

# **DOWNTOWN PHOENIX HOTEL CORPORATION**

## **AN ARIZONA NONPROFIT CORPORATION**

**A COMPONENT UNIT OF THE CITY OF PHOENIX, ARIZONA**



## **2013 ANNUAL FINANCIAL REPORT**

**FOR THE FISCAL YEARS ENDED DECEMBER 31, 2013 AND 2012**



**Downtown Phoenix Hotel Corporation**  
**An Arizona Nonprofit Corporation**  
(A Component Unit of the City of Phoenix, Arizona)

**Annual Financial Report**  
For the Fiscal Years Ended December 31, 2013 and 2012

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**Downtown Phoenix Hotel Corporation**  
**An Arizona Nonprofit Corporation**  
(A Component Unit of the City of Phoenix, Arizona)

**ADMINISTRATIVE ORGANIZATION**

**Board Members**

*Ed Zuercher*  
*President*

*Dick Snell*  
*Director*

*Gary Verburg*  
*Vice President*

*Neal Young*  
*Treasurer*

*Paul Blue*  
*Secretary*

**City of Phoenix Administrative Staff**

*Ed Zuercher*  
*City Manager*

*Neal Young*  
*Chief Financial Officer*

*Jeremy Legg*  
*Economic Development Program Manager*



## INDEPENDENT AUDITORS' REPORT

Board of Directors  
Downtown Phoenix Hotel Corporation  
Phoenix, Arizona

### **Report on the Financial Statements**

We have audited the accompanying statements of net position of the Downtown Phoenix Hotel Corporation (the "Corporation" and a component unit of the City of Phoenix, Arizona), as of December 31, 2013 and 2012, and the related statements of revenues, expenses and changes in net position and cash flows for the years then ended, and the related notes to the financial statements, which collectively comprise the Corporation's basic financial statements as listed in the table of contents.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Corporation's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the Downtown Phoenix Hotel Corporation (a component unit of the City of Phoenix, Arizona) as of December 31, 2013 and 2012, and the changes in financial position and, cash flows thereof for the year then ended in accordance with accounting principles generally accepted in the United States of America.

**Emphasis of a Matter**

*Change in Accounting Principle*

As discussed in Note 1 to the financial statements, in 2013 the Corporation adopted GASB Statement No. 65, *Items Previously Reported as Assets and Liabilities*. Our opinion is not modified with respect to these matters.

**Other Matters**

*Required Supplementary Information*

Accounting principles generally accepted in the United States of America require that the management's discussion and analysis on pages 5 through 8 be presented to supplement the basic financial statements. Such information, although not a part of the basic financial statements, is required by the Governmental Accounting Standards Board who considers it to be an essential part of financial reporting for placing the basic financial statements in an appropriate operational, economic, or historical context. We have applied certain limited procedures to the required supplementary information in accordance with auditing standards generally accepted in the United States of America, which consisted of inquiries of management about the methods of preparing the information and comparing the information for consistency with management's responses to our inquiries, the basic financial statements, and other knowledge we obtained during our audit of the basic financial statements. We do not express an opinion or provide any assurance on the information because the limited procedures do not provide us with sufficient evidence to express an opinion or provide any assurance.

*CliftonLarsonAllen LLP*

Phoenix, Arizona  
May 28, 2014

## **Management's Discussion and Analysis**

As management of the Downtown Phoenix Hotel Corporation (the Corporation), a component unit of the City of Phoenix, Arizona (the City) we offer the readers of the Corporation's basic financial statements, this narrative overview and analysis of the financial activities of the Corporation for the fiscal years ended December 31, 2013 and 2012.

### **Downtown Phoenix Hotel Corporation**

The Downtown Phoenix Hotel Corporation is an Arizona nonprofit corporation duly organized and existing under the laws of the State. The Corporation was formed in January 2005 for the sole purpose of owning, acquiring, constructing, equipping, operating, financing and taking any other actions that an Arizona nonprofit corporation may take with respect to a full-service downtown hotel.

The City Council of the City of Phoenix appoints the Corporation's Board of Directors. Although the Corporation is legally separate from the City, governmental accounting standards require the Corporation to be reported as a discretely presented component unit of the City for financial reporting purposes because of the City Council's relationship to the Corporation.

The Downtown Phoenix Hotel (the Hotel) is an approximately 1 million square foot, 1,000 room full service, first class, downtown hotel located at the northwest corner of 3<sup>rd</sup> Street and Van Buren Street approximately one block north of the Phoenix Convention Center. The Hotel primarily serves the Convention Center and opened October 1, 2008.

