

Oct 2014

City of Calistoga

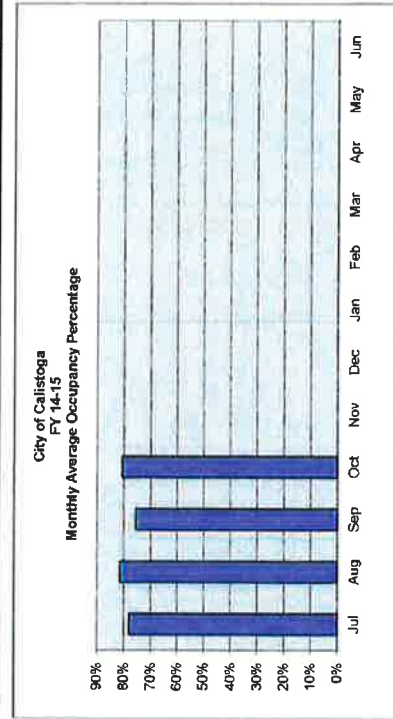
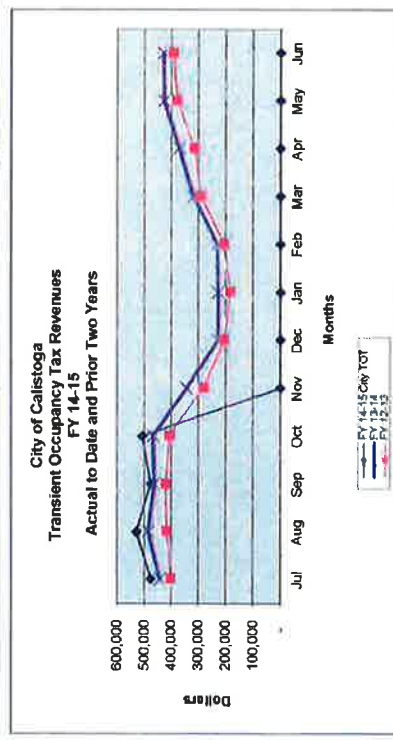
CHART 1

Transient Occupancy Tax/NVTID Revenues
Cash Flow Actuals and Projections
Fiscal Year 2014-15

TOT & NVTID Revenues		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Average Number of Rooms	688													
FY 14-15 City TOT	12%	477,303	529,669	476,070	508,296	-	-	-	-	-	-	-	-	1,993,339
NVTID Tax	2%													
Local TID Allocation (25%)		19,888	22,070	19,920	21,179	-	-	-	-	-	-	-	-	83,056
County TID Allocation (74%)		58,867	65,326	58,962	62,690	-	-	-	-	-	-	-	-	245,845
City Administration (1%)		796	883	797	847	-	-	-	-	-	-	-	-	3,322
Total NVTID Tax		79,550	88,278	79,678	84,716									332,223

Occupancy and Daily Rates		Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Room Nights Available		18,507	18,597	18,148	18,587	-	-	-	-	-	-	-	-	73,839
Room Nights Rented		14,441	15,138	13,720	14,992	-	-	-	-	-	-	-	-	58,291
Average Occupancy Percentage		78%	81%	76%	81%	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	79%
Average Room Rate		\$ 275.43	\$ 291.58	\$ 290.37	\$ 282.54	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	\$ 284.97

Estimates & Projections		July	August	September	October	November	December	January	February	March	April	May	June	Total
City Transient Occupancy Tax	Avg Rooms	444,939	469,018	465,346	470,670	344,176	229,605	230,428	232,236	319,581	372,410	428,990	431,077	4,456,456
Prior Year's Actuals		406,000	422,807	425,369	411,105	284,727	206,911	187,041	210,635	295,166	318,797	383,319	386,744	3,950,623
FY 13-14	680	411,037	394,409	418,832	399,293	256,691	206,670	171,854	219,558	257,380	303,037	343,761	381,169	3,764,680
FY 11-12	692	351,486	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 10-11		309,043	332,157	347,058	348,903	217,336	151,063	131,104	153,827	209,149	237,468	307,171	317,960	3,082,370
FY 08-09		354,754	420,039	370,275	376,974	227,816	151,621	148,230	158,338	190,826	230,798	286,820	286,355	3,200,759
TOT Revenues - Average of Five Years		369,464	396,851	396,304	393,746	245,537	180,657	157,613	184,790	236,550	274,886	328,571	351,017	3,481,957
Percent of Total Annual		10.5%	11.1%	11.1%	11.0%	7.1%	5.2%	4.5%	5.3%	6.8%	7.9%	9.4%	10.1%	100.0%
Original Adopted Budget Estimate		459,177	503,635	481,633	523,731	391,190	248,596	273,802	261,241	352,752	380,193	447,658	462,193	4,786,000
Revised Estimate		477,303	529,669	478,070	508,296	-	-	-	-	-	-	-	-	1,993,339
Actual TOT Revenue		18,126	26,034	(3,563)	(15,435)									25,162
Difference from Latest Estimate														



