TRANSIENT OCCUPANCY TAX REPORT

Fiscal Year 2013/2014

REPORT PERIOD: Collections through January 2014

PUBLIC DATA
Pages 1-9

TAX RATE: 12 percent

STATISTICS:
- TOT/NVTID Collections - TOT Budget to Actual
- Monthly Revenue - Three Year Trend
- TOT Cumulative Revenue by Fiscal Year - Three Year Trend
- Monthly Occupancy Rates - Three Year Trend
- Monthly Room Rates - Three Year Trend
- Historical Monthly Revenues
- Historical Occupancy Rates
- Historical Room Rates

PREPARED BY: *Kathleen Bradbury, Finance Director*
Celia King, Accounting Technician

DATE: March 17, 2014

Town of Yountville
Transient Occupancy Tax (TOT)/Napa Valley Tourism Improvement District (NVTID) Cash Flow - YTD Actual & Budget Projections
Year-to-Date Actual & Budget Projections
2013/14

Year to Date Collections

		Actual												
	Rooms	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	*June*	TOTAL
2013/14 TOT	450	$ 627,087	$ 667,485	$ 679,638	$ 719,648	$ 493,483	$ 320,092	$ 285,463	$ -	$ -	$ -	$ -	$ -	$ 3,792,895
Local TID (25%)		26,129	27,812	28,318	29,985	20,562	13,337	11,894	-	-	-	-	-	$ 158,037
County TID (74%)		77,341	82,323	83,821	88,756	60,863	39,478	35,208	-	-	-	-	-	$ 467,790
Town Admin (1%)		1,045	1,112	1,133	1,199	822	533	476	-	-	-	-	-	$ 6,321
Total NVTID		104,514	111,248	113,272	119,941	82,247	53,348	47,578	-	-	-	-	-	$ 632,149

TOT Budget to Actual Comparison

2013/14 TOT	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	TOTAL
Adopted Budget (Original)	*$ 504,500*	*$ 549,000*	*$ 615,000*	*$ 630,000*	*$ 367,000*	*$ 249,000*	*$ 211,000*	*$ 292,000*	*$ 348,000*	*$ 380,000*	*$ 504,500*	*$ 550,000*	*$ 5,200,000*
Actual Collections	**627,087**	**667,485**	**679,638**	**719,648**	**493,483**	**320,092**	**285,463**	**-**	**-**	**-**	**-**	**-**	$ 3,792,895
Variance - Actual/Budget	$ 122,587	$ 118,485	$ 64,638	$ 89,648	$ 126,483	$ 71,092	$ 74,463	$ (292,000)	$ (348,000)	$ (380,000)	$ (504,500)	$ (550,000)	73%

Current Year to Prior Year Variance Analysis

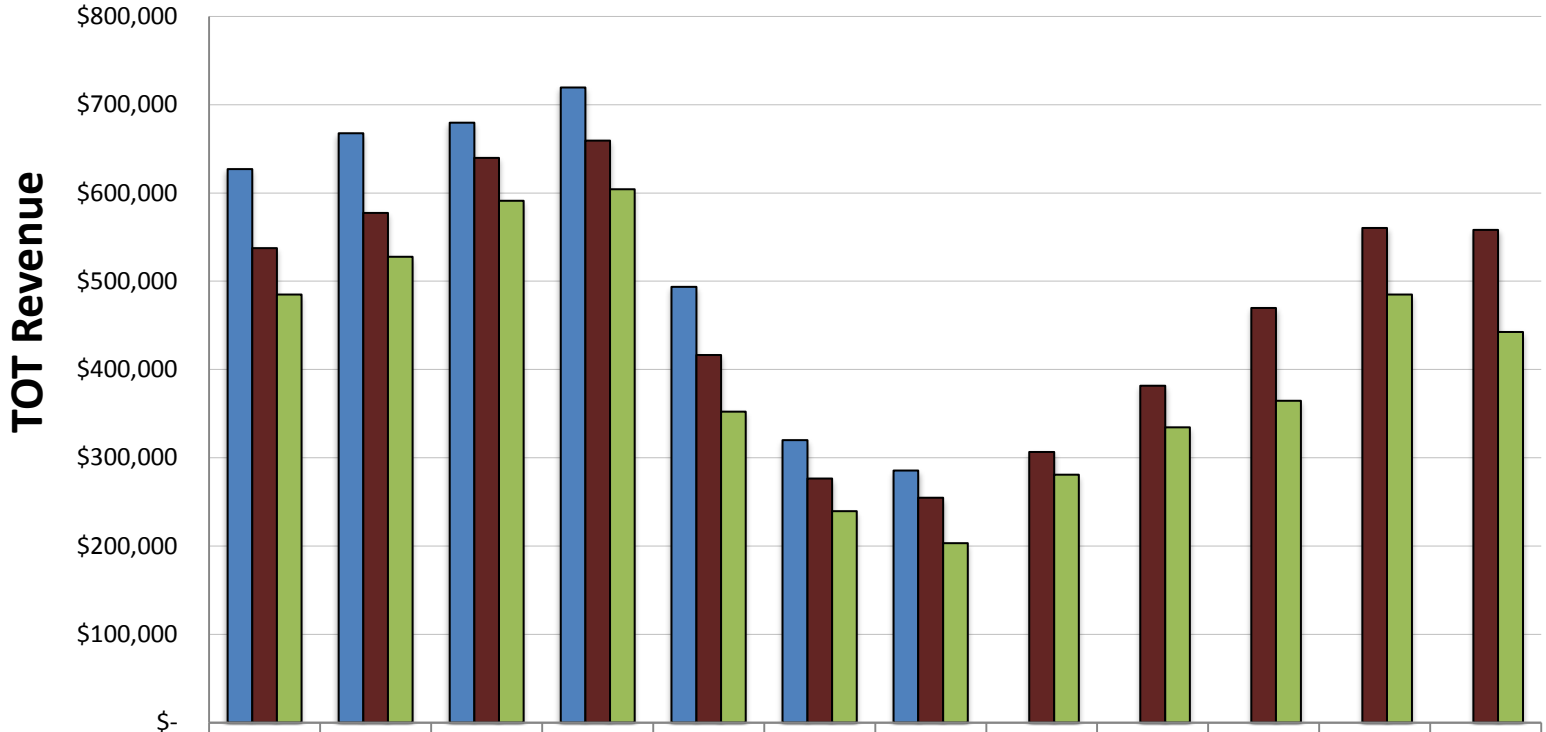
2012/13 Actual TOT		**537,584**	**577,356**	**639,904**	**659,234**	**416,402**	**276,395**	**254,732**	**306,685**	**381,749**	**469,658**	**560,323**	**558,176**	**$ 5,638,198**
Increase/(Decrease)	$	89,503	90,129	39,733	60,414	77,081	43,697	30,731	(306,685)	(381,749)	(469,658)	(560,323)	(558,176)	(1,845,302)
	%	17%	16%	6%	9%	19%	16%	12%	-100%	-100%	-100%	-100%	-100%	-33%