### **Corporation Revenue Bonds**

In December of 2005, the Corporation issued \$350,000,000 in revenue bonds to finance the planning, design, engineering, construction, equipping, furnishing and opening of the Hotel. The bonds are special revenue obligations of the Corporation, payable from gross operating revenues from the operation of the Hotel. The Corporation issued both Senior and Subordinate Revenue Bonds. The Senior Bonds in the amount of \$156,710,000 are payable solely from gross revenues, while the Subordinate Bonds in the amount of \$193,290,000 are also secured by a portion of non-general fund City hotel excise (sales) taxes and rental car sales taxes. Principal payments on the Bonds began in 2012. The bonds are insured by the Financial Guaranty Insurance Company (FGIC). In 2008, Standard & Poor's, Moody's, and Fitch all withdrew their ratings from FGIC. In September, 2008, FGIC entered into a reinsurance agreement with National Public Finance Guaranty Corporation (formerly MBIA Insurance Corporation) with respect to the Corporation's Subordinate Bonds. Detailed information on the bonds is presented in Note 4 to the basic financial statements.

### **Corporation Contracts for Hotel Operations and Development**

To act on behalf of the Corporation in the management and operations of the Hotel, the Corporation entered into a Hotel Operating Agreement with Starwood Hotels & Resorts Management Company, Inc. (Hotel Operator), a Delaware company and a direct subsidiary of Starwood Hotels & Resorts Worldwide, Inc., (Starwood), a Maryland corporation. The Hotel Operating Agreement is for a term of fifteen years, subject to certain occurrences, including performance standards by the Hotel Operator.

Warnick & Company, LLC, (Warnick), an Arizona Limited Liability Company, acts as the consultant to the Corporation to assist staff with efforts to facilitate the development of the Hotel and general support to the Corporation. Warnick also acts as the asset manager on behalf of the Corporation.

## Overview of the Basic Financial Statements

This discussion and analysis is intended to serve as an introduction to the Corporation's separate basic financial statements. The Corporation's basic financial statements are comprised of the following two components:

- Financial statements
- Notes to the financial statements

**Financial statements.** The *financial statements* are designed to provide readers with a broad overview of the Corporation's finances, in a manner similar to a private-sector business. These statements are presented on pages 9-12 of this report. Summarized versions of the Statements of Net Position and the Statements of Revenues, Expenses and Changes in Net Position are included in this Management's Discussion and Analysis (MD&A).

The *Statements of Net Position* presents information on all of the Corporation's assets, deferred outflows of resources, liabilities, and deferred inflows of resources with the difference between the components as *net position*. Over time, increases or decreases in net position may serve as a useful indicator of changes in the Corporation's financial position.

The *Statements of Revenues, Expenses and Changes in Net Position* present information showing how the Corporation's net position changed during the most recent fiscal years. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, *regardless of the timing of related cash flows*. Thus, revenues and expenses are reported in this statement for some items that will only result in cash flows in future periods e.g., accounts payable. This is the accrual method of accounting.

The *Statements of Cash Flows* provide information about the receipts and payments of the Corporation that result in changes to Cash and Cash Equivalents. The cash flows are classified as operating activities, noncapital financing activities, capital and related financing activities, or investing activities.

**Notes to the financial statements.** The notes provide additional information that is essential to a full understanding of the data provided in the financial statements. The notes to the basic financial statements can be found on pages 13-21 of this report.

## Condensed Financial Information and Analysis of Overall Financial Position

The following tables and analysis discuss the financial position and changes to the financial position for the Corporation as a whole, as of and for the years ended December 31, (in thousands). Fiscal years 2012 and 2011 indicate the effect of adoption of new accounting standards per GASB 65, *Items Previously Recorded as Assets and Liabilities*.

### Net Position

Summary of net position (in thousands):

	<u>2013</u>	<u>2012</u>	<u>2011</u>
Current and other assets	\$ 62,360	\$ 61,457	\$ 60,868
Capital assets	244,058	250,979	258,386
Total assets	<u>306,418</u>	<u>312,436</u>	<u>319,254</u>
Deferred Outflows of Resources	<u>-</u>	<u>-</u>	<u>-</u>
Current liabilities	31,752	30,065	28,165
Noncurrent liabilities	340,998	346,516	351,699
Total liabilities	<u>372,750</u>	<u>376,581</u>	<u>379,864</u>
Deferred Inflows of Resources	<u>-</u>	<u>-</u>	<u>-</u>
Net position			
Net investment in capital assets	(30,227)	(28,196)	(25,353)
Restricted for debt service	26,367	25,747	27,773
Restricted for capital projects	7,259	5,279	4,642
Unrestricted	(69,731)	(66,975)	(67,672)
Total net position	<u>\$ (66,332)</u>	<u>\$ (64,145)</u>	<u>\$ (60,610)</u>

The current and other assets are comprised primarily of bond proceeds held by the trustee bank for operating and debt service reserves. As of December 31, 2013, the Operating Reserve (\$10.1 million), the Senior Debt Service Reserve (\$12.2 million) and the Senior Special Debt Service Reserve (\$10.3 million), which are all available for senior debt service payments, were fully funded. \$12.6 million of the City Lease Payments Account (\$8.0 million) was used to pay the January 1, 2014 subordinate debt service payment. Per the indenture, the balance will be restored to \$12.7 million from the City's Sports Facilities Fund in 2014. Additionally, the City has a balance of \$21 million in its Sports Facilities Fund which is available for subordinate debt service payments.

