



**AGENDA**  
**Board Meeting**  
**Lake Tahoe Incline Village Crystal Bay Visitors Bureau**  
**Wednesday October 19<sup>th</sup>, 2016 3:00 pm**

The Board of Directors of the Lake Tahoe Incline Village Crystal Bay Visitors Bureau will hold their monthly meeting on Wednesday October 19<sup>th</sup>, 2016 beginning at 3:00 pm. The meeting will be held at the Incline Village Crystal Bay Visitor Bureau office located at 969 Tahoe Blvd, Incline Village, NV 89451.

Public Comment will be at the beginning and ending of this meeting, and 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. Agenda items may be taken out of order, may be combined for consideration by the Board, and may be removed from the Agenda at any time. Members of the public desiring to speak must complete a "Request to Speak" form and return it to the IVCBVB clerk at the beginning of the meeting. Comments based upon viewpoint may not be restricted by the Board.

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|---|---------------------------------------|
| <b>I. Call to Order/Roll Call</b>   | <b>Heather Bacon</b>                  |
| <b>II. PUBLIC COMMENT – Pursuant to NRS 241.020</b><br><b>This is the time for public to comment on any matter whether</b><br><b>or not it is included on the Agenda of this meeting.</b> | <b>Heather Bacon</b>                  |
| <b>III. Approval of Agenda (For Possible Action)</b>  | <b>Heather Bacon</b>                  |
| <b>IV. Approval of July 20<sup>th</sup> Board Minutes (For Possible Action)</b>   | <b>Heather Bacon</b>                  |
| <b>V. Review of Final FY 2015/16 YE Financial Report</b><br><b>(For Possible Action)</b>  | <b>Andy Chapman/<br/>Brad Cappuro</b> |
| <b>VI. Review of August TOT Collection Report</b>   | <b>Andy Chapman</b>                   |
| <b>VII. Review of September Financial Statement</b><br><b>(For Possible Action)</b>   | <b>Andy Chapman/<br/>Ava Hinojosa</b> |
| <b>VIII. Standing Reports</b>   | <b>Andy Chapman</b>                   |
| <b>a. Stats</b>   |                                       |
| <b>i. August Occupancy Report</b>   |                                       |
| <b>ii. August Room Rate Comparison</b>  |                                       |
| <b>iii. September Visitor Center Traffic Log</b>  |                                       |
| <b>b. RTIA Report – August</b>  |                                       |
| <b>c. DestiMetrics Occupancy Report – September</b>   |                                       |

- IX. Coop Departmental Reports** **Andy Chapman**
- a. Conference Sales
  - b. Leisure Sales
  - c. Website Content
  - d. Communications/Social
  - e. Advertising
- X. Management Reports** **Andy Chapman**
- a. Operations & Finance Director Report
  - b. Business Development Manager Report
  - c. CEO Written Report
- XI. Discussion and Assessment of CEO Performance Review** **Heather Bacon**
- XII. Discussion on CEO Salary Review and Performance Incentive (For Possible Action)** **Heather Bacon**
- XIII. Old Business** **Heather Bacon**
- a. Porch Repair
  - b. Installation of display panels
  - c. Production of brochure map project
- XIV. New Business** **Heather Bacon**
- a. Board Meeting Schedule
- XV. PUBLIC COMMENT – Pursuant to NRS 241.020** **Heather Bacon**
- This is the time for public to comment on any matter whether or not it is included on the Agenda of this meeting.
- XVI. Adjournment – (For Possible Action)**

Physically disabled persons desiring to attend should contact Ava Hinojosa at (775) 832-1606.  
Support materials can be found at <https://www.gotahoenorth.com/north-lake-tahoe/business-community/incline-village-crystal-bay-visitors-bureau/>

**Public Postings:**

**Incline Village Post Office**

**Crystal Bay Post Office**

**Incline Village Crystal Bay Visitor Bureau**

**IVGID Office**

**Incline Justice Court**

**Nevada notices - <http://www.notice.nv.gov>**



# north lake tahoe

Incline Village/Crystal Bay Visitors Bureau

## **BOARD MEETING MINUTES**

**Wednesday, July 20, 2016**

### **I. Call to Order/Roll Call.**

The Incline Village Crystal Bay Visitors Bureau Board Meeting was called to order at 3:05 p.m. by Chair Heather Bacon. Roll call was taken and the following members were present; Bill Wood, Heather Bacon, Blane Johnson, Fred Findlen, and Legal Counsel, Geno Menchetti. Staff in attendance: Andy Chapman, Incline Village Crystal Bay Visitor Bureau CEO/President, Ava Hinojosa, Operations & Finance Director, Bart Peterson, Business Development Manager and Galya Georgieva, Administrative Assistant; guests: Bethany Drysdale, Travel Nevada Program, Paul Raymore, IVGID Staff and Richard Minor, Incline Village Historical Society.

### **II. PUBLIC COMMENT- Pursuant to NRS 241-020**

Public comment was called by Chair Bacon. Richard Minor from the Incline Village Historical Society suggested in IVGID's efforts to promote branding, they should include the mountain bike phenomena and the historical trails in the area. Chair Bacon thanked Richard for the comment.

### **III. Approval of Agenda**

**Motion to Approve the amended Agenda as requested from staff by Bill Wood. Second by Fred Findlen. Approved.**

### **IV. Approval of Board Minutes of June 15, 2016 Meeting**

**Motion to approve June Minutes as presented by Blane Johnson. Second by Bill Wood. Motion Approved.**

### **V. Board Presentation – Travel Nevada Program Update**

Bethany Drysdale, Travel Nevada gave an overview of: "Discover Nevada" and the "Field Trip Fund". The organization is excited about the Global Tourism Summit event on October 11-12 at the Grand Sierra in Reno. Bethany mentioned new flights coming to Nevada: Guajajara – Reno and from China to Vegas. The organization offers marketing and infrastructure grants. The Travel Nevada Program has very strong branding: explore, wonder, rebel, celebrate the state that doesn't fence you in. This is the spirit they carry through all of their marketing- "Don't fence me in!" and "Go home with more stories than souvenirs" – the spirit of Nevada.

### **VI. Board Presentation – IVGID Branding/Community Place**

Paul Raymore announced the approval of IVGID's branding consultant agency- Augustine. They will focus on the strategic plan: branding limited to IVGID's venues and will improve communications with owners and stakeholders by offering community workshops about recreation options and discounts. The community branding is strictly IVGID focused and IVGID hopes their efforts will fit with the Incline Village Visitor Crystal Bay Visitor Center and Go Tahoe North.

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**VII. Review of May TOT Collection Report**

Incline Village Crystal Bay Visitor Bureau CEO/President Andy Chapman reported June revenues are currently 8% ahead of budget and 19% ahead of prior year with over 40 million in gross room revenue. Strong month and great year!

**VIII. Review of Draft FY 2015/16 YE June Financial Statement (For Possible Action)**

CEO/President Andy Chapman stated the organization continues to see strong merchandise sales contributed by new activities tickets and new products in the gift shop. Payroll and PERS were down in June again due to open staff positions. FICA/Medicare is over budget, due to accounting realignment of expense. Year-to-date merchandise sales are over budget due to strong sales. Concierge sales are down, projected to budget, and based on last year activities. IVCBVB is addressing this by adding new tour products. The organization is receiving more grants than budgeted from Travel Nevada Program and there are the related expenses. With the increase of merchandise sales, the cost of goods was increased as well. The bottom line: there is \$10,000 in increased revenue based on the sales, contributed by ski lift tickets and retail. The health insurance is under budget about 20% due to staffing. Office supplies continue to be over the budget and will end the year that way. Janitorial is over budget as well due to increased snow removal expense. Chapman reported the legal and accounting fees are under budget due to savings on audit expense, true savings to budget. The contract services are well above the budget; this is the contract for the accounting staffing and new program addition. The advertising COOP is over budget, this includes the Travel Nevada Grants that were processed through the NLT Coop. The sponsorship is over budget due to AMGEN tour of CA payment. Andy Chapman stated all and all things came where we thought they will be.

Final approval of the 2015/2016 FYE financial statement was deferred to the September board meeting.

**IX. Update on NLT COOP Agency Transition Process**

CEO Andy Chapman reported the NLT COOP Agency transition is still in the process. Three meetings were held with the new agency team at their office in Roseville. The IVCBVB team participated in onboarding session. The transition with the School of Thought went ultimately well. The NLT COOP is looking to implement research in LA and San Francisco market places with the new agency.

**X. Discussion on CEO Performance Review /Sub Committee (For Possible Action)**

Chair Bacon opened the discussion and suggested this might be appropriate time to set CEO Andy Chapman on standard yearly review. Performance evaluation form was handed out for each individual board member to fill out. This is what was proposed as well as employee self-evaluation. Discussion was held and IVCBVB's legal counsel (Geno Menchetti) suggested the scale of evaluation to be simplified to 1-10. He advised the form should be ammoniums and the process will expedite if all five board members fill the form and turn in to Hinojosa. She will compile the average results and comments and will present back to the board. The Performance and Salary Review will be on the agenda for the next board meeting with Andy present. It will be helpful for the CEO to learn what the board members think of him and what he can improve on. Chapman asked the board for structure on the goals and

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objectives and to set expectations for future evaluation. Everybody agreed that at the end of the fiscal year is great time to adopt goals for next year. Andy will work with one of the board members to develop a list with the upcoming goals. CEO thanked the board for the discussion

**Motion on the floor by Heather Bacon. CEO to provide self-evaluation to the board. Board members to complete CEO review and send to Hinojosa for compilation. Second by Bill Wood. Motion approved.**

## **XI. Standing Reports**

### **A. Stats**

#### **i. May Occupancy Report**

CEO Chapman reported May occupancy was down for hotel/motel industry; up in vacation rental and time share.

#### **ii. May Room Rate Comparison**

May room rates have a bigger drop in vacation rentals; the difference is 27.86 on average room rate.

#### **iii. June Visitor Center Traffic Log**

CEO Chapman reported very busy month with 14% increase in traffic. This marks the largest visitor count for the organization in the last 5 years with additional 900 visitors during the month of June compared to last year.

### **B. Website Stats – June**

CEO Chapman went over the website statistics. The website sessions were up 15% in June, the number of users was about 19% up, and the page views were up 28%. The CEO disclosed the average duration went down about 4-5 seconds. The bounce rate continues to decrease, which is a positive trend. Andy went over the online visitors by state with CA being the highest in volume. CA visitors were up 20%, while Nevada down about 7%. There is strong increase in visitation from the states of Texas, New York, Illinois, and Florida. Chapman gave an overview of the CA state market in a little more detail. The LA market was up 94%, San Diego up 131% up, there was small decrease in San Francisco and Sacramento, but they will be focus in the future. Both Sacramento and San Francisco locations are targeted with the social and PR programs. CEO reported increase in mobile usage by 10% contributed by the mobile strategies and marketing. Chapman pointed out United Kingdom and Australia as the international target fly markets.

### **C. RTIA Report – May**

Chapman went over the RTIA. The year-over-year growth is attributed to the additional seat capacity on new flights and an improving national economy. Southwest Airlines began non-stop flights between Reno and Oakland International Airport three times a day. Allegiant Air began non-stop flights between Reno and Los Angeles. Starting August 15, 2016, Jet Blue Airways will begin non-stop flights between Reno and Long Beach Airport, providing both business and leisure travelers another option for travel between Reno and Los Angeles basin. Starting December 19, 2016, Delta Airlines will launch non-stop

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flights between Reno and Atlanta International Airport three times per week service during the holidays and once a week after the holidays.

**D. DestiMetrics Occupancy Report – June**

The CEO reported the occupancy was down in June by 9%, while the rates were up. Over all the month finished relatively flat. The winter and summer seasons were very strong. Andy provided comparison of Tahoe and other tourist destinations. He stated in the winter we are a bit behind from the rest of the group, because of the heavy Colorado skiing tourism and in the summer time Tahoe tends to lead ahead on the bookings with our emphasis on the summer activities.

