

January Standing Reports

Monthly Report Jan 2023

CONFERENCE REVENUE STATISTICS

North Shore Properties

Year to Date Bookings/Monthly Production Detail FY 22/23

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	<u>FY 22/23</u>	<u>FY 21/22</u>	<u>Variance</u>
Total Revenue Booked as of 1/31/23:	\$1,390,082	\$1,888,954	-26%
Number of Room Nights:	6,086	8853	-31%
Number of Delegates:	3017	4227	-29%
Annual Revenue Goal:	\$2,000,000	\$2,000,000	0%

<u>Monthly Detail/Activity</u>	<u>January-23</u>	<u>January-22</u>
<u>Number of Groups Booked:</u>	2	5
Revenue Booked:	\$303,424	\$206,993
Room Nights:	807	730
Number of Delegates:	350	371

Booked Group Types:	1 Assoc. 1 Corp	Corp.
Lost Business, # of Groups:	7	11

<u>Arrived in the month</u>	<u>January-23</u>	<u>January-22</u>
Number of Groups:	2	0
Revenue Arrived:	\$203,442	\$0
Room Nights:	819	0
Number of Delegates:	510	0
Arrived Group Types:	1 Assoc 1 Corp	0

<u>Monthly Detail/Activity</u>	<u>December-22</u>	<u>December-21</u>
<u>Number of Groups Booked:</u>	1	1
Revenue Booked:	\$94,540	\$97,428
Room Nights:	295	417
Number of Delegates:	100	300
Booked Group Types:	1 Assoc.	Corp.
Lost Business, # of Groups:	4	22

<u>Arrived in the month</u>	<u>December-22</u>	<u>December-21</u>
Number of Groups:	0	1
Revenue Arrived:	\$0	\$215,135
Room Nights:	0	1382
Number of Delegates:	0	300
Arrived Group Types:	0	Assoc.

<u>Monthly Detail/Activity</u>	<u>November-22</u>	<u>November-21</u>
<u>Number of Groups Booked:</u>	3	0
Revenue Booked:	\$165,987	\$0
Room Nights:	696	0
Number of Delegates:	295	0

	1 Corp., 1 Assoc., 1 Meeting	
Booked Group Types:	Planner	0
Lost Business, # of Groups:	13	7

<u>Arrived in the month</u>	<u>November-22</u>	<u>November-21</u>	
Number of Groups:	0	0	
Revenue Arrived:	\$0	\$0	
Room Nights:	0	0	
Number of Delegates:	0	0	
Arrived Group Types:	0	0	

Monthly Detail/Activity

	<u>October-22</u>	<u>October-21</u>	
<u>Number of Groups Booked:</u>	4	4	
Revenue Booked:	\$241,848	\$121,383	99%
Room Nights:	1100	579	90%
Number of Delegates:	596	390	53%

	2 Mtg, Planner, 1 Assoc., 1 Non- Profit	
Booked Group Types:		0
Lost Business, # of Groups:	13	10

<u>Arrived in the month</u>	<u>October-22</u>	<u>October-21</u>	
Number of Groups:	4	5	
Revenue Arrived:	\$253,042	\$352,682	-28%
Room Nights:	1071	1144	-6%
Number of Delegates:	431	1047	-59%
Arrived Group Types:	2 Corp, 2 Assoc.	2 Corp., 2 Assoc., 1 SMF	

Monthly Detail/Activity

	<u>September-22</u>	<u>September-21</u>	
<u>Number of Groups Booked:</u>	4	0	
Revenue Booked:	\$127,050	\$0	
Room Nights:	891	0	
Number of Delegates:	430	0	

	1 Corp., 1 Assoc., 1 CA Assoc., 1 Non- Profit	
Booked Group Types:		0
Lost Business, # of Groups:	13	10

<u>Arrived in the month</u>	<u>September</u>	<u>September-22</u>	
Number of Groups:	7	4	
Revenue Arrived:	\$200,928	\$111,814	80%
Room Nights:	968	718	35%
Number of Delegates:	590	255	

