

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
NOTICE OF PUBLIC MEETING
FINANCE and FACILITIES COMMITTEE MEETING
Tuesday, May 10, 2022, at 11:00 am
4065 S. Virginia Street
Reno, NV 89502**

**FINANCE and FACILITIES COMMITTEE MEMBERS:
Mr. Andy Chapman, Chair**

Mr. Rick Murdock

Mr. Stephen Ascuaga

Councilwoman Charlene Bybee

Notice is hereby given that a quorum of the Reno-Sparks Convention and Visitors Authority Board of Directors may be present at the Finance and Facilities Committee meeting. The Finance and Facilities Committee meeting is not intended as an official meeting of the Reno-Sparks Convention and Visitors Authority Board of Directors and no deliberation or action by the Reno-Sparks Convention and Visitors Authority Board of Directors will occur.

THIS NOTICE AND AGENDA HAVE BEEN POSTED AT OR BEFORE 9 A.M. ON MAY 5, 2022, AT LEAST THREE BUSINESS DAYS BEFORE THE MEETING, IN ACCORDANCE WITH NRS 241.020, AT THE MEETING LOCATION AND AT THE FOLLOWING PUBLIC LOCATIONS:

Evelyn Mount Northeast Community Center

Reno Municipal Court

Reno-Sparks Convention & Visitors Authority (RSCVA)

Washoe County Reno Downtown Library

RSCVA Website: www.rscva.com/public-meetings Online at <http://notice.nv.gov/>

Reno City Hall

Sparks City Hall

Washoe County Administration Bldg.

Items on the agenda are for possible action by the Finance and Facilities Committee, unless stated otherwise. Items will not necessarily be considered in the order listed. The Finance and Facilities Committee may combine two or more agenda items for consideration, may remove an item from the agenda or may delay discussion relating to an item on the agenda at any time.

Supporting Materials

Support materials are made available when they are provided to the Finance and Facilities Committee, or if provided during the meeting, support materials will be made available at the meeting at the same time as they are made available to the Finance and Facilities Committee. Support materials are also available at the RSCVA administrative offices and at the scheduled meeting. The designated contact to obtain support materials is Lisa Farmer, 4065 South Virginia Street, Suite 100, Reno, NV (775) 827-7618 or lfarmer@renotahoeusa.com.

Public Comment

Public comment is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period, or on "action" items immediately before board discussion of such "action" items. Members of the public desiring to speak must complete a "Request to Speak" form and return it to the RSCVA clerk at the meeting. No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken. Public comments may not be accepted after the Chairman closes any period for public comment.

AGENDA

A. OPENING CEREMONIES

Call to Order
Roll Call

B. COMMENTS FROM THE FLOOR BY THE PUBLIC

Public comment is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period, or on "action" items immediately before board discussion of such "action" items. Members of the public desiring to speak must complete a "Request to Speak" form and return it to the RSCVA clerk at the meeting. No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken. Public comments may not be accepted after the Chairman closes any period for public comment.

C. APPROVAL OF THE AGENDA OF FINANCE and FACILITIES COMMITTEE MEETING MAY 10, 2022

For Possible Action.

D. APPROVAL OF MINUTES OF FINANCE and FACILITIES COMMITTEE MEETING FEBRUARY 11, 2022

For Possible Action.

E. PRESENTATIONS – DISCUSSION AND POSSIBLE ACTION

E1. Presentation, discussion, and potential direction to staff regarding the capital improvement plan for Fiscal Year 2022-23 for the Reno-Sparks Convention and Visitors Authority.

The RSCVA 2022-2023 fiscal year capital improvement plan will be presented to the Finance and Facilities Committee ("the Committee"). The Committee will discuss the material presented and may take action to provide recommendations to the full RSCVA Board of Directors. The RSCVA Board of Directors is scheduled to review and potentially approve the RSCVA 2022-2023 fiscal year capital improvement plan during the regularly scheduled May 2022 Board of Directors meeting.

Approval and recommendation by the Committee is advisory only, the capital improvement plan will not be adopted until approved by the RSCVA Board of Directors at a duly noticed public meeting.

For Possible Action.

E2. Presentation, discussion, and potential direction to staff regarding the budget for Fiscal Year 2022-23 for the Reno-Sparks Convention and Visitors Authority.

The RSCVA 2022-2023 fiscal year budget will be presented to the Finance and Facilities Committee ("the Committee"). The Committee will discuss the material presented and may take action to provide recommendations to the full RSCVA Board of Directors. The RSCVA Board of Directors is scheduled to review and potentially approve the RSCVA 2022-2023 fiscal year budget during the regularly scheduled May 2022 Board of Directors meeting.

Approval and recommendation by the Committee is advisory only, the budget will not be adopted until approved by the RSCVA Board of Directors at a duly noticed public meeting.

For Possible Action.

F. COMMITTEE MEMBER COMMENTS REGARDING ITEMS FOR FUTURE MEETINGS

Not an action item.

G. COMMENTS FROM THE FLOOR BY THE PUBLIC

Public comment is limited to three minutes. The public is encouraged to comment on all agenda items as well as issues not on the agenda during the Public Comment period. No action may be taken on a matter raised under this item of the agenda until the matter itself has been specifically included on an agenda as an item upon which action will be taken.

H. ADJOURNMENT

For possible action.

For information or questions regarding this agenda please contact:
The RSCVA Executive Office
P.O. Box 837, Reno, NV 89504
775-827-7618



**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
 FINANCE and FACILITIES COMMITTEE MEETING MINUTES
 February 11, 2022, at 1:00 am
 4065 S. Virginia Street, Suite 100
 Reno, NV 89502**

The Finance/Facilities Committee of the Reno-Sparks Convention & Visitors Authority held a Finance/Facilities Committee meeting on February 11, 2022, at 1:00 pm. The meeting was properly noticed and posted in compliance with the Nevada Open Meeting Law.

A. OPENING CEREMONIES

Committee Chairman, Andy Chapman, called the meeting to order at 1:00 pm.

Committee Members Present:

Mr. Andy Chapman, Chair
 Councilwoman Charlene Bybee
 Mr. Rick Murdock
 Mr. Stephen Ascuaga (arrived at 1:16 pm)

Committee Members Absent:

RSCVA Executive Staff, Legal and Other Counsel Present:

Charles Harris, President & CEO
 Courtney Jaeger, Vice President of Finance
 Ben Kennedy, Legal Counsel
 Corie Carlsen, Board Clerk

B. COMMENT FROM THE FLOOR BY THE PUBLIC

None.

C. APPROVAL OF THE FINANCE and FACILITIES COMMITTEE MEETING AGENDA OF FEBRUARY 11, 2022.

Motion: Move to approve the February 11, 2022 agenda as presented.

Moved by: Member Bybee

Seconded by: Member Murdock

Aye: Member Bybee, Chapman, and Murdock

No:

Absent: Member Ascuaga

Abstain:

Vote: Motion was approved by a majority vote, 3-0-1 (Ascuaga absent).

D. APPROVAL OF THE FINANCE and FACILITIES COMMITTEE MEETING MINUTES OF NOVEMBER 3, 2021.

Motion: Move to approve the November 3, 2021 agenda as presented.

Moved by: Bybee

Seconded by: Member

Aye: Member Bybee, Chapman, and Murdock

No:

Absent: Member Ascuaga

Abstain:

Vote: Motion passed unanimously.

Committee Member Murdock asked if the \$2.84M in grant funding was earmarked for facilities as stated in the minutes. Mr. Charles Harris, President and CEO, said the grant funding had not yet been presented to the Board of Directors for approval, but it was earmarked for improvements.

E. PRESENTATIONS – DISCUSSION AND POSSIBLE ACTION

E1. Presentation, discussion, and potential approval of a proposed budget augmentation in the amount of \$3,403,616, for the Reno-Sparks Convention and Visitors Authority.

Vice President Jaeger said per NRS the RSCVA budget had to be augmented before the end of the fiscal year if actual expenditures are anticipated to exceed budgeted expenditures. Second-quarter revenues have exceeded the approved budget, it is anticipated that revenues will continue to exceed budgeted amounts through the remainder of the fiscal year. This is related to Room Tax revenues exceeding the budget predictions, offsetting deficits in Facilities revenues.

The request does not include the \$2.8M awarded as a result of the SVOG grant. The grant funds were still in process of receipt due to the administrative requirements of the grant; the most recent update from the grantor is that they hope to allow grant closeout within the next month. Additional funds from the Travel Nevada grant (\$1.25M) were yet to be distributed as Travel Nevada had not yet received the funding. Some administrative work, including a subgrant award from Travel Nevada, also needs to be completed before the RSCVA could adopt those funds. Discussion followed regarding the grant expenditure requirements.

Vice President Jaeger provided budget overviews and an outline of the augmentation by department. She noted that there was a slight change from the original outline submitted. The total amount remains the same, however, \$100,000 was reclassified from sales personnel costs to facilities transition costs. Vice President Jaeger reviewed the changes in budgeted expenditures for each of the Departments, with the largest change coming to Marketing. Marketing will receive \$1.9M, with \$500,000 going to Special Event funding, per a previous Board request. Facilities would be receiving an additional \$1.2M, and ASM has been asked to provide revised revenue estimates for the remainder of its contract with the RSCVA. \$645,635 of the facilities augmentation will be going to ASM to offset expenses not included in their original budget and to address underestimated electricity usage. This amount would be added to the \$150,000 provided in the previous augmentation to meet ASM's total request of \$750,000. The remainder of the augmentation would be used to help with the Facilities transition costs, including on-boarding, employee incentives, recruitment costs, consultant fees, etc. A contingency amount was built-in to help avoid any unanticipated expenditures. Sales would receive \$91,437 to be used towards increases in travel and entertainment expenses, booth expenses, and the onboarding of personnel. \$92,988 would be provided toward Finance/General and Administration, to be used towards IT-related costs and the onboarding of personnel.

Committee Member Ascuaga arrived at 1:16 pm.

Committee Member Ascuaga asked how many FTEs were being added with the transition within Facilities. Vice President Jaeger estimated it to be 76-80 full-time employees. Committee Member Ascuaga asked what composed "Rents and Royalties" in the budget. Vice President Jaeger explained it was facility rental revenue. Discussion followed regarding the bid process for the food vendors.

Mr. Harris explained that Marketing would be gaining funds to put them back in line with pre-pandemic budgets with this augmentation. The last augmentation was focused on Sales to get personnel in place. The Marketing increase included \$500,000 for special event funding that the Board of Directors had previously requested be done. The process for how those funds would be distributed is yet to be determined. There was a desire to get the higher than anticipated revenues back in the form of additional funding for marketing.

Committee Member Murdock asked how the FTEs being onboarded in addition to the absorption of the employees moving to the RSCVA in the transition would place the RSCVA in terms of pre-pandemic numbers. Vice President Jaeger said that currently there were 42 FTEs. With the transition, more FTEs were being added, not just in Facilities, but in other areas as a part of a restructuring to best allocate resources. The current 42 FTEs were about 76% of pre-pandemic staffing. Discussion followed regarding staffing levels.

Committee Member Bybee asked if RSCVA was ready to move forward with the transition. Mr. Harris gave an overview of what the leadership team was doing, how they had met with existing employees and the transition team's activities. He was confident that they were ready.

Motion: Move to approve and recommend to the RSCVA Board of Directors a budget augmentation in the amount of \$3,403,616.

Moved by: Committee Member Bybee

Seconded by: Committee Member Murdock

Aye: Committee Members Ascuaga, Bybee, Chapman, and Murdock

No:

Absent:

Abstain:

Vote: Motion passed unanimously.

F. COMMITTEE MEMBERS' COMMENTS REGARDING ITEMS FOR FUTURE MEETINGS

Committee Member Ascuaga asked for an update and presentation on the Western Heritage group. He thought it was a good opportunity for some synergy with the current political and economic environment. Committee Member Murdock agreed as the University of Nevada, Reno was aggressively moving forward with many projects. This was good timing to look at possible partnerships related to the Livestock Events Center.

G. COMMENTS FROM THE FLOOR BY THE PUBLIC

None

H. ADJOURNMENT

Meeting adjourned at 1:33 pm.



**Reno-Sparks
Convention and Visitors Authority**

**President/CEO's Proposed
Capital Improvement Plan**

Fiscal Year 2022-2023

**As Presented to the
Finance and Facilities Committee
May 10, 2022**



**Reno-Sparks Convention and Visitors Authority
Capital Improvement Plan
Fiscal Year 2022-2023**

Purpose

The President/CEO's Capital Improvement Plan ("Capital Plan") for the period of July 1, 2022 – June 30, 2023 (FY 22-23) is hereby presented to the Finance and Facilities Committee of the Reno-Sparks Convention and Visitors Authority ("RSCVA") for review, recommendations, and advisory approval.

The Capital Improvement Plan ("Capital Plan") identifies necessary capital improvement projects for the upcoming fiscal year. The preparation of the Capital Plan is an extensive process and considers the objectives of the President/CEO, strategic financial policies approved by the Board, requests submitted by individual departments, and overall organizational needs, along with other factors. The Capital Plan also serves as a financial tool to ensure that appropriate funds are made available within the budget for capital projects. Capital planning is ongoing throughout the fiscal year, with a primary focus starting in January and extending through May.

Key factors considered in the development of the Capital Plan include:

- The ability of the project to meet health, safety and legal concerns and mandates.
- The value of the project to prolong the life of key assets or avoid/minimize future repair costs.
- The benefit projects will provide to the RSCVA in support of the goals articulated in the Strategic Plan.
- The potential for the project to generate revenue, savings or increase productivity.

Scope

The RSCVA funds capital improvements for the Reno-Sparks Convention Center and the Reno-Sparks Livestock Events Center.

The National Bowling Stadium and the Reno Events Center are owned by the City of Reno and capital improvements for those properties are funded by the \$2.00 Downtown Capital Improvements Surcharge that is remitted to the City of Reno. For projects involving the National Bowling Stadium and the Reno Events Center, such projects are included in the City of Reno's Capital Plan, and any such projects would not be part of the RSCVA budget and Capital Plan. The RSCVA works as a partner with the City of Reno regarding the execution of their capital projects at the National Bowling Stadium and the Reno Events Center.

Funding Sources

Annually, the Capital Plan is funded using transient lodging (room tax) revenues. The capital budget from this funding source for FY 22-23 is \$3,000,000.



**Reno-Sparks Convention and Visitors Authority
Capital Improvement Plan
Fiscal Year 2022-2023**

Additional funding has been made available due to federal awards received as a result of the pandemic and such funding is proposed to be spent on capital improvements during FY 22-23. Capital improvements from this funding source are budgeted at \$2,848,370.

Carryforward Capital Projects

Many capital projects require over one fiscal year to design, bid, and construct. Labor shortages, supply shortages, and other impacts of the COVID-19 pandemic have also delayed the completion of certain capital projects.

Below are projects from the FY 21-22 budget that are not yet complete but are anticipated to be completed towards the end of FY 21-22 or during FY 22-23.

No new funding is being requested related to these projects; these projects will be completed by carrying forward the approved funding from the FY 21-22 budget.

Facility	Item	Description	Estimated Completion Date	Remaining Cost Estimate
RSCC	Roofing	Roof assessment and repairs for Halls 4 and 5.	10/31/2022	\$ 668,398
RSCC	Security Cameras	Repair broken cameras and update security system.	10/15/2022	450,000
RSLEC	LED Message Board	Replace LED Message board given issues with the current message board.	9/1/2022	120,000
RSLEC	Purge units	Repair and re-tune purge units.	8/1/2022	100,000
RSCC	Landscaping	Rehabilitate landscaping and irrigation due to neglect during previous years.	6/30/2022	98,500
RSLEC	Loader	Front Loader with a 3.5 to 4 yard bucket.	6/1/2022	98,000
RSCC	#3 & #1 Boiler Burners	Replace burner assembly on both boilers.	6/30/2022	72,000
RSCC	Trash Receptacles	Aluminum/steel 30 to 40 gal. trash receptacles.	5/31/2022	52,000
RSLEC	Panels	Livestock panels.	8/1/2022	50,000
RSLEC	Sweeper Vacuum	Sweeper vacuum for cleaning barn stalls.	6/30/2022	44,000
RSLEC	Parking Lot Repairs	Stripe parking lot and patch parking lot.	6/1/2022	40,000
RSLEC	Restroom Remodel	Restroom renovations for the main arena west and east.	5/31/2022	25,000
RSLEC	Drinking Fountains	Replace existing drinking fountains.	6/30/2022	25,000
RSCC	CO2 Sensors	Replace sensors throughout the Convention Center.	5/1/2022	14,000
RSCC	Flag Poles	Repair the mechanical components on three flag poles and install LED lighting.	5/20/2022	4,000
Remaining amounts to be paid for FY 2021-2022 Carryforward Projects				1,860,898
Capital amounts spent through March 2022				639,102
Total FY 2021-2022 Capital Spending and Capital Carryforward				2,500,000
Total FY 2021-2022 Approved Budget				\$ 2,500,000



**Reno-Sparks Convention and Visitors Authority
Capital Improvement Plan
Fiscal Year 2022-2023**

Proposed Capital Projects

Annually, the Capital Plan is funded using transient lodging (room tax) revenues. Proposed capital improvements budgeted from this funding source for FY 22-23 are \$3,000,000 and are as follows:

Facility/ Department	Item	Description	Cost Estimate
RSCC	Roofing	Replace deteriorated ballroom, kitchen, and B Concourse roofing system.	\$ 1,385,000
RSCC	Lighting Control System Upgrade	Complete lighting control system upgrade started in 2019.	300,000
RSCC	HVAC Delta System Upgrade	Complete HVAC system upgrade started in 2019.	275,000
RSCC	Lighting Upgrades	Replace fluorescent wall wash lighting with new LED fixtures.	125,000
RSCC	Traffic Spikes	Replace traffic spikes for Convention Center parking lot exits.	98,000
RSCC	Indoor Vehicles (3) (Taylor Dunn)	Replace old vehicles used for maintenance and show set up.	60,000
RSCC	Signage	Replace deteriorated property signage.	8,000
RSLEC	Show panel	Replace livestock panels.	100,000
RSLEC	Sump Pump	Replace sump pump for Main Arena.	50,000
RSLEC	Concrete Landings	Re-surface concrete landings at all entrances to the Main Arena.	25,000
Administrative	Marketing Lounge Conversion/Conference Room Conversion	Buildout of staff cubical space at the RSCVA main office and related purchases.	125,000
Administrative	Board Room Equipment	New audio and visual equipment for the Board Room.	39,000
Marketing	Facilities Branding	To be used by the Marketing Department to execute purchases related to elevating the branding of the facilities, including purchases of digital boards.	200,000
Marketing	Main Office Branding	Marketing will be administering a branding/design project for RSCVA main offices.	100,000
Sales	City Model	Repairs to the City Model.	10,000
Any	Capital Reserve	Reserve for unexpected capital items	100,000
Total			\$ 3,000,000



**Reno-Sparks Convention and Visitors Authority
Capital Improvement Plan
Fiscal Year 2022-2023**

Additional funding has been made available due to federal awards received as a result of the pandemic and such funding is proposed to be spent on capital improvements during FY 22-23. Capital improvements from this funding source are budgeted at \$2,848,370.

Proposed capital improvements from this funding source are as follows:

Facility	Item	Description	Cost Estimate
RSCC	Roofing Systems	Replace deteriorated roofing systems over the registration lobby and A meeting rooms.	\$ 1,323,370
RSCC	Air Walls	Repair and/or replace mechanical components.	300,000
RSCC	Exhibit Hall Painting	Re-paint all 5 exhibit halls.	400,000
RSCC	Lighting Upgrades	Replace fluorescent lighting fixtures with new LED fixtures.	150,000
RSCC	Vehicles	Replace old passenger van and maintenance truck.	100,000
RSLEC	Electrical Upgrades	Install new transformer in the electrical room.	100,000
RSLEC	Power Drops	Install electrical units for main arena floor.	75,000
RSLEC	Scoreboard	Replace existing, outdated scoreboard.	400,000
Total			\$ 2,848,370



Reno-Sparks Convention and Visitors Authority
Capital Improvement Plan
Fiscal Year 2022-2023

Historical Capital Expenditures

					Pre-Pandemic
	Budget	Budget	Actual	Actual	Actual
	FY 22-23	FY 21-22	FY 20-21	FY 19-20	FY 18-19
Capital Expenditures	\$ 5,848,370	\$ 2,500,000	\$ 548,075	\$ 3,507,113	\$ 2,480,818
Total	\$ 5,848,370	\$ 2,500,000	\$ 548,075	\$ 3,507,113	\$ 2,480,818



**Reno-Sparks
Convention and Visitors Authority**

**President/CEO's
Proposed Budget**

Fiscal Year 2022-2023

**As Presented to the
Finance and Facilities Committee
May 10, 2022**

**Prepared by:
Courtney Jaeger, CPA
Vice President of Finance**



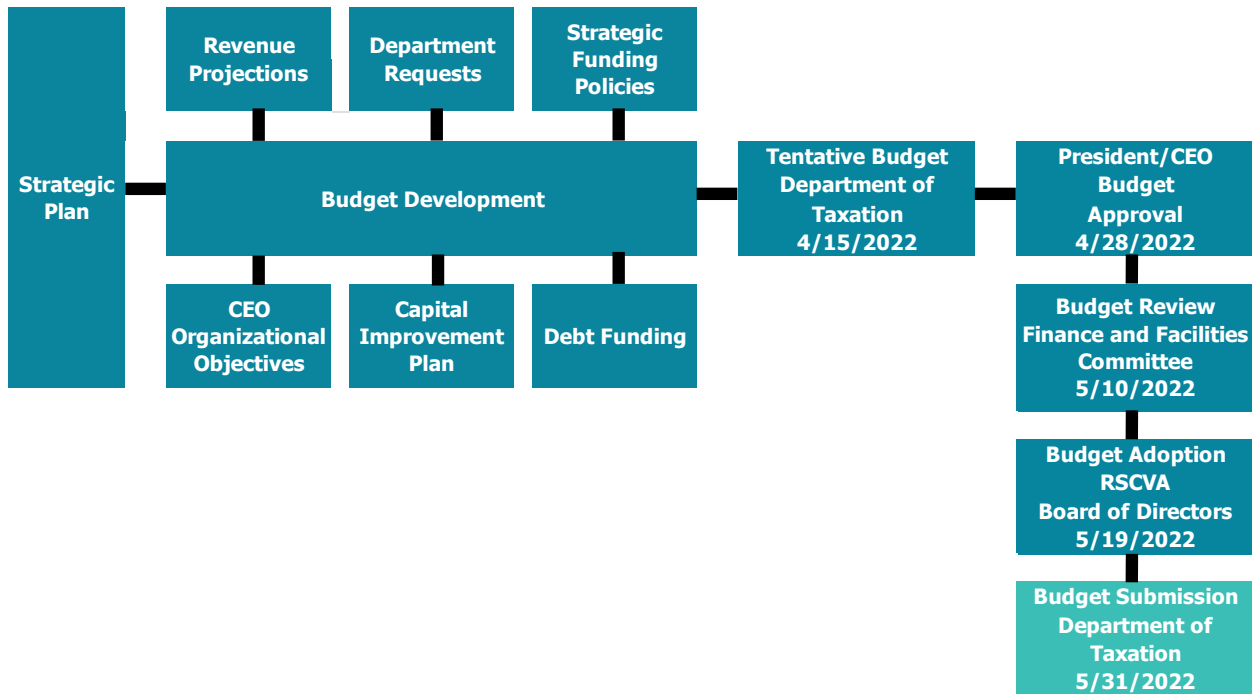
Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Budget Process

The President/CEO’s budget for the period of July 1, 2022 – June 30, 2023 (Fiscal Year 22-23) is hereby presented to the Finance and Facilities Committee (“the Committee”) of the Reno-Sparks Convention and Visitors Authority (“RSCVA”) for approval and recommendation to the RSCVA Board of Directors. Approval and recommendation by the Committee is advisory only; the budget will not be adopted until approved by the RSCVA Board of Directors at a duly noticed public meeting.

The State of Nevada has strict requirements related to the budget process. A public hearing regarding the RSCVA’s proposed budget must be held no sooner than the third Monday in May and no later than the last day in May, and the final budget is due to the State of Nevada by June 1st of every year. As required, notice of the scheduled public hearing will be published in a newspaper of general circulation (Reno Gazette-Journal).

The preparation of the budget is an extensive process and budget development considers the objectives of the President/CEO, strategic financial policies approved by the Board of Directors (the Board), requests from each individual department, revenue projections, the capital improvement plan, debt service, economic trends, and organizational needs, along with other factors. The budget process begins in January and extends through May to determine the President/CEO’s final proposed budget for the fiscal year.





Reno-Sparks Convention and Visitors Authority

Fiscal Year 2022-2023

Proposed Budget

Fiscal Year 22-23 Budget Summary

Introduction

The national and local economy continues to experience the impact of the COVID-19 pandemic. Inflation is currently at levels not seen since the 1980’s, interest rates are rising, and economists are seeing certain indicators that often predict an economic recession (such as the inverted yield curve and shrinking gross domestic product). The local economy is performing well, however, with median home prices reaching record rates and a local unemployment rate around 2.60% (compared to the long-term average of 5.84% and national unemployment rate of 3.60%). There is still much uncertainty while we navigate continued recovery from the pandemic in an economy adjusting to the new normal. Given the above factors, a moderately conservative approach has been taken when developing the revenue portion of the budget.

As an organization, we realize it is important to be proactive rather than reactive during this recovery period. This budget was developed strategically to accomplish necessary organizational initiatives and considers many different factors and metrics. Proactive financial management throughout the year will be key to maintaining operational efficiencies while navigating economic uncertainty.

Throughout this document, comparisons to the RSCVA’s performance during the last full fiscal year pre-pandemic (FY 18-19) are consistently provided. In many instances, the years impacted by pandemic shutdowns (FY 20-21 and FY 19-20) are not considered meaningful for purposes of trend analysis.

General Fund

Revenues and Resources

Room License Taxes

Room tax revenues were estimated by performing trend analysis over average daily room rates, collections in prior periods, room night totals, market segment trends, and economic considerations.

	Budget	Budget/Forecast	Pre-Pandemic Actual
	FY 22-23	FY 21-22	FY 18-19
Room Tax and Tourism Surcharge Revenues			
Convention Center Tax (2.0%)	\$ 7,930,585	\$ 8,762,074	\$ 8,030,686
Nevada State Lodging Tax (5/8 %)	2,478,308	2,738,148	2,509,589
Room Tax (6.0%)	23,791,755	26,286,224	24,092,058
Tourism Surcharge	4,921,283	4,921,350	5,194,825



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

The budget for Room Tax Collections is 98.8% of pre-pandemic collections, and the budget for the Tourism Surcharge is 94.7% of pre-pandemic collections.

Facilities Margins

As of June 2, 2022, the RSCVA will resume internally managing and operating the Reno-Sparks Convention Center (RSCC), Reno-Sparks Livestock Events Center (RSLEC), Reno Events Center (REC) and the National Bowling Stadium (NBS), which are collectively referred to as “the facilities” throughout this document.

	Budget FY 22-23	Budget/ Forecast FY 21-22	Actual FY 20-21	Actual FY 19-20	Pre-Pandemic Actual FY 18-19
Facilities Revenues*	\$ 5,360,592	\$ 6,267,554	\$ 2,653,737	\$ 6,344,497	\$ 7,907,188
Facilities Expenses	(11,353,344)	(11,800,500)	(7,835,317)	(12,528,750)	(11,694,883)
Total Facilities Losses	<u>\$ (5,992,753)</u>	<u>\$ (5,532,946)</u>	<u>\$ (5,181,580)</u>	<u>\$ (6,184,253)</u>	<u>\$ (3,787,695)</u>

* The food service portion of facility operations will be outsourced to Aramark, as approved by the RSCVA Board of Directors on April 15, 2022. Accounting standards require that revenues per this new agreement with Aramark be reported net rather than gross; revenues were reported gross, along with gross expenses, under the previous food and beverage contract. It should also be noted that at the time this document is being prepared, the Aramark contract has not yet been executed. A revised budget may be received from Aramark after the contract is executed and after Aramark completes more detailed projections and analysis.

Grant Awards

The Nevada Commission on Tourism (Travel Nevada) has earmarked \$1,250,000 of their recent Economic Development Agency award as a pass-through sub grant award to the RSCVA. The receipt of the grant award is contingent on a spending plan being prepared by the Marketing Department in accordance with the grant terms and conditions.

The Marketing Department plans to create and submit the spending plan to Travel Nevada this summer, with the goal of receiving these grant revenues to spend during fall 2023.

As noted in the FY 22-23 Capital Improvement Plan, additional funding has been made available due to federal awards received as a result of the pandemic and such funding is proposed to be spent on capital improvements. Capital improvements from this funding source are budgeted at \$2,848,370.

Other

At the time this budget is being prepared, we anticipate approximately \$4,845,000 of available resources (fund balance) to carry forward from the current year, from unspent amounts within



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

line items including Air Service, Special Events, Booking Incentive, Facility Transition, and from revenues received during the last quarter of the year in excess of budget. These resources, which will become part of FY 21-22 ending fund balance, are allocated as spendable resources throughout the FY 22-23 budget.

Operating Expenses

Below is a summary of FY 22-23 initiatives within each of the functional expense categories.

Payroll and Related

A significant change to note in the area of payroll and related expenses is that salaries and wages reflect the transition of the facilities to in-house operations. From June 2018 through June 2022, facility management was outsourced to a third-party operator, and all expenses of the third-party operator were reported as service expenses to the RSCVA.

During this transition, we considered the needs of the organization overall post-pandemic and in terms of how to operate the facilities more effectively. We did not copy the organizational structures that were used by the third-party in the last four years nor did we strive to identically match the organizational structure pre-pandemic. Significant thought and consideration were given to optimizing the operation of the organization as a whole given current needs and the current economic climate.

Included in the budget is a 4% cost of living increase program. Merit increases were paused during FY 19-20 and resumed during FY 21-22; merit increases are budgeted for FY 22-23. The Nevada Public Employees Retirement System employer contribution rate will remain at 29.75%.

Due to the timing of the facilities transition, we are currently in the process of remarketing employee insurance benefits. We expect that interested carriers will provide their quotes within the next few weeks. If a renewal option is selected and recommended by management, such changes to the employee insurance benefits package would be presented to the Board for approval.

Supplies and Services

The majority of this line item consists of services and supplies for the facilities. This line item also includes the RSCVA's general liability insurance, legal expenses, membership dues, certain contractual expenses, and general supplies expenses. General liability insurance is estimated to increase this year due to preliminary feedback received about competitive market conditions, as well as organizational initiatives to strengthen cyber liability insurance coverage. We are currently waiting to receive quotes for premiums from the carriers.

During the years that facility operations were contracted with a third-party operator, all contract expenses were required to be classified as supplies and services per accounting standards. Going



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

forward, this category will capture the majority of non-payroll and benefits expenses for the facilities.

Travel and Entertainment

Travel and entertainment is budgeted at 108% of pre-pandemic levels, and 84% of travel and entertainment is budgeted within the Sales Department. Slight increases in travel and entertainment are noted for other departments to provide opportunities for staff networking and professional development.

Promotions and Advertising

Promotions and advertising expenses are budgeted at 117% of pre-pandemic levels.

Within the FY 22-23 budget, significant items budgeted within this category include: Advertising (within the Marketing Department) which is budgeted at 99% of pre-pandemic levels and \$1,000,000 for Air Service per Board designation.

The Marketing Department plans to create and submit a spending plan to Travel Nevada this summer, with the goal of receiving \$1,250,000 in grant revenues to spend during fall 2023, therefore those expenditures are included in this line item.

Special Projects

This category primarily consists of special event funding, event sponsorships, commitments, and related costs.

Within the Marketing budget for FY 22-23, this category includes \$1,000,000 for Special Event Funding per Board designation and \$250,000 in costs associated with the Miss USA Pageant.

Within the Sales budget for FY 22-23, special projects includes site fees for the 2023 USBC Open Championships, expenses related to two Customer Advisory Board meetings, event commitments and sponsorships, and \$85,000 in unassigned booking incentives.

Apportionment

Legislation enacted in 1999 requires one-half of the proceeds received from transient lodging taxes collected in Incline Village, Nevada and Crystal Bay, Nevada to be granted to the Incline Village/Crystal Bay Visitor and Convention Bureau.

Collection trends have shown an increase in the apportionment largely driven by vacation rentals. Total apportionment is budgeted at 125% of pre-pandemic FY 18-19 levels.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Contingency

Contingency funds are budgeted at \$200,000 for FY 22-23. Historically, contingency funds have been budgeted between \$200,000 - \$400,000.

Other Funds

Debt Service Fund

The Debt Service Fund is used to account for the accumulation of resources required for, and the payment of, general long-term debt principal, interest, and related costs. Debt Service Fund transfers vary yearly based on the bond payment structure. Transfers are budgeted at \$8,190,150 in FY 22-23 to meet debt obligations, including principal, interest, and small fees associated with debt service transactions.

Internal Insurance Fund

The Internal Service Fund accounts for the employee insurance benefits and workers compensation activities provided by the RSCVA. Revenues are anticipated to increase to a total of \$2,013,714 and total expenditures to increase to a total of \$2,197,328 given that the RSCVA will resume internally managing and operating the facilities. Due to the timing of the facilities transition, we are currently in the process of remarketing employee insurance benefits. We expect that interested carriers will provide their quotes within the next few weeks.

Capital Fund

The Capital Projects Fund is used to account for financial resources to be used for the acquisition or construction and significant repair of major facilities.

See the FY 22-23 Capital Improvement Plan for further details. The FY 22-23 Capital Improvement Plan has been submitted for separate review and approval.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Financial Policies

During June 2016, the Board adopted a five-year strategic plan, which was extended via Board action through FY 21-22. At the time that this budget is being prepared, the strategic plan for FY 22-23 through FY 24-25 has not yet been presented to and approved by the Board of Directors. Any proposed changes to the financial policies in the new strategic plan are noted below.

