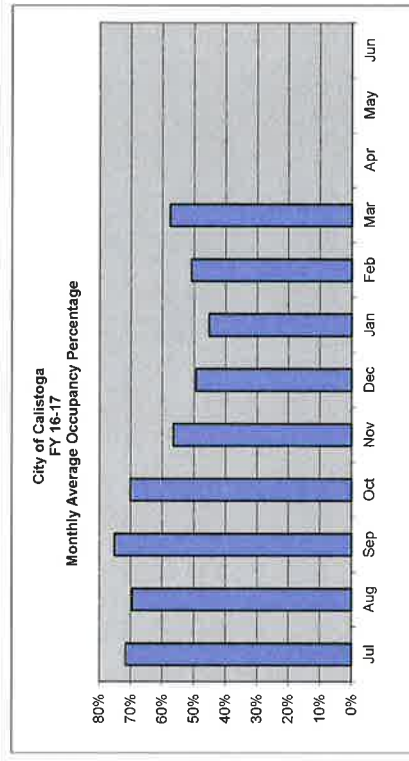
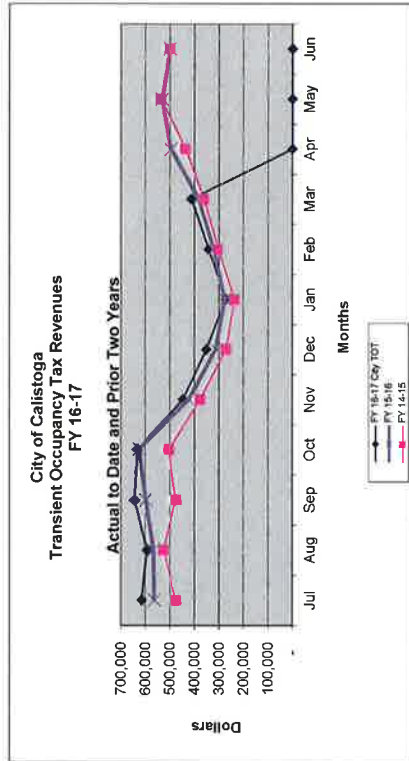


Transient Occupancy Tax/NVTID Revenues Cash Flow Actuals and Projections Fiscal Year 2016-17

	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	-	-	-	4,321,098
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	-	-	-	180,046
County TID Allocation (74%)		75,989	73,401	79,548	78,092	55,301	43,564	33,673	42,362	51,006	-	-	-	532,935
City Administration (1%)		1,027	992	1,075	1,055	747	589	455	572	689	-	-	-	7,202
Total NVTID Tax		102,688	99,190	107,498	105,530	74,731	58,870	45,504	57,246	68,927	-	-	-	720,183
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	21,662	23,002	22,356	270,084
Room Nights Rented		16,431	15,996	16,739	16,295	12,645	11,129	10,137	11,021	12,922	-	-	-	123,315
Average Occupancy Percentage		72%	69%	75%	70%	56%	49%	45%	51%	58%	0%	0%	0%	46%
Average Room Rate		\$ 312.48	\$ 310.05	\$ 321.10	\$ 323.81	\$ 295.49	\$ 264.49	\$ 224.44	\$ 259.71	\$ 266.70	#DIV/0!	#DIV/0!	#DIV/0!	\$ 292.01

Estimates & Projections

City Transient Occupancy Tax	Avg Rooms	Actual												Total
		July	August	September	October	November	December	January	February	March	April	May	June	
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	498,605	533,365	502,160	5,822,939
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	428,990	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	3,950,623
FY 11-12	692	411,037	394,409	418,632	399,283	256,691	208,670	171,854	218,558	257,380	303,037	343,761	381,168	3,764,880
FY 10-11	692	351,488	364,842	369,985	382,484	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	208,149	237,468	307,171	317,990	3,052,370
TOT Revenues - Average of Seven Years		423,596	442,945	443,558	449,724	307,073	224,160	198,668	232,395	293,445	350,870	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	534,600	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	-	-	-	4,321,098
Difference from Latest Estimate		19,677	(4,851)	11,657	(28,794)	(339)	21,883	(20,876)	1,915	7,344	-	-	-	7,615



