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## **Door County Tourism Zone Commission 2011 Statistical Report**

Collections January through December 2011

The following pages represent an analysis of Tourism Zone Commission room tax collections, units available for rent, the actual number of units rented and the Average Daily Rate.

The statistics are included for each municipality in the Tourism Zone.

The statistics are current as of the December 2011 collections reported in February 2012.

Other statistics are available on the Commission's web site.

Each month there are late tax payments from different lodging establishments. The Commission has determined that the late payments will only be reflected back to the proper community twice a year.

Late payments for the first six months of the year are adjusted at the end of July of each year.

Late payments for the last six months of the year are done when the audit is completed.

Note 1: The monthly percentage of total collections is based upon the budgeted amount for the calendar year adjusted by the year to date percentage different from the same month the prior year.

**Due to the challenges of spreading the prior year adjustments and undisbursed revenue over the monthly totals it was not done. The total of \$3,276,563 on the Comparative Collections needs to be adjusted by a credit of \$15, 589 and a debit of \$21,468 which will result in the adjusted total of \$3,270,684.**

Two new charts were added this month that estimates the number of visitors using the number of room nights filled times 2.5 persons per room. The charts start in 2009 when all the municipalities in the county became part of the Tourism Zone.

**It is important to note that the numbers for 2007 and 2008 did not include all 19 municipalities in the county. The best comparisons for month to month or year to year should start with 2009 when all municipalities joined the Tourism Zone.**

## Tourism Zone Commission Comparative Statistics

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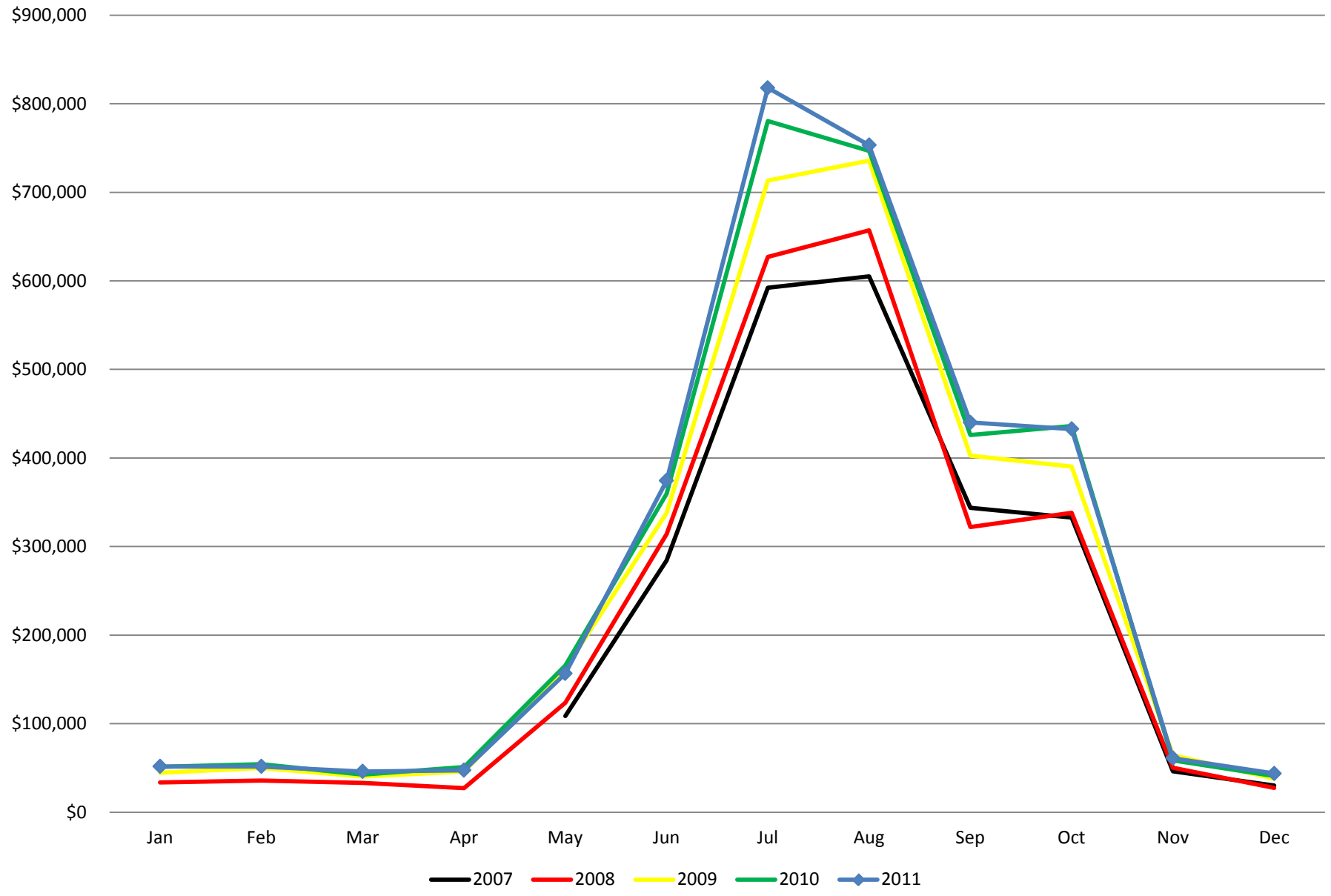
|                                 | Jan      | Feb      | Mar      | Apr      | May       | Jun       | Jul       | Aug       | Sep       | Oct       | Nov       | Dec       |
|---------------------------------|----------|----------|----------|----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| <b>Collections In Dollars</b>   |          |          |          |          |           |           |           |           |           |           |           |           |
| 2007                            |          |          |          |          | \$108,570 | \$284,277 | \$592,277 | \$604,999 | \$343,810 | \$332,703 | \$46,156  | \$30,183  |
| 2008                            | \$33,572 | \$35,811 | \$33,190 | \$27,187 | \$123,642 | \$313,945 | \$627,170 | \$657,074 | \$322,172 | \$338,110 | \$50,367  | \$27,447  |
| 2009                            | \$44,690 | \$49,862 | \$40,242 | \$46,071 | \$162,349 | \$337,708 | \$713,161 | \$735,858 | \$402,703 | \$390,281 | \$64,430  | \$38,001  |
| 2010                            | \$51,298 | \$54,185 | \$42,352 | \$51,044 | \$165,635 | \$359,442 | \$780,433 | \$746,708 | \$425,806 | \$436,131 | \$58,570  | \$40,987  |
| 2011                            | \$51,710 | \$51,608 | \$46,079 | \$47,431 | \$156,633 | \$374,388 | \$817,851 | \$753,283 | \$440,069 | \$432,674 | \$61,083  | \$43,755  |
| <b>Collections as Percent</b>   |          |          |          |          |           |           |           |           |           |           |           |           |
| 2007                            |          |          |          |          | 4.6%      | 12.1%     | 25.3%     | 25.8%     | 14.7%     | 14.2%     | 2.0%      | 1.3%      |
| 2008                            | 1.3%     | 1.4%     | 1.3%     | 1.0%     | 4.8%      | 12.1%     | 24.2%     | 25.4%     | 12.4%     | 13.1%     | 1.9%      | 1.1%      |
| 2009                            | 1.5%     | 1.6%     | 1.3%     | 1.5%     | 5.4%      | 11.2%     | 23.6%     | 24.3%     | 13.3%     | 12.9%     | 2.1%      | 1.3%      |
| 2010                            | 1.6%     | 1.7%     | 1.3%     | 1.6%     | 5.2%      | 11.2%     | 24.3%     | 23.2%     | 13.3%     | 13.6%     | 1.8%      | 1.3%      |
