#### **Executive Sumn**

Res Activity Outlook as of Apr 30, 2

#### **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 furture 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. Previo	ous 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%

<sup>\*</sup> Inntopia 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 roc 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, iii) last season's ending occupancy. The Reservation Activity Outlook Report is generated on a monthly basis, usually for a 12 mis 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 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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#### **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

		FY 21/22	FY 20/21	Variance
Total Revenue Bo	oked as of 4/30/22:	\$1,961,215	\$379,352	4179
Nu	mber of Room Nights:	9,228	1673	4529
Nu	mber of Delegates:	4327	606	6149
Annual Revenue		\$2,000,000	\$2,000,000	0%
Monthly Detail/A	ctivity	April-22	April-21	•
Nu	mber of Groups Booked:	0	1	
Re	venue Booked:	\$0	\$34,163	
Ro	om Nights:	0	127	
Nu	mber of Delegates:	0	35	
Во	oked Group Types:	0	1 Mtg. Planner	
Los	st Business, # of Groups:	12	6	
Ar	rived in the month	April-22	April-21	
Nu	mber of Groups:	3	0	
Re	venue Arrived:	\$176,950	\$0	
Ro	om Nights:	725	0	
Nu	mber of Delegates:	290 0		
		1 Assoc., 1 Non-		
		Profit, 1 Mtg.		
Arı	rived Group Types:	Planner	2	
Monthly Detail/A	ctivity	March-22	March-21	
Nu	mber of Groups Booked:	2	1	
Re	venue Booked:	\$166,100	\$2,197	
Ro	om Nights:	541	35	
Nu	mber of Delegates:	186	50	
Во	oked Group Types:	2 Corp.	1 SMF	
Lo	st Business, # of Groups:	3	6	
Ar	rived in the month	March-22	March-21	
Nu	mber of Groups:	1	0	
Re	venue Arrived:	\$8,211	\$0	
Ro	om Nights:	65	0	
Nu	mber of Delegates:	51	0	
Arr	rived Group Types:	1 Corp.		
Monthly Detail/A	ctivity	February-22	February-21	
Nu	mber of Groups Booked:	3	1	
Re	venue Booked:	\$182,232	\$12,537	

			1.00
	Room Nights:	803	45
	Number of Delegates:	240	10
		1 Corp., 2 Mtg.	1.0
	Booked Group Types:	Planners	1 Corp/
	Lost Business, # of Groups:	21	6
	Arrived in the month	February-22	February-21
	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 De	tail/Activity	January-22	January-21
0,	Number of Groups Booked:	5	4
	Revenue Booked:	\$202,364	\$103,336
	Room Nights:	730	418
	Number of Delegates:	371	298
	8	3 Corp., 1 Non-	
		Profit, 1 Mtg.	1 Corp. 3
	Booked Group Types:	Planner	Assoc.
	Lost Business, # of Groups:	11	29
	<u>-</u>		
	Arrived in the month	<u>January-22</u>	January-21
	Number of Groups:	0	4
	Revenue Arrived:	\$0	\$330,384
	Room Nights:	0	1522
	Number of Delegates:	0	578
			2 Corp., 2
	Arrived Group Types:		Assoc.
Monthly De	tail/Activity	December-21	December-20
	Number of Groups Booked:	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	
	Arrived in the month	December	December-20
	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 De	tail/Activity	November-21	November-20
	Number of Groups Booked:	0	1
	Revenue Booked:	\$0	\$33,881
	Room Nights:	0	94
		v	. ·

	Number of Delegates:	0	65
	Booked Group Types:		1 Assoc.
	Lost Business, # of Groups:	7	2
	Arrived in the month	November-21	November-20
	Number of Groups:	0	0
	Revenue Arrived:	\$0	\$0
	Room Nights:	0	0
	Number of Delegates:	0	0
	Arrived Group Types:		0
Monthly De	tail/Activity	October-21	October-20
	Number of Groups Booked:	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
	Annal and the Observation O	0.4.1	0.41
	Arrived in the month	October-21	October-20
	Number of Groups:	5	0
	Revenue Arrived:	\$352,682	\$0
	Room Nights:	1144	0
	Number of Delegates:	1047	0
		2 Corp, 2 Assn.,	
	Arrived Group Types:	1 SMF,	0
Monthly De	tail/Activity	September-21	September-20
	Number of Groups Booked:	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
	Arrived in the month	September-21	September-20
	Number of Groups:	4	2
	Revenue Arrived:	\$114,272	\$73,873
	Room Nights:	704	343
	Number of Delegates:	290	175
			# # B
		1 Govt., 1 SMF,	1 Corp, 1 Non-
	Arrived Group Types:	1 Assoc., 1 MP	profit
Monthly De	tail/Activity	August-21	August-20
, , ,	Number of Groups Booked:	0	2
	D 1 1	Φ0	- 0.61.660

\$0

0

\$61,662

353

Revenue Booked:

Room Nights:

Number of Delegates:	0	317
Booked Group Types:	0	1 Corp., 1 SMF
Lost Business, # of Groups:	10	14

Arrived in the month	August-21	August-20
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	July-21	<u>July-20</u>
Number of Groups Booked:	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:

Arrived in the month	<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.

22

	Current Numbers	Goals
For 2022/23: For 2023/24:	\$715,259 \$100,804	\$2,000,000 \$2,000,000
FUI 2023/24.	φ100,004	φ2,000,000

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



### **April Executive Summary – Consumer Campaign**

- After a month running higher budgets and new markets, CTR increased overall by 6% and CPC decreased by \$0.07. While TOS conversion costs will need optimizations, the CTR and CPC indicated a continued healthy transition into spring.
- Paid Social surpassed March's Paid Search to earn 68% of all TOS conversions. Paid Search and Display contributed similar numbers of conversions as March.
  - Social earned 68% of channel TOS conversions with only 15% of total impressions. The channel remains one of the most effective media investments for NLT Consumer.
- Fishing continues to lead as a top search term, garnering the most impressions.



### **April Executive Summary – MCC Campaign**

- Overall growth for the MCC campaign was a little slower in April, as March had a large surge in impressions and TOS conversions. Overall, April boasted 30,000 fewer impressions than in March as well.
- However, CTR rose by 12% from last month, and the CPC decreased by \$0.45.
- Display continued to earn the most TOS conversions at 70% with video and social earning the rest at 30%.
- · For video content, Facebook video had the highest completion rates.



### **April Executive Summary - Website**

- Website metrics continued to grow modestly (+13%) in April.
- Top states followed suit with paid media campaign target markets, with CA driving the most visitation followed by TX.
- The spring activities page was the top page due to the paid media campaign. Other informational pages were high on the list, along with the summer activities page (again demonstrating that people are planning ahead).
- Organic search continued to drive the most traffic by channel, as we've seen in previous months.



### **April Executive Summary - Content**

- There was a healthy uptick in CrowdRiff gallery engagement, reaching over 51% (the metric was at 38% in March).
- In April, we featured one blog on sustainability, specifically on bear awareness and safety tips.
- eNewsletter performed really well, including a segmented eblast sent to a New York City audience.
   The eblast boasted a nearly 38% open rate and a very high CTR of 8%.



### **April Executive Summary – PR Coverage**

- In April, there were 7 secured clips with estimated digital monthly visits of 33.2M and estimated digital coverage views of 76.8K.
- Coverage featured the Tahoe Biltmore party before closing, 12+ best things to do in Lake Tahoe, National Pet Day, family resorts to book for Mother's Day and the most underrated summer destinations.
- Pitching efforts primarily focused on spring dual days and educational opportunities for kids in North Lake Tahoe (i.e. summer camps and the Tahoe Science Center).
- Augustine also collaborated on several articles, including Marie Claire and Tahoe.com, hosted influencer

   @poshinprogress, who shared North Lake Tahoe with her 600K followers across multiple platforms, and worked
   with local reporters on the Biltmore closing and their closing event.



### **April Executive Summary – Organic Social Media**

- Facebook content promoted spring activities, the end of spring season and lodging. Top preforming
  posts included spring lakeside views, Earth Day messaging and Tahoe updates. In April, there were
  59K engagements and an overall engagement rate of 2.2% (benchmark 0.30%).
- Instagram content promoted spring activities and lodging. The page saw an increase in organic engagements by 5%.
- Augustine continued to promote spring messaging on Twitter. This audience increased gaining 74 followers.



### **Consumer Paid Media Executive Summary**

- While TOS costs increased by \$9, TOS conversions rose 14% to a total of 2,785 for the markets overall.
  - Houston passed LA this month and earned 29% of total market conversions, followed by Dallas at 23% and LA at 21%.
  - Comparing the Expanded Markets exclusively, Monterey-Salinas earned 55% and Fresno earned 45% of TOS conversions, the same results as March.
- After a month running higher budgets and new markets, CTR increased overall by 6% and CPC decreased by \$0.07. While TOS conversion costs will need optimizations, the CTR and CPC indicated a continued healthy transition into spring.
- Paid Social surpassed March's Paid Search to earn 68% of all TOS conversions. Paid Search and Display contributed similar numbers of conversions as March.
  - Social earned 68% of channel TOS conversions with only 15% of total impressions. The channel remains one
    of the most effective media investments for NLT Consumer.



### **MCC Paid Media Executive Summary**

- April optimizations maintained similar TOS results from previous months but did raise CTR by 12% and lowered CPC by \$0.45.
  - The April campaign reported 30,000 fewer impressions than in March.
- Display earned 70% of total TOS conversions and video/social earned 30%.
- Facebook videos had the highest completion rates and the 15s creative had 19% higher completion rates than the 30s.



### PR April Recap

- Pitching efforts primarily focused on spring dual days and educational opportunities for kids in North Lake Tahoe (i.e. summer camps and the Tahoe Science Center).
- Collaborated on several articles, including Marie Claire and Tahoe.com.
- Hosted influencer <u>@poshinprogress</u>, who shared North Lake Tahoe with her 600K followers across multiple platforms.
- · Worked with local reporters on the Biltmore closing and their closing event.



### **Media Relations Updates**

- Proactive Pitch Angles/Media Inquiries:
  - National Pet Day (April 11<sup>th</sup>)
  - Spring to Tahoe snow play and lake days
  - · Say Goodbye to The Biltmore
  - Diversifying Outdoor Spaces
  - Dive into North Lake Tahoe Without Getting Wet
  - Kids Summer Camps
- Highlights: Good Housekeeping feature on family resorts to book for Mother's Day and local coverage about the Tahoe Biltmore closing
- · Media Conversations:
  - Elevation Outdoors Magazine, 65 Degree Magazine, Fresno Bee, San Diego Magazine, Comstock's Magazine
  - Top-tier outlets and various freelance writers including Fodor's, Sunset Magazine, National Geographic and Good Housekeeping





65° | 57°

### The Fresno Bee











#### **Earned Media Results**

- Secured Clips: 7
- Est. Digital Monthly Visits: 33.2M
- Est. Digital Coverage Views: 76.8K
- Coverage featured the Tahoe Biltmore party before closing, 12+ best things to do in Lake Tahoe, National Pet Day, family resorts to book for Mother's Day and the most underrated summer destinations



### GOOD HOUSEKEEPING

### 7 Family Resorts You Can Still Book for Mother's Day

#### The Ritz-Carlton Lake Tahoe, Truckee, California



While Lake Tahoe may primarily be known as a snow sports destination, springtime here is referred to as "the secret season," thanks to the ideal biking conditions and surplus of wildlife. Family fun means hiking, horseback riding, even riding on a hot air balloon. For a luxe stay in the region, you can't go wrong with The Ritz-Carlton, where every room has a fireplace and floor-to-ceiling windows for soaking in the stunning mountain views. Mom should definitely take a spin around the Highlands Spa, which has 17 treatment rooms, a dry-heat lodge, and a eucalyptus steam room. And don't miss Mother's Day brunch at on-site restaurant Manzanita: The menu will have a fisherman's catch raw bar and a special Ritz Kids corner so the youngest diners can play instead of sitting through a meal.

