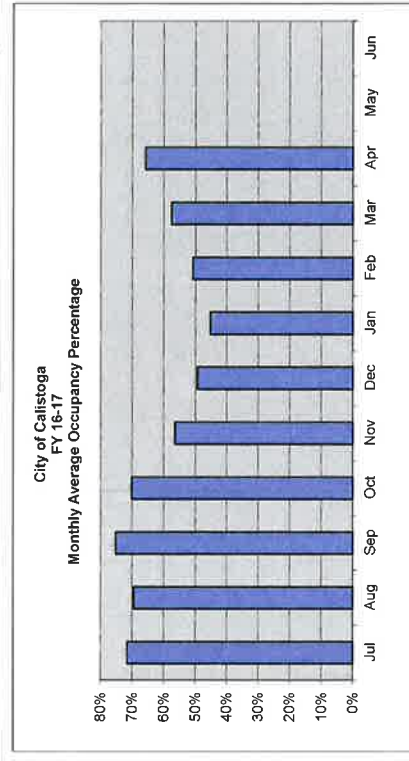
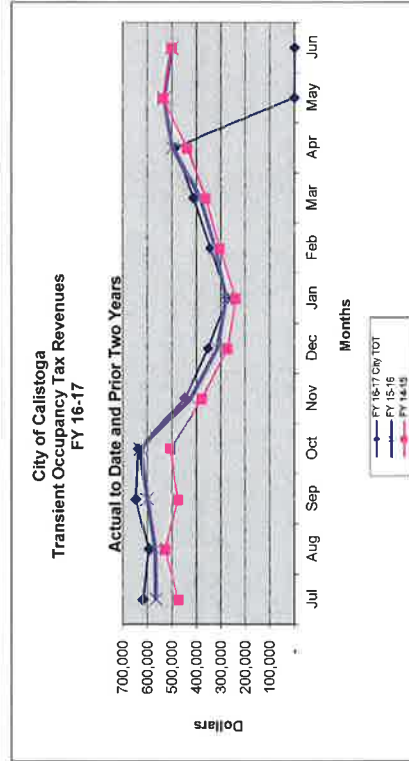


Transient Occupancy Tax/NVTID Revenues Cash Flow Actuals and Projections Fiscal Year 2016-17

	Actual												Total	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
TOT & NVTID Revenues														
Average Number of Rooms	764													
FY 16-17 City TOT	12%	616,130	595,142	644,986	633,178	448,384	353,219	273,023	343,475	413,561	488,418	-	-	4,809,516
NVTID Tax	2%													
Local TID Allocation (25%)		25,672	24,798	26,874	26,382	18,683	14,717	11,376	14,311	17,232	20,351	-	-	200,396
County TID Allocation (74%)		75,989	73,401	79,548	78,092	55,301	43,564	33,673	42,362	51,006	60,238	-	-	593,174
City Administration (1%)		1,027	992	1,075	1,055	747	589	455	572	689	814	-	-	8,016
Total NVTID Tax		102,688	99,190	107,498	105,530	74,731	58,870	45,504	57,246	68,927	81,403	-	-	801,586
Occupancy and Daily Rates														
Room Nights Available		22,971	23,033	22,290	23,250	22,410	22,537	22,444	21,672	22,457	21,750	23,002	22,356	270,172
Room Nights Rented		16,431	15,996	16,739	16,295	12,645	11,129	10,137	11,021	12,922	14,317	-	-	137,632
Average Occupancy Percentage		72%	69%	75%	70%	56%	49%	45%	51%	58%	66%	0%	0%	51%
Average Room Rate		\$ 312.48	\$ 310.05	\$ 321.10	\$ 323.81	\$ 295.49	\$ 264.49	\$ 224.44	\$ 259.71	\$ 266.70	\$ 284.29	#DIV/0!	#DIV/0!	\$ 291.21

