

# RENO-SPARKS CONVENTION & VISITORS AUTHORITY

## February 2018

### Room Statistics

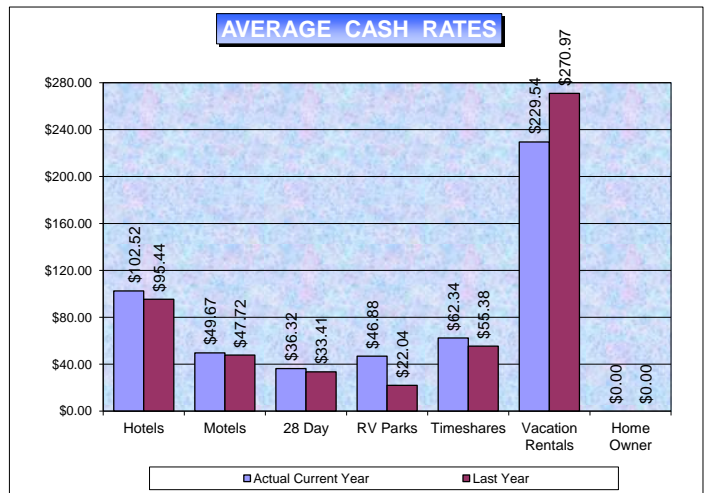
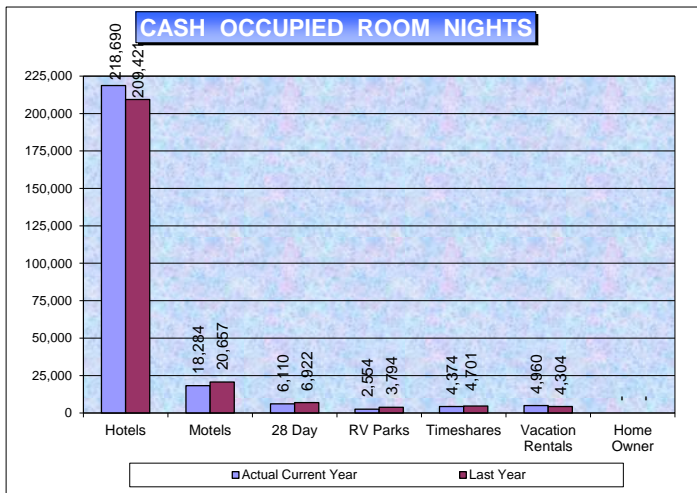
Taxable room revenues for the month of \$25,080,115 are above prior year by \$2,366,074 (10.4%). Cash occupied room nights of 254,972 are above prior year by 5,156 (2.1%). Comp occupied room nights of 67,569 are above prior year by 926 (1.4%), and 28-day occupied room nights of 118,343 are below prior year by 943 (-0.8%). Total occupied rooms for the month (Cash,Comp, 28-day) are 440,884 (2.4%) above the prior year.

Overall, Washoe County occupancy percentages of 67.6% for the month is 2.4% above the 66.0% level of the prior year. There were 8,607 (-1.3%) less available rooms for the month compared to the prior year.

Overall cash average rates for the month of \$98.36 increased \$7.43 (8.2%), compared to \$90.93 for the prior year.

Year-to-date cash occupied room nights of 2,466,101 are 127,559 (5.5%) above prior year. Cash average rates year-to-date of \$103.67 are \$7.40 (7.7%) above the prior year. Year-to-date, total taxable room revenues of \$255,672,169 are \$30,543,141 (13.6%) above prior year.

| February 2018    |                 |                     |                   |                |                     |             |
|------------------|-----------------|---------------------|-------------------|----------------|---------------------|-------------|
| Segments         | Available Rooms | Cash Occupied Rooms | Average Cash Rate |                | Increase (Decrease) |             |
|                  |                 |                     | Current Year      | Last Year      | Amount              | % Percent   |
| Hotels           | 438,526         | 218,690             | \$102.52          | \$95.44        | \$7.08              | 7.4%        |
| Motels           | 41,079          | 18,284              | \$49.67           | \$47.72        | \$1.95              | 4.1%        |
| 28 Day           | 88,809          | 6,110               | \$36.32           | \$33.41        | \$2.91              | 8.7%        |
| RV Parks         | 48,244          | 2,554               | \$46.88           | \$22.04        | \$24.84             | 112.7%      |
| Timeshares       | 12,374          | 4,374               | \$62.34           | \$55.38        | \$6.96              | 12.6%       |
| Vacation Rentals | 22,870          | 4,960               | \$229.54          | \$270.97       | (\$41.43)           | -15.3%      |
| Home Owner       | -               | -                   | \$0.00            | \$0.00         | \$0.00              | 0.0%        |
| <b>Totals</b>    | <b>651,902</b>  | <b>254,972</b>      | <b>\$98.36</b>    | <b>\$90.93</b> | <b>\$7.43</b>       | <b>8.2%</b> |



Attached please find the detail statistics for each market segment.

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# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics

February 2018

| Description                              | Actual              | Budget              | Increase (Decrease) |              | Last Year           | Increase (Decrease) |              |
|--|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
|  |                     |                     | Amount              | % Percent    |                     | Amount              | % Percent    |
| <b>Taxable Room Revenues</b>             | <b>\$25,080,115</b> | <b>\$24,280,842</b> | <b>\$799,273</b>    | <b>3.3%</b>  | <b>\$22,714,041</b> | <b>\$2,366,074</b>  | <b>10.4%</b> |
| <b>Occupied Rooms - Cash</b>             | <b>254,972</b>      | <b>256,606</b>      | <b>(1,634)</b>      | <b>-0.6%</b> | <b>249,799</b>      | <b>5,173</b>        | <b>2.1%</b>  |
| <b>Average Rate - Cash</b>               | <b>\$98.36</b>      | <b>\$94.62</b>      | <b>\$3.74</b>       | <b>4.0%</b>  | <b>\$90.93</b>      | <b>\$7.43</b>       | <b>8.2%</b>  |
| <b>Occupied Rooms</b>                    |                     |                     |                     |              |                     |                     |              |
| Cash                                     | 254,972             | 256,606             | (1,634)             | -0.6%        | 249,799             | 5,173               | 2.1%         |
| Comp                                     | 67,569              | 67,970              | (401)               | -0.6%        | 66,643              | 926                 | 1.4%         |
| 28 Day                                   | 118,343             | 125,724             | (7,381)             | -5.9%        | 119,286             | (943)               | -0.8%        |
| <b>Total Occupied Rooms</b>              | <b>440,884</b>      | <b>450,300</b>      | <b>(9,416)</b>      | <b>-2.1%</b> | <b>435,728</b>      | <b>5,156</b>        | <b>1.2%</b>  |
| <b>Percentage of Occupancy</b>           |                     |                     |                     |              |                     |                     |              |
| Cash                                     | 39.1%               | 38.6%               | 0.5                 | 1.3%         | 37.8%               | 1.3                 | 3.4%         |
| Comp                                     | 10.4%               | 10.2%               | 0.2                 | 2.0%         | 10.1%               | 0.3                 | 3.0%         |
| 28 Day                                   | 18.2%               | 18.9%               | (0.7)               | -3.7%        | 18.1%               | 0.1                 | 0.6%         |
| <b>Total Percentage of Occupancy</b>     | <b>67.6%</b>        | <b>67.7%</b>        | <b>(0.1)</b>        | <b>-0.1%</b> | <b>66.0%</b>        | <b>1.6</b>          | <b>2.4%</b>  |
| <b>Market Segments</b>                   |                     |                     |                     |              |                     |                     |              |
| <b>Occupied Rooms - Cash</b>             |                     |                     |                     |              |                     |                     |              |
| Hotels                                   | 218,690             | 215,859             | 2,831               | 1.3%         | 209,421             | 9,269               | 4.4%         |
| Motels                                   | 18,284              | 20,864              | (2,580)             | -12.4%       | 20,657              | (2,373)             | -11.5%       |
| 28 Day Motels                            | 6,110               | 6,576               | (466)               | -7.1%        | 6,922               | (812)               | -11.7%       |
| R.V. Parks                               | 2,554               | 4,173               | (1,619)             | -38.8%       | 3,794               | (1,240)             | -32.7%       |
| Vacation Rentals                         | 4,960               | 4,433               | 527                 | 11.9%        | 4,304               | 656                 | 15.2%        |
| Timehares                                | 4,374               | 4,701               | (327)               | -7.0%        | 4,701               | (327)               | -7.0%        |
| Home Owner Rentals                       | -                   | -                   | -                   | 0.0%         | -                   | -                   | 0.0%         |
| <b>Total Occupied - Cash</b>             | <b>254,972</b>      | <b>256,606</b>      | <b>(1,634)</b>      | <b>-0.6%</b> | <b>249,799</b>      | <b>5,173</b>        | <b>2.1%</b>  |
| <b>Percentage of Occupancy - Cash</b>    |                     |                     |                     |              |                     |                     |              |
| Hotels                                   | 49.9%               | 48.9%               | 1.0                 | 2.0%         | 48.1%               | 1.8                 | 3.7%         |
| Motels                                   | 44.5%               | 47.0%               | (2.5)               | -5.3%        | 46.2%               | (1.7)               | -3.7%        |
| 28 Day Motels                            | 6.9%                | 6.7%                | 0.2                 | 3.0%         | 7.1%                | (0.2)               | -2.8%        |
| R.V. Parks                               | 5.3%                | 8.6%                | (3.3)               | -38.4%       | 7.9%                | (2.6)               | -32.9%       |
| Vacation Rentals                         | 21.7%               | 21.1%               | 0.6                 | 2.8%         | 19.1%               | 2.6                 | 13.6%        |
| Timeshares                               | 35.3%               | 37.8%               | (2.5)               | -6.6%        | 38.0%               | (2.7)               | -7.1%        |
| Home Owner Rentals                       | 0.0%                | 0.0%                | 0.0                 | 0.0%         | 0.0%                | 0.0                 | 0.0%         |
| <b>Total Occupancy Percentage - Cash</b> | <b>39.1%</b>        | <b>38.6%</b>        | <b>0.5</b>          | <b>1.3%</b>  | <b>37.8%</b>        | <b>1.3</b>          | <b>3.4%</b>  |
| <b>Average Rates - Cash</b>              |                     |                     |                     |              |                     |                     |              |
| Hotels                                   | \$102.52            | \$99.31             | \$3.21              | 3.2%         | \$95.44             | \$7.08              | 7.4%         |
| Motels                                   | \$49.67             | \$49.61             | \$0.06              | 0.1%         | \$47.72             | \$1.95              | 4.1%         |
| 28 Day Motels                            | \$36.32             | \$33.41             | \$2.91              | 8.7%         | \$33.41             | \$2.91              | 8.7%         |
| R.V. Parks                               | \$46.88             | \$22.04             | \$24.84             | 112.7%       | \$22.04             | \$24.84             | 112.7%       |
| Vacation Rentals                         | \$229.54            | \$276.24            | (\$46.70)           | -16.9%       | \$270.97            | (\$41.43)           | -15.3%       |
| Timeshares                               | \$62.34             | \$58.15             | \$4.19              | 7.2%         | \$55.38             | \$6.96              | 12.6%        |
| Home Owner Rentals                       | \$0.00              | \$0.00              | \$0.00              | 0.0%         | \$0.00              | \$0.00              | 0.0%         |
| <b>Total Cash Average Rate</b>           | <b>\$98.36</b>      | <b>\$94.62</b>      | <b>\$3.74</b>       | <b>4.0%</b>  | <b>\$90.93</b>      | <b>\$7.43</b>       | <b>8.2%</b>  |