Rates from \$554 a night

### **Coverage Highlights**



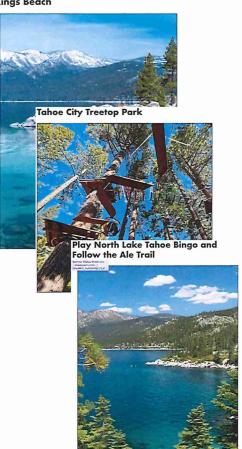
### 12+ BEST Things to do in Lake Tahoe in Summer

Hanging out on the lakeside Kings Beach, staring up at the treetops and mountains is one of my favourite summer activities in Lake Tahoe. The beach and surrounding town are laid back, so it's a great place to get in some relaxation.

You can hire bikes to cruise around the shoreline, or bring a book and simply soak in some sunshine. In the area you'll also find mini-golf and a kids play area, as well as some incredible beach-side dining. It's very easy coming to this spot and spending the whole day chilling.



#### Kings Beach



### Tahoe Daily Tribune

#### Tahoe Biltmore to host last hurrah before demolition begins



The Biltmore will close after hosting a party on April 23, with free food and cash giveaways, including one of about \$15,000.



#### 7 of the Most Underrated Summer Destinations in the U.S. 2. Lake Tahoe, California/Nevada

If you're only familier with Laise Tahler's skill resorts, you'll be surprised to learn that it's also known for its beaches and outdoor recreation in the summer months. The freshwater lake is so large that it is soli into North Laise Tahler and South Laise Tahloe, but you can reap the benefits of the mountains and beaches from both ends. If you are more interested in recreational activities like hiking, biking, and common laise facility to each sorte and substances the laise facility for laise.



National Pet Day is April 11

North Lake Tahoe will have your dog tired with several dog friendly places to stay and dog friendly beaches.

### **Traveler Responsibility Pledge QR Code Results**

- To date, there have been a total of 315 total scans, up 11 from March.
- The additional scans came primarily from the sandwich boards and print ads, from *Moonshine Ink* and the existing visitor guide.
- The sandwich boards continue to be the number one source of scans with 245 total.





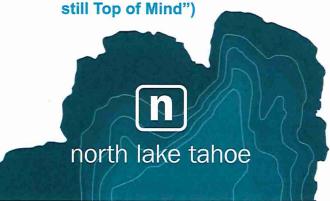
### **Industry Insights**

- More and more travelers are prioritizing sustainability as the years pass by. The Vacationer recently polled more than 1,000
   American adults and found that 87.32% agree that sustainable travel is important. What's more, more than four-fifths of U.S. adults 81.57% said that they plan to make more sustainable or eco-friendly decisions when planning travel. That figure is up from just three-fourths in 2021 (74.85%). (Travel Pulse, "The Power of Travel Tourism Trends Shaping Today and Tomorrow)
- Wakefield Research found that almost all travelers (98%) are prioritizing wellness activities or wellness-centric travel in 2022. Wellness can come in many forms, however. The study shows that many Americans feel mentally refreshed on vacation after connecting with the local culture (41%) or simply shutting their phone off to unplug (33%). Women are more likely to prioritize reconnecting with family and friends (46%) while men are likely to focus on healthy eating (34%), the study also found. (Travel Pulse, "The Power of Travel Tourism Trends Shaping Today and Tomorrow)



### **Industry Insights**

- A majority of travelers are planning long weekends but most are going longer with 38 percent traveling for five to seven days during the summer and 20 percent traveling for longer than a week. Millennials are the generation most likely to go on shorter getaways, whether they are quick, two-night escapes (39 percent) or long weekend trips (64 percent). Holidays remain the most popular times to travel with the Fourth of July the most popular, followed by Memorial Day and Labor Day weekends. Kids are guaranteed lots of fun as the survey revealed that parents are splurging on all kinds of things this summer. Moms and dads are spending big on food and drinks (77 percent), entertainment and activities (56 percent), and accommodations (42 percent) more so than non-parents (73 percent, 48 percent, and 30 percent, respectively). (Travel Pulse, "Summer Vacations Are Back")
- Forty-eight percent of people also booked closer-to-home experiences as they began traveling outside of their hometowns and expanding their comfort radius. (Travel Pulse, "New 2022 Trend Report Finds Outdoor Experiences



### wem@veyou



**DATE:** May 2, 2022

**SUBJECT:** May 2022 RNO Flight Schedule

In May 2022, Reno-Tahoe International Airport (RNO) will offer 1,690 scheduled departures, a decrease of 5.3% versus May 2021, and a decrease of 16.6% when compared to the May 2019 schedule. The monthly scheduled seat capacity is up 0.6% at 217,353 versus May 2021, and down 8.8% when compared to the May 2019 schedule. RNO will offer 28 non-stop destinations on 11 airlines in May 2022.

JSX offers non-stop flights from RNO to Orange County, Las Vegas and Burbank using a 30-seat Embraer 135/145 aircraft. JSX operates out of Stellar Aviation, a private Fixed Base Operator, located at 485 South Rock Blvd.

### wem veyou



Destination Austin Bakersfield Burbank Dallas/Fort Worth Denver	Airlines  American  aha! ExpressJet  Southwest  American	Departures 31 9	Daily Trains wealth. Thus Gura
Bakersfield Burbank Dallas/Fort Worth Denver	aha! ExpressJet Southwest	9	
Burbank Dallas/Fort Worth Denver	Southwest		Todas consider The Cons
Dallas/Fort Worth Denver		1 01	Twice weekly. Thu, Sun
Denver	American	31	Daily
		93	Three daily
ilgene	Southwest	71	Twice daily. Three daily on Tue, Wed
ildene	United	93	Three daily
agene	aha! ExpressJet	13	Three weekly on Mon, Wed, Fri
resno	aha! ExpressJet	9	Twice weekly. Thu, Sun
Guadalajara	Volaris	18	Four weekly. Mon, Tue, Wed, Fri
louston-Intercontinental	United	31	Daily
as Vegas	Allegiant	18	Four weekly. Mon, Thu, Fri, Sun
	Frontier	15	Three weekly. Mon, Fri, Sat & 12, 26
	Southwest	209	Seven daily. Five on Sat
ong Beach	Southwest	58	Twice daily. Once on Sat
os Angeles	Alaska	31	Daily
	Delta	93	Three daily
	JetBlue	18	Four weekly. Mon, Thu, Fri, Sun
	Southwest	58	Twice daily. Once on Sat
400	United	56	Twice daily. 1-6 once daily
Medford	aha! ExpressJet	9	Twice weekly. Thu, Sun
New York-JFK	JetBlue	19	Four weekly, Mon, Thu, Fri, Sun. May 3
Dakland	Southwest	31	Daily
Ontario	aha! ExpressJet	13	Three weekly. Mon, Wed, Fri
Palm Springs	aha! ExpressJet	9	Twice weekly. Mon, Fri
Pasco	aha! ExpressJet	13	Three weekly. Mon, Wed, Fri
Phoenix	American	82	Two to three daily
	Southwest	58	Twice daily. Once on Sat
Portland	Alaska	62	Twice daily
Redmond/Bend	aha! ExpressJet	9	Twice weekly. Thu, Sun
Salt Lake City	Delta	93	Three daily
San Diego	Southwest	58	Twice daily. Once on Sat
San Francisco	United	124	Four daily
San Jose	Southwest	31	Daily
Seattle	Alaska	111	Four daily. Three daily 19-31
Spokane	aha! ExpressJet	13	Three daily. Mon, Wed, Fri

May 2022 Flight Schedule

	Reference			
	Airline Codes			Airport Codes
EV	aha!/ExpressJet		ATL	Atlanta, GA
AA	American Airlines		AUS	Austin, TX
AS	Alaska Airlines		BFL	Bakersfield, CA
В6	JetBlue Airways		CLT	Charlotte, NC
DL	Delta Air Lines		DEN	Denver, CO
F9	Frontier Airlines		DFW	Dallas/Ft. Worth, TX
G4	Allegiant Air		DAL	Dallas Love Field, TX
MQ	Envoy, Air		EUG	Eugene, OR
00	SkyWest Airlines		FAT	Fresno, CA
QX	Horizon Air		GDL	Guadalajara, MX
UA	United Airlines		IAH	Houston, TX
WN	Southwest Airlines		JAC	Jackson Hole, WY
YV	Mesa Airlines	1	JFK	New York City, NY
Y4	Volaris Airlines	13.	LAS	Las Vegas, NV
SY	Sun Country		LGB	Long Beach, CA
NK	Spirit Airlines		LAX	Los Angeles, CA
	Operating Days		MDW	Chicago, IL (Midway)
I	Monday		MFR	Medford, OR
2	Tuesday		MSP	Minneapolis, MN
3	Wednesday	100	OAK	Oakland, CA
4	Thursday		ONT	Ontario, CA
5	Friday		ORD	Chicago, IL (O'Hare)
6	Saturday		PDX	Portland, OR
7	Sunday		PHX	Phoenix, AZ
		0	PSC	Pasco, WA
<b>Equipment Codes</b>			PSP	Palm Springs, CA
319	Airbus A319		RDM	Redmond, OR
320	Airbus A320		SAN	San Diego, CA
733, 735, 738, 73G	Boeing 737 (all variants)		SEA	Seattle, WA
757	Boeing 757		SFO	San Francisco, CA
CRJ, CR7, CR9	Canadair Regional Jet (all variants)	Ų,	SLC	Salt Lake City, UT
DH4	DeHavilland Dash 8 Q400		SJC	San Jose, CA
M80, M83	McDonnell Douglas MD-80		SNA	Orange County, CA
ERD, ERJ	Embraer Regional Jet		GEG	Spokane, WA

Peak Da	y Non-	Stop	De	part	ture	s (iı	ıclu	ding	j les	s th	an	daily fli	ights)	
	11. 12	5-51			Ma	y 2	022				fd			
Airport	Code	aha!	Alaska	Allegiant	American	Delta	Frontier	JetBlue	Southwest	United	Volaris	Totals	Percent of Total	Total Seats
Austin, TX	AUS		411		1		0					1	2%	76
Atlanta, GA	ATL					0			_	-	-	0	0%	0
Bakersfield, CA	BFL	1					HE					1	2%	50
Burbank, CA	BUR								1			1	2%	143
Charlotte, NC	CLT				0							0	0%	0
Denver, CO	DEN						0		2	3		5	8%	832
Dallas/Ft. Worth, TX	DFW				3							3	5%	516
Dallas Love Field, TX	DAL								0			0	0%	0
Eugene, CA	EUG	1					- 4					1	2%	50
Eureka, CA	ACV	0										0	0%	0
Fresno, CA	FAT	1										1	2%	50
Guadalajara, MX	GDL										1	1	2%	186
Houston, TX	HOU								0			0	0%	0
Houston, TX	IAH									1		1	2%	76
Jackson Hole, WY	JAC		H.	0			L			=		0	0%	0
Medford, OR	MFR	1										1	2%	50
New York City, NY	JFK		#		4:::			1	41			1	2%	162
Las Vegas, NV	LAS			1			1		7			9	15%	1,407
Long Beach, CA	LGB	.5				441		0	2			2	3%	350
Los Angeles, CA	LAX		1		0	3		1	2	1		8	13%	918
Chicago, IL (Midway)	MDW	-: #	4	.E.		l Fer			0			0	0%	0
Oakland, CA	OAK								1			1	2%	143
Ontario, CA	ONT	1							H.			1	2%	50
Chicago, IL (O'Hare)	ORD				0					0		0	0%	0
Palm Springs, CA	PSP	1	0			F	-1				The contract of	1	2%	50
Pasco, WA	PSC	1										1	2%	50
Portland, OR	PDX		2								1-1	2	3%	152
Phoenix, AZ	PHX				3				2			5	8%	822
Redmond, OR	RDM	1										11	2%	50
San Diego, CA	SAN								2			2	3%	286
Seattle, WA	SEA		3		: 1	0	EY. I		0			3	5%	508
San Francisco, CA	SFO									4		4	6%	286
Salt Lake City, UT	SLC			1:1		3	F. 1			173	B.C.	3	5%	410
San Jose, CA	SJC		0						1			1	2%	143
Spokane, WA	GEG	1										1	2%	50
Orange County, CA	SNA			0					0			0	0%	0
Total		9	6	1	7	6	1	2	20	9	1	62	100%	<b>7,866</b> Page 59

