HOUSTON FIRST CORPORATION

Financial Management and Accountability Report

Report 2-2020 - For the Period Ending February 29, 2020 (17% of 2020)

Dashboard

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

							Over(Under)	
	20	19 Actual	2	2020 Budget	2	020 Actual	Budget	Note
First Quarter	\$	19,962	\$	22,000	\$	21,299	-3.2%	1
Two Quarters (preliminary)	\$	42,457	\$	46,000				
Three Quarters	\$	64,716	\$	69,000				
Full Year	\$	86,624	\$	91,500				

HOTEL STATISTICS (Year to Date)									
		Prior year	Cur	rent Yea	ar	Over(Under)			
		Actual	Budget		Actual	Budget			
Regional per Smith Travel Research (thru. Dec)									
Occupancy		63.10%			63.00%	-0.2%			
Average Daily Rate	\$	105.27		\$	101.89	-3.2%			
RevPAR	\$	66.40		\$	64.16	-3.4%			

MAJOR REVENUES (Year to Date)

							Over(Under)	
	2	2019 Actual		2020 Budget		2020 Actual	Budget	
GRB Facility Rental	\$	876,160	\$	919,210	\$	663,557	-27.8%	2
GRB Food and Beverage Revenue	\$	4,138,327	\$	5,851,153	\$	8,123,050	38.8%	3
Parking Revenue-Avenida	\$	1,233,904	\$	1,528,677	\$	1,482,969	-3.0%	
Parking Revenue-Theater District	\$	1,667,696	\$	1,777,963	\$	1,324,044	-25.5%	4

MAJOR EXPENDITURES (Year to Date)

					Over(Under)	
2019 Actual	:	2020 Budget		2020 Actual	Budget	
\$ 3,973,246	\$	4,672,797	\$	4,711,514	0.8%	
\$ 705,785	\$	715,090	\$	707,080	-1.1%	
\$ 806,861	\$	1,029,052	\$	741,954	-27.9%	5
\$ 496,685	\$	614,526	\$	573,559	-6.7%	
\$ 903,044	\$	1,141,136	\$	1,223,909	7.3%	
\$ 2,346,297	\$	3,360,911	\$	4,391,074	30.7%	3
\$ \$ \$ \$	\$ 705,785 \$ 806,861 \$ 496,685 \$ 903,044	\$ 3,973,246 \$ \$ 705,785 \$ \$ 806,861 \$ \$ 496,685 \$ \$ 903,044 \$	\$3,973,246 \$4,672,797 \$705,785 \$715,090 \$806,861 \$1,029,052 \$496,685 \$614,526 \$903,044 \$1,141,136	\$ 3,973,246 \$ 4,672,797 \$ \$ 705,785 \$ 715,090 \$ \$ 806,861 \$ 1,029,052 \$ \$ 496,685 \$ 614,526 \$ \$ 903,044 \$ 1,141,136 \$	\$ 3,973,246 \$ 4,672,797 \$ 4,711,514 \$ 705,785 \$ 715,090 \$ 707,080 \$ 806,861 \$ 1,029,052 \$ 741,954 \$ 496,685 \$ 614,526 \$ 573,559 \$ 903,044 \$ 1,141,136 \$ 1,223,909	2019 Actual 2020 Budget 2020 Actual Budget \$ 3,973,246 \$ 4,672,797 \$ 4,711,514 0.8% \$ 705,785 \$ 715,090 \$ 707,080 -11.1% \$ 806,861 \$ 1,029,052 \$ 741,954 -27.9% \$ 496,685 \$ 614,526 \$ 573,559 -6.7% \$ 903,044 \$ 1,141,136 \$ 1,223,909 7.3%

CAPITAL	IMPROVEMENT	SPENDING	(Year to Date)
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		2020 YTD Actual		% Spent	
Convention District Venues	\$	6,055,000	\$	-	0.0%
Theater District Venues	\$	4,086,000	\$	-	0.0%
Hilton Americas-Houston (thru. Jan.)	\$	5,050,410	\$	991,282	19.6%
Harvey					

NOTES

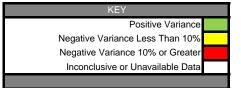
1 Only one of three months of collections.

 $2 \ \ \, {\rm Facility \, Rental \, variance \, due \, to \, NAPE, \, PPIM, \, \& \, {\rm Star \, of \, the \, South \, events \, were \, billed \, in \, March.}$

3 Higher revenue due to creative menu offerings for both Twitter and Anheuser Busch events, along with higher F&B expense.

4 Budget anticipated revenue equip. to be live, NRG Jan. pmt collected in Dec., additional competition.

5 Unfilled positions (4) with vendor and projects for which we have not yet been billed.



Over(Under)