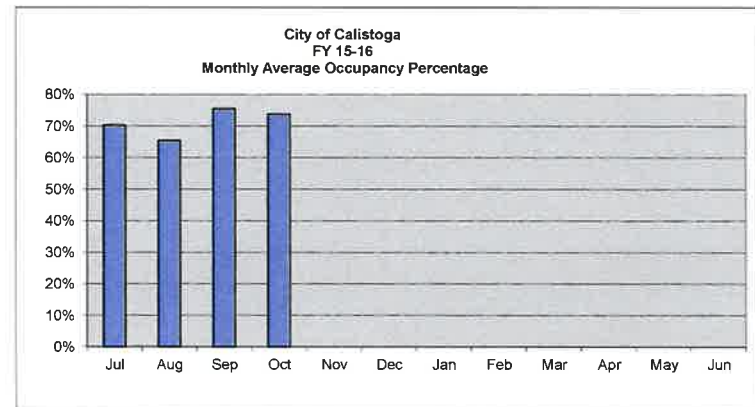
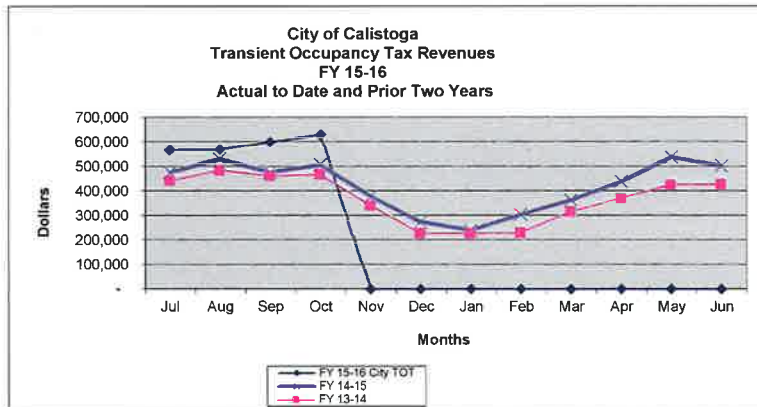


**Transient Occupancy Tax/NVTID Revenues  
Cash Flow Actuals and Projections  
Fiscal Year 2015-16**

TOT & NVTID Revenues	Actual												Total	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Average Number of Rooms	764													
<b>FY 15-16 City TOT</b>	<b>12%</b>	<b>565,359</b>	<b>568,714</b>	<b>600,312</b>	<b>627,462</b>	-	-	-	-	-	-	-	-	<b>2,361,847</b>
<b>NVTID Tax</b>	<b>2%</b>													
Local TID Allocation (25%)		23,557	23,696	25,013	26,144	-	-	-	-	-	-	-	-	98,410
County TID Allocation (74%)		69,728	70,141	74,039	77,387	-	-	-	-	-	-	-	-	291,294
City Administration (1%)		942	948	1,001	1,046	-	-	-	-	-	-	-	-	3,936
<b>Total NVTID Tax</b>		<b>94,226</b>	<b>94,786</b>	<b>100,052</b>	<b>104,577</b>	-	-	-	-	-	-	-	-	<b>393,641</b>

Occupancy and Daily Rates															
Room Nights Available		22,971	22,971	22,230	22,971	-	-	-	-	-	-	-	-	-	91,143
Room Nights Rented		16,138	15,009	16,783	16,943	-	-	-	-	-	-	-	-	-	64,873
<b>Average Occupancy Percentage</b>		70%	65%	75%	74%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	71%
<b>Average Room Rate</b>		\$ 291.94	\$ 315.76	\$ 298.08	\$ 308.61	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 303.39

Estimates & Projections														
City Transient Occupancy Tax	Avg Rooms	Actual												Total
Prior years Actuals		July	August	September	October	November	December	January	February	March	April	May	June	
FY 14-15	764	477,303	529,669	476,000	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	690	406,000	422,807	425,369	411,105	284,727	208,911	167,041	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	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
FY 08-09	692	354,754	420,039	370,275	376,974	227,816	151,621	146,230	158,338	190,826	230,708	286,820	286,356	3,200,759
TOT Revenues - Average of Seven Years		393,509	421,706	410,695	413,940	278,857	200,954	179,762	208,764	265,700	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%
<b>Original Adopted Budget Estimate</b>		503,555	558,801	504,290	538,671	397,245	286,137	250,676	320,421	383,589	463,937	570,415	533,804	5,311,540
<b>Revised Estimate</b>														-
<b>Actual TOT Revenue</b>		565,359	568,714	600,312	627,462	-	-	-	-	-	-	-	-	2,361,847
<b>Difference from Latest Estimate</b>		61,804	9,913	96,022	88,791									256,531