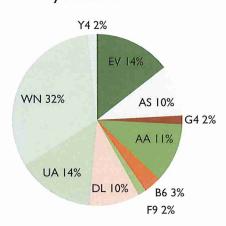
		7.00.53	77,5	Peak I	Day Non-S	top Depa	artures (inc	luding less	than dai	ly flights	)			701	
Airline/Destination	Code	May 2022	April 2022	May 2021	Change vs Prior Month	Change vs Prior Year	% Change vs Prior Month	% Change vs Prior Year	May 2022	April 2022	May 2021	Change vs Prior Month	Change vs Prior Year	% Change vs Prior Month	% Change vs Prior Year
aha! - (EV)		9	9	0	Flights 0	9	0.0%		450	450	0	Seats 0	450	0.0%	
Bakersfield, WA	BFL	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	
Eugene, OR	EUG	î	î	Ö	0	î	0.0%	-	50	50	0	l ŏ	50	0.0%	-
Fresno, CA	FAT	î	î	l ŏ	l ŏ	1	0.0%	_	50	50	ŏ	١ ٥	50	0.0%	-
Medford, OR	MFR	î	1	l ŏ	ŏ	ī	0.0%	_	50	50	ŏ	l ŏ	50	0.0%	-
Ontario, CA	ONT	î	ī	ŏ	ő	1	0.0%	-	50	50	ő	l ŏ	50	0.0%	· ·
Pasco, WA	PSC	1	1	0	0	1	0.0%	_	50	50	0	0	50	0.0%	_
Palm Springs, CA	PSP	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	-
Spokane, WA	GEG	1	1	0	0	1	0.0%	=	50	50	0	0	50	0.0%	-
Redmond, OR	RDM	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	
Alaska - (AS)		6	6	8	0	-2	0.0%	-25.0%	736	660	710	76	26	11.5%	3.7%
Los Angeles, CA	LAX	1	1	2	0	-1	0.0%	-50.0%	76	76	152	0	-76	0.0%	-50.0%
Portland, OR	PDX	2	2	2	0	0	0.0%	0.0%	152	152	152	0	0	0.0%	0.0%
Seattle, WA	SEA	3	3	4	0	-1	0.0%	-25.0%	508	432	406	76	102	17.6%	25.1%
Allegiant - (G4)		1	1	2	0	0	0.0%	-50.0%	156	186	312	-30	-156	-16.1%	-50.0%
Las Vegas, NV	LAS	1	1	1	0	0	0.0%	0.0%	156	186	156	-30	0	-16.1%	0.0%
Orange County, CA	SNA	0	0	1	0	-1	-	-100.0%	0	0	156	0	-156	- 1	-100.0%
American Airlines (AA)		7	8	12	0	-5	-12.5%	-41.7%	1,064	1,055	1,471	9	-407	0.9%	-27.7%
Austin, TX	AUS	1	1	0	0	1	0.0%	-	76	76	0	0	76	0.0%	.=
Dallas/Ft. Worth, TX	DFW	3	3	3	0	0	0.0%	0.0%	516	516	472	0	44	0.0%	9.3%
Los Angeles, CA	LAX	0	0	3	0	-3	-	-100.0%	0	0	195	0	-195	-	-100.0%
Chicago, IL (O'Hare)	ORD	0	0	2	0	-2	-	-100.0%	0	0	344	0	-344	-	-100.0%
Phoenix	PHX	3	4	4	-1	-1	-25.0%	-25.0%	472	463	460	9	12	1.9%	2.6%
Delta Airlines (DL)		6	6	9	0	-3	0.0%	-33.3%	620	620	945	0	-325	0.0%	-34.4%
Atlanta, GA	ATL	0	0	1	0	-1	-	-100.0%	0	0	199	0	-199	-	-100.0%
Los Angeles, CA	LAX	3	3	3	0	0	0.0%	0.0%	210	210	210	0	0	0.0%	0.0%
Salt Lake City, UT	SLC	3	3	4	0	-1	0.0%	-25.0%	410	410	466	0	-56	0.0%	-12.0%
Seattle, WA	SEA	0	0	1	0	-1	-	-100.0%	0	0	70	0	-70	×	-100.0%
Frontier Airlines (F9)		1	1	2	0	-1	0.0%	-50.0%	186	186	372	0	-186	0.0%	-50.0%
Denver, CO	DEN	0	0	1	0	-1	-	-100.0%	0	0	186	0	-186	-	-100.0%
Las Vegas, NV	LAS	1	1	1	0	0	0.0%	0.0%	186	186	186	0	0	0.0%	0.0%
JetBlue Airways (B6)		2	2	2	0	0	0.0%	0.0%	324	324	324	0	0	0.0%	0.0%
Los Angeles, CA	LAX	1	1	1	0	0	0.0%	0.0%	162	162	162	0	0	0.0%	0.0%
New York City, NY	JFK	1	1	1	0	0	0.0%	0.0%	162	162	162	0	0	0.0%	0.0%
Southwest Airlines (WN)		20	20	19	0	0	0.0%	5.3%	3,148	3,148	3,069	0	79	0.0%	2.6%
Burbank, CA	BUR	1	1	0	0	1	0.0%	-	143	143	0	0	143	0.0%	-
Dallas Love Field, TX	DAL	0	0	1	0	-1		-100.0%	0	0	143	0	-143	-	-100.0%
Denver, CO	DEN	2	2	3	0	-1	0.0%	-33.3%	350	350	525	0	-175	0.0%	-33.3%
Houston, TX	HOU	0	0	1	0	-1	-	-100.0%	0	0	143	0	-143	-	-100.0%
Las Vegas, NV	LAS	7	7	6	0	1	0.0%	16.7%	1,065	1,065	954	0	111	0.0%	11.6%
Long Beach, CA	LGB	2	2	1	0	1	0.0%	100.0%	350	350	143	0	207	0.0%	144.8%
Los Angeles, CA	LAX MDW	2 0	2	1 1	0	1 -1	0.0%	100.0%	318 0	318 0	175 143	0	143	0.0%	81.7%
Chicago, IL (Midway) Oakland, CA	OAK	1	1 1	1 1	0	-1	0.0%	-100.0% 0.0%	143	143	143	0	-143 0	0.0%	-100.0% 0.0%
Orange County, CA	SNA	0	0	0	0	0	0.0%	0.0%	0	0	0	0	0	0.0%	0.076
Phoenix, AZ	PHX	2	2	3	0	-1	0.0%	-33.3%	350	350	525	0	-175	0.0%	-33.3%
San Diego, CA	SAN	2	2	1	0	1	0.0%	100.0%	286	286	175	l ő	111	0.0%	63.4%
San Jose, CA	SJC	1	1	l ô	l ő	î	0.0%	-	143	143	0	l ő	143	0.0%	-
Seattle, WA	SEA	ō	Ô	ő	ő	ō	-	-	0	0	ŏ	ő	0	-	-
United Airlines (UA)		9	9	11	0	-2	0.0%	-18.2%	996	768	802	228	194	29.7%	24.2%
Denver, CO	DEN	3	3	3	0	0	0.0%	0.0%	482	402	322	80	160	19.9%	49.7%
Houston, TX	IAH	1	1	1	ő	ő	0.0%	0.0%	76	70	70	6	6	8.6%	8.6%
Los Angeles, CA	LAX	1	1	3	0	-2	0.0%	-66.7%	152	76	150	76	2	100.0%	1.3%

				Peak I	Day Non-S	Stop Depa	irtures (inc	luding less	than dai	ly flights	)				
Airline/Destination	Code	May 2022	April 2022	May 2021	Change vs Prior Month		% Change vs Prior Month	% Change vs Prior Year	May 2022	April 2022	May 2021	Change vs Prior Month		% Change vs Prior Month	% Change vs Prior Year
Chicago, IL (O'Hare)	ORD	0	0	1	0	-1	-	-100.0%	0	0	70	0	-70	-	-100.0%
San Francisco, CA	SFO	4	4	3	0	1,	0.0%	33.3%	286	220	190	66	96	30.0%	50.5%
Volaris Airlines (Y4)		1	1	1	0	0	0.0%	0.0%	186	186	174	0	12	0.0%	6.9%
Guadalajara, MX	GDL	1	1	1	0	0	0.0%	0.0%	186	186	174	0	12	0.0%	6.9%
AIRPORT TOTALS		62	63	66	-1	-4	-1.6%	-6.1%	7,866	7,583	8,179	283	-313	3.7%	-3.8%

