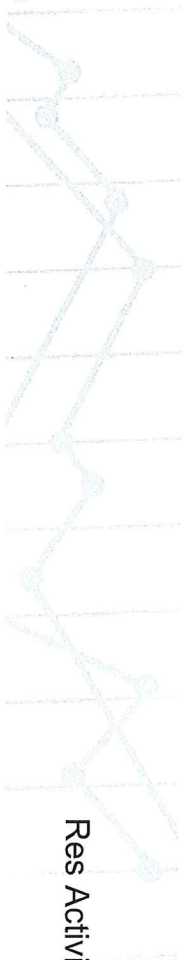




October 2017

Standing Reports  
for September



## Executive Summary

### Res Activity Outlook as of Sep 30, 2017

### Executive Summary

Data based on a sample of up to 9 properties in the North Lake Tahoe destination, representing up to 1280 Units ('DestiMetrics Census'\*) and 39,63% of 3229 total units in the North Lake Tahoe destination ('Destination Census'\*\*)

Last Month Performance: Current YTD vs. Previous YTD	2017/1/8	2016/1/7	Year over Year % Variance
North Lake Tahoe Occupancy for last month (Sep) changed by (-10.8%)	Occupancy (Sep) : 48.7%	54.6%	<b>-10.8%</b>
North Lake Tahoe ADR for last month (Sep) changed by (10.4%)	ADR (Sep) : \$ 288	\$ 261	<b>10.4%</b>
North Lake Tahoe RevPAR for last month (Sep) changed by (-1.5%)	RevPAR (Sep) : \$ 140	\$ 143	<b>-1.5%</b>
<b>Next Month Performance: Current YTD vs. Previous YTD</b>			
North Lake Tahoe Occupancy for next month (Oct) changed by (3.5%)	Occupancy (Oct) : 29.5%	28.5%	<b>3.5%</b>
North Lake Tahoe ADR for next month (Oct) changed by (1.6%)	ADR (Oct) : \$ 217	\$ 214	<b>1.6%</b>
North Lake Tahoe RevPAR for next month (Oct) changed by (5.2%)	RevPAR (Oct) : \$ 64	\$ 61	<b>5.2%</b>
<b>Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD</b>			
North Lake Tahoe Occupancy for the past 6 months changed by (3.1%)	Occupancy : 55.1%	53.4%	<b>3.1%</b>
North Lake Tahoe ADR for the past 6 months changed by (5.4%)	ADR : \$ 306	\$ 291	<b>5.4%</b>
North Lake Tahoe RevPAR for the past 6 months changed by (8.6%)	RevPAR : \$ 169	\$ 155	<b>8.6%</b>
<b>Future 6 Month On The Books Performance: Current YTD vs. Previous YTD</b>			
North Lake Tahoe Occupancy for the future 6 months changed by (3.9%)	Occupancy : 16.6%	15.9%	<b>3.9%</b>
North Lake Tahoe ADR for the future 6 months changed by (9.1%)	ADR : \$ 310	\$ 284	<b>9.1%</b>
North Lake Tahoe RevPAR for the future 6 months changed by (13.3%)	RevPAR : \$ 51	\$ 45	<b>13.3%</b>
<b>Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Sep 30, 2017 vs. Previous Year</b>			
Rooms Booked during last month (Sep,17) compared to Rooms Booked during the same period last year (Sep,16) for all arrival dates has changed by (34.6%)	Booking Pace (Sep) : 5.8%	4.3%	<b>34.6%</b>

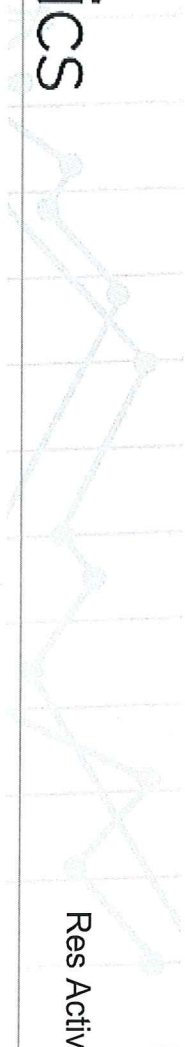
\* 'Destination Census': Total number of rooms reported by participating Inntopia properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time. \*\* 'Destination Census': The total number of rooms available 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 ad-hoc 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 Inntopia's other participants. As is the case in all Inntopia 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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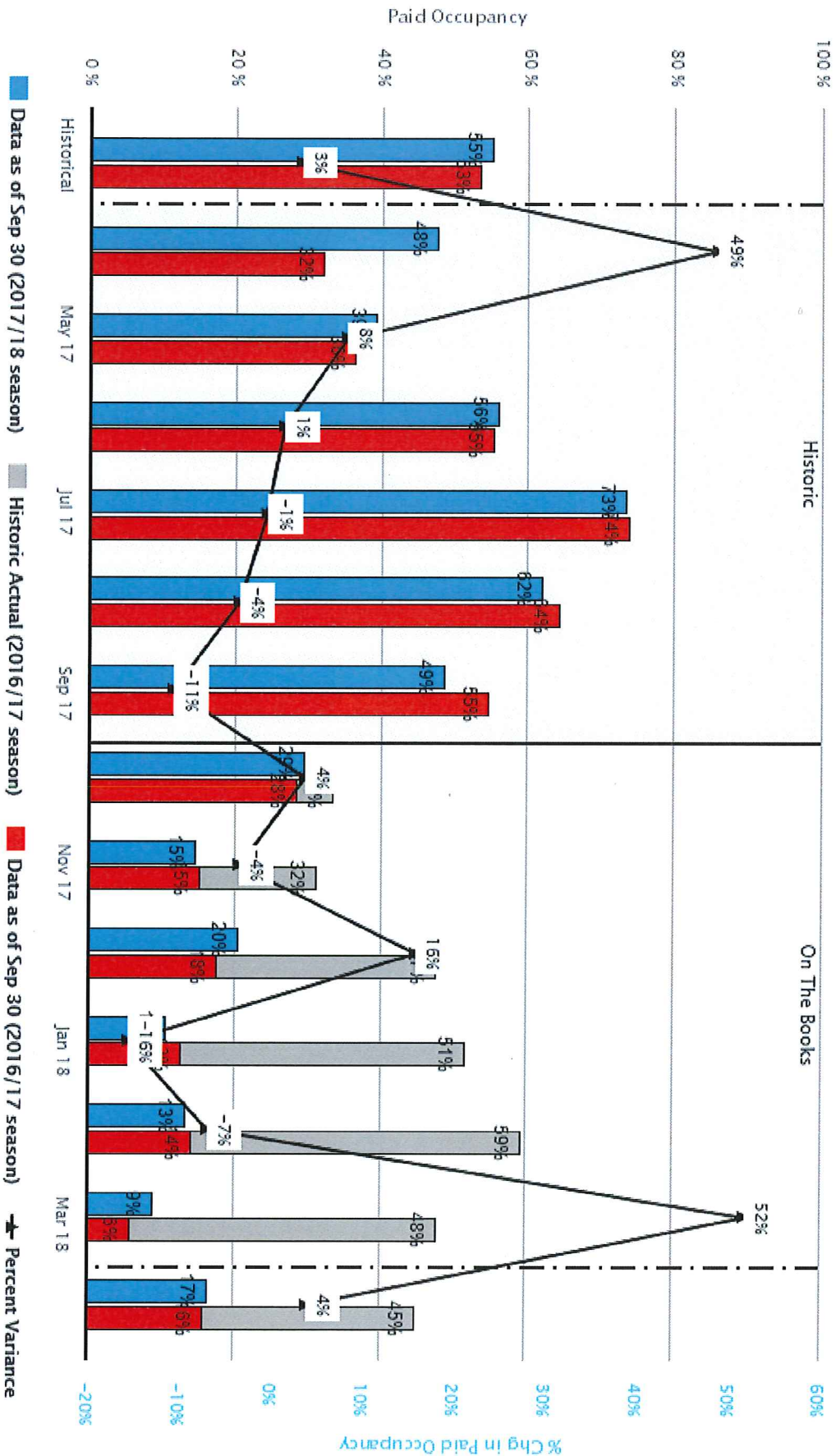
INNTOPIA

# DestiMetrics



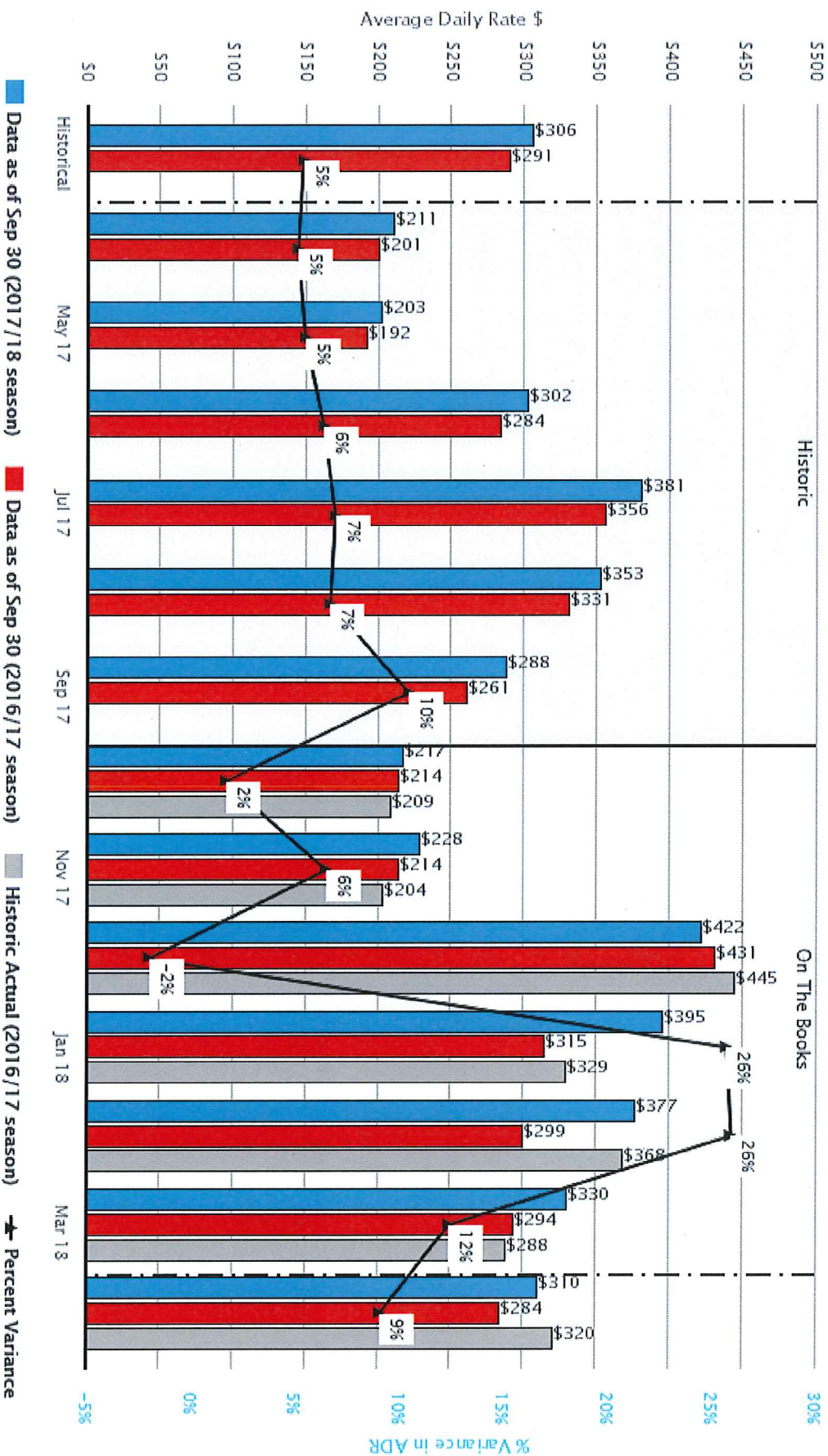
**Executive Summary**  
Res Activity Outlook as of Sep 30, 2017