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics**

**February 2018**

|                                   | Actual              | Budget              | Increase (Decrease) |              | Last Year           | Increase (Decrease) |              |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|---------------------|---------------------|--------------|
|                                   |                     |                     | Amount              | % Percent    |                     | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                     |                     |                     |              |                     |                     |              |
| Cash                              | 254,972             | 256,606             | (1,634)             | -0.6%        | 249,799             | 5,173               | 2.1%         |
| Comp                              | 67,569              | 67,970              | (401)               | -0.6%        | 66,643              | 926                 | 1.4%         |
| 28 Day                            | 118,343             | 125,724             | (7,381)             | -5.9%        | 119,286             | (943)               | -0.8%        |
| <b>Total Occupied Rooms</b>       | <b>440,884</b>      | <b>450,300</b>      | <b>(9,416)</b>      | <b>-2.1%</b> | <b>435,728</b>      | <b>5,156</b>        | <b>1.2%</b>  |
| Vacant                            | 211,018             | 215,169             | (4,151)             | -1.9%        | 224,781             | (13,763)            | -6.1%        |
| Total Available Rooms             | 651,902             | 665,469             | (13,567)            | -2.0%        | 660,509             | (8,607)             | -1.3%        |
| <b>Percentage of Occupancy</b>    |                     |                     |                     |              |                     |                     |              |
| Cash                              | 39.1%               | 38.6%               | 0.5                 | 1.3%         | 37.8%               | 1.3                 | 3.4%         |
| Comp                              | 10.4%               | 10.2%               | 0.2                 | 2.0%         | 10.1%               | 0.3                 | 3.0%         |
| 28 Day                            | 18.2%               | 18.9%               | (0.7)               | -3.7%        | 18.1%               | 0.1                 | 0.6%         |
| <b>Total Occupancy Percentage</b> | <b>67.6%</b>        | <b>67.7%</b>        | <b>(0.1)</b>        | <b>-0.1%</b> | <b>66.0%</b>        | <b>1.6</b>          | <b>2.4%</b>  |
| Vacant                            | 32.4%               | 32.3%               | 0.1                 | 0.3%         | 34.0%               | (1.6)               | -4.7%        |
| Total (must equal 100.0%)         | 100.0%              | 100.0%              | -                   | 0.0%         | 100.0%              | -                   | 0.0%         |
| <b>Revenue</b>                    |                     |                     |                     |              |                     |                     |              |
| <b>Cash - Taxable</b>             | <b>\$25,080,115</b> | <b>\$24,280,842</b> | <b>\$799,273</b>    | <b>3.3%</b>  | <b>\$22,714,041</b> | <b>\$2,366,074</b>  | <b>10.4%</b> |
| Comp                              | \$5,831,450         | \$5,240,155         | \$591,295           | 11.3%        | \$5,240,155         | \$591,295           | 11.3%        |
| 28 Day                            | \$3,548,125         | \$3,506,057         | \$42,068            | 1.2%         | \$3,353,805         | \$194,320           | 5.8%         |
| Total Revenue                     | \$34,459,690        | \$33,027,054        | \$1,432,636         | 4.3%         | \$31,308,001        | \$3,151,689         | 10.1%        |
| <b>Average Rates</b>              |                     |                     |                     |              |                     |                     |              |
| <b>Cash</b>                       | <b>\$98.36</b>      | <b>\$94.62</b>      | <b>\$3.74</b>       | <b>4.0%</b>  | <b>\$90.93</b>      | <b>\$7.43</b>       | <b>8.2%</b>  |
| Comp                              | \$86.30             | \$77.10             | \$9.20              | 11.9%        | \$78.63             | \$7.67              | 9.8%         |
| 28 Day                            | \$29.98             | \$27.89             | \$2.09              | 7.5%         | \$28.12             | \$1.86              | 6.6%         |

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics**

**February 2018**

|                                   | Actual              | Budget              | Increase (Decrease) |             | Last Year           | Increase (Decrease) |              |
|-----------------------------------|---------------------|---------------------|---------------------|-------------|---------------------|---------------------|--------------|
|                                   |                     |                     | Amount              | % Percent   |                     | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                     |                     |                     |             |                     |                     |              |
| Cash                              | 218,690             | 215,859             | 2,831               | 1.3%        | 209,421             | 9,269               | 4.4%         |
| Comp                              | 67,167              | 67,663              | (496)               | -0.7%       | 66,336              | 831                 | 1.3%         |
| 28 Day                            | 8,741               | 6,397               | 2,344               | 36.6%       | 6,397               | 2,344               | 36.6%        |
| <b>Total Occupied Rooms</b>       | <b>294,598</b>      | <b>289,919</b>      | <b>4,679</b>        | <b>1.6%</b> | <b>282,154</b>      | <b>12,444</b>       | <b>4.4%</b>  |
| Vacant                            | 143,928             | 151,417             | (7,489)             | -4.9%       | 153,120             | (9,192)             | -6.0%        |
| Total Available Rooms             | 438,526             | 441,336             | (2,810)             | -0.6%       | 435,274             | 3,252               | 0.7%         |
| <b>Percentage of Occupancy</b>    |                     |                     |                     |             |                     |                     |              |
| Cash                              | 49.9%               | 48.9%               | 1.0                 | 2.0%        | 48.1%               | 1.8                 | 3.7%         |
| Comp                              | 15.3%               | 15.3%               | -                   | 0.0%        | 15.2%               | 0.1                 | 0.7%         |
| 28 Day                            | 2.0%                | 1.4%                | 0.6                 | 42.9%       | 1.5%                | 0.5                 | 33.3%        |
| <b>Total Occupancy Percentage</b> | <b>67.2%</b>        | <b>65.7%</b>        | <b>1.5</b>          | <b>2.3%</b> | <b>64.8%</b>        | <b>2.4</b>          | <b>3.7%</b>  |
| Vacant                            | 32.8%               | 34.3%               | (1.5)               | -4.4%       | 35.2%               | (2.4)               | -6.8%        |
| Total (must equal 100.0%)         | 100.0%              | 100.0%              | -                   | 0.0%        | 100.0%              | -                   | 0.0%         |
| <b>Revenue</b>                    |                     |                     |                     |             |                     |                     |              |
| <b>Cash - Taxable</b>             | <b>\$22,419,007</b> | <b>\$21,436,230</b> | <b>\$982,777</b>    | <b>4.6%</b> | <b>\$19,986,845</b> | <b>\$2,432,162</b>  | <b>12.2%</b> |
| Comp                              | \$5,821,059         | \$5,231,715         | \$589,344           | 11.3%       | \$5,231,715         | \$589,344           | 11.3%        |
| 28 Day                            | \$758,615           | \$518,401           | \$240,214           | 46.3%       | \$518,401           | \$240,214           | 46.3%        |
| Total Revenue                     | \$28,998,681        | \$27,186,346        | \$1,812,335         | 6.7%        | \$25,736,961        | \$3,261,720         | 12.7%        |
| <b>Average Rates</b>              |                     |                     |                     |             |                     |                     |              |
| <b>Cash</b>                       | <b>\$102.52</b>     | <b>\$99.31</b>      | <b>\$3.21</b>       | <b>3.2%</b> | <b>\$95.44</b>      | <b>\$7.08</b>       | <b>7.4%</b>  |
| Comp                              | \$86.67             | \$77.32             | \$9.35              | 12.1%       | \$78.87             | \$7.80              | 9.9%         |
| 28 Day                            | \$86.79             | \$81.04             | \$5.75              | 7.1%        | \$81.04             | \$5.75              | 7.1%         |

## Reno-Sparks Convention and Visitors Authority

### Motel Statistics

February 2018

|                                   | Actual           | Budget             | Increase (Decrease) |               | Last Year        | Increase (Decrease) |              |
|-----------------------------------|------------------|--------------------|---------------------|---------------|------------------|---------------------|--------------|
|                                   |                  |                    | Amount              | % Percent     |                  | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                  |                    |                     |               |                  |                     |              |
| Cash                              | 18,284           | 20,864             | (2,580)             | -12.4%        | 20,657           | (2,373)             | -11.5%       |
| Comp                              | 310              | 127                | 183                 | 144.1%        | 127              | 183                 | 144.1%       |
| 28 Day                            | 3,448            | 3,211              | 237                 | 7.4%          | 3,211            | 237                 | 7.4%         |
| <b>Total Occupied Rooms</b>       | <b>22,042</b>    | <b>24,202</b>      | <b>(2,160)</b>      | <b>-8.9%</b>  | <b>23,995</b>    | <b>(1,953)</b>      | <b>-8.1%</b> |
| Vacant                            | 19,037           | 20,178             | (1,141)             | -5.7%         | 20,693           | (1,656)             | -8.0%        |
| Total Available Rooms             | 41,079           | 44,380             | (3,301)             | -7.4%         | 44,688           | (3,609)             | -8.1%        |
| <b>Percentage of Occupancy</b>    |                  |                    |                     |               |                  |                     |              |
| Cash                              | 44.5%            | 47.0%              | (2.5)               | -5.3%         | 46.2%            | (1.7)               | -3.7%        |
| Comp                              | 0.8%             | 0.3%               | 0.5                 | 166.7%        | 0.3%             | 0.5                 | 166.7%       |
| 28 Day                            | 8.4%             | 7.2%               | 1.2                 | 16.7%         | 7.2%             | 1.2                 | 16.7%        |
| <b>Total Occupancy Percentage</b> | <b>53.7%</b>     | <b>54.5%</b>       | <b>(0.8)</b>        | <b>-1.5%</b>  | <b>53.7%</b>     | <b>-</b>            | <b>0.0%</b>  |
| Vacant                            | 46.3%            | 45.5%              | 0.8                 | 1.8%          | 46.3%            | -                   | 0.0%         |
| Total (must equal 100.0%)         | 100.0%           | 100.0%             | -                   | 0.0%          | 100.0%           | -                   | 0.0%         |
| <b>Revenue</b>                    |                  |                    |                     |               |                  |                     |              |
| <b>Cash - Taxable</b>             | <b>\$908,237</b> | <b>\$1,035,009</b> | <b>(\$126,772)</b>  | <b>-12.2%</b> | <b>\$985,723</b> | <b>(\$77,486)</b>   | <b>-7.9%</b> |
| Comp                              | \$7,741          | \$4,952            | \$2,789             | 56.3%         | \$4,952          | \$2,789             | 56.3%        |
| 28 Day                            | \$119,505        | \$97,082           | \$22,423            | 23.1%         | \$97,082         | \$22,423            | 23.1%        |
| Total Revenue                     | \$1,035,483      | \$1,137,043        | (\$101,560)         | -8.9%         | \$1,087,757      | (\$52,274)          | -4.8%        |
| <b>Average Rates</b>              |                  |                    |                     |               |                  |                     |              |
| <b>Cash</b>                       | <b>\$49.67</b>   | <b>\$49.61</b>     | <b>\$0.06</b>       | <b>0.1%</b>   | <b>\$47.72</b>   | <b>\$1.95</b>       | <b>4.1%</b>  |
| Comp                              | \$24.97          | \$38.99            | (\$14.02)           | -36.0%        | \$38.99          | (\$14.02)           | -36.0%       |
| 28 Day                            | \$34.66          | \$30.23            | \$4.43              | 14.7%         | \$30.23          | \$4.43              | 14.7%        |