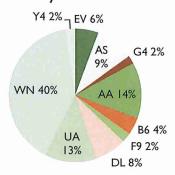
AIRLINES TOTALS aha! Alaska Airlines Allegiant Air American Airlines Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Volaris Airlines Grand Total - All Airlines	EV AS G4 AA DL F9 B6 WN UA Y4	9 6 1 7 7 6 1 2 20 9 1 62	9 6 1 8 6 1 2 20 9 1 63	0 8 2 12 9 2 2 19 11 1 66	Change vs Prior Month  Flights 0 0 0 -1 0 0 0 0 0 0 0 0	Change vs Prior Year	% Change vs Prior Month 0.0% 0.0% 0.0% -12.5% 0.0% 0.0% 0.0% 0.0%	% Change vs Prior Year -25.0% -50.0% -41.7% -33.3% -50.0% 0.0%	450 736 156 1,064 620 186	450 660 186 1,055 620 186	0 710 312 1,471 945	Change vs Prior Month  Seats 0 76 -30 9 0	Change vs Prior Year 450 26 -156 -407 -325	% Change vs Prior Month 0.0% 11.5% -16.1% 0.9% 0.0%	% Change vs Prior Year 
AIRLINES TOTALS aha! Alaska Airlines Allegiant Air American Airlines Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Volaris Airlines Grand Total - All Airlines	EV AS G4 AA DL F9 B6 WN UA Y4	9 6 1 7 6 1 2 20 9	9 6 1 8 6 1 2 20 9	0 8 2 12 9 2 2 2 19 11	Flights 0 0 -1 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	9 -2 -1 -5 -3 -1 0 1 -2	0.0% 0.0% 0.0% 0.0% -12.5% 0.0% 0.0% 0.0%	-25.0% -50.0% -41.7% -33.3% -50.0% 0.0%	450 736 156 1,064 620 186	450 660 186 1,055 620	0 710 312 1,471 945	Seats 0 76 -30 9 0	450 26 -156 -407	0.0% 11.5% -16.1% 0.9%	- 3.7% -50.0%
ahal Alaska Airlines Allegiant Air American Airlines Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines Volaris Airlines Volaris Airlines Grand Total - All Airlines	AS G4 AA DL F9 B6 WN UA Y4	6 1 7 6 1 2 20 9	6 1 8 6 1 2 20 9	8 2 12 9 2 2 19 11	0 0 0 -1 0 0 0	9 -2 -1 -5 -3 -1 0 1	0.0% 0.0% -12.5% 0.0% 0.0% 0.0%	-25.0% -50.0% -41.7% -33.3% -50.0%	736 156 1,064 620 186	660 186 1,055 620	710 312 1,471 945	0 76 -30 9 0	26 -156 -407	11.5% -16.1% 0.9%	3.7% -50.0%
ahal Alaska Airlines Allegiant Air American Airlines Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines Volaris Airlines Volaris Airlines Grand Total - All Airlines	AS G4 AA DL F9 B6 WN UA Y4	6 1 7 6 1 2 20 9	6 1 8 6 1 2 20 9	8 2 12 9 2 2 19 11	0 0 0 -1 0 0 0	9 -2 -1 -5 -3 -1 0 1	0.0% 0.0% -12.5% 0.0% 0.0% 0.0%	-25.0% -50.0% -41.7% -33.3% -50.0%	736 156 1,064 620 186	660 186 1,055 620	710 312 1,471 945	0 76 -30 9 0	26 -156 -407	11.5% -16.1% 0.9%	3.7% -50.0%
ahal Alaska Airlines Allegiant Air American Airlines Delta Air Lines Frontier Airlines JetBilue Airways Southwest Airlines Volaris Airlines Volaris Airlines Grand Total - All Airlines	AS G4 AA DL F9 B6 WN UA Y4	6 1 7 6 1 2 20 9	6 1 8 6 1 2 20 9	8 2 12 9 2 2 19 11	0 0 0 -1 0 0 0	9 -2 -1 -5 -3 -1 0 1	0.0% 0.0% -12.5% 0.0% 0.0% 0.0%	-25.0% -50.0% -41.7% -33.3% -50.0%	736 156 1,064 620 186	660 186 1,055 620	710 312 1,471 945	0 76 -30 9 0	26 -156 -407	11.5% -16.1% 0.9%	3.7% -50.0%
Alaska Airlines Allegiant Air American Airlines Delta Air Lines Frontier Airlines Jettlue Airlines Jettlue Airlines Southwest Airlines United Airlines Volaris Airlines Grand Total - All Airlines	AS G4 AA DL F9 B6 WN UA Y4	6 1 7 6 1 2 20 9	6 1 8 6 1 2 20 9	8 2 12 9 2 2 19 11	0 0 -1 0 0 0 0	-2 -1 -5 -3 -1 0 1	0.0% 0.0% -12.5% 0.0% 0.0% 0.0%	-25.0% -50.0% -41.7% -33.3% -50.0%	736 156 1,064 620 186	660 186 1,055 620	710 312 1,471 945	76 -30 9 0	26 -156 -407	11.5% -16.1% 0.9%	3.7% -50.0%
Allegiant Air American Airlines Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Grand Total - All Airlines	G4 AA DL F9 B6 WN UA Y4	1 7 6 1 2 20 9	1 8 6 1 2 20 9	2 12 9 2 2 19 11	0 -1 0 0 0 0	-1 -5 -3 -1 0 1	0.0% -12.5% 0.0% 0.0% 0.0%	-50.0% -41.7% -33.3% -50.0% 0.0%	156 1,064 620 186	186 1,055 620	312 1,471 945	-30 9 0	-156 -407	-16.1% 0.9%	-50.0%
American Airlines Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Grand Total - All Airlines	AA DL F9 B6 WN UA Y4	7 6 1 2 20 9	8 6 1 2 20 9	12 9 2 2 19 11 1	-1 0 0 0 0 0	-5 -3 -1 0 1	-12.5% 0.0% 0.0% 0.0% 0.0%	-41.7% -33.3% -50.0% 0.0%	1,064 620 186	1,055 620	1,471 945	9 0	-407	0.9%	
Delta Air Lines Frontier Airlines JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Grand Total - All Airlines	DL F9 B6 WN UA Y4	6 1 2 20 9	6 1 2 20 9 1	9 2 2 19 11 1	0 0 0 0 0	-3 -1 0 1 -2	0.0% 0.0% 0.0% 0.0%	-33.3% -50.0% 0.0%	620 186	620	945	0			27.770
Frontier Airlines JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Grand Total - All Airlines	F9 B6 WN UA Y4	1 2 20 9 1	1 2 20 9 1	2 2 19 11 1	0 0 0 0	-1 0 1 -2	0.0% 0.0% 0.0%	-50.0% 0.0%	186						-34.4%
JetBlue Airways Southwest Airlines United Airlines Volaris Airlines Grand Total - All Airlines	B6 WN UA Y4	2 20 9 1	2 20 9 1	2 19 11 1	0 0 0 0	0 1 -2	0.0% 0.0%	0.0%			372	0	-186	0.0%	-50.0%
Southwest Airlines \\ United Airlines \\ Volaris Airlines \\ Grand Total - All Airlines	WN UA Y4	20 9 1	20 9 1	19 11 1	0 0 0	1 -2	0.0%		324	324	324	Ö	0	0.0%	0.0%
United Airlines Volaris Airlines Grand Total - All Airlines	UA Y4	9 1	9 1	11 1	0	-2		5.3%	3,148	3,148	3,069	ő	79	0.0%	2.6%
Grand Total - All Airlines								-18.2%	996	768	802	228	194	29.7%	24.2%
Grand Total - All Airlines	ALIC	62	63	66			0.0%	0.0%	186	186	174	0	12	0.0%	6.9%
	ALIC				-1	-4	-1.6%	-6.1%	7,866	7,583	8,179	283	-313	3.7%	-3.8%
	ALIC														
TOTALS BY CITY	ALIC				Flights							Seats			
	AUS	1	1	0	0	1	0.0%	-	76	76	0	0	76	0.0%	-
	ATL	0	0	1	0	-1		-100.0%	0	0	199	0	-199	-	-100.0%
Bakersfield, WA	BFL	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	-
Burbank, CA E	BUR	1	1	0	0	1	0.0%	-	143	143	0	0	143	0.0%	
	CLT	0	0	0	0	0	-	-	0	0	0	0	0	-	•
	DEN	5	5	7	0	-2	0.0%	-28.6%	832	752	1,033	80	-201	10.6%	-19.5%
	DFW	3	3	3	0	0	0.0%	0.0%	516	516	472	0	44	0.0%	9.3%
	DAL	0	0	1	0	-1	-	-100.0%	0	0	143	0	-143	-	-100.0%
	EUG	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	-
Entropy and the state of the st	ACV	0	0	0	0	0		-	0	0	0	0	0	-	-
	FAT	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	-
	GDL	1	1	1	0	0	0.0%	0.0%	186	186	174	0	12	0.0%	6.9%
	HOU   IAH	1	1	1	0	-1 0	- 00/	-100.0%	0	0	143	0	-143		-100.0%
	LAS	9	9	8	0	1	0.0% 0.0%	0.0% 12.5%	76	70 1,437	70 1,296	6 -30	6 111	8.6% -2.1%	8.6% 8.6%
	JAC	0	0	0	0	0	0.076	12.570	1,407 0	0	0	-30	0	-2.1%	8.0%
	LGB	2	2	1	0	1	0.0%	100.0%	350	350	143	0	207	0.0%	144.8%
	LAX	8	8	13	0	-5	0.0%	-38.5%	918	842	1,044	76	-126	9.0%	-12.1%
	MDW	0	0	1	0	-1	0.070	-100.0%	0	0	143	0	-143	5.070	-100.0%
	OAK	1	1	î	0	o	0.0%	0.0%	143	143	143	0	0	0.0%	0.0%
	ONT	1	î	ō	ő	1	0.0%	-	50	50	0	ő	50	0.0%	-
	SNA	0	0	1	Ö	-1	-	-100.0%	0	0	156	ő	-156	-	-100.0%
	ORD	0	0	3	0	-3	-	-100.0%	Ō	Ö	414	ō	-414	1-	-100.0%
	MFR	1	1	0	0	1	0.0%	-	50	50	0	O	50	0.0%	
	MSP	0	0	0	0	0	-	-	0	0	0	0	0	12 (Victor) 2 (Vic	-
New York City	JFK	1	1	1	0	0	0.0%	0.0%	162	162	162	0	0	0.0%	0.0%
	PSP	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	-
	PSC	1	1	0	0	1	0.0%	-3	50	50	0	0	50	0.0%	-
	PDX	2	2	2	0	0	0.0%	0.0%	152	152	152	0	0	0.0%	0.0%
	PHX	5	6	7	-1	-2	-16.7%	-28.6%	822	813	985	9	-163	1.1%	-16.5%
	RDM	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	-
	SAN	2	2	1	0	1	0.0%	100.0%	286	286	175	0	111	0.0%	63.4%
	SEA	3	3	5	0	-2	0.0%	-40.0%	508	432	476	76	32	17.6%	6.7%
	SFO	4	4	3	0	1	0.0%	33.3%	286	220	190	66	96	30.0%	50.5%
	SLC	3	3	4	0	-1	0.0%	-25.0%	410	410	466	0	-56	0.0%	-12.0%
The state of the s	GEG	1	1	0	0	1	0.0%	-	50	50	0	0	50	0.0%	
San Jose, CA S Grand Total - All Cities	SJC	62	63	0 <b>66</b>	- <b>1</b>	-4	0.0% -1.6%	-6.1%	7,866	7,583	8,179	0 283	143 -313	0.0% 3.7%	-3.8%

Peak	Day No	on-Stop Depar	tures (inclu	ding less th	nan daily fligh	its) by Conco	urse
			Ma	y 2022			
Airline	Code	Daily Flights	Concourse	Airport	Daily Seats	Concourse	Airport
	<b>-</b>	0	22.70/	14 50/	450	0.50/	F 70/
aha!	EV	9	23.7%	14.5%	450	9.5%	5.7%
Delta	DL	6	15.8%	9.7%	620	13.1%	7.9%
Frontier	F9	1	2.6%	1.6%	186	3.9%	2.4%
JetBlue	B6	2	5.3%	3.2%	324	6.9%	4.1%
Southwest	WN	20	52.6%	32.3%	3,148	66.6%	40.0%
<b>B-Concourse</b>	е	38	100.0%	61.3%	4,728	100.0%	60.1%
Alaska	AS	6	25.0%	9.7%	736	23.5%	9.4%
Allegiant	G4	1	4.2%	1.6%	156	5.0%	2.0%
American	AA	7	29.2%	11.3%	1,064	33.9%	13.5%
United	UA	9	37.5%	14.5%	996	31.7%	12.7%
Volaris	Y4	1	4.2%	1.6%	186	5.9%	2.4%
C-Concourse	e	24	100.0%	38.7%	3,138	100.0%	39.9%
						i i	
<b>Grand Total</b>		62		100.0%	7,866		100.0%

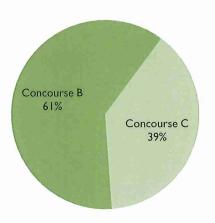
Percent of Scheduled Flights by Airlines