**XII. Management Reports**

**A. Visitor Center Operations Update**

Operations & Finance Director, Ava Hinojosa updated IVCBVB operational highlights: the visitor traffic was up 14%; the organization received large volume phone calls, specific to guest services. The organization continues to see strong merchandise sales, due to new vendors, and new programs such as village concierge program. New residents of Incline Village/Crystal Bay are stopping by the center learning who we are and what we do. New residents are also looking for information on the area and the activities, which provides the organization point of contact to sell the different packages. Hinojosa reported the insurance coverage was increased; the art work was itemized and scheduled. New CRM was introduced, which is very exciting. Ava is also working with IVGID on beautification projects outside the building; new plants have been planted along with regular upkeep. Hinojosa will be meeting with Brad Capurro, CPA to finalize the fiscal year end. Hinojosa reported three new employees, Bart Peterson, Galya Georgieva and Mary Becker. Hinojosa introduced a few art projects as well: light boxes and exterior panels to be installed using Travel Nevada grants. The light boxes will feature activity tickets, upcoming events and Lake Tahoe map. One of the panels will showcase map of Incline Village and Crystal Bay, along with Stewardship message. The other panel is a beautiful historical piece of the Incline Village/ Crystal Bay region dating from the Native Americans, logging, and mining. Project installation is scheduled in September. At the end of the management reports, Andy Chapman introduced the new Business Development Manager, Bart Peterson, and Bart shared his professional background with the board.

**XIII. Old Business**

CEO Chapman announced two new grants from Travel Nevada Marketing: grant for the second Ale Trail map. The amount of the grant was \$5000. Travel Nevada is also supporting Chef and the City TV program, 10 series featuring all Tahoe's Top Chefs. The interviews with the chefs will be televised nationally and this will be very helpful to get the Tahoe culinary message across the country.

**XIV. New Business**

Andy presented Australia as the number two overseas target market for the organization. The organization has had representation in Australia for over 5 years thru the North Tahoe COOP. Andy announced he will be traveling to Australia next week on Governors Trade and Sales Mission including three cities: Brisbane, Melbourne and Sydney thru the COOP. He will be meeting two dozen of the top wholesalers in Australia. CEO Chapman stated based on past investment this is a good opportunity to maximize the efforts.

**XV. PUBLIC COMMENTS – Pursuant to NRS 241.020**

(This is the time for the Public to comment on any matter, whether or not it is included on the Agenda of this Meeting.) Public comment was called by Chair Bacon. Being none comments, the meeting continued.

**XVI. Adjournment (For Possible Action)**

**Motion by Heather Bacon to adjourn the meeting. Second by Blane Johnson.  
Motion Approved.**

**Meeting adjourned at 5:00 pm. Next Board Meeting is Wednesday, September 21th at 3:00 p.m.**

Respectfully submitted by:  
Galya Georgieva

*INCLINE VILLAGE - CRYSTAL BAY  
VISITORS & CONVENTION BUREAU*

*FINANCIAL STATEMENTS*

*JUNE 30, 2016*

*PREPARED BY: BRADFORD R. CAPURRO, CPA, LTD.*

**Bradford R. Capurro | CPA, LTD**

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**ACCOUNTANT'S COMPILATION REPORT**

To The Board of Directors  
Incline Village - Crystal Bay  
Visitors & Convention Bureau  
Incline Village, Nevada

I have compiled the accompanying statement of financial position of the Incline Village, Crystal Bay Visitors and Convention Bureau (a nonprofit organization) as of June 30, 2016, and the related statement of activities for the year then ended. I have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or provide any assurance about whether the financial statements are in accordance with accounting principles generally accepted in the United States of America.

Management is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the United States of America and for designing, implementing, and maintaining internal control relevant to the preparation and fair presentation of the financial statements.

My responsibility is to conduct the compilation in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants. The objective of a compilation is to assist management in presenting financial information in the form of financial statements without undertaking to obtain or provide any assurance that there are no material modifications that should be made to the financial statements.

Management has elected to omit substantially all of the disclosures required by accounting principles generally accepted in the United States of America. If the omitted disclosures were included in the financial statements, they might influence the user's conclusions about the Company's financial position, and results of operations. Accordingly, these financial statements are not designed for those who are not informed about such matters.

A statement of cash flows for the year ended June 30, 2016, has not been presented. Accounting principles generally accepted in the United States of America require that such a statement be presented when the financial statements purport to present financial position and results of operations.

  
Bradford R. Capurro, CPA, LTD  
September 6, 2016



INCLINE VILLAGE-CRYSTAL BAY  
VISITORS AND CONVENTION BUREAU  
STATEMENT OF FINANCIAL POSITION  
June 30, 2016

ASSETS

Current Assets

Cash in Checking & Money Market Accounts	\$580,250.34
Accounts Receivable	27,329.97
Petty Cash Funds	1,482.60
Merchandise Inventory	12,942.91

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Total Current Assets	622,005.82
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Fixed Assets

Office Furniture	70,198.68
Office Equipment	89,758.92
Accumulated Depreciation	(141,242.00)

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Total Fixed Assets	18,715.60
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Total Assets	\$640,721.42
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LIABILITIES AND NET ASSETS

Current Liabilities

Accounts & Credit Cards Payable	\$105,255.05
Accrued Vacation Payable	2,325.20

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Total Liabilities	107,580.25
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Net Assets

Contributed Capital	7,492.00
Fund Balance - Unrestricted	525,649.17

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Total Net Assets	533,141.17
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Total Liabilities and Net Assets	640,721.42
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See Accountant's Compilation Report

INCLINE VILLAGE-CRYSTAL BAY  
VISITORS AND CONVENTION BUREAU  
STATEMENT OF ACTIVITIES  
For the Year Ended June 30, 2016

Revenues

Lodging Room Tax Funding	\$1,354,674.17
Interest Income	383.05
On-Hold Messaging	500.00
Miscellaneous Income	1,693.44
Consignment Sales - Net	33.25
Grants	26,800.00
Merchandising/Concierge	340,876.51
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Total Revenues	1,724,960.42

Management & General Expenses

Staff Wages	251,065.52
Employers Insurance of Nevada	845.00
Federal & State Unemployment	1,174.99
Fica/Medicare Payroll Taxes	4,084.40
Public Employees Retirement System	70,046.86
Health Insurance	35,866.29
Employee Training	2,329.50
Utilities	6,976.74
Bank & Credit Cards Fees	15,317.96
Office Supplies & Expenses	12,213.42
Maintenance & Janitorial	17,597.91
Postage & Freight	1,381.27
Communications	9,823.82
Printing Expense	1,725.00
Building Repairs & Insurance	15,013.06
Legal Services	30,708.00
Accounting & Payroll Expenses	10,149.18
Contract Services	13,422.61
Equipment Leases & Maintenance	1,544.74
Miscellaneous Expenses	3,317.01
Dues & Subscriptions	3,100.00

See Accountant's Compilation Report

INCLINE VILLAGE-CRYSTAL BAY  
VISITORS AND CONVENTION BUREAU  
STATEMENT OF ACTIVITIES  
For the Year Ended June 30, 2016

Management & General Expenses (continued)

Licenses & Fees	89.50
Local Travel	868.58
Meeting Expenses	5,474.81
Depreciation	8,291.75

Total Management & General Expenses	522,427.92
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Program Service Expenses

Hospitality - In Market	5,693.11
Advertising - Co-Op	630,000.00
Remote Office Expenses	24,000.00
Travel & Lodging	7,354.77
Registrations	1,364.00
Web Site Development	7,000.00
Sponsorship & Grant Expense	120,411.68
Special Promotion Items	1,194.93
On-Hold Messaging	1,331.04
Merchandise/Concierge Costs	299,282.60

Total Program Service Expenses	1,097,632.13
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Total Expenses	1,620,060.05
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Increase in Net Assets	104,900.37
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Net Assets - June 30, 2015	428,240.80
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Net Assets - June 30, 2016	\$533,141.17
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See Accountant's Compilation Report

Note: IVCBVB Portion of tax is 3.3125% of Rooms Revenue

Revenue Worksheet  
for FY \_\_\_\_\_

1-17

## 2016 /2017 RSCVA Grant Revenue

### Running Final 7/1/16

Actual month Payment month	May July	June August	July September	August October	September November	October December	November January	December February	January March	February April	March May	April June	Total
Prior Year Actual Running	61,654	132,354	216,235	202,164	160,985	72,022	47,801	127,406	92,327	91,590	78,326	48,775	1,331,639
FY 2016/17 Draft Budget Running	61,654	194,008	410,243	612,407	773,392	845,414	893,215	1,020,621	1,112,948	1,204,538	1,282,864	1,331,639	1,331,639
FY 2016/17 Actual Running	63,476	142,090	226,897	208,228	167,267	75,170	49,235	133,250	95,101	95,725	96,108	53,603	1,406,150
FY 2016/17 Actual Running	63,476	205,566	432,463	640,691	807,958	883,128	932,363	1,065,613	1,160,714	1,256,439	1,352,547	1,406,150	1,406,150
FY 2016/17 Actual Running	72,229	151,650	239,568	203,692	167,139	667,139	667,139	667,139	667,139	667,139	667,139	667,139	667,139
\$ Variance to Budget % Variance to Budget	8.753 13.8%	9560 6.7%	12671 5.6%	-4536 -2.2%	167,267 -100.0%	75,170 -100.0%	49,235 -100%	133,250 -100%	95,101 -100%	95,725 -100%	96,108 -100%	53,603 -100%	53,603
\$ Variance to Budget Running % Variance to Budget Running	8753 13.8%	18313 8.9%	30984 7.2%	26448 4.1%	-140819 -17.4%	-215989 -24.5%	-265224 -28%	-398474 -37%	-493575 -43%	-589300 -47%	-685408 -51%	-739011 -53%	-739011
\$ Variance Prior Year % Variance Prior Year	10,575 17.2%	19,296 14.6%	23,333 10.8%	1,528 0.8%	160,985 -100.0%	72,022 -100.0%	47,801 -100.0%	127,406 -100.0%	92,327 -100.0%	91,590 -100.0%	78,326 -100.0%	48,775 -100.0%	48,775
\$ Variance Prior Year Running % Variance Prior Year Running	10575 17.2%	29871 15.4%	53204 13.0%	54732 8.9%	-106253 -13.7%	-178275 -21.1%	-226076 -25.3%	-353482 -34.6%	-445809 -40.1%	-537399 -44.6%	-615725 -48.0%	-664500 -49.9%	-664500
Room Revenue	\$2,167,820	\$4,571,714	\$7,217,608	\$6,141,253	\$5,068,697	\$2,277,879	\$1,491,970	\$4,037,879	\$2,881,848	\$2,900,758	\$2,912,364	\$1,624,333	\$43,294,122

**September Month End Variance Report**

**REVENUE**

- 46000 Merchandise Sales: 17% over budget due to merchandise sales
- R277 Concierge: 12% under budget due to lower concierge sales
- R250 Fund Transfer: 5.6% over budget due to strong July TOT collections

**COST OF GOODS**

- 50000 Cost of Goods Sold: 24% over budget due to merchandise sales costs

**EXPENSES**

- 0623 Regional Marketing Programs: Under budget due to timing
- 0305 Payroll: 4% over budget due to additional staff hours
- 0319 Employer Medicare/Soc Sec: Over budget due to seasonal staff SS payment
- 0320 Health Insurance: 9% Over budget due to additional staff on program
- 0430 Building Repairs & Insurance: Under budget due to timing
- 0451 Legal & Accounting Services: Over budget due to tax filing prep/timing
- 0501 Travel & Lodging: Under budget due to timing
- 0601 Hospitality In Market: Under budget due to timing
- 0690 Sponsorship/Grant: Over budget due to timing of payment
- 0751 Concierge Expense: Under budget due to lower concierge sales