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics**

**February 2018**

|                                   | Actual           | Budget           | Increase (Decrease) |               | Last Year        | Increase (Decrease) |              |
|-----------------------------------|------------------|------------------|---------------------|---------------|------------------|---------------------|--------------|
|                                   |                  |                  | Amount              | % Percent     |                  | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                  |                  |                     |               |                  |                     |              |
| Cash                              | 6,110            | 6,576            | (466)               | -7.1%         | 6,922            | (812)               | -11.7%       |
| Comp                              | -                | -                | -                   | 0.0%          | -                | -                   | 0.0%         |
| 28 Day                            | 66,763           | 76,351           | (9,588)             | -12.6%        | 72,715           | (5,952)             | -8.2%        |
| <b>Total Occupied Rooms</b>       | <b>72,873</b>    | <b>82,927</b>    | <b>(10,054)</b>     | <b>-12.1%</b> | <b>79,637</b>    | <b>(6,764)</b>      | <b>-8.5%</b> |
| Vacant                            | 15,936           | 15,129           | 807                 | 5.3%          | 17,810           | (1,874)             | -10.5%       |
| Total Available Rooms             | 88,809           | 98,056           | (9,247)             | -9.4%         | 97,447           | (8,638)             | -8.9%        |
| <b>Percentage of Occupancy</b>    |                  |                  |                     |               |                  |                     |              |
| Cash                              | 6.9%             | 6.7%             | 0.2                 | 3.0%          | 7.1%             | (0.2)               | -2.8%        |
| Comp                              | 0.0%             | 0.0%             | -                   | 0.0%          | 0.0%             | -                   | 0.0%         |
| 28 Day                            | 75.2%            | 77.9%            | (2.7)               | -3.5%         | 74.6%            | 0.6                 | 0.8%         |
| <b>Total Occupancy Percentage</b> | <b>82.1%</b>     | <b>84.6%</b>     | <b>(2.5)</b>        | <b>-3.0%</b>  | <b>81.7%</b>     | <b>0.4</b>          | <b>0.5%</b>  |
| Vacant                            | 17.9%            | 15.4%            | 2.5                 | 16.2%         | 18.3%            | (0.4)               | -2.2%        |
| Total (must equal 100.0%)         | 100.0%           | 100.0%           | -                   | 0.0%          | 100.0%           | -                   | 0.0%         |
| <b>Revenue</b>                    |                  |                  |                     |               |                  |                     |              |
| <b>Cash - Taxable</b>             | <b>\$221,942</b> | <b>\$219,679</b> | <b>\$2,263</b>      | <b>1.0%</b>   | <b>\$231,241</b> | <b>(\$9,299)</b>    | <b>-4.0%</b> |
| Comp                              | \$0              | \$0              | \$0                 | 0.0%          | \$0              | \$0                 | 0.0%         |
| 28 Day                            | \$1,514,959      | \$1,661,875      | (\$146,916)         | -8.8%         | \$1,553,154      | (\$38,195)          | -2.5%        |
| Total Revenue                     | \$1,736,901      | \$1,881,554      | (\$144,653)         | -7.7%         | \$1,784,395      | (\$47,494)          | -2.7%        |
| <b>Average Rates</b>              |                  |                  |                     |               |                  |                     |              |
| <b>Cash</b>                       | <b>\$36.32</b>   | <b>\$33.41</b>   | <b>\$2.91</b>       | <b>8.7%</b>   | <b>\$33.41</b>   | <b>\$2.91</b>       | <b>8.7%</b>  |
| Comp                              | \$0.00           | \$0.00           | \$0.00              | 0.0%          | \$0.00           | \$0.00              | 0.0%         |
| 28 Day                            | \$22.69          | \$21.77          | \$0.92              | 4.2%          | \$21.36          | \$1.33              | 6.2%         |

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics**

**February 2018**

|                                   | Actual           | Budget          | Increase (Decrease) |               | Last Year       | Increase (Decrease) |               |
|-----------------------------------|------------------|-----------------|---------------------|---------------|-----------------|---------------------|---------------|
|                                   |                  |                 | Amount              | % Percent     |                 | Amount              | % Percent     |
| <b>Occupied Rooms</b>             |                  |                 |                     |               |                 |                     |               |
| Cash                              | 2,554            | 4,173           | (1,619)             | -38.8%        | 3,794           | (1,240)             | -32.7%        |
| Comp                              | 92               | 180             | (88)                | -48.9%        | 180             | (88)                | -48.9%        |
| 28 Day                            | 31,030           | 30,825          | 205                 | 0.7%          | 28,023          | 3,007               | 10.7%         |
| <b>Total Occupied Rooms</b>       | <b>33,676</b>    | <b>35,178</b>   | <b>(1,502)</b>      | <b>-4.3%</b>  | <b>31,997</b>   | <b>1,679</b>        | <b>5.2%</b>   |
| Vacant                            | 14,568           | 13,122          | 1,446               | 11.0%         | 16,247          | (1,679)             | -10.3%        |
| Total Available Rooms             | 48,244           | 48,300          | (56)                | -0.1%         | 48,244          | -                   | 0.0%          |
| <b>Percentage of Occupancy</b>    |                  |                 |                     |               |                 |                     |               |
| Cash                              | 5.3%             | 8.6%            | (3.3)               | -38.4%        | 7.9%            | (2.6)               | -32.9%        |
| Comp                              | 0.2%             | 0.4%            | (0.2)               | -50.0%        | 0.4%            | (0.2)               | -50.0%        |
| 28 Day                            | 64.3%            | 63.8%           | 0.5                 | 0.8%          | 58.1%           | 6.2                 | 10.7%         |
| <b>Total Occupancy Percentage</b> | <b>69.8%</b>     | <b>72.8%</b>    | <b>(3.0)</b>        | <b>-4.1%</b>  | <b>66.3%</b>    | <b>3.5</b>          | <b>5.3%</b>   |
| Vacant                            | 30.2%            | 27.2%           | 3.0                 | 11.0%         | 33.7%           | (3.5)               | -10.4%        |
| Total (must equal 100.0%)         | 100.0%           | 100.0%          | -                   | 0.0%          | 100.0%          | -                   | 0.0%          |
| <b>Revenue</b>                    |                  |                 |                     |               |                 |                     |               |
| <b>Cash - Taxable</b>             | <b>\$119,720</b> | <b>\$91,961</b> | <b>\$27,759</b>     | <b>30.2%</b>  | <b>\$83,601</b> | <b>\$36,119</b>     | <b>43.2%</b>  |
| Comp                              | \$2,650          | \$3,488         | (\$838)             | -24.0%        | \$3,488         | (\$838)             | -24.0%        |
| 28 Day                            | \$497,877        | \$478,838       | \$19,039            | 4.0%          | \$435,307       | \$62,570            | 14.4%         |
| Total Revenue                     | \$620,247        | \$574,287       | \$45,960            | 8.0%          | \$522,396       | \$97,851            | 18.7%         |
| <b>Average Rates</b>              |                  |                 |                     |               |                 |                     |               |
| <b>Cash</b>                       | <b>\$46.88</b>   | <b>\$22.04</b>  | <b>\$24.84</b>      | <b>112.7%</b> | <b>\$22.04</b>  | <b>\$24.84</b>      | <b>112.7%</b> |
| Comp                              | \$28.80          | \$19.38         | \$9.42              | 48.6%         | \$19.38         | \$9.42              | 48.6%         |
| 28 Day                            | \$16.05          | \$15.53         | \$0.52              | 3.3%          | \$15.53         | \$0.52              | 3.3%          |

**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics**

**February 2018**

|                                   | Actual             | Budget             | Increase (Decrease) |               | Last Year          | Increase (Decrease) |               |
|-----------------------------------|--------------------|--------------------|---------------------|---------------|--------------------|---------------------|---------------|
|                                   |                    |                    | Amount              | % Percent     |                    | Amount              | % Percent     |
| <b>Occupied Rooms</b>             |                    |                    |                     |               |                    |                     |               |
| Cash                              | 4,960              | 4,433              | 527                 | 11.9%         | 4,304              | 656                 | 15.2%         |
| Comp                              | -                  | -                  | -                   | 0.0%          | -                  | -                   | 0.0%          |
| 28 Day                            | 8,361              | 8,940              | (579)               | -6.5%         | 8,940              | (579)               | -6.5%         |
| <b>Total Occupied Rooms</b>       | <b>13,321</b>      | <b>13,373</b>      | <b>(52)</b>         | <b>-0.4%</b>  | <b>13,244</b>      | <b>77</b>           | <b>0.6%</b>   |
| Vacant                            | 9,549              | 7,599              | 1,950               | 25.7%         | 9,253              | 296                 | 3.2%          |
| Total Available Rooms             | 22,870             | 20,972             | 1,898               | 9.1%          | 22,497             | 373                 | 1.7%          |
| <b>Percentage of Occupancy</b>    |                    |                    |                     |               |                    |                     |               |
| Cash                              | 21.7%              | 21.1%              | 0.6                 | 2.8%          | 19.1%              | 2.6                 | 13.6%         |
| Comp                              | 0.0%               | 0.0%               | -                   | 0.0%          | 0.0%               | -                   | 0.0%          |
| 28 Day                            | 36.6%              | 42.6%              | (6.0)               | -14.1%        | 39.7%              | (3.1)               | -7.8%         |
| <b>Total Occupancy Percentage</b> | <b>58.2%</b>       | <b>63.8%</b>       | <b>(5.6)</b>        | <b>-8.8%</b>  | <b>58.9%</b>       | <b>(0.7)</b>        | <b>-1.2%</b>  |
| Vacant                            | 41.8%              | 36.2%              | 5.6                 | 15.5%         | 41.1%              | 0.7                 | 1.7%          |
| Total (must equal 100.0%)         | 100.0%             | 100.0%             | -                   | 0.0%          | 100.0%             | -                   | 0.0%          |
| <b>Revenue</b>                    |                    |                    |                     |               |                    |                     |               |
| <b>Cash - Taxable</b>             | <b>\$1,138,518</b> | <b>\$1,224,587</b> | <b>(\$86,069)</b>   | <b>-7.0%</b>  | <b>\$1,166,273</b> | <b>(\$27,755)</b>   | <b>-2.4%</b>  |
| Comp                              | \$0                | \$0                | \$0                 | 0.0%          | \$0                | \$0                 | 0.0%          |
| 28 Day                            | \$657,169          | \$749,861          | (\$92,692)          | -12.4%        | \$749,861          | (\$92,692)          | -12.4%        |
| Total Revenue                     | \$1,795,687        | \$1,974,448        | (\$178,761)         | -9.1%         | \$1,916,134        | (\$120,447)         | -6.3%         |
| <b>Average Rates</b>              |                    |                    |                     |               |                    |                     |               |
| <b>Cash</b>                       | <b>\$229.54</b>    | <b>\$276.24</b>    | <b>(\$46.70)</b>    | <b>-16.9%</b> | <b>\$270.97</b>    | <b>(\$41.43)</b>    | <b>-15.3%</b> |
| Comp                              | \$0.00             | \$0.00             | \$0.00              | 0.0%          | \$0.00             | \$0.00              | 0.0%          |
| 28 Day                            | \$78.60            | \$83.88            | (\$5.28)            | -6.3%         | \$83.88            | (\$5.28)            | -6.3%         |