Five Year History

Fiscal Year	Rooms	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	TOTAL
2012/13	450	537,584	577,356	639,904	659,234	416,402	276,395	254,732	306,685	381,749	469,658	560,323	558,176	$ 5,638,198
2011/12	450	484,997	527,867	591,059	604,173	352,364	239,559	203,253	280,708	334,474	364,659	485,037	528,749	$ 4,996,899
2010/11	422	371,481	396,079	429,133	473,595	269,918	177,070	173,425	216,225	274,425	351,662	434,913	442,516	$ 4,010,442
2009/10	422	330,125	330,125	391,806	391,806	197,835	197,835	142,687	172,349	231,022	273,761	340,416	347,330	$ 3,347,095
2008/09	402	362,318	362,318	395,146	395,146	177,086	177,086	145,664	145,664	198,965	198,965	295,751	295,751	$ 3,149,857
5 year average		$ 387,230	$ 404,097	$ 451,786	$ 466,180	$ 249,300	$ 197,887	$ 166,257	$ 203,737	$ 259,721	$ 297,262	$ 389,029	$ 403,586	

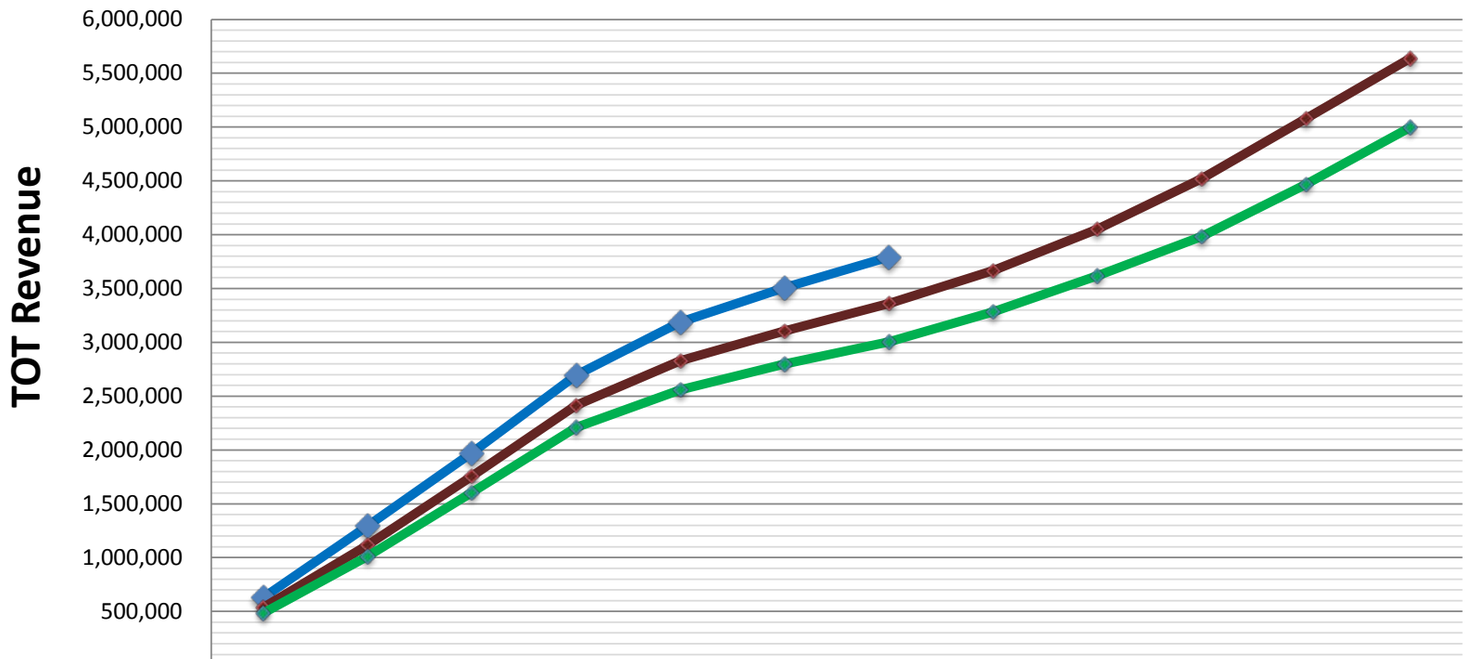
Notes: Bi-monthly collections prior to Jan 2010, assume even split between two months

