

KEY METRICS FOR Nov 30, 2022 FINANCIAL STATEMENTS

Total District 5 Eastern Slope TOT Collections by Quarter 2013 - 2022 (as reported thru Sept 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
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	7,079,616	4,106,174	7,023,512	3,626,622	\$ 21,835,924
2019 - 2020	7,277,133	4,177,036	6,020,243	1,227,428	\$ 18,701,840
2020 - 2021	7,612,563	3,517,962	6,406,055	5,276,798	\$ 22,813,378
2021 - 2022	8,246,516	5,702,210	9,628,860	12,590,023	\$ 36,167,609
2022 - 2023	14,937,494				\$ 14,937,494

Total NLTTBID Revenues by Quarter 2021 - 2026 (as reported thru Mar 2022)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2021 - 2022	1,348,605	1,224,413	2,312,733	1,233,271	\$ 6,119,022
2022 - 2023	2,036,225				\$ 2,036,225
2023 - 2024					\$ -
2024 - 2025					\$ -
2025 - 2026					\$ -

Visitor Information Comparative Statistics For FYTD 2018/19 - 2021/22 (thru Nov 2022)					
Referrals -	2019-20	2020-21	2021-22	2022-23	YOY % Change
Tahoe City:					
Walk In	29977	16221	16943	23057	36.09%
Phone	1385	1424	1429	1054	-26.24%
Email	212	213	272	281	3.31%
Kings Beach (Walk In)	8322	5408	3998	4161	4.08%
NLT - Event Traffic	2893	749	1604	871	-45.70%
Total	42,789	24,015	24,246	29,424	21.36%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	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	2022/23	2021/22	YOY % Change
Occupancy	35.6%	28.3%	25.80%
ADR (Average Daily Rate)	\$ 257	\$ 257	0.00%
RevPAR (Rev per Available Room)	\$ 91	\$ 73	24.66%
Occupancy 1 Mth Forecast	40.9%	47.2%	-13.35%
ADR 1 Mth Forecast	\$ 499	\$ 487	2.46%
RevPAR 1 Mth Forecast	\$ 204	\$ 230	-11.20%
Occupancy (prior 6 months)	53.0%	46.3%	14.47%
ADR (prior 6 months)	\$ 435	\$ 437	-0.46%
RevPAR (prior 6 months)	\$ 231	\$ 202	15.20%
Occupancy (next 6 months)	25.7%	26.5%	-3.02%
ADR (next 6 months)	\$ 421	\$ 394	6.85%
RevPAR (next 6 months)	\$ 108	\$ 105	2.86%

Unemployment Rates - EDD	Nov 2022
California (pop. 38,332,521)	4.1%
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%

Total Chamber Membership	
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 11/30/2022						
	2021-22	2021-22	2022-23	YOY %		
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change		
Total Revenue Booked	\$ 1,942,031	\$ 1,759,314	\$ 1,300,946	-26.05%		
Commission for this Revenue	\$ -		\$ -			
Number of Room Nights	9,088	8,216	5,861	-28.66%		
Number of Bookings	29	24	24	0.00%		
Conference Revenue And Percentage by County:						
	20-21	21-22				
Placer	100%	\$ 1,518,371	\$ 1,207,882	\$ 1,158,768	-4.07%	
Washoe	0%	\$ 423,660	\$ 551,432	\$ 142,178		
South Lake	0%	\$ 0	\$ -			
Nevada County	0%	0%				
Total Conference Revenue	100%	100%	\$ 1,942,031	\$ 1,759,314	\$ 1,300,946	-35.23%
CURRENT						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%	