

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF DECEMBER 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	43.2%	41.5%	1.7	\$112.85	\$111.41	1.3%	\$48.73	\$46.24	5.4%
GANANOQUE	26.0%	33.5%	-7.5	\$97.07	\$92.24	5.2%	\$25.20	\$30.87	-18.4%
BROCKVILLE	39.0%	39.6%	-0.6	\$112.94	\$102.96	9.7%	\$44.10	\$40.73	8.3%
TRENTON/BELLEVILLE/NAPANEE	40.4%	42.7%	-2.3	\$115.02	\$118.65	-3.1%	\$46.51	\$50.62	-8.1%
CORNWALL/KEMPTVILLE	37.7%	46.5%	-8.8	\$104.32	\$100.99	3.3%	\$39.35	\$46.98	-16.2%
TOTAL RTO 9	41.1%	42.1%	-1.0	\$113.32	\$111.60	1.5%	\$46.62	\$46.99	-0.8%

** 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 TWELVE MONTHS ENDED DECEMBER 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	62.7%	61.0%	1.7	\$130.48	\$124.32	5.0%	\$81.86	\$75.89	7.9%
GANANOQUE	51.4%	50.9%	0.5	\$119.58	\$110.13	8.6%	\$61.45	\$56.07	9.6%
BROCKVILLE	63.5%	59.3%	4.2	\$113.42	\$105.24	7.8%	\$72.01	\$62.46	15.3%
TRENTON/BELLEVILLE/NAPANEE	60.1%	59.5%	0.6	\$125.56	\$121.77	3.1%	\$75.49	\$72.51	4.1%
CORNWALL/KEMPTVILLE	57.2%	59.1%	-1.9	\$109.40	\$105.41	3.8%	\$62.54	\$62.29	0.4%
TOTAL RTO 9	61.0%	59.8%	1.2	\$126.13	\$120.19	4.9%	\$76.95	\$71.82	7.1%

** 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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