Town of Yountville
TOT Monthly Totals - 3 Year Trend
2013/14 - 2012/13 - 2011/12



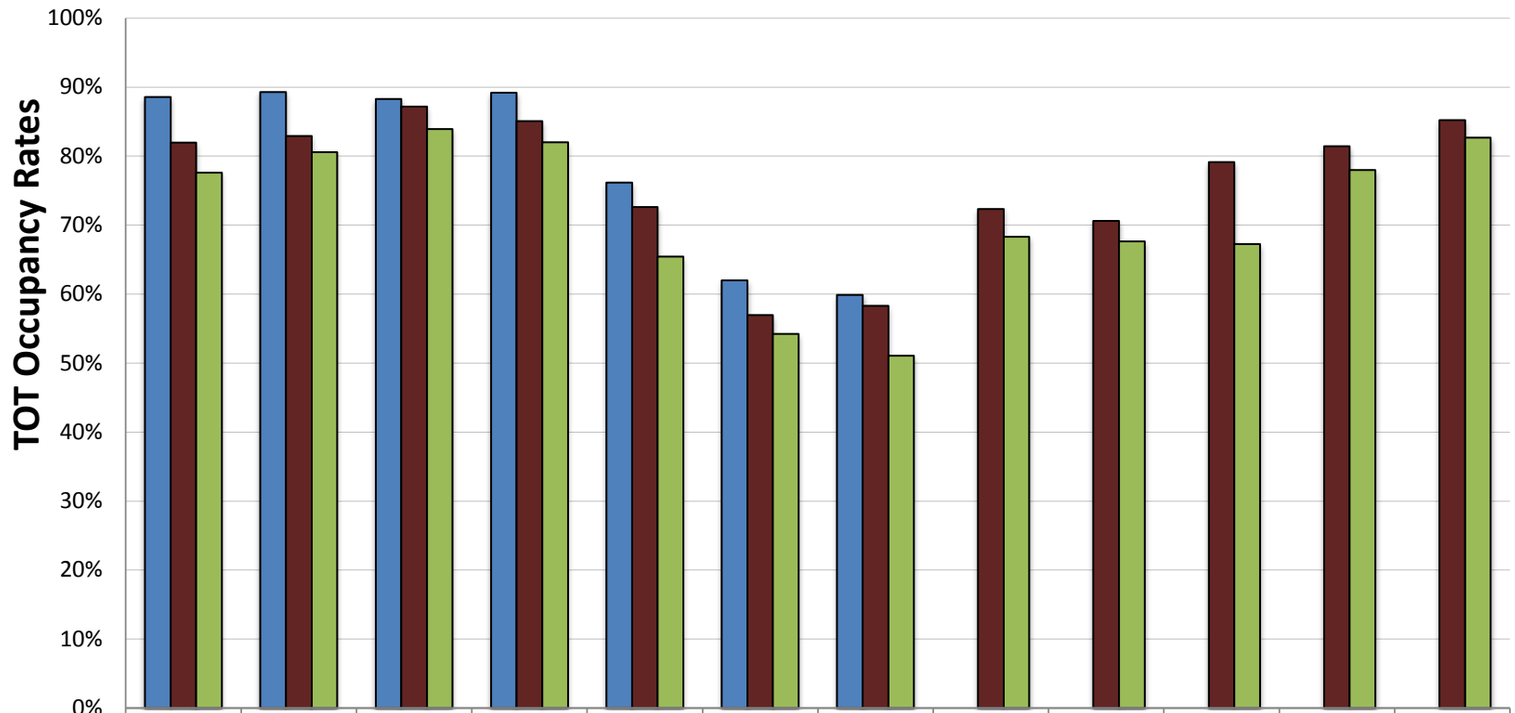
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
2013/14	627,087	667,485	679,638	719,648	493,483	320,092	285,463	-	-	-	-	-
2012/13	537,584	577,356	639,904	659,234	416,402	276,395	254,732	306,685	381,749	469,658	560,323	558,176
2011/12	484,997	527,867	591,059	604,173	352,364	239,559	203,253	280,708	334,474	364,659	485,037	442,516

Town of Yountville
TOT Cumulative Totals - 3 Year Trend
2013/14 - 2012/13 - 2011/12



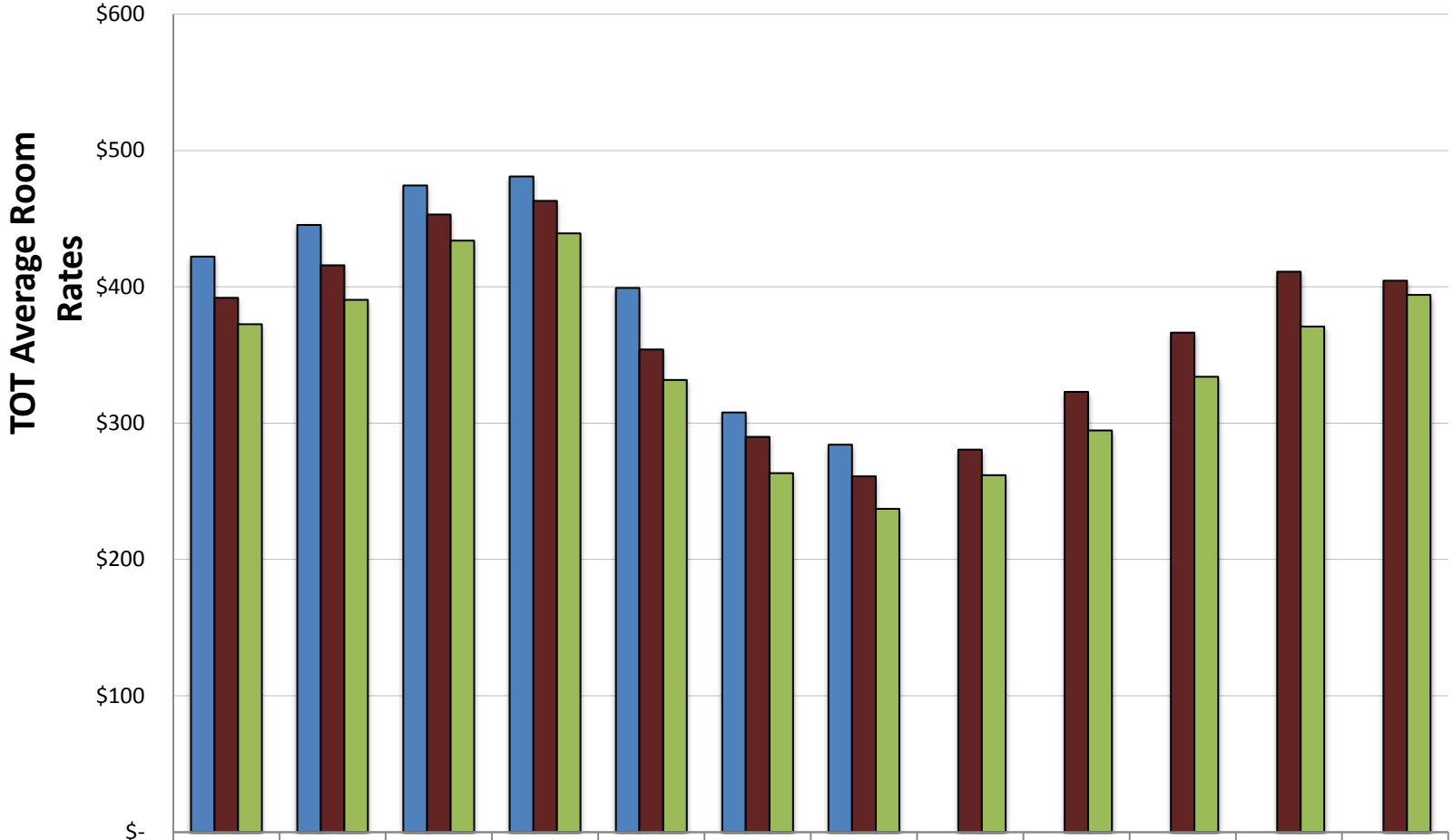
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
2013/14	627,087	1,294,572	1,974,210	2,693,858	3,187,340	3,507,432	3,792,895					
2012/13	537,584	1,114,940	1,754,844	2,414,079	2,830,480	3,106,875	3,361,607	3,668,292	4,050,041	4,519,699	5,080,022	5,638,198
2011/12	484,997	1,012,865	1,603,924	2,208,097	2,560,460	2,800,019	3,003,272	3,283,980	3,618,454	3,983,113	4,468,150	4,996,899