| 2011                            | 1.6%     | 1.6%     | 1.4%     | 1.4%     | 4.8%      | 11.4%     | 25.0%     | 23.0%     | 13.4%     | 13.2%     | 1.9%      | 1.3%      |
| <b>Units</b>                    |          |          |          |          |           |           |           |           |           |           |           |           |
| 2007                            |          |          |          |          | 83,483    | 98,453    | 103,755   | 106,002   | 103,163   | 94,842    | 50,075    | 47,848    |
| 2008                            | 55,354   | 53,053   | 53,535   | 59,121   | 94,312    | 108,523   | 114,063   | 113,362   | 109,299   | 105,335   | 59,044    | 54,927    |
| 2009                            | 74,889   | 65,765   | 71,366   | 77,755   | 115,366   | 129,503   | 135,927   | 136,067   | 129,070   | 126,799   | 75,431    | 71,440    |
| 2010                            | 75,516   | 68,653   | 72,429   | 78,550   | 117,312   | 129,574   | 137,359   | 136,058   | 128,658   | 124,861   | 73,528    | 73,061    |
| 2011                            | 73,857   | 67,090   | 71,571   | 74,206   | 115,844   | 129,758   | 136,048   | 136,180   | 123,914   | 125,964   | 74,291    | 69,881    |
| <b>Units Filled</b>             |          |          |          |          |           |           |           |           |           |           |           |           |
| 2007                            |          |          |          |          | 20,032    | 44,239    | 70,072    | 71,471    | 48,719    | 47,502    | 9,026     | 6,178     |
| 2008                            | 5,734    | 7,971    | 6,835    | 6,091    | 23,761    | 46,564    | 78,638    | 79,798    | 45,249    | 47,560    | 8,671     | 5,673     |
| 2009                            | 8,619    | 10,449   | 8,733    | 11,217   | 30,827    | 52,850    | 90,828    | 89,277    | 60,349    | 58,110    | 11,671    | 9,181     |
| 2010                            | 9,697    | 11,597   | 11,177   | 12,625   | 30,650    | 55,027    | 98,385    | 91,042    | 62,143    | 60,814    | 11,280    | 9,154     |
| 2011                            | 9,880    | 11,980   | 12,275   | 11,491   | 28,262    | 56,441    | 97,354    | 91,508    | 62,721    | 60,098    | 11,960    | 9,891     |
| <b>Tourists at 2.5 per unit</b> |          |          |          |          |           |           |           |           |           |           |           |           |
| 2007                            | 2.5      |          |          |          |           |           |           |           |           |           |           |           |
| 2008                            |          |          |          |          |           |           |           |           |           |           |           |           |
| 2009                            | 21,548   | 26,123   | 21,833   | 28,043   | 77,068    | 132,125   | 227,070   | 223,193   | 150,873   | 145,275   | 29,178    | 22,953    |
| 2010                            | 24,243   | 28,993   | 27,943   | 31,563   | 76,625    | 137,568   | 245,963   | 227,605   | 155,358   | 152,035   | 28,200    | 22,885    |
| 2011                            | 24,700   | 29,950   | 30,688   | 28,728   | 70,655    | 141,103   | 243,385   | 228,770   | 156,803   | 150,245   | 29,900    | 24,728    |
| <b>Cumulative Tourists</b>      |          |          |          |          |           |           |           |           |           |           |           |           |
| 2007                            |          |          |          |          |           |           |           |           |           |           |           |           |
| 2008                            |          |          |          |          |           |           |           |           |           |           |           |           |
| 2009                            | 21,548   | 47,670   | 69,503   | 97,545   | 174,613   | 306,738   | 533,808   | 757,000   | 907,873   | 1,053,148 | 1,082,325 | 1,105,278 |
| 2010                            | 24,243   | 53,235   | 81,178   | 112,740  | 189,365   | 326,933   | 572,895   | 800,500   | 955,858   | 1,107,893 | 1,136,093 | 1,158,978 |
| 2011                            | 24,700   | 54,650   | 85,338   | 114,065  | 184,720   | 325,823   | 569,208   | 797,978   | 954,780   | 1,105,025 | 1,134,925 | 1,159,653 |

