



## **TRANSIENT OCCUPANCY TAX REPORT (TOT)**

**Fiscal Year 2022-2023**

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**REPORT PERIOD:** Collections through October, 2022  
**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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Jovani Carrillo, Administrative Services Technician

**DATE:** December 14, 2022

City of Calistoga

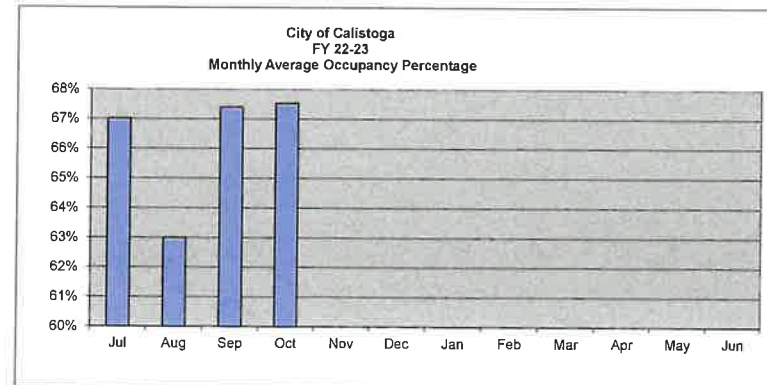
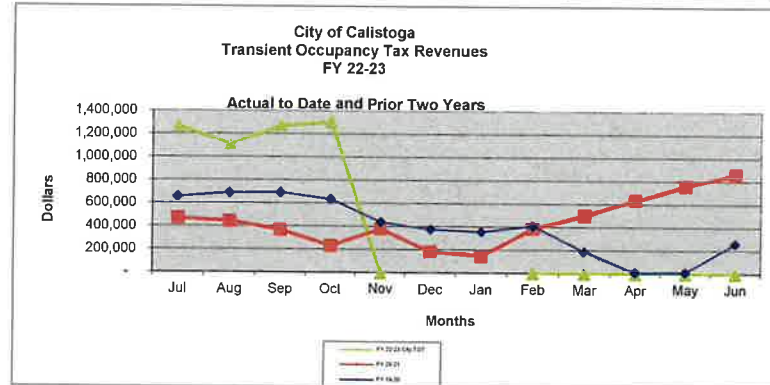
CHART 1

Transient Occupancy Tax/NVTID Revenues  
Cash Flow Actuals and Projections  
Fiscal Year 2022-23

TOT & NVTID Revenues	Actual												Total	
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Average Number of Rooms	796													
FY 22-23 City TOT	12%	1,268,588	1,109,656	1,272,452	1,305,395	-	-	-	-	-	-	-	-	4,956,091
NVTID Tax	2%													
Local TID Allocation (25%)		52,858	46,236	53,019	54,391	-	-	-	-	-	-	-	-	206,504
County TID Allocation (74%)		156,459	136,858	156,936	160,999	-	-	-	-	-	-	-	-	611,251
City Administration (1%)		2,114	1,849	2,121	2,176	-	-	-	-	-	-	-	-	8,260
<b>Total NVTID Tax</b>		<b>211,431</b>	<b>184,943</b>	<b>212,075</b>	<b>217,566</b>	-	-	-	-	-	-	-	-	<b>826,015</b>

Occupancy and Daily Rates	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total
Room Nights Available	25,761	25,631	24,930	25,761	-	-	-	-	-	-	-	-	102,083
Room Nights Rented	17,262	16,146	16,803	17,396	-	-	-	-	-	-	-	-	67,607
Average Occupancy Percentage	67%	63%	67%	68%	-	-	-	-	-	-	-	-	66%
Average Room Rate	\$ 612.42	\$ 572.72	\$ 631.06	\$ 625.33	-	-	-	-	-	-	-	-	\$ 610.89

