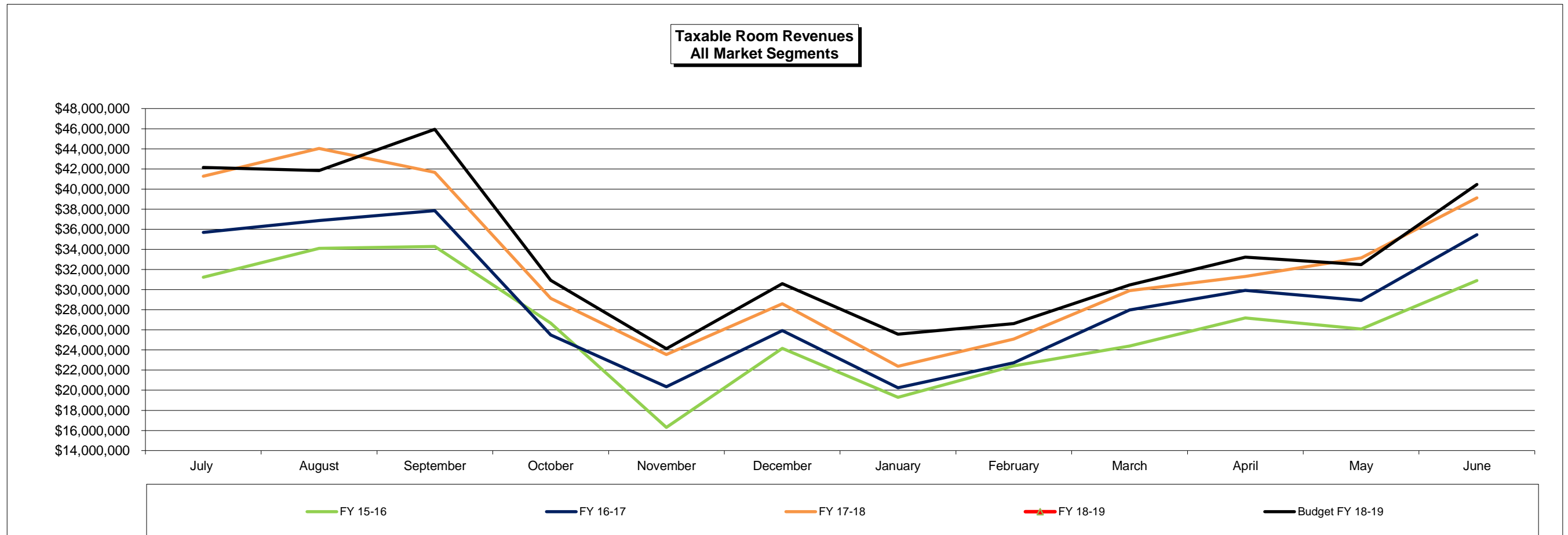


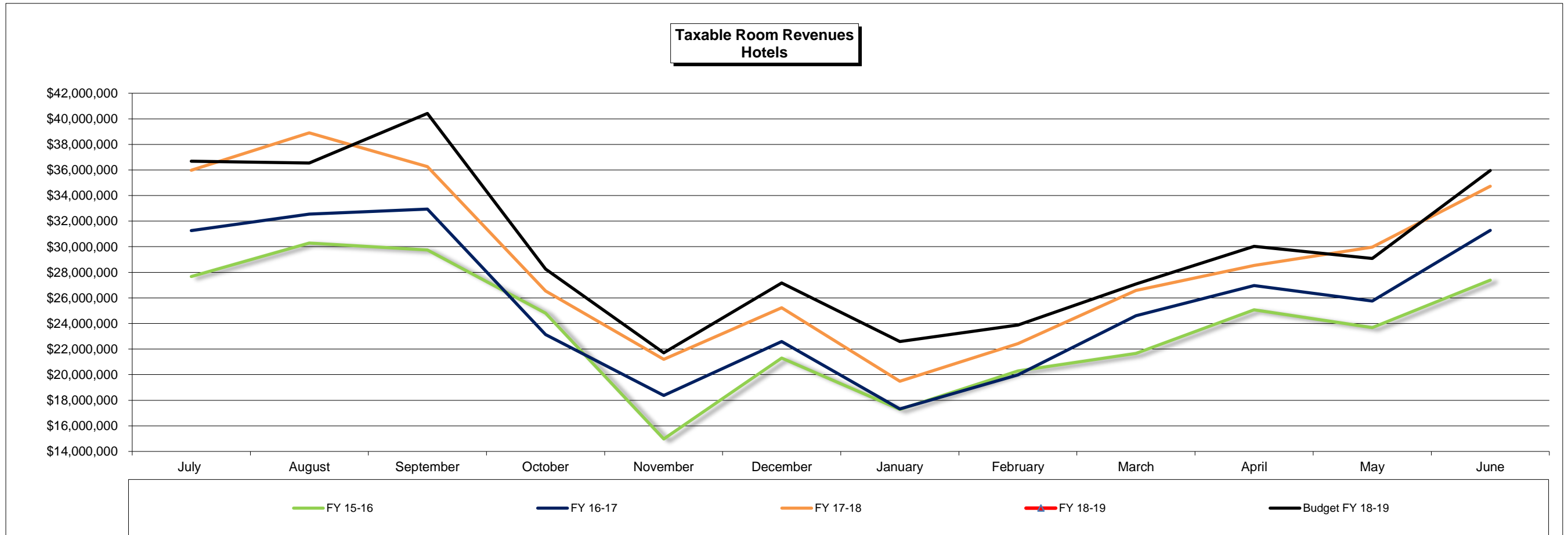
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-Consolidated Summary
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|------------------------|----------------------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | \$ 25,137,500 | \$ 30,224,159 | \$ 30,292,027 | \$ 31,230,612 | \$ 35,677,262 | \$ 41,265,679 | \$ 41,424,217 | \$ 42,143,163 | \$ (718,946) | -1.7% | \$ 158,538 | 0.4% |
| August | \$ 29,376,209 | \$ 32,130,756 | \$ 32,403,508 | \$ 34,091,992 | \$ 36,868,031 | \$ 44,034,254 | \$ 44,483,946 | \$ 41,834,282 | \$ 2,649,664 | 6.3% | \$ 449,692 | 1.0% |
| September | \$ 27,213,720 | \$ 25,870,198 | \$ 27,164,225 | \$ 34,288,906 | \$ 37,851,442 | \$ 41,663,504 | \$ 42,554,492 | \$ 45,937,640 | \$ (3,383,148) | -7.4% | \$ 890,988 | 2.1% |
| October | \$ 18,247,114 | \$ 18,292,143 | \$ 20,025,803 | \$ 26,673,296 | \$ 25,496,440 | \$ 29,124,783 | \$ 30,171,237 | \$ 30,915,023 | \$ (743,786) | -2.4% | \$ 1,046,454 | 3.6% |
| November | \$ 12,032,690 | \$ 14,560,736 | \$ 14,727,649 | \$ 16,304,190 | \$ 20,342,704 | \$ 23,533,775 | \$ 24,707,237 | \$ 24,125,062 | \$ 582,175 | 2.4% | \$ 1,173,462 | 5.0% |
| December | \$ 17,067,070 | \$ 16,879,494 | \$ 19,246,588 | \$ 24,164,711 | \$ 25,936,180 | \$ 28,595,173 | \$ 29,774,489 | \$ 30,591,483 | \$ (816,994) | -2.7% | \$ 1,179,316 | 4.1% |
| January | \$ 17,614,224 | \$ 13,970,116 | \$ 18,425,487 | \$ 19,286,992 | \$ 20,242,930 | \$ 22,378,105 | \$ 28,502,864 | \$ 25,576,315 | \$ 2,926,549 | 11.4% | \$ 6,124,758 | 27.4% |
| February | \$ 15,868,966 | \$ 16,313,115 | \$ 18,040,839 | \$ 22,422,874 | \$ 22,714,040 | \$ 25,079,380 | \$ 25,113,427 | \$ 26,621,959 | \$ (1,508,532) | -5.7% | \$ 34,047 | 0.1% |
| March | \$ 18,208,897 | \$ 18,069,943 | \$ 19,662,419 | \$ 24,386,491 | \$ 27,985,952 | \$ 29,897,187 | \$ - | \$ 30,475,326 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 20,900,615 | \$ 21,706,493 | \$ 22,032,831 | \$ 27,186,846 | \$ 29,934,593 | \$ 31,304,806 | \$ - | \$ 33,234,857 | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 23,544,500 | \$ 23,219,292 | \$ 24,957,366 | \$ 26,084,433 | \$ 28,917,716 | \$ 33,145,852 | \$ - | \$ 32,474,521 | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 26,982,253 | \$ 24,191,921 | \$ 25,062,328 | \$ 30,892,727 | \$ 35,458,717 | \$ 39,122,428 | \$ - | \$ 40,446,088 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 252,193,754 | \$ 255,428,365 | \$ 272,041,067 | \$ 317,014,070 | \$ 347,426,006 | \$ 389,144,926 | \$ 266,731,909 | \$ 404,375,720 | \$ (1,013,018) | -0.4% | \$ 11,057,255 | 4.3% |



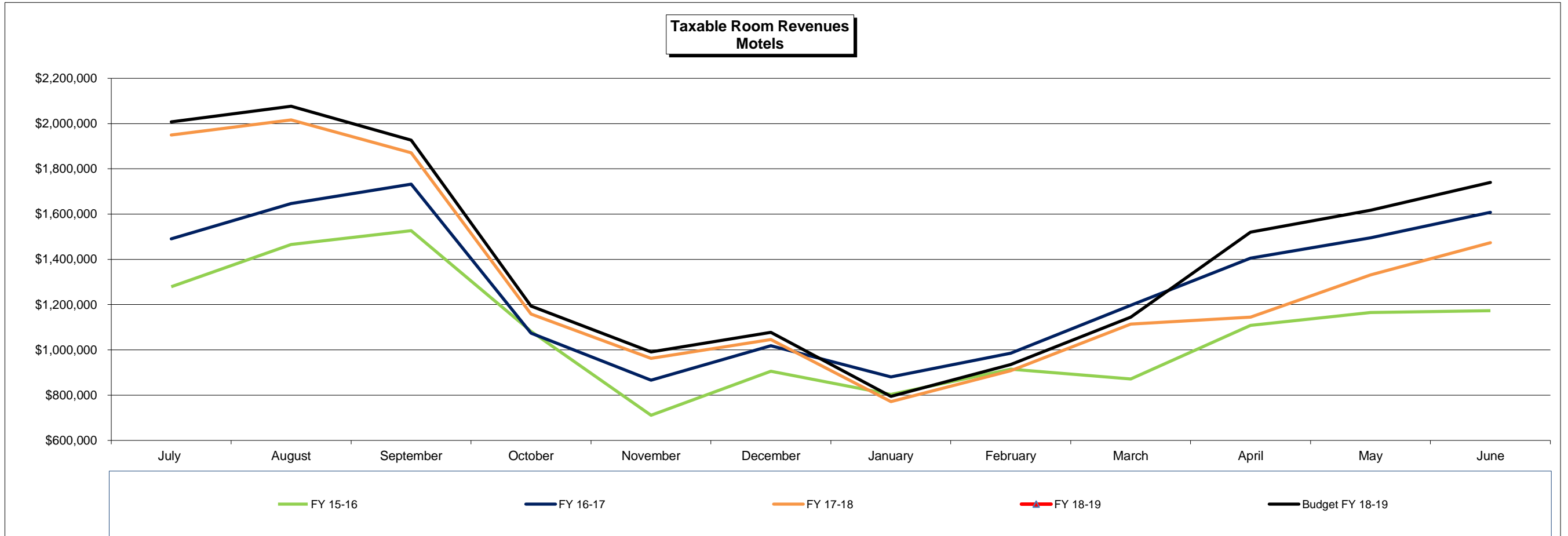
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-Hotels
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--------------|------------------------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 22,132,148 | \$ 26,551,071 | \$ 26,231,128 | \$ 27,665,161 | \$ 31,259,218 | \$ 35,984,480 | \$ 36,231,019 | \$ (458,129) | -1.2% | \$ 246,540 | 0.7% |
| August | \$ 25,772,697 | \$ 27,895,807 | \$ 28,120,427 | \$ 30,287,033 | \$ 32,554,431 | \$ 38,901,897 | \$ 39,342,778 | \$ 2,802,522 | 7.7% | \$ 440,881 | 1.1% |
| September | \$ 24,361,963 | \$ 23,082,463 | \$ 23,657,039 | \$ 29,757,647 | \$ 32,942,184 | \$ 36,267,921 | \$ 37,232,016 | \$ (3,187,035) | -7.9% | \$ 964,095 | 2.7% |
| October | \$ 16,641,346 | \$ 16,644,946 | \$ 18,254,260 | \$ 24,804,909 | \$ 23,135,373 | \$ 26,548,219 | \$ 27,221,276 | \$ (1,041,756) | -3.7% | \$ 673,056 | 2.5% |
| November | \$ 10,843,318 | \$ 13,303,783 | \$ 13,440,428 | \$ 14,976,575 | \$ 18,376,163 | \$ 21,190,862 | \$ 21,822,071 | \$ 114,820 | 0.5% | \$ 631,209 | 3.0% |
| December | \$ 15,212,480 | \$ 15,120,210 | \$ 16,626,545 | \$ 21,298,803 | \$ 22,579,920 | \$ 25,239,964 | \$ 26,005,827 | \$ (1,157,408) | -4.3% | \$ 765,862 | 3.0% |
| January | \$ 16,012,418 | \$ 12,414,947 | \$ 16,454,918 | \$ 17,284,590 | \$ 17,322,065 | \$ 19,486,127 | \$ 24,622,978 | \$ 2,039,694 | 9.0% | \$ 5,136,851 | 26.4% |
| February | \$ 14,234,897 | \$ 14,838,774 | \$ 16,309,472 | \$ 20,300,873 | \$ 19,986,845 | \$ 22,419,007 | \$ 22,120,751 | \$ (1,757,007) | -7.4% | \$ (298,256) | -1.3% |
| March | \$ 16,689,591 | \$ 16,608,665 | \$ 17,528,923 | \$ 21,659,487 | \$ 24,607,285 | \$ 26,579,216 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 18,973,823 | \$ 19,855,346 | \$ 20,123,111 | \$ 25,063,146 | \$ 26,959,551 | \$ 28,529,404 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 21,426,082 | \$ 21,105,619 | \$ 22,670,963 | \$ 23,673,808 | \$ 25,764,916 | \$ 29,963,304 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 24,469,469 | \$ 22,020,759 | \$ 21,983,819 | \$ 27,390,753 | \$ 31,278,172 | \$ 34,735,520 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 226,770,232 | \$ 229,442,390 | \$ 241,401,032 | \$ 284,162,784 | \$ 306,766,122 | \$ 345,845,921 | \$ 234,598,716 | \$ (2,644,299) | -1.1% | \$ 8,560,239 | 3.8% |



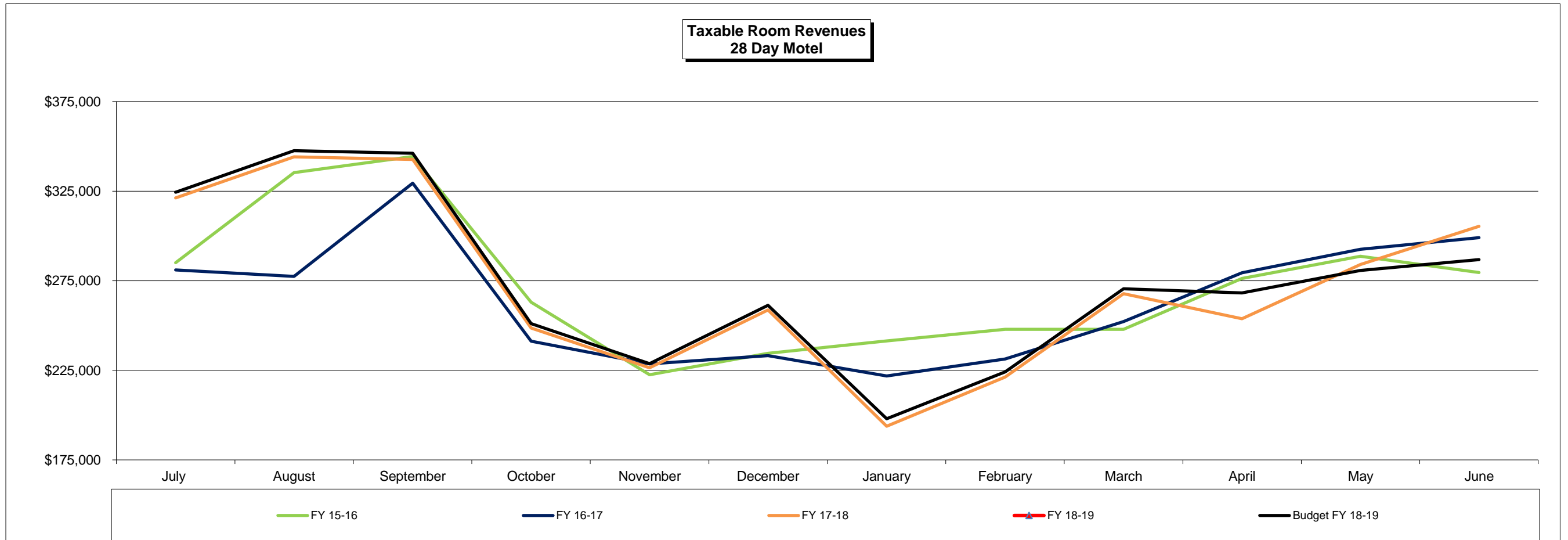
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-Motels
Trend**

| Month | Actual | | | | | | | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|--------------|------------------------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | | Amount | % | Amount | % |
| July | \$ 1,281,935 | \$ 1,471,688 | \$ 1,663,187 | \$ 1,279,332 | \$ 1,490,427 | \$ 1,949,378 | \$ 1,666,107 | \$ 2,007,859 | \$ (341,752) | -17.0% | \$ (283,271) | -14.5% |
| August | \$ 1,671,120 | \$ 1,922,228 | \$ 1,921,227 | \$ 1,465,592 | \$ 1,647,080 | \$ 2,016,144 | \$ 1,856,683 | \$ 2,076,628 | \$ (219,945) | -10.6% | \$ (159,461) | -7.9% |
| September | \$ 1,634,279 | \$ 1,601,340 | \$ 1,464,950 | \$ 1,526,700 | \$ 1,732,346 | \$ 1,870,752 | \$ 1,765,422 | \$ 1,926,875 | \$ (161,453) | -8.4% | \$ (105,330) | -5.6% |
| October | \$ 960,766 | \$ 990,390 | \$ 1,104,506 | \$ 1,082,518 | \$ 1,074,447 | \$ 1,158,468 | \$ 1,242,673 | \$ 1,193,222 | \$ 49,451 | 4.1% | \$ 84,204 | 7.3% |
| November | \$ 724,065 | \$ 800,913 | \$ 819,272 | \$ 711,136 | \$ 866,121 | \$ 962,491 | \$ 1,061,833 | \$ 991,366 | \$ 70,467 | 7.1% | \$ 99,342 | 10.3% |
| December | \$ 870,244 | \$ 841,462 | \$ 1,032,602 | \$ 905,838 | \$ 1,018,141 | \$ 1,045,909 | \$ 1,111,766 | \$ 1,077,286 | \$ 34,480 | 3.2% | \$ 65,857 | 6.3% |
| January | \$ 816,762 | \$ 704,046 | \$ 975,191 | \$ 803,452 | \$ 881,145 | \$ 771,439 | \$ 1,034,705 | \$ 794,582 | \$ 240,123 | 30.2% | \$ 263,266 | 34.1% |
| February | \$ 814,254 | \$ 790,606 | \$ 952,537 | \$ 914,716 | \$ 985,723 | \$ 908,237 | \$ 995,775 | \$ 935,484 | \$ 60,291 | 6.4% | \$ 87,538 | 9.6% |
| March | \$ 940,490 | \$ 899,329 | \$ 1,029,904 | \$ 871,314 | \$ 1,197,458 | \$ 1,113,757 | \$ - | \$ 1,144,448 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 1,308,161 | \$ 1,217,617 | \$ 1,203,374 | \$ 1,108,056 | \$ 1,405,767 | \$ 1,144,622 | \$ - | \$ 1,520,337 | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 1,372,540 | \$ 1,342,722 | \$ 1,422,904 | \$ 1,165,560 | \$ 1,495,395 | \$ 1,331,417 | \$ - | \$ 1,617,269 | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 1,481,289 | \$ 1,197,619 | \$ 1,329,931 | \$ 1,173,703 | \$ 1,608,496 | \$ 1,473,657 | \$ - | \$ 1,739,589 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 13,875,905 | \$ 13,779,961 | \$ 14,919,585 | \$ 13,007,915 | \$ 15,402,546 | \$ 15,746,269 | \$ 10,734,963 | \$ 17,024,945 | \$ (268,339) | -2.4% | \$ 52,146 | 0.5% |



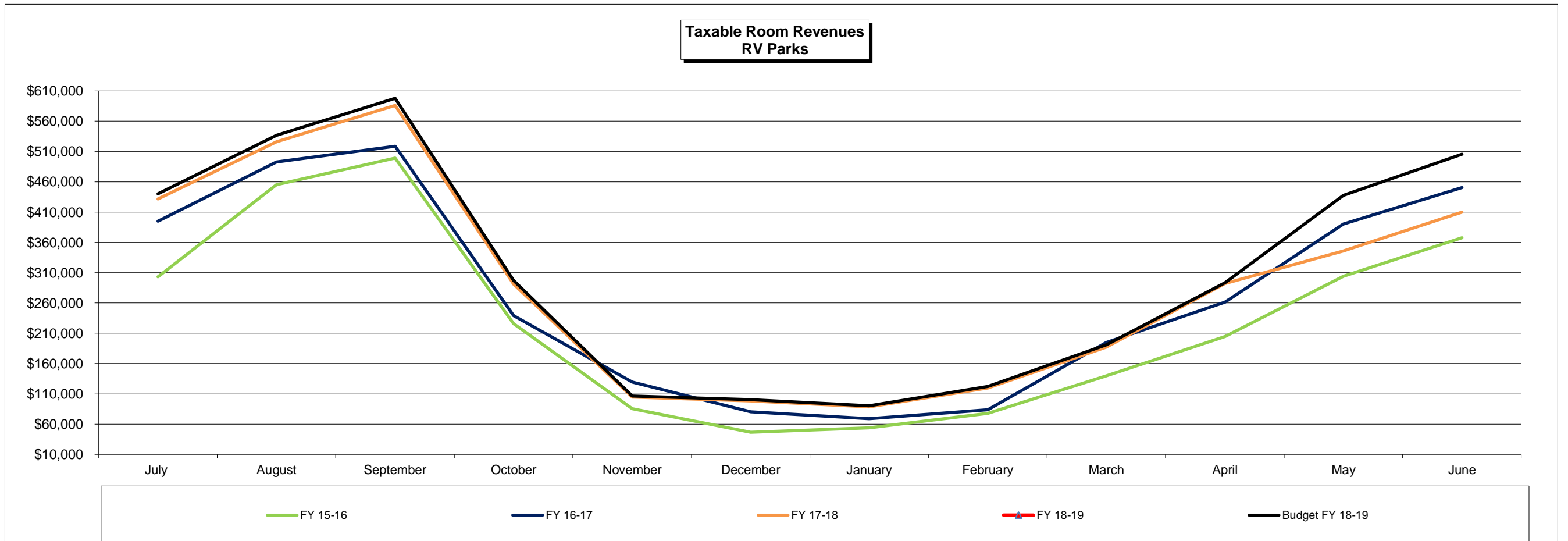
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-28 Day Motel
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|--------------|------------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 226,141 | \$ 247,376 | \$ 298,885 | \$ 285,088 | \$ 280,983 | \$ 321,184 | \$ 302,223 | \$ (22,173) | -6.8% | \$ (18,961) | -5.9% |
| August | \$ 280,641 | \$ 300,039 | \$ 329,919 | \$ 335,369 | \$ 277,396 | \$ 344,108 | \$ 355,387 | \$ 7,838 | 2.3% | \$ 11,279 | 3.3% |
| September | \$ 287,786 | \$ 263,877 | \$ 254,039 | \$ 344,306 | \$ 329,432 | \$ 342,721 | \$ 343,229 | \$ (2,919) | -0.8% | \$ 508 | 0.1% |
| October | \$ 213,136 | \$ 206,349 | \$ 223,967 | \$ 262,938 | \$ 241,243 | \$ 248,582 | \$ 246,706 | \$ (4,362) | -1.7% | \$ (1,876) | -0.8% |
| November | \$ 185,852 | \$ 176,895 | \$ 196,850 | \$ 222,514 | \$ 228,625 | \$ 226,393 | \$ 252,907 | \$ 24,250 | 10.6% | \$ 26,514 | 11.7% |
| December | \$ 190,697 | \$ 177,425 | \$ 225,731 | \$ 234,432 | \$ 233,219 | \$ 258,732 | \$ 248,980 | \$ (12,339) | -4.7% | \$ (9,752) | -3.8% |
| January | \$ 166,534 | \$ 171,056 | \$ 217,129 | \$ 241,335 | \$ 221,834 | \$ 193,785 | \$ 209,028 | \$ 11,063 | 5.6% | \$ 15,243 | 7.9% |
| February | \$ 182,706 | \$ 181,651 | \$ 213,149 | \$ 247,802 | \$ 231,241 | \$ 221,207 | \$ 182,842 | \$ (41,319) | -18.4% | \$ (38,365) | -17.3% |
| March | \$ 200,272 | \$ 192,329 | \$ 200,264 | \$ 247,904 | \$ 252,238 | \$ 267,754 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 223,735 | \$ 210,933 | \$ 224,430 | \$ 276,218 | \$ 279,459 | \$ 253,830 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 254,766 | \$ 249,841 | \$ 267,205 | \$ 288,579 | \$ 292,547 | \$ 284,091 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 239,891 | \$ 227,079 | \$ 239,392 | \$ 279,497 | \$ 298,942 | \$ 305,290 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 2,652,157 | \$ 2,604,850 | \$ 2,890,959 | \$ 3,265,982 | \$ 3,167,157 | \$ 3,267,677 | \$ 2,141,302 | \$ (39,961) | -1.8% | \$ (15,410) | -0.7% |



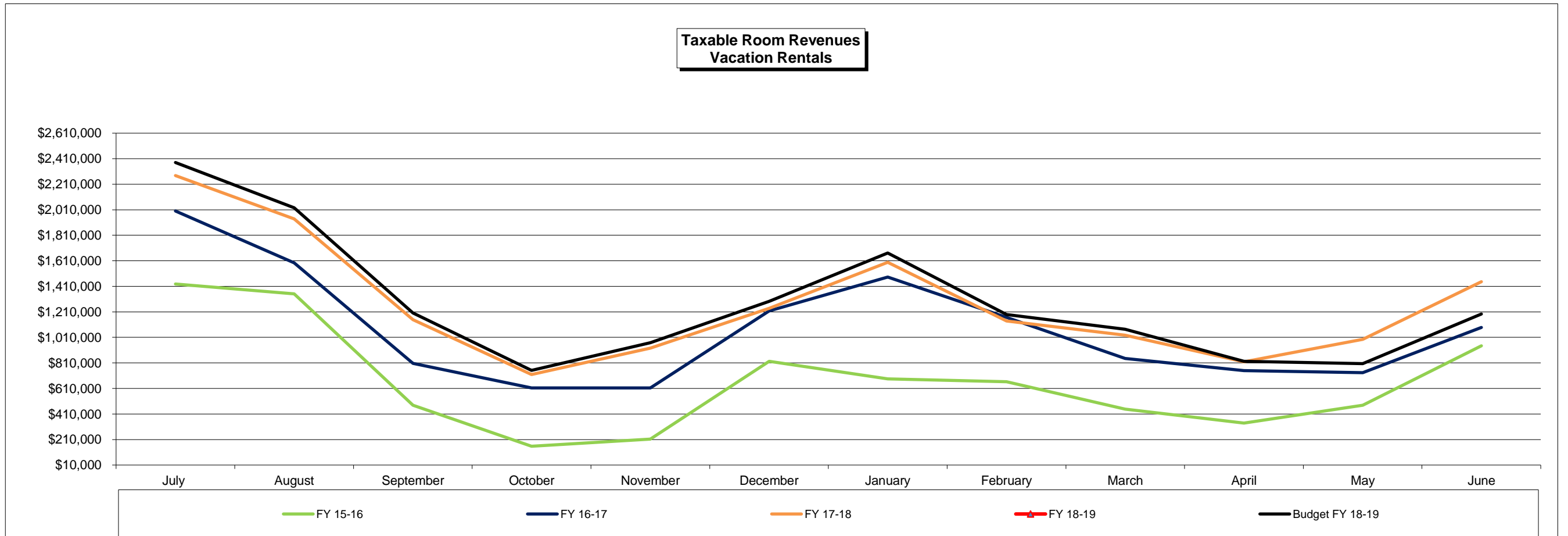
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-RV Parks
Trend**

| Month | Actual | | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|--------------|------------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 242,759 | \$ 283,896 | \$ 415,425 | \$ 303,017 | \$ 394,848 | \$ 431,554 | \$ 422,096 | \$ 440,185 | \$ (18,089) | -4.1% | \$ (9,458) | -2.2% |
| August | \$ 434,357 | \$ 459,408 | \$ 358,198 | \$ 455,248 | \$ 492,876 | \$ 526,064 | \$ 541,366 | \$ 536,585 | \$ 4,781 | 0.9% | \$ 15,301 | 2.9% |
| September | \$ 401,101 | \$ 411,033 | \$ 410,709 | \$ 499,174 | \$ 518,743 | \$ 586,128 | \$ 515,286 | \$ 597,851 | \$ (82,565) | -13.8% | \$ (70,842) | -12.1% |
| October | \$ 177,687 | \$ 199,505 | \$ 192,162 | \$ 226,042 | \$ 239,377 | \$ 291,258 | \$ 286,594 | \$ 297,083 | \$ (10,489) | -3.5% | \$ (4,664) | -1.6% |
| November | \$ 63,177 | \$ 93,562 | \$ 81,623 | \$ 85,272 | \$ 129,436 | \$ 104,508 | \$ 137,679 | \$ 106,598 | \$ 31,081 | 29.2% | \$ 33,171 | 31.7% |
| December | \$ 39,616 | \$ 57,528 | \$ 55,631 | \$ 46,555 | \$ 80,252 | \$ 98,319 | \$ 70,275 | \$ 100,285 | \$ (30,010) | -29.9% | \$ (28,044) | -28.5% |
| January | \$ 47,091 | \$ 48,887 | \$ 62,332 | \$ 53,865 | \$ 68,997 | \$ 88,525 | \$ 97,735 | \$ 90,296 | \$ 7,439 | 8.2% | \$ 9,209 | 10.4% |
| February | \$ 45,998 | \$ 47,871 | \$ 74,063 | \$ 77,739 | \$ 83,601 | \$ 119,720 | \$ 100,651 | \$ 122,114 | \$ (21,463) | -17.6% | \$ (19,070) | -15.9% |
| March | \$ 88,079 | \$ 99,225 | \$ 130,844 | \$ 139,844 | \$ 194,710 | \$ 187,230 | \$ - | \$ 190,975 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 156,668 | \$ 161,406 | \$ 192,460 | \$ 204,494 | \$ 261,564 | \$ 291,961 | \$ - | \$ 293,474 | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 221,755 | \$ 227,757 | \$ 255,993 | \$ 303,880 | \$ 390,230 | \$ 345,676 | \$ - | \$ 437,838 | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 287,697 | \$ 247,831 | \$ 286,863 | \$ 367,478 | \$ 450,486 | \$ 409,966 | \$ - | \$ 505,448 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 2,205,985 | \$ 2,337,910 | \$ 2,516,303 | \$ 2,762,609 | \$ 3,305,120 | \$ 3,480,909 | \$ 2,171,680 | \$ 3,718,732 | \$ (119,317) | -5.2% | \$ (74,395) | -3.3% |



