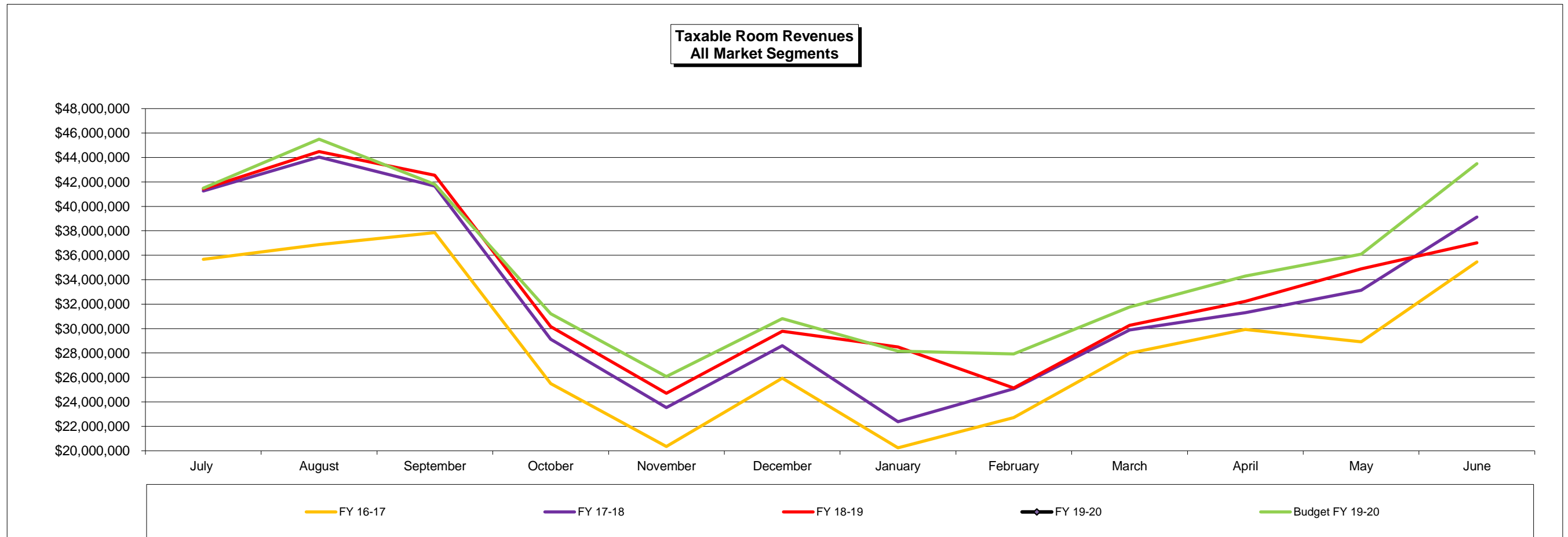


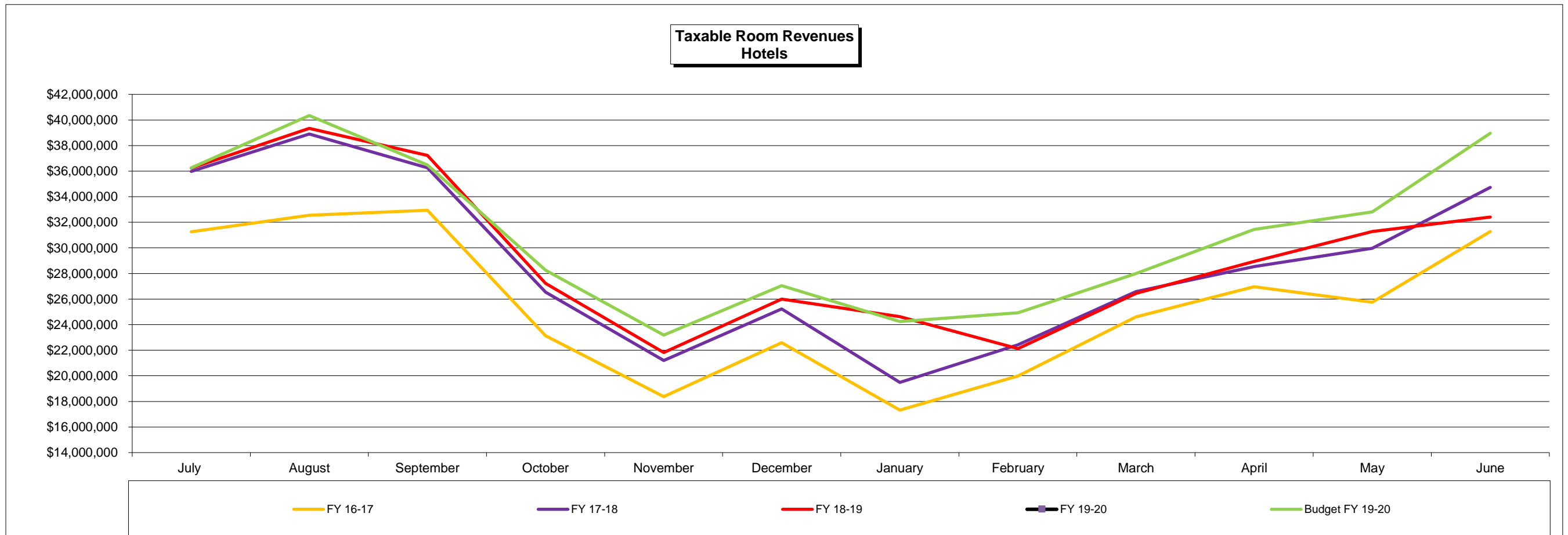
**Reno-Sparks Convention and Visitors Authority  
Taxable Room Revenues-Consolidated Summary  
Trend**

| Month         | Actual                |                       |                       |                       |                       |                       | Budget               | Variance from Budget  |                     | Variance from FY 18-19 |                     |             |
|---------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|----------------------|-----------------------|---------------------|------------------------|---------------------|-------------|
|               | FY 13-14              | FY 14-15              | FY 15-16              | FY 16-17              | FY 17-18              | FY 18-19              | FY 19-20             | Amount                | %                   | Amount                 | %                   |             |
| July          | \$ 30,224,159         | \$ 30,292,027         | \$ 31,230,612         | \$ 35,677,262         | \$ 41,265,679         | \$ 41,424,217         | \$ 41,432,593        | \$ 41,480,374         | \$ (47,781)         | -0.1%                  | \$ 8,376            | 0.0%        |
| August        | \$ 32,130,756         | \$ 32,403,508         | \$ 34,091,992         | \$ 36,868,031         | \$ 44,034,254         | \$ 44,483,946         | \$ 46,663,912        | \$ 45,497,847         | \$ 1,166,065        | 2.6%                   | \$ 2,179,965        | 4.9%        |
| September     | \$ 25,870,198         | \$ 27,164,225         | \$ 34,288,906         | \$ 37,851,442         | \$ 41,663,504         | \$ 42,554,492         | \$ -                 | \$ 41,802,583         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| October       | \$ 18,292,143         | \$ 20,025,803         | \$ 26,673,296         | \$ 25,496,440         | \$ 29,124,783         | \$ 30,171,237         | \$ -                 | \$ 31,216,818         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| November      | \$ 14,560,736         | \$ 14,727,649         | \$ 16,304,190         | \$ 20,342,704         | \$ 23,533,775         | \$ 24,707,237         | \$ -                 | \$ 26,076,469         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| December      | \$ 16,879,494         | \$ 19,246,588         | \$ 24,164,711         | \$ 25,936,180         | \$ 28,595,173         | \$ 29,774,489         | \$ -                 | \$ 30,817,024         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| January       | \$ 13,970,116         | \$ 18,425,487         | \$ 19,286,992         | \$ 20,242,930         | \$ 22,378,105         | \$ 28,502,864         | \$ -                 | \$ 28,147,954         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| February      | \$ 16,313,115         | \$ 18,040,839         | \$ 22,422,874         | \$ 22,714,040         | \$ 25,079,380         | \$ 25,140,512         | \$ -                 | \$ 27,929,251         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| March         | \$ 18,069,943         | \$ 19,662,419         | \$ 24,386,491         | \$ 27,985,952         | \$ 29,897,187         | \$ 30,258,098         | \$ -                 | \$ 31,760,479         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| April         | \$ 21,706,493         | \$ 22,032,831         | \$ 27,186,846         | \$ 29,934,593         | \$ 31,304,806         | \$ 32,226,425         | \$ -                 | \$ 34,292,610         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| May           | \$ 23,219,292         | \$ 24,957,366         | \$ 26,084,433         | \$ 28,917,716         | \$ 33,145,852         | \$ 34,884,475         | \$ -                 | \$ 36,099,545         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| June          | \$ 24,191,921         | \$ 25,062,328         | \$ 30,892,727         | \$ 35,458,717         | \$ 39,122,428         | \$ 37,025,340         | \$ -                 | \$ 43,486,411         | \$ -                | 0.0%                   | \$ -                | 0.0%        |
| <b>Totals</b> | <b>\$ 255,428,365</b> | <b>\$ 272,041,067</b> | <b>\$ 317,014,070</b> | <b>\$ 347,426,006</b> | <b>\$ 389,144,926</b> | <b>\$ 401,153,334</b> | <b>\$ 88,096,505</b> | <b>\$ 418,607,365</b> | <b>\$ 1,118,284</b> | <b>1.3%</b>            | <b>\$ 2,188,342</b> | <b>2.5%</b> |



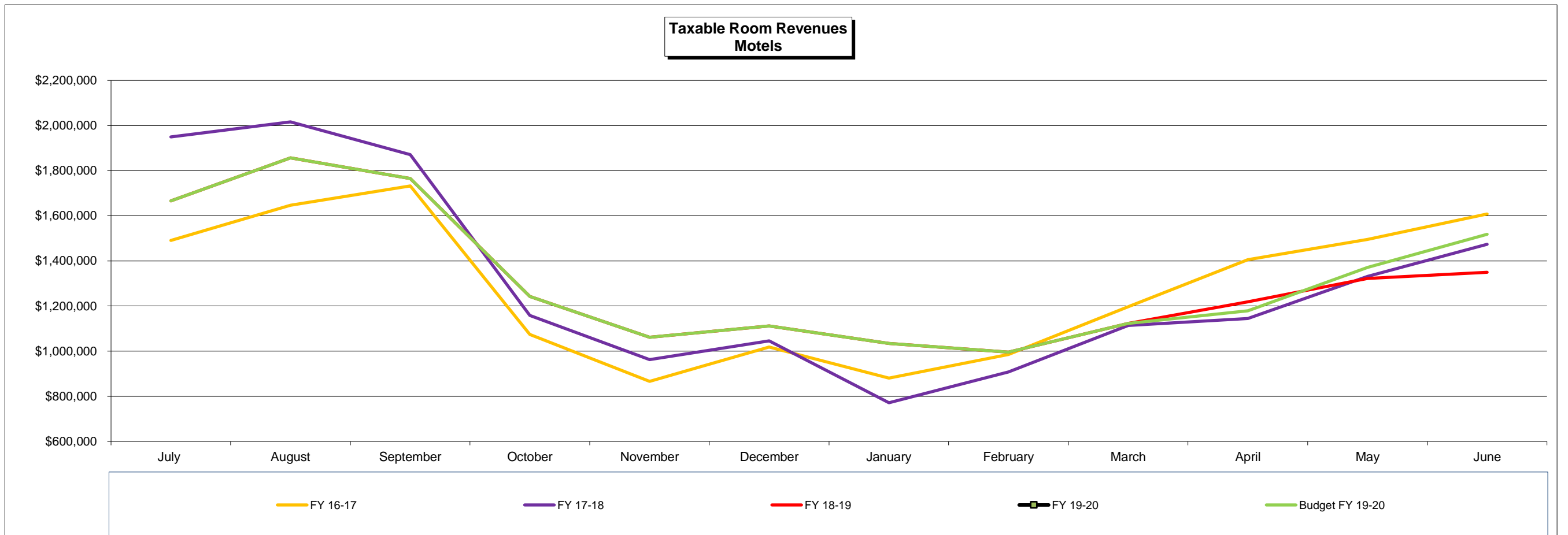
**Reno-Sparks Convention and Visitors Authority  
Taxable Room Revenues-Hotels  
Trend**

| Month         | Actual                |                       |                       |                       |                       |                       | Budget<br>FY 19-20   | Variance from Budget  |                   | Variance from FY 18-19 |                     |             |
|---------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|----------------------|-----------------------|-------------------|------------------------|---------------------|-------------|
|               | FY 13-14              | FY 14-15              | FY 15-16              | FY 16-17              | FY 17-18              | FY 18-19              |                      | Amount                | %                 | Amount                 | %                   |             |
| July          | \$ 26,551,071         | \$ 26,231,128         | \$ 27,665,161         | \$ 31,259,218         | \$ 35,984,480         | \$ 36,231,019         | \$ 35,879,911        | \$ 36,265,223         | \$ (385,312)      | -1.1%                  | \$ (351,108)        | -1.0%       |
| August        | \$ 27,895,807         | \$ 28,120,427         | \$ 30,287,033         | \$ 32,554,431         | \$ 38,901,897         | \$ 39,342,778         | \$ 40,906,465        | \$ 40,343,706         | \$ 562,759        | 1.4%                   | \$ 1,563,687        | 4.0%        |
| September     | \$ 23,082,463         | \$ 23,657,039         | \$ 29,757,647         | \$ 32,942,184         | \$ 36,267,921         | \$ 37,232,016         | \$ -                 | \$ 36,479,063         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| October       | \$ 16,644,946         | \$ 18,254,260         | \$ 24,804,909         | \$ 23,135,373         | \$ 26,548,219         | \$ 27,221,276         | \$ -                 | \$ 28,264,363         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| November      | \$ 13,303,783         | \$ 13,440,428         | \$ 14,976,575         | \$ 18,376,163         | \$ 21,190,862         | \$ 21,822,071         | \$ -                 | \$ 23,184,660         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| December      | \$ 15,120,210         | \$ 16,626,545         | \$ 21,298,803         | \$ 22,579,920         | \$ 25,239,964         | \$ 26,005,827         | \$ -                 | \$ 27,037,507         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| January       | \$ 12,414,947         | \$ 16,454,918         | \$ 17,284,590         | \$ 17,322,065         | \$ 19,486,127         | \$ 24,622,978         | \$ -                 | \$ 24,244,184         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| February      | \$ 14,838,774         | \$ 16,309,472         | \$ 20,300,873         | \$ 19,986,845         | \$ 22,419,007         | \$ 22,120,751         | \$ -                 | \$ 24,923,815         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| March         | \$ 16,608,665         | \$ 17,528,923         | \$ 21,659,487         | \$ 24,607,285         | \$ 26,579,216         | \$ 26,446,696         | \$ -                 | \$ 27,992,732         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| April         | \$ 19,855,346         | \$ 20,123,111         | \$ 25,063,146         | \$ 26,959,551         | \$ 28,529,404         | \$ 28,938,248         | \$ -                 | \$ 31,437,594         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| May           | \$ 21,105,619         | \$ 22,670,963         | \$ 23,673,808         | \$ 25,764,916         | \$ 29,963,304         | \$ 31,290,026         | \$ -                 | \$ 32,821,340         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| June          | \$ 22,020,759         | \$ 21,983,819         | \$ 27,390,753         | \$ 31,278,172         | \$ 34,735,520         | \$ 32,405,851         | \$ -                 | \$ 38,971,667         | \$ -              | 0.0%                   | \$ -                | 0.0%        |
| <b>Totals</b> | <b>\$ 229,442,390</b> | <b>\$ 241,401,032</b> | <b>\$ 284,162,784</b> | <b>\$ 306,766,122</b> | <b>\$ 345,845,921</b> | <b>\$ 353,679,537</b> | <b>\$ 76,786,377</b> | <b>\$ 371,965,854</b> | <b>\$ 177,448</b> | <b>0.2%</b>            | <b>\$ 1,212,579</b> | <b>1.3%</b> |



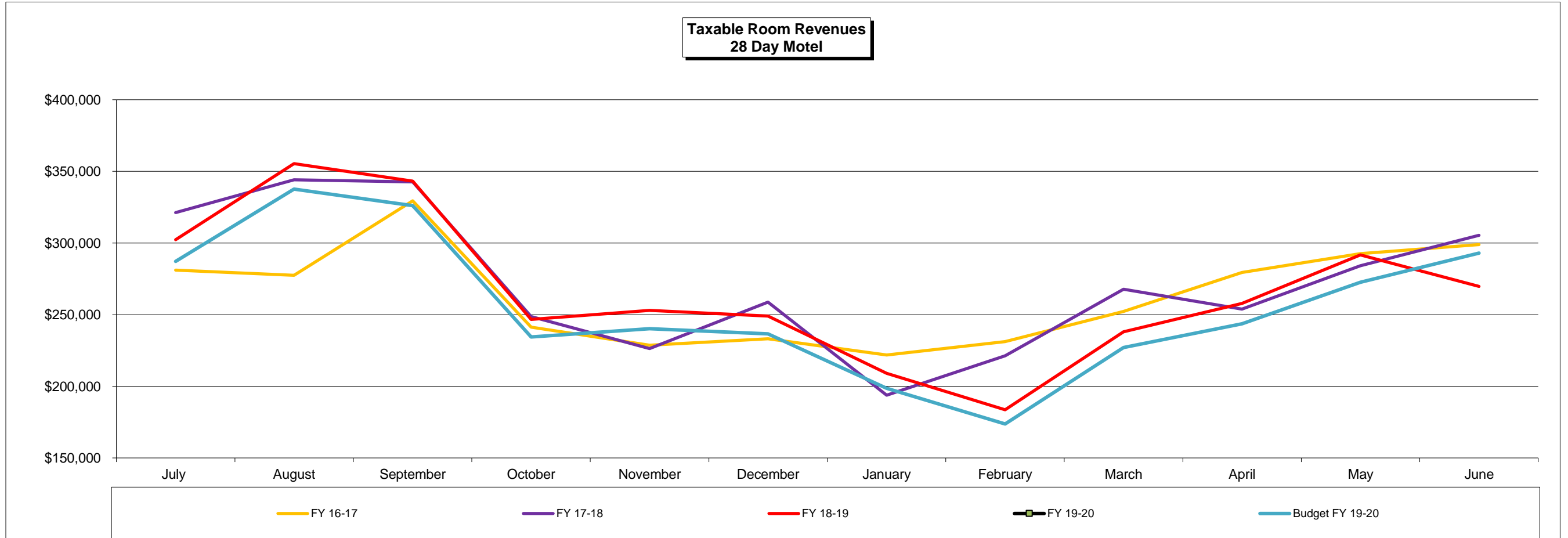
**Reno-Sparks Convention and Visitors Authority  
Taxable Room Revenues-Motels  
Trend**

| Month         | Actual               |                      |                      |                      |                      |                      | Budget              | Variance from Budget |                    | Variance from FY 18-19 |                    |              |
|---------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|---------------------|----------------------|--------------------|------------------------|--------------------|--------------|
|               | FY 13-14             | FY 14-15             | FY 15-16             | FY 16-17             | FY 17-18             | FY 18-19             | FY 19-20            | Amount               | %                  | Amount                 | %                  |              |
| July          | \$ 1,471,688         | \$ 1,663,187         | \$ 1,279,332         | \$ 1,490,427         | \$ 1,949,378         | \$ 1,666,107         | \$ 1,579,186        | \$ 1,666,107         | \$ (86,921)        | -5.2%                  | \$ (86,920)        | -5.2%        |
| August        | \$ 1,922,228         | \$ 1,921,227         | \$ 1,465,592         | \$ 1,647,080         | \$ 2,016,144         | \$ 1,856,683         | \$ 1,884,412        | \$ 1,856,683         | \$ 27,729          | 1.5%                   | \$ 27,729          | 1.5%         |
| September     | \$ 1,601,340         | \$ 1,464,950         | \$ 1,526,700         | \$ 1,732,346         | \$ 1,870,752         | \$ 1,765,422         | \$ -                | \$ 1,765,422         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| October       | \$ 990,390           | \$ 1,104,506         | \$ 1,082,518         | \$ 1,074,447         | \$ 1,158,468         | \$ 1,242,673         | \$ -                | \$ 1,242,673         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| November      | \$ 800,913           | \$ 819,272           | \$ 711,136           | \$ 866,121           | \$ 962,491           | \$ 1,061,833         | \$ -                | \$ 1,061,833         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| December      | \$ 841,462           | \$ 1,032,602         | \$ 905,838           | \$ 1,018,141         | \$ 1,045,909         | \$ 1,111,766         | \$ -                | \$ 1,111,766         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| January       | \$ 704,046           | \$ 975,191           | \$ 803,452           | \$ 881,145           | \$ 771,439           | \$ 1,034,705         | \$ -                | \$ 1,034,705         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| February      | \$ 790,606           | \$ 952,537           | \$ 914,716           | \$ 985,723           | \$ 908,237           | \$ 995,775           | \$ -                | \$ 995,775           | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| March         | \$ 899,329           | \$ 1,029,904         | \$ 871,314           | \$ 1,197,458         | \$ 1,113,757         | \$ 1,123,134         | \$ -                | \$ 1,123,134         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| April         | \$ 1,217,617         | \$ 1,203,374         | \$ 1,108,056         | \$ 1,405,767         | \$ 1,144,622         | \$ 1,218,298         | \$ -                | \$ 1,178,961         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| May           | \$ 1,342,722         | \$ 1,422,904         | \$ 1,165,560         | \$ 1,495,395         | \$ 1,331,417         | \$ 1,322,050         | \$ -                | \$ 1,371,360         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| June          | \$ 1,197,619         | \$ 1,329,931         | \$ 1,173,703         | \$ 1,608,496         | \$ 1,473,657         | \$ 1,349,776         | \$ -                | \$ 1,517,867         | \$ -               | 0.0%                   | \$ -               | 0.0%         |
| <b>Totals</b> | <b>\$ 13,779,961</b> | <b>\$ 14,919,585</b> | <b>\$ 13,007,915</b> | <b>\$ 15,402,546</b> | <b>\$ 15,746,269</b> | <b>\$ 15,748,221</b> | <b>\$ 3,463,598</b> | <b>\$ 15,926,286</b> | <b>\$ (59,192)</b> | <b>-1.7%</b>           | <b>\$ (59,192)</b> | <b>-1.7%</b> |



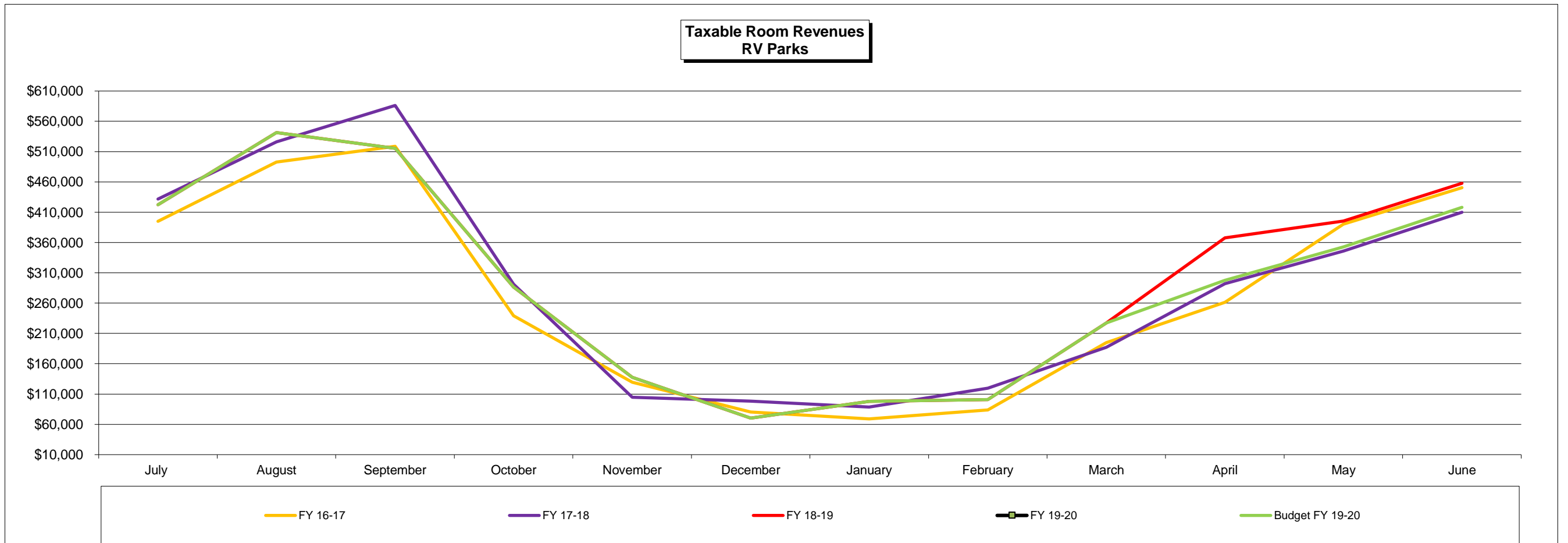
**Reno-Sparks Convention and Visitors Authority  
Taxable Room Revenues-28 Day Motel  
Trend**

| Month         | Actual              |                     |                     |                     |                     |                     | Budget            | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------------|----------------------|-------------|------------------------|-------------|
|               | FY 13-14            | FY 14-15            | FY 15-16            | FY 16-17            | FY 17-18            | FY 18-19            | FY 19-20          | Amount               | %           | Amount                 | %           |
| July          | \$ 247,376          | \$ 298,885          | \$ 285,088          | \$ 280,983          | \$ 321,184          | \$ 302,223          | \$ 296,804        | \$ 9,692             | 3.4%        | \$ (5,419)             | -1.8%       |
| August        | \$ 300,039          | \$ 329,919          | \$ 335,369          | \$ 277,396          | \$ 344,108          | \$ 355,387          | \$ 389,360        | \$ 51,742            | 15.3%       | \$ 33,973              | 9.6%        |
| September     | \$ 263,877          | \$ 254,039          | \$ 344,306          | \$ 329,432          | \$ 342,721          | \$ 343,229          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| October       | \$ 206,349          | \$ 223,967          | \$ 262,938          | \$ 241,243          | \$ 248,582          | \$ 246,706          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| November      | \$ 176,895          | \$ 196,850          | \$ 222,514          | \$ 228,625          | \$ 226,393          | \$ 252,907          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| December      | \$ 177,425          | \$ 225,731          | \$ 234,432          | \$ 233,219          | \$ 258,732          | \$ 248,980          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| January       | \$ 171,056          | \$ 217,129          | \$ 241,335          | \$ 221,834          | \$ 193,785          | \$ 209,028          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| February      | \$ 181,651          | \$ 213,149          | \$ 247,802          | \$ 231,241          | \$ 221,207          | \$ 183,608          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| March         | \$ 192,329          | \$ 200,264          | \$ 247,904          | \$ 252,238          | \$ 267,754          | \$ 237,952          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| April         | \$ 210,933          | \$ 224,430          | \$ 276,218          | \$ 279,459          | \$ 253,830          | \$ 257,853          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| May           | \$ 249,841          | \$ 267,205          | \$ 288,579          | \$ 292,547          | \$ 284,091          | \$ 291,669          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| June          | \$ 227,079          | \$ 239,392          | \$ 279,497          | \$ 298,942          | \$ 305,290          | \$ 269,755          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| <b>Totals</b> | <b>\$ 2,604,850</b> | <b>\$ 2,890,959</b> | <b>\$ 3,265,982</b> | <b>\$ 3,167,157</b> | <b>\$ 3,267,677</b> | <b>\$ 3,199,297</b> | <b>\$ 686,164</b> | <b>\$ 3,070,312</b>  | <b>9.8%</b> | <b>\$ 28,554</b>       | <b>4.3%</b> |



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

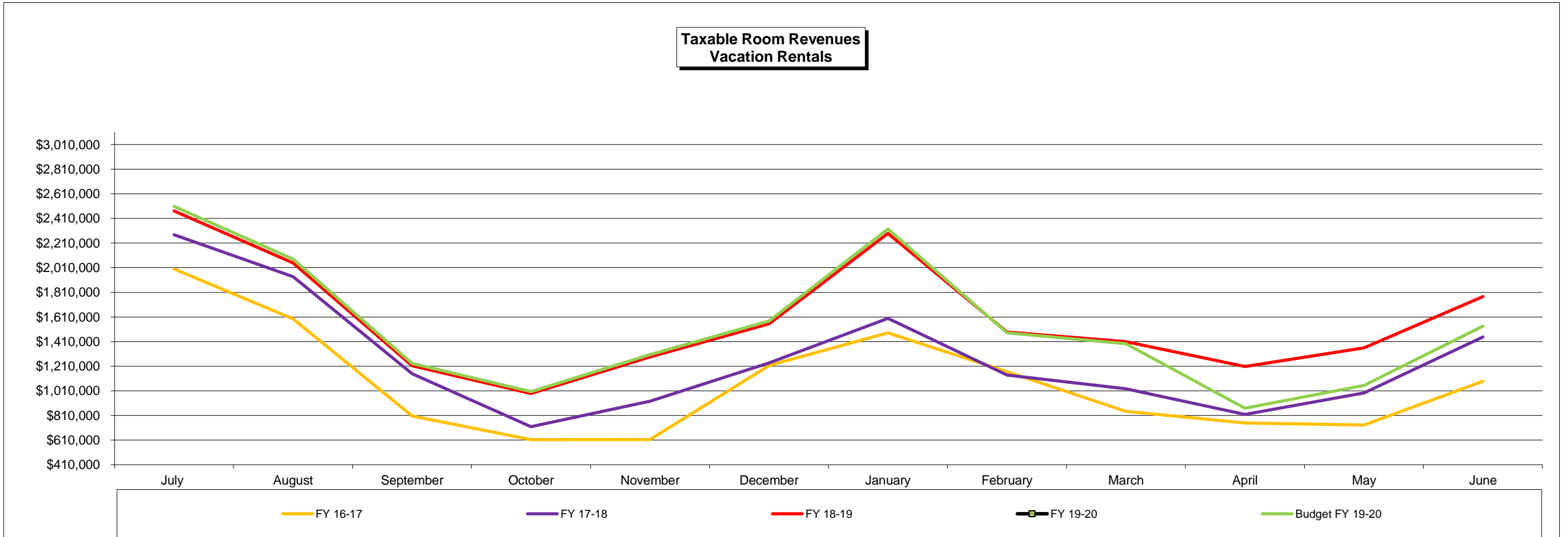
| Month         | Actual              |                     |                     |                     |                     |                     | Budget              | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|----------------------|--------------|------------------------|--------------|
|               | FY 13-14            | FY 14-15            | FY 15-16            | FY 16-17            | FY 17-18            | FY 18-19            | FY 19-20            | Amount               | %            | Amount                 | %            |
| July          | \$ 283,896          | \$ 415,425          | \$ 303,017          | \$ 394,848          | \$ 431,554          | \$ 422,096          | \$ 459,834          | \$ 37,738            | 8.9%         | \$ 37,739              | 8.9%         |
| August        | \$ 459,408          | \$ 358,198          | \$ 455,248          | \$ 492,876          | \$ 526,064          | \$ 541,366          | \$ 612,460          | \$ 71,094            | 13.1%        | \$ 71,094              | 13.1%        |
| September     | \$ 411,033          | \$ 410,709          | \$ 499,174          | \$ 518,743          | \$ 586,128          | \$ 515,286          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| October       | \$ 199,505          | \$ 192,162          | \$ 226,042          | \$ 239,377          | \$ 291,258          | \$ 286,594          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| November      | \$ 93,562           | \$ 81,623           | \$ 85,272           | \$ 129,436          | \$ 104,508          | \$ 137,679          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| December      | \$ 57,528           | \$ 55,631           | \$ 46,555           | \$ 80,252           | \$ 98,319           | \$ 70,275           | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| January       | \$ 48,887           | \$ 62,332           | \$ 53,865           | \$ 68,997           | \$ 88,525           | \$ 97,735           | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| February      | \$ 47,871           | \$ 74,063           | \$ 77,739           | \$ 83,601           | \$ 119,720          | \$ 100,651          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| March         | \$ 99,225           | \$ 130,844          | \$ 139,844          | \$ 194,710          | \$ 187,230          | \$ 227,311          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| April         | \$ 161,406          | \$ 192,460          | \$ 204,494          | \$ 261,564          | \$ 291,961          | \$ 367,593          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| May           | \$ 227,757          | \$ 255,993          | \$ 303,880          | \$ 390,230          | \$ 345,676          | \$ 395,340          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| June          | \$ 247,831          | \$ 286,863          | \$ 367,478          | \$ 450,486          | \$ 409,966          | \$ 457,754          | \$ -                | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| <b>Totals</b> | <b>\$ 2,337,910</b> | <b>\$ 2,516,303</b> | <b>\$ 2,762,609</b> | <b>\$ 3,305,120</b> | <b>\$ 3,480,909</b> | <b>\$ 3,619,679</b> | <b>\$ 1,072,294</b> | <b>\$ 108,832</b>    | <b>11.3%</b> | <b>\$ 108,833</b>      | <b>10.8%</b> |