The Corporation's capital assets as of December 31, 2013, amounts to \$244,058,000 (net of accumulated depreciation). Capital assets include land, buildings, improvements, equipment, and intangible assets. The total decrease in the Corporation's capital assets for the current fiscal year was 2.76 percent, and is due to the year's depreciation of Hotel assets.

The Corporation's capital assets as of December 31, 2012, amounts to \$250,979,000 (net of accumulated depreciation). Capital assets include land, buildings, improvements, equipment, and intangible assets. The total decrease in the Corporation's capital assets for fiscal year 2012 was 2.87 percent, and is due to the year's depreciation of Hotel assets.



Noncurrent liabilities are comprised of bonds payable and unamortized premiums. Noncurrent liabilities decreased in 2013 and 2012 primarily due to bonds payable due in one year of \$5.2 million and \$4.9 million, respectively.

### Changes in Net Position

Summary of changes in net position (in thousands):

	<u>2013</u>	<u>2012</u>	<u>2011</u>
Operating revenues	\$ 50,647	\$ 54,566	\$ 49,984
Investment income	68	73	93
Contributions	<u>12,707</u>	<u>7,973</u>	<u>-</u>
Total revenues	<u>63,422</u>	<u>62,612</u>	<u>50,077</u>
Operating expenses	48,835	49,136	45,653
Trustee fees	8	8	8
Interest on long-term debt	16,766	17,003	17,124
Loss on disposal of assets	-	-	17
Total expenses	<u>65,609</u>	<u>66,147</u>	<u>62,802</u>
Decrease in net position	<u>(2,187)</u>	<u>(3,535)</u>	<u>(12,725)</u>
Ending net position	<u>\$ (66,332)</u>	<u>\$ (64,145)</u>	<u>\$ (60,610)</u>

Operating revenues decreased by \$3.9 million, or 7.2%, during 2013. This is primarily due to lower room revenues driven by a 5.0% reduction in both room occupancy and average daily rate.

Operating revenues increased by \$4.6 million, or 9.2%, during 2012. The increase is primarily due to a 6.5% increase in the room occupancy percentage and increased food and beverage sales.

Total expenses remained relatively stable, decreasing by less than 1.0% in 2013.

Operating expenses increased by \$3.5 million during 2012. The increase is primarily due to a \$492 thousand increase in management fees, a \$963 thousand increase in marketing services and a \$1.5 million increase in food and beverage expenses.

The decrease in ending net position as of December 31, 2013 and December 31, 2012 is primarily due to interest expense on long-term debt offset by contributions to the Subordinate Bonds City Lease Payment Sub Account.

### Requests for Financial Information

This financial report is designed to provide a general overview of the Downtown Phoenix Hotel Corporation's finances. Questions concerning any of the information provided in this report or requests for additional financial information should be addressed to the Office of the Chief Financial Officer, City of Phoenix, Calvin C. Goode Municipal Building, Ninth Floor, 251 West Washington, Phoenix, Arizona, 85003.



**DOWNTOWN PHOENIX  
HOTEL CORPORATION**

**Downtown Phoenix Hotel Corporation**  
**Statements Of Net Position**  
December 31, 2013 and 2012  
(in thousands)

	<u>2013</u>	<u>2012</u>
<b>ASSETS</b>		
Current Assets		
Cash and Cash Equivalents	\$ 1,522	\$ 3,487
Accounts Receivable, Net of Allowance for Doubtful Accounts (2013, \$3 and 2012, \$2)	1,303	1,855
Inventories	238	238
Prepaid Expenses	1,061	832
Total Current Assets	<u>4,124</u>	<u>6,412</u>
Current Restricted Assets		
Debt Service		
Cash and Cash Equivalents	17,452	16,628
Investments	22,604	22,591
Receivables		
Accrued Interest	6	8
Operating Reserve		
Cash and Cash Equivalents	2,804	3,420
Receivables		
Accrued Interest	2	3
Investments	8,005	7,011
Capital Projects		
Cash and Cash Equivalents	7,259	5,279
Total Current Restricted Assets	<u>58,132</u>	<u>54,940</u>
Noncurrent Assets		
Other	104	105
Capital Assets		
Land	1,150	1,150
Buildings	276,488	276,143
Improvements Other Than Buildings	537	537
Equipment	3,755	3,717
Intangible	177	177
Construction in Progress	21	-
Less: Accumulated Depreciation	(38,070)	(30,745)
Total Capital Assets, Net	<u>244,058</u>	<u>250,979</u>
Total Noncurrent Assets	<u>244,162</u>	<u>251,084</u>
Total Assets	<u>306,418</u>	<u>312,436</u>
<b>DEFERRED OUTFLOWS OF RESOURCES</b>		
Total Deferred Outflows of Resources	<u>-</u>	<u>-</u>

The accompanying notes are an integral part of these financial statements.

