

May Standing Reports

Executive Summary

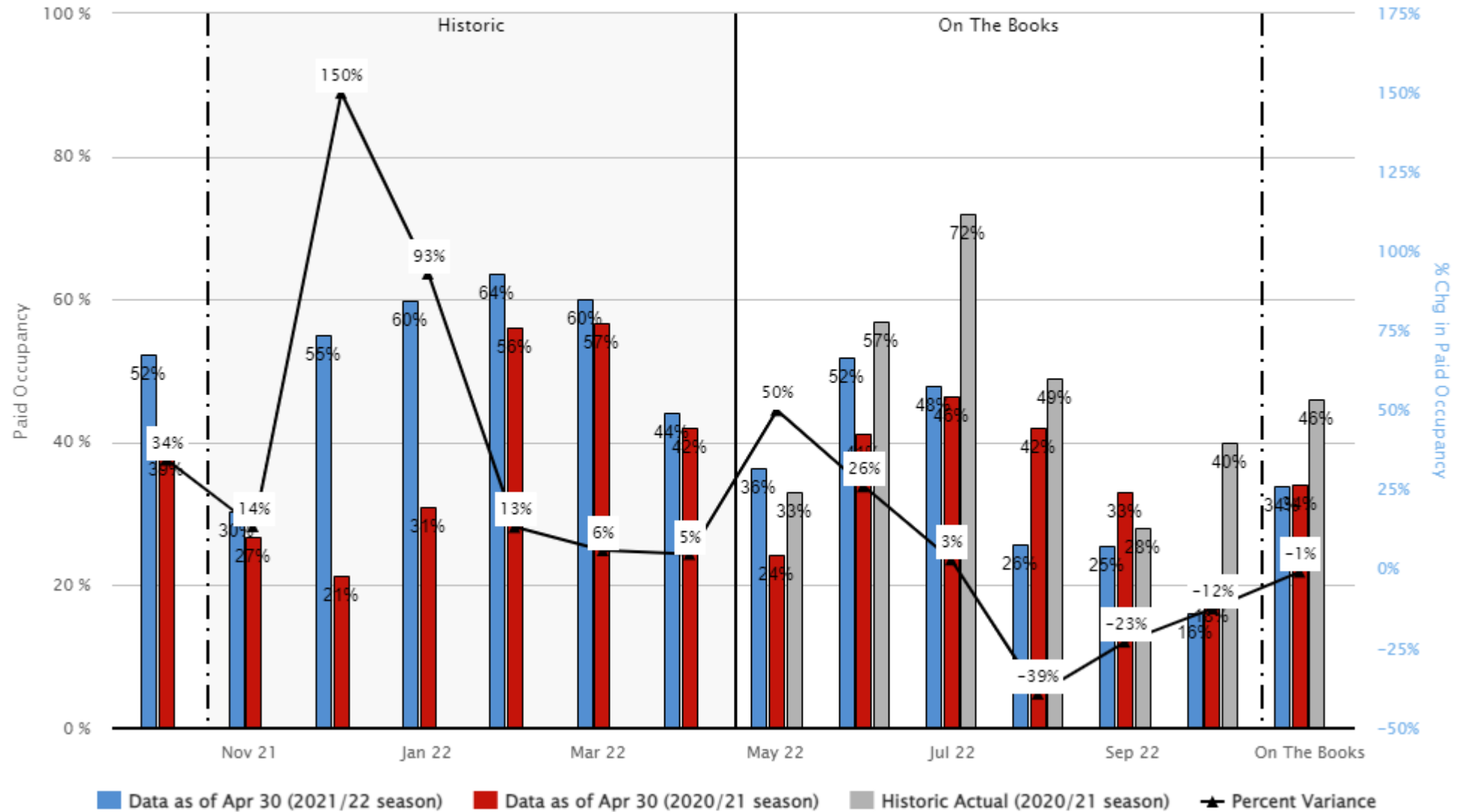
Data based on a sample of up to 10 properties in the North Lake Tahoe destination, representing up to 1497 Units ('DestiMetrics Census**') and 46.37% of 3229 total units in the North Lake Tahoe destination ('Destination Census**')

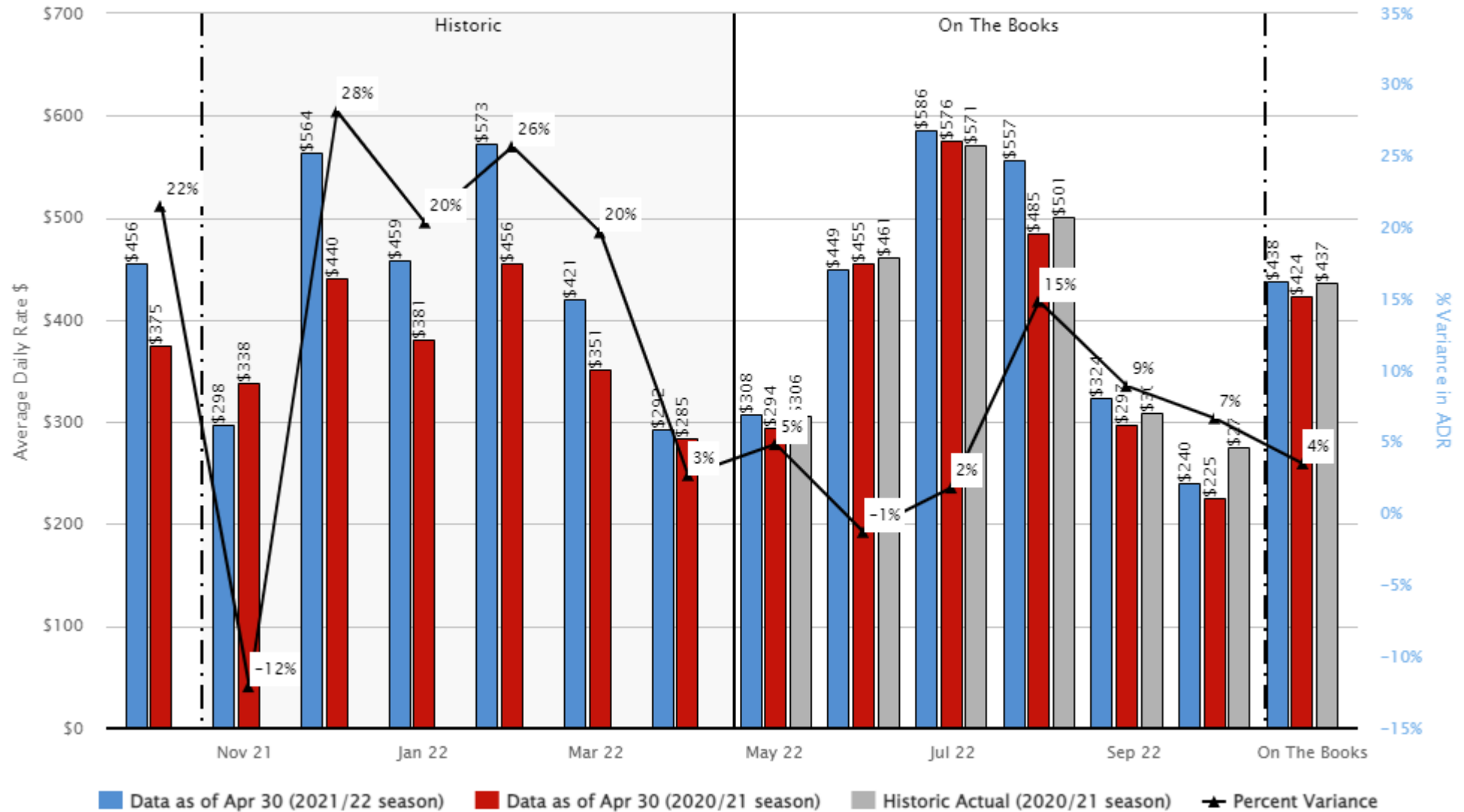
Last Month Performance: Current YTD vs. Previous YTD		2021/22	2020/21	Year over Year % Variance
North Lake Tahoe Occupancy for last month (Apr) changed by (4.8%)	Occupancy (Apr) :	44.1%	42.1%	4.8%
North Lake Tahoe ADR for last month (Apr) changed by (2.7%)	ADR (Apr) :	\$ 292	\$ 285	2.7%
North Lake Tahoe RevPAR for last month (Apr) changed by (7.7%)	RevPAR (Apr) :	\$ 129	\$ 120	7.7%
Next Month Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Occupancy for next month (May) changed by (50.1%)	Occupancy (May) :	36.4%	24.3%	50.1%
North Lake Tahoe ADR for next month (May) changed by (4.9%)	ADR (May) :	\$ 308	\$ 294	4.9%
North Lake Tahoe RevPAR for next month (May) changed by (57.4%)	RevPAR (May) :	\$ 112	\$ 71	57.4%
Historical past 6 months Month Actual Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Occupancy for the past 6 months changed by (34.5%)	Occupancy	52.3%	38.9%	34.5%
North Lake Tahoe ADR for the past 6 months changed by (21.5%)	ADR	\$ 456	\$ 375	21.5%
North Lake Tahoe RevPAR for the past 6 months changed by (63.4%)	RevPAR	\$ 238	\$ 146	63.4%
Future 6 Month On The Books Performance: Current YTD vs. Previous YTD				
North Lake Tahoe Occupancy for the future 6 months changed by (-0.7%)	Occupancy	33.9%	34.1%	-0.7%
North Lake Tahoe ADR for the future 6 months changed by (3.5%)	ADR	\$ 438	\$ 424	3.5%
North Lake Tahoe RevPAR for the future 6 months changed by (2.8%)	RevPAR	\$ 149	\$ 145	2.8%
Incremental Pacing - % Variance in Rooms Booked last Calendar Month: Apr 30, 2022 vs. Previous Year				
Rooms Booked during last month (Apr,22) compared to Rooms Booked during the same period last year (Apr,21) for all arrival dates has changed by (-48.4%)	Booking Pace (Apr)	5.5%	10.7%	-48.4%

