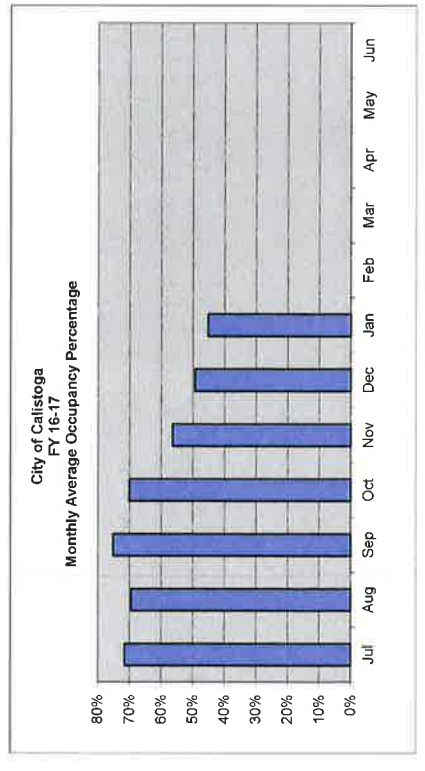
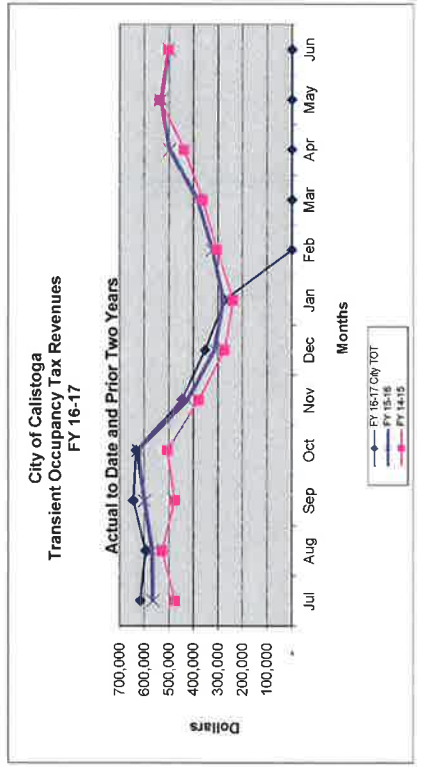


## Transient Occupancy Tax/NVTID Revenues Cash Flow Actuals and Projections Fiscal Year 2016-17

TOT & NVTID Revenues		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
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	-	-	-	-	-	3,564,062
NVTID Tax	2%													
Local TID Allocation (25%)		25,672	24,798	26,874	26,382	18,683	14,717	11,376	-	-	-	-	-	148,503
County TID Allocation (74%)		75,989	73,401	79,548	78,092	55,301	43,564	33,673	-	-	-	-	-	439,568
City Administration (1%)		1,027	992	1,075	1,055	747	589	455	-	-	-	-	-	5,940
<b>Total NVTID Tax</b>		<b>102,688</b>	<b>99,190</b>	<b>107,498</b>	<b>105,530</b>	<b>74,731</b>	<b>58,870</b>	<b>45,504</b>	-	-	-	-	-	<b>594,010</b>

Occupancy and Daily Rates		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Room Nights Available		22,971	23,033	22,290	23,250	22,410	22,537	22,444	21,022	22,296	21,662	23,002	22,356	269,273
Room Nights Rented		16,431	15,996	16,739	16,295	12,645	11,129	10,137	-	-	-	-	-	99,372
Average Occupancy Percentage		72%	69%	75%	70%	56%	49%	45%	0%	0%	0%	0%	0%	37%
Average Room Rate		\$ 312.48	\$ 310.05	\$ 321.10	\$ 323.81	\$ 295.49	\$ 264.49	\$ 224.44	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 298.88

