%
January	24,127	22,657	1,470	6.49%
February	33,783	25,982	7,801	30.02%
March	57,568	48,109	9,459	19.66%
April	57,673	60,444	(2,771)	-4.58%
May	68,364	66,428	1,936	2.91%
June	127,639	110,509	17,130	15.50%
July	150,535	154,794	(4,259)	-2.75%
August	54,047	48,838	5,210	10.67%
September			0	n/a
Total	$ 657,422	$ 606,340	$ 51,082	8.42%

Bay County
Tourist Development Council

BILL KINSAUL
CLERK OF COURT
& COMPTROLLER
BAY COUNTY

Value of One Cent Mexico Beach

Note: This report represents an accrual basis accounting of the value of one cent of collections within the month/year presented. These figures change over time due to past due collections.

Value of One Cent
Mexico Beach
Fiscal Years Ending September 30, 2017 and 2016

Month	2016-2017 As of 9/30/17	2015-2016 As of 9/30/16	$ Variance	% Variance	2015-2016 FINAL 9/30/17
October	$ 8,756	$ 6,903	$ 1,853	26.84%	$ 6,937
November	4,178	3,452	726	21.03%	3,478
December	3,803	4,453	(650)	-14.60%	4,611
January	4,790	4,223	567	13.43%	4,240
February	6,140	5,263	877	16.66%	5,283
March	11,072	9,736	1,336	13.72%	9,792
April	11,438	10,377	1,061	10.22%	10,418
May	13,670	12,666	1,004	7.93%	12,736
June	25,687	24,197	1,490	6.16%	24,378
July	29,809	26,686	3,123	11.70%	26,909
August	10,638	9,464	1,174	12.40%	9,645
September			0	n/a	
Total	$ 129,981	$ 117,420	$ 12,561	10.70%	$ 118,427

Bay County Tourist Development Council

BILL KINSAUL CLERK OF COURT & COMPTROLLER BAY COUNTY

Schedule of Collection Allocation
Panama City Beach
For the month ending and fiscal year to date August 2017 and 2016

For the month ending August 2017

	Current period	Prior periods	Total
Taxes	$ 1,838,467	$ 54,452	$ 1,892,919
Penalties	3,641	5,039	8,680
Interest	29	5,598	5,627
Total Collections	$ 1,842,137	$ 65,089	$ 1,907,226

For the month ending August 2016

	Current period	Prior periods	Total
Taxes	$ 1,609,501	$ 53,208	$ 1,662,708
Penalties	3,302	5,471	8,773
Interest	31	445	476
Total Collections	$ 1,612,834	$ 59,124	$ 1,671,957

