



north lake tahoe

Chamber | CVB | Resort Association

November 2017 Standing Reports



Executive Summary

Res Activity Outlook as of Oct 31, 2017

Executive Summary

Data based on a sample of up to 9 properties in the North Lake Tahoe destination, representing up to 1264 Units ("Destimetrics Census[™]") and 39,14% of 3229 total units in the North Lake Tahoe destination ("Destination Census[™]")

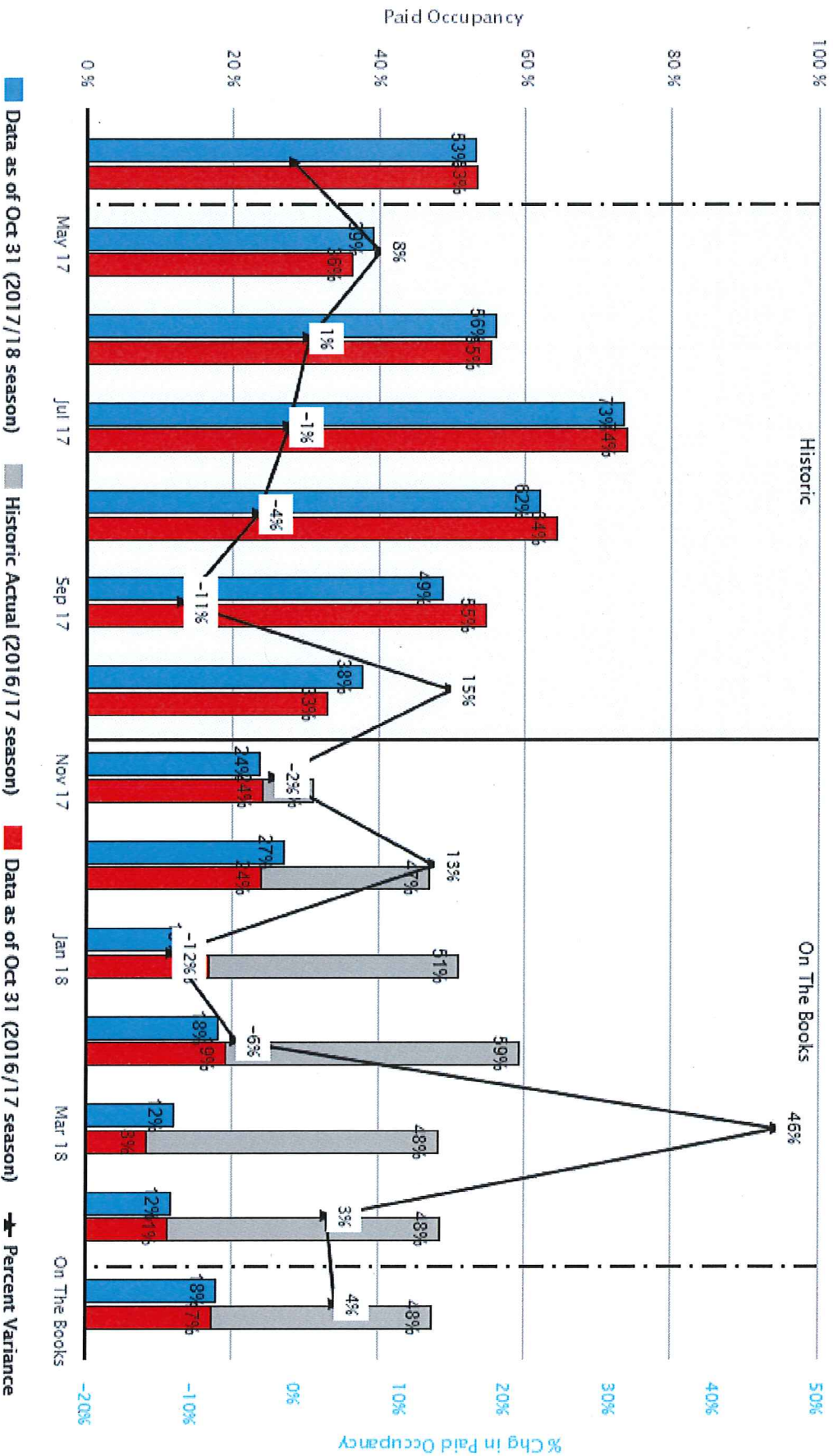
Last Month Performance: Current YTD vs. Previous YTD	2017/18	2016/17	Year over Year % Variance
North Lake Tahoe Occupancy for last month (Oct) changed by (14.8%)	Occupancy (Oct) : 37.9%	33.0%	14.8%
North Lake Tahoe ADR for last month (Oct) changed by (-5.3%)	ADR (Oct) : \$ 197	\$ 209	-5.3%
North Lake Tahoe RevPAR for last month (Oct) changed by (8.7%)	RevPAR (Oct) : \$ 75	\$ 69	8.7%
Next Month Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for next month (Nov) changed by (-2.0%)	Occupancy (Nov) : 23.7%	24.2%	-2.0%
North Lake Tahoe ADR for next month (Nov) changed by (5.8%)	ADR (Nov) : \$ 216	\$ 204	5.8%
North Lake Tahoe RevPAR for next month (Nov) changed by (3.7%)	RevPAR (Nov) : \$ 51	\$ 49	3.7%
Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the past 6 months changed by (-0.1%)	Occupancy 53.3%	53.4%	-0.1%
North Lake Tahoe ADR for the past 6 months changed by (5.4%)	ADR \$ 306	\$ 291	5.4%
North Lake Tahoe RevPAR for the past 6 months changed by (5.3%)	RevPAR \$ 163	\$ 155	5.3%
Future 6 Month On The Books Performance: Current YTD vs. Previous YTD			
North Lake Tahoe Occupancy for the future 6 months changed by (3.9%)	Occupancy 18.0%	17.3%	3.9%
North Lake Tahoe ADR for the future 6 months changed by (5.1%)	ADR \$ 328	\$ 312	5.1%
North Lake Tahoe RevPAR for the future 6 months changed by (9.2%)	RevPAR \$ 59	\$ 54	9.2%
Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Oct 31, 2017 vs. Previous Year last year (Oct 16) for all arrival dates has changed by (18.2%)	Booking Pace (Oct) 6.2%	5.2%	18.2%

* Intopia Census: Total number of rooms reported by participating Intopia properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time. ** Destination Census: The total number of rooms available for rental within the community as established by the and adjusted for properties that have opened / closed since that time. This number varies infrequently as new properties start, or existing properties cease operations.

DESCRIPTION: The Reservation Activity Outlook Report tracks occupancy, 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 occupancy, (ii) last YTD occupancy, (iii) last season's ending occupancy. 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 Intopia's other participants. As is the case in all Intopia data, all information provided by individual properties is strictly confidential, except when aggregated with other data and indistinguishable as a result.

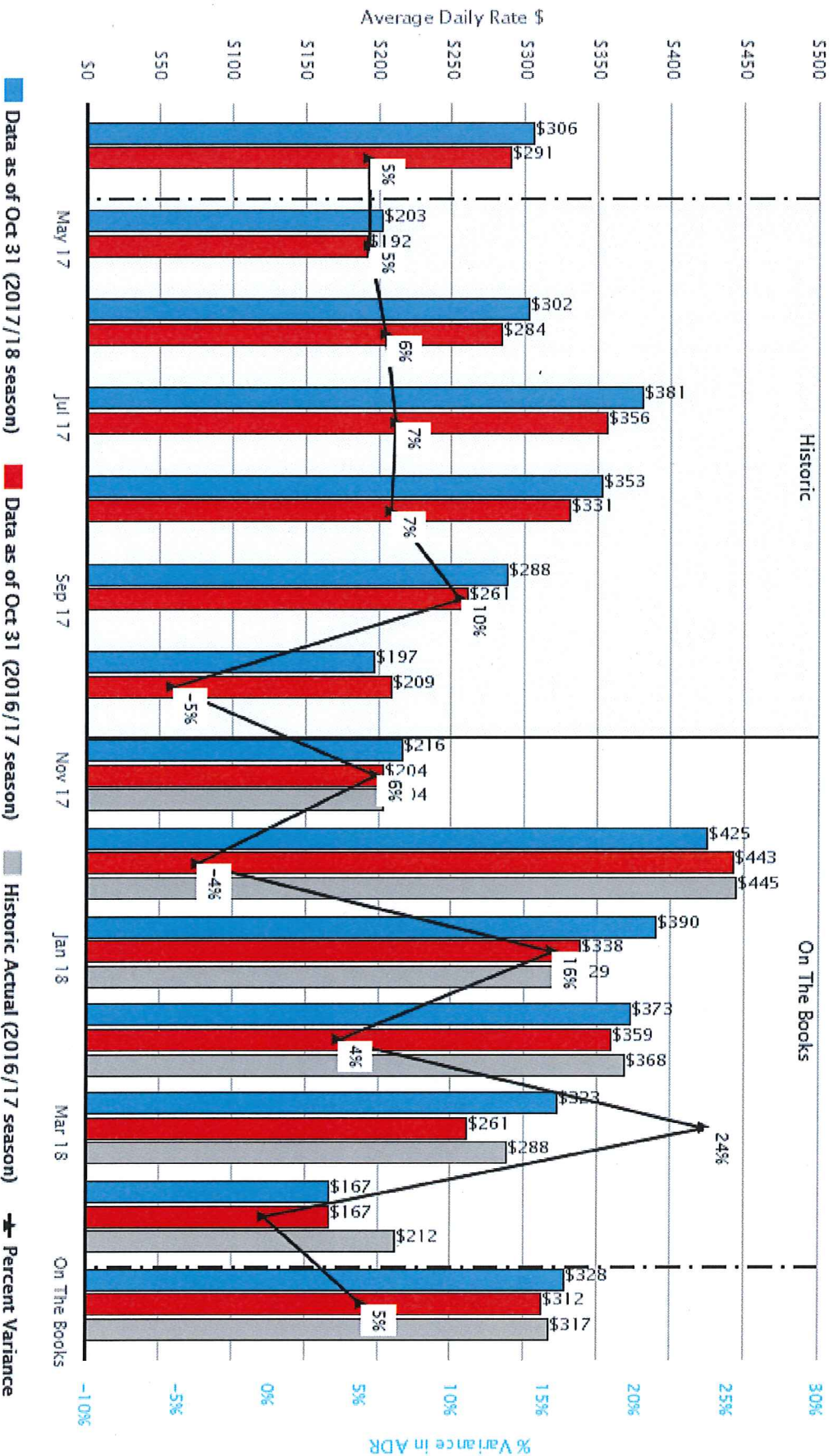
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North Lake Tahoe Paid Occupancy (Most Recent Data) Res Activity Outlook as of Oct 31, 2017



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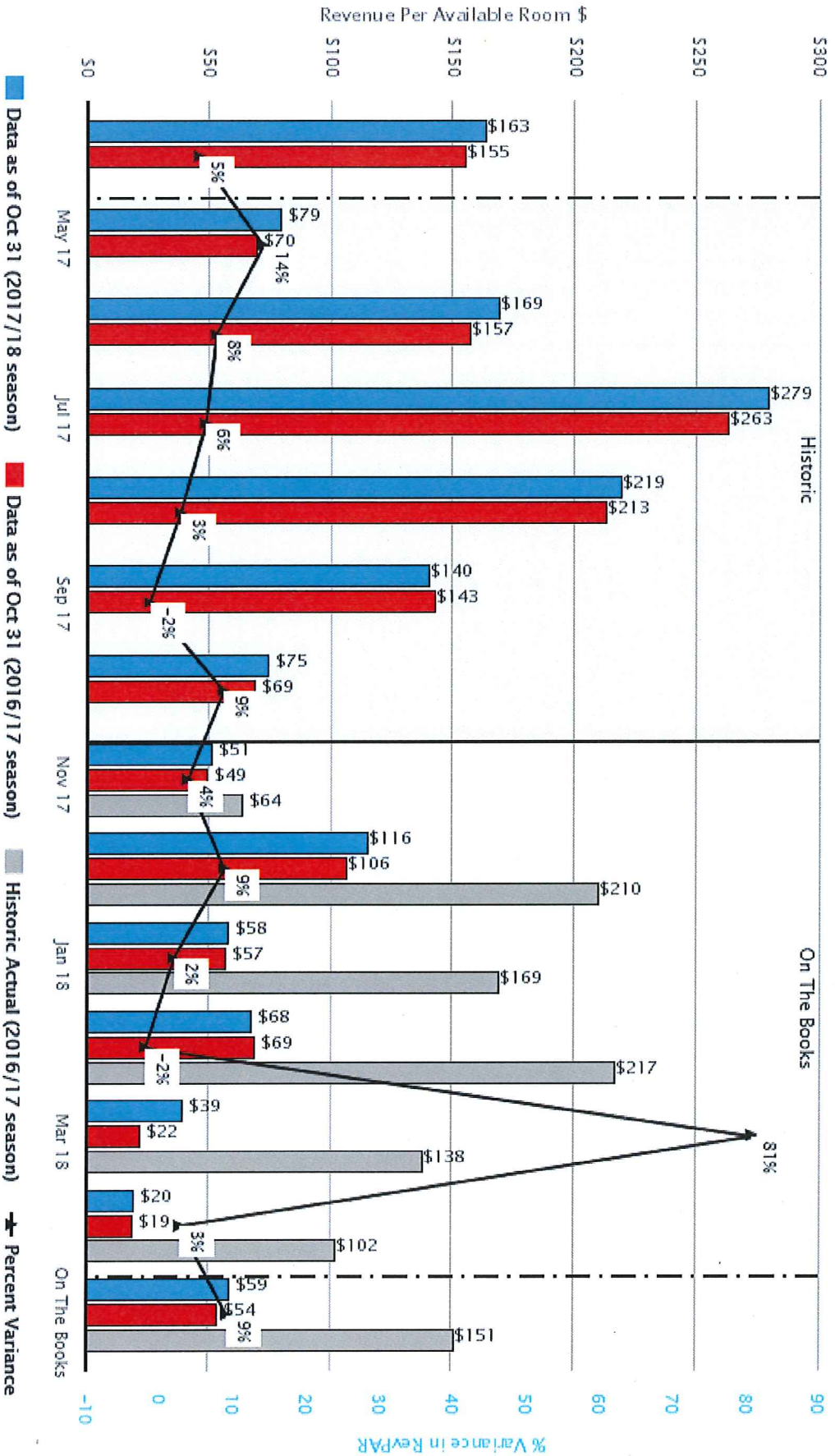
North Lake Tahoe Average Daily Rate (Most Recent Data) Res Activity Outlook as of Oct 31, 2017