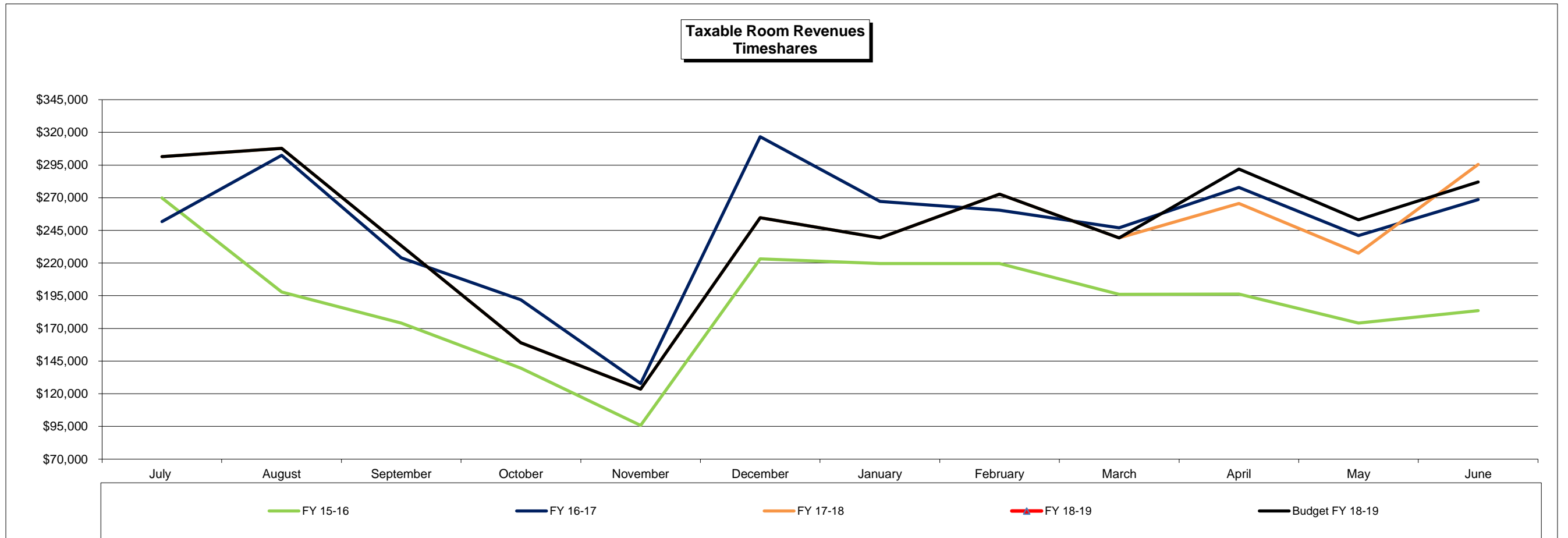
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-Vacation Rentals
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|---------------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|----------------------|--------------|------------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 1,091,928 | \$ 1,413,733 | \$ 1,375,555 | \$ 1,428,189 | \$ 2,000,097 | \$ 2,277,580 | \$ 2,470,853 | \$ 90,782 | 3.8% | \$ 193,273 | 8.5% |
| August | \$ 1,046,678 | \$ 1,296,377 | \$ 1,394,758 | \$ 1,350,815 | \$ 1,593,912 | \$ 1,938,278 | \$ 2,049,379 | \$ 23,878 | 1.2% | \$ 111,101 | 5.7% |
| September | \$ 355,220 | \$ 338,625 | \$ 350,308 | \$ 477,603 | \$ 806,557 | \$ 1,149,596 | \$ 1,213,659 | \$ 12,331 | 1.0% | \$ 64,064 | 5.6% |
| October | \$ 123,394 | \$ 104,823 | \$ 126,506 | \$ 157,250 | \$ 614,152 | \$ 719,179 | \$ 988,505 | \$ 236,963 | 31.5% | \$ 269,325 | 37.4% |
| November | \$ 134,202 | \$ 100,338 | \$ 114,757 | \$ 212,898 | \$ 614,461 | \$ 925,963 | \$ 1,285,718 | \$ 318,087 | 32.9% | \$ 359,755 | 38.9% |
| December | \$ 588,024 | \$ 539,165 | \$ 653,869 | \$ 822,055 | \$ 1,216,733 | \$ 1,236,977 | \$ 1,553,695 | \$ 261,054 | 20.2% | \$ 316,718 | 25.6% |
| January | \$ 441,461 | \$ 516,981 | \$ 605,038 | \$ 684,065 | \$ 1,481,808 | \$ 1,599,071 | \$ 2,288,984 | \$ 617,955 | 37.0% | \$ 689,913 | 43.1% |
| February | \$ 423,099 | \$ 298,322 | \$ 384,313 | \$ 662,046 | \$ 1,166,273 | \$ 1,138,518 | \$ 1,460,105 | \$ 270,354 | 22.7% | \$ 321,587 | 28.2% |
| March | \$ 160,644 | \$ 140,289 | \$ 144,603 | \$ 447,462 | \$ 844,682 | \$ 1,027,667 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 51,766 | \$ 68,823 | \$ 113,361 | \$ 338,695 | \$ 750,286 | \$ 819,420 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 100,857 | \$ 137,208 | \$ 162,812 | \$ 478,590 | \$ 733,515 | \$ 993,887 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 324,685 | \$ 348,522 | \$ 475,696 | \$ 943,814 | \$ 1,087,841 | \$ 1,446,834 | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 4,841,958 | \$ 5,303,207 | \$ 5,901,576 | \$ 8,003,482 | \$ 12,910,316 | \$ 15,272,970 | \$ 13,310,898 | \$ 1,831,404 | 16.0% | \$ 2,325,736 | 21.2% |



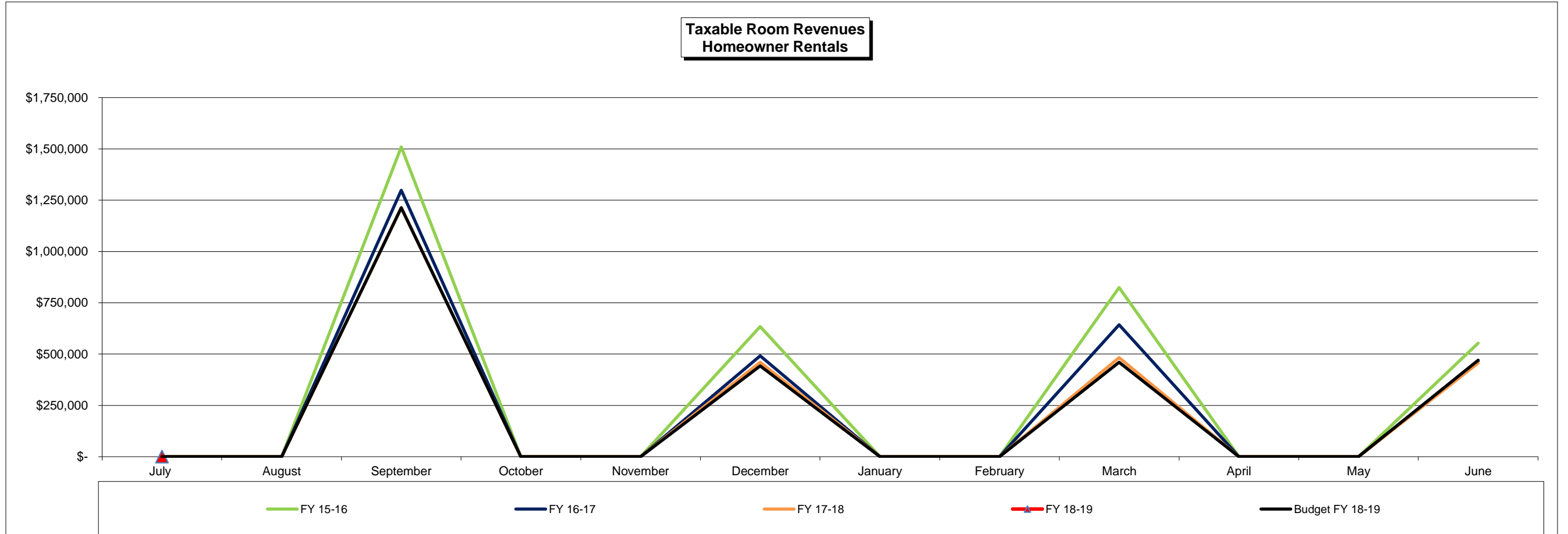
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-Timeshares
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|-------------------|------------------------|-------------------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | \$ 162,589 | \$ 256,395 | \$ 307,847 | \$ 269,824 | \$ 251,688 | \$ 301,504 | \$ 331,920 | \$ 301,504 | \$ 30,416 | 10.1% | \$ 30,415 | 10.1% |
| August | \$ 170,715 | \$ 256,896 | \$ 278,978 | \$ 197,935 | \$ 302,337 | \$ 307,763 | \$ 338,354 | \$ 307,763 | \$ 30,591 | 9.9% | \$ 30,591 | 9.9% |
| September | \$ 173,371 | \$ 172,860 | \$ 176,861 | \$ 174,117 | \$ 223,996 | \$ 233,264 | \$ 269,364 | \$ 233,264 | \$ 36,100 | 15.5% | \$ 36,100 | 15.5% |
| October | \$ 130,785 | \$ 146,131 | \$ 124,402 | \$ 139,640 | \$ 191,848 | \$ 159,076 | \$ 185,484 | \$ 159,076 | \$ 26,408 | 16.6% | \$ 26,408 | 16.6% |
| November | \$ 82,076 | \$ 85,244 | \$ 74,719 | \$ 95,795 | \$ 127,898 | \$ 123,559 | \$ 147,031 | \$ 123,559 | \$ 23,472 | 19.0% | \$ 23,472 | 19.0% |
| December | \$ 166,009 | \$ 143,704 | \$ 137,710 | \$ 223,260 | \$ 316,649 | \$ 254,633 | \$ 293,845 | \$ 254,633 | \$ 39,212 | 15.4% | \$ 39,213 | 15.4% |
| January | \$ 129,958 | \$ 114,198 | \$ 110,879 | \$ 219,685 | \$ 267,082 | \$ 239,159 | \$ 249,434 | \$ 239,159 | \$ 10,275 | 4.3% | \$ 10,275 | 4.3% |
| February | \$ 168,012 | \$ 155,891 | \$ 107,305 | \$ 219,699 | \$ 260,358 | \$ 272,691 | \$ 253,303 | \$ 272,691 | \$ (19,388) | -7.1% | \$ (19,387) | -7.1% |
| March | \$ 129,821 | \$ 130,106 | \$ 135,522 | \$ 196,166 | \$ 246,932 | \$ 239,300 | \$ - | \$ 239,300 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 186,462 | \$ 192,367 | \$ 176,095 | \$ 196,237 | \$ 277,966 | \$ 265,567 | \$ - | \$ 291,864 | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 168,500 | \$ 156,145 | \$ 177,489 | \$ 174,017 | \$ 241,113 | \$ 227,479 | \$ - | \$ 253,169 | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 179,222 | \$ 150,111 | \$ 195,575 | \$ 183,605 | \$ 268,532 | \$ 295,500 | \$ - | \$ 281,959 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 1,847,520 | \$ 1,960,047 | \$ 2,003,382 | \$ 2,289,980 | \$ 2,976,399 | \$ 2,919,494 | \$ 2,068,734 | \$ 2,957,941 | \$ 177,085 | 9.4% | \$ 177,085 | 9.4% |



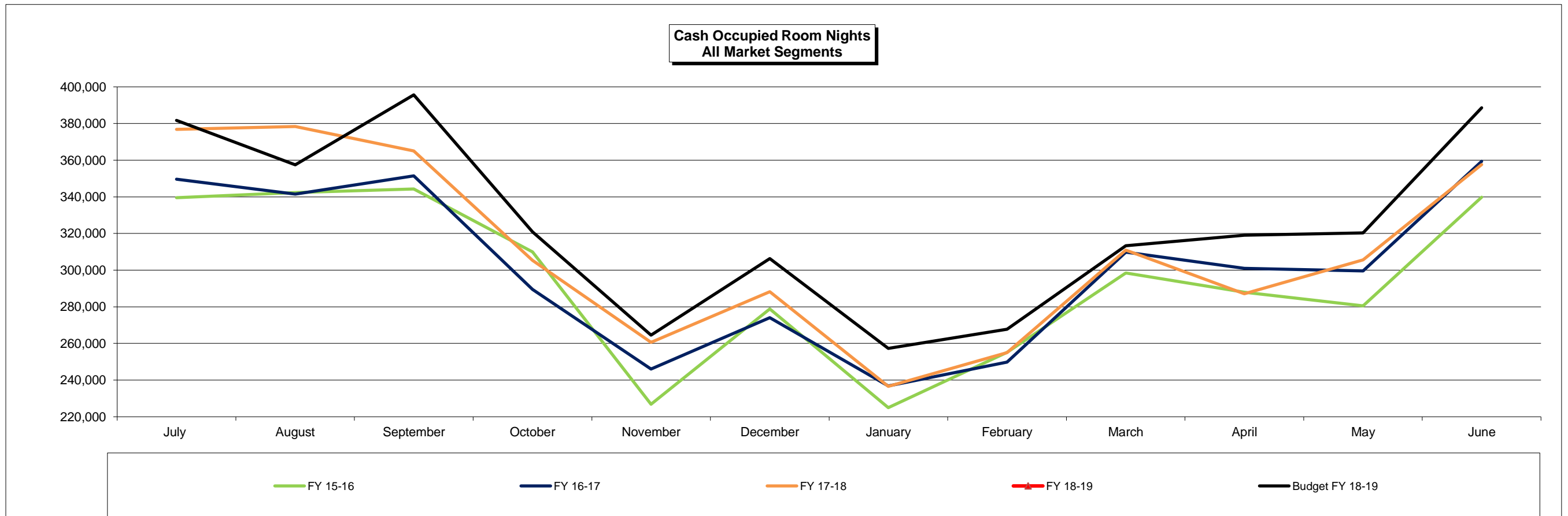
**Reno-Sparks Convention and Visitors Authority
Taxable Room Revenues-Homeowner Rentals
Trend**

| Month | Actual | | | | | | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|-------------|-------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|------------------|------------------------|------------------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | | FY 18-19 | Amount | % | Amount | % |
| July | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% | |
| August | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% | |
| September | \$ - | \$ - | \$ 850,318 | \$ 1,509,359 | \$ 1,298,184 | \$ 1,213,123 | \$ 1,215,516 | \$ 1,213,123 | \$ 2,393 | 0.2% | \$ 2,393 | 0.2% |
| October | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| November | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| December | \$ - | \$ - | \$ 514,500 | \$ 633,768 | \$ 491,265 | \$ 460,638 | \$ 490,100 | \$ 442,084 | \$ 48,016 | 10.9% | \$ 29,462 | 6.4% |
| January | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| February | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| March | \$ - | \$ - | \$ 492,359 | \$ 824,314 | \$ 642,648 | \$ 482,263 | \$ - | \$ 460,638 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ - | \$ - | \$ 551,053 | \$ 553,878 | \$ 466,248 | \$ 455,661 | \$ - | \$ 470,323 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ - | \$ - | \$ 2,408,230 | \$ 3,521,319 | \$ 2,898,345 | \$ 2,611,686 | \$ 1,705,616 | \$ 2,586,169 | \$ 50,409 | 2.7% | \$ 31,854 | 1.4% |



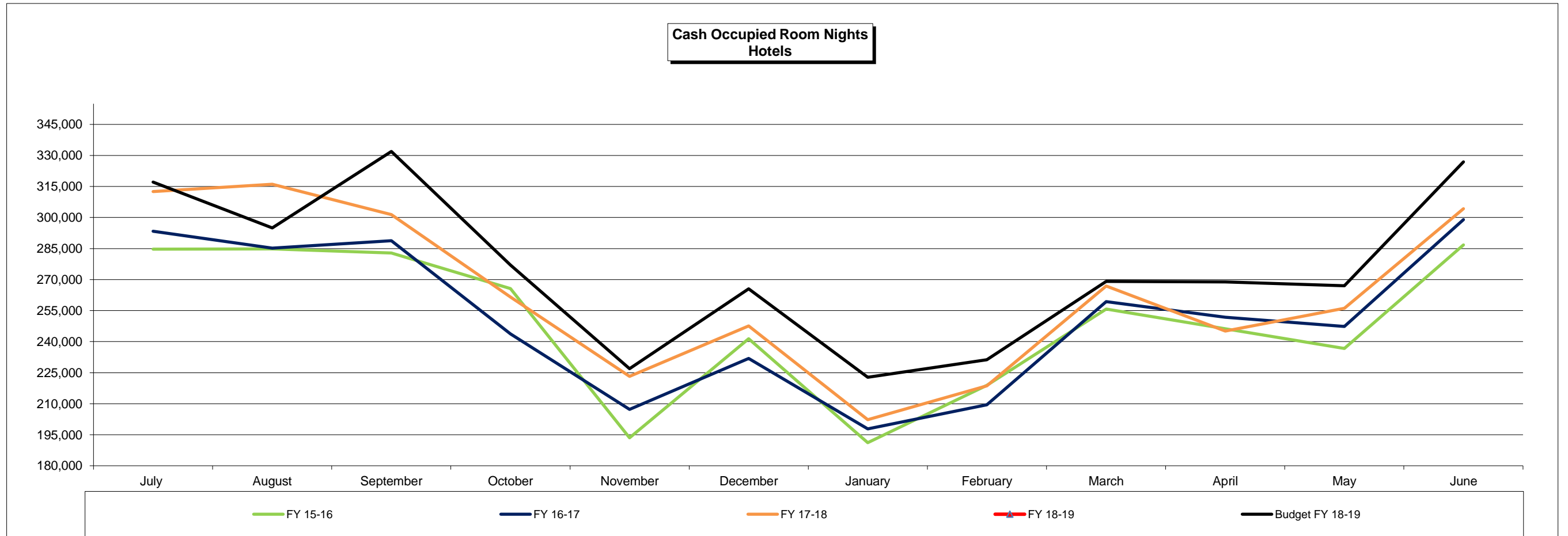
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Room Nights-Consolidated Summary
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------------|------------------|------------------------|------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 318,179 | 337,964 | 337,506 | 339,576 | 349,602 | 376,823 | 347,401 | 381,678 | (34,277) | -9.0% | (29,422) | -7.8% |
| August | 338,661 | 336,075 | 336,070 | 342,310 | 341,443 | 378,365 | 343,719 | 357,469 | (13,750) | -3.8% | (34,646) | -9.2% |
| September | 327,404 | 300,877 | 317,039 | 344,280 | 351,394 | 365,040 | 335,338 | 395,623 | (60,285) | -15.2% | (29,702) | -8.1% |
| October | 261,889 | 256,714 | 277,970 | 310,005 | 289,432 | 305,381 | 286,215 | 320,864 | (34,649) | -10.8% | (19,166) | -6.3% |
| November | 196,927 | 218,319 | 222,114 | 226,892 | 245,978 | 260,669 | 242,645 | 264,541 | (21,896) | -8.3% | (18,024) | -6.9% |
| December | 233,159 | 235,178 | 254,403 | 278,784 | 274,069 | 288,203 | 271,632 | 306,360 | (34,728) | -11.3% | (16,571) | -5.7% |
| January | 225,127 | 200,001 | 238,144 | 224,971 | 236,825 | 236,592 | 251,817 | 257,312 | (5,495) | -2.1% | 15,225 | 6.4% |
| February | 218,290 | 221,878 | 233,050 | 255,092 | 249,799 | 254,967 | 227,250 | 267,745 | (40,495) | -15.1% | (27,717) | -10.9% |
| March | 259,120 | 258,279 | 265,273 | 298,449 | 309,745 | 310,967 | - | 313,333 | - | 0.0% | - | 0.0% |
| April | 266,776 | 273,333 | 264,284 | 287,960 | 301,000 | 287,038 | - | 318,995 | - | 0.0% | - | 0.0% |
| May | 291,465 | 286,043 | 290,428 | 280,547 | 299,539 | 305,590 | - | 320,337 | - | 0.0% | - | 0.0% |
| June | 334,967 | 313,347 | 308,247 | 339,755 | 359,361 | 357,595 | - | 388,545 | - | 0.0% | - | 0.0% |
| Totals | 3,271,964 | 3,238,008 | 3,344,528 | 3,528,621 | 3,608,187 | 3,727,230 | 2,306,017 | 3,892,802 | (245,575) | -9.6% | (160,023) | -6.5% |



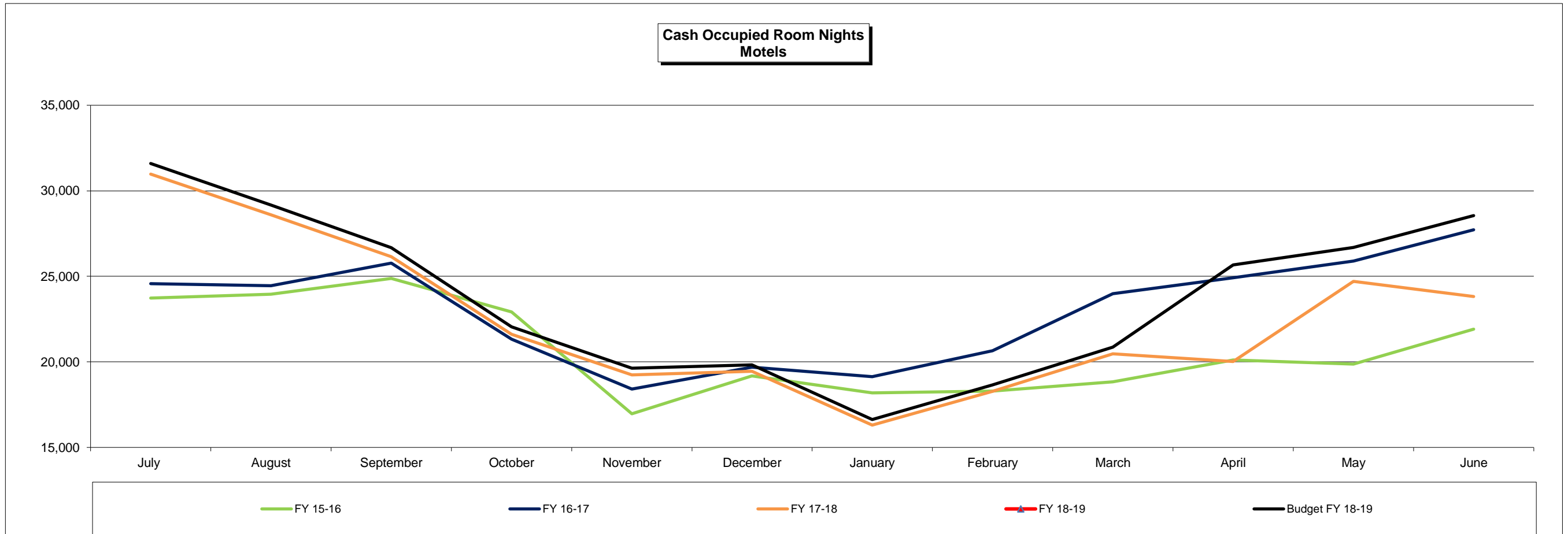
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Rooms-Hotels
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------------|------------------|------------------------|------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 262,973 | 276,387 | 269,807 | 284,759 | 293,323 | 312,553 | 291,494 | 317,129 | (25,635) | -8.1% | (21,059) | -6.7% |
| August | 277,408 | 269,911 | 270,447 | 284,774 | 285,204 | 316,080 | 288,400 | 295,019 | (6,619) | -2.2% | (27,680) | -8.8% |
| September | 269,082 | 241,162 | 252,794 | 282,833 | 288,769 | 301,350 | 277,077 | 331,929 | (54,852) | -16.5% | (24,273) | -8.1% |
| October | 217,824 | 208,862 | 226,293 | 265,627 | 243,707 | 261,623 | 240,526 | 277,022 | (36,496) | -13.2% | (21,097) | -8.1% |
| November | 162,825 | 180,627 | 181,215 | 193,533 | 207,243 | 223,157 | 204,585 | 226,867 | (22,282) | -9.8% | (18,572) | -8.3% |
| December | 197,131 | 196,187 | 208,121 | 241,352 | 231,882 | 247,587 | 233,189 | 265,577 | (32,388) | -12.2% | (14,398) | -5.8% |
| January | 191,320 | 166,283 | 196,543 | 191,160 | 197,827 | 202,279 | 212,424 | 222,779 | (10,355) | -4.6% | 10,145 | 5.0% |
| February | 184,818 | 186,758 | 192,502 | 218,917 | 209,421 | 218,690 | 193,493 | 231,260 | (37,767) | -16.3% | (25,197) | -11.5% |
| March | 218,680 | 217,395 | 218,181 | 255,737 | 259,354 | 266,876 | - | 269,127 | - | 0.0% | - | 0.0% |
| April | 220,475 | 227,412 | 217,116 | 246,172 | 251,808 | 245,060 | - | 268,882 | - | 0.0% | - | 0.0% |
| May | 242,348 | 236,344 | 237,379 | 236,722 | 247,278 | 256,102 | - | 267,024 | - | 0.0% | - | 0.0% |
| June | 277,687 | 260,577 | 249,350 | 286,757 | 298,971 | 304,252 | - | 326,940 | - | 0.0% | - | 0.0% |
| Totals | 2,722,571 | 2,667,905 | 2,719,748 | 2,988,343 | 3,014,787 | 3,155,609 | 1,941,188 | 3,299,555 | (226,394) | -10.4% | (142,131) | -6.8% |



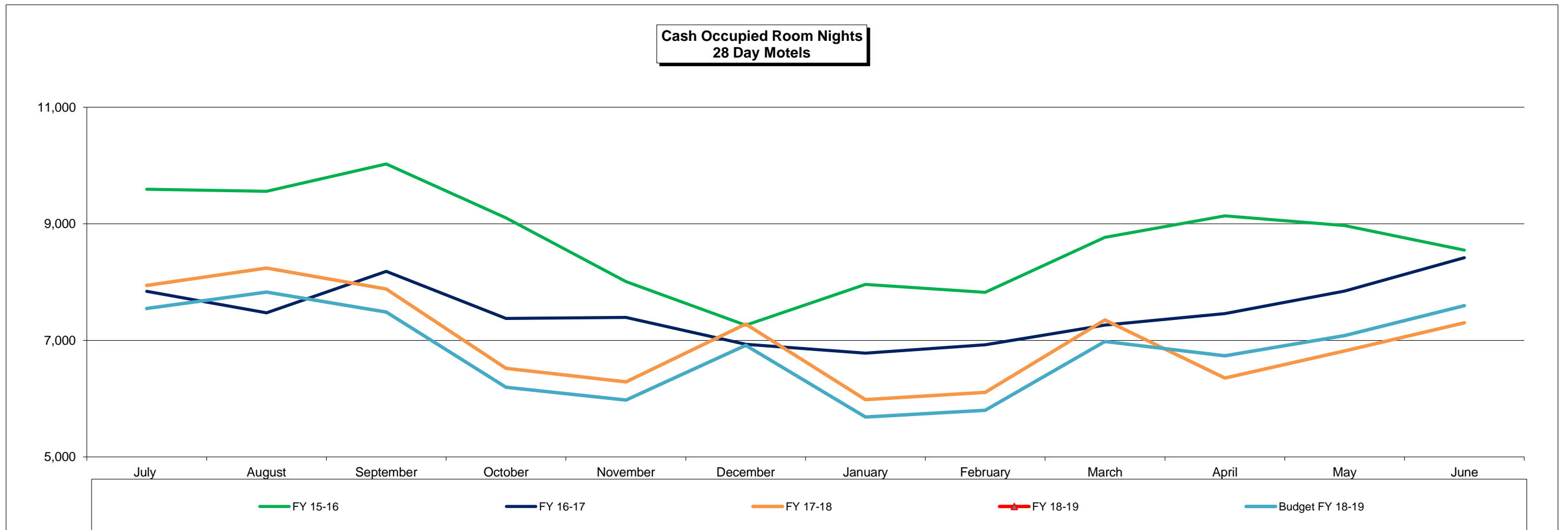
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Rooms-Motels
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|-----------------|------------------------|----------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 27,024 | 29,067 | 31,699 | 23,734 | 24,571 | 30,975 | 25,664 | 31,595 | (5,931) | -18.8% | (5,311) | -17.1% |
| August | 29,898 | 31,609 | 31,811 | 23,953 | 24,453 | 28,593 | 24,907 | 29,165 | (4,258) | -14.6% | (3,686) | -12.9% |
| September | 28,130 | 28,119 | 27,473 | 24,878 | 25,767 | 26,151 | 23,745 | 26,674 | (2,929) | -11.0% | (2,406) | -9.2% |
| October | 22,819 | 23,308 | 24,792 | 22,924 | 21,329 | 21,615 | 22,239 | 22,047 | 192 | 0.9% | 624 | 2.9% |
| November | 18,668 | 19,042 | 20,104 | 16,967 | 18,411 | 19,240 | 19,111 | 19,625 | (514) | -2.6% | (129) | -0.7% |
| December | 20,091 | 19,634 | 22,984 | 19,184 | 19,686 | 19,444 | 19,308 | 19,833 | (525) | -2.6% | (136) | -0.7% |
| January | 19,050 | 17,187 | 22,433 | 18,195 | 19,137 | 16,305 | 19,038 | 16,631 | 2,407 | 14.5% | 2,733 | 16.8% |
| February | 18,697 | 18,253 | 21,560 | 18,287 | 20,657 | 18,284 | 17,590 | 18,650 | (1,060) | -5.7% | (694) | -3.8% |
| March | 22,549 | 21,743 | 22,707 | 18,838 | 23,992 | 20,466 | - | 20,857 | - | 0.0% | - | 0.0% |
| April | 26,436 | 23,711 | 23,303 | 20,109 | 24,910 | 20,023 | - | 25,662 | - | 0.0% | - | 0.0% |
| May | 26,513 | 25,612 | 26,679 | 19,873 | 25,900 | 24,706 | - | 26,682 | - | 0.0% | - | 0.0% |
| June | 29,695 | 25,104 | 26,516 | 21,915 | 27,721 | 23,821 | - | 28,558 | - | 0.0% | - | 0.0% |
| Totals | 289,570 | 282,389 | 302,061 | 248,857 | 276,534 | 269,623 | 171,602 | 285,979 | (12,618) | -6.8% | (9,005) | -5.0% |



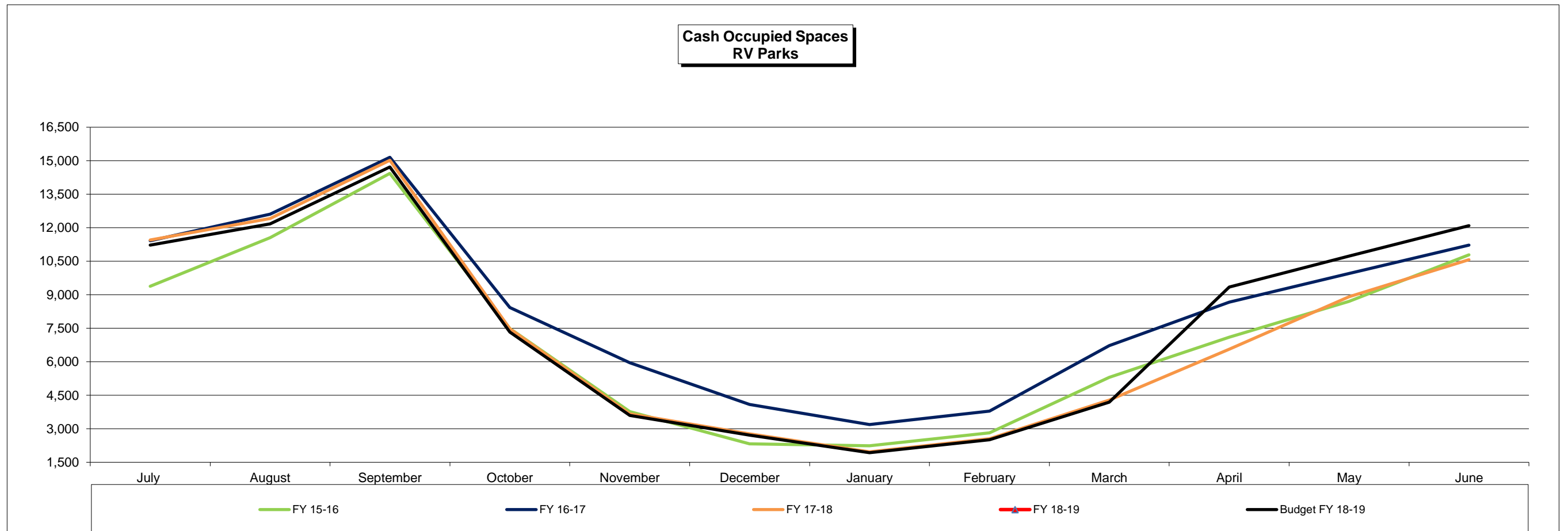
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Rooms-28 Day Motels
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|----------------|----------------|----------------|----------------|---------------|---------------|---------------|----------------------|--------------|------------------------|----------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 9,573 | 10,426 | 11,178 | 9,594 | 7,839 | 7,942 | 7,410 | 7,545 | (135) | -1.8% | (532) | -6.7% |
| August | 11,033 | 10,718 | 10,869 | 9,558 | 7,474 | 8,240 | 7,588 | 7,828 | (240) | -3.1% | (652) | -7.9% |
| September | 10,647 | 9,858 | 9,477 | 10,026 | 8,183 | 7,880 | 7,479 | 7,486 | (7) | -0.1% | (401) | -5.1% |
| October | 9,150 | 8,746 | 9,061 | 9,102 | 7,376 | 6,521 | 6,584 | 6,195 | 389 | 6.3% | 63 | 1.0% |
| November | 7,957 | 7,858 | 8,125 | 8,006 | 7,393 | 6,288 | 6,562 | 5,974 | 588 | 9.8% | 274 | 4.4% |
| December | 8,385 | 7,897 | 9,048 | 7,260 | 6,931 | 7,277 | 6,216 | 6,913 | (697) | -10.1% | (1,061) | -14.6% |
| January | 7,585 | 7,598 | 8,388 | 7,959 | 6,780 | 5,983 | 6,518 | 5,684 | 834 | 14.7% | 535 | 8.9% |
| February | 7,751 | 7,828 | 8,070 | 7,822 | 6,922 | 6,105 | 4,907 | 5,800 | (893) | -15.4% | (1,198) | -19.6% |
| March | 8,777 | 8,795 | 7,527 | 8,767 | 7,262 | 7,349 | - | 6,982 | - | 0.0% | - | 0.0% |
| April | 9,389 | 8,613 | 7,426 | 9,138 | 7,460 | 6,355 | - | 6,733 | - | 0.0% | - | 0.0% |
| May | 10,573 | 8,807 | 8,714 | 8,968 | 7,846 | 6,820 | - | 7,081 | - | 0.0% | - | 0.0% |
| June | 10,228 | 9,301 | 9,020 | 8,547 | 8,418 | 7,299 | - | 7,597 | - | 0.0% | - | 0.0% |
| Totals | 111,048 | 106,445 | 106,903 | 104,747 | 89,884 | 84,059 | 53,264 | 81,818 | (161) | -0.3% | (2,972) | -5.3% |