	<u>2013</u>	<u>2012</u>
<b>LIABILITIES</b>		
Current Liabilities Payable from Current Assets		
Accounts Payable	672	635
Accrued Expenses	3,016	3,314
Advance Deposits	924	673
Total Current Liabilities Payable from Current Assets	<u>4,612</u>	<u>4,622</u>
Current Liabilities Payable from Restricted Assets		
Debt Service		
Bonds Payable	5,230	4,890
Interest Payable	8,465	8,590
Operating Reserve		
Accounts Payable	3,124	1,616
Deposits in Trust	10,321	10,347
Total Current Liabilities Payable from Restricted Assets	<u>27,140</u>	<u>25,443</u>
Noncurrent Liabilities		
Bonds Payable	335,315	340,545
Unamortized Premium	5,683	5,971
Total Noncurrent Liabilities	<u>340,998</u>	<u>346,516</u>
Total Liabilities	<u>372,750</u>	<u>376,581</u>
<b>DEFERRED INFLOWS OF RESOURCES</b>		
Total Deferred Inflows of Resources	<u>-</u>	<u>-</u>
<b>NET POSITION</b>		
Net Investment in Capital Assets	(30,227)	(28,196)
Restricted for Debt Service	26,367	25,747
Restricted for Capital Projects	7,259	5,279
Unrestricted	(69,731)	(66,975)
Total Net Position	<u>\$ (66,332)</u>	<u>\$ (64,145)</u>

**Downtown Phoenix Hotel Corporation**  
**Statements of Revenues, Expenses**  
**and Changes in Net Position**

For the Fiscal Years Ended December 31, 2013 and 2012  
(in thousands)

	<u>2013</u>	<u>2012</u>
Operating Revenues		
Rooms	\$ 27,986	\$ 31,049
Food and Beverage	19,539	20,744
Other	3,122	2,773
Total Operating Revenues	<u>50,647</u>	<u>54,566</u>
Operating Expenses		
Rooms	7,652	7,577
Food and Beverage	13,738	14,487
General and Administrative Costs	19,116	18,560
Depreciation	7,326	7,310
Trustee Fees	8	8
Other	1,003	1,202
Total Operating Expenses	<u>48,843</u>	<u>49,144</u>
Operating Income	1,804	5,422
Non-Operating Revenues (Expenses)		
Investment Income		
Net Decrease in Fair Value of Investments	9	(29)
Interest	59	102
Contributions	12,707	7,973
Interest on Capital Debt	(16,766)	(17,003)
Total Non-Operating Expenses	<u>(3,991)</u>	<u>(8,957)</u>
Change in Net Position	(2,187)	(3,535)
Net Position, January 1	(64,145)	(42,772)
Effect of Adoption of New Accounting Standards	-	(17,838)
Net Position, January 1, as restated	<u>(64,145)</u>	<u>(60,610)</u>
Net Position, December 31	<u>\$ (66,332)</u>	<u>\$ (64,145)</u>

The accompanying notes are an integral part of these financial statements.

## Downtown Phoenix Hotel Corporation

### Statements of Cash Flows

For the Fiscal Years Ended December 31, 2013 and 2012  
(in thousands)

	<u>2013</u>	<u>2012</u>
Cash Flows from Operating Activities		
Cash Received from Customers	\$ 51,450	\$ 53,635
Payments to Suppliers	(21,383)	(21,668)
Payment of Staff and Administrative Expenses	(19,116)	(18,560)
Net Cash Provided by Operating Activities	<u>10,951</u>	<u>13,407</u>
Cash Flows from Noncapital Financing Activities		
Contribution from City of Phoenix	12,707	7,973
Net Cash Provided by Noncapital Financing Activities	<u>12,707</u>	<u>7,973</u>
Cash Flows from Capital and Related Financing Activities		
Principal Paid on Capital Debt	(4,890)	(4,565)
Interest Paid on Capital Debt	(17,179)	(17,412)
Receipt of Deposits Held in Trust	38	52
Return of Deposits Held in Trust	(41)	(52)
Acquisition and Construction of Capital Assets	(405)	-
Net Cash Used by Capital and Related Financing Activities	<u>(22,477)</u>	<u>(21,977)</u>
Cash Flows from Investing Activities		
Purchases of Investment Securities	(18,318)	(24,107)
Proceeds from Sales and Maturities of Investment Securities	17,300	31,862
Interest on Investments	60	149
Net Cash Provided (Used) by Investing Activities	<u>(958)</u>	<u>7,904</u>
Net Increase in Cash and Cash Equivalents	223	7,307
Cash and Cash Equivalents, January 1	28,814	21,507
Cash and Cash Equivalents, December 31	<u>\$ 29,037</u>	<u>\$ 28,814</u>
Reconciliation of Operating Loss to		
Net Cash Provided (Used) by Operating Activities		
Operating Income	\$ 1,804	\$ 5,422
Adjustments		
Depreciation	7,326	7,310
Reversal of Construction in Progress	-	98
(Increase) Decrease in Assets		
Accounts Receivable	552	(867)
Inventories	-	(9)
Prepaid Expenses	(229)	(263)
Increase (Decrease) in Liabilities		
Accounts Payable	1,545	797
Accrued Expenses	(298)	983
Advance Deposits	251	(64)
Net Cash Provided by Operating Activities	<u>\$ 10,951</u>	<u>\$ 13,407</u>
Noncash Transactions Affecting Financial Position		
Decrease in Fair Value of Investments	\$ 9	\$ (29)
Total Noncash Transactions Affecting Financial Position	<u>\$ 9</u>	<u>\$ (29)</u>