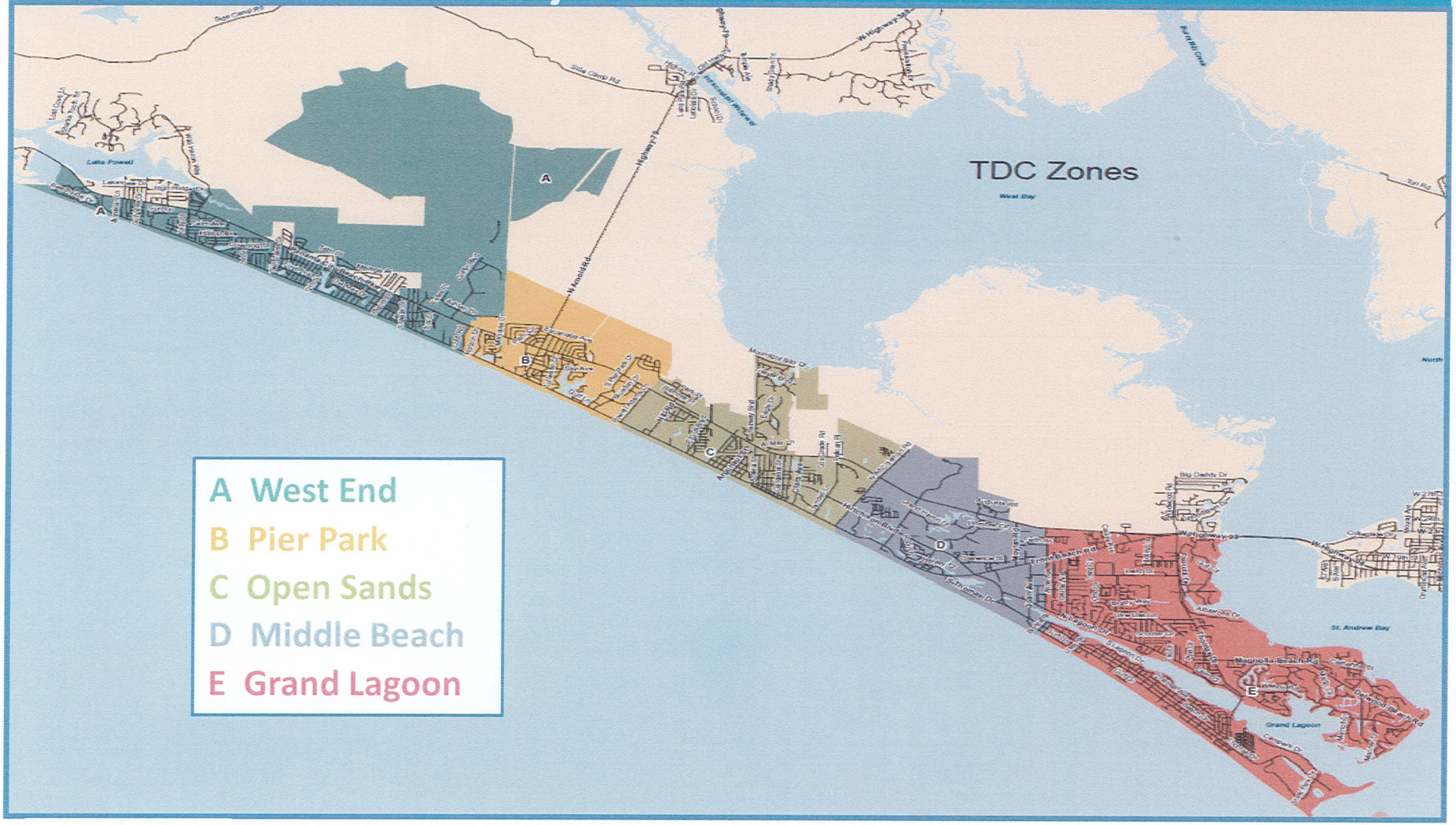
Fiscal year to date through August 2017

	Current period	Prior periods	Total
Taxes	$ 18,745,752	$ 491,926	$ 19,237,677
Penalties	31,517	59,953	91,470
Interest	180	21,769	21,949
Total Collections	$ 18,777,449	$ 573,648	$ 19,351,097

Fiscal year to date through August 2016

	Current period	Prior periods	Total
