



RenoTahoe®

BOARD OF DIRECTORS

Thursday, May 25, 2023



RenoTahoe[®]

BOARD OF DIRECTORS



Charlene Bybee
Chair



Hillary Schieve
Vice Chair



Stephen Ascuaga
Secretary | Treasurer



Andy Chapman
Board Member



Alexis Hill
Board Member



Shannon Keel
Board Member



Rick Murdock
Board Member



Jessica Sferrazza
Board Member



Ann Silver
Board Member

RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
NOTICE OF PUBLIC MEETING
REGULAR MEETING OF THE BOARD OF DIRECTORS
Thursday, May 25, 2023, at 9:00 a.m.
Reno-Sparks Convention and Visitors Authority
4065 S. Virginia Street, Board Room
Reno, Nevada

BOARD OF DIRECTORS:

Councilwoman Charlene Bybee, Chair

Mayor Hillary Schieve
Mr. Stephen Ascuaga
Mr. Andy Chapman
Ms. Shannon Keel

Commissioner Alexis Hill
Mr. Rick Murdock
Ms. Jessica Sferrazza
Ms. Ann Silver

THIS NOTICE AND AGENDA HAVE BEEN POSTED PER NRS REQUIREMENT, 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 Administration Building
RSCVA Website: www.rscva.com/public-meetings

Reno City Hall
Sparks City Hall
McKinley Arts & Culture Center
Washoe Co. Reno Downtown Library
Online at <http://notice.nv.gov/>

This meeting is being livestreamed and may be viewed by the public at the following link: www.rscva.com/public-meetings

Items on the agenda are for possible action by the Board of Directors unless stated otherwise. Items will not necessarily be considered in the order listed. The Board 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. Pursuant to NRS 241.020(6), supporting material is made available to the general public at the same time it is provided to the Board. The designated contact to obtain support materials is Lisa Farmer, 4065 South Virginia Street, Suite 100, Reno, NV (775) 827-7618.

AGENDA

A. OPENING CEREMONIES

Call to Order
Pledge of Allegiance
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. CONSENT AGENDA:

1. Approval of the Agenda of the May 25, 2023, Regular Meeting of the Board of Directors

For Possible Action
2. Approval of the Minutes of the April 27, 2023, Regular Meeting of the Board of Directors

For Possible Action

D. PRESENTATIONS

- D1. Presentation: Portable Indoor Track Feasibility and Economic Impact
RSCVA Staff with the assistance of Mr. Jason Boudrie, Founder and CEO of Synergy Sports, and Mr. John Mansoor, Executive Director, Pacific Association USA Track and Field, will share the history of looking into a possible indoor track, the results of an indoor track assessment, feasibility study, and economic impact report and provide an update on business potential and opportunities for Reno-Tahoe associated with a portable indoor track.

Information Only
- D2. Presentation: University of Nevada and RSCVA Partnership – Portable Indoor Track
Ms. Stephanie Rempe, Athletic Director, University of Nevada Athletics and Mr. Brian Sandoval, President, University of Nevada will share the impact an indoor track would have on the **Women's** Indoor Track Team and individual Nevada athletes; provide information on a potential partnership between Nevada Athletics and RSCVA on a storage agreement for a portable indoor track; and discuss the impact a portable indoor track will have on the University of Nevada, Nevada Athletics, student athletes, and the Reno, Sparks, and Lake Tahoe community.

Information Only
- D3. Presentation: Portable Indoor Track, Track Equipment, and Portable Bleachers
Mr. Don Paige, Owner and President of Paige Design Group, will inform the RSCVA Board of Directors about the requirements for an indoor track, track equipment, and portable bleachers. Mr. Paige will share the design and equipment needed for Reno Tahoe to be competitive in attracting all levels of indoor track events including but not limited to: NCAA National Championships, Masters Meets, USA Track and Field, Amateur Athletic Union (AAU), High School Invitationals, and high school and middle school indoor track meets.

Information Only

E. BOARD MATTERS

- E1. Review, Discussion, and Possible Action regarding the Acquisition of the Portable Indoor Track, Indoor Track Equipment and Portable Bleachers
The RSCVA Board of Directors is being asked to review, discuss, and approve staff's recommendation to award the Request for Proposal 2023-OP02 for the acquisition of the following:
- a) Portable Indoor Track from Truckee Meadows Construction, Inc. in an amount not to exceed \$3,462,390;
 - b) Portable Bleachers from FSI/Flooring Solutions, Inc in an amount not to exceed \$1,208,630.42; and
 - c) Track Equipment from USC in an amount not to exceed \$365,399.81
- If approved, the Board is requested to further authorize RSCVA Legal Counsel and the RSCVA President/CEO to negotiate contracts with the above-mentioned providers consistent with the foregoing terms and to authorize the President/CEO to execute the final written agreement(s).
- For Possible Action

E2. PUBLIC HEARING: Review and Adoption of the Reno-Sparks Convention and Visitors Authority Fiscal Year 2023-2024 Budget (Resolution #600)

There will be a public hearing on the RSCVA 2023-2024 Fiscal Year Budget, including the FY 2023-2024 Capital Improvement Plan. The RSCVA Board is being asked to review and discuss the budget and approve Resolution #600 to adopt the Fiscal Year 2023-2024 Budget.

An initial draft of the proposed budget was presented to and approved in an advisory capacity by the Finance and Facilities Committee on May 9, 2023.

For Possible Action

E3. Review Presentations, Discussion, and Possible Action to Approve and Award the Request for Proposal 2023-ADMN01 for the Reno-Sparks Convention and Visitors Authority Executive Search Firm

RFP 2023-ADMN01 is for a professional service and as such is exempt from the competitive bidding requirement of NRS Chapter 332. The Board will receive presentations from two respondents: (i) Ms. Andrea Bricca, Managing Partner of DHR Global; and (ii) Ms. Tina Winner, Manager Partner of Winner Partners. The Board of Directors is being asked to review, discuss, and take possible action to select one of the search firms to conduct the RSCVA President/CEO search, and to provide further direction to staff regarding terms to be included in a final contract.

For Possible Action

E4. Review, Discussion, and Possible Action regarding the United States Bowling Congress (USBC) Proposal to **Adjust the Women's Championship** Future Schedule at the National Bowling Stadium

The RSCVA Board of Directors is being asked to review, discuss, and approve staff's recommendation to accept the Amendment proposed by the United States Bowling Congress (USBC) to the current Agreement between USBC, RSCVA, and the City of Reno to **adjust the Women's Championship future schedule at the National Bowling Stadium** by moving the 2025 **Women's Championship** to 2028 and the 2030 **Women's Championship** to 2033; and to authorize the President/CEO to execute the proposed amendment on behalf of the RSCVA.

For Possible Action

E5. 2023/2024 Special Events Partnership Funding Recommendation Award Allocations

The RSCVA Board is being asked to review and approve the RSCVA's proposed funding allocation recommendations for 2023/2024 Special Events Fund program and approve the distribution of funds not to exceed \$500,000.

For Possible Action

F. BOARD MEMBER ANNOUNCEMENTS, REPORTS, AND UPDATES

RSCVA Board Members may share announcements, reports, updates, and requests for information. This item is informational only, and no discussion among Board Members will take place on this item.

Information Only

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 & Visitors Authority
Meeting held Thursday, April 27, 2023, at 9:00 a.m.
Reno-Sparks Convention and Visitors Authority
4065 S. Virginia Street, Board Room, Reno, Nevada

The Reno-Sparks Convention & Visitors Authority Board of Directors met at 9:00 am on Thursday, April 27, 2023. The meeting was properly noticed & posted in compliance with the Nevada Open Meeting Law.

A. OPENING CEREMONIES

A1. Call to Order

Chair Charlene Bybee called the meeting to order at 9:00 am.

A2. Pledge of Allegiance

Chair Bybee asked Board Member Murdock to lead the pledge.

A3. Roll Call

The Clerk of the Board took roll call.

Board Members Present:

Councilwoman Charlene Bybee, RSCVA Chair
Stephan Ascuaga, RSCVA Board Member
Andy Chapman, RSCVA Board Member
Shannon Keel, RSCVA Board Member [Arrived 9:17 am]
Rick Murdock, RSCVA Board Member
Ann Silver, RSCVA Board Member
Jessica Sferrazza, RSCVA Board Member

Board Members Absent:

Mayor Hillary Schieve, RSCVA Vice Chair
Commissioner Alexis Hill, Board Member

RSCVA Executive Staff Present:

Charles Harris, President & CEO
Courtney Jaeger, Vice President, Finance
Trent LaFerriere, Vice President, Facilities
Mike Larragueta, Vice President, Sales
Christina Erny, Vice President, Marketing
Art Jimenez, Executive Director of Tourism Sales
Ben McDonald, Senior Director of Communications and Public Affairs
RSCVA Legal Counsel:
Benjamin Kennedy, Dickson Wright
Board Clerk:
Lisa Farmer, Executive Assistant to the President & CEO

B. COMMENTS FROM THE FLOOR BY THE PUBLIC

Chair Bybee opened the floor to public comment, there was none. Public comment was closed.

C. CONSENT AGENDA:

1. Approval of the Agenda of the April 27, 2023, Regular Meeting of the Board of Directors
2. Approval of the Minutes of the March 23, 2023, Regular Meeting of the Board of Directors
3. **Approval of Staff's Recommendation to Accept the Proposal from Destination Analysts for the RSCVA 2023 Visitor Profile Study in an Amount not to Exceed \$150,000**
4. **Approval of Staff's Recommendation to Accept the Reno Events Center Renovation Furniture and Wall Coverings Proposal in an Amount not to Exceed \$177,056.50**
This item was addressed under Item E – Board Matters.
5. **Approval of Staff's Recommendation to Award RFP 2023-OP01 for the Reno-Sparks Convention Center Exhibit Halls Interior Painting Project in an Amount not to Exceed \$257,680**
6. **Approval of Staff's Recommendation to Award RFP 2022-MKT01 for the Design, Development, Maintenance, Repair, and Optimization of a New Website in an Amount not to Exceed \$400,000**
This item was addressed under Item E – Board Matters.

Chair Bybee noted that for item C4, the estimate had changed since the materials had been provided. The estimate was now \$164,632.88. Board Member Sferrazza asked to remove item C4 from the consent agenda. Chair Bybee asked to pull item C6 and address it under Item G, Board Matters.

Council Member Sferrazza asked to pull item C4 from the consent agenda.

Motion: Move to approve consent agenda items C1 through C3 and C5 as presented.

Moved by: Board Member Ascuaga

Seconded by: Board Member Silver

Aye: Board Members: Ascuaga, Bybee, Chapman, Keel, Murdock, and Silver

Nay:

Absent: Board Members: Hill, Schieve

Abstain:

Vote: Motion passed 7-0-2

D. EXECUTIVE UPDATES

D1. Reno-Sparks Convention and Visitors Authority CEO Update

President and CEO Mr. Charles Harris highlighted a couple of items from the CEO report provided to the Board. Taxable room night revenue for February set a new record, with more than \$32M collected. It was the sixth time in eight months of record setting room tax collection by the RSCVA. Mr. Harris reported that he and staff from the Marketing and Sales Departments had a workshop with Athletic Director Stephanie Rempe and University of Nevada Athletics staff.

Approximately 40 people attended to discuss ways to jointly work together to extend marketing reach through the media and other opportunities available to Nevada Athletics. Reno Tahoe also provided information and discussed new possibilities for advertising the area to university recruits. Nevada Athletics was also looking to extend their reach to individuals attending meetings and conventions. Mr. Harris said it was very productive and he was looking forward to working collaboratively on the to do list that was generated.

Mr. Harris attended the Destination Capitol Hill event in Washington, D.C. It was an opportunity to meet with elected officials to discuss what is happening in Reno Tahoe, but also in the travel industry. Concerns were shared about the long wait for Visas, limiting international travel as countries continue to open up. While in Washington DC, Mr. Harris also attended the US Travel Board meeting.

The Sales team finished March with 115% to goal for March and 94% to goal for FY23 with 207,000 group room nights booked. Facility rentals exceeded goals for FY23 as well, collecting over \$750,000 so far this year. The Reno Sparks Convention Center (RSCC) was maintaining an approximate 45% occupancy rate. The ancillary revenue surrounding RSCC rentals was up almost \$1.8M, this combined with rental left revenues over \$2.5M budget estimates for the year.

Board Member Sferrazza asked what the growth in RSCC rentals was attributed to. Mr. Harris said the Sales Team was doing a great job selling from outside the area as well as locally. They had been layering groups which was also helping. Mr. Mike Larraguetta, Vice President of Sales, agreed, adding that the Sales staff in the RSCC had the ability to sell space that would be used within 365 days and had done a great job attracting local businesses and organizations to hold their meetings and events at the RSCC.

Board Member Chapman said in looking at the Washoe - Tahoe trends related to occupancies and room revenues, in the past has been steady in terms of room tax revenues due to higher Average Daily Rates (ADRs) and occupancy. The main property in the area was voluntarily reducing their occupancy to 80% and was able to sustain previous levels by increasing room rates. However, this **was leveling out and would be affected by the property's recent decision** to postpone some improvements that they previously thought would close the location for some time. In looking at the most recent revenue numbers, it appears to be down 25% as ADRs start to soften. Mr. Harris acknowledged that this was being seen in all of the Reno Tahoe area and nationwide due to inflation, lay-offs, and trends with international markets. Fortunately, Finance had conservatively budgeted for the year anticipating some bumps in the road. Chair Bybee added that inflation was being felt by local governments as well. Revenue streams can be good, but with increasing costs for services and goods due to inflation, deficits were starting to appear.

E. BOARD MATTERS

E1. Discussion and Possible Action to Approve a Funding Request from the Reno Air Races Association in an amount up to \$250,000

Board Member Chapman shared the discussion that was held on this request at the recent Special Events Committee meeting. Mr. Chapman summarized the request by the Reno Air Races Association (RARA) for \$250,000 to help offset increased costs for the last air race event to be held in September 2023. After hearing from Mr. Tony Logoteta and much discussion, the Committee decided **to deny the request as it didn't necessarily meet the criteria of the Special Events funding and bring the item to the full Board of Directors for consideration.**

Board Member Sferrazza added that the Committee was supportive of providing some funding but had challenges with the amount requested. The Reno Air Races Association had submitted a request for \$150,000 via the Special Events Fund Program for marketing and broadcasting. The internal staff meeting to decide the funding of the Special Events Fund applications has not happened yet, so it **hadn't been decided what the allocation would be for the upcoming year. Historically the RARA** received approximately \$125,000 from that fund. The Special Events Committee although supportive, **didn't think the request met the intent of the Opportunity Fund and suggested bringing the request** to the full Board of Directors to consider possible funding from the General Fund, possibly through a budget augmentation. Ms. Sferrazza added that the Reno Tahoe Airport Authority (RTAA) was supporting the RARA through sponsorship and in-kind contributions. Board Member Murdock said the Nevada Commission on Tourism (NCOT) was looking to provide financial assistance to the RARA as well in an amount to be determined.

Mr. Tony Logoteta, RARA Chief Operating Officer, gave a short presentation sharing details about the Reno Air Races history, regional impact, and current event planning. This was the last year of racing in Reno, there would be an air show held in 2024. RARA recently had a change in the way insurance was provided and expenses for their insurance policy had increased significantly to approximately \$1.4M. RARA was requesting \$250,000 from Reno Tahoe making RSCVA the title sponsor for the event. If the Board was not comfortable with the amount discussed at the Special Events Committee, Mr. Logoteta said he was prepared with another option at \$150,000.

Discussion followed regarding the proposed 2024 air show. Mr. Logoteta said it was planned to be a celebration of the 60th anniversary of the Reno Air Races in 2024, with the departure of the racing component, RARA still planned to recognize the anniversary. Board Member Murdock asked if RSCVA could be provided with TV advertising allotments or some type of advantage for the 2024 event should Reno Tahoe provide sponsorship funds this year. Mr. Logoteta said that could be done. Previously Stihl had been the presenting sponsor recognized on the broadcasts. They were not involved this year, the amount being requested, if granted would make Reno Tahoe the presenting sponsor and would provide those types of opportunities. There were current efforts to create two television series that would be aired on Amazon. Any marketing, press pieces, or production would include the Reno Tahoe logo and information.

Board Member Sferrazza asked if the event was being held during a slower time in the tourist season. Board Member Ascuaga said regardless, his property (The Peppermill), would be full. September was part of their peak times. He acknowledged that the Air Races are a signature event, however every weekend in September has a major event scheduled. Board Member Sferrazza asked if the scholarships would be funded out of the amount requested. Mr. Logoteta said there was direct funding for the scholarships from a different foundation.

Discussion followed regarding what would be provided with a sponsorship for \$150,000. Mr. Harris said RARA had provided information on the standard sponsorship packages. A lot of what is listed as benefits of the sponsorship levels, RSCVA already gets through the Special Events Funding program. Two individualized packages were being created, one for \$250,000 and one for \$150,000. Mr. Harris was working directly with Mr. Logoteta on what those would look like and would send them to the Board once they had been drafted. The main differentiator between the two levels was being named **the "Presenting Sponsor" at the \$250,000 level. At \$150,000 there were opportunities to be provided** with chalets (suites) for attending/viewing the event. Board Member Sferrazza said with the request submitted to the Special Events Fund program at \$150,000 and a separate sponsorship of \$150,000, Reno Tahoe should be named a presenting sponsor. Mr. Harris clarified that historically the event **had received \$120K to \$125K from the Special Events Fund, which was a little less than RARA's ask.**

Board Member Murdock asked if the RSCVA had opportunities to bring customers and clients into the area to see the event and use the chalets. Was there a big benefit to the RSCVA to have the chalets? Vice President Larraguetta said the Sales Department would work to bring prospective and new clients to the event. That weekend Nevada Football was hosting University of Kansas, which would bring a significant number of fans to the area. They would look to attract customers from that area. Vice President of Marketing Christina Erny said Marketing could look to invite influencers and add **efforts to increase the event's exposure.**

Board Member Ascuaga asked how the event sponsorships were going. Mr. Logoteta said they were going well for the smaller sponsorship packages, however with Stihl leaving, typically the largest sponsor, the overall sponsorship revenue was down as it was tough to find a business to take over that spot, particularly with this being the last year of the event. Board Member Ascuaga clarified that the request submitted to the Special Events Fund program was for \$150,000 cash. He asked how much NCOT was considering providing. Board Member Murdock said \$50K to \$100K had been floated, but nothing was official yet.

Chair Bybee asked about ticketing projections. Mr. Logoteta said tickets sales were up when looking at a year to year comparison from \$2.3M to \$2.5M. Chair Bybee asked if seating capacity could be expanded to address the increase in attendees. Mr. Logoteta said they would be renting additional temporary grandstands. With supply chain challenges, the amount of rental of those had almost doubled.

Board Member Chapman left the meeting at 9:48 am. He returned at 9:52 am.

Discussion followed regarding ticket prices, possible continuation of the scholarship program, and attendance projections for an air show versus air racing. Board Member Silver too was in favor of contributing to the RARA based on an agreement that would include the 2024 air show. Board Member Sferrazza said she was prepared to support the RARA at \$150K from the General Fund in return for being the Title Sponsor for both 2023 and 2024. Chair Bybee clarified that the motion would create a budget line item in the General Fund for \$150,000 for FY24.

Motion: Move to approve sponsorship of the Reno Air Races as Title Sponsor for \$150,000.

Moved by: Board Member Sferrazza

Seconded by: Board Member Murdock

Board Member Silver asked to amend the motion to be listed as the Title Sponsor for only the 2024 event, not the 2023 event. She said the risks tied to racing events could be complicated. Being a Title Sponsor in 2024 will allow adequate time to really promote and prepare for the air race and the 60th anniversary recognition.

Motion Amendment: Move to approve up to \$150,000 for sponsorship in FY24 of the Reno Air Races and allow staff to negotiate a sponsorship package for the Air Races and a Title Sponsor assignment for the 2024 Air Show.

Moved by: Board Member Sferrazza

Seconded by: Board Member Chapman

Board Member Sferrazza wanted to make sure the sponsorship for the 2023 event included the benefits like use of chalets, branding, etc. Mr. Harris said he would work with Mr. Logoteta to create a custom package. He suggested the Board approve the sponsorship and allow staff to negotiate a package that would offer incentives that would go beyond what is provided normally with the **RSCVA's grant provided via the Special Events Fund. The package would include benefits for both** events. Mr. Harris did remind the Board that adding a line item for \$150,000 would affect other areas. He asked Mr. Logoteta if he would be amenable to creating a package for both events. Mr. Logoteta said he was as long as the 2024 event was still eligible to apply for the Special Events Fund program.

Board Member Sferrazza expressed concerns about making a commitment to an event in 2024 that has not yet been finalized. Mr. Harris asked Mr. Logoteta if the 2024 air show was guaranteed. Mr. **Logoteta said the license is already in place for the event. He didn't have anything in writing at this** time to ensure the event would happen. Mr. Harris said the package could include a clause similar to one that was done for another multi-year event related to event cancellation.

Aye: Board Members: Ascuaga, Bybee, Chapman, Keel, Murdock, and Silver

Nay:

Absent: Board Members: Hill, Schieve

Abstain:

Vote: Motion passed 7-0-2

Chair Bybee returned to Item C4.

Approval of Staff's Recommendation to Accept the Reno Events Center Renovation Furniture and Wall Coverings Proposal in an Amount not to Exceed \$177,056.50

Board Member Sferrazza disclosed that she represents Caesar's Entertainment, and they have a business relationship with the Reno Events Center (REC). Board Member Murdock disclosed that he is employed by Caesar's Entertainment, but there was no financial benefit to him personally by voting on this item.

Mr. Harris noted that approval of this item would initiate renovations in the REC suites, which had not seen any improvements since 2005.

Motion: Move to approve consent agenda item C4 as presented.

Moved by: Board Member Chapman

Seconded by: Board Member Silver

Aye: Board Members: Ascuaga, Bybee, Chapman, Keel, Murdock, and Silver

Nay:

Absent: Board Members: Hill, Schieve

Abstain:

Vote: Motion passed 7-0-2

Item C6 was addressed next.

Approval of Staff's Recommendation to Award RFP 2022-MKT01 for the Design, Development, Maintenance, Repair, and Optimization of a New Website in an Amount not to Exceed \$400,000

Chair Bybee said she pulled this item off the consent agenda due to the large dollar amount of the contract. She asked Ms. Christina Erny, Vice President of Marketing, to provide some details about what the project and what it includes. Vice President Erny said Marketing was going out to bid for almost all of their contracts right now, including the website. The last contract was awarded in 2016 which resulted in the launch of a new website design and aesthetic. She said while the current website looks good and functions well, it was time for it to be reviewed and updated. The intent was to build a brand-new site next year. This contract would be for the construction of the new site, transfer of information to the new site, and ongoing maintenance, optimization, and management of the new website. RSCVA did receive 19 submissions for this project, two of the bidders are local. The recommended bidder is a local company and has a team of over 50 people, many of which are familiar with RSCVA and how the organization operates. Ms. Erny said their proposal was impressive and the team that evaluated the bid liked the fact that KPS3's client list expanded out outside the DMO market. Mr. Harris said four agencies came in to present, the internal committee decided that KPS3 stood out among the presentations. He acknowledged that \$400,000 was a large amount, but it encompassed a lot more than just a new look for the website.

Ms. Enry added that the proposal was to change platforms and migrate the data to the new infrastructure. The website maintenance, optimization, and management would be covered for one year, at which time another contract would be negotiated for ongoing maintenance and management. Board Member Chapman asked if this included Search Engine Optimization (SEO). Vice President Enry said that SEO was currently separate and being bid separately.

Discussion followed regarding the bid process. Vice President Enry said the bid process included an amount not to exceed. Bidders then presented what could be done for that amount (\$400K). Ms. Enry said the bids were comparable. Board Member Keel would like to see the itemized list of work with corresponding estimates that make up the \$400,000. Board Member Ascuaga said he would like to proceed and award the contract but wanted to see an itemized list of work being proposed. Board Member Sferrazza agreed, it was necessary in terms of transparency to see what was being approved for such a large dollar amount.

Ms. Enry said the actual contract hadn't been drafted yet, but once it was, it could be shared with the Board. Mr. Ben Kennedy, Legal Counsel, outlined two options for the Board to consider: 1) Approve up to \$400,000 and allow staff to negotiate a contract as long as it was less than \$400,000 and share the **contract once it's been signed; or 2) Ask staff to negotiate the contract** and bring the contract with the itemized budget back to the Board for consideration.

Motion: Move to award the bid up to \$400,000 and allow staff to negotiate the contract with KPS3 and then bring the approved contract back to the Board for review.

Moved by: Board Member Chapman

Seconded by: Board Member Ascuaga

Board Member Sferrazza wanted to make sure the contract would be provided to the Board after it was finalized. Board Member Murdock said with so many RFPs coming up, it would be beneficial to have more information to help the Board Members be better prepared. Chair Bybee said having a breakdown of the proposals would help better guide the Board. Board Member Keel said it put the **Board in a tough spot. They were not trying to hold up the bid or it wasn't that they didn't trust staff**, the Board needed to see what they were approving in the future. Mr. Kennedy clarified that the action would allow staff to negotiate and the CEO would be able to execute the contract.

Aye: Board Members: Ascuaga, Bybee, Chapman, Keel, Murdock, and Silver

Nay:

Absent: Board Members: Hill, Schieve

Abstain:

Vote: Motion passed 7-0-2

F. BOARD MEMBER ANNOUNCEMENTS, REPORTS, AND UPDATES

Chair Bybee provided an update on the CEO Search Firm. The RFP closed the day before the meeting. It was distributed to 11 different firms, two of which submitted proposals. Staff would be

opening and reviewing those bids to make sure they met the criteria. Chair Bybee would work with staff to choose a search firm and bring a recommendation back to the full Board of Directors.

Board Member Chapman announced that the Cal-Neva property was sold to a popular hotel brand, potentially it would open as a part of a well-known hotel chain. The Tahoe Regional Planning Agency (TRPA) approved plans for the Waldorf Astoria for the former Tahoe Biltmore property.

Board Member Ascuaga asked what the timeline looked like for the CEO search. Mr. Kennedy anticipated a search firm recommendation would come to the Board at their May meeting. A contract would be negotiated and then brought to the Board for possible approval in June. The search would then go from there.

Board Member Ascuaga said with the upcoming Formula 1 race in Las Vegas, NCOT was encouraging all the DMOs to market to attendees. He said it would be good to have a discussion on developing an initiative to pull some of the visitors to northern Nevada. Board Member Murdock said it was also an opportunity for Las Vegas residents to take a trip with the big influx of visitors to their city.

Board Member Murdock said the Governor's Rural Round-Up went well in Mesquite. The Lt. Governor was in attendance and has been really involved. He encouraged RSCVA to interact as much as possible with Jeremy Renner and the Rennervations program that recently debuted. It was an **amazing advertisement for Reno. The Governor's Dinner was scheduled for July 20, at which Bo Jackson** would be the guest of honor.

Board Member Sferrazza asked that the top three bidders for the Agency of Record RFP present to the Board as it was a very large contract. She agreed that having Mr. Renner as an ambassador for Reno Tahoe was a great idea.

G. COMMENTS FROM THE FLOOR BY THE PUBLIC

Chair Bybee opened the floor to public comment. There was none, public comment was closed.

H. ADJOURNMENT

Chair Bybee adjourned the meeting at 10:46 a.m.

The meeting may be viewed here: <http://www.youtube.com/live/miG6mkbE9w8?feature=share>

JASON BOUDRIE EDPF

Founder + CEO | Synergy Sports

**EDUCATION**

North Carolina State University
Finance / Economics

CERTIFICATIONS

NYU - Global Sports Management
Economic Development Financial Professional
(EDFP)

Synergy Sports, founded over ten years ago, is an industry leading sports and recreation consulting, development, and management company that specializes in multi-sport facilities, recreation centers, and programming nationally. With a mission of "Improving Lives, Bringing Families and Communities Together, Through Sport", we are well positioned to have lasting impact on the communities we serve. As a certified SBE, and with offices in Charlotte, NC and Virginia Beach, VA, we are engaged with local communities and strive to build lasting relationships. We welcome the opportunity to be an integral partner for municipalities as well as our various partners. Synergy currently has over 30 projects in development in the US and several overseas. Most of Synergy's projects are in partnership with Colleges, Universities, and Municipalities

Jason Boudrie, founder, and CEO of Synergy Sports has over 20 years of experience in sports facility development, management, operations, and financial modeling, along with a background in finance and economics. Jason is well-versed in facility design and construction and has led feasibility and economic impact studies for both private and municipality projects alike. The team at Synergy includes data analysts, finance experts, architects and general contractors, former CFO's and sports operations executives, and experts in marketing, branding, travel, and tourism.

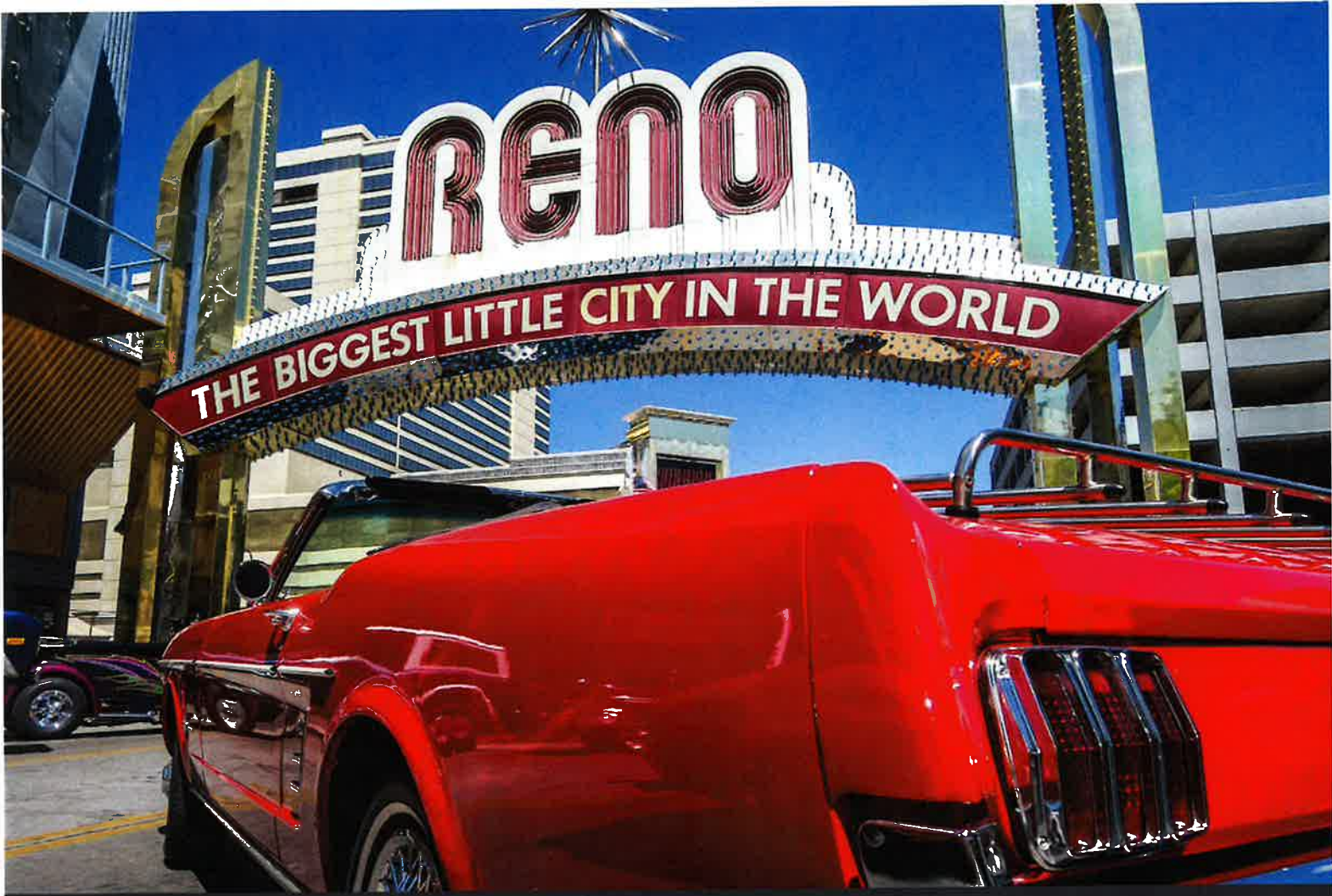


Indoor Track Assessment, Feasibility Study, and Economic Report

Reno-Sparks Convention & Visitors Authority



Executive Summary



Scope of Work

In June of 2022, Synergy Sports Global (Synergy) was engaged by the Reno-Sparks Convention & Visitors Authority to assess the viability of a publicly available Indoor Track within the Reno-Sparks Convention Center, determine its potential uses, explore the potential partnership with the University of Nevada, Reno, and develop projections on revenue, profit, number of local and non-local visitors, gaming revenue, potential number of hotel room nights, and projected economic impact.

Below is an Executive Summary of Key Findings.

Demographic & Socioeconomic Factors

- The study region is viable as a location for a community-focused facility that can also serve as a Regional Sports Tourism Destination.
- The demographic density supports the development of a temporary indoor track facility. There are over 3.6 million people within 2 hours of the proposed site location and 11,122,218 within 4 hours, the amount of time an individual or team is willing to travel in order to compete in an indoor track meet at the higher levels.

Site Location

- The Reno-Sparks Convention Center was identified as the preferred location to house an indoor track, though the specific Hall was in question. It was determined that Hall 4 would be ideal to house the indoor track.
- The indoor track can be confined to Hall 4, though for larger meets, Hall 5 would become necessary as the location for spectators.
- There is the potential for recurring events at the Convention Center to be impacted by the development of an indoor track.
- There are only two publicly available indoor track facilities in the Western United States- Albuquerque and Spokane. Neither facility is a direct competitor to a proposed facility in Reno



Building Specifics

In order to be competitive in the Regional Market, the proposed indoor track facility would need to include:

- A premanufactured 200m, portable, banked indoor track
- Upgraded facility lighting
- Upgraded facility sound
- Integration of video (temporary)
- Addition of bleachers (temporary)
- Technology Integration (wayfinding, visitor experience app, ability for push notifications, etc.)

Users

Three main user groups were identified through the assessment:

- Colleges & Universities
- AAU and USA Track & Field- amateur track organizations
- Local track clubs and community members

Cost

- It was not within the scope of this assessment to determine a specific budget for the project. It is recommended that, if the Board determines the project to be viable, an RFP be issued based on qualification, experience, and expertise, as well as cost, though cost should not be the determinant of vendor selection.
- Based on existing facilities and publicly available information, the cost range of a project of this scope can range from \$3MM-\$5MM. For the purposes of the financial analysis, a cost of \$2.5MM to \$4MM has been used.

Economic Impact, Revenue & Profitability, and ROI

- Annual Regional Economic Impact is projected to be over \$40MM annually
- The development of an indoor track would create or sustain over 250 jobs regionally
- The track project, through hosting local, sub-regional, regional, super-regional, and collegiate meets is projected to generate over \$1M in revenue per year
- The track project, through hosting local, sub-regional, regional, super-regional, and collegiate meets is projected to generate over \$650,000 in direct profit per year
- In addition to direct profit, there are projected to be over 45,000 annual visitors including over 20,000 athletes, 51,000 hotel room nights, and over \$5,000,000 spent on gaming.
- The ROI to cover the initial capital expense, based only on revenues from the track, is projected to be 4.5 years
- The Indoor Track Season runs for approximately 16 weeks

Introduction



Synergy Sports is an industry leading sports and recreation consulting, development, and management company that specializes in multi-sport facilities, recreation centers, and programming nationally. With a mission of **"Improving lives, bringing families and communities together, through sports, outreach, and impactful projects"**, we are well positioned to have lasting impact on the communities we serve. As a certified SBE, we are engaged with local communities and strive to build lasting relationships. We welcome the opportunity to be an integral partner in developing first in class facilities and programs.

Our Process

Synergy began the discovery process through in-depth interviews with key stakeholders to 1) get a clear picture of the mission, vision, values, and goals of the CVA, 2) gain a better understanding of the needs related to the development of an indoor track facility; and 3) learn more about the opportunities available to Reno by developing a seasonal track facility. Through these interviews, and over the course of the project, Synergy completed the following:

- Reviewed the overall Sports Facility industry to include:
 - Historical industry performance
 - Effects of COVID on current and future operations
 - Forward looking assessment
- Assessed the area demographics and economics to include:
 - Local, Sub-Regional, and Regional population densities
 - Local, Sub-Regional, and Regional Socioeconomic levels
 - Population Growth Trends
 - Local, Sub-Regional, and Regional Tapestry Segments
- Conducted market research to include:
 - Local, Sub-Regional, and Regional competitors
 - Local, Sub-Regional, and Regional Sports Tourism Destinations
 - Qualities and Amenities of the facilities
 - Rental, Program, and Event pricing
- Conducted test fit viability to include:
 - Determination of the ideal location for an indoor track, given the size, circumference, turn radius, and spectator requirements
- Determination of usage, potential partnerships, and opportunities to host meets
- Development of a conceptual pro forma to include:
 - Summary of performance
 - Key Financial Statements
 - Asset & Program specific assumptions
- Development of Economic Impact Reports to include:
 - Construction Phase
 - Daily Operations
 - Tournaments & Events
- Development of Jobs Created/ Supported reports for the following phases:
 - Total Economic Impact
 - Jobs Created & Supported
 - Tax Revenue



Collaborative Team

In order to achieve operational sustainability, profitability, and maximum community impact, Synergy collaborated with City staff and other key stakeholders, which included:

- Shelli Fine, Director of Sports Development, Reno-Sparks Convention Center
- Mike Larragueta, Vice President of Sales
- Jaime Shroeder, Director, City of Reno Parks & Recreation
- John Mansoor, Executive Director of the Pacific Association/USA Track and Field
- Kirk Elias, Head Cross Country Coach/ Assistant Track Coach- University of Nevada, Reno
- Chantel Twiggs, Head Track Coach, University of Nevada, Reno
- Charles Oliver ("Coach O"), Former world class track athlete, AAU Executive Board Member
- Tony Pehle, Director of Parks and Recreation, City of Sparks

As a result of multiple video and conference calls, presentations, and a comprehensive site visit, it was determined that a new indoor track housed within the Reno-Sparks Convention Center must meet the below criteria to be deemed successful:

1. **Enhance Reno, Nevada's destination brand**, by creating another significant driver of economic impact that generates additional hotel room nights, gaming revenue, and direct and indirect spending from non-local visitors
2. **Generate Economic Impact** and create and sustain local jobs
3. **Achieve operational sustainability**, thus covering the operating expenses for hosting meets
4. **Achieve profitability** and produce a ROI of 4.5 years

The report that follows expands on the overview of the process by which Synergy has assessed the opportunity for a new indoor banked track in Reno, Nevada.

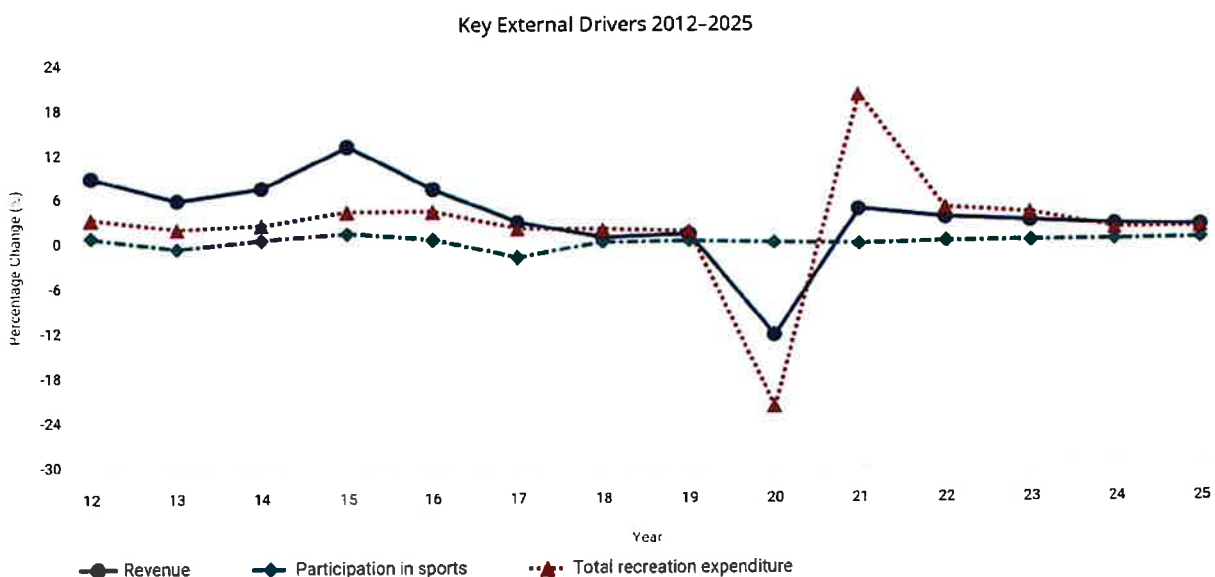
Industry Summary

Indoor Sports Facilities expanded in terms of revenue during the beginning of the current period prior to a steep decline in 2020 amid the COVID-19 (coronavirus) pandemic. During the current period, higher sports participation rates and growing public awareness of the link between physical activity and health led to an increase in demand for industry services, as relatively high per capita disposable income expanded consumer spending. However, the economic downturn due to the pandemic is expected to erase these gains, as temporary closures of establishments lead to an expected 12.5% decline in revenue in 2020 alone. As a result of these trends, industry revenue is expected to ultimately decline at an annualized rate of 0.3% to \$1.2 billion over the five years to 2020.



In addition to the coronavirus pandemic, industry growth was partially hindered over the past five years by increased competition for consumer leisure time from gyms and health and fitness clubs. Operators responded to the expanding competition, rising utility costs and constantly shifting consumer sports preferences by developing larger state-of-the-art multisport facilities. The added amenities have bolstered demand for industry facilities; however, they have also required operators to employ more workers and pay higher wages, which have ultimately resulted in a decline in industry profit. In 2020, industry profit, measured as earnings before interest and taxes, is expected to account for 12.1% of industry revenue, representing a decrease from 12.9% in 2015.

Improvements in per capita disposable income, consumer confidence and health awareness are expected to benefit industry operators over the five years to 2025. The retiring baby boomer generation will likely create opportunities for indoor sports facilities that focus on this massive potential market segment. Rising concern over childhood obesity rates and inactivity levels will also likely present industry operators with opportunities in the youth market. Over the next five years, positive demographic trends, coupled with rising per capita disposable income following the coronavirus pandemic in 2020, are expected to drive stable revenue growth. Accordingly, IBISWorld projects industry revenue to increase at an annualized rate of 3.0% to \$1.4 billion over the five years to 2025.

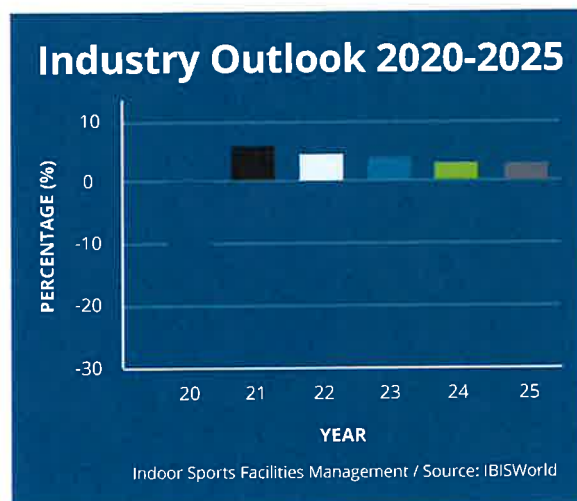




The Indoor Sports Facilities Management industry is expected to continue to expand over the five years to 2025.

As disposable income accelerates and consumer confidence rises following the COVID-19 (coronavirus) pandemic in 2020, sports participation rates will likely increase in tandem, thereby bolstering demand for industry services. Overall, per capita disposable income is projected to increase at an annualized rate of 2.3% over the next five years as the economy expands and more consumers are able to afford sports and facility fees. This is expected to lead to a rise in consumer spending, which in turn is anticipated to raise total recreation expenditure over the next five years. As a result, IBISWorld expects industry revenue to increase at an annualized rate of 3.0% to \$1.4 billion over the five years to 2025.

The number of US residents who are obese is increasing dramatically. According to surveys by the US Center for Disease Control and Prevention, obesity has increased greatly among adults. The surveys show that among adults aged 20 to 74, the prevalence of obesity rose from 15.1% in the late 1970s to 34.1% between 2003 and 2006, and again to 36.5% between 2011 and 2014 (latest data available). The healthcare system will likely be strained by a growing number of cases of heart disease, diabetes, and other obesity-related illnesses. As a result, identifying solutions to the obesity epidemic has become a political issue, as it contributes directly to increased healthcare costs. Initiatives calling for increased exercise will likely continue over the next five years, as shown by the strong results of political calls to action over the past decade. Overall, a stronger emphasis on exercise will likely make Americans more likely to use the year-round exercise services offered by indoor sports facilities.



Larger indoor facilities

It is expected that industry operators will limit the negative effects of wage pressures on profitability over the next five years by building larger indoor multisport complexes and focusing on high-margin recreational and entertainment amenities.

Larger, multisport facilities are expected to have a wider and more diversified revenue base, enabling operators to spread high fixed operating costs over more members and improve profitability. In addition, operators that offer weight rooms and fitness trainers along with indoor sports facilities will likely be able to command higher fees. It is estimated that the trend toward larger facilities will positively affect industry profitability; however, the growth of industry wages is expected to nearly match revenue growth. In 2025, industry profit, measured as earnings before interest and taxes, is forecast to account for 12.3% of revenue, representing a slight increase.

Demographic trends drive new service development

Over the next five years, population growth and demographic changes are anticipated to significantly influence revenue and industry services.

The mature market, which includes individuals aged 50 and older, will likely maintain more active lifestyles and continue to focus on physical appearance and weight. As baby boomers pass through the 40s and 50s, healthcare costs are expected to rise, creating incentives for insurers to promote preventative practices, such as fitness participation. The number of corporate fitness programs is also expected to rise. Similarly, adults over 50 years old are projected to increase over the five years to 2025, with the population of this age group increasing at an annualized rate of 1.0%.

The retiring baby boomer generation is expected to create strong opportunities for indoor sports facilities that focus on this massive potential market segment. However, according to the Physical Activity Council, seniors are more likely to favor low-impact, individual and convenient recreational activities, such as working out at fitness clubs, aerobic exercising and exercising with equipment, offered by industry competition, such as fitness gyms and health clubs. While this trend poses a competitive threat to the industry's traditional team sports services, it will likely provide expansion opportunities to new market entrants and existing operators that can easily convert their space to include new low-impact recreational options over the next five years, such as yoga and Pilates classes to target seniors.

The youth population is also a potential growth market for industry operators. While the National Sporting Goods Association has identified the market composed of individuals under the age of 17 as participating less in organized team sports, this percentage is set to increase largely due to childhood obesity concerns. Combined with these concerns, the reduction of physical education programs in schools and quality athletic training has resulted in rapid increases in children's annual involvement in private travel and club sports teams. Parents will likely continue investing in these recreational activities, fitness equipment and personal trainers over the next five years.

Accordingly, the number of enterprises is expected to increase at an annualized rate of 2.2% over the five years to 2025 to reach 10,242 operators, supported by significant opportunities in underserved local markets and demographic trends. Larger facilities will also likely need more staff on hand, particularly staff with physical training and therapy backgrounds. Therefore, industry employment is projected to increase at an annualized rate of 2.7% to reach 36,921 workers during the outlook period.



Background

The Sport of Indoor Track

Indoor track is an indoor sport with a season that spans from late-November/ early-December through March. Indoor track is run on a smaller track than outdoor track (200m vs. 400m). Additionally, indoor tracks can have banked turns, as opposed to outdoor track, which do not.

Indoor track as a sport has participants ranging from Middle School through Collegiate as well as Masters (over 40 years) and Seniors. Currently, indoor track and field is an NCAA sanctioned sport and is run internationally. The indoor track season runs from late November through March, with some exceptions. There are an estimated 500,000 athletes who compete in indoor track and field across the U.S.

Indoor Track Surface

Portable Banked Tracks rest on a structure made from steel and wood and can be dismantled, completely (both the curves and the parterre) or only partially, to facilitate maintenance of the facility, to be moved to another sports facility, or at the end of its life.

Indoor Track Meets

Indoor track meets are held in convention centers, track-specific private facilities, and on college campuses. An indoor track meet can consist of single day or multi-day meets with anywhere from two teams competing (called a dual meet) to an open meet, whereby there are no teams competing. Rather, individual participants compete against one other. Typically, indoor track meets are held Thursdays through Sundays.

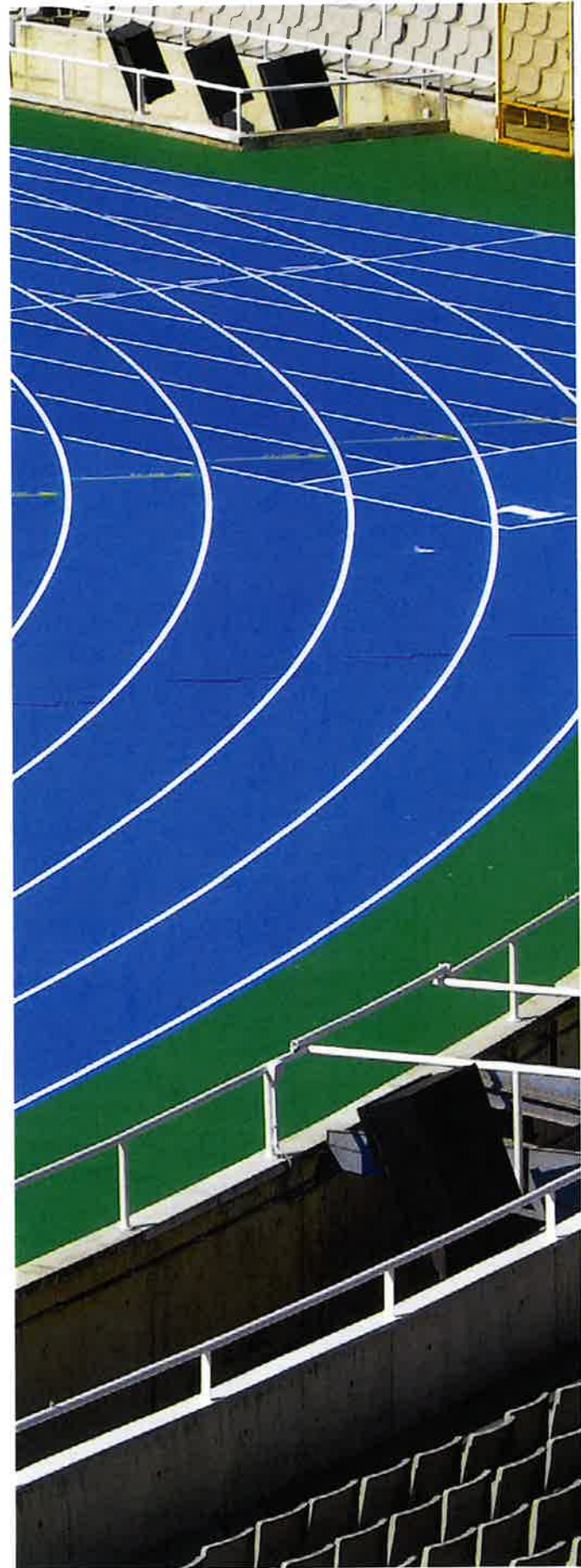
Revenue Streams

Generally speaking, indoor track meets offer several revenue streams, including:

- Individual or team registration fees
- Spectator parking
- Spectator admission
- Concessions & retail
- Sponsorships

Additionally, ancillary event revenue and non-track meet revenue can be realized. These revenue streams can include:

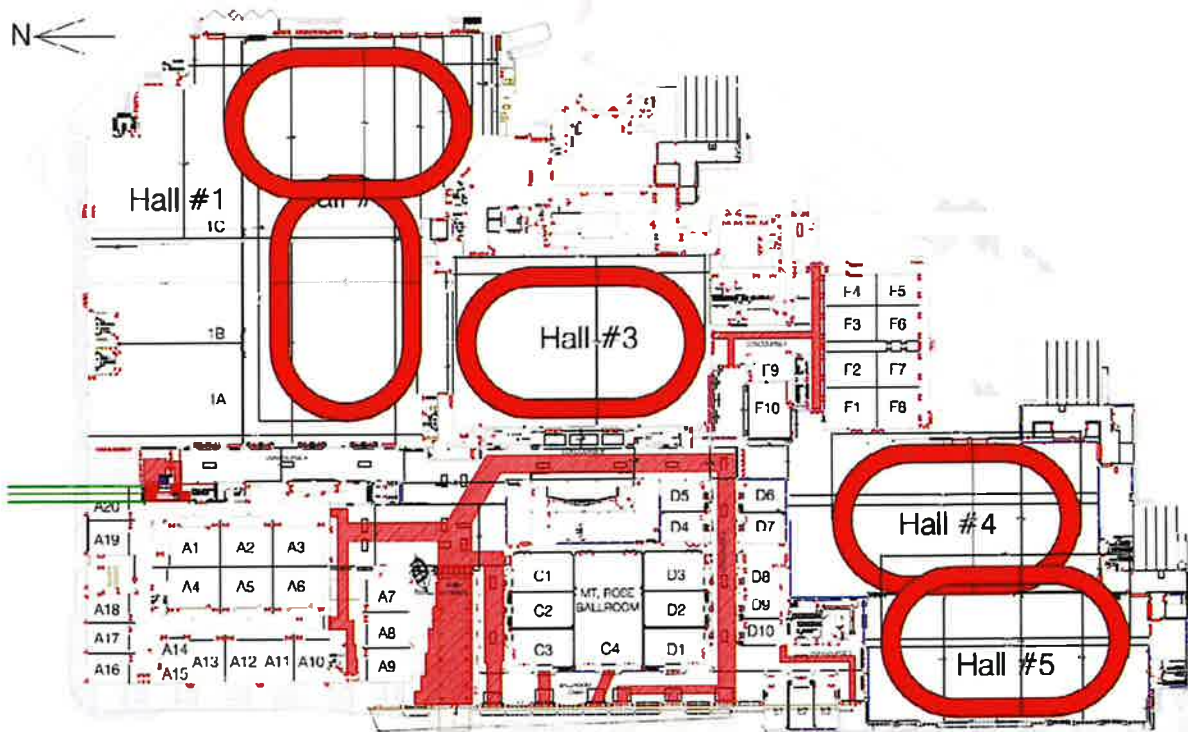
- Track rental
- Track Conferences and Conventions
- Referee certification events



Site Options



Based on conversations with the Project Team, Synergy researched the various Halls within the Reno-Sparks Convention Center to determine which hall, if any, could adequately hold the track as well as bleachers, in a way that provided an exceptional visitor experience. The various test fit results are below:



As shown above, the ideal location for an indoor track is in Hall #4, with spillover spectator areas in Hall #5. However, we note that there are other events within the track season calendar that will conflict with using both Halls #4 and #5. That discussion is found later in this assessment.

Demographic & Socioeconomic Analysis

Demographic and Socioeconomic Overview

As described in the “Our Process” section of the Introduction, Synergy conducted an in-depth demographic and socio-economic analysis of markets within the draw radius of a competitive indoor track, which was determined to be within 400 miles for the majority of meets, though USA Track & Field (USATF) and AAU Nationals will draw athletes from across the nation.

The chart below shows some of the key demographic factors used in analyzing the utilization of competing facilities by the local/ sub-regional, regional, and super-regional users, who could utilize the new sports complex. While these statistics do not serve as strict predictors of a facility's opportunity to meet its objectives, it is Synergy's opinion that they are accurate comparative measures.

KEY DEMOGRAPHIC FACTORS			
Category	30 Minutes	60 Minutes	120 Minutes
Total Population	619,706	774,874	3,632,414
Projected 5-Year Population Growth	1.35%	1.22%	0.88%
Median Age	39.2	40.3	38.9
Median Household Income	\$93,182	\$91,280	\$96,778
Projected Median Household Income Growth Trend	2.4%	2.36%	2.53%

Sources: ESRI, ArcGIS

Key Insights

- **Population Size**
 - With a local (30-minute drive time) population of over 600,000, Reno and the surrounding area can be described as well populated in the local market. There is sufficient population to draw on to attend track meets, in addition to participants and their families. Additionally, a relatively high local population offers local youth and amateur athletes the opportunity to participate in camps, clinics, training programs, etc. in a local venue.
 - With a population of nearly 800,000 in the sub-regional market (60-minute drive time), Synergy classifies the sub-regional population as well populated. Additionally, with a 120-minute drive time population of over 3.6 million and a six-hour population of over 13 million, Synergy has determined that a new indoor track should not be challenged to generate enough local and regional utilization to achieve an operationally sustainable model.
- **Population Growth**
 - With a local (30-minute drive time) population of over 600,000, Reno and the surrounding area can be described as well populated in the local market. There is sufficient population to draw on to attend track meets, in addition to participants and their families. Additionally, a relatively high local population offers local youth and amateur athletes the opportunity to participate in camps, clinics, training programs, etc. in a local venue.
 - With a population of nearly 800,000 in the sub-regional market (60-minute drive time), Synergy classifies the sub-regional population as well populated. Additionally, with a 120-minute drive time population of over 3.6 million and a six-hour population of over 13 million, Synergy has determined that a new indoor track should not be challenged to generate enough local and regional utilization to achieve an operationally sustainable model.
- **Median Age:** While the median age in the local market (43.5 yrs.) is somewhat higher than the national average of 38.5, the sub-regional median age of 37.6 yrs. And the median age within the 120-minute drive time is slightly lower. Synergy typically views a below-average age as a positive factor for viability as markets with a below-average median age typically have a higher percent of children and young adults, which are key age segments for sports and recreation. With sub-regional and regional users making up a significant proportion of the regular use, Synergy views these as favorable.
- **Median Household Income:** Median household income in the local market is approximately 6.5% below the national average of \$60,500. This may result in lower than ideal local rental costs, program fees, and other locally based use costs.

Summary

Overall, the demographic and socio-economic factors in the local/ sub-regional, regional, and super-regional markets create an opportunity for Reno to capitalize on the market and drive significant visitor spending, hotel room nights, gaming revenue, and overall tourism spending. Given the location in the region, there should not be a concern for the facility to reach operational sustainability and profitability.

Sports in the Region

Regional Indoor Track Concentration

As described in the “Our Process” section of the Introduction, Synergy reviewed the concentration of indoor tracks in the region. There is only ONE other portable banked track in the Western US, at the Albuquerque Convention Center. A recently opened track facility in Spokane, WA, called The Podium, features a hydraulic-banked track. It should be noted that a hydraulic-banked track is a permanent track that has the ability to hydraulically raise and lower, though the track surface itself cannot be removed. There are other hydraulic-banked tracks in the US, most notably the Crossplex in Birmingham, AL, Ocean Breeze in NY, Gately in Chicago, and the Virginia Beach Sports Center in Virginia Beach, VA. None of the above track facilities are considered competitors for a track in Reno.

Potential Users

Synergy assessed several different user groups and provided a summary of each below:

- University of Nevada, Reno
 - Through conversations with the University of Nevada, Reno track and field staff and administration, it was noted that the University would partner with the Reno-Sparks CVA to store the track during the off-season as well as host up to six (6) meets per year. The University would be a regular user of the facility for track training during the season
- USA Track & Field and AAU
 - National amateur track organizations
 - Each committed to 6-8 meets per year at a Reno track facility
- Local/ Regional Track Clubs

	# of Events	# of Athletes per Event	# of Spectators per Event	Length of Event (Days)	Total # of Hotel Room Nights
University of Nevada, Reno Meets	6	500	500	3	6,000
USATF National Championships	1	1,000	1,000	4	3,000
USATF NCAA Championships	1	1,000	1,000	3	2,000
USATF Masters	1	1,000	1,000	3	2,000
USATF Youth/ Jr. Olympics	1	2,000	2,000	4	6,000
USATF Conference Championships	1	1,000	1,000	3	2,000
Youth/HS/College Invitationals	6	1,000	1,000	3	12,000
AAU National Championships	1	2,000	2,000	4	6,000
AAU Invitationals	6	1,000	1,000	3	12,000
Total	24	23,000	23,000	30	51,000

Case Study: Albuquerque



Currently, Albuquerque has one of the top 200m portable indoor tracks in the country. The concept of housing a 200m indoor track within the Albuquerque Convention Center was first conceived in 2005 by City Councilman Brad Winter. Soon after the introduction of the Albuquerque track, local, regional, and national events were secured, resulting in several national and world records. Additionally, the addition of the track generated significant economic impact, visitor spending, and ultimately, positioned Albuquerque as a sports tourism destination for indoor track. **The Albuquerque track focuses more on hosting collegiate track meets rather than youth and amateur events.** Below is an excerpt from an article about the track:

“By hosting meets such as USA Track & Field and NCAA indoor championships, Albuquerque has emerged as a national destination in the world of track and field,” said Albuquerque Mayor Tim Keller. “This track is a smart investment in our recreation, sports and tourism economy that will boost our recovery from the COVID-19 pandemic.”

From day one the new Mondo track proved its value. Madrid said his staff quickly learned that the Mondo Fast Break infield—custom designed by Mondo for this installation—was surprisingly easy to set up. “The simplicity of the newly engineered infield is very exciting and exponentially faster to set up than the previous track. That will save our staff a lot of work and reduce the impact on their backs and knees during installation and takedown.”

In addition, UNM Athletic Director Eddie Nuñez said the new Mondo installation will benefit not only student-athletes but also the broader community.

“Not only does it impact our nationally ranked track and field and cross-country programs by giving us a world-class running surface and giving our student-athletes one of the best home track and field facilities in the nation,” he said, “but it allows for the continued economic growth of Albuquerque and the downtown area by allowing us to host multiple major meets, including Mountain West and NCAA championships.”

See the track [HERE](#)

Financial Considerations

Summary of Industry Benchmarks

While it is too early to develop a detailed five-year financial forecast, Synergy has evaluated the preliminary financial performance opportunities based on industry benchmarks for financial performance. These benchmarks are derived from surveys, financial reports, and actual profit and loss statements from real-world operations. Taking the vision for the new facility into account, as well as the general opportunity for sports, events, and recreation in the market, Synergy is able to provide data and information related to industry benchmarks for facility financial performance. These benchmarks are derived from case studies and data collection for existing operations that are relevant to the desired business models planned for a new indoor track.

As part of this preliminary analysis, Synergy has applied industry benchmarks to the assets outlined in the facility program. The financial performance ranges below are not intended to represent a full set of projections or to be used in place of a detailed pro forma, but rather to demonstrate how the assets and spaces included in the facilities recommended for full analysis would perform if they achieved financial performance benchmarks from the youth and amateur sports and recreation industry.

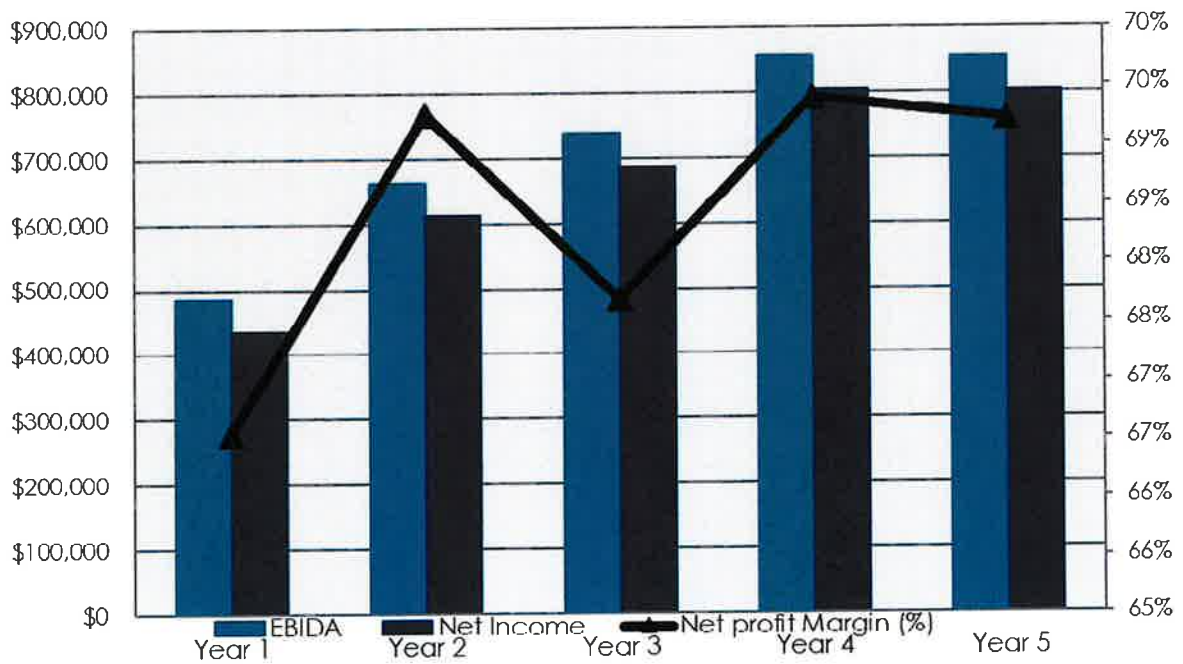
The chart below illustrates a more detailed 5-year pro forma for the project. Note that at this point in the development, the pro formas are still very conceptual. A more detailed pro forma will be developed based on committed programming, meets, rental agreements, etc. as the project is developed.

Indoor Track

	Year 1	Year 2	Year 3	Year 4	Year 5
Parking, & Gate Revenue	\$307,250	\$407,250	\$449,750	\$509,750	\$509,750
Track Meet Revenue	\$162,000	\$292,000	\$369,500	\$428,000	\$428,000
Track Rental Revenue	\$43,200	\$43,200	\$54,000	\$64,800	\$64,800
Sponsorships & Naming Rights	\$66,000	\$66,000	\$66,000	\$66,000	\$66,000
Youth/Collegiate Camps & Clinics	\$74,500	\$74,500	\$74,500	\$89,400	\$89,400
Total Revenues	\$652,950	\$882,950	\$1,013,750	\$1,157,950	\$1,157,950
Total Direct Cost	(\$138,450)	(\$190,650)	(\$239,000)	(\$270,300)	(\$270,300)
Gross profit	\$514,500	\$692,300	\$774,750	\$887,650	\$887,650
Gross Profit Margin (%)	79%	78%	76%	77%	77%
Total Other Expenses	(\$30,000)	(\$30,750)	(\$38,577)	(\$34,005)	(\$36,075)
EBIDA	\$484,500	\$661,550	\$736,173	\$853,645	\$851,575
Depreciation	(\$50,000)	(\$50,000)	(\$50,000)	(\$50,000)	(\$50,000)
Interest Expense	\$0	\$0	\$0	\$0	\$0
Interest Income	\$0	\$0	\$0	\$0	\$0
Net Income	\$434,500	\$611,550	\$686,173	\$803,645	\$801,575
Net profit Margin (%)	67%	69%	68%	69%	69%



Gross Profit, EBITDA, Net Income



Economic Impact

For the purposes of this assessment, Synergy assessed Total Regional Economic Impact (in Dollars), Jobs Created or Supported, and Tax Revenue. The below highlights the summary analysis for each category. The full Output Reports can be found in the Appendix.

CVA Impact

Through our analysis, we estimate the following impacts on area visitors and hotel night stays:

- 40,000 annual visitors
 - 28% Local
 - 20% Sub-Regional
 - 52% Regional/Super-Regional
- Estimated annual hotel night stays: 51,000

Currently, the Reno MSA has excess hotel room capacity during the months the track would be operational (November-March). Synergy views the number of annual visitors and estimated hotel night stays as positive for the development of an indoor track in Reno.

Gaming Impact

Based on a 2019 assessment commissioned by the Reno CVA, titled "Reno Tahoe 2019 Visitor Profile Survey", it was noted that:

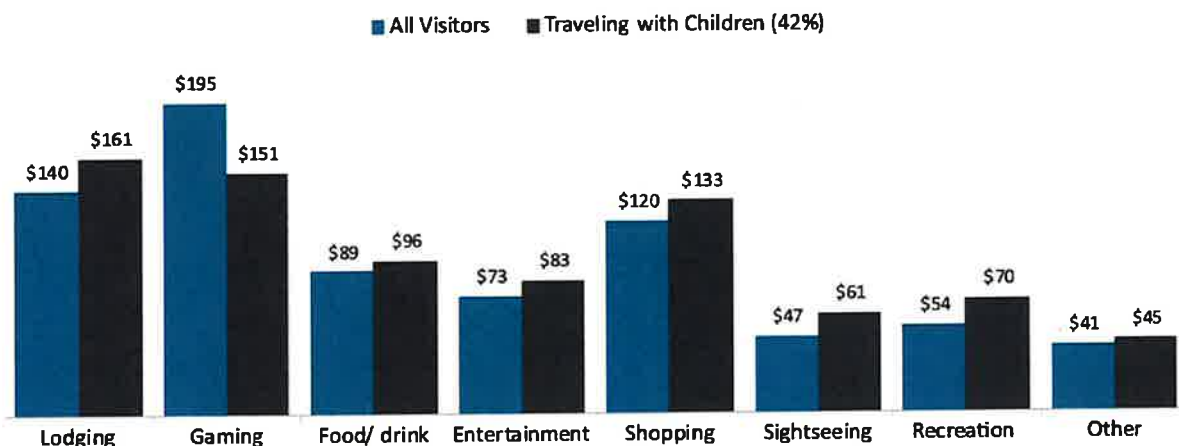
- 58% of visitors to Reno visited without children
- 31% of visitors were between 35- 49 years old
- Visitors to Reno, on average, spent \$195 per day on gaming

Synergy assessed the impact of the development of an indoor track in Reno and determined there would be a moderate impact on gaming hotels, gaming revenue, and on visitor spending.

- We would expect the development of an indoor track to increase the percentage of families visiting with children
- We would expect the development of an indoor track to increase gaming revenue by over \$3 million per year
- We would expect the development of an indoor track to increase hotel room night stays by 51,000 per year
- We would expect the development of an indoor track to increase the percentage of visitors between 35- 49 years old as they are most likely to have children in the age ranges most applicable to the sport of indoor track
- The relevant slide is included below, and the entire 2019 Visitor Profile Survey is included in the Appendix

Breakout: Family Spend

Families spend more on lodging and recreation, and less on gaming.



Q44. Thinking about your typical 24-hour day in the Reno area, on average, about how much money did you spend per person, per day for each of the categories below?