## North Lake Tahoe Paid Occupancy (Most Recent Data) Res Activity Outlook as of Sep 30, 2017



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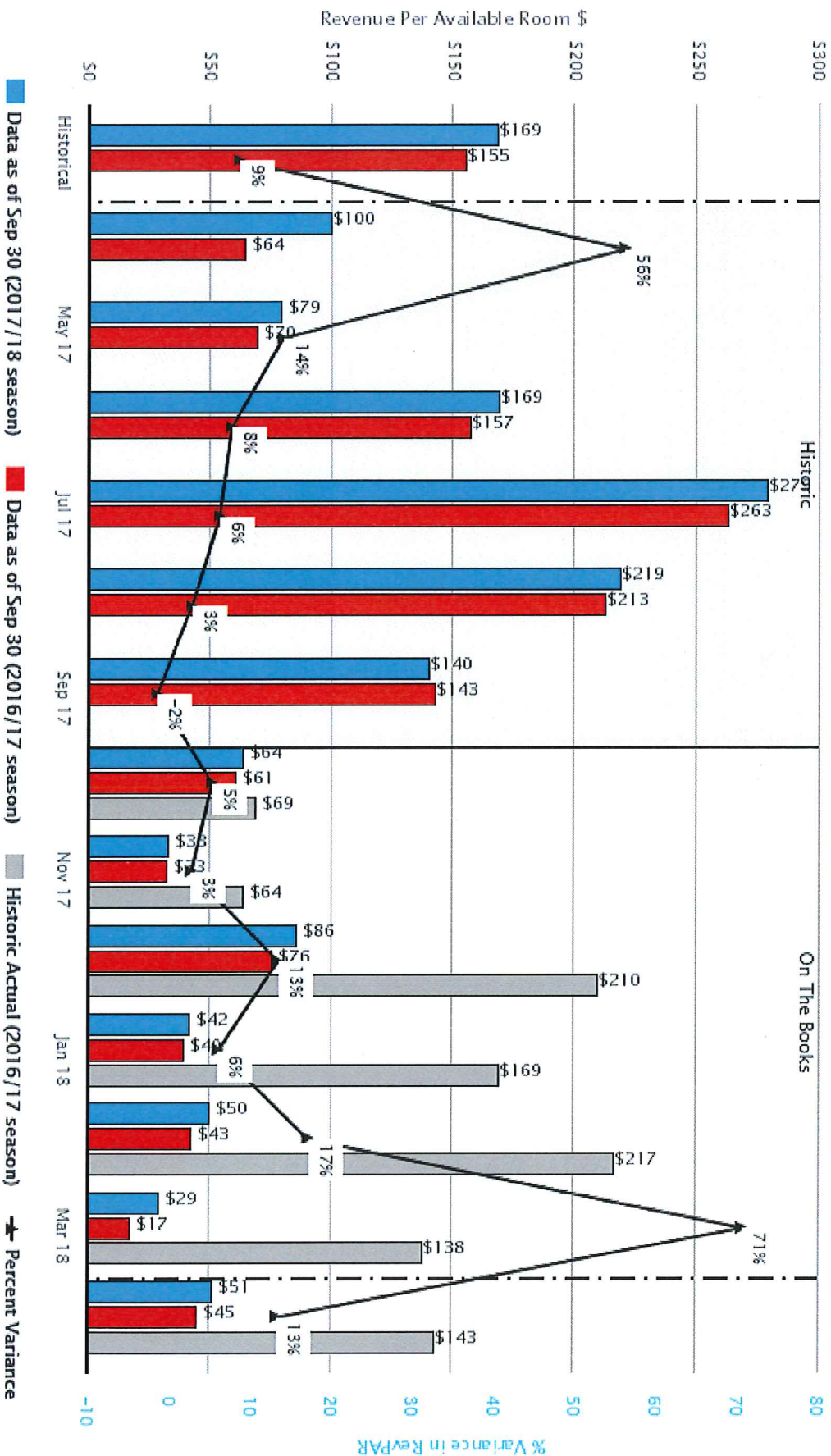
## North Lake Tahoe Average Daily Rate (Most Recent Data) Res Activity Outlook as of Sep 30, 2017



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# DestiMetrics

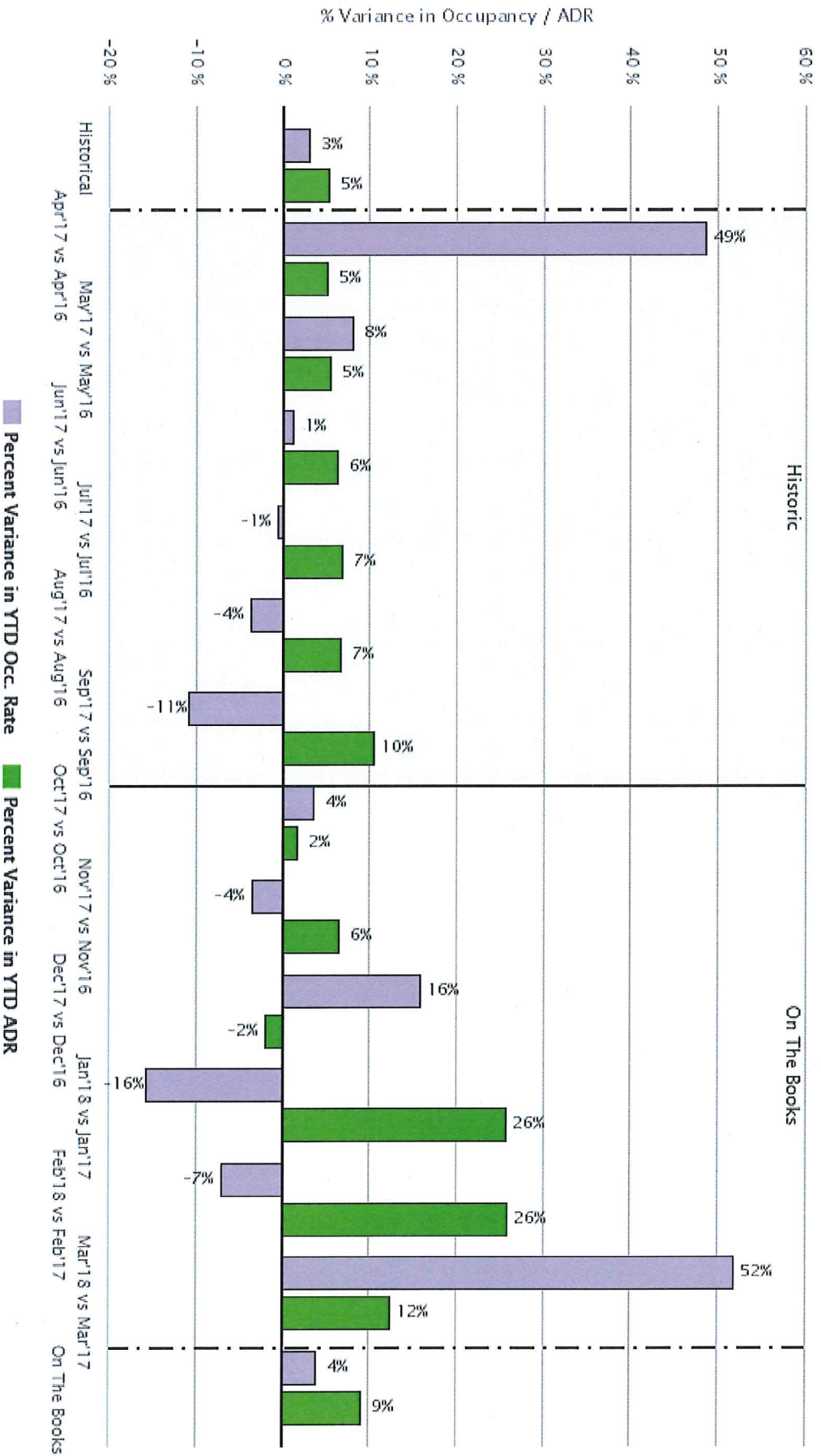
## North Lake Tahoe Revenue Per Available Room (Most Recent Data) Res Activity Outlook as of Sep 30, 2017



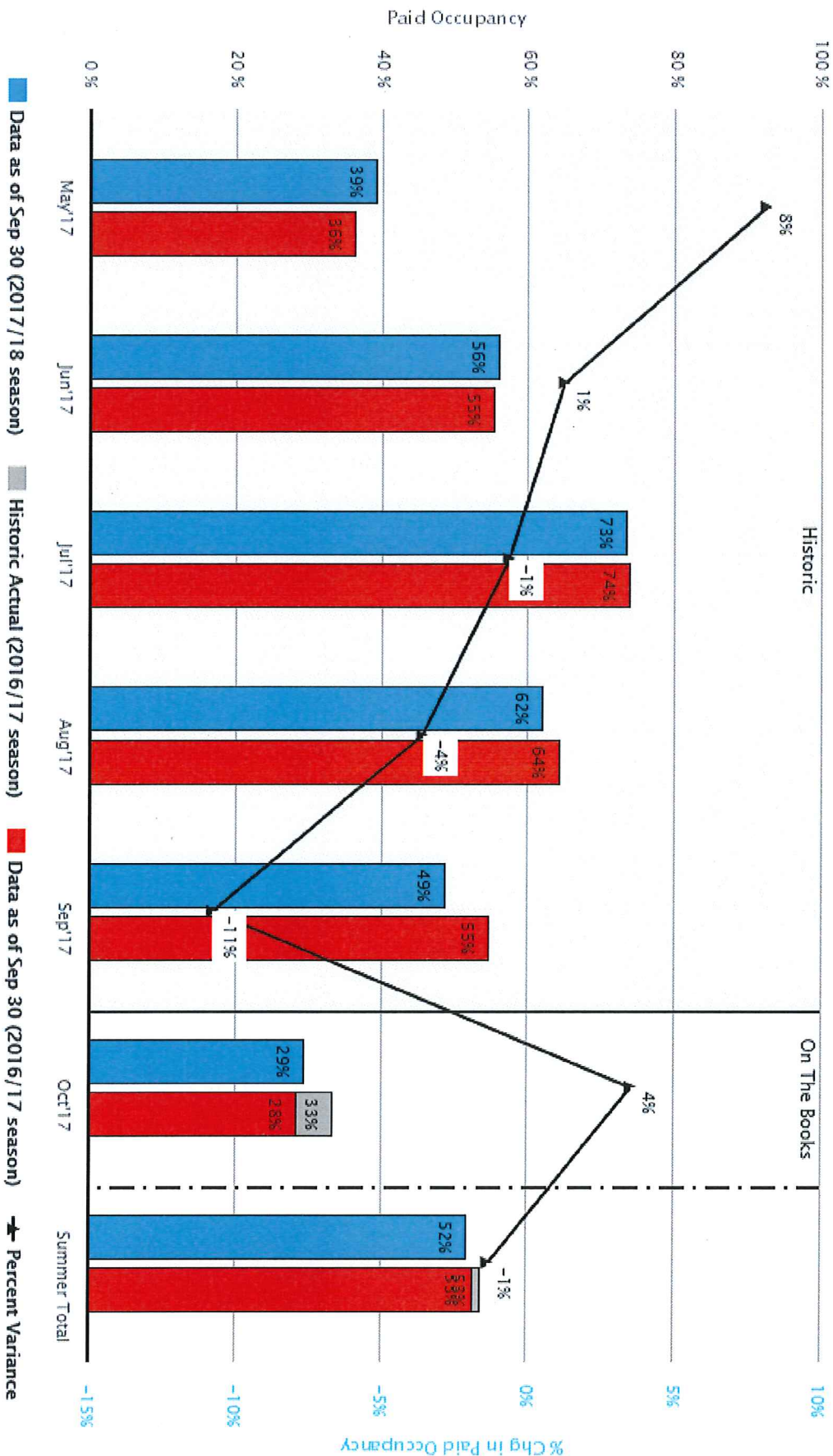
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## North Lake Tahoe Variance in YTD Occupancy and ADR Res Activity Outlook 2017/18 vs 2016/17



