



TRANSIENT OCCUPANCY TAX REPORT (TOT)

Fiscal Year 2018-2019

REPORT PERIOD: Collections through November, 2018
TAX RATE: 12 Percent

STATISTICS: TOT/NVTID Collections – TOT Budget to Actual Revenues
City TOT Revenue History
Fiscal Monthly TOT Revenues
Monthly Occupancy Rates – All Types
Average Monthly Rates – All Types

PREPARED BY: Gloria Leon, Administrative Services Director
Angela Madrigal, Senior Account Clerk

DATE: January 14, 2019

CHART 2

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

	By Fiscal Years												Percent of Total Year		
	FY 10-11	FY 11-12	FY 12-13	FY 13-14	FY 14-15	FY 15-16	FY 16-17	FY 17-18	FY 18-19	Mth	Qtr	Seml			
July	351,488	411,037	496,000	444,939	477,303	565,359	616,130	629,055	652,201	10.6%	32.8%	55.1%			
August	364,842	394,409	422,807	488,018	529,689	568,714	595,142	601,544	631,467	10.9%	33.3%	56.8%			
September	369,985	418,832	435,369	465,346	478,000	600,312	644,986	677,455	661,126	10.8%	32.9%	56.5%			
October	382,464	399,283	411,105	470,670	508,180	627,462	633,178	308,815	659,689	10.1%	32.2%	54.3%			
November	241,116	256,691	284,727	344,176	380,139	426,329	448,384	426,549	453,860	7.3%	22.8%	33.9%			
December	183,018	208,670	208,911	229,605	273,789	314,063	353,219	385,089	408,181	5.4%	17.1%	25.9%			
January	151,838	171,854	187,041	230,428	239,835	276,577	273,023	288,624	282,741	4.6%	15.6%	23.1%			
February	162,493	219,558	210,635	232,236	305,163	323,754	343,475	363,206	355,375	5.6%	19.1%	28.1%			
March	225,227	257,380	295,168	318,561	363,591	385,039	413,561	427,834	292,471	6.9%	22.6%	33.5%			
April	284,421	303,037	318,797	372,410	439,571	498,805	488,599	521,416	355,375	8.2%	27.1%	40.3%			
May	321,785	343,761	383,319	428,990	538,127	533,385	583,094	619,821	396,627	9.7%	31.1%	45.8%			
June	372,828	381,168	396,744	431,077	503,586	502,160	560,016	624,449	408,181	8.9%	27.6%	44.9%			
Annual Totals	3,451,506	3,764,680	3,950,623	4,456,456	5,037,134	5,622,939	5,952,806	5,853,856	3,056,363	100.0%	100.0%	100.0%			

	By Calendar Year											
	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
1st Quarter Trend	1,086,315	1,224,278	1,224,278	1,254,176	1,254,176	1,388,303	1,484,972	1,484,972	1,656,259	1,734,385	1,734,385	1,844,794
2nd Quarter Trend	805,598	854,144	854,144	904,743	904,743	1,044,451	1,102,108	1,102,108	1,396,354	1,396,354	1,396,354	1,513,569
3rd Quarter Trend	559,558	647,792	647,792	652,844	652,844	781,225	805,589	805,589	967,359	967,359	967,359	1,089,654
4th Quarter Trend	979,034	1,027,865	1,027,865	1,039,860	1,039,860	1,232,477	1,481,465	1,481,465	1,534,331	1,534,331	1,534,331	1,765,685
1st Half Trend	1,892,913	2,078,422	2,078,422	2,158,919	2,158,919	2,429,754	2,647,060	2,647,060	3,251,039	3,251,039	3,251,039	3,658,363
2nd Half Trend	1,558,592	1,686,258	1,686,258	1,797,704	1,797,704	2,010,702	2,390,054	2,390,054	2,661,767	2,661,767	2,661,767	3,056,363
Annual Totals	4,078,690	4,457,742	4,457,742	4,957,370	4,957,370	5,863,830	6,327,815	6,327,815	7,842,452	7,842,452	7,842,452	9,135,379

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December	208,670	208,911	229,605	273,789	314,063	353,219	385,089	408,181	408,181	5.4%	17.1%	25.9%
Annual Totals	3,677,514	3,834,677	4,234,468	4,660,781	5,491,293	5,812,739	5,690,273	5,913,713	0	111.6%	107.4%	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%

