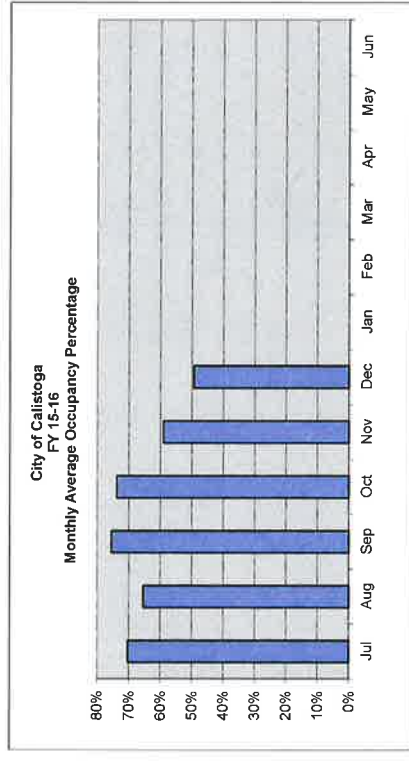
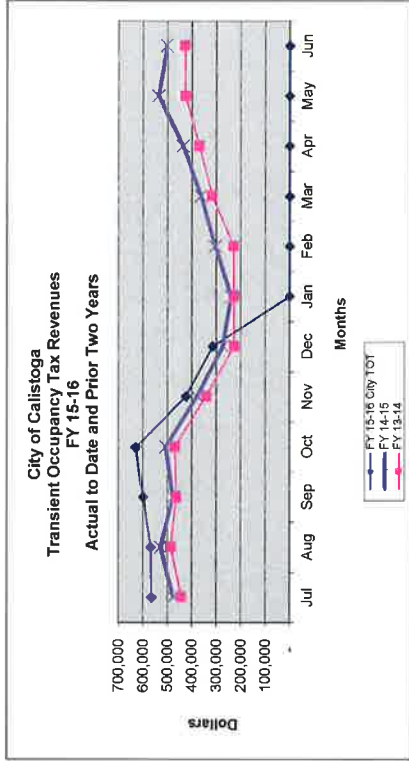


**Transient Occupancy Tax/NVTID Revenues  
Cash Flow Actuals and Projections  
Fiscal Year 2015-16**

	Actual												Total	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
<b>TOT &amp; NVTID Revenues</b>														
Average Number of Rooms	764													
FY 15-16 City TOT	12%	565,359	568,714	600,312	627,462	425,329	314,063							3,101,239
NVTID Tax	2%													
Local TID Allocation (25%)		23,557	23,696	25,013	26,144	17,722	13,086							129,218
County TID Allocation (74%)		69,728	70,141	74,039	77,987	52,457	38,734							382,486
City Administration (1%)		942	948	1,001	1,046	709	523							5,169
<b>Total NVTID Tax</b>		<b>94,226</b>	<b>94,786</b>	<b>100,052</b>	<b>104,877</b>	<b>70,888</b>	<b>52,344</b>							<b>516,873</b>
<b>Occupancy and Daily Rates</b>														
Room Nights Available		22,971	22,971	22,230	22,971	22,410	22,376							135,929
Room Nights Rented		16,138	15,009	16,783	16,943	13,228	11,053							89,154
Average Occupancy Percentage	70%	65%	75%	74%	59%	49%								66%
Average Room Rate	\$ 291.94	\$ 315.76	\$ 298.08	\$ 308.61	\$ 267.95	\$ 236.79	\$ 236.79							\$ 289.88

**Estimates & Projections**

City Transient Occupancy Tax Prior Years Actuals	Avg Rooms	Actual												Total
		July	August	September	October	November	December	January	February	March	April	May	June	
FY 14-15	764	477,303	529,669	478,000	508,180	380,139	273,789	239,635	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	428,990	431,077	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	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	257,360	303,037	343,761	381,168	3,764,680
FY 10-11	692	351,468	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	217,388	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	227,816	151,621	146,230	188,338	190,826	230,708	288,820	288,356	3,200,759
TOT Revenues - Average of Seven Years		393,509	421,706	410,695	413,940	278,657	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	558,801	504,290	538,671	397,245	286,137	250,676	320,421	383,589	463,957	570,415	533,804	5,311,540
Revised Estimate														
Actual TOT Revenue		565,359	568,714	600,312	627,462	425,329	314,063							3,101,239
Difference from Latest Estimate		61,804	9,913	96,022	88,791	28,084	27,926							312,540