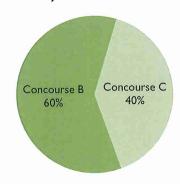
Percent of Scheduled Seats by Airline



Percent of Scheduled Flights by Concourse



Percent of Scheduled Seats by Concourse



			Non	-Sto	o Arriv	<i>r</i> als			
A PROPERTY			Sec. CLIS		2022	N. F E		F	18. 44.
Marketing	Operating	Origin	Destination	Flight	Aircraft	Seats	Departure	Arrival	Days of
Airline	Airline						Time	Time	Operation
WN	WN	LAS	RNO	1320	73W	143	0540	0655	12345.7
WN	WN	LAS	RNO	3841	73W	143	0630	0745	6.
WN	WN	DEN	RNO	2391	73H	175	0635	0755	.23
AS	QX	PDX	RNO	2171	DH4	76	0700	0836	1234567
WN	WN	LAS	RNO	2523	73W	143	0720	0840	12345.7
WN	WN	SJC	RNO	1998	73W	143	0750	0855	12345.7
WN	WN	SAN	RNO	2542	73W	143	0745	0920	12345.7
WN	WN	BUR	RNO	3895	73W	143	0800	0925	6.
UA	00	SFO	RNO	5394	E7W	76	0825	0938	1234567
WN	WN	DEN	RNO	3905	73H	175	0820	0940	6.
WN	WN	DEN	RNO	709	73H	175	0825	0940	12345.7
WN	WN	LAS	RNO	3020	73W	143	0830	0945	6.
AS	QX	SEA	RNO	2144	DH4	76	0755	0954	1234567
WN	WN	PHX	RNO	2171	73H	175	0800	0955	12345.7
UA	00	LAX	RNO	5696	CR7	70	0825	1004	1234567
WN	WN	LAX	RNO	1664	73H	175	0855	1020	12345.7
DL	00	LAX	RNO	3501	E7W	70	0900	1024	6.
AA	AA	DFW	RNO	2722	738	172	0857	1027	6.
AA	AA	DFW	RNO	2722	738	172	0905	1034	12345.7
DL	00	LAX	RNO	3501	E7W	70	0915	1039	12345.7
WN	WN	LAX	RNO	3382	73W	143	0925	1045	6.
EV	EV	PSP	RNO	7032	ERJ	50	0915	1050	15
EV	EV	FAT	RNO	7026	ERJ	50	0955	1055	47
AS	00	LAX	RNO	3444	E75	76	0955	1125	1234567
EV	EV	BFL	RNO	7012	ERJ	50	1020	1130	47
EV	EV	PSC	RNO	7083	ERJ	50	1020	1155	1.3.5
AA	AA	PHX	RNO	2725	738	172	1007	1202	1234567
WN	WN	LAS	RNO	1661	7M8	175	1045	1205	12345.7
DL	DL	SLC	RNO	2666	738	160	1135	1206	1234567
UA	YV	IAH	RNO	6181	E7W	76	0954	1209	1234567
F9	F9	LAS	RNO	2175	32N	186	1058	1223	6.
WN	WN	LGB	RNO	2485	73H	175	1115	1230	12345.7
UA	UA	DEN	RNO	2141	320	150	1115	1235	1234567
F9	F9	LAS	RNO	2175	321	230	1111	1238	4
Y4	Y4	GDL	RNO	998	32N	186	1057	1248	123.5
AA	AA	DFW	RNO	2391	738	172	1211	1340	1234567
WN	WN	LGB	RNO	3168	73H	175	1245	1400	6.
WN	WN	LAS	RNO	1351	73H	175	1305	1425	12345.7
AS	AS	SEA	RNO	475	739	178	1243	1431	.26.
AS	AS	SEA	RNO	475	73J	178	1243	1431	1.345.7
WN	WN	BUR	RNO	1823	73W	143	1320	1435	12345.7
UA	UA	DEN	RNO	1292	738	166	1327	1447	12345.7
UA	UA	DEN	RNO	2108	738	166	1327	1447	6.
EV	EV	MFR	RNO	7061	ERJ	50	1340	1450	47
G4	G4	LAS	RNO	80	319	156	1337	1458	1
EV	EV	EUG	RNO	7063	ERJ	50	1350	1515	1.3.5
WN	WN	SAN	RNO	3705	73W	143	1345	1520	6.
UA	00	SFO	RNO	5707	E7W	70	1415	1527	12345.7
UA	00	SFO	RNO	5707	CRJ	50	1415	1528	6.

			Non	-Sto	p Arriv	als			
15.23	1-975	5,413			2022				
Marketing	Operating	Origin	Destination	Flight	Aircraft	Seats	Departure	Arrival	Days of
Airline	Airline						Time	Time	Operation
WN	WN	LAS	RNO	2702	73W	143	1410	1530	6.
AA	AA	PHX	RNO	1926	320	150	1356	1544	7
AA	AA	PHX	RNO	1926	319	128	1357	1545	145
WN	WN	OAK	RNO	3746	73W	143	1500	1555	6.
EV	EV	RDM	RNO	7065	ERJ	50	1440	1556	47
DL	00	LAX	RNO	3755	E7W	70	1450	1615	1234567
EV	EV	ONT	RNO	7008	ERJ	50	1500	1628	1.3.5
WN	WN	SJC	RNO	3539	73H	175	1530	1630	6.
DL	00	SLC	RNO	3653	E7W	70	1605	1638	1234567
WN	WN	OAK	RNO	545	73H	175	1625	1720	12345.7
В6	B6	LAX	RNO	942	320	162	1606	1732	145.7
AS	00	PDX	RNO	3334	E75	76	1610	1738	1234567
G4	G4	LAS	RNO	80	319	156	1624	1745	5
WN	WN	LAS	RNO	1809	73W	143	1640	1805	12345.7
WN	WN	LGB	RNO	2105	73W	143	1705	1830	12345.7
WN	WN	PHX	RNO	3489	73H	175	1655	1840	6.
WN	WN	LAS	RNO	3392	73H	175	1730	1850	6.
AS	QX	SEA	RNO	2351	DH4	76	1713	1909	1234567
UA	00	LAX	RNO	5716	E7W	76	1746	1918	12345.7
WN	WN	LAX	RNO	1655	73W	143	1800	1920	12345.7
F9	F9	LAS	RNO	2175	320	180	1758	1921	1
UA	00	LAX	RNO	5716	E7W	76	1750	1922	6.
UA	00	SFO	RNO	5470	CRJ	50	1836	1938	67
UA	00	SFO	RNO	5470	E7W	70	1836	1938	5
UA	00	SFO	RNO	5470	E7W	76	1836	1938	1234
WN	WN	LAS	RNO	1249	73W	143	1900	2020	12345.7
EV	EV	GEG	RNO	7081	ERJ	50	1845	2034	1.3.5
AA	MQ	AUS	RNO	4227	E75	76	1912	2041	1234567
WN	WN	LAS	RNO	1669	73W	143	1920	2045	6.
UA	UA	DEN	RNO	2300	738	166	1926	2047	1234567
DL	00	LAX	RNO	3860	E7W	70	1930	2055	1234567
AA	AA	DFW	RNO	2448	738	172	1928	2057	12345.7
WN	WN	DEN	RNO	3458	73H	175	1955	2115	6.
AA	AA	DEW	RNO	2448	738	172	1947	2116	6.
WN	WN	SAN	RNO	411	73W	143	2000	2130	12345.7
G4	G4	LAS	RNO	80	320	186	2012	2133	7
G4 G4	G4 G4	LAS	RNO	80	319	156	2012	2142	4
AS	AS	SEA	RNO	827	739	178	2015	2200	5
AS	AS	SEA	RNO	827	73J	178	2015	2200	1234.67
AA	AS	PHX	RNO	810	733	172	2013	2222	1234.67
F9	F9	LAS	RNO	2177	738 32N	186	2059	2223	5
B6	F9 B6	JFK	RNO	81	32N 320	162	1927	2244	15.7
B6	B6	JFK	RNO	81	320	162	1927	2244	4
WN	WN	DEN	RNO	1360	73H	175	2150	2305	12345.7
DL	DL	SLC	RNO	2652	73H 739	180	2150	2315	12345.7
								2315	
WN	WN	PHX	RNO	872 983	73H	175	2150 2220	2340	12345.7
WN	WN	LAS	RNO		73W	143			12345.7
UA	00	SFO	RNO	5885	E7W	76	2246	2359	1234567

			Non-S	top [	Depart	ures			
	data5.E.s			May :		THE .	THE PARTY OF THE P		
Marketing Airline	Operating Airline	Origin	Destination	Flight	Aircraft	Seats	Departure Time	Arrival Time	Days of Operation
WN	WN	RNO	PHX	2170	73H	175	0520	0705	12345.7
UA	UA	RNO	DEN	2415	738	166	0530	0843	1234567
WN	WN	RNO	DEN	3995	73H	175	0545	0900	6.
WN	WN	RNO	LAS	2167	73W	143	0545	0700	12345.7
AA	AA	RNO	PHX	813	738	172	0600	0743	1234567
WN	WN	RNO	LAS	1544	73H	175	0600	0720	6.
DL	DL	RNO	SLC	2762	739	180	0605	0833	1234567
AA	MQ	RNO	AUS	3530	E75	76	0615	1141	12345.7
UA	00	RNO	SFO	5998	E7W	76	0620	0745	1234567
AA	AA	RNO	DFW	1361	738	172	0623	1140	1234567
WN	WN	RNO	OAK	1739	73W	143	0635	0735	6.
WN	WN	RNO	DEN	2164	73H	175	0650	1000	12345.7
AS	AS	RNO	SEA	831	73H	159	0700	0903	1
AS	AS	RNO	SEA	831	739	178	0700	0903	6.
AS	AS	RNO	SEA	831	73J	178	0700	0903	.2345.7
EV	EV	RNO	PSP	7031	ERJ	50	0700	0835	15
WN	WN	RNO	SAN	1321	73W	143	0730	0905	12345.7
DL	00	RNO	LAX	4172	E7W	70	0735	0909	1234567
EV	EV	RNO	PSC	7082	ERJ	50	0805	0940	1.3.5
EV	EV	RNO	FAT	7025	ERJ	50	0810	0910	47
WN	WN	RNO	LAS	2466	73W	143	0825	0945	6.
EV	EV	RNO	BFL	7011	ERJ	50	0830	0940	47
WN	WN	RNO	DEN	4188	73H	175	0840	1150	.23
WN	WN	RNO	OAK	2523	73W	143	0910	1015	12345.7
AS	QX	RNO	PDX	2171	DH4	76	0920	1058	1234567
AA	MQ	RNO	AUS	3530	E75	76	0930	1448	6.
WN	WN	RNO	LAS	1998	73W	143	0930	1050	12345.7
WN	WN	RNO	BUR	2071	73W	143	0955	1120	12345.7
WN	WN	RNO	PHX	4887	73W	143	1010	1155	6.
UA	00	RNO	LAX	5548	E7W	76	1019	1205	1234567
WN	WN	RNO	SAN	3018	73W	143	1020	1145	6.
WN	WN	RNO	LAX	709	73H	175	1030	1200	12345.7
AS	QX	RNO	SEA	2144	DH4	76	1035	1243	1234567
UA	00	RNO	SFO	5899	CR7	70	1055	1220	1234567
WN	WN	RNO	DEN	3919	73H	175	1055	1400	6.
WN	WN	RNO	LGB	2172	73H	175	1055	1220	12345.7
WN	WN	RNO	LAS	1665	73H	175	1110	1225	12345.7
AA	AA	RNO	DFW	2722	738	172	1117	1635	6.
AA	AA	RNO	DFW	2722	738	172	1124	1642	12345.7
EV	EV	RNO	EUG	7062	ERJ	50	1140	1305	1.3.5
DL	00	RNO	LAX	3501	E7W	70	1148	1320	1234567
EV	EV	RNO	MFR	7060	ERJ	50	1150	1300	47
WN	WN	RNO	LAS	3383	73W	143	1200	1315	6.
AS	00	RNO	LAX	3444	E75	76	1205	1340	1234567
EV	EV	RNO	RDM	7064	ERJ	50	1225	1351	47
EV	EV	RNO	ONT	7007	ERJ	50	1250	1418	1.3.5
AA UA	AA YV	RNO RNO	PHX IAH	2725 6193	738 E7W	172 76	1252 1300	1433 1838	1234567 1234567