Town of Yountville
TOT Monthly Occupancy Rates - 3 Year Trend
2013/14 - 2012/13 - 2011/12



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
2013/14	89%	89%	88%	89%	76%	62%	60%	0%	0%	0%	0%	0%
2012/13	82%	83%	87%	85%	73%	57%	58%	72%	71%	79%	81%	85%
2011/12	78%	81%	84%	82%	65%	54%	51%	68%	68%	67%	78%	83%

Town of Yountville
TOT Room Rates - 3 Year Trend
2013/14 - 2012/13 - 2011/12



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
2013/14	$422	$445	$474	$481	$399	$308	$284	$-	$-	$-	$-	$-
2012/13	$392	$416	$453	$463	$354	$290	$261	$281	$323	$366	$411	$404
2011/12	$372	$390	$434	$439	$332	$263	$237	$262	$295	$334	$371	$394

TOWN OF YOUNTVILLE
TRANSIENT OCCUPANCY TAX REVENUE SUMMARY
Collections through January 2014

Fiscal Year	Rooms	JULY	AUG	JUL-AUG	%	SEPT	OCT	SEPT-OCT	%	NOV	DEC	NOV-DEC	%	JAN	FEB	JAN-FEB	%	MAR	APR	MAR-APR	%	MAY		MAY-JUNE	%	TOTALS	%
PERIOD TOTALS																											
2013/14	450	$ 627,087	$ 667,485	$ 1,294,572	68.7	$ 679,638	$ 719,648	$ 1,399,286	55.0	$ 493,483	$ 320,092	$ 813,575	82.0	$ 285,463	$ -	$ 285,463	-26.7	$ -	$ -	$ -	-100.0	$ -	$ -	$ -	-100.0	$ 3,792,895	-5.4
2012/13	450	$ 537,584	$ 577,356	$ 1,114,940	45.3	$ 639,904	$ 659,234	$ 1,299,139	43.9	$ 416,402	$ 276,395	$ 692,796	55.0	$ 254,732	$ 306,685	$ 561,417	44.1	$ 381,749	$ 469,658	$ 851,407	36.0	$ 560,323	$ 558,176	$ 1,118,499	27.5	$ 5,638,198	40.6
2011/12	450	$ 484,997	$ 527,867	$ 1,012,865	32.0	$ 591,059	$ 604,173	$ 1,195,232	32.4	$ 352,364	$ 239,559	$ 591,922	32.4	$ 203,253	$ 280,708	$ 483,961	24.2	$ 334,474	$ 364,659	$ 699,133	11.7	$ 485,037	$ 528,749	$ 1,013,785	15.5	$ 4,996,899	24.6
2010/11	422	$ 371,481	$ 396,079	$ 767,560	16.3	$ 429,133	$ 473,595	$ 902,728	15.2	$ 269,918	$ 177,070	$ 446,988	13.0	$ 173,425	$ 216,225	$ 389,650	23.7	$ 274,425	$ 351,662	$ 626,087	24.0	$ 434,913	$ 442,516	$ 877,429	27.6	$ 4,010,442	19.8
2009/10	422			$ 660,250	-8.9			$ 783,611	-0.8			$ 395,670	11.7	$ 142,687	$ 172,349	$ 315,035	8.1	$ 231,022	$ 273,761	$ 504,783	13.4	$ 340,416	$ 347,330	$ 687,746	16.3	$ 3,347,095	6.3
2008/09	402			724,636	3.7			790,292	2.3			354,171	-12.7			291,328	-7.6			397,929	-19.3			591,501	-15.0	3,149,857	-6.9
2007/08	345			698,589	4.0			772,878	2.5			405,489	2.4			315,408	-0.6			493,033	7.7			696,280	12.4	3,381,677	5.1
2006/07	345			671,683	10.8			753,975	7.7			396,124	2.9			317,347	8.9			457,758	-0.5			619,685	1.3	3,216,573	5.3
2005/06	345			606,037	7.4			699,918	7.9			384,836	16.2			291,493	2.7			460,016	4.5			611,460	6.4	3,053,759	7.4
2004/05	345			564,149	19.1			648,373	26.4			331,176	17.8			283,943	4.9			440,109	16.5			574,738	16.1	2,842,489	17.9
2003/04	345			473,479	6.2			512,907	4.2			281,174	16.2			270,736	38.5			377,722	28.4			495,079	17.8	2,411,097	15.4
2002/03	345			445,719	8.2			492,332	20.2			242,017	-4.5			195,504	2.7			294,067	-10.0			420,403	5.9	2,090,041	5.1
2001/02	345			411,979	-1.8			409,573	-16.1			253,548	-13.1			190,300	-12.9			326,773	8.8			396,959	-0.6	1,989,132	-6.1
2000/01	345			419,370	9.8			488,110	12.9			291,885	19.8			218,384	4.6			300,330	-3.9			399,234	5.9	2,117,313	8.3
1999/00	345			381,792	71.9			432,242	63.9			243,669	34.8			208,712	25.7			312,647	27.1			376,821	11.9	1,955,884	38.2
1998/99	341			222,063	27.5			263,691	49.4			180,736	54.8			166,106	73.0			246,002	88.3			336,756	84.9	1,415,353	61.5
1997/98	229			174,135	9.3			176,502	7.1			116,785	7.0			96,033	20.4			130,675	11.7			182,175	18.1	876,304	11.7
1996/97	173			159,271	17.9			164,737	17.8			109,114	17.8			79,778	8.3			116,988	6.5			154,301	6.1	784,189	12.6
1995/96	173			135,069	9.5			139,888	9.2			92,641	12.2			73,683	27.7			109,846	18.9			145,483	20.7	696,610	15.2
1994/95	173			123,370	4.2			128,063	9.9			82,576	14.6			57,710	-5.9			92,388	8.6			120,539	9.7	604,646	7.4
