

## REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF APRIL 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	54.8%	52.9%	1.9	\$119.95	\$110.90	8.2%	\$65.68	\$58.71	11.9%
GANANOQUE	29.1%	23.3%	5.8	\$98.25	\$96.84	1.5%	\$28.64	\$22.56	27.0%
BROCKVILLE	54.1%	44.7%	9.4	\$106.60	\$101.21	5.3%	\$57.65	\$45.29	27.3%
TRENTON/BELLEVILLE/NAPANEE	46.4%	52.8%	-6.4	\$117.20	\$112.58	4.1%	\$54.43	\$59.40	-8.4%
CORNWALL/KEMPTVILLE	54.6%	52.7%	1.9	\$101.82	\$101.90	-0.1%	\$55.58	\$53.68	3.5%
TOTAL RTO 9	50.9%	49.9%	1.0	\$116.08	\$109.88	5.6%	\$59.08	\$54.81	7.8%

\*\* 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 FOUR MONTHS ENDED APRIL 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	47.7%	49.7%	-2.0	\$115.03	\$110.08	4.5%	\$54.89	\$54.76	0.2%
GANANOQUE	28.2%	29.8%	-1.6	\$93.98	\$93.46	0.6%	\$26.51	\$27.83	-4.7%
BROCKVILLE	47.9%	40.2%	7.7	\$106.85	\$102.10	4.7%	\$51.20	\$41.09	24.6%
TRENTON/BELLEVILLE/NAPANEE	44.9%	45.2%	-0.3	\$118.57	\$113.58	4.4%	\$53.21	\$51.33	3.7%
CORNWALL/KEMPTVILLE	46.1%	45.4%	0.7	\$100.47	\$102.91	-2.4%	\$46.36	\$46.76	-0.9%
TOTAL RTO 9	45.7%	45.9%	-0.2	\$113.45	\$109.39	3.7%	\$51.85	\$50.21	3.3%

\*\* 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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