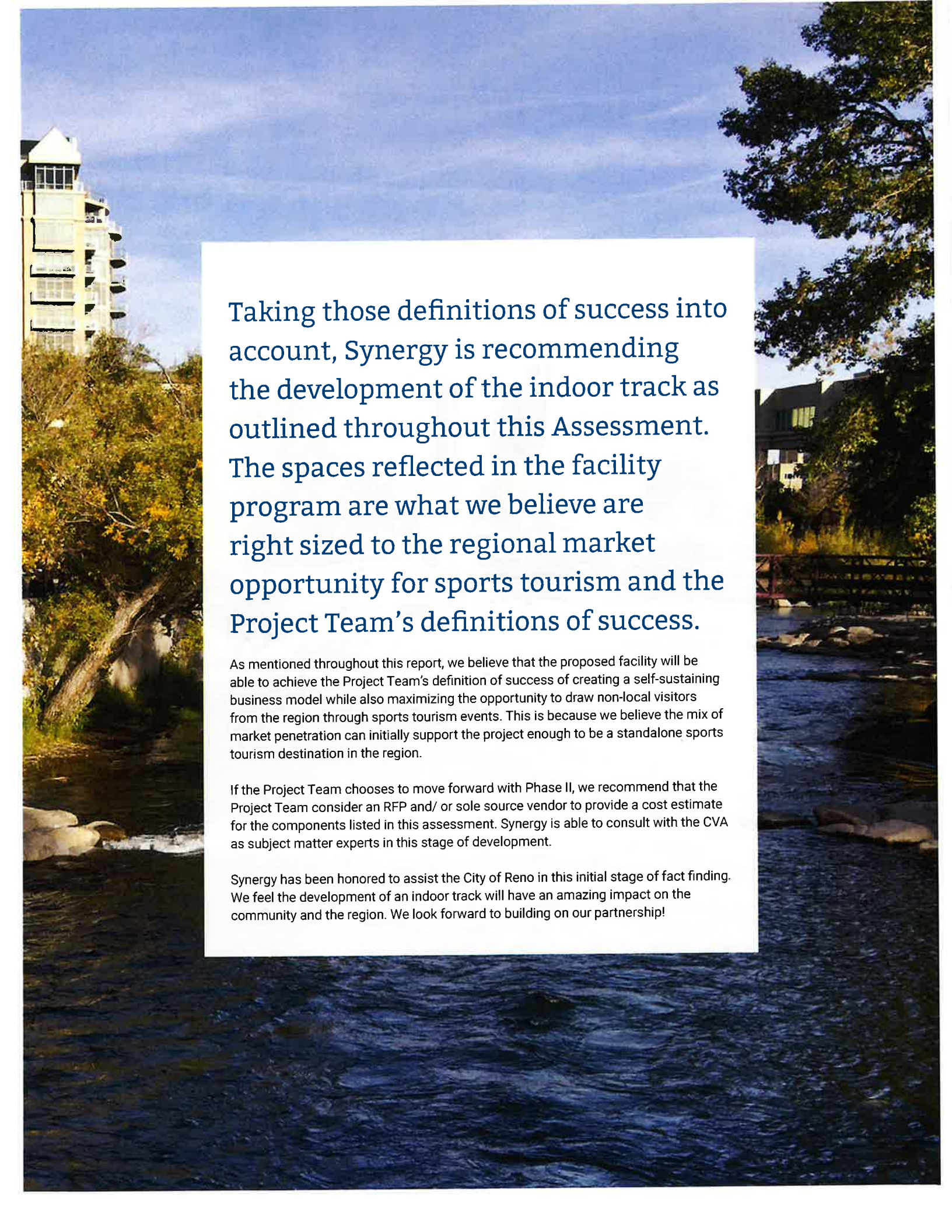
Conclusion and Next Steps



As outlined by the Team, a new indoor track in Reno, NV must be capable of achieving several definitions of success. Those success factors are re-stated below and the key findings for each is included.

- **Enhance Reno, Nevada's destination brand**
 - The recommended facility as outlined has the potential to offer the highest-quality surface and visitor experience that currently is lacking in the region
 - The addition of an indoor track in Reno will fill hotel room nights, generate gaming revenue, and create economic impact during otherwise slower months
- **Generate Economic Impact**
 - The project generates significant visitor spending (estimated to be over \$2 million per year), hotel room nights, total economic impact, and gaming revenue
- **Achieve operational sustainability**
 - Given the local, regional, and national market conditions, we believe that the indoor track will be able to cover its operating expenses through direct revenues
- **Achieve profitability**
 - We believe that the indoor track project will be profitable and demonstrate an ability to recoup the City's initial investment within the first 5 years

Based on the vision of the Project Team, we believe that there will be a hybrid business model between the local programming model and the sports tourism operating model in order to maximize operational sustainability. As such, the level of financial and economic impact performance will depend on the type of assets, mix of assets, and business model within any facility that is developed.



Taking those definitions of success into account, Synergy is recommending the development of the indoor track as outlined throughout this Assessment. The spaces reflected in the facility program are what we believe are right sized to the regional market opportunity for sports tourism and the Project Team's definitions of success.

As mentioned throughout this report, we believe that the proposed facility will be able to achieve the Project Team's definition of success of creating a self-sustaining business model while also maximizing the opportunity to draw non-local visitors from the region through sports tourism events. This is because we believe the mix of market penetration can initially support the project enough to be a standalone sports tourism destination in the region.

If the Project Team chooses to move forward with Phase II, we recommend that the Project Team consider an RFP and/ or sole source vendor to provide a cost estimate for the components listed in this assessment. Synergy is able to consult with the CVA as subject matter experts in this stage of development.

Synergy has been honored to assist the City of Reno in this initial stage of fact finding. We feel the development of an indoor track will have an amazing impact on the community and the region. We look forward to building on our partnership!



Championship Track BIO for John Mansoor

1982-Present Executive Director Pacific Association USA Track & Field

-As the Director of the Pacific Association John worked with various Cities and Organizing Committees to bring and in some cases directly organize the following events:

2000 & 2004 Olympic Track & Field Trials

2017-2014-2003-2002-1995 USA Track & Field Championships

2003-2005-2006-2007 NCAA Track & Field Championships

2023-2018 NCAA West Region Track & Field Championships

2022-2019-2016-2010-2001-1996 Junior Olympic Track & Field Championships

2024-2010-1995 USA Masters Track & Field Championships

2011 World Masters Track & Field Championships

1996 Indoor Masters Track & Field Championships

1995-1994 IAAF World Grand Prix Reno Indoor Games

1982 through 2023 Annual Pacific Association Junior Olympic Track & Field Championships

1982 through 2023 Semi-Annual Region 14 Junior Olympic Track & Field Championships

1982 through 2023 Annual Masters Track & Field Championships



RENO INDOOR TRACK

Feasibility & Impact Assessment



SUMMARY

- **Indoor track season runs from the end of November - March**
- **Draw radius for indoor track meets exceeds 6 hours**
- **Main uses are**
 - Collegiate meets
 - Masters meets
 - USA Track & Field
 - AAU
 - High school
 - Middle school
- **Many events can draw participants at a national level**
 - Recent 4-day indoor meet in Florida drew 7,000 participants and 12,000 spectators



SUMMARY

- **Over 45,000 annual visitors are estimated between November 15 and March 15**
 - 20,000 athletes
 - 25,000 spectators/ parents
 - Does not include officials, coaches, media, etc.
- **Projected number of meets by year**
 - **Collegiate meets:**
 - Three (3) in year 1
 - Four (4) in year 2
 - Five (5) in year 3
 - Six (6) in year 5 including possible NCAA Conference and NCAA National Championship
 - **High School Invitationals:**
 - One (1) in year 1
 - Two (2) in year 2
 - Three (3) in year 5
 - **High School & Middle School meets:**
 - Three (3) in year 1
 - Four (4) in year 2
 - Five (5) in year 5



VISITOR IMPACT & ANNUAL ROOM NIGHTS

51,000 HOTEL ROOM NIGHTS ARE ESTIMATED BY YEAR FIVE (5)

Year 1 24,000

Year 2 31,000 (1-2 Youth Regional Championships)

Year 3 40,000 (1-2 Youth National Championships)

Year 4 47,000 (Collegiate championship)

Year 5 51,000 (Collegiate championship)



FINANCIAL PERFORMANCE

- **Indoor track can support its own operating expenses through program revenues**
- **Generates over \$40MM of regional economic impact annually**
- **Has the ability to generate an average annual profit of \$665,000**
 - Does not include catering/ food & beverage, gate, or parking revenues
- **Economic impact of \$5MM from hosting 1 Championship level meet**
- **Little competition from Albuquerque or Spokane**
 - Sufficient youth and collegiate markets
 - More amenities in Reno
 - Distance from Spokane



CONCEPTUAL FINANCIAL MODEL

	Year 1	Year 2	Year 3	Year 4	Year 5
Parking, & Gate Revenue	\$307,250	\$407,250	\$449,750	\$509,750	\$509,750
Track Meet Revenue	\$162,000	\$292,000	\$369,500	\$428,000	\$428,000
Track Rental Revenue	\$43,200	\$43,200	\$54,000	\$64,800	\$64,800
Sponsorships & Naming Rights	\$66,000	\$66,000	\$66,000	\$66,000	\$66,000
Youth/ Collegiate Camps and Clinics	\$74,500	\$74,500	\$74,500	\$89,400	\$89,400
Total Revenues	\$652,950	\$882,950	\$1,013,750	\$1,157,950	\$1,157,950
Total Direct Cost	(\$138,450)	(\$190,650)	(\$239,000)	(\$270,300)	(\$270,300)
Gross profit	\$514,500	\$692,300	\$774,750	\$887,650	\$887,650
Gross Profit Margin (%)	79%	78%	76%	77%	77%
Total Other Expenses	(\$30,000)	(\$30,750)	(\$38,577)	(\$34,005)	(\$36,075)
EBIDA	\$484,500	\$661,550	\$736,173	\$853,645	\$851,575
Depreciation	(\$50,000)	(\$50,000)	(\$50,000)	(\$50,000)	(\$50,000)
Interest Expense	\$0	\$0	\$0	\$0	\$0
Interest Income	\$0	\$0	\$0	\$0	\$0
Net Income	\$434,500	\$611,550	\$686,173	\$803,645	\$801,575
Net profit Margin (%)	67%	69%	68%	69%	69%





THANK YOU.







NEVADA ATHLETICS

Stephanie Rempe – Bio

Stephanie Rempe was named Athletic Director at the University of Nevada, Reno in June 2022. In her role as the Nevada Athletic Director, she oversees a department of more than 150 coaches and staff, 17 sports including the addition of skiing which came in August 2022 and more than 400 student athletes.

As Rempe started in her role as the Nevada Athletic Director, she prioritized building a culture of excellence throughout the department. She works tirelessly to meet the needs of current and future student athletes, coaches, staff. She is focused on campus and community engagement, creating an enhanced game day experience, growing revenue and raising the necessary funds to supports the capital projects necessary to build a championship level athletics program.

Since Rempe's arrival, the following capital projects have been completed:

- Mackay Stadium Turf Replacement
- Swim & Dive Locker Room Renovation
- The “Wolf Den” Production Room
- Phase I of the Hixson Park Softball Complex

The Football weight room in the Roger B. Primm Sports Medicine & Strength Center and the Cashell Field House Locker Rooms renovation has an anticipated completion date in summer 2023. The Lannes Basketball Building is due to break ground in the summer of 2023 as well.

Student-athlete success and retention is at the very core of Rempe's plan for the University. This goal is met with the facility improvements listed above, prioritizing mental health awareness and support, and education around NIL.

With Reno being the “Biggest Little City”, the support of the community surrounding the University of Nevada is a top priority for Rempe. She has met with many businesses and organizations in the area including Visit Reno Tahoe, Reno Sparks Chamber of Commerce, EDawn, Rotary Club of Reno, WIN Nevada and many more. She is dedicated to gaining ongoing support from the community and making Reno *Nevada's College Town*.

Another important priority for Rempe is improving the Game Day Experience for all fans. She is committed to making a positive and enjoyable experience for fans as soon as they leave their driveway until the moment they return home.

Rempe has created a robust leadership team who have expertise in fan engagement, ticket sales, development, compliance, administration and more.



Since her arrival, Rempe has successfully hired four head coaches at Nevada:

- Jake McKinley, Baseball
- Trake Carpenter, Men's Golf
- Vanessa Valentine, Soccer
- Mihaela Kosi, Ski

Prior to her role as Athletic Director, Rempe was the Executive Deputy Director of Athletics/Chief Operating Officer at LSU.

Rempe has worked at a senior leadership role at five Division I athletics programs, supervising sports, coaches and department staff. At LSU (2019-2021) and Texas A&M (2016-2019), she has served as the Chief Operating Officer where all coaches and staff reported directly to her.

In addition to her positions at LSU and Texas A&M, Rempe previously served as the Senior Associate Athletics Director at the University of Washington, a Senior Associate Athletics Director at the University of Oklahoma and as an Associate Athletics Director at UTEP.

She began her professional career at her alma mater, the University of Arizona, as a Senior Program Coordinator.

Rempe was a four-year letterwinner for the Wildcats in volleyball. She earned her bachelor's degree in Business Administration in 1993 as well as a master's degree in Sports Administration in 1995 from Arizona.

Rempe, who is a member of the Santa Barbara High School Hall of Fame and the Santa Barbara Athletic Round Table Hall of Fame. She twice qualified and ran the Boston Marathon and finished second in an Iron Distance triathlon. She is married to Greg Remien and they have a daughter, Riley, and a son, Ryan.



Since his appointment as the 17th president of the University of Nevada, Reno in 2020, President Brian Sandoval has launched a number of key initiatives stressing a long-term collaborative commitment to meet the ever-changing needs of Nevada. As he has raised visibility and awareness of the strategic priorities for the state's original land-grant institution, Sandoval has stressed student accessibility, diversity and success; faculty and staff achievement and excellence; and innovation, partnership and impactful engagement through the University's research and outreach efforts.

During Sandoval's tenure, key achievements have included

UNR Academies – An intentional dual enrollment effort by the University to improve access pathways to the University through partnerships with the Clark County and Washoe County School Districts, the UNR Academies are establishing growing cohorts of University-bound high school students, thereby improving accessibility to the University for Nevada families;

Sierra Nevada University partnership – A groundbreaking collaborative agreement whereby Sierra Nevada University, located at Lake Tahoe, will merge with the University pending approvals by higher education and federal regulatory bodies. The merger will increase the University's ability to expand academic programming, enrich the living, learning and discovery environments for future University students while also increasing the institution's sustainability and research efforts at Lake Tahoe;

Digital Wolf Pack Initiative – One of several student-centered initiatives based on partnerships with tech industry leaders, the Digital Wolf Pack Initiative is a pilot program with Apple designed to support students' experience on and off campus by more fully integrating technology into students' academic careers. This includes augmenting digital literacy and making accessibility to digital tools and programs possible for all students an institutional priority, no matter students' socioeconomic status or backgrounds;

Guinn Center affiliation – The Guinn Center, a nonpartisan research and policy center, formally became affiliated with the University in summer 2021. With this partnership, the University's students and faculty will work in concert with the Guinn Center on a wide range of public policy issues central to Nevada's future;

Renown affiliation agreement – In summer 2021, the University announced a generational partnership agreement between the University of Nevada, Reno School of Medicine and Renown Health to establish the first fully integrated health system in Nevada. The agreement expands clinical training and clinical research programs as well as access to clinical care for all Nevadans.

Sandoval was appointed president of the University on Sept. 17, 2020 by the Nevada System of Higher Education's Board of Regents. He is the first person of Hispanic origin as well as the first alumnus to serve as president in University history.

He served two terms as the 29th Governor of the State of Nevada from 2011-2019, during which time his leadership helped lift Nevada from an historic recession to a time of record-setting prosperity and growth.

Previously, Sandoval was president of global gaming development for MGM Resorts International and served as a senior fellow at the University of Southern California's Annenberg Center on Communication

Leadership and Policy as well as a Distinguished Fellow of Law and Leadership at UNLV's William S. Boyd School of Law.

Prior to becoming governor, Sandoval was appointed United States District Judge for the District of Nevada, becoming the state's first Hispanic federal judge. He also was elected Nevada's Attorney General, was a member of and at one point was the youngest chairman in the history of the Nevada Gaming Commission, and served two terms, 1994-98, as an assemblyman in the Nevada State Legislature.

Sandoval is a 1986 graduate of the University with a degree in English. He earned his Juris Doctor degree from the Ohio State University Moritz School of Law in 1989.

Sandoval is married to Loralyn McCarthy Sandoval, a 1992 graduate of the University's Donald W. Reynolds School of Journalism. She was also an intercollegiate athlete at the University, competing on the women's tennis team. Sandoval has three children: James, Madeline, and Marisa.

RESURFACING, RENOVATING OR DESIGNING A NEW TRACK?

Collaborate with Designers

- Planning
- Programming
- Design
- Drawings
- Specifications
- Budgeting
- Scheduling
- Quality Control

Assist Owners

- Layout
- Synthetic Surface
- T&F Equipment
- Bleachers
- Press Box
- Storage Building
- Track Timing
- Meet Management
- Sports Lighting
- Safety
- Rules & Certification
- Budgeting
- Team & Tent Areas
- Circulation

...IT ALL STARTS WITH PAIGE DESIGN GROUP

TRACK & FIELD FACILITY DESIGN CONSULTING

Contact: Don Paige at 919-451-1641 or dpaige@PaigeDesignGroup.com

Résumé

Don Paige is Owner & President of Paige Design Group. He is one of the premier track & field facility design consultants in the country because of his unique combination of running background, coaching duties, meet management experience & 35+ years of T&F facility design. He is the Project Manager for your T&F project from planning & design through construction administration.

Track Consultant:

- T&F facility design consultant since 1985
- 800+ T&F facilities across the country

Professional Athlete:

- U.S. Olympic Team, Track & Field, 800 meters, 1980
- Ranked #1 in the World at 800 meters, 1980
- Ran Fastest Time in the World, 1980 @ 1:44.53
- World Record Holder at 1,000 yards, 1981-1986
- American Record Holder at 1,000 meters, 1979, 1984-1989
- Pan-American Champion at 1500 meters, 1979
- 6 Time NCAA Champion, Villanova University, 1978-1980
- Villanova University Varsity Club, Hall of Fame, 1995
- Greater Syracuse Sports Hall of Fame, 1990



College Coach:

- Villanova University Assistant Track Coach, 1981-1984
- Two of his athletes competed in the 1984 Olympic Games

Meet Management:

- Hosted and co-directed the IC4A Championships, Big East Championships, and the Jumbo Elliott Invitational.
- Actively involved in hosting the 1990 & 2000 NCAA Track & Field Championships at Duke University

Education:

- 1981 Attended Drexel University's MBA Program for 1 yr. on an NCAA Post Graduate Scholarship (only 5 awarded annually)
- 1980 Graduate of Villanova University, BS Business Administration in Finance, Villanova, PA
- 1975 Graduate of Baldwinsville High School, Baldwinsville, NY (Outside of Syracuse)



Hobbies:

- Bernese Mountain Dogs
- Craft Beers
- Hiking in the Blue Ridge Mountains

Firm Profile

Paige Design Group:

- Premier Track & Field facility design consulting firm in the country
- Only consults on indoor & outdoor tracks
- Collaborate with architects, landscape architects, civil engineers & electrical engineers
- Assist campus facilities, athletic departments & coaches and municipalities
- Focusing on colleges, municipalities and high schools
- Recreational, daily training & competitive T&F facilities
- Facility must be safe, legal, functional for training & competition and cost effective
- Project Process: Design-Bid-Build projects or Design-Build projects

Areas of Expertise / Services:

- Facility Assessment
- Planning / Programming / Design / Construction Administration
- AutoCad Drawings: layout of the running, jumping & throwing events and CD details
- Technical Specifications: survey & quality control, synthetic surface, line markings, equipment, special event materials and NCAA certification
- Storage Building: size, location, requirements / weights & measures area
- Press Box: size, location & users (T&F Timing, Public Address & Scoreboard Control)
- Rules & Regulations: NFHS (High School), NCAA (Collegiate) & World Athletics (formerly IAAF, International & World Governing Body)
- Typical sub-base & drainage
- T&F timing system, infrastructure, displays & scoreboard
- Power requirements on the track
- Meet management, warm-up areas & team tent area
- Fencing, walkways & circulation
- Cost estimating & scheduling

Qualifications:

- Combining 35+ years as a T&F facility design consultant, professional track athlete, college track coach & meet management
- Consulted on 800+ T&F facilities across the country
- Consult on large national and smaller local T&F facilities
- PDG's facilities are being utilized for recreation, daily training & competition for: U.S. Olympic Trials, NCAA Championships, NCAA Regional Championships, Conference Championships, National High School Championships, large & small high school invitationals, AAU & USATF meets, and Municipalities

Our Philosophy...

"Listen to the client and design the facility to meet their needs"

Current T&F Projects

8 NCAA Tracks and 9 High School Tracks
3 Indoor Tracks and 14 Outdoor Tracks

- **Regis Jesuit High School, (NFHS)** – Aurora (*Design Phase*)
 - Services: Design-Build RFP for the renovation of their existing Track and Stadium Turf Field.
- **University of Colorado, (NCAA D-I)** – Boulder, CO (*Design Phase*)
 - Services: Planning, Design & Construction Administration (CA) for renovation of outdoor T&F facility.
- **University of Kentucky, (NCAA D-I)** – Lexington, KY (*CA Phase*)
 - Services: Design & Construction Administration (CA) for a new fixed banked 200m indoor T&F building.
- **University of North Carolina Asheville, (NCAA D-I)** – Asheville, NC (*CA Phase*)
 - Services: Planning, Design & CA for a new outdoor T&F facility w/ temporary seating.
- **Emory & Henry College (NCAA D-II)** – Emory, VA (*Design Phase*)
 - Services: Planning, Design & CA for new Stadium with T&F and Synthetic Turf Infield.
- **Union County Public Schools, (NFHS)** - Monroe, NC
 - Cuthbertson HS, Waxhaw, NC (*Bidding Phase*)
 - Services: Design & CA for renovation of outdoor T&F facility.
 - Marvin Ridge HS, Waxhaw, NC (*Bidding Phase*)
 - Services: Design & CA for renovation of outdoor T&F facility.
 - Piedmont HS, Monroe, NC (*CA Phase*)
 - Services: Design & CA for renovation of outdoor T&F facility.
- **South Carolina State University, (NCAA D-I)** – Orangeburg, SC (*CA Phase*)
 - Services: Planning, Design & CA for renovation of outdoor T&F facility.
- **Asheville High School, (NFHS)** – Asheville, NC (*Bidding Phase*)
 - Services: Design & CA for a renovation of their existing outdoor T&F facility.
- **University of Maryland, (NCAA D-I)** – College Park, MD (*On-Hold*)
 - Services: Planning, Design & CA for a new outdoor T&F facility.
- **University of Pittsburgh (NCAA D-I)** – Pittsburgh, PA (*Planning Phase*)
 - Services: Design & CA for new indoor 300m T&F facility with synthetic turf infield.
- **Iredell-Statesville Schools-Weathers Creek HS (NFHS)** – Statesville, NC (*Bidding Phase*)
 - Services: Planning, Design & CA for a new outdoor Track and Synthetic Turf Infield.
- **University of Pennsylvania (NCAA D-I)** – Philadelphia, PA (*CA Phase*)
 - Services: Design & CA for new indoor permanently banked 200m T&F facility.
- **Wilson County Schools, (NFHS)** – Wilson, NC
 - Beddingfield High School (*CA Phase*).
 - James Hunt High School (*Bidding Phase*).
 - Services: Planning, Design & CA for outdoor T&F facilities.
- **The Hockaday School (NFHS)** - Dallas, TX (*CA Phase*)
 - Services: Planning, Design & CA for a new outdoor T&F facility with Synthetic Turf Infield.

PDG Services

How Paige Design Group's (PDG's) Services Improves the Design, Efficiency, Quality & Functionality of the Indoor T&F Facility:

1. Qualifications:

- 1.1. Former Professional Track Athlete, 1980 U.S. Olympic Team, Ranked #1 in the World at 800 meters, Fastest Time in the World at 800m in 1980, World Record Holder at 1000 yards, American Record Holder at 1000 meters and 6 Time NCAA Champion
- 1.2. NCAA Track Coach for 4 years
- 1.3. Member of the Host Committee organizing & managing the 1990 & 2000 NCAA Championships, the Big East Championships and the IC4A Championships
- 1.4. Independent T&F Facility Design Consultant for 35+ years and 600+ Tracks
- 1.5. Typically working on 10 to 20 T&F facilities at any given time

2. Areas of Expertise:

- 2.1. Rules & Regulations:
 - 2.1.1. NFHS (High School)
 - 2.1.2. NCAA (Collegiate)
 - 2.1.3. AAU (Amateur Athletic Union)
 - 2.1.4. USATF (USA Track & Field)
 - 2.1.5. WA (World Athletics - International)
- 2.2. Types of Projects:
 - 2.2.1. New T&F facility
 - 2.2.2. Renovation of the existing T&F facility
 - 2.2.3. Resurfacing of the existing T&F facility
- 2.3. Indoor T&F Layout:
 - 2.3.1. Oval: 200m vs. 300m, flat vs. banked, portable vs. permanent vs. hydraulically banked turns
 - 2.3.2. Oval: radius to measure line, angle of banking, width of lanes, transition area, safety zone
 - 2.3.3. Sprint lanes: inside the oval vs. outside the oval, on concrete subbase vs. raised platform vs. recessed into the floor & on structure, width of lanes, deceleration zone and crash pads
 - 2.3.4. Jumping Events (LJ, TJ, HJ & PV): number & location of runways, on concrete subbase vs. raised platform vs. recessed into the floor & on structure
 - 2.3.5. Infield: track events vs. court sports vs. synthetic turf
 - 2.3.6. Throwing Events: practice (SP, WT, DS, HM & JV) vs. competition (SP & WT), inside the oval vs. dedicated area outside the oval, recessed concrete circle vs. raised wood platform, protected by chain-link vs. netting system and plastic jersey barriers
 - 2.3.7. Circulation & sightlines

- 2.4. T&F Synthetic Surfaces:
 - 2.4.1. Polyurethane vs. Rubber
 - 2.4.2. Polyurethane: Basemat vs. Sealed Basemat vs. Sandwich System vs. Full Pour System, Embedded EPDM vs. Coated EPDM
 - 2.4.3. Life cycle costs = up front capital costs & resurfacing cost over time
 - 2.4.4. Resurface vs. replacement
 - 2.4.5. 5mm vs. 10mm vs. 13mm vs. WA approved thickness
 - 2.4.6. Multiple colors & accent areas
- 2.5. T&F Equipment - Embedded & Loose:
 - 2.5.1. Gill vs. M-F Athletic vs. Sportsfield Specialties vs. UCS
 - 2.5.2. Best value = quality vs. cost
- 2.6. Netting System:
 - 2.6.1. Safety & functionality
 - 2.6.2. Ball Sports vs. Throwing Events
 - 2.6.3. Drop-down netting system
- 2.7. Track Timing System:
 - 2.7.1. FinishLynx cameras, FieldLynx system, IdentiLynx video camera, RadioLynx, False Start Detection System, LaserLynx Measuring Devices and Display Boards
 - 2.7.2. Type & location of ComBox
 - 2.7.3. Conduits, cables, and connector requirements
 - 2.7.4. Power requirements vs. POE
 - 2.7.5. Wireless vs. wired system
- 2.8. Facility Programming:
 - 2.8.1. Safety vs. Functionality
 - 2.8.2. Practice vs. Competition
 - 2.8.3. Running: oval & sprint lanes
 - 2.8.4. Jumping: Long Jump, Triple Jump, Pole Vault & High Jump
 - 2.8.5. Throwing: Shot Put & Weight (Discus, Hammer & Javelin for practice)
 - 2.8.6. Relays: 4 x 200m, 4 x 400m, 4 x 800m & DMR
 - 2.8.7. Multi-events: Heptathlon & Pentathlon
 - 2.8.8. Circulation:
 - 2.8.8.1. Personnel: athletes, coaches, sports medicine, agents, officials, administration, media, VIPs and spectators
 - 2.8.8.2. Outside oval: Safety zone, Officials, Staging
 - 2.8.8.3. From entry points to specific destination
 - 2.8.9. Storage Building:
 - 2.8.9.1. Location & Size
 - 2.8.9.2. Roll-up doors
 - 2.8.9.3. Closets, racks & shelves for equipment
 - 2.8.10. Spike Check
 - 2.8.11. Packet Pickup & Credentials
 - 2.8.12. Clerking Area
 - 2.8.13. Implement Check-in
 - 2.8.14. Team Staging Area

- 2.8.15. Warm-up & warm down area
- 2.8.16. Medical Area
- 2.8.17. Bleachers: portable vs. permanent, benches vs. seat backs, covered vs. open, concrete vs. aluminum, location, number of seats, drainage
- 2.8.18. Press Box Functionality:
 - 2.8.18.1. Location & Size
 - 2.8.18.2. Track Timing with Scoreboard Controller & PA Announcer
 - 2.8.18.3. Media: TV, Internet Live Streaming, Print, Photography
- 2.8.19. Anti-doping Control
- 2.8.20. Athlete Interview Area & Mixed zone
- 2.8.21. Hospitality: VIPs, Coaches, Media
- 2.8.22. Concession Area
- 2.8.23. Restrooms
- 2.8.24. Awards Area & Results Board
- 2.8.25. Protest Table
- 2.8.26. First Aid Room, AED & EMS Staging
- 2.8.27. Meet Personnel: General Administration & Officials
- 2.8.28. TV Camera Locations
- 2.8.29. Merchandising Store
- 2.8.30. VIP Suites
- 2.9. Logistics
 - 2.9.1. Drop-off and parking for Cars vs. Vans vs. Buses
 - 2.9.2. Points of entry & circulation:
 - 2.9.2.1. Athletes, coaches, sports medicine, agents, officials, administration, media, VIPs and spectators
- 2.10. Truck Requirements:
 - 2.10.1. Television
 - 2.10.1.1. Number, location, conduits power & data
 - 2.10.1.2. Uplink, Production & Power
 - 2.10.2. EMS
 - 2.10.3. Loading Dock & Portal into building
 - 2.10.4. Fire truck access
 - 2.10.5. Queuing for buses at the end of competition

3. Services - Planning & Programming:

- 3.1. Detailed T&F program components
- 3.2. Concept drawings
- 3.3. Budgeting
- 3.4. Scheduling: fundraising, design & construction

4. Services - Schematic Design, Design Development and Construction Documents:

- 4.1. Drawing sheets:
 - 4.1.1. TF01: T&F layout – SD thru CD
 - 4.1.2. TF02: T&F dimensions – SD thru CD
 - 4.1.3. TF03: T&F Elevations – SD thru DD

- 4.1.4. TF04: T&F conduit & communication boxes – SD thru DD
- 4.1.5. TF05, TF06, TF07: T&F construction details – DD thru CD
- 4.2. Technical Specifications:
 - 4.2.1. Synthetic Surfacing
 - 4.2.2. Line Markings
 - 4.2.3. Certification Form
 - 4.2.4. Equipment: embedded & loose
 - 4.2.5. Event materials: sand for LJ/TJ
 - 4.2.6. Track Timing ComBoxes, Cables & Connectors
 - 4.2.7. Quality Control
- 4.3. At 95% CD, review & markup Design Team's full Bid Documents

5. Services - Construction Administration:

- 5.1. Review and assist the Team with T&F related RFIs (Request of Information), shop drawings and submittals
- 5.2. Site visits during critical stages of construction, prepare written report with photos
 - 5.2.1. Observe installation of concrete subbase and all embedded track equipment & ComBoxes
 - 5.2.2. Observe installation of the Indoor Track with T&F synthetic surface
 - 5.2.3. Final walk-through and punch list
 - 5.2.4. Review and approve of the track certification, maintenance & operations manual and warranty

6. Assisting the Team:

- 6.1. PDG works with & assists:
 - 6.1.1. Architects
 - 6.1.2. Landscape Architects
 - 6.1.3. Structural Engineers
 - 6.1.4. Electrical Engineers
 - 6.1.5. Geotechnical Engineers
 - 6.1.6. AV & IT Consultants
 - 6.1.7. Contractors
 - 6.1.8. Synthetic Surfacing Vendors
 - 6.1.9. Independent Track Timing Companies
 - 6.1.10. Universities & High Schools
 - 6.1.11. Municipalities & Private Organizations
- 6.2. PDG addresses those questions the Team members may not fully understand

7. Software Requirements:

- 7.1. MS Word: For all reports and technical specifications
- 7.2. MS Excel: For all cost estimates
- 7.3. AutoCAD LT: For all concepts and construction drawings
- 7.4. Bluebeam Revu: For all PDF reviews and markups

NCAA Division-I Power 5 Conferences

T&F Projects

Paige Design Group has consulted at 44 of the 65 Schools



Atlantic Coast Conference

Consulted at 12 of the 15 schools:

Clemson, Duke, Florida State, Miami, NC State, UNC, Notre Dame, Pittsburgh, Syracuse, Virginia, Virginia Tech & Wake Forest



Big 12 Conference

Consulted at 6 of the 10 schools:

Baylor, Iowa State, Kansas, Oklahoma, Oklahoma State & Texas Tech



Big Ten Conference

Consulted at 9 of the 14 schools:

Illinois, Iowa, Maryland, Minnesota, Nebraska, Ohio State, Penn State, Rutgers & Wisconsin



Pac-12 Conference

Consulted at 5 of the 12 schools:

California Berkeley, Colorado Boulder, Oregon, Southern California & Stanford



Southeastern Conference

Consulted at 12 of the 14 schools:

Alabama, Arkansas, Auburn, Florida, Georgia, Kentucky, LSU, Mississippi, Mississippi State, Missouri, South Carolina & Tennessee

Indoor T&F Projects

51 Projects as of August 2022

University of Kentucky, Lexington, KY – Current & Design Phase

Providing Programming & Design Services

New Indoor building for a 300 meter oval including all NCAA Field Events and Synthetic Turf infield

University of Pittsburgh, Pittsburgh, PA – Current & Planning Phase

Providing Programming & Design Services

New Indoor building for a 300 meter oval including all NCAA Field Events and Synthetic Turf infield

Pennsylvania, Univ. of, Philadelphia, PA – Current & Construction Phase

Providing Programming & Schematic Design

New Indoor Building for 200m oval with Permanently Banked Turns, Jumping Events, Dedicated Throws Area, Warm Up Area, 1000 Seats with Meet Management Area

The Track at New Balance, Boston, MA – 2022 Completed

Providing Programming, Design & CA Services for the Boston Landing Sports Complex

New AstroTurf Magic Carpet System, 200m oval with Hydraulic Banked Turns, Jumping Events, Dedicated Throws Area, Warm Up Area, 5000 Seats with Press Box and Full Television Capabilities

Douglas County Arena, Douglasville, GA – 2021 Indoor Track Removed from the Project

Providing Programming & Design Services

New Indoor Multi-Purpose Arena with 5,000 seats, 200m oval with Hydraulically Banked Turns, Jumping Events, Dedicated Throws Area & Warm Up Area

Chicago Park District, Chicago, IL – 2020 Completed

Provided Programming, Design & CA Services for the Gately Park Indoor Track

World-class indoor 200m oval with Hydraulic Banked Turns, Jumping Events, Dedicated Throws Area, Warm Up Area, 3500 Seats with Press Box & Offices

Ohio State University, Columbus, OH – 2019 Completed

Provided Consulting Services for a Concept Study

Indoor 200 meter Oval with Banked Turns, Jumping Events, Dedicated Throwing Area, Seating, Press Box and Synthetic Turf Field

Memphis Sports and Events Center, Memphis, TN – 2019 Indoor T&F Removed from Project

Provided Programming, Design Services

State-of-the-Art Indoor 200 meter Oval with Portable Banked Turns, Jumping Events, Dedicated Throwing Area, 3000 Seats with Press Box & VIP Boxes and Full Television Capabilities

Villanova University, Villanova, PA – 2019 On-hold

Provided Concept Drawings

New Air Suspended Bubble for an Indoor 200m Banked Oval, Jumping & Throwing Events for Daily Practice (no competition)

William Woods University, Fulton, MO – 2019 Completed

Provided Programming Services for a Planning Study

New Wellness Center with Indoor 200m Flat Oval with NCAA Jumps & Throws

Springfield Indoor Track, Springfield, OR – 2018 Completed

Provided Programming Services for a Planning Study

New world-class indoor 200m T&F Facility with Hydraulically Banked Turns

Indiana State University, Terre Haute, IN – 2018 Completed

Provided Design & CA Services for the North Gym

Resurfacing Flat 200m oval, 8 Sprint Lanes, Full Field Events; Infield has Tennis, Basketball, Volleyball, Badminton & Pickleball Courts

Northwest Missouri State University, Maryville, MO – 2018 Completed

Provided Programming Services

New Indoor synthetic turf field, 300m oval with Field Events

South Carolina, University of, Columbia, SC – 2018 Completed

Provided Programming, Design & CA Services

Renovate the existing indoor T&F with a banked 200m oval, field events & warm up area

Texas Tech University, Lubbock, TX – 2018 Completed

Provided Programming, Design & CA Services for the TTU Sports Performance Complex

New Banked 200m oval, 8 Sprint Lanes, Dedicated Throws Area, Long/Triple & High Jump

Williams College, Williamston, MA – 2016 Completed

Provided Planning & Programming Services for the Towne Field House

Provide a conditions assessment & programming on their existing indoor 200 meter track & field facility.

University of Central Oklahoma, Edmond, OK – 2016 Completed

Provided Programming for the UCO Sports Performance Complex

Full NCAA indoor 200 meter track oval with all jumping & throwing events.

Clemson University, Clemson, SC – 2016 Completed

Provided Design & CA Services for the Existing Indoor T&F

New Permanently Banked & Elevated 200m oval, Elevated Runways for Long/Triple Jump & Pole Vault with Flush Sprint Lanes on Infield

Roanoke College, Salem, VA – 2016 Completed

Provided Programming, Design & CA Services for the Cregger Center

New Indoor Flat 200m oval, 8 Sprint Lanes, Full Field Events; Infield has Basketball & Tennis Courts

Pittsburg State University, Pittsburg, KS – 2015 Completed

Provided Programming, Limited Design & CA Services (Design Build with Nationwide Construction)

New Indoor 100 yard synthetic turf field, 300m oval, Field Events, Lockers & Weight Room

Baylor University, Waco, TX – 2014 Completed

Provided Programming, Design & CA Services for Indoor Training Center

New Indoor Practice Area with 6 Sprint Lanes, Pole Vault, Long/Triple Jump, High Jump, and Throws

Northwest Missouri State University, Maryville, MO – 2014 Completed

Provided Planning Services

New Indoor 100 yard synthetic turf field, 300m oval with Field Events

Shorter University, Rome, GA – 2014 Completed

Provided Planning Services

New Indoor Flat 200m oval, 8 Sprint Lanes, Full Field Events; Infield has Tennis & Basketball Courts

Tennessee, University of, Knoxville, TN – 2011 Project Cancelled

Provided Programming & Design Services thru Design Development

New Indoor Track & Field Arena with 5,000 seats and Hydraulic Banked 200m Oval

State University of New York, Oswego, NY – 2012 Completed

Provided Programming, Design & CA Services for Romney Field House

Renovate NCAA Flat 200m oval with 6 lanes & full field events

State University of New York, Cortland, NY – 2010 Completed

Provided Programming, Design & CA Services

Renovate NCAA Flat 200m oval with 6 lanes & full field events

Oklahoma State University, Stillwater, OK – 2008 Completed

Provided Planning Services

Indoor Practice Area: Sprint Straight, Jumping & Throwing Events inside New Football Building

State University of New York, Brockport, NY – 2008 Completed

Provided Programming and Schematic Design Services

House of Fields: New NCAA Flat 200m oval with 6 lanes & full field events

Recreational Basketball Courts on the infield

Boo Williams Sportsplex, Hampton, VA – 2008 Completed

Provided Construction Document & CA Services

New NCAA & NFSHSA 200m, 6 lanes, flat oval with full field events

The Pingry School, Martinsville, NJ – 2007 Completed

Provided Programming and Schematic Design Services

Fieldhouse: New NFHS 200m, 6 lanes, flat oval with full field events

Oklahoma State University, Stillwater, OK – 2007 Completed

Provided Master Planning Study Services

NCAA 200m banked track oval with full field events; Spectator seating for 5,000

Oregon, University of, Eugene, OR – 2007 Completed

Provided Master Planning Study Services

NCAA 200m banked track oval with full field event areas; Seating for 5,000 Spectators



Syracuse University, Syracuse, NY – 2003 Completed

Provided Design & Construction Administration Services

Manley Fieldhouse: Resurface 200m, 6 lanes, flat oval with full field events

Ithaca College, Ithaca, NY – 2002 Completed

Master Planning Study

NCAA 200m flat track oval with full field event areas

Penn State University, University Park, PA – 1999 Completed

Provided Planning, Design & Construction Administration Services

New NCAA 200m oval with hydraulic banked turns and full field event areas; Seats for 1,500 spectators and Artificial turf field adjacent to track oval

Prince George's Sports & Learning Complex, Landover, MD – 1999 Completed

Provided Design & CA Services

NCAA & NFSHSA 200m flat track oval with full field event areas; Seats for 3,000 spectators

Missouri, University of, Columbia, MO – 1998 Completed

Provided Design & CA Services

Resurface Multi-Use Floor, 200m, 6 lanes, flat oval with full field events

Floor is used for other sports and non-sporting events; i.e. Farm Shows

Gettysburg College, Gettysburg, PA – 1997 Completed

Provided Design & CA Services

Resurface NCAA 200m flat oval and reconfigure field events

Basketball, Tennis, Volleyball and Badminton Courts on infield

Nebraska, University of, Lincoln, NE – 1997 Completed

Provided Master Planning Study Services

New 200m Oval, Hydraulic Bank Turns, with full field events

Reggie Lewis Track & Athletic Center, Boston, MA – 1995 Completed

Provided Design & CA Services

NCAA & NFSHSA 200m oval with permanent banked turns & full field event areas

Moore Regional Wellness Center, Pinehurst, NC – 1993 Completed

Provided Planning & Design Services

New Facility with elevated jogging track

Idaho, University of, Moscow, ID – 1991 Completed

Provided Planning, Design & CA Services

Resurface 310m, 6 lane, flat track oval with full field event areas; Tennis and basketball on the infield

Illinois State University, Normal, IL – 1991 Completed

Provided Design & CA Services

Resurface NCAA 200m flat oval and reconfigure field events; NCAA Tennis Courts on infield

Iowa State University, Ames, IA – 1990 Completed

Provided Planning, Design & CA Services

New Multi-Sport Center with 300m, 8 lane, flat track oval with full field event areas; Artificial turf infield; 20 recreational basketball courts

Princeton University, Princeton, NJ – 1990 Completed

Provided Construction Documents Services

Resurface NCAA 200m flat track oval with full field event areas; Tennis courts on the infield

National Indoor Arena for Sport, Birmingham, England – 1989 Completed

Provided Planning & Design Services

New Multi-Purpose Arena with portable, 200m oval and field events; IAAF Indoor Track and Field

National Sports Center, Blaine, MN – 1989 Completed

Provided Planning, Design & CA Services

New NCAA 200m flat oval with full field event areas; Basketball courts on the infield

National training center for USA Track & Field

William and Mary, College of, Williamsburg, VA – 1989 Completed

Provided Design & CA Services

Resurface NCAA 200m flat oval with field events; Wood basketball court on infield

Iowa, University of, Iowa City, IA – 1988 Completed

Provided Design & CA Services

Resurface NCAA 200 meter, 6 lane, flat oval with field events; NCAA tennis courts on the infield

State University of New York, Stony Brook, NY – 1987 Completed

Provided Design & CA Services

New Multi-Sport Center, 160m, 4 lanes, flat oval; Primary use as NCAA Basketball Arena

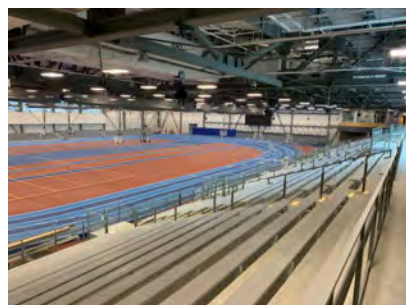
Brown University, Providence, RI – 1985 Completed

Provided Design & CA Services

Resurface NCAA 200m flat oval with full field event areas

Portfolio

Select Indoor T&F Facility Photos



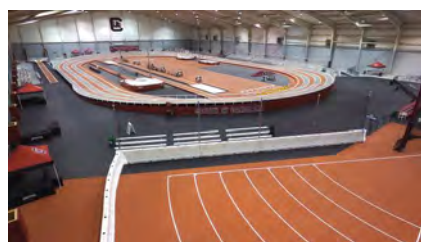
Chicago Park District - Gately



The TRACK at New Balance



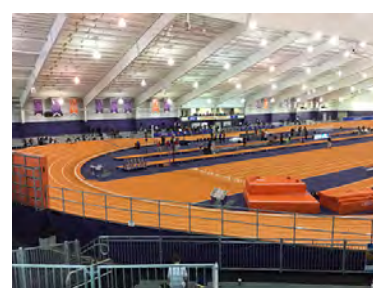
Prince George Sports Complex



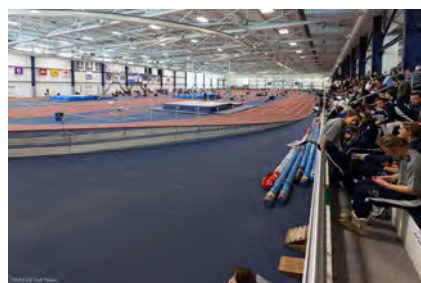
Univ. of South Carolina



Texas Tech Univ.



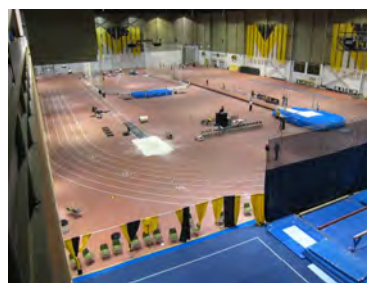
Clemson Univ.



Penn State University



Reggie Lewis Center



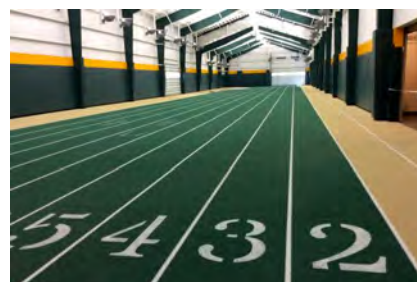
Univ. of Missouri



Roanoke College



Pittsburg State Univ.



Baylor Univ.

FROM PLANNING & CONCEPTS...

Track
&
Field
Facilities



...TO FINAL COMPLETION

To: RSCVA Board of Directors

From: Mike Larragueta, Vice President of Sales
Shellie Fine, Director of Sports Development
Jose Martinez, Director of Facilities Operations

Cc: Charlene Bybee, RSCVA Board Chair
Charles Harris, President & CEO

Date: May 25, 2023

Subject: Review, Discuss and Possible Action to approve **Staff's** Recommendation to Award the Request for Proposal 2023-OP02 for the acquisition of a portable Indoor Track. Cooperative Purchasing Program Contracts for the purchase of portable bleachers, and track equipment.

Executive Summary

The purpose of this agenda item is to review staff's recommendations to award Request for Proposal 2023-OP02 for the Reno-Sparks Convention and Visitors Authority – for the acquisition of a portable Indoor Track. Separate proposals for the purchase of portable bleachers, and indoor track equipment were solicited and received through government cooperative purchasing programs.

Background

A Request for Proposal for the Reno-Sparks Convention Center– Purchase of Portable Indoor Track, was released on April 26, 2023. Included in the RFP was the requirement for the proposers to submit a Base Bid with additions and deductions for synthetic surfacing. The Base Bid included design, fabrication, and assembly of the Portable Indoor Track. The track must also meet all of the NFHS, NCAA, USATF, and WA rules and regulations.

On May 9, two proposals were submitted to the RSCVA from: CG & B Enterprises, Inc. and Truckee Meadows Construction, Inc. Staff evaluated the proposals and concluded that **CG&B's bid was** non-responsive regarding the requirements set forth in RFP 2023-OP02. Truckee Meadows Construction, Inc. met all the necessary requirements set forth in the RFP.

The RSCVA received a proposal for Telescopic Portable Bleachers that staff would like to purchase from Flooring Solutions of NV, Inc. under the Sourcewell Contract #091719-HSC. Sourcewell is a cooperative purchasing program for government agencies.



The RSCVA received a proposal for indoor track equipment that staff would like to purchase from UCS Spirit under GSA Contract #GSO-03F-0092V. GSA is the General Services Administration which services the US Federal Government.

Fiscal Impact

The chart below is a financial summary and comparison of the qualifying proposals received:

Contractor	Total Bid Price
Truckee Meadows Construction, Inc (Portable Track)	\$3,462,390.00
Flooring Solutions of NV, Inc. (Bleachers)	\$1,208,630.42
UCS Spirit (Indoor Track Equipment)	\$376,889.81

Recommendation

Based on **the staff's** evaluation of the qualifying proposal received, staff recommends the award of RFP 2023-OP01 to Truckee Meadows Construction, Inc, in the amount of three million four hundred sixty-two thousand three hundred ninety dollars (\$3,462,390), FSI / Flooring Solutions, Inc, in the amount of one million two hundred eight thousand six hundred thirty dollars and forty-two cents (\$1,208,630.42), UCS Spirit in the amount of three hundred seventy six thousand eight hundred eighty-nine dollars and eighty-one cents (\$376,889.81).

Proposed Motion

I move to award the contract for the Reno-Sparks Convention and Visitors Authority, RFP 2023-OP02 Purchase of Portable Indoor Track to Truckee Meadows Construction, Inc., under the terms presented.

I move to award the proposal for the portable bleachers to Flooring Solutions of NV, Inc. under the terms presented.

I move to award the proposal for the indoor track equipment to UCS Spirit under the terms presented.



ORIGINAL PACKET

May 9, 2023

Reno-Sparks Convention & Visitors Authority
Attn: Amy Pickens

Re: Reno-Sparks Convention Center
Purchase of a Portable Indoor Track
RFP 2023-OP02

Ms. Pickens,

Attached are the bid documents from Truckee Meadows Construction, Inc. in response to the above referenced solicitation. Please let me know if you have any questions or need anything else.

Thank you for your consideration, we look forward to the possibility of working together!

Sincerely,

A handwritten signature in blue ink that reads "Ashley Collier". The signature is written in a cursive, flowing style.

Ashley Collier



The Reno-Sparks Convention & Visitors Authority is soliciting a
Bid for
**Reno-Sparks Convention Center
Purchase of a Portable Indoor Track
RFP 2023-OP02**

*Released by Amy Pickens, Project Administrator
(Wednesday, April 26, 2023)*

The Point of Contact is Amy Pickens, Project Administrator at
(775) 335-8839 or e-mail apickens@renoTahoeusa.com

All questions or additional information concerning the Bid document must be submitted to the point of contact. No communication with any other staff or Board Member of the Reno-Sparks Convention & Visitors Authority regarding this Bid is allowed.

SUBMISSION DATE AND TIME: Friday, May 5, 2023, 10:00 AM (PDT)

Company Name: Truckee Meadows Construction, Inc.



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I. INTRODUCTION

The Reno-Sparks Convention and Visitors Authority ("Authority") is currently accepting sealed responses from qualified Bidders (a "Bidder") for the provision of services, as set forth in this **RFP 2023-OP02**.

The Authority, an independent governmental entity, was established in February 1959 as the Washoe County Fair and Recreation Board. The Authority owns and/or operates the Reno-Sparks Convention Center, Reno Events Center, National Bowling Stadium, and the Reno-Sparks Livestock Events Center. The Authority is operating instrumentality in the Washoe County area for promoting conventions, tourism, and outdoor recreation.

This RFP is for the Purchase of a Portable Indoor Track at the Reno-Sparks Convention Center.

II. SCHEDULE

Request for Proposals Available	Wednesday, April 26, 2023
Written Questions Due (if any)	Friday, April 28, 2023, 2:00PM (PDT)
Written Responses to Questions Issued	Monday, May 1, 2023, 2:00PM (PDT)
Bid Responses Due	Friday, May 5, 2023, 10:00AM (PDT)
Bid Opening Time	Friday, May 5, 2023, 10:10AM (PDT)

Any irregularities or lack of clarity in this Bid should be brought to the attention of the Point of Contact prior to or on the date for Written Questions set forth in this Section for correction or clarification.

Any addenda to this Bid issued will forthwith become an integral part of this Bid. Bidder is required to acknowledge receipt of same by signing and returning the addenda in its response.



III. SUBMISSION OF RESPONSE

Bidder will submit its response to this Bid on the letterhead of its company, Bidder establishment, corporation, etc. attached to the original **RFP 2023-OP02** document. Bidder will sign and return the **ENTIRE BID DOCUMENT**, marked as **ORIGINAL**, with two (2) duplicate copies, one flash drive together with any addenda.

Responses will be enclosed in a sealed envelope addressed to:

Reno-Sparks Convention and Visitors Authority
Sales Department
P.O. Box 837
Reno, NV 89504-0837

Or delivered to:

Reno-Sparks Convention and Visitors Authority
Sales Department
4065 S. Virginia Street Suite 100
Reno, NV 89502

Response envelope must indicate name and address of Bidder, Bid number, and opening date.

In order for a response to be considered it will be mandatory that the response be in conformance with the terms and conditions of this Bid.



IV. BIDDER'S CHECKLIST

Bidders are instructed to complete and return the following items in order for their proposals to be complete. Failure to return all the items may result in your proposal being declared "non-responsive."

Proposer Information Requirements		Page	Completed
V.A.	Company Information	7	<input checked="" type="checkbox"/>
V.B.	Company Background	8	<input checked="" type="checkbox"/>
V.C.	Contractor License Information	9	<input checked="" type="checkbox"/>
V.D.	Business License Information	9	<input checked="" type="checkbox"/>
VI.	Subcontractors Exceeding 5% of Bid	10	<input checked="" type="checkbox"/>
VII.	Subcontractors Exceeding 1% of Bid	11	<input checked="" type="checkbox"/>
VIII.	Certification Regarding Debarment	12	<input checked="" type="checkbox"/>
IX.	Acknowledgment and Execution	13	<input checked="" type="checkbox"/>
XII.	Base Bid Form	25	<input checked="" type="checkbox"/>
XIII.	5% Bid Bond	33	<input checked="" type="checkbox"/>
A	One Original Hard Copy		<input checked="" type="checkbox"/>
B	2 Duplicates		<input checked="" type="checkbox"/>
C	One master Flash Drive		<input checked="" type="checkbox"/>



V. PROPOSER INFORMATION

The following information must be completed, either typed or printed, and returned with the bid in accordance with the General Conditions contained herein.

A. Company Information

Company Name: Truckee Meadows Construction
Contact Name: Ashley Collier
Address: 5945 S. Los Altos Pkwy. Ste. 103
City, State Zip Code: Sparks, NV 89436
Telephone Number: 775-747-2322
E-Mail: ashley@tmcsparks.com



B. Company Background

Has your company ever failed to complete any contracts awarded to it?
No x Yes ____ (If yes, please provide details.)

Has your company filed any arbitration request or lawsuits on contracts awarded within the last five years? No Yes (If yes, please provide details.)

Does your company now have any legal suits or arbitration claims pending or outstanding against it or any officers relating to the performance of a public contract?
No Yes (If yes, please provide details.)

Does your company now employ any officers or principals who were with another Bidder when that company failed to complete a contract within the last five years? No Yes (If yes, please provide details.)

Has your company had a contract partially or completely terminated for default (cause) within the past five years? No Yes (If yes, please provide details.)

Has your company been found non-responsible on a government bid within the last five years? No Yes (If yes, please provide details.)



C. Contractor License Information:

Prospective bidders will be required to have a current Contractor's License under the Nevada State Law for the type of work specified herein.

License Number: 0022814
License Classification: B2
Limitation(s) of License: Unlimited
Date Issued: 4/10/1985
Date of Expiration: 4/30/2025
Name of Licensee: Truckee Meadows Construction, Inc.
City, State, Zip Code: Sparks, NV 89436
Telephone Number: 775.747.2322

D. Business License Information:

License Number: NV19841007292
License Expiration: 5/31/2023
Name of Licensee (if different): Truckee Meadows Construction, Inc.

Or

☐ License will be obtained after award.



VI. SUBCONTRACTORS EXCEEDING 5% OF BID

Pursuant to NRS 338.141, the Bidder must submit the following names of First-Tier Subcontractors who will provide to Bidder labor or a portion of the work or improvements for which Subcontractor will be paid an amount exceeding five percent (5%) of the bid price. The Bidder shall list the name of a Subcontractor for each portion of the work, the value of which exceeds five percent (5%) of the Bid price. **If Bidder performs more than 5% of the work, BIDDER SHALL ALSO LIST HIS/HER NAME and description of the work that the prime contractor will perform in the space provided below.** If additional space is needed, attach a separate page.

Subcontractor Name Truckee Meadows Construction, Inc.	
Business License NV19841007292	Limit of License Unlimited
Address 5945 S. Los Altos Pkwy. Ste. 103 Sparks, NV 89436	
Telephone 775.747.2322	
Description of Work Supervision, project management, selective carpentry, general labor & all other work not specifically subcontracted to others.	
Subcontractor Name Flooring Solutions of Nevada, Inc.	
Business License 0067009	Limit of License \$2,500,000.00
Address 4275 W. Reno Avenue Las Vegas, NV 89118	
Telephone 702.399.9003	
Description of Work Building Specialties	
Subcontractor Name	
Business License	Limit of License
Address	
Telephone	
Description of Work	

Truckee Meadows
Bidder Name: Construction, Inc.

Authorized Signature: 



VII. SUBCONTRACTORS EXCEEDING 1% OF BID AMOUNT

In compliance with NRS 338.141, Bidder submits the following names of First-Tier Subcontractors who will provide to Bidder labor or a portion of the work or improvements for which Subcontractor will be paid an amount exceeding one percent (1%) of the Bid or \$50,000, whichever is greater. The Bidder shall list the name of a Subcontractor for each portion of any of the work the value of which exceeds one percent (1%) of the Bid Price.

Since all Subcontractors listed on the Bidder's 5% Subcontractor Information Form are over 1% of the Bid amount, those Subcontractors shall automatically be deemed incorporated into this 1% Subcontractor Information form and need not be re-listed below.

Information provided must be submitted within two (2) hours after the completion of the opening of the bids (Per NRS 338.141). Bidder shall enter "**NONE**" under "**Name of Subcontractor**" if not utilizing subcontractors exceeding this amount. This form must be complete in all respects. If additional space is needed, attach a separate page. The bidder may elect to submit this information with the bid proposal, and in that case, the bidder will be considered as having submitted this information within the above two hours.

Subcontractor Name NONE	
Business License	Limit of License
Address	
Telephone	
Description of Work	
Subcontractor Name	
Business License	Limit of License
Address	
Telephone	
Description of Work	

Truckee Meadows
Bidder Name: Construction, Inc.

Authorized Signature: 



VIII. CERTIFICATION REGARDING DEBARMENT


Certification Regarding Debarment, Suspension, And Other Matters

(This to be signed and returned at the time of bid)

The prospective bidder, Truckee Meadows Construction, Inc. certifies to the best of its knowledge and belief that it and its principals:

- Are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any Federal department or agency;
- Have not within a three year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (Federal, State, or local) transaction or contract under a public transaction; violation of Federal or State antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- Are not presently indicted for or otherwise criminally or civilly charged by a government entity (Federal, State, or local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and
- Have not within a three-year period preceding this application/proposal had one or more public transactions (Federal, State, or local) terminated for cause or default.

I understand that a false statement on this certification may be grounds for rejection of this proposal or termination of the award. Any exceptions provided will not necessarily result in denial of award but will be considered in determining bidder responsibility and whether or not the Authority will enter into contract with the party. For any exception noted, indicate on an attached sheet to whom it applies, initiating agency, and dates of action. Providing false information may result in criminal prosecution or administrative sanctions.


Signature:	
Print Name:	Michael Faulstich
Title:	President
Date:	5/5/2023



IX. ACKNOWLEDGMENT AND EXECUTION

Michael Faulstich (Name of Principal) being first duly sworn, deposes and says: That he/she is the Bidder, or authorized agent of the Bidder for whom the aforesaid described work is to be performed by; that he/she has read the Plans, Specifications, and related documents including but not limited to, any addenda issued and understands the terms, conditions, and requirements thereof; that if his/her bid is accepted that he/she agrees to furnish and deliver all materials except those specified to be furnished by the Authority and to do and perform all work for the bidding **2023-OP02, Reno-Sparks Convention Center Purchase of a Portable Indoor Track** together with incidental items necessary to complete the work to be constructed and/or services to be provided in accordance with the Specifications, Plans, and Contract Documents annexed hereto.

The undersigned, as Bidder, declares that the only persons or parties interested in this proposal, as principals, are those named herein, the Bidder is fully informed respecting the preparation and contents of the attached Bid and of all pertinent circumstances respecting such Bid: that this proposal is made without collusion with any other person, firm or corporation; that he/she has carefully examined the location of the proposed work; the proposed form of Contract, the Contract Provisions, Plans, Specifications and Contract Documents incorporated therein referred to and made part thereof; that he/she proposes and agrees if this proposal is accepted, that he/she will contract with the Authority in the form of the Contract prescribed, to provide all necessary machinery, tools, apparatus and other means of construction, and to do all the work and furnish all the materials specified in the Contract and annexed Contract Provisions, Plans and Specifications, in the manner and time prescribed and according to the requirements of the Project Representative as therein set forth, it being understood and agreed that the quantities shown herein are approximate only and are subject to increase or decrease, and that he/she will accept, in full, payment therefore the indicated prices.

Signature:	
Print Name:	Michael Faulstich
Title:	President
Date:	5/5/2023



X. PERFORMANCE BOND, PAYMENT BOND, AND BID BOND

All Bonding Companies must have an "A" rating or better with Moody's or A.M. Best Company and be included on the current list of "Companies Holding Certificates of Authority as Acceptable Sureties on Federal Bond and as Acceptable Reinsuring Companies" as published in circular 570 (as amended) by the audit staff, Bureau of Accounts, U.S. Treasury Department. (In other words, the company is T-listed.)

A. Performance Bond

The Contractor awarded this bid will be required to furnish the Authority with a surety bond conditioned upon the faithful performance of the contract. This may take the form of a bond executed by a surety company authorized to do business in the State of Nevada and approved by the Authority. The bond shall be in a sum equal to one hundred percent (100%) of the amount of the contract price. Such bond shall be forfeited to the Authority in the event that bidder receiving the contract shall fail or refuse to fulfill the requirements and all terms and conditions of the contract.

B. Payment Bond

The Contractor awarded this bid will be required to furnish the Authority with a payment bond. This may take the form of a bond executed by a surety company authorized to do business in the State of Nevada and approved by the Authority. The bond shall be in a sum equal to one hundred percent (100%) of the amount of the contract price. The bond must be solely for the protection of claimants supplying labor or materials to the contractor to whom the contract was awarded, or to any of his subcontractors, in the prosecution of the work provided for in such contract.

C. Bid Bond

A bid deposit in an amount equal to at least 5% of the bid is required as a bid security by the Authority. The bid security may only be in cash, cashier's check, certified check or bid bond. Checks must be made payable to the Reno-Sparks Convention and Visitors Authority. If the bid security is a bond, it shall be executed by a surety insurer authorized to issue surety bonds in the State of Nevada. The bid security must be executed by the bidder and enclosed with the bid proposal in the sealed bid envelope.

XI. GENERAL TERMS & CONDITIONS

A. The bidder agrees that

Bidder has carefully examined the specifications, and all provisions relating to the item(s) to be furnished or the work to be done; understands the meaning, intent, and requirements; and

Bidder will enter into a written Agreement and furnish the item(s) or complete the work in



the time specified, and in strict conformity with the Reno Sparks Convention and Visitors Authority's specifications for the prices quoted.

No communication with any other staff or Board Member of the Authority regarding this Bid is allowed, except through the designated point of contact, and any such communication initiated by the Bidder may result in a disqualification of the Bidder.

Note: Bidder is defined as any individual, partnership, or corporation submitting a bid, proposal, or quotation in response to a request for bid (Bid), request for proposal (RFP), request for information (RFI) or request for qualification (RFQ). A Bidder may also be referred to as a bidder, contractor, proposer, supplier, or vendor.

The use of the title "Bidder", "Contractor", "Consultant", "Proposer", or "Vendor" within this solicitation document and any resulting Agreement shall be deemed interchangeable and shall refer to the person or entity with whom the Authority is soliciting and/or contracting for the service or product referenced within the bid document.

B. Addenda

The effect of all addenda to the bid documents shall be considered in the bid and said addenda shall be made part of the bid documents and shall be returned with them. Before submitting a bid, each Bidder shall ascertain whether or not any addenda have been issued, and failure to acknowledge any such addenda may render the bid invalid and result in its rejection.

All potential Bidders are responsible for monitoring the Authority website regarding the availability of new bid documents or addenda (where applicable). The Authority will not be responsible for the results of any potential failures in automatic notification systems to potential Bidders or plan holders with respect to these documents and will not adjust bid schedules or requirements due to any potential failures of those systems.

C. Advertisements, Product Endorsements

Authority employees are prohibited from making endorsements, either implied or direct, of commercial products or services without written approval of the Authority President/CEO.

D. Annual Appropriation of Funds

In the event the Authority fails to obligate requisite funds for the ensuing fiscal year(s) for payment of amounts due against an agreement resulting from this Request for Proposal, necessitating cancellation of the Agreement, the successful Bidder(s) shall agree to hold the Authority free from any charge or penalty.

E. Brand Names

The technical information contained herein shall in no manner be construed as restrictive as to the manufacturer, process or point of origin. References appearing restrictive shall be



deemed inadvertent or employed as a descriptive device to delineate as to the quality, or configuration.

Offers made as an alternate to those specified shall be given consideration in the evaluation process provided said alternatives shall be fully described using brochures, specifications, literature, or any combination thereof, accompanying and deemed an integral portion of the Bidder's response.

The Authority shall solely determine the acceptability of all offerings.

F. Business License Requirement

All companies doing business with the Authority are required to obtain and maintain a current business license from the appropriate jurisdiction prior to the commencement of work. Bidder(s) awarded an Agreement resulting from this bid shall be required to obtain a current business license if they do not already possess one.

G. Compliance

All material and work performed shall comply with standing Federal, State, and Local Codes and Regulations, including but not limited to Occupational Safety and Health Act, Americans with Disabilities Act, etc.

H. Confidential Information

Any information deemed confidential or proprietary should be clearly identified by the Bidder as such. It may then be protected and treated with confidentiality only to the extent permitted by state law. Otherwise, the information shall be considered a public record. Information or data submitted with a bid will not be returned.

I. Conflict of Interest

No Authority employee or member of the employee's immediate family, may participate directly or indirectly in the procurement process pertaining to this bid if they:

- Have a financial interest or other personal interest that is incompatible with the proper discharge of their official duties in the public interest or would tend to impair their independence, judgment, or action in the performance of their official duties.
- Are negotiating for or have an arrangement concerning prospective employment with Bidder. The Bidder warrants to the best of his knowledge that the submission of the bid will not create such conflict of interest.

J. Default of Agreement

In case of default by the successful Bidder, the Authority may procure the product(s) or service from other sources and hold the Bidder responsible for any excess cost occasioned thereby.



If necessity requires the use of materials or supplies not conforming to the specifications, they may be accepted, and payment therefore shall be made at a proper adjustment in price.

Default by the Bidder in any manner including failure or refusal to furnish any product(s) or service at the price and/or the time specified may be considered cause to commence with proceedings against any surety held or assess a penalty equal to five (5) percent of the total proposal price.

K. Disputes

All disputes under this proposal shall be submitted to binding arbitration in accordance with the procedures of the Commercial Rules of the American Arbitration Association and judgment of the arbitrator shall be binding as a final judgment and shall be entered by a court of competent jurisdiction. Such arbitration shall be conducted in Washoe County, Nevada. The procedures specified herein shall be the sole and exclusive procedure for resolution of disputes arising out of or relating to this proposal except those instances otherwise overseen by the governing law of the State of Nevada.

L. Document Ownership

All technical documents and records originated or prepared pursuant to this Agreement, including papers, reports, charts, and computer programs, shall be delivered to and become the exclusive property of the Authority and may be copyrighted by the Authority. Bidder assigns all copyrights to Authority by undertaking this agreement.

M. Document Submittals

It should be noted that the documents submitted by prospective Bidders are competitive sealed proposals and not competitive sealed bids. When proposals are opened, prices and other information will not be made public until the proposal is awarded. There shall be no disclosure of any Bidder's information to competing Bidders prior to the award of the proposal.

Upon award of the Agreement, the executed Agreement and proposals will become public information. Accordingly, each proposal should be submitted on the vendor's most favorable terms from a price and technical standpoint.

N. Evaluation and Recommendation, Selection and Agreement

The Authority reserves the right to waive any informalities or irregularities.

The Authority reserves the right to alter, amend, or modify any provisions of this Bid, or to withdraw this Bid, at any time prior to the award of an Agreement pursuant hereto.

The Authority reserves the right to hold responses for a period of ninety (90) days from the date of opening before awarding or rejecting said responses.

Severability exists with regard to acceptance or rejection of any item, group of items, or



section unless the Bidder has stipulated specific limitations.

Once a final selection has been made as described above, the Authority will work with the Bidder on preparing an Agreement (the "Agreement") for execution, which will set forth the terms and scope of the engagement of the selected Bidder, including, but not be limited to, the terms set forth in this Bid. If the Authority and the selected Bidder have not executed a negotiated agreement within fifteen (15) business days after selection by the Authority, the Authority may terminate negotiations with that selected Bidder and may initiate negotiations with an alternative Bidder.

No Agreement may be assigned to any other person or entity.

Upon notification of selection and full execution of the Agreement, the Bidder selected must be duly licensed to conduct business in the State of Nevada, Washoe County and the City of Reno. Proof of certificates, licenses, and permits must be submitted to the Authority Finance Department before work can begin. Cost of all required certificates, licenses, and permits are the responsibility of the Bidder.

O. Exceptions

A Bidder deviating from specifications must specify any and all deviation(s). Failure to note said exceptions shall be interpreted to convey that the Bidder shall propose to perform in the manner described and/or specified in this bid solicitation. If exception(s) are taken or alternatives offered, complete descriptions must be shown separately.

P. Indemnification

The Bidder hereby agrees to indemnify and to save and hold harmless the Authority and their agents from any and all claims, actions, costs, expenses, (including attorney's fees), liability, damages or payments incurred by reasons of any bodily injury including death or property damage resulting from the Bidder's operations.

Q. Insurance

The Agreement contemplated by this Bid will require that the successful Bidder shall procure and maintain, at its sole expense the following minimum insurance coverage:

Commercial General Liability. Commercial General Liability at least as broad as Insurance Services Office policy form CG 00 01 04/13, or equivalent, providing coverage on an occurrence form for Bodily Injury, Property Damage, Liquor Liability, Independent Proposers, Personal Injury, Broad Form Property Damage, Broad Form Contractual Liability and Medical Payments. The limits of liability shall not be less than Two Million Dollars (\$2,000,000) per occurrence, Four Million Dollars (\$4,000,000) general aggregate for both bodily injury and property damage.

The policy shall include the Authority and its agents, beneficiaries, partners, employees, the County of Washoe, and the Authority of Reno as additional insureds with coverage at least as broad as Insurance Services Office (ISO) endorsement form CG 20 26 04/16.



The policy shall provide that coverage is provided on a primary basis, not excess or contributing with or secondary to any other insurance as may be available to the additional insureds.

Proposer waives all rights against the Authority, and its agents, beneficiaries, partners, employees, the County of Washoe, and the Authority of Reno any other Indemnitees listed in this Agreement for recovery of damages to the extent these damages are covered by the commercial general liability or commercial umbrella liability insurance maintained pursuant to this agreement. Proposer's insurer shall endorse CGL policy to waive subrogation against with respect to any loss paid under the policy.