Strategic Financial Policies are listed in order of funding priority as follows:

- 1. General Fund Reserves:** An unassigned General Fund balance goal is a minimum 10% of expenditures.
The budgeted increase in fund balance would allow us to meet this requirement. The current draft of the proposed strategic plan for FY 22-23 through FY 24-25 increases this to a goal of 15-17%, starting in FY 24.
- 2. Capital Reserve Account:** 0.5% of room tax revenues to capital reserve account up to \$1 million.
Budgeted ending fund balance meets this requirement. The current draft of the proposed strategic plan for FY 22-23 through FY 24-25 increases this to a goal of 1%.
- 3. Debt Sinking Fund** increases from 5% to maximum of 15% of room tax revenues in excess of \$22 million annually.
No contributions budgeted in FY 22-23 due to the debt refunding in FY 20-21. This is not required and is no longer included in the proposed financial policies in the FY 22-23 through FY 24-25 strategic plan.
- 4. Rainy Day Fund:** Minimum balance of \$1 million, goal of \$2 million in additional General Fund balance.
Current balance meets the Board's Financial Policy. The CEO has given direction for a 10-20% increase in FY 22-23. This policy is being carried forward in the FY 22-23 through FY 24-25 strategic plan.
- 5. Annual Capital Funding:** up to 10% of all room tax collections up to \$2.5 million.
8.8% of room tax collections are being budgeted towards annual capital funding, and the remainder of capital funding was made available due to federal awards received as a result of the pandemic. A policy of up to 10% of room tax collections budgeted annually on capital expenditures is recommended in the the FY 22-23 through FY 24-25 strategic plan.
- 6. Air Service Fund:** Dedicate \$500K annually to build up to \$1.5 million in Assigned General Fund to support new airlift.
\$1M is budgeted for Air Service in FY 22-23. The proposed strategic plan for FY 22-23 through FY 24-25 carries forward this policy. The proposed strategic also designates Special Event Funding up to \$1M, which is included in the FY 22-23 budget.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Revenue Summary

	Budget	Projected	Pre-Pandemic Actual
	FY 22-23	FY 21-22	FY 18-19
Operating Revenues			
Room Tax Collections	\$ 34,200,648	\$ 37,786,446	\$ 34,632,333
Tourism Surcharge	4,921,283	4,921,350	5,194,825
Subtotal Room License Taxes	39,121,931	42,707,796	39,827,158
Reno-Sparks Convention Center	2,556,543	3,316,803	4,640,243
Reno-Sparks Livestock Events Center	871,459	1,431,374	1,074,769
Reno Events Center	532,445	1,258,785	1,814,784
National Bowling Stadium	1,400,145	260,592	377,392
Subtotal Facilities *	5,360,592	6,267,554	7,907,188
General and Administrative	872,540	848,267	1,094,118
Convention Sales	456,200	249,578	338,367
Tourism Sales	12,500	15,995	18,279
Marketing	-	3,770	3,481
Subtotal Other Revenues	1,341,240	1,117,610	1,454,244
Operating Revenues Subtotal	45,823,762	50,092,960	49,188,590
Non-Operating Revenues			
Grant Awards	1,250,000	2,848,370	-
Other	12,000	4,535	330,544
Non-Operating Revenues Subtotal	1,262,000	2,852,905	330,544
Total Revenues	\$ 47,085,762	\$ 52,945,864	\$ 49,519,135

* FY 18-19 includes gross Food and Beverage revenues of \$2,469,118 (net revenues total \$884,273).
 FY 21-22 includes gross Food and Beverage revenues of \$1,737,999 (net revenues total \$526,660).
 FY 22-23 Food and Beverage revenues are reported net, per the terms of the new agreement, at \$704,277.

Room License Taxes

Room tax related revenues were estimated by performing trend analysis over average daily room rates, collections in prior periods, room night totals, market segment trends, and economic considerations.

The budget for room tax collections is 98.8% of pre-pandemic collections, and the budget for the Tourism Surcharge is 94.7% of pre-pandemic collections.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Facility Revenues

As of June 2, 2022, the RSCVA will resume internally managing and operating the Reno-Sparks Convention Center (RSCC), Reno-Sparks Livestock Events Center (RSLEC), Reno Events Center (REC) and the National Bowling Stadium (NBS), which are collectively referred to as “the facilities” throughout this document. The food service portion of facility operations will be outsourced to Aramark, as approved by the RSCVA Board of Directors on April 15, 2022.

Other Revenues and Resources

The Nevada Commission on Tourism (Travel Nevada) has earmarked \$1,250,000 of their recent Economic Development Agency award as a pass-through sub grant award to the RSCVA. The receipt of the grant award is contingent on a spending plan being prepared by the Marketing Department in accordance with the grant terms and conditions. The Marketing Department plans to create and submit the spending plan to Travel Nevada this summer, with the goal of receiving these grant revenues to spend during fall 2023.

As noted in the FY 22-23 Capital Improvement Plan, additional funding has been made available due to federal awards received as a result of the pandemic and such funding is proposed to be spent on capital improvements. Capital improvements from this funding source are budgeted at \$2,848,370.

Additionally, we anticipate approximately \$4,845,000 of available resources (fund balance) to carry forward from the current year, from unspent amounts within line items including Air Service, Special Events, Booking Incentive, Facility Transition, and from revenues received during the last quarter of the year in excess of budget. These resources, which will become part of FY 21-22 ending fund balance, are allocated as spendable resources throughout the FY 22-23 budget.



**RenoSparks Convention and Visitors Authority
Fiscal Year 2022-2023
Proposed Budget**

Room License Tax Revenue Trends

Historical trends for room license tax revenues, including room tax collections and the tourism surcharge, are below:

Fiscal Year	Room License Tax Revenues	Change	
		\$	%
FY 17-18	39,821,722	4,193,650	11.8%
FY 18-19	40,884,774	1,063,052	2.7%
FY 19-20	32,297,723	(8,587,051)	(21.0%)
FY 20-21	32,870,482	572,759	1.8%
FY 21-22 Projected	42,707,796	9,837,314	29.9%
FY 22-23 Budget	39,121,931	(3,585,865)	(8.4%)

Budget Fiscal Year (FY 22-23)

Total room tax collections are budgeted at 98% of FY 18-19 (pre-pandemic) collections, utilizing a moderately conservative approach given the current economic climate.

Current Fiscal Year (FY 21-22)

Through March 31, 2022, total room tax collections are 109% of FY 18-19 (pre-pandemic) collections; projections through fiscal year end are presented above.



Reno-Sparks Convention and Visitors Authority
Fiscal Year 2022-2023
Proposed Budget

Room Tax Statistics

	Budget FY 22-23	Pre-Pandemic FY 18-19	Projected FY 21-22	Through March FY 21-22
Taxable Room Revenues	\$ 396,467,007	\$ 401,157,232	\$ 423,005,172	\$ 331,579,845
Average Rate - Cash	\$ 132.07	\$ 115.53	\$ 134.24	\$ 139.17
Occupied Rooms				
Cash	3,001,965	3,472,202	3,151,072	2,382,476
Comp	753,057	855,311	763,897	578,787
28 Day	1,125,878	1,486,587	1,255,005	900,328
Total Occupied Rooms	4,880,899	5,814,100	5,169,974	3,861,591
Total Percentage of Occupancy	62.1%	67.7%	63.8%	64.9%



Reno-Sparks Convention and Visitors Authority

Fiscal Year 2022-2023

Proposed Budget

Room Tax Statistics by Market Segment

Budget FY 22-23	Through March FY 21-22	Pandemic Year FY 20-21	Pandemic Year FY 19-20	Pre-Pandemic FY 18-19
--------------------	---------------------------	---------------------------	---------------------------	--------------------------

Breakdown by Market Segment

Revenues Cash - Taxable

Hotels	\$	326,212,958	\$	275,890,677	\$	258,283,353	\$	271,309,190	\$	353,689,212
Motels		20,363,507		15,633,942		15,676,325		14,438,137		15,748,221
28 Day Motels		3,091,138		1,896,239		2,965,866		3,033,678		3,199,297
R.V. Parks		4,415,404		3,056,612		4,322,655		3,083,152		3,619,679
Vacation Rentals		35,887,572		29,211,426		37,902,560		20,808,000		19,102,824
Timeshares		2,842,272		2,518,534		2,831,098		2,528,169		3,035,150
Home Owner Rental		3,654,156		3,372,415		3,913,839		2,770,124		2,762,849

Occupied Rooms - Cash

Hotels		2,392,698		1,929,016		2,055,773		2,195,265		2,920,753
Motels		258,379		196,513		231,360		237,864		256,625
28 Day Motels		64,349		42,663		63,998		71,935		78,417
R.V. Parks		103,545		74,158		101,748		79,234		90,750
Vacation Rentals		145,711		146,253		146,291		89,267		80,791
Time Shares		25,264		19,457		25,216		28,004		34,665
Home Owner Rental		12,019		9,466		12,547		9,620		10,201

Average Rates - Cash

Hotels	\$	136.34	\$	143.02	\$	125.64	\$	123.59	\$	121.03
Motels		78.81		79.56		67.76		60.70		61.37
28 Day Motels		48.04		44.45		46.34		42.17		40.80
R.V. Parks		42.64		41.22		42.48		38.91		39.89
Vacation Rentals		246.29		262.69		259.09		233.10		236.45
Time Shares		112.50		112.27		112.27		90.28		87.56
Home Owner Rental		304.03		356.27		311.93		287.95		270.84

Percentage of Occupancy - Cash

Hotels		43.2%		19.0%		40.9%		45.8%		50.2%
Motels		49.0%		56.1%		51.6%		49.3%		52.3%
28 Day Motels		7.2%		6.5%		6.6%		7.0%		7.1%
R.V. Parks		19.7%		19.2%		19.1%		14.7%		14.4%
Vacation Rentals		59.7%		41.5%		35.7%		28.7%		26.6%
Time Shares		43.9%		1820.0%		17.4%		19.1%		22.9%
Home Owner Rental		19.3%		16.9%		19.5%		14.1%		16.4%



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Facilities Revenues

As of June 2, 2022, the RSCVA will resume internally managing and operating the Reno-Sparks Convention Center (RSCC), Reno-Sparks Livestock Events Center (RSLEC), Reno Events Center (REC) and the National Bowling Stadium (NBS), which are collectively referred to as “the facilities” throughout this document. The food service portion of facility operations will be outsourced to Aramark, as approved by the RSCVA Board of Directors on April 15, 2022.

FY 22-23 Budget

	Facility Rentals	Concessions and Catering*	Other	Total Facilities Revenues
Reno-Sparks Convention Center	\$ 1,607,858	\$ 226,393	\$ 722,292	\$ 2,556,543
Reno-Sparks Livestock Events Center	306,962	108,149	456,348	871,459
Reno Events Center	228,240	83,417	220,788	532,445
National Bowling Stadium	939,491	286,318	174,336	1,400,145
	\$ 3,082,551	\$ 704,277	\$ 1,573,764	\$ 5,360,592

* FY 22-23 Food and Beverage revenues are reported net, per accounting standards, given the terms of the agreement with Aramark.

FY 21-22 Revenues through March

	Facility Rentals	Concessions and Catering*	Other	Total Facility Revenues
Reno-Sparks Convention Center	\$ 1,043,114	\$ 890,161	\$ 694,478	\$ 2,627,753
Reno-Sparks Livestock Events Center	332,062	251,642	592,343	1,176,047
Reno Events Center	251,437	89,012	647,050	987,499
National Bowling Stadium	118,762	60,745	25,339	204,846
	\$ 1,745,375	\$ 1,291,560	\$ 1,959,210	\$ 4,996,145

* FY 21-22 Food and Beverage revenues are reported gross given the terms of the agreement with ASM. Net revenues through March 2022 are \$417,984.

FY 18-19 Pre-Pandemic

	Facility Rentals	Concessions and Catering *	Other	Total Facility Revenues
Reno-Sparks Convention Center	\$ 1,909,108	\$ 1,602,971	\$ 1,128,164	\$ 4,640,243
Reno-Sparks Livestock Events Center	376,238	239,492	459,039	1,074,769
Reno Events Center	441,483	451,888	921,413	1,814,784
National Bowling Stadium	175,879	121,046	80,467	377,392
	\$ 2,902,708	\$ 2,415,397	\$ 2,589,083	\$ 7,907,188

* FY 18-19 Food and Beverage revenues were reported gross given the terms of the agreement with ASM. Net revenues during FY 18-19 were \$884,273.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Facilities Losses

	Budget 22-23	Projected 21-22	20-21	19-20	Pre-Pandemic 18-19
Facilities Revenues					
Reno-Sparks Convention Center	\$ 2,556,543	\$ 3,316,803	\$ 1,125,754	\$ 3,763,939	\$ 4,640,243
Reno-Sparks Livestock Events Center	871,459	1,431,374	1,135,591	765,201	1,074,769
Reno Events Center	532,445	1,258,785	20,358	1,649,981	1,814,784
National Bowling Stadium	1,400,145	260,592	372,034	165,376	377,392
Subtotal - Facilities Revenues	5,360,592	6,267,554	2,653,737	6,344,497	7,907,188
Facilities Expenses					
Reno-Sparks Convention Center	(5,362,828)	(5,540,645)	(3,117,249)	(6,428,550)	(5,820,505)
Reno-Sparks Livestock Events Center	(1,728,371)	(1,902,630)	(1,886,291)	(1,818,601)	(1,807,448)
Reno Events Center	(1,860,071)	(2,349,417)	(1,129,562)	(2,216,135)	(1,881,473)
National Bowling Stadium	(2,402,074)	(2,007,808)	(1,702,215)	(2,065,464)	(2,185,457)
Subtotal - Facilities Expenses	(11,353,344)	(11,800,500)	(7,835,317)	(12,528,750)	(11,694,883)
Facilities Losses - Subtotals					
Reno-Sparks Convention Center	(2,806,285)	(2,223,842)	(1,991,495)	(2,664,611)	(1,180,262)
Reno-Sparks Livestock Events Center	(856,912)	(471,256)	(750,700)	(1,053,400)	(732,679)
Reno Events Center	(1,327,626)	(1,090,632)	(1,109,204)	(566,154)	(66,689)
National Bowling Stadium	(1,001,929)	(1,747,216)	(1,330,181)	(1,900,088)	(1,808,065)
Subtotal - Facilities Losses	(5,992,753)	(5,532,946)	(5,181,580)	(6,184,253)	(3,787,695)
Plus: Facilities Management Fees	-	(221,059)	(210,532)	(199,838)	(200,000)
Plus: Food and Beverage Management Fees	(54,591)	(104,268)	(42,674)	(198,845)	(245,003)
Total Facilities Losses	\$ (6,047,344)	\$ (5,858,273)	\$ (5,434,786)	\$ (6,582,936)	\$ (4,232,698)

Pre-pandemic (FY 18-19), the Reno-Sparks Convention Center (RSCC) hosted two major city-wide conventions (Interbike and Safari Club), which contributed to increased revenues during that fiscal year.

During FY 22-23, the National Bowling Stadium will host the United States Bowling Congress Open Championships.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Operating Expenses

Payroll and Related Expenses

A significant change to note in the area of payroll and related expenses is that salaries and wages below reflect the transition of the facilities to in-house operations. From June 2018 through June 2022, facility management was outsourced to a third-party operator, and all expenses of the third-party operator were reported as service expenses to the RSCVA.

Additionally, for FY 22-23 several new, unique positions have been created at the RSCVA that the have not existed within the organization previously, including:

- Director of Sales – NBS
 - This position within the Sales Department will be responsible for effectively selling the Reno, Sparks, and North Lake Tahoe area as a destination for bowling groups and tournaments.
- Marketing Manager – Facilities
 - This position within the Marketing Department will be responsible for planning, leading, and executing facilities marketing and communications programs and analyzing the effectiveness of facilities marketing initiatives and programs.
- Senior Director of Sales and Events
 - This position within the Sales Department will oversees the sales and events processes and staff at the facilities.

As part of developing this area of the budget, we considered the needs of the organization overall post-pandemic and in terms of how to operate the facilities efficiently post-transition. We did not copy the organizational structures that were used by the third-party operator of the facilities during the last four years, nor did we strive to identically match the organizational structure pre-pandemic. Significant thought and consideration were given to the efficient staffing of this organization given current needs and the current economic climate.

Included in the budget is a 4% cost of living increase program. Merit increases were paused during FY 19-20, resumed during FY 21-22, and merit increases are budgeted for FY 22-23. The Nevada PERS employer contribution rate will remain at 29.75%.

Due to the timing of the facilities transition, we are currently in the process of remarketing employee insurance benefits. We expect that interested carriers will provide their quotes within the next few weeks. If a renewal option is selected and recommended by management, such changes to the employee insurance benefits package would be presented to the Board for approval.



Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Payroll and Related Expenses

	Budget FY 22-23	Budget (Augmented) FY 21-22	Pre-Pandemic Actual FY 18-19
<u>Salaries and Wages</u>			
Sales			
Convention Sales	\$ 2,328,270	\$ 1,703,398	\$ 1,807,871
Tourism Sales	256,070	239,234	405,512
Total Sales	2,584,340	1,942,632	2,213,383
Finance and Administration	1,224,819	1,036,810	1,223,998
Marketing	887,149	684,602	854,572
Executive Office	393,631	361,686	335,446
Facilities	3,554,474	A	A
Total	\$ 8,644,413	\$ 4,123,063	\$ 4,627,399
<u>Benefits and Other Employee Related Costs</u>			
Sales			
Convention Sales	\$ 1,492,584	\$ 1,078,582	\$ 1,042,191
Tourism Sales	151,973	166,175	212,378
Total Sales	1,644,557	1,244,757	1,254,568
Finance and Administration	798,735	542,228	476,891
Marketing	523,906	395,790	437,885
Executive Office	336,568	297,587	222,039
Facilities	2,074,402	A	A
Total	\$ 5,378,167	\$ 2,383,029	\$ 2,391,384

- A** Salaries and benefits paid by the previous third-party facilities operator were reported as supplies and services costs to the RSCVA in accordance with accounting standards. For comparability, salaries and benefits expenses during those contract years were summarized using financial data provided by the previous third-party operator for comparable classifications of employees and are as follows:
 FY 18-19: \$3,878,770
 FY 21-22 projected: \$4,258,869



Reno-Sparks Convention and Visitors Authority

Fiscal Year 2022-2023

Proposed Budget

Operating Expenses

Supplies and Services

The majority of this line item consists of services and supplies for the facilities. This line item also includes the RSCVA’s general liability insurance, legal expenses, dues, certain contractual expenses, and general supplies expenses. General liability insurance is budgeted at an increase this year due to preliminary feedback obtained about competitive market conditions, as well as organizational initiatives to strengthen cyber liability insurance coverage. We are currently waiting to receive quotes for premiums from the carriers.

	Budget	Budget (Augmented)	Pre-Pandemic Actual
	FY 22-23	FY 21-22	FY 18-19
Facilities *	\$ 5,710,269	\$ 11,800,500	\$ 12,027,588
Finance and Administration	1,592,742	1,461,645	\$ 1,256,060
Executive Office	388,812	313,741	224,405
Sales			
Convention Sales	137,046	118,586	159,224
Tourism Sales	18,430	42,275	38,422
Total Sales	<u>155,476</u>	<u>160,861</u>	<u>197,646</u>
Marketing	90,318	101,181	141,835
Total	<u>\$ 7,937,617</u>	<u>\$ 13,837,928</u>	<u>\$ 13,847,534</u>

* During the years that facility operations were managed by a third-party operator, all contract expenses were required to be classified as supplies and services. For the FY 22-23 budget, the following categories of facilities expenses are classified within supplies and services:

Utilities	\$ 1,841,875
Event Service Expenses	1,642,537
Professional Services	1,346,957
Repairs and Maintenance	500,559
Operating Supplies	323,749
Food and Beverage Management Fees	54,591
Services and Supplies	<u>\$ 5,710,269</u>



**Reno-Sparks Convention and Visitors Authority
Fiscal Year 2022-2023
Proposed Budget**

Operating Expenses

Travel and Entertainment

Travel and entertainment is budgeted at 108% of pre-pandemic levels. The majority of travel and entertainment expenses (84%) are budgeted within the Sales Department. Slight increases in travel and entertainment are noted for other departments to provide opportunities for staff networking opportunities and professional development.

	Budget	Budget	Pre-Pandemic
	FY 22-23	(Augmented)	Actual
		FY 21-22	FY 18-19
Sales			
Convention Sales	\$ 687,291	\$ 565,864	\$ 632,301
Tourism Sales	63,720	58,410	110,259
Total Sales	751,011	624,274	742,561
Marketing	78,620	61,035	45,660
Executive Office	37,400	37,000	26,989
Finance and Administration	16,500	16,045	15,696
Facilities	14,200	-	-
Total	\$ 897,731	\$ 738,354	\$ 830,905



Reno-Sparks Convention and Visitors Authority

Fiscal Year 2022-2023

Proposed Budget

Operating Expenses

Promotions and Advertising

Promotions and advertising expenses are budgeted at 117% of pre-pandemic spending levels.

Significant items budgeted within this category include: Advertising (within the Marketing Department) which is budgeted at 99% of pre-pandemic levels, \$1,000,000 for Air Service per Board designation, and \$150,000 within the Marketing department to be utilized towards facilities marketing initiatives.

The Marketing Department plans to create and submit a spending plan to Travel Nevada this summer, with the goal of receiving \$1,250,000 in earmarked grant revenues to spend during fall 2023, therefore those expenditures are included in the amounts below.

	Budget	Budget	Pre-Pandemic
	FY 22-23	(Augmented)	Actual
		FY 21-22	FY 18-19
Marketing	\$ 10,663,062	\$ 9,569,369	\$ 8,774,172
Sales			
Convention Sales	639,336	630,097	851,566
Tourism Sales	450,850	440,440	386,541
Total Sales	1,090,186	1,070,537	1,238,107
Finance and Administration	15,000	5,000	58,851
Executive Office	25,000	10,290	5,899
Total	\$ 11,793,248	\$ 10,655,196	\$ 10,077,029



Reno-Sparks Convention and Visitors Authority
Fiscal Year 2022-2023
Proposed Budget

Operating Expenses

Special Projects

The special projects category primarily consists of special event funding, event sponsorships, commitments, and related costs.

Within the Marketing budget for FY 22-23, this category includes \$1,000,000 budgeted for Special Event Funding per Board designation and \$250,000 in costs associated with the Miss USA Pageant.

Within the Sales budget for FY 22-23, this category includes site fees for the 2023 USBC Open Championships, expenses related to two Customer Advisory Board meetings, event commitments and sponsorships, and \$85,000 in unassigned booking incentives.

	Budget		Budget (Augmented)		Pre-Pandemic Actual
	FY 22-23		FY 21-22		FY 18-19
Sales					
Convention Sales	\$ 2,025,250	\$	2,010,750	\$	1,015,223
Tourism Sales	-		-		82,482
Total Sales	2,025,250		2,010,750		1,097,705
Marketing	1,250,000		1,050,000		811,825
Total	\$ 3,275,250	\$	3,060,750	\$	1,909,530

Small Equipment

Total small equipment purchases are budgeted at \$107,702, which is 97% of pre-pandemic expenditures. These expenses are primarily associated with replacing aging IT small equipment.



**Reno-Sparks Convention and Visitors Authority
Fiscal Year 2022-2023
Proposed Budget**

Operating Expenses

Apportionment

Legislation enacted in 1999 requires one-half of the proceeds received from transient lodging taxes collected in Incline Village, Nevada and Crystal Bay, Nevada to be granted to the Incline Village/Crystal Bay Visitor and Convention Bureau. Collections in these areas have been consistently increasing, largely driven by vacation rentals. The amount budgeted below reflects these trends.

Budget	Projected	Pre-Pandemic
FY 22-23	FY 21-22	FY 18-19

Apportionment \$ **2,106,666** \$ **2,047,569** \$ **1,686,777**

Contingency

Contingency funds are budgeted at \$200,000 for FY 21-22. Historically, contingency funds have been budgeted between \$200,000 - \$400,000.



Reno-Sparks Convention and Visitors Authority
Fiscal Year 2022-2023
Proposed Budget

Capital Projects Fund

The Capital Projects Fund accounts for financial resources to be used for the acquisition of assets, construction of assets, or the significant repair of assets.

See the FY 22-23 Capital Improvement Plan for further details. The FY 22-23 Capital Improvement Plan has been submitted for separate review and approval.

	Budget	Budget	Actual	Actual	Pre-Pandemic
	FY 22-23	FY 21-22	FY 20-21	FY 19-20	FY 18-19
Capital Expenditures	\$ 5,848,370	\$ 2,500,000	\$ 548,075	\$ 3,507,113	\$ 2,480,818



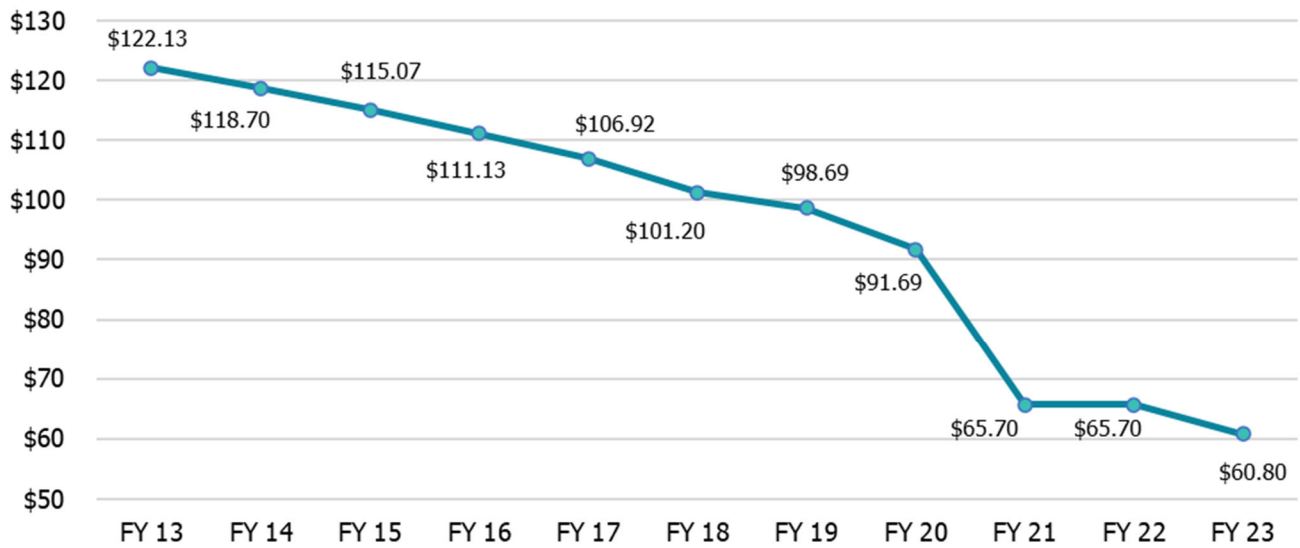
Reno-Sparks Convention and Visitors Authority Fiscal Year 2022-2023 Proposed Budget

Debt Service Fund

The Debt Service Fund is used to account for the accumulation of resources required for the repayment of debt principal and interest and are primarily funded through transfers. Debt Service Fund transfers vary yearly based on the bond structure. Transfers are budgeted at \$8,190,150 in FY 22-23 to meet debt obligations, including principal, interest, and fees associated with debt service and debt management.

Below is a summary of outstanding debt principal balances:

Long Term Debt - Outstanding Principal (\$ in millions)





Nevada Department of Taxation
1550 College Parkway, Suite 115
Carson City, NV 89706-7937

Reno-Sparks Convention & Visitors Authority herewith submits the FINAL budget for the
fiscal year ending June 30, 2023

This budget contains 0 funds, including Debt Service, requiring property tax revenues totaling \$ 0

The property tax rates computed herein are based on preliminary data. If the final state computed revenue limitation permits,
the tax rate will be increased by an amount not to exceed 0 If the final computation requires, the tax rate will be
lowered.

This budget contains 3 governmental fund types with estimated expenditures of \$ 54,129,715 and
1 proprietary funds with estimated expenses of \$ 2,251,088

Copies of this budget have been filed for public record and inspection in the offices enumerated in NRS 354.596 (Local
Government Budget and Finance Act).

CERTIFICATION

APPROVED BY THE GOVERNING BOARD

I Courtney Jaeger, CPA
(Print Name)

Commissioner Bob Lucey, Chair

Vice President of Finance
(Title)

Ann Silver, Vice Chair

certify that all applicable funds and financial
operations of this Local Government are
listed herein

Councilwoman Charlene Bybee

Signed _____

Mr. Andy Chapman

Ms. Jessica Sferrazza

Dated: May 19, 2022

Mayor Hillary Schieve

Ms. Shannon Keel

Mr. Rick Murdock

Mr. Stephen Ascuaga

SCHEDULED PUBLIC HEARING:

Date and Time: May 19, 2022, 9:00 AM

Publication Date: May 10, 2022

FULL TIME EQUIVALENT EMPLOYEES BY FUNCTION

	ACTUAL PRIOR YEAR ENDING 06/30/21	ESTIMATED CURRENT YEAR ENDING 06/30/22	BUDGET YEAR ENDING 06/30/23
General Government	14.50	15.00	16.00
Judicial			
Public Safety			
Public Works			
Sanitation			
Health			
Welfare			
Culture and Recreation			
Community Support	26.00	91.00	98.00
TOTAL GENERAL GOVERNMENT	40.50	106.00	114.00
Utilities			
Hospitals			
Transit Systems			
Airports			
Other			
TOTAL	37.50	106.00	114.00

POPULATION (AS OF JULY 1)			485,113
SOURCE OF POPULATION ESTIMATE*			
Assessed Valuation (Secured and Unsecured Only)			
Net Proceeds of Mines			
TOTAL ASSESSED VALUE			
TAX RATE			
General Fund			
Special Revenue Funds			
Capital Projects Funds			
Debt Service Funds			
Enterprise Fund			
Other			
TOTAL TAX RATE	N/A	N/A	N/A

* Use the population certified by the state in March each year. Small districts may use a number developed per the instructions (page 6) or the best information available.

