

June 2012

City of Calistoga

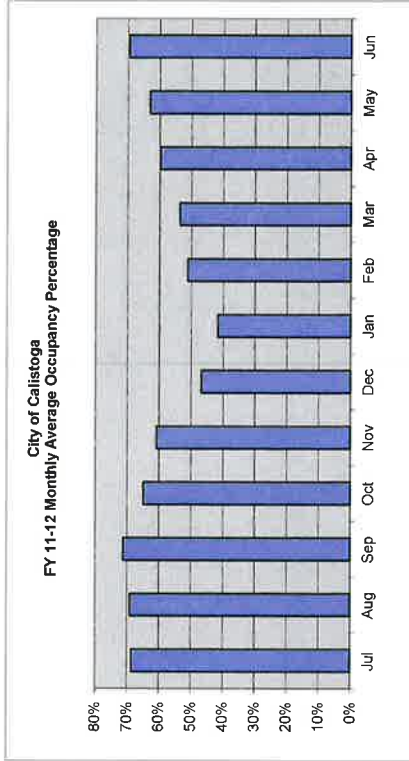
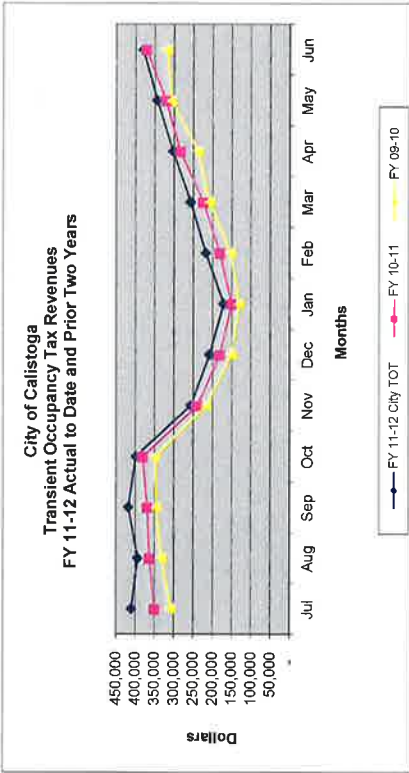
CHART 1

Transient Occupancy Tax/NVTID Revenues
Cash Flow Actuals and Projections
Fiscal Year 2011-12

		Actual												Total
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
TOT & NVTID Revenues														
Average Number of Rooms	688													
FY 11-12 City TOT	12%	411,037	394,409	418,832	399,283	256,691	208,670	171,854	218,558	257,380	303,037	343,761	381,168	3,764,680
NVTID Tax	2%													
Local TID Allocation (25%)		17,127	16,434	17,451	16,637	10,695	8,695	7,161	9,107	10,724	12,627	14,323	15,882	156,862
County TID Allocation (74%)		50,695	48,644	51,656	49,245	31,659	25,736	21,195	26,955	31,744	37,375	42,397	47,011	464,311
City Administration (1%)		685	657	698	665	428	348	286	364	429	505	573	635	6,274
Total NVTID Tax		68,506	65,735	69,805	66,547	42,782	34,778	28,642	36,426	42,897	50,506	57,293	63,528	627,447
Occupancy and Daily Rates														
Room Nights Available		21,018	21,018	19,320	20,350	19,481	20,492	20,708	19,322	20,671	19,729	19,666	19,200	240,975
Room Nights Rented		14,425	14,512	13,736	13,193	11,826	9,579	8,620	9,876	11,065	11,779	12,393	13,344	144,348
Average Occupancy Percentage		69%	69%	71%	65%	61%	47%	42%	51%	54%	60%	63%	70%	60%
Average Room Rate		\$ 237.46	\$ 226.48	\$ 254.10	\$ 252.21	\$ 180.88	\$ 181.53	\$ 166.14	\$ 184.42	\$ 193.84	\$ 214.39	\$ 231.15	\$ 238.04	\$ 217.34

