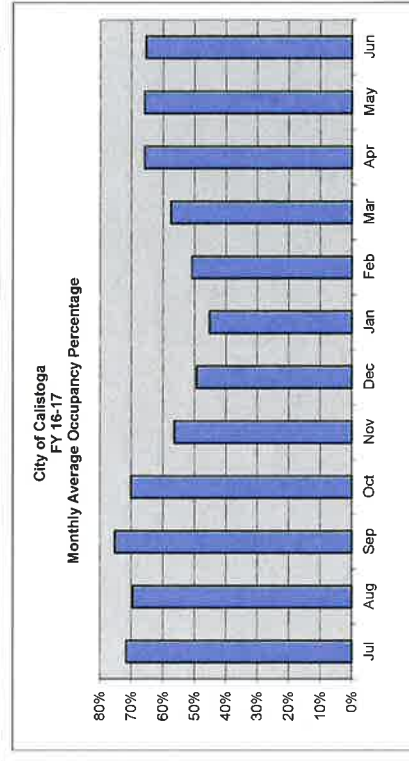
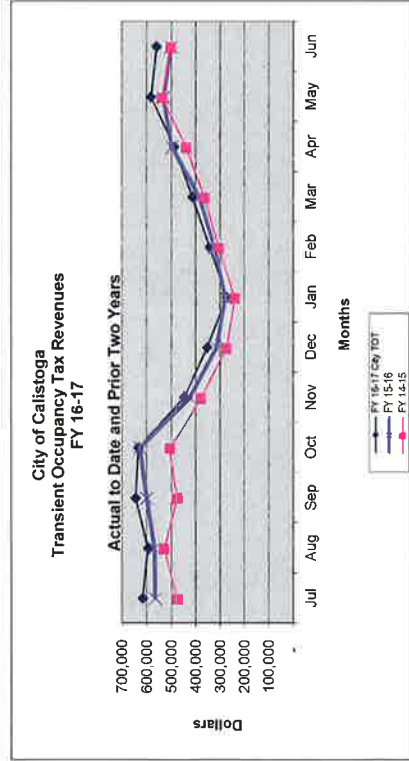


## Transient Occupancy Tax/NVTID Revenues Cash Flow Actuals and Projections Fiscal Year 2016-17

	Actual												Total	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
<b>TOT &amp; NVTID Revenues</b>														
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	488,598	583,094	560,016	5,952,806
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	20,358	24,296	23,334	248,034
County TID Allocation (74%)		75,989	73,401	79,548	78,092	55,301	43,564	33,673	42,362	51,006	60,260	71,915	69,069	734,179
City Administration (1%)		1,027	992	1,075	1,055	747	589	455	572	689	814	972	933	9,921
<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>59,870</b>	<b>45,504</b>	<b>57,246</b>	<b>69,927</b>	<b>81,433</b>	<b>97,182</b>	<b>93,336</b>	<b>992,134</b>
<b>Occupancy and Daily Rates</b>														
Room Nights Available		22,971	23,033	22,290	23,250	22,410	22,537	22,444	21,672	22,457	21,750	23,095	22,440	270,349
Room Nights Rented		16,431	15,996	16,739	16,295	12,645	11,129	10,137	11,021	12,922	14,317	15,214	14,666	167,512
<b>Average Occupancy Percentage</b>		<b>72%</b>	<b>69%</b>	<b>75%</b>	<b>70%</b>	<b>56%</b>	<b>49%</b>	<b>45%</b>	<b>51%</b>	<b>58%</b>	<b>66%</b>	<b>66%</b>	<b>65%</b>	<b>62%</b>
<b>Average Room Rate</b>		<b>\$ 312.48</b>	<b>\$ 310.05</b>	<b>\$ 321.10</b>	<b>\$ 323.81</b>	<b>\$ 295.49</b>	<b>\$ 264.49</b>	<b>\$ 224.44</b>	<b>\$ 259.71</b>	<b>\$ 266.70</b>	<b>\$ 284.39</b>	<b>\$ 319.38</b>	<b>\$ 318.21</b>	<b>\$ 296.14</b>

