



HOT Projections Ft. Worth

JANUARY 6, 2023

Collection Report Period	Fiscal Year 2018 - 2019		Fiscal Year 2019 - 2020		Fiscal Year 2020 - 2021			Fiscal Year 2021 - 2022					Fiscal Year 2022 - 2023					
	Amount	% Chg.	Amount	% Chg.	Amount	% Chg.	% vs. 2019	Amount	% Chg.	% vs. FY2019	% vs. FY2020	% vs. FY2021	Amount	% Chg.	% vs. FY2019	% vs. FY2020	% vs. FY2021	% vs. FY2022
October	2,923,375	23.4%	2,723,752	-6.8%	1,503,353	-44.8%	-48.6%	2,870,386	90.9%	-1.8%	5.4%	90.9%	3,162,178	10.2%	8.2%	16.1%	110.3%	10.2%
November	2,539,714	4.0%	2,473,721	-2.6%	1,123,285	-54.6%	-55.8%	2,652,072	136.1%	4.4%	7.2%	136.1%	2,910,887	9.8%	14.6%	17.7%	159.1%	9.8%
December	1,879,096	19.8%	2,009,902	7.0%	1,523,804	-24.2%	-18.9%	2,267,393	48.8%	20.7%	12.8%	48.8%	2,479,447	9.4%	31.9%	23.4%	62.7%	9.4%
QUARTER TOTALS	7,342,185	15.1%	7,207,375	-1.8%	4,150,442	-42.4%	-43.5%	7,789,851	87.7%	6.1%	8.1%	87.7%	8,552,512	9.8%	16.5%	18.7%	106.1%	9.8%
January	2,489,433	2.1%	2,689,666	8.0%	1,223,475	-54.5%	-50.9%	2,395,416	95.8%	-3.8%	-10.9%	95.8%	2,609,703	8.9%	4.8%	-3.0%	113.3%	8.9%
February	2,719,894	3.1%	2,372,597	-12.8%	1,500,091	-36.8%	-44.8%	3,026,139	101.7%	11.3%	27.5%	101.7%	3,284,544	8.5%	20.8%	38.4%	119.0%	8.5%
March	2,822,654	10.2%	1,084,194	-61.6%	2,149,705	98.3%	-23.8%	3,353,110	56.0%	18.8%	209.3%	56.0%	3,625,800	8.1%	28.5%	234.4%	68.7%	8.1%
QUARTER TOTALS	8,031,981	5.2%	6,146,457	-23.5%	4,873,271	-20.7%	-39.3%	8,774,665	80.1%	9.2%	42.8%	80.1%	9,520,047	8.5%	18.5%	54.9%	95.4%	8.5%
April	2,822,009	0.5%	534,313	-81.1%	2,078,332	289.0%	-26.4%	3,514,626	69.1%	24.5%	557.8%	69.1%	3,858,583	9.8%	36.7%	622.2%	85.7%	9.8%
May	2,615,048	0.0%	715,963	-72.6%	2,555,455	256.9%	-2.3%	2,974,685	16.4%	13.8%	315.5%	16.4%	3,250,479	9.3%	24.3%	354.0%	27.2%	9.3%
June	2,740,566	0.2%	818,275	-70.1%	2,519,102	207.9%	-8.1%	3,586,957	42.4%	30.9%	338.4%	42.4%	3,901,042	8.8%	42.3%	376.7%	54.9%	8.8%
QUARTER TOTALS	8,177,624	0.2%	2,068,551	-74.7%	7,152,889	245.8%	-12.5%	10,076,268	40.9%	23.2%	387.1%	40.9%	11,010,105	9.3%	34.6%	432.3%	53.9%	9.3%
July	2,528,972	7.9%	1,216,824	-51.9%	2,557,266	110.2%	1.1%	2,988,010	16.8%	18.2%	145.6%	16.8%	3,234,259	8.2%	27.9%	165.8%	26.5%	8.2%
August	2,306,121	-1.0%	1,320,442	-42.7%	2,438,231	84.7%	5.7%	3,106,551	27.4%	34.7%	135.3%	27.4%	3,346,568	7.7%	45.1%	153.4%	37.3%	7.7%
September	2,535,338	-5.2%	1,260,060	-50.3%	2,707,078	114.8%	6.8%	3,174,038	17.2%	25.2%	151.9%	17.2%	3,402,920	7.2%	34.2%	170.1%	25.7%	7.2%
QUARTER TOTALS	7,370,430	0.3%	3,797,326	-48.5%	7,702,575	102.8%	4.5%	9,268,599	20.3%	25.8%	144.1%	20.3%	9,983,747	7.7%	35.5%	162.9%	29.6%	7.7%
FISCAL YEAR TOTALS	30,922,221	4.7%	19,219,709	-37.8%	23,879,178	24.2%	-22.8%	35,909,383	50.4%	16.1%	86.8%	50.4%	39,066,410	8.8%	26.3%	103.3%	63.6%	8.8%

