



**north lake tahoe**

Chamber | CVB | Resort Association

June 2017

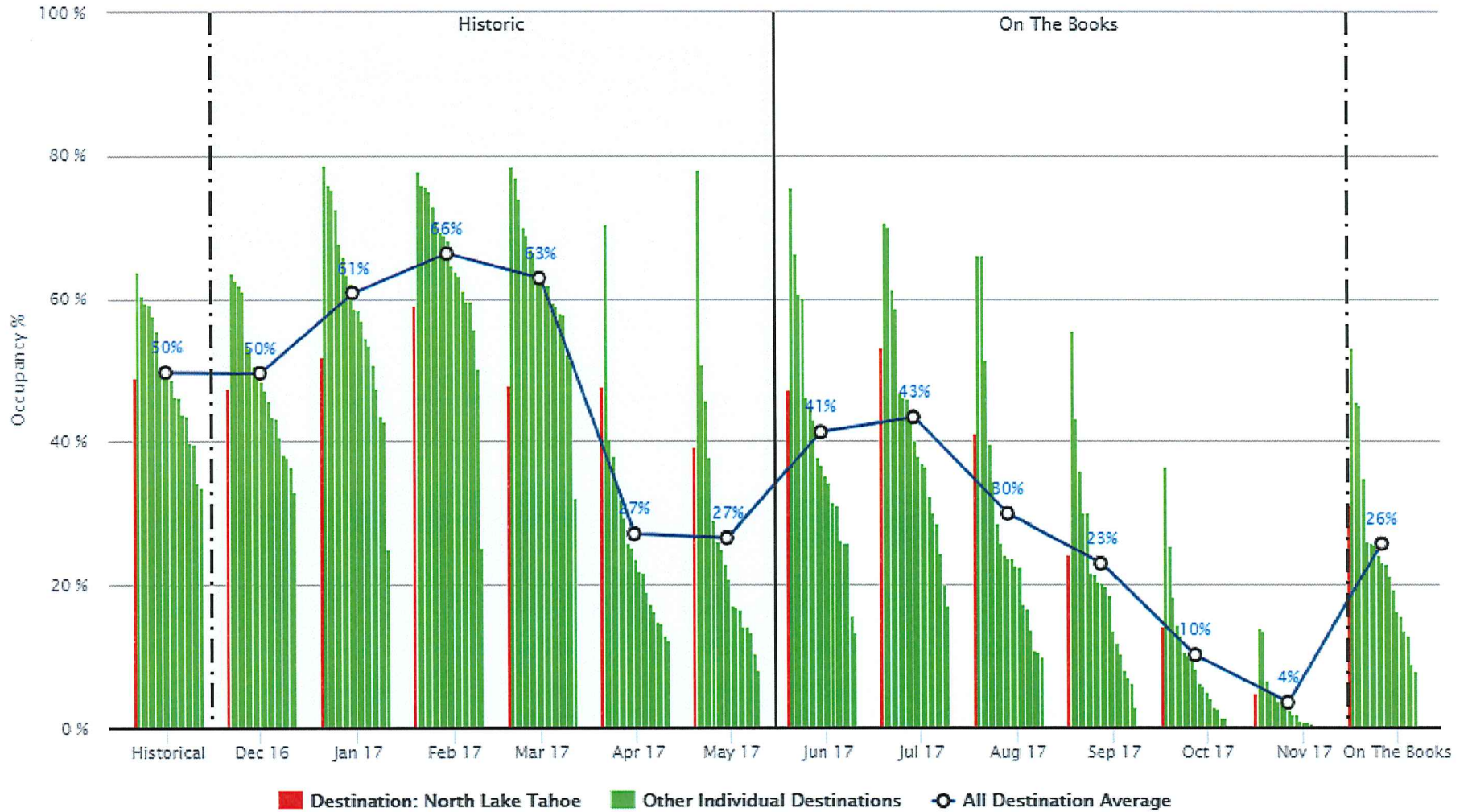
# Standing Reports

Overview Based on data from 19 reporting DestiMetrics Destinations

Executive Summary				
	High	Low	Average	North Lake Tahoe
<b>Last Month Occupancy Industry Wide: High / Low and Average for Month vs North Lake Tahoe Occupancy</b>				
Historic Actual Occupancy for Last Month	78.1%	0.0%	26.6%	39.2%
% Change in Historic Actual Occupancy for Last Month	83.3%	-9.0%	2.0%	8.1%
<b>Last Month ADR: Industry Wide High / Low and Average for Month vs North Lake Tahoe ADR</b>				
Historic Actual Average Daily Rate for Last Month	\$ 203	\$ 0	\$ 165	\$ 203
% Change in Historic Actual Average Daily Rate for Last Month	26.9%	-14.7%	5.6%	5.5%
<b>Last Month RevPAR: Industry Wide High / Low and Average for Month vs North Lake Tahoe RevPAR</b>				
Historic Actual RevPAR for Last Month	\$ 132	\$ 0	\$ 44	\$ 79
% Change in Historic Actual RevPAR for Last Month	97.1%	-10.8%	7.7%	14.0%
<b>Next Month Occupancy: Industry Wide High / Low and Average for Month vs North Lake Tahoe Occupancy</b>				
Historic Actual Occupancy for Next Month	75.7%	13.3%	41.3%	47.1%
% Change in Historic Actual Occupancy for Next Month	41.6%	-6.6%	1.2%	1.0%
<b>Next Month ADR: Industry Wide High / Low and Average for Month vs North Lake Tahoe ADR</b>				
Historic Actual Average Daily Rate for Next Month	\$ 408	\$ 95	\$ 240	\$ 302
% Change in Historic Actual Average Daily Rate for Next Month	15.8%	-22.3%	6.5%	6.4%
<b>Next Month RevPAR: Industry Wide High / Low and Average for Month vs North Lake Tahoe RevPAR</b>				
Historic Actual RevPAR for Next Month	\$ 246	\$ 20	\$ 99	\$ 142
% Change in Historic Actual RevPAR for Next Month	25.2%	-8.8%	7.8%	7.5%

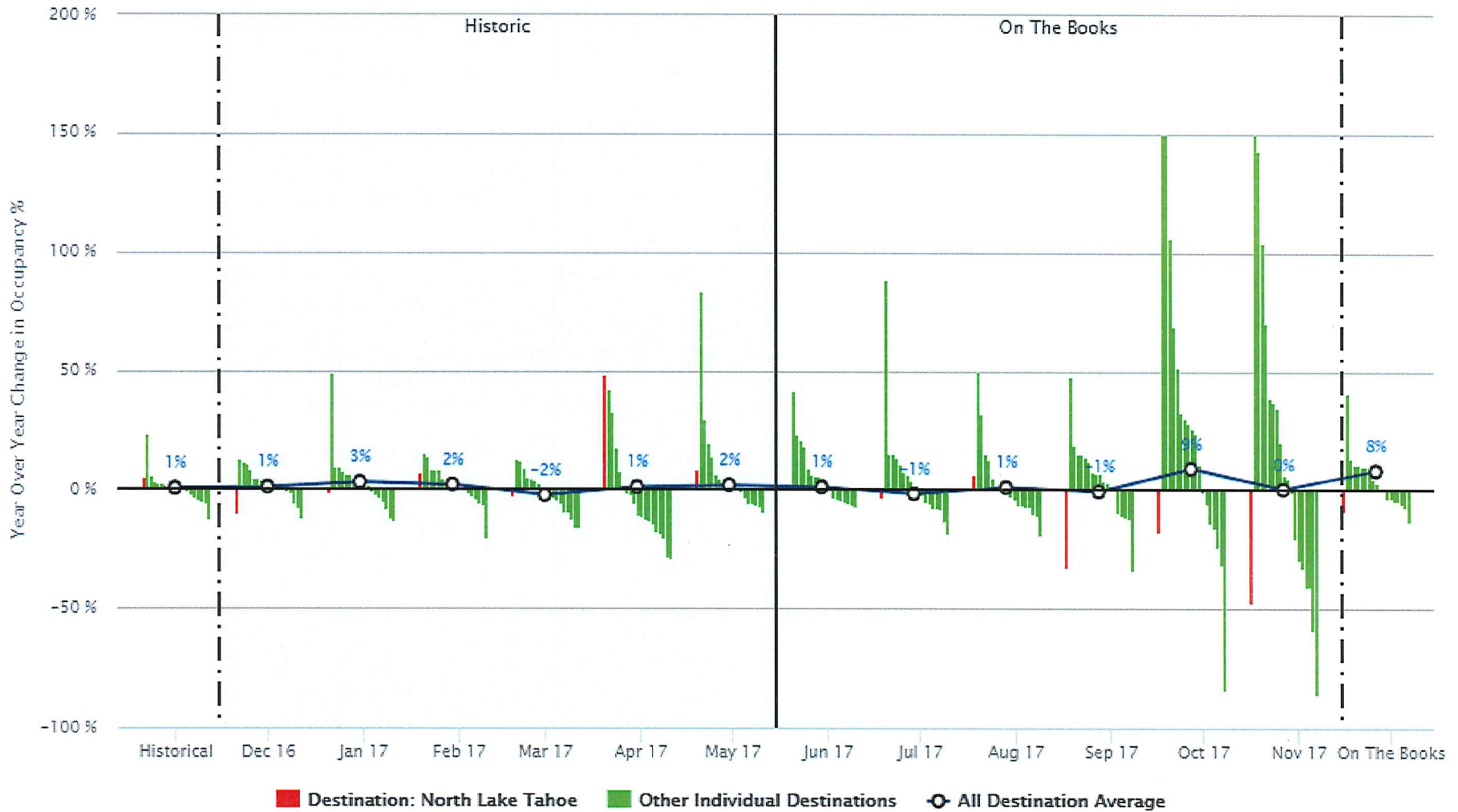
DESCRIPTION: The Multi Destination Comparative Report compares occupancy and average daily rate (ADR) between the Base Destination and all other Inntopia reporting destinations. The red/green data points in the summary above for the base destination indicate that the destination as being above or below the average. In all cases, the Base Destination is represented on the far left of the tables and the far left of the charts. The Base Destination is differentiated on charts with a Red data series bar. All other Destinations are represented with a Green data series bar. All data is sorted in descending order from highest to lowest and left to right, with the all destination average on the far right of the tables. All destination average is differentiated on charts by a blue line data set. Individual destination data may be obtained through the Multi-Destination Comparative Enhanced report, available by contacting DestiMetrics at the address below

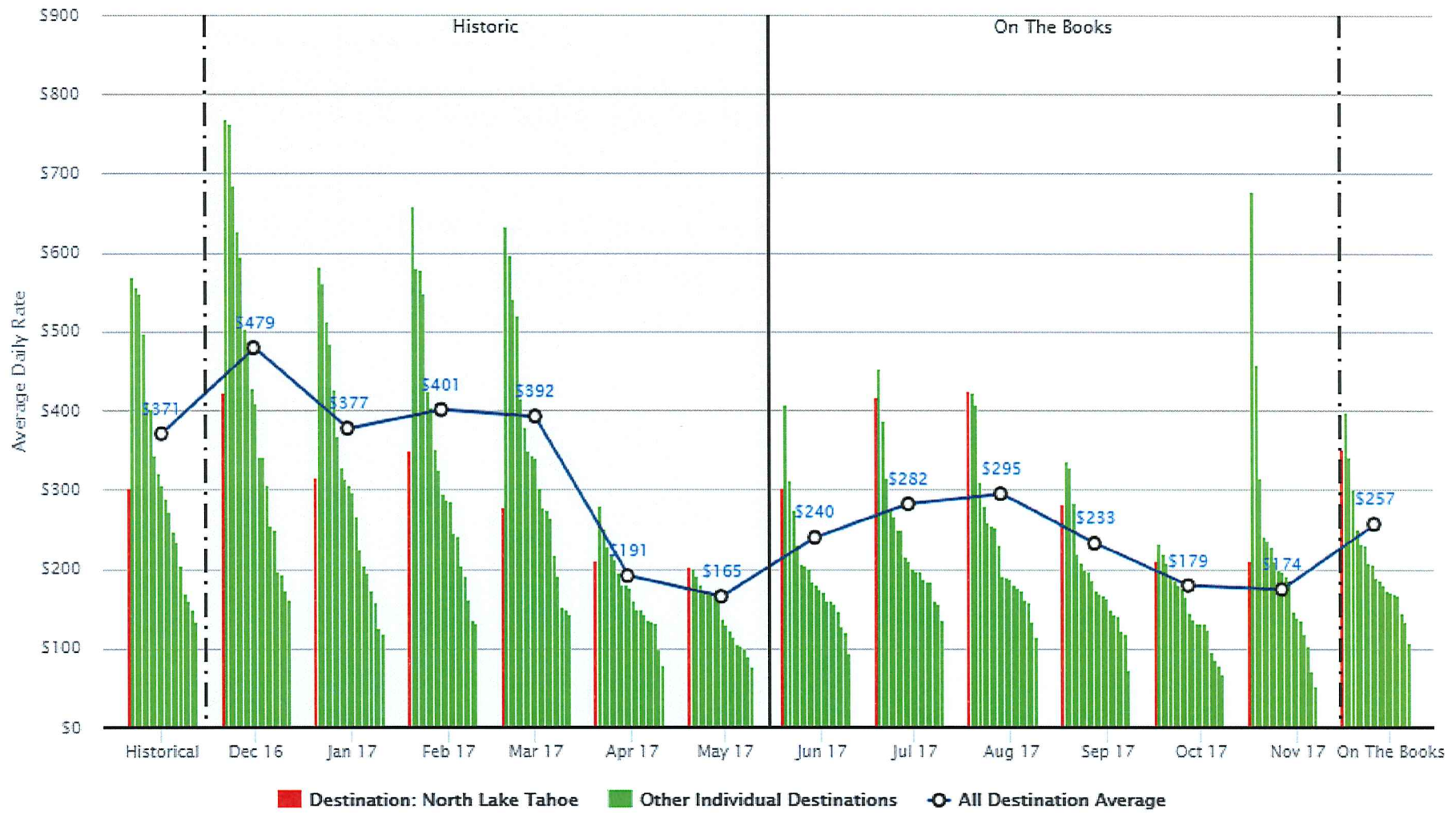
© 2017 Sterling Valley Systems, Inc. All rights reserved. No parts of this work may be reproduced in any form or by any means, graphic, electronic or mechanical, including photocopying, recording, taping or information storage and retrieval systems - without the written permission of the copyright holder. Products that are referred to in this document may be either trademarks and/or registered trademarks of the respective owners. The publisher and the author make no claim to these Trademarks. While every precaution has been taken in the preparation of this document, the publisher and the author assume no responsibility for errors or omissions, or for damages resulting from the use of information contained in this document or from the use of programs and source code that may accompany it. In no event shall the publisher and the author be liable for any loss of profit or any other commercial damage caused or alleged to have been caused directly or indirectly by this document.