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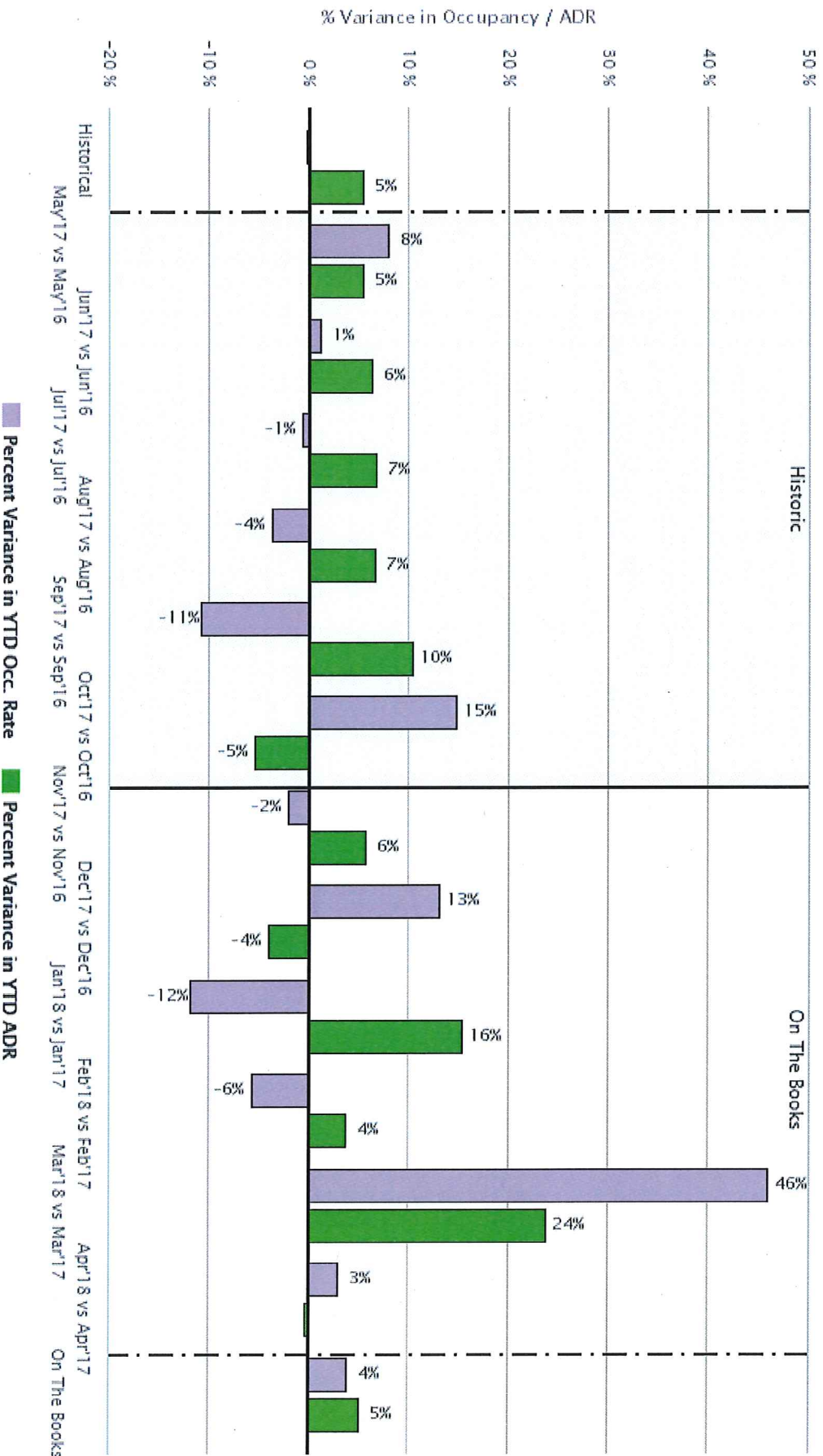
DestiMetrics

North Lake Tahoe Revenue Per Available Room (Most Recent Data) Res Activity Outlook as of Oct 31, 2017



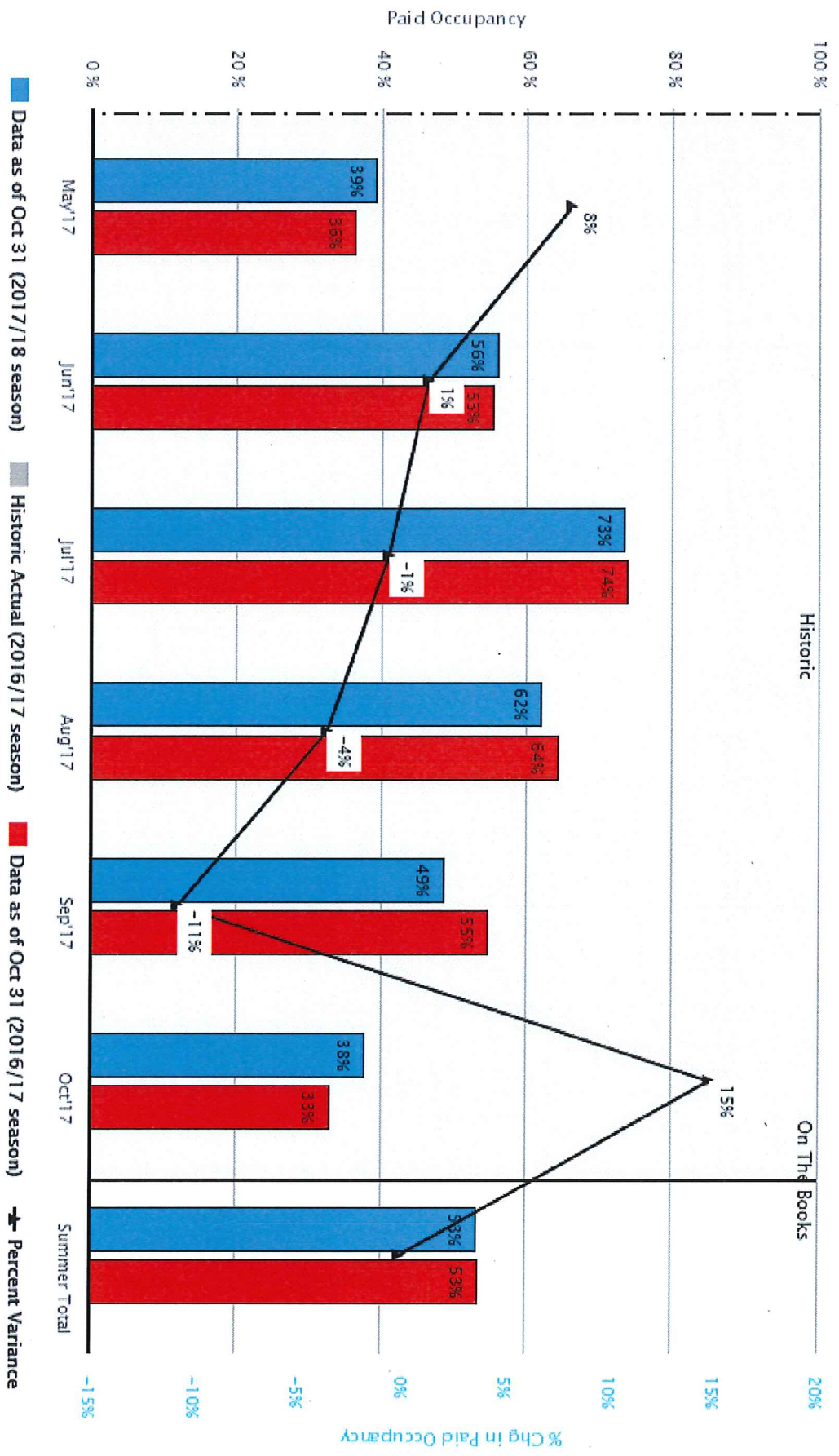
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North Lake Tahoe Variance in YTD Occupancy and ADR Res Activity Outlook 2017/18 vs 2016/17



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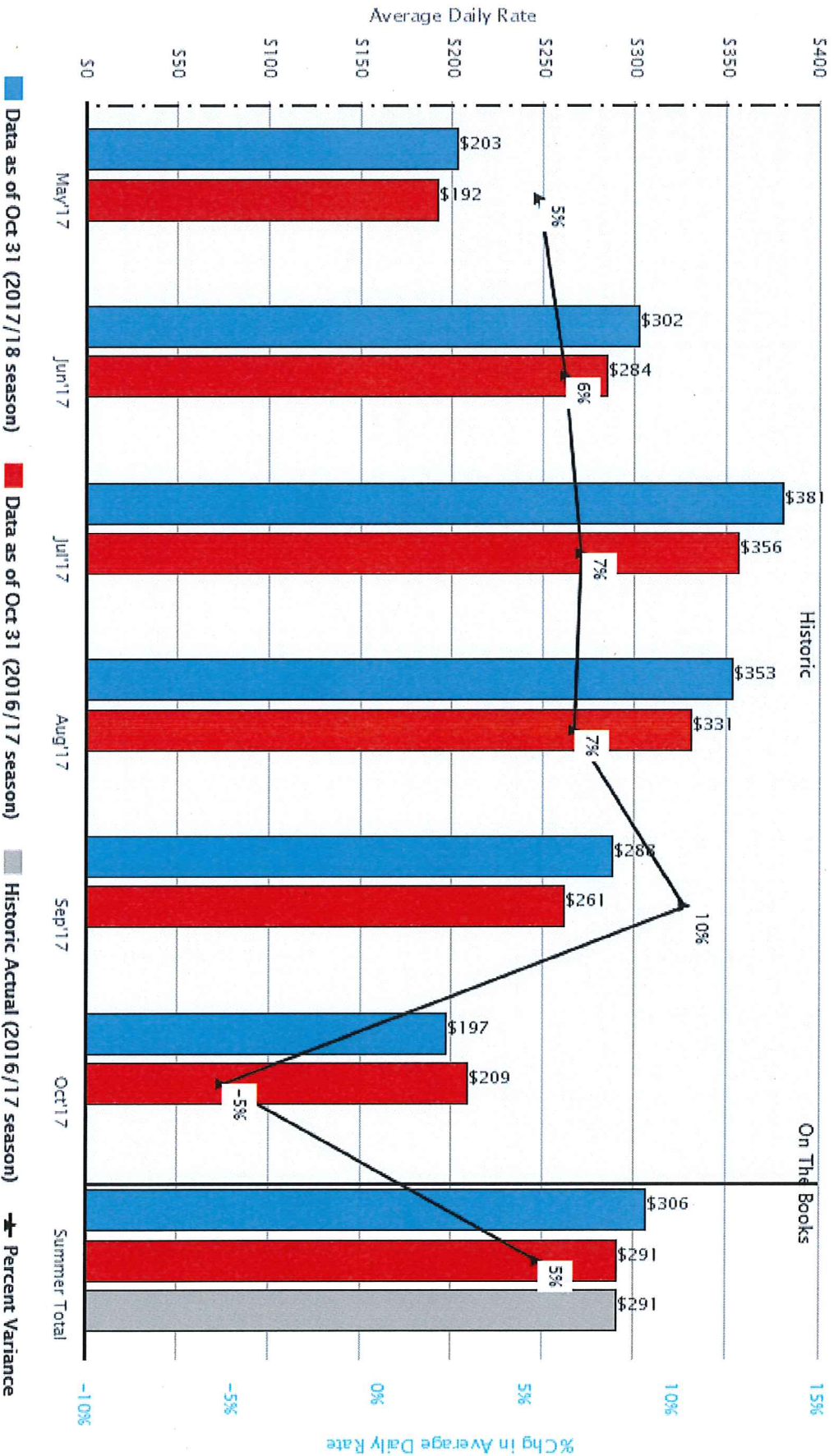
North Lake Tahoe Paid Occupancy (Summer-to-date) Res Activity Outlook as of Oct 31, 2017