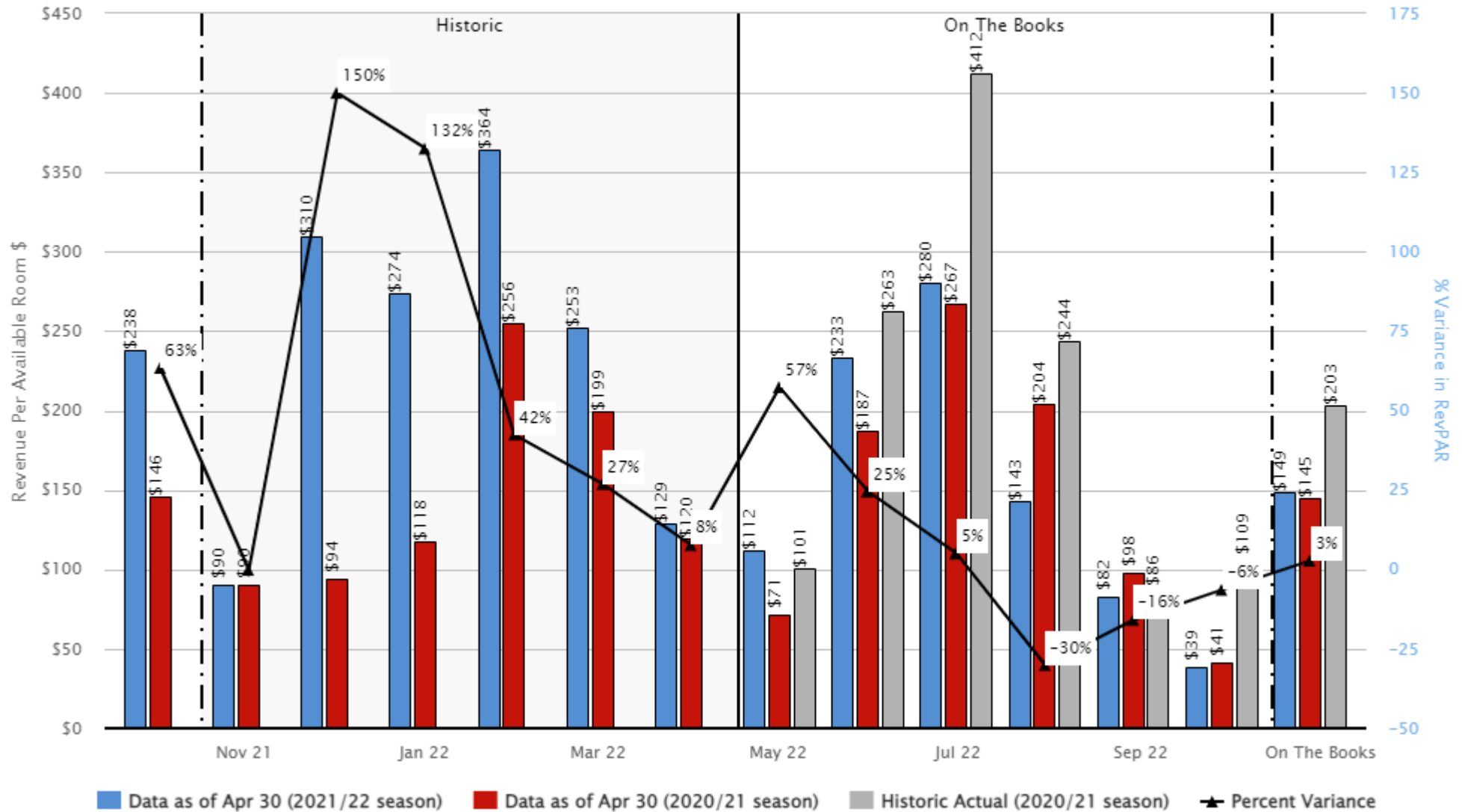
* Inttopia Census: Total number of rooms reported by participating Inttopia properties as available for short-term rental in the reporting month. This number can vary monthly as inventories and report participants change over time. ** Destination Census: The total number of rooms available for rental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

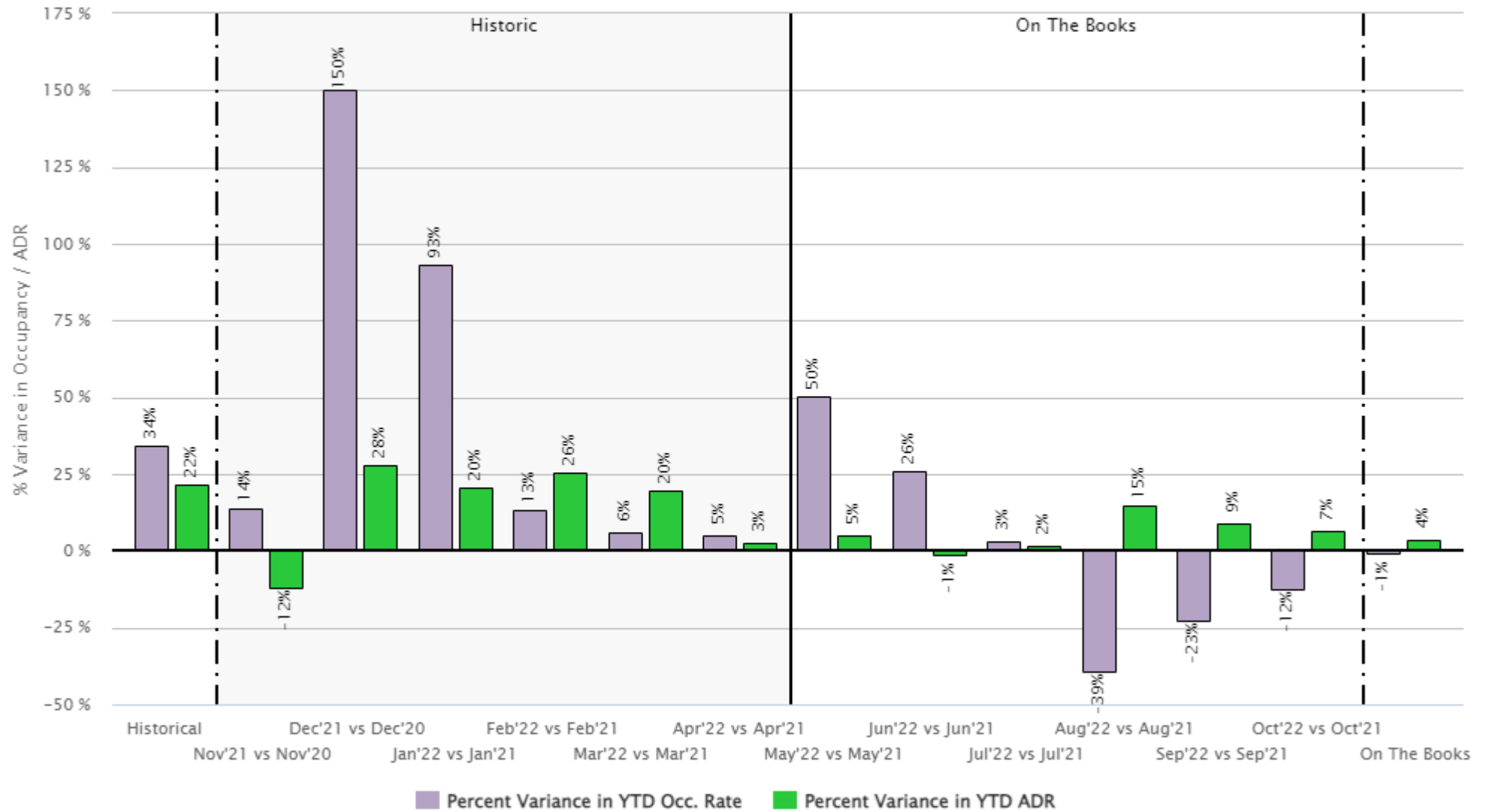
DESCRIPTION: The Reservation Activity Outlook Report tracks occupancy, average daily rate (ADR), and revenue per available room (RevPAR); the key metrics most of interest to lodging properties. The report combines the data sets of participating properties into a destination wide view that features three 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 Inttopia's other participants. As is the case in all Inttopia data, all information provided by individual properties is strictly confidential, except when aggregated with other data and indistinguishable as a result.