Automobile Liability. Automobile Liability at least as broad as Insurance Services Office Business Auto Coverage Form CA 00 01 04/13, or equivalent, providing coverage for Bodily Injury and Property Damage resulting from the ownership, maintenance, or use of any auto, whether owned, rented or hired or non-owned. The limit of liability shall not less than One Million Dollars (\$1,000,000) combined single limit (CSL) for bodily injury and property damage.

Workers' Compensation and Employer's Liability. Workers' Compensation at least as broad as National Council on Compensation Insurance (NCCI) policy form WC 00 00 00 C 01/15, or equivalent, providing coverage meeting the requirements of the Workers' Compensation law of the State of Nevada. To the extent such waivers are obtainable from the insurance carriers, the policy shall include an endorsement waiving the insurance company's rights of subrogation against the Authority, its agents, beneficiaries, partners, employees, the County of Washoe, and Authority of Reno. This endorsement shall be at least as broad as National Council on Compensation Insurance (NCCI) Waiver of Our Right to Recover from Others Endorsement form WC 00 03 13 04/84.

Property. Property insurance on an All-Risk or Special Form providing coverage for personal property of the Bidder.

Blanket Employee Dishonesty Coverage. The Proposer shall maintain crime insurance including coverage for the loss of money, securities, and other property by the Proposer's employees, sub-contractors, or other parties with a limit not less than \$1,000,000 per occurrence. Coverage shall be endorsed to include coverage for loss of money, securities and other property in the care, custody, or control of Proposer whether in transit or at a permanent or temporary premises.

Form of Coverage. All such insurance maintained by the Bidder shall be: issued by insurance companies authorized to do insurance business in the State of Nevada, issued by insurance companies with current A.M. Best financial ratings of at least A X or better satisfactory in form and substance to Authority.

All insurance and bond shall provide that the policy shall not be cancelled, nor shall coverage be reduced thereunder until after thirty (30) days written notice to Authority at Reno-Sparks Convention & Visitors Authority, Post Office Box 837, Reno, Nevada 89504-0837.

The Bidder shall deposit each policy or a certificate thereof with Authority no less than thirty



(30) days prior to the start of the agreement date.

R. Items Offered

If the item offered by the Bidder has a trade name, brand and/or catalog number, such shall be stated in the bid. If the Bidder proposes to furnish an item of a manufacturer or vendor other than that mentioned on the face hereof, Bidder must specify maker, brand, quality, catalog number, or other trade designation. Unless such is noted on the bid form, it will be deemed that the item offered is that designated even though the bid may state "or equal".

S. Late Bids, Modifications, or Withdrawals

Bids, modifications of bids, or bid withdrawals received after the exact time and date specified for receipt will not be considered.

Within the scope of this proposal, the Authority shall be held harmless in any and all transactions between the Bidder and the other participating governmental entities.

T. Lawful Performance

Vendor shall abide by all Federal, State and Local Laws, Ordinances, Regulations, and Statutes as may be related to the performance of duties under this agreement. In addition, all applicable permits and licenses required shall be obtained by the vendor, at vendor's sole expense.

U. Litigation Warranty

The Bidder, by bidding, warrants that Bidder is not currently involved in litigation or arbitration concerning the materials or Bidder's performance concerning the same or similar material or service to be supplied pursuant to this Agreement of specification, and that no judgments or awards have been made against Bidder on the basis of Bidder's performance in supplying or installing the same or similar material or service, unless such fact is disclosed to the Authority in the bid. Disclosure may not disqualify the Bidder. The Authority reserves the right to evaluate bids on the basis of the facts surrounding such litigation or arbitration and to require Bidder to furnish the Authority with a surety bond executed by a surety company authorized to do business in the State of Nevada and approved by the Authority in a sum equal to one hundred percent (100%) of the Agreement price conditional on the faithful performance by Bidder of the Agreement in the event the bid is awarded to Bidder, notwithstanding the litigation or arbitration.

V. Non-Discrimination

No Bidder providing a service, program, or activity to the public on behalf of the Authority shall discriminate against any person because of sex, race, color, creed, national origin or disability, and shall comply with the Americans with Disability Act and Authority's policies pursuant thereto when providing said service, program or activity.

The Authority is an Affirmative Action/Equal Opportunity Employer. Bidders shall be cognizant



of the requirements for compliance with Executive Order 11246, entitled "Equal Employment Opportunity" as amended by Executive Order 11375 and as supplemented in regulations of the U.S. Department of Labor (41 CFR part 60).

The Contractor and any Subcontractors will comply with the requirements set forth in Nevada Revised Statutes Chapter 338 regarding public works, including, but not limited to, the provisions of NRS 338.125 which provides that the Contractor and Subcontractors may not discriminate in any of their employment practices.

W. Open Meeting Law

NRS 241 provides that public business will be conducted in an open meeting.

X. Protests

Pre-Opening Protests: Any protest based upon restrictive specifications or alleged improprieties by the Authority, which are apparent prior to proposed opening including, without limitation, these protest procedures, shall be submitted to the Authority at least seven (7) days prior to the submission opening date. Three (3) copies of any pre-opening protests must be delivered to Reno-Sparks Convention & Visitors Authority, 4065 South Virginia Street, Suite 100, Reno, Nevada 89502, Attention: Jose Martinez. All protests must be in writing to be considered and shall specify in detail the grounds for the protest and the facts and law supporting the protest. All pre-opening protests will be resolved by the Authority prior to the submission opening. The Authority Finance Department will issue a written decision specifying the grounds for granting or denying the pre-opening protest. If a protest is granted, the proposed opening date may be postponed and an Addendum issued or, at the sole discretion of the Authority, the Authority may cancel the bid. If the protest is denied, submissions will be received and opened on the scheduled opening date in the same manner as if no protest had been filed.

Appeal by Unsuccessful Bidder: Any protest from an unsuccessful proposer must be submitted prior to award by the Board as established in NRS 332.068. Bidder must submit a written appeal in accordance with the requirements set forth herein to the Finance Department within five business days from the date of the letter notifying of intent to award.

The appellant must post a bond with the written appeal with good and solvent surety authorized to do business in the State of Nevada in an amount equal to 25% of the value of the contract in order to have their appeal heard by the Board. Any and all bonds are subject to the approval of the Board's Attorney. In the event the appeal is not upheld by the Board, a claim may be made against the bond in an amount equal to the expenses incurred and other monetary losses suffered by the Authority because of the unsuccessful appeal.

The route of appeal is the Director of Finance then the President/CEO, or designee, and must be followed sequentially. No Bid protests will be heard by the Board unless the proposer has followed the appeal process route.



Claims Against Protest Bonds:

The Authority shall not make a claim upon any bond or other security unless and until the basis of that claim is considered and approved by the Board. The Authority may:

- Claim its regular staff time and costs in processing, considering and/or defending against an award protest.
- Claim any necessary extraordinary staff overtime incurred in processing, considering and/or defending against an award protest.
- Claim the Authority's Attorney time and costs in processing, considering and/or defending against an award protest.
- Claim any resulting fees and costs incurred to any independent contractors, consultants or contracted attorneys utilized in processing, considering and/or defending against an award protest.
- Claim any lost expenditure savings, lost revenue and other consequential financial damages resulting from the protest's automatic stay of the award of an Agreement to a selected solicitation response.
- Claim any lost gifts, lost grants or other lost government or private financial participation resulting from any delay caused by the protest's automatic stay of the award of an Agreement to a selected solicitation response.

Protest Bond Risk Inquiry—Procedure:

As soon as possible after an award protester has posted a protest bond or other security, the soliciting Authority department or agency shall provide a written non-binding estimate of the basis of potential claims unique to the circumstances of the Agreement award(s) stayed by the protest, without disclosing any bid information that must remain confidential until an award decision is final. From this estimate, the protester shall be responsible for calculating the risk(s) of proceeding with a protest to a final decision by the Board. A protester may withdraw a protest in writing at any time prior to a decision of the Board, but any withdrawal more than seven (7) calendar days after the issue date of the Authority's estimate of the basis of potential claims shall, upon Board's approval of the claims, be subject to claims against the bond or other security of the withdrawing protestor prior to its return to the protester.

Y. Signature

All bids shall be signed, and the title and Bidder name indicated. A bid by a corporation shall be signed by an authorized officer, employee, or agent with his or her title.

Z. Submission of Responses

The Authority assumes no responsibility for errant delivery of responses, including those relegated to a courier agent who fails to deliver in accordance with the submission time/date and address requirements.

The Authority will not be responsible for the premature opening of responses which are not properly addressed or identified.

The Authority will not accept a response submitted by telephone, telegraphic notice, facsimile, or e-mail.



Bidder will furnish the required information typed or written in ink.

The person signing the response must initial erasures or other changes in ink.

In the spaces provided, a duly authorized representative of the Bidder will sign this Bid document.

Bidder will proofread its response carefully for errors.

In the event of a difference between written words and figures, the amount stated in written words will govern.

In the event of a difference between unit price and extended price, the unit price will govern.

The Authority is not liable for any costs incurred by Bidder prior to entering into the final Agreement. Costs of developing the qualifications or any other such expenses incurred by the Bidder in responding to this Bid, are entirely the responsibility of the Bidder, and shall not be reimbursed in any manner by the Authority.

Respondent shall be responsible for ensuring they have complied in all respects with the provisions of NRS 338.141 regarding listing of general contractors and/or subcontractors who will perform any work on the project. Failure of Respondent to comply with the provisions of NRS 338.141 will result in rejection of Respondent's bid.

Respondent shall bear the responsibility to ascertain the relevancy of the "preference for certain contractors" referenced in NRS 338.147. Respondents claiming preference shall submit with their Bid the "Certificate of Eligibility" issued by the State of Nevada Contractor's Board as proof of Contractor's compliance with the provisions of NRS 338.147. Failure to submit the Certificate of Eligibility with the sealed Bid shall result in the waiver of any bidder preference. In the event Respondent claims a bidder preference pursuant to NRS 338.147, the RSCVA strongly encourages Respondent to deliver to the RSCVA an affidavit satisfying the requirements of NRS 338.0117 with the Bid response. However, pursuant to NRS 338.147(2)(a)(3) the Respondent may deliver the foregoing affidavit up to two (2) hours after the opening of the bids, all as set forth in NRS 338.147(2)(a)(3). Failure to timely submit the

foregoing affidavit shall result in a waiver of any bidder preference.

Bidder has carefully examined the specifications, and all provisions relating to the item(s) to be furnished or the work to be done; understands the meaning, intent, and requirements.

AA. Tax Exemption

The Authority is a tax-exempt public entity and is not generally subject to federal excise, state, or local taxes. The Authority is specifically limited in its payment of sales tax per NRS 372.325. No additional taxes may be added or "passed through" as a result of any agreement.



BB. Venue

This agreement shall be governed by and interpreted according to the laws of the State of Nevada, and venue for any proceeding shall be in Washoe County.

CC. Withdrawal of Bids/Proposals

Bids/Proposals may be withdrawn by written or facsimile notice received prior to the exact hour and date specified for receipt of bid. A bid/proposal may also be withdrawn in person by a Bidder, or Bidder's authorized representative, prior to the exact hour and date set for receipt of bids. Telephone withdrawals are not permitted.



XII. BASE BID FORM

Project: 2023-OP02

Project Title: 2023-01 Reno-Sparks Convention Center Purchase of an Indoor Track
4590 South Virginia St.
Reno, Nevada 89502
Project No. 2023-OP02

Owner: Reno-Sparks Convention and Visitors Authority
4065 South Virginia St. Suite 100
Reno, Nevada 89502

Amy Pickens
Telephone No. 775.335-8839
E-mail: apickens@renotahoeusa.com



BID FORM

To: Reno-Sparks Convention and Visitors Authority

Name of Bidder: Truckee Meadows Construction, Inc.

Date of Bid: 5/9/2023

1.01 Pursuant to and in compliance with the Invitation to Bid and the Bidding Documents relating to the construction of:

Reno-Sparks Convention Center RFP2023-OP02

Purchase of a Portable Indoor Track
4590 S. Virginia St
Reno, Nevada 89502
Project No. 2023-OP02

Including Addenda 1

The undersigned, having become thoroughly familiar with the terms and conditions of the Bidding Documents and with local conditions affecting the performance and cost of the work at the place where the work is to be completed and after having been given ample opportunity to fully inspect the site in all particulars, hereby proposes and agrees to fully perform the work, including furnishing any and all labor, materials, services, equipment and all applicable taxes necessary to construct and complete said work in accordance with the Contract Documents, for the following sum(s) of money:

A. **Base Bid:** Purchase of a Portable Indoor Track per specifications.

Three million nine hundred seven thousand nine hundred dollars and
zero cents Dollars (\$ 3,907,900.00)

B. **Unit Prices:**

- Deductive cost per square yard for the reduction of the structure on the infield.

Two hundred ninety-two dollars and zero cents
 Dollars (\$ 292.00)



BID FORM

- Additive cost per square yard for additional T&F synthetic surfacing installed directly on the concrete floor.

One hundred twenty dollars and zero cents

Dollars (\$ 120.00)

- Add or deduct cost per square yard for a voluntary alternate for synthetic surfacing product, in lieu of the standard rolled out or normal product.

See voluntary alternates below.

Dollars (\$)

Voluntary Alternate No. 1 - Provide Mondo FastBreak Portable floor system, with Mondo Super-X 720 13.5mm rubber flooring, in lieu of infield raised structure system. DEDUCT per square yard: Ninety and No/100's Dollars (\$90.00)

Voluntary Alternate No. 2 - Provide Mondo Super-X 720 13.5mm interlocking tiles, in lieu of infield raised structure system. DEDUCT per square yard: Two hundred eighty and No/100's Dollars (\$280.00)

Voluntary Alternate No. 3 - Furnish and install Mondo Modultrack Portable Track System with elevated long jump/triple jump runways, and sprint lanes built on Mondo FastBreak portable flooring system. Access area and clerk station to be interlocking Super-X 720 13.5mm material.

TOTAL LUMP SUM PRICE: Three million, four hundred sixty-two thousand, three hundred ninety and No/100's Dollars **(\$3,462,390.00)**



C. Performance Bond and Payment Bond

1. This bid includes the cost of a Performance Bond and Payment Bond. By signing and submitting this bid, the Bidder certifies that they will furnish these bonds in amounts sufficient to cover the total proposed cost of the work, including Base Bid and all Alternates. The bonds shall be amended and maintained current with all contract Change Orders.
2. The cost of these bonds is 3 % of the total proposed cost of the work, including Base Bid and all Alternates.

D. Bid Bond

1. Accompanying this bid is a bid bond as specified in Section **XI**. Instructions to Bidders, payable without condition to the Owner, equaling no less than 5% of the total proposed cost of the work, including the Base Bid and all Alternates. It is agreed that the bid security will be the measure of liquidated damages which the Owner will sustain by failure, neglect, or refusal of Bidder to deliver the signed contract, bonds, and required insurance documentation within ten days after notification of contract award is made by the Owner.

E. Change Orders

1. The following fees shall be used for lump sum pricing and actual cost pricing of additions and deletions to the work required by the Contract Documents. The following fees are not applicable for unit price-based change orders; and shall not be applied to hourly rates or pricing to which overhead and profit have been included, or to taxes.
 - a. For any additions to the work authorized by the Owner:

The contract sum shall be revised to include the actual cost of the work required for such additions plus
percent (15 %).
 - b. For deletions from the work authorized by the Owner:

The contract sum shall be reduced by an amount equal to the cost savings realized for work not performed by reason of such deletions plus
 percent (15 %).



F. Time of Commencement, Completion and Damages

1. Base Bid: Contractor shall commence work 490 (calendar) days after award. From the day of commencement, the Contractor shall substantially complete the work in (calendar) days.
2. Final completion, including delivery of all closeout submittals and warranties, shall be achieved within 15 calendar days after achieving substantial completion.
3. In submitting this bid, the Bidder assures the Owner that availability of labor, material, equipment, services, and other necessary resources are available.

1.02 By signing this bid, the Bidder certifies the following:

- A. All information submitted on this bid form is accurate and true to the best of the Bidder's knowledge, and the Bidder has performed due diligence as necessary to provide responsible information.
- B. This bid has been arrived at independently without consultation, communication, or agreement as to any matter relating to this bid with any other Bidder or with any competitor.
- C. This bid is in compliance with all local, state, and applicable codes.
- D. The Bidder and any proposed Subcontractors are duly licensed with all applicable authorities having jurisdiction, as required to legally perform the work described by the Bidding Documents at the project location.
- E. The Bidder will maintain strict confidentiality with respect to information submitted on this bid form, any project-related documents obtained during the bidding process, photographic or video images of the site, project-related emails or other correspondence, or information learned through visual review of the facility or project site.
- F. Bidder will comply with the terms of any confidential agreements made with the Owner during the bidding of this project, as applicable.
- G. This bid shall remain open and not be withdrawn for a period of 90 calendar days from the date prescribed for its opening.
- H. If the Owner provides written notice of award to the undersigned within 90 calendar days, the Bidder shall execute and deliver the signed contract agreement, Performance Bond, Payment Bond, required insurance documentation, and any other submittals as specified in the Bidding Documents, together, all within ten calendar days after the Owner issues the notice of award.



- I. The Bidder is an equal opportunity employer, and does not discriminate, and will take "affirmative action" measures to ensure against discrimination in employment, recruitment, advertisements for employment, compensation, termination, upgrading, promotions, and other conditions of employment against any employee or job applicant on the bases of race, creed, color, national origin, sex, or any other legally protected characteristics. No person will be adversely affected in employment with the employer as a result of bringing complaints of unlawful discrimination.
- J. The Bidder provides a work environment that is free from harassment based upon an individual's sex, race, ethnicity, national origin, age, religion or any other legally protected characteristics. All employees, including supervisors and other management personnel, are expected and required to abide by this policy. No person will be adversely affected in employment with the employer as a result of bringing complaints of unlawful harassment.

1.03 By signing this bid, the Bidder implies their understanding of the following conditions:

- A. The Owner reserves the right to reject any and all bids, waive irregularities or technicalities in any bid, and accept any bid in whole or in part which it deems to be in its best interest.
- B. If notice of award is issued after 90 calendar days from the bid due date, the Bidder shall have the right to either accept the contract or withdraw their bid, without penalty.

1.04 The name(s) and title(s) for all persons interested in the foregoing bid as principal(s) are:

Note: If Bidder is a corporation, provide names of president, controller, and secretary; if a partnership, and names of all individual co-partners composing the firm; if Bidder or other interested person is an individual, give first and last names in full.

Name	Title
Michael Faulstich	President
Lance Faulstich	Vice President, QI



1.05 Notice of award or requests for additional information may be addressed to the undersigned at the address set forth below.

1.06 The Legal Name, State of Incorporation, Address, Contact Information, and Federal Tax Identification Number for the Bidder are:

Note: *If Bidder is a corporation, provide legal name of corporation, state where incorporated, together with the address and contact information and signature of the officer authorized to sign contracts on behalf of the corporation. If Bidder is a partnership, provide legal name of firm, together with the address and contact information and signature(s) of the partner(s) authorized to sign contracts on behalf of the partnership.*

Legal Name of Bidder:

Truckee Meadows Construction, Inc.

State of Incorporation:

Nevada

Business Address: 5945 S. Los Altos Pkwy. Ste. 103 Sparks, NV 89436

Telephone Number:

775.747.2322

E-mail Address:

ashley@tmcsparks.com

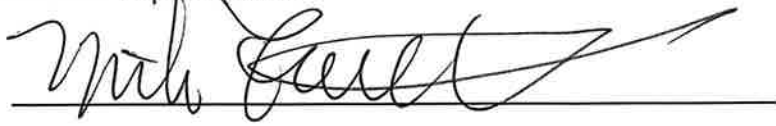
Federal Tax ID Number:

1020708760



1.07 Signature of Authorized Bidder Representative

Signature:

A handwritten signature in black ink, appearing to read "Mike Faulstich", written over a horizontal line.

Typed Name:

Michael Faulstich

Title:

President

Date:

5/9/2023

-End of Section-



XIII. RENO-SPARKS CONVENTION AND VISITORS AUTHORITY – 5% BID BOND

KNOW ALL MEN BY THESE PRESENTS: That we the undersigned

Truckee Meadows Construction, Inc., as "Principal," and
Swiss Re Corporate Solutions America Insurance Corporation, as "Surety," are
hereby held and firmly bound unto the Reno-Sparks Convention and Visitors Authority,
as "Obligee," in the penal sum of

*** Five Percent Of Total Amount Bid ***dollars (\$ 5% Of Total Bid) for the payment of which, well and truly to be
made, the Principal and Surety bind themselves, their heirs, executors, and
administrators, successors, and assigns, jointly and severally, by this instrument.
The condition of the obligation of this bid bond is as follows:

WHEREAS, NRS 332.105 authorizes local governments to require bid bonds to
ensure execution and proper performance of the Contract and the Bonding Company
has an "A" or better rating with Moody's or A.M. Best and T-Listed with the U.S.
Treasury Department;

AND, WHEREAS, the Principal has submitted a bid for Bid # **2023-OP02, for the
RENO-SPARKS CONVENTION CENTER Purchase of a Portable Indoor
Track.**

NOW, THEREFORE,

- (a) If said Bid shall be rejected; or
- (b) If said Bid shall be accepted and the Principal shall execute and deliver the
contract in the bid documents ("Contract") to Obligee in accordance with
the terms of the bid documents, and give such bond or bonds as may be
specified in the bid or contract documents with good and sufficient surety
for the faithful performance of such Contract and for the prompt payment
of labor and material furnished in the prosecution thereof; or
- (c) If the Principal shall pay to the Obligee the full amount of the bid bond as a
penalty irrespective of the Obligee's actual damages in the event of the
failure of the Principal to enter into such Contract and give such bond or
bonds, then, this obligation shall be null and void. Otherwise, it shall
remain in full force and effect, it being expressly understood and agreed
that the liability of the Surety (but not of the Principal) for any and all
claims hereunder shall, in no event, exceed the penal amount of the
obligation as herein stated. The Surety, for the consideration for which this
bond was executed, hereby stipulates, and agrees that the obligations of
said Surety and its bond shall be in no way impaired or affected by any
extension of the time within which the Obligee may accept such bid, and
hereby waives notice of any such extension.



IN WITNESS WHEREOF, the Principal and the Surety have hereunto set their hands and the Surety has caused their seal to be hereto affixed and these present to be signed by their proper officers.

Signed, Sealed, and dated: May 5, 2023



Truckee Meadows Construction, Inc.
Principal
By: *[Signature]*



Swiss Re Corporate Solutions America Insurance Corporation
Surety
By: *[Signature]*
Robert W. Lagler (Attorney-in-Fact) NV Lic#: 10829

SWISS RE CORPORATE SOLUTIONS

SWISS RE CORPORATE SOLUTIONS AMERICA INSURANCE CORPORATION ("SRCSAIC")
SWISS RE CORPORATE SOLUTIONS PREMIER INSURANCE CORPORATION ("SRCSPIC")
WESTPORT INSURANCE CORPORATION ("WIC")

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT SRCSAIC, a corporation duly organized and existing under laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, and SRCSPIC, a corporation organized and existing under the laws of the State of Missouri and having its principal office in the City of Kansas City, Missouri, and WIC, organized under the laws of the State of Missouri, and having its principal office in the City of Kansas City, Missouri, each does hereby make, constitute and appoint:

ROBERT W. LAGLER

JOINTLY OR SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of:

TWO HUNDRED MILLION (\$200,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of both SRCSAIC and SRCSPIC at meetings duly called and held on the 18th of November 2021 and WIC by written consent of its Executive Committee dated July 18, 2011.

"RESOLVED, that any two of the President, any Managing Director, any Senior Vice President, any Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is, authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Corporation bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Corporation; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Corporation may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Corporation when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."



By

Erik Janssens, Senior Vice President of SRCSAIC & Senior Vice President of SRCSPIC & Senior Vice President of WIC

By

Gerald Jagrowski, Vice President of SRCSAIC & Vice President of SRCSPIC & Vice President of WIC



IN WITNESS WHEREOF, SRCSAIC, SRCSPIC, and WIC have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers

this 10 day of NOVEMBER, 20 22

State of Illinois
County of Cook

SS

Swiss Re Corporate Solutions America Insurance Corporation
Swiss Re Corporate Solutions Premier Insurance Corporation
Westport Insurance Corporation

On this 10 day of NOVEMBER, 20 22, before me, a Notary Public personally appeared Erik Janssens, Senior Vice President of SRCSAIC and Senior Vice President of SRCSPIC and Senior Vice President of WIC and Gerald Jagrowski, Vice President of SRCSAIC and Vice President of SRCSPIC and Vice President of WIC, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.



Christina Manisco, Notary

I, Jeffrey Goldberg, the duly elected Senior Vice President and Assistant Secretary of SRCSAIC and SRCSPIC and WIC, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said SRCSAIC and SRCSPIC and WIC, which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 5th day of May, 20 23.

Jeffrey Goldberg, Senior Vice President &
Assistant Secretary of SRCSAIC and
SRCSPIC and WIC



P.O. Box 837
Reno, NV 89504 USA
t: 775.335.8839
VisitRenoTahoe.com

Subject: Amendment 1 to Request for Proposal 2023-OP02

RFP Title: Reno-Sparks Convention Center-Purchase of Indoor Track

Date Of Amendment: April 26, 2023

Date Of RFP Release: April 26, 2023

Bid Responses Due: May 5, 2023, 10:00 AM (PDT)

Bid Opening Time: May 5, 2023, 10:10 AM (PDT)

Contact: Amy Pickens/Project Administrator

The following shall be a part of RFP 2023-OP02 and are changes made to Page 4. section **II. SCHEDULE.**

Page 4:

II. SCHEDULE Written Questions Due (if any) **April 28, 2023, 2:00 PM (PDT)**

Amended to read:

II SCHEDULE Written Questions Due (if any) **May 2, 2023, 2:00 PM (PDT)**

Page 4:

II. SCHEDULE Written Responses to Questions Issued **May 1, 2:00 PM (PDT)**

Amended to read:

II. SCHEDULE Written Responses to Questions Issued **May 3, 2023, 10:00 AM (PDT)**

Page 4:

II. SCHEDULE Bid Responses Due **May 5, 2023, 10:00 AM (PDT)**

Amended to read:

II SCHEDULE Bid Responses Due **May 9, 2023, 10:00 AM (PDT)**

Page 4:

II. SCHEDULE Bid Opening Time **May 5, 2023, 10:10 AM (PDT)**

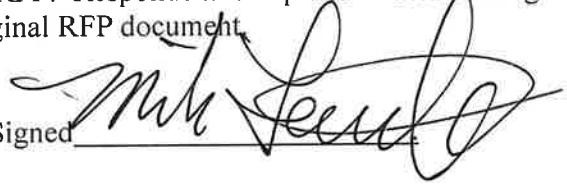
Amended to read:

II. SCHEDULE Bid Opening Time

May 9, 2023, 10:10 PM (PDT)

This Amendment will become an integral part of the RFP. Respondent is required to acknowledge receipt of same by signing and returning with the original RFP document.

Firm Name Truckee Meadows Construction, Inc. Signed

A handwritten signature in black ink, appearing to read "Mike Seinfeld", is written over a horizontal line that follows the word "Signed".



Scope of Work

Purchase of a Portable Indoor Track

RFP 2023-OP02

Reno-Sparks Convention Center

4590 South Virginia Street

Reno, NV 89502

Prepared by: Don Paige, President & Owner

Paige Design Group, Inc. (PDG)

1040 Frank Davis Road Waynesville, NC 28785

Cell: 919-451-1641

Email: dpaige@PaigeDesignGroup.com



1. Project Description:

- 1.1. RSCVA is requesting proposals from Vendors that have a current Business license. All permits and licenses are the sole responsibility of the Vendor. All components of the Reno Indoor Track must meet local, state & federal code requirements.
- 1.2. The Vendors must specialize in the design, fabrication and assembly of Portable Indoor Banked Tracks including all field events and accessories listed in this RFP.
- 1.3. The completed project will be located in the Reno-Sparks Convention Center. The 200m oval and Synthetic Surface Access are located in Hall 4. The future Bleachers, Meet Management & Clerk Area, Warm-up Lanes, Throwing Area (SP & WT) and Team Staging Areas are located in the adjoining Hall 5. A moveable wall and two 31" x 31" square steel columns separate these two Halls. The moveable wall will be fully retracted.
- 1.4. Halls 4 & 5 both have a 34' clearance to the bottom of any hanging structures in the ceiling. NCAA rules require a minimum of 30' clearance to any structures in the ceiling.
- 1.5. *Awarded Proposer MUST verify Hall dimensions, do not rely on the drawing in this RFP prepared by PDG. Information was supplied by RSCVA. Hall 4 is 180'-0" x 360'-0". Hall 5 is 150'-0" x 330'-0". Awarded Vendor MUST survey both Halls for accurate dimensions prior to any design & layout.*
- 1.6. The completed Reno Indoor Track must meet all NFHS, NCAA, USATF and WA rules and regulations.
- 1.7. The University of Nevada – Reno will be the local host institution. They will use this facility as their home training venue and will host competitions.
- 1.8. *Important Information is highlighted in this RFP:*
 - 1.8.1. Regular Text = General Information.
 - 1.8.2. *Italic Text = Important Information, but no Vendor Information is required in their proposal package.*
 - 1.8.3. **Bold Text = Important Information and Vendor must submit this information in their proposal package.**

2. Acronyms, Abbreviations and Definitions:

- 2.1. RSCVA = Reno-Sparks Convention and Visitors Authority.
- 2.2. RSCC = Reno-Sparks Convention Center.
- 2.3. RFP = Request for Proposal.
- 2.4. PDG = Paige Design Group.
- 2.5. T&F = Track and Field.
- 2.6. SS = Synthetic Surfacing.
- 2.7. NFHS = National Federation of High Schools.
- 2.8. NCAA = National Collegiate Athletic Association.
- 2.9. USATF = United States of America Track & Field.
- 2.10. WA = World Athletics.
- 2.11. PU = Polyurethane.
- 2.12. PC = Point-of-Curvature.
- 2.13. ML = Measuring Line.
- 2.14. HJ = High Jump.
- 2.15. PV = Pole Vault.
- 2.16. SP = Shot Put.
- 2.17. WT = Weight Throw.
- 2.18. DMR = Distance Medley Relay.
- 2.19. ADA = Americans with Disabilities Act.
- 2.20. approx. = approximately.
- 2.21. spec. = Specification.



- 2.22. SY = Square Yards.
- 2.23. CF = Cubic Feet.
- 2.24. SF = Square Feet.
- 2.25. LF= Linear Feet.
- 2.26. m = Meters.
- 2.27. cm = Centimeters.
- 2.28. ' = Feet.
- 2.29. " = Inches.
- 2.30. Turns = there are two turns on a track oval, turn 1 just past the common finish line and turn 2 just prior to the home straight.
- 2.31. Structure = the portions of the T&F events that are elevated above the concrete floor and all materials below the T&F SS, for example, leveling feet, steel frame, metal tubing, plywood, etc.
- 2.32. Vendor = Manufacturer, installer, dealer, or partnership of designer & builder of the structure with the T&F SS.
- 2.33. Reno Indoor Track or Portable Indoor Banked Track = all design, shipping, fabrication, assembly, normal and specialized labor pertaining to the structure (steel framing, steel tubing, leveling feet, etc.), hardware, plywood, T&F SS, T&F line markings, embedded T&F equipment, World Athletics (WA) Certification - Indoor Facilities Measurement Report and all other accessories & components (Synthetic Surface Access, Meet Management & Clerk Area & Warm-up Lanes) listed in this RFP.
- 2.34. Indoor Banked Track = Indoor banked tracks are classified into 3 categories 1) fixed or permanent, 2) portable or modular or demountable and 3) variable or hydraulic.

3. Vendors:

- 3.1. **Vendor must have completed a minimum of one WA Certified indoor Facility.**
- 3.2. **Vendor must identify the company and their license number to perform these services for this project and what shall be their direct involvement.**
- 3.3. **Vendor must identify the designer (company & key individual) of the Reno Indoor Track.**
- 3.4. **Vendor must identify who (company) and where the Reno Indoor Track will be fabricated.**
- 3.5. The RSCC Hall 4 is available where the Vendor can assemble the Indoor Banked Track for the original build.
- 3.6. **Vendor must identify who (company) and where they are located that will maintain and service the Reno Indoor Track, for on-going maintenance and if there is an emergency or damage to the track.**

4. T&F Products:

- 4.1. *For the purpose of this RFP, the structure and SS are one complete system. No hybrids are allowed, no mixing & matching of structure with another Vendor's SS product.*
- 4.2. **The Vendor's WA Certified Track Product must be used, and the full laboratory report prepared by the certified laboratory is required.**
- 4.3. All design, fabrication & materials used in the base framing & structure must have been used in the past 3 years on previously WA Certified Indoor Facilities with only slight or minor modifications allowed.
- 4.4. **Vendor must provide any & all custom design improvements and slight modifications in their new design. All custom proprietary information must be identified and will be kept confidential.**
 - 4.4.1. **Vendor can submit a voluntary alternate, list where product will be used in the Reno Indoor Track, list name of product, where it has been installed previously & supply spec. sheet with photos, if possible.**
- 4.5. **For voluntary alternate, Vendor must provide a unit cost (deduct or add) per SY.**
- 4.6. Thickness: All installed products at their WA certified thickness.



- 4.7. Colors: Navy blue and medium gray, as shown on the drawing. These shall be standard colors, no custom colors, and shall match, as close as possible, to the colors at the University of Nevada - Reno's athletic department colors. School colors are navy blue and silver, substitute medium gray for silver.

5. Submittals due after the Vendor is awarded the project:

- 5.1. Three sets of samples of the T&F SS products, minimum size of 6" by 6" with the same texture, thickness & colors listed within this RFP or as requested by RSCVA.
- 5.2. Crash Pad colors, custom wording, custom fonts & colors, custom logo & colors shall be TBD with shop drawings or as request by RSCVA.
- 5.3. A Line Marking drawing must be submitted and accepted prior to installation of the Line Markings. Vendor to submit the line striper's name, cell number and a list of Indoor Banked Tracks completed and WA Certified. Provide list of facilities that are WA Certified.
- 5.4. Embedded T&F equipment spec. sheets.

6. Design: Attached Drawing – TF 01 Layout Sheet:

- 6.1. Note 1: Portable Indoor Banked Track
- 6.1.1. 200.001 meters.
- 6.1.2. 6 lanes at 42" wide for each lane.
- 6.1.3. Radius to measuring line is 18 meters or 59'-0 11/16".
- 6.1.4. Banked turns shall be 11.95° and not to exceed 12.0°.
- 6.1.5. Inside of lane 1 will have a raised portable aluminum curb, 30cm rule. Curb shall be installed on top of a 2" wide, white, painted lane line. Curb must be 100% on the slope of the turn and not touching the flat portion of the infield. I recommend 1" of clear space between the curb and the flat infield.
- 6.1.6. Outside of lane 8 shall have 30cm clear zone of structure with SS.
- 6.1.7. Outside lane 8, on both turns and not within the 30cm clear zone shall be a guard rail. Guard rail to begin and end at each turn's PC, around turns only & not on the straights. Guard rail to be powder coated (color TBD), 42" tall, securely attached to the oval's structure and installed vertical, not perpendicular to the slope of the turn.
- 6.1.8. **Vendor to identify the size and quantity of carts or packaging system to easily store the Guard Rails and this system shall ensure they do not get scratched or damaged.**
- 6.1.9. Install four survey points in the existing concrete floor, at the PCs outside edge of the 200m track oval so the oval is assembled in the same location each time.
- 6.1.10. The vertical transition between flat straight and banked turns must be continuous and uniform. The maximum gradient of the vertical transitions, measured in the running direction along the outside edge of lane 6, should not exceed 5.0%. The transition for this oval shall extend up to 5m into the straight.
- 6.1.11. At turn 1, outside edge of oval (not the Crash Pads), along the oval's center line, the distance to the nearest face of the column is approx. 18'-10".
- 6.1.12. At turn 2, outside edge of oval, along the oval's center line, the distance to the wall is approx. 37'-8".
- 6.1.13. At the home straight, the edge of the oval is approx. 10'-0" to the nearest edge of the column.
- 6.1.14. At the back straight, the edge of the oval is approx. 10'-6" to the wall.
- 6.2. Note 2: Common Finish Line:
- 6.2.1. Located at the PC and used for all oval races.
- 6.3. Note 3: Sprint & Hurdles Finish Line
- 6.3.1. Located 60m from the start line and used for all sprint (55m or 60m) and hurdle races.
- 6.4. Note 4: 60m Sprint & Hurdles



- 6.4.1. In turn 2, measure 10 feet from the oval's lane 1 to the start line.
- 6.4.2. In turn 2, paint all sprint lane lines to the oval's lane 1 painted line.
- 6.4.3. No painted lane lines past the finish line; Vendor to include the cost to prepare stencil and paint maximum of three colors for a 15' by 15' logo centered between the finish line and oval's lane 1.
- 6.4.4. Install four survey points in the existing concrete floor, at the Point-of-Curvatures (PCs) and at the outside edge of the 200m track oval so the oval is assembled in the same location each year.
- 6.5. Note 5: Crash Pads:
 - 6.5.1. From the top of the SS in lane 6 to the bottom of the pads shall have a 12" clear space.
 - 6.5.2. The pads shall be 6'-0" high by 40'-0" wide by minimum of 8" thickness, each individual pad is approx. 48" wide. Total height from SS in lane 6 to top of pads is 7'-0".
 - 6.5.3. All steel structures shall be properly protected so no injury occurs to the athlete.
 - 6.5.4. Galvanized steel structure and vinyl covered foam pads.
 - 6.5.5. Structure securely attached to the oval structure.
 - 6.5.6. Structure shall be designed and assembled to withstand the force of 8 world-class, powerful sprinters all impacting the pads at the same time.
 - 6.5.7. Vendor to include the cost to have custom lettering on the pads (pads one color and letters two additional colors), letters shall be approx. 5' tall, colors, lettering, word or logo TBD with shop drawings.
- 6.6. Note 6: High Jump – Moveable Pad:
 - 6.6.1. The landing pad is portable, so it can be moved around on the infield.
 - 6.6.2. There are no painted lines installed with the HJ event.
 - 6.6.3. The drawing illustrates a run-up of 15m & 20m distance to the cross bar.
- 6.7. Note 7: Long & Triple Jump:
 - 6.7.1. Two sand pits, interior dimensions are 9'-5" by 26'-3", with sand catchers and 30cm deep.
 - 6.7.2. Sand pits are 4'-8" apart, measured from edge of sand to edge of sand.
 - 6.7.3. Sand pit is 5'-10" from lane 8 of sprint lanes, measured from edge of sand to outside of painted lane line.
 - 6.7.4. Three takeoff boards per sand pit, takeoff board edge is 9'-10", 36'-0" & 42'-0" from nearest edge of sand. Takeoff boards must be securely attached to the runway's structure with no movement. Each takeoff board tray to receive a full pour polyurethane plug with 1" notches cut into the short end of the plug for ease of removing the plug. Trays, takeoff boards and plugs to be numbered on the bottom side.
 - 6.7.5. Both runways are 172'-2 13/16" long from the edge of sand to end of runway; Both runways have 40m (131'-2 13/16") from the men's TJ board to the end of runway.
 - 6.7.6. Runways are measured 4'-0" wide, from inside edge of painted line to inside edge of painted line.
 - 6.7.7. From sprint lane 8 to runway painted line is 8'-4" and the second runway is approx. 22'-6".
- 6.8. Note 8: Pole Vault:
 - 6.8.1. Two runways are the same, measured 40m (131'-2 13/16") from the zero line to the end of the runway.
 - 6.8.2. Runways are measured 4'-0" wide, from inside edge of painted line to inside edge of painted line.
 - 6.8.3. One vault box per runway must be securely attached to the runway's structure with no movement.
 - 6.8.4. The center of the vault box, at the back edge of the box, is approx. 14'-11" to lane 1 of the sprint lanes. The other vault box is approx. 25'-5" to lane 1 of the sprint lanes.



- 6.8.5. Both landing pad shown on the drawing, distance of 22'-4" from zero line to back edge of landing pad and the width of pad is 21'-6".
- 6.9. Note 9: Synthetic Surface Access:
- 6.9.1. The area outside the track oval is smooth concrete and metal spikes on concrete floors can be dangerous, caution is advised. Therefore, certain areas require SS.
- 6.9.2. This area starts at the PC or start of the home straight and extends to the Meet Management & Clerking area.
- 6.9.3. It is 10'-0" wide by 222'-4" long, the width is from the outside edge of the oval up to the steel columns.
- 6.9.4. This SS must be spike-proof, will most likely be rolled out and adhered to the concrete floor with double sided tape.
- 6.9.5. **Vendors are allowed to submit a voluntary alternate for a SS product, in lieu of their standard rolled out or normal product. Vendor must provide a unit cost (deduct or add) per SY.**
- 6.10. Note 10: Meet Management & Clerk Area:
- 6.10.1. The area outside the track oval is smooth concrete and metal spikes on concrete floors can be dangerous, caution is advised. Therefore, certain areas require SS.
- 6.10.2. This area starts at the end of the Synthetic Surface Area (Note 10) and extends to the Warmup Lanes.
- 6.10.3. It is 20'-0" wide by 71'-4" long, the width is from the edge of the building wall to the edge of the Synthetic Surface Area (Note 10).
- 6.10.4. This SS must be spike-proof, will most likely be rolled out and adhered to the concrete floor with double sided tape.
- 6.10.5. **Vendors are allowed to submit a voluntary alternate for a different SS product, in lieu of their standard rolled out or normal product. Vendor must provide a unit cost (deduct or add) per SY.**
- 6.11. Note 11: Warm-up Lanes:
- 6.11.1. The area outside the track oval is smooth concrete and metal spikes on concrete floors can be dangerous, caution is advised. Therefore, certain areas require SS.
- 6.11.2. This area starts at the end of the Meet Management & Clerk Area (Note 11) and extends for approx. 55m.
- 6.11.3. It is 32'-0" wide by 181'-0" long, the length starts at the far edge of the Meet Management & Clerk Area & extends approx. 55m. Dimensions of length: 10' (3m) before the start line, run 3 hurdles at 32m plus 20m to decelerate = 55m.
- 6.11.4. Only add lane numbers to the six middle lanes, 1-6, the outside lane on both sides of lane 1 & lane 6 is a safety zone.
- 6.11.5. This SS must be spike-proof, will most likely be rolled out and adhered to the concrete floor with double sided tape.
- 6.11.6. **Vendors are allowed to submit a voluntary alternate for a different SS product, in lieu of their standard rolled out or normal product. Vendor must provide a unit cost (deduct or add) per SY.**
- 6.12. Note 14: Elevated Oval & Infield
- 6.12.1. The 200m oval is elevated approx. 12" above the existing concrete floor. The total infield is also elevated and must be flush to lane 1 on the oval.
- 6.12.2. **As a value engineering exercise, the Vendors may submit an option that reduces the quantity of elevated structure on the infield to reduce the cost of this project. Please list the quantity reduction and the total savings or reduction in the proposal cost. In these areas where the structure has been removed, a spike-proof SS must be installed. Please list the replacement product and supply a spec. sheet, as needed.**



- 6.12.3. The Vendors must describe briefly how the Track Timing System (cables and connectors for power & data) has been integrated with the elevated infield in previous Indoor Banked Tracks. Please provide photos, if necessary.

7. Structure Materials:

- 7.1. All steel structures shall be hot dipped galvanized.
- 7.2. All structures touching the concrete floor shall have leveling feet with rubber pads on the bottom to reduce vibration and noise.
- 7.3. All plywood shall be approx. $\frac{3}{4}$ " thick or as per Vendor's spec, marine-grade and shall have intumescent fire resistive coating applied to the bottom side of the plywood.
- 7.4. **Description of the Vendor's custom locking system to guarantee the track length will not vary from panel to panel when assembled and dis-assembled year-to-year. Identify bolt-free modular construction vs. using bolts & screws – please be descriptive of your process.**

8. T&F Equipment – Embedded:

- 8.1. Oval:
 - 8.1.1. Portable aluminum curb, white & numbered on the bottom, model.
- 8.2. Sprint & Hurdles:
 - 8.2.1. Custom graphics crash pad, the padding is model. Both the Structure & Padding is by Vendor.
- 8.3. LJ/TJ:
 - 8.3.1. Two sand pit forms with sand catchers. Must modify and shorten sand pit form to 26'-3".
 - 8.3.2. Six NCAA takeoff boards.
- 8.4. PV:
 - 8.4.1. Two powder coated white, cast aluminum vault boxes.

9. Line Markings:

- 9.1. An experienced and qualified line striper is necessary for the installation of all line markings. Must have installed the line markings with WA Certification for a minimum of 3 facilities in the past 3-years.
- 9.2. An experienced and qualified professional is necessary to perform the work necessary to fill-out the WA Report for Indoor Facilities Measurement, this will certify the facility.
- 9.3. All line markings will follow the standard NCAA markings and events, including 1-mile run, 1500m, DMR.

10. Schedule:

- 10.1. Halls 4 is available from October 1, 2024, to November 30, 2024, for the Vendor to assemble or put all of their pieces together and verify a successful Indoor Banked Track.
- 10.2. Project must have substantial completion by November 15, 2024.
- 10.3. All final punch-list items must be completed and RSCVA shall take possession of the Reno Indoor Track on December 1, 2024.

11. Storage Requirements:

- 11.1. The Reno Indoor Track will be stored indoors.
- 11.2. **Each Vendor must identify the minimum & maximum temperature and humidity requirements for the Reno Indoor Track – it will be stored in the Reno area.**
- 11.3. **Each Vendor must list in detail the following storage requirements in SF plus stacking height or CF of the items listed below (please follow numbering system):**
 - 11.3.1. 200m oval.
 - 11.3.2. Guard Rails with carts or packaging system.



- 11.3.3. Crash Pads.
- 11.3.4. Portable aluminum curb.
- 11.3.5. Infield.
- 11.3.6. Sand storage.
- 11.3.7. Synthetic Surface Access (Note 10) - SS.
- 11.3.8. Meet Management & Clerk Area (Note 11) - SS.
- 11.3.9. Warm-up Lanes (Note 12) - SS.
- 11.3.10. Vendor can supply photos and/or spec. sheets.
- 11.4. **Each Vendor must list in detail the following items listed below (please follow numbering system):**
 - 11.4.1. Once the Reno Indoor Track submittals are finalized and approved, how many days until the materials arrive at the RSCC?
 - 11.4.2. Once the Vendor's materials arrive at the RSCC, how much floor space in square feet is required to construct & assemble the Reno Indoor Track for the very first time?
 - 11.4.3. Once the Vendor's materials arrive at the RSCC, how many total man-hours to construct & assemble the Reno Indoor Track for the very first time? RSCC shall supply 1 key person for this task as a training exercise and Vendor to supply their full crew.
 - 11.4.4. At the end of the first indoor track season, March 2025, how many man-hours to dis-assemble, package and load for storage the Reno Indoor Track onto or into trucks or into shipping containers at the RSCC? RSCC shall provide 30% and Vendor to supply 70% of the labor for this task.
 - 11.4.5. In November 2025, how many man-hours to assemble the Reno Indoor Track? RSCC shall provide 70% and Vendor to supply 30% of the labor for this task.
 - 11.4.6. In March 2026, how many man-hours to dis-assemble, package and load for storage the Reno Indoor Track onto or into trucks or into shipping containers at the RSCC? RSCC shall provide 80% and Vendor to supply 20% of the labor for this task.
 - 11.4.7. In December 2026, how many man-hours to assemble the Reno Indoor Track? RSCC shall provide 100% of the labor and Vendor to supply one highly qualified technician for this task.
 - 11.4.8. Vendor to provide total cost (fee & expenses) for one highly qualified technician to assist RSCVA to assemble or dis-assemble the Reno Indoor Track. RSCVA shall provide 100% of all labor for this task.
 - 11.4.9. Once RSCVA people are trained, what is the optimum number of people and number of days to assemble and dis-assemble the Reno Indoor Track with the Vendors technician on-site?
 - 11.4.10. Vendor may describe any unique storage ideas or processes: 1) to reduce the number of man-hours, 2) to reduce the amount of SF or CF of storage requirements and 3) to reduce the number of times the material is touched or moved to minimize damage. For example, are shipping containers a viable solution?

12. Warranty:

- 12.1. The structure shall have a 7-year warranty.
- 12.2. The SS shall have a 7-year warranty.
- 12.3. The warranty shall NOT be prorated.
- 12.4. **Vendors must submit their custom warranty with their proposal package and clearly identify the warranty period for the structure and the SS.**



13. Vendor Experience:

13.1. **For this item, the Vendor must have been directly involved and responsible for the total process: design, fabrication, and assembly of the Indoor Banked Track:**

- 13.1.1. Vendor must provide a concise list of Indoor Banked Tracks.
- 13.1.2. Vendor must provide a concise list of Championships hosted on their Indoor Banked Tracks.
- 13.1.3. Vendor must provide a concise list of Records set on their Indoor Banked Tracks.
- 13.1.4. Vendors can include additional marketing material and is encouraged.
- 13.1.5. Vendors must submit a minimum of 3 digital photos of their Indoor Banked Tracks. These photos must be high quality & resolution, approx. 8" x 10" in size at 200 to 300 dpi.

14. Proposal Evaluation System:

14.1. Within the RSCVA there is an Indoor Track Committee that will evaluate all proposals and make a Vendor recommendation to the RSCVA's Board of Directors. The lowest price is not the only evaluation criteria.

14.2. The rating scale is a point system:

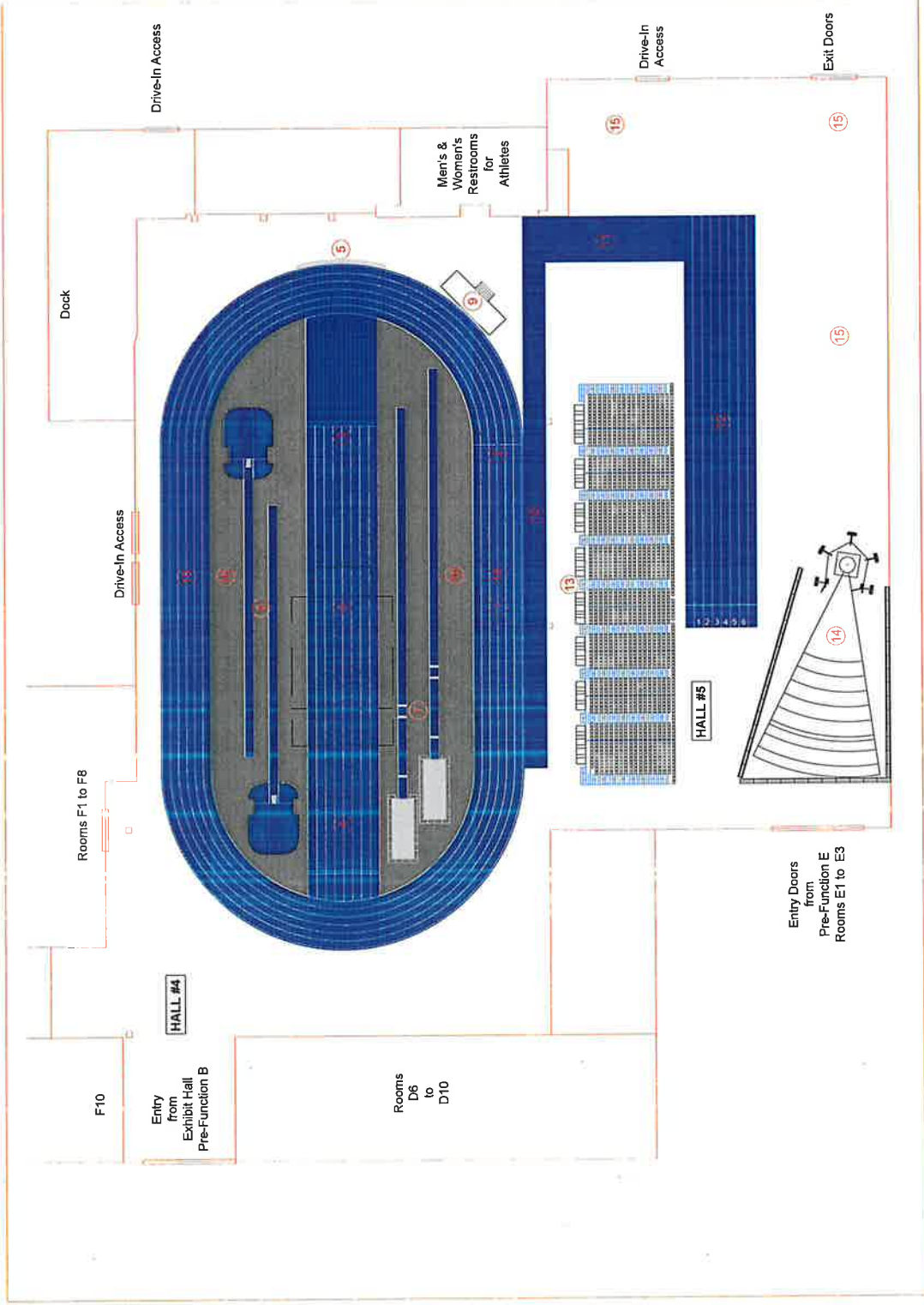
- 14.2.1. Excellent = 5 points.
- 14.2.2. Very Good = 4 points.
- 14.2.3. Good = 3 points.
- 14.2.4. Average = 2 points.
- 14.2.5. Poor = 1 points.
- 14.2.6. Not Provided = 0 points.

14.3. The subjective and objective topics are:

- 14.3.1. Base bid dollar amount.
- 14.3.2. Unit pricing dollar amounts.
- 14.3.3. Vendor experience.
- 14.3.4. Design efficiency for assembly and dis-assembly.
- 14.3.5. Design efficiency for storage requirements.
- 14.3.6. Quality of warranty.
- 14.3.7. Quality of service.
- 14.3.8. Quality of overall proposal package.

NOTES:

1. 100m Oval, 6 x 42" Lanes, Radius to ML = 8.0m (59'-0 11/16")
2. Common Finish Line
3. Sprint & Hurdles Finish Line
4. 100m Sprint & Hurdles, 6 x 48" Lanes
5. Crash Pads
6. High Jump - Moveable Pad
7. Long & Triple Jump
8. Pole Vault
9. Track Timing Platform (Not Included)
10. Synthetic Surface Access
11. Feet Management & Clerk Area
12. Warm-up Lanes
13. Bleachers: Approx. 1,500 Seats (Not Included in this RFP, Spatial Reference Only)
14. Shot Put & Weight Throw Cage with Jersey Barriers & Netting System - Moveable (Not Included)
15. Team Staging Areas
16. Elevated Oval & Infield



Paige Design Group Don Paige, President Cell 919-451-1641 d.paige@PaigeDesignGroup.com	NOTES: 1. Hall 4 - Entry & Track Oval 2. Hall 5 - Bleachers, Throws, Warmup Lanes, Clerk	Reno-Sparks Convention & Visitors Authority Reno Indoor Track, Reno, NV	Layout Sheet Plan View	Date: 2023-04-24 Scale: NTS Drawing: TF 01
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SPECIALTY PRODUCTS & SERVICES

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4275 W. Reno Ave.
Las Vegas, NV 89118
Phone 702.399.9003 Fax 702.399.9004

Nevada Contractors License #'s 52766,55710,67009,72063 & 74635

Submitted To:
RENO / TAHOE

Attention:
SHELLI , MICHAEL,AMY

Address:
4001 SOUTH VIRGINIA STREET SUITE G

City, State, and Zip Code:
RENO , NEVADA 89502

Architect:
FSI - SPORTS (Hussey & Mondo)

Date of Plans or Revision:

Phone and Fax:
1-775-827-7790 1-775-827-7608

Date:
2023

Project Name:
RENO / TAHOE - SPORTS FACILITY TELESCOPIC SEATING

Project Mailing Address:

Project City and State

Email:
sfine@renotahoeusa.com

*****Scope of work***** -- Hussey Sourcewell # 091719-HSC
RSCVA Member # 181921

FURNISH AND INSTALL:

- 1) BANK A - TELESCOPIC FREE STANDING PORTABLE BLEACHER SYSTEM - 9 SECTIONS
 - A) GROSS SEATS --- 1638
 - B) NET SEATS ----- 1197
 - C) 10" COURTSIDE SEATS COLOR: TBD
 - D) TIERS - 2 - 13
 - E) RISE ----- 9 5/8
 - F) ROW SPACING ----- 26"
 - G) BANK LENGTH 176.4 FT (179.4FT WITH END RAILS)
 - H) SECTIONS : 9
 - I) AISLES: 9
 - J) POWER : T1 POWER
 - K) PENDENT CONTROL
 - L) FULL SECTION TRUNCATION

GRAND TOTAL \$ 1,208,630.42

- ADD 3% TO BASE BID IF P&P BOND IS REQUIRED

ADDITIONAL ITEMS INCLUDED

- 1) ETO 1 ----- PORTABLE HUSSEY HD AIR LIFT DOLLY
- 2) ETO 12 ----- VINYL REAR CURTAINS
- 3) ETO 6 ----- RAIL CARTS
- 4) ETO 5 ----- RUBBER GAP CLOSURES
- 5) ETO 13 ----- SECTION COVERS WHEN NOT IN USE

*** FSI MEETS ALL NEVADA REVISED STATUES -- NRS - 338 (50% OF FSI EMPLOYEES HOLDS NEVADA DRIVERS LICENSE)

*** FSI IS A MINORITY WOMEN BUSINESS - SELF CERTIFIED

*** Deposit and payment schedule ***

- 1) 1st Payment -----25% deposit (\$ 1,208,630.42) = \$ 302,157.62
- 2) If P&P bond is required then add 3% to Grand Total of (\$ 1,208,630.42) ----- = \$ 36,258.91
** This is based on Surety approval once contract is issued . This gets added to 1st deposit if required **
- 3) Balance to be Progress payments upon arrival of goods after completion of project
 - A) 2nd Payment due upon arrival of goods onsite (appx Oct 2024) ----- 50% of balance = \$ 453,236.40
 - B) 3rd and Final payment due after completion of project ----- Balance left = \$ 453,236.40



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*****Scope of work*****

*** CERTIFICATIONS **

FSI IS A CERTIFIED GERFLOR INSTALLATION SHOP
FSI IS A CERTIFIED ARDEX/HENRY SYSTEM ONE DEALER
FSI IS A CERTIFIED FORBO INSTALLATION SHOP
FSI IS A CERTIFIED ECO GRIP DEALER & INSTALLATION SHOP
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FSI IS A CERTIFIED FSI IMPACT ATHLETIC DEALER & INSTALLATION SHOP
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FSI IS A STURDI STEEL OUTDOOR BLEACHER DEALER AND INSTALLATION SHOP
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Any operation or product not specifically listed above is not included in price and will be a change order.
Exclusions and clarifications see attached CRI 104 – 2002 sections 7 and 9.2.

We propose hereby to furnish materials and labor,

Complete in accordance with above specifications, for the SUM of: \$

Respectfully Submitted,

Bryan E Price

Signature _____ VICE PRESIDENT



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***** Inclusions, Exclusions and Clarifications *****

Inclusions

1. Proposal includes sales tax, normal job stocking, regular business hours installation and our one year installation warranty.
2. Basic floor prep for **NEW CONSTRUCTION ONLY** is inclusive of expansion joints and holes no bigger than a dime (see Exclusions Line Item # 9)
 - a) Resilient Products appx 1 bag of Ardex SDF -- 1 man hour @ Appx. 250 - 350 sq. ft. figured
 - b) Carpet Broadloom appx 1 bag of Ardex SDF - 1 man hour @ Appx. 750 - 1,000 sq. ft. figured
 - c) Remodel , TI or any other type of renovation is to be determined by existing site conditions and scope of work

Exclusions

1. Overtime and/or Premium time.
2. Removal of contaminants from existing substrate (paint, drywall mud etc.) Vacuuming. (See clarifications line item 1,2)
3. Bonds, Permits and Licensing Fees. Unless noted as a line item on FSI's original proposal
4. More than one mobilization. Moving of furniture or fixtures
5. Demolition unless noted on original proposal.
6. Washing or waxing of VCT or other resilient flooring.
7. **Moisture testing, moisture protection. Work out of sequence (see clarifications line item # 4).**
8. **Heating and cooling, lighting and floor protection. (see clarifications below line # 3 , 5)**
9. **Major floor prep such as: grinding, leveling, bead blasting, sanding, underlayment, skim floating, or anything bigger than a dime sized hole**
10. CONCRETE MUST MEET FLATNESS REQUIRED IN SPECIFICATIONS OR MANUFACTURER FSI is not responsible for determining tolerances
11. Waterproofing, anti-fracture membrane, or scaling
12. No downtime due to any badging, orientation meetings or OSHA
13. Travel time and per diem not included in price unless otherwise stated on proposal.

Clarifications

1. **Per CRI 7.1:** The owner or general contractor is responsible for providing an acceptable substrate for the specified installation.
2. **Per CRI 9.2:** Concrete to be free of cures, retardants, or sealers and to be smooth hard - troweled finish. Floors should be protected prior to our arrival. Any stripping or clean up required prior to the start of work due to negligence or other trades(i.e. paint, drywall, mud, etc.) will be billed on a time and material basis. - **NOTE: While some floor prep is "normal" it is not the floor covering installation contractor's responsibility to correct the deficiencies in the work of other tradesmen.**
3. **Per CRI 7.2:** Carpet ETC must be installed when the indoor temperature is between 65-95 deg. F with a maximum relative humidity of 65% If ambient temperatures are outside these parameters, the installation must not begin until the HVAC system is operational and these conditions are maintained at least 48 hrs. before, during and 72 hrs after completion.
4. **Per CRI 7.10:** Before making an adhesive - adhered installation, the owner or general contractor, or their designated agent must submit to the flooring contractor a written report on the vapor emission level and the surface alkalinity of concrete subflooring.
5. **JOBSITE CONDITIONS must have an acclimated environment (PERMANENT HVAC) prior to moisture tests or installation of material. Temp heat, A/C is not accepted according to ASTM Standards**
6. Pricing is predicated on design, scope of work and square footage, as well as consecutive work days, uninterrupted by other trades.
7. The square footage herein is the basis for the cost proposal, any dramatic increase or decrease to the footage will result in a change order increasing or decreasing the contract amount.
8. **Union Labor Rates** apply ONLY to the scopes of work within C16 #52766 License "FINISHING FLOORS" (ex. - carpet & resilient). Unless the project to bid specifies otherwise, ALL other quoted labor (C20, C26B, C26C, C3B, & C10) will reflect **NON-Union Labor Rates**. Work is expected to occur during the regular "work week" Monday thru Friday, 6:00 am to 4:30 pm. If the construction schedule changes requiring unusual work hrs, weekend or overtime work, those additional costs will need to be authorized in writing by the general contractor prior to the work commencing.
9. Excludes permit fees, bonding, traffic control, temporary utilities (including climate control), moisture problems inherent to existing conditions.
10. Material and Labor lead time may be as much as six to eight weeks. All out of town work will require a two week lead time for all travel and freight arrangements. If we do not receive this lead time a change order will be issued to cover additional costs.
11. We expect to be provided the entire work area to perform our work uninterrupted by others from start to finish. If we are required to stop work or are delayed at any time we will expect to be compensated for all cost incurred as a result of work stoppage.
12. Our pricing and manpower schedules have been priced utilizing a union work force and is based upon the international trade agreement. Any special requirements implemented by the local trade unions that effects our costs or ability to perform work will constitute a change order.
13. If deposits are required by any Vendor or Manufacturer, then client will pay such amount required.
14. This Budget Proposal expires after thirty (30) days from issued date.

Labor Rates

- | | | |
|-------------|-----------------|----------------------------------------------------------------------------------------------------|
| 1. \$99.34 | Regular Time | Monday - Friday from 6am to 3pm not to exceed 8 hrs. in one shift |
| 2. \$134.20 | Time and a Half | After 8 hrs. regular time, after 3pm M-F and Saturday 6am to 3pm not to exceed 8 hrs. in one shift |
| 3. \$169.06 | Double Time | Over 11 hrs. M-F from 6am to 3pm, over 8 hrs. of time and a half, Saturday nights and Sundays |

Acceptance of Proposal: The above prices, specifications and conditions are satisfactory and are hereby ACCEPTED. You are authorized to do the work as specified.
Flooring Solutions of Nevada

Authorized Signature_____

Date_____

Printed Name/Title_____

Accepted_____ Approved_____



P: 704.732.9922
F: 704.732.9559
www.UCSSPIRIT.com
511 Hoffman Road Lincolnton NC 28092

PRICE QUOTATION

Reno-Sparks Convention & Visitors Authority

CONTACT: **Amy Pickens**

Phone # 775.335.8839

Email: apickens@renotahoeusa.com

Date: **Thursday, May 11, 2023**

GSA SCHEDULE NUMBER: 78

GSA CONTRACT NUMBER: GSO-03F-0092V

Contract Payment Terms: 50% Deposit and
1%/10 days; or Net/30

GSA	Product No.	Description	QT.	Price (ea)	Extended
Track Oval & Sprint Lanes					
SIN 192-02	505-5507	UCS Ultimate Series Automatic Hurdles- 47" Boards <i>Color of Tubes:</i>	60	\$ 542.80	\$ 32,568.00
	505-STUP-DP	Hurdle Screen Initial Set up Charge-- <i>One Time</i>	1	\$ 136.68	\$ 136.68
	505-PRINT	Hurdle Screen Charge per Board <i>Screened:</i>	60	\$ 5.47	\$ 328.20
SIN 192-02	526-1550NAV	Gold Series Hurdle Dolly with Handle- Holds 10 - <i>Made for UCS Intl and Ultimate Hurdles -- Color:Navy</i>	6	\$ 542.80	\$ 3,256.80
SIN 192-02	715-1500	UCS Grand Prix Starting Blocks	20	\$ 412.37	\$ 8,247.40
SIN 192-02	526-4100	UCS Starting Block Caddy - Holds 10	2	\$ 1,324.58	\$ 2,649.16
SIN 192-02	569-2208CG	UCS Lane Markers for Lanes 1-8 with Custom Graphic	1	\$ 1,347.23	\$ 1,347.23
SIN 192-02	524-2200	Lap Counter with Bell-- <i>Tilt 'N Roll Capability</i>	1	\$ 783.34	\$ 783.34
SIN 192-02	569-3450	UCS Starters Rostrum	1	\$ 912.99	\$ 912.99
SIN 192-02	569-3710NAV	UCS Relay Batons--Set of 12-Color: NAVY <i>Custom Screened:</i>	2	\$ 173.38	\$ 346.76
SIN 192-02	569-2360	Red Official's Flag	12	\$ 21.09	\$ 253.08
SIN 192-02	569-2362	White Official's Flag	12	\$ 21.09	\$ 253.08
Open Market	569-4625	6" Cones (Orange)	40	\$ 8.00	\$ 320.00
Open Market	569-7759	Portable ADA Ramp with Hand Rail and Rubber Surfacing -12' with landing- 48" wide	2	\$ 11,490.00	\$ 22,980.00
Open Market	569-3595	Officials Elevated Chairs	6	\$ 1,900.00	\$ 11,400.00
Pole Vault					
SIN 192-02	503-2100 GRY/NAV	Pole Vault Landing Area - 21'6"x31'1"x32" <i>Including 2" Top Pad & VTX 1000 Anti-shift Velcro-Fastening System-- Measures 22'4" Behind Box</i> <i>Color: Grey/ Navy TOP PAD</i>	2	\$ 26,437.63	\$ 52,875.26
SIN 192-02	503-LGTP	Logo Application to Top Pad-Pole Vault	2	\$ 937.20	\$ 1,874.40
SIN 192-02	503-6100	UCS Pole Vault Box Collar System- NCAA/ NFHS Legal	2	\$ 580.28	\$ 1,160.56
SIN 192-02	510-1021	Pole Vault Standards 10'-21' <i>Color: Grey</i> <i>Complete with Base Protection Pads and Extenders</i> <i>(Total Effective Height w, Extenders is 7'-21')</i>	2	\$ 5,379.53	\$ 10,759.06
SIN 192-02	755-133	UCS/Spirit Pole Vault Crossbar	10	\$ 85.91	\$ 859.10
Open Market	569-4001	Bungee Crossbar	4	\$ 42.95	\$ 171.80
SIN 192-02	569-4010	Crossbar Placer- telescopic (PAIR)	3	\$ 280.38	\$ 841.14
SIN 192-02	526-4700	UCS/ Spirit Vaulting Pole Cart	2	\$ 2,714.76	\$ 5,429.52
SIN 192-02	525-6100	Pole Tree	2	\$ 481.10	\$ 962.20
SIN 192-02	525-6200	Chalk Stand	1	\$ 743.51	\$ 743.51
SIN 192-02	U-H-CHALK-FL	Universal Hand Chalk	8	\$ 23.43	\$ 187.44
Open Market	510-9100L	Pole Vault Measuring Device w/ Laser	2	\$ 850.00	\$ 1,700.00
SIN 192-02	524-2400	4-Digit Indicator Board-- <i>Tilt 'N Roll Capability</i>	2	\$ 991.09	\$ 1,982.18
SIN 192-02	524-2250	Pole Vault Standard Indicator Board	2	\$ 749.76	\$ 1,499.52
SIN 192-02	801-2620	UCS 12" LED Countdown Timer w/Trolley	2	\$ 2,565.59	\$ 5,131.18
SIN 192-02	525-1607	UCS PRO STYLE Team Bench - 7' 6" with Back Rest <i>Color:</i>	4	\$ 717.74	\$ 2,870.96
High Jump					
SIN 192-02	1390 GRY/NAV	High Jump Pit - 24' 4" x 13' 2" x28" <i>Color: Grey/ Navy</i> <i>Including 2" Top Pad & VTX 1000 Anti-shift Velcro-Fastening System</i>	2	\$ 12,653.76	\$ 25,307.52
SIN 192-02	501-LGTP	Logo Application to Top Pad-High Jump	2	\$ 937.20	\$ 1,874.40
SIN 192-02	510-8701	Grand Prix High Jump Standards-7"(18cm)- 8'5"(2.56cm)-Pair	2	\$ 1,615.11	\$ 3,230.22
SIN 192-02	755-132	UCS/Spirit High Jump Crossbar	10	\$ 85.91	\$ 859.10
Open Market	569-4001	Bungee Crossbar	4	\$ 42.95	\$ 171.80
SIN 192-02	510-9000	High Jump Measuring Device	2	\$ 493.59	\$ 987.18
SIN 192-02	524-2400	4-Digit Indicator Board-- <i>Tilt 'N Roll Capability</i>	2	\$ 991.09	\$ 1,982.18
SIN 192-02	801-2620	UCS 12" LED Countdown Timer w/Trolley	2	\$ 2,565.59	\$ 5,131.18
SIN 192-02	525-1607	UCS PRO STYLE Team Bench - 7' 6" with Back Rest <i>Color:</i>	4	\$ 717.74	\$ 2,870.96

		Long/Triple Jump			
SIN 192-02	569-1910	Great Rake - 36" Wide	4	\$ 89.03	\$ 356.12
SIN 192-02	569-1940	General Purpose Broom	4	\$ 77.32	\$ 309.28
SIN 192-02	528-2050	Open Reel Measuring Tape - Fiberglass 165' (Runway)	4	\$ 41.39	\$ 165.56
SIN 192-02	528-2230	Open Reel Measuring Tape - Fiberglass 100' (Sand)	4	\$ 32.80	\$ 131.20
SIN 192-02	528-3030	Open Reel Measuring Tape - Steel 100' (Sand)	2	\$ 53.89	\$ 107.78
SIN 192-02	569-2160	Long Jump Indicator Board (Imperial at sand pit)	2	\$ 1,015.30	\$ 2,030.60
SIN 192-02	569-2170	Triple Jump Indicator Boards (Imperial at sand pit)	2	\$ 1,015.30	\$ 2,030.60
SIN 192-02	801-2620	UCS 12" LED Countdown Timer w/Trolley	2	\$ 2,565.59	\$ 5,131.18
SIN 192-02	524-2400	4-Digit Indicator Board-- <i>Tilt 'N Roll Capability</i>	2	\$ 991.09	\$ 1,982.18
SIN 192-02	525-1607	UCS PRO STYLE Team Bench - 7' 6" with Back Rest <i>Color:</i>	4	\$ 717.74	\$ 2,870.96
		Throwing Events (Shot Put & Weight Throw)			
SIN 192-02	570-7200	UCS Futura Indoor Throwing Events Cage-Self-Standing with Wheels- <i>Complete with Net</i> <i>22' Tall with Clam Shell Movement</i>	1	\$ 29,937.60	\$ 29,937.60
Open Market	725-2570-.75	UCS Indoor Shot Put Platform <i>Includes UCS Shot Put Toe Board (716-1630)-- Color:</i>	1	\$ 3,100.00	\$ 3,100.00
SIN 192-02	716-1630	UCS Aluminum Shot Put Toe Board 3 1/4"- <i>For all Depressed Shot Put Rings</i>	1	\$ 488.13	\$ 488.13
Open Market	509-1276	Implement Barrier 72"L x 46"T x 24"W <i>Color: White</i>	30	\$ 769.00	\$ 23,070.00
Open Market	590-2106-16	UCS 16' Barrier Integrated Ball Stopping System <i>Typical Spacing between posts 20'</i> <i>***Includes Top cable with snaps***</i>	180 Lin ft	\$ 117.00	\$ 21,060.00
Open Market	509-1276	Implement Barrier 72"L x 46"T x 24"W <i>Color: White</i>	12	\$ 769.00	\$ 9,228.00
Open Market	509-1276-CRNR	Implement Barrier Corner Piece	2	\$ 769.00	\$ 1,538.00
Open Market	509-1276-CNCT	Implement Barrier Connector	46	\$ 35.00	\$ 1,610.00
SIN 192-02	525-6200	Chalk Stand	1	\$ 743.51	\$ 743.51
SIN 192-02	801-2620	UCS 12" LED Countdown Timer w/Trolley	1	\$ 2,565.59	\$ 2,565.59
SIN 192-02	528-3201	Sector Line Tape - White	2	\$ 67.17	\$ 134.34
SIN 192-02	528-2030	Open Reel Measuring Tape - Fiberglass 100'	2	\$ 28.12	\$ 56.24
SIN 192-02	528-3030	Open Reel Measuring Tape - Steel 100'	2	\$ 53.89	\$ 107.78
SIN 192-02	726-2600	Implement Certification Unit	1	\$ 4,338.46	\$ 4,338.46
Open Market	515-8009	Indoor Weight Throw Gauge	1	\$ 300.00	\$ 300.00
SIN 192-02	524-2400	4-Digit Indicator Board-- <i>Tilt 'N Roll Capability</i>	1	\$ 991.09	\$ 991.09
SIN 192-02	569-2271	Short Throws Distance Marker Box (12m-39')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2272	Short Throws Distance Marker Box (14m-46')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2273	Short Throws Distance Marker Box (16m-52')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2274	Short Throws Distance Marker Box (18m-59')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2275	Short Throws Distance Marker Box (20m-66')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2276	Short Throws Distance Marker Box (22m-72')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2277	Short Throws Distance Marker Box (24m-79')	1	\$ 89.03	\$ 89.03
SIN 192-02	569-2278	Short Throws Distance Marker Box (26m-85')	1	\$ 89.03	\$ 89.03
SIN 192-02	525-1607	UCS PRO STYLE Team Bench - 7' 6" with Back Rest <i>Color:</i>	2	\$ 717.74	\$ 1,435.48
SIN 192-02	526-4300	Shot Put Cart-- Holds 18-24	2	\$ 849.73	\$ 1,699.46
Open Market	525-8421	UCS Double Plank Tilt 'N Roll Bleachers - 21'- 4 Row <i>Seats 56 Color:</i>	2	\$ 6,200.00	\$ 12,400.00
		Meet Management & Miscellaneous			
SIN 192-02	526-3510	5' x 10' Aluminum Pit Cart	2	\$ 2,535.13	\$ 5,070.26
SIN 192-02	569-3529CG	Award Stand - 9 Places with Logo	1	\$ 4,027.62	\$ 4,027.62
SIN 192-02	526-4247	Utility Cart	3	\$ 246.02	\$ 738.06
SIN 192-02	525-1607	UCS PRO STYLE Team Bench - 7' 6" with Back Rest <i>Color:</i>	10	\$ 717.74	\$ 7,177.40
				Sub-Total:	\$ 364,889.81
		Shipping fees are calculated considering standard delivery environments. Special situations will require additional fees.		Shipping	\$ 12,000.00
		Customer is responsible for all applicable State taxes.		Taxes	
				TOTAL	\$ 376,889.81

ALL Prices in U.S. Dollars

PROUDLY MADE IN THE USA- Direct from our doors to yours with no compromise- Proven for over 45 Years

UCS Will Provide onsite assistance with 1 factory rep, at time of delivery, and also for set-up of equipment, providing hands on training for set up and use of the equipment. In addition to any on call service, should it be needed, by local representation.