Estimates & Projections		July	August	September	October	November	December	January	February	March	April	May	June	Total
City Transient Occupancy Tax	Avg Rooms													
Prior years Actuals														
FY 15-16	764	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
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	503,566	5,037,134
FY 13-14	690	444,939	488,018	465,346	470,670	344,178	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	383,319	396,744	3,950,823
FY 11-12	692	411,037	394,409	418,632	399,263	286,691	208,670	171,854	218,568	225,227	303,037	343,761	381,168	3,764,680
FY 10-11	692	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	237,488	307,171	317,980	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%	10.8%	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	5,940,002
Revised Estimate														
Actual TOT Revenue		616,130	595,142	644,986	633,178	448,384	353,219	273,023	-	-	-	-	-	3,564,062
Difference from Latest Estimate		19,677	(4,851)	11,657	(28,794)	(339)	21,883	(20,876)	-	-	-	-	-	(1,644)



**CHART 2**

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

	By Fiscal Years												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	16-17	15-16	14-15	Mth	Qtr	Seml
July	247,442	263,141	320,979	354,754	359,043	351,486	411,037	405,000	444,939	477,303	565,359	516,130	9.0%	18.4%	18.4%	10.8%		
August	252,454	263,104	373,455	420,039	332,157	364,842	394,409	422,807	488,018	529,669	566,714	595,142	4.6%	7.4%	7.4%	11.3%		
September	250,285	278,844	376,001	370,275	347,058	369,865	418,832	425,369	465,346	478,000	600,312	634,985	7.4%	25.6%	25.6%	33.4%		
October	250,995	264,198	374,037	376,974	348,903	382,464	398,283	411,105	470,670	538,180	627,462	633,178	0.9%	23.5%	23.5%	11.4%		
November	166,511	179,453	246,742	227,816	241,116	256,691	266,691	284,727	344,176	380,139	425,329	448,384	5.4%	11.9%	11.9%	7.7%		
December	120,172	126,844	172,657	151,621	151,053	183,019	206,670	208,911	225,605	273,789	314,063	353,219	12.5%	14.7%	14.7%	5.6%		
January	99,179	115,628	127,599	146,230	131,104	151,838	171,654	187,041	230,428	239,835	278,577	273,023	-2.0%	16.2%	16.2%	4.9%		
February	136,349	138,661	177,840	158,338	153,927	182,493	218,558	210,635	232,236	305,163	323,754	318,746	6.1%	6.1%	6.1%	5.1%		
March	161,293	178,125	246,418	190,826	209,149	225,227	257,300	259,168	318,561	363,591	385,039	385,039	5.9%	7.9%	7.9%	6.4%		
April	193,393	209,352	261,720	230,708	237,468	284,421	303,037	318,797	372,410	439,751	489,805	489,805	13.4%	18.1%	18.1%	16.3%		
May	218,214	241,735	349,954	286,820	307,171	321,785	343,761	363,919	428,990	538,127	533,365	533,365	-0.3%	8.7%	8.7%	8.9%		
June	232,236	260,861	371,878	286,356	317,990	372,828	391,168	396,744	431,077	503,566	502,160	502,160	-0.3%	10.0%	10.0%	5.1%		
<b>Annual Totals</b>	<b>2,331,443</b>	<b>2,519,546</b>	<b>3,402,880</b>	<b>3,200,759</b>	<b>3,062,370</b>	<b>3,431,906</b>	<b>3,764,680</b>	<b>3,950,823</b>	<b>4,456,456</b>	<b>5,037,134</b>	<b>5,622,839</b>	<b>5,664,082</b>	<b>-0.6%</b>	<b>11.6%</b>	<b>11.6%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

