

HOUSTON FIRST CORPORATION

Financial Management and Accountability Report

Report 6-2021 - For the Period Ending June 30, 2021 (50% of 2021)

Dashboard

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

| | 2020 Actual | 2021 Budget | 2021 Actual | Over(Under) Budget | Note |
|----------------|-------------|-------------|-------------|-----------------------|------|
| First Quarter | \$ 21,426 | \$ 9,625 | \$ 8,667 | -10.0% | |
| Two Quarters | \$ 39,796 | \$ 21,750 | \$ 20,537 | -5.6% | 1 |
| Three Quarters | \$ 44,710 | \$ 39,875 | | | |
| Full Year | \$ 52,237 | \$ 56,000 | | | |

HOTEL STATISTICS (Year to Date)

| | Prior year Actual | Current Year Original Budget | Current Year Actual | Over(Under) Budget | |
|--|----------------------|---------------------------------|------------------------|-----------------------|---|
| Regional per Smith Travel Research (thru. May) | | | | | |
| Occupancy | 44.50% | | 52.50% | 18.0% | 2 |
| Average Daily Rate | \$ 90.09 | | \$ 82.79 | -8.1% | 2 |
| RevPAR | \$ 40.13 | | \$ 43.44 | 8.2% | 2 |

MAJOR REVENUES (Year to Date)

| | 2020 Actual | 2021 Budget | 2021 Actual | Over(Under) Budget | |
|----------------------------------|--------------|--------------|--------------|-----------------------|---|
| GRB Facility Rental | \$ 1,513,802 | \$ 1,788,802 | \$ 1,514,115 | -15.4% | 3 |
| GRB Food and Beverage Revenue | \$ 8,885,823 | \$ 4,455,800 | \$ 783,273 | -82.4% | 3 |
| Parking Revenue-Avenida | \$ 2,312,539 | \$ 1,248,649 | \$ 2,498,161 | 100.1% | 4 |
| Parking Revenue-Theater District | \$ 2,568,569 | \$ 2,397,256 | \$ 1,711,390 | -28.6% | 5 |

MAJOR EXPENDITURES (Year to Date)

| | 2020 Actual | 2021 Budget | 2021 Actual | Over(Under) Budget | |
|---|--------------|--------------|--------------|-----------------------|---|
| Personnel Cost | \$ 9,504,010 | \$ 9,415,083 | \$ 6,145,568 | -34.7% | 6 |
| Security Contract Payments | \$ 1,753,379 | \$ 2,139,132 | \$ 1,438,705 | -32.7% | 3 |
| Bldg Maintenance Contract(TDI) Payments | \$ 1,642,948 | \$ 1,341,549 | \$ 1,153,064 | -14.0% | 3 |
| Parking Contract Payments | \$ 1,131,705 | \$ 1,005,601 | \$ 681,116 | -32.3% | 3 |
| Janitorial Contract Payments | \$ 1,761,162 | \$ 1,434,202 | \$ 765,702 | -46.6% | 3 |
| GRB Food and Beverage Expense | \$ 5,407,373 | \$ 3,394,048 | \$ 1,147,880 | -66.2% | 7 |

CAPITAL IMPROVEMENT SPENDING (Year to Date)

| | 2021 Annual | | |
|----------------------------|--------------|-----------------|---------|
| | Budget | 2021 YTD Actual | % Spent |
| Convention District Venues | \$ 1,423,000 | \$ 284,477 | 20.0% |
| Theater District Venues | \$ 688,600 | \$ 7,079 | 1.0% |
| Hilton Americas-Houston | \$ 2,152,448 | \$ 250,930 | 11.7% |

NOTES

- Q2 collections exceeded budget, but not enough to make up all of prior quarter shortfall.
- Significant impact to hotel industry and travel due to COVID 19. Expecting impact to last through 2022.
- Activities in facilities are limited due to COVID 19 cancellations and clients pushing back event dates.
- Return of events at GRB, hotels and sports venues drove up event parking in Convention District combined with freeze event.
- January parking for our large contract parkers paid in December, plus reduction of spaces by large contractors in 2021.
- Vacant positions combined with unbudgeted extended furloughs and PPP loan.
- Accompanies decreased F&B revenue.

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