	4 Corp, 1 Assoc., 2 Non- Profit	1 Govt, 1 SMF, 1 Asspc., 1 MP
Arrived Group Types:		

Monthly Detail/Activity	<u>August-22</u>	<u>August-21</u>	
<u>Number of Groups Booked:</u>	2	0	
Revenue Booked:	\$91,595	\$0	
Room Nights:	514	0	
Number of Delegates:	425	0	
	1 CA Assoc., 1		
Booked Group Types:	Corp.	0	
Lost Business, # of Groups:	15	0	
<u>Arrived in the month</u>	<u>August-22</u>	<u>August-21</u>	
Number of Groups:	3	2	
Revenue Arrived:	\$116,069	\$208,360	-44%
Room Nights:	286	795	-64%
Number of Delegates:	166	330	
	1 Corp., 1 Mtg.		
Arrived Group Types:	Planner	2 Assoc.	
Monthly Detail/Activity	<u>July-22</u>	<u>July-21</u>	
<u>Number of Groups Booked:</u>	2	1	
Revenue Booked:	\$145,856	\$45,903	218%
Room Nights:	465	100	365%
Number of Delegates:	544	50	
Booked Group Types:	2 CA Assoc.	1 Corp.	
Lost Business, # of Groups:	18	22	
<u>Arrived in the month</u>	<u>July-22</u>	<u>July-21</u>	
Number of Groups:	3	2	
Revenue Arrived:	\$190,117	\$208,360	-9%
Room Nights:	630	795	-21%
Number of Delegates:	455	330	
	1 CA Assoc., 1		
	Mtg. Planner. 1		
Arrived Group Types:	Corp.	2 Assoc.	
	<u>Current Numbers</u>	<u>Goals</u>	
For 2023/24:	\$711,896	\$2,000,000	
For 2024/25:	\$340,740	\$2,000,000	

NUMBER OF LEADS Generated as of 1/31/23:	67
YTD 1/31/22:	58
YTD 1/31/21:	53

Total Number of Leads Generated in Previous Years:

2021/2022	123
2020/2021	90

Lodging Referrals - 1/1/23-1/31/23	Total Events	Unique Events
Hyatt High Sierra Lodge, A Hyatt Residence Club	87	84
Natural Retreats – North Lake Tahoe	77	77
Hyatt Regency Lake Tahoe Resort Spa & Casino	74	73
AvantStay	65	64
Basecamp Hotel Tahoe City	54	53
Granlibakken Tahoe	48	46
Frog Lake Backcountry Huts	45	44
Cedar Crest Cottages	43	41
Tahoe Donner Cross Country Ski Center	38	37
Northstar California Resort	36	34
Tahoe North Shore Lodge	36	32
Cottage Inn at Lake Tahoe	33	31
East West Hospitality at Tahoe	30	22
Tahoe Vacation Rentals	30	22
Donner Lake Village	29	29
Red Wolf Lakeside Lodge	28	28
Meeks Bay Resort & Marina	27	27
River Ranch Lodge and Restaurant	26	25
Tahoe Vista Lodge and Cabins	24	18
Tahoe Time Vacation Rental	23	22
Tahoe Truckee Factory Stores	23	19
Tahoe Rental Company	21	20
The Village at Palisades Tahoe	21	21
Cedar Glen Lodge	20	20
Waters of Tahoe Properties	19	15
Chaney House	18	17
Northstar Lodge by Vacation Club Rentals	18	18
Olympic Village Inn	18	17
Palisades Tahoe Lodge	18	16
Rockwood Lodge	18	17
The Ritz-Carlton, Lake Tahoe	18	18
Brockway Springs Resort	17	16
Hauserman Rental Group	17	15
Tahoe Luxury Properties	17	15
Mourelatos Lakeshore Resort	16	16
North Tahoe Rental Company	16	8
Tahoma Meadows Cottages	16	15
Christy Lodge	15	14
Tahoe Moon Properties	15	15
Tahoe Mountain Properties	15	13
The Hotel at Sugar Bowl	15	13
The Inn at Boatworks	15	10