Oct 2014

CHART 2

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

	By Fiscal Years												
	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	Percent of Total Year		
											Mth	Chr	Semr
July	247,442	283,141	320,979	354,754	309,043	351,488	411,037	406,000	444,939	477,303	10.6%		
August	252,454	283,104	373,455	420,039	332,157	384,842	394,409	422,807	488,018	529,669	11.4%		
September	250,265	278,344	379,601	370,275	347,058	389,985	418,832	425,368	465,346	478,070	10.9%		32.9%
October	250,935	264,158	374,037	376,974	348,903	382,464	399,283	411,105	470,670	506,295	10.8%		
November	166,511	179,453	246,742	227,816	217,336	241,116	256,891	284,727	344,176	240,508	7.1%		23.0%
December	120,172	128,944	172,657	151,621	183,018	183,018	208,671	208,671	229,605	-	5.1%		56.9%
January	99,179	115,628	127,599	146,230	131,104	151,938	171,854	187,041	230,428	-	4.5%		
February	139,349	138,661	177,940	156,338	153,927	182,493	218,558	210,635	232,236	-	5.3%		
March	161,293	178,125	246,418	190,826	209,149	225,227	257,980	285,168	316,561	-	6.9%		16.6%
April	193,393	206,352	261,720	230,708	237,468	284,421	303,037	316,797	372,410	-	7.9%		
May	218,214	241,735	349,954	296,820	307,171	321,785	343,761	383,319	428,990	-	9.5%		
June	232,236	260,961	371,878	286,356	317,990	372,828	391,168	396,744	431,077	-	10.0%		44.1%
Annual Totals	2,391,443	2,618,546	3,402,880	3,200,799	3,062,370	3,451,906	3,764,580	3,950,623	4,456,456	1,993,339	100.0%	100.0%	100.0%
		8.1%	35.1%	-5.9%	-4.3%	12.1%	8.7%	4.3%	12.8%	-53.3%			

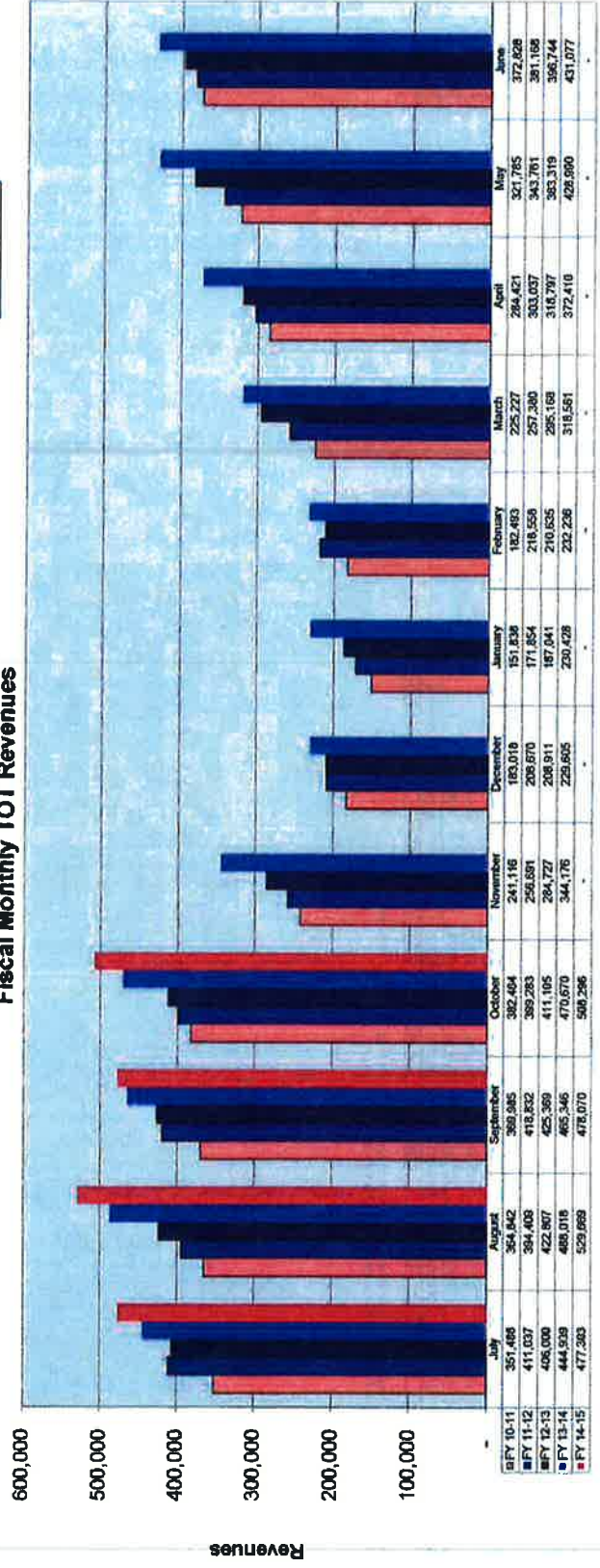
	By Calendar Year													
	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	Percent of Total Year		
												Mth	Chr	Semr
1st Quarter Trend	750,161	804,589	1,074,035	1,145,088	988,258	1,093,315	1,224,278	1,254,176	1,388,303	1,485,042	6.2%			
2nd Quarter Trend	537,618	570,595	793,436	756,412	717,302	806,599	854,844	904,743	1,044,451	1,154,451	5.1%			
3rd Quarter Trend	399,821	432,414	551,856	495,394	484,160	559,599	647,702	652,844	761,225	809,295	4.8%			
4th Quarter Trend	643,843	711,948	953,552	803,894	862,829	978,034	1,027,966	1,092,860	1,232,477	1,393,339	4.8%			
1st Half Trend	1,287,778	1,375,184	1,867,471	1,901,481	1,705,560	1,862,913	2,088,922	2,158,919	2,442,754	2,888,339	12.2%			
2nd Half Trend	1,043,664	1,144,362	1,535,409	1,299,278	1,358,810	1,588,992	1,675,798	1,791,704	2,013,702	1,993,339	12.4%			
Annual Totals	2,418,848	3,011,833	3,436,890	3,004,838	3,249,723	3,627,514	3,834,677	4,234,458	4,007,040	4,881,678	100.0%	100.0%	100.0%	
		24.5%	14.1%	-12.0%	8.1%	11.6%	5.7%	10.4%	-5.4%					

