

HOUSTON FIRST CORPORATION

Financial Management and Accountability Report

Report 8-2018 - For the Period Ending August 31, 2018 (67% of 2018)

Dashboard

YEAR TO DATE HOTEL OCCUPANCY TAX COLLECTIONS(\$1,000)

| | 2017 Actual | | 2018 Budget | | 2018 Actual | | Over(Under) | Note |
|----------------|-------------|--------|-------------|--------|-------------|--------|-------------|------|
| | | | | | | Budget | | |
| First Quarter | \$ | 18,482 | \$ | 20,500 | \$ | 22,350 | 9.0% | 1 |
| Two Quarters | \$ | 42,564 | \$ | 44,000 | \$ | 45,094 | 2.5% | 1 |
| Three Quarters | \$ | 62,666 | \$ | 68,500 | \$ | 67,547 | -1.4% | |
| Full Year | \$ | 81,927 | \$ | 85,000 | | | | |

HOTEL STATISTICS (Year to Date)

| | Prior year | | Current Year | | Over(Under) | |
|--|------------|--------|--------------|--------|-------------|--|
| | Actual | Budget | Actual | Budget | | |
| Regional per Smith Travel Research (thru July) | | | | | | |
| Occupancy | | 62.60% | | 66.50% | 6.2% | |
| Average Daily Rate | \$ | 107.41 | \$ | 107.90 | 0.5% | |
| RevPAR | \$ | 67.26 | \$ | 71.73 | 6.6% | |

MAJOR REVENUES (Year to Date)

| | 2017 Actual | | 2018 Budget | | 2018 Actual | | Over(Under) | |
|-------------------------------|-------------|-----------|-------------|-----------|-------------|------------|-------------|---|
| | | | | | | Budget | | |
| GRB Facility Rental | \$ | 3,969,612 | \$ | 3,625,431 | \$ | 4,709,766 | 29.9% | 2 |
| GRB Food and Beverage Revenue | \$ | 3,326,000 | \$ | 8,758,237 | \$ | 10,136,358 | 15.7% | 3 |
| Parking Revenue | \$ | 8,926,620 | \$ | 9,860,447 | \$ | 10,622,905 | 7.7% | |

MAJOR EXPENDITURES (Year to Date)

| | 2017 Actual | | 2018 Budget | | 2018 Actual | | Over(Under) | |
|---|-------------|------------|-------------|------------|-------------|------------|-------------|---|
| | | | | | | Budget | | |
| Personnel Cost | \$ | 17,904,501 | \$ | 19,227,543 | \$ | 18,332,604 | -4.7% | |
| Security Contract Payments | \$ | 3,372,326 | \$ | 3,393,792 | \$ | 2,670,324 | -21.3% | 4 |
| Bldg Maintenance Contract(TDI) Payments | \$ | 3,397,082 | \$ | 3,650,874 | \$ | 3,481,343 | -4.6% | |
| Parking Contract Payments | \$ | 2,434,847 | \$ | 2,743,832 | \$ | 2,225,561 | -18.9% | 4 |
| Janitorial Contract Payments | \$ | 3,822,190 | \$ | 3,893,493 | \$ | 3,890,778 | -0.1% | |

CAPITAL IMPROVEMENT SPENDING (Year to Date)

| | 2018 Annual | | 2018 YTD Actual | % Spent | | |
|-------------------------------------|-------------|-----------|-----------------|---------|-------|---|
| | Budget | | | | | |
| Convention District Venues | \$ | 1,000,000 | \$ | 191,374 | 19.1% | 5 |
| Theater District Venues | \$ | 175,000 | \$ | 96,570 | 55.2% | |
| Hilton Americas-Houston (thru July) | \$ | 689,632 | \$ | 405,612 | 58.8% | |

NOTES

- 1 First quarter of 2018 included Hurricane Harvey dislocation.
- 2 Unbudgeted events realized \$1,329K in facility rental; however, this amount was offset by \$195k of revenue billed in subsequent month.
- 3 \$600k positive variance on Walmart event due to increased catering combined with budgeting error of \$605k.
- 4 Theater District Garages not fully functioning and Wortham closed caused savings.
- 5 Watt stopper project at GRB postponed until 2019.

| KEY | |
|----------------------------------|--|
| Positive Variance | |
| Negative Variance Less Than 10% | |
| Negative Variance 10% Or Greater | |
| Inconclusive Or Unavailable Data | |