



Annual Forecast and Capital Budget Fiscal Year 2010-2011

Approved May 20, 2010

Reno-Sparks Convention and Visitors Authority ♦ Washoe County ♦ State of Nevada





**RENO - SPARKS CONVENTION & VISITORS AUTHORITY
WASHOE COUNTY
STATE OF NEVADA**

**ANNUAL FORECAST AND CAPITAL BUDGET
FISCAL YEAR 2010-2011
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May 9, 2010

Board of Directors
Reno-Sparks Convention and Visitors Authority
4001 South Virginia, Suite G
Reno, Nevada 89502

Dear Board Members:

Enclosed please find the Annual Forecast and Capital Budget of the Reno-Sparks Convention and Visitors Authority for the fiscal year ending June 30, 2011.

The volatility of the current national economic conditions, fewer people traveling generally, reductions in local air service and high regional (West Coast) unemployment has impacted Reno-Tahoe's ability to sustain occupancy and average room rate. The ability to increase ADR in Reno will require higher demand including significant growth in the convention/group segment as a percentage of the total cash occupancy mix. The growth of special events and increases to the convention/group base, represent goals that when achieved, will assist in weathering the economic downturn that confronts the region today and in the future.

Current market trends from research provided by the Destination Marketing Association International (DMAI) reveal the following information:

Room Tax Performance

- Nationwide room tax receipts fell 15% for 2009 over 2008.
- Most destinations are forecasting a few point decrease in revenue with a full recovery not expected until the 2nd half of 2011.

Convention/Group Business

- Although the number of association meetings hasn't changed, attendance is down with the length of meetings being reduced.
- The number of corporate meetings has been reduced with a tendency to shy away from resort destinations.

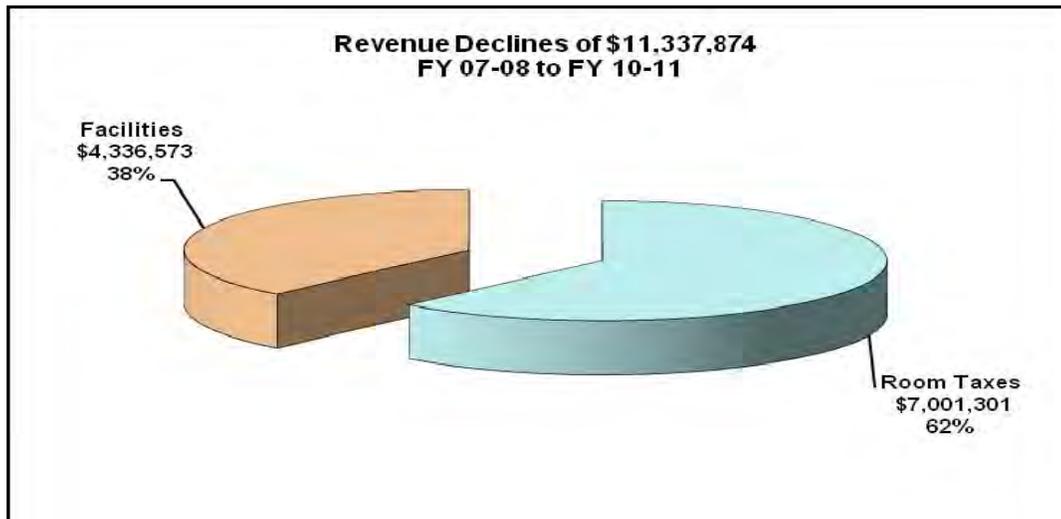
Leisure Travel

- Leisure travel has become increasingly competitive. Lower income travelers have diminished, while mid to higher income households are still traveling.
- 56% of US households are planning a leisure trip between February and July 2010 compared to 63% a year ago.
- In recent surveys, 85% said they would stay at a less expensive hotel, 50% would stay fewer nights, and 80% would spend less overall.

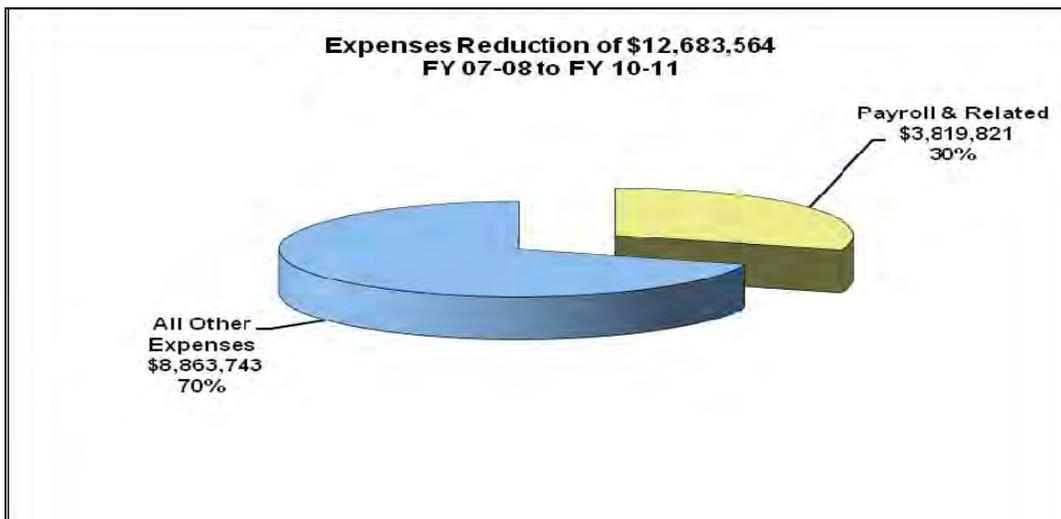
The following presentation of the FY 2010-2011 Annual Forecast and Capital Budget outlines the revenue and expense assumptions for the upcoming fiscal year. It also addresses the continuing budget deficit and the need to seek additional funding to maintain current and budgeted spending levels. The budget reflects a deficit of \$1,944,035 with a cash flow deficit of \$2,335,194. Staff is currently working with Washoe County on the specific details of a plan to address this deficit which may include borrowing funds from a lender, or using funds set aside in the Revenue Stabilization Fund.

The RSCVA implemented budget adjustments in September 2008, December 2008 and again in December 2009, as well as a bond pre-payment resulting in approximately \$4 million in cash flow savings as a result of declining room tax revenues during FY 08-09 and FY 09-10.

As an example of the economic downturn and for comparative purposes, revenue projections for FY 10-11 have decreased \$11,337,874 (26.7%) from actual FY 07-08 as illustrated on the following chart:



Overall expense reductions total \$12,683,564. In addition to payroll and related expense reductions of 30.0%, other expense reductions occurred throughout the organization as illustrated on the following chart:



In an effort to reduce the continuing deficit, the RSCVA has reduced staff as necessary. Currently, there are 108 full-time positions budgeted for FY 10-11. This staffing level has 57 less full-time positions than the 165 level of FY 07-08.

In November 2009, the RSCVA Board of Directors authorized the CEO to implement budget reductions as well as negotiate with other interested governmental or non-governmental agencies to sell water rights in order to balance the budgets for FY 09-10 and FY 10-11. The RSCVA projected a budget deficit of approximately \$1.6 million based on additional room tax and facility revenue declines through the end of FY 09-10. Budget reductions of \$900K were implemented in December 2009 and as of March 31, 2010 the projected deficit for FY 09-10 is approximately \$111K and will face an additional net deficit of approximately \$2.3 million for FY 10-11. These deficits (\$2.4 million) were to have been funded by the sale of water rights based on a value of \$12K-\$15K per acre foot. Given the recently obtained appraised value for the water rights of \$5K-\$6K per acre foot, it is no longer feasible to proceed in this direction and the RSCVA plans to hold these assets for future disposition after improvements in the economy. Therefore, the use of the Revenue Stabilization Fund is now being considered coupled with the refunding of the Convention Center Bonds that are callable on 07-01-11, in order to avoid additional program and staffing reductions.

Looking ahead, efforts to support the RSCVA Mission and Strategic Plan goals shall remain the priority.

RSCVA Mission Statement:

The mission of the RSCVA is to attract overnight visitors to Reno-Tahoe lodging properties through marketing, convention sales and facility operations, featuring local amenities, attractions and events; thereby enhancing the economic benefit and quality of life for northern Nevada.

RSCVA Vision Statement:

The vision for Reno-Tahoe is to be a premier year-round, western destination for leisure and group/convention travelers.

Five Year Strategic Plan

The Plan was developed by the staff and Board of Directors with a tremendous amount of input from partner organizations, stakeholder groups and community members. The plan was adopted by the Board of Directors during the first quarter of 2007.

There are six main components or planks of the plan:

Plank 1 - Increase Convention Sales and Marketing – Sell the destination as a place for conventions, tradeshow and meetings, while leveraging the group facility assets to book maximum lodging property room nights.

Plank 2 – Increase Sales and Marketing – Increase individual traveler and group traveler business for Reno-Tahoe by marketing regionally, nationally and internationally.

Plank 3 - Special Events Philosophy & Funding – Develop and implement a reasonable special events philosophy and funding system that ties to increasing room nights, ADR and/or measurable increased brand awareness and propensity to visit Reno-Tahoe.

Plank 4 - Efficiently Manage Assets – Manage the RSCVA assets (primarily the public assembly facilities and golf courses) at maximum efficiency to free up additional funds to support RSCVA key priorities.

Plank 5 - Develop Capital Improvement Program – Create a reasonably phased capital improvement plan for the RSCVA-owned facilities to ensure they remain safe and competitive with industry standards.

Plank 6 - Address Average Daily Rate – Act as a catalyst to create and foster a destination-wide revenue management culture through providing our stakeholders with tools, education and incentives that promote the growth in Average Daily Rate, Revenue per Available Room and RSCVA resources.

Each plank contains initiatives and key measurements to evaluate progress, as shown in the strategic plan section.

Fiscal 2010–2011 Annual Forecast and Capital Budget

Revenue Assumptions:

- **Room Tax Collections:** The FY 10-11 Budget assumes that the overall unfavorable economic conditions will continue. Indicators are reflecting weak economic conditions relating to unemployment and the housing market impacting the market for FY 10-11. The budget reflects a continued decline of \$12,414,730 (5.3%) in taxable room revenues from FY 09-10 outlook. This decrease is attributed to 132,809 (4.1%) in less cash occupied room nights, along with a \$0.95 (1.3%) reduction in cash average rate for a projected rate of \$69.94. The overall convention and leisure market segments continue to decline. Total room tax collections are projected to decrease \$1,087,984 (5.4%). Overall occupancy levels are projected at 58.6%. Cash occupancy is projected at 34.0%.
- **Reno-Sparks Convention Center:** Revenues are projected to decrease by \$189,046 (8.2%) as a result of a lower number of major conventions/trade shows and decrease in public shows. Concessions and catering revenues are projected to decrease by 28.4% as a result of the Convention calendar for events such as National Tour Association, American Federation of Government Employee's, and Western Hunting Expo having occurred in the current fiscal year. New events scheduled include the USA Volleyball, National Association of Counties, and Association of Wall and Ceiling Industry.
- **National Bowling Stadium:** Revenues are projected to increase \$213,906 (11.2%) as a result of the USBC Open tournament from February 2011 through July 2011 with anticipated attendance of 70,000 bowlers plus their guests (14,000 teams).
- **Reno Events Center:** Revenues are projected to decrease \$186,781 (11.4%) due to a continued decline in concerts being promoted by local Hotels. This decline is being experienced in most markets given the economy. Revenue from Reno Events Center is based on "drop-in" business normally booked 90 -120 days out and includes facility rental, food, beverage, and merchandise. Suite revenues are anticipated to decline \$115,000 (30.3%) given the economic climate.
- **Reno-Sparks Livestock Events Center:** Revenues are projected to increase \$48,178 (3.3%). The increase reflects existing business, newly contracted business, and anticipated late booking business.
- **Wildcreek Golf Course:** Revenues are projected to increase \$99,940 (4.9%) as a result of 2,522 (4.3%) additional rounds, which assumes more favorable weather in the winter months.
- **General and Administrative:** Revenues are projected to decrease \$19,095 (3.4%) as a result of decreased collection fees charged to other jurisdictions for the collection of room taxes.

- **Convention Sales:** Revenues are projected to decrease \$29,262 (22.0%) due to decreased participation in industry events by local Hotel partners.
- **Tourism Sales:** Revenues are projected to increase \$26,342 (100.7%) from previous year as a result of increased participation in industry events reimbursed by the partners.
- **Marketing:** Revenues, consisting of Visitor Services telephone referrals to the hotels from 1-800 numbers are projected to increase \$696 (17.0%) from previous year as a result of more telephone volume.
- **Investment Interest:** Revenues are expected to decrease \$52,553 (12.8%) as a result of reduced interest rates and less available funds.
- **Insurance Contribution:** Revenues are expected to increase \$164,832 (10.2%). In governmental accounting, employee group insurance withholdings along with RSCVA contributions are recorded as revenues to the insurance fund. As of March 2010, FY 09-10 outlook and FY 10-11 Budget reflects the charging of departments an assessment for unemployment that had not previously occurred.

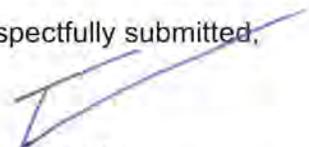
Expenses:

- **Payroll and Related:** The budget assumes staffing levels as of 4/1/10, and is projected to increase \$79,594 (0.7%) for the FY 10-11 budget due to filling currently vacant positions. No merit or bonus pool has been established for the budget. A furlough of one week unpaid leave in December 2010 is included. This represents the third consecutive year for an unpaid furlough. In Convention Sales, payrolls reflects an increase due to positions currently open being filled. General and Administrative payroll and expenses have decreased due to staffing reductions that occurred in FY 09-10. Facilities reflect minimal seasonal increases coupled with the allocation of unemployment insurance now being reflected in each department. As a result of staffing reductions previously mentioned, the Box Office Manager's position is being split between the National Bowling Stadium and the Reno Events Center therefore, reflecting a slight increase at the National Bowling Stadium payroll expenditures.
- **Supplies and Services:** Projected to increase \$149,993 (2.3%) primarily as a result of increased contractual services in Marketing, increased utility expense at the National Bowling Stadium, and increased utility and equipment repairs at Wildcreek Golf Course.
- **Travel and Entertainment:** Projected to increase \$62,200 (27.3%), due to additional trips in Convention Sales to Washington D.C. and Chicago markets and Choral Festival site visits.
- **Promotion and Advertising:** Expenditures are projected to increase \$214,718 (8.9%) due to three additional sales missions in Convention Sales, and the continuation of implementation of the new marketing campaign.
- **Special Projects:** Projected to increase \$582,000 (40.9%). The National Bowling Stadium includes \$1,431,000 in USBC site fees and \$100,000 in prizes related to the tournament. Convention Sales includes \$219,265 in contractual obligations for scheduled groups. Tourism Sales includes \$30,000 for travel agent certification. Marketing includes \$88,780 in payments to special events committed in FY 09-10, \$100,000 in new funding for events to be allocated, \$20,000 for special events brochures and education.
- **Capital Outlay:** Reflects a departmental increase of \$1,754 (7.0%). Departmental purchases for minor furniture, fixtures and equipment (FF&E) include ongoing desktop PC replacements, software upgrades, and server upgrades.
- **Depreciation:** Projected to decrease \$4,125 (2.0%).

- **Insurance Fund:** Projected to decrease by \$46,870 (2.5%) primarily as a result of fewer covered employees and a projected 4.0% increase in Health/Dental/Vision costs.
- **Capital Fund:** Total capital expenditures budgeted for FY 10-11 of \$655,000 (\$505,000 in the capital fund and \$150,000 in the enterprise fund) will be funded as follows:
 - ✓ \$500,000 in expenditures at the RSCC from remaining bond proceeds (Extraordinary Repair & Maintenance account);
 - ✓ \$5,000 for repairs at the Reno-Sparks Livestock Events Center, funded from FY 10-11 operations;
 - ✓ \$150,000 at Wildcreek for capital which is offset by depreciation, as it is accounted for in an Enterprise Fund. This will be funded from FY 10-11 operations.
- **Debt Service:** Reflects a decrease of \$54,210 (0.7%) due to debt amortization schedule.
- **Grants:** Projected to decrease \$137,808 (13.7%) due to discontinued funding of the Pioneer Center for Performing Arts for FY 10-11 and anticipated decline in room tax revenue for Washoe District B. During the 1999 legislative session, SB-477 codified that 50% of the 6 5/8% of all transient lodging taxes collected within Incline Village/Crystal Bay (Washoe District B) be returned to the Incline Village/Crystal Bay Visitors and Convention Bureau.
- **Contingency:** Assumes no contingency for FY 10-11.
- **Cash Flow and Borrowing:** The FY 10-11 budget reflects a deficit of \$1,944,035 with a cash flow deficit of \$2,335,194. Staff is currently working with Washoe County on the specific details of the plan which may include borrowing funds from a lender, or using funds set aside in the Revenue Stabilization Fund. The use of the Revenue Stabilization Fund is a more desirable and viable option than issuing new debt.

The preparation of this budget is the result of the dedicated and efficient efforts of the entire staff. We would like to express our thanks to all in its preparation, and to the Board for their continued support and guidance.

Respectfully submitted,



Tim D. Smith
Vice President - Finance

CC: Ellen Oppenheim – President and CEO

Attachments

RENO-SPARKS CONVENTION AND VISITORS AUTHORITY FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET

Five Year Strategic Plan

The Plan was developed by the staff and Board of Directors with a tremendous amount of input from partner organizations, stakeholder groups and community members. The plan was adopted by the Board of Directors during the first quarter of 2007.

There are six main components or planks:

Planks

- Increase Convention Sales and Marketing
- Increase Tourism Sales and Marketing
- Special Events Philosophy and Funding
- Efficiently Manage Assets
- Develop Capital Improvement Program
- Address Average Daily Rate

The plan is intended to serve as a guide for the organization for three to five years. Tactics to implement the plan will be incorporated into each upcoming RSCVA Annual Budget and Marketing & Sales Plan.

Plank 1 - Increase Convention Sales and Marketing

Increase Convention Sales and Marketing – Sell the destination as a place for conventions, tradeshows and meetings, while leveraging the group facility assets to book maximum lodging property room nights.

Background

RSCVA owns and/or operates the Reno-Sparks Convention Center, Reno-Sparks Livestock Events Center, Reno Events Center and the National Bowling Stadium. Some of the visitor attraction assets are currently underutilized. RSCVA plans to increase utilization of these facilities and leverage them to better fill lodging property rooms in the region, bringing more visitors and ancillary revenue.

As Reno Tahoe continues to evolve, one of the primary opportunities RSCVA will focus on is to bring meetings, conventions, and tradeshows to the destination. This market provides the opportunity to bring a visitor here who would not have normally visited. Once an individual, group or organization experiences Reno Tahoe they are more likely to return. Using conventions and meetings to attract first-time visitors with the intent to get them to stay longer, or schedule a visit later with family or friends, will increase overnight visitation.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Examples of Initiatives

- Increase convention citywide business (RSCC, REC)
- Increase other business (Hotel, RSLEC, and NBS)
- Extend your Stay

Key Measurement 1

Achieve or exceed annual convention sales goals at the RSCC, REC, RSLEC, and NBS.

The Convention Sales department has achieved 129% of the mid-year FY 09-10 goal. In addition to the existing programs, some additional tactics will be put into place to assist in achieving these future goals including reviewing monthly reports of hot tentative leads.

Key Measurement 2

2a. Have two citywide conventions in FY 09-10 and four per year in FY 10-11 and FY 11-12.

In May 2009, the RSCVA Board of Directors accepted the following criteria for a citywide convention: A group utilizing a minimum of 2,000 peak room nights that requires two or more hotels and utilizes an RSCVA facility. The goal for FY 09-10 for citywide groups was two. The actual mid-year number of booked citywide groups is currently three, 150 percent of the annual goal. In FY 10-11, the goal was set at four. The actual mid-year number of booked citywide groups for FY 10-11 is currently three, 75 percent of the annual goal.

2b. Have six mid-size conventions in FY 09-10 and eight per year in FY 10-11 and FY 11-12.

In May 2009, the RSCVA Board of Directors accepted the following criteria for a “mid-size convention”: A group utilizing a minimum of 850 peak room nights that requires two or more hotels and utilizes an RSCVA facility. The forecasted number of mid-size convention groups for FY 09-10 was six. The actual mid-year number of booked mid-size convention groups is currently five, 83 percent of the annual goal. In FY 10-11, the goal was set at eight. The actual mid-year number of booked mid-size convention groups for FY 10-11 is currently six, 75 percent of the annual goal.

Key Measurement 3

Build convention and trade show occupancy of the Convention Center to equal or exceed the national average of facilities of comparable size within seven years.

This measurement will be updated on a fiscal year annual basis each fall as the national data is only updated and published by PricewaterhouseCoopers annually.

<u>Plank 1</u>	<u>Actual</u> 2004-2005	<u>Actual</u> 2005-2006	<u>Actual</u> 2006-2007	<u>Actual</u> 2007-2008	<u>Actual</u> 2008-2009	<u>Year 3</u> 2009-2010	<u>Year 4</u> 2010-2011	<u>Year 5</u> 2011-2012	<u>Key Measurement</u>
Increase Convention Sales & Marketing - The top priority is to sell the destination as a place for conventions, tradeshow and meetings, while leveraging the group facility assets to book maximum lodging property room nights.	183,343	334,002	305,394	308,440	130,730*				1. Achieve or exceed annual convention sales goals at the RSCC, REC, RSLEC and NBS.
			<u>Goal</u> 417,500	<u>Goal</u> 410,500	<u>Goal</u> 364,100	<u>Goal</u> 272,000	<u>Goal</u> 285,600	<u>Goal</u> 299,880	
			goal was a 25% increase over previous year Actual	goal was a 34% increase over previous year Actual	goal was a 18% increase over previous year Actual	goal is a 108% increase over previous year Actual	5% increase over previous year goal	5% increase over previous year goal	
UPDATE									
			<u>% Achieved of Goal</u> 73%	<u>% Achieved of Goal</u> 75%	<u>% Achieved of Goal</u> 36%	<u>Actual</u> 175,932 (Thru 12/31/09) <u>% Achieved of Mid-Year Goal</u> 129%			

*Gross booked room nights of 332,112 (including 90,000 for USBC in 2011) minus extraordinary definite cancelled room nights of 201,382 equals net booked room nights of 130,730.



RSCVA Strategic Plan

<u>Plank 1</u>	<u>Actual 2004-2005</u>	<u>Actual 2005-2006</u>	<u>Actual 2006-2007</u>	<u>Actual 2007-2008</u>	<u>Actual 2008-2009</u>	<u>Year 3 2009-2010</u>	<u>Year 4 2010-2011</u>	<u>Year 5 2011-2012</u>	<u>Key Measurement</u>
Increase Convention Sales & Marketing - The top priority is to sell the destination as a place for conventions, tradeshows and meetings, while leveraging the group facility assets to book maximum lodging property room nights.						<u>Goal</u> 2	<u>Goal</u> 4	<u>Goal</u> 4	2a. Have at least two citywide conventions* in 2009-2010 and four per year in 2010-2011 and 2011-2012.
	UPDATE								
						<u>Actual</u> 3 (Thru 12/31/09) <u>% of Achieved</u> <u>Y-T-D</u> 150%			
*Citywide Convention: A group utilizing a minimum of 2,000 peak room nights that requires two or more hotels and utilizes an RSCVA facility. (Accepted by BOD in May 2009.)									
<u>Plank 1</u>	<u>Actual 2004-2005</u>	<u>Actual 2005-2006</u>	<u>Actual 2006-2007</u>	<u>Actual 2007-2008</u>	<u>Actual 2008-2009</u>	<u>Year 3 2009-2010</u>	<u>Year 4 2010-2011</u>	<u>Year 5 2011-2012</u>	<u>Key Measurement</u>
Increase Convention Sales & Marketing - The top priority is to sell the destination as a place for conventions, tradeshows and meetings, while leveraging the group facility assets to book maximum lodging property room nights.						<u>Goal</u> 6	<u>Goal</u> 8	<u>Goal</u> 8	2b. Have at least six mid-size conventions** in 2009-2010 and eight per year in 2010-2011 and 2011-2012.
	UPDATE								
						<u>Actual</u> 5 (Thru 12/31/09) <u>% of Achieved</u> <u>Y-T-D</u> 83%			
**Mid-Size Convention: A group utilizing a minimum of 850 peak room nights that requires two or more hotels and utilizes an RSCVA facility. (Accepted by BOD in May 2009.)									



RSCVA Strategic Plan

<u>Plank 1</u>		<u>Actual</u> 2006-2007	<u>Year 1</u> 2007-2008	<u>Year 2</u> 2008-2009	<u>Year 3</u> 2009-2010	<u>Year 4</u> 2010-2011	<u>Year 5</u> 2011-2012	<u>Key Measurement</u>	
Nat'l average - Facilities 100,000- 500,000 sq ft	Goal	7.5 points below national average	6.5 points below national average	12.5 points below national average	9.5 points below national average	4.5 points below national average	.5 points above national average	3. Build convention and tradeshow occupancy of the convention center to equal or exceed the national average of facilities of comparable size within seven years.	
	UPDATE								
		<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Projected</u>				
		11 points below national average	4.5 points below national average	15.9 points below national average	11.5 points below national average				
Nat'l average - Facilities 100,000- 500,000 sq ft	OTHER EVENTS - UPDATE								
		<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Projected</u>			The RSCVA Sales & Marketing departments are responsible for a number of room night generating events which are not classified as convention/trade shows. These events generate occupancy at the RSCC. Events include: Jam On It, No. California Volleyball and USA Volleyball.	
		7 points above national average	9.5 points above national average	7 points above national average	3.5 points above national average				
COMBINED RESULTS									
		The combined results equated to 3.5 points above goal.	The combined results equated to 11.5 points above goal.	The combined results equated to 3.6 points above goal.	The combined projected results equate to 1.5 points above goal.				

