

**Reno-Sparks Convention and Visitors Authority
Hotel Statistics by Region**

July 2023 compared to July 2022

Location	Overall Cash Occupied Rooms			Basic Room Average Cash Rates			Overall Average Cash Rate			Overall Taxable Revenue			Cash Occupancy Percentage			Comp Occupied Rooms			Cash/Comp Occupancy Percentage		
	July		%	July		%	July		%	July		%	July		%	July		%	July		%
	2023	2022	Change	2023	2022	Change	2023	2022	Change	\$ 2,023	\$ 2,022	Change	2023	2022	Change	2023	2022	Change	2023	2022	Change
Reno - Suburban (Reno B)	83,583	76,574	9.2%	\$ 132.82	\$ 137.56	-3.4%	\$ 164.89	\$ 171.35	-3.8%	\$ 13,781,706	\$ 13,120,849	5.0%	56.3%	51.6%	9.1%	47,644	47,306	0.7%	88.4%	83.4%	5.9%
Reno - Downtown (Reno D)	71,314	62,912	13.4%	\$ 99.41	\$ 99.26	0.2%	\$ 133.21	\$ 130.04	2.4%	\$ 9,499,768	\$ 8,181,086	16.1%	50.1%	45.9%	9.1%	30,261	22,440	34.9%	71.4%	62.3%	14.6%
North Lake Tahoe (Washoe B)	11,756	11,266	4.3%	\$ 461.15	\$ 521.89	-11.6%	\$ 498.65	\$ 556.58	-10.4%	\$ 5,862,073	\$ 6,270,481	-6.5%	89.9%	86.1%	4.3%	-	-	#DIV/0!	89.9%	86.1%	4.3%
Sparks	25,152	27,264	-7.7%	\$ 97.96	\$ 96.08	2.0%	\$ 116.81	\$ 115.80	0.9%	\$ 2,937,903	\$ 3,157,043	-6.9%	51.5%	55.7%	-7.5%	11,576	8,851	30.8%	75.2%	73.8%	1.9%
Non-Gaming	76,084	73,681	3.3%	\$ 161.21	\$ 154.66	4.2%	\$ 162.20	\$ 155.47	4.3%	\$ 12,340,544	\$ 11,454,869	7.7%	66.6%	67.9%	-1.9%	42	47	100.0%	66.6%	68.0%	-1.9%
Total	267,889	251,697	6.4%	\$ 143.12	\$ 145.70	-1.8%	\$ 165.82	\$ 167.60	-1.1%	\$ 44,421,994	\$ 42,184,329	5.3%	57.4%	55.2%	4.0%	89,523	78,644	13.8%	76.6%	72.4%	5.7%

Reno-Sparks Convention and Visitors Authority

Hotel Statistics by Region

Fiscal Year to Date - July 2023

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Cash Occupancy Percentage			Comp Occupied Rooms			Cash/Comp Occupancy Percentage			Basic Room Average Cash Rate		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 23-24	FY 22-23		FY 23-24	FY 22-23		FY 23-24	FY 22-23		FY 23-24	FY 22-23		FY 23-24	FY 22-23		FY 23-24	FY 22-23		FY 23-24	FY 22-23	
Reno - Suburban (Reno B)	83,583	76,574	9.2%	\$ 164.89	\$ 171.35	-3.8%	\$ 13,781,706	\$ 13,120,849	5.0%	56.3%	51.6%	9.1%	47,644	47,306	0.7%	88.4%	83.4%	5.9%	\$ 132.82	\$ 137.56	-3.4%
Reno - Downtown (Reno D)	71,314	62,912	13.4%	\$ 133.21	\$ 130.04	2.4%	\$ 9,499,768	\$ 8,181,086	16.1%	50.1%	45.9%	9.1%	30,261	22,440	34.9%	71.4%	62.3%	14.6%	\$ 99.41	\$ 99.26	0.2%
North Lake Tahoe (Washoe B)	11,756	11,266	4.3%	\$ 498.65	\$ 556.58	-10.4%	\$ 5,862,073	\$ 6,270,481	-6.5%	89.9%	86.1%	4.3%	-	-	#DIV/0!	89.9%	86.1%	4.3%	\$ 461.15	\$ 521.89	-11.6%
Sparks	25,152	27,264	-7.7%	\$ 116.81	\$ 115.80	0.9%	\$ 2,937,903	\$ 3,157,043	-6.9%	51.5%	55.7%	-7.5%	11,576	8,851	30.8%	75.2%	73.8%	1.9%	\$ 97.96	\$ 96.08	2.0%
Non-Gaming	76,084	73,681	3.3%	\$ 162.20	\$ 155.47	4.3%	\$ 12,340,544	\$ 11,454,869	7.7%	66.6%	67.9%	-1.9%	42	47	-10.6%	66.6%	68.0%	-1.9%	\$ 161.21	\$ 154.66	4.2%
Total	267,889	251,697	6.4%	\$ 165.82	\$ 167.60	-1.1%	\$ 44,421,994	\$ 42,184,329	5.3%	57.4%	55.2%	4.0%	89,523	78,644	13.8%	76.6%	72.4%	5.7%	\$ 143.12	\$ 145.70	-1.8%

Fiscal Year to Date - July through June 2023

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Cash Occupancy Percentage			Comp Occupied Rooms			Cash/Comp Occupancy Percentage			Basic Room Average Cash Rate		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 22-23	FY 21-22		FY 22-23	FY 21-22		FY 22-23	FY 21-22		FY 22-23	FY 21-22		FY 22-23	FY 21-22		FY 22-23	FY 21-22		FY 22-23	FY 21-22	
Reno - Suburban (Reno B)	833,825	819,139	1.8%	\$ 158.36	\$ 154.79	2.3%	\$ 132,041,358	\$ 126,792,659	4.1%	46.9%	46.1%	1.7%	464,646	473,325	-1.8%	73.0%	72.7%	0.4%	\$ 125.07	\$ 125.51	-0.3%
Reno - Downtown (Reno D)	635,924	603,739	5.3%	\$ 131.48	\$ 125.26	5.0%	\$ 83,608,668	\$ 75,621,372	10.6%	39.4%	37.4%	5.3%	251,821	208,257	20.9%	55.0%	50.3%	9.3%	\$ 99.01	\$ 98.76	0.3%
North Lake Tahoe (Washoe B)	99,232	103,883	-4.5%	\$ 340.73	\$ 318.61	6.9%	\$ 33,811,313	\$ 33,098,051	2.2%	64.4%	55.9%	15.2%	-	931	-100.0%	64.4%	56.4%	14.2%	\$ 302.42	\$ 285.41	6.0%
Sparks	259,311	280,158	-7.4%	\$ 110.89	\$ 110.00	0.8%	\$ 28,755,838	\$ 30,817,805	-6.7%	44.6%	48.3%	15.2%	99,066	93,865	5.5%	61.6%	64.4%	-4.3%	\$ 87.71	\$ 88.55	-1.0%
Non-Gaming	818,584	797,875	2.6%	\$ 149.31	\$ 145.00	3.0%	\$ 122,226,088	\$ 115,695,736	5.6%	62.5%	61.0%	2.5%	236	340	-30.6%	62.5%	61.0%	2.5%	\$ 148.51	\$ 144.21	3.0%
Total	2,646,876	2,604,794	1.6%	\$ 151.29	\$ 146.66	3.2%	\$ 400,443,266	\$ 382,025,622	4.8%	48.7%	47.6%	2.1%	815,769	776,718	5.0%	63.7%	61.8%	2.9%	\$ 129.05	\$ 127.44	1.3%

