

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF DECEMBER 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	41.7%	41.7%	0.0	\$110.82	\$103.59	7.0%	\$46.27	\$43.21	7.1%
GANANOQUE	33.5%	28.0%	5.5	\$92.24	\$88.07	4.7%	\$30.87	\$24.67	25.1%
BROCKVILLE	39.6%	36.0%	3.6	\$102.96	\$101.10	1.8%	\$40.73	\$36.37	12.0%
TRENTON/BELLEVILLE/NAPANEE	42.7%	39.2%	3.5	\$118.65	\$111.69	6.2%	\$50.62	\$43.83	15.5%
CORNWALL/KEMPTVILLE	49.5%	39.2%	10.3	\$101.79	\$99.20	2.6%	\$50.34	\$38.88	29.5%
TOTAL RTO 9	42.2%	39.3%	2.9	\$111.30	\$104.60	6.4%	\$47.01	\$41.06	14.5%

** Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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REPORT OF ROOMS OPERATIONS FOR RTO 9 TWELVE MONTHS ENDED DECEMBER 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	61.1%	60.6%	0.5	\$123.81	\$120.64	2.6%	\$75.62	\$73.14	3.4%
GANANOQUE	50.9%	47.9%	3.0	\$110.13	\$102.79	7.1%	\$56.07	\$49.23	13.9%
BROCKVILLE	59.3%	51.9%	7.4	\$105.24	\$100.48	4.7%	\$62.46	\$52.17	19.7%
TRENTON/BELLEVILLE/NAPANEE	59.6%	58.6%	1.0	\$121.80	\$117.59	3.6%	\$72.59	\$68.90	5.4%
CORNWALL/KEMPTVILLE	60.1%	54.0%	6.1	\$104.87	\$103.69	1.1%	\$63.04	\$56.02	12.5%
TOTAL RTO 9	59.8%	57.6%	2.2	\$119.94	\$116.16	3.3%	\$71.70	\$66.89	7.2%

** Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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