

City of South Lake Tahoe Transient Occupancy Tax Report

Revenue Collected in December 2016 for the Month of November 2016

| Monthly Activity: | Collected in This Month 2016 | Collected in This Month 2015 | 2016 to 2015 Variance | % Change |
|----------------------------|------------------------------------|------------------------------------|-----------------------------|---------------------|
| Motels | \$112,467.71 | \$106,867.27 | \$5,600.44 | 5.24% |
| Delinquent Motel Payments | \$933.25 | \$2,928.23 | (\$1,994.98) | 0.00% |
| Property Management VHR | \$79,641.38 | \$70,694.93 | \$8,946.45 | 12.66% |
| Individual Property Owners | \$14,521.19 | \$18,559.79 | (\$4,038.60) | -21.76% |
| Campground | \$423.60 | \$0.00 | \$423.60 | 0.00% |
| Promotion 2% | \$69,329.04 | \$66,350.08 | \$2,978.96 | 4.49% |
| TOT Totals | <u>\$277,316.17</u> | <u>\$265,400.30</u> | <u>\$11,915.87</u> | <u>4.49%</u> |
| Total General Fund TOT | <u>\$277,316.17</u> | <u>\$265,400.30</u> | <u>\$11,915.87</u> | <u>4.49%</u> |
| City Redevelopment TOT | \$69,329.04 | \$66,350.08 | \$2,978.96 | 4.49% |
| Redevelopment Area TOT | <u>\$249,907.03</u> | <u>\$236,857.14</u> | <u>\$13,049.89</u> | <u>5.51%</u> |
| Total Month Collections | <u><u>\$596,552.24</u></u> | <u><u>\$568,607.52</u></u> | <u><u>\$27,944.72</u></u> | <u><u>4.91%</u></u> |

| Fiscal Year-to-Date: | 2016 | 2015 | 2016 to 2015 Variance | % Change |
|----------------------------|------------------------------|------------------------------|-----------------------------|---------------------|
| Motels | \$251,724.82 | \$246,313.05 | \$5,411.77 | 2.20% |
| Delinquent Motel Payments | \$6,839.52 | \$7,905.18 | (\$1,065.66) | -13.48% |
| Property Management VHR | \$141,510.96 | \$124,097.40 | \$17,413.56 | 14.03% |
| Individual Property Owners | \$25,444.74 | \$37,553.18 | (\$12,108.44) | -32.24% |
| Campground | \$678.85 | \$7.20 | \$671.65 | 9328.47% |
| Promotion 2% | \$142,066.30 | \$138,625.34 | \$3,440.96 | 2.48% |
| TOT Totals | <u>\$568,265.19</u> | <u>\$554,501.35</u> | <u>\$13,763.84</u> | <u>2.48%</u> |
| Total General Fund TOT | <u>\$568,265.19</u> | <u>\$554,501.35</u> | <u>\$13,763.84</u> | <u>2.48%</u> |
| City Redevelopment TOT | \$142,066.30 | \$138,625.34 | \$3,440.96 | 2.48% |
| Redevelopment Area TOT | <u>\$705,400.08</u> | <u>\$644,460.60</u> | <u>\$60,939.48</u> | <u>9.46%</u> |
| Total to Date Collections | <u><u>\$1,415,731.57</u></u> | <u><u>\$1,337,587.29</u></u> | <u><u>\$78,144.28</u></u> | <u><u>5.84%</u></u> |

Motel and VHR TOT Audit Collections 11,234.35

Total TOT Collections \$1,426,965.92

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.

City of South Lake Tahoe

Room Rentals By Zone Month of November 2016

| | | <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 | 2016 | \$3,153,855 | \$3,063,603 | 103,740 | 25,289 | 24% | \$125 |
| | 2015 | \$3,076,958 | \$2,894,069 | 100,860 | 26,097 | 26% | \$118 |
| | Variance | \$76,897 | \$169,534 | 2,880 | -808 | -2% | \$7 |
| Zone 2 | 2016 | \$449,845 | \$413,501 | 36,870 | 5,185 | 14% | \$87 |
| | 2015 | \$425,780 | \$417,117 | 37,170 | 5,750 | 15% | \$74 |
| | Variance | \$24,065 | (\$3,616) | -300 | -565 | -1% | \$13 |
| Zone 3 | 2016 | \$340,448 | \$316,103 | 15,960 | 2,833 | 18% | \$120 |
| | 2015 | \$262,601 | \$244,731 | 15,960 | 2,319 | 15% | \$113 |
| | Variance | \$77,847 | \$71,372 | 0 | 514 | 3% | \$7 |
| Zone 4 | 2016 | \$173,301 | \$80,897 | 11,610 | 1,680 | 14% | \$103 |
| | 2015 | \$163,398 | \$76,383 | 11,580 | 1,528 | 13% | \$107 |
| | Variance | \$9,903 | \$4,514 | 30 | 152 | 1% | (\$4) |
| Zone 5 | 2016 | \$78,977 | \$49,157 | 6,540 | 503 | 8% | \$157 |
| | 2015 | \$83,704 | \$53,209 | 6,360 | 479 | 8% | \$175 |
| | Variance | (\$4,727) | (\$4,052) | 180 | 24 | 0% | (\$18) |
| Total All Zones | 2016 | \$4,196,426 | \$3,923,261 | 174,720 | 35,490 | 20% | \$118 |
| | 2015 | \$4,012,441 | \$3,685,509 | 171,930 | 36,173 | 21% | \$111 |
| | Variance | \$183,985 | \$237,752 | 2,790 | -683 | -1% | \$7 |

