

KEY METRICS FOR February 28, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Feb 2017)						
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total	
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550	
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876	
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014	
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641	
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033	
2015-16	\$ 4,871,545	\$ 3,874,302	\$ 5,419,057	\$ 2,344,932	\$ 16,509,836	
2016-17	\$ 5,483,438	\$ 3,287,043	\$ 583,670		\$ 9,354,151	

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Feb '17)					
Referrals -	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:					
Walk In/Events	34,112	31,909	29,177	31,963	9.55%
Phone/Email	1,853	1,525	1,637	2,434	48.69%
Kings Beach (Walk In Only)	9,685	6,211	8,239	3,455	-58.07%
Totals	45,650	39,645	39,053	37,852	-3.08%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Unemployment Rates	EDD			
	June 2014	July 2015	Aug 2016	Feb 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	5.0%
Placer County (367,309)	6.0%	5.2%	4.7%	4.3%
Dollar Point (1,215)	7.1%	6.1%	1.1%	2.1%
Kings Beach (3,893)	6.0%	6.8%	6.1%	7.0%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	5.5%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	5.0%

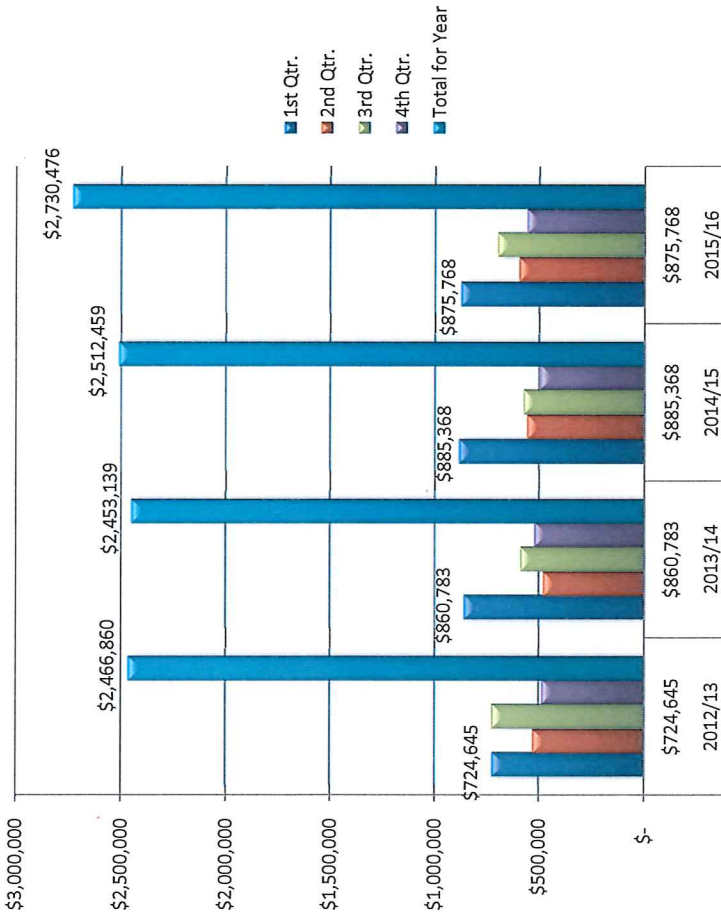
Desimetrics Reservations Activity				
	FYTD 15/16	FYTD 16/17	Change	
Occupancy	55.1%	59.2%	7.3%	
ADR (Average Daily Rate)	\$ 354	\$ 350	-1.0%	
RevPAR (Rev per Available Room)	\$ 195	\$ 207	6.3%	
Occupancy 1 Mth Forecast	34.7%	39.0%	12.3%	
ADR 1 Mth Forecast	\$ 290	\$ 267	-7.9%	
RevPAR 1 Mth Forecast	\$ 101	\$ 104	3.5%	
Occupancy (prior 6 months)	46.2%	46.3%	0.3%	
ADR (prior 6 months)	\$ 286	\$ 301	5.4%	
RevPAR (prior 6 months)	\$ 132	\$ 140	5.7%	
Occupancy (next 6 months)	23.9%	27.3%	14.3%	
ADR (next 6 months)	\$ 305	\$ 321	5.2%	
RevPAR (next 6 months)	\$ 73	\$ 88	20.2%	