The accompanying notes are an integral part of these financial statements.

**DOWNTOWN PHOENIX HOTEL CORPORATION**  
**An Arizona Nonprofit Corporation**  
(A Component Unit of the City of Phoenix, Arizona)

**NOTES TO THE FINANCIAL STATEMENTS**  
For the Fiscal Years Ended December 31, 2013 and 2012

The Downtown Phoenix Hotel Corporation (the Corporation) is a non-profit corporation established in January 2005 to facilitate the financing, development, construction, and operation of a full-service hotel in downtown Phoenix. The hotel began operations in October 2008.

**1. Summary of Significant Accounting Policies**

The accompanying financial statements of the Corporation have been prepared in conformity with accounting principles generally accepted in the United States of America ("GAAP") as applied to governmental units. The following is a summary of the significant policies:

**a. Reporting Entity**

The City Council of the City of Phoenix (the City) appoints the Corporation's Board of Directors, approves the annual budget, and approves amendments to the Articles of Incorporation and Bylaws. Upon future dissolution of the Corporation, remaining assets will revert to the City. Accordingly, the Corporation is considered to be a governmental unit for financial reporting purposes. Although the Corporation is legally separate from the City, governmental accounting standards require the Corporation to be reported as a discretely presented component unit of the City for financial reporting purposes because of the City Council's relationship to the Corporation. The Corporation prepares financial statements for use by the Board of Directors and other interested parties.

**b. Basic Financial Statements**

The basic financial statements constitute the core of the financial section of the Corporation's Annual Financial Report. The basic financial statements include the financial statements and the accompanying notes to these financial statements.

The financial statements (Statements of Net Position; Statements of Revenues, Expenses and Changes in Net Position; and Statements of Cash Flows) report on the Corporation as a whole. All activities are reported in the financial statements using the economic resources measurement focus and the accrual basis of accounting, which includes long-term assets and receivables and deferred outflows of resources, as well as long-term debt, obligations, and deferred inflows of resources. The financial statements focus more on the sustainability of the Corporation as an entity and the change in aggregate financial position resulting from the activities of the fiscal period.

The Statements of Net Position reports all financial resources of the entity and are displayed in a format of assets plus deferred outflows of resources less liabilities plus deferred inflows of resources equals net position, with the assets and liabilities shown in order of their relative liquidity. Net position is displayed in three components: 1) net investment in capital assets, 2) restricted and 3) unrestricted. Net investment in capital assets, are capital assets net of accumulated depreciation and reduced by outstanding balances of any bonds, mortgages, notes or other borrowings that are attributable to the acquisition, construction, or improvement of those assets. Restricted components of net position are those with constraints placed on their use. Those constraints are either 1) externally imposed by creditors (such as through debt covenants), grantors, contributors, or laws or regulations of other governments, or 2) imposed by law through constitutional provisions or enabling legislation. All components of net position not otherwise classified as restricted are shown as unrestricted. Generally, the Corporation would first apply restricted resources when an expense is incurred for purposes for which both restricted

**DOWNTOWN PHOENIX HOTEL CORPORATION**  
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(A Component Unit of the City of Phoenix, Arizona)

**NOTES TO THE FINANCIAL STATEMENTS**  
For the Fiscal Years Ended December 31, 2013 and 2012

and unrestricted net position is available. Reservations or designations of net position imposed by the reporting entity, whether by administrative policy or legislative actions of the reporting entity, are not shown on the accompanying financial statements.

The Statements of Revenues, Expenses and Changes in Net Position present information showing how the Corporation's net position changed during the most recent fiscal year. All changes in net position are reported as soon as the underlying event giving rise to the change occurs, regardless of the timing of related cash flows. Thus, revenues and expenses are reported in this statement for some items that will only result in cash flows in future periods e.g., accounts payable. This is the accrual method of accounting.

The Statements of Cash Flows provide information about the receipts and payments of the Corporation that result in changes to cash and cash equivalents. The cash flows are classified as operating activities, noncapital financing activities, capital and related financing activities, or investing activities.