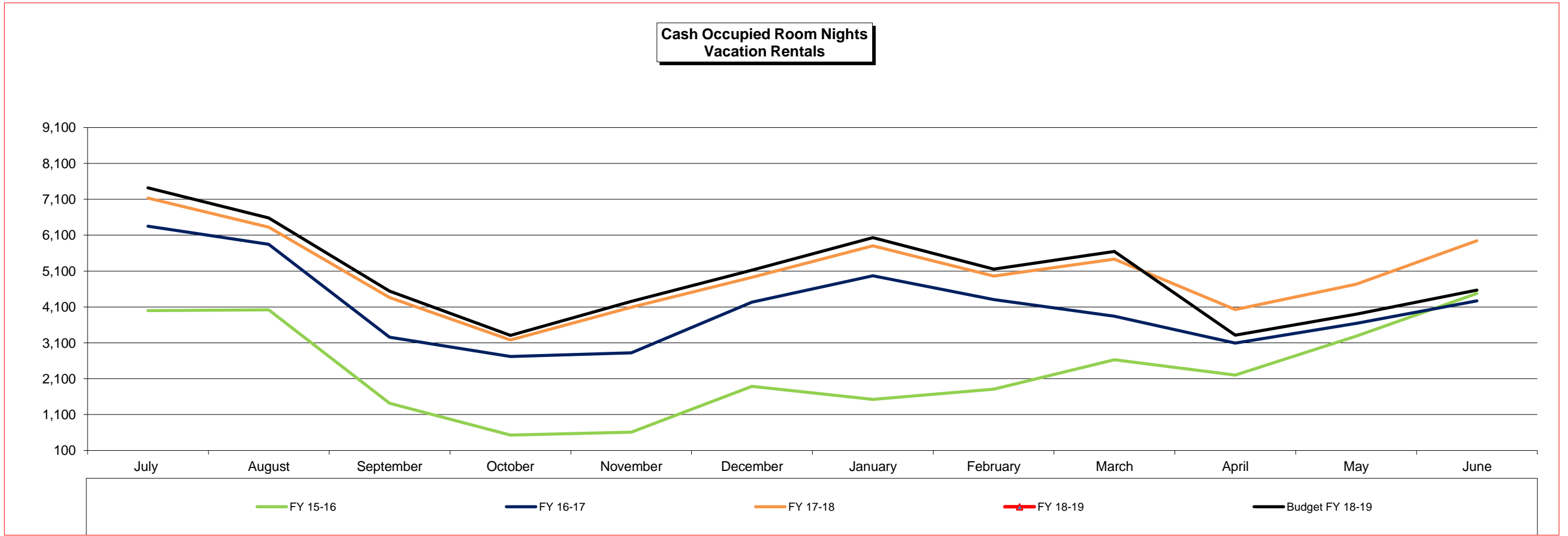
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Spaces-RV Parks
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|---------------|---------------|---------------|---------------|----------------|---------------|---------------|----------------------|--------------|------------------------|-----------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 7,870 | 8,931 | 10,967 | 9,374 | 11,413 | 11,446 | 10,598 | 11,217 | (619) | -5.5% | (848) | -7.4% |
| August | 10,699 | 11,313 | 10,800 | 11,548 | 12,606 | 12,418 | 12,507 | 12,170 | 337 | 2.8% | 89 | 0.7% |
| September | 11,473 | 12,068 | 12,548 | 14,432 | 15,153 | 15,019 | 14,606 | 14,719 | (113) | -0.8% | (413) | -2.7% |
| October | 6,254 | 7,716 | 7,387 | 7,491 | 8,423 | 7,472 | 9,066 | 7,323 | 1,743 | 23.8% | 1,594 | 21.3% |
| November | 2,812 | 4,789 | 4,005 | 3,769 | 5,951 | 3,664 | 4,278 | 3,591 | 687 | 19.1% | 614 | 16.8% |
| December | 1,941 | 3,430 | 2,799 | 2,325 | 4,089 | 2,770 | 2,397 | 2,715 | (318) | -11.7% | (373) | -13.5% |
| January | 2,213 | 2,426 | 2,851 | 2,238 | 3,188 | 1,967 | 2,040 | 1,928 | 112 | 5.8% | 73 | 3.7% |
| February | 2,038 | 2,408 | 3,153 | 2,815 | 3,794 | 2,554 | 1,915 | 2,503 | (588) | -23.5% | (639) | -25.0% |
| March | 3,754 | 3,717 | 5,294 | 5,298 | 6,724 | 4,280 | - | 4,194 | - | 0.0% | - | 0.0% |
| April | 5,250 | 6,568 | 7,249 | 7,095 | 8,673 | 6,567 | - | 9,349 | - | 0.0% | - | 0.0% |
| May | 6,758 | 7,820 | 7,775 | 8,700 | 9,949 | 8,907 | - | 10,725 | - | 0.0% | - | 0.0% |
| June | 8,578 | 7,908 | 9,289 | 10,791 | 11,217 | 10,564 | - | 12,092 | - | 0.0% | - | 0.0% |
| Totals | 69,640 | 79,094 | 84,117 | 85,876 | 101,180 | 87,628 | 57,407 | 92,526 | 1,241 | 2.2% | 97 | 0.2% |



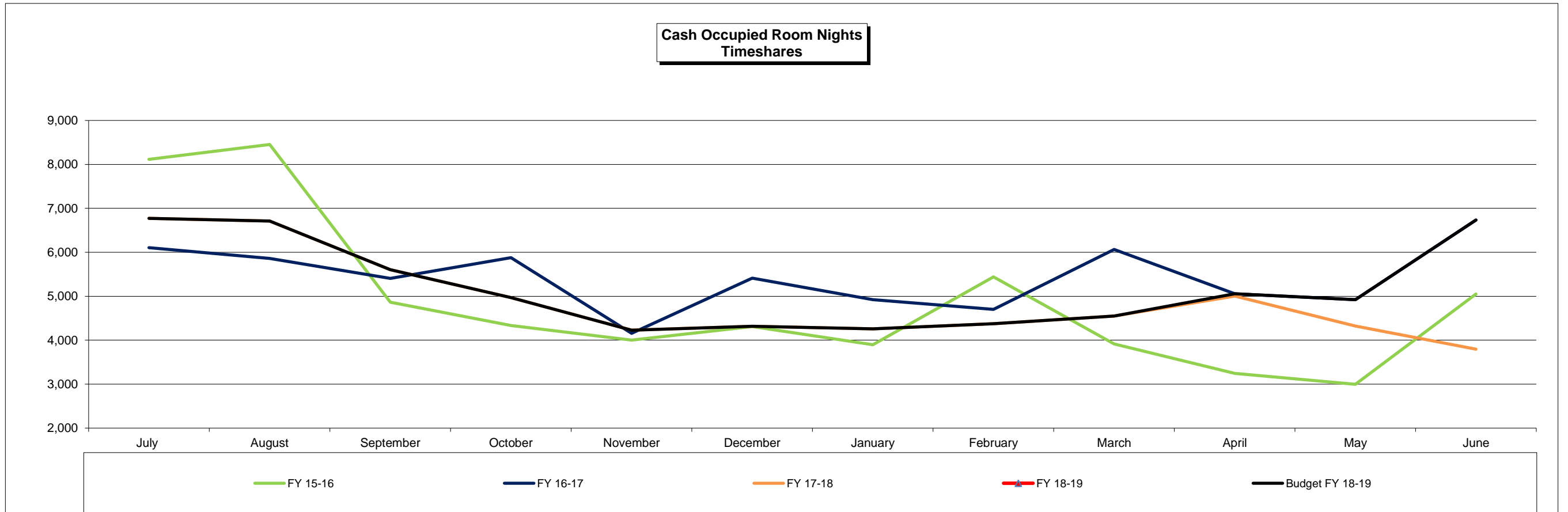
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Rooms-Vacation Rentals
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|---------------|------------------------|---------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 3,989 | 4,787 | 4,261 | 3,999 | 6,351 | 7,135 | 8,383 | 7,420 | 963 | 13.0% | 1,248 | 17.5% |
| August | 3,890 | 4,338 | 4,322 | 4,024 | 5,844 | 6,325 | 7,174 | 6,578 | 596 | 9.1% | 849 | 13.4% |
| September | 2,087 | 1,311 | 992 | 1,418 | 3,257 | 4,365 | 5,141 | 4,540 | 601 | 13.2% | 776 | 17.8% |
| October | 812 | 427 | 467 | 530 | 2,720 | 3,181 | 4,761 | 3,308 | 1,453 | 43.9% | 1,580 | 49.7% |
| November | 781 | 406 | 401 | 613 | 2,824 | 4,093 | 5,578 | 4,257 | 1,321 | 31.0% | 1,485 | 36.3% |
| December | 1,822 | 1,643 | 1,770 | 1,885 | 4,236 | 4,929 | 6,266 | 5,126 | 1,140 | 22.2% | 1,337 | 27.1% |
| January | 1,319 | 1,113 | 1,301 | 1,522 | 4,969 | 5,803 | 8,972 | 6,035 | 2,937 | 48.7% | 3,169 | 54.6% |
| February | 1,299 | 935 | 1,100 | 1,812 | 4,304 | 4,960 | 6,679 | 5,158 | 1,521 | 29.5% | 1,719 | 34.7% |
| March | 554 | 512 | 465 | 2,632 | 3,839 | 5,431 | - | 5,648 | - | 0.0% | - | 0.0% |
| April | 237 | 351 | 506 | 2,201 | 3,094 | 4,031 | - | 3,314 | - | 0.0% | - | 0.0% |
| May | 463 | 625 | 498 | 3,288 | 3,641 | 4,734 | - | 3,900 | - | 0.0% | - | 0.0% |
| June | 1,188 | 1,332 | 1,429 | 4,477 | 4,268 | 5,944 | - | 4,572 | - | 0.0% | - | 0.0% |
| Totals | 18,441 | 17,780 | 17,512 | 28,401 | 49,347 | 60,931 | 52,954 | 59,856 | 10,532 | 24.8% | 12,163 | 29.8% |



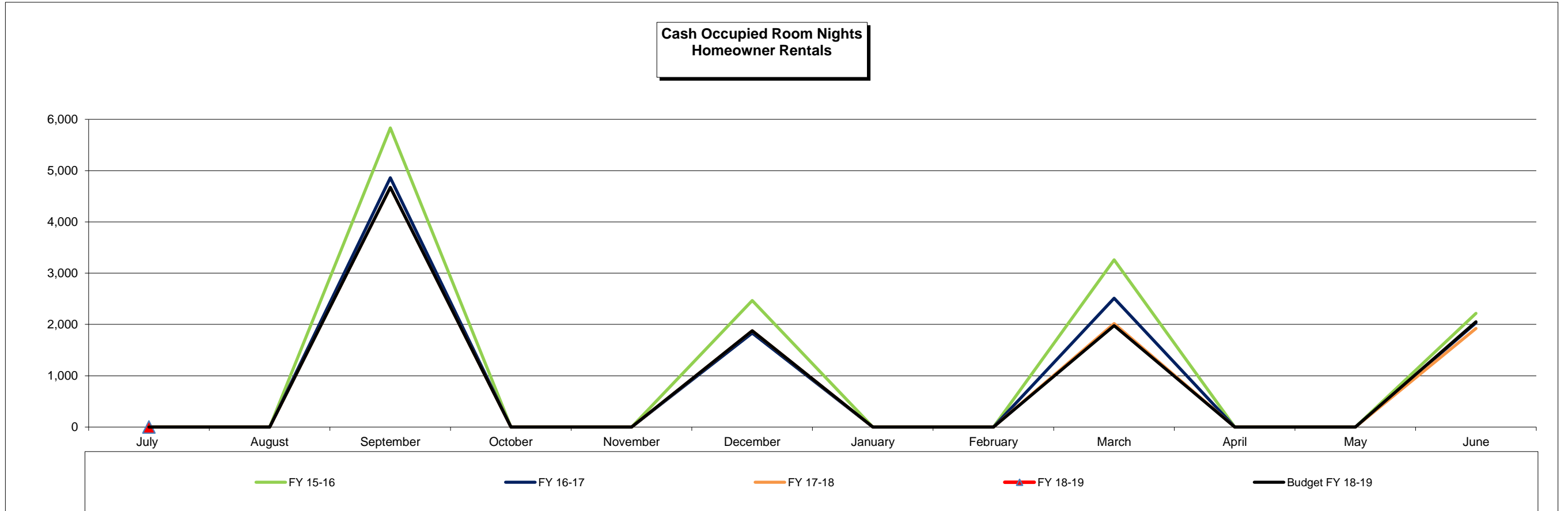
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Rooms-Timeshares
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|----------------------|-----------------|------------------------|-----------------|---------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | 6,750 | 8,366 | 9,594 | 8,116 | 6,105 | 6,772 | 3,852 | 6,772 | (2,920) | -43.1% | (2,920) | -43.1% |
| August | 5,733 | 8,186 | 7,821 | 8,453 | 5,862 | 6,709 | 3,143 | 6,709 | (3,566) | -53.2% | (3,566) | -53.2% |
| September | 5,985 | 8,359 | 10,149 | 4,861 | 5,405 | 5,602 | 3,113 | 5,602 | (2,489) | -44.4% | (2,489) | -44.4% |
| October | 5,030 | 7,655 | 9,970 | 4,331 | 5,877 | 4,969 | 3,039 | 4,969 | (1,930) | -38.8% | (1,930) | -38.8% |
| November | 3,884 | 5,597 | 8,264 | 4,004 | 4,156 | 4,227 | 2,531 | 4,227 | (1,696) | -40.1% | (1,696) | -40.1% |
| December | 3,789 | 6,387 | 7,315 | 4,312 | 5,411 | 4,318 | 2,572 | 4,318 | (1,746) | -40.4% | (1,746) | -40.4% |
| January | 3,640 | 5,394 | 6,628 | 3,897 | 4,924 | 4,255 | 2,825 | 4,255 | (1,430) | -33.6% | (1,430) | -33.6% |
| February | 3,687 | 5,696 | 6,665 | 5,439 | 4,701 | 4,374 | 2,666 | 4,374 | (1,708) | -39.0% | (1,708) | -39.0% |
| March | 4,806 | 6,117 | 8,937 | 3,915 | 6,064 | 4,547 | - | 4,547 | - | 0.0% | - | 0.0% |
| April | 4,989 | 6,678 | 8,684 | 3,245 | 5,055 | 5,002 | - | 5,055 | - | 0.0% | - | 0.0% |
| May | 4,810 | 6,835 | 9,383 | 2,996 | 4,925 | 4,321 | - | 4,925 | - | 0.0% | - | 0.0% |
| June | 7,591 | 9,125 | 10,375 | 5,050 | 6,734 | 3,795 | - | 6,734 | - | 0.0% | - | 0.0% |
| Totals | 60,694 | 84,395 | 103,785 | 58,619 | 65,219 | 58,891 | 23,741 | 62,487 | (17,485) | -42.4% | (17,485) | -42.4% |



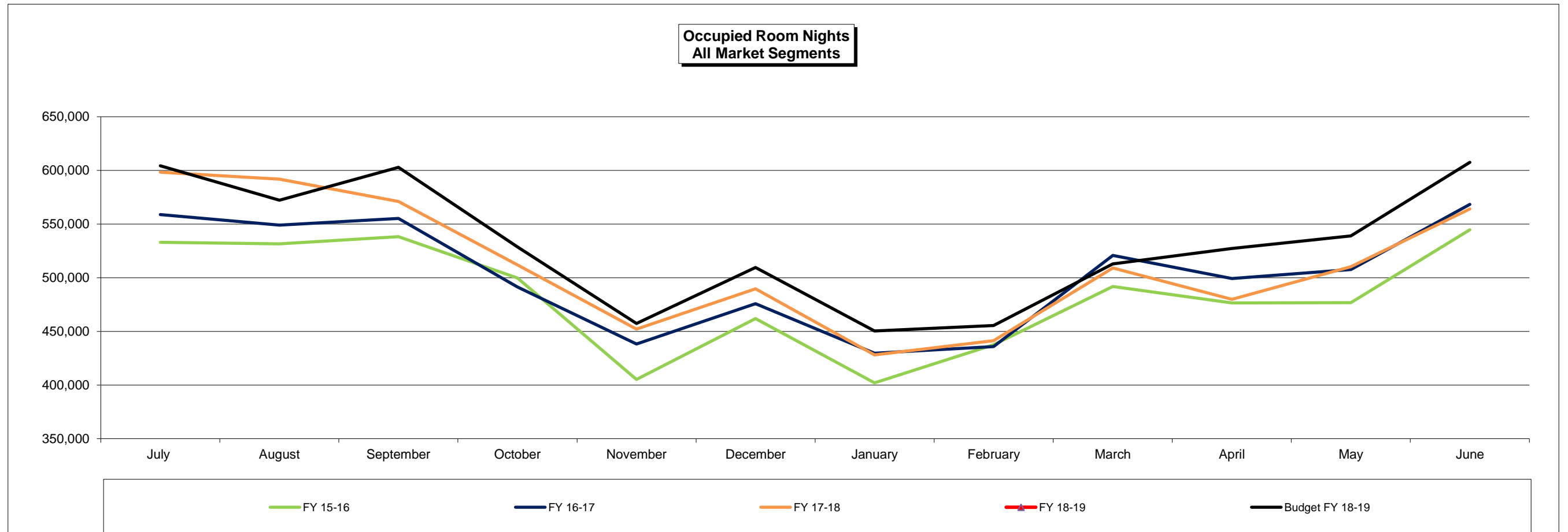
**Reno-Sparks Convention and Visitors Authority
Cash Occupied Rooms-Homeowner Rentals
Trend**

| Month | Actual | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | | |
|---------------|----------|----------|---------------|---------------|---------------|---------------|--------------|----------------------|--------------|------------------------|--------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | Amount | % | Amount | % | |
| July | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| August | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| September | - | - | 3,606 | 5,832 | 4,860 | 4,673 | 4,177 | (496) | -10.6% | (496) | -10.6% | |
| October | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| November | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| December | - | - | 2,366 | 2,466 | 1,834 | 1,878 | 1,684 | (194) | -10.3% | (194) | -10.3% | |
| January | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| February | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| March | - | - | 2,162 | 3,262 | 2,510 | 2,018 | - | 1,978 | 0.0% | - | 0.0% | |
| April | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| May | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| June | - | - | 2,268 | 2,218 | 2,032 | 1,920 | - | 2,052 | 0.0% | - | 0.0% | |
| Totals | - | - | 10,402 | 13,778 | 11,236 | 10,489 | 5,861 | 10,581 | (690) | 0.0% | (690) | -6.6% |



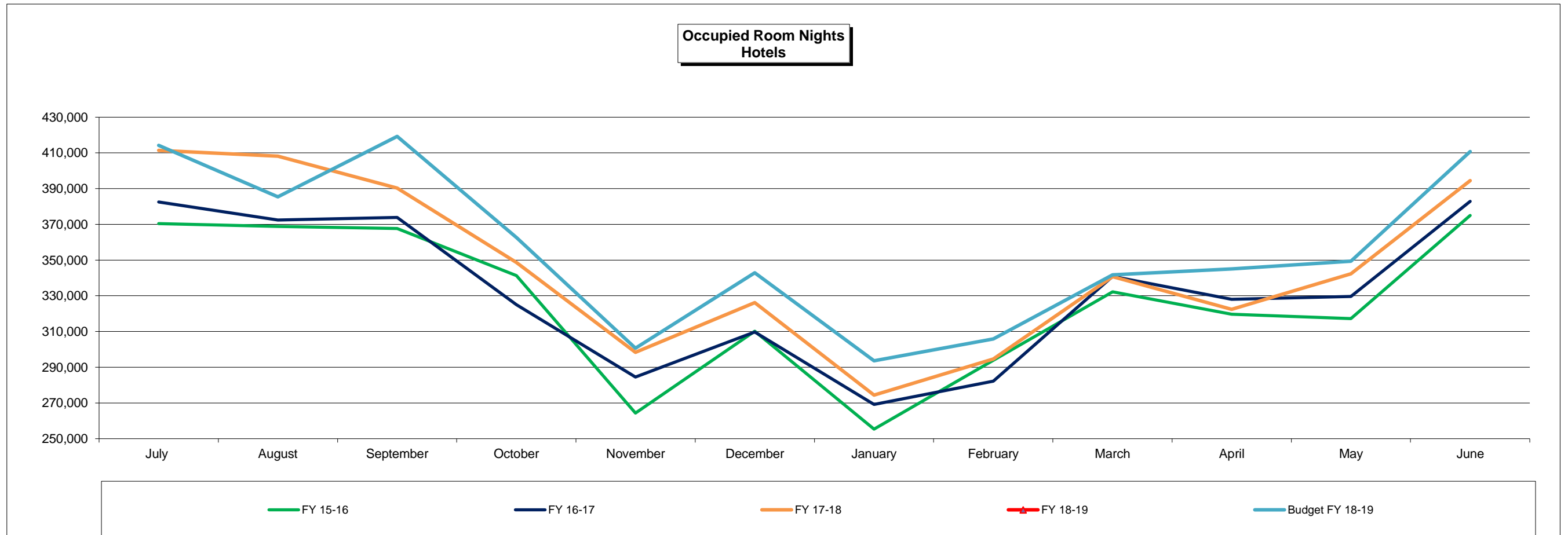
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-Consolidated Summary
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 504,829 | 529,220 | 532,560 | 533,061 | 558,932 | 598,303 | 559,625 | 604,371 | (44,746) | -7.4% | (38,678) | -6.5% |
| August | 523,217 | 532,551 | 530,095 | 531,622 | 548,907 | 591,815 | 551,515 | 572,229 | (20,714) | -3.6% | (40,300) | -6.8% |
| September | 503,063 | 490,994 | 498,961 | 538,200 | 555,329 | 571,095 | 536,269 | 602,844 | (66,575) | -11.0% | (34,826) | -6.1% |
| October | 437,336 | 440,343 | 461,911 | 499,815 | 491,289 | 511,826 | 483,734 | 528,662 | (44,928) | -8.5% | (28,092) | -5.5% |
| November | 361,447 | 390,984 | 400,324 | 405,085 | 438,248 | 451,999 | 436,662 | 457,378 | (20,716) | -4.5% | (15,337) | -3.4% |
| December | 396,688 | 411,024 | 434,190 | 461,879 | 475,810 | 489,652 | 461,499 | 509,407 | (47,908) | -9.4% | (28,153) | -5.7% |
| January | 388,712 | 376,196 | 420,430 | 402,010 | 429,629 | 428,069 | 440,561 | 450,364 | (9,803) | -2.2% | 12,492 | 2.9% |
| February | 379,529 | 382,620 | 402,632 | 437,603 | 435,728 | 441,422 | 404,227 | 455,497 | (51,270) | -11.3% | (37,195) | -8.4% |
| March | 443,399 | 436,577 | 449,343 | 491,853 | 520,869 | 508,940 | - | 512,977 | - | 0.0% | - | 0.0% |
| April | 438,907 | 441,992 | 437,895 | 476,563 | 499,243 | 479,824 | - | 527,316 | - | 0.0% | - | 0.0% |
| May | 478,420 | 481,152 | 479,544 | 476,722 | 507,723 | 510,342 | - | 538,932 | - | 0.0% | - | 0.0% |
| June | 523,852 | 507,148 | 496,475 | 544,683 | 568,328 | 563,983 | - | 607,507 | - | 0.0% | - | 0.0% |
| Totals | 5,379,399 | 5,420,801 | 5,544,360 | 5,799,096 | 6,030,035 | 6,147,270 | 3,874,092 | 6,367,484 | (306,660) | -7.3% | (210,089) | -5.1% |



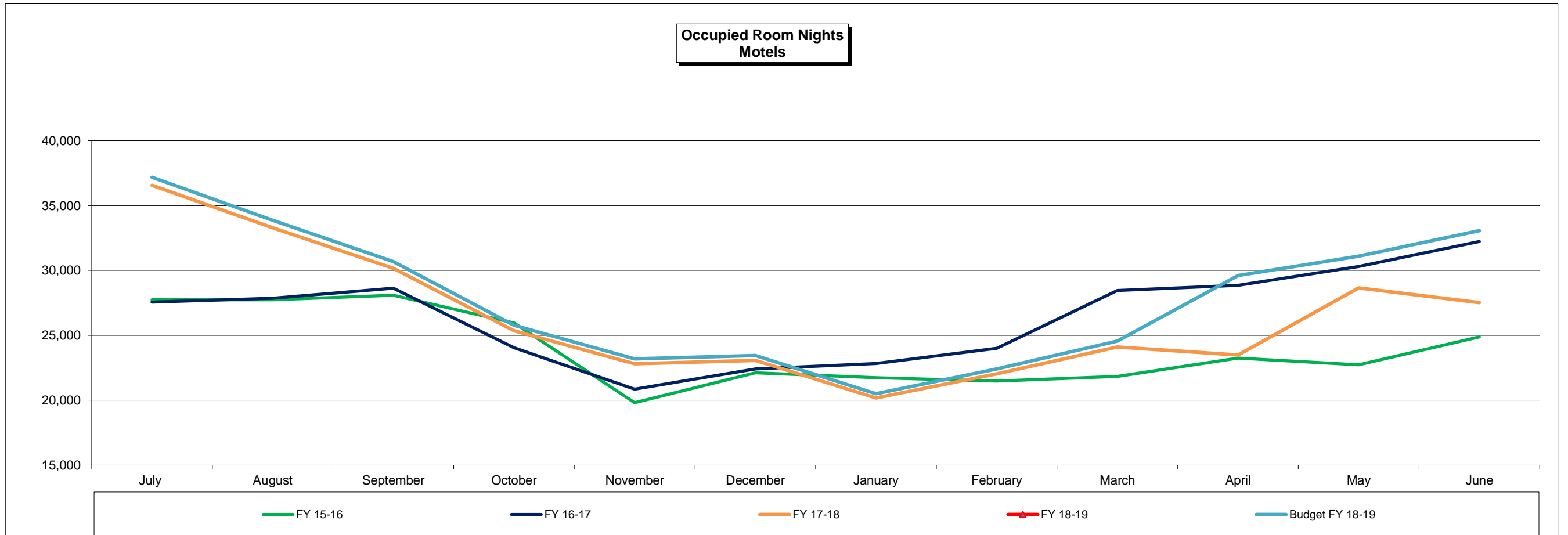
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-Hotels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | | Amount | % | Amount | % |
| July | 342,803 | 359,838 | 362,033 | 370,419 | 382,595 | 411,428 | 390,141 | 414,253 | (24,112) | -5.8% | (21,287) | -5.2% |
| August | 354,560 | 355,017 | 360,316 | 368,837 | 372,443 | 408,173 | 382,258 | 385,468 | (3,210) | -0.8% | (25,915) | -6.3% |
| September | 347,241 | 326,953 | 336,206 | 367,631 | 373,818 | 390,243 | 367,585 | 419,256 | (51,671) | -12.3% | (22,658) | -5.8% |
| October | 288,784 | 282,313 | 304,419 | 341,319 | 324,988 | 348,719 | 325,246 | 362,606 | (37,360) | -10.3% | (23,473) | -6.7% |
| November | 225,376 | 248,696 | 258,954 | 264,286 | 284,554 | 298,287 | 285,936 | 300,714 | (14,778) | -4.9% | (12,351) | -4.1% |
| December | 257,550 | 266,480 | 281,864 | 310,182 | 309,705 | 326,218 | 306,045 | 342,857 | (36,812) | -10.7% | (20,173) | -6.2% |
| January | 254,120 | 239,790 | 272,877 | 255,360 | 269,174 | 274,404 | 284,174 | 293,620 | (9,446) | -3.2% | 9,770 | 3.6% |
| February | 252,694 | 255,205 | 266,502 | 293,831 | 282,154 | 294,598 | 264,555 | 305,825 | (41,270) | -13.5% | (30,043) | -10.2% |
| March | 299,059 | 295,038 | 295,348 | 332,256 | 340,869 | 340,788 | - | 341,732 | - | 0.0% | - | 0.0% |
| April | 290,755 | 297,856 | 287,575 | 319,724 | 328,053 | 322,475 | - | 345,098 | - | 0.0% | - | 0.0% |
| May | 319,894 | 327,874 | 318,016 | 317,282 | 329,610 | 342,265 | - | 349,326 | - | 0.0% | - | 0.0% |
| June | 362,360 | 355,428 | 335,964 | 375,000 | 382,891 | 394,524 | - | 410,830 | - | 0.0% | - | 0.0% |
| Totals | 3,595,196 | 3,610,488 | 3,680,074 | 3,916,127 | 3,980,854 | 4,152,122 | 2,605,940 | 4,271,585 | (218,659) | -7.7% | (146,130) | -5.3% |



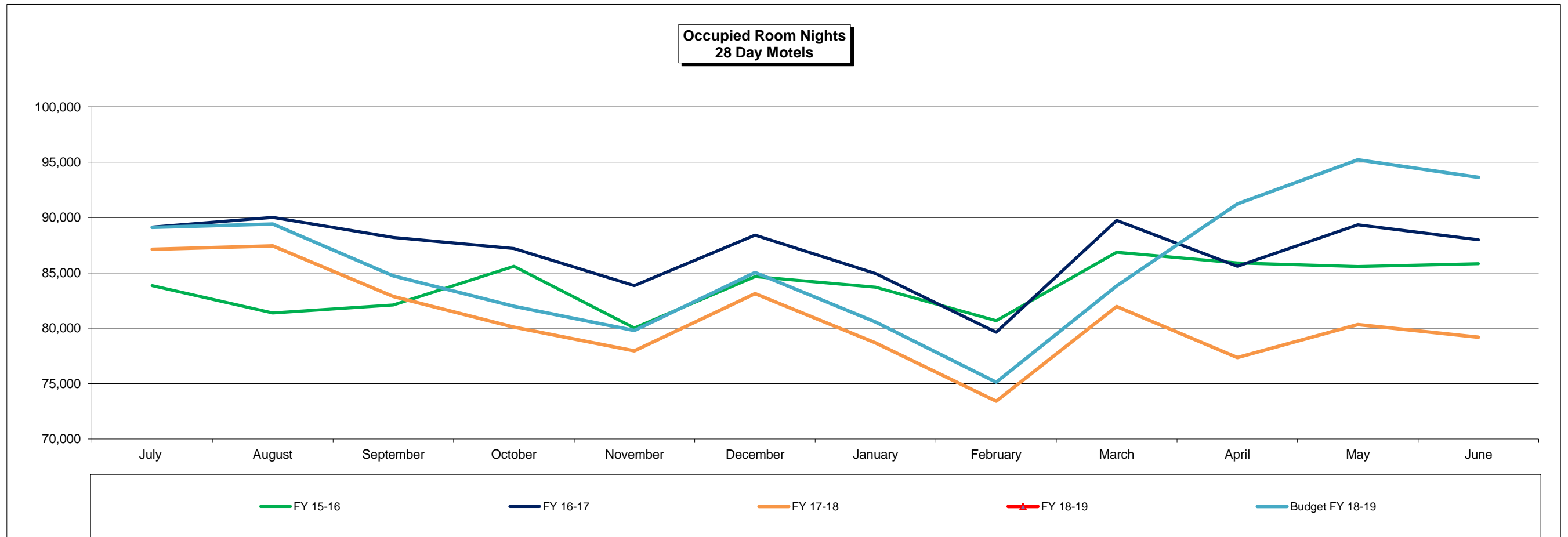
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-Motels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | | Amount | % | Amount | % |
| July | 31,313 | 34,154 | 37,230 | 27,748 | 27,566 | 36,562 | 29,468 | 37,182 | (7,714) | -20.7% | (7,094) | -19.4% |
| August | 34,534 | 36,130 | 38,087 | 27,735 | 27,859 | 33,292 | 28,390 | 33,864 | (5,474) | -16.2% | (4,902) | -14.7% |
| September | 32,959 | 32,543 | 33,008 | 28,090 | 28,635 | 30,166 | 27,269 | 30,689 | (3,420) | -11.1% | (2,897) | -9.6% |
| October | 27,385 | 27,803 | 30,512 | 25,952 | 24,047 | 25,344 | 26,620 | 25,776 | 844 | 3.3% | 1,276 | 5.0% |
| November | 23,084 | 23,565 | 26,120 | 19,807 | 20,851 | 22,802 | 22,510 | 23,187 | (677) | -2.9% | (292) | -1.3% |
| December | 24,537 | 24,746 | 29,700 | 22,105 | 22,418 | 23,064 | 22,898 | 23,453 | (555) | -2.4% | (166) | -0.7% |
| January | 24,161 | 22,362 | 24,372 | 21,729 | 22,825 | 20,172 | 22,733 | 20,498 | 2,235 | 10.9% | 2,561 | 12.7% |
| February | 23,321 | 22,913 | 23,162 | 21,483 | 23,995 | 22,042 | 20,859 | 22,408 | (1,549) | -6.9% | (1,183) | -5.4% |
| March | 27,841 | 26,779 | 24,650 | 21,835 | 28,447 | 24,096 | - | 24,559 | - | 0.0% | - | 0.0% |
| April | 31,606 | 28,302 | 25,400 | 23,243 | 28,855 | 23,477 | - | 29,607 | - | 0.0% | - | 0.0% |
| May | 31,315 | 30,580 | 29,035 | 22,731 | 30,309 | 28,647 | - | 31,091 | - | 0.0% | - | 0.0% |
| June | 34,242 | 30,357 | 29,073 | 24,873 | 32,229 | 27,516 | - | 33,066 | - | 0.0% | - | 0.0% |
| Totals | 346,298 | 340,234 | 350,349 | 287,331 | 318,036 | 317,180 | 200,747 | 335,380 | (16,310) | -7.5% | (12,697) | -5.9% |