## Tourism Zone Commission Comparative Statistics

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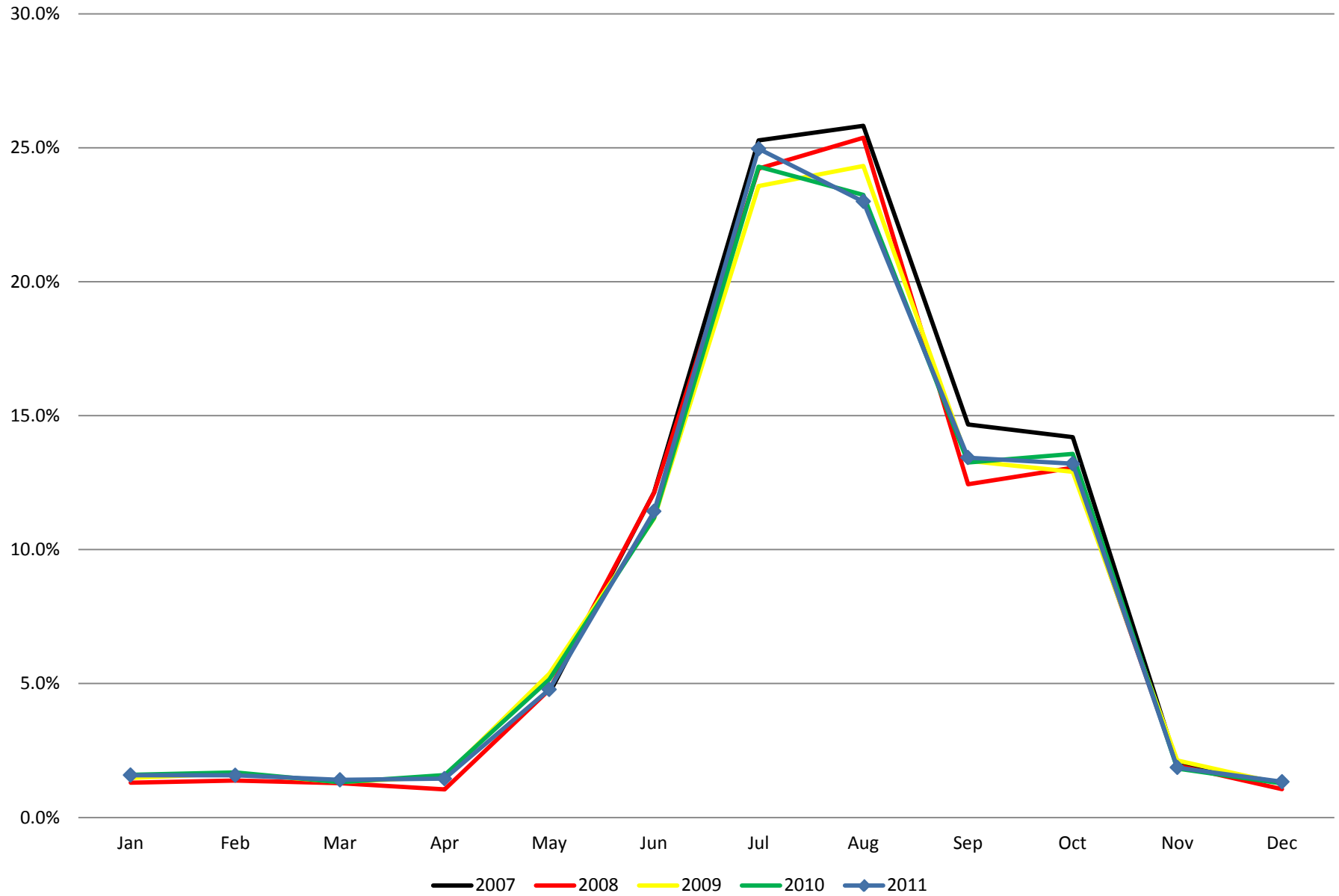
|  | Jan      | Feb       | Mar       | Apr       | May       | Jun       | Jul         | Aug         | Sep         | Oct         | Nov         | Dec         |
|--|----------|-----------|-----------|-----------|-----------|-----------|-------------|-------------|-------------|-------------|-------------|-------------|
| <b>Occupancy Percentage</b>                              |          |           |           |           |           |           |             |             |             |             |             |             |
| 2007   |          |           |           |           | 24.0%     | 44.9%     | 67.5%       | 67.4%       | 47.2%       | 50.1%       | 18.0%       | 12.9%       |
| 2008   | 10.4%    | 15.0%     | 12.8%     | 10.3%     | 25.2%     | 42.9%     | 68.9%       | 70.4%       | 41.4%       | 45.2%       | 14.7%       | 10.3%       |
| 2009   | 11.5%    | 15.9%     | 12.2%     | 14.4%     | 26.7%     | 40.8%     | 66.8%       | 65.6%       | 46.8%       | 45.8%       | 15.5%       | 12.9%       |
| 2010   | 12.8%    | 16.9%     | 15.4%     | 16.1%     | 26.1%     | 42.5%     | 71.6%       | 66.9%       | 48.3%       | 48.7%       | 15.3%       | 12.5%       |
| 2011   | 13.4%    | 17.9%     | 17.2%     | 15.5%     | 24.4%     | 43.5%     | 71.6%       | 67.2%       | 50.6%       | 47.7%       | 16.1%       | 14.2%       |
| <b>Average Daily Rate</b>                                |          |           |           |           |           |           |             |             |             |             |             |             |
| 2007   |          |           |           |           | \$100     | \$115     | \$150       | \$151       | \$126       | \$126       | \$95        | \$89        |
| 2008   | \$107    | \$82      | \$89      | \$83      | \$96      | \$124     | \$146       | \$150       | \$131       | \$130       | \$108       | \$89        |
| 2009   | \$97     | \$89      | \$89      | \$78      | \$98      | \$118     | \$144       | \$151       | \$122       | \$124       | \$102       | \$77        |
| 2010   | \$99     | \$86      | \$71      | \$76      | \$100     | \$120     | \$146       | \$150       | \$126       | \$132       | \$97        | \$83        |
| 2011   | \$98     | \$82      | \$70      | \$77      | \$102     | \$123     | \$154       | \$151       | \$129       | \$132       | \$94        | \$82        |
| <b>Occupancy Percentage Shoulder Season Exclude JJAS</b> |          |           |           |           |           |           |             |             |             |             |             |             |
| 2007   |          |           |           |           | 24.0%     |           |             |             |             |             | 18.0%       | 12.9%       |
| 2008   | 10.4%    | 15.0%     | 12.8%     | 10.3%     | 25.2%     |           |             |             |             |             | 14.7%       | 10.3%       |
| 2009   | 11.5%    | 15.9%     | 12.2%     | 14.4%     | 26.7%     |           |             |             |             |             | 15.5%       | 12.9%       |
| 2010   | 12.8%    | 16.9%     | 15.4%     | 16.1%     | 26.1%     |           |             |             |             |             | 15.3%       | 12.5%       |
| 2011   | 13.4%    | 17.9%     | 17.2%     | 15.5%     | 24.4%     |           |             |             |             |             | 16.1%       | 14.2%       |
| <b>Cumulative Collections</b>                            |          |           |           |           |           |           |             |             |             |             |             |             |
| 2007   |          |           |           |           | \$108,570 | \$392,847 | \$985,124   | \$1,590,123 | \$1,933,933 | \$2,266,636 | \$2,312,792 | \$2,342,975 |
| 2008   | \$33,572 | \$69,383  | \$102,572 | \$129,760 | \$253,402 | \$567,347 | \$1,194,516 | \$1,851,590 | \$2,173,762 | \$2,511,872 | \$2,562,239 | \$2,589,686 |
| 2009   | \$44,690 | \$94,552  | \$134,793 | \$180,865 | \$343,213 | \$680,921 | \$1,394,082 | \$2,129,941 | \$2,532,644 | \$2,922,925 | \$2,987,355 | \$3,025,356 |
| 2010   | \$51,298 | \$105,483 | \$147,835 | \$198,879 | \$364,514 | \$723,956 | \$1,504,389 | \$2,251,097 | \$2,676,903 | \$3,113,034 | \$3,171,604 | \$3,212,590 |
| 2011   | \$51,710 | \$103,318 | \$149,397 | \$196,828 | \$353,460 | \$727,849 | \$1,545,699 | \$2,298,982 | \$2,739,051 | \$3,171,725 | \$3,232,808 | \$3,276,563 |
| <b>Cumulative Collections as a Percentage</b>            |          |           |           |           |           |           |             |             |             |             |             |             |
| 2007   |          |           |           | 0.0%      | 4.6%      | 16.8%     | 42.0%       | 67.9%       | 82.5%       | 96.7%       | 98.7%       | 100.0%      |
| 2008   | 1.3%     | 2.7%      | 4.0%      | 5.0%      | 9.8%      | 21.9%     | 46.1%       | 71.5%       | 83.9%       | 97.0%       | 98.9%       | 100.0%      |
| 2009   | 1.5%     | 3.1%      | 4.5%      | 6.0%      | 11.3%     | 22.5%     | 46.1%       | 70.4%       | 83.7%       | 96.6%       | 98.7%       | 100.0%      |
| 2010   | 1.6%     | 3.3%      | 4.6%      | 6.2%      | 11.3%     | 22.5%     | 46.8%       | 70.1%       | 83.3%       | 96.9%       | 98.7%       | 100.0%      |
| 2011   | 1.6%     | 3.2%      | 4.6%      | 6.0%      | 10.8%     | 22.2%     | 47.2%       | 70.2%       | 83.6%       | 96.8%       | 98.7%       | 100.0%      |