SCHEDULE A - ESTIMATED REVENUES & OTHER RESOURCES - GOVERNMENTAL FUND TYPES, EXPENDABLE TRUST FUNDS & TAX SUPPORTED PROPRIETARY FUND TYPES

Budget For Fiscal Year Ending June 30, 2023

Budget Summary for Reno-Sparks Convention & Visitors Authority
(Local Government)

GOVERNMENTAL FUNDS AND EXPENDABLE TRUST FUNDS FUND NAME	BEGINNING FUND BALANCES (1)	CONSOLIDATED TAX REVENUE (2)	PROPERTY TAX REQUIRED (3)	TAX RATE (4)	OTHER REVENUE (5)	OTHER FINANCING SOURCES OTHER THAN TRANSFERS IN (6)	OPERATING TRANSFERS IN (7)	TOTAL (8)
General	15,062,019	-	-	N/A	47,073,762	-	-	62,135,782
Capital Projects	4,261,085	-	-	N/A	-	-	3,000,000	7,261,085
DEBT SERVICE	13,041,683	-	-	N/A	12,000	-	8,190,150	21,243,833
Subtotal Governmental Fund Types, Expendable Trust Funds	32,364,787	-	-		47,085,762	-	11,190,150	90,640,699
PROPRIETARY FUNDS								
XXXXXXXXXXXX					XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
XXXXXXXXXXXX					XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
XXXXXXXXXXXX					XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
XXXXXXXXXXXX					XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
XXXXXXXXXXXX					XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
XXXXXXXXXXXX					XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
Subtotal Proprietary Funds	XXXXXXXXXXXX				XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX
TOTAL ALL FUNDS	XXXXXXXXXXXX				XXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX	XXXXXXXXXXXX

SCHEDULE A-1 ESTIMATED EXPENDITURES AND OTHER FINANCING USES

Budget For Fiscal Year Ending June 30, 2023

Budget Summary for Reno-Sparks Convention & Visitors Authority
(Local Government)

GOVERNMENTAL FUNDS AND EXPENDABLE TRUST FUNDS	*	SALARIES AND WAGES (1)	EMPLOYEE BENEFITS (2)	SERVICES, SUPPLIES AND OTHER CHARGES ** (3)	CAPITAL OUTLAY *** (4)	CONTINGENCIES AND USES OTHER THAN OPERATING TRANSFERS OUT (5)	OPERATING TRANSFERS OUT (6)	ENDING FUND BALANCES (7)	TOTAL (8)
General	-	8,613,578	5,409,002	26,010,512	107,702	200,000	11,190,150	10,604,837	62,135,782
Capital Projects	C	-	-	-	5,848,370	-	-	1,412,715	7,261,085
Debt Service	D	-	-	8,140,550	-	-	-	13,103,283	21,243,833
TOTAL GOVERNMENTAL FUND TYPES AND EXPENDABLE TRUST FUNDS		8,613,578	5,409,002	34,151,062	5,956,072	200,000	11,190,150	25,120,835	90,640,699

* FUND TYPES: R - Special Revenue
C - Capital Projects
D - Debt Service
T - Expendable Trust

** Include Debt Service Requirements in this column

SCHEDULE A-2 PROPRIETARY AND NONEXPENDABLE TRUST FUNDS

Budget For Fiscal Year Ending June 30, 2023

Budget Summary for Reno-Sparks Convention & Visitors Authority
(Local Government)

FUND NAME	*	OPERATING REVENUES (1)	OPERATING EXPENSES (2) **	NONOPERATING REVENUES (3)	NONOPERATING EXPENSES (4)	OPERATING TRANSFERS		NET INCOME (7)
						IN (5)	OUT(6)	
Internal Service (Self Insurance)	I	2,013,714	2,251,088	-	-	-	-	(237,374)
TOTAL		2,013,714	2,251,088	-	-	-	-	(237,374)

* FUND TYPES: E - Enterprise
I - Internal Service
N - Nonexpendable Trust
** Include Depreciation

<u>REVENUES</u>	(1)	(2)	(3) BUDGET YEAR ENDING 06/30/23	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
Taxes:				
Room tax (net)	32,870,766	42,707,796	38,025,317	39,121,931
Subtotal	32,870,766	42,707,796	38,025,317	39,121,931
Miscellaneous:				
Interest earnings	25,887	23,295	18,000	46,590
Rents and royalties	2,653,737	6,267,554	4,890,135	5,360,592
Convention & Visitors Services	10,100	590,288	30,000	468,700
Other	835,970	23,295	926,105	2,075,950
Sale of Capital Assets	12,910	2,848,370	-	-
Subtotal	3,538,604	9,752,801	5,864,240	7,951,831
SUBTOTAL REVENUE ALL SOURCES	36,409,370	52,460,597	43,889,557	47,073,762
OTHER FINANCING SOURCES				
Transfers In (Schedule T)				
Proceeds of Long-term Debt				
Other				
SUBTOTAL OTHER FINANCING SOURCES	-	-	-	-
BEGINNING FUND BALANCE	9,585,000	11,178,021	15,062,019	15,062,019
Prior Period Adjustments				
Residual Equity Transfers				
TOTAL BEGINNING FUND BALANCE	9,585,000	11,178,021	15,062,019	15,062,019
TOTAL AVAILABLE RESOURCES	45,994,370	63,638,618	58,951,576	62,135,782

Reno-Sparks Convention & Visitors Authority
SCHEDULE B - GENERAL FUND

<u>EXPENDITURES BY FUNCTION AND ACTIVITY</u>	(1)	(2)	(3) BUDGET YEAR ENDING 06/30/23	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
COMMUNITY SUPPORT				
OTHER - FACILITY OPERATION				
Salaries and wages	-	-	3,907,692	3,554,474
Employee benefits	-	-	1,674,725	2,074,402
Services and supplies	7,835,317	11,800,500	6,226,651	5,724,469
Capital outlay	-	-	-	-
Subtotal	7,835,317	11,800,500	11,809,068	11,353,344
FUNCTION SUBTOTAL	7,835,317	11,800,500	11,809,068	11,353,344

Reno-Sparks Convention & Visitors Authority
(Local Government)
SCHEDULE B - GENERAL FUND

FUNCTION: Other - Facility Operations

EXPENDITURES BY FUNCTION AND ACTIVITY	(1)	(2)	(3) (4) BUDGET YEAR ENDING 06/30/23	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
	COMMUNITY SUPPORT			
OTHER - FACILITIES TRANSITION				
Salaries and wages	-	-	-	-
Employee benefits	-	-	-	-
Services and supplies	-	410,000	-	-
Capital outlay	-	-	-	-
Subtotal	-	410,000	-	-
FUNCTION SUBTOTAL	-	410,000	-	-

Reno-Sparks Convention & Visitors Authority
(Local Government)
SCHEDULE B - GENERAL FUND
FUNCTION: Other - Facility Operations

<u>EXPENDITURES BY FUNCTION AND ACTIVITY</u>		(1)	(2)	(3) BUDGET YEAR ENDING 06/30/23	
		ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
PAGE	FUNCTION SUMMARY				
	General Government	3,528,668	4,138,721	4,624,660	4,936,909
	Judicial				
	Public Safety				
	Public Works				
	Sanitation				
	Health				
	Welfare				
	Culture and Recreation				
	Community Support	19,867,431	31,031,857	32,280,658	35,203,885
	Debt Service				
	Intergovernmental Expenditures				
	TOTAL EXPENDITURES - ALL FUNCTIONS	23,396,099	35,170,579	36,905,317	40,140,795
	OTHER USES:				
	CONTINGENCY (Not to exceed 3% of Total Expenditures all Functions)	-	-	200,000	200,000
	Transfers Out (Schedule T)				
	Capital Projects	990,000	5,348,370	2,500,000	3,000,000
	Debt Service	10,430,250	8,057,650	8,936,533	8,190,150
	TOTAL EXPENDITURES AND OTHER USE	34,816,349	48,576,599	48,541,850	51,530,945
	ENDING FUND BALANCE:	11,178,021	15,062,019	10,409,726	10,604,837
	TOTAL GENERAL FUND COMMITMENTS AND FUND BALANCE	45,994,370	63,638,618	58,951,576	62,135,782

Reno-Sparks Convention & Visitors Authority
SCHEDULE B - GENERAL FUND

SCHEDULE B SUMMARY - EXPENDITURES, OTHER USES AND FUND BALANCE
GENERAL FUND - ALL FUNCTIONS

	(1)	(2)	(3) (4) BUDGET YEAR ENDING 06/30/23	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
REVENUES				
Interest Earnings	-	-	-	-
Other	-	-	-	-
Subtotal	-	-	-	-
OTHER FINANCING SOURCES:				
Operating Transfers In (Schedule T)				
General	990,000	5,300,000	2,500,000	3,000,000
BEGINNING FUND BALANCE	1,019,160	1,461,085	1,461,085	4,261,085
Prior Period Adjustment(s) Residual Equity Transfers				
TOTAL BEGINNING FUND BALANCE	1,019,160	1,461,085	4,261,085	4,261,085
TOTAL RESOURCES	2,009,160	6,761,085	6,761,085	7,261,085
EXPENDITURES				
Capital Outlay	548,075	2,500,000	3,000,000	5,848,370
Subtotal	548,075	2,500,000	3,000,000	5,848,370
OTHER USES				
CONTINGENCY (not to exceed 3% of total expenditures)				
Transfers Out (Schedule T)				
ENDING FUND BALANCE	1,461,085	4,261,085	3,761,085	1,412,715
TOTAL COMMITMENTS & FUND BALANCE	2,009,160	6,761,085	6,761,085	7,261,085

Reno-Sparks Convention & Visitors Authority

FUND: Capital Projects

<u>REVENUES</u>	(1)	(2)	(3) BUDGET YEAR ENDING 06/30/23 (4)	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
Interest Earnings	2,674	5,875	5,000	12,000
Subtotal	2,674	5,875	5,000	12,000
OTHER FINANCING SOURCES (Specify):				
Transfers In (Schedule T)				
General	10,430,250	8,057,650	8,936,533	8,190,150
Proceeds from refunding bonds	81,011,606			
BEGINNING FUND BALANCE	12,152,235	7,378,914	12,734,249	13,041,683
Prior Period Adjustment(s)				
Residual Equity Transfers				
TOTAL BEGINNING FUND BALANCE	12,152,235	7,378,914	12,734,249	13,041,683
TOTAL AVAILABLE RESOURCES	103,596,765	15,442,439	21,675,782	21,243,833

Reno-Sparks Convention & Visitors Authority

SCHEDULE C - DEBT SERVICE FUND

THE ABOVE DEBT IS REPAYED BY OPERATING RESOURCES

EXPENDITURES AND RESERVES	(1)	(2)	(3) BUDGET YEAR ENDING 06/30/23	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
Type: General Obligation				
Principal	12,139,987	-	4,950,000	4,950,000
Interest	3,071,196	2,397,256	3,132,900	3,132,900
Fiscal Agent Charges	9,559	3,500	18,000	57,650
Reserves - increase or (decrease)	-	-	-	-
Other - Paymnet to refunded debt escrow agent	80,580,040	-	-	-
Other - Refunding issuance Costs	417,069	-	-	-
Other - Defeasance	-	-	-	-
Subtotal	96,217,851	2,400,756	8,100,900	8,140,550
TOTAL RESERVED (MEMO ONLY)				
Type: General Obligation				
Principal	12,139,987	-	4,950,000	4,950,000
Interest	3,071,196	2,397,256	3,132,900	3,132,900
Fiscal Agent Charges				
Reserves - increase or (decrease)				
Other - Defeasance	-	-	-	-
Subtotal	15,211,183	2,397,256	8,082,900	8,082,900
TOTAL RESERVED (MEMO ONLY)				
Type:				
Principal				
Interest				
Fiscal Agent Charges				
Reserves - increase or (decrease)				
Other (Specify)				
Subtotal				
TOTAL RESERVED (MEMO ONLY)				
Type:				
Principal				
Interest				
Fiscal Agent Charges				
Reserves - increase or (decrease)				
Other (Specify)				
Subtotal				
TOTAL RESERVED (MEMO ONLY)				
ENDING FUND BALANCE	7,378,914	13,041,683	13,574,882	13,103,283
TOTAL COMMITMENTS & FUND BALANCE	103,596,765	15,442,439	21,675,782	21,243,833

Reno-Sparks Convention & Visitors Authority

SCHEDULE C - DEBT SERVICE FUND

THE ABOVE DEBT IS REPAYED BY OPERATING RESOURCES

PROPRIETARY FUND	(1)	(2)	(3) (4) BUDGET YEAR ENDING 06/30/23	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
OPERATING REVENUE				
User Charges	770,464	1,121,523	1,375,237	2,013,714
Total Operating Revenue	770,464	1,121,523	1,375,237	2,013,714
OPERATING EXPENSE				
Claims expense	818,064	955,701	1,286,138	2,197,328
Administrative expense	-	55,319	57,900	53,760
Depreciation/Amortization				
Total Operating Expense	818,064	1,011,020	1,344,038	2,251,088
Operating Income or (Loss)	(47,600)	110,503	31,199	(237,374)
NONOPERATING REVENUES				
Interest Earned				
Property Taxes				
Subsidies				
Consolidated Tax				
Total Nonoperating Revenues	-	-	-	-
NONOPERATING EXPENSES				
Interest Expense				
Total Nonoperating Expenses	-	-	-	-
Net Income before Operating Transfers	-	-	-	-
Transfers (Schedule T)				
In				
Out				
Net Operating Transfers	-	-	-	-
CHANGE IN NET POSITION	(47,600)	110,503	31,199	(237,374)

Reno-Sparks Convention & Visitors Authority
SCHEDULE F-1 REVENUES, EXPENSES AND NET POSITION
FUND: Internal Service (Self Insurance)

PROPRIETARY FUND	(1)	(2)	(3) BUDGET YEAR ENDING 06/30/23 (4)	
	ACTUAL PRIOR YEAR ENDING 6/30/2021	ESTIMATED CURRENT YEAR ENDING 6/30/2022	TENTATIVE APPROVED	FINAL APPROVED
A. CASH FLOWS FROM OPERATING ACTIVITIES:				
Cash received from users	172,336	220,021	413,606	388,459
Quasi-external operating with other funds	592,780	901,501	853,603	1,625,256
Payments to vendors for services & supplies	(833,910)	(1,011,020)	(1,344,038)	(2,251,088)
a. Net cash provided by (or used for) operating activities	(68,794)	110,503	(76,829)	(237,374)
B. CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES:				
Cash received from other funds	64,941	-		
b. Net cash provided by (or used for) noncapital financing activities	64,941	-	-	-
C. CASH FLOWS FROM CAPITAL AND RELATED FINANCING ACTIVITIES:				
	-	-	-	-
c. Net cash provided by (or used for) capital and related financing activities	-	-	-	-
D. CASH FLOWS FROM INVESTING ACTIVITIES:				
	-	-	-	-
d. Net cash provided by (or used in) investing activities	-	-	-	-
NET INCREASE (DECREASE) in cash and cash equivalents (a+b+c+d)	(3,853)	110,503	(76,829)	(237,374)
CASH AND CASH EQUIVALENTS AT JULY 1, 20xx	180,131	176,278	236,992	286,781
CASH AND CASH EQUIVALENTS AT JUNE 30, 20xx	176,278	286,781	160,163	49,407

Reno-Sparks Convention & Visitors Authority
SCHEDULE F-2 STATEMENT OF CASH FLOWS
FUND: Internal Service (Self Insurance)

ALL EXISTING OR PROPOSED
 GENERAL OBLIGATION BONDS, REVENUE BONDS,
 MEDIUM-TERM FINANCING, CAPITAL LEASES AND
 SPECIAL ASSESSMENT BONDS

* - Type
 1 - General Obligation Bonds
 2 - G.O. Revenue Supported Bonds
 3 - G.O. Special Assessment Bonds
 4 - Revenue Bonds
 5 - Medium-Term Financing

6 - Medium-Term Financing - Lease Purchase
 7 - Capital Leases
 8 - Special Assessment Bonds
 9 - Mortgages
 10 - Other (Specify Type)
 11 - Proposed (Specify Type)

(1) NAME OF BOND OR LOAN List and Subtotal By Fund	(2) *	(3) TERM	(4) ORIGINAL AMOUNT OF ISSUE	(5) ISSUE DATE	(6) FINAL PAYMENT DATE	(7) INTEREST RATE	(8) BEGINNING OUTSTANDING BALANCE 7/1/2022	(9) INTEREST PAYABLE	(10) REQUIREMENTS FOR FISCAL YEAR ENDING 06/30/23 PRINCIPAL PAYABLE	(11) (9)+(10) TOTAL
FUND: Debt Service							\$	\$	\$	\$
2021A Series Refunding	2	11 YRS	\$ 65,760,000	4/2021	7/2032	4.91% Avg.	\$ 65,760,000	\$ 3,132,900	\$ 4,950,000	\$ 8,082,900
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
							\$	\$	\$	\$
TOTAL ALL DEBT SERVICE			\$ 65,760,000				\$ 65,760,000	\$ 3,132,900	\$ 4,950,000	\$ 8,082,900

SCHEDULE C-1 - INDEBTEDNESS
 Budget Fiscal Year 2022-2023

Transfer Schedule for Fiscal Year 2022-2023

TRANSFERS IN				TRANSFERS OUT		
FUND TYPE	FROM FUND	PAGE	AMOUNT	TO FUND	PAGE	AMOUNT
GENERAL FUND				Capital Projects	12	3,000,000
				Debt Service	12	8,190,150
SUBTOTAL			-			11,190,150
SPECIAL REVENUE FUNDS						
SUBTOTAL			-			-

Reno-Sparks Convention & Visitors Authority
 SCHEDULE T - TRANSFER RECONCILIATION

Transfer Schedule for Fiscal Year 2022-2023

TRANSFERS IN						
FUND TYPE	FROM FUND	PAGE	AMOUNT	TO FUND	PAGE	AMOUNT
CAPITAL PROJECTS FUND	General	13	3,000,000			
SUBTOTAL			3,000,000			-
EXPENDABLE TRUST FUNDS						
SUBTOTAL			-			-
DEBT SERVICE						
	General	14	8,190,150			-
SUBTOTAL			8,190,150			-

Reno-Sparks Convention & Visitors Authority
 SCHEDULE T - TRANSFER RECONCILIATION

Appendix A

Room Tax Collections and Statistics

April 2021 - March 2022

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

April 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$32,402,436	\$19,741,114	\$12,661,322	64.1%	\$3,492,216	\$28,910,220	827.8%
Occupied Rooms - Cash	243,986	235,017	8,969	3.8%	49,924	194,062	388.7%
Average Rate - Cash	\$132.80	\$84.00	\$48.80	58.1%	\$69.95	\$62.85	89.8%
Occupied Rooms							
Cash	243,986	235,017	8,969	3.8%	49,924	194,062	388.7%
Comp	67,929	71,446	(3,517)	-4.9%	51	67,878	133094.1%
28 Day	107,762	114,415	(6,653)	-5.8%	100,224	7,538	7.5%
Total Occupied Rooms	419,677	420,878	(1,201)	-0.3%	150,199	269,478	179.4%
Percentage of Occupancy							
Cash	39.0%	35.5%	3.5	9.9%	16.6%	22.4	134.9%
Comp	10.9%	10.8%	0.1	0.9%	0.0%	10.9	100.0%
28 Day	17.2%	17.3%	(0.1)	-0.6%	33.4%	(16.2)	-48.5%
Total Percentage of Occupancy	67.1%	63.5%	3.6	5.7%	50.1%	17.0	33.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	193,713	196,724	(3,011)	-1.5%	27,088	166,625	615.1%
Motels	21,017	16,339	4,678	28.6%	15,589	5,428	34.8%
28 Day Motels	5,494	5,735	(241)	-4.2%	4,500	994	22.1%
R.V. Parks	8,223	6,436	1,787	27.8%	2,617	5,606	214.2%
Vacation Rentals	13,071	5,232	7,839	149.8%	101	12,970	12841.6%
Timehares	2,468	4,552	(2,084)	-45.8%	29	2,439	8410.3%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	243,986	235,017	8,969	3.8%	49,924	194,062	388.7%
Percentage of Occupancy - Cash							
Hotels	45.7%	42.3%	3.4	8.0%	25.6%	20.1	78.5%
Motels	58.1%	42.0%	16.1	38.3%	39.6%	18.5	46.7%
28 Day Motels	7.2%	7.1%	0.1	1.4%	5.4%	1.8	33.3%
R.V. Parks	18.7%	14.8%	3.9	26.4%	6.0%	12.7	211.7%
Vacation Rentals	40.4%	25.1%	15.3	61.0%	0.6%	39.8	6633.3%
Timeshares	20.3%	36.3%	(16.0)	-44.1%	0.2%	20.1	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	39.0%	35.5%	3.5	9.9%	16.6%	22.4	134.9%
Average Rates - Cash							
Hotels	\$138.01	\$88.80	\$49.21	55.4%	\$89.66	\$48.35	53.9%
Motels	\$72.15	\$43.29	\$28.86	66.7%	\$52.37	\$19.78	37.8%
28 Day Motels	\$51.87	\$42.47	\$9.40	22.1%	\$39.66	\$12.21	30.8%
R.V. Parks	\$55.99	\$46.27	\$9.72	21.0%	\$19.00	\$36.99	194.7%
Vacation Rentals	\$239.87	\$149.51	\$90.36	60.4%	\$144.28	\$95.59	66.3%
Timeshares	\$109.85	\$53.09	\$56.76	106.9%	\$149.21	(\$39.36)	-26.4%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$132.80	\$84.00	\$48.80	58.1%	\$69.95	\$62.85	89.8%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	243,986	235,017	8,969	3.8%	49,924	194,062	388.7%
Comp	67,929	71,446	(3,517)	-4.9%	51	67,878	133094.1%
28 Day	107,762	114,415	(6,653)	-5.8%	100,224	7,538	7.5%
Total Occupied Rooms	419,677	420,878	(1,201)	-0.3%	150,199	269,478	179.4%
Vacant	205,573	241,462	(35,889)	-14.9%	149,808	55,765	37.2%
Total Available Rooms	625,250	662,340	(37,090)	-5.6%	300,007	325,243	108.4%
Percentage of Occupancy							
Cash	39.0%	35.5%	3.5	9.9%	16.6%	22.4	134.9%
Comp	10.9%	10.8%	0.1	0.9%	0.0%	10.9	100.0%
28 Day	17.2%	17.3%	(0.1)	-0.6%	33.4%	(16.2)	-48.5%
Total Occupancy Percentage	67.1%	63.5%	3.6	5.7%	50.1%	17.0	33.9%
Vacant	32.9%	36.5%	(3.6)	-9.9%	49.9%	(17.0)	-34.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$32,402,436	\$19,741,114	\$12,661,322	64.1%	\$3,492,216	\$28,910,220	827.8%
Comp	\$9,186,801	\$3,394,180	\$5,792,621	170.7%	\$1,445	\$9,185,356	635664.8%
28 Day	\$3,809,878	\$2,762,737	\$1,047,141	37.9%	\$2,941,201	\$868,677	29.5%
Total Revenue	\$45,399,115	\$25,898,031	\$19,501,084	75.3%	\$6,434,862	\$38,964,253	605.5%
Average Rates							
Cash	\$132.80	\$84.00	\$48.80	58.1%	\$69.95	\$62.85	89.8%
Comp	\$135.24	\$47.51	\$87.73	184.7%	\$28.33	\$106.91	377.4%
28 Day	\$35.35	\$24.15	\$11.20	46.4%	\$29.35	\$6.00	20.4%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	193,713	196,724	(3,011)	-1.5%	27,088	166,625	615.1%
Comp	67,717	71,174	(3,457)	-4.9%	31	67,686	218341.9%
28 Day	10,889	8,908	1,981	22.2%	4,584	6,305	137.5%
Total Occupied Rooms	272,319	276,806	(4,487)	-1.6%	31,703	240,616	759.0%
Vacant	151,515	188,554	(37,039)	-19.6%	74,234	77,281	104.1%
Total Available Rooms	423,834	465,360	(41,526)	-8.9%	105,937	317,897	300.1%
Percentage of Occupancy							
Cash	45.7%	42.3%	3.4	8.0%	25.6%	20.1	78.5%
Comp	16.0%	15.3%	0.7	4.6%	0.0%	16.0	100.0%
28 Day	2.6%	1.9%	0.7	36.8%	4.3%	(1.7)	-39.5%
Total Occupancy Percentage	64.3%	59.5%	4.8	8.1%	29.9%	34.4	115.1%
Vacant	35.7%	40.5%	(4.8)	-11.9%	70.1%	(34.4)	-49.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$26,734,131	\$17,468,497	\$9,265,634	53.0%	\$2,428,822	\$24,305,309	1000.7%
Comp	\$9,171,966	\$3,385,805	\$5,786,161	170.9%	\$775	\$9,171,191	1183379.5%
28 Day	\$783,268	\$475,409	\$307,859	64.8%	\$307,630	\$475,638	154.6%
Total Revenue	\$36,689,365	\$21,329,711	\$15,359,654	72.0%	\$2,737,227	\$33,952,138	1240.4%
Average Rates							
Cash	\$138.01	\$88.80	\$49.21	55.4%	\$89.66	\$48.35	53.9%
Comp	\$135.45	\$47.57	\$87.88	184.7%	\$25.00	\$110.45	441.8%
28 Day	\$71.93	\$53.37	\$18.56	34.8%	\$67.11	\$4.82	7.2%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	21,017	16,339	4,678	28.6%	15,589	5,428	34.8%
Comp	42	64	(22)	-34.4%	-	42	100.0%
28 Day	3,360	2,009	1,351	67.2%	4,337	(977)	-22.5%
Total Occupied Rooms	24,419	18,412	6,007	32.6%	19,926	4,493	22.5%
Vacant	11,752	20,468	(8,716)	-42.6%	19,425	(7,673)	-39.5%
Total Available Rooms	36,171	38,880	(2,709)	-7.0%	39,351	(3,180)	-8.1%
Percentage of Occupancy							
Cash	58.1%	42.0%	16.1	38.3%	39.6%	18.5	46.7%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.0%	0.1	100.0%
28 Day	9.3%	5.2%	4.1	78.8%	11.0%	(1.7)	-15.5%
Total Occupancy Percentage	67.5%	47.4%	20.1	42.4%	50.6%	16.9	33.4%
Vacant	32.5%	52.6%	(20.1)	-38.2%	49.4%	(16.9)	-34.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,516,476	\$707,377	\$809,099	114.4%	\$816,324	\$700,152	85.8%
Comp	\$5,250	\$2,396	\$2,854	119.1%	\$0	\$5,250	100.0%
28 Day	\$149,323	\$74,300	\$75,023	101.0%	\$150,726	(\$1,403)	-0.9%
Total Revenue	\$1,671,049	\$784,073	\$886,976	113.1%	\$967,050	\$703,999	72.8%
Average Rates							
Cash	\$72.15	\$43.29	\$28.86	66.7%	\$52.37	\$19.78	37.8%
Comp	\$125.00	\$37.44	\$87.56	233.9%	\$0.00	\$125.00	100.0%
28 Day	\$44.44	\$36.98	\$7.46	20.2%	\$34.75	\$9.69	27.9%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	5,494	5,735	(241)	-4.2%	4,500	994	22.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	58,499	62,138	(3,639)	-5.9%	59,443	(944)	-1.6%
Total Occupied Rooms	63,993	67,873	(3,880)	-5.7%	63,943	50	0.1%
Vacant	12,830	13,397	(567)	-4.2%	18,770	(5,940)	-31.6%
Total Available Rooms	76,823	81,270	(4,447)	-5.5%	82,713	(5,890)	-7.1%
Percentage of Occupancy							
Cash	7.2%	7.1%	0.1	1.4%	5.4%	1.8	33.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	76.1%	76.5%	(0.4)	-0.5%	71.9%	4.2	5.8%
Total Occupancy Percentage	83.3%	83.5%	(0.2)	-0.2%	77.3%	6.0	7.8%
Vacant	16.7%	16.5%	0.2	1.2%	22.7%	(6.0)	-26.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$284,964	\$243,550	\$41,414	17.0%	\$178,449	\$106,515	59.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,484,742	\$1,309,995	\$174,747	13.3%	\$1,506,151	(\$21,409)	-1.4%
Total Revenue	\$1,769,706	\$1,553,545	\$216,161	13.9%	\$1,684,600	\$85,106	5.1%
Average Rates							
Cash	\$51.87	\$42.47	\$9.40	22.1%	\$39.66	\$12.21	30.8%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$25.38	\$21.08	\$4.30	20.4%	\$25.34	\$0.04	0.2%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	8,223	6,436	1,787	27.8%	2,617	5,606	214.2%	
Comp	170	208	(38)	-18.3%	20	150	750.0%	
28 Day	24,995	33,403	(8,408)	-25.2%	25,037	(42)	-0.2%	
Total Occupied Rooms	33,388	40,047	(6,659)	-16.6%	27,674	5,714	20.6%	
Vacant	10,502	3,423	7,079	206.8%	15,916	(5,414)	-34.0%	
Total Available Rooms	43,890	43,470	420	1.0%	43,590	300	0.7%	
Percentage of Occupancy								
Cash	18.7%	14.8%	3.9	26.4%	6.0%	12.7	211.7%	
Comp	0.4%	0.5%	(0.1)	-20.0%	0.0%	0.4	100.0%	
28 Day	56.9%	76.8%	(19.9)	-25.9%	57.4%	(0.5)	-0.9%	
Total Occupancy Percentage	76.1%	92.1%	(16.0)	-17.4%	63.5%	12.6	19.8%	
Vacant	23.9%	7.9%	16.0	202.5%	36.5%	(12.6)	-34.5%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$460,401	\$297,800	\$162,601	54.6%	\$49,722	\$410,679	826.0%	
Comp	\$9,585	\$5,979	\$3,606	60.3%	\$670	\$8,915	1330.6%	
28 Day	\$520,256	\$516,662	\$3,594	0.7%	\$473,576	\$46,680	9.9%	
Total Revenue	\$990,242	\$820,441	\$169,801	20.7%	\$523,968	\$466,274	89.0%	
Average Rates								
Cash	\$55.99	\$46.27	\$9.72	21.0%	\$19.00	\$36.99	194.7%	
Comp	\$56.38	\$28.75	\$27.63	96.1%	\$33.50	\$22.88	68.3%	
28 Day	\$20.81	\$15.47	\$5.34	34.5%	\$18.92	\$1.89	10.0%	

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,071	5,232	7,839	149.8%	101	12,970	12841.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	10,019	7,957	2,062	25.9%	6,823	3,196	46.8%
Total Occupied Rooms	23,090	13,189	9,901	75.1%	6,924	16,166	233.5%
Vacant	9,259	7,631	1,628	21.3%	9,574	(315)	-3.3%
Total Available Rooms	32,349	20,820	11,529	55.4%	16,498	15,851	96.1%
Percentage of Occupancy							
Cash	40.4%	25.1%	15.3	61.0%	0.6%	39.8	6633.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.0%	38.2%	(7.2)	-18.8%	41.4%	(10.4)	-25.1%
Total Occupancy Percentage	71.4%	63.3%	8.1	12.8%	42.0%	29.4	70.0%
Vacant	28.6%	36.7%	(8.1)	-22.1%	58.0%	(29.4)	-50.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,135,355	\$782,224	\$2,353,131	300.8%	\$14,572	\$3,120,783	21416.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$872,289	\$386,371	\$485,918	125.8%	\$503,118	\$369,171	73.4%
Total Revenue	\$4,007,644	\$1,168,595	\$2,839,049	242.9%	\$517,690	\$3,489,954	674.1%
Average Rates							
Cash	\$239.87	\$149.51	\$90.36	60.4%	\$144.28	\$95.59	66.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$87.06	\$48.56	\$38.50	79.3%	\$73.74	\$13.32	18.1%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

April 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,468	4,552	(2,084)	-45.8%	29	2,439	8410.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,468	4,552	(2,084)	-45.8%	29	2,439	8410.3%
Vacant	9,715	7,988	1,727	21.6%	11,889	(2,174)	-18.3%
Total Available Rooms	12,183	12,540	(357)	-2.8%	11,918	265	2.2%
Percentage of Occupancy							
Cash	20.3%	36.3%	(16.0)	-44.1%	0.2%	20.1	10050.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	20.3%	36.3%	(16.0)	-44.1%	0.2%	20.1	10050.0%
Vacant	79.7%	63.7%	16.0	25.1%	99.8%	(20.1)	-20.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$271,109	\$241,666	\$29,443	12.2%	\$4,327	\$266,782	6165.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$271,109	\$241,666	\$29,443	12.2%	\$4,327	\$266,782	6165.5%
Average Rates							
Cash	\$109.85	\$53.09	\$56.76	106.9%	\$149.21	(\$39.36)	-26.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

