



May 2, 2013

Board of Directors  
Reno-Sparks Convention and Visitors Authority  
4001 South Virginia, Suite G  
Reno, Nevada 89502

Dear Board Members:

Enclosed please find the Annual Forecast and Capital Budget of the Reno-Sparks Convention and Visitors Authority for the fiscal year ending June 30, 2014.

The following presentation of the Annual Forecast and Capital Budget outlines the revenue and expense assumptions for the upcoming fiscal year. The budgeted non-routine expenses anticipated to occur during the fiscal year are also detailed and attached to the budget presentation.

### **Fiscal 2013–2014 Annual Forecast and Capital Budget**

#### **Revenue Assumptions:**

- **Room Tax Collections:** The budget reflects an increase of \$1,401,322 (0.6%) in taxable room revenues from FY 12-13 outlook. The budget reflects the USBC – Women’s and Open tournaments for the second consecutive year, while Safari Club International will not occur in January 2014. Overall occupancy levels are projected at 61.3% while cash occupancy percentage is projected at 38.3%. Total room tax collections are projected to increase \$164,700 (0.8%).
- **Reno-Sparks Convention Center:** Total revenues are projected to decrease by \$303,098 (12.0%). Rebates/subsidies from events are expected to increase substantially from outlook, while all other ancillary revenue streams are expected to decrease.
- **National Bowling Stadium:** Revenues are projected to increase \$84,529 (4.1%). The Stadium will again host the USBC Open tournament (11,000 teams estimated) in FY 13-14.
- **Reno Events Center:** Revenues are projected to increase \$264,478 (24.1%). Revenue from the Reno Events Center is based primarily on “drop-in” business (concerts/public shows) normally booked within 90 -120 days from occurrence.
- **Reno-Sparks Livestock Events Center:** Revenues are projected to increase \$47,490 (4.2%), as a result of event schedule.
- **Wildcreek Golf Course:** Revenues are projected to increase \$1,320 (0.1%) as a result of 587 (1.0%) additional rounds.

- **General and Administrative:** Revenues are projected to increase \$4,302 (0.7%) due to anticipated increases in room tax collections which result in increased collection fees charged to other jurisdictions.
- **Sales & Marketing:** Revenues are projected to increase \$37,784 (22.4%) due to additional partners' participation in industry events.
- **Investment Interest:** Revenues are expected to decrease \$2,240,519 (99.9%) as a result of additional one-time amounts realized in the current year related to the termination of the Authority's Guaranteed Investment contract.
- **Insurance Contribution:** Revenues are expected to decrease \$22,766 (1.4%). In governmental accounting, employee group insurance withholdings along with RSCVA contributions are recorded as revenues to the insurance fund.

### **Expense Assumptions:**

- **Payroll and Related:** Projected to increase \$83,691 (0.8%) for FY 13-14. The budget includes a 2% merit pool and an increase in the PERS contribution rate of two percent. The budget also includes bonuses in Convention Sales (\$40,000) and in the Executive Office (\$80,000). Full-time positions remain at the current level of 100, while additional part-time and contract labor is included to meet show demands.
- **Supplies and Services:** Projected to decrease \$366,220 (5.7%) primarily as a result of expenses related to Safari Club (\$295,000 tents/fuel) at the Convention Center and decreased office rent.
- **Travel and Entertainment:** Projected to increase \$61,140 (15.6%), primarily in Convention and Tourism Sales.
- **Promotion and Advertising:** Projected to decrease \$64,607 (2.8%) primarily within the Convention Sales department.
- **Special Projects:** Projected to increase \$74,483 (4.4%). The National Bowling Stadium includes \$983,000 in USBC site fee payments (\$200,000 towards the 2013 Open tournament, \$250,000 towards the 2015 Women's tournament, and \$533,000 towards the 2016 Open tournament). Convention Sales includes \$542,315 in contractual obligations, primarily ASAE (\$295,000). Marketing includes \$97,000 for payments to special events committed in FY 12-13 and \$97,750 in funding for events to be allocated during the fiscal year (balance of awarded payments will occur in FY 14-15).
- **Capital Outlay:** Projected to decrease \$3,892 (5.6%). Purchases include ongoing desktop PC replacements, software upgrades, and server upgrades.
- **Debt Service:** Reflects an increase of \$331,994 (3.6%) due to debt amortization schedule.
- **Grants:** Projected to increase \$30,197 (3.1%) due to increased room tax projections.
- **Insurance Fund:** Projected to increase by \$16,665 (1.1%).

- **Capital Fund:** Total capital expenditures budgeted for FY 13-14 of \$310,000 will be funded as follows:
  - \$100,000 in expenditures at the RSCC, \$78,000 from remaining bond proceeds – projected to include replacement of building sound system.
  - \$100,000 for upgrades to women’s restrooms and marquee, at the Reno-Sparks Livestock Events Center,
  - \$0 at Wildcreek.
  - \$110,000, or 0.5% of room tax collections, to fund a capital reserve.
  
- **Contingency:** Assumes no contingency for FY 13-14.