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

**CHART 2**

	By Fiscal Years																
	FY 05-06	FY 06-07	FY 07-08	FY 08-09	FY 09-10	FY 10-11	% Change	FY 11-12	% Change	FY 12-13	% Change	FY 13-14	% Change	FY 14-15	% Change	FY 15-16	% Change
July	247,442	263,141	320,979	354,754	309,043	351,488	13.7%	411,037	16.9%	406,000	-1.2%	444,939	9.6%	477,303	7.3%	565,359	18.4%
August	252,454	263,104	373,455	420,039	332,157	364,842	9.8%	394,409	8.1%	422,807	7.2%	488,018	15.4%	529,669	8.5%	568,714	7.4%
September	250,265	278,344	379,601	370,275	347,058	369,985	6.6%	418,832	13.2%	425,369	1.6%	465,346	9.4%	478,000	2.7%	600,312	25.6%
October	250,935	264,198	374,037	376,974	348,903	382,464	9.6%	399,283	4.4%	411,105	3.0%	470,670	14.5%	508,180	8.0%	627,462	23.5%
November	166,511	179,453	246,742	227,816	217,336	241,116	10.9%	256,691	6.5%	284,727	10.9%	344,176	20.9%	380,139	10.4%	-	-100.0%
December	120,172	126,944	172,657	151,621	151,063	183,018	21.2%	208,670	14.0%	208,911	0.1%	229,605	9.9%	273,789	19.2%	-	-100.0%
January	99,179	115,628	127,599	146,230	131,104	151,838	15.8%	171,854	13.2%	187,041	8.8%	230,428	23.2%	239,835	4.1%	-	-100.0%
February	139,349	138,661	177,840	158,338	153,927	182,493	18.6%	218,558	19.8%	210,635	-3.6%	232,236	10.3%	305,163	31.4%	-	-100.0%
March	161,293	178,125	246,418	190,826	209,149	225,227	7.7%	257,380	14.3%	295,168	14.7%	318,561	7.9%	363,591	14.1%	-	-100.0%
April	193,393	209,352	261,720	230,708	237,468	284,421	19.8%	303,037	6.5%	318,797	5.2%	372,410	16.8%	439,751	18.1%	-	-100.0%
May	218,214	241,735	349,954	286,820	307,171	321,785	4.8%	343,761	6.8%	383,319	11.5%	428,990	11.9%	538,127	25.4%	-	-100.0%
June	232,236	260,861	371,878	286,356	317,990	372,828	17.2%	381,168	2.2%	396,744	4.1%	431,077	8.7%	503,586	16.8%	-	-100.0%
<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>3,431,506</b>	<b>12.1%</b>	<b>3,764,680</b>	<b>9.7%</b>	<b>3,950,623</b>	<b>4.9%</b>	<b>4,456,456</b>	<b>12.8%</b>	<b>5,037,134</b>	<b>13.0%</b>	<b>2,361,847</b>	<b>-53.1%</b>
		8.1%		35.1%		-5.9%		-4.3%		12.1%							

Completed FY Years Average	Percent of Total Year		
	Mth	Qtr	Semi
377,408	11.1%		
400,879	11.8%		
398,490	11.7%	34.5%	
401,292	11.8%		
231,337	6.8%		
166,041	4.9%	23.4%	57.9%
145,522	4.3%		
174,291	5.1%		
222,340	6.5%	15.9%	
259,187	7.6%		
310,898	9.1%		
323,157	9.5%	26.2%	42.1%
3,410,840	100.0%	100.0%	100.0%