Chart 3

City of Calistoga Fiscal Monthly TOT Revenues

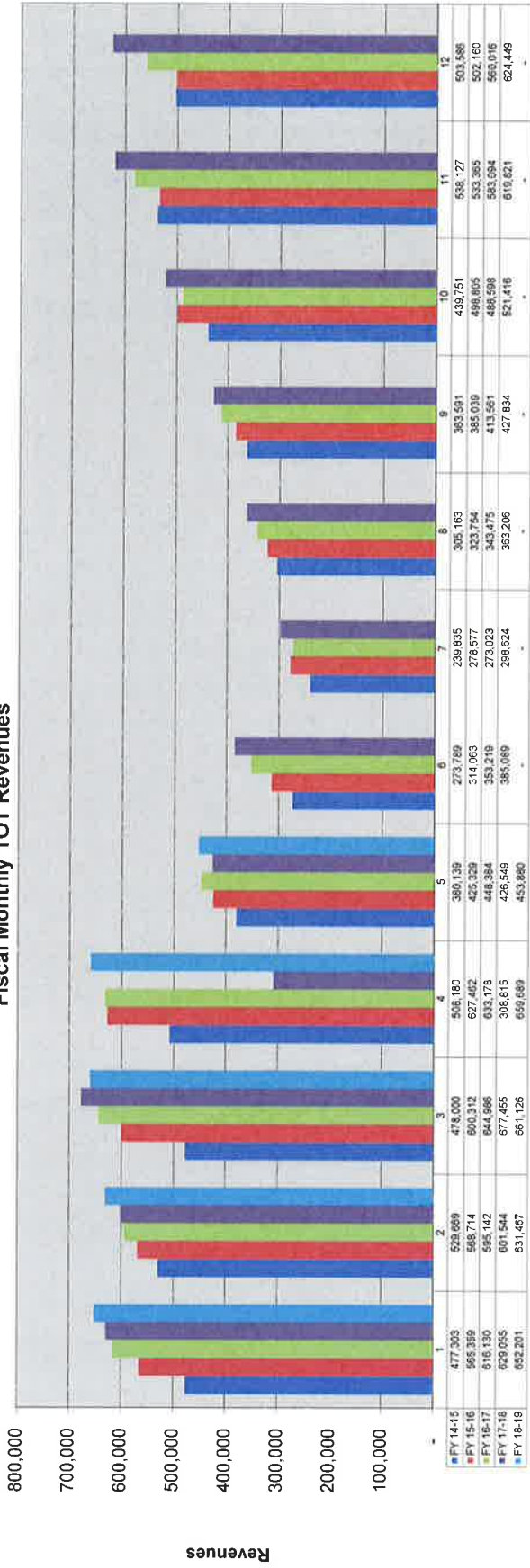


Chart 4

City of Calistoga
Monthly Occupancy Rates - All Types

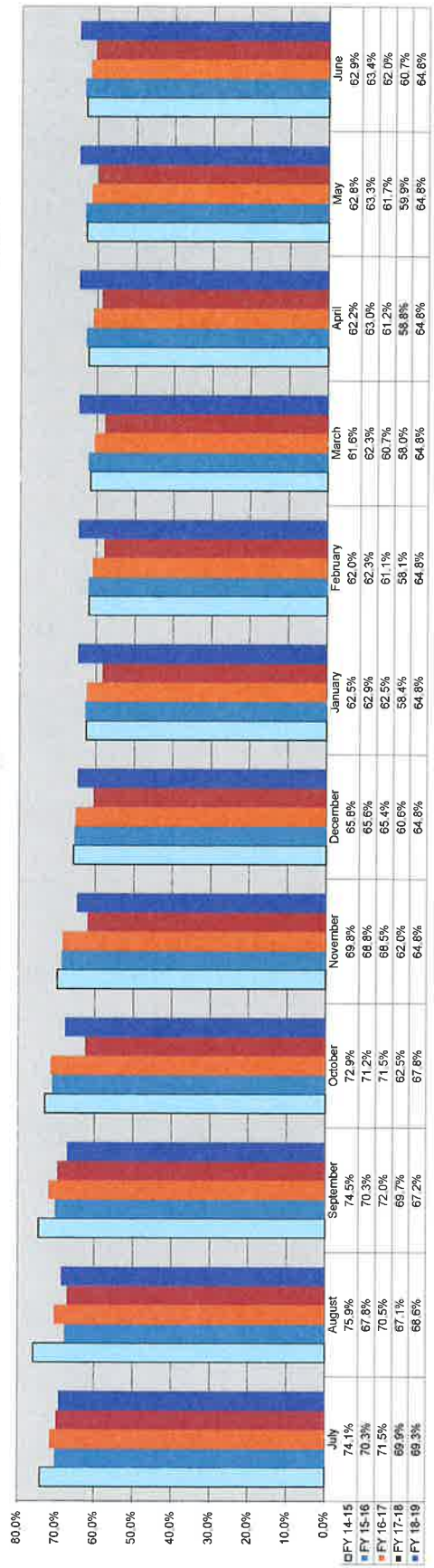


Chart 5

City of Callistoga
Average Monthly Rates - All Types