## **Fiscal 2013-2014 Annual Forecast and Capital Budget**

**May 2, 2013**

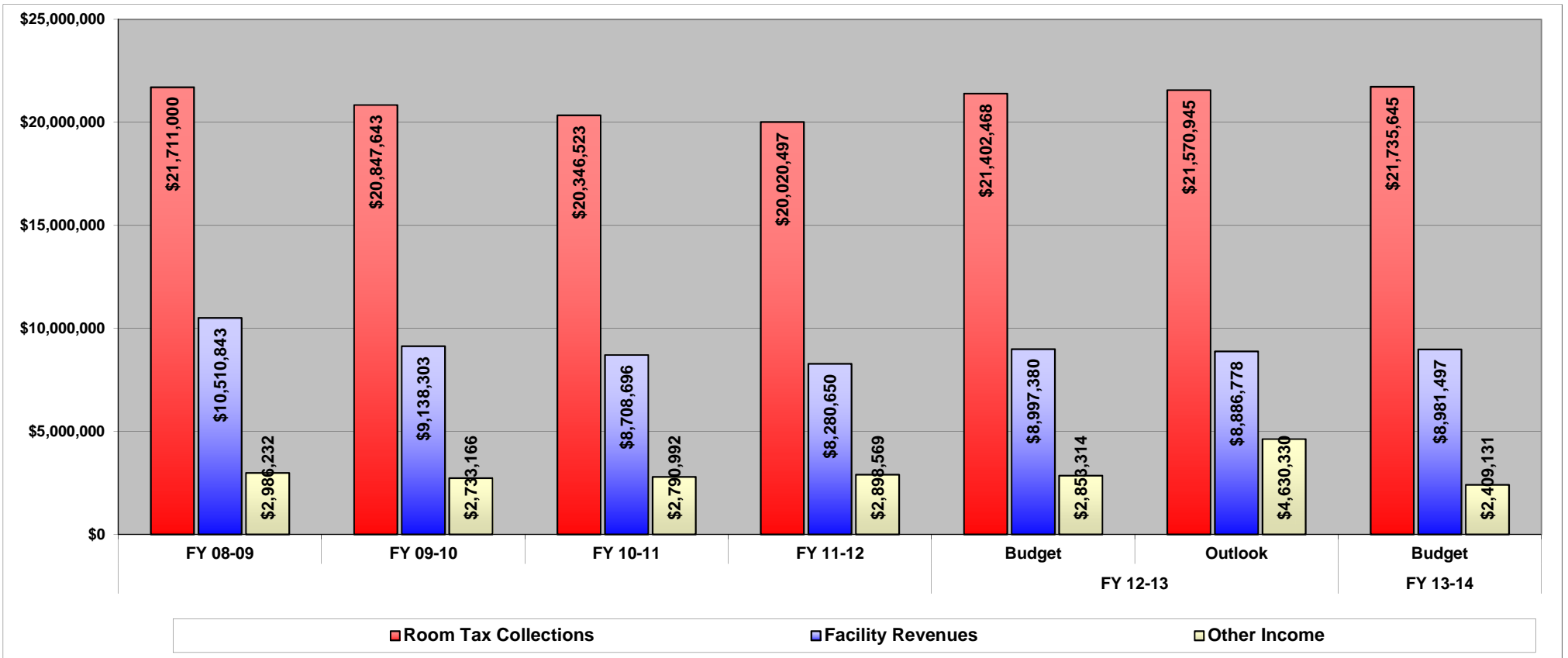
**Brian Rivers  
Director of Finance**



# Revenues-Consolidated

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Revenues</b>									
Room Tax Collections	\$21,711,000	\$20,847,643	\$20,346,523	\$20,020,497	\$21,402,468	\$21,570,945	\$21,735,645	\$164,700	0.8%
Facility Revenues	10,510,843	9,138,303	8,708,696	8,280,650	8,997,380	8,886,778	8,981,497	94,719	1.1%
Other Income	2,986,232	2,733,166	2,790,992	2,898,569	2,853,314	4,630,330	2,409,131	(2,221,199)	-48.0%
<b>Total Revenues</b>	<b>\$35,208,075</b>	<b>\$32,719,112</b>	<b>\$31,846,211</b>	<b>\$31,199,716</b>	<b>\$33,253,162</b>	<b>\$35,088,053</b>	<b>\$33,126,273</b>	<b>(\$1,961,780)</b>	<b>-5.6%</b>



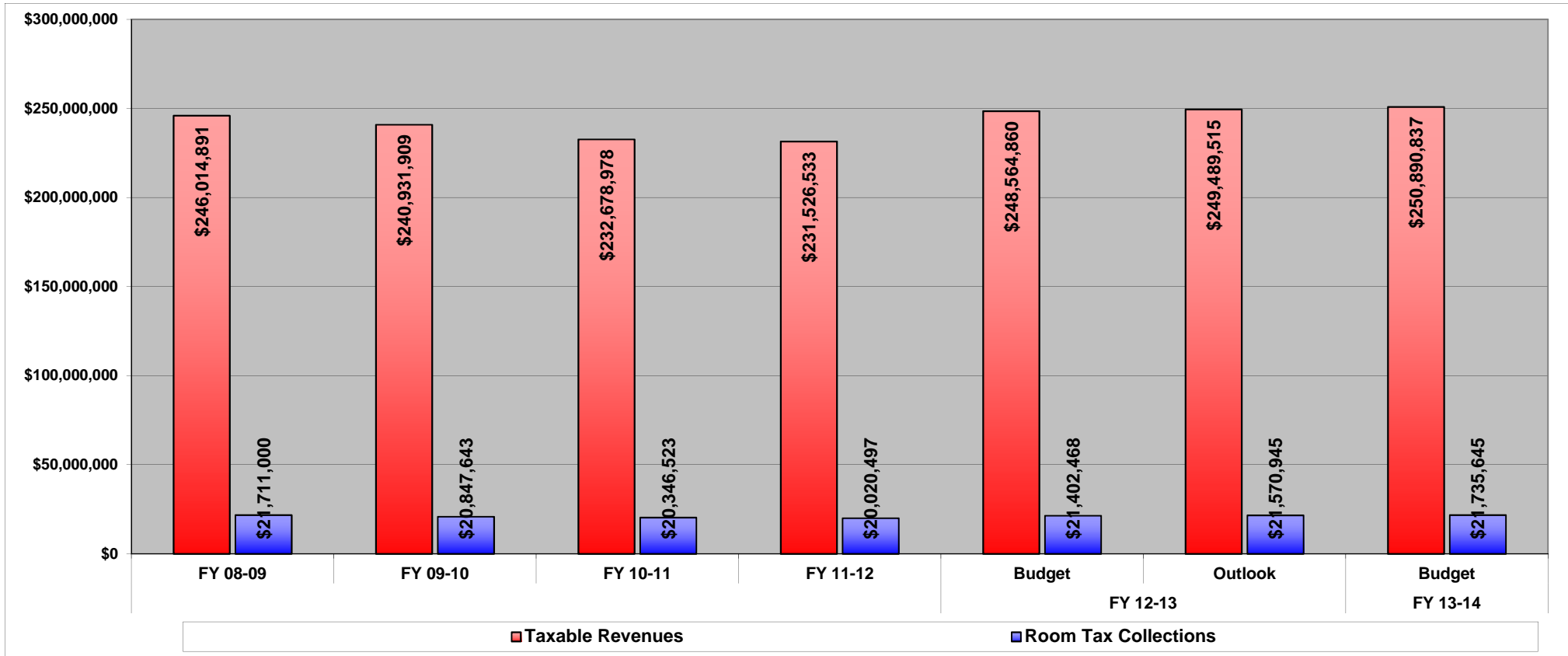


Reno-Sparks Convention and Visitors Authority

# Room Tax Revenues

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
Taxable Revenues	\$246,014,891	\$240,931,909	\$232,678,978	\$231,526,533	\$248,564,860	\$249,489,515	\$250,890,837	\$1,401,322	0.6%
Room Tax Collections	\$21,711,000	\$20,847,643	\$20,346,523	\$20,020,497	\$21,402,468	\$21,570,945	\$21,735,645	\$164,700	0.8%