### 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	5,622,839
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	344,176	229,605	230,428	232,288	318,561	372,410	428,980	431,077	4,496,456
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	418,832	399,283	256,691	208,670	171,864	218,568	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	151,898	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	317,980	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%	10.6%	10.6%	10.7%	7.3%	5.4%	4.7%	5.5%	7.0%	8.4%	9.7%	9.9%	100.0%
<b>Original Adopted Budget Estimate</b>		596,454	599,983	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	488,598	583,094	560,016	5,952,806
Difference from Latest Estimate		19,677	(4,851)	11,657	(28,794)	(339)	21,883	(20,876)	1,915	7,344	(37,754)	17,727	25,216	12,804



**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	YTD	Qtr	YTD
July	263,141	320,979	354,754	309,043	351,468	411,037	406,000	406,000	444,939	477,303	585,359	616,130	397,301	10.2%	10.2%
August	282,464	373,465	420,039	302,157	364,842	422,807	422,807	422,807	486,018	529,869	586,714	595,142	417,067	10.7%	10.7%
September	250,265	274,037	379,601	370,275	359,985	418,852	425,393	425,393	465,346	479,000	600,312	644,985	419,031	10.8%	10.8%
October	166,511	178,453	246,742	227,816	217,336	382,764	399,283	399,283	470,670	508,180	627,462	633,178	420,616	10.8%	10.8%
November	120,172	128,944	172,657	151,621	151,653	183,018	208,670	208,670	244,176	273,789	314,053	353,219	207,811	7.3%	7.3%
December	99,179	115,628	127,599	146,230	131,104	171,854	197,041	197,041	230,428	239,835	278,577	273,023	179,361	4.6%	4.6%
January	138,349	138,661	177,840	156,338	153,927	182,483	216,558	216,558	232,236	305,163	323,754	343,475	215,369	5.9%	5.9%
February	183,393	209,352	281,720	237,468	225,227	284,421	303,037	303,037	372,410	439,751	488,805	488,598	270,361	6.9%	6.9%
March	183,393	209,352	281,720	237,468	225,227	284,421	303,037	303,037	372,410	439,751	488,805	488,598	270,361	6.9%	6.9%
April	183,393	209,352	281,720	237,468	225,227	284,421	303,037	303,037	372,410	439,751	488,805	488,598	270,361	6.9%	6.9%
May	218,214	241,735	349,954	286,620	307,171	321,785	343,761	343,761	428,990	538,127	538,127	593,094	319,872	8.2%	8.2%
June	1,287,278	1,305,184	1,867,471	1,801,481	1,705,560	1,862,813	2,088,822	2,088,822	2,442,754	2,647,080	3,107,239	3,291,039	379,028	9.9%	9.9%
1st Half Trend	1,043,664	1,144,862	1,535,409	1,269,276	1,356,810	1,538,822	1,791,704	1,791,704	2,013,702	2,350,054	2,521,700	2,661,767	384,742	10.0%	10.0%
2nd Half Trend	1,043,664	1,144,862	1,535,409	1,269,276	1,356,810	1,538,822	1,791,704	1,791,704	2,013,702	2,350,054	2,521,700	2,661,767	384,742	10.0%	10.0%