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

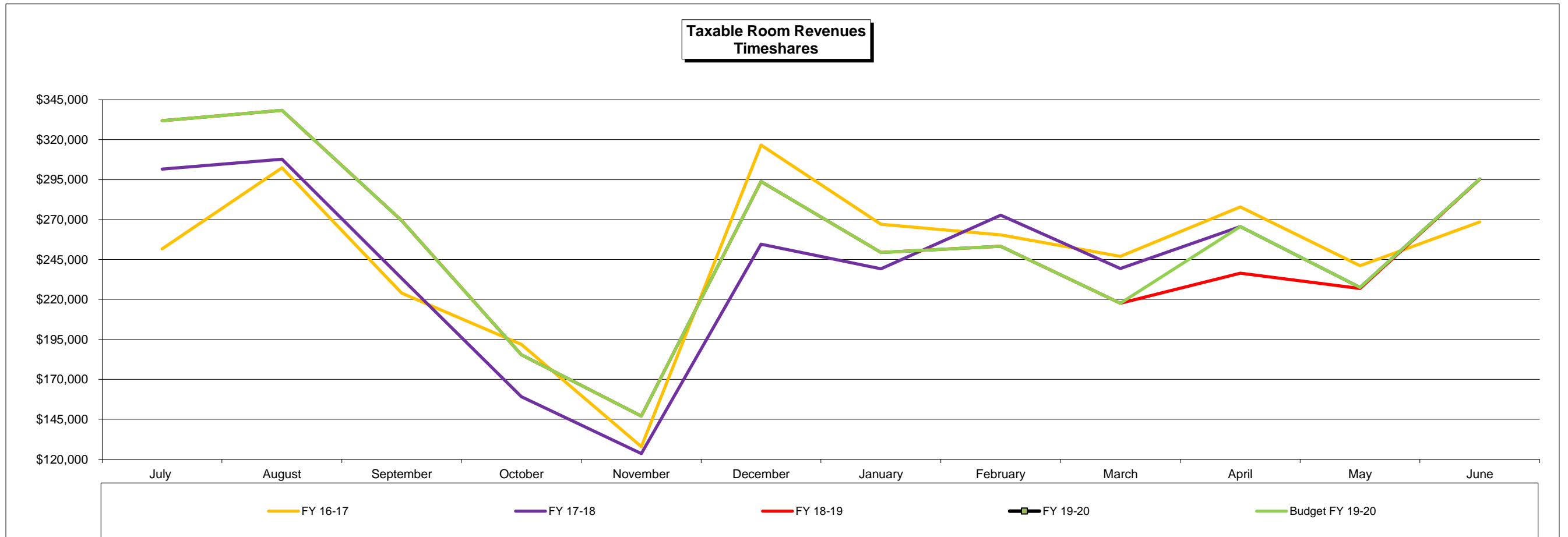
| Month         | Actual              |                     |                     |                      |                      |                      | Budget              | Variance from Budget |                   | Variance from FY 18-19 |                   |              |
|---------------|---------------------|---------------------|---------------------|----------------------|----------------------|----------------------|---------------------|----------------------|-------------------|------------------------|-------------------|--------------|
|               | FY 13-14            | FY 14-15            | FY 15-16            | FY 16-17             | FY 17-18             | FY 18-19             | FY 19-20            | Amount               | %                 | Amount                 | %                 |              |
| July          | \$ 1,413,733        | \$ 1,375,555        | \$ 1,428,189        | \$ 2,000,097         | \$ 2,277,580         | \$ 2,470,853         | \$ 2,873,851        | \$ 2,507,916         | \$ 365,935        | 14.6%                  | \$ 402,998        | 16.3%        |
| August        | \$ 1,296,377        | \$ 1,394,758        | \$ 1,350,815        | \$ 1,593,912         | \$ 1,938,278         | \$ 2,049,379         | \$ 2,506,686        | \$ 2,080,120         | \$ 426,566        | 20.5%                  | \$ 457,308        | 22.3%        |
| September     | \$ 338,625          | \$ 350,308          | \$ 477,603          | \$ 806,557           | \$ 1,149,596         | \$ 1,213,659         | \$ -                | \$ 1,231,864         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| October       | \$ 104,823          | \$ 126,506          | \$ 157,250          | \$ 614,152           | \$ 719,179           | \$ 988,505           | \$ -                | \$ 1,003,333         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| November      | \$ 100,338          | \$ 114,757          | \$ 212,898          | \$ 614,461           | \$ 925,963           | \$ 1,285,718         | \$ -                | \$ 1,305,004         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| December      | \$ 539,165          | \$ 653,869          | \$ 822,055          | \$ 1,216,733         | \$ 1,236,977         | \$ 1,553,695         | \$ -                | \$ 1,577,000         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| January       | \$ 516,981          | \$ 605,038          | \$ 684,065          | \$ 1,481,808         | \$ 1,599,071         | \$ 2,288,984         | \$ -                | \$ 2,323,319         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| February      | \$ 298,322          | \$ 384,313          | \$ 662,046          | \$ 1,166,273         | \$ 1,138,518         | \$ 1,486,424         | \$ -                | \$ 1,482,007         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| March         | \$ 140,289          | \$ 144,603          | \$ 447,462          | \$ 844,682           | \$ 1,027,667         | \$ 1,408,583         | \$ -                | \$ 1,392,675         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| April         | \$ 68,823           | \$ 113,361          | \$ 338,695          | \$ 750,286           | \$ 819,420           | \$ 1,208,019         | \$ -                | \$ 869,138           | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| May           | \$ 137,208          | \$ 162,812          | \$ 478,590          | \$ 733,515           | \$ 993,887           | \$ 1,358,571         | \$ -                | \$ 1,054,191         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| June          | \$ 348,522          | \$ 475,696          | \$ 943,814          | \$ 1,087,841         | \$ 1,446,834         | \$ 1,774,690         | \$ -                | \$ 1,534,621         | \$ -              | 0.0%                   | \$ -              | 0.0%         |
| <b>Totals</b> | <b>\$ 5,303,207</b> | <b>\$ 5,901,576</b> | <b>\$ 8,003,482</b> | <b>\$ 12,910,316</b> | <b>\$ 15,272,970</b> | <b>\$ 19,087,080</b> | <b>\$ 5,380,537</b> | <b>\$ 18,361,188</b> | <b>\$ 792,501</b> | <b>17.3%</b>           | <b>\$ 860,306</b> | <b>19.0%</b> |

**Taxable Room Revenues  
Vacation Rentals**



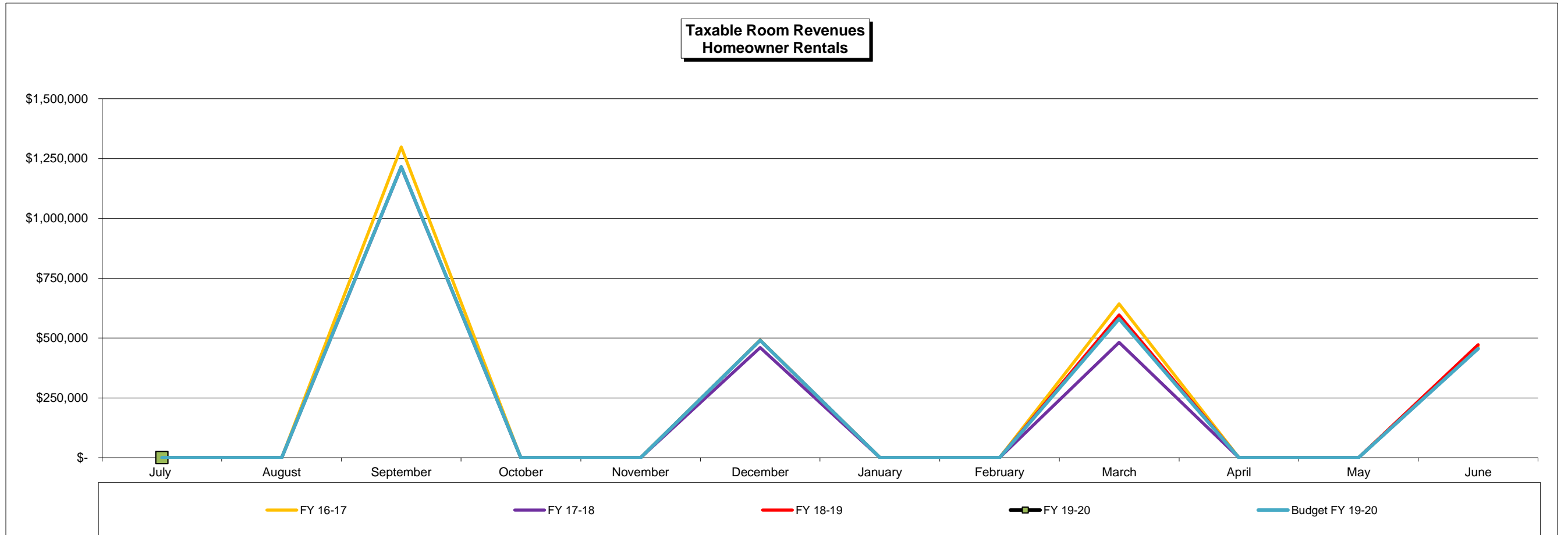
**Reno-Sparks Convention and Visitors Authority  
Taxable Room Revenues-Timeshares  
Trend**

| Month         | Actual              |                     |                     |                     |                     |                     | Budget            | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|---------------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------------|----------------------|-------------|------------------------|-------------|
|               | FY 13-14            | FY 14-15            | FY 15-16            | FY 16-17            | FY 17-18            | FY 18-19            | FY 19-20          | Amount               | %           | Amount                 | %           |
| July          | \$ 256,395          | \$ 307,847          | \$ 269,824          | \$ 251,688          | \$ 301,504          | \$ 331,920          | \$ 343,006        | \$ 11,086            | 3.3%        | \$ 11,087              | 3.3%        |
| August        | \$ 256,896          | \$ 278,978          | \$ 197,935          | \$ 302,337          | \$ 307,763          | \$ 338,354          | \$ 364,529        | \$ 26,175            | 7.7%        | \$ 26,175              | 7.7%        |
| September     | \$ 172,860          | \$ 176,861          | \$ 174,117          | \$ 223,996          | \$ 233,264          | \$ 269,364          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| October       | \$ 146,131          | \$ 124,402          | \$ 139,640          | \$ 191,848          | \$ 159,076          | \$ 185,484          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| November      | \$ 85,244           | \$ 74,719           | \$ 95,795           | \$ 127,898          | \$ 123,559          | \$ 147,031          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| December      | \$ 143,704          | \$ 137,710          | \$ 223,260          | \$ 316,649          | \$ 254,633          | \$ 293,845          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| January       | \$ 114,198          | \$ 110,879          | \$ 219,685          | \$ 267,082          | \$ 239,159          | \$ 249,434          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| February      | \$ 155,891          | \$ 107,305          | \$ 219,699          | \$ 260,358          | \$ 272,691          | \$ 253,303          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| March         | \$ 130,106          | \$ 135,522          | \$ 196,166          | \$ 246,932          | \$ 239,300          | \$ 217,671          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| April         | \$ 192,367          | \$ 176,095          | \$ 196,237          | \$ 277,966          | \$ 265,567          | \$ 236,414          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| May           | \$ 156,145          | \$ 177,489          | \$ 174,017          | \$ 241,113          | \$ 227,479          | \$ 226,819          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| June          | \$ 150,111          | \$ 195,575          | \$ 183,605          | \$ 268,532          | \$ 295,500          | \$ 295,188          | \$ -              | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| <b>Totals</b> | <b>\$ 1,960,047</b> | <b>\$ 2,003,382</b> | <b>\$ 2,289,980</b> | <b>\$ 2,976,399</b> | <b>\$ 2,919,494</b> | <b>\$ 3,044,826</b> | <b>\$ 707,535</b> | <b>\$ 37,261</b>     | <b>5.6%</b> | <b>\$ 37,262</b>       | <b>5.5%</b> |



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

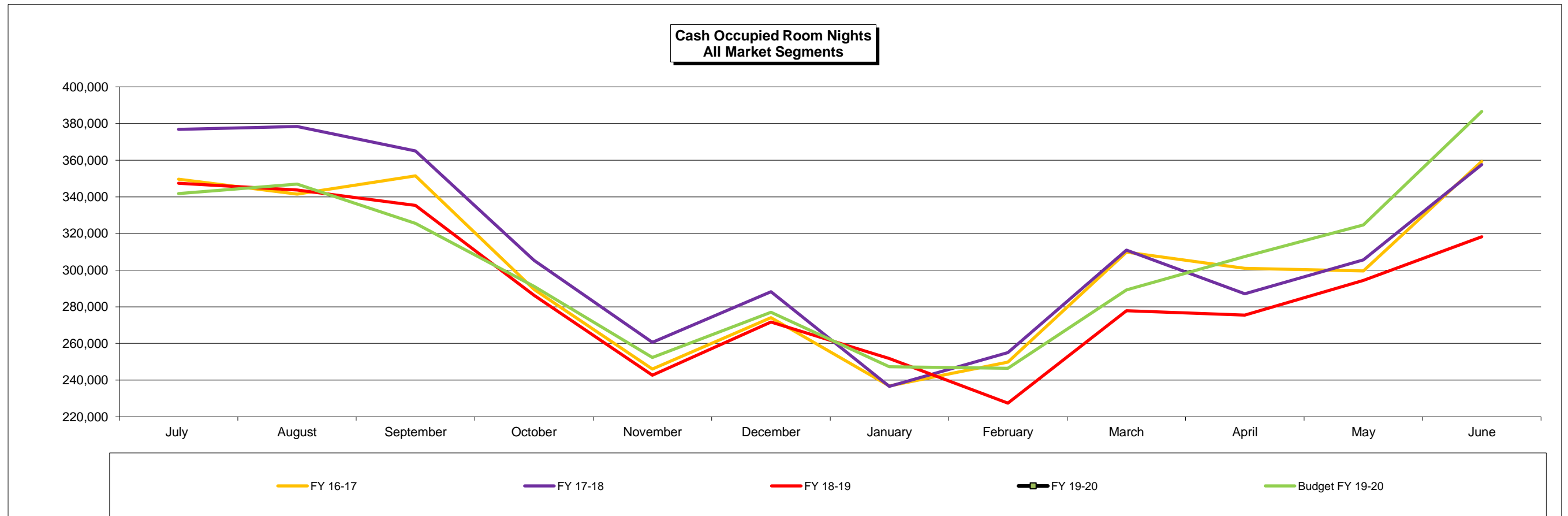
| Month         | Actual      |                     |                     |                     |                     |                     | Budget      | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|-------------|---------------------|---------------------|---------------------|---------------------|---------------------|-------------|----------------------|-------------|------------------------|-------------|
|               | FY 13-14    | FY 14-15            | FY 15-16            | FY 16-17            | FY 17-18            | FY 18-19            | FY 19-20    | 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        | \$ -        | \$ 1,215,516         | 0.0%        | \$ -                   | 0.0%        |
| October       | \$ -        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -        | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| November      | \$ -        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -        | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| December      | \$ -        | \$ 514,500          | \$ 633,768          | \$ 491,265          | \$ 460,638          | \$ 490,100          | \$ -        | \$ 490,100           | 0.0%        | \$ -                   | 0.0%        |
| January       | \$ -        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -        | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| February      | \$ -        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -        | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| March         | \$ -        | \$ 492,359          | \$ 824,314          | \$ 642,648          | \$ 482,263          | \$ 596,751          | \$ -        | \$ 579,946           | 0.0%        | \$ -                   | 0.0%        |
| April         | \$ -        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -        | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| May           | \$ -        | \$ -                | \$ -                | \$ -                | \$ -                | \$ -                | \$ -        | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| June          | \$ -        | \$ 551,053          | \$ 553,878          | \$ 466,248          | \$ 455,661          | \$ 472,326          | \$ -        | \$ 455,661           | 0.0%        | \$ -                   | 0.0%        |
| <b>Totals</b> | <b>\$ -</b> | <b>\$ 2,408,230</b> | <b>\$ 3,521,319</b> | <b>\$ 2,898,345</b> | <b>\$ 2,611,686</b> | <b>\$ 2,774,693</b> | <b>\$ -</b> | <b>\$ 2,741,223</b>  | <b>0.0%</b> | <b>\$ -</b>            | <b>0.0%</b> |





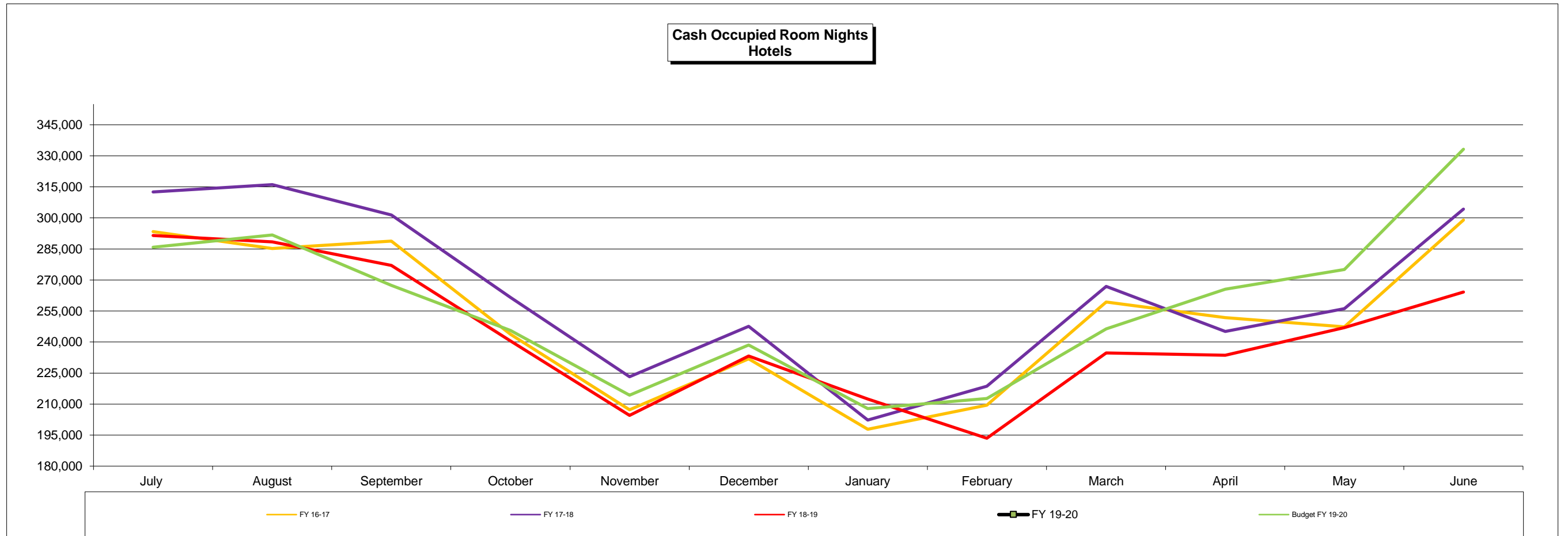
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Room Nights-Consolidated Summary  
Trend**

| Month         | Actual           |                  |                  |                  |                  |                  | Budget         | Variance from Budget |                 | Variance from FY 18-19 |                 |              |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|----------------------|-----------------|------------------------|-----------------|--------------|
|               | FY 13-14         | FY 14-15         | FY 15-16         | FY 16-17         | FY 17-18         | FY 18-19         | FY 19-20       | Amount               | %               | Amount                 | %               |              |
| July          | 337,964          | 337,506          | 339,576          | 349,602          | 376,823          | 347,401          | 329,772        | 341,747              | (11,975)        | -3.5%                  | (17,629)        | -5.1%        |
| August        | 336,075          | 336,070          | 342,310          | 341,443          | 378,365          | 343,719          | 335,749        | 346,962              | (11,213)        | -3.2%                  | (7,970)         | -2.3%        |
| September     | 300,877          | 317,039          | 344,280          | 351,394          | 365,040          | 335,338          | -              | 325,473              | -               | 0.0%                   | -               | 0.0%         |
| October       | 256,714          | 277,970          | 310,005          | 289,432          | 305,381          | 286,215          | -              | 291,117              | -               | 0.0%                   | -               | 0.0%         |
| November      | 218,319          | 222,114          | 226,892          | 245,978          | 260,669          | 242,645          | -              | 252,296              | -               | 0.0%                   | -               | 0.0%         |
| December      | 235,178          | 254,403          | 278,784          | 274,069          | 288,203          | 271,632          | -              | 276,962              | -               | 0.0%                   | -               | 0.0%         |
| January       | 200,001          | 238,144          | 224,971          | 236,825          | 236,592          | 251,817          | -              | 247,248              | -               | 0.0%                   | -               | 0.0%         |
| February      | 221,878          | 233,050          | 255,092          | 249,799          | 254,967          | 227,442          | -              | 246,446              | -               | 0.0%                   | -               | 0.0%         |
| March         | 258,279          | 265,273          | 298,449          | 309,745          | 310,967          | 277,855          | -              | 289,234              | -               | 0.0%                   | -               | 0.0%         |
| April         | 273,333          | 264,284          | 287,960          | 301,000          | 287,038          | 275,513          | -              | 307,485              | -               | 0.0%                   | -               | 0.0%         |
| May           | 286,043          | 290,428          | 280,547          | 299,539          | 305,590          | 294,377          | -              | 324,618              | -               | 0.0%                   | -               | 0.0%         |
| June          | 313,347          | 308,247          | 339,755          | 359,361          | 357,595          | 318,242          | -              | 386,573              | -               | 0.0%                   | -               | 0.0%         |
| <b>Totals</b> | <b>3,238,008</b> | <b>3,344,528</b> | <b>3,528,621</b> | <b>3,608,187</b> | <b>3,727,230</b> | <b>3,472,196</b> | <b>665,521</b> | <b>3,636,161</b>     | <b>(23,188)</b> | <b>-3.4%</b>           | <b>(25,599)</b> | <b>-3.7%</b> |



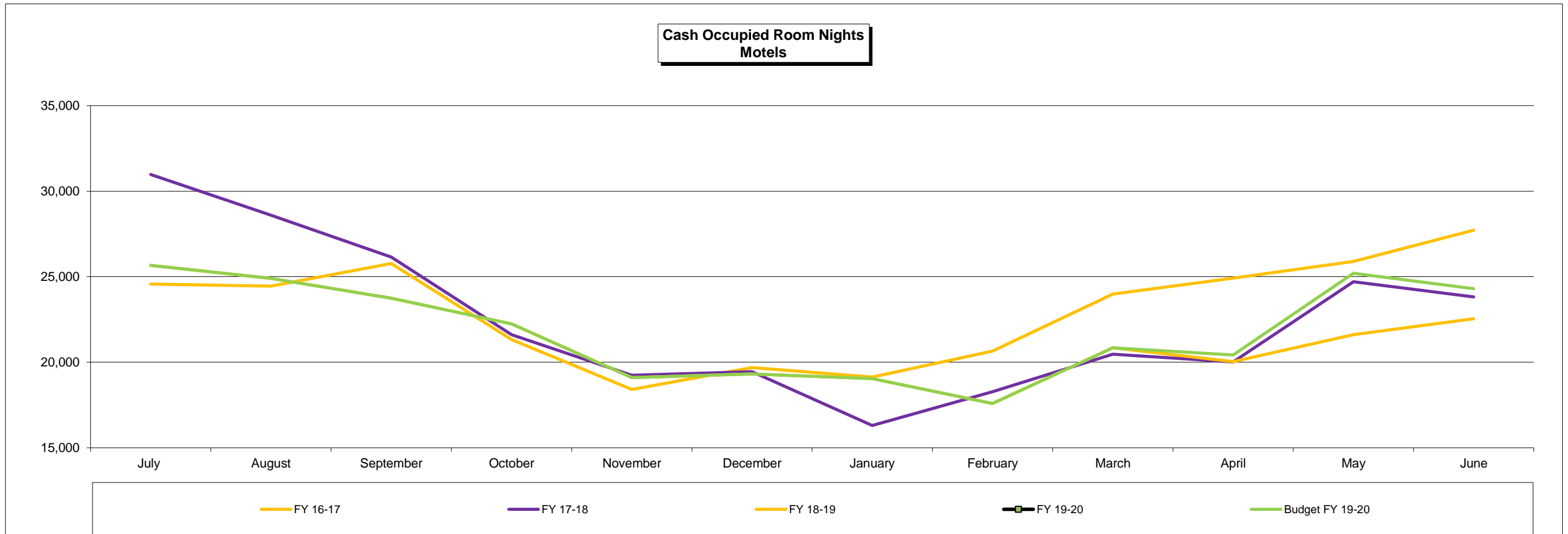
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Rooms-Hotels  
Trend**

| Month         | Actual           |                  |                  |                  |                  |                  | Budget         | Variance from Budget |                 | Variance from FY 18-19 |                 |              |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|----------------------|-----------------|------------------------|-----------------|--------------|
|               | FY 13-14         | FY 14-15         | FY 15-16         | FY 16-17         | FY 17-18         | FY 18-19         | FY 19-20       | Amount               | %               | Amount                 | %               |              |
| July          | 276,387          | 269,807          | 284,759          | 293,323          | 312,553          | 291,494          | 273,372        | 285,875              | (12,503)        | -4.4%                  | (18,122)        | -6.2%        |
| August        | 269,911          | 270,447          | 284,774          | 285,204          | 316,080          | 288,400          | 278,903        | 291,735              | (12,832)        | -4.4%                  | (9,497)         | -3.3%        |
| September     | 241,162          | 252,794          | 282,833          | 288,769          | 301,350          | 277,077          | -              | 267,380              | -               | 0.0%                   | -               | 0.0%         |
| October       | 208,862          | 226,293          | 265,627          | 243,707          | 261,623          | 240,526          | -              | 245,567              | -               | 0.0%                   | -               | 0.0%         |
| November      | 180,627          | 181,215          | 193,533          | 207,243          | 223,157          | 204,585          | -              | 214,341              | -               | 0.0%                   | -               | 0.0%         |
| December      | 196,187          | 208,121          | 241,352          | 231,882          | 247,587          | 233,189          | -              | 238,579              | -               | 0.0%                   | -               | 0.0%         |
| January       | 166,283          | 196,543          | 191,160          | 197,827          | 202,279          | 212,424          | -              | 207,822              | -               | 0.0%                   | -               | 0.0%         |
| February      | 186,758          | 192,502          | 218,917          | 209,421          | 218,690          | 193,493          | -              | 212,667              | -               | 0.0%                   | -               | 0.0%         |
| March         | 217,395          | 218,181          | 255,737          | 259,354          | 266,876          | 234,769          | -              | 246,377              | -               | 0.0%                   | -               | 0.0%         |
| April         | 227,412          | 217,116          | 246,172          | 251,808          | 245,060          | 233,629          | -              | 265,529              | -               | 0.0%                   | -               | 0.0%         |
| May           | 236,344          | 237,379          | 236,722          | 247,278          | 256,102          | 246,979          | -              | 275,093              | -               | 0.0%                   | -               | 0.0%         |
| June          | 260,577          | 249,350          | 286,757          | 298,971          | 304,252          | 264,134          | -              | 333,192              | -               | 0.0%                   | -               | 0.0%         |
| <b>Totals</b> | <b>2,667,905</b> | <b>2,719,748</b> | <b>2,988,343</b> | <b>3,014,787</b> | <b>3,155,609</b> | <b>2,920,699</b> | <b>552,275</b> | <b>3,084,157</b>     | <b>(25,335)</b> | <b>-4.4%</b>           | <b>(27,619)</b> | <b>-4.8%</b> |



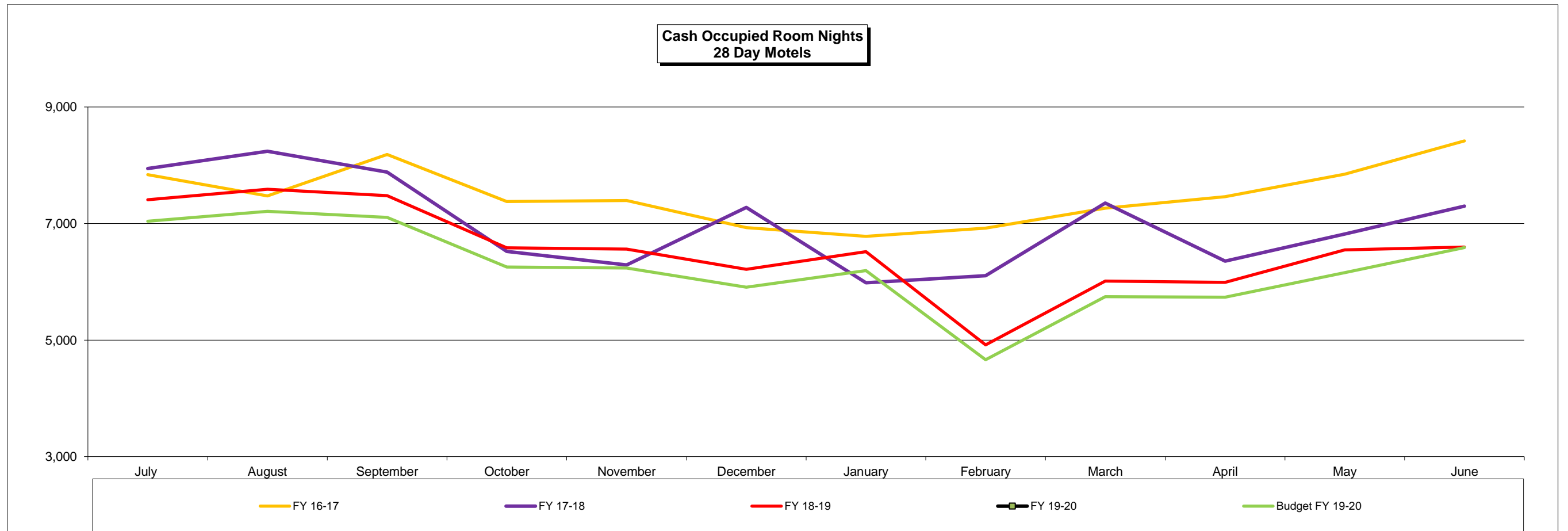
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Rooms-Motels  
Trend**

| Month         | Actual         |                |                |                |                |                | Budget        | Variance from Budget |                | Variance from FY 18-19 |                |              |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|----------------------|----------------|------------------------|----------------|--------------|
|               | FY 13-14       | FY 14-15       | FY 15-16       | FY 16-17       | FY 17-18       | FY 18-19       | FY 19-20      | Amount               | %              | Amount                 | %              |              |
| July          | 29,067         | 31,699         | 23,734         | 24,571         | 30,975         | 25,664         | 23,636        | 25,664               | (2,028)        | -7.9%                  | (2,028)        | -7.9%        |
| August        | 31,609         | 31,811         | 23,953         | 24,453         | 28,593         | 24,907         | 23,212        | 24,907               | (1,695)        | -6.8%                  | (1,695)        | -6.8%        |
| September     | 28,119         | 27,473         | 24,878         | 25,767         | 26,151         | 23,745         | -             | 23,745               | -              | 0.0%                   | -              | 0.0%         |
| October       | 23,308         | 24,792         | 22,924         | 21,329         | 21,615         | 22,239         | -             | 22,239               | -              | 0.0%                   | -              | 0.0%         |
| November      | 19,042         | 20,104         | 16,967         | 18,411         | 19,240         | 19,111         | -             | 19,111               | -              | 0.0%                   | -              | 0.0%         |
| December      | 19,634         | 22,984         | 19,184         | 19,686         | 19,444         | 19,308         | -             | 19,308               | -              | 0.0%                   | -              | 0.0%         |
| January       | 17,187         | 22,433         | 18,195         | 19,137         | 16,305         | 19,038         | -             | 19,038               | -              | 0.0%                   | -              | 0.0%         |
| February      | 18,253         | 21,560         | 18,287         | 20,657         | 18,284         | 17,590         | -             | 17,590               | -              | 0.0%                   | -              | 0.0%         |
| March         | 21,743         | 22,707         | 18,838         | 23,992         | 20,466         | 20,846         | -             | 20,846               | -              | 0.0%                   | -              | 0.0%         |
| April         | 23,711         | 23,303         | 20,109         | 24,910         | 20,023         | 20,029         | -             | 20,423               | -              | 0.0%                   | -              | 0.0%         |
| May           | 25,612         | 26,679         | 19,873         | 25,900         | 24,706         | 21,606         | -             | 25,200               | -              | 0.0%                   | -              | 0.0%         |
| June          | 25,104         | 26,516         | 21,915         | 27,721         | 23,821         | 22,542         | -             | 24,297               | -              | 0.0%                   | -              | 0.0%         |
| <b>Totals</b> | <b>282,389</b> | <b>302,061</b> | <b>248,857</b> | <b>276,534</b> | <b>269,623</b> | <b>256,625</b> | <b>46,848</b> | <b>262,368</b>       | <b>(3,723)</b> | <b>-7.4%</b>           | <b>(3,723)</b> | <b>-7.4%</b> |



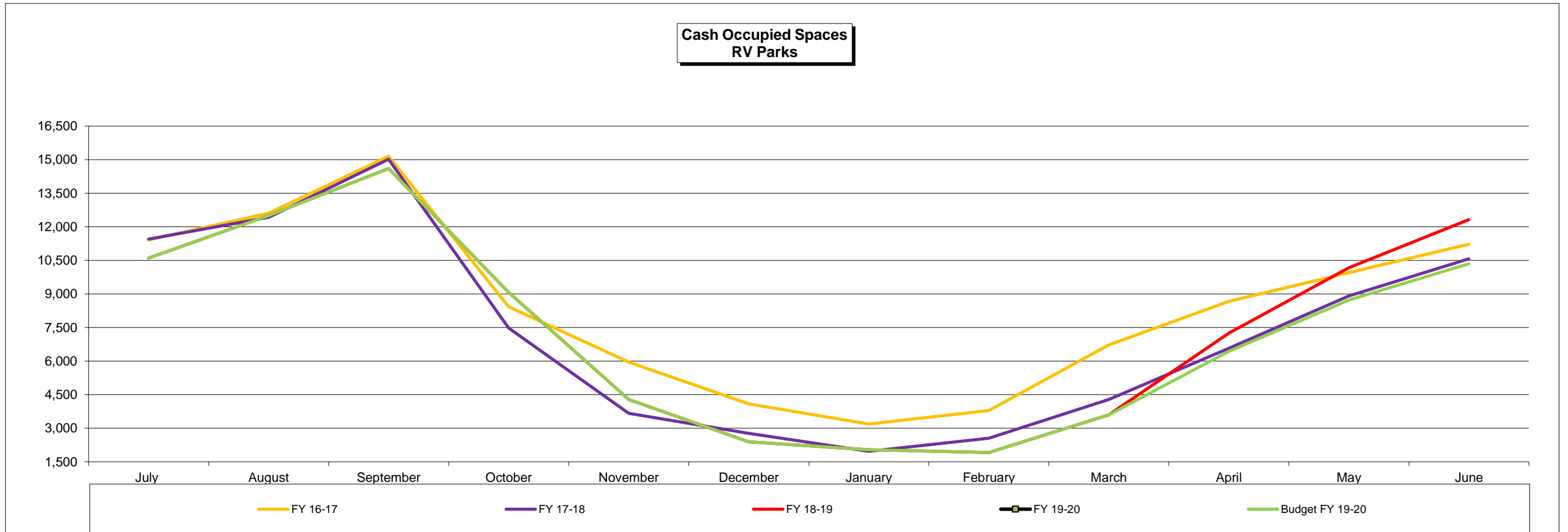
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Rooms-28 Day Motels  
Trend**

| Month         | Actual         |                |                |               |               |               | Budget        | Variance from Budget |              | Variance from FY 18-19 |                |              |
|---------------|----------------|----------------|----------------|---------------|---------------|---------------|---------------|----------------------|--------------|------------------------|----------------|--------------|
|               | FY 13-14       | FY 14-15       | FY 15-16       | FY 16-17      | FY 17-18      | FY 18-19      | FY 19-20      | Amount               | %            | Amount                 | %              |              |
| July          | 10,426         | 11,178         | 9,594          | 7,839         | 7,942         | 7,410         | 6,744         | 7,040                | (296)        | -4.2%                  | (666)          | -9.0%        |
| August        | 10,718         | 10,869         | 9,558          | 7,474         | 8,240         | 7,588         | 7,200         | 7,209                | (9)          | -0.1%                  | (388)          | -5.1%        |
| September     | 9,858          | 9,477          | 10,026         | 8,183         | 7,880         | 7,479         | -             | 7,105                | -            | 0.0%                   | -              | 0.0%         |
| October       | 8,746          | 9,061          | 9,102          | 7,376         | 6,521         | 6,584         | -             | 6,255                | -            | 0.0%                   | -              | 0.0%         |
| November      | 7,858          | 8,125          | 8,006          | 7,393         | 6,288         | 6,562         | -             | 6,234                | -            | 0.0%                   | -              | 0.0%         |
| December      | 7,897          | 9,048          | 7,260          | 6,931         | 7,277         | 6,216         | -             | 5,905                | -            | 0.0%                   | -              | 0.0%         |
| January       | 7,598          | 8,388          | 7,959          | 6,780         | 5,983         | 6,518         | -             | 6,192                | -            | 0.0%                   | -              | 0.0%         |
| February      | 7,828          | 8,070          | 7,822          | 6,922         | 7,810         | 4,917         | -             | 4,662                | -            | 0.0%                   | -              | 0.0%         |
| March         | 8,795          | 7,527          | 8,767          | 7,262         | 7,349         | 6,011         | -             | 5,744                | -            | 0.0%                   | -              | 0.0%         |
| April         | 8,613          | 7,426          | 9,138          | 7,460         | 6,355         | 5,991         | -             | 5,735                | -            | 0.0%                   | -              | 0.0%         |
| May           | 8,807          | 8,714          | 8,968          | 7,846         | 6,820         | 6,547         | -             | 6,155                | -            | 0.0%                   | -              | 0.0%         |
| June          | 9,301          | 9,020          | 8,547          | 8,418         | 7,299         | 6,594         | -             | 6,587                | -            | 0.0%                   | -              | 0.0%         |
| <b>Totals</b> | <b>106,445</b> | <b>106,903</b> | <b>104,747</b> | <b>89,884</b> | <b>84,059</b> | <b>78,417</b> | <b>13,944</b> | <b>74,823</b>        | <b>(305)</b> | <b>-2.1%</b>           | <b>(1,054)</b> | <b>-7.0%</b> |