	By Fiscal Years												
	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	Percent of Total Year		
											Mth	Chr	Semr
July	151,211	179,115	231,350	267,923	320,184	339,015	370,965	398,722	381,851	378,454	4.4%		
August	179,115	231,350	267,923	320,184	339,015	370,965	398,722	381,851	378,454	249,757	5.2%		56.8%
September	231,350	267,923	320,184	339,015	370,965	398,722	381,851	378,454	249,757	179,061	10.0%		100.0%
October	267,923	320,184	339,015	370,965	398,722	381,851	378,454	249,757	179,061	3,447,820	100.0%	100.0%	100.0%
November	320,184	339,015	370,965	398,722	381,851	378,454	249,757	179,061	3,447,820	-			
December	339,015	370,965	398,722	381,851	378,454	249,757	179,061	3,447,820	-	-			
Annual Totals	1,512,111	1,791,115	2,313,500	2,679,230	3,201,840	3,390,015	3,709,650	3,987,220	3,818,510	3,784,540	100.0%	100.0%	100.0%
		4.4%	5.2%	6.7%	7.8%	9.3%	10.8%	11.6%	11.1%	11.0%			

[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 16.60%

Chart 3

**City of Calistoga
Fiscal Monthly TOT Revenues**

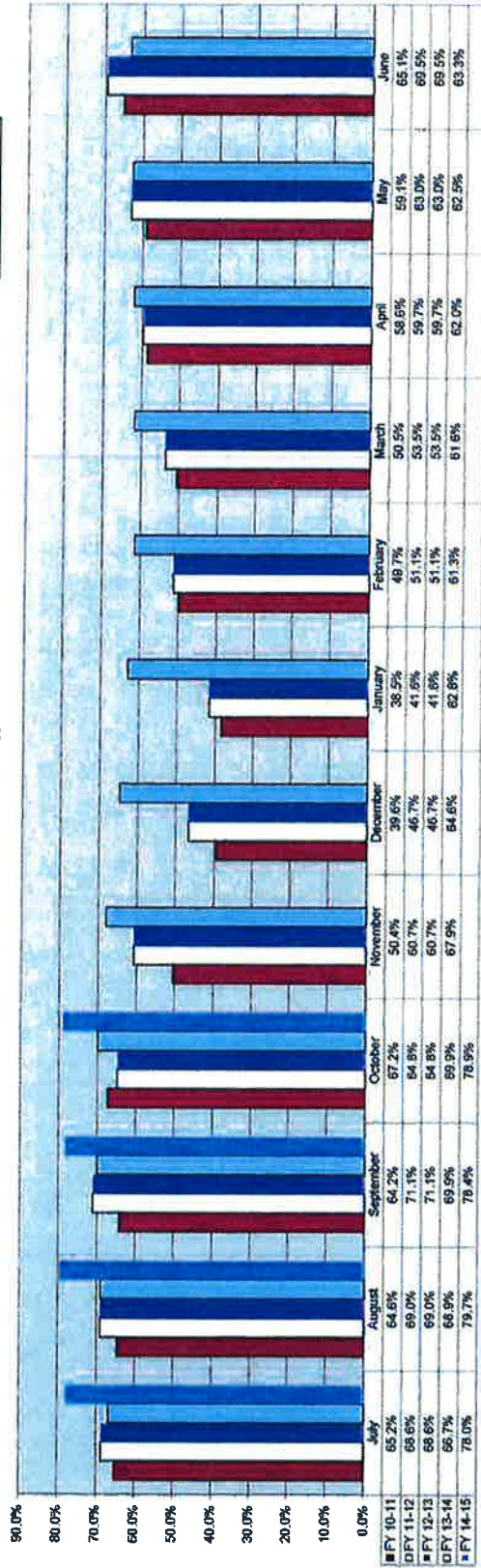


Months

Revenues

City of Callisoga
Monthly Occupancy Rates - All Types

Chart 4



City of Calistoga
Average Monthly Rates - All Types

Chart 5