© 2017 Sterling Valley Systems, Inc. DBA Inntopia. Inntopia's business practices, metrics, reports, systems and procedures and all subscriber data is CONFIDENTIAL INFORMATION, and protected by law. Reproduction or distribution is prohibited. All individual Inntopia subscriber data is kept strictly confidential and displayed only when aggregated with other similar data and indistinguishable as a result. Inntopia, 303.722.7346, DestiMetrics@Inntopia.com

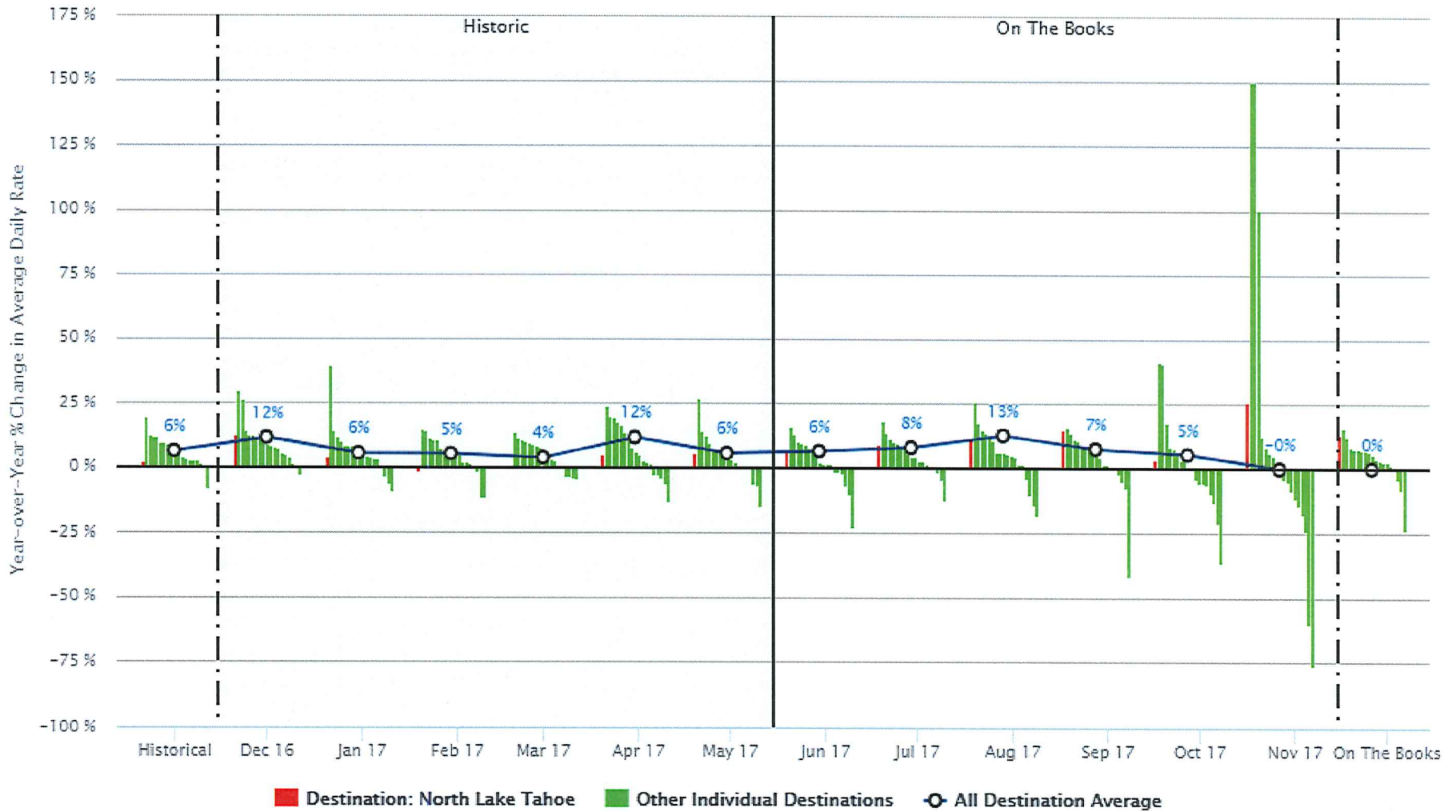
**North Lake Tahoe Year-over-Year % Change in Occupancy (Most Recent Data)**  
 Multi-Destination Comparative Report as of May 31, 2017

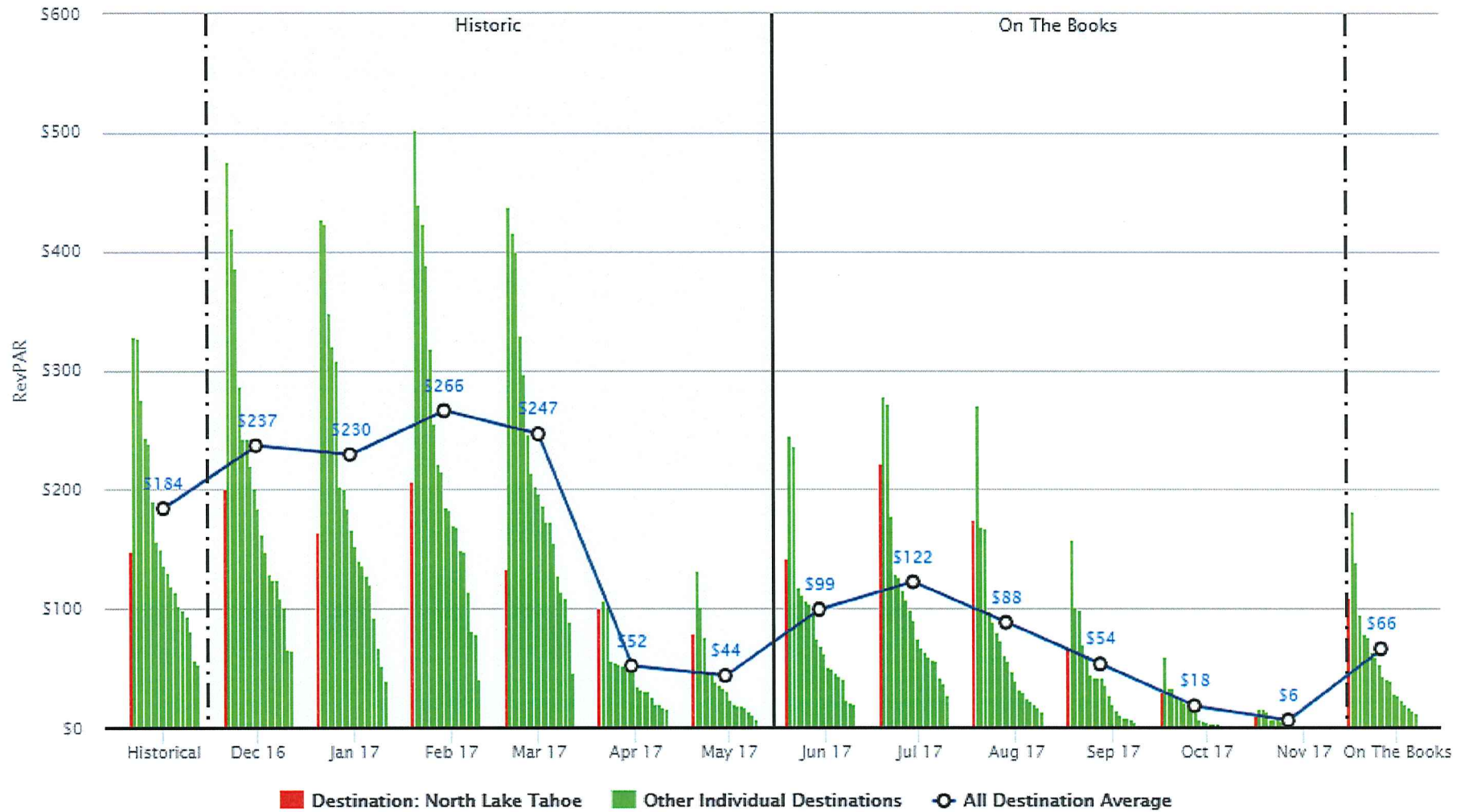




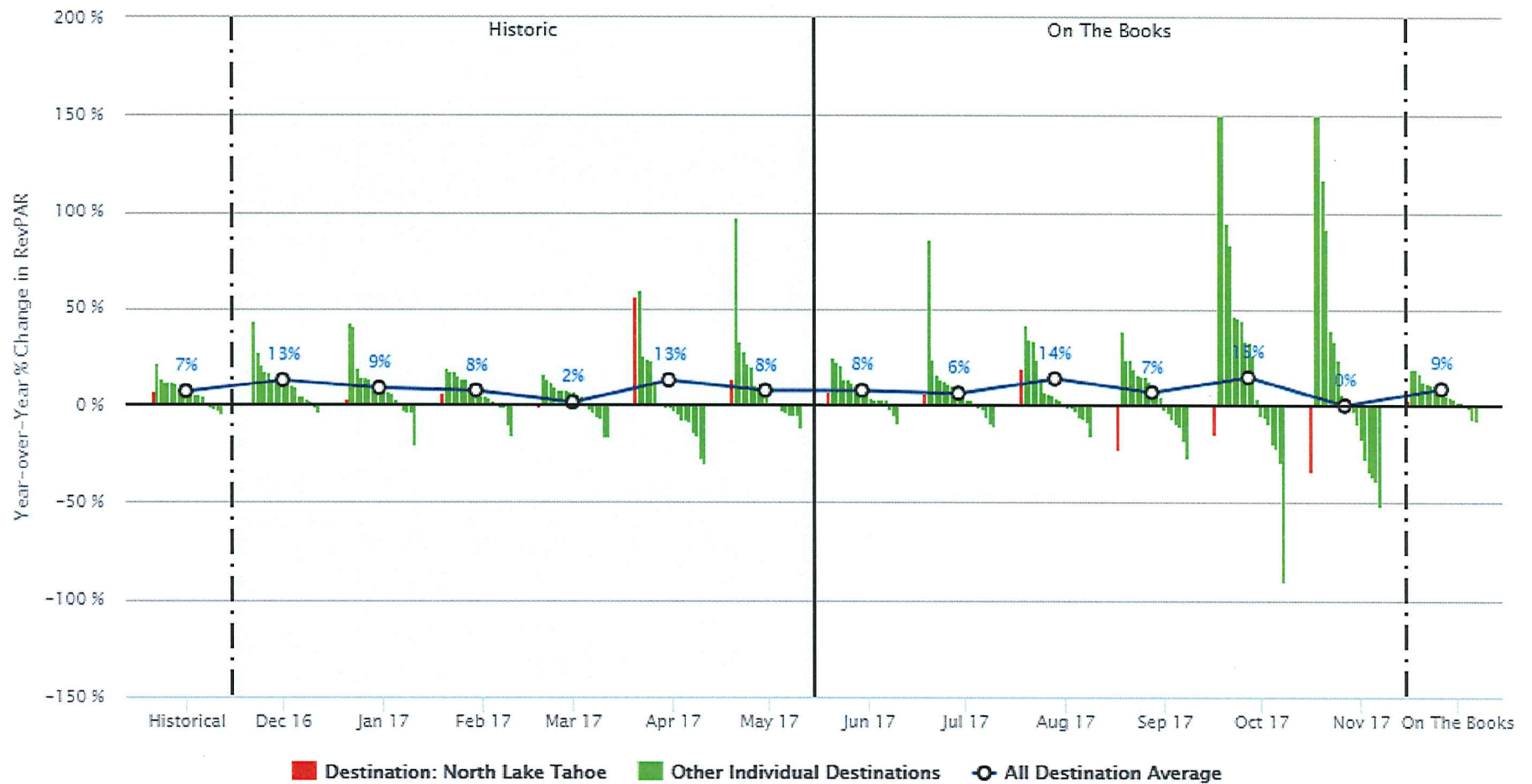
© 2017 Sterling Valley Systems, Inc. DBA Inntopia. Inntopia's business practices, metrics, reports, systems and procedures and all subscriber data is CONFIDENTIAL INFORMATION, and protected by law. Reproduction or distribution is prohibited. All individual Inntopia subscriber data is kept strictly confidential and displayed only when aggregated with other similar data and indistinguishable as a result. Inntopia, 303.722.7346, DestiMetrics@inntopia.com

