

Revenue estimate of Hotel Occupancy Fee

	Estimated Rooms in Vermont*	Avg. Occupancy	Rooms Occupied nightly	Nightly fee revenue**	Yearly Fee revenue
scenario 1	27,377	55%	15,057	\$30,114	\$10,991,665
Scenario 2	27,377	60%	16,426	\$32,852	\$11,990,907

\$11-12 million per year in fee revenue

Per Smith Travel Research, average occupancy in New England is 61.6% (2012) with Massachusetts at top with 65%, Rhode Island second with 61%.
 Leads to the assumption that Vermont is probably between 55% and 60%

New England Occupancy (2012)	61.6%
Massachusetts Occupancy (2011)	65.8%
Rhode Island Occupancy (2011)	61.2%

* Data from VT Dept. of Health Food and Lodging Program

**Assumes \$2 per night occupancy fee

Joint Fiscal Office

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