

M E M O R A N D U M

TO: Mayor & Council Members

FROM: Celia King, Finance Director and Kyle Batista, Financial Analyst

SUBJECT: Transient Occupancy Tax (TOT) Collections – June 2023

DATE: August 2, 2023

CC: Brad Raulston, Town Manager

This report provides a summary analysis of TOT collections for the period of June 1, 2023 – June 30, 2023.

For Fiscal Year 2022/2023 Town Council approved a TOT revenue estimate of \$7,500,000. This budget amount represents a conservative expectation after unexpectedly high Fiscal Year 2021/2022 TOT collections.

June represents 100% of the fiscal year and year-to-date TOT revenues reached 116.7% of the adopted budget. Total Fiscal Year 2022/2023 TOT revenue is \$8,750,591, which is \$1,250,591 more than the \$7,500,000 budget.

TOT revenue for June 2023 was \$781,699, which is \$70,863 (8.3%) less than June 2022 TOT revenue. This annual June comparison is very similar to last month's annual May comparison and continues to point to stabilization in travel demand level. June 2023 collections of \$781,699 represents \$95,091 more than pre-pandemic June 2019.

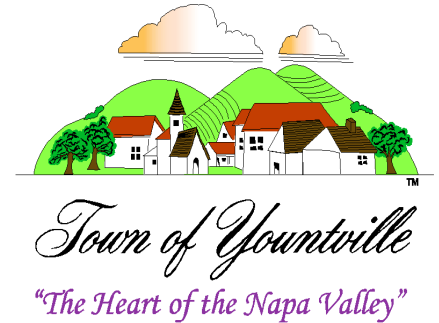
Similar to May, June 2023 revenue was lower than June 2022, yet occupancy rates were higher which continues to signal a levelling out of average daily room rate.

- Occupancy Rate for June 2023: 70% compared to June 2022: 56%
 - Average room rates during June 2023: \$684 compared to June 2022: \$934
 - Measure S 1% Tax \$ 65,142
 - NVTID 2%: \$ 130,283
- Allocated as follows:
- Local TID (25%): \$ 32,571
 - County TID (74%): \$ 96,410
 - Town Administration (1%): \$ 1,303

This report will be uploaded to the website and will include four-year trend graphs showing monthly and cumulative totals, occupancy, and room rates. Please let me know if you would like additional information.

TRANSIENT OCCUPANCY TAX REPORT

Fiscal Year 2022/23



REPORT PERIOD:

Collections through June 2023

TAX RATE:

12% TOT; 1% Measure S; 2% NVTID Assessment

STATISTICS:

TOT/NVTID Collections - TOT Budget to Actual
Monthly Revenue - Three Year Trend
TOT Cumulative Revenue by Fiscal Year - Three Year Trend
Monthly Occupancy Rates - Three Year Trend
Monthly Room Rates - Three Year Trend
Historical Monthly Revenues
Historical Occupancy Rates
Historical Room Rates

PREPARED BY:

Kyle Batista, Financial Analyst
Celia King, Finance Director

DATE:

August 2, 2023

PUBLIC DATA
Pages 1-15

Town of Yountville
Transient Occupancy Tax (TOT)/Napa Valley Tourism Improvement District (NVTID) Cash Flow
Year-to-Date Actual & Budget Projections
2022/23

Year to Date Collections

		Actual												
Rooms		July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	TOTAL
2022/23 TOT	453	\$ 779,468	\$ 832,670	\$ 1,109,112	\$ 1,121,807	\$ 719,718	\$ 454,235	\$ 339,081	\$ 490,016	\$ 546,915	\$ 663,770	\$ 912,098	\$ 781,699	\$ 8,750,591
Measure S TOT (1%)		64,956	69,389	92,426	93,484	59,977	37,853	28,257	40,835	45,576	55,314	76,008	65,142	\$ 729,216
Local TID (25%)		32,478	34,695	46,213	46,742	29,988	18,926	14,128	20,417	22,788	27,657	38,004	32,571	\$ 364,608
County TID (74%)		96,134	102,696	136,791	138,356	88,765	56,022	41,820	60,435	67,453	81,865	112,492	96,410	\$ 1,079,240
Town Admin (1%)		1,299	1,388	1,849	1,870	1,200	757	565	817	912	1,106	1,520	1,303	\$ 14,584
Total NVTID 2%*		129,911	138,778	184,852	186,968	119,953	75,706	56,514	81,669	91,152	110,628	152,016	130,283	\$ 1,458,432

TOT Budget to Actual Comparison

2022/23 TOT		July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	TOTAL
Original Budget 2022/23		\$ 722,806	\$ 726,979	\$ 865,879	\$ 906,732	\$ 617,767	\$ 437,548	\$ 251,667	\$ 368,812	\$ 535,656	\$ 664,413	\$ 751,098	\$ 650,643	\$ 7,500,000
Actual Collections		779,468	832,670	1,109,112	1,121,807	719,718	454,235	339,081	490,016	546,915	663,770	912,098	781,699	\$ 8,750,591
Variance - Actual/Budget		\$ 56,662	\$ 105,691	\$ 243,234	\$ 215,075	\$ 101,951	\$ 16,687	\$ 87,414	\$ 121,204	\$ 11,259	\$ (643)	\$ 161,000	\$ 131,056	116.7%

Current Year to Prior Year Variance Analysis

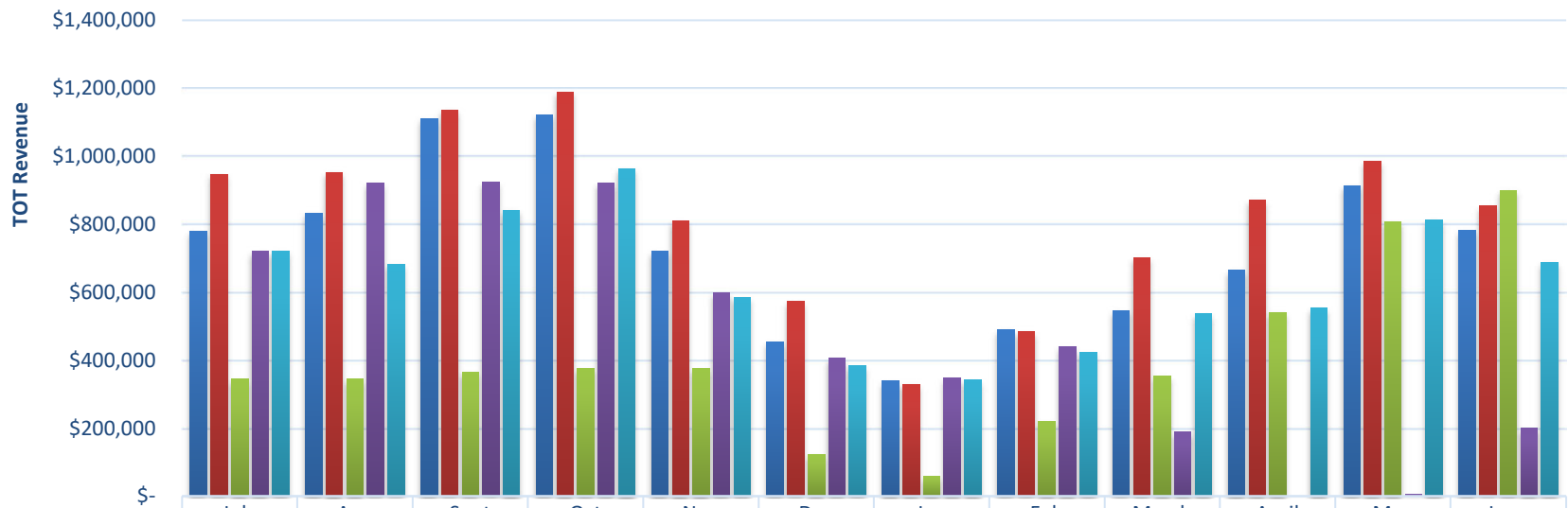
2021/22 Actual TOT		947,120	952,587	1,134,593	1,188,125	809,484	573,336	329,768	483,268	701,890	870,605	984,191	852,562	\$ 9,827,529
Increase/(Decrease)	\$	(167,652)	(119,917)	(25,481)	(66,317)	(89,765)	(119,101)	9,313	6,748	(154,975)	(206,835)	(72,093)	(70,863)	(1,076,938)
	%	-17.7%		-2.2%	-5.6%	-11.1%	-20.8%	2.8%	1.4%	-22.1%	-23.8%	-7.3%	-8.3%	-12.3%