Taxes	$ 16,445,567	$ 497,574	$ 16,943,141
Penalties	32,883	62,704	95,587
Interest	131	16,564	16,695
Total Collections	$ 16,478,581	$ 576,842	$ 17,055,423

Layout of TDC Zones



Bay County
Tourist Development Council

BILL KINSAUL
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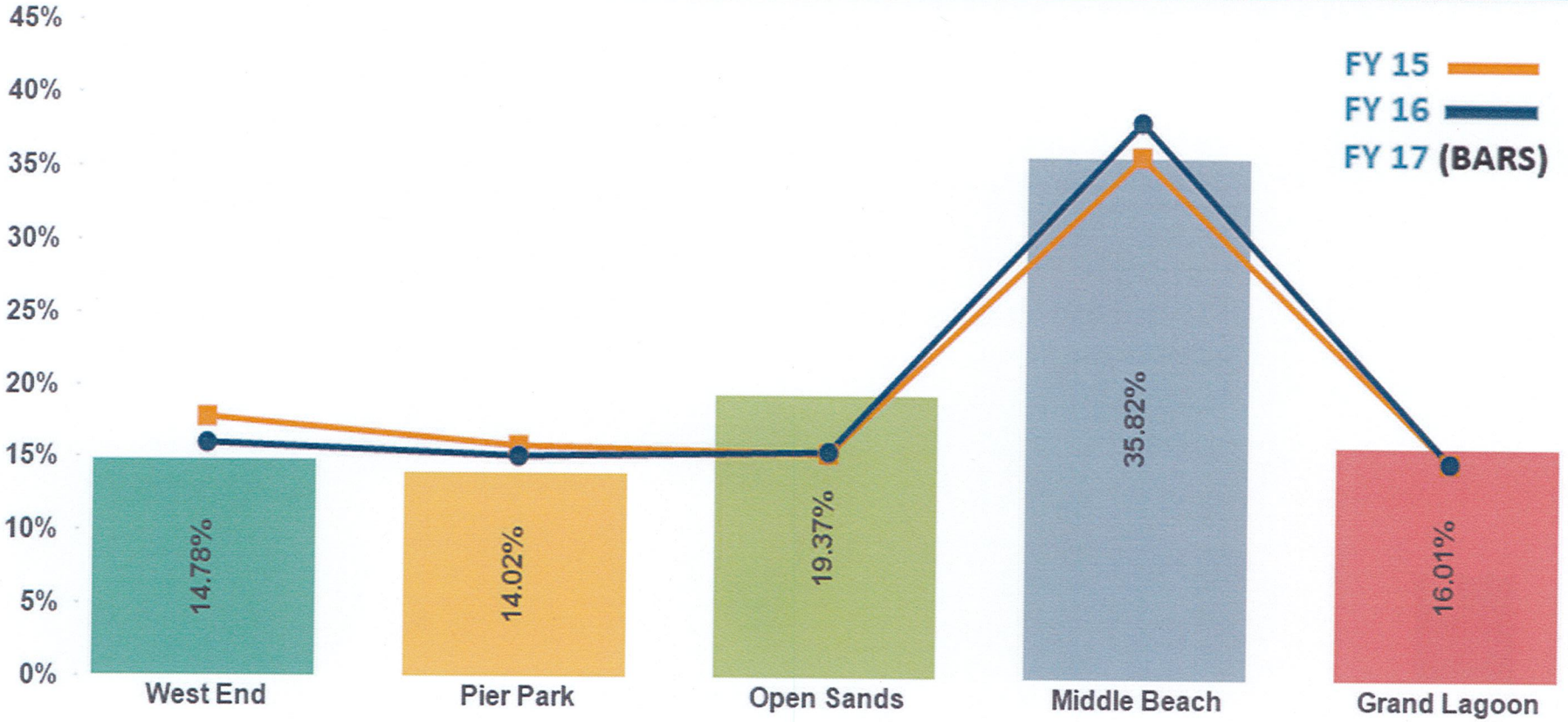
BAY COUNTY