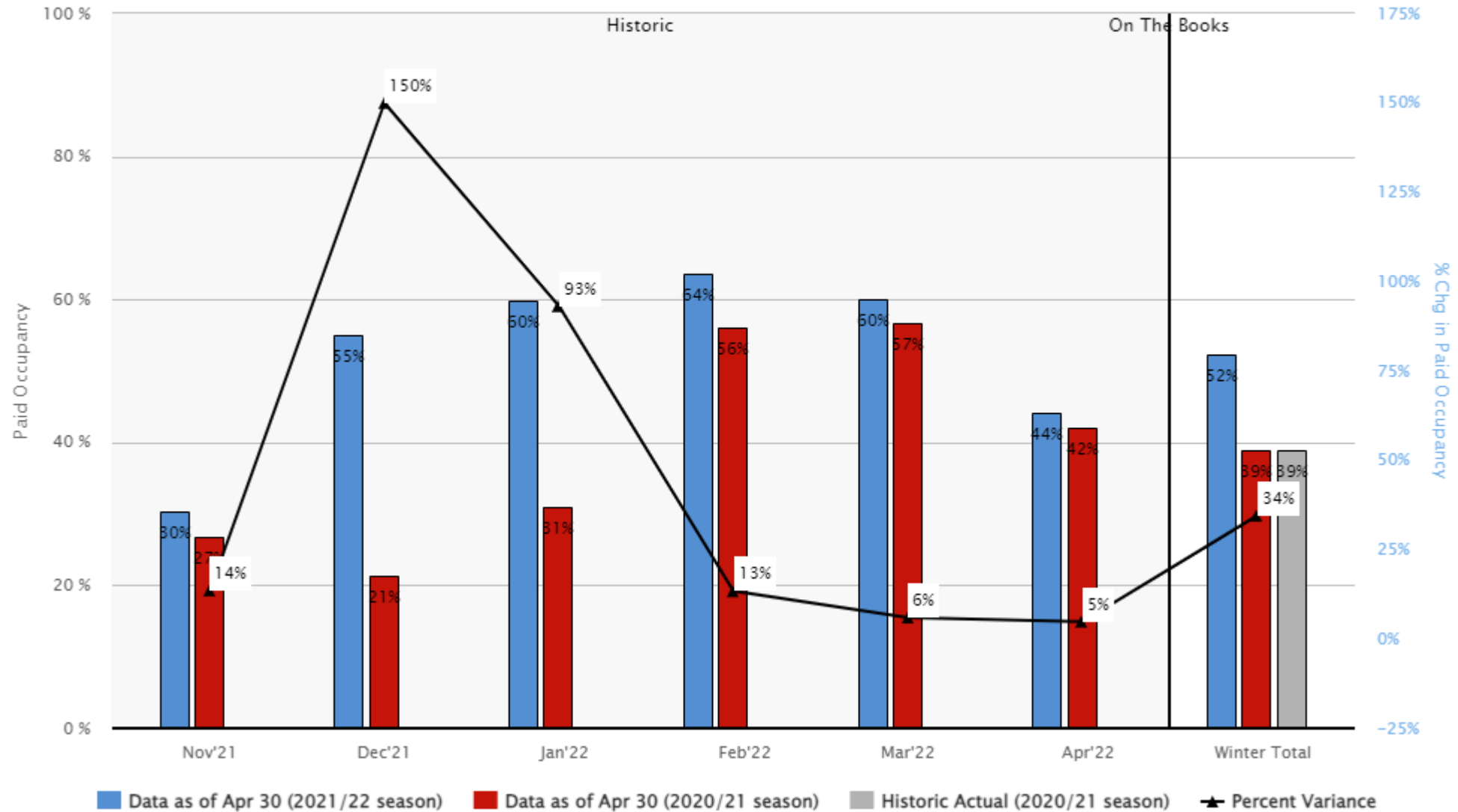
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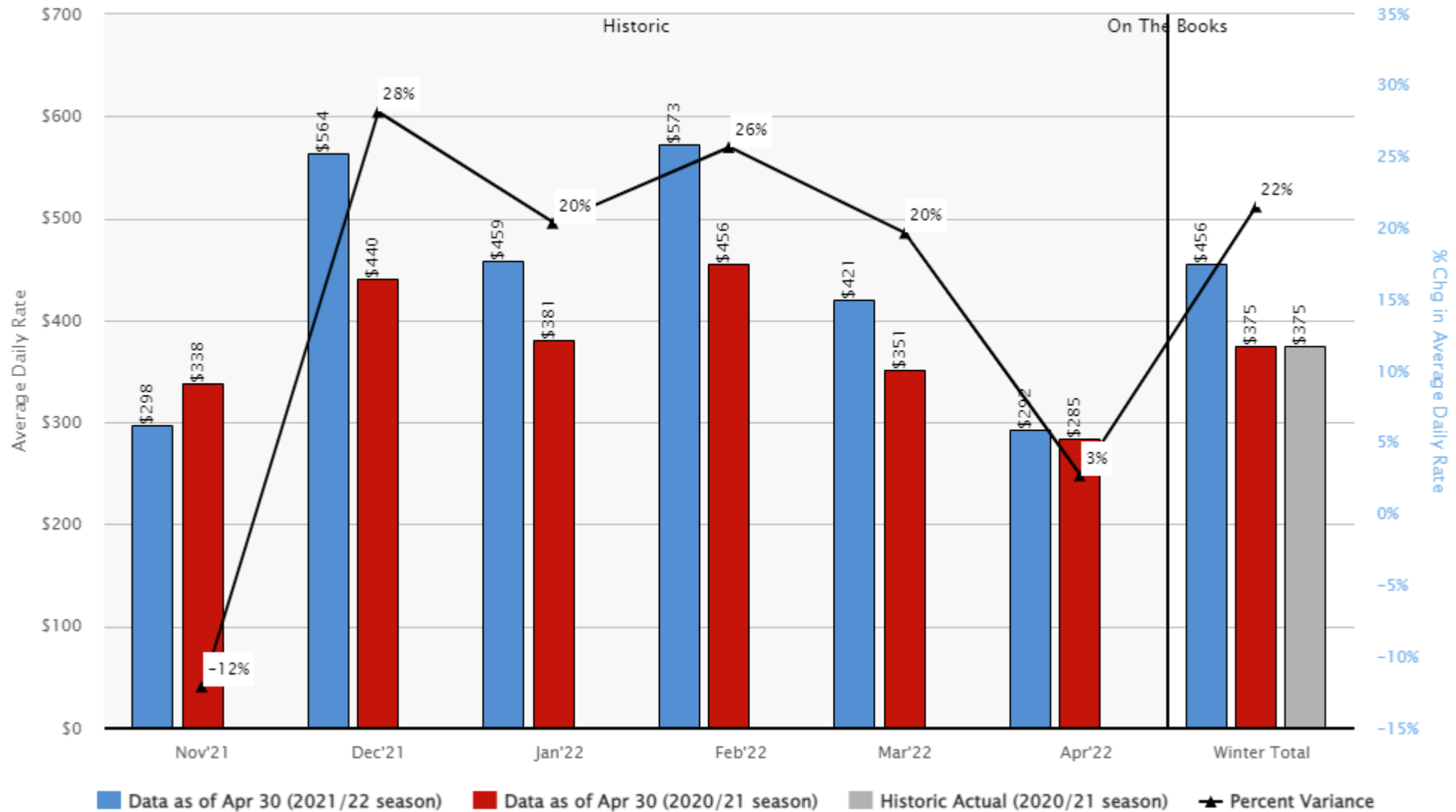