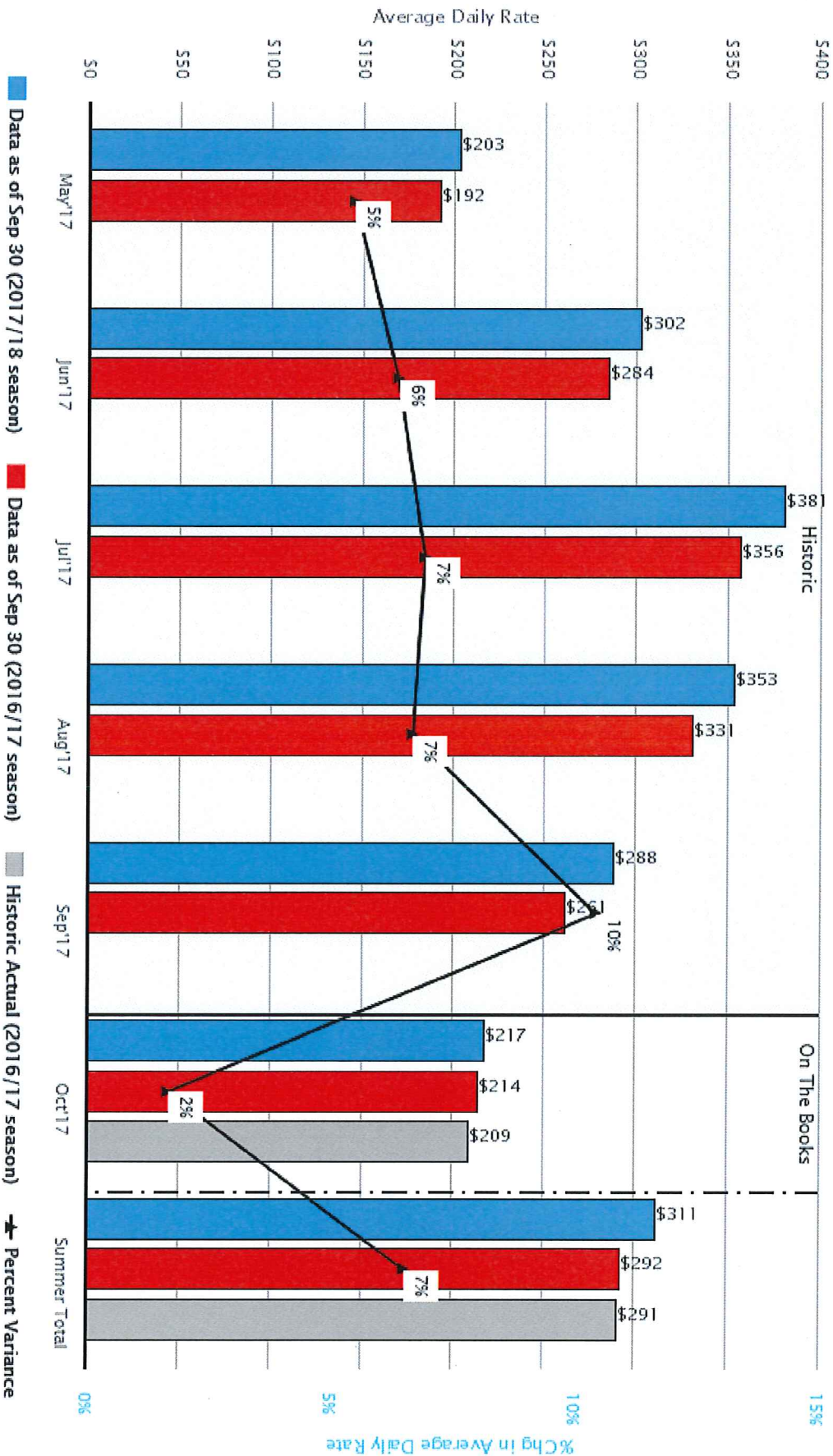
## North Lake Tahoe Paid Occupancy (Summer-to-date) Res Activity Outlook as of Sep 30, 2017



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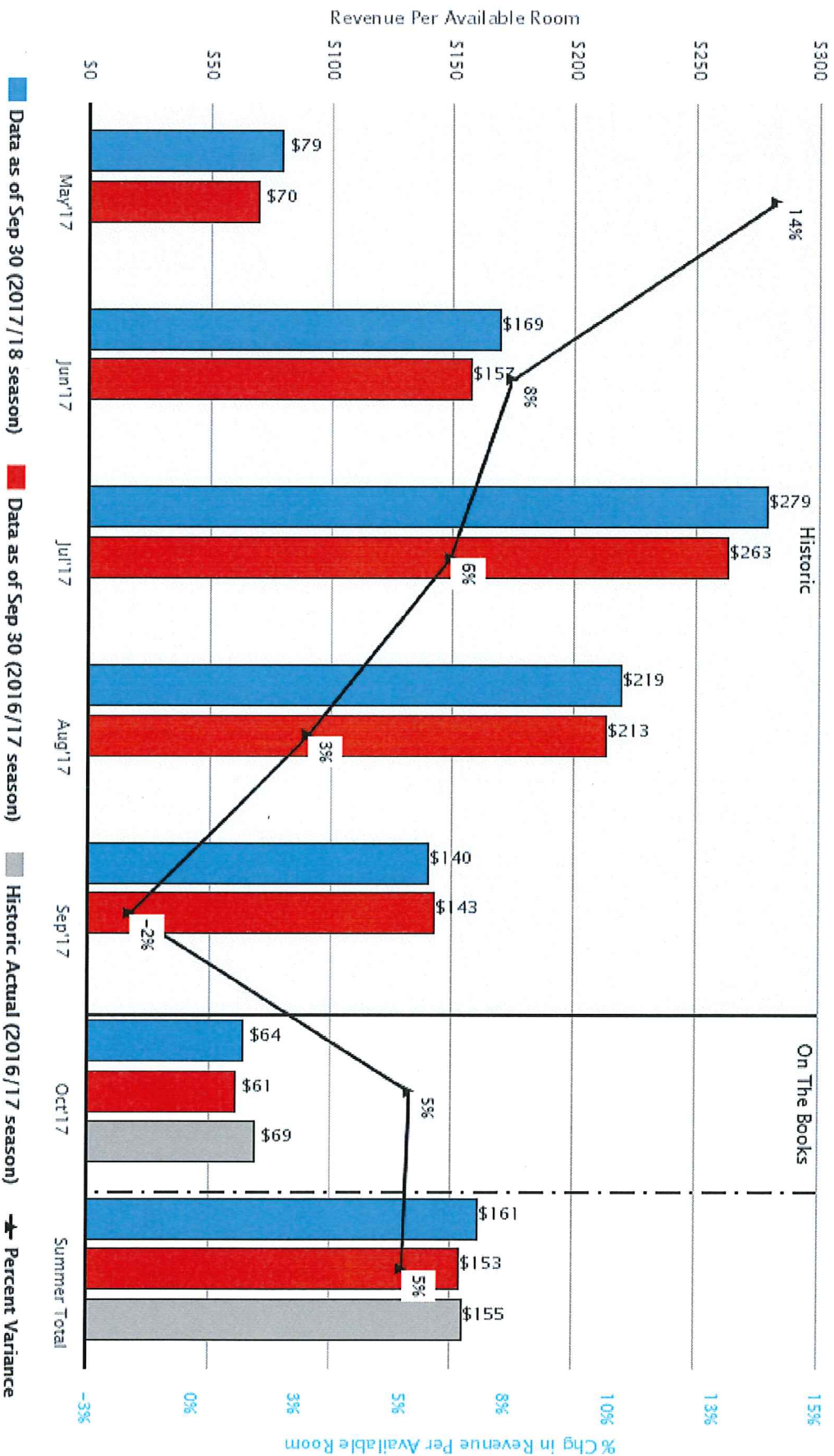
## North Lake Tahoe Average Daily Rate (Summer-to-date) Res Activity Outlook as of Sep 30, 2017