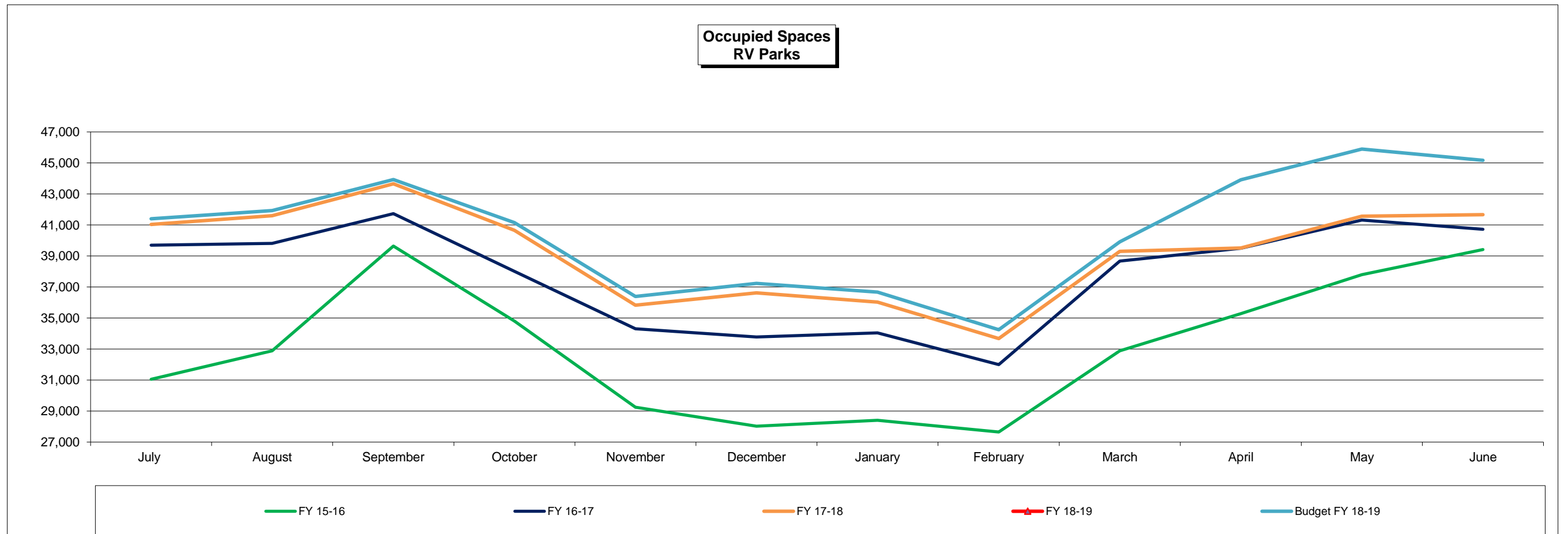
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-28 Day Motels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|------------------|------------------|----------------|----------------|--------------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 79,499 | 78,254 | 77,783 | 83,859 | 89,142 | 87,126 | 78,044 | 89,105 | (11,061) | -12.4% | (9,082) | -10.4% |
| August | 80,963 | 82,724 | 77,439 | 81,383 | 90,013 | 87,438 | 79,909 | 89,402 | (9,493) | -10.6% | (7,529) | -8.6% |
| September | 72,378 | 76,034 | 70,904 | 82,100 | 88,198 | 82,878 | 75,487 | 84,733 | (9,246) | -10.9% | (7,391) | -8.9% |
| October | 76,159 | 79,705 | 77,692 | 85,587 | 87,210 | 80,104 | 76,737 | 81,985 | (5,248) | -6.4% | (3,367) | -4.2% |
| November | 74,080 | 77,168 | 72,177 | 80,022 | 83,858 | 77,951 | 76,089 | 79,786 | (3,697) | -4.6% | (1,862) | -2.4% |
| December | 75,329 | 75,944 | 76,473 | 84,667 | 88,415 | 83,119 | 77,622 | 85,029 | (7,407) | -8.7% | (5,497) | -6.6% |
| January | 72,740 | 74,210 | 80,907 | 83,704 | 84,953 | 78,688 | 76,636 | 80,569 | (3,933) | -4.9% | (2,052) | -2.6% |
| February | 68,749 | 68,290 | 74,284 | 80,692 | 79,637 | 73,411 | 69,212 | 75,125 | (5,913) | -7.9% | (4,199) | -5.7% |
| March | 76,197 | 74,686 | 80,294 | 86,867 | 89,744 | 81,972 | - | 83,813 | - | 0.0% | - | 0.0% |
| April | 73,937 | 72,661 | 77,138 | 85,907 | 85,594 | 77,359 | - | 91,235 | - | 0.0% | - | 0.0% |
| May | 80,079 | 76,576 | 81,225 | 85,563 | 89,342 | 80,336 | - | 95,216 | - | 0.0% | - | 0.0% |
| June | 74,756 | 72,170 | 78,844 | 85,835 | 87,986 | 79,192 | - | 93,617 | - | 0.0% | - | 0.0% |
| Totals | 904,866 | 908,422 | 925,160 | 1,006,186 | 1,044,092 | 969,574 | 609,736 | 1,029,615 | (55,998) | -8.4% | (40,979) | -6.3% |



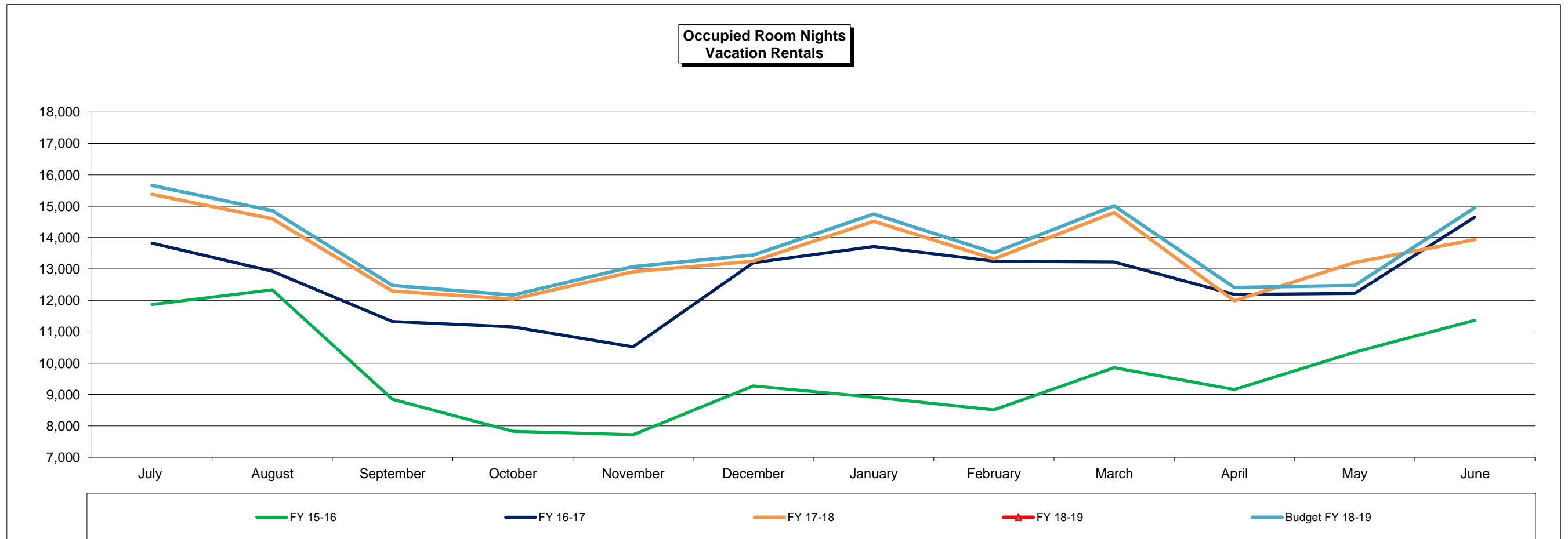
**Reno-Sparks Convention and Visitors Authority
Occupied Spaces-RV Parks
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|-----------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 31,964 | 35,668 | 34,223 | 31,050 | 39,699 | 41,037 | 40,850 | 41,396 | (546) | -1.3% | (187) | -0.5% |
| August | 35,115 | 37,779 | 34,807 | 32,879 | 39,805 | 41,601 | 42,342 | 41,931 | 411 | 1.0% | 741 | 1.8% |
| September | 34,171 | 37,774 | 36,030 | 39,642 | 41,731 | 43,655 | 44,237 | 43,923 | 314 | 0.7% | 582 | 1.3% |
| October | 31,074 | 34,317 | 31,586 | 34,798 | 38,014 | 40,650 | 39,937 | 41,159 | (1,222) | -3.0% | (713) | -1.8% |
| November | 26,240 | 27,691 | 27,389 | 29,247 | 34,309 | 35,823 | 36,617 | 36,391 | 226 | 0.6% | 794 | 2.2% |
| December | 25,417 | 27,531 | 26,566 | 28,033 | 33,777 | 36,618 | 35,516 | 37,238 | (1,722) | -4.6% | (1,102) | -3.0% |
| January | 24,382 | 25,555 | 26,435 | 28,410 | 34,038 | 36,030 | 35,305 | 36,670 | (1,365) | -3.7% | (725) | -2.0% |
| February | 21,820 | 22,330 | 24,012 | 27,651 | 31,997 | 33,676 | 32,167 | 34,246 | (2,079) | -6.1% | (1,509) | -4.5% |
| March | 26,360 | 26,046 | 29,046 | 32,881 | 38,672 | 39,305 | - | 39,917 | - | 0.0% | - | 0.0% |
| April | 28,966 | 28,671 | 31,168 | 35,288 | 39,496 | 39,523 | - | 43,911 | - | 0.0% | - | 0.0% |
| May | 33,034 | 31,583 | 33,579 | 37,798 | 41,318 | 41,569 | - | 45,896 | - | 0.0% | - | 0.0% |
| June | 35,582 | 31,416 | 30,108 | 39,422 | 40,717 | 41,672 | - | 45,165 | - | 0.0% | - | 0.0% |
| Totals | 354,125 | 366,361 | 364,949 | 397,099 | 453,573 | 471,159 | 306,971 | 487,843 | (5,983) | -1.9% | (2,119) | -0.7% |



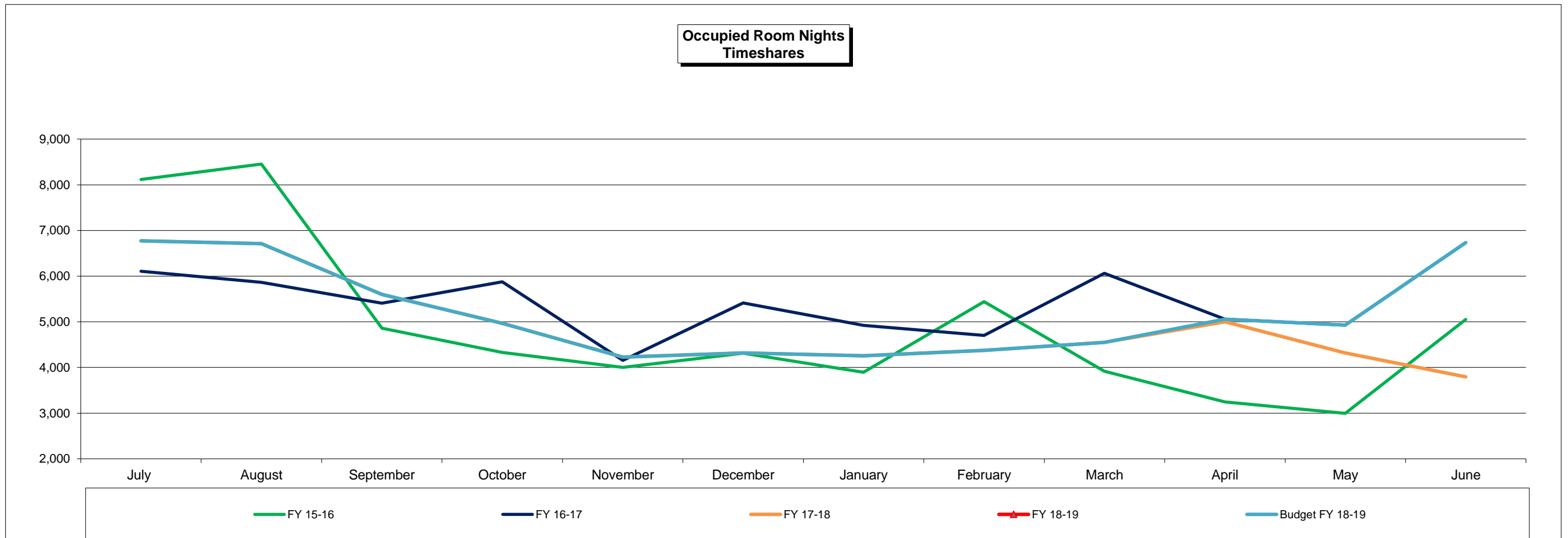
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-Vacation Rentals
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------------|-------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 12,500 | 12,930 | 11,688 | 11,869 | 13,825 | 15,378 | 17,270 | 15,663 | 1,607 | 10.3% | 1,892 | 12.3% |
| August | 12,312 | 12,710 | 11,609 | 12,335 | 12,925 | 14,602 | 15,473 | 14,855 | 618 | 4.2% | 871 | 6.0% |
| September | 10,329 | 9,296 | 8,232 | 8,851 | 11,327 | 12,298 | 12,983 | 12,473 | 510 | 4.1% | 685 | 5.6% |
| October | 8,904 | 8,461 | 7,665 | 7,828 | 11,153 | 12,040 | 12,155 | 12,167 | (12) | -0.1% | 115 | 1.0% |
| November | 8,783 | 8,252 | 7,416 | 7,719 | 10,520 | 12,909 | 12,979 | 13,073 | (94) | -0.7% | 70 | 0.5% |
| December | 10,066 | 9,936 | 9,436 | 9,274 | 13,198 | 13,245 | 14,520 | 13,442 | 1,078 | 8.0% | 1,275 | 9.6% |
| January | 9,669 | 8,882 | 9,204 | 8,910 | 13,715 | 14,520 | 18,888 | 14,752 | 4,136 | 28.0% | 4,368 | 30.1% |
| February | 9,258 | 8,178 | 8,004 | 8,507 | 13,244 | 13,321 | 14,768 | 13,519 | 1,249 | 9.2% | 1,447 | 10.9% |
| March | 9,136 | 7,876 | 7,956 | 9,859 | 13,225 | 14,797 | - | 15,014 | - | 0.0% | - | 0.0% |
| April | 8,654 | 7,791 | 7,898 | 9,156 | 12,190 | 11,988 | - | 12,410 | - | 0.0% | - | 0.0% |
| May | 9,288 | 7,679 | 8,292 | 10,352 | 12,219 | 13,204 | - | 12,478 | - | 0.0% | - | 0.0% |
| June | 9,309 | 8,652 | 8,950 | 11,365 | 14,654 | 13,940 | - | 14,958 | - | 0.0% | - | 0.0% |
| Totals | 118,208 | 110,643 | 106,350 | 116,025 | 152,195 | 162,242 | 119,036 | 164,804 | 9,092 | 8.3% | 10,723 | 9.9% |



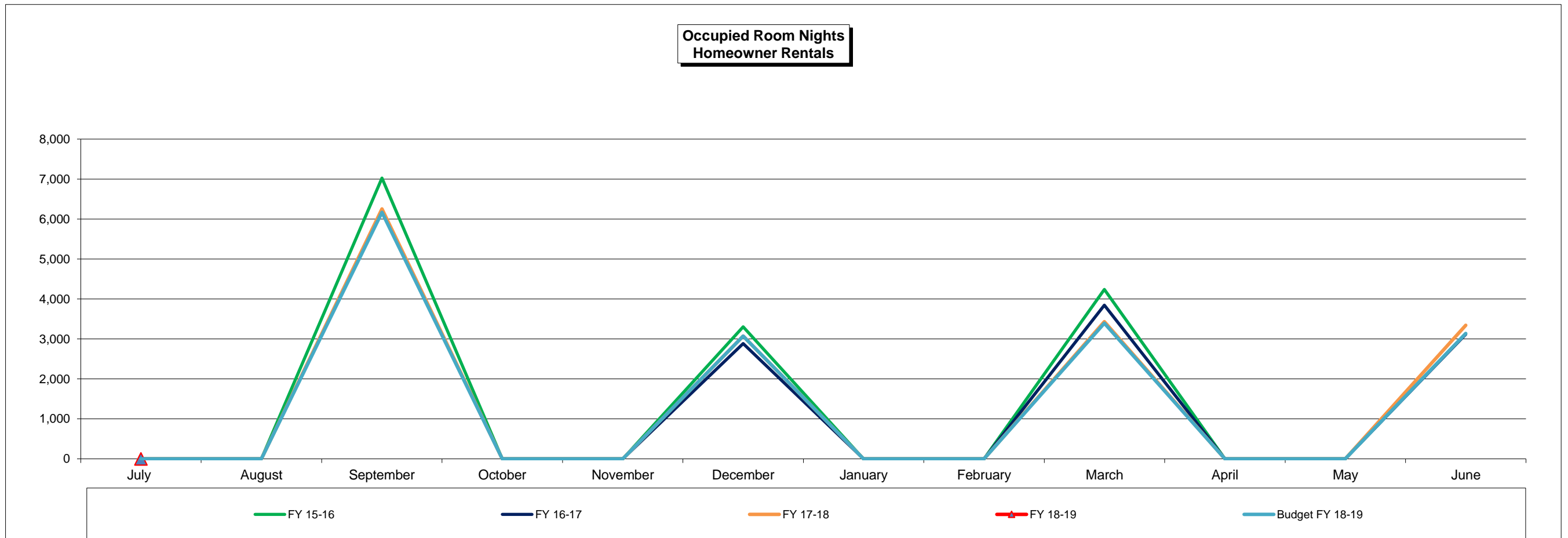
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-Timeshares
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|---------------|---------------|----------------|---------------|---------------|---------------|---------------|--------------------|----------------------|---------------|------------------------|---------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 6,750 | 8,376 | 9,603 | 8,116 | 6,105 | 6,772 | 3,852 | 6,772 | (2,920) | -43.1% | (2,920) | -43.1% |
| August | 5,733 | 8,191 | 7,837 | 8,453 | 5,862 | 6,709 | 3,143 | 6,709 | (3,566) | -53.2% | (3,566) | -53.2% |
| September | 5,985 | 8,394 | 10,176 | 4,861 | 5,405 | 5,602 | 3,113 | 5,602 | (2,489) | -44.4% | (2,489) | -44.4% |
| October | 5,030 | 7,744 | 10,037 | 4,331 | 5,877 | 4,969 | 3,039 | 4,969 | (1,930) | -38.8% | (1,930) | -38.8% |
| November | 3,884 | 5,612 | 8,268 | 4,004 | 4,156 | 4,227 | 2,531 | 4,227 | (1,696) | -40.1% | (1,696) | -40.1% |
| December | 3,789 | 6,387 | 7,318 | 4,312 | 5,411 | 4,318 | 2,572 | 4,318 | (1,746) | -40.4% | (1,746) | -40.4% |
| January | 3,640 | 5,397 | 6,635 | 3,897 | 4,924 | 4,255 | 2,825 | 4,255 | (1,430) | -33.6% | (1,430) | -33.6% |
| February | 3,687 | 5,704 | 6,668 | 5,439 | 4,701 | 4,374 | 2,666 | 4,374 | (1,708) | -39.0% | (1,708) | -39.0% |
| March | 4,806 | 6,152 | 8,967 | 3,915 | 6,064 | 4,547 | - | 4,547 | - | 0.0% | - | 0.0% |
| April | 4,989 | 6,711 | 8,716 | 3,245 | 5,055 | 5,002 | - | 5,055 | - | 0.0% | - | 0.0% |
| May | 4,810 | 6,860 | 9,397 | 2,996 | 4,925 | 4,321 | - | 4,925 | - | 0.0% | - | 0.0% |
| June | 7,603 | 9,125 | 10,381 | 5,050 | 6,734 | 3,795 | - | 6,734 | - | 0.0% | - | 0.0% |
| Totals | 60,706 | 84,653 | 104,003 | 58,619 | 65,219 | 58,891 | 23,741 | 62,487 | (17,485) | -42.4% | (17,485) | -42.4% |



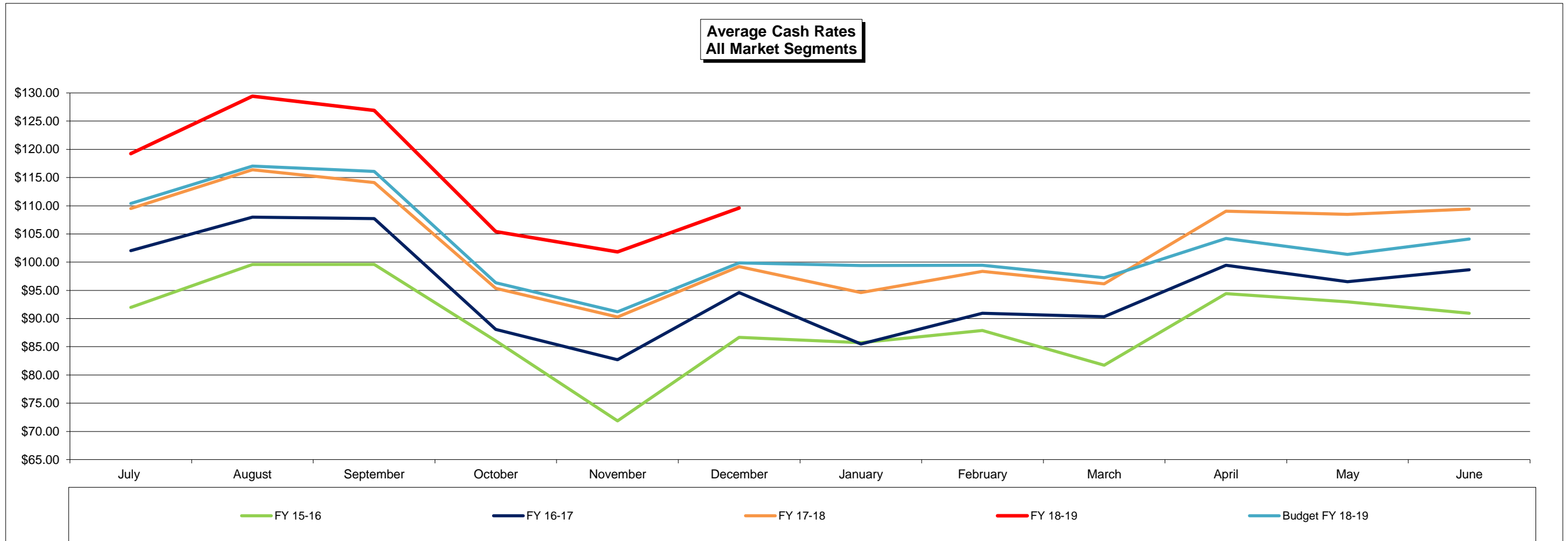
**Reno-Sparks Convention and Visitors Authority
Occupied Rooms-Homeowner Rentals
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------|----------|---------------|---------------|---------------|---------------|--------------|--------------------|----------------------|-------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| August | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% | |
| September | - | - | 4,405 | 7,025 | 6,215 | 6,253 | 5,595 | 6,168 | (573) | -9.3% | (658) | -11.8% |
| October | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| November | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| December | - | - | 2,833 | 3,306 | 2,886 | 3,070 | 2,326 | 3,070 | (744) | -24.2% | (744) | -32.0% |
| January | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| February | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| March | - | - | 3,082 | 4,240 | 3,848 | 3,435 | - | 3,395 | - | 0.0% | - | #DIV/0! |
| April | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| May | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| June | - | - | 3,155 | 3,138 | 3,117 | 3,344 | - | 3,137 | - | 0.0% | - | #DIV/0! |
| Totals | - | - | 13,475 | 17,709 | 16,066 | 16,102 | 7,921 | 15,770 | (1,317) | 0.0% | (1,402) | 0.0% |



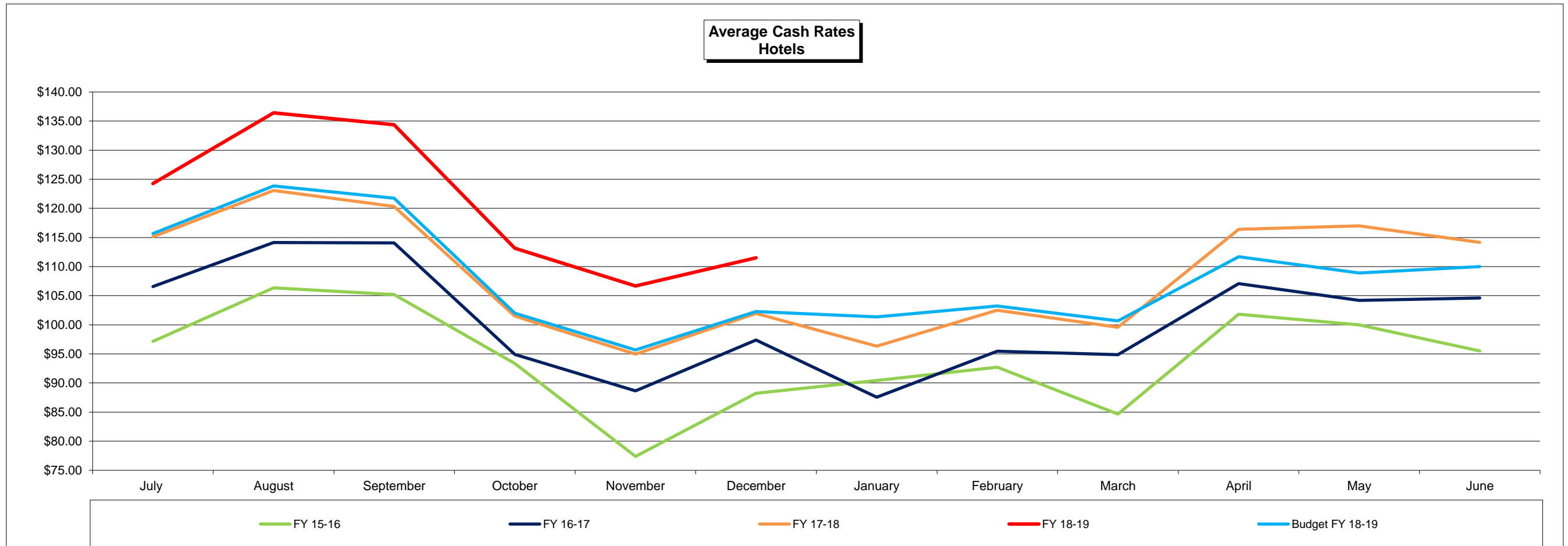
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-Consolidated Summary
Trend**

| Month | Actual | | | Budget | | | Variance from Budget | | Variance from FY 17-18 | | | |
|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|----------------------|------------------|------------------------|--------------|-----------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 79.00 | \$ 89.43 | \$ 89.75 | \$ 91.97 | \$ 102.05 | \$ 109.51 | \$ 119.24 | \$ 110.42 | \$ 8.82 | 8.0% | \$ 9.73 | 8.9% |
| August | \$ 86.74 | \$ 95.61 | \$ 96.42 | \$ 99.59 | \$ 107.98 | \$ 116.38 | \$ 129.42 | \$ 117.03 | \$ 12.39 | 10.6% | \$ 13.04 | 11.2% |
| September | \$ 83.12 | \$ 85.98 | \$ 85.68 | \$ 99.60 | \$ 107.72 | \$ 114.13 | \$ 126.90 | \$ 116.11 | \$ 10.79 | 9.3% | \$ 12.77 | 11.2% |
| October | \$ 69.67 | \$ 71.25 | \$ 72.04 | \$ 86.04 | \$ 88.09 | \$ 95.37 | \$ 105.41 | \$ 96.35 | \$ 9.06 | 9.4% | \$ 10.04 | 10.5% |
| November | \$ 61.10 | \$ 66.69 | \$ 66.31 | \$ 71.86 | \$ 82.70 | \$ 90.28 | \$ 101.82 | \$ 91.20 | \$ 10.62 | 11.6% | \$ 11.54 | 12.8% |
| December | \$ 73.20 | \$ 71.77 | \$ 75.65 | \$ 86.68 | \$ 94.63 | \$ 99.22 | \$ 109.61 | \$ 99.85 | \$ 9.76 | 9.8% | \$ 10.39 | 10.5% |
| January | \$ 78.24 | \$ 69.85 | \$ 77.37 | \$ 85.73 | \$ 85.48 | \$ 94.59 | \$ 113.19 | \$ 99.40 | \$ 13.79 | 13.9% | \$ 18.60 | 19.7% |
| February | \$ 72.70 | \$ 73.52 | \$ 77.41 | \$ 87.90 | \$ 90.93 | \$ 98.36 | \$ 110.51 | \$ 99.43 | \$ 11.08 | 11.1% | \$ 12.15 | 12.4% |
| March | \$ 70.27 | \$ 69.96 | \$ 74.12 | \$ 81.71 | \$ 90.35 | \$ 96.14 | \$ - | \$ 97.26 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 78.35 | \$ 79.41 | \$ 83.37 | \$ 94.41 | \$ 99.45 | \$ 109.06 | \$ - | \$ 104.19 | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 80.78 | \$ 81.17 | \$ 85.93 | \$ 92.98 | \$ 96.54 | \$ 108.47 | \$ - | \$ 101.38 | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 80.55 | \$ 77.20 | \$ 81.31 | \$ 90.93 | \$ 98.65 | \$ 109.40 | \$ - | \$ 104.10 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 77.08 | \$ 78.88 | \$ 81.34 | \$ 89.84 | \$ 96.29 | \$ 104.41 | \$ 115.67 | \$ 103.88 | \$ 10.74 | 10.2% | \$ 11.99 | 11.6% |