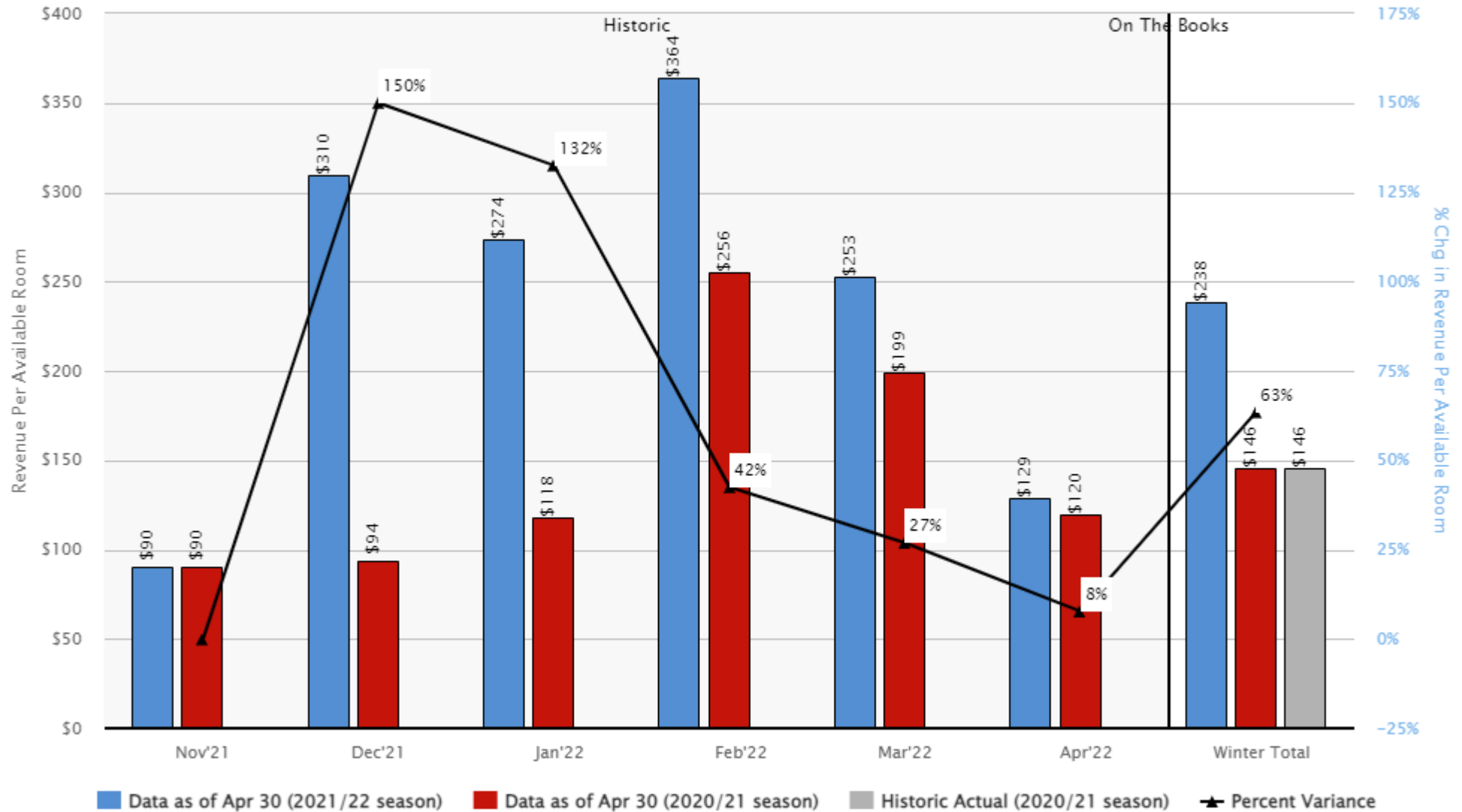


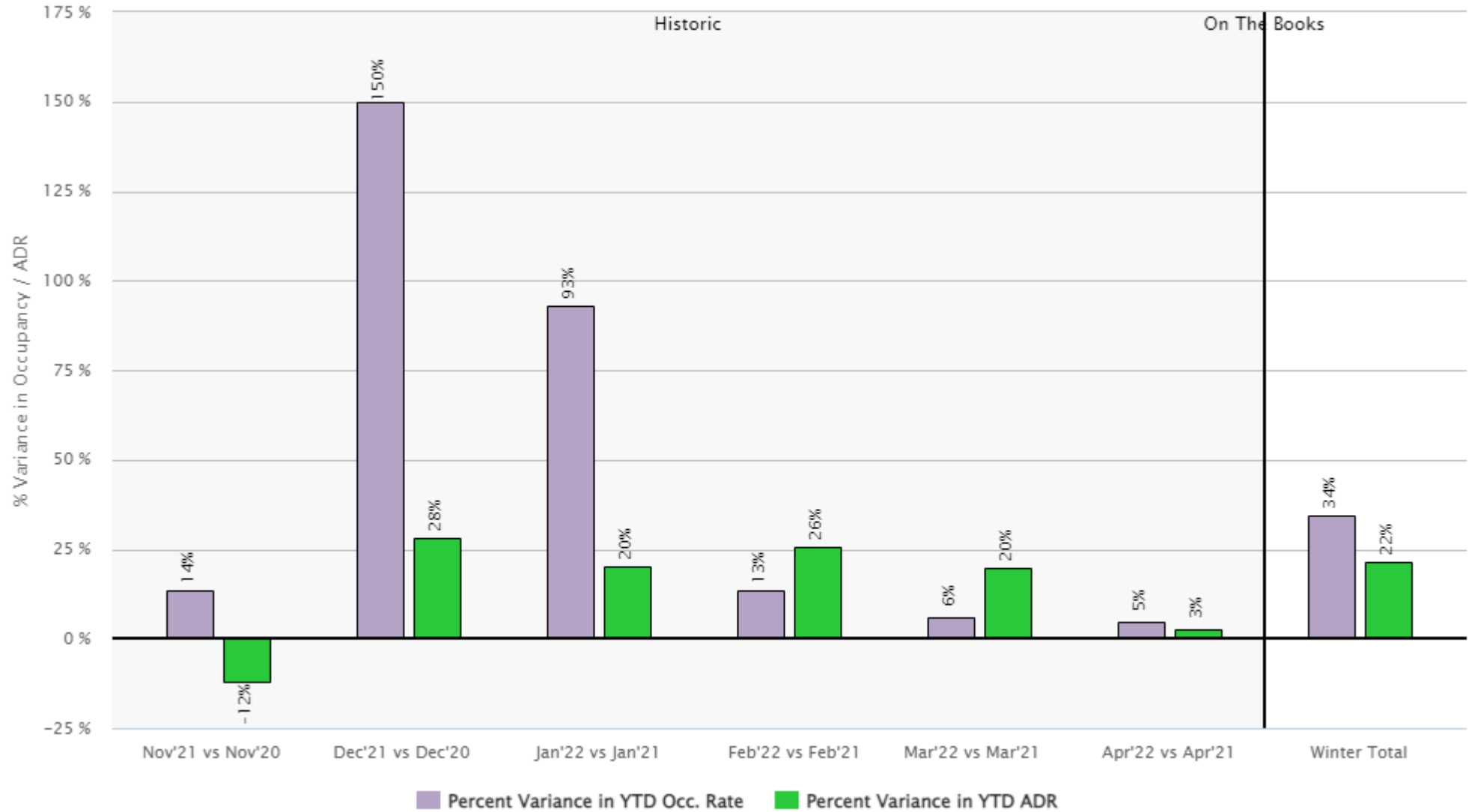


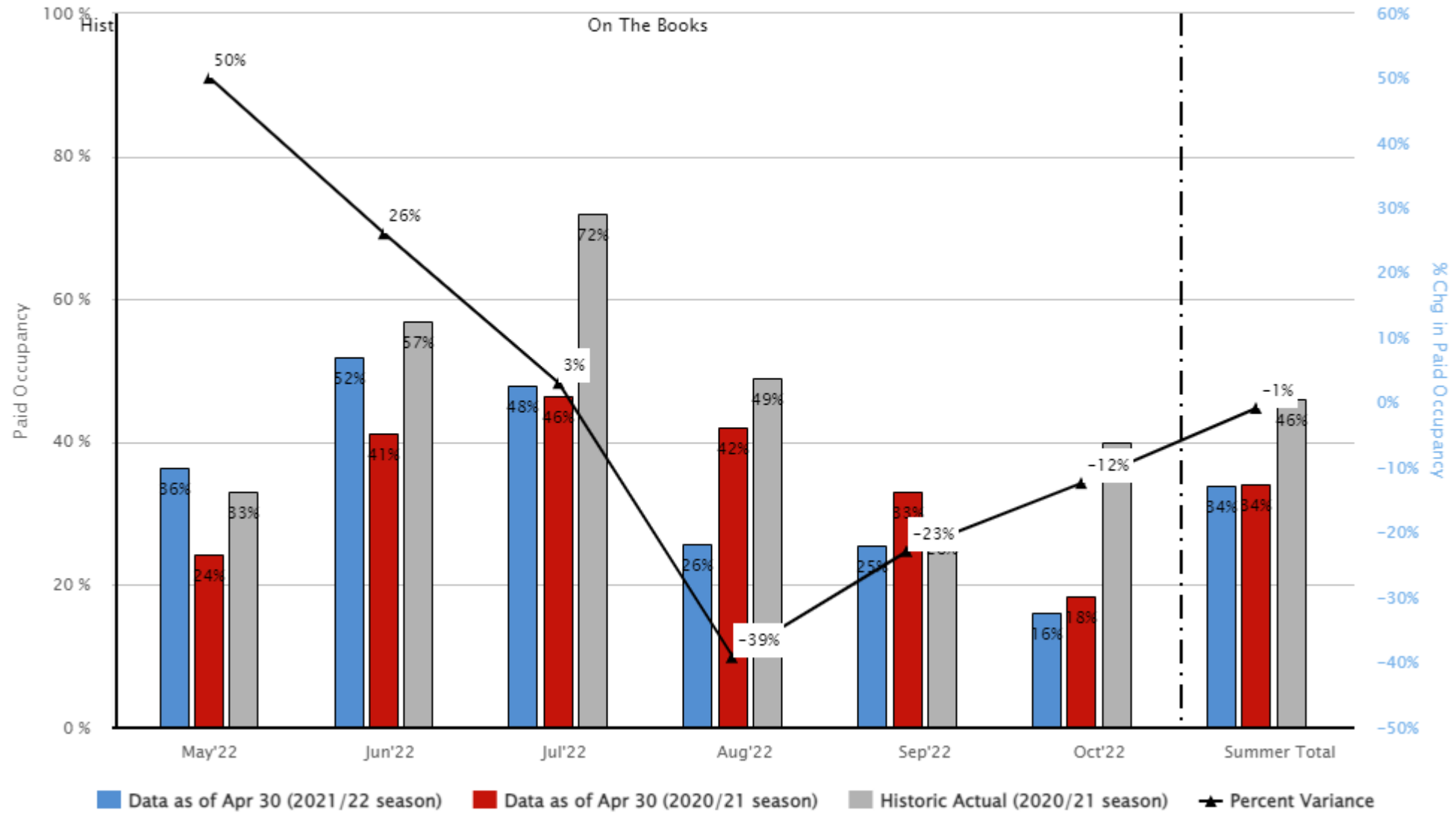


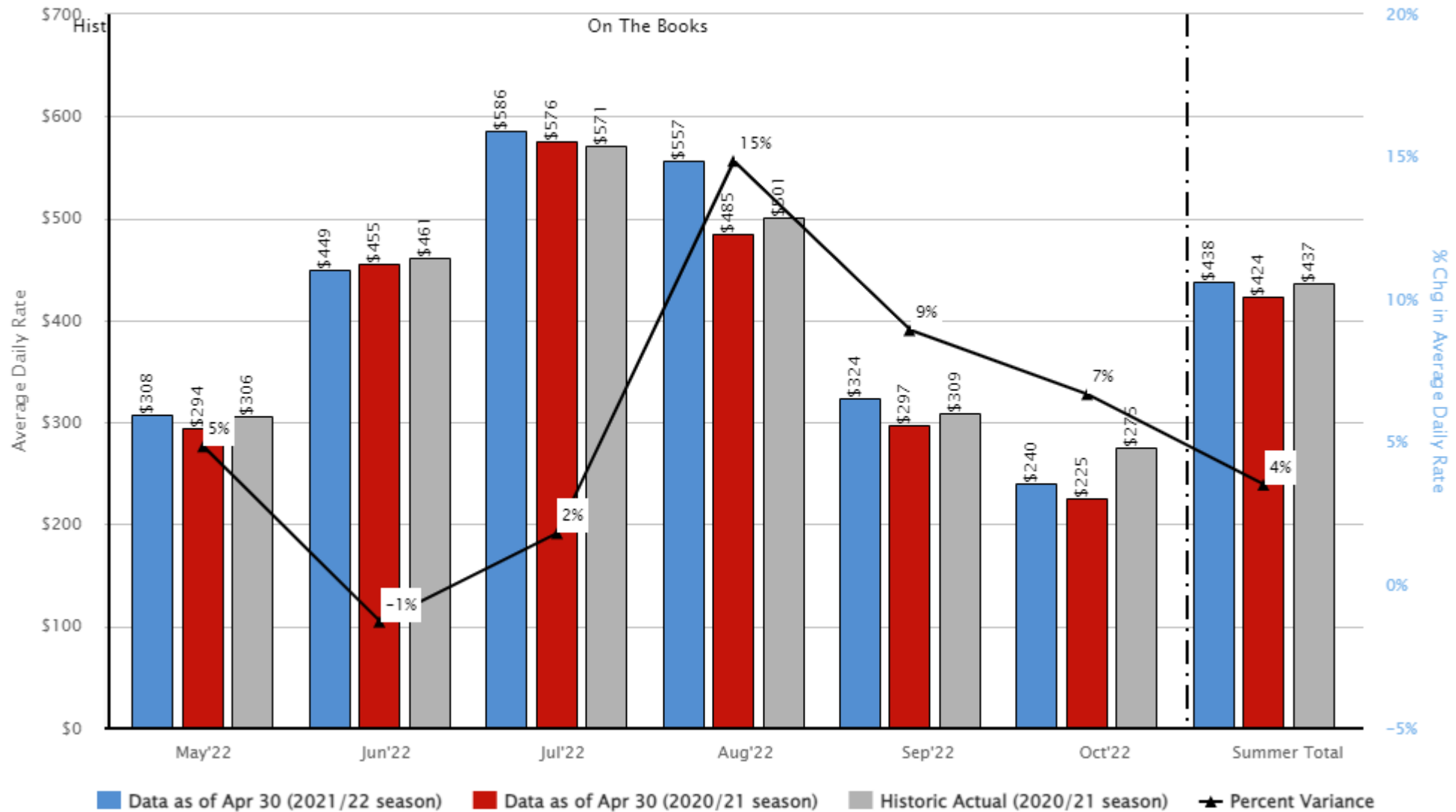


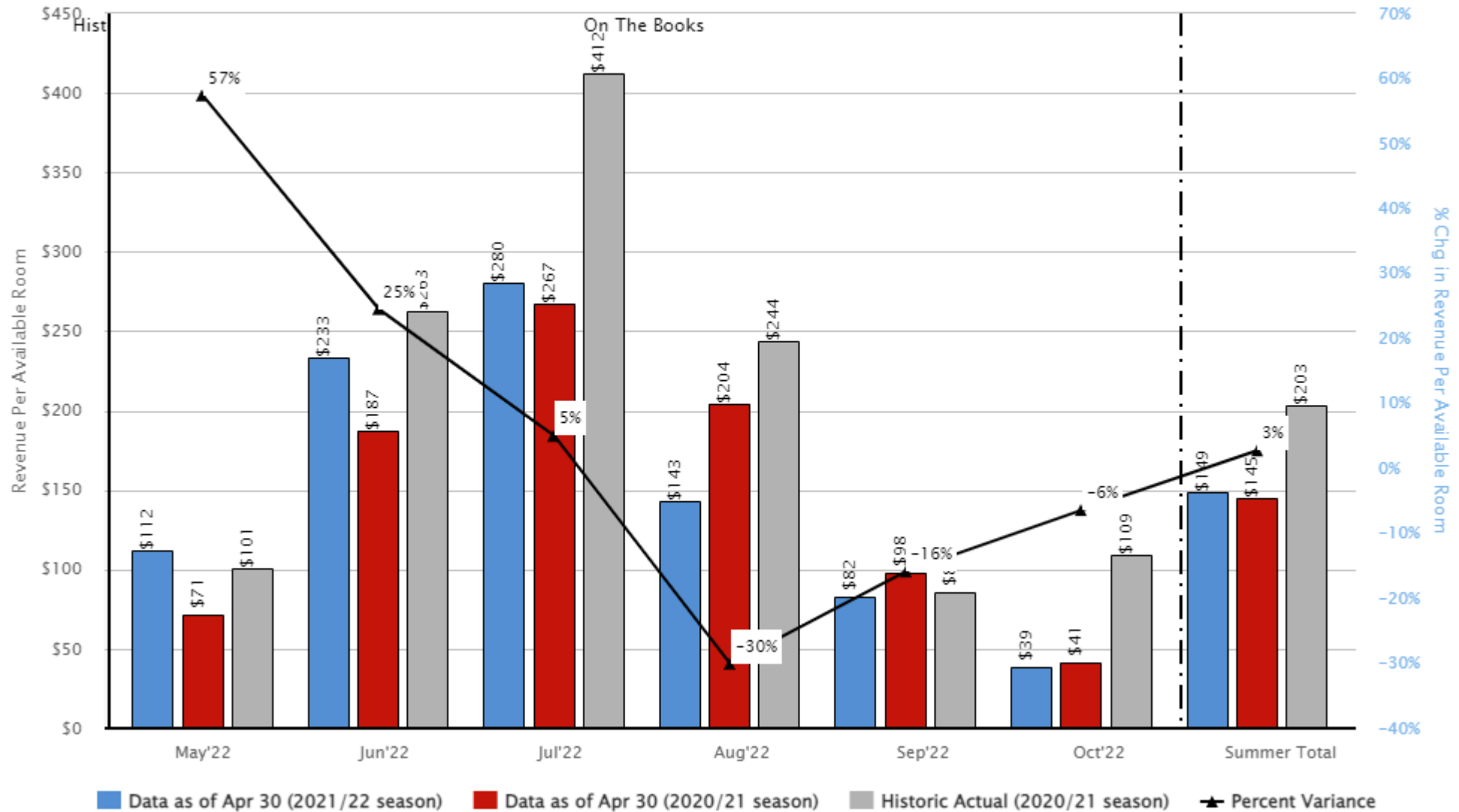


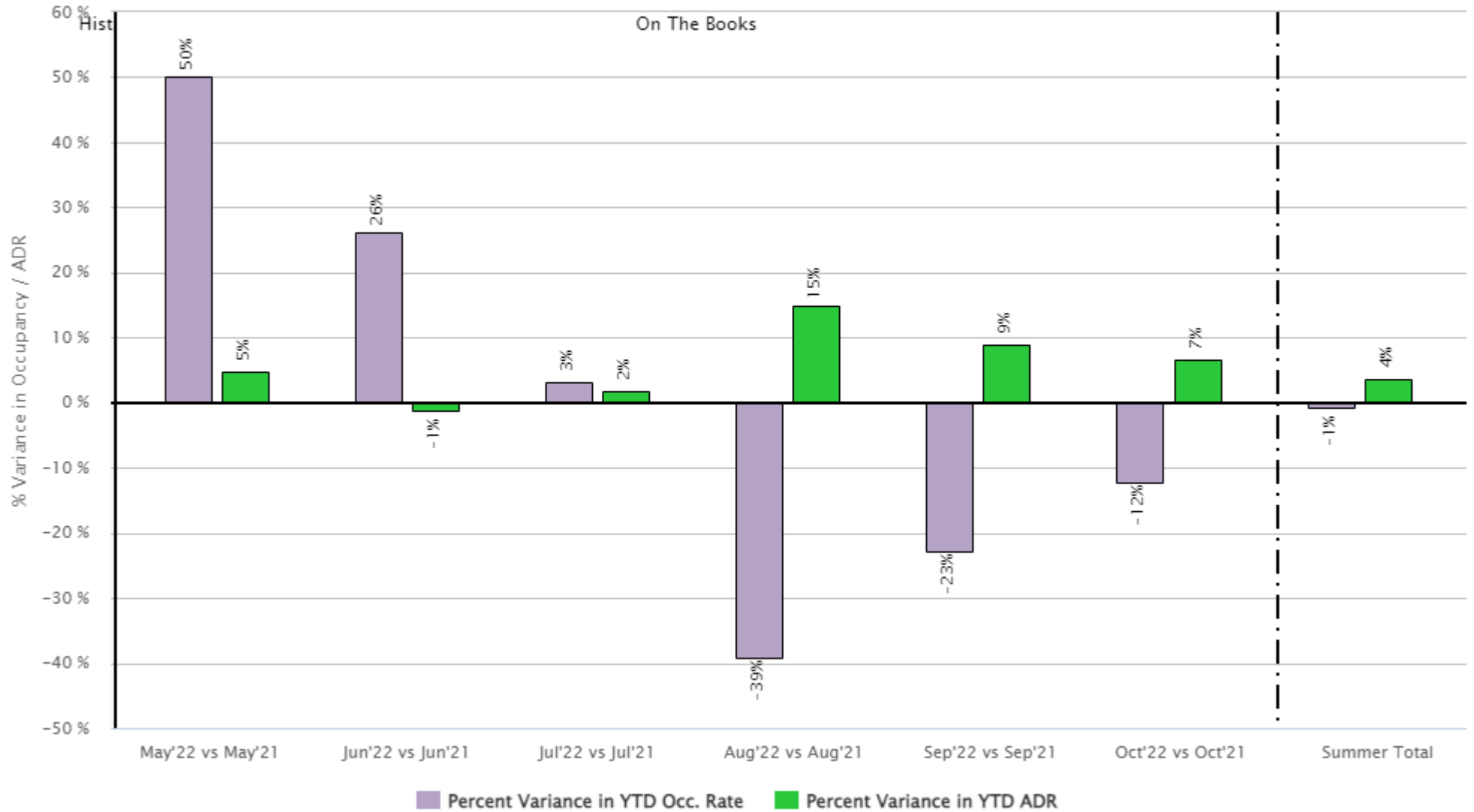


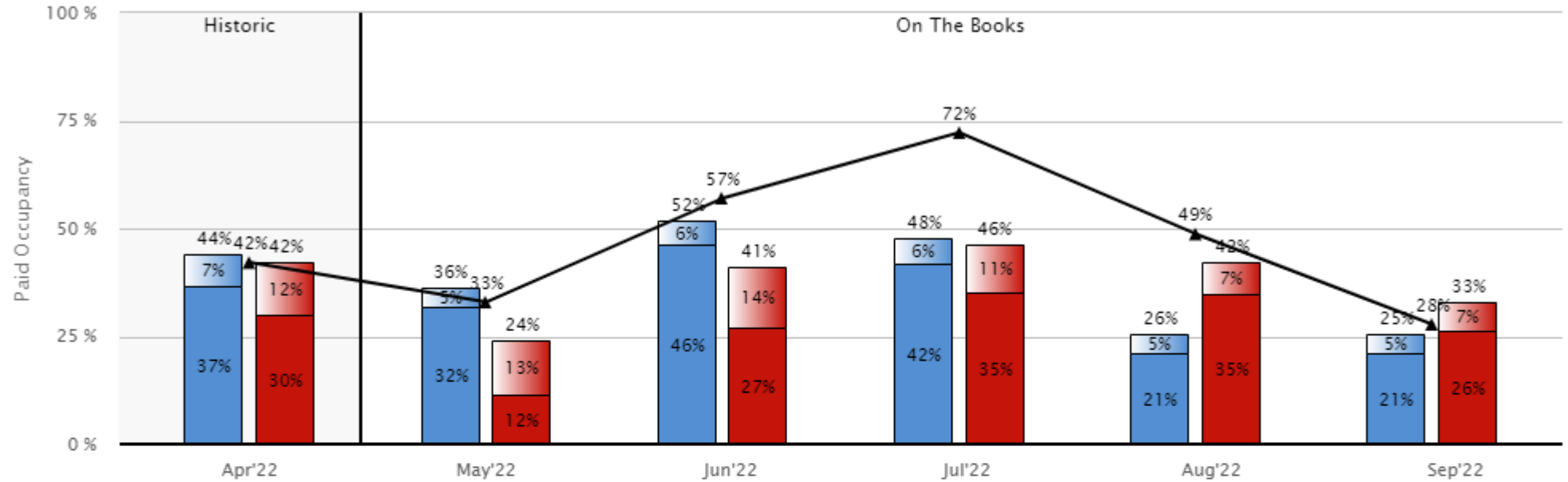












Month of Occupancy	Occupancy as of 4-30-2022	Occupancy as of 4-30-2021	Absolute Change	Occupancy as of 3-31-2022	Occupancy as of 3-31-2021	Absolute Change	Incremental occupancy booked Apr 22	Incremental occupancy booked Apr 21	Absolute Variance in incremental Fill	Percentage Variance in incremental Fill	2020/21 Historic actual occupancy
Apr	44.1%	42.1%	2%	36.8%	29.8%	6.9%	7.3%	12.2%	-4.9%	-40.1%	42.1%
May	36.4%	24.3%	12.1%	31.9%	11.5%	20.3%	4.5%	12.7%	-8.2%	-64.3%	32.9%
Jun	51.9%	41.1%	10.7%	46.1%	27.2%	18.9%	5.7%	13.9%	-8.2%	-58.8%	57%
Jul	47.8%	46.4%	1.4%	41.7%	35.2%	6.5%	6.1%	11.2%	-5.1%	-45.3%	72.2%
Aug	25.7%	42.1%	-16.5%	21%	34.7%	-13.8%	4.7%	7.4%	-2.7%	-36.9%	48.7%
Sep	25.5%	33%	-7.5%	21%	26.4%	-5.4%	4.5%	6.6%	-2.1%	-31.9%	27.8%
Total	38.5%	38.2%	0.4%	33.0%	27.5%	5.5%	5.5%	10.7%	-5.2%	-48.4%	46.9%

■ As of Apr 30, 2022
 ■ As of Mar 31, 2022
 ■ As of Apr 30, 2021
 ■ As of Mar 31, 2021
 ★ 2020/21 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.

Occ Rate: YTD 2021/22 VS. YTD 2020/21