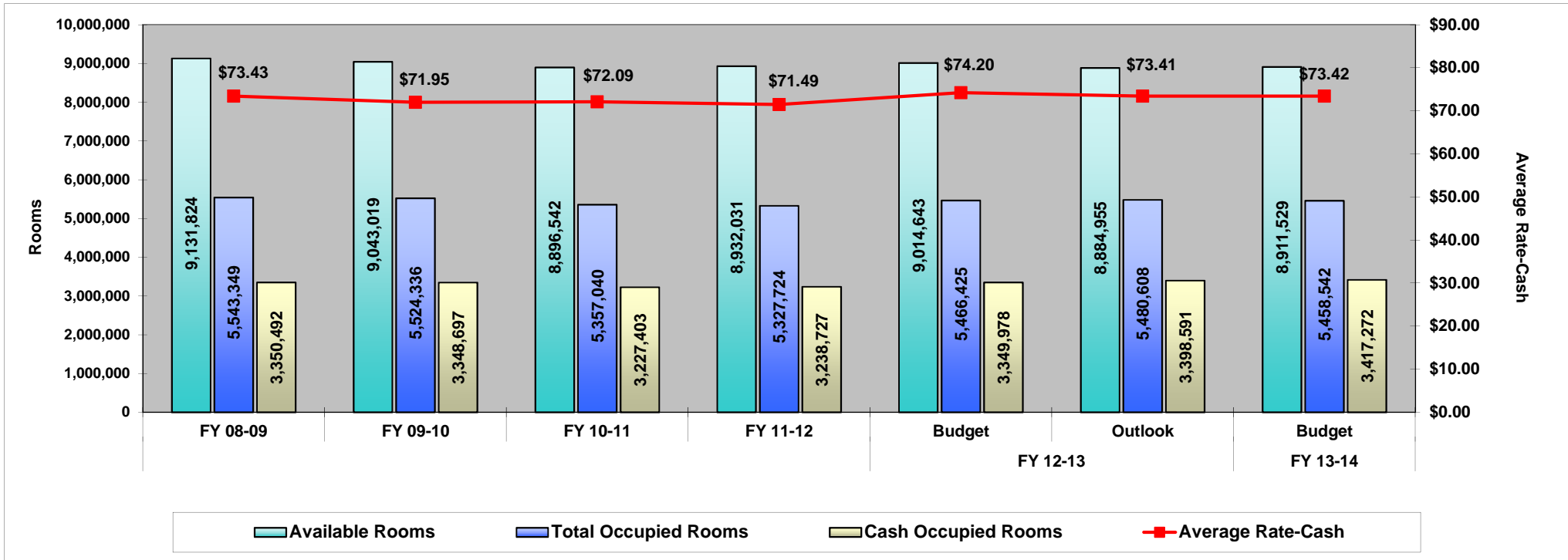




# Transient Lodging Statistics

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Occupied Rooms</b>									
Cash Occupied Rooms	3,350,492	3,348,697	3,227,403	3,238,727	3,349,978	3,398,591	3,417,272	18,681	0.5%
Complimentary	868,992	885,203	875,571	822,198	847,075	829,145	812,639	(16,506)	-2.0%
28 Day	1,323,865	1,290,436	1,254,066	1,266,799	1,269,372	1,252,872	1,228,631	(24,241)	-1.9%
<b>Total Occupied Rooms</b>	<b>5,543,349</b>	<b>5,524,336</b>	<b>5,357,040</b>	<b>5,327,724</b>	<b>5,466,425</b>	<b>5,480,608</b>	<b>5,458,542</b>	<b>(22,066)</b>	<b>-0.4%</b>
Vacant	3,588,475	3,518,683	3,539,502	3,604,307	3,548,218	3,404,347	3,452,987	48,640	1.4%
<b>Available Rooms</b>	<b>9,131,824</b>	<b>9,043,019</b>	<b>8,896,542</b>	<b>8,932,031</b>	<b>9,014,643</b>	<b>8,884,955</b>	<b>8,911,529</b>	<b>26,574</b>	<b>0.3%</b>
<b>Total Percentage of Occupancy</b>	<b>60.7%</b>	<b>61.1%</b>	<b>60.2%</b>	<b>59.6%</b>	<b>60.6%</b>	<b>61.7%</b>	<b>61.3%</b>	<b>(0.4)</b>	<b>-0.7%</b>
<b>Occupied Rooms-Cash Percentage</b>	<b>36.7%</b>	<b>37.0%</b>	<b>36.3%</b>	<b>36.3%</b>	<b>37.2%</b>	<b>38.3%</b>	<b>38.3%</b>	<b>0.1</b>	<b>0.2%</b>
<b>Average Rate-Cash</b>	<b>\$73.43</b>	<b>\$71.95</b>	<b>\$72.09</b>	<b>\$71.49</b>	<b>\$74.20</b>	<b>\$73.41</b>	<b>\$73.42</b>	<b>\$0.01</b>	<b>0.0%</b>
<b>Revenue Per Available Room (RevPAR)</b>	<b>\$26.94</b>	<b>\$26.64</b>	<b>\$26.15</b>	<b>\$25.92</b>	<b>\$27.57</b>	<b>\$28.08</b>	<b>\$28.15</b>	<b>\$0.07</b>	<b>0.3%</b>

