



June 2015

Marketing Standing  
Reports

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## RESERVATIONS ACTIVITY REPORT North Lake Tahoe

Destination: North Lake Tahoe

Period: Bookings as of May 31, 2015

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### Executive Summary

Data based on a sample of up to 11 properties in the North Lake Tahoe destination, representing up to 1,542 Units ('DestiMetrics Census'\*)

a. Last Month Performance: Current YTD vs. Previous YTD		2014/15	2013/14	Year over Year % Diff
North Lake Tahoe Paid Occupancy Rate for last month (May) changed by (6.8%)	Paid Occupancy Rate (May) :	35.1%	32.8%	6.8%
North Lake Tahoe Average Daily Rate for last month (May) changed by (-2.5%)	ADR (May) :	\$167	\$171	-2.5%
North Lake Tahoe RevPAR for last month (May) changed by (4.1%)	RevPAR (May) :	\$59	\$56	4.1%
b. Next Month Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Paid Occupancy Rate for next month (June) changed by (11.1%)	Paid Occupancy Rate (June)	55.5%	50.0%	11.1%
North Lake Tahoe Average Daily Rate for next month (June) changed by (5.9%)	ADR (June) :	\$211	\$199	5.9%
North Lake Tahoe RevPAR for next month (June) changed by (17.6%)	RevPAR (June) :	\$117	\$99	17.6%
c. Historical 6 Month Actual Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Paid Occupancy Rate for the prior 6 months changed by (1.2%)	Paid Occupancy Rate	42.6%	42.1%	1.2%
North Lake Tahoe Average Daily Rate for the prior 6 months changed by (-4.7%)	ADR	\$243	\$255	-4.7%
North Lake Tahoe RevPAR for the prior 6 months changed by (-3.6%)	RevPAR	\$103	\$107	-3.6%
d. Future 6 Month On The Books Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Paid Occupancy Rate for the upcoming 6 months changed by (21.2%)	Paid Occupancy Rate	36.9%	30.5%	21.2%
North Lake Tahoe Average Daily Rate for the upcoming 6 months changed by (-0.6%)	ADR	\$231	\$232	-0.6%
North Lake Tahoe RevPAR for the upcoming 6 months changed by (20.5%)	RevPAR	\$85	\$71	20.5%
e. Incremental Pacing - % Change in Rooms Booked last Calendar Month: May, 31, 2015 vs. Previous Year				
Rooms Booked during last month (May, 2015) compared to Rooms Booked during the same period last year (May, 2014) for arrival May to October has changed by (22.8%)	Booking Pace (May)	9.2%	7.5%	22.8%

\* **DestiMetrics Census:** Total number of rooms reported by participating DestiMetrics properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time.

DESCRIPTION: The Reservation Activity Outlook Report tracks paid occupancy rate, average daily rate (ADR), and revenue per available room (RevPAR); the key metrics most of interest to lodging properties. The report combines the data sets of participating properties into a destination wide view that features three data sets (providing that sufficient information is available) including: i) current YTD Paid Occupancy Rate, ii) last YTD Paid Occupancy Rate, iii) last season's ending Paid Occupancy Rate.

The Reservation Activity Outlook Report is generated on a monthly basis, usually for a 12 month subscription period, and is created from data provided by a group of properties participating in a cooperative manner, and representing a valid set of data as a result.

Report results are provided only to those properties who participate by submitting their data. Additionally, participating properties can order (on an a-la-carte basis) an individual report which shows the reservation activity of their property, measured against an aggregated set of competitive properties that they choose from amongst DestiMetrics's other participants.

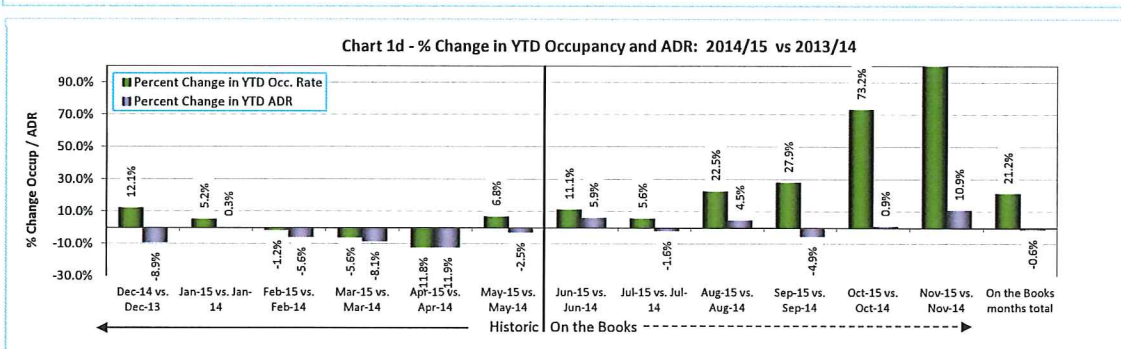
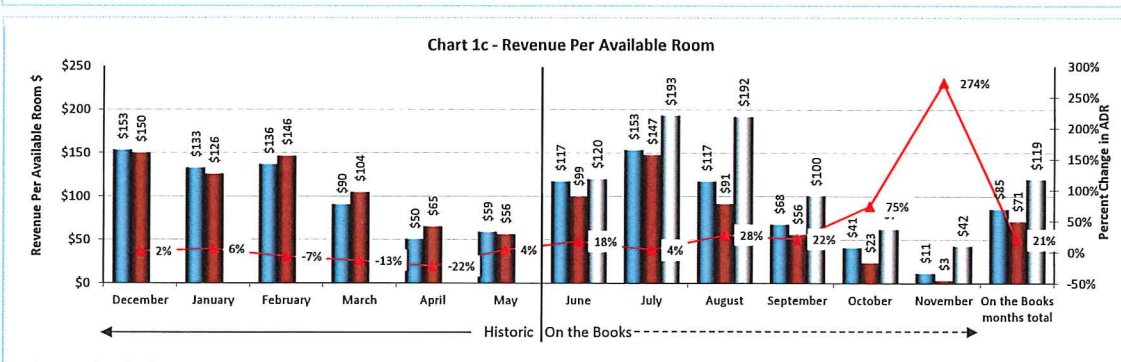
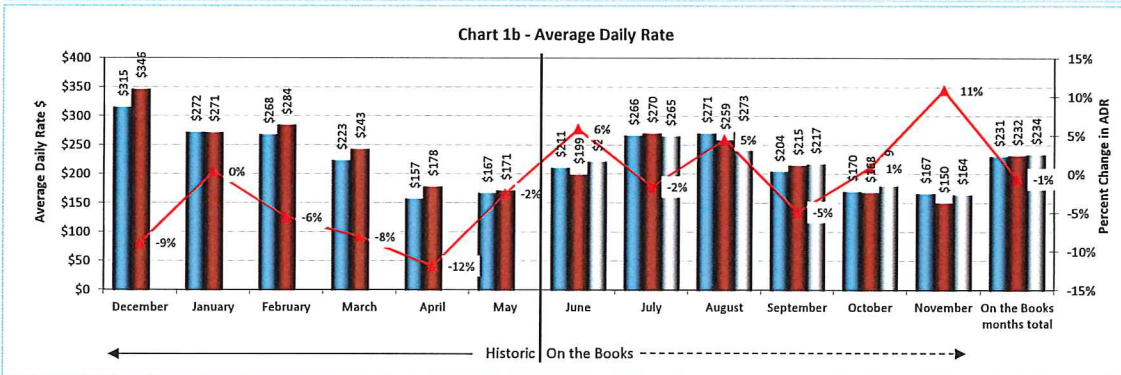
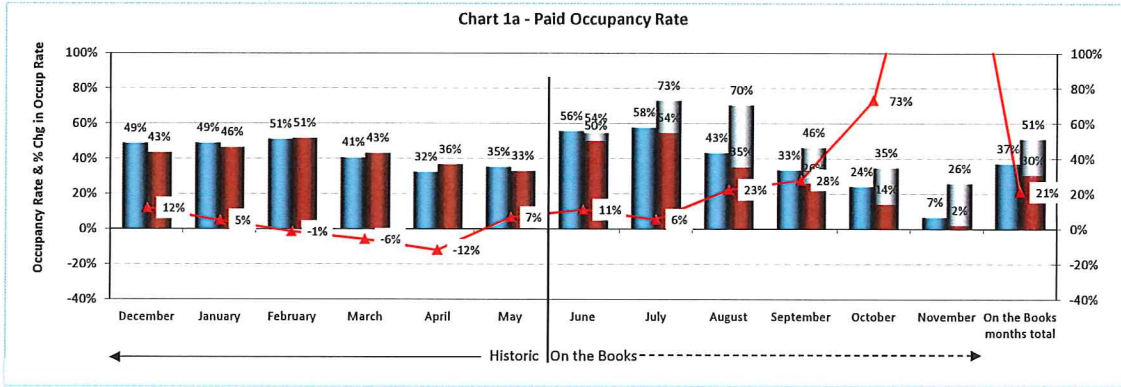
As is the case in all DestiMetrics data, all information provided by individual properties is strictly confidential, except when aggregated with other data and indistinguishable as a result.

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RESERVATIONS ACTIVITY REPORT  
SECTION 1 - 12 MONTH ROLLING SUMMARY GRAPHS