Estimates & Projections		Actual												Total
City Transient Occupancy Tax	Avg Rooms	July	August	September	October	November	December	January	February	March	April	May	June	
Prior years Actuals														
FY 21-22	796	972,383	933,454	907,476	1,125,982	958,099	820,259	619,691	791,834	1,024,445	1,188,564	1,254,242	1,190,030	11,786,459
FY 20-21	747	467,528	442,942	367,526	230,385	377,656	181,142	141,879	381,813	495,687	631,425	757,082	857,082	5,332,147
FY 19-20	744	657,343	687,565	690,947	637,543	440,202	379,517	359,945	412,064	189,115	10,573	14,895	263,139	4,742,848
FY 18-19	755	652,201	631,467	661,126	659,689	453,880	384,313	328,601	361,292	452,901	532,280	650,402	646,663	6,414,815
FY 17-18	764	629,055	601,544	677,455	308,815	426,549	385,089	298,624	363,206	427,834	521,416	619,821	624,449	5,883,856
FY 16-17	764	616,130	595,142	644,986	633,178	448,384	353,219	273,023	343,475	413,561	488,598	583,094	560,016	5,952,806
FY 15-16	764	565,359	568,714	600,312	627,462	425,329	314,063	278,577	323,754	385,039	498,805	533,365	502,160	5,622,939
FY 14-15	690	477,303	529,669	478,000	508,180	380,139	273,789	239,835	305,163	363,591	439,751	538,127	503,586	5,037,134
FY 13-14	690	444,939	488,018	465,346	470,670	344,176	229,605	230,428	232,236	318,561	372,410	428,990	431,077	4,456,456
FY 12-13	692	406,000	422,807	425,369	411,105	284,727	208,911	187,041	210,635	295,168	318,797	383,319	396,744	3,950,623
FY 11-12	692	411,037	394,409	418,832	399,283	256,691	208,670	171,854	218,558	257,380	303,037	343,761	381,168	3,764,680
FY 10-11	692	351,488	364,842	369,985	382,464	241,116	183,018	151,838	182,493	225,227	284,421	321,785	372,828	3,431,506
TOT Revenues - Average of Twelve Years		516,217	555,048	558,947	532,896	419,746	326,800	273,445	343,877	404,042	465,840	535,740	560,745	4,962,710
Percent of Total Annual		10.4%	11.2%	11.3%	10.7%	8.5%	6.6%	5.5%	6.9%	8.1%	9.4%	10.8%	11.3%	100.0%
Original Adopted Budget Estimate		800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	800,000	9,600,000
Revised Estimate		1,268,588	1,109,656	1,272,452	1,305,395	-	-	-	-	-	-	-	-	4,956,091
Actual TOT Revenue		1,268,588	1,109,656	1,272,452	1,305,395	-	-	-	-	-	-	-	-	4,956,091
Difference from Latest Estimate		-	-	-	-	-	-	-	-	-	-	-	-	4,643,909