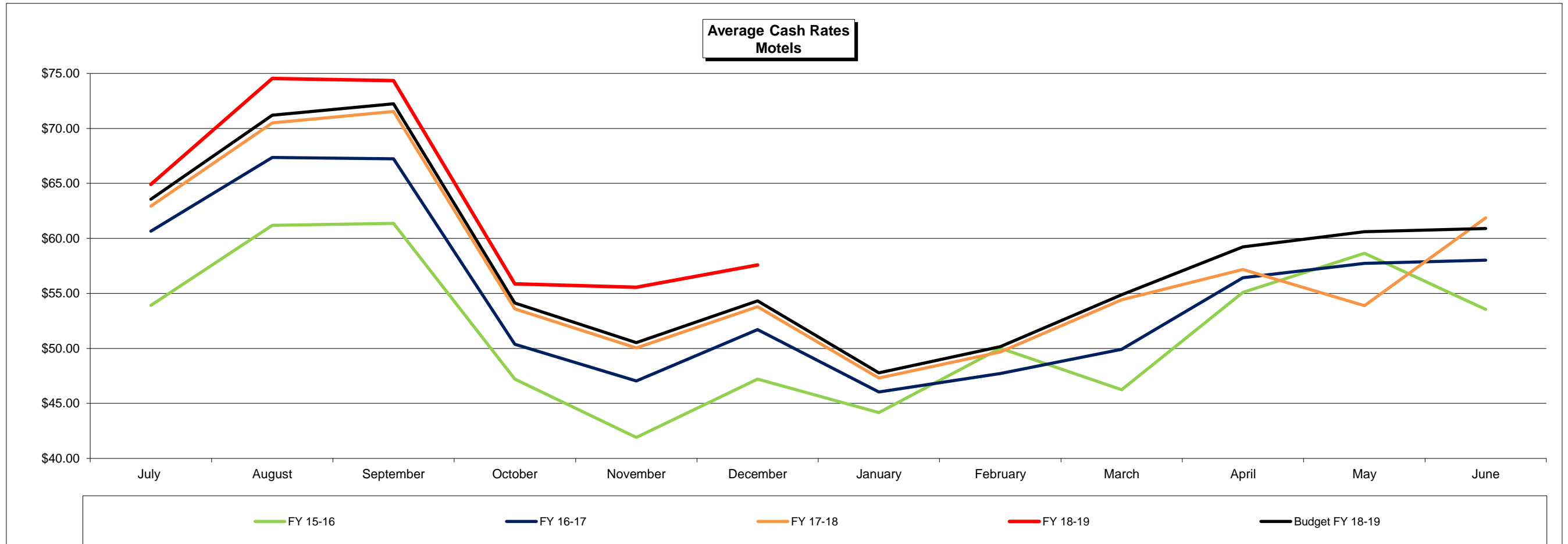
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-Hotels
Trend**

| Month | FY 12-13 | | FY 13-14 | | FY 14-15 | | Actual FY 15-16 | | FY 16-17 | | FY 17-18 | | FY 18-19 | | Budget FY 18-19 | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-----------------|---|-----------------|---|-----------------|---|--------------------|---|------------------|---|------------------|---|------------------|---|--------------------|---|----------------------|--------------|------------------------|--------------|
| | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % |
| July | \$ 84.16 | | \$ 96.06 | | \$ 97.22 | | \$ 97.15 | | \$ 106.57 | | \$ 115.13 | | \$ 124.29 | | \$ 115.69 | | \$ 8.60 | 7.4% | \$ 9.16 | 8.0% |
| August | \$ 92.91 | | \$ 103.35 | | \$ 103.98 | | \$ 106.35 | | \$ 114.14 | | \$ 123.08 | | \$ 136.42 | | \$ 123.86 | | \$ 12.56 | 10.1% | \$ 13.34 | 10.8% |
| September | \$ 90.54 | | \$ 95.71 | | \$ 93.58 | | \$ 105.21 | | \$ 114.08 | | \$ 120.35 | | \$ 134.37 | | \$ 121.77 | | \$ 12.60 | 10.3% | \$ 14.02 | 11.6% |
| October | \$ 76.40 | | \$ 79.69 | | \$ 80.67 | | \$ 93.38 | | \$ 94.93 | | \$ 101.48 | | \$ 113.17 | | \$ 102.02 | | \$ 11.15 | 10.9% | \$ 11.69 | 11.5% |
| November | \$ 66.59 | | \$ 73.65 | | \$ 74.17 | | \$ 77.39 | | \$ 88.67 | | \$ 94.96 | | \$ 106.67 | | \$ 95.68 | | \$ 10.99 | 11.5% | \$ 11.71 | 12.3% |
| December | \$ 77.17 | | \$ 77.07 | | \$ 79.89 | | \$ 88.25 | | \$ 97.38 | | \$ 101.94 | | \$ 111.52 | | \$ 102.28 | | \$ 9.24 | 9.0% | \$ 9.58 | 9.4% |
| January | \$ 83.69 | | \$ 74.66 | | \$ 83.72 | | \$ 90.42 | | \$ 87.56 | | \$ 96.33 | | \$ 115.91 | | \$ 101.37 | | \$ 14.54 | 14.3% | \$ 19.58 | 20.3% |
| February | \$ 77.02 | | \$ 79.45 | | \$ 84.72 | | \$ 92.73 | | \$ 95.44 | | \$ 102.52 | | \$ 114.32 | | \$ 103.25 | | \$ 11.07 | 10.7% | \$ 11.80 | 11.5% |
| March | \$ 76.32 | | \$ 76.40 | | \$ 80.34 | | \$ 84.69 | | \$ 94.88 | | \$ 99.59 | | \$ - | | \$ 100.68 | | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 86.06 | | \$ 87.31 | | \$ 92.68 | | \$ 101.81 | | \$ 107.06 | | \$ 116.42 | | \$ - | | \$ 111.71 | | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 88.41 | | \$ 89.30 | | \$ 95.51 | | \$ 100.01 | | \$ 104.19 | | \$ 117.00 | | \$ - | | \$ 108.91 | | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 88.12 | | \$ 84.51 | | \$ 88.16 | | \$ 95.52 | | \$ 104.62 | | \$ 114.17 | | \$ - | | \$ 110.01 | | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 83.29 | | \$ 86.00 | | \$ 88.76 | | \$ 95.09 | | \$ 101.75 | | \$ 109.60 | | \$ 120.85 | | \$ 108.93 | | \$ 11.40 | 10.4% | \$ 12.35 | 11.4% |



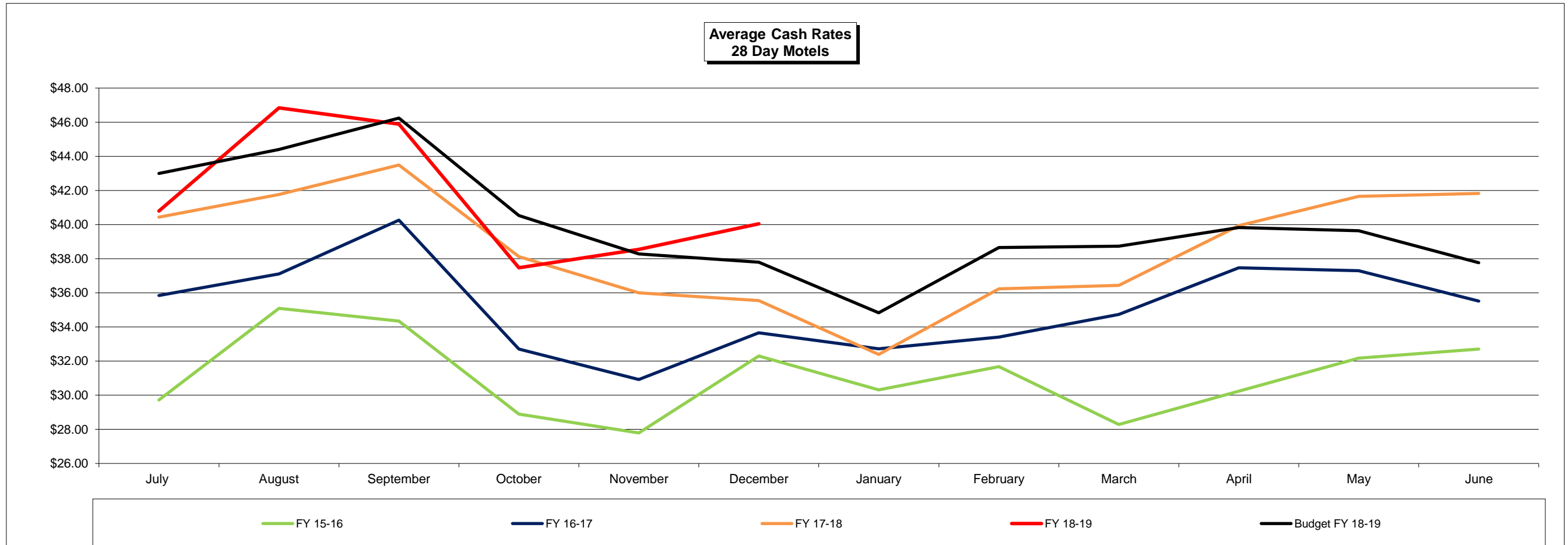
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-Motels
Trend**

| Month | FY 12-13 | | FY 13-14 | | FY 14-15 | | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-------------|----------------|----------------------|---|------------------------|---|
| | | | | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 47.44 | \$ 50.63 | \$ 52.47 | \$ 53.90 | \$ 60.66 | \$ 62.93 | \$ 64.92 | \$ 63.55 | \$ 1.37 | 2.2% | \$ 1.99 | 3.2% | | | |
| August | \$ 55.89 | \$ 60.81 | \$ 60.40 | \$ 61.19 | \$ 67.36 | \$ 70.51 | \$ 74.54 | \$ 71.20 | \$ 3.34 | 4.7% | \$ 4.03 | 5.7% | | | |
| September | \$ 58.10 | \$ 56.95 | \$ 53.32 | \$ 61.37 | \$ 67.23 | \$ 71.54 | \$ 74.35 | \$ 72.24 | \$ 2.11 | 2.9% | \$ 2.81 | 3.9% | | | |
| October | \$ 42.10 | \$ 42.49 | \$ 44.55 | \$ 47.22 | \$ 50.37 | \$ 53.60 | \$ 55.88 | \$ 54.12 | \$ 1.76 | 3.3% | \$ 2.28 | 4.3% | | | |
| November | \$ 38.79 | \$ 42.06 | \$ 40.75 | \$ 41.91 | \$ 47.04 | \$ 50.03 | \$ 55.56 | \$ 50.52 | \$ 5.04 | 10.0% | \$ 5.53 | 11.1% | | | |
| December | \$ 43.32 | \$ 42.86 | \$ 44.93 | \$ 47.22 | \$ 51.72 | \$ 53.79 | \$ 57.58 | \$ 54.32 | \$ 3.26 | 6.0% | \$ 3.79 | 7.0% | | | |
| January | \$ 42.87 | \$ 40.96 | \$ 43.47 | \$ 44.16 | \$ 46.04 | \$ 47.31 | \$ 54.35 | \$ 47.78 | \$ 6.57 | 13.8% | \$ 7.04 | 14.9% | | | |
| February | \$ 43.55 | \$ 43.31 | \$ 44.18 | \$ 50.02 | \$ 47.72 | \$ 49.67 | \$ 56.61 | \$ 50.16 | \$ 6.45 | 12.9% | \$ 6.94 | 14.0% | | | |
| March | \$ 41.71 | \$ 41.36 | \$ 45.36 | \$ 46.25 | \$ 49.91 | \$ 54.42 | \$ - | \$ 54.87 | \$ - | 0.0% | \$ - | 0.0% | | | |
| April | \$ 49.48 | \$ 51.35 | \$ 51.64 | \$ 55.10 | \$ 56.43 | \$ 57.17 | \$ - | \$ 59.24 | \$ - | 0.0% | \$ - | 0.0% | | | |
| May | \$ 51.77 | \$ 52.43 | \$ 53.33 | \$ 58.65 | \$ 57.74 | \$ 53.89 | \$ - | \$ 60.61 | \$ - | 0.0% | \$ - | 0.0% | | | |
| June | \$ 49.88 | \$ 47.71 | \$ 50.16 | \$ 53.56 | \$ 58.02 | \$ 61.86 | \$ - | \$ 60.91 | \$ - | 0.0% | \$ - | 0.0% | | | |
| Totals | \$ 47.92 | \$ 48.80 | \$ 49.39 | \$ 52.27 | \$ 55.70 | \$ 58.40 | \$ 62.56 | \$ 59.53 | \$ 2.83 | 4.7% | \$ 3.41 | 5.8% | | | |



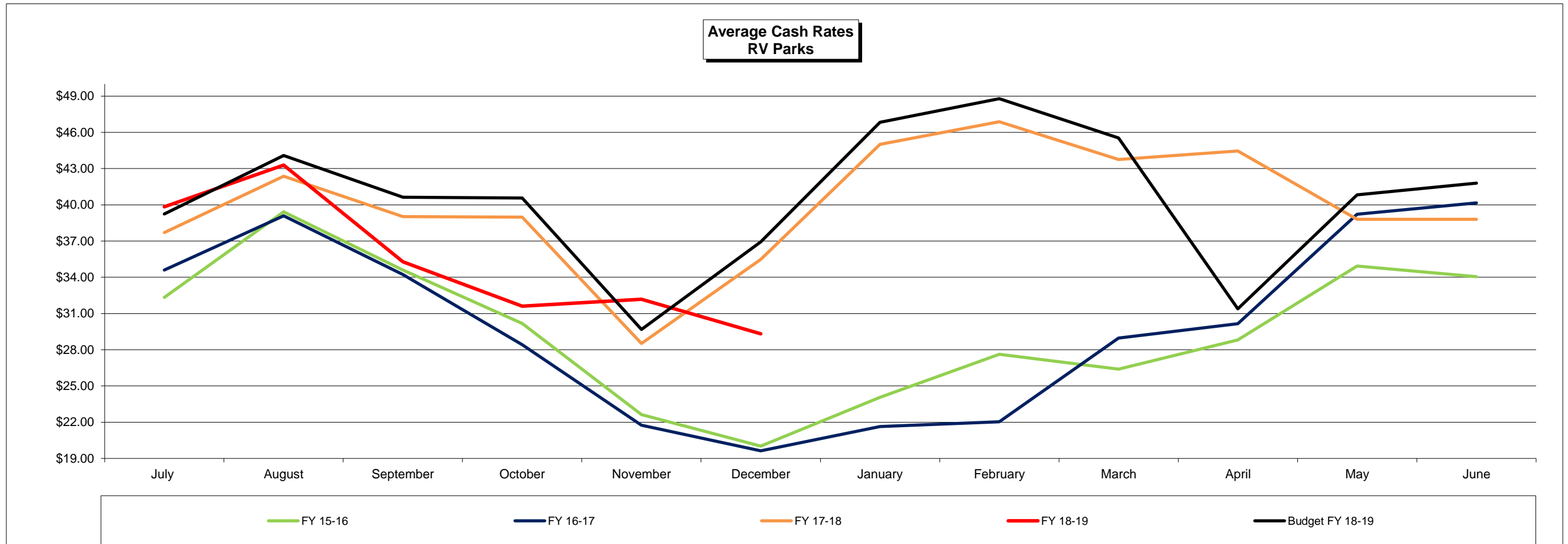
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-28 Day Motels
Trend**

| Month | Actual | | | Budget | | | Variance from Budget | | Variance from FY 17-18 | | | |
|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------------|-----------------|------------------------|--------------|----------------|-------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | \$ 23.62 | \$ 23.73 | \$ 26.74 | \$ 29.72 | \$ 35.84 | \$ 40.44 | \$ 40.79 | \$ 42.99 | \$ (2.20) | -5.1% | \$ 0.35 | 0.9% |
| August | \$ 25.44 | \$ 27.99 | \$ 30.35 | \$ 35.09 | \$ 37.11 | \$ 41.76 | \$ 46.84 | \$ 44.40 | \$ 2.44 | 5.5% | \$ 5.08 | 12.2% |
| September | \$ 27.03 | \$ 26.77 | \$ 26.81 | \$ 34.34 | \$ 40.26 | \$ 43.49 | \$ 45.89 | \$ 46.24 | \$ (0.35) | -0.8% | \$ 2.40 | 5.5% |
| October | \$ 23.29 | \$ 23.59 | \$ 24.72 | \$ 28.89 | \$ 32.71 | \$ 38.12 | \$ 37.47 | \$ 40.53 | \$ (3.06) | -7.5% | \$ (0.65) | -1.7% |
| November | \$ 23.36 | \$ 22.51 | \$ 24.23 | \$ 27.79 | \$ 30.92 | \$ 36.00 | \$ 38.54 | \$ 38.28 | \$ 0.26 | 0.7% | \$ 2.54 | 7.1% |
| December | \$ 22.74 | \$ 22.47 | \$ 24.95 | \$ 32.29 | \$ 33.65 | \$ 35.55 | \$ 40.05 | \$ 37.80 | \$ 2.25 | 6.0% | \$ 4.50 | 12.7% |
| January | \$ 21.96 | \$ 22.51 | \$ 25.89 | \$ 30.32 | \$ 32.72 | \$ 32.39 | \$ 32.07 | \$ 34.83 | \$ (2.76) | -7.9% | \$ (0.32) | -1.0% |
| February | \$ 23.57 | \$ 23.21 | \$ 26.41 | \$ 31.68 | \$ 33.41 | \$ 36.23 | \$ 37.26 | \$ 38.65 | \$ (1.39) | -3.6% | \$ 1.03 | 2.8% |
| March | \$ 22.82 | \$ 21.87 | \$ 26.61 | \$ 28.28 | \$ 34.73 | \$ 36.43 | \$ - | \$ 38.73 | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 23.83 | \$ 24.49 | \$ 30.22 | \$ 30.23 | \$ 37.46 | \$ 39.94 | \$ - | \$ 39.82 | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 24.10 | \$ 28.37 | \$ 30.66 | \$ 32.18 | \$ 37.29 | \$ 41.66 | \$ - | \$ 39.64 | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 23.45 | \$ 24.41 | \$ 26.54 | \$ 32.70 | \$ 35.51 | \$ 41.83 | \$ - | \$ 37.76 | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 23.88 | \$ 24.47 | \$ 27.04 | \$ 31.18 | \$ 35.24 | \$ 38.87 | \$ 40.20 | \$ 40.18 | \$ (0.63) | -1.5% | \$ 1.85 | 4.8% |



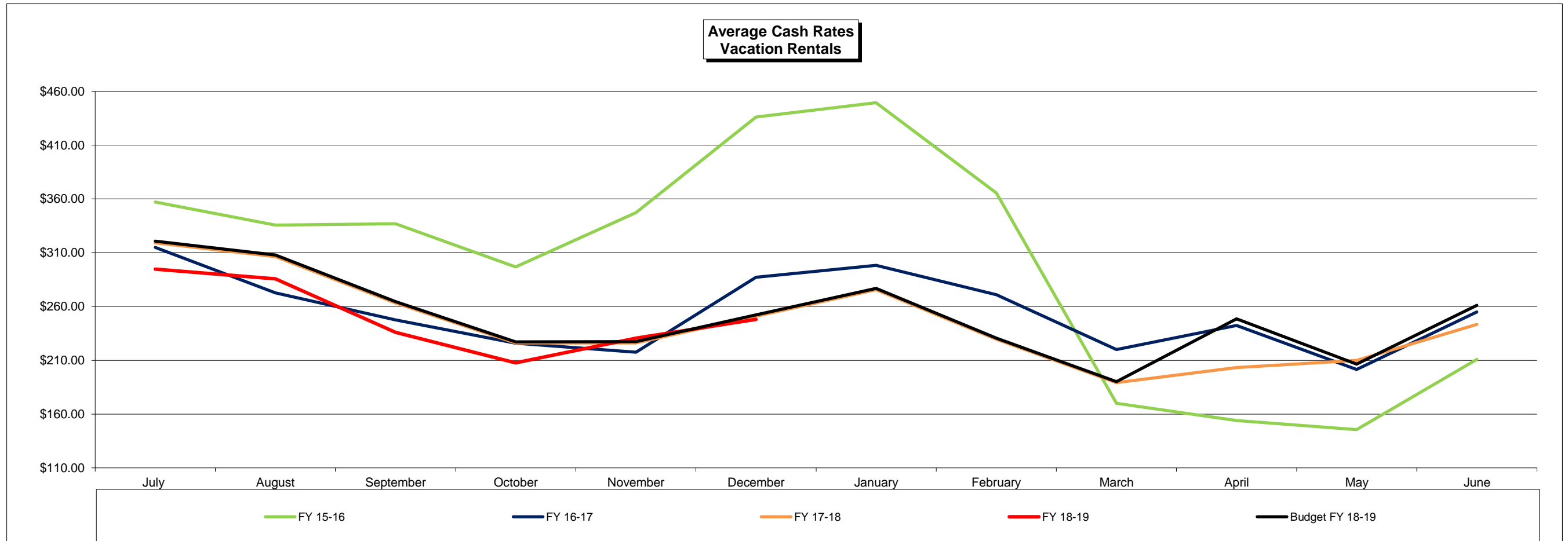
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-RV Parks
Trend**

| Month | FY 12-13 | | FY 13-14 | | FY 14-15 | | Actual FY 15-16 | | FY 16-17 | | FY 17-18 | | FY 18-19 | | Budget FY 18-19 | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-----------------|---|-----------------|---|-----------------|---|--------------------|---|-----------------|---|-----------------|---|-----------------|---|--------------------|---|----------------------|--------------|------------------------|--------------|
| | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % |
| July | \$ 30.85 | | \$ 31.79 | | \$ 37.88 | | \$ 32.33 | | \$ 34.60 | | \$ 37.70 | | \$ 39.83 | | \$ 39.24 | | \$ 0.59 | 1.5% | \$ 2.13 | 6.2% |
| August | \$ 40.60 | | \$ 40.61 | | \$ 33.17 | | \$ 39.42 | | \$ 39.10 | | \$ 42.36 | | \$ 43.29 | | \$ 44.09 | | \$ (0.80) | -1.8% | \$ 0.93 | 2.4% |
| September | \$ 34.96 | | \$ 34.06 | | \$ 32.73 | | \$ 34.59 | | \$ 34.23 | | \$ 39.03 | | \$ 35.28 | | \$ 40.62 | | \$ (5.34) | -13.1% | \$ (3.75) | -11.0% |
| October | \$ 28.41 | | \$ 25.86 | | \$ 26.01 | | \$ 30.18 | | \$ 28.42 | | \$ 38.98 | | \$ 31.61 | | \$ 40.57 | | \$ (8.96) | -22.1% | \$ (7.37) | -25.9% |
| November | \$ 22.47 | | \$ 19.54 | | \$ 20.38 | | \$ 22.62 | | \$ 21.75 | | \$ 28.52 | | \$ 32.18 | | \$ 29.68 | | \$ 2.50 | 8.4% | \$ 3.66 | 16.8% |
| December | \$ 20.41 | | \$ 16.77 | | \$ 19.88 | | \$ 20.02 | | \$ 19.63 | | \$ 35.49 | | \$ 29.32 | | \$ 36.94 | | \$ (7.62) | -20.6% | \$ (6.17) | -31.4% |
| January | \$ 21.28 | | \$ 20.15 | | \$ 21.86 | | \$ 24.07 | | \$ 21.64 | | \$ 45.01 | | \$ 47.91 | | \$ 46.83 | | \$ 1.08 | 2.3% | \$ 2.90 | 13.4% |
| February | \$ 22.57 | | \$ 19.88 | | \$ 23.49 | | \$ 27.62 | | \$ 22.04 | | \$ 46.88 | | \$ 52.56 | | \$ 48.79 | | \$ 3.77 | 7.7% | \$ 5.68 | 25.8% |
| March | \$ 23.46 | | \$ 26.69 | | \$ 24.72 | | \$ 26.40 | | \$ 28.96 | | \$ 43.75 | | \$ - | | \$ 45.54 | | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 29.84 | | \$ 24.57 | | \$ 26.55 | | \$ 28.82 | | \$ 30.16 | | \$ 44.46 | | \$ - | | \$ 31.39 | | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 32.81 | | \$ 29.12 | | \$ 32.93 | | \$ 34.93 | | \$ 39.22 | | \$ 38.81 | | \$ - | | \$ 40.82 | | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 33.54 | | \$ 31.34 | | \$ 30.88 | | \$ 34.05 | | \$ 40.16 | | \$ 38.81 | | \$ - | | \$ 41.80 | | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 31.68 | | \$ 29.56 | | \$ 29.91 | | \$ 32.17 | | \$ 32.67 | | \$ 39.72 | | \$ 37.83 | | \$ 40.19 | | \$ (2.96) | -7.3% | \$ (1.36) | -3.5% |



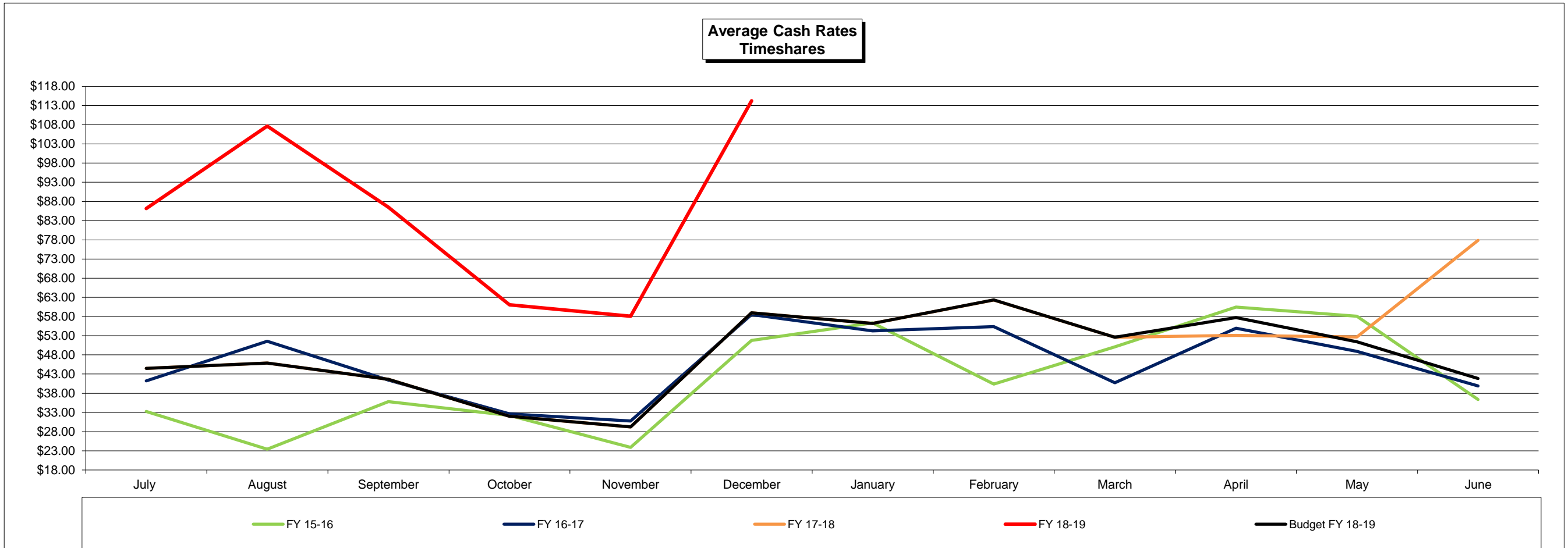
Reno-Sparks Convention and Visitors Authority
Average Cash Rates-Vacation Rentals
Trend

| Month | Actual | | | | | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|----------------------|-------------------|------------------------|--|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % | |
| July | \$ 273.73 | \$ 295.33 | \$ 322.82 | \$ 357.14 | \$ 314.93 | \$ 319.21 | \$ 294.75 | \$ 320.76 | \$ (26.01) | -8.1% | \$ (24.46) | -7.7% | |
| August | \$ 269.07 | \$ 298.84 | \$ 322.71 | \$ 335.69 | \$ 272.74 | \$ 306.45 | \$ 285.67 | \$ 307.92 | \$ (22.25) | -7.2% | \$ (20.78) | -6.8% | |
| September | \$ 170.21 | \$ 258.30 | \$ 353.13 | \$ 336.81 | \$ 247.64 | \$ 263.37 | \$ 236.07 | \$ 264.61 | \$ (28.54) | -10.8% | \$ (27.30) | -10.4% | |
| October | \$ 151.96 | \$ 245.49 | \$ 270.89 | \$ 296.70 | \$ 225.79 | \$ 226.09 | \$ 207.63 | \$ 227.19 | \$ (19.56) | -8.6% | \$ (18.46) | -8.2% | |
| November | \$ 171.83 | \$ 247.14 | \$ 286.18 | \$ 347.31 | \$ 217.59 | \$ 226.23 | \$ 230.50 | \$ 227.30 | \$ 3.20 | 1.4% | \$ 4.27 | 1.9% | |
| December | \$ 322.74 | \$ 328.16 | \$ 369.42 | \$ 436.10 | \$ 287.24 | \$ 250.96 | \$ 247.96 | \$ 252.17 | \$ (4.21) | -1.7% | \$ (3.00) | -1.2% | |
| January | \$ 334.69 | \$ 464.49 | \$ 465.06 | \$ 449.45 | \$ 298.21 | \$ 275.56 | \$ 255.13 | \$ 276.89 | \$ (21.76) | -7.9% | \$ (20.43) | -7.4% | |
| February | \$ 325.71 | \$ 319.06 | \$ 349.38 | \$ 365.37 | \$ 270.97 | \$ 229.54 | \$ 218.61 | \$ 230.66 | \$ (12.05) | -5.2% | \$ (10.93) | -4.8% | |
| March | \$ 289.97 | \$ 274.00 | \$ 310.97 | \$ 170.01 | \$ 220.03 | \$ 189.22 | \$ - | \$ 190.14 | \$ - | 0.0% | \$ - | 0.0% | |
| April | \$ 218.42 | \$ 196.08 | \$ 224.03 | \$ 153.88 | \$ 242.50 | \$ 203.28 | \$ - | \$ 248.42 | \$ - | 0.0% | \$ - | 0.0% | |
| May | \$ 217.83 | \$ 219.53 | \$ 326.93 | \$ 145.56 | \$ 201.46 | \$ 209.95 | \$ - | \$ 206.37 | \$ - | 0.0% | \$ - | 0.0% | |
| June | \$ 273.30 | \$ 261.65 | \$ 332.89 | \$ 210.81 | \$ 254.88 | \$ 243.41 | \$ - | \$ 261.07 | \$ - | 0.0% | \$ - | 0.0% | |
| Totals | \$ 262.56 | \$ 298.27 | \$ 337.00 | \$ 281.80 | \$ 261.62 | \$ 250.66 | \$ 251.37 | \$ 256.87 | \$ (19.23) | -7.1% | \$ (17.93) | -6.7% | |



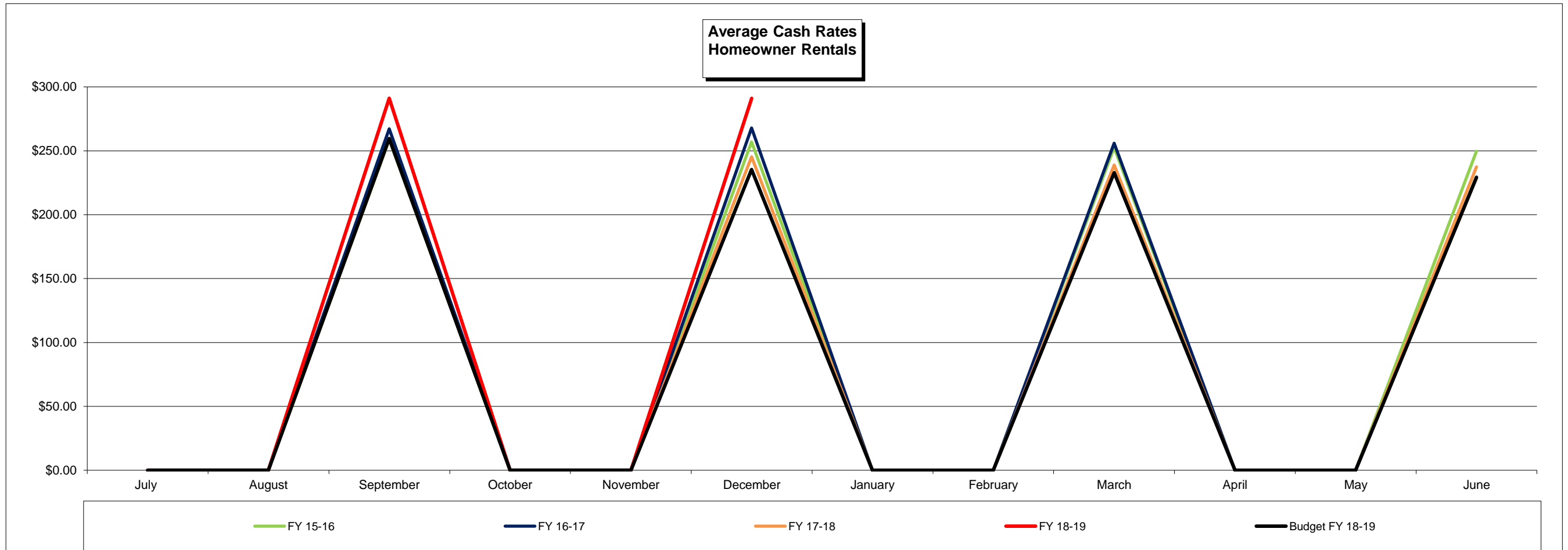
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-Timeshares
Trend**

| Month | FY 12-13 | | FY 13-14 | | FY 14-15 | | Actual FY 15-16 | | FY 16-17 | | FY 17-18 | | FY 18-19 | | Budget FY 18-19 | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|----------------------|--------------|------------------------|--------------|
| | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % |
| July | \$ 24.09 | | \$ 30.65 | | \$ 32.09 | | \$ 33.25 | | \$ 41.23 | | \$ 44.52 | | \$ 86.17 | | \$ 44.52 | | \$ 41.65 | 93.6% | \$ 41.65 | 93.6% |
| August | \$ 29.78 | | \$ 31.38 | | \$ 35.67 | | \$ 23.42 | | \$ 51.58 | | \$ 45.87 | | \$ 107.65 | | \$ 45.87 | | \$ 61.78 | 134.7% | \$ 61.78 | 134.7% |
| September | \$ 28.97 | | \$ 20.68 | | \$ 17.43 | | \$ 35.82 | | \$ 41.44 | | \$ 41.64 | | \$ 86.53 | | \$ 41.64 | | \$ 44.89 | 107.8% | \$ 44.89 | 107.8% |
| October | \$ 26.00 | | \$ 19.09 | | \$ 12.48 | | \$ 32.24 | | \$ 32.64 | | \$ 32.01 | | \$ 61.03 | | \$ 32.01 | | \$ 29.02 | 90.7% | \$ 29.02 | 90.7% |
| November | \$ 21.13 | | \$ 15.23 | | \$ 9.04 | | \$ 23.92 | | \$ 30.77 | | \$ 29.23 | | \$ 58.09 | | \$ 29.23 | | \$ 28.86 | 98.7% | \$ 28.86 | 98.7% |
| December | \$ 43.81 | | \$ 22.50 | | \$ 18.83 | | \$ 51.78 | | \$ 58.52 | | \$ 58.97 | | \$ 114.25 | | \$ 58.97 | | \$ 55.28 | 93.7% | \$ 55.28 | 93.7% |
| January | \$ 35.70 | | \$ 21.17 | | \$ 16.73 | | \$ 56.37 | | \$ 54.24 | | \$ 56.21 | | \$ 88.30 | | \$ 56.21 | | \$ 32.09 | 57.1% | \$ 32.09 | 57.1% |
| February | \$ 45.57 | | \$ 27.37 | | \$ 16.10 | | \$ 40.39 | | \$ 55.38 | | \$ 62.34 | | \$ 95.01 | | \$ 62.34 | | \$ 32.67 | 52.4% | \$ 32.67 | 52.4% |
| March | \$ 27.01 | | \$ 21.27 | | \$ 15.16 | | \$ 50.11 | | \$ 40.72 | | \$ 52.63 | | \$ - | | \$ 52.63 | | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ 37.37 | | \$ 28.81 | | \$ 20.28 | | \$ 60.47 | | \$ 54.99 | | \$ 53.09 | | \$ - | | \$ 57.74 | | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ 35.03 | | \$ 22.84 | | \$ 18.92 | | \$ 58.08 | | \$ 48.96 | | \$ 52.64 | | \$ - | | \$ 51.40 | | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ 23.61 | | \$ 16.45 | | \$ 18.85 | | \$ 36.36 | | \$ 39.88 | | \$ 77.87 | | \$ - | | \$ 41.87 | | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ 30.44 | | \$ 23.22 | | \$ 19.30 | | \$ 39.07 | | \$ 45.64 | | \$ 49.57 | | \$ 87.14 | | \$ 47.34 | | \$ 41.26 | 89.9% | \$ 41.26 | 89.9% |