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

CHART 2

FY Years	Percent of Total Year		
	Mth	Qtr	Summ
377,408	10.9%		
400,879	11.5%		
386,490	11.5%	33.6%	
401,292	11.5%		
270,003	7.8%		
194,592	5.6%	24.9%	58.7%
145,522	4.2%		
174,291	5.0%		
222,340	6.4%	15.6%	
258,187	7.5%		
310,888	8.9%		
323,157	9.3%	25.7%	41.3%
3,476,058	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	364,842	422,807	422,807	488,018	529,689	568,714	7.4%
September	250,285	278,344	379,601	370,275	347,059	369,865	418,832	425,369	485,346	478,000	600,312	25.6%
October	250,835	264,198	374,037	378,974	348,903	382,464	389,283	411,105	470,870	508,180	627,462	23.5%
November	186,511	179,453	248,742	227,816	217,336	241,116	256,691	264,727	344,178	380,139	425,329	11.9%
December	202,172	128,944	172,657	151,821	151,063	183,018	208,670	208,911	229,605	273,789	314,063	14.7%
January	99,179	115,628	127,589	146,230	131,104	151,838	171,854	187,041	230,428	239,835	314,063	-100.0%
February	139,349	138,861	177,840	158,338	153,927	182,483	218,558	210,635	232,238	305,163	314,063	-100.0%
March	181,293	178,125	246,418	190,828	209,149	225,227	257,390	295,168	318,581	383,581	438,751	18.1%
April	193,393	209,352	281,720	230,708	237,468	284,421	303,037	318,787	372,410	438,751	538,127	25.4%
May	218,214	241,735	349,854	288,820	307,171	371,765	343,761	393,319	428,980	538,127	538,127	-100.0%
June	232,238	200,851	371,878	286,356	317,990	372,828	381,168	386,744	431,077	503,588	503,588	-100.0%
Annual Totals	2,331,443	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,754,680	3,550,623	4,456,456	5,037,134	3,101,239	-38.4%

Fiscal Quarters

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	% Change
1st Quarter Trend	750,161	804,589	1,074,035	1,146,089	1,462,230	1,511,044	1,686,315	1,224,278	1,254,176	1,388,303	11.5%
2nd Quarter Trend	537,818	570,585	793,436	756,412	717,302	806,588	856,644	864,644	804,743	1,044,451	15.4%
3rd Quarter Trend	399,821	432,414	551,856	494,180	494,180	559,558	647,792	647,792	662,844	781,225	12.8%
4th Quarter Trend	643,843	711,948	983,552	803,884	862,659	970,034	1,027,985	1,027,985	1,095,860	1,232,417	12.2%
1st Half Trend	1,287,778	1,375,184	1,867,471	1,901,461	1,705,560	1,892,913	2,089,922	2,089,922	2,442,754	2,442,754	13.1%
2nd Half Trend	1,043,664	1,144,362	1,535,409	1,299,278	1,356,810	1,538,592	1,675,758	1,675,758	2,013,702	2,390,054	18.7%

By Calendar Year

	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	% Change
January	98,179	115,628	127,589	146,230	131,104	151,838	171,854	187,041	230,428	239,835	16.8%
February	139,349	138,861	177,840	158,338	153,927	182,483	218,558	210,635	232,238	305,163	17.6%
March	181,293	178,125	246,418	190,828	209,149	225,227	257,390	284,421	318,581	383,581	16.3%
April	193,393	209,352	281,720	230,708	237,468	284,421	303,037	318,787	372,410	438,751	18.3%
May	218,214	241,735	349,854	288,820	307,171	371,765	343,761	393,319	428,980	538,127	25.4%
June	232,238	200,851	371,878	286,356	317,990	372,828	381,168	386,744	431,077	503,588	20.2%
July	263,141	373,455	370,275	354,754	351,488	411,037	406,000	444,939	477,303	565,359	18.4%
August	278,344	379,601	370,275	347,059	364,842	394,409	422,807	488,018	529,689	568,714	7.4%
September	264,198	374,037	376,974	348,903	382,464	418,832	425,369	485,346	478,000	600,312	25.6%
October	179,453	248,742	227,816	217,336	241,116	256,691	264,727	344,178	508,180	627,462	23.5%
November	128,944	172,657	151,821	151,063	183,018	208,670	208,911	229,605	273,789	314,063	14.7%
December	202,172	128,944	172,657	151,821	151,063	183,018	208,670	208,911	229,605	273,789	14.7%
Annual Totals	2,418,848	3,011,833	3,436,890	3,004,838	3,249,723	3,627,514	4,234,458	4,660,781	5,491,293	5,491,293	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 16.69%

FY Years	Percent of Total Year		
	Mth	Qtr	Summ
160,074	4.3%		
191,720	5.2%		
244,574	6.6%	16.1%	
285,106	7.7%		
341,968	9.3%	26.6%	42.7%
355,472	9.6%		
386,404	10.6%		
415,721	11.2%	33.0%	
416,328	11.3%		
280,353	7.6%		
202,034	5.5%	24.3%	57.3%
3,697,088	100.0%	100.0%	100.0%