1993/94	173			118,393	-2.8			116,510	2.2			72,059	7.9			61,316	0.8			85,081	3.1			109,866	2.3	563,225	1.8
1992/93	173			121,838	4.4			113,954	-0.5			66,780	-9.2			60,820	5.4			82,483	8.1			107,411	1.7	553,286	1.6
1991/92	173			116,756				114,486				73,566				57,693				76,276				105,577		544,354	
YTD TOTALS																											
2013/14	450	$ 627,087	$ 1,294,572	$ 1,294,572	68.7	$ 1,974,210	$ 2,693,858	$ 2,693,858	61.3	$ 3,187,340	$ 3,507,432	$ 3,507,432	65.7	$ 3,792,895	$ 3,792,895	$ 3,792,895	51.3	$ 3,792,895	$ 3,792,895	$ 3,792,895	21.1	$ 3,792,895	$ 3,792,895	$ 3,792,895	-5.4	$ 3,792,895	-5.4
2012/13	450	$ 537,584	$ 1,114,940	$ 1,114,940	45.3	$ 1,754,844	$ 2,414,079	$ 2,414,079	44.5	$ 2,830,480	$ 3,106,875	$ 3,106,875	46.7	$ 3,361,607	$ 3,668,292	$ 3,668,292	46.3	$ 4,050,041	$ 4,519,699	$ 4,519,699	44.3	$ 5,080,022	$ 5,638,198	$ 5,638,198	40.6	$ 5,638,198	40.6
2011/12	450	$ 484,997	$ 1,012,865	$ 1,012,865	32.0	$ 1,603,924	$ 2,208,097	$ 2,208,097	32.2	$ 2,560,460	$ 2,800,019	$ 2,800,019	32.2	$ 3,003,272	$ 3,283,980	$ 3,283,980	31.0	$ 3,618,454	$ 3,983,113	$ 3,983,113	27.1	$ 4,468,150	$ 4,996,899	$ 4,996,899	24.6	$ 4,996,899	24.6
2010/11	422	$ 371,481	$ 767,560	$ 767,560	16.3	$ 1,196,693	$ 1,670,288	$ 1,670,288	15.7	$ 1,940,206	$ 2,117,276	$ 2,117,276	15.1	$ 2,290,700	$ 2,506,926	$ 2,506,926	16.4	$ 2,781,351	$ 3,133,013	$ 3,133,013	17.8	$ 3,567,926	$ 4,010,442	$ 4,010,442	19.8	$ 4,010,442	19.8
2009/10	402			660,250	-8.9			1,443,861	-4.7			1,839,531	-1.6			2,154,566	-0.3			2,659,349	3.9			3,347,095	6.3	3,347,095	6.3
2008/09	345			724,636	3.7			1,514,928	3.0			1,869,099	-0.4			2,160,427	-1.5			2,558,356	-4.7			3,149,857	-6.9	3,149,857	-6.9
2007/08	345			698,589	4.0			1,471,467	3.2			1,876,956	3.0			2,192,364	2.5			2,685,397	3.4			3,381,677	5.1	3,381,677	5.1
2006/07	345			671,683	10.8			1,425,659	9.2			1,821,782	7.7			2,139,129	7.9			2,596,887	6.3			3,216,573	5.3	3,216,573	5.3
2005/06	345			606,037	7.4			1,305,955	7.7			1,690,791	9.5			1,982,283	8.5			2,442,300	7.7			3,053,759	7.4	3,053,759	7.4
2004/05	345			564,149	19.1			1,212,522	22.9			1,543,699	21.8			1,827,642	18.8			2,267,751	18.4			2,842,489	17.9	2,842,489	17.9
2003/04	345			473,479	6.2			986,386	5.2			1,267,561	7.4			1,538,297	11.8			1,916,018	14.8			2,411,097	15.4	2,411,097	15.4
2002/03	345			445,719	8.2			938,051	14.2			1,180,068	9.8			1,375,572	8.7			1,669,639	4.9			2,090,041	5.1	2,090,041	5.1
2001/02	345			411,979	-1.8			821,552	-9.5			1,075,100	-10.4			1,265,400	-10.7			1,592,173	-7.3			1,989,132	-6.1	1,989,132	-6.1
2000/01	345			419,370	9.8			907,480	11.5			1,199,365	13.4			1,417,749	11.9			1,718,079	8.8			2,117,313	8.3	2,117,313	8.3
1999/00	345			381,792	71.9			814,035	67.6			1,057,703	58.7			1,266,416	52.1			1,579,063	46.4			1,955,884	38.2	1,955,884	38.2
1998/99	341			222,063	27.5			485,753	38.5			666,489	42.6			832,595	47.8			1,078,597	55.4			1,415,353	61.5	1,415,353	61.5
1997/98	229			174,135	9.3			350,637	8.2			467,422	7.9			563,455	9.9			694,130	10.2			876,304	11.7	876,304	11.7
1996/97	173			159,271	17.9			324,008	17.8			433,122	17.8			512,900	16.2			629,887	14.3			784,189	12.6	784,189	12.6
1995/96	173			135,069	9.5			274,957	9.4			367,598	10.1			441,281	12.7			551,127	13.8			696,610	15.2	696,610	15.2
1994/95	173			123,370	4.2			251,433	7.0			334,009	8.8			391,720	6.4			484,107	6.8			604,646	7.4	604,646	7.4
1993/94	173			118,393	-2.8			234,903	-0.4			306,962	1.5			368,278	1.3			453,359	1.7			563,225	1.8	563,225	1.8
1992/93	173			121,838	4.4			235,792	2.0			302,571	-0.7			363,392	0.2			445,875	1.6			553,286	1.6	553,286	1.6
1991/92	173			116,756				231,242				304,808				362,501				438,777				544,354		544,354	

