

REPORT OF ROOMS OPERATIONS FOR RTO 9 MONTH OF OCTOBER 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	70.1%	66.3%	3.8	\$132.79	\$129.50	2.5%	\$93.09	\$85.89	8.4%
GANANOQUE	55.9%	58.9%	-3.0	\$100.22	\$96.71	3.6%	\$56.00	\$56.98	-1.7%
BROCKVILLE	73.6%	77.0%	-3.4	\$111.53	\$101.06	10.4%	\$82.11	\$77.83	5.5%
TRENTON/BELLEVILLE/NAPANEE	63.9%	58.4%	5.5	\$122.50	\$120.41	1.7%	\$78.30	\$70.29	11.4%
CORNWALL/KEMPTVILLE	60.5%	66.9%	-6.4	\$107.97	\$101.49	6.4%	\$65.37	\$67.92	-3.8%
TOTAL RTO 9	67.3%	65.1%	2.2	\$125.16	\$120.61	3.8%	\$84.26	\$78.58	7.2%

** 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 TEN MONTHS ENDED OCTOBER 2017

Location	Occupancy Percentage			Average Daily Rate			Revenue Per Available Room		
	2017	2016	**Point Change	2017	2016	Variance	2017	2016	Variance
KINGSTON	64.7%	63.4%	1.3	\$132.58	\$125.73	5.4%	\$85.80	\$79.75	7.6%
GANANOQUE	55.9%	53.9%	2.0	\$121.25	\$112.45	7.8%	\$67.77	\$60.56	11.9%
BROCKVILLE	67.1%	61.6%	5.5	\$113.38	\$105.85	7.1%	\$76.03	\$65.16	16.7%
TRENTON/BELLEVILLE/NAPANEE	62.1%	61.2%	0.9	\$126.32	\$122.34	3.3%	\$78.42	\$74.85	4.8%
CORNWALL/KEMPTVILLE	59.9%	61.0%	-1.1	\$110.13	\$106.05	3.8%	\$65.93	\$64.70	1.9%
TOTAL RTO 9	63.3%	61.9%	1.4	\$127.48	\$121.29	5.1%	\$80.73	\$75.06	7.6%

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