North Lake Tahoe Year-over-Year % Change in Average Daily Rate (Most Recent Data)  
Multi-Destination Comparative Report as of May 31, 2017





North Lake Tahoe Year-over-Year % Change in RevPAR





## North Lake Tahoe Occupancy Rate (Most Recent Data) Multi-Destination Comparative Report as of May 31, 2017

Monthly Occupancy	Base Destination	Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Next Highest Occupancy	Lowest Occupancy	All Destination Average
Dec 16	47.5%	63.8%	62.6%	62.0%	61.2%	54.0%	53.0%	50.5%	50.0%	48.4%	47.1%	45.7%	43.4%	43.3%	40.7%	38.2%	37.7%	36.5%	33.0%	33.0%	49.5%
Jan 17	51.8%	78.7%	76.0%	75.4%	72.6%	67.8%	66.0%	63.6%	62.2%	58.7%	58.4%	57.1%	54.4%	53.5%	50.6%	47.4%	43.7%	42.9%	25.1%	25.1%	60.8%
Feb 17	59.2%	77.9%	76.0%	75.8%	75.1%	73.1%	70.8%	69.5%	69.1%	68.2%	64.8%	63.8%	63.3%	61.1%	59.8%	59.7%	55.8%	50.0%	25.3%	25.3%	66.4%
Mar 17	47.9%	78.4%	76.9%	74.1%	70.2%	69.0%	66.9%	66.7%	63.2%	63.1%	62.1%	62.0%	59.5%	59.0%	58.0%	57.9%	52.3%	51.3%	32.2%	32.2%	62.9%
Apr 17	47.6%	70.6%	40.3%	38.1%	34.5%	31.9%	29.4%	25.9%	25.2%	23.6%	21.9%	21.8%	19.0%	17.4%	16.4%	14.8%	14.6%	13.0%	12.4%	12.4%	27.2%
May 17	39.2%	78.1%	50.7%	45.7%	37.9%	29.0%	26.2%	25.0%	23.1%	20.8%	17.0%	17.0%	16.5%	14.2%	14.2%	13.3%	10.4%	8.1%	0.0%	0.0%	26.6%
Jun 17	47.1%	75.7%	66.4%	60.8%	60.2%	46.1%	45.1%	42.9%	37.7%	36.7%	35.2%	34.3%	31.6%	31.1%	26.3%	25.9%	25.9%	15.6%	13.3%	13.3%	41.3%
Jul 17	53.1%	70.9%	70.2%	61.3%	58.7%	46.8%	46.1%	46.0%	43.5%	40.0%	37.9%	37.1%	36.5%	32.5%	30.1%	28.6%	24.5%	20.1%	17.0%	17.0%	43.3%
Aug 17	41.1%	66.3%	66.2%	51.3%	39.6%	34.5%	28.5%	26.0%	24.2%	23.8%	23.8%	22.9%	22.5%	17.3%	16.6%	13.8%	10.8%	10.6%	10.0%	10.0%	29.9%
Sep 17	24.1%	55.4%	43.1%	35.9%	30.2%	30.0%	21.7%	21.4%	20.4%	20.2%	19.7%	18.5%	13.5%	11.9%	10.5%	8.1%	7.1%	6.3%	2.9%	2.9%	23.0%
Oct 17	14.1%	36.6%	25.5%	18.4%	14.4%	12.9%	10.6%	10.3%	9.9%	8.3%	6.4%	5.8%	5.0%	4.2%	3.0%	2.7%	1.5%	1.4%	0.4%	0.4%	10.2%
Nov 17	4.8%	14.0%	13.6%	6.8%	5.0%	4.8%	3.8%	3.8%	2.9%	2.5%	1.9%	1.9%	1.0%	0.8%	0.8%	0.5%	0.5%	0.4%	0.1%	0.1%	3.5%
<b>Grand Total</b>	<b>40.1%</b>	<b>56.5%</b>	<b>51.4%</b>	<b>47.4%</b>	<b>41.4%</b>	<b>40.8%</b>	<b>39.6%</b>	<b>37.4%</b>	<b>36.4%</b>	<b>35.9%</b>	<b>35.7%</b>	<b>35.1%</b>	<b>34.1%</b>	<b>32.9%</b>	<b>32.6%</b>	<b>30.0%</b>	<b>29.7%</b>	<b>28.0%</b>	<b>21.0%</b>	<b>21.0%</b>	<b>37.8%</b>
<b>Historical Months Total</b>	<b>48.8%</b>	<b>63.9%</b>	<b>60.5%</b>	<b>59.5%</b>	<b>59.3%</b>	<b>57.6%</b>	<b>55.6%</b>	<b>49.5%</b>	<b>49.1%</b>	<b>49.0%</b>	<b>48.7%</b>	<b>46.3%</b>	<b>46.1%</b>	<b>43.8%</b>	<b>43.6%</b>	<b>39.8%</b>	<b>39.6%</b>	<b>34.3%</b>	<b>33.7%</b>	<b>33.7%</b>	<b>49.6%</b>
<b>On the Books Total</b>	<b>31.1%</b>	<b>53.1%</b>	<b>45.6%</b>	<b>45.0%</b>	<b>34.9%</b>	<b>26.1%</b>	<b>25.9%</b>	<b>25.7%</b>	<b>24.3%</b>	<b>23.1%</b>	<b>23.0%</b>	<b>21.4%</b>	<b>19.3%</b>	<b>16.3%</b>	<b>15.7%</b>	<b>13.6%</b>	<b>13.0%</b>	<b>9.0%</b>	<b>7.8%</b>	<b>7.8%</b>	<b>25.8%</b>

Base Destination(s) = North Lake Tahoe

North Lake Tahoe Year-over-Year % Change in Occupancy (Most Recent Data)  
Multi-Destination Comparative Report as of May 31, 2017

Occupancy Months Compared	Base Destination	Highest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Lowest Pacing	All Destination Average
Dec 16 vs. Dec 15	-9.7%	12.6%	11.6%	10.9%	8.3%	4.6%	4.3%	3.8%	3.0%	2.6%	2.2%	0.8%	0.7%	-0.1%	-0.5%	-1.1%	-5.4%	-7.0%	-11.5%	1.2%	
Jan 17 vs. Jan 16	-0.9%	49.3%	9.8%	9.5%	7.7%	6.7%	6.5%	4.8%	4.3%	3.4%	2.5%	2.0%	-0.2%	-1.8%	-3.2%	-4.5%	-8.1%	-11.9%	-13.2%	3.2%	
Feb 17 vs. Feb 16	7.3%	15.5%	13.7%	8.5%	8.2%	8.1%	4.4%	3.3%	2.9%	2.7%	2.4%	1.6%	0.5%	-1.1%	-2.3%	-3.4%	-5.6%	-6.3%	-20.0%	2.1%	
Mar 17 vs. Mar 16	-2.3%	12.7%	11.9%	9.1%	5.3%	4.8%	4.3%	2.8%	1.6%	-0.3%	-2.6%	-3.1%	-4.5%	-5.6%	-9.1%	-9.2%	-12.5%	-15.6%	-15.8%	-2.2%	
Apr 17 vs. Apr 16	48.6%	42.3%	32.6%	17.7%	7.9%	1.9%	-1.3%	-1.4%	-5.7%	-10.6%	-11.3%	-12.5%	-13.3%	-14.3%	-17.2%	-18.0%	-19.9%	-27.8%	-28.3%	1.2%	
May 17 vs. May 16	8.1%	83.3%	29.6%	19.6%	13.9%	6.4%	4.5%	3.1%	2.1%	0.4%	0.0%	-0.1%	-0.5%	-3.1%	-5.4%	-5.5%	-6.3%	-6.5%	-9.0%	2.0%	
Jun 17 vs. Jun 16	1.0%	41.6%	23.4%	20.7%	18.2%	9.3%	6.3%	6.1%	5.9%	5.1%	3.8%	1.9%	-2.6%	-3.3%	-4.3%	-4.7%	-5.7%	-5.9%	-6.6%	1.2%	
Jul 17 vs. Jul 16	-2.7%	88.2%	15.5%	15.0%	13.2%	11.0%	7.8%	6.3%	3.9%	2.3%	0.5%	-2.0%	-4.6%	-5.7%	-7.1%	-7.5%	-7.9%	-12.7%	-18.0%	-1.5%	
Aug 17 vs. Aug 16	6.7%	49.4%	32.4%	15.3%	12.8%	5.4%	1.6%	0.5%	-0.1%	-0.7%	-2.1%	-3.3%	-5.8%	-6.2%	-6.5%	-6.7%	-9.5%	-10.6%	-18.4%	1.2%	
Sep 17 vs. Sep 16	-32.6%	48.0%	19.2%	15.0%	14.9%	14.2%	11.9%	7.9%	7.2%	6.8%	4.0%	3.2%	2.0%	1.4%	-8.9%	-10.2%	-11.2%	-11.9%	-33.7%	-0.5%	
Oct 17 vs. Oct 16	-17.1%	533.3%	201.7%	105.9%	69.0%	51.5%	32.7%	30.5%	28.5%	25.8%	23.8%	10.8%	-0.5%	-5.4%	-13.7%	-15.4%	-23.5%	-31.2%	-83.5%	9.0%	
Nov 17 vs. Nov 16	-47.1%	8,033.6%	143.1%	104.1%	70.3%	39.2%	37.1%	34.9%	20.5%	6.3%	5.0%	-0.2%	-19.5%	-29.1%	-32.4%	-40.6%	-40.7%	-58.6%	-85.4%	0.5%	
Grand Total	-0.4%	26.7%	5.0%	3.8%	3.6%	2.7%	2.6%	2.6%	2.4%	2.0%	1.9%	0.7%	0.7%	-0.4%	-0.4%	-2.4%	-4.0%	-7.4%	-10.4%	0.5%	
Historical Months Total	5.4%	23.2%	5.7%	3.3%	2.8%	2.5%	2.4%	1.5%	1.2%	0.9%	0.6%	-0.1%	-0.4%	-1.4%	-2.9%	-4.3%	-4.8%	-5.1%	-12.4%	0.7%	
On the Books Total	-8.4%	40.9%	13.5%	11.0%	10.9%	10.0%	10.0%	8.3%	5.1%	3.5%	1.0%	0.7%	-2.7%	-3.2%	-4.1%	-4.3%	-5.6%	-6.9%	-13.1%	8.1%	

Base Destination(s) = North Lake Tahoe

North Lake Tahoe Average Daily Rate (Most Recent Data)  
Multi-Destination Comparative Report as of May 31, 2017