Panama City Beach

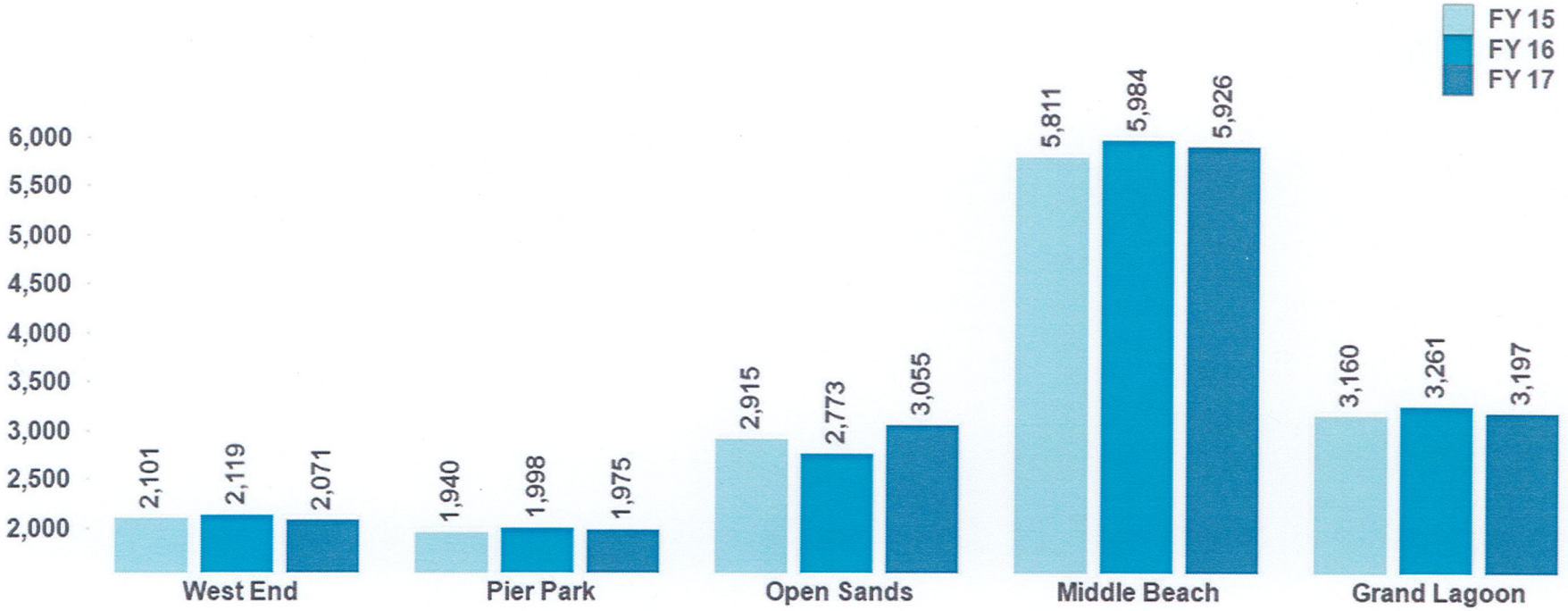
% of Gross Receipts by Zones
Three Year August Comparison



Aug	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon
FY15	17.74%	15.89%	15.45%	35.91%	15.00%
FY16	16.02%	15.12%	15.52%	38.33%	15.01%
FY17	14.78%	14.02%	19.37%	35.82%	16.01%

Panama City Beach

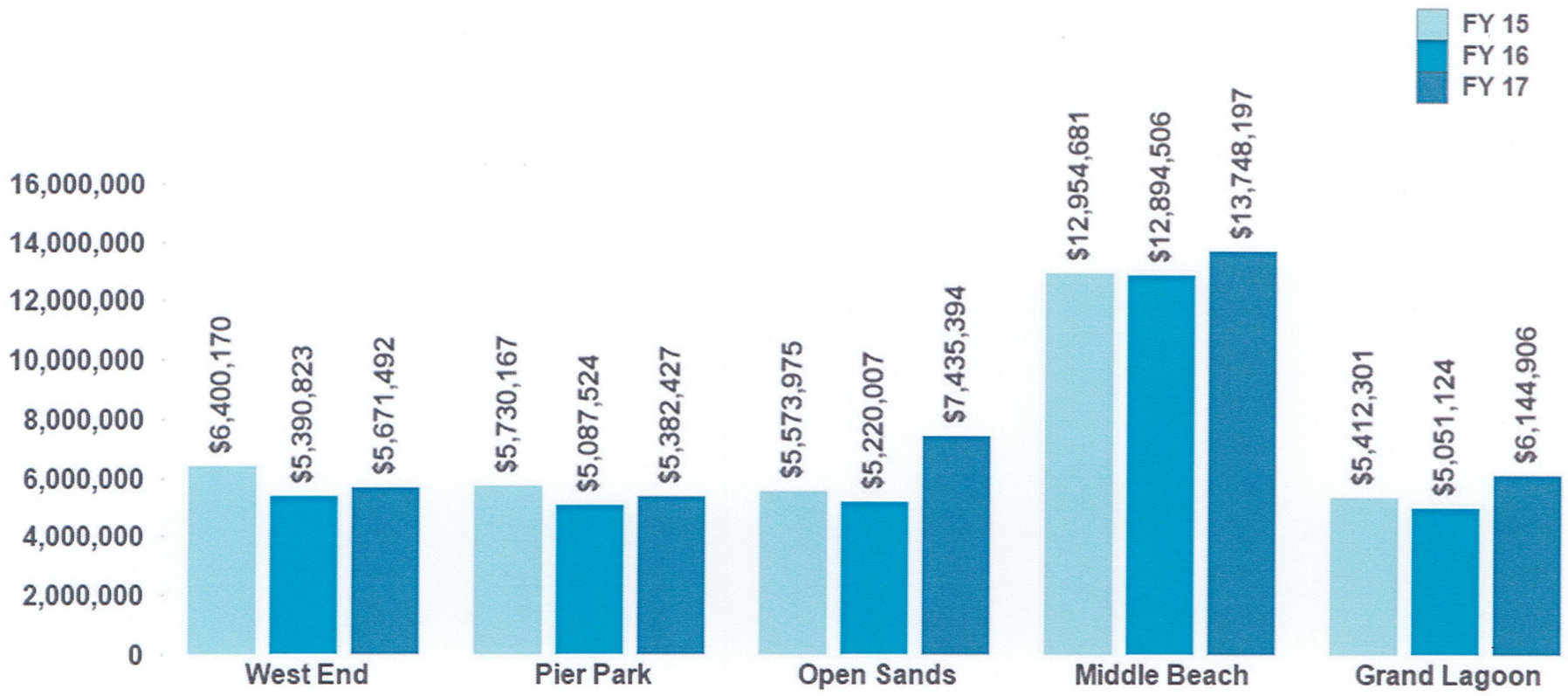
Total Unit Count
Three Year August Comparison



