

City of South Lake Tahoe Transient Occupancy Tax Report

Revenue Collected in November 2017 for the Month of October 2017

Monthly Activity:	Collected in This Month 2017	Collected in This Month 2016	Month Variance	% Change
Motels	\$169,979.33	\$139,257.11	\$30,722.22	22.06%
Delinquent Motel Payments	\$3,869.69	\$5,906.27	(\$2,036.58)	-34.48%
Property Management VHR	\$67,636.91	\$61,869.58	\$5,767.33	9.32%
Individual Property Owners (VHR)	\$4,885.09	\$10,923.55	(\$6,038.46)	-55.28%
Shared VHRs	\$0.00	\$0.00	\$0.00	100.00%
Campground	\$1,141.48	\$255.25	\$886.23	347.20%
Promotion 2%	\$82,504.17	\$72,737.26	\$9,766.91	13.43%
TOT Totals	<u>\$330,016.67</u>	<u>\$290,949.02</u>	<u>\$39,067.65</u>	<u>13.43%</u>
Total General Fund TOT	<u>\$330,016.67</u>	<u>\$290,949.02</u>	<u>\$39,067.65</u>	<u>13.43%</u>
City Redevelopment TOT	\$82,504.17	\$72,737.26	\$9,766.91	13.43%
Redevelopment Area TOT	<u>\$323,680.65</u>	<u>\$455,493.05</u>	<u>(\$131,812.40)</u>	<u>-28.94%</u>
Total General Fund Monthly Collections	<u>\$736,201.49</u>	<u>\$819,179.33</u>	<u>(\$82,977.84)</u>	<u>-10.13%</u>
Restricted Measure P TOT 2%	<u>\$138,281.86</u>	<u>\$0.00</u>	<u>\$138,281.86</u>	<u>100.00%</u>

Fiscal Year-to-Date:	2017/18	2016/17	Fiscal Year Variance	% Change
Motels	\$169,979.33	\$139,257.11	\$30,722.22	22.06%
Delinquent Motel Payments	\$3,869.69	\$5,906.27	(\$2,036.58)	-34.48%
Property Management VHR	\$67,636.91	\$61,869.58	\$5,767.33	9.32%
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Redevelopment Area TOT	<u>\$323,680.65</u>	<u>\$455,493.05</u>	<u>(\$131,812.40)</u>	<u>-28.94%</u>
Total to Date General Fund Collections	<u>\$736,201.49</u>	<u>\$819,179.33</u>	<u>(\$82,977.84)</u>	<u>-10.13%</u>
Motel and VHR TOT Audit Collections	<u>\$33,070.76</u>			
Total TOT Collections	<u>\$769,272.25</u>			
Restricted Measure P TOT 2%	<u>\$138,281.86</u>	<u>\$0.00</u>	<u>\$138,281.86</u>	<u>100.00%</u>

TOT is collected and recorded as revenue in the General Ledger in the month following the actual motel stay.

Motel and VHR TOT Audit Collections are actual amounts collected. Does not include balances owed but not yet paid.

Restricted Measure P TOT 2% was implemented 1/1/2017.

Redevelopment variances in October 2017 are due to Marriott accounting changes.

City of South Lake Tahoe

Room Rentals By Zone Month of October 2017

		<i>Receipts</i>	<i>Taxable Rents</i>	Total Room Nights Available	Room Nights Rented	Occupancy Percentage	Average Room Price
		Gross Rentals Reported	Net Rentals Reported				
Zone 1	2017	\$4,185,480	\$4,015,956	107973	34302	32%	\$122
	2016	\$5,076,538	\$4,962,574	107198	38740	36%	\$131
	Variance	(\$891,058)	(\$946,618)	775	(4438)	-4%	(\$9)
Zone 2	2017	\$765,280	\$727,715	34286	8188	24%	\$93
	2016	\$556,871	\$515,177	38781	6252	16%	\$89
	Variance	\$208,409	\$212,538	(4495)	1936	8%	\$4
Zone 3	2017	\$515,808	\$490,228	16492	4388	27%	\$118
	2016	\$551,595	\$498,013	16492	4819	29%	\$114
	Variance	(\$35,787)	(\$7,785)	0	(431)	-2%	\$4
Zone 4	2017	\$191,611	\$102,671	11997	2327	19%	\$82
	2016	\$180,955	\$92,728	11997	1973	16%	\$92
	Variance	\$10,656	\$9,943	0	354	3%	(\$10)
Zone 5	2017	\$87,762	\$74,087	6758	852	13%	\$103
	2016	\$95,029	\$64,344	6758	701	10%	\$136
	Variance	(\$7,267)	\$9,743	0	151	3%	(\$33)
Total All Zones	2017	\$5,745,941	\$5,410,657	177506	50057	28%	\$115
	2016	\$6,460,988	\$6,132,836	181226	52485	29%	\$123
	Variance	(\$715,047)	(\$722,179)	(3720)	(2428)	-1%	(\$8)