2014/15 YTD (as of May 31, 2015) vs. 2013/14 YTD (as of May 31, 2014) vs. 2013/14 Historical  
NOTE: This is not a forecast of bookings. Data represent transactions on the books as of the date noted above  
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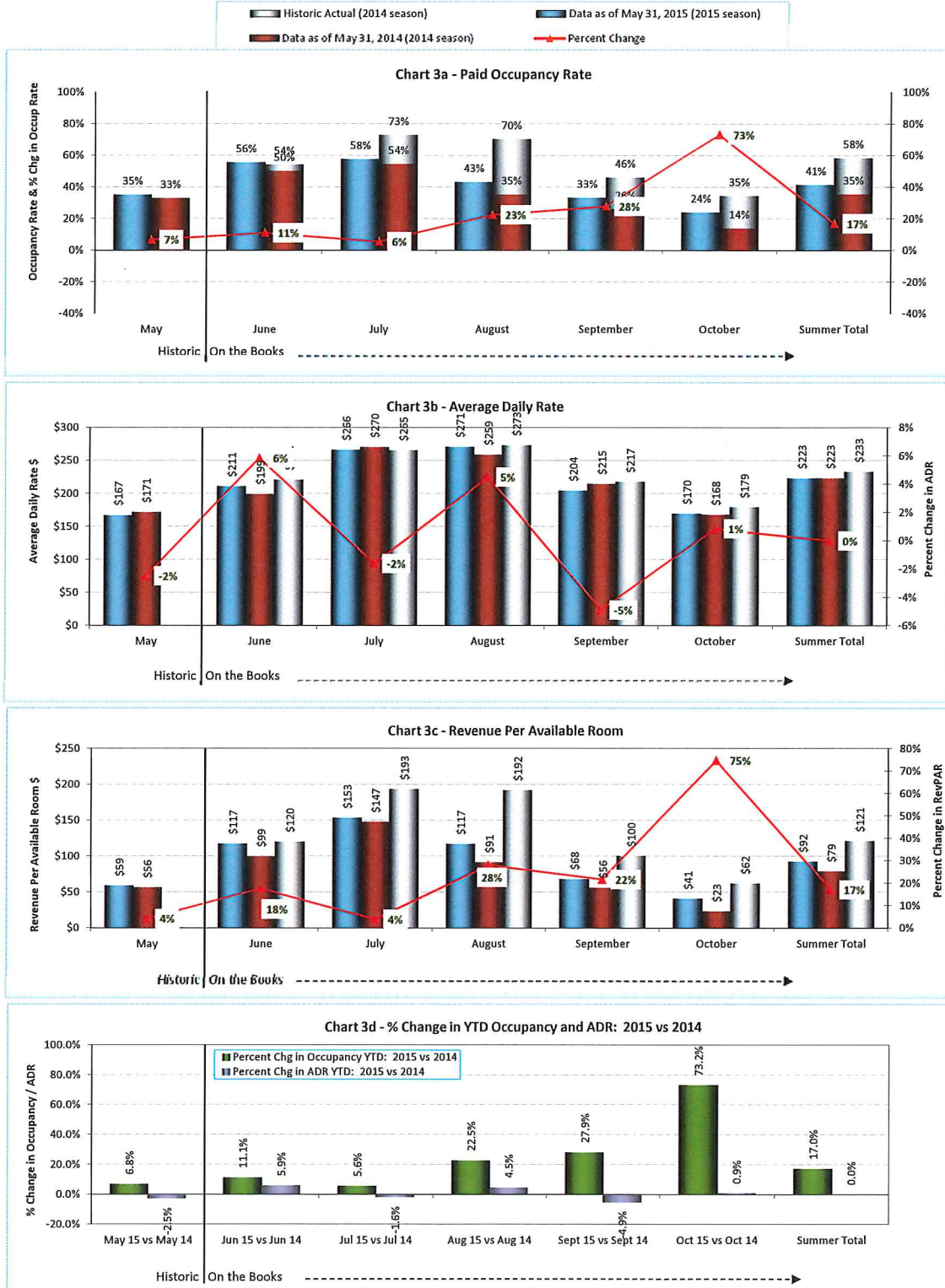
Historic Actual (2013/14 season)      Data as of May 31, 2015 (2014/15 season)  
Data as of May 31, 2014 (2013/14 season)      Percent Change



## RESERVATIONS ACTIVITY REPORT SECTION 2 - SUMMER SEASON SUMMARY GRAPHS

2015 YTD (as of May 31, 2015) vs. 2014 YTD (as of May 31, 2014) vs. 2014 Historical

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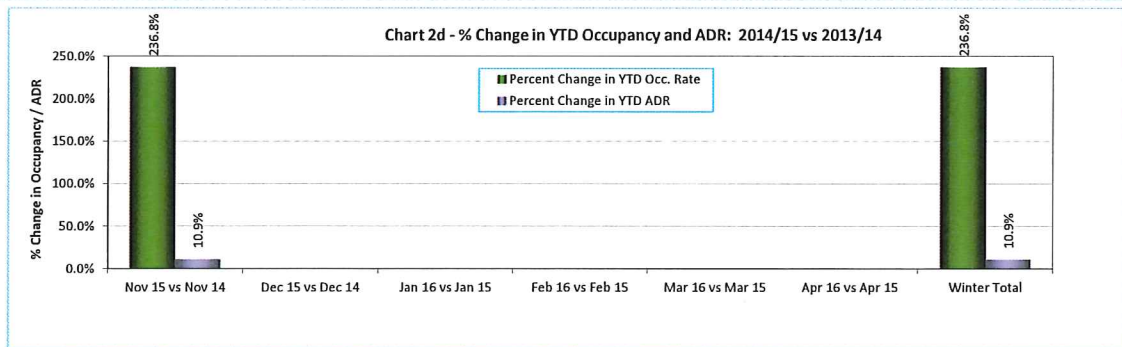
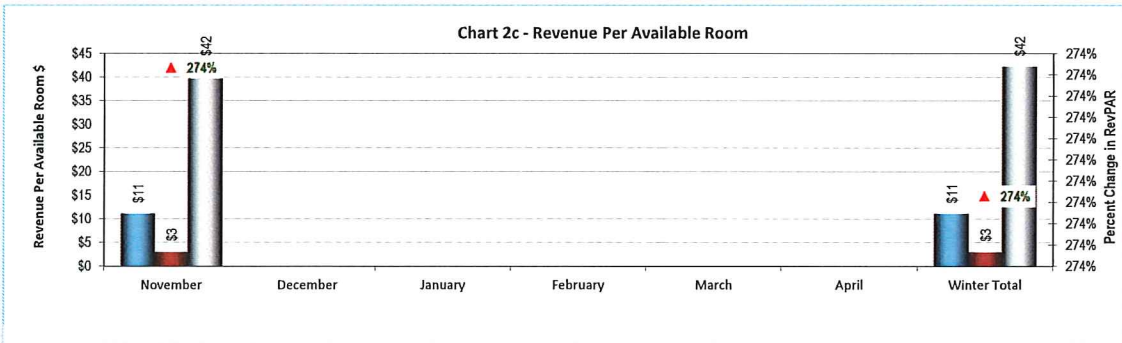
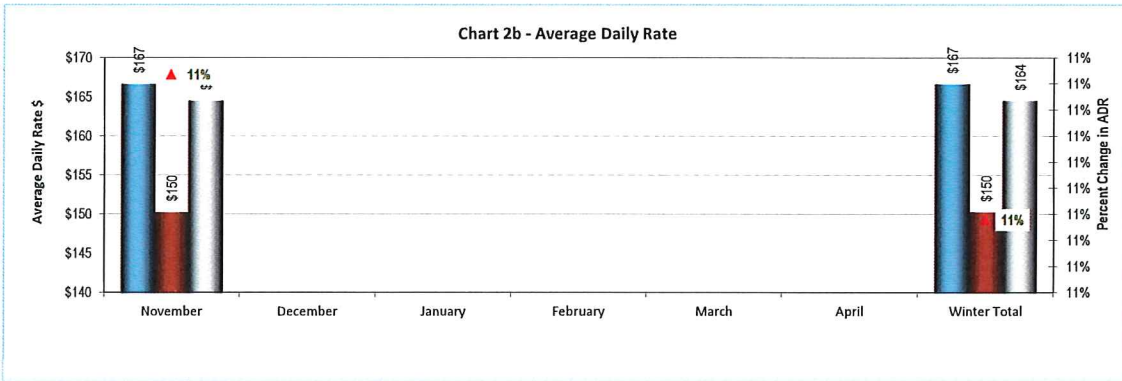
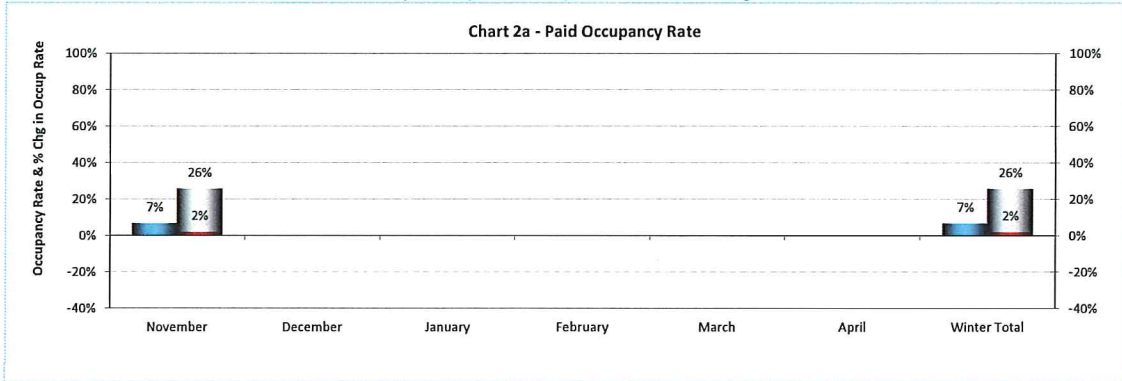


**RESERVATIONS ACTIVITY REPORT**  
**SECTION 3 - WINTER SEASON SUMMARY GRAPHS**

2015/16 YTD (as of May 31, 2015) vs. 2014/15 YTD (as of May 31, 2014) vs. 2014/15 Historical

**NOTE: This is not a forecast of bookings. Data represent transactions on the books as of the date noted above**  
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Historic Actual (2014/15 season)
  Data as of May 31, 2015 (2015/16 season)
  Data as of May 31, 2014 (2014/15 season)
  Percent Change



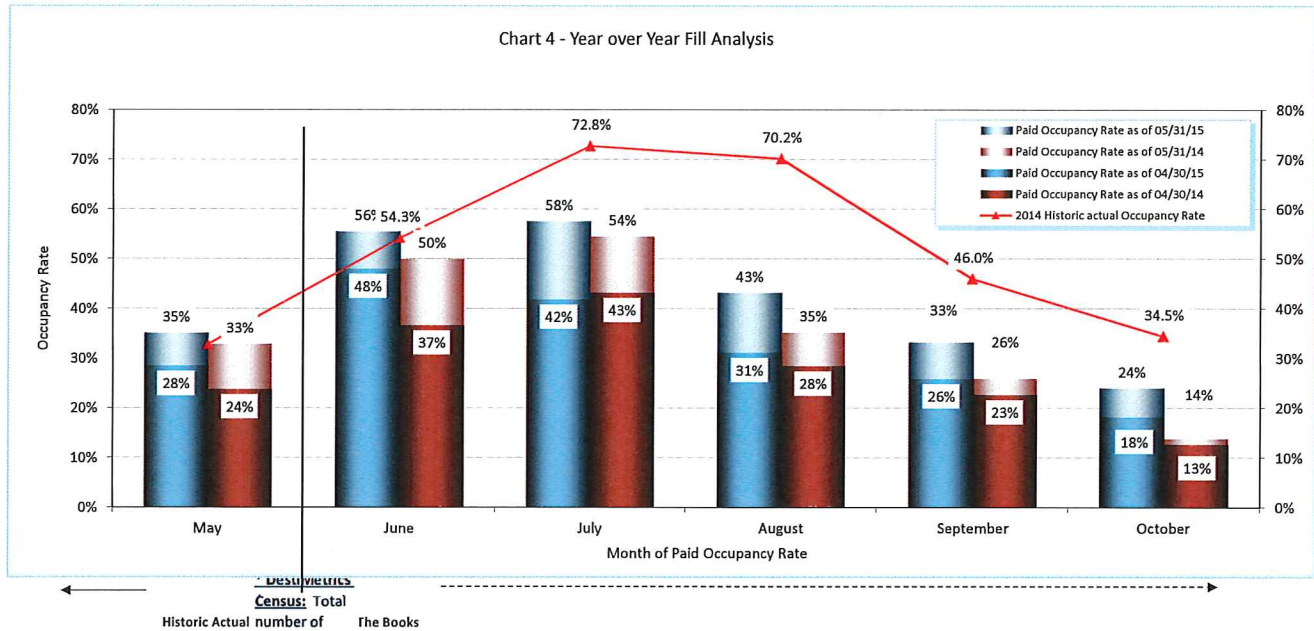


**RESERVATIONS ACTIVITY REPORT  
SECTION 4 - FILL ANALYSIS**

**2015 Paid Occupancy Rate Pace (as of May 31, 2015) vs. 2014 Paid Occupancy Rate Pace (as of May 31, 2014) vs. same period 2014**

