

# HOUSTON FIRST CORPORATION

## Financial Management and Accountability Report

Report 9-2016 - For the Period Ending Sep 30, 2016 (75% of 2016)

### Dashboard

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

|                | 2015 Actual | 2016 Budget | 2016 Actual | Over(Under)<br>Budget | Note |
|----------------|-------------|-------------|-------------|-----------------------|------|
| First Quarter  | \$ 21,742   | \$ 20,733   | \$ 21,015   | 1.4%                  |      |
| Two Quarters   | \$ 46,054   | \$ 43,917   | \$ 44,010   | 0.2%                  |      |
| Three Quarters | \$ 69,519   | \$ 66,293   | \$ 66,564   | 0.4%                  |      |
| Full Year      | \$ 90,183   | \$ 86,000   |             |                       |      |

#### HOTEL STATISTICS (Year to Date)

|   | Prior year |           | Current Year |        | Over(Under) |   |
|---|------------|-----------|--------------|--------|-------------|---|
|   | Actual     | Budget    | Actual       | Budget | Budget      |   |
| Hilton Americas-Houston Hotel(thru Sept)      |            |           |              |        |             |   |
| Occupancy                                     | 74.33%     | 75.17%    | 70.54%       |        | -6.2%       | 1 |
| Average Daily Rate                            | \$ 184.47  | \$ 182.31 | \$ 182.37    |        | 0.0%        |   |
| RevPAR  | \$ 137.12  | \$ 137.04 | \$ 128.65    |        | -6.1%       | 1 |
| Regional per Smith Travel Research (thru Aug) |            |           |              |        |             |   |
| Occupancy                                     | 70.00%     |           | 64.50%       |        | -7.9%       | 1 |
| Average Daily Rate                            | \$ 109.32  |           | \$ 107.15    |        | -2.0%       | 1 |
| RevPAR  | \$ 76.49   |           | \$ 69.15     |        | -9.6%       | 1 |

#### MAJOR REVENUES (Year to Date)

|                               | 2015 Actual | 2016 Budget   | 2016 Actual  | Over(Under)<br>Budget |   |
|-------------------------------|-------------|---------------|--------------|-----------------------|---|
| GRB Facility Rental           | \$2,901,736 | \$ 4,096,572  | \$ 4,236,789 | 3.4%                  |   |
| GRB Food and Beverage Revenue | \$3,292,737 | \$ 2,792,455  | \$ 1,414,522 | -49.3%                | 2 |
| Parking Revenue               | \$9,293,982 | \$ 10,549,704 | \$ 9,998,902 | -5.2%                 | 4 |

#### MAJOR EXPENDITURES (Year to Date)

|   | 2015 Actual  | 2016 Budget   | 2016 Actual   | Over(Under)<br>Budget |   |
|---|--------------|---------------|---------------|-----------------------|---|
| Personnel Cost                          | \$15,412,749 | \$ 20,732,187 | \$ 19,610,835 | -5.4%                 | 3 |
| Security Contract Payments              | \$3,056,533  | \$ 3,623,491  | \$ 3,182,076  | -12.2%                | 4 |
| Bldg Maintenance Contract(TDI) Payments | \$3,355,657  | \$ 3,836,819  | \$ 3,461,834  | -9.8%                 | 4 |
| Parking Contract Payments               | \$2,206,245  | \$ 2,985,186  | \$ 2,536,903  | -15.0%                | 4 |
| Janitorial Contract Payments            | \$2,864,153  | \$ 3,219,113  | \$ 3,303,265  | 2.6%                  |   |

#### CAPITAL IMPROVEMENT SPENDING (Year to Date)

|   | 2016 Budget  | 2016 Actual  | % Spent |  |
|---|--------------|--------------|---------|--|
| George R. Brown Convention Center           | \$ 7,596,402 | \$ 5,546,545 | 73.0%   |  |
| Theater District Venues                     | \$ 3,173,500 | \$ 833,445   | 26.3%   |  |
| Hilton Americas-Houston Hotel (through Aug) | \$ 5,048,038 | \$ 3,368,078 | 66.7%   |  |

#### NOTES

- 1 Persistent weakness in local economy
- 2 Developing business has not materialized, reforecast YTD budget is \$1,399,589. Annual reforecast budget is \$1.4 million lower than original budget
- 3 Variance attributable to unfilled positions
- 4 Budgeted for new facilities that did not open when anticipated in the budget (Avenida North Garage, Partnership Towers, and Sunset Coffee Building)

| KEY                              |  |
|----------------------------------|--|
| positive variance                |  |
| negative variance less than 10%  |  |
| negative variance 10% or greater |  |
| inconclusive or unavailable data |  |