Sources of Collections-By Area	Y-T-D FY'19		Y-T-D FY'20		Y-T-D FY'21	
	Year-to-date	% to Total	Year-to-date	% to Total	Year-to-date	% to Total
A - Downtown	12,332,111	39.9%	6,694,225	34.8%	7,659,648	32.1%
B - West Side (Cultural District)	4,362,636	14.1%	2,643,753	13.8%	3,635,459	15.2%
C* - North Side - Stockyards	1,127,134	3.6%	911,794	4.7%	2,080,089	8.7%
C - North Side - Other Areas (TMS)	7,021,210	22.7%	4,685,515	24.4%	5,393,953	22.6%
D - East Side (DFW Airport)	2,751,152	8.9%	1,693,373	8.8%	2,001,044	8.4%
E - South Side (Hulen, etc.,)	3,327,978	10.8%	2,591,049	13.5%	3,108,986	13.0%
TOTAL	30,922,221	100%	19,219,709	100%	23,879,178	100%

PFZ Zone	16,712,066	54.0%	9,606,823	50.0%	12,420,748	52.0%
Non-PFZ Zone	14,210,155	46.0%	9,612,885	50.0%	11,458,429	48.0%
TOTAL	30,922,221	100%	19,219,709	100%	23,879,178	100%

	Inc (Dec) \$	Inc (Dec) %	Inc (Dec) \$	Inc (Dec) %	Inc (Dec) \$	Inc (Dec) %
PFZ Zone	956,885	6.1%	(7,105,242)	-42.5%	2,813,925	29.3%
Non-PFZ Zone	442,893	3.2%	(4,597,270)	-32.4%	1,845,544	19.2%
TOTAL	1,399,779	4.7%	(11,702,512)	-37.8%	4,659,469	24.2%

Y-T-D FY'22	
Year-to-date	% of Total
5,783,022	34.9%
2,591,528	15.6%
2,021,123	12.2%
3,212,870	19.4%
1,340,351	8.1%
1,615,622	9.8%
16,564,516	100%

EST FULL FY '22	
Year-to-date	% of Total
20,827,442	58.0%
15,081,941	42.0%
35,909,383	100%

EST FULL FY '22	
Inc (Dec) \$	Inc (Dec) %
8,406,694	67.7%
3,623,512	31.6%
12,030,206	50.4%

Y-T-D FY'23	
Year-to-date	% of Total

EST FULL FY '23	
Year-to-date	% of Total
22,545,781	57.7%
16,520,630	42.3%
39,066,410	100%

EST FULL FY '23	
Inc (Dec) \$	Inc (Dec) %
1,718,339	8.3%
1,438,689	9.5%
3,157,027	8.8%

HOT Projections

- While the last two years has been a significant recovery period from the COVID-19 pandemic in terms of both hotel rate and occupancy, future HOT growth is expected to normalize to pre-pandemic levels (though with increased inflation), with new future supply expected from the rebound experienced in the market.
- The FY 2023 HOT projections in the prior slide follow the assumption that RevPAR will continue to increase due to ongoing normalization of occupancy, continued rate (ADR) growth -- some driven by inflation, other by market demand – and supply growth.
- Supply growth in the near term can be more predictable but also variable due to knowledge of specific projects coming online in the next 36 months. Beyond approximately three years, the historical supply growth averages are used as a guide to predict future supply growth.
- From QTR 1 2022 to QTR 3 2022, prior year HOT growth decreased by 50 percent each QTR (from 80 percent, to 40 percent, to 20 percent). Beginning in QTR 4 2022 (the beginning of FY 2023), growth is also assumed to equal half of the prior QTR's growth at approximately 10 percent.
- This growth is projected to decrease through the rest of FY 2023, ending in monthly year over year growth of approximately 7 percent. These projections result in an average FY 2023 growth from FY 2022 of close to nine percent, slightly more than half of the growth experienced from FY 2019 to FY 2022.
- The split of HOT between the PFZ and Non-PFZ is also projected to begin to normalize to historical allocations, resulting in higher growth projected in the Non-PFZ vs the PFZ.