**NOTE: This is not a forecast of bookings. Data represent transactions on the books as of the date noted above**

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Supporting Table for Chart 4 & Change in Incremental Fill

Month of Occupancy	Paid Occupancy Rate AS OF MAY 31			Paid Occupancy Rate AS OF APR 30			INCREMENTAL OCCUP. BOOKED (i.e. FILL DURING MONTH JUST)		CHG IN INCREMENTAL OCCUP. BOOKED (i.e. CHANGE IN FILL)		2014 Historic actual Occupancy Rate
	Occupancy Rate as of 05/31/15	Occupancy Rate as of 05/31/14	Absolute Change	Paid Occupancy Rate as of 04/30/15	Occupancy Rate as of 04/30/14	Absolute Change	Incremental Occupancy booked during May, 2015	Incremental Occupancy booked during May, 2014	Absolute Change in Incremental Fill	Percent Change in Incremental Fill**	
	May	35.1%	32.8%	2.2%	28.5%	23.8%	4.7%	6.6%	9.1%	-2.5%	
June	55.5%	50.0%	5.5%	48.0%	36.7%	11.3%	7.5%	13.3%	-5.8%	-43.6%	54.3%
July	57.5%	54.5%	3.0%	41.9%	43.2%	-1.3%	15.6%	11.3%	4.4%	38.7%	72.8%
August	43.2%	35.2%	7.9%	31.1%	28.4%	2.7%	12.0%	6.8%	5.2%	77.2%	70.2%
September	33.2%	26.0%	7.2%	25.9%	22.7%	3.2%	7.3%	3.3%	4.0%	123.8%	46.0%
October	24.0%	13.9%	10.1%	18.2%	12.7%	5.5%	5.8%	1.2%	4.6%	393.6%	34.5%
<b>Total</b>	<b>41.4%</b>	<b>35.4%</b>	<b>6.0%</b>	<b>32.2%</b>	<b>27.9%</b>	<b>4.3%</b>	<b>9.2%</b>	<b>7.5%</b>	<b>1.7%</b>	<b>22.8%</b>	<b>51.8%</b>

\*\*Based on providing complete pacing data within a given month of Paid Occupancy Rate only. Results may differ from those presented elsewhere in report if property set differs."

\*\*Results for "percent change in incremental fill" indicate how room nights booked during the month just ended compare to room nights booked during the same month in the prior year, for Paid Occupancy Rate in the month just ended and for the upcoming five months (as well as the six-month period in total). These results provide an indication of the degree to which booking activity occurring during the month just ended was greater or less than booking activity occurring in the same month a year ago -- i.e. a measure of the strength of booking activity occurring during the month just ended.



**RESERVATIONS ACTIVITY REPORT**  
**SECTION 5a - SUPPORTING DATA TABLES**  
 Bookings as of May 31, 2015

**NOTE: This is not a forecast of bookings. Data represent transactions on the books as of the date noted above**

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PAID OCCUPANCY RATE	PAID OCCUPANCY RATE: YTD 2014/15 VS. YTD 2013/14				Historic Actual Occup. Rate (2013/14 season)	# of Properties in Sample
	Occup. Rate as of: May 31, 2015	Occup. Rate as of: May 31, 2014	Percent Change in	YTD Occ. Rate		
	(2014/15 season)	(2013/14 season)	YTD Occ. Rate	(2013/14 season)		
Mc Data based on a sample of up to pro						
December	48.5%	43.3%	12.1%		11	
January	48.7%	46.3%	5.2%		11	
February	50.8%	51.5%	-1.2%		11	
March	40.5%	42.9%	-5.6%		11	
April	32.2%	36.5%	-11.8%		11	
May	35.1%	32.8%	6.8%		11	
June	55.5%	50.0%	11.1%	54.3%	11	
July	57.5%	54.5%	5.6%	72.8%	11	
August	43.2%	35.2%	22.5%	70.2%	11	
September	33.2%	26.0%	27.9%	46.0%	11	
October	24.0%	13.9%	73.2%	34.5%	11	
November	6.6%	2.0%	236.8%	25.7%	11	
Grand total	39.7%	36.3%	9.6%	46.5%	11	
Historic months total	42.6%	42.1%	1.2%	42.1%	11	
On the Books months total	36.9%	30.5%	21.2%	50.9%	11	

AVERAGE DAILY RATE	ADR: YTD 2014/15 VS. YTD 2013/14				Historic Actual ADR (2013/14 season)	# of Properties in Sample
	ADR as of: May 31, 2015	ADR as of: May 31, 2014	Percent Change in YTD ADR	YTD ADR		
	(2014/15 season)	(2013/14 season)	YTD ADR	(2013/14 season)		
Month of Occupancy (2014/15 & 2013/14)						
December	\$315	\$346	-8.9%		11	
January	\$272	\$271	0.3%		11	
February	\$268	\$284	-5.6%		11	
March	\$223	\$243	-8.1%		11	
April	\$157	\$178	-11.9%		11	
May	\$167	\$171	-2.5%		11	
June	\$211	\$199	5.9%	\$221	11	
July	\$266	\$270	-1.6%	\$265	11	
August	\$271	\$259	4.5%	\$273	11	
September	\$204	\$215	-4.9%	\$217	11	
October	\$170	\$168	0.9%	\$179	11	
November	\$167	\$150	10.9%	\$164	11	
Grand total	\$237	\$245	-3.3%	\$244	11	
Historic months total	\$243	\$255	-4.7%	\$255	11	
On the Books months total	\$231	\$232	-0.6%	\$234	11	

REVENUE PER AVAILABLE ROOM	REVPAR: YTD 2014/15 VS. YTD 2013/14				Historic Actual RevPAR (2013/14 season)	# of Properties in Sample
	RevPAR as of: May 31, 2015	RevPAR as of: May 31, 2014	Percent Change in YTD RevPAR	YTD RevPAR		
	(2014/15 season)	(2013/14 season)	YTD RevPAR	(2013/14 season)		
Month of Occupancy (2014/15 & 2013/14)						
December	\$153	\$150	2.1%		11	
January	\$133	\$126	5.5%		11	
February	\$136	\$146	-6.7%		11	
March	\$90	\$104	-13.3%		11	
April	\$50	\$65	-22.3%		11	
May	\$59	\$56	4.1%		11	
June	\$117	\$99	17.6%	\$120	11	
July	\$153	\$147	3.9%	\$193	11	
August	\$117	\$91	28.1%	\$192	11	
September	\$68	\$56	21.7%	\$100	11	
October	\$41	\$23	74.7%	\$62	11	
November	\$11	\$3	273.6%	\$42	11	
Grand total	\$94	\$89	6.0%	\$113	11	
Historic months total	\$103	\$107	-3.6%	\$107	11	
On the Books months total	\$85	\$71	20.5%	\$119	11	

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Data based on a sample of up to properties in the North Lake Tahoe destination, representing up to 0,000 Units ('DestiMetrics C



**RESERVATIONS ACTIVITY REPORT**  
**SECTION 5b - SUPPORTING SUMMER DATA TABLES**  
**Summer Bookings as of May 31, 2015**

**NOTE: This is not a forecast of bookings. Data represent transactions on the books as of the date noted above**  
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PAID OCCUPANCY RATE		PAID OCCUPANCY RATE: YTD 2015 VS. YTD 2014			Historic Actual Occup. Rate (2014 season)
		Occup. Rate as of: May 31, 2015 (2015 season)	Occup. Rate as of: May 31, 2014 (2014 season)	Percent Change in YTD Occ. Rate	
Month of Occupancy (2015 & 2014)					
May	Historic Actual	35.1%	32.8%	6.8%	
June	On the Books	55.5%	50.0%	11.1%	54.3%
July	↓	57.5%	54.5%	5.6%	72.8%
August		43.2%	35.2%	22.5%	70.2%
September		33.2%	26.0%	27.9%	46.0%
October		24.0%	13.9%	73.2%	34.5%
Summer Total		41.4%	35.4%	17.0%	58.4%

AVERAGE DAILY RATE		ADR: YTD 2015 VS. YTD 2014			Historic Actual ADR (2014 season)
		ADR as of: May 31, 2015 (2015 season)	ADR as of: May 31, 2014 (2014 season)	Percent Change in YTD ADR	
<u>DestiMetrics</u> Census: Total Mc number of rooms					
May	Historic Actual	\$167	\$171	-2.5%	
June	On the Books	\$211	\$199	5.9%	\$221
July	↓	\$266	\$270	-1.6%	\$265
August		\$271	\$259	4.5%	\$273
September		\$204	\$215	-4.9%	\$217
October		\$170	\$168	0.9%	\$179
Summer Total		\$223	\$223	0.0%	\$233

REVENUE PER AVAILABLE ROOM		REVPAR: YTD 2015 VS. YTD 2014			Historic Actual RevPAR (2014 season)
		RevPAR as of: May 31, 2015 (2015 season)	RevPAR as of: May 31, 2014 (2014 season)	Percent Change in YTD RevPAR	
Month of Occupancy (2015 & 2014)					
May	Historic Actual	\$59	\$56	4.1%	
June	On the Books	\$117	\$99	17.6%	\$120
July	↓	\$153	\$147	3.9%	\$193
August		\$117	\$91	28.1%	\$192
September		\$68	\$56	21.7%	\$100
October		\$41	\$23	74.7%	\$62
Summer Total		\$92	\$79	17.0%	\$121



Data based on a sample of up to properties in the North Lake Tahoe destination, representing up to 0,000 Units ('DestiMetrics Census'\*)



**RESERVATIONS ACTIVITY REPORT**  
**SECTION 5c - SUPPORTING WINTER DATA TABLES**  
**Winter Bookings as of May 31, 2015**

**NOTE:** This is not a forecast of bookings. Data represent transactions on the books as of the date noted above

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PAID OCCUPANCY RATE	<u>PAID OCCUPANCY RATE: YTD 2015/16 VS. YTD 2014/15</u>			Historic Actual Occup. Rate (2014/15 season)
	Occup. Rate as of: May 31, 2015 (2015/16 season)	Occup. Rate as of: May 31, 2014 (2014/15 season)	Percent Change in YTD Occ. Rate	
Month of Occupancy (2015/16 & 2014/15)				
November <b>On the Books</b>	6.6%	2.0%	236.8%	25.7%
December				
January				
February				
March				
April				
Winter Total	6.6%	2.0%	236.8%	25.7%

AVERAGE DAILY RATE	<u>ADR: YTD 2015/16 VS. YTD 2014/15</u>			Historic Actual ADR (2014/15 season)
	ADR as of: May 31, 2015 (2015/16 season)	ADR as of: May 31, 2014 (2014/15 season)	Percent Change in YTD ADR	
Month of Occupancy (2015/16 & 2014/15)				
November <b>On the Books</b>	\$167	\$150	10.9%	\$164
December				
January				
February				
March				
April				
Winter Total	\$167	\$150	10.9%	\$164