# Collections in Dollars

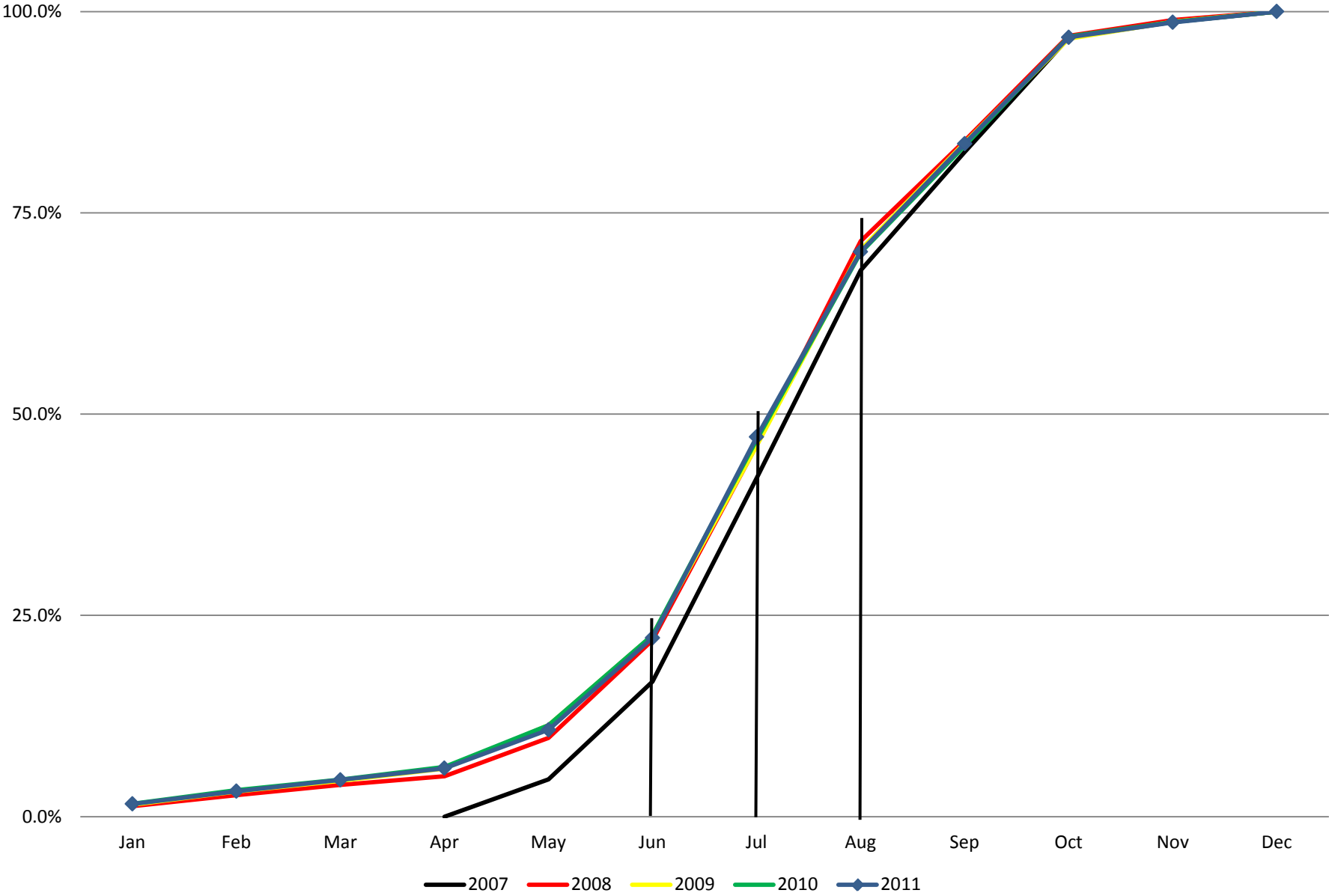


# Monthly Collections as a Percentage of Total Collections

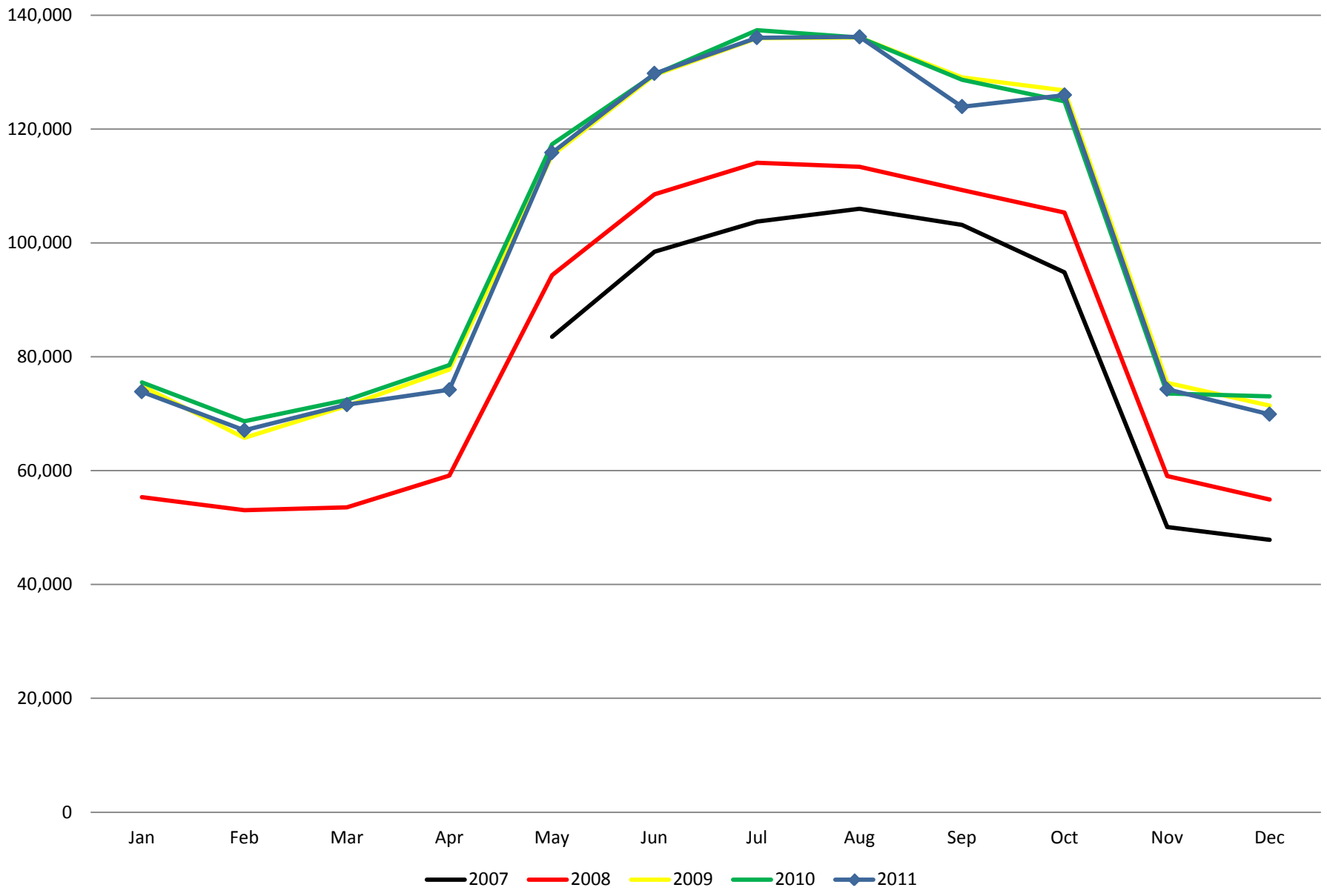
See note page 1



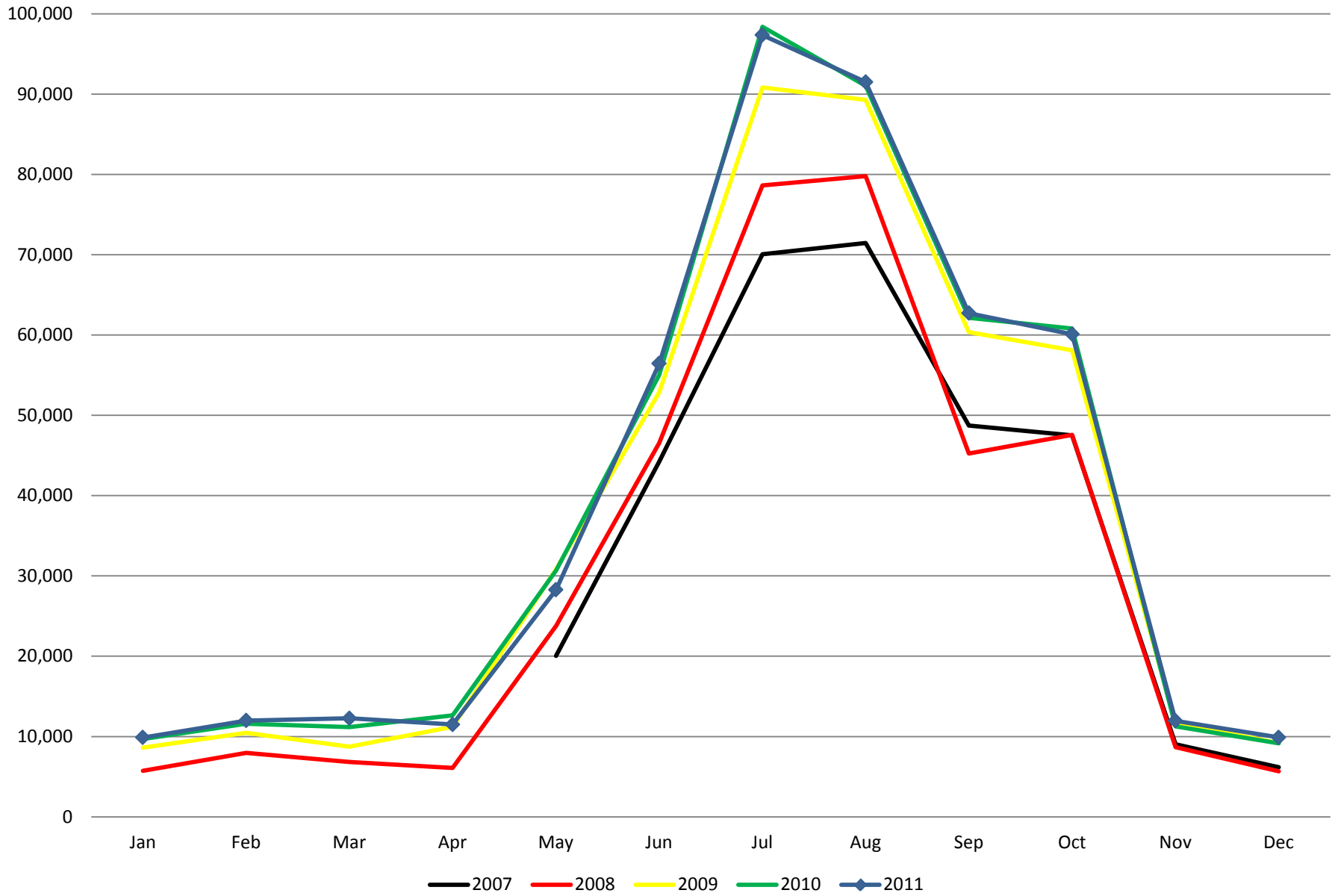
# Cumulative Percentage of Tax Dollars Collected