Fiscal Year - July through June 2022

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Average Cash Rate		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 21-22	FY 20-21		FY 21-22	FY 20-21		FY 21-22	FY 20-21		FY 21-22	FY 20-21		FY 21-22	FY 20-21		FY 21-22	FY 20-21		FY 21-22	FY 20-21	
Reno - Suburban (Reno B)	819,139	660,854	24.0%	\$ 154.79	\$ 133.52	15.9%	\$ 126,792,659	\$ 88,235,751	43.7%	46.1%	36.2%	27.1%	473,325	498,580	-5.1%	72.7%	63.5%	14.3%	\$ 125.51	\$ 103.29	21.5%
Reno - Downtown (Reno D)	603,739	331,954	81.9%	\$ 114.85	\$ 117.80	-2.5%	\$ 69,341,597	\$ 39,105,015	77.3%	37.4%	29.5%	26.4%	208,257	178,087	16.9%	50.3%	45.4%	10.8%	\$ 98.76	\$ 90.45	9.2%
North Lake Tahoe (Washoe B)	103,883	95,414	8.9%	\$ 318.61	\$ 284.83	11.9%	\$ 33,098,051	\$ 27,177,212	21.8%	58.4%	50.6%	15.4%	931	1,691	-44.9%	59.0%	51.5%	14.6%	\$ 285.41	\$ 242.71	17.6%
Sparks	280,158	268,589	4.3%	\$ 110.00	\$ 89.61	22.8%	\$ 30,817,805	\$ 24,069,394	28.0%	50.9%	46.1%	10.4%	93,865	70,244	33.6%	68.0%	58.1%	17.0%	\$ 88.55	\$ 68.64	29.0%
Non-Gaming	797,889	698,962	14.2%	\$ 145.00	\$ 114.02	27.2%	\$ 115,695,736	\$ 79,695,980	45.2%	61.0%	54.5%	11.9%	340	355	-4.2%	61.0%	54.5%	11.9%	\$ 144.21	\$ 113.29	27.3%
Total	2,604,808	2,055,773	26.7%	\$ 144.25	\$ 125.64	14.8%	\$ 375,745,847	\$ 258,283,353	45.5%	47.7%	40.8%	17.0%	776,718	748,957	3.7%	62.3%	56.1%	11.1%	\$ 127.44	\$ 106.56	19.6%

Fiscal Year - July 2020 through June 2021

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Average Cash Rate		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 20-21	FY 19-20		FY 20-21	FY 19-20		FY 20-21	FY 19-20		FY 20-21	FY 19-20		FY 20-21	FY 19-20		FY 20-21	FY 19-20		FY 20-21	FY 19-20	
Reno - Suburban (Reno B)	660,854	712,969	-7.3%	\$ 133.52	\$ 129.75	2.9%	\$ 88,235,751	\$ 92,505,087	-4.6%	36.2%	47.4%	-23.6%	498,580	384,360	29.7%	63.5%	72.9%	-12.9%	\$ 103.29	\$ 104.84	-1.5%
Reno - Downtown (Reno D)	331,954	482,941	-31.3%	\$ 117.80	\$ 109.27	7.8%	\$ 39,105,015	\$ 52,769,972	-25.9%	28.8%	33.1%	-13.0%	178,087	240,248	-25.9%	44.3%	49.6%	-10.7%	\$ 90.45	\$ 82.75	9.3%
North Lake Tahoe (Washoe B)	95,414	88,436	7.9%	\$ 284.83	\$ 286.07	-0.4%	\$ 27,177,212	\$ 25,298,722	7.4%	50.6%	56.1%	-10.0%	1,691	3,113	-45.7%	51.5%	58.1%	-11.4%	\$ 242.71	\$ 257.51	-5.7%
Sparks	268,589	242,728	10.7%	\$ 89.61	\$ 84.28	6.3%	\$ 24,069,394	\$ 20,456,459	17.7%	46.1%	50.3%	-8.5%	70,244	58,713	19.6%	58.1%	62.5%	-7.0%	\$ 68.16	\$ 66.80	2.0%
Non-Gaming	698,962	668,191	4.6%	\$ 114.02	\$ 120.14	-5.1%	\$ 79,695,980	\$ 80,278,949	-0.7%	54.5%	56.0%	-2.7%	355	210	69.0%	54.5%	56.0%	-2.7%	\$ 113.29	\$ 119.38	-5.1%
Total	2,055,773	2,195,265	-6.4%	\$ 125.64	\$ 123.59	1.7%	\$ 258,283,353	\$ 271,309,190	-4.8%	40.9%	45.8%	-10.7%	748,957	686,644	9.1%	55.7%	60.1%	-7.2%	\$ 106.50	\$ 106.35	0.1%

Fiscal Year - July 2019 through June 2020

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Average Cash Rate		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 19-20	FY 18-19		FY 19-20	FY 18-19		FY 19-20	FY 18-19		FY 19-20	FY 18-19		FY 19-20	FY 18-19		FY 19-20	FY 18-19		FY 19-20	FY 18-19	
Reno - Suburban (Reno B)	712,969	971,602	-26.6%	\$ 129.75	\$ 126.17	2.8%	\$ 92,505,087	\$ 122,582,453	-24.5%	47.4%	53.0%	-10.6%	384,360	467,138	-17.7%	72.9%	78.4%	-7.0%	\$ 104.84	\$ 102.81	2.0%
Reno - Downtown (Reno D)	482,941	794,122	-39.2%	\$ 109.27	\$ 106.29	2.8%	\$ 52,769,972	\$ 84,407,375	-37.5%	33.1%	37.4%	-11.2%	240,248	320,389	-25.0%	49.6%	52.4%	-5.3%	\$ 82.75	\$ 83.18	-0.5%
North Lake Tahoe (Washoe B)	88,436	117,532	-24.8%	\$ 286.07	\$ 268.57	6.5%	\$ 25,298,722	\$ 31,565,401	-19.9%	56.1%	62.3%	-10.0%	3,113	3,999	-22.2%	58.1%	64.4%	-9.8%	\$ 257.51	\$ 240.94	6.9%
Sparks	242,728	336,408	-27.8%	\$ 84.28	\$ 86.24	-2.3%	\$ 20,456,459	\$ 29,011,922	-29.5%	50.3%	58.0%	-13.3%	58,713	60,293	-2.6%	62.5%	68.4%	-8.6%	\$ 66.80	\$ 48.20	38.6%
Non-Gaming	668,191	700,825	-4.7%	\$ 120.14	\$ 122.86	-2.2%	\$ 80,278,949	\$ 86,105,067	-6.8%	56.0%	64.2%	-12.6%	210	129	62.8%	56.0%	64.2%	-12.6%	\$ 119.16	\$ 122.14	-2.4%
Total	2,195,265	2,920,489	-24.8%	\$ 123.59	\$ 121.10	2.1%	\$ 271,309,190	\$ 353,672,217	-23.3%	45.8%	50.2%	-8.8%	686,644	851,948	-19.4%	60.1%	64.8%	-7.3%	\$ 106.28	\$ 103.77	2.4%

Basic room revenue comes from the posted "room" revenue / overall taxable revenue includes the "room" revenue plus resort fees, upgrade charges, cleaning fees, etc. (effective 7/01/18)

Fiscal Year - July 2018 through June 2019

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 18-19	FY 17-18		FY 18-19	FY 17-18		FY 18-19	FY 17-18		FY 18-19	FY 17-18		FY 18-19	FY 17-18		FY 18-19	FY 17-18	
Reno - Suburban (Reno B)	971,602	1,085,758	-10.5%	\$ 126.17	\$ 110.69	14.0%	\$ 122,582,453	\$ 120,187,171	2.0%	53.0%	58.8%	-10.0%	467,138	466,969	0.0%	78.4%	84.1%	-6.8%
Reno - Downtown (Reno D)	794,122	929,391	-14.6%	\$ 106.29	\$ 90.50	17.4%	\$ 84,407,375	\$ 84,108,667	0.4%	37.4%	42.9%	-12.8%	320,389	348,943	-8.2%	52.4%	59.0%	-11.2%
North Lake Tahoe (Washoe B)	117,532	116,468	0.9%	\$ 268.57	\$ 260.60	3.1%	\$ 31,565,401	\$ 30,351,920	4.0%	62.3%	61.7%	1.0%	3,999	3,014	32.7%	64.4%	63.3%	1.7%
Sparks	336,408	364,058	-7.6%	\$ 86.24	\$ 81.42	5.9%	\$ 29,011,922	\$ 29,641,355	-2.1%	58.0%	62.1%	-6.6%	60,293	56,193	7.3%	68.4%	71.7%	-4.6%
Non-Gaming	701,035	659,934	6.2%	\$ 122.84	\$ 123.58	-0.6%	\$ 86,112,386	\$ 81,556,807	5.6%	64.2%	62.8%	2.1%	129	154	-16.2%	64.2%	62.8%	2.1%
Total	2,920,699	3,155,609	-7.4%	\$ 121.09	\$ 109.60	10.5%	\$ 353,679,537	\$ 345,845,921	2.3%	50.2%	55.1%	-8.9%	851,948	875,273	-2.7%	64.8%	69.1%	-6.1%

Basic room revenue comes from the posted "room" revenue / overall taxable revenue includes the "room" revenue plus resort fees, upgrade charges, cleaning fees, etc. (effective 7/01/18)