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

CHART 2

	By Fiscal Years																Completed FY Years Average	Percent of Total Year							
	% Change	FY 13-14	% Change	FY 14-15	% Change	FY 15-16	% Change	FY 16-17	% Change	FY 17-18	% Change	FY 18-19	% Change	FY 19-20	% Change	FY 20-21		% Change	FY 21-22	% Change	FY 22-23	% Change	Mth	Qtr	Semr
July	-1.2%	444,939	9.6%	477,303	7.3%	565,359	18.4%	616,130	9.0%	628,055	2.1%	652,201	3.7%	657,343	0.8%	467,528	-28.9%	972,383	108.0%	1,268,588	30.5%	553,807	11.1%		
August	7.2%	488,018	15.4%	529,669	8.5%	568,714	7.4%	595,142	4.6%	601,544	1.1%	631,467	5.0%	687,565	8.9%	442,942	-35.6%	933,454	110.7%	1,109,656	18.8%	498,705	10.0%		
September	1.8%	465,346	9.4%	478,000	2.7%	600,312	25.6%	644,986	7.4%	677,455	5.0%	661,126	-2.4%	690,947	4.5%	367,526	-46.8%	907,476	146.9%	1,272,452	40.2%	565,021	11.3%	32.4%	
October	3.0%	470,670	14.6%	508,180	8.0%	627,462	23.5%	633,178	0.9%	308,815	-51.2%	659,680	113.6%	637,543	-3.4%	230,365	-63.9%	1,125,982	388.7%	1,305,395	15.9%	547,953	11.0%		
November	10.9%	344,176	20.9%	380,139	10.4%	425,329	11.9%	448,384	5.4%	420,549	-4.9%	453,860	6.4%	440,202	-3.0%	377,656	-14.2%	958,099	153.7%	-	-100.0%	357,342	7.2%		
December	0.1%	229,605	9.9%	273,789	19.2%	314,063	14.7%	353,219	12.5%	385,089	9.0%	384,313	-0.2%	378,517	-1.2%	181,142	-52.3%	820,259	352.8%	-	-100.0%	273,179	5.5%	23.6%	58.0%
January	8.8%	230,428	23.2%	239,835	4.1%	278,577	16.2%	273,023	-2.0%	298,524	9.4%	328,601	10.0%	359,945	9.5%	141,879	-60.6%	619,591	336.8%	-	-100.0%	229,475	4.6%		
February	-3.6%	232,236	10.3%	305,163	31.4%	323,754	6.1%	343,475	6.1%	363,206	5.7%	361,292	-0.5%	412,064	14.1%	381,813	-7.3%	791,834	107.4%	-	-100.0%	287,820	5.8%		
March	14.7%	318,561	7.9%	363,591	14.1%	385,039	5.9%	413,561	7.4%	427,834	3.5%	452,901	5.9%	189,115	-58.2%	495,687	162.1%	1,024,445	106.7%	-	-100.0%	343,195	6.9%	17.2%	
April	5.2%	372,410	16.8%	439,751	18.1%	498,805	13.4%	488,598	-2.0%	521,416	6.7%	532,280	2.1%	10,573	-98.0%	631,425	5872.1%	1,188,564	88.2%	-	-100.0%	395,454	7.9%		
May	11.5%	428,990	11.9%	538,127	25.4%	533,365	-0.9%	583,094	9.3%	618,821	6.3%	650,402	4.9%	14,895	-97.7%	757,082	4962.6%	1,254,242	65.7%	-	-100.0%	460,752	9.2%		
June	4.1%	431,077	8.7%	503,586	16.8%	502,160	-0.3%	560,016	11.5%	624,449	11.5%	646,663	3.6%	263,139	-59.3%	657,082	225.7%	1,190,030	38.8%	-	-100.0%	482,251	9.7%	26.8%	44.0%
<b>Annual Totals</b>	<b>4.8%</b>	<b>4,456,456</b>	<b>12.8%</b>	<b>5,037,134</b>	<b>13.0%</b>	<b>5,622,939</b>	<b>11.6%</b>	<b>5,952,806</b>	<b>6.9%</b>	<b>5,883,856</b>	<b>-1.2%</b>	<b>6,414,815</b>	<b>9.0%</b>	<b>4,742,848</b>	<b>-26.1%</b>	<b>5,332,147</b>	<b>12.4%</b>	<b>11,786,469</b>	<b>121.0%</b>	<b>4,956,081</b>	<b>-58.0%</b>	<b>4,995,053</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