TERMS AND CONDITIONS

- Shipping fees are calculated considering standard delivery environments. Special situations such as inside delivery lift gate service, etc will require additional fees.
- Shipping quote is based on today's current rate and is subject to change due to fluctuation in fuel.
- Split shipments allowed by request- shipped items will be billed accordingly with agreed payment terms and shipping costs

Signature/ and Date

- Truck drivers are not required to provide assistance unloading the truck when delivery arrives. Please be sure to have enough people and/ or proper equipment for unloading upon delivery or ask for special services when placing order.

When Shipment is received: observe the entire shipment for visible damage & the correct number of pieces

Notate any damage or shortage on all copies of the freight bill

Sign for the number of pieces, not the number of pallets

Unpack immediately to check for possible damage. If damage (hidden/ concealed) is discovered, save the packaging, immediately report the damage to carrier & request an inspection. Follow up the request in writing and call our office at 800-526-4856

ALL FAT PADS, TRAINING PITS, POLE VAULT AND/OR HIGH JUMP LANDING AREAS MUST BE OPENED UPON ARRIVAL

Returns: Do not return damaged items to UCS without prior written authorization and a provided RMA number

Product must be new, unused, and in original packaging. Custom manufactured and made to order products are not returnable

Return must be made within 30 days of product delivery/ receipt by you. A restock fee may be charged for these returns.

Customer is responsible for return shipping charges.

Credit will be given to your account or credit card within 10 days of receipt of your product at UCS

- Please specify all colors when placing order and confirm all quantities.
- All PO's subject to Credit Approval, First time orders may be subject to pre-pay basis.
- Architecture approved submittals are required for all projects and UCS will not enter orders until confirmed by the contractor.
- Contractor is responsible for obtaining all current and up to date installation instructions for all models.

To Secure an order, email a PO to debbieh@ucsspirit.com and your sales rep in copy accompanied by this Quote

If you have any questions or need any other assistance, do not hesitate to contact me at: (704) 732-9922.

Kindest Regards,

Mike Chappell
E-Mail: michaelc@ucsspirit.com
Quote Is Valid for 35 Days



Reno-Sparks
Convention and Visitors Authority

President/CEO's
Proposed
Capital Improvement Plan

Fiscal Year
Ended June 30, 2024



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

Purpose

The President/CEO's Capital Improvement Plan ("Capital Plan") for the period of July 1, 2023 – June 30, 2024 (FY 23-24) is hereby presented to the Board of Directors ("the Board") of the Reno-Sparks Convention and Visitors Authority ("RSCVA") as part of the FY 23-24 Budget.

The Fiscal Year 23-24 Capital Plan was presented to the Finance and Facilities Committee ("the Committee") on May 9, 2023. Since that date, certain changes have been made to the Capital Plan. Such changes are noted below.

Scope

The 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.

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 typically 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. Certain projects for the National Bowling Stadium and the Reno Events Center have been included in the Capital Plan based on available funding.



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

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 \$4,293,000.

Historical Capital Expenditures

						Pre-Pandemic
	Budget	Budget	Actual	Actual	Actual	Actual
	FY 23-24	FY 22-23	FY 21-22	FY 20-21	FY 19-20	FY 18-19
Capital Expenditures	\$ 4,293,000	\$ 9,507,281	\$ 994,289	\$ 548,075	\$ 3,507,113	\$ 2,480,818
Total	\$ 4,293,000	\$ 9,507,281	\$ 994,289	\$ 548,075	\$ 3,507,113	\$ 2,480,818



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

Proposed Capital Projects

The Capital Plan that was approved by the CEO on April 28, 2023, was presented to the Committee on May 9, 2023.

On May 16, 2023, the CEO approved changes to the Capital Plan, which is presented for Board approval below. These changes were based on the bids received for the Indoor Portable Track Project, which were received subsequent to the Committee meeting, and also based on the Indoor Portable Track Project payment schedule received on May 12, 2023.

Proposed capital improvements for FY 23-24 are \$4,293,000 and are as follows.

Facility/ Department	Item	Description	CEO's Revised Capital List Presented for Board Approval	CEO's Previous Capital List Presented May 9, 2023
RSCC	Indoor Portable Track Project *	Down payment for indoor track, telescopic bleachers, and related equipment.	\$ 1,864,293	\$ -
RSCC	Resurface Parking Lot	Repave parking lot sections with severe wear.	75,000	1,000,000
RSLEC	Resurface Parking Lot	Repave parking lot sections with severe wear.	-	500,000
RSCC	AMR Restroom Remodel	Renovate outdated restroom.	-	400,000
RSCC	Cooling Tower Repair #3	Repair cooling tower that has completely failed and is no longer functioning.	380,000	380,000
RSCC	Furniture	Replace 20+ year old office furniture.	350,000	350,000
RSCC	Runway Windows	Refurbish weather strips and install weather deflector.	300,000	300,000
Any	Capital Reserve	Reserve for unexpected capital items.	310,707	200,000
RSCC	Family Restroom Conversion H2A	Convert existing restroom to a family restroom.	200,000	200,000
RSCC	Sky lights	Refurbish sky lights.	150,000	150,000
RSCC	Office Windows	Replace existing office windows to more efficient windows.	-	150,000
RSCC	Hot Water Tank & Heat Exchanger	Replace old equipment.	100,000	100,000
RSCVA Admin, RSLEC, RSCC, REC, NBS	Replacement of Aging IT equipment	Replacement of wireless unit, switches, access points, firewall, and related items.	100,000	100,000
RSCC	Mags	Purchase new security mags.	75,000	75,000
REC	Replacement Vehicle (Van)	Replace 25 year old passenger van.	70,000	70,000
RSLEC	Vehicle Replacement	Replace 20 year old work vehicle.	60,000	60,000
NBS	Replacement Vehicle (Truck)	Replace 23 year old work vehicle.	60,000	60,000
RSCC	Digital Wayfinding	Replace old digital displays.	50,000	50,000
Sales	10 X 20 Tradeshow Booth	Modern, professional representation of Reno Tahoe and the destination at several National and Regional Convention and Tourism Tradeshows.	50,000	50,000
REC	Outdoor Loading Dock Lighting	Add and update lighting.	25,000	25,000
RSCC	Spike Lights	Replace old signage.	20,000	20,000
RSCC	Admin Breakroom	Reconfigure breakroom and restroom.	15,000	15,000
NBS/REC	Tensa Barriers	Purchase new crowd control equipment.	14,000	14,000
REC	Carpet Shampoo Machine	Purchase carpet cleaning equipment.	10,000	10,000
RSCC	Dump Bins	Replace old dump bin to a new, more efficient style.	9,000	9,000
Sales	Sales Office Furniture	New furniture items for staff.	5,000	5,000
			<u>\$ 4,293,000</u>	<u>\$ 4,293,000</u>

*See next page for further discussion related to the Indoor Portable Track Project.



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

Indoor Portable Track Project

As noted by the CEO during the Finance and Facilities Committee meeting, the tentative plan at that time was to include the Indoor Portable Track Project in the FY 24-25 budget, given that bids and a payment schedule had not been received.

After the Committee meeting, bids were received. The proposed payment schedule from the responsive bidder was received on May 12, 2023.

After review of these items, the CEO approved changes to the FY 23-24 Capital Plan, to include the down payment for Indoor Portable Track Project on May 16, 2023.

The payment schedule for the Indoor Portable Track Project is noted below:

Track Purchase and Installation:

Payment Date	Amount	Payment Criteria
7/3/2023	1,373,690.60	Due upon contract execution
10/1/2024	679,357.25	Due upon track delivery
November 2024	1,409,342.15	Due upon track assembly/substantial completion
	<u>\$ 3,462,390.00</u>	

Telescopic Bleachers Purchase and Setup:

Payment Date	Amount	Payment Criteria
7/3/2023	302,157.62	Due upon order
10/1/2024	453,236.40	Due upon delivery of bleachers
November 2024	453,236.40	Due upon setup/substantial completion
	<u>\$ 1,208,630.42</u>	

Field Equipment Setup:

Payment Date	Amount	Payment Criteria
7/3/2023	188,444.91	Due upon order
November 2024	188,444.90	Due upon delivery of equipment
	<u>\$ 376,889.81</u>	

Combined Payment Schedule:

FY 23-24	\$ 1,864,293.13	Included in FY 23-24 Capital Budget
FY 24-25	\$ 3,183,617.10	See payment options on next page



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

Indoor Portable Track Project

The total FY 23-24 payment for the Indoor Portable Track Project has been included in the FY 23-24 budget.

The remaining \$3,183,617.10 is scheduled to be paid during FY 24-25 and will be part of the budget for that fiscal year. Several options are available for funding this payment. Tentatively, the **funding** plan is as follows:

- Any room tax collections in excess of budget during the first 6 months of the FY 23-24 will be reserved towards the payment, rather than being included in augmentations or otherwise allocated.
- Up to 50% of FY 24-25 Capital Budget (approximately \$2M) will be made available from the planned total Capital Budget (approximately \$4M).
- For remaining amounts, if any, after the first 6 months of the fiscal year, alternative payment options will be explored (reallocating any unused amounts from the Special Event Opportunity Fund, assessment of any anticipated unused funds in the FY 23-24 budget, reduction in FY 24-25 budget for larger areas such as digital advertising, or using a portion of capital reserves).
- Given the deadline for the first payment, remaining purchase price, and current market conditions, outside financing is not recommended at this time, however, that option could be exercised at the Board's request.



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

FY 2022-2023 Completed + 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 22-23 budget that are complete and projects that are not yet complete but are anticipated to be completed towards the end of FY 22-23 or during FY 23-24.

No new funding is being requested related to these projects; these projects will be completed by carrying forward the approved funding from the FY 22-23 budget.

FY 22-23 Budget – Completed Projects

Facility/ Department	Item	Description	Project Status
RSCC	Lighting Control System Upgrade	Complete lighting control system upgrade.	Complete
RSCC	Staging	Purchase new mobile staging deck system.	Complete
RSCC	HVAC Delta System Upgrade	Complete HVAC system upgrade.	Complete
NBS	Large Screen Projector	Purchase of a new large screen projector that will replace existing unit that is no longer repairable.	Complete
RSLEC	Footing Replacement	Main arena footing replacement for equine events.	Complete
RSCC	Vehicles	Replace old passenger van and maintenance truck.	Complete
RSCC	Risers	Purchase new mobile riser deck system.	Complete
RSLEC	Power Drops	Install electrical units for main arena floor.	Complete
RSLEC	Show panels	Replace livestock panels.	Complete
RSCC	Traffic Spikes	Replace traffic spikes for Convention Center parking lot exits.	Complete
RSLEC	Mini Excavator	Purchase new mini excavator.	Complete
RSLEC	Barn/Stall Repairs	Repair damaged portions of barns/stalls.	Complete
RSCC	Indoor Vehicles (3)(Taylor Dunn)	Replace old vehicles used for maintenance and show set up.	Complete
RSLEC	Port-A-Coolers	Purchase portable, evaporative coolers to supplement existing rooftop units.	Complete
RSLEC	Floor Scrubber	Purchase new floor scrubber to maintain the concrete surfaces in the Main Arena	Complete
RSCC	Crowd Control Barriers	Purchase new crowd control barriers to enhance security.	Complete
RSLEC	Crowd Control Barriers	Purchase new crowd control barriers to enhance security.	Complete
RSLEC	Handheld Radios	Purchase new radios to meet operational needs.	Complete
RSLEC	Office Furniture	Purchase new furniture for client use.	Complete
RSLEC	Stall Padlocks	Purchase new padlocks for barn stalls to create uniform locking system.	Complete
RSLEC	Poster/banner printer	The purchase of this printer will provide our staff the ability to make professional quality signage for clients.	Complete



Reno-Sparks Convention and Visitors Authority Proposed Capital Improvement Plan Fiscal Year 2023-2024

FY 22-23 Budget – Pending Projects

Facility/ Department	Item	Description	Project Status	Estimated Completion Date
RSCC	Roofing	Replace deteriorated ballroom, kitchen, and B Concourse roofing system.	In progress	October 2023
RSCC	Paving	Paving of D, E & F parking lots.	In progress	October 2023
REC	Remodel of all Suites, Green Room, Concourse, and Dressing Rooms	Remodel and upgrade outdated elements.	In progress	June 2023
NBS	Video Scoring Wall	50% Match with City of Reno.	In progress	June 2023
RSCC	Roofing Systems	Replace deteriorated roofing systems over the registration lobby and A meeting rooms.	In progress	October 2023
RSCC	Exhibit Hall Painting	Re-paint all 5 exhibit halls.	In progress	November 2023
RSCC	Exterior Doors	Repair/replace exterior doors.	In progress	June 2023
REC	Arena Lighting	Replace MH and Quartz lighting with LED lighting.	In progress	September 2023
RSCC	Air Walls	Repair and/or replace mechanical components.	In progress	October 2023
Any	Capital Reserve	Reserve for unexpected capital items.	Partially allocated	June 2023
RSCC	Cooling Tower Repairs	Repair and replace components in the cooling tower.	In progress	June 2023
RSCC	AV Equipment	Purchase new audio visual equipment to accommodate client needs.	In progress	June 2023
RSLEC	Flatscreen Monitors	Install large flatscreen monitors in main arena.	Planning phase	October 2023
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.	In progress	June 2024
RSCC	Lighting Upgrades	Replace fluorescent lighting fixtures with new LED fixtures.	In Progress	July 2023
Administrative	Marketing Lounge Conversion/Conference Room Conversion	Buildout of staff cubical space at the RSCVA main office and related purchases.	In progress	June 2023
RSCC	Lighting Upgrades	Replace fluorescent wall wash lighting with new LED fixtures.	In progress	July 2023
RSLEC	Security Cameras	Install new security cameras to monitor pedestrian traffic and meet client needs.	In progress	July 2023
Marketing	Main Office Branding	Marketing will be administering a branding/design project for RSCVA main offices.	In progress	June 2024
RSLEC	Electrical Upgrades	Install new transformer in the electrical room.	In progress	June 2023
RSCC	E-Charging	Install electric vehicle charging stations.	Planning phase	October 2023
RSLEC	Sump Pump	Replace sump pump for Main Arena.	In progress	September 2023
Administrative	Board Room Equipment	New audio and visual equipment for the Board Room.	In progress	June 2023
All	Digital Drawings	Convert property plans to a digital format allowing for enhanced operational efficiencies.	In progress	June 2023
RSLEC	Power Vault Repair	Replace existing, damaged power vault housing.	Planning phase	July 2023
RSCC	Peckham Truck Gate	Repair mechanical gate on Peckham; mechanical gate is not currently operational.	In progress	June 2023
RSLEC	Concrete Landings	Re-surface concrete landings at all entrances to the Main Arena.	Planning phase	July 2023
RSLEC	Small Work Vehicles	Replace old, outdated vehicles.	In progress	June 2023
RSLEC	Rubber Stall Mats	Purchase stall mats for barn #1 to reduce labor required to maintain the stalls during events and reduce leveling costs.	In progress	June 2023
RSLEC	Doc Bar Restrooms	Replace outdated restroom fixtures and countertops.	In progress	June 2023
RSLEC	Admin Repairs and Upgrades	Repair flooring, doors, windows and other misc. items.	In progress	June 2023
RSCC	Event Tables	Purchase new cocktail tables to meet client needs.	In progress	June 2023
Sales	City Model	Repairs to the City Model.	Delayed until FY 24	June 2024



Reno-Sparks
Convention and Visitors Authority

President/CEO's
Proposed
Budget

Fiscal Year
Ended June 30, 2024

Prepared by:
Courtney Jaeger, CPA
Vice President of Finance



Reno-Sparks Convention and Visitors Authority

Fiscal Year 2023-2024

Proposed Budget

Purpose

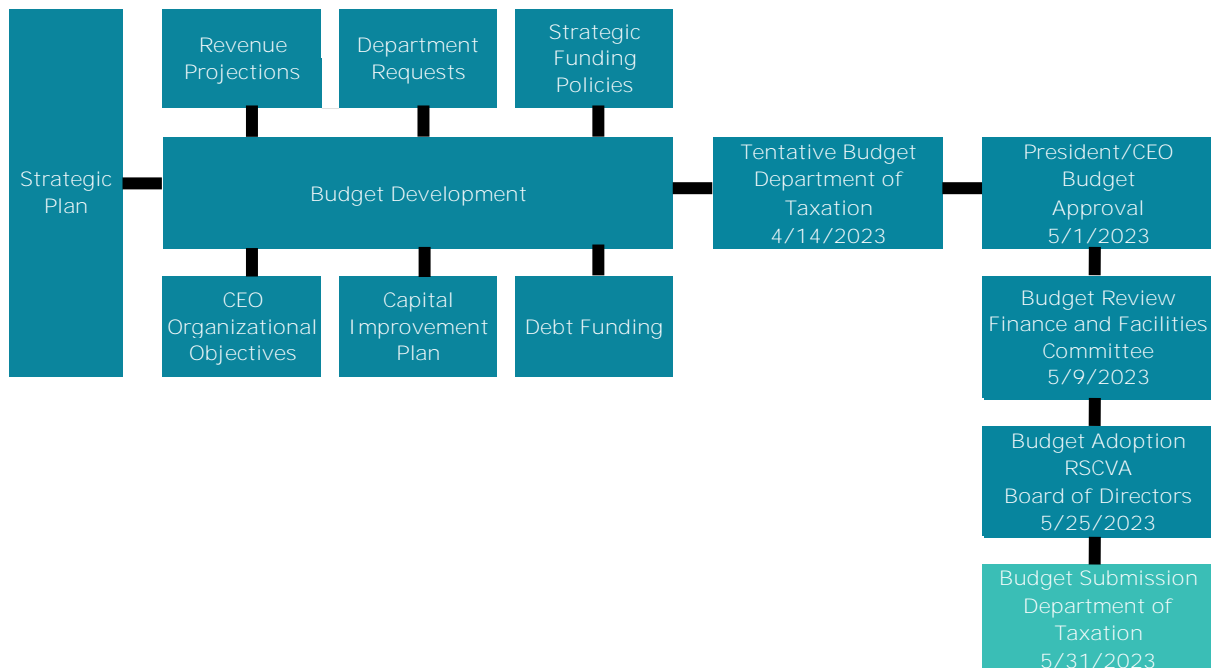
The President/CEO's budget for the period of July 1, 2023 – June 30, 2024 (Fiscal Year 23-24) is hereby presented to the Board of Directors ("the Board") of the Reno-Sparks Convention and Visitors Authority ("RSCVA") for review, adoption, and subsequent submission to the State of Nevada.

The Fiscal Year 23-24 budget was presented to the Finance and Facilities Committee ("the Committee") on May 9, 2023. The Committee's comments and/or recommendations are incorporated below.

Budget Process

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, 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 Proposed Budget Fiscal Year 2023-2024

Introduction

The current state of the national and local economy is still impacted by various uncertainties including inflationary pressures and the potential for recession. While navigating this current economic climate is a challenge, our organization continues to achieve stability and growth in the post-pandemic economy. We acknowledge the possibility of an impending recession and remain attentive and proactive in managing our finances to sustain operational efficiencies.

The local economy appears to be experiencing a cooling period, with declining home sales, decreasing gaming revenues, and a higher unemployment rate than the national average. Proactive financial management throughout the year will be essential to maintaining operational efficiencies and adapting to changing economic conditions. The RSCVA will continue to monitor economic indicators and adjust our strategies as needed to ensure long-term sustainability and success.

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.

The RSCVA's commitment to fiscal responsibility and strategic flexibility will help us continue to thrive in the long-term, while continuing to fulfill our mission of supporting the sustainable growth of our communities through the power of travel.



Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

Financial Policies

During July 2022, the Board adopted a three-year strategic plan, which contained certain policies to ensure our organization's long-term financial stability. Such policies are noted below:

General Fund Reserves: Strive toward an unassigned General Fund balance goal of 15-17% of expenditures.

The budgeted ending fund balance would allow us to meet this requirement. Fund balance is dependent on actual revenues and expenditures throughout the fiscal year.

Capital Expenditures: Dedicate up to 10% of annual room tax collections towards capital expenditures.

Budgeted capital expenditures meet this requirement. Approximately 10% of room tax collections are budgeted towards annual capital funding (excluding reserves).

Rainy Day Fund: Maintain up to \$2.0 million in the Rainy Day Fund.

Current balance meets the Board's Financial Policy, and a 10-20% increase is planned for FY 23-24.

Capital Reserves: Minimum of 1% of annual room tax collections as capital reserves up to \$1M.

Budgeted capital reserves meet this requirement.



Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

Financial Policies

Maintain appropriate allocations for existing Board initiatives: Up to \$1.5M for Air Service annually, up to \$1M for Special Event Funding annually.

[Air Service is budgeted at \\$750K for FY 23-24.](#)

Discussion was held with the Committee regarding allowable uses of the Air Service Fund. Further discussion will be held with the Board.

- Currently, the Air Service Fund is only authorized for spending on direct support for air lift.
- The CEO is seeking Board authorization to use the Air Service Fund for air service related marketing efforts, including paid media placement.
- Discussion regarding this was held with the Finance and Facilities Committee on May 9, 2023.
 - The importance of having funds readily available for air lift/risk mitigation was discussed.
 - The Committee supports: using the Air Service Fund to support both existing and new air lift, as well as using the Air Service Fund for other activities that support air service, including advertising and education efforts.
 - The Committee emphasized that risk mitigation needs to be the highest priority for spending from the Air Service Fund.
 - No specific percentages of spending thresholds for marketing efforts vs. risk mitigation agreements were discussed.
 - The Committee encourages discussion by the full Board, given that Board approval would be required to modify the allowable spending parameters of the Air Service Fund.

[Special Event Funding is budgeted at \\$1M for FY 23-24.](#)

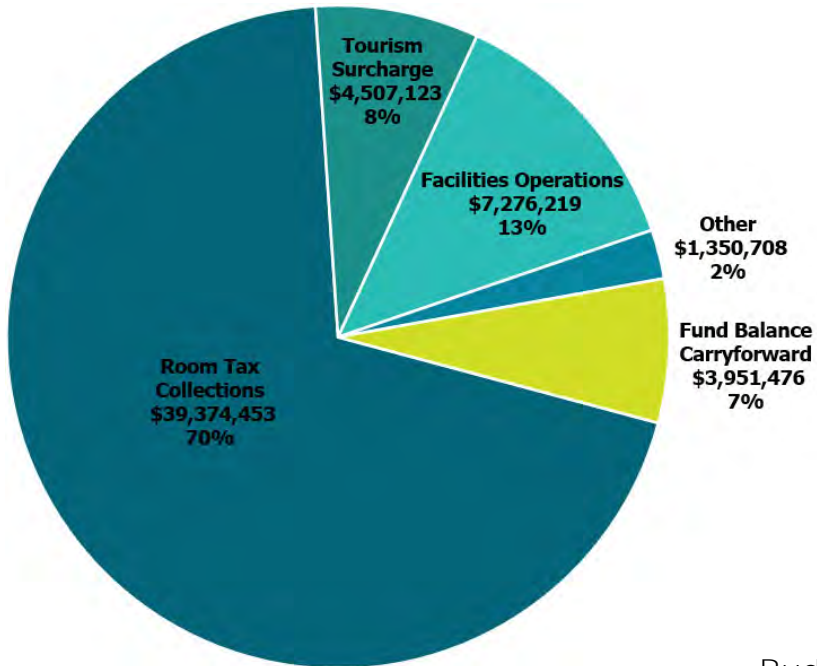
This funding consists of \$500K available for award through the annual Special Event Partnership Funding program, and \$500K that is available to be awarded after advisory approval is received from the Special Events Committee (and subsequent approval is received from the Board of Directors).



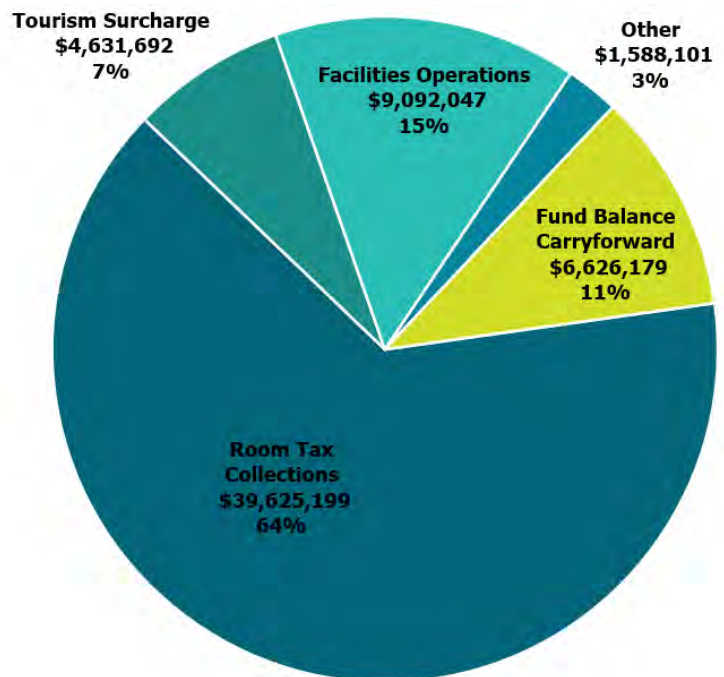
Reno-Sparks Convention and Visitors Authority
Proposed Budget
Fiscal Year 2023-2024

Total Revenues and Resources

FY 23-24
Budget



FY 22-23
Budget/Current Projections

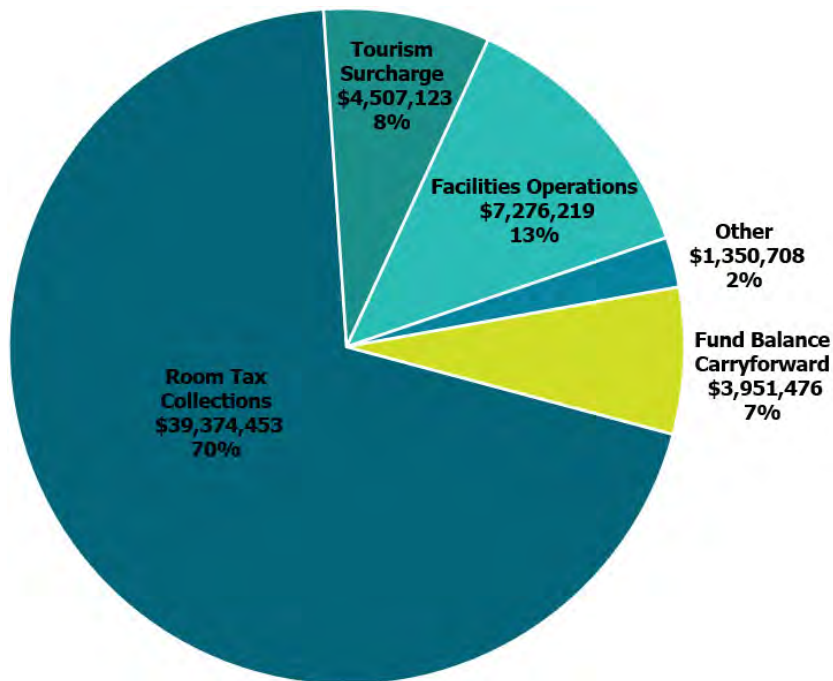




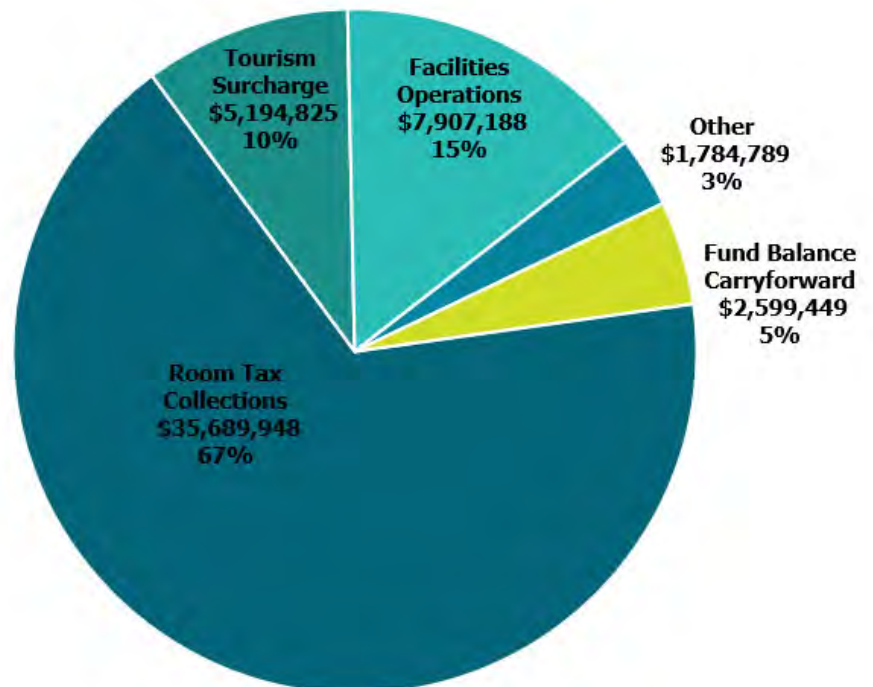
Reno-Sparks Convention and Visitors Authority
Proposed Budget
Fiscal Year 2023-2024

Total Revenues and Resources

FY 23-24
Budget



FY 18-19
Actual





Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Room Tax Revenues

Room Tax

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	Projected	Actual	Pre-Pandemic Actual
	FY 23-24	FY 22-23	FY 21-22	FY 18-19
Room Tax Collections	\$ 39,374,453	\$ 39,625,199	\$ 40,516,073	\$ 35,689,948
Tourism Surcharge	4,507,123	4,631,692	4,787,521	5,194,825
Total	<u>\$ 43,881,576</u>	<u>\$ 44,256,891</u>	<u>\$ 45,303,594</u>	<u>\$ 40,884,773</u>

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

Fiscal Year	Total Room Tax Revenues	Change	
		\$	%
FY 18-19	40,884,773	1,063,051	2.7%
FY 19-20	32,297,722	(8,587,051)	(21.0%)
FY 20-21	32,870,482	572,760	1.8%
FY 21-22	45,303,594	12,433,112	37.8%
FY 22-23 Projected	44,256,891	(1,046,703)	(2.3%)
FY 23-24 Budget	43,881,576	(375,315)	(0.8%)

Total room tax revenues for FY 23-24 are budgeted at 99.2% of FY 22-23 projected revenues given moderately conservative estimates made as a result of the current economic climate.

Total room tax revenues have exceeded pre-pandemic collections for two consecutive fiscal years.



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Room Tax Statistics

	Budget FY 23-24	Actual FY 21-22	Pre-Pandemic FY 18-19	Through March FY 22-23
Taxable Room Revenues	\$ 456,515,812	\$ 457,023,876	\$ 401,157,232	\$ 342,933,599
Average Rate - Cash	\$ 144.34	\$ 141.90	\$ 115.53	\$ 146.14
Occupied Rooms				
Cash	3,162,691	3,220,833	3,472,202	2,346,629
Comp	827,351	778,943	855,311	598,171
28 Day	1,085,389	1,194,753	1,486,587	829,995
Total Occupied Rooms	5,075,431	5,194,529	5,814,100	3,774,795
Total Percentage of Occupancy	63.8%	65.5%	67.7%	64.1%



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Room Tax Statistics by Market Segment

	Budget FY 23-24	Prior Year FY 21-22	Pre-Pandemic FY 18-19	Current Year Through March FY 22-23
Revenues Cash - Taxable				
Hotels	\$ 379,600,962	\$ 382,025,622	\$ 353,689,212	\$ 284,766,722
Motels	16,994,933	21,360,556	15,748,221	12,366,421
28 Day Motels	2,713,867	2,527,194	3,199,297	1,820,810
R.V. Parks	4,915,764	4,576,320	3,619,679	3,289,644
Vacation Rentals	45,862,760	39,027,624	19,102,824	35,589,365
Timeshares	3,508,294	3,376,727	3,035,150	2,648,928
Home Owner Rental	2,919,229	4,129,833	2,762,849	2,451,709
Occupied Rooms - Cash				
Hotels	2,578,882	2,604,794	2,920,753	1,917,154
Motels	205,871	263,949	256,625	151,664
28 Day Motels	57,432	56,515	78,417	38,432
R.V. Parks	98,497	105,722	90,750	64,158
Vacation Rentals	187,506	152,126	80,791	143,516
Time Shares	25,265	25,849	34,665	24,278
Home Owner Rental	9,239	11,878	10,201	7,427
Average Rates - Cash				
Hotels	\$ 147.20	\$ 146.66	\$ 121.03	\$ 148.54
Motels	82.55	80.93	61.37	81.54
28 Day Motels	47.25	44.72	40.80	47.38
R.V. Parks	49.91	43.29	39.89	51.27
Vacation Rentals	244.59	256.55	247.98	262.69
Time Shares	138.86	130.63	87.56	109.11
Home Owner Rental	315.98	347.69	270.84	330.11
Percentage of Occupancy - Cash				
Hotels	46.0%	47.6%	50.2%	47.0%
Motels	48.9%	55.5%	52.3%	48.0%
28 Day Motels	6.6%	6.4%	7.1%	5.9%
R.V. Parks	18.4%	20.0%	14.4%	16.5%
Vacation Rentals	55.0%	42.0%	26.6%	49.1%
Time Shares	29.2%	18.0%	22.9%	22.6%
Home Owner Rental	10.0%	16.1%	16.4%	14.2%



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Facilities Revenues

RSCVA manages and operates 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 is outsourced to Aramark, as approved by the RSCVA Board of Directors on April 15, 2022.

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
	<u>\$ 2,902,708</u>	<u>\$ 2,415,397</u>	<u>\$ 2,589,083</u>	<u>\$ 7,907,188</u>

* 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.

FY 23-24 Budget

	Facility Rentals	Concessions and Catering*	Other	Total Facilities Revenues
Reno-Sparks Convention Center	\$ 1,807,145	\$ 700,370	\$ 1,155,013	\$ 3,662,528
Reno-Sparks Livestock Events Center	358,905	83,393	675,195	1,117,493
Reno Events Center	647,890	260,609	999,874	1,908,373
National Bowling Stadium	448,332	59,994	79,500	587,826
	<u>\$ 3,262,272</u>	<u>\$ 1,104,365</u>	<u>\$ 2,909,582</u>	<u>\$ 7,276,219</u>

* Concessions and catering budget prepared by Aramark.

FY 22-23 through March 2023 *

	Facility Rentals	Concessions and Catering	Other	Total Facility Revenues
Reno-Sparks Convention Center	\$ 1,256,629	\$ 565,282	\$ 1,062,224	\$ 2,884,135
Reno-Sparks Livestock Events Center	334,087	330,920	684,702	1,349,708
Reno Events Center	627,447	153,397	991,867	1,772,711
National Bowling Stadium	346,050	86,847	95,309	528,207
	<u>\$ 2,564,213</u>	<u>\$ 1,136,446</u>	<u>\$ 2,834,102</u>	<u>\$ 6,534,761</u>

* Per current estimates, total facilities revenues for FY 22-23 are projected at \$9,092,047.

FY 21-22 Actual

	Facility Rentals	Concessions and Catering*	Other	Total Facilities Revenues
Reno-Sparks Convention Center	\$ 1,903,350	\$ 1,048,604	\$ 1,095,950	\$ 4,047,904
Reno-Sparks Livestock Events Center	402,013	324,676	893,456	1,620,145
Reno Events Center	354,357	341,443	839,123	1,534,923
National Bowling Stadium	159,345	108,497	27,102	294,944
	<u>\$ 2,819,065</u>	<u>\$ 1,823,220</u>	<u>\$ 2,855,632</u>	<u>\$ 7,497,917</u>

* FY 21-22 Concessions and catering revenues were reported gross through May 2022 per relevant accounting standards given the terms of the agreement with the previous operator. Total net revenues during FY 21-22 were approximately \$696,069.



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Facilities Operating Margins

	Budget 23-24	Through March 22-23 *	21-22	20-21	19-20	Pre-Pandemic 18-19
Facilities Revenues						
Reno-Sparks Convention Center	\$ 3,662,528	\$ 2,884,135	\$ 3,172,717	\$ 1,125,754	\$ 3,763,939	\$ 4,640,243
Reno-Sparks Livestock Events Center	1,117,493	1,105,636	1,333,105	1,135,591	765,201	1,074,769
Reno Events Center	1,908,373	1,950,234	757,885	20,358	1,649,981	1,814,784
National Bowling Stadium	587,826	595,706	157,287	372,034	165,376	377,392
Subtotal - Facilities Revenues	7,276,219	6,535,712	5,420,995	2,653,737	6,344,497	7,907,188
Facilities Expenses						
Reno-Sparks Convention Center	(5,825,348)	(4,257,807)	(4,938,530)	(3,180,544)	(6,428,550)	(5,870,505)
Reno-Sparks Livestock Events Center	(2,096,521)	(1,604,605)	(1,716,815)	(1,949,586)	(1,818,601)	(1,857,448)
Reno Events Center	(2,540,380)	(1,933,734)	(1,340,826)	(1,192,857)	(2,216,135)	(1,931,473)
National Bowling Stadium	(2,533,093)	(2,140,387)	(2,008,490)	(1,765,510)	(2,065,464)	(2,235,457)
Subtotal - Facilities Expenses	(12,995,341)	(9,936,533)	(10,004,660)	(8,088,496)	(12,528,750)	(11,894,883)
Facilities Losses						
Reno-Sparks Convention Center	(2,162,820)	(1,373,672)	(1,765,813)	(2,054,790)	(2,764,282)	(1,230,262)
Reno-Sparks Livestock Events Center	(979,028)	(498,969)	(383,709)	(813,995)	(1,153,071)	(782,679)
Reno Events Center	(632,006)	16,500	(582,940)	(1,172,499)	(566,154)	(116,689)
National Bowling Stadium	(1,945,267)	(1,544,680)	(1,851,202)	(1,393,476)	(1,900,088)	(1,858,065)
Facilities Losses	\$ (5,719,122)	\$ (3,400,821)	\$ (4,583,665)	\$ (5,434,759)	\$ (6,383,595)	\$ (3,987,695)

* Total budgeted
loss for FY 23 is
\$5,992,754

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 is hosting the United States Bowling Congress Open Championships.

During FY 23-24, the National Bowling Stadium is hosting the United States Bowling Congress Women's Championships.

The Committee asked that we highlight to the Board some of the successes noted since the transition of the operation of the facilities:

- 15% increase in total events from FY **21-22** to FY **22-23**.
- Increase in sales and events staffing to actively sell the slower periods, providing higher occupancy for the facilities and higher revenues.
 - Facilities revenues through March 2023 are \$1.5M higher than the same period during the previous fiscal year.
- Implementation of operational programs that ensure preventative maintenance is being performed timely.
- Key operational staff with extensive experience and knowledge of the facilities have been hired.
- Significant increases in operational consistency and efficiency between facilities.



Reno-Sparks Convention and Visitors Authority
Proposed Budget
Fiscal Year 2023-2024

Other Revenues and Resources

Other Revenues

Other revenues of \$1,350,708 consist of certain administrative fees, revenues generated by individual Departments, and interest earnings.

Carryforward Fund Balance

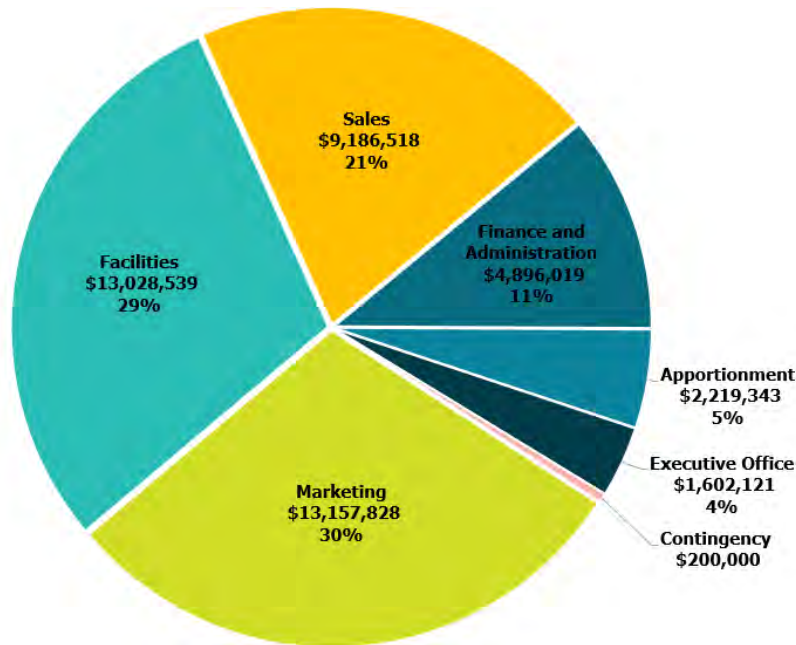
At the time this budget is being prepared, we anticipate approximately \$3,951,476 of available resources (fund balance) to carry forward from the current year, from unspent amounts within various line items and from revenues received during the last quarter of the year that are anticipated to exceed budget. These resources, which will become part of FY 22-23 ending fund balance, are allocated as spendable resources throughout the FY 23-24 budget.



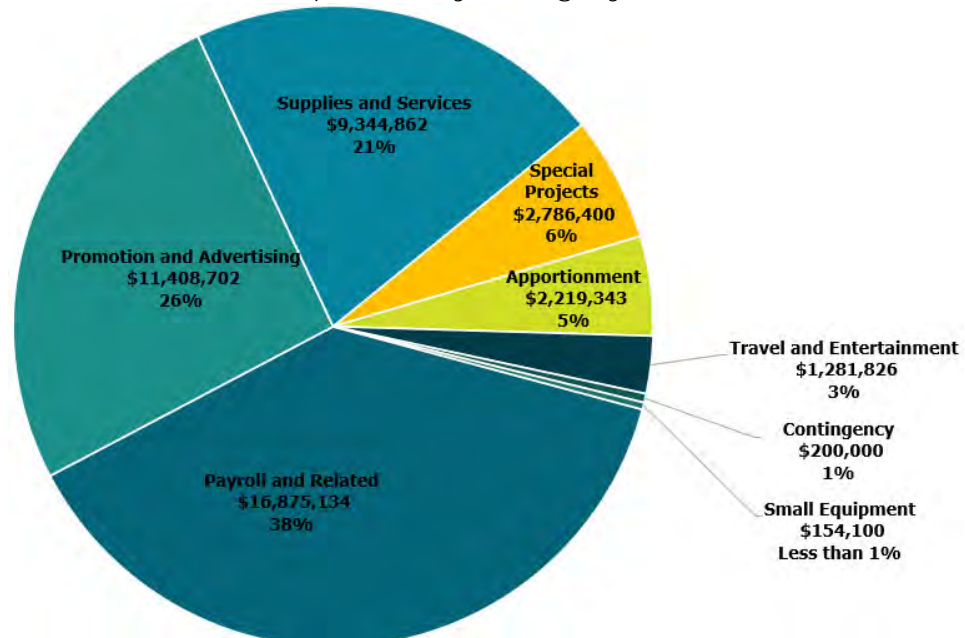
Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

Operating Expenses

FY 23-24
General Fund Expenses by Department



FY 23-24
General Fund Expenses by Category





Reno-Sparks Convention and Visitors Authority

Proposed Budget

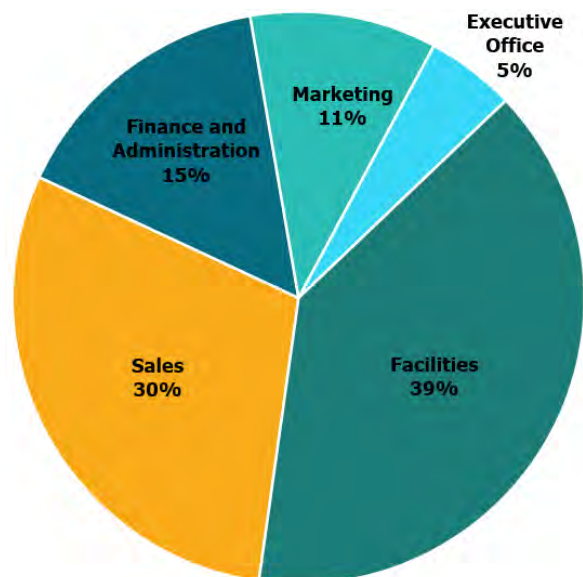
Fiscal Year 2023-2024

Operating Expenses

Payroll and Related Expenses

	Budget	Budget/ Projected	Actual	Pre-Pandemic Actual
	FY 23-24	FY 22-23	FY 21-22	FY 18-19
<u>Salaries and Wages</u>				
Facilities	\$ 4,241,848	\$ 3,883,864	A	A
Sales				
Convention Sales	2,701,533	2,462,322	1,682,173	1,807,871
Tourism Sales	379,554	302,801	225,098	405,512
Total Sales	3,081,087	2,765,123	1,907,271	2,213,383
Finance and Administration	1,523,963	1,213,756	793,968	1,223,998
Marketing	1,082,005	887,149	592,132	854,572
Executive Office	488,926	408,626	359,783	335,446
Total	\$ 10,417,829	\$ 9,158,519	\$ 3,653,154	\$ 4,627,399
<u>Benefits and Other Employee Related Costs</u>				
Facilities	\$ 2,403,088	\$ 2,091,963	A	A
Sales				
Convention Sales	1,717,247	1,492,584	1,056,203	1,042,191
Tourism Sales	221,258	152,633	141,040	212,378
Total Sales	1,938,505	1,645,217	1,197,243	1,254,568
Finance and Administration	1,050,364	804,596	537,075	476,891
Marketing	700,637	639,092	378,715	437,885
Executive Office	364,712	335,975	286,373	222,039
Total	\$ 6,457,305	\$ 5,516,842	\$ 2,399,407	\$ 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 relevant accounting standards. For comparability, salaries and benefits costs were summarized using financial data provided by the previous third-party operator for comparable classifications of employees and approximate as follows: FY 18-19: \$3,878,770; FY 21-22: \$5,161,185





Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

Operating Expenses

Payroll and Related Expenses

The organization continues to restructure staffing levels post pandemic. During fiscal year 2023, we successfully hired for many newly created positions, including:

Sales

- Director of Sales – NBS
- Sales Manager
- Destination Experience Manager
- Sales Administrative Clerk

Marketing

- Venue Marketing Manager
- Graphic Designer
- Marketing Coordinator

Facilities

- Project Administrator
- AV Supervisor
- Administrative Assistant

These positions were in addition to filling routine vacancies in all Departments and addressing additional needs due to increased activity levels at the facilities. FY 23-24 reflects a full year of these positions being part of the budget and contributes **increases in salaries and wages**.

As part of developing this area of the budget, we considered the needs of the organization overall post-pandemic and how to operate the organization efficiently. Several new positions have been created post-pandemic as part of revitalizing and restructuring the organization. This must be taken into account for any comparisons to pre-pandemic staffing levels, especially given the impact of the facilities transition. Significant thought and consideration were given to the current staffing of the organization given overall objectives and the current economic climate.

We've allocated funds in the FY 23-24 budget to provide all employees with a 4% cost of living adjustment. The Committee asked that we present our comparisons of **cumulative** RSCVA COLAs to inflation and other local governments to **the** Board:

- Per comparisons from January 2019 – April 2024, we noted:
 - RSCVA – 10% total COLAs
 - National average inflation – 20.52%
 - CoR – 17.50% total COLAs for unrepresented management **employees**
 - WC – 16.50% total COLAs for unclassified management **employees** and non-represented confidential employees

Merit increases **of up to 3% for qualifying employees** are budgeted for FY 23-24.

The Nevada PERS employer contribution rate has increased from 29.75% to 33.75%.



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

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. This line item also includes potential fees to the selected firm that will conduct the CEO search. Overall, supplies and services for the organization are sensitive to changes in inflation.

	Budget	Budget/ Projected	Actual	Pre-Pandemic Actual
	FY 23-24	FY 22-23	FY 21-22	FY 18-19
Facilities *	\$ 6,369,403	\$ 8,468,312	\$ 12,064,077	\$ 12,027,588
Finance and Administration	1,959,272	1,626,356	1,245,954	\$ 1,256,060
Executive Office	652,183	480,904	389,045	224,405
Sales				
Convention Sales	190,686	143,745	93,444	159,224
Tourism Sales	31,184	18,430	28,955	38,422
Total Sales	221,870	162,175	122,399	197,646
Marketing	142,134	93,318	78,468	141,835
Total	\$ 9,344,862	\$ 10,831,064	\$ 13,899,943	\$ 13,847,534

* Breakdown - Facilities Services and Supplies

Utilities	\$ 2,625,681
Contracted Security and Services	1,654,419
Contracted Labor	913,030
General and Administrative	417,359
Repairs and Maintenance	370,000
Supplies and Other	348,914
F&B Management Fee	40,000
Total	\$ 6,369,403

Facilities utilities expenses have been heavily impacted by rate increases, which been 16%-40%.

Other areas of facilities services and supplies have been heavily impacted by inflation.

Facilities service and supplies for FY 21-22 and FY 18-19 include the payroll and related expenses of the facilities operator, due to the reporting requirements of the previous facilities management contract.



Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

Operating Expenses

Travel and Entertainment

Travel and entertainment is budgeted at 126% of the prior year. The majority of travel and entertainment expenses (84%) are budgeted within the Sales Department. Travel costs for other Departments are largely related to increased initiatives to provide staff opportunities for professional development, professional education, and networking. Travel costs have been impacted by significant fluctuations in the cost of airfare and overall inflation.

	Budget	Budget/ Projected	Actual	Pre-Pandemic Actual
	FY 23-24	FY 22-23	FY 21-22	FY 18-19
Sales				
Convention Sales	\$ 989,706	\$ 762,291	\$ 462,389	\$ 632,301
Tourism Sales	83,750	68,070	45,124	110,259
Total Sales	<u>1,073,456</u>	<u>830,361</u>	<u>507,513</u>	<u>742,561</u>
Marketing	130,550	131,620	49,714	45,660
Executive Office	37,800	37,667	29,021	26,989
Finance and Administration	25,820	12,933	16,164	15,696
Facilities	14,200	10,000	-	-
Total	<u>\$ 1,281,826</u>	<u>\$ 1,022,581</u>	<u>\$ 602,413</u>	<u>\$ 830,905</u>



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Operating Expenses

Promotions and Advertising

Promotions and advertising expenses are budgeted at 113% of pre-pandemic spending levels.

Significant items budgeted within this category for the Marketing Department include:

- \$5,463,005 in leisure media buys, consistent with spending for the last 2 fiscal years.
- \$1,034,600 in agency of record and media buying fees, which have increased due to anticipated modifications within the new Agency of Record contract, including additional services that will be provided as part of that contract.
- \$750,000 in air service funding
 - o Discussion was held with the Committee and will be held with the Board regarding allowable uses of the Air Service Fund.
- \$648,433 related to website, email, and organic social management, which represents an increase of 71% compared to the prior year, primarily due to the costs associated with the planned new website.

Within Finance and Administration, \$150,000 in funding is budgeted for the Reno Air Races Association as approved by the Board of Directors on April 27, 2023 (contingent on the negotiation of a related sponsorship package). Other items budgeted in this category include hospitality, booth expenses, exhibit space rentals, promotional materials.

	Budget FY 23-24	Budget/ Projected FY 22-23	Actual FY 21-22	Pre-Pandemic Actual FY 18-19
Marketing	\$ 9,851,002	\$ 9,535,962	\$ 7,615,312	\$ 8,774,172
Sales				
Convention Sales	743,513	689,336	528,299	851,566
Tourism Sales	591,687	549,350	368,012	386,541
Total Sales	1,335,200	1,238,686	896,311	1,238,107
Finance and Administration	165,000	368,240	6,365	58,851
Executive Office	57,500	34,000	11,573	5,899
Subtotal:	<u>\$ 11,408,702</u>	<u>\$ 11,176,888</u>	<u>\$ 8,529,560</u>	<u>\$ 10,077,029</u>
Marketing - Grant Funded	\$ -	1,250,000	\$ -	\$ -
Total:	<u>\$ 11,408,702</u>	<u>\$ 12,426,888</u>	<u>\$ 8,529,560</u>	<u>\$ 10,077,029</u>



Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

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 23-24, 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 23-24, this category includes site fees for the 2024 USBC Women's Championships, expenses related to one Customer Advisory Board meeting, event commitments and sponsorships, and booking incentives.

	Budget FY 23-24	Budget/ Projected FY 22-23	Actual FY 21-22	Pre-Pandemic Actual FY 18-19
Sales				
Convention Sales	\$ 1,536,400	\$ 2,125,250	\$ 1,155,915	\$ 1,015,223
Tourism Sales	-	-	-	82,482
Total Sales	1,536,400	2,125,250	1,155,915	1,097,705
Marketing	1,250,000	1,311,000	417,000	811,825
Total	<u>\$ 2,786,400</u>	<u>\$ 3,436,250</u>	<u>\$ 1,572,915</u>	<u>\$ 1,909,530</u>

Small Equipment

Total small equipment purchases are budgeted at \$154,100, which is an increase of 43% from the prior year. These expenses are primarily associated with replacing aging IT small equipment, with a focus on very outdated small equipment at the facilities.



Reno-Sparks Convention and Visitors Authority
Proposed Budget
Fiscal Year 2023-2024

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	Budget/ Projected	Actual	Pre-Pandemic Actual
	FY 23-24	FY 22-23	FY 21-22	FY 18-19
Apportionment	\$ 2,219,343	\$ 2,414,809	\$ 2,155,104	\$ 1,686,777
Total	<u>\$ 2,219,343</u>	<u>\$ 2,414,809</u>	<u>\$ 2,155,104</u>	<u>\$ 1,686,777</u>

Contingency

Contingency funds are budgeted at \$200,000 for FY 23-24. Historically, contingency funds have been budgeted between \$200,000 - \$400,000.



Reno-Sparks Convention and Visitors Authority

Proposed Budget

Fiscal Year 2023-2024

Capital Projects Fund

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

See the FY 23-24 Capital Improvement Plan for further details. The FY 23-24 Capital Improvement Plan has been submitted for separate review and approval.

						Pre-Pandemic
	Budget	Budget	Actual	Actual	Actual	Actual
	FY 23-24	FY 22-23	FY 21-22	FY 20-21	FY 19-20	FY 18-19
Capital Expenditures	\$ 4,293,000	\$ 9,507,281	\$ 994,289	\$ 548,075	\$ 3,507,113	\$ 2,480,818
Total	<u>\$ 4,293,000</u>	<u>\$ 9,507,281</u>	<u>\$ 994,289</u>	<u>\$ 548,075</u>	<u>\$ 3,507,113</u>	<u>\$ 2,480,818</u>

Insurance Fund

Internal Insurance Fund

The Internal Service Fund accounts for the employee insurance benefits and workers compensation activities provided by the RSCVA. Total internal revenues of \$2,441,514 are anticipated and total expenditures of \$2,617,808 are anticipated.

	Budget
	FY 23-24
Total Revenues/Contributions	\$ 2,431,514
Payroll and Related	2,617,808
Supplies and Services	53,760
Total Expenditures	<u>2,671,568</u>
Net Change in Fund Balance	<u>\$ (240,053)</u>

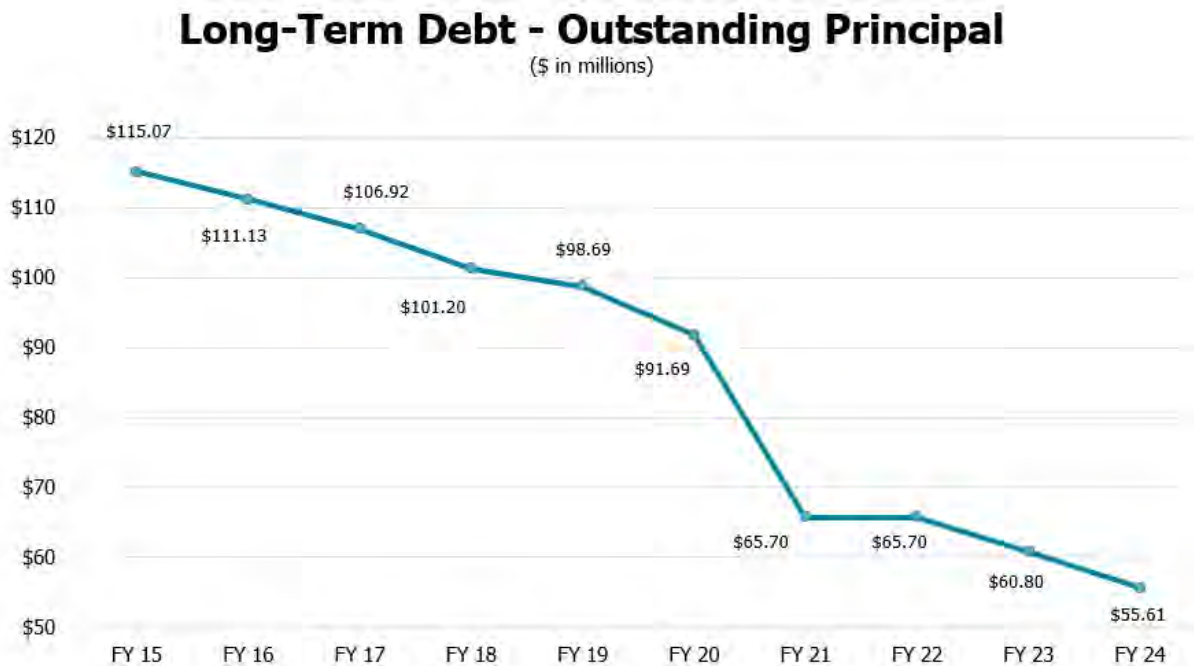


Reno-Sparks Convention and Visitors Authority Proposed Budget Fiscal Year 2023-2024

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 \$8,079,150 in FY 23-24 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:





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, 2024

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 \$ 56,520,167 and
1 proprietary funds with estimated expenses of \$ 2,671,568

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

I Courtney Jaeger, CPA
(Print Name)

Vice President of Finance
(Title)
certify that all applicable funds and financial

operations of this Local Government are
listed herein

Signed Courtney Jaeger

Dated: May 25, 2023

APPROVED BY THE GOVERNING BOARD

Councilwoman Charlene Bybee, Chair

Mayor Hillary Schieve, Vice Chair

Stephen Ascuaga

Alexis Hill

Ann Silver

Andy Chapman

Shannon Keel

Rick Murdock

Jessica Sferrazza

SCHEDULED PUBLIC HEARING:

Date and Time: May 25, 2023 at 9:00am

Publication Date: May 15, 2023

FULL TIME EQUIVALENT EMPLOYEES BY FUNCTION

	ACTUAL PRIOR YEAR ENDING 06/30/22	ESTIMATED CURRENT YEAR ENDING 06/30/23	BUDGET YEAR ENDING 06/30/24
General Government	15.00	16.00	16.00
Judicial			
Public Safety			
Public Works			
Sanitation			
Health			
Welfare			
Culture and Recreation			
Community Support	91.00	118.00	126.00
TOTAL GENERAL GOVERNMENT	106.00	134.00	142.00
Utilities			
Hospitals			
Transit Systems			
Airports			
Other			
TOTAL	106.00	134.00	142.00

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, 2024

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	15,895,756	-	-	N/A	52,508,503	-	-	68,404,259
Capital Projects	1,263,461	-	-	N/A	-	-	4,293,000	5,556,461
DEBT SERVICE	15,905,047	-	-	N/A	175,000	-	8,079,150	24,159,197
Subtotal Governmental Fund Types, Expendable Trust Funds	33,064,265	-	-		52,683,503	-	12,372,150	98,119,918
PROPRIETARY FUNDS								
	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
Subtotal Proprietary Funds	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
TOTAL ALL FUNDS	XXXXXXXXXX				XXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX

SCHEDULE A-2 PROPRIETARY AND NONEXPENDABLE TRUST FUNDS

Budget For Fiscal Year Ending June 30, 2024

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

FUND NAME	*	OPERATING REVENUES (1)	OPERATING EXPENSES (2) **	NONOPERATING REVENUES (3)	NONOPERATING EXPENSES (4)	<u>OPERATING TRANSFERS</u>		NET INCOME (7)
						IN (5)	OUT(6)	
Internal Service (Self Insurance)	I	2,311,514	2,671,568	-	-	-	-	(360,053)
TOTAL		2,311,514	2,671,568	-	-	-	-	(360,053)

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

REVENUES	(1)	(2)	(3) (4) BUDGET YEAR ENDING 06/30/24	
	ACTUAL PRIOR YEAR ENDING 6/30/2022	ESTIMATED CURRENT YEAR ENDING 6/30/2023	TENTATIVE APPROVED	FINAL APPROVED
Taxes:				
Room tax (net)	45,303,595	44,256,891	45,155,568	43,881,576
Subtotal	45,303,595	44,256,891	45,155,568	43,881,576
Miscellaneous:				
Interest earnings	57,347	339,897	288,000	200,000
Rents and royalties	7,497,917	9,092,047	5,696,980	7,276,219
Convention & Visitors Services	929,922	770,102	531,101	294,200
Federal Grants	2,848,370	1,250,000	-	-
Other	871,687	439,897	2,527,052	856,508
Sale of Capital Assets	1,900	-	-	-
Subtotal	12,207,143	11,891,943	9,043,133	8,626,927
SUBTOTAL REVENUE ALL SOURCES	57,510,738	56,148,834	54,198,701	52,508,503
OTHER FINANCING SOURCES				
Transfers In (Schedule T)				
Proceeds of Long-term Debt				
Other				
SUBTOTAL OTHER FINANCING SOURCES	-	-	-	-
BEGINNING FUND BALANCE	11,178,021	19,396,681	15,895,756	15,895,756
Prior Period Adjustments				
Residual Equity Transfers				
TOTAL BEGINNING FUND BALANCE	11,178,021	19,396,681	15,895,756	15,895,756
TOTAL AVAILABLE RESOURCES	68,688,759	75,545,515	70,094,458	68,404,259

	(1)	(2)	(3)	(4)
			BUDGET YEAR ENDING 06/30/24	
<u>REVENUES</u>	ACTUAL PRIOR YEAR ENDING 6/30/2022	ESTIMATED CURRENT YEAR ENDING 6/30/2023	TENTATIVE APPROVED	FINAL APPROVED
Interest Earnings	-	-	-	-
Other	-	-	-	-
Subtotal	-	-	-	-
OTHER FINANCING SOURCES:				
Operating Transfers In (Schedule T)				
General	5,586,256	6,223,400	4,000,000	4,293,000
BEGINNING FUND BALANCE	1,461,085	6,053,053	10,535,873	1,263,461
Prior Period Adjustment(s)				
Residual Equity Transfers				
TOTAL BEGINNING FUND BALANCE	1,461,085	6,053,053	1,263,461	1,263,461
TOTAL RESOURCES	7,047,341	12,276,453	5,263,461	5,556,461
<u>EXPENDITURES</u>				
Capital Outlay	994,288	11,012,992	4,000,000	4,293,000
Subtotal	994,288	11,012,992	4,000,000	4,293,000
OTHER USES				
CONTINGENCY (not to exceed 3% of total expenditures)				
Transfers Out (Schedule T)				
ENDING FUND BALANCE	6,053,053	1,263,461	1,263,461	1,263,461
TOTAL COMMITMENTS & FUND BALANCE	7,047,341	12,276,453	5,263,461	5,556,461

Reno-Sparks Convention & Visitors Authority

FUND: Capital Projects

	(1)	(2)	(3) (4) BUDGET YEAR ENDING 06/30/24	
			TENTATIVE APPROVED	FINAL APPROVED
<u>EXPENDITURES AND RESERVES</u>				
Type: General Obligation				
Principal	-	4,950,000	5,200,000	5,200,000
Interest	2,397,256	3,132,900	2,879,150	2,879,150
Fiscal Agent Charges	4,250	53,500	5,000	57,650
Reserves - increase or (decrease)	-	-	-	-
Other - Paymnet to refunded debt escrow agent	-	-	-	-
Other - Refunding issuance Costs	-	-	-	-
Other - Defeasance	-	-	-	-
Subtotal	2,401,506	8,136,400	8,084,150	8,136,800
TOTAL RESERVED (MEMO ONLY)				
Type: General Obligation				
Principal	-	4,950,000	5,200,000	5,200,000
Interest	2,397,256	3,132,900	2,879,150	2,879,150
Fiscal Agent Charges				
Reserves - increase or (decrease)				
Other - Defeasance	-	-	-	-
Subtotal	2,397,256	8,082,900	8,079,150	8,079,150
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	15,829,426	15,905,047	16,412,585	16,022,397
TOTAL COMMITMENTS & FUND BALANCE	18,230,932	24,041,447	24,496,735	24,159,197

Reno-Sparks Convention & Visitors Authority

SCHEDULE C - DEBT SERVICE FUND

THE ABOVE DEBT IS REPAYED BY OPERATING RESOURCES

<u>PROPRIETARY FUND</u>	(1)	(2)	(3)	(4)
	ACTUAL PRIOR YEAR ENDING 6/30/2022	ESTIMATED CURRENT YEAR ENDING 6/30/2023	BUDGET YEAR ENDING 06/30/24	
			TENTATIVE APPROVED	FINAL APPROVED
OPERATING REVENUE				
User Charges	913,284	2,836,741	2,335,968	2,311,514
Total Operating Revenue	913,284	2,836,741	2,335,968	2,311,514
OPERATING EXPENSE				
Claims expense	955,284	1,948,879	2,434,310	2,617,808
Administrative expense	-	53,260	58,586	53,760
Depreciation/Amortization				
Total Operating Expense	955,284	2,002,139	2,492,896	2,671,568
Operating Income or (Loss)	(42,000)	834,603	(156,928)	(360,053)
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	(42,000)	834,603	(156,928)	(360,053)