Monthly Average Daily Rate	Base Destination	Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Next Highest ADR	Lowest ADR	All Destination Average
Dec 16	\$ 423	\$ 768	\$ 764	\$ 686	\$ 628	\$ 596	\$ 503	\$ 486	\$ 429	\$ 409	\$ 342	\$ 342	\$ 307	\$ 256	\$ 251	\$ 196	\$ 194	\$ 172	\$ 162	\$ 162	\$ 479
Jan 17	\$ 316	\$ 583	\$ 562	\$ 513	\$ 484	\$ 426	\$ 368	\$ 328	\$ 314	\$ 306	\$ 297	\$ 267	\$ 225	\$ 205	\$ 196	\$ 174	\$ 158	\$ 126	\$ 119	\$ 119	\$ 377
Feb 17	\$ 350	\$ 660	\$ 581	\$ 578	\$ 549	\$ 424	\$ 404	\$ 352	\$ 325	\$ 296	\$ 287	\$ 286	\$ 247	\$ 243	\$ 205	\$ 192	\$ 162	\$ 136	\$ 131	\$ 131	\$ 401
Mar 17	\$ 278	\$ 634	\$ 597	\$ 540	\$ 521	\$ 416	\$ 379	\$ 350	\$ 345	\$ 340	\$ 303	\$ 278	\$ 274	\$ 266	\$ 219	\$ 191	\$ 152	\$ 148	\$ 143	\$ 143	\$ 392
Apr 17	\$ 211	\$ 279	\$ 251	\$ 229	\$ 218	\$ 212	\$ 195	\$ 181	\$ 181	\$ 176	\$ 160	\$ 149	\$ 148	\$ 143	\$ 135	\$ 133	\$ 131	\$ 100	\$ 78	\$ 78	\$ 191
May 17	\$ 203	\$ 201	\$ 192	\$ 181	\$ 173	\$ 169	\$ 168	\$ 167	\$ 163	\$ 137	\$ 130	\$ 121	\$ 115	\$ 105	\$ 104	\$ 100	\$ 90	\$ 77	\$ 0	\$ 0	\$ 165
Jun 17	\$ 302	\$ 408	\$ 312	\$ 274	\$ 231	\$ 207	\$ 205	\$ 202	\$ 184	\$ 181	\$ 175	\$ 171	\$ 160	\$ 160	\$ 156	\$ 147	\$ 127	\$ 120	\$ 95	\$ 95	\$ 240
Jul 17	\$ 417	\$ 453	\$ 387	\$ 315	\$ 276	\$ 267	\$ 250	\$ 250	\$ 215	\$ 211	\$ 202	\$ 198	\$ 197	\$ 187	\$ 185	\$ 184	\$ 160	\$ 156	\$ 136	\$ 136	\$ 282
Aug 17	\$ 425	\$ 422	\$ 408	\$ 309	\$ 280	\$ 259	\$ 256	\$ 254	\$ 230	\$ 191	\$ 191	\$ 188	\$ 181	\$ 178	\$ 173	\$ 162	\$ 158	\$ 133	\$ 115	\$ 115	\$ 295
Sep 17	\$ 282	\$ 337	\$ 329	\$ 284	\$ 221	\$ 209	\$ 200	\$ 197	\$ 187	\$ 173	\$ 170	\$ 168	\$ 163	\$ 149	\$ 142	\$ 142	\$ 122	\$ 118	\$ 73	\$ 73	\$ 233
Oct 17	\$ 210	\$ 233	\$ 220	\$ 208	\$ 191	\$ 186	\$ 180	\$ 177	\$ 165	\$ 145	\$ 136	\$ 132	\$ 132	\$ 131	\$ 125	\$ 96	\$ 87	\$ 80	\$ 68	\$ 68	\$ 179
Nov 17	\$ 210	\$ 678	\$ 458	\$ 315	\$ 242	\$ 236	\$ 230	\$ 210	\$ 200	\$ 197	\$ 191	\$ 187	\$ 147	\$ 139	\$ 135	\$ 118	\$ 103	\$ 71	\$ 52	\$ 52	\$ 174
Grand Total	\$ 321	\$ 495	\$ 464	\$ 455	\$ 413	\$ 369	\$ 341	\$ 327	\$ 300	\$ 289	\$ 270	\$ 250	\$ 220	\$ 220	\$ 195	\$ 187	\$ 164	\$ 154	\$ 128	\$ 128	\$ 332
Historical Months Total	\$ 303	\$ 570	\$ 556	\$ 549	\$ 498	\$ 411	\$ 403	\$ 344	\$ 321	\$ 306	\$ 289	\$ 272	\$ 248	\$ 235	\$ 205	\$ 170	\$ 159	\$ 147	\$ 133	\$ 133	\$ 371
On the Books Total	\$ 352	\$ 399	\$ 342	\$ 301	\$ 251	\$ 234	\$ 231	\$ 208	\$ 207	\$ 190	\$ 187	\$ 180	\$ 172	\$ 172	\$ 170	\$ 167	\$ 145	\$ 133	\$ 108	\$ 108	\$ 257

Base Destination(s) = North Lake Tahoe

North Lake Tahoe Year-over-Year % change in Average Daily Rate (Most Recent Data)  
Multi-Destination Comparative Report as of May 31, 2017

Average Daily Months Compared	Base Destination	Highest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Lowest Pacing	All Destination Average
Dec 16 vs. Dec 15	12.5%	29.8%	26.1%	14.5%	12.5%	12.4%	11.9%	11.6%	10.9%	8.8%	8.4%	7.7%	7.1%	5.5%	4.8%	4.2%	1.8%	0.0%	-2.3%	11.6%
Jan 17 vs. Jan 16	4.1%	39.4%	14.3%	12.2%	10.1%	8.7%	8.5%	8.3%	6.5%	5.6%	4.8%	4.6%	3.8%	3.3%	3.2%	-0.2%	-3.0%	-5.8%	-8.9%	5.6%
Feb 17 vs. Feb 16	-1.0%	15.0%	14.2%	11.4%	10.9%	10.6%	7.3%	6.9%	6.3%	5.1%	5.0%	4.8%	2.4%	2.4%	1.7%	1.2%	-1.1%	-10.9%	-11.1%	5.3%
Mar 17 vs. Mar 16	1.2%	13.4%	11.5%	11.1%	10.3%	9.7%	9.3%	8.3%	7.9%	6.3%	4.3%	3.2%	3.0%	-0.2%	-0.2%	-3.0%	-3.0%	-3.7%	-3.9%	3.8%
Apr 17 vs. Apr 16	5.1%	23.8%	20.1%	19.2%	17.9%	16.7%	13.9%	10.7%	7.7%	6.1%	5.1%	2.7%	2.0%	1.6%	-2.2%	-2.5%	-3.7%	-6.1%	-12.8%	11.7%
May 17 vs. May 16	5.5%	26.9%	14.5%	12.7%	9.5%	7.5%	7.0%	5.8%	4.9%	4.3%	3.5%	2.0%	0.4%	0.3%	0.1%	0.0%	-5.6%	-6.4%	-14.7%	5.6%
Jun 17 vs. Jun 16	6.4%	15.8%	12.9%	10.2%	9.7%	9.3%	7.7%	7.2%	6.8%	2.2%	1.9%	1.4%	1.4%	-1.0%	-1.3%	-1.8%	-6.3%	-10.0%	-22.3%	6.5%
Jul 17 vs. Jul 16	9.3%	18.4%	13.6%	11.6%	10.4%	9.4%	8.6%	8.1%	5.8%	4.5%	4.4%	2.7%	2.6%	1.7%	1.2%	1.0%	-1.1%	-4.2%	-12.0%	7.9%
Aug 17 vs. Aug 16	12.0%	25.7%	17.6%	15.0%	13.9%	12.4%	10.9%	6.4%	6.1%	6.0%	5.5%	5.0%	4.3%	1.6%	1.5%	-3.8%	-9.7%	-14.0%	-17.9%	12.6%
Sep 17 vs. Sep 16	14.7%	16.2%	13.8%	11.3%	11.1%	9.1%	9.0%	8.1%	6.5%	6.4%	4.6%	1.7%	1.6%	1.3%	0.9%	-1.8%	-4.6%	-7.0%	-41.2%	7.4%
Oct 17 vs. Oct 16	3.4%	41.1%	40.4%	17.7%	8.7%	8.2%	5.4%	3.5%	3.4%	0.9%	0.6%	-3.3%	-5.3%	-5.5%	-5.9%	-9.4%	-13.0%	-20.9%	-36.1%	5.3%
Nov 17 vs. Nov 16	25.9%	45,688.7%	354.4%	100.2%	12.4%	8.3%	6.5%	5.3%	2.2%	1.6%	-3.6%	-4.9%	-8.0%	-11.2%	-14.2%	-17.4%	-23.8%	-59.8%	-76.0%	-0.1%
Grand Total	6.2%	14.5%	12.4%	12.1%	10.2%	9.9%	9.0%	8.2%	6.9%	6.2%	6.0%	5.1%	3.4%	3.0%	2.6%	2.0%	0.7%	-0.9%	-10.7%	6.7%
Historical Months Total	2.1%	19.2%	12.7%	12.2%	12.0%	9.9%	9.5%	9.1%	6.7%	6.1%	5.2%	4.0%	3.4%	2.9%	2.8%	2.5%	1.3%	1.2%	-7.5%	6.3%
On the Books Total	13.1%	16.1%	12.3%	8.6%	8.1%	8.0%	7.5%	7.2%	6.9%	5.5%	3.9%	3.5%	2.8%	2.6%	1.9%	0.7%	-3.7%	-7.6%	-23.1%	0.0%

Base Destination(s) = North Lake Tahoe

## North Lake Tahoe RevPAR (Most Recent Data) Multi-Destination Comparative Report as of May 31, 2017

Monthly RevPAR	Base Destination	Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Next Highest RevPAR	Lowest RevPAR	All Destination Average
Dec 16	\$ 201	\$ 476	\$ 420	\$ 386	\$ 287	\$ 243	\$ 242	\$ 221	\$ 202	\$ 184	\$ 163	\$ 148	\$ 129	\$ 124	\$ 124	\$ 109	\$ 102	\$ 66	\$ 65	\$ 237	
Jan 17	\$ 163	\$ 427	\$ 423	\$ 348	\$ 321	\$ 308	\$ 202	\$ 200	\$ 184	\$ 166	\$ 152	\$ 140	\$ 137	\$ 127	\$ 120	\$ 93	\$ 67	\$ 52	\$ 40	\$ 230	
Feb 17	\$ 207	\$ 502	\$ 440	\$ 423	\$ 388	\$ 319	\$ 256	\$ 222	\$ 215	\$ 186	\$ 183	\$ 170	\$ 169	\$ 150	\$ 148	\$ 114	\$ 81	\$ 79	\$ 41	\$ 266	
Mar 17	\$ 133	\$ 437	\$ 416	\$ 400	\$ 329	\$ 297	\$ 247	\$ 214	\$ 203	\$ 197	\$ 186	\$ 173	\$ 173	\$ 156	\$ 127	\$ 114	\$ 110	\$ 89	\$ 46	\$ 247	
Apr 17	\$ 100	\$ 106	\$ 101	\$ 56	\$ 55	\$ 54	\$ 53	\$ 53	\$ 49	\$ 48	\$ 35	\$ 32	\$ 32	\$ 32	\$ 26	\$ 20	\$ 19	\$ 17	\$ 17	\$ 52	
May 17	\$ 79	\$ 132	\$ 102	\$ 76	\$ 48	\$ 47	\$ 39	\$ 36	\$ 34	\$ 31	\$ 23	\$ 20	\$ 19	\$ 18	\$ 17	\$ 14	\$ 11	\$ 8	\$ 0	\$ 44	
Jun 17	\$ 142	\$ 246	\$ 236	\$ 118	\$ 112	\$ 106	\$ 104	\$ 95	\$ 75	\$ 68	\$ 63	\$ 52	\$ 51	\$ 46	\$ 44	\$ 41	\$ 23	\$ 21	\$ 20	\$ 99	
Jul 17	\$ 222	\$ 278	\$ 271	\$ 177	\$ 129	\$ 126	\$ 115	\$ 108	\$ 99	\$ 90	\$ 75	\$ 67	\$ 64	\$ 61	\$ 58	\$ 56	\$ 43	\$ 38	\$ 27	\$ 122	
Aug 17	\$ 174	\$ 270	\$ 168	\$ 167	\$ 98	\$ 89	\$ 80	\$ 74	\$ 61	\$ 56	\$ 47	\$ 40	\$ 33	\$ 29	\$ 25	\$ 22	\$ 20	\$ 17	\$ 13	\$ 88	
Sep 17	\$ 68	\$ 157	\$ 102	\$ 99	\$ 71	\$ 61	\$ 45	\$ 43	\$ 43	\$ 43	\$ 37	\$ 28	\$ 20	\$ 15	\$ 11	\$ 9	\$ 9	\$ 7	\$ 5	\$ 54	
Oct 17	\$ 30	\$ 60	\$ 34	\$ 34	\$ 27	\$ 24	\$ 22	\$ 19	\$ 18	\$ 15	\$ 8	\$ 7	\$ 5	\$ 4	\$ 4	\$ 4	\$ 1	\$ 1	\$ 1	\$ 18	
Nov 17	\$ 10	\$ 17	\$ 16	\$ 14	\$ 8	\$ 7	\$ 7	\$ 6	\$ 5	\$ 4	\$ 3	\$ 3	\$ 3	\$ 3	\$ 1	\$ 1	\$ 1	\$ 1	\$ 1	\$ 6	
Grand Total	\$ 129	\$ 235	\$ 189	\$ 168	\$ 165	\$ 148	\$ 142	\$ 133	\$ 99	\$ 94	\$ 87	\$ 77	\$ 74	\$ 74	\$ 66	\$ 61	\$ 57	\$ 55	\$ 44	\$ 126	
Historical Months Total	\$ 148	\$ 329	\$ 327	\$ 275	\$ 244	\$ 239	\$ 190	\$ 156	\$ 150	\$ 137	\$ 131	\$ 119	\$ 114	\$ 103	\$ 99	\$ 94	\$ 81	\$ 58	\$ 54	\$ 184	
On the Books Total	\$ 109	\$ 182	\$ 139	\$ 95	\$ 79	\$ 76	\$ 64	\$ 60	\$ 54	\$ 44	\$ 42	\$ 40	\$ 29	\$ 28	\$ 24	\$ 20	\$ 17	\$ 15	\$ 13	\$ 66	

Base Destination(s) = North Lake Tahoe

North Lake Tahoe Year-over-Year % Change in RevPAR (Most Recent Data)  
Multi-Destination Comparative Report as of May 31, 2017