April 2021

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

May 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$34,141,925	\$20,897,405	\$13,244,520	63.4%	\$6,314,892	\$27,827,033	440.7%
Occupied Rooms - Cash	263,067	249,558	13,509	5.4%	76,626	186,441	243.3%
Average Rate - Cash	\$129.78	\$83.74	\$46.04	55.0%	\$82.41	\$47.37	57.5%
Occupied Rooms							
Cash	263,067	249,558	13,509	5.4%	76,626	186,441	243.3%
Comp	70,135	78,877	(8,742)	-11.1%	4	70,131	1753275.0%
28 Day	106,630	118,712	(12,082)	-10.2%	107,946	(1,316)	-1.2%
Total Occupied Rooms	439,832	447,147	(7,315)	-1.6%	184,576	255,256	138.3%
Percentage of Occupancy							
Cash	40.8%	36.3%	4.5	12.4%	24.3%	16.5	67.9%
Comp	10.9%	11.5%	(0.6)	-5.2%	0.0%	10.9	100.0%
28 Day	16.5%	17.3%	(0.8)	-4.6%	34.3%	(17.8)	-51.9%
Total Percentage of Occupancy	68.1%	65.1%	3.0	4.6%	58.6%	9.5	16.2%
Market Segments							
Occupied Rooms - Cash							
Hotels	207,372	204,438	2,934	1.4%	39,363	168,009	426.8%
Motels	21,131	20,160	971	4.8%	18,741	2,390	12.8%
28 Day Motels	6,120	6,155	(35)	-0.6%	6,117	3	0.0%
R.V. Parks	12,718	8,729	3,989	45.7%	6,331	6,387	100.9%
Vacation Rentals	13,646	6,144	7,502	122.1%	5,803	7,843	135.2%
Timehares	2,080	3,932	(1,852)	-47.1%	271	1,809	667.5%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	263,067	249,558	13,509	5.4%	76,626	186,441	243.3%
Percentage of Occupancy - Cash							
Hotels	47.4%	42.5%	4.9	11.5%	36.1%	11.3	31.3%
Motels	58.1%	47.0%	11.1	23.6%	49.9%	8.2	16.4%
28 Day Motels	7.6%	7.3%	0.3	4.1%	7.1%	0.5	7.0%
R.V. Parks	28.0%	19.4%	8.6	44.3%	14.0%	14.0	100.0%
Vacation Rentals	41.0%	28.6%	12.4	43.4%	22.9%	18.1	79.0%
Timeshares	16.4%	30.3%	(13.9)	-45.9%	2.2%	14.2	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	40.8%	36.3%	4.5	12.4%	24.3%	16.5	67.9%
Average Rates - Cash							
Hotels	\$134.60	\$89.48	\$45.12	50.4%	\$97.62	\$36.98	37.9%
Motels	\$74.89	\$40.81	\$34.08	83.5%	\$56.72	\$18.17	32.0%
28 Day Motels	\$51.86	\$44.29	\$7.57	17.1%	\$34.18	\$17.68	51.7%
R.V. Parks	\$46.71	\$40.39	\$6.32	15.6%	\$33.60	\$13.11	39.0%
Vacation Rentals	\$255.26	\$154.42	\$100.84	65.3%	\$167.55	\$87.71	52.3%
Timeshares	\$120.98	\$52.65	\$68.33	129.8%	\$56.79	\$64.19	113.0%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$129.78	\$83.74	\$46.04	55.0%	\$82.41	\$47.37	57.5%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	263,067	249,558	13,509	5.4%	76,626	186,441	243.3%
Comp	70,135	78,877	(8,742)	-11.1%	4	70,131	1753275.0%
28 Day	106,630	118,712	(12,082)	-10.2%	107,946	(1,316)	-1.2%
Total Occupied Rooms	439,832	447,147	(7,315)	-1.6%	184,576	255,256	138.3%
Vacant	205,573	239,999	(34,426)	-14.3%	130,420	75,153	57.6%
Total Available Rooms	645,405	687,146	(41,741)	-6.1%	314,996	330,409	104.9%
Percentage of Occupancy							
Cash	40.8%	36.3%	4.5	12.4%	24.3%	16.5	67.9%
Comp	10.9%	11.5%	(0.6)	-5.2%	0.0%	10.9	100.0%
28 Day	16.5%	17.3%	(0.8)	-4.6%	34.3%	(17.8)	-51.9%
Total Occupancy Percentage	68.1%	65.1%	3.0	4.6%	58.6%	9.5	16.2%
Vacant	31.9%	34.9%	(3.0)	-8.6%	41.4%	(9.5)	-22.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$34,141,925	\$20,897,405	\$13,244,520	63.4%	\$6,314,892	\$27,827,033	440.7%
Comp	\$9,554,226	\$3,971,118	\$5,583,108	140.6%	\$197	\$9,554,029	4849760.9%
28 Day	\$3,757,169	\$2,979,994	\$777,175	26.1%	\$3,206,962	\$550,207	17.2%
Total Revenue	\$47,453,320	\$27,848,518	\$19,604,802	70.4%	\$9,522,051	\$37,931,269	398.4%
Average Rates							
Cash	\$129.78	\$83.74	\$46.04	55.0%	\$82.41	\$47.37	57.5%
Comp	\$136.23	\$50.35	\$85.88	170.6%	\$49.25	\$86.98	176.6%
28 Day	\$35.24	\$25.10	\$10.14	40.4%	\$29.71	\$5.53	18.6%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	207,372	204,438	2,934	1.4%	39,363	168,009	426.8%
Comp	69,950	78,577	(8,627)	-11.0%	4	69,946	1748650.0%
28 Day	10,937	10,530	407	3.9%	5,332	5,605	105.1%
Total Occupied Rooms	288,259	293,545	(5,286)	-1.8%	44,699	243,560	544.9%
Vacant	149,035	187,327	(38,292)	-20.4%	64,251	84,784	132.0%
Total Available Rooms	437,294	480,872	(43,578)	-9.1%	108,950	328,344	301.4%
Percentage of Occupancy							
Cash	47.4%	42.5%	4.9	11.5%	36.1%	11.3	31.3%
Comp	16.0%	16.3%	(0.3)	-1.8%	0.0%	16.0	100.0%
28 Day	2.5%	2.2%	0.3	13.6%	4.9%	(2.4)	-49.0%
Total Occupancy Percentage	65.9%	61.0%	4.9	8.0%	41.0%	24.9	60.7%
Vacant	34.1%	39.0%	(4.9)	-12.6%	59.0%	(24.9)	-42.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$27,913,019	\$18,293,636	\$9,619,383	52.6%	\$3,842,429	\$24,070,590	626.4%
Comp	\$9,540,923	\$3,958,352	\$5,582,571	141.0%	\$197	\$9,540,726	4843008.1%
28 Day	\$897,654	\$550,392	\$347,262	63.1%	\$312,856	\$584,798	186.9%
Total Revenue	\$38,351,596	\$22,802,381	\$15,549,215	68.2%	\$4,155,482	\$34,196,114	822.9%
Average Rates							
Cash	\$134.60	\$89.48	\$45.12	50.4%	\$97.62	\$36.98	37.9%
Comp	\$136.40	\$50.38	\$86.02	170.7%	\$49.25	\$87.15	177.0%
28 Day	\$82.07	\$52.27	\$29.80	57.0%	\$58.68	\$23.39	39.9%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	21,131	20,160	971	4.8%	18,741	2,390	12.8%
Comp	24	51	(27)	-52.9%	-	24	100.0%
28 Day	3,420	2,314	1,106	47.8%	3,839	(419)	-10.9%
Total Occupied Rooms	24,575	22,525	2,050	9.1%	22,580	1,995	8.8%
Vacant	11,812	20,379	(8,567)	-42.0%	14,976	(3,164)	-21.1%
Total Available Rooms	36,387	42,904	(6,517)	-15.2%	37,556	(1,169)	-3.1%
Percentage of Occupancy							
Cash	58.1%	47.0%	11.1	23.6%	49.9%	8.2	16.4%
Comp	0.1%	0.1%	-	0.0%	0.0%	0.1	100.0%
28 Day	9.4%	5.4%	4.0	74.1%	10.2%	(0.8)	-7.8%
Total Occupancy Percentage	67.5%	52.5%	15.0	28.6%	60.1%	7.4	12.3%
Vacant	32.5%	47.5%	(15.0)	-31.6%	39.9%	(7.4)	-18.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,582,598	\$822,816	\$759,782	92.3%	\$1,062,993	\$519,605	48.9%
Comp	\$2,864	\$1,686	\$1,178	69.9%	\$0	\$2,864	100.0%
28 Day	\$96,287	\$95,323	\$964	1.0%	\$167,720	(\$71,433)	-42.6%
Total Revenue	\$1,681,749	\$919,825	\$761,924	82.8%	\$1,230,713	\$451,036	36.6%
Average Rates							
Cash	\$74.89	\$40.81	\$34.08	83.5%	\$56.72	\$18.17	32.0%
Comp	\$119.33	\$33.06	\$86.27	260.9%	\$0.00	\$119.33	100.0%
28 Day	\$28.15	\$41.19	(\$13.04)	-31.7%	\$43.69	(\$15.54)	-35.6%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	6,120	6,155	(35)	-0.6%	6,117	3	0.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	60,485	64,337	(3,852)	-6.0%	62,805	(2,320)	-3.7%
Total Occupied Rooms	66,605	70,492	(3,887)	-5.5%	68,922	(2,317)	-3.4%
Vacant	13,778	13,487	291	2.2%	16,764	(2,986)	-17.8%
Total Available Rooms	80,383	83,979	(3,596)	-4.3%	85,686	(5,303)	-6.2%
Percentage of Occupancy							
Cash	7.6%	7.3%	0.3	4.1%	7.1%	0.5	7.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	75.2%	76.6%	(1.4)	-1.8%	73.3%	1.9	2.6%
Total Occupancy Percentage	82.9%	83.9%	(1.0)	-1.2%	80.4%	2.5	3.1%
Vacant	17.1%	16.1%	1.0	6.2%	19.6%	(2.5)	-12.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$317,372	\$272,585	\$44,787	16.4%	\$209,066	\$108,306	51.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,501,305	\$1,380,711	\$120,594	8.7%	\$1,475,939	\$25,366	1.7%
Total Revenue	\$1,818,677	\$1,653,296	\$165,381	10.0%	\$1,685,005	\$133,672	7.9%
Average Rates							
Cash	\$51.86	\$44.29	\$7.57	17.1%	\$34.18	\$17.68	51.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$24.82	\$21.46	\$3.36	15.7%	\$23.50	\$1.32	5.6%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	12,718	8,729	3,989	45.7%	6,331	6,387	100.9%	
Comp	161	249	(88)	-35.3%	-	161	100.0%	
28 Day	22,249	33,061	(10,812)	-32.7%	25,796	(3,547)	-13.8%	
Total Occupied Rooms	35,128	42,039	(6,911)	-16.4%	32,127	3,001	9.3%	
Vacant	10,225	2,880	7,345	255.0%	12,947	(2,722)	-21.0%	
Total Available Rooms	45,353	44,919	434	1.0%	45,074	279	0.6%	
Percentage of Occupancy								
Cash	28.0%	19.4%	8.6	44.3%	14.0%	14.0	100.0%	
Comp	0.4%	0.6%	(0.2)	-33.3%	0.0%	0.4	100.0%	
28 Day	49.1%	73.6%	(24.5)	-33.3%	57.2%	(8.1)	-14.2%	
Total Occupancy Percentage	77.5%	93.6%	(16.1)	-17.2%	71.3%	6.2	8.7%	
Vacant	22.5%	6.4%	16.1	251.6%	28.7%	(6.2)	-21.6%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$594,075	\$352,590	\$241,485	68.5%	\$212,726	\$381,349	179.3%	
Comp	\$10,439	\$11,080	(\$641)	-5.8%	\$0	\$10,439	100.0%	
28 Day	\$425,977	\$548,145	(\$122,168)	-22.3%	\$462,423	(\$36,446)	-7.9%	
Total Revenue	\$1,030,491	\$911,815	\$118,676	13.0%	\$675,149	\$355,342	52.6%	
Average Rates								
Cash	\$46.71	\$40.39	\$6.32	15.6%	\$33.60	\$13.11	39.0%	
Comp	\$64.84	\$44.50	\$20.34	45.7%	\$0.00	\$64.84	100.0%	
28 Day	\$19.15	\$16.58	\$2.57	15.5%	\$17.93	\$1.22	6.8%	

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,646	6,144	7,502	122.1%	5,803	7,843	135.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,539	8,470	1,069	12.6%	10,174	(635)	-6.2%
Total Occupied Rooms	23,185	14,614	8,571	58.6%	15,977	7,208	45.1%
Vacant	10,121	6,900	3,221	46.7%	9,374	747	8.0%
Total Available Rooms	33,306	21,514	11,792	54.8%	25,351	7,955	31.4%
Percentage of Occupancy							
Cash	41.0%	28.6%	12.4	43.4%	22.9%	18.1	79.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	28.6%	39.4%	(10.8)	-27.4%	40.1%	(11.5)	-28.7%
Total Occupancy Percentage	69.6%	67.9%	1.7	2.5%	63.0%	6.6	10.5%
Vacant	30.4%	32.1%	(1.7)	-5.3%	37.0%	(6.6)	-17.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,483,233	\$948,772	\$2,534,461	267.1%	\$972,287	\$2,510,946	258.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$835,946	\$405,423	\$430,523	106.2%	\$788,024	\$47,922	6.1%
Total Revenue	\$4,319,179	\$1,354,195	\$2,964,984	218.9%	\$1,760,311	\$2,558,868	145.4%
Average Rates							
Cash	\$255.26	\$154.42	\$100.84	65.3%	\$167.55	\$87.71	52.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$87.63	\$47.87	\$39.76	83.1%	\$77.45	\$10.18	13.1%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

May 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,080	3,932	(1,852)	-47.1%	271	1,809	667.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,080	3,932	(1,852)	-47.1%	271	1,809	667.5%
Vacant	10,602	9,026	1,576	17.5%	12,108	(1,506)	-12.4%
Total Available Rooms	12,682	12,958	(276)	-2.1%	12,379	303	2.4%
Percentage of Occupancy							
Cash	16.4%	30.3%	(13.9)	-45.9%	2.2%	14.2	645.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	16.4%	30.3%	(13.9)	-45.9%	2.2%	14.2	645.5%
Vacant	83.6%	69.7%	13.9	19.9%	97.8%	(14.2)	-14.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$251,628	\$207,006	\$44,622	21.6%	\$15,391	\$236,237	1534.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$251,628	\$207,006	\$44,622	21.6%	\$15,391	\$236,237	1534.9%
Average Rates							
Cash	\$120.98	\$52.65	\$68.33	129.8%	\$56.79	\$64.19	113.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

May 2021

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

June 2021 (Final)

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$45,317,551	\$25,739,264	\$19,578,287	76.1%	\$20,676,214	\$24,641,337	119.2%
Occupied Rooms - Cash	319,450	300,223	19,227	6.4%	178,050	141,400	79.4%
Average Rate - Cash	\$141.86	\$85.73	\$56.13	65.5%	\$116.13	\$25.73	22.2%
Occupied Rooms							
Cash	319,450	300,223	19,227	6.4%	178,050	141,400	79.4%
Comp	73,786	82,536	(8,750)	-10.6%	48,004	25,782	53.7%
28 Day	103,822	117,164	(13,342)	-11.4%	103,174	648	0.6%
Total Occupied Rooms	497,058	499,923	(2,865)	-0.6%	329,228	167,830	51.0%
Percentage of Occupancy							
Cash	46.8%	44.1%	2.7	6.1%	29.4%	17.4	59.2%
Comp	10.8%	12.1%	(1.3)	-10.7%	7.9%	2.9	36.7%
28 Day	15.2%	17.2%	(2.0)	-11.6%	17.0%	(1.8)	-10.6%
Total Percentage of Occupancy	72.9%	73.5%	(0.6)	-0.8%	54.4%	18.5	34.0%
Market Segments							
Occupied Rooms - Cash							
Hotels	252,791	250,662	2,129	0.8%	130,964	121,827	93.0%
Motels	23,851	19,437	4,414	22.7%	18,218	5,633	30.9%
28 Day Motels	7,661	6,587	1,074	16.3%	5,666	1,995	35.2%
R.V. Parks	14,886	10,353	4,533	43.8%	7,881	7,005	88.9%
Vacation Rentals	13,939	7,715	6,224	80.7%	12,996	943	7.3%
Timehares	2,839	3,453	(614)	-17.8%	1,406	1,433	101.9%
Home Owner Rentals	3,483	2,016	1,467	0.0%	919	2,564	0.0%
Total Occupied - Cash	319,450	300,223	19,227	6.4%	178,050	141,400	79.4%
Percentage of Occupancy - Cash							
Hotels	54.5%	53.9%	0.6	1.1%	34.3%	20.2	58.9%
Motels	66.8%	46.8%	20.0	42.7%	48.5%	18.3	37.7%
28 Day Motels	9.7%	8.1%	1.6	19.8%	6.8%	2.9	42.6%
R.V. Parks	33.8%	23.8%	10.0	42.0%	18.1%	15.7	86.7%
Vacation Rentals	46.1%	37.1%	9.0	24.3%	40.6%	5.5	13.5%
Timeshares	23.1%	27.5%	(4.4)	-16.0%	11.5%	11.6	
Home Owner Rentals	20.3%	13.0%	7.3	56.2%	6.2%	14.1	227.4%
Total Occupancy Percentage - Cash	46.8%	44.1%	2.7	6.1%	29.4%	17.4	59.2%
Average Rates - Cash							
Hotels	\$146.04	\$87.72	\$58.32	66.5%	\$117.20	\$28.84	24.6%
Motels	\$88.30	\$46.85	\$41.45	88.5%	\$58.96	\$29.34	49.8%
28 Day Motels	\$50.71	\$44.47	\$6.24	14.0%	\$37.57	\$13.14	35.0%
R.V. Parks	\$43.32	\$40.39	\$2.93	7.3%	\$43.56	(\$0.24)	-0.6%
Vacation Rentals	\$289.64	\$179.02	\$110.62	61.8%	\$250.07	\$39.57	15.8%
Timeshares	\$93.22	\$77.88	\$15.34	19.7%	\$154.08	(\$60.86)	-39.5%
Home Owner Rentals	\$274.90	\$237.32	\$37.58	0.0%	\$250.66	\$24.24	9.7%
Total Cash Average Rate	\$141.86	\$85.73	\$56.13	65.5%	\$116.13	\$25.73	22.2%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	319,450	300,223	19,227	6.4%	178,050	141,400	79.4%
Comp	73,786	82,536	(8,750)	-10.6%	48,004	25,782	53.7%
28 Day	103,822	117,164	(13,342)	-11.4%	103,174	648	0.6%
Total Occupied Rooms	497,058	499,923	(2,865)	-0.6%	329,228	167,830	51.0%
Vacant	185,029	180,527	4,502	2.5%	276,339	(91,310)	-33.0%
Total Available Rooms	682,087	680,450	1,637	0.2%	605,567	76,520	12.6%
Percentage of Occupancy							
Cash	46.8%	44.1%	2.7	6.1%	29.4%	17.4	59.2%
Comp	10.8%	12.1%	(1.3)	-10.7%	7.9%	2.9	36.7%
28 Day	15.2%	17.2%	(2.0)	-11.6%	17.0%	(1.8)	-10.6%
Total Occupancy Percentage	72.9%	73.5%	(0.6)	-0.8%	54.4%	18.5	34.0%
Vacant	27.1%	26.5%	0.6	2.3%	45.6%	(18.5)	-40.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$45,317,551	\$25,739,264	\$19,578,287	76.1%	\$20,676,214	\$24,641,337	119.2%
Comp	\$10,534,372	\$4,327,306	\$6,207,066	143.4%	\$5,428,217	\$5,106,155	94.1%
28 Day	\$3,949,618	\$3,149,760	\$799,858	25.4%	\$3,302,088	\$647,530	19.6%
Total Revenue	\$59,801,541	\$33,216,330	\$26,585,211	80.0%	\$29,406,519	\$30,395,022	103.4%
Average Rates							
Cash	\$141.86	\$85.73	\$56.13	65.5%	\$116.13	\$25.73	22.2%
Comp	\$142.77	\$52.43	\$90.34	172.3%	\$113.08	\$29.69	26.3%
28 Day	\$38.04	\$26.88	\$11.16	41.5%	\$32.01	\$6.03	18.8%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	252,791	250,662	2,129	0.8%	130,964	121,827	93.0%	
Comp	73,587	82,235	(8,648)	-10.5%	47,804	25,783	53.9%	
28 Day	11,858	11,117	741	6.7%	4,671	7,187	153.9%	
Total Occupied Rooms	338,236	344,014	(5,778)	-1.7%	183,439	154,797	84.4%	
Vacant	125,793	121,346	4,447	3.7%	198,815	(73,022)	-36.7%	
Total Available Rooms	464,029	465,360	(1,331)	-0.3%	382,254	81,775	21.4%	
Percentage of Occupancy								
Cash	54.5%	53.9%	0.6	1.1%	34.3%	20.2	58.9%	
Comp	15.9%	17.7%	(1.8)	-10.2%	12.5%	3.4	27.2%	
28 Day	2.6%	2.4%	0.2	8.3%	1.2%	1.4	116.7%	
Total Occupancy Percentage	72.9%	73.9%	(1.0)	-1.4%	48.0%	24.9	51.9%	
Vacant	27.1%	26.1%	1.0	3.8%	52.0%	(24.9)	-47.9%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$36,918,678	\$21,988,941	\$14,929,737	67.9%	\$15,349,056	\$21,569,622	140.5%	
Comp	\$10,520,350	\$4,308,613	\$6,211,737	144.2%	\$5,419,162	\$5,101,188	94.1%	
28 Day	\$998,198	\$554,080	\$444,118	80.2%	\$294,122	\$704,076	239.4%	
Total Revenue	\$48,437,226	\$26,851,634	\$21,585,592	80.4%	\$21,062,340	\$27,374,886	130.0%	
Average Rates								
Cash	\$146.04	\$87.72	\$58.32	66.5%	\$117.20	\$28.84	24.6%	
Comp	\$142.96	\$52.39	\$90.57	172.9%	\$113.36	\$29.60	26.1%	
28 Day	\$84.18	\$49.84	\$34.34	68.9%	\$62.97	\$21.21	33.7%	

Reno-Sparks Convention and Visitors Authority

Motel Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	23,851	19,437	4,414	22.7%	18,218	5,633	30.9%
Comp	28	50	(22)	-44.0%	4	24	600.0%
28 Day	3,340	2,167	1,173	54.1%	4,117	(777)	-18.9%
Total Occupied Rooms	27,219	21,654	5,565	25.7%	22,339	4,880	21.8%
Vacant	8,497	19,866	(11,369)	-57.2%	15,201	(6,704)	-44.1%
Total Available Rooms	35,716	41,520	(5,804)	-14.0%	37,540	(1,824)	-4.9%
Percentage of Occupancy							
Cash	66.8%	46.8%	20.0	42.7%	48.5%	18.3	37.7%
Comp	0.1%	0.1%	-	0.0%	0.0%	0.1	100.0%
28 Day	9.4%	5.2%	4.2	80.8%	11.0%	(1.6)	-14.5%
Total Occupancy Percentage	76.2%	52.2%	24.0	46.0%	59.5%	16.7	28.1%
Vacant	23.8%	47.8%	(24.0)	-50.2%	40.5%	(16.7)	-41.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,106,033	\$910,720	\$1,195,313	131.2%	\$1,074,073	\$1,031,960	96.1%
Comp	\$3,500	\$4,050	(\$550)	-13.6%	\$500	\$3,000	600.0%
28 Day	\$141,349	\$95,920	\$45,429	47.4%	\$160,179	(\$18,830)	-11.8%
Total Revenue	\$2,250,882	\$1,010,690	\$1,240,192	122.7%	\$1,234,752	\$1,016,130	82.3%
Average Rates							
Cash	\$88.30	\$46.85	\$41.45	88.5%	\$58.96	\$29.34	49.8%
Comp	\$125.00	\$81.00	\$44.00	54.3%	\$125.00	\$0.00	0.0%
28 Day	\$42.32	\$44.26	(\$1.94)	-4.4%	\$38.91	\$3.41	8.8%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	7,661	6,587	1,074	16.3%	5,666	1,995	35.2%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	58,775	62,916	(4,141)	-6.6%	60,999	(2,224)	-3.6%	
Total Occupied Rooms	66,436	69,503	(3,067)	-4.4%	66,665	(229)	-0.3%	
Vacant	12,285	11,767	518	4.4%	16,328	(4,043)	-24.8%	
Total Available Rooms	78,721	81,270	(2,549)	-3.1%	82,993	(4,272)	-5.1%	
Percentage of Occupancy								
Cash	9.7%	8.1%	1.6	19.8%	6.8%	2.9	42.6%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	74.7%	77.4%	(2.7)	-3.5%	73.5%	1.2	1.6%	
Total Occupancy Percentage	84.4%	85.5%	(1.1)	-1.3%	80.3%	4.1	5.1%	
Vacant	15.6%	14.5%	1.1	7.6%	19.7%	(4.1)	-20.8%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$388,495	\$292,928	\$95,567	32.6%	\$212,858	\$175,637	82.5%	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$1,492,590	\$1,438,327	\$54,263	3.8%	\$1,482,203	\$10,387	0.7%	
Total Revenue	\$1,881,085	\$1,731,255	\$149,830	8.7%	\$1,695,061	\$186,024	11.0%	
Average Rates								
Cash	\$50.71	\$44.47	\$6.24	14.0%	\$37.57	\$13.14	35.0%	
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%	
28 Day	\$25.39	\$22.86	\$2.53	11.1%	\$24.30	\$1.09	4.5%	

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	14,886	10,353	4,533	43.8%	7,881	7,005	88.9%	
Comp	171	251	(80)	-31.9%	196	(25)	-12.8%	
28 Day	20,630	31,474	(10,844)	-34.5%	22,628	(1,998)	-8.8%	
Total Occupied Rooms	35,687	42,078	(6,391)	-15.2%	30,705	4,982	16.2%	
Vacant	8,303	1,392	6,911	496.5%	12,915	(4,612)	-35.7%	
Total Available Rooms	43,990	43,470	520	1.2%	43,620	370	0.8%	
Percentage of Occupancy								
Cash	33.8%	23.8%	10.0	42.0%	18.1%	15.7	86.7%	
Comp	0.4%	0.6%	(0.2)	-33.3%	0.4%	-	0.0%	
28 Day	46.9%	72.4%	(25.5)	-35.2%	51.9%	(5.0)	-9.6%	
Total Occupancy Percentage	81.1%	96.8%	(15.7)	-16.2%	70.4%	10.7	15.2%	
Vacant	18.9%	3.2%	15.7	490.6%	29.6%	(10.7)	-36.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$644,912	\$418,167	\$226,745	54.2%	\$343,302	\$301,610	87.9%	
Comp	\$10,522	\$14,491	(\$3,969)	-27.4%	\$8,555	\$1,967	23.0%	
28 Day	\$455,789	\$504,688	(\$48,899)	-9.7%	\$439,893	\$15,896	3.6%	
Total Revenue	\$1,111,223	\$937,346	\$173,877	18.5%	\$791,750	\$319,473	40.4%	
Average Rates								
Cash	\$43.32	\$40.39	\$2.93	7.3%	\$43.56	(\$0.24)	-0.6%	
Comp	\$61.53	\$57.73	\$3.80	6.6%	\$43.65	\$17.88	41.0%	
28 Day	\$22.09	\$16.04	\$6.05	37.7%	\$19.44	\$2.65	13.6%	

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,939	7,715	6,224	80.7%	12,996	943	7.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,968	7,996	(28)	-0.4%	9,624	(1,656)	-17.2%
Total Occupied Rooms	21,907	15,711	6,196	39.4%	22,620	(713)	-3.2%
Vacant	8,309	5,109	3,200	62.6%	9,425	(1,116)	-11.8%
Total Available Rooms	30,216	20,820	9,396	45.1%	32,045	(1,829)	-5.7%
Percentage of Occupancy							
Cash	46.1%	37.1%	9.0	24.3%	40.6%	5.5	13.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	26.4%	38.4%	(12.0)	-31.3%	30.0%	(3.6)	-12.0%
Total Occupancy Percentage	72.5%	75.5%	(3.0)	-4.0%	70.6%	1.9	2.7%
Vacant	27.5%	24.5%	3.0	12.2%	29.4%	(1.9)	-6.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$4,037,304	\$1,381,159	\$2,656,145	192.3%	\$3,249,927	\$787,377	24.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$700,513	\$418,895	\$281,618	67.2%	\$809,813	(\$109,300)	-13.5%
Total Revenue	\$4,737,817	\$1,800,054	\$2,937,763	163.2%	\$4,059,740	\$678,077	16.7%
Average Rates							
Cash	\$289.64	\$179.02	\$110.62	61.8%	\$250.07	\$39.57	15.8%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$87.92	\$52.39	\$35.53	67.8%	\$84.15	\$3.77	4.5%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,839	3,453	(614)	-17.8%	1,406	1,433	101.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,839	3,453	(614)	-17.8%	1,406	1,433	101.9%
Vacant	9,432	9,087	345	3.8%	10,786	(1,354)	-12.6%
Total Available Rooms	12,271	12,540	(269)	-2.1%	12,192	79	0.6%
Percentage of Occupancy							
Cash	23.1%	27.5%	(4.4)	-16.0%	11.5%	11.6	100.9%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	23.1%	27.5%	(4.4)	-16.0%	11.5%	11.6	100.9%
Vacant	76.9%	72.5%	4.4	6.1%	88.5%	(11.6)	-13.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$264,662	\$268,905	(\$4,243)	-1.6%	\$216,641	\$48,021	22.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$264,662	\$268,905	(\$4,243)	-1.6%	\$216,641	\$48,021	22.2%
Average Rates							
Cash	\$93.22	\$77.88	\$15.34	19.7%	\$154.08	(\$60.86)	-39.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

June 2021 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,483	2,016	1,467	72.8%	919	2,564	279.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	1,251	1,494	(243)	-16.3%	1,135	116	10.2%
Total Occupied Rooms	4,734	3,510	1,224	34.9%	2,054	2,680	130.5%
Vacant	12,410	11,960	450	3.8%	12,869	(459)	-3.6%
Total Available Rooms	17,144	15,470	1,674	10.8%	14,923	2,221	14.9%
Percentage of Occupancy							
Cash	20.3%	13.0%	7.3	56.2%	6.2%	14.1	227.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	7.3%	9.7%	(2.4)	-24.7%	7.6%	(0.3)	-3.9%
Total Occupancy Percentage	27.6%	22.7%	4.9	21.6%	13.8%	13.8	100.0%
Vacant	72.4%	77.3%	(4.9)	-6.3%	86.2%	(13.8)	-16.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$957,467	\$478,444	\$479,023	100.1%	\$230,357	\$727,110	315.6%
Comp	\$0	\$152	(\$152)	-100.0%	\$0	\$0	0.0%
28 Day	\$161,179	\$137,850	\$23,329	16.9%	\$115,878	\$45,301	39.1%
Total Revenue	\$1,118,646	\$616,446	\$502,200	81.5%	\$346,235	\$772,411	223.1%
Average Rates							
Cash	\$274.90	\$237.32	\$37.58	15.8%	\$250.66	\$24.24	9.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$128.84	\$92.27	\$36.57	39.6%	\$102.10	\$26.74	26.2%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

July 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$53,858,962	\$38,407,911	\$15,451,051	40.2%	\$26,616,089	\$27,242,873	102.4%
Occupied Rooms - Cash	332,715	321,386	11,329	3.5%	219,968	112,747	51.3%
Average Rate - Cash	\$161.88	\$119.51	\$42.37	35.5%	\$121.00	\$40.88	33.8%
Occupied Rooms							
Cash	332,715	321,386	11,329	3.5%	219,968	112,747	51.3%
Comp	74,189	74,139	50	0.1%	55,086	19,103	34.7%
28 Day	106,226	117,394	(11,168)	-9.5%	105,785	441	0.4%
Total Occupied Rooms	513,130	512,919	211	0.0%	380,839	132,291	34.7%
Percentage of Occupancy							
Cash	49.9%	49.5%	0.4	0.8%	35.7%	14.2	39.8%
Comp	11.1%	11.4%	(0.3)	-2.6%	9.0%	2.1	23.3%
28 Day	15.9%	18.1%	(2.2)	-12.2%	17.2%	(1.3)	-7.6%
Total Percentage of Occupancy	76.9%	78.9%	(2.0)	-2.5%	61.9%	15.0	24.2%
Market Segments							
Occupied Rooms - Cash							
Hotels	268,147	268,174	(27)	0.0%	169,224	98,923	58.5%
Motels	24,739	22,328	2,411	10.8%	19,201	5,538	28.8%
28 Day Motels	7,846	4,423	3,423	77.4%	5,218	2,628	50.4%
R.V. Parks	14,948	10,292	4,656	45.2%	10,834	4,114	38.0%
Vacation Rentals	14,230	14,241	(11)	-0.1%	13,563	667	4.9%
Timehares	2,805	1,928	877	45.5%	1,928	877	45.5%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	332,715	321,386	11,329	3.5%	219,968	112,747	51.3%
Percentage of Occupancy - Cash							
Hotels	57.7%	62.0%	(4.3)	-6.9%	41.6%	16.1	38.7%
Motels	70.2%	52.0%	18.2	35.0%	52.1%	18.1	34.7%
28 Day Motels	9.9%	5.4%	4.5	83.3%	6.3%	3.6	57.1%
R.V. Parks	33.0%	22.8%	10.2	44.7%	24.1%	8.9	36.9%
Vacation Rentals	47.9%	41.0%	6.9	16.8%	42.9%	5.0	11.7%
Timeshares	22.8%	14.6%	8.2	56.2%	15.5%	7.3	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	49.9%	49.5%	0.4	0.8%	35.7%	14.2	39.8%
Average Rates - Cash							
Hotels	\$168.97	\$121.07	\$47.90	39.6%	\$123.54	\$45.43	36.8%
Motels	\$108.35	\$59.27	\$49.08	82.8%	\$65.86	\$42.49	64.5%
28 Day Motels	\$61.85	\$40.34	\$21.51	53.3%	\$41.79	\$20.06	48.0%
R.V. Parks	\$43.37	\$40.33	\$3.04	7.5%	\$41.65	\$1.72	4.1%
Vacation Rentals	\$310.74	\$265.96	\$44.78	16.8%	\$263.32	\$47.42	18.0%
Timeshares	\$112.05	\$121.91	(\$9.86)	-8.1%	\$106.01	\$6.04	5.7%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$161.88	\$119.51	\$42.37	35.5%	\$121.00	\$40.88	33.8%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	332,715	321,386	11,329	3.5%	219,968	112,747	51.3%
Comp	74,189	74,139	50	0.1%	55,086	19,103	34.7%
28 Day	106,226	117,394	(11,168)	-9.5%	105,785	441	0.4%
Total Occupied Rooms	513,130	512,919	211	0.0%	380,839	132,291	34.7%
Vacant	154,182	136,846	17,336	12.7%	234,587	(80,405)	-34.3%
Total Available Rooms	667,312	649,765	17,547	2.7%	615,426	51,886	8.4%
Percentage of Occupancy							
Cash	49.9%	49.5%	0.4	0.8%	35.7%	14.2	39.8%
Comp	11.1%	11.4%	(0.3)	-2.6%	9.0%	2.1	23.3%
28 Day	15.9%	18.1%	(2.2)	-12.2%	17.2%	(1.3)	-7.6%
Total Occupancy Percentage	76.9%	78.9%	(2.0)	-2.5%	61.9%	15.0	24.2%
Vacant	23.1%	21.1%	2.0	9.5%	38.1%	(15.0)	-39.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$53,858,961	\$38,407,911	\$15,451,050	40.2%	\$26,616,089	\$27,242,872	102.4%
Comp	\$12,019,882	\$8,662,446	\$3,357,436	38.8%	\$6,562,667	\$5,457,215	83.2%
28 Day	\$4,412,122	\$3,912,847	\$499,275	12.8%	\$3,503,585	\$908,537	25.9%
Total Revenue	\$70,290,965	\$50,983,204	\$19,307,761	37.9%	\$36,682,341	\$33,608,624	91.6%
Average Rates							
Cash	\$161.88	\$119.51	\$42.37	35.5%	\$121.00	\$40.88	33.8%
Comp	\$162.02	\$116.84	\$45.18	38.7%	\$119.13	\$42.89	36.0%
28 Day	\$41.54	\$33.33	\$8.21	24.6%	\$33.12	\$8.42	25.4%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	268,147	268,174	(27)	0.0%	169,224	98,923	58.5%
Comp	73,938	73,828	110	0.1%	54,826	19,112	34.9%
28 Day	12,220	11,776	444	3.8%	7,025	5,195	74.0%
Total Occupied Rooms	354,305	353,778	527	0.1%	231,075	123,230	53.3%
Vacant	110,792	78,452	32,340	41.2%	175,509	(64,717)	-36.9%
Total Available Rooms	465,097	432,230	32,867	7.6%	406,584	58,513	14.4%
Percentage of Occupancy							
Cash	57.7%	62.0%	(4.3)	-6.9%	41.6%	16.1	38.7%
Comp	15.9%	17.1%	(1.2)	-7.0%	13.5%	2.4	17.8%
28 Day	2.6%	2.7%	(0.1)	-3.7%	1.7%	0.9	52.9%
Total Occupancy Percentage	76.2%	81.8%	(5.6)	-6.8%	56.8%	19.4	34.2%
Vacant	23.8%	18.2%	5.6	30.8%	43.2%	(19.4)	-44.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$45,308,954	\$32,468,368	\$12,840,586	39.5%	\$20,906,420	\$24,402,534	116.7%
Comp	\$12,003,561	\$8,643,503	\$3,360,058	38.9%	\$6,549,817	\$5,453,744	83.3%
28 Day	\$1,151,618	\$876,961	\$274,657	31.3%	\$533,830	\$617,788	115.7%
Total Revenue	\$58,464,133	\$41,988,832	\$16,475,301	39.2%	\$27,990,067	\$30,474,066	108.9%
Average Rates							
Cash	\$168.97	\$121.07	\$47.90	39.6%	\$123.54	\$45.43	36.8%
Comp	\$162.35	\$117.08	\$45.27	38.7%	\$119.47	\$42.88	35.9%
28 Day	\$94.24	\$74.47	\$19.77	26.5%	\$75.99	\$18.25	24.0%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	24,739	22,328	2,411	10.8%	19,201	5,538	28.8%	
Comp	29	69	(40)	-58.0%	23	6	26.1%	
28 Day	2,495	3,537	(1,042)	-29.5%	4,112	(1,617)	-39.3%	
Total Occupied Rooms	27,263	25,934	1,329	5.1%	23,336	3,927	16.8%	
Vacant	7,975	16,970	(8,995)	-53.0%	13,529	(5,554)	-41.1%	
Total Available Rooms	35,238	42,904	(7,666)	-17.9%	36,865	(1,627)	-4.4%	
Percentage of Occupancy								
Cash	70.2%	52.0%	18.2	35.0%	52.1%	18.1	34.7%	
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%	
28 Day	7.1%	8.2%	(1.1)	-13.4%	11.2%	(4.1)	-36.6%	
Total Occupancy Percentage	77.4%	60.4%	17.0	28.1%	63.3%	14.1	22.3%	
Vacant	22.6%	39.6%	(17.0)	-42.9%	36.7%	(14.1)	-38.4%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$2,680,364	\$1,323,457	\$1,356,907	102.5%	\$1,264,584	\$1,415,780	112.0%	
Comp	\$3,625	\$9,467	(\$5,842)	-61.7%	\$2,875	\$750	26.1%	
28 Day	\$213,422	\$156,340	\$57,082	36.5%	\$165,240	\$48,182	29.2%	
Total Revenue	\$2,897,411	\$1,489,264	\$1,408,147	94.6%	\$1,432,699	\$1,464,712	102.2%	
Average Rates								
Cash	\$108.35	\$59.27	\$49.08	82.8%	\$65.86	\$42.49	64.5%	
Comp	\$125.00	\$137.20	(\$12.20)	-8.9%	\$125.00	\$0.00	0.0%	
28 Day	\$85.54	\$44.20	\$41.34	93.5%	\$40.18	\$45.36	112.9%	

