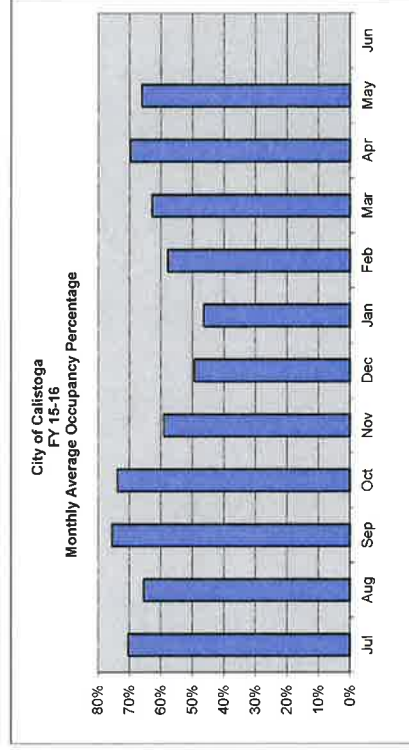
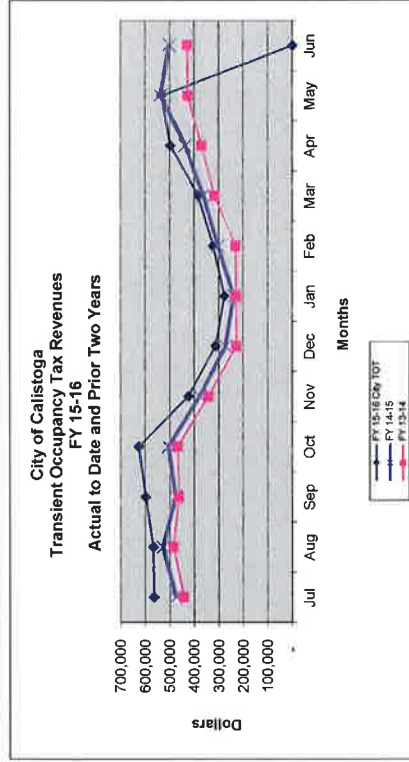


**Transient Occupancy Tax/NVTID Revenues
Cash Flow Actuals and Projections
Fiscal Year 2015-16**

	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	323,754	385,039	498,805	533,365	-	5,120,779
NVTID Tax	2%													
Local TID Allocation (25%)		23,557	23,696	25,013	26,144	17,722	13,086	11,607	13,490	16,043	20,784	22,224	-	213,366
County TID Allocation (74%)		69,728	70,141	74,039	77,387	52,457	38,734	34,358	39,930	47,488	61,519	65,782	-	631,563
City Administration (1%)		942	948	1,001	1,046	709	523	464	540	642	831	889	-	8,535
Total NVTID Tax		94,226	94,786	100,052	104,577	70,888	52,344	46,429	53,959	64,173	83,134	88,894	-	853,463
Occupancy and Daily Rates														
Room Nights Available		22,971	22,230	22,971	22,410	22,376	22,382	21,022	21,022	22,296	21,662	23,002	-	246,293
Room Nights Rented		16,138	15,009	16,783	16,943	13,228	11,053	10,374	12,136	13,991	15,097	15,188	-	155,940
Average Occupancy Percentage		70%	65%	75%	74%	59%	49%	48%	58%	63%	70%	66%	#DIV/0!	63%
Average Room Rate		\$ 291.94	\$ 315.76	\$ 298.08	\$ 308.61	\$ 267.95	\$ 236.79	\$ 223.78	\$ 222.31	\$ 229.34	\$ 275.33	\$ 292.65	#DIV/0!	\$ 273.65