Estimates & Projections

		Actual												Total
		July	August	September	October	November	December	January	February	March	April	May	June	Total
City Transient Occupancy Tax	Avg Rooms													
Prior Years Actuals														
FY 10-11	690	351,488	364,842	369,985	382,464	241,116	183,018	151,838	182,493	225,227	284,421	321,785	372,828	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	317,990	3,062,370
FY 08-09		354,754	420,039	370,275	376,974	227,816	151,621	146,230	158,338	190,826	230,708	286,620	286,356	3,200,759
FY 07-08		320,979	373,455	379,601	374,037	246,742	172,657	127,599	177,840	246,418	261,720	349,954	371,878	3,402,860
FY 06-07		263,141	263,104	278,344	264,198	179,453	126,944	115,628	138,661	178,125	209,352	241,735	260,861	2,519,546
TOT Revenues - Average of Five Years		319,881	350,719	348,053	349,315	222,493	157,060	134,480	162,252	209,949	244,734	301,493	321,983	3,123,412
Percent of Total Annual		10.2%	11.2%	11.2%	11.2%	7.1%	5.0%	4.3%	5.2%	6.7%	7.8%	9.7%	10.3%	100.0%
Original Adopted Budget Estimate		356,147	390,491	386,626	388,918	247,717	174,867	149,726	180,647	233,752	272,480	335,674	358,486	3,477,521
Revised Estimate		370,739	406,480	404,548	404,853	257,867	182,031	155,861	188,046	243,329	263,644	349,427	373,174	3,620,000
Actual & projected TOT Revenue		411,037	394,409	418,832	399,283	256,691	208,670	171,854	218,558	257,380	303,037	343,761	381,168	3,764,680
Difference from Latest Estimate		40,299	(12,070)	14,283	(5,570)	(1,176)	26,639	15,994	30,510	14,051	19,393	(5,666)	7,993	144,680



[1] Preliminary Actual for fiscal year
 [2] Adopted estimate was 5.5% from prior year final estimate
 [3] This is a preliminary revision at 5.5% above the preliminary actual revenues from the prior year

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

CHART 2

	By Fiscal Years									
	FY 04-05	FY 05-06	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11	FY 11-12	% Change	% Change
July	236,654	247,442	263,141	320,979	364,754	309,043	351,488	411,037	13.7%	16.9%
August	241,715	252,454	263,104	373,455	420,039	332,157	364,842	394,409	9.8%	8.1%
September	228,721	250,265	278,344	379,601	370,275	347,058	369,985	418,832	6.6%	13.2%
October	238,477	250,935	264,198	374,037	376,974	348,903	392,454	399,283	9.6%	4.4%
November	151,216	166,511	179,453	246,742	227,816	217,336	241,116	256,691	10.9%	6.5%
December	114,192	120,172	126,944	172,657	151,621	151,063	183,018	208,670	21.2%	14.0%
January	107,988	99,179	115,628	127,599	146,230	131,104	151,838	171,854	15.8%	13.2%
February	131,714	139,349	138,661	177,840	158,338	153,927	182,493	218,558	18.6%	19.8%
March	166,230	161,293	178,125	246,418	190,826	209,149	225,227	257,380	7.7%	14.3%
April	180,819	193,393	209,352	261,720	230,708	237,468	284,421	303,037	9.8%	6.5%
May	208,214	218,214	241,735	349,954	286,820	307,171	321,785	343,761	4.8%	6.8%
June	217,652	232,236	260,861	371,878	286,356	317,990	372,828	381,168	17.2%	2.2%
Annual Totals	2,223,592	2,331,443	2,519,546	3,402,880	3,200,759	3,062,370	3,431,506	3,764,680	12.1%	9.7%
		4.9%	8.1%	35.1%	-5.9%	-4.3%				

