

Transient Occupancy Tax/NVTID Revenues Cash Flow Actuals and Projections Fiscal Year 2016-17

		Actual														
		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total		
TOT & NVTID Revenues																
Average Number of Rooms	764															
FY 16-17 City TOT	12%	616,130	595,142	-	-	-	-	-	-	-	-	-	-	1,211,272		
NVTID Tax	2%															
Local TID Allocation (25%)		25,672	24,798	-	-	-	-	-	-	-	-	-	-	50,470		
County TID Allocation (74%)		75,989	73,401	-	-	-	-	-	-	-	-	-	-	149,390		
City Administration (1%)		1,027	992	-	-	-	-	-	-	-	-	-	-	2,019		
Total NVTID Tax		102,688	99,190	-	-	-	-	-	-	-	-	-	-	201,879		
Occupancy and Daily Rates																
Room Nights Available		22,971	23,033	22,230	23,064	22,410	22,376	22,382	21,022	22,296	21,662	23,002	22,356	268,804		
Room Nights Rented		16,431	15,996	-	-	-	-	131	-	-	236	-	-	32,794		
Average Occupancy Percentage		72%	69%	0%	0%	0%	0%	1%	0%	0%	1%	0%	0%	12%		
Average Room Rate		\$ 312.48	\$ 310.05	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ 307.80		
Estimates & Projections																
City Transient Occupancy Tax	Avg Rooms															
Prior Years Actuals																
FY 15-16	764	565,359	588,714	600,312	627,462	425,329	314,063	278,577	323,754	385,039	498,805	533,365	502,160	5,622,939		
FY 14-15	690	477,303	529,669	478,000	508,180	380,139	273,789	239,835	305,163	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	428,980	431,077	4,456,456		
FY 12-13	692	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	692	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		
FY 10-11	692	351,488	364,842	369,985	382,464	241,116	193,018	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	317,980	3,062,370		
TOT Revenues - Average of Seven Years		423,596	442,845	443,558	449,724	307,073	224,160	198,668	232,395	293,445	350,670	408,074	415,079	4,189,387		
Percent of Total Annual		10.1%	10.6%	10.6%	10.7%	7.3%	5.4%	4.7%	5.5%	7.0%	8.4%	9.7%	9.9%	100.0%		
Original Adopted Budget Estimate		596,454	599,993	633,329	661,972	448,722	331,336	293,899	341,560	406,216	526,352	565,367	534,800	5,840,002		
Revised Estimate																
Actual TOT Revenue		616,130	595,142	-	-	-	-	-	-	-	-	-	-	1,211,272		
Difference from Latest Estimate		19,677	(4,851)	-	-	-	-	-	-	-	-	-	-	14,825		

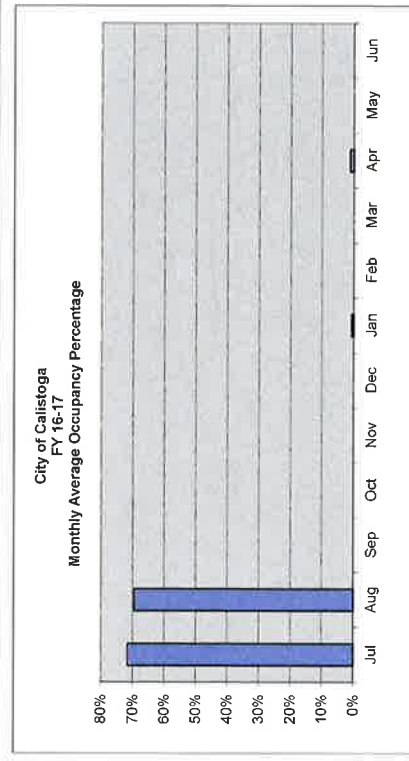
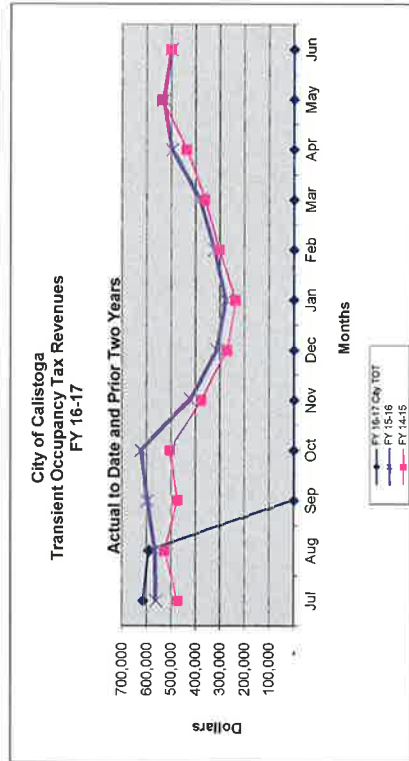