RevPAR Months Compared	Base Destination	Highest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Next Strongest Pacing	Lowest Pacing	All Destination Average
Dec 16 vs. Dec 15	1.6%	43.9%	27.1%	21.2%	17.6%	17.0%	12.9%	12.4%	11.9%	11.6%	10.8%	10.5%	10.0%	4.9%	4.8%	3.7%	2.5%	-0.6%	-3.1%	12.9%	
Jan 17 vs. Jan 16	3.2%	42.9%	40.7%	19.3%	14.7%	14.5%	13.9%	10.7%	10.5%	10.5%	9.8%	7.6%	6.4%	3.4%	1.5%	-2.6%	-3.0%	-3.1%	-19.7%	8.9%	
Feb 17 vs. Feb 16	6.3%	19.4%	18.1%	18.0%	15.6%	13.8%	13.4%	9.7%	6.9%	6.1%	5.2%	4.9%	4.0%	2.7%	1.5%	-0.5%	-0.7%	-9.5%	-15.0%	7.6%	
Mar 17 vs. Mar 16	-1.1%	16.3%	14.1%	12.5%	9.3%	8.5%	8.4%	8.0%	7.4%	7.2%	6.0%	4.7%	0.9%	-1.5%	-3.4%	-5.8%	-6.1%	-15.8%	-15.8%	1.5%	
Apr 17 vs. Apr 16	56.2%	59.3%	25.9%	24.0%	23.6%	11.2%	1.0%	0.5%	-0.7%	-0.9%	-2.2%	-4.0%	-7.2%	-7.2%	-7.6%	-13.9%	-15.0%	-27.2%	-29.4%	13.0%	
May 17 vs. May 16	14.0%	97.1%	32.7%	28.4%	21.8%	19.9%	10.6%	9.4%	7.5%	6.7%	0.0%	0.0%	-0.2%	-2.4%	-3.0%	-4.3%	-4.4%	-4.6%	-10.8%	7.7%	
Jun 17 vs. Jun 16	7.5%	25.2%	22.5%	20.9%	13.9%	13.5%	12.2%	10.4%	9.2%	8.1%	8.1%	4.0%	3.7%	3.3%	3.1%	2.9%	-1.5%	-4.5%	-8.8%	7.8%	
Jul 17 vs. Jul 16	6.3%	86.2%	24.3%	16.3%	14.1%	12.8%	11.1%	10.7%	9.5%	8.8%	5.2%	3.3%	3.2%	1.7%	-0.8%	-1.3%	-5.6%	-8.8%	-10.3%	6.3%	
Aug 17 vs. Aug 16	19.5%	41.8%	34.3%	33.9%	24.0%	13.2%	7.3%	6.3%	5.6%	4.1%	3.3%	-0.0%	-0.9%	-0.9%	-2.2%	-5.3%	-6.7%	-8.3%	-15.3%	14.0%	
Sep 17 vs. Sep 16	-22.7%	38.6%	24.5%	24.3%	19.1%	16.1%	15.7%	15.3%	12.9%	11.3%	8.6%	4.9%	-1.6%	-3.0%	-6.4%	-8.8%	-10.4%	-17.4%	-26.4%	6.9%	
Oct 17 vs. Oct 16	-14.3%	908.4%	162.8%	94.6%	83.2%	46.6%	45.7%	44.3%	33.7%	32.8%	26.5%	4.2%	-4.5%	-5.7%	-8.5%	-19.4%	-21.7%	-28.8%	-89.5%	14.7%	
Nov 17 vs. Nov 16	-33.4%	1,845.4%	207.4%	117.3%	91.4%	39.3%	34.1%	24.2%	6.9%	5.1%	-0.2%	-2.3%	-8.8%	-17.1%	-27.5%	-33.4%	-35.8%	-38.7%	-51.0%	0.3%	
Grand Total	5.8%	16.6%	13.9%	13.1%	12.9%	12.1%	11.3%	10.7%	8.7%	7.1%	6.4%	6.2%	5.8%	4.7%	2.7%	1.8%	0.7%	-1.7%	-4.6%	7.2%	
Historical Months Total	7.6%	22.1%	13.9%	12.3%	12.1%	12.1%	11.2%	8.8%	7.7%	7.0%	6.8%	5.9%	5.6%	4.8%	1.4%	-1.0%	-1.3%	-2.0%	-3.8%	7.1%	
On the Books Total	3.6%	19.7%	19.3%	16.9%	13.2%	12.1%	11.6%	11.3%	10.6%	7.8%	5.7%	4.5%	4.5%	2.8%	2.6%	1.2%	-0.4%	-6.1%	-6.8%	8.7%	

Base Destination(s) = North Lake Tahoe

**RESORTS INCLUDED IN COMPARISONS**

Aspen	Avon	Beaver Creek	Big Sky
Breckenridge	Central Summit County CO	Copper Mountain	Gunnison / Crested Butte
Jackson Hole	Keystone	Mt Bachelor	Park City Area Chamber
Santa Fe Historic District	Snowmass	Steamboat Springs	Telluride
Vail	Winter Park		



# Passenger and Cargo Statistics Report

**Reno-Tahoe International Airport**  
April 2017



**Reno-Tahoe  
Airport Authority**



## U.S. DOMESTIC INDUSTRY OVERVIEW FOR APRIL 2017

### All RNO Carriers Domestic Systemwide – year over year comparison

Average Load Factor:	85.3%, Up 1.0 pt.
Number of Flights *:	Up 0.2%
Capacity of Seats *:	Up 3.2%
Crude Oil Average:	\$51.06 per barrel in Apr. 2017 vs. \$40.75 per barrel in Apr. 2016

### RNO OVERVIEW FOR APRIL 2017 – year over year comparison

Total Passengers:	Up 10.4%
Avg. Enplaned Load Factor:	75.1%, Up 0.5 pts.
Actual Departures:	Up 9.8%
Actual Departing Seats:	Up 9.9%
Total Cargo:	Down 3.0%

Source: Airline Activity and Performance Reports; \* FlightGlobal (formerly INNOVATA) Flight Schedules via Diio

## APRIL 2016 SUMMARY

Reno-Tahoe International Airport (RNO) served 302,078 passengers in April 2017, an increase of 10.4% versus the same period last year. The airport experienced positive passenger growth for the 23rd consecutive month with respect to the year over year monthly increases. During the first four months of 2017, RNO served 1,226,619 passengers, an increase of 10% when compared to the same period in 2016.

In April 2017, RNO was served by eight airlines providing 1,684 departures to 20 non-stop destinations (23 non-stop destinations if seasonal flights are included). At RNO, total seat capacity increased 9.9% and flights increased 9.8% when compared to April 2016.

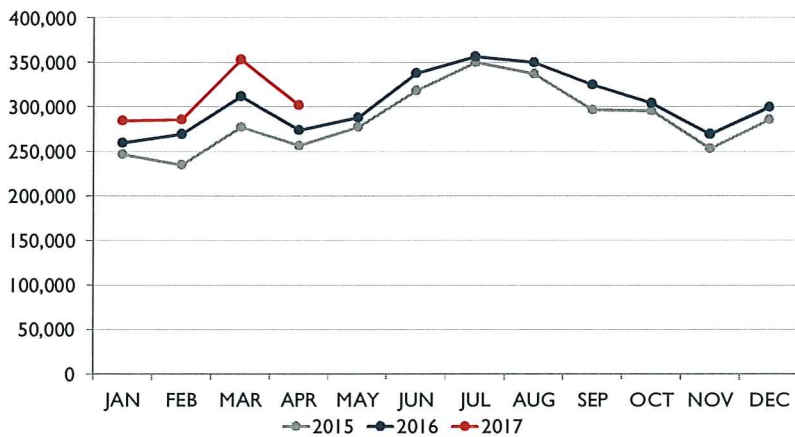
In April 2017, RNO handled 11,974,440 pounds of air cargo, a decrease of 3.0% versus April 2016. During the first four months of 2017, RNO handled 50,342,423 pounds of air cargo, an increase of 4.4% versus the same period last year.

Starting June 4, 2017, Southwest Airlines will offer daily, non-stop service to Mineta San Jose International Airport (SJC). The RNO-SJC route is currently served by Alaska Airlines on 76-seat Q-400 aircraft.

Starting June 8, 2017, United Airlines will offer daily, non-stop seasonal service to Chicago O'Hare International Airport (ORD), adding to the summer travel options between Reno and Chicago. American Airlines currently provides daily non-stop flights between the cities.



## PASSENGERS



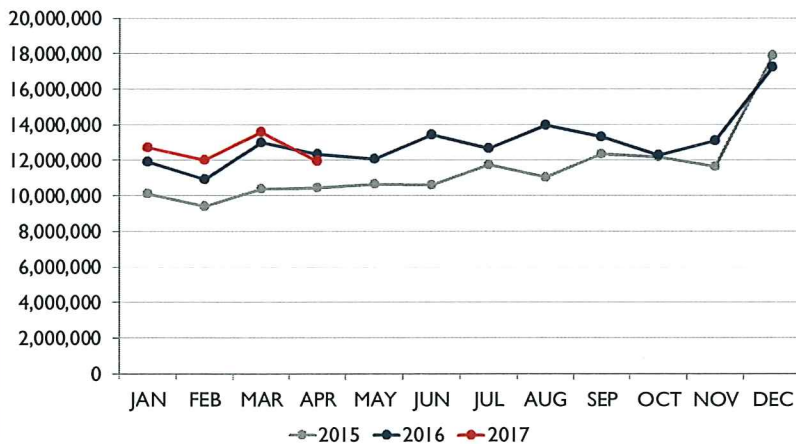
### Passengers

Southwest Airlines, the largest carrier at RNO, served 131,977 passengers during the month of April 2017, up 10.8% when compared to April 2016.

In April 2017, all airlines at RNO, reported a year-over-year monthly passenger growth with the exception of Volaris. Allegiant Air reported a passenger increase of 134%, followed by JetBlue Airways at 82.8%, United Airlines at 6.5%, Alaska Airlines at 5.5%, American Airlines at 2.9% and Delta Air Lines reported an increase of 2.7% during the same period.

Volaris served 3,058 passengers during the month of April 2017, a decrease of 0.1% when compared to April 2016.

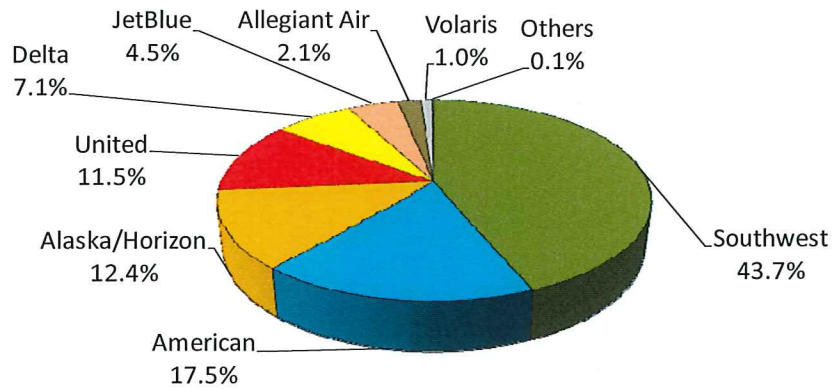
## CARGO



### Cargo

In April 2017, the cargo tonnage of FedEx was down 1.7%, DHL declined 3.3% and UPS reported a decrease of 3.9% when compared to April 2016.

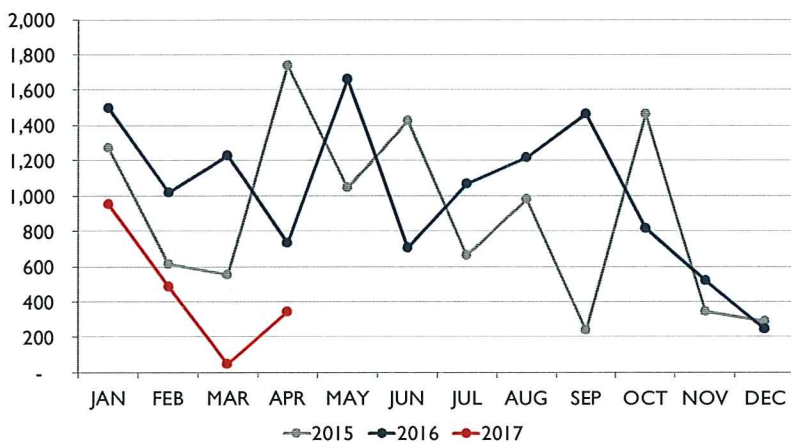
### AIR CARRIER MARKET SHARE (passenger airlines)



	April-17	April-16	YOY Change
Alaska/Horizon	12.4%	13.0%	(0.6)
Allegiant Air	2.1%	1.0%	1.1
American	17.5%	18.8%	(1.3)
Delta	7.1%	7.6%	(0.5)
JetBlue	4.5%	2.7%	1.8
Southwest	43.7%	43.5%	0.2
United	11.5%	11.9%	(0.4)
Volaris	1.0%	1.1%	(0.1)
Others	0.1%	0.3%	(0.2)

Note: numbers are rounded up to one decimal figure.

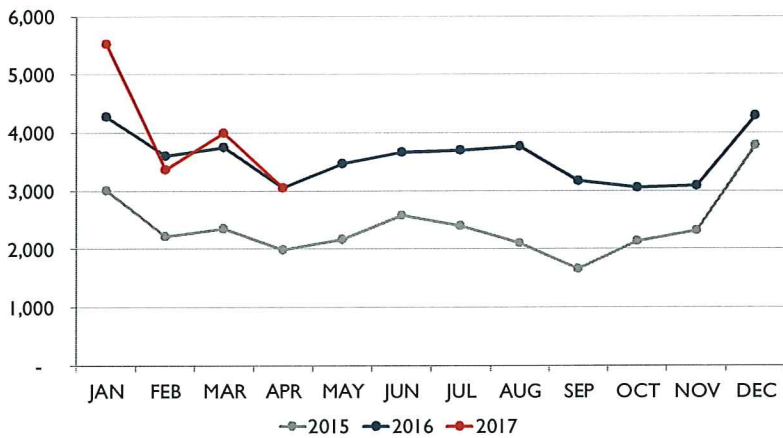
### TOTAL CHARTER PASSENGERS



In April 2017, RNO served 347 charter passengers through the terminal.

