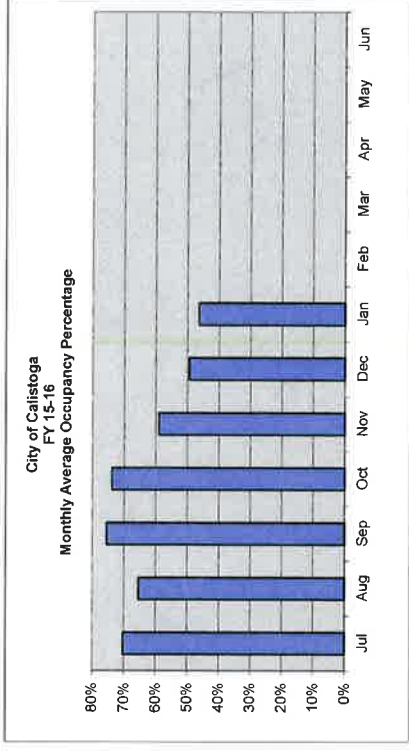
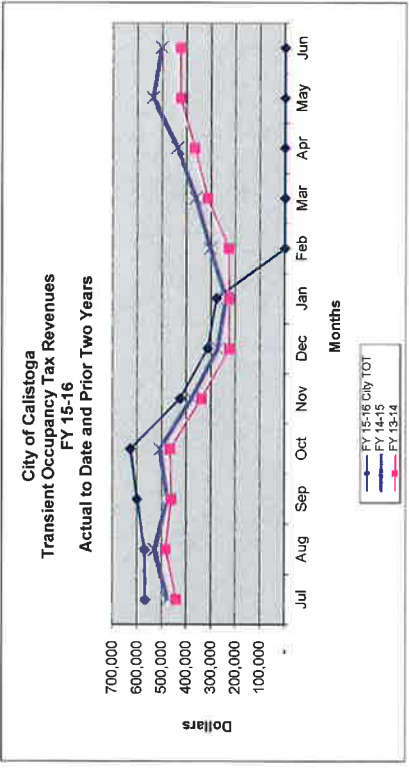


**Transient Occupancy Tax/NVTID Revenues
Cash Flow Actuals and Projections
Fiscal Year 2015-16**

	Actual												Total
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
TOT & NVTID Revenues													
Average Number of Rooms	764												
FY 15-16 City TOT	12%	565,359	568,714	600,312	627,462	425,329	314,063	278,577					3,379,815
NVTID Tax	2%												
Local TID Allocation (25%)		23,557	23,696	25,013	26,144	17,722	13,086	11,607					140,826
County TID Allocation (74%)		69,728	70,141	74,039	77,387	52,457	36,734	34,358					416,844
City Administration (1%)		942	948	1,001	1,046	709	523	464					5,633
Total NVTID Tax		94,226	94,786	100,052	104,577	70,888	52,344	46,429					563,303
Occupancy and Daily Rates													
Room Nights Available		22,971	22,971	22,230	22,971	22,410	22,376	22,382					158,311
Room Nights Rented		16,138	15,009	16,783	16,943	13,228	11,053	10,374					99,528
Average Occupancy Percentage		70%	65%	75%	74%	59%	49%	46%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	63%
Average Room Rate		\$ 291.94	\$ 315.76	\$ 298.08	\$ 308.61	\$ 267.95	\$ 236.79	\$ 223.78	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 282.99