Estimates & Projections

City Transient Occupancy Tax	Actual												Total	
	July	August	September	October	November	December	January	February	March	April	May	June		
Prior Years Actuals														
FY 15-16	764	585,359	588,714	600,312	627,462	425,329	314,063	278,577	323,754	385,039	498,805	533,365	502,160	5,622,339
FY 14-15	690	477,303	529,669	478,000	508,180	380,139	273,769	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	428,990	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	363,319	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	361,166	3,764,660
FY 10-11	692	351,488	369,985	382,464	368,464	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
TOT Revenues - Average of Seven Years		423,596	442,945	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	283,899	341,560	406,216	526,352	565,367	534,800	5,940,002
Revised Estimate														
Actual TOT Revenue		616,130	595,142	644,986	633,178	448,384	353,219	273,023	343,475	413,561	488,418	-	-	4,809,516
Difference from Latest Estimate		19,677	(4,851)	11,657	(28,794)	(339)	21,883	(20,876)	1,915	7,344	(37,934)	-	-	(30,319)



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

CHART 2

	By Fiscal Years												Compared FY Years Average		
	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	Mh	Qtr	Semi
July	317,432	353,141	370,978	354,754	359,043	351,488	411,037	435,000	434,859	477,303	565,359	616,130	10.3%	10.3%	10.3%
August	255,454	283,104	315,455	420,059	332,157	364,842	394,469	422,807	488,016	529,669	566,714	595,142	11.0%	11.0%	11.0%
September	250,295	278,344	319,931	370,275	377,058	369,995	418,532	425,369	465,346	476,000	500,372	644,999	11.1%	11.1%	32.5%
October	250,395	284,198	374,037	376,974	348,903	362,464	399,283	411,105	470,570	508,180	627,462	653,178	7.5%	7.5%	24.0%
November	166,511	179,453	242,742	227,816	217,336	241,116	256,691	294,727	344,176	380,139	428,329	448,384	5.5%	5.5%	5.5%
December	120,172	125,844	172,657	151,621	151,063	183,018	208,670	208,611	229,605	273,789	314,053	353,219	4.7%	4.7%	17.5%
January	96,179	115,628	127,599	146,230	131,104	151,638	171,854	187,041	230,428	239,835	278,577	273,023	7.1%	7.1%	8.4%
February	139,349	138,661	177,840	199,338	183,927	192,483	218,558	199,816	232,236	305,163	323,754	343,475	6.1%	6.1%	8.7%
March	161,293	178,125	246,416	209,826	209,149	225,227	257,380	303,037	316,551	363,591	385,039	488,418	8.4%	8.4%	10.0%
April	193,352	209,352	261,720	230,708	237,468	284,421	303,307	318,797	372,410	439,751	488,805	488,418	7.1%	7.1%	8.7%
May	218,214	241,735	348,954	307,171	321,765	342,785	408,171	383,919	428,990	538,127	533,365	533,365	8.7%	8.7%	8.7%
June	232,236	260,861	371,878	286,356	317,990	372,628	381,168	396,744	431,077	503,696	502,160	502,160	9.5%	9.5%	26.0%
Annual Totals	2,331,443	2,519,546	3,402,880	3,200,759	3,062,370	3,431,506	3,764,680	3,950,623	4,456,456	5,037,134	5,622,839	4,806,516	100.0%	100.0%	100.0%