TOWN OF YOUNTVILLE
OCCUPANCY RATES SUMMARY
Collections through January 2014

Fiscal Year	Rooms	JULY	AUG	JUL-AUG	%	SEPT	OCT	SEPT-OCT	%	NOV	DEC	NOV-DEC	%	JAN	FEB	JAN-FEB	%	MAR	APR	MAR-APR	%	MAY	JUN	MAY-JUN	%	TOTALS	%
PERIOD TOTALS																											
2013/14	450	88.6%	89.3%	88.9%	20.9	88.3%	89.2%	88.7%	10.5	76.2%	62.0%	69.1%	21.6	59.9%	0.0%	29.9%	-40.5	0.0%	0.0%	0.0%	-100.0	0.0%	0.0%	0.0%	-100.0	46.1%	-31.8
2012/13	450	81.9%	82.9%	82.4%	12.1	87.2%	85.1%	86.1%	7.3	72.6%	56.9%	64.8%	14.0	58.3%	72.3%	65.3%	29.7	70.6%	79.1%	74.9%	13.5	81.4%	85.2%	83.3%	16.3	76.1%	12.7
2011/12	450	77.6%	80.6%	79.1%	7.5	83.9%	82.0%	83.0%	3.3	65.4%	54.2%	59.8%	5.3	51.1%	68.3%	59.7%	18.6	67.6%	67.3%	67.4%	2.3	78.0%	82.7%	80.3%	12.1	71.6%	5.9
2010/11	422	73.5%	73.6%	73.6%	-8.5	74.4%	78.7%	76.6%	-4.7	59.5%	49.1%	54.3%	-4.4	48.2%	60.6%	54.4%	8.1	64.3%	70.4%	67.4%	2.1	78.4%	80.2%	79.3%	10.6	67.6%	0.0
2009/10	422			80.4%	-9.5			80.3%	-8.1			56.8%	-0.2	45.5%	55.2%	50.4%	-2.4	64.5%	67.4%	66.0%	-1.4	71.0%	72.3%	71.7%	-14.5	67.6%	-7.1
2008/09	402			88.8%	5.0			87.3%	-2.6			56.9%	-7.2			51.6%	-8.7			67.9%	-10.5			83.8%	-2.0	72.7%	-3.8
2007/08	345			84.6%	-2.8			89.7%	-2.7			61.3%	-4.7			56.5%	-5.3			75.9%	4.2			85.5%	7.6	75.6%	-0.4
2006/07	345			87.0%	5.0			92.1%	3.2			64.3%	-0.6			59.7%	2.4			72.8%	-4.2			79.5%	-4.2	75.9%	0.3
2005/06	345			82.9%	6.3			89.3%	4.1			64.7%	9.1			58.3%	-0.1			76.0%	1.3			83.0%	3.5	75.7%	3.8
2004/05	345			78.0%	-6.2			85.7%	-1.3			59.3%	-4.9			58.3%	1.0			75.1%	12.4			80.2%	8.2	72.9%	1.2
2003/04	345			83.1%	4.4			86.8%	5.0			62.4%	15.1			57.8%	14.7			66.8%	0.0			74.1%	-6.8	72.1%	4.5
2002/03	345			79.7%	3.2			82.6%	12.5			54.2%	-4.1			50.4%	1.1			66.8%	-3.0			79.5%	6.9	69.0%	3.2
2001/02	345			77.2%	-7.1			73.5%	-19.0			56.5%	-10.4			49.8%	-10.6			68.9%	3.5			74.4%	-3.6	66.8%	-8.0
2000/01	345			83.1%	-1.1			90.7%	1.4			63.0%	7.0			55.7%	-1.6			66.5%	-7.9			77.2%	-3.3	72.6%	-1.2
1999/00	345			84.0%	-4.0			89.4%	2.4			58.9%	17.2			56.6%	9.9			72.2%	11.7			79.8%	1.9	73.5%	7.9
1998/99	341			87.5%	-4.8			87.3%	-8.4			50.3%	-27.1			51.5%	-18.1			64.6%	-17.6			78.3%	-5.9	68.1%	-15.1
1997/98	229			91.9%	2.7			95.3%	-0.8			69.0%	3.0			62.9%	8.8			78.4%	8.9			83.3%	-4.1	80.3%	2.4
1996/97	173			89.5%	1.9			96.0%	2.0			67.0%	1.4			57.8%	1.4			72.0%	-1.8			86.8%	-0.4	78.4%	0.9
1995/96	173			87.9%	1.8			94.1%	4.1			66.1%	3.7			57.0%	14.3			73.3%	7.4			87.1%	8.4	77.7%	6.0
1994/95	173			86.3%	0.2			90.4%	1.7			63.7%	10.4			49.9%	-7.0			68.3%	2.1			80.4%	0.4	73.3%	1.4
1993/94	173			86.1%	-3.0			88.9%	-0.6			57.7%	6.3			53.6%	2.5			66.9%	-2.6			80.1%	0.8	72.3%	0.0
1992/93	173			88.8%	2.0			89.4%	1.9			54.3%	-15.4			52.3%	-4.7			68.7%	8.7			79.5%	-0.7	72.3%	-1.0