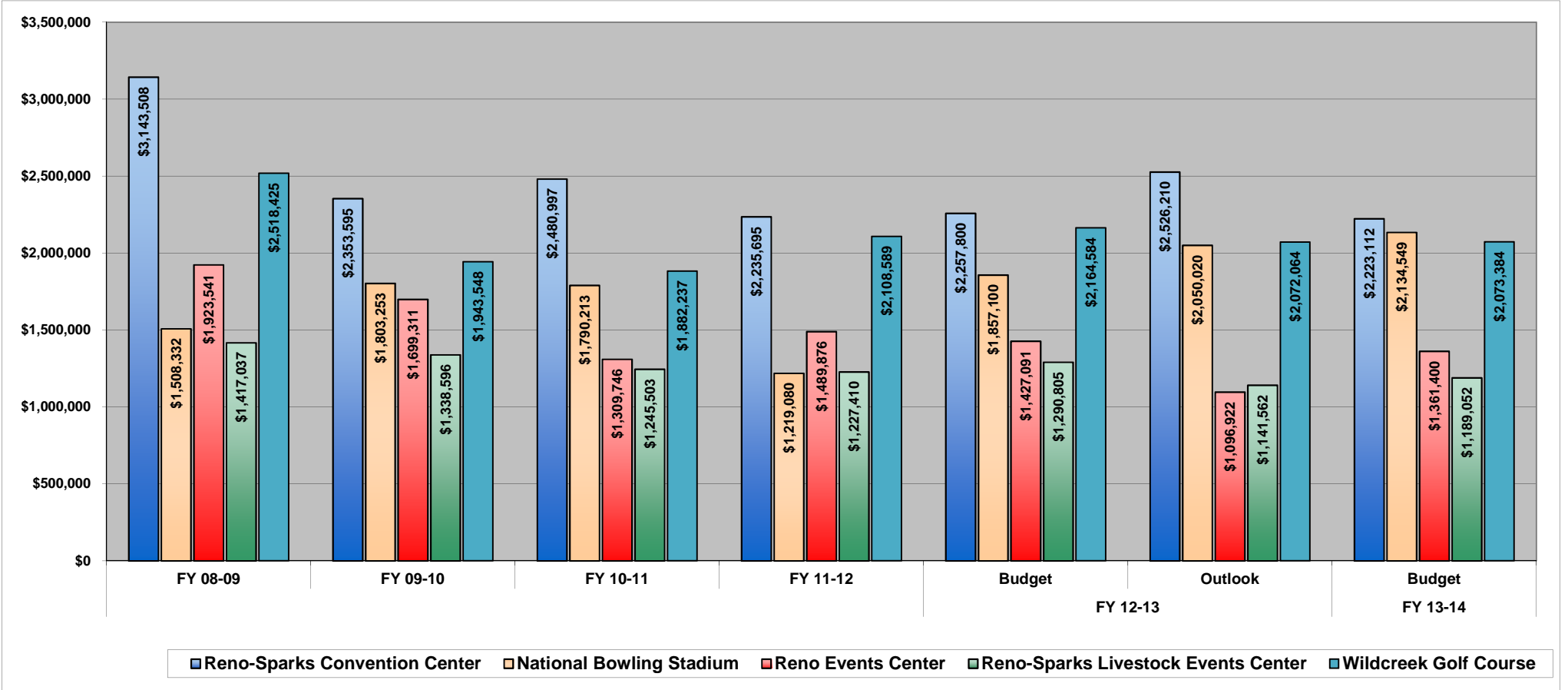




# Facility Revenues

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Facility Revenues</b>									
Reno-Sparks Convention Center	\$3,143,508	\$2,353,595	\$2,480,997	\$2,235,695	\$2,257,800	\$2,526,210	\$2,223,112	(\$303,098)	-12.0%
National Bowling Stadium	1,508,332	1,803,253	1,790,213	1,219,080	1,857,100	2,050,020	2,134,549	84,529	4.1%
Reno Events Center	1,923,541	1,699,311	1,309,746	1,489,876	1,427,091	1,096,922	1,361,400	264,478	24.1%
Reno-Sparks Livestock Events Center	1,417,037	1,338,596	1,245,503	1,227,410	1,290,805	1,141,562	1,189,052	47,490	4.2%
Wildcreek Golf Course	2,518,425	1,943,548	1,882,237	2,108,589	2,164,584	2,072,064	2,073,384	1,320	0.1%
<b>Total Facility Revenues</b>	<b>\$10,510,843</b>	<b>\$9,138,303</b>	<b>\$8,708,696</b>	<b>\$8,280,650</b>	<b>\$8,997,380</b>	<b>\$8,886,778</b>	<b>\$8,981,497</b>	<b>\$93,399</b>	<b>1.1%</b>