Hotel Revenues

- Total hotel revenues were up 50 percent in FY2022 vs FY2021
- HSP estimates total hotel revenue to increase by 8.8 percent in FY2023 vs FY2022
- For FY2023, PFZ revenue excluding the Omni is expected to increase by 8.3 percent
- Non-PFZ hotel revenue is expected to increase by 9.5 percent in FY2023
- Going forward HSP projects modest increases in both PFZ and non-PFZ hotel revenue, stabilizing at 4.5 percent annual growth
- The slowdown in growth is expected due to:
 - Post-COVID rebound in FY2022
 - Few new hotels in the pipeline compared to past years

Fiscal Year	PFZ	% Change	% of Total	Non-PFZ	% Change	% of Total	Total Hotel Room Revenue	% Change
2003	\$ 51,520,341		42.5%	\$ 69,732,640		57.5%	\$ 121,252,981	
2004	\$ 59,476,032	15.44%	49.1%	\$ 61,607,333	-11.65%	50.9%	\$ 121,083,365	-0.1%
2005	\$ 60,830,209	2.28%	48.1%	\$ 65,638,369	6.54%	51.9%	\$ 126,468,578	4.4%
2006	\$ 72,278,683	18.82%	46.4%	\$ 83,448,723	27.13%	53.6%	\$ 155,727,406	23.1%
2007	\$ 80,906,996	11.94%	47.4%	\$ 89,772,702	7.58%	52.6%	\$ 170,679,698	9.6%
2008	\$ 89,683,398	10.85%	47.4%	\$ 99,373,375	10.69%	52.6%	\$ 189,056,773	10.8%
2009	\$ 99,134,878	10.54%	57.2%	\$ 74,289,222	-25.24%	42.8%	\$ 173,424,100	-8.27%
2010	\$ 109,354,639	10.31%	56.1%	\$ 85,659,417	15.31%	43.9%	\$ 195,014,056	12.45%
2011	\$ 122,498,939	12.02%	57.5%	\$ 90,620,483	5.79%	42.5%	\$ 213,119,422	9.28%
2012	\$ 125,722,933	2.63%	56.9%	\$ 95,412,289	5.29%	43.1%	\$ 221,135,222	3.76%
2013	\$ 131,077,251	4.26%	53.7%	\$ 112,827,437	18.25%	46.3%	\$ 243,904,689	10.30%
2014	\$ 140,050,030	6.85%	53.3%	\$ 122,794,951	8.83%	46.7%	\$ 262,844,980	7.77%
2015	\$ 147,105,069	5.04%	53.3%	\$ 129,143,986	5.17%	46.7%	\$ 276,249,060	5.10%
2016	\$ 151,370,973	2.90%	52.1%	\$ 139,184,252	7.77%	47.9%	\$ 290,555,224	5.18%
2017	\$ 154,610,906	2.14%	51.6%	\$ 147,677,112	6.10%	49.3%	\$ 299,495,423	3.08%
2018	\$ 175,057,560	13.22%	53.4%	\$ 152,969,577	3.58%	46.6%	\$ 328,027,136	9.53%
2019	\$ 185,689,617	6.07%	54.0%	\$ 157,890,615	3.22%	46.0%	\$ 343,580,233	4.74%
2020	\$ 106,742,479	-42.52%	50.0%	\$ 106,809,839	-32.35%	50.0%	\$ 213,552,318	-37.84%
2021	\$ 138,008,315	29.29%	52.0%	\$ 127,315,881	19.20%	48.0%	\$ 265,324,196	24.24%
2022	\$ 231,416,025	67.68%	58.0%	\$ 167,577,121	31.62%	42.0%	\$ 398,993,146	50.38%
2023	\$ 250,508,677	8.3%	57.7%	\$ 183,562,551	9.5%	42.3%	\$ 434,071,227	8.8%
2024	\$ 260,842,609	4.1%	57.6%	\$ 192,317,702	4.8%	42.4%	\$ 453,160,311	4.4%
2025	\$ 272,124,519	4.3%	57.5%	\$ 201,490,437	4.8%	42.5%	\$ 473,614,956	4.5%
2026	\$ 284,370,122	4.5%	57.4%	\$ 211,100,673	4.8%	42.6%	\$ 495,470,795	4.6%
2027	\$ 308,254,909	8.4%	58.2%	\$ 221,802,577	5.1%	41.8%	\$ 530,057,486	7.0%
2028	\$ 323,628,810	5.0%	58.3%	\$ 231,783,693	4.5%	41.7%	\$ 555,412,503	4.8%
2029	\$ 339,769,469	5.0%	58.4%	\$ 242,213,960	4.5%	41.6%	\$ 581,983,429	4.8%
2030	\$ 355,059,095	4.5%	58.4%	\$ 253,113,588	4.5%	41.6%	\$ 608,172,683	4.5%