2-May-23

Nine Year History

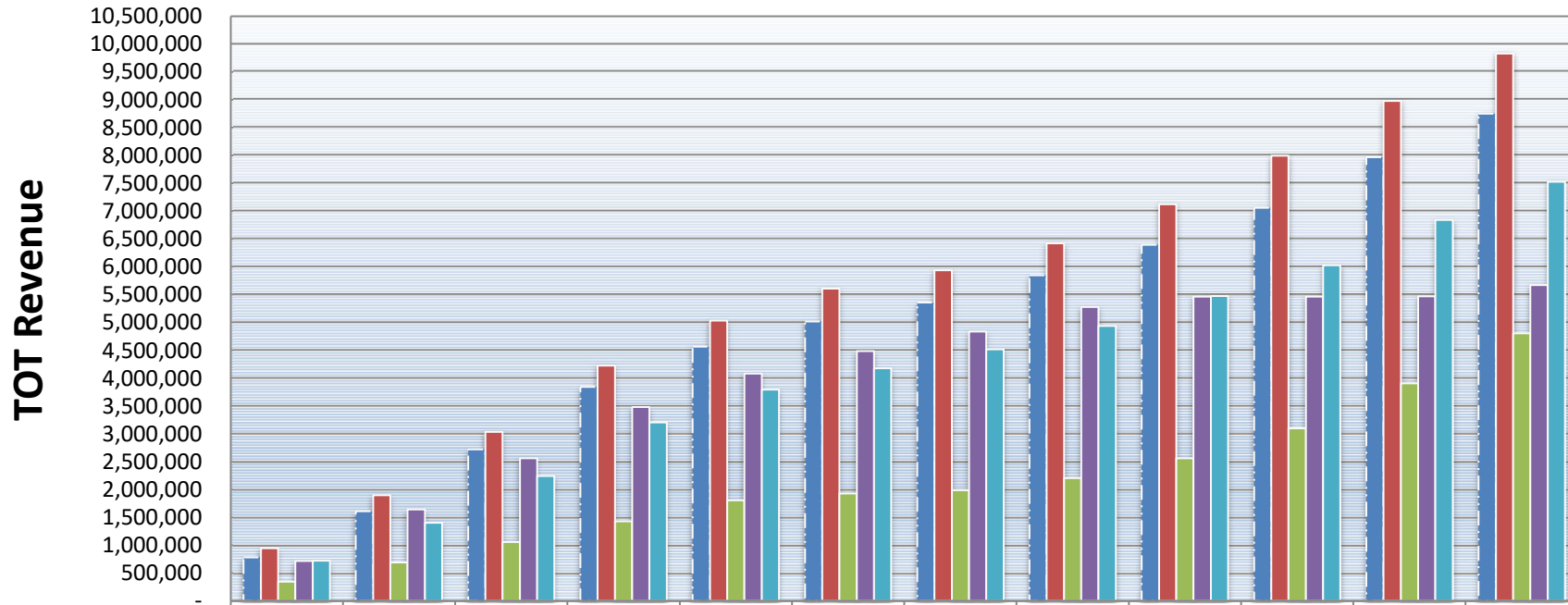
Fiscal Year	Rooms	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June	TOTAL
2022/23	453	779,468	832,670	1,109,112	1,121,807	719,718	454,235	339,081	490,016	546,915	663,770	912,098	781,699	\$ 8,750,591
2021/22	455	947,120	952,587	1,134,593	1,188,125	809,484	573,336	329,768	483,268	701,890	870,605	984,191	852,562	\$ 9,827,529
2020/21	455	344,302	345,041	365,352	375,807	375,054	122,282	58,308	220,130	354,062	540,210	807,824	898,634	\$ 4,807,007
2019/20	455	719,714	920,587	922,835	919,866	598,689	404,638	347,991	440,720	187,488	612	5,788	199,896	\$ 5,668,824
2018/19	452	720,753	682,777	841,075	962,598	584,945	383,294	341,628	422,158	536,088	552,919	812,524	686,608	\$ 7,527,368
2017/18	451	735,606	730,944	889,317	425,659	437,229	332,093	267,375	352,716	414,736	503,165	662,843	585,830	\$ 6,337,514
2016/17	452	731,507	713,745	855,968	893,468	568,183	374,599	311,064	343,359	460,793	561,994	687,664	652,411	\$ 7,154,754
2015/16	452	665,840	653,887	740,414	807,611	525,871	345,567	326,673	387,258	452,263	585,475	658,965	658,707	\$ 6,808,531
2014/15	451	668,512	664,853	729,794	788,766	511,295	325,883	318,062	343,382	416,773	533,590	642,733	607,671	\$ 6,551,314
9 year average		\$ 701,425	\$ 721,899	\$ 843,162	\$ 831,523	\$ 570,052	\$ 368,436	\$ 293,328	\$ 387,001	\$ 452,334	\$ 534,705	\$ 686,070	\$ 658,224	

Town of Yountville
TOT Monthly Totals - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



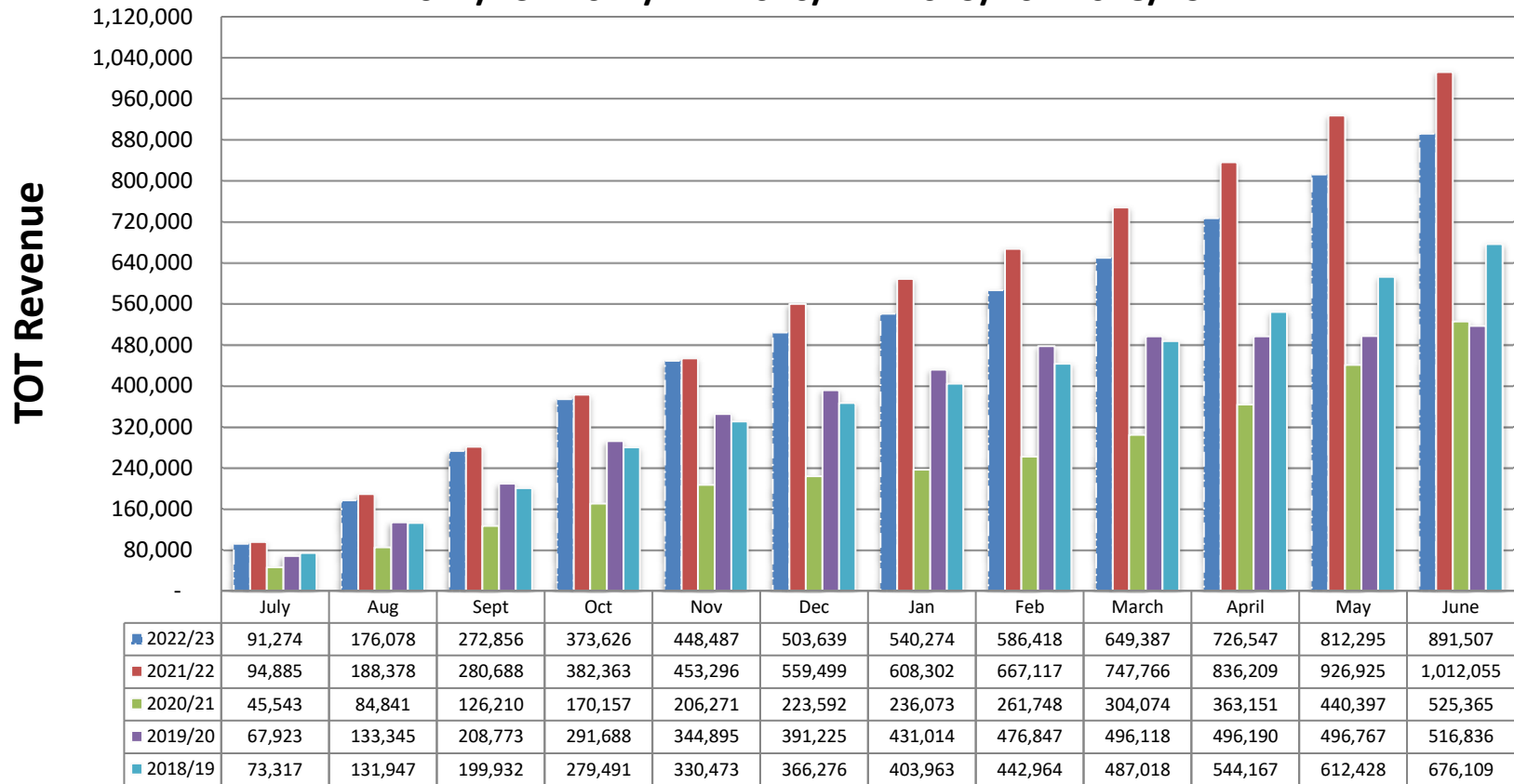
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
■ 2022/23	779,468	832,670	1,109,112	1,121,807	719,718	454,235	339,081	490,016	546,915	663,770	912,098	781,699
■ 2021/22	947,120	952,587	1,134,593	1,188,125	809,484	573,336	329,768	483,268	701,890	870,605	984,191	852,562
■ 2020/21	344,302	345,041	365,352	375,807	375,054	122,282	58,308	220,130	354,062	540,210	807,824	898,634
■ 2019/20	719,714	920,587	922,835	919,866	598,689	404,638	347,991	440,720	187,488	612	5,788	199,896
■ 2018/19	720,753	682,777	841,075	962,598	584,945	383,294	341,628	422,158	536,088	552,919	812,524	686,608

Town of Yountville
TOT Cumulative Totals - Aggregate - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