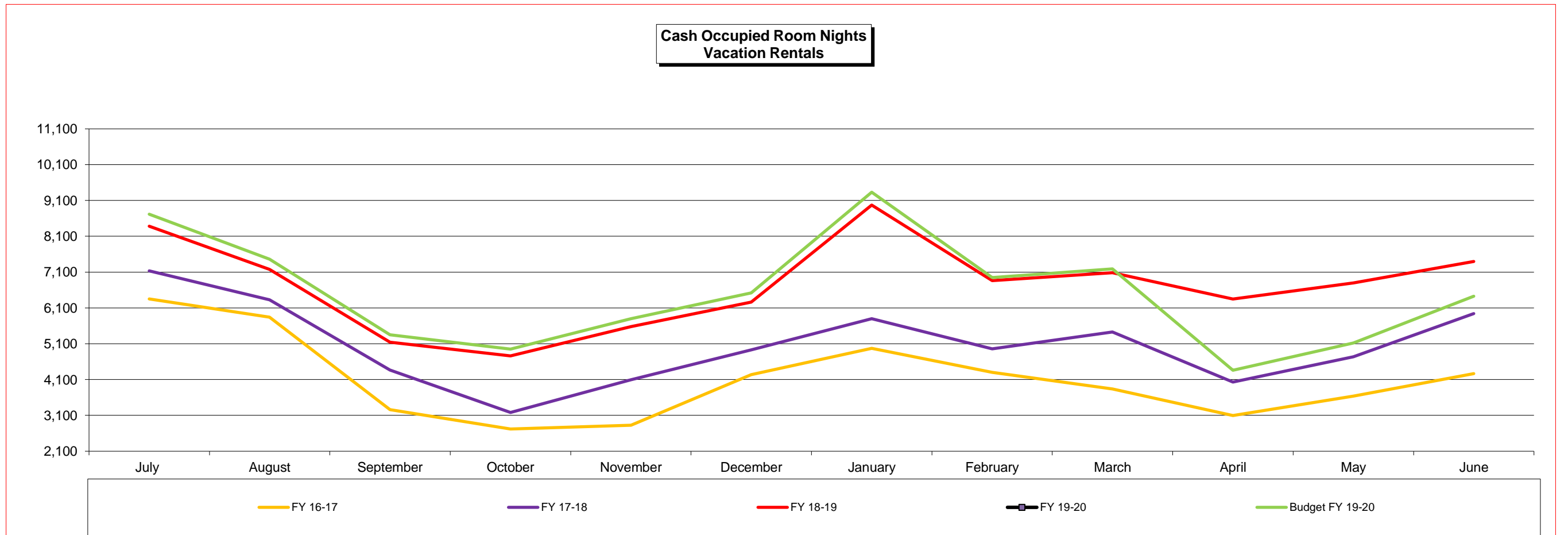
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Spaces-RV Parks  
Trend**

| Month         | Actual        |               |               |                |               |               | Budget        | Variance from Budget |              | Variance from FY 18-19 |              |              |
|---------------|---------------|---------------|---------------|----------------|---------------|---------------|---------------|----------------------|--------------|------------------------|--------------|--------------|
|               | FY 13-14      | FY 14-15      | FY 15-16      | FY 16-17       | FY 17-18      | FY 18-19      | FY 19-20      | Amount               | %            | Amount                 | %            |              |
| July          | 8,931         | 10,967        | 9,374         | 11,413         | 11,446        | 10,598        | 12,491        | 10,598               | 1,893        | 17.9%                  | 1,893        | 17.9%        |
| August        | 11,313        | 10,800        | 11,548        | 12,606         | 12,418        | 12,507        | 14,036        | 12,507               | 1,529        | 12.2%                  | 1,529        | 12.2%        |
| September     | 12,068        | 12,548        | 14,432        | 15,153         | 15,019        | 14,606        | -             | 14,606               | -            | 0.0%                   | -            | 0.0%         |
| October       | 7,716         | 7,387         | 7,491         | 8,423          | 7,472         | 9,066         | -             | 9,066                | -            | 0.0%                   | -            | 0.0%         |
| November      | 4,789         | 4,005         | 3,769         | 5,951          | 3,664         | 4,278         | -             | 4,278                | -            | 0.0%                   | -            | 0.0%         |
| December      | 3,430         | 2,799         | 2,325         | 4,089          | 2,770         | 2,397         | -             | 2,397                | -            | 0.0%                   | -            | 0.0%         |
| January       | 2,426         | 2,851         | 2,238         | 3,188          | 1,967         | 2,040         | -             | 2,040                | -            | 0.0%                   | -            | 0.0%         |
| February      | 2,408         | 3,153         | 2,815         | 3,794          | 2,554         | 1,915         | -             | 1,915                | -            | 0.0%                   | -            | 0.0%         |
| March         | 3,717         | 5,294         | 5,298         | 6,724          | 4,280         | 3,601         | -             | 3,601                | -            | 0.0%                   | -            | 0.0%         |
| April         | 6,568         | 7,249         | 7,095         | 8,673          | 6,567         | 7,248         | -             | 6,436                | -            | 0.0%                   | -            | 0.0%         |
| May           | 7,820         | 7,775         | 8,700         | 9,949          | 8,907         | 10,168        | -             | 8,729                | -            | 0.0%                   | -            | 0.0%         |
| June          | 7,908         | 9,289         | 10,791        | 11,217         | 10,564        | 12,326        | -             | 10,353               | -            | 0.0%                   | -            | 0.0%         |
| <b>Totals</b> | <b>79,094</b> | <b>84,117</b> | <b>85,876</b> | <b>101,180</b> | <b>87,628</b> | <b>90,750</b> | <b>26,527</b> | <b>86,526</b>        | <b>3,422</b> | <b>14.8%</b>           | <b>3,422</b> | <b>14.8%</b> |



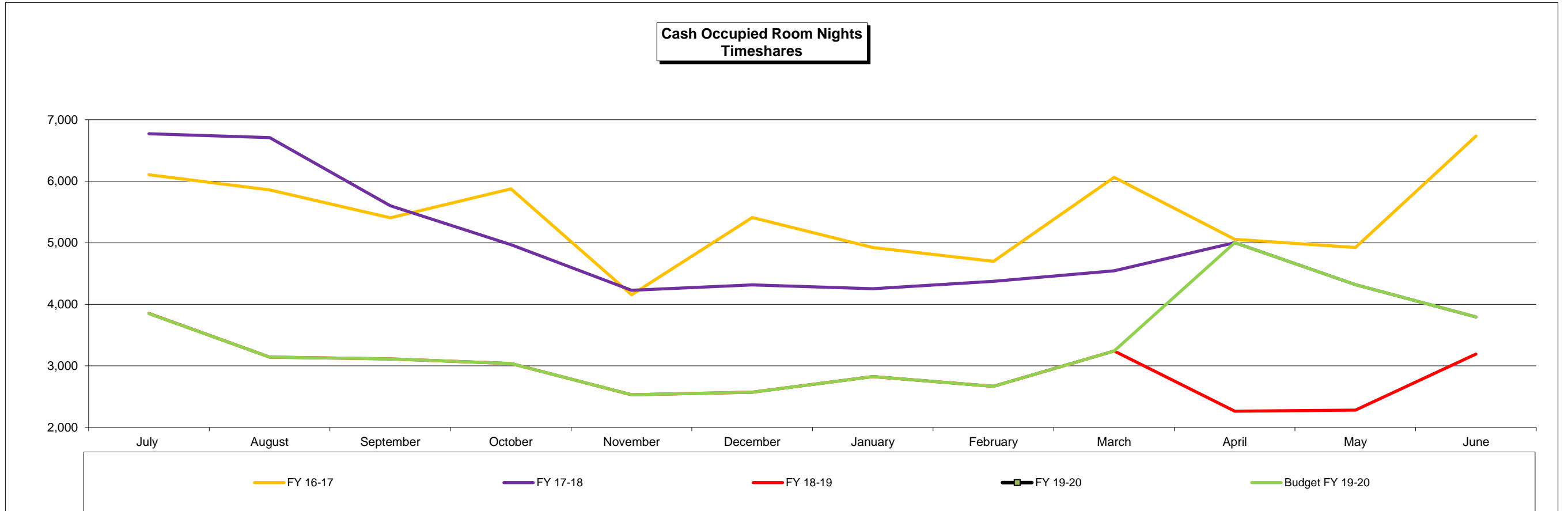
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Rooms-Vacation Rentals  
Trend**

| Month         | Actual        |               |               |               |               |               | Budget        | Variance from Budget |              | Variance from FY 18-19 |              |              |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------------|--------------|------------------------|--------------|--------------|
|               | FY 13-14      | FY 14-15      | FY 15-16      | FY 16-17      | FY 17-18      | FY 18-19      | FY 19-20      | Amount               | %            | Amount                 | %            |              |
| July          | 4,787         | 4,261         | 3,999         | 6,351         | 7,135         | 8,383         | 10,105        | 8,718                | 1,387        | 15.9%                  | 1,722        | 20.5%        |
| August        | 4,338         | 4,322         | 4,024         | 5,844         | 6,325         | 7,174         | 9,037         | 7,461                | 1,576        | 21.1%                  | 1,863        | 26.0%        |
| September     | 1,311         | 992           | 1,418         | 3,257         | 4,365         | 5,141         | -             | 5,347                | -            | 0.0%                   | -            | 0.0%         |
| October       | 427           | 467           | 530           | 2,720         | 3,181         | 4,761         | -             | 4,951                | -            | 0.0%                   | -            | 0.0%         |
| November      | 406           | 401           | 613           | 2,824         | 4,093         | 5,578         | -             | 5,801                | -            | 0.0%                   | -            | 0.0%         |
| December      | 1,643         | 1,770         | 1,885         | 4,236         | 4,929         | 6,266         | -             | 6,517                | -            | 0.0%                   | -            | 0.0%         |
| January       | 1,113         | 1,301         | 1,522         | 4,969         | 5,803         | 8,972         | -             | 9,331                | -            | 0.0%                   | -            | 0.0%         |
| February      | 935           | 1,100         | 1,812         | 4,304         | 4,960         | 6,861         | -             | 6,946                | -            | 0.0%                   | -            | 0.0%         |
| March         | 512           | 465           | 2,632         | 3,839         | 5,431         | 7,086         | -             | 7,187                | -            | 0.0%                   | -            | 0.0%         |
| April         | 351           | 506           | 2,201         | 3,094         | 4,031         | 6,352         | -             | 4,360                | -            | 0.0%                   | -            | 0.0%         |
| May           | 625           | 498           | 3,288         | 3,641         | 4,734         | 6,795         | -             | 5,120                | -            | 0.0%                   | -            | 0.0%         |
| June          | 1,332         | 1,429         | 4,477         | 4,268         | 5,944         | 7,396         | -             | 6,429                | -            | 0.0%                   | -            | 0.0%         |
| <b>Totals</b> | <b>17,780</b> | <b>17,512</b> | <b>28,401</b> | <b>49,347</b> | <b>60,931</b> | <b>80,765</b> | <b>19,142</b> | <b>78,168</b>        | <b>2,963</b> | <b>18.3%</b>           | <b>3,585</b> | <b>23.0%</b> |



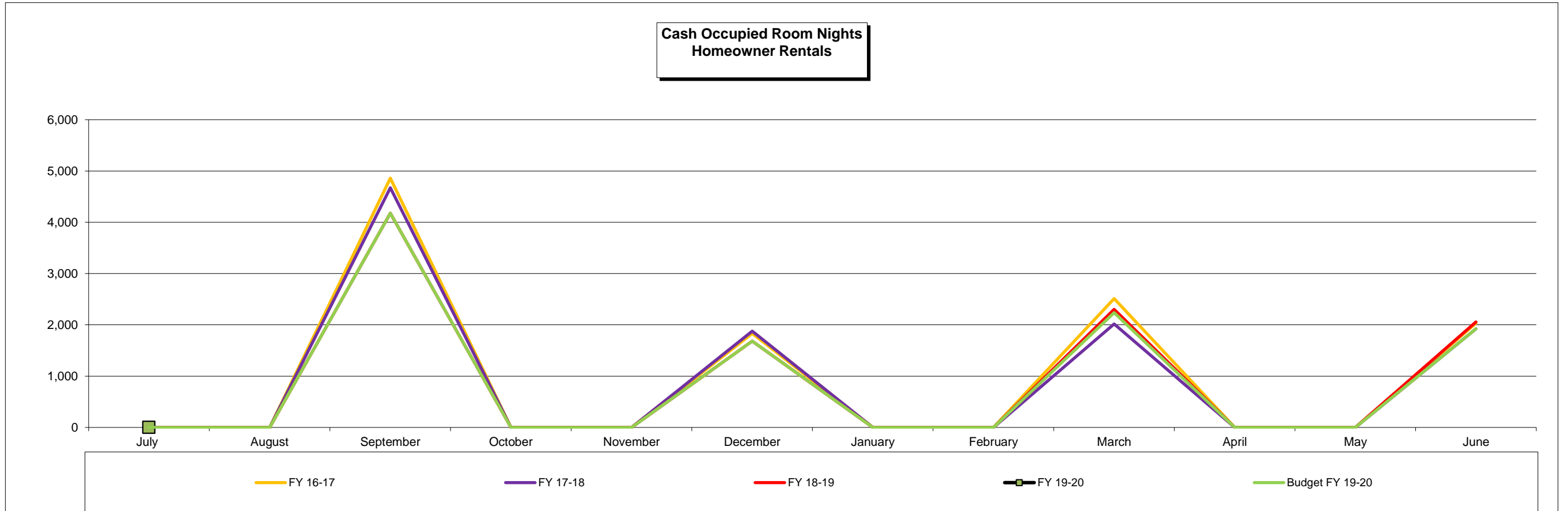
**Reno-Sparks Convention and Visitors Authority  
Cash Occupied Rooms-Timeshares  
Trend**

| Month         | Actual        |                |               |               |               |               | Budget       | Variance from Budget |              | Variance from FY 18-19 |              |              |
|---------------|---------------|----------------|---------------|---------------|---------------|---------------|--------------|----------------------|--------------|------------------------|--------------|--------------|
|               | FY 13-14      | FY 14-15       | FY 15-16      | FY 16-17      | FY 17-18      | FY 18-19      | FY 19-20     | Amount               | %            | Amount                 | %            |              |
| July          | 8,366         | 9,594          | 8,116         | 6,105         | 6,772         | 3,852         | 3,424        | 3,852                | (428)        | -11.1%                 | (428)        | -11.1%       |
| August        | 8,186         | 7,821          | 8,453         | 5,862         | 6,709         | 3,143         | 3,361        | 3,143                | 218          | 6.9%                   | 218          | 6.9%         |
| September     | 8,359         | 10,149         | 4,861         | 5,405         | 5,602         | 3,113         | -            | 3,113                | -            | 0.0%                   | -            | 0.0%         |
| October       | 7,655         | 9,970          | 4,331         | 5,877         | 4,969         | 3,039         | -            | 3,039                | -            | 0.0%                   | -            | 0.0%         |
| November      | 5,597         | 8,264          | 4,004         | 4,156         | 4,227         | 2,531         | -            | 2,531                | -            | 0.0%                   | -            | 0.0%         |
| December      | 6,387         | 7,315          | 4,312         | 5,411         | 4,318         | 2,572         | -            | 2,572                | -            | 0.0%                   | -            | 0.0%         |
| January       | 5,394         | 6,628          | 3,897         | 4,924         | 4,255         | 2,825         | -            | 2,825                | -            | 0.0%                   | -            | 0.0%         |
| February      | 5,696         | 6,665          | 5,439         | 4,701         | 4,374         | 2,666         | -            | 2,666                | -            | 0.0%                   | -            | 0.0%         |
| March         | 6,117         | 8,937          | 3,915         | 6,064         | 4,547         | 3,241         | -            | 3,241                | -            | 0.0%                   | -            | 0.0%         |
| April         | 6,678         | 8,684          | 3,245         | 5,055         | 5,002         | 2,264         | -            | 5,002                | -            | 0.0%                   | -            | 0.0%         |
| May           | 6,835         | 9,383          | 2,996         | 4,925         | 4,321         | 2,282         | -            | 4,321                | -            | 0.0%                   | -            | 0.0%         |
| June          | 9,125         | 10,375         | 5,050         | 6,734         | 3,795         | 3,191         | -            | 3,795                | -            | 0.0%                   | -            | 0.0%         |
| <b>Totals</b> | <b>84,395</b> | <b>103,785</b> | <b>58,619</b> | <b>65,219</b> | <b>58,891</b> | <b>34,719</b> | <b>6,785</b> | <b>40,100</b>        | <b>(210)</b> | <b>-3.0%</b>           | <b>(210)</b> | <b>-3.0%</b> |



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

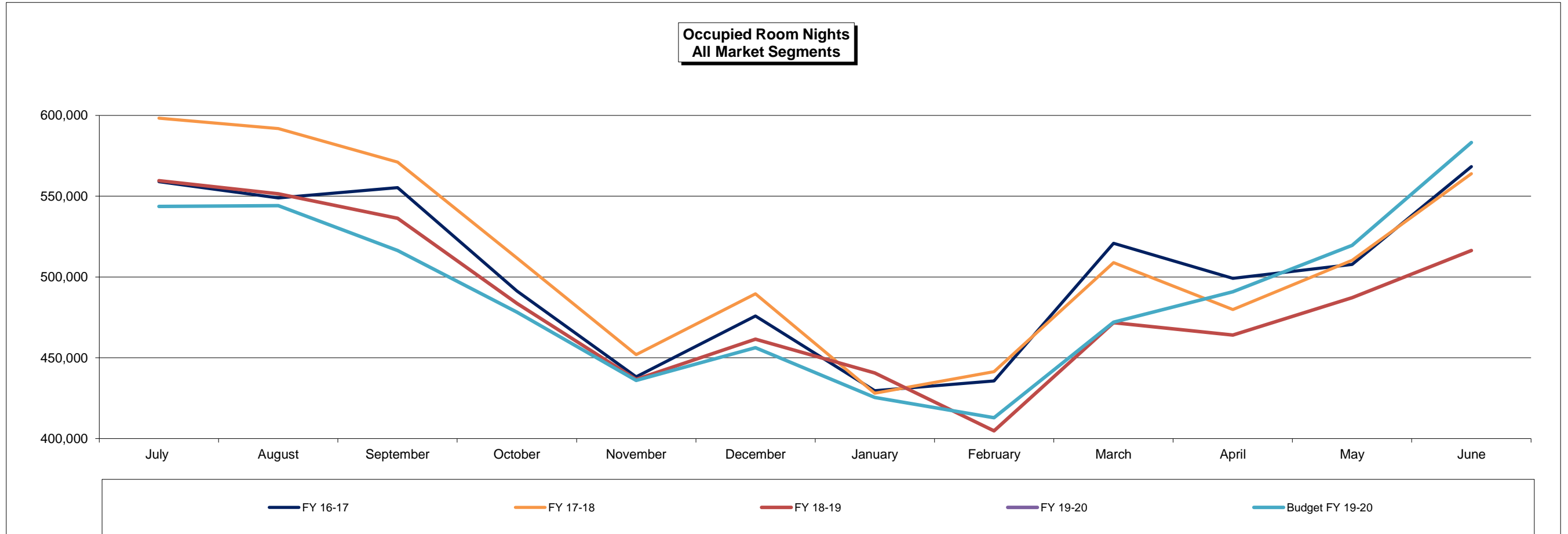
| Month         | Actual   |               |               |               |               |               | Budget   | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|----------|---------------|---------------|---------------|---------------|---------------|----------|----------------------|-------------|------------------------|-------------|
|               | FY 13-14 | FY 14-15      | FY 15-16      | FY 16-17      | FY 17-18      | FY 18-19      | FY 19-20 | Amount               | %           | Amount                 | %           |
| July          | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| August        | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| September     | -        | 3,606         | 5,832         | 4,860         | 4,673         | 4,177         | -        | -                    | 0.0%        | -                      | 0.0%        |
| October       | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| November      | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| December      | -        | 2,366         | 2,466         | 1,834         | 1,878         | 1,684         | -        | -                    | 0.0%        | -                      | 0.0%        |
| January       | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| February      | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| March         | -        | 2,162         | 3,262         | 2,510         | 2,018         | 2,301         | -        | -                    | 0.0%        | -                      | 0.0%        |
| April         | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| May           | -        | -             | -             | -             | -             | -             | -        | -                    | 0.0%        | -                      | 0.0%        |
| June          | -        | 2,268         | 2,218         | 2,032         | 1,920         | 2,059         | -        | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>-</b> | <b>10,402</b> | <b>13,778</b> | <b>11,236</b> | <b>10,489</b> | <b>10,221</b> | <b>-</b> | <b>10,019</b>        | <b>0.0%</b> | <b>-</b>               | <b>0.0%</b> |





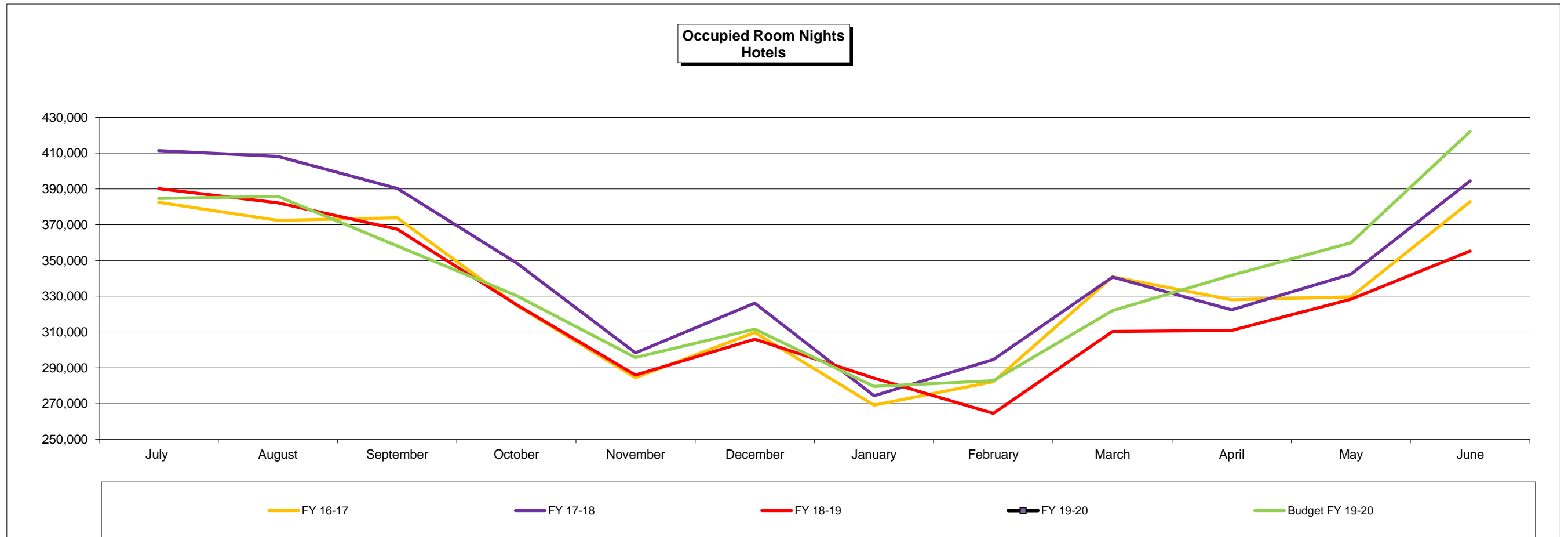
**Reno-Sparks Convention and Visitors Authority  
Occupied Rooms-Consolidated Summary  
Trend**

| Month         | FY 13-14         | FY 14-15         | FY 15-16         | Actual           |                  |                  | FY 19-20         | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|----------------------|--------------|------------------------|--------------|
|               |                  |                  |                  | FY 16-17         | FY 17-18         | FY 18-19         |                  |                    | Amount               | %            | Amount                 | %            |
| July          | 529,220          | 532,560          | 533,061          | 558,932          | 598,303          | 559,625          | 531,028          | 543,598            | (12,570)             | -2.3%        | (28,597)               | -5.1%        |
| August        | 532,551          | 530,095          | 531,622          | 548,907          | 591,815          | 551,515          | 539,449          | 544,145            | (4,696)              | -0.9%        | (12,066)               | -2.2%        |
| September     | 490,994          | 498,961          | 538,200          | 555,329          | 571,095          | 536,269          | -                | 516,351            | -                    | 0.0%         | -                      | 0.0%         |
| October       | 440,343          | 461,911          | 499,815          | 491,289          | 511,826          | 483,734          | -                | 478,239            | -                    | 0.0%         | -                      | 0.0%         |
| November      | 390,984          | 400,324          | 405,085          | 438,248          | 451,999          | 436,662          | -                | 435,998            | -                    | 0.0%         | -                      | 0.0%         |
| December      | 411,024          | 434,190          | 461,879          | 475,810          | 489,652          | 461,499          | -                | 456,290            | -                    | 0.0%         | -                      | 0.0%         |
| January       | 376,196          | 420,430          | 402,010          | 429,629          | 428,069          | 440,561          | -                | 425,510            | -                    | 0.0%         | -                      | 0.0%         |
| February      | 382,620          | 402,632          | 437,603          | 435,728          | 441,422          | 404,774          | -                | 412,905            | -                    | 0.0%         | -                      | 0.0%         |
| March         | 436,577          | 449,343          | 491,853          | 520,869          | 508,940          | 471,663          | -                | 472,045            | -                    | 0.0%         | -                      | 0.0%         |
| April         | 441,992          | 437,895          | 476,563          | 499,243          | 479,824          | 464,116          | -                | 490,914            | -                    | 0.0%         | -                      | 0.0%         |
| May           | 481,152          | 479,544          | 476,722          | 507,723          | 510,342          | 487,166          | -                | 519,570            | -                    | 0.0%         | -                      | 0.0%         |
| June          | 507,148          | 496,475          | 544,683          | 568,328          | 563,983          | 516,419          | -                | 583,236            | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>5,420,801</b> | <b>5,544,360</b> | <b>5,799,096</b> | <b>6,030,035</b> | <b>6,147,270</b> | <b>5,814,003</b> | <b>1,070,477</b> | <b>5,878,801</b>   | <b>(17,266)</b>      | <b>-1.6%</b> | <b>(40,663)</b>        | <b>-3.7%</b> |



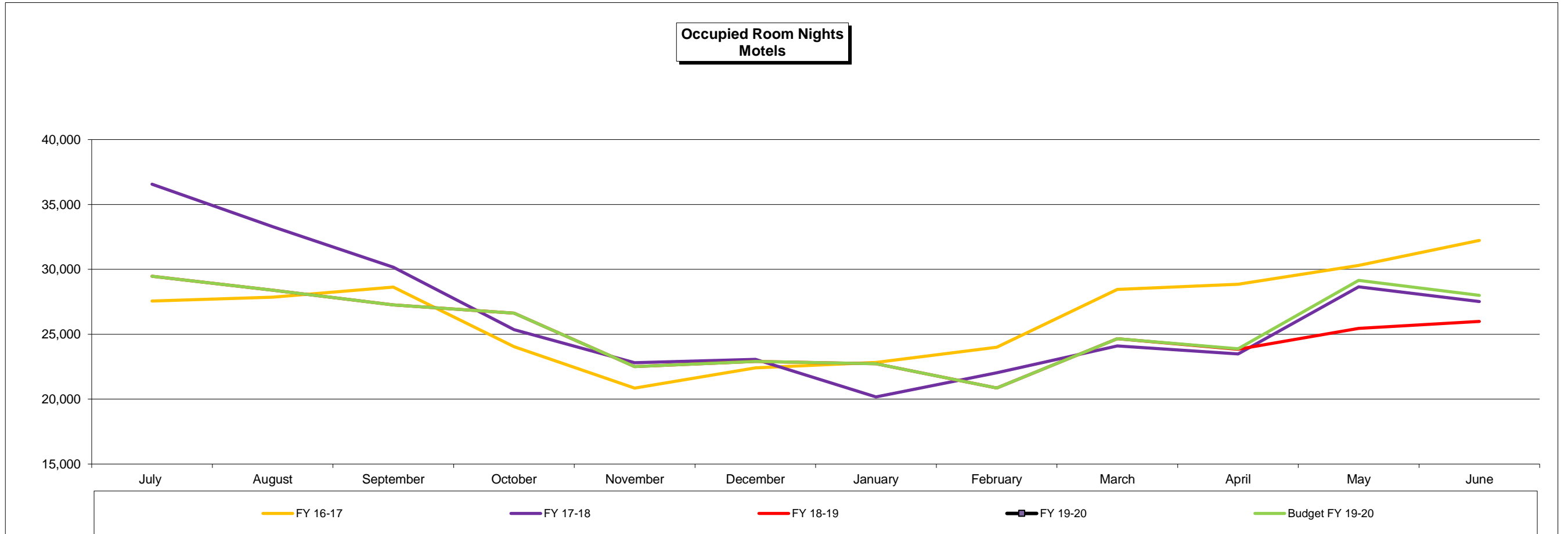
**Reno-Sparks Convention and Visitors Authority  
Occupied Rooms-Hotels  
Trend**

| Month         | FY 13-14         | FY 14-15         | FY 15-16         | Actual           |                  |                  | FY 19-20       | Budget FY 19-20  | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|------------------|----------------------|--------------|------------------------|--------------|
|               |                  |                  |                  | FY 16-17         | FY 17-18         | FY 18-19         |                |                  | Amount               | %            | Amount                 | %            |
| July          | 359,838          | 362,033          | 370,419          | 382,595          | 411,428          | 390,141          | 373,085        | 384,740          | (11,655)             | -3.0%        | (17,056)               | -4.4%        |
| August        | 355,017          | 360,316          | 368,837          | 372,443          | 408,173          | 382,258          | 380,564        | 385,824          | (5,260)              | -1.4%        | (1,694)                | -0.4%        |
| September     | 326,953          | 336,206          | 367,631          | 373,818          | 390,243          | 367,585          | -              | 358,122          | -                    | 0.0%         | -                      | 0.0%         |
| October       | 282,313          | 304,419          | 341,319          | 324,988          | 348,719          | 325,246          | -              | 330,408          | -                    | 0.0%         | -                      | 0.0%         |
| November      | 248,696          | 258,954          | 264,286          | 284,554          | 298,287          | 285,936          | -              | 295,802          | -                    | 0.0%         | -                      | 0.0%         |
| December      | 266,480          | 281,864          | 310,182          | 309,705          | 326,218          | 306,045          | -              | 311,607          | -                    | 0.0%         | -                      | 0.0%         |
| January       | 239,790          | 272,877          | 255,360          | 269,174          | 274,404          | 284,174          | -              | 279,608          | -                    | 0.0%         | -                      | 0.0%         |
| February      | 255,205          | 266,502          | 293,831          | 282,154          | 294,598          | 264,555          | -              | 282,857          | -                    | 0.0%         | -                      | 0.0%         |
| March         | 295,038          | 295,348          | 332,256          | 340,869          | 340,788          | 310,261          | -              | 321,947          | -                    | 0.0%         | -                      | 0.0%         |
| April         | 297,856          | 287,575          | 319,724          | 328,053          | 322,475          | 310,917          | -              | 341,798          | -                    | 0.0%         | -                      | 0.0%         |
| May           | 327,874          | 318,016          | 317,282          | 329,610          | 342,265          | 328,278          | -              | 359,957          | -                    | 0.0%         | -                      | 0.0%         |
| June          | 355,428          | 335,964          | 375,000          | 382,891          | 394,524          | 355,330          | -              | 422,099          | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>3,610,488</b> | <b>3,680,074</b> | <b>3,916,127</b> | <b>3,980,854</b> | <b>4,152,122</b> | <b>3,910,726</b> | <b>753,649</b> | <b>4,074,769</b> | <b>(16,915)</b>      | <b>-2.2%</b> | <b>(18,750)</b>        | <b>-2.4%</b> |



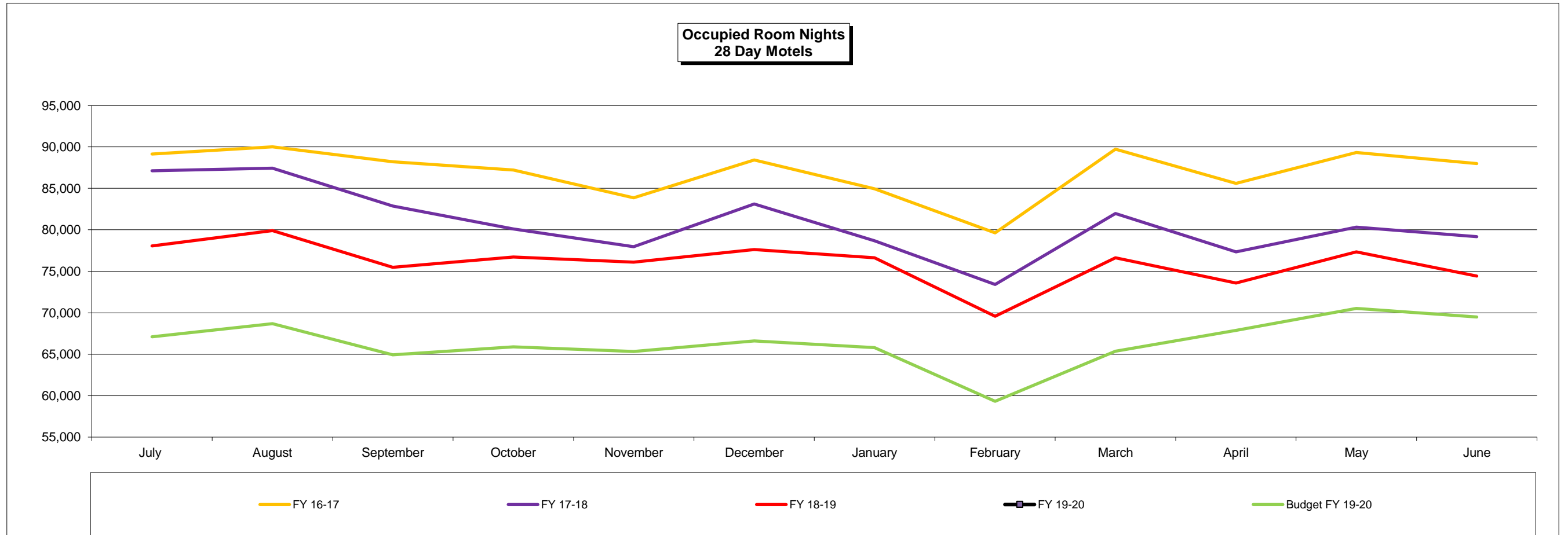
**Reno-Sparks Convention and Visitors Authority  
Occupied Rooms-Motels  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                | FY 19-20      | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|--------------|------------------------|--------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       |               |                    | Amount               | %            | Amount                 | %            |
| July          | 34,154         | 37,230         | 27,748         | 27,566         | 36,562         | 29,468         | 26,742        | 29,468             | (2,726)              | -9.3%        | (2,726)                | -9.3%        |
| August        | 36,130         | 38,087         | 27,735         | 27,859         | 33,292         | 28,390         | 26,538        | 28,390             | (1,852)              | -6.5%        | (1,852)                | -6.5%        |
| September     | 32,543         | 33,008         | 28,090         | 28,635         | 30,166         | 27,269         | -             | 27,269             | -                    | 0.0%         | -                      | 0.0%         |
| October       | 27,803         | 30,512         | 25,952         | 24,047         | 25,344         | 26,620         | -             | 26,620             | -                    | 0.0%         | -                      | 0.0%         |
| November      | 23,565         | 26,120         | 19,807         | 20,851         | 22,802         | 22,510         | -             | 22,510             | -                    | 0.0%         | -                      | 0.0%         |
| December      | 24,746         | 29,700         | 22,105         | 22,418         | 23,064         | 22,898         | -             | 22,898             | -                    | 0.0%         | -                      | 0.0%         |
| January       | 22,362         | 24,372         | 21,729         | 22,825         | 20,172         | 22,733         | -             | 22,733             | -                    | 0.0%         | -                      | 0.0%         |
| February      | 22,913         | 23,162         | 21,483         | 23,995         | 22,042         | 20,859         | -             | 20,859             | -                    | 0.0%         | -                      | 0.0%         |
| March         | 26,779         | 24,650         | 21,835         | 28,447         | 24,096         | 24,657         | -             | 24,657             | -                    | 0.0%         | -                      | 0.0%         |
| April         | 28,302         | 25,400         | 23,243         | 28,855         | 23,477         | 23,837         | -             | 23,877             | -                    | 0.0%         | -                      | 0.0%         |
| May           | 30,580         | 29,035         | 22,731         | 30,309         | 28,647         | 25,460         | -             | 29,141             | -                    | 0.0%         | -                      | 0.0%         |
| June          | 30,357         | 29,073         | 24,873         | 32,229         | 27,516         | 25,984         | -             | 27,992             | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>340,234</b> | <b>350,349</b> | <b>287,331</b> | <b>318,036</b> | <b>317,180</b> | <b>300,685</b> | <b>53,280</b> | <b>306,414</b>     | <b>(4,578)</b>       | <b>-7.9%</b> | <b>(4,578)</b>         | <b>-7.9%</b> |



