

KEY METRICS FOR MAY 31, 2016 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (Report for March 2016)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
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	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,388	\$ 1,867,336	\$ 12,602,133
2015-16	\$ 4,857,774	\$ 3,836,304	\$ 1,574,404	\$ -	\$ 10,268,482

Visitor Information Comparative Statistics For Fiscal YTD 2012 - 2016					
Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:					
Walk In/Events	35,448	41,548	38,671	37,568	-2.85%
Phone/Email	2,672	2,721	2,370	2,909	22.74%
Kings Beach (Walk In Only)	3,014	5,278	3,472	4,782	37.73%
Reno (Walk In) (Closed)	1,793	3,834	Closed	Closed	N/A

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (Report for February 2016)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 881,698	-0.41%
Second	\$ 529,470	\$ 481,165	\$ 557,614		
Third	\$ 724,645	\$ 589,226	\$ 582,694		
Fourth	\$ 488,100	\$ 521,965	\$ 498,918		
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,524,594	\$ 881,698	

Unemployment Rates	December 2013	June 2014	July 2015	EDD
				May 2016
California (pop. 38,332,521)	7.9%	7.1%	6.7%	5.2%
Placer County (367,309)	6.5%	6.0%	5.2%	4.0%
Dollar Point (1,215)	7.6%	7.1%	6.1%	0.9%
Kings Beach (3,893)	6.5%	6.0%	6.8%	5.2%
Sunnyside/Tahoe City (1,557)	7.6%	7.0%	5.7%	4.4%
Tahoe Vista (1,433)	11.0%	10.1%	8.9%	3.6%

Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	Change
Occupancy	34.7%	35.9%	3.5%
ADR (Average Daily Rate)	\$ 170	\$ 176	3.7%
RevPAR (Rev per Available Room)	\$ 59	\$ 63	7.3%
Occupancy 1 Mth Forecast	52.9%	46.9%	-11.5%
ADR 1 Mth Forecast	\$ 210	\$ 234	11.3%
RevPAR 1 Mth Forecast	\$ 111	\$ 110	-1.4%
Occupancy (prior 6 months)	42.8%	52.1%	21.9%
ADR (prior 6 months)	\$ 249	\$ 268	7.3%
RevPAR (prior 6 months)	\$ 107	\$ 140	30.8%
Occupancy (next 6 months)	30.6%	33.2%	8.5%
ADR (next 6 months)	\$ 245	\$ 249	1.5%
RevPAR (next 6 months)	\$ 75	\$ 83	10.1%

Infrastructure Fund Balances Held by Placer County as of 3/31/16 (Reported Quarterly)	Total Chamber Membership
FY 2013-14 Contract	June 2012 510
FY 2014-15 Contract	June 2013 465
FY 2015-16 Contract	June 2014 457
Total Fund Balances	June 2015 474
	Feb 2016 508

Conference Revenue Statistics Comparison FYTD 2014/15 vs. FYTD 2015/16			
	2014-15		YOY % Change
	Actuals	Forecasted	
FORWARD LOOKING (2015/16)			
Total Revenue Booked through April	\$ 3,027,349	\$ 3,485,163	15.12%
Forecasted Commission for this Revenue	157,654	195,108	23.76%
Number of Room Nights	16,873	19,109	13.25%
Number of Tentative Bookings	91	96	5.49%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,800,000	12.00%
Annual Commission Goal	\$ 170,000	\$ 175,000	2.94%

Conference Revenue And Percentage by County:					
	14-15		15-16		
	%	\$	%	\$	
Placer	66%	\$ 2,007,445	74%	\$ 2,566,415	27.84%
Washoe	5%	\$ 139,002	19%	\$ 668,815	381.15%
South Lake	24%	\$ 737,080	6%	\$ 208,893	-71.66%
Nevada	5%	\$ 143,822	1%	\$ 41,040	-71.46%
Total Conference Revenue	100%	\$ 3,027,349	100%	\$ 3,485,163	15.12%