CHART 2

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

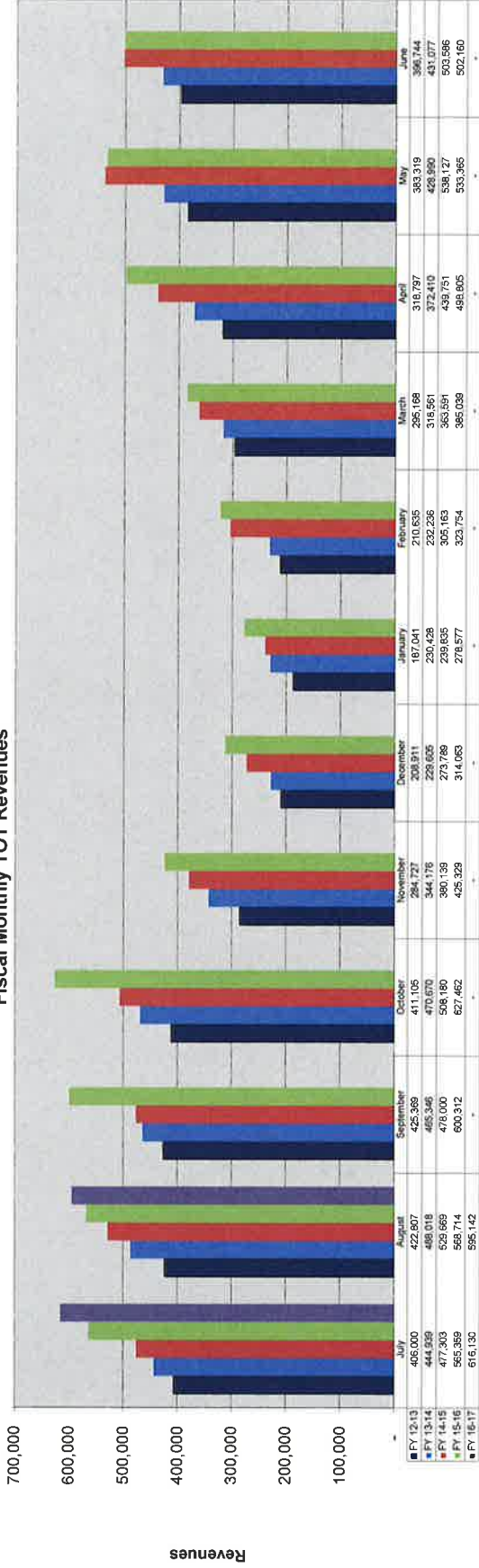
	By Fiscal Years												FY 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	Completed FY Years Average	Percent of Total Year		
	FY 05-06	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11	FY 11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16	FY 16-17													% Change	Mth	Qtr
July	247,442	263,141	320,979	354,754	309,943	357,488	411,037	408,000	448,939	437,803	478,000	508,180	565,359	616,130	9.0%	11.4%	11.4%	11.4%	11.4%	11.4%	11.4%	11.4%	367,301	11.4%	33.7%	56.4%	
August	262,454	293,104	373,455	420,039	332,157	361,842	394,409	422,007	486,018	529,669	568,714	627,462	677,312	746,130	4.6%	11.9%	11.9%	11.9%	11.9%	11.9%	11.9%	11.9%	417,067	11.9%	33.7%	56.4%	
September	250,285	279,344	379,601	430,273	347,058	369,985	418,552	425,899	465,345	478,000	508,180	565,359	627,462	677,312	-100.0%	10.4%	10.4%	10.4%	10.4%	10.4%	10.4%	10.4%	367,851	10.4%	33.7%	56.4%	
October	230,395	284,186	374,037	427,816	348,933	362,464	399,283	404,127	440,670	470,670	508,180	565,359	627,462	677,312	-100.0%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	10.5%	374,503	10.5%	33.7%	56.4%	
November	166,511	178,453	246,742	227,816	217,336	241,116	250,661	284,727	344,176	380,739	425,329	478,000	508,180	565,359	-100.0%	7.1%	7.1%	7.1%	7.1%	7.1%	7.1%	7.1%	176,376	7.1%	22.7%	56.4%	
December	120,172	128,344	172,957	151,521	151,953	183,018	208,670	208,670	229,605	229,605	273,789	314,053	314,053	314,053	-100.0%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	4.5%	156,609	4.5%	16.6%	16.6%	
January	99,179	115,628	127,589	146,230	131,104	151,838	171,854	187,041	230,428	230,428	239,835	239,835	239,835	239,835	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
February	139,349	138,661	177,840	158,338	153,927	182,493	210,558	210,558	232,236	232,236	239,835	239,835	239,835	239,835	-100.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	8.0%	156,609	8.0%	16.6%	16.6%	
March	161,293	178,125	209,352	230,708	209,149	225,227	284,421	303,037	343,761	383,319	428,990	439,751	439,751	439,751	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
April	183,393	209,352	281,720	230,708	237,668	284,421	303,037	343,761	383,319	428,990	439,751	439,751	439,751	439,751	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
May	218,214	241,735	349,954	286,820	307,171	343,761	439,751	439,751	439,751	439,751	439,751	439,751	439,751	439,751	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
June	232,236	260,661	371,978	286,356	317,990	372,828	381,168	381,168	381,168	381,168	381,168	381,168	381,168	381,168	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
July	263,141	320,979	354,754	420,039	332,157	361,842	411,037	408,000	448,939	470,670	508,180	565,359	627,462	677,312	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
August	278,344	373,455	420,039	430,273	347,058	369,985	418,832	425,369	465,346	478,000	508,180	565,359	627,462	677,312	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
September	264,198	374,037	376,974	348,903	362,464	389,283	411,105	470,670	508,180	508,180	508,180	508,180	508,180	508,180	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
October	176,453	245,742	227,816	217,336	241,116	250,661	284,727	284,727	344,176	380,739	425,329	478,000	508,180	565,359	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
November	120,172	128,344	172,957	151,521	151,953	183,018	208,670	208,670	229,605	229,605	273,789	314,053	314,053	314,053	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
December	99,179	115,628	127,589	146,230	131,104	151,838	171,854	187,041	230,428	230,428	239,835	239,835	239,835	239,835	-100.0%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	6.7%	156,609	6.7%	16.6%	16.6%	
Annual Totals	2,331,443	2,519,546	3,402,880	3,200,759	3,062,970	3,431,506	3,764,680	3,950,623	4,456,456	4,537,134	5,037,134	5,622,939	5,622,939	5,622,939	-76.5%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	3,489,301	100.0%	100.0%	100.0%	