Month of Occupancy	Occ Rate as of Apr 30, 2022	Occ Rate as of Apr 30, 2021	Occ Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	CY Room Nights Available	CY Room Nights Booked	PY Room Nights Available	PY Room Nights Booked	# of Properties in sample
Nov 21	30.3%	26.7%	13.6%		46,579	14,135	47,976	12,818	12
Dec 21	54.9%	21.3%	158.1%		48,093	26,424	45,622	9,711	11
Jan 22	59.7%	30.9%	93.1%		50,387	30,105	48,721	15,075	12
Feb 22	63.5%	56.0%	13.3%		46,585	29,594	45,956	25,757	12
Mar 22	60.1%	56.7%	6.0%		46,312	27,829	47,063	26,677	10
Apr 22	44.1%	42.1%	4.8%		44,919	19,820	45,421	19,117	10
May 22	36.4%	24.3%	50.1%	32.9%	45,666	16,625	47,129	11,432	10
Jun 22	51.9%	41.1%	26.1%	57.0%	45,136	23,414	45,735	18,811	10
Jul 22	47.8%	46.4%	3.1%	72.2%	46,271	22,140	47,407	22,001	10
Aug 22	25.7%	42.1%	-39.1%	48.7%	46,299	11,882	47,317	19,944	10
Sep 22	25.5%	33.0%	-22.8%	27.8%	44,982	11,459	46,550	15,356	10
Oct 22	16.1%	18.3%	-12.3%	39.8%	45,577	7,323	47,960	8,786	10
Grand Total	43.2%	36.5%	18.4%	42.7%	556,806	240,750	562,857	205,485	12
Historical Months Total	52.3%	38.9%	34.5%	38.9%	282,875	147,907	280,759	109,155	12
On the Books Total	33.9%	34.1%	-0.7%	46.5%	273,931	92,843	282,098	96,330	10

Average Daily Rate: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	ADR as of Apr 30, 2022	ADR as of Apr 30, 2021	ADR Percent Variance in YTD Adr Rate	Historic Actual ADR	CY Room Nights Booked	CY Room Revenue Booked	PY Room Nights Booked	PY Room Revenue Booked	# of Properties in sample