	By Calendar Year												Percent of Total Year					
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	16-17	15-16	14-15	Mth	Qtr	Seml
1st Quarter	750,181	804,899	1,074,035	1,148,069	986,258	1,086,315	1,086,315	1,224,278	1,254,176	1,254,176	1,484,972	1,484,972	16.6%	16.6%	16.6%	4.4%		
2nd Quarter	130,349	138,661	177,840	158,338	153,927	182,493	218,558	210,635	232,236	305,163	323,754	318,746	5.0%	5.0%	5.0%	5.2%		
3rd Quarter	399,821	432,414	551,856	495,394	494,180	569,568	647,392	692,844	781,225	909,595	987,369	1,031,023	7.3%	8.7%	8.7%	6.6%		
4th Quarter	643,843	711,948	983,532	803,864	862,629	973,034	1,027,569	1,098,860	1,232,477	1,481,465	1,534,331	1,534,331	3.5%	3.5%	3.5%	16.2%		
1st Half	1,267,778	1,375,184	1,857,471	1,705,560	1,705,560	1,852,913	2,089,322	2,089,322	2,442,754	2,158,919	2,442,754	2,442,754	13.1%	13.1%	13.1%	9.2%		
2nd Half	1,063,664	1,144,362	1,535,409	1,295,278	1,356,810	1,538,992	1,675,358	1,675,358	2,013,702	2,391,904	2,391,904	2,391,904	6.1%	6.1%	6.1%	24.4%		
<b>Annual Totals</b>	<b>2,418,842</b>	<b>2,519,546</b>	<b>3,431,906</b>	<b>3,000,838</b>	<b>3,062,370</b>	<b>3,431,906</b>	<b>3,834,458</b>	<b>4,224,458</b>	<b>4,660,761</b>	<b>5,491,293</b>	<b>5,812,739</b>	<b>5,812,739</b>	<b>5.9%</b>	<b>5.9%</b>	<b>5.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

	By Calendar Year												Percent of Total Year					
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	16-17	15-16	14-15	Mth	Qtr	Seml
January	99,179	115,628	127,599	146,230	131,104	151,838	171,654	187,041	230,428	239,835	278,577	273,023	7.0%	7.0%	7.0%	4.4%		
February	136,349	138,661	177,840	158,338	153,927	182,493	218,558	210,635	232,236	305,163	323,754	318,746	5.0%	5.0%	5.0%	5.2%		
March	161,293	178,125	246,418	190,826	209,149	225,227	257,300	259,168	318,561	363,591	385,039	385,039	5.9%	7.9%	7.9%	6.6%		
April	193,393	209,352	261,720	230,708	237,468	284,421	303,037	318,797	372,410	439,751	489,805	489,805	13.4%	18.1%	18.1%	16.2%		
May	218,214	241,735	349,954	286,820	307,171	321,785	343,761	363,919	428,990	538,127	533,365	533,365	-0.3%	8.7%	8.7%	8.9%		
June	232,236	260,861	371,878	286,356	317,990	372,828	391,168	396,744	431,077	503,566	502,160	502,160	-0.3%	10.0%	10.0%	5.1%		
<b>Annual Totals</b>	<b>2,418,842</b>	<b>2,519,546</b>	<b>3,431,906</b>	<b>3,000,838</b>	<b>3,062,370</b>	<b>3,431,906</b>	<b>3,834,458</b>	<b>4,224,458</b>	<b>4,660,761</b>	<b>5,491,293</b>	<b>5,812,739</b>	<b>5,812,739</b>	<b>5.9%</b>	<b>5.9%</b>	<b>5.9%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

[1] From monthly Operator reports for month. Does not reconcile to actual monthly receipts due to delay in recording tax payments and delinquencies  
 [2] In July 2010 additional 2% Napa Valley Tourist Tax Ordinance effective - increase Tax Rate by 16.65%