**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics**

**February 2018**

|                                   | Actual           | Budget           | Increase (Decrease) |              | Last Year        | Increase (Decrease) |              |
|-----------------------------------|------------------|------------------|---------------------|--------------|------------------|---------------------|--------------|
|                                   |                  |                  | Amount              | % Percent    |                  | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                  |                  |                     |              |                  |                     |              |
| Cash                              | 4,374            | 4,701            | (327)               | -7.0%        | 4,701            | (327)               | -7.0%        |
| Comp                              | -                | -                | -                   | 0.0%         | -                | -                   | 0.0%         |
| 28 Day                            | -                | -                | -                   | 0.0%         | -                | -                   | 0.0%         |
| <b>Total Occupied Rooms</b>       | <b>4,374</b>     | <b>4,701</b>     | <b>(327)</b>        | <b>-7.0%</b> | <b>4,701</b>     | <b>(327)</b>        | <b>-7.0%</b> |
| Vacant                            | 8,000            | 7,724            | 276                 | 3.6%         | 7,658            | 342                 | 4.5%         |
| Total Available Rooms             | 12,374           | 12,425           | (51)                | -0.4%        | 12,359           | 15                  | 0.1%         |
| <b>Percentage of Occupancy</b>    |                  |                  |                     |              |                  |                     |              |
| Cash                              | 35.3%            | 37.8%            | (2.5)               | -6.6%        | 38.0%            | (2.7)               | -7.1%        |
| Comp                              | 0.0%             | 0.0%             | -                   | 0.0%         | 0.0%             | -                   | 0.0%         |
| 28 Day                            | 0.0%             | 0.0%             | -                   | 0.0%         | 0.0%             | -                   | 0.0%         |
| <b>Total Occupancy Percentage</b> | <b>35.3%</b>     | <b>37.8%</b>     | <b>(2.5)</b>        | <b>-6.6%</b> | <b>38.0%</b>     | <b>(2.7)</b>        | <b>-7.1%</b> |
| Vacant                            | 64.7%            | 62.2%            | 2.5                 | 4.0%         | 62.0%            | 2.7                 | 4.4%         |
| Total (must equal 100.0%)         | 100.0%           | 100.0%           | -                   | 0.0%         | 100.0%           | -                   | 0.0%         |
| <b>Revenue</b>                    |                  |                  |                     |              |                  |                     |              |
| <b>Cash - Taxable</b>             | <b>\$272,691</b> | <b>\$273,376</b> | <b>(\$685)</b>      | <b>-0.3%</b> | <b>\$260,358</b> | <b>\$12,333</b>     | <b>4.7%</b>  |
| Comp                              | \$0              | \$0              | \$0                 | 0.0%         | \$0              | \$0                 | 0.0%         |
| 28 Day                            | \$0              | \$0              | \$0                 | 0.0%         | \$0              | \$0                 | 0.0%         |
| Total Revenue                     | \$272,691        | \$273,376        | (\$685)             | -0.3%        | \$260,358        | \$12,333            | 4.7%         |
| <b>Average Rates</b>              |                  |                  |                     |              |                  |                     |              |
| <b>Cash</b>                       | <b>\$62.34</b>   | <b>\$58.15</b>   | <b>\$4.19</b>       | <b>7.2%</b>  | <b>\$55.38</b>   | <b>\$6.96</b>       | <b>12.6%</b> |
| Comp                              | \$0.00           | \$0.00           | \$0.00              | 0.0%         | \$0.00           | \$0.00              | 0.0%         |
| 28 Day                            | \$0.00           | \$0.00           | \$0.00              | 0.0%         | \$0.00           | \$0.00              | 0.0%         |

**Reno-Sparks Convention and Visitors Authority**

**Home Owner Rental**

**February 2018**

|                                   | Actual        | Budget        | Increase (Decrease) |             | Last Year     | Increase (Decrease) |             |
|-----------------------------------|---------------|---------------|---------------------|-------------|---------------|---------------------|-------------|
|                                   |               |               | Amount              | % Percent   |               | Amount              | % Percent   |
| <b>Occupied Rooms</b>             |               |               |                     |             |               |                     |             |
| Cash                              | -             | -             | -                   | 0.0%        | -             | -                   | 0.0%        |
| Comp                              | -             | -             | -                   | 0.0%        | -             | -                   | 0.0%        |
| 28 Day                            | -             | -             | -                   | 0.0%        | -             | -                   | 0.0%        |
| <b>Total Occupied Rooms</b>       | <b>-</b>      | <b>-</b>      | <b>-</b>            | <b>0.0%</b> | <b>-</b>      | <b>-</b>            | <b>0.0%</b> |
| Vacant                            | -             | -             | -                   | 0.0%        | -             | -                   | 0.0%        |
| Total Available Rooms             | -             | -             | -                   | 0.0%        | -             | -                   | 0.0%        |
| <b>Percentage of Occupancy</b>    |               |               |                     |             |               |                     |             |
| Cash                              | 0.0%          | 0.0%          | -                   | 0.0%        | 0.0%          | -                   | 0.0%        |
| Comp                              | 0.0%          | 0.0%          | -                   | 0.0%        | 0.0%          | -                   | 0.0%        |
| 28 Day                            | 0.0%          | 0.0%          | -                   | 0.0%        | 0.0%          | -                   | 0.0%        |
| <b>Total Occupancy Percentage</b> | <b>0.0%</b>   | <b>0.0%</b>   | <b>-</b>            | <b>0.0%</b> | <b>0.0%</b>   | <b>-</b>            | <b>0.0%</b> |
| Vacant                            | 0.0%          | 0.0%          | -                   | 0.0%        | 0.0%          | -                   | 0.0%        |
| Total (must equal 100.0%)         | 0.0%          | 0.0%          | -                   | 0.0%        | 0.0%          | -                   | 0.0%        |
| <b>Revenue</b>                    |               |               |                     |             |               |                     |             |
| <b>Cash - Taxable</b>             | <b>\$0</b>    | <b>\$0</b>    | <b>\$0</b>          | <b>0.0%</b> | <b>\$0</b>    | <b>\$0</b>          | <b>0.0%</b> |
| Comp                              | \$0           | \$0           | \$0                 | 0.0%        | \$0           | \$0                 | 0.0%        |
| 28 Day                            | \$0           | \$0           | \$0                 | 0.0%        | \$0           | \$0                 | 0.0%        |
| Total Revenue                     | \$0           | \$0           | \$0                 | 0.0%        | \$0           | \$0                 | 0.0%        |
| <b>Average Rates</b>              |               |               |                     |             |               |                     |             |
| <b>Cash</b>                       | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b>       | <b>0.0%</b> | <b>\$0.00</b> | <b>\$0.00</b>       | <b>0.0%</b> |
| Comp                              | \$0.00        | \$0.00        | \$0.00              | 0.0%        | \$0.00        | \$0.00              | 0.0%        |
| 28 Day                            | \$0.00        | \$0.00        | \$0.00              | 0.0%        | \$0.00        | \$0.00              | 0.0%        |

