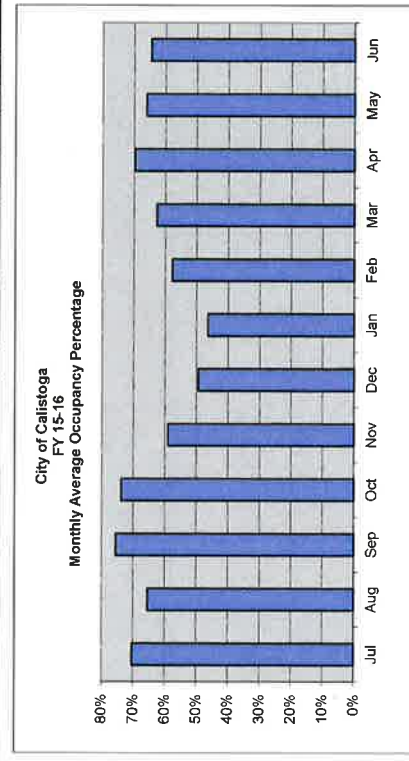
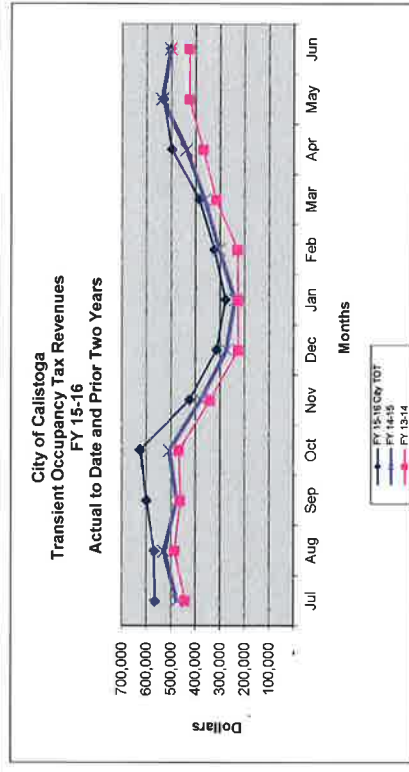


Transient Occupancy Tax/NVTID Revenues Cash Flow Actuals and Projections Fiscal Year 2015-16

	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	502,160	5,622,939
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	20,923	234,289
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	61,933	693,496
City Administration (1%)		942	948	1,001	1,046	709	523	464	540	642	831	889	837	9,372
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	83,693	937,156
Occupancy and Daily Rates														
Room Nights Available		22,971	22,971	22,230	22,971	22,410	22,376	22,382	21,022	22,296	21,662	23,002	22,356	268,649
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	14,436	170,376
Average Occupancy Percentage	70%	\$ 291.94	\$ 315.76	\$ 298.08	\$ 308.61	\$ 267.95	\$ 236.79	\$ 223.78	\$ 222.31	\$ 229.34	\$ 275.33	\$ 292.65	\$ 289.88	\$ 275.03

Estimates & Projections

	Actual												Total	
	July	August	September	October	November	December	January	February	March	April	May	June		
City Transient Occupancy Tax														
Prior years Actuals														
FY 14-15	477,303	529,669	478,000	508,180	390,139	273,789	239,835	305,163	363,591	439,751	536,127	503,586	5,037,134	
FY 13-14	444,939	488,018	465,346	470,670	344,176	229,605	230,429	232,236	318,561	372,410	428,980	431,077	4,456,456	
FY 12-13	406,000	422,807	425,369	411,105	284,727	208,911	187,041	210,635	295,168	318,797	383,319	396,744	3,950,623	
FY 11-12	411,037	394,409	418,832	399,283	256,691	208,670	171,854	218,558	257,390	303,037	343,761	381,168	3,784,680	
FY 10-11	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	309,043	332,157	347,058	348,903	217,336	151,063	131,104	153,927	209,149	237,466	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	286,820	286,356	3,200,789	
TOT Revenues - Average of Seven Years	393,509	421,706	410,695	413,940	278,857	200,954	179,762	208,764	285,700	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	558,601	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	385,039	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	502,160	5,622,939	
Difference from Latest Estimate	(0)	(0)	0	0	(0)	(0)	(0)	1,422	(461)	32,957	(41,635)	(80,884)	(88,601)	