<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>3,950,623</b>	<b>3,950,623</b>	<b>4,458,456</b>	<b>5,037,134</b>	<b>5,622,939</b>	<b>5,952,806</b>	<b>3,884,428</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Fiscal Quarters</b>															
1st Quarter Trend	750,161	804,889	1,074,035	988,268	1,066,315	1,224,278	1,254,176	1,254,176	1,398,303	1,464,972	1,734,385	1,855,259	1,170,847	4.4%	4.4%
2nd Quarter Trend	537,618	570,595	750,436	756,412	717,927	864,644	904,743	904,743	1,044,451	1,152,108	1,366,854	1,434,791	203,725	5.2%	5.2%
3rd Quarter Trend	599,821	492,414	651,856	494,180	559,858	647,792	692,844	692,844	781,225	908,989	987,369	1,000,059	267,343	5.6%	5.6%
4th Quarter Trend	843,843	711,948	983,552	803,884	862,629	1,027,965	1,027,965	1,027,965	1,232,177	1,481,465	1,534,331	1,631,708	304,538	7.6%	7.6%
1st Half Trend	1,287,278	1,305,184	1,867,471	1,801,481	1,705,560	1,862,813	2,088,822	2,088,822	2,442,754	2,647,080	3,107,239	3,291,039	356,808	9.2%	9.2%
2nd Half Trend	1,043,664	1,144,862	1,535,409	1,269,276	1,356,810	1,538,822	1,791,704	1,791,704	2,013,702	2,350,054	2,521,700	2,661,767	356,808	9.2%	9.2%
<b>Annual Totals</b>	<b>2,418,848</b>	<b>3,017,833</b>	<b>3,402,880</b>	<b>3,069,723</b>	<b>3,072,370</b>	<b>3,431,506</b>	<b>3,950,623</b>	<b>3,950,623</b>	<b>4,458,456</b>	<b>5,037,134</b>	<b>5,622,939</b>	<b>5,952,806</b>	<b>3,884,428</b>	<b>100.0%</b>	<b>100.0%</b>
<b>By Calendar Year</b>															
2006	861,179	1,156,628	1,275,569	1,462,230	1,311,104	1,517,838	1,714,854	1,877,041	2,204,228	2,329,835	2,785,577	2,733,023	1,708,847	4.4%	4.4%
2007	139,349	138,661	177,840	156,338	153,927	182,483	216,558	216,558	232,236	305,163	323,754	343,475	203,725	5.2%	5.2%
2008	161,293	178,125	246,418	190,626	209,449	225,227	257,390	257,390	316,561	363,891	385,039	413,561	267,343	5.6%	5.6%
2009	183,393	209,352	281,720	237,468	237,468	284,421	303,037	303,037	372,410	439,751	488,805	488,598	304,538	7.6%	7.6%
2010	218,214	241,735	349,954	286,620	307,171	321,785	343,761	343,761	428,990	538,127	538,127	593,094	356,808	9.2%	9.2%
2011	232,236	260,861	371,878	298,943	317,900	372,828	381,168	381,168	444,939	437,033	503,966	502,180	356,808	9.2%	9.2%
2012	263,141	320,979	354,754	309,043	351,468	411,037	406,000	406,000	444,939	477,303	585,359	616,130	356,808	9.2%	9.2%
2013	278,344	379,601	420,039	302,157	364,842	422,807	422,807	422,807	486,018	529,869	586,714	595,142	432,032	11.1%	11.1%
2014	264,198	374,037	376,874	346,903	362,654	395,283	411,105	411,105	470,670	508,180	627,462	633,178	434,374	11.2%	11.2%
2015	179,453	246,742	227,816	217,336	241,116	286,691	284,172	284,172	344,176	380,139	425,329	446,384	266,628	7.6%	7.6%
2016	128,944	128,944	151,621	151,653	163,018	208,670	208,670	208,670	229,605	273,789	314,053	353,219	215,778	5.5%	5.5%
2017	2,418,848	3,017,833	3,402,880	3,069,723	3,072,370	3,431,506	3,950,623	3,950,623	4,458,456	5,037,134	5,622,939	5,952,806	3,884,428	100.0%	100.0%