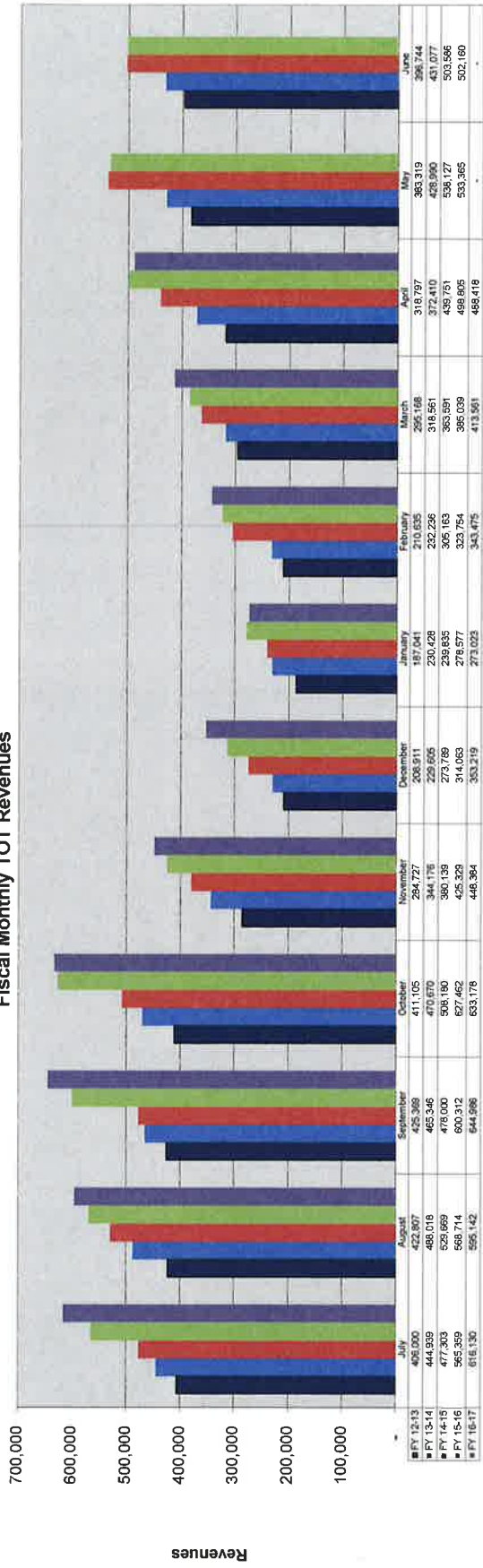
	By Calendar Year												Compared Cal Years Average		
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Mh	Qtr	Semi
1st Quarter Trend	750,161	804,589	1,074,035	1,145,069	988,256	1,096,315	1,224,278	1,254,176	1,254,176	1,254,176	1,254,176	1,254,176	16.8%	16.8%	16.8%
2nd Quarter Trend	537,618	570,595	793,436	756,412	717,302	806,598	864,644	904,743	904,743	904,743	904,743	904,743	15.5%	15.5%	15.5%
3rd Quarter Trend	398,821	432,414	561,655	495,384	464,792	559,558	647,792	692,844	781,225	781,225	781,225	781,225	12.8%	12.8%	12.8%
4th Quarter Trend	643,948	711,948	803,864	803,864	862,629	979,034	1,027,650	1,098,800	1,332,477	1,481,465	20,202	488,418	3.6%	3.6%	3.6%
1st Half Trend	1,267,778	1,376,184	1,867,471	1,901,481	1,705,550	1,902,913	2,098,922	2,158,919	2,242,754	2,242,754	2,242,754	2,242,754	13.1%	13.1%	13.1%
2nd Half Trend	1,063,664	1,143,362	1,535,409	1,299,278	1,356,810	1,528,592	1,675,758	1,791,704	2,013,702	2,013,702	2,013,702	2,013,702	18.7%	18.7%	18.7%
Annual Totals	2,419,848	3,011,633	3,438,890	3,004,638	3,249,727	3,667,514	4,234,468	4,660,781	5,491,293	5,812,738	1,518,478	1,518,478	100.0%	100.0%	100.0%