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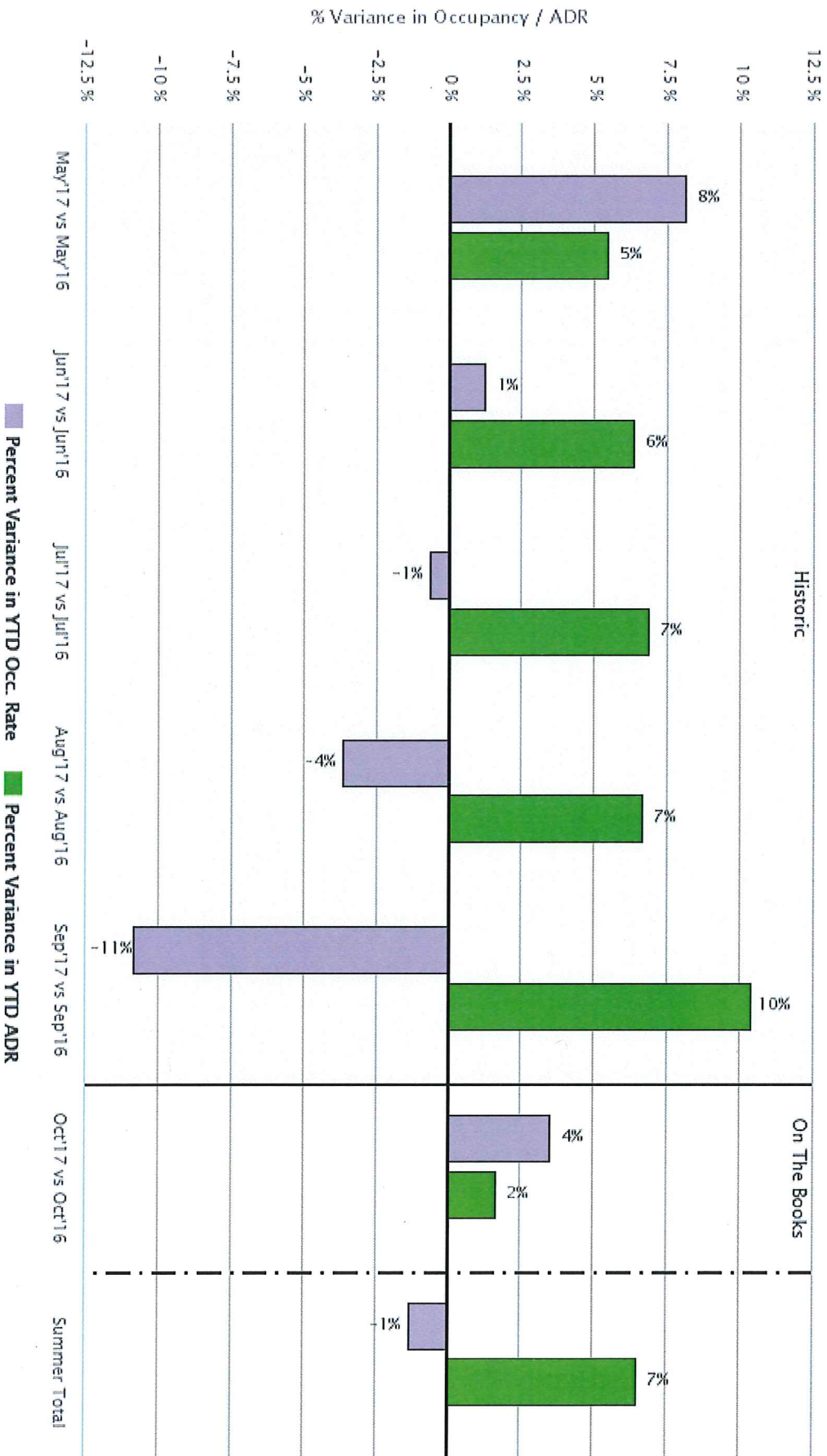
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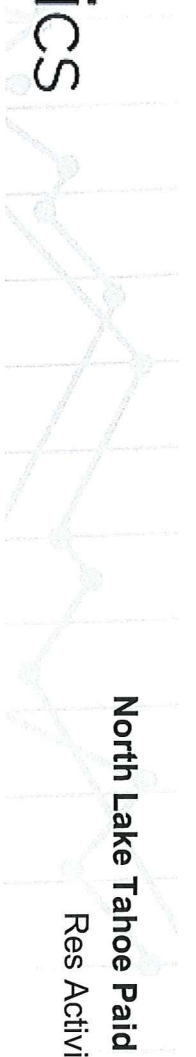
## North Lake Tahoe Revenue Per Available Room (Summer-to-date) Res Activity Outlook as of Sep 30, 2017



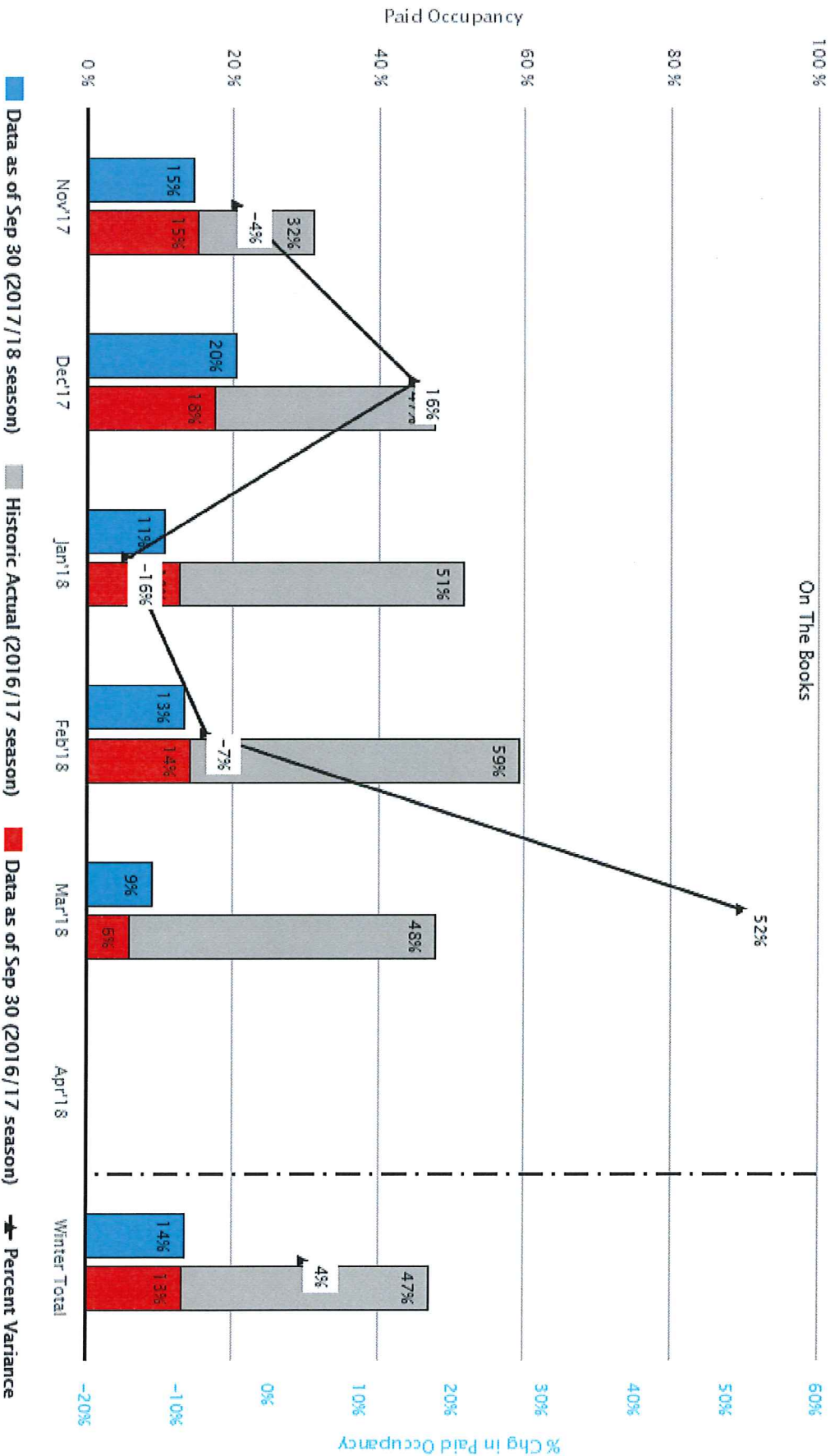
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## North Lake Tahoe Variance in YTD Occupancy and ADR (Summer-to-date) Res Activity Outlook as of Sep 30, 2017





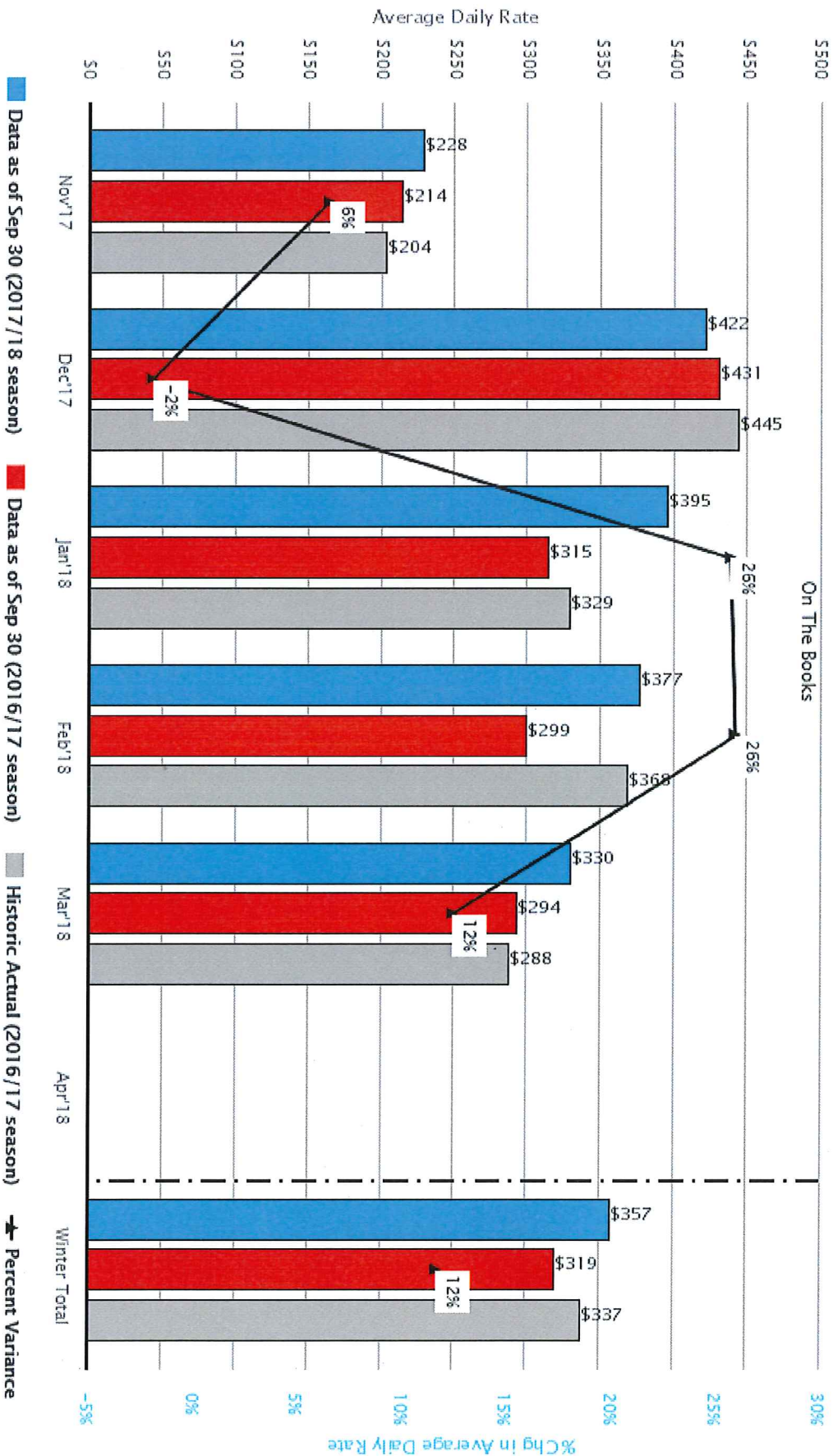
North Lake Tahoe Paid Occupancy (Winter-to-date)  
Res Activity Outlook as of Sep 30, 2017



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## North Lake Tahoe Average Daily Rate (Winter-to-date)