Nov 21	\$297.58	\$338.45	-12.1%		14,135	\$ 4,206,341	12,818	\$ 4,338,257	12
Dec 21	\$564.14	\$440.20	28.2%		26,424	\$ 14,906,733	9,711	\$ 4,274,772	11
Jan 22	\$458.61	\$380.95	20.4%		30,105	\$ 13,806,506	15,075	\$ 5,742,780	12
Feb 22	\$573.01	\$455.87	25.7%		29,594	\$ 16,957,575	25,757	\$ 11,741,941	12
Mar 22	\$420.58	\$351.40	19.7%		27,829	\$ 11,704,353	26,677	\$ 9,374,349	10
Apr 22	\$292.30	\$284.60	2.7%		19,820	\$ 5,793,470	19,117	\$ 5,440,615	10
May 22	\$308.20	\$293.89	4.9%	\$305.56	16,625	\$ 5,123,786	11,432	\$ 3,359,723	10
Jun 22	\$449.24	\$455.01	-1.3%	\$460.52	23,414	\$ 10,518,588	18,811	\$ 8,559,176	10
Jul 22	\$586.10	\$575.55	1.8%	\$570.65	22,140	\$ 12,976,188	22,001	\$ 12,662,751	10
Aug 22	\$557.02	\$484.94	14.9%	\$500.88	11,882	\$ 6,618,482	19,944	\$ 9,671,603	10
Sep 22	\$323.69	\$297.13	8.9%	\$308.56	11,459	\$ 3,709,167	15,356	\$ 4,562,713	10
Oct 22	\$240.48	\$225.39	6.7%	\$274.54	7,323	\$ 1,761,044	8,786	\$ 1,980,250	10
Grand Total	\$ 449	\$ 398	12.9%	\$ 409	240,750	\$ 108,082,231	205,485	\$ 81,708,931	12
Historical Months Total	\$ 456	\$ 375	21.5%	\$ 375	147,907	\$ 67,374,977	109,155	\$ 40,912,716	12
On the Books Total	\$ 438	\$ 424	3.5%	\$ 437	92,843	\$ 40,707,254	96,330	\$ 40,796,215	10