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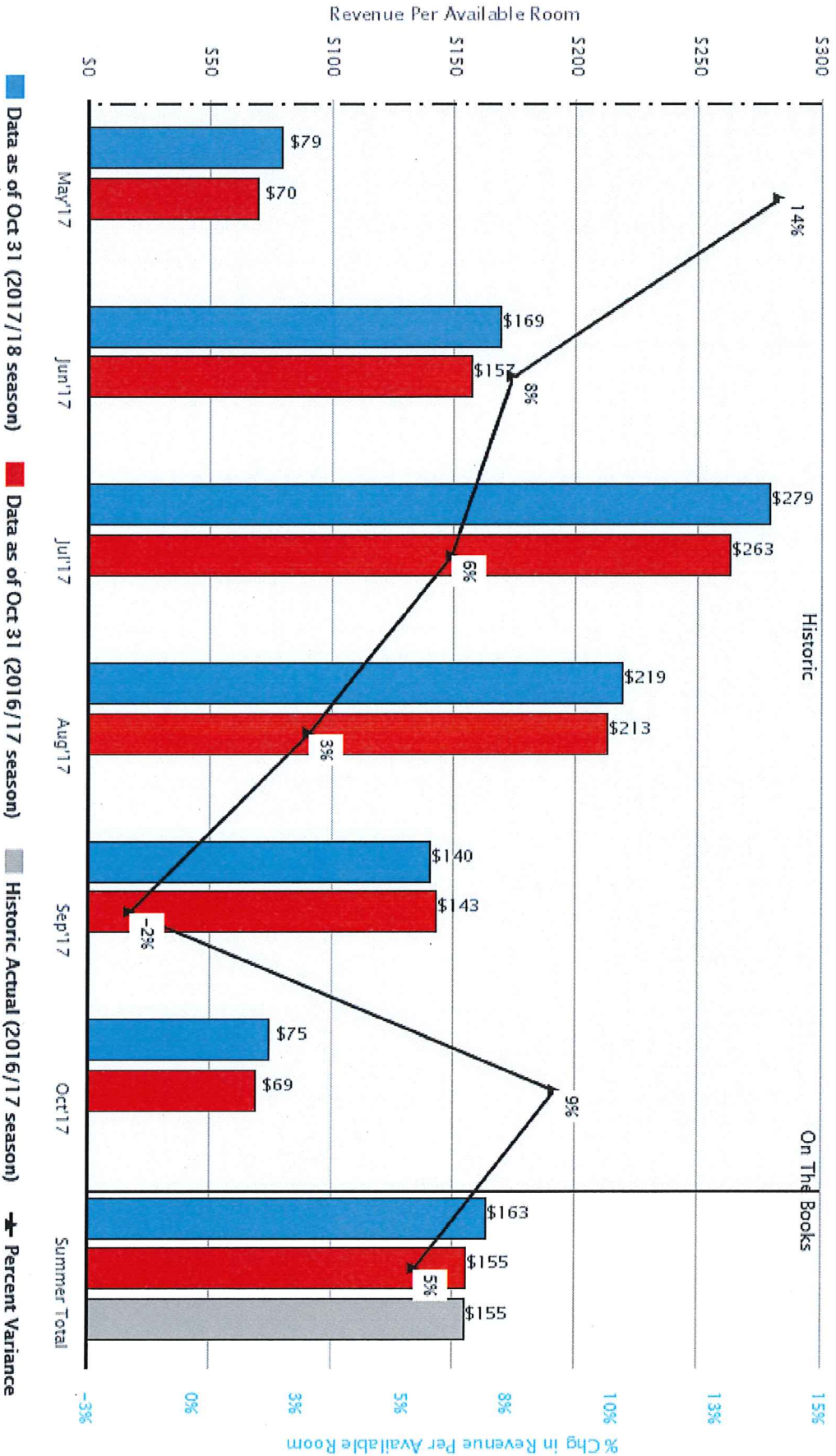
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North Lake Tahoe Average Daily Rate (Summer-to-date) Res Activity Outlook as of Oct 31, 2017



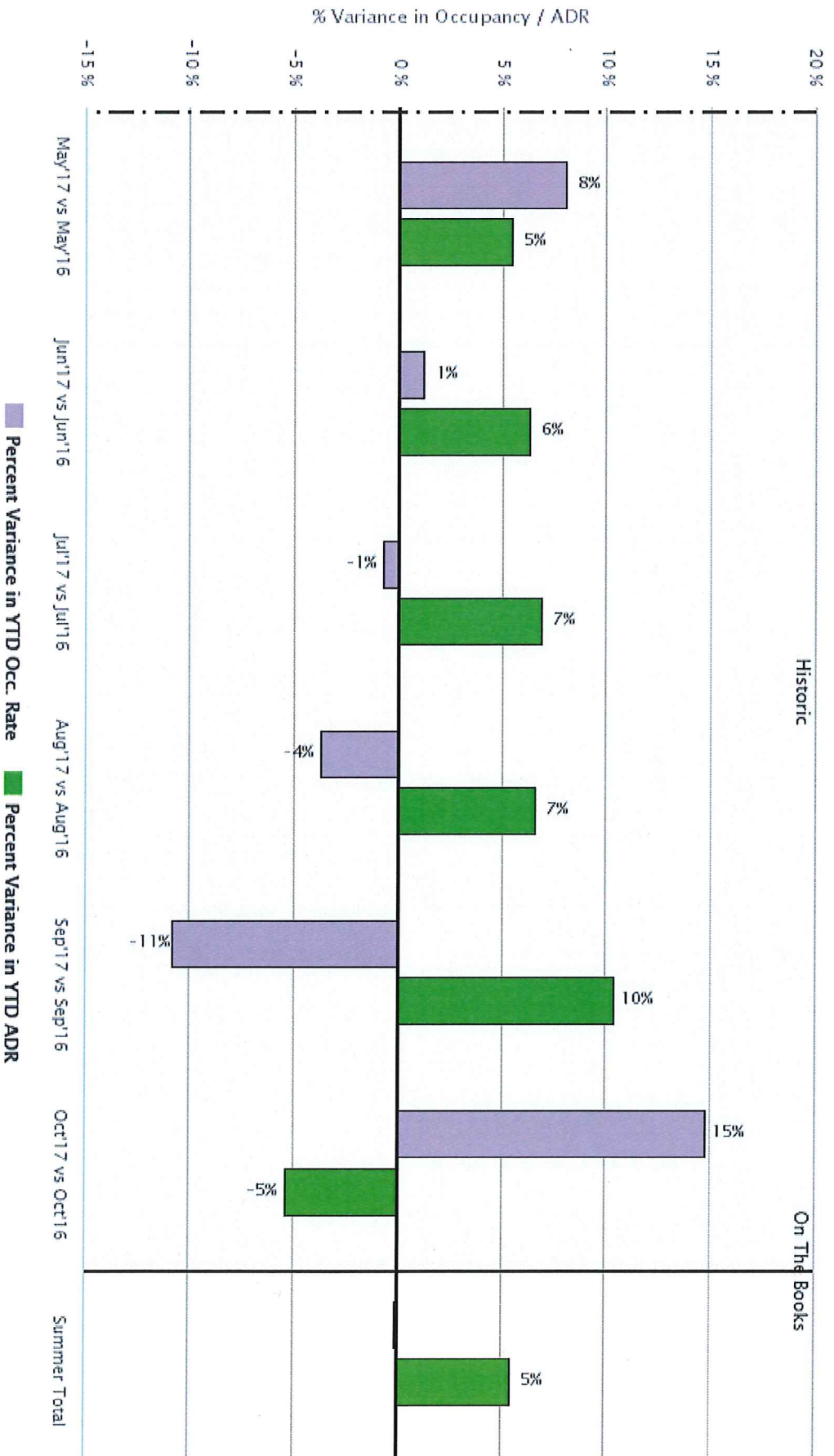
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North Lake Tahoe Revenue Per Available Room (Summer-to-date) Res Activity Outlook as of Oct 31, 2017



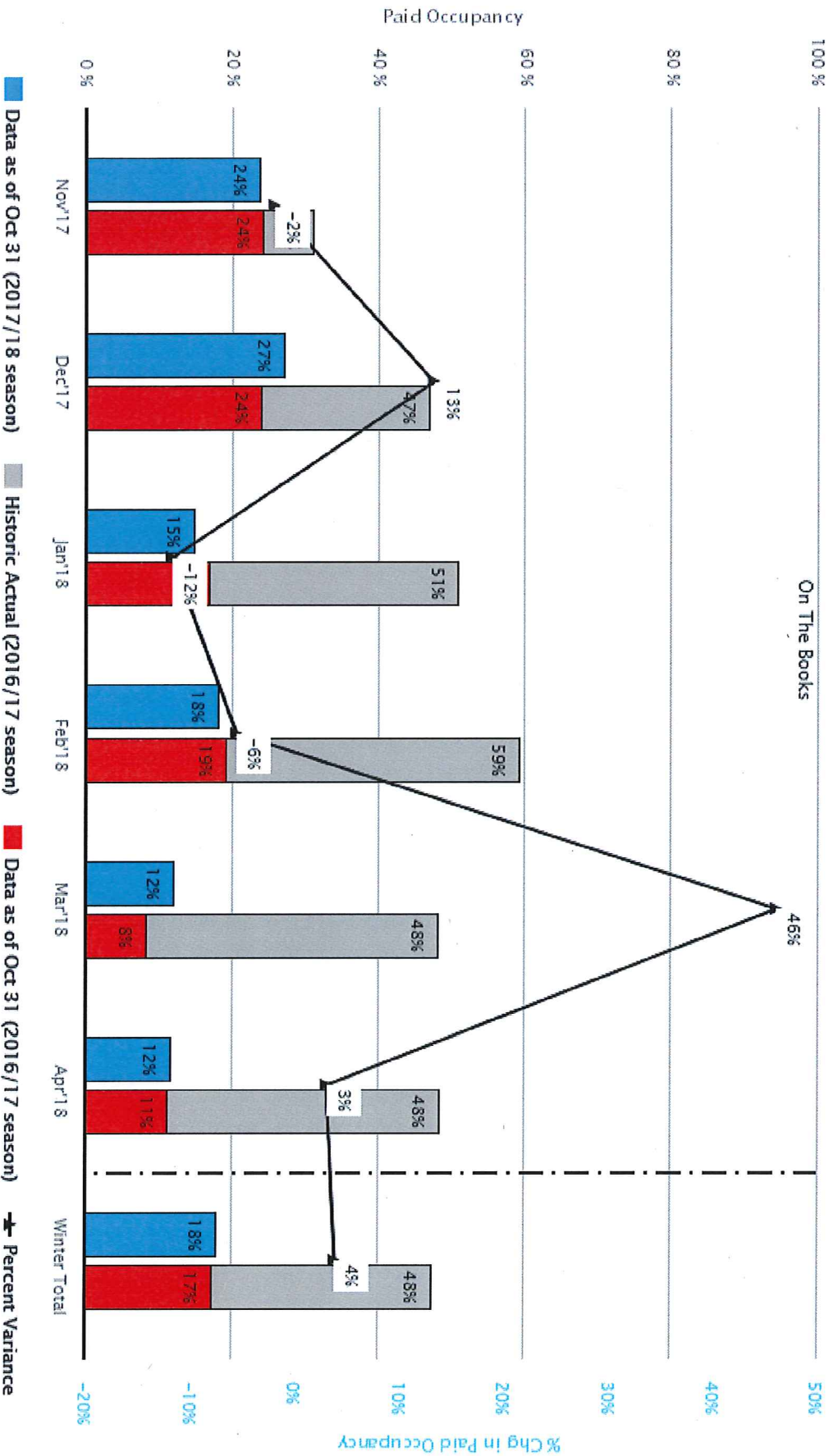
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North Lake Tahoe Variance in YTD Occupancy and ADR (Summer-to-date) Res Activity Outlook as of Oct 31, 2017



