

KEY METRICS FOR October 31, 2016 FINANCIAL STATEMENTS

	Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Sep 2016)				Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
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	\$ 4,871,553	\$ 3,874,276	\$ 5,413,787	\$ 2,342,699	\$ 16,502,315
2016-17	\$ 4,366,973	\$ 4,322			\$ 4,371,295

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Oct '16)					
Referrals - Tahoe City:	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Walk In/Events	24,752	24,204	24,363	25,117	3.09%
Phone/Email	1,071	855	871	974	11.83%
Kings Beach (Walk In Only)	9,685	6,211	8,239	3,455	-58.07%
Totals	35,508	31,270	33,473	29,546	-11.73%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of June 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		
Fourth	\$ 488,100	\$ 521,965	\$ 495,699		
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 1,472,753	

Unemployment Rates				
	June 2014	July 2015	Aug 2016	Oct 2016
California (pop. 38,332,521)	7.1%	6.7%	5.5%	5.5%
Placer County (367,309)	6.0%	5.2%	4.7%	4.5%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.1%
Kings Beach (3,893)	6.0%	6.8%	6.1%	5.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.9%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	4.1%

Destination Metrics	FYTD 15/16	FYTD 16/17	Change
Occupancy	41.4%	37.1%	-10.5%
ADR (Average Daily Rate)	\$ 177	\$ 194	9.6%
Rev/PAR (Rev per Available Room)	\$ 73	\$ 72	-1.9%
Occupancy 1 Mth Forecast	20.3%	24.7%	21.9%
ADR 1 Mth Forecast	\$ 154	\$ 170	10.7%
Rev/PAR 1 Mth Forecast	\$ 31	\$ 42	34.8%
Occupancy (prior 6 months)	55.2%	55.4%	0.4%
ADR (prior 6 months)	\$ 235	\$ 244	4.0%
Rev/PAR (prior 6 months)	\$ 130	\$ 135	4.5%
Occupancy (next 6 months)	15.5%	18.4%	18.8%
ADR (next 6 months)	\$ 231	\$ 272	17.8%
Rev/PAR (next 6 months)	\$ 36	\$ 50	40.0%

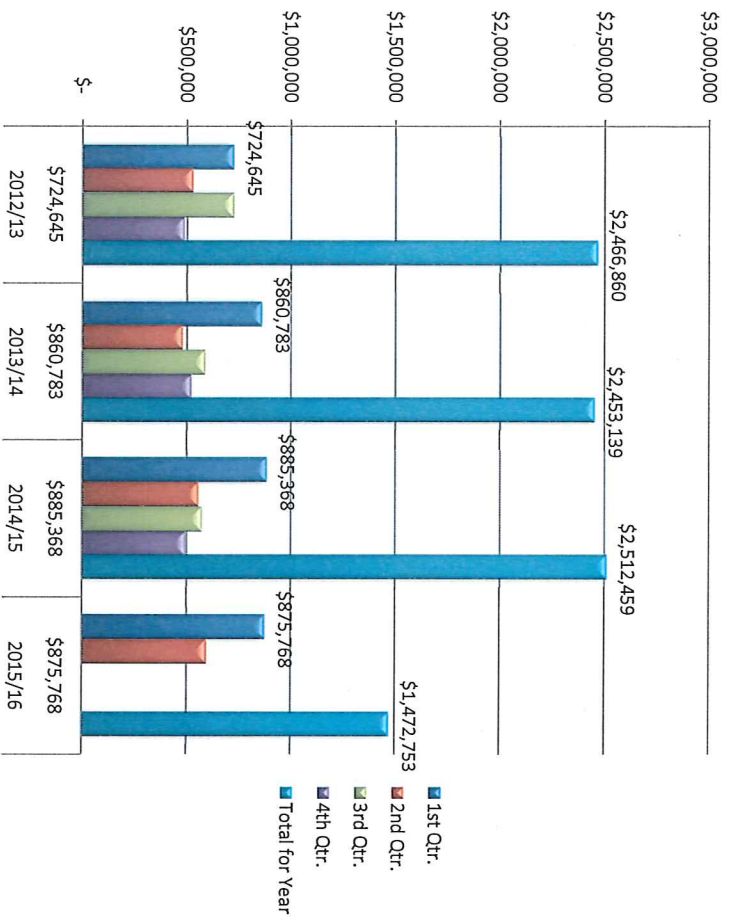
Infrastructure Fund Balances Held by Placer County	Total Chamber Membership
as of 9/30/16 (Reported Quarterly)	June 2013
FY 2015-16 Contract	June 2014
FY 2016-17 Contract	June 2015
Total Fund Balances	June 2016
	Sep 2016