Completed FY Years Average	Percent of Total Year		
	Mth	Qtr	Semr
297,643	10.3%		
321,109	11.1%		
317,750	11.0%	32.5%	
319,427	11.1%		
204,313	7.1%	23.2%	55.7%
145,666	5.1%		
125,652	4.4%		
154,617	5.4%	16.6%	
196,753	6.8%		
228,269	7.9%		
276,270	9.6%		
294,257	10.2%	27.7%	44.3%
2,881,728	100.0%	100.0%	100.0%

Fiscal Quarters		2005		2006		2007		2008		2009		2010		2011		2012		2013	
1st Quarter Trend	707,091	750,161	804,589	1,074,035	1,145,069	988,258	1,145,069	988,258	1,145,069	988,258	1,145,069	988,258	1,145,069	988,258	1,145,069	988,258	1,145,069	988,258	1,145,069
2nd Quarter Trend	503,886	537,618	570,595	793,436	756,412	717,302	756,412	717,302	756,412	717,302	756,412	717,302	756,412	717,302	756,412	717,302	756,412	717,302	756,412
3rd Quarter Trend	405,931	399,821	432,414	551,856	495,394	494,180	495,394	494,180	495,394	494,180	495,394	494,180	495,394	494,180	495,394	494,180	495,394	494,180	495,394
4th Quarter Trend	608,684	643,843	711,948	983,552	803,884	862,629	803,884	862,629	803,884	862,629	803,884	862,629	803,884	862,629	803,884	862,629	803,884	862,629	803,884
1st Half Trend	1,210,976	1,287,778	1,375,184	1,867,471	1,901,481	1,705,560	1,901,481	1,705,560	1,901,481	1,705,560	1,901,481	1,705,560	1,901,481	1,705,560	1,901,481	1,705,560	1,901,481	1,705,560	1,901,481
2nd Half Trend	1,012,615	1,043,664	1,144,362	1,535,409	1,299,278	1,356,810	1,299,278	1,356,810	1,299,278	1,356,810	1,299,278	1,356,810	1,299,278	1,356,810	1,299,278	1,356,810	1,299,278	1,356,810	1,299,278

By Calendar Year		2005		2006		2007		2008		2009		2010		2011		2012		2013	
January	107,988	99,179	115,628	127,599	146,230	131,104	151,838	171,854	151,838	171,854	151,838	171,854	151,838	171,854	151,838	171,854	151,838	171,854	151,838
February	131,714	139,349	138,661	177,840	158,338	153,927	182,493	218,558	182,493	218,558	182,493	218,558	182,493	218,558	182,493	218,558	182,493	218,558	182,493
March	166,230	161,293	178,125	246,418	190,826	209,149	225,227	257,380	225,227	257,380	225,227	257,380	225,227	257,380	225,227	257,380	225,227	257,380	225,227
April	180,819	193,393	209,352	261,720	230,708	237,468	284,421	303,037	284,421	303,037	284,421	303,037	284,421	303,037	284,421	303,037	284,421	303,037	284,421
May	208,214	218,214	241,735	349,954	286,820	307,171	321,785	343,761	321,785	343,761	321,785	343,761	321,785	343,761	321,785	343,761	321,785	343,761	321,785
June	217,652	232,236	260,861	371,878	286,356	317,990	372,828	381,168	372,828	381,168	372,828	381,168	372,828	381,168	372,828	381,168	372,828	381,168	372,828
July	247,442	263,141	320,979	354,754	309,043	351,488	411,037	411,037	411,037	411,037	411,037	411,037	411,037	411,037	411,037	411,037	411,037	411,037	411,037
August	252,454	263,104	373,455	420,039	332,157	364,842	394,409	394,409	394,409	394,409	394,409	394,409	394,409	394,409	394,409	394,409	394,409	394,409	394,409
September	250,265	278,344	379,601	370,275	347,058	369,985	418,832	418,832	418,832	418,832	418,832	418,832	418,832	418,832	418,832	418,832	418,832	418,832	418,832
October	250,935	264,198	374,037	376,974	348,903	382,464	399,283	399,283	399,283	399,283	399,283	399,283	399,283	399,283	399,283	399,283	399,283	399,283	399,283
November	166,511	179,453	246,742	227,816	217,336	241,116	256,691	256,691	256,691	256,691	256,691	256,691	256,691	256,691	256,691	256,691	256,691	256,691	256,691
December	120,172	126,944	151,621	151,621	151,063	183,018	208,670	208,670	208,670	208,670	208,670	208,670	208,670	208,670	208,670	208,670	208,670	208,670	208,670
Annual Totals	2,300,394	2,418,848	3,011,833	3,436,890	3,004,838	3,249,723	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515	3,627,515
	5.1%	5.1%	24.5%	14.1%	-12.6%	8.1%	11.6%	-53.8%	11.6%	-53.8%	11.6%	-53.8%	11.6%	-53.8%	11.6%	-53.8%	11.6%	-53.8%	11.6%