**September Year to Date Variance Report**

**REVENUE**

- 46000 Merchandise Sales: 34% over budget due to strong merchandise sales
- R277 Concierge Sales: 5% under budget due to lower tour sales
- R250 Fund Transfer: 7% over budget due to strong TOT collections

**COST OF GOODS**

- 50000 Cost of Goods Sold: 28% over budget due to higher merchandise sales costs

**EXPENSES**

- 0623 Regional Marketing Programs: Under budget due to timing of vendor payouts
- 0430 Building Repairs/Maintenance: Over budget due to timing
- 0451 Legal and Accounting Fee: Over budget due to 2015/16 financial review & tax prep
- 0689 WEB Development: Under budget due to timing
- 0690 Sponsorship: Over budget due grant awards/timing
- 0691 Shuttle Subsidy/Sponsorship: Under budget due to timing
- 0751 Concierge Expense: Under budget due to lower tour sales
- 0800 Grant Expense: Over budget due to grant expense payments



## Profit &amp; Loss Budget vs. Actual

September 2016

Val Basis

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
POS Sales				
46000 - Merchandise Sales	5,644.44	4,800.00	844.44	117.6%
R277 - Concierge	50,234.10	57,132.00	-6,897.90	87.9%
Total POS Sales	55,878.54	61,932.00	-6,053.46	90.2%
R250 - Fund Transfers	239,568.21	226,897.00	12,671.21	105.6%
R252 - Interest Income	47.58	30.00	17.58	158.6%
R269 - On Hold Messaging	100.00	25.00	75.00	400.0%
R270 - Miscellaneous Revenue	120.00	1,000.00	-880.00	12.0%
R271 - Concierge Service	0.00	0.00	0.00	0.0%
R272 - Special Event Revenues	0.00	0.00	0.00	0.0%
R273 - Marketing Reimbursements (MILO NLTMC)	0.00	0.00	0.00	0.0%
R274 - Grants	0.00	0.00	0.00	0.0%
R290 - Consignment Sales	242.00	0.00	242.00	100.0%
Total Income	295,956.33	289,884.00	6,072.33	102.1%
Cost of Goods Sold				
50000 - Cost of Goods Sold (Cost of Goods Sold)	3,984.63	3,216.00	768.63	123.9%
Total COGS	3,984.63	3,216.00	768.63	123.9%
Gross Profit	291,971.70	286,668.00	5,303.70	101.9%
Expense				
0623 - Regional Marketing Programs	0.00	6,375.00	-6,375.00	0.0%
0412 - IT - Computers	283.75	333.00	-49.25	85.2%
0400 - Utilities (Utilities)				
0403 - Utilities- Water & Refuse	319.89	290.00	29.89	110.3%
0402 - Utilities-Gas & Heat	29.42	100.00	-70.58	29.4%
0401 - Utilities- Electric	164.92	208.00	-43.08	79.3%
Total 0400 - Utilities (Utilities)	514.23	598.00	-83.77	86.0%
0305 - Payroll	26,596.86	25,552.00	1,044.86	104.1%
0313 - Employers Insurance of Nevada	67.67	70.00	-2.33	96.7%
0314 - State Employer Taxes	90.78	125.00	-34.22	72.6%
0315 - Federal Unemployment	16.82	42.00	-25.18	40.0%
0316 - Public Employees Retirement Sys	6,368.81	6,280.00	88.81	101.4%
0319 - Employer Medicare/Soc Sec	982.99	375.00	607.99	262.1%
0320 - Health Insurance	3,411.32	3,130.00	281.32	109.0%
0321 - Employee Training	0.00	0.00	0.00	0.0%
0405 - Bank & Cr Card Charges	4,064.43	3,097.00	967.43	131.2%
0410 - Office Supplies & Expenses	387.97	500.00	-112.03	77.6%
0411 - Maintenance/Janitorial	1,265.00	900.00	365.00	140.6%
0415 - Misc. Sales Tax (Sales Tax Paid on Purchases)	0.00	0.00	0.00	0.0%
0420 - Postage & Freight	-25.23	166.00	-191.23	-15.2%
0421 - Communications	565.11	833.00	-267.89	67.8%
0422 - Printing Expenses	0.00	250.00	-250.00	0.0%
0430 - Building Repairs & Insurance	519.00	3,750.00	-3,231.00	13.8%
0451 - Legal & Accounting Services	4,579.00	2,790.00	1,789.00	164.1%
0460 - Contract Services	375.00	750.00	-375.00	50.0%
0461 - Remote Offices				
461.1 - Contract Fees - Remote Office	0.00	0.00	0.00	0.0%
0461 - Remote Offices - Other	3,500.00	3,500.00	0.00	100.0%
Total 0461 - Remote Offices	3,500.00	3,500.00	0.00	100.0%
0462 - Equipment Lease & Maint.	270.00	166.00	104.00	162.7%
0470 - Misc. Expenses	0.00	250.00	-250.00	0.0%
0473 - Dues & Subscriptions	0.00	0.00	0.00	0.0%
0474 - License & Fees	0.00	0.00	0.00	0.0%
0501 - Travel & Lodging	0.00	2,000.00	-2,000.00	0.0%
0504 - Registrations	50.00	1,000.00	-950.00	5.0%
0505 - Local Transportation/Car	0.00	166.00	-166.00	0.0%
0507 - Meeting Expenses	366.76	604.00	-237.24	60.7%
0601 - Hospitality in Market				
0601.5 - In House	12.00	0.00	12.00	100.0%
0601 - Hospitality in Market - Other	76.50	1,900.00	-1,823.50	4.0%
Total 0601 - Hospitality in Market	88.50	1,900.00	-1,811.50	4.7%
0622 - Advertising Co-op	117,500.00	117,500.00	0.00	100.0%
0650 - Payroll Expense	147.50	125.00	22.50	118.0%
0689 - WEB Development	0.00	0.00	0.00	0.0%
0690 - Sponsorship	13,500.00	23,750.00	-10,250.00	56.8%
0691 - Shuttle Subsidy/Sponsorship	0.00	0.00	0.00	0.0%
0730 - Special Promotional Items	647.16	0.00	647.16	100.0%
0733 - On-Hold Messaging	115.71	108.00	7.71	107.1%
0751 - Concierge Expense	46,643.87	50,276.00	-3,632.13	92.8%
0800 - Grant Expenses	0.00	0.00	0.00	0.0%
0990 - Depreciation Expense	0.00	0.00	0.00	0.0%
59900 - POS Inventory Adj -Merchandise	-153.45			
Total Expense	232,739.56	257,261.00	-24,521.44	90.5%
Net Ordinary Income	59,232.14	29,407.00	29,825.14	201.4%
Net Income	59,232.14	29,407.00	29,825.14	201.4%

VII-2

## Profit &amp; Loss Budget vs. Actual

July through September 2016

uel Basis

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
POS Sales				
46000 - Merchandise Sales	19,980.25	14,880.00	5,100.25	134.3%
R277 - Concierge	203,209.40	214,132.00	-10,922.60	94.9%
<b>Total POS Sales</b>	<b>223,189.65</b>	<b>229,012.00</b>	<b>-5,822.35</b>	<b>97.5%</b>
JR255 - Ticket sales	0.00			
R250 - Fund Transfers	463,517.89	432,463.00	31,054.89	107.2%
R252 - Interest Income	114.60	90.00	24.60	127.3%
R269 - On Hold Messaging	100.00	75.00	25.00	133.3%
R270 - Miscellaneous Revenue	207.50	1,000.00	-792.50	20.8%
R271 - Concierge Service	0.00	0.00	0.00	0.0%
R272 - Special Event Revenues	0.00	0.00	0.00	0.0%
R273 - Marketing Reimbursements (MILO NLTCM)	0.00	0.00	0.00	0.0%
R274 - Grants	0.00	0.00	0.00	0.0%
R275 - Merchandise Revenue	-3.00			
R290 - Consignment Sales	1,030.50	0.00	1,030.50	100.0%
<b>Total Income</b>	<b>688,157.14</b>	<b>662,640.00</b>	<b>25,517.14</b>	<b>103.9%</b>
<b>Cost of Goods Sold</b>				
50000 - Cost of Goods Sold (Cost of Goods Sold)	12,769.59	9,970.00	2,799.59	128.1%
<b>Total COGS</b>	<b>12,769.59</b>	<b>9,970.00</b>	<b>2,799.59</b>	<b>128.1%</b>
<b>Gross Profit</b>	<b>675,387.55</b>	<b>652,670.00</b>	<b>22,717.55</b>	<b>103.5%</b>
<b>Expense</b>				
0623 - Regional Marketing Programs	0.00	7,375.00	-7,375.00	0.0%
0412 - IT - Computers	1,000.21	999.00	1.21	100.1%
0400 - Utilities (Utilities)				
0403 - Utilities- Water & Refuse	929.86	870.00	59.86	106.9%
0402 - Utilities-Gas & Heat	91.00	200.00	-109.00	45.5%
0401 - Utilities- Electric	489.99	624.00	-134.01	78.5%
0400 - Utilities (Utilities) - Other	-27.52			
<b>Total 0400 - Utilities (Utilities)</b>	<b>1,483.33</b>	<b>1,694.00</b>	<b>-210.67</b>	<b>87.6%</b>
0305 - Payroll	79,519.86	76,656.00	2,863.86	103.7%
0313 - Employers Insurance of Nevada	203.01	210.00	-6.99	96.7%
0314 - State Employer Taxes	281.88	375.00	-93.12	75.2%
0315 - Federal Unemployment	122.70	126.00	-3.30	97.4%
0316 - Public Employees Retirement Sys	19,194.82	18,830.00	364.82	101.9%
0319 - Employer Medicare/Soc Sec	2,985.87	1,125.00	1,860.87	265.4%
0320 - Health Insurance	7,686.49	9,390.00	-1,703.51	81.9%
0321 - Employee Training	512.50	500.00	12.50	102.5%
0405 - Bank & Cr Card Charges	10,399.33	11,451.00	-1,051.67	90.8%
0410 - Office Supplies & Expenses	1,191.80	1,500.00	-308.20	79.5%
0411 - Maintenance/Janitorial	3,943.26	2,700.00	1,243.26	146.0%
0415 - Misc. Sales Tax (Sales Tax Paid on Purchases)	0.00	500.00	-500.00	0.0%
0420 - Postage & Freight	378.85	498.00	-119.15	76.1%
0421 - Communications	2,473.96	2,499.00	-25.04	99.0%
0422 - Printing Expenses	0.00	250.00	-250.00	0.0%
0430 - Building Repairs & Insurance	3,722.26	3,750.00	-27.74	99.3%
0451 - Legal & Accounting Services	12,631.00	8,370.00	4,261.00	150.9%
0460 - Contract Services	525.00	750.00	-225.00	70.0%
0461 - Remote Offices				
461.1 - Contract Fees - Remote Office	0.00	0.00	0.00	0.0%
0461 - Remote Offices - Other	10,500.00	10,500.00	0.00	100.0%
<b>Total 0461 - Remote Offices</b>	<b>10,500.00</b>	<b>10,500.00</b>	<b>0.00</b>	<b>100.0%</b>
0462 - Equipment Lease & Maint.	270.00	498.00	-228.00	54.2%
0470 - Misc. Expenses	112.64	750.00	-637.36	14.9%
0473 - Dues & Subscriptions	2,379.99	1,000.00	1,379.99	238.0%
0474 - License & Fees	97.25	100.00	-2.75	97.3%
0501 - Travel & Lodging	0.00	3,000.00	-3,000.00	0.0%
0504 - Registrations	640.00	1,000.00	-360.00	64.0%
0505 - Local Transportation/Car	11.55	498.00	-486.45	2.3%
0507 - Meeting Expenses	476.86	1,812.00	-1,335.14	26.3%
0601 - Hospitality in Market				
0601.5 - In House	512.07	0.00	512.07	100.0%
0601 - Hospitality in Market - Other	215.22	1,900.00	-1,684.78	11.3%
<b>Total 0601 - Hospitality in Market</b>	<b>727.29</b>	<b>1,900.00</b>	<b>-1,172.71</b>	<b>38.3%</b>
0622 - Advertising Co-op	224,000.00	224,000.00	0.00	100.0%
0650 - Payroll Expense	370.00	375.00	-5.00	98.7%
0689 - WEB Development	0.00	7,000.00	-7,000.00	0.0%
0690 - Sponsorship	43,500.00	23,750.00	19,750.00	183.2%
0691 - Shuttle Subsidy/Sponsorship	10,000.00	10,000.00	0.00	100.0%
0730 - Special Promotional Items	882.26	500.00	382.26	176.5%
0733 - On-Hold Messaging	347.13	328.00	19.13	105.8%
0751 - Concierge Expense	179,224.49	188,436.00	-9,211.51	95.1%
0800 - Grant Expenses	1,905.13	0.00	1,905.13	100.0%
0990 - Depreciation Expense	0.00	0.00	0.00	0.0%
51100 - Freight and Shipping Costs	97.90			
59900 - POS Inventory Adj - Merchandise	-142.66			
<b>Total Expense</b>	<b>623,655.36</b>	<b>624,995.00</b>	<b>-1,339.64</b>	<b>99.8%</b>
<b>Net Ordinary Income</b>	<b>51,732.19</b>	<b>27,675.00</b>	<b>24,057.19</b>	<b>186.9%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
52500 - Purchase Discounts	16.08			
<b>Total Other Income</b>	<b>16.08</b>			
<b>Other Expense</b>				
Cash Over/Short (-)	-12.00			
<b>Total Other Expense</b>	<b>-12.00</b>			
<b>Net Other Income</b>	<b>28.08</b>			
<b>Net Income</b>	<b>51,760.27</b>	<b>27,675.00</b>	<b>24,085.27</b>	<b>187.0%</b>