Reno-Sparks Convention & Visitors Authority

SCHEDULE F-1 REVENUES, EXPENSES AND NET POSITION

FUND: Internal Service (Self Insurance)

PROPRIETARY FUND	(1)	(2)	(3)	(4)
	ACTUAL PRIOR YEAR ENDING 6/30/2022	ESTIMATED CURRENT YEAR ENDING 6/30/2023	BUDGET YEAR ENDING 06/30/24	
			TENTATIVE APPROVED	FINAL APPROVED
A. CASH FLOWS FROM OPERATING				
ACTIVITIES:				
Cash received from users	225,494	338,241	469,028	1,977,056
Quasi-external operating with other funds	820,347	2,498,500	1,706,322	334,459
Payments to vendors for services & supplies	(981,210)	(2,465,784)	(2,040,917)	(2,671,568)
a. Net cash provided by (or used for) operating activities	64,631	370,957	134,433	(360,053)
B. CASH FLOWS FROM NONCAPITAL FINANCING ACTIVITIES:				
Cash received from other funds	(67,517)	-		
b. Net cash provided by (or used for) noncapital financing activities	(67,517)	-	-	-
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)	(2,886)	370,957	134,433	(360,053)
CASH AND CASH EQUIVALENTS AT JULY 1, 20xx	176,429	173,543	276,953	544,500
CASH AND CASH EQUIVALENTS AT JUNE 30, 20xx	173,543	544,500	411,386	184,447

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)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9) REQUIREMENTS FOR FISCAL YEAR ENDING 06/30/24		(10)	(11)
NAME OF BOND OR LOAN List and Subtotal By Fund	*	TERM	ORIGINAL AMOUNT OF ISSUE	ISSUE DATE	FINAL PAYMENT DATE	INTEREST RATE	BEGINNING OUTSTANDING BALANCE 7/1/2023	INTEREST PAYABLE	PRINCIPAL PAYABLE	(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	\$ 2,879,150	\$ 5,200,000		\$ 8,079,150
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
							\$	\$	\$		\$
TOTAL ALL DEBT SERVICE			\$ 65,760,000				\$ 65,760,000	\$ 2,879,150	\$ 5,200,000		\$ 8,079,150

TRANSFERS IN					TRANSFERS OUT		
FUND TYPE	FROM FUND	PAGE	AMOUNT		TO FUND	PAGE	AMOUNT
GENERAL FUND					Capital Projects	12	4,293,000
					Debt Service	12	8,079,150
SUBTOTAL			-				12,372,150
SPECIAL REVENUE FUNDS							
SUBTOTAL			-				-

TRANSFERS IN						
FUND TYPE	FROM FUND	PAGE	AMOUNT	TO FUND	PAGE	AMOUNT
CAPITAL PROJECTS FUND	General	13	4,293,000			
SUBTOTAL			4,293,000			-
EXPENDABLE TRUST FUNDS						
SUBTOTAL			-			-
DEBT SERVICE	General	14	8,079,150			-
SUBTOTAL			8,079,150			-

Appendix A

Room Tax Statistics

April 2022 - March 2023

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

April 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$39,675,858	\$27,269,269	\$12,406,589	45.5%	\$32,406,825	\$7,269,033	22.4%
Occupied Rooms - Cash	264,696	232,460	32,236	13.9%	244,148	20,548	8.4%
Average Rate - Cash	\$149.89	\$117.31	\$32.58	27.8%	\$132.73	\$17.16	12.9%
Occupied Rooms							
Cash	264,696	232,460	32,236	13.9%	244,148	20,548	8.4%
Comp	59,953	58,956	997	1.7%	67,929	(7,976)	-11.7%
28 Day	95,628	114,924	(19,296)	-16.8%	108,996	(13,368)	-12.3%
Total Occupied Rooms	420,277	406,340	13,937	3.4%	421,073	(796)	-0.2%
Percentage of Occupancy							
Cash	41.2%	35.8%	5.4	15.1%	38.9%	2.3	5.9%
Comp	9.3%	9.1%	0.2	2.2%	10.8%	(1.5)	-13.9%
28 Day	14.9%	17.7%	(2.8)	-15.8%	17.4%	(2.5)	-14.4%
Total Percentage of Occupancy	65.4%	62.6%	2.8	4.5%	67.2%	(1.8)	-2.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	214,088	186,903	27,185	14.5%	193,713	20,375	10.5%
Motels	22,095	17,425	4,670	26.8%	22,542	(447)	-2.0%
28 Day Motels	4,640	4,875	(235)	-4.8%	4,131	509	12.3%
R.V. Parks	8,865	6,114	2,751	45.0%	8,223	642	7.8%
Vacation Rentals	13,219	12,590	629	5.0%	13,071	148	1.1%
Timehares	1,789	4,552	(2,763)	-60.7%	2,468	(679)	-27.5%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	264,696	232,460	32,236	13.9%	244,148	20,548	8.4%
Percentage of Occupancy - Cash							
Hotels	48.5%	42.7%	5.8	13.6%	45.7%	2.8	6.1%
Motels	52.3%	44.8%	7.5	16.7%	58.2%	(5.9)	-10.1%
28 Day Motels	6.5%	6.0%	0.5	8.3%	5.4%	1.1	20.4%
R.V. Parks	20.8%	13.6%	7.2	52.9%	18.7%	2.1	11.2%
Vacation Rentals	41.8%	37.9%	3.9	10.3%	40.4%	1.4	3.5%
Timeshares	14.7%	36.3%	(21.6)	-59.5%	20.3%	(5.6)	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	41.2%	35.8%	5.4	15.1%	38.9%	2.3	5.9%
Average Rates - Cash							
Hotels	\$159.22	\$117.67	\$41.55	35.3%	\$138.01	\$21.21	15.4%
Motels	\$81.34	\$62.57	\$18.77	30.0%	\$72.28	\$9.06	12.5%
28 Day Motels	\$45.55	\$40.97	\$4.58	11.2%	\$42.75	\$2.80	6.5%
R.V. Parks	\$44.13	\$44.81	(\$0.68)	-1.5%	\$55.99	(\$11.86)	-21.2%
Vacation Rentals	\$219.84	\$272.78	(\$52.94)	-19.4%	\$239.87	(\$20.03)	-8.4%
Timeshares	\$158.63	\$61.05	\$97.58	159.8%	\$109.85	\$48.78	44.4%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$149.89	\$117.31	\$32.58	27.8%	\$132.73	\$17.16	12.9%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	264,696	232,460	32,236	13.9%	244,148	20,548	8.4%
Comp	59,953	58,956	997	1.7%	67,929	(7,976)	-11.7%
28 Day	95,628	114,924	(19,296)	-16.8%	108,996	(13,368)	-12.3%
Total Occupied Rooms	420,277	406,340	13,937	3.4%	421,073	(796)	-0.2%
Vacant	222,286	242,927	(20,641)	-8.5%	205,767	16,519	8.0%
Total Available Rooms	642,563	649,267	(6,704)	-1.0%	626,840	15,723	2.5%
Percentage of Occupancy							
Cash	41.2%	35.8%	5.4	15.1%	38.9%	2.3	5.9%
Comp	9.3%	9.1%	0.2	2.2%	10.8%	(1.5)	-13.9%
28 Day	14.9%	17.7%	(2.8)	-15.8%	17.4%	(2.5)	-14.4%
Total Occupancy Percentage	65.4%	62.6%	2.8	4.5%	67.2%	(1.8)	-2.7%
Vacant	34.6%	37.4%	(2.8)	-7.5%	32.8%	1.8	5.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$39,675,858	\$27,269,269	\$12,406,589	45.5%	\$32,406,825	\$7,269,033	22.4%
Comp	\$8,337,195	\$6,107,711	\$2,229,484	36.5%	\$9,186,801	(\$849,606)	-9.2%
28 Day	\$4,116,495	\$2,831,960	\$1,284,535	45.4%	\$3,844,737	\$271,758	7.1%
Total Revenue	\$52,129,548	\$36,208,940	\$15,920,608	44.0%	\$45,438,363	\$6,691,185	14.7%
Average Rates							
Cash	\$149.89	\$117.31	\$32.58	27.8%	\$132.73	\$17.16	12.9%
Comp	\$139.06	\$103.60	\$35.46	34.2%	\$135.24	\$3.82	2.8%
28 Day	\$43.05	\$24.64	\$18.41	74.7%	\$35.27	\$7.78	22.1%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	214,088	186,903	27,185	14.5%	193,713	20,375	10.5%
Comp	59,784	58,512	1,272	2.2%	67,717	(7,933)	-11.7%
28 Day	8,852	7,401	1,451	19.6%	10,889	(2,037)	-18.7%
Total Occupied Rooms	282,724	252,816	29,908	11.8%	272,319	10,405	3.8%
Vacant	159,073	185,132	(26,059)	-14.1%	151,515	7,558	5.0%
Total Available Rooms	441,797	437,948	3,849	0.9%	423,834	17,963	4.2%
Percentage of Occupancy							
Cash	48.5%	42.7%	5.8	13.6%	45.7%	2.8	6.1%
Comp	13.5%	13.4%	0.1	0.7%	16.0%	(2.5)	-15.6%
28 Day	2.0%	1.7%	0.3	17.6%	2.6%	(0.6)	-23.1%
Total Occupancy Percentage	64.0%	57.7%	6.3	10.9%	64.3%	(0.3)	-0.5%
Vacant	36.0%	42.3%	(6.3)	-14.9%	35.7%	0.3	0.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$34,086,317	\$21,993,045	\$12,093,272	55.0%	\$26,734,131	\$7,352,186	27.5%
Comp	\$8,323,509	\$6,093,778	\$2,229,731	36.6%	\$9,171,966	(\$848,457)	-9.3%
28 Day	\$836,107	\$375,233	\$460,874	122.8%	\$783,268	\$52,839	6.7%
Total Revenue	\$43,245,933	\$28,462,056	\$14,783,877	51.9%	\$36,689,365	\$6,556,568	17.9%
Average Rates							
Cash	\$159.22	\$117.67	\$41.55	35.3%	\$138.01	\$21.21	15.4%
Comp	\$139.23	\$104.15	\$35.08	33.7%	\$135.45	\$3.78	2.8%
28 Day	\$94.45	\$50.70	\$43.75	86.3%	\$71.93	\$22.52	31.3%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	22,095	17,425	4,670	26.8%	22,542	(447)	-2.0%
Comp	30	232	(202)	-87.1%	42	(12)	-28.6%
28 Day	2,824	3,358	(534)	-15.9%	3,360	(536)	-16.0%
Total Occupied Rooms	24,949	21,015	3,934	18.7%	25,944	(995)	-3.8%
Vacant	17,311	17,865	(554)	-3.1%	12,800	4,511	35.2%
Total Available Rooms	42,260	38,880	3,380	8.7%	38,744	3,516	9.1%
Percentage of Occupancy							
Cash	52.3%	44.8%	7.5	16.7%	58.2%	(5.9)	-10.1%
Comp	0.1%	0.6%	(0.5)	-83.3%	0.1%	-	0.0%
28 Day	6.7%	8.6%	(1.9)	-22.1%	8.7%	(2.0)	-23.0%
Total Occupancy Percentage	59.0%	54.1%	4.9	9.1%	67.0%	(8.0)	-11.9%
Vacant	41.0%	45.9%	(4.9)	-10.7%	33.0%	8.0	24.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,797,100	\$1,090,250	\$706,850	64.8%	\$1,629,225	\$167,875	10.3%
Comp	\$3,750	\$8,253	(\$4,503)	-54.6%	\$5,250	(\$1,500)	-28.6%
28 Day	\$151,606	\$117,990	\$33,616	28.5%	\$149,323	\$2,283	1.5%
Total Revenue	\$1,952,456	\$1,216,493	\$735,963	60.5%	\$1,783,798	\$168,658	9.5%
Average Rates							
Cash	\$81.34	\$62.57	\$18.77	30.0%	\$72.28	\$9.06	12.5%
Comp	\$125.00	\$35.57	\$89.43	251.4%	\$125.00	\$0.00	0.0%
28 Day	\$53.68	\$35.14	\$18.54	52.8%	\$44.44	\$9.24	20.8%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,640	4,875	(235)	-4.8%	4,131	509	12.3%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	53,056	59,031	(5,975)	-10.1%	59,733	(6,677)	-11.2%
Total Occupied Rooms	57,696	63,906	(6,210)	-9.7%	63,864	(6,168)	-9.7%
Vacant	13,969	17,698	(3,729)	-21.1%	11,976	1,993	16.6%
Total Available Rooms	71,665	81,604	(9,939)	-12.2%	75,840	(4,175)	-5.5%
Percentage of Occupancy							
Cash	6.5%	6.0%	0.5	8.3%	5.4%	1.1	20.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.0%	72.3%	1.7	2.4%	78.8%	(4.8)	-6.1%
Total Occupancy Percentage	80.5%	78.3%	2.2	2.8%	84.2%	(3.7)	-4.4%
Vacant	19.5%	21.7%	(2.2)	-10.1%	15.8%	3.7	23.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$211,344	\$199,711	\$11,633	5.8%	\$176,604	\$34,740	19.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,534,392	\$1,309,995	\$224,397	17.1%	\$1,519,601	\$14,791	1.0%
Total Revenue	\$1,745,736	\$1,509,706	\$236,030	15.6%	\$1,696,205	\$49,531	2.9%
Average Rates							
Cash	\$45.55	\$40.97	\$4.58	11.2%	\$42.75	\$2.80	6.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.92	\$22.19	\$6.73	30.3%	\$25.44	\$3.48	13.7%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	8,865	6,114	2,751	45.0%	8,223	642	7.8%
Comp	139	212	(73)	-34.4%	170	(31)	-18.2%
28 Day	21,505	33,737	(12,232)	-36.3%	24,995	(3,490)	-14.0%
Total Occupied Rooms	30,509	40,063	(9,554)	-23.8%	33,388	(2,879)	-8.6%
Vacant	12,211	4,980	7,231	145.2%	10,502	1,709	16.3%
Total Available Rooms	42,720	45,043	(2,323)	-5.2%	43,890	(1,170)	-2.7%
Percentage of Occupancy							
Cash	20.8%	13.6%	7.2	52.9%	18.7%	2.1	11.2%
Comp	0.3%	0.5%	(0.2)	-40.0%	0.4%	(0.1)	-25.0%
28 Day	50.3%	74.9%	(24.6)	-32.8%	56.9%	(6.6)	-11.6%
Total Occupancy Percentage	71.4%	88.9%	(17.5)	-19.7%	76.1%	(4.7)	-6.2%
Vacant	28.6%	11.1%	17.5	157.7%	23.9%	4.7	19.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$391,228	\$273,976	\$117,252	42.8%	\$460,401	(\$69,173)	-15.0%
Comp	\$9,936	\$5,680	\$4,256	74.9%	\$9,585	\$351	3.7%
28 Day	\$514,736	\$475,329	\$39,407	8.3%	\$520,256	(\$5,520)	-1.1%
Total Revenue	\$915,900	\$754,985	\$160,915	21.3%	\$990,242	(\$74,342)	-7.5%
Average Rates							
Cash	\$44.13	\$44.81	(\$0.68)	-1.5%	\$55.99	(\$11.86)	-21.2%
Comp	\$71.48	\$26.79	\$44.69	166.8%	\$56.38	\$15.10	26.8%
28 Day	\$23.94	\$14.09	\$9.85	69.9%	\$20.81	\$3.13	15.0%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,219	12,590	629	5.0%	13,071	148	1.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,191	11,397	(2,206)	-19.4%	10,019	(828)	-8.3%
Total Occupied Rooms	22,410	23,987	(1,577)	-6.6%	23,090	(680)	-2.9%
Vacant	9,228	9,265	(37)	-0.4%	9,259	(31)	-0.3%
Total Available Rooms	31,638	33,252	(1,614)	-4.9%	32,349	(711)	-2.2%
Percentage of Occupancy							
Cash	41.8%	37.9%	3.9	10.3%	40.4%	1.4	3.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	29.1%	34.3%	(5.2)	-15.2%	31.0%	(1.9)	-6.1%
Total Occupancy Percentage	70.8%	72.1%	(1.3)	-1.8%	71.4%	(0.6)	-0.8%
Vacant	29.2%	27.9%	1.3	4.7%	28.6%	0.6	2.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,906,084	\$3,434,371	(\$528,287)	-15.4%	\$3,135,355	(\$229,271)	-7.3%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,073,264	\$553,413	\$519,851	93.9%	\$872,289	\$200,975	23.0%
Total Revenue	\$3,979,348	\$3,987,784	(\$8,436)	-0.2%	\$4,007,644	(\$28,296)	-0.7%
Average Rates							
Cash	\$219.84	\$272.78	(\$52.94)	-19.4%	\$239.87	(\$20.03)	-8.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$116.77	\$48.56	\$68.21	140.5%	\$87.06	\$29.71	34.1%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

April 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,789	4,552	(2,763)	-60.7%	2,468	(679)	-27.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,789	4,552	(2,763)	-60.7%	2,468	(679)	-27.5%
Vacant	10,394	7,988	2,406	30.1%	9,715	679	7.0%
Total Available Rooms	12,183	12,540	(357)	-2.8%	12,183	-	0.0%
Percentage of Occupancy							
Cash	14.7%	36.3%	(21.6)	-59.5%	20.3%	(5.6)	-27.6%
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	14.7%	36.3%	(21.6)	-59.5%	20.3%	(5.6)	-27.6%
Vacant	85.3%	63.7%	21.6	33.9%	79.7%	5.6	7.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$283,785	\$277,916	\$5,869	2.1%	\$271,109	\$12,676	4.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$283,785	\$277,916	\$5,869	2.1%	\$271,109	\$12,676	4.7%
Average Rates							
Cash	\$158.63	\$61.05	\$97.58	159.8%	\$109.85	\$48.78	44.4%
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

Combined Room Statistics

May 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$38,117,814	\$31,239,134	\$6,878,680	22.0%	\$34,139,502	\$3,978,312	11.7%
Occupied Rooms - Cash	264,934	258,537	6,397	2.5%	263,070	1,864	0.7%
Average Rate - Cash	\$143.88	\$120.83	\$23.05	19.1%	\$129.77	\$14.11	10.9%
Occupied Rooms							
Cash	264,934	258,537	6,397	2.5%	263,070	1,864	0.7%
Comp	70,078	60,135	9,943	16.5%	70,135	(57)	-0.1%
28 Day	94,154	119,270	(25,116)	-21.1%	107,474	(13,320)	-12.4%
Total Occupied Rooms	429,166	437,942	(8,776)	-2.0%	440,679	(11,513)	-2.6%
Percentage of Occupancy							
Cash	40.1%	39.6%	0.5	1.3%	40.7%	(0.6)	-1.5%
Comp	10.6%	9.2%	1.4	15.2%	10.9%	(0.3)	-2.8%
28 Day	14.3%	18.3%	(4.0)	-21.9%	16.6%	(2.3)	-13.9%
Total Percentage of Occupancy	65.0%	67.0%	(2.0)	-3.0%	68.2%	(3.2)	-4.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	211,625	209,932	1,693	0.8%	207,372	4,253	2.1%
Motels	22,322	18,797	3,525	18.8%	22,891	(569)	-2.5%
28 Day Motels	4,278	5,232	(954)	-18.2%	4,363	(85)	-1.9%
R.V. Parks	11,109	8,293	2,816	34.0%	12,718	(1,609)	-12.7%
Vacation Rentals	13,579	12,351	1,228	9.9%	13,646	(67)	-0.5%
Timehares	2,021	3,932	(1,911)	-48.6%	2,080	(59)	-2.8%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	264,934	258,537	6,397	2.5%	263,070	1,864	0.7%
Percentage of Occupancy - Cash							
Hotels	46.5%	47.9%	(1.4)	-2.9%	47.4%	(0.9)	-1.9%
Motels	52.2%	43.8%	8.4	19.2%	58.6%	(6.4)	-10.9%
28 Day Motels	5.7%	6.4%	(0.7)	-10.9%	5.6%	0.1	1.8%
R.V. Parks	25.2%	18.4%	6.8	37.0%	28.0%	(2.8)	-10.0%
Vacation Rentals	43.5%	37.7%	5.8	15.4%	41.0%	2.5	6.1%
Timeshares	16.5%	30.3%	(13.8)	-45.5%	16.4%	0.1	0.0%
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	40.1%	39.6%	0.5	1.3%	40.7%	(0.6)	-1.5%
Average Rates - Cash							
Hotels	\$151.82	\$122.89	\$28.93	23.5%	\$134.60	\$17.22	12.8%
Motels	\$82.47	\$63.88	\$18.59	29.1%	\$74.48	\$7.99	10.7%
28 Day Motels	\$48.47	\$42.72	\$5.75	13.5%	\$44.14	\$4.33	9.8%
R.V. Parks	\$49.74	\$39.12	\$10.62	27.1%	\$46.71	\$3.03	6.5%
Vacation Rentals	\$228.55	\$279.64	(\$51.09)	-18.3%	\$255.26	(\$26.71)	-10.5%
Timeshares	\$141.14	\$60.54	\$80.60	133.1%	\$120.98	\$20.16	16.7%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$143.88	\$120.83	\$23.05	19.1%	\$129.77	\$14.11	10.9%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	264,934	258,537	6,397	2.5%	263,070	1,864	0.7%
Comp	70,078	60,135	9,943	16.5%	70,135	(57)	-0.1%
28 Day	94,154	119,270	(25,116)	-21.1%	107,474	(13,320)	-12.4%
Total Occupied Rooms	429,166	437,942	(8,776)	-2.0%	440,679	(11,513)	-2.6%
Vacant	231,539	215,267	16,272	7.6%	205,501	26,038	12.7%
Total Available Rooms	660,705	653,209	7,496	1.1%	646,180	14,525	2.2%
Percentage of Occupancy							
Cash	40.1%	39.6%	0.5	1.3%	40.7%	(0.6)	-1.5%
Comp	10.6%	9.2%	1.4	15.2%	10.9%	(0.3)	-2.8%
28 Day	14.3%	18.3%	(4.0)	-21.9%	16.6%	(2.3)	-13.9%
Total Occupancy Percentage	65.0%	67.0%	(2.0)	-3.0%	68.2%	(3.2)	-4.7%
Vacant	35.0%	33.0%	2.0	6.1%	31.8%	3.2	10.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$38,117,814	\$31,239,134	\$6,878,680	22.0%	\$34,139,502	\$3,978,312	11.7%
Comp	\$10,103,285	\$7,154,117	\$2,949,168	41.2%	\$9,554,226	\$549,059	5.7%
28 Day	\$3,847,851	\$3,070,181	\$777,670	25.3%	\$3,777,072	\$70,779	1.9%
Total Revenue	\$52,068,950	\$41,463,432	\$10,605,518	25.6%	\$47,470,800	\$4,598,150	9.7%
Average Rates							
Cash	\$143.88	\$120.83	\$23.05	19.1%	\$129.77	\$14.11	10.9%
Comp	\$144.17	\$118.97	\$25.20	21.2%	\$136.23	\$7.94	5.8%
28 Day	\$40.87	\$25.74	\$15.13	58.8%	\$35.14	\$5.73	16.3%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	211,625	209,932	1,693	0.8%	207,372	4,253	2.1%
Comp	69,817	59,799	10,018	16.8%	69,950	(133)	-0.2%
28 Day	8,808	9,992	(1,184)	-11.8%	10,937	(2,129)	-19.5%
Total Occupied Rooms	290,250	279,723	10,527	3.8%	288,259	1,991	0.7%
Vacant	164,964	158,225	6,739	4.3%	149,035	15,929	10.7%
Total Available Rooms	455,214	437,948	17,266	3.9%	437,294	17,920	4.1%
Percentage of Occupancy							
Cash	46.5%	47.9%	(1.4)	-2.9%	47.4%	(0.9)	-1.9%
Comp	15.3%	13.7%	1.6	11.7%	16.0%	(0.7)	-4.4%
28 Day	1.9%	2.3%	(0.4)	-17.4%	2.5%	(0.6)	-24.0%
Total Occupancy Percentage	63.8%	63.9%	(0.1)	-0.2%	65.9%	(2.1)	-3.2%
Vacant	36.2%	36.1%	0.1	0.3%	34.1%	2.1	6.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$32,128,392	\$25,798,608	\$6,329,784	24.5%	\$27,913,019	\$4,215,373	15.1%
Comp	\$10,086,621	\$7,140,947	\$2,945,674	41.3%	\$9,540,923	\$545,698	5.7%
28 Day	\$931,384	\$506,603	\$424,781	83.8%	\$897,654	\$33,730	3.8%
Total Revenue	\$43,146,397	\$33,446,158	\$9,700,239	29.0%	\$38,351,596	\$4,794,801	12.5%
Average Rates							
Cash	\$151.82	\$122.89	\$28.93	23.5%	\$134.60	\$17.22	12.8%
Comp	\$144.47	\$119.42	\$25.05	21.0%	\$136.40	\$8.07	5.9%
28 Day	\$105.74	\$50.70	\$55.04	108.6%	\$82.07	\$23.67	28.8%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	22,322	18,797	3,525	18.8%	22,891	(569)	-2.5%
Comp	35	82	(47)	-57.3%	24	11	45.8%
28 Day	3,129	3,569	(440)	-12.3%	3,425	(296)	-8.6%
Total Occupied Rooms	25,486	22,448	3,038	13.5%	26,340	(854)	-3.2%
Vacant	17,313	20,456	(3,143)	-15.4%	12,713	4,600	36.2%
Total Available Rooms	42,799	42,904	(105)	-0.2%	39,053	3,746	9.6%
Percentage of Occupancy							
Cash	52.2%	43.8%	8.4	19.2%	58.6%	(6.4)	-10.9%
Comp	0.1%	0.2%	(0.1)	-50.0%	0.1%	-	0.0%
28 Day	7.3%	8.3%	(1.0)	-12.0%	8.8%	(1.5)	-17.0%
Total Occupancy Percentage	59.5%	52.3%	7.2	13.8%	67.4%	(7.9)	-11.7%
Vacant	40.5%	47.7%	(7.2)	-15.1%	32.6%	7.9	24.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,840,790	\$1,200,851	\$639,939	53.3%	\$1,704,966	\$135,824	8.0%
Comp	\$4,375	\$2,644	\$1,731	65.5%	\$2,864	\$1,511	52.8%
28 Day	\$124,072	\$142,617	(\$18,545)	-13.0%	\$97,647	\$26,425	27.1%
Total Revenue	\$1,969,237	\$1,346,112	\$623,125	46.3%	\$1,805,477	\$163,760	9.1%
Average Rates							
Cash	\$82.47	\$63.88	\$18.59	29.1%	\$74.48	\$7.99	10.7%
Comp	\$125.00	\$32.24	\$92.76	287.7%	\$119.33	\$5.67	4.8%
28 Day	\$39.65	\$39.96	(\$0.31)	-0.8%	\$28.51	\$11.14	39.1%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,278	5,232	(954)	-18.2%	4,363	(85)	-1.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	54,635	61,120	(6,485)	-10.6%	61,324	(6,689)	-10.9%
Total Occupied Rooms	58,913	66,352	(7,439)	-11.2%	65,687	(6,774)	-10.3%
Vacant	16,182	15,252	930	6.1%	12,805	3,377	26.4%
Total Available Rooms	75,095	81,604	(6,509)	-8.0%	78,492	(3,397)	-4.3%
Percentage of Occupancy							
Cash	5.7%	6.4%	(0.7)	-10.9%	5.6%	0.1	1.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.8%	74.9%	(2.1)	-2.8%	78.1%	(5.3)	-6.8%
Total Occupancy Percentage	78.5%	81.3%	(2.8)	-3.4%	83.7%	(5.2)	-6.2%
Vacant	21.5%	18.7%	2.8	15.0%	16.3%	5.2	31.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$207,361	\$223,520	(\$16,159)	-7.2%	\$192,581	\$14,780	7.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,509,714	\$1,380,711	\$129,003	9.3%	\$1,519,848	(\$10,134)	-0.7%
Total Revenue	\$1,717,075	\$1,604,231	\$112,844	7.0%	\$1,712,429	\$4,646	0.3%
Average Rates							
Cash	\$48.47	\$42.72	\$5.75	13.5%	\$44.14	\$4.33	9.8%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.63	\$22.59	\$5.04	22.3%	\$24.78	\$2.85	11.5%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	11,109	8,293	2,816	34.0%	12,718	(1,609)	-12.7%
Comp	226	254	(28)	-11.0%	161	65	40.4%
28 Day	19,767	33,392	(13,625)	-40.8%	22,249	(2,482)	-11.2%
Total Occupied Rooms	31,102	41,939	(10,837)	-25.8%	35,128	(4,026)	-11.5%
Vacant	13,042	3,104	9,938	320.2%	10,225	2,817	27.6%
Total Available Rooms	44,144	45,043	(899)	-2.0%	45,353	(1,209)	-2.7%
Percentage of Occupancy							
Cash	25.2%	18.4%	6.8	37.0%	28.0%	(2.8)	-10.0%
Comp	0.5%	0.6%	(0.1)	-16.7%	0.4%	0.1	25.0%
28 Day	44.8%	74.1%	(29.3)	-39.5%	49.1%	(4.3)	-8.8%
Total Occupancy Percentage	70.5%	93.1%	(22.6)	-24.3%	77.5%	(7.0)	-9.0%
Vacant	29.5%	6.9%	22.6	327.5%	22.5%	7.0	31.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$552,599	\$324,383	\$228,216	70.4%	\$594,075	(\$41,476)	-7.0%
Comp	\$12,289	\$10,526	\$1,763	16.7%	\$10,439	\$1,850	17.7%
28 Day	\$466,010	\$504,293	(\$38,283)	-7.6%	\$425,977	\$40,033	9.4%
Total Revenue	\$1,030,898	\$839,202	\$191,696	22.8%	\$1,030,491	\$407	0.0%
Average Rates							
Cash	\$49.74	\$39.12	\$10.62	27.1%	\$46.71	\$3.03	6.5%
Comp	\$54.38	\$41.44	\$12.94	31.2%	\$64.84	(\$10.46)	-16.1%
28 Day	\$23.58	\$15.10	\$8.48	56.2%	\$19.15	\$4.43	23.1%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	13,579	12,351	1,228	9.9%	13,646	(67)	-0.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,815	11,197	(3,382)	-30.2%	9,539	(1,724)	-18.1%
Total Occupied Rooms	21,394	23,548	(2,154)	-9.1%	23,185	(1,791)	-7.7%
Vacant	9,816	9,204	612	6.6%	10,121	(305)	-3.0%
Total Available Rooms	31,210	32,752	(1,542)	-4.7%	33,306	(2,096)	-6.3%
Percentage of Occupancy							
Cash	43.5%	37.7%	5.8	15.4%	41.0%	2.5	6.1%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	25.0%	34.2%	(9.2)	-26.9%	28.6%	(3.6)	-12.6%
Total Occupancy Percentage	68.5%	71.9%	(3.4)	-4.7%	69.6%	(1.1)	-1.6%
Vacant	31.5%	28.1%	3.4	12.1%	30.4%	1.1	3.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,103,419	\$3,453,715	(\$350,296)	-10.1%	\$3,483,233	(\$379,814)	-10.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$816,671	\$535,957	\$280,714	52.4%	\$835,946	(\$19,275)	-2.3%
Total Revenue	\$3,920,090	\$3,989,672	(\$69,582)	-1.7%	\$4,319,179	(\$399,089)	-9.2%
Average Rates							
Cash	\$228.55	\$279.64	(\$51.09)	-18.3%	\$255.26	(\$26.71)	-10.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$104.50	\$47.87	\$56.63	118.3%	\$87.63	\$16.87	19.3%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

May 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,021	3,932	(1,911)	-48.6%	2,080	(59)	-2.8%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,021	3,932	(1,911)	-48.6%	2,080	(59)	-2.8%
Vacant	10,222	9,026	1,196	13.3%	10,602	(380)	-3.6%
Total Available Rooms	12,243	12,958	(715)	-5.5%	12,682	(439)	-3.5%
Percentage of Occupancy							
Cash	16.5%	30.3%	(13.8)	-45.5%	16.4%	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	16.5%	30.3%	(13.8)	-45.5%	16.4%	0.1	0.6%
Vacant	83.5%	69.7%	13.8	19.8%	83.6%	(0.1)	-0.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$285,253	\$238,057	\$47,196	19.8%	\$251,628	\$33,625	13.4%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$285,253	\$238,057	\$47,196	19.8%	\$251,628	\$33,625	13.4%
Average Rates							
Cash	\$141.14	\$60.54	\$80.60	133.1%	\$120.98	\$20.16	16.7%
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

Combined Room Statistics

June 2022 (Final)

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$47,573,319	\$32,916,924	\$14,656,395	44.5%	\$45,317,551	\$2,255,768	5.0%
Occupied Rooms - Cash	308,416	277,600	30,816	11.1%	319,450	(11,034)	-3.5%
Average Rate - Cash	\$154.25	\$118.58	\$35.67	30.1%	\$141.86	\$12.39	8.7%
Occupied Rooms							
Cash	308,416	277,600	30,816	11.1%	319,450	(11,034)	-3.5%
Comp	70,125	66,019	4,106	6.2%	73,786	(3,661)	-5.0%
28 Day	92,032	120,482	(28,450)	-23.6%	103,822	(11,790)	-11.4%
Total Occupied Rooms	470,573	464,101	6,472	1.4%	497,058	(26,485)	-5.3%
Percentage of Occupancy							
Cash	46.0%	41.5%	4.5	10.8%	46.8%	(0.8)	-1.7%
Comp	10.5%	9.9%	0.6	6.1%	10.8%	(0.3)	-2.8%
28 Day	13.7%	18.0%	(4.3)	-23.9%	15.2%	(1.5)	-9.9%
Total Percentage of Occupancy	70.2%	69.4%	0.8	1.2%	72.9%	(2.7)	-3.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	250,108	224,514	25,594	11.4%	252,791	(2,683)	-1.1%
Motels	23,019	19,612	3,407	17.4%	25,794	(2,775)	-10.8%
28 Day Motels	4,913	5,599	(686)	-12.3%	5,718	(805)	-14.1%
R.V. Parks	11,527	9,835	1,692	17.2%	14,886	(3,359)	-22.6%
Vacation Rentals	14,125	12,471	1,654	13.3%	13,999	126	0.9%
Timehares	2,582	3,453	(871)	-25.2%	2,839	(257)	-9.1%
Home Owner Rentals	2,142	2,117	25	0.0%	3,423	(1,281)	0.0%
Total Occupied - Cash	308,416	277,600	30,816	11.1%	319,450	(11,034)	-3.5%
Percentage of Occupancy - Cash							
Hotels	55.0%	51.3%	3.7	7.2%	54.5%	0.5	0.9%
Motels	56.6%	45.7%	10.9	23.9%	67.4%	(10.8)	-16.0%
28 Day Motels	6.7%	6.9%	(0.2)	-2.9%	7.5%	(0.8)	-10.7%
R.V. Parks	27.2%	21.8%	5.4	24.8%	33.8%	(6.6)	-19.5%
Vacation Rentals	44.9%	38.0%	6.9	18.2%	46.2%	(1.3)	-2.8%
Timeshares	21.8%	27.5%	(5.7)	-20.7%	23.1%	(1.3)	-5.6%
Home Owner Rentals	13.0%	13.7%	(0.7)	-5.1%	20.1%	(7.1)	-35.3%
Total Occupancy Percentage - Cash	46.0%	41.5%	4.5	10.8%	46.8%	(0.8)	-1.7%
Average Rates - Cash							
Hotels	\$159.59	\$119.01	\$40.58	34.1%	\$146.04	\$13.55	9.3%
Motels	\$90.74	\$63.88	\$26.86	42.0%	\$87.83	\$2.91	3.3%
28 Day Motels	\$43.93	\$42.90	\$1.03	2.4%	\$40.06	\$3.87	9.7%
R.V. Parks	\$49.96	\$39.12	\$10.84	27.7%	\$43.32	\$6.64	15.3%
Vacation Rentals	\$269.50	\$279.64	(\$10.14)	-3.6%	\$288.40	(\$18.90)	-6.6%
Timeshares	\$111.99	\$89.56	\$22.43	25.0%	\$93.22	\$18.77	20.1%
Home Owner Rentals	\$318.56	\$247.55	\$71.01	0.0%	\$279.72	\$38.84	13.9%
Total Cash Average Rate	\$154.25	\$118.58	\$35.67	30.1%	\$141.86	\$12.39	8.7%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	308,416	277,600	30,816	11.1%	319,450	(11,034)	-3.5%
Comp	70,125	66,019	4,106	6.2%	73,786	(3,661)	-5.0%
28 Day	92,032	120,482	(28,450)	-23.6%	103,822	(11,790)	-11.4%
Total Occupied Rooms	470,573	464,101	6,472	1.4%	497,058	(26,485)	-5.3%
Vacant	199,882	204,259	(4,377)	-2.1%	185,029	14,853	8.0%
Total Available Rooms	670,455	668,361	2,094	0.3%	682,087	(11,632)	-1.7%
Percentage of Occupancy							
Cash	46.0%	41.5%	4.5	10.8%	46.8%	(0.8)	-1.7%
Comp	10.5%	9.9%	0.6	6.1%	10.8%	(0.3)	-2.8%
28 Day	13.7%	18.0%	(4.3)	-23.9%	15.2%	(1.5)	-9.9%
Total Occupancy Percentage	70.2%	69.4%	0.8	1.2%	72.9%	(2.7)	-3.7%
Vacant	29.8%	30.6%	(0.8)	-2.6%	27.1%	2.7	10.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$47,573,319	\$32,916,924	\$14,656,395	44.5%	\$45,317,551	\$2,255,768	5.0%
Comp	\$10,706,450	\$7,229,071	\$3,477,379	48.1%	\$10,534,372	\$172,078	1.6%
28 Day	\$3,694,892	\$3,413,749	\$281,143	8.2%	\$3,949,618	(\$254,726)	-6.4%
Total Revenue	\$61,974,661	\$43,559,744	\$18,414,917	42.3%	\$59,801,541	\$2,173,120	3.6%
Average Rates							
Cash	\$154.25	\$118.58	\$35.67	30.1%	\$141.86	\$12.39	8.7%
Comp	\$152.68	\$109.50	\$43.18	39.4%	\$142.77	\$9.91	6.9%
28 Day	\$40.15	\$28.33	\$11.82	41.7%	\$38.04	\$2.11	5.5%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	250,108	224,514	25,594	11.4%	252,791	(2,683)	-1.1%
Comp	69,859	65,718	4,141	6.3%	73,587	(3,728)	-5.1%
28 Day	6,762	12,563	(5,801)	-46.2%	11,858	(5,096)	-43.0%
Total Occupied Rooms	326,729	302,795	23,934	7.9%	338,236	(11,507)	-3.4%
Vacant	128,048	135,153	(7,105)	-5.3%	125,793	2,255	1.8%
Total Available Rooms	454,777	437,948	16,829	3.8%	464,029	(9,252)	-2.0%
Percentage of Occupancy							
Cash	55.0%	51.3%	3.7	7.2%	54.5%	0.5	0.9%
Comp	15.4%	15.0%	0.4	2.7%	15.9%	(0.5)	-3.1%
28 Day	1.5%	2.9%	(1.4)	-48.3%	2.6%	(1.1)	-42.3%
Total Occupancy Percentage	71.8%	69.1%	2.7	3.9%	72.9%	(1.1)	-1.5%
Vacant	28.2%	30.9%	(2.7)	-8.7%	27.1%	1.1	4.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$39,914,703	\$26,718,636	\$13,196,067	49.4%	\$36,918,678	\$2,996,025	8.1%
Comp	\$10,684,842	\$7,211,765	\$3,473,077	48.2%	\$10,520,350	\$164,492	1.6%
28 Day	\$696,811	\$626,149	\$70,662	11.3%	\$998,198	(\$301,387)	-30.2%
Total Revenue	\$51,296,356	\$34,556,550	\$16,739,806	48.4%	\$48,437,226	\$2,859,130	5.9%
Average Rates							
Cash	\$159.59	\$119.01	\$40.58	34.1%	\$146.04	\$13.55	9.3%
Comp	\$152.95	\$109.74	\$43.21	39.4%	\$142.96	\$9.99	7.0%
28 Day	\$103.05	\$49.84	\$53.21	106.8%	\$84.18	\$18.87	22.4%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	23,019	19,612	3,407	17.4%	25,794	(2,775)	-10.8%
Comp	24	45	(21)	-46.7%	28	(4)	-14.3%
28 Day	3,220	3,220	-	0.0%	3,340	(120)	-3.6%
Total Occupied Rooms	26,263	22,877	3,386	14.8%	29,162	(2,899)	-9.9%
Vacant	14,392	20,027	(5,635)	-28.1%	9,132	5,260	57.6%
Total Available Rooms	40,655	42,904	(2,249)	-5.2%	38,294	2,361	6.2%
Percentage of Occupancy							
Cash	56.6%	45.7%	10.9	23.9%	67.4%	(10.8)	-16.0%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	7.9%	7.5%	0.4	5.3%	8.7%	(0.8)	-9.2%
Total Occupancy Percentage	64.6%	53.3%	11.3	21.2%	76.2%	(11.6)	-15.2%
Vacant	35.4%	46.7%	(11.3)	-24.2%	23.8%	11.6	48.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,088,724	\$1,252,874	\$835,850	66.7%	\$2,265,478	(\$176,754)	-7.8%
Comp	\$2,944	\$3,540	(\$596)	-16.8%	\$3,500	(\$556)	-15.9%
28 Day	\$139,114	\$138,235	\$879	0.6%	\$141,349	(\$2,235)	-1.6%
Total Revenue	\$2,230,782	\$1,394,649	\$836,133	60.0%	\$2,410,327	(\$179,545)	-7.4%
Average Rates							
Cash	\$90.74	\$63.88	\$26.86	42.0%	\$87.83	\$2.91	3.3%
Comp	\$122.67	\$78.67	\$44.00	55.9%	\$125.00	(\$2.33)	-1.9%
28 Day	\$43.20	\$42.93	\$0.27	0.6%	\$42.32	\$0.88	2.1%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,913	5,599	(686)	-12.3%	5,718	(805)	-14.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	54,192	59,770	(5,578)	-9.3%	58,775	(4,583)	-7.8%
Total Occupied Rooms	59,105	65,369	(6,264)	-9.6%	64,493	(5,388)	-8.4%
Vacant	13,738	16,235	(2,497)	-15.4%	11,650	2,088	17.9%
Total Available Rooms	72,843	81,604	(8,761)	-10.7%	76,143	(3,300)	-4.3%
Percentage of Occupancy							
Cash	6.7%	6.9%	(0.2)	-2.9%	7.5%	(0.8)	-10.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.4%	73.2%	1.2	1.6%	77.2%	(2.8)	-3.6%
Total Occupancy Percentage	81.1%	80.1%	1.0	1.2%	84.7%	(3.6)	-4.3%
Vacant	18.9%	19.9%	(1.0)	-5.0%	15.3%	3.6	23.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$215,804	\$240,202	(\$24,398)	-10.2%	\$229,050	(\$13,246)	-5.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,531,137	\$1,438,327	\$92,810	6.5%	\$1,492,590	\$38,547	2.6%
Total Revenue	\$1,746,941	\$1,678,529	\$68,412	4.1%	\$1,721,640	\$25,301	1.5%
Average Rates							
Cash	\$43.93	\$42.90	\$1.03	2.4%	\$40.06	\$3.87	9.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.25	\$24.06	\$4.19	17.4%	\$25.39	\$2.86	11.3%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	11,527	9,835	1,692	17.2%	14,886	(3,359)	-22.6%
Comp	242	256	(14)	-5.5%	171	71	41.5%
28 Day	18,914	31,789	(12,875)	-40.5%	20,630	(1,716)	-8.3%
Total Occupied Rooms	30,683	41,880	(11,197)	-26.7%	35,687	(5,004)	-14.0%
Vacant	11,647	3,163	8,484	268.2%	8,303	3,344	40.3%
Total Available Rooms	42,330	45,043	(2,713)	-6.0%	43,990	(1,660)	-3.8%
Percentage of Occupancy							
Cash	27.2%	21.8%	5.4	24.8%	33.8%	(6.6)	-19.5%
Comp	0.6%	0.6%	-	0.0%	0.4%	0.2	50.0%
28 Day	44.7%	70.6%	(25.9)	-36.7%	46.9%	(2.2)	-4.7%
Total Occupancy Percentage	72.5%	93.0%	(20.5)	-22.0%	81.1%	(8.6)	-10.6%
Vacant	27.5%	7.0%	20.5	292.9%	18.9%	8.6	45.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$575,880	\$384,715	\$191,165	49.7%	\$644,912	(\$69,032)	-10.7%
Comp	\$18,664	\$13,766	\$4,898	35.6%	\$10,522	\$8,142	77.4%
28 Day	\$463,211	\$464,313	(\$1,102)	-0.2%	\$455,789	\$7,422	1.6%
Total Revenue	\$1,057,755	\$862,794	\$194,961	22.6%	\$1,111,223	(\$53,468)	-4.8%
Average Rates							
Cash	\$49.96	\$39.12	\$10.84	27.7%	\$43.32	\$6.64	15.3%
Comp	\$77.12	\$53.77	\$23.35	43.4%	\$61.53	\$15.59	25.3%
28 Day	\$24.49	\$14.61	\$9.88	67.6%	\$22.09	\$2.40	10.9%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	14,125	12,471	1,654	13.3%	13,999	126	0.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,064	11,497	(3,433)	-29.9%	7,968	96	1.2%
Total Occupied Rooms	22,189	23,968	(1,779)	-7.4%	21,967	222	1.0%
Vacant	9,264	8,884	380	4.3%	8,340	924	11.1%
Total Available Rooms	31,453	32,852	(1,399)	-4.3%	30,307	1,146	3.8%
Percentage of Occupancy							
Cash	44.9%	38.0%	6.9	18.2%	46.2%	(1.3)	-2.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	25.6%	35.0%	(9.4)	-26.9%	26.3%	(0.7)	-2.7%
Total Occupancy Percentage	70.5%	73.0%	(2.5)	-3.4%	72.5%	(2.0)	-2.8%
Vacant	29.5%	27.0%	2.5	9.3%	27.5%	2.0	7.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,806,695	\$3,487,246	\$319,449	9.2%	\$4,037,304	(\$230,609)	-5.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$752,649	\$602,310	\$150,339	25.0%	\$700,513	\$52,136	7.4%
Total Revenue	\$4,559,344	\$4,089,556	\$469,788	11.5%	\$4,737,817	(\$178,473)	-3.8%
Average Rates							
Cash	\$269.50	\$279.64	(\$10.14)	-3.6%	\$288.40	(\$18.90)	-6.6%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$93.33	\$52.39	\$40.94	78.1%	\$87.92	\$5.41	6.2%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,582	3,453	(871)	-25.2%	2,839	(257)	-9.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,582	3,453	(871)	-25.2%	2,839	(257)	-9.1%
Vacant	9,280	9,087	193	2.1%	9,432	(152)	-1.6%
Total Available Rooms	11,862	12,540	(678)	-5.4%	12,271	(409)	-3.3%
Percentage of Occupancy							
Cash	21.8%	27.5%	(5.7)	-20.7%	23.1%	(1.3)	-5.6%
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	21.8%	27.5%	(5.7)	-20.7%	23.1%	(1.3)	-5.6%
Vacant	78.2%	72.5%	5.7	7.9%	76.9%	1.3	1.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$289,156	\$309,241	(\$20,085)	-6.5%	\$264,662	\$24,494	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	\$289,156	\$309,241	(\$20,085)	-6.5%	\$264,662	\$24,494	9.3%
Average Rates							
Cash	\$111.99	\$89.56	\$22.43	25.0%	\$93.22	\$18.77	20.1%
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

June 2022 (Final)

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,142	2,117	25	1.2%	3,423	(1,281)	-37.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	880	1,643	(763)	-46.5%	1,251	(371)	-29.7%
Total Occupied Rooms	3,022	3,760	(738)	-19.6%	4,674	(1,652)	-35.3%
Vacant	13,513	11,710	1,803	15.4%	12,379	1,134	9.2%
Total Available Rooms	16,535	15,470	1,065	6.9%	17,053	(518)	-3.0%
Percentage of Occupancy							
Cash	13.0%	13.7%	(0.7)	-5.1%	20.1%	(7.1)	-35.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	5.3%	10.6%	(5.3)	-50.0%	7.3%	(2.0)	-27.4%
Total Occupancy Percentage	18.3%	24.3%	(6.0)	-24.7%	27.4%	(9.1)	-33.2%
Vacant	81.7%	75.7%	6.0	7.9%	72.6%	9.1	12.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$682,357	\$524,010	\$158,347	30.2%	\$957,467	(\$275,110)	-28.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$111,970	\$144,415	(\$32,445)	-22.5%	\$161,179	(\$49,209)	-30.5%
Total Revenue	\$794,327	\$668,425	\$125,902	18.8%	\$1,118,646	(\$324,319)	-29.0%
Average Rates							
Cash	\$318.56	\$247.55	\$71.01	28.7%	\$279.72	\$38.84	13.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$127.24	\$87.88	\$39.36	44.8%	\$128.84	(\$1.60)	-1.2%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

July 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$50,830,555	\$48,722,855	\$2,107,700	4.3%	\$53,830,709	(\$3,000,154)	-5.6%
Occupied Rooms - Cash	311,709	317,907	(6,198)	-1.9%	332,403	(20,694)	-6.2%
Average Rate - Cash	\$163.07	\$153.26	\$9.81	6.4%	\$161.94	\$1.13	0.7%
Occupied Rooms							
Cash	311,709	317,907	(6,198)	-1.9%	332,403	(20,694)	-6.2%
Comp	78,833	70,447	8,386	11.9%	74,189	4,644	6.3%
28 Day	93,544	99,204	(5,660)	-5.7%	106,451	(12,907)	-12.1%
Total Occupied Rooms	484,086	487,558	(3,472)	-0.7%	513,043	(28,957)	-5.6%
Percentage of Occupancy							
Cash	47.3%	47.3%	-	0.0%	49.8%	(2.5)	-5.0%
Comp	12.0%	10.5%	1.5	14.3%	11.1%	0.9	8.1%
28 Day	14.2%	14.8%	(0.6)	-4.1%	16.0%	(1.8)	-11.3%
Total Percentage of Occupancy	73.4%	72.6%	0.8	1.1%	76.9%	(3.5)	-4.6%
Market Segments							
Occupied Rooms - Cash							
Hotels	251,697	254,640	(2,943)	-1.2%	268,149	(16,452)	-6.1%
Motels	23,336	25,107	(1,771)	-7.1%	26,682	(3,346)	-12.5%
28 Day Motels	4,805	7,305	(2,500)	-34.2%	5,589	(784)	-14.0%
R.V. Parks	11,985	14,334	(2,349)	-16.4%	14,948	(2,963)	-19.8%
Vacation Rentals	17,233	13,911	3,322	23.9%	14,230	3,003	21.1%
Timehares	2,653	2,611	42	1.6%	2,805	(152)	-5.4%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	311,709	317,907	(6,198)	-1.9%	332,403	(20,694)	-6.2%
Percentage of Occupancy - Cash							
Hotels	55.2%	54.1%	1.1	2.0%	57.7%	(2.5)	-4.3%
Motels	57.2%	53.4%	3.8	7.1%	70.4%	(13.2)	-18.8%
28 Day Motels	6.6%	8.7%	(2.1)	-24.1%	7.3%	(0.7)	-9.6%
R.V. Parks	27.4%	31.9%	(4.5)	-14.1%	33.0%	(5.6)	-17.0%
Vacation Rentals	51.9%	67.1%	(15.2)	-22.7%	47.9%	4.0	8.4%
Timeshares	21.2%	54.4%	(33.2)	-61.0%	22.8%	(1.6)	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	47.3%	47.3%	0.0	0.0%	49.8%	(2.5)	-5.0%
Average Rates - Cash							
Hotels	\$167.60	\$160.46	\$7.14	4.4%	\$168.97	(\$1.37)	-0.8%
Motels	\$93.04	\$101.41	(\$8.37)	-8.3%	\$107.44	(\$14.40)	-13.4%
28 Day Motels	\$46.84	\$57.58	(\$10.74)	-18.7%	\$48.38	(\$1.54)	-3.2%
R.V. Parks	\$53.63	\$41.90	\$11.73	28.0%	\$43.37	\$10.26	23.7%
Vacation Rentals	\$304.97	\$289.30	\$15.67	5.4%	\$310.74	(\$5.77)	-1.9%
Timeshares	\$132.56	\$104.32	\$28.24	27.1%	\$112.05	\$20.51	18.3%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$163.07	\$153.26	\$9.81	6.4%	\$161.94	\$1.13	0.7%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	311,709	317,907	(6,198)	-1.9%	332,403	(20,694)	-6.2%
Comp	78,833	70,447	8,386	11.9%	74,189	4,644	6.3%
28 Day	93,544	99,204	(5,660)	-5.7%	106,451	(12,907)	-12.1%
Total Occupied Rooms	484,086	487,558	(3,472)	-0.7%	513,043	(28,957)	-5.6%
Vacant	175,338	184,362	(9,024)	-4.9%	154,271	21,067	13.7%
Total Available Rooms	659,424	671,920	(12,496)	-1.9%	667,314	(7,890)	-1.2%
Percentage of Occupancy							
Cash	47.3%	47.3%	-	0.0%	49.8%	(2.5)	-5.0%
Comp	12.0%	10.5%	1.5	14.3%	11.1%	0.9	8.1%
28 Day	14.2%	14.8%	(0.6)	-4.1%	16.0%	(1.8)	-11.3%
Total Occupancy Percentage	73.4%	72.6%	0.8	1.1%	76.9%	(3.5)	-4.6%
Vacant	26.6%	27.4%	(0.8)	-2.9%	23.1%	3.5	15.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$50,830,555	\$48,722,855	\$2,107,700	4.3%	\$53,830,709	(\$3,000,154)	-5.6%
Comp	\$12,177,637	\$10,626,691	\$1,550,946	14.6%	\$12,019,882	\$157,755	1.3%
28 Day	\$3,738,581	\$3,568,517	\$170,064	4.8%	\$4,423,037	(\$684,456)	-15.5%
Total Revenue	\$66,746,773	\$62,918,063	\$3,828,710	6.1%	\$70,273,628	(\$3,526,855)	-5.0%
Average Rates							
Cash	\$163.07	\$153.26	\$9.81	6.4%	\$161.94	\$1.13	0.7%
Comp	\$154.47	\$150.85	\$3.62	2.4%	\$162.02	(\$7.55)	-4.7%
28 Day	\$39.97	\$35.97	\$4.00	11.1%	\$41.55	(\$1.58)	-3.8%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	251,697	254,640	(2,943)	-1.2%	268,149	(16,452)	-6.1%
Comp	78,644	70,213	8,431	12.0%	73,938	4,706	6.4%
28 Day	6,632	11,491	(4,859)	-42.3%	12,220	(5,588)	-45.7%
Total Occupied Rooms	336,973	336,343	630	0.2%	354,307	(17,334)	-4.9%
Vacant	119,021	134,113	(15,092)	-11.3%	110,792	8,229	7.4%
Total Available Rooms	455,994	470,456	(14,462)	-3.1%	465,099	(9,105)	-2.0%
Percentage of Occupancy							
Cash	55.2%	54.1%	1.1	2.0%	57.7%	(2.5)	-4.3%
Comp	17.2%	14.9%	2.3	15.4%	15.9%	1.3	8.2%
28 Day	1.5%	2.4%	(0.9)	-37.5%	2.6%	(1.1)	-42.3%
Total Occupancy Percentage	73.9%	71.5%	2.4	3.4%	76.2%	(2.3)	-3.0%
Vacant	26.1%	28.5%	(2.4)	-8.4%	23.8%	2.3	9.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$42,184,329	\$40,858,789	\$1,325,540	3.2%	\$45,309,303	(\$3,124,974)	-6.9%
Comp	\$12,163,985	\$10,612,545	\$1,551,440	14.6%	\$12,003,561	\$160,424	1.3%
28 Day	\$718,361	\$1,018,853	(\$300,492)	-29.5%	\$1,151,618	(\$433,257)	-37.6%
Total Revenue	\$55,066,675	\$52,490,186	\$2,576,489	4.9%	\$58,464,482	(\$3,397,807)	-5.8%
Average Rates							
Cash	\$167.60	\$160.46	\$7.14	4.4%	\$168.97	(\$1.37)	-0.8%
Comp	\$154.67	\$151.15	\$3.52	2.3%	\$162.35	(\$7.68)	-4.7%
28 Day	\$108.32	\$88.67	\$19.65	22.2%	\$94.24	\$14.08	14.9%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	23,336	25,107	(1,771)	-7.1%	26,682	(3,346)	-12.5%
Comp	36	27	9	33.3%	29	7	24.1%
28 Day	4,550	2,516	2,034	80.8%	2,703	1,847	68.3%
Total Occupied Rooms	27,922	27,650	272	1.0%	29,414	(1,492)	-5.1%
Vacant	12,858	19,377	(6,519)	-33.6%	8,489	4,369	51.5%
Total Available Rooms	40,780	47,027	(6,247)	-13.3%	37,903	2,877	7.6%
Percentage of Occupancy							
Cash	57.2%	53.4%	3.8	7.1%	70.4%	(13.2)	-18.8%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	11.2%	5.4%	5.8	107.4%	7.1%	4.1	57.7%
Total Occupancy Percentage	68.5%	58.8%	9.7	16.5%	77.6%	(9.1)	-11.7%
Vacant	31.5%	41.2%	(9.7)	-23.5%	22.4%	9.1	40.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,171,151	\$2,546,180	(\$375,029)	-14.7%	\$2,866,657	(\$695,506)	-24.3%
Comp	\$4,523	\$3,142	\$1,381	44.0%	\$3,625	\$898	24.8%
28 Day	\$239,102	\$201,111	\$37,991	18.9%	\$222,432	\$16,670	7.5%
Total Revenue	\$2,414,776	\$2,750,433	(\$335,657)	-12.2%	\$3,092,714	(\$677,938)	-21.9%
Average Rates							
Cash	\$93.04	\$101.41	(\$8.37)	-8.3%	\$107.44	(\$14.40)	-13.4%
Comp	\$125.64	\$116.38	\$9.26	8.0%	\$125.00	\$0.64	0.5%
28 Day	\$52.55	\$79.92	(\$27.37)	-34.2%	\$82.29	(\$29.74)	-36.1%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,805	7,305	(2,500)	-34.2%	5,589	(784)	-14.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	54,360	56,986	(2,626)	-4.6%	61,226	(6,866)	-11.2%
Total Occupied Rooms	59,165	64,290	(5,125)	-8.0%	66,815	(7,650)	-11.4%
Vacant	14,036	19,689	(5,653)	-28.7%	10,155	3,881	38.2%
Total Available Rooms	73,201	83,979	(10,778)	-12.8%	76,970	(3,769)	-4.9%
Percentage of Occupancy							
Cash	6.6%	8.7%	(2.1)	-24.1%	7.3%	(0.7)	-9.6%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	74.3%	67.9%	6.4	9.4%	79.5%	(5.2)	-6.5%
Total Occupancy Percentage	80.8%	76.6%	4.2	5.5%	86.8%	(6.0)	-6.9%
Vacant	19.2%	23.4%	(4.2)	-17.9%	13.2%	6.0	45.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$225,059	\$420,618	(\$195,559)	-46.5%	\$270,380	(\$45,321)	-16.8%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,517,931	\$1,158,596	\$359,335	31.0%	\$1,676,081	(\$158,150)	-9.4%
Total Revenue	\$1,742,990	\$1,579,213	\$163,777	10.4%	\$1,946,461	(\$203,471)	-10.5%
Average Rates							
Cash	\$46.84	\$57.58	(\$10.74)	-18.7%	\$48.38	(\$1.54)	-3.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.92	\$20.33	\$7.59	37.3%	\$27.38	\$0.54	2.0%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	11,985	14,334	(2,349)	-16.4%	14,948	(2,963)	-19.8%
Comp	153	207	(54)	-26.0%	222	(69)	-31.1%
28 Day	19,994	19,454	540	2.8%	20,896	(902)	-4.3%
Total Occupied Rooms	32,132	33,995	(1,863)	-5.5%	36,066	(3,934)	-10.9%
Vacant	11,578	10,924	654	6.0%	9,287	2,291	24.7%
Total Available Rooms	43,710	44,919	(1,209)	-2.7%	45,353	(1,643)	-3.6%
Percentage of Occupancy							
Cash	27.4%	31.9%	(4.5)	-14.1%	33.0%	(5.6)	-17.0%
Comp	0.4%	0.5%	(0.1)	-20.0%	0.5%	(0.1)	-20.0%
28 Day	45.7%	43.3%	2.4	5.5%	46.1%	(0.4)	-0.9%
Total Occupancy Percentage	73.5%	75.7%	(2.2)	-2.9%	79.5%	(6.0)	-7.5%
Vacant	26.5%	24.3%	2.2	9.1%	20.5%	6.0	29.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$642,715	\$600,541	\$42,174	7.0%	\$648,238	(\$5,523)	-0.9%
Comp	\$9,129	\$11,005	(\$1,876)	-17.0%	\$12,696	(\$3,567)	-28.1%
28 Day	\$478,538	\$394,657	\$83,881	21.3%	\$455,337	\$23,201	5.1%
Total Revenue	\$1,130,382	\$1,006,203	\$124,179	12.3%	\$1,116,271	\$14,111	1.3%
Average Rates							
Cash	\$53.63	\$41.90	\$11.73	28.0%	\$43.37	\$10.26	23.7%
Comp	\$59.67	\$53.24	\$6.43	12.1%	\$57.19	\$2.48	4.3%
28 Day	\$23.93	\$20.29	\$3.64	17.9%	\$21.79	\$2.14	9.8%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	17,233	13,911	3,322	23.9%	14,230	3,003	21.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,008	8,757	(749)	-8.6%	9,406	(1,398)	-14.9%
Total Occupied Rooms	25,241	22,668	2,573	11.4%	23,636	1,605	6.8%
Vacant	7,962	(1,929)	9,891	-512.9%	6,055	1,907	31.5%
Total Available Rooms	33,203	20,739	12,464	60.1%	29,691	3,512	11.8%
Percentage of Occupancy							
Cash	51.9%	67.1%	(15.2)	-22.7%	47.9%	4.0	8.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	24.1%	42.2%	(18.1)	-42.9%	31.7%	(7.6)	-24.0%
Total Occupancy Percentage	76.0%	109.3%	(33.3)	-30.5%	79.6%	(3.6)	-4.5%
Vacant	24.0%	-9.3%	33.3	-358.1%	20.4%	3.6	17.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$5,255,618	\$4,024,303	\$1,231,315	30.6%	\$4,421,819	\$833,799	18.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$784,649	\$795,301	(\$10,652)	-1.3%	\$917,569	(\$132,920)	-14.5%
Total Revenue	\$6,040,267	\$4,819,605	\$1,220,662	25.3%	\$5,339,388	\$700,879	13.1%
Average Rates							
Cash	\$304.97	\$289.30	\$15.67	5.4%	\$310.74	(\$5.77)	-1.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$97.98	\$90.82	\$7.16	7.9%	\$97.55	\$0.43	0.4%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

July 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,653	2,611	42	1.6%	2,805	(152)	-5.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,653	2,611	42	1.6%	2,805	(152)	-5.4%
Vacant	9,883	2,189	7,694	351.6%	9,493	390	4.1%
Total Available Rooms	12,536	4,800	7,736	161.2%	12,298	238	1.9%
Percentage of Occupancy							
Cash	21.2%	54.4%	(33.2)	-61.0%	22.8%	(1.6)	-7.0%
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	21.2%	54.4%	(33.2)	-61.0%	22.8%	(1.6)	-7.0%
Vacant	78.8%	45.6%	33.2	72.8%	77.2%	1.6	2.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$351,683	\$272,423	\$79,260	29.1%	\$314,312	\$37,371	11.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$351,683	\$272,423	\$79,260	29.1%	\$314,312	\$37,371	11.9%
Average Rates							
Cash	\$132.56	\$104.32	\$28.24	27.1%	\$112.05	\$20.51	18.3%
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 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$49,048,734	\$41,991,041	\$7,057,693	16.8%	\$46,261,278	\$2,787,456	6.0%
Occupied Rooms - Cash	298,514	290,347	8,167	2.8%	303,810	(5,296)	-1.7%
Average Rate - Cash	\$164.31	\$144.62	\$19.69	13.6%	\$152.27	\$12.04	7.9%
Occupied Rooms							
Cash	298,514	290,347	8,167	2.8%	303,810	(5,296)	-1.7%
Comp	75,248	69,142	6,106	8.8%	72,814	2,434	3.3%
28 Day	93,251	90,427	2,824	3.1%	101,580	(8,329)	-8.2%
Total Occupied Rooms	467,013	449,915	17,098	3.8%	478,204	(11,191)	-2.3%
Percentage of Occupancy							
Cash	45.8%	43.9%	1.9	4.3%	45.8%	-	0.0%
Comp	11.5%	10.5%	1.0	9.5%	11.0%	0.5	4.5%
28 Day	14.3%	13.7%	0.6	4.4%	15.3%	(1.0)	-6.5%
Total Percentage of Occupancy	71.7%	68.1%	3.6	5.3%	72.1%	(0.4)	-0.6%
Market Segments							
Occupied Rooms - Cash							
Hotels	244,191	238,011	6,180	2.6%	250,638	(6,447)	-2.6%
Motels	19,314	22,612	(3,298)	-14.6%	23,740	(4,426)	-18.6%
28 Day Motels	4,497	6,358	(1,861)	-29.3%	5,190	(693)	-13.4%
R.V. Parks	12,536	11,774	762	6.5%	12,278	258	2.1%
Vacation Rentals	15,762	9,526	6,236	65.5%	9,745	6,017	61.7%
Timehares	2,214	2,066	148	7.2%	2,219	(5)	-0.2%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	298,514	290,347	8,167	2.8%	303,810	(5,296)	-1.7%
Percentage of Occupancy - Cash							
Hotels	53.5%	50.6%	2.9	5.7%	53.9%	(0.4)	-0.7%
Motels	55.1%	51.0%	4.1	8.0%	61.8%	(6.7)	-10.8%
28 Day Motels	6.0%	8.4%	(2.4)	-28.6%	6.9%	(0.9)	-13.0%
R.V. Parks	28.7%	26.4%	2.3	8.7%	26.4%	2.3	8.7%
Vacation Rentals	53.3%	45.9%	7.4	16.1%	36.9%	16.4	44.4%
Timeshares	18.2%	43.0%	(24.8)	-57.7%	18.1%	0.1	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	45.8%	43.9%	1.9	4.3%	45.8%	-	0.0%
Average Rates - Cash							
Hotels	\$168.44	\$152.45	\$15.99	10.5%	\$160.54	\$7.90	4.9%
Motels	\$103.28	\$94.07	\$9.21	9.8%	\$93.66	\$9.62	10.3%
28 Day Motels	\$52.86	\$56.60	(\$3.74)	-6.6%	\$49.70	\$3.16	6.4%
R.V. Parks	\$58.55	\$47.20	\$11.35	24.0%	\$49.22	\$9.33	19.0%
Vacation Rentals	\$294.25	\$257.24	\$37.01	14.4%	\$276.31	\$17.94	6.5%
Timeshares	\$140.87	\$102.85	\$38.02	37.0%	\$110.47	\$30.40	27.5%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$164.31	\$144.62	\$19.69	13.6%	\$152.27	\$12.04	7.9%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	298,514	290,347	8,167	2.8%	303,810	(5,296)	-1.7%
Comp	75,248	69,142	6,106	8.8%	72,814	2,434	3.3%
28 Day	93,251	90,427	2,824	3.1%	101,580	(8,329)	-8.2%
Total Occupied Rooms	467,013	449,915	17,098	3.8%	478,204	(11,191)	-2.3%
Vacant	184,527	210,783	(26,256)	-12.5%	185,138	(611)	-0.3%
Total Available Rooms	651,540	660,698	(9,158)	-1.4%	663,342	(11,802)	-1.8%
Percentage of Occupancy							
Cash	45.8%	43.9%	1.9	4.3%	45.8%	-	0.0%
Comp	11.5%	10.5%	1.0	9.5%	11.0%	0.5	4.5%
28 Day	14.3%	13.7%	0.6	4.4%	15.3%	(1.0)	-6.5%
Total Occupancy Percentage	71.7%	68.1%	3.6	5.3%	72.1%	(0.4)	-0.6%
Vacant	28.3%	31.9%	(3.6)	-11.3%	27.9%	0.4	1.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$49,048,734	\$41,991,041	\$7,057,693	16.8%	\$46,261,278	\$2,787,456	6.0%
Comp	\$11,906,137	\$9,959,798	\$1,946,339	19.5%	\$11,265,559	\$640,578	5.7%
28 Day	\$3,749,928	\$3,225,040	\$524,888	16.3%	\$3,883,828	(\$133,900)	-3.4%
Total Revenue	\$64,704,799	\$55,175,880	\$9,528,919	17.3%	\$61,410,665	\$3,294,134	5.4%
Average Rates							
Cash	\$164.31	\$144.62	\$19.69	13.6%	\$152.27	\$12.04	7.9%
Comp	\$158.23	\$144.05	\$14.18	9.8%	\$154.72	\$3.51	2.3%
28 Day	\$40.21	\$35.66	\$4.55	12.8%	\$38.23	\$1.98	5.2%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	244,191	238,011	6,180	2.6%	250,638	(6,447)	-2.6%
Comp	75,079	68,942	6,137	8.9%	72,600	2,479	3.4%
28 Day	7,194	10,583	(3,389)	-32.0%	11,255	(4,061)	-36.1%
Total Occupied Rooms	326,464	317,536	8,928	2.8%	334,493	(8,029)	-2.4%
Vacant	129,652	152,920	(23,268)	-15.2%	130,410	(758)	-0.6%
Total Available Rooms	456,116	470,456	(14,340)	-3.0%	464,903	(8,787)	-1.9%
Percentage of Occupancy							
Cash	53.5%	50.6%	2.9	5.7%	53.9%	(0.4)	-0.7%
Comp	16.5%	14.7%	1.8	12.2%	15.6%	0.9	5.8%
28 Day	1.6%	2.2%	(0.6)	-27.3%	2.4%	(0.8)	-33.3%
Total Occupancy Percentage	71.6%	67.5%	4.1	6.1%	71.9%	(0.3)	-0.4%
Vacant	28.4%	32.5%	(4.1)	-12.6%	28.1%	0.3	1.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$41,132,314	\$36,285,230	\$4,847,084	13.4%	\$40,237,714	\$894,600	2.2%
Comp	\$11,892,636	\$9,946,167	\$1,946,469	19.6%	\$11,249,833	\$642,803	5.7%
28 Day	\$726,906	\$998,990	(\$272,084)	-27.2%	\$1,141,161	(\$414,255)	-36.3%
Total Revenue	\$53,751,856	\$47,230,388	\$6,521,468	13.8%	\$52,628,708	\$1,123,148	2.1%
Average Rates							
Cash	\$168.44	\$152.45	\$15.99	10.5%	\$160.54	\$7.90	4.9%
Comp	\$158.40	\$144.27	\$14.13	9.8%	\$154.96	\$3.44	2.2%
28 Day	\$101.04	\$94.39	\$6.65	7.0%	\$101.39	(\$0.35)	-0.3%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	19,314	22,612	(3,298)	-14.6%	23,740	(4,426)	-18.6%
Comp	34	22	12	52.2%	24	10	41.7%
28 Day	4,160	1,560	2,600	166.6%	1,676	2,484	148.2%
Total Occupied Rooms	23,508	24,195	(687)	-2.8%	25,440	(1,932)	-7.6%
Vacant	11,563	20,104	(8,541)	-42.5%	12,964	(1,401)	-10.8%
Total Available Rooms	35,071	44,299	(9,228)	-20.8%	38,404	(3,333)	-8.7%
Percentage of Occupancy							
Cash	55.1%	51.0%	4.1	8.0%	61.8%	(6.7)	-10.8%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	11.9%	3.5%	8.4	240.0%	4.4%	7.5	170.5%
Total Occupancy Percentage	67.0%	54.6%	12.4	22.7%	66.2%	0.8	1.2%
Vacant	33.0%	45.4%	(12.4)	-27.3%	33.8%	(0.8)	-2.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,994,845	\$2,127,184	(\$132,339)	-6.2%	\$2,223,567	(\$228,722)	-10.3%
Comp	\$4,250	\$2,210	\$2,040	92.3%	\$2,550	\$1,700	66.7%
28 Day	\$197,998	\$95,398	\$102,600	107.5%	\$110,059	\$87,939	79.9%
Total Revenue	\$2,197,093	\$2,224,793	(\$27,700)	-1.2%	\$2,336,176	(\$139,083)	-6.0%
Average Rates							
Cash	\$103.28	\$94.07	\$9.21	9.8%	\$93.66	\$9.62	10.3%
Comp	\$125.00	\$98.92	\$26.08	26.4%	\$106.25	\$18.75	17.6%
28 Day	\$47.60	\$61.14	(\$13.54)	-22.1%	\$65.67	(\$18.07)	-27.5%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,497	6,358	(1,861)	-29.3%	5,190	(693)	-13.4%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	55,051	52,543	2,508	4.8%	57,191	(2,140)	-3.7%
Total Occupied Rooms	59,548	58,901	647	1.1%	62,381	(2,833)	-4.5%
Vacant	15,336	16,832	(1,496)	-8.9%	12,452	2,884	23.2%
Total Available Rooms	74,884	75,733	(849)	-1.1%	74,833	51	0.1%
Percentage of Occupancy							
Cash	6.0%	8.4%	(2.4)	-28.6%	6.9%	(0.9)	-13.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	73.5%	69.4%	4.1	5.9%	76.4%	(2.9)	-3.8%
Total Occupancy Percentage	79.5%	77.8%	1.7	2.2%	83.4%	(3.9)	-4.7%
Vacant	20.5%	22.2%	(1.7)	-7.7%	16.6%	3.9	23.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$237,695	\$359,882	(\$122,187)	-34.0%	\$257,945	(\$20,250)	-7.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,546,496	\$1,160,402	\$386,094	33.3%	\$1,458,603	\$87,893	6.0%
Total Revenue	\$1,784,191	\$1,520,284	\$263,907	17.4%	\$1,716,548	\$67,643	3.9%
Average Rates							
Cash	\$52.86	\$56.60	(\$3.74)	-6.6%	\$49.70	\$3.16	6.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.09	\$22.08	\$6.01	27.2%	\$25.50	\$2.59	10.2%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	12,536	11,774	762	6.5%	12,278	258	2.1%
Comp	135	177	(42)	-23.7%	190	(55)	-28.9%
28 Day	19,553	17,715	1,838	10.4%	22,838	(3,285)	-14.4%
Total Occupied Rooms	32,224	29,666	2,558	8.6%	35,306	(3,082)	-8.7%
Vacant	11,517	15,005	(3,488)	-23.2%	11,267	250	2.2%
Total Available Rooms	43,741	44,671	(930)	-2.1%	46,573	(2,832)	-6.1%
Percentage of Occupancy							
Cash	28.7%	26.4%	2.3	8.7%	26.4%	2.3	8.7%
Comp	0.3%	0.4%	(0.1)	-25.0%	0.4%	(0.1)	-25.0%
28 Day	44.7%	39.7%	5.0	12.6%	49.0%	(4.3)	-8.8%
Total Occupancy Percentage	73.7%	66.4%	7.3	11.0%	75.8%	(2.1)	-2.8%
Vacant	26.3%	33.6%	(7.3)	-21.7%	24.2%	2.1	8.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$734,010	\$555,703	\$178,307	32.1%	\$604,301	\$129,709	21.5%
Comp	\$9,251	\$11,421	(\$2,170)	-19.0%	\$13,176	(\$3,925)	-29.8%
28 Day	\$473,574	\$369,767	\$103,807	28.1%	\$481,407	(\$7,833)	-1.6%
Total Revenue	\$1,216,835	\$936,891	\$279,944	29.9%	\$1,098,884	\$117,951	10.7%
Average Rates							
Cash	\$58.55	\$47.20	\$11.35	24.0%	\$49.22	\$9.33	19.0%
Comp	\$68.53	\$64.56	\$3.97	6.1%	\$69.35	(\$0.82)	-1.2%
28 Day	\$24.22	\$20.87	\$3.35	16.1%	\$21.08	\$3.14	14.9%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	15,762	9,526	6,236	65.5%	9,745	6,017	61.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,293	8,025	(732)	-9.1%	8,620	(1,327)	-15.4%
Total Occupied Rooms	23,055	17,551	5,504	31.4%	18,365	4,690	25.5%
Vacant	6,522	3,188	3,334	104.6%	8,035	(1,513)	-18.8%
Total Available Rooms	29,577	20,739	8,838	42.6%	26,400	3,177	12.0%
Percentage of Occupancy							
Cash	53.3%	45.9%	7.4	16.1%	36.9%	16.4	44.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	24.7%	38.7%	(14.0)	-36.2%	32.7%	(8.0)	-24.5%
Total Occupancy Percentage	77.9%	84.6%	(6.7)	-7.9%	69.6%	8.3	11.9%
Vacant	22.1%	15.4%	6.7	43.5%	30.4%	(8.3)	-27.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$4,637,986	\$2,450,570	\$2,187,416	89.3%	\$2,692,612	\$1,945,374	72.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$804,954	\$600,483	\$204,471	34.1%	\$692,598	\$112,356	16.2%
Total Revenue	\$5,442,940	\$3,051,053	\$2,391,887	78.4%	\$3,385,210	\$2,057,730	60.8%
Average Rates							
Cash	\$294.25	\$257.24	\$37.01	14.4%	\$276.31	\$17.94	6.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$110.37	\$74.82	\$35.55	47.5%	\$80.35	\$30.02	37.4%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