**c. Basis of Accounting**

The Corporation's activities are accounted for as an enterprise fund and the accounting records are maintained on the accrual basis of accounting. Revenues are recognized when earned and expenses are recognized when incurred. The Corporation applies all Governmental Accounting Standards Board pronouncements in accounting and reporting for its proprietary operations.

The Corporation distinguishes operating revenues and expenses from non-operating items. Operating revenues are primarily derived from hotel operations including the rental of rooms and food and beverage sales. Revenue is recognized when rooms are occupied and services have been rendered. Operating expenses for the Corporation include the cost of sales and services, administrative expenses, and depreciation on capital assets. All revenues and expenses not meeting this definition are reported as non-operating revenues and expenses.

**d. Investments**

The Corporation's investments are governed by the underlying bond documents. The corporation reports all investments, deposits and associated risks in accordance with Governmental Accounting Standards Board Statements No. 31, "*Accounting and Financial Reporting for Certain Investments and for External Investment Pools*" and No. 40, "*Deposit and Investment Risk Disclosures*."

**e. Cash and Cash Equivalents**

Cash and cash equivalents are defined as highly liquid investments (including restricted cash and investments) with a maturity of three months or less from the date of purchase.

**f. Accounts Receivable**

Accounts receivable are reported net of an allowance for doubtful accounts. The allowance for doubtful accounts is based on management's assessment of the potential for losses, taking into account historical experience and currently available information.



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**NOTES TO THE FINANCIAL STATEMENTS**  
For the Fiscal Years Ended December 31, 2013 and 2012

**g. Inventories**

Inventory includes food and beverage inventory items which are generally valued at the lower of FIFO cost (first-in, first-out) or market.

**h. Capital Assets**

Capital assets are defined as assets with an initial, individual cost of more than \$5,000 and an estimated useful life greater than two years. Capital assets are recorded at cost if purchased or constructed.

Major outlays for capital assets and improvements are capitalized as the projects are constructed. Interest incurred during the construction phase of projects is reflected in the capitalized value of the asset constructed. The cost of normal maintenance and repairs that do not add to the value of the asset or materially extend assets lives are not capitalized. Major improvements are capitalized and depreciated over the remaining useful lives of the related capital assets.

Depreciable capital assets are depreciated or amortized using the straight-line method and the following estimated useful lives:

Buildings and improvements	5 to 40 years
Equipment	5 to 25 years
Intangible assets	5 to 20 years

Gain or loss is recognized when assets are retired from service or are otherwise disposed of.

**i. Noncurrent Liabilities**

In the financial statements, long-term debt and other long-term obligations are reported as liabilities in the statements of net position. Bond premiums and discounts are deferred and amortized over the life of the bonds using the interest method.

**j. Use of Estimates**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make a number of estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenditures during the reporting period. Actual results could differ from those estimates.

**k. Income Taxes**

The Corporation is an Arizona nonprofit corporation and a component unit of the City of Phoenix, a governmental agency, and is exempt from federal and state income taxes.

**l. New Accounting Pronouncement**

GASB Statement No. 65, *Items Previously Reported as Assets and Liabilities*,

**DOWNTOWN PHOENIX HOTEL CORPORATION**  
**An Arizona Nonprofit Corporation**  
(A Component Unit of the City of Phoenix, Arizona)

**NOTES TO THE FINANCIAL STATEMENTS**  
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establishes accounting and financial reporting standards that reclassify, as deferred outflows of resources or deferred inflows of resources, certain items that were previously reported as assets and liabilities and recognizes, as outflows of resources or inflows of resources, certain items that were previously reported as assets and liabilities. The requirements of this Statement are effective for financial statements for periods beginning after December 15, 2012. The Corporation has implemented this Statement in fiscal year 2013, which required the write-off of \$17,838,000 of unamortized debt issuance costs effective January 1, 2012.

**2. Cash and Investments**

Operating cash is maintained in a separate bank account. All other cash and investments of the Corporation are held by the trustee. The contract with the trustee calls for these deposits to be fully covered by collateral held in the trustee's trust department but not in the Corporation's name. The trust department pledges a pool of collateral against all trust deposits.

Cash and cash equivalents at December 31, was comprised of the following (in thousands):

	<u>2013</u>	<u>2012</u>	
Cash	\$ 1,522	\$ 3,487	
Short-term money market accounts	27,515	25,327	
Total cash and cash equivalents	\$ 29,037	\$ 28,814	

Investments at December 31, was comprised of the following (in thousands):

	<u>Credit Quality Rating</u>	<u>Fair Value</u>	<u>Weighted Average Maturity (Years)</u>
<b><u>2013</u></b>			
U.S. Treasury Securities	N/A (1)	\$ 30,609	0.809
<b><u>2012</u></b>			
U.S. Treasury Securities	N/A (1)	\$ 29,602	1.242

(1) U.S. Government Guaranteed

**Interest Rate Risk**

The Corporation manages its exposure to interest rate risk by attempting to match investment maturities with anticipated expenses, and by limiting maturities in reserve funds to five years or less.