	Actual												Total
	July	August	September	October	November	December	January	February	March	April	May	June	
Estimates & Projections													
City Transient Occupancy Tax													
Prior Years Actuals													
FY 14-15	764	477,303	529,669	478,000	508,180	380,139	273,789	239,895	305,163	383,591	439,751	536,127	5,037,134
FY 13-14	690	444,939	488,018	465,346	470,670	344,176	229,605	230,428	232,236	318,561	372,410	428,990	4,456,456
FY 12-13	690	406,000	422,807	425,369	411,105	284,727	208,911	187,041	210,635	295,168	318,797	383,319	3,950,623
FY 11-12	692	411,037	394,409	418,892	399,283	256,691	208,670	171,854	218,558	257,380	303,037	343,761	3,764,680
FY 10-11	692	351,488	364,842	369,965	382,464	241,116	183,018	151,898	182,493	225,227	284,421	321,785	3,431,506
FY 09-10	692	309,043	332,157	347,058	348,903	217,336	151,063	131,104	153,927	209,149	237,468	307,171	3,062,370
FY 08-09	692	354,754	420,039	370,275	376,974	227,816	151,621	146,230	158,338	190,826	230,708	286,820	3,200,759
TOT Revenues - Average of Seven Years		383,509	421,706	410,695	413,940	278,657	200,954	179,762	208,764	265,700	312,370	372,853	3,843,361
Percent of Total Annual		10.2%	11.0%	10.7%	10.8%	7.3%	5.2%	4.7%	5.4%	8.1%	9.7%	10.0%	100.0%
Original Adopted Budget Estimate		503,555	558,801	504,290	538,671	387,245	286,137	250,676	320,421	383,589	463,937	570,415	5,311,540
Revised Estimate		565,359	568,714	600,312	627,462	425,329	314,063	278,577	322,332	385,500	465,648	572,326	5,661,540
Actual TOT Revenue		565,359	568,714	600,312	627,462	425,329	314,063	278,577	322,332	385,500	465,648	572,326	5,661,540
Difference from Latest Estimate		0	0	(0)	(0)	0	0	0	-	-	-	-	-
		0	0	(0)	(0)	0	0	0	0	0	0	0	0



City of Calistoga
City Transient Occupancy Tax Revenues [1] [2]

CHART 2

	By Fiscal Years												Percent of Total Year		
	FY 05-06	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11	FY 11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16	Completed FY Years Average	Mth	Qtr	Semi
July	247,442	263,141	320,979	354,754	369,043	351,480	411,037	408,000	444,939	477,303	565,359	377,408	10.6%	10.6%	10.6%
August	252,454	373,455	373,455	420,039	332,157	364,842	422,807	422,807	468,018	529,669	568,714	409,879	11.4%	11.4%	11.4%
September	250,935	278,344	379,601	370,275	348,903	369,985	418,832	425,369	465,346	478,000	600,312	395,490	11.4%	11.4%	11.4%
October	166,511	179,453	246,742	227,816	217,336	382,464	411,105	411,105	470,670	508,100	627,462	401,292	7.7%	7.7%	7.7%
November	120,172	126,944	172,657	151,621	183,018	241,116	208,670	208,670	344,176	390,139	425,329	270,003	7.7%	7.7%	7.7%
December	99,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,428	239,835	278,577	194,592	5.6%	5.6%	5.6%
January	139,349	138,661	177,840	158,338	171,840	182,493	218,558	210,635	232,236	305,163	314,063	174,291	4.9%	4.9%	4.9%
February	161,293	178,125	246,418	190,826	209,149	225,227	257,300	295,168	318,561	363,591	438,751	222,340	5.0%	5.0%	5.0%
March	193,393	209,352	261,720	230,708	237,468	284,421	303,367	318,797	372,410	438,751	538,127	259,187	7.4%	7.4%	7.4%
April	218,214	241,735	349,954	286,820	307,171	321,785	343,761	365,319	428,990	503,586	583,127	310,898	8.9%	8.9%	8.9%
May	232,236	260,861	371,878	286,556	317,990	372,828	381,168	396,744	431,077	503,586	627,462	323,157	9.2%	9.2%	9.2%
June	232,236	260,861	371,878	286,556	317,990	372,828	381,168	396,744	431,077	503,586	627,462	323,157	9.2%	9.2%	9.2%
Annual Totals	2,331,443	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,764,660	3,950,623	4,456,456	5,037,134	3,379,815	3,503,363	100.0%	100.0%	100.0%