Fiscal Quarters																	
1st Quarter Trend	750,161	804,589	1,074,035	1,145,069	988,258	1,086,315	9.9%	1,224,278	12.7%	1,254,176	2.4%	1,398,303	11.5%	1,484,972	6.2%	1,734,385	16.6%
2nd Quarter Trend	537,618	570,595	793,436	756,412	717,302	806,598	12.4%	864,644	7.2%	904,743	4.6%	1,044,451	15.4%	1,162,108	11.3%	627,462	-46.0%
3rd Quarter Trend	399,821	432,414	551,856	495,394	494,180	559,558	13.2%	647,792	15.8%	692,844	7.0%	781,226	12.8%	908,589	16.3%	-	-100.0%
4th Quarter Trend	643,843	711,948	983,552	803,884	862,629	978,034	13.5%	1,027,966	5.0%	1,098,860	6.9%	1,232,477	12.2%	1,481,465	20.2%	-	-100.0%
1st Half Trend	1,287,778	1,375,184	1,867,471	1,901,481	1,705,560	1,892,913	11.0%	2,088,922	10.4%	2,158,919	3.4%	2,442,754	13.1%	2,647,080	8.4%	2,361,847	-10.8%
2nd Half Trend	1,043,664	1,144,362	1,535,409	1,299,278	1,356,810	1,538,592	13.4%	1,675,758	8.9%	1,791,704	6.9%	2,013,702	12.4%	2,390,054	18.7%	-	-100.0%

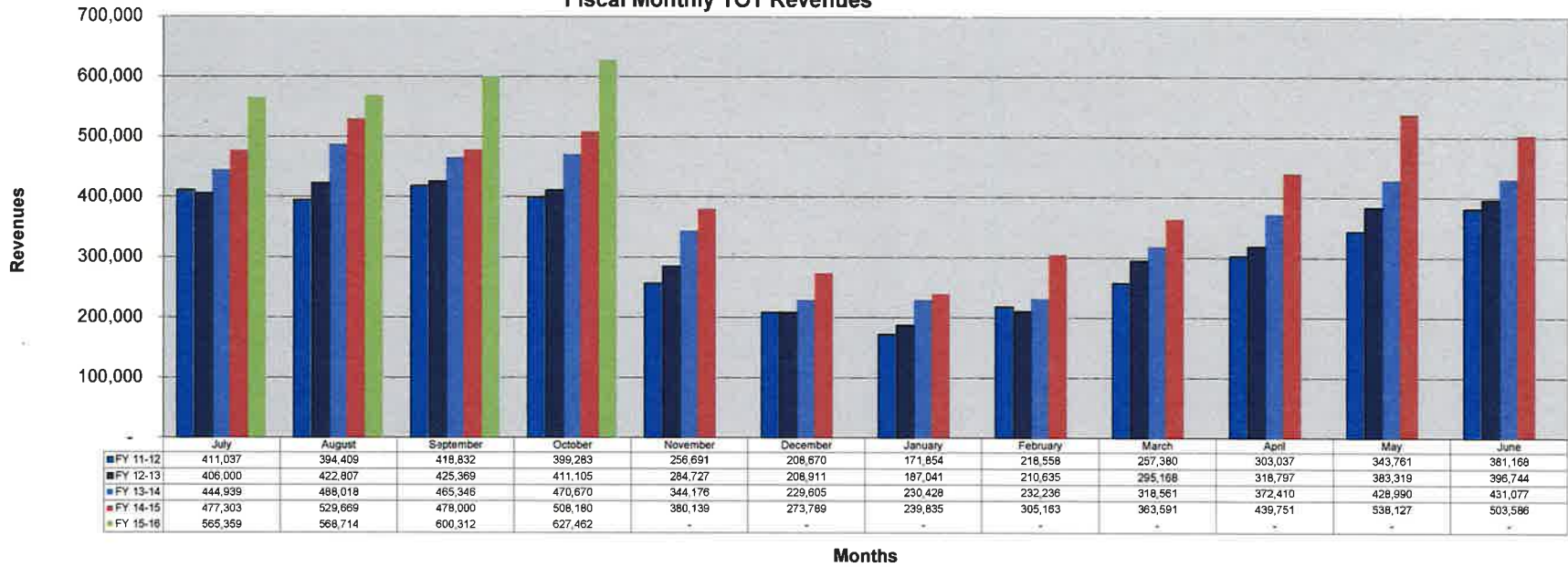
	By Calendar Year									
	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015
January	99,179	115,628	127,599	146,230	131,104	151,838	171,854	187,041	230,428	239,835
February	139,349	138,661	177,840	158,338	153,927	182,493	218,558	210,635	232,236	305,163
March	161,293	178,125	246,418	190,826	209,149	225,227	257,380	295,168	318,561	363,591
April	193,393	209,352	261,720	230,708	237,468	284,421	303,037	318,797	372,410	439,751
May	218,214	241,735	349,954	286,820	307,171	321,785	343,761	383,319	428,990	538,127
June	232,236	260,861	371,878	286,356	317,990	372,828	381,168	396,744	431,077	503,586
July	263,141	320,979	354,754	309,043	351,488	411,037	406,000	444,939	477,303	565,359
August	263,104	373,455	420,039	332,157	364,842	394,409	422,807	488,018	529,669	568,714
September	278,344	379,601	370,275	347,058	369,985	418,832	425,369	465,346	478,000	600,312
October	264,198	374,037	376,974	348,903	382,464	399,283	411,105	470,670	508,180	627,462
November	179,453	246,742	227,816	217,336	241,116	256,691	284,727	344,176	380,139	-
December	126,944	172,657	151,621	151,063	183,018	208,670	208,911	229,605	273,789	-
<b>Annual Totals</b>	<b>2,418,848</b>	<b>3,011,833</b>	<b>3,436,890</b>	<b>3,004,838</b>	<b>3,249,723</b>	<b>3,627,514</b>	<b>3,834,677</b>	<b>4,234,458</b>	<b>4,660,781</b>	<b>4,751,901</b>
		24.5%	14.1%	-12.6%	8.1%	11.6%	5.7%	10.4%	10.1%	2.0%

