

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF AUGUST 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	87.1%	81.7%	5.4	\$148.39	\$140.22	5.8%	\$129.20	\$114.52	12.8%
GANANOQUE	90.1%	84.4%	5.7	\$153.06	\$140.16	9.2%	\$137.83	\$118.28	16.5%
BROCKVILLE	90.0%	82.8%	7.2	\$123.45	\$112.84	9.4%	\$111.13	\$93.47	18.9%
TRENTON/BELLEVILLE/NAPANEE	87.4%	86.3%	1.1	\$136.35	\$133.62	2.0%	\$119.16	\$115.38	3.3%
CORNWALL/KEMPTVILLE	83.0%	83.4%	-0.4	\$122.05	\$112.47	8.5%	\$101.30	\$93.77	8.0%
TOTAL RTO 9	87.0%	83.1%	3.9	\$142.29	\$134.44	5.8%	\$123.82	\$111.68	10.9%

** 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 EIGHT MONTHS ENDED AUGUST 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	62.3%	61.5%	0.8	\$131.17	\$124.15	5.7%	\$81.75	\$76.40	7.0%
GANANOQUE	52.0%	49.4%	2.6	\$126.11	\$116.84	7.9%	\$65.60	\$57.75	13.6%
BROCKVILLE	63.9%	57.1%	6.8	\$113.82	\$106.68	6.7%	\$72.72	\$60.92	19.4%
TRENTON/BELLEVILLE/NAPANEE	60.4%	60.5%	-0.1	\$126.37	\$121.95	3.6%	\$76.38	\$73.74	3.6%
CORNWALL/KEMPTVILLE	57.6%	57.9%	-0.3	\$109.38	\$106.99	2.2%	\$63.05	\$61.91	1.8%
TOTAL RTO 9	61.0%	59.7%	1.3	\$127.01	\$120.91	5.0%	\$77.42	\$72.20	7.2%

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