

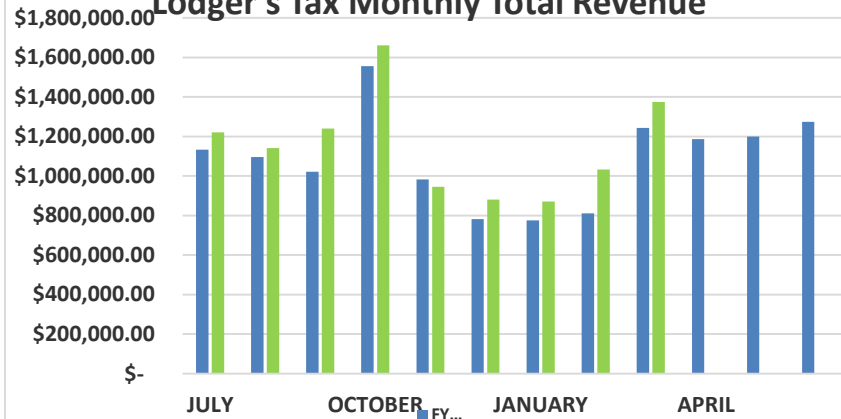
# Lodger's Tax/Hospitality Fee Revenue Summary

Lodger's Tax Revenue Summary				
Revenue	Fiscal Year 2018	Fiscal Year 2019	\$ Difference (+)/(-)	% Difference (+)/(-)
	March, 2018	March, 2019		
Current Monthly Revenue	\$ 1,176,112.97	\$ 1,311,042.66	\$ 134,929.69	11.47%
Delinquent Monthly Revenue	30,884.11	9,728.34	(21,155.77)	-68.50%
AIRBNB	37,112.73	52,979.82	15,867.09	42.75%
Total Monthly Revenue	1,244,109.81	1,373,750.82	129,641.01	10.42%
			-	
	July, 2017 - March 2018	July, 2018 -March, 2019		
Cumulative Total Revenue	\$ 9,404,350.97	\$ 10,366,608.59	\$ 962,257.62	10.23%
Cumulative Total Revenue (No Airbnb)	\$ 9,262,152.83	\$ 10,005,363.26	\$ 743,210.43	8.02%
Hospitality Fee Revenue Summary				
Revenue	Fiscal Year 2018	Fiscal Year 2019	\$ Difference (+)/(-)	% Difference (+)/(-)
	March 2018	March, 2019		
Current Monthly Revenue	\$ 235,222.64	\$ 262,208.55	\$ 26,985.91	11.47%
Delinquent Monthly Revenue	6,176.83	1,945.66	(4,231.17)	-68.50%
AIRBNB	7,422.55	10,595.96	3,173.41	42.75%
Total Monthly Revenue	248,822.02	274,750.17	25,928.15	10.42%
			-	
	July, 2017 - March, 2018	July, 2018 -March, 2019		
Cumulative Total Revenue	\$ 1,880,871.46	\$ 2,073,321.72	\$ 192,450.26	10.23%
Cumulative Total Revenue (No Airbnb)	\$ 1,852,431.83	\$ 2,001,072.66	\$ 148,640.83	8.02%
<b>Total Monthly Revenue</b>	<b>\$ 11,285,222.43</b>	<b>\$ 12,439,930.31</b>	<b>\$ 1,154,707.88</b>	<b>10.23%</b>

# Lodger's Tax Revenue Summary

Lodger's Tax Revenue Summary				
Revenue	Fiscal Year 2018		Fiscal Year 2019	
	March, 2018	March, 2019	\$ Difference (+)/(-)	% Difference (+)/(-)
Current Monthly Revenue	\$ 1,176,112.97	\$ 1,311,042.66	\$ 134,929.69	11.47%
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AIRBNB	37,112.73	52,979.82	15,867.09	42.75%
Total Monthly Revenue	1,244,109.81	1,373,750.82	129,641.01	10.42%
	<b>July, 2017 -March, 2018</b>	<b>July, 2018 -March, 2019</b>		
Cumulative Total Revenue	\$ 9,404,350.97	\$ 10,366,608.59	\$ 962,257.62	10.23%
Cumulative Total Revenue (No Airbnb)	\$ 9,262,152.83	\$ 10,005,363.26	\$ 743,210.43	8.02%