Fiscal Year - July 2017 through June 2018

Location	Cash Occupied Rooms			Overall Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	FY 17-18	FY 16-17		FY 17-18	FY 16-17		FY 17-18	FY 16-17		FY 17-18	FY 16-17		FY 17-18	FY 16-17		FY 17-18	FY 16-17	
Reno - Suburban (Reno B)	1,085,758	1,008,742	7.6%	\$ 110.69	\$ 105.62	4.8%	\$ 120,187,171	\$ 106,541,744	12.8%	59.2%	55.0%	7.6%	466,969	503,074	-7.2%	84.6%	82.4%	2.8%
Reno - Downtown (Reno D)	929,391	901,643	3.1%	\$ 90.50	\$ 85.81	5.5%	\$ 84,108,667	\$ 77,372,849	8.7%	43.7%	42.4%	3.1%	348,943	342,381	1.9%	60.1%	58.5%	2.7%
North Lake Tahoe (Washoe B)	116,468	120,694	-3.5%	\$ 260.60	\$ 252.23	3.3%	\$ 30,351,920	\$ 30,442,595	-0.3%	61.7%	64.1%	-3.6%	3,014	2,888	4.4%	63.3%	65.6%	-3.5%
Sparks	364,058	375,918	-3.2%	\$ 81.42	\$ 67.95	19.8%	\$ 29,641,355	\$ 25,542,451	16.0%	62.6%	64.7%	-3.2%	56,193	47,673	17.9%	72.2%	72.9%	-1.0%
Non-Gaming	659,934	607,790	8.6%	\$ 123.58	\$ 110.02	12.3%	\$ 81,556,807	\$ 66,866,483	22.0%	66.1%	62.0%	6.6%	154	600	-74.3%	66.1%	62.1%	6.4%
Total	3,155,609	3,014,787	4.7%	\$109.60	\$101.75	7.7%	\$ 345,845,921	\$ 306,766,122	12.7%	55.1%	52.8%	4.4%	875,273	896,616	-2.4%	70.3%	68.5%	2.6%

Fiscal Year - July 2016 through June 2017

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%
	FY 16-17	FY 15-16		FY 16-17	FY 15-16		FY 16-17	FY 15-16		FY 16-17	FY 15-16		FY 16-17	FY 15-16		FY 16-17	FY 15-16	
Reno - Suburban (Reno B)	1,008,742	1,011,104	-0.2%	\$ 105.62	\$ 98.92	6.8%	\$ 106,541,744	\$ 100,014,299	6.5%	55.0%	54.9%	0.2%	503,074	480,865	4.6%	82.4%	81.0%	1.7%
Reno - Downtown (Reno D)	901,643	964,982	-6.6%	\$ 85.81	\$ 79.95	7.3%	\$ 77,372,849	\$ 77,152,748	0.3%	42.4%	45.0%	-5.8%	342,381	365,755	-6.4%	58.5%	62.1%	-5.8%
North Lake Tahoe (Washoe B)	120,694	120,195	0.4%	\$ 252.23	\$ 244.06	3.3%	\$ 30,442,595	\$ 29,335,174	3.8%	64.1%	63.2%	1.4%	2,888	2,350	22.9%	65.6%	64.5%	1.9%
Sparks	375,918	358,454	4.9%	\$ 67.95	\$ 62.94	8.0%	\$ 25,542,451	\$ 22,561,644	13.2%	64.7%	61.3%	5.5%	47,673	45,766	4.2%	72.9%	69.1%	5.5%
Non-Gaming	607,790	533,608	13.9%	\$ 110.02	\$ 103.26	6.5%	\$ 66,866,483	\$ 55,098,918	21.4%	62.0%	57.4%	8.0%	600	255	135.3%	62.1%	57.5%	8.0%
Total	3,014,787	2,988,343	0.9%	\$101.75	\$95.09	7.0%	\$ 306,766,122	\$ 284,162,784	8.0%	52.8%	52.5%	0.6%	896,616	894,991	0.2%	68.5%	68.3%	0.4%

Fiscal Year - July 2015 through June 2016

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%
	FY 15-16	FY 14-15		FY 15-16	FY 14-15		FY 15-16	FY 14-15		FY 15-16	FY 14-15		FY 15-16	FY 14-15		FY 15-16	FY 14-15	
Reno - Suburban (Reno B)	1,011,104	915,606	10.4%	\$ 98.92	\$ 98.42	0.5%	\$ 100,014,299	\$ 90,112,335	11.0%	54.9%	50.0%	9.8%	480,865	514,424	-6.5%	81.0%	78.0%	3.8%
Reno - Downtown (Reno D)	964,982	1,027,089	-6.0%	\$ 79.95	\$ 68.24	17.2%	\$ 77,152,748	\$ 70,083,520	10.1%	45.0%	43.7%	3.0%	365,755	371,095	-1.4%	62.1%	59.5%	4.4%
North Lake Tahoe (Washoe B)	120,195	113,571	5.8%	\$ 244.06	\$ 232.07	5.2%	\$ 29,335,174	\$ 26,355,994	11.3%	63.2%	60.2%	5.0%	2,350	1,217	93.1%	64.5%	60.9%	5.9%
Sparks	358,454	338,766	5.8%	\$ 62.94	\$ 63.29	-0.6%	\$ 22,561,644	\$ 21,441,998	5.2%	61.3%	54.1%	13.3%	45,766	37,431	22.3%	69.1%	60.1%	15.2%
Non-Gaming	533,608	324,716	64.3%	\$ 103.26	\$ 102.88	0.4%	\$ 55,098,918	\$ 33,407,186	64.9%	57.4%	70.2%	-18.1%	255	44	479.5%	57.5%	70.2%	-18.1%
Total	2,988,343	2,719,748	9.9%	\$95.09	\$88.76	7.1%	\$ 284,162,784	\$ 241,401,032	17.7%	52.5%	49.8%	5.4%	894,991	924,211	-3.2%	68.3%	66.7%	2.2%

Effective 7/01/15 six properties (4 Motels and 2 Timeshares) were reclassified to Hotel classification as a result of SB 312. Historical data remains as originally reported.

Fiscal Year - July 2014 through June 2015

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%
	FY 14-15	FY 13-14		FY 14-15	FY 13-14		FY 14-15	FY 13-14		FY 14-15	FY 13-14		FY 14-15	FY 13-14		FY 14-15	FY 13-14	
Reno - Suburban (Reno B)	915,606	894,888	2.3%	\$ 98.42	\$ 95.48	3.1%	\$ 90,112,335	\$ 85,447,880	5.5%	50.0%	48.8%	2.3%	514,424	460,132	11.8%	78.0%	74.0%	5.5%
Reno - Downtown (Reno D)	1,027,089	1,085,376	-5.4%	\$ 68.24	\$ 66.15	3.2%	\$ 70,083,520	\$ 71,794,968	-2.4%	43.7%	45.8%	-4.4%	371,095	391,757	-5.3%	59.5%	62.3%	-4.5%
North Lake Tahoe (Washoe B)	113,571	118,076	-3.8%	\$ 232.07	\$ 209.85	10.6%	\$ 26,355,994	\$ 24,778,567	6.4%	60.2%	58.3%	3.3%	1,217	1,332	-8.6%	60.9%	59.0%	3.2%
Sparks	338,766	296,702	14.2%	\$ 63.29	\$ 66.90	-5.4%	\$ 21,441,998	\$ 19,849,293	8.0%	54.1%	43.5%	24.4%	37,431	51,235	-26.9%	60.1%	51.0%	17.9%
Non-Gaming	324,716	272,863	19.0%	\$ 102.88	\$ 101.05	1.8%	\$ 33,407,186	\$ 27,571,682	21.2%	70.2%	65.5%	7.2%	44	-	100.0%	70.2%	65.5%	7.2%
Total	2,719,748	2,667,905	1.9%	\$88.76	\$86.00	3.2%	\$ 241,401,032	\$ 229,442,390	5.2%	49.8%	48.5%	2.9%	924,211	904,456	2.2%	66.7%	64.9%	2.9%