REVENUE PER AVAILABLE ROOM	<u>REVPAR: YTD 2015/16 VS. YTD 2014/15</u>			Historic Actual RevPAR (2014/15 season)
	RevPAR as of: May 31, 2015 (2015/16 season)	RevPAR as of: May 31, 2014 (2014/15 season)	Percent Change in YTD ADR	
Month of Occupancy (2015/16 & 2014/15)				
November <b>On the Books</b>	\$11	\$3	273.6%	\$42
December				
January				
February				
March				
April				
Winter Total	\$11	\$3	273.6%	\$42

## GTN.com Click-Thru / Alpha List

PROPERTY	CLICKS
7-Pines Motel	32
Agate Bay Realty Vacation Rentals	87
Agate Bay Realty Vacation Rentals Cool Deals	6
Americas Best Value Inn Tahoe City	55
Aviva Inn	99
Brockway Springs Resort	138
Brockway Springs Resort Cool Deals	103
Cal Neva Resort Casino Hotel	18
Castle Peak Vacation Rentals	10
Cedar Crest Cottages	60
Cedar Glen Lodge	367
Chalet de Huttlinger	21
Chaney House	82
Chinquapin / Packard Realty	10
Christy Lodge	27
Club Tahoe Resort	24
Constellation Residences at Northstar	48
Cottage Inn at Lake Tahoe	163
Donner Summit Rentals	11
Ferrari's Crown Resort	98
Ferrari's Crown Resort Cool Deals	26
Firelite Lodge	32
First Accommodations, Inc.	75
Fox Den Cottages	11
Franciscan Lakeside Lodge	94
Franciscan Lakeside Lodge Cool Deals	56
Goldfish Properties	65
Granlibakken Tahoe	143
Granlibakken Tahoe Cool Deals	54
Hauserman Rental Group	97
Hauserman Rental Group Cool Deals	27
Holiday House	74
Holiday House Cool Deals	74
Hyatt Regency Lake Tahoe Resort, Spa and Casino	499
Hyatt Regency Lake Tahoe Resort, Spa and Casino Cool Deals	117
Incline at Tahoe Realty	63
Incline at Tahoe Realty Cool Deals	52
Incline Vacation Rentals	98
Incline Vacation Rentals Cool Deals	31
Kingswood Village Vacation Rentals	42
Lake Tahoe Accommodations	29
Lake Tahoe Accommodations.	64
Lake Tahoe Deluxe Vacation Rentals	54

LakeFrontHouse.com	55
Martis Valley Associates Property Rentals	14
Meeks Bay Resort & Marina	78
Mother Natures Inn	28
Mourelatos Lakeshore Resort	155
Mourelatos Lakeshore Resort Cool Deals	118
North Tahoe Rental Company	46
Northstar Condominiums	41
Northstar Lodge, A Welk Resort	29
Northstar Mountain Home Vacation Rentals	36
Northstar Resort	145
Olympic Village Inn	58
Parkside Inn at Incline	89
PepperTree Inn	27
PlumpJack Squaw Valley Inn	74
PlumpJack Squaw Valley Inn Cool Deals	112
Pullen Realty Group	11
Rainbow Lodge	11
Red Wolf Lakeside Lodge	72
Red Wolf Lodge at Squaw Valley	16
RedAwning.com Vacation Rentals	13
Resort at Squaw Creek	113
Resort at Squaw Creek Cool Deals	231
River Ranch Lodge and Restaurant	68
River Ranch Lodge and Restaurant Cool Deals	165
Rockwood Lodge	56
Rustic Cottage Inn	4
Rustic Cottages	54
Schulze, Lola - Tahoe Luxury Properties	1
SellMyTimeShareNow.com	7
Shooting Star Bed & Breakfast	92
Shore House at Lake Tahoe	196
Sierra Mountain Properties	5
Sierra Vacation Rentals/Sales	63
Sierra Vacation Rentals/Sales Cool Deals	8
Squaw Valley Lodge	46
Squaw Valley Lodge Cool Deals	196
Stanford Alpine Chalet	54
Stay In Lake Tahoe	87
Stevenson's Holliday Inn	59
Sunnyside Restaurant & Lodge	264
Tahoe Biltmore Lodge & Casino	117
Tahoe Biltmore Lodge & Casino Cool Deals	10
Tahoe City Inn	47
Tahoe Edgelake Beach Club	23
Tahoe Exclusive Properties - Carr Long Real Estate	22
Tahoe Exclusive Vacation Rentals	31

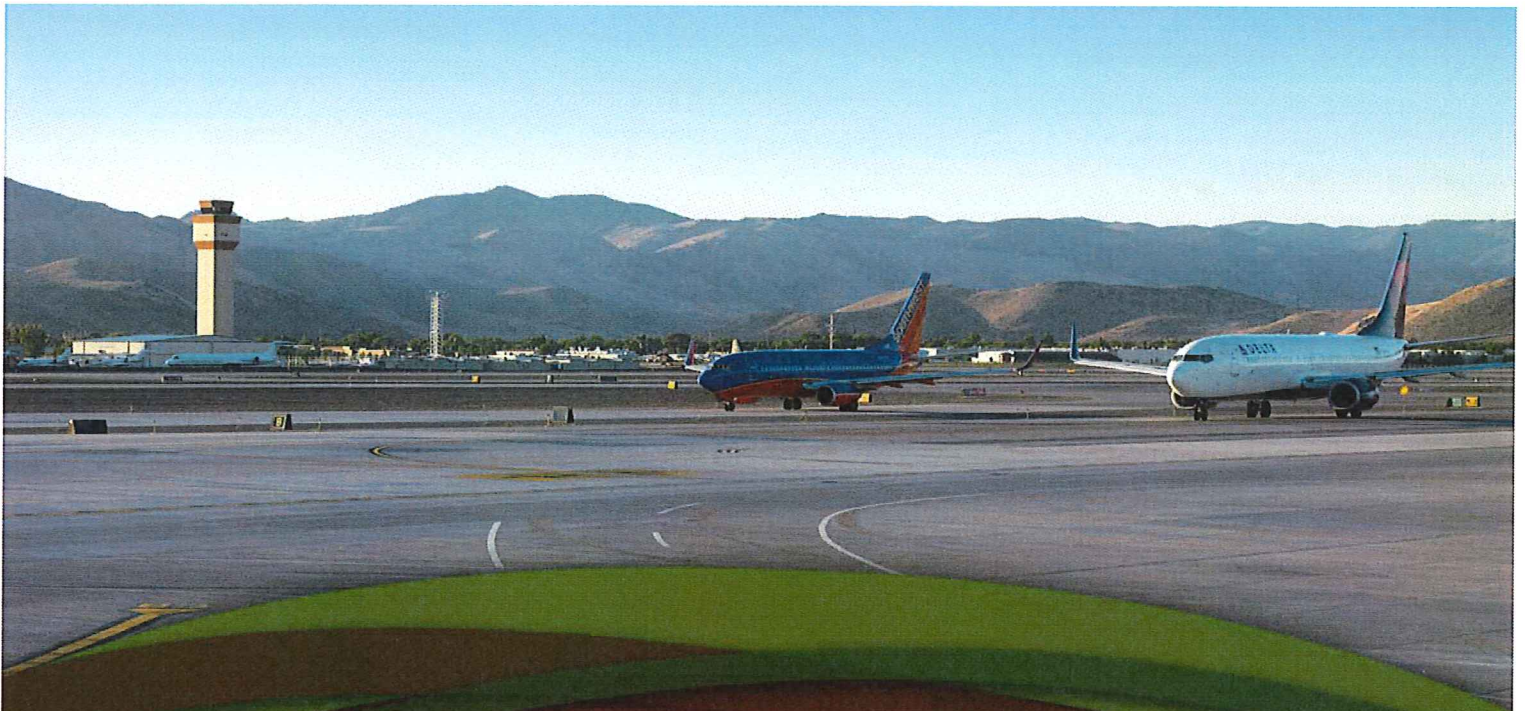
Tahoe Getaways Vacation Rentals	169
Tahoe Getaways Vacation Rentals Cool Deals	148
Tahoe Luxury Properties	118
Tahoe Luxury Properties Cool Deals	59
Tahoe Marina Lodge	65
Tahoe Moon Properties	195
Tahoe Mountain Resorts Lodging	67
Tahoe Mountain Resorts Lodging Cool Deals	70
Tahoe North Shore Lodge	12
Tahoe North Visitor's & Convention Bureau	1
Tahoe Real Estate Group	1
Tahoe Rentals by Wells and Bennett Realtors	64
Tahoe Sands Resort	25
Tahoe Signature Properties	123
Tahoe Tavern Properties	27
Tahoe Vacation Rentals	27
Tahoe Vista Lodge and Cabins	50
Tahoe Vistana Inn	62
Tahoe Woodside Vacation Rentals	53
Tahoma Lodge	43
Tahoma Meadows Bed & Breakfast Cottages	138
Tahoma Meadows Bed & Breakfast Cottages Cool Deals	67
Tamarack Lodge	42
Tamarack Lodge Cool Deals	1
The Border House	66
The Lodge at Obexers	29
The Lodge at Sugar Bowl	26
The Ritz-Carlton, Lake Tahoe	188
The Village at Squaw Valley	95
The Village at Squaw Valley Cool Deals	133
Vacasa	118
Vacation Station, Inc.	66
Vacation Tahoe by O'Neal Brokers	33
VACAY North Tahoe	281
VACAY North Tahoe Cool Deals	18
Waters of Tahoe Properties	138
West Lake Properties at Tahoe	39
West Shore Cafe & Inn	124
Total Click-thru	9564

## GTN.com Click-Thru / By Click List

PROPERTY	CLICKS
Hyatt Regency Lake Tahoe Resort, Spa and Casino	499
Cedar Glen Lodge	367
VACAY North Tahoe	281
Sunnyside Restaurant & Lodge	264
Resort at Squaw Creek Cool Deals	231
Shore House at Lake Tahoe	196
Squaw Valley Lodge Cool Deals	196
Tahoe Moon Properties	195
The Ritz-Carlton, Lake Tahoe	188
Tahoe Getaways Vacation Rentals	169
River Ranch Lodge and Restaurant Cool Deals	165
Cottage Inn at Lake Tahoe	163
Mourelatos Lakeshore Resort	155
Tahoe Getaways Vacation Rentals Cool Deals	148
Northstar Resort	145
Granlibakken Tahoe	143
Brockway Springs Resort	138
Tahoma Meadows Bed & Breakfast Cottages	138
Waters of Tahoe Properties	138
The Village at Squaw Valley Cool Deals	133
West Shore Cafe & Inn	124
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Sierra Mountain Properties	5
Rustic Cottage Inn	4
Schulze, Lola - Tahoe Luxury Properties	1
Tahoe North Visitor's & Convention Bureau	1
Tahoe Real Estate Group	1
Tamarack Lodge Cool Deals	1
 Total Click-thru	 9564



# Passenger and Cargo Statistics Report

**Reno-Tahoe International Airport**  
April 2015



**Reno-Tahoe  
Airport Authority**



**U.S. DOMESTIC INDUSTRY OVERVIEW FOR APRIL 2015**  
All RNO Carriers Domestic Systemwide – year over year comparison

Average Load Factor:	85.0%, (1.0% pt.)
Number of Flights *:	Flat
Capacity of Seats *:	Up 4.4%
Crude Oil Average:	\$54.45 per barrel in Apr. 2015 vs. \$102.07 per barrel in Apr. 2014

RNO OVERVIEW FOR APRIL 2015 – year over year comparison

Total Passengers:	Down (3.7%)
Avg. Enplaned Load Factor:	74.3% Down (2.7% pts.)
Actual Departures:	Up 3.2%
Actual Departing Seats:	Flat
Total Cargo:	Up 5.5%

Source: RNO Monthly Flight Activity Reports; \* INNOVATA Flight Schedule via Diio

**HIGHLIGHTS**

**APR 2015 vs. APR 2014**

Total Passengers	Down (3.7%)
Average Enplaned Load Factor	74.3% Down (2.7% pts.)
Total Cargo	Up 5.5%

**Calendar Year-to-Date APR 2015**

Total Passengers	Flat
Total Cargo	Up 2.3%

**APRIL 2015 SUMMARY**

Reno-Tahoe International Airport (RNO) served 256,823 passengers in April 2015, which is down (3.7%) versus April 2014. The loss in traffic can be attributed to a year-over-year decrease in Southwest Airlines' seat capacity at RNO, paired with a lack of late ski-season passenger traffic. During the first four months of 2015, RNO served 1,015,634 passengers, representing an increase of 0.1% when compared to the same period last year.