Fiscal Quarters	By Calendar Year												FY 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	Completed Cal Years Average	Percent of Total Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017													% Change	Mth	Qtr
1st Quarter Trend	750,161	804,889	1,074,035	1,145,069	988,258	1,086,315	1,224,278	1,254,178	1,388,303	1,484,972	1,684,072	1,734,385	1,734,385	1,734,385	30.2%	121.1%	121.1%	121.1%	121.1%	121.1%	121.1%	121.1%	1,211,272	30.2%	30.2%	30.2%	
2nd Quarter Trend	537,618	570,595	793,436	756,412	605,590	605,590	654,644	654,644	781,451	854,754	904,743	904,743	904,743	904,743	-100.0%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	1,211,272	11.5%	30.2%	30.2%	
3rd Quarter Trend	398,821	432,114	551,856	485,394	484,180	559,558	647,792	647,792	781,451	854,754	904,743	904,743	904,743	904,743	-100.0%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	1,211,272	11.5%	30.2%	30.2%	
4th Quarter Trend	643,843	711,848	903,592	803,884	862,629	979,034	1,027,956	1,027,956	1,088,660	1,088,660	1,088,660	1,088,660	1,088,660	1,088,660	-100.0%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	1,211,272	11.5%	30.2%	30.2%	
1st Half Trend	1,287,778	1,375,184	1,867,471	1,901,481	1,705,860	1,892,913	2,088,922	2,088,922	2,442,754	2,658,919	2,842,754	2,842,754	2,842,754	2,842,754	60.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1,211,272	60.0%	60.0%	60.0%	
2nd Half Trend	1,043,664	1,144,362	1,535,409	1,299,278	1,356,810	1,538,593	1,731,704	1,731,704	2,013,702	2,013,702	2,013,702	2,013,702	2,013,702	2,013,702	-100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1,211,272	100.0%	100.0%	100.0%	
Annual Totals	2,418,848	3,017,633	3,438,890	3,004,838	3,249,723	3,677,514	3,844,677	3,844,677	4,244,458	4,680,781	5,491,393	5,491,393	5,491,393	5,491,393	-32.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	3,700,348	100.0%	100.0%	100.0%