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north lake tahoe

Standing Reports  
October 2016

**Incline Village - Crystal Bay  
Room Rate Comparison  
September-16**

FY 2015/16	Actual Month Collections											
	July	August	Sept	Oct	Nov	Dec	Jan	Feb	March	April	May	June
Hotel	\$359.02	\$342.67	\$246.48	\$191.85	\$150.82	\$248.86	\$206.12	\$215.28	\$198.00	178.61	189.38	266.25
Motel	\$86.50	\$126.11	\$104.28	\$101.50	\$93.40	\$121.61	\$117.47	\$116.40	\$101.16	86.71	103.24	122.68
Timeshare	\$254.65	\$171.77	\$108.48	\$73.50	\$67.41	\$128.61	\$125.53	\$119.80	\$102.21	71.37	151.78	136.46
Vacation Rental	\$365.74	\$344.76	\$372.64	\$339.46	\$389.22	\$449.32	\$469.28	\$379.47	\$226.77	216.3	212.88	278.16
Home Owner			\$277.23			\$291.04			\$275.75			261.33
Average	\$266.48	\$246.33	\$221.82	\$176.58	\$175.21	\$247.89	\$229.60	\$207.74	\$180.78	\$138.25	\$164.32	\$212.98
FY 2016/17	July	August	September	October	November	December	January	February	March	April	May	June
Hotel	\$359.19	\$327.70										
Motel	\$107.57	\$134.83										
Timeshare	\$117.20	\$236.81										
Vacation Rental	\$364.45	\$332.54										
Home Owner												
Average	\$237.10	\$257.97										
Difference			(\$29.37)									

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# Fiscal Year Occupancy Report

February-16

## Hotel/Motel

	2016/17	2015/2016	2014/2015	2013/2014	2012/2013	2011/2012
July	74.1	72.0	83.2	75.6	66.8	77.3
August	69.6	68.5	82.9	73.2	72.2	78.1
September		71.5	64.9	64.3	65.2	64.8
October		57.9	47.5	53.2	46.1	46.7
November		46.2	39.0	34.6	31.4	27.6
December		55.9	45.2	45.2	40.6	42.3
January		54.1	52.4	45.5	44.9	35.4
February		55.2	52.8	49.2	48.0	36.5
March		51.3	41.5	43.5	46.5	34.6
April		42.2	45.3	43.2	30.5	31.6
May		43.9	48.6	54.1	40.4	33.1
June		61.3	64.4	71.1	62.3	54.5
<b>YTD</b>	<b>71.9</b>	<b>56.7</b>	<b>55.6</b>	<b>54.4</b>	<b>49.6</b>	<b>46.9</b>

## Vacation Rental/Time Share

	2016/17	2015/2016	2014/2015	2013/2014	2012/2013	2011/2012
July	30.5	25.3	27.7	17.1	13.3	22.4
August	25.7	25.6	29.0	28.8	20.6	21.6
September		11.8	13.4	14.8	10.1	8.3
October		6.3	9.0	5.6	4.5	3.7
November		6.6	5.5	5.1	5.7	3.5
December		16.4	7.1	7.1	6.7	12.0
January		13.7	9.8	5.7	5.6	3.1
February		16.8	8.7	5.6	10.8	4.5
March		13.5	4.7	6.1	5.2	3.1
April		11.0	3.2	4.6	3.1	3.7
May		11.2	3.8	5.7	4.2	2.2
June		17.6	11.7	14.6	5.0	4.2
<b>YTD</b>	<b>28.1</b>	<b>14.6</b>	<b>11.1</b>	<b>10.1</b>	<b>7.9</b>	<b>7.7</b>

## Homeowner's

	2016/17	2015/2016	2014/2015
September		37.2	30.4
December		13.5	15.1
March		20.3	14.4
June		13.6	12.7
<b>YTD</b>	<b>0.0</b>	<b>17.8</b>	<b>11.4</b>

Revised October 13, 2016  
Occupancy Report

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**Incline Village - Crystal Bay  
Visitor Bureau Traffic Log  
2016 - 2017**

	<b>Month to Date</b>					
	<b>2016/17</b>	<b>2015/16</b>	<b>2014/15</b>	<b>2013/12</b>	<b>2012/11</b>	<b>2011/10</b>
<b>July</b>	9057	7865	9037	8546	9011	8863
<b>August</b>	8917	8913	8443	7669	8835	9586
<b>September</b>	6821	7113	6215	5650	7046	6267
<b>October</b>		4653	3712	2914	2445	3000
<b>November</b>		1265	1174	1072	1105	1109
<b>December</b>		917	999	330	581	1069
<b>January</b>		807	972	733	889	1035
<b>February</b>		1191	910	843	687	921
<b>March</b>		1420	1484	1070	918	1017
<b>April</b>		1953	1491	1610	1274	1558
<b>May</b>		3585	2881	3681	2963	3251
<b>June</b>		7352	6434	5755	5466	5163
<b>TOTALS</b>	<b>24795</b>	<b>47034</b>	<b>43752</b>	<b>39873</b>	<b>41220</b>	<b>42839</b>

	<b>Annual</b>					
	<b>2016/17</b>	<b>2015/16</b>	<b>2014/15</b>	<b>2013/12</b>	<b>2012/11</b>	<b>2011/10</b>
<b>July</b>	9057	7865	9037	8546	9011	8863
<b>August</b>	8917	8913	8443	7669	8835	9586
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# **Passenger and Cargo Statistics Report**

**Reno-Tahoe International Airport**  
**August 2016**



**Reno-Tahoe  
Airport Authority**



## U.S. DOMESTIC INDUSTRY OVERVIEW FOR AUGUST 2016

All RNO Carriers Domestic Systemwide – year over year comparison

Average Load Factor:	85.6% down 1.5 pts.
Number of Flights *:	Up 1.7%
Capacity of Seats *:	Up 4.0%
Crude Oil Average:	\$44.72 per barrel in August 2016 vs. \$42.87 per barrel in August 2015

### RNO OVERVIEW FOR AUGUST 2016 – year over year comparison

Total Passengers:	Up 3.9%
Avg. Enplaned Load Factor:	77.9%, down 5.6 pts.
Actual Departures:	Up 7.6%
Actual Departing Seats:	Up 9.6%
Total Cargo:	Up 26.7%

Source: RNO Monthly Flight Activity Reports; \* INNOVATA Flight Schedule via Diio

## AUGUST 2016 SUMMARY

Reno-Tahoe International Airport (RNO) served 349,934 passengers in August 2016, which is up 3.9% versus August 2015. The airport experienced positive passenger growth for the 15th consecutive month with respect to year over year monthly increases. During the first eight months of 2016, RNO served 2,449,775 passengers, representing an increase of 6.5% when compared to the same period last year.

In August 2016, RNO was served by eight airlines providing 1,835 departures to 20 non-stop destinations (23 non-stop destinations if seasonal and new announced flights are included). At RNO, total seat capacity increased 9.6% and flights increased 7.6% when compared to August 2015.

In August 2016, RNO handled 13,977,442 pounds of air cargo, an increase of 26.7% versus August 2015. During the first eight months of 2016, RNO handled 100,421,582 pounds of air cargo, an increase of 19.0% when compared to the same period last year.

Southwest Airlines began non-stop flights between RNO and Oakland International Airport three times a day on June 5, 2016.

Allegiant Air began non-stop flights between RNO and Los Angeles International Airport twice a week on June 9, 2016.

JetBlue Airways began non-stop flights between RNO and Long Beach Airport on August 15, 2016, providing passengers another option for travel between Reno and the Los Angeles basin.



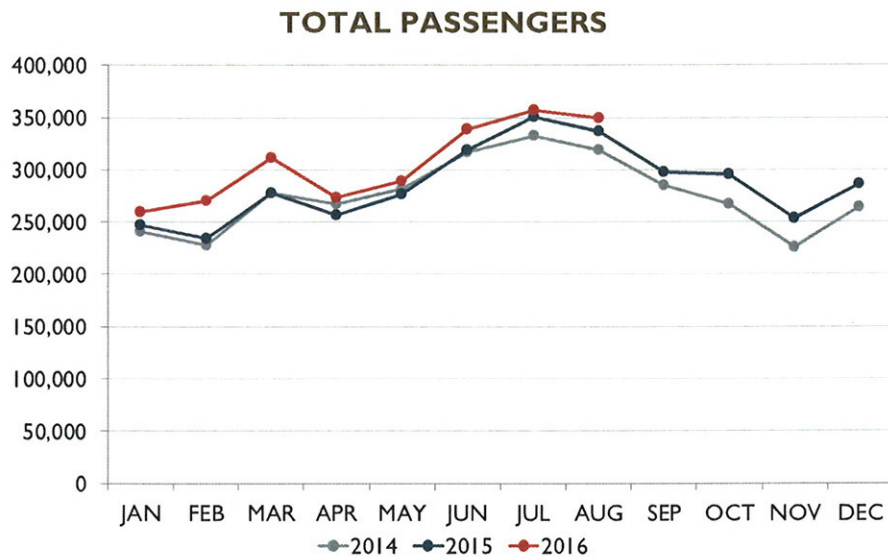
VIII-b-2



Starting December 19, 2016, Delta Air Lines will begin non-stop seasonal flights between Reno and Atlanta International Airport. The Atlanta-Reno flight will begin as a three times per week service during the holidays, from December 19, 2016, until January 3, 2017. The flight reduces to a once a week schedule, Saturday arrival and Sunday departure, on January 7, 2017. The airline will utilize a 183-seat Boeing 757 on this route.

Starting January 7, 2017, Southwest Airlines will begin a once a week seasonal non-stop flight between RNO and Dallas Love Field Airport (DAL). The flight will depart Reno at 11:00 am and arrive in Dallas at 4:05 pm. The flight will depart Dallas at 11:00 am and arrive in Reno at 12:30 pm (flight time changes in March 2017). The airline will offer this service on Saturdays. Starting March 12, 2017, Southwest Airlines will increase the number of weekly flights between RNO and DAL from one flight a week to two flights a week. The flight will depart Reno at 3:05 pm and arrive in Dallas at 8:15 pm. The flight will depart Dallas at 1:50 pm and arrive in Reno at 3:20 pm. The additional flight will operate on Sundays.