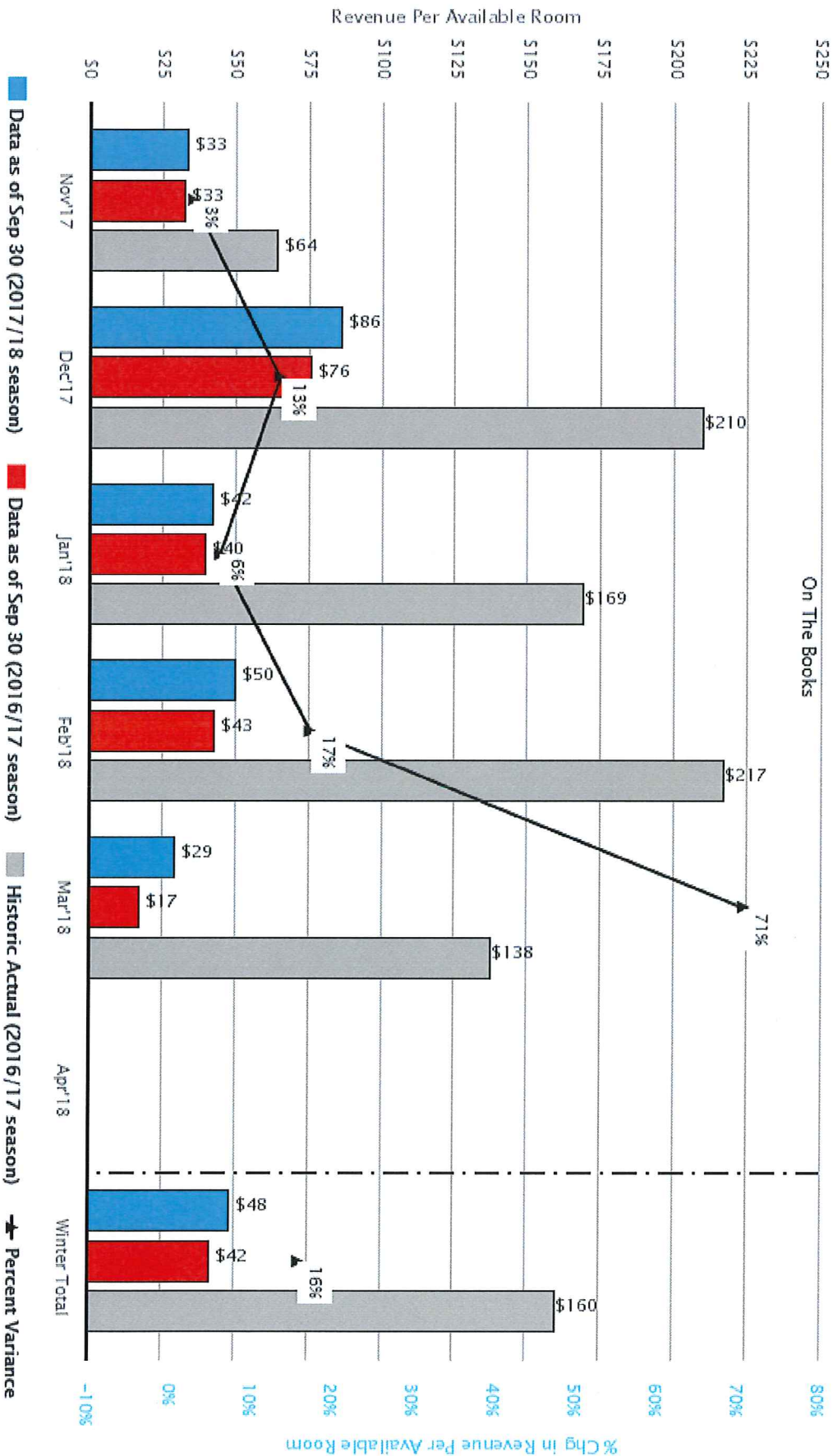
Res Activity Outlook as of Sep 30, 2017



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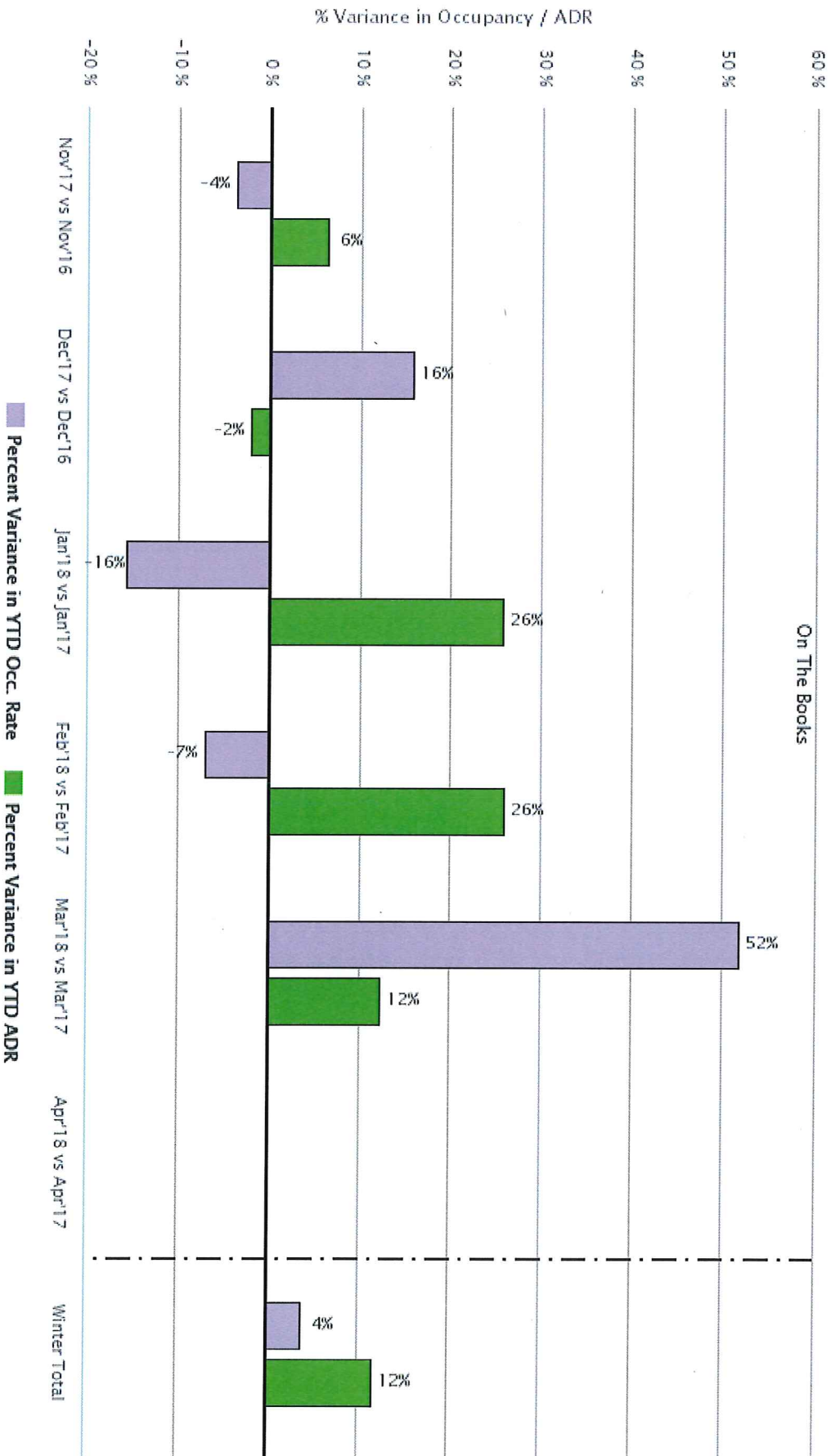


North Lake Tahoe Revenue Per Available Room (Winter-to-date)  
Res Activity Outlook as of Sep 30, 2017



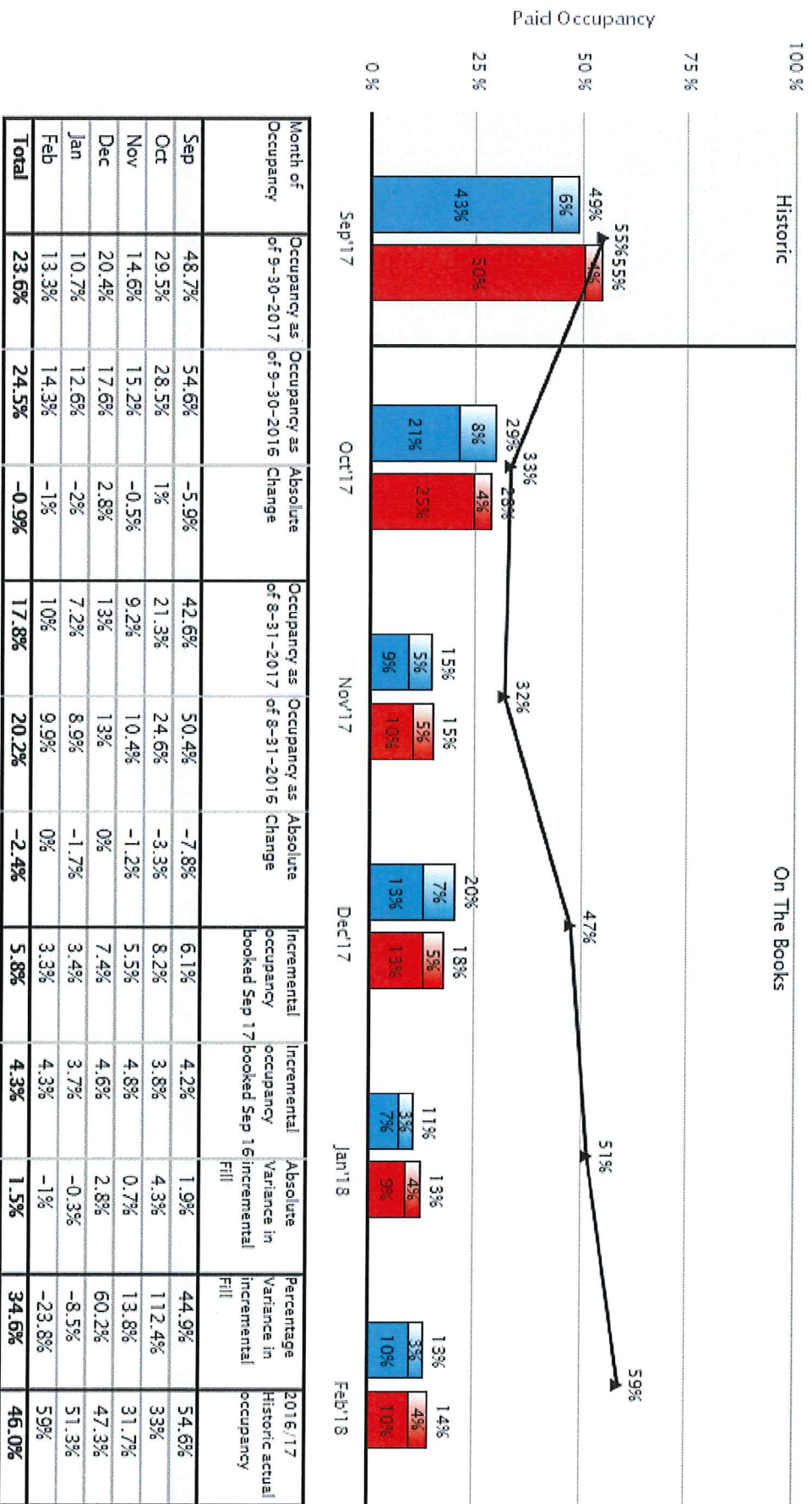
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## North Lake Tahoe Variance in YTD Occupancy and ADR (Winter-to-date) Res Activity Outlook 2017/18 vs 2016/17