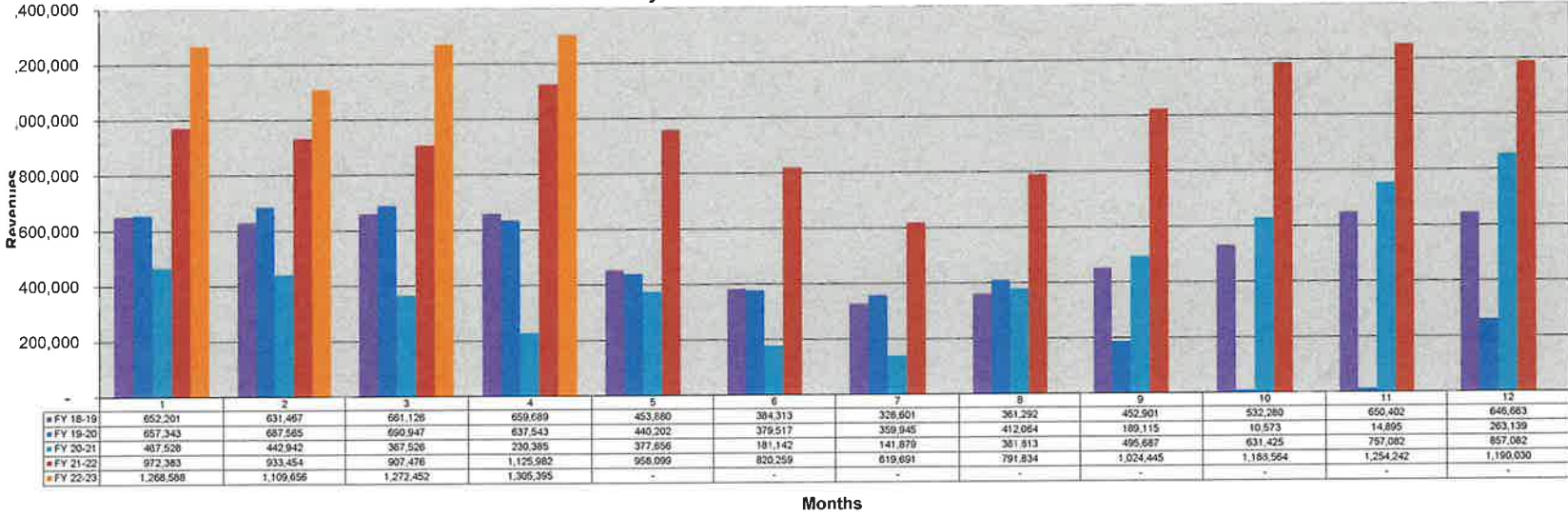
Fiscal Quarters																					
	% Change	13-14	% Change	14-15	% Change	15-16	% Change	16-17	% Change	17-18	% Change	18-19	% Change	19-20	% Change	20-21	% Change	21-22	% Change	22-23	% Change
1st Quarter Trend	2.4%	1,398,303	11.5%	1,484,972	6.2%	1,734,385	16.8%	1,856,259	7.0%	1,908,054	2.8%	1,944,794	1.9%	2,035,855	4.7%	1,277,996	-37.2%	2,813,313	120.1%	3,650,606	29.8%
2nd Quarter Trend	4.6%	1,044,451	15.4%	1,162,156	11.3%	1,366,854	17.6%	1,434,781	5.0%	1,120,452	-21.9%	1,497,882	33.7%	1,457,262	-2.7%	769,184	-45.8%	2,904,340	268.0%	1,305,395	-55.1%
3rd Quarter Trend	7.0%	781,225	12.8%	908,589	16.3%	997,369	8.7%	1,030,059	4.3%	1,089,684	5.8%	1,142,794	4.9%	961,124	-15.9%	1,019,379	6.1%	2,435,970	139.0%	0	-100.0%
4th Quarter Trend	6.9%	1,232,477	12.2%	1,491,465	20.2%	1,534,331	3.6%	1,631,708	6.3%	1,765,686	8.2%	1,829,345	3.6%	288,607	-64.2%	2,245,589	678.1%	3,632,836	61.6%	0	-100.0%
1st Half Trend	3.4%	2,442,754	13.1%	2,647,080	8.4%	3,101,239	17.2%	3,291,039	6.1%	3,028,506	-8.0%	3,442,676	13.7%	3,493,117	1.5%	2,067,179	-40.8%	5,717,653	176.6%	4,956,091	-13.3%
2nd Half Trend	6.9%	2,013,702	12.4%	2,390,054	18.7%	2,521,700	5.5%	2,661,767	5.6%	2,855,350	7.3%	2,972,138	4.1%	1,249,730	-56.0%	3,264,968	161.3%	6,068,806	85.9%	0	-100.0%