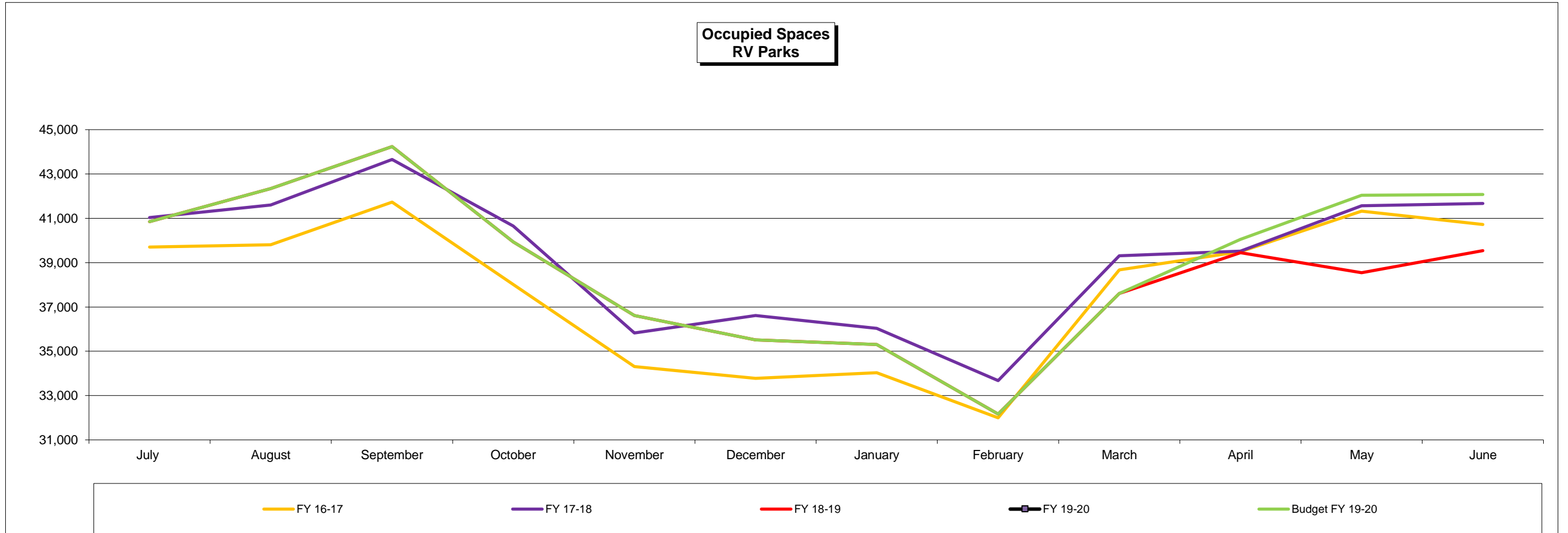
**Reno-Sparks Convention and Visitors Authority  
Occupied Rooms-28 Day Motels  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16         | Actual           |                |                | FY 19-20       | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|----------------|----------------|------------------|------------------|----------------|----------------|----------------|--------------------|----------------------|--------------|------------------------|--------------|
|               |                |                |                  | FY 16-17         | FY 17-18       | FY 18-19       |                |                    | Amount               | %            | Amount                 | %            |
| July          | 78,254         | 77,783         | 83,859           | 89,142           | 87,126         | 78,044         | 74,906         | 67,083             | 7,823                | 11.7%        | (3,138)                | -4.0%        |
| August        | 82,724         | 77,439         | 81,383           | 90,013           | 87,438         | 79,909         | 75,771         | 68,686             | 7,085                | 10.3%        | (4,138)                | -5.2%        |
| September     | 76,034         | 70,904         | 82,100           | 88,198           | 82,878         | 75,487         | -              | 64,916             | -                    | 0.0%         | -                      | 0.0%         |
| October       | 79,705         | 77,692         | 85,587           | 87,210           | 80,104         | 76,737         | -              | 65,890             | -                    | 0.0%         | -                      | 0.0%         |
| November      | 77,168         | 72,177         | 80,022           | 83,858           | 77,951         | 76,089         | -              | 65,336             | -                    | 0.0%         | -                      | 0.0%         |
| December      | 75,944         | 76,473         | 84,667           | 88,415           | 83,119         | 77,622         | -              | 66,600             | -                    | 0.0%         | -                      | 0.0%         |
| January       | 74,210         | 80,907         | 83,704           | 84,953           | 78,688         | 76,636         | -              | 65,792             | -                    | 0.0%         | -                      | 0.0%         |
| February      | 68,290         | 74,284         | 80,692           | 79,637           | 73,411         | 69,577         | -              | 59,321             | -                    | 0.0%         | -                      | 0.0%         |
| March         | 74,686         | 80,294         | 86,867           | 89,744           | 81,972         | 76,622         | -              | 65,352             | -                    | 0.0%         | -                      | 0.0%         |
| April         | 72,661         | 77,138         | 85,907           | 85,594           | 77,359         | 73,586         | -              | 67,873             | -                    | 0.0%         | -                      | 0.0%         |
| May           | 76,576         | 81,225         | 85,563           | 89,342           | 80,336         | 77,341         | -              | 70,522             | -                    | 0.0%         | -                      | 0.0%         |
| June          | 72,170         | 78,844         | 85,835           | 87,986           | 79,192         | 74,437         | -              | 69,503             | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>908,422</b> | <b>925,160</b> | <b>1,006,186</b> | <b>1,044,092</b> | <b>969,574</b> | <b>912,087</b> | <b>150,677</b> | <b>796,874</b>     | <b>14,908</b>        | <b>11.0%</b> | <b>(7,276)</b>         | <b>-4.6%</b> |



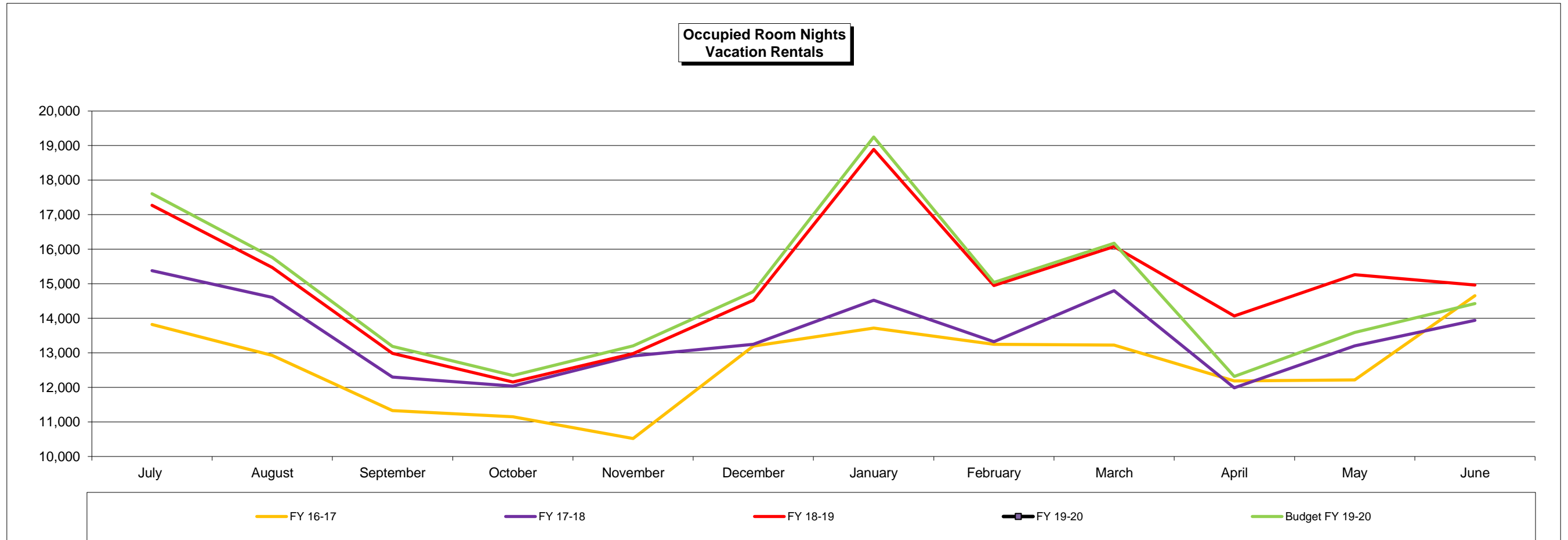
**Reno-Sparks Convention and Visitors Authority  
Occupied Spaces-RV Parks  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                | FY 19-20      | Budget<br>FY 19-20 | Variance from Budget |               | Variance from FY 18-19 |               |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|---------------|------------------------|---------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       |               |                    | Amount               | %             | Amount                 | %             |
| July          | 35,668         | 34,223         | 31,050         | 39,699         | 41,037         | 40,850         | 34,807        | 40,850             | (6,043)              | -14.8%        | (6,043)                | -14.8%        |
| August        | 37,779         | 34,807         | 32,879         | 39,805         | 41,601         | 42,342         | 36,208        | 42,342             | (6,134)              | -14.5%        | (6,134)                | -14.5%        |
| September     | 37,774         | 36,030         | 39,642         | 41,731         | 43,655         | 44,237         | -             | 44,237             | -                    | 0.0%          | -                      | 0.0%          |
| October       | 34,317         | 31,586         | 34,798         | 38,014         | 40,650         | 39,937         | -             | 39,937             | -                    | 0.0%          | -                      | 0.0%          |
| November      | 27,691         | 27,389         | 29,247         | 34,309         | 35,823         | 36,617         | -             | 36,617             | -                    | 0.0%          | -                      | 0.0%          |
| December      | 27,531         | 26,566         | 28,033         | 33,777         | 36,618         | 35,516         | -             | 35,516             | -                    | 0.0%          | -                      | 0.0%          |
| January       | 25,555         | 26,435         | 28,410         | 34,038         | 36,030         | 35,305         | -             | 35,305             | -                    | 0.0%          | -                      | 0.0%          |
| February      | 22,330         | 24,012         | 27,651         | 31,997         | 33,676         | 32,167         | -             | 32,167             | -                    | 0.0%          | -                      | 0.0%          |
| March         | 26,046         | 29,046         | 32,881         | 38,672         | 39,305         | 37,611         | -             | 37,611             | -                    | 0.0%          | -                      | 0.0%          |
| April         | 28,671         | 31,168         | 35,288         | 39,496         | 39,523         | 39,443         | -             | 40,047             | -                    | 0.0%          | -                      | 0.0%          |
| May           | 31,583         | 33,579         | 37,798         | 41,318         | 41,569         | 38,540         | -             | 42,039             | -                    | 0.0%          | -                      | 0.0%          |
| June          | 31,416         | 30,108         | 39,422         | 40,717         | 41,672         | 39,538         | -             | 42,078             | -                    | 0.0%          | -                      | 0.0%          |
| <b>Totals</b> | <b>366,361</b> | <b>364,949</b> | <b>397,099</b> | <b>453,573</b> | <b>471,159</b> | <b>462,103</b> | <b>71,015</b> | <b>468,746</b>     | <b>(12,177)</b>      | <b>-14.6%</b> | <b>(12,177)</b>        | <b>-14.6%</b> |



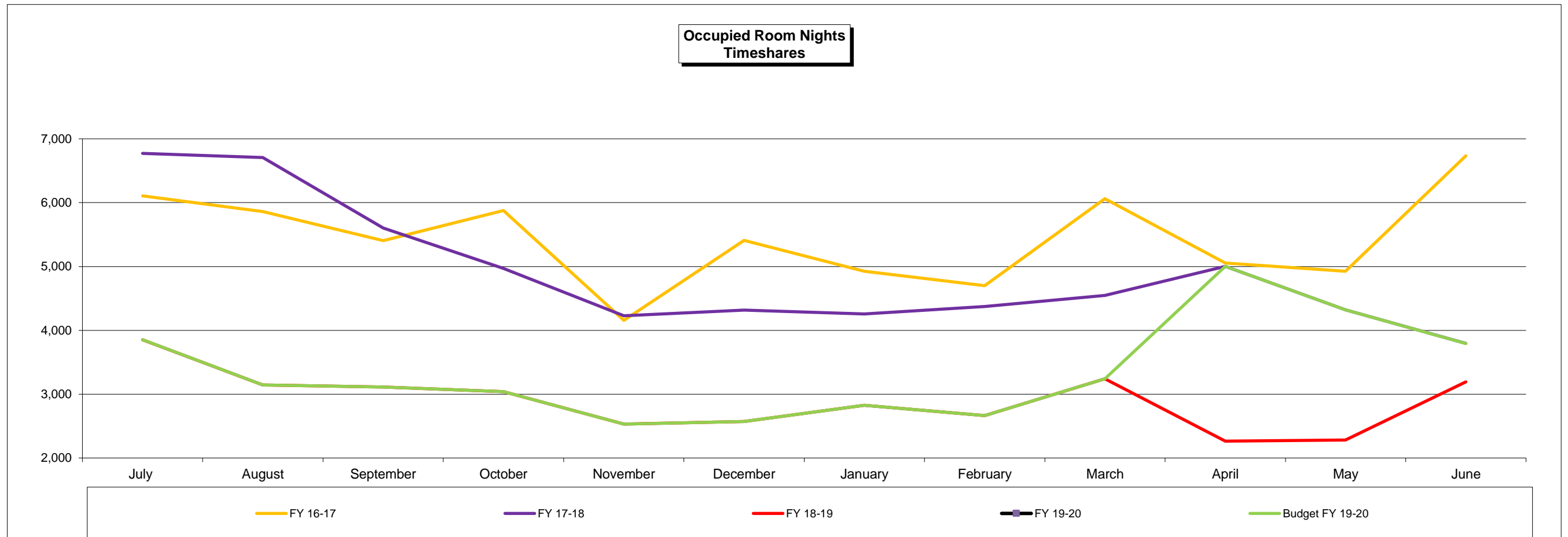
**Reno-Sparks Convention and Visitors Authority  
Occupied Rooms-Vacation Rentals  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                | FY 19-20      | Budget<br>FY 19-20 | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|-------------|------------------------|-------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       |               |                    | Amount               | %           | Amount                 | %           |
| July          | 12,930         | 11,688         | 11,869         | 13,825         | 15,378         | 17,270         | 18,064        | 17,605             | 459                  | 2.6%        | 794                    | 4.6%        |
| August        | 12,710         | 11,609         | 12,335         | 12,925         | 14,602         | 15,473         | 17,007        | 15,760             | 1,247                | 7.9%        | 1,534                  | 9.9%        |
| September     | 9,296          | 8,232          | 8,851          | 11,327         | 12,298         | 12,983         | -             | 13,189             | -                    | 0.0%        | -                      | 0.0%        |
| October       | 8,461          | 7,665          | 7,828          | 11,153         | 12,040         | 12,155         | -             | 12,345             | -                    | 0.0%        | -                      | 0.0%        |
| November      | 8,252          | 7,416          | 7,719          | 10,520         | 12,909         | 12,979         | -             | 13,202             | -                    | 0.0%        | -                      | 0.0%        |
| December      | 9,936          | 9,436          | 9,274          | 13,198         | 13,245         | 14,520         | -             | 14,771             | -                    | 0.0%        | -                      | 0.0%        |
| January       | 8,882          | 9,204          | 8,910          | 13,715         | 14,520         | 18,888         | -             | 19,247             | -                    | 0.0%        | -                      | 0.0%        |
| February      | 8,178          | 8,004          | 8,507          | 13,244         | 13,321         | 14,950         | -             | 15,035             | -                    | 0.0%        | -                      | 0.0%        |
| March         | 7,876          | 7,956          | 9,859          | 13,225         | 14,797         | 16,072         | -             | 16,173             | -                    | 0.0%        | -                      | 0.0%        |
| April         | 7,791          | 7,898          | 9,156          | 12,190         | 11,988         | 14,069         | -             | 12,317             | -                    | 0.0%        | -                      | 0.0%        |
| May           | 7,679          | 8,292          | 10,352         | 12,219         | 13,204         | 15,265         | -             | 13,590             | -                    | 0.0%        | -                      | 0.0%        |
| June          | 8,652          | 8,950          | 11,365         | 14,654         | 13,940         | 14,965         | -             | 14,425             | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>110,643</b> | <b>106,350</b> | <b>116,025</b> | <b>152,195</b> | <b>162,242</b> | <b>179,589</b> | <b>35,071</b> | <b>177,659</b>     | <b>1,706</b>         | <b>5.1%</b> | <b>2,328</b>           | <b>7.1%</b> |



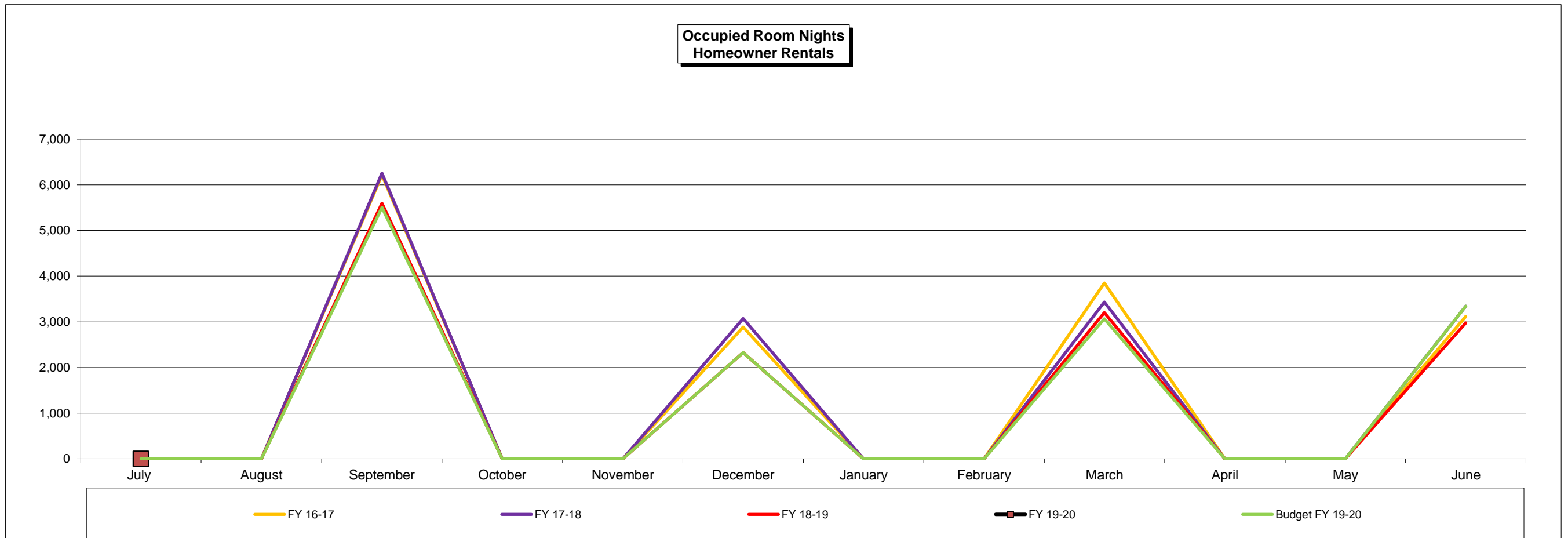
**Reno-Sparks Convention and Visitors Authority  
Occupied Rooms-Timeshares  
Trend**

| Month         | FY 13-14      | FY 14-15       | FY 15-16      | Actual        |               |               | FY 19-20     | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|---------------|----------------|---------------|---------------|---------------|---------------|--------------|--------------------|----------------------|--------------|------------------------|--------------|
|               |               |                |               | FY 16-17      | FY 17-18      | FY 18-19      |              |                    | Amount               | %            | Amount                 | %            |
| July          | 8,376         | 9,603          | 8,116         | 6,105         | 6,772         | 3,852         | 3,424        | 3,852              | (428)                | -11.1%       | (428)                  | -11.1%       |
| August        | 8,191         | 7,837          | 8,453         | 5,862         | 6,709         | 3,143         | 3,361        | 3,143              | 218                  | 6.9%         | 218                    | 6.9%         |
| September     | 8,394         | 10,176         | 4,861         | 5,405         | 5,602         | 3,113         | -            | 3,113              | -                    | 0.0%         | -                      | 0.0%         |
| October       | 7,744         | 10,037         | 4,331         | 5,877         | 4,969         | 3,039         | -            | 3,039              | -                    | 0.0%         | -                      | 0.0%         |
| November      | 5,612         | 8,268          | 4,004         | 4,156         | 4,227         | 2,531         | -            | 2,531              | -                    | 0.0%         | -                      | 0.0%         |
| December      | 6,387         | 7,318          | 4,312         | 5,411         | 4,318         | 2,572         | -            | 2,572              | -                    | 0.0%         | -                      | 0.0%         |
| January       | 5,397         | 6,635          | 3,897         | 4,924         | 4,255         | 2,825         | -            | 2,825              | -                    | 0.0%         | -                      | 0.0%         |
| February      | 5,704         | 6,668          | 5,439         | 4,701         | 4,374         | 2,666         | -            | 2,666              | -                    | 0.0%         | -                      | 0.0%         |
| March         | 6,152         | 8,967          | 3,915         | 6,064         | 4,547         | 3,241         | -            | 3,241              | -                    | 0.0%         | -                      | 0.0%         |
| April         | 6,711         | 8,716          | 3,245         | 5,055         | 5,002         | 2,264         | -            | 5,002              | -                    | 0.0%         | -                      | 0.0%         |
| May           | 6,860         | 9,397          | 2,996         | 4,925         | 4,321         | 2,282         | -            | 4,321              | -                    | 0.0%         | -                      | 0.0%         |
| June          | 9,125         | 10,381         | 5,050         | 6,734         | 3,795         | 3,191         | -            | 3,795              | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>84,653</b> | <b>104,003</b> | <b>58,619</b> | <b>65,219</b> | <b>58,891</b> | <b>34,719</b> | <b>6,785</b> | <b>40,100</b>      | <b>(210)</b>         | <b>-3.0%</b> | <b>(210)</b>           | <b>-3.0%</b> |



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

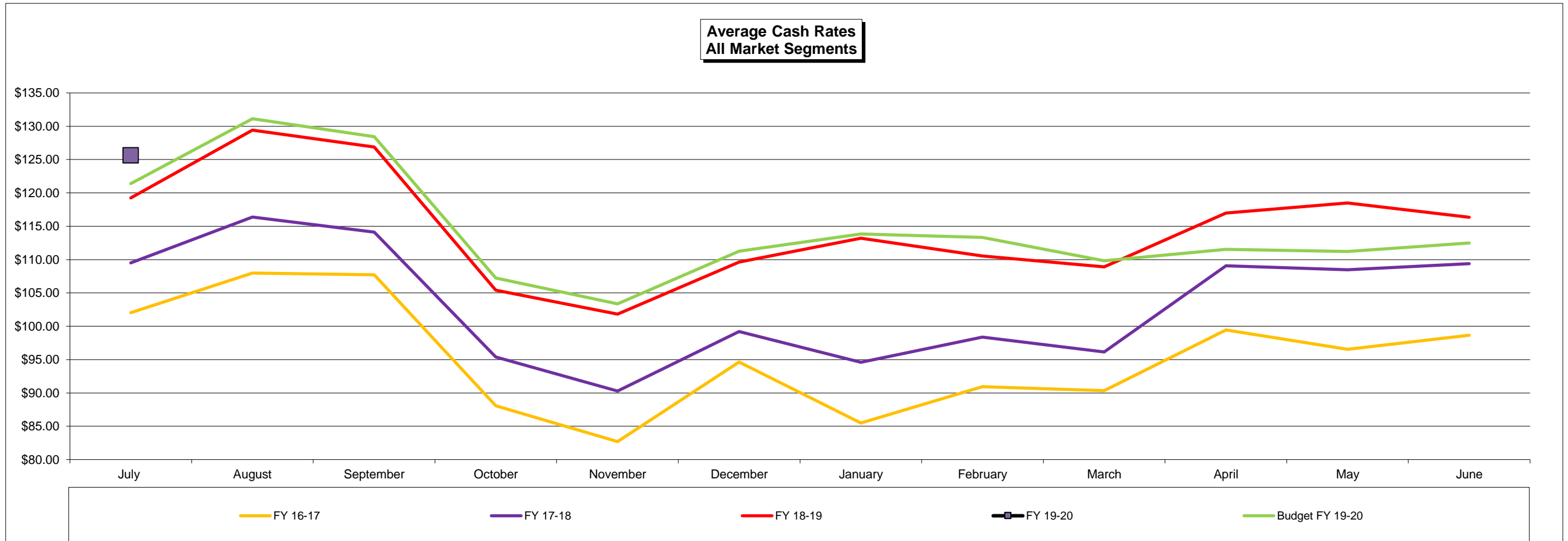
| Month         | FY 13-14 | FY 14-15      | FY 15-16      | Actual        |               |               | FY 19-20 | Budget<br>FY 19-20 | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|----------|---------------|---------------|---------------|---------------|---------------|----------|--------------------|----------------------|-------------|------------------------|-------------|
|               |          |               |               | FY 16-17      | FY 17-18      | FY 18-19      |          |                    | Amount               | %           | Amount                 | %           |
| July          | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| August        | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| September     | -        | 4,405         | 7,025         | 6,215         | 6,253         | 5,595         | -        | 5,505              | -                    | 0.0%        | -                      | 0.0%        |
| October       | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| November      | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| December      | -        | 2,833         | 3,306         | 2,886         | 3,070         | 2,326         | -        | 2,326              | -                    | 0.0%        | -                      | 0.0%        |
| January       | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| February      | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| March         | -        | 3,082         | 4,240         | 3,848         | 3,435         | 3,199         | -        | 3,064              | -                    | 0.0%        | -                      | 0.0%        |
| April         | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| May           | -        | -             | -             | -             | -             | -             | -        | -                  | -                    | 0.0%        | -                      | 0.0%        |
| June          | -        | 3,155         | 3,138         | 3,117         | 3,344         | 2,974         | -        | 3,344              | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>-</b> | <b>13,475</b> | <b>17,709</b> | <b>16,066</b> | <b>16,102</b> | <b>14,094</b> | <b>-</b> | <b>14,239</b>      | <b>-</b>             | <b>0.0%</b> | <b>-</b>               | <b>0.0%</b> |





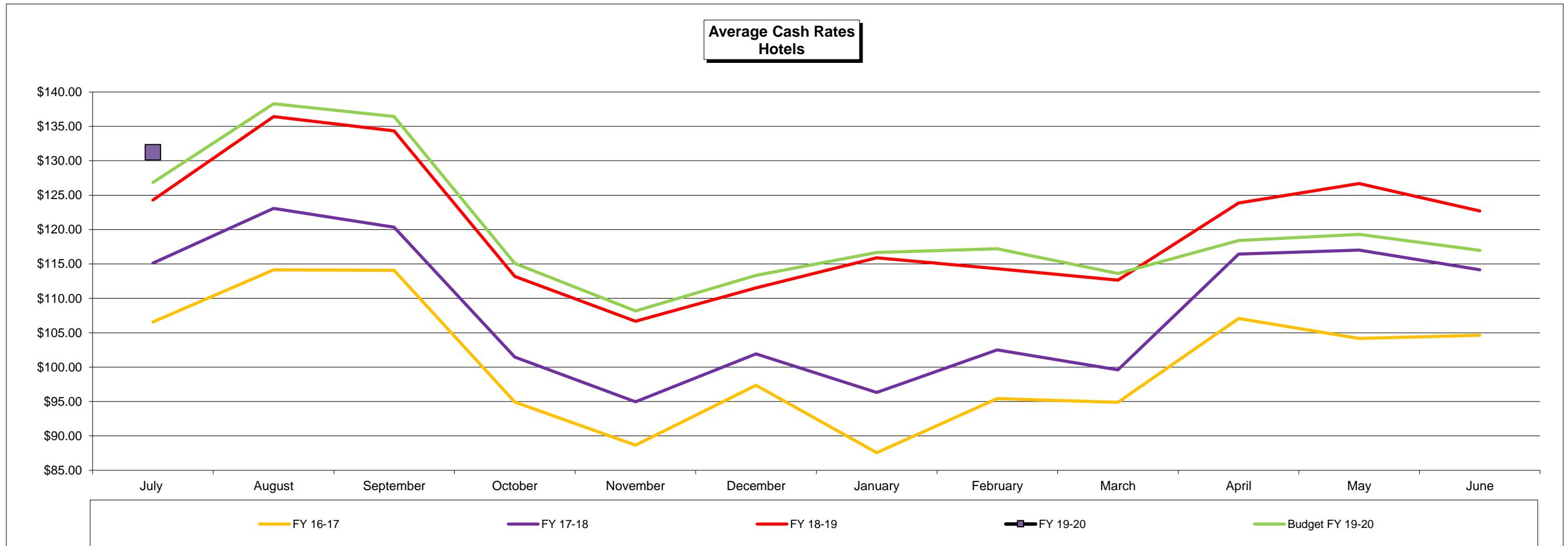
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-Consolidated Summary  
Trend**

| Month         | Actual          |                 |                 | Budget          |                  |                  | Variance from Budget |                  | Variance from FY 18-19 |             |                |             |
|---------------|-----------------|-----------------|-----------------|-----------------|------------------|------------------|----------------------|------------------|------------------------|-------------|----------------|-------------|
|               | FY 13-14        | FY 14-15        | FY 15-16        | FY 16-17        | FY 17-18         | FY 18-19         | FY 19-20             | Amount           | %                      | Amount      | %              |             |
| July          | \$ 89.43        | \$ 89.75        | \$ 91.97        | \$ 102.05       | \$ 109.51        | \$ 119.24        | \$ 125.64            | \$ 121.38        | \$ 4.26                | 3.5%        | \$ 6.40        | 5.4%        |
| August        | \$ 95.61        | \$ 96.42        | \$ 99.59        | \$ 107.98       | \$ 116.38        | \$ 129.42        | \$ 138.98            | \$ 131.13        | \$ 7.85                | 6.0%        | \$ 9.56        | 7.4%        |
| September     | \$ 85.98        | \$ 85.68        | \$ 99.60        | \$ 107.72       | \$ 114.13        | \$ 126.90        | \$ -                 | \$ 128.44        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| October       | \$ 71.25        | \$ 72.04        | \$ 86.04        | \$ 88.09        | \$ 95.37         | \$ 105.41        | \$ -                 | \$ 107.23        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| November      | \$ 66.69        | \$ 66.31        | \$ 71.86        | \$ 82.70        | \$ 90.28         | \$ 101.82        | \$ -                 | \$ 103.36        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| December      | \$ 71.77        | \$ 75.65        | \$ 86.68        | \$ 94.63        | \$ 99.22         | \$ 109.61        | \$ -                 | \$ 111.27        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| January       | \$ 69.85        | \$ 77.37        | \$ 85.73        | \$ 85.48        | \$ 94.59         | \$ 113.19        | \$ -                 | \$ 113.85        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| February      | \$ 73.52        | \$ 77.41        | \$ 87.90        | \$ 90.93        | \$ 98.36         | \$ 110.54        | \$ -                 | \$ 113.33        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| March         | \$ 69.96        | \$ 74.12        | \$ 81.71        | \$ 90.35        | \$ 96.14         | \$ 108.90        | \$ -                 | \$ 109.81        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| April         | \$ 79.41        | \$ 83.37        | \$ 94.41        | \$ 99.45        | \$ 109.06        | \$ 116.97        | \$ -                 | \$ 111.53        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| May           | \$ 81.17        | \$ 85.93        | \$ 92.98        | \$ 96.54        | \$ 108.47        | \$ 118.50        | \$ -                 | \$ 111.21        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| June          | \$ 77.20        | \$ 81.31        | \$ 90.93        | \$ 98.65        | \$ 109.40        | \$ 116.34        | \$ -                 | \$ 112.49        | \$ -                   | 0.0%        | \$ -           | 0.0%        |
| <b>Totals</b> | <b>\$ 78.88</b> | <b>\$ 81.34</b> | <b>\$ 89.84</b> | <b>\$ 96.29</b> | <b>\$ 104.41</b> | <b>\$ 115.53</b> | <b>\$ 132.37</b>     | <b>\$ 115.12</b> | <b>\$ 6.08</b>         | <b>4.8%</b> | <b>\$ 8.07</b> | <b>6.5%</b> |