1991/92	173			87.1%				87.7%				64.2%				54.9%				63.2%				80.1%		73.0%	
YTD TOTALS																											
2013/14	450	88.6%	88.9%	88.9%	10.6	88.7%	88.8%	88.8%	10.5	86.3%	82.2%	82.2%	13.3	79.0%	69.9%	69.9%	3.3	62.0%	55.9%	55.9%	-16.2	50.7%	46.5%	46.5%	-24.2	46.5%	-24.2
2012/13	450	81.9%	82.4%	82.4%	2.5	84.0%	84.3%	84.3%	4.8	82.0%	77.8%	77.8%	7.1	75.0%	74.7%	74.7%	10.3	74.2%	74.7%	74.7%	12.0	75.3%	76.1%	76.1%	24.0	76.1%	24.0
2011/12	450	77.6%	79.1%	79.1%	-1.6	80.7%	81.0%	81.0%	0.7	77.9%	74.0%	74.0%	1.9	70.7%	70.4%	70.4%	4.0	70.1%	69.8%	69.8%	4.6	70.5%	71.5%	71.5%	16.5	71.5%	16.5
2010/11	422	73.5%	73.6%	73.6%	-8.6	73.8%	75.1%	75.1%	-7.4	72.0%	68.2%	68.2%	-3.5	65.3%	64.7%	64.7%	-4.0	64.7%	65.3%	65.3%	-2.5	66.5%	67.6%	67.6%	4.3	67.6%	2.4
2009/10	402			80.4%	-9.5			80.4%	-8.7			72.6%	-6.5	68.5%	66.9%	67.7%	-5.2	66.6%	66.7%	66.7%	-2.8	67.1%	61.4%	61.4%	-15.8	61.4%	-15.6
2008/09	402			88.8%	5.0			88.1%	1.1			77.7%	-1.1			71.4%	-2.2			70.7%	-4.0			72.9%	-3.6	72.7%	-3.8
2007/08	345			84.6%	-2.8			87.1%	-2.7			78.5%	-3.2			73.0%	-3.6			73.6%	-2.1			75.6%	-0.4	75.6%	-0.4
2006/07	345			87.0%	5.0			89.6%	4.1			81.2%	2.8			75.8%	2.7			75.2%	1.3			75.9%	0.3	75.9%	0.3
2005/06	345			82.9%	6.3			86.1%	5.2			79.0%	6.2			73.8%	4.9			74.2%	4.1			75.7%	4.0	75.7%	3.8
2004/05	345			78.0%	-6.2			81.8%	-3.7			74.3%	-4.0			70.3%	-3.0			71.3%	-0.1			72.8%	1.2	72.9%	1.2
2003/04	345			83.1%	4.4			85.0%	4.7			77.4%	7.3			72.5%	8.7			71.4%	7.0			71.9%	4.3	72.1%	4.5
2002/03	345			79.7%	3.2			81.1%	7.7			72.2%	4.5			66.7%	3.9			66.7%	2.4			69.0%	3.2	69.0%	3.2
2001/02	345			77.2%	-7.1			75.3%	-13.3			69.0%	-12.5			64.2%	-12.2			65.2%	-9.3			66.8%	-8.3	66.8%	-8.3
2000/01	345			83.1%	-1.1			86.9%	0.2			78.9%	1.9			73.1%	1.2			71.8%	-0.6			72.8%	-0.9	72.8%	-0.9
1999/00	345			84.0%	-4.0			86.7%	-0.8			77.4%	3.2			72.2%	4.5			72.2%	5.8			73.5%	7.9	73.5%	7.9
1998/99	341			87.5%	-4.8			87.4%	-6.6			75.0%	-12.1			69.1%	-13.3			68.2%	-14.2			68.1%	-15.2	68.1%	-15.2
1997/98	229			91.9%	2.7			93.6%	0.9			85.4%	1.5			79.8%	2.8			79.5%	4.0			80.3%	2.5	80.3%	2.5
1996/97	173			89.5%	1.9			92.8%	1.9			84.2%	1.8			77.6%	1.7			76.5%	1.0			78.4%	0.9	78.4%	0.9
1995/96	173			87.9%	1.8			91.0%	3.0			82.7%	3.2			76.3%	5.1			75.7%	5.5			77.7%	6.1	77.7%	6.1
1994/95	173			86.3%	0.2			88.4%	1.0			80.1%	3.3			72.6%	1.4			71.7%	1.5			73.3%	1.3	73.3%	1.3
1993/94	173			86.1%	-3.0			87.5%	-1.8			77.6%	0.1			71.6%	0.5			70.6%	-0.1			72.3%	0.1	72.3%	0.1
1992/93	173			88.8%	2.0			89.1%	1.9			77.5%	-2.7			71.2%	-3.1			70.7%	-1.0			72.3%	-1.0	72.3%	-1.0
1991/92	173			87.1%				87.4%				79.7%				73.5%				71.4%				73.0%		73.0%	