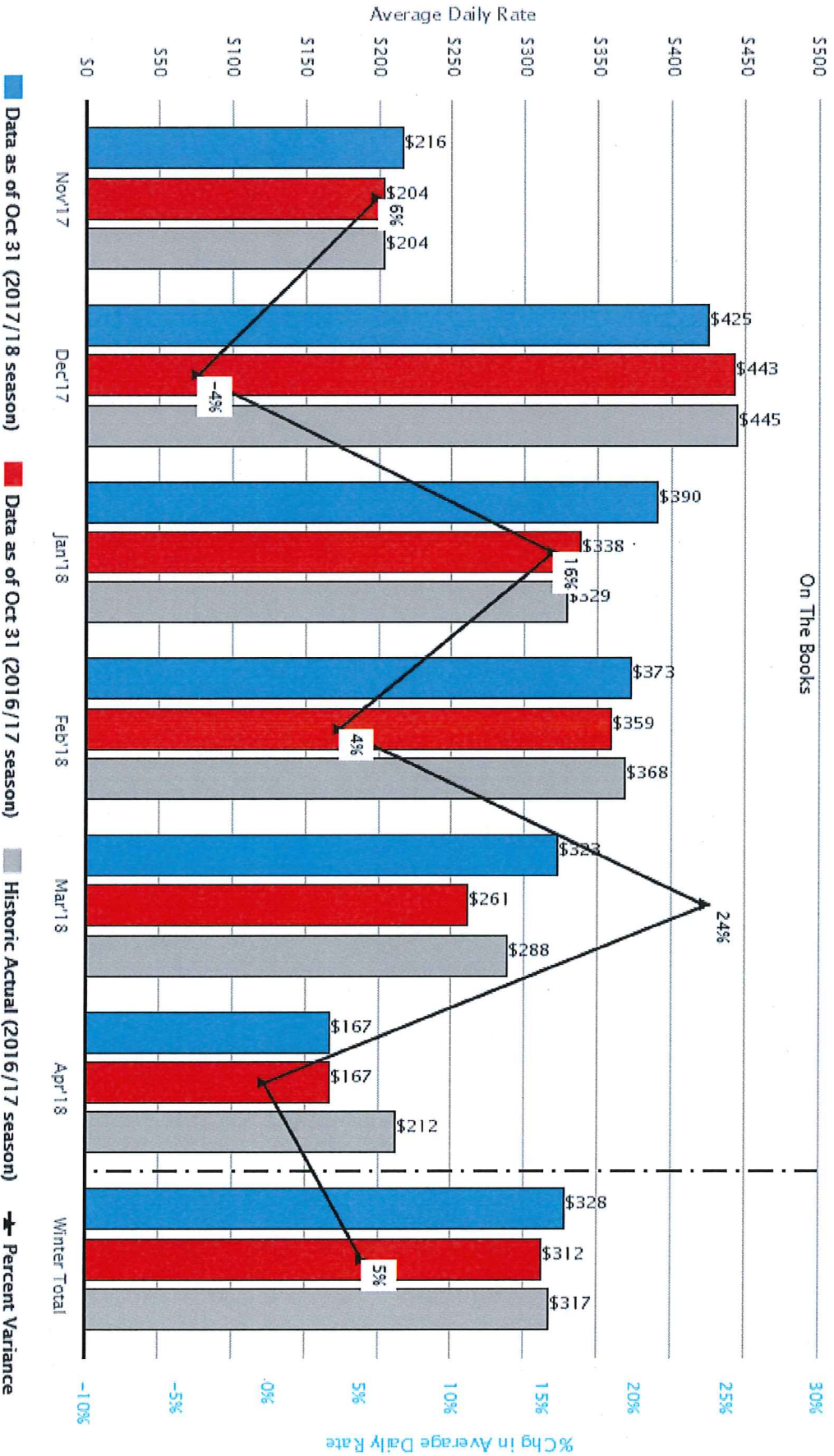
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North Lake Tahoe Paid Occupancy (Winter-to-date) Res Activity Outlook as of Oct 31, 2017



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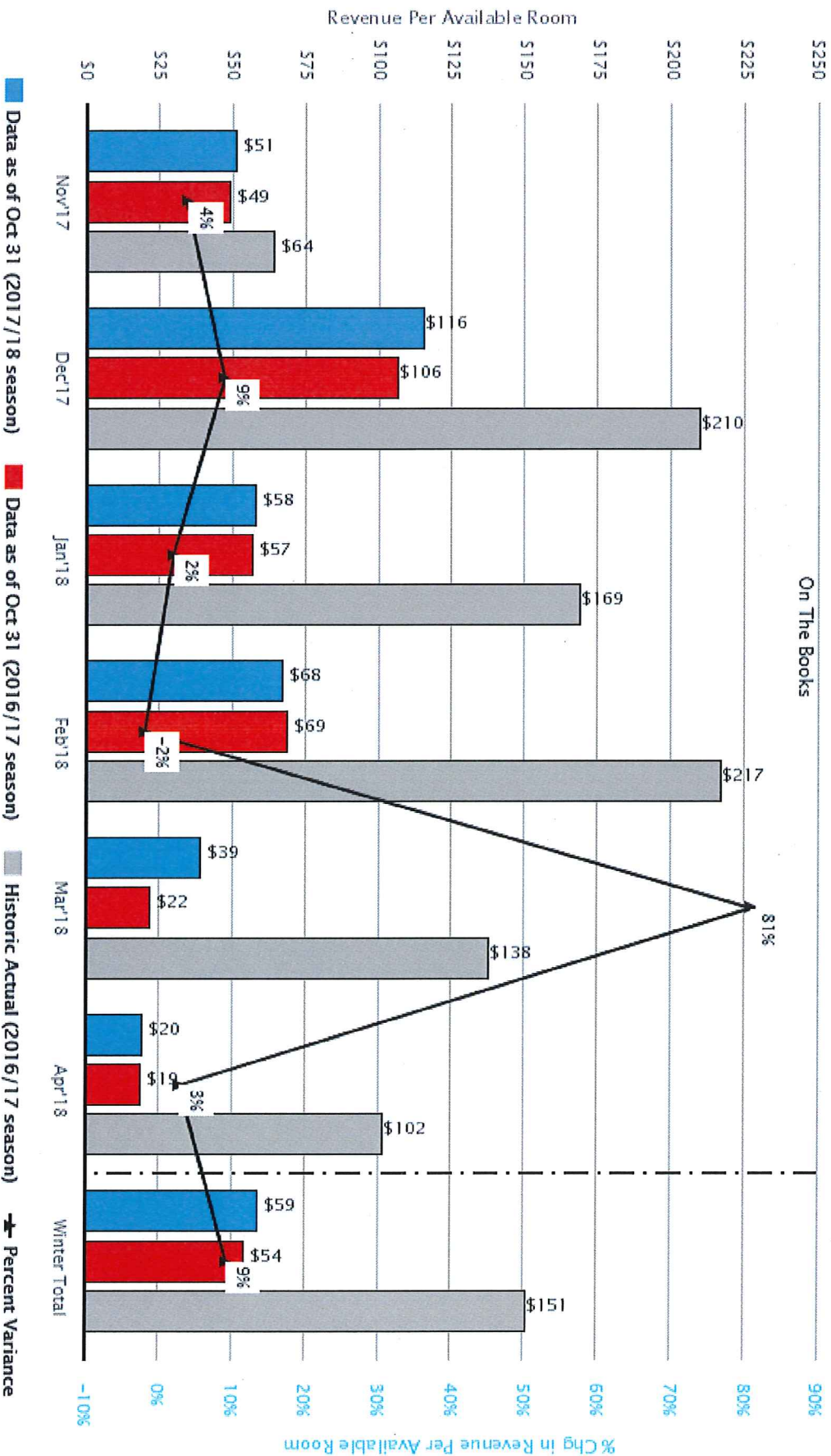
North Lake Tahoe Average Daily Rate (Winter-to-date) Res Activity Outlook as of Oct 31, 2017



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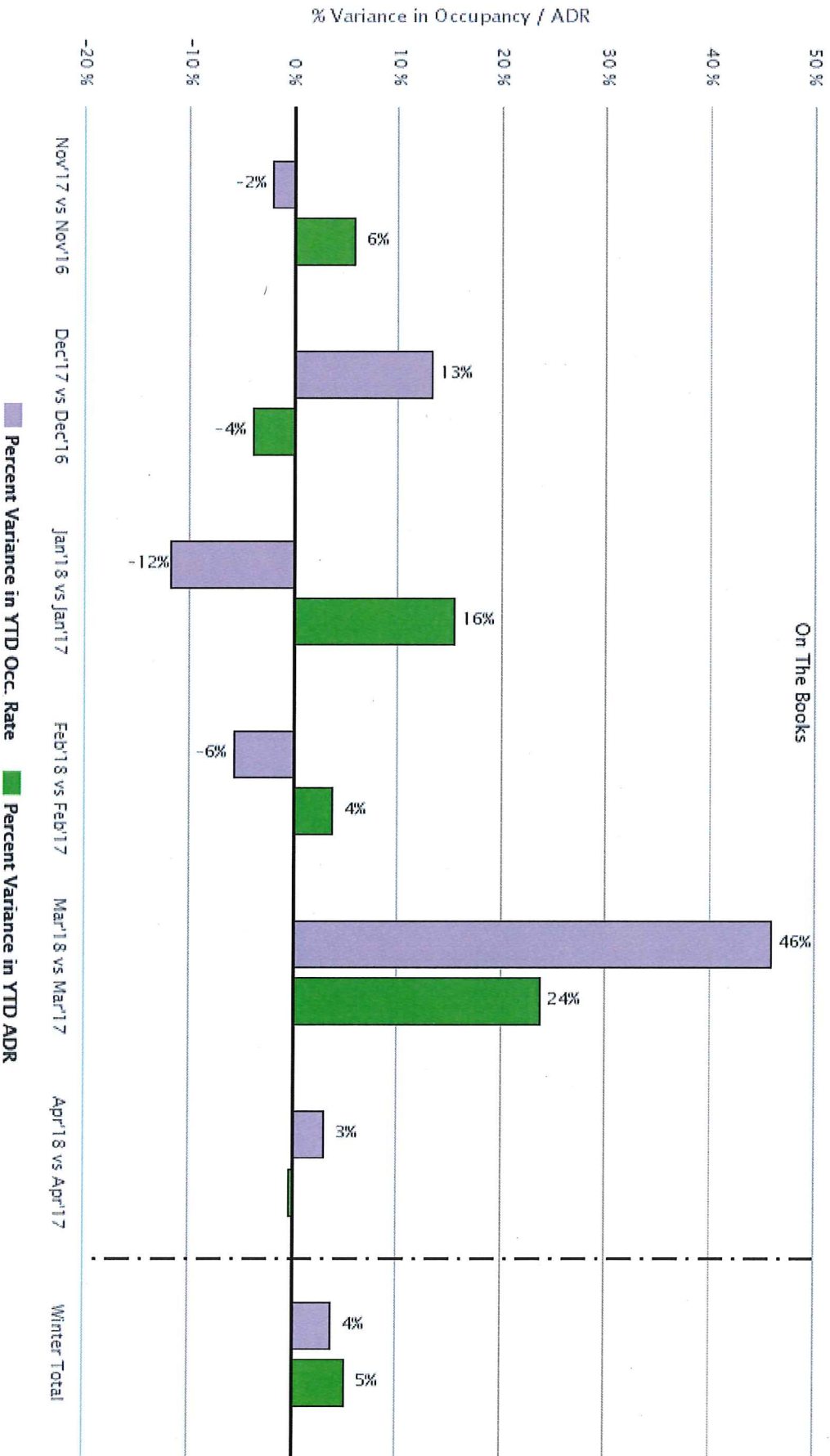
North Lake Tahoe Revenue Per Available Room (Winter-to-date) Res Activity Outlook as of Oct 31, 2017



■ Data as of Oct 31 (2017/18 season) ■ Data as of Oct 31 (2016/17 season) ■ Historic Actual (2016/17 season) ▲ Percent Variance

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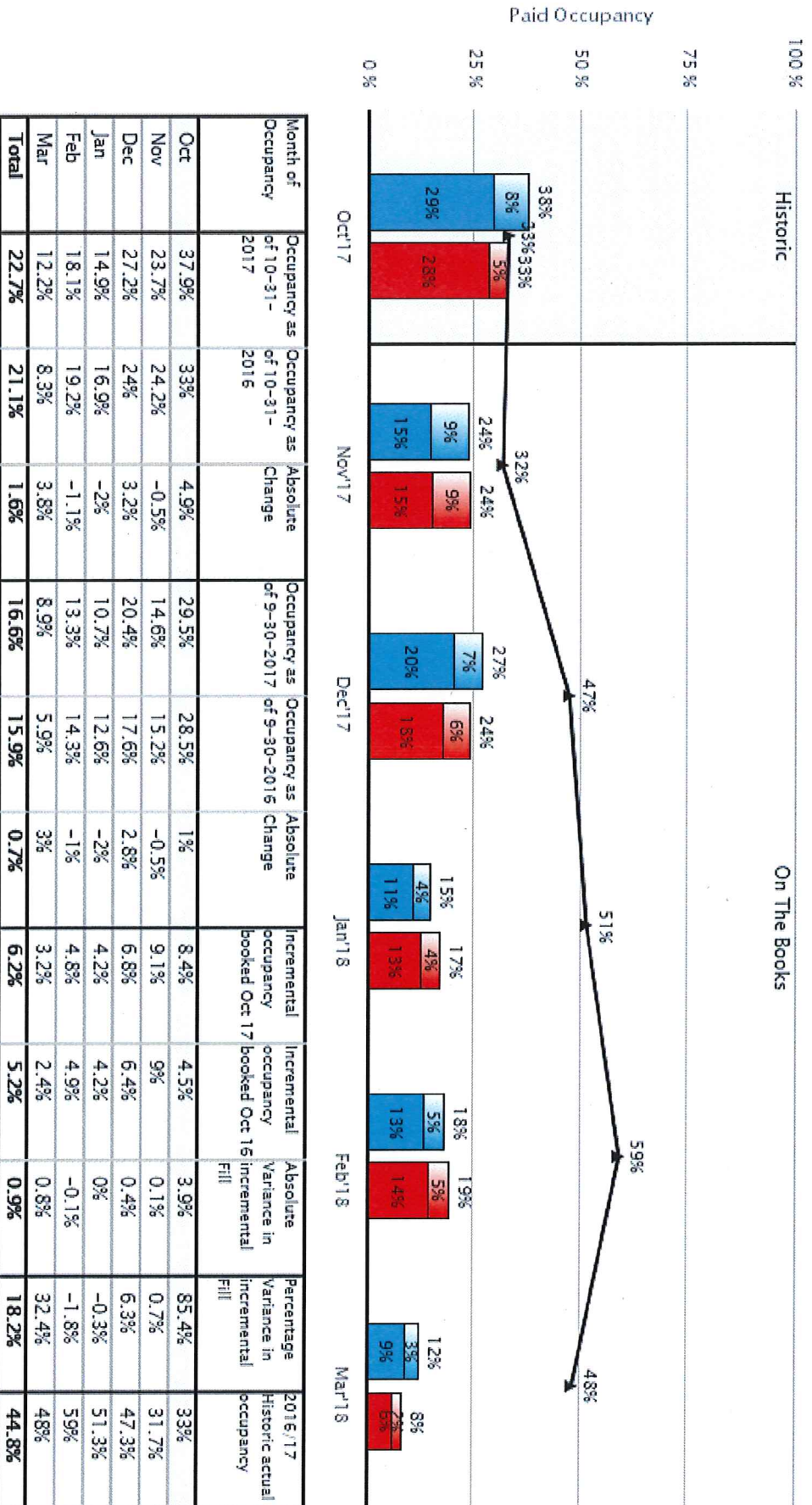
North Lake Tahoe Variance in YTD Occupancy and ADR (Winter-to-date) Res Activity Outlook 2017/18 vs 2016/17



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Destimetrics

North Lake Tahoe Paid Occupancy Fill Analysis Res Activity Outlook as of Oct 31, 2017



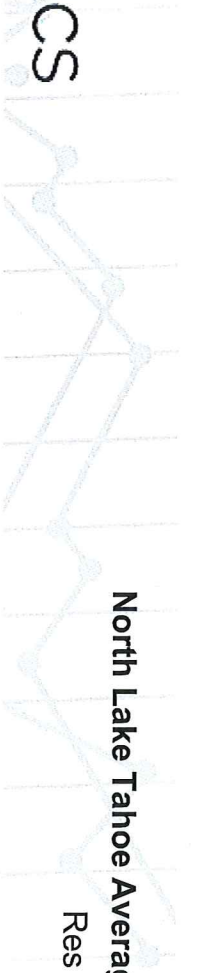
■ As of Oct 31, 2017
 ■ As of Sep 30, 2017
 ■ As of Oct 31, 2016
 ■ As of Sep 30, 2016
 ■ 2016/17 Historic actual

*Based on providing complete pacing data within a given month of occupancy only. Results may differ from those presented elsewhere in report if property set differs. **Results for "Percent Variance 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 occupancy 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.