Fiscal Year - July 2013 through June 2014

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%
	FY 13-14	FY 12-13		FY 13-14	FY 12-13		FY 13-14	FY 12-13		FY 13-14	FY 12-13		FY 13-14	FY 12-13		FY 13-14	FY 12-13	
Reno - Suburban (Reno B)	894,888	938,891	-4.7%	\$ 95.48	\$ 91.75	4.1%	\$ 85,447,880	\$ 86,144,727	-0.8%	48.8%	51.3%	-4.7%	460,132	401,424	14.6%	74.0%	73.2%	1.0%
Reno - Downtown (Reno D)	1,085,376	1,129,005	-3.9%	\$ 66.15	\$ 63.82	3.6%	\$ 71,794,968	\$ 72,055,198	-0.4%	45.8%	47.7%	-4.0%	391,757	390,861	0.2%	62.3%	64.2%	-3.0%
North Lake Tahoe (Washoe B)	118,076	131,027	-9.9%	\$ 209.85	\$ 184.76	13.6%	\$ 24,778,567	\$ 24,208,157	2.4%	58.3%	50.5%	15.7%	1,332	865	54.0%	59.0%	50.8%	16.1%
Sparks	296,702	257,285	15.3%	\$ 66.90	\$ 69.62	-3.9%	\$ 19,849,293	\$ 17,912,959	10.8%	43.5%	37.1%	17.3%	51,235	57,584	-11.0%	51.0%	45.4%	12.3%
Non-Gaming	272,863	266,363	2.4%	\$ 101.05	\$ 99.30	1.8%	\$ 27,571,682	\$ 26,449,190	4.2%	65.7%	64.8%	1.4%	-	-	0.0%	65.7%	64.8%	1.4%
Total	2,667,905	2,722,571	-2.0%	\$86.00	\$83.29	3.3%	\$ 229,442,390	\$ 226,770,231	1.2%	48.5%	49.0%	-0.8%	904,456	850,734	6.3%	64.9%	64.2%	0.9%

Fiscal Year - July 2012 through June 2013

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%
	FY 12-13	FY 11-12		FY 12-13	FY 11-12		FY 12-13	FY 11-12		FY 12-13	FY 11-12		FY 12-13	FY 11-12		FY 12-13	FY 11-12	
Reno - Suburban (Reno B)	938,891	927,327	1.2%	\$ 91.75	\$ 83.53	9.8%	\$ 86,144,727	\$ 77,461,435	11.2%	51.3%	51.0%	0.6%	401,424	378,412	6.1%	73.2%	71.8%	2.0%
Reno - Downtown (Reno D)	1,129,005	1,077,673	4.8%	\$ 63.82	\$ 60.41	5.7%	\$ 72,055,198	\$ 65,097,196	10.7%	47.7%	45.3%	5.3%	390,861	379,724	2.9%	64.2%	61.3%	4.8%
North Lake Tahoe (Washoe B)	131,027	124,969	4.8%	\$ 184.76	\$ 175.21	5.5%	\$ 24,208,157	\$ 21,895,227	10.6%	50.5%	48.3%	4.5%	865	838	3.2%	50.8%	48.6%	4.5%
Sparks	257,285	278,200	-7.5%	\$ 69.62	\$ 67.92	2.5%	\$ 17,912,959	\$ 18,894,005	-5.2%	37.1%	40.2%	-7.9%	57,584	59,168	-2.7%	45.4%	48.8%	-7.0%
Non-Gaming	266,363	251,866	5.8%	\$ 99.30	\$ 96.37	3.0%	\$ 26,449,190	\$ 24,273,557	9.0%	64.8%	61.1%	6.1%	-	9	-100.0%	64.8%	61.1%	6.1%
Total	2,722,571	2,660,035	2.4%	\$83.29	\$78.05	6.7%	\$ 226,770,231	\$ 207,621,421	9.2%	49.0%	47.8%	2.3%	850,734	818,151	4.0%	64.2%	62.6%	2.7%

Fiscal Year - July 2011 through June 2012

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		%	Year		%	Year		%	Year		%
	FY 11-12	FY 10-11		FY 11-12	FY 10-11		FY 11-12	FY 10-11		FY 11-12	FY 10-11	
Reno - Suburban (Reno B)	927,327	981,882	-5.6%	\$ 83.53	\$ 80.68	3.5%	\$ 77,461,435	\$ 79,218,912	-2.2%	51.0%	53.6%	-5.0%
Reno - Downtown (Reno D)	1,077,673	1,108,328	-2.8%	\$ 60.41	\$ 60.08	0.5%	\$ 65,097,196	\$ 66,590,118	-2.2%	45.3%	47.4%	-4.4%
North Lake Tahoe (Washoe B)	124,969	125,270	-0.2%	\$ 175.21	\$ 173.29	1.1%	\$ 21,895,227	\$ 21,707,879	0.9%	48.3%	48.3%	0.0%
Sparks	278,200	266,409	4.4%	\$ 67.92	\$ 68.75	-1.2%	\$ 18,894,005	\$ 18,314,989	3.2%	40.2%	38.6%	4.3%
Non-Gaming	251,866	236,928	6.3%	\$ 96.37	\$ 97.12	-0.8%	\$ 24,273,557	\$ 23,010,579	5.5%	61.1%	57.8%	5.7%
Total	2,660,035	2,718,817	-2.2%	\$78.05	\$76.81	1.6%	\$ 207,621,421	\$ 208,842,478	#REF!	47.8%	49.2%	-2.7%

Fiscal Year - July 2010 Through June 2011

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		%	Year		%	Year		%	Year		%
	FY 10-11	FY 09-10		FY 10-11	FY 09-10		FY 10-11	FY 09-10		FY 10-11	FY 09-10	
Reno - Suburban (Reno B)	981,882	1,010,741	-2.9%	\$ 80.68	\$ 82.42	-2.1%	\$ 79,218,912	\$ 83,302,389	-5.4%	53.6%	53.3%	0.8%
Reno - Downtown (Reno D)	1,108,328	1,197,861	-7.5%	\$ 60.08	\$ 59.18	1.5%	\$ 66,590,118	\$ 70,884,809	-4.9%	47.4%	50.3%	-6.0%
North Lake Tahoe (Washoe B)	125,270	122,044	2.6%	\$ 173.29	\$ 175.69	-1.4%	\$ 21,707,879	\$ 21,441,499	4.5%	48.3%	46.9%	2.8%
Sparks	266,409	285,282	-6.6%	\$ 68.75	\$ 71.14	-3.4%	\$ 18,314,989	\$ 20,294,068	-10.2%	38.6%	41.2%	-6.3%
Non-Gaming	236,928	221,320	7.1%	\$ 97.12	\$ 96.94	0.2%	\$ 23,010,579	\$ 21,453,702	14.0%	57.8%	54.9%	5.3%
Total	2,718,817	2,837,248	-4.2%	\$76.81	\$76.62	0.2%	\$ 208,842,478	\$ 217,376,465	-3.9%	49.2%	50.4%	-2.4%

Fiscal Year - July - 2009 Through June 2010

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		%	Year		%	Year		%	Year		%
	FY 09-10	FY 08-09		FY 09-10	FY 08-09		FY 09-10	FY 08-09		FY 09-10	FY 08-09	
Reno - Suburban (Reno B)	1,010,901	984,956	2.6%	\$ 82.40	\$ 83.21	-1.0%	\$ 83,302,388	\$ 81,959,861	1.6%	53.3%	52.3%	1.9%
Reno - Downtown (Reno D)	1,197,701	1,205,496	-0.6%	\$ 59.18	\$ 62.80	-5.8%	\$ 70,884,809	\$ 75,709,857	-6.4%	50.3%	49.4%	1.8%
North Lake Tahoe (Washoe B)	122,044	120,608	1.2%	\$ 175.69	\$ 188.39	-6.7%	\$ 21,441,496	\$ 22,721,044	-5.6%	46.9%	46.3%	1.3%
Sparks	285,282	297,907	-4.2%	\$ 71.14	\$ 73.81	-3.6%	\$ 20,294,069	\$ 21,988,252	-7.7%	41.2%	40.6%	1.5%
Non-Gaming	221,320	172,957	28.0%	\$ 96.94	\$ 96.33	0.6%	\$ 21,453,703	\$ 16,660,406	28.8%	54.9%	54.8%	0.2%
Total	2,837,248	2,781,924	2.0%	\$76.62	\$78.74	-2.7%	\$ 217,376,465	\$ 219,039,420	-0.8%	50.4%	49.4%	2.0%

Fiscal Year - July - 2008 Through June 2009

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		%	Year		%	Year		%	Year		%
	FY 08-09	FY 07-08		FY 08-09	FY 07-08		FY 08-09	FY 07-08		FY 08-09	FY 07-08	
Reno - Suburban (Reno B)	984,956	1,037,219	-5.0%	\$ 83.21	\$ 86.57	-3.9%	\$ 81,959,861	\$ 89,792,111	-8.7%	52.3%	59.0%	-11.4%
Reno - Downtown (Reno D)	1,205,496	1,353,689	-10.9%	\$ 62.80	\$ 72.28	-13.1%	\$ 75,709,857	\$ 97,842,584	-22.6%	49.4%	53.8%	-8.0%
North Lake Tahoe (Washoe B)	120,608	138,677	-13.0%	\$ 188.39	\$ 193.63	-2.7%	\$ 22,721,043	\$ 26,852,646	-15.4%	46.3%	53.1%	-12.8%
Sparks	297,907	392,929	-24.2%	\$ 73.81	\$ 74.17	-0.5%	\$ 21,988,252	\$ 29,144,511	-24.6%	40.6%	49.4%	-18.0%
Non-Gaming	172,957	130,156	32.9%	\$ 96.33	\$ 111.52	-13.6%	\$ 16,660,407	\$ 14,515,412	14.8%	54.8%	71.4%	-23.4%
Total	2,781,924	3,052,670	-8.9%	\$78.74	\$84.56	-6.9%	\$ 219,039,420	\$ 258,147,264	-15.1%	49.4%	55.4%	-10.8%

