

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF OCTOBER 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	66.3%	63.9%	2.4	\$128.99	\$125.01	3.2%	\$85.49	\$79.92	7.0%
GANANOQUE	58.9%	46.4%	12.5	\$96.71	\$92.74	4.3%	\$56.98	\$43.01	32.5%
BROCKVILLE	77.0%	55.9%	21.1	\$101.06	\$99.65	1.4%	\$77.83	\$55.66	39.8%
TRENTON/BELLEVILLE/NAPANEE	58.4%	57.2%	1.2	\$120.41	\$120.97	-0.5%	\$70.29	\$69.14	1.7%
CORNWALL/KEMPTVILLE	67.9%	54.8%	13.1	\$102.70	\$104.66	-1.9%	\$69.78	\$57.31	21.8%
TOTAL RTO 9	65.1%	59.2%	5.9	\$120.31	\$119.00	1.1%	\$78.35	\$70.42	11.3%

** 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 TEN MONTHS ENDED OCTOBER 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	63.4%	62.9%	0.5	\$125.22	\$122.71	2.0%	\$79.42	\$77.22	2.8%
GANANOQUE	53.9%	51.8%	2.1	\$112.45	\$104.65	7.5%	\$60.56	\$54.23	11.7%
BROCKVILLE	61.6%	53.6%	8.0	\$105.85	\$100.21	5.6%	\$65.16	\$53.69	21.4%
TRENTON/BELLEVILLE/NAPANEE	61.3%	61.3%	0.0	\$122.38	\$117.85	3.8%	\$74.96	\$72.26	3.7%
CORNWALL/KEMPTVILLE	61.6%	56.5%	5.1	\$105.32	\$104.25	1.0%	\$64.87	\$58.89	10.2%
TOTAL RTO 9	61.9%	60.1%	1.8	\$121.05	\$117.40	3.1%	\$74.92	\$70.50	6.3%

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