## Lodger's Tax Monthly Total Revenue



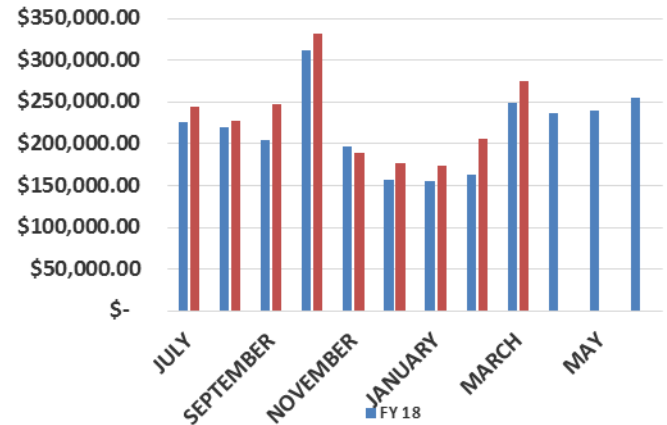
### SCHEDULE OF LODGERS' TAX REVENUES (ACCRUAL BASIS) FY 2018 vs FY 2019

Months	FY 18 Total Revenue	FY 18 Current Revenue	FY18 Airbnb Revenue	FY18 Delinquent Revenue	FY 19 Total Revenue	FY 19 Current Revenue	FY19 Airbnb Revenue	FY19 Delinquent Revenue	Monthly Comparison Current Revenue	Monthly Current Comparison % FY 2018 vs 2019	Cum. Current YTD Surplus/(Deficit) FY 2018 vs FY 2019	YTD Cum. Current % Change FY 2018 vs FY 2019	Monthly Total Comparison % FY 2018 vs 2019	YTD Cum % Change Total FY 2018 vs FY 2019	Without Airbnb YTD Cum % Change Total FY 2018 vs FY 2019
JULY	\$ 1,133,640.58	\$ 1,102,948.73	\$ -	\$ 30,691.85	\$ 1,220,378.69	\$ 1,182,696.07	\$ 37,265.95	\$ 416.67	\$ 79,747.34	7.23%	\$ 79,747.34	7.23%	7.65%	7.65%	4.36%
AUGUST	1,096,150.26	1,085,963.03	-	10,187.23	1,141,284.91	1,100,980.10	40,304.81	-	15,017.07	1.38%	94,764.41	4.33%	4.12%	5.91%	2.44%
SEPTEMBER	1,022,229.69	1,017,796.95	-	4,432.74	1,240,632.63	1,195,057.48	35,573.17	10,001.98	177,260.53	17.42%	272,024.94	8.48%	21.37%	10.77%	7.29%
OCTOBER	1,556,566.34	1,550,614.76	-	5,951.58	1,661,235.68	1,619,363.84	37,068.96	4,802.88	68,749.08	4.43%	340,774.02	7.16%	6.72%	9.46%	6.34%
NOVEMBER	982,050.45	957,907.26	20,814.36	3,328.83	944,973.43	911,660.16	32,664.15	649.12	(46,247.10)	-4.83%	294,526.92	5.15%	-3.78%	7.22%	4.43%
DECEMBER	782,367.31	750,917.71	19,086.97	12,362.63	881,067.62	829,076.10	31,962.88	20,028.64	78,158.39	10.41%	372,685.31	5.76%	12.62%	7.86%	5.23%
JANUARY	775,635.01	714,185.30	31,772.68	29,677.03	870,542.44	798,039.61	48,816.63	23,686.20	83,854.31	11.74%	456,539.62	6.36%	12.24%	8.32%	5.76%
FEBRUARY	811,601.52	772,294.39	33,411.40	5,895.73	1,032,742.37	901,890.12	44,608.96	86,243.29	129,595.73	16.78%	586,135.35	7.37%	27.25%	10.20%	7.81%
MARCH	1,244,109.81	1,176,112.97	37,112.73	30,884.11	1,373,750.82	1,311,042.66	52,979.82	9,728.34	134,929.69	11.47%	721,065.04	7.90%	10.42%	10.23%	8.02%
APRIL	1,185,864.32	1,105,368.60	31,252.50	49,243.22	-	-	-	-	-	-	-	-	-	-	-
MAY	1,199,247.85	1,119,369.57	34,775.40	45,102.88	-	-	-	-	-	-	-	-	-	-	-
JUNE	1,274,474.23	1,190,105.26	32,899.92	51,469.05	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>\$ 13,063,937.37</b>	<b>\$ 12,543,584.53</b>	<b>\$ 241,125.96</b>	<b>\$ 279,226.88</b>	<b>\$ 10,366,608.59</b>	<b>\$ 9,849,806.14</b>	<b>\$ 361,245.33</b>	<b>\$ 155,557.12</b>	<b>\$ 721,065.04</b>						
Adjustments															
<b>FINAL CAFR TOTAL</b>															
BUDGET	\$ 12,310,000.00				\$ 13,540,000.00										
DIFFERENCE															
% Increase/(Decrease) from Budget vs CAFR															