	By Calendar Year												
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
1st Quarter	750,181	804,589	1,074,035	1,145,069	988,258	1,086,315	1,086,315	1,224,278	1,224,278	1,254,176	1,484,972	1,734,385	16.8%
2nd Quarter	537,618	570,595	799,436	795,412	717,302	806,586	806,586	864,644	864,644	904,743	1,102,108	1,366,654	16.8%
3rd Quarter	399,821	432,414	551,856	495,394	494,180	559,558	559,558	641,792	641,792	692,844	781,225	908,589	16.3%
4th Quarter	643,843	711,948	993,552	803,884	862,629	979,034	979,034	1,027,966	1,027,966	1,098,860	1,481,465	1,818,577	16.3%
1st Half Trend	1,287,778	1,375,184	1,873,471	1,940,481	1,705,560	1,892,903	1,892,903	2,089,922	2,089,922	2,158,919	2,442,754	2,847,080	17.2%
2nd Half Trend	1,043,664	1,144,362	1,529,389	1,259,278	1,356,810	1,538,592	1,538,592	1,675,759	1,675,759	1,791,704	2,013,702	2,390,054	18.7%
Annual Totals	2,418,848	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,431,506	3,764,660	3,764,660	4,256,456	5,037,134	3,379,815	100.0%

	By Calendar Year												
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	
January	99,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,428	239,835	278,577	194,592	5.6%
February	139,349	138,661	177,840	158,338	171,840	182,493	218,558	210,635	232,236	305,163	314,063	174,291	4.9%
March	161,293	178,125	246,418	190,826	209,149	225,227	257,300	295,168	318,561	363,591	438,751	222,340	5.0%
April	193,393	209,352	261,720	230,708	237,468	284,421	303,367	318,797	372,410	438,751	538,127	259,187	7.4%
May	218,214	241,735	349,954	286,820	307,171	321,785	343,761	365,319	428,990	503,586	583,127	310,898	8.9%
June	232,236	260,861	371,878	286,556	317,990	372,828	381,168	396,744	431,077	503,586	627,462	323,157	9.2%
July	263,141	320,979	354,754	369,043	351,480	411,037	408,000	444,939	477,303	565,359	568,714	409,879	11.4%
August	278,344	379,601	379,601	420,039	332,157	364,842	422,807	422,807	468,018	529,669	568,714	409,879	11.4%
September	250,935	278,344	379,601	370,275	348,903	369,985	418,832	425,369	465,346	478,000	600,312	395,490	11.4%
October	166,511	179,453	246,742	227,816	217,336	382,464	411,105	411,105	470,670	508,100	627,462	401,292	7.7%
November	120,172	126,944	172,657	151,621	183,018	241,116	208,670	208,670	344,176	390,139	425,329	270,003	7.7%
December	99,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,428	239,835	278,577	194,592	5.6%
Annual Totals	2,418,848	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,764,660	3,950,623	4,456,456	5,037,134	3,379,815	3,503,363	100.0%

[1] From monthly Operator reports for month. Does not reconcile to actual monthly receipts due to delay in reporting, tax payments and delinquencies
[2] In July 2010 additional 2% Napa Valley Tourist Tax Ordinance effective - Increase Tax Rate by 16.6%