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Plank 2 - Increase Tourism Sales and Marketing

Increase Tourism Sales and Marketing – Increase individual traveler and group traveler business for Reno Tahoe by marketing regionally, nationally and internationally.

Background

According to the 2007 Visitor Profile results, an estimated 48% of Reno Tahoe leisure visitation is from California. Nearly four out of five (79%) of Reno Tahoe visitors came from the west and mountain regions. Recognizing that northern California is a core market, programs targeting the area will continue. Another long-term consideration is the international market.

Reno hosted the annual National Tour Association (NTA) conference in November, 2009 showcasing the destination to tour operators and suppliers. The RSCVA was responsible for funding the opening night Ice Breaker, transportation, buyer gifts, and the closing night Gala and those costs exceeded \$200,000 which is not in the Tourism budget for the upcoming fiscal year.

The RSCVA Marketing Department utilized the information garnered through extensive consumer research to launch an updated tourism brand promise in the spring of 2010. The Reno Tahoe USA campaign attempts to increase overall visitation to the region by emotionally connecting with Reno Tahoe's prioritized target segments (Needs Reintroduction and First-Timers). Utilizing the research, the organization developed co-op marketing programs targeting the greater San Francisco Bay Area for both calendar year 2009 and 2010 (currently underway). The 2010 campaign began March 2010 and will run through approximately March 2011.

Examples of initiatives

- Grow core products (i.e. Ski, Golf, Outdoor Adventures and Arts & Culture)
- Increase individual and group business, market study recommendations will be pursued to enhance success in this area

Key Measurements

- Achieve or exceed annual Tourism Sales goals

Actions

In an effort to grow the ski product, Tourism Sales ensured that the Reno Tahoe winter product was competitive and positioned correctly on each of the wholesalers' websites that featured a ski product. Tourism Sales continued to encourage those wholesalers who did not feature a winter product were encouraged to include Reno Tahoe in their product line.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Tourism Sales and the Reno Tahoe community will continue to host the annual Winter FAM inviting only new clients which include ski groups and ski councils, encouraging these organizations to bring their ski groups to the area.

Tourism Sales, in an effort to grow the ski group product, introduced a 4 and 6 night package inclusive of lift tickets, a variety of accommodations and other winter activities directed toward the ski councils and ski groups.

Tourism Sales with Reno hotel and golf partners featured a gift certificate at this year's consumer golf shows. The certificate ranging from \$99 to \$199 includes two night accommodations with golf. The promotion resulted in over 120 certificates sold at the shows. Tourism Sales also collected over 10,000 new names to be added to the department's database from both ski and golf consumer shows.

Tourism Sales continues to increase individual travelers through the distribution channels of the major wholesalers as well as promote Reno Tahoe and amenities at industry shows such as International Pow Wow, American Bus Association, National Tour Association, Go West Summit, Mountain Travel Symposium and Ski Tops. The department hosted two major FAM events introducing or re-introducing the area to new potential as well as established clients. Tourism also participated in smaller FAM events with NCOT, specific wholesalers such as American Airlines Vacations and AAA.

A major objective this year was to fine tune the Reno Tahoe Travel Agent Certification Program that educates and encourages travel agents to book our area. The program has already graduated over 2,100 travel agents.

Tourism Sales developed an International Sales and Marketing Plan to attract incremental inbound visitors. Tourism Sales will continue to partner with the Nevada Commission on Tourism as well as other Visitors and Convention Bureaus to promote this segment. Due to recent budget reductions, the RSCVA will not participate this year in China International Travel Mart or World Travel Mart in London but place more emphasis on the domestic receptive operators to bring the international visitors to Reno Tahoe.

The RSCVA Marketing Department utilized the information garnered through extensive consumer research to launch an updated tourism brand promise in the spring of 2010. The Reno Tahoe USA campaign attempts to increase overall visitation to the region by emotionally connecting with Reno Tahoe's prioritized target segments (Needs Reintroduction and First-Timers). Utilizing the research, the organization developed co-op marketing programs targeting the greater San Francisco Bay Area for both calendar year 2009 and 2010 (currently underway). The 2010 campaign began March 2010 and will run through approximately March 2011.



RSCVA Strategic Plan

Plank 2	Actual 2004-2005	Actual 2005-2006	Actual 2006-2007	Actual 2007-2008	Actual 2008-2009	Year 3 2009-2010	Year 4 2010-2011	Year 5 2011-2012	Key Measurement	
Increase Tourism Sales and Marketing - Increase individual traveler and group traveler business for Reno-Tahoe by marketing regionally, nationally and internationally.	545,771	531,349	580,774	492,782	483,569				1. Achieve or exceed annual Tourism Sales goals.	
		3% decrease over previous year actual	8% increase over previous year actual	9% increase over previous year actual	3% decrease over previous year goal	14% decrease over previous year goal	5% increase over previous year goal	5% increase over previous year goal		
	Update									
					% Achieved of Year End Goal	% Achieved of Year End Goal	% Achieved of Mid Year Goal			
				79%	80%	89%				

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Plank 3 - Special Events Philosophy & Funding

Special Events Philosophy & Funding – Develop and implement a reasonable special events philosophy and funding system that ties to increasing room nights, ADR and/or measurable increased brand awareness and propensity to visit Reno Tahoe.

Background

The RSCVA vision for special events is to utilize new and existing special events to help brand the destination via marketing opportunities, increased overnight visitation and book RSCVA-owned and operated facilities.

Special events in Reno Tahoe help create a distinctive perception of the region and attract visitors to the area. With the success of special events in Reno Tahoe and the destination's unique ability to host large events, it is a natural fit for the RSCVA to be involved in the growth and future of special events in our community. The role that the RSCVA plays with regards to special events is very unique in comparison with other Convention and Visitors Authorities in cities of like size and budgets. The RSCVA's mission is to market the destination with the ultimate goal to bring overnight visitors to Reno Tahoe, while the City of Reno's special event program purpose is to showcase the renaissance in our destination, stimulate interest in downtown and enhance the quality of life for residents and visitors to the Truckee Meadows. The RSCVA works with the Cities of Reno and Sparks to ensure complimentary special event programs.

In addition to the special events grants program the RSCVA has developed a variety of tools that special event organizers can utilize to be successful, ultimately contributing to the branding and driving new room nights.

Examples of Initiatives

- Adoption and implementation of new RSCVA special event philosophy
- Implement new funding procedures including utilization of a panel of experts to help evaluate all funding applications
- Support networking to leverage knowledge and expertise
- Roll out support services program including housing bureau, education component, and buying power
- Project brainstorm

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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Five Year Strategic Plan Continued

Key Measurement 1

Achieve room night goals associated with special events.

For this portion of the plank, the goal for FY 09-10 was 99,000 measurable room nights generated for special events. The measurable room nights generated for the first half of FY 09-10 is a minimum of 132,944. This comes from a combination of room verification provided by events that apply for funding, room verification volunteered by events that do not apply for funding, and room verification provided by new events with newly established tracking processes.

It is important to note that establishing effective room night tracking has been difficult for events (especially the legacy events) primarily due to the fact that the general public can obtain better rates directly with phone calls or through the internet than can be arranged with a guaranteed room block. Because it is extremely difficult to stop the general public from booking outside of the block with many events (especially those that are free to the public), event producers have been reluctant to guarantee blocks and have been looking for other ways to verify room nights associated with their particular event. RSCVA staff will be initiating a meeting with hotel partners to work towards finding a systematic approach for verifying room nights for special events.

	Year 1 2007/2008	Year 2 2008/2009	Year 3 2009/2010	Year 4 2010/2011	Year 5 2011/2012
GOAL	Establish Tracking	Establish Tracking	99,000	110,000	121,000
ACTUAL	Establish Tracking	Establish Tracking	132,944		

Key Measurement 2

Achieve satisfactory ROI for the RSCVA funded events.

For this portion of the plank, the measurements for FY 09-10 required RSCVA funded events to attain a minimum ROI of 225 percent and for FY 10-11 RSCVA funded events to attain a minimum ROI of 250 percent based on actual funding awarded. ROI is calculated utilizing the actual amount funded versus the total benefit received from a special event calculated using a combination of verifiable room taxes generated as well as out-of-area marketing exposure.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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Five Year Strategic Plan Continued

Events that provide a substantial room tax or marketing benefit to the RSCVA but receive lower funding recommendations will have a high ROI.

The following report shows that events funded in the last Special Event funding cycle for calendar year 2010 are exceeding all ROI goals.

Event	Funding Amount from 2009 Cycle for 2010 Events	ROI Based on Funding Amount
Western States Wild Horse & Burro Show	\$1,000	1267%
Reno Rocks	\$5,000	1077%
Western States Police & Fire Games	\$5,000	2017%
Street Vibrations -Spring Fever Rally	\$5,000	403%
The Biggest Little Tailgate Party	\$5,000	1800%
Wrangler World's Greatest Roper	\$3,000	2109%
2010 Extreme Bulls Tour	\$10,000	829%
WWA Wakeboard Nat'l Championships	\$13,000	755%
Tour de Nez	\$5,000+\$5,000**	16408%
Wrangler/Professional's Choice ACTRA National Finals	\$13,000	691%
Reno River Festival	\$20,000	1907%
Great Reno Balloon Race	\$5,000+\$5,000***	2378%
Lake Tahoe Shakespeare Festival	\$5,000	4971%
Artown	\$12,500	2564%
National Championship Air Races	\$40,000	1427%
Legends Reno-Tahoe Open	\$40,000	3075%
Totals	\$197,500	2730% = average ROI

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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Five Year Strategic Plan Continued

*For all events funded in 2010, a follow-up will be completed within 45 days of the event's close to verify that the actual ROI received from the event meets the 225 percent to 250 percent minimum.

** The Tour de Nez funding recommendation takes into account a pre-existing contract with the event producer that will reduce the cash funding portion by \$5,000 to \$5,000. With this funding the debt incurred through the April 2006 contract will be resolved.

***The panel recognizes the importance of the Great Reno Balloon Races to the destination and is concerned about the financial longevity of the event. Because of this, the funding recommendation for the Great Reno Balloon Race includes a requirement that 50 percent of the funds would be cash funding and 50 percent of the funds must be utilized to assist the event in developing alternate revenue streams. It is recommended that the event producer work with RSCVA staff when contracting the sponsorship to determine the details of the funding.

Key Measurement 3

Extend the Special Events Season.

A new measurement was added to the Special Events Plank during the 2007-2008 fiscal year to support the growth of new events in Reno Tahoe. A special emphasis was placed on assisting events that could occur during the current off-season (October-May) with a goal of adding two new events by calendar year 2010.

This goal was achieved in the winter of 2009 with three new off-season events:

1. The Biggest Little Tailgate which was produced for the first time in February 2008 and the second time in January 2009
2. The Alli Winter Dew Tour which occurred in February 2009
3. The Baby Boomer Festival which occurred in March 2009

The RSCVA is continuing to work with local producers to develop additional new events for the off-season. One such event was the 2009 Santa Pub Crawl that the RSCVA marketing department worked closely with the event producer to promote the destination in the Northern California drive market effectively generating 256 verifiable room nights.

RSCVA Strategic Plan

Plank 3	Year 1 2007-2008	Year 2 2008-2009	Year 3 2009-2010	Year 4 2010-2011	Year 5 2011-2012	Key Measurement
Special Events Philosophy & Funding Develop and implement a reasonable special events philosophy and funding system that ties to increasing room nights, ADR and/or measurably increases brand awareness and propensity to visit Reno-Tahoe.	Establish tracking	Establish tracking	99,000	110,000	121,000	1. Achieve room night goals associated with special events. 2. Achieve satisfactory ROI for the RSCVA funded events. 3. Extend the special event season.*
	Minimum ROI Attained Per Funded Event	Minimum ROI Attained Per Funded Event 200%	Minimum ROI Attained Per Funded Event 225%	Minimum ROI Attained Per Funded Event 250%	Minimum ROI Attained Per Funded Event 275%	
	Update					
	Actual FY 2007-2008 Developing room tracking systems with all special	Actual FY 2008-2009 Developing room tracking systems with all special	Actual FY 2009-2010 132,944 (minimum) (Thru 12/31/09)		1. Achieve room night goals associated with special events.	
	<u>% Achieved of Year-End Goal</u> 100%	<u>% Achieved of Year-End Goal</u> 100%	<u>% Achieved of Year-End Goal</u> 134%			
	2007 Funding Event Amount ROI TOTALS \$68,450 654% = avg ROI	2009 Funding Event Amount ROI TOTALS \$192,500 3858% - avg ROI	2010 Funding Event Amount ROI TOTALS \$197,500 2730% - Avg ROI		2. Achieve satisfactory ROI for the RSCVA funded events.	
	2008 Funding Event Amount ROI TOTALS \$179,400 1166% = avg ROI <u>% Achieved of Year-End Goal</u> 100% of all events funded since implementation of key 91% of all events funded (including prior to	<u>% Achieved of Year-End Goal</u> 1929%	<u>% Achieved of Year-End Goal</u> 1092%			
	<u>% Achieved of Year-End Goal</u> 100%. New events include: 08/09 Biggest Little Tailgate, 09 Baby Boomers Festival and 09 Alli Winter Dew Tour	<u>% Achieved of Year-End Goal</u> 100%		3. Extend the special event season.*		

*New measurement added to the RSCVA Strategic Plan and adopted by the Marketing and Sales Committee in March 2008

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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Five Year Strategic Plan Continued

Plank 4 - Efficiently Manage Assets

Efficiently Manage Assets – Manage the RSCVA assets (primarily the public assembly facilities and golf courses) at maximum efficiency to free up additional funds to support RSCVA key priorities.

Background

RSCVA owns and/or operates the Reno-Sparks Convention Center, Reno-Sparks Livestock Events Center, National Bowling Stadium, Reno Events Center, Wildcreek Golf Course; and owns and leases the Pioneer Center for the Performing Arts and the IVCBVB visitor center facility. RSCVA needs to maximize the use of these valuable assets by maximizing revenues and managing expenses to reduce operating deficits. The Reno Events Center currently has an annual operating surplus, while the RSCC, RSLEC, NBS and Wildcreek Golf Course operates at a deficit, decreasing available funds for other priorities.

Examples of Initiatives

Reno-Sparks Convention Center

- Increase RSCC occupancy and revenue produced
- Implement cost-saving measures

Reno-Sparks Livestock Events Center

- Continue and expand the existing efforts to recruit business in the equestrian market segment
- Evaluate capital projects that could expand core business, increase revenue or reduce expenses
- Increase revenue generated at the RSLEC

Reno Events Center

- Increase convention/tradeshows and other event occupancy and revenue to generate additional funds to offset NBS operating deficit
- Evaluate and recommend capital projects to the City of Reno that could increase revenue or reduce expenses

National Bowling Stadium

- Increase use of the National Bowling Stadium to increase revenue generated
- Evaluate and recommend capital projects to the City of Reno that could increase revenue or reduce expenses

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Wildcreek Golf Course

- Increase rounds on executive course
- Evaluate improvements necessary to allow revenue growth and greater competitiveness with newer public golf courses
- Fine-tune to ensure continued break-even status

Key Measures

- Reduce the RSCC operating deficit percentage by half within five years
- Unless major renovations can be done to improve the financial performance, maintain the RSLEC operating deficit percentage
- Improve REC operating surplus by 10% within five years
- Keep NBS operating deficit percentage from growing
- Eliminate operating deficit for Wildcreek Golf Course within three years
- Achieve consistent positive customer satisfaction ratings for each facility

**Reno-Sparks Convention Center
Financial Year End Update for Efficiently Manage Assets Plank FY 2009-2010**

<u>Plank 4</u>		<u>Actual</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Key Measurement</u>
		2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	2011/2012	
Efficiently Manage Assets Plank - Manage the RSCVA assets (primarily the public assembly facilities and golf) at maximum efficiency to free up additional funds to support RSCVA key priorities.	Goal P/L Goal Margin	(\$1,034,679) -25.8%	(\$721,463) -16.0%	(\$690,839) -14.9%	(\$658,261) -13.8%	(\$623,640) -12.0%	(\$586,893) -11.6%	1. Reduce the RSCC operating deficit percentage by half within five years.
	UPDATE							
	Actual/Outlook Margin	Actual (\$495,959) -10.5%	Actual (\$300,946) -5.7%	Actual (\$1,314,625) -41.8%	Outlook (\$1,714,799) -75.6%			
P/L Margin	% of Goal Achieved 208.6%	% of Goal Achieved 239.7%	% of Goal Achieved 52.6%	% of Goal Achieved 38.4%				
		245.7%	280.7%	35.6%	18.3%			

Reno-Sparks Livestock Events Center

Financial Year End Update for Efficiently Manage Assets Plank FY 2009-2010

<u>Plank 4</u>		<u>Actual</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Key Measurement</u>	
		2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	2011/2012		
Efficiently Manage Assets Plank - Manage the RSCVA assets (primarily the public assembly facilities and golf) at maximum efficiency to free up additional funds to support RSCVA key priorities.	Goal P/L Goal Margin	(\$407,199) -22.0%	(\$365,481) -20.2%	(\$366,443) -19.1%	(\$358,243) -17.9%	(\$349,030) -16.8%	(\$338,742) -15.7%	1. Unless major renovations can be done to improve the financial performance, maintain the RSLEC operating deficit percentage (keep it from growing)	
	UPDATE								
	Actual/Outlook Margin	<u>Actual</u> (\$452,364) -28.6% <u>% of Goal Achieved</u> 90.0% 76.9%	<u>Actual</u> (\$649,838) -43.8% <u>% of Goal Achieved</u> 56.2% 46.1%	<u>Actual</u> (\$476,828) -33.6% <u>% of Goal Achieved</u> 76.9% 56.8%	<u>Outlook</u> (\$323,753) -21.1% <u>% of Goal Achieved</u> 110.7% 84.8%				
P/L Margin									

Reno Events Center

Financial Year End Update for Efficiently Manage Assets Plank FY 2009-2010

<u>Plank 4</u>		<u>Actual</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Key Measurement</u>	
		2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	2011/2012		
Efficiently Manage Assets Plank - Manage the RSCVA assets (primarily the public assembly facilities and golf) at maximum efficiency to free up additional funds to support RSCVA key priorities.	Goal P/L Goal Margin	\$430,291 2.7%	\$198,498 8.8%	\$231,304 9.6%	\$262,267 10.5%	\$295,120 11.4%	\$329,958 12.2%	1. Improve the REC Margin 10%	
	UPDATE								
	Actual/Outlook Margin	<u>Actual</u> \$153,176 7.1% <u>% of Goal Achieved</u> 35.6% 263.0%	<u>Actual</u> \$5,258 0.2% <u>% of Goal Achieved</u> 2.6% 2.3%	<u>Actual</u> \$19,934 1.0% <u>% of Goal Achieved</u> 8.6% 10.4%	<u>Outlook</u> \$170,721 8.8% <u>% of Goal Achieved</u> 65.1% 83.8%				

National Bowling Stadium

Financial Year End Update for Efficiently Manage Assets Plank FY 2009-2010

Plank 4		Actual	Year 1	Year 2	Year 3	Year 4	Year 5	Key Measurement	
		2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	2011/2012		
Efficiently Manage Assets Plank - Manage the RSCVA assets (primarily the public assembly facilities and golf) at maximum efficiency to free up additional funds to support RSCVA key priorities.	Goal P/L Goal Margin	(\$1,421,515) -50.6%	(\$1,948,093) -211.4%	(\$1,507,493) -89.2%	(\$1,303,482) -51.0%	(\$2,019,426) -203.5%	(\$1,524,897) -86.0%	1. NBS to maintain Margin.	
	UPDATE								
	Actual/Outlook Margin	<u>Actual</u> (\$1,157,313) -48.2% <u>% of Goal Achieved</u> 122.8% 105.0%	<u>Actual</u> (\$2,139,669) -211.3% <u>% of Goal Achieved</u> 91.0% 100.0%	<u>Actual</u> (\$1,233,463) -81.8% <u>% of Goal Achieved</u> 122.2% 109.0%	<u>Outlook</u> (\$989,512) -48.5% <u>% of Goal Achieved</u> 131.7% 105.2%				
P/L Margin									

Wildcreek Golf Course

Financial Year End Update for Efficiently Manage Assets Plank FY 2009-2010

<u>Plank 4</u>		<u>Actual</u>	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>	<u>Key Measurement</u>
		2006/2007	2007/2008	2008/2009	2009/2010	2010/2011	2011/2012	
Efficiently Manage Assets Plank - Manage the RSCVA assets (primarily the public assembly facilities and golf) at maximum efficiency to free up additional funds to support RSCVA key priorities.	Goal P/L	(\$182,585)	(\$91,366)	(\$55,350)	\$5,218	\$58,737	\$116,260	1. Wildcreek will eliminate deficit by FY 10-11.
	Goal Margin	-6.3%	-4.6%	-2.4%	0.2%	2.3%	4.4%	
	UPDATE							
	Actual/Outlook Margin	<u>Actual</u> (\$25,976) -1.2%	<u>Actual</u> (\$234,808) -11.2%	<u>Actual</u> (\$172,720) -8.7%	<u>Outlook</u> (\$98,198) -4.8%			
	P/L Margin	<u>% of Goal Achieved</u> 702.9% 525.0%	<u>% of Goal Achieved</u> 38.9% 41.1%	<u>% of Goal Achieved</u> 32.0% 27.6%	<u>% of Goal Achieved</u> -5.3% -4.2%			

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Plank 5 - Develop Capital Improvement Program

Develop Capital Improvement Program – Create a reasonably phased capital improvement plan for the RSCVA-owned facilities to ensure they remain safe and competitive with industry standards.

Background

RSCVA assets are insured for approximately \$250,000,000 a year. It is imperative to develop and maintain a capital improvement program to ensure that the existing facilities are safe and competitive within industry standards.

An on-going capital improvement program should be developed and funded to address life safety and life cycle replacement needs. Parallel to other convention facilities, major improvements/expansions are likely to require large scale one-time or debt service funded financing tools.

Example of Initiatives

- Address all life safety issues promptly
- Examine potential cost-saving or revenue enhancement projects and implement if ROI warrants
- Identify ways to fund needed life cycle investments
- Explore potential long-term funding strategies to address major improvements

<u>Plank 5</u>	<u>Year 1</u> 2007/2008	<u>Year 2</u> 2008/2009	<u>Year 3</u> 2009/2010	<u>Year 4</u> 2010/2011	<u>Year 5</u> 2011/2012	<u>Total</u>	<u>Key Measurement</u>
Develop Capital Improvement Program							1. Establish an annual capital budget allocation within 5 years of at least 1% of the insured value of the facilities that can be used each year for the highest priority capital expenditures. 2. Establish a capital reserve within five years of 0.5% of the insured value of the facilities that is available to address emergency and unforeseen but essential
Annual Capital Expenses	\$150,000	\$750,000	\$1,500,000	\$2,000,000	\$2,500,000		
Capital Reserve							
Annual Contribution	\$0	\$250,000	\$500,000	\$500,000	\$0	\$1,250,000	
Cumulative Amount		\$250,000	\$750,000	\$1,250,000	\$1,250,000		
UPDATE							
	<u>Actual</u>	<u>Actual</u>	<u>As of Dec 2009</u>				
Annual Capital Expenses 1)	\$245,420	\$556,524	\$437,993				
	163.6% of Goal	74.2% of Goal	29.2% of Goal				
Capital Reserve 2)							
Annual Contribution	\$325,000	(\$325,000)	\$0				
Cumulative Amount	\$325,000	\$0	\$0				
	\$325,000 ahead of Goal	(\$250,000) below Goal	(\$750,000) below Goal				

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Five Year Strategic Plan Continued

Plank 6 - Address Average Daily Rate

Address Average Daily Rate – Act as a catalyst to create and foster a destination-wide revenue management culture through providing stakeholders with tools, education and incentives that promote the growth in Average Daily Rate, Revenue Per Available Room and RSCVA resources.

Background

Over the last 10 years, the Reno Tahoe hotel and casino market has grown Average Daily Rate (ADR) at a slow pace compared to the majority of the North American hotel market which has seen a more substantial growth in ADR.

Per Smith Travel Research, the average ADR for the entire country exceeded \$100.00 for the first time in 2007.

Growth in ADR, and the maintenance or growth of occupancy would have an extremely positive impact on the Reno Tahoe lodging and casino market. Not only would the Reno Tahoe market be more attractive to new hotel, motel and casino investment, but existing facilities would have a better opportunity to re-invest.

Focus on marketing to increase demand and help stimulate ADR growth by creating a growing customer base for Reno Tahoe that has discretionary income. An increased focus on revenue per available room (RevPar) growth would also positively impact RSCVA funding.

