




## TRANSIENT OCCUPANCY TAX REPORT (TOT)

**Fiscal Year 2021-2022**

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**REPORT PERIOD:** Collections through July 2021  
**TAX RATE:** 12 Percent

**STATISTICS:** TOT/NVTID Collections – TOT Budget to Actual Revenues  
City TOT Revenue History  
Fiscal Monthly TOT Revenues  
Monthly Occupancy Rates – All Types  
Average Monthly Rates – All Types

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Angela Flegel, Senior Accounting Assistant

**DATE:** September 15, 2021



City of Callistoga  
City Transient Occupancy Tax Revenues [1] [2]

CHART 2

	By Fiscal Years										FY 21-22	% Change	Percent of Total Year	
	FY 13-14	FY 14-15	FY 15-16	FY 16-17	FY 17-18	FY 18-19	FY 19-20	FY 20-21	Mth	Qtr			Sem.	
July	444,939	477,303	565,359	616,130	629,055	652,201	657,343	467,528	972,383	10.4%	10.4%	10.4%		
August	488,018	529,689	600,312	595,142	601,544	631,467	687,565	442,942	972,383	10.7%	10.7%	10.7%		
September	465,346	478,000	600,312	644,966	677,455	661,126	690,947	367,526	972,383	10.7%	10.7%	10.7%		
October	470,870	508,180	627,462	633,178	308,815	659,689	637,543	230,385	972,383	10.0%	10.0%	10.0%		
November	344,176	380,138	425,328	448,384	426,548	453,880	440,202	377,656	972,383	7.4%	7.4%	7.4%		
December	229,605	273,769	314,063	353,219	385,089	384,313	378,517	181,142	972,383	5.5%	5.5%	5.5%		
January	230,428	239,635	278,577	273,023	288,624	328,601	359,945	141,679	972,383	4.7%	4.7%	4.7%		
February	232,236	305,163	323,754	343,475	363,206	361,292	412,064	141,191	972,383	5.9%	5.9%	5.9%		
March	318,551	363,591	385,039	413,551	427,834	452,801	189,115	495,687	972,383	8.0%	8.0%	8.0%		
April	372,410	438,751	498,805	488,598	521,416	532,280	10,573	58,202	972,383	7.0%	7.0%	7.0%		
May	428,980	538,127	533,365	563,094	619,821	650,402	14,895	757,082	972,383	9.5%	9.5%	9.5%		
June	431,077	503,586	502,160	560,016	624,449	646,663	263,139	857,082	972,383	10.1%	10.1%	10.1%		
<b>Annual Totals</b>	<b>4,456,456</b>	<b>5,037,134</b>	<b>5,622,939</b>	<b>5,952,806</b>	<b>5,883,856</b>	<b>6,414,815</b>	<b>4,742,848</b>	<b>5,332,147</b>	<b>972,383</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>		

Fiscal Quarters	2016				2017				2018				2019				2020				2021			
	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
1st Quarter	1,398,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,398,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,398,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477
2nd Quarter	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303
3rd Quarter	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451
4th Quarter	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225	1,232,477	1,308,303	1,044,451	781,225
1st Half	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702
2nd Half	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728	1,825,676	2,019,522	2,240,702	2,430,728
<b>Annual Totals</b>	<b>5,812,739</b>	<b>5,690,928</b>	<b>6,298,026</b>	<b>6,465,295</b>	<b>5,812,739</b>	<b>5,690,928</b>	<b>6,298,026</b>	<b>6,465,295</b>	<b>5,812,739</b>	<b>5,690,928</b>	<b>6,298,026</b>	<b>6,465,295</b>	<b>5,812,739</b>	<b>5,690,928</b>	<b>6,298,026</b>	<b>6,465,295</b>	<b>5,812,739</b>	<b>5,690,928</b>	<b>6,298,026</b>	<b>6,465,295</b>	<b>5,812,739</b>	<b>5,690,928</b>	<b>6,298,026</b>	<b>6,465,295</b>