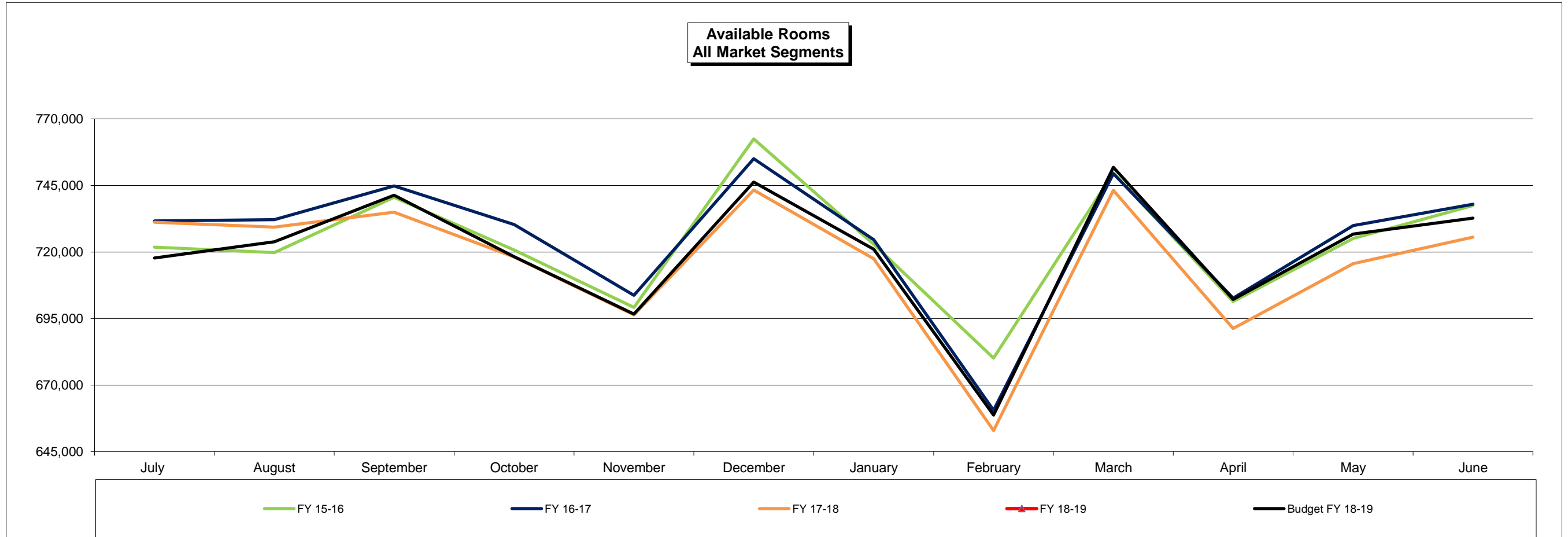
**Reno-Sparks Convention and Visitors Authority
Average Cash Rates-Homeowner Rentals
Trend**

| Month | FY 12-13 | | FY 13-14 | | FY 14-15 | | Actual FY 15-16 | | FY 16-17 | | FY 17-18 | | FY 18-19 | | Budget FY 18-19 | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-------------|---|-------------|---|------------------|---|--------------------|---|------------------|---|------------------|---|------------------|---|--------------------|---|----------------------|-------------|------------------------|-------------|
| | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % | Amount | % |
| July | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| August | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| September | \$ - | | \$ - | | \$ 235.81 | | \$ 258.81 | | \$ 267.12 | | \$ 259.60 | | \$ 291.00 | | \$ 259.60 | | \$ 31.40 | 12.1% | \$ 31.40 | 12.1% |
| October | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| November | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| December | \$ - | | \$ - | | \$ 217.46 | | \$ 257.00 | | \$ 267.87 | | \$ 245.28 | | \$ 291.03 | | \$ 235.40 | | \$ 55.63 | 23.6% | \$ 45.75 | 18.7% |
| January | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| February | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| March | \$ - | | \$ - | | \$ 227.73 | | \$ 252.70 | | \$ 256.03 | | \$ 238.98 | | \$ - | | \$ 232.88 | | \$ - | 0.0% | \$ - | 0.0% |
| April | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| May | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | | \$ - | 0.0% | \$ - | 0.0% |
| June | \$ - | | \$ - | | \$ 242.97 | | \$ 249.72 | | \$ 229.45 | | \$ 237.32 | | \$ - | | \$ 229.17 | | \$ - | 0.0% | \$ - | 0.0% |
| Totals | \$ - | | \$ - | | \$ 231.52 | | \$ 255.58 | | \$ 257.95 | | \$ 248.99 | | \$ 291.01 | | \$ 244.41 | | \$ 38.35 | 0.0% | \$ 42.02 | 0.0% |



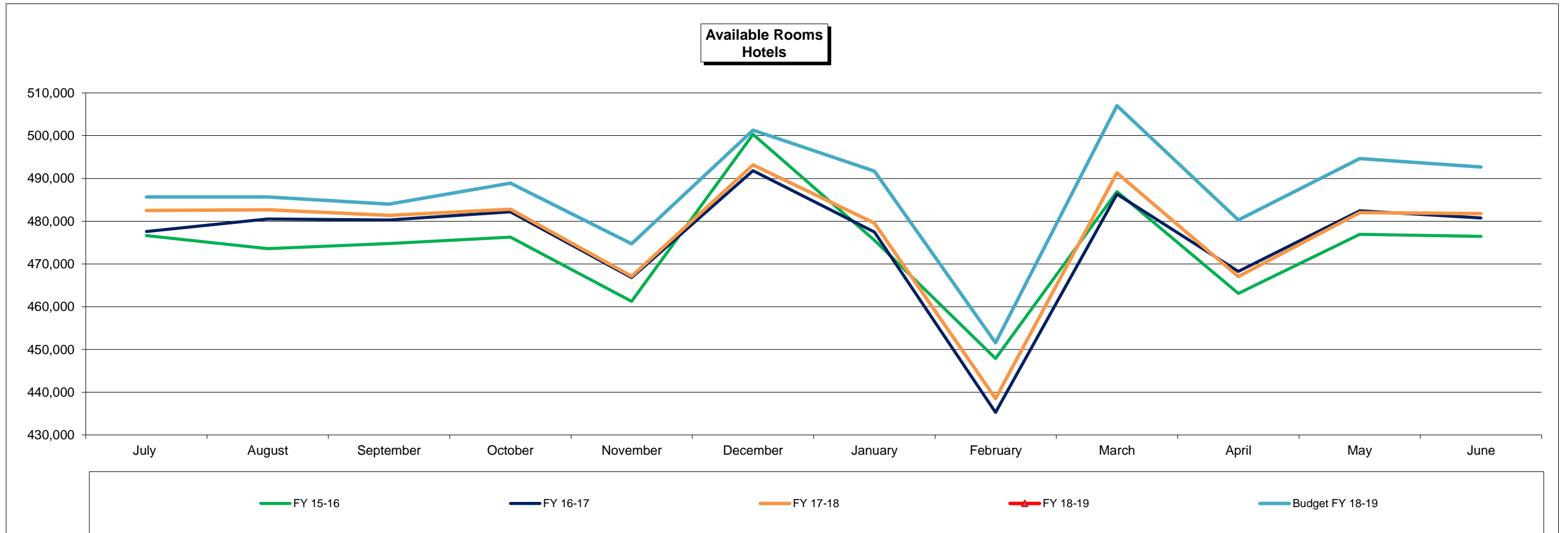
**Reno-Sparks Convention and Visitors Authority
Available Rooms-Consolidated Summary
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 751,282 | 744,241 | 729,570 | 721,835 | 731,702 | 731,201 | 718,901 | 717,734 | 1,167 | 0.2% | (12,300) | -1.7% |
| August | 751,840 | 744,264 | 726,198 | 719,719 | 732,118 | 729,381 | 717,933 | 723,797 | (5,864) | -0.8% | (11,448) | -1.6% |
| September | 742,079 | 739,470 | 736,938 | 740,540 | 744,788 | 734,903 | 721,601 | 741,323 | (19,722) | -2.7% | (13,302) | -1.8% |
| October | 747,812 | 734,229 | 721,834 | 720,713 | 730,300 | 718,089 | 715,635 | 718,230 | (2,595) | -0.4% | (2,454) | -0.3% |
| November | 722,305 | 705,433 | 693,243 | 699,173 | 703,727 | 696,359 | 693,249 | 696,660 | (3,411) | -0.5% | (3,110) | -0.4% |
| December | 760,292 | 738,961 | 743,518 | 762,491 | 755,047 | 743,272 | 743,974 | 746,260 | (2,286) | -0.3% | 702 | 0.1% |
| January | 740,895 | 720,369 | 720,095 | 722,837 | 724,611 | 717,408 | 723,307 | 721,020 | 2,287 | 0.3% | 5,899 | 0.8% |
| February | 675,106 | 656,764 | 653,041 | 680,113 | 660,509 | 652,882 | 650,434 | 658,700 | (8,266) | -1.3% | (2,448) | -0.4% |
| March | 753,038 | 734,466 | 741,067 | 749,754 | 749,479 | 743,181 | - | 751,825 | - | 0.0% | - | 0.0% |
| April | 718,317 | 705,176 | 695,316 | 701,381 | 702,683 | 691,245 | - | 702,210 | - | 0.0% | - | 0.0% |
| May | 740,438 | 736,949 | 717,597 | 725,039 | 729,877 | 715,560 | - | 726,693 | - | 0.0% | - | 0.0% |
| June | 734,364 | 724,331 | 721,209 | 737,442 | 737,904 | 725,572 | - | 732,710 | - | 0.0% | - | 0.0% |
| Totals | 8,837,768 | 8,684,653 | 8,599,626 | 8,681,037 | 8,702,745 | 8,599,053 | 5,685,034 | 8,637,162 | (38,690) | -0.7% | (38,461) | -0.7% |



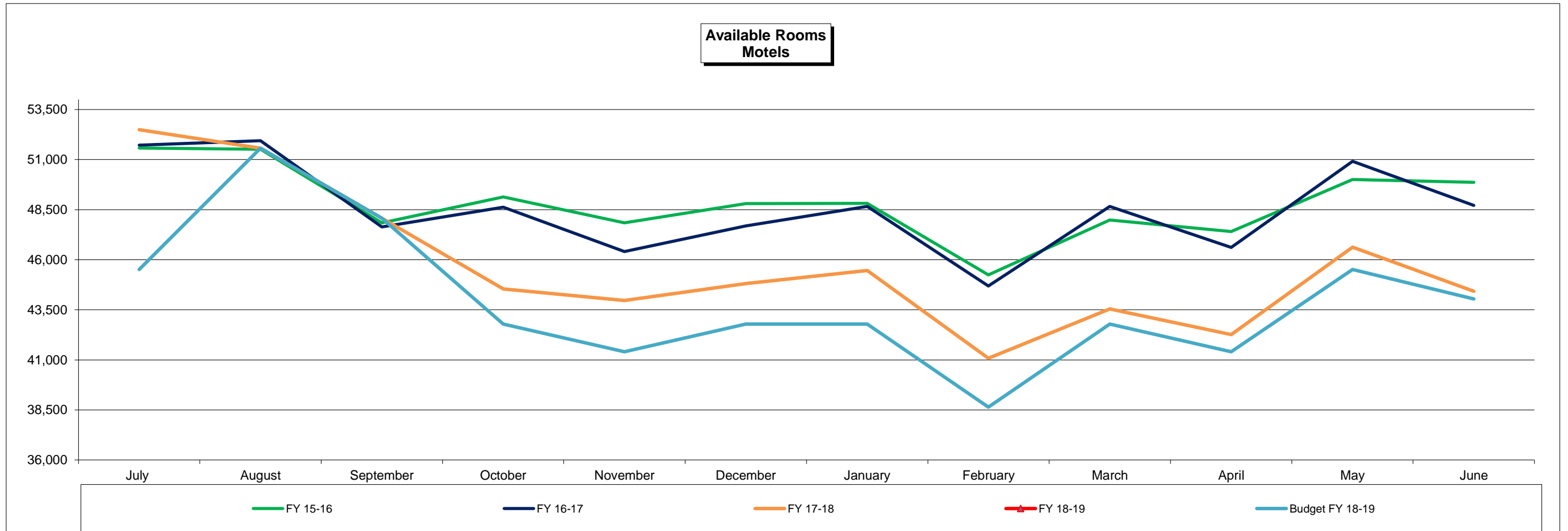
**Reno-Sparks Convention and Visitors Authority
Available Rooms-Hotels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|----------------------|--------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 467,074 | 466,505 | 461,820 | 476,648 | 477,574 | 482,483 | 482,901 | 485,668 | (2,767) | -0.6% | 418 | 0.1% |
| August | 466,906 | 466,941 | 460,821 | 473,553 | 480,488 | 482,700 | 483,397 | 485,668 | (2,271) | -0.5% | 697 | 0.1% |
| September | 466,980 | 461,736 | 461,660 | 474,780 | 480,295 | 481,380 | 482,185 | 483,990 | (1,805) | -0.4% | 805 | 0.2% |
| October | 466,995 | 460,554 | 462,007 | 476,276 | 482,218 | 482,804 | 488,570 | 488,892 | (322) | -0.1% | 5,766 | 1.2% |
| November | 453,266 | 444,851 | 443,373 | 461,221 | 466,801 | 467,125 | 471,897 | 474,720 | (2,823) | -0.6% | 4,772 | 1.0% |
| December | 482,992 | 470,861 | 468,956 | 500,313 | 491,812 | 493,157 | 500,191 | 501,282 | (1,091) | -0.2% | 7,034 | 1.4% |
| January | 467,502 | 458,443 | 459,431 | 475,560 | 477,480 | 479,579 | 488,332 | 491,682 | (3,350) | -0.7% | 8,753 | 1.8% |
| February | 426,445 | 419,160 | 416,364 | 447,873 | 435,274 | 438,526 | 446,503 | 451,556 | (5,053) | -1.1% | 7,977 | 1.8% |
| March | 478,951 | 470,992 | 467,443 | 486,905 | 486,334 | 491,315 | - | 507,017 | - | 0.0% | - | 0.0% |
| April | 453,117 | 447,775 | 446,319 | 463,114 | 468,275 | 467,068 | - | 480,270 | - | 0.0% | - | 0.0% |
| May | 466,228 | 471,547 | 456,085 | 476,921 | 482,408 | 481,998 | - | 494,627 | - | 0.0% | - | 0.0% |
| June | 465,339 | 466,357 | 455,383 | 476,421 | 480,731 | 481,774 | - | 492,660 | - | 0.0% | - | 0.0% |
| Totals | 5,561,795 | 5,505,722 | 5,459,662 | 5,689,585 | 5,709,690 | 5,729,909 | 3,843,976 | 5,838,032 | (19,482) | -0.5% | 36,222 | 1.0% |



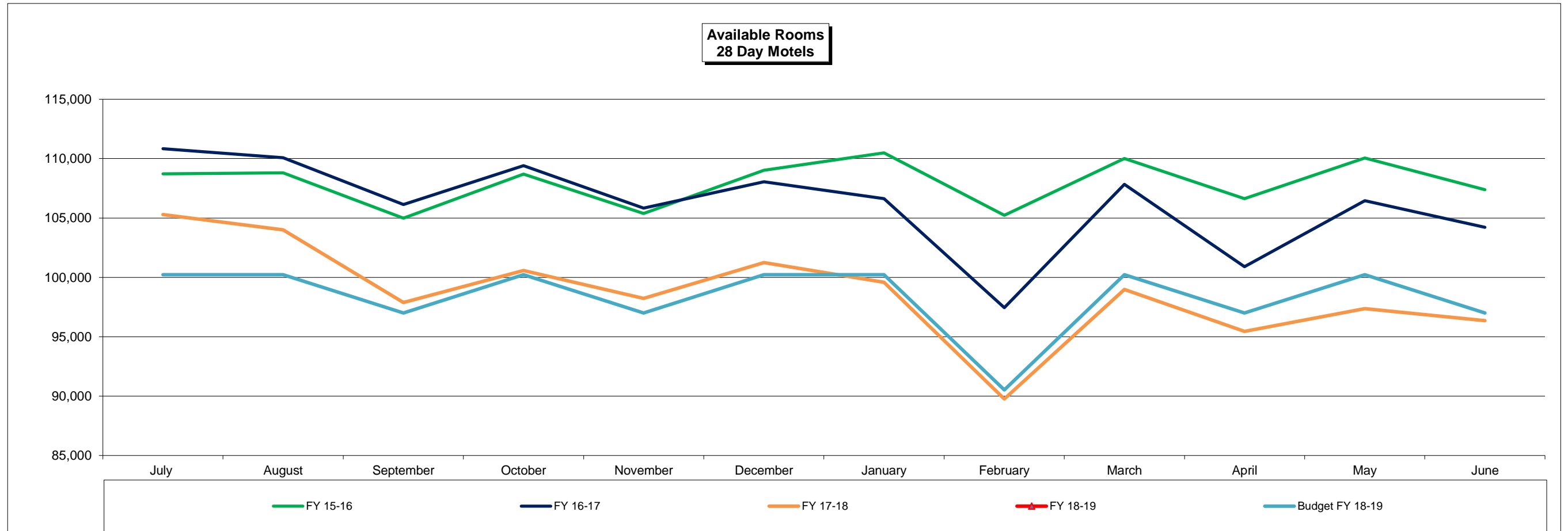
**Reno-Sparks Convention and Visitors Authority
Available Rooms-Motels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 65,482 | 65,514 | 65,507 | 51,576 | 51,718 | 52,493 | 45,543 | 45,508 | 35 | 0.1% | (6,950) | -13.2% |
| August | 65,131 | 65,452 | 65,988 | 51,522 | 51,943 | 51,571 | 46,516 | 51,571 | (5,055) | -9.8% | (5,055) | -9.8% |
| September | 63,417 | 63,390 | 63,920 | 47,840 | 47,635 | 48,073 | 42,553 | 48,073 | (5,520) | -11.5% | (5,520) | -11.5% |
| October | 65,483 | 65,452 | 66,599 | 49,129 | 48,617 | 44,535 | 42,432 | 42,780 | (348) | -0.8% | (2,103) | -4.7% |
| November | 63,009 | 63,476 | 63,775 | 47,845 | 46,415 | 43,963 | 40,967 | 41,400 | (433) | -1.0% | (2,996) | -6.8% |
| December | 65,452 | 65,565 | 66,650 | 48,808 | 47,695 | 44,807 | 42,807 | 42,780 | 27 | 0.1% | (2,000) | -4.5% |
| January | 65,193 | 65,565 | 58,765 | 48,817 | 48,662 | 45,458 | 42,765 | 42,780 | (15) | 0.0% | (2,693) | -5.9% |
| February | 58,789 | 59,569 | 53,174 | 45,243 | 44,688 | 41,079 | 38,265 | 38,640 | (375) | -1.0% | (2,814) | -6.9% |
| March | 64,987 | 65,565 | 57,963 | 47,987 | 48,661 | 43,538 | - | 42,780 | - | 0.0% | - | 0.0% |
| April | 62,835 | 63,470 | 56,120 | 47,410 | 46,617 | 42,262 | - | 41,400 | - | 0.0% | - | 0.0% |
| May | 65,472 | 65,353 | 61,411 | 50,001 | 50,909 | 46,625 | - | 45,508 | - | 0.0% | - | 0.0% |
| June | 63,360 | 63,012 | 59,388 | 49,862 | 48,707 | 44,429 | - | 44,040 | - | 0.0% | - | 0.0% |
| Totals | 768,610 | 771,383 | 739,260 | 586,040 | 582,267 | 548,833 | 341,848 | 527,260 | (11,684) | -3.3% | (30,131) | -8.1% |



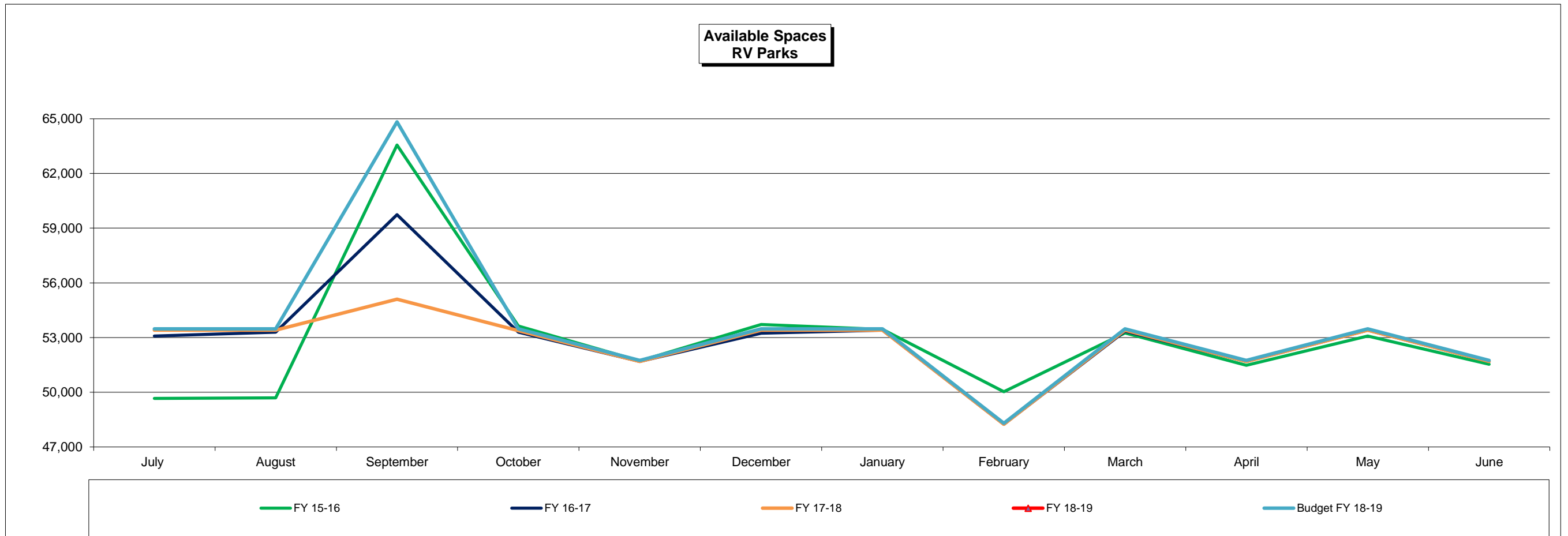
**Reno-Sparks Convention and Visitors Authority
Available Rooms-28 Day Motels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | FY 18-19 | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|--------------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | | | Amount | % | Amount | % |
| July | 122,985 | 118,330 | 111,388 | 108,717 | 110,833 | 105,286 | 99,025 | 100,223 | (1,198) | -1.2% | (6,261) | -5.9% |
| August | 123,240 | 118,550 | 109,383 | 108,792 | 110,075 | 104,010 | 97,491 | 100,223 | (2,732) | -2.7% | (6,519) | -6.3% |
| September | 113,722 | 112,584 | 99,670 | 104,984 | 106,138 | 97,878 | 91,329 | 96,990 | (5,661) | -5.8% | (6,549) | -6.7% |
| October | 117,531 | 115,134 | 102,734 | 108,694 | 109,399 | 100,580 | 93,667 | 100,223 | (6,556) | -6.5% | (6,913) | -6.9% |
| November | 112,312 | 109,378 | 99,609 | 105,368 | 105,840 | 98,230 | 91,357 | 96,990 | (5,633) | -5.8% | (6,873) | -7.0% |
| December | 116,426 | 112,220 | 102,969 | 109,025 | 108,038 | 101,237 | 92,628 | 100,223 | (7,595) | -7.6% | (8,609) | -8.5% |
| January | 116,118 | 106,759 | 110,089 | 110,484 | 106,619 | 99,585 | 94,886 | 100,223 | (5,337) | -5.3% | (4,699) | -4.7% |
| February | 104,978 | 96,358 | 99,702 | 105,218 | 97,447 | 89,761 | 83,129 | 90,524 | (7,395) | -8.2% | (6,632) | -7.4% |
| March | 115,931 | 109,042 | 109,182 | 110,014 | 107,827 | 98,989 | - | 100,223 | - | 0.0% | - | 0.0% |
| April | 112,366 | 106,864 | 104,984 | 106,620 | 100,891 | 95,450 | - | 96,990 | - | 0.0% | - | 0.0% |
| May | 116,697 | 110,013 | 109,463 | 110,050 | 106,465 | 97,373 | - | 100,223 | - | 0.0% | - | 0.0% |
| June | 114,875 | 107,197 | 105,824 | 107,390 | 104,220 | 96,345 | - | 96,990 | - | 0.0% | - | 0.0% |
| Totals | 1,387,181 | 1,322,429 | 1,264,997 | 1,295,356 | 1,273,792 | 1,184,724 | 743,512 | 1,180,045 | (42,107) | -5.4% | (53,055) | -6.7% |



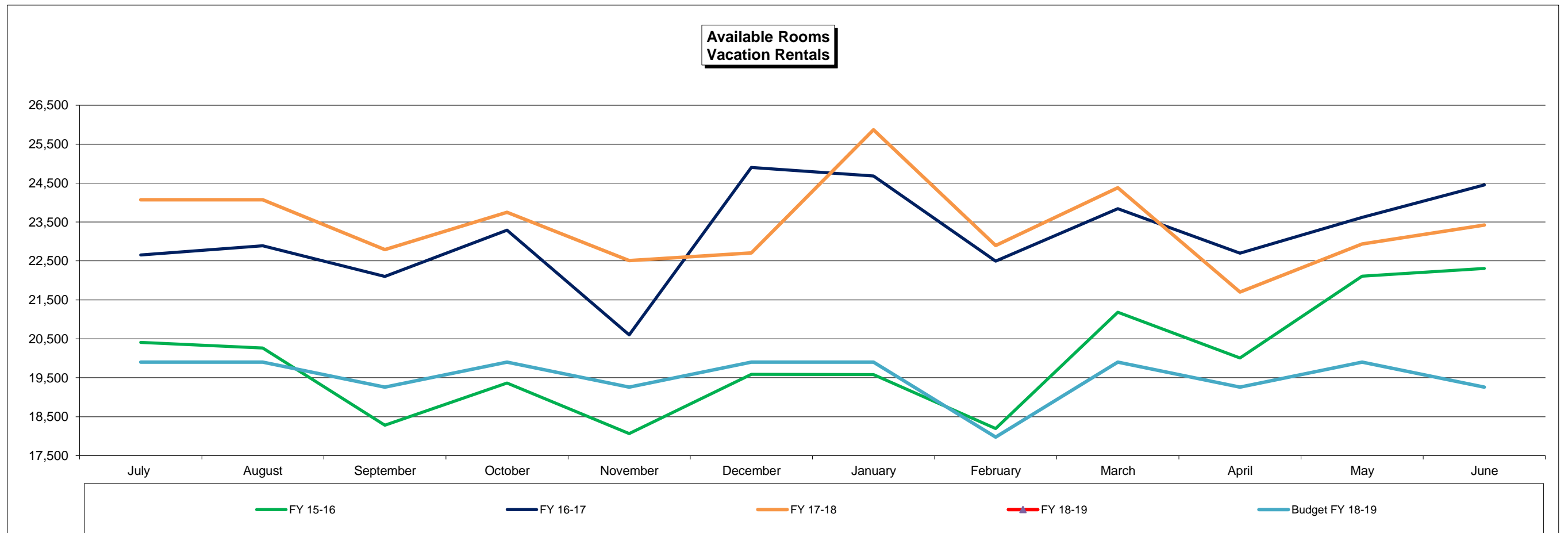
**Reno-Sparks Convention and Visitors Authority
Available Spaces-RV Parks
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------------|--------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | | Amount | % | Amount | % |
| July | 55,645 | 56,637 | 53,785 | 49,662 | 53,088 | 53,413 | 53,847 | 53,475 | 372 | 0.7% | 434 | 0.8% |
| August | 56,854 | 56,606 | 53,692 | 49,693 | 53,289 | 53,413 | 53,847 | 53,475 | 372 | 0.7% | 434 | 0.8% |
| September | 60,468 | 65,760 | 62,910 | 63,560 | 59,740 | 55,103 | 55,530 | 64,830 | (9,300) | -14.3% | 427 | 0.8% |
| October | 56,637 | 56,575 | 53,661 | 53,630 | 53,289 | 53,383 | 53,816 | 53,475 | 341 | 0.6% | 433 | 0.8% |
| November | 54,810 | 52,620 | 51,930 | 51,720 | 51,690 | 51,690 | 52,080 | 51,750 | 330 | 0.6% | 390 | 0.8% |
| December | 56,637 | 54,171 | 53,661 | 53,723 | 53,243 | 53,413 | 53,816 | 53,475 | 341 | 0.6% | 403 | 0.8% |
| January | 56,637 | 53,661 | 53,661 | 53,444 | 53,413 | 53,413 | 53,816 | 53,475 | 341 | 0.6% | 403 | 0.8% |
| February | 51,184 | 48,356 | 48,720 | 50,025 | 48,244 | 48,244 | 48,608 | 48,300 | 308 | 0.6% | 364 | 0.8% |
| March | 56,668 | 53,630 | 53,661 | 53,258 | 53,351 | 53,413 | - | 53,475 | - | 0.0% | - | 0.0% |
| April | 54,810 | 51,930 | 51,860 | 51,480 | 51,690 | 51,690 | - | 51,750 | - | 0.0% | - | 0.0% |
| May | 56,637 | 53,661 | 53,413 | 53,088 | 53,413 | 53,413 | - | 53,475 | - | 0.0% | - | 0.0% |
| June | 54,840 | 52,133 | 48,086 | 51,540 | 51,690 | 51,690 | - | 51,750 | - | 0.0% | - | 0.0% |
| Totals | 671,827 | 655,740 | 639,040 | 634,823 | 636,140 | 632,278 | 425,360 | 642,705 | (6,895) | -1.6% | 3,288 | 0.8% |