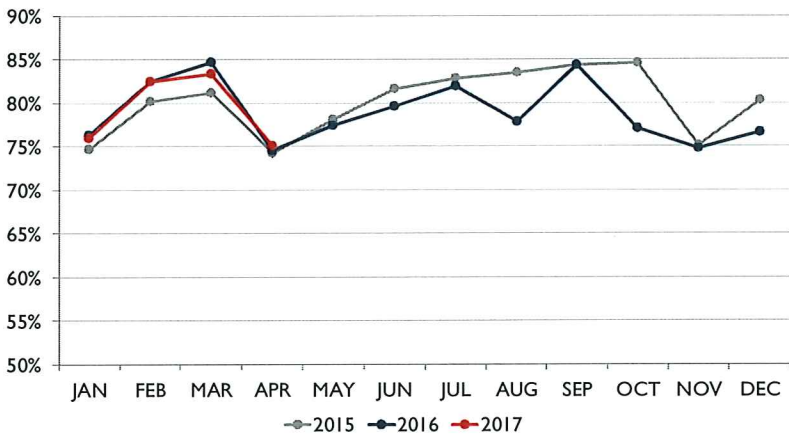


### TOTAL INTERNATIONAL PASSENGERS



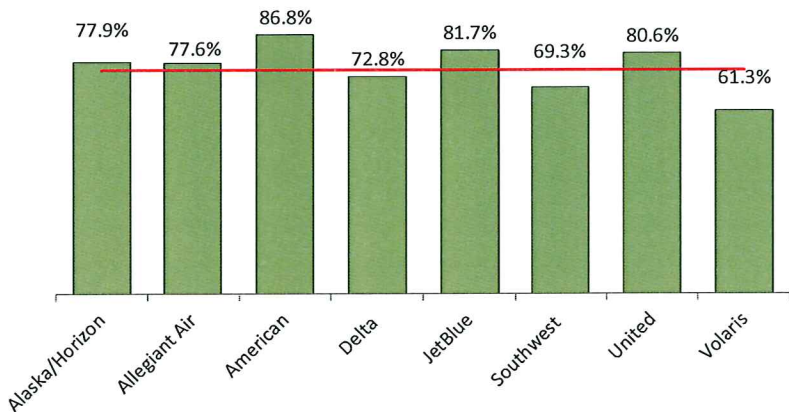
In April 2017, RNO served a total of 3,058 international passengers. Volaris operated three times a week scheduled flights between Reno and Guadalajara, Mexico.

### AVERAGE ENPLANED LOAD FACTOR



In April 2017, the average enplaned load factor at RNO was 75.1%, an increase of 0.5 pts. versus April 2016.

### AVERAGE ENPLANED LOAD FACTOR BY AIRLINE

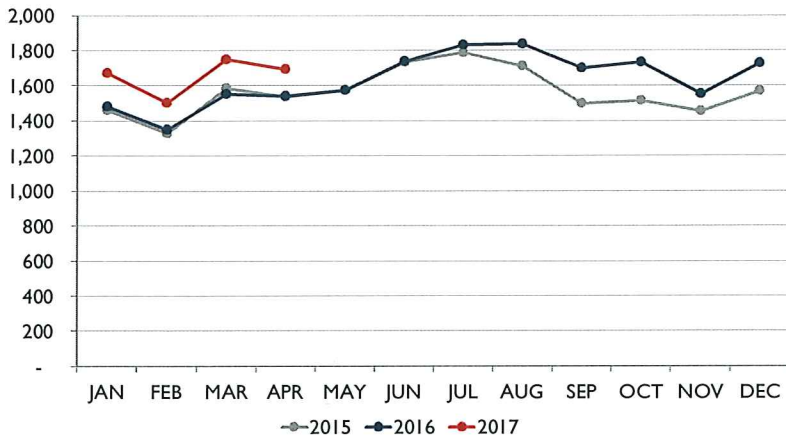


Airline	RNO	Network	Difference
Alaska	77.9%	86.6%	(8.7)
Allegiant Air	77.6%	82.9%	(5.3)
American	86.8%	82.2%	4.6
Delta	72.8%	85.3%	(12.5)
JetBlue	81.7%	85.3%	(3.6)
Southwest	69.3%	84.0%	(14.7)
United	80.6%	83.1%	(2.5)
Volaris	61.3%	84.3%	(23.0)

Note: numbers are rounded up to one decimal figure.

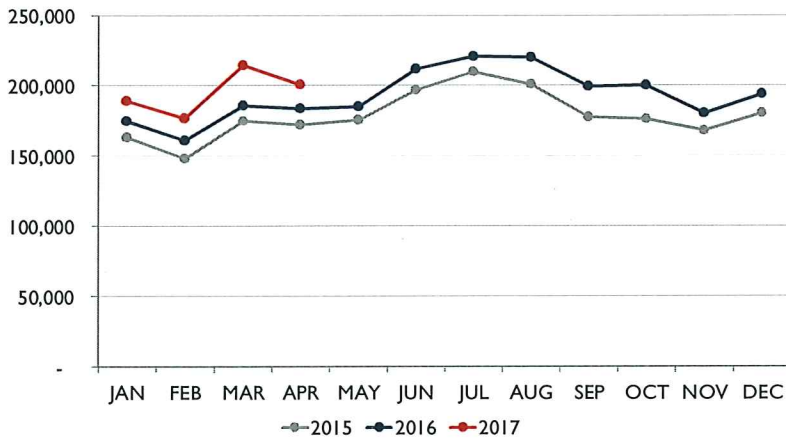


## DEPARTURES



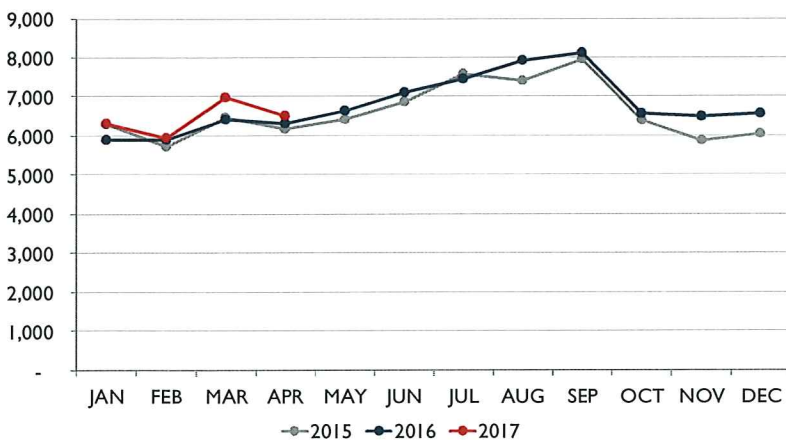
In April 2017, RNO handled 1,684 departures on eight commercial airlines, an increase of 9.8% when compared to April 2016. This doesn't include charter operations on non-incumbent carriers.

## DEPARTING



In April 2017, eight airlines provided 200,602 departing seats, an increase of 9.9% when compared to April 2016. This doesn't include charter operations on non-incumbent carriers.

## TOTAL OPERATIONS



A total of 6,522 operations were handled at RNO in April 2017, an increase of 3.4% when compared to April 2016. Total operations include: Air Carrier, Air Taxi, General Aviation and Military operations as reported by the FAA.

Note: graphs on this page show scheduled departures, seats and operations



## Recent and Upcoming Schedule Changes

### Allegiant Air

- Starting June 7, 2017, Allegiant Air will reduce the number of flights between Reno and Las Vegas from six times a week to three times a week. This flight will operate on Wednesdays, Fridays and Sundays.

### American Airlines

- Starting June 3, 2017, American Airlines will increase the non-stop flights between Reno and Dallas from twice a day to three times a day. The additional flight is a red-eye service and will not operate on Wednesdays. The airline returns to the twice a day schedule on August 22, 2017.
- Starting June 2, 2017, American Airlines will increase the non-stop flights between Reno and Chicago O' Hare from once a day to twice a day. The additional flight is a red-eye service. The airline returns to the once a day schedule on August 22, 2017.

### Delta Air Lines

- Delta Air Lines' non-stop seasonal flight between Reno and Minneapolis will operate from June 17, 2017, until August 19, 2017. This flight will operate on Saturdays only.
- Starting September 10, 2017, Delta Air Lines will increase the number of flights between Reno and Salt Lake City from four times a day to five times a day. The airline returns to the four times a day schedule on November 28, 2017.
- Delta Air Lines' non-stop seasonal flight between Reno and Atlanta returns in December 2017.

### JetBlue Airways

- The non-stop flight between Reno and New York City will operate daily from May 21, 2017, through September 8, 2017, before returning to the four times a week schedule.

### United Airlines

- Starting June 8, 2017, United Airlines will increase the number of non-stop flights between Reno and Denver from twice a day to three times a day. The airline returns to the twice a day schedule on October 29, 2017.
- United Airlines' non-stop seasonal flight between Reno and Houston Intercontinental Airport operates on Saturdays and Sundays.
- United Airlines' new seasonal flight between Reno and Chicago O' Hare will operate daily from June 8, 2017, through September 5, 2017. This flight is a red-eye service.
- Starting August 15, 2017, United Airlines will increase the number of flights between Reno and San Francisco from four times a day to five times a day.

### Southwest Airlines

- The non-stop seasonal flight between Reno and Dallas Love Field operates on Saturdays and Sundays. Starting August 19, 2017, this flight will operate on Saturdays only.

### Volaris

- The non-stop flight between Reno and Guadalajara, Mexico operates on Mondays, Wednesdays and Fridays.



# Reno-Tahoe International Airport

Total Passengers					
April-17					
	Passengers		% Diff.	Passengers	
	2015	2016		2017	% Diff.
JAN	246,571	259,868	5.4%	284,553	9.5%
FEB	234,763	269,807	14.9%	286,337	6.1%
MAR	277,477	311,974	12.4%	353,651	13.4%
<b>1st Quarter</b>	<b>758,811</b>	<b>841,649</b>	<b>10.9%</b>	<b>924,541</b>	<b>9.8%</b>
APR	256,823	273,707	6.6%	302,078	10.4%
MAY	276,969	288,763	4.3%		
JUN	319,309	338,954	6.2%		
<b>2nd Quarter</b>	<b>853,101</b>	<b>901,424</b>	<b>5.7%</b>		
JUL	350,823	356,768	1.7%		
AUG	336,948	349,934	3.9%		
SEP	297,299	325,698	9.6%		
<b>3rd Quarter</b>	<b>985,070</b>	<b>1,032,400</b>	<b>4.8%</b>		
OCT	295,749	304,447	2.9%		
NOV	253,494	270,367	6.7%		
DEC	286,105	300,543	5.0%		
<b>4th Quarter</b>	<b>835,348</b>	<b>875,357</b>	<b>4.8%</b>		
<b>TOTAL</b>	<b>3,432,330</b>	<b>3,650,830</b>	<b>6.4%</b>		
<b>YTD Total</b>		1,115,356		1,226,619	10.0%

Total Enplaned Passengers				
April-17				
Month	2015	2016	2017	% Diff.
JAN	124,505	130,546	143,070	9.6%
FEB	117,750	133,669	143,015	7.0%
MAR	141,314	156,542	179,473	14.6%
APR	128,088	136,453	150,827	10.5%
MAY	137,132	144,228		
JUN	159,989	168,313		
JUL	172,266	177,619		
AUG	166,935	171,150		
SEP	151,127	169,166		
OCT	150,567	153,936		
NOV	125,712	135,217		
DEC	142,253	146,741		
<b>TOTAL</b>	<b>1,717,638</b>	<b>1,823,580</b>		
<b>YTD Total</b>		557,210	616,385	10.6%

Total Deplaned Passengers				
Month	2015	2016	2017	% Diff.
JAN	122,066	129,322	141,483	9.4%
FEB	117,013	136,138	143,322	5.3%
MAR	136,163	155,432	174,178	12.1%
APR	128,735	137,254	151,251	10.2%
MAY	139,837	144,535		
JUN	159,320	170,641		
JUL	178,557	179,149		
AUG	170,013	178,784		
SEP	146,172	156,532		
OCT	145,182	150,511		
NOV	127,782	135,150		
DEC	143,852	153,802		
<b>TOTAL</b>	<b>1,714,692</b>	<b>1,827,250</b>		
<b>YTD Total</b>		558,146	610,234	9.3%