[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%

City of Calistoga Fiscal Monthly TOT Revenues

Chart 3

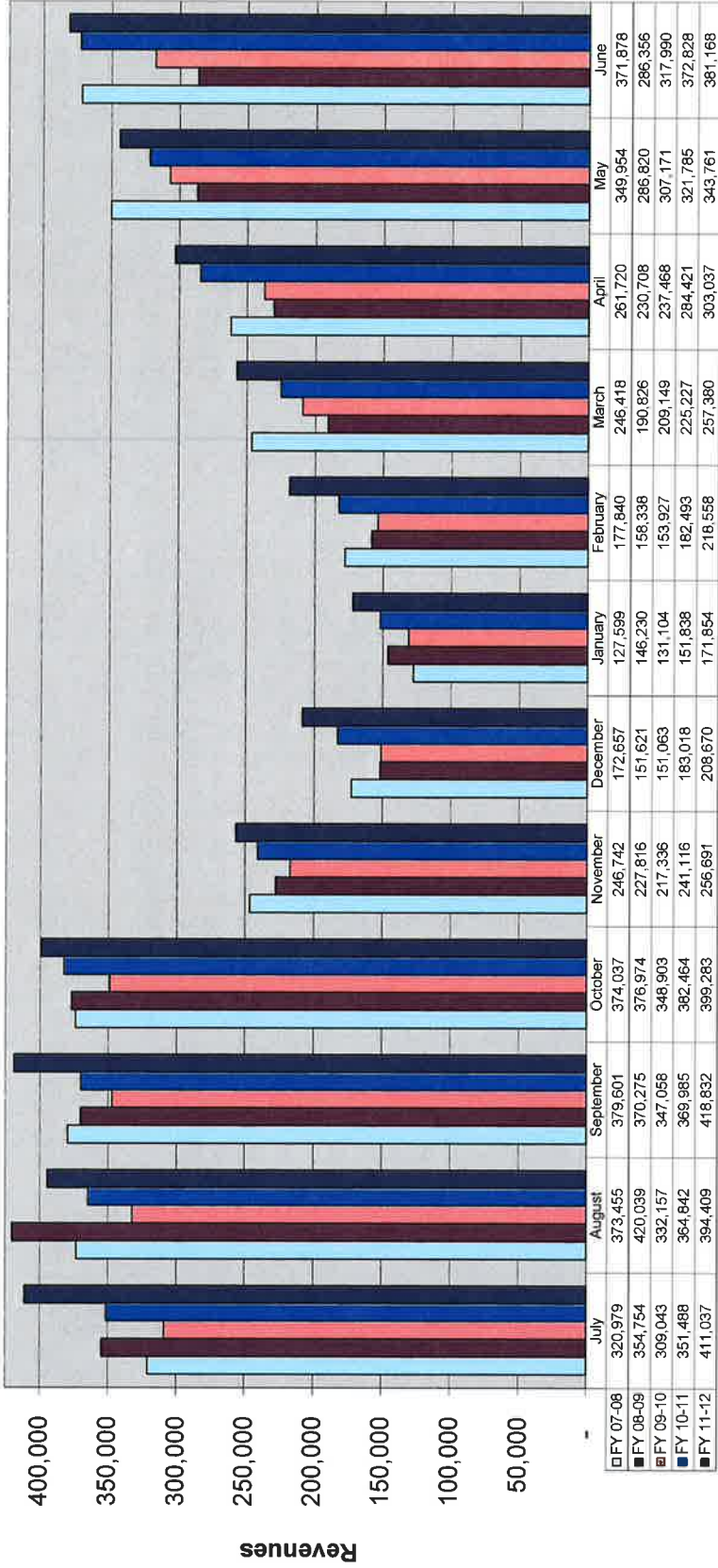


Chart 4