Fiscal Year - July 2007 Through June 2008

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		%	Year		%	Year		%	Year		%
	FY 07-08	FY 06-07		FY 07-08	FY 06-07		FY 07-08	FY 06-07		FY 07-08	FY 06-07	
Reno - Suburban (Reno B)	1,037,219	970,076	6.9%	\$ 86.57	\$ 84.85	2.0%	\$ 89,792,111	\$ 82,315,568	9.1%	59.0%	61.8%	-4.7%
Reno - Downtown (Reno D)	1,353,689	1,580,181	-14.3%	\$ 72.28	\$ 68.95	4.8%	\$ 97,842,584	\$ 108,956,372	-10.2%	53.8%	62.5%	-13.9%
North Lake Tahoe (Washoe B)	138,677	141,935	-2.3%	\$ 193.63	\$ 180.22	7.4%	\$ 26,852,646	\$ 25,578,969	5.0%	53.1%	54.5%	-2.6%
Sparks	392,929	437,350	-10.2%	\$ 74.17	\$ 71.75	3.4%	\$ 29,144,511	\$ 31,381,226	-7.1%	49.4%	53.9%	-8.2%
Non-Gaming	130,156	109,186	19.2%	\$ 111.52	\$ 99.29	12.3%	\$ 14,515,412	\$ 10,841,377	33.9%	71.4%	77.1%	-7.3%
Total	3,052,670	3,238,728	-5.7%	\$84.56	\$79.99	5.7%	\$ 258,147,264	\$ 259,073,512	-0.4%	55.4%	61.0%	-9.2%

**Reno-Sparks Convention and Visitors Authority
Hotel Statistics by Region**

Calendar Year - January 2023 through July 2023

Location	Cash Occupied Rooms			Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Rate		
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%	Year		
	2023	2022		2023	2022		2023	2022		2023	2022		2023	2022		2023	2022		2023	2022	2023
Reno - Suburban (Reno B)	485,114	470,758	3.0%	\$ 157.03	\$ 157.52	-0.3%	\$ 76,176,660	\$ 74,153,360	2.7%	47.5%	46.1%	3.0%	263,550	278,416	-5.3%	47.5%	46.1%	3.0%	\$124.18	\$127.38	
Reno - Downtown (Reno D)	394,280	336,752	17.1%	\$ 133.25	\$ 126.39	5.4%	\$ 52,536,382	\$ 42,561,867	23.4%	41.8%	35.9%	16.4%	153,416	128,135	19.7%	41.8%	35.9%	16.4%	\$99.38	\$98.14	
North Lake Tahoe (Washoe B)	56,082	61,256	-8.4%	\$ 329.41	\$ 343.12	-4.0%	\$ 18,473,920	\$ 21,018,303	-12.1%	62.7%	59.0%	6.3%	-	147	-100.0%	62.7%	59.0%	6.3%	\$289.75	\$308.38	
Sparks	149,704	165,954	-9.8%	\$ 110.86	\$ 105.69	4.9%	\$ 16,596,264	\$ 17,539,130	-5.4%	44.3%	49.1%	-9.8%	58,993	53,270	10.7%	44.3%	49.1%	-9.8%	\$87.09	\$84.52	
Non-Gaming	483,656	460,624	5.0%	\$ 150.99	\$ 148.57	1.6%	\$ 73,029,214	\$ 68,433,934	6.7%	62.3%	61.8%	0.8%	193	250	100.0%	62.3%	61.8%	0.8%	\$150.19	\$147.87	
Total	1,568,836	1,495,344	4.9%	\$ 150.95	\$ 149.60	0.9%	\$ 236,812,440	\$ 223,706,594	5.9%	49.5%	47.5%	4.2%	476,152	460,218	3.5%	49.5%	47.5%	4.2%	\$128.35	\$129.77	

Calendar Year - January through December 2022

Location	Cash Occupied Rooms			Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Rate	
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%	Year	
	2022	2021		2022	2021		2022	2021		2022	2021		2022	2021		2022	2021		2022	2021
Reno - Suburban (Reno B)	826,478	772,373	7.0%	\$ 158.12	\$ 149.47	5.8%	\$ 130,678,915	\$ 115,450,017	13.2%	46.5%	42.6%	8.9%	479,850	498,210	-3.7%	73.4%	70.1%	4.7%	\$126.53	\$119.61
Reno - Downtown (Reno D)	586,798	531,563	10.4%	\$ 127.73	\$ 124.45	2.6%	\$ 74,952,835	\$ 66,150,949	13.3%	36.3%	37.5%	-3.2%	234,361	197,763	18.5%	50.9%	51.5%	-1.2%	\$98.29	\$98.19
North Lake Tahoe (Washoe B)	104,896	100,238	4.6%	\$ 342.69	\$ 307.61	11.4%	\$ 35,947,288	\$ 30,833,929	16.6%	65.4%	53.1%	23.0%	147	1,498	-90.2%	65.4%	53.9%	21.3%	\$306.90	\$274.99
Sparks	273,449	279,629	-2.2%	\$ 107.81	\$ 106.80	0.9%	\$ 29,479,563	\$ 29,863,060	-1.3%	49.6%	48.2%	3.1%	96,068	89,704	7.1%	67.1%	63.6%	5.3%	\$86.22	\$84.81
Non-Gaming	797,969	791,503	0.8%	\$ 148.52	\$ 131.57	12.9%	\$ 118,516,483	\$ 104,141,536	13.8%	62.1%	59.7%	4.0%	288	295	100.0%	62.1%	59.7%	4.0%	\$147.76	\$130.81
Total	2,589,590	2,475,306	4.6%	\$ 150.44	\$ 139.96	7.5%	\$ 389,575,085	\$ 346,439,490	12.5%	48.0%	46.5%	3.2%	810,714	787,470	3.0%	63.1%	61.3%	2.9%	\$129.72	\$120.95

Location	Cash Occupied Rooms			Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Rate	
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%	Year	
	2021	2020		2021	2020		2021	2020		2021	2020		2021	2020		2021	2020		2021	2020
Reno - Suburban (Reno B)	772,373	540,926	42.8%	\$ 149.47	\$ 123.78	20.8%	\$ 115,450,017	\$ 66,956,808	72.4%	42.6%	36.0%	18.3%	498,210	375,818	32.6%	70.1%	61.1%	14.9%	\$119.61	\$96.16
Reno - Downtown (Reno D)	531,563	251,119	111.7%	\$ 124.45	\$ 107.93	15.3%	\$ 66,150,949	\$ 27,102,414	144.1%	37.5%	24.2%	54.9%	197,763	154,539	28.0%	51.5%	39.2%	31.7%	\$98.19	\$81.64
North Lake Tahoe (Washoe B)	100,238	75,208	33.3%	\$ 307.61	\$ 279.65	10.0%	\$ 30,833,929	\$ 21,032,110	46.6%	53.1%	47.7%	11.3%	1,498	1,927	-22.3%	53.9%	49.0%	10.2%	\$274.99	\$235.67
Sparks	279,629	209,476	33.5%	\$ 106.80	\$ 79.06	35.1%	\$ 29,863,060	\$ 16,561,872	80.3%	48.2%	43.3%	11.3%	89,704	48,385	85.4%	63.6%	53.3%	19.5%	\$84.35	\$60.23
Non-Gaming	791,503	586,045	35.1%	\$ 131.57	\$ 109.51	20.1%	\$ 104,141,536	\$ 64,177,835	62.3%	59.7%	47.9%	24.4%	295	257	14.8%	59.7%	48.0%	24.4%	\$130.81	\$108.71
Totals	2,475,306	1,662,774	48.9%	\$ 139.96	\$ 117.77	18.8%	\$ 346,439,490	\$ 195,831,039	76.9%	46.5%	37.8%	23.0%	787,470	580,926	35.6%	61.3%	51.0%	20.2%	\$120.90	\$100.17