North Lake Tahoe Paid Occupancy (Most Recent Data) Res Activity Outlook as of Oct 31, 2017

Occ Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	Occ Rate as of Oct 31, 2017	Occ Rate as of Oct 31, 2016	Occupancy Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	# of Properties in sample	
May 17	39.2%	36.3%	8.1%	31.7%	9	
Jun 17	56.0%	55.3%	1.2%	47.3%	9	
Jul 17	73.4%	73.9%	-0.7%	51.3%	10	
Aug 17	62.0%	64.4%	-3.6%	59.0%	10	
Sep 17	48.7%	54.6%	-10.8%	48.0%	9	
Oct 17	37.9%	33.0%	14.8%	48.3%	9	
Nov 17	23.7%	24.2%	-2.0%	31.7%	8	
Dec 17	27.2%	24.0%	13.3%	47.3%	8	
Jan 18	14.9%	16.9%	-11.8%	51.3%	8	
Feb 18	18.1%	19.2%	-5.6%	59.0%	8	
Mar 18	12.2%	8.3%	46.1%	48.0%	8	
Apr 18	11.7%	11.4%	3.1%	48.3%	7	
Grand Total	36.9%	36.5%	1.2%	50.5%	10	
Historical Months Total	53.3%	53.4%	-0.1%	53.4%	10	
On the Books Total	18.0%	17.3%	3.9%	47.6%	8	

DestiMetrics



North Lake Tahoe Average Daily Rate (Most Recent Data)
Res Activity Outlook as of Oct 31, 2017

Average Daily Rate: YTD 2017/18 VS. YTD 2016/17					
Month of Occupancy	ADR as of Oct 31, 2017	ADR as of Oct 31, 2016	ADR Percent Variance in YTD ADR Rate	Historic Actual ADR	# of Properties in sample
May 17	\$202.70	\$192.23	5.5%		9
Jun 17	\$302.39	\$284.36	6.3%		9
Jul 17	\$380.83	\$356.28	6.9%		10
Aug 17	\$353.03	\$331.02	6.6%		10
Sep 17	\$288.24	\$261.01	10.4%		9
Oct 17	\$197.46	\$208.62	-5.3%		9
Nov 17	\$215.82	\$203.93	5.8%	0.0%	8
Dec 17	\$425.20	\$442.70	-4.0%	0.0%	8
Jan 18	\$390.11	\$337.74	15.5%	0.0%	8
Feb 18	\$372.64	\$358.93	3.8%	0.0%	8
Mar 18	\$322.74	\$260.66	23.8%	0.0%	8
Apr 18	\$166.98	\$167.44	-0.3%	0.0%	7
Grand Total	\$ 311	\$ 295	5.4%	\$ 304	10
Historical Months Total	\$ 306	\$ 291	5.4%	\$ 291	10
On the Books Total	\$ 328	\$ 312	5.1%	\$ 317	8



North Lake Tahoe Revenue Per Available Room (Most Recent Data) Res Activity Outlook as of Oct 31, 2017

RevPAR Rate: YTD 2017/18 VS. YTD 2016/17

Month of Occupancy	RevPAR as of Oct 31, 2017	RevPAR as of Oct 31, 2016	RevPAR Percent Variance in YTD RevPAR Rate	Historic Actual RevPAR	# of Properties in sample
May 17	\$79.43	\$69.68	14.0%		9
Jun 17	\$169.30	\$157.30	7.6%		9
Jul 17	\$279.48	\$263.24	6.2%		10
Aug 17	\$218.94	\$213.05	2.8%		10
Sep 17	\$140.41	\$142.56	-1.5%		9
Oct 17	\$74.78	\$68.82	8.7%		9
Nov 17	\$51.14	\$49.30	3.7%	\$64.47	8
Dec 17	\$115.53	\$106.21	8.8%	\$210.40	8
Jan 18	\$58.05	\$56.98	1.9%	\$168.85	8
Feb 18	\$67.53	\$68.94	-2.0%	\$216.85	8
Mar 18	\$39.23	\$21.69	80.9%	\$138.23	8
Apr 18	\$19.55	\$19.02	2.8%	\$102.14	7
Grand Total	\$ 115	\$ 108	6.6%	\$ 153	10
Historical Months Total	\$ 163	\$ 155	5.3%	\$ 155	10
On the Books Total	\$ 59	\$ 54	9.2%	\$ 151	8

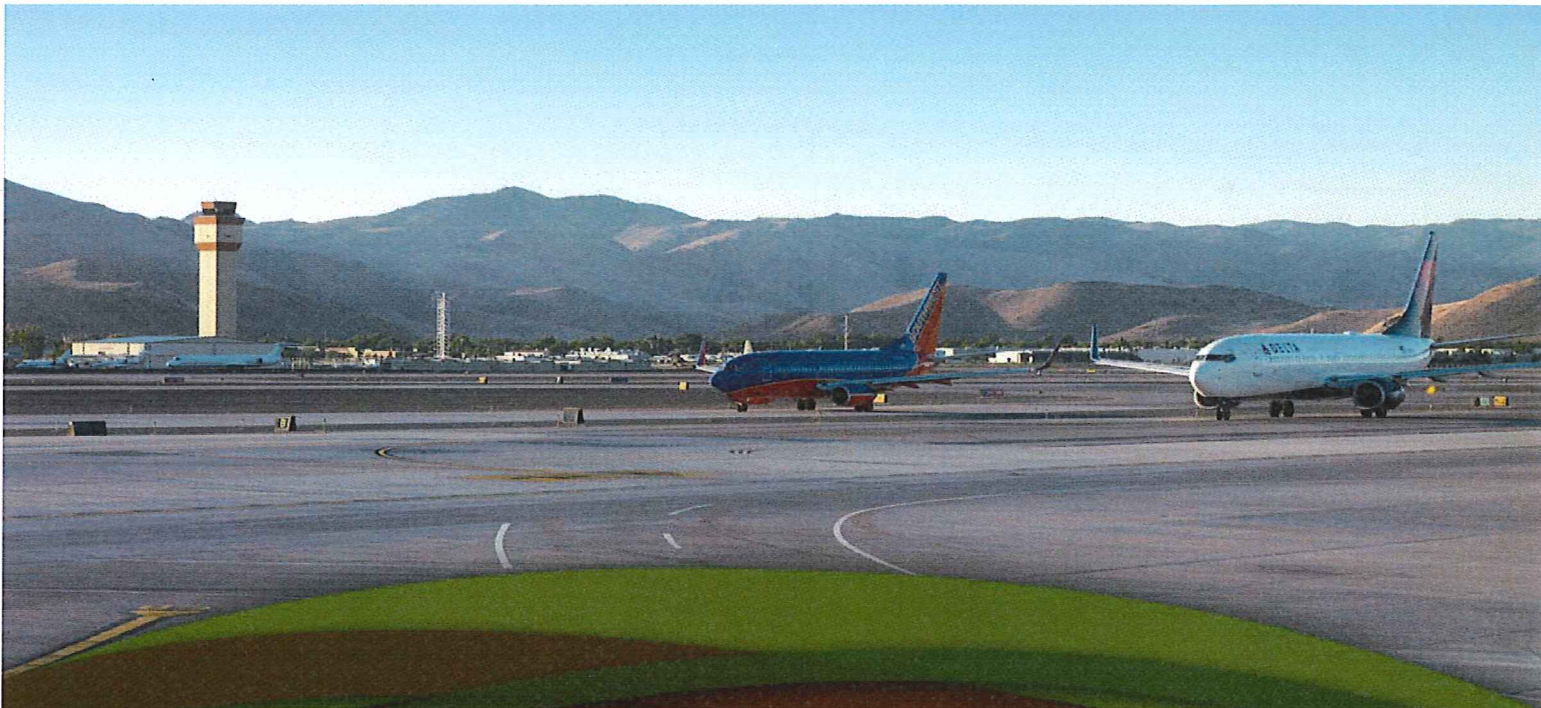


North Lake Tahoe Data Tables (Summer-to-date) Res Activity Outlook as of Oct 31, 2017

Summer Bookings: Occ Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	Occ Rate as of Oct 31, 2017	Occ Rate as of Oct 31, 2016	Occ Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	# of Properties in sample	
May 17	39.2%	36.3%	8.1%		9	
Jun 17	56.0%	55.3%	1.2%		9	
Jul 17	73.4%	73.9%	-0.7%		10	
Aug 17	62.0%	64.4%	-3.6%		10	
Sep 17	48.7%	54.6%	-10.8%		9	
Oct 17	37.9%	33.0%	14.8%		9	
Summer Total	53.3%	53.4%	-0.1%	53.4%	10	
Summer Bookings: Average Daily Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	ADR as of Oct 31, 2017	ADR as of Oct 31, 2016	Percent Variance in YTD ADR Rate	Historic Actual ADR	# of Properties in sample	
May 17	\$202.70	\$192.23	5.5%		9	
Jun 17	\$302.39	\$284.36	6.3%		9	
Jul 17	\$380.83	\$356.28	6.9%		10	
Aug 17	\$353.03	\$331.02	6.6%		10	
Sep 17	\$288.24	\$261.01	10.4%		9	
Oct 17	\$197.46	\$208.62	-5.3%		9	
Summer Total	\$ 306	\$ 291	5.4%	\$ 291	10	
Summer Bookings: Revenue Per Available Room: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	RevPAR as of Oct 31, 2017	RevPAR as of Oct 31, 2016	Percent Variance in YTD RevPAR	Historic Actual RevPAR	# of Properties in sample	
May 17	\$79.43	\$69.68	14.0%		9	
Jun 17	\$169.30	\$157.30	7.6%		9	
Jul 17	\$279.48	\$263.24	6.2%		10	
Aug 17	\$218.94	\$213.05	2.8%		10	
Sep 17	\$140.41	\$142.56	-1.5%		9	
Oct 17	\$74.78	\$68.82	8.7%		9	
Summer Total	\$ 163	\$ 155	5.3%	\$ 155	10	

North Lake Tahoe Data Tables (Winter-to-date) Res Activity Outlook as of Oct 31, 2017

Winter Bookings: Occ Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	Occ Rate as of Oct 31, 2017	Occ Rate as of Oct 31, 2016	Occupancy Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	# of Properties in sample	
Nov 17	23.7%	24.2%	-2.0%	31.7%	8	
Dec 17	27.2%	24.0%	13.3%	47.3%	8	
Jan 18	14.9%	16.9%	-11.8%	51.3%	8	
Feb 18	18.1%	19.2%	-5.6%	59.0%	8	
Mar 18	12.2%	8.3%	46.1%	48.0%	8	
Apr 18	11.7%	11.4%	3.1%	48.3%	7	
Winter Total	18.0%	17.3%	3.9%	47.6%	9	
Winter Bookings: Average Daily Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	ADR as of Oct 31, 2017	ADR as of Oct 31, 2016	Percent Variance in YTD ADR Rate	Historic Actual ADR	# of Properties in sample	
Nov 17	\$215.82	\$203.93	5.8%	\$203.62	8	
Dec 17	\$425.20	\$442.70	-4.0%	\$444.68	8	
Jan 18	\$390.11	\$337.74	15.5%	\$328.87	8	
Feb 18	\$372.64	\$358.93	3.8%	\$367.75	8	
Mar 18	\$322.74	\$260.66	23.8%	\$287.71	8	
Apr 18	\$166.98	\$167.44	-0.3%	\$211.56	7	
Winter Total	\$ 328	\$ 312	5.1%	\$ 317	9	
Winter Bookings: Revenue Per Available Room: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	RevPAR as of Oct 31, 2017	RevPAR as of Oct 31, 2016	Percent Variance in YTD RevPAR Rate	Historic Actual RevPAR	# of Properties in sample	
Nov 17	\$51.14	\$49.30	3.7%	\$64.47	8	
Dec 17	\$115.53	\$106.21	8.8%	\$210.40	8	
Jan 18	\$58.05	\$56.98	1.9%	\$168.85	8	
Feb 18	\$67.53	\$68.94	-2.0%	\$216.85	8	
Mar 18	\$39.23	\$21.69	80.9%	\$138.23	8	
Apr 18	\$19.55	\$19.02	2.8%	\$102.14	7	
Winter Total	\$ 59	\$ 54	9.2%	\$ 151	9	