Infrastructure Fund Balances Held by Placer County				
as of 9/30/16 (Reported Quarterly)	June 2013	June 2014	June 2015	June 2016
FY 2015-16 Contract	\$ 4,260,134			
FY 2016-17 Contract	1,854,885			
Total Fund Balances	\$ 6,115,020			
		Feb 2017		427

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 02/28/2017				
	2015-16	2016-17	YOY % Change	
Actuals		Forecasted		
FORWARD LOOKING (2015/16)				
Total Revenue Booked	\$ 3,400,515	\$ 3,374,236	-0.77%	
Forecasted Commission for this Revenue	181,949	106,289	-41.58%	
Number of Room Nights	17,805	19,812	11.27%	
Number of Tentative Bookings	79	58	-26.58%	
CURRENT				
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%	
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%	

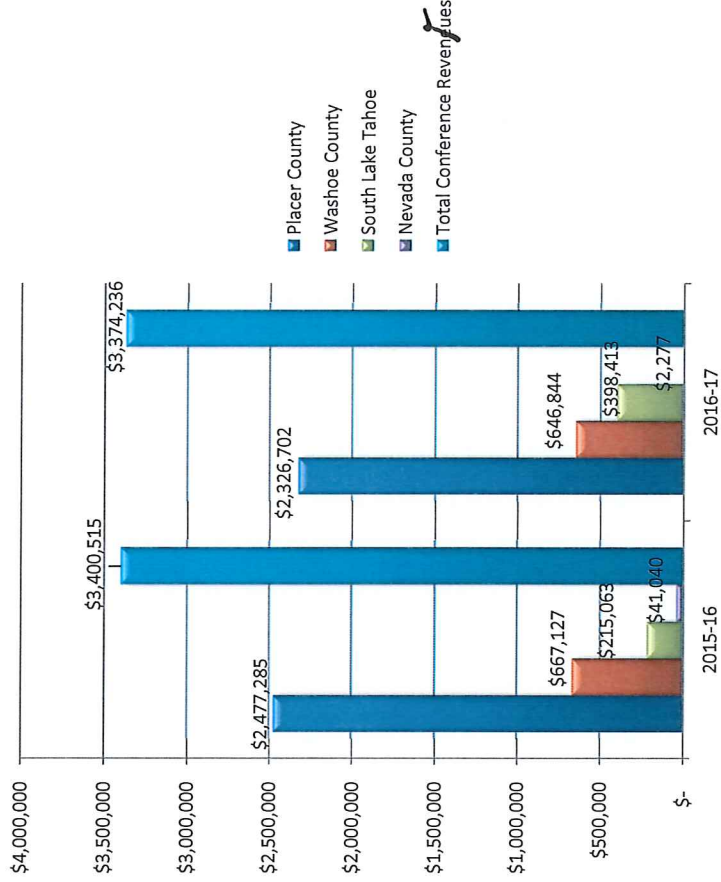
Conference Revenue And Percentage by County:				
	15-16	16-17		
Placer	73%	69%	\$ 2,477,285	\$ 2,326,702
Washoe	20%	19%	\$ 667,127	\$ 646,844
South Lake	6%	12%	\$ 215,063	\$ 398,413
Nevada	1%	0%	\$ 41,040	\$ 2,277
Total Conference Revenue	100%	100%	\$ 3,400,515	\$ 3,374,236

Annual Sales Tax Revenue - Lake Tahoe (Now on Fiscal Year Basis)