Estimates & Projections

	Actual												Total	
	July	August	September	October	November	December	January	February	March	April	May	June		
City Transients Actuals														
Prior Years Actuals														
FY 14-15	764	477,303	529,669	478,000	508,180	380,139	273,789	239,835	303,163	363,591	439,751	538,127	503,586	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	431,077	4,456,456
FY 12-13	690	408,000	422,807	425,389	411,105	284,727	208,911	187,041	210,635	295,188	318,797	383,319	396,744	3,950,623
FY 11-12	692	411,037	394,409	418,832	399,283	256,691	208,670	171,854	218,558	257,390	303,037	343,761	381,168	3,764,680
FY 10-11	692	351,488	364,842	369,985	382,464	241,116	185,018	151,838	182,493	225,227	284,421	321,785	372,828	3,431,508
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	317,990	3,062,370
FY 08-09	692	354,754	420,039	370,275	376,974	227,818	151,621	146,230	159,338	190,826	230,708	286,820	286,356	3,200,759
TOT Revenues - Average of Seven Years		393,509	421,706	410,695	413,940	278,857	200,954	179,762	208,764	265,700	312,370	372,853	384,250	3,843,361
Percent of Total Annual		10.2%	11.0%	10.7%	10.8%	7.3%	5.2%	4.7%	5.4%	6.9%	8.1%	9.7%	10.0%	100.0%
Original Adopted Budget Estimate		503,555	558,801	504,290	538,671	397,245	286,137	250,676	320,421	383,589	463,937	570,415	533,804	5,311,540
Revised Estimate		565,359	568,714	600,312	627,462	425,329	314,063	278,577	323,754	385,000	465,848	575,000	583,044	5,711,540
Actual TOT Revenue		565,359	568,714	600,312	627,462	425,329	314,063	278,577	323,754	385,039	498,805	533,365	-	5,120,778
Difference from Latest Estimate		(0)	(0)	0	0	(0)	(0)	(0)	1,422	(461)	32,957	(41,635)	-	(7,717)



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

CHART 2

Completed FY Years Average	Percent of Total Year		
	Mth	Qtr	Seml
377,466	10.3%		
400,679	10.9%		
396,490	10.9%	32.1%	
401,292	11.0%		
270,003	7.4%		
194,592	5.3%	23.6%	55.6%
170,847	4.7%		
233,723	5.6%		
257,343	7.0%	17.3%	
304,533	8.3%		
359,366	8.8%		
323,157	8.8%	27.0%	44.2%
3,661,662	100.0%	100.0%	100.0%

	By Fiscal Years											
	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	% Change
July	247,442	263,141	320,979	354,754	309,043	351,488	411,037	406,000	444,939	477,303	565,359	18.4%
August	252,454	263,104	373,455	420,039	332,157	369,642	394,409	422,807	466,018	529,669	560,714	7.4%
September	250,265	278,344	379,601	370,275	347,058	369,985	418,832	425,369	465,346	478,000	500,312	25.6%
October	250,935	264,198	374,037	376,974	348,903	382,484	399,283	411,105	470,670	508,180	627,462	23.5%
November	166,511	179,453	246,742	227,816	217,336	241,116	256,691	284,727	344,176	380,139	425,329	11.9%
December	120,172	126,844	172,657	151,621	151,063	183,018	208,671	206,911	229,605	273,789	314,063	14.7%
January	99,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,429	239,835	278,577	16.2%
February	139,349	138,661	177,840	159,338	153,927	182,493	218,558	210,635	232,236	305,163	323,754	6.1%
March	161,293	178,125	246,174	190,826	209,149	225,227	257,380	285,168	318,561	363,591	385,039	5.9%
April	193,393	209,362	261,720	230,708	237,468	284,421	303,037	318,797	372,410	439,751	498,805	13.4%
May	216,214	241,735	349,954	286,820	307,171	321,785	343,761	383,319	428,990	536,127	533,365	-0.9%
June	232,236	260,861	371,878	296,356	317,990	372,828	381,168	396,744	431,077	503,586	533,365	8.8%
Annual Totals	2,331,443	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,764,680	3,950,623	4,456,456	5,037,134	5,120,779	1.7%

