

HOUSTON FIRST CORPORATION

Financial Management and Accountability Report

Report 10-2019 - For the Period Ending October 31, 2019 (83% of 2019)

Dashboard

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

| | 2018 Actual | | 2019 Budget | | 2019 Actual | | Over(Under) | Note |
|----------------|-------------|--------|-------------|--------|-------------|--------|-------------|------|
| | | | | | | Budget | | |
| First Quarter | \$ | 22,350 | \$ | 20,400 | \$ | 19,962 | -2.1% | 1 |
| Two Quarters | \$ | 45,094 | \$ | 44,720 | \$ | 42,457 | -5.1% | 1 |
| Three Quarters | \$ | 67,569 | \$ | 69,305 | \$ | 64,885 | -6.4% | 1 |
| Full Year | \$ | 87,080 | \$ | 91,500 | \$ | 77,230 | -15.6% | |

HOTEL STATISTICS (Year to Date)

| | Prior year | | Current Year | | Over(Under) | |
|--------------------------------------------------|------------|--------|--------------|-------------------|-------------|--|
| | Actual | Budget | Actual | Budget/Prior Year | | |
| Regional per Smith Travel Research (thru. Sept.) | | | | | | |
| Occupancy | | 64.70% | | 63.80% | -1.4% | |
| Average Daily Rate | \$ | 106.40 | \$ | 103.02 | -3.2% | |
| RevPAR | \$ | 66.83 | \$ | 65.76 | -1.6% | |

MAJOR REVENUES (Year to Date)

| | 2018 Actual | | 2019 Budget | | 2019 Actual | | Over(Under) | |
|----------------------------------|-------------|------------|-------------|------------|-------------|------------|-------------|---|
| | | | | | | Budget | | |
| GRB Facility Rental | \$ | 5,346,567 | \$ | 4,208,195 | \$ | 4,804,090 | 14.2% | 2 |
| GRB Food and Beverage Revenue | \$ | 13,704,169 | \$ | 15,608,596 | \$ | 20,144,015 | 29.1% | 3 |
| Parking Revenue-Avenida | \$ | 8,519,412 | \$ | 8,108,985 | \$ | 7,788,223 | -4.0% | |
| Parking Revenue-Theater District | \$ | 6,454,029 | \$ | 8,822,356 | \$ | 8,044,749 | -8.8% | |

MAJOR EXPENDITURES (Year to Date)

| | 2018 Actual | | 2019 Budget | | 2019 Actual | | Over(Under) | |
|-----------------------------------------|-------------|------------|-------------|------------|-------------|------------|-------------|---|
| | | | | | | Budget | | |
| Personnel Cost | \$ | 22,593,865 | \$ | 23,307,567 | \$ | 20,828,119 | -10.6% | 5 |
| Security Contract Payments | \$ | 3,396,253 | \$ | 3,990,107 | \$ | 3,414,308 | -14.4% | 4 |
| Bldg Maintenance Contract(TDI) Payments | \$ | 4,513,372 | \$ | 4,793,462 | \$ | 4,219,357 | -12.0% | 4 |
| Parking Contract Payments | \$ | 2,714,410 | \$ | 2,996,772 | \$ | 2,664,567 | -11.1% | 4 |
| Janitorial Contract Payments | \$ | 4,941,562 | \$ | 5,579,240 | \$ | 5,297,800 | -5.0% | 4 |
| GRB Food and Beverage Expense | \$ | 9,130,327 | \$ | 10,251,994 | \$ | 14,320,914 | 39.7% | 3 |

CAPITAL IMPROVEMENT SPENDING (Year to Date)

| | 2019 Annual | | | % Spent | |
|---------------------------------------|-------------|-----------------|----|------------|-------|
| | Budget | 2019 YTD Actual | | | |
| Convention District Venues | \$ | 7,100,867 | \$ | 1,216,596 | 17.1% |
| Theater District Venues | \$ | 1,845,500 | \$ | 324,263 | 17.6% |
| Hilton Americas-Houston (thru. Sept.) | \$ | 46,435,550 | \$ | 17,491,652 | 37.7% |
| Harvey | \$ | 38,274,278 | | | |

NOTES

- HOT collections less than expected; 2019 full year forecast at \$86,624 K.
- 39 new bookings in the year for the year including Islamic Society of North America and Sleep Show.
- Higher than expected attendance at ABB, TCT & Whataburger events drove higher F&B revenue and expenses
- Tightening of controls by Operations, resulted in savings year to date.
- Personnel is favorable due to budgeted vacant positions.

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