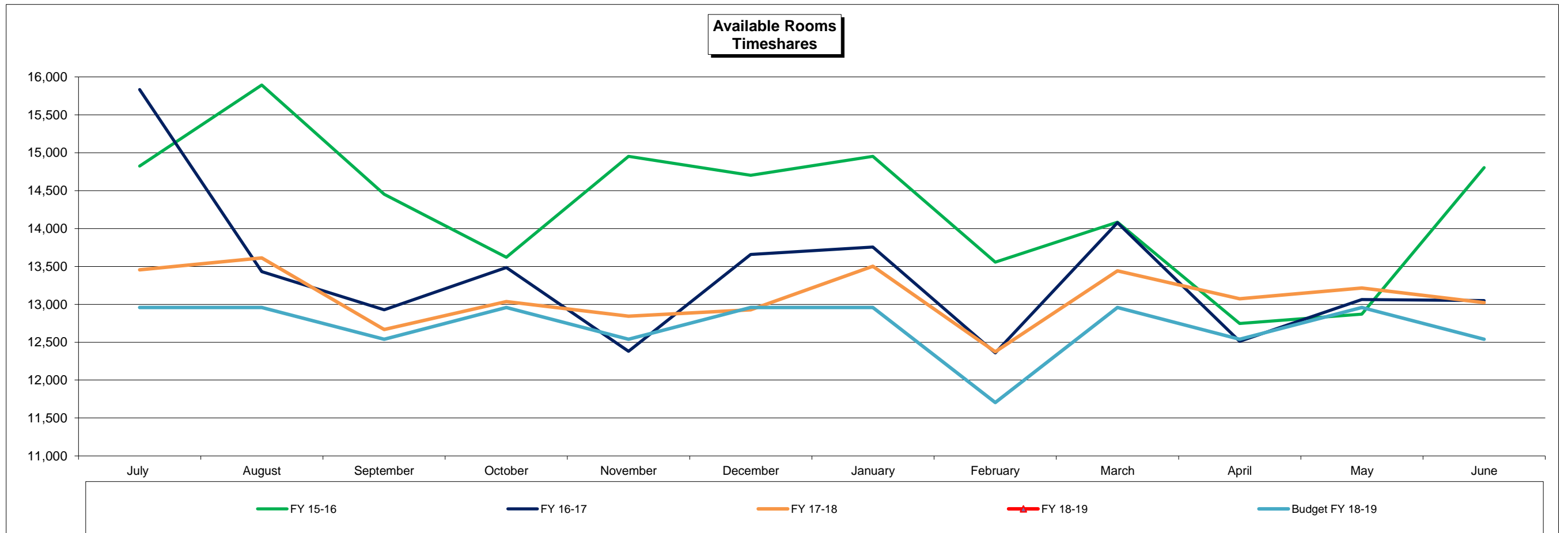
**Reno-Sparks Convention and Visitors Authority
Available Rooms-Vacation Rentals
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|--------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 23,241 | 20,204 | 20,275 | 20,407 | 22,656 | 24,070 | 24,254 | 19,902 | 4,352 | 21.9% | 184 | 0.8% |
| August | 22,950 | 20,154 | 19,166 | 20,266 | 22,891 | 24,075 | 23,513 | 19,902 | 3,611 | 18.1% | (562) | -2.3% |
| September | 21,132 | 19,269 | 17,799 | 18,279 | 22,104 | 22,792 | 22,320 | 19,260 | 3,060 | 15.9% | (472) | -2.1% |
| October | 23,931 | 19,660 | 18,560 | 19,364 | 23,292 | 23,751 | 24,445 | 19,902 | 4,543 | 22.8% | 694 | 2.9% |
| November | 21,605 | 19,074 | 17,579 | 18,066 | 20,602 | 22,508 | 24,227 | 19,260 | 4,967 | 25.8% | 1,719 | 7.6% |
| December | 21,862 | 19,483 | 18,957 | 19,588 | 24,902 | 22,708 | 26,642 | 19,902 | 6,740 | 33.9% | 3,934 | 17.3% |
| January | 19,600 | 18,406 | 20,089 | 19,579 | 24,681 | 25,870 | 30,283 | 19,902 | 10,381 | 52.2% | 4,413 | 17.1% |
| February | 18,404 | 17,695 | 18,000 | 18,198 | 22,497 | 22,898 | 22,783 | 17,976 | 4,807 | 26.7% | (115) | -0.5% |
| March | 19,852 | 18,460 | 18,698 | 21,182 | 23,840 | 24,378 | - | 19,902 | - | 0.0% | - | 0.0% |
| April | 19,144 | 19,080 | 18,436 | 20,010 | 22,699 | 21,702 | - | 19,260 | - | 0.0% | - | 0.0% |
| May | 20,277 | 19,759 | 18,781 | 22,110 | 23,618 | 22,935 | - | 19,902 | - | 0.0% | - | 0.0% |
| June | 19,922 | 18,953 | 18,431 | 22,308 | 24,455 | 23,424 | - | 19,260 | - | 0.0% | - | 0.0% |
| Totals | 251,920 | 230,197 | 224,771 | 239,357 | 278,237 | 281,111 | 198,467 | 234,330 | 42,461 | 27.2% | 9,795 | 5.2% |



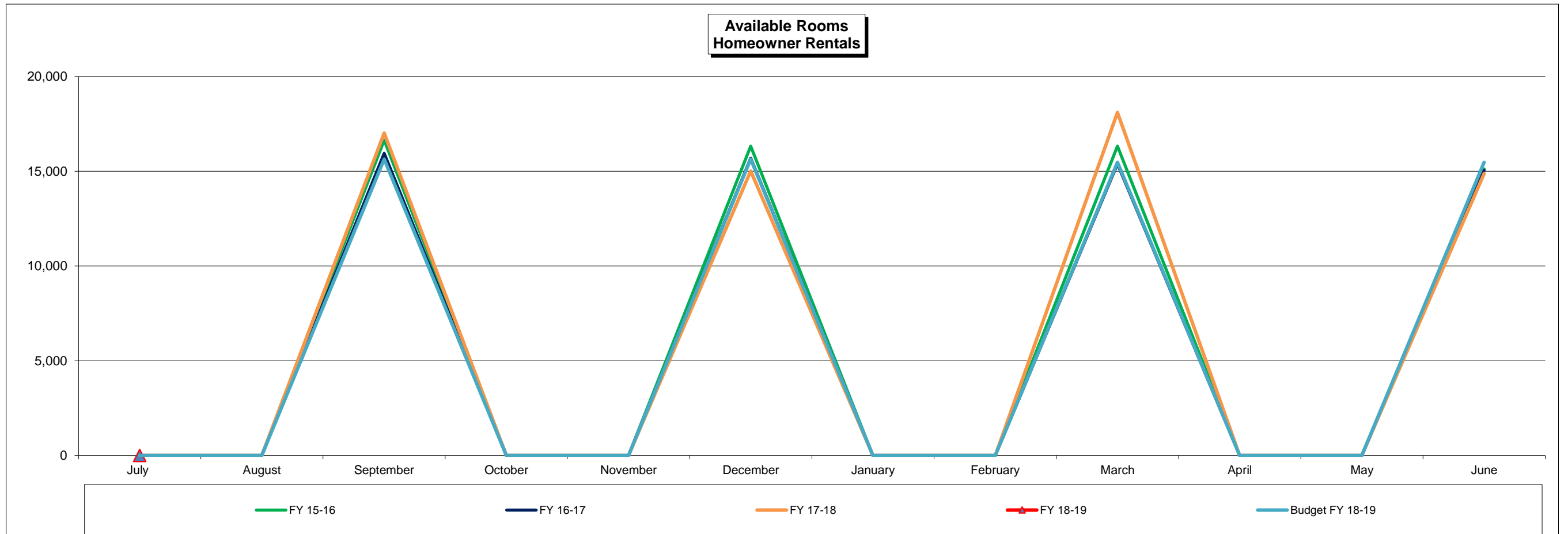
**Reno-Sparks Convention and Visitors Authority
Available Rooms-Timeshares
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | | Budget FY 18-19 | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------------|-------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | | Amount | % | Amount | % |
| July | 16,855 | 17,051 | 16,795 | 14,825 | 15,833 | 13,456 | 13,331 | 12,958 | 373 | 2.9% | (125) | -0.9% |
| August | 16,759 | 16,561 | 17,148 | 15,893 | 13,432 | 13,612 | 13,169 | 12,958 | 211 | 1.6% | (443) | -3.3% |
| September | 16,360 | 16,731 | 17,850 | 14,453 | 12,929 | 12,666 | 12,330 | 12,540 | (210) | -1.7% | (336) | -2.7% |
| October | 17,235 | 16,854 | 18,273 | 13,620 | 13,485 | 13,036 | 12,705 | 12,958 | (253) | -2.0% | (331) | -2.5% |
| November | 17,303 | 16,034 | 16,977 | 14,953 | 12,379 | 12,843 | 12,721 | 12,540 | 181 | 1.4% | (122) | -0.9% |
| December | 16,923 | 16,661 | 17,322 | 14,703 | 13,659 | 12,928 | 12,949 | 12,958 | (9) | -0.1% | 21 | 0.2% |
| January | 15,845 | 17,535 | 18,060 | 14,953 | 13,756 | 13,503 | 13,225 | 12,958 | 267 | 2.1% | (278) | -2.1% |
| February | 15,306 | 15,626 | 17,081 | 13,556 | 12,359 | 12,374 | 11,146 | 11,704 | (558) | -4.8% | (1,228) | -9.9% |
| March | 16,649 | 16,777 | 19,270 | 14,083 | 14,076 | 13,443 | - | 12,958 | - | 0.0% | - | 0.0% |
| April | 16,045 | 16,057 | 17,597 | 12,747 | 12,511 | 13,073 | - | 12,540 | - | 0.0% | - | 0.0% |
| May | 15,127 | 16,616 | 18,444 | 12,869 | 13,064 | 13,216 | - | 12,958 | - | 0.0% | - | 0.0% |
| June | 16,028 | 16,679 | 18,824 | 14,802 | 13,050 | 13,023 | - | 12,540 | - | 0.0% | - | 0.0% |
| Totals | 196,435 | 199,182 | 213,641 | 171,457 | 160,533 | 157,173 | 101,576 | 152,570 | 2 | 0.0% | (2,842) | -2.7% |



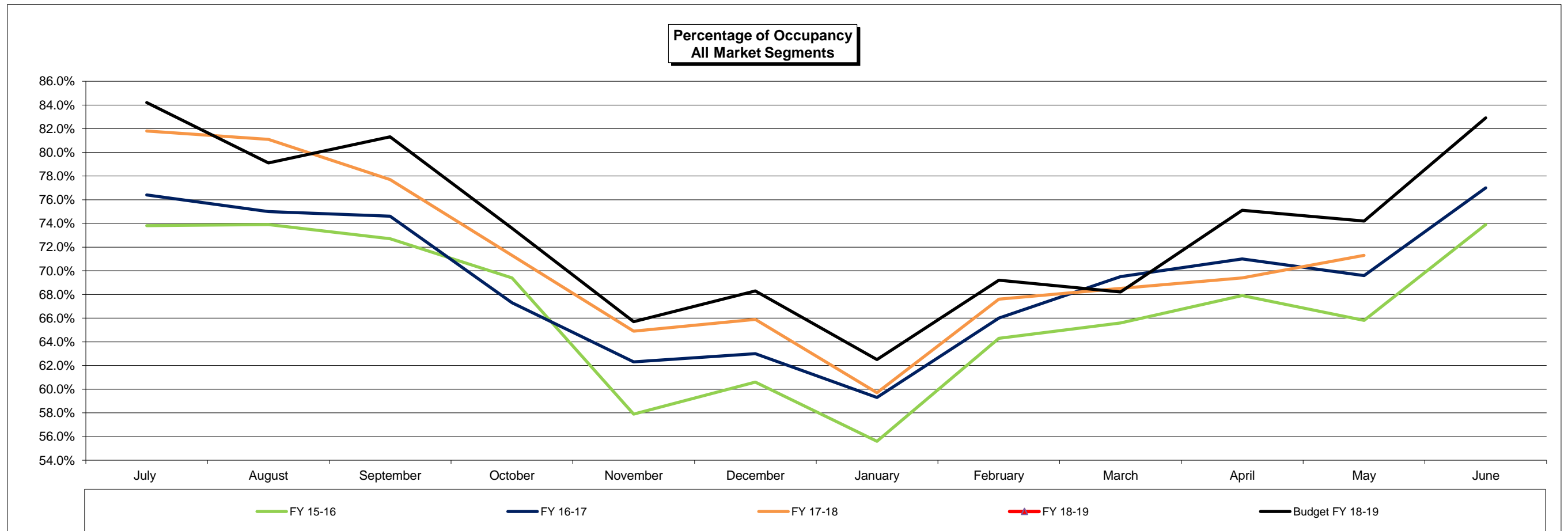
**Reno-Sparks Convention and Visitors Authority
Available Rooms-Homeowner Rentals
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------|----------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|-------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| August | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| September | - | - | 13,129 | 16,644 | 15,947 | 17,011 | 15,354 | 15,640 | (286) | -1.8% | (1,657) | -9.7% |
| October | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| November | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| December | - | - | 15,003 | 16,331 | 15,698 | 15,022 | 14,941 | 15,640 | (699) | -4.5% | (81) | -0.5% |
| January | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| February | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| March | - | - | 14,850 | 16,325 | 15,390 | 18,105 | - | 15,470 | - | 0.0% | - | 0.0% |
| April | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| May | - | - | - | - | - | - | - | - | - | 0.0% | - | 0.0% |
| June | - | - | 15,273 | 15,119 | 15,051 | 14,887 | - | 15,470 | - | 0.0% | - | 0.0% |
| Totals | - | - | 58,255 | 64,419 | 62,086 | 65,025 | 30,295 | 62,220 | (985) | 0.0% | (1,738) | -3.0% |



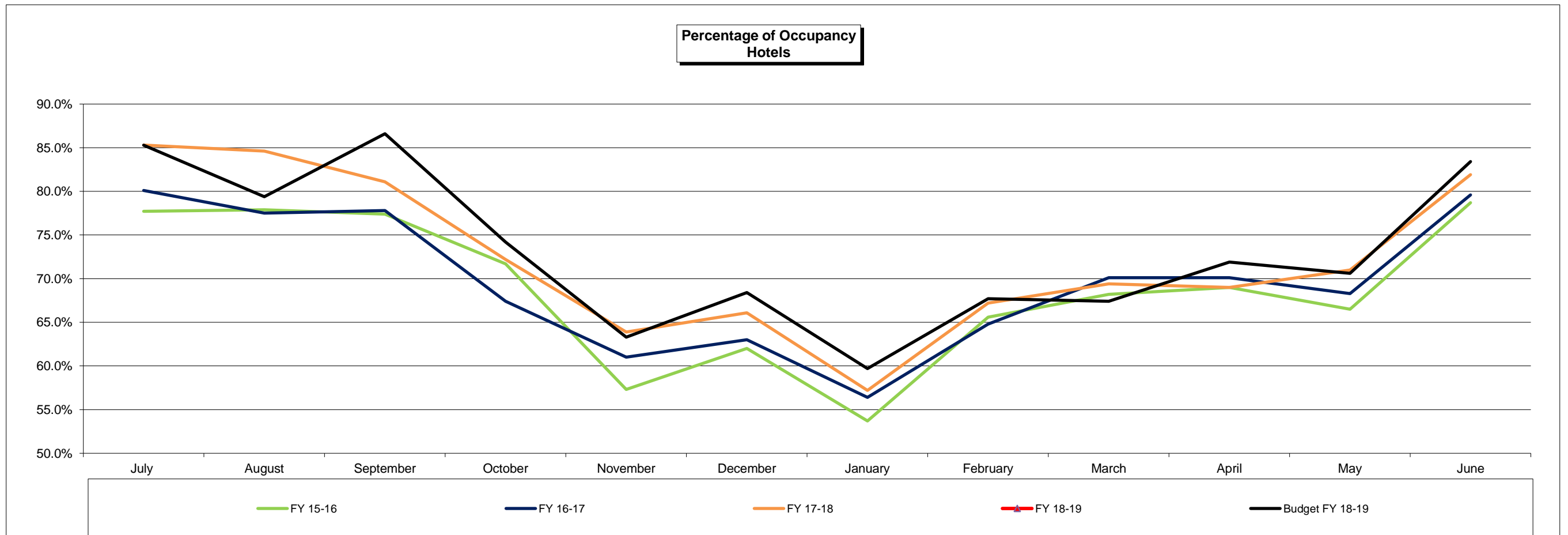
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-Consolidated Summary
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|--|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % | |
| July | 67.2% | 71.1% | 73.0% | 73.8% | 76.4% | 81.8% | 77.8% | 84.2% | (6.4) | -7.6% | (4.0) | -4.9% | |
| August | 69.6% | 71.6% | 73.0% | 73.9% | 75.0% | 81.1% | 76.8% | 79.1% | (2.3) | -2.9% | (4.3) | -5.3% | |
| September | 67.8% | 66.4% | 67.7% | 72.7% | 74.6% | 77.7% | 74.3% | 81.3% | (7.0) | -8.6% | (3.4) | -4.4% | |
| October | 58.5% | 60.0% | 64.0% | 69.4% | 67.3% | 71.3% | 67.6% | 73.6% | (6.0) | -8.2% | (3.7) | -5.2% | |
| November | 50.0% | 55.4% | 57.7% | 57.9% | 62.3% | 64.9% | 63.0% | 65.7% | (2.7) | -4.1% | (1.9) | -2.9% | |
| December | 52.2% | 55.6% | 58.4% | 60.6% | 63.0% | 65.9% | 62.0% | 68.3% | (6.3) | -9.2% | (3.9) | -5.9% | |
| January | 52.5% | 52.2% | 58.4% | 55.6% | 59.3% | 59.7% | 60.9% | 62.5% | (1.6) | -2.6% | 1.2 | 2.0% | |
| February | 56.2% | 58.3% | 61.7% | 64.3% | 66.0% | 67.6% | 62.1% | 69.2% | (7.1) | -10.3% | (5.5) | -8.1% | |
| March | 58.9% | 59.4% | 60.6% | 65.6% | 69.5% | 68.5% | 68.2% | 68.2% | - | 0.0% | - | 0.0% | |
| April | 61.1% | 62.7% | 63.0% | 67.9% | 71.0% | 69.4% | 75.1% | 75.1% | - | 0.0% | - | 0.0% | |
| May | 64.6% | 65.3% | 66.8% | 65.8% | 69.6% | 71.3% | 74.2% | 74.2% | - | 0.0% | - | 0.0% | |
| June | 71.3% | 70.0% | 68.8% | 73.9% | 77.0% | 77.7% | 82.9% | 82.9% | - | 0.0% | - | 0.0% | |
| Totals | 60.9% | 62.4% | 64.5% | 66.8% | 69.3% | 71.5% | 68.1% | 73.7% | (4.9) | -6.7% | (3.3) | -4.6% | |



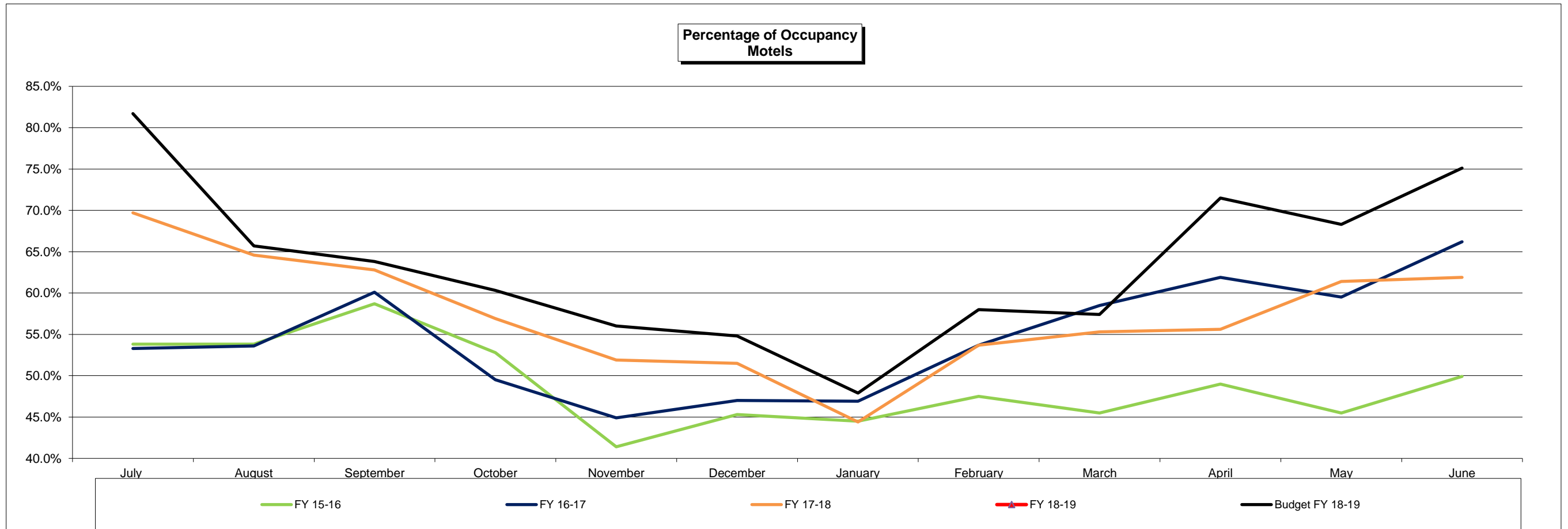
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-Hotels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 73.4% | 77.1% | 78.4% | 77.7% | 80.1% | 85.3% | 80.8% | 85.3% | (4.5) | -5.3% | (4.5) | -5.3% |
| August | 75.9% | 76.0% | 78.2% | 77.9% | 77.5% | 84.6% | 79.1% | 79.4% | (0.3) | -0.4% | (5.5) | -6.5% |
| September | 74.4% | 70.8% | 72.8% | 77.4% | 77.8% | 81.1% | 76.2% | 86.6% | (10.4) | -12.0% | (4.9) | -6.0% |
| October | 61.8% | 61.3% | 65.9% | 71.7% | 67.4% | 72.2% | 66.6% | 74.2% | (7.6) | -10.2% | (5.6) | -7.8% |
| November | 49.7% | 55.9% | 58.4% | 57.3% | 61.0% | 63.9% | 60.6% | 63.3% | (2.7) | -4.3% | (3.3) | -5.2% |
| December | 53.3% | 56.6% | 60.1% | 62.0% | 63.0% | 66.1% | 61.2% | 68.4% | (7.2) | -10.5% | (4.9) | -7.4% |
| January | 54.4% | 52.3% | 59.4% | 53.7% | 56.4% | 57.2% | 58.2% | 59.7% | (1.5) | -2.5% | 1.0 | 1.7% |
| February | 59.3% | 60.9% | 64.0% | 65.6% | 64.8% | 67.2% | 59.3% | 67.7% | (8.4) | -12.4% | (7.9) | -11.8% |
| March | 62.4% | 62.6% | 63.2% | 68.2% | 70.1% | 69.4% | | 67.4% | - | 0.0% | - | 0.0% |
| April | 64.2% | 66.5% | 64.4% | 69.0% | 70.1% | 69.0% | | 71.9% | - | 0.0% | - | 0.0% |
| May | 68.6% | 69.5% | 69.7% | 66.5% | 68.3% | 71.0% | | 70.6% | - | 0.0% | - | 0.0% |
| June | 77.9% | 76.2% | 73.8% | 78.7% | 79.6% | 81.9% | | 83.4% | - | 0.0% | - | 0.0% |
| Totals | 64.6% | 65.6% | 67.4% | 68.8% | 69.7% | 72.5% | 67.8% | 73.2% | (5.3) | -7.3% | (4.5) | -6.2% |



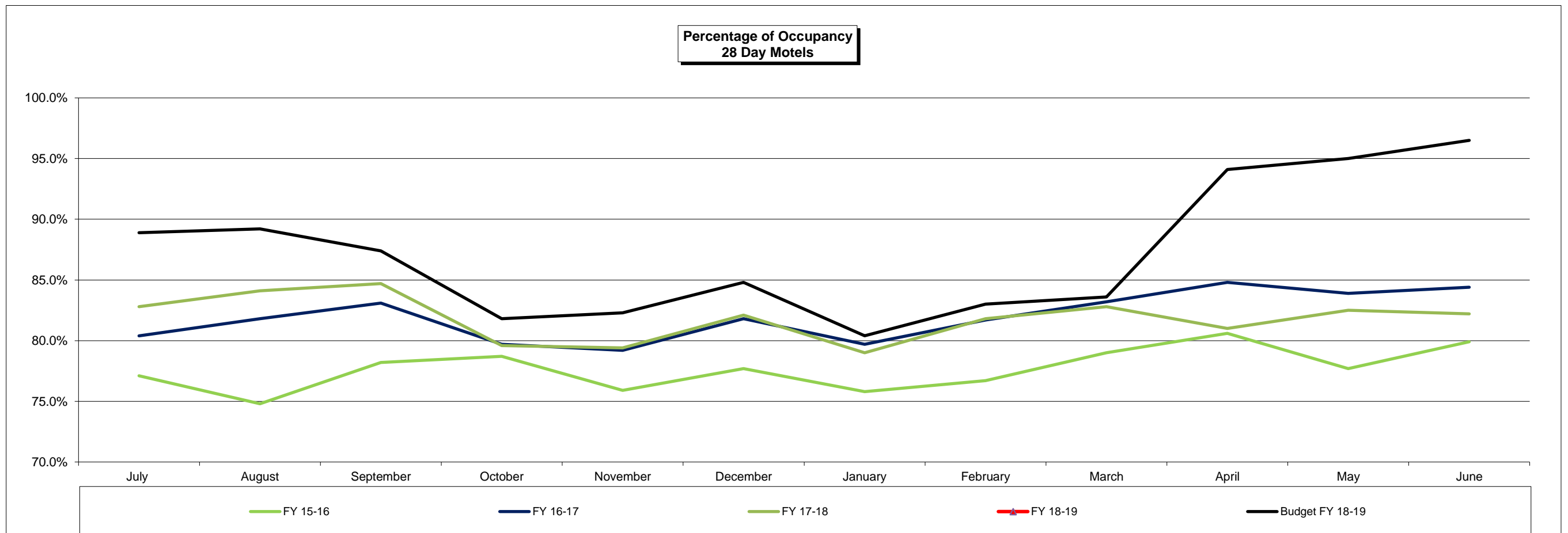
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-Motels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 47.8% | 52.1% | 56.8% | 53.8% | 53.3% | 69.7% | 64.7% | 81.7% | (17.0) | -20.8% | (5.0) | -7.2% |
| August | 53.0% | 55.2% | 57.7% | 53.8% | 53.6% | 64.6% | 61.0% | 65.7% | (4.7) | -7.2% | (3.6) | -5.6% |
| September | 52.0% | 51.3% | 51.6% | 58.7% | 60.1% | 62.8% | 64.1% | 63.8% | 0.3 | 0.5% | 1.3 | 2.1% |
| October | 41.8% | 42.5% | 45.8% | 52.8% | 49.5% | 56.9% | 62.7% | 60.3% | 2.4 | 4.0% | 5.8 | 10.2% |
| November | 36.6% | 37.1% | 41.0% | 41.4% | 44.9% | 51.9% | 54.9% | 56.0% | (1.1) | -2.0% | 3.0 | 5.8% |
| December | 37.5% | 37.7% | 44.6% | 45.3% | 47.0% | 51.5% | 53.5% | 54.8% | (1.3) | -2.4% | 2.0 | 3.9% |
| January | 37.1% | 34.1% | 41.5% | 44.5% | 46.9% | 44.4% | 53.2% | 47.9% | 5.3 | 11.1% | 8.8 | 19.8% |
| February | 39.7% | 38.5% | 43.6% | 47.5% | 53.7% | 53.7% | 54.5% | 58.0% | (3.5) | -6.0% | 0.8 | 1.5% |
| March | 42.8% | 40.8% | 42.5% | 45.5% | 58.5% | 55.3% | | 57.4% | - | 0.0% | - | 0.0% |
| April | 50.3% | 44.6% | 45.3% | 49.0% | 61.9% | 55.6% | | 71.5% | - | 0.0% | - | 0.0% |
| May | 47.8% | 46.8% | 47.3% | 45.5% | 59.5% | 61.4% | | 68.3% | - | 0.0% | - | 0.0% |
| June | 54.0% | 48.2% | 49.0% | 49.9% | 66.2% | 61.9% | | 75.1% | - | 0.0% | - | 0.0% |
| Totals | 45.1% | 44.1% | 47.4% | 49.0% | 54.6% | 57.8% | 58.7% | 63.6% | (2.7) | -4.4% | 1.3 | 2.3% |



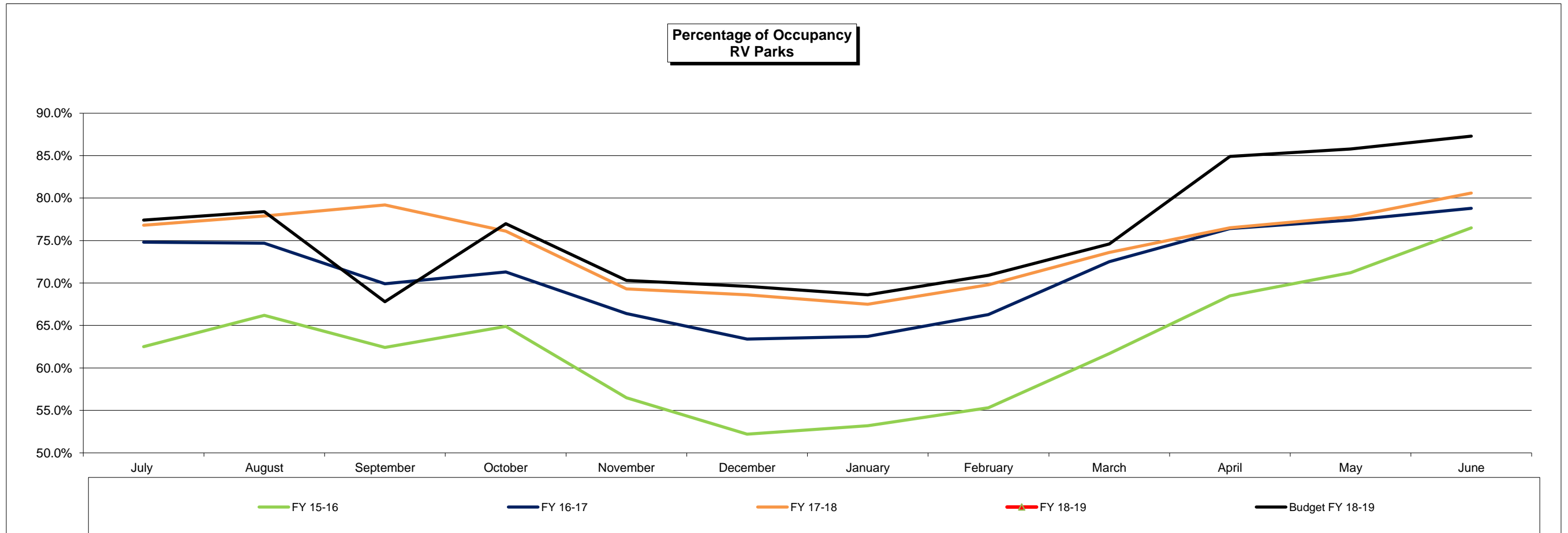
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-28 Day Motels
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 64.6% | 66.1% | 69.8% | 77.1% | 80.4% | 82.8% | 78.8% | 88.9% | (10.1) | -11.4% | (4.0) | -5.0% |
| August | 65.7% | 69.8% | 70.8% | 74.8% | 81.8% | 84.1% | 82.0% | 89.2% | (7.2) | -8.1% | (2.1) | -2.6% |
| September | 63.6% | 67.5% | 71.1% | 78.2% | 83.1% | 84.7% | 82.7% | 87.4% | (4.7) | -5.4% | (2.0) | -2.4% |
| October | 64.8% | 69.2% | 75.6% | 78.7% | 79.7% | 79.6% | 81.9% | 81.8% | 0.1 | 0.1% | 2.3 | 2.9% |
| November | 66.0% | 70.6% | 72.5% | 75.9% | 79.2% | 79.4% | 83.3% | 82.3% | 1.0 | 1.2% | 3.9 | 4.9% |
| December | 64.7% | 67.7% | 74.3% | 77.7% | 81.8% | 82.1% | 83.8% | 84.8% | (1.0) | -1.2% | 1.7 | 2.1% |
| January | 62.6% | 69.5% | 73.5% | 75.8% | 79.7% | 79.0% | 80.8% | 80.4% | 0.4 | 0.5% | 1.8 | 2.3% |
| February | 65.5% | 70.9% | 74.5% | 76.7% | 81.7% | 81.8% | 83.3% | 83.0% | 0.3 | 0.4% | 1.5 | 1.8% |
| March | 65.7% | 68.5% | 73.5% | 79.0% | 83.2% | 82.8% | | 83.6% | - | 0.0% | - | 0.0% |
| April | 65.8% | 68.0% | 73.5% | 80.6% | 84.8% | 81.0% | | 94.1% | - | 0.0% | - | 0.0% |
| May | 68.6% | 69.6% | 74.2% | 77.7% | 83.9% | 82.5% | | 95.0% | - | 0.0% | - | 0.0% |
| June | 65.1% | 67.3% | 74.5% | 79.9% | 84.4% | 82.2% | | 96.5% | - | 0.0% | - | 0.0% |
| Totals | 65.2% | 68.7% | 73.1% | 77.7% | 82.0% | 81.8% | 82.0% | 87.3% | (2.7) | -3.2% | 0.3 | 0.4% |