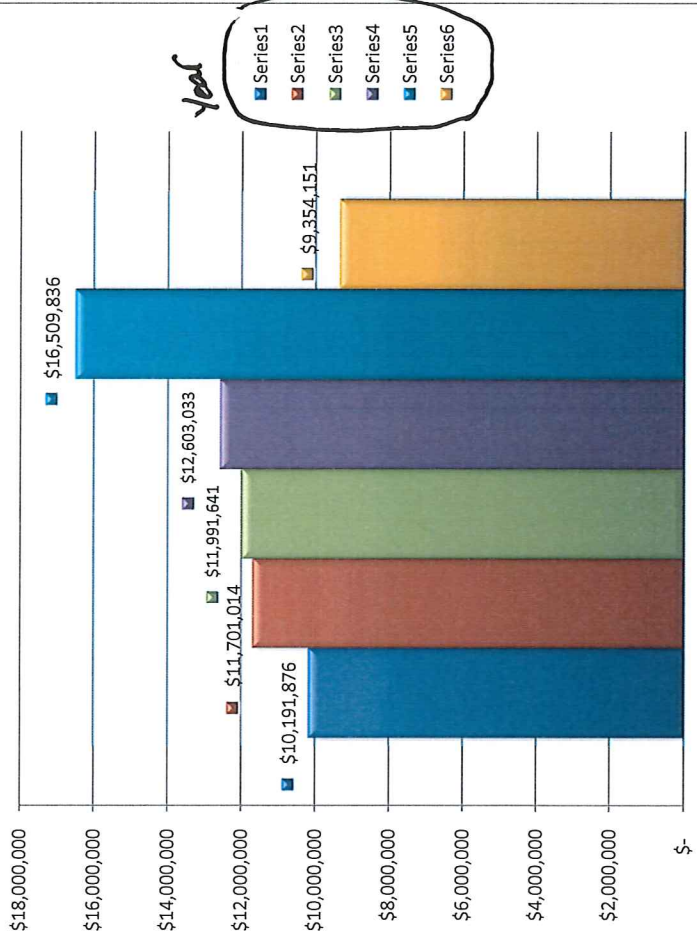
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Conference Revenue Statistics & Revenue Share by County

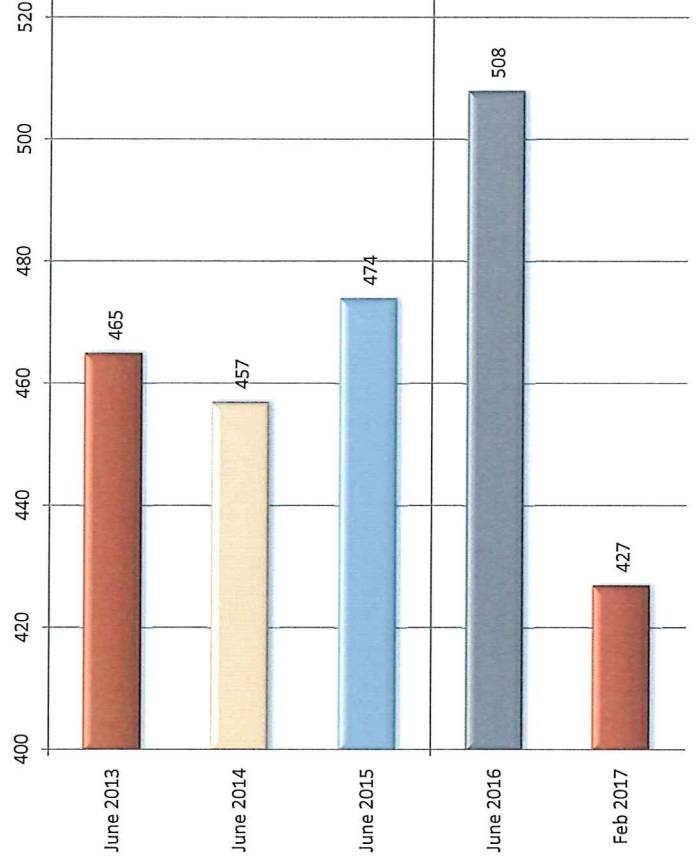


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Washoe	\$ 667,127	\$ 646,844	-3.04%		
South Lake	\$ 215,063	\$ 398,413	85.25%		
Nevada	\$ 41,040	\$ 2,277	-94.45%		
Total Conference Revenue	\$ 3,400,515	\$ 3,374,236	-0.77%		