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	7,846	4,423	3,423	77.4%	5,218	2,628	50.4%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	61,209	67,853	(6,644)	-9.8%	62,133	(924)	-1.5%	
Total Occupied Rooms	69,055	72,276	(3,221)	-4.5%	67,351	1,704	2.5%	
Vacant	10,580	9,328	1,252	13.4%	15,565	(4,985)	-32.0%	
Total Available Rooms	79,635	81,604	(1,969)	-2.4%	82,916	(3,281)	-4.0%	
Percentage of Occupancy								
Cash	9.9%	5.4%	4.5	83.3%	6.3%	3.6	57.1%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	76.9%	83.1%	(6.2)	-7.5%	74.9%	2.0	2.7%	
Total Occupancy Percentage	86.7%	88.6%	(1.9)	-2.1%	81.2%	5.5	6.8%	
Vacant	13.3%	11.4%	1.9	16.7%	18.8%	(5.5)	-29.3%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$485,274	\$178,426	\$306,848	172.0%	\$218,058	\$267,216	122.5%	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$1,674,176	\$1,481,789	\$192,387	13.0%	\$1,500,506	\$173,670	11.6%	
Total Revenue	\$2,159,450	\$1,660,215	\$499,235	30.1%	\$1,718,564	\$440,886	25.7%	
Average Rates								
Cash	\$61.85	\$40.34	\$21.51	53.3%	\$41.79	\$20.06	48.0%	
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%	
28 Day	\$27.35	\$21.84	\$5.51	25.2%	\$24.15	\$3.20	13.3%	

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	14,948	10,292	4,656	45.2%	10,834	4,114	38.0%
Comp	222	242	(20)	-8.3%	237	(15)	-6.3%
28 Day	20,896	22,826	(1,930)	-8.5%	22,600	(1,704)	-7.5%
Total Occupied Rooms	36,066	33,360	2,706	8.1%	33,671	2,395	7.1%
Vacant	9,287	11,683	(2,396)	-20.5%	11,372	(2,085)	-18.3%
Total Available Rooms	45,353	45,043	310	0.7%	45,043	310	0.7%
Percentage of Occupancy							
Cash	33.0%	22.8%	10.2	44.7%	24.1%	8.9	36.9%
Comp	0.5%	0.5%	-	0.0%	0.5%	-	0.0%
28 Day	46.1%	50.7%	(4.6)	-9.1%	50.2%	(4.1)	-8.2%
Total Occupancy Percentage	79.5%	74.1%	5.4	7.3%	74.8%	4.7	6.3%
Vacant	20.5%	25.9%	(5.4)	-20.8%	25.2%	(4.7)	-18.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$648,238	\$415,109	\$233,129	56.2%	\$451,205	\$197,033	43.7%
Comp	\$12,696	\$9,476	\$3,220	34.0%	\$9,975	\$2,721	27.3%
28 Day	\$455,337	\$407,413	\$47,924	11.8%	\$442,840	\$12,497	2.8%
Total Revenue	\$1,116,271	\$831,998	\$284,273	34.2%	\$904,020	\$212,251	23.5%
Average Rates							
Cash	\$43.37	\$40.33	\$3.04	7.5%	\$41.65	\$1.72	4.1%
Comp	\$57.19	\$39.16	\$18.03	46.0%	\$42.09	\$15.10	35.9%
28 Day	\$21.79	\$17.85	\$3.94	22.1%	\$19.59	\$2.20	11.2%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	14,230	14,241	(11)	-0.1%	13,563	667	4.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,406	11,402	(1,996)	-17.5%	9,915	(509)	-5.1%
Total Occupied Rooms	23,636	25,643	(2,007)	-7.8%	23,478	158	0.7%
Vacant	6,055	9,124	(3,069)	-33.6%	8,128	(2,073)	-25.5%
Total Available Rooms	29,691	34,767	(5,076)	-14.6%	31,606	(1,915)	-6.1%
Percentage of Occupancy							
Cash	47.9%	41.0%	6.9	16.8%	42.9%	5.0	11.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.7%	32.8%	(1.1)	-3.4%	31.4%	0.3	1.0%
Total Occupancy Percentage	79.6%	73.8%	5.8	7.9%	74.3%	5.3	7.1%
Vacant	20.4%	26.2%	(5.8)	-22.1%	25.7%	(5.3)	-20.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$4,421,819	\$3,787,514	\$634,305	16.7%	\$3,571,442	\$850,377	23.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$917,569	\$990,344	(\$72,775)	-7.3%	\$861,169	\$56,400	6.5%
Total Revenue	\$5,339,388	\$4,777,858	\$561,530	11.8%	\$4,432,611	\$906,777	20.5%
Average Rates							
Cash	\$310.74	\$265.96	\$44.78	16.8%	\$263.32	\$47.42	18.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$97.55	\$86.86	\$10.69	12.3%	\$86.86	\$10.69	12.3%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

July 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,805	1,928	877	45.5%	1,928	877	45.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,805	1,928	877	45.5%	1,928	877	45.5%
Vacant	9,493	11,289	(1,796)	-15.9%	10,484	(991)	-9.5%
Total Available Rooms	12,298	13,217	(919)	-7.0%	12,412	(114)	-0.9%
Percentage of Occupancy							
Cash	22.8%	14.6%	8.2	56.2%	15.5%	7.3	47.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	22.8%	14.6%	8.2	56.2%	15.5%	7.3	47.1%
Vacant	77.2%	85.4%	(8.2)	-9.6%	84.5%	(7.3)	-8.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$314,312	\$235,037	\$79,275	33.7%	\$204,380	\$109,932	53.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$314,312	\$235,037	\$79,275	33.7%	\$204,380	\$109,932	53.8%
Average Rates							
Cash	\$112.05	\$121.91	(\$9.86)	-8.1%	\$106.01	\$6.04	5.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

July 2021

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

August 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$46,256,573	\$37,578,718	\$8,677,855	23.1%	\$28,260,963	\$17,995,610	63.7%
Occupied Rooms - Cash	303,698	312,083	(8,385)	-2.7%	232,080	71,618	30.9%
Average Rate - Cash	\$152.31	\$120.41	\$31.90	26.5%	\$121.77	\$30.54	25.1%
Occupied Rooms							
Cash	303,698	312,083	(8,385)	-2.7%	232,080	71,618	30.9%
Comp	72,814	70,892	1,922	2.7%	63,533	9,281	14.6%
28 Day	96,986	106,250	(9,264)	-8.7%	105,373	(8,387)	-8.0%
Total Occupied Rooms	473,498	489,225	(15,727)	-3.2%	400,986	72,512	18.1%
Percentage of Occupancy							
Cash	46.2%	47.6%	(1.4)	-2.9%	35.9%	10.3	28.7%
Comp	11.1%	10.8%	0.3	2.8%	9.8%	1.3	13.3%
28 Day	14.7%	16.2%	(1.5)	-9.3%	16.3%	(1.6)	-9.8%
Total Percentage of Occupancy	72.0%	74.6%	(2.6)	-3.5%	62.0%	10.0	16.1%
Market Segments							
Occupied Rooms - Cash							
Hotels	250,638	259,560	(8,922)	-3.4%	180,976	69,662	38.5%
Motels	22,080	21,669	411	1.9%	19,612	2,468	12.6%
28 Day Motels	6,829	4,294	2,535	59.0%	5,052	1,777	35.2%
R.V. Parks	12,187	10,282	1,905	18.5%	10,823	1,364	12.6%
Vacation Rentals	9,745	13,889	(4,144)	-29.8%	13,228	(3,483)	-26.3%
Timehares	2,219	2,389	(170)	-7.1%	2,389	(170)	-7.1%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	303,698	312,083	(8,385)	-2.7%	232,080	71,618	30.9%
Percentage of Occupancy - Cash							
Hotels	53.9%	59.4%	(5.5)	-9.3%	41.4%	12.5	30.2%
Motels	61.7%	50.5%	11.2	22.2%	52.7%	9.0	17.1%
28 Day Motels	8.9%	5.3%	3.6	67.9%	6.1%	2.8	45.9%
R.V. Parks	28.7%	22.8%	5.9	25.9%	24.0%	4.7	19.6%
Vacation Rentals	37.9%	38.3%	(0.4)	-1.0%	40.1%	(2.2)	-5.5%
Timeshares	18.1%	18.4%	(0.3)	-1.6%	19.3%	(1.2)	-1.6%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	46.2%	47.6%	(1.4)	-2.9%	35.9%	10.3	28.7%
Average Rates - Cash							
Hotels	\$160.54	\$122.41	\$38.13	31.1%	\$124.91	\$35.63	28.5%
Motels	\$93.56	\$59.27	\$34.29	57.9%	\$66.28	\$27.28	41.2%
28 Day Motels	\$60.80	\$44.05	\$16.75	38.0%	\$45.66	\$15.14	33.2%
R.V. Parks	\$49.25	\$40.92	\$8.33	20.4%	\$42.25	\$7.00	16.6%
Vacation Rentals	\$276.31	\$261.32	\$14.99	5.7%	\$258.74	\$17.57	6.8%
Timeshares	\$110.47	\$117.90	(\$7.43)	-6.3%	\$102.52	\$7.95	7.8%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$152.31	\$120.41	\$31.90	26.5%	\$121.77	\$30.54	25.1%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	303,698	312,083	(8,385)	-2.7%	232,080	71,618	30.9%
Comp	72,814	70,892	1,922	2.7%	63,533	9,281	14.6%
28 Day	96,986	106,250	(9,264)	-8.7%	105,373	(8,387)	-8.0%
Total Occupied Rooms	473,498	489,225	(15,727)	-3.2%	400,986	72,512	18.1%
Vacant	184,222	166,584	17,638	10.6%	246,224	(62,002)	-25.2%
Total Available Rooms	657,720	655,809	1,911	0.3%	647,210	10,510	1.6%
Percentage of Occupancy							
Cash	46.2%	47.6%	(1.4)	-2.9%	35.9%	10.3	28.7%
Comp	11.1%	10.8%	0.3	2.8%	9.8%	1.3	13.3%
28 Day	14.7%	16.2%	(1.5)	-9.3%	16.3%	(1.6)	-9.8%
Total Occupancy Percentage	72.0%	74.6%	(2.6)	-3.5%	62.0%	10.0	16.1%
Vacant	28.0%	25.4%	2.6	10.2%	38.0%	(10.0)	-26.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$46,256,572	\$37,578,718	\$8,677,854	23.1%	\$28,260,963	\$17,995,609	63.7%
Comp	\$11,265,559	\$7,861,113	\$3,404,446	43.3%	\$7,491,547	\$3,774,012	50.4%
28 Day	\$3,810,958	\$3,890,546	(\$79,588)	-2.0%	\$3,599,362	\$211,596	5.9%
Total Revenue	\$61,333,089	\$49,330,377	\$12,002,712	24.3%	\$39,351,872	\$21,981,217	55.9%
Average Rates							
Cash	\$152.31	\$120.41	\$31.90	26.5%	\$121.77	\$30.54	25.1%
Comp	\$154.72	\$110.89	\$43.83	39.5%	\$117.92	\$36.80	31.2%
28 Day	\$39.29	\$36.62	\$2.67	7.3%	\$34.16	\$5.13	15.0%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	250,638	259,560	(8,922)	-3.4%	180,976	69,662	38.5%
Comp	72,600	70,563	2,037	2.9%	63,252	9,348	14.8%
28 Day	11,255	10,627	628	5.9%	7,406	3,849	52.0%
Total Occupied Rooms	334,493	340,750	(6,257)	-1.8%	251,634	82,859	32.9%
Vacant	130,410	96,270	34,140	35.5%	185,386	(54,976)	-29.7%
Total Available Rooms	464,903	437,020	27,883	6.4%	437,020	27,883	6.4%
Percentage of Occupancy							
Cash	53.9%	59.4%	(5.5)	-9.3%	41.4%	12.5	30.2%
Comp	15.6%	16.1%	(0.5)	-3.1%	14.5%	1.1	7.6%
28 Day	2.4%	2.4%	-	0.0%	1.7%	0.7	41.2%
Total Occupancy Percentage	71.9%	78.0%	(6.1)	-7.8%	57.6%	14.3	24.8%
Vacant	28.1%	22.0%	6.1	27.7%	42.4%	(14.3)	-33.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$40,237,714	\$31,773,159	\$8,464,555	26.6%	\$22,605,678	\$17,632,036	78.0%
Comp	\$11,249,833	\$7,841,319	\$3,408,514	43.5%	\$7,477,536	\$3,772,297	50.4%
28 Day	\$1,141,161	\$744,530	\$396,631	53.3%	\$551,985	\$589,176	106.7%
Total Revenue	\$52,628,708	\$40,359,008	\$12,269,700	30.4%	\$30,635,199	\$21,993,509	71.8%
Average Rates							
Cash	\$160.54	\$122.41	\$38.13	31.1%	\$124.91	\$35.63	28.5%
Comp	\$154.96	\$111.13	\$43.83	39.4%	\$118.22	\$36.74	31.1%
28 Day	\$101.39	\$70.06	\$31.33	44.7%	\$74.53	\$26.86	36.0%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	22,080	21,669	411	1.9%	19,612	2,468	12.6%
Comp	24	76	(52)	-68.4%	33	(9)	-27.3%
28 Day	1,676	3,224	(1,548)	-48.0%	4,403	(2,727)	-61.9%
Total Occupied Rooms	23,780	24,969	(1,189)	-4.8%	24,048	(268)	-1.1%
Vacant	12,002	17,935	(5,933)	-33.1%	13,147	(1,145)	-8.7%
Total Available Rooms	35,782	42,904	(7,122)	-16.6%	37,195	(1,413)	-3.8%
Percentage of Occupancy							
Cash	61.7%	50.5%	11.2	22.2%	52.7%	9.0	17.1%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%
28 Day	4.7%	7.5%	(2.8)	-37.3%	11.8%	(7.1)	-60.2%
Total Occupancy Percentage	66.5%	58.2%	8.3	14.3%	64.7%	1.8	2.8%
Vacant	33.5%	41.8%	(8.3)	-19.9%	35.3%	(1.8)	-5.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,065,708	\$1,284,420	\$781,288	60.8%	\$1,299,848	\$765,860	58.9%
Comp	\$2,550	\$10,402	(\$7,852)	-75.5%	\$4,125	(\$1,575)	-38.2%
28 Day	\$110,059	\$129,465	(\$19,406)	-15.0%	\$160,721	(\$50,662)	-31.5%
Total Revenue	\$2,178,317	\$1,424,287	\$754,030	52.9%	\$1,464,694	\$713,623	48.7%
Average Rates							
Cash	\$93.56	\$59.27	\$34.29	57.9%	\$66.28	\$27.28	41.2%
Comp	\$106.25	\$136.87	(\$30.62)	-22.4%	\$125.00	(\$18.75)	-15.0%
28 Day	\$65.67	\$40.16	\$25.51	63.5%	\$36.50	\$29.17	79.9%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	6,829	4,294	2,535	59.0%	5,052	1,777	35.2%	
Comp	-	-	-	0.0%	-	-	0.0%	
28 Day	56,437	57,670	(1,233)	-2.1%	60,705	(4,268)	-7.0%	
Total Occupied Rooms	63,266	61,964	1,302	2.1%	65,757	(2,491)	-3.8%	
Vacant	13,414	19,640	(6,226)	-31.7%	16,830	(3,416)	-20.3%	
Total Available Rooms	76,680	81,604	(4,924)	-6.0%	82,587	(5,907)	-7.2%	
Percentage of Occupancy								
Cash	8.9%	5.3%	3.6	67.9%	6.1%	2.8	45.9%	
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%	
28 Day	73.6%	70.7%	2.9	4.1%	73.5%	0.1	0.1%	
Total Occupancy Percentage	82.5%	75.9%	6.6	8.7%	79.6%	2.9	3.6%	
Vacant	17.5%	24.1%	(6.6)	-27.4%	20.4%	(2.9)	-14.2%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$415,205	\$189,140	\$226,065	119.5%	\$230,659	\$184,546	80.0%	
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%	
28 Day	\$1,442,797	\$1,368,028	\$74,769	5.5%	\$1,368,028	\$74,769	5.5%	
Total Revenue	\$1,858,002	\$1,557,168	\$300,834	19.3%	\$1,598,687	\$259,315	16.2%	
Average Rates								
Cash	\$60.80	\$44.05	\$16.75	38.0%	\$45.66	\$15.14	33.2%	
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%	
28 Day	\$25.56	\$23.72	\$1.84	7.8%	\$22.54	\$3.02	13.4%	

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	12,187	10,282	1,905	18.5%	10,823	1,364	12.6%
Comp	190	253	(63)	-24.9%	248	(58)	-23.4%
28 Day	19,028	22,066	(3,038)	-13.8%	21,848	(2,820)	-12.9%
Total Occupied Rooms	31,405	32,601	(1,196)	-3.7%	32,919	(1,514)	-4.6%
Vacant	11,034	12,442	(1,408)	-11.3%	12,124	(1,090)	-9.0%
Total Available Rooms	42,439	45,043	(2,604)	-5.8%	45,043	(2,604)	-5.8%
Percentage of Occupancy							
Cash	28.7%	22.8%	5.9	25.9%	24.0%	4.7	19.6%
Comp	0.4%	0.6%	(0.2)	-33.3%	0.6%	(0.2)	-33.3%
28 Day	44.8%	49.0%	(4.2)	-8.6%	48.5%	(3.7)	-7.6%
Total Occupancy Percentage	74.0%	72.4%	1.6	2.2%	73.1%	0.9	1.2%
Vacant	26.0%	27.6%	(1.6)	-5.8%	26.9%	(0.9)	-3.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$600,194	\$420,707	\$179,487	42.7%	\$457,290	\$142,904	31.3%
Comp	\$13,176	\$9,392	\$3,784	40.3%	\$9,886	\$3,290	33.3%
28 Day	\$426,593	\$391,595	\$34,998	8.9%	\$425,647	\$946	0.2%
Total Revenue	\$1,039,963	\$821,694	\$218,269	26.6%	\$892,823	\$147,140	16.5%
Average Rates							
Cash	\$49.25	\$40.92	\$8.33	20.4%	\$42.25	\$7.00	16.6%
Comp	\$69.35	\$37.12	\$32.23	86.8%	\$39.86	\$29.49	74.0%
28 Day	\$22.42	\$17.75	\$4.67	26.3%	\$19.48	\$2.94	15.1%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	9,745	13,889	(4,144)	-29.8%	13,228	(3,483)	-26.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,590	12,663	(4,073)	-32.2%	11,011	(2,421)	-22.0%
Total Occupied Rooms	18,335	26,552	(8,217)	-30.9%	24,239	(5,904)	-24.4%
Vacant	7,352	9,728	(2,376)	-24.4%	8,743	(1,391)	-15.9%
Total Available Rooms	25,687	36,280	(10,593)	-29.2%	32,982	(7,295)	-22.1%
Percentage of Occupancy							
Cash	37.9%	38.3%	(0.4)	-1.0%	40.1%	(2.2)	-5.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	33.4%	34.9%	(1.5)	-4.3%	33.4%	-	0.0%
Total Occupancy Percentage	71.4%	73.2%	(1.8)	-2.5%	73.5%	(2.1)	-2.9%
Vacant	28.6%	26.8%	1.8	6.7%	26.5%	2.1	7.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,692,612	\$3,629,625	(\$937,013)	-25.8%	\$3,422,560	(\$729,948)	-21.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$690,348	\$1,256,928	(\$566,580)	-45.1%	\$1,092,981	(\$402,633)	-36.8%
Total Revenue	\$3,382,960	\$4,886,553	(\$1,503,593)	-30.8%	\$4,515,541	(\$1,132,581)	-25.1%
Average Rates							
Cash	\$276.31	\$261.32	\$14.99	5.7%	\$258.74	\$17.57	6.8%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$80.37	\$99.26	(\$18.89)	-19.0%	\$99.26	(\$18.89)	-19.0%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

August 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,219	2,389	(170)	-7.1%	2,389	(170)	-7.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,219	2,389	(170)	-7.1%	2,389	(170)	-7.1%
Vacant	10,010	10,569	(559)	-5.3%	9,994	16	0.2%
Total Available Rooms	12,229	12,958	(729)	-5.6%	12,383	(154)	-1.2%
Percentage of Occupancy							
Cash	18.1%	18.4%	(0.3)	-1.6%	19.3%	(1.2)	-6.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	18.1%	18.4%	(0.3)	-1.6%	19.3%	(1.2)	-6.2%
Vacant	81.9%	81.6%	0.3	0.4%	80.7%	1.2	1.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$245,139	\$281,667	(\$36,528)	-13.0%	\$244,928	\$211	0.1%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$245,139	\$281,667	(\$36,528)	-13.0%	\$244,928	\$211	0.1%
Average Rates							
Cash	\$110.47	\$117.90	(\$7.43)	-6.3%	\$102.52	\$7.95	7.8%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

August 2021

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

September 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$40,757,124	\$35,091,904	\$5,665,220	16.1%	\$27,898,272	\$12,858,852	46.1%
Occupied Rooms - Cash	293,567	286,618	6,949	2.4%	224,145	69,422	31.0%
Average Rate - Cash	\$138.83	\$122.43	\$16.40	13.4%	\$124.47	\$14.36	11.5%
Occupied Rooms							
Cash	293,567	286,618	6,949	2.4%	224,145	69,422	31.0%
Comp	69,839	68,578	1,261	1.8%	67,639	2,200	3.3%
28 Day	95,113	103,547	(8,434)	-8.1%	108,226	(13,113)	-12.1%
Total Occupied Rooms	458,519	458,742	(223)	0.0%	400,010	58,509	14.6%
Percentage of Occupancy							
Cash	44.0%	45.2%	(1.2)	-2.7%	33.9%	10.1	29.8%
Comp	10.5%	10.8%	(0.3)	-2.8%	10.2%	0.3	2.9%
28 Day	14.3%	16.3%	(2.0)	-12.3%	16.4%	(2.1)	-12.8%
Total Percentage of Occupancy	68.8%	72.4%	(3.6)	-5.0%	60.5%	8.3	13.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	238,469	235,515	2,954	1.3%	173,722	64,747	37.3%
Motels	19,907	20,658	(751)	-3.6%	18,590	1,317	7.1%
28 Day Motels	6,097	4,188	1,909	45.6%	4,990	1,107	22.2%
R.V. Parks	14,632	11,909	2,723	22.9%	12,536	2,096	16.7%
Vacation Rentals	8,171	7,928	244	3.1%	7,550	621	8.2%
Timehares	1,940	2,257	(317)	-14.0%	2,257	(317)	-14.0%
Home Owner Rentals	4,351	4,163	188	0.0%	4,500	(149)	0.0%
Total Occupied - Cash	293,567	286,618	6,949	2.4%	224,145	69,422	31.0%
Percentage of Occupancy - Cash							
Hotels	51.7%	57.4%	(5.7)	-9.9%	42.3%	9.4	22.2%
Motels	60.5%	53.1%	7.4	13.9%	48.5%	12.0	24.7%
28 Day Motels	8.1%	5.1%	3.0	58.8%	6.2%	1.9	30.6%
R.V. Parks	33.8%	26.4%	7.4	28.0%	28.8%	5.0	17.4%
Vacation Rentals	31.5%	26.6%	4.9	18.4%	12.4%	19.1	154.0%
Timeshares	16.7%	18.0%	(1.3)	-7.2%	18.9%	(2.2)	-8.5%
Home Owner Rentals	25.7%	26.6%	(0.9)	-3.4%	28.1%	(2.4)	-8.5%
Total Occupancy Percentage - Cash	44.0%	45.2%	(1.2)	-2.7%	33.9%	10.1	29.8%
Average Rates - Cash							
Hotels	\$146.02	\$123.38	\$22.64	18.3%	\$125.90	\$20.12	16.0%
Motels	\$85.84	\$59.27	\$26.57	44.8%	\$66.52	\$19.32	29.0%
28 Day Motels	\$60.47	\$43.84	\$16.63	37.9%	\$45.23	\$15.24	33.7%
R.V. Parks	\$37.07	\$37.76	(\$0.69)	-1.8%	\$38.99	(\$1.92)	-4.9%
Vacation Rentals	\$203.84	\$324.93	(\$121.09)	-37.3%	\$321.71	(\$117.87)	-36.6%
Timeshares	\$98.99	\$89.54	\$9.45	10.6%	\$77.86	\$21.13	27.1%
Home Owner Rentals	\$335.24	\$335.76	(\$0.52)	0.0%	\$326.86	\$8.38	2.6%
Total Cash Average Rate	\$138.83	\$122.43	\$16.40	13.4%	\$124.47	\$14.36	11.5%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	293,567	286,618	6,949	2.4%	224,145	69,422	31.0%
Comp	69,839	68,578	1,261	1.8%	67,639	2,200	3.3%
28 Day	95,113	103,547	(8,434)	-8.1%	108,226	(13,113)	-12.1%
Total Occupied Rooms	458,519	458,742	(223)	0.0%	400,010	58,509	14.6%
Vacant	208,286	175,007	33,279	19.0%	261,309	(53,023)	-20.3%
Total Available Rooms	666,805	633,749	33,056	5.2%	661,319	5,486	0.8%
Percentage of Occupancy							
Cash	44.0%	45.2%	(1.2)	-2.7%	33.9%	10.1	29.8%
Comp	10.5%	10.8%	(0.3)	-2.8%	10.2%	0.3	2.9%
28 Day	14.3%	16.3%	(2.0)	-12.3%	16.4%	(2.1)	-12.8%
Total Occupancy Percentage	68.8%	72.4%	(3.6)	-5.0%	60.5%	8.3	13.7%
Vacant	31.2%	27.6%	3.6	13.0%	39.5%	(8.3)	-21.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$40,757,124	\$35,091,904	\$5,665,220	16.1%	\$27,898,272	\$12,858,852	46.1%
Comp	\$10,725,282	\$8,066,521	\$2,658,761	33.0%	\$8,553,620	\$2,171,662	25.4%
28 Day	\$3,791,130	\$3,907,680	(\$116,550)	-3.0%	\$4,035,840	(\$244,710)	-6.1%
Total Revenue	\$55,273,536	\$47,066,106	\$8,207,430	17.4%	\$40,487,732	\$14,785,804	36.5%
Average Rates							
Cash	\$138.83	\$122.43	\$16.40	13.4%	\$124.47	\$14.36	11.5%
Comp	\$153.57	\$117.63	\$35.94	30.6%	\$126.46	\$27.11	21.4%
28 Day	\$39.86	\$37.74	\$2.12	5.6%	\$37.29	\$2.57	6.9%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	238,469	235,515	2,954	1.3%	173,722	64,747	37.3%
Comp	69,592	68,223	1,369	2.0%	67,310	2,282	3.4%
28 Day	9,699	9,502	197	2.1%	11,513	(1,814)	-15.8%
Total Occupied Rooms	317,760	313,240	4,520	1.4%	252,545	65,215	25.8%
Vacant	143,379	97,053	46,326	47.7%	157,748	(14,369)	-9.1%
Total Available Rooms	461,139	410,293	50,846	12.4%	410,293	50,846	12.4%
Percentage of Occupancy							
Cash	51.7%	57.4%	(5.7)	-9.9%	42.3%	9.4	22.2%
Comp	15.1%	16.6%	(1.5)	-9.0%	16.4%	(1.3)	-7.9%
28 Day	2.1%	2.3%	(0.2)	-8.7%	2.8%	(0.7)	-25.0%
Total Occupancy Percentage	68.9%	76.3%	(7.4)	-9.7%	61.6%	7.3	11.9%
Vacant	31.1%	23.7%	7.4	31.2%	38.4%	(7.3)	-19.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$34,820,965	\$29,058,331	\$5,762,634	19.8%	\$21,871,614	\$12,949,351	59.2%
Comp	\$10,707,458	\$8,045,707	\$2,661,751	33.1%	\$8,535,521	\$2,171,937	25.4%
28 Day	\$1,020,963	\$737,451	\$283,512	38.4%	\$960,780	\$60,183	6.3%
Total Revenue	\$46,549,386	\$37,841,489	\$8,707,897	23.0%	\$31,367,915	\$15,181,471	48.4%
Average Rates							
Cash	\$146.02	\$123.38	\$22.64	18.3%	\$125.90	\$20.12	16.0%
Comp	\$153.86	\$117.93	\$35.93	30.5%	\$126.81	\$27.05	21.3%
28 Day	\$105.26	\$77.61	\$27.65	35.6%	\$83.45	\$21.81	26.1%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	19,907	20,658	(751)	-3.6%	18,590	1,317	7.1%
Comp	56	82	(26)	-31.7%	56	-	0.0%
28 Day	1,589	3,257	(1,668)	-51.2%	4,218	(2,629)	-62.3%
Total Occupied Rooms	21,552	23,997	(2,445)	-10.2%	22,864	(1,312)	-5.7%
Vacant	11,378	14,883	(3,505)	-23.5%	15,461	(4,083)	-26.4%
Total Available Rooms	32,930	38,880	(5,950)	-15.3%	38,325	(5,395)	-14.1%
Percentage of Occupancy							
Cash	60.5%	53.1%	7.4	13.9%	48.5%	12.0	24.7%
Comp	0.2%	0.2%	-	0.0%	0.1%	0.1	100.0%
28 Day	4.8%	8.4%	(3.6)	-42.9%	11.0%	(6.2)	-56.4%
Total Occupancy Percentage	65.4%	61.7%	3.7	6.0%	59.7%	5.7	9.5%
Vacant	34.6%	38.3%	(3.7)	-9.7%	40.3%	(5.7)	-14.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,708,838	\$1,224,497	\$484,341	39.6%	\$1,236,676	\$472,162	38.2%
Comp	\$3,831	\$11,220	(\$7,389)	-65.9%	\$7,000	(\$3,169)	-45.3%
28 Day	\$88,273	\$139,066	(\$50,793)	-36.5%	\$163,746	(\$75,473)	-46.1%
Total Revenue	\$1,800,942	\$1,374,783	\$426,159	31.0%	\$1,407,422	\$393,520	28.0%
Average Rates							
Cash	\$85.84	\$59.27	\$26.57	44.8%	\$66.52	\$19.32	29.0%
Comp	\$68.41	\$136.83	(\$68.42)	-50.0%	\$125.00	(\$56.59)	-45.3%
28 Day	\$55.55	\$42.70	\$12.85	30.1%	\$38.82	\$16.73	43.1%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	6,097	4,188	1,909	45.6%	4,990	1,107	22.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	56,205	55,373	832	1.5%	58,974	(2,769)	-4.7%
Total Occupied Rooms	62,302	59,561	2,741	4.6%	63,964	(1,662)	-2.6%
Vacant	12,669	22,043	(9,374)	-42.5%	16,238	(3,569)	-22.0%
Total Available Rooms	74,971	81,604	(6,633)	-8.1%	80,202	(5,231)	-6.5%
Percentage of Occupancy							
Cash	8.1%	5.1%	3.0	58.8%	6.2%	1.9	30.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	75.0%	67.9%	7.1	10.5%	73.5%	1.5	2.0%
Total Occupancy Percentage	83.1%	73.0%	10.1	13.8%	79.8%	3.3	4.1%
Vacant	16.9%	27.0%	(10.1)	-37.4%	20.2%	(3.3)	-16.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$368,686	\$183,609	\$185,077	100.8%	\$225,714	\$142,972	63.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,485,233	\$1,332,817	\$152,416	11.4%	\$1,347,105	\$138,128	10.3%
Total Revenue	\$1,853,919	\$1,516,426	\$337,493	22.3%	\$1,572,819	\$281,100	17.9%
Average Rates							
Cash	\$60.47	\$43.84	\$16.63	37.9%	\$45.23	\$15.24	33.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$26.43	\$24.07	\$2.36	9.8%	\$22.84	\$3.59	15.7%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	14,632	11,909	2,723	22.9%	12,536	2,096	16.7%
Comp	191	273	(82)	-30.0%	268	(77)	-28.7%
28 Day	18,183	21,914	(3,731)	-17.0%	21,697	(3,514)	-16.2%
Total Occupied Rooms	33,006	34,096	(1,090)	-3.2%	34,501	(1,495)	-4.3%
Vacant	10,232	10,947	(715)	-6.5%	9,089	1,143	12.6%
Total Available Rooms	43,238	45,043	(1,805)	-4.0%	43,590	(352)	-0.8%
Percentage of Occupancy							
Cash	33.8%	26.4%	7.4	28.0%	28.8%	5.0	17.4%
Comp	0.4%	0.6%	(0.2)	-33.3%	0.6%	(0.2)	-33.3%
28 Day	42.1%	48.7%	(6.6)	-13.6%	49.8%	(7.7)	-15.5%
Total Occupancy Percentage	76.3%	75.7%	0.6	0.8%	79.1%	(2.8)	-3.5%
Vacant	23.7%	24.3%	(0.6)	-2.5%	20.9%	2.8	13.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$542,377	\$449,666	\$92,711	20.6%	\$488,767	\$53,610	11.0%
Comp	\$13,993	\$9,594	\$4,399	45.9%	\$10,099	\$3,894	38.6%
28 Day	\$382,653	\$413,209	(\$30,556)	-7.4%	\$449,140	(\$66,487)	-14.8%
Total Revenue	\$939,023	\$872,469	\$66,554	7.6%	\$948,006	(\$8,983)	-0.9%
Average Rates							
Cash	\$37.07	\$37.76	(\$0.69)	-1.8%	\$38.99	(\$1.92)	-4.9%
Comp	\$73.26	\$35.14	\$38.12	108.5%	\$37.68	\$35.58	94.4%
28 Day	\$21.04	\$18.86	\$2.18	11.6%	\$20.70	\$0.34	1.6%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	8,171	7,928	244	3.1%	7,550	621	8.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,359	11,364	(3,005)	-26.4%	9,882	(1,523)	-15.4%
Total Occupied Rooms	16,530	19,292	(2,762)	-14.3%	17,432	(902)	-5.2%
Vacant	9,436	10,457	(1,021)	-9.8%	43,542	(34,106)	-78.3%
Total Available Rooms	25,966	29,749	(3,783)	-12.7%	60,974	(35,008)	-57.4%
Percentage of Occupancy							
Cash	31.5%	26.6%	4.9	18.4%	12.4%	19.1	154.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.2%	38.2%	(6.0)	-15.7%	16.2%	16.0	98.8%
Total Occupancy Percentage	63.7%	64.8%	(1.1)	-1.7%	28.6%	35.1	122.7%
Vacant	36.3%	35.2%	1.1	3.1%	71.4%	(35.1)	-49.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,665,613	\$2,575,860	(\$910,247)	-35.3%	\$2,428,911	(\$763,298)	-31.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$674,719	\$1,126,778	(\$452,059)	-40.1%	\$979,807	(\$305,088)	-31.1%
Total Revenue	\$2,340,332	\$3,702,638	(\$1,362,306)	-36.8%	\$3,408,718	(\$1,068,386)	-31.3%
Average Rates							
Cash	\$203.84	\$324.93	(\$121.09)	-37.3%	\$321.71	(\$117.87)	-36.6%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$80.72	\$99.15	(\$18.43)	-18.6%	\$99.15	(\$18.43)	-18.6%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,940	2,257	(317)	-14.0%	2,257	(317)	-14.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,940	2,257	(317)	-14.0%	2,257	(317)	-14.0%
Vacant	9,695	10,283	(588)	-5.7%	9,684	11	0.1%
Total Available Rooms	11,635	12,540	(905)	-7.2%	11,941	(306)	-2.6%
Percentage of Occupancy							
Cash	16.7%	18.0%	(1.3)	-7.2%	18.9%	(2.2)	-11.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	16.7%	18.0%	(1.3)	-7.2%	18.9%	(2.2)	-11.6%
Vacant	83.3%	82.0%	1.3	1.6%	81.1%	2.2	2.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$192,036	\$202,098	(\$10,062)	-5.0%	\$175,737	\$16,299	9.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$192,036	\$202,098	(\$10,062)	-5.0%	\$175,737	\$16,299	9.3%
Average Rates							
Cash	\$98.99	\$89.54	\$9.45	10.6%	\$77.86	\$21.13	27.1%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