TOWN OF YOUNTVILLE
AVERAGE DAILY ROOM RATES
Collections through January 2014

Fiscal Year	Rooms	JULY	AUG	JUL-AUG	%	SEPT	OCT	SEPT-OCT	%	NOV	DEC	NOV-DEC	%	JAN	FEB	JAN-FEB	%	MAR	APR	MAR-APR	%	MAY	JUNE	MAY-JUNE	%	TOTALS	%
PERIOD TOTALS																											
2013/14	450	$ 422.08	$ 445.49	$ 433.78	30.5	$ 474.30	$ 480.88	$ 477.59	25.2	$ 399.10	$ 307.84	$ 353.47	33.8	$ 284.11	$ -	$ 142.06	-40.9	$ -	$ -	$ -	-100.0	$ -	$ -	$ -	-100.0	$ 234.48	-25.0
2012/13	450	$ 391.87	$ 415.88	$ 403.87	21.5	$ 453.02	$ 462.97	$ 458.00	20.1	$ 354.01	$ 289.98	$ 321.99	21.9	$ 260.91	$ 280.51	$ 270.71	12.6	$ 322.97	$ 366.39	$ 344.68	14.8	$ 411.07	$ 404.40	$ 407.74	13.8	$ 367.83	17.6
2011/12	450	$ 372.47	$ 390.46	$ 381.46	14.8	$ 433.81	$ 439.22	$ 436.52	14.4	$ 331.75	$ 263.23	$ 297.49	12.7	$ 237.22	$ 261.81	$ 249.51	3.8	$ 294.73	$ 333.97	$ 314.35	4.7	$ 370.79	$ 393.98	$ 382.38	6.7	$ 343.62	9.8
2010/11	422	322.06	342.64	332.35	21.1	379.59	383.28	381.43	15.0	298.36	229.81	264.08	11.6	228.96	251.76	240.36	14.5	271.92	328.61	300.27	21.2	353.45	363.35	358.40	15.3	312.82	16.50
2009/10	422			274.51	-13.7			331.68	-7.4			236.60	-4.0	199.77	219.95	209.86	-9.0	228.18	267.23	247.71	2.6	305.23	316.30	310.77	9.6	268.52	-3.7
2008/09	402			317.94	-1.2			358.31	5.0			246.55	-5.9			230.64	2.3			235.53	-9.8			283.60	-13.3	278.76	-3.8
2007/08	345			321.78	7.0			341.35	5.3			261.88	7.4			225.48	3.6			261.08	4.9			327.08	5.9	289.78	5.8
2006/07	345			300.77	5.6			324.06	4.4			243.85	3.6			217.66	6.3			248.88	3.9			308.74	5.8	273.99	4.9
2005/06	345			284.89	1.0			310.50	3.7			235.43	6.5			204.73	2.7			239.62	3.2			291.72	2.8	261.15	3.2
2004/05	345			281.93	5.9			299.51	6.7			221.05	3.2			199.28	5.6			232.17	3.6			283.87	7.3	252.97	5.5
2003/04	345			266.25	1.8			280.75	-0.8			214.28	0.9			188.66	-1.1			224.05	7.1			264.58	5.3	239.76	2.2
2002/03	345			261.60	4.8			283.10	6.9			212.31	-0.5			190.72	21.9			209.27	11.4			251.23	18.9	234.70	9.7
2001/02	345			249.56	5.7			264.92	3.6			213.33	-3.1			156.46	-17.4			187.93	-12.4			211.32	-14.0	213.92	-5.7
2000/01	345			236.03	8.5			255.80	10.8			220.14	11.5			189.35	6.3			214.51	4.3			245.74	9.5	226.93	8.6
1999/00	345			217.50	19.6			230.76	15.9			197.38	12.9			178.08	9.8			205.69	11.1			224.35	7.3	208.96	12.7
1998/99	341			181.87	3.6			199.07	13.1			174.86	9.6			162.21	9.1			185.14	18.0			209.10	15.1	185.38	11.4
1997/98	229			175.59	5.8			175.97	8.2			159.52	3.3			148.73	7.5			156.95	-0.4			181.72	5.4	166.41	5.0
1996/97	173			165.91	15.8			162.59	15.5			154.42	16.2			138.41	9.3			157.52	11.0			172.38	9.0	158.54	12.7
1995/96	173			143.31	7.5			140.82	4.9			132.90	8.1			126.63	11.7			141.92	10.7			158.20	11.4	140.63	9.0
1994/95	173			133.26	3.9			134.22	8.1			122.88	3.8			113.40	1.2			128.23	6.4			142.04	9.3	129.01	5.6
1993/94	173			128.20	0.2			124.19	2.8			118.34	1.5			112.08	-1.6			120.51	5.9			129.97	1.5	122.22	1.7
1992/93	173			127.92	2.4			120.79	-2.4			116.54	7.3			113.93	10.7			113.77	-0.5			128.03	2.5	120.16	3.1
1991/92	173			124.97				123.70				108.58				102.96				114.36				124.90		116.58	
YTD TOTALS																											
2013/14	450	$ 422.08	$ 433.83	$ 427.95	28.8	$ 446.96	$ 455.55	$ 451.25	26.3	$ 445.78	$ 428.27	$ 437.03	31.1	$ 412.52	$ 412.52	$ 412.52	31.1	$ 412.52	$ 412.52	$ 412.52	32.3	$ 412.52	$ 412.52	$ 412.52	28.5		-100.0
2012/13	450	$ 391.87	$ 403.95	$ 397.91	19.7	$ 420.56	$ 431.35	$ 425.96	19.2	$ 417.92	$ 402.13	$ 410.03	23.0	$ 386.29	$ 374.48	$ 380.39	20.9	$ 368.94	$ 368.67	$ 368.80	18.3	$ 372.91	$ 375.81	$ 374.36	16.6		-100.0
2011/12	450	$ 372.47	$ 381.63	$ 377.05	13.4	$ 399.33	$ 409.51	$ 404.42	13.2	$ 396.71	$ 380.22	$ 388.46	16.5	$ 365.31	$ 353.37	$ 359.34	14.2	$ 346.99	$ 345.76	$ 346.37	11.1	$ 348.31	$ 352.63	$ 350.47	9.2		-100.0
2010/11	422	322.06	332.36	332.36	19.2	347.88	357.24	357.24	16.4	347.69	333.39	333.39	19.2	322.26	314.66	314.66	16.1	309.86	311.85	311.85	16.6	316.39	320.97	320.97	16.9		-100.0
2009/10	402			274.51	-13.7			302.84	-10.4			285.64	-7.1	277.07	271.44	271.44	-5.9	266.55	266.62	266.62	-2.0	270.50	274.63	274.63	-1.5	268.52	-3.7
2008/09	402			317.94	-1.2			338.13	2.0			307.60	-0.2			288.36	0.3			277.79	-1.6			278.76	-3.8	278.76	-3.8
2007/08	345			321.78	7.0			331.57	6.1			308.34	6.5			287.62	5.9			282.31	5.7			289.78	5.8	289.78	5.8
2006/07	345			300.77	5.6			312.41	4.9			289.56	4.6			271.58	4.9			267.04	4.7			273.99	4.9	273.99	4.9
2005/06	345			284.89	1.0			297.69	2.4			276.94	3.5			258.89	3.4			255.03	3.3			261.15	3.2	261.15	1.1
2004/05	345			281.93	5.9			290.72	6.3			267.50	5.4			250.44	5.5			246.79	5.1			252.97	5.5	258.37	5.6
2003/04	345			266.25	1.8			273.50	0.4			253.76	0.6			237.48	0.2			234.80	1.5			239.76	2.2	244.62	4.2
2002/03	345			261.60	4.8			272.35	5.9			252.34	2.9			236.93	7.2			231.40	7.9			234.70	7.4	234.70	7.4
2001/02	345			249.56	5.7			257.24	4.6			245.16	3.3			221.07	-1.9			214.44	-3.9			218.56	-5.6	218.56	-5.6
2000/01	345			236.03	8.5			245.91	9.7			237.32	10.3			225.33	9.4			223.16	8.4			231.57	9.4	231.57	9.4
1999/00	345			217.50	19.6			224.13	17.7			215.21	16.2			205.93	14.7			205.88	14.0			211.68	12.8	211.68	12.8
1998/99	341			181.87	3.6			190.47	8.4			185.27	8.7			179.50	8.8			180.63	10.6			187.65	11.5	187.65	11.5
1997/98	229			175.59	5.8			175.78	7.0			170.36	5.8			164.95	6.2			163.35	4.9			168.27	5.0	168.27	5.0
1996/97	173			165.91	15.8			164.25	15.6			160.97	15.8			155.33	14.3			155.77	13.6			160.23	12.9	160.23	12.9
1995/96	173			143.31	7.5			142.06	6.2			139.01	6.8			135.91	7.9			137.11	8.5			141.92	8.7	141.92	8.7
1994/95	173			133.26	3.9			133.74	6.0			130.12	5.3			125.94	4.3			126.40	4.8			130.60	5.9	130.60	5.9
1993/94	173			128.20	0.2			126.19	1.5			123.58	1.5			120.70	0.8			120.66	1.7			123.37	1.8	123.37	1.8
1992/93	173			127.92	2.4			124.35	0.0			121.75	2.2			119.79	4.1			118.59	3.2			121.19	2.6	121.19	2.6
1991/92	173			124.97				124.34				119.09				115.05				114.92				118.09		118.09	