

## REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF JANUARY 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	46.5%	51.1%	-4.6	\$109.93	\$116.19	-5.4%	\$51.10	\$59.33	-13.9%
GANANOQUE	26.2%	17.7%	8.5	\$90.78	\$92.31	-1.7%	\$23.74	\$16.35	45.2%
BROCKVILLE	37.7%	33.8%	3.9	\$101.70	\$102.55	-0.8%	\$38.30	\$34.61	10.7%
TRENTON/BELLEVILLE/NAPANEE	42.1%	52.0%	-9.9	\$117.90	\$102.02	15.6%	\$49.66	\$53.05	-6.4%
CORNWALL/KEMPTVILLE	39.3%	45.8%	-6.5	\$103.89	\$95.68	8.6%	\$40.82	\$43.81	-6.8%
<b>TOTAL RTO 9</b>	<b>42.3%</b>	<b>47.0%</b>	<b>-4.7</b>	<b>\$110.05</b>	<b>\$109.35</b>	<b>0.6%</b>	<b>\$46.51</b>	<b>\$51.42</b>	<b>-9.5%</b>

\*\* 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 MONTH OF FEBRUARY 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	48.9%	44.3%	4.6	\$108.24	\$107.84	0.4%	\$52.89	\$47.79	10.7%
GANANOQUE	39.7%	23.3%	16.4	\$91.53	\$97.49	-6.1%	\$36.30	\$22.76	59.5%
BROCKVILLE	40.0%	30.0%	10.0	\$101.84	\$96.14	5.9%	\$40.71	\$28.82	41.3%
TRENTON/BELLEVILLE/NAPANEE	40.6%	46.4%	-5.8	\$113.25	\$108.85	4.0%	\$45.96	\$50.49	-9.0%
CORNWALL/KEMPTVILLE	38.7%	34.6%	4.1	\$101.73	\$97.19	4.7%	\$39.34	\$33.60	17.1%
<b>TOTAL RTO 9</b>	<b>44.5%</b>	<b>40.9%</b>	<b>3.6</b>	<b>\$108.00</b>	<b>\$106.52</b>	<b>1.4%</b>	<b>\$48.01</b>	<b>\$43.61</b>	<b>10.1%</b>

\*\* 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 TWO MONTHS ENDED FEBRUARY 2016

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2016	2015	**Point Change	2016	2015	Variance	2016	2015	Variance
KINGSTON	47.7%	47.9%	-0.2	\$109.08	\$112.60	-3.1%	\$51.98	\$53.96	-3.7%
GANANOQUE	32.0%	20.4%	11.6	\$91.18	\$95.12	-4.1%	\$29.17	\$19.39	50.4%
BROCKVILLE	38.8%	32.0%	6.8	\$101.77	\$99.70	2.1%	\$39.47	\$31.86	23.9%
TRENTON/BELLEVILLE/NAPANEE	41.3%	49.3%	-8.1	\$115.66	\$105.07	10.1%	\$47.75	\$51.83	-7.9%
CORNWALL/KEMPTVILLE	39.0%	40.5%	-1.5	\$102.85	\$96.29	6.8%	\$40.11	\$38.96	3.0%
<b>TOTAL RTO 9</b>	<b>43.3%</b>	<b>44.2%</b>	<b>-0.9</b>	<b>\$109.04</b>	<b>\$108.12</b>	<b>0.9%</b>	<b>\$47.25</b>	<b>\$47.75</b>	<b>-1.0%</b>

\*\* 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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