RevPAR Rate: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	RevPAR as of Apr 30, 2022	RevPAR as of Apr 30, 2021	RevPAR Percent Variance in YTD RevPAR Rate	Historic Actual RevPAR	CY Room Nights Available	CY Room Revenue Booked	PY Room Nights Available	PY Room Revenue Booked	# of Properties in sample
Nov 21	\$90.31	\$90.43	-0.1%		46,579	\$ 4,206,341	47,976	\$ 4,338,257	12
Dec 21	\$309.96	\$93.70	230.8%		48,093	\$ 14,906,733	45,622	\$ 4,274,772	11
Jan 22	\$274.01	\$117.87	132.5%		50,387	\$ 13,806,506	48,721	\$ 5,742,780	12
Feb 22	\$364.01	\$255.50	42.5%		46,585	\$ 16,957,575	45,956	\$ 11,741,941	12
Mar 22	\$252.73	\$199.19	26.9%		46,312	\$ 11,704,353	47,063	\$ 9,374,349	10
Apr 22	\$128.98	\$119.78	7.7%		44,919	\$ 5,793,470	45,421	\$ 5,440,615	10
May 22	\$112.20	\$71.29	57.4%	\$100.61	45,666	\$ 5,123,786	47,129	\$ 3,359,723	10
Jun 22	\$233.04	\$187.15	24.5%	\$262.60	45,136	\$ 10,518,588	45,735	\$ 8,559,176	10
Jul 22	\$280.44	\$267.11	5.0%	\$412.04	46,271	\$ 12,976,188	47,407	\$ 12,662,751	10
Aug 22	\$142.95	\$204.40	-30.1%	\$244.04	46,299	\$ 6,618,482	47,317	\$ 9,671,603	10
Sep 22	\$82.46	\$98.02	-15.9%	\$85.69	44,982	\$ 3,709,167	46,550	\$ 4,562,713	10
Oct 22	\$38.64	\$41.29	-6.4%	\$109.28	45,577	\$ 1,761,044	47,960	\$ 1,980,250	10
Grand Total	\$ 194	\$ 145	33.7%	\$ 174	556,806	\$ 108,082,231	562,857	\$ 81,708,931	12
Historical Months Total	\$ 238	\$ 146	63.4%	\$ 146	282,875	\$ 67,374,977	280,759	\$ 40,912,716	12
On the Books Total	\$ 149	\$ 145	2.8%	\$ 203	273,931	\$ 40,707,254	282,098	\$ 40,796,215	10

Winter Bookings: Occ Rate: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	Occ Rate as of Apr 30, 2022	Occ Rate as of Apr 30, 2021	Occ Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	CY Room Nights Available	CY Room Nights Booked	PY Room Nights Available	PY Room Nights Booked	# of Properties in sample
Nov 21	30.3%	26.7%	13.6%		46,579	14,135	47,976	12,818	12
Dec 21	54.9%	21.3%	158.1%		48,093	26,424	45,622	9,711	11
Jan 22	59.7%	30.9%	93.1%		50,387	30,105	48,721	15,075	12
Feb 22	63.5%	56.0%	13.3%		46,585	29,594	45,956	25,757	12
Mar 22	60.1%	56.7%	6.0%		46,312	27,829	47,063	26,677	10
Apr 22	44.1%	42.1%	4.8%		44,919	19,820	45,421	19,117	10
Winter Total	52.3%	38.9%	34.5%	38.9%	282,875	147,907	280,759	109,155	12

Winter Bookings: Average Daily Rate: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	ADR as of Apr 30, 2022	ADR as of Apr 30, 2021	Percent Variance in YTD ADR Rate	Historic Actual ADR	CY Room Nights Booked	CY Room Revenue Booked	PY Room Nights Booked	PY Room Revenue Booked	# of Properties in sample
Nov 21	\$297.58	\$338.45	-12.1%		14,135	\$ 4,206,341	12,818	\$ 4,338,257	12
Dec 21	\$564.14	\$440.20	28.2%		26,424	\$ 14,906,733	9,711	\$ 4,274,772	11
Jan 22	\$458.61	\$380.95	20.4%		30,105	\$ 13,806,506	15,075	\$ 5,742,780	12
Feb 22	\$573.01	\$455.87	25.7%		29,594	\$ 16,957,575	25,757	\$ 11,741,941	12
Mar 22	\$420.58	\$351.40	19.7%		27,829	\$ 11,704,353	26,677	\$ 9,374,349	10
Apr 22	\$292.30	\$284.60	2.7%		19,820	\$ 5,793,470	19,117	\$ 5,440,615	10
Winter Total	\$ 456	\$ 375	21.5%	\$ 375	147,907	\$ 67,374,977	109,155	\$ 40,912,716	12

Winter Bookings: Revenue Per Available Room: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	RevPAR as of Apr 30, 2022	RevPAR as of Apr 30, 2021	Percent Variance in YTD RevPAR	Historic Actual RevPAR	CY Room Nights Available	CY Room Revenue Booked	PY Room Nights Available	PY Room Revenue Booked	# of Properties in sample
Nov 21	\$90.31	\$90.43	-0.1%		46,579	\$ 4,206,341	47,976	\$ 4,338,257	12
Dec 21	\$309.96	\$93.70	230.8%		48,093	\$ 14,906,733	45,622	\$ 4,274,772	11
Jan 22	\$274.01	\$117.87	132.5%		50,387	\$ 13,806,506	48,721	\$ 5,742,780	12
Feb 22	\$364.01	\$255.50	42.5%		46,585	\$ 16,957,575	45,956	\$ 11,741,941	12
Mar 22	\$252.73	\$199.19	26.9%		46,312	\$ 11,704,353	47,063	\$ 9,374,349	10
Apr 22	\$128.98	\$119.78	7.7%		44,919	\$ 5,793,470	45,421	\$ 5,440,615	10
Winter Total	\$ 238	\$ 146	63.4%	\$ 146	282,875	\$ 67,374,977	280,759	\$ 40,912,716	12

Summer Bookings: Occ Rate: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	Occ Rate as of Apr 30, 2022	Occ Rate as of Apr 30, 2021	Occupancy Percent Variance in YTD Occ Rate	Historic Actual Occ Rate	CY Room Nights Available	CY Room Nights Booked	PY Room Nights Available	PY Room Nights Booked	# of Properties in sample
May 22	36.4%	24.3%	50.1%	32.9%	45,666	16,625	47,129	11,432	10
Jun 22	51.9%	41.1%	26.1%	57.0%	45,136	23,414	45,735	18,811	10
Jul 22	47.8%	46.4%	3.1%	72.2%	46,271	22,140	47,407	22,001	10
Aug 22	25.7%	42.1%	-39.1%	48.7%	46,299	11,882	47,317	19,944	10
Sep 22	25.5%	33.0%	-22.8%	27.8%	44,982	11,459	46,550	15,356	10
Oct 22	16.1%	18.3%	-12.3%	39.8%	45,577	7,323	47,960	8,786	10
Summer Total	33.9%	34.1%	-0.7%	46.5%	273,931	92,843	282,098	96,330	10

Summer Bookings: Average Daily Rate: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	ADR as of Apr 30, 2022	ADR as of Apr 30, 2021	Percent Variance in YTD ADR Rate	Historic Actual ADR	CY Room Nights Booked	CY Room Revenue Booked	PY Room Nights Booked	PY Room Revenue Booked	# of Properties in sample
May 22	\$308.20	\$293.89	4.9%	\$305.56	16,625	\$ 5,123,786	11,432	\$ 3,359,723	10
Jun 22	\$449.24	\$455.01	-1.3%	\$460.52	23,414	\$ 10,518,588	18,811	\$ 8,559,176	10
Jul 22	\$586.10	\$575.55	1.8%	\$570.65	22,140	\$ 12,976,188	22,001	\$ 12,662,751	10
Aug 22	\$557.02	\$484.94	14.9%	\$500.88	11,882	\$ 6,618,482	19,944	\$ 9,671,603	10
Sep 22	\$323.69	\$297.13	8.9%	\$308.56	11,459	\$ 3,709,167	15,356	\$ 4,562,713	10
Oct 22	\$240.48	\$225.39	6.7%	\$274.54	7,323	\$ 1,761,044	8,786	\$ 1,980,250	10
Summer Total	\$ 438	\$ 424	3.5%	\$ 437	92,843	\$ 40,707,254	96,330	\$ 40,796,215	10

Summer Bookings: Revenue Per Available Room: YTD 2021/22 VS. YTD 2020/21									
Month of Occupancy	RevPAR as of Apr 30, 2022	RevPAR as of Apr 30, 2021	Percent Variance in YTD RevPAR Rate	Historic Actual RevPAR	CY Room Nights Available	CY Room Revenue Booked	PY Room Nights Available	PY Room Revenue Booked	# of Properties in sample
May 22	\$112.20	\$71.29	57.4%	\$100.61	45,666	\$ 5,123,786	47,129	\$ 3,359,723	10
Jun 22	\$233.04	\$187.15	24.5%	\$262.60	45,136	\$ 10,518,588	45,735	\$ 8,559,176	10
Jul 22	\$280.44	\$267.11	5.0%	\$412.04	46,271	\$ 12,976,188	47,407	\$ 12,662,751	10
Aug 22	\$142.95	\$204.40	-30.1%	\$244.04	46,299	\$ 6,618,482	47,317	\$ 9,671,603	10
Sep 22	\$82.46	\$98.02	-15.9%	\$85.69	44,982	\$ 3,709,167	46,550	\$ 4,562,713	10
Oct 22	\$38.64	\$41.29	-6.4%	\$109.28	45,577	\$ 1,761,044	47,960	\$ 1,980,250	10
Summer Total	\$ 149	\$ 145	2.8%	\$ 203	273,931	\$ 40,707,254	282,098	\$ 40,796,215	10