# Reno-Sparks Convention and Visitors Authority

## Combined Room Statistics - Year To Date

February 2018

| Description                              | Actual               | Budget               | Increase (Decrease) |             | Last Year            | Increase (Decrease) |              |
|--|----------------------|----------------------|---------------------|-------------|----------------------|---------------------|--------------|
|  |                      |                      | Amount              | % Percent   |                      | Amount              | % Percent    |
| <b>Taxable Room Revenues</b>             | <b>\$255,672,169</b> | <b>\$241,135,182</b> | <b>\$14,536,987</b> | <b>6.0%</b> | <b>\$225,129,028</b> | <b>\$30,543,141</b> | <b>13.6%</b> |
| <b>Occupied Rooms - Cash</b>             | <b>2,466,101</b>     | <b>2,409,444</b>     | <b>56,657</b>       | <b>2.4%</b> | <b>2,338,542</b>     | <b>127,559</b>      | <b>5.5%</b>  |
| <b>Average Rate - Cash</b>               | <b>\$103.67</b>      | <b>\$100.08</b>      | <b>\$3.59</b>       | <b>3.6%</b> | <b>\$96.27</b>       | <b>\$7.40</b>       | <b>7.7%</b>  |
| <b>Occupied Rooms</b>                    |                      |                      |                     |             |                      |                     |              |
| Cash                                     | 2,466,101            | 2,409,444            | 56,657              | 2.4%        | 2,338,542            | 127,559             | 5.5%         |
| Comp                                     | 590,237              | 617,456              | (27,219)            | -4.4%       | 605,413              | (15,176)            | -2.5%        |
| 28 Day                                   | 1,027,362            | 1,044,255            | (16,893)            | -1.6%       | 989,917              | 37,445              | 3.8%         |
| <b>Total Occupied Rooms</b>              | <b>4,083,700</b>     | <b>4,071,155</b>     | <b>12,545</b>       | <b>0.3%</b> | <b>3,933,872</b>     | <b>149,828</b>      | <b>3.8%</b>  |
| <b>Percentage of Occupancy</b>           |                      |                      |                     |             |                      |                     |              |
| Cash                                     | 43.1%                | 41.4%                | 1.7                 | 4.1%        | 40.4%                | 2.7                 | 6.7%         |
| Comp                                     | 10.3%                | 10.6%                | (0.3)               | -2.8%       | 10.5%                | (0.2)               | -1.9%        |
| 28 Day                                   | 18.0%                | 18.0%                | -                   | 0.0%        | 17.1%                | 0.9                 | 5.3%         |
| <b>Total Percentage of Occupancy</b>     | <b>71.4%</b>         | <b>70.0%</b>         | <b>1.4</b>          | <b>2.0%</b> | <b>68.0%</b>         | <b>3.4</b>          | <b>5.0%</b>  |
| <b>Market Segments</b>                   |                      |                      |                     |             |                      |                     |              |
| <b>Occupied Rooms - Cash</b>             |                      |                      |                     |             |                      |                     |              |
| Hotels                                   | 2,083,319            | 2,021,919            | 61,400              | 3.0%        | 1,957,376            | 125,943             | 6.4%         |
| Motels                                   | 180,607              | 175,752              | 4,855               | 2.8%        | 174,011              | 6,596               | 3.8%         |
| 28 Day Motels                            | 56,310               | 55,952               | 358                 | 0.6%        | 58,898               | (2,588)             | -4.4%        |
| R.V. Parks                               | 57,310               | 71,078               | (13,768)            | -19.4%      | 64,617               | (7,307)             | -11.3%       |
| Vacation Rentals                         | 40,791               | 35,541               | 5,250               | 14.8%       | 34,505               | 6,286               | 18.2%        |
| Timeshares                               | 41,226               | 42,441               | (1,215)             | -2.9%       | 42,441               | (1,215)             | -2.9%        |
| Home Owner Rentals                       | 6,538                | 6,761                | (223)               | -3.3%       | 6,694                | (156)               | -2.3%        |
| <b>Total Occupied - Cash</b>             | <b>2,466,101</b>     | <b>2,409,444</b>     | <b>56,657</b>       | <b>2.4%</b> | <b>2,338,542</b>     | <b>127,559</b>      | <b>5.5%</b>  |
| <b>Percentage of Occupancy - Cash</b>    |                      |                      |                     |             |                      |                     |              |
| Hotels                                   | 54.7%                | 52.9%                | 1.8                 | 3.4%        | 51.6%                | 3.1                 | 6.0%         |
| Motels                                   | 48.6%                | 45.0%                | 3.6                 | 8.0%        | 44.9%                | 3.7                 | 8.2%         |
| 28 Day Motels                            | 7.1%                 | 6.6%                 | 0.5                 | 7.6%        | 6.9%                 | 0.2                 | 2.9%         |
| R.V. Parks                               | 13.6%                | 16.4%                | (2.8)               | -17.1%      | 15.2%                | (1.6)               | -10.5%       |
| Vacation Rentals                         | 21.6%                | 19.5%                | 2.1                 | 10.8%       | 18.8%                | 2.8                 | 14.9%        |
| Timeshares                               | 39.5%                | 39.3%                | 0.2                 | 0.5%        | 39.4%                | 0.1                 | 0.3%         |
| Home Owner Rentals                       | 20.5%                | 21.6%                | (1.1)               | -5.1%       | 21.2%                | (0.7)               | -3.3%        |
| <b>Total Occupancy Percentage - Cash</b> | <b>43.1%</b>         | <b>41.4%</b>         | <b>1.7</b>          | <b>4.1%</b> | <b>40.4%</b>         | <b>2.7</b>          | <b>6.7%</b>  |
| <b>Average Rates - Cash</b>              |                      |                      |                     |             |                      |                     |              |
| Hotels                                   | \$108.50             | \$105.34             | \$3.16              | 3.0%        | \$101.24             | \$7.26              | 7.2%         |
| Motels                                   | \$59.15              | \$57.92              | \$1.23              | 2.1%        | \$55.72              | \$3.43              | 6.2%         |
| 28 Day Motels                            | \$38.37              | \$34.70              | \$3.67              | 10.6%       | \$34.70              | \$3.67              | 10.6%        |
| R.V. Parks                               | \$39.19              | \$31.08              | \$8.11              | 26.1%       | \$31.08              | \$8.11              | 26.1%        |
| Vacation Rental                          | \$269.30             | \$280.48             | (\$11.18)           | -4.0%       | \$275.15             | (\$5.85)            | -2.1%        |
| Timeshares                               | \$45.88              | \$48.04              | (\$2.16)            | -4.5%       | \$45.75              | \$0.13              | 0.3%         |
| Home Owner Rentals                       | \$255.06             | \$267.32             | (\$12.26)           | -4.6%       | \$267.32             | (\$12.26)           | -4.6%        |
| <b>Total Cash Average Rate</b>           | <b>\$103.67</b>      | <b>\$100.08</b>      | <b>\$3.59</b>       | <b>3.6%</b> | <b>\$96.27</b>       | <b>\$7.40</b>       | <b>7.7%</b>  |

**Reno-Sparks Convention and Visitors Authority**

**Combined Room Statistics - Year To Date**

**February 2018**

|                                   | Actual               | Budget               | Increase (Decrease) |             | Last Year            | Increase (Decrease) |              |
|-----------------------------------|----------------------|----------------------|---------------------|-------------|----------------------|---------------------|--------------|
|                                   |                      |                      | Amount              | % Percent   |                      | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                      |                      |                     |             |                      |                     |              |
| Cash                              | 2,466,101            | 2,409,444            | 56,657              | 2.4%        | 2,338,542            | 127,559             | 5.5%         |
| Comp                              | 590,237              | 617,456              | (27,219)            | -4.4%       | 605,413              | (15,176)            | -2.5%        |
| 28 Day                            | 1,027,362            | 1,044,255            | (16,893)            | -1.6%       | 989,917              | 37,445              | 3.8%         |
| <b>Total Occupied Rooms</b>       | <b>4,083,700</b>     | <b>4,071,155</b>     | <b>12,545</b>       | <b>0.3%</b> | <b>3,933,872</b>     | <b>149,828</b>      | <b>3.8%</b>  |
| Vacant                            | 1,638,631            | 1,745,291            | (106,660)           | -6.1%       | 1,848,930            | (210,299)           | -11.4%       |
| Total Available Rooms             | 5,722,331            | 5,816,446            | (94,115)            | -1.6%       | 5,782,802            | (60,471)            | -1.0%        |
| <b>Percentage of Occupancy</b>    |                      |                      |                     |             |                      |                     |              |
| Cash                              | 43.1%                | 41.4%                | 1.7                 | 4.1%        | 40.4%                | 2.7                 | 6.7%         |
| Comp                              | 10.3%                | 10.6%                | (0.3)               | -2.8%       | 10.5%                | (0.2)               | -1.9%        |
| 28 Day                            | 18.0%                | 18.0%                | -                   | 0.0%        | 17.1%                | 0.9                 | 5.3%         |
| <b>Total Occupancy Percentage</b> | <b>71.4%</b>         | <b>70.0%</b>         | <b>1.4</b>          | <b>2.0%</b> | <b>68.0%</b>         | <b>3.4</b>          | <b>5.0%</b>  |
| Vacant                            | 28.6%                | 30.0%                | (1.4)               | -4.7%       | 32.0%                | (3.4)               | -10.6%       |
| Total (must equal 100.0%)         | 100.0%               | 100.0%               | -                   | 0.0%        | 100.0%               | -                   | 0.0%         |
| <b>Revenue</b>                    |                      |                      |                     |             |                      |                     |              |
| <b>Cash - Taxable</b>             | <b>\$255,672,169</b> | <b>\$241,135,182</b> | <b>\$14,536,987</b> | <b>6.0%</b> | <b>\$225,129,028</b> | <b>\$30,543,141</b> | <b>13.6%</b> |
| Comp                              | \$49,011,229         | \$46,562,032         | \$2,449,197         | 5.3%        | \$46,564,996         | \$2,446,233         | 5.3%         |
| 28 Day                            | \$30,949,370         | \$26,694,076         | \$4,255,294         | 15.9%       | \$25,487,339         | \$5,462,031         | 21.4%        |
| Total Revenue                     | \$335,632,768        | \$314,391,290        | \$21,241,478        | 6.8%        | \$297,181,363        | \$38,451,405        | 12.9%        |
| <b>Average Rates</b>              |                      |                      |                     |             |                      |                     |              |
| <b>Cash</b>                       | <b>\$103.67</b>      | <b>\$100.08</b>      | <b>\$3.59</b>       | <b>3.6%</b> | <b>\$96.27</b>       | <b>\$7.40</b>       | <b>7.7%</b>  |
| Comp                              | \$83.04              | \$75.41              | \$7.63              | 10.1%       | \$76.91              | \$6.13              | 8.0%         |
| 28 Day                            | \$30.13              | \$25.56              | \$4.57              | 17.9%       | \$25.75              | \$4.38              | 17.0%        |

**Reno-Sparks Convention and Visitors Authority**

**Hotel Statistics - Year To Date**

**February 2018**

|                                   | Actual               | Budget               | Increase (Decrease) |             | Last Year            | Increase (Decrease) |              |
|-----------------------------------|----------------------|----------------------|---------------------|-------------|----------------------|---------------------|--------------|
|                                   |                      |                      | Amount              | % Percent   |                      | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                      |                      |                     |             |                      |                     |              |
| Cash                              | 2,083,319            | 2,021,919            | 61,400              | 3.0%        | 1,957,376            | 125,943             | 6.4%         |
| Comp                              | 586,712              | 614,107              | (27,395)            | -4.5%       | 602,064              | (15,352)            | -2.5%        |
| 28 Day                            | 82,039               | 39,991               | 42,048              | 105.1%      | 39,991               | 42,048              | 105.1%       |
| <b>Total Occupied Rooms</b>       | <b>2,752,070</b>     | <b>2,676,017</b>     | <b>76,053</b>       | <b>2.8%</b> | <b>2,599,431</b>     | <b>152,639</b>      | <b>5.9%</b>  |
| Vacant                            | 1,055,684            | 1,145,299            | (89,615)            | -7.8%       | 1,192,511            | (136,827)           | -11.5%       |
| Total Available Rooms             | 3,807,754            | 3,821,316            | (13,562)            | -0.4%       | 3,791,942            | 15,812              | 0.4%         |
| <b>Percentage of Occupancy</b>    |                      |                      |                     |             |                      |                     |              |
| Cash                              | 54.7%                | 52.9%                | 1.8                 | 3.4%        | 51.6%                | 3.1                 | 6.0%         |
| Comp                              | 15.4%                | 16.1%                | (0.7)               | -4.3%       | 15.9%                | (0.5)               | -3.1%        |
| 28 Day                            | 2.2%                 | 1.0%                 | 1.2                 | 120.0%      | 1.1%                 | 1.1                 | 100.0%       |
| <b>Total Occupancy Percentage</b> | <b>72.3%</b>         | <b>70.0%</b>         | <b>2.3</b>          | <b>3.3%</b> | <b>68.6%</b>         | <b>3.7</b>          | <b>5.4%</b>  |
| Vacant                            | 27.7%                | 30.0%                | (2.3)               | -7.7%       | 31.4%                | (3.7)               | -11.8%       |
| Total (must equal 100.0%)         | 100.0%               | 100.0%               | -                   | 0.0%        | 100.0%               | -                   | 0.0%         |
| <b>Revenue</b>                    |                      |                      |                     |             |                      |                     |              |
| <b>Cash - Taxable</b>             | <b>\$226,038,477</b> | <b>\$212,989,277</b> | <b>\$13,049,200</b> | <b>6.1%</b> | <b>\$198,156,199</b> | <b>\$27,882,278</b> | <b>14.1%</b> |
| Comp                              | \$48,883,878         | \$46,436,380         | \$2,447,498         | 5.3%        | \$46,436,380         | \$2,447,498         | 5.3%         |
| 28 Day                            | \$7,201,030          | \$3,137,736          | \$4,063,294         | 129.5%      | \$3,137,736          | \$4,063,294         | 129.5%       |
| Total Revenue                     | \$282,123,385        | \$262,563,393        | \$19,559,992        | 7.4%        | \$247,730,315        | \$34,393,070        | 13.9%        |
| <b>Average Rates</b>              |                      |                      |                     |             |                      |                     |              |
| <b>Cash</b>                       | <b>\$108.50</b>      | <b>\$105.34</b>      | <b>\$3.16</b>       | <b>3.0%</b> | <b>\$101.24</b>      | <b>\$7.26</b>       | <b>7.2%</b>  |
| Comp                              | \$83.32              | \$75.62              | \$7.70              | 10.2%       | \$77.13              | \$6.19              | 8.0%         |
| 28 Day                            | \$87.78              | \$78.46              | \$9.32              | 11.9%       | \$78.46              | \$9.32              | 11.9%        |