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 | | | | |
| 2016 | \$1,405,031.96 | 27,030 | 4,728 | 17% | \$297.17 |
| 2015 | \$1,253,231.00 | 26,700 | 4,660 | 17% | \$268.93 |
| Variance | \$151,800.96 | 330 | 68 | 0% | \$28.24 |

City of South Lake Tahoe

Room Rentals By Unit Size Month of November 2016

| | | <i>Receipts</i> | <i>Taxable rents</i> | Total Rooms | Room Nights | Occupancy | Average |
|-----------------------------|-----------------|-----------------|----------------------|-------------|-------------|-----------|---------|
| | | Gross Rentals | Net Rentals | | | | |
| | | Reported | Reported | | | | |
| Units 1-15 | 2016 | \$194,833 | \$105,527 | 10,140 | 938 | 9% | \$208 |
| | 2015 | \$150,927 | \$48,604 | 10,440 | 501 | 5% | \$301 |
| | Variance | \$43,906 | \$56,923 | -300 | 437 | 4% | (\$93) |
| Units 16-30 | 2016 | \$336,416 | \$202,347 | 23,670 | 2,197 | 9% | \$153 |
| | 2015 | \$361,049 | \$230,095 | 23,190 | 2,524 | 11% | \$143 |
| | Variance | (\$24,633) | (\$27,748) | 480 | -327 | -2% | \$10 |
| Units 31-50 | 2016 | \$309,144 | \$273,594 | 16,200 | 3,606 | 22% | \$86 |
| | 2015 | \$264,029 | \$180,009 | 16,800 | 2,731 | 16% | \$97 |
| | Variance | \$45,115 | \$93,585 | -600 | 875 | 6% | (\$11) |
| Units 51-75 | 2016 | \$597,520 | \$591,465 | 24,450 | 7,825 | 32% | \$76 |
| | 2015 | \$556,093 | \$547,197 | 24,420 | 8,871 | 36% | \$63 |
| | Variance | \$41,427 | \$44,268 | 30 | -1,046 | -4% | \$13 |
| Units 76-125 | 2016 | \$664,424 | \$662,184 | 28,350 | 4,967 | 18% | \$134 |
| | 2015 | \$781,217 | \$780,478 | 28,350 | 6,603 | 23% | \$118 |
| | Variance | (\$116,793) | (\$118,294) | 0 | -1,636 | -5% | \$16 |
| Units 126+ | 2016 | \$2,094,089 | \$2,088,144 | 71,910 | 15,957 | 22% | \$131 |
| | 2015 | \$1,899,126 | \$1,899,126 | 68,730 | 14,943 | 22% | \$127 |
| | Variance | \$194,963 | \$189,018 | 3,180 | 1,014 | 0% | \$4 |
| Total All Unit Sizes | 2016 | \$4,196,426 | \$3,923,261 | 174,720 | 35,490 | 20% | \$118 |
| | 2015 | \$4,012,441 | \$3,685,509 | 171,930 | 36,173 | 21% | \$111 |
| | Variance | \$183,985 | \$237,752 | 2,790 | -683 | -1% | \$7 |

**City of South Lake Tahoe
TOT Collected
(excluding audit collections)**

| | <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> |
|---------|------------|------------|-------------|-------------|-------------|--------------|--------------|------------|-------------|-------------|-------------|-------------|---------------------------|
| 2009-10 | \$356,210 | \$256,067 | \$901,625 | \$741,264 | \$839,673 | \$725,826 | \$349,303 | \$287,825 | \$666,724 | \$1,256,002 | \$992,942 | \$827,005 | \$8,200,466 |
| 2010-11 | \$302,804 | \$183,646 | \$1,022,085 | \$782,771 | \$850,362 | \$726,854 | \$379,079 | \$312,732 | \$621,865 | \$1,249,500 | \$1,172,591 | \$1,023,480 | \$8,627,769 |
| 2011-12 | \$351,807 | \$259,005 | \$944,112 | \$586,008 | \$726,215 | \$718,847 | \$396,638 | \$374,560 | \$795,750 | \$1,412,969 | \$1,195,854 | \$1,006,606 | \$8,768,372 |
| 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 | | | | | | | | | | | \$1,415,732 |



