

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

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	78.5%	75.5%	3.0	\$141.42	\$132.60	6.7%	\$110.99	\$100.11	10.9%
GANANOQUE	84.6%	83.9%	0.7	\$113.52	\$103.27	9.9%	\$96.01	\$86.59	10.9%
BROCKVILLE	85.9%	81.9%	4.0	\$112.39	\$105.78	6.2%	\$96.53	\$86.60	11.5%
TRENTON/BELLEVILLE/NAPANEE	73.3%	69.9%	3.4	\$129.42	\$126.72	2.1%	\$94.81	\$88.55	7.1%
CORNWALL/KEMPTVILLE	76.9%	80.2%	-3.3	\$116.37	\$104.50	11.4%	\$89.54	\$83.77	6.9%
TOTAL RTO 9	78.2%	75.9%	2.3	\$132.47	\$124.31	6.6%	\$103.58	\$94.31	9.8%

\*\* 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 NINE MONTHS ENDED SEPTEMBER 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	64.1%	63.1%	1.0	\$132.56	\$125.28	5.8%	\$84.97	\$79.05	7.5%
GANANOQUE	55.9%	53.3%	2.6	\$123.84	\$114.45	8.2%	\$69.23	\$60.97	13.5%
BROCKVILLE	66.3%	59.8%	6.5	\$113.62	\$106.55	6.6%	\$75.33	\$63.73	18.2%
TRENTON/BELLEVILLE/NAPANEE	61.9%	61.5%	0.4	\$126.78	\$122.54	3.5%	\$78.43	\$75.37	4.1%
CORNWALL/KEMPTVILLE	59.8%	60.3%	-0.5	\$110.38	\$106.63	3.5%	\$66.00	\$64.33	2.6%
TOTAL RTO 9	62.9%	61.5%	1.4	\$127.77	\$121.37	5.3%	\$80.33	\$74.65	7.6%

\*\* 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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