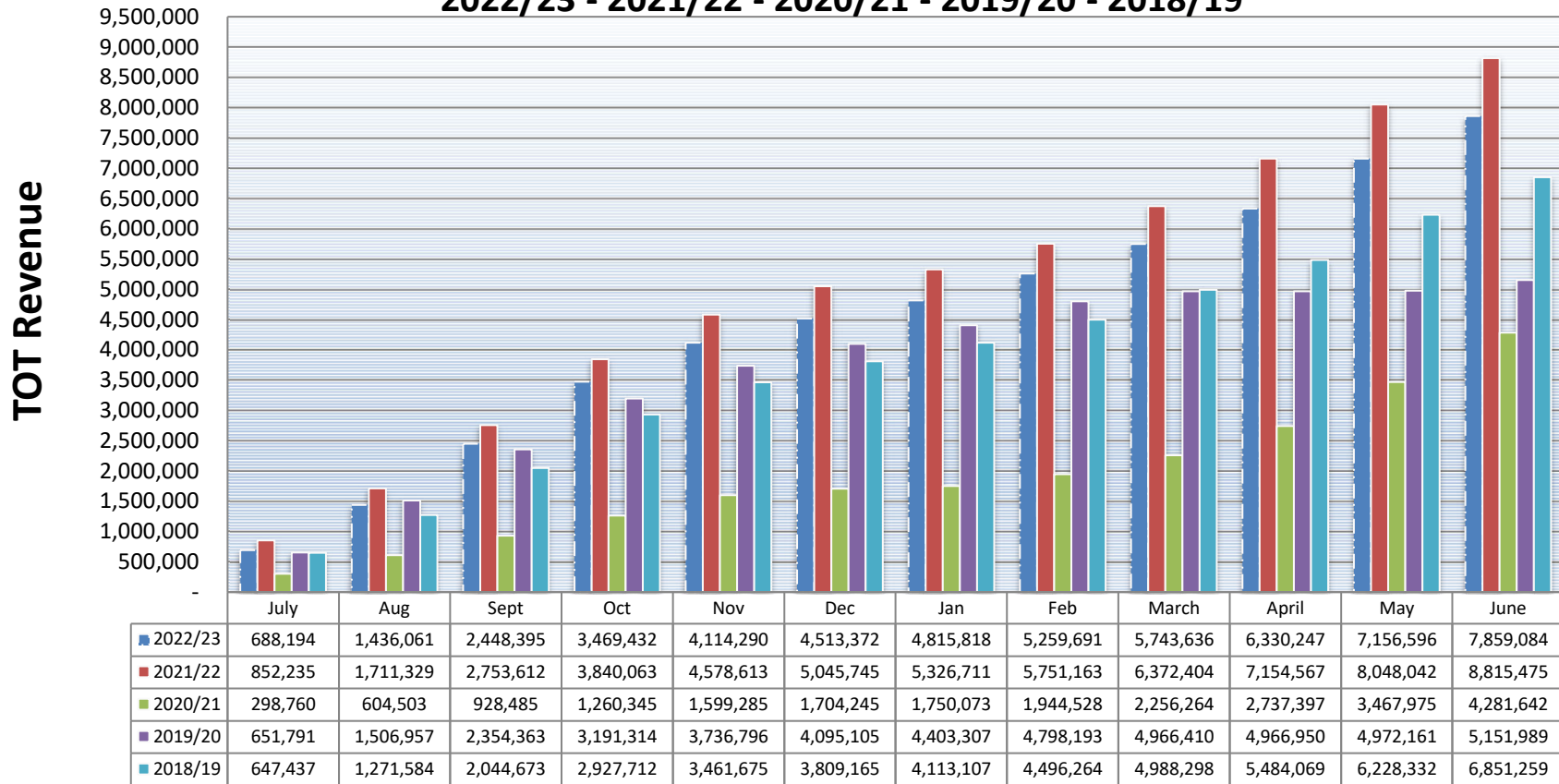
	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
■ 2022/23	779,468	1,612,138	2,721,251	3,843,058	4,562,776	5,017,011	5,356,093	5,846,108	6,393,023	7,056,793	7,968,891	8,750,591
■ 2021/22	947,120	1,899,708	3,034,301	4,222,425	5,031,909	5,605,245	5,935,013	6,418,281	7,120,171	7,990,776	8,974,967	9,827,529
■ 2020/21	344,302	689,343	1,054,695	1,430,502	1,805,556	1,927,837	1,986,146	2,206,276	2,560,338	3,100,548	3,908,372	4,807,007
■ 2019/20	719,714	1,640,301	2,563,136	3,483,003	4,081,691	4,486,330	4,834,321	5,275,040	5,462,528	5,463,140	5,468,928	5,668,824
■ 2018/19	720,753	1,403,531	2,244,605	3,207,203	3,792,148	4,175,442	4,517,070	4,939,228	5,475,316	6,028,235	6,840,759	7,527,368

Town of Yountville
TOT Cumulative Totals - Small Hotels* - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



* Small hotels are defined as under 50 rooms (Total rooms included = 62)

Town of Yountville
TOT Cumulative Totals - Large Hotels* - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19

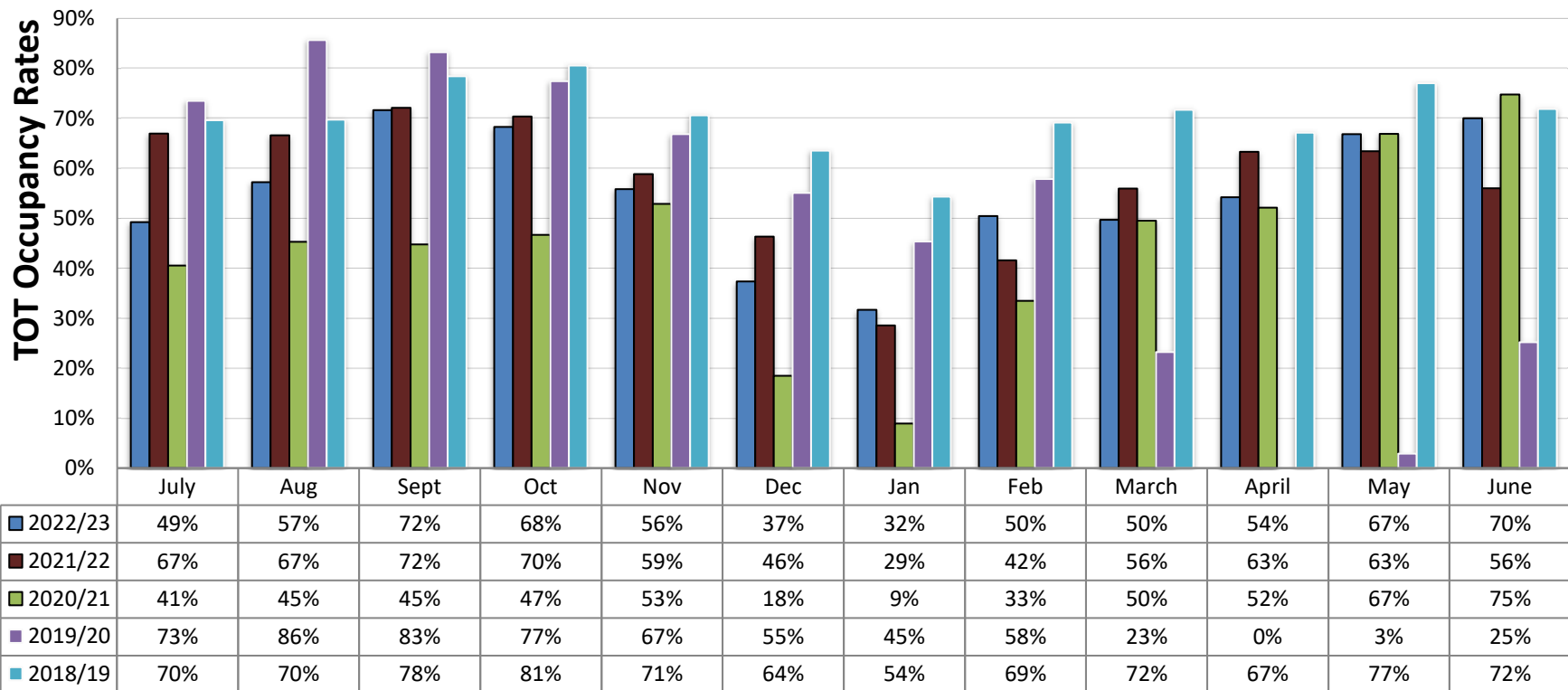


* Large hotels are defined as 50 or more rooms (Total rooms included = 391)