**Reno-Sparks Convention and Visitors Authority**

**Motel Statistics - Year To Date**

**February 2018**

|                                   | Actual              | Budget              | Increase (Decrease) |              | Last Year          | Increase (Decrease) |              |
|-----------------------------------|---------------------|---------------------|---------------------|--------------|--------------------|---------------------|--------------|
|                                   |                     |                     | Amount              | % Percent    |                    | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                     |                     |                     |              |                    |                     |              |
| Cash                              | 180,607             | 175,752             | 4,855               | 2.8%         | 174,011            | 6,596               | 3.8%         |
| Comp                              | 1,936               | 1,693               | 243                 | 14.4%        | 1,693              | 243                 | 14.4%        |
| 28 Day                            | 30,901              | 22,492              | 8,409               | 37.4%        | 22,492             | 8,409               | 37.4%        |
| <b>Total Occupied Rooms</b>       | <b>213,444</b>      | <b>199,937</b>      | <b>13,507</b>       | <b>6.8%</b>  | <b>198,196</b>     | <b>15,248</b>       | <b>7.7%</b>  |
| Vacant                            | 158,535             | 190,674             | (32,139)            | -16.9%       | 189,177            | (30,642)            | -16.2%       |
| Total Available Rooms             | 371,979             | 390,611             | (18,632)            | -4.8%        | 387,373            | (15,394)            | -4.0%        |
| <b>Percentage of Occupancy</b>    |                     |                     |                     |              |                    |                     |              |
| Cash                              | 48.6%               | 45.0%               | 3.6                 | 8.0%         | 44.9%              | 3.7                 | 8.2%         |
| Comp                              | 0.5%                | 0.4%                | 0.1                 | 25.0%        | 0.4%               | 0.1                 | 25.0%        |
| 28 Day                            | 8.3%                | 5.8%                | 2.5                 | 43.1%        | 5.8%               | 2.5                 | 43.1%        |
| <b>Total Occupancy Percentage</b> | <b>57.4%</b>        | <b>51.2%</b>        | <b>6.2</b>          | <b>12.1%</b> | <b>51.2%</b>       | <b>6.2</b>          | <b>12.1%</b> |
| Vacant                            | 42.6%               | 48.8%               | (6.2)               | -12.7%       | 48.8%              | (6.2)               | -12.7%       |
| Total (must equal 100.0%)         | 100.0%              | 100.0%              | -                   | 0.0%         | 100.0%             | -                   | 0.0%         |
| <b>Revenue</b>                    |                     |                     |                     |              |                    |                     |              |
| <b>Cash - Taxable</b>             | <b>\$10,682,817</b> | <b>\$10,180,202</b> | <b>\$502,615</b>    | <b>4.9%</b>  | <b>\$9,695,430</b> | <b>\$987,387</b>    | <b>10.2%</b> |
| Comp                              | \$63,844            | \$63,280            | \$564               | 0.9%         | \$66,244           | (\$2,400)           | -3.6%        |
| 28 Day                            | \$1,247,309         | \$764,920           | \$482,389           | 63.1%        | \$771,858          | \$475,451           | 61.6%        |
| Total Revenue                     | \$11,993,970        | \$11,008,402        | \$985,568           | 9.0%         | \$10,533,532       | \$1,460,438         | 13.9%        |
| <b>Average Rates</b>              |                     |                     |                     |              |                    |                     |              |
| <b>Cash</b>                       | <b>\$59.15</b>      | <b>\$57.92</b>      | <b>\$1.23</b>       | <b>2.1%</b>  | <b>\$55.72</b>     | <b>\$3.43</b>       | <b>6.2%</b>  |
| Comp                              | \$32.98             | \$37.38             | (\$4.40)            | -11.8%       | \$39.13            | (\$6.15)            | -15.7%       |
| 28 Day                            | \$40.36             | \$34.01             | \$6.35              | 18.7%        | \$34.32            | \$6.04              | 17.6%        |

**Reno-Sparks Convention and Visitors Authority**

**28 Day Motel Statistics - Year To Date**

**February 2018**

|                                   | Actual             | Budget             | Increase (Decrease) |              | Last Year          | Increase (Decrease) |              |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
|                                   |                    |                    | Amount              | % Percent    |                    | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                    |                    |                     |              |                    |                     |              |
| Cash                              | 56,310             | 55,952             | 358                 | 0.6%         | 58,898             | (2,588)             | -4.4%        |
| Comp                              | 150                | -                  | 150                 | 100.0%       | -                  | 150                 | 100.0%       |
| 28 Day                            | 593,787            | 664,155            | (70,368)            | -10.6%       | 632,528            | (38,741)            | -6.1%        |
| <b>Total Occupied Rooms</b>       | <b>650,247</b>     | <b>720,107</b>     | <b>(69,860)</b>     | <b>-9.7%</b> | <b>691,426</b>     | <b>(41,179)</b>     | <b>-6.0%</b> |
| Vacant                            | 145,368            | 130,879            | 14,489              | 11.1%        | 162,963            | (17,595)            | -10.8%       |
| Total Available Rooms             | 795,615            | 850,986            | (55,371)            | -6.5%        | 854,389            | (58,774)            | -6.9%        |
| <b>Percentage of Occupancy</b>    |                    |                    |                     |              |                    |                     |              |
| Cash                              | 7.1%               | 6.6%               | 0.5                 | 7.6%         | 6.9%               | 0.2                 | 2.9%         |
| Comp                              | 0.0%               | 0.0%               | -                   | 0.0%         | 0.0%               | -                   | 0.0%         |
| 28 Day                            | 74.6%              | 78.0%              | (3.4)               | -4.4%        | 74.0%              | 0.6                 | 0.8%         |
| <b>Total Occupancy Percentage</b> | <b>81.7%</b>       | <b>84.6%</b>       | <b>(2.9)</b>        | <b>-3.4%</b> | <b>80.9%</b>       | <b>0.8</b>          | <b>1.0%</b>  |
| Vacant                            | 18.3%              | 15.4%              | 2.9                 | 18.8%        | 19.1%              | (0.8)               | -4.2%        |
| Total (must equal 100.0%)         | 100.0%             | 100.0%             | -                   | 0.0%         | 100.0%             | -                   | 0.0%         |
| <b>Revenue</b>                    |                    |                    |                     |              |                    |                     |              |
| <b>Cash - Taxable</b>             | <b>\$2,160,402</b> | <b>\$1,941,774</b> | <b>\$218,628</b>    | <b>11.3%</b> | <b>\$2,043,972</b> | <b>\$116,430</b>    | <b>5.7%</b>  |
| Comp                              | \$2,500            | \$0                | \$2,500             | 100.0%       | \$0                | \$2,500             | 100.0%       |
| 28 Day                            | \$13,018,931       | \$13,777,238       | (\$758,307)         | -5.5%        | \$12,902,979       | \$115,952           | 0.9%         |
| Total Revenue                     | \$15,181,833       | \$15,719,012       | (\$537,179)         | -3.4%        | \$14,946,951       | \$234,882           | 1.6%         |
| <b>Average Rates</b>              |                    |                    |                     |              |                    |                     |              |
| <b>Cash</b>                       | <b>\$38.37</b>     | <b>\$34.70</b>     | <b>\$3.67</b>       | <b>10.6%</b> | <b>\$34.70</b>     | <b>\$3.67</b>       | <b>10.6%</b> |
| Comp                              | \$16.67            | \$0.00             | \$16.67             | 100.0%       | \$0.00             | \$16.67             | 100.0%       |
| 28 Day                            | \$21.93            | \$20.74            | \$1.19              | 5.7%         | \$20.40            | \$1.53              | 7.5%         |

**Reno-Sparks Convention and Visitors Authority**

**RV Park Statistics - Year To Date**

**February 2018**

|                                   | Actual             | Budget             | Increase (Decrease) |              | Last Year          | Increase (Decrease) |              |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
|                                   |                    |                    | Amount              | % Percent    |                    | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                    |                    |                     |              |                    |                     |              |
| Cash                              | 57,310             | 71,078             | (13,768)            | -19.4%       | 64,617             | (7,307)             | -11.3%       |
| Comp                              | 1,422              | 1,634              | (212)               | -13.0%       | 1,634              | (212)               | -13.0%       |
| 28 Day                            | 250,358            | 249,830            | 528                 | 0.2%         | 227,119            | 23,239              | 10.2%        |
| <b>Total Occupied Rooms</b>       | <b>309,090</b>     | <b>322,542</b>     | <b>(13,452)</b>     | <b>-4.2%</b> | <b>293,370</b>     | <b>15,720</b>       | <b>5.4%</b>  |
| Vacant                            | 112,982            | 109,713            | 3,269               | 3.0%         | 132,626            | (19,644)            | -14.8%       |
| Total Available Rooms             | 422,072            | 432,255            | (10,183)            | -2.4%        | 425,996            | (3,924)             | -0.9%        |
| <b>Percentage of Occupancy</b>    |                    |                    |                     |              |                    |                     |              |
| Cash                              | 13.6%              | 16.4%              | (2.8)               | -17.1%       | 15.2%              | (1.6)               | -10.5%       |
| Comp                              | 0.3%               | 0.4%               | (0.1)               | -25.0%       | 0.4%               | (0.1)               | -25.0%       |
| 28 Day                            | 59.3%              | 57.8%              | 1.5                 | 2.6%         | 53.3%              | 6.0                 | 11.3%        |
| <b>Total Occupancy Percentage</b> | <b>73.2%</b>       | <b>74.6%</b>       | <b>(1.4)</b>        | <b>-1.9%</b> | <b>68.9%</b>       | <b>4.3</b>          | <b>6.2%</b>  |
| Vacant                            | 26.8%              | 25.4%              | 1.4                 | 5.5%         | 31.1%              | (4.3)               | -13.8%       |
| Total (must equal 100.0%)         | 100.0%             | 100.0%             | -                   | 0.0%         | 100.0%             | -                   | 0.0%         |
| <b>Revenue</b>                    |                    |                    |                     |              |                    |                     |              |
| <b>Cash - Taxable</b>             | <b>\$2,246,076</b> | <b>\$2,208,944</b> | <b>\$37,132</b>     | <b>1.7%</b>  | <b>\$2,008,131</b> | <b>\$237,945</b>    | <b>11.8%</b> |
| Comp                              | \$59,141           | \$59,042           | \$99                | 0.2%         | \$59,042           | \$99                | 0.2%         |
| 28 Day                            | \$3,984,360        | \$3,733,548        | \$250,812           | 6.7%         | \$3,394,133        | \$590,227           | 17.4%        |
| Total Revenue                     | \$6,289,577        | \$6,001,534        | \$288,043           | 4.8%         | \$5,461,306        | \$828,271           | 15.2%        |
| <b>Average Rates</b>              |                    |                    |                     |              |                    |                     |              |
| <b>Cash</b>                       | <b>\$39.19</b>     | <b>\$31.08</b>     | <b>\$8.11</b>       | <b>26.1%</b> | <b>\$31.08</b>     | <b>\$8.11</b>       | <b>26.1%</b> |
| Comp                              | \$41.59            | \$36.13            | \$5.46              | 15.1%        | \$36.13            | \$5.46              | 15.1%        |
| 28 Day                            | \$15.91            | \$14.94            | \$0.97              | 6.5%         | \$14.94            | \$0.97              | 6.5%         |