Examples of Initiatives

- Develop a culture of revenue management with educational programs and associated policies
- Develop and provide tools to analyze Reno Tahoe performance vs. competitive markets
- Increase use of conventions, groups and special events to drive predictability and effective revenue management

<u>Plank 6</u>	<u>Actual</u> 2004/2005	<u>Actual</u> 2005/2006	<u>Forecast</u> 2006/2007	<u>Year 1</u> 2007/2008	<u>Year 2</u> 2008/2009	<u>Year 3</u> 2009/2010	<u>Year 4</u> 2010/2011	<u>Year 5</u> 2011/2012	<u>Key Measurement</u>
Address Average Daily Rate - Act as a catalyst and create and foster a destination-wide revenue management culture through providing our stakeholders with tools, education, and incentives that promote growth in Average Daily Rate (ADR), Revenue Per Available Room (RevPAR) and RSCVA resources.	ADR	ADR	ADR	ADR	ADR	ADR	ADR	ADR*	1. RSCVA to create market awareness and demand that will enable the lodging properties to make decisions to allow the Annual ADR to reach the current midpoint of the competitive set of convention cities (approximately \$95) within five years.
	\$ 61.59	\$ 66.83	\$ 71.43	\$ 74.10	\$ 80.06	\$ 72.55	\$ 69.94	To be determined based on economic recovery	
		8.5% increase over previous year	6.9% increase over previous year	3.7% increase over previous year goal	8.0% increase over previous year goal	9.4% decrease from previous year goal	3.6% decrease from previous year goal		
UPDATE									
			<u>Actual</u> \$ 74.12 10.9% increase over previous year	<u>Actual</u> \$ 78.23 5.6% increase over previous year's actual and 105.5% of year 1 (2007/2008) ADR goal	<u>Actual</u> \$ 73.43 6.1% decrease from previous year's actual and 91.7% of year 2 (2008/2009) ADR goal	<u>As of Dec 2009</u> \$ 72.80 0.8% decrease from previous year's actual and 100.3% of year 3 (2009/2010) ADR goal			

* FY 11-12 will be determined at a future date based on the economic recovery

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

INTRODUCTION

The Reno-Sparks Convention and Visitors Authority, an independent governmental entity, was established in February 1959 as the Washoe County Fair and Recreation Board. The Authority is the operating entity in the Washoe County area for promoting conventions, tourism, and recreation. To provide revenue for such purposes, pursuant to the Fair and Recreation Board statute and related provisions of the Nevada Revised Statutes, a tax on the income from room charges of transient rental facilities is imposed by the state, county, and the incorporated cities of Reno and Sparks. The tax rates are thirteen and one half percent (13.5%) in Downtown Reno, thirteen and one half percent (13.5%) in Sparks, and thirteen percent (13%) in the unincorporated areas of Washoe County and remaining portions of Reno.

Countywide:

- The Authority collects these taxes and retains a total of 8 5/8%.
- 1% National Bowling Stadium tax that is going to the City of Reno.
- 3/8% is remitted to the State of Nevada Department of Taxation.
 - These funds are dedicated to the Nevada Commission on Tourism.

The remainder is distributed as follows:

- 1% of the tax collected in Reno is returned to the City of Reno.
- 1% of the tax collected in the unincorporated areas of Washoe County is returned to Washoe County.
- 1.5% tax in downtown Reno for the Reno Events Center.
- 1% of the tax collected in the unincorporated areas of Washoe County and the City of Reno (with the exception of Downtown Reno) is imposed for education (IP1, effective 7/1/09).
- 2.5% of the tax collected in Sparks, is returned to Sparks for the Victorian Square Project.
- The remaining 1% is allocated between:
 1. Lowering the railroad tracks in downtown Reno, and;
 2. The construction of the Reno Events Center.

The Authority is governed by a thirteen-member board comprised of: (a) two members of the Board of County Commissioners of Washoe County; (b) two members of the City Council of the City of Reno, Nevada; (c) one member of the City Council of the City of Sparks, Nevada; (d) seven members appointed by the aforementioned elected officials; and (e) one from Incline Village/Crystal Bay. The seven members set forth above are selected from nominations made by gaming, motel, Reno-Tahoe Airport Authority, and other industry associations, or the Greater Reno-Sparks Chamber of Commerce. Furthermore, these members

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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INTRODUCTION CONTINUED

must be actively engaged in the gaming industry (three members), the motel industry (one member), the finance industry (one member), the airline industry (one member), and general business or commerce (one member). Private sector members serve two-year terms, while representatives of the various governmental entities serve until the expiration of their respective terms of office.

The Authority owns and operates the Reno-Sparks Convention Center, Wildcreek Golf Course, Reno-Sparks Livestock Events Center (which is on State of Nevada land), and manages for the City of Reno the National Bowling Stadium and the Reno Events Center. Two additional facilities are owned by the Authority but operated under management agreements with other organizations. They are the Pioneer Center for the Performing Arts, which are operated under a management contract with the Reno Performing Arts Council Association, and the Visitor's Center at Incline Village, North Lake Tahoe, which is operated by the Incline Village/Crystal Bay Visitor and Convention Bureau.

For reporting and management purposes, the Authority's funds are segregated into multiple departments.

The General Fund includes:

- Executive Office
- Board of Directors
- Finance and Purchasing
- Room Tax
- Human Resources
- Information Technology
- Mail Services
- Reno-Sparks Convention Center
- Reno-Sparks Livestock Events Center
- Convention Sales and Services
- Visitors Centers and Services
- Marketing
- Tourism Sales
- National Bowling Stadium
- Reno Events Center

The golf course is accounted for in an Enterprise Fund and includes three departments:

- Operations
- Food and Beverage
- Cart and Range

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

DOCUMENT PRESENTATION

The budget document has been formatted to separate the major departments and/or activities and to provide specific information about each. In so doing, the reader may gain a clear understanding of the budget. The activities of the Authority are contained within its various funds. This is necessary to comply with legal requirements for segregation, to better facilitate management control, or to satisfy the requirements of general accepted accounting principles. In governmental accounting, the term "fund" is used to identify a separate accounting entity with its own assets, liabilities, revenues and expenditures. This document is organized on the basis of these funds and the activities they contain.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

THE BUDGETARY PROCESS

The Authority follows the procedures outlined below in establishing the budgetary data reflected in the financial statements:

1. On or before April 15, the Authority submits a proposed operating budget for the fiscal year commencing the following July 1, to the State of Nevada Department of Taxation.

The operating budget includes proposed expenditures and expenses and the means of financing all governmental and proprietary funds. Budgets for governmental funds are prepared on the modified accrual basis of accounting. Those for proprietary funds are prepared on the accrual basis of accounting.

2. Public hearings are conducted on the third Thursday or Friday in May to obtain public comments.
3. On or before June 1, the budget is legally enacted through passage of a resolution by a majority vote of the Authority Board.
4. Department heads are authorized to transfer appropriations between accounts within their respective departments subject to approval of the Chief Executive Officer. The Chief Executive Officer is authorized to transfer appropriations between departments within the various functional levels of the General Fund. The Authority Board must approve any revisions that alter or augment total appropriations or transfer appropriations between functional levels. Formal budgetary integration is employed as a management control device during the year for all funds of the Authority, except the Agency Fund, which, is not required to be budgeted.
5. Budgeted appropriations may not be exceeded by actual expenditures of the various governmental functions in the General and Capital Projects Funds. State statutes do not require that debt service payments be limited by the budget. At year-end, any unencumbered appropriations lapse and outstanding encumbrances are re-appropriated in the following year's budget. Actual expenses may not exceed the sum of budgeted operating and non-operating expenses in proprietary funds.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

FINANCIAL STRUCTURE AND ACCOUNTING SYSTEM

As previously indicated, the Authority's financial structure is comprised of a number of funds. These include three governmental type funds, the General Fund (Fund 15), the Capital Projects Fund (Fund 23), the Debt Service Fund (Fund 25); and two proprietary type funds, the Golf Course Fund (Fund 16), which is operated as an enterprise fund, and the Self Insurance Fund (Fund 20), an internal service fund. All funds are budgeted for and accounted for under either the accrual or modified accrual basis.

The governmental funds are accounted for on a spending or "financial flow" basis. Only current assets and liabilities are included in their balance sheets, and their fund balance is considered to represent their "available spendable resources". The governmental type funds of the Authority function as follows:

1. General Fund

The General Fund is the principal operating fund of the Authority. It is used to account for all financial resources except those required to be accounted for in another fund. It contains the various departments that comprise the general government, facility operations and sales and marketing functions. In addition, fund transfers from the General Fund are the principal source of resources for the Debt Service Fund.

2. Capital Projects Fund

The Capital Projects Fund is used to account for the financial resources used to acquire, construct or make major repairs and renovations to capital facilities not included in an enterprise fund.

3. Debt Service Fund

The Debt Service Fund is used to account for the accumulation of resources or the repayment of general long-term debt, principal and interest, and related costs.

The Authority's proprietary funds are accounted for on the basis of capital maintenance and include all assets and liabilities, both current and noncurrent, associated with the activity. The focus of the proprietary funds is on the determination of net income, changes in financial position and management control.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

FINANCIAL STRUCTURE AND ACCOUNTING SYSTEM CONTINUED

1. Golf Course Enterprise Fund

This fund is used to account for the operations of the Authority's golf course, Wildcreek Golf Course and previously Northgate Golf Club.

2. Self-Insurance Internal Service Fund

This fund is used to account for the activity and administration of the Authority's insurance programs.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Fiscal Year 2010-2011 Budget Calendar

- Wednesday, February 10 Finance Department to distribute 7 month actual and 5 month plan to each department for review and update of the 2009-10 Outlook.
- Wednesday, February 17 Proposed changes to the 2009-10 Outlook due back to Finance Department from each Department.
- Monday, February 22 Finance to distribute 2010-11 budget templates.
- Wednesday, March 10 Finance Committee Meeting – Discuss Room Tax assumptions.
- Monday, March 8 -
Wednesday, March 24 Various departmental budget reviews with Executive staff and President/CEO in order to finalize highlight summaries and budgets.
- Friday, March 26 President/CEO to have approved tentative budget.
- Monday, April 5 FY 2010-11 Budget to the President/CEO which will be included in the Finance Committee Meeting packet.
- Wednesday, April 14 Finance Committee Meeting: RSCVA Budget workshop.
- Thursday, April 15 Tentative budget to be filed with the Department of Taxation (NRS 354.596).
- Thursday, April 22 RSCVA Board of Directors meeting and preliminary budget presentation.
- Wednesday, May 14 Finance Committee Meeting, second presentation.
- Thursday, May 20 RSCVA Board of Directors Meeting: Public budget hearing.
- Monday, June 01 Final budget submitted to State.

Other Dates:

- Wednesday, June 09 Finance Committee Meeting – Further discussion of budget if required.
- Thursday, June 24 Board of Directors Meeting – Further discussion of budget if required.

RENO-SPARKS CONVENTION AND VISITORS AUTHORITY FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET

FINANCIAL POLICIES

The Authority classifies its financial policies into the following major groups:

- Financial Planning
- Revenue
- Expenditure

Financial Planning Policies

1. **Balanced Budget** – The Authority, under normal circumstances, submits and maintains a balanced operating budget (i.e. Revenues = Expenditures/Expenses, adjusted for cash flow items).
2. **Long-Range Planning** – The Authority during the operating budget process assesses the future needs of the organization with the goal of anticipating any variations or needs that would have an impact on the organizations financial well being. Examples of this are expansion needs of facilities, variations in revenue collections between large events (bowling tournaments primarily), and future debt and cash flow needs.
3. **Asset Inventory** – The Authority currently includes as capital assets those assets which have a life of greater than one year and which cost a minimum of \$5,000. As such, the majority of the assets reflected on the books of the Authority represent the facilities and buildings operated. Each fiscal year an assessment is completed comprising capital needs to maintain these assets in their current condition. The needs are reflected in the capital detail section of the budget.

Revenue Policies

1. **Revenue Diversification** – The Authority's largest revenue source, room taxes, are largely out of the control of the RSCVA. In an attempt to maximize room tax revenues, the room tax audit department has been created to verify that all amounts due to the Authority are being collected. Other major revenue sources include facility rentals, interest income and Convention & Visitor Services revenues.
2. **Fees & Charges** – The Authority collects fees from users of Wildcreek Golf Course as well as facility charges at the Reno-Sparks Convention Center, Reno Events Center, National Bowling Stadium and Reno-

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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FINANCIAL POLICIES CONTINUED

Sparks Livestock Events Center. The long-term *goal* for these fees is for all Authority facilities to cover their own operating costs.

3. **Use of One-time Revenues** – The Authority does not encourage the use of one-time revenues for ongoing expenditures, but instead prefers the funds be utilized for one-time costs or to reduce debt or future capital financing needs.

4. **Use of Unpredictable Revenues** – The Authority’s largest revenue source, room taxes, is largely unpredictable and uncontrollable by the Authority. As such, trend analysis and known fluctuations are used to make estimates as to the amount of this revenue stream to be incorporated within the annual budget.

Expenditure Policies

1. **Debt Capacity, Issuance and Management** – The Authority, under normal circumstances, issues general obligation bonds that are backed by Washoe County to maximize the rating on the bonds, thereby minimizing the interest costs on funds borrowed. Debt is normally issued only for refunding currently outstanding debt, to reduce total debt service costs, or to expand or build facilities.

The maximum debt capacity of the organization is set statutorily at 3% of assessed property valuation within Washoe County. Annual debt service requirements are the highest priority when preparing the budget. All other expenditures are reduced in times of financial shortfalls to allow sufficient funds to cover debt payments.

The following are excerpts from the Authority’s debt management policy that is required to be filed annually with the State of Nevada:

Affordability of Existing, Authorized and Proposed General Obligation Debt

NRS 350.013 1.(c)(1) A discussion of its ability to afford existing general obligation debt, authorized future general obligation debt and proposed future general obligation debt;

NRS 350.013 1.(c)(6) A discussion of its sources of money projected to be available to pay existing general obligation debt, authorized future general obligation debt and proposed future general obligation debt;

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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FINANCIAL POLICIES CONTINUED

General Obligation Bond Indebtedness

The Authority's general obligation bonds are issued pursuant to NRS 244A.597 through 244A.655 and NRS 350.500 through 350.720 and are issued by the Authority on behalf of and in the name of Washoe County (the "County"). The Authority's general obligation bonds constitute direct and general obligations of the County and the full faith and credit of the County is pledged to the payment of principal and interest, subject to Nevada constitutional and statutory limitations on the aggregate amount of property taxes.

The general obligation bonds are payable by the County from any source legally available therefore at the times such payments are due including the General Fund of the County. In the event, however, that such legally available sources of funds (including net pledged revenues) are insufficient, the County is obligated to levy a general (property) tax on all taxable property within the County for payment of the general obligation bonds, subject to the limitations provided in the constitution and statutes of the State of Nevada (the "State").

In any year in which the total property taxes levied within the County by all applicable taxing units (e.g., the State, the County, the school district, any city or any special district) exceed such property tax limitations, the reduction to be made by those units must be in property taxes levied for purposes other than the payment of their bonded indebtedness, including interest on such indebtedness.

Nevada statutes provide that no act concerning the Authority's bonds or their security may be repealed, amended or modified in such a manner as to impair adversely the bonds or their security until all of the bonds have been discharged in full or provision for their payment and reception has been fully made.

General Obligation Bonds

The Authority currently has no outstanding general obligation debt paid by the levy of a specific property tax. Principal and interest on the Authority's debt are payable from the various pledged revenues of the Authority. There is no impact on the property tax rate so long as net pledged revenues are sufficient to pay debt service.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
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FINANCIAL POLICIES CONTINUED

- 2. Reserve or Stabilization Accounts** – The Authority currently has one stabilization account for the Convention Center Expansion bonds. This account must be funded with a minimum of one-half of the preceding year's debt service requirements, and is currently funded with \$4,654,000. This account was established as a component of the bond issue and required by Washoe County for them to agree to back the bond issue.

The Authority maintains cash and investment accounts to hold idle funds but at this point has no formally designated cash reserve account to fund revenue shortfalls or unpredicted expenditures.

- 3. Operating & Capital Expenditure Accountability** – The Authority currently provides the Finance Committee with a monthly report of operations, which details current month operating results with budgetary and prior year comparisons. This report also includes similar year-to-date information, and is discussed in detail at monthly committee meetings to allow for adjustments to future periods if necessary.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

BEGINNING AND ENDING FUND BALANCES

The following fund balances are projected to be available as resources in the governmental type funds at the beginning of FY 10-11 and the projected balances at the close of FY 10-11:

	<u>General Fund</u>	<u>Debt Service</u>	<u>Capital Projects</u>
Beginning	\$ 5,655,851	\$ 9,414,020	\$ 806,850
Ending	\$ 4,011,870	\$ 10,024,316	\$ 113,088

The change in the General Fund reflects the usage of fund balances accumulated in previous years, for current year operations.

The change in the Debt Service Fund reflects the regular funding of debt service requirements, which increase as a result of increased debt service requirements in FY 11-12 that are funding in FY 10-11.

The change in the Capital Projects Fund reflects the usage of funds remaining from bonds issued for the West Plaza project at the Reno-Sparks Convention Center.

Please refer to the Nevada State Submission tab for detailed fund balance information.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

DISTINGUISHED BUDGET PRESENTATION AWARD

The Government Finance Officers Association of the United States and Canada (GFOA) presented a Distinguished Budget Presentation Award to Reno-Sparks Convention and Visitors Authority, Nevada for its annual budget for the fiscal year beginning July 1, 2009. In order to receive this award a governmental unit must publish a budget document that meets program criteria as a policy document, as an operations guide, as a financial plan, and as a communications device.

This award is valid for a period of one year only. The RSCVA believes the current budget continues to conform to program requirements, and will be submitting it to GFOA to determine its eligibility for another award.



GOVERNMENT FINANCE OFFICERS ASSOCIATION

*Distinguished
Budget Presentation
Award*

PRESENTED TO

**Reno-Sparks Convention and Visitors Authority
Nevada**

For the Fiscal Year Beginning

July 1, 2009

President

Executive Director

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

EXCELLENCE IN FINANCIAL REPORTING AWARD

The Government Finance Officers Association of the United States and Canada (GFOA) presented a Certificate of Achievement for Excellence in Financial Reporting to the Reno-Sparks Convention and Visitors Authority for its Comprehensive Annual Financial Report for the Fiscal Year Ended June 30, 2009.

**Certificate of
Achievement
for Excellence
in Financial
Reporting**

Presented to

**Reno-Sparks Convention
& Visitors Authority, Nevada**

For its Comprehensive Annual
Financial Report
for the Fiscal Year Ended
June 30, 2009

A Certificate of Achievement for Excellence in Financial Reporting is presented by the Government Finance Officers Association of the United States and Canada to government units and public employee retirement systems whose comprehensive annual financial reports (CAFRs) achieve the highest standards in government accounting and financial reporting.



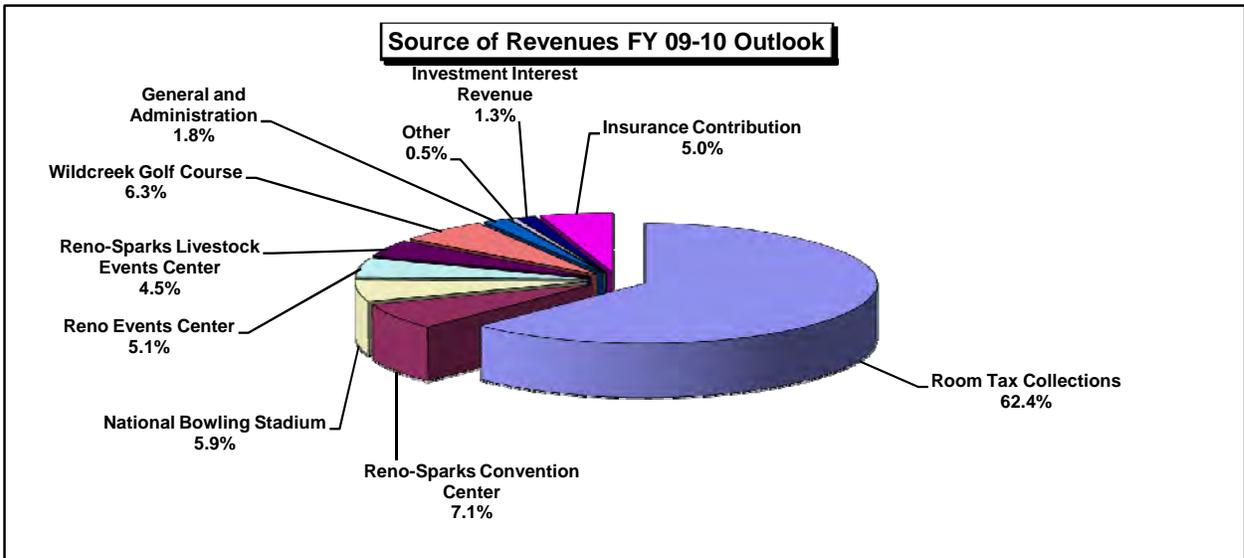
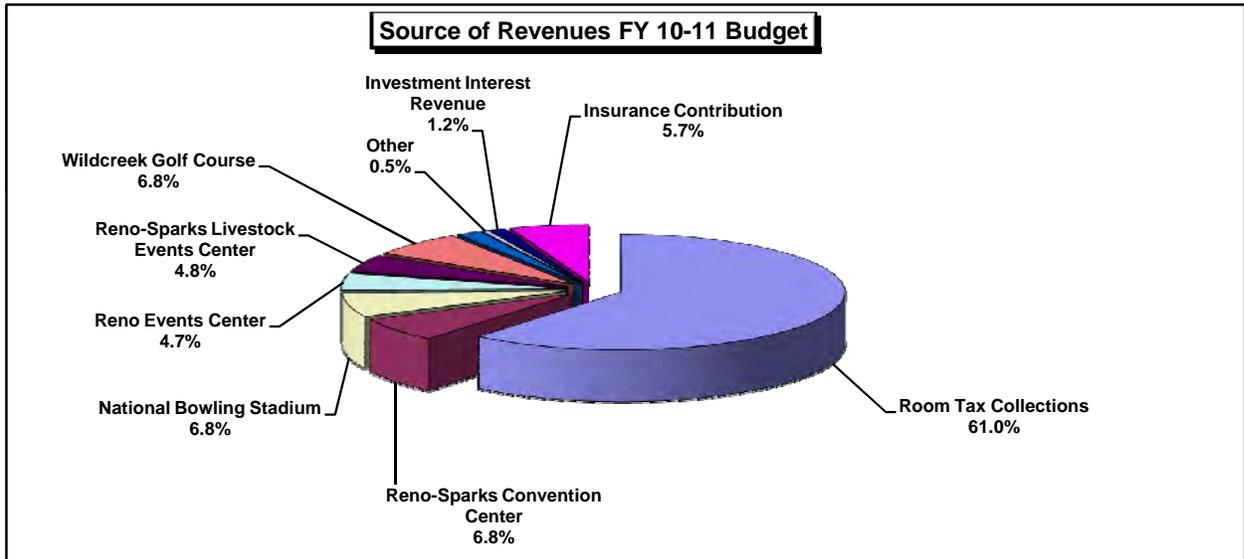
President

Executive Director

**Reno-Sparks Convention and Visitors Authority
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Consolidated Summary