Starting February 15, 2017, Allegiant Air will increase the number of weekly flights between RNO and Las Vegas from three times a week to six times a week. The airline will provide this service from Sunday through Friday.



Southwest Airlines, the largest carrier at RNO, served 143,440 passengers during the month of August 2016, an increase of 2.2% when compared to August 2015.

In August 2016, JetBlue Airways reported a passenger growth of 60.1% (mainly due to the new RNO-Long Beach flight), Allegiant Air was up 59.1%, Alaska Airlines grew 14.9% and United Airlines reported an increase of 1.1% when compared to the same period last year. Volaris served 3,773 passengers during the month of August 2016, an increase of 79.3% when compared to August 2015.

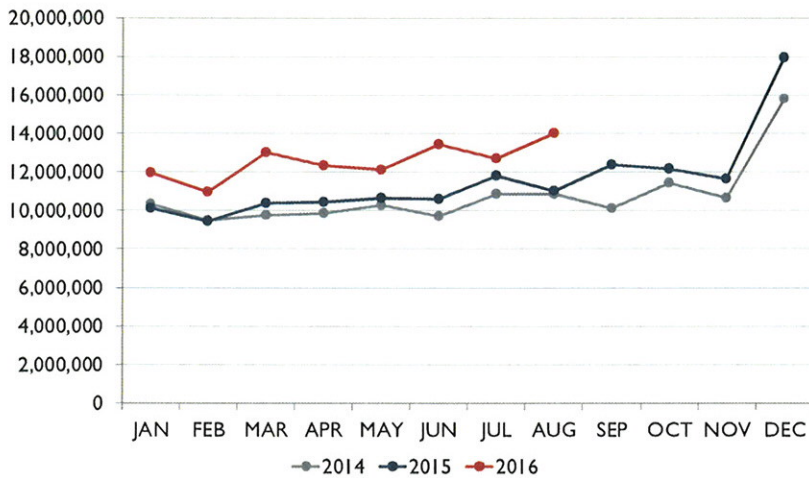
American Airlines reported a year-over-year passenger decrease of 6.7%, due to a reduction in RNO-PHX schedule, and Delta Air Lines reported a decrease of 0.8% when compared to the same period last year.



**Reno-Tahoe  
Airport Authority**



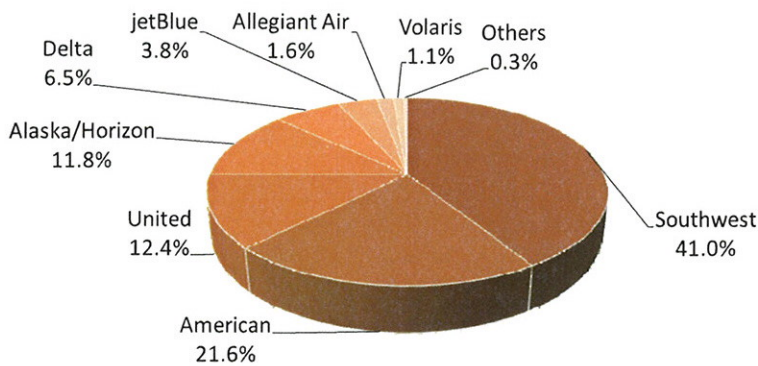
## AIR CARGO



In August 2016, RNO handled 13,977,442 pounds of air cargo, representing a year-over-year increase of 26.7%.

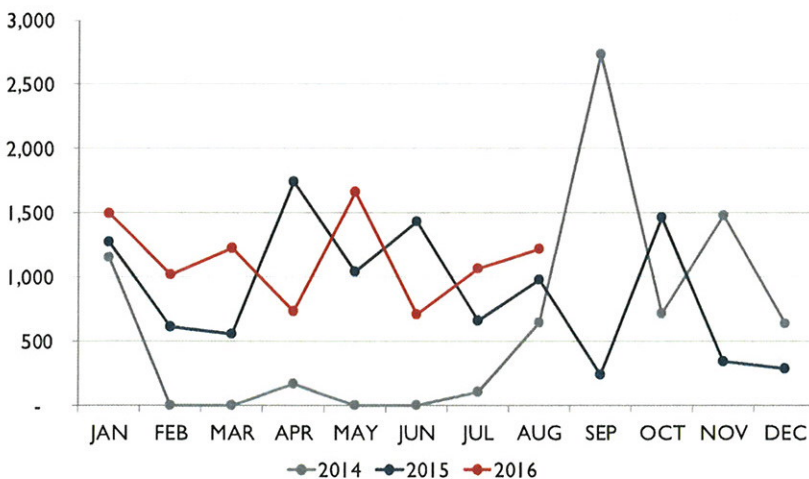
The cargo tonnage of DHL increased 92.9%, UPS grew 45.8% and FedEx reported an increase of 16.1% during the same period.

## AIR CARRIER MARKET SHARE (passenger airlines)



	August-16	August-15	YOY Change
Alaska/Horizon	11.8%	10.7%	1.1
Allegiant Air	1.6%	1.0%	0.5
American	21.6%	24.0%	(2.4)
Delta	6.5%	6.8%	(0.3)
JetBlue	3.8%	2.5%	1.3
Southwest	41.0%	41.7%	(0.7)
United	12.4%	12.8%	(0.3)
Volaris	1.1%	0.6%	0.5
Others	0.3%	0.0%	0.3

## TOTAL CHARTER PASSENGERS



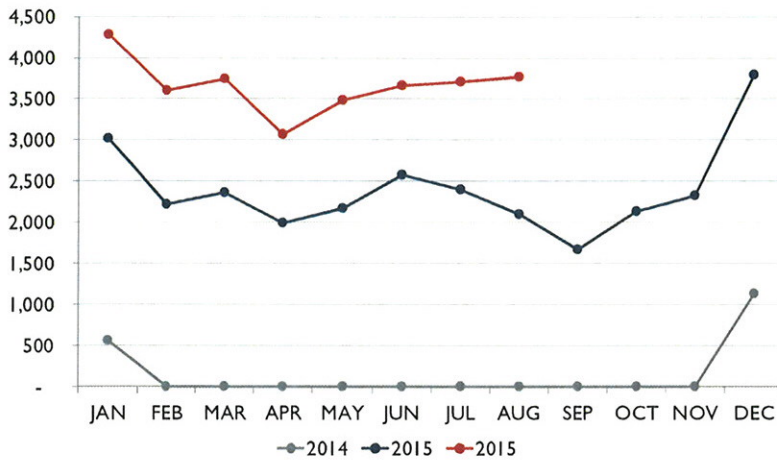
In August 2016, RNO served 1,219 charter passengers through the terminal.



V111-b-4

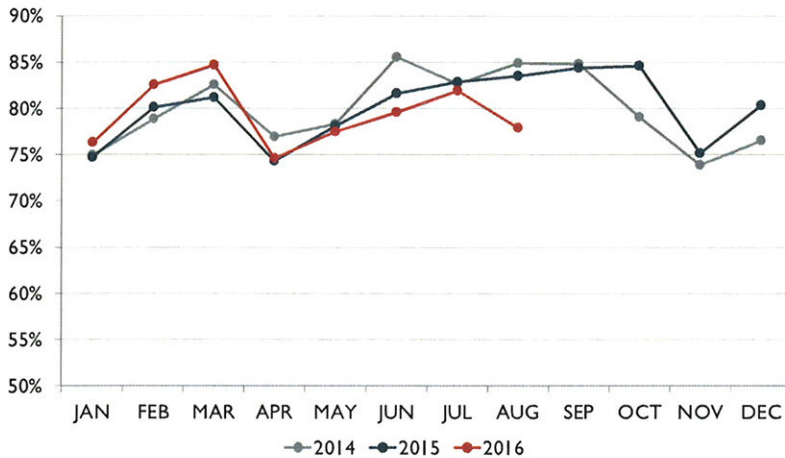


## TOTAL INTERNATIONAL PASSENGERS



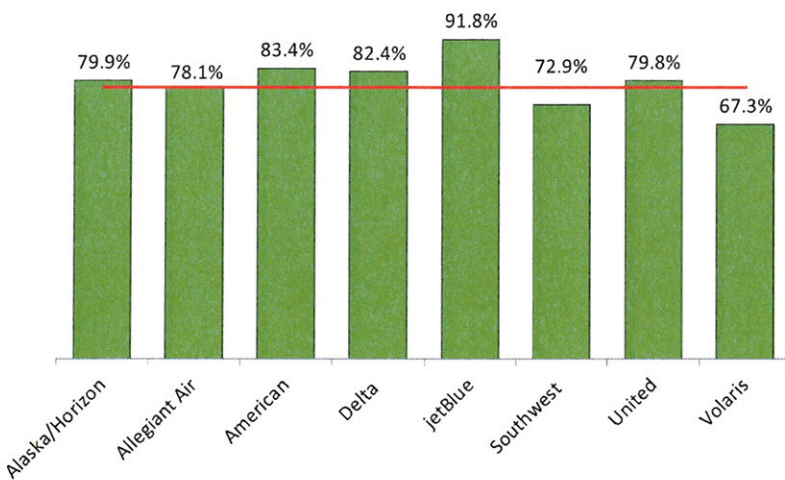
In August 2016, RNO served a total of 3,773 international passengers. Volaris operated three times a week scheduled flights between Reno and Guadalajara, Mexico.

## AVERAGE ENPLANED LOAD FACTOR



In August 2016, the average enplaned load factor at RNO was 77.9%, a decrease of 5.6 pts. versus August 2015.

## AVERAGE ENPLANED LOAD FACTOR BY AIRLINE



### Average Enplaned Load Factor August 2016

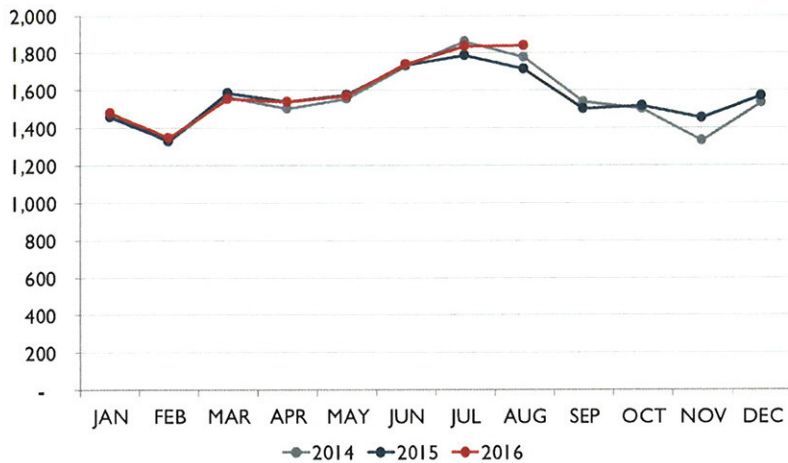
Airline	RNO	Network	Difference
Alaska	79.9%	85.8%	(5.9)
Allegiant Air	78.1%	86.6%	(8.5)
American	83.4%	82.9%	0.5
Delta	82.4%	84.4%	(2.0)
JetBlue	91.8%	87.4%	4.4
Southwest	72.9%	84.6%	(11.7)
United	79.8%	85.5%	(5.7)
Volaris	67.3%	86.6%	(19.3)