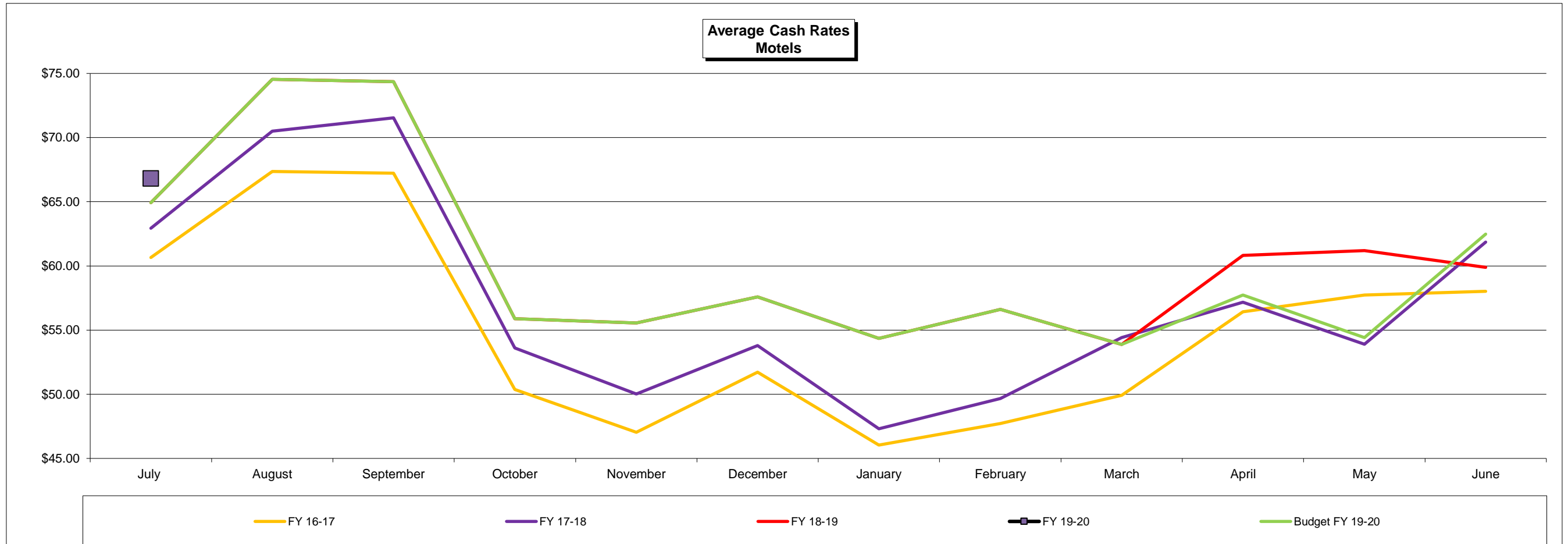
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-Hotels  
Trend**

| Month         | FY 13-14        |   | FY 14-15        |   | FY 15-16        |   | Actual FY 16-17  |   | FY 17-18         |   | FY 18-19         |   | FY 19-20         |   | Budget FY 19-20  |   | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|-----------------|---|-----------------|---|-----------------|---|------------------|---|------------------|---|------------------|---|------------------|---|------------------|---|----------------------|-------------|------------------------|-------------|
|               | Amount          | % | Amount          | % | Amount          | % | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount               | %           | Amount                 | %           |
| July          | \$ 96.06        |   | \$ 97.22        |   | \$ 97.15        |   | \$ 106.57        |   | \$ 115.13        |   | \$ 124.29        |   | \$ 131.25        |   | \$ 126.86        |   | \$ 4.39              | 3.5%        | \$ 6.96                | 5.6%        |
| August        | \$ 103.35       |   | \$ 103.98       |   | \$ 106.35       |   | \$ 114.14        |   | \$ 123.08        |   | \$ 136.42        |   | \$ 146.67        |   | \$ 138.29        |   | \$ 8.38              | 6.1%        | \$ 10.25               | 7.5%        |
| September     | \$ 95.71        |   | \$ 93.58        |   | \$ 105.21       |   | \$ 114.08        |   | \$ 120.35        |   | \$ 134.37        |   | \$ -             |   | \$ 136.43        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| October       | \$ 79.69        |   | \$ 80.67        |   | \$ 93.38        |   | \$ 94.93         |   | \$ 101.48        |   | \$ 113.17        |   | \$ -             |   | \$ 115.10        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| November      | \$ 73.65        |   | \$ 74.17        |   | \$ 77.39        |   | \$ 88.67         |   | \$ 94.96         |   | \$ 106.67        |   | \$ -             |   | \$ 108.17        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| December      | \$ 77.07        |   | \$ 79.89        |   | \$ 88.25        |   | \$ 97.38         |   | \$ 101.94        |   | \$ 111.52        |   | \$ -             |   | \$ 113.33        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| January       | \$ 74.66        |   | \$ 83.72        |   | \$ 90.42        |   | \$ 87.56         |   | \$ 96.33         |   | \$ 115.91        |   | \$ -             |   | \$ 116.66        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| February      | \$ 79.45        |   | \$ 84.72        |   | \$ 92.73        |   | \$ 95.44         |   | \$ 102.52        |   | \$ 114.32        |   | \$ -             |   | \$ 117.20        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| March         | \$ 76.40        |   | \$ 80.34        |   | \$ 84.69        |   | \$ 94.88         |   | \$ 99.59         |   | \$ 112.65        |   | \$ -             |   | \$ 113.62        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| April         | \$ 87.31        |   | \$ 92.68        |   | \$ 101.81       |   | \$ 107.06        |   | \$ 116.42        |   | \$ 123.86        |   | \$ -             |   | \$ 118.40        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| May           | \$ 89.30        |   | \$ 95.51        |   | \$ 100.01       |   | \$ 104.19        |   | \$ 117.00        |   | \$ 126.69        |   | \$ -             |   | \$ 119.31        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| June          | \$ 84.51        |   | \$ 88.16        |   | \$ 95.52        |   | \$ 104.62        |   | \$ 114.17        |   | \$ 122.69        |   | \$ -             |   | \$ 116.96        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| <b>Totals</b> | <b>\$ 86.00</b> |   | <b>\$ 88.76</b> |   | <b>\$ 95.09</b> |   | <b>\$ 101.75</b> |   | <b>\$ 109.60</b> |   | <b>\$ 121.09</b> |   | <b>\$ 139.04</b> |   | <b>\$ 120.61</b> |   | <b>\$ 6.41</b>       | <b>4.8%</b> | <b>\$ 8.72</b>         | <b>6.7%</b> |



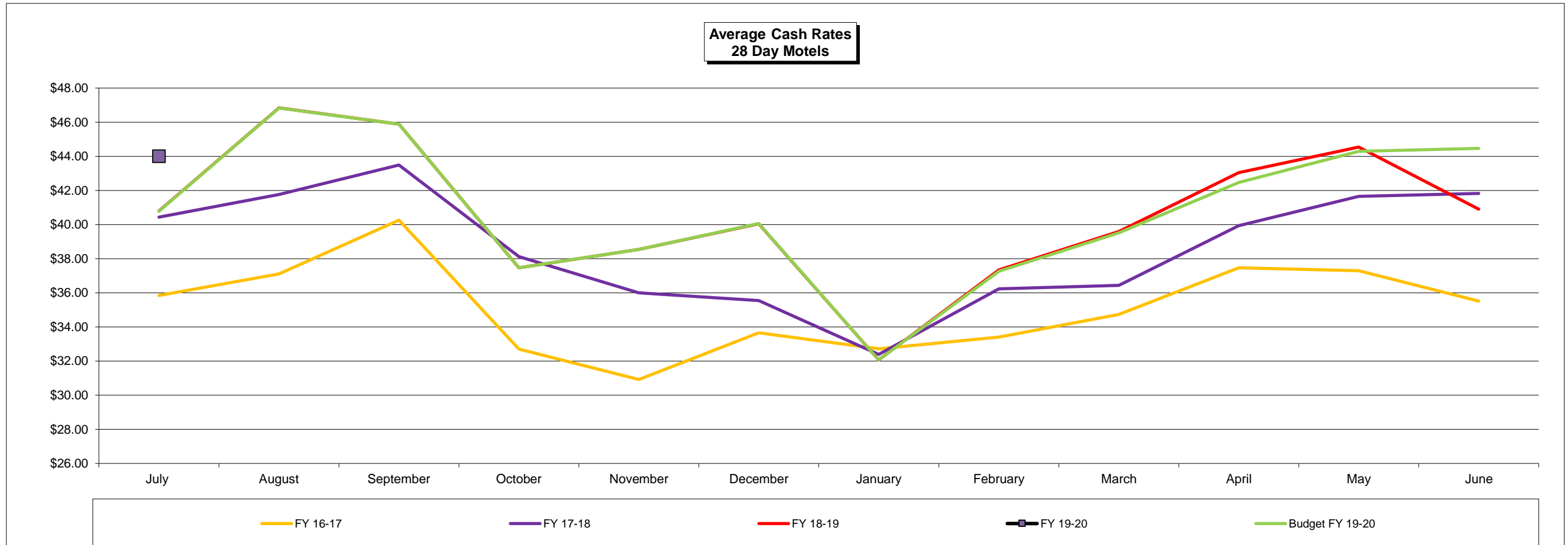
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-Motels  
Trend**

| Month         | Actual          |                 |                 | Budget          |                 |                 | Variance from Budget |                | Variance from FY 18-19 |                |             |
|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------------|----------------|------------------------|----------------|-------------|
|               | FY 13-14        | FY 14-15        | FY 15-16        | FY 16-17        | FY 17-18        | FY 18-19        | FY 19-20             | Amount         | %                      | Amount         | %           |
| July          | \$ 50.63        | \$ 52.47        | \$ 53.90        | \$ 60.66        | \$ 62.93        | \$ 64.92        | \$ 66.81             | \$ 1.89        | 2.9%                   | \$ 1.89        | 2.9%        |
| August        | \$ 60.81        | \$ 60.40        | \$ 61.19        | \$ 67.36        | \$ 70.51        | \$ 74.54        | \$ 81.18             | \$ 6.64        | 8.9%                   | \$ 6.64        | 8.9%        |
| September     | \$ 56.95        | \$ 53.32        | \$ 61.37        | \$ 67.23        | \$ 71.54        | \$ 74.35        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| October       | \$ 42.49        | \$ 44.55        | \$ 47.22        | \$ 50.37        | \$ 53.60        | \$ 55.88        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| November      | \$ 42.06        | \$ 40.75        | \$ 41.91        | \$ 47.04        | \$ 50.03        | \$ 55.56        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| December      | \$ 42.86        | \$ 44.93        | \$ 47.22        | \$ 51.72        | \$ 53.79        | \$ 57.58        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| January       | \$ 40.96        | \$ 43.47        | \$ 44.16        | \$ 46.04        | \$ 47.31        | \$ 54.35        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| February      | \$ 43.31        | \$ 44.18        | \$ 50.02        | \$ 47.72        | \$ 49.67        | \$ 56.61        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| March         | \$ 41.36        | \$ 45.36        | \$ 46.25        | \$ 49.91        | \$ 54.42        | \$ 53.88        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| April         | \$ 51.35        | \$ 51.64        | \$ 55.10        | \$ 56.43        | \$ 57.17        | \$ 60.83        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| May           | \$ 52.43        | \$ 53.33        | \$ 58.65        | \$ 57.74        | \$ 53.89        | \$ 61.19        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| June          | \$ 47.71        | \$ 50.16        | \$ 53.56        | \$ 58.02        | \$ 61.86        | \$ 59.88        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%        |
| <b>Totals</b> | <b>\$ 48.80</b> | <b>\$ 49.39</b> | <b>\$ 52.27</b> | <b>\$ 55.70</b> | <b>\$ 58.40</b> | <b>\$ 61.37</b> | <b>\$ 73.93</b>      | <b>\$ 4.27</b> | <b>6.1%</b>            | <b>\$ 4.27</b> | <b>6.1%</b> |



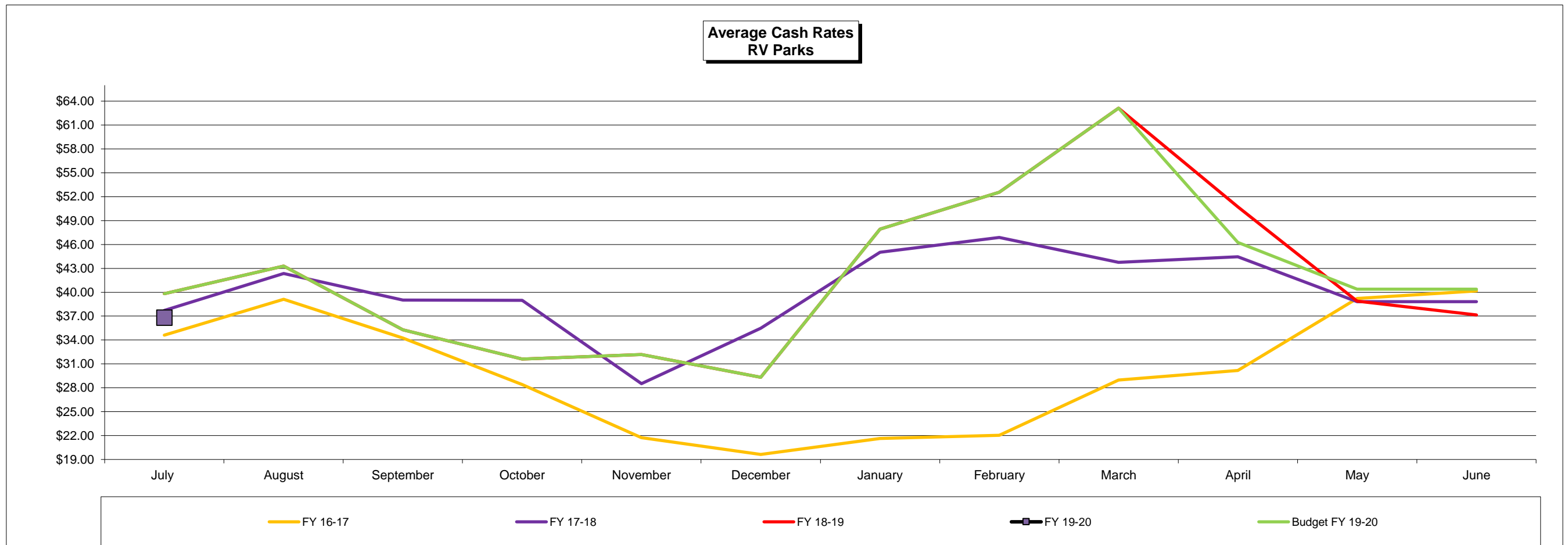
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-28 Day Motels  
Trend**

| Month         | Actual          |                 |                 | Budget          |                 |                 | Variance from Budget |                | Variance from FY 18-19 |                |              |
|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------------|----------------|------------------------|----------------|--------------|
|               | FY 13-14        | FY 14-15        | FY 15-16        | FY 16-17        | FY 17-18        | FY 18-19        | FY 19-20             | Amount         | %                      | Amount         | %            |
| July          | \$ 23.73        | \$ 26.74        | \$ 29.72        | \$ 35.84        | \$ 40.44        | \$ 40.79        | \$ 44.01             | \$ 3.23        | 7.9%                   | \$ 3.22        | 7.9%         |
| August        | \$ 27.99        | \$ 30.35        | \$ 35.09        | \$ 37.11        | \$ 41.76        | \$ 46.84        | \$ 54.08             | \$ 7.25        | 15.5%                  | \$ 7.24        | 15.5%        |
| September     | \$ 26.77        | \$ 26.81        | \$ 34.34        | \$ 40.26        | \$ 43.49        | \$ 45.89        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| October       | \$ 23.59        | \$ 24.72        | \$ 28.89        | \$ 32.71        | \$ 38.12        | \$ 37.47        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| November      | \$ 22.51        | \$ 24.23        | \$ 27.79        | \$ 30.92        | \$ 36.00        | \$ 38.54        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| December      | \$ 22.47        | \$ 24.95        | \$ 32.29        | \$ 33.65        | \$ 35.55        | \$ 40.05        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| January       | \$ 22.51        | \$ 25.89        | \$ 30.32        | \$ 32.72        | \$ 32.39        | \$ 32.07        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| February      | \$ 23.21        | \$ 26.41        | \$ 31.68        | \$ 33.41        | \$ 36.23        | \$ 37.34        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| March         | \$ 21.87        | \$ 26.61        | \$ 28.28        | \$ 34.73        | \$ 36.43        | \$ 39.59        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| April         | \$ 24.49        | \$ 30.22        | \$ 30.23        | \$ 37.46        | \$ 39.94        | \$ 43.04        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| May           | \$ 28.37        | \$ 30.66        | \$ 32.18        | \$ 37.29        | \$ 41.66        | \$ 44.55        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| June          | \$ 24.41        | \$ 26.54        | \$ 32.70        | \$ 35.51        | \$ 41.83        | \$ 40.91        | \$ -                 | \$ -           | 0.0%                   | \$ -           | 0.0%         |
| <b>Totals</b> | <b>\$ 24.47</b> | <b>\$ 27.04</b> | <b>\$ 31.18</b> | <b>\$ 35.24</b> | <b>\$ 38.87</b> | <b>\$ 40.80</b> | <b>\$ 49.21</b>      | <b>\$ 5.37</b> | <b>12.2%</b>           | <b>\$ 5.36</b> | <b>12.2%</b> |



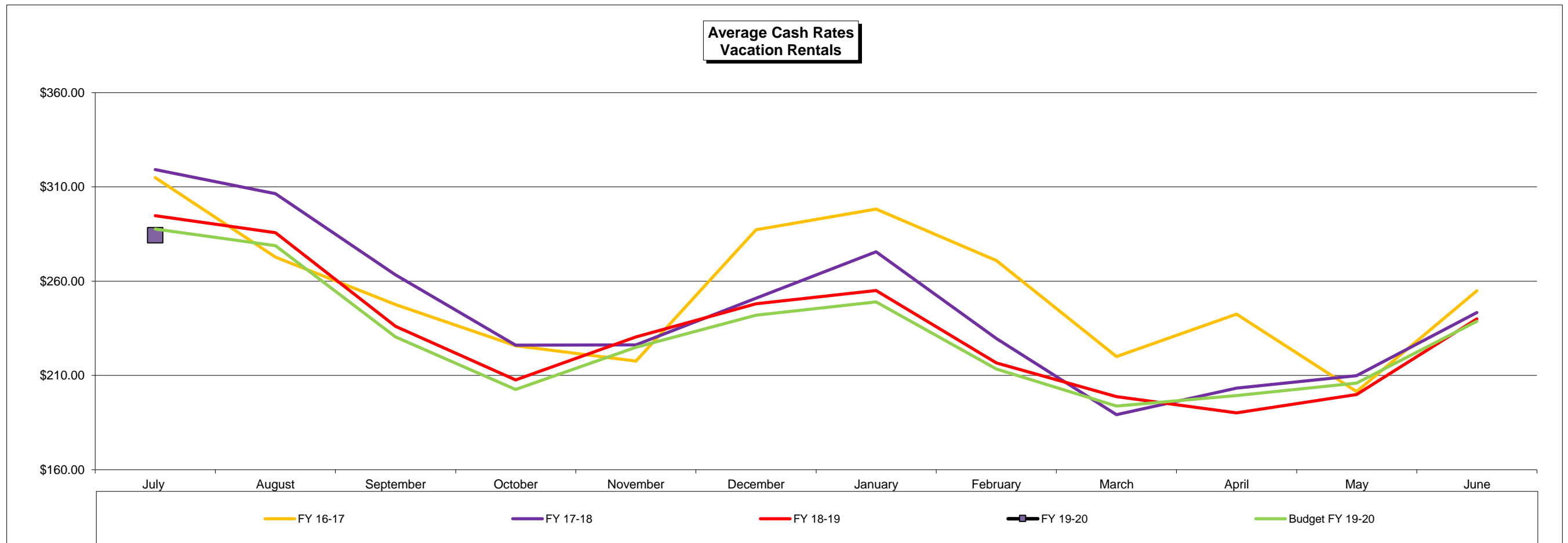
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-RV Parks  
Trend**

| Month         | FY 13-14        |   | FY 14-15        |   | FY 15-16        |   | Actual FY 16-17 |   | FY 17-18        |   | FY 18-19        |   | FY 19-20        |   | Budget FY 19-20 |   | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|-----------------|---|----------------------|--------------|------------------------|--------------|
|               | Amount          | % | Amount          | % | Amount          | % | Amount          | % | Amount          | % | Amount          | % | Amount          | % | Amount          | % | Amount               | %            | Amount                 | %            |
| July          | \$ 31.79        |   | \$ 37.88        |   | \$ 32.33        |   | \$ 34.60        |   | \$ 37.70        |   | \$ 39.83        |   | \$ 36.81        |   | \$ 39.83        |   | \$ (3.02)            | -7.6%        | \$ (3.02)              | -7.6%        |
| August        | \$ 40.61        |   | \$ 33.17        |   | \$ 39.42        |   | \$ 39.10        |   | \$ 42.36        |   | \$ 43.29        |   | \$ 43.63        |   | \$ 43.29        |   | \$ 0.34              | 0.8%         | \$ 0.34                | 0.8%         |
| September     | \$ 34.06        |   | \$ 32.73        |   | \$ 34.59        |   | \$ 34.23        |   | \$ 39.03        |   | \$ 35.28        |   | \$ -            |   | \$ 35.28        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| October       | \$ 25.86        |   | \$ 26.01        |   | \$ 30.18        |   | \$ 28.42        |   | \$ 38.98        |   | \$ 31.61        |   | \$ -            |   | \$ 31.61        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| November      | \$ 19.54        |   | \$ 20.38        |   | \$ 22.62        |   | \$ 21.75        |   | \$ 28.52        |   | \$ 32.18        |   | \$ -            |   | \$ 32.18        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| December      | \$ 16.77        |   | \$ 19.88        |   | \$ 20.02        |   | \$ 19.63        |   | \$ 35.49        |   | \$ 29.32        |   | \$ -            |   | \$ 29.32        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| January       | \$ 20.15        |   | \$ 21.86        |   | \$ 24.07        |   | \$ 21.64        |   | \$ 45.01        |   | \$ 47.91        |   | \$ -            |   | \$ 47.91        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| February      | \$ 19.88        |   | \$ 23.49        |   | \$ 27.62        |   | \$ 22.04        |   | \$ 46.88        |   | \$ 52.56        |   | \$ -            |   | \$ 52.56        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| March         | \$ 26.69        |   | \$ 24.72        |   | \$ 26.40        |   | \$ 28.96        |   | \$ 43.75        |   | \$ 63.12        |   | \$ -            |   | \$ 63.12        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| April         | \$ 24.57        |   | \$ 26.55        |   | \$ 28.82        |   | \$ 30.16        |   | \$ 44.46        |   | \$ 50.72        |   | \$ -            |   | \$ 46.27        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| May           | \$ 29.12        |   | \$ 32.93        |   | \$ 34.93        |   | \$ 39.22        |   | \$ 38.81        |   | \$ 38.88        |   | \$ -            |   | \$ 40.39        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| June          | \$ 31.34        |   | \$ 30.88        |   | \$ 34.05        |   | \$ 40.16        |   | \$ 38.81        |   | \$ 37.14        |   | \$ -            |   | \$ 40.39        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| <b>Totals</b> | <b>\$ 29.56</b> |   | <b>\$ 29.91</b> |   | <b>\$ 32.17</b> |   | <b>\$ 32.67</b> |   | <b>\$ 39.72</b> |   | <b>\$ 39.89</b> |   | <b>\$ 40.42</b> |   | <b>\$ 40.08</b> |   | <b>\$ (1.28)</b>     | <b>-3.1%</b> | <b>\$ (1.28)</b>       | <b>-3.1%</b> |



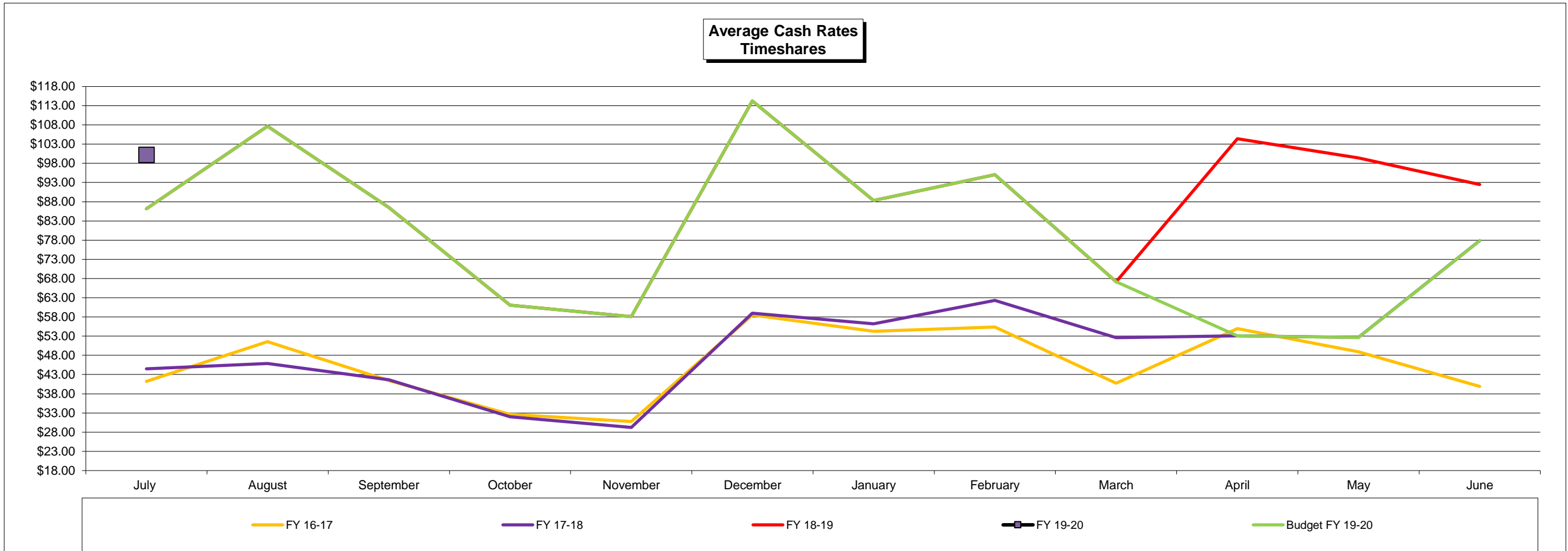
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-Vacation Rentals  
Trend**

| Month         | FY 13-14         |   | FY 14-15         |   | FY 15-16         |   | Actual FY 16-17  |   | FY 17-18         |   | FY 18-19         |   | FY 19-20         |   | Budget FY 19-20  |   | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|------------------|---|------------------|---|------------------|---|------------------|---|------------------|---|------------------|---|------------------|---|------------------|---|----------------------|--------------|------------------------|--------------|
|               | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount           | % | Amount               | %            | Amount                 | %            |
| July          | \$ 295.33        |   | \$ 322.82        |   | \$ 357.14        |   | \$ 314.93        |   | \$ 319.21        |   | \$ 294.75        |   | \$ 284.40        |   | \$ 287.67        |   | \$ (3.27)            | -1.1%        | \$ (10.35)             | -3.5%        |
| August        | \$ 298.84        |   | \$ 322.71        |   | \$ 335.69        |   | \$ 272.74        |   | \$ 306.45        |   | \$ 285.67        |   | \$ 277.38        |   | \$ 278.80        |   | \$ (1.42)            | -0.5%        | \$ (8.29)              | -2.9%        |
| September     | \$ 258.30        |   | \$ 353.13        |   | \$ 336.81        |   | \$ 247.64        |   | \$ 263.37        |   | \$ 236.07        |   | \$ -             |   | \$ 230.38        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| October       | \$ 245.49        |   | \$ 270.89        |   | \$ 296.70        |   | \$ 225.79        |   | \$ 226.09        |   | \$ 207.63        |   | \$ -             |   | \$ 202.65        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| November      | \$ 247.14        |   | \$ 286.18        |   | \$ 347.31        |   | \$ 217.59        |   | \$ 226.23        |   | \$ 230.50        |   | \$ -             |   | \$ 224.96        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| December      | \$ 328.16        |   | \$ 369.42        |   | \$ 436.10        |   | \$ 287.24        |   | \$ 250.96        |   | \$ 247.96        |   | \$ -             |   | \$ 241.98        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| January       | \$ 464.49        |   | \$ 465.06        |   | \$ 449.45        |   | \$ 298.21        |   | \$ 275.56        |   | \$ 255.13        |   | \$ -             |   | \$ 248.99        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| February      | \$ 319.06        |   | \$ 349.38        |   | \$ 365.37        |   | \$ 270.97        |   | \$ 229.54        |   | \$ 216.65        |   | \$ -             |   | \$ 213.36        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| March         | \$ 274.00        |   | \$ 310.97        |   | \$ 170.01        |   | \$ 220.03        |   | \$ 189.22        |   | \$ 198.78        |   | \$ -             |   | \$ 193.78        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| April         | \$ 196.08        |   | \$ 224.03        |   | \$ 153.88        |   | \$ 242.50        |   | \$ 203.28        |   | \$ 190.18        |   | \$ -             |   | \$ 199.34        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| May           | \$ 219.53        |   | \$ 326.93        |   | \$ 145.56        |   | \$ 201.46        |   | \$ 209.95        |   | \$ 199.94        |   | \$ -             |   | \$ 205.90        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| June          | \$ 261.65        |   | \$ 332.89        |   | \$ 210.81        |   | \$ 254.88        |   | \$ 243.41        |   | \$ 239.95        |   | \$ -             |   | \$ 238.70        |   | \$ -                 | 0.0%         | \$ -                   | 0.0%         |
| <b>Totals</b> | <b>\$ 298.27</b> |   | <b>\$ 337.00</b> |   | <b>\$ 281.80</b> |   | <b>\$ 261.62</b> |   | <b>\$ 250.66</b> |   | <b>\$ 236.33</b> |   | <b>\$ 281.09</b> |   | <b>\$ 234.89</b> |   | <b>\$ (2.49)</b>     | <b>-0.9%</b> | <b>\$ (9.47)</b>       | <b>-3.3%</b> |



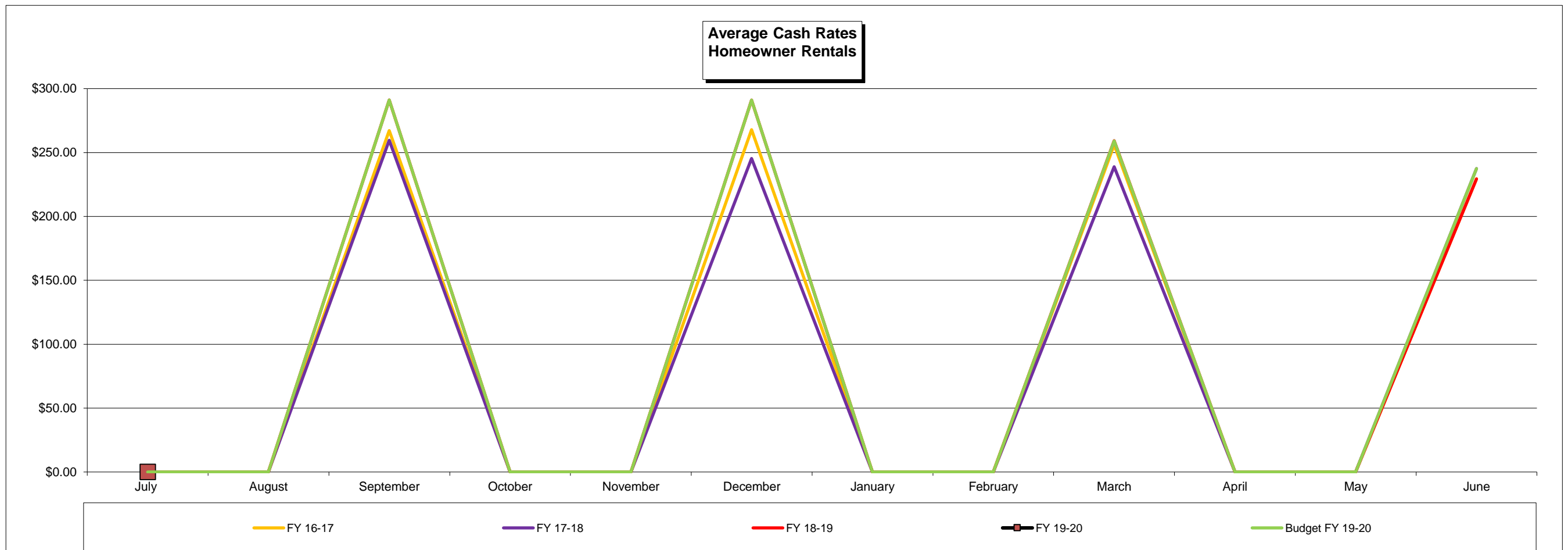
**Reno-Sparks Convention and Visitors Authority  
Average Cash Rates-Timeshares  
Trend**

| Month         | FY 13-14        |                 | FY 14-15        |                 | FY 15-16        |                 | Actual           |                 |                | Budget      |                | Variance from Budget |   | Variance from FY 18-19 |   |
|---------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|------------------|-----------------|----------------|-------------|----------------|----------------------|---|------------------------|---|
|               |                 |                 |                 |                 |                 |                 | FY 16-17         | FY 17-18        | FY 18-19       | FY 19-20    | FY 19-20       | Amount               | % | Amount                 | % |
| July          | \$ 30.65        | \$ 32.09        | \$ 33.25        | \$ 41.23        | \$ 44.52        | \$ 86.17        | \$ 100.18        | \$ 86.17        | \$ 14.01       | 16.3%       | \$ 14.01       | 16.3%                |   |                        |   |
| August        | \$ 31.38        | \$ 35.67        | \$ 23.42        | \$ 51.58        | \$ 45.87        | \$ 107.65       | \$ 108.46        | \$ 107.65       | \$ 0.81        | 0.8%        | \$ 0.81        | 0.8%                 |   |                        |   |
| September     | \$ 20.68        | \$ 17.43        | \$ 35.82        | \$ 41.44        | \$ 41.64        | \$ 86.53        | \$ -             | \$ 86.53        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| October       | \$ 19.09        | \$ 12.48        | \$ 32.24        | \$ 32.64        | \$ 32.01        | \$ 61.03        | \$ -             | \$ 61.03        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| November      | \$ 15.23        | \$ 9.04         | \$ 23.92        | \$ 30.77        | \$ 29.23        | \$ 58.09        | \$ -             | \$ 58.09        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| December      | \$ 22.50        | \$ 18.83        | \$ 51.78        | \$ 58.52        | \$ 58.97        | \$ 114.25       | \$ -             | \$ 114.25       | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| January       | \$ 21.17        | \$ 16.73        | \$ 56.37        | \$ 54.24        | \$ 56.21        | \$ 88.30        | \$ -             | \$ 88.30        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| February      | \$ 27.37        | \$ 16.10        | \$ 40.39        | \$ 55.38        | \$ 62.34        | \$ 95.01        | \$ -             | \$ 95.01        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| March         | \$ 21.27        | \$ 15.16        | \$ 50.11        | \$ 40.72        | \$ 52.63        | \$ 67.16        | \$ -             | \$ 67.16        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| April         | \$ 28.81        | \$ 20.28        | \$ 60.47        | \$ 54.99        | \$ 53.09        | \$ 104.42       | \$ -             | \$ 53.09        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| May           | \$ 22.84        | \$ 18.92        | \$ 58.08        | \$ 48.96        | \$ 52.64        | \$ 99.39        | \$ -             | \$ 52.64        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| June          | \$ 16.45        | \$ 18.85        | \$ 36.36        | \$ 39.88        | \$ 77.87        | \$ 92.51        | \$ -             | \$ 77.87        | \$ -           | 0.0%        | \$ -           | 0.0%                 |   |                        |   |
| <b>Totals</b> | <b>\$ 23.22</b> | <b>\$ 19.30</b> | <b>\$ 39.07</b> | <b>\$ 45.64</b> | <b>\$ 49.57</b> | <b>\$ 87.70</b> | <b>\$ 104.28</b> | <b>\$ 76.68</b> | <b>\$ 8.46</b> | <b>8.8%</b> | <b>\$ 8.46</b> | <b>8.8%</b>          |   |                        |   |