			Non-S	top [	Depart	ures			
				May :	2022	-172			
Marketing Airline	Operating Airline	Origin	Destination	Flight	Aircraft	Seats	Departure Time	Arrival Time	Days of Operation
F9	F9	RNO	LAS	2174	32N	186	1308	1430	6.
WN	WN	RNO	LAS	2486	73H	175	1315	1430	12345.7
WN	WN	RNO	PHX	4823	7M8	175	1315	1500	12345.7
UA	UA	RNO	DEN	2470	320	150	1327	1640	1234567
DL	DL	RNO	SLC	2666	738	160	1330	1558	1234567
F9	F9	RNO	LAS	2176	321	230	1333	1455	4
Y4	Y4	RNO	GDL	999	32N	186	1428	2018	123.5
AA	AA	RNO	DFW	2391	738	172	1430	1954	1234567
WN	WN	RNO	LAX	3504	73H	175	1450	1625	6.
WN	WN	RNO	DEN	1351	73H	175	1515	1825	12345.7
WN	WN	RNO	LAS	1827	73W	143	1515	1635	12345.7
AS	AS	RNO	SEA	475	739	178	1526	1720	.26.
AS	AS	RNO	SEA	475	73J	178	1526	1720	1.345.7
G4	G4	RNO	LAS	81	319	156	1543	1655	1
UA	UA	RNO	DEN	2054	738	166	1547	1902	1234567
WN	WN	RNO	BUR	2534	73W	143	1555	1715	6.
WN	WN	RNO	LGB	2653	73W	143	1605	1735	6.
EV	EV	RNO	GEG	7080	ERJ	50	1610	1804	1.3.5
UA	00	RNO	SFO	5814	E7W	70	1613	1738	12345.7
UA	00	RNO	SFO	5814	CRJ	50	1613	1739	6.
AA	AA	RNO	PHX	1926	319	128	1625	1811	145
AA	AA	RNO	PHX	1926	320	150	1629	1815	7
WN	WN	RNO	SJC	3748	73W	143	1635	1735	6.
DL	00	RNO	LAX	3755	E7W	70 175	1700	1833	1234567
WN	WN OO	RNO	LAS SLC	3539	73H E7W	175 70	1715 1725	1840 1957	6. 1234567
DL WN	WN	RNO RNO	LGB	3653 545	73H	175	1805	1937	1234507
B6	B6	RNO	LAX	943	320	162	1817	1946	145.7
AS	00	RNO	SEA	3490	E75	76	1818	2013	1234567
G4	G4	RNO	LAS	81	319	156	1830	1942	5
WN	WN	RNO	SJC	1809	73W	143	1835	1935	12345.7
WN	WN	RNO	SAN	2106	73W	143	1910	2040	12345.7
WN	WN	RNO	LAS	3490	73W	175	1930	2050	6.
AS	QX	RNO	PDX	2598	DH4	76	1950	2130	1234567
WN	WN	RNO	LAS	1656	73W	143	1950	2100	12345.7
UA	00	RNO	LAX	4658	E7W	76	1959	2145	12345.7
UA	00	RNO	LAX	4658	E7W	76	2004	2150	6.
F9	F9	RNO	LAS	2176	320	180	2006	2130	1
UA	00	RNO	SFO	5380	CRJ	50	2029	2154	67
UA	00	RNO	SFO	5380	E7W	70	2029	2154	5
UA	00	RNO	SFO	5380	E7W	76	2029	2154	1234
WN	WN	RNO	LAX	1250	73W	143	2055	2230	12345.7
WN	WN	RNO	LAS	416	73W	143	2210	2325	12345.7
G4	G4	RNO	LAS	81	320	186	2218	2330	7
G4	G4	RNO	LAS	81	319	156	2227	2339	4
F9	F9	RNO	LAS	2176	32N	186	2308	0030	5
В6	B6	RNO	JFK	80	320	162	2348	0759	145.7

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		-	-	-		_	-		-		_			200		48.8340600	10 miles 200	CALL STREET		A STATE OF THE PARTY OF	ed seats	-	-	_	_	_		_							
									_						ample: 9			May 20		u reiu	cu ocuro							-							_
			Monda					Tuesday	/			W	ednesd	lay			T	hursday				F	Friday				S	aturday	y			S	unday		
	Seats	Arr	Time	Dep	Seats	Seats	Arr	Time	Dep	Seats	Seats	Arr	Time	Dep	Seats	Seats	Arr	Time	Dep 5	Seats	Seats	Arr	Time	Dep	Seats	Seats	Arr	Time	Dep	Seats	Seats	Arr	Time	Dep 5	Seats
	0	0	0000	0	0	0	0	0000	0	0	0	0	0000	0	0	0	0	0000	0	0	0	0	0000	0	0	0	0	0000	0	0	0	0	0000	0	0
	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0		0100	0	0
	0	0	0200	0	0	0	0	0200	0	0	0	0	0200	0	0	0	0	0200	0	0	0	0	0200	0	0	0	0	0200	0	0	0		0200	0	0
	0	0	0300 0400	0	0	0	0	0300 0400	0	0	0	0	0300 0400	0	0	0	0	0300	0	0	0	0	0300	0	0	0	0	0300	0	0	0	0	0300	0	0
	0	0	0500	2	318	0	0	0500	2	318	0	0	0500	2	318	0	0	0400	0	0 318	0	0	0400 0500	0	0 318	0	0	0400 0500	0	0 175	0	0	0400 0500	0 2	0
С	143	1	0600	2	355	143	1	0600	2	355	143	1	0600	2	355	143	1	0600	2	355	143	1	0600	2	355	0	0	0600	3	498	143		0600		318 355
0	0	0	0700	3	263	175	1	0700	2	213	175	1	0700	2	213	0	0	0700		213	0		0700	3	263	143	1	0700	1	70	0		0700		213
n	286	2	0800	1	50	286	2	0800	1	175	286	2	0800	2	225	286	2	0800	2	100	286	2	0800	1	50	0	0	0800	1	143	286		0800		100
C	493	3	0900	3	429	493	3	0900	3	429	493	3	0900	3	429	493	3	0900	3	429	493	3	0900	3	429	461	3	0900	0	0	493		0900		429
0	295	3	1000	2	350	245	2	1000	2	350	245	2	1000	2	350	295	3	1000	2	350	295	3	1000	2	350	213	2	1000	3	461	295	3	1000	2	350
u	50	1	1100	3	295	0	0	1100	2	245	50	1	1100	3	295	50	1	1100	3	295	50	1	1100	3	295	0	0	1100	1	70	50	1	1100	3	295
S	510	3	1200	1	50	510	3	1200	0	0	510	3	1200	1	50	740	4	1200	1	50	510	3	1200	1	50	346	2	1200	1	143	510		1200	1	50
e	0 318	0	1300 1400	3	510	0 318	0	1300	3	510	0	0	1300	3	510	0	0	1300	4	740	0	0	1300	3	510	0	0	1300	2	346	0		1300		510
	50	1	1500	2	0 318	0	0	1400 1500	0	0 318	318 50	2	1400 1500	0	0 318	368 50	3	1400 1500	2	0 318	318 50	2	1400	0	0	175	1	1400	1	175	368		1400	0	0
В	190	3	1600	1	50	140	2	1600	0	0	190	3	1600	1	50	140	1 2	1600	0	310	190		1500 1600	2	318 50	429 315	3	1500 1600	1 2	143 286	50 140	1	1500 1600	2	318
1	337	2	1700	2	140	175	1	1700	2	140	175	1	1700	2	140	337	2	1700	2	140	337	2	1700	2	140	0	0	1700	3	315	337	2	1700		140
	286	2	1800	3	480	286	2	1800	2	318	286	2	1800	2	318	286	2	1800	3	480	286	2	1800	3	480	350	2	1800	0	0	286	2	1800		480
	323	2	1900	2	286	143	1	1900	2	286	143	1	1900	2	286	143	1	1900	2	286	143	1	1900	2	286	0	0	1900	1	175	143		1900		286
	263	3	2000	2	323	213	2	2000	1	143	263	3	2000	1	143	213	2	2000	1	143	263	3	2000	1	143	213	2	2000	0	0	213	2	2000	1	143
	143	1	2100	0	0	143	1	2100	0	0	143	1	2100	0	0	143	1	2100	0	0	143		2100	0	0	175	1	2100	0	0	143	1	2100	0	0
	162	1	2200	1	143	0	0	2200	1	143	0	0	2200	1	143	162	1	2200		143	348		2200	1	143	0	0	2200	0	0	162		2200		143
	673 4,522	34	2300	34	4,522	673 3,943	27	2300	27	3,943	673 4,143	31	2300	31	4,143	673 4,522	33	2300		162	673 4,528	34	2300	34	348 4,528	3,000	21	2300	21	3,000	673 4,292	32	2300		162 4,292
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1	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0	0	0100	0	0	0		0100	0	0
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	0	0	0400	0	öl	0	0	0400	0	0	0	0	0400	0	0	0	0	0300	0	0	0	0	0300	0	0	0	0	0300	0	0	0		0300 0400	0	0
	0	0	0500	1	166	0	0	0500	1	166	0	0	0500	1	166	0	0	0500	1	166	o	0	0500	1	166	0	0	0500	1	166	0		0500		166
C	0	0	0600	4	496	0	0	0600	4	496	0	0	0600	4	496	0	0	0600	4	496	0	0	0600	4	496	0	0	0600	3	420	0	0	0600	4	496
o n	0	0	0700	1	159	0	0	0700	1	178	0	0	0700	1	178	0	0	0700		178	0	0	0700	1	178	0	0	0700	1	178	0		0700		178
C	76 152	1 2	0800	0	0 76	76 152	1 2	0800	0	0 76	76 152	1 2	0800 0900	0	0 76	76 152	1 2	0800	0	0 76	76 152	1 2	0800	0	0 76	76 152	1 2	0800	0	0 152	76 152	1 2	0800	0	0 76
0	242	2	1000	3	222	242	2	1000	3	222	242	2	1000	3	222	242	2	1000		222	242	2	1000	3	222	242	2	1000	3	222	242	2	1000		222
u	76	1	1100	1	172	76	1	1100	1	172	76	1	1100	1	172	76	1	1100		172	76		1100	1	172	76	1	1100	1	172	76		1100		172
r	584	4	1200	2	248	584	4	1200	2	248	584	4	1200	2	248	398	3	1200		248	584		1200	2	248	398	3	1200	2	248	398		1200		248
e	172 500	1	1300 1400	2	226 358	172 344	1 2	1300 1400	2	226 358	172	1	1300	2	226 358	172	1	1300		226	172		1300	2	226	172	1	1300	2	226	172	1	1300		226
	198	2	1500	3	500	70	1	1500	2	358	344 70	2	1400 1500	2	358	344 198	2	1400 1500		172 344	344 198		1400 1500	2	358 344	344 50	2	1400 1500	1 2	172 344	344 220	2	1400 1500		172 344
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	76	1	1700	0	0	76	1	1700	0	0	76	1	1700	0	0	76	1	1700	0	0	232	2	1700	0	0	76	1	1700	0	0	76	1	1700	0	0
	0	0	1800	1	76	0	0	1800	1	76	0	0	1800	1	76	0	0	1800	1	76	0	0	1800	2	232	0	0	1800	1	76	0			1	76
	228 414	3	1900 2000	2	152 76	228 414	3	1900 2000	2	152 76	228 414	3	1900 2000	2	152 76	228	3	1900	2	152	222		1900	2	152	202	3	1900	1	76	202		1900		152
	0	0	2100	0	0	0	0	2100	0	0	0	0	2100	0	0	414 156	3	2000 2100	0	76	414 0		2000 2100	1	70 0	242 172	2	2000 2100	0	126	414 186		2000 2100	0	50
	350	2	2200	0	0	350	2	2200	0	0	350	2	2200	0	0	350	2	2200		156	350		2200	0	0	350	2	2200	0	0	350				186
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	76 3,144	1 26	2300	26	3,125	76 2,860	1	2300	24	2,860	76 2,860	24	2300	24	2,860	76 2,958	25	2300	25 2	0	76	26	2300	26	0 3,138	76 2,628	23	2300	23	0 2,628	76	25	2300	0	2,984

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		3 248	140	2	1600	1	70	190	3	1600	2	120	140	2	1600	,	198	190	3	1600	3	248	315	3	1600	3	336	140	2	1600	2	
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5 2 1800	1800 4	4 556	286	2	1800	3	394	286	2	1800	3	394	286	2	1800	4	556	286	2	1800	5	712	350	2	1800	1	76	286	2	1800	4	
1 5 1900	1900 4	4 438	371	4	1900	4	438	371	4	1900	4	438	371	4	1900	4	438	365	4	1900	4	438	202	3	1900	2	251	345	4	1900	4	
7 6 2000	2000 3	3 399	627	5	2000	2	219	677	6	2000	2	219	627	5	2000	2	219	677	6	2000	2	213	455	4	2000	2	126	627	5	2000	2	
3 1 2100		0 0	143	1	2100	0	0	143	1	2100	0	0	299	2	2100	0	0	143	1	2100	0	0	347	2	2100	0	0	329	2	2100	0	
2 3 2200	2200 1	1 143	350	2	2200	1	143	350	2	2200	1	143	512	3	2200	2	299	698	4	2200	1	143	350	2	2200	0	0	512	3	2200	2	
5 2300		1 162	749	5	2300	0	0	749	5	2300	0	0	749	5	2300	1	162	749		2300	2	348	256	2	2300	0	0	749	5	2300	1	



## North Lake Tahoe Visitor Information Center Visitor Report: April 2022

#### **VISITORS SERVED:**

Mar 2022 Apr 2021 Apr 2022

Total TC & KB Walk-ins 1,990 Total TC & KB Walk-ins 2,030 Total TC&KB Walk-ins: 2,377 Total Phone Calls: 179 Total Phone Calls: 171 Total Phone Calls: 166