Fiscal Quarters	By Calendar Year												FY 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10	FY 08-09	FY 07-08	FY 06-07	Completed Cal Years Average	Percent of Total Year		
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017													% Change	Mth	Qtr
1st Quarter Trend	750,161	804,889	1,074,035	1,145,069	988,258	1,086,315	1,224,278	1,254,178	1,388,303	1,484,972	1,684,072	1,734,385	1,734,385	1,734,385	30.2%	121.1%	121.1%	121.1%	121.1%	121.1%	121.1%	121.1%	1,211,272	30.2%	30.2%	30.2%	
2nd Quarter Trend	537,618	570,595	793,436	756,412	605,590	605,590	654,644	654,644	781,451	854,754	904,743	904,743	904,743	904,743	-100.0%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	1,211,272	11.5%	30.2%	30.2%	
3rd Quarter Trend	398,821	432,114	551,856	485,394	484,180	559,558	647,792	647,792	781,451	854,754	904,743	904,743	904,743	904,743	-100.0%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	1,211,272	11.5%	30.2%	30.2%	
4th Quarter Trend	643,843	711,848	903,592	803,884	862,629	979,034	1,027,956	1,027,956	1,088,660	1,088,660	1,088,660	1,088,660	1,088,660	1,088,660	-100.0%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	11.5%	1,211,272	11.5%	30.2%	30.2%	
1st Half Trend	1,287,778	1,375,184	1,867,471	1,901,481	1,705,860	1,892,913	2,088,922	2,088,922	2,442,754	2,658,919	2,842,754	2,842,754	2,842,754	2,842,754	60.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1,211,272	60.0%	60.0%	60.0%	
2nd Half Trend	1,043,664	1,144,362	1,535,409	1,299,278	1,356,810	1,538,593	1,731,704	1,731,704	2,013,702	2,013,702	2,013,702	2,013,702	2,013,702	2,013,702	-100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	1,211,272	100.0%	100.0%	100.0%	
Annual Totals	2,418,848	3,017,633	3,438,890	3,004,838	3,249,723	3,677,514	3,844,677	3,844,677	4,244,458																		

City of Calistoga Fiscal Monthly TOT Revenues

Chart 3



City of Calistoga
Monthly Occupancy Rates - All Types

Chart 4

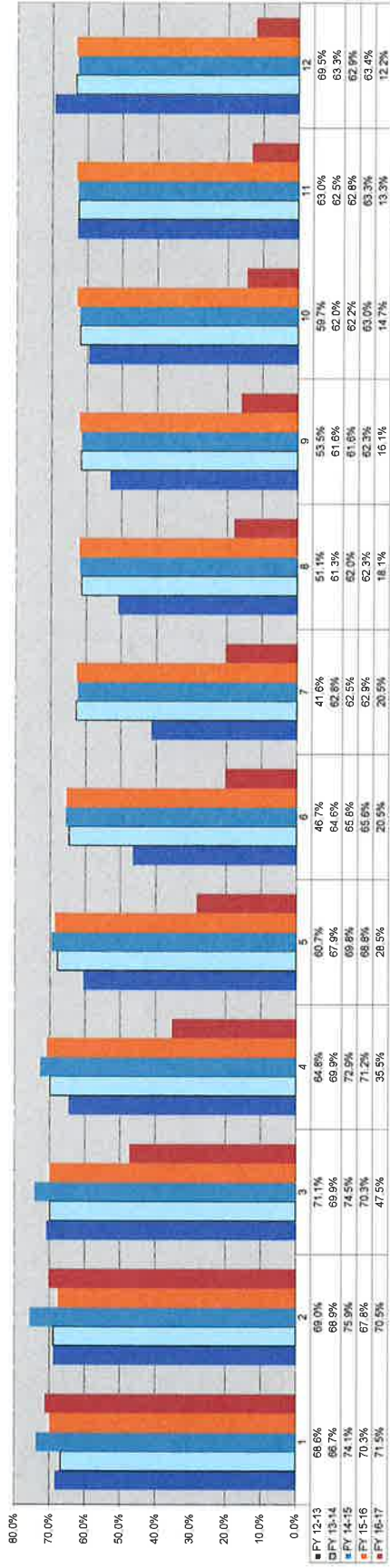


Chart 5

City of Colistoga
Average Monthly Rates - All Types