Completed Cal Years Average	Percent of Total Year		
	Mth	Qtr	Semi
160,074	4.4%		
191,720	5.3%		
244,574	6.8%	16.5%	
285,108	7.9%		
341,988	9.4%		
355,472	9.8%	27.1%	43.6%
390,404	10.8%		
415,721	11.5%		
413,312	11.4%	33.7%	
416,328	11.5%		
237,820	6.6%		
170,628	4.7%	22.8%	56.4%
3,623,146	100.0%	100.0%	100.0%

[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 16.66%

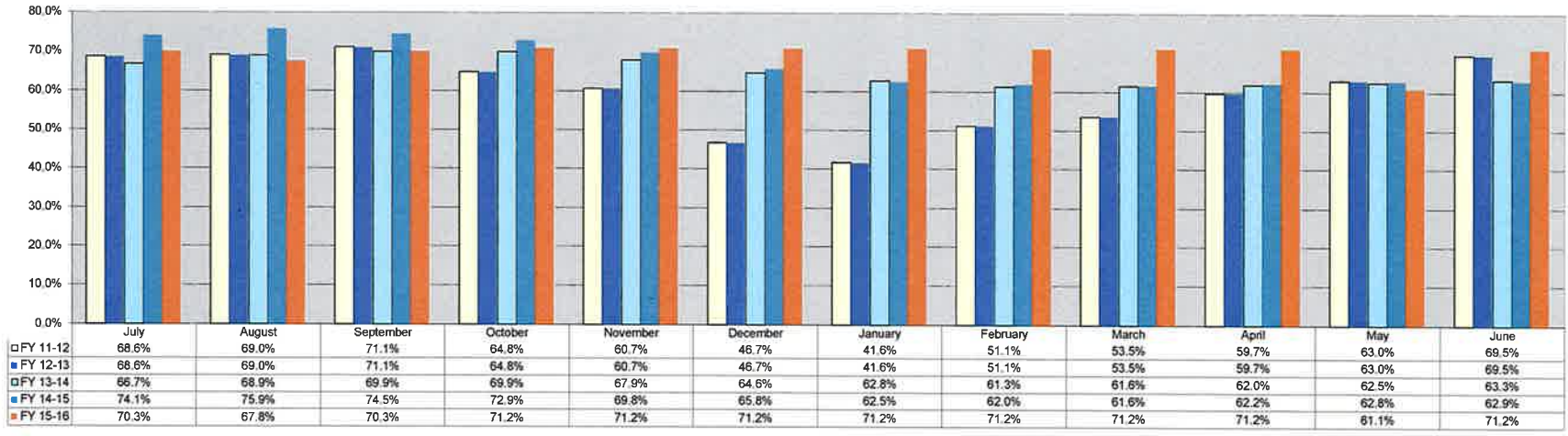
**City of Calistoga  
Fiscal Monthly TOT Revenues**

Chart 3



City of Calistoga  
Monthly Occupancy Rates - All Types

Chart 4



City of Calistoga  
Average Monthly Rates - All Types

Chart 5