# Total Units Available

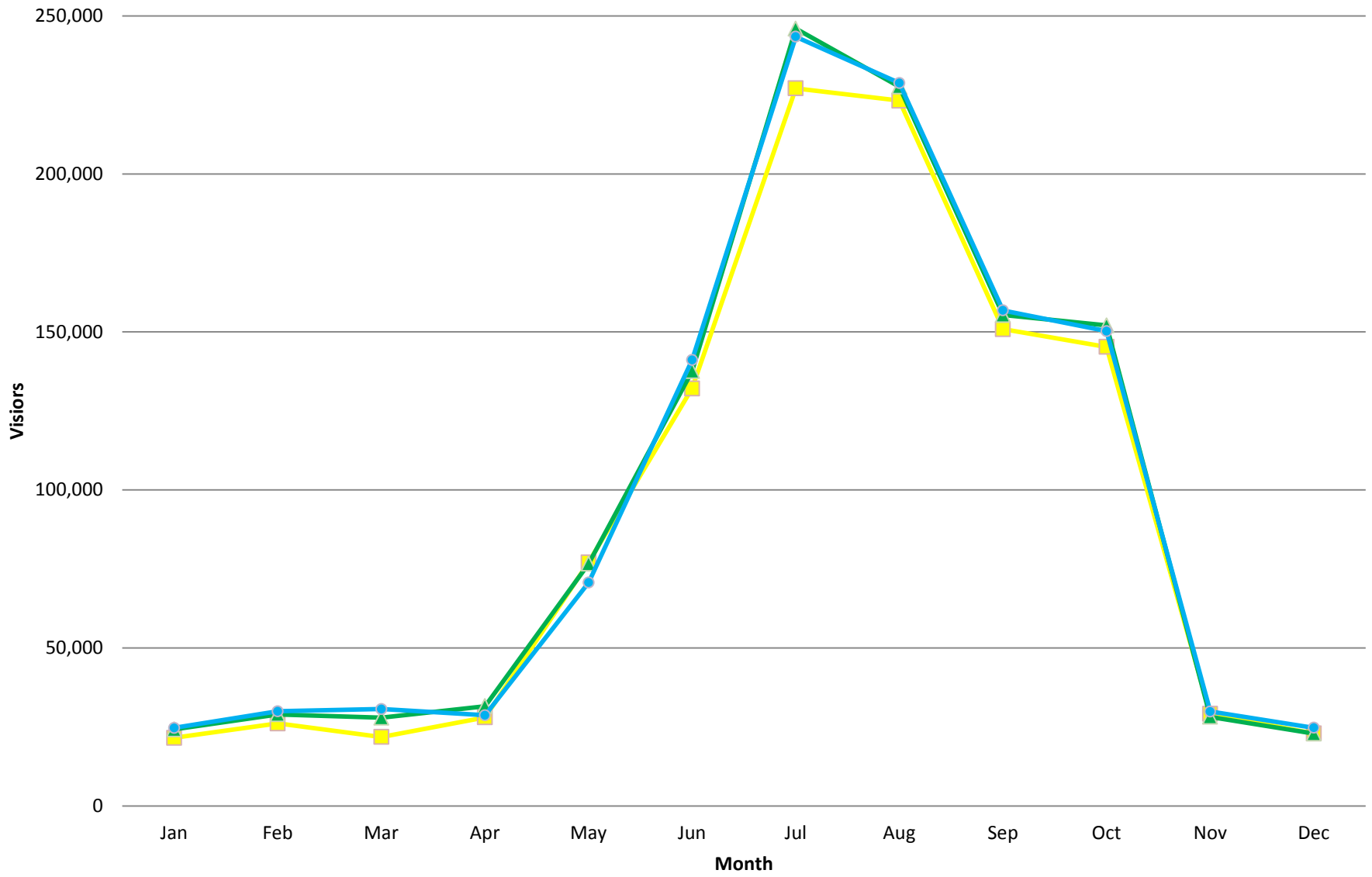


# Units Filled by Month



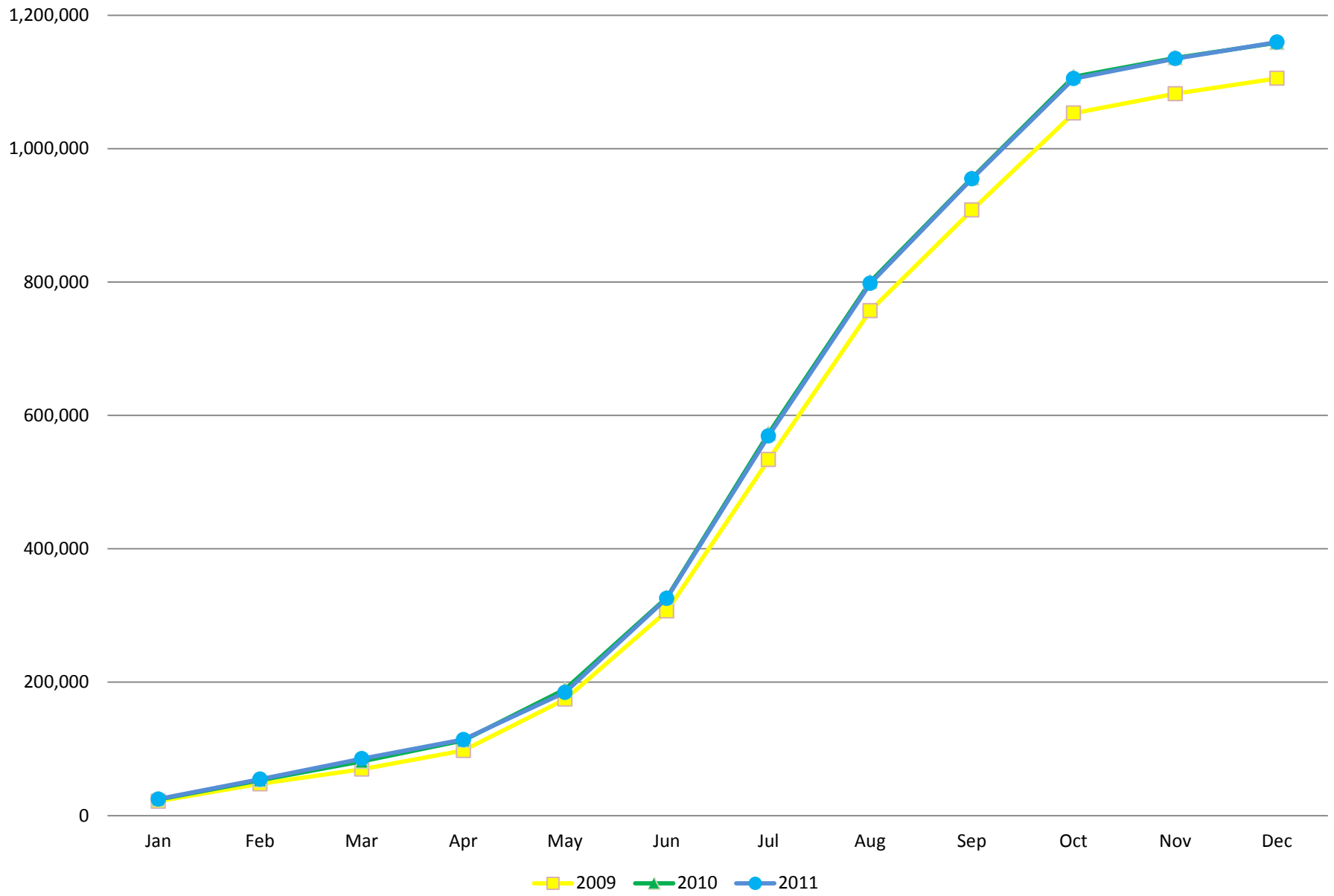


# Visitors by Month

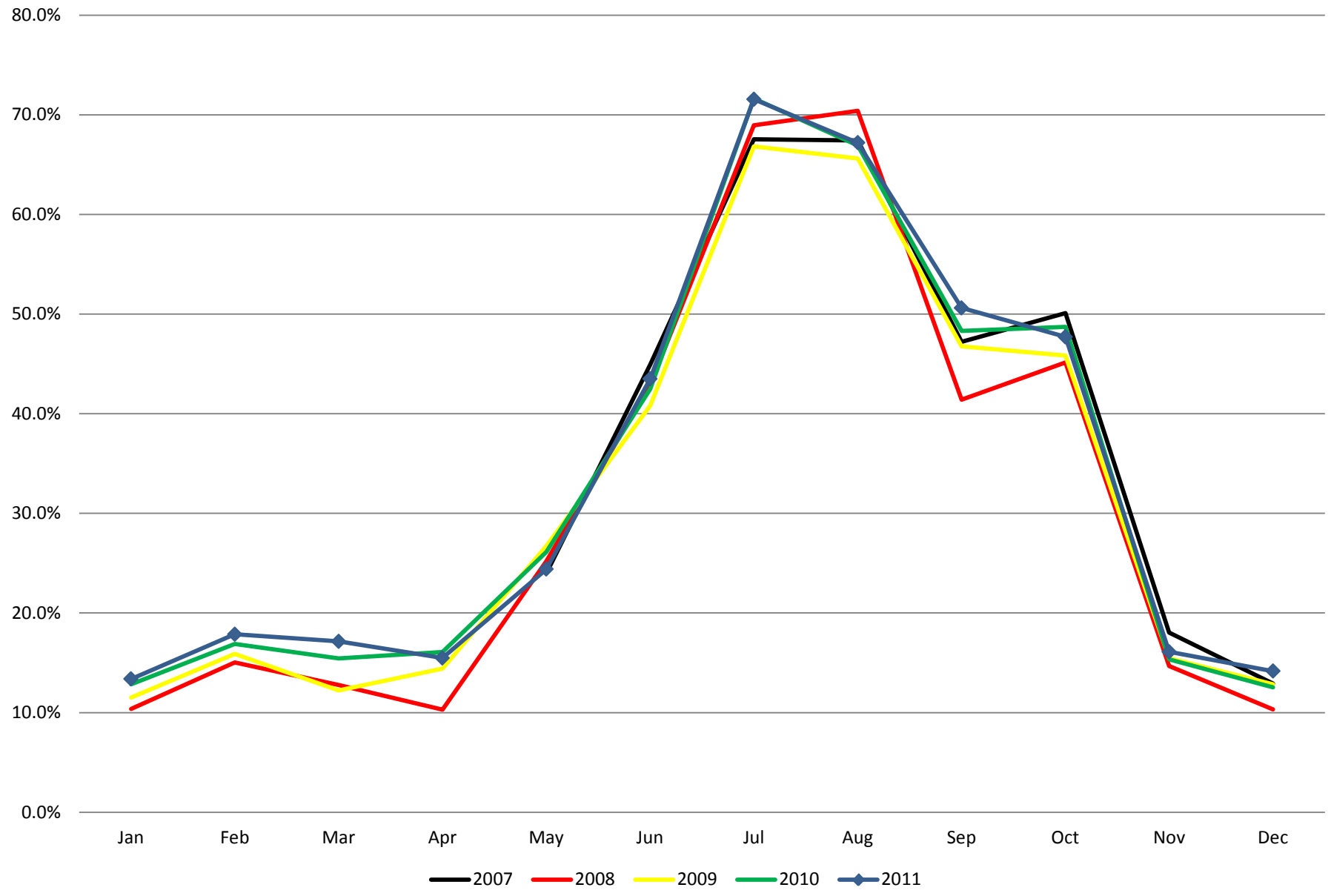


—■— 2009 —▲— 2010 —●— 2011

# Cumulative Visitor Total

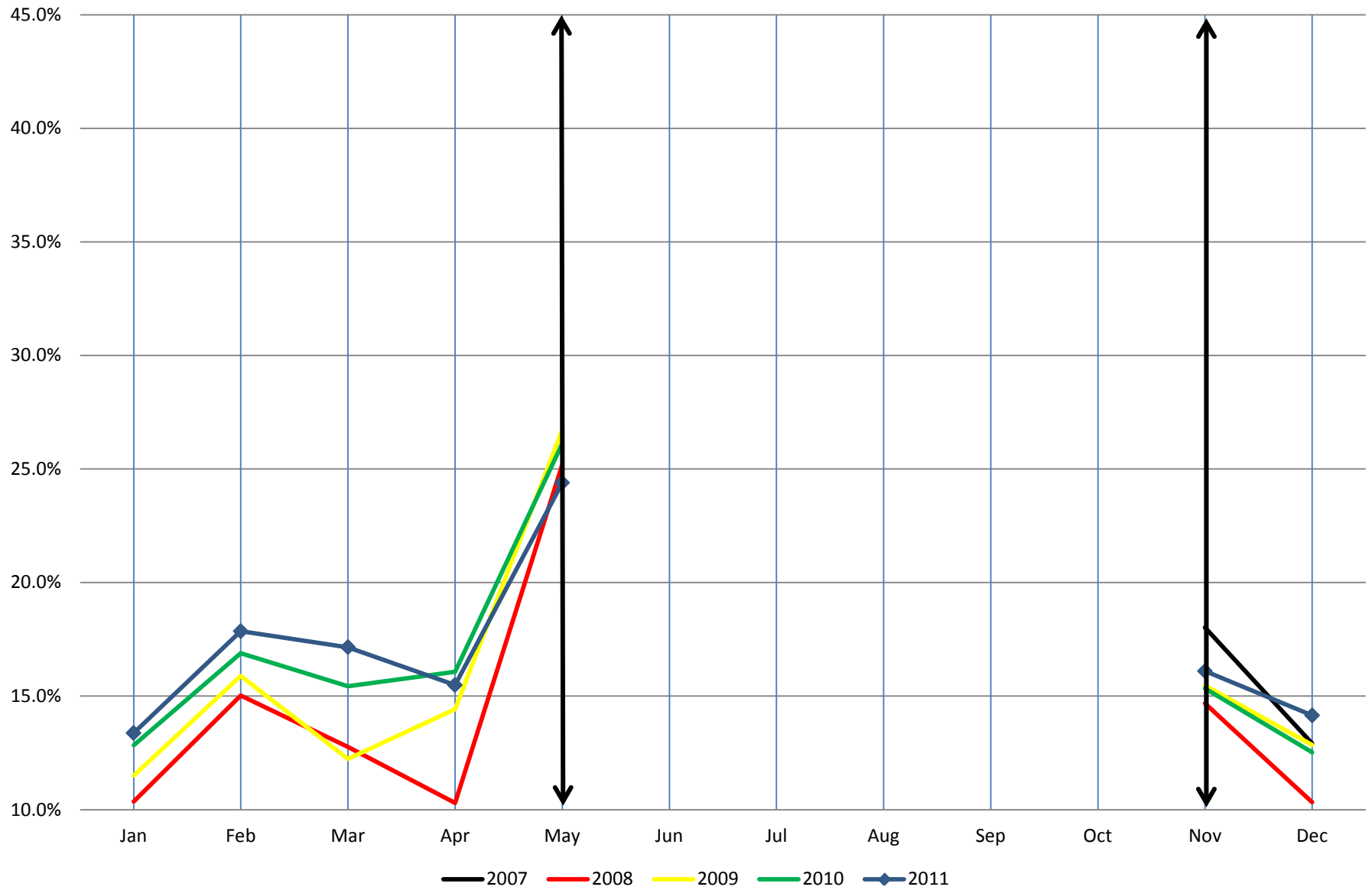


# Occupancy Percentage

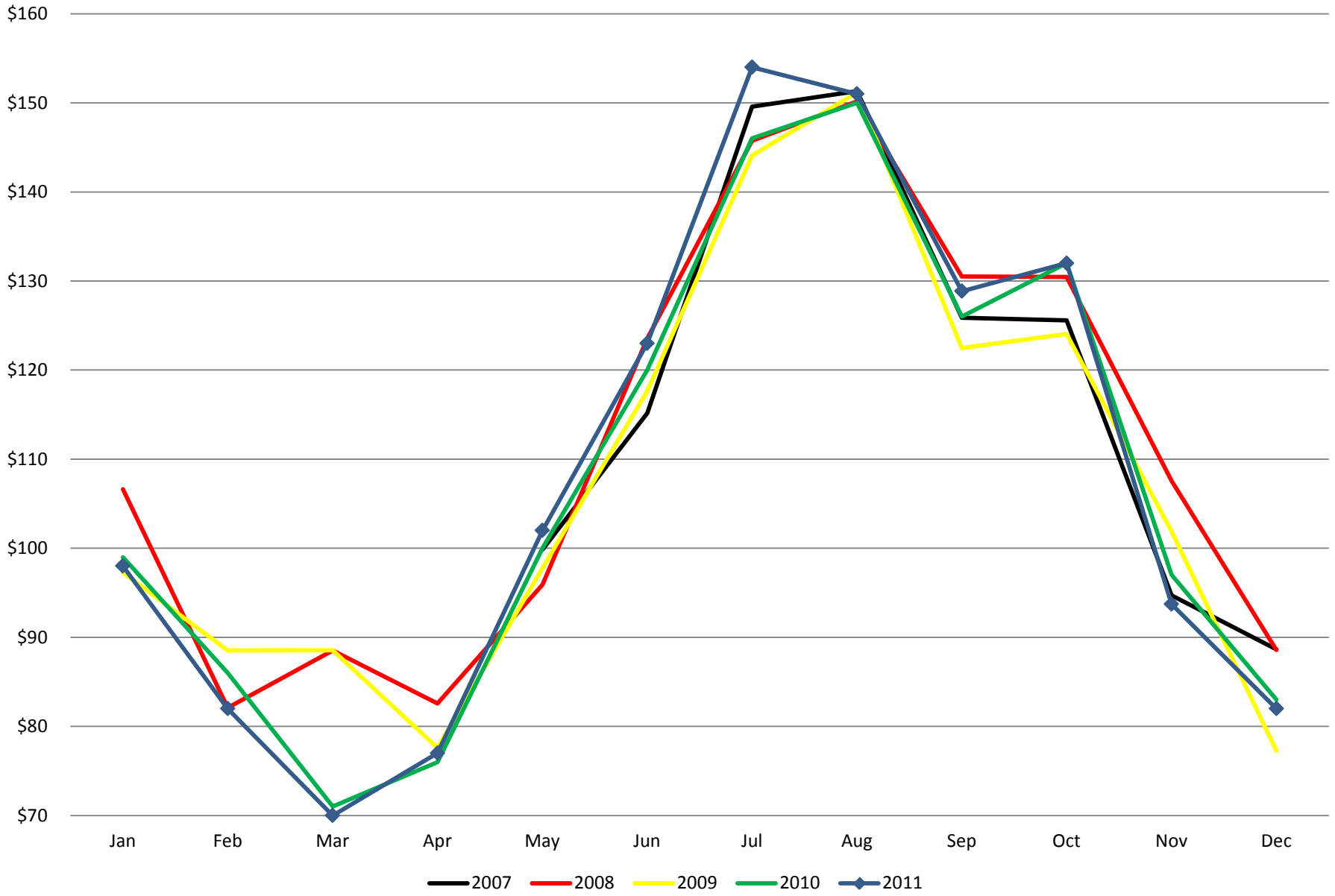


# Shoulder Season Occupancy Percentage

Units Filled by Total Units Per Month



# Average Daily Rate



2011 Units Available, Occupancy & ADR Summary by Municipality

|                       | Jan-11      | Feb-11      | Mar-11      | Apr-11      | May-11      | Jun-11      | Jul-11      | Aug-11      | Sep-11      | Oct-11      | Nov-11      | Dec-11      |
|-----------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|                       | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 | Adj 1/31/12 |
| Baileys Harbor        | 3,488       | 3,111       | 3,405       | 4,990       | 7,995       | 9,087       | 9,713       | 9,785       | 7,317       | 9,097       | 3,459       | 3,413       |
|                       | 5.91%       | 6.49%       | 6.17%       | 6.71%       | 17.96%      | 30.27%      | 67.94%      | 61.15%      | 44.18%      | 38.53%      | 10.29%      | 9.87%       |
|                       | \$ 117      | \$ 120      | \$ 108      | \$ 110      | \$ 139      | \$ 160      | \$ 179      | \$ 182      | \$ 157      | \$ 158      | \$ 146      | \$ 107      |
| Brussels              | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
|                       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       |
|                       | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        |
| Clay Banks            | 31          | 28          | 62          | 30          | 62          | 60          | 123         | 122         | 117         | 93          | 30          | 31          |
|                       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 5.00%       | 48.78%      | 57.38%      | 8.55%       | 12.90%      | 0.00%       | 0.00%       |
|                       | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ 367      | \$ 205      | \$ 217      | \$ 259      | \$ 112      | \$ -        | \$ -        |
| Egg Harbor-Town       | 8,901       | 7,967       | 7,845       | 7,984       | 10,602      | 10,967      | 11,367      | 11,294      | 10,812      | 10,597      | 8,388       | 8,536       |
|                       | 5.45%       | 9.46%       | 7.85%       | 7.60%       | 17.69%      | 38.92%      | 72.02%      | 67.44%      | 40.70%      | 45.28%      | 11.70%      | 7.84%       |
|                       | \$ 104      | \$ 84       | \$ 81       | \$ 90       | \$ 109      | \$ 140      | \$ 172      | \$ 160      | \$ 151      | \$ 146      | \$ 94       | \$ 106      |
| Egg Harbor - Villag   | 4,610       | 4,177       | 4,555       | 5,057       | 9,021       | 10,949      | 11,479      | 11,426      | 10,785      | 11,314      | 4,675       | 4,421       |