Zone Descriptions:

Zone 1	Stateline Area
Zone 2	Ski Run, Heavenly and Bijou Areas
Zone 3	Al Tahoe Area
Zone 4	Sierra Tract, East Y Area
Zone 5	West Y and Emerald Bay Road Areas

Vacation Home Rentals - Managed by Rental Agents

	<i>Taxable Rents</i>	Total Units Available	Total Units Rented	Occupancy Percentage	Average Room Price
	Net Rentals Reported				
2017	\$1,142,747.15	30,070	4,528	15%	\$252.37
2016	\$1,082,576.67	27,745	4,622	17%	\$234.22
Variance	\$60,170.48	2,325	(94)	-2%	\$18.15

Note: Decrease is due to Marriott accounting changes.

City of South Lake Tahoe

Room Rentals By Unit Size Month of October 2017

		<i>Receipts</i>	<i>Taxable rents</i>	Total Rooms Nights Available	Room Nights Rented	Occupancy Percentage	Average Room Price
		Gross Rentals Reported	Net Rentals Reported				
Units 1-15	2017	\$300,804	\$223,151	10478	2236	21%	\$135
	2016	\$260,478	\$161,411	10478	1367	13%	\$191
	Variance	\$40,326	\$61,740	0	869	8%	(\$56)
Units 16-30	2017	\$400,471	\$230,072	24986	2535	10%	\$158
	2016	\$378,847	\$227,182	24459	2444	10%	\$155
	Variance	\$21,624	\$2,890	527	91	0%	\$3
Units 31-50	2017	\$408,035	\$381,085	16244	4524	28%	\$90
	2016	\$335,613	\$300,594	17422	4080	23%	\$82
	Variance	\$72,422	\$80,491	(1178)	444	5%	\$8
Units 51-75	2017	\$758,101	\$751,261	26412	10018	38%	\$76
	2016	\$691,977	\$686,333	25265	9153	36%	\$76
	Variance	\$66,124	\$64,928	1147	865	2%	\$0
Units 76-125	2017	\$1,190,520	\$1,141,473	25079	8938	36%	\$133
	2016	\$919,253	\$919,253	29295	7013	24%	\$131
	Variance	\$271,267	\$222,220	(4216)	1925	12%	\$2
Units 126+	2017	\$2,688,010	\$2,683,615	74307	21806	29%	\$123
	2016	\$3,874,820	\$3,838,063	74307	28428	38%	\$136
	Variance	(\$1,186,810)	(\$1,154,448)	0	(6622)	-9%	(\$13)
Total All Unit Sizes	2017	\$5,745,941	\$5,410,657	177506	50057	28%	\$115
	2016	\$6,460,988	\$6,132,836	181226	52485	29%	\$123
	Variance	(\$715,047)	(\$722,179)	(3720)	(2428)	-1%	(\$8)

Note: Decrease is due to Marriott accounting changes.

**City of South Lake Tahoe
TOT Collected
(Excluding audit collections and 2% Measure P TOT)**

	<i>Oct</i>	<i>Nov</i>	<i>Dec</i>	<i>Jan</i>	<i>Feb</i>	<i>March</i>	<i>April</i>	<i>May</i>	<i>June</i>	<i>July</i>	<i>Aug</i>	<i>Sept</i>	<i>Year to Date Total</i>
2012-13	\$352,360	\$311,214	\$1,139,117	\$938,361	\$924,117	\$952,435	\$309,956	\$419,142	\$970,739	\$1,539,841	\$1,295,749	\$1,067,658	\$10,220,690
2013-14	\$413,240	\$316,321	\$1,207,678	\$702,471	\$826,225	\$838,573	\$409,738	\$525,592	\$1,083,420	\$1,768,106	\$1,689,276	\$1,187,000	\$10,967,640
2014-15	\$616,901	\$438,053	\$1,443,697	\$975,930	\$888,351	\$807,169	\$431,120	\$615,934	\$1,275,041	\$1,920,591	\$1,688,228	\$1,392,562	\$12,493,577
2015-16	\$768,980	\$568,608	\$1,776,411	\$1,268,767	\$1,384,083	\$1,300,922	\$575,701	\$656,965	\$1,421,739	\$2,274,978	\$1,847,480	\$1,702,865	\$15,547,498
2016-17	\$819,179	\$596,552	\$1,909,793	\$1,358,224	\$1,313,140	\$1,385,566	\$747,178	\$722,225	\$1,602,262	\$2,410,778	\$1,878,524	\$1,856,492	\$16,599,915
2017-18	\$736,201												\$736,201