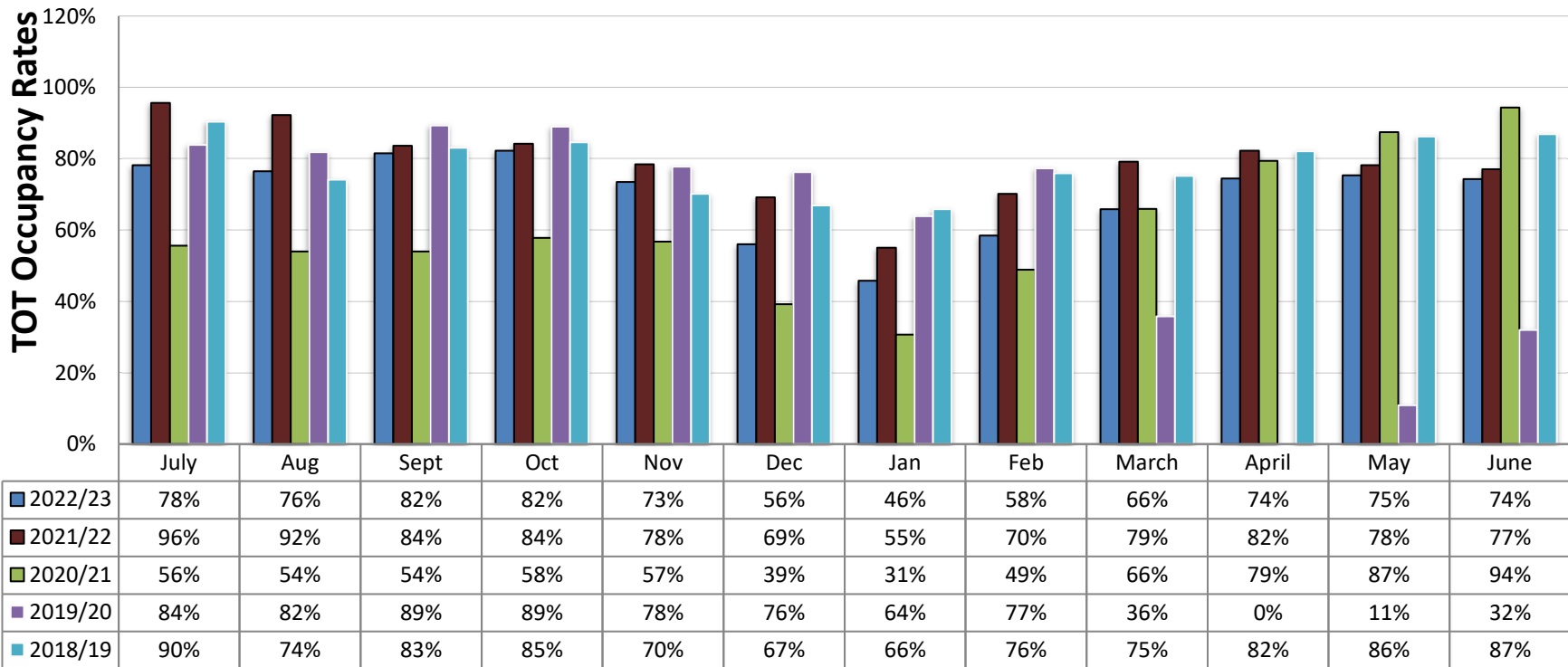
Town of Yountville

TOT Monthly Occupancy Rates - Aggregate - 5 Year Trend

2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



Town of Yountville
TOT Monthly Occupancy Rates - Small Hotels* - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19

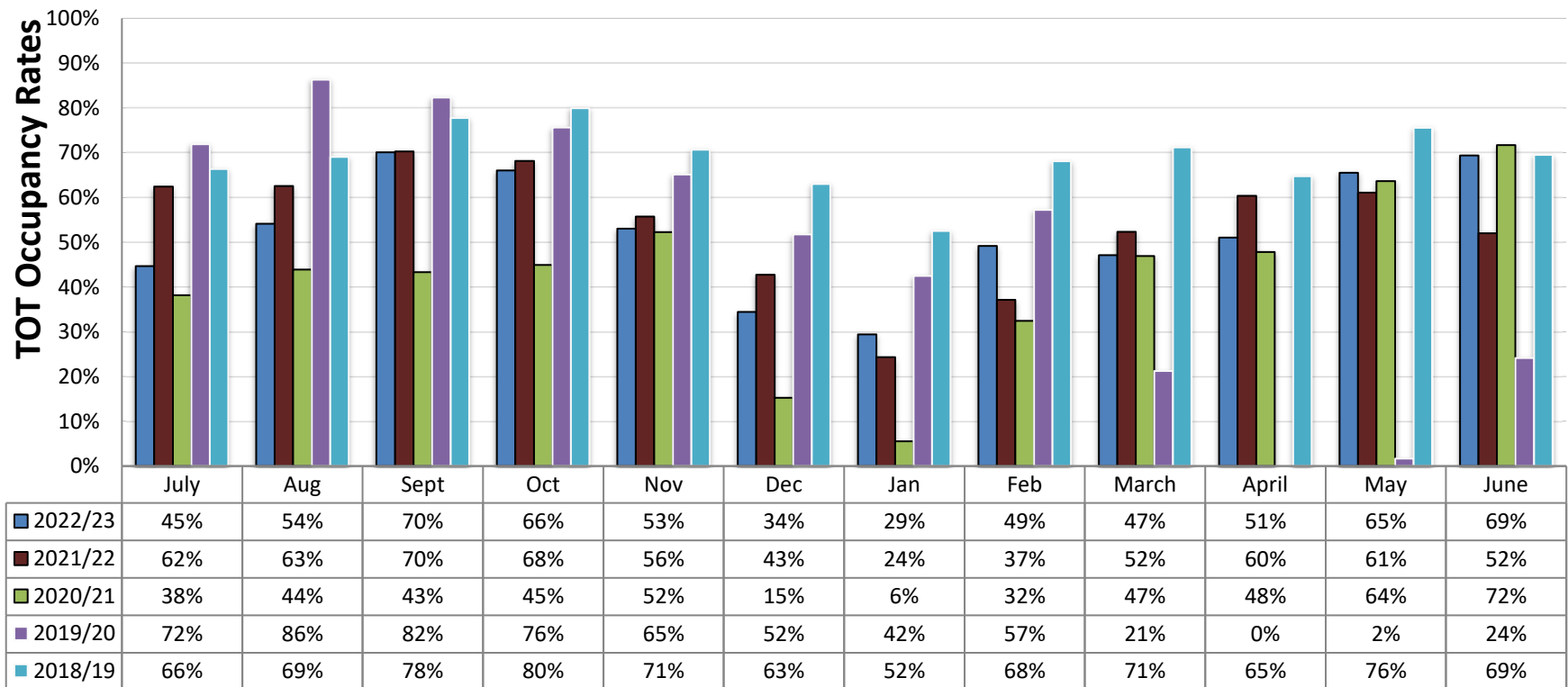


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Town of Yountville

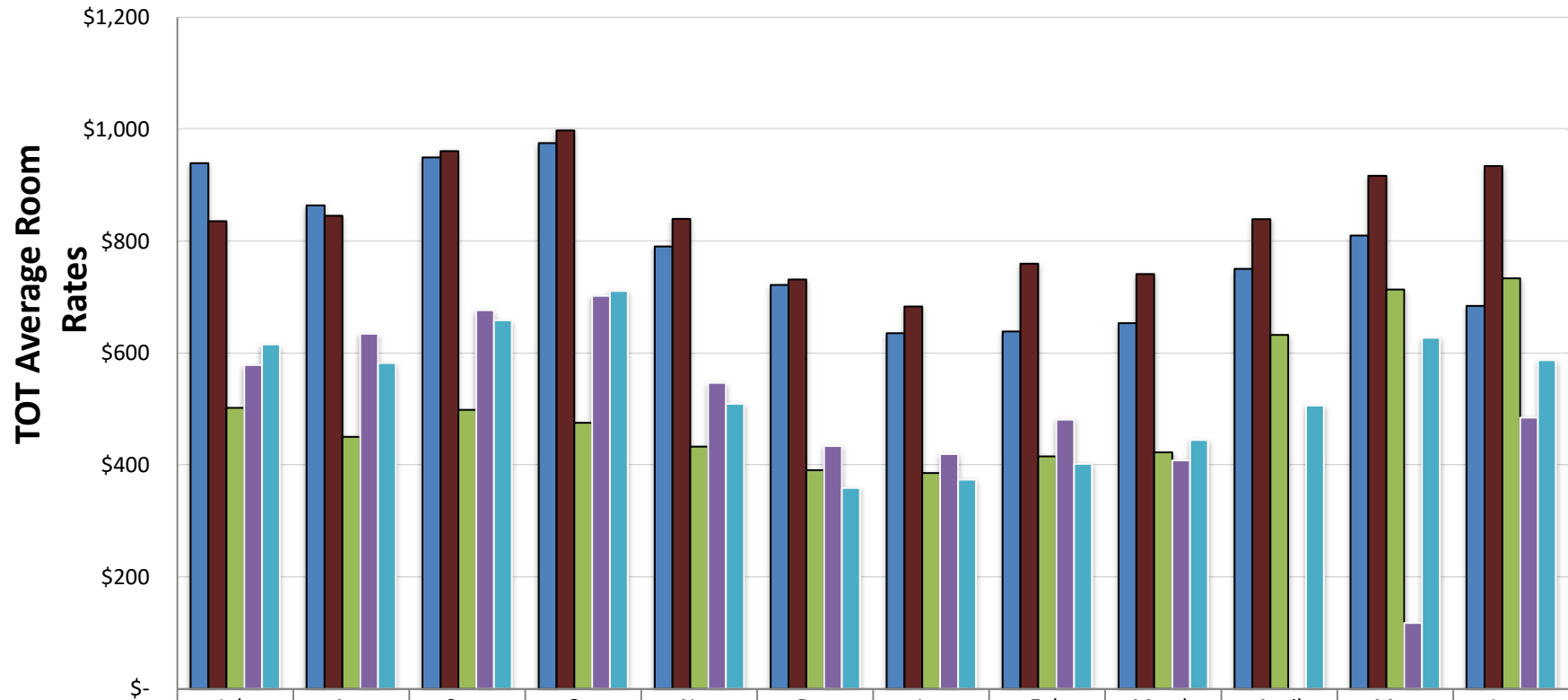
TOT Monthly Occupancy Rates - Large Hotels* - 5 Year Trend