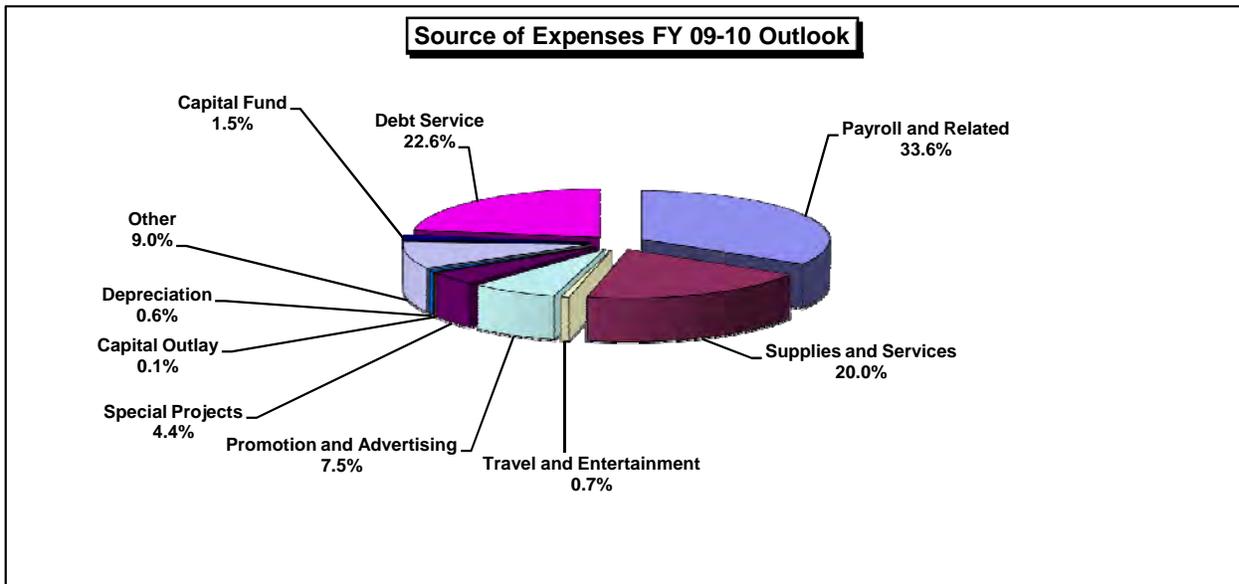
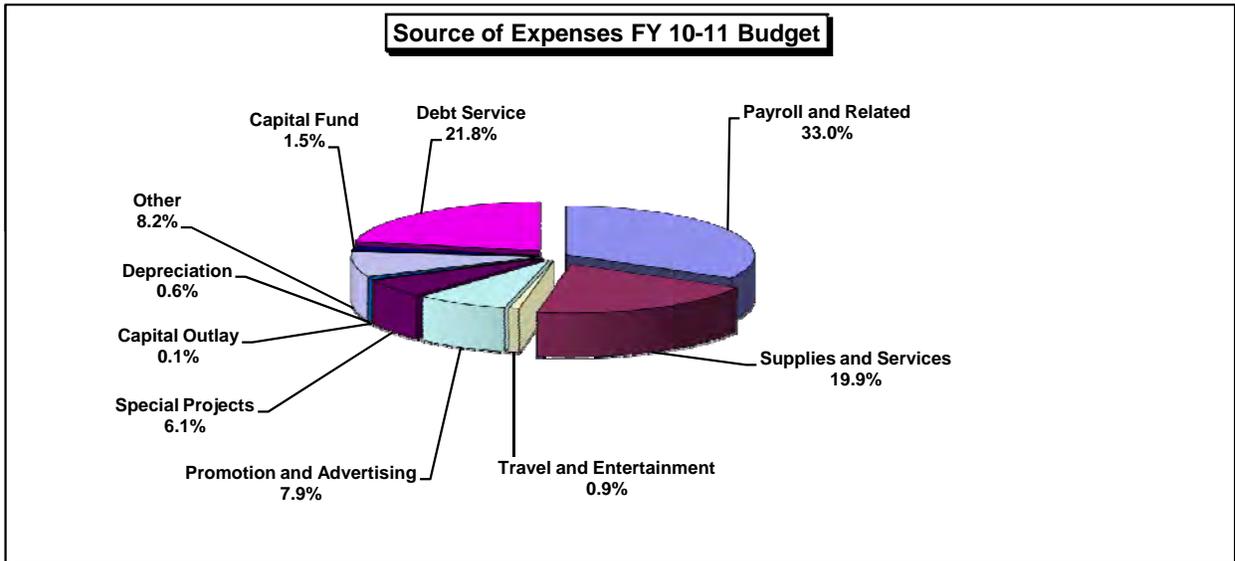
Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Revenues				
Room Tax Collections	\$18,968,954	\$20,056,938	(\$1,087,984)	-5.4%
Reno-Sparks Convention Center	2,102,485	2,291,531	(189,046)	-8.2%
National Bowling Stadium	2,118,000	1,904,094	213,906	11.2%
Reno Events Center	1,456,368	1,643,149	(186,781)	-11.4%
Reno-Sparks Livestock Events Center	1,496,335	1,448,157	48,178	3.3%
Wildcreek Golf Course	2,124,594	2,024,654	99,940	4.9%
General and Administration	546,818	565,913	(19,095)	-3.4%
Convention Sales	103,600	132,862	(29,262)	-22.0%
Tourism Sales	52,500	26,158	26,342	100.7%
Marketing	4,800	4,104	696	17.0%
Subtotal (Operating Revenues)	\$28,974,454	\$30,097,560	(\$1,123,106)	-3.7%
Investment Interest Revenue	359,388	411,941	(52,553)	-12.8%
Insurance Contribution	1,775,583	1,610,751	164,832	10.2%
Total Revenues	\$31,109,425	\$32,120,252	(\$1,010,827)	-3.1%



**Reno-Sparks Convention and Visitors Authority
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Consolidated Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Expenses				
Payroll and Related	\$10,899,072	\$10,819,478	\$79,594	0.7%
Supplies and Services	6,579,430	6,429,437	149,993	2.3%
Travel and Entertainment	290,303	228,103	62,200	27.3%
Promotion and Advertising	2,619,714	2,404,996	214,718	8.9%
Special Projects	2,004,015	1,422,015	582,000	40.9%
Capital Outlay	26,900	25,146	1,754	7.0%
Depreciation	201,364	205,489	(4,125)	-2.0%
Other	2,714,809	2,899,487	(184,678)	-6.4%
Sub Total (Operating Expenses)	\$25,335,607	\$24,434,151	\$901,456	3.7%
Capital Fund	505,000	496,960	8,040	1.6%
Debt Service	7,212,854	7,267,064	(54,210)	-0.7%
Total Expenses	\$33,053,461	\$32,198,175	\$855,286	2.7%



**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

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Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Departmental Operating Expenses				
Payroll and Related				
Reno-Sparks Convention Center	\$2,143,708	\$2,144,173	(\$465)	0.0%
National Bowling Stadium	1,440,793	1,321,084	119,709	9.1%
Reno Events Center	967,616	1,055,958	(88,342)	-8.4%
Reno-Sparks Livestock Events Center	1,046,051	1,016,901	29,150	2.9%
Wildcreek Golf Course	1,084,382	1,040,698	43,684	4.2%
General and Administration	1,539,015	1,726,867	(187,852)	-10.9%
Convention Sales	1,583,988	1,408,323	175,665	12.5%
Tourism Sales	468,486	498,783	(30,297)	-6.1%
Marketing	625,033	606,691	18,342	3.0%
Total Payroll and Related	\$10,899,072	\$10,819,478	\$79,594	0.7%
Supplies and Services				
Reno-Sparks Convention Center	\$1,910,990	\$1,826,960	\$84,030	4.6%
National Bowling Stadium	1,055,204	994,212	60,992	6.1%
Reno Events Center	607,124	586,130	20,994	3.6%
Reno-Sparks Livestock Events Center	785,171	780,001	5,170	0.7%
Wildcreek Golf Course	967,408	918,461	48,947	5.3%
General and Administration	911,681	975,878	(64,197)	-6.6%
Convention Sales	94,297	152,876	(58,579)	-38.3%
Tourism Sales	33,055	34,496	(1,441)	-4.2%
Marketing	214,500	160,423	54,077	33.7%
Total Supplies and Services	\$6,579,430	\$6,429,437	\$149,993	2.3%
Travel and Entertainment				
Reno-Sparks Convention Center	\$7,175	\$9,961	(\$2,786)	-28.0%
National Bowling Stadium	7,900	12,426	(4,526)	-36.4%
Reno Events Center	1,000	1,542	(542)	-35.1%
Reno-Sparks Livestock Events Center	4,765	3,248	1,517	46.7%
Wildcreek Golf Course	-	366	(366)	-100.0%
General and Administration	33,580	28,561	5,019	17.6%
Convention Sales	140,983	97,819	43,164	44.1%
Tourism Sales	71,800	58,300	13,500	23.2%
Marketing	23,100	15,880	7,220	45.5%
Total Travel and Entertainment	\$290,303	\$228,103	\$62,200	27.3%
Promotion and Advertising				
Reno-Sparks Convention Center	\$6,800	\$3,200	\$3,600	112.5%
National Bowling Stadium	16,000	32,491	(16,491)	-50.8%
Reno Events Center	21,000	23,964	(2,964)	-12.4%
Reno-Sparks Livestock Events Center	1,500	3,487	(1,987)	-57.0%
Wildcreek Golf Course	15,012	16,754	(1,742)	-10.4%
General and Administration	8,900	7,699	1,201	15.6%
Convention Sales	282,135	179,344	102,791	57.3%
Tourism Sales	152,167	126,717	25,450	20.1%
Marketing	2,116,200	2,011,340	104,860	5.2%
Total Promotion and Advertising	\$2,619,714	\$2,404,996	\$214,718	8.9%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Consolidated Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Special Projects				
Reno-Sparks Convention Center	-	-	-	0.0%
National Bowling Stadium	\$1,531,000	\$501,723	\$1,029,277	205.1%
Reno Events Center	-	-	-	0.0%
Reno-Sparks Livestock Events Center	-	7,500	(7,500)	-100.0%
Wildcreek Golf Course	-	-	-	0.0%
Convention Sales	219,265	306,800	(87,535)	-28.5%
Tourism Sales	45,000	267,747	(222,747)	-83.2%
Marketing	208,750	338,245	(129,495)	-38.3%
Total Special Projects	\$2,004,015	\$1,422,015	\$582,000	40.9%
Capital Outlay				
Reno-Sparks Convention Center	-	-	-	0.0%
National Bowling Stadium	-	-	-	0.0%
Reno Events Center	-	-	-	0.0%
Reno-Sparks Livestock Events Center	-	-	-	0.0%
Wildcreek Golf Course	-	-	-	0.0%
General and Administration	\$22,800	\$21,046	\$1,754	8.3%
Convention Sales	-	-	-	0.0%
Tourism Sales	-	-	-	0.0%
Marketing	4,100	4,100	-	0.0%
Total Capital Outlay	\$26,900	\$25,146	\$1,754	7.0%
Total Operating Expenses	\$22,419,434	\$21,329,175	\$1,090,259	5.1%
Other Expenses				
Depreciation	\$201,364	\$205,489	(\$4,125)	-2.0%
Debt Service	7,212,854	7,267,064	(54,210)	-0.7%
Capital Fund	505,000	496,960	8,040	1.6%
Insurance Fund	1,848,600	1,895,470	(46,870)	-2.5%
Grants	866,209	1,004,017	(137,808)	-13.7%
Contingency	-	-	-	0.0%
Pioneer Center	-	-	-	0.0%
Total Other Expenses	\$10,634,027	\$10,869,000	(\$234,973)	-2.2%
Total Expenses	33,053,461	32,198,175	855,286	2.7%
Operating Surplus (Deficit)	(\$1,944,035)	(\$77,923)	(\$1,866,112)	2394.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Consolidated Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Margins - Departmental Totals				
Room Taxes	(\$18,968,954)	(\$20,056,938)	\$1,087,984	-5.4%
Executive Office	1,161,458	1,207,976	(46,518)	-3.9%
Board of Directors	150,300	152,978	(2,678)	-1.8%
Finance & Purchasing	73,907	91,413	(17,506)	-19.2%
Room Tax	92,438	106,671	(14,233)	-13.3%
Human Resources	135,700	259,965	(124,265)	-47.8%
Information Technology	275,875	294,278	(18,403)	-6.3%
Mail Services	79,480	80,857	(1,377)	-1.7%
Reno-Sparks Convention Center	1,966,188	1,692,763	273,425	16.2%
National Bowling Stadium	1,932,897	957,842	975,055	101.8%
Reno Events Center	140,372	24,445	115,927	474.2%
Reno-Sparks Livestock Events Center	341,152	362,980	(21,828)	-6.0%
Wildcreek Golf Course	143,572	157,114	(13,542)	-8.6%
Convention Sales	2,110,155	1,909,681	200,474	10.5%
Convention Services	106,913	102,619	4,294	4.2%
Tourism Sales	718,008	959,885	(241,877)	-25.2%
Marketing	3,119,683	3,042,372	77,311	2.5%
Visitor Services	40,800	47,836	(7,036)	-14.7%
Visitor Centers	26,400	42,367	(15,967)	-37.7%
Debt Service	6,889,704	6,941,012	(51,308)	-0.7%
Capital Fund	468,762	411,071	57,691	14.0%
Grants	866,209	1,004,017	(137,808)	-13.7%
Pioneer Center	-	-	-	0.0%
Contingency	-	-	-	0.0%
Insurance Fund	73,017	284,719	(211,702)	-74.4%
Total Margins - Departmental Totals	<u>\$1,944,035</u>	<u>\$77,923</u>	<u>\$1,866,112</u>	<u>2394.8%</u>
Construction Net	(499,762)	(374,274)		
(Surplus) or Deficit	1,444,273	(296,351)		
Revenues	31,109,425	32,120,252		
Expenses	(33,053,461)	(32,198,175)		
Balance	(1,944,035)	(77,923)		
Construction	(499,762)	(374,274)		
(Surplus) or Deficit	<u>1,444,273</u>	<u>(296,351)</u>		
Debt Cash Flow	942,285	(65,490)		
(Surplus) or Deficit	2,386,558	(361,841)		
Carry Over from Prior Year	-	543,100		
From Cap Reserve	-	-		
Golf Capital	51,364	70,000		
(Surplus) or Deficit	2,335,194	111,259		



Consolidated Summary

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Revenues								
Room Taxes	26,672,322	25,970,255	21,711,000	20,217,461	20,056,937	18,968,954	(1,087,983)	-5.4%
Reno-Sparks Convention Center	4,708,574	5,306,256	3,143,508	2,667,216	2,291,531	2,102,485	(189,046)	-8.2%
National Bowling Stadium	2,398,906	1,012,572	1,508,332	2,086,300	1,904,094	2,118,000	213,906	11.2%
Reno Events Center	2,152,645	2,288,180	1,923,541	2,084,276	1,643,149	1,456,368	(186,781)	-11.4%
Reno-Sparks Livestock Events Center	1,580,122	1,482,259	1,417,037	1,553,127	1,448,157	1,496,335	48,178	3.3%
Wildcreek Golf Course	2,190,126	2,091,505	1,988,097	2,124,980	2,024,654	2,124,594	99,940	4.9%
Northgate Golf Course	837,621	837,453	530,328	-	-	-	-	0.0%
General and Administration	706,235	666,278	453,873	585,272	565,913	546,818	(19,095)	-3.4%
Convention Sales	293,927	212,976	157,254	148,738	132,862	103,600	(29,262)	-22.0%
Tourism Sales	76,375	70,715	68,694	52,500	26,158	52,500	26,342	100.7%
Marketing	31,217	15,317	9,105	10,300	4,104	4,800	696	17.0%
Subtotal (Operating Revenues)	41,648,070	39,953,766	32,910,769	31,530,170	30,097,559	28,974,454	(1,123,105)	-3.7%
Investment Interest Revenue	691,315	624,755	544,178	405,573	411,941	359,388	(52,553)	-12.8%
Insurance Contribution	1,646,923	1,868,778	1,753,128	1,638,956	1,610,751	1,775,583	164,832	10.2%
Total Revenues	43,986,308	42,447,299	35,208,075	33,574,699	32,120,251	31,109,425	(1,010,826)	-3.1%
Operating Expenses								
Payroll & Related	14,052,594	14,718,893	12,467,722	11,690,274	10,819,478	10,899,072	79,594	0.7%
Supplies & Services	8,100,406	8,464,482	7,135,786	6,939,128	6,429,437	6,579,430	149,993	2.3%
Travel & Entertainment	535,923	585,001	335,895	322,890	228,103	290,303	62,200	27.3%
Promotion & Advertising	3,813,148	4,822,640	2,700,457	2,618,348	2,404,996	2,619,714	214,718	8.9%
Special Projects	1,537,201	1,479,972	1,364,115	1,453,800	1,422,015	2,004,015	582,000	40.9%
Capital Outlay	145,813	173,581	26,961	31,400	25,146	26,900	1,754	7.0%
Subtotal (Operating Expenses)	28,185,085	30,244,569	24,030,936	23,055,840	21,329,175	22,419,434	1,090,259	5.1%
Capital and Other Expenses								
Debt Service	9,858,621	10,379,219	12,948,942	7,264,614	7,267,064	7,212,854	(54,210)	-0.7%
Grants-Incline Village Crystal Bay	1,245,526	1,152,625	960,758	929,407	884,017	866,209	(17,808)	-2.0%
Grants-Pioneer Center	180,000	160,000	140,000	120,000	120,000	-	(120,000)	-100.0%
Pioneer Center-Capital	37,330	-	-	-	-	-	-	0.0%
Contingency	-	-	-	500,000	-	-	-	0.0%
Contingency-Operating Reserve	-	-	-	-	-	-	-	0.0%
Contingency-Capital Reserve	-	-	-	-	-	-	-	0.0%
Capital Improvements	1,445,676	1,414,692	714,944	675,000	496,960	505,000	8,040	1.6%
Insurance	1,618,937	1,871,014	2,105,150	1,779,180	1,895,470	1,848,600	(46,870)	-2.5%
Extraordinary R & M	-	-	-	-	-	-	-	0.0%
Depreciation	502,030	514,906	377,022	205,489	205,489	201,364	(4,125)	-2.0%
Total Capital and Other Expenses	14,888,120	15,492,456	17,246,816	11,473,690	10,869,000	10,634,027	(234,973)	-2.2%
Total Expenses	43,073,205	45,737,025	41,277,752	34,529,530	32,198,175	33,053,461	855,286	2.7%



Consolidated Summary

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Payroll & Related								
Reno-Sparks Convention Center	3,108,205	3,057,690	2,492,369	2,355,744	2,144,173	2,143,708	(465)	0.0%
National Bowling Stadium	1,576,313	1,386,705	1,253,259	1,619,729	1,321,084	1,440,793	119,709	9.1%
Reno Events Center	1,155,844	1,416,532	1,239,091	1,220,293	1,055,958	967,616	(88,342)	-8.4%
Reno-Sparks Livestock Events Center	1,112,547	1,187,217	1,096,322	1,048,430	1,016,901	1,046,051	29,150	2.9%
Wildcreek Golf Course	1,049,651	1,108,361	1,007,628	1,005,543	1,040,698	1,084,382	43,684	4.2%
Northgate Golf Course	553,975	565,330	313,074	-	-	-	-	0.0%
General and Administration	2,260,030	2,388,763	2,079,378	1,883,213	1,726,867	1,539,015	(187,852)	-10.9%
Convention Sales	2,070,528	2,321,863	1,658,759	1,423,433	1,408,323	1,583,988	175,665	12.5%
Tourism Sales	612,988	543,868	601,952	518,512	498,783	468,486	(30,297)	-6.1%
Marketing	552,513	742,564	725,890	615,377	606,691	625,033	18,342	3.0%
Total Payroll & Related	14,052,594	14,718,893	12,467,722	11,690,274	10,819,478	10,899,072	79,594	0.7%
Supplies & Services								
Reno-Sparks Convention Center	2,069,485	2,515,932	1,956,203	1,976,490	1,826,960	1,910,990	84,030	4.6%
National Bowling Stadium	1,281,635	990,595	881,861	970,453	994,212	1,055,204	60,992	6.1%
Reno Events Center	800,439	838,410	635,620	694,509	586,130	607,124	20,994	3.6%
Reno-Sparks Livestock Events Center	868,788	899,711	762,995	827,257	780,001	785,171	5,170	0.7%
Wildcreek Golf Course	980,497	1,032,468	951,786	929,663	918,461	967,408	48,947	5.3%
Northgate Golf Course	402,094	432,365	250,289	-	-	-	-	0.0%
General and Administration	1,011,975	1,077,993	1,231,905	1,089,310	975,878	911,681	(64,197)	-6.6%
Convention Sales	272,150	276,098	135,108	137,508	152,876	94,297	(58,579)	-38.3%
Tourism Sales	59,271	61,496	44,881	55,248	34,496	33,055	(1,441)	-4.2%
Marketing	354,072	339,414	285,138	258,690	160,423	214,500	54,077	33.7%
Total Supplies & Services	8,100,406	8,464,482	7,135,786	6,939,128	6,429,437	6,579,430	149,993	2.3%
Travel & Entertainment								
Reno-Sparks Convention Center	26,815	22,340	6,891	7,175	9,961	7,175	(2,786)	-28.0%
National Bowling Stadium	17,794	20,817	15,891	6,500	12,426	7,900	(4,526)	-36.4%
Reno Events Center	17,564	16,807	7,553	9,700	1,542	1,000	(542)	-35.1%
Reno-Sparks Livestock Events Center	4,610	8,524	2,603	7,465	3,248	4,765	1,517	46.7%
Wildcreek Golf Course	3,293	4,885	1,198	1,800	366	-	(366)	-100.0%
Northgate Golf Course	-	-	-	-	-	-	-	0.0%
General and Administration	76,716	69,503	41,742	37,970	28,561	33,580	5,019	17.6%
Convention Sales	256,975	286,846	140,975	136,200	97,819	140,983	43,164	44.1%
Tourism Sales	100,546	115,358	96,847	96,200	58,300	71,800	13,500	23.2%
Marketing	31,610	39,921	22,195	19,880	15,880	23,100	7,220	45.5%
Total Travel & Entertainment	535,923	585,001	335,895	322,890	228,103	290,303	62,200	27.3%



Consolidated Summary

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Promotion & Advertising								
Reno Sparks Convention Center	28	5,760	2,672	6,800	3,200	6,800	3,600	112.5%
National Bowling Stadium	96,477	104,124	73,571	16,000	32,491	16,000	(16,491)	-50.8%
Reno Events Center	25,622	11,173	21,339	16,000	23,964	21,000	(2,964)	-12.4%
Reno Sparks Livestock Events Center	5,543	5,644	945	1,500	3,487	1,500	(1,987)	-57.0%
Wildcreek Golf Course	10,812	10,962	12,742	9,700	16,754	15,012	(1,742)	-10.4%
Northgate Golf Course	5,505	1,023	127	-	-	-	-	0.0%
General and Administration	19,032	26,164	5,361	10,900	7,699	8,900	1,201	15.6%
Convention Sales	477,770	734,762	260,592	199,147	179,344	282,135	102,791	57.3%
Tourism Sales	342,717	394,632	261,884	245,961	126,717	152,167	25,450	20.1%
Marketing	2,829,642	3,528,396	2,061,224	2,112,340	2,011,340	2,116,200	104,860	5.2%
Total Promotion & Advertising	3,813,148	4,822,640	2,700,457	2,618,348	2,404,996	2,619,714	214,718	8.9%
Special Projects								
National Bowling Stadium	584,000	650,000	517,212	500,000	501,723	1,531,000	1,029,277	205.1%
Reno Sparks Livestock Events Center	41,000	31,000	31,000	31,000	7,500	-	(7,500)	-100.0%
Convention Sales	349,666	278,266	348,262	306,800	306,800	219,265	(87,535)	-28.5%
Tourism Sales	91,936	68,632	14,577	359,000	267,747	45,000	(222,747)	-83.2%
Marketing	470,599	452,074	453,064	257,000	338,245	208,750	(129,495)	-38.3%
Total Special Projects	1,537,201	1,479,972	1,364,115	1,453,800	1,422,015	2,004,015	582,000	40.9%
Capital Outlay								
Reno Sparks Convention Center	-	5,480	-	-	-	-	-	0.0%
National Bowling Stadium	-	-	-	-	-	-	-	0.0%
Reno Events Center	-	-	-	-	-	-	-	0.0%
Reno Sparks Livestock Events Center	-	-	-	-	-	-	-	0.0%
Wildcreek Golf Course	-	-	-	-	-	-	-	0.0%
Northgate Golf Course	-	-	-	-	-	-	-	0.0%
General and Administration	108,059	116,962	12,338	22,800	21,046	22,800	1,754	8.3%
Convention Sales	26,326	24,396	9,047	3,000	-	-	-	0.0%
Tourism Sales	1,699	13,503	-	-	-	-	-	0.0%
Marketing	9,729	13,240	5,576	5,600	4,100	4,100	-	0.0%
Total Capital Outlay	145,813	173,581	26,961	31,400	25,146	26,900	1,754	7.0%



Consolidated Summary

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Departmental Margins - Profit (Loss)								
Room Tax Revenue	26,672,322	25,970,255	21,711,000	20,217,461	20,056,937	18,968,954	(1,087,983)	-5.4%
Reno-Sparks Convention Center	(495,959)	(300,946)	(1,314,627)	(1,678,993)	(1,692,763)	(1,966,188)	(273,425)	16.2%
National Bowling Stadium	(1,157,313)	(2,139,669)	(1,233,462)	(1,026,382)	(957,842)	(1,932,897)	(975,055)	101.8%
Reno Events Center	153,176	5,258	19,938	143,774	(24,445)	(140,372)	(115,927)	474.2%
Reno-Sparks Livestock Events Center	(452,366)	(649,837)	(476,828)	(362,525)	(362,980)	(341,152)	21,828	-6.0%
Wildcreek Golf Course	(25,976)	(234,810)	(172,721)	(27,215)	(157,114)	(143,572)	13,542	-8.6%
Northgate Golf Course	(454,134)	(506,532)	(222,720)	-	-	-	-	0.0%
Executive Office	(1,354,293)	(1,403,354)	(1,351,745)	(1,266,194)	(1,207,976)	(1,161,458)	46,518	-3.9%
Board of Directors	(159,029)	(174,239)	(173,877)	(166,800)	(152,978)	(150,300)	2,678	-1.8%
Finance	36,556	(35,680)	(159,404)	(110,713)	(91,413)	(73,907)	17,506	-19.2%
Room Tax	(334,468)	(367,972)	(364,781)	(143,557)	(106,671)	(92,438)	14,233	-13.3%
Human Resources	(479,571)	(489,350)	(453,014)	(366,899)	(259,965)	(135,700)	124,265	-47.8%
Information Technology	(332,196)	(399,672)	(294,976)	(326,048)	(294,278)	(275,875)	18,403	-6.3%
Mail Services	(146,576)	(142,840)	(119,054)	(78,710)	(80,857)	(79,480)	1,377	-1.7%
Convention Sales	(3,107,783)	(3,588,497)	(2,296,703)	(1,950,356)	(1,909,681)	(2,110,155)	(200,474)	10.5%
Convention Services	(51,705)	(120,758)	(98,786)	(106,994)	(102,619)	(106,913)	(4,294)	4.2%
Tourism Sales	(1,132,782)	(1,126,774)	(951,447)	(1,222,421)	(959,885)	(718,008)	241,877	-25.2%
Marketing	(4,043,893)	(4,957,050)	(3,412,928)	(3,150,797)	(3,042,372)	(3,119,683)	(77,311)	2.5%
Visitor Services	(122,311)	(92,266)	(84,910)	(62,540)	(47,836)	(40,800)	7,036	-14.7%
Visitor Centers	(50,744)	(50,976)	(46,144)	(45,250)	(42,367)	(26,400)	15,967	-37.7%
Debt Service	(9,235,607)	(9,867,126)	(12,577,893)	(6,930,891)	(6,941,012)	(6,889,704)	51,308	-0.7%
Grants	(1,425,526)	(1,312,625)	(1,100,758)	(1,049,407)	(1,004,017)	(866,209)	137,808	-13.7%
Pioneer Center	(37,330)	-	-	-	-	-	-	0.0%
Contingency	-	-	-	(500,000)	-	-	-	0.0%
Contingency-Operating Reserve	-	-	-	-	-	-	-	0.0%
Contingency-Capital Reserve	-	-	-	-	-	-	-	0.0%
Capital Improvements	(1,377,375)	(1,302,030)	(541,815)	(603,150)	(411,071)	(468,762)	(57,691)	14.0%
Insurance	27,986	(2,236)	(352,022)	(140,224)	(284,719)	(73,017)	211,702	-74.4%
Extraordinary R & M	-	-	-	-	-	-	-	0.0%
Total Departmental Margins	913,103	(3,289,726)	(6,069,677)	(954,831)	(77,924)	(1,944,036)	1,866,112	2394.8%
Less: RSCC Capital & Other Non-Cash Expenses	1,735,625	1,499,170	149,807	561,890	(33,336)	(391,159)	(357,823)	1073.4%
Net RSCVA Profit (Loss)	2,648,728	(1,790,556)	(5,919,870)	(392,941)	(111,260)	(2,335,195)	1,508,289	-1355.6%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Summary of Budgeted Staffing Levels