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 15	15,564	15,553	16,393	15,577	15,517	16,025	15,673	15,743	16,286	15,925	15,927	16,375
FY 16	15,965	15,766	16,104	15,657	15,660	16,200	15,813	16,069	16,334	16,181	16,135	16,420
FY 17	16,080	16,092	16,379	16,077	16,139	16,455	16,384	16,419	16,540	16,583	16,224	

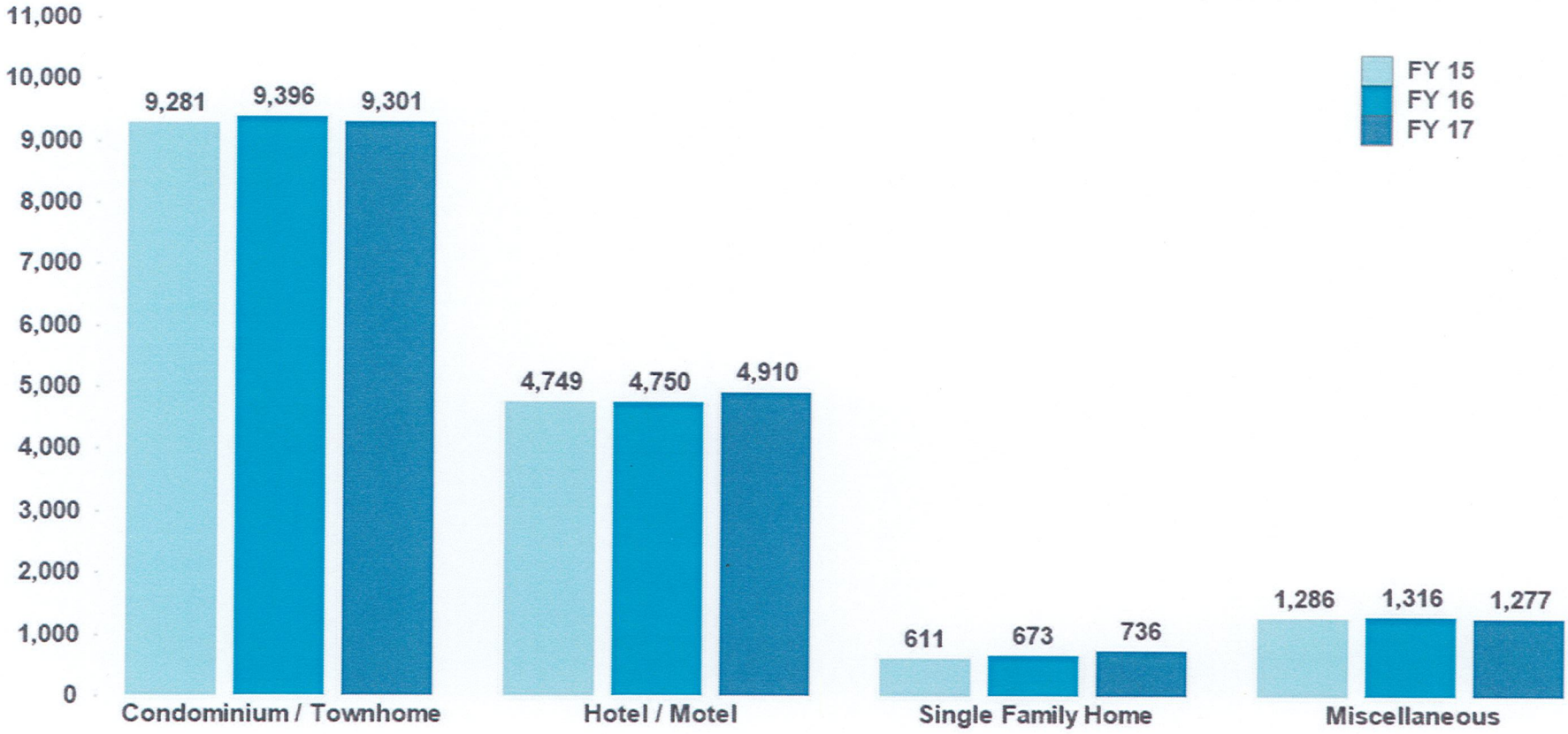
Panama City Beach

Gross Rental Receipts
Three Year August Comparison



Panama City Beach

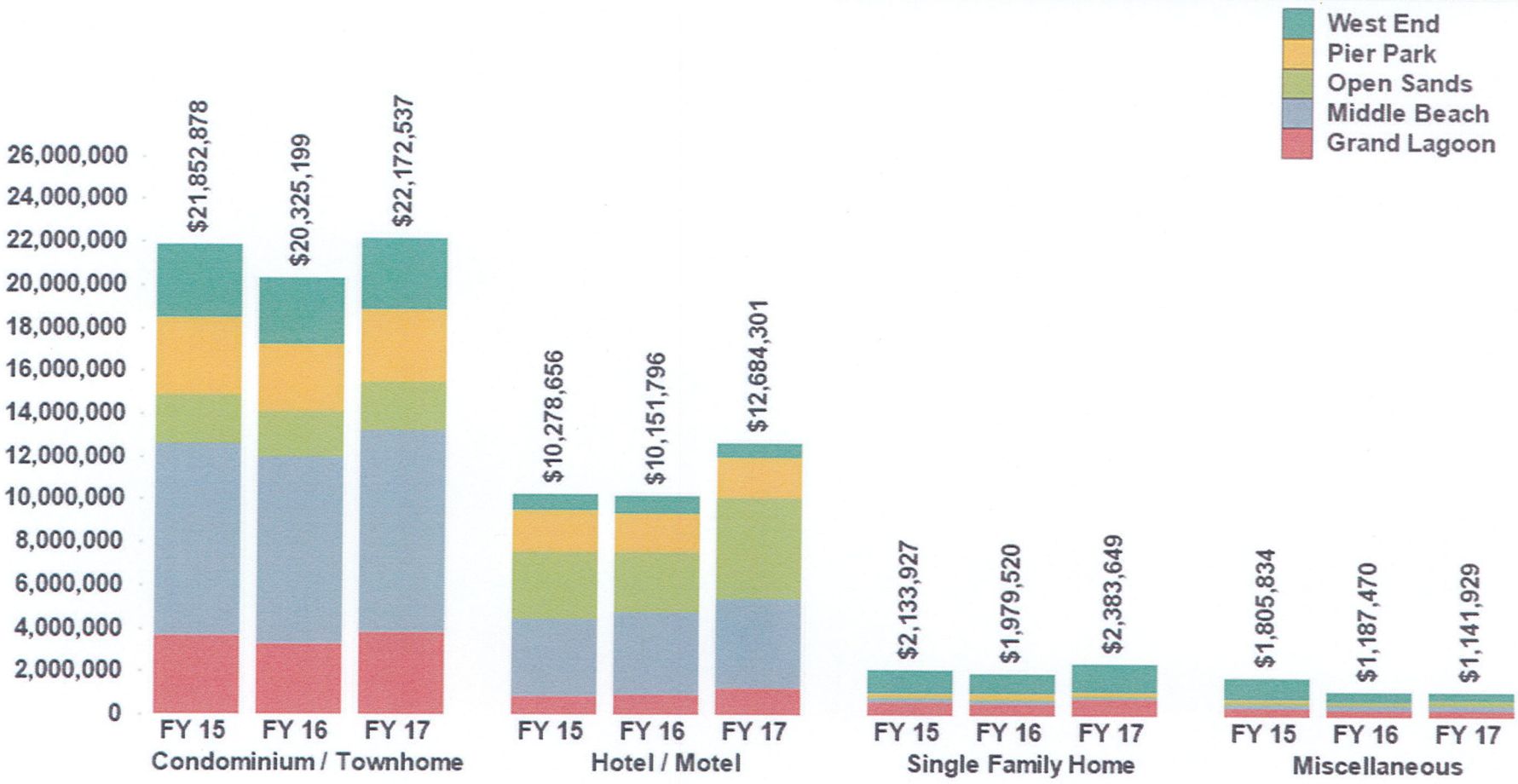
Unit Count by Property Type
Three Year August Comparison



Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

Panama City Beach

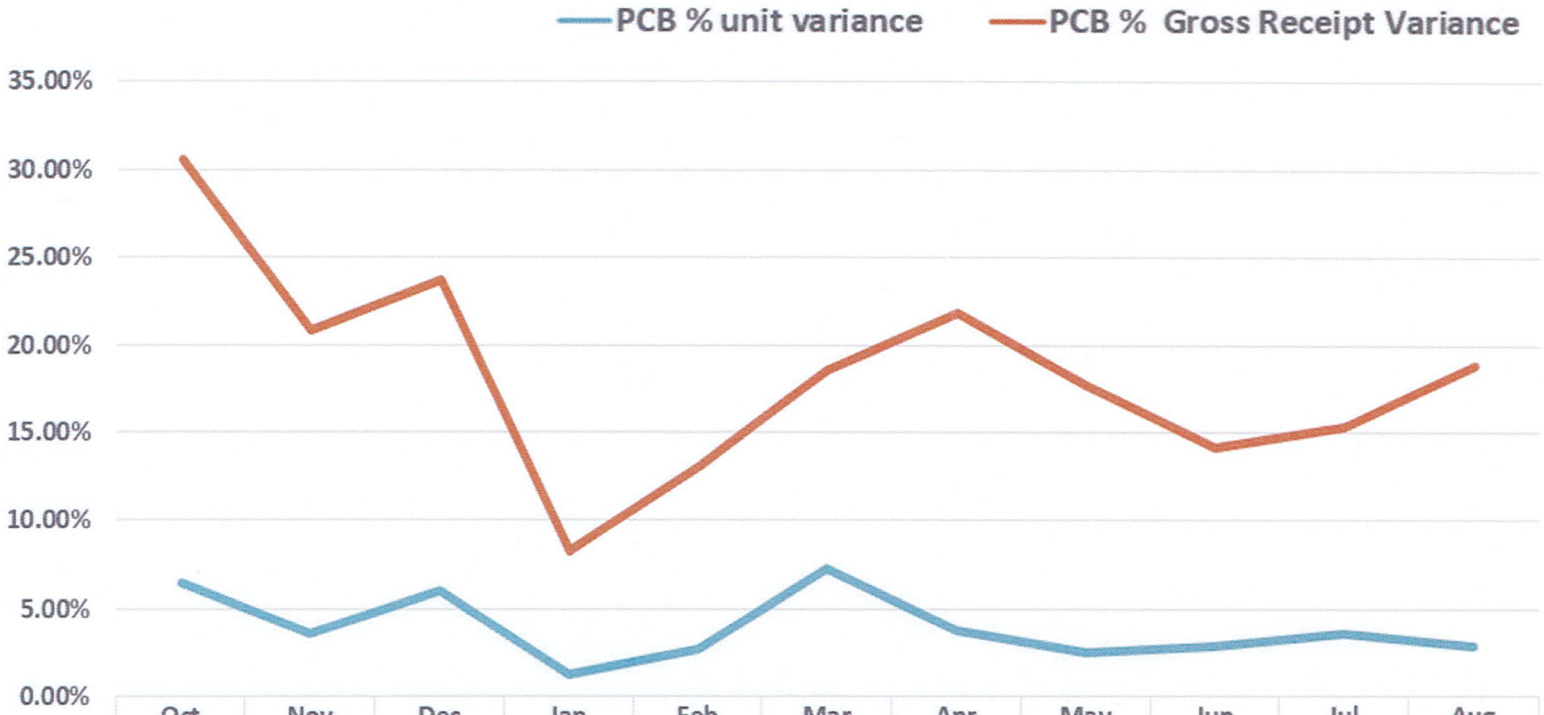
Gross Receipts by Property Type
Three Year August Comparison



Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

Panama City Beach

Panama City Beach 2016-2017 Percentage Variance
Gross Receipts vs Income Producing Units

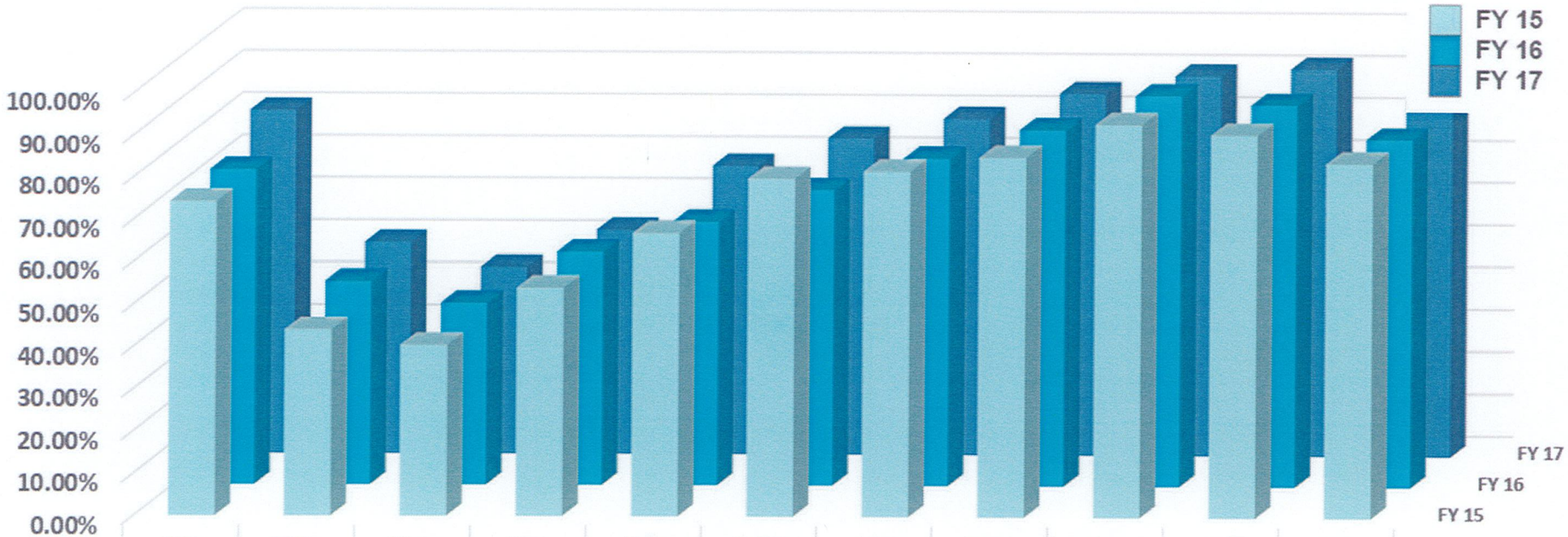


	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
PCB % Gross Receipt Variance	24.13%	17.20%	17.74%	7.03%	10.37%	11.26%	18.08%	15.15%	11.20%	11.73%	15.91%
PCB % unit variance	6.46%	3.61%	5.99%	1.21%	2.69%	7.31%	3.77%	2.51%	2.90%	3.60%	2.88%