Chart 3

City of Calistoga  
Fiscal Monthly TOT Revenues

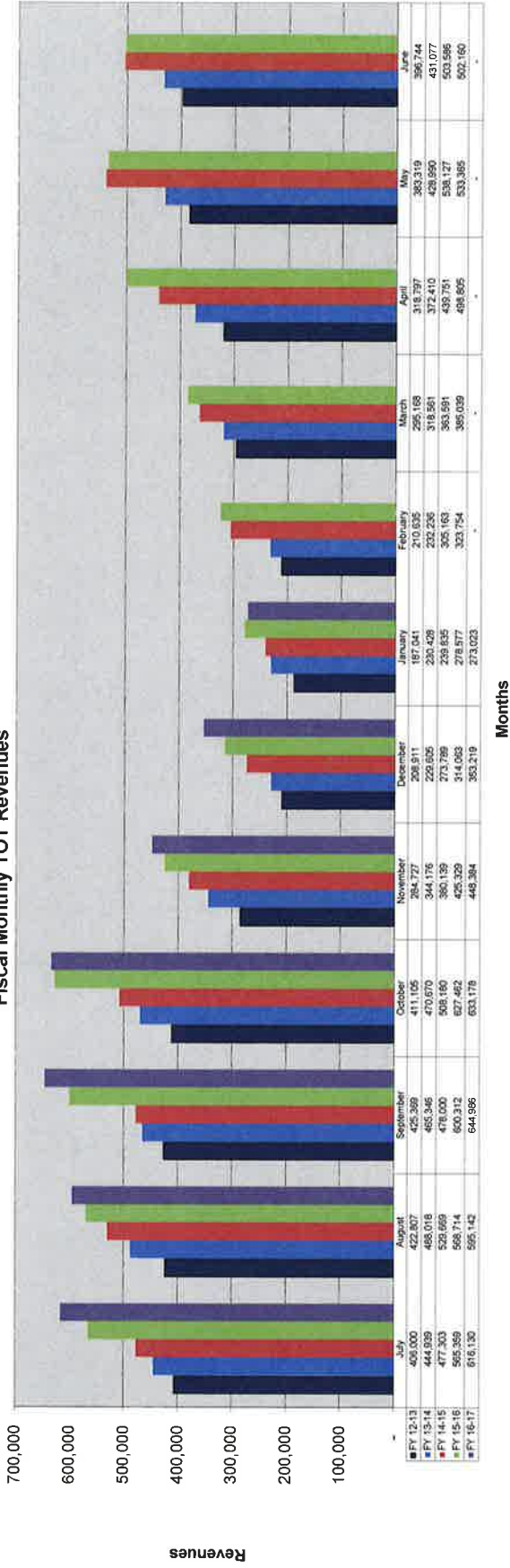


Chart 4

City of Calistoga  
Monthly Occupancy Rates - All Types

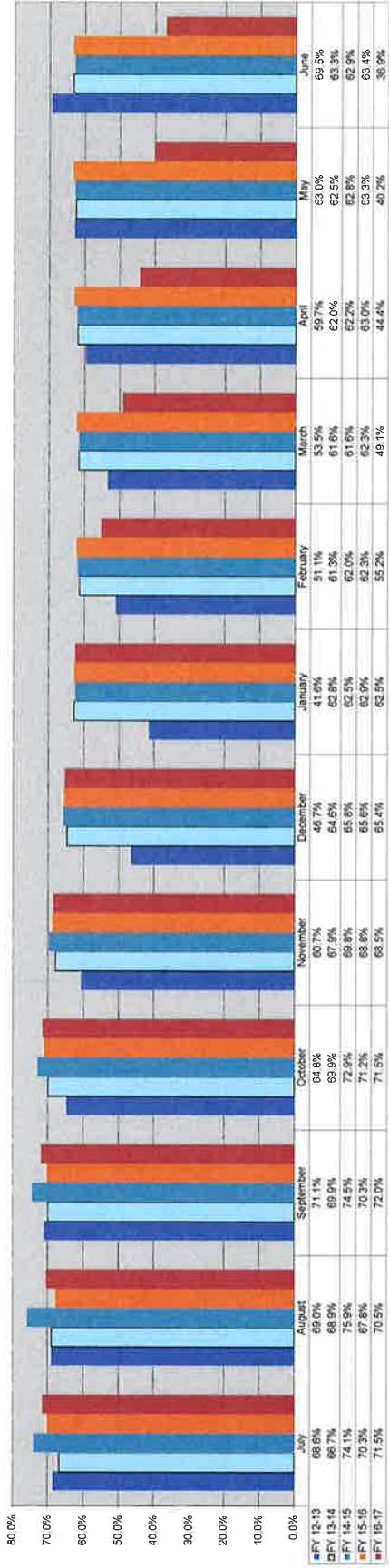


Chart 5

City of Calistoga  
Average Monthly Rates - All Types