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 09/30/2016			
	2015-16	2016-17	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked	\$ 3,035,141	\$ 2,577,325	-15.08%
Forecasted Commission for this Revenue	159,602	105,358	-33.99%
Number of Room Nights	15,866	16,050	1.16%
Number of Tentative Bookings	62	50	-19.35%

NLT - Annual Revenue Goal				
	2015-16	2016-17	2017-18	YOY % Change
Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	\$ 135,000	-22.86%

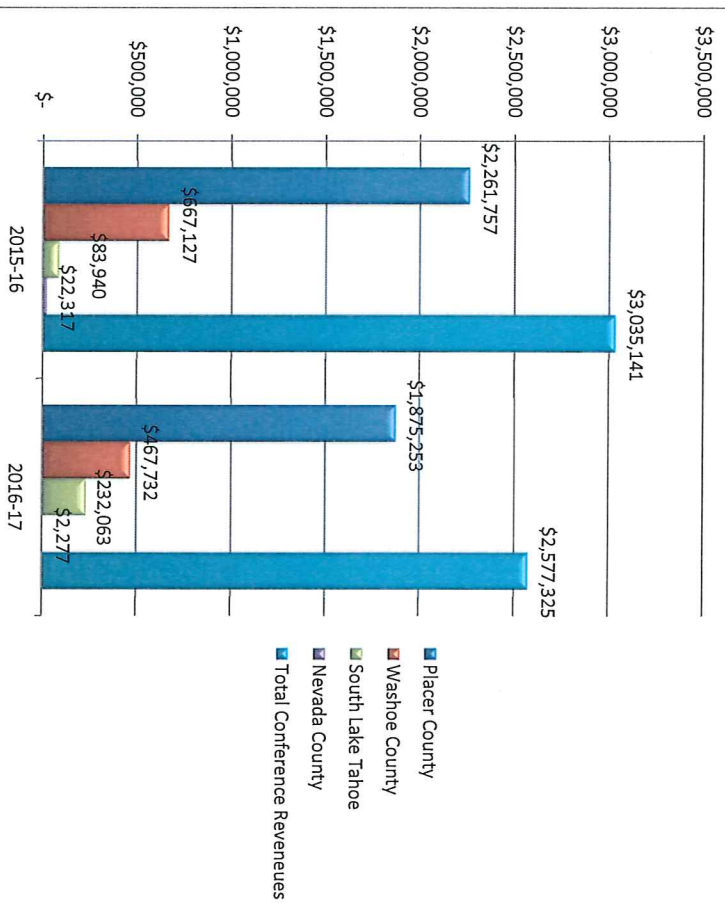
Conference Revenue And Percentage by County:				
	15-16	16-17	17-18	YOY % Change
Placer	75%	73%	73%	-17.09%
Washoe	22%	18%	9%	-29.89%
South Lake	3%	9%	3%	176.46%
Nevada	1%	0%	1%	-89.80%
Total Conference Revenue	\$ 3,035,141	\$ 2,577,325	\$ 2,577,325	-15.08%