**Credit Risk**

The Corporation limits its investments to the top ratings issued by nationally recognized statistical rating organizations such as Standard & Poor's ("S&P") and Moody's Investors Service ("Moody's"). The portfolio is invested in U.S. Treasury Securities.

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**Concentration of Credit Risk**

There were no investments in any one issuer that represented 5% or more of total Corporation investments at fair value as of December 31, 2013 and 2012.

**3. Capital Assets**

A summary of changes in capital assets for the years ended December 31, is as follows (in thousands):

	Beginning Balance	Increases	Decreases	Ending Balance
<u>2013</u>				
Non-depreciable assets:				
Land	\$ 1,150	\$ -	\$ -	\$ 1,150
Construction in progress	-	21	-	21
Intangible assets	95	-	-	95
Total non-depreciable assets	1,245	21	-	1,266
Depreciable assets:				
Buildings	276,143	345	-	276,488
Improvements	537	-	-	537
Equipment	3,717	38	-	3,755
Intangible assets	82	-	-	82
Total depreciable assets	280,479	383	-	280,862
Less accumulated depreciation for:				
Buildings	(29,321)	(6,913)	-	(36,234)
Improvements	(153)	(36)	-	(189)
Equipment	(1,239)	(358)	-	(1,597)
Intangible assets	(32)	(18)	-	(50)
Total accumulated depreciation	(30,745)	(7,325)	-	(38,070)
Total depreciable assets, net	249,734	(6,942)	-	242,792
Capital assets, at cost, net	\$ 250,979	\$ (6,921)	\$ -	\$ 244,058

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	Beginning Balance	Increases	Decreases	Ending Balance
<u>2012</u>				
Non-depreciable assets:				
Land	\$ 1,150	\$ -	\$ -	\$ 1,150
Construction in progress	247	-	(247)	-
Intangible assets	95	-	-	95
Total non-depreciable assets	1,492	-	(247)	1,245
Depreciable assets:				
Buildings	276,143	-	-	276,143
Improvements	537	-	-	537
Equipment	3,567	150	-	3,717
Intangible assets	82	-	-	82
Total depreciable assets	280,329	150	-	280,479
Less accumulated depreciation for:				
Buildings	(22,412)	(6,909)	-	(29,321)
Improvements	(117)	(36)	-	(153)
Equipment	(890)	(349)	-	(1,239)
Intangible assets	(16)	(16)	-	(32)
Total accumulated depreciation	(23,435)	(7,310)	-	(30,745)
Total depreciable assets, net	256,894	(7,160)	-	249,734
Capital assets, at cost, net	\$ 258,386	\$ (7,160)	\$ (247)	\$ 250,979

There was no interest capitalized in fiscal years 2013 and 2012.

**4. Bonds Payable**

On December 20, 2005, the Corporation issued \$156,710,000 in Senior Revenue Bonds (Series 2005A), \$164,425,000 in Subordinate Revenue Bonds (Series 2005B), and \$28,865,000 in Subordinate Revenue Bonds Taxable (Series 2005C). The proceeds of the bonds were used to finance the planning, design, engineering, development, construction, equipping, furnishing and opening of an approximately 1,000 room, full-service, first-class downtown hotel. Series 2005A and 2005B bonds maturing on or after July 1, 2016 are subject to redemption at the option of the Corporation, in whole or in part on any date on or after January 1, 2016. The Series 2005C bonds are subject to redemption at the option of the Corporation, in whole or in part on any date.

The only change in the bonds payable was a principle reduction of \$4,890,000 in the fiscal year ended December 31, 2013, and a principal reduction of \$4,565,000 in the fiscal year ended December 31, 2012.

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Debt service requirements, including principal and interest are as follows:

Fiscal Year Ending December 31	Principal	Interest	Total
<b>Senior Revenue Bonds, Series 2005A</b>			
2014	\$ 1,810,000	\$ 7,599,575	\$ 9,409,575
2015	1,995,000	7,504,450	9,499,450
2016	2,190,000	7,397,088	9,587,088
2017	2,400,000	7,276,600	9,676,600
2018	2,625,000	7,161,100	9,786,100
2019-2023	16,465,000	33,840,212	50,305,212
2024-2028	23,890,000	28,767,475	52,657,475
2029-2033	33,570,000	21,579,500	55,149,500
2034-2038	46,005,000	11,695,625	57,700,625
2039-2043	22,655,000	1,149,625	23,804,625
	<u>\$ 153,605,000</u>	<u>\$ 133,971,250</u>	<u>\$ 287,576,250</u>