Department	FY 04-05		FY 05-06		FY 06-07		FY 07-08		FY 08-09		FY 09-10		FY 10-11	
	Full Time	Part Time												
Executive Office	5.0	-	6.0	-	5.0	-	5.0	-	5.0	-	4.0	-	4.0	-
Board of Directors	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Finance	6.0	-	6.0	-	6.0	-	6.0	-	6.0	-	4.0	-	3.0	-
Room Tax	7.0	-	7.0	-	7.0	-	7.0	-	7.0	-	5.0	-	4.0	-
Human Resources	3.0	1.0	3.0	1.0	3.0	1.0	3.0	1.0	3.0	1.0	2.0	-	1.0	-
Information Technology	2.0	-	2.0	-	2.0	-	2.0	-	2.0	-	2.0	-	1.0	-
Mail Services	2.0	-	2.0	-	2.0	-	2.0	-	2.0	-	1.0	-	1.0	-
Reno-Sparks Convention Center	40.0	13.0	40.0	13.0	40.0	17.0	41.0	17.0	39.0	17.0	30.5	39.0	26.5	37.0
Reno-Sparks Livestock Events Center	19.0	3.0	19.0	3.0	20.0	4.0	20.0	4.0	20.0	4.0	15.5	-	15.5	3.0
National Bowling Stadium	16.0	10.0	12.0	65.0	12.0	56.0	13.0	56.0	12.5	56.0	11.0	62.0	10.0	51.0
Reno Events Center	16.0	40.0	12.0	45.0	12.0	45.0	12.0	45.0	12.5	45.0	11.0	87.0	9.0	157.0
Wildcreek Golf Course	14.0	41.0	11.0	41.0	11.0	41.0	11.0	41.0	11.0	41.0	8.0	31.0	8.0	31.0
Northgate Golf Club	6.0	29.0	6.0	29.0	6.0	28.0	6.0	28.0	5.0	28.0	-	-	-	-
Convention Sales	18.0	-	17.0	-	22.0	-	21.0	-	20.0	-	13.0	-	13.0	-
Convention Services	1.0	28.0	1.0	28.0	1.0	28.0	2.0	28.0	2.0	28.0	2.0	24.0	2.0	23.0
Marketing	8.0	2.0	8.0	2.0	7.0	1.0	9.0	1.0	9.5	1.0	6.0	-	6.0	-
Tourism Sales	7.0	-	7.0	-	6.0	-	5.0	-	6.5	-	5.0	-	4.0	-
Total	170.0	167.0	159.0	227.0	162.0	221.0	165.0	221.0	163.0	221.0	120.0	243.0	108.0	302.0

Notes:

- 1) Fifteen full-time employees are utilized by both the Reno Events Center and National Bowling Stadium.
- 2) The numbers above represent budgeted positions and do not reflect changes that occurred during the year.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Staffing Level Changes

No additional positions were created for FY 10-11 and 12 positions were eliminated or will not be refilled from the FY 09-10 outlook. The table below illustrates the positive financial affect on the operating budget.

Deleted Positions:

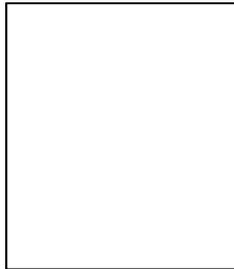
<u>Title</u>	<u>Location</u>	<u>Salary</u>
Public Safety Officer II	RSCC	\$ 31,866
Senior Accounting Tech	Finance	60,097
Executive Director of Human Resources	Human Resources	115,936
Public Safety Supervisor	RSCC	58,582
Senior Tax Auditor	Room Tax Audit	48,857
Stagehand Manager	REC	43,950
Administrative Assistant	Tourism Sales	38,314
Public Safety Officer II	NBS/REC	28,850
Computer Network/PC Support Specialist.	Information Technology	48,438
Facility Service Worker	RSCC	25,085
Building Engineer	RSCC	43,618
Scoring and Network Technician	NBS	33,738
Total Positions Deleted	12	\$ 577,331
Less Decrease in Salaries		\$ 577,331
Less Related Expenses - Benefits (40%)		230,932
Estimated Decrease in Operating Expenses		\$ 808,263

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

EXECUTIVE STAFF



Ellen Oppenheim
President
Chief Executive Officer



Vacant
Vice-President
Convention Sales



Joe Kelley
Vice-President
Facilities



Tim D. Smith
Vice-President
Finance



John House
General Manager
Reno-Sparks Livestock
Events Center



Michael Thomas
Executive Director
Marketing



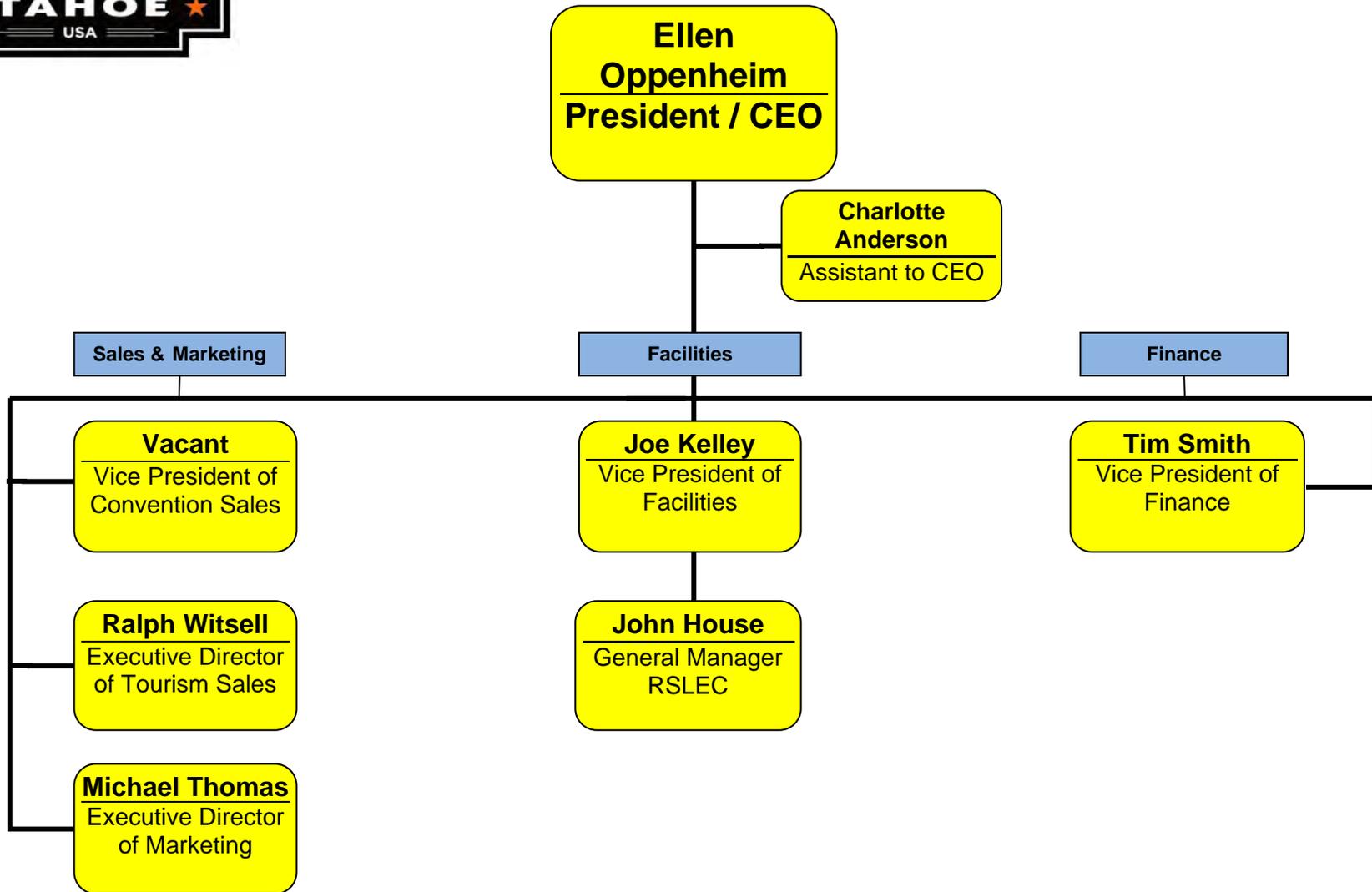
Ralph Witsell
Executive Director
Tourism Sales



Charlotte Anderson
Executive Assistant
to the CEO



Executive Leadership

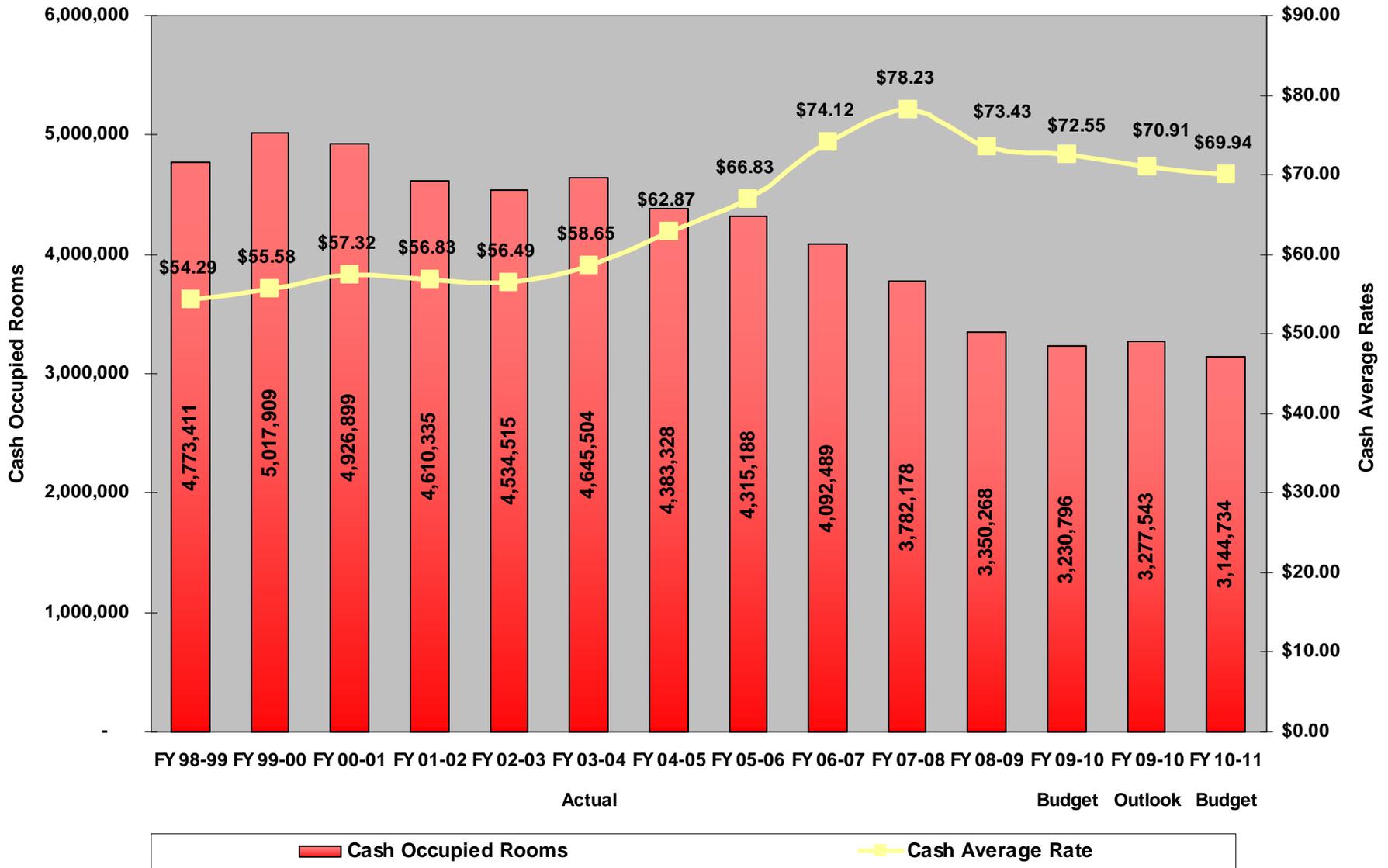


Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Summary				
Taxable Room Revenues	\$219,929,936	\$232,344,666	(\$12,414,730)	-5.3%
Occupied Rooms - Cash	3,144,734	3,277,543	(132,809)	-4.1%
Average Rate - Cash	\$69.94	\$70.89	(\$0.95)	-1.3%
Occupied Rooms				
Cash	3,144,734	3,277,543	(132,809)	-4.1%
Comp	921,261	903,281	17,980	2.0%
28 Day	1,294,976	1,294,976	-	0.0%
Total Occupied Rooms	5,360,971	5,475,800	(114,829)	-2.1%
Percentage of Occupancy				
Cash	34.4%	36.2%	(1.8)	-4.9%
Comp	10.1%	10.0%	0.1	1.0%
28 Day	14.2%	14.3%	(0.1)	-0.8%
Total Percentage of Occupancy	58.6%	60.4%	(1.8)	-2.9%
Market Segments				
Occupied Rooms - Cash				
Hotels	2,652,568	2,780,406	(127,838)	-4.6%
Motels	249,152	251,668	(2,516)	-1.0%
28 Day Motels	108,238	109,330	(1,092)	-1.0%
R.V. Parks	63,357	63,999	(642)	-1.0%
Vacation Rentals	17,734	17,911	(177)	-1.0%
Time Shares	53,685	54,229	(544)	-1.0%
Total Occupied Rooms - Cash	3,144,734	3,277,543	(132,809)	-4.1%
Percentage of Occupancy - Cash				
Hotels	46.7%	49.2%	(2.6)	-5.2%
Motels	31.3%	32.1%	(0.8)	-2.6%
28 Day Motels	6.8%	7.0%	(0.2)	-2.6%
R.V. Parks	9.9%	10.0%	(0.1)	-1.2%
Vacation Rentals	7.7%	7.9%	(0.2)	-2.0%
Time Shares	26.3%	26.5%	(0.3)	-1.0%
Total Percentage of Occupancy - Cash	34.4%	36.2%	(1.8)	-4.9%
Average Rates - Cash				
Hotels	\$74.52	\$75.43	(\$0.92)	-1.2%
Motels	46.93	47.17	(0.24)	-0.5%
28 Day Motels	26.11	26.24	(0.13)	-0.5%
R.V. Parks	30.55	30.70	(0.15)	-0.5%
Vacation Rentals	247.22	248.50	(1.28)	-0.5%
Time Shares	26.68	26.81	(0.13)	-0.5%
Total Average Rate - Cash	\$69.94	\$70.89	(\$0.95)	-1.3%

Cash Occupied Room-Cash Average Rates Trend



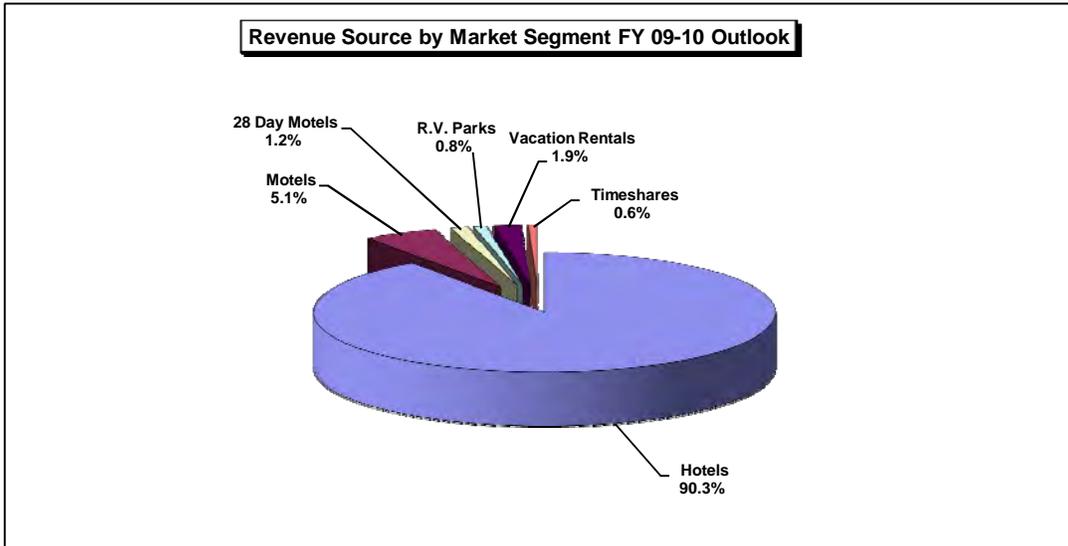
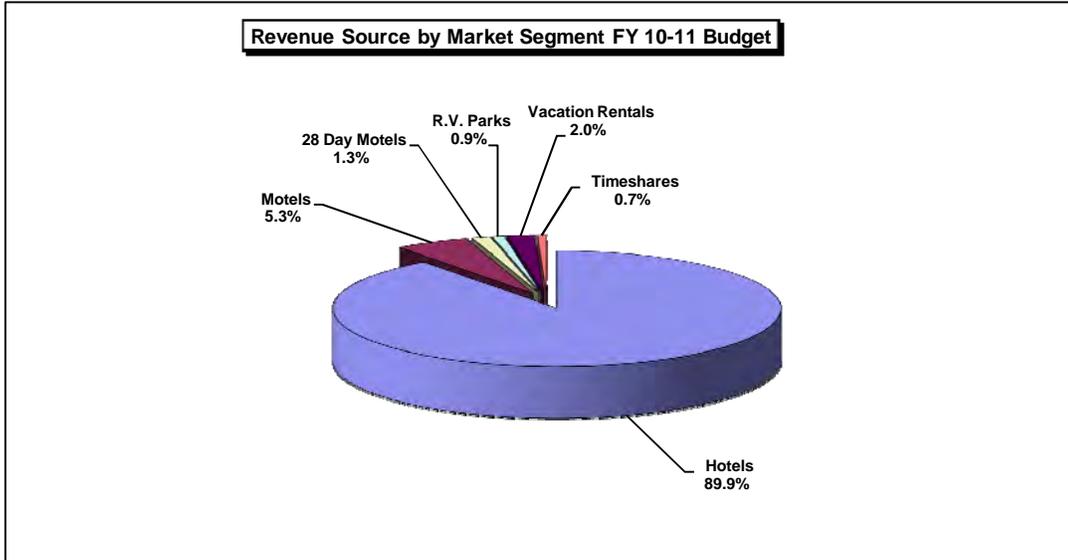
Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Revenues				
Cash - Taxable				
Hotels	\$197,660,251	\$209,735,849	(\$12,075,598)	-5.8%
Motels	11,691,979	11,870,028	(178,049)	-1.5%
28 Day Motels	2,826,192	2,869,230	(43,038)	-1.5%
R.V. Parks	1,935,242	1,964,713	(29,471)	-1.5%
Vacation Rentals	4,384,181	4,450,945	(66,764)	-1.5%
Timeshares	1,432,091	1,453,901	(21,810)	-1.5%
Totals	\$219,929,936	\$232,344,666	(\$12,414,730)	-5.3%
Comp - Exempt				
Hotels	\$61,853,628	\$60,640,813	\$1,212,815	2.0%
Motels	140,328	140,328	-	0.0%
28 Day Motels	7,062	7,062	-	0.0%
R.V. Parks	33,130	33,130	-	0.0%
Vacation Rentals	-	-	-	0.0%
Timeshares	-	-	-	0.0%
Totals	\$62,034,148	\$60,821,333	\$1,212,815	2.0%
28 Day - Exempt				
Hotels	\$1,070,186	\$1,070,186	\$0	0.0%
Motels	738,095	738,095	-	0.0%
28 Day Motels	16,908,524	16,908,524	-	0.0%
R.V. Parks	3,609,296	3,609,296	-	0.0%
Vacation Rentals	2,986,703	2,986,703	-	0.0%
Timeshares	-	-	-	0.0%
Totals	\$25,312,804	\$25,312,804	\$0	0.0%
Total Revenues	\$307,276,888	\$318,478,803	(\$11,201,915)	-3.5%
Combined Revenues				
Hotels	\$260,584,065	\$271,446,848	(\$10,862,783)	-4.0%
Motels	12,570,402	12,748,451	(178,049)	-1.4%
28 Day Motels	19,741,778	19,784,816	(43,038)	-0.2%
R.V. Parks	5,577,668	5,607,139	(29,471)	-0.5%
Vacation Rentals	7,370,884	7,437,648	(66,764)	-0.9%
Timeshares	1,432,091	1,453,901	(21,810)	-1.5%
Total Combined Revenues	\$307,276,888	\$318,478,803	(\$11,201,915)	-3.5%

Room Tax Revenues and Statistics

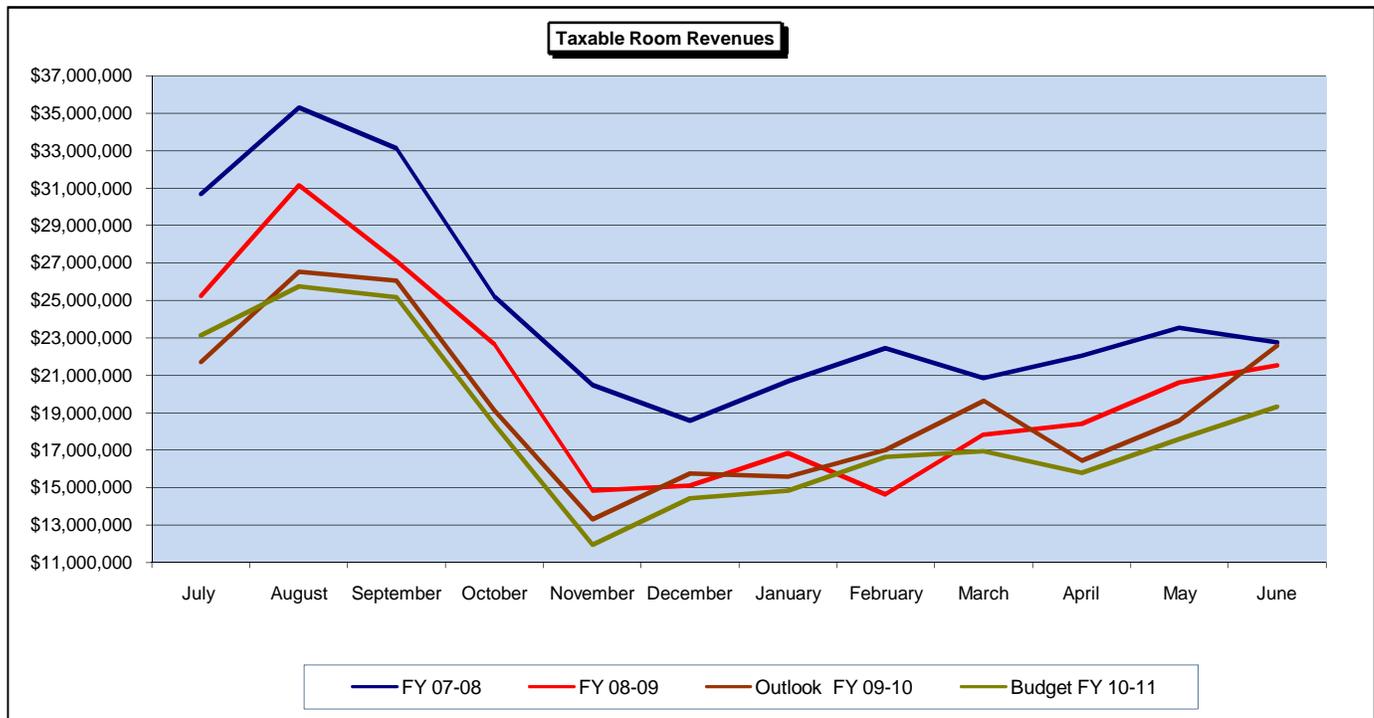
Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Taxable Revenues By Market Segment				
Hotels	\$197,660,251	\$209,735,849	(\$12,075,598)	-5.8%
Motels	11,691,979	11,870,028	(178,049)	-1.5%
28 Day Motels	2,826,192	2,869,230	(43,038)	-1.5%
R.V. Parks	1,935,242	1,964,713	(29,471)	-1.5%
Vacation Rentals	4,384,181	4,450,945	(66,764)	-1.5%
Timeshares	1,432,091	1,453,901	(21,810)	-1.5%
Total Taxable Revenues	\$219,929,936	\$232,344,666	(\$12,414,730)	-5.3%



