

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF JULY 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	80.6%	77.2%	3.4	\$145.41	\$138.33	5.1%	\$117.13	\$106.76	9.7%
GANANOQUE	85.9%	82.6%	3.3	\$148.45	\$143.19	3.7%	\$127.59	\$118.31	7.8%
BROCKVILLE	83.2%	80.8%	2.4	\$122.60	\$111.73	9.7%	\$102.00	\$90.30	13.0%
TRENTON/BELLEVILLE/NAPANEE	85.0%	87.6%	-2.6	\$135.60	\$129.24	4.9%	\$115.21	\$113.25	1.7%
CORNWALL/KEMPTVILLE	78.2%	80.4%	-2.2	\$119.09	\$113.18	5.2%	\$93.12	\$90.98	2.4%
TOTAL RTO 9	81.9%	80.4%	1.5	\$139.84	\$132.67	5.4%	\$114.47	\$106.66	7.3%

** 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 SEVEN MONTHS ENDED JULY 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	58.6%	58.5%	0.1	\$127.60	\$120.80	5.6%	\$74.80	\$70.72	5.8%
GANANOQUE	45.8%	44.2%	1.6	\$117.50	\$110.18	6.6%	\$53.85	\$48.70	10.6%
BROCKVILLE	60.1%	53.4%	6.7	\$111.71	\$105.29	6.1%	\$67.10	\$56.18	19.4%
TRENTON/BELLEVILLE/NAPANEE	56.4%	56.7%	-0.3	\$124.07	\$119.34	4.0%	\$70.01	\$67.63	3.5%
CORNWALL/KEMPTVILLE	53.9%	54.1%	-0.2	\$106.47	\$105.75	0.7%	\$57.36	\$57.21	0.3%
TOTAL RTO 9	57.1%	56.3%	0.8	\$123.64	\$117.95	4.8%	\$70.54	\$66.35	6.3%

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