5-Year Annual TOT Collections (Fiscal Year Basis)



Chamber Membership (# of Members)



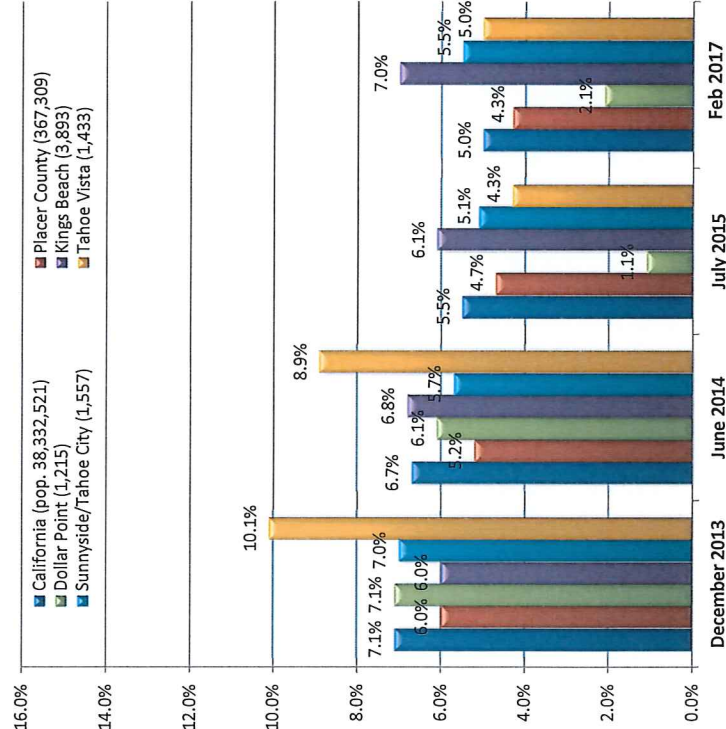
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Chamber Of Commerce Total Membership

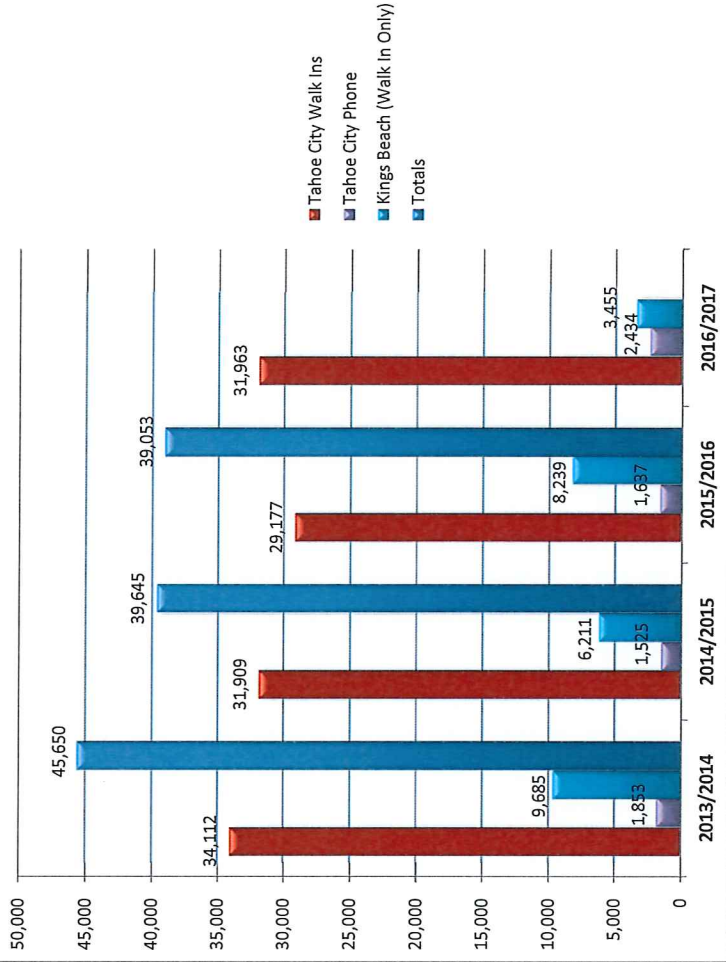
June 2013	465
June 2014	457
June 2015	474
June 2016	508
Feb 2017	427