West Shore Cafe & Inn	15	15
Constellation Residences at Northstar	13	12
Crown Motel & Family Resort	13	12
PlumpJack Inn	13	12
Resort at Squaw Creek	13	13
Sunnyside Restaurant & Lodge	13	13
Gar Woods Grill & Pier	12	11
The Incline Lodge	12	11
Tahoe Sands Resort	11	11
Castle Peak Vacation Rentals	10	9
Donner Summit Rentals	10	9
Lake Tahoe Deluxe Vacation Rentals	10	10
Rustic Cottages	10	7
Tahoe Real Estate Group	10	10
LakeFrontHouse.com	9	9
Stay In Lake Tahoe	9	9
Tahoe Getaways Vacation Rentals	9	8
Tahoe Signature Properties	9	8
BEST. VACATION. EVER... InvitedHome.com	7	7
Sandy's Pub at the Resort at Squaw Creek	7	7
Stevenson's Holliday Inn	7	7
Sun Bear Realty & Vacation Rentals	7	7
Tahoe Rentals by Wells and Bennett Realtors	7	7
Tahoe Vistana Inn	7	7
Tahoe Accommodations	6	6
Tahoe Tavern Properties	6	5
Tahoe Woodside Vacation Rentals	6	4
Tamarack Lodge	6	6
Vacation Tahoe by O'Neal Brokers	6	6
West Lake Properties at Tahoe	6	5
Agate Bay Realty Vacation Rentals	5	5
Incline Vacation Rentals	5	5
PepperTree Inn	5	5
Sierra Mountain Properties	5	5
VACAY North Tahoe	5	5
Americas Best Value Inn Tahoe City	4	3
Lake Tahoe Accommodations	4	4
Mother Natures Inn	4	4
Parkside Inn at Incline	4	4
Pullen Realty Group	4	4
Tahoe Exclusive Vacation Rentals	4	3
Tahoe Marina Lodge	4	4
Tahoma Lodge	4	4

Franciscan Lakeside Lodge	3	3
Goldfish Properties	3	3
Martis Valley Vacation Rentals	3	3
Red Wolf Lodge at Olympic Valley	3	3
Tahoe Donner Golf Course	3	3
Chinquapin / Packard Realty	2	2
Club Tahoe Resort	2	2
Firelite Lodge	2	2
Holiday House	2	2
Tahoe Edgelake Beach Club	2	2
The Border House at Crystal Bay Casino	2	2
The Cedar House Sport Hotel	2	2
West Shore Sports	2	2
First Accommodations, Inc.	1	1
Martis Valley Associates Property Rentals	1	1
SellMyTimeShareNow.com	1	1
Vacasa	1	1
	1610	1510

Lodging Book Now Referrals - 1/1/23-1/31/23	Total Events	Unique Events
Granlibakken Tahoe	93	88
Granlibakken Tahoe Ski Area	83	80
Natural Retreats – North Lake Tahoe	69	65
Hyatt Regency Lake Tahoe Resort Spa & Casino	57	56
Cedar Crest Cottages	56	55
Northstar California Resort	53	50
East West Hospitality at Tahoe	46	26
Frog Lake Backcountry Huts	38	38
Northstar Lodge by Vacation Club Rentals	38	34
Resort at Squaw Creek	34	34
PlumpJack Inn	31	29
The Ritz-Carlton, Lake Tahoe	30	29
The Village at Palisades Tahoe	30	30
Brockway Springs Resort	26	25
Cedar Glen Lodge	24	24
Tahoe Vacation Rentals	24	24
West Shore Cafe & Inn	20	17
Tahoma Meadows Cottages	18	18
Constellation Residences at Northstar	17	15
Mourelatos Lakeshore Resort	15	15
Tahoe Luxury Properties	13	13
Agate Bay Realty Vacation Rentals	12	12
Sunnyside Restaurant & Lodge	11	11
Hauserman Rental Group	10	9
Parkside Inn at Incline	10	9
Tahoe Rental Company	10	9
Tahoe Signature Properties	10	9
Incline Vacation Rentals	9	8
Tahoe Getaways Vacation Rentals	9	9
PepperTree Inn	8	7
Sun Bear Realty & Vacation Rentals	8	7
Lake Tahoe Accommodations	7	6
Tahoe Donner Cross Country Ski Center	7	7
Tahoe Real Estate Group	7	6
Goldfish Properties	6	6
Vacasa	6	6
Vacation Station, Inc.	6	6
Franciscan Lakeside Lodge	5	5
Holiday House	5	5
Waters of Tahoe Properties	5	5
Red Wolf Lodge at Olympic Valley	4	4
Sierra Mountain Properties	4	4

Tahoe Vistana Inn	4	3
Americas Best Value Inn Tahoe City	3	3
Firelite Lodge	3	3
First Accommodations, Inc.	3	2
SellMyTimeShareNow.com	3	3
West Lake Properties at Tahoe	3	3
Tahoe Woodside Vacation Rentals	2	2
Tahoe Accommodations	1	1
	996	935

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