**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Taxable Room Revenue - Trend

Month	Actual		Outlook FY 09-10	Budget FY 10-11	Increase/(Decrease)	
	FY 07-08	FY 08-09			Amount	%
July	\$ 30,700,843	\$ 25,269,466	\$ 21,714,101	\$ 23,139,518	\$ 1,425,417	6.6%
August	35,322,264	31,179,828	26,525,475	25,750,313	(775,162)	-2.9%
September	33,131,689	27,125,605	26,066,624	25,185,484	(881,140)	-3.4%
October	25,218,368	22,666,405	19,134,875	18,381,471	(753,404)	-3.9%
November	20,487,609	14,823,109	13,307,921	11,937,851	(1,370,070)	-10.3%
December	18,592,622	15,090,955	15,753,867	14,429,558	(1,324,309)	-8.4%
January	20,713,242	16,836,019	15,600,297	14,832,773	(767,524)	-4.9%
February	22,477,801	14,627,430	17,001,363	16,638,073	(363,290)	-2.1%
March	20,856,851	17,828,479	19,643,634	16,940,840	(2,702,794)	-13.8%
April	22,049,440	18,392,570	16,449,255	15,789,765	(659,490)	-4.0%
May	23,564,842	20,638,629	18,579,456	17,585,794	(993,662)	-5.3%
June	22,781,887	21,536,396	22,567,798	19,318,496	(3,249,302)	-14.4%
Totals	\$ 295,897,458	\$ 246,014,891	\$ 232,344,666	\$ 219,929,936	\$ (12,414,730)	-5.3%



Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

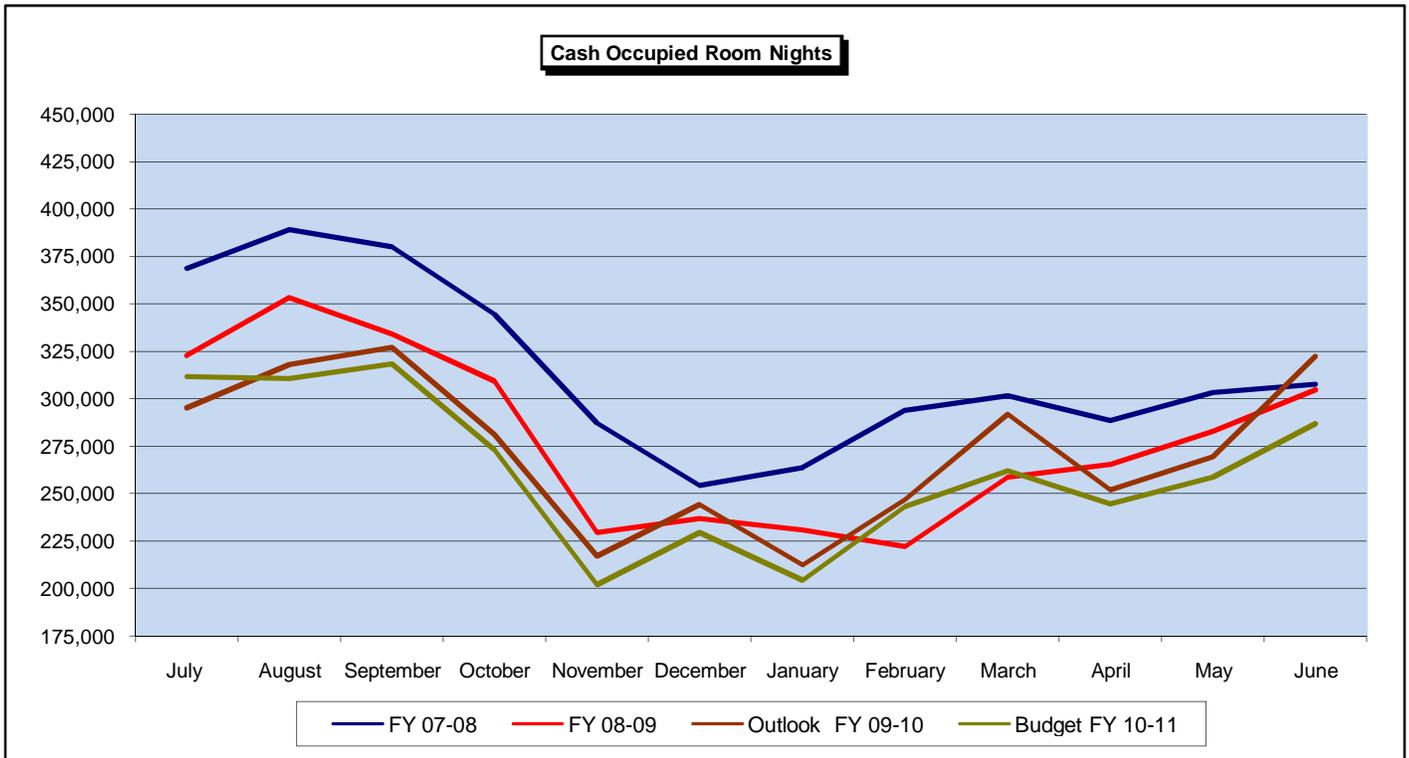
Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Occupied Rooms				
Cash				
Hotels	2,652,568	2,780,406	(127,838)	-4.6%
Motels	249,152	251,668	(2,516)	-1.0%
28 Day Motels	108,238	109,330	(1,092)	-1.0%
R.V. Parks	63,357	63,999	(642)	-1.0%
Vacation Rentals	17,734	17,911	(177)	-1.0%
Timeshares	53,685	54,229	(544)	-1.0%
Totals	3,144,734	3,277,543	(132,809)	-4.1%
Comp				
Hotels	916,880	898,900	17,980	2.0%
Motels	3,011	3,011	-	0.0%
28 Day Motels	146	146	-	0.0%
R.V. Parks	1,224	1,224	-	0.0%
Vacation Rentals	-	-	-	0.0%
Timeshares	-	-	-	0.0%
Totals	921,261	903,281	17,980	2.0%
28 Day				
Hotels	17,923	17,923	-	0.0%
Motels	42,638	42,638	-	0.0%
28 Day Motels	897,044	897,044	-	0.0%
R.V. Parks	274,679	274,679	-	0.0%
Vacation Rentals	62,692	62,692	-	0.0%
Timeshares	-	-	-	0.0%
Totals	1,294,976	1,294,976	-	0.0%
Total Occupied Rooms	5,360,971	5,475,800	(114,829)	-2.1%
Vacant	3,780,567	3,588,596	191,971	5.3%
Total Available Rooms (Licensed)	9,141,538	9,064,396	77,142	0.9%
Occupied Rooms - Combined				
Hotels	3,587,371	3,697,229	(109,858)	-3.0%
Motels	294,801	297,317	(2,516)	-0.8%
28 Day Motels	1,005,428	1,006,520	(1,092)	-0.1%
R.V. Parks	339,260	339,902	(642)	-0.2%
Vacation Rentals	80,426	80,603	(177)	-0.2%
Timeshares	53,685	54,229	(544)	-1.0%
Total Occupied Rooms	5,360,971	5,475,800	(114,829)	-2.1%

**Reno - Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Cash Occupied Rooms Nights - Trend

Month	Actual		Outlook FY 09-10	Budget FY 10-11	Increase/(Decrease)	
	FY 07-08	FY 08-09			Amount	%
July	368,708	322,743	295,170	311,676	16,506	5.3%
August	389,098	353,119	317,877	310,506	(7,371)	-2.4%
September	380,061	334,189	326,988	318,271	(8,717)	-2.7%
October	344,490	309,192	281,109	273,116	(7,993)	-2.9%
November	287,135	229,591	217,229	202,053	(15,176)	-7.5%
December	254,279	236,875	244,297	229,505	(14,792)	-6.4%
January	263,728	230,867	212,386	204,334	(8,052)	-3.9%
February	293,779	222,298	246,944	243,271	(3,673)	-1.5%
March	301,683	258,793	291,809	261,994	(29,815)	-11.4%
April	288,489	265,579	251,988	244,743	(7,245)	-3.0%
May	303,257	282,767	269,412	258,635	(10,777)	-4.2%
June	307,471	304,479	322,334	286,630	(35,704)	-12.5%
Totals	3,782,178	3,350,492	3,277,543	3,144,734	(132,809)	-4.1%



Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

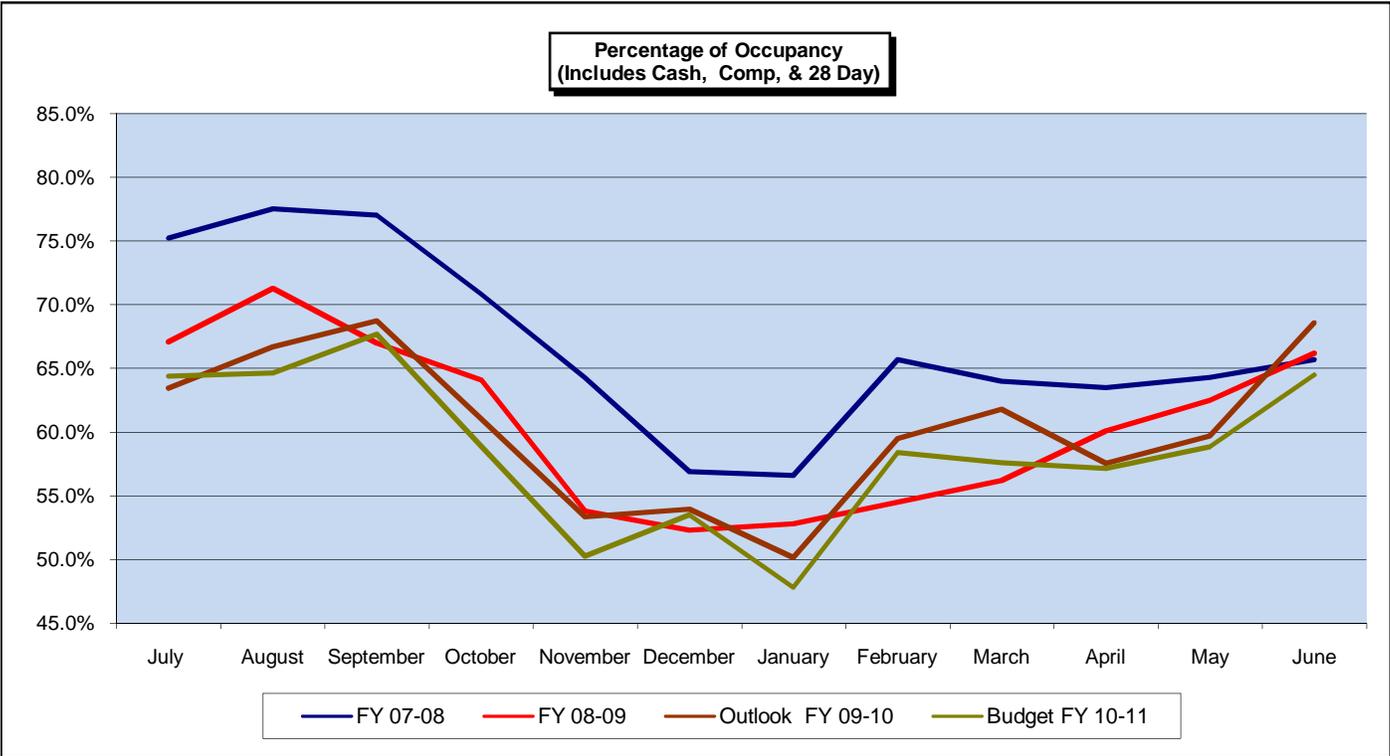
Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Percentage of Occupancy				
Cash				
Hotels	46.7%	49.2%	(2.6)	-5.2%
Motels	31.3%	32.1%	(0.8)	-2.6%
28 Day Motels	6.8%	7.0%	(0.2)	-2.6%
R.V. Parks	9.9%	10.0%	(0.1)	-1.2%
Vacation Rentals	7.7%	7.9%	(0.2)	-2.0%
Timeshares	26.3%	26.5%	(0.3)	-1.0%
Totals	34.4%	36.2%	(1.8)	-4.9%
Comp				
Hotels	16.1%	15.9%	0.2	1.4%
Motels	0.4%	0.4%	-	0.0%
28 Day Motels	0.0%	0.0%	-	0.0%
R.V. Parks	0.2%	0.2%	-	0.0%
Vacation Rentals	0.0%	0.0%	-	0.0%
Timeshares	0.0%	0.0%	-	0.0%
Totals	10.1%	10.0%	0.1	1.0%
28 Day				
Hotels	46.7%	49.2%	(2.6)	-5.3%
Motels	5.3%	5.4%	(0.1)	-1.8%
28 Day Motels	56.6%	57.5%	(0.9)	-1.6%
R.V. Parks	42.7%	42.8%	(0.1)	-0.2%
Vacation Rentals	27.4%	27.6%	(0.3)	-1.1%
Timeshares	0.0%	0.0%	-	0.0%
Totals	14.2%	14.3%	(0.1)	-0.8%
Total Percentage of Occupancy	58.6%	60.4%	(1.8)	-2.9%
Vacant	41.4%	39.6%	1.8	4.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Combined Percentage of Occupancy				
Hotels	63.1%	65.5%	(2.3)	-3.6%
Motels	37.0%	37.9%	(0.9)	-2.4%
28 Day Motels	63.4%	64.6%	(1.1)	-1.7%
R.V. Parks	52.8%	53.0%	(0.2)	-0.4%
Vacation Rentals	35.1%	35.5%	(0.4)	-1.2%
Timeshares	26.3%	26.5%	(0.3)	-1.0%
Total Percentage of Occupancy	58.6%	60.4%	(1.8)	-2.9%

**Reno - Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Percentage of Occupancy - Trend

Month	Actual		Outlook FY 09-10	Budget FY 10-11	Increase/(Decrease)	
	FY 07-08	FY 08-09			Amount	%
July	75.2%	67.1%	63.4%	64.4%	1.0	1.5%
August	77.5%	71.3%	66.7%	64.7%	(2.0)	-3.2%
September	77.0%	67.0%	68.7%	67.7%	(1.0)	-1.5%
October	70.8%	64.1%	61.1%	58.9%	(2.2)	-3.7%
November	64.3%	53.8%	53.4%	50.2%	(3.1)	-6.2%
December	56.9%	52.3%	54.0%	53.5%	(0.5)	-1.0%
January	56.6%	52.8%	50.2%	47.8%	(2.4)	-5.0%
February	65.7%	54.5%	59.5%	58.4%	(1.1)	-1.9%
March	64.0%	56.2%	61.8%	57.6%	(4.2)	-7.3%
April	63.5%	60.1%	57.6%	57.1%	(0.4)	-0.8%
May	64.3%	62.5%	59.7%	58.9%	(0.8)	-1.4%
June	65.7%	66.2%	68.6%	64.5%	(4.1)	-6.4%
Totals	66.8%	66.8%	60.4%	58.6%	(1.8)	-2.9%



Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

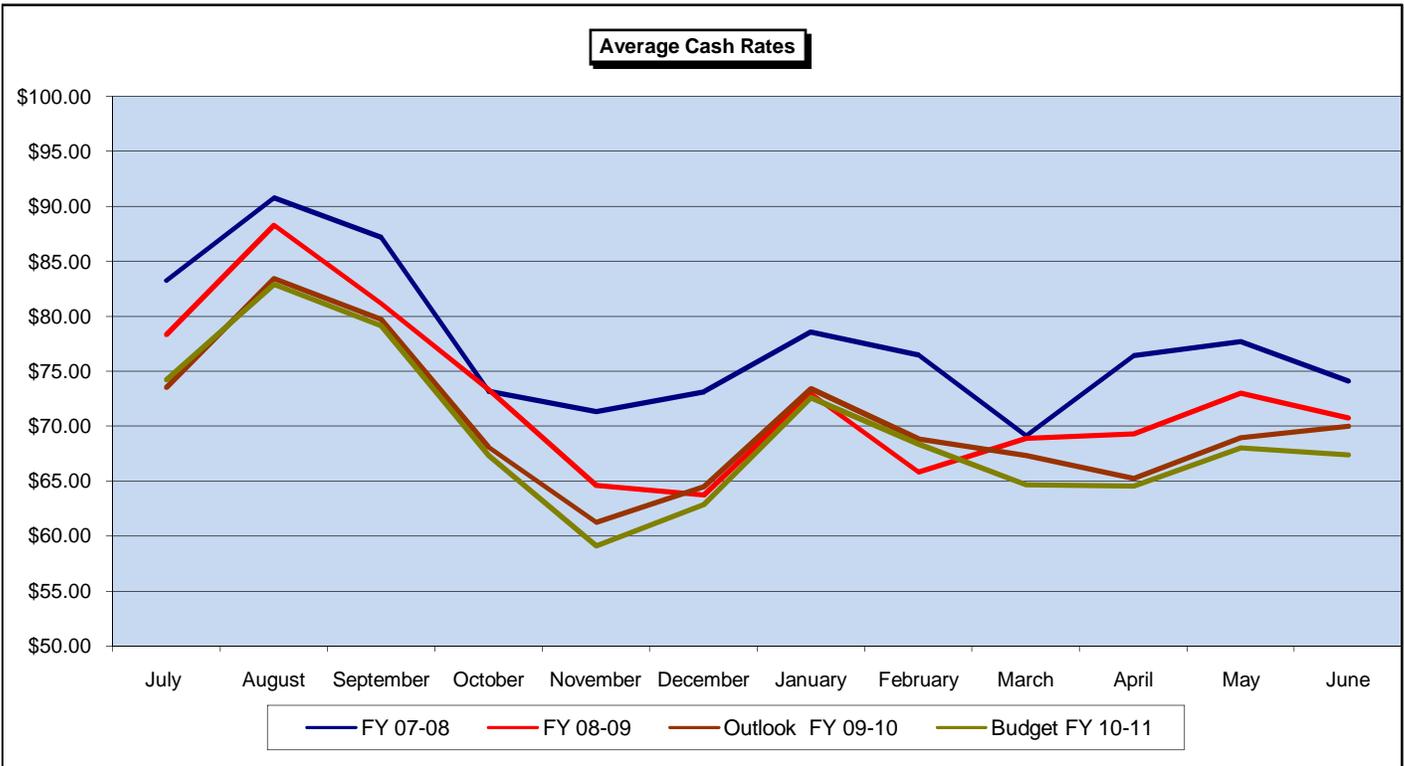
Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Average Rates				
Cash				
Hotels	\$74.52	\$75.43	(\$0.92)	-1.2%
Motels	46.93	47.17	(0.24)	-0.5%
28 Day Motels	26.11	26.24	(0.13)	-0.5%
R.V. Parks	30.55	30.70	(0.15)	-0.5%
Vacation Rentals	247.22	248.50	(1.28)	-0.5%
Timeshares	26.68	26.81	(0.13)	-0.5%
Totals	\$69.94	\$70.89	(\$0.95)	-1.3%
Comp				
Hotels	\$67.46	\$67.46	(\$0.00)	0.0%
Motels	46.61	46.61	-	0.0%
28 Day Motels	48.37	48.37	-	0.0%
R.V. Parks	27.07	27.07	-	0.0%
Vacation Rentals	-	-	-	0.0%
Timeshares	-	-	-	0.0%
Totals	\$67.34	\$67.33	\$0.00	0.0%
28 Day				
Hotels	\$59.71	\$59.71	\$0.00	0.0%
Motels	17.31	17.31	-	0.0%
28 Day Motels	18.85	18.85	-	0.0%
R.V. Parks	13.14	13.14	-	0.0%
Vacation Rentals	47.64	47.64	-	0.0%
Timeshares	-	-	-	0.0%
Totals	\$19.55	\$19.55	\$0.00	0.0%

**Reno - Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Average Cash Rates - Trend

Month	Actual		Outlook FY 09-10	Budget FY 10-11	Increase/(Decrease)	
	FY 07-08	FY 08-09			Amount	%
July	\$ 83.27	\$ 78.30	\$ 73.56	\$ 74.24	\$ 0.68	0.9%
August	90.78	88.30	83.45	82.93	(0.52)	-0.6%
September	87.17	81.17	79.72	79.13	(0.59)	-0.7%
October	73.20	73.31	68.07	67.30	(0.77)	-1.1%
November	71.35	64.56	61.26	59.08	(2.18)	-3.6%
December	73.12	63.71	64.49	62.87	(1.61)	-2.5%
January	78.54	72.93	73.45	72.59	(0.86)	-1.2%
February	76.51	65.80	68.85	68.39	(0.45)	-0.7%
March	69.13	68.89	67.32	64.66	(2.66)	-3.9%
April	76.43	69.25	65.28	64.52	(0.76)	-1.2%
May	77.71	72.99	68.96	67.99	(0.97)	-1.4%
June	74.09	70.73	70.01	67.40	(2.61)	-3.7%
Totals	\$ 78.23	\$ 78.23	\$ 70.89	\$ 69.94	\$ (0.95)	-1.3%



Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Hotels				
Number of Licensed Properties	31	30	1	3.3%
Number Of Days in the Year	365	365	-	0.0%
Rooms Available per Day (Licensed Rooms)	15,571	15,571	-	0.0%
Available Rooms Per Year	5,683,415	5,648,564	34,851	0.6%
Average Number of Rooms Per Property	502	519	(17)	-3.3%
Occupied Rooms				
Cash	2,652,568	2,780,406	(127,838)	-4.6%
Comp	916,880	898,900	17,980	2.0%
28 Day	17,923	17,923	-	0.0%
Total Occupied	3,587,371	3,697,229	(109,858)	-3.0%
Vacant	2,096,044	1,951,335	144,709	7.4%
Total Available Rooms (Licensed)	5,683,415	5,648,564	34,851	0.6%
Percentage of Occupancy				
Cash	46.7%	49.2%	(2.6)	-5.3%
Comp	16.1%	15.9%	0.2	1.3%
28 Day	0.3%	0.3%	-	0.0%
Total Occupancy Percentage	63.1%	65.5%	(2.4)	-3.7%
Vacant	36.9%	34.5%	4.2	12.0%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Revenues				
Cash - Taxable	\$197,660,251	\$209,735,849	(\$12,075,598)	-5.8%
Comp - Exempt	61,853,628	60,640,813	1,212,815	2.0%
28 Day - Exempt	1,070,186	1,070,186	-	0.0%
Total Revenues	\$260,584,065	\$271,446,848	(\$10,862,783)	-4.0%
Average Rates				
Cash	\$74.52	\$75.43	(\$0.92)	-1.2%
Comp	\$67.46	\$67.46	(\$0.00)	0.0%
28 Day	\$59.71	\$59.71	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Motels				
Number of Licensed Properties	33	32	1	3.1%
Number Of Days in the Year	365	365	-	0.0%
Rooms Available per Day (Licensed Rooms)	2,184	2,156	28	1.3%
Rooms Available per Year	797,160	784,365	12,795	1.6%
Average Number of Rooms Per Property	66	67	(1)	-1.5%
Occupied Rooms				
Cash	249,152	251,668	(2,516)	-1.0%
Comp	3,011	3,011	-	0.0%
28 Day	42,638	42,638	-	0.0%
Total Occupied	294,801	297,317	(2,516)	-0.8%
Vacant	502,359	487,048	15,311	3.1%
Total Available Rooms (Licensed)	797,160	784,365	12,795	1.6%
Percentage of Occupancy				
Cash	31.3%	32.1%	(0.8)	-2.5%
Comp	0.4%	0.4%	-	0.0%
28 Day	5.3%	5.4%	(0.1)	-1.8%
Total Occupancy Percentage	37.0%	37.9%	(0.9)	-2.4%
Vacant	63.0%	62.1%	0.9	1.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Revenues				
Cash - Taxable	\$11,691,979	\$11,870,028	(\$178,049)	-1.5%
Comp - Exempt	140,328	140,328	-	0.0%
28 Day - Exempt	738,095	738,095	-	0.0%
Total Revenues	\$12,570,402	\$12,748,451	(\$178,049)	-1.4%
Average Rates				
Cash	\$46.93	\$47.17	(\$0.24)	-0.5%
Comp	\$46.61	\$46.61	\$0.00	0.0%
28 Day	\$17.31	\$17.31	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
28 Day Motels				
Number of Licensed Properties	104	110	(6)	-5.2%
Number Of Days in the Year	365	365	-	0.0%
Rooms Available per Day (Licensed Rooms)	4,341	4,388	(47)	-1.1%
Available Rooms Per Year	1,584,708	1,558,854	25,854	1.7%
Average Number of Rooms Per Property	42	40	2	5.0%
Occupied Rooms				
Cash	108,238	109,330	(1,092)	-1.0%
Comp	146	146	-	0.0%
28 Day	897,044	897,044	-	0.0%
Total Occupied	1,005,428	1,006,520	(1,092)	-0.1%
Vacant	579,280	552,334	26,946	4.9%
Total Available Rooms (Licensed)	1,584,708	1,558,854	25,854	1.7%
Percentage of Occupancy				
Cash	6.8%	7.0%	(0.2)	-2.9%
Comp	0.0%	0.0%	-	0.0%
28 Day	56.6%	57.5%	(0.9)	-1.6%
Total Occupancy Percentage	63.4%	64.6%	(1.1)	-1.7%
Vacant	36.6%	35.4%	1.1	3.2%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Revenues				
Cash - Taxable	\$2,826,192	\$2,869,230	(\$43,038)	-1.5%
Comp - Exempt	7,062	7,062	-	0.0%
28 Day - Exempt	16,908,524	16,908,524	-	0.0%
Total Revenues	\$19,741,778	\$19,784,816	(\$43,038)	-0.2%
Average Rates				
Cash	\$26.11	\$26.24	(\$0.13)	-0.5%
Comp	\$48.37	\$48.37	\$0.00	0.0%
28 Day	\$18.85	\$18.85	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
R. V. Parks				
Number of Licensed Properties	15	15	-	0.0%
Number Of Days in the Year	365	365	-	0.0%
Spaces Available per Day (Licensed Spaces)	1,761	1,742	19	1.1%
Available Spaces Per Year	642,635	641,272	1,363	0.2%
Average Number of Spaces Per Property	117	116	1	0.9%
Occupied Spaces				
Cash	63,357	63,999	(642)	-1.0%
Comp	1,224	1,224	-	0.0%
28 Day	274,679	274,679	-	0.0%
Total Occupied	339,260	339,902	(642)	-0.2%
Vacant	303,375	301,370	2,005	0.7%
Total Available Spaces (Licensed)	642,635	641,272	1,363	0.2%
Percentage of Occupancy				
Cash	9.9%	10.0%	(0.1)	-1.2%
Comp	0.2%	0.2%	-	0.0%
28 Day	42.7%	42.8%	(0.1)	-0.2%
Total Occupancy Percentage	52.8%	53.0%	(0.2)	-0.4%
Vacant	47.2%	47.0%	0.2	0.5%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Revenues				
Cash - Taxable	\$1,935,242	\$1,964,713	(\$29,471)	-1.5%
Comp - Exempt	33,130	33,130	-	0.0%
28 Day - Exempt	3,609,296	3,609,296	-	0.0%
Total Revenues	\$5,577,668	\$5,607,139	(\$29,471)	-0.5%
Average Rates				
Cash	\$30.55	\$30.70	(\$0.15)	-0.5%
Comp	\$27.07	\$27.07	\$0.00	0.0%
28 Day	\$13.14	\$13.14	\$0.00	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Vacation Rentals				
Number of Licensed Properties	9	9	-	0.0%
Number Of Days in the Year	365	365	-	0.0%
Rooms Available per Day (Licensed Rooms)	628	633	(5)	-0.8%
Available Rooms Per Year	229,220	226,871	2,349	1.0%
Average Number of Rooms Per Property	70	70	-	0.0%
Occupied Rooms				
Cash	17,734	17,911	(177)	-1.0%
Comp	-	-	-	0.0%
28 Day	62,692	62,692	-	0.0%
Total Occupied	80,426	80,603	(177)	-0.2%
Vacant	148,794	146,268	2,526	1.7%
Total Available Rooms (Licensed)	229,220	226,871	2,349	1.0%
Percentage of Occupancy				
Cash	7.7%	7.9%	(0.2)	-2.0%
Comp	0.0%	0.0%	-	0.0%
28 Day	27.4%	27.6%	(0.3)	-1.0%
Total Occupancy Percentage	35.1%	35.5%	(0.4)	-1.2%
Vacant	64.9%	64.5%	0.4	0.7%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Revenues				
Cash - Taxable	\$4,384,181	\$4,450,945	(\$66,764)	-1.5%
Comp - Exempt	-	-	-	0.0%
28 Day - Exempt	2,986,703	2,986,703	-	0.0%
Total Revenues	\$7,370,884	\$7,437,648	(\$66,764)	0.0%
Average Rates				
Cash	\$247.22	\$248.50	(\$1.28)	-0.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%
28 Day	\$47.64	\$47.64	\$0.00	0.0%