	By Calendar Year												Compared Cal Years Average		
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Mh	Qtr	Semi
January	96,179	115,628	127,599	146,230	131,104	151,638	171,854	187,041	230,428	239,835	278,577	273,023	4.4%	4.4%	4.4%
February	139,349	138,661	177,840	199,338	183,927	192,483	218,558	199,816	232,236	305,163	323,754	343,475	5.2%	5.2%	5.2%
March	161,293	178,125	246,416	209,826	209,149	225,227	257,380	295,168	316,551	363,591	385,039	488,418	6.6%	6.6%	6.6%
April	193,352	209,352	261,720	230,708	237,468	284,421	303,307	318,797	372,410	439,751	488,805	488,418	7.9%	7.9%	7.9%
May	218,214	241,735	348,954	307,171	321,765	342,785	408,171	383,919	428,990	538,127	533,365	533,365	9.2%	9.2%	9.2%
June	232,236	260,861	371,878	286,356	317,990	372,628	381,168	396,744	444,930	444,930	503,696	502,160	9.5%	9.5%	9.5%
July	263,141	320,979	354,754	309,043	351,488	411,037	406,000	444,930	471,077	503,595	569,714	616,130	10.6%	10.6%	10.6%
August	263,104	373,455	420,059	332,457	364,842	394,409	422,807	488,019	529,669	569,714	595,142	595,142	11.1%	11.1%	11.1%
September	276,344	379,801	376,275	347,058	369,985	418,832	435,369	465,346	478,000	600,312	644,666	644,666	11.2%	11.2%	11.2%
October	264,188	374,037	375,974	348,903	382,464	389,283	411,105	470,670	588,180	627,462	633,178	633,178	7.6%	7.6%	7.6%
November	179,453	246,742	227,816	217,336	241,116	256,691	284,727	344,176	380,139	428,329	448,384	448,384	5.5%	5.5%	5.5%
December	125,944	172,657	151,621	151,063	183,018	208,670	208,611	229,605	273,789	314,053	353,219	353,219	24.4%	24.4%	24.4%
Annual Totals	2,419,848	3,011,633	3,438,890	3,004,638	3,249,727	3,667,514	4,234,468	4,660,781	5,491,293	5,812,738	1,518,478	1,518,478	100.0%	100.0%	100.0%

[1] From monthly Operating records for month. Does not incorporate actual monthly receipts due to delay in reporting, late 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 Calistoga
Monthly Occupancy Rates - All Types

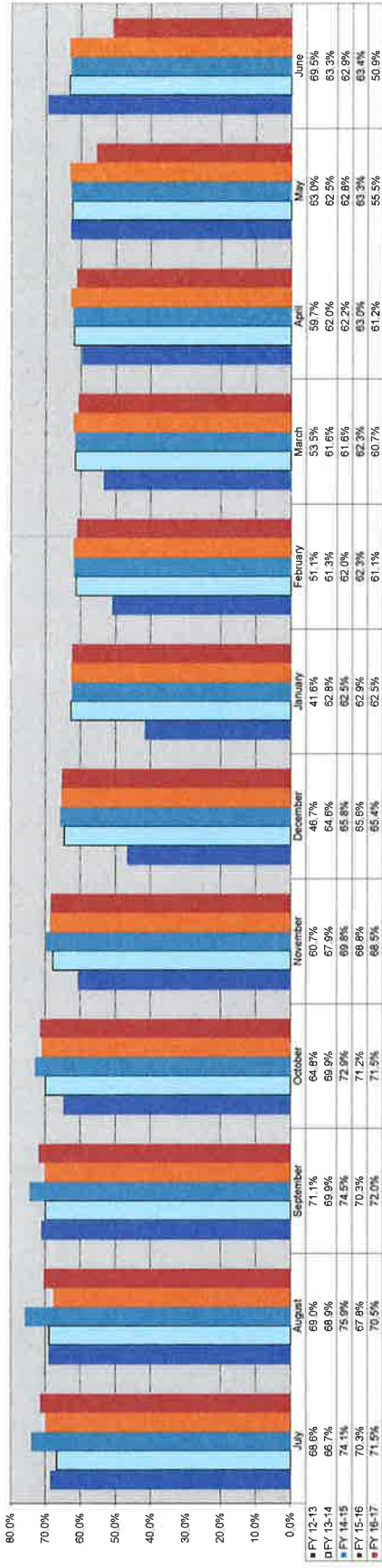


Chart 5

City of Calistoga
Average Monthly Rates - All Types