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

CHART 2

	By Fiscal Years												Percent of Total Year			
	FY 05-06	FY 05-07	FY 06-08	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	Compared FY Years Average	Mth	Qtr	Seml
July	247,442	263,441	320,979	354,754	309,043	351,488	411,037	406,000	444,939	477,033	555,339	616,130	397,301	10.6%		
August	252,454	273,104	373,455	420,039	332,157	364,842	394,409	422,807	489,019	529,868	566,714	595,142	417,067	11.1%		
September	250,295	263,344	378,601	370,275	347,059	369,985	418,632	425,869	465,346	478,000	500,312	544,996	419,031	11.2%		32.6%
October	260,935	264,198	314,037	376,974	348,903	392,664	399,293	411,105	470,070	508,160	627,462	633,178	420,616	7.6%		
November	166,511	179,653	246,742	227,816	241,116	266,681	284,727	287,121	344,176	360,139	425,329	446,384	207,811	5.8%		24.3%
December	193,393	120,172	136,944	172,657	151,621	183,018	208,670	208,911	229,605	273,755	314,063	352,219	179,361	4.8%		57.1%
January	69,179	115,628	127,569	146,230	131,104	151,938	171,694	187,041	230,428	239,835	278,577	275,023	207,961	5.7%		
February	139,349	139,661	177,840	188,338	193,927	162,493	178,558	210,935	232,236	305,163	323,754	343,475	215,369	6.1%		
March	161,253	179,125	245,414	259,525	225,227	255,227	257,360	285,168	316,561	363,591	385,039	413,561	270,361	7.2%		17.7%
April	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	8.8%		
May	232,236	281,861	349,954	307,171	321,765	488,211	343,761	363,139	428,980	538,127	533,365	533,365	329,437	9.0%		42.9%
June	232,236	281,861	349,954	307,171	321,765	488,211	343,761	363,139	428,980	538,127	533,365	533,365	329,437	9.0%		42.9%
Annual Totals	2,331,443	2,519,546	3,402,860	3,200,759	3,062,370	3,431,506	3,764,690	3,950,623	4,456,456	5,037,134	5,622,939	6,321,098	3,759,453	100.0%	100.0%	100.0%

	By Calendar Year												Percent of Total Year			
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	Compared Ctr Years Average	Mth	Qtr	Seml
1st Quarter	750,161	804,599	1,074,035	1,145,059	900,258	1,086,315	999,515	1,224,278	1,254,176	1,254,176	1,254,176	1,254,176	1,856,259	4.4%		
2nd Quarter	537,618	570,395	739,436	756,412	717,302	806,598	824,483	864,644	904,743	904,743	904,743	904,743	1,424,781	5.2%		
3rd Quarter	595,821	432,414	501,896	495,384	484,180	559,558	559,558	647,732	647,732	647,732	647,732	647,732	987,359	6.6%		16.2%
4th Quarter	643,843	711,948	863,582	803,884	862,629	979,034	979,034	1,027,966	1,027,966	1,027,966	1,027,966	1,027,966	1,534,331	7.8%		26.6%
1st Half	1,287,778	1,376,584	1,807,471	1,901,481	1,705,600	1,892,913	1,892,913	2,068,922	2,158,919	2,158,919	2,158,919	2,158,919	3,101,229	10.6%		42.8%
2nd Half	1,043,664	1,144,362	1,595,409	1,299,278	1,356,810	1,538,592	1,538,592	1,675,756	1,791,704	1,791,704	1,791,704	1,791,704	2,521,700	10.0%	100.0%	100.0%
Annual Totals	2,418,848	3,011,833	3,406,880	3,200,759	3,062,370	3,431,506	3,431,506	3,764,690	4,456,456	5,037,134	5,622,939	6,321,098	3,759,453	100.0%	100.0%	100.0%

	By Fiscal Years												Percent of Total Year			
	FY 05-06	FY 05-07	FY 06-08	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	Compared FY Years Average	Mth	Qtr	Seml
January	99,179	115,628	127,569	146,230	131,104	151,938	171,694	187,041	230,428	239,835	278,577	275,023	170,847	4.4%		
February	139,349	139,661	177,840	188,338	193,927	162,493	178,558	210,935	232,236	305,163	323,754	343,475	203,723	5.2%		
March	161,253	179,125	245,414	259,525	225,227	255,227	257,360	285,168	316,561	363,591	385,039	413,561	257,343	6.6%		16.2%
April	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	209,352	304,533	7.8%		
May	232,236	281,861	349,954	307,171	321,765	488,211	343,761	363,139	428,980	538,127	533,365	533,365	359,386	9.2%		
June	232,236	281,861	349,954	307,171	321,765	488,211	343,761	363,139	428,980	538,127	533,365	533,365	359,386	9.2%		
July	263,141	320,979	354,754	309,043	351,488	411,037	406,000	444,939	477,033	508,160	627,462	633,178	369,808	9.5%		26.6%
August	263,141	320,979	354,754	309,043	351,488	411,037	406,000	444,939	477,033	508,160	627,462	633,178	410,925	10.6%		42.8%
September	278,344	379,601	370,275	347,059	364,842	394,409	422,807	488,018	529,868	566,714	595,142	627,462	432,032	11.1%		32.6%
October	264,198	376,974	348,903	392,664	399,293	411,105	470,070	508,160	600,132	644,986	644,986	644,986	434,374	11.2%		
November	179,453	246,742	227,816	217,336	241,116	266,681	284,727	287,121	344,176	360,139	425,329	446,384	295,628	7.6%		24.4%
December	126,944	172,657	151,621	183,018	208,670	208,911	229,605	273,755	314,063	352,219	352,219	352,219	215,778	5.5%		57.2%
Annual Totals	2,418,848	3,011,833	3,406,880	3,200,759	3,062,370	3,431,506	3,431,506	3,764,690	4,456,456	5,037,134	5,622,939	6,321,098	3,885,418	100.0%	100.0%	100.0%