|                       | 18.20%      | 18.41%      | 18.97%      | 16.39%      | 30.75%      | 49.79%      | 77.92%      | 74.20%      | 60.47%      | 49.55%      | 19.06%      | 15.54%      |
|                       | \$ 92       | \$ 74       | \$ 60       | \$ 75       | \$ 99       | \$ 118      | \$ 163      | \$ 154      | \$ 124      | \$ 144      | \$ 95       | \$ 71       |
| Ephraim               | 6,569       | 5,896       | 6,240       | 6,433       | 13,237      | 15,590      | 16,159      | 16,246      | 14,964      | 14,223      | 6,070       | 4,993       |
|                       | 7.66%       | 11.45%      | 9.84%       | 10.91%      | 23.20%      | 48.29%      | 76.19%      | 75.45%      | 56.05%      | 53.95%      | 15.47%      | 13.40%      |
|                       | \$ 136      | \$ 111      | \$ 90       | \$ 92       | \$ 115      | \$ 119      | \$ 158      | \$ 150      | \$ 134      | \$ 136      | \$ 107      | \$ 80       |
| Forestville - Town    | 0           | 0           | 0           | 0           | 62          | 61          | 62          | 93          | 60          | 62          | 60          | 0           |
|                       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 3.23%       | 0.00%       | 0.00%       |
|                       | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ 150      | \$ -        | \$ -        |
| Forestville - Village | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           | 0           |
|                       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       |
|                       | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        |
| Gardner               | 930         | 877         | 771         | 783         | 1,539       | 1,936       | 1,798       | 1,781       | 1,697       | 1,869       | 960         | 744         |
|                       | 10.65%      | 16.08%      | 12.19%      | 9.58%       | 26.38%      | 21.80%      | 48.00%      | 41.38%      | 30.23%      | 23.17%      | 8.33%       | 14.38%      |
|                       | \$ 112      | \$ 104      | \$ 110      | \$ 113      | \$ 111      | \$ 115      | \$ 118      | \$ 115      | \$ 104      | \$ 105      | \$ 103      | \$ 110      |
| Gibraltar             | 6,628       | 5,835       | 6,111       | 8,031       | 13,774      | 15,292      | 15,856      | 16,343      | 15,189      | 15,544      | 6,646       | 6,449       |
|                       | 16.10%      | 21.25%      | 16.35%      | 13.56%      | 26.58%      | 53.75%      | 81.18%      | 77.37%      | 61.26%      | 57.42%      | 19.03%      | 17.94%      |
|                       | \$ 174      | \$ 131      | \$ 105      | \$ 108      | \$ 126      | \$ 135      | \$ 165      | \$ 157      | \$ 138      | \$ 140      | \$ 136      | \$ 115      |