September 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,351	4,163	188	4.5%	4,500	(149)	-3.3%
Comp	-	-	-	0.0%	5	(5)	-100.0%
28 Day	1,078	2,136	(1,058)	-49.5%	1,942	(864)	-44.5%
Total Occupied Rooms	5,429	6,299	(870)	-13.8%	6,447	(1,018)	-15.8%
Vacant	11,497	9,341	2,156	23.1%	9,547	1,950	20.4%
Total Available Rooms	16,926	15,640	1,286	8.2%	15,994	932	5.8%
Percentage of Occupancy							
Cash	25.7%	26.6%	(0.9)	-3.4%	28.1%	(2.4)	-8.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	6.4%	13.7%	(7.3)	-53.3%	12.1%	(5.7)	-47.1%
Total Occupancy Percentage	32.1%	40.3%	(8.2)	-20.3%	40.3%	(8.2)	-20.3%
Vacant	67.9%	59.7%	8.2	13.7%	59.7%	8.2	13.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,458,609	\$1,397,843	\$60,766	4.3%	\$1,470,853	(\$12,244)	-0.8%
Comp	\$0	\$0	\$0	0.0%	\$1,000	(\$1,000)	-100.0%
28 Day	\$139,289	\$158,359	(\$19,070)	-12.0%	\$135,262	\$4,027	3.0%
Total Revenue	\$1,597,898	\$1,556,203	\$41,695	2.7%	\$1,607,115	(\$9,217)	-0.6%
Average Rates							
Cash	\$335.24	\$335.76	(\$0.52)	-0.2%	\$326.86	\$8.38	2.6%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$200.00	(\$200.00)	-100.0%
28 Day	\$129.21	\$74.13	\$55.08	74.3%	\$69.65	\$59.56	85.5%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

October 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$35,211,557	\$28,070,131	\$7,141,426	25.4%	\$24,413,214	\$10,798,343	44.2%
Occupied Rooms - Cash	268,958	251,018	17,940	7.1%	215,163	53,795	25.0%
Average Rate - Cash	\$130.92	\$111.83	\$19.09	17.1%	\$113.46	\$17.46	15.4%
Occupied Rooms							
Cash	268,958	251,018	17,940	7.1%	215,163	53,795	25.0%
Comp	65,403	63,274	2,129	3.4%	65,912	(509)	-0.8%
28 Day	97,026	109,416	(12,390)	-11.3%	112,231	(15,205)	-13.5%
Total Occupied Rooms	431,387	423,708	7,679	1.8%	393,306	38,081	9.7%
Percentage of Occupancy							
Cash	40.8%	40.3%	0.5	1.2%	34.5%	6.3	18.3%
Comp	9.9%	10.1%	(0.2)	-2.0%	10.6%	(0.7)	-6.6%
28 Day	14.7%	17.5%	(2.8)	-16.0%	18.0%	(3.3)	-18.3%
Total Percentage of Occupancy	65.4%	68.0%	(2.6)	-3.8%	63.0%	2.4	3.8%
Market Segments							
Occupied Rooms - Cash							
Hotels	222,438	204,447	17,991	8.8%	167,865	54,573	32.5%
Motels	19,340	19,348	(8)	0.0%	19,403	(63)	-0.3%
28 Day Motels	6,026	4,082	1,944	47.6%	4,802	1,224	25.5%
R.V. Parks	9,344	9,545	(201)	-2.1%	10,047	(703)	-7.0%
Vacation Rentals	9,789	11,556	(1,767)	-15.3%	11,006	(1,217)	-11.1%
Timehares	2,021	2,040	(19)	-0.9%	2,040	(19)	-0.9%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	268,958	251,018	17,940	7.1%	215,163	53,795	25.0%
Percentage of Occupancy - Cash							
Hotels	47.8%	49.9%	(2.1)	-4.2%	40.9%	6.9	16.9%
Motels	59.6%	48.2%	11.4	23.7%	44.5%	15.1	33.9%
28 Day Motels	7.8%	5.0%	2.8	56.0%	5.8%	2.0	34.5%
R.V. Parks	20.6%	21.2%	(0.6)	-2.8%	22.3%	(1.7)	-7.6%
Vacation Rentals	37.2%	34.3%	2.9	8.5%	36.0%	1.2	3.3%
Timeshares	16.7%	15.7%	1.0	6.4%	16.6%	0.1	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	40.8%	40.3%	0.5	1.2%	34.5%	6.3	18.3%
Average Rates - Cash							
Hotels	\$136.90	\$115.17	\$21.73	18.9%	\$118.73	\$18.17	15.3%
Motels	\$74.93	\$59.27	\$15.66	26.4%	\$62.41	\$12.52	20.1%
28 Day Motels	\$51.87	\$45.36	\$6.51	14.4%	\$47.03	\$4.84	10.3%
R.V. Parks	\$43.40	\$36.56	\$6.84	18.7%	\$37.75	\$5.65	15.0%
Vacation Rentals	\$247.99	\$228.83	\$19.16	8.4%	\$226.56	\$21.43	9.5%
Timeshares	\$81.18	\$97.80	(\$16.62)	-17.0%	\$85.04	(\$3.86)	-4.5%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$130.92	\$111.83	\$19.09	17.1%	\$113.46	\$17.46	15.4%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	268,958	251,018	17,940	7.1%	215,163	53,795	25.0%
Comp	65,403	63,274	2,129	3.4%	65,912	(509)	-0.8%
28 Day	97,026	109,416	(12,390)	-11.3%	112,231	(15,205)	-13.5%
Total Occupied Rooms	431,387	423,708	7,679	1.8%	393,306	38,081	9.7%
Vacant	227,778	199,743	28,035	14.0%	231,013	(3,235)	-1.4%
Total Available Rooms	659,165	623,451	35,714	5.7%	624,319	34,846	5.6%
Percentage of Occupancy							
Cash	40.8%	40.3%	0.5	1.2%	34.5%	6.3	18.3%
Comp	9.9%	10.1%	(0.2)	-2.0%	10.6%	(0.7)	-6.6%
28 Day	14.7%	17.5%	(2.8)	-16.0%	18.0%	(3.3)	-18.3%
Total Occupancy Percentage	65.4%	68.0%	(2.6)	-3.8%	63.0%	2.4	3.8%
Vacant	34.6%	32.0%	2.6	8.1%	37.0%	(2.4)	-6.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$35,211,557	\$28,070,131	\$7,141,426	25.4%	\$24,413,214	\$10,798,343	44.2%
Comp	\$8,839,885	\$6,916,410	\$1,923,475	27.8%	\$7,751,240	\$1,088,645	14.0%
28 Day	\$3,804,139	\$3,929,963	(\$125,824)	-3.2%	\$4,001,618	(\$197,479)	-4.9%
Total Revenue	\$47,855,581	\$38,916,504	\$8,939,077	23.0%	\$36,166,072	\$11,689,509	32.3%
Average Rates							
Cash	\$130.92	\$111.83	\$19.09	17.1%	\$113.46	\$17.46	15.4%
Comp	\$135.16	\$109.31	\$25.85	23.6%	\$117.60	\$17.56	14.9%
28 Day	\$39.21	\$35.92	\$3.29	9.2%	\$35.66	\$3.55	10.0%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	222,438	204,447	17,991	8.8%	167,865	54,573	32.5%
Comp	65,188	62,455	2,733	4.4%	65,117	71	0.1%
28 Day	9,475	10,283	(808)	-7.9%	11,806	(2,331)	-19.7%
Total Occupied Rooms	297,101	277,185	19,916	7.2%	244,788	52,313	21.4%
Vacant	168,662	132,833	35,829	27.0%	165,230	3,432	2.1%
Total Available Rooms	465,763	410,018	55,745	13.6%	410,018	55,745	13.6%
Percentage of Occupancy							
Cash	47.8%	49.9%	(2.1)	-4.2%	40.9%	6.9	16.9%
Comp	14.0%	15.2%	(1.2)	-7.9%	15.9%	(1.9)	-11.9%
28 Day	2.0%	2.5%	(0.5)	-20.0%	2.9%	(0.9)	-31.0%
Total Occupancy Percentage	63.8%	67.6%	(3.8)	-5.6%	59.7%	4.1	6.9%
Vacant	36.2%	32.4%	3.8	11.7%	40.3%	(4.1)	-10.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$30,452,665	\$23,545,229	\$6,907,436	29.3%	\$19,930,151	\$10,522,514	52.8%
Comp	\$8,823,638	\$6,901,272	\$1,922,366	27.9%	\$7,737,014	\$1,086,624	14.0%
28 Day	\$980,166	\$772,849	\$207,317	26.8%	\$954,102	\$26,064	2.7%
Total Revenue	\$40,256,469	\$31,219,350	\$9,037,119	28.9%	\$28,621,267	\$11,635,202	40.7%
Average Rates							
Cash	\$136.90	\$115.17	\$21.73	18.9%	\$118.73	\$18.17	15.3%
Comp	\$135.36	\$110.50	\$24.86	22.5%	\$118.82	\$16.54	13.9%
28 Day	\$103.45	\$75.16	\$28.29	37.6%	\$80.82	\$22.63	28.0%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	19,340	19,348	(8)	0.0%	19,403	(63)	-0.3%
Comp	31	47	(16)	-34.0%	38	(7)	-18.4%
28 Day	1,124	4,110	(2,986)	-72.7%	4,099	(2,975)	-72.6%
Total Occupied Rooms	20,495	23,505	(3,010)	-12.8%	23,540	(3,045)	-12.9%
Vacant	11,931	16,671	(4,740)	-28.4%	20,048	(8,117)	-40.5%
Total Available Rooms	32,426	40,176	(7,750)	-19.3%	43,588	(11,162)	-25.6%
Percentage of Occupancy							
Cash	59.6%	48.2%	11.4	23.7%	44.5%	15.1	33.9%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	3.5%	10.2%	(6.7)	-65.7%	9.4%	(5.9)	-62.8%
Total Occupancy Percentage	63.2%	58.5%	4.7	8.0%	54.0%	9.2	17.0%
Vacant	36.8%	41.5%	(4.7)	-11.3%	46.0%	(9.2)	-20.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,449,181	\$1,146,835	\$302,346	26.4%	\$1,210,884	\$238,297	19.7%
Comp	\$3,875	\$6,136	(\$2,261)	-36.8%	\$4,750	(\$875)	-18.4%
28 Day	\$41,802	\$176,686	(\$134,884)	-76.3%	\$167,834	(\$126,032)	-75.1%
Total Revenue	\$1,494,858	\$1,329,657	\$165,201	12.4%	\$1,383,468	\$111,390	8.1%
Average Rates							
Cash	\$74.93	\$59.27	\$15.66	26.4%	\$62.41	\$12.52	20.1%
Comp	\$125.00	\$130.55	(\$5.55)	-4.3%	\$125.00	\$0.00	0.0%
28 Day	\$37.19	\$42.99	(\$5.80)	-13.5%	\$40.95	(\$3.76)	-9.2%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	6,026	4,082	1,944	47.6%	4,802	1,224	25.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	56,899	58,750	(1,851)	-3.2%	61,842	(4,943)	-8.0%
Total Occupied Rooms	62,925	62,832	93	0.1%	66,644	(3,719)	-5.6%
Vacant	14,170	18,772	(4,602)	-24.5%	16,098	(1,928)	-12.0%
Total Available Rooms	77,095	81,604	(4,509)	-5.5%	82,742	(5,647)	-6.8%
Percentage of Occupancy							
Cash	7.8%	5.0%	2.8	56.0%	5.8%	2.0	34.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.8%	72.0%	1.8	2.5%	74.7%	(0.9)	-1.2%
Total Occupancy Percentage	81.6%	77.0%	4.6	6.0%	80.5%	1.1	1.4%
Vacant	18.4%	23.0%	(4.6)	-20.0%	19.5%	(1.1)	-5.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$312,558	\$185,179	\$127,379	68.8%	\$225,828	\$86,730	38.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,564,787	\$1,476,738	\$88,049	6.0%	\$1,476,738	\$88,049	6.0%
Total Revenue	\$1,877,345	\$1,661,917	\$215,428	13.0%	\$1,702,566	\$174,779	10.3%
Average Rates							
Cash	\$51.87	\$45.36	\$6.51	14.4%	\$47.03	\$4.84	10.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.50	\$25.14	\$2.36	9.4%	\$23.88	\$3.62	15.2%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	9,344	9,545	(201)	-2.1%	10,047	(703)	-7.0%
Comp	184	772	(588)	-76.2%	757	(573)	-75.7%
28 Day	20,457	24,416	(3,959)	-16.2%	24,174	(3,717)	-15.4%
Total Occupied Rooms	29,985	34,733	(4,748)	-13.7%	34,978	(4,993)	-14.3%
Vacant	15,454	10,310	5,144	49.9%	10,096	5,358	53.1%
Total Available Rooms	45,439	45,043	396	0.9%	45,074	365	0.8%
Percentage of Occupancy							
Cash	20.6%	21.2%	(0.6)	-2.8%	22.3%	(1.7)	-7.6%
Comp	0.4%	1.7%	(1.3)	-76.5%	1.7%	(1.3)	-76.5%
28 Day	45.0%	54.2%	(9.2)	-17.0%	53.6%	(8.6)	-16.0%
Total Occupancy Percentage	66.0%	77.1%	(11.1)	-14.4%	77.6%	(11.6)	-14.9%
Vacant	34.0%	22.9%	11.1	48.5%	22.4%	11.6	51.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$405,524	\$348,976	\$56,548	16.2%	\$379,322	\$26,202	6.9%
Comp	\$12,372	\$9,002	\$3,370	37.4%	\$9,476	\$2,896	30.6%
28 Day	\$433,152	\$438,785	(\$5,633)	-1.3%	\$476,940	(\$43,788)	-9.2%
Total Revenue	\$851,048	\$796,763	\$54,285	6.8%	\$865,738	(\$14,690)	-1.7%
Average Rates							
Cash	\$43.40	\$36.56	\$6.84	18.7%	\$37.75	\$5.65	15.0%
Comp	\$67.24	\$11.66	\$55.58	476.7%	\$12.52	\$54.72	437.1%
28 Day	\$21.17	\$17.97	\$3.20	17.8%	\$19.73	\$1.44	7.3%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	9,789	11,556	(1,767)	-15.3%	11,006	(1,217)	-11.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,071	11,857	(2,786)	-23.5%	10,310	(1,239)	-12.0%
Total Occupied Rooms	18,860	23,413	(4,553)	-19.4%	21,316	(2,456)	-11.5%
Vacant	7,470	10,239	(2,769)	-27.0%	9,277	(1,807)	-19.5%
Total Available Rooms	26,330	33,652	(7,322)	-21.8%	30,593	(4,263)	-13.9%
Percentage of Occupancy							
Cash	37.2%	34.3%	2.9	8.5%	36.0%	1.2	3.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	34.5%	35.2%	(0.7)	-2.0%	33.7%	0.8	2.4%
Total Occupancy Percentage	71.6%	69.6%	2.0	2.9%	69.7%	1.9	2.7%
Vacant	28.4%	30.4%	(2.0)	-6.6%	30.3%	(1.9)	-6.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,427,572	\$2,644,397	(\$216,825)	-8.2%	\$2,493,538	(\$65,966)	-2.6%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$784,232	\$1,064,905	(\$280,673)	-26.4%	\$926,004	(\$141,772)	-15.3%
Total Revenue	\$3,211,804	\$3,709,302	(\$497,498)	-13.4%	\$3,419,542	(\$207,738)	-6.1%
Average Rates							
Cash	\$247.99	\$228.83	\$19.16	8.4%	\$226.56	\$21.43	9.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$86.45	\$89.82	(\$3.37)	-3.8%	\$89.82	(\$3.37)	-3.8%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

October 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,021	2,040	(19)	-0.9%	2,040	(19)	-0.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,021	2,040	(19)	-0.9%	2,040	(19)	-0.9%
Vacant	10,091	10,918	(827)	-7.6%	10,264	(173)	-1.7%
Total Available Rooms	12,112	12,958	(846)	-6.5%	12,304	(192)	-1.6%
Percentage of Occupancy							
Cash	16.7%	15.7%	1.0	6.4%	16.6%	0.1	0.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	16.7%	15.7%	1.0	6.4%	16.6%	0.1	0.6%
Vacant	83.3%	84.3%	(1.0)	-1.2%	83.4%	(0.1)	-0.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$164,057	\$199,515	(\$35,458)	-17.8%	\$173,491	(\$9,434)	-5.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$164,057	\$199,515	(\$35,458)	-17.8%	\$173,491	(\$9,434)	-5.4%
Average Rates							
Cash	\$81.18	\$97.80	(\$16.62)	-17.0%	\$85.04	(\$3.86)	-4.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

October 2021

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

November 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$28,705,559	\$21,653,929	\$7,051,630	32.6%	\$16,911,778	\$11,793,781	69.7%
Occupied Rooms - Cash	232,912	210,322	22,590	10.7%	162,293	70,619	43.5%
Average Rate - Cash	\$123.25	\$102.96	\$20.29	19.7%	\$104.21	\$19.04	18.3%
Occupied Rooms							
Cash	232,912	210,322	22,590	10.7%	162,293	70,619	43.5%
Comp	61,228	60,058	1,170	1.9%	56,350	4,878	8.7%
28 Day	93,464	104,919	(11,455)	-10.9%	105,809	(12,345)	-11.7%
Total Occupied Rooms	387,604	375,298	12,306	3.3%	324,452	63,152	19.5%
Percentage of Occupancy							
Cash	36.4%	34.6%	1.8	5.2%	27.1%	9.3	34.3%
Comp	9.6%	9.9%	(0.3)	-3.0%	9.4%	0.2	2.1%
28 Day	14.6%	17.2%	(2.6)	-15.1%	17.6%	(3.0)	-17.0%
Total Percentage of Occupancy	60.5%	61.7%	(1.2)	-1.9%	54.1%	6.4	11.8%
Market Segments							
Occupied Rooms - Cash							
Hotels	189,655	173,897	15,758	9.1%	126,337	63,318	50.1%
Motels	20,372	16,627	3,745	22.5%	16,684	3,688	22.1%
28 Day Motels	4,310	4,170	140	3.4%	3,912	398	10.2%
R.V. Parks	5,244	4,180	1,064	25.5%	4,400	844	19.2%
Vacation Rentals	11,565	10,248	1,317	12.9%	9,760	1,805	18.5%
Timehares	1,766	1,200	566	47.2%	1,200	566	47.2%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	232,912	210,322	22,590	10.7%	162,293	70,619	43.5%
Percentage of Occupancy - Cash							
Hotels	42.2%	43.7%	(1.5)	-3.4%	31.7%	10.5	33.1%
Motels	56.0%	42.8%	13.2	30.8%	42.5%	13.5	31.8%
28 Day Motels	6.0%	5.1%	0.9	17.6%	5.0%	1.0	20.0%
R.V. Parks	12.8%	9.3%	3.5	37.6%	10.1%	2.7	26.7%
Vacation Rentals	38.8%	31.8%	7.0	22.0%	33.3%	5.5	16.5%
Timeshares	15.6%	9.6%	6.0	62.5%	11.1%	4.5	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	36.4%	34.6%	1.8	5.2%	27.1%	9.3	34.3%
Average Rates - Cash							
Hotels	\$125.82	\$103.03	\$22.79	22.1%	\$106.22	\$19.60	18.5%
Motels	\$64.90	\$62.57	\$2.33	3.7%	\$56.88	\$8.02	14.1%
28 Day Motels	\$41.67	\$37.95	\$3.72	9.8%	\$35.64	\$6.03	16.9%
R.V. Parks	\$38.58	\$30.89	\$7.69	24.9%	\$31.90	\$6.68	20.9%
Vacation Rentals	\$258.13	\$224.16	\$33.97	15.2%	\$221.94	\$36.19	16.3%
Timeshares	\$86.82	\$93.40	(\$6.58)	-7.0%	\$81.22	\$5.60	6.9%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$123.25	\$102.96	\$20.29	19.7%	\$104.21	\$19.04	18.3%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	232,912	210,322	22,590	10.7%	162,293	70,619	43.5%
Comp	61,228	60,058	1,170	1.9%	56,350	4,878	8.7%
28 Day	93,464	104,919	(11,455)	-10.9%	105,809	(12,345)	-11.7%
Total Occupied Rooms	387,604	375,298	12,306	3.3%	324,452	63,152	19.5%
Vacant	252,975	233,371	19,604	8.4%	275,139	(22,164)	-8.1%
Total Available Rooms	640,579	608,669	31,910	5.2%	599,591	40,988	6.8%
Percentage of Occupancy							
Cash	36.4%	34.6%	1.8	5.2%	27.1%	9.3	34.3%
Comp	9.6%	9.9%	(0.3)	-3.0%	9.4%	0.2	2.1%
28 Day	14.6%	17.2%	(2.6)	-15.1%	17.6%	(3.0)	-17.0%
Total Occupancy Percentage	60.5%	61.7%	(1.2)	-1.9%	54.1%	6.4	11.8%
Vacant	39.5%	38.3%	1.2	3.1%	45.9%	(6.4)	-13.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$28,705,559	\$21,653,929	\$7,051,630	32.6%	\$16,911,778	\$11,793,781	69.7%
Comp	\$7,702,161	\$6,415,181	\$1,286,980	20.1%	\$6,204,733	\$1,497,428	24.1%
28 Day	\$3,675,112	\$3,605,446	\$69,666	1.9%	\$3,495,392	\$179,720	5.1%
Total Revenue	\$40,082,832	\$31,674,556	\$8,408,276	26.5%	\$26,611,903	\$13,470,929	50.6%
Average Rates							
Cash	\$123.25	\$102.96	\$20.29	19.7%	\$104.21	\$19.04	18.3%
Comp	\$125.79	\$106.82	\$18.97	17.8%	\$110.11	\$15.68	14.2%
28 Day	\$39.32	\$34.36	\$4.96	14.4%	\$33.03	\$6.29	19.0%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	189,655	173,897	15,758	9.1%	126,337	63,318	50.1%
Comp	61,085	59,884	1,201	2.0%	56,220	4,865	8.7%
28 Day	8,627	9,960	(1,333)	-13.4%	8,889	(262)	-2.9%
Total Occupied Rooms	259,367	243,741	15,626	6.4%	191,446	67,921	35.5%
Vacant	190,421	154,613	35,808	23.2%	206,908	(16,487)	-8.0%
Total Available Rooms	449,788	398,354	51,434	12.9%	398,354	51,434	12.9%
Percentage of Occupancy							
Cash	42.2%	43.7%	(1.5)	-3.4%	31.7%	10.5	33.1%
Comp	13.6%	15.0%	(1.4)	-9.3%	14.1%	(0.5)	-3.5%
28 Day	1.9%	2.5%	(0.6)	-24.0%	2.2%	(0.3)	-13.6%
Total Occupancy Percentage	57.7%	61.2%	(3.5)	-5.7%	48.1%	9.6	20.0%
Vacant	42.3%	38.8%	3.5	9.0%	51.9%	(9.6)	-18.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$23,862,950	\$17,916,976	\$5,945,974	33.2%	\$13,419,349	\$10,443,601	77.8%
Comp	\$7,691,887	\$6,402,216	\$1,289,671	20.1%	\$6,196,388	\$1,495,499	24.1%
28 Day	\$843,839	\$798,855	\$44,984	5.6%	\$735,004	\$108,835	14.8%
Total Revenue	\$32,398,676	\$25,118,047	\$7,280,629	29.0%	\$20,350,741	\$12,047,935	59.2%
Average Rates							
Cash	\$125.82	\$103.03	\$22.79	22.1%	\$106.22	\$19.60	18.5%
Comp	\$125.92	\$106.91	\$19.01	17.8%	\$110.22	\$15.70	14.2%
28 Day	\$97.81	\$80.21	\$17.60	21.9%	\$82.69	\$15.12	18.3%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	20,372	16,627	3,745	22.5%	16,684	3,688	22.1%
Comp	21	94	(73)	-77.7%	52	(31)	-59.6%
28 Day	2,352	3,124	(772)	-24.7%	3,997	(1,645)	-41.2%
Total Occupied Rooms	22,745	19,845	2,900	14.6%	20,733	2,012	9.7%
Vacant	13,631	19,035	(5,404)	-28.4%	18,541	(4,910)	-26.5%
Total Available Rooms	36,376	38,880	(2,504)	-6.4%	39,274	(2,898)	-7.4%
Percentage of Occupancy							
Cash	56.0%	42.8%	13.2	30.8%	42.5%	13.5	31.8%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%
28 Day	6.5%	8.0%	(1.5)	-18.8%	10.2%	(3.7)	-36.3%
Total Occupancy Percentage	62.5%	51.0%	11.5	22.5%	52.8%	9.7	18.4%
Vacant	37.5%	49.0%	(11.5)	-23.5%	47.2%	(9.7)	-20.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,322,091	\$1,040,280	\$281,811	27.1%	\$949,021	\$373,070	39.3%
Comp	\$2,625	\$11,223	(\$8,598)	-76.6%	\$6,511	(\$3,886)	-59.7%
28 Day	\$111,840	\$122,118	(\$10,278)	-8.4%	\$164,488	(\$52,648)	-32.0%
Total Revenue	\$1,436,556	\$1,173,621	\$262,935	22.4%	\$1,120,020	\$316,536	28.3%
Average Rates							
Cash	\$64.90	\$62.57	\$2.33	3.7%	\$56.88	\$8.02	14.1%
Comp	\$125.00	\$119.39	\$5.61	4.7%	\$125.21	(\$0.21)	-0.2%
28 Day	\$47.55	\$39.09	\$8.46	21.6%	\$41.15	\$6.40	15.6%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,310	4,170	140	3.4%	3,912	398	10.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	52,634	55,245	(2,611)	-4.7%	58,153	(5,519)	-9.5%
Total Occupied Rooms	56,944	59,415	(2,471)	-4.2%	62,065	(5,121)	-8.3%
Vacant	15,218	22,189	(6,971)	-31.4%	16,109	(891)	-5.5%
Total Available Rooms	72,162	81,604	(9,442)	-11.6%	78,174	(6,012)	-7.7%
Percentage of Occupancy							
Cash	6.0%	5.1%	0.9	17.6%	5.0%	1.0	20.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.9%	67.7%	5.2	7.7%	74.4%	(1.5)	-2.0%
Total Occupancy Percentage	78.9%	72.8%	6.1	8.4%	79.4%	(0.5)	-0.6%
Vacant	21.1%	27.2%	(6.1)	-22.4%	20.6%	0.5	2.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$179,599	\$158,264	\$21,335	13.5%	\$139,442	\$40,157	28.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,418,918	\$1,316,827	\$102,091	7.8%	\$1,316,827	\$102,091	7.8%
Total Revenue	\$1,598,517	\$1,475,091	\$123,426	8.4%	\$1,456,269	\$142,248	9.8%
Average Rates							
Cash	\$41.67	\$37.95	\$3.72	9.8%	\$35.64	\$6.03	16.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$26.96	\$23.84	\$3.12	13.1%	\$22.64	\$4.32	19.1%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	5,244	4,180	1,064	25.5%	4,400	844	19.2%
Comp	122	80	42	52.5%	78	44	56.4%
28 Day	20,629	25,368	(4,739)	-18.7%	25,012	(4,383)	-17.5%
Total Occupied Rooms	25,995	29,628	(3,633)	-12.3%	29,490	(3,495)	-11.9%
Vacant	15,105	15,415	(310)	-2.0%	14,130	975	6.9%
Total Available Rooms	41,100	45,043	(3,943)	-8.8%	43,620	(2,520)	-5.8%
Percentage of Occupancy							
Cash	12.8%	9.3%	3.5	37.6%	10.1%	2.7	26.7%
Comp	0.3%	0.2%	0.1	50.0%	0.2%	0.1	50.0%
28 Day	50.2%	56.3%	(6.1)	-10.8%	57.3%	(7.1)	-12.4%
Total Occupancy Percentage	63.2%	65.8%	(2.6)	-4.0%	67.6%	(4.4)	-6.5%
Vacant	36.8%	34.2%	2.6	7.6%	32.4%	4.4	13.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$202,313	\$129,122	\$73,191	56.7%	\$140,350	\$61,963	44.1%
Comp	\$7,649	\$1,742	\$5,907	339.1%	\$1,834	\$5,815	317.1%
28 Day	\$519,733	\$473,311	\$46,422	9.8%	\$501,390	\$18,343	3.7%
Total Revenue	\$729,695	\$604,175	\$125,520	20.8%	\$643,574	\$86,121	13.4%
Average Rates							
Cash	\$38.58	\$30.89	\$7.69	24.9%	\$31.90	\$6.68	20.9%
Comp	\$62.70	\$21.78	\$40.92	187.9%	\$23.51	\$39.19	166.7%
28 Day	\$25.19	\$18.66	\$6.53	35.0%	\$20.05	\$5.14	25.6%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	11,565	10,248	1,317	12.9%	9,760	1,805	18.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,222	11,222	(2,000)	-17.8%	9,758	(536)	-5.5%
Total Occupied Rooms	20,787	21,470	(683)	-3.2%	19,518	1,269	6.5%
Vacant	9,051	10,778	(1,727)	-16.0%	9,798	(747)	-7.6%
Total Available Rooms	29,838	32,248	(2,410)	-7.5%	29,316	522	1.8%
Percentage of Occupancy							
Cash	38.8%	31.8%	7.0	22.0%	33.3%	5.5	16.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	30.9%	34.8%	(3.9)	-11.2%	33.3%	(2.4)	-7.2%
Total Occupancy Percentage	69.7%	66.6%	3.1	4.7%	66.6%	3.1	4.7%
Vacant	30.3%	33.4%	(3.1)	-9.3%	33.4%	(3.1)	-9.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,985,284	\$2,297,206	\$688,078	30.0%	\$2,166,154	\$819,130	37.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$780,782	\$894,335	(\$113,553)	-12.7%	\$777,683	\$3,099	0.4%
Total Revenue	\$3,766,066	\$3,191,541	\$574,525	18.0%	\$2,943,837	\$822,229	27.9%
Average Rates							
Cash	\$258.13	\$224.16	\$33.97	15.2%	\$221.94	\$36.19	16.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$84.67	\$79.70	\$4.97	6.2%	\$79.70	\$4.97	6.2%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

November 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,766	1,200	566	47.2%	1,200	566	47.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,766	1,200	566	47.2%	1,200	566	47.2%
Vacant	9,549	11,340	(1,791)	-15.8%	9,653	(104)	-1.1%
Total Available Rooms	11,315	12,540	(1,225)	-9.8%	10,853	462	4.3%
Percentage of Occupancy							
Cash	15.6%	9.6%	6.0	62.5%	11.1%	4.5	40.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	15.6%	9.6%	6.0	62.5%	11.1%	4.5	40.5%
Vacant	84.4%	90.4%	(6.0)	-6.6%	88.9%	(4.5)	-5.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$153,322	\$112,081	\$41,241	36.8%	\$97,462	\$55,860	57.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$153,322	\$112,081	\$41,241	36.8%	\$97,462	\$55,860	57.3%
Average Rates							
Cash	\$86.82	\$93.40	(\$6.58)	-7.0%	\$81.22	\$5.60	6.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