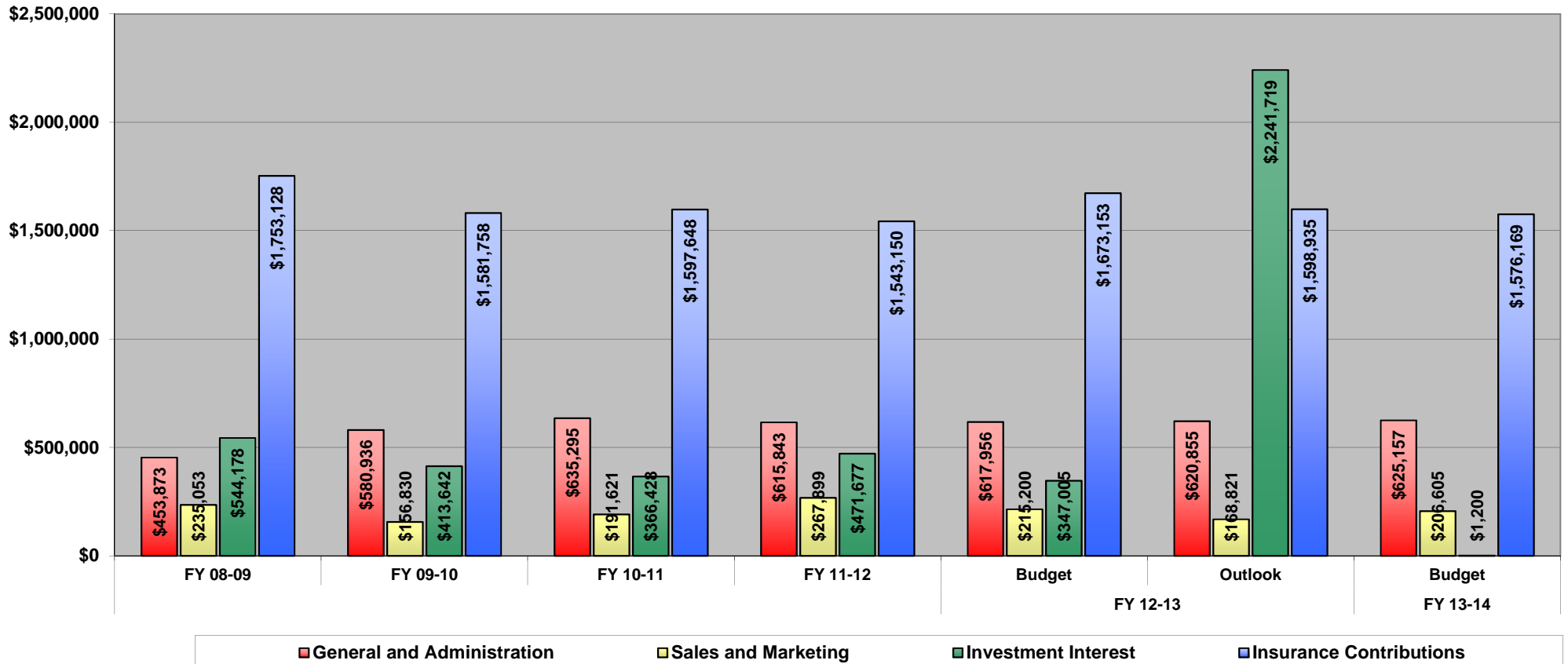




# Other Income

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Other Income</b>									
General and Administration	\$453,873	\$580,936	\$635,295	\$615,843	\$617,956	\$620,855	\$625,157	\$4,302	0.7%
Sales and Marketing	235,053	156,830	191,621	267,899	215,200	168,821	206,605	37,784	22.4%
Investment Interest	544,178	413,642	366,428	471,677	347,005	2,241,719	1,200	(2,240,519)	-99.9%
Insurance Contributions	1,753,128	1,581,758	1,597,648	1,543,150	1,673,153	1,598,935	1,576,169	(22,766)	-1.4%
<b>Total Other Income</b>	<b>\$2,986,232</b>	<b>\$2,733,166</b>	<b>\$2,790,992</b>	<b>\$2,898,569</b>	<b>\$2,853,314</b>	<b>\$4,630,330</b>	<b>\$2,409,131</b>	<b>(\$2,221,199)</b>	<b>-48.0%</b>



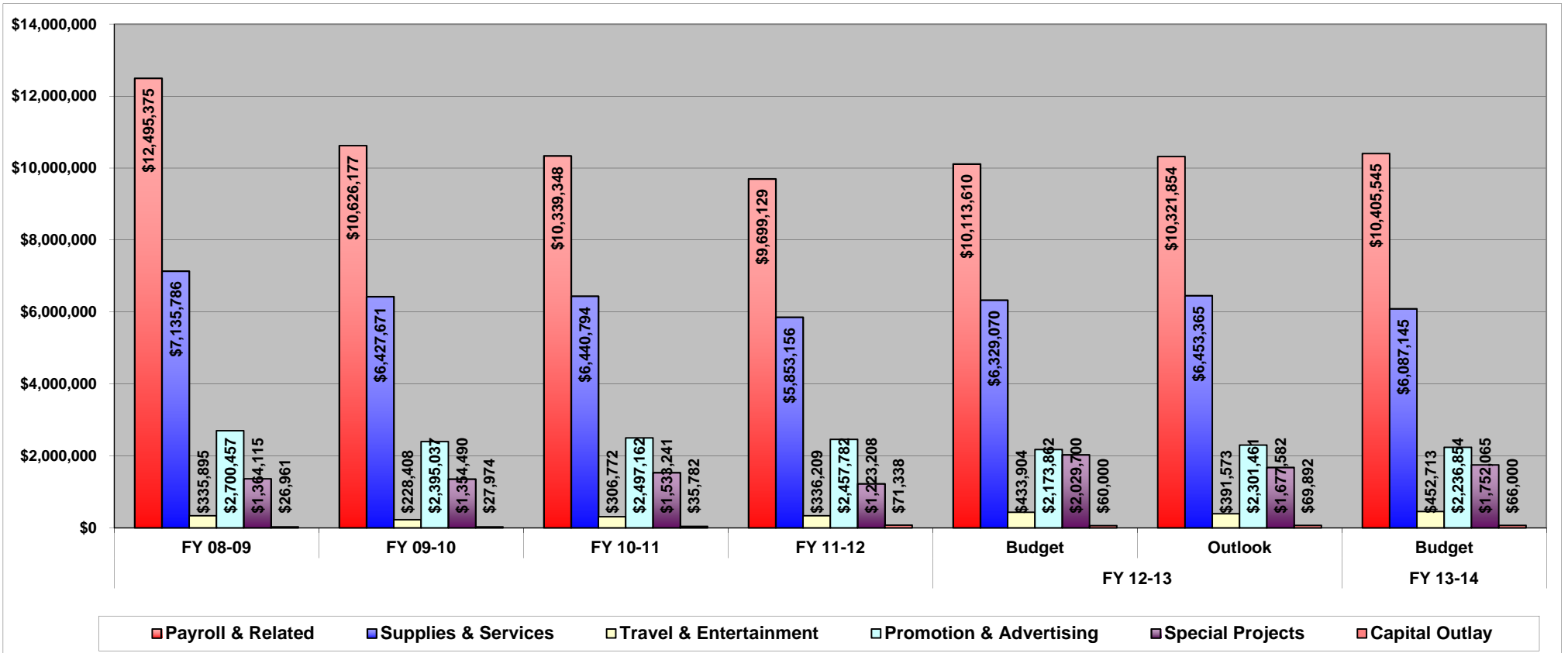


Reno-Sparks Convention and Visitors Authority

# Operating Expenses

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Operating Expenses</b>									
Payroll & Related	\$12,495,375	\$10,626,177	\$10,339,348	\$9,699,129	\$10,113,610	\$10,321,854	\$10,405,545	\$83,691	0.8%
Supplies & Services	7,135,786	6,427,671	6,440,794	5,853,156	6,329,070	6,453,365	6,087,145	(366,220)	-5.7%
Travel & Entertainment	335,895	228,408	306,772	336,209	433,904	391,573	452,713	61,140	15.6%
Promotion & Advertising	2,700,457	2,395,037	2,497,162	2,457,782	2,173,862	2,301,461	2,236,854	(64,607)	-2.8%
Special Projects	1,364,115	1,354,490	1,533,241	1,223,208	2,029,700	1,677,582	1,752,065	74,483	4.4%
Capital Outlay	26,961	27,974	35,782	71,338	60,000	69,892	66,000	(3,892)	-5.6%
<b>Total Operating Expenses</b>	<b>\$24,058,589</b>	<b>\$21,059,757</b>	<b>\$21,153,099</b>	<b>\$19,640,822</b>	<b>\$21,140,146</b>	<b>\$21,215,727</b>	<b>\$21,000,322</b>	<b>(\$215,405)</b>	<b>-1.0%</b>