**Reno-Sparks Convention and Visitors Authority**

**Vacation Rental Statistics - Year To Date**

**February 2018**

|                                   | Actual              | Budget             | Increase (Decrease) |              | Last Year          | Increase (Decrease) |              |
|-----------------------------------|---------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
|                                   |                     |                    | Amount              | % Percent    |                    | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                     |                    |                     |              |                    |                     |              |
| Cash                              | 40,791              | 35,541             | 5,250               | 14.8%        | 34,505             | 6,286               | 18.2%        |
| Comp                              | -                   | -                  | -                   | 0.0%         | -                  | -                   | 0.0%         |
| 28 Day                            | 67,522              | 65,402             | 2,120               | 3.2%         | 65,402             | 2,120               | 3.2%         |
| <b>Total Occupied Rooms</b>       | <b>108,313</b>      | <b>100,943</b>     | <b>7,370</b>        | <b>7.3%</b>  | <b>99,907</b>      | <b>8,406</b>        | <b>8.4%</b>  |
| Vacant                            | 80,331              | 81,157             | (826)               | -1.0%        | 83,718             | (3,387)             | -4.0%        |
| Total Available Rooms             | 188,644             | 182,100            | 6,544               | 3.6%         | 183,625            | 5,019               | 2.7%         |
| <b>Percentage of Occupancy</b>    |                     |                    |                     |              |                    |                     |              |
| Cash                              | 21.6%               | 19.5%              | 2.1                 | 10.8%        | 18.8%              | 2.8                 | 14.9%        |
| Comp                              | 0.0%                | 0.0%               | -                   | 0.0%         | 0.0%               | -                   | 0.0%         |
| 28 Day                            | 35.8%               | 35.9%              | (0.1)               | -0.3%        | 35.6%              | 0.2                 | 0.6%         |
| <b>Total Occupancy Percentage</b> | <b>57.4%</b>        | <b>55.4%</b>       | <b>2.0</b>          | <b>3.6%</b>  | <b>54.4%</b>       | <b>3.0</b>          | <b>5.5%</b>  |
| Vacant                            | 42.6%               | 44.6%              | (2.0)               | -4.5%        | 45.6%              | (3.0)               | -6.6%        |
| Total (must equal 100.0%)         | 100.0%              | 100.0%             | -                   | 0.0%         | 100.0%             | -                   | 0.0%         |
| <b>Revenue</b>                    |                     |                    |                     |              |                    |                     |              |
| <b>Cash - Taxable</b>             | <b>\$10,985,162</b> | <b>\$9,968,694</b> | <b>\$1,016,468</b>  | <b>10.2%</b> | <b>\$9,493,992</b> | <b>\$1,491,170</b>  | <b>15.7%</b> |
| Comp                              | \$0                 | \$0                | \$0                 | 0.0%         | \$0                | \$0                 | 0.0%         |
| 28 Day                            | \$5,222,367         | \$5,035,286        | \$187,081           | 3.7%         | \$5,035,286        | \$187,081           | 3.7%         |
| Total Revenue                     | \$16,207,529        | \$15,003,980       | \$1,203,549         | 8.0%         | \$14,529,278       | \$1,678,251         | 11.6%        |
| <b>Average Rates</b>              |                     |                    |                     |              |                    |                     |              |
| <b>Cash</b>                       | <b>\$269.30</b>     | <b>\$280.48</b>    | <b>(\$11.18)</b>    | <b>-4.0%</b> | <b>\$275.15</b>    | <b>(\$5.85)</b>     | <b>-2.1%</b> |
| Comp                              | \$0.00              | \$0.00             | \$0.00              | 0.0%         | \$0.00             | \$0.00              | 0.0%         |
| 28 Day                            | \$77.34             | \$76.99            | \$0.35              | 0.5%         | \$76.99            | \$0.35              | 0.5%         |

**Reno-Sparks Convention and Visitors Authority**

**Timeshare Statistics - Year To Date**

**February 2018**

|                                   | Actual             | Budget             | Increase (Decrease) |              | Last Year          | Increase (Decrease) |              |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
|                                   |                    |                    | Amount              | % Percent    |                    | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                    |                    |                     |              |                    |                     |              |
| Cash                              | 41,226             | 42,441             | (1,215)             | -2.9%        | 42,441             | (1,215)             | -2.9%        |
| Comp                              | -                  | -                  | -                   | 0.0%         | -                  | -                   | 0.0%         |
| 28 Day                            | -                  | -                  | -                   | 0.0%         | -                  | -                   | 0.0%         |
| <b>Total Occupied Rooms</b>       | <b>41,226</b>      | <b>42,441</b>      | <b>(1,215)</b>      | <b>-2.9%</b> | <b>42,441</b>      | <b>(1,215)</b>      | <b>-2.9%</b> |
| Vacant                            | 63,192             | 65,457             | (2,265)             | -3.5%        | 65,391             | (2,199)             | -3.4%        |
| Total Available Rooms             | 104,418            | 107,898            | (3,480)             | -3.2%        | 107,832            | (3,414)             | -3.2%        |
| <b>Percentage of Occupancy</b>    |                    |                    |                     |              |                    |                     |              |
| Cash                              | 39.5%              | 39.3%              | 0.2                 | 0.5%         | 39.4%              | 0.1                 | 0.3%         |
| Comp                              | 0.0%               | 0.0%               | -                   | 0.0%         | 0.0%               | -                   | 0.0%         |
| 28 Day                            | 0.0%               | 0.0%               | -                   | 0.0%         | 0.0%               | -                   | 0.0%         |
| <b>Total Occupancy Percentage</b> | <b>39.5%</b>       | <b>39.3%</b>       | <b>0.2</b>          | <b>0.5%</b>  | <b>39.4%</b>       | <b>0.1</b>          | <b>0.3%</b>  |
| Vacant                            | 60.5%              | 60.7%              | (0.2)               | -0.3%        | 60.6%              | (0.1)               | -0.2%        |
| Total (must equal 100.0%)         | 100.0%             | 100.0%             | -                   | 0.0%         | 100.0%             | -                   | 0.0%         |
| <b>Revenue</b>                    |                    |                    |                     |              |                    |                     |              |
| <b>Cash - Taxable</b>             | <b>\$1,891,648</b> | <b>\$2,038,948</b> | <b>(\$147,300)</b>  | <b>-7.2%</b> | <b>\$1,941,856</b> | <b>(\$50,208)</b>   | <b>-2.6%</b> |
| Comp                              | \$0                | \$0                | \$0                 | 0.0%         | \$0                | \$0                 | 0.0%         |
| 28 Day                            | \$0                | \$0                | \$0                 | 0.0%         | \$0                | \$0                 | 0.0%         |
| Total Revenue                     | \$1,891,648        | \$2,038,948        | (\$147,300)         | -7.2%        | \$1,941,856        | (\$50,208)          | -2.6%        |
| <b>Average Rates</b>              |                    |                    |                     |              |                    |                     |              |
| <b>Cash</b>                       | <b>\$45.88</b>     | <b>\$48.04</b>     | <b>(\$2.16)</b>     | <b>-4.5%</b> | <b>\$45.75</b>     | <b>\$0.13</b>       | <b>0.3%</b>  |
| Comp                              | \$0.00             | \$0.00             | \$0.00              | 0.0%         | \$0.00             | \$0.00              | 0.0%         |
| 28 Day                            | \$0.00             | \$0.00             | \$0.00              | 0.0%         | \$0.00             | \$0.00              | 0.0%         |

**Reno-Sparks Convention and Visitors Authority**

**Home Owner Rentals - Year To Date**

|                                   | Actual             | Budget             | Increase (Decrease) |              | Last Year          | Increase (Decrease) |              |
|-----------------------------------|--------------------|--------------------|---------------------|--------------|--------------------|---------------------|--------------|
|                                   |                    |                    | Amount              | % Percent    |                    | Amount              | % Percent    |
| <b>Occupied Rooms</b>             |                    |                    |                     |              |                    |                     |              |
| Cash                              | 6,538              | 6,761              | (223)               | -3.3%        | 6,694              | (156)               | -2.3%        |
| Comp                              | 17                 | 22                 | (5)                 | -22.7%       | 22                 | (5)                 | -22.7%       |
| 28 Day                            | 2,755              | 2,385              | 370                 | 15.5%        | 2,385              | 370                 | 15.5%        |
| <b>Total Occupied Rooms</b>       | <b>9,310</b>       | <b>9,168</b>       | <b>142</b>          | <b>1.5%</b>  | <b>9,101</b>       | <b>209</b>          | <b>2.3%</b>  |
| Vacant                            | 22,539             | 22,112             | 427                 | 1.9%         | 22,544             | (5)                 | 0.0%         |
| Total Available Rooms             | 31,849             | 31,280             | 569                 | 1.8%         | 31,645             | 204                 | 0.6%         |
| <b>Percentage of Occupancy</b>    |                    |                    |                     |              |                    |                     |              |
| Cash                              | 20.5%              | 21.6%              | (1.1)               | -5.1%        | 21.2%              | (0.7)               | -3.3%        |
| Comp                              | 0.1%               | 0.1%               | -                   | 0.0%         | 0.1%               | -                   | 0.0%         |
| 28 Day                            | 8.7%               | 7.6%               | 1.1                 | 14.5%        | 7.5%               | 1.2                 | 16.0%        |
| <b>Total Occupancy Percentage</b> | <b>29.2%</b>       | <b>29.3%</b>       | <b>(0.1)</b>        | <b>-0.3%</b> | <b>28.8%</b>       | <b>0.4</b>          | <b>1.4%</b>  |
| Vacant                            | 70.8%              | 70.7%              | 0.1                 | 0.1%         | 71.2%              | (0.4)               | -0.6%        |
| Total (must equal 100.0%)         | 100.0%             | 100.0%             | -                   | 0.0%         | 100.0%             | -                   | 0.0%         |
| <b>Revenue</b>                    |                    |                    |                     |              |                    |                     |              |
| <b>Cash - Taxable</b>             | <b>\$1,667,587</b> | <b>\$1,807,343</b> | <b>(\$139,756)</b>  | <b>-7.7%</b> | <b>\$1,789,448</b> | <b>(\$121,861)</b>  | <b>-6.8%</b> |
| Comp                              | \$1,866            | \$3,330            | (\$1,464)           | -44.0%       | \$3,330            | (\$1,464)           | -44.0%       |
| 28 Day                            | \$275,373          | \$245,348          | \$30,025            | 12.2%        | \$245,347          | \$30,026            | 12.2%        |
| Total Revenue                     | \$1,944,826        | \$2,056,021        | (\$111,195)         | -5.4%        | \$2,038,125        | (\$93,299)          | -4.6%        |
| <b>Average Rates</b>              |                    |                    |                     |              |                    |                     |              |
| <b>Cash</b>                       | <b>\$255.06</b>    | <b>\$267.32</b>    | <b>(\$12.26)</b>    | <b>-4.6%</b> | <b>\$267.32</b>    | <b>(\$12.26)</b>    | <b>-4.6%</b> |
| Comp                              | \$109.76           | \$151.36           | (\$41.60)           | -27.5%       | \$151.36           | (\$41.60)           | -27.5%       |
| 28 Day                            | \$99.95            | \$102.87           | (\$2.92)            | -2.8%        | \$102.87           | (\$2.92)            | -2.8%        |