2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



* Large hotels are defined as 50 or more rooms (Total rooms included = 391)

Town of Yountville
TOT Room Rates - Aggregate - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
2022/23	\$939	\$864	\$949	\$975	\$791	\$722	\$636	\$639	\$653	\$751	\$810	\$684
2021/22	\$836	\$845	\$961	\$998	\$840	\$732	\$683	\$760	\$741	\$840	\$917	\$934
2020/21	\$502	\$450	\$499	\$476	\$433	\$391	\$386	\$415	\$423	\$633	\$714	\$734
2019/20	\$579	\$635	\$677	\$702	\$547	\$434	\$420	\$481	\$408	\$-	\$118	\$485
2018/19	\$616	\$582	\$659	\$711	\$509	\$359	\$374	\$402	\$445	\$506	\$627	\$587

Town of Yountville
TOT Room Rates - Small Hotels* - 5 Year Trend
2022/23 - 2021/22- 2020/21 - 2019/20 - 2018/19



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Town of Yountville
TOT Room Rates - Large Hotels* - 5 Year Trend
2022/23 - 2021/22 - 2020/21 - 2019/20 - 2018/19



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TOWN OF YOUNTVILLE
TRANSIENT OCCUPANCY TAX REVENUE SUMMARY
Collections through June 2023

Period	Rooms	JULY	AUG	JUL-AUG	%	SEPT	OCT	SEPT-OCT	%	NOV	DEC	NOV-DEC	%	JAN	FEB	JAN-FEB	%	MAR	APR	MAR-APR	%	MAY	JUNE	MAY-JUNE	%	TOTALS	%
PERIOD TOTALS																											
2022/23	453	\$ 779,468	\$ 832,670	\$ 1,612,138	24.5	\$ 1,109,112	\$ 1,121,807	\$ 2,230,920	59.4	\$ 719,718	\$ 454,235	\$ 1,173,953	44.3	\$ 339,081	\$ 490,016	\$ 829,097	36.9	\$ 546,915	\$ 663,770	\$ 1,210,685	30.2	\$ 912,098	\$ 781,699	\$ 1,693,797	39.0	\$ 8,750,591	39.8
2021/22	455	\$ 947,120	\$ 952,587	\$ 1,899,708	46.7	\$ 1,134,593	\$ 1,188,125	\$ 2,322,718	66.0	\$ 809,484	\$ 573,336	\$ 1,382,819	70.0	\$ 329,768	\$ 483,268	\$ 813,036	34.3	\$ 701,890	\$ 870,605	\$ 1,572,495	69.1	\$ 984,191	\$ 852,562	\$ 1,836,754	50.7	\$ 9,827,529	57.0
2020/21	455	\$ 344,302	\$ 345,041	\$ 689,343	-46.8	\$ 365,352	\$ 375,807	\$ 741,159	-47.0	\$ 375,054	\$ 122,282	\$ 497,335	-38.9	\$ 58,308	\$ 220,130	\$ 278,438	-54.0	\$ 354,062	\$ 540,210	\$ 894,272	-3.8	\$ 807,824	\$ 898,634	\$ 1,706,459	40.0	\$ 4,807,007	-23.2
2019/20	455	\$ 719,714	\$ 920,587	\$ 1,640,301	26.7	\$ 922,835	\$ 919,866	\$ 1,842,701	31.7	\$ 598,689	\$ 404,638	\$ 1,003,327	23.3	\$ 347,991	\$ 440,720	\$ 788,711	30.2	\$ 187,488	\$ 612	\$ 188,100	-79.8	\$ 5,788	\$ 199,896	\$ 205,684	-83.1	\$ 5,668,824	-9.5
2018/19	452	\$ 720,753	\$ 682,777	\$ 1,403,531	8.4	\$ 841,075	\$ 962,598	\$ 1,803,672	28.9	\$ 584,945	\$ 383,294	\$ 968,239	19.0	\$ 341,628	\$ 422,158	\$ 763,786	26.1	\$ 536,088	\$ 552,919	\$ 1,089,007	17.1	\$ 812,524	\$ 686,608	\$ 1,499,132	23.0	\$ 7,527,368	20.2
2017/18	450	\$ 735,606	\$ 730,944	\$ 1,466,550	13.3	\$ 889,317	\$ 425,659	\$ 1,314,976	-6.0	\$ 437,229	\$ 332,093	\$ 769,322	-5.4	\$ 267,375	\$ 352,716	\$ 620,091	2.4	\$ 414,736	\$ 503,165	\$ 917,901	-1.3	\$ 662,843	\$ 585,830	\$ 1,248,674	2.5	\$ 6,337,514	1.2
2016/17	451	\$ 731,507	\$ 713,745	\$ 1,445,252	29.6	\$ 855,968	\$ 893,468	\$ 1,749,436	34.7	\$ 568,183	\$ 374,599	\$ 942,781	36.1	\$ 311,064	\$ 343,359	\$ 654,423	16.6	\$ 460,793	\$ 561,994	\$ 1,022,787	20.1	\$ 687,664	\$ 652,411	\$ 1,340,074	19.8	\$ 7,154,754	26.9
2015/16	451	\$ 665,840	\$ 653,887	\$ 1,319,727	30.3	\$ 740,414	\$ 807,611	\$ 1,548,025	29.5	\$ 525,871	\$ 345,567	\$ 871,438	47.2	\$ 326,673	\$ 387,258	\$ 713,931	47.5	\$ 452,263	\$ 585,475	\$ 1,037,738	48.4	\$ 658,965	\$ 658,707	\$ 1,317,672	30.0	\$ 6,808,531	36.3
2014/15	451	\$ 668,512	\$ 664,853	\$ 1,333,365	73.7	\$ 729,794	\$ 788,766	\$ 1,518,560	68.2	\$ 511,295	\$ 325,883	\$ 837,178	87.3	\$ 318,062	\$ 343,382	\$ 661,444	69.8	\$ 416,773	\$ 533,590	\$ 950,363	51.8	\$ 642,733	\$ 607,671	\$ 1,250,403	42.5	\$ 6,551,314	63.4
2013/14	450	\$ 627,087	\$ 667,485	\$ 1,294,572	68.7	\$ 679,638	\$ 719,648	\$ 1,399,286	55.0	\$ 493,483	\$ 320,092	\$ 813,575	82.0	\$ 285,463	\$ 320,120	\$ 605,583	55.4	\$ 412,894	\$ 516,892	\$ 929,787	48.5	\$ 610,197	\$ 608,477	\$ 1,218,674	38.9	\$ 6,261,477	56.1
2012/13	450	\$ 537,584	\$ 577,356	\$ 1,114,940	45.3	\$ 639,904	\$ 659,234	\$ 1,299,139	43.9	\$ 416,402	\$ 276,395	\$ 692,796	55.0	\$ 254,732	\$ 306,685	\$ 561,417	44.1	\$ 381,749	\$ 469,658	\$ 851,407	36.0	\$ 560,323	\$ 558,176	\$ 1,118,499	27.5	\$ 5,638,198	40.6