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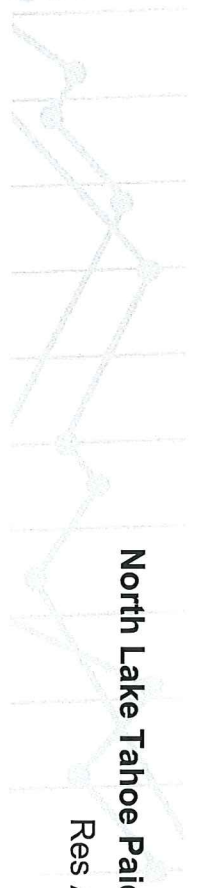
## North Lake Tahoe Paid Occupancy Fill Analysis Res Activity Outlook as of Sep 30, 2017



■ As of Sep 30, 2017    
 ■ As of Aug 31, 2017    
 ■ As of Sep 30, 2016    
 ■ As of Aug 31, 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 Sep 30, 2017

Occ Rate: YTD 2017/18 VS. YTD 2016/17					
Month of Occupancy	Occ Rate as of Sep 30, 2017	Occ Rate as of Sep 30, 2016	Occupancy Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	# of Properties in sample
Apr 17	47.6%	32.0%	48.6%	33.0%	9
May 17	39.2%	36.3%	8.1%	31.7%	8
Jun 17	56.0%	55.3%	1.2%	47.3%	8
Jul 17	73.4%	73.9%	-0.7%	51.3%	8
Aug 17	62.0%	64.4%	-3.6%	59.0%	8
Sep 17	48.7%	54.6%	-10.8%	48.0%	8
Oct 17	29.5%	28.5%	3.5%	49.1%	10
Nov 17	14.6%	15.2%	-3.6%	31.7%	8
Dec 17	20.4%	17.6%	15.8%	47.3%	8
Jan 18	10.7%	12.6%	-15.6%	51.3%	8
Feb 18	13.3%	14.3%	-7.0%	59.0%	8
Mar 18	8.9%	5.9%	51.8%	48.0%	8
Grand Total	36.5%	35.3%	3.3%	49.1%	10
Historical Months Total	55.1%	53.4%	3.1%	53.4%	10
On the Books Total	16.6%	15.9%	3.9%	44.8%	9

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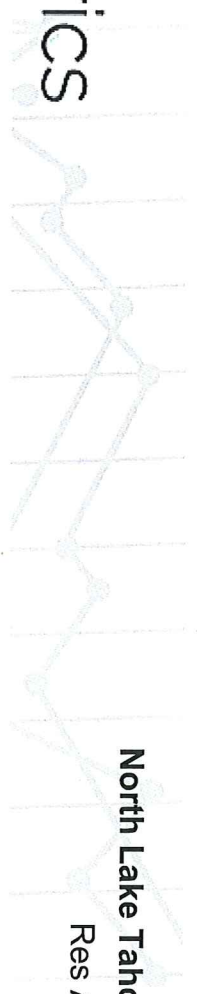
## North Lake Tahoe Average Daily Rate (Most Recent Data) Res Activity Outlook as of Sep 30, 2017

Average Daily Rate: YTD 2017/18 VS. YTD 2016/17					
Month of Occupancy	ADR as of Sep 30, 2017	ADR as of Sep 30, 2016	ADR Percent Variance in YTD ADR Rate	Historic Actual ADR	# of Properties in sample
Apr 17	\$210.85	\$200.61	5.1%		9
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	\$217.17	\$213.65	1.6%	0.0%	9
Nov 17	\$228.18	\$214.32	6.5%	0.0%	8
Dec 17	\$421.87	\$430.63	-2.0%	0.0%	8
Jan 18	\$395.47	\$314.57	25.7%	0.0%	8
Feb 18	\$376.75	\$299.15	25.9%	0.0%	8
Mar 18	\$330.20	\$293.73	12.4%	0.0%	8
Grand Total	\$ 307	\$ 289	6.2%	\$ 305	10
Historical Months Total	\$ 306	\$ 291	5.4%	\$ 291	10
On the Books Total	\$ 310	\$ 284	9.1%	\$ 320	9



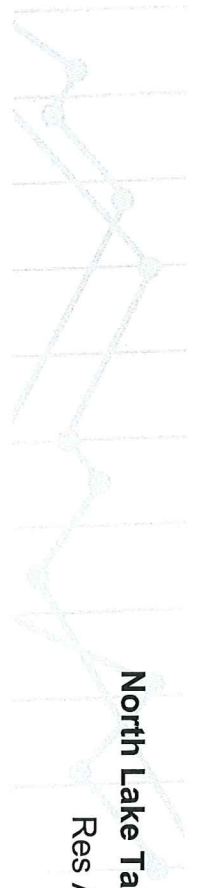
## North Lake Tahoe Revenue Per Available Room (Most Recent Data) Res Activity Outlook as of Sep 30, 2017

RevPAR Rate: YTD 2017/18 VS. YTD 2016/17					
Month of Occupancy	RevPAR as of Sep 30, 2017	RevPAR as of Sep 30, 2016	RevPAR Percent Variance in YTD RevPAR Rate	Historic Actual RevPAR	# of Properties in sample
Apr 17	\$100.40	\$64.27	56.2%		9
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	\$63.97	\$60.79	5.2%	\$68.77	9
Nov 17	\$33.40	\$32.53	2.7%	\$64.47	8
Dec 17	\$85.96	\$75.79	13.4%	\$210.40	8
Jan 18	\$42.17	\$39.76	6.0%	\$168.85	8
Feb 18	\$50.10	\$42.76	17.2%	\$216.85	8
Mar 18	\$29.45	\$17.26	70.6%	\$138.23	8
Grand Total	\$ 112	\$ 102	9.7%	\$ 149	10
Historical Months Total	\$ 169	\$ 155	8.6%	\$ 155	10
On the Books Total	\$ 51	\$ 45	13.3%	\$ 143	9



## North Lake Tahoe Data Tables (Summer-to-date) Res Activity Outlook as of Sep 30, 2017

Summer Bookings: Occ Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	Occ Rate as of Sep 30, 2017	Occ Rate as of Sep 30, 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	29.5%	28.5%	3.5%	33.0%	9	
Summer Total	51.8%	52.5%	-1.4%	53.4%	10	
Summer Bookings: Average Daily Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	ADR as of Sep 30, 2017	ADR as of Sep 30, 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	\$217.17	\$213.65	1.6%	\$208.62	9	
Summer Total	\$ 311	\$ 292	6.5%	\$ 291	10	
Summer Bookings: Revenue Per Available Room: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	RevPAR as of Sep 30, 2017	RevPAR as of Sep 30, 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	\$63.97	\$60.79	5.2%	\$68.77	9	
Summer Total	\$ 161	\$ 153	5.1%	\$ 155	10	



## North Lake Tahoe Data Tables (Winter-to-date) Res Activity Outlook as of Sep 30, 2017

Winter Bookings: Occ Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	Occ Rate as of Sep 30, 2017	Occ Rate as of Sep 30, 2016	Occupancy Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	# of Properties in sample	
Nov 17	14.6%	15.2%	-3.6%	31.7%	8	
Dec 17	20.4%	17.6%	15.8%	47.3%	8	
Jan 18	10.7%	12.6%	-15.6%	51.3%	8	
Feb 18	13.3%	14.3%	-7.0%	59.0%	8	
Mar 18	8.9%	5.9%	51.8%	48.0%	8	
Apr 18						
Winter Total	13.6%	13.1%	3.9%	47.5%	9	
Winter Bookings: Average Daily Rate: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	ADR as of Sep 30, 2017	ADR as of Sep 30, 2016	Percent Variance in YTD ADR Rate	Historic Actual ADR	# of Properties in sample	
Nov 17	\$228.18	\$214.32	6.5%	\$203.62	8	
Dec 17	\$421.87	\$430.63	-2.0%	\$444.68	8	
Jan 18	\$395.47	\$314.57	25.7%	\$328.87	8	
Feb 18	\$376.75	\$299.15	25.9%	\$367.75	8	
Mar 18	\$330.20	\$293.73	12.4%	\$287.71	8	
Apr 18						
Winter Total	\$ 357	\$ 319	11.7%	\$ 337	9	
Winter Bookings: Revenue Per Available Room: YTD 2017/18 VS. YTD 2016/17						
Month of Occupancy	RevPAR as of Sep 30, 2017	RevPAR as of Sep 30, 2016	Percent Variance in YTD RevPAR Rate	Historic Actual RevPAR	# of Properties in sample	
Nov 17	\$33.40	\$32.53	2.7%	\$64.47	8	
Dec 17	\$85.96	\$75.79	13.4%	\$210.40	8	
Jan 18	\$42.17	\$39.76	6.0%	\$168.85	8	
Feb 18	\$50.10	\$42.76	17.2%	\$216.85	8	
Mar 18	\$29.45	\$17.26	70.6%	\$138.23	8	
Apr 18						
Winter Total	\$ 48	\$ 42	16.0%	\$ 160	9	

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# Passenger and Cargo Statistics Report

**Reno-Tahoe International Airport**  
August 2017



**Reno-Tahoe  
Airport Authority**

## **U.S. DOMESTIC INDUSTRY OVERVIEW FOR AUGUST 2017**

Systemwide RNO Carriers Domestic Flights – year over year comparison

Average Load Factor:	85.9%, Up 0.3 pt.
Number of Flights *:	Up 1.4%
Capacity of Seats *:	Up 3.9%
Crude Oil Average:	\$48.04 per barrel in August 2017 vs. \$44.72 per barrel in August 2016

### RNO Overview for August 2017 – year over year comparison

Total Passengers:	Up 12.4%
Avg. Enplaned Load Factor:	79.5%, Up 1.6 pts.
Actual Departures:	Up 5.0%
Actual Departing Seats:	Up 10.4%

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

## **AUGUST 2017 SUMMARY**

Reno-Tahoe International Airport (RNO) served 393,478 passengers in August 2017, an increase of 12.4% versus the same period last year. The airport experienced positive passenger growth for the 27th consecutive month with respect to the year over year monthly increases. During the first eight months of 2017, RNO served 2,706,371 passengers, an increase of 10.5% when compared to the same period in 2016.

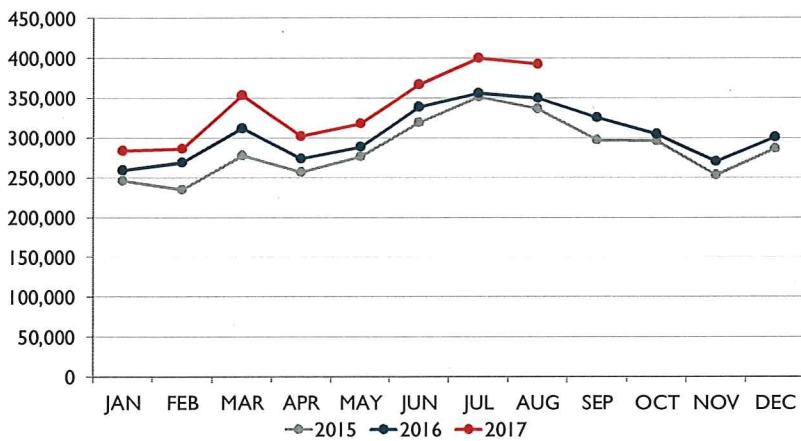
In August 2017, RNO was served by eight airlines providing 1,926 departures to 22 non-stop destinations (23 non-stop destinations if seasonal flights are included). At RNO, total seat capacity increased 10.4% and flights increased 5.0% when compared to August 2016.