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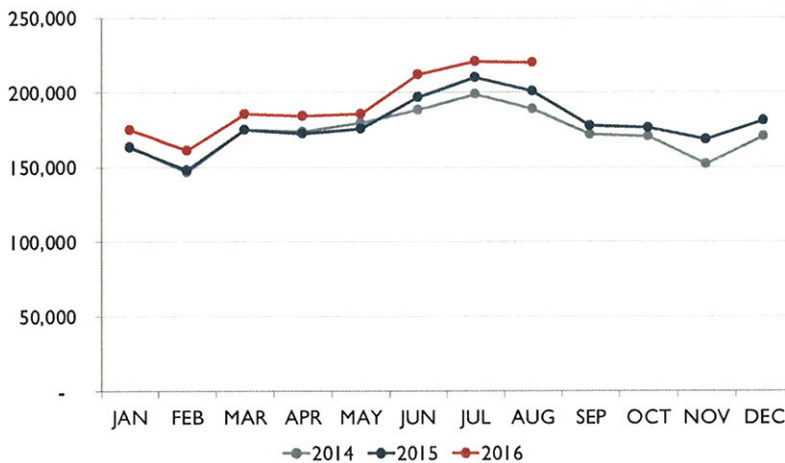
VIII-6-5

## DEPARTURES



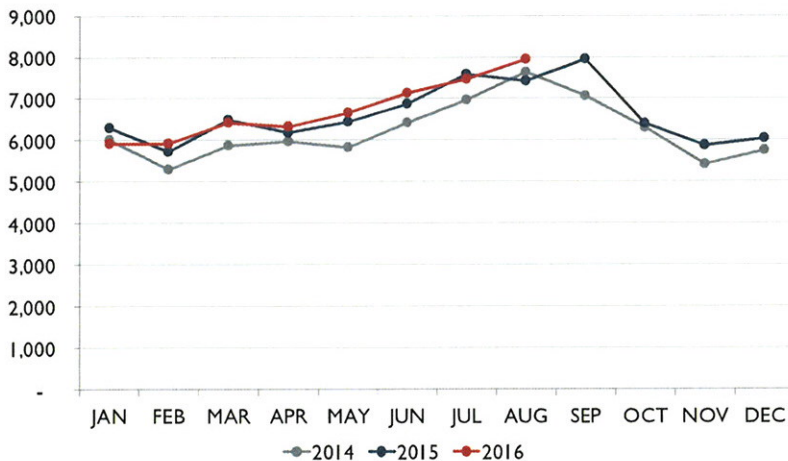
In August 2016, RNO handled 1,835 departures on eight commercial airlines, an increase of 7.6% when compared to August 2015. This doesn't include charter operations on non-incumbent carriers.

## DEPARTING SEATS



In August 2016, eight airlines provided 219,168 departing seats, an increase of 9.6% when compared to August 2015. This doesn't include charter operations on non-incumbent carriers.

## TOTAL OPERATIONS



A total of 7,935 operations were handled at RNO in August 2016, an increase of 7.1% when compared to August 2015. Total operations include: Air Carrier, Air Taxi, General Aviation and Military operations as reported by the FAA.



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VIII-5-6



## Recent and Upcoming Schedule Changes

### **Allegiant Air**

- The non-stop flight between Reno and Las Vegas operates on Wednesdays, Fridays and Sundays.
- The new non-stop flight between Reno and Los Angeles operates on Thursdays and Sundays.

### **American Airlines (seasonal reduction)**

- The daily non-stop flight between Reno and Chicago O'Hare will operate until November 4, 2016. The airline temporarily suspends the service from November 5 until December 15, before returning to a daily schedule for the winter holidays on December 16, 2016.

### **Delta Air Lines**

- On August 28, 2016, Delta Air Lines increased the number of daily non-stop flights between Reno and Salt Lake City from three times a day to four times a day.

### **JetBlue Airways**

- The non-stop flight between Reno and New York City reduced to a four times a week schedule on September 8, 2016 (Thursday, Friday, Sunday, Monday). The flight returns to a daily schedule during the winter holidays.

### **Volaris**

- The non-stop flight between Reno and Guadalajara, Mexico operates on Mondays, Wednesdays and Fridays. The airline will increase the frequency on this route to four times a week from December 20, 2016, until January 3, 2017. The additional flight will operate on Tuesdays.



VIII-b-7

# Reno-Tahoe International Airport

Total Passengers August-16					
	Passengers		% Diff.	Passengers	
	2014	2015		2016	% Diff.
JAN	241,181	246,571	2.2%	259,868	5.4%
FEB	228,035	234,763	3.0%	269,807	14.9%
MAR	278,172	277,477	-0.2%	311,974	12.4%
1st Quarter	747,388	758,811	1.5%	841,649	10.9%
APR	266,800	256,823	-3.7%	273,707	6.6%
MAY	282,277	276,969	-1.9%	288,763	4.3%
JUN	316,720	319,309	0.8%	338,954	6.2%
2nd Quarter	865,797	853,101	-1.5%	901,424	5.7%
JUL	332,242	350,823	5.6%	356,768	1.7%
AUG	318,965	336,948	5.6%	349,934	3.9%
SEP	284,931	297,299	4.3%		
3rd Quarter	936,138	985,070	5.2%		
OCT	266,701	295,749	10.9%		
NOV	225,384	253,494	12.5%		
DEC	263,682	286,105	8.5%		
4th Quarter	755,767	835,348	10.5%		
TOTAL	3,305,090	3,432,330	3.8%		
YTD Total		2,299,683		2,449,775	6.5%

Total Cargo August-16						
	2014	2015	% Diff.	2016		% Diff.
	Cargo in Pounds			Pounds	Metric	
JAN	10,303,380	10,113,421	-1.8%	11,939,003	5,415	18.1%
FEB	9,486,697	9,418,781	-0.7%	10,947,416	4,965	16.2%
MAR	9,758,391	10,381,009	6.4%	13,004,808	5,898	25.3%
1st Quarter	29,548,468	29,913,211	1.2%	35,891,227	16,277	20.0%
APR	9,876,465	10,416,248	5.5%	12,341,233	5,597	18.5%
MAY	10,269,963	10,634,389	3.5%	12,088,321	5,482	13.7%
JUN	9,679,744	10,595,645	9.5%	13,432,224	6,092	26.8%
2nd Quarter	29,826,172	31,646,282	6.1%	37,861,778	17,171	19.6%
JUL	10,863,843	11,775,072	8.4%	12,691,135	5,756	7.8%
AUG	10,853,726	11,031,470	1.6%	13,977,442	6,339	26.7%
SEP	10,127,014	12,360,393	22.1%			
3rd Quarter	31,844,583	35,166,935	10.4%			
OCT	11,429,538	12,160,586	6.4%			
NOV	10,664,398	11,657,012	9.3%			
DEC	15,776,084	17,907,699	13.5%			
4th Quarter	37,870,020	41,725,297	10.2%			
TOTAL	129,089,243	138,451,725	7.3%			
YTD Total		84,366,035		100,421,582	45,543	19.0%

Total Enplaned Passengers August-16				
Month	2014	2015	2016	% Diff.
JAN	121,700	124,505	130,546	4.9%
FEB	113,777	117,750	133,669	13.5%
MAR	142,542	141,314	156,542	10.8%
APR	132,183	128,088	136,453	6.5%
MAY	139,349	137,132	144,228	5.2%
JUN	158,827	159,989	168,313	5.2%
JUL	162,090	172,266	177,619	3.1%
AUG	159,664	166,935	171,150	2.5%
SEP	147,458	151,127		
OCT	134,946	150,567		
NOV	112,573	125,712		
DEC	128,295	142,253		
TOTAL	1,653,404	1,717,638		
YTD Total		1,147,979	1,218,520	6.1%

Total Deplaned Passengers				
Month	2014	2015	2016	% Diff.
JAN	119,481	122,066	129,322	5.9%
FEB	114,258	117,013	136,138	16.3%
MAR	135,630	136,163	155,432	14.2%
APR	134,617	128,735	137,254	6.6%
MAY	142,928	139,837	144,535	3.4%
JUN	157,893	159,320	170,641	7.1%
JUL	170,152	178,557	179,149	0.3%
AUG	159,301	170,013	178,784	5.2%
SEP	137,473	146,172		
OCT	131,755	145,182		
NOV	112,811	127,782		
DEC	135,387	143,852		
TOTAL	1,651,686	1,714,692		
YTD Total		1,151,704	1,231,255	6.9%

Enplaned Passengers & Load Factor				
Airline	Enplaned PAX	Aug-16	Aug-15	Diff.
Alaska/Horizon	20,210	79.9%	84.4%	-4.5
Allegiant Air	2,805	78.1%	66.1%	12.0
American	37,373	83.4%	89.4%	-6.0
Delta	10,733	82.4%	85.9%	-3.6
jetBlue	6,471	91.8%	83.5%	8.2
Southwest	70,694	72.9%	81.4%	-8.5
United	20,683	79.8%	80.9%	-1.1
Volaris	1,686	67.3%	63.5%	3.8

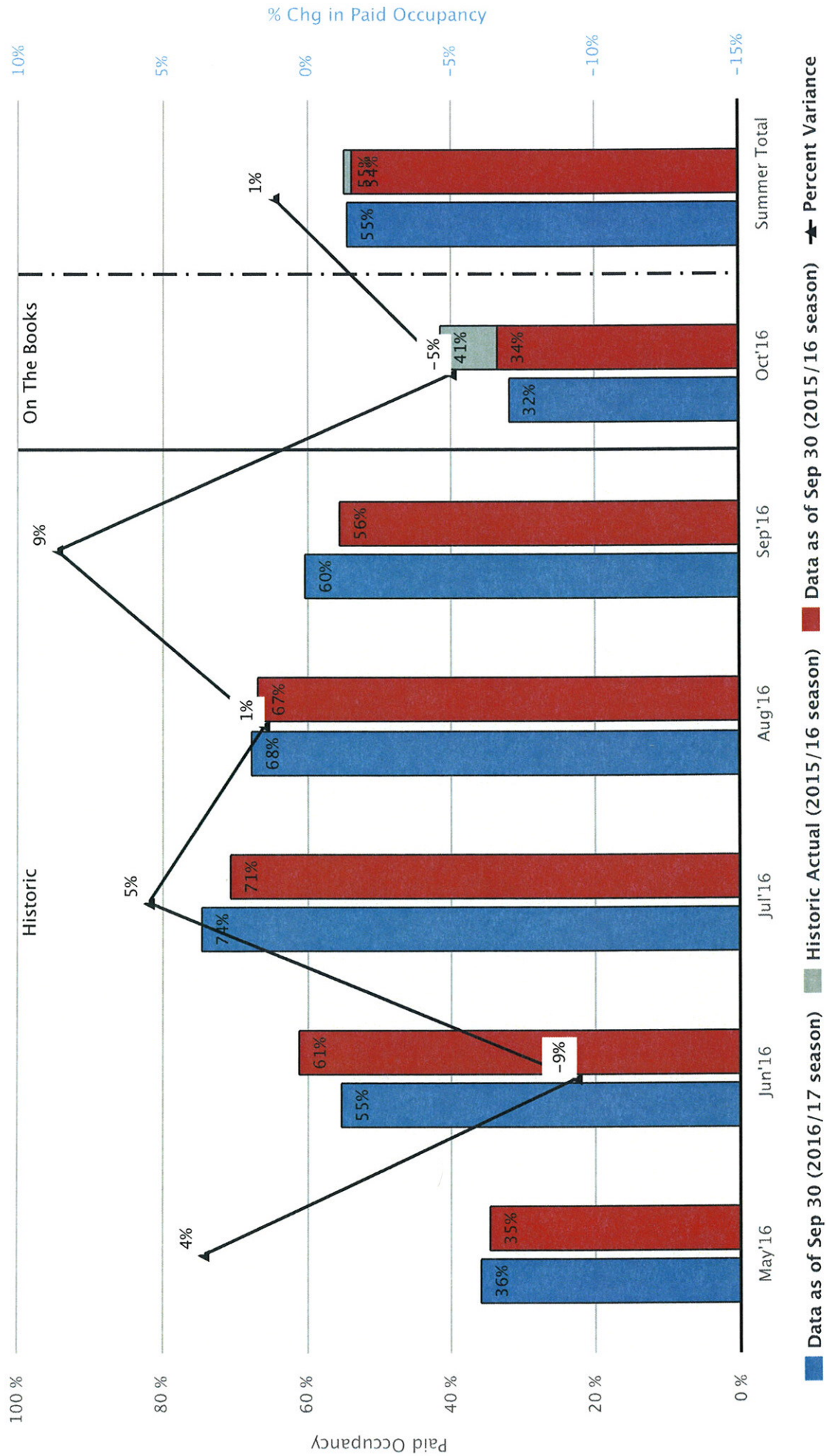
Source: RNO Monthly Flight Activity Reports