2011/12	450	\$ 484,997	\$ 527,867	\$ 1,012,865	32.0	\$ 591,059	\$ 604,173	\$ 1,195,232	32.4	\$ 352,364	\$ 239,559	\$ 591,922	32.4	\$ 203,253	\$ 280,708	\$ 483,961	24.2	\$ 334,474	\$ 364,659	\$ 699,133	11.7	\$ 485,037	\$ 528,749	\$ 1,013,785	15.5	\$ 4,996,899	24.6
2010/11	422	\$ 371,481	\$ 396,079	\$ 767,560	16.3	\$ 429,133	\$ 473,595	\$ 902,728	15.2	\$ 269,918	\$ 177,070	\$ 446,988	13.0	\$ 173,425	\$ 216,225	\$ 389,650	23.7	\$ 274,425	\$ 351,662	\$ 626,087	24.0	\$ 434,913	\$ 442,516	\$ 877,429	27.6	\$ 4,010,442	19.8
2009/10	422			\$ 660,250	-8.9			\$ 783,611	-0.8			\$ 395,670	11.7	\$ 515,035	\$ 81	\$ 515,035	8.1	\$ 231,022	\$ 273,761	\$ 504,783	13.4	\$ 340,416	\$ 347,330	\$ 687,746	16.3	\$ 3,347,095	6.3
2008/09	402			\$ 724,636	3.7			\$ 790,292	2.3			\$ 354,171	-12.7			\$ 291,328	-7.6			\$ 397,929	-19.3			\$ 591,501	-15.0	\$ 3,149,857	-6.9
2007/08	345			\$ 698,589	4.0			\$ 772,878	2.5			\$ 405,489	2.4			\$ 315,408	-0.6			\$ 493,033	7.7			\$ 696,280	12.4	\$ 3,381,677	5.1
2006/07	345			\$ 671,683	10.8			\$ 753,975	7.7			\$ 396,124	2.9			\$ 317,347	8.9			\$ 457,758	-0.5			\$ 619,685	1.3	\$ 3,216,573	5.3
2005/06	345			\$ 606,037	7.4			\$ 699,918	7.9			\$ 384,836	16.2			\$ 291,493	2.7			\$ 460,016	4.5			\$ 611,460	6.4	\$ 3,053,759	7.4
2004/05	345			\$ 564,149	19.1			\$ 648,373	26.4			\$ 331,176	17.8			\$ 283,943	4.9			\$ 440,109	16.5			\$ 574,738	16.1	\$ 2,842,489	17.9
2003/04	345			\$ 473,479	6.2			\$ 512,907	4.2			\$ 281,174	16.2			\$ 270,736	38.5			\$ 377,722	28.4			\$ 495,079	17.8	\$ 2,411,097	15.4
2002/03	345			\$ 445,719	8.2			\$ 492,332	20.2			\$ 242,017	-4.5			\$ 195,504	2.7			\$ 294,067	-10.0			\$ 420,403	5.9	\$ 2,090,041	5.1
2001/02	345		2-May-23	\$ 411,979	-1.8			\$ 409,573	-16.1			\$ 253,548	-13.1			\$ 190,300	-12.9			\$ 326,773	8.8			\$ 396,959	-0.6	\$ 1,989,132	-6.1
2000/01	345			\$ 419,370	9.8			\$ 488,110	12.9			\$ 291,885	19.8			\$ 218,384	4.6			\$ 300,330	-3.9			\$ 399,234	5.9	\$ 2,117,313	8.3
1999/00	345			\$ 381,792	71.9			\$ 432,242	63.9			\$ 243,669	34.8			\$ 208,712	25.7			\$ 312,647	27.1			\$ 376,821	11.9	\$ 1,955,884	38.2
1998/99	341			\$ 222,063	27.5			\$ 263,691	49.4			\$ 180,736	54.8			\$ 166,106	73.0			\$ 246,002	88.3			\$ 336,756	84.9	\$ 1,415,353	61.5
1997/98	229			\$ 174,135	9.3			\$ 176,502	7.1			\$ 116,785	7.0			\$ 96,033	20.4			\$ 130,675	11.7			\$ 182,175	18.1	\$ 876,304	11.7
1996/97	173			\$ 159,271	17.9			\$ 164,737	17.8			\$ 109,114	17.8			\$ 79,778	8.3			\$ 116,988	6.5			\$ 154,301	6.1	\$ 784,189	12.6
1995/96	173			\$ 135,069	9.5			\$ 139,888	9.2			\$ 92,641	12.2			\$ 73,683	27.7			\$ 109,846	18.9			\$ 145,483	20.7	\$ 696,610	15.2
1994/95	173			\$ 123,370	4.2			\$ 128,063	9.9			\$ 82,576	14.6			\$ 92,388	-5.9			\$ 120,539	8.6			\$ 120,539	9.7	\$ 604,646	7.4
1993/94	173			\$ 118,393	-2.8			\$ 116,510	2.2			\$ 72,059	7.9			\$ 61,316	0.8			\$ 85,081	3.1			\$ 109,866	2.3	\$ 563,225	1.8
1992/93	173			\$ 121,838	4.4			\$ 113,954	-0.5			\$ 66,780	-9.2			\$ 60,820	5.4			\$ 82,483	8.1			\$ 107,411	1.7	\$ 553,286	1.6
1991/92	173			\$ 116,756				\$ 114,486				\$ 73,566				\$ 57,693				\$ 76,276				\$ 105,577		\$ 544,354	
YTD TOTALS																											
2022/23	453	\$ 779,468	\$ 832,670	\$ 1,612,138	24.5	\$ 1,109,112	\$ 1,121,807	\$ 3,843,058	42.7	\$ 719,718	\$ 454,235	\$ 5,017,011	43.0	\$ 339,081	\$ 490,016	\$ 5,846,108	42.1	\$ 546,915	\$ 663,770	\$ 7,056,793	39.9	\$ 912,098	\$ 781,699	\$ 8,750,591	39.8	\$ 8,750,591	39.8
2021/22	455	\$ 947,120	\$ 952,587	\$ 1,899,708	46.7	\$ 1,134,593	\$ 1,188,125	\$ 4,222,425	56.7	\$ 809,484	\$ 573,336	\$ 5,605,245	59.8	\$ 329,768	\$ 483,268	\$ 6,418,281	56.0	\$ 701,890	\$ 870,605	\$ 7,990,776	58.5	\$ 984,191	\$ 852,562	\$ 9,827,529	57.0	\$ 9,827,529	57.0
2020/21	455	\$ 344,302	\$ 345,041	\$ 689,343	-46.8	\$ 365,352	\$ 375,807	\$ 1,430,502	-46.9	\$ 375,054	\$ 122,282	\$ 1,927,837	-45.0	\$ 58,308	\$ 220,130	\$ 2,206,276	-46.4	\$ 354,062	\$ 540,210	\$ 3,100,548	-38.5	\$ 807,824	\$ 898,634	\$ 4,807,007	-23.2	\$ 4,807,007	-23.2
2019/20	455	\$ 719,714	\$ 920,587	\$ 1,640,301	26.7	\$ 922,835	\$ 919,866	\$ 3,483,003	29.3	\$ 598,689	\$ 404,638	\$ 4,486,330	27.9	\$ 347,991	\$ 440,720	\$ 5,275,040	28.3	\$ 187,488	\$ 612	\$ 5,463,140	8.3	\$ 5,788	\$ 199,896	\$ 5,668,824	-9.5	\$ 5,668,824	-9.5
2018/19	452	\$ 720,753	\$ 682,777	\$ 1,403,531	8.4	\$																					