RNO, handled 13,472,975 pounds of air cargo in August 2017, a decrease of 3.6% when compared to August 2016. During the first eight months of 2017, RNO handled 100,337,431 pounds of air cargo, a decrease of 0.1% 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.



## PASSENGERS



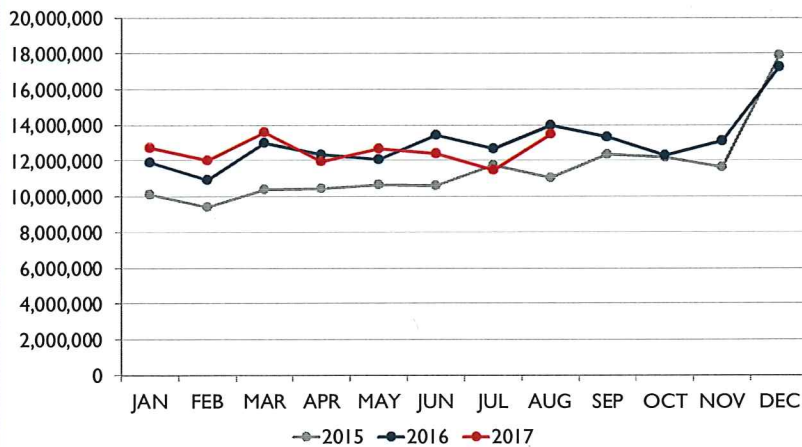
## Passengers

Southwest Airlines, the largest carrier at RNO, served 167,143 passengers during the month of August 2017, up 16.5% when compared to August 2016.

In August 2017, United Airlines reported a passenger increase of 36.0%, JetBlue was up 25.6%, Delta Air Lines was up 6.2% and Alaska Airlines reported an increase of 5.5% versus August 2016. Allegiant Air's passenger traffic decreased 33.1%, while American Airlines reported no change during the same period.

Volaris served 2,768 passengers during the month of August 2017, a decrease of 26.6% when compared to August 2016.

## CARGO

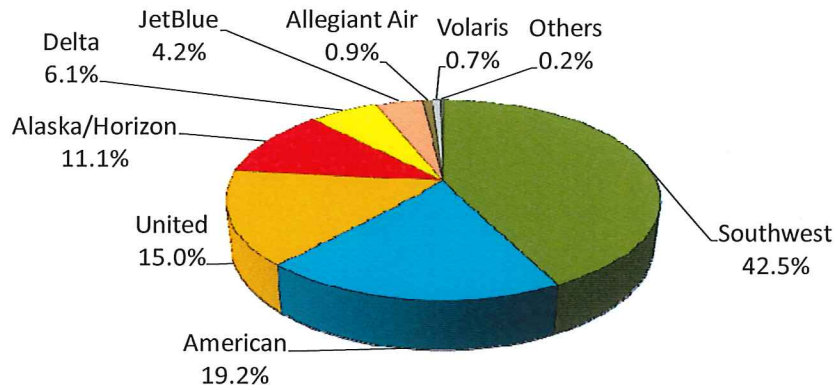


## Cargo

In August 2017, DHL reported an increase of 19.4% in cargo tonnage at RNO, when compared to August 2016. FedEx reported a decrease of 6.5%, while UPS was down 1.3% during the same period.



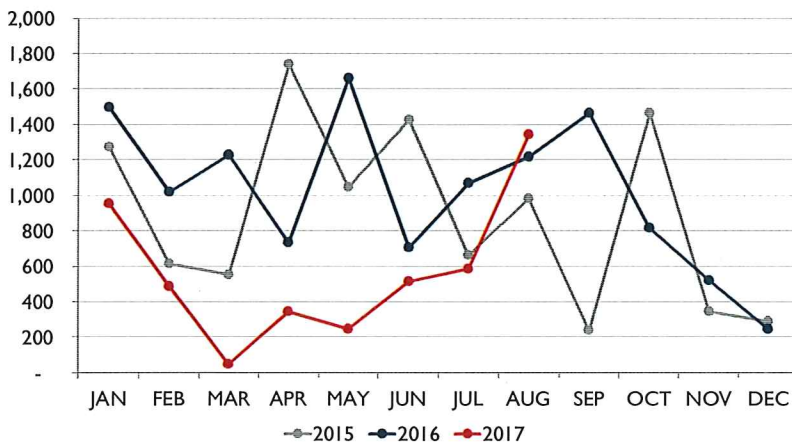
### AIR CARRIER MARKET SHARE (passenger airlines)



	August-17	August-16	YOY Change
Alaska/Horizon	11.1%	11.8%	(0.7)
Allegiant Air	0.9%	1.6%	(0.6)
American	19.2%	21.6%	(2.4)
Delta	6.1%	6.5%	(0.4)
JetBlue	4.2%	3.8%	0.4
Southwest	42.5%	41.0%	1.5
United	15.0%	12.4%	2.6
Volaris	0.7%	1.1%	(0.4)
Others	0.2%	0.3%	(0.0)

Note: numbers are rounded up to one decimal figure.

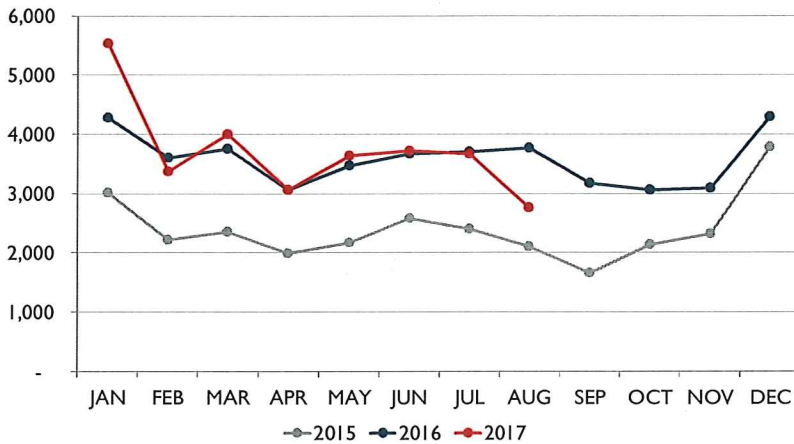
### TOTAL CHARTER PASSENGERS



In August 2017, RNO served 1,342 charter passengers through the terminal.

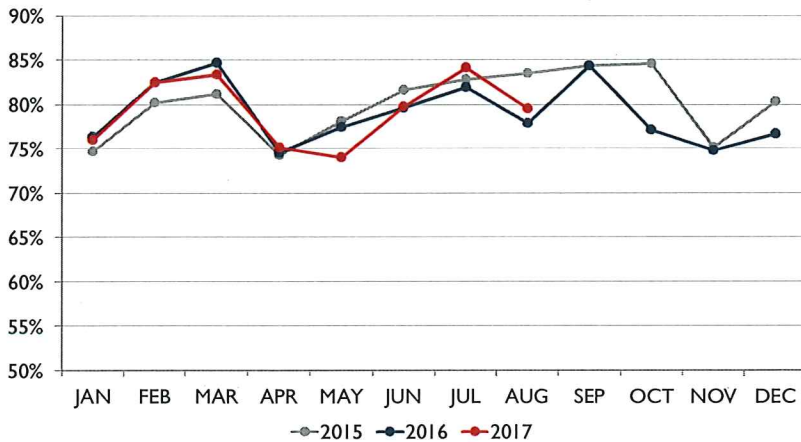


## TOTAL INTERNATIONAL PASSENGERS



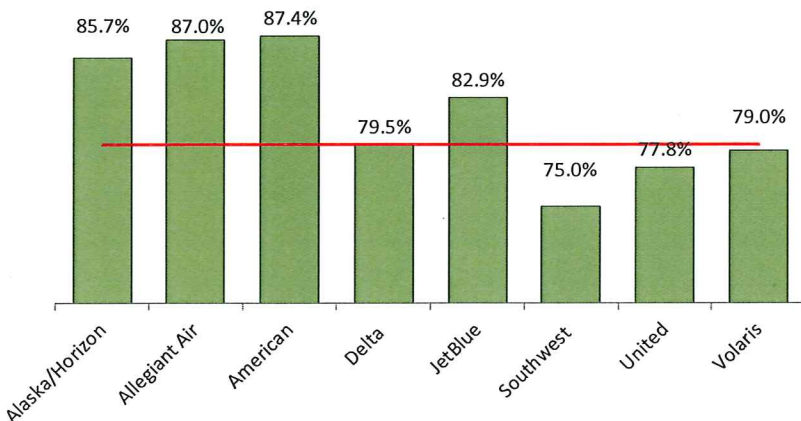
In August 2017, RNO served a total of 2,768 international passengers. Volaris operated two to three times a week scheduled flights between Reno and Guadalajara, Mexico during August 2017.

## AVERAGE ENPLANED LOAD FACTOR



In August 2017, the average enplaned load factor at RNO was 79.5%, an increase of 1.6 pts. versus August 2016.

## AVERAGE ENPLANED LOAD FACTOR BY AIRLINE



Average Enplaned Load Factor August 2017

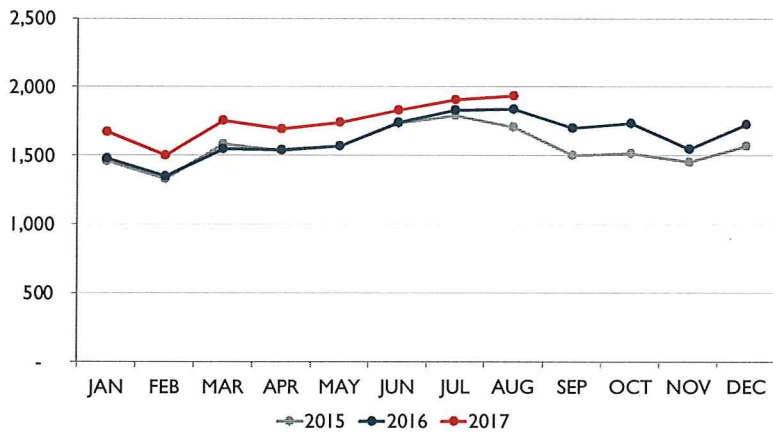
Airline	RNO	Network	Difference
Alaska	85.7%	86.2%	(0.5)
Allegiant Air	87.0%	85.1%	1.9
American	87.4%	83.3%	4.1
Delta	79.5%	87.9%	(8.4)
JetBlue	82.9%	87.1%	(4.2)
Southwest	75.0%	84.9%	(9.9)
United	77.8%	85.3%	(7.5)
Volaris	79.0%	85.4%	(6.4)

Source: Airline Performance Reports

Note: numbers are rounded up to one decimal figure.