November 2021

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

December 2021

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$32,018,085	\$24,769,934	\$7,248,151	29.3%	\$18,339,246	\$13,678,839	74.6%
Occupied Rooms - Cash	238,509	225,503	13,006	5.8%	162,382	76,127	46.9%
Average Rate - Cash	\$134.24	\$109.84	\$24.40	22.2%	\$112.94	\$21.30	18.9%
Occupied Rooms							
Cash	238,509	225,503	13,006	5.8%	162,382	76,127	46.9%
Comp	52,856	54,829	(1,973)	-3.6%	50,013	2,843	5.7%
28 Day	98,171	107,379	(9,208)	-8.6%	107,563	(9,392)	-8.7%
Total Occupied Rooms	389,536	387,712	1,824	0.5%	319,958	69,578	21.7%
Percentage of Occupancy							
Cash	34.8%	34.5%	0.3	0.9%	24.9%	9.9	39.8%
Comp	7.7%	8.4%	(0.7)	-8.3%	7.7%	-	0.0%
28 Day	14.3%	16.4%	(2.1)	-12.8%	16.5%	(2.2)	-13.3%
Total Percentage of Occupancy	56.8%	59.2%	(2.4)	-4.1%	49.1%	7.7	15.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	191,798	186,551	5,247	2.8%	123,490	68,308	55.3%
Motels	21,492	16,798	4,694	27.9%	17,551	3,941	22.5%
28 Day Motels	4,417	3,890	527	13.5%	3,490	927	26.6%
R.V. Parks	3,739	3,520	219	6.2%	3,705	34	0.9%
Vacation Rentals	13,101	11,236	1,865	16.6%	10,761	2,340	21.7%
Timehares	1,868	1,276	592	46.4%	1,276	592	46.4%
Home Owner Rentals	2,094	2,232	(138)	0.0%	2,109	(15)	0.0%
Total Occupied - Cash	238,509	225,503	13,006	5.8%	162,382	76,127	46.9%
Percentage of Occupancy - Cash							
Hotels	40.7%	44.0%	(3.3)	-7.5%	29.1%	11.6	39.9%
Motels	55.5%	41.8%	13.7	32.8%	42.0%	13.5	32.1%
28 Day Motels	6.0%	4.8%	1.2	25.0%	4.4%	1.6	36.4%
R.V. Parks	9.0%	7.8%	1.2	15.4%	8.2%	0.8	9.8%
Vacation Rentals	43.3%	32.1%	11.2	34.9%	33.7%	9.6	28.5%
Timeshares	15.6%	9.8%	5.8	59.2%	10.6%	5.0	-5.8%
Home Owner Rentals	11.3%	14.3%	(3.0)	-21.0%	12.0%	(0.7)	-5.8%
Total Occupancy Percentage - Cash	34.8%	34.5%	0.3	0.9%	24.9%	9.9	39.8%
Average Rates - Cash							
Hotels	\$134.62	\$106.94	\$27.68	25.9%	\$110.24	\$24.38	22.1%
Motels	\$66.75	\$62.57	\$4.18	6.7%	\$59.77	\$6.98	11.7%
28 Day Motels	\$40.66	\$38.38	\$2.28	5.9%	\$35.91	\$4.75	13.2%
R.V. Parks	\$36.94	\$30.27	\$6.67	22.0%	\$31.25	\$5.69	18.2%
Vacation Rentals	\$254.62	\$238.45	\$16.17	6.8%	\$234.95	\$19.67	8.4%
Timeshares	\$174.88	\$212.51	(\$37.63)	-17.7%	\$184.79	(\$9.91)	-5.4%
Home Owner Rentals	\$374.23	\$252.48	\$121.75	0.0%	\$318.14	\$56.09	17.6%
Total Cash Average Rate	\$134.24	\$109.84	\$24.40	22.2%	\$112.94	\$21.30	18.9%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	238,509	225,503	13,006	5.8%	162,382	76,127	46.9%
Comp	52,856	54,829	(1,973)	-3.6%	50,013	2,843	5.7%
28 Day	98,171	107,379	(9,208)	-8.6%	107,563	(9,392)	-8.7%
Total Occupied Rooms	389,536	387,712	1,824	0.5%	319,958	69,578	21.7%
Vacant	296,212	266,655	29,557	11.1%	331,548	(35,336)	-10.7%
Total Available Rooms	685,748	654,367	31,381	4.8%	651,506	34,242	5.3%
Percentage of Occupancy							
Cash	34.8%	34.5%	0.3	0.9%	24.9%	9.9	39.8%
Comp	7.7%	8.4%	(0.7)	-8.3%	7.7%	-	0.0%
28 Day	14.3%	16.4%	(2.1)	-12.8%	16.5%	(2.2)	-13.3%
Total Occupancy Percentage	56.8%	59.2%	(2.4)	-4.1%	49.1%	7.7	15.7%
Vacant	43.2%	40.8%	2.4	5.9%	50.9%	(7.7)	-15.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$32,018,085	\$24,769,934	\$7,248,151	29.3%	\$18,339,246	\$13,678,839	74.6%
Comp	\$7,308,275	\$6,025,747	\$1,282,528	21.3%	\$5,665,722	\$1,642,553	29.0%
28 Day	\$3,995,299	\$3,796,749	\$198,550	5.2%	\$3,700,087	\$295,212	8.0%
Total Revenue	\$43,321,659	\$34,592,430	\$8,729,229	25.2%	\$27,705,055	\$15,616,604	56.4%
Average Rates							
Cash	\$134.24	\$109.84	\$24.40	22.2%	\$112.94	\$21.30	18.9%
Comp	\$138.27	\$109.90	\$28.37	25.8%	\$113.28	\$24.99	22.1%
28 Day	\$40.70	\$35.36	\$5.34	15.1%	\$34.40	\$6.30	18.3%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	191,798	186,551	5,247	2.8%	123,490	68,308	55.3%	
Comp	52,741	54,667	(1,926)	-3.5%	49,906	2,835	5.7%	
28 Day	9,185	7,432	1,753	23.6%	6,032	3,153	52.3%	
Total Occupied Rooms	253,724	248,650	5,074	2.0%	179,428	74,296	41.4%	
Vacant	217,064	175,252	41,812	23.9%	244,474	(27,410)	-11.2%	
Total Available Rooms	470,788	423,902	46,886	11.1%	423,902	46,886	11.1%	
Percentage of Occupancy								
Cash	40.7%	44.0%	(3.3)	-7.5%	29.1%	11.6	39.9%	
Comp	11.2%	12.9%	(1.7)	-13.2%	11.8%	(0.6)	-5.1%	
28 Day	2.0%	1.8%	0.2	11.1%	1.4%	0.6	42.9%	
Total Occupancy Percentage	53.9%	58.7%	(4.8)	-8.2%	42.3%	11.6	27.4%	
Vacant	46.1%	41.3%	4.8	11.6%	57.7%	(11.6)	-20.1%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$25,819,762	\$19,949,113	\$5,870,649	29.4%	\$13,614,010	\$12,205,752	89.7%	
Comp	\$7,297,821	\$6,014,886	\$1,282,935	21.3%	\$5,660,870	\$1,636,951	28.9%	
28 Day	\$800,734	\$571,528	\$229,206	40.1%	\$478,213	\$322,521	67.4%	
Total Revenue	\$33,918,317	\$26,535,527	\$7,382,790	27.8%	\$19,753,093	\$14,165,224	71.7%	
Average Rates								
Cash	\$134.62	\$106.94	\$27.68	25.9%	\$110.24	\$24.38	22.1%	
Comp	\$138.37	\$110.03	\$28.34	25.8%	\$113.43	\$24.94	22.0%	
28 Day	\$87.18	\$76.90	\$10.28	13.4%	\$79.28	\$7.90	10.0%	

Reno-Sparks Convention and Visitors Authority

Motel Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	21,492	16,798	4,694	27.9%	17,551	3,941	22.5%
Comp	64	76	(12)	-15.8%	23	41	178.3%
28 Day	3,284	3,326	(42)	-1.3%	4,006	(722)	-18.0%
Total Occupied Rooms	24,840	20,200	4,640	23.0%	21,580	3,260	15.1%
Vacant	13,891	19,976	(6,085)	-30.5%	20,204	(6,313)	-31.2%
Total Available Rooms	38,731	40,176	(1,445)	-3.6%	41,784	(3,053)	-7.3%
Percentage of Occupancy							
Cash	55.5%	41.8%	13.7	32.8%	42.0%	13.5	32.1%
Comp	0.2%	0.2%	-	0.0%	0.1%	0.1	100.0%
28 Day	8.5%	8.3%	0.2	2.4%	9.6%	(1.1)	-11.5%
Total Occupancy Percentage	64.1%	50.3%	13.8	27.4%	51.6%	12.5	24.2%
Vacant	35.9%	49.7%	(13.8)	-27.8%	48.4%	(12.5)	-25.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,434,495	\$1,051,003	\$383,492	36.5%	\$1,049,098	\$385,397	36.7%
Comp	\$7,820	\$8,983	(\$1,163)	-12.9%	\$2,875	\$4,945	172.0%
28 Day	\$140,663	\$144,171	(\$3,508)	-2.4%	\$182,789	(\$42,126)	-23.0%
Total Revenue	\$1,582,978	\$1,204,157	\$378,821	31.5%	\$1,234,762	\$348,216	28.2%
Average Rates							
Cash	\$66.75	\$62.57	\$4.18	6.7%	\$59.77	\$6.98	11.7%
Comp	\$122.19	\$118.20	\$3.99	3.4%	\$125.00	(\$2.81)	-2.2%
28 Day	\$42.83	\$43.35	(\$0.52)	-1.2%	\$45.63	(\$2.80)	-6.1%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,417	3,890	527	13.5%	3,490	927	26.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	53,952	56,276	(2,324)	-4.1%	59,238	(5,286)	-8.9%
Total Occupied Rooms	58,369	60,166	(1,797)	-3.0%	62,728	(4,359)	-6.9%
Vacant	15,595	21,438	(5,843)	-27.3%	16,362	(767)	-4.7%
Total Available Rooms	73,964	81,604	(7,640)	-9.4%	79,090	(5,126)	-6.5%
Percentage of Occupancy							
Cash	6.0%	4.8%	1.2	25.0%	4.4%	1.6	36.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.9%	69.0%	3.9	5.7%	74.9%	(2.0)	-2.7%
Total Occupancy Percentage	78.9%	73.7%	5.2	7.1%	79.3%	(0.4)	-0.5%
Vacant	21.1%	26.3%	(5.2)	-19.8%	20.7%	0.4	1.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$179,596	\$149,298	\$30,298	20.3%	\$125,337	\$54,259	43.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,509,599	\$1,468,195	\$41,404	2.8%	\$1,468,195	\$41,404	2.8%
Total Revenue	\$1,689,195	\$1,617,493	\$71,702	4.4%	\$1,593,532	\$95,663	6.0%
Average Rates							
Cash	\$40.66	\$38.38	\$2.28	5.9%	\$35.91	\$4.75	13.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.98	\$26.09	\$1.89	7.2%	\$24.78	\$3.20	12.9%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	3,739	3,520	219	6.2%	3,705	34	0.9%	
Comp	50	86	(36)	-41.9%	84	(34)	-40.5%	
28 Day	21,189	26,049	(4,860)	-18.7%	25,791	(4,602)	-17.8%	
Total Occupied Rooms	24,978	29,655	(4,677)	-15.8%	29,580	(4,602)	-15.6%	
Vacant	16,469	15,388	1,081	7.0%	15,504	965	6.2%	
Total Available Rooms	41,447	45,043	(3,596)	-8.0%	45,084	(3,637)	-8.1%	
Percentage of Occupancy								
Cash	9.0%	7.8%	1.2	15.4%	8.2%	0.8	9.8%	
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%	
28 Day	51.1%	57.8%	(6.7)	-11.6%	57.2%	(6.1)	-10.7%	
Total Occupancy Percentage	60.3%	65.8%	(5.5)	-8.4%	65.6%	(5.3)	-8.1%	
Vacant	39.7%	34.2%	5.5	16.1%	34.4%	5.3	15.4%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$138,135	\$106,534	\$31,601	29.7%	\$115,798	\$22,337	19.3%	
Comp	\$2,474	\$1,878	\$596	31.7%	\$1,977	\$497	25.1%	
28 Day	\$514,421	\$480,312	\$34,109	7.1%	\$522,078	(\$7,657)	-1.5%	
Total Revenue	\$655,030	\$588,724	\$66,306	11.3%	\$639,853	\$15,177	2.4%	
Average Rates								
Cash	\$36.94	\$30.27	\$6.67	22.0%	\$31.25	\$5.69	18.2%	
Comp	\$49.48	\$21.84	\$27.64	126.6%	\$23.54	\$25.94	110.2%	
28 Day	\$24.28	\$18.44	\$5.84	31.7%	\$20.24	\$4.04	20.0%	

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,101	11,236	1,865	16.6%	10,761	2,340	21.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,584	12,665	(3,081)	-24.3%	11,013	(1,429)	-13.0%
Total Occupied Rooms	22,685	23,901	(1,216)	-5.1%	21,774	911	4.2%
Vacant	7,574	11,143	(3,569)	-32.0%	10,176	(2,602)	-25.6%
Total Available Rooms	30,259	35,044	(4,785)	-13.7%	31,950	(1,691)	-5.3%
Percentage of Occupancy							
Cash	43.3%	32.1%	11.2	34.9%	33.7%	9.6	28.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.7%	36.1%	(4.4)	-12.2%	34.5%	(2.8)	-8.1%
Total Occupancy Percentage	75.0%	68.2%	6.8	10.0%	68.2%	6.8	10.0%
Vacant	25.0%	31.8%	(6.8)	-21.4%	31.8%	(6.8)	-21.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,335,794	\$2,679,212	\$656,582	24.5%	\$2,528,257	\$807,537	31.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$920,928	\$1,049,820	(\$128,892)	-12.3%	\$912,887	\$8,041	0.9%
Total Revenue	\$4,256,722	\$3,729,032	\$527,690	14.2%	\$3,441,144	\$815,578	23.7%
Average Rates							
Cash	\$254.62	\$238.45	\$16.17	6.8%	\$234.95	\$19.67	8.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$96.09	\$82.89	\$13.20	15.9%	\$82.89	\$13.20	15.9%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,868	1,276	592	46.4%	1,276	592	46.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,868	1,276	592	46.4%	1,276	592	46.4%
Vacant	10,093	11,682	(1,589)	-13.6%	10,789	(696)	-6.5%
Total Available Rooms	11,961	12,958	(997)	-7.7%	12,065	(104)	-0.9%
Percentage of Occupancy							
Cash	15.6%	9.8%	5.8	59.2%	10.6%	5.0	47.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	15.6%	9.8%	5.8	59.2%	10.6%	5.0	47.2%
Vacant	84.4%	90.2%	(5.8)	-6.4%	89.4%	(5.0)	-5.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$326,671	\$271,159	\$55,512	20.5%	\$235,790	\$90,881	38.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$326,671	\$271,159	\$55,512	20.5%	\$235,790	\$90,881	38.5%
Average Rates							
Cash	\$174.88	\$212.51	(\$37.63)	-17.7%	\$184.79	(\$9.91)	-5.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

December 2021

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,094	2,232	(138)	-6.2%	2,109	(15)	-0.7%
Comp	1	-	1	100.0%	-	1	100.0%
28 Day	977	1,631	(654)	-40.1%	1,483	(506)	-34.1%
Total Occupied Rooms	3,072	3,864	(792)	-20.5%	3,592	(520)	-14.5%
Vacant	15,526	11,776	3,750	31.8%	14,039	1,487	10.6%
Total Available Rooms	18,598	15,640	2,958	18.9%	17,631	967	5.5%
Percentage of Occupancy							
Cash	11.3%	14.3%	(3.0)	-21.0%	12.0%	(0.7)	-5.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	5.3%	10.4%	(5.1)	-49.0%	8.4%	(3.1)	-36.9%
Total Occupancy Percentage	16.5%	24.7%	(8.2)	-33.2%	20.4%	(3.9)	-19.1%
Vacant	83.5%	75.3%	8.2	10.9%	79.6%	3.9	4.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$783,632	\$563,615	\$220,017	39.0%	\$670,956	\$112,676	16.8%
Comp	\$160	\$0	\$160	100.0%	\$0	\$160	100.0%
28 Day	\$108,954	\$82,723	\$26,231	31.7%	\$135,925	(\$26,971)	-19.8%
Total Revenue	\$892,746	\$646,338	\$246,408	38.1%	\$806,881	\$85,865	10.6%
Average Rates							
Cash	\$374.23	\$252.48	\$121.75	48.2%	\$318.14	\$56.09	17.6%
Comp	\$160.00	\$0.00	\$160.00	100.0%	\$0.00	\$160.00	100.0%
28 Day	\$111.52	\$50.71	\$60.81	119.9%	\$91.66	\$19.86	21.7%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

January 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$27,865,460	\$24,304,330	\$3,561,130	14.7%	\$20,859,636	\$7,005,824	33.6%
Occupied Rooms - Cash	208,717	211,238	(2,521)	-1.2%	179,058	29,659	16.6%
Average Rate - Cash	\$133.51	\$115.06	\$18.45	16.0%	\$116.50	\$17.01	14.6%
Occupied Rooms							
Cash	208,717	211,238	(2,521)	-1.2%	179,058	29,659	16.6%
Comp	54,904	52,064	2,840	5.5%	54,333	571	1.1%
28 Day	97,754	106,856	(9,102)	-8.5%	107,268	(9,514)	-8.9%
Total Occupied Rooms	361,375	370,158	(8,783)	-2.4%	340,659	20,716	6.1%
Percentage of Occupancy							
Cash	31.6%	33.9%	(2.3)	-6.8%	28.9%	2.7	9.3%
Comp	8.3%	8.4%	(0.1)	-1.2%	8.8%	(0.5)	-5.7%
28 Day	14.8%	17.2%	(2.4)	-14.0%	17.3%	(2.5)	-14.5%
Total Percentage of Occupancy	54.6%	59.5%	(4.9)	-8.2%	55.1%	(0.5)	-0.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	163,181	169,939	(6,758)	-4.0%	134,028	29,153	21.8%
Motels	20,181	16,563	3,618	21.8%	21,228	(1,047)	-4.9%
28 Day Motels	4,360	3,834	526	13.7%	3,347	1,013	30.3%
R.V. Parks	3,019	4,511	(1,492)	-33.1%	4,748	(1,729)	-36.4%
Vacation Rentals	16,000	14,365	1,635	11.4%	13,681	2,319	17.0%
Timehares	1,976	2,026	(50)	-2.5%	2,026	(50)	-2.5%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	208,717	211,238	(2,521)	-1.2%	179,058	29,659	16.6%
Percentage of Occupancy - Cash							
Hotels	35.8%	41.9%	(6.1)	-14.6%	32.9%	2.9	8.8%
Motels	47.2%	41.2%	6.0	14.6%	51.7%	(4.5)	-8.7%
28 Day Motels	6.0%	4.7%	1.3	27.7%	4.3%	1.7	39.5%
R.V. Parks	6.9%	10.0%	(3.1)	-31.0%	10.5%	(3.6)	-34.3%
Vacation Rentals	47.0%	38.5%	8.5	22.1%	40.3%	6.7	16.6%
Timeshares	16.1%	15.6%	0.5	3.2%	16.0%	0.1	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	31.6%	33.9%	(2.3)	-6.8%	28.9%	2.7	9.3%
Average Rates - Cash							
Hotels	\$130.00	\$108.94	\$21.06	19.3%	\$112.30	\$17.70	15.8%
Motels	\$65.45	\$59.27	\$6.18	10.4%	\$61.14	\$4.31	7.0%
28 Day Motels	\$39.99	\$43.02	(\$3.03)	-7.0%	\$40.09	(\$0.10)	-0.2%
R.V. Parks	\$39.82	\$30.59	\$9.23	30.2%	\$31.59	\$8.23	26.1%
Vacation Rentals	\$291.50	\$292.34	(\$0.84)	-0.3%	\$289.45	\$2.05	0.7%
Timeshares	\$188.73	\$151.15	\$37.58	24.9%	\$131.43	\$57.30	43.6%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$133.51	\$115.06	\$18.45	16.0%	\$116.50	\$17.01	14.6%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	208,717	211,238	(2,521)	-1.2%	179,058	29,659	16.6%
Comp	54,904	52,064	2,840	5.5%	54,333	571	1.1%
28 Day	97,754	106,856	(9,102)	-8.5%	107,268	(9,514)	-8.9%
Total Occupied Rooms	361,375	370,158	(8,783)	-2.4%	340,659	20,716	6.1%
Vacant	300,046	252,343	47,703	18.9%	278,040	22,006	7.9%
Total Available Rooms	661,421	622,501	38,920	6.3%	618,699	42,722	6.9%
Percentage of Occupancy							
Cash	31.6%	33.9%	(2.3)	-6.8%	28.9%	2.7	9.3%
Comp	8.3%	8.4%	(0.1)	-1.2%	8.8%	(0.5)	-5.7%
28 Day	14.8%	17.2%	(2.4)	-14.0%	17.3%	(2.5)	-14.5%
Total Occupancy Percentage	54.6%	59.5%	(4.9)	-8.2%	55.1%	(0.5)	-0.9%
Vacant	45.4%	40.5%	4.9	12.1%	44.9%	0.5	1.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$27,865,460	\$24,304,330	\$3,561,130	14.7%	\$20,859,636	\$7,005,824	33.6%
Comp	\$6,798,131	\$5,187,334	\$1,610,797	31.1%	\$5,581,254	\$1,216,877	21.8%
28 Day	\$3,958,013	\$3,872,985	\$85,028	2.2%	\$3,657,900	\$300,113	8.2%
Total Revenue	\$38,621,604	\$33,364,649	\$5,256,955	15.8%	\$30,098,790	\$8,522,814	28.3%
Average Rates							
Cash	\$133.51	\$115.06	\$18.45	16.0%	\$116.50	\$17.01	14.6%
Comp	\$123.82	\$99.63	\$24.19	24.3%	\$102.72	\$21.10	20.5%
28 Day	\$40.49	\$36.24	\$4.25	11.7%	\$34.10	\$6.39	18.7%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)		
			Amount	% Percent		Amount	% Percent	
Occupied Rooms								
Cash	163,181	169,939	(6,758)	-4.0%	134,028	29,153	21.8%	
Comp	54,825	51,941	2,884	5.6%	54,235	590	1.1%	
28 Day	8,661	9,083	(422)	-4.6%	6,510	2,151	33.0%	
Total Occupied Rooms	226,667	230,963	(4,296)	-1.9%	194,773	31,894	16.4%	
Vacant	229,082	174,323	54,759	31.4%	212,463	16,619	7.8%	
Total Available Rooms	455,749	405,286	50,463	12.5%	407,236	48,513	11.9%	
Percentage of Occupancy								
Cash	35.8%	41.9%	(6.1)	-14.6%	32.9%	2.9	8.8%	
Comp	12.0%	12.8%	(0.8)	-6.3%	13.3%	(1.3)	-9.8%	
28 Day	1.9%	2.2%	(0.3)	-13.6%	1.6%	0.3	18.8%	
Total Occupancy Percentage	49.7%	57.0%	(7.3)	-12.8%	47.8%	1.9	4.0%	
Vacant	50.3%	43.0%	7.3	17.0%	52.2%	(1.9)	-3.6%	
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%	
Revenue								
Cash - Taxable	\$21,213,087	\$18,513,876	\$2,699,211	14.6%	\$15,051,292	\$6,161,795	40.9%	
Comp	\$6,793,187	\$5,180,307	\$1,612,880	31.1%	\$5,576,390	\$1,216,797	21.8%	
28 Day	\$778,189	\$681,456	\$96,733	14.2%	\$503,291	\$274,898	54.6%	
Total Revenue	\$28,784,463	\$24,375,639	\$4,408,824	18.1%	\$21,130,973	\$7,653,490	36.2%	
Average Rates								
Cash	\$130.00	\$108.94	\$21.06	19.3%	\$112.30	\$17.70	15.8%	
Comp	\$123.91	\$99.73	\$24.18	24.2%	\$102.82	\$21.09	20.5%	
28 Day	\$89.85	\$75.03	\$14.82	19.8%	\$77.31	\$12.54	16.2%	

Reno-Sparks Convention and Visitors Authority

Motel Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	20,181	16,563	3,618	21.8%	21,228	(1,047)	-4.9%
Comp	23	43	(20)	-46.5%	20	3	15.0%
28 Day	3,240	3,463	(223)	-6.4%	4,043	(803)	-19.9%
Total Occupied Rooms	23,444	20,069	3,375	16.8%	25,291	(1,847)	-7.3%
Vacant	19,337	20,107	(770)	-3.8%	15,781	3,556	22.5%
Total Available Rooms	42,781	40,176	2,605	6.5%	41,072	1,709	4.2%
Percentage of Occupancy							
Cash	47.2%	41.2%	6.0	14.6%	51.7%	(4.5)	-8.7%
Comp	0.1%	0.1%	-	0.0%	0.0%	0.1	100.0%
28 Day	7.6%	8.6%	(1.0)	-11.6%	9.8%	(2.2)	-22.4%
Total Occupancy Percentage	54.8%	50.0%	4.8	9.6%	61.6%	(6.8)	-11.0%
Vacant	45.2%	50.0%	(4.8)	-9.6%	38.4%	6.8	17.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,320,895	\$981,764	\$339,131	34.5%	\$1,297,948	\$22,947	1.8%
Comp	\$2,875	\$4,781	(\$1,906)	-39.9%	\$2,500	\$375	15.0%
28 Day	\$145,756	\$136,975	\$8,781	6.4%	\$177,697	(\$31,941)	-18.0%
Total Revenue	\$1,469,526	\$1,123,520	\$346,006	30.8%	\$1,478,145	(\$8,619)	-0.6%
Average Rates							
Cash	\$65.45	\$59.27	\$6.18	10.4%	\$61.14	\$4.31	7.0%
Comp	\$125.00	\$111.19	\$13.81	12.4%	\$125.00	\$0.00	0.0%
28 Day	\$44.99	\$39.55	\$5.44	13.8%	\$43.95	\$1.04	2.4%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,360	3,834	526	13.7%	3,347	1,013	30.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	52,831	55,686	(2,855)	-5.1%	59,123	(6,292)	-10.6%
Total Occupied Rooms	57,191	59,520	(2,329)	-3.9%	62,470	(5,279)	-8.5%
Vacant	15,713	22,084	(6,371)	-28.8%	16,015	(302)	-1.9%
Total Available Rooms	72,904	81,604	(8,700)	-10.7%	78,485	(5,581)	-7.1%
Percentage of Occupancy							
Cash	6.0%	4.7%	1.3	27.7%	4.3%	1.7	39.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.5%	68.2%	4.3	6.3%	75.3%	(2.8)	-3.7%
Total Occupancy Percentage	78.4%	72.9%	5.5	7.5%	79.6%	(1.2)	-1.5%
Vacant	21.6%	27.1%	(5.5)	-20.3%	20.4%	1.2	5.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$174,367	\$164,943	\$9,424	5.7%	\$134,170	\$40,197	30.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,421,860	\$1,386,981	\$34,879	2.5%	\$1,406,218	\$15,642	1.1%
Total Revenue	\$1,596,227	\$1,551,924	\$44,303	2.9%	\$1,540,388	\$55,839	3.6%
Average Rates							
Cash	\$39.99	\$43.02	(\$3.03)	-7.0%	\$40.09	(\$0.10)	-0.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$26.91	\$24.91	\$2.00	8.0%	\$23.78	\$3.13	13.2%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,019	4,511	(1,492)	-33.1%	4,748	(1,729)	-36.4%
Comp	56	80	(24)	-30.0%	78	(22)	-28.2%
28 Day	23,113	25,198	(2,085)	-8.3%	25,917	(2,804)	-10.8%
Total Occupied Rooms	26,188	29,789	(3,601)	-12.1%	30,743	(4,555)	-14.8%
Vacant	17,522	15,388	2,134	13.9%	14,610	2,912	19.9%
Total Available Rooms	43,710	45,177	(1,467)	-3.2%	45,353	(1,643)	-3.6%
Percentage of Occupancy							
Cash	6.9%	10.0%	(3.1)	-31.0%	10.5%	(3.6)	-34.3%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.2%	(0.1)	-50.0%
28 Day	52.9%	55.8%	(2.9)	-5.2%	57.1%	(4.2)	-7.4%
Total Occupancy Percentage	59.9%	65.9%	(6.0)	-9.1%	67.8%	(7.9)	-11.7%
Vacant	40.1%	34.1%	6.0	17.6%	32.2%	7.9	24.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$120,215	\$137,994	(\$17,779)	-12.9%	\$149,993	(\$29,778)	-19.9%
Comp	\$2,069	\$2,246	(\$177)	-7.9%	\$2,364	(\$295)	-12.5%
28 Day	\$538,481	\$472,242	\$66,239	14.0%	\$531,276	\$7,205	1.4%
Total Revenue	\$660,765	\$612,482	\$48,283	7.9%	\$683,633	(\$22,868)	-3.3%
Average Rates							
Cash	\$39.82	\$30.59	\$9.23	30.2%	\$31.59	\$8.23	26.1%
Comp	\$36.95	\$28.08	\$8.87	31.6%	\$30.31	\$6.64	21.9%
28 Day	\$23.30	\$18.74	\$4.56	24.3%	\$20.50	\$2.80	13.7%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	16,000	14,365	1,635	11.4%	13,681	2,319	17.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,909	13,426	(3,517)	-26.2%	11,675	(1,766)	-15.1%
Total Occupied Rooms	25,909	27,791	(1,882)	-6.8%	25,356	553	2.2%
Vacant	8,110	9,509	(1,399)	-14.7%	8,553	(443)	-5.2%
Total Available Rooms	34,019	37,300	(3,281)	-8.8%	33,909	110	0.3%
Percentage of Occupancy							
Cash	47.0%	38.5%	8.5	22.1%	40.3%	6.7	16.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	29.1%	36.0%	(6.9)	-19.2%	34.4%	(5.3)	-15.4%
Total Occupancy Percentage	76.2%	74.5%	1.7	2.3%	74.8%	1.4	1.9%
Vacant	23.8%	25.5%	(1.7)	-6.7%	25.2%	(1.4)	-5.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$4,663,961	\$4,199,525	\$464,436	11.1%	\$3,959,948	\$704,013	17.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,073,727	\$1,195,331	(\$121,604)	-10.2%	\$1,039,418	\$34,309	3.3%
Total Revenue	\$5,737,688	\$5,394,856	\$342,832	6.4%	\$4,999,366	\$738,322	14.8%
Average Rates							
Cash	\$291.50	\$292.34	(\$0.84)	-0.3%	\$289.45	\$2.05	0.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$108.36	\$89.03	\$19.33	21.7%	\$89.03	\$19.33	21.7%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

January 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,976	2,026	(50)	-2.5%	2,026	(50)	-2.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,976	2,026	(50)	-2.5%	2,026	(50)	-2.5%
Vacant	10,282	10,932	(650)	-5.9%	10,618	(336)	-3.2%
Total Available Rooms	12,258	12,958	(700)	-5.4%	12,644	(386)	-3.1%
Percentage of Occupancy							
Cash	16.1%	15.6%	0.5	3.2%	16.0%	0.1	0.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	16.1%	15.6%	0.5	3.2%	16.0%	0.1	0.6%
Vacant	83.9%	84.4%	(0.5)	-0.6%	84.0%	(0.1)	-0.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$372,935	\$306,228	\$66,707	21.8%	\$266,285	\$106,650	40.1%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$372,935	\$306,228	\$66,707	21.8%	\$266,285	\$106,650	40.1%
Average Rates							
Cash	\$188.73	\$151.15	\$37.58	24.9%	\$131.43	\$57.30	43.6%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