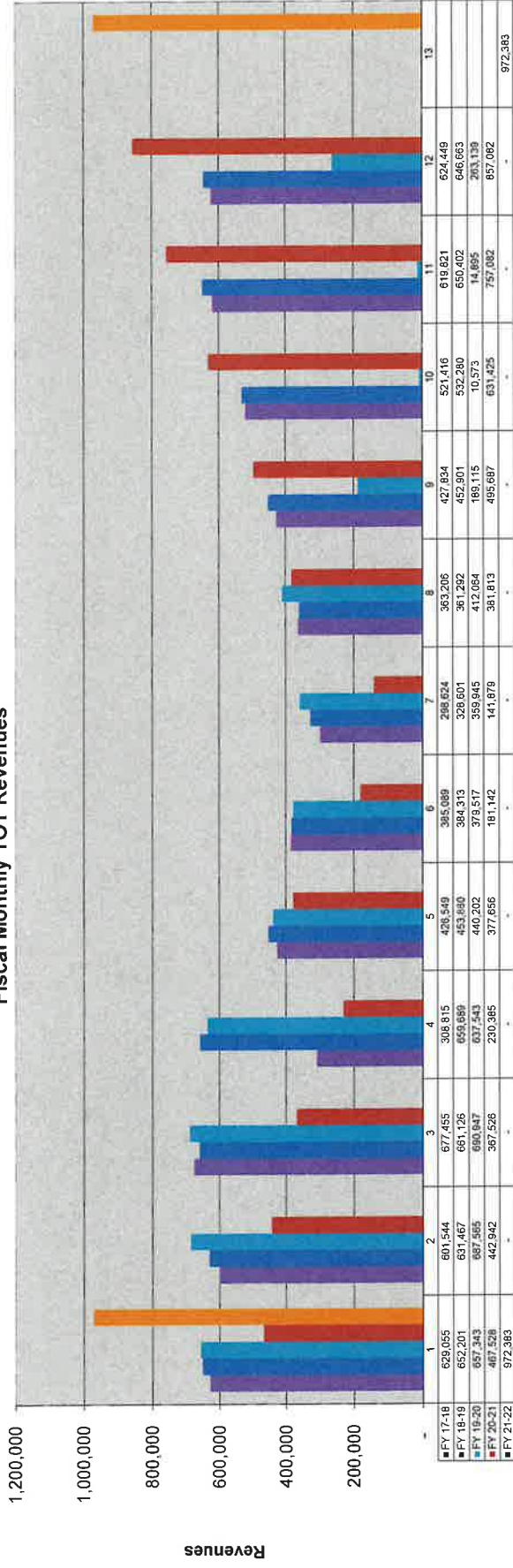
Completed FY Years Average	Percent of Total Year	
	Mth	Qtr
448,359	10.4%	10.4%
460,520	10.7%	10.7%
464,089	10.7%	10.7%
430,239	10.0%	10.0%
319,794	7.4%	7.4%
238,987	5.5%	5.5%
205,087	4.7%	4.7%
256,425	5.9%	5.9%
300,617	8.0%	8.0%
345,885	8.0%	8.0%
411,158	9.6%	9.6%
438,015	10.2%	10.2%
483,668	11.5%	11.5%
444,742	10.3%	10.3%
448,448	10.4%	10.4%
414,555	9.6%	9.6%
308,367	7.2%	7.2%
231,476	5.4%	5.4%
<b>4,299,463</b>	<b>100.0%</b>	<b>100.0%</b>

Completed FY Years Average	Percent of Total Year	
	Mth	Qtr
205,087	4.8%	4.8%
256,425	6.0%	6.0%
300,617	7.0%	7.0%
345,885	8.0%	8.0%
411,158	9.6%	9.6%
438,015	10.2%	10.2%
483,668	11.5%	11.5%
444,742	10.3%	10.3%
448,448	10.4%	10.4%
414,555	9.6%	9.6%
308,367	7.2%	7.2%
231,476	5.4%	5.4%
<b>4,299,463</b>	<b>100.0%</b>	<b>100.0%</b>

[1] From monthly Operator reports for month. Does not reconcile to actual monthly receipts due to delay in reporting, tax payments and delinquencies  
 [2] In July 2010 additional 2% Napa Valley Tourist Tax Ordinance effective - Increase tax rate by 16.60%

Chart 3

### City of Calistoga Fiscal Monthly TOT Revenues



City of Calistoga  
Monthly Occupancy Rates - All Types

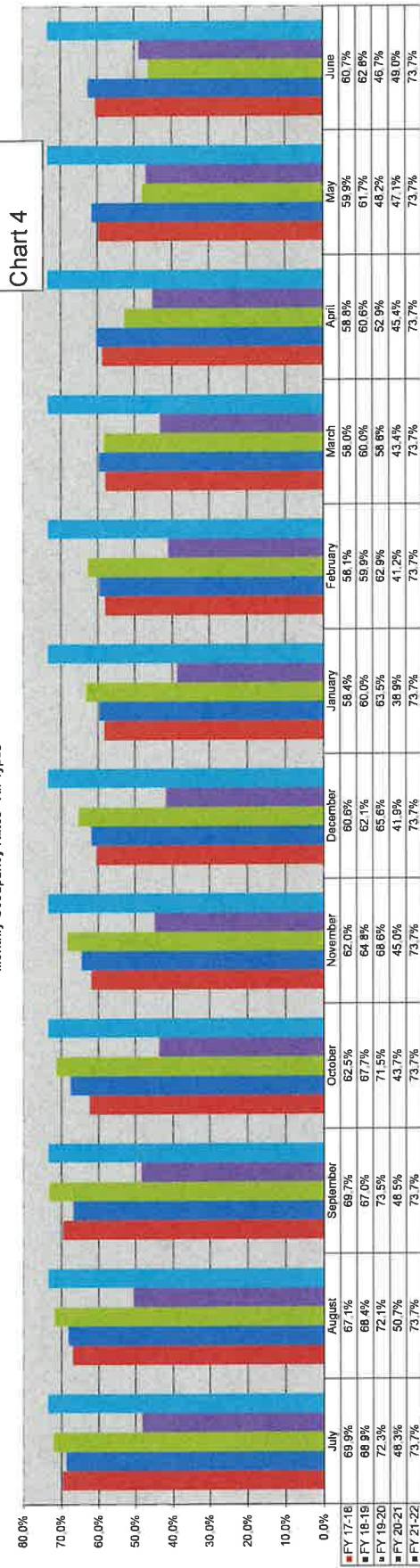


Chart 4

City of Calistoga  
Average Monthly Rates - All Types

Chart 5