**City of Calistoga
Monthly Occupancy Rates - All Types**

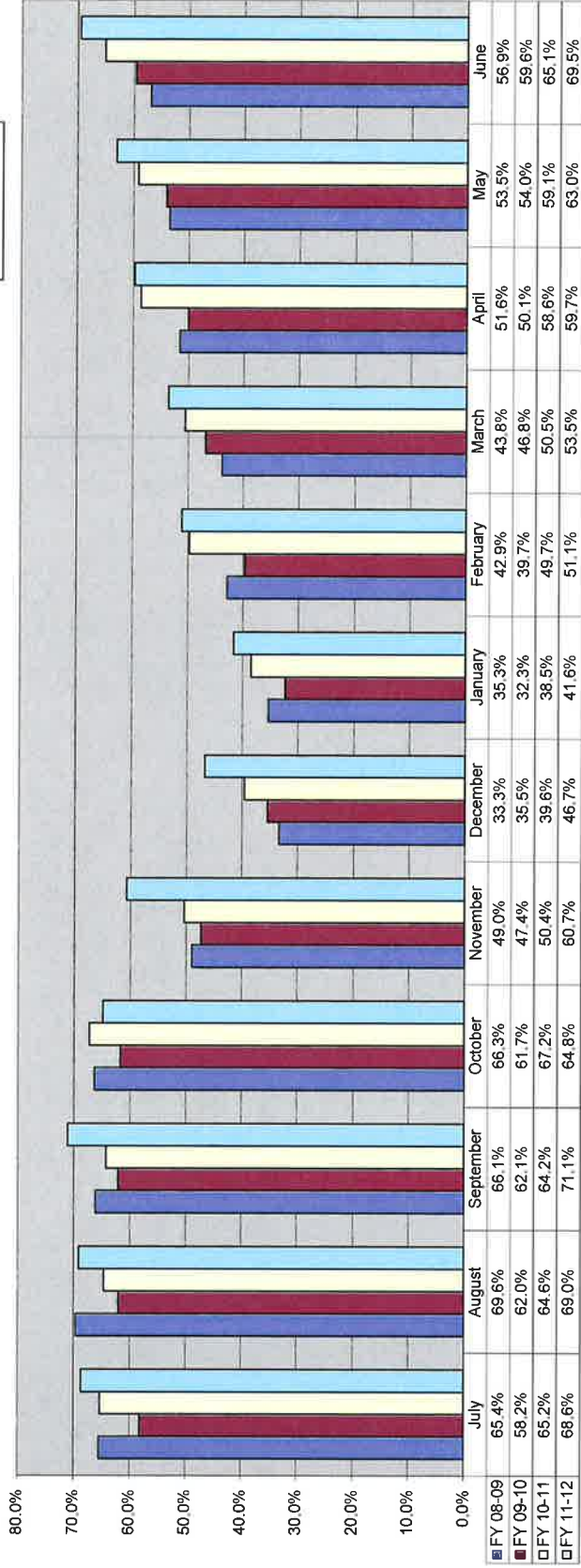


Chart 5

**City of Callistoga
Average Monthly Rates - All Types**