Passenger and Cargo Statistics Report

Reno-Tahoe International Airport
September 2017



**Reno-Tahoe
Airport Authority**

U.S. DOMESTIC INDUSTRY OVERVIEW FOR SEPTEMBER 2017

Systemwide RNO Carriers Domestic Flights – year over year comparison

Average Load Factor:	81.4%, Down 2.4 pt.
Number of Flights *:	Up 0.1%
Capacity of Seats *:	Up 2.4%
Crude Oil Average:	\$49.82 per barrel in Sep 2017 vs. \$45.18 per barrel in Sep 2016

RNO Overview for September 2017 – year over year comparison

Total Passengers:	Up 6.0%
Avg. Enplaned Load Factor:	83.2%, Down 1.2 pts.
Actual Departures:	Up 2.4%
Actual Departing Seats:	Up 8.1%

Source: Airline Activity and Performance Reports; * FlightGlobal Flight Schedules via Diio

SEPTEMBER 2017 SUMMARY

Reno-Tahoe International Airport (RNO) served 345,280 passengers in September 2017, an increase of 6.0% versus the same period last year. The airport experienced positive passenger growth for the 28th consecutive month with respect to the year over year monthly increases. During the first three quarters of 2017, RNO served 3,051,651 passengers, an increase of 10.0% when compared to the same period in 2016.

In September 2017, RNO was served by eight airlines providing 1,748 departures to 21 non-stop destinations (23 non-stop destinations if seasonal flights are included). At RNO, total seat capacity increased 8.1% and flights increased 2.4% when compared to September 2016.

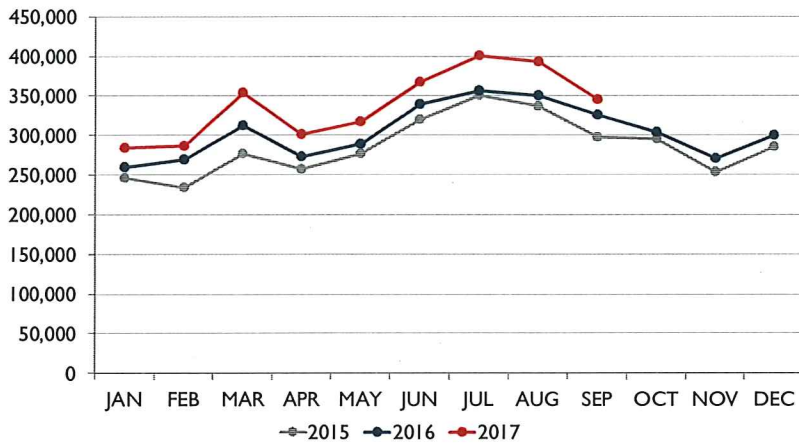
RNO, handled 12,436,806 pounds of air cargo in September 2017, a decrease of 6.8% when compared to September 2016. During the first three quarters of 2017, RNO handled 112,774,237 pounds of air cargo, a decrease of 0.9% when compared to the same period last year.

Starting November 21, 2017, Frontier Airlines will begin non-stop flights between RNO and Denver International Airport (DEN) three times a week. The airline will offer this service on Tuesdays, Thursdays and Sundays, on 180-seat Airbus A320 aircraft. The RNO-DEN route is also served by United Airlines and Southwest Airlines.

Starting January 3, 2018, Alaska Airlines will introduce Embraer E175 aircraft on Select routes at RNO. The E175 aircraft is a 76-seat jet, and offers more space than the Bombardier Q400 aircraft, which is currently being utilized by Alaska Airlines at RNO.



PASSENGERS



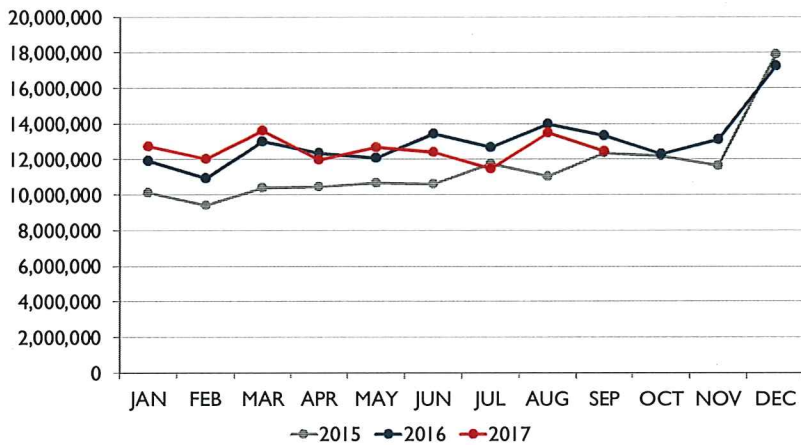
Passengers

Southwest Airlines, the largest carrier at RNO, served 153,228 passengers during the month of September 2017, up 8.8% when compared to September 2016.

In September 2017, United Airlines reported a passenger increase of 16.7%, Delta Air Lines was up 5.6%, Alaska Airlines grew 2.6% and American Airlines reported an increase of 1.0% versus September 2016. JetBlue Airways' passenger traffic was down 5.9% and Allegiant Air reported a decrease of 3.2% during the same period.

Volaris served 2,413 passengers during the month of September 2017, a decrease of 18.5% when compared to September 2016.

CARGO

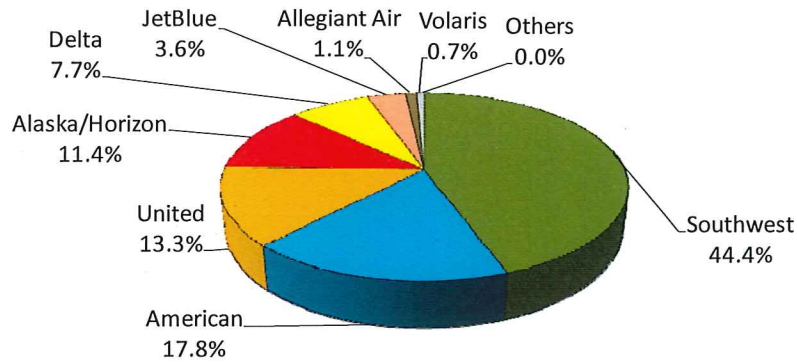


Cargo

In September 2017, DHL reported an increase of 24.3% in cargo tonnage and UPS increased 1.6% when compared to September 2016. FedEx reported a decrease of 13.3% during the same period.



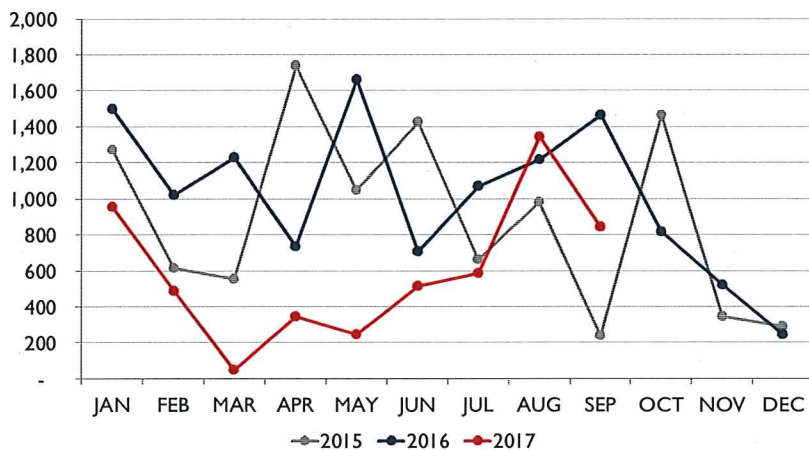
AIR CARRIER MARKET SHARE (passenger airlines)



Air Carrier Market Share			
	September-17	September-16	YOY Change
Alaska/Horizon	11.4%	11.8%	(0.4)
Allegiant Air	1.1%	1.2%	(0.1)
American	17.8%	18.7%	(0.9)
Delta	7.7%	7.7%	(0.0)
JetBlue	3.6%	4.0%	(0.5)
Southwest	44.4%	43.2%	1.1
United	13.3%	12.1%	1.2
Volaris	0.7%	0.9%	(0.2)
Others	0.0%	0.3%	(0.3)

Note: numbers are rounded up to one decimal figure.

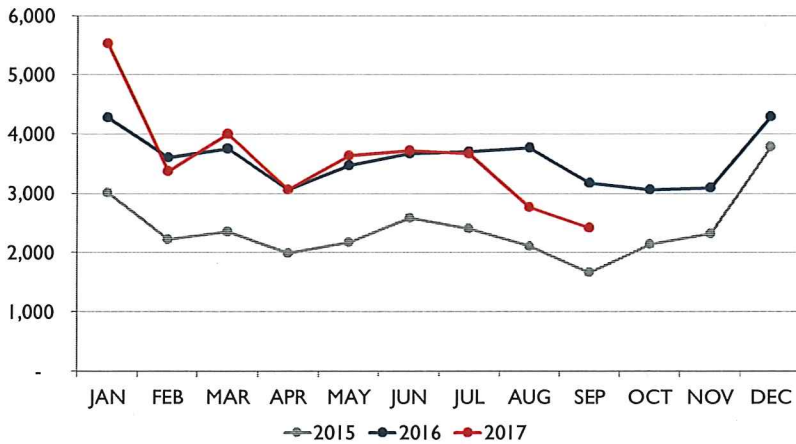
TOTAL CHARTER PASSENGERS



In September 2017, RNO served 844 charter passengers through the terminal.

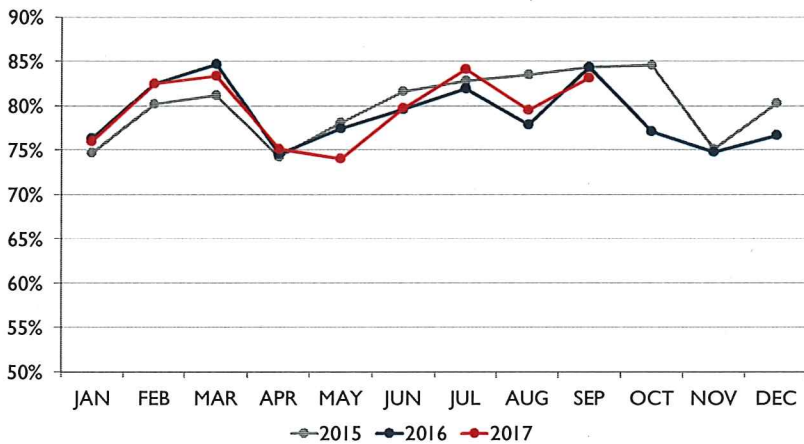


TOTAL INTERNATIONAL PASSENGERS



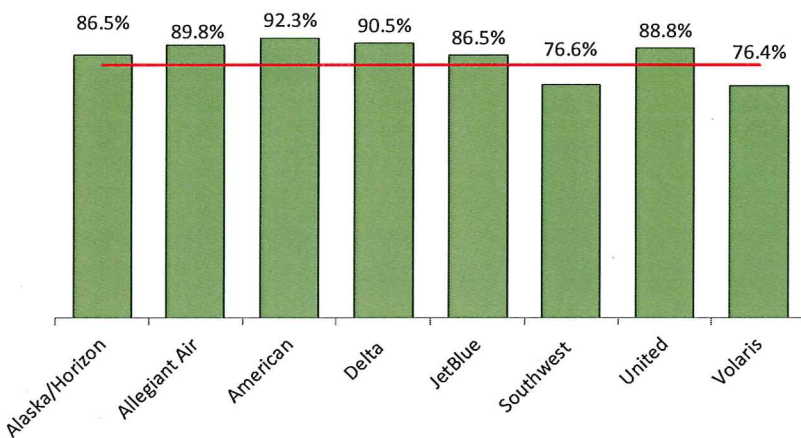
In September 2017, RNO served a total of 2,413 international passengers. Volaris operated twice a week scheduled flights between Reno and Guadalajara, Mexico.

AVERAGE ENPLANED LOAD FACTOR



In September 2017, the average enplaned load factor at RNO was 83.2%, a decrease of 1.2 pts. versus September 2016.