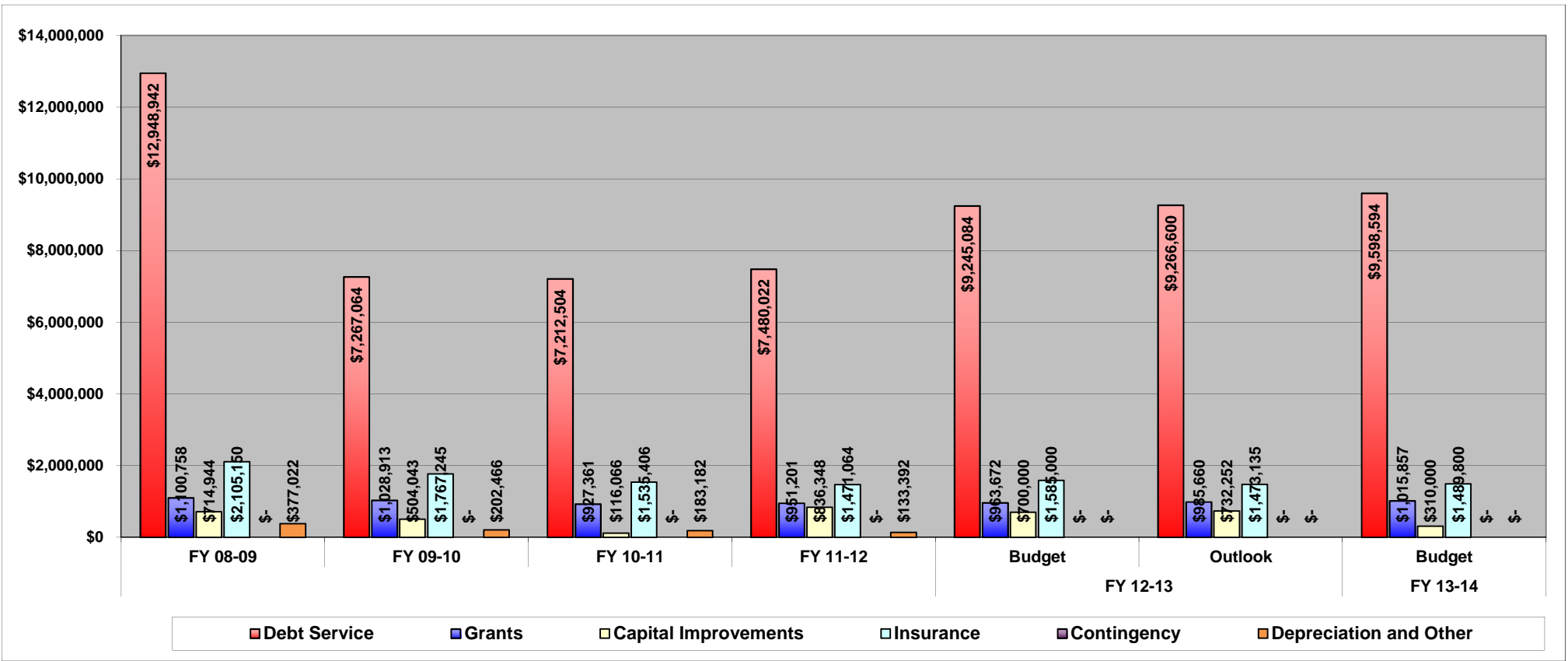




# Capital & Other Expenses

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Capital &amp; Other Expenses</b>									
Debt Service	\$12,948,942	\$7,267,064	\$7,212,504	\$7,480,022	\$9,245,084	\$9,266,600	\$9,598,594	\$331,994	3.6%
Grants	1,100,758	1,028,913	927,361	951,201	963,672	985,660	1,015,857	30,197	3.1%
Capital Improvements	714,944	504,043	116,066	836,348	700,000	732,252	310,000	(422,252)	-57.7%
Insurance	2,105,150	1,767,245	1,535,406	1,471,064	1,585,000	1,473,135	1,489,800	16,665	1.1%
Contingency	-	-	-	-	-	-	-	-	0.0%
Depreciation and Other	377,022	202,466	183,182	133,392	-	-	-	-	0.0%
<b>Total Capital &amp; Other Expenses</b>	<b>\$17,246,816</b>	<b>\$10,769,731</b>	<b>\$9,974,519</b>	<b>\$10,872,027</b>	<b>\$12,493,756</b>	<b>\$12,457,647</b>	<b>\$12,414,251</b>	<b>(\$43,396)</b>	<b>-0.3%</b>