Chart 3

### City of Calistoga Fiscal Monthly TOT Revenues

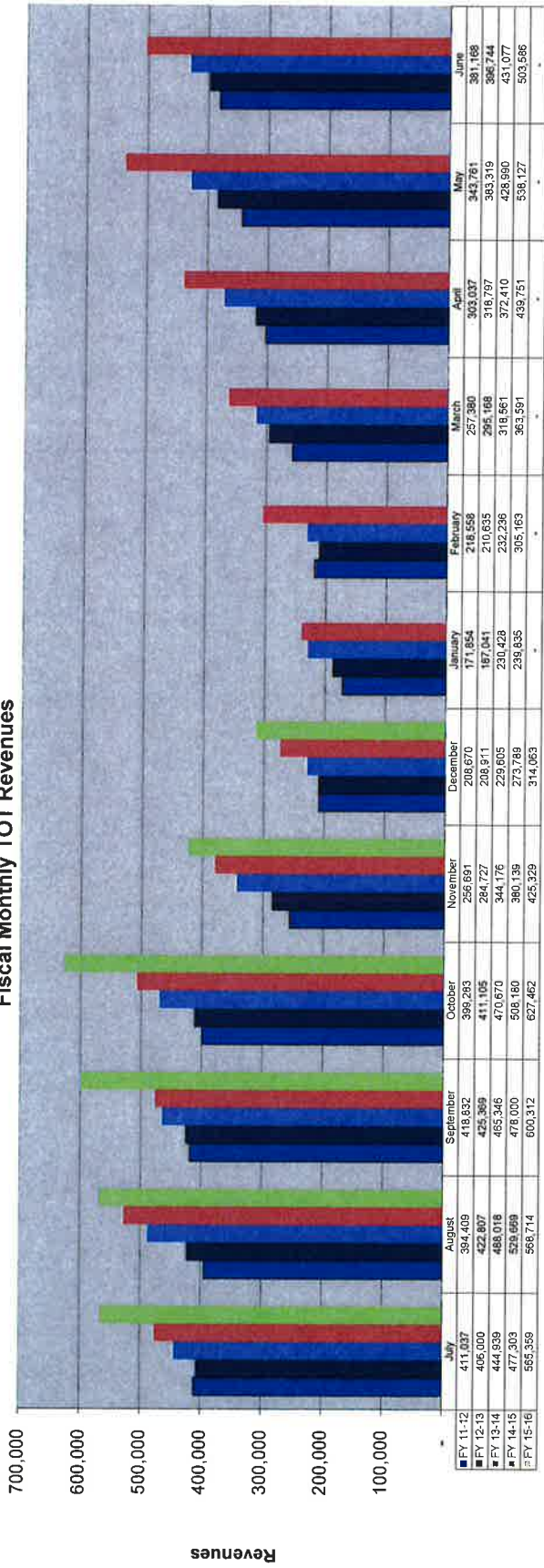


Chart 4

City of Calistoga  
Monthly Occupancy Rates - All Types

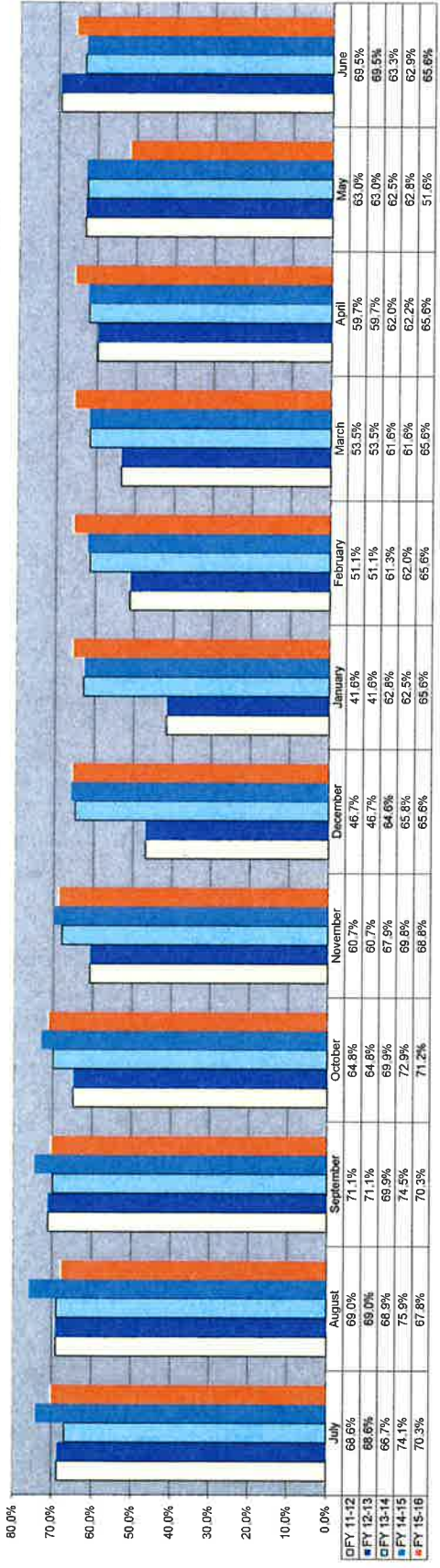




Chart 5

City of Calistoga  
Average Monthly Rates - All Types