	By Calendar Year							
	2016	2017	2018	2019	2020	2021	2022	2023
January	278,577	273,023	298,624	328,601	359,945	141,879	619,691	-
February	323,754	343,475	363,206	361,292	412,064	381,813	791,834	-
March	385,039	413,561	427,834	452,901	189,115	495,687	1,024,445	-
April	498,805	488,598	521,416	532,280	10,573	631,425	1,188,564	-
May	533,365	583,094	619,821	650,402	14,895	757,082	1,254,242	-
June	502,160	560,016	624,449	646,663	263,139	857,082	1,190,030	-
July	616,130	628,055	652,201	657,343	467,528	972,383	1,268,588	-
August	595,142	601,544	631,467	687,565	442,942	933,454	1,109,656	-
September	644,986	677,455	661,126	690,947	367,526	807,476	1,272,452	-
October	633,178	308,815	659,680	637,543	230,365	1,125,982	1,305,395	-
November	468,384	426,549	453,860	440,202	377,656	958,099	-	-
December	353,219	385,089	384,313	379,517	181,142	820,259	-	-
<b>Annual Totals</b>	<b>5,812,739</b>	<b>5,690,273</b>	<b>6,299,026</b>	<b>6,465,255</b>	<b>3,316,909</b>	<b>8,982,621</b>	<b>11,024,897</b>	<b>-</b>
	5.9%	-2.1%	10.7%	2.7%	-48.7%	170.8%	22.7%	-100.0%

Completed Cal Years Average	Percent of Total Year		
	Mth	Qtr	Semr
205,087	4.5%		
256,425	5.6%		
300,617	6.5%	16.6%	
345,885	7.5%		
411,158	8.9%		
438,015	9.5%	26.0%	42.6%
493,668	10.7%		
503,083	10.9%		
505,165	11.0%	32.7%	
484,929	10.6%		
369,268	8.0%		
282,742	6.2%	24.7%	57.4%
4,596,042	100.0%	100.0%	100.0%

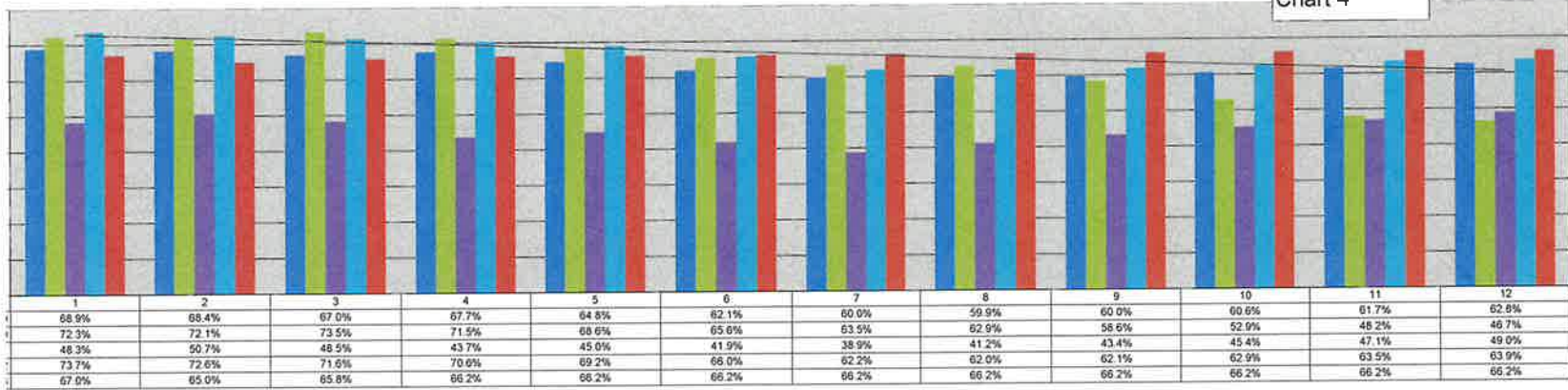
[1] From monthly Operator reports for month. Does not reconcile to actual monthly receipts due to delay in reporting, tax payments and delinquencies  
[2] In July 2010 additional 2% Napa Valley Tourist Tax Ordinance effective - increase Tax Rate by 18.66%

### 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