# Hospitality Fee Revenue Summary

Hospitality Fee Revenue Summary					
Revenue	Fiscal Year 2018		Fiscal Year 2019		% Difference (+)/(-)
	March 2018	March, 2019	\$ Difference (+)/(-)	% Difference (+)/(-)	
Current Monthly Revenue	\$ 235,222.64	\$ 262,208.55	\$ 26,985.91	11.47%	
Delinquent Monthly Revenue	6,176.83	1,945.66	(4,231.17)	-68.50%	
AIRBNB	7,422.55	10,595.96	3,173.41	42.75%	
Total Monthly Revenue	248,822.02	274,750.17	25,928.15	10.42%	
	<b>July, 2017 -March, 2018</b>	<b>July, 2018 -March, 2019</b>			
Cumulative Total Revenue	\$ 1,880,871.46	\$ 2,073,321.72	\$ 192,450.26	10.23%	
Cumulative Total Revenue (No Airbnb)	\$ 1,852,431.83	\$ 2,001,072.66	\$ 148,640.83	8.02%	
<b>Total Monthly Revenue</b>	<b>\$ 11,285,222.43</b>	<b>\$ 12,439,930.31</b>	<b>\$ 1,154,707.88</b>	<b>10.23%</b>	

## Hospitality Fee Monthly Total Revenue



### SCHEDULE OF HOSPITALITY FEE (ACCRUAL BASIS) FY 2018 thru FY 2019

Months	FY 18	FY 18	FY18	FY18	FY 19	FY 19	FY19	FY19	Monthly Comparison Current Revenue	Monthly Comparison % FY 2018 vs 2019	Cum. Current YTD Surplus/(Deficit) FY 2018 vs FY 2019	YTD Cum. Current % Change FY 2018 vs FY 2019	Monthly Total Comparison % FY 2018 vs 2019	YTD Cum % Change Total FY 2018 vs FY 2019	Without Airbnb
	Total Revenue	Current Revenue	Airbnb Revenue	Delinquent Revenue	Total Revenue	Current Revenue	Airbnb Revenue	Delinquent Revenue							YTD Cum % Change Total FY 2018 vs FY 2019
JULY	\$ 226,728.17	\$ 220,589.80	\$ -	\$ 6,138.37	\$ 244,075.74	\$ 236,539.22	\$ 7,453.19	\$ 83.33	15,949.42	7.23%	15,949.42	7.23%	7.65%	7.65%	4.36%
AUGUST	219,230.08	217,192.63	-	2,037.45	228,256.98	220,196.02	8,060.96	-	3,003.39	1.38%	18,952.81	4.33%	4.12%	5.91%	2.44%
SEPTEMBER	204,446.99	203,560.45	-	886.54	248,126.53	239,011.50	7,114.63	2,000.40	35,451.05	17.42%	54,403.86	8.48%	21.36%	10.77%	7.29%
OCTOBER	311,313.28	310,122.97	-	1,190.31	332,247.13	323,960.09	7,413.79	873.25	13,837.12	4.46%	68,240.98	7.17%	6.72%	9.46%	6.34%
NOVEMBER	196,410.15	191,581.52	4,162.87	665.76	188,994.66	182,332.01	6,532.83	129.82	(9,249.51)	-4.83%	58,991.47	5.16%	-3.78%	7.22%	4.43%
DECEMBER	156,473.44	150,183.54	3,817.39	2,472.51	176,213.50	165,815.20	6,392.58	4,005.72	15,631.66	10.41%	74,623.13	5.77%	12.62%	7.86%	5.23%
JANUARY	155,127.03	142,837.13	6,354.54	5,935.36	174,108.55	159,607.98	9,763.33	4,737.24	16,770.85	11.74%	91,393.98	6.36%	12.24%	8.32%	5.76%
FEBRUARY	162,320.30	154,458.89	6,682.28	1,179.13	206,548.46	180,378.02	8,921.79	17,248.65	25,919.13	16.78%	117,313.11	7.38%	27.25%	10.20%	7.81%
MARCH	248,822.02	235,222.64	7,422.55	6,176.83	274,750.17	262,208.55	10,595.96	1,945.66	26,985.91	11.47%	144,299.02	7.90%	10.42%	10.23%	8.02%
APRIL	237,172.91	221,073.78	6,250.50	9,848.63	-	-	-	-	-	-	-	-	-	-	-
MAY	239,849.60	223,873.94	6,955.08	9,020.58	-	-	-	-	-	-	-	-	-	-	-
JUNE	254,894.83	238,021.04	6,579.98	10,293.81	-	-	-	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>\$ 2,612,788.80</b>	<b>\$ 2,508,718.33</b>	<b>\$ 48,225.19</b>	<b>\$ 55,845.28</b>	<b>\$ 2,073,321.72</b>	<b>\$ 1,970,048.59</b>	<b>\$ 72,249.06</b>	<b>\$ 31,024.07</b>	<b>\$ 144,299.02</b>						
Adjustments															
FINAL CAFR TOTAL															
BUDGET	\$ 2,463,000.00				\$ 2,720,000.00										
DIFFERENCE	\$ 149,788.80				\$ (646,678.28)										
% Increase/(Decrease) from Budget vs /CAFR															