



**CITY OF ROSWELL  
LODGERS' TAX REPORT  
November 2019**

**ROOM NIGHTS REPORTED BY MONTH:**

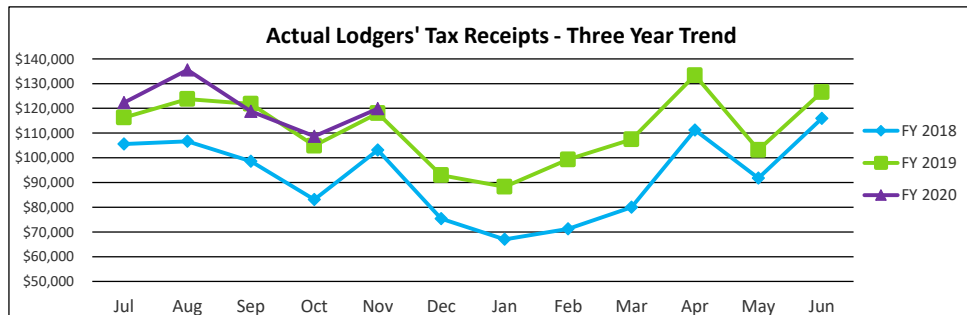
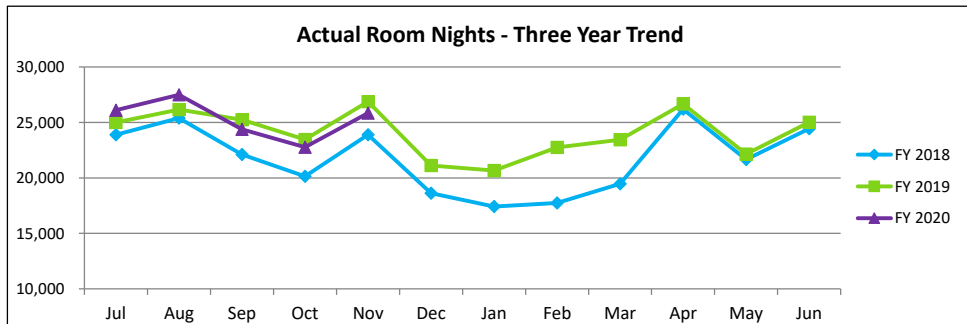
|                       | Jul    | Aug    | Sep    | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Total                 | FYTD Comparison |
|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------|-----------------|
| FY 2018               | 23,899 | 25,395 | 22,104 | 20,142 | 23,885 | 18,624 | 17,416 | 17,748 | 19,457 | 26,191 | 21,654 | 24,439 | 260,954               | 115,425         |
| FY 2019               | 25,002 | 26,166 | 25,245 | 23,452 | 26,874 | 21,109 | 20,661 | 22,740 | 23,435 | 26,674 | 22,147 | 25,019 | 288,524               | 126,739         |
| FY 2020               | 26,110 | 27,491 | 24,378 | 22,767 | 25,834 |        |        |        |        |        |        |        | 126,580               | 126,580         |
| Available Room Nights | 42,990 | 44,423 | 44,423 | 42,990 | 44,423 |        |        |        |        |        |        |        | Available Room Nights | 219,249         |
| Occupancy %           | 60.7%  | 61.9%  | 54.9%  | 53.0%  | 58.2%  |        |        |        |        |        |        |        |                       | 57.7%           |

**LODGERS' TAX COLLECTED BY MONTH:**

|                    | Jul (8%)   | Aug (17%) | Sep (25%) | Oct (33%) | Nov (42%) | Dec (50%) | Jan (58%) | Feb (67%) | Mar (75%) | Apr (83%)                     | May (92%) | Jun (100%) | Total        | Budget %           | FYTD Comparison |
|--------------------|------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------------------------|-----------|------------|--------------|--------------------|-----------------|
| FY 2018            | \$ 105,581 | 106,650   | 98,609    | 83,083    | 103,153   | 75,381    | 66,997    | 71,246    | 79,960    | 111,190                       | 91,808    | 115,932    | \$ 1,109,591 |                    | \$ 497,076      |
| FY 2019            | 116,281    | 123,771   | 121,850   | 104,856   | 118,035   | 92,989    | 88,266    | 99,335    | 107,440   | 133,408                       | 103,186   | 126,567    | 1,335,986    |                    | \$ 584,794      |
| FY 2020            | 122,326    | 135,551   | 118,752   | 108,720   | 119,894   |           |           |           |           |                               |           |            | 605,243      | 52.6%              | \$ 605,243      |
|                    |            |           |           |           |           |           |           |           |           | FY2020 Budget:                |           |            | \$ 1,151,637 |                    |                 |
|                    |            |           |           |           |           |           |           |           |           | Budgeted Uncollected Revenue: |           |            | 546,393.66   | 47%                |                 |
| Estimated Past Due | 0          | 0         | 0         | 0         | 0         |           |           |           |           |                               |           |            |              | Estimated Past Due | 0               |

\*Yellow Highlight indicates collected

(Deliq payments collected Apr 2017)



| <b>LODGERS' TAX FY2020 BUDGET STATUS</b>      |                    |
|---|--------------------|
| <b>Beginning Cash Balance for FY2020</b>      | <b>\$1,413,625</b> |
| <b>Revenue (Actual)</b>                       |                    |
| Lodgers' Tax                                  | \$ 605,243         |
| Late Penalties                                | 0                  |
| Bank Interest                                 | 0                  |
| <b>Total Revenue:</b>                         | <b>\$ 605,243</b>  |
| <b>Expenses (Actual)</b>                      |                    |
| Salaries and Contract Services                | \$ 262,910         |
| Marketing and Promotion                       | 59,064             |
| Events  | 31,346             |
| Maintenance and Fuel                          | 4,123              |
| Insurance                                     | 25,725             |
| Professional Services                         | 3,919              |
| Supplies and Materials                        | 9,716              |
| Utilities                                     | 30,116             |
| Capital Improvements                          | 82,870             |
| Other   | 17,313             |
| <b>Total Expenses:</b>                        | <b>\$ 527,102</b>  |
| <b>Current Ending Cash Balance for FY2020</b> | <b>\$1,491,766</b> |