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



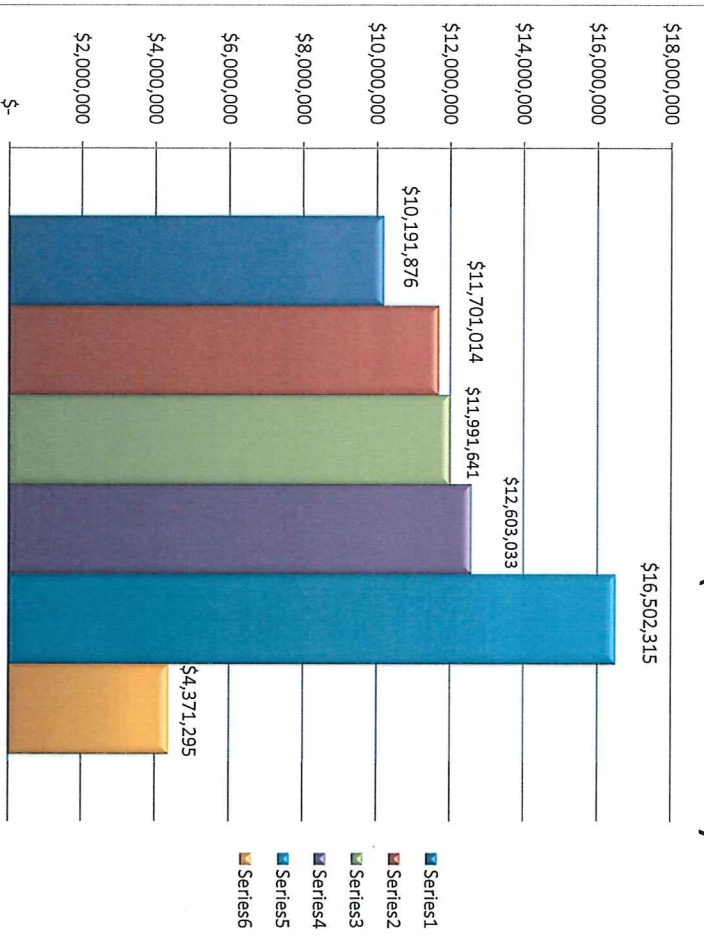
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
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Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ -	
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ -	
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 1,472,753	-41.4%

Conference Revenue Statistics & Revenue Share by County



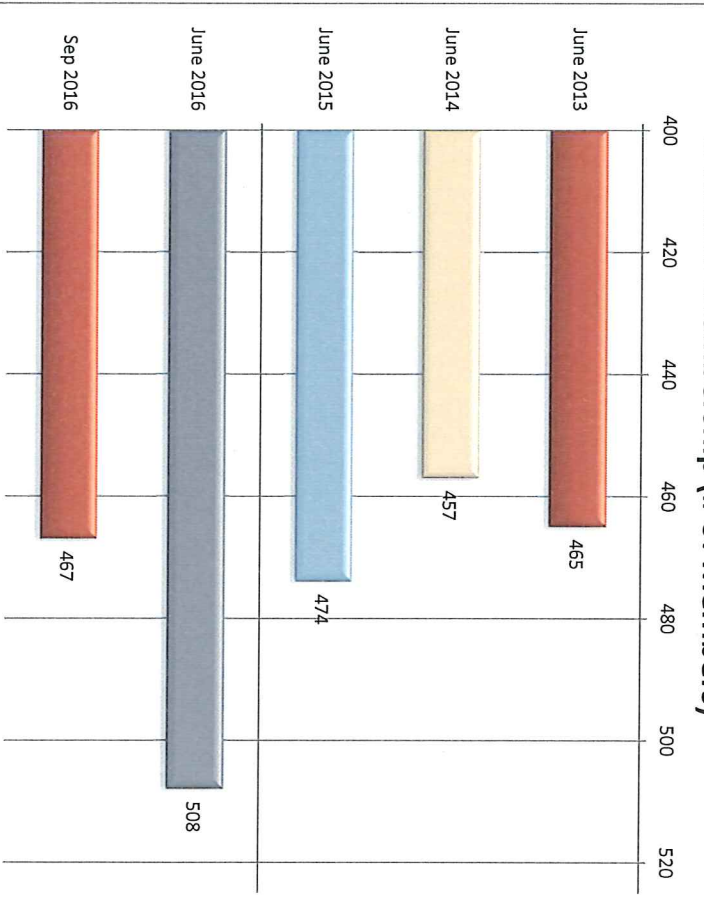
	2015-16	2016-17	YOY % Change
FORWARD LOOKING (2015/16)			
Total Revenue Booked	\$ 3,035,141	\$ 2,577,325	-15.08%
Forecasted Commission for this Revenue	159,602	105,358	-33.99%
Number of Room Nights	15,866	16,050	1.16%
Number of Tentative Bookings	62	50	-19.35%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
Placer	\$ 2,261,757	\$ 1,875,253	-17.09%
Washoe	\$ 667,127	\$ 467,732	-29.89%
South Lake	\$ 83,940	\$ 232,063	176.46%
Nevada	\$ 22,317	\$ 2,277	-89.80%
Total Conference Revenue	\$ 3,035,141	\$ 2,577,325	-15.08%