Total Cargo						
April-17						
	2015	2016	% Diff.	2017		% Diff.
	Cargo in Pounds			Pounds	Metric	
JAN	10,113,421	11,939,003	18.1%	12,749,916	5,782	6.8%
FEB	9,418,781	10,947,416	16.2%	12,023,060	5,453	9.8%
MAR	10,381,009	13,004,808	25.3%	13,595,007	6,166	4.5%
<b>1st Quarter</b>	<b>29,913,211</b>	<b>35,891,227</b>	<b>20.0%</b>	<b>38,367,983</b>	<b>17,400</b>	<b>6.9%</b>
APR	10,416,248	12,341,233	18.5%	11,974,440	5,431	-3.0%
MAY	10,634,389	12,088,321	13.7%			
JUN	10,595,645	13,432,224	26.8%			
<b>2nd Quarter</b>	<b>31,646,282</b>	<b>37,861,778</b>	<b>19.6%</b>			
JUL	11,775,072	12,691,135	7.8%			
AUG	11,031,470	13,977,442	26.7%			
SEP	12,360,393	13,347,173	8.0%			
<b>3rd Quarter</b>	<b>35,166,935</b>	<b>40,015,750</b>	<b>13.8%</b>			
OCT	12,160,586	12,305,525	1.2%			
NOV	11,657,012	13,089,468	12.3%			
DEC	17,907,699	17,247,162	-3.7%			
<b>4th Quarter</b>	<b>41,725,297</b>	<b>42,642,155</b>	<b>2.2%</b>			
<b>TOTAL</b>	<b>138,451,725</b>	<b>156,410,910</b>	<b>13.0%</b>			
<b>YTD Total</b>		48,232,460		50,342,423	22,831	4.4%

Enplaned Passengers & Load Factor				
Airline	Enplaned PAX	Apr-17	Apr-16	Diff.
Alaska/Horizon	18,881	77.9%	74.1%	3.8
Allegiant Air	3,189	77.6%	66.2%	11.4
American	26,461	86.8%	76.4%	10.4
Delta	10,851	72.8%	84.1%	-11.3
JetBlue	6,737	81.7%	82.9%	-1.2
Southwest	65,722	69.3%	71.4%	-2.1
United	17,494	80.6%	80.9%	-0.3
Volaris	1,317	61.3%	53.2%	8.1

Source: RNO Monthly Flight Activity Reports



**Monthly Report May 2017**

**CONFERENCE REVENUE STATISTICS**

**North Shore Properties**

**Year to Date Bookings/Monthly Production Detail FY 16/17**

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 16/17</u>	<u>FY 15/16</u>	<u>Variance</u>
Total Revenue Booked as of 5/31/17:	\$3,147,098	\$3,421,873	-8%
Forecasted Commission for this Revenue:	\$108,262	\$177,277	-39%
Number of Room Nights:	17064	17279	-1%
Number of Delegates:	17423	18333	-5%
Annual Revenue Goal:	\$3,000,000	\$2,800,000	7%
Annual Commission Goal:	\$173,000	\$165,000	5%

<u>Monthly Detail/Activity</u>	<u>May-17</u>		<u>May-16</u>	
<u>Number of Groups Booked:</u>	<b>6</b>		<b>6</b>	
Revenue Booked:	\$258,320		\$267,196	-3%
Projected Commission:	\$8,733		\$11,596	-25%
Room Nights:	1405		1461	-4%
Number of Delegates:	695		8635	-92%
Booked Group Types:	3 Corp, 3 SMF		3 Corp, 3 SMF	
Lost Business, # of Groups:	6		7	

<u>Arrived in the month</u>	<u>May-17</u>	<b>* Est.</b>	<u>May-16</u>	
Number of Groups:	<b>6</b>		<b>6</b>	
Revenue Arrived:	\$926,633		\$327,231	183%
Projected Commission:	\$9,393		\$5,635	
Room Nights:	1529		1729	-12%
Number of Delegates:	594		770	-23%
Arrived Group Types:	1 Corp., 3 Assoc., 2 SMF		3 Corp., 3 Assoc.	

<u>Monthly Detail/Activity</u>	<u>April-17</u>		<u>April-16</u>	
<u>Number of Groups Booked:</u>	<b>5</b>		<b>4</b>	
Revenue Booked:	\$139,231		\$69,219	101%
Projected Commission:	\$4,751		\$1,841	158%
Room Nights:	692		457	51%
Number of Delegates:	3290		153	2050%
Booked Group Types:	3 Corp, 1 CA Assoc, 1 Smf.		3 Corp, 1 Assoc.	
Lost Business, # of Groups:	3		6	

<u>Arrived in the month</u>	<u>April-17</u>	<b>* Est.</b>	<u>April-16</u>	
Number of Groups:	<b>3</b>		<b>1</b>	
Revenue Arrived:	\$133,231		\$111,777	19%
Projected Commission:	\$4,356		\$11,177	
Room Nights:	902		643	40%
Number of Delegates:	405		250	62%



Arrived Group Types: 2 Corp, 1 CA Assoc. 1 Assoc.

<b>Monthly Detail/Activity</b>	<b><u>March-17</u></b>	<b><u>March-16</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>3</b>	<b>6</b>	
Revenue Booked:	\$20,234	\$524,422	-96%
Projected Commission:	\$450	\$20,556	-98%
Room Nights:	136	3703	-96%
Number of Delegates:	64	6045	-99%
	1 Assoc., 1 Corp, 1 Non-Profit	2 Assoc., 2 Smf, 2 Corp.	
Booked Group Types:			
Lost Business, # of Groups:	6	3	
<b><u>Arrived in the month</u></b>	<b><u>March-17</u></b>	<b><u>March-16</u></b>	
Number of Groups:	2	4	
Revenue Arrived:	\$26,871	\$312,405	-91%
Projected Commission:	\$0	\$12,594	
Room Nights:	93	1504	-94%
Number of Delegates:	3040	670	354%
		3 Assoc., 1 Corp.	
Arrived Group Types:	1 Smf, 1 Assoc.		

<b>Monthly Detail/Activity</b>	<b><u>February-17</u></b>	<b><u>February-16</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>0</b>	<b>7</b>	
Revenue Booked:	\$0	\$351,190	-100%
Projected Commission:	\$0	\$7,690	-100%
Room Nights:	0	2118	-100%
Number of Delegates:	0	653	-100%
		4 Corp., 1 Assoc, 1 Incentive, 1 Film Crew	
Booked Group Types:			
Lost Business, # of Groups:	14	6	
<b><u>Arrived in the month</u></b>	<b><u>February-17</u></b>	<b><u>February-16</u></b>	
Number of Groups:	1	7	
Revenue Arrived:	\$181,977	\$234,457	
Projected Commission:	\$0	\$11,306	
Room Nights:	857	709	
Number of Delegates:	250	302	
		4 Corp, 1 Assoc, 1 TA, 1 Film Crew	
Arrived Group Types:	1 Assoc.		

<b>Monthly Detail/Activity</b>	<b><u>January-17</u></b>	<b><u>January-16</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>7</b>	
Revenue Booked:	\$178,405	\$204,738	-13%
Projected Commission:	\$0	\$9,150	-100%
Room Nights:	845	1332	-37%

Number of Delegates:	1600	512	213%
Booked Group Types:	1 Corp, 1 Non-Profit	4 Corp, 2 Assoc., 1 Smf	
Lost Business, # of Groups:	8	2	

<b><u>Arrived in the month</u></b>	<b><u>January-17</u></b>	<b><u>January-16</u></b>	
Number of Groups:	1	3	
Revenue Arrived:	\$129,046	\$173,010	
Projected Commission:	\$0	\$1,155	
Room Nights:	421	723	
Number of Delegates:	240	212	
Arrived Group Types:	1 Corp.	2 Assoc, 1 Film Crew	

<b>Monthly Detail/Activity</b>	<b><u>December-16</u></b>	<b><u>December-15</u></b>	
<b><u>Number of Groups Booked:</u></b>	4	4	
Revenue Booked:	\$142,936	\$60,419	137%
Projected Commission:	\$6,683	\$2,655	152%
Room Nights:	837	393	113%
Number of Delegates:	358	128	180%
Booked Group Types:	2 Corp., 2 Assoc.	3 Corp, 1 Govt.	
Lost Business, # of Groups:	0	5	

<b><u>Arrived in the month</u></b>	<b><u>December-16</u></b>	<b><u>December-15</u></b>	
Number of Groups:	2	1	
Revenue Arrived:	\$137,651	\$11,026	1148%
Projected Commission:	\$5,818	\$0	
Room Nights:	1456	74	1868%
Number of Delegates:	360	35	929%
Arrived Group Types:	1 Corp, 1 Assoc.	1 Corp.	

<b>Monthly Detail/Activity</b>	<b><u>November-16</u></b>	<b><u>November-15</u></b>	
<b><u>Number of Groups Booked:</u></b>	1	2	
Revenue Booked:	\$2,862	\$20,326	-86%
Projected Commission:	\$0	\$656	-100%
Room Nights:	14	113	-88%
Number of Delegates:	14	204	-93%
Booked Group Types:	1 Corp.	1 Corp, 1 Smf	
Lost Business, # of Groups:	6	5	

<b><u>Arrived in the month</u></b>	<b><u>November-16</u></b>	<b><u>November-15</u></b>	
Number of Groups:	5	0	
Revenue Arrived:	\$130,205	\$0	
Projected Commission:	\$6,139	\$0	
Room Nights:	920	0	
Number of Delegates:	1264	0	
Arrived Group Types:	3 Corp, 1 Smf,		

<b>Monthly Detail/Activity</b>	<b><u>October-16</u></b>	<b><u>October-15</u></b>	
<b><u>Number of Groups Booked:</u></b>	6	5	

Revenue Booked:	\$557,045	\$216,914	157%
Projected Commission:	\$7,726	\$16,653	-54%
Room Nights:	2716	503	440%
Number of Delegates:	11999	245	4798%
	3 Corp, 1 Smf, 1 Non-Profit, 1		
Booked Group Types:	Incentive	3 Corp, 2 Assn.	
Lost Business, # of Groups:	3	2	

<b><u>Arrived in the month</u></b>	<b><u>October-16</u></b>	<b><u>October-15</u></b>	
Number of Groups:	5	4	
Revenue Arrived:	\$187,132	\$378,115	-51%
Projected Commission:	\$7,478	\$37,381	-80%
Room Nights:	978	2214	-56%
Number of Delegates:	10220	10792	-5%
Arrived Group Types:	3 Corp, 1	3 Corp, 1 Smf	

**Monthly Detail/Activity**

	<b><u>September-16</u></b>	<b><u>September-15</u></b>	
<b><u>Number of Groups Booked:</u></b>	3	2	
Revenue Booked:	\$113,630	\$18,378	518%
Projected Commission:	\$2,245	\$693	224%
Room Nights:	962	150	541%
Number of Delegates:	987	70	1310%
	1 Corp, 1		
Booked Group Types:	Assoc, 1 Smf	1 Smf, 1 Assn	
Lost Business, # of Groups:	3	8	

<b><u>Arrived in the month</u></b>	<b><u>September-16</u></b>	<b><u>September-15</u></b>	
Number of Groups:	10	9	
Revenue Arrived:	\$788,598	\$593,894	33%
Projected Commission:	\$6,209	\$20,604	-70%
Room Nights:	4148	3170	31%
Number of Delegates:	1757	986	78%
	4 Corp, 3 Assn,	2 Corp, 5	
Arrived Group Types:	3 Smf	Assoc, 2 Smf	

**Monthly Detail/Activity**

	<b><u>August-16</u></b>	<b><u>August-15</u></b>	
<b><u>Number of Groups Booked:</u></b>	4	3	
Revenue Booked:	\$112,497	\$40,570	177%
Projected Commission:	\$892	\$3,884	-77%
Room Nights:	715	264	171%
Number of Delegates:	275	224	23%
	2 Assn., 1 Corp,		
Booked Group Types:	1 Govt.	2 Corp., 1 Smf	
Lost Business, # of Groups:	0	7	

<b><u>Arrived in the month</u></b>	<b><u>August-16</u></b>	<b><u>August-15</u></b>	
Number of Groups:	6	7	
Revenue Arrived:	\$223,487	\$273,081	-18%
Projected Commission:	\$16,620	\$21,858	-24%
Room Nights:	1052	1723	-39%

Number of Delegates:	257	521	-51%
	4 Corp, 1		
	Assoc, 1 Film	3 Corp., 2	
Arrived Group Types:	Crew	Assn., 2 Govt.	

**Monthly Detail/Activity**

	<u>July-16</u>	<u>July-15</u>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>4</b>	
Revenue Booked:	\$84,736	\$119,459	-29%
Projected Commission:	\$0	\$3,023	-100%
Room Nights:	655	850	-23%
Number of Delegates:	425	10390	-96%
		1 Ca Assoc., 1	
		Corp, 1 Smf, 1	
Booked Group Types:	1 Corp, 1 Govt.	Assoc.	
Lost Business, # of Groups:	3	4	

**Arrived in the month**

	<u>July-16</u>	<u>July-15</u>	
Number of Groups:	5	7	
Revenue Arrived:	\$712,929	\$569,373	25%
Projected Commission:	\$39,282	\$18,614	111%
Room Nights:	3175	2686	18%
Number of Delegates:	1551	1790	-13%
	2 Assoc., 1		
	Corp, 1 Govt, 1	4 Corp, 1 Assn.,	
Arrived Group Types:	Seminar	1 Smf, 1 Govt.	