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

CHART 2

	By Fiscal Years												Completed FY Years Average	Percent of Total Year		
	FY 05-06	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	Mth	Qtr		Semi	Mth	Qtr
July	247,442	320,979	354,754	309,043	351,088	411,037	406,000	444,939	477,303	477,303	7.3%	585,359	18.4%	377,008	10.2%	10.2%
August	252,454	373,455	420,039	332,157	394,409	394,409	422,807	466,018	529,669	529,669	9.5%	568,714	7.4%	400,979	10.8%	10.8%
September	250,265	373,601	370,275	347,058	369,985	418,832	425,369	465,346	478,000	478,000	2.7%	600,312	25.6%	398,690	10.7%	31.7%
October	250,935	376,037	376,974	348,903	395,283	411,105	411,105	470,670	508,180	508,180	8.0%	627,462	23.6%	401,392	10.8%	10.8%
November	166,511	179,453	247,742	217,336	241,116	256,691	284,727	344,176	380,139	380,139	10.4%	425,329	11.9%	270,003	7.3%	7.3%
December	120,172	126,944	172,657	151,063	183,018	208,670	208,911	229,605	273,789	273,789	19.2%	314,053	14.7%	194,992	5.2%	23.4%
January	99,179	115,628	127,599	146,230	171,854	187,041	187,041	230,428	238,935	238,935	4.1%	278,577	16.2%	170,847	4.6%	4.6%
February	139,349	138,681	158,338	153,927	182,463	219,558	210,635	232,236	305,163	305,163	31.4%	323,754	6.1%	207,923	5.9%	5.9%
March	161,293	178,125	249,418	209,149	257,390	257,390	295,168	318,561	363,591	363,591	14.1%	385,039	5.8%	257,443	6.9%	17.0%
April	150,393	205,352	261,720	230,708	284,421	303,307	318,797	372,410	439,751	439,751	18.1%	498,605	13.4%	304,343	8.2%	8.2%
May	212,214	241,735	349,954	286,820	321,785	343,761	383,319	428,980	538,127	538,127	25.4%	533,365	-0.9%	359,986	9.7%	9.7%
June	232,236	260,861	371,878	317,990	372,928	381,168	396,744	431,077	503,566	503,566	8.7%	502,160	-0.3%	368,009	9.9%	27.9%
Annual Totals	2,331,443	2,515,546	3,402,880	3,062,370	3,431,906	3,764,680	3,950,623	4,456,456	5,037,134	5,037,134	13.0%	5,622,939	11.6%	3,707,303	100.0%	100.0%
		8.1%	35.1%	-4.3%	12.1%	12.1%	4.9%	12.8%	13.0%	13.0%	13.0%	11.6%	11.6%	100.0%	100.0%	100.0%

Fiscal Quarters

1st Quarter Trend	750,161	804,589	1,074,035	1,145,069	1,088,315	1,224,278	1,264,176	1,398,303	1,484,972	1,484,972	6.2%	1,734,385	18.8%
2nd Quarter Trend	857,619	970,595	1,145,069	1,216,103	1,145,069	1,282,132	1,368,266	1,502,399	1,636,532	1,636,532	11.5%	1,880,654	17.6%
3rd Quarter Trend	959,621	1,114,714	1,402,880	1,216,103	1,145,069	1,282,132	1,368,266	1,502,399	1,636,532	1,636,532	11.5%	1,880,654	17.6%
4th Quarter Trend	643,843	711,948	983,954	868,568	979,034	1,027,968	1,088,860	1,232,677	1,481,465	1,481,465	20.2%	1,534,331	3.6%
1st Half Trend	1,297,778	1,375,184	1,857,471	1,705,560	1,892,913	2,089,922	2,158,919	2,442,154	2,647,080	2,647,080	8.4%	3,101,239	17.2%
2nd Half Trend	1,043,664	1,140,362	1,545,409	1,299,278	1,538,992	1,674,758	1,791,704	2,013,702	2,390,054	2,390,054	18.7%	2,521,700	5.5%