January 2022

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

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

February 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$31,286,558	\$23,121,195	\$8,165,363	35.3%	\$22,706,268	\$8,580,290	37.8%
Occupied Rooms - Cash	225,634	192,395	33,239	17.3%	183,217	42,417	23.2%
Average Rate - Cash	\$138.66	\$120.18	\$18.48	15.4%	\$123.93	\$14.73	11.9%
Occupied Rooms							
Cash	225,634	192,395	33,239	17.3%	183,217	42,417	23.2%
Comp	62,938	51,955	10,983	21.1%	58,679	4,259	7.3%
28 Day	90,885	98,456	(7,571)	-7.7%	101,097	(10,212)	-10.1%
Total Occupied Rooms	379,457	342,806	36,651	10.7%	342,993	36,464	10.6%
Percentage of Occupancy							
Cash	37.3%	31.3%	6.0	19.2%	32.1%	5.2	16.2%
Comp	10.4%	8.5%	1.9	22.4%	10.3%	0.1	1.0%
28 Day	15.0%	16.0%	(1.0)	-6.3%	17.7%	(2.7)	-15.3%
Total Percentage of Occupancy	62.8%	55.8%	7.0	12.5%	60.1%	2.7	4.5%
Market Segments							
Occupied Rooms - Cash							
Hotels	182,139	155,966	26,173	16.8%	145,110	37,029	25.5%
Motels	19,704	15,303	4,401	28.8%	17,941	1,763	9.8%
28 Day Motels	4,234	3,907	327	8.4%	3,402	832	24.5%
R.V. Parks	3,358	2,645	713	27.0%	2,784	574	20.6%
Vacation Rentals	13,724	12,464	1,261	10.1%	11,870	1,854	15.6%
Timehares	2,475	2,110	365	17.3%	2,110	365	17.3%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	225,634	192,395	33,239	17.3%	183,217	42,417	23.2%
Percentage of Occupancy - Cash							
Hotels	43.8%	38.5%	5.3	13.8%	38.0%	5.8	15.3%
Motels	49.9%	40.7%	9.2	22.6%	50.5%	(0.6)	-1.2%
28 Day Motels	6.4%	4.8%	1.6	33.3%	4.8%	1.6	33.3%
R.V. Parks	8.4%	5.9%	2.5	42.4%	6.7%	1.7	25.4%
Vacation Rentals	44.6%	37.6%	7.0	18.6%	39.4%	5.2	13.2%
Timeshares	22.5%	17.4%	5.1	29.3%	19.1%	3.4	17.3%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	37.3%	31.3%	6.0	19.2%	32.1%	5.2	16.2%
Average Rates - Cash							
Hotels	\$139.80	\$116.11	\$23.69	20.4%	\$122.22	\$17.58	14.4%
Motels	\$72.66	\$59.27	\$13.39	22.6%	\$62.98	\$9.68	15.4%
28 Day Motels	\$42.93	\$44.74	(\$1.81)	-4.0%	\$40.95	\$1.98	4.8%
R.V. Parks	\$44.00	\$61.05	(\$17.05)	-27.9%	\$63.05	(\$19.05)	-30.2%
Vacation Rentals	\$267.43	\$272.15	(\$4.72)	-1.7%	\$269.45	(\$2.02)	-0.7%
Timeshares	\$158.15	\$178.24	(\$20.09)	-11.3%	\$154.99	\$3.16	2.0%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$138.66	\$120.18	\$18.48	15.4%	\$123.93	\$14.73	11.9%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	225,634	192,395	33,239	17.3%	183,217	42,417	23.2%
Comp	62,938	51,955	10,983	21.1%	58,679	4,259	7.3%
28 Day	90,885	98,456	(7,571)	-7.7%	101,097	(10,212)	-10.1%
Total Occupied Rooms	379,457	342,806	36,651	10.7%	342,993	36,464	10.6%
Vacant	224,651	272,006	(47,355)	-17.4%	227,778	(3,127)	-1.4%
Total Available Rooms	604,108	614,812	(10,704)	-1.7%	570,771	33,337	5.8%
Percentage of Occupancy							
Cash	37.3%	31.3%	6.0	19.2%	32.1%	5.2	16.2%
Comp	10.4%	8.5%	1.9	22.4%	10.3%	0.1	1.0%
28 Day	15.0%	16.0%	(1.0)	-6.3%	17.7%	(2.7)	-15.3%
Total Occupancy Percentage	62.8%	55.8%	7.0	12.5%	60.1%	2.7	4.5%
Vacant	37.2%	44.2%	(7.0)	-15.8%	39.9%	(2.7)	-6.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$31,286,558	\$23,121,195	\$8,165,363	35.3%	\$22,706,268	\$8,580,290	37.8%
Comp	\$8,505,412	\$6,066,475	\$2,438,937	40.2%	\$7,213,255	\$1,292,157	17.9%
28 Day	\$3,877,976	\$3,735,437	\$142,539	3.8%	\$3,760,308	\$117,668	3.1%
Total Revenue	\$43,669,946	\$32,923,107	\$10,746,839	32.6%	\$33,679,831	\$9,990,115	29.7%
Average Rates							
Cash	\$138.66	\$120.18	\$18.48	15.4%	\$123.93	\$14.73	11.9%
Comp	\$135.14	\$116.76	\$18.38	15.7%	\$122.93	\$12.21	9.9%
28 Day	\$42.67	\$37.94	\$4.73	12.5%	\$37.20	\$5.47	14.7%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	182,139	155,966	26,173	16.8%	145,110	37,029	25.5%
Comp	62,820	51,855	10,965	21.1%	58,587	4,233	7.2%
28 Day	8,240	7,823	417	5.3%	7,327	913	12.5%
Total Occupied Rooms	253,199	215,644	37,555	17.4%	211,024	42,175	20.0%
Vacant	162,953	189,642	(26,689)	-14.1%	170,897	(7,944)	-4.6%
Total Available Rooms	416,152	405,286	10,866	2.7%	381,921	34,231	9.0%
Percentage of Occupancy							
Cash	43.8%	38.5%	5.3	13.8%	38.0%	5.8	15.3%
Comp	15.1%	12.8%	2.3	18.0%	15.3%	(0.2)	-1.3%
28 Day	2.0%	1.9%	0.1	5.3%	1.9%	0.1	5.3%
Total Occupancy Percentage	60.8%	53.2%	7.6	14.3%	55.3%	5.5	9.9%
Vacant	39.2%	46.8%	(7.6)	-16.2%	44.7%	(5.5)	-12.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$25,463,758	\$18,109,794	\$7,353,964	40.6%	\$17,736,067	\$7,727,691	43.6%
Comp	\$8,497,324	\$6,060,376	\$2,436,948	40.2%	\$7,207,532	\$1,289,792	17.9%
28 Day	\$737,142	\$546,332	\$190,810	34.9%	\$538,624	\$198,518	36.9%
Total Revenue	\$34,698,224	\$24,716,502	\$9,981,722	40.4%	\$25,482,223	\$9,216,001	36.2%
Average Rates							
Cash	\$139.80	\$116.11	\$23.69	20.4%	\$122.22	\$17.58	14.4%
Comp	\$135.26	\$116.87	\$18.39	15.7%	\$123.02	\$12.24	9.9%
28 Day	\$89.46	\$69.84	\$19.62	28.1%	\$73.51	\$15.95	21.7%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	19,704	15,303	4,401	28.8%	17,941	1,763	9.8%
Comp	25	28	(3)	-10.7%	21	4	19.0%
28 Day	3,463	3,074	389	12.7%	4,839	(1,376)	-28.4%
Total Occupied Rooms	23,192	18,405	4,787	26.0%	22,801	391	1.7%
Vacant	16,262	19,179	(2,917)	-15.2%	12,707	3,555	28.0%
Total Available Rooms	39,454	37,584	1,870	5.0%	35,508	3,946	11.1%
Percentage of Occupancy							
Cash	49.9%	40.7%	9.2	22.6%	50.5%	(0.6)	-1.2%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	8.8%	8.2%	0.6	7.3%	13.6%	(4.8)	-35.3%
Total Occupancy Percentage	58.8%	49.0%	9.8	20.0%	64.2%	(5.4)	-8.4%
Vacant	41.2%	51.0%	(9.8)	-19.2%	35.8%	5.4	15.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,431,640	\$907,092	\$524,548	57.8%	\$1,129,913	\$301,727	26.7%
Comp	\$3,170	\$3,156	\$14	0.4%	\$2,625	\$545	20.8%
28 Day	\$160,174	\$170,054	(\$9,880)	-5.8%	\$297,419	(\$137,245)	-46.1%
Total Revenue	\$1,594,984	\$1,080,302	\$514,682	47.6%	\$1,429,957	\$165,027	11.5%
Average Rates							
Cash	\$72.66	\$59.27	\$13.39	22.6%	\$62.98	\$9.68	15.4%
Comp	\$126.80	\$112.71	\$14.09	12.5%	\$125.00	\$1.80	1.4%
28 Day	\$46.25	\$55.32	(\$9.07)	-16.4%	\$61.46	(\$15.21)	-24.7%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,234	3,907	327	8.4%	3,402	832	24.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	49,339	51,901	(2,562)	-4.9%	54,997	(5,658)	-10.3%
Total Occupied Rooms	53,573	55,808	(2,235)	-4.0%	58,399	(4,826)	-8.3%
Vacant	13,022	25,796	(12,774)	-49.5%	12,501	521	4.2%
Total Available Rooms	66,595	81,604	(15,009)	-18.4%	70,900	(4,305)	-6.1%
Percentage of Occupancy							
Cash	6.4%	4.8%	1.6	33.3%	4.8%	1.6	33.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.1%	63.6%	10.5	16.5%	77.6%	(3.5)	-4.5%
Total Occupancy Percentage	80.4%	68.4%	12.0	17.5%	82.4%	(2.0)	-2.4%
Vacant	19.6%	31.6%	(12.0)	-38.0%	17.6%	2.0	11.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$181,752	\$174,813	\$6,939	4.0%	\$139,309	\$42,443	30.5%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,468,786	\$1,382,281	\$86,505	6.3%	\$1,395,196	\$73,590	5.3%
Total Revenue	\$1,650,538	\$1,557,094	\$93,444	6.0%	\$1,534,505	\$116,033	7.6%
Average Rates							
Cash	\$42.93	\$44.74	(\$1.81)	-4.0%	\$40.95	\$1.98	4.8%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$29.77	\$26.63	\$3.14	11.8%	\$25.37	\$4.40	17.3%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,358	2,645	713	27.0%	2,784	574	20.6%
Comp	93	72	21	29.2%	71	22	31.0%
28 Day	19,638	24,280	(4,642)	-19.1%	24,040	(4,402)	-18.3%
Total Occupied Rooms	23,089	26,997	(3,908)	-14.5%	26,895	(3,806)	-14.2%
Vacant	16,783	18,046	(1,263)	-7.0%	14,369	2,414	16.8%
Total Available Rooms	39,872	45,043	(5,171)	-11.5%	41,264	(1,392)	-3.4%
Percentage of Occupancy							
Cash	8.4%	5.9%	2.5	42.4%	6.7%	1.7	25.4%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	49.3%	53.9%	(4.6)	-8.5%	58.3%	(9.0)	-15.4%
Total Occupancy Percentage	57.9%	59.9%	(2.0)	-3.3%	65.2%	(7.3)	-11.2%
Vacant	42.1%	40.1%	2.0	5.0%	34.8%	7.3	21.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$147,745	\$161,487	(\$13,742)	-8.5%	\$175,529	(\$27,784)	-15.8%
Comp	\$4,918	\$2,943	\$1,975	67.1%	\$3,098	\$1,820	58.7%
28 Day	\$480,164	\$486,639	(\$6,475)	-1.3%	\$528,955	(\$48,791)	-9.2%
Total Revenue	\$632,827	\$651,069	(\$18,242)	-2.8%	\$707,582	(\$74,755)	-10.6%
Average Rates							
Cash	\$44.00	\$61.05	(\$17.05)	-27.9%	\$63.05	(\$19.05)	-30.2%
Comp	\$52.88	\$40.88	\$12.00	29.4%	\$43.63	\$9.25	21.2%
28 Day	\$24.45	\$20.04	\$4.41	22.0%	\$22.00	\$2.45	11.1%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,724	12,464	1,261	10.1%	11,870	1,854	15.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,925	11,378	(1,453)	-12.8%	9,894	31	0.3%
Total Occupied Rooms	23,649	23,842	(193)	-0.8%	21,764	1,885	8.7%
Vacant	7,106	9,331	(2,225)	-23.8%	8,393	(1,287)	-15.3%
Total Available Rooms	30,755	33,173	(2,418)	-7.3%	30,157	598	2.0%
Percentage of Occupancy							
Cash	44.6%	37.6%	7.0	18.6%	39.4%	5.2	13.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	32.3%	34.3%	(2.0)	-5.8%	32.8%	(0.5)	-1.5%
Total Occupancy Percentage	76.9%	71.9%	5.0	7.0%	72.2%	4.7	6.5%
Vacant	23.1%	28.1%	(5.0)	-17.8%	27.8%	(4.7)	-16.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,670,236	\$3,391,930	\$278,306	8.2%	\$3,198,425	\$471,811	14.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,027,300	\$1,150,131	(\$122,831)	-10.7%	\$1,000,114	\$27,186	2.7%
Total Revenue	\$4,697,536	\$4,542,061	\$155,475	3.4%	\$4,198,539	\$498,997	11.9%
Average Rates							
Cash	\$267.43	\$272.15	(\$4.72)	-1.7%	\$269.45	(\$2.02)	-0.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$103.51	\$101.08	\$2.43	2.4%	\$101.08	\$2.43	2.4%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,475	2,110	365	17.3%	2,110	365	17.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,475	2,110	365	17.3%	2,110	365	17.3%
Vacant	8,525	10,012	(1,487)	-14.9%	8,911	(386)	-4.3%
Total Available Rooms	11,000	12,122	(1,122)	-9.3%	11,021	(21)	-0.2%
Percentage of Occupancy							
Cash	22.5%	17.4%	5.1	29.3%	19.1%	3.4	17.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	22.5%	17.4%	5.1	29.3%	19.1%	3.4	17.8%
Vacant	77.5%	82.6%	(5.1)	-6.2%	80.9%	(3.4)	-4.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$391,427	\$376,079	\$15,348	4.1%	\$327,025	\$64,402	19.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$391,427	\$376,079	\$15,348	4.1%	\$327,025	\$64,402	19.7%
Average Rates							
Cash	\$158.15	\$178.24	(\$20.09)	-11.3%	\$154.99	\$3.16	2.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

February 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	-	-	-	0.0%	-	-	0.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	280	-	280	100.0%	-	280	100.0%
Total Occupied Rooms	280	-	280	100.0%	-	280	100.0%
Vacant	-	-	-	0.0%	-	-	0.0%
Total Available Rooms	280	-	280	100.0%	-	280	100.0%
Percentage of Occupancy							
Cash	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	100.0%	0.0%	100.0	100.0%	0.0%	100.0	100.0%
Total Occupancy Percentage	100.0%	0.0%	100.0	100.0%	0.0%	100.0	100.0%
Vacant	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total (must equal 100.0%)	100.0%	0.0%	100.0	100.0%	0.0%	100.0	100.0%
Revenue							
Cash - Taxable	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$4,410	\$0	\$4,410	100.0%	\$0	\$4,410	100.0%
Total Revenue	\$4,410	\$0	\$4,410	100.0%	\$0	\$4,410	100.0%
Average Rates							
Cash	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$15.75	\$0.00	\$15.75	100.0%	\$0.00	\$15.75	100.0%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$35,351,944	\$25,508,849	\$9,843,095	38.6%	\$28,026,347	\$7,325,597	26.1%
Occupied Rooms - Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Average Rate - Cash	\$128.03	\$110.11	\$17.92	16.3%	\$120.82	\$7.21	6.0%
Occupied Rooms							
Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Comp	64,616	55,423	9,193	16.6%	68,338	(3,722)	-5.4%
28 Day	119,215	116,364	2,851	2.5%	112,889	6,326	5.6%
Total Occupied Rooms	459,947	403,448	56,499	14.0%	413,186	46,761	11.3%
Percentage of Occupancy							
Cash	39.9%	35.2%	4.7	13.4%	35.5%	4.4	12.4%
Comp	9.3%	8.4%	0.9	10.7%	10.5%	(1.2)	-11.4%
28 Day	17.2%	17.7%	(0.5)	-2.8%	17.3%	(0.1)	-0.6%
Total Percentage of Occupancy	66.4%	61.3%	5.1	8.3%	63.3%	3.1	4.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	221,776	187,815	33,961	18.1%	181,145	40,631	22.4%
Motels	22,002	18,136	3,866	21.3%	21,253	749	3.5%
28 Day Motels	5,150	4,882	268	5.5%	4,243	907	21.4%
R.V. Parks	7,589	3,421	4,168	121.8%	6,044	1,545	25.6%
Vacation Rentals	14,808	11,991	2,817	23.5%	14,283	525	3.7%
Timehares	2,311	2,949	(638)	-21.6%	2,603	(292)	-11.2%
Home Owner Rentals	2,480	2,468	13	0.0%	2,388	92	0.0%
Total Occupied - Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Percentage of Occupancy - Cash							
Hotels	47.5%	43.5%	4.0	9.2%	42.0%	5.5	13.1%
Motels	51.2%	45.1%	6.1	13.5%	54.4%	(3.2)	-5.9%
28 Day Motels	6.9%	6.0%	0.9	15.0%	5.4%	1.5	27.8%
R.V. Parks	17.2%	7.6%	9.6	126.3%	13.3%	3.9	29.3%
Vacation Rentals	42.8%	37.9%	4.9	12.9%	44.0%	(1.2)	-2.7%
Timeshares	19.1%	22.8%	(3.7)	-16.2%	20.8%	(1.7)	-19.1%
Home Owner Rentals	14.4%	16.0%	(1.6)	-10.0%	17.8%	(3.4)	-19.1%
Total Occupancy Percentage - Cash	39.9%	35.2%	4.7	13.4%	35.5%	4.4	12.4%
Average Rates - Cash							
Hotels	\$129.46	\$107.02	\$22.44	21.0%	\$119.15	\$10.31	8.7%
Motels	\$72.94	\$62.57	\$10.37	16.6%	\$65.13	\$7.81	12.0%
28 Day Motels	\$42.25	\$38.13	\$4.12	10.8%	\$43.25	(\$1.00)	-2.3%
R.V. Parks	\$32.43	\$61.13	(\$28.70)	-46.9%	\$43.85	(\$11.42)	-26.0%
Vacation Rentals	\$226.04	\$248.91	(\$22.87)	-9.2%	\$243.89	(\$17.85)	-7.3%
Timeshares	\$150.56	\$77.24	\$73.32	94.9%	\$122.40	\$28.16	23.0%
Home Owner Rentals	\$353.89	\$270.29	\$83.60	0.0%	\$338.57	\$15.32	4.5%
Total Cash Average Rate	\$128.03	\$110.11	\$17.92	16.3%	\$120.82	\$7.21	6.0%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Comp	64,616	55,423	9,193	16.6%	68,338	(3,722)	-5.4%
28 Day	119,215	116,364	2,851	2.5%	112,889	6,326	5.6%
Total Occupied Rooms	459,947	403,448	56,499	14.0%	413,186	46,761	11.3%
Vacant	232,892	254,920	(22,028)	-8.6%	240,052	(7,160)	-3.0%
Total Available Rooms	692,839	658,368	34,471	5.2%	653,238	39,601	6.1%
Percentage of Occupancy							
Cash	39.9%	35.2%	4.7	13.4%	35.5%	4.4	12.4%
Comp	9.3%	8.4%	0.9	10.7%	10.5%	(1.2)	-11.4%
28 Day	17.2%	17.7%	(0.5)	-2.8%	17.3%	(0.1)	-0.6%
Total Occupancy Percentage	66.4%	61.3%	5.1	8.3%	63.3%	3.1	4.9%
Vacant	33.6%	38.7%	(5.1)	-13.2%	36.7%	(3.1)	-8.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$35,351,944	\$25,508,849	\$9,843,095	38.6%	\$28,026,347	\$7,325,597	26.1%
Comp	\$8,447,490	\$5,537,603	\$2,909,887	52.5%	\$8,212,529	\$234,961	2.9%
28 Day	\$5,758,387	\$3,055,207	\$2,703,181	88.5%	\$4,235,049	\$1,523,338	36.0%
Total Revenue	\$49,557,821	\$34,101,658	\$15,456,163	45.3%	\$40,473,925	\$9,083,896	22.4%
Average Rates							
Cash	\$128.03	\$110.11	\$17.92	16.3%	\$120.82	\$7.21	6.0%
Comp	\$130.73	\$99.92	\$30.81	30.8%	\$120.18	\$10.55	8.8%
28 Day	\$48.30	\$26.26	\$22.04	83.9%	\$37.52	\$10.78	28.7%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$35,351,944	\$25,508,849	\$9,843,095	38.6%	\$28,026,347	\$7,325,597	26.1%
Occupied Rooms - Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Average Rate - Cash	\$128.03	\$110.11	\$17.92	16.3%	\$120.82	\$7.21	6.0%
Occupied Rooms							
Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Comp	64,616	55,423	9,193	16.6%	68,338	(3,722)	-5.4%
28 Day	119,215	116,364	2,851	2.5%	112,889	6,326	5.6%
Total Occupied Rooms	459,947	403,448	56,499	14.0%	413,186	46,761	11.3%
Percentage of Occupancy							
Cash	39.9%	35.2%	4.7	13.4%	35.5%	4.4	12.4%
Comp	9.3%	8.4%	0.9	10.7%	10.5%	(1.2)	-11.4%
28 Day	17.2%	17.7%	(0.5)	-2.8%	17.3%	(0.1)	-0.6%
Total Percentage of Occupancy	66.4%	61.3%	5.1	8.3%	63.3%	3.1	4.9%
Market Segments							
Occupied Rooms - Cash							
Hotels	221,776	187,815	33,961	18.1%	181,145	40,631	22.4%
Motels	22,002	18,136	3,866	21.3%	21,253	749	3.5%
28 Day Motels	5,150	4,882	268	5.5%	4,243	907	21.4%
R.V. Parks	7,589	3,421	4,168	121.8%	6,044	1,545	25.6%
Vacation Rentals	14,808	11,991	2,817	23.5%	14,283	525	3.7%
Timehares	2,311	2,949	(638)	-21.6%	2,603	(292)	-11.2%
Home Owner Rentals	2,480	2,468	13	0.0%	2,388	92	0.0%
Total Occupied - Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Percentage of Occupancy - Cash							
Hotels	47.5%	43.5%	4.0	9.2%	42.0%	5.5	13.1%
Motels	51.2%	45.1%	6.1	13.5%	54.4%	(3.2)	-5.9%
28 Day Motels	6.9%	6.0%	0.9	15.0%	5.4%	1.5	27.8%
R.V. Parks	17.2%	7.6%	9.6	126.3%	13.3%	3.9	29.3%
Vacation Rentals	42.8%	37.9%	4.9	12.9%	44.0%	(1.2)	-2.7%
Timeshares	19.1%	22.8%	(3.7)	-16.2%	20.8%	(1.7)	-19.1%
Home Owner Rentals	14.4%	16.0%	(1.6)	-10.0%	17.8%	(3.4)	-19.1%
Total Occupancy Percentage - Cash	39.9%	35.2%	4.7	13.4%	35.5%	4.4	12.4%
Average Rates - Cash							
Hotels	\$129.46	\$107.02	\$22.44	21.0%	\$119.15	\$10.31	8.7%
Motels	\$72.94	\$62.57	\$10.37	16.6%	\$65.13	\$7.81	12.0%
28 Day Motels	\$42.25	\$38.13	\$4.12	10.8%	\$43.25	(\$1.00)	-2.3%
R.V. Parks	\$32.43	\$61.13	(\$28.70)	-46.9%	\$43.85	(\$11.42)	-26.0%
Vacation Rentals	\$226.04	\$248.91	(\$22.87)	-9.2%	\$243.89	(\$17.85)	-7.3%
Timeshares	\$150.56	\$77.24	\$73.32	94.9%	\$122.40	\$28.16	23.0%
Home Owner Rentals	\$353.89	\$270.29	\$83.60	0.0%	\$338.57	\$15.32	4.5%
Total Cash Average Rate	\$128.03	\$110.11	\$17.92	16.3%	\$120.82	\$7.21	6.0%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	276,116	231,661	44,455	19.2%	231,959	44,157	19.0%
Comp	64,616	55,423	9,193	16.6%	68,338	(3,722)	-5.4%
28 Day	119,215	116,364	2,851	2.5%	112,889	6,326	5.6%
Total Occupied Rooms	459,947	403,448	56,499	14.0%	413,186	46,761	11.3%
Vacant	232,892	254,920	(22,028)	-8.6%	240,052	(7,160)	-3.0%
Total Available Rooms	692,839	658,368	34,471	5.2%	653,238	39,601	6.1%
Percentage of Occupancy							
Cash	39.9%	35.2%	4.7	13.4%	35.5%	4.4	12.4%
Comp	9.3%	8.4%	0.9	10.7%	10.5%	(1.2)	-11.4%
28 Day	17.2%	17.7%	(0.5)	-2.8%	17.3%	(0.1)	-0.6%
Total Occupancy Percentage	66.4%	61.3%	5.1	8.3%	63.3%	3.1	4.9%
Vacant	33.6%	38.7%	(5.1)	-13.2%	36.7%	(3.1)	-8.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$35,351,944	\$25,508,849	\$9,843,095	38.6%	\$28,026,347	\$7,325,597	26.1%
Comp	\$8,447,490	\$5,537,603	\$2,909,887	52.5%	\$8,212,529	\$234,961	2.9%
28 Day	\$5,758,387	\$3,055,207	\$2,703,181	88.5%	\$4,235,049	\$1,523,338	36.0%
Total Revenue	\$49,557,821	\$34,101,658	\$15,456,163	45.3%	\$40,473,925	\$9,083,896	22.4%
Average Rates							
Cash	\$128.03	\$110.11	\$17.92	16.3%	\$120.82	\$7.21	6.0%
Comp	\$130.73	\$99.92	\$30.81	30.8%	\$120.18	\$10.55	8.8%
28 Day	\$48.30	\$26.26	\$22.04	83.9%	\$37.52	\$10.78	28.7%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	221,776	187,815	33,961	18.1%	181,145	40,631	22.4%
Comp	64,469	55,230	9,239	16.7%	68,250	(3,781)	-5.5%
28 Day	28,410	9,017	19,393	215.1%	9,222	19,188	208.1%
Total Occupied Rooms	314,655	252,062	62,593	24.8%	258,617	56,038	21.7%
Vacant	152,401	179,386	(26,985)	-15.0%	172,831	(20,430)	-11.8%
Total Available Rooms	467,056	431,448	35,608	8.3%	431,448	35,608	8.3%
Percentage of Occupancy							
Cash	47.5%	43.5%	4.0	9.2%	42.0%	5.5	13.1%
Comp	13.8%	12.8%	1.0	7.8%	15.8%	(2.0)	-12.7%
28 Day	6.1%	2.1%	4.0	190.5%	2.1%	4.0	190.5%
Total Occupancy Percentage	67.4%	58.4%	9.0	15.4%	59.9%	7.5	12.5%
Vacant	32.6%	41.6%	(9.0)	-21.6%	40.1%	(7.5)	-18.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$28,710,474	\$20,099,468	\$8,611,006	42.8%	\$21,582,944	\$7,127,530	33.0%
Comp	\$8,438,924	\$5,524,865	\$2,914,059	52.7%	\$8,206,217	\$232,707	2.8%
28 Day	\$2,374,849	\$364,277	\$2,010,572	551.9%	\$751,112	\$1,623,737	216.2%
Total Revenue	\$39,524,247	\$25,988,610	\$13,535,637	52.1%	\$30,540,273	\$8,983,974	29.4%
Average Rates							
Cash	\$129.46	\$107.02	\$22.44	21.0%	\$119.15	\$10.31	8.7%
Comp	\$130.90	\$100.03	\$30.87	30.9%	\$120.24	\$10.66	8.9%
28 Day	\$83.59	\$40.40	\$43.19	106.9%	\$81.45	\$2.14	2.6%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	22,002	18,136	3,866	21.3%	21,253	749	3.5%
Comp	24	83	(59)	-71.1%	25	(1)	-4.0%
28 Day	3,233	3,527	(294)	-8.3%	4,713	(1,480)	-31.4%
Total Occupied Rooms	25,259	21,746	3,513	16.2%	25,991	(732)	-2.8%
Vacant	17,737	18,430	(693)	-3.8%	13,055	4,682	35.9%
Total Available Rooms	42,996	40,176	2,820	7.0%	39,046	3,950	10.1%
Percentage of Occupancy							
Cash	51.2%	45.1%	6.1	13.5%	54.4%	(3.2)	-5.9%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%
28 Day	7.5%	8.8%	(1.3)	-14.8%	12.1%	(4.6)	-38.0%
Total Occupancy Percentage	58.7%	54.1%	4.6	8.5%	66.6%	(7.9)	-11.9%
Vacant	41.3%	45.9%	(4.6)	-10.0%	33.4%	7.9	23.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,604,908	\$1,134,722	\$470,186	41.4%	\$1,384,301	\$220,607	15.9%
Comp	\$2,959	\$10,168	(\$7,209)	-70.9%	\$3,125	(\$166)	-5.3%
28 Day	\$152,670	\$132,771	\$19,899	15.0%	\$243,341	(\$90,671)	-37.3%
Total Revenue	\$1,760,537	\$1,277,661	\$482,876	37.8%	\$1,630,767	\$129,770	8.0%
Average Rates							
Cash	\$72.94	\$62.57	\$10.37	16.6%	\$65.13	\$7.81	12.0%
Comp	\$123.29	\$122.51	\$0.78	0.6%	\$125.00	(\$1.71)	-1.4%
28 Day	\$47.22	\$37.64	\$9.58	25.5%	\$51.63	(\$4.41)	-8.5%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	5,150	4,882	268	5.5%	4,243	907	21.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	54,747	56,628	(1,881)	-3.3%	60,184	(5,437)	-9.0%
Total Occupied Rooms	59,897	61,510	(1,613)	-2.6%	64,427	(4,530)	-7.0%
Vacant	14,847	20,094	(5,247)	-26.1%	14,564	283	1.9%
Total Available Rooms	74,744	81,604	(6,860)	-8.4%	78,991	(4,247)	-5.4%
Percentage of Occupancy							
Cash	6.9%	6.0%	0.9	15.0%	5.4%	1.5	27.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.2%	69.4%	3.8	5.5%	76.2%	(3.0)	-3.9%
Total Occupancy Percentage	80.1%	75.4%	4.7	6.2%	81.6%	(1.5)	-1.8%
Vacant	19.9%	24.6%	(4.7)	-19.1%	18.4%	1.5	8.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$217,599	\$186,148	\$31,451	16.9%	\$183,494	\$34,105	18.6%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,572,179	\$1,441,890	\$130,289	9.0%	\$1,466,363	\$105,816	7.2%
Total Revenue	\$1,789,778	\$1,628,038	\$161,740	9.9%	\$1,649,857	\$139,921	8.5%
Average Rates							
Cash	\$42.25	\$38.13	\$4.12	10.8%	\$43.25	(\$1.00)	-2.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.72	\$25.46	\$3.26	12.8%	\$24.36	\$4.36	17.9%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	7,589	3,421	4,168	121.8%	6,044	1,545	25.6%
Comp	122	110	12	10.9%	63	59	93.7%
28 Day	21,234	34,241	(13,007)	-38.0%	26,248	(5,014)	-19.1%
Total Occupied Rooms	28,945	37,772	(8,827)	-23.4%	32,355	(3,410)	-10.5%
Vacant	15,199	7,271	7,928	109.0%	12,998	2,201	16.9%
Total Available Rooms	44,144	45,043	(899)	-2.0%	45,353	(1,209)	-2.7%
Percentage of Occupancy							
Cash	17.2%	7.6%	9.6	126.3%	13.3%	3.9	29.3%
Comp	0.3%	0.2%	0.1	50.0%	0.1%	0.2	200.0%
28 Day	48.1%	76.0%	(27.9)	-36.7%	57.9%	(9.8)	-16.9%
Total Occupancy Percentage	65.6%	83.9%	(18.3)	-21.8%	71.3%	(5.7)	-8.0%
Vacant	34.4%	16.1%	18.3	113.7%	28.7%	5.7	19.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$246,131	\$209,126	\$37,005	17.7%	\$265,012	(\$18,881)	-7.1%
Comp	\$5,208	\$2,570	\$2,638	102.6%	\$3,187	\$2,021	63.4%
28 Day	\$565,798	\$548,999	\$16,799	3.1%	\$537,972	\$27,826	5.2%
Total Revenue	\$817,137	\$760,695	\$56,442	7.4%	\$806,171	\$10,966	1.4%
Average Rates							
Cash	\$32.43	\$61.13	(\$28.70)	-46.9%	\$43.85	(\$11.42)	-26.0%
Comp	\$42.69	\$23.36	\$19.33	82.7%	\$50.59	(\$7.90)	-15.6%
28 Day	\$26.65	\$16.03	\$10.62	66.3%	\$20.50	\$6.15	30.0%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	14,808	11,991	2,817	23.5%	14,283	525	3.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	10,192	11,997	(1,805)	-15.0%	10,615	(423)	-4.0%
Total Occupied Rooms	25,000	23,988	1,012	4.2%	24,898	102	0.4%
Vacant	9,584	7,681	1,903	24.8%	7,563	2,021	26.7%
Total Available Rooms	34,584	31,669	2,915	9.2%	32,461	2,123	6.5%
Percentage of Occupancy							
Cash	42.8%	37.9%	4.9	12.9%	44.0%	(1.2)	-2.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	29.5%	37.9%	(8.4)	-22.2%	32.7%	(3.2)	-9.8%
Total Occupancy Percentage	72.3%	75.7%	(3.4)	-4.5%	76.7%	(4.4)	-5.7%
Vacant	27.7%	24.3%	3.4	14.0%	23.3%	4.4	18.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,347,235	\$2,984,654	\$362,581	12.1%	\$3,483,501	(\$136,266)	-3.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$962,868	\$491,210	\$471,658	96.0%	\$1,037,055	(\$74,187)	-7.2%
Total Revenue	\$4,310,103	\$3,475,864	\$834,239	24.0%	\$4,520,556	(\$210,453)	-4.7%
Average Rates							
Cash	\$226.04	\$248.91	(\$22.87)	-9.2%	\$243.89	(\$17.85)	-7.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$94.47	\$40.94	\$53.53	130.8%	\$97.70	(\$3.23)	-3.3%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,311	2,949	(638)	-21.6%	2,603	(292)	-11.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,311	2,949	(638)	-21.6%	2,603	(292)	-11.2%
Vacant	9,796	10,009	(213)	-2.1%	9,911	(115)	-1.2%
Total Available Rooms	12,107	12,958	(851)	-6.6%	12,514	(407)	-3.3%
Percentage of Occupancy							
Cash	19.1%	22.8%	(3.7)	-16.2%	20.8%	(1.7)	-8.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	19.1%	22.8%	(3.7)	-16.2%	20.8%	(1.7)	-8.2%
Vacant	80.9%	77.2%	3.7	4.8%	79.2%	1.7	2.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$347,944	\$227,793	\$120,151	52.7%	\$318,600	\$29,344	9.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$347,944	\$227,793	\$120,151	52.7%	\$318,600	\$29,344	9.2%
Average Rates							
Cash	\$150.56	\$77.24	\$73.32	94.9%	\$122.40	\$28.16	23.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority

Home Owner Rental

March 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,480	2,468	13	0.5%	2,388	92	3.9%
Comp	1	-	1	100.0%	-	1	100.0%
28 Day	1,399	954	445	46.7%	1,907	(508)	-26.6%
Total Occupied Rooms	3,880	3,421	459	13.4%	4,295	(415)	-9.7%
Vacant	13,328	12,049	1,279	10.6%	9,130	4,198	46.0%
Total Available Rooms	17,208	15,470	1,738	11.2%	13,425	3,783	28.2%
Percentage of Occupancy							
Cash	14.4%	16.0%	(1.6)	-10.0%	17.8%	(3.4)	-19.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	8.1%	6.2%	1.9	30.6%	14.2%	(6.1)	-43.0%
Total Occupancy Percentage	22.5%	22.1%	0.4	1.8%	32.0%	(9.5)	-29.7%
Vacant	77.5%	77.9%	(0.4)	-0.5%	68.0%	9.5	14.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$877,653	\$666,938	\$210,715	31.6%	\$808,495	\$69,158	8.6%
Comp	\$399	\$0	\$399	100.0%	\$0	\$399	100.0%
28 Day	\$130,023	\$76,060	\$53,964	70.9%	\$199,206	(\$69,183)	-34.7%
Total Revenue	\$1,008,075	\$742,997	\$265,078	35.7%	\$1,007,701	\$374	0.0%
Average Rates							
Cash	\$353.89	\$270.29	\$83.60	30.9%	\$338.57	\$15.32	4.5%
Comp	\$399.00	\$0.00	\$399.00	100.0%	\$0.00	\$399.00	100.0%
28 Day	\$92.94	\$79.75	\$13.19	16.5%	\$104.46	(\$11.52)	-11.0%