<b>For 2017/18:</b>	<b>\$879,294</b>	<b>\$500,000</b>
<b>For 2018/19:</b>	<b>\$555,554</b>	<b>\$250,000</b>

<b>NUMBER OF LEADS Generated as of 5/31/17:</b>	<b>231</b>
YTD 5/31/16:	176
YTD 5/31/15:	143

**Total Number of Leads Generated in Previous Years:**

2015/2016	194
2014/2015	175
2013/2014	172
2012/2013:	171
2011/2012:	119
2010/2011:	92
2009/2010:	107
2008/2009:	151
2007/2008:	209
2006/2007:	205

## Audience Overview

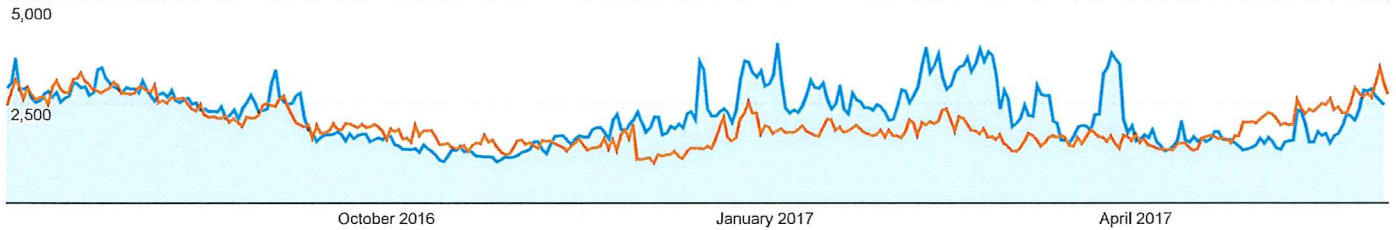
Jul 1, 2016 - May 31, 2017  
Compare to: Jul 1, 2015 - May 31, 2016

All Users  
+0.00% Sessions

### Overview

Jul 1, 2016 - May 31, 2017: Sessions

Jul 1, 2015 - May 31, 2016: Sessions



Sessions

**14.20%**  
739,433 vs 647,501



Users

**15.76%**  
605,834 vs 523,346



Pageviews

**-0.97%**  
2,685,790 vs 2,712,184



Pages / Session

**-13.28%**  
3.63 vs 4.19



Avg. Session Duration

**-16.67%**  
00:02:02 vs 00:02:27



Bounce Rate

**9.09%**  
28.43% vs 26.06%



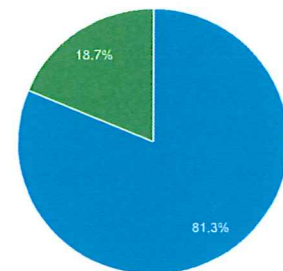
% New Sessions

**1.63%**  
81.20% vs 79.90%

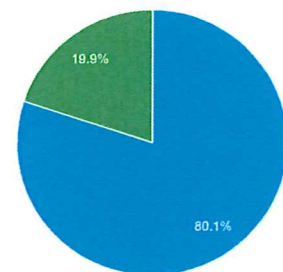


New Visitor Returning Visitor

Jul 1, 2016 - May 31, 2017



Jul 1, 2015 - May 31, 2016



City	Sessions	% Sessions
<b>1. San Francisco</b>		
Jul 1, 2016 - May 31, 2017	84,287	11.40%
Jul 1, 2015 - May 31, 2016	70,709	10.92%
<b>% Change</b>	<b>19.20%</b>	<b>4.38%</b>
<b>2. Sacramento</b>		
Jul 1, 2016 - May 31, 2017	37,751	5.11%
Jul 1, 2015 - May 31, 2016	27,087	4.18%
<b>% Change</b>	<b>39.37%</b>	<b>22.04%</b>
<b>3. Los Angeles</b>		
Jul 1, 2016 - May 31, 2017	32,664	4.42%
Jul 1, 2015 - May 31, 2016	28,617	4.42%
<b>% Change</b>	<b>14.14%</b>	<b>-0.05%</b>

<b>4. Incline Village</b>		
Jul 1, 2016 - May 31, 2017	25,510	3.45%
Jul 1, 2015 - May 31, 2016	23,176	3.58%
<b>% Change</b>	<b>10.07%</b>	<b>-3.61%</b>
<b>5. New York</b>		
Jul 1, 2016 - May 31, 2017	22,599	3.06%
Jul 1, 2015 - May 31, 2016	7,608	1.17%
<b>% Change</b>	<b>197.04%</b>	<b>160.11%</b>
<b>6. Reno</b>		
Jul 1, 2016 - May 31, 2017	21,341	2.89%
Jul 1, 2015 - May 31, 2016	20,199	3.12%
<b>% Change</b>	<b>5.65%</b>	<b>-7.48%</b>
<b>7. Truckee</b>		
Jul 1, 2016 - May 31, 2017	18,958	2.56%
Jul 1, 2015 - May 31, 2016	14,172	2.19%
<b>% Change</b>	<b>33.77%</b>	<b>17.14%</b>
<b>8. San Jose</b>		
Jul 1, 2016 - May 31, 2017	16,739	2.26%
Jul 1, 2015 - May 31, 2016	11,842	1.83%
<b>% Change</b>	<b>41.35%</b>	<b>23.78%</b>
<b>9. (not set)</b>		
Jul 1, 2016 - May 31, 2017	13,876	1.88%
Jul 1, 2015 - May 31, 2016	10,887	1.68%
<b>% Change</b>	<b>27.45%</b>	<b>11.61%</b>
<b>10. Austin</b>		
Jul 1, 2016 - May 31, 2017	10,748	1.45%
Jul 1, 2015 - May 31, 2016	1,801	0.28%
<b>% Change</b>	<b>496.78%</b>	<b>422.58%</b>

Lodging Book Now Referrals - 5/1/17-5/31/17	Total Lodging Book Now	Unique Lodging Book Now
Hyatt Regency Lake Tahoe Resort Spa & Casino	107	104
Mourelatos Lakeshore Resort	71	66
The Ritz-Carlton, Lake Tahoe	44	42
Northstar California Resort	41	34
Sunnyside Restaurant & Lodge	39	36
Cedar Glen Lodge	38	36
Tahoe Mountain Lodging	37	34
Cedar Crest Cottages	36	36
The Village at Squaw Valley	31	29
Cottage Inn at Lake Tahoe	30	28
Granlibakken Tahoe	29	28
West Shore Cafe & Inn	26	25
Tahoe Biltmore Lodge & Casino	25	25
Meeks Bay Resort & Marina	23	23
Brockway Springs Resort	22	21
Resort at Squaw Creek	21	18
VACAY North Tahoe	20	20
Basecamp Hotel Tahoe City	18	15
Constellation Residences at Northstar	18	18
Incline Vacation Rentals	18	18
Parkside Inn at Incline	18	17
Red Wolf Lakeside Lodge	18	16
Tahoe Moon Properties	18	18
Ferrari's Crown Resort	17	17
Kingswood Village Vacation Rentals	17	15
PlumpJack Squaw Valley Inn	16	16
Stay In Lake Tahoe	16	15
Tahoe Luxury Properties	16	15
Tahoe Rentals by Wells and Bennett Realtors	16	15
Tahoe Getaways Vacation Rentals	15	14
Goldfish Properties	14	14
North Tahoe Rental Company	14	13
Squaw Valley Lodge	14	13
Sun Bear Realty & Vacation Rentals	14	13
Waters of Tahoe Properties	14	12
Tahoe Sands Resort	13	10
First Accommodations, Inc.	12	11
Tahoma Meadows Bed & Breakfast Cottages	12	12
Vacasa	12	12
Vacation Station, Inc.	12	12
The Border House at Crystal Bay Casino	11	10
Hauserman Rental Group	10	9
PepperTree Inn	10	9
Tahoe Woodside Vacation Rentals	10	9
West Lake Properties at Tahoe	10	10
Tahoe Marina Lodge	9	8
Tahoe Vistana Inn	9	8
The Lodge at Obexers	9	7
Chaney House	7	7
Firelite Lodge	7	7
Lake Tahoe Accommodations Tahoe City	7	7
Sierra Vacation Rentals/Sales	7	7
Tahoe Exclusive Vacation Rentals	7	7
Tahoe Time Vacation Rental	7	7
Agate Bay Realty Vacation Rentals	6	6
Alpine Rental Group	6	6
Americas Best Value Inn Tahoe City	6	6
Tahoe Signature Properties	6	6
Holiday House	5	5
Red Wolf Lodge at Squaw Valley	5	5
SellMyTimeShareNow.com	5	4
Tahoe City Inn	5	5
Tahoe Real Estate Group	5	5
The Lodge at Sugar Bowl	5	5
Vacation Tahoe by O'Neal Brokers	5	5
Lake Tahoe Accommodations Incline Village	4	3
Sierra Mountain Properties	4	4
Tahoe Rental Company	4	4
Tamarack Lodge	4	4
Chalet de Huttlinger	1	1
<b>GRAND TOTAL</b>	<b>1188</b>	<b>1122</b>

Lodging Referrals - 5/1/17-5/31/17	Total Lodging Listing Site	Unique Lodging Listing Site
Event Label	Total Events	Unique Events
Hyatt Regency Lake Tahoe Resort Spa & Casino	184	172
Hyatt High Sierra Lodge, A Hyatt Residence Club	122	117
Cedar Glen Lodge	105	99
Cottage Inn at Lake Tahoe	101	91
Meeks Bay Resort & Marina	101	97
Northstar California Resort	96	94
Tahoe Biltmore Lodge & Casino	87	83
Cedar Crest Cottages	85	82
Fox Den Cottages	84	49
The Ritz-Carlton, Lake Tahoe	84	80
West Shore Cafe & Inn	82	78
Mourelatos Lakeshore Resort	81	76
Sunnyside Restaurant & Lodge	80	78
Tahoe Mountain Lodging	66	62
River Ranch Lodge and Restaurant	63	59
Tahoe Truckee Factory Stores	62	53
Tahoma Meadows Bed & Breakfast Cottages	59	58
Olympic Village Inn	56	54
Tahoe Getaways Vacation Rentals	53	48
Hostel Tahoe in Kings Beach	51	29
Northstar Lodge by Welk Resorts	49	44
Tahoe Vista Lodge and Cabins	49	45
Brockway Springs Resort	48	46
The Village at Squaw Valley	47	41
Franciscan Lakeside Lodge	45	39
Sun Bear Realty & Vacation Rentals	45	39
Tahoe Moon Properties	45	37
North Tahoe Rental Company	43	36
Tahoe Luxury Properties	42	35
Granlibakken Tahoe	41	40
Incline Vacation Rentals	41	37
Big 7 Motel	40	31
Northwood Pines Motel	40	23
Rustic Cottages	40	39
Basecamp Hotel Tahoe City	39	34
Agate Bay Realty Vacation Rentals	38	33
Goldfish Properties	36	33
Resort at Squaw Creek	36	35
Rockwood Lodge	36	34
Stay In Lake Tahoe	36	34
LakeFrontHouse.com	34	33
Stevenson's Holiday Inn	34	25
Waters of Tahoe Properties	34	33
Red Wolf Lakeside Lodge	33	31
Tahoe Rentals by Wells and Bennett Realtors	33	31
VACAY North Tahoe	32	28
Marmot Vacation Rentals	31	29
Plumpack Squaw Valley Inn	31	29
The Border House at Crystal Bay Casino	29	27
Lake Tahoe Deluxe Vacation Rentals	28	26
Sierra Vacation Rentals/Sales	28	26
Kingswood Village Vacation Rentals	27	26
Ferrari's Crown Resort	26	26
Parkside Inn at Incline	26	25
Tahoe Time Vacation Rental	26	26
Vacation Station, Inc.	26	26
Tahoe Signature Properties	25	21
Constellation Residences at Northstar	24	24
Hauserman Rental Group	24	24
Lake Tahoe Accommodations Incline Village	24	22
Squaw Valley Lodge	24	23
Ta-Tel Lodge	23	16
Tahoe Exclusive Vacation Rentals	23	22
Tahoe Vistana Inn	23	23
7-Pines Motel	22	21
Chaney House	21	20
Firelite Lodge	21	21
First Accommodations, Inc.	21	20
Mother Natures Inn	21	20
West Lake Properties at Tahoe	21	20
Alpine Rental Group	20	18
Americas Best Value Inn Tahoe City	20	20
Holiday House	20	20
Tahoe Edgelake Beach Club	20	18
Tahoe Woodside Vacation Rentals	20	17
Tamarack Lodge	20	20
Club Tahoe Resort	19	19
Tahoe Marina Lodge	19	16
Tahoe Rental Company	19	19
Tahoe Mountain Properties	18	17
Christy Lodge	17	14
Donner Summit Rentals	17	15
The Lodge at Obexers	17	17
Vacation Tahoe by O'Neal Brokers	15	15
Pullen Realty Group	14	11
Vacasa	14	14
Martis Valley Associates Property Rentals	13	13
Martis Valley Vacation Rentals	13	10
Tahoe North Shore Lodge	13	13
Lake Tahoe Accommodations Tahoe City	12	11
Sierra Mountain Properties	12	12
Tahoe Tavern Properties	12	12
The Lodge at Sugar Bowl	11	11
BEST_VACATION_EVER...InvitedHome.com	10	10
Chalet de Huttlinger	10	9
Tahoe Sand's Resort	10	10
Tahoma Lodge	10	10
West Shore Sports	10	9
Cobblestone Center Shopping Mall	9	9
Castle Peak Vacation Rentals	8	8
Tahoe Real Estate Group	8	8
Chinquapin / Packard Realty	7	6
Tahoe City Inn	7	7
PopperTree Inn	6	5
SellMyTimeShareNow.com	6	6
Red Wolf Lodge at Squaw Valley	3	3
Dockside 700 Bar & Grill	1	1
<b>GRAND TOTAL</b>	<b>3813</b>	<b>3491</b>