[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 16.66%

City of Calistoga
Fiscal Monthly TOT Revenues

Chart 3

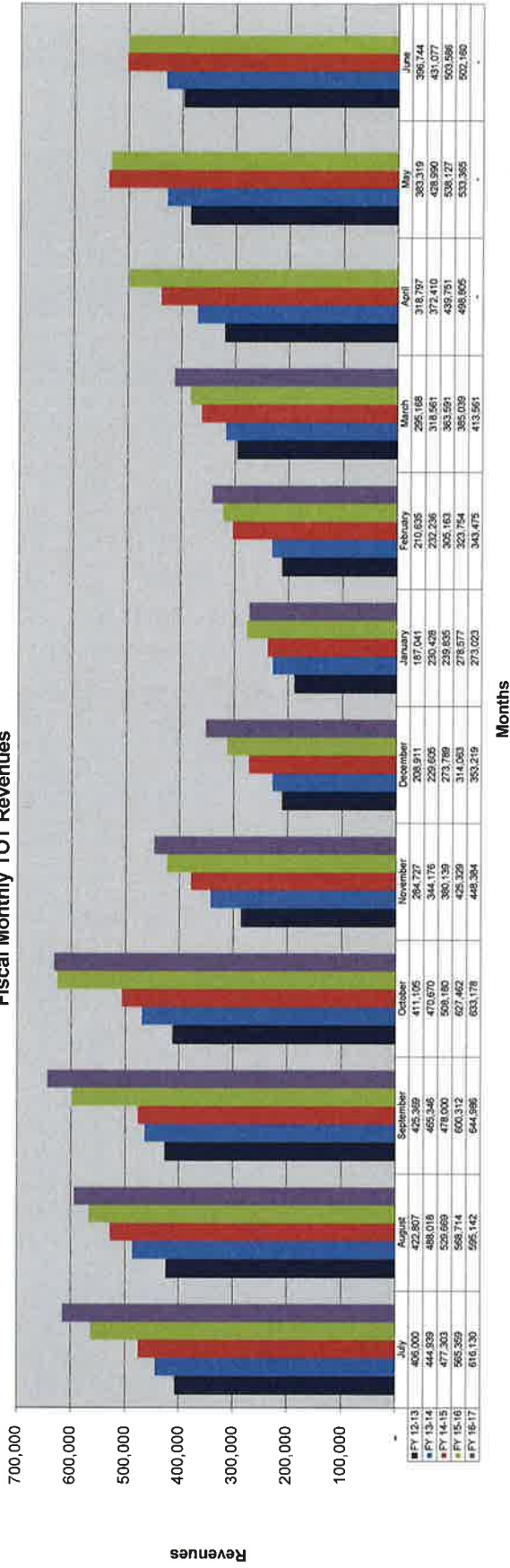


Chart 4

City of Calistoga
Monthly Occupancy Rates - All Types

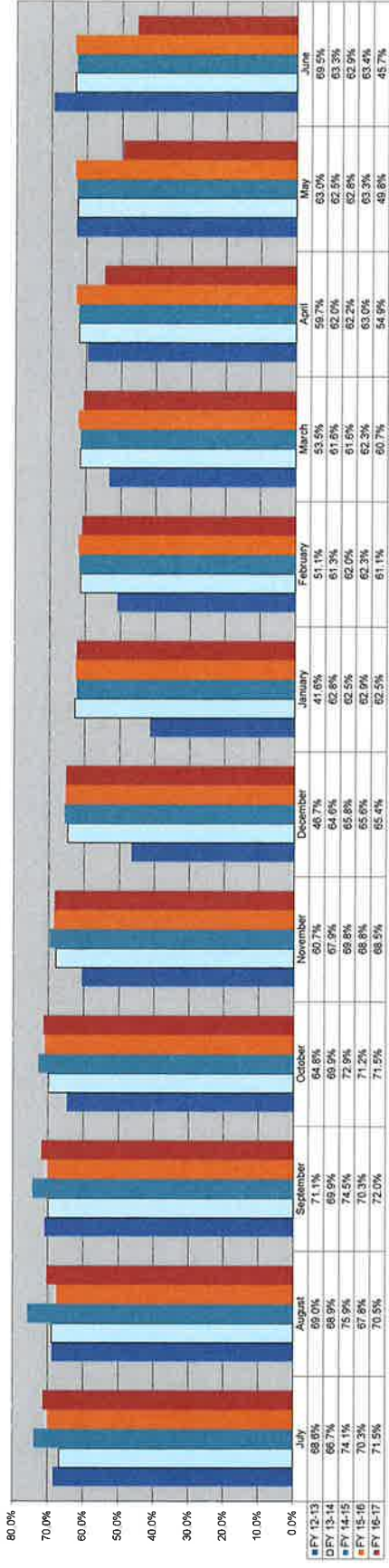


Chart 5

City of Calistoga
Average Monthly Rates - All Types