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

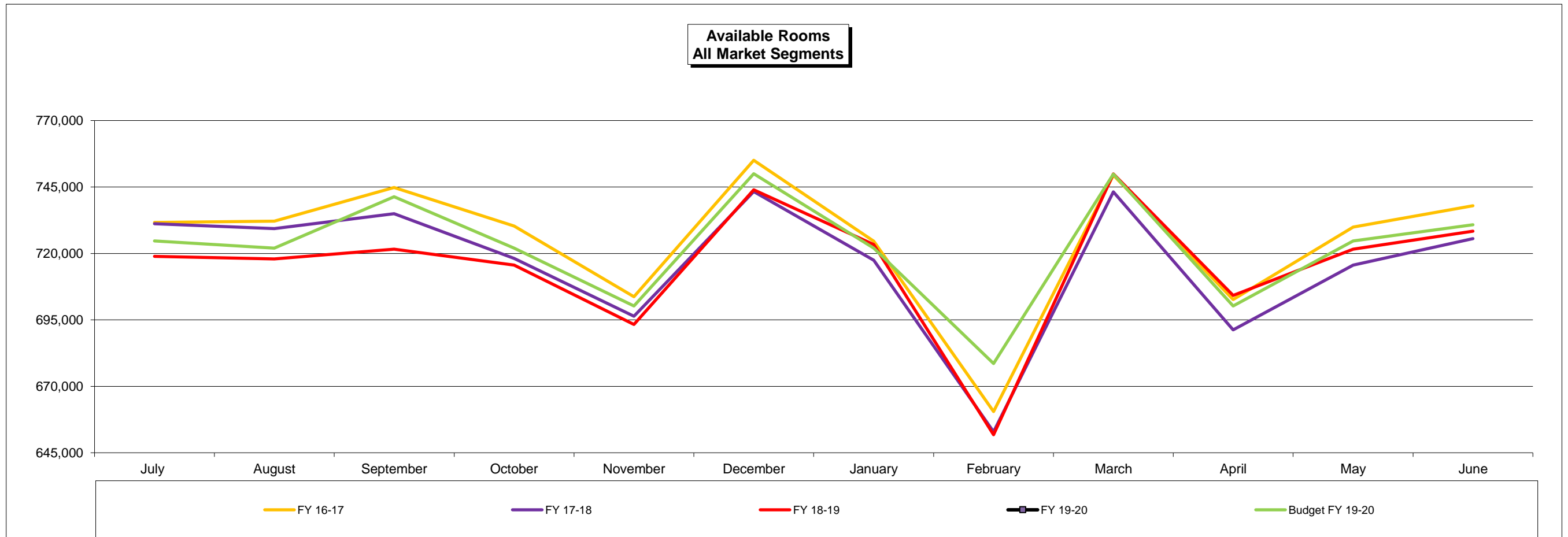
| Month         | FY 13-14    |   | FY 14-15         |   | FY 15-16         |   | Actual FY 16-17  |   | FY 17-18         |   | FY 18-19         |   | FY 19-20    |   | Budget FY 19-20  |   | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|-------------|---|------------------|---|------------------|---|------------------|---|------------------|---|------------------|---|-------------|---|------------------|---|----------------------|-------------|------------------------|-------------|
|               | 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        |   | \$ -        |   | \$ 291.00        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| October       | \$ -        |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -        |   | \$ -             |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| November      | \$ -        |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -        |   | \$ -             |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| December      | \$ -        |   | \$ 217.46        |   | \$ 257.00        |   | \$ 267.87        |   | \$ 245.28        |   | \$ 291.03        |   | \$ -        |   | \$ 291.03        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| January       | \$ -        |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -        |   | \$ -             |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| February      | \$ -        |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -        |   | \$ -             |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| March         | \$ -        |   | \$ 227.73        |   | \$ 252.70        |   | \$ 256.03        |   | \$ 238.98        |   | \$ 259.34        |   | \$ -        |   | \$ 259.14        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| April         | \$ -        |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -        |   | \$ -             |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| May           | \$ -        |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -             |   | \$ -        |   | \$ -             |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| June          | \$ -        |   | \$ 242.97        |   | \$ 249.72        |   | \$ 229.45        |   | \$ 237.32        |   | \$ 229.40        |   | \$ -        |   | \$ 237.32        |   | \$ -                 | 0.0%        | \$ -                   | 0.0%        |
| <b>Totals</b> | <b>\$ -</b> |   | <b>\$ 231.52</b> |   | <b>\$ 255.58</b> |   | <b>\$ 257.95</b> |   | <b>\$ 248.99</b> |   | <b>\$ 271.47</b> |   | <b>\$ -</b> |   | <b>\$ 273.60</b> |   | <b>\$ -</b>          | <b>0.0%</b> | <b>\$ -</b>            | <b>0.0%</b> |





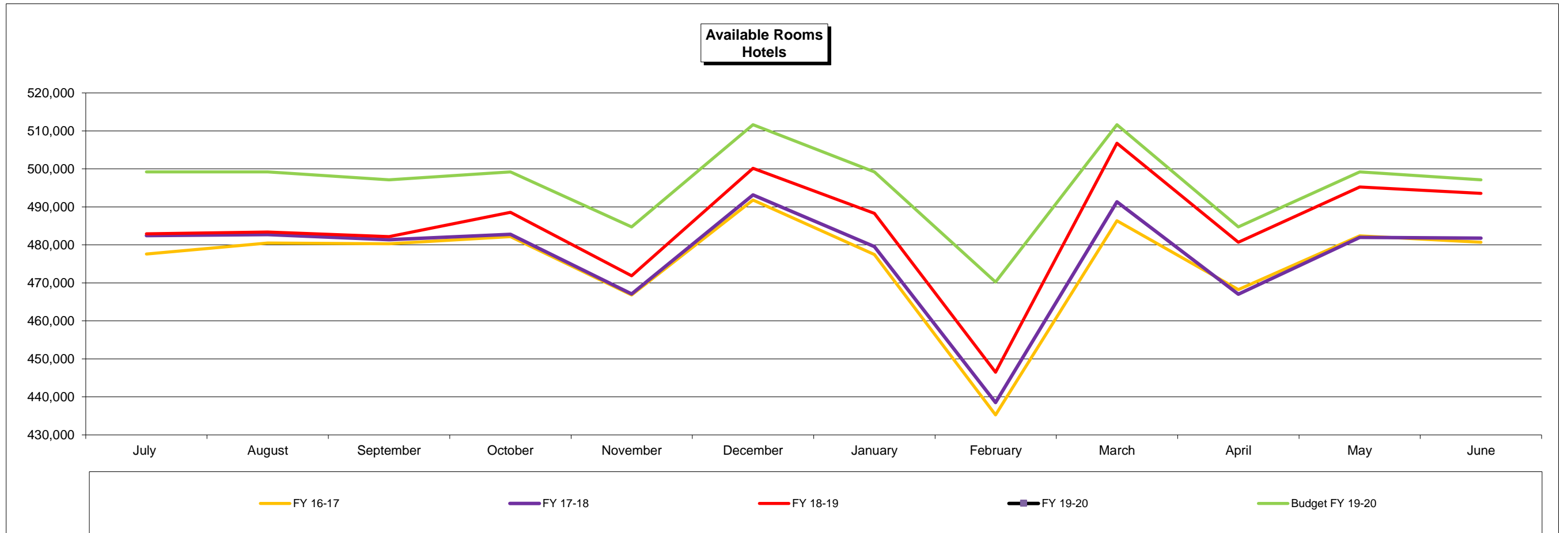
**Reno-Sparks Convention and Visitors Authority  
Available Rooms-Consolidated Summary  
Trend**

| Month         | FY 13-14         | FY 14-15         | FY 15-16         | Actual           |                  |                  | FY 18-19         | FY 19-20         | Budget<br>FY 19-20 | Variance from Budget |                 | Variance from FY 18-19 |   |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|----------------------|-----------------|------------------------|---|
|               |                  |                  |                  | FY 16-17         | FY 17-18         | FY 19-20         |                  |                  |                    | Amount               | %               | Amount                 | % |
| July          | 744,241          | 729,570          | 721,835          | 731,702          | 731,201          | 718,901          | 712,349          | 724,678          | (12,329)           | -1.7%                | (6,552)         | -0.9%                  |   |
| August        | 744,264          | 726,198          | 719,719          | 732,118          | 729,381          | 717,933          | 694,199          | 721,950          | (27,751)           | -3.8%                | (23,734)        | -3.3%                  |   |
| September     | 739,470          | 736,938          | 740,540          | 744,788          | 734,903          | 721,601          | -                | 741,370          | -                  | 0.0%                 | -               | 0.0%                   |   |
| October       | 734,229          | 721,834          | 720,713          | 730,300          | 718,089          | 715,635          | -                | 721,950          | -                  | 0.0%                 | -               | 0.0%                   |   |
| November      | 705,433          | 693,243          | 699,173          | 703,727          | 696,359          | 693,249          | -                | 700,260          | -                  | 0.0%                 | -               | 0.0%                   |   |
| December      | 738,961          | 743,518          | 762,491          | 755,047          | 743,272          | 743,974          | -                | 749,980          | -                  | 0.0%                 | -               | 0.0%                   |   |
| January       | 720,369          | 720,095          | 722,837          | 724,611          | 717,408          | 723,307          | -                | 721,950          | -                  | 0.0%                 | -               | 0.0%                   |   |
| February      | 656,764          | 653,041          | 680,113          | 660,509          | 652,882          | 651,781          | -                | 678,570          | -                  | 0.0%                 | -               | 0.0%                   |   |
| March         | 734,466          | 741,067          | 749,754          | 749,479          | 743,181          | 749,932          | -                | 749,810          | -                  | 0.0%                 | -               | 0.0%                   |   |
| April         | 705,176          | 695,316          | 701,381          | 702,683          | 691,245          | 704,232          | -                | 700,260          | -                  | 0.0%                 | -               | 0.0%                   |   |
| May           | 736,949          | 717,597          | 725,039          | 729,877          | 715,560          | 721,578          | -                | 724,678          | -                  | 0.0%                 | -               | 0.0%                   |   |
| June          | 724,331          | 721,209          | 737,442          | 737,904          | 725,572          | 728,406          | -                | 730,760          | -                  | 0.0%                 | -               | 0.0%                   |   |
| <b>Totals</b> | <b>8,684,653</b> | <b>8,599,626</b> | <b>8,681,037</b> | <b>8,702,745</b> | <b>8,599,053</b> | <b>8,590,529</b> | <b>1,406,548</b> | <b>8,666,216</b> | <b>(40,080)</b>    | <b>-2.8%</b>         | <b>(30,286)</b> | <b>-2.1%</b>           |   |



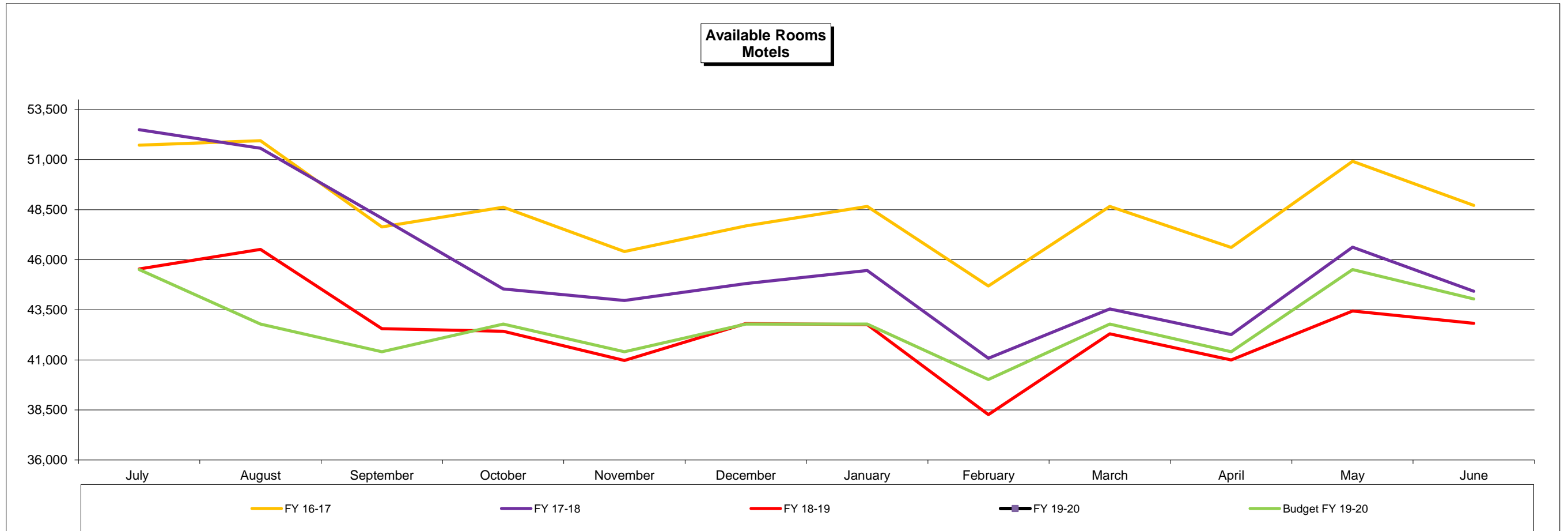
**Reno-Sparks Convention and Visitors Authority  
Available Rooms-Hotels  
Trend**

| Month         | FY 13-14         | FY 14-15         | FY 15-16         | Actual           |                  |                  | FY 19-20       | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |             |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|--------------------|----------------------|--------------|------------------------|-------------|
|               |                  |                  |                  | FY 16-17         | FY 17-18         | FY 18-19         |                |                    | Amount               | %            | Amount                 | %           |
| July          | 466,505          | 461,820          | 476,648          | 477,574          | 482,483          | 482,901          | 496,070        | 499,246            | (3,176)              | -0.6%        | 13,169                 | 2.7%        |
| August        | 466,941          | 460,821          | 473,553          | 480,488          | 482,700          | 483,397          | 478,028        | 499,246            | (21,218)             | -4.3%        | (5,369)                | -1.1%       |
| September     | 461,736          | 461,660          | 474,780          | 480,295          | 481,380          | 482,185          | -              | 497,130            | -                    | 0.0%         | -                      | 0.0%        |
| October       | 460,554          | 462,007          | 476,276          | 482,218          | 482,804          | 488,570          | -              | 499,246            | -                    | 0.0%         | -                      | 0.0%        |
| November      | 444,851          | 443,373          | 461,221          | 466,801          | 467,125          | 471,897          | -              | 484,740            | -                    | 0.0%         | -                      | 0.0%        |
| December      | 470,861          | 468,956          | 500,313          | 491,812          | 493,157          | 500,191          | -              | 511,636            | -                    | 0.0%         | -                      | 0.0%        |
| January       | 458,443          | 459,431          | 475,560          | 477,480          | 479,579          | 488,332          | -              | 499,246            | -                    | 0.0%         | -                      | 0.0%        |
| February      | 419,160          | 416,364          | 447,873          | 435,274          | 438,526          | 446,503          | -              | 470,234            | -                    | 0.0%         | -                      | 0.0%        |
| March         | 470,992          | 467,443          | 486,905          | 486,334          | 491,315          | 506,759          | -              | 511,636            | -                    | 0.0%         | -                      | 0.0%        |
| April         | 447,775          | 446,319          | 463,114          | 468,275          | 467,068          | 480,679          | -              | 484,740            | -                    | 0.0%         | -                      | 0.0%        |
| May           | 471,547          | 456,085          | 476,921          | 482,408          | 481,998          | 495,250          | -              | 499,246            | -                    | 0.0%         | -                      | 0.0%        |
| June          | 466,357          | 455,383          | 476,421          | 480,731          | 481,774          | 493,534          | -              | 497,130            | -                    | 0.0%         | -                      | 0.0%        |
| <b>Totals</b> | <b>5,505,722</b> | <b>5,459,662</b> | <b>5,689,585</b> | <b>5,709,690</b> | <b>5,729,909</b> | <b>5,820,198</b> | <b>974,098</b> | <b>5,953,476</b>   | <b>(24,394)</b>      | <b>-2.4%</b> | <b>7,800</b>           | <b>0.8%</b> |



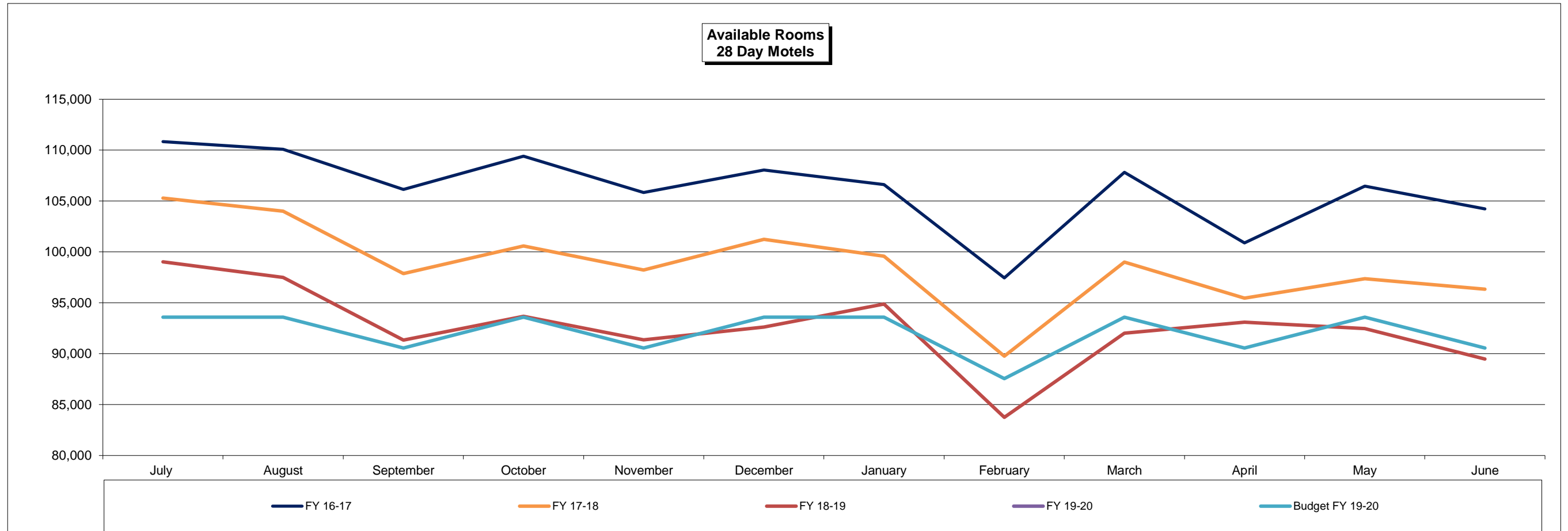
**Reno-Sparks Convention and Visitors Authority  
Available Rooms-Motels  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                |               | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|--------------|------------------------|--------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       | FY 19-20      |                    | Amount               | %            | Amount                 | %            |
| July          | 65,514         | 65,507         | 51,576         | 51,718         | 52,493         | 45,543         | 43,642        | 45,508             | (1,866)              | -4.1%        | (1,901)                | -4.2%        |
| August        | 65,452         | 65,988         | 51,522         | 51,943         | 51,571         | 46,516         | 43,686        | 42,780             | 906                  | 2.1%         | (2,830)                | -6.1%        |
| September     | 63,390         | 63,920         | 47,840         | 47,635         | 48,073         | 42,553         | -             | 41,400             | -                    | 0.0%         | -                      | 0.0%         |
| October       | 65,452         | 66,599         | 49,129         | 48,617         | 44,535         | 42,432         | -             | 42,780             | -                    | 0.0%         | -                      | 0.0%         |
| November      | 63,476         | 63,775         | 47,845         | 46,415         | 43,963         | 40,967         | -             | 41,400             | -                    | 0.0%         | -                      | 0.0%         |
| December      | 65,565         | 66,650         | 48,808         | 47,695         | 44,807         | 42,807         | -             | 42,780             | -                    | 0.0%         | -                      | 0.0%         |
| January       | 65,565         | 58,765         | 48,817         | 48,662         | 45,458         | 42,765         | -             | 42,780             | -                    | 0.0%         | -                      | 0.0%         |
| February      | 59,569         | 53,174         | 45,243         | 44,688         | 41,079         | 38,265         | -             | 40,020             | -                    | 0.0%         | -                      | 0.0%         |
| March         | 65,565         | 57,963         | 47,987         | 48,661         | 43,538         | 42,299         | -             | 42,780             | -                    | 0.0%         | -                      | 0.0%         |
| April         | 63,470         | 56,120         | 47,410         | 46,617         | 42,262         | 40,991         | -             | 41,400             | -                    | 0.0%         | -                      | 0.0%         |
| May           | 65,353         | 61,411         | 50,001         | 50,909         | 46,625         | 43,441         | -             | 45,508             | -                    | 0.0%         | -                      | 0.0%         |
| June          | 63,012         | 59,388         | 49,862         | 48,707         | 44,429         | 42,826         | -             | 44,040             | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>771,383</b> | <b>739,260</b> | <b>586,040</b> | <b>582,267</b> | <b>548,833</b> | <b>511,405</b> | <b>87,328</b> | <b>513,176</b>     | <b>(960)</b>         | <b>-1.1%</b> | <b>(4,731)</b>         | <b>-5.1%</b> |



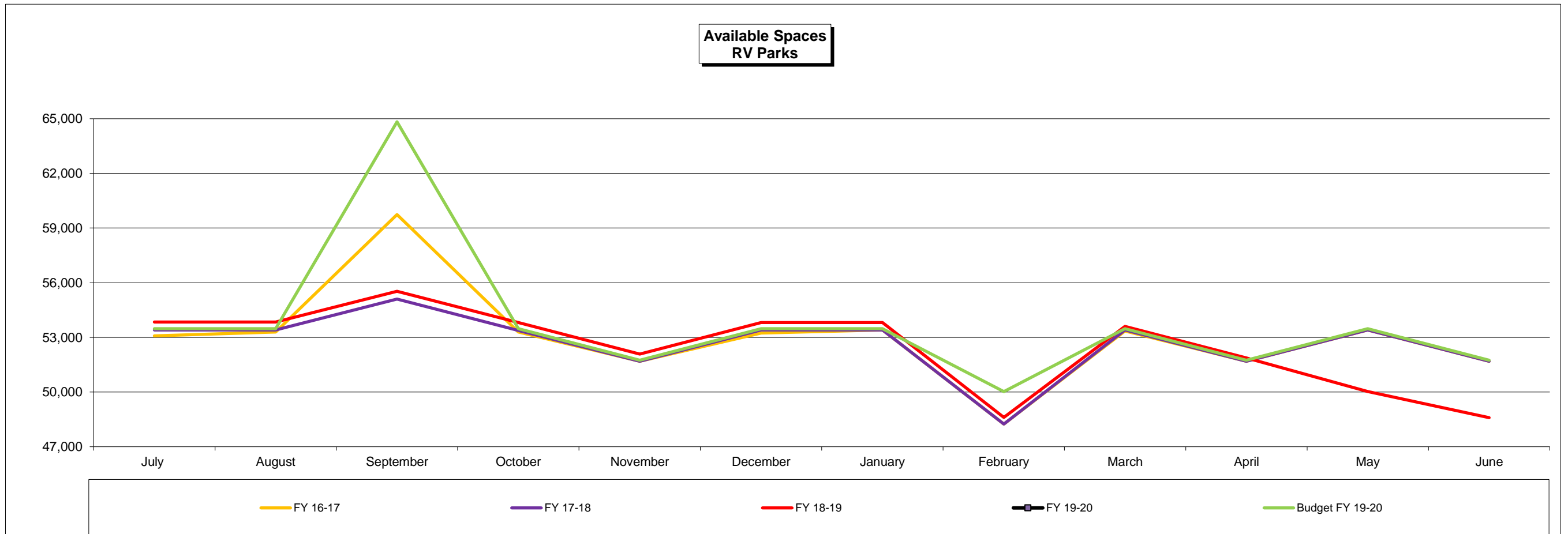
**Reno-Sparks Convention and Visitors Authority  
Available Rooms-28 Day Motels  
Trend**

| Month         | FY 13-14         | FY 14-15         | FY 15-16         | Actual           |                  |                  | FY 18-19       | FY 19-20         | Budget<br>FY 19-20 | Variance from Budget |                 | Variance from FY 18-19 |   |
|---------------|------------------|------------------|------------------|------------------|------------------|------------------|----------------|------------------|--------------------|----------------------|-----------------|------------------------|---|
|               |                  |                  |                  | FY 16-17         | FY 17-18         | FY 18-19         |                |                  |                    | Amount               | %               | Amount                 | % |
| July          | 118,330          | 111,388          | 108,717          | 110,833          | 105,286          | 99,025           | 89,593         | 93,589           | (3,996)            | -4.3%                | (9,432)         | -9.5%                  |   |
| August        | 118,550          | 109,383          | 108,792          | 110,075          | 104,010          | 97,491           | 89,450         | 93,589           | (4,139)            | -4.4%                | (8,041)         | -8.2%                  |   |
| September     | 112,584          | 99,670           | 104,984          | 106,138          | 97,878           | 91,329           | -              | 90,570           | -                  | 0.0%                 | -               | 0.0%                   |   |
| October       | 115,134          | 102,734          | 108,694          | 109,399          | 100,580          | 93,667           | -              | 93,589           | -                  | 0.0%                 | -               | 0.0%                   |   |
| November      | 109,378          | 99,609           | 105,368          | 105,840          | 98,230           | 91,357           | -              | 90,570           | -                  | 0.0%                 | -               | 0.0%                   |   |
| December      | 112,220          | 102,969          | 109,025          | 108,038          | 101,237          | 92,628           | -              | 93,589           | -                  | 0.0%                 | -               | 0.0%                   |   |
| January       | 106,759          | 110,089          | 110,484          | 106,619          | 99,585           | 94,886           | -              | 93,589           | -                  | 0.0%                 | -               | 0.0%                   |   |
| February      | 96,358           | 99,702           | 105,218          | 97,447           | 89,761           | 83,748           | -              | 87,551           | -                  | 0.0%                 | -               | 0.0%                   |   |
| March         | 109,042          | 109,182          | 110,014          | 107,827          | 98,989           | 92,022           | -              | 93,589           | -                  | 0.0%                 | -               | 0.0%                   |   |
| April         | 106,864          | 104,984          | 106,620          | 100,891          | 95,450           | 93,086           | -              | 90,570           | -                  | 0.0%                 | -               | 0.0%                   |   |
| May           | 110,013          | 109,463          | 110,050          | 106,465          | 97,373           | 92,468           | -              | 93,589           | -                  | 0.0%                 | -               | 0.0%                   |   |
| June          | 107,197          | 105,824          | 107,390          | 104,220          | 96,345           | 89,467           | -              | 90,570           | -                  | 0.0%                 | -               | 0.0%                   |   |
| <b>Totals</b> | <b>1,322,429</b> | <b>1,264,997</b> | <b>1,295,356</b> | <b>1,273,792</b> | <b>1,184,724</b> | <b>1,111,174</b> | <b>179,043</b> | <b>1,104,954</b> | <b>(8,135)</b>     | <b>-4.3%</b>         | <b>(17,473)</b> | <b>-8.9%</b>           |   |



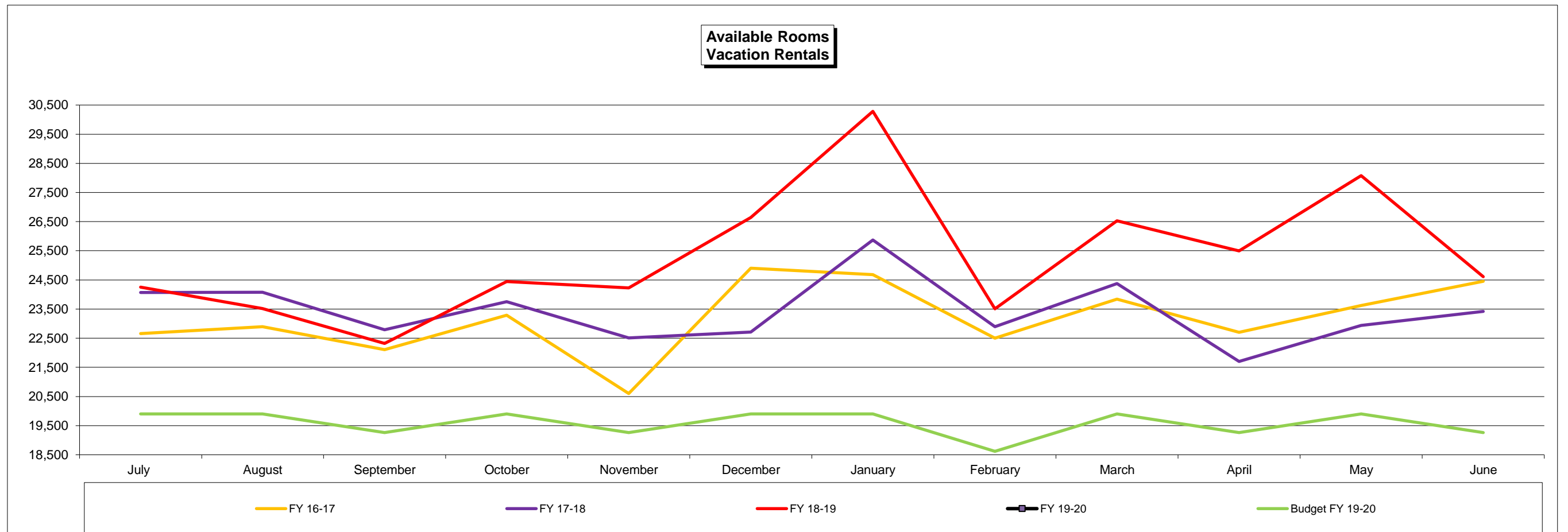
**Reno-Sparks Convention and Visitors Authority  
Available Spaces-RV Parks  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                | FY 19-20      | Budget<br>FY 19-20 | Variance from Budget |               | Variance from FY 18-19 |               |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|---------------|------------------------|---------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       |               |                    | Amount               | %             | Amount                 | %             |
| July          | 56,637         | 53,785         | 49,662         | 53,088         | 53,413         | 53,847         | 45,043        | 53,475             | (8,432)              | -15.8%        | (8,804)                | -16.4%        |
| August        | 56,606         | 53,692         | 49,693         | 53,289         | 53,413         | 53,847         | 45,229        | 53,475             | (8,246)              | -15.4%        | (8,618)                | -16.0%        |
| September     | 65,760         | 62,910         | 63,560         | 59,740         | 55,103         | 55,530         | -             | 64,830             | -                    | 0.0%          | -                      | 0.0%          |
| October       | 56,575         | 53,661         | 53,630         | 53,289         | 53,383         | 53,816         | -             | 53,475             | -                    | 0.0%          | -                      | 0.0%          |
| November      | 52,620         | 51,930         | 51,720         | 51,690         | 51,690         | 52,080         | -             | 51,750             | -                    | 0.0%          | -                      | 0.0%          |
| December      | 54,171         | 53,661         | 53,723         | 53,243         | 53,413         | 53,816         | -             | 53,475             | -                    | 0.0%          | -                      | 0.0%          |
| January       | 53,661         | 53,661         | 53,444         | 53,413         | 53,413         | 53,816         | -             | 53,475             | -                    | 0.0%          | -                      | 0.0%          |
| February      | 48,356         | 48,720         | 50,025         | 48,244         | 48,244         | 48,608         | -             | 50,025             | -                    | 0.0%          | -                      | 0.0%          |
| March         | 53,630         | 53,661         | 53,258         | 53,351         | 53,413         | 53,599         | -             | 53,475             | -                    | 0.0%          | -                      | 0.0%          |
| April         | 51,930         | 51,860         | 51,480         | 51,690         | 51,690         | 51,870         | -             | 51,750             | -                    | 0.0%          | -                      | 0.0%          |
| May           | 53,661         | 53,413         | 53,088         | 53,413         | 53,413         | 50,034         | -             | 53,475             | -                    | 0.0%          | -                      | 0.0%          |
| June          | 52,133         | 48,086         | 51,540         | 51,690         | 51,690         | 48,595         | -             | 51,750             | -                    | 0.0%          | -                      | 0.0%          |
| <b>Totals</b> | <b>655,740</b> | <b>639,040</b> | <b>634,823</b> | <b>636,140</b> | <b>632,278</b> | <b>629,458</b> | <b>90,272</b> | <b>644,430</b>     | <b>(16,678)</b>      | <b>-15.6%</b> | <b>(17,422)</b>        | <b>-16.2%</b> |



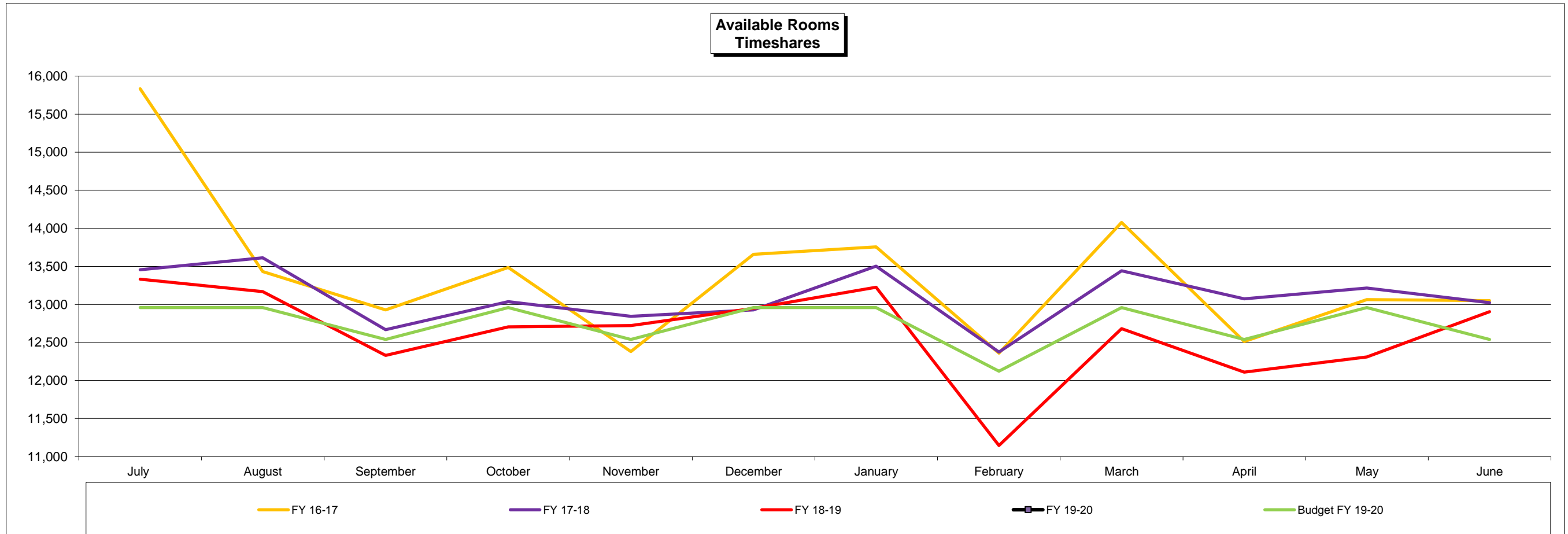
**Reno-Sparks Convention and Visitors Authority  
Available Rooms-Vacation Rentals  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                | FY 19-20      | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |             |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|--------------|------------------------|-------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       |               |                    | Amount               | %            | Amount                 | %           |
| July          | 20,204         | 20,275         | 20,407         | 22,656         | 24,070         | 24,254         | 25,389        | 19,902             | 5,487                | 27.6%        | 1,135                  | 4.7%        |
| August        | 20,154         | 19,166         | 20,266         | 22,891         | 24,075         | 23,513         | 25,093        | 19,902             | 5,191                | 26.1%        | 1,580                  | 6.7%        |
| September     | 19,269         | 17,799         | 18,279         | 22,104         | 22,792         | 22,320         | -             | 19,260             | -                    | 0.0%         | -                      | 0.0%        |
| October       | 19,660         | 18,560         | 19,364         | 23,292         | 23,751         | 24,445         | -             | 19,902             | -                    | 0.0%         | -                      | 0.0%        |
| November      | 19,074         | 17,579         | 18,066         | 20,602         | 22,508         | 24,227         | -             | 19,260             | -                    | 0.0%         | -                      | 0.0%        |
| December      | 19,483         | 18,957         | 19,588         | 24,902         | 22,708         | 26,642         | -             | 19,902             | -                    | 0.0%         | -                      | 0.0%        |
| January       | 18,406         | 20,089         | 19,579         | 24,681         | 25,870         | 30,283         | -             | 19,902             | -                    | 0.0%         | -                      | 0.0%        |
| February      | 17,695         | 18,000         | 18,198         | 22,497         | 22,898         | 23,511         | -             | 18,618             | -                    | 0.0%         | -                      | 0.0%        |
| March         | 18,460         | 18,698         | 21,182         | 23,840         | 24,378         | 26,532         | -             | 19,902             | -                    | 0.0%         | -                      | 0.0%        |
| April         | 19,080         | 18,436         | 20,010         | 22,699         | 21,702         | 25,495         | -             | 19,260             | -                    | 0.0%         | -                      | 0.0%        |
| May           | 19,759         | 18,781         | 22,110         | 23,618         | 22,935         | 28,076         | -             | 19,902             | -                    | 0.0%         | -                      | 0.0%        |
| June          | 18,953         | 18,431         | 22,308         | 24,455         | 23,424         | 24,610         | -             | 19,260             | -                    | 0.0%         | -                      | 0.0%        |
| <b>Totals</b> | <b>230,197</b> | <b>224,771</b> | <b>239,357</b> | <b>278,237</b> | <b>281,111</b> | <b>303,908</b> | <b>50,482</b> | <b>234,972</b>     | <b>10,678</b>        | <b>26.8%</b> | <b>2,715</b>           | <b>5.7%</b> |