Fiscal Quarters

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	% Change
1st Quarter Trend	750,161	804,689	1,074,035	1,145,069	988,258	1,086,315	1,224,276	1,254,176	1,398,303	1,484,972	6.2%
2nd Quarter Trend	537,818	570,595	793,436	756,412	717,302	605,569	864,644	864,644	1,044,451	1,162,109	11.3%
3rd Quarter Trend	597,821	432,474	351,656	495,394	494,160	559,559	647,792	652,044	781,223	906,589	15.3%
4th Quarter Trend	643,843	711,948	993,562	803,884	862,659	979,034	1,027,968	1,066,860	1,232,477	1,481,465	20.2%
1st Half Trend	1,287,778	1,376,184	1,867,471	1,901,481	1,705,560	1,892,913	2,088,922	2,158,919	2,442,754	2,647,080	8.4%
2nd Half Trend	1,043,664	1,143,362	1,535,409	1,299,278	1,356,810	1,539,592	1,675,758	1,791,704	2,013,702	2,390,054	18.7%
Annual Totals	2,331,443	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,764,680	3,950,623	4,456,456	5,037,134	13.0%

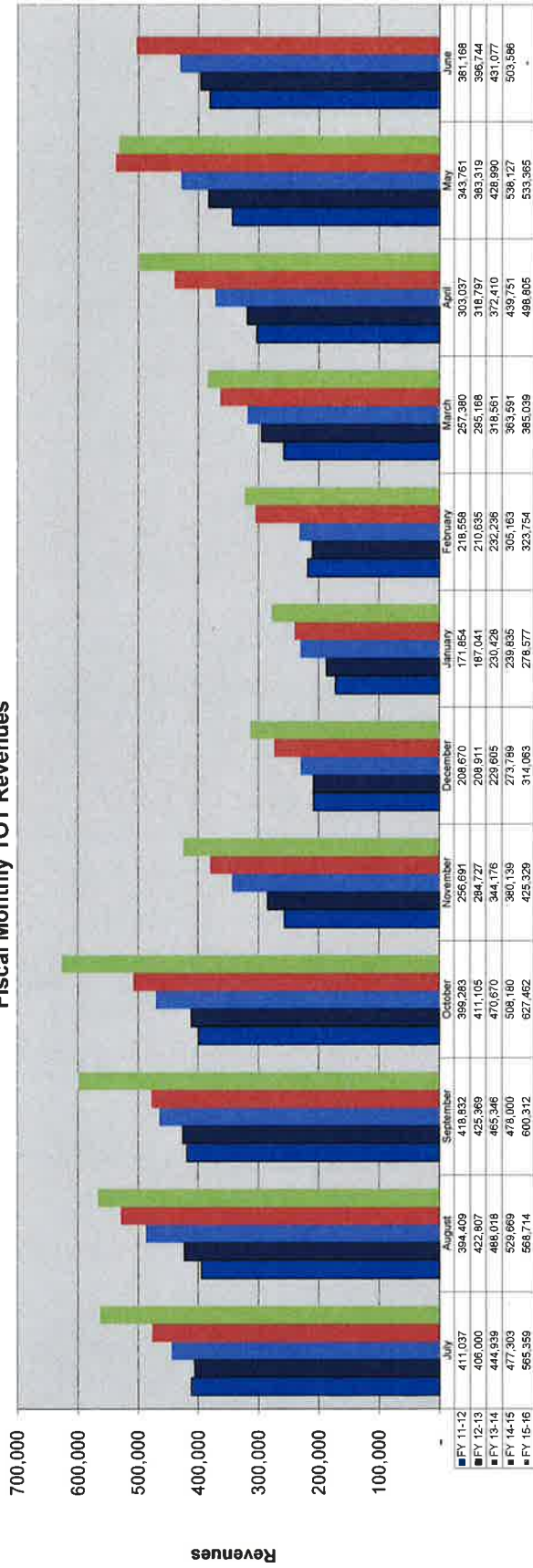
By Calendar Year

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	% Change
January	69,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,429	239,835	239,835
February	139,349	138,661	177,840	159,338	153,927	182,493	218,558	210,635	232,236	305,163	305,163
March	161,293	178,125	246,418	190,826	209,149	225,227	257,380	293,168	318,561	372,410	372,410