5-Year Annual TOT Collections (Fiscal Year Basis)



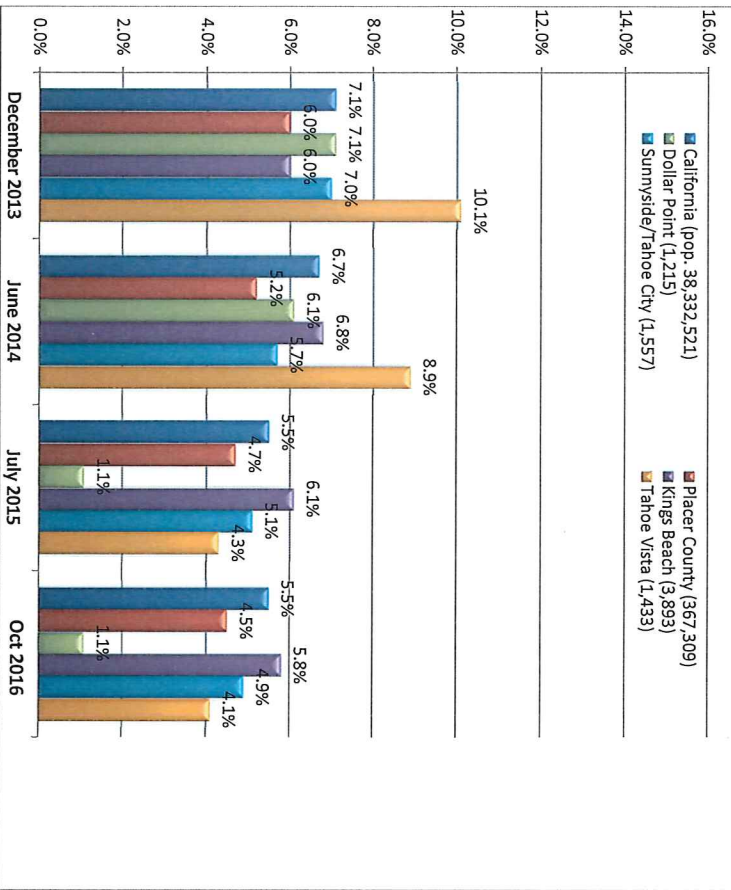
Year	Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Sep 2016)				Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
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Chamber Membership (# of Members)