AVERAGE ENPLANED LOAD FACTOR BY AIRLINE



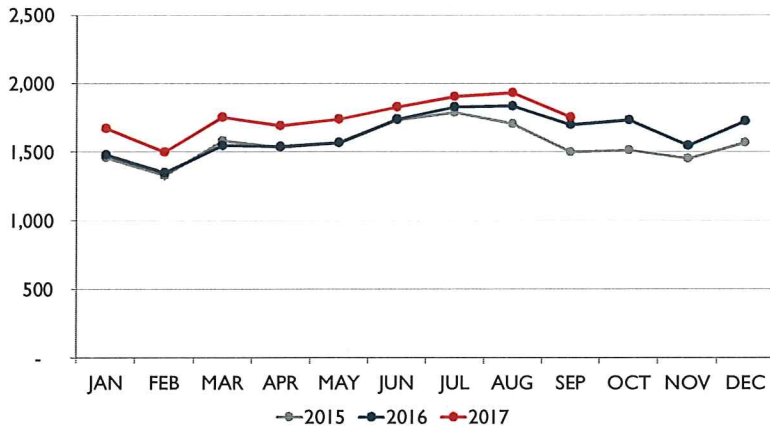
Airline	RNO	Network	Difference
Alaska	86.5%	82.9%	3.6
Allegiant Air	89.8%	75.2%	14.6
American	92.3%	0.0%	n/a
Delta	90.5%	84.4%	6.1
JetBlue	86.5%	80.2%	6.3
Southwest	76.6%	81.7%	(5.1)
United	88.8%	80.5%	8.3
Volaris	76.4%	82.4%	(6.0)

Source: Airline Performance Reports

Note: numbers are rounded up to one decimal figure.

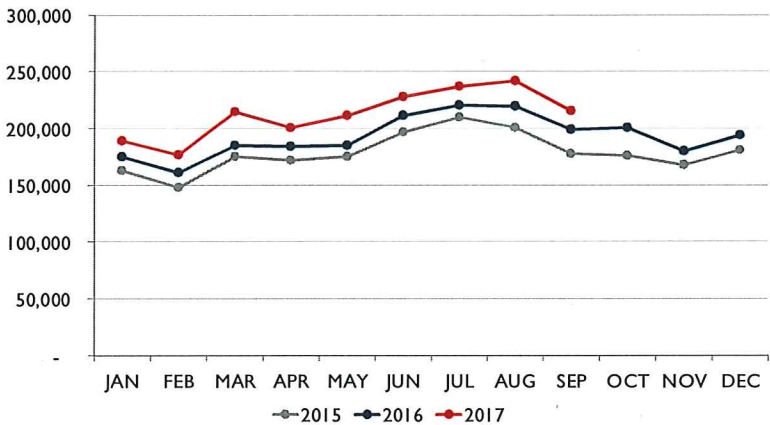


DEPARTURES



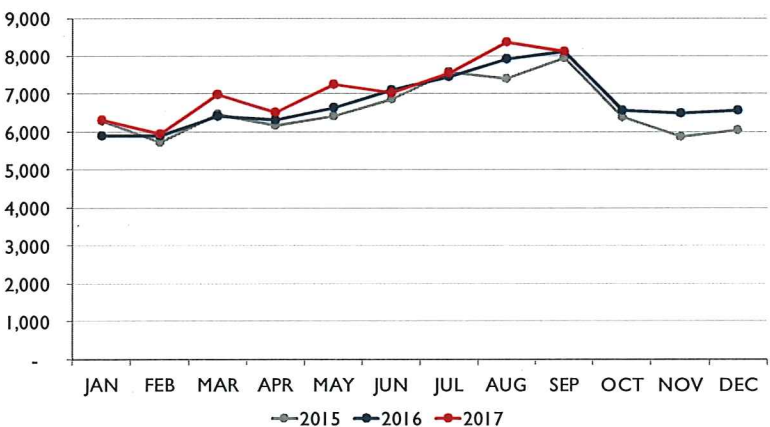
In September 2017, RNO handled 1,748 departures on eight commercial airlines, an increase of 2.4% when compared to September 2016. This doesn't include charter operations on non-incumbent carriers.

DEPARTING SEATS



In September 2017, eight airlines provided 216,176 departing seats, an increase of 8.1% when compared to September 2016. This doesn't include charter operations on non-incumbent carriers.

TOTAL OPERATIONS



A total of 8,115 operations were handled at RNO in September 2017, flat when compared to September 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

Alaska Airlines

- Starting November 5, 2017, Alaska Airlines reduced the number of daily flights between Reno and Portland from three times a day to twice a day. The airline returns to the three times a day schedule on January 2, 2018.

Allegiant Air

- Allegiant Air operates non-stop flights between Reno and Las Vegas three times a week. The airline offers this service on Wednesdays, Fridays and Sundays. Starting November 15, 2017, the airline will offer this service five to six times a week.

American Airlines

- On November 6, 2017, American Airlines temporarily suspended the daily non-stop flights between Reno and Chicago O' Hare International Airport. This flight returns on December 15, 2017.
- American Airlines offers twice a day non-stop service between Reno and Dallas Fort Worth International Airport. The airline will offer this route three times a day from December 18, 2017, through January 8, 2018.

Delta Air Lines

- Delta Air Lines' non-stop seasonal flight between Reno and Atlanta will operate daily from December 22, 2017, through January 2, 2018. Starting January 6, 2018, the airline will operate this route on weekends only through the winter season.
- Delta Air Lines' non-stop seasonal flight between Reno and Minneapolis will operate daily from December 21, 2017, through January 2, 2018. Starting February 24, 2018, the airline will operate this route on Saturdays only through the winter season.

JetBlue Airways

- The non-stop flight between Reno and New York City will operate four to five days a week until December 14, 2017, before returning to the daily schedule.

United Airlines

- United Airlines will increase the number of non-stop flights between Reno and Denver from twice a day to three/four times a day from December 20, 2017, through January 7, 2018. The airline returns to the twice a day schedule on January 8, 2018.
- United Airlines' non-stop seasonal flight between Reno and Houston Intercontinental Airport will operate as a daily service from December 20, 2017, through January 7, 2018. The airline will offer this route on Saturdays and Sundays, from January 13, 2018, through February 11, 2018, before returning to the daily schedule on February 15, 2018, until March 18, 2018.
- United Airlines' non-stop seasonal flight between Reno and Chicago O' Hare will operate as a Saturday/Sunday service from December 23, 2017, through the winter season.

Southwest Airlines

- The non-stop seasonal flight between Reno and Dallas Love Field was temporarily suspended on September 30, 2017. This flight returned as a Sunday Only or Saturday/Sunday service on November 5, 2017, until April 7, 2018.
- The daily non-stop seasonal flight between Reno and Chicago Midway was temporarily suspended on November 5, 2017. This flight will return to the regular schedule on March 8, 2018.



Volaris

- The non-stop flight between Reno and Guadalajara, Mexico operates on Mondays and Fridays. Starting November 22, 2017, the airline will resume to the three times a week schedule (Mondays, Wednesdays and Fridays). Volaris will operate this route four times a week from December 18, 2017, through January 5, 2018 (Mondays, Tuesdays, Wednesdays and Fridays).

Reno-Tahoe International Airport

Total Passengers September-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%	286,322	6.1%
MAR	277,477	311,974	12.4%	353,651	13.4%
1st Quarter	758,811	841,649	10.9%	924,526	9.8%
APR	256,823	273,707	6.6%	302,078	10.4%
MAY	276,969	288,763	4.3%	317,935	10.1%
JUN	319,309	338,954	6.2%	367,600	8.5%
2nd Quarter	853,101	901,424	5.7%	987,613	9.6%
JUL	350,823	356,768	1.7%	400,754	12.3%
AUG	336,948	349,934	3.9%	393,478	12.4%
SEP	297,299	325,698	9.6%	345,280	6.0%
3rd Quarter	985,070	1,032,400	4.8%	1,139,512	10.4%
OCT	295,749	304,447	2.9%		
NOV	253,494	270,367	6.7%		
DEC	286,105	300,543	5.0%		
4th Quarter	835,348	875,357	4.8%		
TOTAL	3,432,330	3,650,830	6.4%		
YTD Total		2,775,473		3,051,651	10.0%

Total Enplaned Passengers September-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	156,943	8.8%
JUN	159,989	168,313	182,045	8.2%
JUL	172,266	177,619	199,224	12.2%
AUG	166,935	171,150	192,726	12.6%
SEP	151,127	169,166	179,829	6.3%
OCT	150,567	153,936		
NOV	125,712	135,217		
DEC	142,253	146,741		
TOTAL	1,717,638	1,823,580		
YTD Total		1,387,686	1,527,152	10.1%

Total Cargo September-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%
1st Quarter	29,913,211	35,891,227	20.0%	38,367,983	17,400	6.9%
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%	12,671,643	5,747	4.8%
JUN	10,595,645	13,432,224	26.8%	12,396,234	5,622	-7.7%
2nd Quarter	31,646,282	37,861,778	19.6%	37,042,317	16,799	-2.2%
JUL	11,775,072	12,691,135	7.8%	11,454,156	5,195	-9.7%
AUG	11,031,470	13,977,442	26.7%	13,472,975	6,110	-3.6%
SEP	12,360,393	13,347,173	8.0%	12,436,806	5,640	-6.8%
3rd Quarter	35,166,935	40,015,750	13.8%	37,363,937	16,945	-6.6%
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%			
4th Quarter	41,725,297	42,642,155	2.2%			
TOTAL	138,451,725	156,410,910	13.0%			
YTD Total		113,768,755		112,774,237	51,145	-0.9%

Total Deplaned Passengers				
Month	2015	2016	2017	% Diff.
JAN	122,066	129,322	141,483	9.4%
FEB	117,013	136,138	143,307	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	160,992	11.4%
JUN	159,320	170,641	185,555	8.7%
JUL	178,557	179,149	201,530	12.5%
AUG	170,013	178,784	200,752	12.3%
SEP	146,172	156,532	165,451	5.7%
OCT	145,182	150,511		
NOV	127,782	135,150		
DEC	143,852	153,802		
TOTAL	1,714,692	1,827,250		
YTD Total		1,387,787	1,524,499	9.9%

Enplaned Passengers & Load Factor				
Airline	Enplaned PAX	Sep-17	Sep-16	Diff.
Alaska/Horizon	20,325	86.5%	80.8%	5.8
Allegiant Air	2,041	89.8%	65.1%	24.7
American	31,770	92.3%	90.7%	1.6
Delta	13,681	90.5%	90.4%	0.1
JetBlue	6,874	86.5%	89.5%	-3.1
Southwest	79,833	76.6%	79.8%	-3.1
United	24,074	88.8%	96.2%	-7.4
Volaris	1,231	76.4%	71.4%	5.0

Source: RNO Monthly Flight Activity Reports



Monthly Report October 2017

CONFERENCE REVENUE STATISTICS

North Shore Properties

Year to Date Bookings/Monthly Production Detail FY 17/18

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 17/18</u>	<u>FY 16/17</u>	<u>Variance</u>
Total Revenue Booked as of 10/31/17:	\$1,568,556	\$2,391,757	-34%
Forecasted Commission for this Revenue:	\$48,583	\$83,557	-42%
Number of Room Nights:	8255	12157	-32%
Number of Delegates:	2982	16013	-81%
Annual Revenue Goal:	\$2,500,000	\$3,000,000	-17%
Annual Commission Goal:	\$70,000	\$135,000	-48%

<u>Monthly Detail/Activity</u>	<u>October-17</u>	<u>October-16</u>	
<u>Number of Groups Booked:</u>	5	6	
Revenue Booked:	\$221,137	\$557,045	-60%
Projected Commission:	\$5,257	\$2,245	134%
Room Nights:	1099	2716	-60%
Number of Delegates:	437	11999	-96%
		3 Corp, 1 Smf,	
	2 Corp, 1	1 Non-Profit, 1	
Booked Group Types:	Assoc, 2 Smf	Incentive	
Lost Business, # of Groups:	12	6	

<u>Arrived in the month</u>	<u>October-17</u>	<u>* Est.</u>	<u>October-16</u>	
Number of Groups:	6		5	
Revenue Arrived:	\$239,182		\$187,132	28%
Projected Commission:	\$13,574		\$6,209	119%
Room Nights:	1586		978	62%
Number of Delegates:	597		10110	-94%
	2 Corp, 3			
Arrived Group Types:	Assoc, 1 Govt.		4 Corp, 1 Smf	

<u>Monthly Detail/Activity</u>	<u>September-17</u>	<u>September-16</u>	
<u>Number of Groups Booked:</u>	5	3	
Revenue Booked:	\$45,964	\$113,630	-60%
Projected Commission:	\$2,568	\$2,245	14%
Room Nights:	307	962	-68%
Number of Delegates:	139	987	-86%
	3 Corp, 1 Smf,	1 Corp, 1	
Booked Group Types:	1 Film Crew	Assoc, 1 Smf	
Lost Business, # of Groups:	6	3	

<u>Arrived in the month</u>	<u>September-17</u>	<u>* Est.</u>	<u>September-16</u>	
Number of Groups:	6		10	
Revenue Arrived:	\$175,816		\$788,598	-78%
Projected Commission:	\$4,434		\$6,209	-29%
Room Nights:	957		4148	-77%

Number of Delegates:	388	1757	-78%
	3 Corp, 1		
	Assoc, 1 Smf, 1	4 Corp, 3	
Arrived Group Types:	Film Crew	Assoc., 3 Smf	

Monthly Detail/Activity

	<u>August-17</u>	<u>August-16</u>	
<u>Number of Groups Booked:</u>	2	4	
Revenue Booked:	\$58,220	\$112,497	-48%
Projected Commission:	\$2,560	\$892	187%
Room Nights:	409	715	-43%
Number of Delegates:	165	275	-40%
Booked Group Types:	Assoc.	Corp, 1 Govt.	
Lost Business, # of Groups:	6	0	