April	183,393	209,362	261,720	230,708	237,468	284,421	303,037	318,797	372,410	439,751	439,751
May	218,214	241,735	349,954	286,820	307,171	321,785	343,761	383,319	428,990	536,127	536,127
June	232,236	260,861	371,878	296,356	317,990	372,828	381,168	396,744	431,077	503,586	503,586
July	263,141	320,979	354,754	308,043	351,488	372,828	406,000	444,939	477,303	565,359	565,359
August	278,344	373,455	420,039	332,157	364,842	394,409	422,807	488,018	529,669	627,462	627,462
September	284,198	379,601	376,974	347,058	369,965	418,832	425,369	465,346	478,000	600,312	600,312
October	179,453	246,742	227,816	346,903	382,464	399,283	411,105	470,670	508,180	627,462	627,462
November	126,944	172,657	151,621	151,063	183,018	208,671	229,605	229,605	273,789	425,329	425,329
December	99,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,429	239,835	239,835
Annual Totals	2,418,848	3,011,833	3,436,890	3,004,838	3,248,723	3,627,514	3,834,677	4,234,458	4,660,781	5,491,293	5,491,293

[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 .16.66%

Chart 3

City of Calistoga
Fiscal Monthly TOT Revenues



Months

City of Calistoga
Monthly Occupancy Rates - All Types

Chart 4

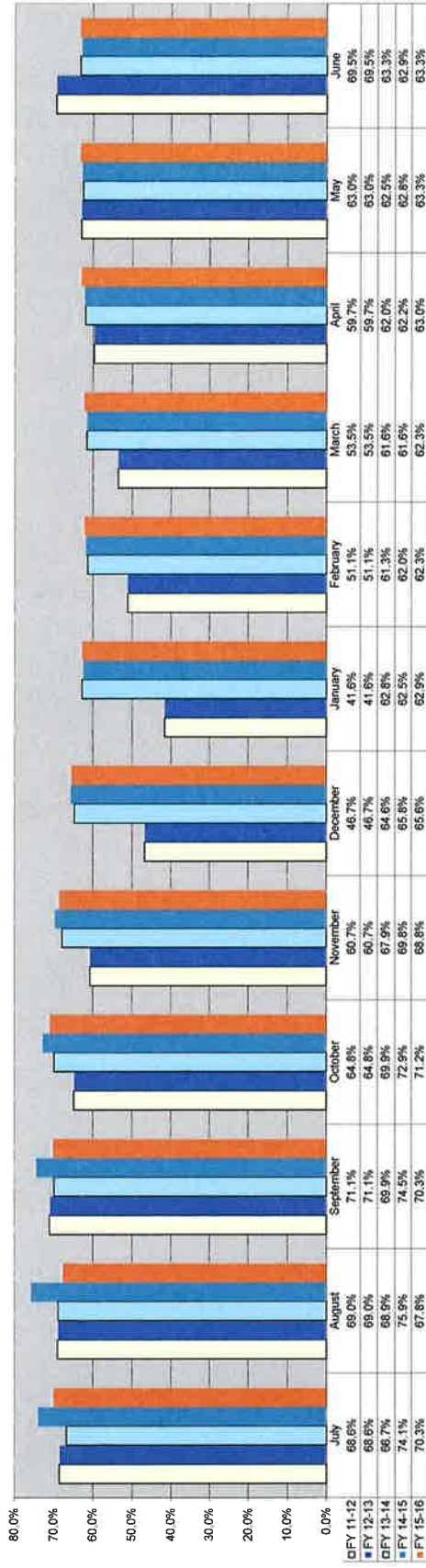


Chart 5

City of Calistoga
Average Monthly Rates - All Types