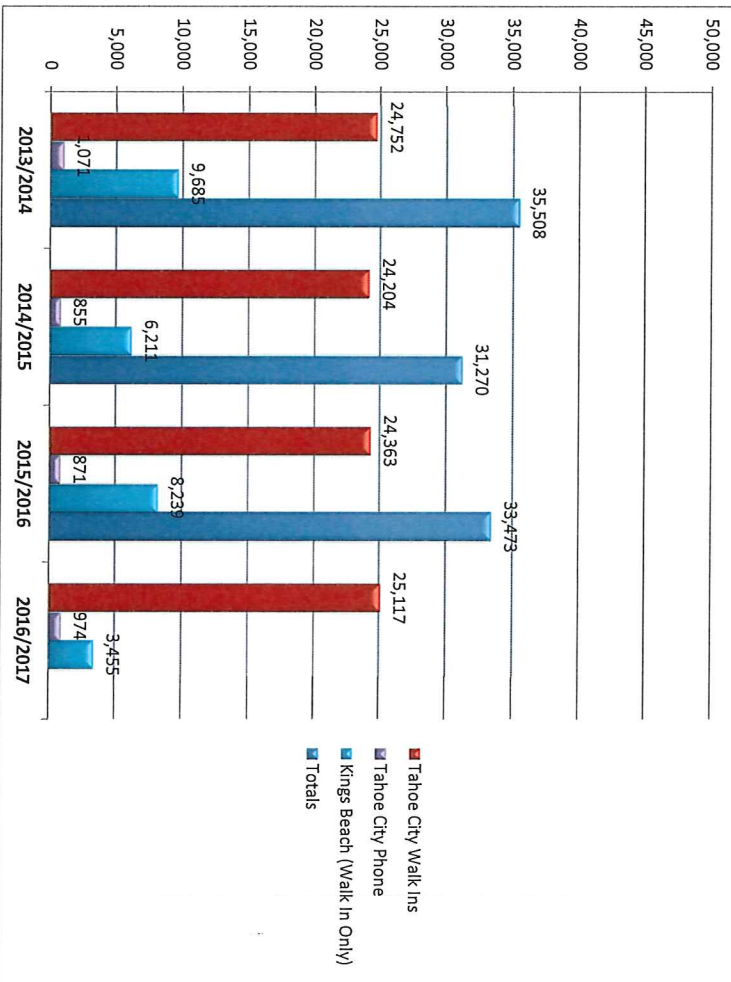
Chamber Of Commerce Total Membership	
June 2013	465
June 2014	457
June 2015	474
June 2016	508
Sep 2016	467

Unemployment Rates by Region



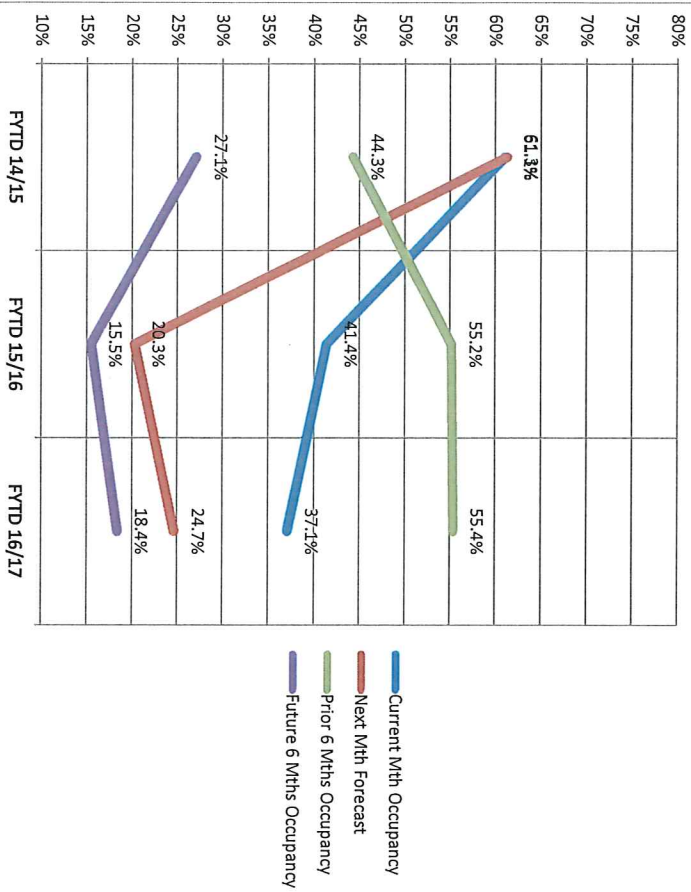
Unemployment Rates	December 2013	June 2014	July 2015	Oct 2016
California	7.1%	6.7%	5.5%	5.5%
Placer County	6.0%	5.2%	4.7%	4.5%
Dollar Point	7.1%	6.1%	1.1%	1.1%
Kings Beach	6.0%	6.8%	6.1%	5.8%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	4.9%
Tahoe Vista	10.1%	8.9%	4.3%	4.1%