[1] From monthly Occupier 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

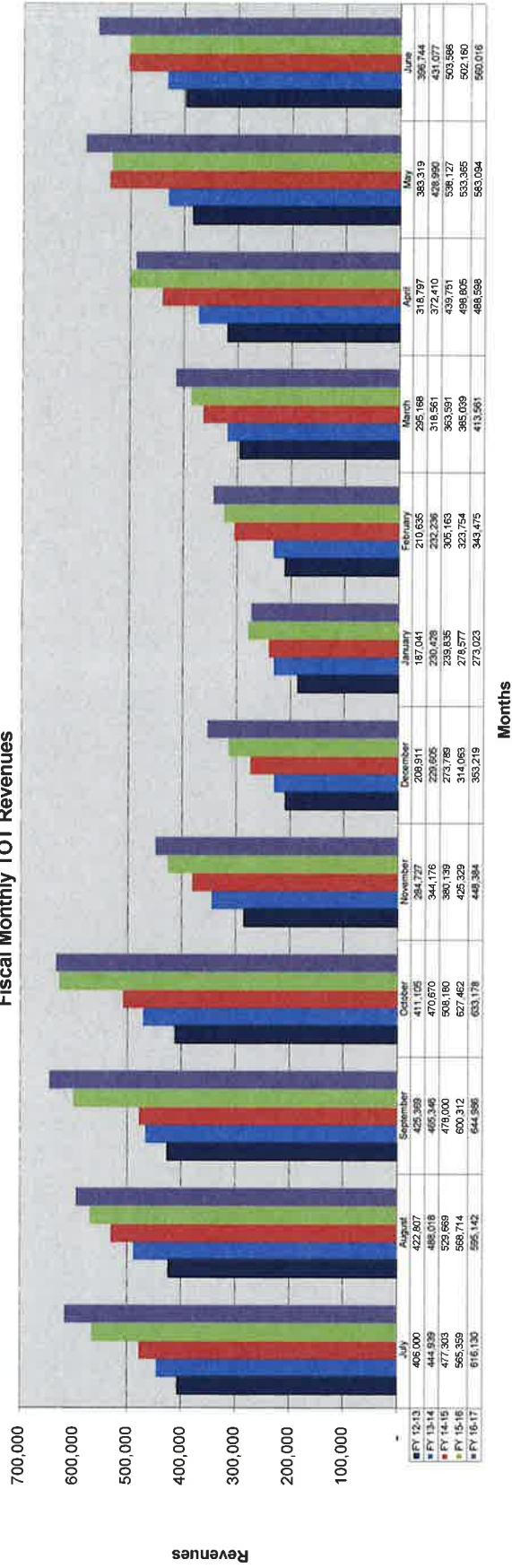


Chart 4

City of Calistoga  
Monthly Occupancy Rates - All Types

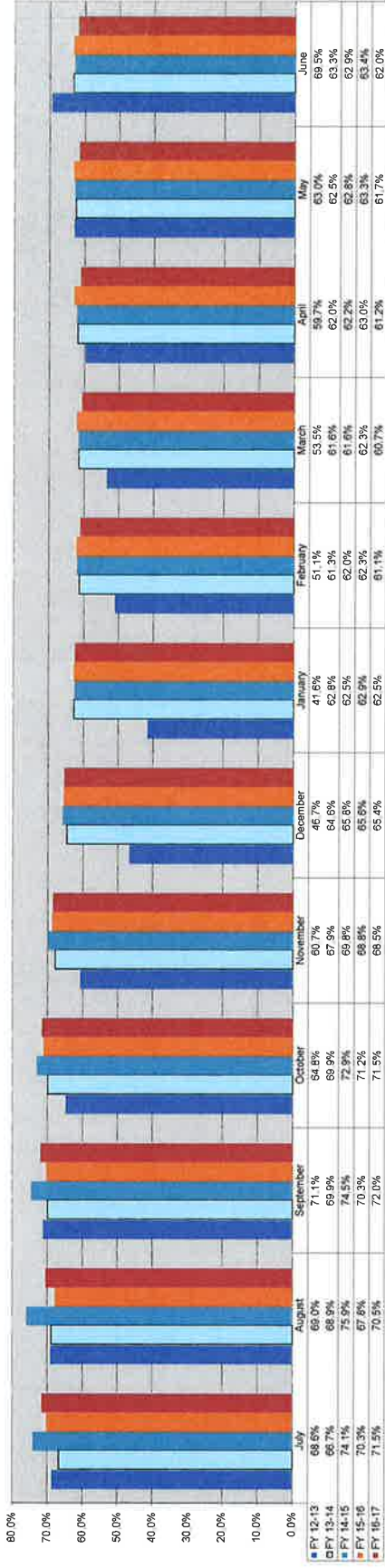


Chart 5

City of Calistoga  
Average Monthly Rates - All Types

