

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF MARCH 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	50.4%	50.6%	-0.2	\$114.34	\$111.05	3.0%	\$57.66	\$56.16	2.7%
GANANOQUE	25.4%	32.2%	-6.8	\$95.80	\$95.11	0.7%	\$24.31	\$30.58	-20.5%
BROCKVILLE	49.0%	38.7%	10.3	\$106.07	\$103.72	2.3%	\$51.97	\$40.18	29.3%
TRENTON/BELLEVILLE/NAPANEE	45.7%	44.1%	1.6	\$120.38	\$110.89	8.6%	\$55.01	\$48.88	12.5%
CORNWALL/KEMPTVILLE	49.0%	51.5%	-2.5	\$99.63	\$104.13	-4.3%	\$48.80	\$53.66	-9.1%
TOTAL RTO 9	47.7%	46.7%	1.0	\$113.47	\$109.68	3.5%	\$54.18	\$51.19	5.8%

** 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 THREE MONTHS ENDED MARCH 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	45.4%	48.7%	-3.3	\$113.04	\$109.79	3.0%	\$51.27	\$53.43	-4.0%
GANANOQUE	27.8%	32.0%	-4.2	\$92.02	\$92.60	-0.6%	\$25.58	\$29.68	-13.8%
BROCKVILLE	45.9%	38.8%	7.1	\$106.95	\$102.43	4.4%	\$49.05	\$39.71	23.5%
TRENTON/BELLEVILLE/NAPANEE	44.3%	42.7%	1.6	\$119.07	\$113.99	4.5%	\$52.79	\$48.62	8.6%
CORNWALL/KEMPTVILLE	43.3%	43.0%	0.3	\$99.90	\$103.34	-3.3%	\$43.29	\$44.39	-2.5%
TOTAL RTO 9	43.9%	44.6%	-0.7	\$112.40	\$109.21	2.9%	\$49.36	\$48.65	1.5%

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