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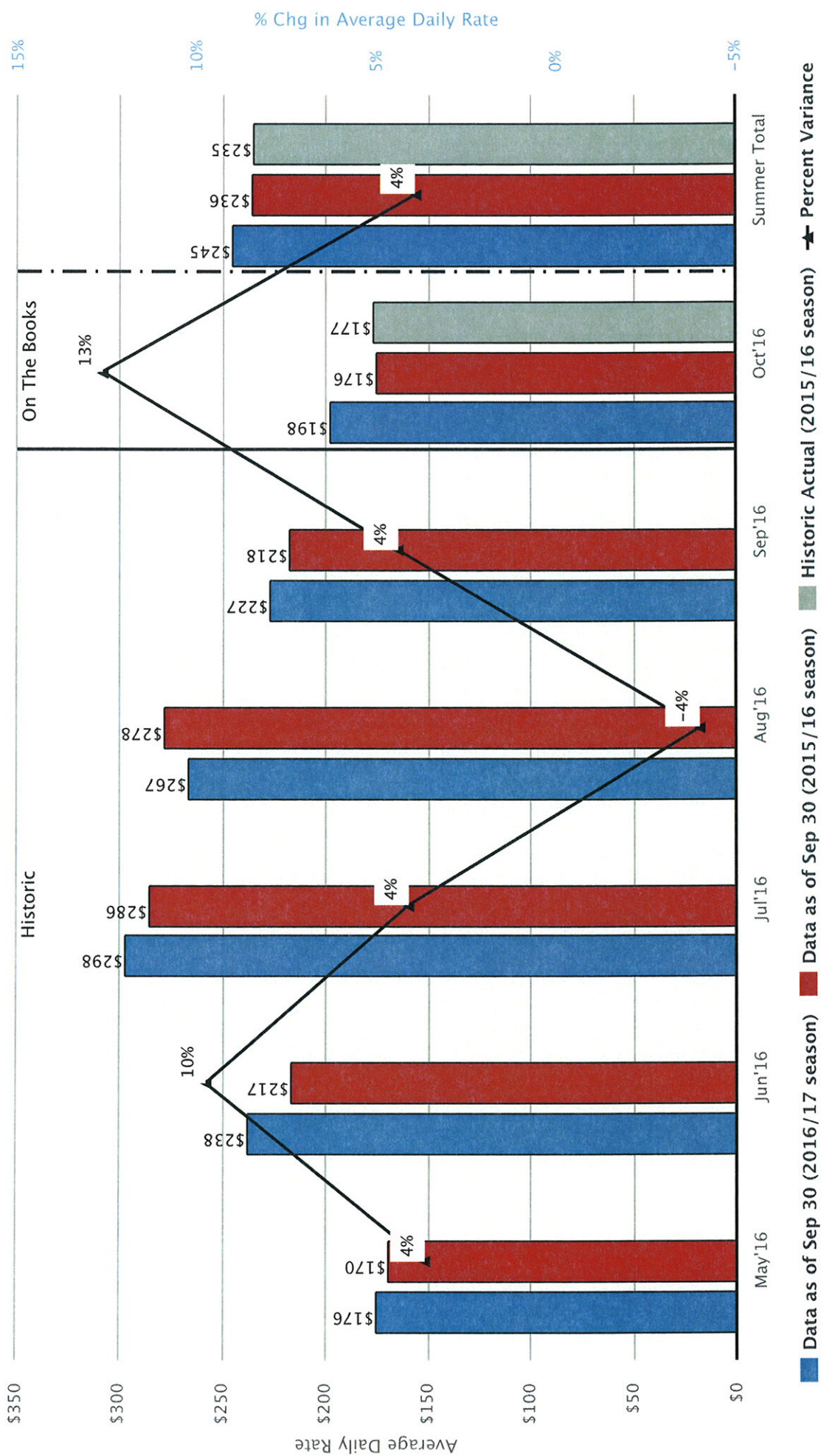
VIII-6-8



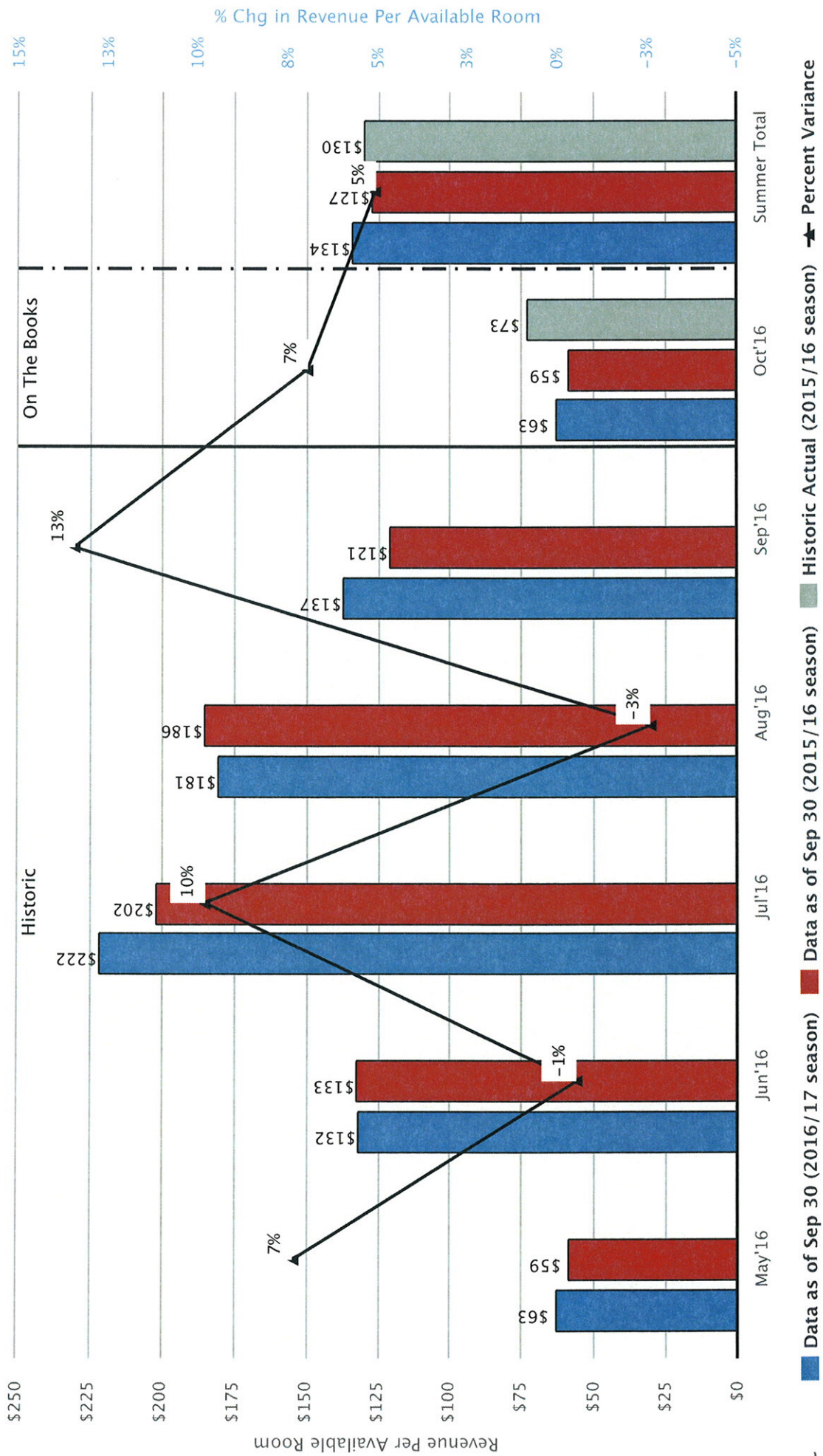


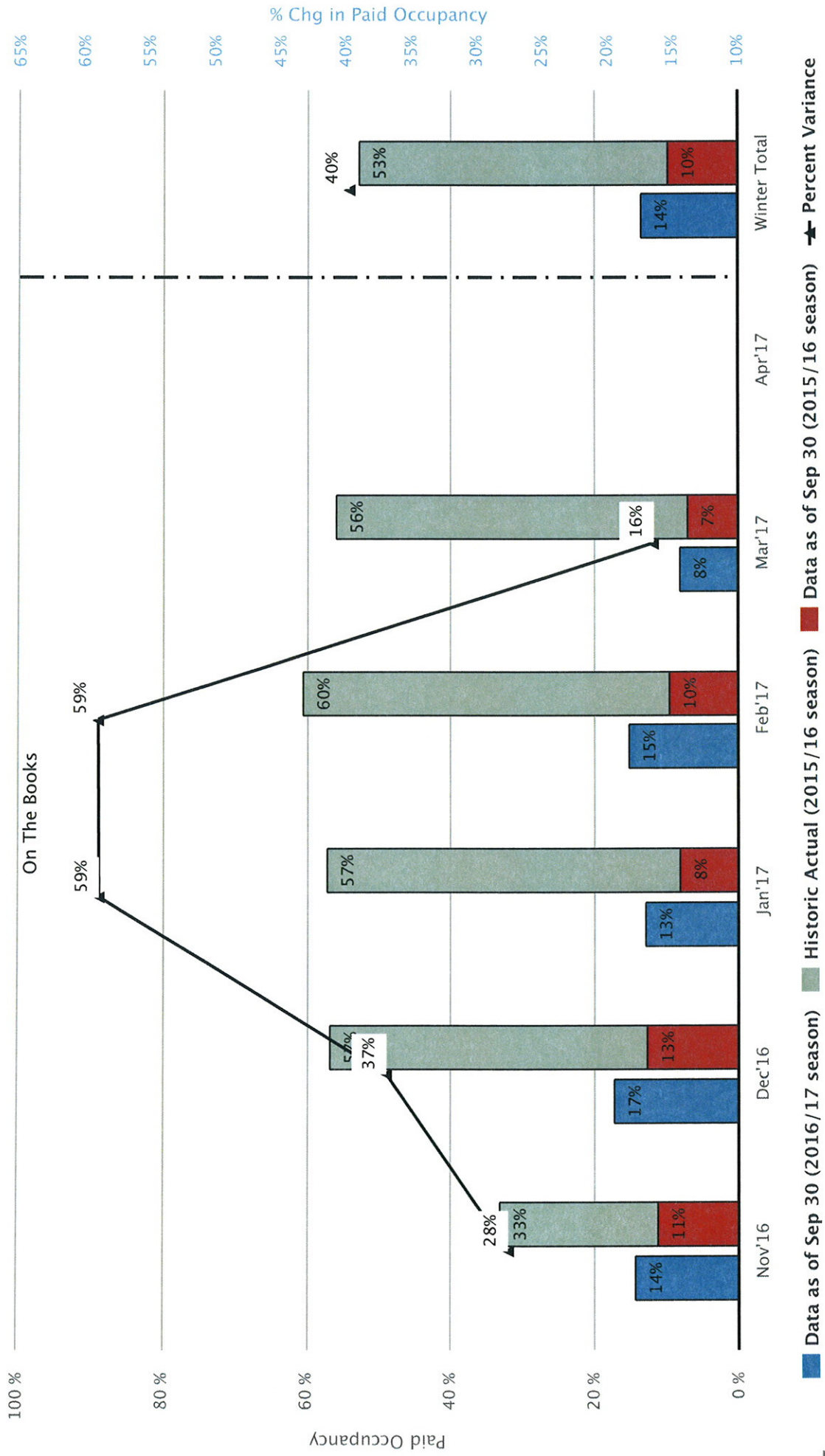
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VIII-C-2