PCB % unit variance
PCB % Gross Receipt Variance

Panama City Beach

Percentage of Condos Rented vs Inventory by Month

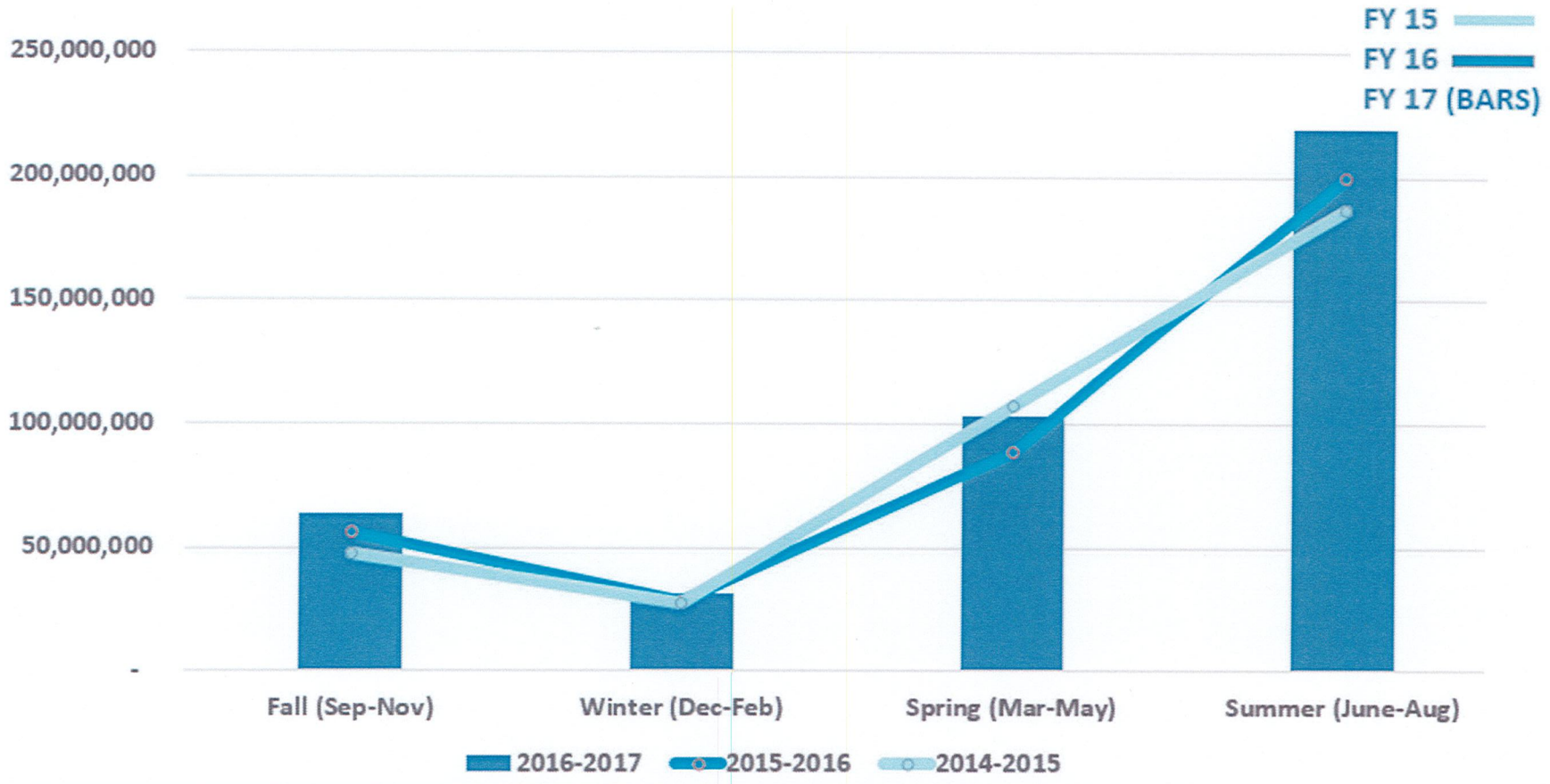


	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
FY 15	73.96%	43.93%	40.31%	53.83%	66.80%	79.73%	81.56%	84.99%	92.97%	90.60%	83.90%
FY 16	74.32%	47.99%	42.95%	55.06%	62.23%	69.77%	77.43%	84.38%	92.59%	90.48%	82.44%
FY 17	81.05%	49.93%	44.08%	52.98%	68.16%	74.81%	79.60%	85.67%	90.00%	91.75%	84.60%

This chart shows the percentage of condos that had rental income vs. Inventory by month