Location	Cash Occupied Rooms			Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room Rate	
	Year		%	Year		%	Year		%	Year		%	Year		%	Year		%	Year	
	2020	2019		2020	2019		2020	2019		2020	2019		2020	2019		2020	2019		2020	2019
Reno - Suburban (Reno B)	540,926	958,914	-43.6%	\$ 123.78	\$ 130.17	-4.9%	\$ 66,956,808	\$ 124,817,325	-46.4%	36.0%	52.3%	-31.2%	375,818	479,870	-21.7%	61.1%	78.5%	-22.2%	\$96.16	\$105.60
Reno - Downtown (Reno D)	251,119	709,419	-64.6%	\$ 107.93	\$ 108.32	-0.4%	\$ 27,102,414	\$ 76,847,135	-64.7%	23.6%	35.5%	-33.5%	154,539	308,926	-50.0%	38.1%	51.0%	-25.3%	\$81.64	\$82.75
North Lake Tahoe (Washoe B)	75,208	114,105	-34.1%	\$ 279.65	\$ 269.74	3.7%	\$ 21,032,110	\$ 30,778,770	-31.7%	47.7%	60.5%	-21.2%	1,927	4,179	-53.9%	49.0%	62.7%	-21.8%	\$235.67	\$242.51
Sparks	209,476	323,173	-35.2%	\$ 79.06	\$ 86.65	-8.8%	\$ 16,561,872	\$ 28,003,189	-40.9%	43.3%	55.6%	-22.1%	48,385	68,056	-28.9%	53.3%	67.3%	-20.8%	\$60.23	\$69.61
Non-Gaming	586,045	753,712	-22.2%	\$ 109.51	\$ 123.65	-11.4%	\$ 64,177,835	\$ 93,196,185	-31.1%	47.9%	64.8%	-26.1%	257	219	17.4%	48.0%	64.9%	-26.1%	\$108.67	\$122.91
Totals	1,662,774	2,859,323	-41.8%	\$ 117.77	\$ 123.68	-4.8%	\$ 195,831,039	\$ 353,642,602	-44.6%	37.5%	49.6%	-24.4%	580,926	861,250	-32.5%	50.6%	64.6%	-21.5%	\$100.16	\$105.89

Basic room revenue comes from the posted "room" revenue / overall taxable revenue includes the "room" revenue plus resort fees, upgrade charges, cleaning fees, etc. (effective 7/01/18)

Calendar Year - January through December 2019

Location	Cash Occupied Rooms			Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room ADR/Revenue	
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	January - October	
	2019	2018		2019	2018		2019	2018		2019	2018		2019	2018		2019	2018		2019	2018
Reno - Suburban (Reno B)	958,914	1,024,075	-6.4%	\$ 130.17	\$ 116.88	11.4%	\$ 124,817,325	\$ 119,691,944	4.3%	52.3%	55.5%	-5.8%	479,870	460,248	4.3%	78.5%	80.4%	-2.4%	\$105.60	\$101,265,692.75
Reno - Downtown (Reno D)	709,419	860,589	-17.6%	\$ 108.32	\$ 99.20	9.2%	\$ 76,847,135	\$ 85,369,262	-10.0%	35.5%	39.8%	-10.8%	308,926	346,858	-10.9%	51.0%	55.9%	-8.8%	\$82.75	\$58,701,680.30
North Lake Tahoe (Washoe B)	114,105	120,004	-4.9%	\$ 269.74	\$ 266.33	1.3%	\$ 30,778,770	\$ 31,960,979	-3.7%	60.5%	63.6%	-4.9%	4,179	3,554	17.6%	62.7%	65.5%	-4.3%	\$244.15	\$27,859,242.17
Sparks	323,173	348,054	-7.1%	\$ 86.65	\$ 83.87	3.3%	\$ 28,003,189	\$ 29,190,181	-4.1%	55.6%	59.6%	-6.7%	68,056	62,152	9.5%	67.3%	70.3%	-4.1%	\$69.61	\$22,497,168.43
Non-Gaming	753,922	675,808	11.6%	\$ 123.62	\$ 123.34	0.2%	\$ 93,203,504	\$ 83,355,198	11.8%	64.9%	62.7%	3.5%	219	151	45.0%	64.9%	62.7%	3.5%	\$121.97	\$91,956,582.87
Totals	2,859,533	3,028,530	-5.6%	\$ 123.67	\$ 115.42	7.1%	\$ 353,649,921	\$ 349,567,565	1.2%	49.6%	51.7%	-4.1%	861,250	872,963	-1.3%	64.6%	66.6%	-3.2%	\$105.71	\$302,280,367

Basic room revenue comes from the posted "room" revenue / overall taxable revenue includes the "room" revenue plus resort fees, upgrade charges, cleaning fees, etc. (effective 7/01/18)

Calendar Year - January through December 2018

Location	Cash Occupied Rooms			Average Cash Rate			Overall Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy			Basic Room ADR/Revenue	
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	January - December	
	2018	2017		2018	2017		2018	2017		2018	2017		2018	2017		2018	2017		2018	2017
Reno - Suburban (Reno B)	1,024,075	1,053,772	-2.8%	\$ 116.88	\$ 108.12	8.1%	\$ 119,691,944	\$ 113,934,264	5.1%	55.8%	57.4%	-2.8%	460,248	486,977	-5.5%	80.9%	84.0%	-3.7%	\$49.43	\$50,617,428
Reno - Downtown (Reno D)	860,589	941,484	-8.6%	\$ 99.20	\$ 87.28	13.7%	\$ 85,369,262	\$ 82,173,937	3.9%	40.6%	44.3%	-8.4%	346,858	344,166	0.8%	57.0%	60.5%	-5.8%	\$43.53	\$37,464,858
North Lake Tahoe (Washoe B)	120,004	118,442	1.3%	\$ 266.33	\$ 256.85	3.7%	\$ 31,960,979	\$ 30,421,873	5.1%	63.6%	63.0%	1.0%	3,554	3,001	18.4%	65.5%	64.6%	1.4%	\$152.62	\$18,314,807
Sparks	348,054	372,600	-6.6%	\$ 83.87	\$ 75.49	11.1%	\$ 29,190,181	\$ 28,126,329	3.8%	60.0%	64.1%	-6.4%	62,152	47,813	30.0%	70.8%	72.4%	-2.2%	\$35.71	\$12,427,469
Non-Gaming	675,808	640,711	5.5%	\$ 123.34	\$ 117.68	4.8%	\$ 83,355,198	\$ 75,395,773	10.6%	65.8%	64.6%	1.9%	151	367	-58.9%	65.8%	64.7%	1.9%	\$61.36	\$41,470,835
Totals	3,028,530	3,127,009	-3.1%	\$ 115.42	\$ 105.55	9.4%	\$ 349,567,565	\$ 330,052,176	5.9%	52.7%	54.7%	-3.7%	872,963	882,324	-1.1%	67.9%	70.1%	-3.1%	\$52.93	\$160,295,397

Basic room revenue comes from the posted "room" revenue / overall taxable revenue includes the "room" revenue plus resort fees, upgrade charges, cleaning fees, etc. (effective 7/01/18)

Calendar Year - January through December 2017

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2017	2016		2017	2016		2017	2016		2017	2016		2017	2016		2017	2016	
Reno - Suburban (Reno B)	1,053,772	1,002,313	5.1%	\$ 108.12	\$ 102.35	5.6%	\$ 113,934,264	\$ 102,582,668	11.1%	57.4%	54.6%	5.1%	486,977	498,288	-2.3%	84.0%	81.8%	2.7%
Reno - Downtown (Reno D)	941,484	932,831	0.9%	\$ 87.28	\$ 85.04	2.6%	\$ 82,173,937	\$ 79,326,947	3.6%	44.3%	43.5%	1.8%	344,166	361,414	-4.8%	60.5%	60.4%	0.2%
North Lake Tahoe (Washoe B)	118,442	118,973	-0.4%	\$ 256.85	\$ 250.43	2.6%	\$ 30,421,873	\$ 29,794,447	2.1%	63.0%	62.4%	1.0%	3,001	2,619	14.6%	64.6%	63.8%	1.3%
Sparks	372,600	370,416	0.6%	\$ 75.49	\$ 65.76	14.8%	\$ 28,126,329	\$ 24,358,804	15.5%	64.1%	63.5%	1.1%	47,813	49,137	-2.7%	72.4%	71.9%	0.7%
Non-Gaming	640,711	561,060	14.2%	\$ 117.68	\$ 107.22	9.8%	\$ 75,395,773	\$ 60,157,079	25.3%	64.6%	58.8%	9.9%	367	445	-17.5%	64.7%	58.9%	9.8%
Totals	3,127,009	2,985,593	4.7%	\$ 105.55	\$ 99.22	6.4%	\$ 330,052,176	\$ 296,219,945	11.4%	54.7%	52.3%	4.4%	882,324	911,903	-3.2%	70.1%	68.3%	2.6%