Monthly Report Apr 2022

CONFERENCE REVENUE STATISTICS

North Shore Properties

Year to Date Bookings/Monthly Production Detail FY 21/22

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 21/22</u>	<u>FY 20/21</u>	<u>Variance</u>
Total Revenue Booked as of 4/30/22:	\$1,961,215	\$379,352	417%
Number of Room Nights:	9,228	1673	452%
Number of Delegates:	4327	606	614%
Annual Revenue Goal:	\$2,000,000	\$2,000,000	0%

<u>Monthly Detail/Activity</u>	<u>April-22</u>	<u>April-21</u>
<u>Number of Groups Booked:</u>	0	1
Revenue Booked:	\$0	\$34,163
Room Nights:	0	127
Number of Delegates:	0	35
Booked Group Types:	0	1 Mtg. Planner
Lost Business, # of Groups:	12	6

<u>Arrived in the month</u>	<u>April-22</u>	<u>April-21</u>
Number of Groups:	3	0
Revenue Arrived:	\$176,950	\$0
Room Nights:	725	0
Number of Delegates:	290	0
Arrived Group Types:	1 Assoc., 1 Non-Profit, 1 Mtg. Planner	

<u>Monthly Detail/Activity</u>	<u>March-22</u>	<u>March-21</u>
<u>Number of Groups Booked:</u>	2	1
Revenue Booked:	\$166,100	\$2,197
Room Nights:	541	35
Number of Delegates:	186	50
Booked Group Types:	2 Corp.	1 SMF
Lost Business, # of Groups:	3	6

<u>Arrived in the month</u>	<u>March-22</u>	<u>March-21</u>
Number of Groups:	1	0
Revenue Arrived:	\$8,211	\$0
Room Nights:	65	0
Number of Delegates:	51	0
Arrived Group Types:	1 Corp.	

<u>Monthly Detail/Activity</u>	<u>February-22</u>	<u>February-21</u>
<u>Number of Groups Booked:</u>	3	1
Revenue Booked:	\$182,232	\$12,537
Room Nights:	803	45
Number of Delegates:	240	10

Booked Group Types:	1 Corp., 2 Mtg. Planners	1 Corp/
Lost Business, # of Groups:	21	6

<u>Arrived in the month</u>	<u>February-22</u>	<u>February-21</u>
Number of Groups:	2	1
Revenue Arrived:	\$50,532	\$12,537
Room Nights:	264	45
Number of Delegates:	138	10
Arrived Group Types:	2 Corp.	1 Corp.

Monthly Detail/Activity	<u>January-22</u>	<u>January-21</u>
<u>Number of Groups Booked:</u>	5	4
Revenue Booked:	\$202,364	\$103,336
Room Nights:	730	418
Number of Delegates:	371	298
	3 Corp., 1 Non- Profit, 1 Mtg. Planner	1 Corp. 3 Assoc.
Booked Group Types:	11	29
Lost Business, # of Groups:		

<u>Arrived in the month</u>	<u>January-22</u>	<u>January-21</u>
Number of Groups:	0	4
Revenue Arrived:	\$0	\$330,384
Room Nights:	0	1522
Number of Delegates:	0	578
		2 Corp., 2 Assoc.
Arrived Group Types:		

Monthly Detail/Activity	<u>December-21</u>	<u>December-20</u>
<u>Number of Groups Booked:</u>	1	0
Revenue Booked:	\$97,428	\$0
Room Nights:	417	0
Number of Delegates:	300	0
Booked Group Types:	Corp.	
Lost Business, # of Groups:	22	

<u>Arrived in the month</u>	<u>December</u>	<u>December-20</u>
Number of Groups:	1	0
Revenue Arrived:	\$170,815	\$0
Room Nights:	1049	0
Number of Delegates:	300	0
Arrived Group Types:	Assoc.	0

Monthly Detail/Activity	<u>November-21</u>	<u>November-20</u>
<u>Number of Groups Booked:</u>	0	1
Revenue Booked:	\$0	\$33,881
Room Nights:	0	94
Number of Delegates:	0	65
Booked Group Types:		1 Assoc.
Lost Business, # of Groups:	7	2

<u>Arrived in the month</u>	<u>November-21</u>	<u>November-20</u>
Number of Groups:	0	0
Revenue Arrived:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:		0

<u>Monthly Detail/Activity</u>	<u>October-21</u>	<u>October-20</u>
<u>Number of Groups Booked:</u>	4	2
Revenue Booked:	\$121,383	\$136,331
Room Nights:	579	569
Number of Delegates:	390	250
Booked Group Types:	3 Corp. 1 Assn.	2 Corp.
Lost Business, # of Groups:	35	0

<u>Arrived in the month</u>	<u>October-21</u>	<u>October-20</u>
Number of Groups:	5	0
Revenue Arrived:	\$352,682	\$0
Room Nights:	1144	0
Number of Delegates:	1047	0
Arrived Group Types:	2 Corp, 2 Assn., 1 SMF,	0

<u>Monthly Detail/Activity</u>	<u>September-21</u>	<u>September-20</u>
<u>Number of Groups Booked:</u>	0	1
Revenue Booked:	\$0	\$57,355
Room Nights:	0	345
Number of Delegates:	0	120
Booked Group Types:	0	1 Assoc.
Lost Business, # of Groups:	10	2

<u>Arrived in the month</u>	<u>September-21</u>	<u>September-20</u>
Number of Groups:	4	2
Revenue Arrived:	\$114,272	\$73,873
Room Nights:	704	343
Number of Delegates:	290	175
Arrived Group Types:	1 Govt., 1 SMF, 1 Assoc., 1 MP	1 Corp, 1 Non-profit

<u>Monthly Detail/Activity</u>	<u>August-21</u>	<u>August-20</u>
<u>Number of Groups Booked:</u>	0	2
Revenue Booked:	\$0	\$61,662
Room Nights:	0	353
Number of Delegates:	0	317
Booked Group Types:	0	1 Corp., 1 SMF
Lost Business, # of Groups:	10	14

<u>Arrived in the month</u>	<u>August-21</u>	<u>August-20</u>

Number of Groups:	4	1
Revenue Arrived:	\$512,023	\$5,907
Room Nights:	1992	53
Number of Delegates:	915	17
	3 Corp.,1	
Arrived Group Types:	Assoc.	1 Corp.

Monthly Detail/Activity	<u>July-21</u>	<u>July-20</u>
<u>Number of Groups Booked:</u>	1	0
Revenue Booked:	\$45,903	\$0
Room Nights:	100	0
Number of Delegates:	50	0
Booked Group Types:	1 Corp.	0
Lost Business, # of Groups:	22	0

<u>Arrived in the month</u>	<u>July-21</u>	<u>July-20</u>
Number of Groups:	2	2
Revenue Arrived:	\$199,444	\$21,415
Room Nights:	795	80
Number of Delegates:	330	39
Arrived Group Types:	2 Assoc.	1 CA Assoc.

	<u>Current Numbers</u>	<u>Goals</u>
For 2022/23:	\$715,259	\$2,000,000
For 2023/24:	\$100,804	\$2,000,000

NUMBER OF LEADS Generated as of 4/30/22:	96
YTD 4/30/21:	75
YTD 4/30/20:	220

Total Number of Leads Generated in Previous Years:

2020/2021	90
2019/2020	252
2018/2019	320
2017/2018	302
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

Lodging Book Now Referrals - 4/1/22-4/30/22	Total Events	Unique Events
Hyatt Regency Lake Tahoe Resort Spa & Casino	85	82
Mourelatos Lakeshore Resort	51	51
Cedar Glen Lodge	41	38
East West Hospitality at Tahoe	40	21
The Ritz-Carlton, Lake Tahoe	39	39
Natural Retreats – North Lake Tahoe	38	37
The Village at Palisades Tahoe	33	31
Northstar California Resort	28	26
Sunnyside Restaurant & Lodge	28	28
Tahoe Biltmore Lodge & Casino	28	28
PlumpJack Inn	25	22
Tahoe Luxury Properties	25	25
Resort at Squaw Creek	23	23
Constellation Residences at Northstar	21	15
West Shore Cafe & Inn	21	19
Cedar Crest Cottages	20	20
Tahoma Meadows Cottages	20	20
Agate Bay Realty Vacation Rentals	19	18
Olympic Village Inn	15	15
Red Wolf Lakeside Lodge	15	15
Brockway Springs Resort	13	13
Hauserman Rental Group	13	10
Franciscan Lakeside Lodge	12	12
Lake Tahoe Accommodations	11	11
Sun Bear Realty & Vacation Rentals	11	11
Tahoe Getaways Vacation Rentals	10	10
Tahoe Rental Company	10	10
Tahoe Vacation Rentals	9	9
Waters of Tahoe Properties	9	9
Northstar Lodge by Vacation Club Rentals	8	8
PepperTree Inn	8	8
Tahoe Signature Properties	7	7
Gar Woods Grill & Pier	6	6
Tahoe Donner Golf Course	6	6
Tahoe Woodside Vacation Rentals	6	6
West Lake Properties at Tahoe	6	6
Firelite Lodge	5	5
SellMyTimeShareNow.com	5	5
Tahoe Accommodations	4	4
Vacasa	4	4
Frog Lake Backcountry Huts	3	3
Holiday House	3	3

Incline Vacation Rentals	3	3
Parkside Inn at Incline	3	3
Americas Best Value Inn Tahoe City	2	2
Tahoe Real Estate Group	2	2
Tahoe Vistana Inn	2	2
Vacation Station, Inc.	2	2
First Accommodations, Inc.	1	1
Goldfish Properties	1	1
Northstar Lodge by Welk Resorts	1	1
Red Wolf Lodge at Squaw Valley	1	1
	802	757