Arrived in the month

	<u>August-17</u>	<u>August-16</u>	
Number of Groups:	4	6	
Revenue Arrived:	\$59,921	\$223,487	-73%
Projected Commission:	\$1,068	\$16,620	-94%
Room Nights:	274	1052	-74%
Number of Delegates:	152	257	-41%
	2 Corp, 1	4 Corp, 1	
	Assoc, 1 Non-profit	Assoc, 1 Film Crew	
Arrived Group Types:			

Monthly Detail/Activity

	<u>July-17</u>	<u>July-16</u>	
<u>Number of Groups Booked:</u>	7	2	
Revenue Booked:	\$638,565	\$84,736	654%
Projected Commission:	\$20,074	\$0	
Room Nights:	3689	655	463%
Number of Delegates:	4680	425	1001%
	4 Corp, 2		
Booked Group Types:	Assoc, 1 SMF	1 Corp. 1 Govt.	
Lost Business, # of Groups:	1	3	

Arrived in the month

	<u>July-17</u>	<u>July-16</u>	
Number of Groups:	4	5	
Revenue Arrived:	\$294,470	\$712,929	-59%
Projected Commission:	\$13,840	\$39,282	
Room Nights:	1299	3175	-59%
Number of Delegates:	645	1551	-58%
		2 Assoc, 1	
		Govt, 1 Corp	
Arrived Group Types:	4 Corp.	and 1 Seminar	

	<u>Current Numbers</u>	<u>Goals</u>
For 2018/19:	\$601,837	\$750,000
For 2019/20:	\$276,406	\$250,000

NUMBER OF LEADS Generated as of 10/31/17:

98

YTD 10/31/16:

YTD 10/31/15:

50

Total Number of Leads Generated in Previous Years:

2016/2017	244
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

Monthly Report October 2017

CONFERENCE REVENUE STATISTICS

South Lake Tahoe

Year to Date Bookings/Monthly Production Detail FY 17/18

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>17/18</u>	<u>16/17</u>	<u>Variance</u>
Total Revenue Booked as of 10/31/17:	\$192,069	\$294,943	-35%
Forecasted Commission for this Revenue:	\$4,909	\$11,051	-56%
Number of Room Nights:	1211	2417	-50%
Number of Delegates:	305	1220	-75%
Annual Commission Projection:	\$10,000	\$15,000	-33%

Monthly Detail/Activity	<u>October-17</u>	<u>October-16</u>
<u>Number of Groups Booked:</u>	0	1
Revenue Booked:	\$0	\$5,547
Projected Commission:	\$0	\$0
Room Nights:	0	45
Number of Delegates:	0	45
Booked Group Types:	0	1 Assoc.

<u>Arrived in the month</u>	<u>October-17</u>	<u>* Est.</u>	<u>October-16</u>
Number of Groups:	1		1
Revenue Arrived:	\$3,960		\$10,842
Projected Commission:	\$0		\$0
Room Nights:	40		78
Number of Delegates:	30		25
Booked Group Types:	1 Assoc.		1 Corp.

Monthly Detail/Activity	<u>September-17</u>	<u>September-16</u>
<u>Number of Groups Booked:</u>	1	1
Revenue Booked:	\$38,000	\$45,255
Projected Commission:	\$5,700	\$0
Room Nights:	380	420
Number of Delegates:	200	160
Booked Group Types:	1 Assoc.	1 Corp.

<u>Arrived in the month</u>	<u>September-17</u>	<u>* Est.</u>	<u>September-16</u>
Number of Groups:	1		2
Revenue Arrived:	\$33,892		\$47,420
Projected Commission:	\$0		\$2,263
Room Nights:	136		416
Number of Delegates:	70		160
Booked Group Types:	1 Assoc.		1 Corp., 1 Smf

Monthly Detail/Activity	<u>August-17</u>	<u>August-16</u>
<u>Number of Groups Booked:</u>	1	1
Revenue Booked:	\$50,490	\$7,209

Projected Commission:	\$0	\$1,081
Room Nights:	488	70
Number of Delegates:	175	35
Booked Group Types:	1 Assoc.	1 Corp.

<u>Arrived in the month</u>	<u>August-17</u>	<u>August-16</u>
Number of Groups:	1	0
Revenue Arrived:	\$32,350	\$0
Projected Commission:	\$1,617	\$0
Room Nights:	82	0
Number of Delegates:	20	0
Booked Group Types:	1 Corp.	0

Monthly Detail/Activity	<u>July-17</u>	<u>July-16</u>
<u>Number of Groups Booked:</u>	0	2
Revenue Booked:	\$0	\$26,320
Projected Commission:	\$0	\$3,948
Room Nights:	0	244
Number of Delegates:	0	529
Booked Group Types:		2 Corp.

<u>Arrived in the month</u>	<u>July-17</u>	<u>July-16</u>
Number of Groups:	0	1
Revenue Arrived:	\$0	\$19,384
Projected Commission:	\$0	\$0
Room Nights:	0	48
Number of Delegates:	0	30
Booked Group Types:		1 Corp.

NUMBER OF LEADS Generated as of 10/31/17: 98

Total Number of Leads Generated in Previous Years:

2016/2017:	244
2014/2015	175
2013/2014	172
2012/2013:	171
2011/2012:	119
2010/2011:	92
2009/2010:	107
2008/2009:	151
2007/2008:	209

Lodging Referrals - 10/1/17-10/31/17	Total Lodging Listing Site	Unique Lodging Listing Site
Hyatt Regency Lake Tahoe Resort Spa & Casino	161	154
Northstar California Resort	82	75
The Ritz-Carlton, Lake Tahoe	74	73
Tahoe Biltmore Lodge & Casino	66	65
Cedar Glen Lodge	63	60
The Village at Squaw Valley	63	54
Tahoe Mountain Lodging	56	53
Cedar Crest Cottages	52	48
Cottage Inn at Lake Tahoe	52	50
Tahoe Truckee Factory Stores	50	42
Hyatt High Sierra Lodge, A Hyatt Residence Club	49	48
Northstar Lodge by Welk Resorts	47	44
Mourelatos Lakeshore Resort	45	44
Tahoe Luxury Properties	44	42
Sunnyside Restaurant & Lodge	43	43
West Shore Cafe & Inn	41	38
Fox Den Cottages	40	23
PlumpJack Squaw Valley Inn	34	33
Tahoe Moon Properties	34	33
Meeks Bay Resort & Marina	33	32
Tahoe Vista Lodge and Cabins	32	31
Cobblestone Center Shopping Mall	31	31
Tahoe Signature Properties	31	31
Big 7 Motel	30	20
Olympic Village Inn	30	28
Resort at Squaw Creek	30	29
Tahoe Rentals by Wells and Bennett Realtors	30	26
Lake Tahoe Deluxe Vacation Rentals	29	28
Rockwood Lodge	29	29
Rustic Cottages	29	28
Hostel Tahoe in Kings Beach	28	14
Basecamp Hotel Tahoe City	27	23
Brockway Springs Resort	27	27
River Ranch Lodge and Restaurant	27	26
Tahoma Meadows Bed & Breakfast Cottages	27	26
Hauserman Rental Group	25	24
Kingswood Village Vacation Rentals	25	21
Tahoe Getaways Vacation Rentals	25	24
Sierra Vacation Rentals/Sales	24	22
Stay In Lake Tahoe	23	18

Granlibakken Tahoe	21	18
Ta-Tel Lodge	21	15
The Lodge at Sugar Bowl	21	21
Goldfish Properties	20	20
Tahoe Vistana Inn	20	18
Franciscan Lakeside Lodge	19	19
North Tahoe Rental Company	19	18
Red Wolf Lakeside Lodge	19	15
Castle Peak Vacation Rentals	18	16
The Border House at Crystal Bay Casino	18	17
VACAY North Tahoe	18	18
Stevenson's Holliday Inn	17	12
Tahoe Exclusive Vacation Rentals	17	16
Tahoe Sands Resort	17	16
Christy Lodge	16	13
Donner Summit Rentals	16	13
Firelite Lodge	16	15
Incline Vacation Rentals	16	16
Parkside Inn at Incline	16	12
Sun Bear Realty & Vacation Rentals	16	15
Chaney House	15	15
Constellation Residences at Northstar	15	15
First Accommodations, Inc.	15	12
Tahoe Rental Company	15	15
Tahoe Mountain Properties	14	13
Tahoe North Shore Lodge	14	14
Tahoe Vacation Rentals	14	13
Waters of Tahoe Properties	14	13
Holiday House	13	13
Marmot Vacation Rentals	13	13
LakeFrontHouse.com	12	12
Mother Natures Inn	12	12
Tahoe Real Estate Group	12	12
Tahoe Woodside Vacation Rentals	12	11
Vacasa	12	12
Agate Bay Realty Vacation Rentals	11	10
Alpine Rental Group	11	11
Squaw Valley Lodge	11	10
Tahoe Tavern Properties	11	10
Tahoma Lodge	11	11
Ferrari's Crown Resort	10	10
Martis Valley Associates Property Rentals	10	9
West Lake Properties at Tahoe	10	9

7-Pines Motel	9	9
Chalet de Huttlinger	9	8
Tamarack Lodge	9	9
Americas Best Value Inn Tahoe City	8	8
Lake Tahoe Accommodations Incline Village	8	8
Martis Valley Vacation Rentals	8	6
PepperTree Inn	8	7
Red Wolf Lodge at Squaw Valley	8	7
Tahoe Marina Lodge	8	8
Tahoe Time Vacation Rental	8	8
The Lodge at Obexers	8	8
Vacation Station, Inc.	8	8
Lake Tahoe Accommodations Tahoe City	7	7
Vacation Tahoe by O'Neal Brokers	7	7
BEST. VACATION. EVER... InvitedHome.com	5	5
Club Tahoe Resort	5	5
Northwood Pines Motel	5	4
Tahoe City Inn	5	5
Sierra Mountain Properties	4	4
Tahoe Edgelake Beach Club	4	4
Chinquapin / Packard Realty	3	3
West Shore Sports	3	3
Pullen Realty Group	2	2
SellMyTimeShareNow.com	2	2
Dockside 700 Bar & Grill	1	1
GRAND TOTAL	2488	2304

Lodging Book Now Referrals - 10/1/17-10/31/17	Total Lodging Book Now	Unique Lodging Book Now
Hyatt Regency Lake Tahoe Resort Spa & Casino	66	64
The Village at Squaw Valley	49	44
The Ritz-Carlton, Lake Tahoe	42	38
Northstar California Resort	33	27
Cedar Crest Cottages	27	25
Resort at Squaw Creek	27	27
West Shore Cafe & Inn	25	20
Cedar Glen Lodge	24	22
PlumpJack Squaw Valley Inn	21	19
Mourelatos Lakeshore Resort	19	19
Sunnyside Restaurant & Lodge	17	16
Squaw Valley Lodge	16	16
Tahoe Mountain Lodging	16	15
Cottage Inn at Lake Tahoe	15	15
Hauserman Rental Group	14	14
Tahoe Biltmore Lodge & Casino	14	13
Tahoe Luxury Properties	14	14
Parkside Inn at Incline	13	13
Stay In Lake Tahoe	12	12
Tahoe Exclusive Vacation Rentals	11	10
Tahoe Getaways Vacation Rentals	11	10
The Lodge at Sugar Bowl	11	11
Red Wolf Lodge at Squaw Valley	10	10
Sierra Vacation Rentals/Sales	10	10
Tahoe Signature Properties	10	9
Tahoe Time Vacation Rental	10	10
Waters of Tahoe Properties	10	10
First Accommodations, Inc.	9	8
Meeks Bay Resort & Marina	9	8
Red Wolf Lakeside Lodge	9	9
Tahoma Meadows Bed & Breakfast Cottages	9	8
The Border House at Crystal Bay Casino	9	9
Basecamp Hotel Tahoe City	8	8
Chaney House	7	6
North Tahoe Rental Company	7	6
Kingswood Village Vacation Rentals	6	6
Tahoe City Inn	6	6
Tahoe Rentals by Wells and Bennett Realtors	6	6
Tahoe Sands Resort	6	6
Tamarack Lodge	6	5

Chalet de Huttlinger	5	5
Constellation Residences at Northstar	5	4
Incline Vacation Rentals	5	5
PepperTree Inn	5	4
Sun Bear Realty & Vacation Rentals	5	5
Tahoe Moon Properties	5	5
Vacation Station, Inc.	5	5
VACAY North Tahoe	5	5
Brockway Springs Resort	4	4
Ferrari's Crown Resort	4	4
Goldfish Properties	4	4
Granlibakken Tahoe	4	4
Holiday House	4	4
Tahoe Real Estate Group	4	4
Tahoe Woodside Vacation Rentals	4	4
Vacasa	4	4
West Lake Properties at Tahoe	4	4
Agate Bay Realty Vacation Rentals	3	3
Americas Best Value Inn Tahoe City	3	3
Firelite Lodge	3	3
Tahoe Marina Lodge	3	3
Tahoe Rental Company	3	3
Tahoe Vacation Rentals	3	3
Tahoe Vistana Inn	3	3
The Lodge at Obexers	3	3
Alpine Rental Group	2	2
Lake Tahoe Accommodations Incline Village	2	2
Lake Tahoe Accommodations Tahoe City	2	2
SellMyTimeShareNow.com	2	2
Sierra Mountain Properties	2	2
Vacation Tahoe by O'Neal Brokers	2	2
GRAND TOTAL	756	714