By Calendar Year

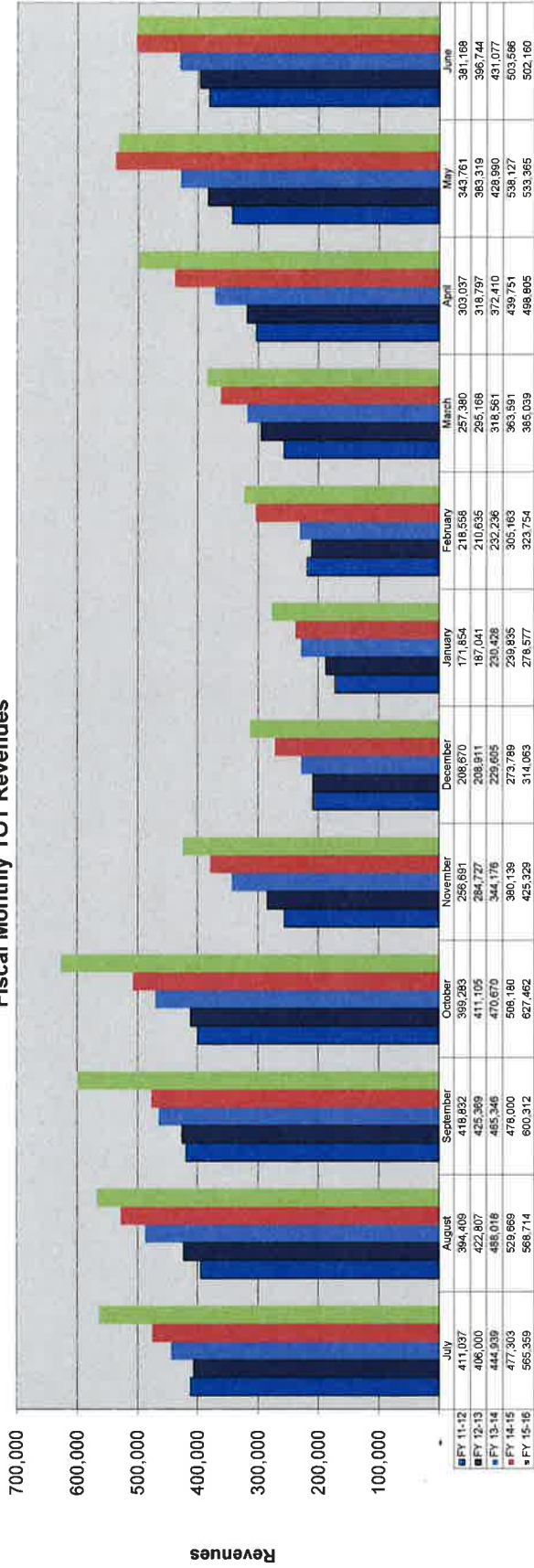
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
January	99,179	115,628	127,599	146,230	131,104	151,038	171,854	187,041	230,428	238,635
February	139,349	138,681	158,338	153,927	182,463	219,558	210,635	210,635	232,236	305,163
March	161,293	178,125	249,418	190,826	209,149	225,227	257,390	295,168	318,561	363,591
April	193,393	209,352	261,720	230,708	237,468	284,421	303,037	318,797	372,410	439,751
May	212,214	241,735	349,954	286,820	307,171	321,785	343,761	383,319	428,980	538,127
June	232,236	260,861	371,878	296,356	317,990	372,928	381,168	396,744	431,077	503,566
July	263,141	320,979	354,754	309,043	317,990	372,928	381,168	396,744	431,077	503,566
August	263,104	373,455	420,039	332,157	364,842	394,409	422,807	488,018	529,669	568,714
September	276,344	379,601	370,275	347,058	369,985	418,832	425,369	465,346	478,000	600,312
October	264,198	376,037	376,974	348,903	399,283	399,283	411,105	470,670	508,180	627,462
November	179,453	247,742	227,816	217,336	241,116	256,691	284,727	344,176	380,139	425,329
December	126,944	172,657	151,621	183,018	208,670	208,911	229,605	273,789	314,053	314,053
Annual Totals	2,418,848	3,011,833	3,436,880	3,004,838	3,249,723	3,627,514	3,834,677	4,234,458	4,660,781	5,491,283
	24.5%	14.1%	-12.6%	8.1%	8.1%	11.6%	5.7%	10.4%	10.1%	17.8%

[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

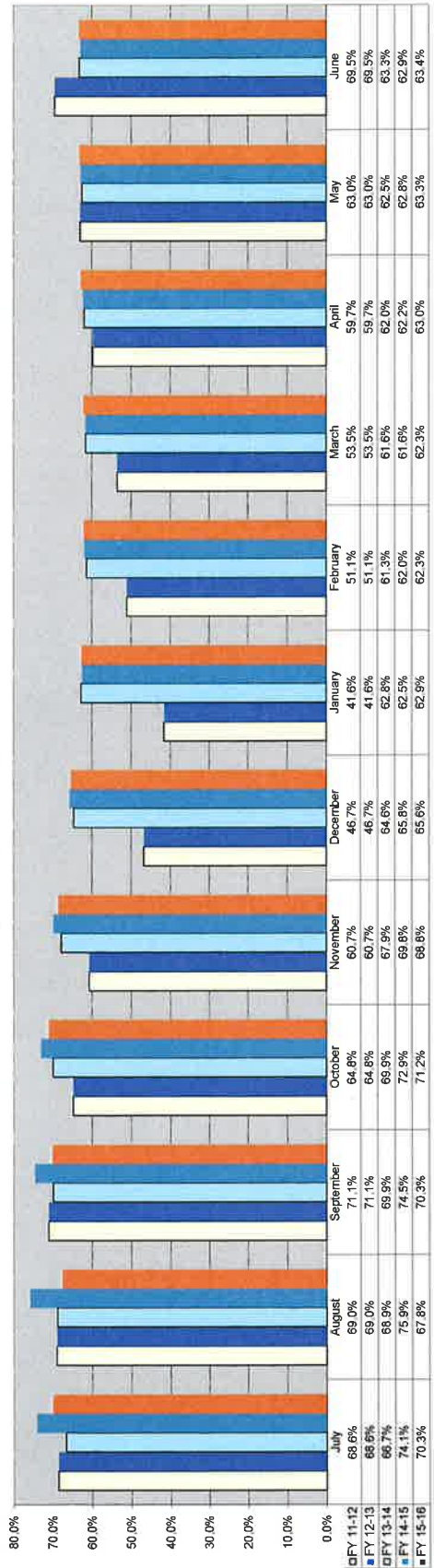
City of Calistoga
Fiscal Monthly TOT Revenues



Months

Chart 4

City of Callistoga
Monthly Occupancy Rates - All Types



City of Calistoga
Average Monthly Rates - All Types

Chart 5