Total 2,169 2,201 2,543

#### **REFERRALS GIVEN TO VISITORS:**

Restaurants	Lodging	Historic / Museum	Events
280	33	115	39
Tours	Surrounding Towns (SLT / Truckee)	Retail	Transportation
17	24	97	18
Services – Road Conditions etc	Activities Mountain / Trails	Activities / Lake	Maps / Directions
618	386	251	782

#### **TOTAL 2660 = 89 referrals per day**

#### **APRIL Highlights**

- YTD the Visitor Information Center (VIC) has served 17% more walk-in and call-in visitors than during last year.
- YTD the Visitor Center is up almost 7% compared to last year. Our sales suffered from smoke, fires and Holiday blizzard
- Most of the calls we answered were about ski conditions and road conditions.
- Exhibiting new local artist Kirsten Hagen.
- Continue to participate as the fulfillment center for the Plates for Powder Program.
- Continued servicing our local businesses by being a distribution center for 3 ply masks, sanitizer, funnels, pumps, signs and floor decals however very few takers.
- Participated with a booth at Palisades' Earth Day Talked with 180 people about how locals and visitors can get involved in Tahoe Stewardship
- Booked the conference room for a local business meeting meeting
- Booked the conference room for a local business meeting
- Advertised several local restaurant Easter Brunches (River Ranch, Garwoods, etc)

### **North Lake Tahoe Marketing Cooperative**

# Preliminary Financial Statements for the Period Ending

April 30, 2022

9:31 AM 05/20/22 **Accrual Basis** 

### North Lake Tahoe Marketing Cooperative Balance Sheet As of April 30, 2022

	Apr 30, 22	Apr 30, 21	\$ Change	% Change
ASSETS Current Assets Checking/Savings				
1000-00 · Cash	405,994	686,705	(280,711)	(41)%
Total Checking/Savings	405,994	686,705	(280,711)	(41)%
Accounts Receivable 1200-00 · Accounts Receivable	167,103	2,490	164,613	6,611%
1200-00 · Accounts Receivable	107,103	2,490		
Total Accounts Receivable	167,103	2,490	164,613	6,611%
Other Current Assets 1200-99 · Accounts Receivable - Other 1350-00 · Security Deposits	61 100	0 100	61 0	100% 0%
Total Other Current Assets	161	100	61	61%
Total Current Assets	573,257	689,295	(116,038)	(17)%
Other Assets 1400-00 · Prepaid Expenses	46,032	66,637	(20,605)	(31)%
Total Other Assets	46,032	66,637	(20,605)	(31)%
TOTAL ASSETS	619,289	755,932	(136,643)	(18)%
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2000-00 - Accounts Payable	189,899	340,696	(150,797)	(44)%
Total Accounts Payable	189,899	340,696	(150,797)	(44)%
Total Current Liabilities	189,899	340,696	(150,797)	(44)%
Total Liabilities	189,899	340,696	(150,797)	(44)%
Equity 32000 · Unrestricted Net Assets Net Income	192,669 236,721	486,983 (71,748)	(294,315) 308,469	(60)% 430%
Total Equity	429,389	415,235	14,154	3%
TOTAL LIABILITIES & EQUITY	619,289	755,932	(136,643)	(18)%

9:31 AM 05/20/22

### North Lake Tahoe Marketing Cooperative A/R Aging Summary As of April 30, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Augustine Ideas*	0.00	0.00	0.00	0.00	999.00	999.00
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
IVCBVB	0.00	0.00	1,333.00	0.00	0.00	1,333.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	159,218.22	0.00	0.00	0.00	159,218.22
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Sierra Ski Marketing Council	0.00	0.00	0.00	0.00	0.00	0.00
The Resort at Squaw Creek	0.00	0.00	0.00	0.00	0.00	0.00
The Resort of Squaw Creek	0.00	0.00	0.00	0.00	1,276.17	1,276.17
The Village of Palisades	0.00	0.00	0.00	0.00	1,276.17	1,276.17
Truckee North Tahoe Trans Mgmt Assoc	0.00	0.00	0.00	3,000.00	0.00	3,000.00
OTAL	0.00	159,218.22	1,333.00	3,000.00	3,551.34	167,102.56

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### North Lake Tahoe Marketing Cooperative A/P Aging Summary As of April 30, 2022

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Amber Burke	30.19	0.00	0.00	0.00	0.00	30.19
<b>IVCB Visitors Bureau</b>	7,533.04	5,169.76	0.00	0.00	0.00	12,702.80
MAHK Advertising	176,533.15	0.00	0.00	0.00	0.00	176,533.15
NLTRA	633.02	0.00	0.00	0.00	0.00	633.02
TOTAL	184,729.40	5,169.76	0.00	0.00	0.00	189,899.16

### North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

April 2022

Acciual Basis		April 2022					
	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Income 4000-00 · LTIVCBVB Funding	57,666	57,666	0	576,662	576,660	2	692,000
4001-00 · NLTRA Funding	159,218	112,934	46,284	984,212	984,212	0	1,100,000
4004-00 · IVCBVB Entertainment	2,000	2,000	0	8,000	8,000	0	8,000
Total Income	218,884	172,600	46,284	1,568,874	1,568,872	2	1,800,000
Gross Profit	218,884	172,600	46,284	1,568,874	1,568,872	2	1,800,000
Expense				4	.,,		.,,
500-00 · CONSUMER MARKETING 5002-00 · Consumer Print 5002-01 · Native Display 5004-00 · Trip Advisor 5005-00 · Paid Social 5005-01 · Digital Display / Retargeting 5007-00 · Creative Production 5007-01 · Creative Production	0 4,500 9,900 30,760 35,530	5,000 10,000 19,850 10,500 37,500	(500) (100) 10,910 25,030 (37,500)	10,125 38,333 43,657 96,672 100,032	58,000 45,000 118,510 68,750	(19,667) (1,343) (21,838) 31,282 (89,941)	70,000 50,000 132,960 79,000
5007-02 · Website Production 5007-03 · Photo/Video Creative	0 2,462	2,372	90	1,876 31,650	0 23,725	1,876 7,925	0 28,469
5007-03 · Photo/video Creative 5007-00 · Creative Production - Other	128	0	128	1,148	23,725	1,148	20,409
Total 5007-00 · Creative Production	2,589	39,872	(37,283)	94,732	173,725	(78,993)	178,469
5010-00 · Account Strategy & Management 5016 · Video Streaming 5017-00 · Rich Media 5018-00 · Media Commission	7,000 63,613 0 18,753	7,000 25,000 10,510	0 38,613 8,243	70,000 154,840 600 58,090	70,000 100,000 0 62,535	0 54,840 600 (4,445)	84,000 105,000 0 71,166
5018-01 · Digital Ad Serving	240	1,000	(760)	848	5,300	(4,452)	6,000
5020-00 · Search Engine Marketing 5022-00 · Email	8,230 3,500	9,000 0	(770) 3,500	45,437 18,499	47,000 15,000	(1,563) 3,499	54,000 20,000
5024-00 · Fusion 7 5025-00 · Expedia	0 0	2,000 0	(2,000) 0	5,000 0	20,000 15,000	(15,000) (15,000)	24,000 15,000
5029-00 · Television	0	0	0	0	7,000	(7,000)	14,000
Total 5000-00 · CONSUMER MARKETING	184,615	139,732	44,883	736,865	805,820	(68,955)	903,595
5110-00 · LEISURE SALES 5107-00 · Creative Production 5111-00 · FAMs - Domestic 5112-00 · Training / Sales Calls 5113-00 · Additional Opportunities 5115-00 · Travel Agent Incentive Program	0 663 0 848 0	0 0 0 3,050 0	0 663 0 (2,202)	0 1,513 3,568 1,033 0	1,500 1,500 5,000 9,050 4,750	(1,500) 13 (1,432) (8,017) (4,750)	2,000 1,500 5,000 9,050 4,750
5131-00 · FAMS -Intl - Travel Trade 5133-00 · Ski-Tops	0	0	0	0	2,250 4,000	(2,250) (4,000)	2,250 4,000
5134-00 · Intl Marketing - Additional Opp	0	4,000	(4,000)	0	4,000	(4,000)	4,000
5137-00 · Co-op Opportunities 5143-00 · Mountain Travel Symposium	0 687	0 1,500	0 (813)	0 4,751	6,000 6,000	(6,000) (1,249)	6,000 6,000
5144-00 · IPW - POW WOW 5145-00 · TIA Annual Dues	8,430 219	11,000 0	(2,570) 219	12,764 875	16,000 2,700	(3,236) (1,825)	16,000 2,700
5155-00 ⋅ California Star Program 5157-00 ⋅ International Efforts	0 2,500	0	0 2,500	2,400 2,500	3,000 10,000	(600) (7,500)	3,000 15,000
Total 5110-00 · LEISURE SALES	13,346	19,550	(6,204)	29,403	75,750	(46,347)	81,250
5200-00 · PUBLIC RELATIONS	10,040	10,000	(0,204)	25,400	70,700	(40,047)	01,200
5200-01 · Strategy, Reporting, Mgmt, Etc. 5202-00 · PR Program/ Content Dev - Blogs 5204-00 · Media Mission(s) 5206-00 · Digital Buy/ Social Media Boost	6,000 1,936 0 800	5,000 750 0 800	1,000 1,186 0 0	48,000 7,064 5,110 8,000	45,000 9,750 24,000 8,000	3,000 (2,686) (18,890) 0	55,000 12,000 24,000 9,600
5207-00 · Content Campaigns/Tools-My Emma 5208-00 · International Travel Media FAMS	265 0	240 0	25 0	2,475 0	2,400 3,000	75 (3,000)	2,880 3,000
5209-00 · Domestic Travel Media FAMS 5210-00 · Content Dev - Newsletters	0 1,350	3,100 1,800	(3,100) (450)	11,712 10,200	15,500 18,000	(3,788) (7,800)	18,600 21,600
5211-00 · Social Media Strategy & Mgmt	6,000	6,000	0	59,000	59,000	Ó	71,000
5212-00 · Social Giveaways & Contests 5214-00 · Social Takeover	0 0	0 2,500	0 (2,500)	900 107	5,400 10,000	(4,500) (9,893)	7,200 10,000
5216-00 · PR Content Development + Distri 5221-00 · Photography & Video Asset Dev	360 0	0 0	360 0	1,680 5,750	4,500 6,000	(2,820) (250)	6,000 8,000
5222-00 · Media Tracking / Membership 5280-00 · PR Meals / Entertainment	883 0	294 0	589 0	3,543 203	2,940 1,250	603 (1,047)	3,530 1,500
Total 5200-00 · PUBLIC RELATIONS 6000-00 · CONFERENCE SALES	17,594	20,484	(2,890)	163,744	214,740	(50,996)	253,910
6005-00 · Paid Media	1,339	2,512	(1,173)	15,792	19,090	(3,298)	24,114
6006-00 · CVENT 6007-00 · Creative Production 6014-00 · MCC Group Incentive Program 6015-00 · MCC National Memberships	712 0 0 0	916 0 1,000 0	(204) 0 (1,000) 0	7,157 14,973 0 0	9,134 10,000 6,000 0	(1,977) 4,973 (6,000) 0	10,967 10,000 7,000 779
6016-00 · MCC Search Engine Marketing 6018-00 · MCC Media Commission	85 162	459	(298)	171 5,073	0 3,672	171 1,401	0 4,590
6018-01 ⋅ MCC Digital Ad Serving 6019-00 ⋅ Conference Direct Partnership	7 583	41 0	(34) 583	47 4,667	418 7,000	(371) (2,333)	500 7,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	583	5,833	7,000	(1,167)	7,000
6152-00 · Client Events / Opportunities 6153-00 · Chicago Sales Rep Support	5,883 125	625	5,883 (500)	15,816 1,795	4,000 1,875	11,816 (80)	17,000 2,500