| Jacksonport           | 861         | 810         | 856         | 944         | 2,435       | 3,063       | 3,067       | 3,156       | 2,813       | 2,632       | 1,038       | 1,011       |
|                       | 7.32%       | 7.78%       | 7.59%       | 7.42%       | 14.46%      | 35.32%      | 76.33%      | 70.08%      | 38.71%      | 35.60%      | 7.32%       | 8.70%       |
|                       | \$ 221      | \$ 145      | \$ 106      | \$ 140      | \$ 111      | \$ 138      | \$ 165      | \$ 168      | \$ 119      | \$ 106      | \$ 99       | \$ 130      |
| Liberty Grove         | 4,323       | 4,032       | 4,295       | 3,786       | 9,531       | 11,526      | 12,681      | 12,065      | 11,496      | 11,152      | 4,678       | 4,272       |
|                       | 2.38%       | 1.98%       | 2.03%       | 3.80%       | 10.92%      | 30.05%      | 58.42%      | 57.04%      | 38.07%      | 37.03%      | 5.96%       | 3.39%       |
|                       | \$ 172      | \$ 146      | \$ 115      | \$ 65       | \$ 104      | \$ 120      | \$ 154      | \$ 146      | \$ 110      | \$ 122      | \$ 134      | \$ 154      |
| Nasewaupsee           | 2,129       | 2,047       | 2,581       | 1,854       | 3,105       | 2,443       | 3,533       | 3,561       | 3,448       | 3,179       | 2,368       | 2,318       |
|                       | 24.42%      | 28.72%      | 20.42%      | 20.23%      | 32.37%      | 44.45%      | 71.38%      | 62.45%      | 38.34%      | 34.32%      | 13.09%      | 10.91%      |
|                       | \$ 65       | \$ 59       | \$ 48       | \$ 41       | \$ 76       | \$ 115      | \$ 121      | \$ 117      | \$ 104      | \$ 93       | \$ 45       | \$ 47       |
| Sevastopol            | 5,526       | 4,769       | 5,552       | 5,032       | 6,384       | 6,910       | 7,276       | 7,067       | 6,344       | 6,414       | 5,168       | 5,046       |
|                       | 14.17%      | 17.93%      | 14.82%      | 20.79%      | 31.53%      | 48.39%      | 71.04%      | 69.56%      | 56.05%      | 52.04%      | 20.57%      | 12.70%      |
|                       | \$ 122      | \$ 97       | \$ 116      | \$ 90       | \$ 111      | \$ 144      | \$ 199      | \$ 198      | \$ 143      | \$ 140      | \$ 101      | \$ 105      |
| Sister Bay            | 10,139      | 9,482       | 10,509      | 9,987       | 13,875      | 14,087      | 15,334      | 15,300      | 13,152      | 14,855      | 9,721       | 9,373       |
|                       | 12.98%      | 15.58%      | 8.55%       | 15.70%      | 23.08%      | 46.70%      | 75.26%      | 71.10%      | 57.74%      | 53.21%      | 14.41%      | 13.41%      |
|                       | \$ 89       | \$ 80       | \$ 88       | \$ 62       | \$ 100      | \$ 123      | \$ 159      | \$ 160      | \$ 131      | \$ 138      | \$ 99       | \$ 71       |
| Sturgeon Bay - Cit    | 18,459      | 16,726      | 17,380      | 17,717      | 20,146      | 21,083      | 20,282      | 20,626      | 19,457      | 19,487      | 19,157      | 17,887      |