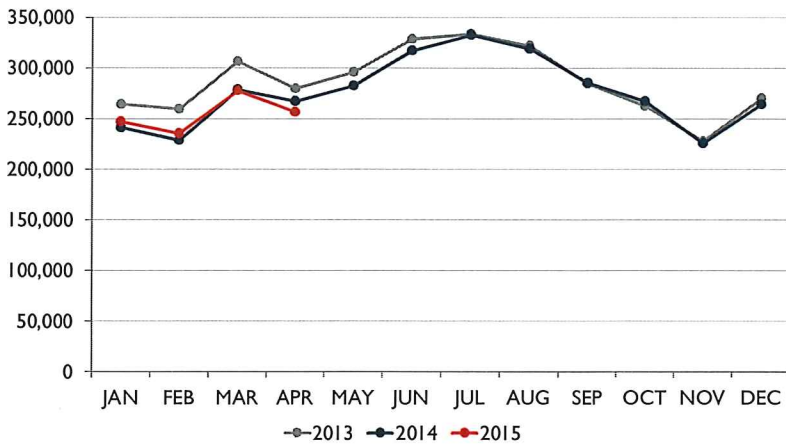
RNO handled 10,416,248 pounds of cargo in April 2015, an increase of 5.5% when compared to April 2014. During the first four months of 2015, RNO handled 40,329,459 pounds of air cargo, an increase of 2.3% when compared to the same period last year.

In April 2015, RNO was served by eight airlines providing 55 peak daily departures to 14 non-stop destinations. Total departures at RNO were up 3.2%, while the seat capacity decreased 0.4% when compared to April 2014.

JetBlue Airways will begin non-stop daily flights between RNO and New York City (JFK) on May 28, 2015. The airline will utilize an Airbus 320 aircraft with 150 seats on this route. The flights are scheduled to operate four times a week before transitioning into a daily service on June 17, 2015. Flight # 81 will depart JFK at 7:35 PM and arrive RNO at 11:06 PM. Flight # 80 will depart RNO at 11:59 PM and arrive JFK at 8:14 AM.



### TOTAL PASSENGERS

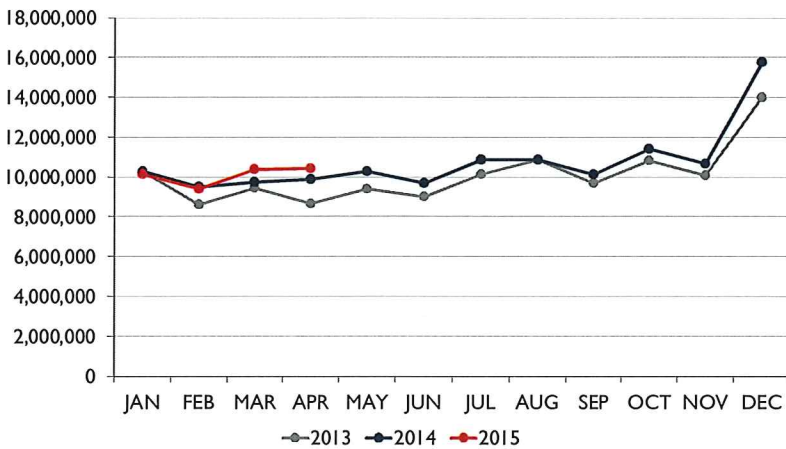


### TOTAL PASSENGERS

RNO served 256,823 passengers in April 2015, which is down (3.7%) when compared to April 2014. At RNO, Allegiant Air reported a 64.1% increase in passenger traffic, Alaska Airlines was up 43.2%, United Airlines recorded a 4.6% increase, and American Airlines/US Airways (combined) reported an increase of 0.8% over the same period.

In April 2015, Southwest Airlines carried 115,253 passengers, representing a (16%) decrease when compared to April 2014. Delta Air Lines posted a passenger decline of (9.2%) for the same period.

### TOTAL CARGO

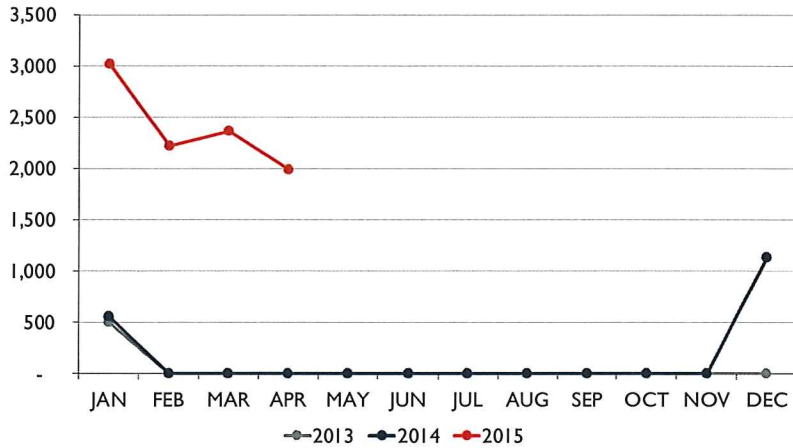


### TOTAL CARGO

In April 2015, RNO handled 10,416,248 pounds of air cargo, an increase of 5.5% versus April 2014. The year-over-year cargo tonnage of Ameriflight increased 26.2%, UPS was up 2.6%, and FedEx reported an increase of 2.2% over the same period.



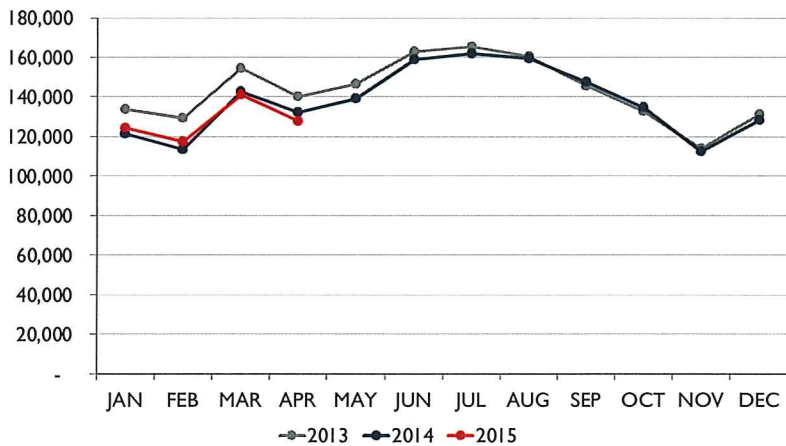
### TOTAL INTERNATIONAL PASSENGERS



### TOTAL INTERNATIONAL PASSENGERS

In April 2015, RNO served a total of 1,988 international passengers. Volaris Airlines operated twice a week scheduled flights to Guadalajara, Mexico.

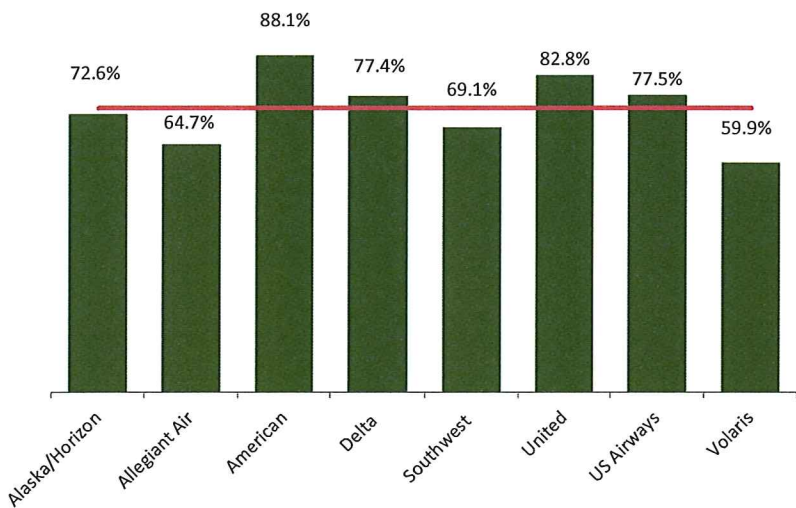
### AVERAGE ENPLANED LOAD FACTOR



### AVERAGE ENPLANED LOAD FACTOR

In April 2015, the average enplaned load factor at RNO was 74.0%, a (8.7% pts.) decrease from last year.

