

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

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	65.4%	61.1%	4.3	\$129.04	\$121.10	6.6%	\$84.34	\$74.01	14.0%
GANANOQUE	46.0%	44.6%	1.4	\$102.35	\$96.07	6.5%	\$47.09	\$42.88	9.8%
BROCKVILLE	70.6%	62.5%	8.1	\$109.96	\$105.63	4.1%	\$77.58	\$65.99	17.6%
TRENTON/BELLEVILLE/NAPANEE	61.6%	60.1%	1.5	\$120.87	\$117.41	2.9%	\$74.47	\$70.56	5.5%
CORNWALL/KEMPTVILLE	55.9%	55.6%	0.3	\$105.27	\$103.13	2.1%	\$58.85	\$57.37	2.6%
TOTAL RTO 9	62.5%	59.2%	3.3	\$122.65	\$116.80	5.0%	\$76.65	\$69.16	10.8%

\*\* 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 FIVE MONTHS ENDED MAY 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	51.4%	52.1%	-0.7	\$118.71	\$112.81	5.2%	\$60.97	\$58.82	3.7%
GANANOQUE	32.5%	32.9%	-0.4	\$96.82	\$94.21	2.8%	\$31.43	\$31.01	1.4%
BROCKVILLE	52.6%	44.8%	7.8	\$107.71	\$103.10	4.5%	\$56.62	\$46.17	22.6%
TRENTON/BELLEVILLE/NAPANEE	48.4%	48.3%	0.1	\$119.19	\$114.56	4.0%	\$57.69	\$55.30	4.3%
CORNWALL/KEMPTVILLE	48.1%	47.6%	0.5	\$101.61	\$102.96	-1.3%	\$48.92	\$48.97	-0.1%
TOTAL RTO 9	49.2%	48.7%	0.5	\$115.90	\$111.28	4.2%	\$57.04	\$54.17	5.3%

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