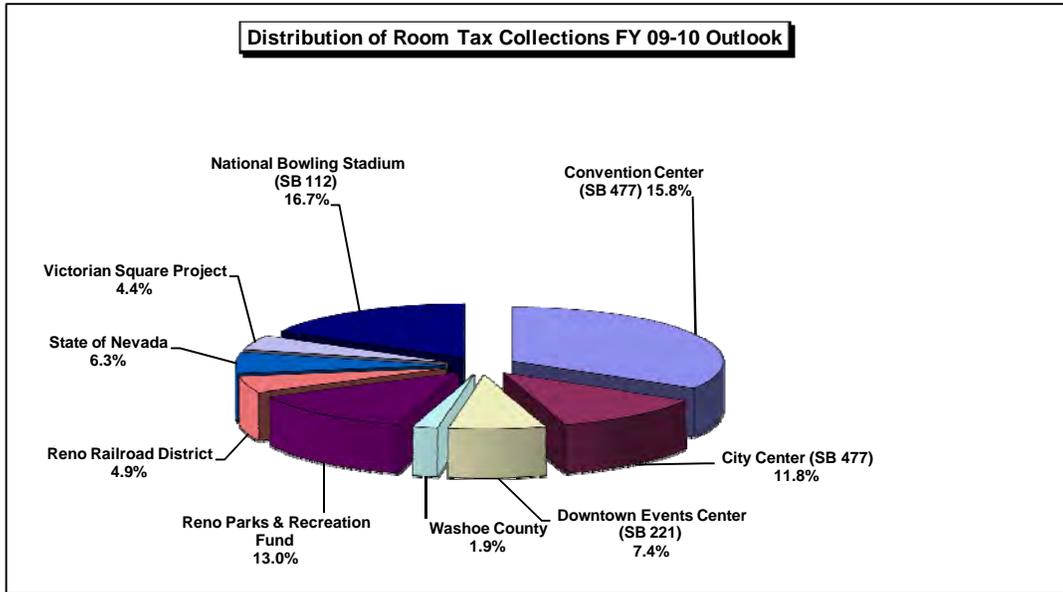
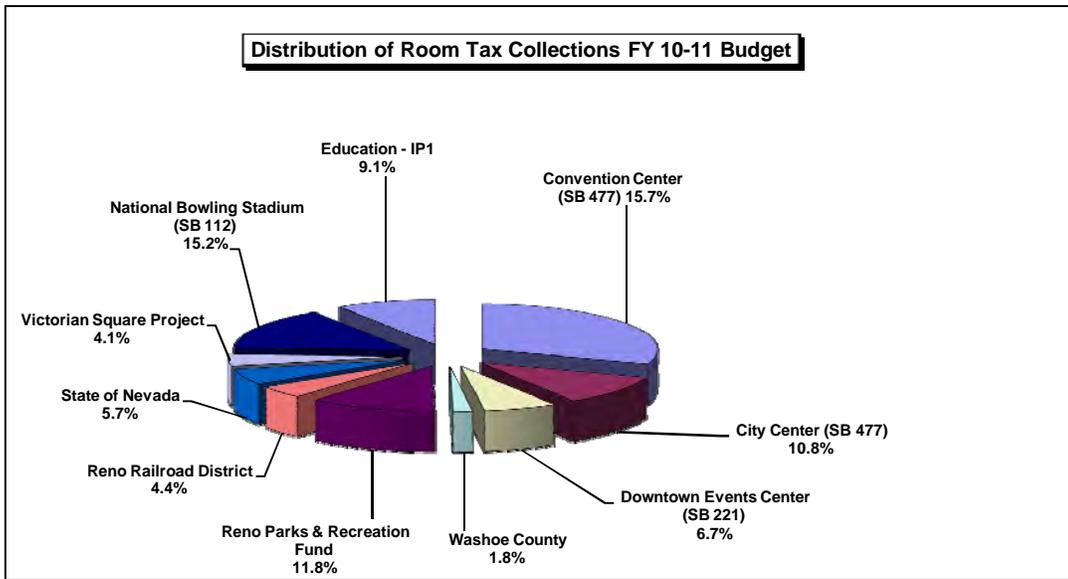
Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Time Shares				
Number of Licensed Properties	10	9	1	11.1%
Number Of Days in the Year	365	365	-	0.0%
Rooms Available per Day (Licensed Rooms)	560	620	(60)	-9.7%
Available Rooms Per Year	204,400	204,470	(70)	0.0%
Average Number of Rooms Per Property	56	69	(13)	-18.8%
Occupied Rooms				
Cash	53,685	54,229	(544)	-1.0%
Comp	-	-	-	0.0%
28 Day	-	-	-	0.0%
Total Occupied	53,685	54,229	(544)	-1.0%
Vacant	150,715	150,241	474	0.3%
Total Available Rooms (Licensed)	204,400	204,470	(70)	0.0%
Percentage of Occupancy				
Cash	26.3%	26.5%	(0.3)	-1.0%
Comp	0.0%	0.0%	-	0.0%
28 Day	0.0%	0.0%	-	0.0%
Total Occupancy Percentage	26.3%	26.5%	(0.3)	-1.0%
Vacant	73.7%	73.5%	0.3	0.3%
Total (must equal 100.0%)	100.0%	100.0%	-	0.0%
Revenues				
Cash - Taxable	\$1,432,091	\$1,453,901	(\$21,810)	-1.5%
Comp - Exempt	-	-	-	0.0%
28 Day - Exempt	-	-	-	0.0%
Total Revenues	\$1,432,091	\$1,453,901	(\$21,810)	0.0%
Average Rates				
Cash	\$26.68	\$26.81	(\$0.13)	-0.5%
Comp	\$0.00	\$0.00	\$0.00	0.0%
28 Day	\$0.00	\$0.00	\$0.00	0.0%

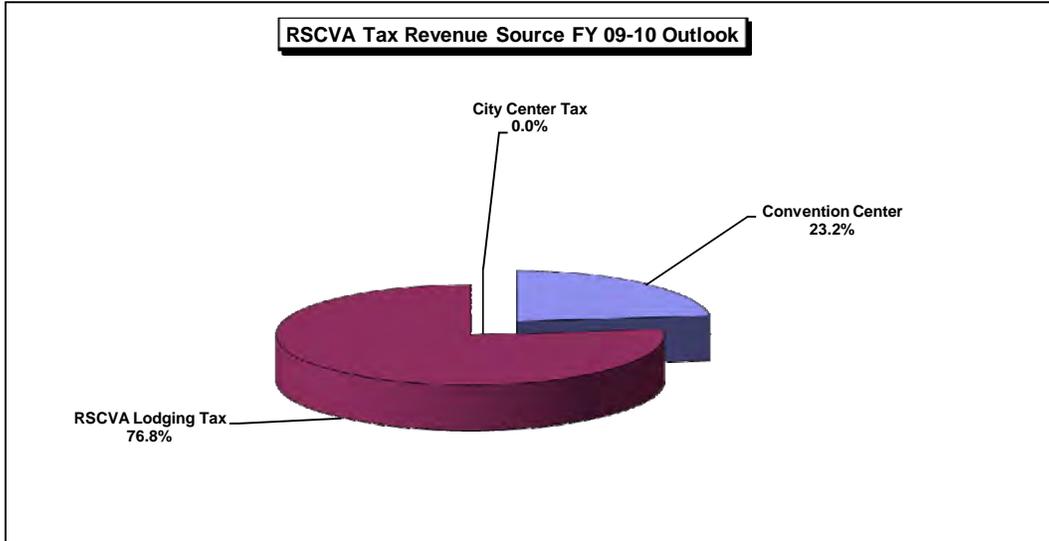
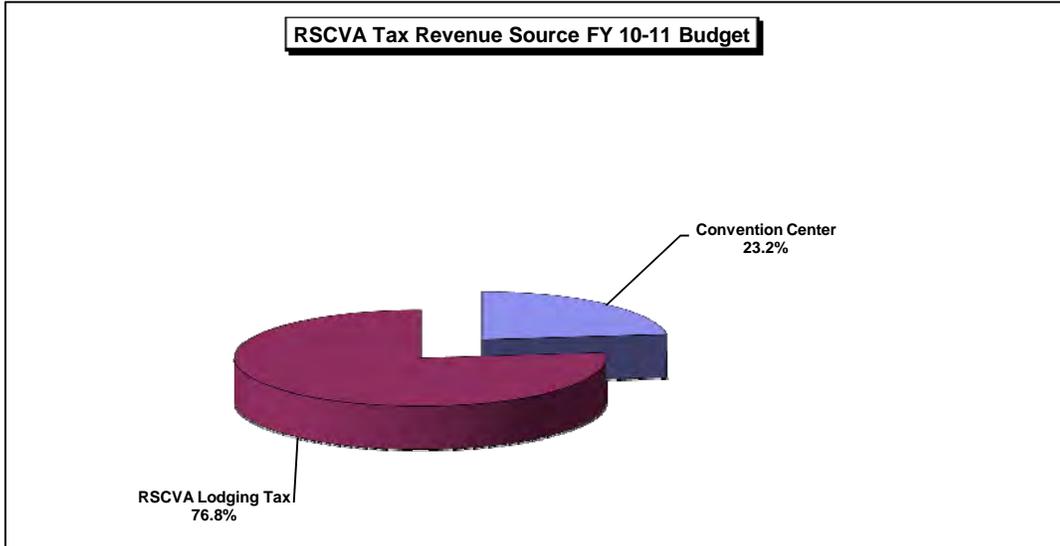
Room Tax Revenues and Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Gross Tax Collections By Jurisdictions				
RSCVA Lodging Tax	\$14,570,358	\$15,396,210	(\$825,852)	-5.4%
Convention Center (SB 477)	4,398,599	4,647,913	(249,314)	-5.4%
City Center (SB 477)	1,560,524	1,642,299	(81,775)	-5.0%
Downtown Events Center (SB 221)	969,742	1,034,403	(64,661)	-6.3%
Washoe County	259,838	270,077	(10,239)	-3.8%
Reno Parks & Recreation Fund	1,704,829	1,808,812	(103,982)	-5.7%
Reno Railroad District	638,776	681,658	(42,882)	-6.3%
State of Nevada	824,737	871,484	(46,746)	-5.4%
Victorian Square Project	586,579	612,668	(26,089)	-4.3%
Education - IP1	1,318,173	1,389,287	(71,114)	-5.1%
National Bowling Stadium (SB 112)	2,199,299	2,323,956	(124,657)	-5.4%
Total Gross Tax By Jurisdictions	\$29,031,455	\$30,678,766	(\$1,647,311)	-5.4%



Room Tax Revenues and Statistics

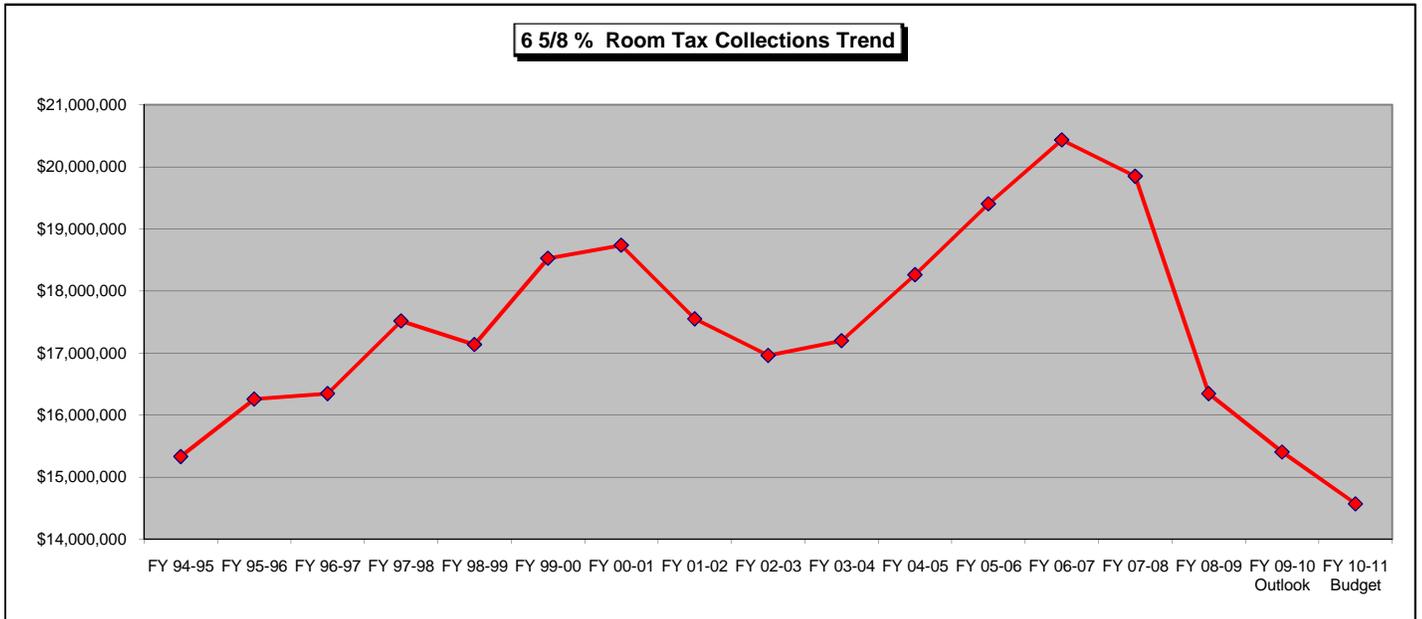
Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
RSCVA Tax Revenues				
RSCVA Lodging Tax	\$14,570,357	\$15,406,055	(\$835,698)	-5.4%
Convention Center	4,398,597	4,650,883	(252,286)	-5.4%
City Center Tax	-	-	-	0.0%
Total RSCVA Tax Revenues	\$18,968,954	\$20,056,938	(\$1,087,984)	-5.4%



**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Room Tax Growth Trend (6 5/8%)

Fiscal Year Ending June 30	Tax Collections	Increase (Decrease)	
		Amount	% Percent
FY 94-95	\$15,332,558	\$ -	0.0%
FY 95-96	16,258,508	925,950	6.0%
FY 96-97	16,347,316	88,808	0.5%
FY 97-98	17,517,536	1,170,220	7.2%
FY 98-99	17,137,688	(379,848)	-2.2%
FY 99-00	18,527,709	1,390,021	8.1%
FY 00-01	18,737,762	210,053	1.1%
FY 01-02	17,550,841	(1,186,921)	-6.3%
FY 02-03	16,963,290	(587,551)	-3.3%
FY 03-04	17,199,160	235,870	1.4%
FY 04-05	18,262,011	1,062,851	6.2%
FY 05-06	19,404,215	1,142,204	6.3%
FY 06-07	20,433,999	1,029,784	5.3%
FY 07-08	19,848,794	(585,205)	-2.9%
FY 08-09	16,346,211	(3,502,583)	-17.6%
FY 09-10 Outlook	15,406,055	(940,156)	-5.8%
FY 10-11 Budget	14,570,357	(835,698)	-5.4%





Room Taxes and Statistics

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual											FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 98-99	FY 99-00	FY 00-01	FY 01-02	FY 02-03	FY 03-04	FY 04-05	FY 05-06	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Taxable Revenues By District																
Reno E	7,260,536	5,656,017	5,766,698	4,429,347	3,390,708	3,690,466	3,405,244	3,266,447	2,435,003	1,700,406	1,104,552	1,169,628	794,441	771,907	(22,534)	-2.8%
Reno B	80,116,025	89,092,271	92,307,515	90,161,724	92,987,000	106,437,850	112,126,297	116,524,514	119,659,331	126,223,926	113,540,412	105,307,775	111,920,971	105,833,463	(6,087,508)	-5.4%
Reno D	101,777,305	110,587,638	109,527,594	97,268,825	98,097,524	102,725,916	93,966,182	100,261,634	108,608,042	96,987,751	74,546,988	71,870,390	68,165,755	63,877,553	(4,288,202)	-6.3%
Sparks	34,430,862	34,743,885	34,027,285	28,515,563	29,546,463	31,568,756	31,953,340	34,508,830	38,577,142	36,161,412	27,477,283	27,761,515	24,506,715	23,463,172	(1,043,543)	-4.3%
Washoe A	6,629,763	8,306,645	9,169,579	8,750,689	8,452,368	2,122,750	494,099	445,780	415,261	253,899	260,460	238,441	283,980	267,572	(16,408)	-5.8%
Washoe B	28,938,219	30,499,285	31,634,188	32,876,239	23,696,745	25,928,773	33,626,976	33,397,579	33,638,539	34,570,064	29,085,196	28,057,580	26,723,765	25,716,269	(1,007,496)	-3.8%
Total Taxable Revenues	259,152,710	278,885,741	282,432,859	262,002,387	256,170,808	272,474,511	275,572,138	288,404,784	303,333,318	295,897,458	246,014,891	234,405,329	232,395,627	219,929,936	(12,465,691)	-5.4%
Room Tax Revenue																
Lodging (6.625%)	17,137,668	18,527,708	18,737,762	17,550,841	16,963,290	18,157,051	18,262,011	19,404,215	20,433,999	19,848,794	16,346,213	15,529,354	15,406,054	14,570,357	(835,697)	-5.4%
Convention Center (2.0%)	478,943	5,593,267	5,656,676	5,298,363	5,121,401	5,481,374	5,513,060	5,857,876	6,168,754	5,992,088	4,934,705	4,688,107	4,650,883	4,398,597	(252,286)	-5.4%
City Center (1.0%)	144,983	1,586,183	738,006	-	-	-	-	-	69,569	129,373	430,082	-	-	-	-	0.0%
Total Room Tax Revenue	17,761,594	25,707,158	25,132,444	22,849,204	22,084,691	23,638,425	23,775,071	25,262,091	26,672,322	25,970,255	21,711,000	20,217,461	20,056,937	18,968,954	(1,087,983)	-5.4%
Blended Tax Rate to RSCVA	6.854%	9.218%	8.899%	8.721%	8.621%	8.675%	8.628%	8.759%	8.793%	8.777%	8.825%	8.625%	8.631%	8.625%		
Room Statistics																
Occupied Rooms-Cash	4,773,411	5,017,909	4,926,899	4,612,959	4,534,416	4,645,010	4,384,430	4,315,288	4,092,474	3,782,178	3,350,492	3,230,796	3,277,543	3,144,734	(132,809)	-4.1%
Average Rate - Cash	\$54.29	\$55.58	\$57.32	\$56.80	\$56.49	\$58.66	\$62.85	\$66.83	\$74.12	\$78.23	\$73.43	\$72.55	\$70.91	\$69.94	(\$0.97)	-1.4%
Available Rooms	9,989,265	10,234,243	10,100,832	9,997,028	10,087,198	9,924,977	9,632,759	9,281,152	8,992,818	9,128,184	9,131,824	9,160,405	9,064,396	9,141,538	77,142	0.9%
Occupied Rooms																
Cash	4,773,411	5,017,909	4,926,899	4,612,959	4,534,416	4,645,010	4,384,430	4,315,288	4,092,474	3,782,178	3,350,492	3,230,796	3,277,543	3,144,734	(132,809)	-4.1%
Comp	709,669	717,534	748,903	748,408	818,225	840,804	843,833	818,301	791,139	856,247	868,992	879,012	903,281	921,261	17,980	2.0%
28 Day	1,378,421	1,497,407	1,594,789	1,587,080	1,566,470	1,555,148	1,556,749	1,584,245	1,541,664	1,457,070	1,323,865	1,357,154	1,294,976	1,294,976	-	0.0%
Total Occupied Rooms	6,861,501	7,232,850	7,270,591	6,948,447	6,919,111	7,040,962	6,785,012	6,717,834	6,425,277	6,095,495	5,543,349	5,466,962	5,475,800	5,360,971	(114,829)	-2.1%
Percentage of Occupancy																
Cash	47.8%	49.0%	48.8%	46.1%	45.0%	46.8%	45.5%	46.5%	45.5%	41.4%	36.7%	35.3%	36.2%	34.4%	(1.8)	-4.9%
Comp	7.1%	7.0%	7.4%	7.5%	8.1%	8.5%	8.8%	8.8%	8.8%	9.4%	9.5%	9.6%	10.0%	10.1%	0.1	1.1%
28 Day	13.8%	14.6%	15.8%	15.9%	15.5%	15.7%	16.2%	17.1%	17.1%	16.0%	14.5%	14.8%	14.3%	14.2%	(0.1)	-0.8%
Total Percentage of Occupancy	68.7%	70.7%	72.0%	69.5%	68.6%	70.9%	70.4%	72.4%	71.4%	66.8%	60.7%	59.7%	60.4%	58.6%	(1.8)	-2.9%
Revenue Per Available Room (Rev PAR)	\$25.94	\$27.25	\$27.96	\$26.21	\$25.40	\$27.45	\$28.61	\$31.07	\$33.73	\$32.42	\$26.94	\$25.59	\$25.64	\$24.06	(\$1.58)	-6.2%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