August 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,214	2,066	148	7.2%	2,219	(5)	-0.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,214	2,066	148	7.2%	2,219	(5)	-0.2%
Vacant	9,937	2,734	7,203	263.4%	10,010	(73)	-0.7%
Total Available Rooms	12,151	4,800	7,351	153.1%	12,229	(78)	-0.6%
Percentage of Occupancy							
Cash	18.2%	43.0%	(24.8)	-57.7%	18.1%	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	18.2%	43.0%	(24.8)	-57.7%	18.1%	0.1	0.6%
Vacant	81.8%	57.0%	24.8	43.5%	81.9%	(0.1)	-0.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$311,884	\$212,472	\$99,412	46.8%	\$245,139	\$66,745	27.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$311,884	\$212,472	\$99,412	46.8%	\$245,139	\$66,745	27.2%
Average Rates							
Cash	\$140.87	\$102.85	\$38.02	37.0%	\$110.47	\$30.40	27.5%
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

Combined Room Statistics

October 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$37,486,639	\$32,195,019	\$5,291,620	16.4%	\$35,235,666	\$2,250,973	6.4%
Occupied Rooms - Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Average Rate - Cash	\$139.39	\$124.23	\$15.16	12.2%	\$130.83	\$8.56	6.5%
Occupied Rooms							
Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Comp	75,854	62,104	13,750	22.1%	65,403	10,451	16.0%
28 Day	95,829	91,743	4,086	4.5%	100,467	(4,638)	-4.6%
Total Occupied Rooms	440,613	413,007	27,606	6.7%	435,195	5,418	1.2%
Percentage of Occupancy							
Cash	41.4%	39.2%	2.2	5.6%	40.5%	0.9	2.2%
Comp	11.7%	9.4%	2.3	24.5%	9.8%	1.9	19.4%
28 Day	14.8%	13.9%	0.9	6.5%	15.1%	(0.3)	-2.0%
Total Percentage of Occupancy	67.9%	62.5%	5.4	8.6%	65.5%	2.4	3.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	223,481	213,302	10,179	4.8%	222,438	1,043	0.5%
Motels	16,968	20,101	(3,133)	-15.6%	20,928	(3,960)	-18.9%
28 Day Motels	4,389	5,610	(1,221)	-21.8%	4,763	(374)	-7.9%
R.V. Parks	8,937	8,877	60	0.7%	9,386	(449)	-4.8%
Vacation Rentals	12,981	9,387	3,594	38.3%	9,789	3,192	32.6%
Timehares	2,174	1,882	292	15.5%	2,021	153	7.6%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Percentage of Occupancy - Cash							
Hotels	49.2%	45.3%	3.9	8.6%	47.8%	1.4	2.9%
Motels	48.4%	45.4%	3.0	6.6%	55.1%	(6.7)	-12.2%
28 Day Motels	6.0%	7.4%	(1.4)	-18.9%	6.4%	(0.4)	-6.3%
R.V. Parks	20.4%	19.9%	0.5	2.5%	19.7%	0.7	3.6%
Vacation Rentals	41.8%	45.3%	(3.5)	-7.7%	37.2%	4.6	12.4%
Timeshares	17.9%	39.2%	(21.3)	-54.3%	16.7%	1.2	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	41.4%	39.2%	2.2	5.6%	40.5%	0.9	2.2%
Average Rates - Cash							
Hotels	\$145.39	\$130.00	\$15.39	11.8%	\$136.90	\$8.49	6.2%
Motels	\$74.14	\$75.33	(\$1.19)	-1.6%	\$75.19	(\$1.05)	-1.4%
28 Day Motels	\$44.69	\$48.29	(\$3.60)	-7.5%	\$44.30	\$0.39	0.9%
R.V. Parks	\$48.81	\$41.73	\$7.08	17.0%	\$43.34	\$5.47	12.6%
Vacation Rentals	\$222.39	\$230.88	(\$8.49)	-3.7%	\$247.99	(\$25.60)	-10.3%
Timeshares	\$100.28	\$75.58	\$24.70	32.7%	\$81.18	\$19.10	23.5%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$139.39	\$124.23	\$15.16	12.2%	\$130.83	\$8.56	6.5%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	268,930	259,159	9,771	3.8%	269,325	(395)	-0.1%
Comp	75,854	62,104	13,750	22.1%	65,403	10,451	16.0%
28 Day	95,829	91,743	4,086	4.5%	100,467	(4,638)	-4.6%
Total Occupied Rooms	440,613	413,007	27,606	6.7%	435,195	5,418	1.2%
Vacant	208,364	247,691	(39,327)	-15.9%	229,245	(20,881)	-9.1%
Total Available Rooms	648,977	660,698	(11,721)	-1.8%	664,440	(15,463)	-2.3%
Percentage of Occupancy							
Cash	41.4%	39.2%	2.2	5.6%	40.5%	0.9	2.2%
Comp	11.7%	9.4%	2.3	24.5%	9.8%	1.9	19.4%
28 Day	14.8%	13.9%	0.9	6.5%	15.1%	(0.3)	-2.0%
Total Occupancy Percentage	67.9%	62.5%	5.4	8.6%	65.5%	2.4	3.7%
Vacant	32.1%	37.5%	(5.4)	-14.4%	34.5%	(2.4)	-7.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$37,486,639	\$32,195,019	\$5,291,620	16.4%	\$35,235,666	\$2,250,973	6.4%
Comp	\$10,026,006	\$7,815,213	\$2,210,793	28.3%	\$8,839,885	\$1,186,121	13.4%
28 Day	\$3,726,731	\$3,093,359	\$633,372	20.5%	\$3,926,277	(\$199,546)	-5.1%
Total Revenue	\$51,239,376	\$43,103,591	\$8,135,785	18.9%	\$48,001,828	\$3,237,548	6.7%
Average Rates							
Cash	\$139.39	\$124.23	\$15.16	12.2%	\$130.83	\$8.56	6.5%
Comp	\$132.18	\$125.84	\$6.34	5.0%	\$135.16	(\$2.98)	-2.2%
28 Day	\$38.89	\$33.72	\$5.17	15.3%	\$39.08	(\$0.19)	-0.5%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	223,481	213,302	10,179	4.8%	222,438	1,043	0.5%
Comp	75,640	61,904	13,736	22.2%	65,188	10,452	16.0%
28 Day	6,841	8,909	(2,068)	-23.2%	9,475	(2,634)	-27.8%
Total Occupied Rooms	305,962	284,116	21,846	7.7%	297,101	8,861	3.0%
Vacant	147,901	186,340	(38,439)	-20.6%	168,662	(20,761)	-12.3%
Total Available Rooms	453,863	470,456	(16,593)	-3.5%	465,763	(11,900)	-2.6%
Percentage of Occupancy							
Cash	49.2%	45.3%	3.9	8.6%	47.8%	1.4	2.9%
Comp	16.7%	13.2%	3.5	26.5%	14.0%	2.7	19.3%
28 Day	1.5%	1.9%	(0.4)	-21.1%	2.0%	(0.5)	-25.0%
Total Occupancy Percentage	67.4%	60.4%	7.0	11.6%	63.8%	3.6	5.6%
Vacant	32.6%	39.6%	(7.0)	-17.7%	36.2%	(3.6)	-9.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$32,491,425	\$27,729,956	\$4,761,469	17.2%	\$30,452,665	\$2,038,760	6.7%
Comp	\$10,013,399	\$7,801,130	\$2,212,269	28.4%	\$8,823,638	\$1,189,761	13.5%
28 Day	\$844,207	\$858,085	(\$13,878)	-1.6%	\$980,166	(\$135,959)	-13.9%
Total Revenue	\$43,349,031	\$36,389,172	\$6,959,859	19.1%	\$40,256,469	\$3,092,562	7.7%
Average Rates							
Cash	\$145.39	\$130.00	\$15.39	11.8%	\$136.90	\$8.49	6.2%
Comp	\$132.38	\$126.02	\$6.36	5.0%	\$135.36	(\$2.98)	-2.2%
28 Day	\$123.40	\$96.31	\$27.09	28.1%	\$103.45	\$19.95	19.3%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	16,968	20,101	(3,133)	-15.6%	20,928	(3,960)	-18.9%
Comp	20	29	(9)	-30.7%	31	(11)	-35.5%
28 Day	3,239	2,370	869	36.6%	2,546	693	27.2%
Total Occupied Rooms	20,227	22,500	(2,273)	-10.1%	23,505	(3,278)	-13.9%
Vacant	14,839	21,799	(6,960)	-31.9%	14,506	333	2.3%
Total Available Rooms	35,066	44,299	(9,233)	-20.8%	38,011	(2,945)	-7.7%
Percentage of Occupancy							
Cash	48.4%	45.4%	3.0	6.6%	55.1%	(6.7)	-12.2%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	9.2%	5.4%	3.8	70.4%	6.7%	2.5	37.3%
Total Occupancy Percentage	57.7%	50.8%	6.9	13.6%	61.8%	(4.1)	-6.6%
Vacant	42.3%	49.2%	(6.9)	-14.0%	38.2%	4.1	10.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,258,025	\$1,514,222	(\$256,197)	-16.9%	\$1,573,533	(\$315,508)	-20.1%
Comp	\$2,500	\$3,359	(\$859)	-25.6%	\$3,875	(\$1,375)	-35.5%
28 Day	\$137,769	\$82,070	\$55,699	67.9%	\$124,852	\$12,917	10.3%
Total Revenue	\$1,398,294	\$1,599,651	(\$201,357)	-12.6%	\$1,702,260	(\$303,966)	-17.9%
Average Rates							
Cash	\$74.14	\$75.33	(\$1.19)	-1.6%	\$75.19	(\$1.05)	-1.4%
Comp	\$125.00	\$116.38	\$8.62	7.4%	\$125.00	\$0.00	0.0%
28 Day	\$42.53	\$34.62	\$7.91	22.8%	\$49.04	(\$6.51)	-13.3%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	4,389	5,610	(1,221)	-21.8%	4,763	(374)	-7.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	53,192	52,973	219	0.4%	56,934	(3,742)	-6.6%
Total Occupied Rooms	57,581	58,583	(1,002)	-1.7%	61,697	(4,116)	-6.7%
Vacant	15,556	17,150	(1,594)	-9.3%	12,794	2,762	21.6%
Total Available Rooms	73,137	75,733	(2,596)	-3.4%	74,491	(1,354)	-1.8%
Percentage of Occupancy							
Cash	6.0%	7.4%	(1.4)	-18.9%	6.4%	(0.4)	-6.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.7%	69.9%	2.8	4.0%	76.4%	(3.7)	-4.8%
Total Occupancy Percentage	78.7%	77.4%	1.3	1.7%	82.8%	(4.1)	-5.0%
Vacant	21.3%	22.6%	(1.3)	-5.8%	17.2%	4.1	23.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$196,159	\$270,922	(\$74,763)	-27.6%	\$211,023	(\$14,864)	-7.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,480,020	\$1,239,651	\$240,369	19.4%	\$1,567,321	(\$87,301)	-5.6%
Total Revenue	\$1,676,179	\$1,510,574	\$165,605	11.0%	\$1,778,344	(\$102,165)	-5.7%
Average Rates							
Cash	\$44.69	\$48.29	(\$3.60)	-7.5%	\$44.30	\$0.39	0.9%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.82	\$23.40	\$4.42	18.9%	\$27.53	\$0.29	1.1%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	8,937	8,877	60	0.7%	9,386	(449)	-4.8%
Comp	194	171	23	13.2%	184	10	5.4%
28 Day	22,852	19,045	3,807	20.0%	22,441	411	1.8%
Total Occupied Rooms	31,983	28,094	3,889	13.8%	32,011	(28)	-0.1%
Vacant	11,727	16,577	(4,850)	-29.3%	15,722	(3,995)	-25.4%
Total Available Rooms	43,710	44,671	(961)	-2.2%	47,733	(4,023)	-8.4%
Percentage of Occupancy							
Cash	20.4%	19.9%	0.5	2.5%	19.7%	0.7	3.6%
Comp	0.4%	0.4%	-	0.0%	0.4%	-	0.0%
28 Day	52.3%	42.6%	9.7	22.8%	47.0%	5.3	11.3%
Total Occupancy Percentage	73.2%	62.9%	10.3	16.4%	67.1%	6.1	9.1%
Vacant	26.8%	37.1%	(10.3)	-27.8%	32.9%	(6.1)	-18.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$436,242	\$370,463	\$65,779	17.8%	\$406,816	\$29,426	7.2%
Comp	\$10,107	\$10,724	(\$617)	-5.8%	\$12,372	(\$2,265)	-18.3%
28 Day	\$477,889	\$375,372	\$102,517	27.3%	\$469,706	\$8,183	1.7%
Total Revenue	\$924,238	\$756,559	\$167,679	22.2%	\$888,894	\$35,344	4.0%
Average Rates							
Cash	\$48.81	\$41.73	\$7.08	17.0%	\$43.34	\$5.47	12.6%
Comp	\$52.10	\$62.60	(\$10.50)	-16.8%	\$67.24	(\$15.14)	-22.5%
28 Day	\$20.91	\$19.71	\$1.20	6.1%	\$20.93	(\$0.02)	-0.1%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	12,981	9,387	3,594	38.3%	9,789	3,192	32.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,705	8,445	1,260	14.9%	9,071	634	7.0%
Total Occupied Rooms	22,686	17,832	4,854	27.2%	18,860	3,826	20.3%
Vacant	8,368	2,907	5,461	187.9%	7,470	898	12.0%
Total Available Rooms	31,054	20,739	10,315	49.7%	26,330	4,724	17.9%
Percentage of Occupancy							
Cash	41.8%	45.3%	(3.5)	-7.7%	37.2%	4.6	12.4%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	31.3%	40.7%	(9.4)	-23.1%	34.5%	(3.2)	-9.3%
Total Occupancy Percentage	73.1%	86.0%	(12.9)	-15.0%	71.6%	1.5	2.1%
Vacant	26.9%	14.0%	12.9	92.1%	28.4%	(1.5)	-5.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,886,789	\$2,167,250	\$719,539	33.2%	\$2,427,572	\$459,217	18.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$786,846	\$538,181	\$248,665	46.2%	\$784,232	\$2,614	0.3%
Total Revenue	\$3,673,635	\$2,705,431	\$968,204	35.8%	\$3,211,804	\$461,831	14.4%
Average Rates							
Cash	\$222.39	\$230.88	(\$8.49)	-3.7%	\$247.99	(\$25.60)	-10.3%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$81.08	\$63.73	\$17.35	27.2%	\$86.45	(\$5.37)	-6.2%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

October 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,174	1,882	292	15.5%	2,021	153	7.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	2,174	1,882	292	15.5%	2,021	153	7.6%
Vacant	9,973	2,918	7,055	241.7%	10,091	(118)	-1.2%
Total Available Rooms	12,147	4,800	7,347	153.1%	12,112	35	0.3%
Percentage of Occupancy							
Cash	17.9%	39.2%	(21.3)	-54.3%	16.7%	1.2	7.2%
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	17.9%	39.2%	(21.3)	-54.3%	16.7%	1.2	7.2%
Vacant	82.1%	60.8%	21.3	35.0%	83.3%	(1.2)	-1.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$217,999	\$142,205	\$75,794	53.3%	\$164,057	\$53,942	32.9%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$217,999	\$142,205	\$75,794	53.3%	\$164,057	\$53,942	32.9%
Average Rates							
Cash	\$100.28	\$75.58	\$24.70	32.7%	\$81.18	\$19.10	23.5%
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

Combined Room Statistics

November 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Taxable Room Revenues	\$28,627,024	\$25,921,798	\$2,705,226	10.4%	\$28,705,559	(\$78,535)	(0.3%)
Occupied Rooms - Cash	222,200	221,255	945	0.4%	232,919	(10,719)	(4.6%)
Average Rate - Cash	\$128.83	\$117.16	\$11.67	10.0%	\$123.24	\$5.59	4.5%
Occupied Rooms							
Cash	222,200	221,255	945	0.4%	232,919	(10,719)	(4.6%)
Comp	60,985	58,141	2,844	4.9%	61,228	(243)	(0.4%)
28 Day	92,658	87,095	5,563	6.4%	95,384	(2,726)	(2.9%)
Total Occupied Rooms	375,843	366,491	9,352	2.6%	389,531	(13,688)	(3.5%)
Percentage of Occupancy							
Cash	34.9%	34.6%	0.3	0.9%	36.2%	(1.3)	(3.6%)
Comp	9.6%	9.1%	0.5	5.5%	9.5%	0.1	1.1%
28 Day	14.6%	13.6%	1.0	7.4%	14.8%	(0.2)	(1.4%)
Total Percentage of Occupancy	59.1%	57.3%	1.8	3.1%	60.6%	(1.5)	(2.5%)
Market Segments							
Occupied Rooms - Cash							
Hotels	185,987	180,100	5,887	3.3%	189,655	(3,668)	(1.9%)
Motels	15,142	19,477	(4,335)	(22.3%)	20,372	(5,230)	(25.7%)
28 Day Motels	3,768	4,013	(245)	(6.1%)	4,310	(542)	(12.6%)
R.V. Parks	3,041	4,931	(1,890)	(38.3%)	5,251	(2,210)	(42.1%)
Vacation Rentals	13,015	11,090	1,925	17.4%	11,565	1,450	12.5%
Timehares	1,247	1,644	(397)	(24.2%)	1,766	(519)	(29.4%)
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	222,200	221,255	945	0.4%	232,919	(10,719)	(4.6%)
Percentage of Occupancy - Cash							
Hotels	42.0%	39.6%	2.4	6.1%	42.2%	(0.2)	(0.5%)
Motels	44.1%	45.4%	(1.3)	(2.9%)	56.0%	(11.9)	(21.3%)
28 Day Motels	5.1%	5.5%	(0.4)	(7.3%)	6.0%	(0.9)	(15.0%)
R.V. Parks	7.2%	11.4%	(4.2)	(36.8%)	12.1%	(4.9)	(40.5%)
Vacation Rentals	41.7%	55.3%	(13.6)	(24.6%)	38.8%	2.9	7.5%
Timeshares	10.5%	34.3%	(23.8)	(69.4%)	15.6%	(5.1)	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	34.9%	34.6%	0.3	0.9%	36.2%	(1.3)	(3.6%)
Average Rates - Cash							
Hotels	\$130.46	\$119.48	\$10.98	9.2%	\$125.82	\$4.64	3.7%
Motels	\$65.55	\$65.15	\$0.40	0.6%	\$64.90	\$0.65	1.0%
28 Day Motels	\$41.67	\$38.79	\$2.88	7.4%	\$41.67	\$0.00	0.0%
R.V. Parks	\$56.92	\$36.64	\$20.28	55.3%	\$38.53	\$18.39	47.7%
Vacation Rentals	\$223.49	\$240.32	(\$16.83)	(7.0%)	\$258.13	(\$34.64)	(13.4%)
Timeshares	\$105.84	\$80.83	\$25.01	30.9%	\$86.82	\$19.02	21.9%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$128.83	\$117.16	\$11.67	10.0%	\$123.24	\$5.59	4.5%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	222,200	221,255	945	0.4%	232,919	(10,719)	(4.6%)
Comp	60,985	58,141	2,844	4.9%	61,228	(243)	(0.4%)
28 Day	92,658	87,095	5,563	6.4%	95,384	(2,726)	(2.9%)
Total Occupied Rooms	375,843	366,491	9,352	2.6%	389,531	(13,688)	(3.5%)
Vacant	260,364	273,049	(12,685)	(4.6%)	253,238	7,126	2.8%
Total Available Rooms	636,207	639,540	(3,333)	(0.5%)	642,769	(6,562)	(1.0%)
Percentage of Occupancy							
Cash	34.9%	34.6%	0.3	0.9%	36.2%	(1.3)	(3.6%)
Comp	9.6%	9.1%	0.5	5.5%	9.5%	0.1	1.1%
28 Day	14.6%	13.6%	1.0	7.4%	14.8%	(0.2)	(1.4%)
Total Occupancy Percentage	59.1%	57.3%	1.8	3.1%	60.6%	(1.5)	(2.5%)
Vacant	40.9%	42.7%	(1.8)	(4.2%)	39.4%	1.5	3.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$28,627,024	\$25,921,798	\$2,705,226	10.4%	\$28,705,559	(\$78,535)	(0.3%)
Comp	\$8,266,932	\$6,809,217	\$1,457,715	21.4%	\$7,702,161	\$564,771	7.3%
28 Day	\$3,568,868	\$3,050,257	\$518,611	17.0%	\$3,712,381	(\$143,513)	(3.9%)
Total Revenue	\$40,462,824	\$35,781,273	\$4,681,551	13.1%	\$40,120,101	\$342,723	0.9%
Average Rates							
Cash	\$128.83	\$117.16	\$11.67	10.0%	\$123.24	\$5.59	4.5%
Comp	\$135.56	\$117.12	\$18.44	15.7%	\$125.79	\$9.77	7.8%
28 Day	\$38.52	\$35.02	\$3.50	10.0%	\$38.92	(\$0.40)	(1.0%)

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	185,987	180,100	5,887	3.3%	189,655	(3,668)	(1.9%)
Comp	60,875	58,008	2,867	4.9%	61,085	(210)	(0.3%)
28 Day	6,201	8,112	(1,911)	(23.6%)	8,627	(2,426)	(28.1%)
Total Occupied Rooms	253,063	246,220	6,843	2.8%	259,367	(6,304)	(2.4%)
Vacant	190,033	209,060	(19,027)	(9.1%)	190,421	(388)	(0.2%)
Total Available Rooms	443,096	455,280	(12,184)	(2.7%)	449,788	(6,692)	(1.5%)
Percentage of Occupancy							
Cash	42.0%	39.6%	2.4	6.1%	42.2%	(0.2)	(0.5%)
Comp	13.7%	12.7%	1.0	7.9%	13.6%	0.1	0.7%
28 Day	1.4%	1.8%	(0.4)	(22.2%)	1.9%	(0.5)	(26.3%)
Total Occupancy Percentage	57.1%	54.1%	3.0	5.5%	57.7%	(0.6)	(1.0%)
Vacant	42.9%	45.9%	(3.0)	(6.5%)	42.3%	0.6	1.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$24,263,696	\$21,518,584	\$2,745,112	12.8%	\$23,862,950	\$400,746	1.7%
Comp	\$8,260,106	\$6,800,312	\$1,459,794	21.5%	\$7,691,887	\$568,219	7.4%
28 Day	\$682,242	\$738,693	(\$56,451)	(7.6%)	\$843,839	(\$161,597)	(19.2%)
Total Revenue	\$33,206,044	\$29,057,588	\$4,148,456	14.3%	\$32,398,676	\$807,368	2.5%
Average Rates							
Cash	\$130.46	\$119.48	\$10.98	9.2%	\$125.82	\$4.64	3.7%
Comp	\$135.69	\$117.23	\$18.46	15.7%	\$125.92	\$9.77	7.8%
28 Day	\$110.02	\$91.06	\$18.96	20.8%	\$97.81	\$12.21	12.5%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	15,142	19,477	(4,335)	(22.3%)	20,372	(5,230)	(25.7%)
Comp	15	20	(5)	(23.3%)	21	(6)	(28.6%)
28 Day	3,510	2,190	1,320	60.3%	2,352	1,158	49.2%
Total Occupied Rooms	18,667	21,687	(3,020)	(13.9%)	22,745	(4,078)	(17.9%)
Vacant	15,676	21,183	(5,507)	(26.0%)	13,631	2,045	15.0%
Total Available Rooms	34,343	42,870	(8,527)	(19.9%)	36,376	(2,033)	(5.6%)
Percentage of Occupancy							
Cash	44.1%	45.4%	(1.3)	(2.9%)	56.0%	(11.9)	(21.3%)
Comp	0.0%	0.0%	-	0.0%	0.1%	(0.1)	(100.0%)
28 Day	10.2%	5.1%	5.1	100.0%	6.5%	3.7	56.9%
Total Occupancy Percentage	54.4%	50.6%	3.8	7.5%	62.5%	(8.1)	(13.0%)
Vacant	45.6%	49.4%	(3.8)	(7.7%)	37.5%	8.1	21.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$992,585	\$1,268,853	(\$276,268)	(21.8%)	\$1,322,091	(\$329,506)	(24.9%)
Comp	\$1,843	\$2,275	(\$432)	(19.0%)	\$2,625	(\$782)	(29.8%)
28 Day	\$152,711	\$96,936	\$55,775	57.5%	\$111,840	\$40,871	36.5%
Total Revenue	\$1,147,139	\$1,368,065	(\$220,926)	(16.1%)	\$1,436,556	(\$289,417)	(20.1%)
Average Rates							
Cash	\$65.55	\$65.15	\$0.40	0.6%	\$64.90	\$0.65	1.0%
Comp	\$122.87	\$116.38	\$6.49	5.6%	\$125.00	(\$2.13)	(1.7%)
28 Day	\$43.51	\$44.27	(\$0.76)	(1.7%)	\$47.55	(\$4.04)	(8.5%)

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	3,768	4,013	(245)	(6.1%)	4,310	(542)	(12.6%)
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	51,415	49,002	2,413	4.9%	52,634	(1,219)	(2.3%)
Total Occupied Rooms	55,183	53,015	2,168	4.1%	56,944	(1,761)	(3.1%)
Vacant	18,156	20,275	(2,119)	(10.5%)	15,218	2,938	19.3%
Total Available Rooms	73,339	73,290	49	0.1%	72,162	1,177	1.6%
Percentage of Occupancy							
Cash	5.1%	5.5%	(0.4)	(7.3%)	6.0%	(0.9)	(15.0%)
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	70.1%	66.9%	3.2	4.8%	72.9%	(2.8)	(3.8%)
Total Occupancy Percentage	75.2%	72.3%	2.9	4.0%	78.9%	(3.7)	(4.7%)
Vacant	24.8%	27.7%	(2.9)	(10.5%)	21.1%	3.7	17.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$157,022	\$155,668	\$1,354	0.9%	\$179,599	(\$22,577)	(12.6%)
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,449,233	\$1,087,430	\$361,803	33.3%	\$1,418,918	\$30,315	2.1%
Total Revenue	\$1,606,255	\$1,243,099	\$363,156	29.2%	\$1,598,517	\$7,738	0.5%
Average Rates							
Cash	\$41.67	\$38.79	\$2.88	7.4%	\$41.67	\$0.00	0.0%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$28.19	\$22.19	\$6.00	27.0%	\$26.96	\$1.23	4.6%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	3,041	4,931	(1,890)	(38.3%)	5,251	(2,210)	(42.1%)
Comp	95	114	(19)	(16.4%)	122	(27)	(22.1%)
28 Day	22,402	19,206	3,196	16.6%	22,549	(147)	(0.7%)
Total Occupied Rooms	25,538	24,250	1,288	5.3%	27,922	(2,384)	(8.5%)
Vacant	16,792	18,980	(2,188)	(11.5%)	15,368	1,424	9.3%
Total Available Rooms	42,330	43,230	(900)	(2.1%)	43,290	(960)	(2.2%)
Percentage of Occupancy							
Cash	7.2%	11.4%	(4.2)	(36.8%)	12.1%	(4.9)	(40.5%)
Comp	0.2%	0.3%	(0.1)	(33.3%)	0.3%	(0.1)	(33.3%)
28 Day	52.9%	44.4%	8.5	19.1%	52.1%	0.8	1.5%
Total Occupancy Percentage	60.3%	56.1%	4.2	7.5%	64.5%	(4.2)	(6.5%)
Vacant	39.7%	43.9%	(4.2)	(9.6%)	35.5%	4.2	11.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$173,082	\$180,653	(\$7,571)	(4.2%)	\$202,313	(\$29,231)	(14.4%)
Comp	\$4,983	\$6,630	(\$1,647)	(24.8%)	\$7,649	(\$2,666)	(34.9%)
28 Day	\$577,365	\$450,408	\$126,957	28.2%	\$557,002	\$20,363	3.7%
Total Revenue	\$755,430	\$637,691	\$117,739	18.5%	\$766,964	(\$11,534)	(1.5%)
Average Rates							
Cash	\$56.92	\$36.64	\$20.28	55.3%	\$38.53	\$18.39	47.7%
Comp	\$52.45	\$58.37	(\$5.92)	(10.1%)	\$62.70	(\$10.25)	(16.3%)
28 Day	\$25.77	\$23.45	\$2.32	9.9%	\$24.70	\$1.07	4.3%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	13,015	11,090	1,925	17.4%	11,565	1,450	12.5%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	9,130	8,586	544	6.3%	9,222	(92)	(1.0%)
Total Occupied Rooms	22,145	19,676	2,469	12.5%	20,787	1,358	6.5%
Vacant	9,055	394	8,661	2196.5%	9,051	4	0.0%
Total Available Rooms	31,200	20,070	11,130	55.5%	29,838	1,362	4.6%
Percentage of Occupancy							
Cash	41.7%	55.3%	(13.6)	(24.6%)	38.8%	2.9	7.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	29.3%	42.8%	(13.5)	(31.5%)	30.9%	(1.6)	(5.2%)
Total Occupancy Percentage	71.0%	98.0%	(27.0)	(27.6%)	69.7%	1.3	1.9%
Vacant	29.0%	2.0%	27.0	1350.0%	30.3%	(1.3)	(4.3%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$2,908,659	\$2,665,144	\$243,515	9.1%	\$2,985,284	(\$76,625)	(2.6%)
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$707,317	\$676,790	\$30,527	4.5%	\$780,782	(\$73,465)	(9.4%)
Total Revenue	\$3,615,976	\$3,341,934	\$274,042	8.2%	\$3,766,066	(\$150,090)	(4.0%)
Average Rates							
Cash	\$223.49	\$240.32	(\$16.83)	(7.0%)	\$258.13	(\$34.64)	(13.4%)
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$77.47	\$78.83	(\$1.36)	(1.7%)	\$84.67	(\$7.20)	(8.5%)

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

November 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	1,247	1,644	(397)	(24.2%)	1,766	(519)	(29.4%)
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,247	1,644	(397)	(24.2%)	1,766	(519)	(29.4%)
Vacant	10,652	3,156	7,496	237.5%	9,549	1,103	11.6%
Total Available Rooms	11,899	4,800	7,099	147.9%	11,315	584	5.2%
Percentage of Occupancy							
Cash	10.5%	34.3%	(23.8)	(69.4%)	15.6%	(5.1)	(32.7%)
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	10.5%	34.3%	(23.8)	(69.4%)	15.6%	(5.1)	(32.7%)
Vacant	89.5%	65.7%	23.8	36.2%	84.4%	5.1	6.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$131,980	\$132,895	(\$915)	(0.7%)	\$153,322	(\$21,342)	(13.9%)
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$131,980	\$132,895	(\$915)	(0.7%)	\$153,322	(\$21,342)	(13.9%)
Average Rates							
Cash	\$105.84	\$80.83	\$25.01	30.9%	\$86.82	\$19.02	21.9%
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

Combined Room Statistics

December 2022

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Taxable Room Revenues	\$32,140,525	\$29,034,837	\$3,105,688	10.7%	\$32,088,534	\$51,992	0.2%
Occupied Rooms - Cash	234,173	228,187	5,986	2.6%	238,756	(4,583)	-1.9%
Average Rate - Cash	\$137.25	\$127.24	\$10.01	7.9%	\$134.40	\$2.85	2.1%
Occupied Rooms							
Cash	234,173	228,187	5,986	2.6%	238,756	(4,583)	-1.9%
Comp	56,107	50,190	5,917	11.8%	52,856	3,251	6.2%
28 Day	92,245	91,483	762	0.8%	100,909	(8,664)	-8.6%
Total Occupied Rooms	382,525	369,860	12,665	3.4%	392,521	(9,996)	-2.5%
Percentage of Occupancy							
Cash	34.2%	33.7%	0.5	1.5%	34.6%	(0.4)	-1.2%
Comp	8.2%	7.4%	0.8	10.8%	7.7%	0.5	6.5%
28 Day	13.5%	13.5%	-	0.0%	14.6%	(1.1)	-7.5%
Total Percentage of Occupancy	55.9%	54.7%	1.2	2.2%	56.9%	(1.0)	-1.8%
Market Segments							
Occupied Rooms - Cash							
Hotels	191,479	182,135	9,344	5.1%	191,798	(319)	-0.2%
Motels	15,071	22,010	(6,939)	-31.5%	21,492	(6,421)	-29.9%
28 Day Motels	3,896	4,112	(216)	-5.3%	4,438	(542)	-12.2%
R.V. Parks	2,972	3,481	(509)	-14.6%	3,753	(781)	-20.8%
Vacation Rentals	17,178	12,563	4,615	36.7%	13,101	4,077	31.1%
Timehares	1,756	1,810	(54)	-3.0%	1,944	(188)	-9.7%
Home Owner Rentals	1,821	2,076	(255)	0.0%	2,230	(409)	0.0%
Total Occupied - Cash	234,173	228,187	5,986	2.6%	238,756	(4,583)	-1.9%
Percentage of Occupancy - Cash							
Hotels	40.5%	38.7%	1.8	4.7%	40.7%	(0.2)	-0.5%
Motels	43.2%	49.7%	(6.5)	-13.1%	55.5%	(12.3)	-22.2%
28 Day Motels	5.4%	5.4%	0.0	0.0%	5.9%	(0.5)	-8.5%
R.V. Parks	6.8%	7.8%	(1.0)	-12.8%	8.6%	(1.8)	-20.9%
Vacation Rentals	52.6%	60.6%	(8.0)	-13.2%	43.3%	9.3	21.5%
Timeshares	15.2%	37.7%	(22.5)	-59.7%	16.2%	(1.0)	-6.3%
Home Owner Rentals	10.5%	13.3%	(2.8)	-21.1%	11.2%	(0.7)	-6.3%
Total Occupancy Percentage - Cash	34.2%	33.7%	0.5	1.5%	34.6%	(0.4)	-1.2%
Average Rates - Cash							
Hotels	\$135.04	\$127.84	\$7.20	5.6%	\$134.62	\$0.42	0.3%
Motels	\$69.57	\$67.12	\$2.45	3.7%	\$66.75	\$2.82	4.2%
28 Day Motels	\$46.36	\$37.85	\$8.51	22.5%	\$40.60	\$5.76	14.2%
R.V. Parks	\$38.23	\$35.08	\$3.15	9.0%	\$36.81	\$1.42	3.9%
Vacation Rentals	\$236.27	\$237.05	(\$0.78)	-0.3%	\$254.62	(\$18.35)	-7.2%
Timeshares	\$174.42	\$162.81	\$11.61	7.1%	\$173.54	\$0.88	0.5%
Home Owner Rentals	\$316.03	\$348.41	(\$32.38)	0.0%	\$377.93	(\$61.90)	-16.4%
Total Cash Average Rate	\$137.25	\$127.24	\$10.01	7.9%	\$134.40	\$2.85	2.1%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	234,173	228,187	5,986	2.6%	238,756	(4,583)	-1.9%
Comp	56,107	50,190	5,917	11.8%	52,856	3,251	6.2%
28 Day	92,245	91,483	762	0.8%	100,909	(8,664)	-8.6%
Total Occupied Rooms	382,525	369,860	12,665	3.4%	392,521	(9,996)	-2.5%
Vacant	302,256	306,478	(4,222)	-1.4%	297,709	4,547	1.5%
Total Available Rooms	684,781	676,338	8,443	1.2%	690,230	(5,449)	-0.8%
Percentage of Occupancy							
Cash	34.2%	33.7%	0.5	1.5%	34.6%	(0.4)	-1.2%
Comp	8.2%	7.4%	0.8	10.8%	7.7%	0.5	6.5%
28 Day	13.5%	13.5%	-	0.0%	14.6%	(1.1)	-7.5%
Total Occupancy Percentage	55.9%	54.7%	1.2	2.2%	56.9%	(1.0)	-1.8%
Vacant	44.1%	45.3%	(1.2)	-2.6%	43.1%	1.0	2.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$32,140,525	\$29,034,837	\$3,105,688	10.7%	\$32,088,534	\$51,992	0.2%
Comp	\$8,626,130	\$6,461,011	\$2,165,119	33.5%	\$7,308,275	\$1,317,855	18.0%
28 Day	\$3,658,945	\$3,381,515	\$277,430	8.2%	\$4,051,414	(\$392,469)	-9.7%
Total Revenue	\$44,425,600	\$38,877,363	\$5,548,237	14.3%	\$43,448,223	\$977,378	2.2%
Average Rates							
Cash	\$137.25	\$127.24	\$10.01	7.9%	\$134.40	\$2.85	2.1%
Comp	\$153.74	\$128.73	\$25.01	19.4%	\$138.27	\$15.47	11.2%
28 Day	\$39.67	\$36.96	\$2.71	7.3%	\$40.15	(\$0.48)	-1.2%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	191,479	182,135	9,344	5.1%	191,798	(319)	-0.2%
Comp	55,962	50,084	5,878	11.7%	52,741	3,221	6.1%
28 Day	5,506	8,637	(3,131)	-36.2%	9,185	(3,679)	-40.1%
Total Occupied Rooms	252,947	240,856	12,091	5.0%	253,724	(777)	-0.3%
Vacant	219,936	229,600	(9,664)	-4.2%	217,064	2,872	1.3%
Total Available Rooms	472,883	470,456	2,427	0.5%	470,788	2,095	0.4%
Percentage of Occupancy							
Cash	40.5%	38.7%	1.8	4.7%	40.7%	(0.2)	-0.5%
Comp	11.8%	10.6%	1.2	11.3%	11.2%	0.6	5.4%
28 Day	1.2%	1.8%	(0.6)	-33.3%	2.0%	(0.8)	-40.0%
Total Occupancy Percentage	53.5%	51.2%	2.3	4.5%	53.9%	(0.4)	-0.7%
Vacant	46.5%	48.8%	(2.3)	-4.7%	46.1%	0.4	0.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$25,857,361	\$23,283,773	\$2,573,588	11.1%	\$25,819,762	\$37,600	0.1%
Comp	\$8,614,983	\$6,451,933	\$2,163,050	33.5%	\$7,297,821	\$1,317,162	18.0%
28 Day	\$547,166	\$700,998	(\$153,832)	-21.9%	\$800,734	(\$253,568)	-31.7%
Total Revenue	\$35,019,510	\$30,436,704	\$4,582,806	15.1%	\$33,918,317	\$1,101,194	3.2%
Average Rates							
Cash	\$135.04	\$127.84	\$7.20	5.6%	\$134.62	\$0.42	0.3%
Comp	\$153.94	\$128.82	\$25.12	19.5%	\$138.37	\$15.57	11.3%
28 Day	\$99.38	\$81.16	\$18.22	22.4%	\$87.18	\$12.20	14.0%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	15,071	22,010	(6,939)	-31.5%	21,492	(6,421)	-29.9%
Comp	60	60	0	0.7%	64	(4)	-6.3%
28 Day	3,480	3,057	423	13.8%	3,284	196	6.0%
Total Occupied Rooms	18,611	25,127	(6,516)	-25.9%	24,840	(6,229)	-25.1%
Vacant	16,271	19,172	(2,901)	-15.1%	13,891	2,380	17.1%
Total Available Rooms	34,882	44,299	(9,417)	-21.3%	38,731	(3,849)	-9.9%
Percentage of Occupancy							
Cash	43.2%	49.7%	(6.5)	-13.1%	55.5%	(12.3)	-22.2%
Comp	0.2%	0.1%	0.1	100.0%	0.2%	-	0.0%
28 Day	10.0%	6.9%	3.1	44.9%	8.5%	1.5	17.6%
Total Occupancy Percentage	53.4%	56.7%	(3.3)	-5.8%	64.1%	(10.7)	-16.7%
Vacant	46.6%	43.3%	3.3	7.6%	35.9%	10.7	29.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,048,460	\$1,477,216	(\$428,756)	-29.0%	\$1,434,495	(\$386,035)	-26.9%
Comp	\$7,500	\$6,934	\$566	8.2%	\$7,820	(\$320)	-4.1%
28 Day	\$155,376	\$121,913	\$33,463	27.4%	\$140,663	\$14,713	10.5%
Total Revenue	\$1,211,336	\$1,606,063	(\$394,727)	-24.6%	\$1,582,978	(\$371,642)	-23.5%
Average Rates							
Cash	\$69.57	\$67.12	\$2.45	3.7%	\$66.75	\$2.82	4.2%
Comp	\$125.00	\$116.38	\$8.62	7.4%	\$122.19	\$2.81	2.3%
28 Day	\$44.65	\$39.87	\$4.78	12.0%	\$42.83	\$1.82	4.2%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	3,896	4,112	(216)	-5.3%	4,438	(542)	-12.2%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	51,190	50,229	961	1.9%	54,706	(3,516)	-6.4%
Total Occupied Rooms	55,086	54,342	744	1.4%	59,144	(4,058)	-6.9%
Vacant	16,672	21,391	(4,719)	-22.1%	15,595	1,077	6.9%
Total Available Rooms	71,758	75,733	(3,975)	-5.2%	74,739	(2,981)	-4.0%
Percentage of Occupancy							
Cash	5.4%	5.4%	-	0.0%	5.9%	(0.5)	-8.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	71.3%	66.3%	5.0	7.5%	73.2%	(1.9)	-2.6%
Total Occupancy Percentage	76.8%	71.8%	5.0	7.0%	79.1%	(2.3)	-2.9%
Vacant	23.2%	28.2%	(5.0)	-17.7%	20.9%	2.3	11.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$180,603	\$155,666	\$24,937	16.0%	\$180,196	\$407	0.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,529,072	\$1,220,021	\$309,051	25.3%	\$1,528,710	\$362	0.0%
Total Revenue	\$1,709,675	\$1,375,687	\$333,988	24.3%	\$1,708,906	\$769	0.0%
Average Rates							
Cash	\$46.36	\$37.85	\$8.51	22.5%	\$40.60	\$5.76	14.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$29.87	\$24.29	\$5.58	23.0%	\$27.94	\$1.93	6.9%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	2,972	3,481	(509)	-14.6%	3,753	(781)	-20.8%
Comp	79	47	32	69.7%	50	29	58.0%
28 Day	23,452	19,727	3,725	18.9%	23,173	279	1.2%
Total Occupied Rooms	26,503	23,255	3,248	14.0%	26,976	(473)	-1.8%
Vacant	17,153	21,416	(4,263)	-19.9%	16,734	419	2.5%
Total Available Rooms	43,656	44,671	(1,015)	-2.3%	43,710	(54)	-0.1%
Percentage of Occupancy							
Cash	6.8%	7.8%	(1.0)	-12.8%	8.6%	(1.8)	-20.9%
Comp	0.2%	0.1%	0.1	100.0%	0.1%	0.1	100.0%
28 Day	53.7%	44.2%	9.5	21.5%	53.0%	0.7	1.3%
Total Occupancy Percentage	60.7%	52.1%	8.6	16.5%	61.7%	(1.0)	-1.6%
Vacant	39.3%	47.9%	(8.6)	-18.0%	38.3%	1.0	2.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$113,615	\$122,110	(\$8,495)	-7.0%	\$138,135	(\$24,520)	-17.8%
Comp	\$3,641	\$2,144	\$1,497	69.8%	\$2,474	\$1,167	47.2%
28 Day	\$577,103	\$445,922	\$131,181	29.4%	\$551,425	\$25,678	4.7%
Total Revenue	\$694,359	\$570,176	\$124,183	21.8%	\$692,034	\$2,325	0.3%
Average Rates							
Cash	\$38.23	\$35.08	\$3.15	9.0%	\$36.81	\$1.42	3.9%
Comp	\$46.09	\$46.07	\$0.02	0.0%	\$49.48	(\$3.39)	-6.9%
28 Day	\$24.61	\$22.60	\$2.01	8.9%	\$23.80	\$0.81	3.4%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	17,178	12,563	4,615	36.7%	13,101	4,077	31.1%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	7,758	8,923	(1,165)	-13.1%	9,584	(1,826)	-19.1%
Total Occupied Rooms	24,936	21,486	3,450	16.1%	22,685	2,251	9.9%
Vacant	7,723	(747)	8,470	-1134.4%	7,574	149	2.0%
Total Available Rooms	32,659	20,739	11,920	57.5%	30,259	2,400	7.9%
Percentage of Occupancy							
Cash	52.6%	60.6%	(8.0)	-13.2%	43.3%	9.3	21.5%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	23.8%	43.0%	(19.2)	-44.7%	31.7%	(7.9)	-24.9%
Total Occupancy Percentage	76.4%	103.6%	(27.2)	-26.3%	75.0%	1.4	1.9%
Vacant	23.6%	-3.6%	27.2	-755.6%	25.0%	(1.4)	-5.6%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$4,058,713	\$2,978,061	\$1,080,652	36.3%	\$3,335,794	\$722,919	21.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$737,411	\$798,223	(\$60,812)	-7.6%	\$920,928	(\$183,517)	-19.9%
Total Revenue	\$4,796,124	\$3,776,284	\$1,019,840	27.0%	\$4,256,722	\$539,402	12.7%
Average Rates							
Cash	\$236.27	\$237.05	(\$0.78)	-0.3%	\$254.62	(\$18.35)	-7.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$95.05	\$89.46	\$5.59	6.2%	\$96.09	(\$1.04)	-1.1%

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,756	1,810	(54)	-3.0%	1,944	(188)	-9.7%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	1,756	1,810	(54)	-3.0%	1,944	(188)	-9.7%
Vacant	9,801	2,990	6,811	227.8%	10,093	(292)	-2.9%
Total Available Rooms	11,557	4,800	6,757	140.8%	12,037	(480)	-4.0%
Percentage of Occupancy							
Cash	15.2%	37.7%	(22.5)	-59.7%	16.2%	(1.0)	-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	15.2%	37.7%	(22.5)	-59.7%	16.2%	(1.0)	-6.2%
Vacant	84.8%	62.3%	22.5	36.1%	83.8%	1.0	1.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$306,287	\$294,670	\$11,617	3.9%	\$337,362	(\$31,075)	-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	\$306,287	\$294,670	\$11,617	3.9%	\$337,362	(\$31,075)	-9.2%
Average Rates							
Cash	\$174.42	\$162.81	\$11.61	7.1%	\$173.54	\$0.88	0.5%
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

December 2022

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			Amount	% Percent		Amount	% Percent
Occupied Rooms							
Cash	1,821	2,076	(255)	-12.3%	2,230	(409)	-18.3%
Comp	6	-	6	100.0%	1	5	500.0%
28 Day	859	910	(51)	-5.6%	977	(118)	-12.1%
Total Occupied Rooms	2,686	2,986	(300)	-10.0%	3,208	(522)	-16.3%
Vacant	14,700	12,654	2,046	16.2%	16,758	(2,058)	-12.3%
Total Available Rooms	17,386	15,640	1,746	11.2%	19,966	(2,580)	-12.9%
Percentage of Occupancy							
Cash	10.5%	13.3%	(2.8)	-21.1%	11.2%	(0.7)	-6.3%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	4.9%	5.8%	(0.9)	-15.5%	4.9%	-	0.0%
Total Occupancy Percentage	15.4%	19.1%	(3.7)	-19.4%	16.1%	(0.7)	-4.3%
Vacant	84.6%	80.9%	3.7	4.6%	83.9%	0.7	0.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$575,486	\$723,341	(\$147,855)	-20.4%	\$842,790	(\$267,304)	-31.7%
Comp	\$6	\$0	\$6	100.0%	\$160	(\$154)	-96.3%
28 Day	\$112,817	\$94,438	\$18,379	19.5%	\$108,954	\$3,863	3.5%
Total Revenue	\$688,309	\$817,779	(\$129,470)	-15.8%	\$951,904	(\$263,595)	-27.7%
Average Rates							
Cash	\$316.03	\$348.41	(\$32.38)	-9.3%	\$377.93	(\$61.90)	-16.4%
Comp	\$1.00	\$0.00	\$1.00	100.0%	\$160.00	(\$159.00)	-99.4%
28 Day	\$131.34	\$103.83	\$27.51	26.5%	\$111.52	\$19.82	17.8%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

January 2023

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Taxable Room Revenues	\$29,174,840	\$25,232,400	\$3,942,440	15.6%	\$27,867,470	\$1,307,370	4.7%
Occupied Rooms - Cash	214,524	200,414	14,110	7.0%	209,527	4,997	2.4%
Average Rate - Cash	\$136.00	\$125.90	\$10.10	8.0%	\$133.00	\$3.00	2.3%
Occupied Rooms							
Cash	214,524	200,414	14,110	7.0%	209,527	4,997	2.4%
Comp	51,283	52,136	(853)	-1.6%	54,904	(3,621)	-6.6%
28 Day	89,171	91,105	(1,934)	-2.1%	98,290	(9,119)	-9.3%
Total Occupied Rooms	354,978	343,655	11,323	3.3%	362,721	(7,743)	-2.1%
Percentage of Occupancy							
Cash	32.9%	30.3%	2.6	8.6%	31.6%	1.3	4.1%
Comp	7.9%	7.9%	-	0.0%	8.3%	(0.4)	-4.8%
28 Day	13.7%	13.8%	(0.1)	-0.7%	14.8%	(1.1)	-7.4%
Total Percentage of Occupancy	54.4%	52.0%	2.4	4.6%	54.8%	(0.4)	-0.7%
Market Segments							
Occupied Rooms - Cash							
Hotels	172,593	155,694	16,899	10.9%	163,954	8,639	5.3%
Motels	13,671	20,667	(6,996)	-33.9%	20,181	(6,510)	-32.3%
28 Day Motels	3,875	4,059	(184)	-4.5%	4,397	(522)	-11.9%
R.V. Parks	3,720	2,811	909	32.4%	3,019	701	23.2%
Vacation Rentals	18,875	15,343	3,532	23.0%	16,000	2,875	18.0%
Timehares	1,790	1,840	(50)	-2.7%	1,976	(186)	-9.4%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	214,524	200,414	14,110	7.0%	209,527	4,997	2.4%
Percentage of Occupancy - Cash							
Hotels	38.0%	33.1%	4.9	14.8%	36.0%	2.0	5.6%
Motels	39.9%	46.7%	(6.8)	-14.6%	47.2%	(7.3)	-15.5%
28 Day Motels	5.4%	5.4%	0.0	0.0%	6.0%	(0.6)	-10.0%
R.V. Parks	8.6%	6.3%	2.3	36.5%	6.9%	1.7	24.6%
Vacation Rentals	51.6%	74.0%	(22.4)	-30.3%	47.0%	4.6	9.8%
Timeshares	15.2%	38.3%	(23.1)	-60.3%	16.1%	(0.9)	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	32.9%	30.3%	2.6	8.6%	31.6%	1.3	4.1%
Average Rates - Cash							
Hotels	\$129.69	\$122.86	\$6.83	5.6%	\$129.38	\$0.31	0.2%
Motels	\$70.75	\$65.81	\$4.94	7.5%	\$65.45	\$5.30	8.1%
28 Day Motels	\$43.14	\$37.23	\$5.91	15.9%	\$40.11	\$3.03	7.6%
R.V. Parks	\$42.39	\$37.44	\$4.95	13.2%	\$39.82	\$2.57	6.5%
Vacation Rentals	\$274.76	\$271.39	\$3.37	1.2%	\$291.50	(\$16.74)	-5.7%
Timeshares	\$174.59	\$175.71	(\$1.12)	-0.6%	\$188.73	(\$14.14)	-7.5%
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$136.00	\$125.90	\$10.10	8.0%	\$133.00	\$3.00	2.3%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

January 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	214,524	200,414	14,110	7.0%	209,527	4,997	2.4%
Comp	51,283	52,136	(853)	-1.6%	54,904	(3,621)	-6.6%
28 Day	89,171	91,105	(1,934)	-2.1%	98,290	(9,119)	-9.3%
Total Occupied Rooms	354,978	343,655	11,323	3.3%	362,721	(7,743)	-2.1%
Vacant	297,012	317,043	(20,031)	-6.3%	299,351	(2,339)	-0.8%
Total Available Rooms	651,990	660,698	(8,708)	-1.3%	662,072	(10,082)	-1.5%
Percentage of Occupancy							
Cash	32.9%	30.3%	2.6	8.6%	31.6%	1.3	4.1%
Comp	7.9%	7.9%	-	0.0%	8.3%	(0.4)	-4.8%
28 Day	13.7%	13.8%	(0.1)	-0.7%	14.8%	(1.1)	-7.4%
Total Occupancy Percentage	54.4%	52.0%	2.4	4.6%	54.8%	(0.4)	-0.7%
Vacant	45.6%	48.0%	(2.4)	-5.0%	45.2%	0.4	0.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$29,174,840	\$25,232,400	\$3,942,440	15.6%	\$27,867,470	\$1,307,370	4.7%
Comp	\$6,708,299	\$6,010,274	\$698,025	11.6%	\$6,798,131	(\$89,832)	-1.3%
28 Day	\$3,410,977	\$3,346,794	\$64,183	1.9%	\$3,982,128	(\$571,151)	-14.3%
Total Revenue	\$39,294,116	\$34,589,469	\$4,704,647	13.6%	\$38,647,729	\$646,387	1.7%
Average Rates							
Cash	\$136.00	\$125.90	\$10.10	8.0%	\$133.00	\$3.00	2.3%
Comp	\$130.81	\$115.28	\$15.53	13.5%	\$123.82	\$6.99	5.6%
28 Day	\$38.25	\$36.74	\$1.51	4.1%	\$40.51	(\$2.26)	-5.6%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

January 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	172,593	155,694	16,899	10.9%	163,954	8,639	5.3%
Comp	51,196	52,063	(867)	-1.7%	54,825	(3,629)	-6.6%
28 Day	4,101	8,163	(4,062)	-49.8%	8,661	(4,560)	-52.6%
Total Occupied Rooms	227,890	215,920	11,970	5.5%	227,440	450	0.2%
Vacant	226,720	254,536	(27,816)	-10.9%	228,309	(1,589)	-0.7%
Total Available Rooms	454,610	470,456	(15,846)	-3.4%	455,749	(1,139)	-0.2%
Percentage of Occupancy							
Cash	38.0%	33.1%	4.9	14.8%	36.0%	2.0	5.6%
Comp	11.3%	11.1%	0.2	1.8%	12.0%	(0.7)	-5.8%
28 Day	0.9%	1.7%	(0.8)	-47.1%	1.9%	(1.0)	-52.6%
Total Occupancy Percentage	50.1%	45.9%	4.2	9.2%	49.9%	0.2	0.4%
Vacant	49.9%	54.1%	(4.2)	-7.8%	50.1%	(0.2)	-0.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$22,384,167	\$19,128,850	\$3,255,317	17.0%	\$21,213,087	\$1,171,080	5.5%
Comp	\$6,702,145	\$6,005,989	\$696,156	11.6%	\$6,793,187	(\$91,042)	-1.3%
28 Day	\$441,326	\$682,824	(\$241,498)	-35.4%	\$778,189	(\$336,863)	-43.3%
Total Revenue	\$29,527,638	\$25,817,663	\$3,709,975	14.4%	\$28,784,463	\$743,175	2.6%
Average Rates							
Cash	\$129.69	\$122.86	\$6.83	5.6%	\$129.38	\$0.31	0.2%
Comp	\$130.91	\$115.36	\$15.55	13.5%	\$123.91	\$7.00	5.6%
28 Day	\$107.61	\$83.65	\$23.96	28.6%	\$89.85	\$17.76	19.8%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

January 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	13,671	20,667	(6,996)	-33.9%	20,181	(6,510)	-32.3%
Comp	22	21	1	2.7%	23	(1)	-4.3%
28 Day	3,221	3,016	205	6.8%	3,240	(19)	-0.6%
Total Occupied Rooms	16,914	23,705	(6,791)	-28.6%	23,444	(6,530)	-27.9%
Vacant	17,347	20,594	(3,247)	-15.8%	19,337	(1,990)	-10.3%
Total Available Rooms	34,261	44,299	(10,038)	-22.7%	42,781	(8,520)	-19.9%
Percentage of Occupancy							
Cash	39.9%	46.7%	(6.8)	-14.6%	47.2%	(7.3)	-15.5%
Comp	0.1%	0.0%	0.1	100.0%	0.1%	-	0.0%
28 Day	9.4%	6.8%	2.6	38.2%	7.6%	1.8	23.7%
Total Occupancy Percentage	49.4%	53.5%	(4.1)	-7.7%	54.8%	(5.4)	-9.9%
Vacant	50.6%	46.5%	4.1	8.8%	45.2%	5.4	11.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$967,249	\$1,360,092	(\$392,843)	-28.9%	\$1,320,895	(\$353,646)	-26.8%
Comp	\$2,812	\$2,492	\$320	12.8%	\$2,875	(\$63)	-2.2%
28 Day	\$146,089	\$126,346	\$19,743	15.6%	\$145,756	\$333	0.2%
Total Revenue	\$1,116,150	\$1,488,929	(\$372,779)	-25.0%	\$1,469,526	(\$353,376)	-24.0%
Average Rates							
Cash	\$70.75	\$65.81	\$4.94	7.5%	\$65.45	\$5.30	8.1%
Comp	\$127.82	\$116.38	\$11.44	9.8%	\$125.00	\$2.82	2.3%
28 Day	\$45.36	\$41.89	\$3.47	8.3%	\$44.99	\$0.37	0.8%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

January 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	3,875	4,059	(184)	-4.5%	4,397	(522)	-11.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	51,762	49,186	2,576	5.2%	53,367	(1,605)	-3.0%
Total Occupied Rooms	55,637	53,245	2,392	4.5%	57,764	(2,127)	-3.7%
Vacant	15,752	22,488	(6,736)	-30.0%	15,791	(39)	-0.2%
Total Available Rooms	71,389	75,733	(4,344)	-5.7%	73,555	(2,166)	-2.9%
Percentage of Occupancy							
Cash	5.4%	5.4%	-	0.0%	6.0%	(0.6)	-10.0%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	72.5%	64.9%	7.6	11.7%	72.6%	(0.1)	-0.1%
Total Occupancy Percentage	77.9%	70.3%	7.6	10.8%	78.5%	(0.6)	-0.8%
Vacant	22.1%	29.7%	(7.6)	-25.6%	21.5%	0.6	2.8%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$167,162	\$151,125	\$16,037	10.6%	\$176,377	(\$9,215)	-5.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,429,621	\$1,140,546	\$289,075	25.3%	\$1,445,975	(\$16,354)	-1.1%
Total Revenue	\$1,596,783	\$1,291,671	\$305,112	23.6%	\$1,622,352	(\$25,569)	-1.6%
Average Rates							
Cash	\$43.14	\$37.23	\$5.91	15.9%	\$40.11	\$3.03	7.6%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$27.62	\$23.19	\$4.43	19.1%	\$27.09	\$0.53	2.0%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

January 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	3,720	2,811	909	32.4%	3,019	701	23.2%
Comp	65	52	13	24.7%	56	9	16.1%
28 Day	21,268	21,518	(250)	-1.2%	23,113	(1,845)	-8.0%
Total Occupied Rooms	25,053	24,381	672	2.8%	26,188	(1,135)	-4.3%
Vacant	18,325	20,290	(1,965)	-9.7%	17,522	803	4.6%
Total Available Rooms	43,378	44,671	(1,293)	-2.9%	43,710	(332)	-0.8%
Percentage of Occupancy							
Cash	8.6%	6.3%	2.3	36.5%	6.9%	1.7	24.6%
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	49.0%	48.2%	0.8	1.7%	52.9%	(3.9)	-7.4%
Total Occupancy Percentage	57.8%	54.6%	3.2	5.9%	59.9%	(2.1)	-3.5%
Vacant	42.2%	45.4%	(3.2)	-7.0%	40.1%	2.1	5.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$157,695	\$105,241	\$52,454	49.8%	\$120,215	\$37,480	31.2%
Comp	\$3,342	\$1,794	\$1,548	86.3%	\$2,069	\$1,273	61.5%
28 Day	\$555,450	\$466,779	\$88,671	19.0%	\$538,481	\$16,969	3.2%
Total Revenue	\$716,487	\$573,814	\$142,673	24.9%	\$660,765	\$55,722	8.4%
Average Rates							
Cash	\$42.39	\$37.44	\$4.95	13.2%	\$39.82	\$2.57	6.5%
Comp	\$51.42	\$34.40	\$17.02	49.5%	\$36.95	\$14.47	39.2%
28 Day	\$26.12	\$21.69	\$4.43	20.4%	\$23.30	\$2.82	12.1%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

January 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	18,875	15,343	3,532	23.0%	16,000	2,875	18.0%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,819	9,222	(403)	-4.4%	9,909	(1,090)	-11.0%
Total Occupied Rooms	27,694	24,564	3,130	12.7%	25,909	1,785	6.9%
Vacant	8,857	(3,825)	12,682	-331.5%	8,110	747	9.2%
Total Available Rooms	36,551	20,739	15,812	76.2%	34,019	2,532	7.4%
Percentage of Occupancy							
Cash	51.6%	74.0%	(22.4)	-30.3%	47.0%	4.6	9.8%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	24.1%	44.5%	(20.4)	-45.8%	29.1%	(5.0)	-17.2%
Total Occupancy Percentage	75.8%	118.4%	(42.6)	-36.0%	76.2%	(0.4)	-0.5%
Vacant	24.2%	-18.4%	42.6	-231.5%	23.8%	0.4	1.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$5,186,047	\$4,163,851	\$1,022,196	24.5%	\$4,663,961	\$522,086	11.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$838,491	\$930,300	(\$91,809)	-9.9%	\$1,073,727	(\$235,236)	-21.9%
Total Revenue	\$6,024,538	\$5,094,150	\$930,388	18.3%	\$5,737,688	\$286,850	5.0%
Average Rates							
Cash	\$274.76	\$271.39	\$3.37	1.2%	\$291.50	(\$16.74)	-5.7%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$95.08	\$100.88	(\$5.80)	-5.7%	\$108.36	(\$13.28)	-12.3%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

February 2023

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Taxable Room Revenues	\$31,994,263	\$28,339,321	\$3,654,942	12.9%	\$31,286,558	\$707,705	2.3%
Occupied Rooms - Cash	230,773	215,674	15,099	7.0%	225,634	5,139	2.3%
Average Rate - Cash	\$138.64	\$131.40	\$7.24	5.5%	\$138.66	(\$0.02)	0.0%
Occupied Rooms							
Cash	230,773	215,674	15,099	7.0%	225,634	5,139	2.3%
Comp	60,687	59,765	922	1.5%	62,938	(2,251)	(3.6%)
28 Day	82,201	84,430	(2,229)	(2.6%)	92,677	(10,476)	(11.3%)
Total Occupied Rooms	373,661	359,869	13,792	3.8%	381,249	(7,588)	(2.0%)
Percentage of Occupancy							
Cash	38.7%	36.1%	2.6	7.2%	37.3%	1.4	3.8%
Comp	10.2%	10.0%	0.2	2.0%	10.4%	(0.2)	(1.9%)
28 Day	13.8%	14.1%	(0.3)	(2.1%)	15.3%	(1.5)	(9.8%)
Total Percentage of Occupancy	62.6%	60.3%	2.3	3.8%	63.1%	(0.5)	(0.8%)
Market Segments							
Occupied Rooms - Cash							
Hotels	187,044	172,963	14,081	8.1%	182,139	4,905	2.7%
Motels	13,724	20,179	(6,455)	(32.0%)	19,704	(5,980)	(30.3%)
28 Day Motels	3,978	3,942	36	0.9%	4,234	(256)	(6.0%)
R.V. Parks	3,725	3,126	599	19.2%	3,358	367	10.9%
Vacation Rentals	17,238	13,160	4,078	31.0%	13,724	3,514	25.6%
Timehares	5,064	2,304	2,760	119.8%	2,475	2,589	104.6%
Home Owner Rentals	-	-	-	0.0%	-	-	0.0%
Total Occupied - Cash	230,773	215,674	15,099	7.0%	225,634	5,139	2.3%
Percentage of Occupancy - Cash							
Hotels	44.8%	40.7%	4.1	10.1%	43.8%	1.0	2.3%
Motels	44.8%	50.4%	(5.6)	(11.1%)	49.9%	(5.1)	(10.2%)
28 Day Motels	6.0%	5.8%	0.2	3.4%	6.3%	(0.3)	(4.8%)
R.V. Parks	9.4%	7.7%	1.7	22.1%	8.4%	1.0	11.9%
Vacation Rentals	53.4%	70.3%	(16.9)	(24.0%)	44.6%	8.8	19.7%
Timeshares	45.8%	48.0%	(2.2)	(4.6%)	22.5%	23.3	
Home Owner Rentals	0.0%	0.0%	0.0	0.0%	0.0%	0.0	0.0%
Total Occupancy Percentage - Cash	38.7%	36.1%	2.6	7.2%	37.3%	1.4	3.8%
Average Rates - Cash							
Hotels	\$140.20	\$132.76	\$7.44	5.6%	\$139.80	\$0.40	0.3%
Motels	\$70.21	\$73.06	(\$2.85)	(3.9%)	\$72.66	(\$2.45)	(3.4%)
28 Day Motels	\$47.38	\$39.97	\$7.41	18.5%	\$42.93	\$4.45	10.4%
R.V. Parks	\$42.32	\$41.47	\$0.85	2.0%	\$44.00	(\$1.68)	(3.8%)
Vacation Rentals	\$232.47	\$248.98	(\$16.51)	(6.6%)	\$267.43	(\$34.96)	(13.1%)
Timeshares	\$89.65	\$147.24	(\$57.59)	(39.1%)	\$158.15	(\$68.50)	(43.3%)
Home Owner Rentals	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
Total Cash Average Rate	\$138.64	\$131.40	\$7.24	5.5%	\$138.66	(\$0.02)	0.0%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	230,773	215,674	15,099	7.0%	225,634	5,139	2.3%
Comp	60,687	59,765	922	1.5%	62,938	(2,251)	(3.6%)
28 Day	82,201	84,430	(2,229)	(2.6%)	92,677	(10,476)	(11.3%)
Total Occupied Rooms	373,661	359,869	13,792	3.8%	381,249	(7,588)	(2.0%)
Vacant	222,831	237,355	(14,524)	(6.1%)	222,859	(28)	0.0%
Total Available Rooms	596,492	597,224	(732)	(0.1%)	604,108	(7,616)	(1.3%)
Percentage of Occupancy							
Cash	38.7%	36.1%	2.6	7.2%	37.3%	1.4	3.8%
Comp	10.2%	10.0%	0.2	2.0%	10.4%	(0.2)	(1.9%)
28 Day	13.8%	14.1%	(0.3)	(2.1%)	15.3%	(1.5)	(9.8%)
Total Occupancy Percentage	62.6%	60.3%	2.3	3.8%	63.1%	(0.5)	(0.8%)
Vacant	37.4%	39.7%	(2.3)	(5.8%)	36.9%	0.5	1.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$31,994,263	\$28,339,321	\$3,654,942	12.9%	\$31,286,558	\$707,705	2.3%
Comp	\$8,688,732	\$7,519,166	\$1,169,566	15.6%	\$8,505,412	\$183,320	2.2%
28 Day	\$3,310,031	\$3,229,741	\$80,290	2.5%	\$3,913,800	(\$603,769)	(15.4%)
Total Revenue	\$43,993,026	\$39,088,228	\$4,904,798	12.5%	\$43,705,770	\$287,256	0.7%
Average Rates							
Cash	\$138.64	\$131.40	\$7.24	5.5%	\$138.66	(\$0.02)	0.0%
Comp	\$143.17	\$125.81	\$17.36	13.8%	\$135.14	\$8.03	5.9%
28 Day	\$40.27	\$38.25	\$2.02	5.3%	\$42.23	(\$1.96)	(4.6%)