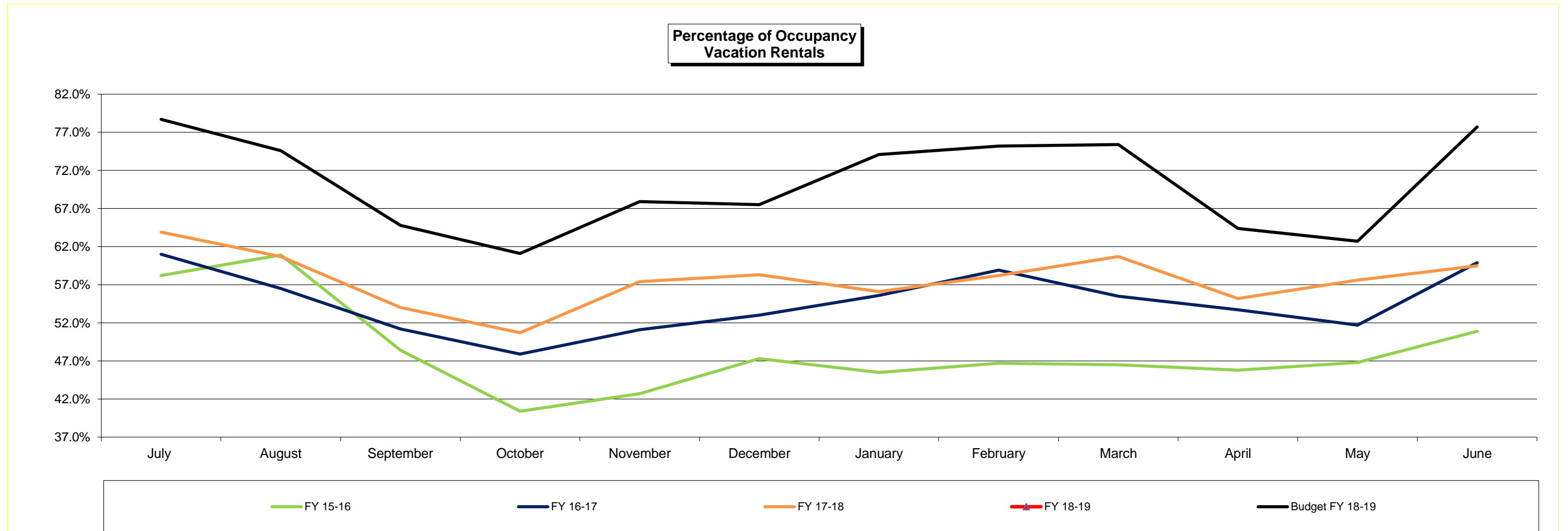
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-RV Parks
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 57.4% | 63.0% | 63.6% | 62.5% | 74.8% | 76.8% | 75.9% | 77.4% | (1.5) | -1.9% | - | 0.0% |
| August | 61.8% | 66.7% | 64.8% | 66.2% | 74.7% | 77.9% | 78.6% | 78.4% | 0.2 | 0.3% | - | 0.0% |
| September | 56.5% | 57.4% | 57.3% | 62.4% | 69.9% | 79.2% | 79.7% | 67.8% | 11.9 | 17.6% | - | 0.0% |
| October | 54.9% | 60.7% | 58.9% | 64.9% | 71.3% | 76.1% | 74.2% | 77.0% | (2.8) | -3.6% | - | 0.0% |
| November | 47.9% | 52.6% | 49.5% | 56.5% | 66.4% | 69.3% | 70.3% | 70.3% | - | 0.0% | - | 0.0% |
| December | 44.9% | 50.8% | 49.5% | 52.2% | 63.4% | 68.6% | 66.0% | 69.6% | (3.6) | -5.2% | - | 0.0% |
| January | 43.0% | 47.6% | 49.3% | 53.2% | 63.7% | 67.5% | 65.6% | 68.6% | (3.0) | -4.4% | - | 0.0% |
| February | 42.6% | 46.2% | 49.3% | 55.3% | 66.3% | 69.8% | 66.2% | 70.9% | (4.7) | -6.6% | - | 0.0% |
| March | 46.5% | 48.6% | 54.1% | 61.7% | 72.5% | 73.6% | | 74.6% | - | 0.0% | - | 0.0% |
| April | 52.8% | 55.2% | 60.1% | 68.5% | 76.4% | 76.5% | | 84.9% | - | 0.0% | - | 0.0% |
| May | 58.3% | 58.9% | 62.9% | 71.2% | 77.4% | 77.8% | | 85.8% | - | 0.0% | - | 0.0% |
| June | 64.9% | 60.3% | 62.6% | 76.5% | 78.8% | 80.6% | | 87.3% | - | 0.0% | - | 0.0% |
| Totals | 52.7% | 55.9% | 57.1% | 62.6% | 71.3% | 74.5% | 72.2% | 75.9% | (0.2) | -0.3% | (1.0) | -1.4% |



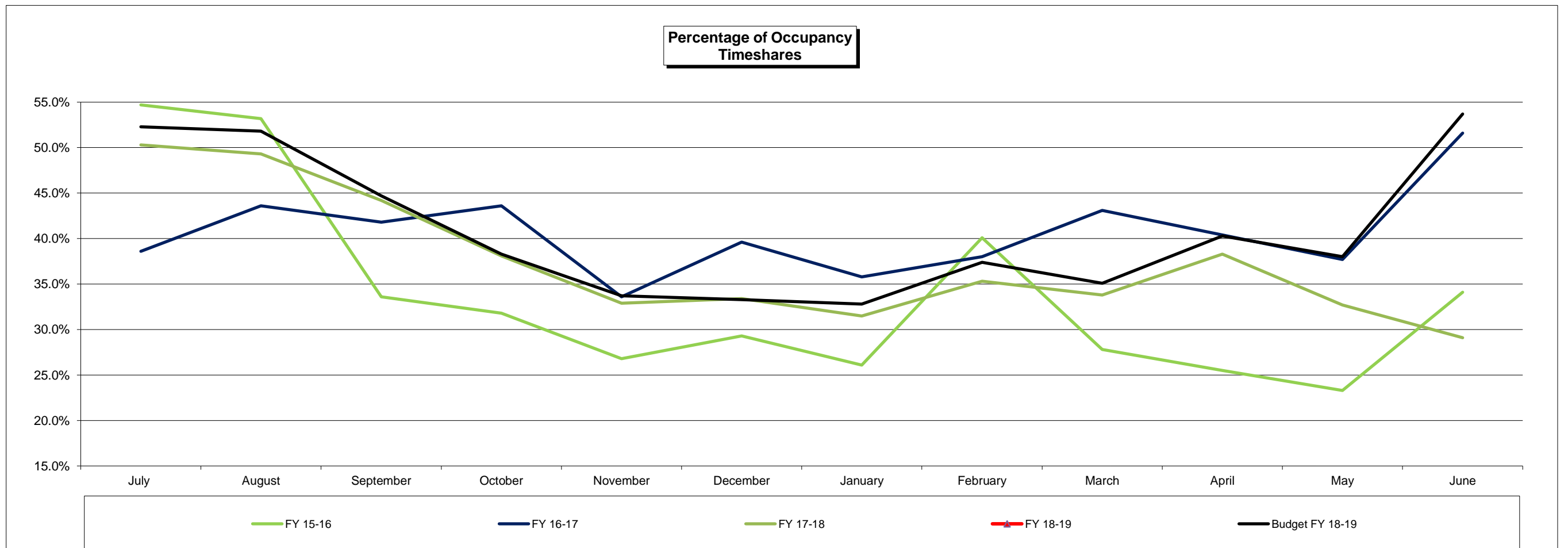
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-Vacation Rentals
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|---------------|------------------------|-------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 53.8% | 64.0% | 57.6% | 58.2% | 61.0% | 63.9% | 71.2% | 78.7% | (7.5) | -9.5% | 7.3 | 11.4% |
| August | 53.6% | 63.1% | 60.6% | 60.9% | 56.5% | 60.7% | 65.8% | 74.6% | (8.8) | -11.8% | 5.1 | 8.4% |
| September | 48.9% | 48.2% | 46.2% | 48.4% | 51.2% | 54.0% | 58.2% | 64.8% | (6.6) | -10.2% | 4.2 | 7.8% |
| October | 37.2% | 43.0% | 41.3% | 40.4% | 47.9% | 50.7% | 49.7% | 61.1% | (11.4) | -18.7% | (1.0) | -2.0% |
| November | 40.7% | 43.3% | 42.2% | 42.7% | 51.1% | 57.4% | 53.6% | 67.9% | (14.3) | -21.1% | (3.8) | -6.6% |
| December | 46.0% | 51.0% | 49.8% | 47.3% | 53.0% | 58.3% | 54.5% | 67.5% | (13.0) | -19.3% | (3.8) | -6.5% |
| January | 49.3% | 48.3% | 45.8% | 45.5% | 55.6% | 56.1% | 62.4% | 74.1% | (11.7) | -15.8% | 6.3 | 11.2% |
| February | 50.3% | 46.2% | 44.5% | 46.7% | 58.9% | 58.2% | 64.8% | 75.2% | (10.4) | -13.8% | 6.6 | 11.3% |
| March | 46.0% | 42.7% | 42.6% | 46.5% | 55.5% | 60.7% | | 75.4% | - | 0.0% | - | 0.0% |
| April | 45.2% | 40.8% | 42.8% | 45.8% | 53.7% | 55.2% | | 64.4% | - | 0.0% | - | 0.0% |
| May | 45.8% | 38.9% | 44.2% | 46.8% | 51.7% | 57.6% | | 62.7% | - | 0.0% | - | 0.0% |
| June | 46.7% | 45.6% | 48.6% | 50.9% | 59.9% | 59.5% | | 77.7% | - | 0.0% | - | 0.0% |
| Totals | 46.9% | 48.1% | 47.3% | 48.5% | 54.7% | 57.7% | 60.0% | 70.3% | (10.5) | -14.9% | 2.6 | 4.5% |



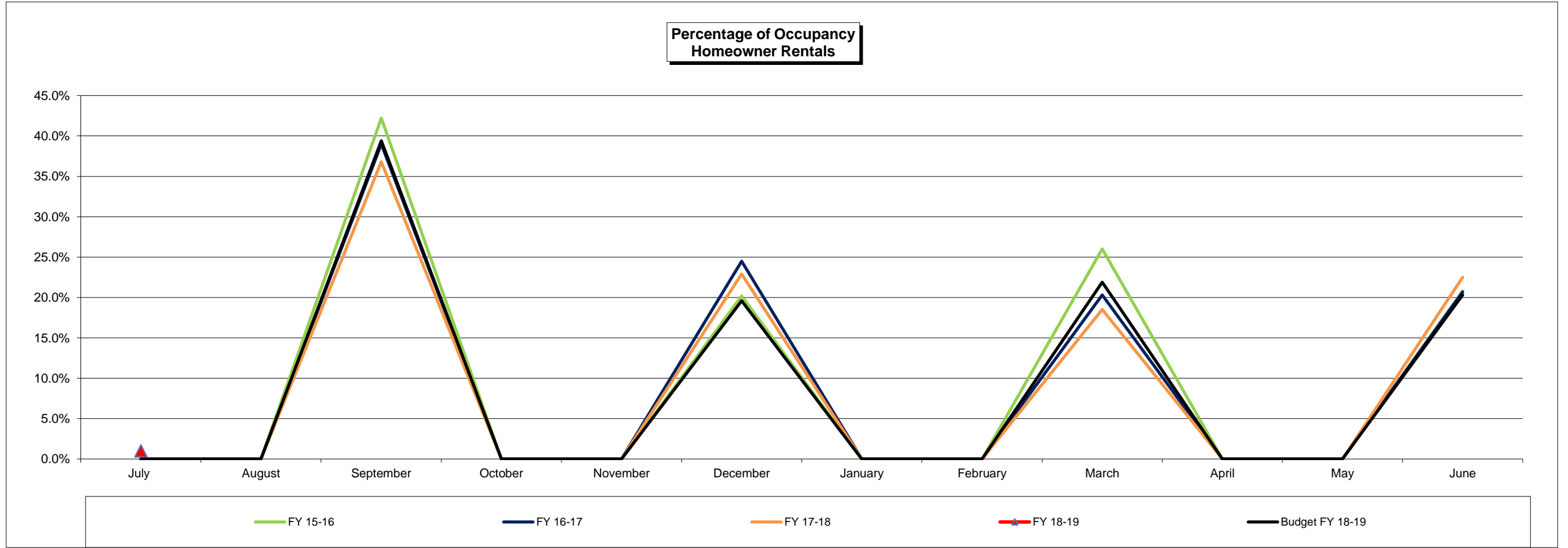
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-Timeshares
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|---------------|------------------------|---------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 40.0% | 49.1% | 57.2% | 54.7% | 38.6% | 50.3% | 28.9% | 52.3% | (23.4) | -44.7% | (21.4) | -42.5% |
| August | 34.2% | 49.5% | 45.7% | 53.2% | 43.6% | 49.3% | 23.9% | 51.8% | (27.9) | -53.9% | (25.4) | -51.5% |
| September | 36.6% | 50.2% | 57.0% | 33.6% | 41.8% | 44.2% | 25.2% | 44.7% | (19.5) | -43.6% | (19.0) | -43.0% |
| October | 29.2% | 45.9% | 54.9% | 31.8% | 43.6% | 38.1% | 23.9% | 38.3% | (14.4) | -37.6% | (14.2) | -37.3% |
| November | 22.4% | 35.0% | 48.7% | 26.8% | 33.6% | 32.9% | 19.9% | 33.7% | (13.8) | -40.9% | (13.0) | -39.5% |
| December | 22.4% | 38.3% | 42.2% | 29.3% | 39.6% | 33.4% | 19.9% | 33.3% | (13.4) | -40.2% | (13.5) | -40.4% |
| January | 23.0% | 30.8% | 36.7% | 26.1% | 35.8% | 31.5% | 21.4% | 32.8% | (11.4) | -34.8% | (10.1) | -32.1% |
| February | 24.1% | 36.5% | 39.0% | 40.1% | 38.0% | 35.3% | 23.9% | 37.4% | (13.5) | -36.1% | (11.4) | -32.3% |
| March | 28.9% | 36.7% | 46.5% | 27.8% | 43.1% | 33.8% | | 35.1% | - | 0.0% | - | 0.0% |
| April | 31.1% | 41.8% | 49.5% | 25.5% | 40.4% | 38.3% | | 40.3% | - | 0.0% | - | 0.0% |
| May | 31.8% | 41.3% | 50.9% | 23.3% | 37.7% | 32.7% | | 38.0% | - | 0.0% | - | 0.0% |
| June | 47.4% | 54.7% | 55.1% | 34.1% | 51.6% | 29.1% | | 53.7% | - | 0.0% | - | 0.0% |
| Totals | 30.9% | 42.5% | 48.7% | 34.2% | 40.6% | 37.5% | 23.4% | 41.0% | (17.2) | -42.4% | (16.1) | -40.8% |



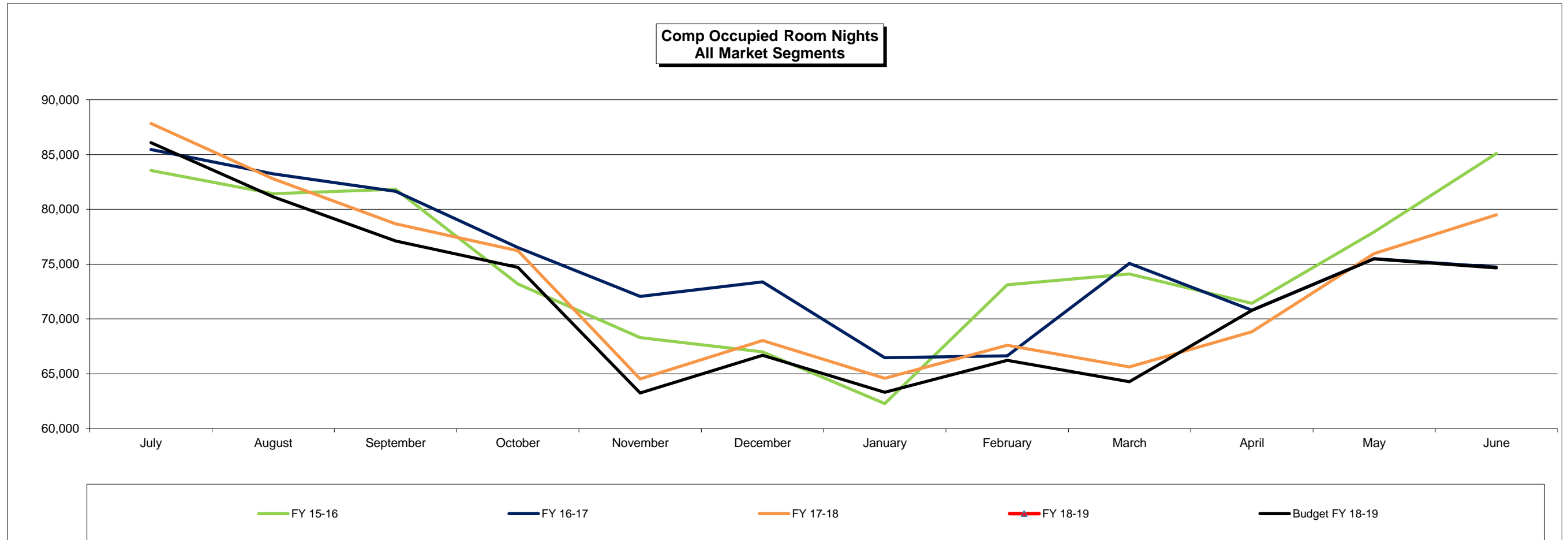
**Reno-Sparks Convention and Visitors Authority
Percentage of Occupancy-Homeowner Rentals
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% |
| August | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% |
| September | 0.0% | 0.0% | 33.6% | 42.2% | 39.0% | 36.8% | 36.4% | 39.4% | (3.0) | -7.6% | (0.4) | -1.1% | |
| October | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% |
| November | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% |
| December | 0.0% | 0.0% | 18.9% | 20.2% | 24.5% | 22.9% | 15.6% | 19.6% | (4.0) | -20.4% | (7.3) | -31.9% | |
| January | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% |
| February | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% |
| March | 0.0% | 0.0% | 20.8% | 26.0% | 20.3% | 18.5% | | 21.9% | - | 0.0% | - | 0.0% | |
| April | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% | |
| May | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | - | 0.0% | - | 0.0% | |
| June | 0.0% | 0.0% | 20.7% | 20.8% | 20.7% | 22.5% | | 20.3% | - | 0.0% | - | 0.0% | |
| Totals | 0.0% | 0.0% | 23.1% | 27.5% | 25.9% | 24.8% | 26.1% | 25.2% | (3.0) | -7.6% | (0.4) | -1.1% | |



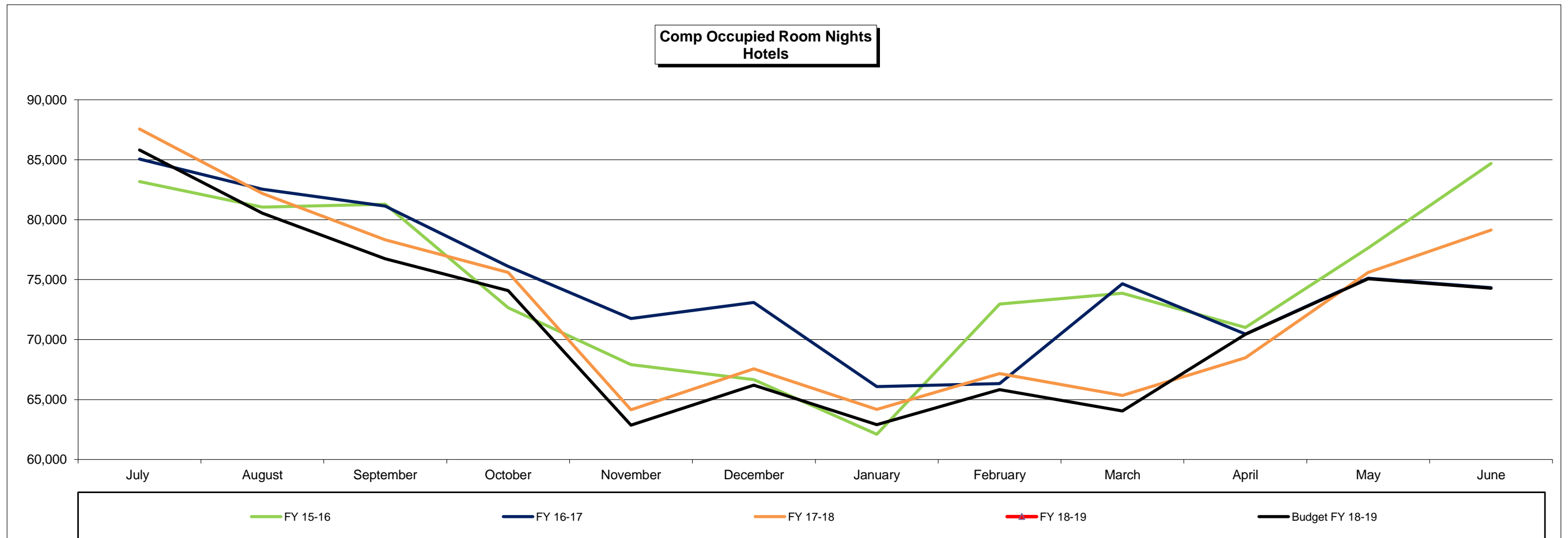
**Reno-Sparks Convention and Visitors Authority
Comp Occupied Rooms-Consolidated Summary
Trend**

| Month | Actual | | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|--------------|------------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 78,675 | 81,461 | 88,978 | 83,537 | 85,455 | 87,835 | 86,208 | 86,084 | 124 | 0.1% | (1,627) | -1.9% |
| August | 76,213 | 83,295 | 86,918 | 81,431 | 83,245 | 82,781 | 82,381 | 81,137 | 1,244 | 1.5% | (400) | -0.5% |
| September | 77,148 | 84,190 | 80,327 | 81,840 | 81,641 | 78,672 | 79,749 | 77,106 | 2,643 | 3.4% | 1,077 | 1.3% |
| October | 69,085 | 71,208 | 74,932 | 73,186 | 76,518 | 76,228 | 72,882 | 74,716 | (1,834) | -2.5% | (3,346) | -4.4% |
| November | 61,248 | 65,241 | 74,409 | 68,302 | 72,067 | 64,531 | 69,892 | 63,248 | 6,644 | 10.5% | 5,361 | 7.4% |
| December | 57,924 | 67,765 | 70,376 | 66,987 | 73,380 | 68,025 | 63,764 | 66,674 | (2,910) | -4.4% | (4,261) | -5.8% |
| January | 61,011 | 70,765 | 73,186 | 62,282 | 66,464 | 64,596 | 60,511 | 63,312 | (2,801) | -4.4% | (4,085) | -6.1% |
| February | 66,383 | 67,011 | 71,904 | 73,121 | 66,643 | 67,599 | 60,387 | 66,226 | (5,839) | -8.8% | (7,212) | -10.6% |
| March | 78,545 | 76,345 | 75,267 | 74,096 | 75,076 | 65,625 | - | 64,288 | - | 0.0% | - | 0.0% |
| April | 68,953 | 69,310 | 68,999 | 71,430 | 70,813 | 68,828 | - | 70,784 | - | 0.0% | - | 0.0% |
| May | 76,085 | 81,802 | 79,182 | 77,936 | 75,507 | 75,970 | - | 75,477 | - | 0.0% | - | 0.0% |
| June | 83,050 | 91,310 | 85,238 | 85,096 | 74,719 | 79,493 | - | 74,659 | - | 0.0% | - | 0.0% |
| Totals | 854,320 | 909,703 | 929,716 | 899,244 | 901,528 | 880,183 | 575,774 | 863,711 | (2,729) | -0.5% | (14,493) | -2.5% |



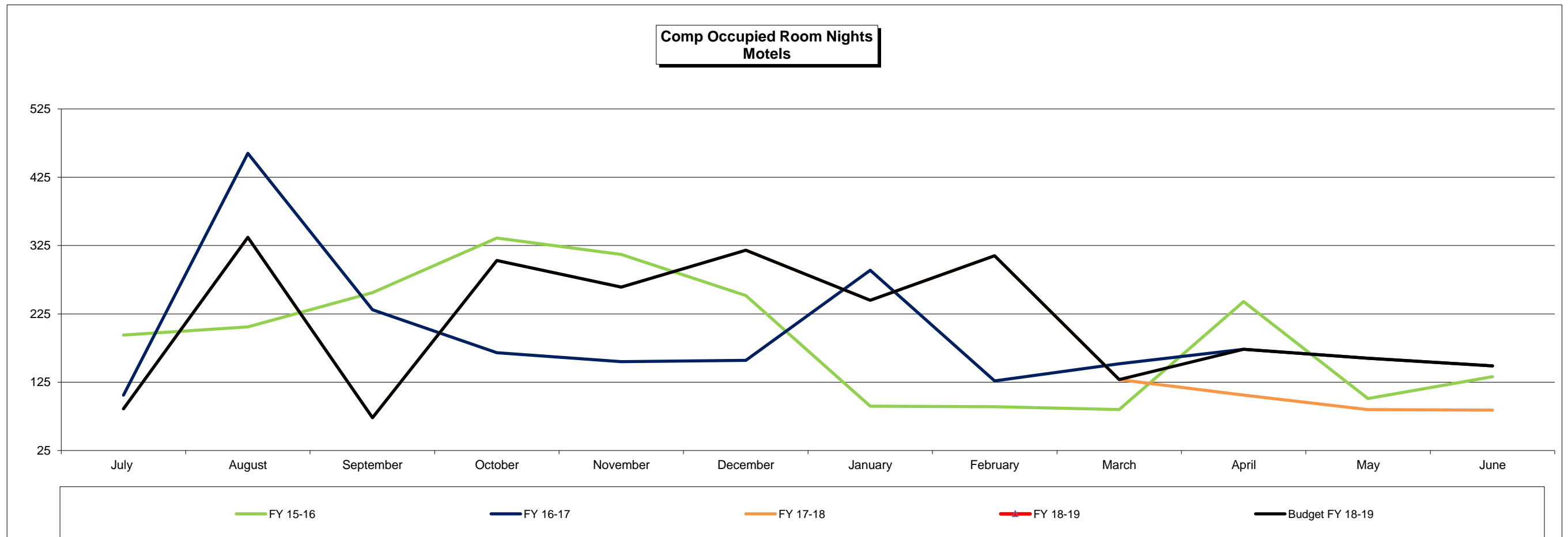
**Reno-Sparks Convention and Visitors Authority
Comp Occupied Rooms-Hotels
Trend**

| Month | Actual | | | | | | | Budget | Variance from Budget | | Variance from FY 17-18 | |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------------|--------------|------------------------|--------------|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 78,201 | 81,058 | 88,543 | 83,173 | 85,050 | 87,558 | 85,847 | 85,807 | 40 | 0.0% | (1,711) | -2.0% |
| August | 75,786 | 82,755 | 86,274 | 81,039 | 82,528 | 82,178 | 82,050 | 80,534 | 1,516 | 1.9% | (128) | -0.2% |
| September | 76,734 | 83,778 | 79,830 | 81,295 | 81,141 | 78,316 | 79,329 | 76,750 | 2,579 | 3.4% | 1,013 | 1.3% |
| October | 68,794 | 70,250 | 74,321 | 72,653 | 76,092 | 75,601 | 72,622 | 74,089 | (1,467) | -2.0% | (2,979) | -3.9% |
| November | 61,085 | 64,854 | 73,764 | 67,916 | 71,744 | 64,147 | 69,633 | 62,864 | 6,769 | 10.8% | 5,486 | 8.6% |
| December | 57,768 | 67,497 | 69,863 | 66,661 | 73,094 | 67,557 | 63,566 | 66,206 | (2,640) | -4.0% | (3,991) | -5.9% |
| January | 60,840 | 70,553 | 72,893 | 62,103 | 66,079 | 64,188 | 60,396 | 62,904 | (2,508) | -4.0% | (3,792) | -5.9% |
| February | 66,191 | 66,702 | 71,716 | 72,958 | 66,336 | 67,167 | 60,297 | 65,824 | (5,527) | -8.4% | (6,870) | -10.2% |
| March | 78,306 | 75,989 | 74,873 | 73,865 | 74,660 | 65,344 | - | 64,037 | - | 0.0% | - | 0.0% |
| April | 68,658 | 68,812 | 68,660 | 70,998 | 70,469 | 68,484 | - | 70,440 | - | 0.0% | - | 0.0% |
| May | 75,657 | 81,287 | 78,721 | 77,643 | 75,109 | 75,606 | - | 75,079 | - | 0.0% | - | 0.0% |
| June | 82,714 | 90,921 | 84,753 | 84,687 | 74,314 | 79,127 | - | 74,284 | - | 0.0% | - | 0.0% |
| Totals | 850,734 | 904,456 | 924,211 | 894,991 | 896,616 | 875,273 | 573,740 | 858,818 | (1,238) | -0.2% | (12,972) | -2.2% |



**Reno-Sparks Convention and Visitors Authority
Comp Occupied Rooms-Motels
Trend**

| Month | Actual | | | | | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|------------|--------------|----------------|----------------------|----------------|------------------------|--|
| | FY 12-13 | FY 13-14 | FY 14-15 | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % | |
| July | 220 | 237 | 154 | 194 | 106 | 86 | 81 | 86 | (5) | -5.8% | (5) | -5.8% | |
| August | 245 | 211 | 372 | 206 | 460 | 337 | 89 | 337 | (248) | -73.6% | (248) | -73.6% | |
| September | 195 | 131 | 144 | 256 | 231 | 73 | 96 | 73 | 23 | 31.5% | 23 | 31.5% | |
| October | 155 | 243 | 315 | 336 | 168 | 303 | 55 | 303 | (248) | -81.8% | (248) | -81.8% | |
| November | 123 | 233 | 497 | 312 | 155 | 264 | 111 | 264 | (153) | -58.0% | (153) | -58.0% | |
| December | 123 | 234 | 469 | 252 | 157 | 318 | 89 | 318 | (229) | -72.0% | (229) | -72.0% | |
| January | 122 | 146 | 241 | 90 | 289 | 245 | 50 | 245 | (195) | -79.6% | (195) | -79.6% | |
| February | 155 | 215 | 129 | 89 | 127 | 310 | 33 | 310 | (277) | -89.4% | (277) | -89.4% | |
| March | 161 | 222 | 171 | 85 | 152 | 129 | - | 129 | - | 0.0% | - | 0.0% | |
| April | 164 | 151 | 172 | 243 | 173 | 106 | - | 173 | - | 0.0% | - | 0.0% | |
| May | 123 | 197 | 277 | 101 | 160 | 85 | - | 160 | - | 0.0% | - | 0.0% | |
| June | 164 | 166 | 311 | 133 | 149 | 84 | - | 149 | - | 0.0% | - | 0.0% | |
| Totals | 1,950 | 2,386 | 3,252 | 2,297 | 2,327 | 2,340 | 604 | 2,547 | (1,332) | -68.8% | (1,332) | -68.8% | |



**Reno-Sparks Convention and Visitors Authority
Percentage of Comp Occupancy-Consolidated Summary
Trend**

| Month | FY 12-13 | FY 13-14 | FY 14-15 | Actual | | | Budget | | Variance from Budget | | Variance from FY 17-18 | |
|---------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|-------------|------------------------|--------------|
| | | | | FY 15-16 | FY 16-17 | FY 17-18 | FY 18-19 | FY 18-19 | Amount | % | Amount | % |
| July | 10.5% | 10.9% | 12.2% | 11.6% | 11.7% | 12.0% | 12.0% | 12.0% | - | 0.0% | - | 0.0% |
| August | 10.1% | 11.2% | 12.0% | 11.3% | 11.4% | 11.3% | 11.5% | 11.2% | 0.3 | 2.7% | 0.2 | 1.8% |
| September | 10.4% | 11.4% | 10.9% | 11.1% | 11.0% | 10.7% | 11.1% | 10.4% | 0.7 | 6.7% | 0.4 | 3.7% |
| October | 9.2% | 9.7% | 10.4% | 10.2% | 10.5% | 10.6% | 10.2% | 10.4% | (0.2) | -1.9% | (0.4) | -3.8% |
| November | 8.5% | 9.2% | 10.7% | 9.8% | 10.2% | 9.3% | 10.1% | 9.1% | 1.0 | 11.0% | 0.8 | 8.6% |
| December | 7.6% | 9.2% | 9.5% | 8.8% | 9.7% | 9.2% | 8.6% | 8.9% | (0.3) | -3.4% | (0.6) | -6.5% |
| January | 8.2% | 9.8% | 10.2% | 8.6% | 9.2% | 9.0% | 8.4% | 8.8% | (0.4) | -4.5% | (0.6) | -6.7% |
| February | 9.8% | 10.2% | 11.0% | 10.8% | 10.1% | 10.4% | 9.3% | 10.1% | (0.8) | -7.9% | (1.0) | -9.7% |
| March | 10.4% | 10.4% | 10.2% | 9.9% | 10.0% | 8.8% | | 8.6% | - | 0.0% | - | 0.0% |
| April | 9.6% | 9.8% | 9.9% | 10.2% | 10.1% | 10.0% | | 10.1% | - | 0.0% | - | 0.0% |
| May | 10.3% | 11.1% | 11.0% | 10.7% | 10.3% | 10.6% | | 10.4% | - | 0.0% | - | 0.0% |
| June | 11.3% | 12.6% | 11.8% | 11.5% | 10.1% | 11.0% | | 10.2% | - | 0.0% | - | 0.0% |
| Totals | 9.7% | 10.5% | 10.8% | 10.4% | 10.4% | 10.2% | 10.1% | 10.0% | - | 0.0% | (0.2) | -1.9% |

