

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF JUNE 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	73.1%	70.8%	2.3	\$137.86	\$128.32	7.4%	\$100.73	\$90.83	10.9%
GANANOQUE	62.1%	59.5%	2.6	\$119.90	\$105.94	13.2%	\$74.40	\$63.05	18.0%
BROCKVILLE	73.9%	68.4%	5.5	\$113.39	\$104.68	8.3%	\$83.81	\$71.62	17.0%
TRENTON/BELLEVILLE/NAPANEE	66.4%	66.8%	-0.4	\$126.33	\$123.23	2.5%	\$83.84	\$82.33	1.8%
CORNWALL/KEMPTVILLE	69.7%	70.4%	-0.7	\$109.24	\$107.46	1.7%	\$76.11	\$75.70	0.5%
TOTAL RTO 9	70.5%	68.8%	1.7	\$130.45	\$122.68	6.3%	\$91.96	\$84.37	9.0%

** 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 SIX MONTHS ENDED JUNE 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	55.0%	55.3%	-0.3	\$123.27	\$116.52	5.8%	\$67.77	\$64.41	5.2%
GANANOQUE	38.0%	37.4%	0.6	\$103.90	\$97.38	6.7%	\$39.52	\$36.46	8.4%
BROCKVILLE	56.1%	48.7%	7.4	\$108.95	\$103.47	5.3%	\$61.12	\$50.36	21.4%
TRENTON/BELLEVILLE/NAPANEE	51.4%	51.4%	0.0	\$120.75	\$116.44	3.7%	\$62.11	\$59.79	3.9%
CORNWALL/KEMPTVILLE	49.6%	49.5%	0.1	\$102.99	\$103.66	-0.6%	\$51.10	\$51.36	-0.5%
TOTAL RTO 9	52.8%	52.1%	0.7	\$119.35	\$114.00	4.7%	\$63.03	\$59.35	6.2%

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