**Reno-Sparks Convention and Visitors Authority  
Taxable Revenue by District  
February 2018**

| Current Month Actual<br>February 2018 | Last Year Actual<br>February 2017 |                               |               | Tax District                 | Year To Date Actual<br>July 2017 - February 2018 | Last Year - Year To Date Actual<br>July 2016 - February 2017 |                               |              |
|---------------------------------------|-----------------------------------|-------------------------------|---------------|------------------------------|--|--|-------------------------------|--------------|
|                                       | Amount                            | Increase (Decrease)<br>Amount | % Percent     |                              |  | Amount   | Increase (Decrease)<br>Amount | % Percent    |
| \$12,370,354                          | \$11,350,549                      | \$1,019,805                   | 9.0%          | Reno B                       | \$119,373,961                                    | \$106,916,023  | \$12,457,938                  | 11.7%        |
| \$6,371,012                           | \$5,109,742                       | \$1,261,271                   | 24.7%         | Reno D                       | \$68,408,433                                     | \$57,080,542   | \$11,327,891                  | 19.8%        |
| \$549,413                             | \$471,598                         | \$77,815                      | 16.5%         | Reno E                       | \$4,894,344                                      | \$3,122,499  | \$1,771,845                   | 56.7%        |
| <b>\$19,290,779</b>                   | <b>\$16,931,889</b>               | <b>\$2,358,891</b>            | <b>13.9%</b>  | <b>Total Reno</b>            | <b>\$192,676,738</b>                             | <b>\$167,119,064</b>   | <b>\$25,557,674</b>           | <b>15.3%</b> |
| \$17,719                              | \$11,249                          | \$6,471                       | 57.5%         | Washoe A                     | \$290,476  | \$231,174  | \$59,302                      | 25.7%        |
| \$2,866,131                           | \$3,248,801                       | (\$382,670)                   | -11.8%        | Washoe B                     | \$33,554,586                                     | \$33,784,122   | (\$229,536)                   | -0.7%        |
| <b>\$2,883,850</b>                    | <b>\$3,260,050</b>                | <b>(\$376,199)</b>            | <b>-11.5%</b> | <b>Total Washoe Co.</b>      | <b>\$33,845,062</b>                              | <b>\$34,015,296</b>  | <b>(\$170,234)</b>            | <b>-0.5%</b> |
| <b>\$2,905,485</b>                    | <b>\$2,522,102</b>                | <b>\$383,383</b>              | <b>15.2%</b>  | <b>Sparks</b>                | <b>\$29,150,367</b>                              | <b>\$23,994,667</b>  | <b>\$5,155,700</b>            | <b>21.5%</b> |
| <b>\$25,080,115</b>                   | <b>\$22,714,041</b>               | <b>\$2,366,074</b>            | <b>10.4%</b>  | <b>Total Taxable Revenue</b> | <b>\$255,672,169</b>                             | <b>\$225,129,028</b>   | <b>\$30,543,141</b>           | <b>13.6%</b> |

| <u>Tax District</u> | <u>Location</u>              |
|---------------------|------------------------------|
| Reno B              | Suburban Reno                |
| Reno D              | Downtown Reno                |
| Reno E              | 1 Mile Radius from Downtown  |
| Sparks              | City of Sparks               |
| Washoe A            | Washoe County except Incline |
| Washoe B            | Incline Village              |

**Reno-Sparks Convention and Visitors Authority  
Taxable Occupied Rooms by District  
February 2018**

| Current<br>Month Actual<br>February<br>2018 | Last Year Actual<br>February 2017 |                |                                  | Tax District               | Year To Date<br>Actual<br>July 2017 -<br>February 2018 | Last Year - Year To Date Actual<br>July 2016 - February 2017 |                |              |
|---|-----------------------------------|----------------|----------------------------------|----------------------------|--|--|----------------|--------------|
|   | Amount                            | Amount         | Increase (Decrease)<br>% Percent |                            |  | Amount   | Amount         | % Percent    |
| 128,680                                     | 126,239                           | 2,441          | 1.9%                             | Reno B                     | 1,168,987  | 1,124,513  | 44,474         | 4.0%         |
| 69,304                                      | 63,279                            | 6,025          | 9.5%                             | Reno D                     | 740,239  | 666,787  | 73,452         | 11.0%        |
| 4,958                                       | 4,676                             | 282            | 6.0%                             | Reno E                     | 43,872   | 33,752   | 10,120         | 30.0%        |
| <b>202,942</b>                              | <b>194,194</b>                    | <b>8,748</b>   | <b>4.5%</b>                      | <b>Total Reno</b>          | <b>1,953,098</b>                                       | <b>1,825,052</b>   | <b>128,046</b> | <b>7.0%</b>  |
| 773   | 516                               | 257            | 49.8%                            | Washoe A                   | 9,603  | 7,486  | 2,117          | 28.3%        |
| 13,056                                      | 14,242                            | (1,186)        | -8.3%                            | Washoe B                   | 127,249  | 130,217  | (2,968)        | -2.3%        |
| <b>13,829</b>                               | <b>14,758</b>                     | <b>(929)</b>   | <b>-6.3%</b>                     | <b>Total Washoe Co.</b>    | <b>136,852</b>   | <b>137,703</b>   | <b>(851)</b>   | <b>-0.6%</b> |
| <b>38,201</b>                               | <b>40,847</b>                     | <b>(2,646)</b> | <b>-6.5%</b>                     | <b>Sparks</b>              | <b>376,151</b>   | <b>375,787</b>   | <b>364</b>     | <b>0.1%</b>  |
| <b>254,972</b>                              | <b>249,799</b>                    | <b>5,173</b>   | <b>2.1%</b>                      | <b>Total Taxable Rooms</b> | <b>2,466,101</b>                                       | <b>2,338,542</b>   | <b>127,559</b> | <b>5.5%</b>  |

| <u>Tax District</u> | <u>Location</u>              |
|---------------------|------------------------------|
| Reno B              | Suburban Reno                |
| Reno D              | Downtown Reno                |
| Reno E              | 1 Mile Radius from Downtown  |
| Sparks              | City of Sparks               |
| Washoe A            | Washoe County except Incline |
| Washoe B            | Incline Village              |

**Reno-Sparks Convention and Visitors Authority  
Average Daily Rate by District  
February 2018**

| Current Month Actual<br>February 2018            | Last Year Actual<br>February 2017                |  |                                      | Tax District                                    | Year To Date Actual<br>July 2017 - February 2018  | Last Year - Year To Date Actual<br>July 2016 - February 2017 |  |                                      |
|--|--|--|--------------------------------------|---|---|--|--|--------------------------------------|
|  | Amount   | Increase (Decrease)<br>Amount                | % Percent                            |   |   | Amount   | Increase (Decrease)<br>Amount                | % Percent                            |
| \$96.13<br>\$91.93<br>\$110.81<br><b>\$95.06</b> | \$89.91<br>\$80.75<br>\$100.85<br><b>\$87.19</b> | \$6.22<br>\$11.18<br>\$9.96<br><b>\$7.87</b> | 6.9%<br>13.8%<br>9.9%<br><b>9.0%</b> | Reno B<br>Reno D<br>Reno E<br><b>Total Reno</b> | \$102.12<br>\$92.41<br>\$111.56<br><b>\$98.65</b> | \$95.08<br>\$85.61<br>\$92.51<br><b>\$91.57</b>              | \$7.04<br>\$6.81<br>\$19.05<br><b>\$7.08</b> | 7.4%<br>8.0%<br>20.6%<br><b>7.7%</b> |
| \$22.92<br>\$219.53<br><b>\$208.54</b>           | \$21.80<br>\$228.11<br><b>\$220.90</b>           | \$1.12<br>-\$8.59<br><b>-\$12.36</b>         | 5.2%<br>-3.8%<br><b>-5.6%</b>        | Washoe A<br>Washoe B<br><b>Total Washoe Co.</b> | \$30.25<br>\$263.69<br><b>\$247.31</b>            | \$30.88<br>\$259.44<br><b>\$247.02</b>                       | -\$0.63<br>\$4.25<br><b>\$0.29</b>           | -2.0%<br>1.6%<br><b>0.1%</b>         |
| <b>\$76.06</b>                                   | <b>\$61.75</b>                                   | <b>\$14.31</b>                               | <b>23.2%</b>                         | <b>Sparks</b>                                   | <b>\$77.50</b>                                    | <b>\$63.85</b>   | <b>\$13.64</b>                               | <b>21.4%</b>                         |
| <b>\$98.36</b>                                   | <b>\$90.93</b>                                   | <b>\$7.43</b>                                | <b>8.2%</b>                          | <b>Total Average Daily Rate</b>                 | <b>\$103.67</b>                                   | <b>\$96.27</b>   | <b>\$7.40</b>                                | <b>7.7%</b>                          |

| <u>Tax District</u> | <u>Location</u>              |
|---------------------|------------------------------|
| Reno B              | Suburban Reno                |
| Reno D              | Downtown Reno                |
| Reno E              | 1 Mile Radius from Downtown  |
| Sparks              | City of Sparks               |
| Washoe A            | Washoe County except Incline |
| Washoe B            | Incline Village              |