Calendar Year - January through December 2016

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2016	2015		2016	2015		2016	2015		2016	2015		2016	2015		2016	2015	
Reno - Suburban (Reno B)	1,002,313	973,661	2.9%	\$ 102.35	\$ 99.36	3.0%	\$ 102,582,668	\$ 96,743,878	6.0%	54.6%	52.9%	3.2%	498,288	502,562	-0.9%	81.8%	80.2%	2.0%
Reno - Downtown (Reno D)	932,831	989,389	-5.7%	\$ 85.04	\$ 73.25	16.1%	\$ 79,326,947	\$ 72,470,972	9.5%	43.5%	44.3%	-1.8%	361,414	360,665	0.2%	60.4%	60.5%	-0.2%
North Lake Tahoe (Washoe B)	118,973	118,398	0.5%	\$ 250.43	\$ 236.20	6.0%	\$ 29,794,447	\$ 27,965,261	6.5%	62.4%	62.8%	-0.5%	2,619	1,595	64.2%	63.8%	63.6%	0.3%
Sparks	370,416	348,668	6.2%	\$ 65.76	\$ 63.03	4.3%	\$ 24,358,804	\$ 21,975,030	10.8%	63.5%	57.7%	10.1%	49,137	39,406	24.7%	71.9%	64.2%	12.0%
Non-Gaming	561,060	433,833	29.3%	\$ 107.22	\$ 103.05	4.0%	\$ 60,157,079	\$ 44,706,194	34.6%	58.8%	62.2%	-5.3%	445	125	256.0%	58.9%	62.2%	-5.3%
Totals	2,985,593	2,863,949	4.2%	\$ 99.22	\$ 92.13	7.7%	\$ 296,219,945	\$ 263,861,335	12.3%	52.3%	51.5%	1.6%	911,903	904,353	0.8%	68.3%	67.7%	0.9%

Effective 7/01/15 six properties (4 Motels and 2 Timeshares) were reclassified to Hotel classification as a result of SB 312. Historical data remains as originally reported.

Calendar Year - January through December 2015

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2015	2014		2015	2014		2015	2014		2015	2014		2015	2014		2015	2014	
Reno - Suburban (Reno B)	973,661	891,515	9.2%	\$ 99.36	\$ 96.69	2.8%	\$ 96,743,878	\$ 86,199,866	12.2%	52.9%	48.6%	8.6%	502,562	490,071	2.5%	80.2%	75.4%	6.4%
Reno - Downtown (Reno D)	989,389	1,074,581	-7.9%	\$ 73.25	\$ 66.11	10.8%	\$ 72,470,972	\$ 71,036,790	2.0%	44.3%	45.2%	-2.0%	360,665	391,739	-7.9%	60.5%	61.7%	-1.9%
North Lake Tahoe (Washoe B)	118,398	111,355	6.3%	\$ 236.20	\$ 229.86	2.8%	\$ 27,965,261	\$ 25,595,631	9.3%	62.8%	59.0%	6.3%	1,595	1,390	14.7%	63.6%	59.8%	6.4%
Sparks	348,668	331,119	5.3%	\$ 63.03	\$ 61.48	2.5%	\$ 21,975,030	\$ 20,358,040	7.9%	57.7%	50.6%	14.0%	39,406	43,634	-9.7%	64.2%	57.3%	12.0%
Non-Gaming	433,833	294,876	47.1%	\$ 103.05	\$ 101.68	1.3%	\$ 44,706,194	\$ 29,983,610	49.1%	62.2%	66.9%	-7.0%	125	25	400.0%	62.2%	66.9%	-7.0%
Totals	2,863,949	2,703,446	5.9%	\$ 92.13	\$ 86.25	6.8%	\$ 263,861,335	\$ 233,173,936	13.2%	51.5%	49.2%	4.7%	904,353	926,859	-2.4%	67.7%	66.1%	2.4%

Effective 7/01/15 six properties (4 Motels and 2 Timeshares) were reclassified to Hotel classification as a result of SB 312. Historical data remains as originally reported.

Calendar Year - January through December 2014

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2014	2013		2014	2013		2014	2013		2014	2013		2014	2013		2014	2013	
Reno - Suburban (Reno B)	891,515	922,037	-3.3%	\$ 96.69	\$ 95.61	1.1%	\$ 86,199,866	\$ 88,160,187	-2.2%	48.6%	50.4%	-3.4%	490,071	428,828	14.3%	75.4%	73.8%	2.2%
Reno - Downtown (Reno D)	1,074,581	1,122,649	-4.3%	\$ 66.11	\$ 66.41	-0.5%	\$ 71,036,790	\$ 74,554,625	-4.7%	45.2%	47.5%	-4.8%	391,739	396,543	-1.2%	61.7%	64.3%	-4.0%
North Lake Tahoe (Washoe B)	111,355	126,784	-12.2%	\$ 229.86	\$ 195.71	17.4%	\$ 25,595,631	\$ 24,812,551	3.2%	59.0%	53.4%	10.5%	1,390	1,035	34.3%	59.8%	53.8%	11.0%
Sparks	331,119	264,701	25.1%	\$ 61.48	\$ 73.58	-16.4%	\$ 20,358,040	\$ 19,477,105	4.5%	50.6%	38.5%	31.5%	43,634	56,152	-22.3%	57.3%	46.6%	23.0%
Non-Gaming	294,876	272,293	8.3%	\$ 101.68	\$ 100.63	1.0%	\$ 29,983,610	\$ 27,400,091	9.4%	67.0%	66.6%	0.6%	25	-	100.0%	67.1%	66.6%	0.6%
Totals	2,703,446	2,708,464	-0.2%	\$ 86.25	\$ 86.55	-0.3%	\$ 233,173,936	\$ 234,404,559	-0.5%	49.2%	49.0%	0.4%	926,859	882,558	5.0%	66.1%	64.9%	1.8%

Calendar Year - January through December 2013

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2013	2012		2013	2012		2013	2012		2013	2012		2013	2012		2013	2012	
Reno - Suburban (Reno B)	922,037	934,637	-1.3%	\$ 95.61	\$ 84.94	12.6%	\$ 88,160,187	\$ 79,388,186	11.0%	50.4%	50.9%	-1.2%	428,828	377,903	13.5%	73.8%	71.5%	3.2%
Reno - Downtown (Reno D)	1,122,649	1,087,152	3.3%	\$ 66.41	\$ 60.71	9.4%	\$ 74,554,625	\$ 65,999,148	13.0%	47.5%	45.8%	3.7%	396,543	372,736	6.4%	64.3%	61.5%	4.6%
North Lake Tahoe (Washoe B)	126,784	121,470	4.4%	\$ 195.71	\$ 179.28	9.2%	\$ 24,812,551	\$ 21,777,047	13.9%	53.4%	46.6%	14.6%	1,035	845	22.5%	53.8%	46.9%	14.7%
Sparks	264,701	258,399	2.4%	\$ 73.58	\$ 66.38	10.8%	\$ 19,477,105	\$ 17,152,886	13.6%	38.5%	37.3%	2.9%	56,152	57,953	-3.1%	46.6%	45.7%	2.0%
Non-Gaming	272,293	254,672	6.9%	\$ 100.63	\$ 97.52	3.2%	\$ 27,400,091	\$ 24,835,669	10.3%	66.6%	61.8%	7.8%	-	-	0.0%	66.6%	61.8%	7.8%
Totals	2,708,464	2,656,330	2.0%	\$ 86.55	\$ 78.74	9.9%	\$ 234,404,559	\$ 209,152,937	12.1%	49.0%	47.6%	2.7%	882,558	809,437	9.0%	64.9%	62.2%	4.5%