Visitor Information - FYTD YOY



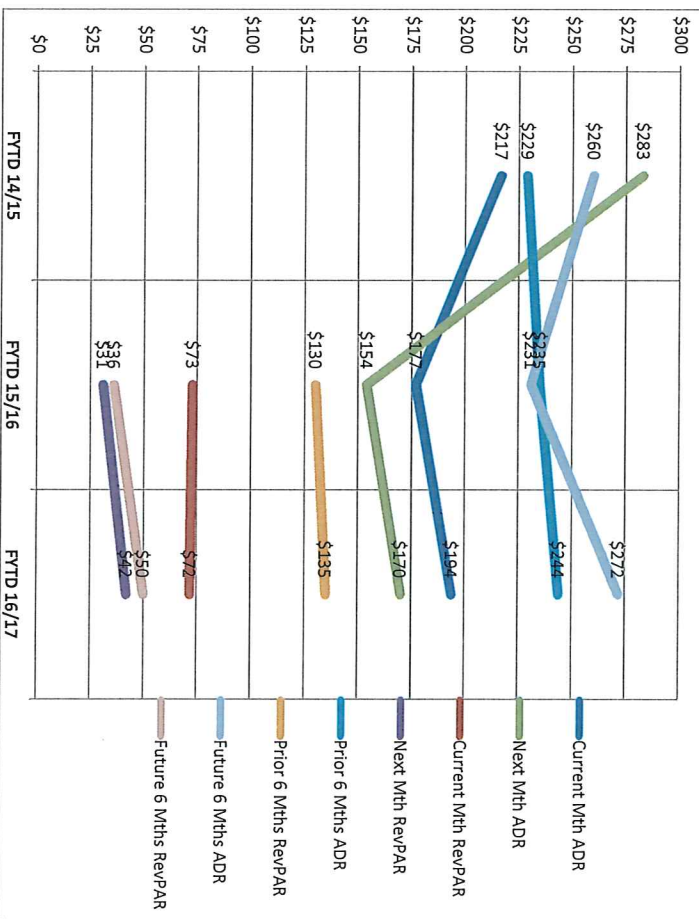
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Phone	1,071	855	871	974	11.83%
Kings Beach (Walk In Only, Jun-Sep)	9,685	6,211	8,239	3,455	-58.07%
Totals	35,508	31,270	33,473	29,546	-11.79%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
Occupancy	61.1%	41.4%	37.1%	-10.5%
Occupancy 1 Mth Forecast	61.3%	20.3%	24.7%	21.9%
Occupancy (prior 6 months)	44.3%	55.2%	55.4%	0.4%
Occupancy (next 6 months)	27.1%	15.5%	18.4%	18.8%

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	\$177	\$194	9.6%
RevPAR (Rev per Available Room)	\$283	\$73	\$72	-1.9%
ADR 1 Mth Forecast	\$283	\$154	\$170	10.7%
RevPAR 1 Mth Forecast	\$229	\$31	\$42	34.8%
ADR (prior 6 months)	\$260	\$235	\$244	4.0%
RevPAR (prior 6 months)	\$260	\$130	\$135	4.5%
ADR (next 6 months)	\$260	\$231	\$272	17.8%
RevPAR (next 6 months)	\$260	\$36	\$50	40.0%