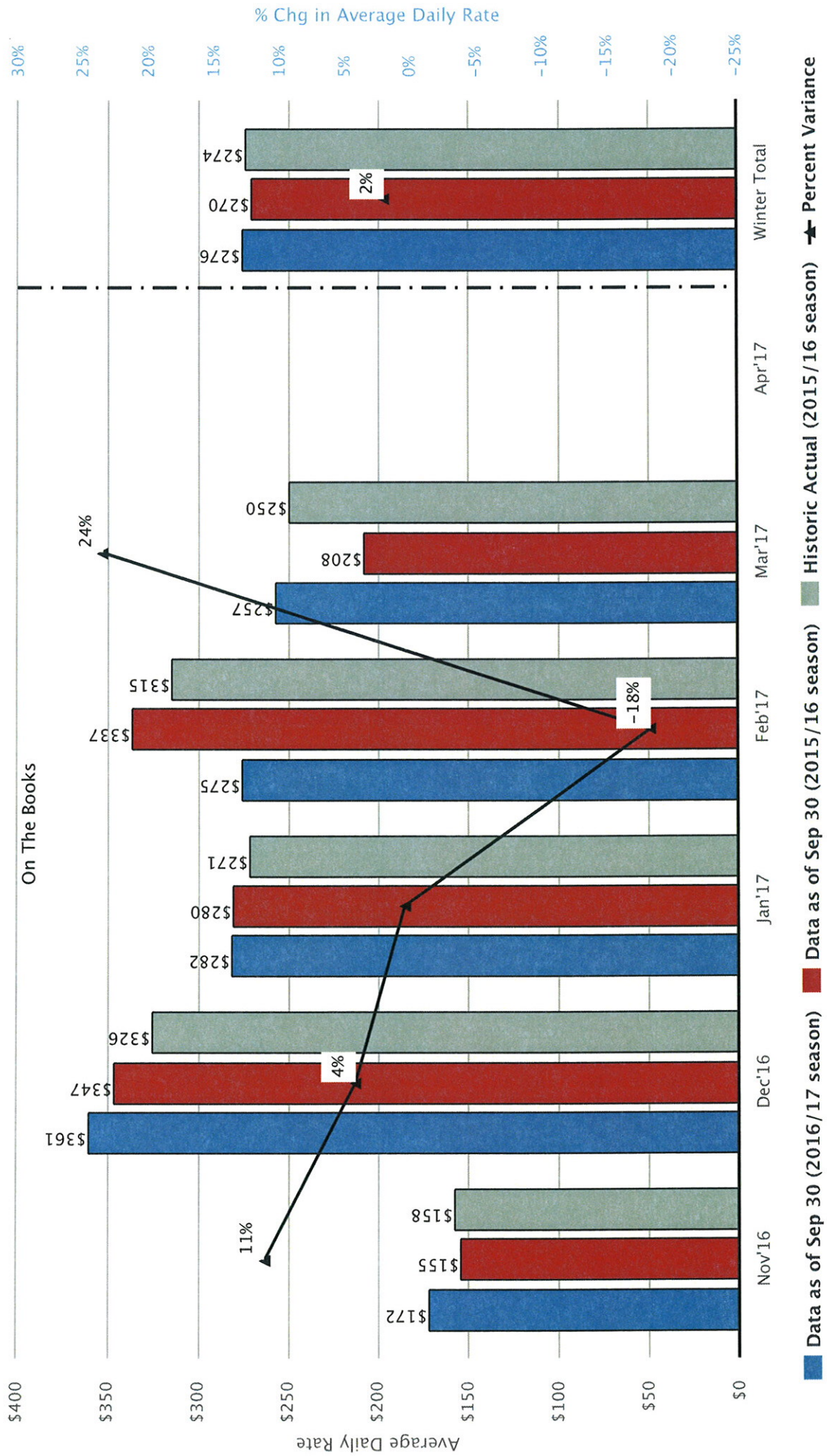


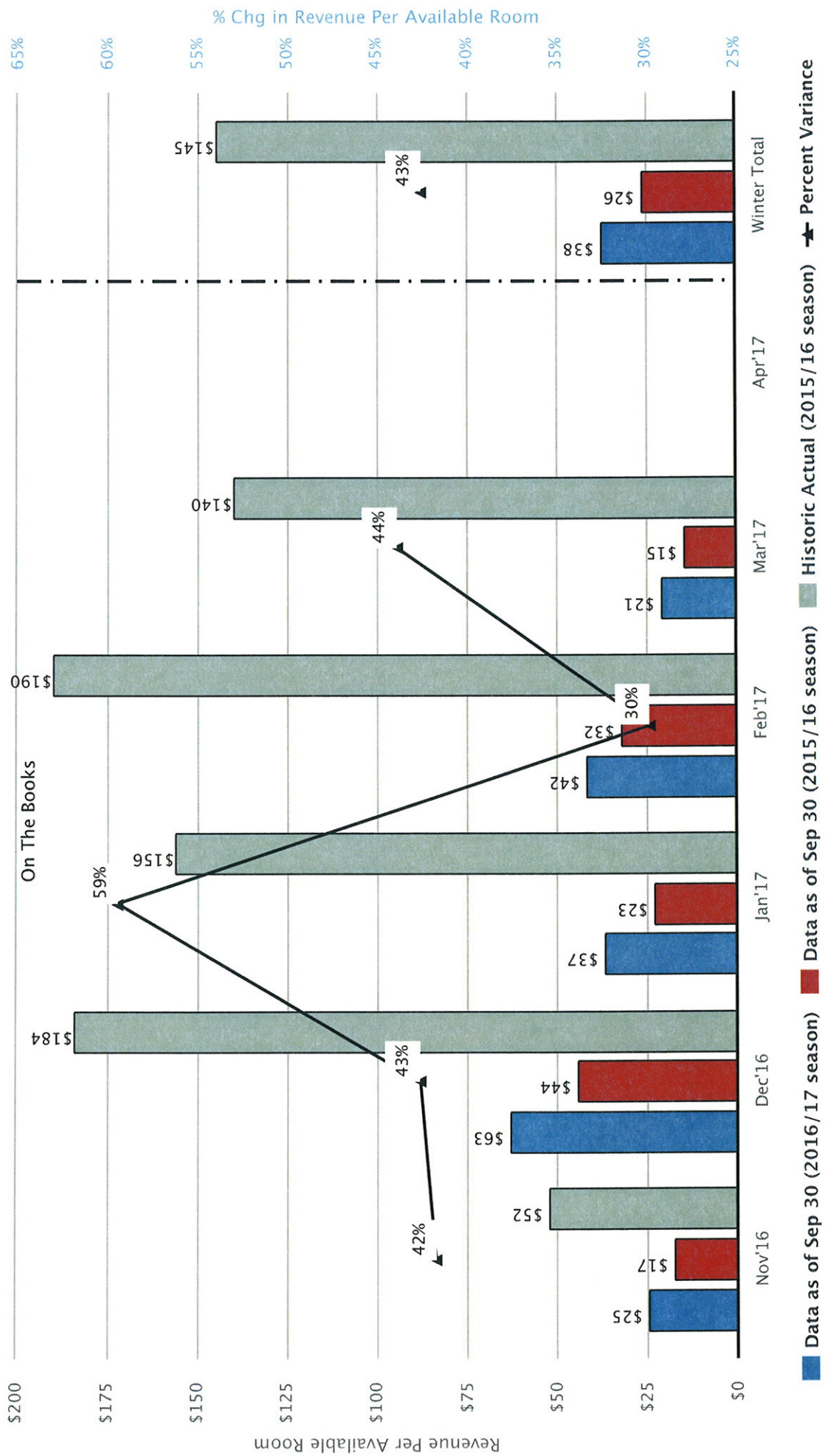




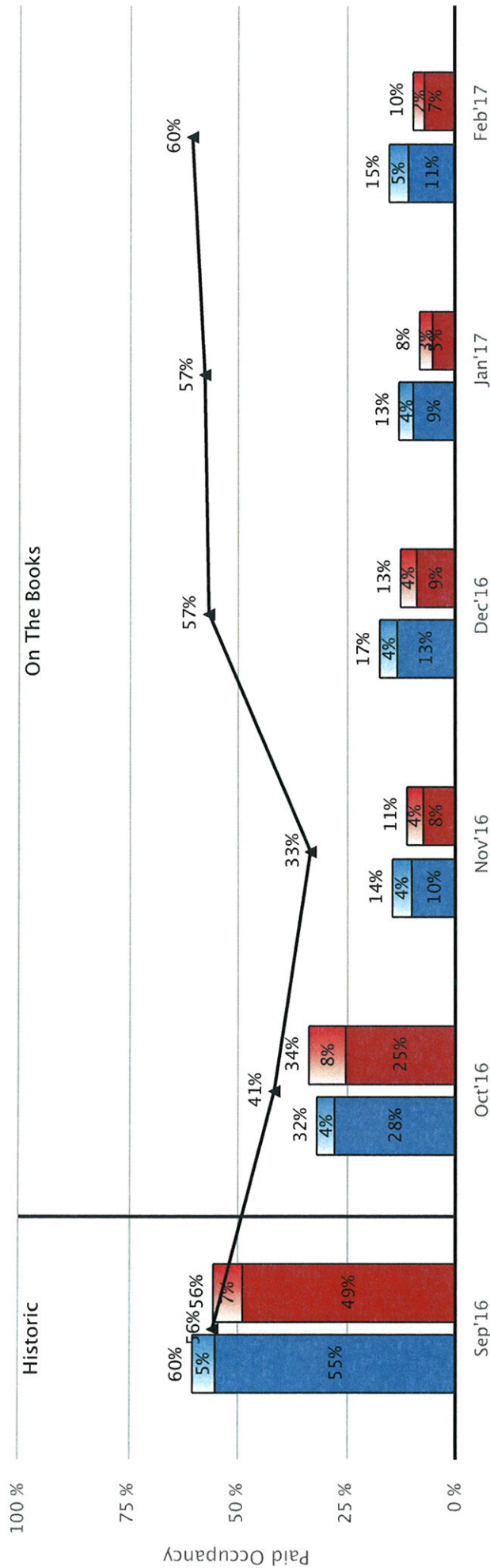
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Month of Occupancy	Occupancy as of 9-30-2016	Occupancy as of 8-31-2015	Absolute Change	Incremental occupancy booked Sep 16	Incremental occupancy booked Sep 15	Absolute Variance in incremental Fill	Percentage Variance in incremental Fill	2015/16 Historic actual occupancy
Sep	60.4%	55.6%	4.8%	5.2%	6.8%	-1.6%	-23.1%	55.6%
Oct	31.9%	33.6%	-1.7%	4.1%	8.5%	-4.4%	-51.6%	41.4%
Nov	14.3%	11.2%	3.1%	4.2%	3.7%	0.6%	15.1%	33.1%
Dec	17.4%	12.7%	4.7%	4%	4%	0%	-0.6%	56.5%
Jan	13%	8.2%	4.8%	3.5%	3%	0.5%	18.3%	57.4%
Feb	15.2%	9.6%	5.6%	4.5%	2.4%	2.1%	87.0%	60.3%
Total	25.4%	21.8%	3.6%	4.3%	4.7%	-0.4%	-9.2%	50.9%

■ As of Sep 30, 2016   
 ■ As of Aug 31, 2016   
 ■ As of Sep 30, 2015   
 ■ As of Aug 31, 2015   
 ▲ 2015/16 Historic actual

V-17-C-7