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance April 2022

	Apr 22	Budget	\$ Over Budget	Jul '21 - Apr 22	YTD Budget	\$ Over Budget	Annual Budget
Total 6000-00 · CONFERENCE SALES	9,479	5,553	3,926	71,324	68,189	3,135	91,450
6100-00 · TRADE SHOWS							
6111-00 · Site Inspections	0	0	0	461	4,500	(4,039)	6,000
6116-00 · CalSAE Seasonal Spectacular	0	0	0	2,224	5,000	(2,776)	5,000
6120-01 · Sac River Cats Client Event	0			500	0	500	0
6127-00 · CalSAE Annual	0	0	0	0	0	0	1,500
6143-00 · Connect Marketplace	0	0	0	7,500	6,000	1,500	6,000
6151-00 · Destination CA	Ō			493	0	493	0
6154-00 · HelmsBriscoe ABC	0	2,500	(2,500)	227	2,500	(2,273)	5,500
6155-00 · Connect Trade Shows	0	-,	(-,)	991	-1	(-,)	-,
6156-00 · Connect California	0	0	0	0	5,500	(5,500)	5,500
6156-02 · Connect Chicago	0	0	ő	0	4,700	(4,700)	4,700
6156-05 · Connect Northwest	Ö	0	Õ	0	5,500	(5,500)	5,500
6160-00 · AllThingsMeetings Silcon Valley	Ö	Ö	Ö	0	1,500	(1,500)	1,500
6160-01 · AllThingsMeetings East Bay	Ö	Ö	Ö	0	1,500	(1,500)	1,500
6165-00 · Bay Area Client Appreciation	0	Ö	0	0	0	(1,000)	4,500
6166-00 · Sports Commission	0	0	0	0	420	(420)	420
6168-00 · Sacramento/Roseville TopGolf	0	0	0	0	0	(420)	2,500
6171-00 · Outdoor Retailer	0	ő	0	0	1,500	(1,500)	1,500
6180-00 · Conference Direct CA	0	U	Ů.	1,167	0,500	1,167	0
6182-00 · Destination Celebration	0	0	0	1,116	2,275	(1,159)	2,275
					<del></del>	<del></del>	
Total 6100-00 · TRADE SHOWS	U	2,500	(2,500)	14,678	40,895	(26,217)	53,895
7000-00 · COMMITTED & ADMIN EXPENSES							
5008-00 · Cooperative Programs	0	3,000	(3,000)	(3,000)	24,000	(27,000)	30,000
5009-00 · Fulfillment / Mail	318	200	118	2,378	2,000	378	2,400
5021-00 · RASC-Reno Air Service Corp	0	0	0	75,000	75,000	0	100,000
5123-00 · HSVC - High Sierra Visitors	167	0	167	1,667	0	1,667	2,000
5124-00 · Reno Tahoe Territory Membership	0	0	0	0	1,000	(1,000)	1,000
7001-00 · Miscellaneous	12			849	0	849	0
7002-00 · CRM Subscription	0	885	(885)	7,167	8,850	(1,683)	10,620
7003-00 · IVCBVB Entertainment Fund	62	0	62	455	6,000	(5,545)	8,000
7004-00 · Research	2,705	2,750	(45)	30,508	27,500	3,008	83,000
7005-00 · Film Festival	0			15,000	15,000	0	15,000
7006-00 · Special Events	0	0	0	70	0	70	20,000
7007-00 · Destimetrics / DMX	7,109	0	7,109	28,435	25,014	3,421	33,352
7008-00 · Opportunistic Funds	0			3,000	25,000	(22,000)	25,000
7009-00 · Tahoe Cam Usage	0	177	(177)	2,124	1,770	354	2,124
7010-00 · Photo Management & Storage	861	875	(14)	6,448	6,500	(53)	7,757
7020-00 · Collateral Production / Printin	0			724	0	724	0
8700-00 · Automobile Expense*	30			736	0	736	0
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0			188			
Total 7000-00 · COMMITTED & ADMIN EXPENSES	11,263	7,887	3,376	171,747	217,634	(45,887)	340,253
8000-00 · WEBSITE CONTENT & MAINTENANCE							
8002-00 · Content Manager Contractor	4,250	4,250	0	42,500	42,500	0	51,000
8003-00 · Website Hosting Maintenance	5	534	(529)	1,892	2,161	(269)	2,161
8004-00 · Website Strategy & Maintenance	7,500	7,500	0	75,000	75,000	0	90,000
8005-00 · Website SEO Strategy/Maint	2,500	2,500	0	25,000	25,000	0	30,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	14,255	14,784	(529)	144,392	144,661	(269)	173,161
Total Expense	250,552	210,490	40,062	1,332,153	1,567,689	(235,536)	1,897,514
ncome	(31,668)	(37,890)	6,222	236,721	1,183	235,538	(97,514)



# Aging by Revenue Item As of 4/30/2022

Invoice ID Invoice Date Due Date	Not Yet Due	<u>0-30</u>	<u>31-60</u>	<u>61-90</u>	<u>91-120</u>	<u>120+</u>	<u>Total</u>
Account: 1201-01 Member AR Memb	ership Dues (Mem	ber Accounts Re	eceivable:Memb	er AR - Member I	Dues)		
11-20 Employees Membership Dues	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$345.00	\$345.00
1-5 Employees Membership Dues	\$3,245.00	\$0.00	\$295.00	\$2,350.00	\$885.00	\$7,315.00	\$14,090.00
21-50 Employees Membership Dues	\$540.00	\$540.00	\$0.00	\$1,620.00	\$0.00	\$0.00	\$2,700.00
50-100 Employees Membership Dues	\$750.00	\$750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,500.00
6-10 Employees Membership Dues	\$0.00	\$0.00	\$0.00	\$3,900.00	\$325.00	\$1,280.00	\$5,505.00
Associate Member Membership Dues	\$100.00	\$100.00	\$50.00	\$0.00	\$50.00	\$150.00	\$450.00
Eblast Totals	\$0.00	\$170.00	\$0.00	\$0.00	\$0.00	\$0.00	\$170.00
Financial Institutions Membership	\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	\$0.00	\$700.00
Non-Profit Membership Dues Totals	\$510.00	\$510.00	\$340.00	\$1,360.00	\$170.00	\$1,530.00	\$4,420.00
<b>PUD Membership Dues Totals</b>	\$0.00	\$0.00	\$0.00	\$415.00	\$0.00	\$0.00	\$415.00
Ski Resorts Membership Dues Totals	\$0.00	\$0.00	\$0.00	\$3,625.00	\$0.00	\$0.00	\$3,625.00
1201-01 Member AR Membership Dues	\$5,145.00	\$2,070.00	\$685.00	\$13,970.00	\$1,430.00	\$10,620.00	\$33,920.00
Account: 1201-03 Member Accounts	Receivable - Othe	er (Member Acco	unts Receivable	:Member AR - Ot	<u>her)</u>		
Eblast Totals	<b>:</b> \$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$150.00
1201-03 Member Accounts Receivable	• \$0.00	\$150.00	\$0.00	\$0.00	\$0.00	\$0.00	\$150.00
GRAND TOTALS	\$5,145.00	\$2,220.00	\$685.00	\$13,970.00	\$1,430.00	\$10,620.00	\$34,070.00

#### KEY METRICS FOR April 30, 2022 FINANCIAL STATEMENTS

Total District 5 Eas	stern Slope TOT	Collections by	Quarter 2013 - 2	022 (as reported	thru I	Mar 2022)
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)		Total
2013 - 2014	4,401,773	2,048,674	3,497,093	1,639,259	\$	11,586,799
2014 - 2015	4,560,065	2,415,022	3,428,514	1,742,210	\$	12,145,811
2015 - 2016	4,729,061	3,755,563	5,332,084	2,201,370	\$	16,018,078
2016 - 2017	5,335,081	3,217,765	5,991,509	3,175,348	\$	17,719,703
2017 - 2018	6,083,237	3,298,036	5,504,277	3,020,130	\$	17,905,680
2018 - 2019	6,876,440	3,904,575	6,856,707	3,399,734	\$	21,037,456
2019 - 2020	7,028,821	3,980,215	5,806,012	1,085,367	\$	17,900,415
2020 - 2021	7,366,171	3,326,055	6,224,822	4,997,463	\$	21,914,511
2021 - 2022	7,811,022	5,310,674	2,693,809	-	\$	15,815,505

	Total NI	Total NLTTBID Revenues by Quarter 2021 - 2026 (as reported thru Mar 2022)										
Γ	Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)		Total					
Γ	2021 - 2022	1,345,372	1,190,633	1,301,676		\$	3,837,681					
1	2022 - 2023					\$	-					
1	2023 - 2024					\$	-					
1	2024 - 2025					\$	-					
L	2025 - 2026					\$	-					

Visitor Informa	ation Comparati	ve Statistics Fo	r FYTD 2018/19	- 2021/22 (thru	April 2022)
Referrals -	2018-19	2019-20	2020-21	2021-22	YOY % Change
Tahoe City:					
Walk In	33578	36049	21665	25574	18.04%
Phone	2354	2455	2243	2218	-1.11%
Email	338	373	432	488	12.96%
Kings Beach (Walk In)	4439	8322	5408	3998	-26.07%
NLT - Event Traffic	3491	3243	749	1784	138.18%
Total	44,200	50,442	30,497	34,062	11.69%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe ( 6 mth lag)										
Quarter	2018		2018 2019 2020		2021		YOY % Change			
First (Jan - Mar)	\$	762,370	\$	875,360	\$	767,831	\$	661,434	-13.86%	
Second (Apr - June)	\$	627,831	\$	674,366	\$	417,576	\$	-		
Third (Jul - Sept)	\$	1,018,271	\$	1,058,279	\$	922,133	\$	-		
Fourth (Oct - Dec)	\$	671,770	\$	770,185	\$	616,050	\$	-		
Total	\$	3,080,242	\$	3,378,190	\$	2,723,590	\$	661,434		

Destimetrics Reservations Activity	2	2021/22	2020/21		YOY % Change
Occupancy		44.1%		42.1%	4.75%
ADR (Average Daily Rate)	\$	292	\$	285	2.46%
RevPAR (Rev per Available Room)	\$	129	\$	120	7.50%
Occupancy 1 Mth Forecast		36.4%		24.3%	49.79%
ADR 1 Mth Forecast	\$	308	\$	294	4.76%
RevPAR 1 Mth Forecast	\$	112	\$	71	57.75%
Occupancy (prior 6 months)		52.3%		38.9%	34.45%
ADR (prior 6 months)	\$	456	\$	375	21.60%
RevPAR (prior 6 months)	\$	238	\$	146	63.01%
Occupancy (next 6 months)		33.9%		34.1%	-0.59%
ADR (next 6 months)	\$	438	\$	424	3.30%
RevPAR (next 6 months)	\$	149	\$	145	2.76%

Unemployment Rates - EDD	Mar 2022			
California (pop. 38,332,521)	5.3%			
Placer County (367,309)	2.8%			
Dollar Point (1,215)	0.0%			
Kings Beach (3,893)	1.0%			
Sunnyside/Tahoe City (1,557)	0.0%			
Tahoe Vista (1,433)	0.0%			

June 2017	424			
June 2018	378			
June 2019	371			
June 2020	362			
June 2021	366			

Conference Revenue Statistics Comparison FYTD 20/21 vs. FYTD 21/22 at 4/30/2022										
			2020-21		2020-21		2021-22		YOY %	
FORWARD LOOKING			Actuals		Forecasted		Forecasted		Change	
Total Revenue Booked			\$	257,997	\$	417,602	\$	1,962,035	369.83%	
Commission for this Revenue			\$	-			\$	-		
Number of Room Nights				1,287		1,773		9,228	420.47%	
Number of Bookings				8		10		28	180.00%	
Conference Revenue And Percentage by County:										
l	20-21	21-22								
Placer	100%		\$	257,997	\$	348,025	\$	1,359,251	290.56%	
Washoe	0%			\$0	\$	69,577	\$	602,784		
South Lake	0%			\$0	\$	=				
Nevada County	0%	0%								
Total Conference Revenue	100%	100%	\$	257,997	\$	417,602	\$	1,962,035	78.72%	
CURRENT										
NLT - Annual Revenue Goal			ď.		\$	2,500,000	\$	2,500,000	0.00%	