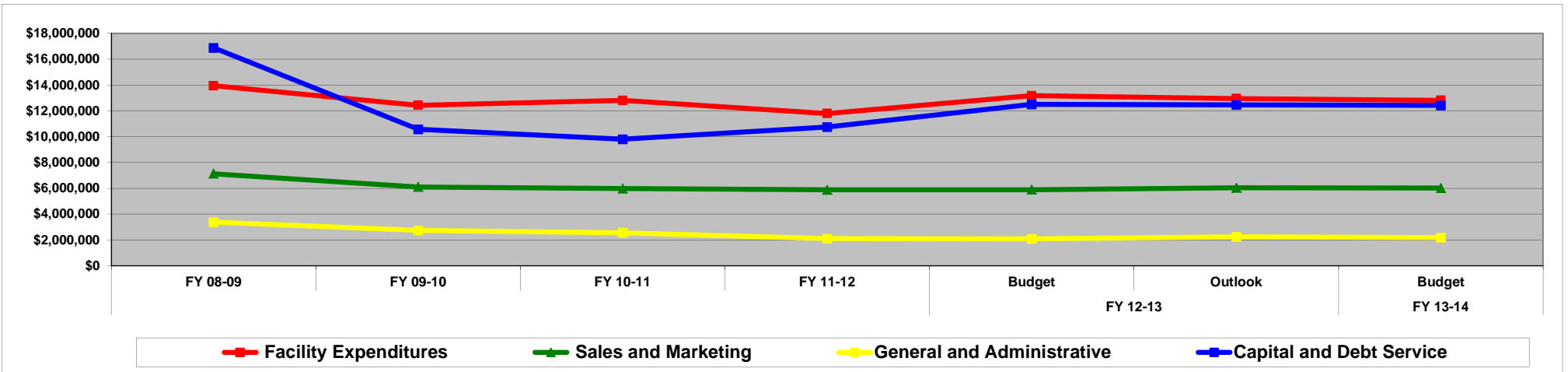




# Expense Trends-Detail

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Facilities</b>									
Reno-Sparks Convention Center	\$4,458,135	\$3,920,126	\$3,783,161	\$3,120,340	\$4,140,407	\$4,287,090	\$3,987,752	(\$299,338)	-7.0%
National Bowling Stadium	2,741,794	2,811,858	3,403,696	2,802,660	3,497,763	3,317,121	3,362,989	45,868	1.4%
Reno Events Center	1,903,603	1,745,688	1,718,093	1,865,475	1,742,191	1,714,209	1,738,744	24,535	1.4%
Reno-Sparks Livestock Events Center	1,893,865	1,813,126	1,731,909	1,778,199	1,737,071	1,547,044	1,587,037	39,993	2.6%
Wildcreek Golf Course	2,188,471	2,137,103	2,161,003	2,226,865	2,050,293	2,085,208	2,131,545	46,337	2.2%
Northgate Golf Club	753,048	-	-	-	-	-	-	-	0.0%
<b>Total Facility Expenditures</b>	<b>13,938,916</b>	<b>12,427,901</b>	<b>12,797,862</b>	<b>11,793,539</b>	<b>13,167,725</b>	<b>12,950,672</b>	<b>12,808,067</b>	<b>(142,605)</b>	<b>-1.1%</b>
<b>Sales and Marketing</b>									
Convention Sales	2,552,743	2,046,611	2,313,239	2,650,037	2,800,730	2,840,510	2,869,691	29,181	1.0%
Tourism Sales	1,020,141	990,709	752,010	391,970	455,839	460,114	509,460	49,346	10.7%
Marketing	3,553,087	3,063,941	2,915,713	2,838,383	2,633,337	2,731,327	2,634,226	(97,101)	-3.6%
<b>Total Sales and Marketing</b>	<b>7,125,971</b>	<b>6,101,261</b>	<b>5,980,962</b>	<b>5,880,390</b>	<b>5,889,906</b>	<b>6,031,951</b>	<b>6,013,377</b>	<b>(18,574)</b>	<b>-0.3%</b>
<b>General and Administrative</b>	<b>3,370,724</b>	<b>2,733,061</b>	<b>2,557,457</b>	<b>2,100,285</b>	<b>2,082,515</b>	<b>2,233,104</b>	<b>2,178,878</b>	<b>(54,226)</b>	<b>-2.4%</b>
<b>Capital and Debt Service</b>	<b>16,869,794</b>	<b>10,567,265</b>	<b>9,791,337</b>	<b>10,738,635</b>	<b>12,493,756</b>	<b>12,457,647</b>	<b>12,414,251</b>	<b>(43,396)</b>	<b>-0.3%</b>
<b>Total Expenditures</b>	<b>\$41,305,405</b>	<b>\$31,829,488</b>	<b>\$31,127,618</b>	<b>\$30,512,849</b>	<b>\$33,633,902</b>	<b>\$33,673,374</b>	<b>\$33,414,573</b>	<b>(\$258,801)</b>	<b>-0.8%</b>





# Margins and Cash Flow

## Fiscal 2013-2014 Annual Forecast and Capital Budget

Account Description	Actual				FY 12-13		FY 13-14	Increase (Decrease) From Outlook	
	FY 08-09	FY 09-10	FY 10-11	FY 11-12	Budget	Outlook	Budget	\$ Amount	% Percentage
<b>Facilities</b>									
Reno-Sparks Convention Center	(\$1,314,627)	(\$1,566,531)	(\$1,302,164)	(\$884,645)	(\$1,882,607)	(\$1,760,880)	(\$1,764,640)	(\$3,760)	0.2%
National Bowling Stadium	(1,233,462)	(1,008,605)	(1,613,483)	(1,583,580)	(1,640,663)	(1,267,101)	(1,228,440)	38,661	-3.1%
Reno Events Center	19,938	(46,377)	(408,347)	(375,599)	(315,100)	(617,287)	(377,344)	239,943	-38.9%
Reno-Sparks Livestock Events Center	(476,828)	(474,530)	(486,406)	(550,789)	(446,266)	(405,482)	(397,985)	7,497	-1.8%
Wildcreek Golf Course	(200,374)	(193,555)	(278,766)	(118,276)	114,291	(13,144)	(58,161)	(45,017)	342.5%
Northgate Golf Club	(222,720)	-	-	-	-	-	-	-	0.0%
<b>Total Facility Expenditures</b>	<b>(3,428,073)</b>	<b>(3,289,598)</b>	<b>(4,089,166)</b>	<b>(3,512,889)</b>	<b>(4,170,345)</b>	<b>(4,063,894)</b>	<b>(3,826,570)</b>	<b>237,324</b>	<b>-5.8%</b>
<b>Sales and Marketing</b>									
Convention Sales	(2,395,489)	(1,933,849)	(2,195,915)	(2,439,064)	(2,629,930)	(2,698,468)	(2,714,986)	(16,518)	0.6%
Tourism Sales	(951,447)	(948,972)	(677,713)	(335,044)	(411,439)	(433,335)	(457,560)	(24,225)	5.6%
Marketing	(3,543,982)	(3,061,610)	(2,915,713)	(2,838,383)	(2,633,337)	(2,731,327)	(2,634,226)	97,101	-3.6%
<b>Total Sales and Marketing</b>	<b>(6,890,918)</b>	<b>(5,944,431)</b>	<b>(5,789,341)</b>	<b>(5,612,491)</b>	<b>(5,674,706)</b>	<b>(5,863,130)</b>	<b>(5,806,772)</b>	<b>56,358</b>	<b>-1.0%</b>
<b>General and Administrative</b>	<b>(2,916,851)</b>	<b>(2,152,125)</b>	<b>(1,922,162)</b>	<b>(1,484,442)</b>	<b>(1,464,559)</b>	<b>(1,612,249)</b>	<b>(1,553,721)</b>	<b>58,528</b>	<b>-3.6%</b>
<b>Capital and Debt Service</b>	<b>(14,572,488)</b>	<b>(8,571,865)</b>	<b>(7,827,261)</b>	<b>(8,723,808)</b>	<b>(10,473,598)</b>	<b>(8,616,993)</b>	<b>(10,836,882)</b>	<b>(2,219,889)</b>	<b>25.8%</b>
<b>Room Tax Revenues</b>	<b>21,711,000</b>	<b>20,847,643</b>	<b>20,346,523</b>	<b>20,020,497</b>	<b>21,402,468</b>	<b>21,570,945</b>	<b>21,735,645</b>	<b>164,700</b>	<b>0.8%</b>
<b>Total Departmental Margins</b>	<b>(\$6,097,330)</b>	<b>\$889,624</b>	<b>\$718,593</b>	<b>\$686,867</b>	<b>(\$380,740)</b>	<b>\$1,414,679</b>	<b>(\$288,300)</b>	<b>(\$1,702,979)</b>	<b>-120.4%</b>
<b>Less: RSCC Capital &amp; Cash Flow Items</b>	<b>149,807</b>	<b>48,175</b>	<b>195,991</b>	<b>(274,863)</b>	<b>380,740</b>	<b>457,455</b>	<b>288,300</b>	<b>(169,155)</b>	<b>-37.0%</b>
<b>Net RSCVA Profit (Loss)</b>	<b>(\$5,947,523)</b>	<b>\$937,799</b>	<b>\$914,584</b>	<b>\$412,004</b>	<b>\$0</b>	<b>\$1,872,134</b>	<b>\$0</b>	<b>(\$1,872,134)</b>	<b>-100.0%</b>

Note: Carryovers of \$937,799 in FY 09-10, \$914,584 in FY 10-11, and \$833,068 in FY 11-12 utilized to fund subsequent years budget deficits.