### AVERAGE ENPLANED LOAD FACTOR BY AIRLINE



### Average Enplaned Load Factors April 2015

Airline	RNO	Network	Difference
Alaska	72.6%	83.6%	(11.0)
Allegiant Air	64.7%	85.2%	(20.5)
American	88.1%	81.6%	6.5
Delta	77.4%	83.2%	(5.8)
Southwest	69.1%	83.1%	(14.0)
United	82.8%	81.4%	1.4
US Airways	77.5%	81.6%	(4.1)
Volaris	59.9%		n/a

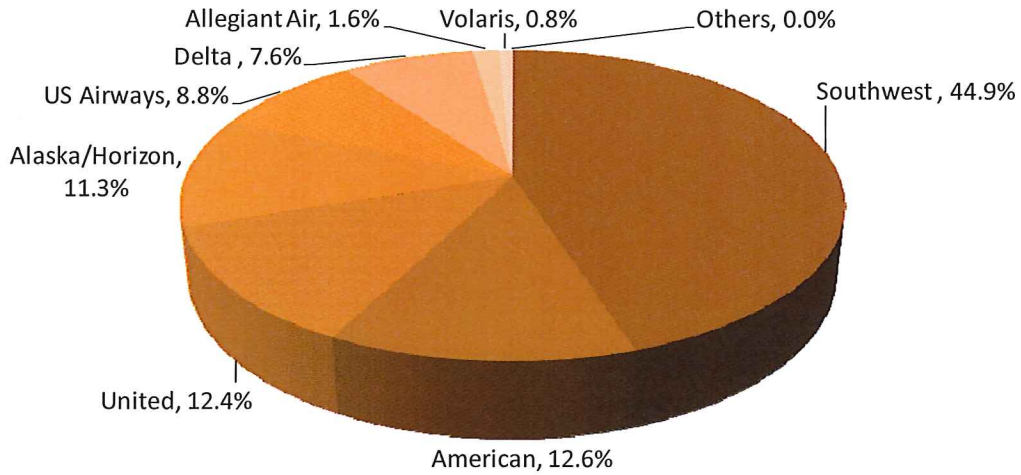
Source: Airline Performance Reports  
 American and US Airways reported combined operations  
 Volaris: Total load factor is 71.4% (enplaned and deplaned)



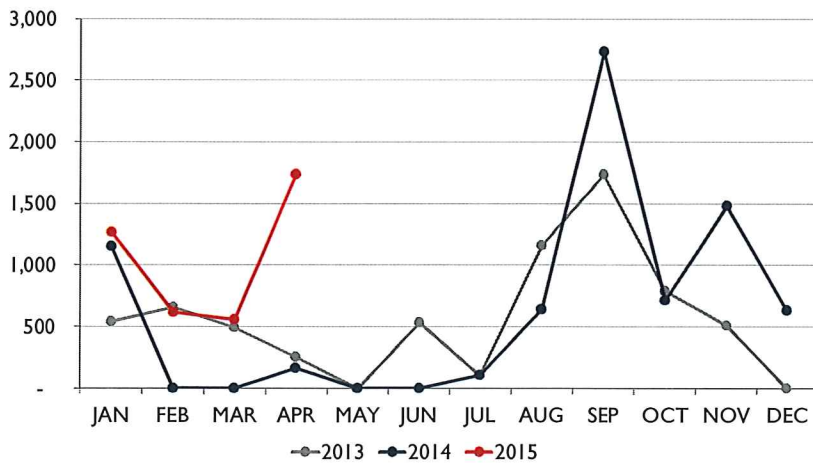
### AIR CARRIER MARKET SHARE

	April-15	April-14	YOY Change
Alaska/Horizon	11.3%	7.6%	3.7
Allegiant Air	1.6%	0.9%	0.7
American	12.6%	11.9%	0.8
Delta	7.6%	8.1%	(0.5)
Southwest	44.9%	51.4%	(6.6)
United	12.4%	11.4%	1.0
US Airways	8.8%	8.7%	0.2
Volaris	0.8%	n/a	n/a
Others	0.0%	0.1%	(0.1)

### AIR CARRIER MARKET SHARE



### TOTAL CHARTER PASSENGERS

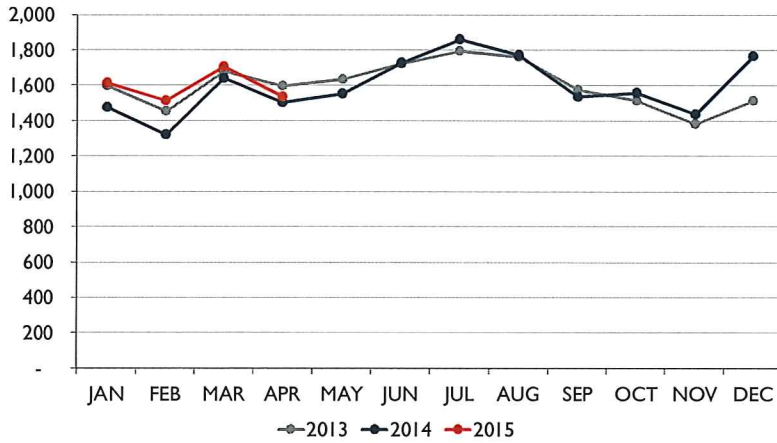


### TOTAL CHARTER PASSENGERS

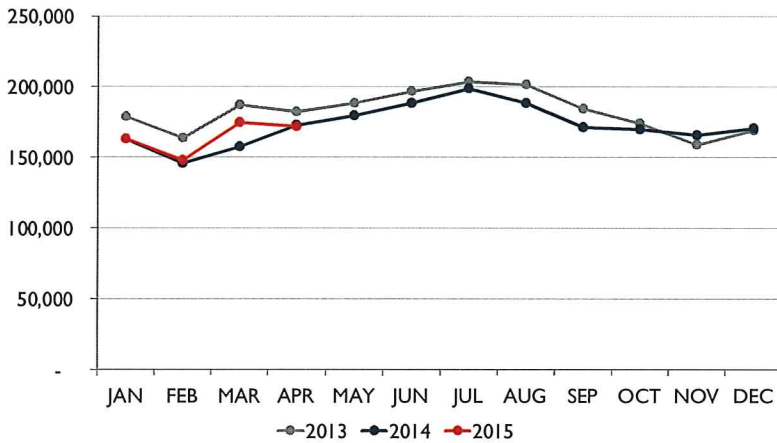
In April 2015, six charter flights operated at RNO, carrying a total of 1,740 passengers. There were two charter flights in April 2014.



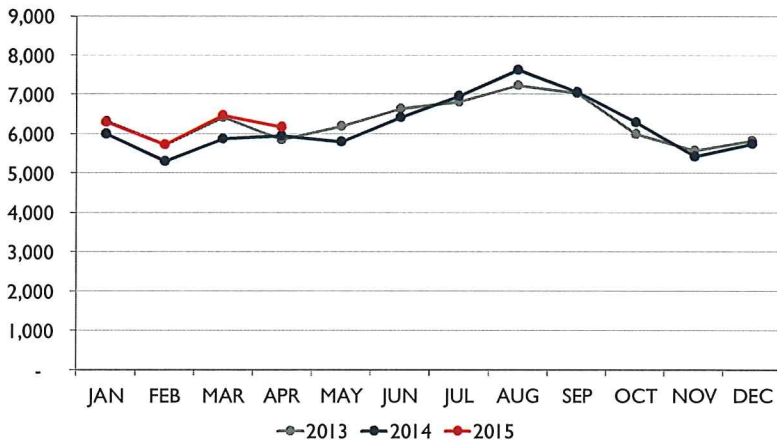
## MONTHLY SCHEDULED DEPARTURES



## MONTHLY SCHEDULED SEATS



## TOTAL OPERATIONS



## Flight Schedule Update

### Alaska Airlines (AS)

Starting July 1, 2015, the new schedule for non-stop flights to San Jose is as follows:

Airline	Origin	Destination	Flight Number	Departure Time	Arrival Time
AS	RNO	SJC	2183	6:00 AM	6:57 AM
AS	RNO	SJC	2253	4:30 PM	5:28 PM
AS	SJC	RNO	2250	7:30 AM	8:28 AM
AS	SJC	RNO	2500	6:00 PM	6:56 PM

### American Airlines

- The third non-stop daily flight between Reno and Dallas begins on June 5, 2015.
- The fifth non-stop daily flight between Reno and Los Angeles begins on June 4, 2015.
- The second non-stop flight between Reno and Chicago begins on June 4, 2015.

### Delta Air Lines

- The non-stop seasonal flight to Minneapolis will return as a Saturday only flight on May 23, 2015.

### United Airlines

- The non-stop flight to Houston returns on June 6, 2015, as Saturday and Sunday service.
- The sixth non-stop flight between Reno and San Francisco begins on June 4, 2015.
- The third Denver flight returns on June 4, 2015 and the fourth non-stop flight to Denver begins on July 2.

### US Airways

- The fifth non-stop flight between Reno and Phoenix begins on June 11, 2015.

## TOTAL OPERATIONS

A total of 6,174 operations occurred at RNO in April 2015, an increase of 3.7% when compared to April 2014. Total operations include: Air Carrier, Air Taxi, General Aviation and Military operations as reported by the FAA.



# Reno-Tahoe International Airport

Total Passengers					
April-15					
	Passengers		% Diff.	Passengers	
	2013	2014		2015	% Diff.
JAN	264,265	241,181	-8.7%	246,571	2.2%
FEB	259,299	228,035	-12.1%	234,763	3.0%
MAR	306,139	278,172	-9.1%	277,477	-0.2%
<b>1st Quarter</b>	<b>829,703</b>	<b>747,388</b>	<b>-9.9%</b>	<b>758,811</b>	<b>1.5%</b>
APR	279,418	266,800	-4.5%	256,823	-3.7%
MAY	295,494	282,277	-4.5%		
JUN	328,755	316,720	-3.7%		
<b>2nd Quarter</b>	<b>903,667</b>	<b>865,797</b>	<b>-4.2%</b>		
JUL	333,321	332,242	-0.3%		
AUG	322,083	318,965	-1.0%		
SEP	283,800	284,931	0.4%		
<b>3rd Quarter</b>	<b>939,204</b>	<b>936,138</b>	<b>-0.3%</b>		
OCT	262,473	266,701	1.6%		
NOV	227,213	225,384	-0.8%		
DEC	270,051	263,682	-2.4%		
<b>4th Quarter</b>	<b>759,737</b>	<b>749,592</b>	<b>-1.3%</b>		
<b>TOTAL</b>	<b>3,432,311</b>	<b>3,298,915</b>	<b>-3.9%</b>		
<b>YTD Total</b>		1,014,188		1,015,634	0.1%

Total Cargo						
April-15						
	2013		% Diff.	2015		% Diff.
	Cargo in Pounds			Pounds	Metric	
JAN	10,269,546	10,303,380	0.3%	10,113,421	4,587	-1.8%
FEB	8,635,807	9,486,697	9.9%	9,418,781	4,272	-0.7%
MAR	9,457,376	9,758,391	3.2%	10,381,009	4,708	6.4%
<b>1st Quarter</b>	<b>28,362,729</b>	<b>29,548,468</b>	<b>4.2%</b>	<b>29,913,211</b>	<b>13,566</b>	<b>1.2%</b>
APR	8,639,232	9,876,465	14.3%	10,416,248	4,724	5.5%
MAY	9,398,212	10,269,963	9.3%			
JUN	9,001,339	9,679,744	7.5%			
<b>2nd Quarter</b>	<b>27,038,783</b>	<b>29,826,172</b>	<b>10.3%</b>			
JUL	10,149,807	10,863,843	7.0%			
AUG	10,859,694	10,853,726	-0.1%			
SEP	9,689,115	10,127,014	4.5%			
<b>3rd Quarter</b>	<b>30,698,616</b>	<b>31,844,583</b>	<b>3.7%</b>			
OCT	10,834,930	11,429,538	5.5%			
NOV	10,099,499	10,664,398	5.6%			
DEC	13,998,438	15,776,073	12.7%			
<b>4th Quarter</b>	<b>34,932,867</b>	<b>37,870,009</b>	<b>8.4%</b>			
<b>TOTAL</b>	<b>121,032,995</b>	<b>129,089,232</b>	<b>6.7%</b>			
<b>YTD Total</b>		39,424,933		40,329,459	18,290	2.3%