Unemployment Rates by Region



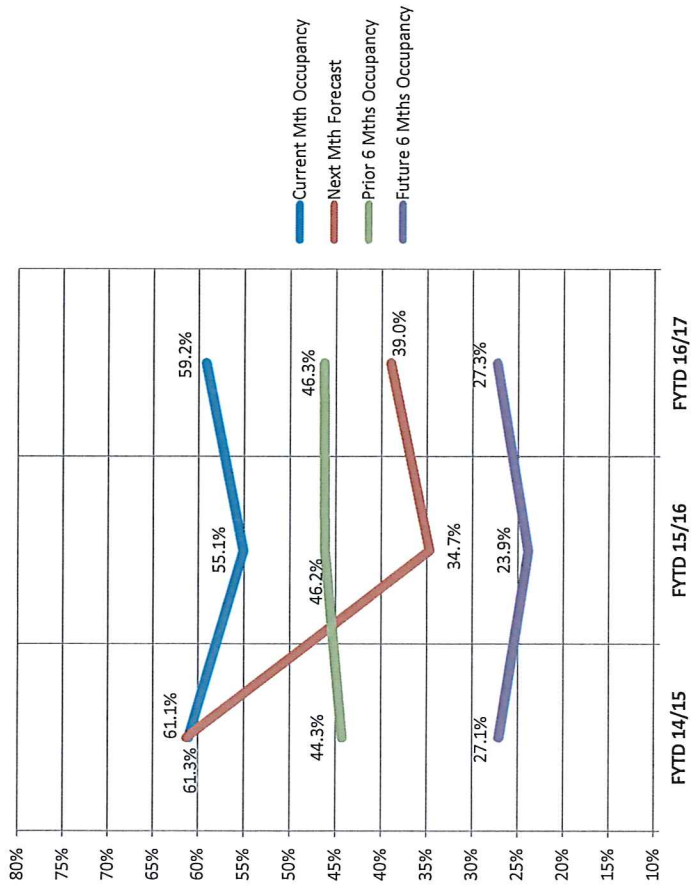
Unemployment Rates	December 2013	June 2014	July 2015	Feb 2017
California	7.1%	6.7%	5.5%	5.0%
Placer County	6.0%	5.2%	4.7%	4.3%
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Kings Beach	6.0%	6.8%	6.1%	7.0%
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Tahoe Vista	10.1%	8.9%	4.3%	5.0%

Visitor Information - FYTD YOY



Referrals - Tahoe City:	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Walk In	34,112	31,909	29,177	31,963	9.55%
Phone	1,853	1,525	1,637	2,434	48.69%
Kings Beach (Walk In Only, Jun-Sep)	9,685	6,211	8,239	3,455	-58.07%
Totals	45,650	39,645	39,053	37,852	-3.08%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
Occupancy	61.1%	55.1%	59.2%	7.3%
Occupancy 1 Mth Forecast	61.3%	34.7%	39.0%	12.3%
Occupancy (prior 6 months)	44.3%	46.2%	46.3%	0.3%
Occupancy (next 6 months)	27.1%	23.9%	27.3%	14.3%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
ADR (Average Daily Rate)	\$217	\$354	\$350	-1.0%
RevPAR (Rev per Available Room)	\$283	\$195	\$207	6.3%
ADR 1 Mth Forecast	\$229	\$290	\$267	-7.9%
RevPAR 1 Mth Forecast	\$229	\$101	\$104	3.5%
ADR (prior 6 months)	\$260	\$286	\$301	5.4%
RevPAR (prior 6 months)	\$260	\$132	\$140	5.7%
ADR (next 6 months)	\$260	\$305	\$321	5.2%
RevPAR (next 6 months)	\$260	\$73	\$88	20.2%