Coupon rates	<u>4.0 - 5.25%</u>
Effective interest rate	<u>5.29%</u>

Fiscal Year Ending December 31	Principal	Interest	Total
<b>Subordinate Revenue Bonds, Series 2005B</b>			
2014	\$ -	\$ 8,102,069	\$ 8,102,069
2015	-	8,102,069	8,102,069
2016	-	8,102,069	8,102,069
2017	-	8,102,069	8,102,069
2018	-	8,102,069	8,102,069
2019-2023	20,815,000	38,531,534	59,346,534
2024-2028	30,950,000	31,849,612	62,799,612
2029-2033	39,120,000	23,449,688	62,569,688
2034-2038	49,910,000	12,389,750	62,299,750
2039-2043	23,630,000	1,196,000	24,826,000
	<u>\$ 164,425,000</u>	<u>\$ 147,926,928</u>	<u>\$ 312,351,928</u>

Coupon rates	<u>4.125 - 5.0%</u>
Effective interest rate	<u>5.09%</u>

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**Subordinate Revenue Bonds, Taxable Series 2005C**

2014	\$	3,420,000	\$	1,094,005	\$	4,514,005
2015		3,600,000		911,476		4,511,476
2016		3,790,000		718,398		4,508,398
2017		3,990,000		513,963		4,503,963
2018		4,200,000		297,737		4,497,737
2019		3,515,000		93,323		3,608,323
	\$	22,515,000	\$	3,628,902	\$	26,143,902

Coupon rates	5.13 - 5.31%
Effective interest rate	5.67%

**Total Debt Service Requirements**

2014	\$	5,230,000	\$	16,795,649	\$	22,025,649
2015		5,595,000		16,517,995		22,112,995
2016		5,980,000		16,217,555		22,197,555
2017		6,390,000		15,892,632		22,282,632
2018		6,825,000		15,560,906		22,385,906
2019-2023		40,795,000		72,465,069		113,260,069
2024-2028		54,840,000		60,617,087		115,457,087
2029-2033		72,690,000		45,029,188		117,719,188
2034-2038		95,915,000		24,085,375		120,000,375
2039-2043		46,285,000		2,345,625		48,630,625
	\$	340,545,000	\$	285,527,081	\$	626,072,081

**5. Related Party Transactions**

The City of Phoenix (the "City") acquired the land (the "Site") upon which the Hotel is located in March 2005. Pursuant to a ground lease dated as of December 1, 2005, between the City and the Corporation, the City will lease the Site and the Hotel constructed thereon to the Corporation. The term of the ground lease commenced as of the date of issuance of the Series 2005 Bonds and will terminate on December 1, 2040, or such later date as of which no Series 2005 Bonds or additional bonds maturing on or prior to December 1, 2040, are outstanding. The City may not terminate the ground lease for any reason prior to the end of the term of the ground lease. Under the ground lease, the Corporation will make lease payments to the City in the aggregate amount of \$3,600,000 (for amounts paid to acquire the Site and other related expenditures made by the City prior to the issuance of the Series 2005 Bonds) at the times and solely from amounts available for such purpose in the City Payments Account of the Excess Revenue Fund.

The Corporation paid the City \$750 in fiscal year 2013 and \$1,500 in fiscal year 2012 for permits, plan reviews and other construction related work performed by the City's Engineering and Architectural Services staff. The Corporation also paid the City \$120,184 and \$140,170 for administrative services in fiscal year 2013 and 2012, respectively.

**6. Deposit in Trust**

On the date of issuance of the Series 2005A Bonds, the City deposited \$10,300,000 to the Senior Special Debt Service Reserve Fund. The City will be repaid by the Corporation from the first amounts deposited to the Excess Revenue Fund.

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**7. Commitments and Contingencies**

The Corporation has entered into a contract with Starwood Hotels and Resorts Management Company to operate the Hotel. The Operating Agreement covers the first fifteen years of operations and includes a base management fee of \$1.2 million in the initial year of operations and increasing to \$3.16 million by the fifteenth year. Per the Operating Agreement all hotel personnel are employees of Starwood, and not the Corporation. Certain hotel personnel are members of the UNITE HERE union and have entered into a collective bargaining agreement with Starwood.

The Hotel is involved in various claims arising in the ordinary course of business, none of which, in the opinion of management, if determined adversely against the Hotel, will have a material adverse effect on the financial condition, results of operations, or liquidity of the Downtown Phoenix Hotel Corporation.

**8. Employee Benefit Plan**

Starwood sponsors various defined contribution plans, including the Starwood Hotels & Resorts Worldwide, Inc. Savings and Retirement Plan (the Plan), which is a voluntary defined contribution plan allowing participation by employees on U.S. payroll who meet certain age and service requirements. Hotel employees participate in the Plan.

Each participant may contribute on a pretax basis between 1% and 50% of his or her compensation to the Plan subject to certain maximum limits. The Plan also contains provisions for matching contributions to be made by the Hotel, which are based on a portion of a participant's eligible compensation. The Hotel contributions were \$312,611 in 2013 and \$315,368 in 2012.

**9. Subsequent Event**

On January 24, 2014, Gary Verburg resigned his position as Vice President of the Board. The Vice President position remains vacant through the date of the Independent Auditor's Report.

The Corporation has evaluated subsequent events through May 28, 2014, the date the financial statements were available to be issued.