

# Trends

in the Canadian Hotel Industry

**PKF**

Hospitality & Tourism  
Business Advisors

NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

## REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF MARCH 2014

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2014	2013	**Point Change	2014	2013	Variance	2014	2013	Variance
KINGSTON	53.9%	52.2%	1.8	\$103.96	\$107.72	-3.5%	\$56.05	\$56.18	-0.2%
GANANOQUE	NA	NA	insufficient sample size	NA	NA		NA	NA	
BROCKVILLE	43.0%	38.5%	4.5	\$91.96	\$96.13	-4.3%	\$39.52	\$37.03	6.7%
TRENTON/BELLEVILLE/NAPANEE	51.0%	52.8%	-1.8	\$106.59	\$103.54	2.9%	\$54.38	\$54.67	-0.5%
CORNWALL/KEMPTVILLE	38.2%	30.1%	8.2	\$88.24	\$89.73	-1.7%	\$33.73	\$26.97	25.1%
<b>TOTAL RTO 9</b>	<b>49.5%</b>	<b>47.6%</b>	<b>1.9</b>	<b>\$101.99</b>	<b>\$103.57</b>	<b>-1.5%</b>	<b>\$50.47</b>	<b>\$49.29</b>	<b>2.4%</b>

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

SOURCE: PKF CONSULTING INC. with reproduction and use of information subject to PKF Disclaimer and Restrictions as detailed at [www.pkfcanada.com](http://www.pkfcanada.com)

## REPORT OF ROOMS OPERATIONS FOR RTO 9 THREE MONTHS ENDED MARCH 2014

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2014	2013	**Point Change	2014	2013	Variance	2014	2013	Variance
KINGSTON	50.4%	49.3%	1.2	\$100.45	\$107.01	-6.1%	\$50.67	\$52.73	-3.9%
GANANOQUE	NA	NA	insufficient sample size	NA	NA		NA	NA	
BROCKVILLE	40.7%	39.7%	1.0	\$93.64	\$96.53	-3.0%	\$38.10	\$38.31	-0.5%
TRENTON/BELLEVILLE/NAPANEE	50.6%	53.1%	-2.5	\$107.78	\$103.42	4.2%	\$54.53	\$54.88	-0.6%
CORNWALL/KEMPTVILLE	37.5%	29.1%	8.4	\$89.87	\$91.33	-1.6%	\$33.66	\$26.58	26.6%
<b>TOTAL RTO 9</b>	<b>46.9%</b>	<b>46.3%</b>	<b>0.6</b>	<b>\$100.62</b>	<b>\$103.21</b>	<b>-2.5%</b>	<b>\$47.19</b>	<b>\$47.76</b>	<b>-1.2%</b>

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

SOURCE: PKF CONSULTING INC. with reproduction and use of information subject to PKF Disclaimer and Restrictions as detailed at [www.pkfcanada.com](http://www.pkfcanada.com)

This publication is designed as a reference and a management tool for the internal use of companies and agencies involved in the travel and tourism industry. Reproduction and quotation in documents and matters relating to provision of third party consulting advice, business planning, solicitation of public funds, debt and equity financing, litigation, property tax or other legal and financial matters is NOT PERMITTED without the written permission of PKF Consulting Inc. Quotation and reproduction of this material is permitted otherwise ONLY if credited to PKF Consulting Inc. and referencing our disclaimer as follows::

Source: PKF Consulting Inc. with reproduction and use of information subject to PKF Disclaimer and Restrictions as detailed at [www.pkfcanada.com](http://www.pkfcanada.com)

Trends is compiled and produced by PKF Consulting Inc. and is designed as a reference and management aid. Readers are advised, however, that PKF Consulting Inc. does not represent the data contained herein to be definitive. Neither should the contents of this publication be construed as a recommendation on policies or actions. This information should not be construed as setting standards on policies or actions for any individual hotels, associations, or agencies – or their professional managers. Readers are advised that PKF Consulting Inc. and Members of the PKF International Association do not represent the data contained herein to be definitive or all-inclusive. PKF Consulting Inc. believes the information to be reliable but is not responsible for errors in expenditure figures or in other reported source information.

PKF Consulting Inc. is a member firm of the PKF International Limited network of legally independent firms and does not accept any responsibility or liability for the actions or inactions on the part of any other individual member firm or firms.