Panama City Beach

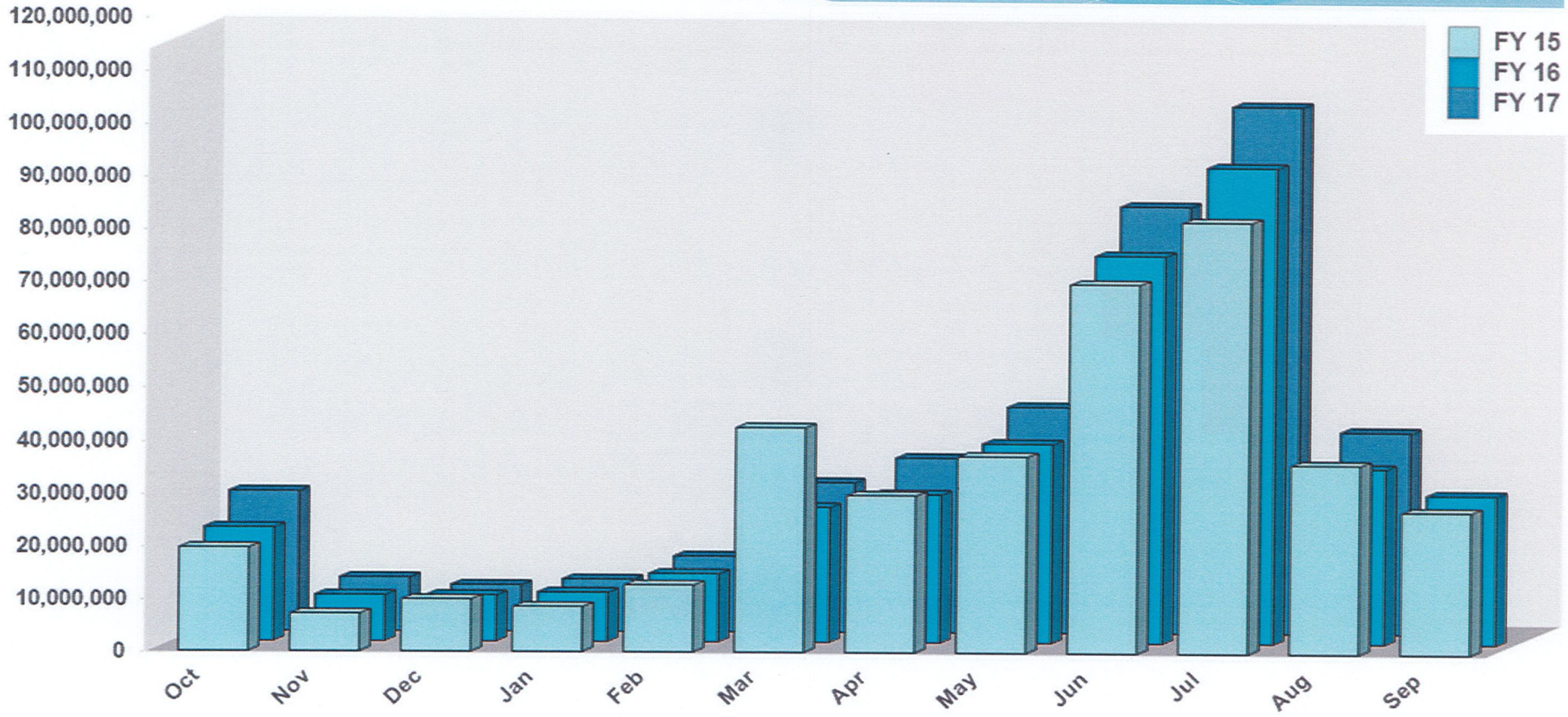
Seasonal Gross Receipts Three Year Comparison



Panama City Beach

Year to Date Monthly Gross Receipts Comparison

Fiscal Year Ending September 30, 2017



	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
FY 15	$19,727,537	$7,101,034	$9,950,874	$8,621,630	$12,805,965	$42,708,504	$29,823,055	$37,332,340	$70,189,724	$81,925,428	$36,071,294	$27,238,087
FY 16	$21,672,668	$8,845,539	$8,908,817	$9,300,318	$12,924,836	$25,641,505	$28,283,630	$37,920,718	$73,568,246	$90,712,266	$33,643,984	$28,431,787
FY 17	$26,567,172	$10,152,717	$8,817,211	$9,857,154	$14,317,953	$28,654,051	$33,324,087	$43,018,515	$81,156,237	$100,183,572	$38,382,416	

MONTHLY TDT DATA DETAIL

Tourist Tax Data and Statistics Report for Panama City Beach Area for month ending: August 31, 2017

Bay County
Tourist Development Council

BILL KINSAUL
CLERK OF COURT
& COMPTROLLER
BAY COUNTY

Panama City Beach

Reporting Units grouped by Condominium / Townhome property type for month ending August 31, 2017

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	356	519	574	1,556	433	3,438
2 Bedroom	662	513	392	1,552	984	4,103
3+ Bedrooms	215	193	166	842	344	1,760
Total	1,233	1,225	1,132	3,950	1,761	9,301

Panama City Beach

Reporting Gross Receipts grouped by Condominium / Townhome property type for month ending August 31, 2017

BedRoomGroup	West End	Pier Park	Open Sands	Middle Beach	Grand Lagoon	Total
1 Bedroom	$804,136	$1,187,361	$926,247	$2,700,037	$742,232	$6,360,013
2 Bedroom	$1,672,902	$1,400,157	$849,246	$3,425,314	$1,979,651	$9,327,270
3+ Bedrooms	$861,870	$761,315	$516,298	$3,271,627	$1,074,145	$6,485,254
Total	$3,338,909	$3,348,833	$2,291,791	$9,396,977	$3,796,027	$22,172,537

Panama City Beach

Reporting Units and Gross Receipts for Hotel/Motel, Single Family and Miscellaneous property types for month ending August 31, 2017

Hotel/Motel Units:	**4,910**
Hotel/Motel Gross Receipts:	**$12,684,301**

Single Family Units:	**736**
Single Family Gross Receipts:	**$2,383,649**

Miscellaneous Units:	**1,277**
Miscellaneous Gross Receipts:	**$1,141,929**

Miscellaneous Includes: Campgrounds, Apartments, Duplex / Multi-family and Timeshare properties.

Supporting Data and Service Contributors

Dan Sowell, CFA
Bay County Property Appraiser

Robert Snaidman

BILL KINSAUL
CLERK OF COURT
& COMPTROLLER
BAY COUNTY

Support Staff

Bay County
Geographic Information Systems

Jennifer Morgan / Chris Mathers

Qlik
QlikView NPrinting

QlikView

ACULYTICS
Analyze. Discover. React.

GeoQlik

Qlik
Sense