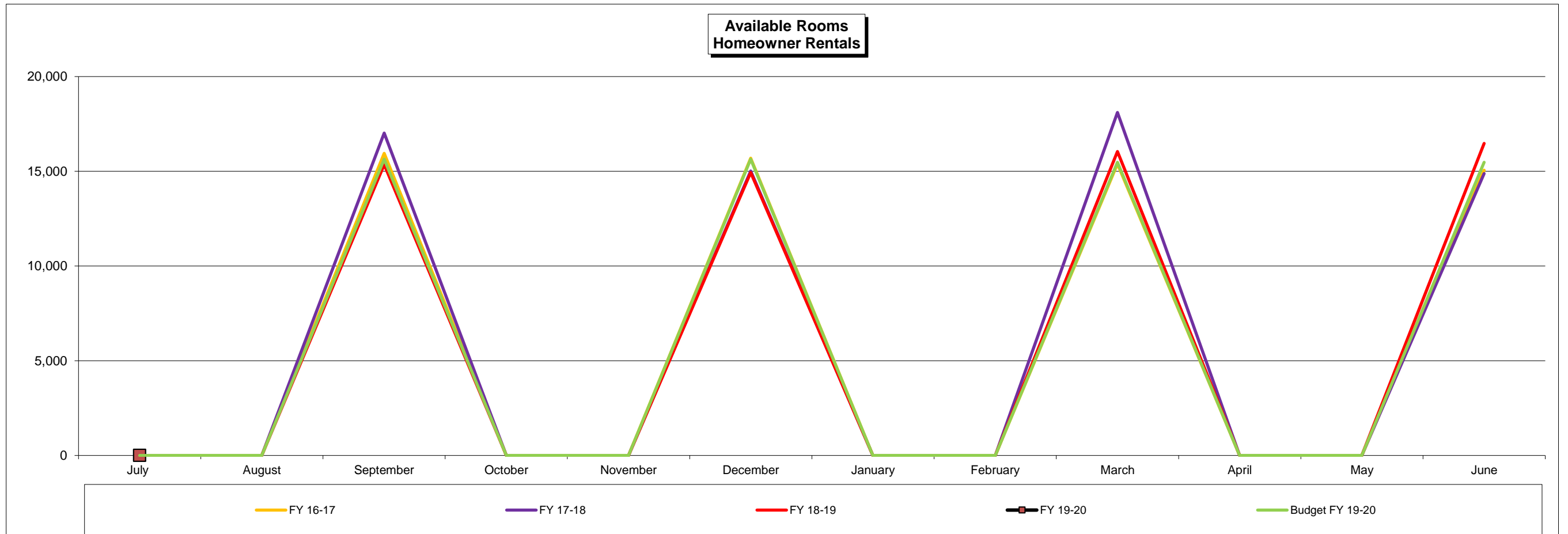
**Reno-Sparks Convention and Visitors Authority  
Available Rooms-Timeshares  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | Actual         |                |                |               | Budget<br>FY 19-20 | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|---------------|--------------------|----------------------|--------------|------------------------|--------------|
|               |                |                |                | FY 16-17       | FY 17-18       | FY 18-19       | FY 19-20      |                    | Amount               | %            | Amount                 | %            |
| July          | 17,051         | 16,795         | 14,825         | 15,833         | 13,456         | 13,331         | 12,612        | 12,958             | (346)                | -2.7%        | (719)                  | -5.4%        |
| August        | 16,561         | 17,148         | 15,893         | 13,432         | 13,612         | 13,169         | 12,713        | 12,958             | (245)                | -1.9%        | (456)                  | -3.5%        |
| September     | 16,731         | 17,850         | 14,453         | 12,929         | 12,666         | 12,330         | -             | 12,540             | -                    | 0.0%         | -                      | 0.0%         |
| October       | 16,854         | 18,273         | 13,620         | 13,485         | 13,036         | 12,705         | -             | 12,958             | -                    | 0.0%         | -                      | 0.0%         |
| November      | 16,034         | 16,977         | 14,953         | 12,379         | 12,843         | 12,721         | -             | 12,540             | -                    | 0.0%         | -                      | 0.0%         |
| December      | 16,661         | 17,322         | 14,703         | 13,659         | 12,928         | 12,949         | -             | 12,958             | -                    | 0.0%         | -                      | 0.0%         |
| January       | 17,535         | 18,060         | 14,953         | 13,756         | 13,503         | 13,225         | -             | 12,958             | -                    | 0.0%         | -                      | 0.0%         |
| February      | 15,626         | 17,081         | 13,556         | 12,359         | 12,374         | 11,146         | -             | 12,122             | -                    | 0.0%         | -                      | 0.0%         |
| March         | 16,777         | 19,270         | 14,083         | 14,076         | 13,443         | 12,680         | -             | 12,958             | -                    | 0.0%         | -                      | 0.0%         |
| April         | 16,057         | 17,597         | 12,747         | 12,511         | 13,073         | 12,111         | -             | 12,540             | -                    | 0.0%         | -                      | 0.0%         |
| May           | 16,616         | 18,444         | 12,869         | 13,064         | 13,216         | 12,309         | -             | 12,958             | -                    | 0.0%         | -                      | 0.0%         |
| June          | 16,679         | 18,824         | 14,802         | 13,050         | 13,023         | 12,903         | -             | 12,540             | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>199,182</b> | <b>213,641</b> | <b>171,457</b> | <b>160,533</b> | <b>157,173</b> | <b>151,579</b> | <b>25,325</b> | <b>152,988</b>     | <b>(591)</b>         | <b>-2.3%</b> | <b>(1,175)</b>         | <b>-4.4%</b> |



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

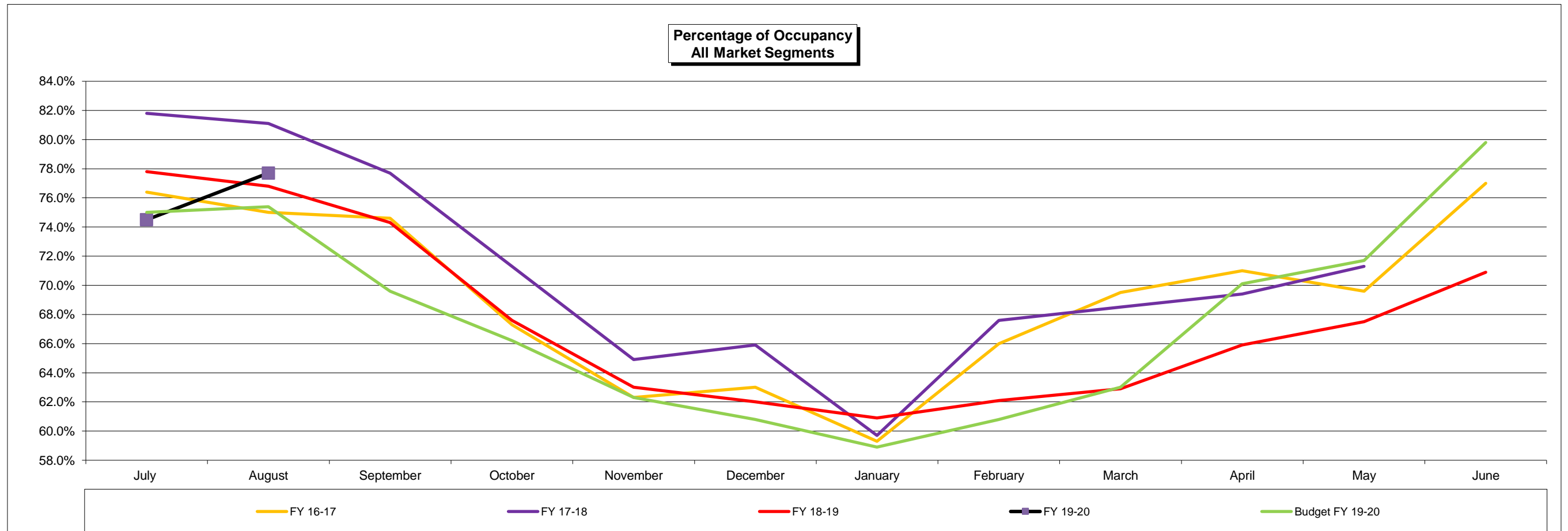
| Month         | FY 13-14 | FY 14-15      | FY 15-16      | Actual        |               |               | FY 19-20 | Budget<br>FY 19-20 | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|----------|---------------|---------------|---------------|---------------|---------------|----------|--------------------|----------------------|-------------|------------------------|-------------|
|               |          |               |               | FY 16-17      | FY 17-18      | 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             | -                    | 0.0%        | -                      | 0.0%        |
| October       | -        | -             | -             | -             | -             | -             | -        | -                  | 0.0%                 | -           | 0.0%                   |             |
| November      | -        | -             | -             | -             | -             | -             | -        | -                  | 0.0%                 | -           | 0.0%                   |             |
| December      | -        | 15,003        | 16,331        | 15,698        | 15,022        | 14,941        | -        | 15,640             | -                    | 0.0%        | -                      | 0.0%        |
| January       | -        | -             | -             | -             | -             | -             | -        | -                  | 0.0%                 | -           | 0.0%                   |             |
| February      | -        | -             | -             | -             | -             | -             | -        | -                  | 0.0%                 | -           | 0.0%                   |             |
| March         | -        | 14,850        | 16,325        | 15,390        | 18,105        | 16,041        | -        | 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        | 16,471        | -        | 15,470             | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | -        | <b>58,255</b> | <b>64,419</b> | <b>62,086</b> | <b>65,025</b> | <b>62,807</b> | -        | <b>62,220</b>      | -                    | <b>0.0%</b> | -                      | <b>0.0%</b> |





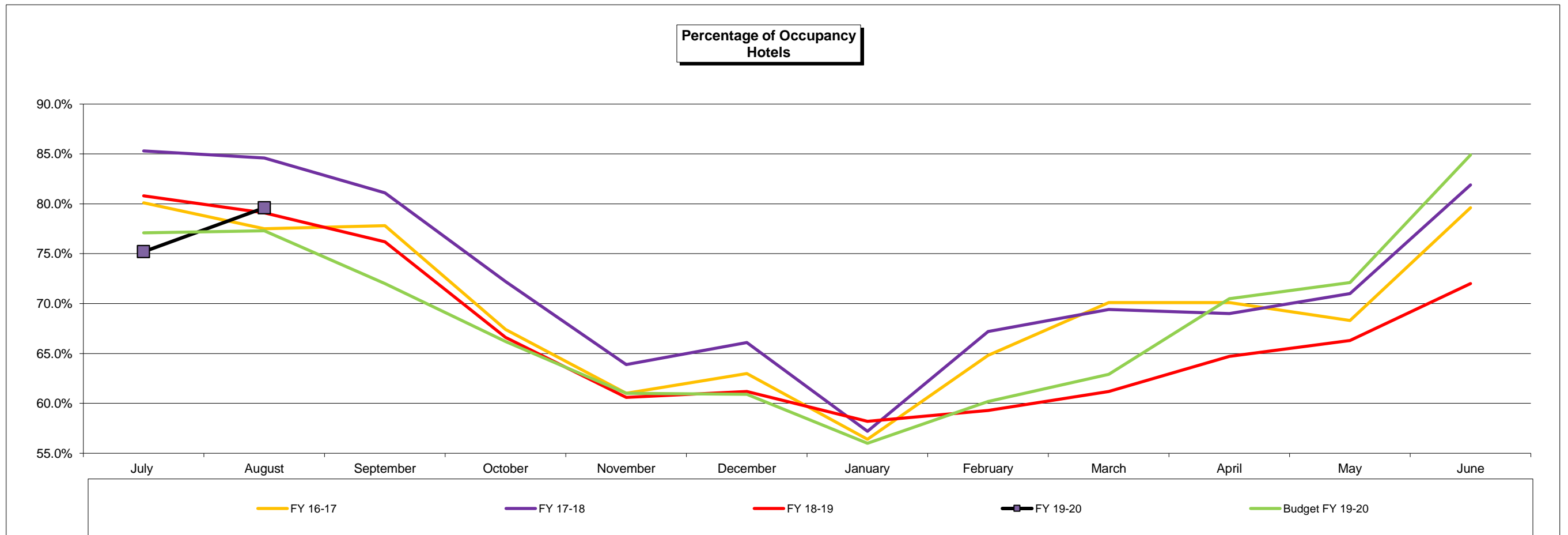
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-Consolidated Summary  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              | Budget       |              | Variance from Budget |             | Variance from FY 18-19 |              |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|-------------|------------------------|--------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %           | Amount                 | %            |
| July          | 71.1%        | 73.0%        | 73.8%        | 76.4%        | 81.8%        | 77.8%        | 74.5%        | 75.0%        | (0.5)                | -0.7%       | (3.3)                  | -4.2%        |
| August        | 71.6%        | 73.0%        | 73.9%        | 75.0%        | 81.1%        | 76.8%        | 77.7%        | 75.4%        | 2.3                  | 3.1%        | 0.9                    | 1.2%         |
| September     | 66.4%        | 67.7%        | 72.7%        | 74.6%        | 77.7%        | 74.3%        |              | 69.6%        | -                    | 0.0%        | -                      | 0.0%         |
| October       | 60.0%        | 64.0%        | 69.4%        | 67.3%        | 71.3%        | 67.6%        |              | 66.2%        | -                    | 0.0%        | -                      | 0.0%         |
| November      | 55.4%        | 57.7%        | 57.9%        | 62.3%        | 64.9%        | 63.0%        |              | 62.3%        | -                    | 0.0%        | -                      | 0.0%         |
| December      | 55.6%        | 58.4%        | 60.6%        | 63.0%        | 65.9%        | 62.0%        |              | 60.8%        | -                    | 0.0%        | -                      | 0.0%         |
| January       | 52.2%        | 58.4%        | 55.6%        | 59.3%        | 59.7%        | 60.9%        |              | 58.9%        | -                    | 0.0%        | -                      | 0.0%         |
| February      | 58.3%        | 61.7%        | 64.3%        | 66.0%        | 67.6%        | 62.1%        |              | 60.8%        | -                    | 0.0%        | -                      | 0.0%         |
| March         | 59.4%        | 60.6%        | 65.6%        | 69.5%        | 68.5%        | 62.9%        |              | 63.0%        | -                    | 0.0%        | -                      | 0.0%         |
| April         | 62.7%        | 63.0%        | 67.9%        | 71.0%        | 69.4%        | 65.9%        |              | 70.1%        | -                    | 0.0%        | -                      | 0.0%         |
| May           | 65.3%        | 66.8%        | 65.8%        | 69.6%        | 71.3%        | 67.5%        |              | 71.7%        | -                    | 0.0%        | -                      | 0.0%         |
| June          | 70.0%        | 68.8%        | 73.9%        | 77.0%        | 77.7%        | 70.9%        |              | 79.8%        | -                    | 0.0%        | -                      | 0.0%         |
| <b>Totals</b> | <b>62.4%</b> | <b>64.5%</b> | <b>66.8%</b> | <b>69.3%</b> | <b>71.5%</b> | <b>67.7%</b> | <b>76.1%</b> | <b>67.8%</b> | <b>0.9</b>           | <b>1.2%</b> | <b>(1.2)</b>           | <b>-1.6%</b> |



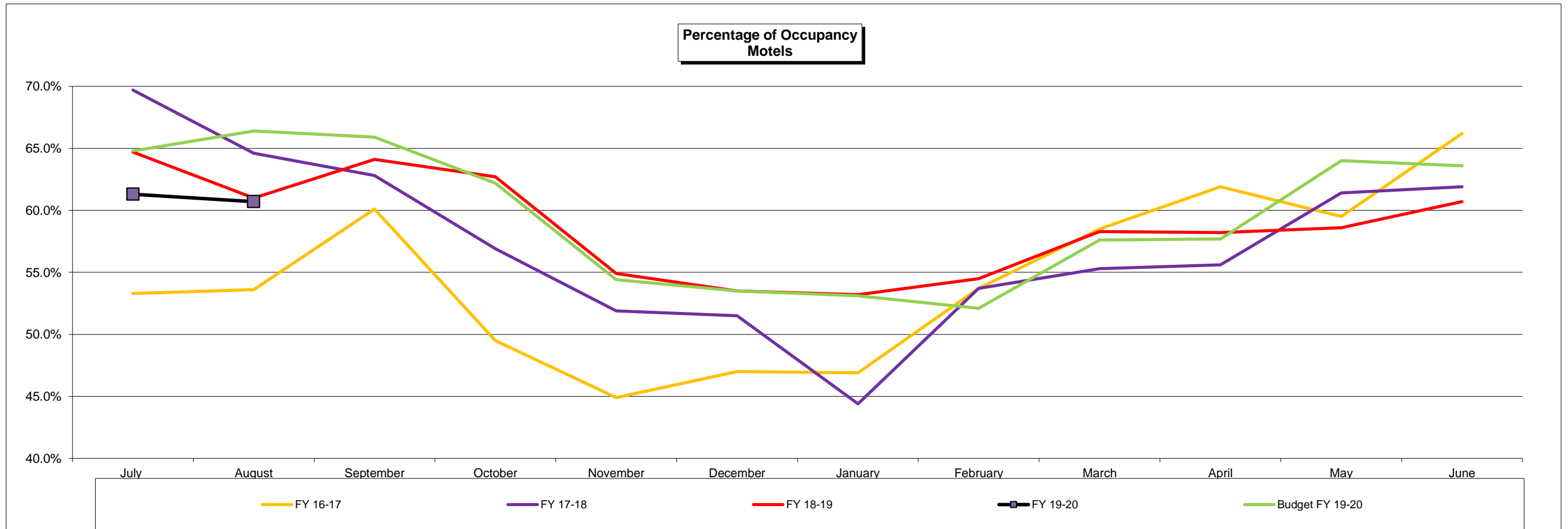
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-Hotels  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              | Budget       |              | Variance from Budget |             | Variance from FY 18-19 |              |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|-------------|------------------------|--------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %           | Amount                 | %            |
| July          | 77.1%        | 78.4%        | 77.7%        | 80.1%        | 85.3%        | 80.8%        | 75.2%        | 77.1%        | (1.9)                | -2.5%       | (5.6)                  | -6.9%        |
| August        | 76.0%        | 78.2%        | 77.9%        | 77.5%        | 84.6%        | 79.1%        | 79.6%        | 77.3%        | 2.3                  | 3.0%        | 0.5                    | 0.6%         |
| September     | 70.8%        | 72.8%        | 77.4%        | 77.8%        | 81.1%        | 76.2%        |              | 72.0%        | -                    | 0.0%        | -                      | 0.0%         |
| October       | 61.3%        | 65.9%        | 71.7%        | 67.4%        | 72.2%        | 66.6%        |              | 66.2%        | -                    | 0.0%        | -                      | 0.0%         |
| November      | 55.9%        | 58.4%        | 57.3%        | 61.0%        | 63.9%        | 60.6%        |              | 61.0%        | -                    | 0.0%        | -                      | 0.0%         |
| December      | 56.6%        | 60.1%        | 62.0%        | 63.0%        | 66.1%        | 61.2%        |              | 60.9%        | -                    | 0.0%        | -                      | 0.0%         |
| January       | 52.3%        | 59.4%        | 53.7%        | 56.4%        | 57.2%        | 58.2%        |              | 56.0%        | -                    | 0.0%        | -                      | 0.0%         |
| February      | 60.9%        | 64.0%        | 65.6%        | 64.8%        | 67.2%        | 59.3%        |              | 60.2%        | -                    | 0.0%        | -                      | 0.0%         |
| March         | 62.6%        | 63.2%        | 68.2%        | 70.1%        | 69.4%        | 61.2%        |              | 62.9%        | -                    | 0.0%        | -                      | 0.0%         |
| April         | 66.5%        | 64.4%        | 69.0%        | 70.1%        | 69.0%        | 64.7%        |              | 70.5%        | -                    | 0.0%        | -                      | 0.0%         |
| May           | 69.5%        | 69.7%        | 66.5%        | 68.3%        | 71.0%        | 66.3%        |              | 72.1%        | -                    | 0.0%        | -                      | 0.0%         |
| June          | 76.2%        | 73.8%        | 78.7%        | 79.6%        | 81.9%        | 72.0%        |              | 84.9%        | -                    | 0.0%        | -                      | 0.0%         |
| <b>Totals</b> | <b>65.6%</b> | <b>67.4%</b> | <b>68.8%</b> | <b>69.7%</b> | <b>72.5%</b> | <b>67.2%</b> | <b>77.4%</b> | <b>68.4%</b> | <b>0.2</b>           | <b>0.3%</b> | <b>(2.5)</b>           | <b>-3.1%</b> |



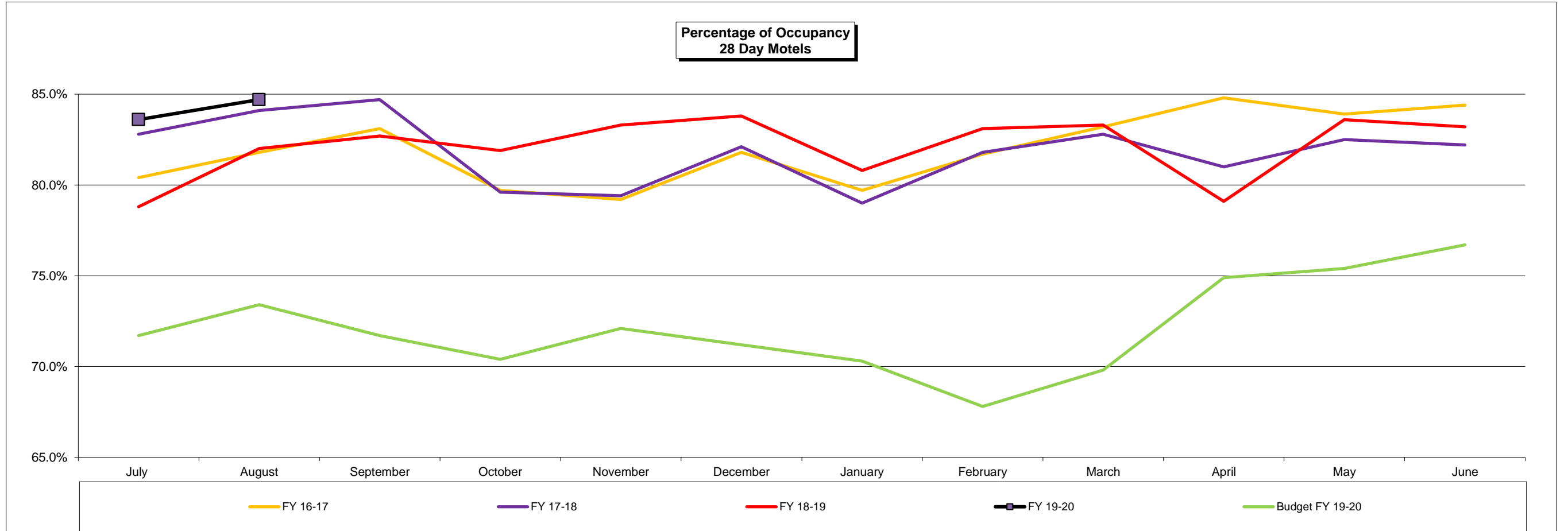
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-Motels  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              | Budget       |              | Variance from Budget |              | Variance from FY 18-19 |              |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|--------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %            | Amount                 | %            |
| July          | 52.1%        | 56.8%        | 53.8%        | 53.3%        | 69.7%        | 64.7%        | 61.3%        | 64.8%        | (3.5)                | -5.4%        | (3.4)                  | -5.3%        |
| August        | 55.2%        | 57.7%        | 53.8%        | 53.6%        | 64.6%        | 61.0%        | 60.7%        | 66.4%        | (5.7)                | -8.6%        | (0.3)                  | -0.5%        |
| September     | 51.3%        | 51.6%        | 58.7%        | 60.1%        | 62.8%        | 64.1%        |              | 65.9%        | -                    | 0.0%         | -                      | 0.0%         |
| October       | 42.5%        | 45.8%        | 52.8%        | 49.5%        | 56.9%        | 62.7%        |              | 62.2%        | -                    | 0.0%         | -                      | 0.0%         |
| November      | 37.1%        | 41.0%        | 41.4%        | 44.9%        | 51.9%        | 54.9%        |              | 54.4%        | -                    | 0.0%         | -                      | 0.0%         |
| December      | 37.7%        | 44.6%        | 45.3%        | 47.0%        | 51.5%        | 53.5%        |              | 53.5%        | -                    | 0.0%         | -                      | 0.0%         |
| January       | 34.1%        | 41.5%        | 44.5%        | 46.9%        | 44.4%        | 53.2%        |              | 53.1%        | -                    | 0.0%         | -                      | 0.0%         |
| February      | 38.5%        | 43.6%        | 47.5%        | 53.7%        | 53.7%        | 54.5%        |              | 52.1%        | -                    | 0.0%         | -                      | 0.0%         |
| March         | 40.8%        | 42.5%        | 45.5%        | 58.5%        | 55.3%        | 58.3%        |              | 57.6%        | -                    | 0.0%         | -                      | 0.0%         |
| April         | 44.6%        | 45.3%        | 49.0%        | 61.9%        | 55.6%        | 58.2%        |              | 57.7%        | -                    | 0.0%         | -                      | 0.0%         |
| May           | 46.8%        | 47.3%        | 45.5%        | 59.5%        | 61.4%        | 58.6%        |              | 64.0%        | -                    | 0.0%         | -                      | 0.0%         |
| June          | 48.2%        | 49.0%        | 49.9%        | 66.2%        | 61.9%        | 60.7%        |              | 63.6%        | -                    | 0.0%         | -                      | 0.0%         |
| <b>Totals</b> | <b>44.1%</b> | <b>47.4%</b> | <b>49.0%</b> | <b>54.6%</b> | <b>57.8%</b> | <b>58.8%</b> | <b>61.0%</b> | <b>59.7%</b> | <b>(4.5)</b>         | <b>-6.9%</b> | <b>(1.8)</b>           | <b>-2.9%</b> |



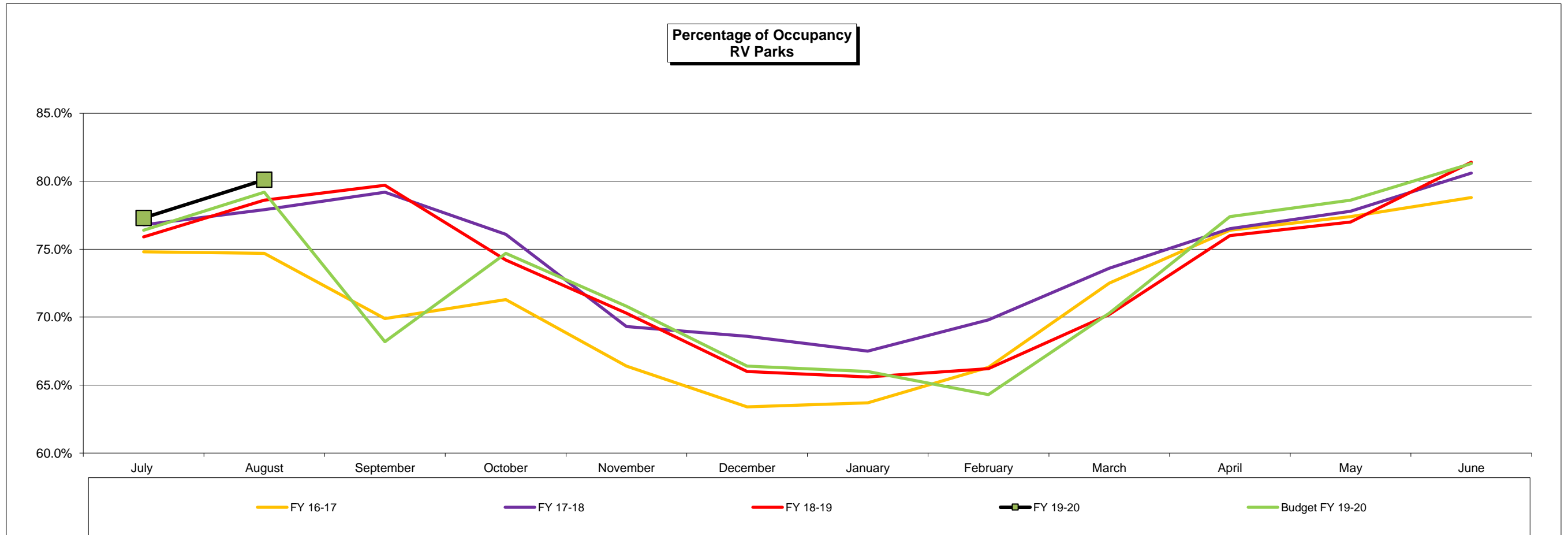
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-28 Day Motels  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              |              | Budget       | Variance from Budget |              | Variance from FY 18-19 |             |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|-------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %            | Amount                 | %           |
| July          | 66.1%        | 69.8%        | 77.1%        | 80.4%        | 82.8%        | 78.8%        | 83.6%        | 71.7%        | 11.9                 | 16.6%        | 4.8                    | 6.1%        |
| August        | 69.8%        | 70.8%        | 74.8%        | 81.8%        | 84.1%        | 82.0%        | 84.7%        | 73.4%        | 11.3                 | 15.4%        | 2.7                    | 3.3%        |
| September     | 67.5%        | 71.1%        | 78.2%        | 83.1%        | 84.7%        | 82.7%        | 81.7%        | 71.7%        | -                    | 0.0%         | -                      | 0.0%        |
| October       | 69.2%        | 75.6%        | 78.7%        | 79.7%        | 79.6%        | 81.9%        | 70.4%        | 70.4%        | -                    | 0.0%         | -                      | 0.0%        |
| November      | 70.6%        | 72.5%        | 75.9%        | 79.2%        | 79.4%        | 83.3%        | 72.1%        | 72.1%        | -                    | 0.0%         | -                      | 0.0%        |
| December      | 67.7%        | 74.3%        | 77.7%        | 81.8%        | 82.1%        | 83.8%        | 71.2%        | 71.2%        | -                    | 0.0%         | -                      | 0.0%        |
| January       | 69.5%        | 73.5%        | 75.8%        | 79.7%        | 79.0%        | 80.8%        | 70.3%        | 70.3%        | -                    | 0.0%         | -                      | 0.0%        |
| February      | 70.9%        | 74.5%        | 76.7%        | 81.7%        | 81.8%        | 83.1%        | 67.8%        | 67.8%        | -                    | 0.0%         | -                      | 0.0%        |
| March         | 68.5%        | 73.5%        | 79.0%        | 83.2%        | 82.8%        | 83.3%        | 69.8%        | 69.8%        | -                    | 0.0%         | -                      | 0.0%        |
| April         | 68.0%        | 73.5%        | 80.6%        | 84.8%        | 81.0%        | 79.1%        | 74.9%        | 74.9%        | -                    | 0.0%         | -                      | 0.0%        |
| May           | 69.6%        | 74.2%        | 77.7%        | 83.9%        | 82.5%        | 83.6%        | 75.4%        | 75.4%        | -                    | 0.0%         | -                      | 0.0%        |
| June          | 67.3%        | 74.5%        | 79.9%        | 84.4%        | 82.2%        | 83.2%        | 76.7%        | 76.7%        | -                    | 0.0%         | -                      | 0.0%        |
| <b>Totals</b> | <b>68.7%</b> | <b>73.1%</b> | <b>77.7%</b> | <b>82.0%</b> | <b>81.8%</b> | <b>82.1%</b> | <b>84.2%</b> | <b>72.1%</b> | <b>11.7</b>          | <b>16.1%</b> | <b>3.8</b>             | <b>4.7%</b> |