### RSCVA Fiscal 2013-2014 Non-Routine Expenses

Vendor	Amount	Department	Purpose	Anticipated Payment Date	Budgeted Yes/No	Original Budget Amount	Board Approved
CVENT	25,000	Convention Sales	Online advertising for group leads	July '13	Yes	25,000	
ASAE	295,000	Convention Sales	Strategic Partnership - Year 2	July and Dec '13	Yes	295,000	Yes
Boy's Volleyball	50,000	Convention Sales	Contractual terms to win business	July '13	Yes	50,000	
Connect Sponsorship	17,500	Convention Sales	Destination promotion at key tradeshow	Aug '13	Yes	17,500	
Guidebook	9,000	Convention Sales	Convention App License for customers	Sep '13	Yes	9,000	
Strategic Database Research	16,000	Convention Sales	Sales Mission Customer Marketing Support	Sep '13 & Feb '14	Yes	16,000	
Sales Mission - Chicago	35,000	Convention Sales	Sales Missions - Business Development	Nov '13	Yes	35,000	
Sales Mission - DC	45,000	Convention Sales	Sales Missions - Business Development	Feb '13	Yes	45,000	
ASAE	20,000	Convention Sales	Host fees for ASAE's Young Leaders Conference	Oct '13	Yes	20,000	
Triple Crown Sports	41,000	Convention Sales	Production Credit for Business Contracted	Oct '13	Yes	41,000	
Tradeshow News Network	55,000	Convention Sales	Host fees for hosting industry awards event	Nov '13	Yes	55,000	Yes
Helms Briscoe	20,000	Convention Sales	Partnership Fees	Jan '14	Yes	20,000	
Wildsheep	20,000	Convention Sales	Contractual terms to win business	Jan '14	Yes	20,000	
Collegiate Volleyball	28,000	Convention Sales	Contractual terms to win business	Apr '14	Yes	28,000	
Senior Softball	5,000	Convention Sales	Incentive	May '14	Yes	5,000	
Various	40,000	Convention Sales	Bonus Pool	Various	Yes	40,000	
Group Travel Family Leaders	30,000	Tourism Sales	Marketing Package/Tradeshows - Group Tour Segment	Jul '13	Yes	30,000	
Biggest Little City FAM	8,500	Tourism Sales	Customer FAM - Leisure Sales	Jul '13	Yes	8,500	
University of Nevada Reno	10,000	Executive Office	WAC to Mountain West Transition	Jul '13	Yes	10,000	
Various	80,000	Executive Office	Bonus Pool	Various	Yes	80,000	
RSCC Capital	100,000	Capital Fund	Sound System		Yes	100,000	
RSLEC Capital	100,000	Capital Fund	Women's Restroom/Marquee		Yes	100,000	
NCHA Western National Championship	35,000	Livestock Events Center	Hospitality/Food per agreement	May '14	Yes	35,000	
USBC	250,000	NBS	2015 Women's Site Fee	Aug '13	Yes	250,000	Yes
USBC	200,000	NBS	2013 Final Payment	Jan '14	Yes	200,000	Yes
USBC	533,000	NBS	2016 Open First Payment of Site Fee	Jan '14	Yes	533,000	Yes
Reno River Festival	5,000	Marketing	Special Event Funding - Final Payment	Jul '13	Yes	5,000	Yes
Xtreme Bulls	6,250	Marketing	Special Event Funding - Final Payment	Jul '13	Yes	6,250	Yes
Spring Vibrations Spring Rally	2,500	Marketing	Special Event Funding - Final Payment	Aug '13	Yes	2,500	Yes
Eldorado Reno 500	12,500	Marketing	Special Event Funding - Final Payment	Aug '13	Yes	12,500	Yes
US Open of Watercross	2,500	Marketing	Special Event Funding - Final Payment	Sep '13	Yes	2,500	Yes
Artown	3,750	Marketing	Special Event Funding - Final Payment	Sep '13	Yes	3,750	Yes
Reno Tahoe Open	20,000	Marketing	Special Event Funding - Final Payment	Sep '13	Yes	20,000	Yes
Lake Tahoe Summerfest	2,500	Marketing	Special Event Funding - Final Payment	Sep '13	Yes	2,500	Yes
Lucas Oil Off-Road Racing	15,000	Marketing	Special Event Funding - Final Payment	Sep '13	Yes	15,000	Yes
Lake Tahoe Shakespeare Festival	2,500	Marketing	Special Event Funding - Final Payment	Oct '13	Yes	2,500	Yes
Best in the West Nugget Rib Cook-off	7,500	Marketing	Special Event Funding - Final Payment	Oct '13	Yes	7,500	Yes
Great Reno Balloon Race	5,000	Marketing	Special Event Funding - Final Payment	Oct '13	Yes	5,000	Yes
ACTRA National Finals	5,000	Marketing	Special Event Funding - Final Payment	Nov '13	Yes	5,000	Yes
Street Vibrations Fall Rally	5,000	Marketing	Special Event Funding - Final Payment	Nov '13	Yes	5,000	Yes
Ares	30,000	Marketing	Ares Booking Engine	Jul '13	Yes	30,000	
Reno Air Races	75,000	Marketing	Sponsorship	Jul '13	Yes	75,000	Yes
Sierra Ski Marketing Council	80,000	Marketing	Membership Dues	Jul '13 & Sept '13	Yes	80,000	
Regional Marketing Committee	100,000	Marketing	Air Service Promotion	Quarterly	Yes	100,000	
Barrett-Jackson	25,000	Marketing	Contractual terms to win business (net)	Jul '13	Yes	25,000	Yes
University of Nevada Reno	10,000	Marketing	Survey of Special Event	Sep '13	Yes	10,000	
Bottom Line Entertainment	25,000	Marketing	Reno Film - Approximately \$2,000 Monthly	Jul '13- Jun '14	Yes	25,000	
USBC	238,000	RSCC	Lane Maintenance for Women's Tournament	Jul '13- Jun '14	Yes	238,000	Yes
McKenzie Properties	48,000	RSCC	Storage for USBC	Jul '13- Jun '14	Yes	48,000	Yes