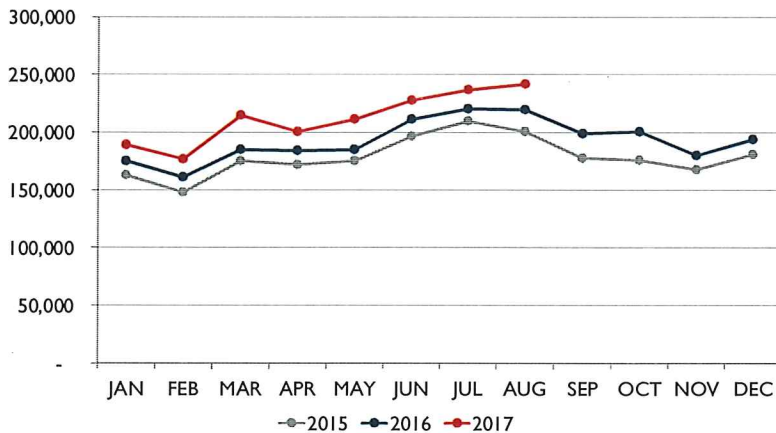


## DEPARTURES



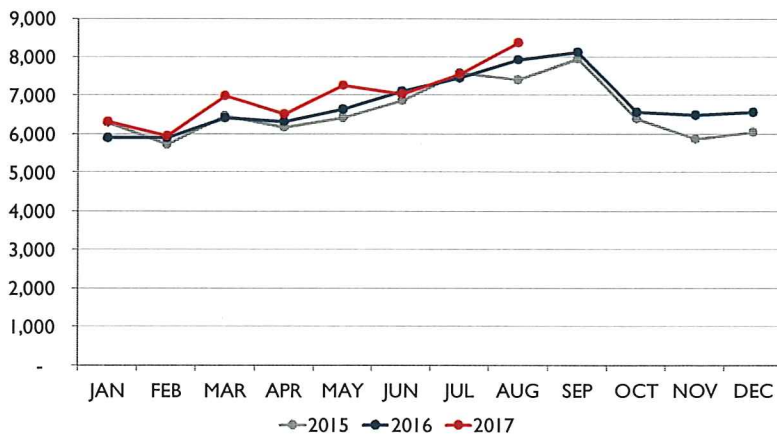
In August 2017, RNO handled 1,926 departures on eight commercial airlines, an increase of 5.0% when compared to August 2016. This doesn't include charter operations on non-incumbent carriers.

## DEPARTING SEATS



In August 2017, eight airlines provided 241,940 departing seats, an increase of 10.4% when compared to August 2016. This doesn't include charter operations on non-incumbent carriers.

## TOTAL OPERATIONS



A total of 8,373 operations were handled at RNO in August 2017, an increase of 5.5% when compared to August 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

- 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 will temporarily suspend the daily non-stop flights between Reno and Chicago O' Hare International Airport. This flight returns on December 15, 2017. The airline will not offer this service on October 31 and November 4, 2017.

### Delta Air Lines

- On September 10, 2017, Delta Air Lines increased 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 will return on December 22, 2017. This flight will operate until January 2 as a daily service and will also operate on January 6 and 7, 2018. Starting January 21, 2018, the airline will offer this route as a Saturday Only service through the winter season.
- Delta Air Lines' non-stop seasonal flight between Reno and Minneapolis will return on December 21, 2017, for the winter holidays. The airline will operate this flight on the following days: December 21-23, 2017, December 26-30, 2017, and January 1, 2 and 6, 2018.

### 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

- On June 8, 2017, United Airlines increased 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 28, 2017.
- United Airlines' non-stop seasonal flight between Reno and Houston Intercontinental Airport operates on Saturdays and Sundays. The airline will temporarily suspend this service on October 29, 2017. This flight returns as a daily service from December 20, 2017, through January 7, 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 January 7, 2018. Starting January 13, 2018, the airline will offer this route as a weekend service (Saturday Only or Saturday/Sunday) 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 returns as a Sunday Only service on November 5, 2017.
- The daily non-stop seasonal flight between Reno and Chicago Midway will temporarily be 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. On November 20, 2017, the airline will resume the three times a week schedule (Mondays, Wednesdays and Fridays).



# Reno-Tahoe International Airport

Total Passengers August-17						
	Passengers		% Diff.	Passengers		% Diff.
	2015	2016		2017		
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%	
<b>1st Quarter</b>	<b>758,811</b>	<b>841,649</b>	<b>10.9%</b>	<b>924,526</b>	<b>9.8%</b>	
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%	
<b>2nd Quarter</b>	<b>853,101</b>	<b>901,424</b>	<b>5.7%</b>	<b>987,613</b>	<b>9.6%</b>	
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%			
<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>		2,449,775		2,706,371	10.5%	

Total Enplaned Passengers August-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	192,726	8.5%
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>		1,047,370	1,148,099	9.6%

Total Cargo August-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%	12,671,643	5,747	4.8%	
JUN	10,595,645	13,432,224	26.8%	12,396,234	5,622	-7.7%	
<b>2nd Quarter</b>	<b>31,646,282</b>	<b>37,861,778</b>	<b>19.6%</b>	<b>37,042,317</b>	<b>16,799</b>	<b>-2.2%</b>	
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%				
<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>		100,421,582		100,337,431	45,505	-0.1%	

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	200,752	12.1%
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>		1,052,471	1,157,518	10.0%

Enplaned Passengers & Load Factor				
Airline	Enplaned PAX	Aug-17	Aug-16	Diff.
Alaska/Horizon	21,567	85.7%	79.9%	5.9
Allegiant Air	1,852	87.0%	78.1%	8.9
American	37,632	87.4%	83.4%	4.0
Delta	11,013	79.5%	82.4%	-2.9
JetBlue	8,079	82.9%	91.8%	-8.9
Southwest	82,441	75.0%	72.9%	2.1
United	28,397	77.8%	79.8%	-2.0
Volaris	1,273	79.0%	67.3%	11.7

Source: RNO Monthly Flight Activity Reports



## Monthly Report September 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 9/30/17:	\$1,549,160	\$2,391,757	-35%
Forecasted Commission for this Revenue:	\$47,856	\$83,557	-43%
Number of Room Nights:	8261	12157	-32%
Number of Delegates:	3002	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>September-17</u>	<u>September-16</u>	
<u>Number of Groups Booked:</u>	<b>5</b>	<b>3</b>	
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%
Booked Group Types:	3 Corp, 1 Smf, 1 Film Crew	1 Corp, 1 Assoc, 1 Smf	
Lost Business, # of Groups:	6	3	

<u>Arrived in the month</u>	<u>September-17</u>	<b>* Est.</b>	<u>September-16</u>	
Number of Groups:	<b>6</b>		<b>10</b>	
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%
Arrived Group Types:	3 Corp, 1 Assoc, 1 Smf, 1 Film Crew		4 Corp, 3 Assoc., 3 Smf	

<u>Monthly Detail/Activity</u>	<u>August-17</u>	<u>August-16</u>	
<u>Number of Groups Booked:</u>	<b>2</b>	<b>4</b>	
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	

<u>Arrived in the month</u>	<u>August-17</u>	<u>August-16</u>	
Number of Groups:	<b>4</b>	<b>6</b>	
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%

Arrived Group Types:	2 Corp, 1 Assoc, 1 Non- profit	4 Corp, 1 Assoc, 1 Film Crew
----------------------	--------------------------------------	------------------------------------

**Monthly Detail/Activity**

	<u>July-17</u>	<u>July-16</u>	
<b><u>Number of Groups Booked:</u></b>	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%
Booked Group Types:	4 Corp, 2 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%
Arrived Group Types:	4 Corp.	2 Assoc, 1 Govt, 1 Corp and 1 Seminar	

	<u>Current Numbers</u>	<u>Goals</u>
For 2018/19:	\$601,837	\$750,000
For 2019/20:	\$208,595	\$250,000

NUMBER OF LEADS Generated as of 9/30/17:	71
YTD 9/30/16:	65
YTD 9/30/15:	35

**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 September 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 9/30/17:	\$192,069	\$294,943	-35%
Forecasted Commission for this Revenue:	\$20,929	\$11,051	89%
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>September-17</u>	<u>September-16</u>
<u>Number of Groups Booked:</u>	<b>1</b>	<b>1</b>
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>	* Est.	<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>	<b>1</b>	<b>1</b>
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>	<b>0</b>	<b>2</b>
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 9/30/17: 71**

**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

<b>Lodging Book Now Referrals - 9/1/17-9/30/17</b>	<b>Total Lodging Book Now</b>	<b>Unique Lodging Book Now</b>
Hyatt Regency Lake Tahoe Resort Spa & Casino	77	72
The Village at Squaw Valley	33	28
The Ritz-Carlton, Lake Tahoe	31	30
Cedar Crest Cottages	27	27
Cedar Glen Lodge	27	26
Cottage Inn at Lake Tahoe	26	25
PlumpJack Squaw Valley Inn	24	23
Resort at Squaw Creek	24	22
Sunnyside Restaurant & Lodge	24	22
Northstar California Resort	23	23
Mourelatos Lakeshore Resort	22	22
Parkside Inn at Incline	18	16
Granlibakken Tahoe	17	16
Tahoe Mountain Lodging	17	16
Incline Vacation Rentals	16	14
Constellation Residences at Northstar	15	12
Meeks Bay Resort & Marina	15	15
Basecamp Hotel Tahoe City	14	11
West Shore Cafe & Inn	14	14
Tahoe Luxury Properties	13	11
Tahoe Vistana Inn	13	12
Kingswood Village Vacation Rentals	12	11
Squaw Valley Lodge	12	11
Tahoe Biltmore Lodge & Casino	12	12
Brockway Springs Resort	11	11
PepperTree Inn	11	9
Red Wolf Lakeside Lodge	10	8
Stay In Lake Tahoe	10	10
Tahoe Moon Properties	10	10
Tahoe City Inn	9	8
Tahoe Getaways Vacation Rentals	9	8
The Lodge at Sugar Bowl	9	9
Vacation Station, Inc.	9	7
Americas Best Value Inn Tahoe City	8	8
Sierra Vacation Rentals/Sales	8	8
Tahoma Meadows Bed & Breakfast Cottages	8	8
Tamarack Lodge	8	8
The Border House at Crystal Bay Casino	8	8
Holiday House	7	7
North Tahoe Rental Company	7	7
Tahoe Exclusive Vacation Rentals	7	7

Tahoe Real Estate Group	7	7
Tahoe Signature Properties	7	7
Tahoe Woodside Vacation Rentals	7	6
VACAY North Tahoe	7	6
Alpine Rental Group	6	6
Chaney House	6	6
Ferrari's Crown Resort	6	6
Hauserman Rental Group	6	6
Red Wolf Lodge at Squaw Valley	6	5
Tahoe Sands Resort	6	5
Tahoe Time Vacation Rental	6	6
The Lodge at Obexers	6	5
Agate Bay Realty Vacation Rentals	5	5
Firelite Lodge	5	5
First Accommodations, Inc.	5	5
Lake Tahoe Accommodations Incline Village	5	5
Tahoe Marina Lodge	5	5
Tahoe Rental Company	5	5
Tahoe Rentals by Wells and Bennett Realtors	5	5
Goldfish Properties	4	4
Vacation Tahoe by O'Neal Brokers	4	4
Waters of Tahoe Properties	4	4
Chalet de Huttlinger	3	3
Sierra Mountain Properties	3	3
Sun Bear Realty & Vacation Rentals	3	3
Tahoe Vacation Rentals	3	2
Vacasa	2	2
Lake Tahoe Accommodations Tahoe City	1	1
SellMyTimeShareNow.com	1	1
<b>GRAND TOTAL</b>	<b>814</b>	<b>765</b>