TOWN OF YOUNTVILLE
OCCUPANCY RATES SUMMARY
Collections through June 2023

Fiscal Year	Rooms	JULY	AUG	JUL-AUG	%	SEPT	OCT	SEPT-OCT	%	NOV	DEC	NOV-DEC	%	JAN	FEB	JAN-FEB	%	MAR	APR	MAR-APR	%	MAY	JUN	MAY-JUN	%	TOTALS	%
PERIOD TOTALS																											
2022/23	453	49.2%	57.2%	53.2%	24.1	71.6%	68.3%	69.9%	53.0	55.8%	37.4%	46.6%	30.6	31.7%	50.4%	41.0%	93.5	49.7%	54.2%	51.9%	2.2	66.8%	70.0%	68.4%	-3.4	55.2%	24.0
2021/22	455	67.0%	66.6%	66.8%	55.7	72.1%	70.3%	71.2%	55.8	58.8%	46.3%	52.6%	47.3	28.5%	41.6%	35.1%	65.3	55.9%	63.3%	59.6%	17.3	63.4%	55.7%	59.6%	-15.9	57.5%	29.1
2020/21	455	40.5%	45.3%	42.9%	-48.0	44.7%	46.7%	45.7%	-44.9	52.9%	18.5%	35.7%	-40.4	8.9%	33.5%	21.2%	-64.5	49.5%	52.1%	50.8%	-24.7	66.9%	74.8%	70.8%	-11.8	44.5%	-37.8
2019/20	455	73.5%	85.7%	79.6%	-3.5	83.2%	77.4%	80.3%	-3.2	66.8%	55.1%	61.0%	1.9	45.4%	57.9%	51.6%	-13.5	23.2%	0.0%	11.6%	-82.8	2.9%	25.2%	14.0%	-82.5	49.7%	-30.6
2018/19	452	69.6%	69.7%	69.7%	-15.5	78.4%	80.5%	79.5%	-4.2	70.6%	63.5%	67.0%	12.1	54.3%	69.1%	61.7%	3.4	71.7%	67.1%	69.4%	2.9	77.0%	71.9%	74.4%	-7.3	70.3%	-1.8
2017/18	450	75.7%	86.5%	81.1%	-1.6	89.7%	46.7%	68.2%	-17.8	59.1%	50.0%	54.6%	-8.8	43.4%	58.8%	51.1%	-14.4	58.8%	62.3%	60.6%	-10.2	69.0%	63.0%	66.0%	-17.8	63.6%	-11.1
2016/17	451	86.6%	83.9%	85.3%	3.4	89.8%	90.2%	90.0%	8.5	75.9%	60.3%	68.1%	13.8	54.7%	63.1%	58.9%	-1.4	70.7%	79.2%	75.0%	11.2	73.3%	80.2%	76.7%	-4.4	75.7%	5.7
2015/16	451	79.6%	78.5%	79.1%	-0.1	80.3%	85.5%	82.9%	8.3	77.1%	63.2%	70.1%	29.1	61.0%	71.8%	66.4%	22.0	71.8%	75.8%	73.8%	9.6	83.6%	84.1%	83.9%	5.8	76.0%	12.5
2014/15	451	88.1%	81.6%	84.9%	15.4	84.4%	86.2%	85.3%	6.2	70.6%	58.8%	64.7%	13.9	59.4%	68.5%	64.0%	27.0	67.9%	78.3%	73.1%	10.8	77.9%	77.9%	77.9%	8.7	75.0%	10.9
2013/14	450	88.6%	89.3%	88.9%	20.9	88.3%	89.2%	88.7%	10.5	76.2%	62.0%	69.1%	21.6	59.9%	70.6%	65.2%	29.6	74.8%	79.9%	77.3%	17.3	82.8%	84.6%	83.7%	16.8	78.8%	16.7
2012/13	450	81.9%	82.9%	82.4%	12.1	87.2%	85.1%	86.1%	7.3	72.6%	56.9%	64.8%	14.0	58.3%	72.3%	65.3%	29.7	70.6%	79.1%	74.9%	13.5	81.4%	85.2%	83.3%	16.3	76.1%	12.7
2011/12	450	77.6%	80.6%	79.1%	7.5	83.9%	82.0%	83.0%	3.3	65.4%	54.2%	59.8%	5.3	51.1%	68.3%	59.7%	18.6	67.6%	67.3%	67.4%	2.3	78.0%	82.7%	80.3%	12.1	71.6%	5.9
2010/11	422	73.5%	73.6%	73.6%	-8.5	74.4%	78.7%	76.6%	-4.7	59.5%	49.1%	54.3%	-4.4	48.2%	60.6%	54.4%	8.1	64.3%	70.4%	67.4%	2.1	78.4%	80.2%	79.3%	10.6	67.6%	0.0
2009/10	422			80.4%	-9.5			80.3%	-8.1			56.8%	-0.2	45.5%	55.2%	50.4%	-2.4	64.5%	67.4%	66.0%	-1.4	71.0%	72.3%	71.7%	-14.5	67.6%	-7.1
2008/09	402			88.8%	5.0			87.3%	-2.6			56.9%	-7.2			51.6%	-8.7			67.9%	-10.5			83.8%	-2.0	72.7%	-3.8
2007/08	345			84.6%	-2.8			89.7%	-2.7			61.3%	-4.7			56.5%	-5.3			75.9%	4.2			85.5%	7.6	75.6%	-0.4
2006/07	345			87.0%	5.0			92.1%	3.2			64.3%	-0.6			59.7%	2.4			72.8%	-4.2			79.5%	-4.2	75.9%	0.3
2005/06	345			82.9%	6.3			89.3%	4.1			64.7%	9.1			58.3%	-0.1			76.0%	1.3			83.0%	3.5	75.7%	3.8
2004/05	345			78.0%	-6.2			85.7%	-1.3			59.3%	-4.9			58.3%	1.0			75.1%	12.4			80.2%	8.2	72.9%	1.2
2003/04	345			83.1%	4.4			86.8%	5.0			62.4%	15.1			57.8%	14.7			66.8%	0.0			74.1%	-6.8	72.1%	4.5
2002/03	345			79.7%	3.2			82.6%	12.5			54.2%	-4.1			50.4%	1.1			66.8%	-3.0			79.5%	6.9	69.0%	3.2
2001/02	345		45,048	77.2%	-7.1			73.5%	-19.0			56.5%	-10.4			49.8%	-10.6			68.9%	3.5			74.4%	-3.6	66.8%	-8.0
2000/01	345			83.1%	-1.1			90.7%	1.4			63.0%	7.0			55.7%	-1.6			66.5%	-7.9			77.2%	-3.3	72.6%	-1.2
1999/00	345			84.0%	-4.0			89.4%	2.4			58.9%	17.2			56.6%	9.9			72.2%	11.7			79.8%	1.9	73.5%	7.9
1998/99	341			87.5%	-4.8			87.3%	-8.4			50.3%	-27.1			51.5%	-18.1			64.6%	-17.6			78.3%	-5.9	68.1%	-15.1
1997/98	229			91.9%	2.7			95.3%	-0.8			69.0%	3.0			62.9%	8.8			78.4%	8.9			83.3%	-4.1	80.3%	2.4
1996/97	173			89.5%	1.9			96.0%	2.0			67.0%	1.4			57.8%	1.4			72.0%	-1.8			86.8%	-0.4	78.4%	0.9
1995/96	173			87.9%	1.8			94.1%	4.1			66.1%	3.7			57.0%	14.3			73.3%	7.4			87.1%	8.4	77.7%	6.0
1994/95	173			86.3%	0.2			90.4%	1.7			63.7%	10.4			49.9%	-7.0			68.3%	2.1			80.4%	0.4	73.3%	1.4
1993/94	173			86.1%	-3.0			88.9%	-0.6			57.7%	6.3			53.6%	2.5			66.9%	-2.6			80.1%	0.8	72.3%	0.0
1992/93	173			88.8%	2.0			89.4%	1.9			54.3%	-15.4			52.3%	-4.7			68.7%	8.7			79.5%	-0.7	72.3%	-1.0
1991/92	173			87.1%				87.7%				64.2%				54.9%				63.2%				80.1%		73.0%	
YTD TOTALS																											
2022/23	453	49.2%	57.2%	53.2%	-40.2	71.6%	68.3%	69.9%	-13.6	55.8%	37.4%	46.6%	-37.0	31.7%	50.4%	41.0%	-41.7	49.7%	54.2%	51.9%	-25.6	66.8%	70.0%	68.4%	-4.3	55.2%	-22.8
2021/22	455	67.0%	66.6%	66.8%	-24.9	72.1%	70.3%	71.2%	-12.1	58.8%	46.3%	52.6%	-28.9	28.5%	41.6%	35.1%	-50.2	55.9%	63.3%	59.6%	-14.6	63.4%	55.7%	59.6%	-16.7	57.5%	-19.7
2020/21	455	40.5%	45.3%	42.9%	-51.8	44.7%	46.7%	45.7%	-43.6	52.9%	18.5%	35.7%	-51.8	8.9%	33.5%	21.2%	-69.9	49.5%	52.1%	50.8%	-27.2	66.9%	74.8%	70.8%	-1.0	44.5%	-37.8
2019/20	455	73.5%	85.7%	79.6%	-10.5	83.2%	77.4%	80.3%	-0.8	66.8%	55.1%	61.0%	-17.6	45.4%	57.9%	51.6%	-26.7	23.2%	0.0%	11.6%	-83.4	2.9%	25.2%	14.0%	-80.4	49.7%	-30.5
2018/19	452	69.6%	69.7%	69.7%	-15.5	72.5%	74.6%	74.6%	-11.5	73.8%	72.0%	72.0%	-7.3	69.5%	69.5%	69.5%	-7.0	69.7%	69.5%	69.5%	-7.0	70.2%	70.3%	70.3%	-7.7	70.3%	-7.7
2017/18	450	75.7%	81.1%	81.1%	-1.6	83.9%	74.5%	74.5%	-11.6	71.5%	67.9%	67.9%	-12.7	64.3%	63.7%	63.7%	-14.7	63.2%	63.1%	63.1%	-15.5	63.6%	63.6%	63.6%	-16.5	63.6%	-16.5
2016/17	451	86.6%	85.3%	85.3%	7.8	86.8%	87.6%	87.6%	8.2	85.3%	81.1%	81.1%	9.7	77.3%	75.7%	75.7%	7.5	75.1%	75.5%	75.5%	8.2	75.3%	75.7%	75.7%	5.8	75.7%	5.8
2015/16	451	79.6%	78.5%	78.5%	6.7	80.3%	85.5%	85.5%	13.9	77.1%	63.2%	63.2%	-7.3	61.0%	71.8%	71.8%	10.9	71.8%	75.8%	75.8%	16.2	83.6%	84.1%	84.1%	24.4	84.1%	24.4
2014/15	451	88.1%	84.8%	84.8%	5.5	84.7%	85.1%	85.1%	5.8	82.2%	78.3%	78.3%	7.9	75.6%	74.7%	74.7%	10.3	74.0%	74.4%	74.4%	11.5	74.7%	75.0%	75.0%	22.1	75.0%	22.1
2013/14	450	88.6%	88.9%	88.9%	10.6	88.7%	88.8%	88.8%	10.5	86.3%	82.2%	82.2%	13.3	79.0%	78.0%	78.0%	15.3	77.7%	77.9%	77.9%	16.8	78.4%	78.9%	78.9%	28.4	78.9%	28.4
2012/13	450	81.9%	82.4%	82.4%	2.5	84.0%	84.3%	84.3%	4.8	82.0%	77.8%	77.8%	7.1	75.0%	74.7%	74.7%	10.3	74.2%	74.7%	74.7%	12.0	75.3%	76.1%	76.1%	24.0	76.1%	24.0
2011/12	450	77.6%	79.1%																								