Total Enplaned Passengers				
April-15				
Month	2013	2014	2015	% Diff.
JAN	133,686	121,700	124,505	2.3%
FEB	129,283	113,777	117,750	3.5%
MAR	154,633	142,542	141,314	-0.9%
APR	140,153	132,183	128,088	-3.1%
MAY	146,562	139,349		
JUN	162,824	158,827		
JUL	165,268	162,090		
AUG	160,570	159,664		
SEP	145,740	147,458		
OCT	132,741	134,946		
NOV	114,162	112,573		
DEC	131,328	128,295		
<b>TOTAL</b>	<b>1,716,950</b>	<b>1,653,404</b>		
<b>YTD Total</b>		510,202	511,657	0.3%

Total Deplaned Passengers				
Month	2013	2014	2015	% Diff.
JAN	130,579	119,481	122,066	2.2%
FEB	130,016	114,258	117,013	2.4%
MAR	151,506	135,630	136,163	0.4%
APR	139,265	134,617	128,735	-4.4%
MAY	148,932	142,928		
JUN	165,931	157,893		
JUL	168,053	170,152		
AUG	161,513	159,307		
SEP	138,060	137,480		
OCT	129,739	131,755		
NOV	113,051	112,811		
DEC	138,723	135,387		
<b>TOTAL</b>	<b>1,715,368</b>	<b>1,651,699</b>		
<b>YTD Total</b>		503,986	503,977	0.0%

Enplaned Passengers & Load Factor				
Airline	Enplaned PAX	Apr-15	Apr-14	Diff.
Alaska/Horizon	14,240	72.6%	79.5%	-6.9
Allegiant Air	2,082	64.7%	93.0%	-28.3
American	16,843	88.1%	90.7%	-2.6
Delta	9,846	77.4%	81.5%	-4.1
Southwest	57,513	69.1%	71.4%	-2.2
United	15,888	82.8%	88.1%	-5.3
US Airways	10,842	77.5%	75.2%	2.4
Volaris	834	59.9%	n/a	n/a

NOTE: Volaris - Total Load Factor (enplaned and deplaned) is 71.4%.

Source: RNO Monthly Flight Activity Reports



Reno-Tahoe Airport Authority

**Monthly Report May 2015**  
**CONFERENCE REVENUE STATISTICS**

**North Shore Properties**

**Year to Date Bookings/Monthly Production Detail FY 14/15**

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 14/15</u>	<u>FY 13/14</u>	<u>Variance</u>
Total Revenue Booked as of 5/31/15:	\$2,194,419	\$2,387,510	-8%
Forecasted Commission for this Revenue:	\$120,513	\$171,976	-30%
Number of Room Nights:	12101	12397	-2%
Number of Delegates:	7567	7212	5%
Annual Revenue Goal:	\$2,500,000	\$2,750,000	
Annual Commission Goal:	\$140,000	\$150,000	
Number of Tentative Bookings:	99	115	-14%

<u>Monthly Detail/Activity</u>	<u>May-15</u>	<u>May-14</u>	
<b><u>Number of Groups Booked:</u></b>	<b>8</b>	<b>9</b>	
Revenue Booked:	\$231,425	\$228,651	1%
Projected Commission:	\$18,521	\$1,261	1369%
Room Nights:	1290	1192	8%
Number of Delegates:	1096	580	89%
		1 Corp., 3	
	3 Corp, 2 Assn.,	Assn., 4 SMF, 1	
Booked Group Types:	2 SMF, 1 Govt.	Seminar	
Lost Business, # of Groups:	6	20	

<u>Arrived in the month</u>	<u>May-15</u>	<u>* Est.</u>	<u>May-14</u>	
Number of Groups:	<b>4</b>		<b>1</b>	
Revenue Arrived:	\$48,169		\$5,632	755%
Projected Commission:	\$1,195		\$0	
Room Nights:	438		42	943%
Number of Delegates:	445		20	2125%
Arrived Group Types:	1 Assn., 1 Smf, 1 Govt., 1 Non-Profit		1 Corp.	

<u>Monthly Detail/Activity</u>	<u>April-15</u>	<u>April-14</u>	
<b><u>Number of Groups Booked:</u></b>	<b>5</b>	<b>9</b>	
Revenue Booked:	\$166,965	\$118,979	40%
Projected Commission:	\$6,031	\$13,085	-54%
Room Nights:	972	876	11%
Number of Delegates:	565	643	-12%
	1 Corp, 1 Assn, 1 Smf, 1 Govt	2 Corp., 1 Assn, 3 Smf and 1	
Booked Group Types:	and 1 Society	Society	
Lost Business, # of Groups:	7	0	

<u>Arrived in the month</u>	<u>April-15</u>	<u>April-14</u>	
Number of Groups:	5	2	
Revenue Arrived:	\$271,772	\$10,740	2430%
Projected Commission:	\$9,189	\$1,074	756%
Room Nights:	1612	179	801%
Number of Delegates:	855	170	403%
Arrived Group Types:	4 Assn, 1 Society	2 Tour Operator	

**Monthly Detail/Activity**

<u>Number of Groups Booked:</u>	<u>March-15</u>	<u>March-14</u>	
Number of Groups Booked:	3	2	
Revenue Booked:	\$33,498	\$32,263	4%
Projected Commission:	\$3,350	\$913	267%
Room Nights:	280	143	96%
Number of Delegates:	285	100	185%
Booked Group Types:	2 Assoc, 1 Non-	2 Corp.	
Lost Business, # of Groups:	7	0	

<u>Arrived in the month</u>	<u>March-15</u>	* Est.	<u>March-14</u>	
Number of Groups:	3		3	
Revenue Arrived:	\$28,588		\$5,847	389%
Projected Commission:	\$2,858		\$222	1187%
Room Nights:	139		69	101%
Number of Delegates:	69		58	19%
Arrived Group Types:	2 Corp, 1 Smf		2 Corp, 1 Smf	

**Monthly Detail/Activity**

<u>Number of Groups Booked:</u>	<u>February-15</u>	<u>February-14</u>	
Number of Groups Booked:	5	3	
Revenue Booked:	\$416,981	\$58,460	613%
Projected Commission:	\$32,217	\$6,098	428%
Room Nights:	2223	288	672%
Number of Delegates:	902	154	486%
Booked Group Types:	2 Corp, 2 Smf,		
Lost Business, # of Groups:	1 Assn.	2 Corp. 1 Film	
	2	3	

<u>Arrived in the month</u>	<u>February-15</u>	<u>February-14</u>	
Number of Groups:	1	3	
Revenue Arrived:	\$19,368	\$21,833	-11%
Projected Commission:	\$1,936	\$927	109%
Room Nights:	82	119	-31%
Number of Delegates:	100	61	64%
Arrived Group Types:	1 Smf	1 Corp, 1 Smf, 1 Film	

**Monthly Detail/Activity**

<u>Number of Groups Booked:</u>	<u>January-15</u>	<u>January-14</u>	
Number of Groups Booked:	2	8	
Revenue Booked:	\$109,861	\$52,456	109%
Projected Commission:	\$6,498	\$4,173	56%
Room Nights:	833	435	91%
Number of Delegates:	325	346	-6%
Booked Group Types:	2 Assn.	1 Corp, 6 Smf,	
Lost Business, # of Groups:	9	1 Assn.	
		4	



<u>Arrived in the month</u>	<u>January-15</u>	<u>* Est.</u>	<u>January-14</u>	
Number of Groups:	3		7	
Revenue Arrived:	\$28,082		\$159,033	-82%
Projected Commission:	\$241		\$9,815	-98%
Room Nights:	137		758	-82%
Number of Delegates:	90		368	-76%
Arrived Group Types:	1 Corp, 2 Assn.		3 Corp, 3 Assn, 1 Govt.	

<u>Monthly Detail/Activity</u>	<u>December-14</u>		<u>December-13</u>	
<u>Number of Groups Booked:</u>	3		12	
Revenue Booked:	\$96,912		\$672,078	-86%
Projected Commission:	\$4,564		\$47,775	-90%
Room Nights:	740		5038	-85%
Number of Delegates:	540		3225	-83%
			1 Corp, 6 Assn, 2 Tour Oper., 2 Smf, 1 Govt	
Booked Group Types:	3 Smf		5	
Lost Business, # of Groups:	5			

<u>Arrived in the month</u>	<u>December-14</u>	<u>December-13</u>
Number of Groups:	0	0
Revenue Arrived:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:		
Arrived Group Types:		

<u>Monthly Detail/Activity</u>	<u>November-14</u>		<u>November-13</u>	
<u>Number of Groups Booked:</u>	5		3	
Revenue Booked:	\$225,094		\$10,800	1984%
Projected Commission:	\$9,249		\$459	1915%
Room Nights:	1360		90	1411%
Number of Delegates:	1533		80	1816%
	1 Film, 1 Corp,			
Booked Group Types:	1 Smf, 2 Assn.		3 smf	
Lost Business, # of Groups:	6		3	

<u>Arrived in the month</u>	<u>November-14</u>		<u>November-13</u>	
Number of Groups:	1		1	
Revenue Arrived:	\$11,520		\$13,351	-14%
Projected Commission:	\$1,728		\$0	
Room Nights:	80		75	7%
Number of Delegates:	18		40	-55%
Arrived Group Types:	1 Film crew		1 Corp	

<b>Monthly Detail/Activity</b>	<b><u>October-14</u></b>	<b><u>October-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>4</b>	<b>7</b>	
Revenue Booked:	\$44,208	\$163,439	-73%
Projected Commission:	\$895	\$12,807	-93%
Room Nights:	260	1080	-76%
Number of Delegates:	180	473	-62%
Booked Group Types:	1 Corp, 3 Smf	5 Corp, 1 Smf,	
Lost Business, # of Groups:	6	1 Corp	2

<b><u>Arrived in the month</u></b>	<b><u>October-14</u></b>	<b><u>October-13</u></b>	
Number of Groups:	<b>4</b>	<b>5</b>	
Revenue Arrived:	\$74,408	\$158,725	-53%
Projected Commission:	\$1,160	\$13,718	-92%
Room Nights:	510	980	-48%
Number of Delegates:	568	675	-16%
Arrived Group Types:	2 Corp, 1 Assn, 1 Smf	1 Assoc, 1 Smf,	1 Non-Profit, 1 TA

<b>Monthly Detail/Activity</b>	<b><u>September-14</u></b>	<b><u>September-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>8</b>	<b>6</b>	
Revenue Booked:	\$367,511	\$59,226	521%
Projected Commission:	\$28,336	\$5,421	423%
Room Nights:	3417	347	885%
Number of Delegates:	2115	265	698%
Booked Group Types:	2 Corp, 6 Assoc	1 Corp, 2 Assoc, 3 Smf	
Lost Business, # of Groups:	5	9	