Chart 3

City of Calistoga
Fiscal Monthly TOT Revenues

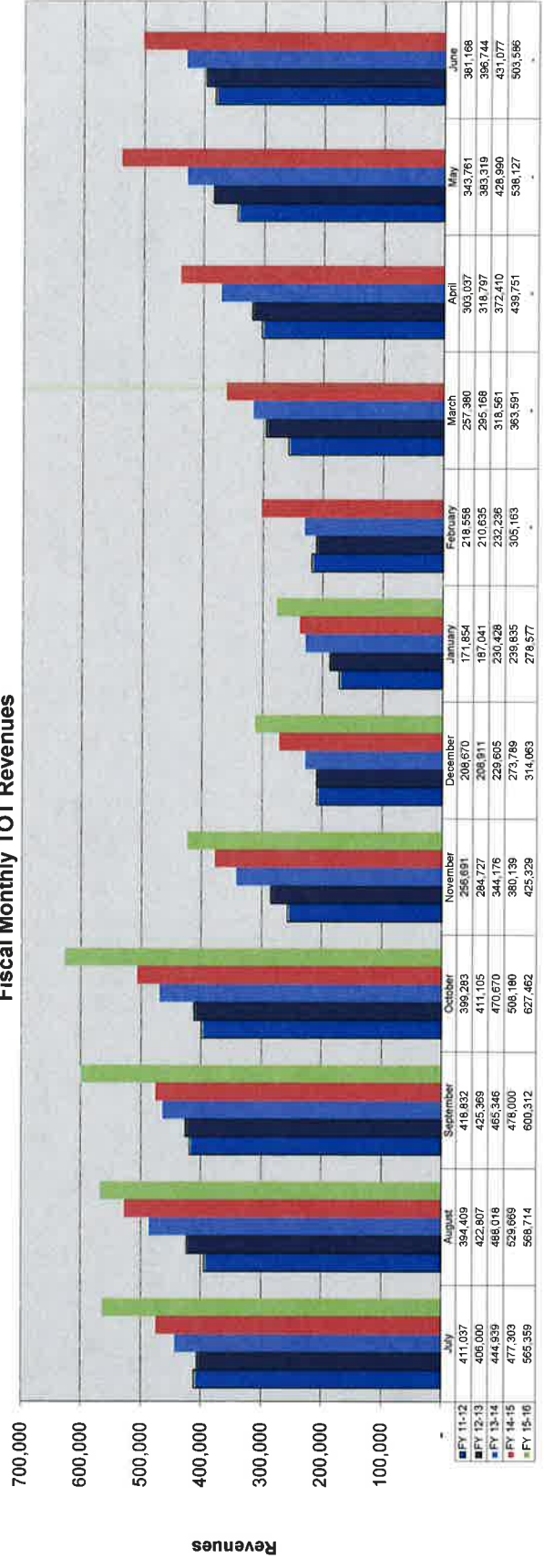
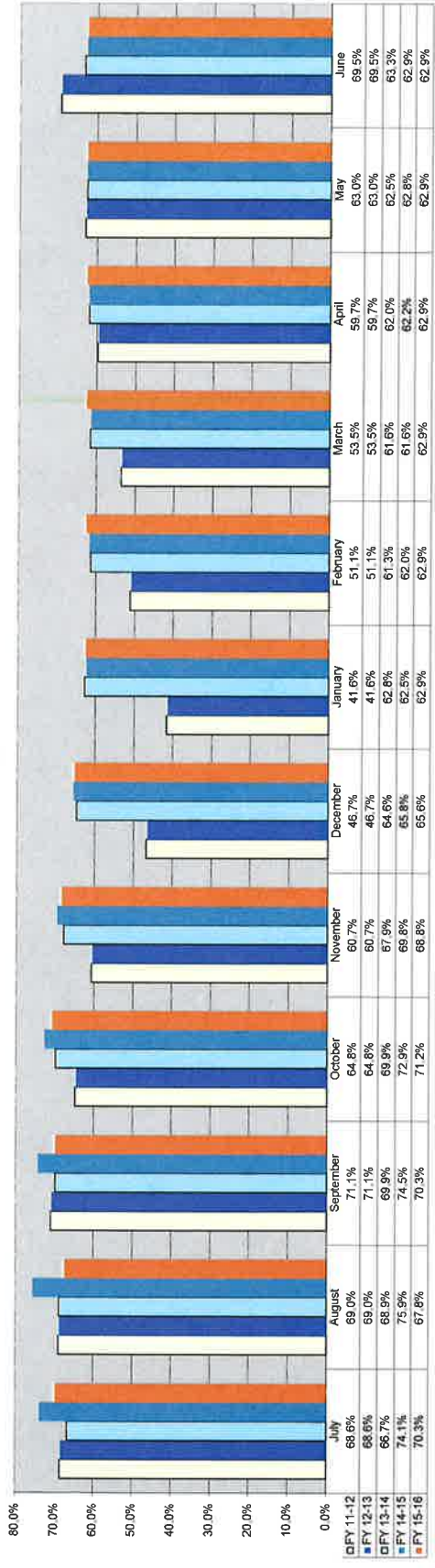


Chart 4

City of Calistoga
Monthly Occupancy Rates - All Types



City of Callistoga
Average Monthly Rates - All Types

Chart 5