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	187,044	172,963	14,081	8.1%	182,139	4,905	2.7%
Comp	60,605	59,655	950	1.6%	62,820	(2,215)	(3.5%)
28 Day	4,311	7,748	(3,437)	(44.4%)	8,240	(3,929)	(47.7%)
Total Occupied Rooms	251,960	240,366	11,594	4.8%	253,199	(1,239)	(0.5%)
Vacant	165,260	184,562	(19,302)	(10.5%)	162,953	2,307	1.4%
Total Available Rooms	417,220	424,928	(7,708)	(1.8%)	416,152	1,068	0.3%
Percentage of Occupancy							
Cash	44.8%	40.7%	4.1	10.1%	43.8%	1.0	2.3%
Comp	14.5%	14.0%	0.5	3.6%	15.1%	(0.6)	(4.0%)
28 Day	1.0%	1.8%	(0.8)	(44.4%)	2.0%	(1.0)	(50.0%)
Total Occupancy Percentage	60.4%	56.6%	3.8	6.7%	60.8%	(0.4)	(0.7%)
Vacant	39.6%	43.4%	(3.8)	(8.8%)	39.2%	0.4	1.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$26,223,371	\$22,962,006	\$3,261,365	14.2%	\$25,463,758	\$759,613	3.0%
Comp	\$8,684,023	\$7,512,195	\$1,171,828	15.6%	\$8,497,324	\$186,699	2.2%
28 Day	\$441,967	\$645,323	(\$203,356)	(31.5%)	\$737,142	(\$295,175)	(40.0%)
Total Revenue	\$35,349,361	\$31,119,523	\$4,229,838	13.6%	\$34,698,224	\$651,137	1.9%
Average Rates							
Cash	\$140.20	\$132.76	\$7.44	5.6%	\$139.80	\$0.40	0.3%
Comp	\$143.29	\$125.93	\$17.36	13.8%	\$135.26	\$8.03	5.9%
28 Day	\$102.52	\$83.29	\$19.23	23.1%	\$89.46	\$13.06	14.6%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	13,724	20,179	(6,455)	(32.0%)	19,704	(5,980)	(30.3%)
Comp	11	23	(12)	(52.7%)	25	(14)	(56.0%)
28 Day	3,771	3,224	547	17.0%	3,463	308	8.9%
Total Occupied Rooms	17,506	23,426	(5,920)	(25.3%)	23,192	(5,686)	(24.5%)
Vacant	13,114	16,586	(3,472)	(20.9%)	16,262	(3,148)	(19.4%)
Total Available Rooms	30,620	40,012	(9,392)	(23.5%)	39,454	(8,834)	(22.4%)
Percentage of Occupancy							
Cash	44.8%	50.4%	(5.6)	(11.1%)	49.9%	(5.1)	(10.2%)
Comp	0.0%	0.1%	(0.1)	(100.0%)	0.1%	(0.1)	(100.0%)
28 Day	12.3%	8.1%	4.2	51.9%	8.8%	3.5	39.8%
Total Occupancy Percentage	57.2%	58.5%	(1.3)	(2.2%)	58.8%	(1.6)	(2.7%)
Vacant	42.8%	41.5%	1.3	3.1%	41.2%	1.6	3.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$963,569	\$1,474,231	(\$510,662)	(34.6%)	\$1,431,640	(\$468,071)	(32.7%)
Comp	\$1,375	\$2,709	(\$1,334)	(49.2%)	\$3,170	(\$1,795)	(56.6%)
28 Day	\$166,063	\$138,824	\$27,239	19.6%	\$160,174	\$5,889	3.7%
Total Revenue	\$1,131,007	\$1,615,764	(\$484,757)	(30.0%)	\$1,594,984	(\$463,977)	(29.1%)
Average Rates							
Cash	\$70.21	\$73.06	(\$2.85)	(3.9%)	\$72.66	(\$2.45)	(3.4%)
Comp	\$125.00	\$116.38	\$8.62	7.4%	\$126.80	(\$1.80)	(1.4%)
28 Day	\$44.04	\$43.06	\$0.98	2.3%	\$46.25	(\$2.21)	(4.8%)

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	3,978	3,942	36	0.9%	4,234	(256)	(6.0%)
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	47,015	45,935	1,080	2.4%	49,619	(2,604)	(5.2%)
Total Occupied Rooms	50,993	49,876	1,117	2.2%	53,853	(2,860)	(5.3%)
Vacant	14,804	18,528	(3,724)	(20.1%)	13,022	1,782	13.7%
Total Available Rooms	65,797	68,404	(2,607)	(3.8%)	66,875	(1,078)	(1.6%)
Percentage of Occupancy							
Cash	6.0%	5.8%	0.2	3.4%	6.3%	(0.3)	(4.8%)
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	71.5%	67.2%	4.3	6.4%	74.2%	(2.7)	(3.6%)
Total Occupancy Percentage	77.5%	72.9%	4.6	6.3%	80.5%	(3.0)	(3.7%)
Vacant	22.5%	27.1%	(4.6)	(17.0%)	19.5%	3.0	15.4%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$188,461	\$157,547	\$30,914	19.6%	\$181,752	\$6,709	3.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,398,063	\$1,138,965	\$259,098	22.7%	\$1,473,196	(\$75,133)	(5.1%)
Total Revenue	\$1,586,524	\$1,296,512	\$290,012	22.4%	\$1,654,948	(\$68,424)	(4.1%)
Average Rates							
Cash	\$47.38	\$39.97	\$7.41	18.5%	\$42.93	\$4.45	10.4%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$29.74	\$24.80	\$4.94	19.9%	\$29.69	\$0.05	0.2%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	3,725	3,126	599	19.2%	3,358	367	10.9%
Comp	71	87	(16)	(18.0%)	93	(22)	(23.7%)
28 Day	19,045	18,283	762	4.2%	21,430	(2,385)	(11.1%)
Total Occupied Rooms	22,841	21,496	1,345	6.3%	24,881	(2,040)	(8.2%)
Vacant	16,667	18,852	(2,185)	(11.6%)	14,991	1,676	11.2%
Total Available Rooms	39,508	40,348	(840)	(2.1%)	39,872	(364)	(0.9%)
Percentage of Occupancy							
Cash	9.4%	7.7%	1.7	22.1%	8.4%	1.0	11.9%
Comp	0.2%	0.2%	-	0.0%	0.2%	-	0.0%
28 Day	48.2%	45.3%	2.9	6.4%	53.7%	(5.5)	(10.2%)
Total Occupancy Percentage	57.8%	53.3%	4.5	8.4%	62.4%	(4.6)	(7.4%)
Vacant	42.2%	46.7%	(4.5)	(9.6%)	37.6%	4.6	12.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$157,634	\$129,637	\$27,997	21.6%	\$147,745	\$9,889	6.7%
Comp	\$3,334	\$4,263	(\$929)	(21.8%)	\$4,918	(\$1,584)	(32.2%)
28 Day	\$537,746	\$416,175	\$121,571	29.2%	\$515,988	\$21,758	4.2%
Total Revenue	\$698,714	\$550,074	\$148,640	27.0%	\$668,651	\$30,063	4.5%
Average Rates							
Cash	\$42.32	\$41.47	\$0.85	2.0%	\$44.00	(\$1.68)	(3.8%)
Comp	\$46.96	\$49.23	(\$2.27)	(4.6%)	\$52.88	(\$5.92)	(11.2%)
28 Day	\$28.24	\$22.76	\$5.48	24.1%	\$24.08	\$4.16	17.3%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	17,238	13,160	4,078	31.0%	13,724	3,514	25.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,059	9,240	(1,181)	(12.8%)	9,925	(1,866)	(18.8%)
Total Occupied Rooms	25,297	22,401	2,896	12.9%	23,649	1,648	7.0%
Vacant	7,005	(3,669)	10,674	(290.9%)	7,106	(101)	(1.4%)
Total Available Rooms	32,302	18,732	13,570	72.4%	30,755	1,547	5.0%
Percentage of Occupancy							
Cash	53.4%	70.3%	(16.9)	(24.0%)	44.6%	8.8	19.7%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	24.9%	49.3%	(24.4)	(49.5%)	32.3%	(7.4)	(22.9%)
Total Occupancy Percentage	78.3%	119.6%	(41.3)	(34.5%)	76.9%	1.4	1.8%
Vacant	21.7%	-19.6%	41.3	(210.7%)	23.1%	(1.4)	(6.1%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$4,007,256	\$3,276,630	\$730,626	22.3%	\$3,670,236	\$337,020	9.2%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$766,192	\$890,455	(\$124,263)	(14.0%)	\$1,027,300	(\$261,108)	(25.4%)
Total Revenue	\$4,773,448	\$4,167,086	\$606,362	14.6%	\$4,697,536	\$75,912	1.6%
Average Rates							
Cash	\$232.47	\$248.98	(\$16.51)	(6.6%)	\$267.43	(\$34.96)	(13.1%)
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$95.07	\$96.37	(\$1.30)	(1.3%)	\$103.51	(\$8.44)	(8.2%)

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	5,064	2,304	2,760	119.8%	2,475	2,589	104.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	5,064	2,304	2,760	119.8%	2,475	2,589	104.6%
Vacant	5,981	2,496	3,485	139.6%	8,525	(2,544)	(29.8%)
Total Available Rooms	11,045	4,800	6,245	130.1%	11,000	45	0.4%
Percentage of Occupancy							
Cash	45.8%	48.0%	(2.2)	(4.6%)	22.5%	23.3	103.6%
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	45.8%	48.0%	(2.2)	(4.6%)	22.5%	23.3	103.6%
Vacant	54.2%	52.0%	2.2	4.2%	77.5%	(23.3)	(30.1%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$453,972	\$339,269	\$114,703	33.8%	\$391,427	\$62,545	16.0%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$453,972	\$339,269	\$114,703	33.8%	\$391,427	\$62,545	16.0%
Average Rates							
Cash	\$89.65	\$147.24	(\$57.59)	(39.1%)	\$158.15	(\$68.50)	(43.3%)
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

March 2023

Description	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Taxable Room Revenues	\$33,890,495	\$27,688,192	\$6,202,303	22.4%	\$35,427,078	(\$1,536,583)	(4.3%)
Occupied Rooms - Cash	260,733	224,995	35,738	15.9%	276,322	(15,589)	(5.6%)
Average Rate - Cash	\$129.98	\$123.06	\$6.92	5.6%	\$128.21	\$1.77	1.4%
Occupied Rooms							
Cash	260,733	224,995	35,738	15.9%	276,322	(15,589)	(5.6%)
Comp	56,045	61,073	(5,028)	(8.2%)	64,616	(8,571)	(13.3%)
28 Day	91,721	105,157	(13,436)	(12.8%)	119,250	(27,529)	(23.1%)
Total Occupied Rooms	408,499	391,225	17,274	4.4%	460,188	(51,689)	(11.2%)
Percentage of Occupancy							
Cash	38.2%	33.3%	4.9	14.7%	39.8%	(1.6)	(4.0%)
Comp	8.2%	9.0%	(0.8)	(8.9%)	9.3%	(1.1)	(11.8%)
28 Day	13.4%	15.6%	(2.2)	(14.1%)	17.2%	(3.8)	(22.1%)
Total Percentage of Occupancy	59.8%	57.9%	1.9	3.3%	66.3%	(6.5)	(9.8%)
Market Segments							
Occupied Rooms - Cash							
Hotels	211,771	175,392	36,379	20.7%	221,747	(9,976)	(4.5%)
Motels	15,841	20,249	(4,408)	(21.8%)	22,002	(6,161)	(28.0%)
28 Day Motels	4,590	5,329	(739)	(13.9%)	5,115	(525)	(10.3%)
R.V. Parks	4,600	5,683	(1,083)	(19.1%)	7,589	(2,989)	(39.4%)
Vacation Rentals	16,973	13,690	3,283	24.0%	14,808	2,165	14.6%
Timehares	5,127	2,423	2,704	111.6%	2,311	2,816	121.9%
Home Owner Rentals	1,831	2,230	(399)	0.0%	2,750	(919)	0.0%
Total Occupied - Cash	260,733	224,995	35,738	15.9%	276,322	(15,589)	(5.6%)
Percentage of Occupancy - Cash							
Hotels	45.3%	37.3%	8.0	21.4%	47.5%	(2.2)	(4.6%)
Motels	45.2%	45.7%	(0.5)	(1.1%)	51.2%	(6.0)	(11.7%)
28 Day Motels	6.4%	7.0%	(0.6)	(8.6%)	6.8%	(0.4)	(5.9%)
R.V. Parks	10.5%	12.7%	(2.2)	(17.3%)	17.2%	(6.7)	(39.0%)
Vacation Rentals	47.6%	66.0%	(18.4)	(27.9%)	42.8%	4.8	11.2%
Timeshares	41.3%	50.5%	(9.2)	(18.2%)	19.1%	22.2	
Home Owner Rentals	10.9%	14.4%	(3.5)	(24.3%)	14.9%	(4.0)	(26.8%)
Total Occupancy Percentage - Cash	38.2%	33.3%	4.9	14.7%	39.8%	(1.6)	(4.0%)
Average Rates - Cash							
Hotels	\$133.04	\$124.24	\$8.80	7.1%	\$129.49	\$3.55	2.7%
Motels	\$67.77	\$65.57	\$2.20	3.4%	\$72.94	(\$5.17)	(7.1%)
28 Day Motels	\$47.04	\$45.28	\$1.76	3.9%	\$41.94	\$5.10	12.2%
R.V. Parks	\$38.28	\$42.46	(\$4.18)	(9.8%)	\$32.43	\$5.85	18.0%
Vacation Rentals	\$202.58	\$226.90	(\$24.32)	(10.7%)	\$226.04	(\$23.46)	(10.4%)
Timeshares	\$54.12	\$113.95	(\$59.83)	(52.5%)	\$150.56	(\$96.44)	(64.1%)
Home Owner Rentals	\$292.75	\$316.11	(\$23.36)	0.0%	\$346.44	(\$53.69)	(15.5%)
Total Cash Average Rate	\$129.98	\$123.06	\$6.92	5.6%	\$128.21	\$1.77	1.4%

Reno-Sparks Convention and Visitors Authority

Combined Room Statistics

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	260,733	224,995	35,738	15.9%	276,322	(15,589)	(5.6%)
Comp	56,045	61,073	(5,028)	(8.2%)	64,616	(8,571)	(13.3%)
28 Day	91,721	105,157	(13,436)	(12.8%)	119,250	(27,529)	(23.1%)
Total Occupied Rooms	408,499	391,225	17,274	4.4%	460,188	(51,689)	(11.2%)
Vacant	274,373	284,943	(10,570)	(3.7%)	234,271	40,102	17.1%
Total Available Rooms	682,872	676,168	6,704	1.0%	694,459	(11,587)	(1.7%)
Percentage of Occupancy							
Cash	38.2%	33.3%	4.9	14.7%	39.8%	(1.6)	(4.0%)
Comp	8.2%	9.0%	(0.8)	(8.9%)	9.3%	(1.1)	(11.8%)
28 Day	13.4%	15.6%	(2.2)	(14.1%)	17.2%	(3.8)	(22.1%)
Total Occupancy Percentage	59.8%	57.9%	1.9	3.3%	66.3%	(6.5)	(9.8%)
Vacant	40.2%	42.1%	(1.9)	(4.5%)	33.7%	6.5	19.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$33,890,495	\$27,688,192	\$6,202,303	22.4%	\$35,427,078	(\$1,536,583)	(4.3%)
Comp	\$7,868,244	\$6,833,053	\$1,035,191	15.1%	\$8,447,490	(\$579,246)	(6.9%)
28 Day	\$3,761,358	\$3,707,552	\$53,806	1.5%	\$5,758,852	(\$1,997,494)	(34.7%)
Total Revenue	\$45,520,097	\$38,228,797	\$7,291,300	19.1%	\$49,633,420	(\$4,113,323)	(8.3%)
Average Rates							
Cash	\$129.98	\$123.06	\$6.92	5.6%	\$128.21	\$1.77	1.4%
Comp	\$140.39	\$111.88	\$28.51	25.5%	\$130.73	\$9.66	7.4%
28 Day	\$41.01	\$35.26	\$5.75	16.3%	\$48.29	(\$7.28)	(15.1%)

Reno-Sparks Convention and Visitors Authority

Hotel Statistics

February 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	211,771	175,392	36,379	20.7%	221,747	(9,976)	(4.5%)
Comp	55,931	60,986	(5,055)	(8.3%)	64,469	(8,538)	(13.2%)
28 Day	5,158	8,672	(3,514)	(40.5%)	28,412	(23,254)	(81.8%)
Total Occupied Rooms	272,860	245,049	27,811	11.3%	314,628	(41,768)	(13.3%)
Vacant	195,035	225,407	(30,372)	(13.5%)	152,428	42,607	28.0%
Total Available Rooms	467,895	470,456	(2,561)	(0.5%)	467,056	839	0.2%
Percentage of Occupancy							
Cash	45.3%	37.3%	8.0	21.4%	47.5%	(2.2)	(4.6%)
Comp	12.0%	13.0%	(1.0)	(7.7%)	13.8%	(1.8)	(13.0%)
28 Day	1.1%	1.8%	(0.7)	(38.9%)	6.1%	(5.0)	(82.0%)
Total Occupancy Percentage	58.3%	52.1%	6.2	11.9%	67.4%	(9.1)	(13.5%)
Vacant	41.7%	47.9%	(6.2)	(12.9%)	32.6%	9.1	27.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$28,173,054	\$21,790,697	\$6,382,357	29.3%	\$28,713,624	(\$540,570)	(1.9%)
Comp	\$7,859,710	\$6,826,932	\$1,032,778	15.1%	\$8,438,924	(\$579,214)	(6.9%)
28 Day	\$529,923	\$657,562	(\$127,639)	(19.4%)	\$2,375,257	(\$1,845,334)	(77.7%)
Total Revenue	\$36,562,687	\$29,275,191	\$7,287,496	24.9%	\$39,527,805	(\$2,965,118)	(7.5%)
Average Rates							
Cash	\$133.04	\$124.24	\$8.80	7.1%	\$129.49	\$3.55	2.7%
Comp	\$140.53	\$111.94	\$28.59	25.5%	\$130.90	\$9.63	7.4%
28 Day	\$102.74	\$75.83	\$26.91	35.5%	\$83.60	\$19.14	22.9%

Reno-Sparks Convention and Visitors Authority

Motel Statistics

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	15,841	20,249	(4,408)	(21.8%)	22,002	(6,161)	(28.0%)
Comp	23	29	(6)	(20.3%)	24	(1)	(4.2%)
28 Day	4,435	4,388	47	1.1%	3,233	1,202	37.2%
Total Occupied Rooms	20,299	24,665	(4,366)	(17.7%)	25,259	(4,960)	(19.6%)
Vacant	14,784	19,634	(4,850)	(24.7%)	17,737	(2,953)	(16.6%)
Total Available Rooms	35,083	44,299	(9,216)	(20.8%)	42,996	(7,913)	(18.4%)
Percentage of Occupancy							
Cash	45.2%	45.7%	(0.5)	(1.1%)	51.2%	(6.0)	(11.7%)
Comp	0.1%	0.1%	-	0.0%	0.1%	-	0.0%
28 Day	12.6%	9.9%	2.7	27.3%	7.5%	5.1	68.0%
Total Occupancy Percentage	57.9%	55.7%	2.2	3.9%	58.7%	(0.8)	(1.4%)
Vacant	42.1%	44.3%	(2.2)	(5.0%)	41.3%	0.8	1.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$1,073,612	\$1,327,641	(\$254,029)	(19.1%)	\$1,604,908	(\$531,296)	(33.1%)
Comp	\$2,875	\$3,359	(\$484)	(14.4%)	\$2,959	(\$84)	(2.8%)
28 Day	\$226,808	\$210,911	\$15,897	7.5%	\$152,670	\$74,138	48.6%
Total Revenue	\$1,303,295	\$1,541,910	(\$238,615)	(15.5%)	\$1,760,537	(\$457,242)	(26.0%)
Average Rates							
Cash	\$67.77	\$65.57	\$2.20	3.4%	\$72.94	(\$5.17)	(7.1%)
Comp	\$125.00	\$116.38	\$8.62	7.4%	\$123.29	\$1.71	1.4%
28 Day	\$51.14	\$48.07	\$3.07	6.4%	\$47.22	\$3.92	8.3%

Reno-Sparks Convention and Visitors Authority

28 Day Motel Statistics

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	4,590	5,329	(739)	(13.9%)	5,115	(525)	(10.3%)
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	51,018	56,031	(5,013)	(8.9%)	55,042	(4,024)	(7.3%)
Total Occupied Rooms	55,608	61,360	(5,752)	(9.4%)	60,157	(4,549)	(7.6%)
Vacant	15,646	14,373	1,273	8.9%	14,897	749	5.0%
Total Available Rooms	71,254	75,733	(4,479)	(5.9%)	75,054	(3,800)	(5.1%)
Percentage of Occupancy							
Cash	6.4%	7.0%	(0.6)	(8.6%)	6.8%	(0.4)	(5.9%)
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	71.6%	74.0%	(2.4)	(3.2%)	73.3%	(1.7)	(2.3%)
Total Occupancy Percentage	78.0%	81.0%	(3.0)	(3.7%)	80.2%	(2.2)	(2.7%)
Vacant	22.0%	19.0%	3.0	15.8%	19.8%	2.2	11.1%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$215,924	\$241,320	(\$25,396)	(10.5%)	\$214,522	\$1,402	0.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$1,536,757	\$1,328,255	\$208,502	15.7%	\$1,581,186	(\$44,429)	(2.8%)
Total Revenue	\$1,752,681	\$1,569,574	\$183,107	11.7%	\$1,795,708	(\$43,027)	(2.4%)
Average Rates							
Cash	\$47.04	\$45.28	\$1.76	3.9%	\$41.94	\$5.10	12.2%
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$30.12	\$23.71	\$6.41	27.0%	\$28.73	\$1.39	4.8%

Reno-Sparks Convention and Visitors Authority

RV Park Statistics

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	4,600	5,683	(1,083)	(19.1%)	7,589	(2,989)	(39.4%)
Comp	83	59	24	41.5%	122	(39)	(32.0%)
28 Day	21,865	24,437	(2,572)	(10.5%)	21,234	631	3.0%
Total Occupied Rooms	26,548	30,179	(3,631)	(12.0%)	28,945	(2,397)	(8.3%)
Vacant	17,193	14,492	2,701	18.6%	15,199	1,994	13.1%
Total Available Rooms	43,741	44,671	(930)	(2.1%)	44,144	(403)	(0.9%)
Percentage of Occupancy							
Cash	10.5%	12.7%	(2.2)	(17.3%)	17.2%	(6.7)	(39.0%)
Comp	0.2%	0.1%	0.1	100.0%	0.3%	(0.1)	(33.3%)
28 Day	50.0%	54.7%	(4.7)	(8.6%)	48.1%	1.9	4.0%
Total Occupancy Percentage	60.7%	67.6%	(6.9)	(10.2%)	65.6%	(4.9)	(7.5%)
Vacant	39.3%	32.4%	6.9	21.3%	34.4%	4.9	14.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$176,074	\$241,295	(\$65,221)	(27.0%)	\$246,131	(\$70,057)	(28.5%)
Comp	\$4,549	\$2,763	\$1,786	64.7%	\$5,208	(\$659)	(12.7%)
28 Day	\$600,084	\$466,390	\$133,694	28.7%	\$565,798	\$34,286	6.1%
Total Revenue	\$780,707	\$710,448	\$70,259	9.9%	\$817,137	(\$36,430)	(4.5%)
Average Rates							
Cash	\$38.28	\$42.46	(\$4.18)	(9.8%)	\$32.43	\$5.85	18.0%
Comp	\$54.81	\$47.10	\$7.71	16.4%	\$42.69	\$12.12	28.4%
28 Day	\$27.44	\$19.09	\$8.35	43.7%	\$26.65	\$0.79	3.0%

Reno-Sparks Convention and Visitors Authority

Vacation Rental Statistics

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	16,973	13,690	3,283	24.0%	14,808	2,165	14.6%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	8,111	9,883	(1,772)	(17.9%)	10,192	(2,081)	(20.4%)
Total Occupied Rooms	25,084	23,572	1,512	6.4%	25,000	84	0.3%
Vacant	10,571	(2,833)	13,404	(473.1%)	9,584	987	10.3%
Total Available Rooms	35,655	20,739	14,916	71.9%	34,584	1,071	3.1%
Percentage of Occupancy							
Cash	47.6%	66.0%	(18.4)	(27.9%)	42.8%	4.8	11.2%
Comp	0.0%	0.0%	-	0.0%	0.0%	-	0.0%
28 Day	22.7%	47.7%	(25.0)	(52.4%)	29.5%	(6.8)	(23.1%)
Total Occupancy Percentage	70.4%	113.7%	(43.3)	(38.1%)	72.3%	(1.9)	(2.6%)
Vacant	29.6%	-13.7%	43.3	(316.1%)	27.7%	1.9	6.9%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$3,438,344	\$3,106,235	\$332,109	10.7%	\$3,347,235	\$91,109	2.7%
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$729,820	\$874,708	(\$144,888)	(16.6%)	\$962,868	(\$233,048)	(24.2%)
Total Revenue	\$4,168,164	\$3,980,942	\$187,222	4.7%	\$4,310,103	(\$141,939)	(3.3%)
Average Rates							
Cash	\$202.58	\$226.90	(\$24.32)	(10.7%)	\$226.04	(\$23.46)	(10.4%)
Comp	\$0.00	\$0.00	\$0.00	0.0%	\$0.00	\$0.00	0.0%
28 Day	\$89.98	\$88.51	\$1.47	1.7%	\$94.47	(\$4.49)	(4.8%)

Reno-Sparks Convention and Visitors Authority

Timeshare Statistics

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	5,127	2,423	2,704	111.6%	2,311	2,816	121.9%
Comp	-	-	-	0.0%	-	-	0.0%
28 Day	-	-	-	0.0%	-	-	0.0%
Total Occupied Rooms	5,127	2,423	2,704	111.6%	2,311	2,816	121.9%
Vacant	7,290	2,377	4,913	206.7%	9,796	(2,506)	(25.6%)
Total Available Rooms	12,417	4,800	7,617	158.7%	12,107	310	2.6%
Percentage of Occupancy							
Cash	41.3%	50.5%	(9.2)	(18.2%)	19.1%	22.2	116.2%
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	41.3%	50.5%	(9.2)	(18.2%)	19.1%	22.2	116.2%
Vacant	58.7%	49.5%	9.2	18.6%	80.9%	(22.2)	(27.4%)
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%	100.0%	-	0.0%
Revenue							
Cash - Taxable	\$277,457	\$276,156	\$1,301	0.5%	\$347,944	(\$70,487)	(20.3%)
Comp	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
28 Day	\$0	\$0	\$0	0.0%	\$0	\$0	0.0%
Total Revenue	\$277,457	\$276,156	\$1,301	0.5%	\$347,944	(\$70,487)	(20.3%)
Average Rates							
Cash	\$54.12	\$113.95	(\$59.83)	(52.5%)	\$150.56	(\$96.44)	(64.1%)
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

March 2023

	Actual	Budget	Increase (Decrease)		Last Year	Increase (Decrease)	
			\$	%		\$	%
Occupied Rooms							
Cash	1,831	2,230	(399)	(0.18)	2,750.00	(919.00)	(0.33)
Comp	8	-	8	1.00	1.00	7.00	7.00
28 Day	1,134	1,747	(613)	(0.35)	1,137.00	(3.00)	(0.00)
Total Occupied Rooms	2,973	3,976	(1,003)	(0.25)	3,888.00	(915.00)	(0.24)
Vacant	13,854	11,494	2,360	0.21	14,630.00	(776.00)	(0.05)
Total Available Rooms	16,827	15,470	1,357	0.09	18,518.00	(1,691.00)	(0.09)
Percentage of Occupancy							
Cash	0.11	0.14	(3.50)	(0.24)	0.15	(4.00)	(0.27)
Comp	-	-	-	-	-	-	-
28 Day	0.07	0.11	(4.60)	(0.41)	0.06	0.60	0.10
Total Occupancy Percentage	0.18	0.26	(8.00)	(0.31)	0.21	(3.30)	(0.16)
Vacant	0.82	0.74	8.00	0.11	0.79	3.30	0.04
Total (must equal 100.0%)	1.00	1.00	-	-	1.00	-	-
Revenue							
Cash - Taxable	536,030.00	704,848.57	(168,818.57)	(0.24)	952,714.00	(416,684.00)	(0.44)
Comp	1,110.00	-	1,110.00	1.00	399.00	711.00	1.78
28 Day	137,966.00	169,726.43	(31,760.43)	(0.19)	121,073.00	16,893.00	0.14
Total Revenue	675,106.00	874,575.01	(199,469.01)	(0.23)	1,074,186.00	(399,080.00)	(0.37)
Average Rates							
Cash	292.75	316.11	(23.36)	(0.07)	346.44	(53.69)	(0.16)
Comp	138.75	-	138.75	1.00	399.00	(260.25)	(0.65)
28 Day	121.66	97.18	24.48	0.25	106.48	15.18	0.14

To: RSCVA Board of Directors

Cc: Charlene Bybee, RSCVA Board Chair

Date: May 25, 2023

Subject: Review presentations, Discussion, and Possible Action to approve and award the Request for Proposal 2023-ADMN01 for the Reno-Sparks Convention & Visitors Authority Executive Search Firm

Executive Summary

The purpose of this agenda item is to hear presentations from selected firms from the solicitation of RFP 2023-ADMN01 Executive Search Firm.

Background

Per the request of the Board, Staff solicited proposals from qualified firms for the services of Executive Search Firm to assist in the search effort for the selection of a President and Chief Executive Officer of the RSCVA.

On April 26, 2023, two proposals were submitted to the RSCVA from: Winner Partners and DHR Global. Staff evaluated the proposals and concluded that all the necessary requirements set forth in RFP 2023-ADMN01 were met by Winner Partners and DHR Global. Two responsive proposals were received and per the request of the Board, invitations for in-person or remote presentations were extended to both firms.



The Reno-Sparks Convention & Visitors Authority is soliciting a Request for Proposals for
an
Executive Search Firm

RFP 2023-ADMN01

*Released by Jose Martinez, Director of Facilities Operations
(Wednesday, April 12, 2023)*

The Point of Contact is Jose Martinez, Director of Facilities Operations at
jmartinez@renotahoeusa.com (preferred) or call (775) 827-7768

All questions or additional information concerning the RFP document must be
Submitted to the Point of Contact.

SUBMISSION DEADLINE DATE/TIME: Wednesday, April 26, 2023, by 4:00PM PDT

Bidder Information

Company Name: DHR Global

Contact Name: Andrea Bricca

Address: HQ: 71 S. Wacker, Suite 2700

City: Chicago State: IL Zip: 60606

Phone No. +1 725-201-7627 Fax No. _____

E-Mail Address: abricca@dhrglobal.com

Signature: Andrea Bricca

Print Name: Andrea Bricca



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PLEASE NOTE THAT THIS REQUEST FOR PROPOSALS IS FOR PROFESSIONAL SERVICES AND IS THEREFORE EXEMPT FROM COMPETITIVE BIDDING REQUIREMENTS SET FORTH IN THE NEVADA REVISED STATUTES ("NRS") CHAPTER 332, AS PROVIDED IN NRS 332.115(1)(b).

I. INTRODUCTION

The Reno-Sparks Convention and Visitors Authority (RSCVA) intends to retain the services of an Executive Search Firm ("**Search Firm**") to assist in the search efforts for the selection of a President and Chief Executive Officer of the RSCVA.

The RSCVA is a local government established by Nevada Revised Statutes and is the operating instrumentality in Washoe County, Nevada for promoting conventions, tourism, and recreation.

This RFP is being issued by the RSCVA Purchasing Division, which will coordinate the review of all submissions and make recommendations to the RSCVA Board of Directors.

The selection of the Search Firm will be made by the RSCVA Board of Directors on the basis of what is most advantageous to the RSCVA and will be considered a final decision. Once the final selection has been made, the Search Firm chosen will propose an agreement which will include but not be limited to the terms set forth in this RFP. The RSCVA and the Search Firm will negotiate and finalize all terms. If the RSCVA and the selected Search Firm have not executed a negotiated Agreement within fifteen (15) days after initial submission of the Agreement, the RSCVA may terminate negotiations with that Search Firm and may initiate negotiations with an alternate.

1. SCHEDULE

Release Date	Wednesday, April 12, 2023
Question Submission	Monday, April 17, 2023, by 5:00PM PDT
Response to Questions Due	Wednesday, April 19, 2023, by 5:00PM PDT
Submission Deadline Date/Time	Wednesday, April 26, 2023, by 4:00PM PDT
Opening Date/Time	Thursday, April 27, 2023, at 2:00PM PDT
Contract Recommendations to Board of Directors	Thursday, May 25, 2023

2. PREPARATIONS OF PROPOSALS

Respondent will examine all special instructions and terms and conditions of this RFP. Failure to do so will be at the **respondent's** risk.

- 2.1 Any irregularities or lack of clarity in this RFP should be brought to the attention of the Point of Contact for correction or clarification.
- 2.2 Any addenda to this RFP issued will forthwith become an integral part of this RFP. Respondent is required to acknowledge receipt of same by signing and returning the addenda in its response.
- 2.3 Respondent will furnish the required information typed or written in ink.



- 2.4 The person signing the Proposals must initial erasures or other changes in ink.
- 2.5 In the space provided, a duly authorized representative of the respondent will sign this RFP document. (Page # 1 – Cover Sheet).
- 2.6 Respondent will proofread their Proposals carefully for errors.
- 2.7 In the event of a difference between written words and figures, the amount stated in written words will govern.
- 2.8 The RSCVA is not liable for any costs incurred by respondents prior to entering into the final agreement. Costs of developing the Proposals or any other such expenses incurred by the respondent in responding to this RFP, are entirely the responsibility of the respondent, and shall not be reimbursed in any manner by the RSCVA.
- 2.9 Any information deemed confidential or proprietary should be clearly identified by the Respondent as such. It may then be protected and treated with confidentiality only to the extent permitted by state law. Otherwise, the information shall be considered a public record. Information or data submitted with a response will not be returned.

3. SUBMISSION OF PROPOSALS

Respondent will submit its response to this RFP on the letterhead of its company, respondent establishment, corporation, etc. attached to the RFP 2023-ADMN01 document. Respondent will sign and return a copy of the ENTIRE RFP DOCUMENT marked as ORIGINAL, with one (1) duplicate hardcopy and one (1) digital copy on a flash drive, together with any addenda, in a sealed envelope to:

RSCVA Purchasing Department
Attn: Jose Martinez
4590 South Virginia Street
Reno, NV 89502

Response envelope must indicate name and address of respondent, RFP number, and Submission Deadline Date.

The RSCVA assumes no responsibility for errant or failed delivery of responses. Nothing herein **restricts the RSCVA's ability to consider any and all responses to this RFP, and to the extent that** an untimely response to this RFP is considered, it will be done at the sole discretion of the RSCVA.

Any irregularities or lack of clarity in this RFP should be brought to the attention of the Point of Contact prior to or on the date for Written Questions set forth in this Section for correction or clarification.

4. OPEN MEETING LAW

NRS 241 provides that public business will be conducted in an open meeting.

5. QUESTIONS/CLARIFICATIONS

If any questions or responses require revision to this RFP, such revisions will be by formal amendment only. Any oral or written representations made by anyone at the RSCVA that appear



to materially change any portion of this RFP will not be relied upon unless subsequently ratified by written amendment to this RFP issued by the RSCVA Purchasing Division. For determination as

to whether any representation made requires that amendment be issued, please contact the Point of Contact.

6. RSCVA NON-DISCRIMINATION POLICY

It is the policy of the RSCVA that Minority and Women Business Enterprises shall have equal opportunity to participate in the performance of RSCVA contracts. Respondent firms shall not be discriminated against on the basis of race, color, national origin, gender, age, creed, religion, sexual orientation, gender identity or expression, or any other protected category in the award and performance of any contract entered into pursuant to this advertisement.

7. RFP SUBMISSION CHECK LIST

- Complete all information on the Cover Sheet (Page 1).
- Review and address all items in Section 8 (Evaluation of Proposals), including conflict of interest.
- Complete Section 9 (Disclosure of Principals).
- Complete Section 10 (References).
- Complete Section 11 (Exceptions).
- Complete Section 12 (Insurance Requirement).
- Complete, Sign and Date Section 16 (Submission).
- Attach a proposal of services addressing needs identified in ATTACHMENT A

8. EVALUATION OF PROPOSALS

The RSCVA CEO Search Committee ("**Committee**") will review all submissions. From the submissions, at the discretion of the RSCVA Board of Directors, firms may be invited to present their proposals to the Committee, or alternatively, to the full RSCVA Board of Directors. Based upon those presentations, a selection by the RSCVA Board of Directors will be made. Possible areas of evaluation include but are not limited to:

- a. Firms should have a minimum of five (5) years of experience and a documented track record of successful placements of CEOs or other high-level executives. Further, responding firms should discuss their methodology for successful placements.
- b. Responding Search Firms should demonstrate that qualified staff is present to perform/assist in the search. Responding firms should identify key staff for the President/CEO search, indicate who will be the main point of contact for the President/CEO search, and provide appropriate biographies for such individuals.
- c. Search Firms should discuss their proposed processes for locating qualified candidates, developing the evaluation criteria, and selecting qualified candidates. Firms should also describe what they believe the key characteristics are for the next RSCVA President and CEO.
- d. Search Firms should describe the methods that will be used to identify the skill sets, personality traits, and management style of the next President/CEO. Search firms should also describe their background check process.
- e. Search Firms should describe all fees to be charged, including any terms for refund if the chosen candidate does not successfully complete a reasonable term of employment. Further, proposed fees or refund in the event the RSCVA, its Board Members or staff locate the chosen candidate.



- f. Search Firms must indicate any potential conflicts of interest in providing the services for the RSCVA.



9. DISCLOSURE OF PRINCIPALS – NAMES OF OFFICERS OR OWNERS OF CONCERN, PARTNERSHIP, ETC.

NAME David Hoffmann OFFICIAL CAPACITY Chairman/Founder

STREET ADDRESS 71 S. Wacker, Suite 2700

CITY, STATE AND ZIP CODE Chicago, IL 60606

NAME _____ OFFICIAL CAPACITY _____

STREET ADDRESS _____

CITY, STATE AND ZIP CODE _____

NAME _____ OFFICIAL CAPACITY _____

STREET ADDRESS _____

CITY, STATE AND ZIP CODE _____

NAME _____ OFFICIAL CAPACITY _____

STREET ADDRESS _____

CITY, STATE AND ZIP CODE _____

If further space is required, please attach additional sheet(s).



10. REFERENCES

***Please let us know if and when you plan to contact references as we would request the ability to give each the courtesy of letting them know to expect an outreach.**

(Must be verifiable)

References must be companies or associations contracted within the last three years for executive level searches.

Company Name: XPO Contact: Megan Staunton

Address: Greenwich, CT Phone: 203-556-5001

E-mail: megfeltonstaunton@gmail.com

Company Name: Side, Inc. Contact: Melissa Whitney

Address: San Francisco, CA Phone: 415-457-3200

E-mail: mwhitney@sidebysideyouth.org

Company Name: Baha Mar Contact: Mark Dunn

Address: The Bahamas Phone: 242-424-0950

E-mail: mark.dunn@bahamar.com

Company Name: Catholic Charities Contact: Tom Arata

Address: St Paul, MN Phone: 651-795-5713

E-mail: tom.arata@ecolab.com

Company Name: DHR Global Contact: Christopher Knipp

Address: Dallas, TX Phone: 469-208-7186

E-mail: cknipp@dhrglobal.com



11. EXCEPTIONS

Does the respondent take exception to any of the terms and conditions of this RFP and attachment thereto?

Yes X No

If yes, please indicate the specific nature of the exception or clarification in the space provided below. Attach additional sheet(s) if necessary.

Please refer to section V regarding Internal Candidates and section VII Fee Structure / Provisions / Guarantee

In our process, it is important to partner with you and have all candidates screened through the process.

It is to your benefit that all candidates are seen on equal footing.

12. INSURANCE REQUIREMENT

The agreement contemplated by this RFP requires that the successful firm maintain, during the continuance of the agreement, Workers' Compensation and Employer's Liability, General Liability and Automobile Liability, as described below against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the firm, its agents, representatives, employees or sub-respondents. At the time of execution of the agreement, successful firm agrees to furnish the RSCVA with a copy of **respondent's** Certificates of Insurance and a policy endorsement, or policy rider evidencing proof of coverage in accordance with the agreement. The cost of all such insurance shall be borne by the firm, and name the RSCVA as additionally insured in the amounts set as follows:

- a. Commercial General Liability at least as broad as Insurance Services Office policy form CG 00 01 04/13, or equivalent, providing coverage on an occurrence form for Bodily Injury, Property Damage, Liquor Liability, Independent Proposers, Personal Injury, Broad Form Property Damage, Broad Form Contractual Liability and Medical Payments. The limits of liability shall not be less than Two Million Dollars (\$2,000,000) per occurrence, Four Million Dollars (\$4,000,000) general aggregate for both bodily injury and property damage.

The policy shall include the Authority and its agents, beneficiaries, partners, employees, the County of Washoe, and the Authority of Reno as additional insureds with coverage at least as broad as Insurance Services Office (ISO) endorsement form CG 20 26 04/16.
- b. Automobile Liability at least as broad as Insurance Services Office Business Auto Coverage Form CA 00 01 04/13, or equivalent, providing coverage for Bodily Injury and Property Damage resulting from the ownership, maintenance, or use of any auto, whether owned, rented or hired or non-owned. The limit of liability shall not less than One Million Dollars (\$1,000,000) combined single limit (CSL) for bodily injury and property damage.
- c. **Workers' Compensation at least as broad as National Council on Compensation Insurance (NCCI) policy form WC 00 00 00 C 01/15, or equivalent, providing coverage meeting the requirements of the Workers' Compensation law of the State of Nevada.** To the extent such waivers are obtainable from the insurance carriers, the policy shall **include an endorsement waiving the insurance company's rights of subrogation against** the Authority, its agents, beneficiaries, partners, employees, the County of Washoe, and Authority of Reno. This endorsement shall be at least as broad as National Council on Compensation Insurance (NCCI) Waiver of Our Right to Recover from Others Endorsement form WC 00 03 13 04/84.
- d. Property insurance on an All-Risk or Special Form providing coverage for personal property of the Bidder.
- e. The Proposer shall maintain crime insurance including coverage for the loss of money, **securities, and other property by the Proposer's employees, sub-contractors** or other parties with a limit not less than \$1,000,000 per occurrence. Coverage shall be endorsed to include coverage for loss of money, securities and other property in the care, custody or control of Proposer whether in transit or at a permanent or temporary premises.
- f. All such insurance maintained by the Bidder shall be: issued by insurance companies authorized to do insurance business in the State of Nevada, issued by insurance companies with current A.M. Best financial ratings of at least A X or better satisfactory in form and substance to Authority.



All insurance and bond shall provide that the policy shall not be cancelled, nor shall coverage be reduced thereunder until after thirty (30) days written notice to Authority at Reno-Sparks Convention & Visitors Authority, Post Office Box 837, Reno, Nevada 89504-0837.

The Bidder shall deposit each policy or a certificate thereof with Authority no less than thirty (30) days prior to the start of the agreement date.

Proof of Insurance to be provided upon Notification of Award

Agent: Lorenz Pestinger Phone: 312-782-1581

13. INDEMNIFICATION

The final agreement shall provide that the successful respondent shall defend, indemnify and hold harmless the RSCVA, its directors, officers, agents and employees from and against any and all liabilities, damages, losses, claims, actions or proceedings, including, without limitation, reasonable **attorneys' fees that are caused by the negligence, errors, omissions, recklessness or intentional** misconduct of the successful respondent or its employees or agents in the performance of the agreement. The successful respondent shall use counsel reasonably acceptable to the RSCVA in carrying out the foregoing obligations. The indemnity provisions shall survive the expiration or earlier termination of the Agreement.

14. ARBITRATION

All disputes under this RFP shall be submitted to binding arbitration in accordance with the procedures of the Commercial Rules of the American Arbitration Association and judgment of the arbitrator shall be binding as a final judgment and shall be entered by a court of competent jurisdiction. Such arbitration shall be conducted in Washoe County, Nevada. The procedures specified herein shall be the sole and exclusive procedure for resolution of disputes arising out of or relating to this RFP except those instances otherwise overseen by the governing law of the State of Nevada.

15. NON-DISCRIMINATION

The firm, with regard to any work performed hereunder, shall not discriminate on the grounds of race, color, creed, religion, national origin, sex, sexual orientation, gender identity or expression, age, or any other characteristic protected by law, in the selection and retention of any employee or applicant for employment.

16. SUBMISSION

In compliance with this RFP and subject to all Terms and Conditions thereof, the undersigned offers and agrees, if this proposal is accepted, to enter into negotiations with the RSCVA to provide the services as set forth herein.

Signature: Andrea Bricca

Dated: 4/25/2023

Print Name: Andrea Bricca

Title: Managing Partner



ATTACHMENT A

Organization Overview

The Reno-Sparks Convention and Visitors Authority (RSCVA) is a government agency in the Travel/Tourism industry. Established in 1959 as the Washoe County Fair and Recreation Board, the RSCVA acts as the sales and marketing organization for the county to promote convention, leisure and group tourism business. Unlike many convention and visitors bureaus across the country, the RSCVA owns and operates several facilities designed to attract out-of-town visitors. The RSCVA is guided by a nine-member policy board, consisting of elected officials and representatives from the local resort, air service and business communities, as well as Incline Village, Nevada.

RSCVA's Vision

The **RSCVA's** vision is to be the preferred outdoor, gaming and event destination.

RSCVA's Mission Statement

Attract overnight visitors to Reno Tahoe while supporting the sustainable growth of our communities.

The RSCVA operates four local venues which host a variety of events: Reno-Sparks Convention Center, Reno Events Center, National Bowling Stadium, and Reno-Sparks Livestock Events Center.

Scope of Services

The RSCVA intends to retain a Search Firm to provide the following services¹:

- a. Create a process and timeline for the hiring process.
- b. Facilitate and conduct focus groups and/or interviews with RSCVA staff, local stakeholders, and individual RSCVA Board members to seek input regarding the qualities and skills necessary for the President/CEO position.
- c. Advise on appropriate compensation ranges and benefit packages based on research.
- d. Review the existing position description and recommend changes as necessary.
- e. Identify and actively recruit candidates.
- f. Receive resumes from applicants to determine eligibility and suitability for the President/CEO position.
- g. Provide all qualified resumes to the RSCVA for review.
- h. Conduct preliminary interviews with candidates.
- i. Conduct reference and background checks on selected candidates.
- j. Advise/assist the RSCVA Board of Directors with conducting interviews, including creation of interview questions.

¹ Any Agreement entered into by the RSCVA and the successful Executive Search Firm will provide that fees for location of a successful candidate will be waived and/or reduced if the RSCVA or one of its Board Members locates the qualified individual, and that individual is ultimately selected for the President/CEO position.



- k. Identify candidates for final interviews for the President/CEO position to be conducted at an open meeting of the Board of Directors.
- l. Attend final interviews; provide assistance and guidance to the RSCVA Board of Directors as necessary.

Response to RFP 2023-ADMN01

Proposal for President /
Chief Executive Officer



Presented to:

Reno-Sparks Convention & Visitors Authority

Presented by:

DHR Global

RenoTahoe®



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I. Cover Letter

April 25, 2023

Jose Martinez
Director of Facilities Operations
RSCVA Purchasing Department
4590 South Virginia Street
Reno, NV 89502

Dear Jose:

Thank you for the opportunity to share DHR Global's submission for the Reno-Sparks Convention & Visitor Authorities RFP. As Managing Partner of the Las Vegas Office and a member of the Hospitality Practice, Jessica asked me to take the lead should DHR be selected as your partner for this important search. Jessica and I collectively bring nearly 40 years of search experience, along with my prior search work with Reno based clients. Our colleague, Heather Smith, will be a valuable CEO Practice partner joining us along with our strong research and administrative associates. I am confident we would work well together with your team to bring an exceptional new leader to RSCVA.

DHR Global commits to providing all available resources in order to ensure a long-lasting and productive partnership. It is our pleasure to present the enclosed proposal, containing the highlights outlined below:

- **Stakeholder Involvement:** Our far-reaching experience has proven that we not only know what is happening, but we have a stake and a deep commitment to our clients. Our team approach is to partner with the Search Committee in all aspects of the search.
- **Reporting and Communication:** Our proprietary database allows for constant access to up-to-date search information, and our team prides itself on being in regular communication with our client.
- **Personal Service:** DHR is proud of providing a high-touch level of service, focused on quality, partner led engagements, often only found in small, boutique firms. DHR Partners are engaged in every step of the search process, sharing expertise and showing a commitment at the highest level.
- **Guarantee:** DHR believes in great work, and our guarantee ensures our clients' risk related to candidate longevity is mitigated.

It would be an honor to serve as your search partner and ambassador to the candidate marketplace. We welcome a collaborative partnership with RSCVA and will bring a solutions-based approach where quality, delivery, candidate experience and accountability are hallmarks of our relationship.

We stand ready to partner with RSCVA on this most important endeavor. Please let us know if you have any questions. We look forward to your feedback and continuing the conversation.

Best regards,

Andrea Bricca
Managing Partner, Las Vegas Office, DHR Global



II. About DHR Global

DHR OVERVIEW

HISTORY, SIZE & INDUSTRIES SERVED

RELEVANT SEARCHES

Founded in 1989, DHR Global has grown to one of the largest retained executive search firms in the world. DHR has been conducting CEO search engagements, succession planning and other leadership searches since our inception 32 years ago. We are the sixth largest executive search firm based in the United States. Our success is based on the satisfaction of our clients and the contribution of our candidates to increase value. As a privately held firm, we work as the industry's only global platform with a boutique touch.

160+

Global Partners

50+

Offices around the globe

83%

Repeat business

94 days

Average completion rate

99%

of candidate slates
presented to clients
are diverse

34%

of DHR Partners are
diverse and have built
relationships across
diverse networks

42%

of executives placed by
DHR are women –
which exceeds
industry standards

49%

of all searches were
filled with diverse
candidates in the
last two years

DHR is recognized as a quality driven firm that exceeds expectations by actively partnering with its clients and consistently delivering results. We have forged strong and enduring partnerships with our clients by adding world class executives to their management teams. Our search consultants are knowledgeable and experienced with cutting edge industry and functional expertise. DHR's single worldwide P&L enables DHR to draw together its full resources effectively and efficiently to best support the requirements of each individual client.

Proud to be the sixth-largest executive search firm in the world, DHR's proprietary database includes 1.4M profiles of qualified executives. We are committed to recruiting the best talent and, as a major firm with a global boutique touch, DHR's infrastructure and collaborative culture provide clients with a range of resources that smaller, boutique firms cannot. DHR utilizes a proprietary technology that integrates project management and database functionality to support our search process and effectively provide our clients with top leadership. In addition, DHR has one of the highest researcher/consultant ratios in the industry, with no geographic restrictions, creating a global network of resources, contacts, and industry expertise.



INDUSTRIES SERVED BY DHR INCLUDE:

- Advanced Technology*
- Business & Professional Services
- Consumer*
- Education
- Financial Services & Fintech*
- Healthcare
- Industrial*
- Infrastructure & Energy Funds
- Life Science
- Media & Entertainment
- Nonprofit
- Private Equity
- Real Estate
- Retail
- Sports

**DHR has experienced the highest number of successful CEO searches in Advanced Technology, Consumer, Financial Services, Industrial and Nonprofit sectors.*

While providing the reach and resources of a major firm, DHR offers clients the specialized expertise, customized services, and personalized attention of a boutique firm. We believe that great leaders make great organizations that, in turn, help change the world.

DHR has placed professionals in hundreds of US-based and international organizations. We believe success is measured not simply by identifying the best candidates. Rather, it is measured by the effect the candidates have on their new institutions.

III. Consulting Staff and Experience / Qualifications

The lead consultant for this search assignment will be Andrea Bricca, Managing Partner, Las Vegas. She will be supported by Jessica Bayer, Managing Partner, Corporate Affairs and Communications Practice and Heather Smith, Partner, Global Board & CEO Practice. Andrea will guide the process and be a strategic partner to the board and search committee at every juncture. All team members will be in direct communication with the search committee and designated liaison.



Andrea Bricca

Managing Partner, Las Vegas

Andrea is Managing Partner of the firm's Las Vegas office, with a focus on the gaming and hospitality sectors and has significant executive search experience. Her search experience in gaming and hospitality includes working with companies that provide associated technologies. Working closely with practice leaders across the organization, Andrea leverages her background having placed high-caliber legal talent, with companies ranging from start-ups to Fortune 100 and in public and private organizations.

Andrea has over 20 years of senior-level search experience. Prior to joining DHR, she served as a Partner with an executive search firm focused on matching law firms and corporations with elite lawyers and legal professionals. Previously, she served as a Recruiter with one of California's top legal search firms. Andrea has been trained in the use of several work behavior assessments, putting her in a great position to partner with DHR's leadership consulting practice.

Additionally, Andrea spent 11 years with AlliedSignal, Inc. (now Honeywell), an American aerospace, automotive and engineering company, where she developed legal and business expertise as Manager of Ethics and Business Conduct in the company's Los Angeles aerospace division and in congressional relations and marketing for the government relations office in Washington, D.C. She also worked extensively with the National Aeronautics and Space Administration (NASA) and frequently spoke on ethics in the workplace.



Andrea earned her Juris Doctor degree from the University of Baltimore School of Law and a Bachelor of Science in journalism from the University of Maryland. She holds an Ethics in the Workplace Certificate from Josephson Institute on Ethics; a Managing Ethics in Organizations Certificate from Bentley College; a Six Sigma Black Belt Certification from AlliedSignal Aerospace Six Sigma Academy; graduated from the AlliedSignal HR University and was recognized with the AlliedSignal Premier Achievement Award for Excellence in Finance. She is an alumna of the Las Vegas Chamber of Commerce's Leadership Las Vegas Program and is active in the local philanthropic community.



Jessica Bayer

Managing Partner, Corporate Affairs and Communications

Jessica serves as the Managing Partner of DHR's Corporate Affairs and Communications Practice, based in Washington, D.C. With a strong, global network and experience leading C-level searches within the communications space, Jessica develops and maintains strong relationships with industry leaders, understands the evolving nature of agencies and is a trusted advisor to her clients.

Prior to joining DHR, Jessica served more than five years as an Executive Director at a communications executive search firm. Earlier in her career, Jessica was Vice President of U.S. Talent Acquisitions with one of the top 10 public relations agencies. She led senior-level recruitment across the agency's

corporate, financial, technology, healthcare, consumer, brand marketing and brand marketing and digital practices. Jessica began her search career as senior recruiter with a multinational communication and public relations firm, where she developed business and recruitment strategies.

Jessica has a demonstrated history of recruiting across industries for public relations, communications and marketing roles. Her focus is on corporate communications, consumer and brand marketing, investor relations, talent marketing, media relations, internal communications, public affairs, corporate social responsibility, technology communications, healthcare communications, financial communications, crisis communications, social and digital.

She graduated from Louisiana State University with a bachelor's degree in public relations and a minor in business administration.



Heather Smith

Partner, Board & CEO

As a member of the Board & CEO Practice at DHR, Heather works with clients to successfully place C-level executives, chairmen, CEOs and board directors. She is based in Chicago.

Heather works with public, private and private equity-owned corporations across industries to build and refresh boards and execute CEO succession plans. Bringing knowledge of boards and boardroom risk derived from her experience in the commercial insurance industry, Heather offers a valuable perspective to DHR clients. While at Coregis, a GE Capital insurance subsidiary, Heather served as Head of the Directors & Officers Liability business where she was responsible for the company's most

profitable P&L and managed teams in Chicago and New York.

Heather began her career with American Financial Group in Cincinnati. She co-authored a book on employment risk and board exposure with one of the leading employment lawyers in the U.S. She has been called on as an expert in her field, speaking at conferences and consulting with executives on risk avoidance and board member protection. Heather is pleased to have helped thousands of boards safeguard their future, allowing them to focus on critical board responsibilities.

She earned her Bachelor of Science in Business from Miami University. She currently serves on the Auxiliary Board of Rush Hospital and is an active leader with Deloitte's Center for Board Effectiveness and Aspen Institute. She leads board diversity initiatives at Kellogg, Duke and Harvard Business School.



IV. Relevant Experience

DHR's relevant experience is in conducting searches, proven successful over time, with boards of organizations seeking to enhance their impact by appointing dynamic, visionary executives. We believe most relevant experience is not in how many similar searches have been completed, but in our experience and track record recruiting excellent leaders to organizations.

Executive search is 80% technique – managing the process, managing the Search Committee's expectations, keeping the Board apprised of progress, ensuring that all logistics and details are handled professionally, continually communicating with clients and candidates, taking creative strategic approaches, and most importantly, tirelessly recruiting the right set of candidates.

The following is an abbreviated and partial list of related search experiences in the last few years.



Arizona Charter Schools Association

- Chief Executive Officer

A nonprofit membership and professional organization that advocates and strengthens the autonomy, equity, and quality of Arizona's diverse public charter schools.



Columbus Zoo and Aquarium

- President / CEO

Central Ohio's number one cultural attraction, a multi-faceted educational resource and a proactive leader in wildlife and habitat conservation.



Consolidated Hospitality Supplies

- Chief Executive Officer

A multi-brand, shared-services hotel distribution company, and a leading provider of OS&E.



Detroit Institute for Children

- Chief Executive Officer

Provides specialized diagnostic and rehabilitative care for children with special needs.



Hilton

- Vice President, Internal Communications

One of the world's largest, fastest-growing hospitality companies.



International Game Technology

- Chief IP Counsel
- General Counsel

A multinational gambling company that produces slot machines and other gambling technology.



L.L. Bean

- Vice President, Corporate Communications

A leading multi-channel merchant of quality outdoor gear and apparel.



Make-A-Wish Foundation

- Chief Executive Officer - Make-A-Wish Central & Western North Carolina

The Make-A-Wish Foundation® has given hope, strength and joy to children with life-threatening medical conditions since 1983.



McDonald's

- Senior Director, Brand Communications

The world's leading global foodservice retailer with over 37,000 locations in over 100 countries.



National Cattleman Beef Association

- Vice President, Communications

The marketing organization and trade association for America's one million cattle farmers and ranchers.



Renown Health

- Compliance Officer
- General Counsel

Northern Nevada's largest not-for-profit health network and a nationally recognized healthcare leader.



Scientific Games Corporation

- TA Director

A global leader in retail and digital products, technology and services that drive profits for government-sponsored lottery and sports betting programs.



Tennessee Performing Arts Center

- President / CEO

A nonprofit dedicated to providing and supporting the presentation of the performing and cultural arts.



Travel + Leisure Co.

- Director, Internal Audit
- Independent Board Director

One of the top travel media brands in the world.



World Wrestling Entertainment, Inc.

- Senior Vice President, Operations

An integrated media organization and recognized leader in global entertainment.



V. Search Process

Each assignment requires a detailed approach to accommodate the timing around executive transition, the future leadership needs of the institution, the culture of the organization, the position location, and the degree of interest by various stakeholders. The following is an outline of what you may expect working with DHR – to be further modified to suit the Search Committee and the Reno-Sparks Convention & Visitors Authority’s specific needs.

Establishing Key Roles, Responsibilities, and Timeline

DHR and the Search Committee will establish and document a timeline to ensure a comprehensive and thorough search. A sample search timeline below will indicate roles, responsibilities, and dates for meetings and deliverables.

Our timeline has been designed around the critical needs of the Reno-Sparks Convention & Visitors Authority. We build in the flexibility required for the most complex national search efforts based on organization need.

Initiate	Identify	Qualify	Select
Weeks 1 to 3	Weeks 2 to 5	Weeks 6 to 9	Weeks 9 to 12
Assessment and Research <ul style="list-style-type: none"> Conduct constituent board interviews Share whitepaper findings Finalize position specification Develop search strategy and priorities Organize and execute research strategy 	Identify and Develop Candidates <ul style="list-style-type: none"> Contact sources and potential candidates Initial candidate phone screens focusing on critical competencies, cultural fit Regular progress reporting and search calibration via email and online client portal Develop and prioritize top prospects of critical competency and culture fit, based on feedback 	Qualify Candidates <ul style="list-style-type: none"> Heavy recruiting continues of top prospect and candidates Analyze comprehensive competency-based interviews and assessment results Conduct detailed referencing around critical competencies Consistent communication with candidates and client, with option to use DHR’s online client portal 	Candidate Selection <ul style="list-style-type: none"> Establish candidate meetings Debrief competency evaluation and assessment results with client Review feedback to determine finalists Conduct in-depth referencing around critical competencies and formal background checks Present finalist candidate to the full board for approval Offer negotiations and candidate counseling

Building Consensus

Before embarking on any CEO Succession Project, it is critical to have alignment among the Search Committee on the 5 Year Strategic Plan for the Reno-Sparks Convention & Visitors Authority; where the Reno-Sparks Convention & Visitors Authority is now relative to that vision; the leadership implications of getting from the current to the desired state; and the selection/recruiting challenges expected with the CEO successor search. We have made note that this alignment has been documented in the Position Specification created by the Search Committee, and as a first step, DHR Partners will read and confirm a thorough understanding of the needed capabilities, skills, experiences, responsibilities, short and long-term goals, and overall vision for the next CEO leader.

In addition to understanding the ideal qualities of the new CEO, the goals of the “kick-off” stage in our methodology are to (a) fully understand your organization so that we may represent it accurately and passionately during the recruitment process, (b) reach consensus on the type of leadership the Reno-Sparks Convention & Visitors Authority needs and the vision for its future, and (c) identify expectations of key stakeholders regarding the search process and new leadership.

As stated above, DHR has demonstrated success in recruiting leaders for organizations looking to enhance their impact. As with all searches, we will invest significant time meeting with the various stakeholder groups, including board members, key executives, and other stakeholders as permitted. Our extensive experience working with search committees and boards will be valuable in assisting the board in discussions regarding the roles, responsibilities, and ideal characteristics of the CEO.



Developing / Refining the Position Specification

DHR will build clarity and consensus on the priorities, core competencies, key qualifications, and personal characteristics of the Reno-Sparks Convention & Visitors Authority's ideal candidate. From this, DHR will draft a position specification for the Search Committee's approval.

The approved position specification will be utilized throughout the search to align all stakeholders around the role, to professionally market the position to potential candidates, and to calibrate and compare competencies.

Building the Pool of Candidates

Through past and recent search work, the DHR team has an extensive network of potential candidates and, as importantly, sources who can identify candidates for this position. Existing networking contacts are important, but equally important is new research and creative candidate identification. For each assignment, DHR conducts a thorough study and market analysis to identify individuals who are contributing to the success of target organizations. This is accomplished through in-depth direct sourcing of target companies and mapping of the organizations that would have the most suitable candidates.

In addition, DHR will execute required job postings and suggest others with industry outlets. More importantly, DHR will ensure that industry leaders, influencers, and participants are aware of the opening.

Internal Candidates

In the spirit of pursuing an objective due diligence succession process, we recommend any internal candidates brought forward be assessed by our search partners comparatively to external talent. It is critical that all internal candidates are treated fairly, without bias, and carefully communicated with throughout.

We find that if an internal candidate is not selected, their prospects for commitment to the new leader are enhanced if all candidates are engaged in the same process. It is our goal to retain Reno-Sparks Convention & Visitors Authority high-performing employees, thus communication and fair treatment throughout the process is critical to keeping those that are not chosen to be the successor CEO.

DHR Interviews and Market Feedback

Our identification and recruitment of high-quality external candidates will hinge upon our reputation in the market, access to talent through proprietary databases, reputation with key thought leaders, and access to superior talent. Candidates will be interviewed by at least one search partner and a behavior psychologist against a set of pre-determined criteria. A DHR status report, including market feedback, is reviewed with the Nominating & Governance Chair or Selection Committee designee(s) on a weekly or bi-weekly basis. DHR will conduct a meeting with the full Search Committee to discuss the progress of the search and to review a preliminary slate of potential candidates. This allows DHR to report findings and provide assessment of candidate qualifications to the broader group. The recruitment process continues until the search is completed.

First-Round Candidate Interviews

Following DHR interviews and Selection Committee presentation, a group of candidates will be selected by the Committee for first-round interviews. In preparation for the interviews, DHR will provide the Committee with a full profile including DHR's candidate evaluation, as well as any additional materials that will help facilitate the committee's interview process.

DHR will manage all logistics for this stage in the process, including candidate travel, communication, meeting arrangements, etc. DHR will provide an Interview Guide with sample interview questions (related to the position specification) and a Scorecard to enable both quantitative and qualitative evaluation of candidates.



Typically, no more than six candidates are interviewed in the first round. From these interviews, two or three candidates will emerge as the highest ranking and will be invited to return to Reno for lengthier, second-round interviews. DHR will attend first-round interviews with the candidates and the committee (either in person or via videoconference, depending on travel restrictions and Reno-Sparks Convention & Visitors Authority preference). DHR will brief and debrief candidates, time keep during the interviews, and provide guidance as needed during the Selection Committee's candidate evaluations and decisions. DHR continues to expand the candidate pool during this stage in the assignment using first round candidates as a benchmark.

Second-Round Interviews

Ideally, two or three strong candidates will emerge from the first-round interviews. They are invited to Reno for lengthier interviews, perhaps with an expanded group of board members. Should the situation warrant, candidates' partners may accompany the candidate to serve two functions: 1) help answer any questions the partner may have regarding the quality of life, schools, etc.; and 2) provide an initial house-hunting trip.

DHR will ensure that each of the finalists are aware of the compensation package and is interested and motivated to accept the position if offered. It is during this stage that we recommend candidates make formal presentations to the search committee, meet a broader stakeholder group, and perhaps meet with senior staff.

Leap®

DHR employs a proprietary behavioral analysis instrument, Leap® (Leadership Assessment Profile). Leap® captures a candidate's attitudes, values, preferences, and beliefs from a leadership and cultural fit perspective. The tool helps predict if a candidate will succeed and achieve professional satisfaction in your organization. Leap® is administered through a user-friendly 30-minute online survey. Reports, which are created immediately via the tool, are easy to understand and interpret and provide an additional level of information on candidates.

360° Referencing

Second-round candidates provide references. The search committee will receive transcripts of the references that are conducted by DHR. Also, because of our extensive network, DHR can take additional references from those in the field who we know well and who have worked with or are familiar with the finalists.

Referencing is done telephonically. DHR also provides the search committee with internet search results and other social media background checks.

Background Check

The finalist candidate, prior to presentation by the search committee to the Board, will undergo a background check to verify education and to investigate any criminal history or other events. Finalist references are thoroughly checked before an offer is made.

Making the Offer

DHR will represent the Reno-Sparks Convention & Visitors Authority in negotiating an offer that is fair and reasonable, that motivates a potential candidate, and that has certain incentives to help the CEO achieve the goals. It is preferable to offer the position to one candidate but to have another equally qualified candidate "in the wings."

Follow-up and Onboarding

DHR will remain in contact with both the winning candidate and the board to assist in the short-term onboarding and to provide other guidance as required. DHR's Elevate Partners can provide additional onboarding & advisory services.



Search Communications

DHR believes open and frequent communication, confidentiality, and transparency are all critical in a successful search. Throughout this search assignment, DHR will maintain communication with you weekly and have regular communication with the candidates being considered for the position. DHR will acknowledge all inquiries and resumes from potential candidates with an email or phone call response. Our market analysis report (presented to the Search Committee early in the recruitment process) will provide the committee with an in-depth review of our progress to date, including notes on recruitment and/or sourcing contact made, the feedback we hear from the field about the organization and the opportunity, and a summary of candidates who are emerging as strong potential candidates. At the conclusion of the search assignment, DHR will notify all candidates about the successful placement and closure of the search. DHR will maintain strict candidate and client confidentiality as appropriate to each stage of the search assignment.

Estimated Time to Placement

Typically, a search for a CEO conducted by DHR takes three to four months. Our approach is always to conduct a thorough and complete search while maintaining optimum time efficiency as determined by the distinct factors of each individual search.

VI. Guaranteed Retention

DHR is the only search firm that offers a **two-year guarantee** on the placed candidate. If the incumbent leaves the organization by his/her own choice or for cause, DHR will conduct another search for no fee. The only exception is if the candidate is no longer able to perform his/her duties due to death or disability.

As described above in the “Success Rate” section, we believe our record of placed candidates with long tenures and the amount of repeat clients we cultivate speaks to the level of service we provide as an executive search firm. We believe success is measured not simply by identifying the best candidates. Rather, it is measured by the effect the candidates have on their new institutions.