TOWN OF YOUNTVILLE
AVERAGE DAILY ROOM RATES
Collections through June 2023

PERIOD TOTALS	ROOMS	JULY	AUG	JUL-AUG %	SEPT	OCT	SEPT-OCT %	NOV	DEC	NOV-DEC %	JAN	FEB	JAN-FEB %	MAR	APR	MAR-APR %	MAY	JUNE	MAY-JUNE %	TOTALS	%						
2022/23	453	939.34	863.91	901.63	107.9	949.42	975.21	962.32	101.5	790.52	721.56	756.04	113.9	635.55	638.54	637.05	118.4	653.33	750.63	701.98	93.0	809.80	684.40	747.10	69.3	784.35	29.4
2021/22	455	835.65	845.21	840.43	93.7	960.67	997.89	979.28	105.0	839.96	731.56	785.76	122.3	683.09	760.00	721.54	147.4	741.23	839.51	790.37	117.3	916.99	933.84	925.20	109.8	840.47	38.7
2020/21	455	502.04	450.26	476.15	9.8	498.54	475.58	487.06	2.0	433.07	390.88	411.97	16.6	385.64	415.31	400.47	37.3	422.53	632.71	527.62	45.1	713.65	733.82	723.73	64.0	504.50	-16.8
2019/20	455	578.59	634.80	606.69	39.9	676.78	702.04	689.41	44.4	546.99	434.03	490.51	38.8	453.26	480.90	467.08	60.1	477.65	-	238.83	-34.3	117.92	484.81	301.37	-31.7	465.65	-23.2
2018/19	452	615.52	582.32	598.92	38.1	658.92	710.82	684.87	43.4	509.30	358.97	434.14	22.8	374.00	402.01	388.01	33.0	444.61	506.17	475.39	30.7	627.41	587.27	607.34	37.7	531.44	-12.3
2017/18	450	580.61	504.82	542.72	25.1	612.17	544.21	578.19	21.1	456.36	396.94	426.65	20.7	368.22	396.72	382.47	31.1	421.02	498.87	459.95	26.5	573.95	573.80	573.88	30.1	493.98	-18.5
2016/17	451	457.02	463.47	460.25	14.0	902.86	488.34	695.60	51.9	653.85	1,526.47	1,090.16	238.6	572.17	360.69	466.43	72.3	732.72	253.40	493.06	43.0	314.17	547.22	430.70	5.6	606.03	0.6
2015/16	451	497.28	495.55	496.42	30.1	1,009.80	515.03	762.42	74.7	643.90	1,456.50	1,050.20	253.0	512.90	317.05	414.98	66.3	721.87	264.81	493.34	56.9	275.47	521.65	398.56	4.2	602.65	39.1
2014/15	451	452.44	485.71	469.08	41.1	532.68	545.35	539.02	41.3	446.11	330.42	388.27	47.0	319.15	330.77	324.96	35.2	365.71	419.73	392.72	30.8	491.84	480.31	486.08	35.6	433.35	10.1
2013/14	450	422.08	445.49	433.78	30.5	474.30	480.88	477.59	25.2	399.10	307.84	353.47	33.8	284.11	299.27	291.69	21.4	329.17	398.28	363.73	21.1	439.31	443.04	441.18	23.1	393.57	7.0
2012/13	450	391.87	415.88	403.87	21.5	453.02	462.97	458.00	20.1	354.01	289.98	321.99	21.9	260.91	280.51	270.71	12.6	322.97	366.39	344.68	14.8	411.07	404.40	407.74	13.8	367.83	7.0
2011/12	450	372.47	390.46	381.46	14.8	433.81	439.22	436.52	14.4	331.75	263.23	297.49	12.7	237.22	261.81	249.51	3.8	294.73	333.97	314.35	4.7	370.79	393.98	382.38	6.7	343.62	9.8
2010/11	422	322.06	342.64	332.35	21.1	379.59	383.28	381.43	15.0	298.36	229.81	264.08	11.6	228.96	251.76	240.36	14.5	271.92	328.61	300.27	21.2	353.45	363.35	358.40	15.3	312.82	16.5
2009/10	422			274.51	-13.7			331.68	-7.4			236.60	-4.0	199.77	219.95	209.86	-9.0	228.18	267.23	247.71	2.6	305.23	316.30	310.77	9.6	268.52	-3.7
2008/09	402			317.94	-1.2			358.31	5.0			246.55	-5.9			230.64	2.3			235.53	-9.8			283.60	-13.3	278.76	-3.8
2007/08	345			321.78	7.0			341.35	5.3			261.88	7.4			225.48	3.6			261.08	4.9			327.08	5.9	289.78	5.8
2006/07	345			300.77	5.6			324.06	4.4			243.85	3.6			217.66	6.3			248.88	3.9			308.74	5.8	273.99	4.9
2005/06	345			284.89	1.0			310.50	3.7			235.43	6.5			204.73	2.7			239.62	3.2			291.72	2.8	261.15	3.2
2004/05	345			281.93	5.9			299.51	6.7			221.05	3.2			199.28	5.6			232.17	3.6			283.87	7.3	252.97	5.5
2003/04	345			266.25	1.8			280.75	-0.8			214.28	0.9			188.66	-1.1			224.05	7.1			264.58	5.3	239.76	2.2
2002/03	345			261.60	4.8			283.10	6.9			212.31	-0.5			190.72	21.9			209.27	11.4			251.23	18.9	234.70	9.7
2001/02	345		2-May-23	249.56	5.7			264.92	3.6			213.33	-3.1			156.46	-17.4			187.93	-12.4			211.32	-14.0	213.92	-5.7
2000/01	345			236.03	8.5			255.80	10.8			220.14	11.5			189.35	6.3			214.51	4.3			245.74	9.5	226.93	8.6
1999/00	345			217.50	19.6			230.76	15.9			197.38	12.9			178.08	9.8			205.69	11.1			224.35	7.3	208.96	12.7
1998/99	341			181.87	3.6			199.07	13.1			174.86	9.6			162.21	9.1			185.14	18.0			209.10	15.1	185.38	11.4
1997/98	229			175.59	5.8			175.97	8.2			159.52	3.3			148.73	7.5			156.95	-0.4			181.72	5.4	166.41	5.0
1996/97	173			165.91	15.8			162.59	15.5			154.42	16.2			138.41	9.3			157.52	11.0			172.38	9.0	158.54	12.7
1995/96	173			143.31	7.5			140.82	4.9			132.90	8.1			126.63	11.7			141.92	10.7			158.20	11.4	140.63	9.0
1994/95	173			133.26	3.9			134.22	8.1			122.88	3.8			113.40	1.2			128.23	6.4			142.04	9.3	129.01	5.6
1993/94	173			128.20	0.2			124.19	2.8			118.34	1.5			112.08	-1.6			120.51	5.9			129.97	1.5	122.22	1.7
1992/93	173			127.92	2.4			120.79	-2.4			116.54	7.3			113.93	10.7			113.77	-0.5			128.03	2.5	120.16	3.1
1991/92	173			124.97				123.70				108.58				102.96				114.36				124.90		116.58	
YTD TOTALS																											
2022/23	453	939.34	863.91	901.63	60.9	949.42	975.21	962.32	70.7	790.52	721.56	756.04	41.1	635.55	638.54	637.05	26.1	653.33	750.63	701.98	42.9	809.80	684.40	747.10	48.6	784.35	58.8
2021/22	455	835.65	845.21	840.43	50.0	960.67	997.89	979.28	73.7	839.96	731.56	785.76	46.7	683.09	760.00	721.54	42.9	741.23	839.51	790.37	60.9	916.99	933.84	925.42	84.1	840.47	70.1
2020/21	455	502.04	450.26	476.15	-15.0	498.54	475.58	487.06	-13.6	433.07	390.88	411.97	-23.1	385.64	415.31	400.47	-20.7	422.53	632.71	527.62	7.4	713.65	733.82	723.73	43.9	504.50	-100.0
2019/20	455	578.59	634.80	606.69	8.3	676.78	702.04	689.41	22.3	546.99	434.03	490.51	-8.4	453.26	480.90	467.08	-7.5	477.65	-	238.83	-51.4	117.92	484.81	301.37	-40.1	465.65	-5.7
2018/19	452	615.52	598.91	607.22	32.4	620.07	644.78	632.42	6.5	619.36	580.70	600.03	-7.7	557.40	539.57	548.49	-19.2	528.52	526.39	527.45	-18.7	536.65	540.90	538.78	-9.7	531.44	-12.3
2017/18	450	580.61	540.19	560.40	22.2	565.28	561.95	563.62	-5.1	544.83	526.48	535.65	-17.6	511.10	498.94	505.02	-25.6	490.72	491.52	491.12	-24.3	499.79	505.82	502.80	-15.7	493.98	-18.5
2016/17	451	457.02	460.19	458.61	-26.9	609.65	578.18	593.91	-8.0	591.38	708.53	649.95	-5.3	694.62	662.54	678.58	-2.2	670.02	626.88	648.45	-1.2	598.71	594.23	596.47	0.2	606.03	0.6
2015/16	451	625.55	629.01	627.28	36.2	665.62	625.55	645.59	30.0	629.01	742.93	685.97	41.8	715.97	671.76	693.86	54.5	677.23	635.79</								