<b><u>Arrived in the month</u></b>	<b><u>September-14</u></b>	<b><u>September-13</u></b>	
Number of Groups:	<b>9</b>	<b>12</b>	
Revenue Arrived:	\$537,101	\$848,564	-37%
Projected Commission:	\$7,879	\$17,455	-55%
Room Nights:	2782	4052	-31%
Number of Delegates:	1675	2148	-22%
Arrived Group Types:	4 Assoc, 1 Corp, 3 Smf and 1 Society	4 Corp, 2 Assoc, 1 Govt, 1 Film, 4 Smf	

<b>Monthly Detail/Activity</b>	<b><u>August-14</u></b>	<b><u>August-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>7</b>	<b>5</b>	
Revenue Booked:	\$328,584	\$106,808	208%
Projected Commission:	\$14,879	\$6,248	138%
Room Nights:	1452	767	89%
Number of Delegates:	723	359	101%
Booked Group Types:	4 Smf, 2 Corp,	2 Seminar, 2	
Lost Business, # of Groups:	4	4	

<u>Arrived in the month</u>	<u>August-14</u>	<u>August-13</u>	
Number of Groups:	8	15	
Revenue Arrived:	\$44,210	\$552,037	-92%
Projected Commission:	\$1,739	\$31,949	-95%
Room Nights:	252	2457	-90%
Number of Delegates:	278	1064	-74%
Arrived Group Types:	2 Corp., 1 Assoc 4 Smf and 1 Govt.	6 Corp, 7 Assoc, 1 Smf, 1 Film	

<u>Monthly Detail/Activity</u>	<u>July-14</u>	<u>July-13</u>	
<b><u>Number of Groups Booked:</u></b>	<b>4</b>	<b>6</b>	
Revenue Booked:	\$156,104	\$45,413	244%
Projected Commission:	\$1,075	\$2,247	-52%
Room Nights:	636	369	72%
Number of Delegates:	390	328	19%
Booked Group Types:	2 Assoc., 2 Corp	4 Assn, 6 Smf, 1 Govt.	
Lost Business, # of Groups:	1	4	

<u>Arrived in the month</u>	<u>July-14</u>	<u>July-13</u>	
Number of Groups:	12	10	
Revenue Arrived:	\$546,907	\$177,016	209%
Projected Commission:	\$23,673	\$5,685	316%
Room Nights:	2103	1256	67%
Number of Delegates:	898	1086	-17%
Arrived Group Types:	6 Smf, 2 Corp, 2 Assoc., 2 Sem.	3 Assoc, 5 Smf, 1 Govt 1 Corp.	

<b>For 2015/16:</b>	<b>\$2,143,615</b>	<b>\$1,500,000</b>
<b>For 2016/17:</b>	<b>\$2,359,842</b>	<b>\$2,000,000</b>

**NUMBER OF LEADS Generated as o 5/31/15:** 143

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

2013/14	172
2012/2013:	171
2011/2012:	119
2010/2011:	92
2009/2010:	107
2008/2009:	151
2007/2008:	209
2006/2007:	205

**Monthly Report April 2015**  
**CONFERENCE REVENUE STATISTICS**

**South Lake Tahoe**

**Year to Date Bookings/Monthly Production Detail FY 14/15**

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>14/15</u>	<u>13/14</u>	<u>Variance</u>
Total Revenue Booked as of 5/31/15:	\$737,080	\$476,488	55%
Forecasted Commission for this Revenue:	\$30,104	\$7,410	306%
Number of Room Nights:	5128	4275	20%
Number of Delegates:	2417	1327	82%
Annual Commission Projection:	\$30,000	\$16,000	

<u>Monthly Detail/Activity</u>	<u>May-15</u>	<u>May-14</u>
<u>Number of Groups Booked:</u>	<b>3</b>	<b>0</b>
Revenue Booked:	\$33,224	\$0
Projected Commission:	\$1,137	\$0
Room Nights:	253	0
Number of Delegates:	200	0
Booked Group Types:	1 Corp., 1 Smf, 1 Assn.	

<u>Arrived in the month</u>	<u>May-15</u>	* Est.	<u>May-14</u>
Number of Groups:	1		0
Revenue Arrived:	\$3,160		\$0
Projected Commission:	\$474		\$0
Room Nights:	28		0
Number of Delegates:	41		0
Arrived Group Types:	1 Smf.		

<u>Monthly Detail/Activity</u>	<u>April-15</u>	<u>April-14</u>
<u>Number of Groups Booked:</u>	<b>0</b>	<b>1</b>
Revenue Booked:	\$0	\$3,245
Projected Commission:	\$0	\$487
Room Nights:	0	35
Number of Delegates:	0	10
Booked Group Types:		1 Smf

<u>Arrived in the month</u>	<u>April-15</u>	<u>April-14</u>
Number of Groups:	1	0
Revenue Arrived:	\$21,096	\$0
Projected Commission:	\$0	\$0
Room Nights:	218	0
Number of Delegates:	190	0
Arrived Group Types:	1 Assn.	

<b>Monthly Detail/Activity</b>	<b><u>March-15</u></b>	<b><u>March-14</u></b>
<b><u>Number of Groups Booked:</u></b>	<b>0</b>	<b>0</b>
Revenue Booked:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Booked Group Types:		

<b><u>Arrived in the month</u></b>	<b><u>March-15</u></b>	<b><u>March-14</u></b>
Number of Groups:	1	1
Revenue Arrived:	\$15,198	\$1,875
Projected Commission:	\$760	\$202
Room Nights:	88	25
Number of Delegates:	50	25
Arrived Group Types:	1 Smf	1 Smf

<b>Monthly Detail/Activity</b>	<b><u>February-15</u></b>	<b><u>February-14</u></b>
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>0</b>
Revenue Booked:	\$43,804	\$0
Projected Commission:	\$0	\$0
Room Nights:	345	0
Number of Delegates:	235	0
Booked Group Types:	1 Corp., 1 Assn.	

<b><u>Arrived in the month</u></b>	<b><u>February-15</u></b>	<b><u>February-14</u></b>
Number of Groups:	2	0
Revenue Arrived:	\$9,973	\$0
Projected Commission:	\$368	\$0
Room Nights:	56	0
Number of Delegates:	19	0
Arrived Group Types:	1 Corp., 1 Smf	0

<b>Monthly Detail/Activity</b>	<b><u>January-15</u></b>	<b><u>January-14</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>1</b>	
Revenue Booked:	\$21,882	\$1,350	1521%
Projected Commission:	\$1,289	\$202	538%
Room Nights:	175	20	775%
Number of Delegates:	118	25	372%
Booked Group Types:	1 Corp., 1 Assn.	1 Corp.	

<b><u>Arrived in the month</u></b>	<b><u>January-15</u></b>	<b>Est.</b>	<b><u>January-14</u></b>
Number of Groups:	1		0
Revenue Arrived:	\$4,230		\$0
Projected Commission:	\$212		\$0
Room Nights:	50		0
Number of Delegates:	20		0
Arrived Group Types:	1 Smf		0

<b>Monthly Detail/Activity</b>	<b><u>December-14</u></b>	<b><u>December-13</u></b>
<b><u>Number of Groups Booked:</u></b>	<b>0</b>	<b>0</b>
Revenue Booked:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Booked Group Types:		

<b><u>Arrived in the month</u></b>	<b><u>December-14</u></b>	<b><u>December-13</u></b>
Number of Groups:	0	1
Revenue Arrived:	\$0	\$382,681
Projected Commission:	\$0	\$0
Room Nights:	0	3769
Number of Delegates:	0	1000
Arrived Group Types:		1 Corp.

<b>Monthly Detail/Activity</b>	<b><u>November-14</u></b>	<b><u>November-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>1</b>	<b>1</b>	
Revenue Booked:	\$20,898	\$28,800	-27%
Projected Commission:	\$0	\$4,320	
Room Nights:	180	93	94%
Number of Delegates:	60	30	100%
Booked Group Types:	1 Corp.	1 smf.	

<b><u>Arrived in the month</u></b>	<b><u>November-14</u></b>	<b><u>November-13</u></b>
Number of Groups:	0	0
Revenue Arrived:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:		

<b>Monthly Detail/Activity</b>	<b><u>October-14</u></b>	<b><u>October-13</u></b>
<b><u>Number of Groups Booked:</u></b>	<b>0</b>	<b>1</b>
Revenue Booked:	\$0	\$9,841
Projected Commission:	\$0	\$1,476
Room Nights:	0	105
Number of Delegates:	0	35
Booked Group Types:		1 Corp.

<b><u>Arrived in the month</u></b>	<b><u>October-14</u></b>	<b><u>October-13</u></b>
Number of Groups:	0	0
Revenue Arrived:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:		

<b>Monthly Detail/Activity</b>	<b><u>September-14</u></b>	<b><u>September-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>1</b>	<b>1</b>	
Revenue Booked:	\$38,493	\$36,900	4%
Projected Commission:	\$1,925	\$1,800	7%
Room Nights:	230	490	-53%
Number of Delegates:	200	220	-9%
Booked Group Types:	1 Smf	1 Assoc.	

<b><u>Arrived in the month</u></b>	<b><u>September-14</u></b>	<b><u>September-13</u></b>	
Number of Groups:	4	1	
Revenue Arrived:	\$521,681	\$8,792	5834%
Projected Commission:	\$27,677	\$1,318	2000%
Room Nights:	3664	48	7533%
Number of Delegates:	1645	40	4013%
Arrived Group Types:	2 Corp, 1 Assn, 1 Smf	1 Assoc.	

<b>Monthly Detail/Activity</b>	<b><u>August-14</u></b>	<b><u>August-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>2</b>	<b>0</b>	
Revenue Booked:	\$9,603	\$0	
Projected Commission:	\$481	\$0	
Room Nights:	80	0	
Number of Delegates:	30	0	
Booked Group Types:	2 Smf	1 Corp, 1 Assoc.	

<b><u>Arrived in the month</u></b>	<b><u>August-14</u></b>	<b><u>August-13</u></b>	
Number of Groups:	1	1	
Revenue Arrived:	\$39,794	\$8,792	353%
Projected Commission:	\$0	\$1,318	
Room Nights:	217	48	352%
Number of Delegates:	75	40	88%
Arrived Group Types:	1 Corp.	1 Assoc.	

<b>Monthly Detail/Activity</b>	<b><u>July-14</u></b>	<b><u>July-13</u></b>	
<b><u>Number of Groups Booked:</u></b>	<b>1</b>	<b>3</b>	
Revenue Booked:	\$10,800	\$490,297	-98%
Projected Commission:	\$0	\$24,010	
Room Nights:	55	1525	-96%
Number of Delegates:	40	3666	-99%
Booked Group Types:	1 Smf	1 Corp, 1 Assoc.	

<b><u>Arrived in the month</u></b>	<b><u>July-14</u></b>	<b><u>July-13</u></b>	
Number of Groups:	2	1	
Revenue Arrived:	\$111,391	\$10,103	1003%
Projected Commission:	\$825	\$1,515	-46%
Room Nights:	760	60	1167%
Number of Delegates:	320	40	700%
Arrived Group Types:	2 Assn.	1 Smf	

**NUMBER OF LEADS Generated as of 5/31/15:**

**143**

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

2013/2014 172

2012/2013: 171

2011/2012: 119

2010/2011: 92

2009/2010: 107

2008/2009: 151

2007/2008: 209

2006/2007: 205