|                       | 20.69%      | 30.34%      | 36.74%      | 25.70%      | 34.86%      | 48.95%      | 71.51%      | 62.68%      | 55.73%      | 55.20%      | 22.01%      | 21.37%      |
|                       | \$ 71       | \$ 63       | \$ 53       | \$ 69       | \$ 77       | \$ 95       | \$ 116      | \$ 116      | \$ 113      | \$ 111      | \$ 70       | \$ 65       |
| Sturgeon Bay - To     | 308         | 201         | 248         | 271         | 326         | 685         | 924         | 969         | 829         | 493         | 393         | 308         |
|                       | 6.82%       | 10.45%      | 4.84%       | 4.43%       | 8.90%       | 38.98%      | 59.42%      | 57.79%      | 25.81%      | 30.02%      | 4.58%       | 3.90%       |
|                       | \$ 114      | \$ 114      | \$ 101      | \$ 87       | \$ 147      | \$ 140      | \$ 155      | \$ 133      | \$ 130      | \$ 130      | \$ 128      | \$ 172      |
| Union                 | 0           | 0           | 0           | 0           | 62          | 91          | 93          | 93          | 60          | 62          | 0           | 0           |
|                       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 0.00%       | 20.88%      | 34.41%      | 65.59%      | 13.33%      | 19.35%      | 0.00%       | 0.00%       |
|                       | \$ -        | \$ -        | \$ -        | \$ -        | \$ -        | \$ 113      | \$ 97       | \$ 72       | \$ 109      | \$ 73       | \$ -        | \$ -        |
| Washington Island     | 955         | 1,132       | 1,161       | 1,307       | 3,657       | 5,928       | 6,301       | 6,253       | 5,374       | 4,891       | 1,480       | 1,079       |
|                       | 5.76%       | 3.53%       | 6.89%       | 6.50%       | 10.23%      | 27.65%      | 54.82%      | 48.90%      | 25.55%      | 16.87%      | 5.68%       | 4.26%       |
|                       | \$ 67       | \$ 63       | \$ 89       | \$ 63       | \$ 66       | \$ 100      | \$ 92       | \$ 104      | \$ 93       | \$ 92       | \$ 85       | \$ 77       |
| Available Filled %    | 73,857      | 67,090      | 71,571      | 74,206      | 115,844     | 129,758     | 136,048     | 136,180     | 123,914     | 125,964     | 74,291      | 69,881      |
|                       | 9,880       | 11,980      | 12,275      | 11,491      | 28,262      | 56,441      | 97,354      | 91,508      | 62,721      | 60,098      | 11,960      | 9,891       |
|                       | 13.38%      | 17.86%      | 17.15%      | 15.49%      | 24.40%      | 43.50%      | 71.56%      | 67.20%      | 50.62%      | 47.71%      | 16.10%      | 14.15%      |
| Average               | \$ 98       | \$ 82       | \$ 70       | \$ 77       | \$ 102      | \$ 122      | \$ 154      | \$ 151      | \$ 129      | \$ 132      | \$ 94       | \$ 82       |