VII. Fee Structure / Provisions / Guarantee

The standard fee for an executive search conducted by DHR consists of a professional retainer and administrative expenses, plus travel for consultants and candidates and related out-of-pocket costs. Each of these components is dependent on factors not yet known. For example, the fee is based on one-third (33 1/3%) of the first year's total cash compensation. Cash compensation is defined as salary, plus anticipated and/or sign-on bonus and deferred compensation described in the Employment Agreement. The administrative expenses are 12% of the fee. Travel expenses are based on the number of candidates interviewed by DHR, the number of meetings DHR will attend in person, and the prevailing costs for transportation at any one time. The client organization is responsible for reimbursing travel and lodging, all of which will be pre-approved by the client. DHR accepts assignments on an exclusive basis.

Our fee is payable in three installments as follows: An invoice for the first installment will be sent upon the signed acceptance of the agreement and is payable upon receipt as a non-refundable initial retainer. The second invoice is sent after you have been presented with a 30-day market analysis report, and the third invoice is sent when finalists have been selected. When an offer is accepted, a final invoice will be sent for the remaining difference between the fees already invoiced and 1/3 of the final compensation. All invoices are payable upon receipt.



DHR recognizes that its client's recruiting needs may change over time. If Reno-Sparks Convention & Visitors Authority cancels the search by written confirmation, it will be charged the pro-rated amount of the full estimated fee and any direct and indirect expenses incurred. In no event shall the Reno-Sparks Convention & Visitors Authority be responsible for less than the first installment plus indirect and direct expenses. The Reno-Sparks Convention & Visitors Authority may put the search "on hold" one-time, for 90 days. Following that period, DHR may cancel the assignment.

As described above, we believe our record of placed candidates with long tenures and the amount of repeat clients we cultivate speaks to the level of service we provide as an executive search firm. We believe success is measured not simply by identifying the best candidates. Rather, it is measured by the effect the candidates have on their new institutions.

DHR is the only search firm that offers a [two-year guarantee](#) on the placed candidate. If the incumbent leaves the organization by his/her own choice or for cause, DHR will conduct another search for no fee. The only exception is if the candidate is no longer able to perform his/her duties due to death or disability.

VIII. Conclusion

To ensure finding the optimal CEO for the Reno-Sparks Convention & Visitors Authority, DHR offers you the breadth and resources of a large firm combined with the expertise, experience, and local history of the lead consultant on the search. DHR has significant prior experience in the community foundation and related sectors and a track record demonstrated by our list of clients and placements. The tenure and effect of those placements have contributed to their organizations' success and enhanced the relationships built with our clients. From our previous searches and our existing knowledge of leaders in the field, we have acquired the keen ability to research and identify new contacts and top prospects for this position. We would be pleased to meet with the Search Committee and further discuss our qualifications and approach.

IX. Contact Information

Andrea Bricca
Managing Partner
Las Vegas, NV
T: +1 725 201 7627
M: +1 702 375 9700
E: abricca@dhrglobal.com

Jessica Bayer
Managing Partner, Corporate Affairs and Communications
T: +1 202 552 6355
M: +1 202 570 2995
E: jbayer@dhrglobal.com

Heather Smith
Partner, Board & CEO
DHR Global
71 South Wacker Drive, Suite 2700
Chicago, IL 60606
Tel: +1 312.782.1581
E: hsmith@dhrglobal.com



The Reno-Sparks Convention & Visitors Authority is soliciting a Request for Proposals for
an
Executive Search Firm

RFP 2023-ADMN01

*Released by Jose Martinez, Director of Facilities Operations
(Wednesday, April 12, 2023)*

The Point of Contact is Jose Martinez, Director of Facilities Operations at
jmartinez@renotahoeusa.com (preferred) or call (775) 827-7768

All questions or additional information concerning the RFP document must be
Submitted to the Point of Contact.

SUBMISSION DEADLINE DATE/TIME: Wednesday, April 26, 2023, by 4:00PM PDT

Bidder Information

Company Name: Winner Partners

Contact Name: Tina Winner

Address: 6142 38th Ave N.

City: St. Petersburg State: FL Zip: 33710

Phone No. 724-831-1060 Fax No. _____

E-Mail Address: tina@winnerpartners.net

Signature: 

Print Name: Tina M. Winner

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PLEASE NOTE THAT THIS REQUEST FOR PROPOSALS IS FOR PROFESSIONAL SERVICES AND IS THEREFORE EXEMPT FROM COMPETITIVE BIDDING REQUIREMENTS SET FORTH IN THE NEVADA REVISED STATUTES ("NRS") CHAPTER 332, AS PROVIDED IN NRS 332.115(1)(b).

I. INTRODUCTION

The Reno-Sparks Convention and Visitors Authority (RSCVA) intends to retain the services of an Executive Search Firm ("**Search Firm**") to assist in the search efforts for the selection of a President and Chief Executive Officer of the RSCVA.

The RSCVA is a local government established by Nevada Revised Statutes and is the operating instrumentality in Washoe County, Nevada for promoting conventions, tourism, and recreation.

This RFP is being issued by the RSCVA Purchasing Division, which will coordinate the review of all submissions and make recommendations to the RSCVA Board of Directors.

The selection of the Search Firm will be made by the RSCVA Board of Directors on the basis of what is most advantageous to the RSCVA and will be considered a final decision. Once the final selection has been made, the Search Firm chosen will propose an agreement which will include but not be limited to the terms set forth in this RFP. The RSCVA and the Search Firm will negotiate and finalize all terms. If the RSCVA and the selected Search Firm have not executed a negotiated Agreement within fifteen (15) days after initial submission of the Agreement, the RSCVA may terminate negotiations with that Search Firm and may initiate negotiations with an alternate.

1. SCHEDULE

Release Date	Wednesday, April 12, 2023
Question Submission	Monday, April 17, 2023, by 5:00PM PDT
Response to Questions Due	Wednesday, April 19, 2023, by 5:00PM PDT
Submission Deadline Date/Time	Wednesday, April 26, 2023, by 4:00PM PDT
Opening Date/Time	Thursday, April 27, 2023, at 2:00PM PDT
Contract Recommendations to Board of Directors	Thursday, May 25, 2023

2. PREPARATIONS OF PROPOSALS

Respondent will examine all special instructions and terms and conditions of this RFP. Failure to do so will be at the **respondent's** risk.

- 2.1 Any irregularities or lack of clarity in this RFP should be brought to the attention of the Point of Contact for correction or clarification.
- 2.2 Any addenda to this RFP issued will forthwith become an integral part of this RFP. Respondent is required to acknowledge receipt of same by signing and returning the addenda in its response.
- 2.3 Respondent will furnish the required information typed or written in ink.



- 2.4 The person signing the Proposals must initial erasures or other changes in ink.
- 2.5 In the space provided, a duly authorized representative of the respondent will sign this RFP document. (Page # 1 – Cover Sheet).
- 2.6 Respondent will proofread their Proposals carefully for errors.
- 2.7 In the event of a difference between written words and figures, the amount stated in written words will govern.
- 2.8 The RSCVA is not liable for any costs incurred by respondents prior to entering into the final agreement. Costs of developing the Proposals or any other such expenses incurred by the respondent in responding to this RFP, are entirely the responsibility of the respondent, and shall not be reimbursed in any manner by the RSCVA.
- 2.9 Any information deemed confidential or proprietary should be clearly identified by the Respondent as such. It may then be protected and treated with confidentiality only to the extent permitted by state law. Otherwise, the information shall be considered a public record. Information or data submitted with a response will not be returned.

3. SUBMISSION OF PROPOSALS

Respondent will submit its response to this RFP on the letterhead of its company, respondent establishment, corporation, etc. attached to the RFP 2023-ADMN01 document. Respondent will sign and return a copy of the ENTIRE RFP DOCUMENT marked as ORIGINAL, with one (1) duplicate hardcopy and one (1) digital copy on a flash drive, together with any addenda, in a sealed envelope to:

RSCVA Purchasing Department
Attn: Jose Martinez
4590 South Virginia Street
Reno, NV 89502

Response envelope must indicate name and address of respondent, RFP number, and Submission Deadline Date.

The RSCVA assumes no responsibility for errant or failed delivery of responses. Nothing herein **restricts the RSCVA's ability to consider any and all responses to this RFP, and to the extent that** an untimely response to this RFP is considered, it will be done at the sole discretion of the RSCVA.

Any irregularities or lack of clarity in this RFP should be brought to the attention of the Point of Contact prior to or on the date for Written Questions set forth in this Section for correction or clarification.

4. OPEN MEETING LAW

NRS 241 provides that public business will be conducted in an open meeting.

5. QUESTIONS/CLARIFICATIONS

If any questions or responses require revision to this RFP, such revisions will be by formal amendment only. Any oral or written representations made by anyone at the RSCVA that appear



to materially change any portion of this RFP will not be relied upon unless subsequently ratified by written amendment to this RFP issued by the RSCVA Purchasing Division. For determination as

to whether any representation made requires that amendment be issued, please contact the Point of Contact.

6. RSCVA NON-DISCRIMINATION POLICY

It is the policy of the RSCVA that Minority and Women Business Enterprises shall have equal opportunity to participate in the performance of RSCVA contracts. Respondent firms shall not be discriminated against on the basis of race, color, national origin, gender, age, creed, religion, sexual orientation, gender identity or expression, or any other protected category in the award and performance of any contract entered into pursuant to this advertisement.

7. RFP SUBMISSION CHECK LIST

- Complete all information on the Cover Sheet (Page 1).
- Review and address all items in Section 8 (Evaluation of Proposals), including conflict of interest.
- Complete Section 9 (Disclosure of Principals).
- Complete Section 10 (References).
- Complete Section 11 (Exceptions).
- Complete Section 12 (Insurance Requirement).
- Complete, Sign and Date Section 16 (Submission).
- Attach a proposal of services addressing needs identified in ATTACHMENT A

8. EVALUATION OF PROPOSALS

The RSCVA CEO Search Committee ("**Committee**") will review all submissions. From the submissions, at the discretion of the RSCVA Board of Directors, firms may be invited to present their proposals to the Committee, or alternatively, to the full RSCVA Board of Directors. Based upon those presentations, a selection by the RSCVA Board of Directors will be made. Possible areas of evaluation include but are not limited to:

- a. Firms should have a minimum of five (5) years of experience and a documented track record of successful placements of CEOs or other high-level executives. Further, responding firms should discuss their methodology for successful placements.
- b. Responding Search Firms should demonstrate that qualified staff is present to perform/assist in the search. Responding firms should identify key staff for the President/CEO search, indicate who will be the main point of contact for the President/CEO search, and provide appropriate biographies for such individuals.
- c. Search Firms should discuss their proposed processes for locating qualified candidates, developing the evaluation criteria, and selecting qualified candidates. Firms should also describe what they believe the key characteristics are for the next RSCVA President and CEO.
- d. Search Firms should describe the methods that will be used to identify the skill sets, personality traits, and management style of the next President/CEO. Search firms should also describe their background check process.
- e. Search Firms should describe all fees to be charged, including any terms for refund if the chosen candidate does not successfully complete a reasonable term of employment. Further, proposed fees or refund in the event the RSCVA, its Board Members or staff locate the chosen candidate.



- f. Search Firms must indicate any potential conflicts of interest in providing the services for the RSCVA.



9. DISCLOSURE OF PRINCIPALS – NAMES OF OFFICERS OR OWNERS OF CONCERN, PARTNERSHIP, ETC.

NAME Tina M. Winner OFFICIAL CAPACITY Managing Partner

STREET ADDRESS 6142 38th Ave. N.

CITY, STATE AND ZIP CODE St. Petersburg, FL 33710

NAME Steven Oberhoffer OFFICIAL CAPACITY Managing Partner

STREET ADDRESS 815 Powers St.

CITY, STATE AND ZIP CODE Baltimore, MD 21211

NAME _____ OFFICIAL CAPACITY _____

STREET ADDRESS _____

CITY, STATE AND ZIP CODE _____

NAME _____ OFFICIAL CAPACITY _____

STREET ADDRESS _____

CITY, STATE AND ZIP CODE _____

If further space is required, please attach additional sheet(s).

10. REFERENCES

(Must be verifiable)

References must be companies or associations contracted within the last three years for executive level searches.

Company Name: Visit Phoenix Contact: Robert Miller
Address: 400 E. Van Buren St., Ste. 600 Phoenix, AZ 85004 Phone: (602) 550-8380
E-mail: rmiller@buchalter.com

Company Name: Visit Tri-Cities Contact: Corey Pearson
Address: 7130 W. Grandridge Blvd. Suite B Kennewick, WA 99336 Phone: (509) 378-8185
E-mail: cpearson@3riverscampus.com

Company Name: Visit Rapid City Contact: Kelly Buntrock
Address: 512 Main Street, Suite 240 Rapid City, SD 57701 Phone: (605) 431-8804
E-mail: kelly.buntrock@fib.com

11. EXCEPTIONS

Does the respondent take exception to any of the terms and conditions of this RFP and attachment thereto?

Yes _____ No X

If yes, please indicate the specific nature of the exception or clarification in the space provided below. Attach additional sheet(s) if necessary.

N/A

12. INSURANCE REQUIREMENT

The agreement contemplated by this RFP requires that the successful firm maintain, during the continuance of the agreement, Workers' Compensation and Employer's Liability, General Liability and Automobile Liability, as described below against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work hereunder by the firm, its agents, representatives, employees or sub-respondents. At the time of execution of the agreement, successful firm agrees to furnish the RSCVA with a copy of **respondent's** Certificates of Insurance and a policy endorsement, or policy rider evidencing proof of coverage in accordance with the agreement. The cost of all such insurance shall be borne by the firm, and name the RSCVA as additionally insured in the amounts set as follows:

- a. Commercial General Liability at least as broad as Insurance Services Office policy form CG 00 01 04/13, or equivalent, providing coverage on an occurrence form for Bodily Injury, Property Damage, Liquor Liability, Independent Proposers, Personal Injury, Broad Form Property Damage, Broad Form Contractual Liability and Medical Payments. The limits of liability shall not be less than Two Million Dollars (\$2,000,000) per occurrence, Four Million Dollars (\$4,000,000) general aggregate for both bodily injury and property damage.

The policy shall include the Authority and its agents, beneficiaries, partners, employees, the County of Washoe, and the Authority of Reno as additional insureds with coverage at least as broad as Insurance Services Office (ISO) endorsement form CG 20 26 04/16.
- b. Automobile Liability at least as broad as Insurance Services Office Business Auto Coverage Form CA 00 01 04/13, or equivalent, providing coverage for Bodily Injury and Property Damage resulting from the ownership, maintenance, or use of any auto, whether owned, rented or hired or non-owned. The limit of liability shall not less than One Million Dollars (\$1,000,000) combined single limit (CSL) for bodily injury and property damage.
- c. **Workers' Compensation at least as broad as National Council on Compensation Insurance (NCCI) policy form WC 00 00 00 C 01/15, or equivalent, providing coverage meeting the requirements of the Workers' Compensation law of the State of Nevada.** To the extent such waivers are obtainable from the insurance carriers, the policy shall **include an endorsement waiving the insurance company's rights of subrogation against** the Authority, its agents, beneficiaries, partners, employees, the County of Washoe, and Authority of Reno. This endorsement shall be at least as broad as National Council on Compensation Insurance (NCCI) Waiver of Our Right to Recover from Others Endorsement form WC 00 03 13 04/84.
- d. Property insurance on an All-Risk or Special Form providing coverage for personal property of the Bidder.
- e. The Proposer shall maintain crime insurance including coverage for the loss of money, **securities, and other property by the Proposer's employees, sub-contractors** or other parties with a limit not less than \$1,000,000 per occurrence. Coverage shall be endorsed to include coverage for loss of money, securities and other property in the care, custody or control of Proposer whether in transit or at a permanent or temporary premises.
- f. All such insurance maintained by the Bidder shall be: issued by insurance companies authorized to do insurance business in the State of Nevada, issued by insurance companies with current A.M. Best financial ratings of at least A X or better satisfactory in form and substance to Authority.



All insurance and bond shall provide that the policy shall not be cancelled, nor shall coverage be reduced thereunder until after thirty (30) days written notice to Authority at Reno-Sparks Convention & Visitors Authority, Post Office Box 837, Reno, Nevada 89504-0837.

The Bidder shall deposit each policy or a certificate thereof with Authority no less than thirty (30) days prior to the start of the agreement date.

Proof of Insurance to be provided upon Notification of Award

Agent: **Zak Miller** Phone: **813-877-7799**

13. INDEMNIFICATION

The final agreement shall provide that the successful respondent shall defend, indemnify and hold harmless the RSCVA, its directors, officers, agents and employees from and against any and all liabilities, damages, losses, claims, actions or proceedings, including, without limitation, reasonable **attorneys' fees that are caused by the negligence, errors, omissions, recklessness or intentional** misconduct of the successful respondent or its employees or agents in the performance of the agreement. The successful respondent shall use counsel reasonably acceptable to the RSCVA in carrying out the foregoing obligations. The indemnity provisions shall survive the expiration or earlier termination of the Agreement.

14. ARBITRATION


All disputes under this RFP shall be submitted to binding arbitration in accordance with the procedures of the Commercial Rules of the American Arbitration Association and judgment of the arbitrator shall be binding as a final judgment and shall be entered by a court of competent jurisdiction. Such arbitration shall be conducted in Washoe County, Nevada. The procedures specified herein shall be the sole and exclusive procedure for resolution of disputes arising out of or relating to this RFP except those instances otherwise overseen by the governing law of the State of Nevada.

15. NON-DISCRIMINATION

The firm, with regard to any work performed hereunder, shall not discriminate on the grounds of race, color, creed, religion, national origin, sex, sexual orientation, gender identity or expression, age, or any other characteristic protected by law, in the selection and retention of any employee or applicant for employment.

16. SUBMISSION

In compliance with this RFP and subject to all Terms and Conditions thereof, the undersigned offers and agrees, if this proposal is accepted, to enter into negotiations with the RSCVA to provide the services as set forth herein.

Signature: 

Dated: 04/25/2023

Print Name: Tina M. Winner

Title: Managing Partner



ATTACHMENT A

Organization Overview

The Reno-Sparks Convention and Visitors Authority (RSCVA) is a government agency in the Travel/Tourism industry. Established in 1959 as the Washoe County Fair and Recreation Board, the RSCVA acts as the sales and marketing organization for the county to promote convention, leisure and group tourism business. Unlike many convention and visitors bureaus across the country, the RSCVA owns and operates several facilities designed to attract out-of-town visitors. The RSCVA is guided by a nine-member policy board, consisting of elected officials and representatives from the local resort, air service and business communities, as well as Incline Village, Nevada.

RSCVA's Vision

The **RSCVA's** vision is to be the preferred outdoor, gaming and event destination.

RSCVA's Mission Statement

Attract overnight visitors to Reno Tahoe while supporting the sustainable growth of our communities.

The RSCVA operates four local venues which host a variety of events: Reno-Sparks Convention Center, Reno Events Center, National Bowling Stadium, and Reno-Sparks Livestock Events Center.

Scope of Services

The RSCVA intends to retain a Search Firm to provide the following services¹:

- a. Create a process and timeline for the hiring process.
- b. Facilitate and conduct focus groups and/or interviews with RSCVA staff, local stakeholders, and individual RSCVA Board members to seek input regarding the qualities and skills necessary for the President/CEO position.
- c. Advise on appropriate compensation ranges and benefit packages based on research.
- d. Review the existing position description and recommend changes as necessary.
- e. Identify and actively recruit candidates.
- f. Receive resumes from applicants to determine eligibility and suitability for the President/CEO position.
- g. Provide all qualified resumes to the RSCVA for review.
- h. Conduct preliminary interviews with candidates.
- i. Conduct reference and background checks on selected candidates.
- j. Advise/assist the RSCVA Board of Directors with conducting interviews, including creation of interview questions.

¹ Any Agreement entered into by the RSCVA and the successful Executive Search Firm will provide that fees for location of a successful candidate will be waived and/or reduced if the RSCVA or one of its Board Members locates the qualified individual, and that individual is ultimately selected for the President/CEO position.



- k. Identify candidates for final interviews for the President/CEO position to be conducted at an open meeting of the Board of Directors.
- l. Attend final interviews; provide assistance and guidance to the RSCVA Board of Directors as necessary.

Winner Partners

Executive Search Proposal President and Chief Executive Officer

Prepared for:

Reno-Sparks
Convention &
Visitor's Authority
RFP 2023-ADMN01

Issued:

April 25, 2023



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Company Name

Winner Partners

Company Location

St. Petersburg, Florida



Contact Us

www.winnerpartners.net
info@winnerpartners.net

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Winner Partners

Letter of Interest

April 25, 2023

Jose Martinez
Director of Facilities Operations
Reno-Sparks Convention & Visitors Authority
jmartinez@renotahoeusa.com

RE: CONFIDENTIAL - Letter of Interest & Statement of Qualifications – Reno-Sparks Convention & Visitors Authority RFP 2023-ADMN01

Dear Mr. Martinez:

We appreciate the opportunity to share our expertise with the Reno-Sparks Convention & Visitors Authority (RSCVA) in supporting the search committee's efforts to identify the next President and Chief Executive Officer.

Our Firm

Winner Partners is a privately held, executive recruitment firm headquartered in St. Petersburg, Florida. Our firm was intentionally designed as a collaborative platform of the most talented search consultants in the market matched with proven, successful leaders who are subject-matter experts in industry. Winner Partners is a ***certified, woman-owned business*** established with a client base consisting of public-private partnerships, public sector, nonprofits, and privately owned organizations. Our firm has a successful track record of placing dynamic leaders and averages 30 searches annually with 75% of those placements at the leadership level.

Engagement Team

The engagement team who will assist RSCVA execute a proven, successful search process includes:

- ✓ Managing Partners of Winner Partners - 40+ years of executive search and recruitment experience.
- ✓ Destination Marketing & Tourism Partner – Certified Destination Marketing Executive (CDME) and lifelong hospitality veteran of hotels, tourism, attractions, and destination marketing organizations.
- ✓ Economic Development Partner-Certified Economic Developer with 30+ years of leadership experience.
- ✓ Inclusion & People Experience Partner – Dedicated Diversity, Equity, & Inclusion oversight & 25 years of diversity recruiting experience.

This Engagement Team is UNMATCHED as an executive search partner based on the depth of our team's experience in the tourism industry, understanding of the visitor economy and economic impact, and track record of recruitment success with the networks and connections vital to conduct the most comprehensive, inclusive search for RSCVA.

Search Expertise

Our capabilities and reach for a nationwide assignment for RSCVA are supported by our track record of successfully completing hundreds of assignments. Winner Partners' search process is built for optimal outcomes through partnering with clients to gain a deep understanding of their needs while respecting and preserving their brand, culture, and vision for the future. Candidates are valued and treated with respect, demonstrated by our Executive-to-Executive approach. From the first outreach, candidates are connecting with senior, experienced partners who are building rapport, articulating our client's opportunity, and conducting an evaluation process in an accelerated timeframe.

Commitment to Diverse Candidate Options

Winner Partners values diversity, equity, and inclusion in the workplace. Our internal team composition is reflective of our commitment where we celebrate our individual uniqueness and have used our differences to build a strong, sustainable team. Our Inclusion & People Experience Partner has woven hiring practices designed to attract high-performing women, people of color, and traditionally underrepresented groups into our search process. The result produces robust slates of candidate options for our clients, those who are both interested and qualified for your President and Chief Executive Officer opportunity. The team helps search committees and boards evaluate candidates with a variety of professional expertise, cultural backgrounds, and spectrum of life experiences - those who will help RSCVA be better equipped to respond to future needs.

Strategy

For each executive search assignment, Winner Partners conducts research and deep market analysis. This is accomplished in the discovery phase of the process incorporating insights from the board, staff, and stakeholders to ensure we have a complete understanding of the organization – history, present state, and vision for the future. The information gained in these sessions is incorporated with the experience parameters defined by the search committee. Local, regional, national, and international targets are identified. Direct candidate sourcing is complimented by our proprietary databases and leadership networks.

Process

Our recruitment process was developed and refined based on extensive years of experience in the executive search and recruiting industry using crucial feedback from our clients. The “team approach” employs a multi-tiered process to screen and evaluate candidates utilizing our partners’ specific expertise. Candidates are assessed for the skills and requirements desired for the President and Chief Executive Officer as well as the behavioral characteristics best suited for the role and success of the organization. To further assess the cultural fit with the organization, Winner Partners utilizes a data-driven evaluation of each candidate for this critical leadership role.

Guarantee

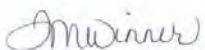
Winner Partners has a proven track-record in high-caliber searches in the travel and tourism industry. While we do not offer refunds, our standard guarantee to our clients includes:

- ✓ A one-year, no-fault guarantee for our placements: If the placement leaves for any reason within the first twelve months, Winner Partners agrees to perform a replacement search at no charge.
- ✓ After completing a search for RSCVA, your organization would be “off-limits” for future recruiting efforts by Winner Partners, a commitment seldom practiced by our peers.

Leadership changes can be challenging, but they also present an opportunity for forward-thinking organizations to make healthy changes. The team at Winner Partners will ease the process for your President and Chief Executive Officer search backed by a tried-and-true recruitment process successfully executed for numerous clients. Our proposal provides details about approach, experience, process, client references, and pricing.

We welcome the opportunity to assist you with this critical hiring need. For questions or additional information, I am available at 724-831-1060 or tina@winnerpartners.net.

Respectfully Submitted,



Tina M. Winner
Managing Partner
Winner Partners

Winner Partners The Firm

Winner Partners was established in 2017 by Tina Winner & Steven Oberhoffer capitalizing on their core desire to build a firm devoted to helping clients and candidates equally. The responsibility associated with career decisions, and therefore lives, is one they take very seriously. Tina and Steven created a professional recruitment solution and process to identify and qualify candidates in an accelerated timeframe to meet the growing requirements of clients needing top talent quickly. The firm's methodology incorporates a respected, transparent candidate process addressing the challenges associated with keeping candidates engaged, interested, and informed while they navigate a search effort.

In the quest to provide clients with the best team to identify specific talent needs, Winner Partners leaned on their extensive network of industry and functional experts to power a team that is unrelenting in ensuring clients and candidates are matched appropriately. These experts known as our Partners on Demand® are activated to enhance our process as a consultative resource with a detailed and thorough understanding of the experience, leadership, background, and training necessary for leadership roles such as the President and Chief Executive Officer of RSCVA.

For the RSCVA President and Chief Executive Officer search, our engagement team will consist of two senior executive search partners as well as our Destination Marketing & Tourism Partner, our Economic Development Partner, and our Inclusion & People Experience Partner.

Tina Winner, co-founder and managing partner, will serve as the lead consultant and principal point of contact for RSCVA during the President and Chief Executive Officer assignment.

Winner Partners will aid RSCVA and its designated staff as a technical advisor to ensure the search for a new President and Chief Executive Officer is conducted in a thorough and professional manner. Our approach has been embraced by forward-thinking organizations who require an executive search partner with an extensive reach and a clear understanding of their needs.

Engagement Team - Dedicated Industry Leaders at your Service



Tina Winner is the Co-Founder, Managing Partner based in St. Petersburg, FL. Her experience includes 17 years in the executive search industry specializing in senior-level recruiting and career design guidance. She assists clients and candidates across multiple industries drawing on her early career in the life sciences and healthcare industry with a global injectable pharmaceutical manufacturer and a national clinical laboratory. She is actively involved with national and international organizations such as the Centre Club, Women in Tourism - Tampa Bay, the Ohio Travel Association, International Economic Development Council, and International Downtown Association. Tina earned Cornell University's Certificate in Women's Entrepreneurship in 2022.

Steven Oberhoffer is the Co-Founder, Managing Partner based in Baltimore, Maryland. Steven utilized his extensive knowledge of the executive search industry to build the foundation of the firm's infrastructure and proprietary recruitment methodology. During Steven's career, spanning over 2 decades, he developed a passion for helping both candidates and clients realize the benefits of making positive career decisions. Prior to launching Winner Partners, Steven spent several years as a partner with one of the largest, global executive search firms where he met Tina Winner. Steven attended DePaul University with a major in communications. He served on the board of directors and was a founding member of a fundraising organization supporting youth arts.



Martita Mestéy-Durruthy is the firm's Inclusion & People Experience Partner. For 20 years, she has designed unique practices to recruit, hire, and represent high-performing women and underrepresented groups. Martita leverages her multicultural experience and background to execute a US-based recruitment strategy with a global mindset. A fluent bilingual communicator, she has been a cited resource for several publications on career preparation and transition. She is a member of the National Society of Hispanic MBAs, National Black MBA Association, ALPFA, the National Society of Black Engineers, Information Technology Senior Management Forum, and a national officer for National Sales Network. Martita is based in Fort Lauderdale.

Dennis Tracy is Winner Partners' Destination Marketing & Tourism Partner. He is a life-long hospitality industry veteran representing destinations, world-class hotel properties, and unique attractions. Dennis' experiences with vibrant organizations have welcomed hundreds of attendees and stimulated local economies via visitor spending. Armed with the Certified Destination Management Executive (CDME) distinction, the tourism industry's highest individual educational achievement, Dennis is uniquely equipped to assist clients with his industry knowledge, network, and connections. His experience includes:

- ✓ Senior Leadership, Destination Sales, Marketing & Services – Visit Jacksonville, Florida
- ✓ Senior Leaderships Destination Sales, Marketing & Services – Little Rock Convention & Visitors Bureau
- ✓ Senior Leadership/National Sales Representative – Greater Cincinnati Convention & Visitors Bureau
- ✓ Director of Sales – Cincinnati Museum Center
- ✓ Director of Sales/National Accounts – Westin Hotels



Ronnie L. Bryant is our Economic Development Partner with subject-matter expertise from a 30+-year career in Economic Development. Ronnie now focuses on executive coaching, organizational management, and board development/training for top-level corporate and not-for-profit managers through his consultancy based in Charlotte, NC. As a Certified Economic Developer (CEdD) and past chair of the International Economic Development Council, he provides valuable leadership perspectives for our clients in the economic development ecosystem, public-private partnerships, the broader not-for-profit space, and those in the corporate, private sector. His experience includes:

- ✓ President & CEO – Charlotte Regional Partnership
- ✓ President & COO – Pittsburgh Regional Alliance
- ✓ Senior Vice President – St. Louis Regional Chamber & Growth Association
- ✓ Vice President of Economic Development – Greater Shreveport Chamber of Commerce

Our Process:

The Search Foundation, The Search Strategy, Selection, Onboarding, and Follow Up

The Search Foundation

Partnership

The search begins as a partnership between RSCVA and the engagement team. The engagement team will direct the mission of getting to know the organization, board, staff, and its key stakeholders.

Communication between the search committee and the engagement team is critical. At the commencement of the search, a timeline with a communication plan is developed in concert with the search committee which will guide the search process, tracking objectives, dates, milestones, and reporting criteria.

Discovery & Intake Phase

The engagement team meets with the search committee, board members, staff, and key organizational stakeholders for discovery sessions. Through the discovery sessions, we develop critical insights regarding the history and legacy of the organization and its leadership, as well as current state and perception of RSCVA in the community and marketplace. We will learn the vision and future of the organization. The discovery sessions assist us in developing the basis of a leadership profile for the next President and Chief Executive Officer including skills, experiences, and behavioral attributes crucial for the success of the next leader. This phase creates a transparent search environment and an opportunity for stakeholders to understand the search, contribute their valuable insights, and establishes support for the process.

Recruitment Brochure for the President and Chief Executive Officer Opportunity with RSCVA

Information gathered during the discovery and intake phase, assists the engagement team in creating a marketing document for the President and Chief Executive Officer opportunity with RSCVA – the recruitment brochure. A developed recruitment brochure shares your story to prospective candidates and national centers of influence. The recruitment brochure conveys the organizational structure, culture, performance expectations, and vision for the future. The recruitment brochure outlines candidate skills, experience, personality, and behavioral characteristics required to operate successfully in the organization and with its members, stakeholders, collaborators, and prospects.

The Search Strategy

Research and Recruiting

The engagement team generates a robust search strategy to identify appropriate sources of quality candidates. Targets are determined based on the skills and experiences necessary to meet the expectations of RSCVA. The search strategy is focused on the region RSCVA serves and quickly expands nationally. Target organizations may include (but are not limited to) leading tourism authorities and agencies, convention & visitors bureaus, destination marketing organizations, industry and professional associations, nonprofits, and private and public-sector leaders with specific alignment to RSCVA.

Market research executed through our search strategy casts a “wide net” to identify candidates with multi-functional and cross-industry experience balanced with natural leadership, collaborative nature, and ability to convene competing groups. Our inclusive recruiting efforts deliver candidates with a broad spectrum of backgrounds and experiences providing RSCVA with truly comprehensive and diverse candidate options.

Direct recruitment of candidates produces the best results. The team will access industry contacts, proprietary databases, networks, associations, and professional connections for this effort. Strategic advertising will augment our efforts and will be determined with the search committee.

Winner Partners' Candidate Evaluation Process

Candidates deemed qualified are evaluated utilizing:

- ✓ Multi-tiered, behavior-based interviewing techniques providing well-rounded, personal assessments. Multiple members of the engagement team interview each candidate to obtain career history, leadership experience, industry expertise, and specific examples of their skillset using developed standardized questions based on the candidate profile for the President and Chief Executive Officer. We assess and report each candidate's motivations and driving interests for a career move.
- ✓ A written essay is requested from each candidate. The essay focuses on relevant topics, specific experiences, and leadership philosophies. The essay serves as a reflection of the candidate's communication and writing style and is designed to display critical-thinking skills.
- ✓ All candidates are evaluated with an unbiased process. This includes candidates identified by Winner Partners, the RSCVA search committee, RSCVA staff or stakeholders, and applicants. Any internal candidates expressing interest will be included and uniformly evaluated. Highly qualified candidates are presented to the search committee in a uniform, easy-to-read candidate profile. The candidate profile includes a detailed evaluation summary completed by the engagement team, compensation expectations, relocation factors, as well as the written essay, and resume.

The Selection Process

Candidate Selection

The engagement team organizes the candidate selection process in close coordination with the search committee providing support and guidance. The team coordinates scheduling of candidates invited to participate in the interview process with the search committee. Candidates not moving forward in the process are communicated status updates as appropriate.

Interview Facilitation

One or two members of the engagement team facilitate candidate interview sessions. Winner Partners provides RSCVA with tools for data collection during the interviews to assist the search committee with the best opportunity to make an informed, data-supported hiring selection.

First-Round Interviews

We recommend the search committee interview the top 5-7 candidates in the first round. The interview format employs structured, behavior-based questions. The engagement team assists the search committee with options for behavior-based questions and tools to use in data-supported interview sessions. The engagement team works with the search committee on deliberation to narrow the candidate selection for finalists.

Finalist Referencing

Comprehensive referencing for finalist candidates includes a 360° evaluation from subordinates, peers, superiors, and board of directors. These discussions provide valuable insight into our understanding of the candidate's management, leadership characteristics, and professional work performance. Winner Partners' vigorous referencing of finalist candidates is an additional safeguard to ensure clients are armed with critical data to avoid costly mis-hires or poor cultural fits which may be missed during traditional interviews.

Background Verifications

Background verifications are conducted at this time for finalist candidates by Background Experts. Our background screening includes County Criminal History, Credit (Employment) Report, Education Verification, Federal Bankruptcy History, Multijurisdictional Criminal History, Statewide Criminal History, Address to Criminal History (10 year), Address to Statewide Criminal History (10 year), Nationwide Sex Offender, and a Social Intelligence Report.

Finalist Interviews

Finalist interviews with 2-3 candidates consist of candidate presentations on topics selected by the search committee and may incorporate a brief social reception (breakfast, lunch, mixer). We have found this approach, utilizing an expanded audience of additional board members or key stakeholders to the organization (by invitation only), affords the search committee additional insight on the finalists' ability to present to and collaborate with diverse groups. This is an opportune time to interact with and incorporate staff interviews as appropriate.

Relocation

In a relocation scenario, Martita Mestéy-Durruthy also serves as the family concierge to ensure the needs of the candidate and their dependents are met. Winner Partners proudly partners with Berkshire Hathaway Home Services (BHHS) for relocation services to conduct a needs assessment with the candidate to provide support for a relocation. Martita and BHHS coordinate action plans and familiarization tours to identify neighborhoods, schools, or other amenities required/desired by prospective candidates and their dependents. Through our partnership with BHHS, RSCVA candidates will have access to their suite of moving products, services, and discounts at no additional charge.

Onboarding & Follow Up

Offer & Negotiation

The engagement team provides the search committee with a comprehensive compensation review for the finalist candidates. This information guides the offer and includes comprehensive compensation details, relocation specifics, family requirements/desires, start dates, and specifics regarding employment agreements. The engagement team facilitates additional steps to the hiring like coordination of the resignation, pre-employment testing requirements, and drafting employment agreements as well as directing the offer and negotiation process.

Onboarding

Winner Partners is invested in the ultimate success of each candidate placed and has built a process to support the best outcomes for our clients. The engagement team works with the client and the hire to establish a timeline for transition. We remain closely aligned with client and the hire for onboarding activities during the first critical 90 days and tapering to less frequently as the placement becomes more integrated over time. We identify any key areas of improvement or specific initiatives to ensure a smooth changeover.

Guarantee

The rigorous evaluation process by Winner Partners safeguards our clients against costly mis-hires. We realize, however, there may be factors beyond vetting and interviewing that could lead to a hire leaving or a client discontinuing the relationship. While we do not offer refunds for services provided, we do offer a one-year, no-fault guarantee for our placements: If the placement leaves for any reason within the first twelve (12) months, Winner Partners agrees to perform a replacement search at no charge (only search-related expenses).

Non-Solicitation Commitment to RSCVA

Winner Partners offers a non-solicitation commitment to our clients. After completing a search for RSCVA, your organization will be “off-limits” for future recruiting efforts done by Winner Partners. We respect the trust you have placed in us as well as our ability to source candidates outside our client base.

Preliminary Timeline

Proposed Time to Offer & Acceptance: Under 80 Days



Professional Fees & Terms

Professional fees for executive search are calculated on a percentage of the hire's projected first-year, total cash compensation and includes reimbursement for search-related, direct, and indirect support expenses.

For the President and Chief Executive Officer search for RSCVA, Winner Partners *proposes a fixed, professional fee* of \$80,000 (plus preapproved, direct expenses). Our proposed professional fee includes indirect support expenses to help RSCVA budget for the search and control expenses.

Indirect support expenses included in our professional fee include comprehensive referencing, background verifications, and DISC assessments for finalists.

Direct Expenses include candidate and Winner Partner travel and advertising. Direct search expenses are preapproved by RSCVA and billed at cost.

Professional fee is billed in three (3) installments:

• Initial, non-refundable retainer to begin the assignment	\$26,667	Total Professional Fee: \$ 80,000
• The 2nd installment generated when initial candidate slate is presented (~45 days)	\$26,667	
• Final installment is sent upon acceptance of an offer by the candidate	\$26,666	

Estimated direct search expenses:

• Search Discovery Visit	\$3,500	Estimated Direct Expenses: \$14,000
• Candidate & Consultant Travel for Finalist Interviews (2 finalist candidates)	\$8,000	
• Suggested Advertising (Destinations International, USAE, MPI, DMA West, Southeast Tourism, DMO Proz)	\$2,500	

Our Clients & References

The following are representative samples of our body of work. Our references are available for questions about the quality of our work.



President & CEO

Search Committee led by Search Chair
Robert Miller –
Buchalter Law Firm
602-550-8380
rmiller@buchalter.com

Visit Phoenix is a non-profit organization founded in 1967 to promote the Greater Phoenix community to a global audience of travelers and secures conventions for the Phoenix Convention Center, area hotels, and resorts. Visit Phoenix cultivates and maintains relationships with convention and meeting planners, journalists, and influencers as well as travel agents and tour operators.

The Board sought a President & CEO who was a visionary leader, skilled relationship builder, and an expert nonprofit manager to showcase Phoenix as the heartbeat of the state and region with a high-energy team of 50 professionals and budget of \$16M.

Phoenix is the largest capital city in the US where visitors spend more than \$21.3 million per day.



President & CEO

Search Committee led by Search Chair
Corey Pearson –
Three Rivers Convention Center
509-378-8185
cpearson@3riverscampus.com

Visit Tri-Cities, a 501(c)6 destination marketing organization, represents the region and its 300,000 residents. The metropolitan area known as "Tri-Cities" consists of the major communities of Kennewick, Pasco, Richland, and West Richland in southeast Washington.

The Search Committee aimed for a President & CEO who would promote inclusion, value innovation, and operationalize the inspiration that comes from working with residents to understand the visitor economy and to promote the visitor experience.

The President & CEO leads a team of committed team of 13 to make the Tri-Cities bigger, bolder, brighter, better and "more cool" through tourism.



President & CEO

Search Committee led by Search Chair
Matt Schuffert –
Hard Rock Casino
219-898-1567
matthew.schuffert@hrcnorthernindiana.com

South Shore Convention and Visitors Authority supports the hospitality industry and its partners as the official destination marketing organization for Northwest Indiana. The Board of Directors aimed to identify a President & CEO to develop the convention and visitor industry through the marketing and development of the county from a convention, sports, gaming, and special interest travel segments. The ideal candidate profile was an innovative leader, a collaborative partner, and community champion to advance the organization with a team of 12 professionals serving 18 municipalities in the region.

South Shore CVA highlights the diverse and unique assets for the leisure and business traveler as well as the region's 500,000 residents on the south shores of Lake Michigan.



President & CEO

Search Committee led by Board Chair
Kelly Buntrock –
First Interstate Bank
605-431-8804
kelly.buntrock@fib.com

Visit Rapid City is a not-for-profit, destination marketing organization dedicated to promoting leisure travel, special/sporting events, reunions, meetings and conventions, group travel and tours to Rapid City and the Black Hills region.

The Search Committee sought a President & CEO who was a visionary leader, community champion, and active convener with an ability to band with business, cultural, government, and community partners to define and deliver a rich, authentic experience where natural resources, historical heritage, famous landmarks, and urban pleasures collide.

Tourism directly supports more than 30,000 jobs in South Dakota and generates \$3.4 billion in annual visitor spending statewide.

Summary

Expertise & Experience

Winner Partners has expertise and experience in executive search and recruitment as well as a track record of successful placements with search committee-led assignments. The engagement team has completed hundreds of assignments, led tourism, hospitality, attractions, community and economic development organizations, nonprofits, served on boards of directors, and has a dedication to clients serving their communities.

Team is Unmatched

Our engagement team is unmatched with relevant industry expertise, recruitment proficiency, candidate access, and devotion to diversity, equity, and inclusion.

Access to Talent

The engagement team has developed networks and connections to candidates with the President and Chief Executive Officer qualities and functional skill sets required by today's leaders: Those leaders who bring the behaviors, temperaments, and likeability along with extensive relationships, industry and market knowledge, and access to thought leaders.

Recruitment Strategy

The research-based approach by our team provides proven tools to identify leaders who understand organizational metrics and performance. The members of the engagement team are known thought-leaders in the industry and have close connections to elite candidates and high-potential, emerging leaders who may be overlooked in traditional recruiting scenarios.

Data-Driven Tools

Our search process incorporates comprehensive screening tools and techniques to uncover the depth of candidate experiences, areas of development, and motivations for making a career move. The search committee will have an unmatched, expert opinion of the candidate's strengths, weaknesses, and potential blind spots.

Value to RSCVA

Not just for the search but also for the long-term success of RSCVA, our size, resources, and expertise position us as a valued partner for RSCVA. Our well-honed search process combined with national knowledge leadership in the travel, tourism, and hospitality industry along with our one-year, "no-fault" guarantee provides RSCVA with the best collaborative team and recruitment process to identify your next President and Chief Executive Officer.

We look forward to the opportunity to serve as your executive search partner and to represent Reno-Sparks Convention & Visitors Authority!

Thank you for the opportunity to present our credentials.

Agreement

April 25, 2023

Jose Martinez
Director of Facilities Operations
Reno-Sparks Convention & Visitors Authority
jmartinez@renotahoeusa.com

RE: President and Chief Executive Officer – Reno-Sparks Convention & Visitors Authority

Dear Mr. Martinez:

We are pleased to confirm the arrangements under which Winner Partners, LLC (Winner Partners) is to conduct a search to recruit the President and Chief Executive Officer for Reno-Sparks Convention & Visitors Authority. (Client).

We are guided by your desire to have this individual located as quickly as possible. Work on the assignment will begin immediately upon our receipt of a signed copy of this agreement.

Search Responsibilities and Deliverables

- Pre-Search Consulting
- Recruitment Brochure Development
- Search Strategy & Priorities
- Research, Recruiting, and Candidate Identification
- Candidate Summaries with Interview Assessments, Writing Sample, and Resumes
- Initial & Regularly Scheduled Status Updates
- Facilitation of Virtual and In-Person Interviews
- Background Checks & Candidate Reference Verifications for Finalists
- Offer Negotiations and Acceptance
- Onboarding

Engagement Team

The core team dedicated to Client includes:

- Tina Winner – Engagement Manager to the client
- Steven Oberhoffer – Recruitment, Search Strategy and Execution
- Dennis Tracy – Destination Marketing & Tourism Partner
- Ronnie Bryant – Economic Development Partner
- Martita Mestéy-Durruthy – Inclusion & People Experience Partner

Professional Fees

Our professional fee is set at a flat fee of \$80,000 total (plus preapproved, direct expenses) and is payable in three (3) installments as follows:

- \$26,667 – Initial, non-refundable retainer to begin the assignment.
- \$26,667 – Upon presentation of the initial candidate slate (~45 days).
- \$26,666 – Final invoice upon the acceptance of an offer by the candidate.

If Client hires more than one candidate presented by Winner Partners in connection with this assignment within 12 months, Client agrees to pay Winner Partners an amount equal to thirty percent (30%) of each additional hire's projected first year, total cash compensation.

It is further understood that our search will include the evaluation of any candidates who may have been or may be identified by the Client or its stakeholders, or may be already employed by Client, and that such individuals shall be deemed candidates presented by Winner Partners for purposes of this letter.

Expenses

Winner Partners is reimbursed for direct expenses related to the Client's search engagement. Direct expenses include candidate and engagement team travel, lodging, meals, other and reasonable expenses as well as advertising. The Client will be responsible for preapproving direct search expenses which will be billed at cost on a monthly basis.

Indirect search-related, support expenses have been included in the professional fee for the Client.

Cancellation

Winner Partners recognizes its client's recruiting needs may change over time. If Client cancels the search by written confirmation within 60 days, we will forward a final statement for our professional fee prorated through the date of cancellation and direct expenses incurred for the search. In no event, shall Client be responsible for less than the first installment plus direct expenses.

Guarantee

If the employment of a Winner Partners-placed candidate is terminated (voluntarily or involuntarily) within 12 months from the start date with Client, we will, at your option, refill that position for no additional fee other than any direct expenses incurred.

Non-Solicitation of Employees

Winner Partners warrants that we will not recruit from the Client during or after the conclusion of this search engagement without express written permission from the Client's leadership.

Confidentiality

Winner Partners will maintain the confidentiality of all proprietary and confidential information supplied by Client, it being understood that proprietary and confidential information does not include, and this obligation will not apply to, any information in the public domain, which is or comes into Winner Partners' possession without an obligation of confidentiality or is required by law.

Client will maintain confidentiality of Winner Partners' terms of agreement, search process, proprietary tools used to conduct and facilitate the President and Chief Executive Officer search. Client, and by extension the Client's board of directors, will ensure confidentiality of all data shared regarding prospective candidates including but not limited to candidates' identity, current employment and history, background information, compensation, etc.

If you are in agreement with the terms and conditions as stated above, please sign and return a copy of this letter to me as our formal authorization to proceed.

I appreciate the confidence you have placed in Winner Partners and look forward to partnering with you.

Best regards,



Tina Winner
Managing Partner
Winner Partners, LLC

Accepted:

Jose Martinez- Director of Facilities Operations
Reno-Sparks Convention & Visitors Authority

Date

SIXTH AMENDMENT TO AGREEMENT

This Sixth Amendment (the “Sixth Amendment”) is made and entered into effective as of _____, (the “Effective Date”), by and among the CITY OF RENO, NEVADA, a municipal corporation (the “City”), the RENO-SPARKS CONVENTION & VISITORS AUTHORITY, a political subdivision of the County of Washoe, State of Nevada (the “RSCVA”), and the UNITED STATES BOWLING CONGRESS, INC., a Wisconsin nonprofit corporation (the “USBC”). The City, the RSCVA and the USBC are sometimes hereinafter collectively referred to as the “Parties” and individually as a “Party.”

R E C I T A L S

A. The City, the RSCVA and the USBC are parties to that certain Agreement dated as of June 13, 2012, as amended by that certain First Amendment dated as of February 11, 2014 and as amended by that certain Second Amendment dated January 7, 2015 and as amended by that certain Third Amendment dated November 6, 2020 and as amended by that certain Fourth Amendment dated May 19, 2022 and as amended by that certain Fifth Amendment dated January 31, 2023 (the “Agreement”), whereby the USBC agreed to sponsor and conduct national bowling tournaments at the National Bowling Stadium in Reno, Nevada (the “NBS”), all on the terms and conditions as set forth in the Agreement. Capitalized terms not otherwise defined in this Sixth Amendment shall have the meaning ascribed to them in the Agreement, as amended hereby.

B. The Parties desire to amend the Agreement to revise the USBC obligations for the purpose of changing future dates of the USBC Women’s Championships and extending the agreement through 2033;

C. The Parties mutually agree to the date changes and agree this does not constitute a default by either Party.

D. The Parties are entering into this Sixth Amendment for the purpose of amending the Agreement as set forth above.

NOW THEREFORE, in consideration of the foregoing Recitals and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the City, the RSCVA and the USBC hereby agree as follows:

1. Recitals. The foregoing Recitals are hereby acknowledged by the City, the RSCVA and the USBC as true and correct and are incorporated herein by this reference.

2. Number of Tournaments. Section 5.1 of the Agreement is hereby deleted in its entirety and replaced with the following new Section 5.1.

5.1 Number of Tournaments at NBS. For the years 2021 through 2033, USBC agrees that it will conduct not less than eight (8) Tournaments, at least four (4) of which shall be an

Open Tournament. The Tournaments at the NBS shall occur according to the following schedule:

Year	Tournament Type
2021	Women's Tournament
2023	Open Tournament
2024	Women's Tournament
2026	Open Tournament
2028	Women's Tournament
2029	Open Tournament
2032	Open Tournament
2033	Women's Tournament

In the event the USBC is unwilling to conduct the eight (8) Tournaments at the times as set forth in this Section 5.1, the USBC shall be deemed in default and the USBC agrees that it will pay to the RSCVA an amount equal to Two Million Dollars (\$2,000,000.00) as liquidated damages for each Open Tournament it fails to conduct and One Million Dollars (\$1,000,000.00) for each Women's Tournament that it fails to conduct according to the foregoing schedule ("Liquidated Damages"); provided, however, in the event a particular Tournament becomes economically unviable, as determined by the USBC, and is cancelled by the USBC and neither the USBC nor any affiliated or related entity, wholly or partially owned or controlled by USBC, holds the cancelled Tournament, or any iteration thereof, whether in whole or in part, at any other venue during the calendar year in which the cancelled Tournament was to be held at the NBS, the above Liquidated Damages amounts for the economically unviable cancelled Tournament (whether an Open Tournament or a Women's Tournament) shall be decreased to Zero Dollars (\$0.00). The amount of any Liquidated Damages owed by USBC shall be reduced by any amounts owed to USBC by RSCVA or the City.

3. Counterparts and Delivery of Signatures. This Sixth Amendment may be executed in counterparts, each of which when so executed and delivered shall be deemed an original, but all of which together shall constitute one and the same instrument. Facsimile and/or electronically delivered signatures are permissible and shall be binding for purposes of this Sixth Amendment.

4. Binding Effect. This Sixth Amendment shall be binding upon, and inure to the benefit of, the parties hereto, and their respective personal and legal representatives, heirs, executors, administrators, successors and assigns.

5. Ratification of Remaining Terms and Conditions. Any and all terms and provisions of the Agreement that are inconsistent or in conflict with the terms and provisions of this Sixth Amendment are hereby amended to be consistent with the terms and provisions contained herein. As modified herein, all of the terms and provisions of the Agreement are hereby ratified and affirmed in all respects.

The parties have executed this Sixth Amendment and caused the same to be duly delivered on their behalf effective as of the Effective Date.

RSCVA

RENO-SPARKS CONVENTION AND
VISITORS AUTHORITY, a political
subdivision of the County of Washoe, State of
Nevada

By: _____
Name: _____
Its: _____

USBC

UNITED STATES BOWLING CONGRESS, a
Wisconsin nonprofit corporation

By: _____
Name: _____
Its: _____

By: _____
Name: _____
Its: _____

CITY

CITY OF RENO, NEVADA, a municipal
corporation

By: _____
Name: _____
Its: _____



P.O. Box 837
Reno, NV 89504 USA
t: 775.827.7600
VisitRenoTahoe.com

To: Reno Tahoe Board of Directors
From: Tasha Holloway, Sr. Marketing Events Manager
Cc: Charles Harris, President & CEO
Date: May 25, 2023
Subject: 2023/24 Fiscal-Year Special Event Marketing Sponsorship
Recommended Award Allocations

Executive Summary

This report summarizes staff recommendations for the allocation of 2023/4 fiscal-year Special Event Marketing Sponsorship.

Reno Tahoe facilitates a Special Event Marketing Sponsorship program for annual special events. The program is characterized as a partnership (corresponding to a sponsorship), rather than a grant, and is an opportunity that provides financial resources that enable events to broaden efforts as it relates to advertising and marketing initiatives. The resulting funding partnerships also present sponsorship opportunities to Reno Tahoe to expand our own marketing and sales efforts.

Applications are accepted once a year and applying does not imply that funding will be awarded. Applications are reviewed by a team of Reno Tahoe managers and executive staff, and their allocation recommendations are presented to the Reno Tahoe Board of Directors for approval. The application deadline for 2023/24 funding consideration was March 30, 2023. The proposed 2023/24 Special Event Marketing Sponsorship program allocates \$500,000 to thirty-nine (39) events and additional marketing opportunities, including funds for potentially new events applying later in the fiscal year. Forty-two (42) events representing \$1,064,875 in total requests were received.

Background/Analysis

In February 2007, the Reno Tahoe Board of Directors approved an annual special events funding program. Additional modifications were approved by the Board in March 2010, September 2011 and August 2016. Specific to this sponsorship, special events are currently defined as:

*An organized annual event that generates overnight visitors for two or more Washoe County lodging properties, as well as out-of-area marketing exposure, and is of interest to the general public. Historically these events have included, but are not limited to: festivals, fairs, community events and certain sporting events. Qualified events must reinforce **Reno Tahoe's** branding message, provide Reno Tahoe with a sustainable and appealing destination message, and attract overnight visitors.*

Events play an integral role in the destination's appeal to potential visitors and positively impact our community in many ways:

- **Room Nights:** Events motivate travelers to visit the destination, thereby generating new incremental room nights at desirable rates for Washoe County lodging properties.
- **Destination Awareness:** Events can generate awareness and positive perception for the destination because of their out-of-market advertising, social media and promotional efforts.
- **Repeat Visitation:** Visitors who come to the destination and have an enjoyable experience at an event may be more likely to return in the future.
- **Reno Tahoe Messaging:** Events enhance **Reno Tahoe's** destination branding and communications to promote Reno Tahoe.
- **Economic Impact:** Out-of-market spectators and participants who travel to the destination because of an event contribute to the financial vitality of Washoe County.

Applications were evaluated by a committee comprised of Reno Tahoe managers and executive staff who are knowledgeable and experienced in the event industry. The evaluation process included an **analysis of each event's submitted** information and incorporated **discussion about the applicant's** current (or potential) benefit to the destination.

Events are judged **on their written submission, the funding that is available and the destination's** current situation analysis. Money may also be allocated to a Contingency Fund for potential new events or for educational and marketing opportunities. Only events that are new to the destination may apply for funding outside of the normal application cycle and must submit the same application and meet the same requirements as events participating within the funding cycle.

The proposed funding allocations are based on a qualitative, rather than a quantitative, analysis that include the following considerations:

- **Application:** Is the application complete; were all questions answered and required information provided? Was the submitted information reasonable, viable and compelling?
- **Event Dates:** Does the event occur in a "need" period or during an already busy visitor season? Would its absence adversely affect lodging occupancy? Is the event definite or tentative pending assessment by the producing organization regarding its viability or outcome of the funding awards?
- **Annual Occurrence:** Is there a term limit regarding the number of years that event can/will be held in the destination? Will the event be held annually? Does it have potential for growth and long-term sustainability?
- **Attendance:** What is the projected attendance, including participants (if applicable) and spectators? What percentage is estimated to be locals versus out-of-market visitors? Can the event expand upon their current attendance? Are there capacity constraints?
- **Room Nights:** What are room night projections? Is there a potential for growth in overnight stays with additional marketing efforts? Is the funding request reasonable when compared to the room nights that can potentially be generated?
- **Uniqueness, Appeal and Positive Alignment:** Is the event unique and/or iconic to the destination? Are there similar events in primary visitor markets? Would the event appeal to

potential visitors? Does the event align with **Reno Tahoe's** mission? Does it positively highlight the communities of Reno, Sparks, Incline Village, Crystal Bay and/or Washoe County?

- **Washoe County Affiliation:** The event does/will occur annually in Washoe County and does not intend to be held one-time only. There is not a limit regarding the number of consecutive years the event can occur in the destination.
- **Out-of-Market Awareness:** Can the event generate out-of-market awareness for the destination that increases the likelihood of attracting overnight visitors? Awareness can be in the form of traditional advertising, social media, web-based efforts or earned media value. Does it support Reno Tahoe branding and messaging?
- **Financial:** **Is the event financially stable? Is the funding request less than 25% of the event's cash operating budget? Is the event dependent on Reno Tahoe funding to occur? In the case of a new event, does it have a realistic plan to sustain through "year one" such as revenue and expense projections, marketing plan, estimated attendance and room nights?**
- **Funding Use:** Does Reno Tahoe funding make a difference? Did the event clearly demonstrate how Marketing Sponsorship would be used to augment their marketing, advertising and **promotional efforts? Would a reduced award, or no award, negatively impact event's ability to maintain or grow their promotional efforts?**
- **Lodging Partnerships:** Will the event establish partnerships with at least two Washoe County lodging properties in the form of room block, sponsorships, venues or marketing support? Are current lodging partners acknowledged and promoted on event's website?
- **Television or Webcast Affiliation:** Will the event be aired on network TV, cable TV or Webcast as a scheduled broadcast? Is the broadcast professionally produced and does it positively highlight the destination? What is the potential viewership and who is the audience?
- **Sponsor Amenities:** Will the event extend sponsorship amenities to Reno Tahoe that support its mission and/or strategic objectives. Do the potential amenities offer an opportunity for Reno Tahoe to broaden its own marketing, sales or promotional efforts to a new audience?
- **Facility/Venue:** Does the event take place in a Reno Tahoe facility and receive concessions?
- **Event Producer/Promoter:** Does the event have professional management? Is it produced by paid staff or by volunteers?

In addition to supporting events that impact room nights, the panel felt it was also essential to assist events that enhance the arts, cultural heritage and social diversity, as well as events that align with **Reno Tahoe's "Ambition" brand.**

Fiscal Impact

The Special Event Marketing Sponsorship is a planned marketing program, traditionally incorporating a \$500,000 recommended allocation.

Recommendation

Staff recommends that the Reno Tahoe Board of Directors accept this report and approve the distribution recommendations for 2023/24 Special Event Marketing Sponsorship as follows:

Reno-Sparks Convention & Visitors Authority



Emerging Events:

Reno Dance Festival: \$1,000
Great Basin Scottish Highland Games: \$1,600
Believe in Reno: \$2,500
Rock Reno Half Marathon: \$1,000
PCCHA Road to Reno: \$5,000
Legends of Beer Festival: \$5,000
Kicker Monster Truck Show: \$2,500
Dragon Boat Festival: \$3,000
AMA Endurocross: \$2,500
Lavender and Honey Festival: \$3,000
Let It Glow, Reno: \$0
Sin Fronteras Las Fiestas de mi Tierra: \$7,500
Western States Finals: \$5,000
Dark Corner Haunted House: \$5,000
Legion Sports Fest: \$15,000
IVCB July 4th Skyshow: \$0
Bass Camp Festival: \$15,000
Cordillera Film Festival: \$10,000
Reno Tahoe International Art Show: \$25,000
Xtreme Million Barrel Race: \$10,000
Battle, Axe and Tracks Music Festival: \$20,000

Established Events:

Reno Ukelele Festival: \$900
Bowers Bluegrass Festival: \$900
Comstock Arabian Spring Fiesta: \$3,000
Coors Light Boneyard Blast: \$1,500
Biggest Little Invitational: \$5,000
Dancing in the Streets: \$5,000
Reno Jazz Festival: \$5,000
39 North Pole Village: \$0
Lake Tahoe Shakespeare Festival: \$12,500
Reno Snaffle Bit Futurity: \$10,000
Northern Nevada Pride: \$7,000
Region 3 Arabian Championship Show: \$11,000
Offbeat Music Festival: \$20,000
Reno River Festival: \$12,000
ACTRA National Finals: \$20,000
TEDxReno: \$10,000
Classical Tahoe: \$45,000

Legacy Events:

Street Vibrations Fall Rally: \$10,000
The Great Reno Balloon Race: \$30,000
Artown: \$25,000
National Championship Air Races: \$50,000

Marketing Opportunity Funds: \$76,600

Recommended Motion

Staff recommends the following motion: The Board moves to approve the distribution recommendations for 2023/24 Special Event Partnership Funding as the staff has presented.



RSCVA Monthly Snapshot | March | FY23

		March Monthly Performance FY23			March YTD Performance FY23				
Destination Performance	Economic Impact KPIs	Actual	Target	% to Target	YTD Actual	YTD Target	% to Target	Annual Target	Annual Pacing
	Room Inventory	686,627	676,168	102%	5,892,732	5,898,464	100%	7,856,352	7,856,976
	Cash Room Nights	261,090	224,995	116%	2,346,986	2,240,913	105%	3,001,965	3,129,315
	Comp Room Nights	56,045	61,073	92%	598,171	549,313	109%	753,057	797,561
	Overall Occupancy	59.9%	57.9%	104%	64.1%	61.4%	104%	62.1%	-
	Taxable Revenue	\$33,923,739	\$27,688,192	123%	\$342,966,843	\$296,523,369	116%	\$396,467,011	\$457,289,124
	A.D.R.	\$129.93	\$123.06	106%	\$146.13	\$132.32	110%	\$132.07	-
	Visitor Volume	300,294	277,958	108%	2,794,731	2,694,399	104%	3,627,290	3,726,308
	Gaming Win	\$79,503,844	-	-	\$762,355,275	-	-	-	\$1,016,473,700
	Air Passengers	380,363	-	-	3,323,727	-	-	-	4,431,636

		March Monthly Performance FY23			March YTD Performance FY23				
Strategic Pillar 1 Sales and Marketing	Marketing KPIs	Actual	Target	% to Target	YTD Actual	YTD Target	% to Target	Annual Target	Annual Pacing
	Paid Media Impressions	36,740,463	15,000,000	245%	404,843,571	233,000,000	174%	500,000,000	539,791,428
	Website Users	168,300	147,000	114%	1,984,763	1,364,000	146%	2,244,000	2,646,351
	Website Sessions	196,606	188,000	105%	2,292,113	1,670,000	137%	2,746,865	3,056,151
	Website Partner Referrals	29,421	28,890	102%	256,873	175,420	146%	296,940	342,497
	Earned Media Reach	39,100,000	61,700,000	63%	1,649,300,000	1,150,700,000	143%	1,310,000,000	2,199,066,667
	Social Community Size	278,297	271,550	102%	278,297	271,550	102%	274,824	-
	Total Special Event Funds Allocated	\$504,500	-	-	\$504,500	-	-	\$1,000,000	-
	Sales KPIs M&C + Sports	Actual	Target	% to Target	YTD Actual	YTD Target	% to Target	Annual Target	Annual Pacing
	Convention Produced Room Nights	6,866	11,181	61%	96,521	82,724	117%	112,048	128,695
	Sports Produced Room Nights	52,632	11,017	478%	109,650	97,312	113%	108,352	146,200
	Total Gross Produced Room Nights	59,498	22,198	268%	206,171	180,036	115%	220,400	274,895
	Sales KPIs Tourism	Actual	YoY FY19	% to FY19	YTD Actual	YTD FY19	% to FY19	FY19 Annual	Annual Pacing
	Wholesaler/ Receptive Operators	3,150	1,322	238%	23,250	19,974	116%	25,242	31,000
	Online Travel Agent	33,782	42,267	80%	319,515	387,575	82%	508,581	426,020
	Travel Agent	13,194	13,369	99%	162,246	122,658	132%	159,702	216,328
	Group Tour/Motorcoach	1,225	5,484	22%	12,663	26,048	49%	40,793	16,884
	Ski and Golf Production	12	8	150%	5,139	10,665	48%	14,839	6,852
	Total Gross Room Nights	51,363	62,450	82%	522,813	566,920	92%	749,157	697,084
	Sales Programs Tourism	In Progress	Completed	% to Target	In Progress	Completed	% to Target	Annual Target	Annual Pacing
	OTA/Fit Programs (Executed)	1	11	-	1	11	1.375	8	-



Reno-Sparks Convention and Visitors Authority

Interim Financial Report

March 2023



**Reno-Sparks Convention and Visitors Authority
Interim Financial Report
March 2023**

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RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

Financial Summary by Category

	Nine Month Period Ended March 31,			Total Budget (Augmented) Fiscal Year 2023
	2023	2022	2019 (Pre-Pandemic)	
Revenues				
Room Tax Collections	\$ 29,459,384	\$ 28,605,032	\$ 25,630,947	\$ 38,029,531
Tourism Surcharge	3,401,751	3,556,239	3,856,481	4,795,883
Facilities Revenues	6,535,712	4,996,145	5,640,394	8,461,387
Grants	-	2,848,012	-	1,250,000
Other Income	1,270,439	697,690	1,013,576	1,588,101
Total Revenues	<u>\$ 40,667,286</u>	<u>\$ 40,703,118</u>	<u>\$ 36,141,398</u>	<u>\$ 54,124,902</u>
Operating Expenses (by Category)				
Payroll & Related	\$ 8,943,817	\$ 3,818,714	\$ 5,144,243	\$ 15,951,479
Supplies & Services	7,523,187	10,251,106	10,667,465	10,100,345
Travel & Entertainment	620,894	334,568	606,009	975,164
Promotion & Advertising	7,000,237	4,605,503	6,325,609	13,295,055
Special Projects	1,664,907	834,040	977,570	3,375,250
Other	108,774	48,802	75,517	107,702
Total Operating Expenses	<u>\$ 25,861,816</u>	<u>\$ 19,892,733</u>	<u>\$ 23,796,413</u>	<u>\$ 43,804,994</u>
Non-Operating Expenses/General Fund Transfers Out				
Incline Village/Crystal Bay Apportionment	\$ 1,890,926	\$ 1,734,892	\$ 1,412,966	\$ 2,414,809
Debt Service Transfers	6,142,613	6,043,238	9,607,277	8,190,150
Capital Improvements	2,516,651	639,102	1,840,723	11,012,992
Contingency	-	-	-	200,000
Total Non-Operating Expenses/Transfers	<u>\$ 10,550,189</u>	<u>\$ 8,417,232</u>	<u>\$ 12,860,966</u>	<u>\$ 21,817,952</u>
Net Revenues (Expenses)	<u><u>\$ 4,255,280</u></u>	<u><u>\$ 12,393,153</u></u>	<u><u>\$ (515,981)</u></u>	<u><u>\$ (11,498,043)</u></u>

RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

Financial Summary by Department

	Nine Month Period Ended March 31,			Total Budget (Augmented) Fiscal Year 2023
	2023	2022	2019 (Pre-Pandemic)	
Revenues				
Room Tax Collections	\$ 29,459,384	\$ 28,605,032	\$ 25,630,947	\$ 38,029,531
Tourism Surcharge	3,401,751	3,556,239	3,856,481	4,795,883
Facilities	6,535,712	4,996,145	5,640,394	8,461,387
Grants	-	2,848,012	-	1,250,000
Other Income	1,270,439	697,690	1,013,576	1,588,101
Total Revenues	40,667,286	40,703,118	36,141,398	54,124,902
Operating Expenses (by Department)				
Facilities Operations	9,936,533	8,780,143	9,538,910	14,454,139
Marketing	7,781,346	5,128,180	6,781,388	15,047,641
Sales	4,696,087	3,315,079	4,761,612	8,767,312
General Government, Finance, and Administrative	3,447,851	2,669,331	2,714,503	5,534,808
Total Operating Expenses	25,861,817	19,892,733	23,796,413	43,803,900
Non-Operating Expenses/General Fund Transfers Out				
Incline Village/Crystal Bay Room Tax Apportionment	1,890,926	1,734,892	1,412,966	2,414,809
Debt Service Transfers	6,142,613	6,043,238	9,607,277	8,190,150
Capital Improvements	2,516,651	639,102	1,840,723	11,012,992
Contingency	-	-	-	200,000
Total Non-Operating Expenses/Transfers	10,550,189	8,417,232	12,860,966	21,817,952
Net Revenues (Expenses)	\$ 4,255,280	\$ 12,393,153	\$ (515,981)	\$ (11,496,949)

RENO-SPARKS CONVENTION AND VISITORS AUTHORITY

Transient Lodging Tax Collections and Statistics

	Nine Month Period Ended March 31,		Increase (Decrease)	
	2023	2022	\$	%
Room Tax Collections				
Lodging (6 5/8%)	\$ 22,628,223	\$ 21,971,981	\$ 656,241	3.0%
Convention Center (2%)	6,831,162	6,633,051	198,111	3.0%
Tourism Surcharge	3,401,751	3,556,239	(154,488)	(4.3%)
Total Tax Collections	<u>\$ 32,861,135</u>	<u>\$ 32,161,271</u>	<u>\$ 699,864</u>	<u>2.2%</u>
 Total Taxable Room Revenues	 \$ 342,966,845	 \$ 331,654,979	 \$ 11,311,865	 3.4%
 Average Rate - Cash	 \$ 146.13	 \$ 139.19	 \$ 6.94	 5.0%
 Occupied Rooms				
Cash	2,346,986	2,382,745	(35,759)	(1.5%)
Comp	598,171	578,787	19,384	3.3%
28 Day	829,995	912,161	(82,166)	(9.0%)
Total Occupied Rooms	<u>3,775,152</u>	<u>3,873,693</u>	<u>(98,541)</u>	<u>(2.5%)</u>
 Total Percentage of Occupancy	 64.1%	 65.0%	 (0.9)	 (1.4%)
 Total Taxable Room Revenues by Tax District				
Reno B (Suburban Reno)	\$ 158,953,810	\$ 153,983,548	\$ 4,970,262	3.2%
Reno D (Downtown Reno)	\$ 75,966,231	\$ 74,429,018	\$ 1,537,213	2.1%
Reno E (1 Mile Radius from Downtown)	\$ 9,736,392	\$ 8,487,138	\$ 1,249,254	14.7%
Washoe A (Washoe County (excluding Incline Village))	\$ 44,368,819	\$ 44,247,550	\$ 121,269	0.3%
Washoe B (Incline Village)	\$ 692,210	\$ 760,251	\$ (68,041)	(8.9%)
Sparks	\$ 53,249,382	\$ 49,747,474	\$ 3,501,909	7.0%