Tax Revenues

Simplified Projected Sources & Uses - Culture & Tourism											
	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	FY 2025	FY 2026	FY 2027	FY 2028	FY 2029	FY 2030
	Actual	Actual	Actual	Hunden FY2023	Hunden FY2024	Hunden FY2025	Hunden FY2026	Hunden FY2027	Hunden FY2028	Hunden FY2029	Hunden FY2030
Revenue - Current Projections											
HOT Dedicated to Convention Center/WRMC Debt	\$ 4,727,847	\$ 5,306,484	\$ 7,979,863	\$ 8,681,425	\$ 9,063,206	\$ 9,472,299	\$ 9,909,416	\$ 10,601,150	\$ 11,108,250	\$ 11,639,669	\$ 12,163,454
DFW Revenue Share	\$ 6,795,606	\$ 4,907,201	\$ 6,787,040	\$ 7,126,392	\$ 7,447,080	\$ 7,744,963	\$ 8,016,037	\$ 8,256,518	\$ 8,504,213	\$ 8,759,340	\$ 9,022,120
HOT REVENUE (7%)	\$ 14,902,146	\$ 18,572,694	\$ 27,929,520	\$ 30,384,986	\$ 31,721,222	\$ 33,153,047	\$ 34,682,956	\$ 37,104,024	\$ 38,878,875	\$ 40,738,840	\$ 42,572,088
Annual State HOT Increment (based on calendar year; excluding Omni) Fund 20104	\$ 2,580,126	\$ -	\$ 6,170,109	\$ 7,319,412	\$ 7,943,286	\$ 8,624,135	\$ 9,362,904	\$ 10,134,836	\$ 10,941,423	\$ 11,784,222	\$ 12,664,860
Omni State-PFZ Increment	\$ -	\$ -	\$ 1,915,272	\$ 2,073,289	\$ 2,145,385	\$ 2,219,988	\$ 2,297,186	\$ 3,607,911	\$ 3,975,014	\$ 4,379,470	\$ 4,531,761
Parking Tax	\$ 1,497,230	\$ 1,337,906	\$ 2,593,665	\$ 2,723,348	\$ 2,791,432	\$ 2,819,346	\$ 2,847,540	\$ 2,876,015	\$ 2,904,775	\$ 2,933,823	\$ 2,963,161
Stall Tax	\$ 170,878	\$ 217,199	\$ 216,284	\$ 220,610	\$ 222,816	\$ 225,044	\$ 227,294	\$ 229,567	\$ 231,863	\$ 234,182	\$ 236,523
Ticket Tax	\$ 2,160,628	\$ 1,276,078	\$ 4,546,883	\$ 4,887,899	\$ 5,071,195	\$ 5,223,331	\$ 5,380,031	\$ 5,541,432	\$ 5,707,675	\$ 5,878,905	\$ 6,055,273
Total	\$ 32,834,461	\$ 31,617,562	\$ 58,138,636	\$ 63,417,361	\$ 66,405,622	\$ 69,482,154	\$ 72,723,363	\$ 78,351,454	\$ 82,252,090	\$ 86,348,450	\$ 90,209,239
Total Annual Change		-3.7%	83.9%	9.1%	4.7%	4.6%	4.7%	7.7%	5.0%	5.0%	4.5%

Total tax revenues increased by approximately 84 percent in FY2022 due to the following increases:

- 50 percent increase in hotel revenues
- 38 percent increase in DFW revenue share
- 93 percent increase in parking tax
- 256 percent increase in ticket tax
- State HOT increment
- Omni State PFZ increment


Omni State PFZ increment is projected to increase by 57 percent in FY2027 due to the 400-room expansion and increase another 10 percent in both FY2028 and FY2029 due to stabilization of those additional rooms.


FY 2023 Projections

Total tax revenues are projected to increase 9.1 percent in FY 2023 due to the following:

- 8.8 percent increase in HOT (shown in prior slide)
- 18.6 percent increase in State HOT Increment
- 8.3 percent increase in Omni State PFZ increment (same as PFZ increase)
- 5 percent increase in DFW Revenue Share
- 5 percent increase in Parking Tax
- 2 percent increase in Stall Tax
- 7.5 percent increase in Ticket Tax



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