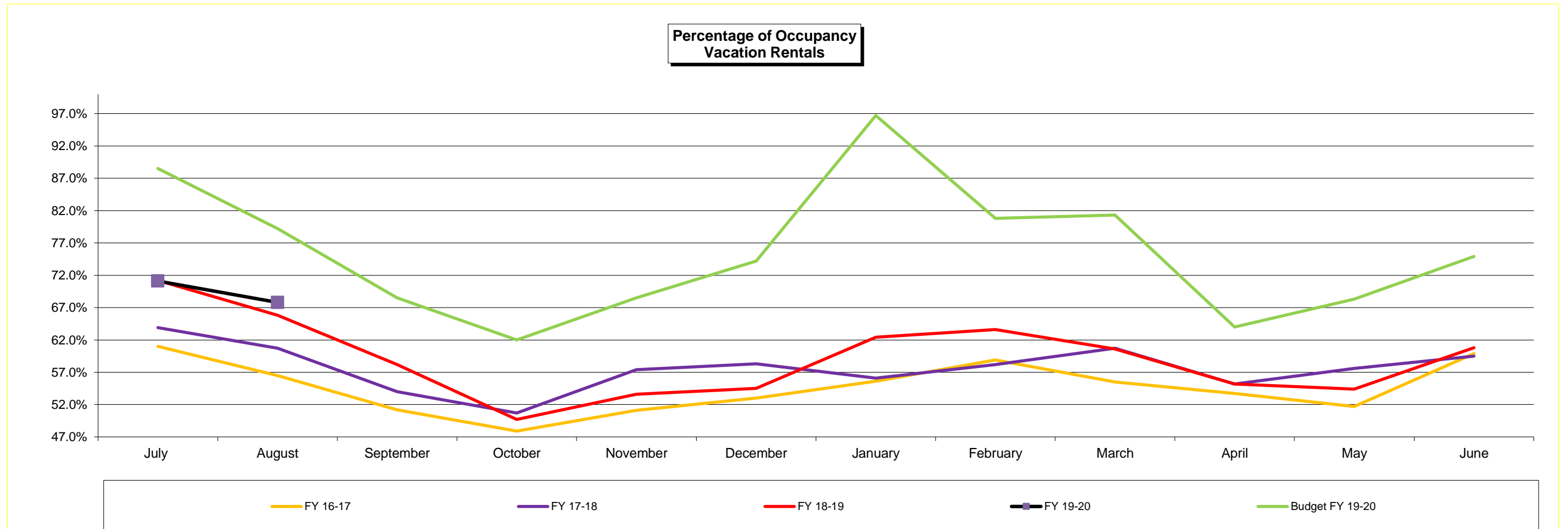
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-RV Parks  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              |              | Budget       | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|-------------|------------------------|-------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %           | Amount                 | %           |
| July          | 63.0%        | 63.6%        | 62.5%        | 74.8%        | 76.8%        | 75.9%        | 77.3%        | 76.4%        | 0.9                  | 1.2%        | 1.4                    | 1.8%        |
| August        | 66.7%        | 64.8%        | 66.2%        | 74.7%        | 77.9%        | 78.6%        | 80.1%        | 79.2%        | 0.9                  | 1.1%        | (0.7)                  | -0.9%       |
| September     | 57.4%        | 57.3%        | 62.4%        | 69.9%        | 79.2%        | 79.7%        |              | 68.2%        | -                    | 0.0%        | -                      | 0.0%        |
| October       | 60.7%        | 58.9%        | 64.9%        | 71.3%        | 76.1%        | 74.2%        |              | 74.7%        | -                    | 0.0%        | -                      | 0.0%        |
| November      | 52.6%        | 52.7%        | 56.5%        | 66.4%        | 69.3%        | 70.3%        |              | 70.8%        | -                    | 0.0%        | -                      | 0.0%        |
| December      | 50.8%        | 49.5%        | 52.2%        | 63.4%        | 68.6%        | 66.0%        |              | 66.4%        | -                    | 0.0%        | -                      | 0.0%        |
| January       | 47.6%        | 49.3%        | 53.2%        | 63.7%        | 67.5%        | 65.6%        |              | 66.0%        | -                    | 0.0%        | -                      | 0.0%        |
| February      | 46.2%        | 49.3%        | 55.3%        | 66.3%        | 69.8%        | 66.2%        |              | 64.3%        | -                    | 0.0%        | -                      | 0.0%        |
| March         | 48.6%        | 54.1%        | 61.7%        | 72.5%        | 73.6%        | 70.2%        |              | 70.3%        | -                    | 0.0%        | -                      | 0.0%        |
| April         | 55.2%        | 60.1%        | 68.5%        | 76.4%        | 76.5%        | 76.0%        |              | 77.4%        | -                    | 0.0%        | -                      | 0.0%        |
| May           | 58.9%        | 62.9%        | 71.2%        | 77.4%        | 77.8%        | 77.0%        |              | 78.6%        | -                    | 0.0%        | -                      | 0.0%        |
| June          | 60.3%        | 62.6%        | 76.5%        | 78.8%        | 80.6%        | 81.4%        |              | 81.3%        | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>55.9%</b> | <b>57.1%</b> | <b>62.6%</b> | <b>71.3%</b> | <b>74.5%</b> | <b>73.4%</b> | <b>78.7%</b> | <b>72.7%</b> | <b>0.9</b>           | <b>1.2%</b> | <b>1.5</b>             | <b>1.9%</b> |



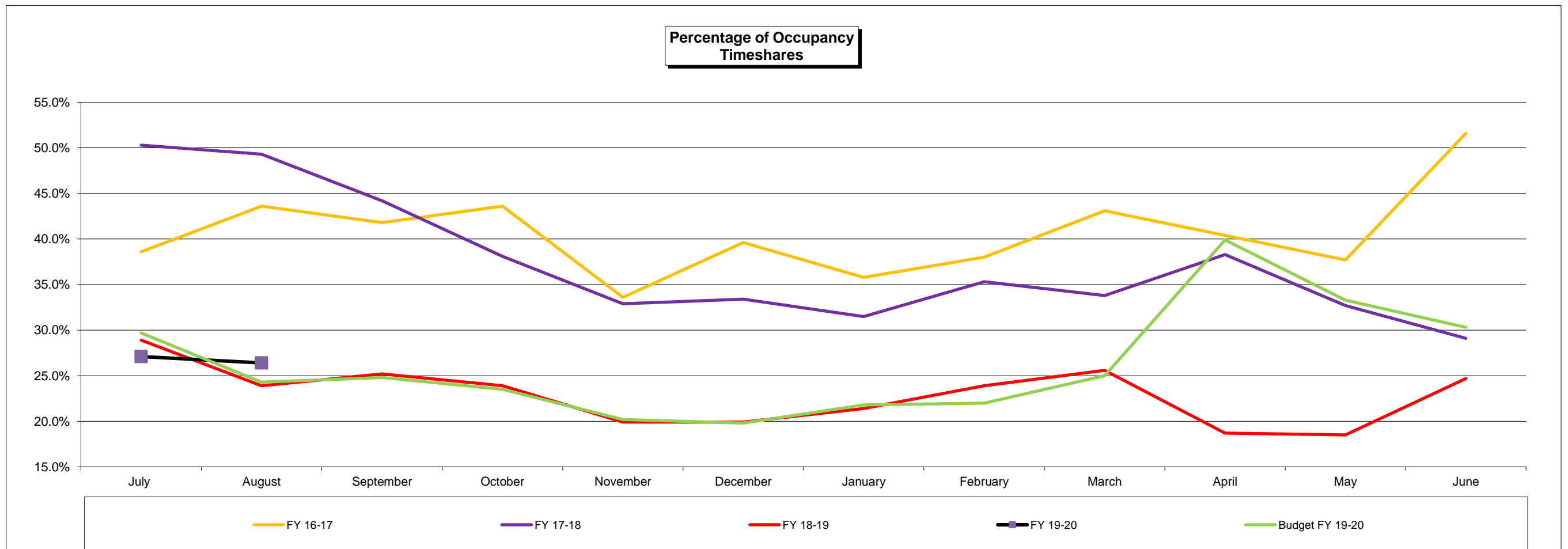
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-Vacation Rentals  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              | Budget       |              | Variance from Budget |               | Variance from FY 18-19 |             |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|---------------|------------------------|-------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %             | Amount                 | %           |
| July          | 64.0%        | 57.6%        | 58.2%        | 61.0%        | 63.9%        | 71.2%        | 71.1%        | 88.5%        | (17.4)               | -19.7%        | (0.1)                  | -0.1%       |
| August        | 63.1%        | 60.6%        | 60.9%        | 56.5%        | 60.7%        | 65.8%        | 67.8%        | 79.2%        | (11.4)               | -14.4%        | 2.0                    | 3.0%        |
| September     | 48.2%        | 46.2%        | 48.4%        | 51.2%        | 54.0%        | 58.2%        | 58.2%        | 68.5%        | -                    | 0.0%          | -                      | 0.0%        |
| October       | 43.0%        | 41.3%        | 40.4%        | 47.9%        | 50.7%        | 49.7%        | 49.7%        | 62.0%        | -                    | 0.0%          | -                      | 0.0%        |
| November      | 43.3%        | 42.2%        | 42.7%        | 51.1%        | 57.4%        | 53.6%        | 53.6%        | 68.5%        | -                    | 0.0%          | -                      | 0.0%        |
| December      | 51.0%        | 49.8%        | 47.3%        | 53.0%        | 58.3%        | 54.5%        | 54.5%        | 74.2%        | -                    | 0.0%          | -                      | 0.0%        |
| January       | 48.3%        | 45.8%        | 45.5%        | 55.6%        | 56.1%        | 62.4%        | 62.4%        | 96.7%        | -                    | 0.0%          | -                      | 0.0%        |
| February      | 46.2%        | 44.5%        | 46.7%        | 58.9%        | 58.2%        | 63.6%        | 63.6%        | 80.8%        | -                    | 0.0%          | -                      | 0.0%        |
| March         | 42.7%        | 42.6%        | 46.5%        | 55.5%        | 60.7%        | 60.6%        | 60.6%        | 81.3%        | -                    | 0.0%          | -                      | 0.0%        |
| April         | 40.8%        | 42.8%        | 45.8%        | 53.7%        | 55.2%        | 55.2%        | 55.2%        | 64.0%        | -                    | 0.0%          | -                      | 0.0%        |
| May           | 38.9%        | 44.2%        | 46.8%        | 51.7%        | 57.6%        | 54.4%        | 54.4%        | 68.3%        | -                    | 0.0%          | -                      | 0.0%        |
| June          | 45.6%        | 48.6%        | 50.9%        | 59.9%        | 59.5%        | 60.8%        | 60.8%        | 74.9%        | -                    | 0.0%          | -                      | 0.0%        |
| <b>Totals</b> | <b>48.1%</b> | <b>47.3%</b> | <b>48.5%</b> | <b>54.7%</b> | <b>57.7%</b> | <b>59.1%</b> | <b>69.5%</b> | <b>75.6%</b> | <b>(14.3)</b>        | <b>-17.1%</b> | <b>1.0</b>             | <b>1.5%</b> |



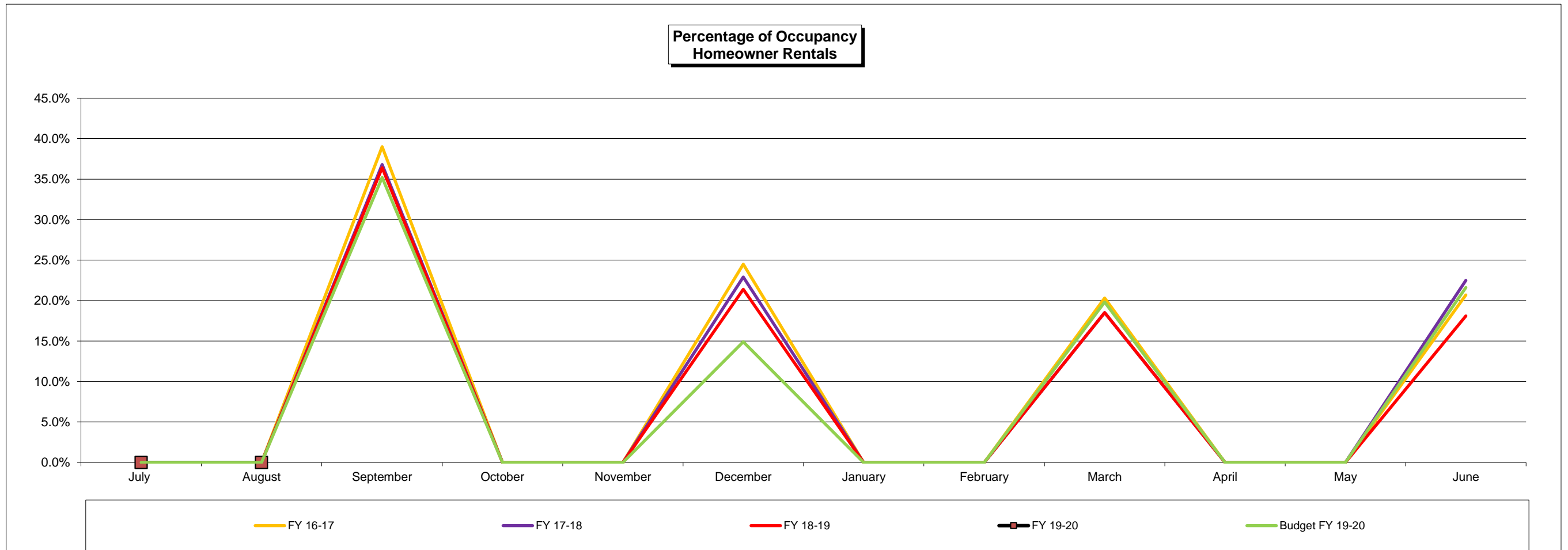
**Reno-Sparks Convention and Visitors Authority  
Percentage of Occupancy-Timeshares  
Trend**

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              |              | Budget       | Variance from Budget |              | Variance from FY 18-19 |             |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------------|--------------|------------------------|-------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20     | FY 19-20     | Amount               | %            | Amount                 | %           |
| July          | 49.1%        | 57.2%        | 54.7%        | 38.6%        | 50.3%        | 28.9%        | 27.1%        | 29.7%        | (2.6)                | -8.8%        | (1.8)                  | -6.2%       |
| August        | 49.5%        | 45.7%        | 53.2%        | 43.6%        | 49.3%        | 23.9%        | 26.4%        | 24.3%        | 2.1                  | 8.6%         | 2.5                    | 10.5%       |
| September     | 50.2%        | 57.0%        | 33.6%        | 41.8%        | 44.2%        | 25.2%        | 24.8%        | 24.8%        | -                    | 0.0%         | -                      | 0.0%        |
| October       | 45.9%        | 54.9%        | 31.8%        | 43.6%        | 38.1%        | 23.9%        | 38.1%        | 23.5%        | -                    | 0.0%         | -                      | 0.0%        |
| November      | 35.0%        | 48.7%        | 26.8%        | 33.6%        | 32.9%        | 19.9%        | 32.9%        | 20.2%        | -                    | 0.0%         | -                      | 0.0%        |
| December      | 38.3%        | 42.2%        | 29.3%        | 39.6%        | 33.4%        | 19.9%        | 33.4%        | 19.8%        | -                    | 0.0%         | -                      | 0.0%        |
| January       | 30.8%        | 36.7%        | 26.1%        | 35.8%        | 31.5%        | 21.4%        | 31.5%        | 21.8%        | -                    | 0.0%         | -                      | 0.0%        |
| February      | 36.5%        | 39.0%        | 40.1%        | 38.0%        | 35.3%        | 23.9%        | 35.3%        | 22.0%        | -                    | 0.0%         | -                      | 0.0%        |
| March         | 36.7%        | 46.5%        | 27.8%        | 43.1%        | 33.8%        | 25.6%        | 33.8%        | 25.0%        | -                    | 0.0%         | -                      | 0.0%        |
| April         | 41.8%        | 49.5%        | 25.5%        | 40.4%        | 38.3%        | 18.7%        | 38.3%        | 39.9%        | -                    | 0.0%         | -                      | 0.0%        |
| May           | 41.3%        | 50.9%        | 23.3%        | 37.7%        | 32.7%        | 18.5%        | 32.7%        | 33.3%        | -                    | 0.0%         | -                      | 0.0%        |
| June          | 54.7%        | 55.1%        | 34.1%        | 51.6%        | 29.1%        | 24.7%        | 29.1%        | 30.3%        | -                    | 0.0%         | -                      | 0.0%        |
| <b>Totals</b> | <b>42.5%</b> | <b>48.7%</b> | <b>34.2%</b> | <b>40.6%</b> | <b>37.5%</b> | <b>22.9%</b> | <b>26.8%</b> | <b>26.2%</b> | <b>(0.2)</b>         | <b>-0.7%</b> | <b>0.4</b>             | <b>1.5%</b> |



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

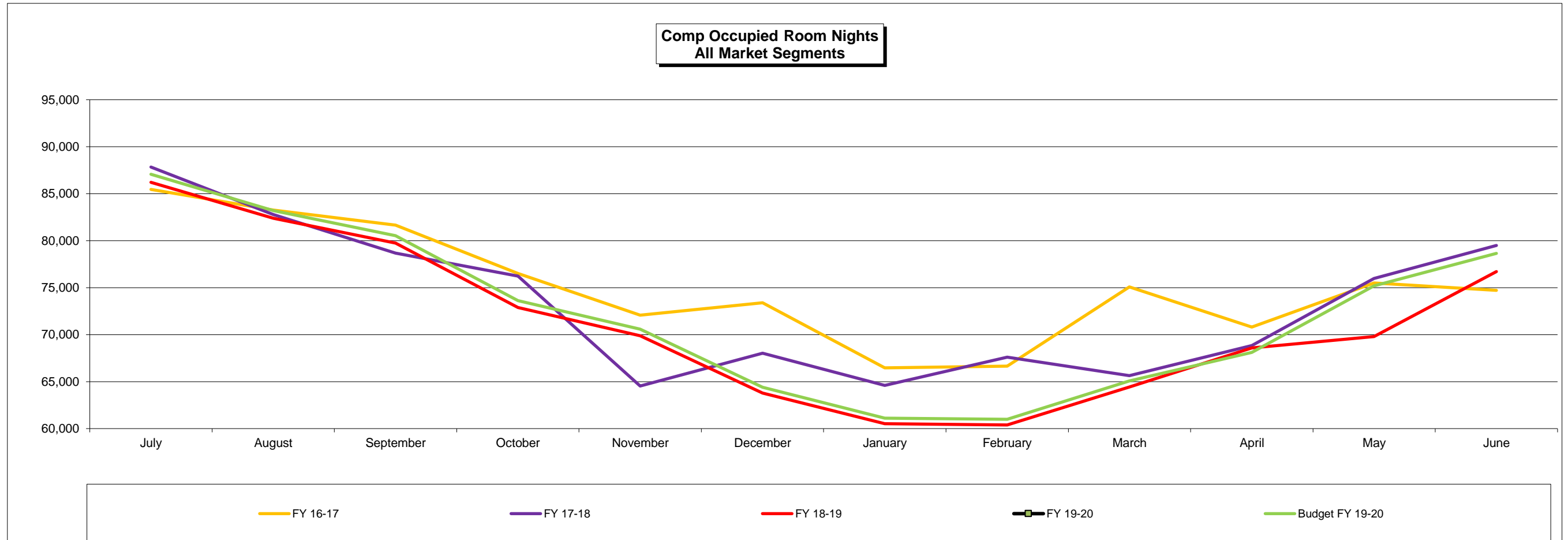
| Month         | FY 13-14    | FY 14-15     | FY 15-16     | Actual       |              |              |                | Budget       | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|-------------|--------------|--------------|--------------|--------------|--------------|----------------|--------------|----------------------|-------------|------------------------|-------------|
|               |             |              |              | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20       | FY 19-20     | Amount               | %           | Amount                 | %           |
| July          | 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%        |
| September     | 0.0%        | 33.6%        | 42.2%        | 39.0%        | 36.8%        | 36.4%        | 0.0%           | 35.2%        | -                    | 0.0%        | -                      | 0.0%        |
| October       | 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%        |
| December      | 0.0%        | 18.9%        | 20.2%        | 24.5%        | 22.9%        | 21.4%        | 0.0%           | 14.9%        | -                    | 0.0%        | -                      | 0.0%        |
| January       | 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%        |
| March         | 0.0%        | 20.8%        | 26.0%        | 20.3%        | 18.5%        | 18.5%        | 0.0%           | 19.8%        | -                    | 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%        | 20.7%        | 20.8%        | 20.7%        | 22.5%        | 18.1%        | 0.0%           | 21.6%        | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>0.0%</b> | <b>23.1%</b> | <b>27.5%</b> | <b>25.9%</b> | <b>24.8%</b> | <b>22.4%</b> | <b>#DIV/0!</b> | <b>22.8%</b> | <b>-</b>             | <b>0.0%</b> | <b>-</b>               | <b>0.0%</b> |





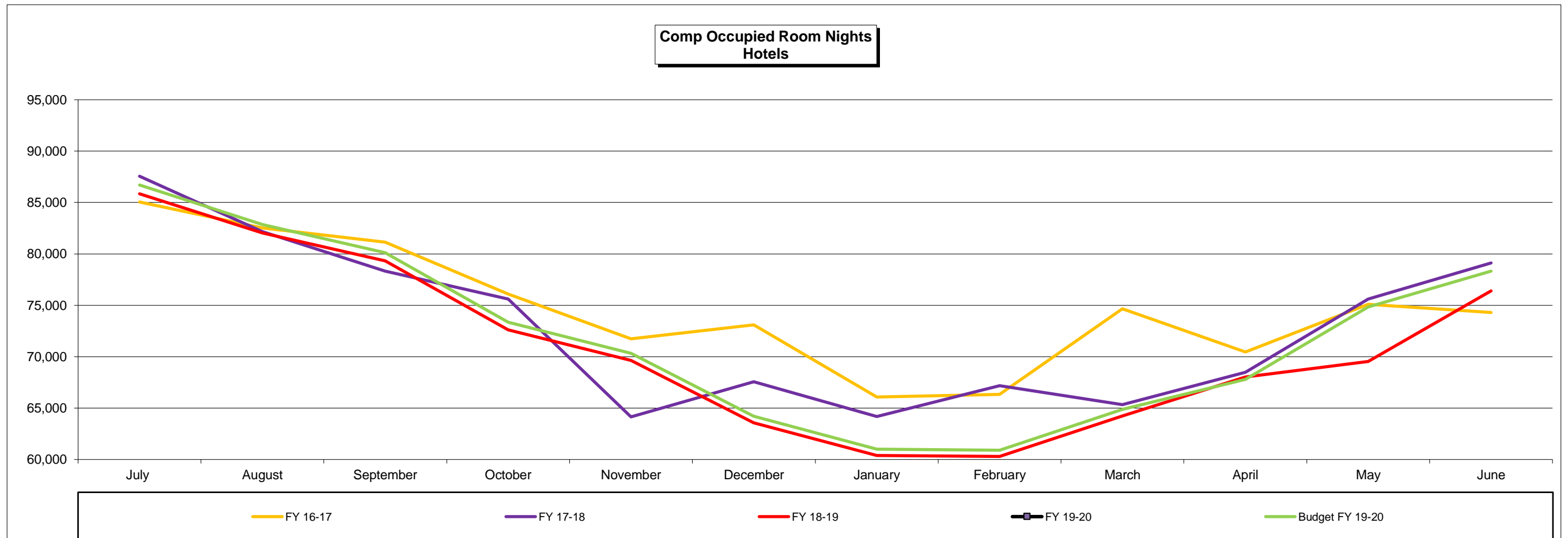
**Reno-Sparks Convention and Visitors Authority  
Comp Occupied Rooms-Consolidated Summary  
Trend**

| Month         | FY 13-14       | FY 14-15       | FY 15-16       | FY 16-17       | FY 17-18       | FY 18-19       | FY 19-20       | Budget<br>FY 19-20 | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------------|-------------|------------------------|-------------|
|               |                |                |                |                |                |                |                |                    | Amount               | %           | Amount                 | %           |
| July          | 81,461         | 88,978         | 83,537         | 85,455         | 87,835         | 86,208         | 90,384         | 87,066             | 3,318                | 3.8%        | 4,176                  | 4.8%        |
| August        | 83,295         | 86,918         | 81,431         | 83,245         | 82,781         | 82,381         | 87,512         | 83,202             | 4,310                | 5.2%        | 5,131                  | 6.2%        |
| September     | 84,190         | 80,327         | 81,840         | 81,641         | 78,672         | 79,749         | -              | 80,542             | -                    | 0.0%        | -                      | 0.0%        |
| October       | 71,208         | 74,932         | 73,186         | 76,518         | 76,228         | 72,882         | -              | 73,608             | -                    | 0.0%        | -                      | 0.0%        |
| November      | 65,241         | 74,409         | 68,302         | 72,067         | 64,531         | 69,892         | -              | 70,588             | -                    | 0.0%        | -                      | 0.0%        |
| December      | 67,765         | 70,376         | 66,987         | 73,380         | 68,025         | 63,770         | -              | 64,400             | -                    | 0.0%        | -                      | 0.0%        |
| January       | 70,765         | 73,186         | 62,282         | 66,464         | 64,596         | 60,511         | -              | 61,115             | -                    | 0.0%        | -                      | 0.0%        |
| February      | 67,011         | 71,904         | 73,121         | 66,643         | 67,599         | 60,387         | -              | 60,990             | -                    | 0.0%        | -                      | 0.0%        |
| March         | 76,345         | 75,267         | 74,096         | 75,076         | 65,625         | 64,427         | -              | 65,069             | -                    | 0.0%        | -                      | 0.0%        |
| April         | 69,310         | 68,999         | 71,430         | 70,813         | 68,828         | 68,592         | -              | 68,099             | -                    | 0.0%        | -                      | 0.0%        |
| May           | 81,802         | 79,182         | 77,936         | 75,507         | 75,970         | 69,808         | -              | 75,199             | -                    | 0.0%        | -                      | 0.0%        |
| June          | 91,310         | 85,238         | 85,096         | 74,719         | 79,493         | 76,711         | -              | 78,655             | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>909,703</b> | <b>929,716</b> | <b>899,244</b> | <b>901,528</b> | <b>880,183</b> | <b>855,318</b> | <b>177,890</b> | <b>868,533</b>     | <b>7,628</b>         | <b>4.5%</b> | <b>9,307</b>           | <b>5.5%</b> |



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

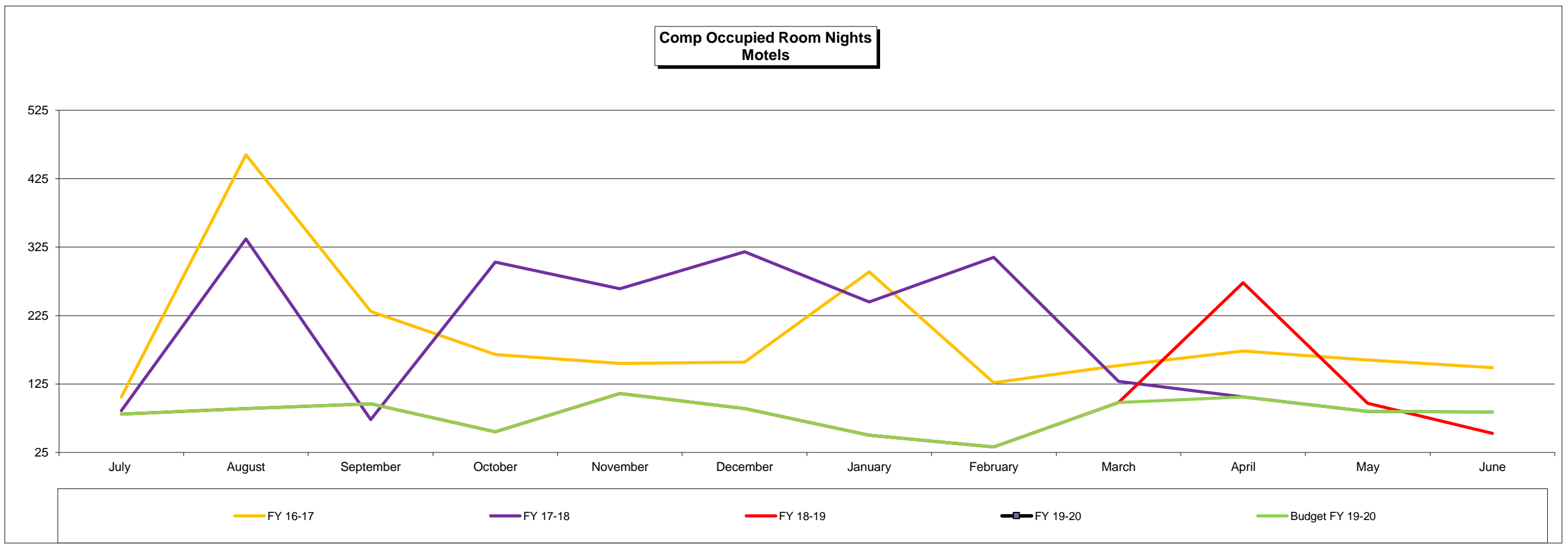
| Month         | FY 13-14       | FY 14-15       | FY 15-16       | FY 16-17       | FY 17-18       | FY 18-19       | FY 19-20       | Budget<br>FY 19-20 | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|--------------------|----------------------|-------------|------------------------|-------------|
|               |                |                |                |                |                |                |                |                    | Amount               | %           | Amount                 | %           |
| July          | 81,058         | 88,543         | 83,173         | 85,050         | 87,558         | 85,847         | 89,674         | 86,705             | 2,969                | 3.4%        | 3,827                  | 4.5%        |
| August        | 82,755         | 86,274         | 81,039         | 82,528         | 82,178         | 82,050         | 87,019         | 82,871             | 4,148                | 5.0%        | 4,969                  | 6.1%        |
| September     | 83,778         | 79,830         | 81,295         | 81,141         | 78,316         | 79,329         | -              | 80,122             | -                    | 0.0%        | -                      | 0.0%        |
| October       | 70,250         | 74,321         | 72,653         | 76,092         | 75,601         | 72,622         | -              | 73,348             | -                    | 0.0%        | -                      | 0.0%        |
| November      | 64,854         | 73,764         | 67,916         | 71,744         | 64,147         | 69,633         | -              | 70,329             | -                    | 0.0%        | -                      | 0.0%        |
| December      | 67,497         | 69,863         | 66,661         | 73,094         | 67,557         | 63,566         | -              | 64,202             | -                    | 0.0%        | -                      | 0.0%        |
| January       | 70,553         | 72,893         | 62,103         | 66,079         | 64,188         | 60,396         | -              | 61,000             | -                    | 0.0%        | -                      | 0.0%        |
| February      | 66,702         | 71,716         | 72,958         | 66,336         | 67,167         | 60,297         | -              | 60,900             | -                    | 0.0%        | -                      | 0.0%        |
| March         | 75,989         | 74,873         | 73,865         | 74,660         | 65,344         | 64,221         | -              | 64,863             | -                    | 0.0%        | -                      | 0.0%        |
| April         | 68,812         | 68,660         | 70,998         | 70,469         | 68,484         | 68,037         | -              | 67,785             | -                    | 0.0%        | -                      | 0.0%        |
| May           | 81,287         | 78,721         | 77,643         | 75,109         | 75,606         | 69,534         | -              | 74,835             | -                    | 0.0%        | -                      | 0.0%        |
| June          | 90,921         | 84,753         | 84,687         | 74,314         | 79,127         | 76,416         | -              | 78,319             | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>904,456</b> | <b>924,211</b> | <b>894,991</b> | <b>896,616</b> | <b>875,273</b> | <b>851,948</b> | <b>176,693</b> | <b>865,279</b>     | <b>7,117</b>         | <b>4.2%</b> | <b>8,796</b>           | <b>5.2%</b> |



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

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | FY 16-17     | FY 17-18     | FY 18-19     | FY 19-20  | Budget<br>FY 19-20 | Variance from Budget |               | Variance from FY 18-19 |               |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|-----------|--------------------|----------------------|---------------|------------------------|---------------|
|               |              |              |              |              |              |              |           |                    | Amount               | %             | Amount                 | %             |
| July          | 237          | 154          | 194          | 106          | 86           | 81           | 51        | 81                 | (30)                 | -37.0%        | (30)                   | -37.0%        |
| August        | 211          | 372          | 206          | 460          | 337          | 89           | 40        | 89                 | (49)                 | -55.1%        | (49)                   | -55.1%        |
| September     | 131          | 144          | 256          | 231          | 73           | 96           | -         | 96                 | -                    | 0.0%          | -                      | 0.0%          |
| October       | 243          | 315          | 336          | 168          | 303          | 55           | -         | 55                 | -                    | 0.0%          | -                      | 0.0%          |
| November      | 233          | 497          | 312          | 155          | 264          | 111          | -         | 111                | -                    | 0.0%          | -                      | 0.0%          |
| December      | 234          | 469          | 252          | 157          | 318          | 89           | -         | 89                 | -                    | 0.0%          | -                      | 0.0%          |
| January       | 146          | 241          | 90           | 289          | 245          | 50           | -         | 50                 | -                    | 0.0%          | -                      | 0.0%          |
| February      | 215          | 129          | 89           | 127          | 310          | 33           | -         | 33                 | -                    | 0.0%          | -                      | 0.0%          |
| March         | 222          | 171          | 85           | 152          | 129          | 98           | -         | 98                 | -                    | 0.0%          | -                      | 0.0%          |
| April         | 151          | 172          | 243          | 173          | 106          | 273          | -         | 106                | -                    | 0.0%          | -                      | 0.0%          |
| May           | 197          | 277          | 101          | 160          | 85           | 97           | -         | 85                 | -                    | 0.0%          | -                      | 0.0%          |
| June          | 166          | 311          | 133          | 149          | 84           | 53           | -         | 84                 | -                    | 0.0%          | -                      | 0.0%          |
| <b>Totals</b> | <b>2,386</b> | <b>3,252</b> | <b>2,297</b> | <b>2,327</b> | <b>2,340</b> | <b>1,125</b> | <b>91</b> | <b>977</b>         | <b>(79)</b>          | <b>-46.5%</b> | <b>(79)</b>            | <b>-46.5%</b> |

**Comp Occupied Room Nights  
Motels**



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

| Month         | FY 13-14     | FY 14-15     | FY 15-16     | Actual       |              |              | FY 19-20     | Budget<br>FY 19-20 | Variance from Budget |             | Variance from FY 18-19 |             |
|---------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------------|----------------------|-------------|------------------------|-------------|
|               |              |              |              | FY 16-17     | FY 17-18     | FY 18-19     |              |                    | Amount               | %           | Amount                 | %           |
| July          | 10.9%        | 12.2%        | 11.6%        | 11.7%        | 12.0%        | 12.0%        | 12.7%        | 12.0%              | 0.7                  | 5.8%        | 0.7                    | 5.8%        |
| August        | 11.2%        | 12.0%        | 11.3%        | 11.4%        | 11.3%        | 11.5%        | 12.6%        | 11.5%              | 1.1                  | 9.6%        | 1.1                    | 9.6%        |
| September     | 11.4%        | 10.9%        | 11.1%        | 11.0%        | 10.7%        | 11.1%        |              | 10.9%              | -                    | 0.0%        | -                      | 0.0%        |
| October       | 9.7%         | 10.4%        | 10.2%        | 10.5%        | 10.6%        | 10.2%        |              | 10.2%              | -                    | 0.0%        | -                      | 0.0%        |
| November      | 9.2%         | 10.7%        | 9.8%         | 10.2%        | 9.3%         | 10.1%        |              | 10.1%              | -                    | 0.0%        | -                      | 0.0%        |
| December      | 9.2%         | 9.5%         | 8.8%         | 9.7%         | 9.2%         | 8.6%         |              | 8.6%               | -                    | 0.0%        | -                      | 0.0%        |
| January       | 9.8%         | 10.2%        | 8.6%         | 9.2%         | 9.0%         | 8.4%         |              | 8.5%               | -                    | 0.0%        | -                      | 0.0%        |
| February      | 10.2%        | 11.0%        | 10.8%        | 10.1%        | 10.4%        | 9.3%         |              | 9.0%               | -                    | 0.0%        | -                      | 0.0%        |
| March         | 10.4%        | 10.2%        | 9.9%         | 10.0%        | 8.8%         | 8.6%         |              | 8.7%               | -                    | 0.0%        | -                      | 0.0%        |
| April         | 9.8%         | 9.9%         | 10.2%        | 10.1%        | 10.0%        | 9.7%         |              | 9.7%               | -                    | 0.0%        | -                      | 0.0%        |
| May           | 11.1%        | 11.0%        | 10.7%        | 10.3%        | 10.6%        | 9.7%         |              | 10.4%              | -                    | 0.0%        | -                      | 0.0%        |
| June          | 12.6%        | 11.8%        | 11.5%        | 10.1%        | 11.0%        | 10.5%        |              | 10.8%              | -                    | 0.0%        | -                      | 0.0%        |
| <b>Totals</b> | <b>10.5%</b> | <b>10.8%</b> | <b>10.4%</b> | <b>10.4%</b> | <b>10.2%</b> | <b>10.0%</b> | <b>12.6%</b> | <b>10.0%</b>       | <b>0.8</b>           | <b>6.8%</b> | <b>0.9</b>             | <b>7.7%</b> |