Calendar Year - January through December 2012

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy			Comp Occupied Rooms			Percent of Cash/Comp Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2012	2011		2012	2011		2012	2011		2012	2011		2012	2011		2012	2011	
Reno - Suburban (Reno B)	934,637	971,591	-3.8%	\$ 84.94	\$ 83.16	2.1%	\$ 79,388,186	\$ 80,798,447	-1.7%	50.9%	53.8%	-5.2%	377,903	376,843	0.3%	71.5%	74.6%	-4.2%
Reno - Downtown (Reno D)	1,087,152	1,113,288	-2.3%	\$ 60.71	\$ 61.41	-1.1%	\$ 65,999,148	\$ 68,367,701	-3.5%	45.8%	47.3%	-3.4%	372,736	397,198	-6.2%	61.5%	64.2%	-4.4%
North Lake Tahoe (Washoe B)	121,470	131,491	-7.6%	\$ 179.28	\$ 173.35	3.4%	\$ 21,777,047	\$ 22,793,341	-4.5%	46.6%	51.0%	-8.6%	845	1,121	-24.6%	46.9%	51.4%	-8.7%
Sparks	258,399	286,473	-9.8%	\$ 66.38	\$ 69.41	-4.4%	\$ 17,152,886	\$ 19,884,508	-13.7%	37.3%	41.4%	-9.7%	57,953	63,743	-9.1%	45.7%	50.6%	-9.5%
Non-Gaming	254,672	248,097	2.7%	\$ 97.52	\$ 96.10	1.5%	\$ 24,835,669	\$ 23,843,178	4.2%	61.8%	60.3%	2.5%	-	-	0.0%	61.8%	60.3%	2.5%
Totals	2,656,330	2,750,940	-3.4%	\$ 78.74	\$ 78.40	0.4%	\$ 209,152,937	\$ 215,687,174	-3.0%	47.6%	49.8%	-4.4%	809,437	838,905	-3.5%	62.2%	65.0%	-4.3%

Calendar Year - January through December 2011

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2011	2010		2011	2010		2011	2010		2011	2010	
Reno - Suburban (Reno B)	971,591	973,643	-0.2%	\$ 83.16	\$ 85.56	-2.8%	\$ 80,798,447	\$ 83,302,389	-0.3%	53.8%	52.3%	2.9%
Reno - Downtown (Reno D)	1,113,288	1,171,169	-4.9%	\$ 61.41	\$ 60.52	1.5%	\$ 68,367,701	\$ 70,884,809	-3.6%	47.6%	49.6%	-4.4%
North Lake Tahoe (Washoe B)	131,491	126,182	4.2%	\$ 173.35	\$ 169.93	2.0%	\$ 22,793,340	\$ 21,441,499	6.3%	51.0%	48.6%	4.9%
Sparks	286,473	274,252	4.5%	\$ 69.41	\$ 74.00	-6.2%	\$ 19,884,508	\$ 20,294,068	-2.0%	41.4%	39.7%	4.0%
Non-Gaming	248,097	233,280	6.4%	\$ 96.10	\$ 91.97	4.5%	\$ 23,843,178	\$ 21,453,702	11.1%	60.3%	56.9%	7.4%
Totals	2,750,940	2,778,526	-1.0%	\$ 78.40	\$ 78.23	0.2%	\$ 215,687,174	\$ 217,376,467	-0.8%	49.8%	49.7%	0.2%

Calendar Year - January through December 2010

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2010	2009		2010	2009		2010	2009		2010	2009	
Reno - Suburban (Reno B)	973,643	993,290	-1.9%	\$ 85.56	\$ 81.16	2.5%	\$ 83,302,389	\$ 80,610,629	0.6%	52.3%	52.3%	-0.2%
Reno - Downtown (Reno D)	1,171,169	1,150,215	1.8%	\$ 60.52	\$ 58.96	0.2%	\$ 70,884,809	\$ 67,817,626	2.1%	49.6%	48.3%	2.7%
North Lake Tahoe (Washoe B)	126,182	114,627	10.1%	\$ 169.93	\$ 184.98	-5.6%	\$ 21,441,499	\$ 21,203,659	3.9%	48.6%	44.1%	10.2%
Sparks	274,252	280,097	-2.1%	\$ 74.00	\$ 71.70	-2.1%	\$ 20,294,068	\$ 20,082,429	-4.1%	39.7%	40.2%	-1.2%
Non-Gaming	233,280	199,006	17.2%	\$ 91.97	\$ 98.05	0.1%	\$ 21,453,702	\$ 19,512,497	17.4%	56.9%	52.2%	8.8%
Totals	2,778,526	2,737,235	1.6%	\$ 78.23	\$ 76.44	0.9%	\$ 217,376,467	\$ 209,226,840	2.5%	49.7%	48.7%	2.1%

Calendar Year - January through December 2009

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2009	2008		2009	2008		2009	2008		2009	2008	
Reno - Suburban (Reno B)	993,290	1,027,469	-3.3%	\$ 81.16	\$ 83.87	-3.2%	\$ 80,610,629	\$ 86,176,088	-6.5%	52.3%	55.0%	-4.9%
Reno - Downtown (Reno D)	1,150,215	1,248,008	-7.8%	\$ 58.96	\$ 67.54	-12.7%	\$ 67,817,626	\$ 84,291,975	-19.5%	48.3%	49.8%	-3.0%
North Lake Tahoe (Washoe B)	114,627	133,142	-13.9%	\$ 184.98	\$ 188.98	-2.1%	\$ 21,203,659	\$ 25,161,700	-15.7%	44.1%	51.0%	-13.7%
Sparks	280,097	347,761	-19.5%	\$ 71.70	\$ 75.50	-5.0%	\$ 20,082,429	\$ 26,257,551	-23.5%	40.2%	44.6%	-9.7%
Non-Gaming	199,006	159,151	25.0%	\$ 98.05	\$ 100.88	-2.8%	\$ 19,512,497	\$ 16,055,636	21.5%	52.2%	68.2%	-23.5%
Totals	2,737,235	2,915,531	-6.1%	\$ 76.44	\$ 81.61	-6.3%	\$ 209,226,840	\$ 237,942,950	-12.1%	48.7%	51.6%	-5.6%

Calendar Year - January through December 2008

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		% Change	Year		% Change	Year		% Change	Year		% Change
	2008	2007		2008	2007		2008	2007		2008	2007	
Reno - Suburban (Reno B)	1,027,469	994,288	3.3%	\$ 83.87	\$ 86.44	-3.0%	\$ 86,176,088	\$ 85,941,685	0.3%	55.0%	61.6%	-10.7%
Reno - Downtown (Reno D)	1,248,008	1,527,049	-18.3%	\$ 67.54	\$ 72.36	-6.7%	\$ 84,291,975	\$ 110,502,057	-23.7%	49.8%	60.8%	-18.1%
North Lake Tahoe (Washoe B)	133,142	140,933	-5.5%	\$ 188.98	\$ 191.91	-1.5%	\$ 25,161,700	\$ 27,047,049	-7.0%	51.0%	54.2%	-5.7%
Sparks	347,761	424,108	-18.0%	\$ 75.50	\$ 72.03	4.8%	\$ 26,257,551	\$ 30,549,241	-14.0%	44.6%	52.7%	-15.4%
Non-Gaming	159,151	110,248	44.4%	\$ 100.88	\$ 105.31	-4.2%	\$ 16,055,636	\$ 11,610,580	38.3%	68.2%	70.6%	-3.4%
Totals	2,915,531	3,196,626	-8.8%	\$ 81.61	\$ 83.10	-1.8%	\$ 237,942,950	\$ 265,650,612	-10.4%	51.6%	59.8%	-13.7%

Calendar Year - January through December 2007

Location	Cash Occupied Rooms			Average Cash Rate			Taxable Revenue			Percent of Cash Occupancy		
	Year		%	Year		%	Year		%	Year		%
	2007	2006	Change	2007	2006	Change	2007	2006	Change	2007	2006	Change
Reno - Suburban (Reno B)	994,288	1,067,234	-6.8%	\$ 86.44	\$ 79.90	8.2%	\$ 85,941,685	\$ 85,272,377	0.8%	61.6%	65.5%	-6.0%
Reno - Downtown (Reno D)	1,527,049	1,579,259	-3.3%	\$ 72.36	\$ 64.93	11.4%	\$ 110,502,057	\$ 102,540,176	7.8%	60.8%	61.6%	-1.3%
North Lake Tahoe (Washoe B)	140,933	151,237	-6.8%	\$ 191.91	\$ 169.79	13.0%	\$ 27,047,049	\$ 25,677,992	5.3%	54.2%	58.1%	-6.9%
Sparks	424,108	419,937	1.0%	\$ 72.03	\$ 70.04	2.8%	\$ 30,549,241	\$ 29,410,640	3.9%	52.7%	51.7%	1.9%
Non-Gaming	110,248	92,556	19.1%	\$ 105.31	\$ 95.52	10.3%	\$ 11,610,580	\$ 8,840,756	31.3%	70.6%	73.3%	-3.5%
Totals	3,196,626	3,310,223	-3.4%	\$ 83.10	\$ 76.05	9.3%	\$ 265,650,612	\$ 251,741,941	5.5%	59.8%	61.4%	-2.6%