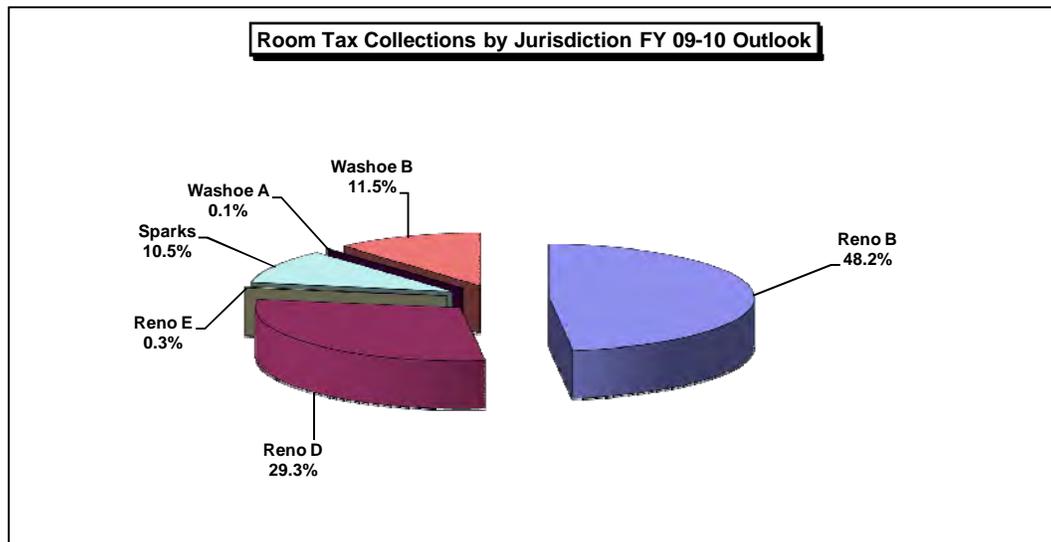
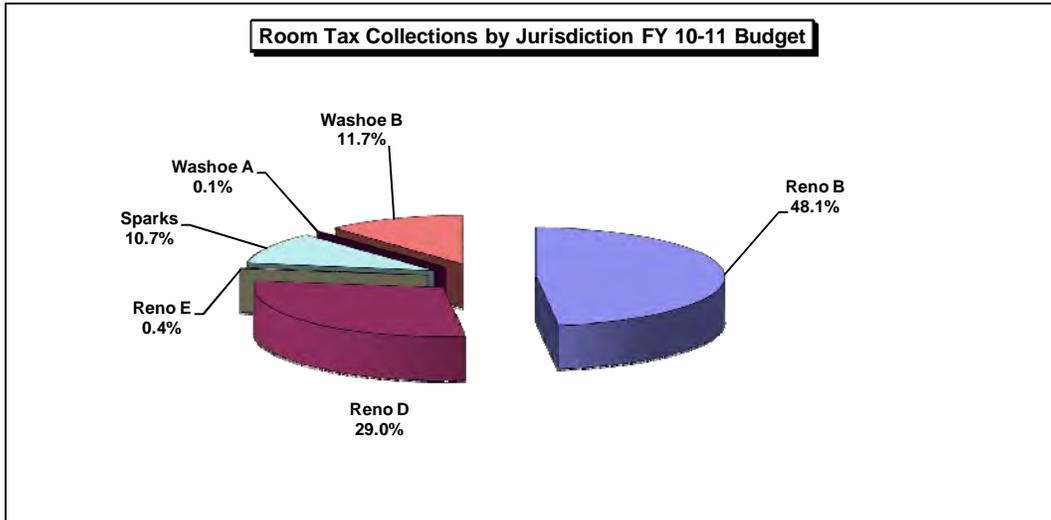
Room Taxes

Fund 15999

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
Revenues						
R013		Convention Center Tax (2.0%)	\$4,398,597	\$4,650,883	(\$252,286)	-5.4%
R030		Nevada Sate Lodging Tax (5/8 %)	1,374,562	1,453,402	(78,840)	-5.4%
R450		Room Tax (6.0%)	13,195,795	13,952,653	(756,858)	-5.4%
R014		City Center Tax	-	-	-	0.0%
Total Revenues			<u>\$18,968,954</u>	<u>\$20,056,938</u>	<u>(\$1,087,984)</u>	<u>-5.4%</u>

Room Tax Revenues and Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Tax Rates and Collections By Jurisdictions				
Historical % of Revenues				
Reno B (Outlying Reno area)	48.2%	48.2%	0.0%	0.0%
Reno D (Downtown Reno)	29.2%	29.3%	-0.2%	-0.7%
Reno E (Downtown Reno)	0.4%	0.3%	0.0%	0.0%
Sparks (City of Sparks)	10.7%	10.5%	0.1%	0.9%
Washoe A (Unincorporated Washoe County)	0.1%	0.1%	0.0%	0.0%
Washoe B (Incline Village/ Crystal Bay)	11.5%	11.5%	0.0%	0.0%
Total Percentage	100.0%	100.0%	-	0.0%
Revenues By Jurisdictions				
Reno B (Outlying Reno area)	\$105,833,463	\$111,920,971	(\$6,087,508)	-5.4%
Reno D (Downtown Reno)	63,877,553	68,165,755	(4,288,202)	-6.3%
Reno E (Downtown Reno)	771,907	794,441	(22,534)	-2.8%
Sparks (City of Sparks)	23,463,172	24,506,715	(1,043,543)	-4.3%
Washoe A (Unincorporated Washoe County)	267,573	283,980	(16,407)	-5.8%
Washoe B (Incline Village/ Crystal Bay)	25,716,269	26,723,765	(1,007,496)	-3.8%
Total Revenues by Location	\$219,929,937	\$232,395,627	(\$12,465,690)	-5.4%



Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Tax Revenues and Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Tax Rates By Location				
Reno B	13.000%	13.000%	-	0.0%
Reno D	13.500%	13.500%	-	0.0%
Reno E	13.500%	13.500%	-	0.0%
Sparks	13.500%	13.500%	-	0.0%
Washoe A	13.000%	13.000%	-	0.0%
Washoe B	13.000%	13.000%	-	0.0%
Combined - Blended Tax Rate	13.200%	13.204%	-	0.0%
Gross Room Tax Collections				
Reno B	\$13,758,350	\$14,549,726	(\$791,376)	-5.4%
Reno D	8,623,470	9,202,377	(578,907)	-6.3%
Reno E	104,207	107,249	(3,042)	-2.8%
Sparks	3,167,528	3,308,407	(140,878)	-4.3%
Washoe A	34,784	36,917	(2,133)	-5.8%
Washoe B	3,343,115	3,474,089	(130,975)	-3.8%
Total Gross Tax Collections	\$29,031,455	\$30,678,766	(\$1,647,311)	-5.4%
Reno B				
Tax Rates				
Convention Center	2.000%	2.000%	-	0.0%
City Center	1.000%	1.000%	-	0.0%
Washoe County	0.000%	0.000%	-	0.0%
Reno Parks & Recreation Fund	1.000%	1.000%	-	0.0%
Reno Railroad District	0.000%	0.000%	-	0.0%
State of Nevada	0.375%	0.375%	-	0.0%
RSCVA Lodging Tax	6.625%	6.625%	-	0.0%
Education - IP1	1.000%	1.000%	-	0.0%
National Bowling Stadium	1.000%	1.000%	-	0.0%
Total Tax Rate	13.000%	13.000%	-	0.0%
Tax Revenues Distribution - Reno B				
Convention Center	\$2,116,669	\$2,238,419	(\$121,750)	-5.4%
City Center	1,058,335	1,119,210	(60,875)	-5.4%
Washoe County	-	-	-	0.0%
Reno Parks & Recreation Fund	1,058,335	1,119,210	(60,875)	-5.4%
Reno Railroad District	-	-	-	0.0%
State of Nevada	396,875	419,704	(22,828)	-5.4%
RSCVA Lodging Tax	7,011,467	7,414,764	(403,297)	-5.4%
Education - IP1	1,058,335	1,119,210	(60,875)	-5.4%
National Bowling Stadium	1,058,335	1,119,210	(60,875)	-5.4%
Total - Reno B	\$13,758,350	\$14,549,726	(\$791,376)	-5.4%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Tax Revenues and Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Reno D				
Tax Rates				
Convention Center	2.000%	2.000%	-	0.0%
City Center	0.000%	0.000%	-	0.0%
Downtown Events Center	1.500%	1.500%	-	0.0%
Washoe County	0.000%	0.000%	-	0.0%
Reno Parks & Recreation Fund	1.000%	1.000%	-	0.0%
Reno Railroad District	1.000%	1.000%	-	0.0%
State of Nevada	0.375%	0.375%	-	0.0%
RSCVA Lodging Tax	6.625%	6.625%	-	0.0%
National Bowling Stadium	1.000%	1.000%	-	0.0%
Total Tax Rate	13.500%	13.500%	-	0.0%
Tax Revenues Distribution - Reno D				
Convention Center	\$1,277,551	\$1,363,315	(\$85,764)	-6.3%
City Center	-	-	-	0.0%
Downtown Events Center	958,163	1,022,486	(64,323)	-6.3%
Washoe County	-	-	-	0.0%
Reno Parks & Recreation Fund	638,776	681,658	(42,882)	-6.3%
Reno Railroad District	638,776	681,658	(42,882)	-6.3%
State of Nevada	239,541	255,622	(16,081)	-6.3%
RSCVA Lodging Tax	4,231,888	4,515,981	(284,093)	-6.3%
National Bowling Stadium	638,776	681,658	(42,882)	-6.3%
Total Tax Rate	\$8,623,470	\$9,202,377	(\$578,907)	-6.3%
Reno E				
Tax Rates				
Convention Center	2.000%	2.000%	-	0.0%
City Center	1.000%	1.000%	-	0.0%
Downtown Events Center	1.500%	1.500%	-	0.0%
Washoe County	0.000%	0.000%	-	0.0%
Reno Parks & Recreation Fund	1.000%	1.000%	-	0.0%
Reno Railroad District	0.000%	0.000%	-	0.0%
State of Nevada	0.375%	0.375%	-	0.0%
RSCVA Lodging Tax	6.625%	6.625%	-	0.0%
National Bowling Stadium	1.000%	1.000%	-	0.0%
Total Tax Rate	13.500%	13.500%	-	0.0%
Tax Revenues Distribution - Reno E				
Convention Center	\$15,438	\$15,889	(\$451)	-2.8%
City Center	7,719	7,944	(225)	-2.8%
Downtown Events Center	11,579	11,917	(338)	-2.8%
Washoe County	-	-	-	0.0%
Reno Parks & Recreation Fund	7,719	7,944	(225)	-2.8%
Reno Railroad District	-	-	-	0.0%
State of Nevada	2,895	2,979	(85)	-2.8%
RSCVA Lodging Tax	51,139	52,632	(1,493)	-2.8%
National Bowling Stadium	7,719	7,944	(225)	-2.8%
Total - Reno E	\$104,207	\$107,249	(\$3,042)	-2.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Tax Revenues and Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Sparks				
Tax Rates				
Convention Center	2.000%	2.000%	-	0.0%
City Center	1.000%	1.000%	-	0.0%
Washoe County	0.000%	0.000%	-	0.0%
Reno Parks & Recreation Fund	0.000%	0.000%	-	0.0%
Reno Railroad District	0.000%	0.000%	-	0.0%
State of Nevada	0.375%	0.375%	-	0.0%
Victorian Square Project	2.500%	2.500%	-	0.0%
RSCVA Lodging Tax	6.625%	6.625%	-	0.0%
National Bowling Stadium	1.000%	1.000%	-	0.0%
Total Tax Rate	13.500%	13.500%	-	0.0%
Tax Revenues Distribution - Sparks				
Convention Center	\$469,263	\$490,134	(\$20,871)	-4.3%
City Center	234,632	245,067	(10,435)	-4.3%
Washoe County	-	-	-	0.0%
Reno Parks & Recreation Fund	-	-	-	0.0%
Reno Railroad District	-	-	-	0.0%
State of Nevada	87,987	91,900	(3,913)	-4.3%
Victorian Square Project	586,579	612,668	(26,089)	-4.3%
RSCVA Lodging Tax	1,554,435	1,623,570	(69,135)	-4.3%
National Bowling Stadium	234,632	245,067	(10,435)	-4.3%
Total - Sparks	\$3,167,528	\$3,308,407	(\$140,878)	-4.3%
Washoe A				
Tax Rates				
Convention Center	2.000%	2.000%	-	0.0%
City Center	1.000%	1.000%	-	0.0%
Washoe County	1.000%	1.000%	-	0.0%
Reno Parks & Recreation Fund	0.000%	0.000%	-	0.0%
Reno Railroad District	0.000%	0.000%	-	0.0%
State of Nevada	0.375%	0.375%	-	0.0%
RSCVA Lodging Tax	6.625%	6.625%	-	0.0%
Education - IP1	1.000%	1.000%	0.0%	0.0%
National Bowling Stadium	1.000%	1.000%	-	0.0%
Total Tax Rate	13.000%	13.000%	0.0%	0.0%
Tax Revenues Distribution - Washoe A				
Convention Center	\$5,351	\$5,680	(\$328)	-5.8%
City Center	2,676	2,840	(164)	-5.8%
Washoe County	2,676	2,840	(164)	-5.8%
Reno Parks & Recreation Fund	-	-	-	0.0%
Reno Railroad District	-	-	-	0.0%
State of Nevada	1,003	1,065	(62)	-5.8%
RSCVA Lodging Tax	17,727	18,814	(1,087)	-5.8%
Education - IP1	2,676	2,840	(164)	-5.8%
National Bowling Stadium	2,676	2,840	(164)	-5.8%
Total - Washoe A	\$34,784	\$36,917	(\$2,133)	-5.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Tax Revenues and Statistics

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Washoe B				
Tax Rates				
Convention Center	2.000%	2.000%	-	0.0%
City Center	1.000%	1.000%	-	0.0%
Washoe County	1.000%	1.000%	-	0.0%
Reno Parks & Recreation Fund	0.000%	0.000%	-	0.0%
Reno Railroad District	0.000%	0.000%	-	0.0%
State of Nevada	0.375%	0.375%	-	0.0%
RSCVA Lodging Tax	6.625%	6.625%	-	0.0%
Education - IP1	1.000%	1.000%	0.0%	0.0%
National Bowling Stadium	1.000%	1.000%	-	0.0%
Total Tax Rate	13.000%	13.000%	0.0%	0.0%
Tax Revenues Distribution - Washoe B				
Convention Center	\$514,325	\$534,475	(\$20,150)	-3.8%
City Center	257,163	267,238	(10,075)	-3.8%
Washoe County	257,163	267,238	(10,075)	-3.8%
Reno Parks & Recreation Fund	-	-	-	0.0%
Reno Railroad District	-	-	-	0.0%
State of Nevada	96,436	100,214	(3,778)	-3.8%
RSCVA Lodging Tax	1,703,703	1,770,449	(66,747)	-3.8%
Education - IP1	257,163	267,238	(10,075)	-3.8%
National Bowling Stadium	257,163	267,238	(10,075)	-3.8%
Total - Washoe B	\$3,343,115	\$3,474,089	(\$130,975)	-3.8%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CONVENTION SALES SUMMARY

DESCRIPTION: The Convention Sales department consists of the following teams:

- Convention and Meeting Sales:
 - ✓ Focuses on attracting conventions and meetings to Reno Tahoe.

- Convention Services:
 - ✓ Serves as a resource for incoming groups.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CONVENTION SALES

DESCRIPTION: Convention Sales is primarily responsible for generating and/or assisting with qualified leads, with the objective of booking meetings, conventions or tradeshow tied to over-night stays.

In addition to aggressively uncovering new potential clients, the Sales Department insures that existing client relationships are nurtured and maintained, thus securing continued future business. These relationships are enhanced by regularly scheduled sales calls, visits, and participation in industry related events. The RSCVA sales team will continue to promote Reno Tahoe as a premier meeting, convention and trade show destination. The focus of the sales team continues to be towards, but not limited to, associations, corporations, tradeshow management companies, sporting events and third party meeting planners.

STAFF: The Convention Sales department consists of thirteen full-time positions – Vice President of Convention Sales, Assistant Director of Convention Sales, Sales Coordinator, six National Convention Sales Managers, Sales Manager II, two Administrative Assistants II, and an Executive Sales Administrator. Sales efforts are concentrated on the RSCC, REC, RSLEC and the Hotel Partners. A variety of facilities allows the sales staff to prospect a number of different meetings and event types.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Continue to position Reno Tahoe as a premier meeting and convention destination.
- Continue working with the Reno Tahoe hotel community, developing new meeting and convention business.
- Continue to develop new RSCC, REC, NBS and RSLEC users.
- Book room nights for current and future years consistent with Strategic Plan sales goals and the Marketing plan.

The department's progress will continue to be tracked on a monthly basis, reporting prospecting calls, solicitation calls, leads and definite room nights booked. Definite bookings continue to be ratified based on utilization of the Booking Validation Form.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CONVENTION SALES CONTINUED

The following will highlight the major elements of the Sales budget submittal:

Operating Expenses:

- Payroll and Related: Increasing due to anticipated full staffing for FY 10-11 as compared to FY 09-10 outlook, which had unfilled positions.
- Travel and Entertainment: Increasing as a result of full staffing for FY 10-11. The Sales Managers and Vice President of Convention Sales will be traveling based on the budget and need markets as the economy dictates.

FINANCIAL DEPARTMENTAL DETAIL:

The following will highlight the major elements of the Sales budget submittal for Key Measurement Tools from the Strategic Plan:

- Key Measurement 1: Achieve or exceed annual convention sales goals at the RSCC, REC, RSLEC, and NBS. The annual convention sales definite room night goal for FY 10-11 is 285,600 total room nights. This is a 5% increase over FY 09-10.
- Key Measurement 2:
 - a. Have at least four citywide conventions in FY 10-11. Citywide Convention defined as: A group utilizing a minimum of 2,000 peak room nights that requires two or more hotels and utilizes an RSCVA facility. This is a 50% increase over FY 09-10.
 - b. Have at least eight mid-size conventions in FY 10-11. Mid-Size Convention defined as: A group utilizing a minimum of 850 peak room nights that requires two or more hotels and utilizes an RSCVA facility. This is a 33% increase over FY 09-10.
- Key Measurement 3: Build convention and tradeshow occupancy of the convention center to equal or exceed the national average of facilities of comparable size within seven years. Goal is to achieve a level 4.5 points below the national average in FY 10-11. Outlook for FY 09-10 is 11.5 points below national average.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Convention Sales - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Convention Sales	1,424,335	1,248,794	175,541	14.1%
Convention Services	159,653	159,529	124	0.1%
Total Payroll and Related	1,583,988	1,408,323	175,665	12.5%
Supplies and Services				
Convention Sales	92,937	152,315	(59,378)	-39.0%
Convention Services	1,360	561	799	142.4%
Total Supplies and Services	94,297	152,876	(58,579)	-38.3%
Travel and Entertainment				
Convention Sales	139,483	96,330	43,153	44.8%
Convention Services	1,500	1,489	11	0.7%
Total Travel and Entertainment	140,983	97,819	43,164	44.1%
Promotion and Advertising				
Convention Sales	282,135	179,344	102,791	57.3%
Convention Services	-	-	-	0.0%
Total Promotion and Advertising	282,135	179,344	102,791	57.3%
Capital Outlay				
Convention Sales	-	-	-	0.0%
Convention Services	-	-	-	0.0%
Total Capital Outlay	-	-	-	0.0%
Special Projects				
Convention Sales	219,265	306,800	(87,535)	-28.5%
Convention Services	-	-	-	0.0%
Total Special Projects	219,265	306,800	(87,535)	-28.5%
Total Expenditures	2,320,668	2,145,162	175,506	8.2%
Miscellaneous Revenues				
Convention Sales	48,000	73,902	(25,902)	-35.0%
Convention Services	55,600	58,960	(3,360)	-5.7%
Total Miscellaneous Revenues	103,600	132,862	(29,262)	-22.0%
Total Expenditures - Net	2,217,068	2,012,300	204,768	10.2%
Departmental Totals				
Convention Sales	2,110,155	1,909,681	200,474	10.5%
Convention Services	106,913	102,619	4,294	4.2%
Totals	2,217,068	2,012,300	204,768	10.2%



Convention Sales and Services

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Revenues								
Convention Sales	200,489	146,076	93,464	97,138	73,902	48,000	(25,902)	-35.0%
Convention Services	93,438	66,900	63,790	51,600	58,960	55,600	(3,360)	-5.7%
Total Revenues	293,927	212,976	157,254	148,738	132,862	103,600	(29,262)	-22.0%
Expenses								
Payroll & Related								
Convention Sales	1,927,394	2,163,388	1,498,479	1,267,699	1,248,794	1,424,335	175,541	14.1%
Convention Services	143,134	158,475	160,280	155,734	159,529	159,653	124	0.1%
Total Payroll & Related	2,070,528	2,321,863	1,658,759	1,423,433	1,408,323	1,583,988	175,665	12.5%
Supplies & Services								
Convention Sales	270,141	265,515	134,685	137,148	152,315	92,937	(59,378)	-39.0%
Convention Services	2,009	10,583	423	360	561	1,360	799	142.4%
Total Supplies & Services	272,150	276,098	135,108	137,508	152,876	94,297	(58,579)	-38.3%
Travel & Entertainment								
Convention Sales	256,975	283,506	139,264	133,700	96,330	139,483	43,153	44.8%
Convention Services	-	3,340	1,711	2,500	1,489	1,500	11	0.7%
Total Travel & Entertainment	256,975	286,846	140,975	136,200	97,819	140,983	43,164	44.1%
Promotion & Advertising								
Convention Sales	477,770	719,502	260,430	199,147	179,344	282,135	102,791	57.3%
Convention Services	-	15,260	162	-	-	-	-	0.0%
Total Promotion & Advertising	477,770	734,762	260,592	199,147	179,344	282,135	102,791	57.3%



Convention Sales and Services

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Special Projects								
Convention Sales	349,666	278,266	348,262	306,800	306,800	219,265	(87,535)	-28.5%
Convention Services	-	-	-	-	-	-	-	0.0%
Total Special Projects	349,666	278,266	348,262	306,800	306,800	219,265	(87,535)	-28.5%
Capital Outlay								
Convention Sales	26,326	24,396	9,047	3,000	-	-	-	0.0%
Convention Services	-	-	-	-	-	-	-	0.0%
Total Capital	26,326	24,396	9,047	3,000	-	-	-	0.0%
Total Expenses	3,453,415	3,922,231	2,552,743	2,206,088	2,145,162	2,320,668	175,506	8.2%
Departmental Profit (Loss)	(3,159,488)	(3,709,255)	(2,395,489)	(2,057,350)	(2,012,300)	(2,217,068)	204,768	10.2%
Margins - Profit (Loss)								
Convention Sales	(3,107,783)	(3,588,497)	(2,296,703)	(1,950,356)	(1,909,681)	(2,110,155)	200,474	10.5%
Convention Services	(51,705)	(120,758)	(98,786)	(106,994)	(102,619)	(106,913)	4,294	4.2%
							-	
Total Departmental Margins	(3,159,488)	(3,709,255)	(2,395,489)	(2,057,350)	(2,012,300)	(2,217,068)	204,768	10.2%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Convention Sales

Fund 15050

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	1,016,958	908,474	108,484	11.9%
	0305	Temporary Personnel Services	3,000	1,796	1,204	67.0%
	0308	Wages - Casual No PERS	-	-	-	0.0%
	0311	Group Insurance	117,000	96,275	20,725	21.5%
	0312	Retirement Expense	218,648	183,103	35,545	19.4%
	0313	Industrial Insurance	6,105	5,633	472	8.4%
	0314	Unemployment Expense	40,674	12,138	28,536	235.1%
	0317	FICA/Medicare	14,750	13,075	1,675	12.8%
	0320	Clothing & Uniform Expense	-	-	-	0.0%
	0321	Employee Training	-	-	-	0.0%
	0327	Insurance Contribution	-	-	-	0.0%
	0380	Vehicle Allowances	7,200	4,800	2,400	50.0%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0385	Moving Expense	-	15,500	(15,500)	-100.0%
	0386	Employee Tuition	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	8,000	(8,000)	-100.0%
		Total Payroll and Related	1,424,335	1,248,794	175,541	14.1%
04		Supplies and Services				
	0410	Office Supplies Expenses	6,000	5,900	100	1.7%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	12,000	10,533	1,467	13.9%
	0421	Communications	15,600	14,126	1,474	10.4%
	0422	Printing & Binding	1,800	1,623	177	10.9%
	0425	Fuel	-	-	-	0.0%
	0433	All Vehicle Related Repairs	-	-	-	0.0%
	0444	All Equipment related Repairs	-	-	-	0.0%
	0460	Contractual Services (Representation)	23,200	90,200	(67,000)	-74.3%
	0462	Equip. Lease & Maintenance Agmts.	10,752	10,512	240	2.3%
	0463	Insurance	2,200	(98)	2,298	-2344.9%
	0470	Miscellaneous Expenses	2,400	1,988	412	20.7%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	18,985	17,531	1,454	8.3%
	0499	CINET	-	-	-	0.0%
		Total Supplies and Services	92,937	152,315	(59,378)	-39.0%
05		Travel and Entertainment				
	0501	Travel and Lodging	101,758	67,184	34,574	51.5%
	0504	Registrations	13,885	8,965	4,920	54.9%
	0505	Local Transportation	2,550	2,605	(55)	-2.1%
	0506	Entertainment	20,355	17,576	2,779	15.8%
	0507	Meeting Expenses	935	-	935	100.0%
		Total Travel and Entertainment	139,483	96,330	43,153	44.8%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Convention Sales

Fund 15050

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	26,400	26,645	(245)	-0.9%
	0603	Booth Expense	34,330	48,848	(14,518)	-29.7%
	0604	Exhibit Space Rental	51,805	61,298	(9,493)	-15.5%
	0605	Brochures	-	-	-	0.0%
	0606	Promotional Materials	9,600	8,882	718	8.1%
	0615	Other Advertising	-	-	-	0.0%
	0620	Familiarization Tours/Site Inspections	160,000	32,281	127,719	395.6%
	0627	Website Design	-	-	-	0.0%
	0630	Promotions	-	1,390	(1,390)	-100.0%
	0632	New Market Productions	-	-	-	0.0%
	0645	Video Production	-	-	-	0.0%
	0670	Special Events Advertising	-	-	-	0.0%
	0697	Local Convention Update	-	-	-	0.0%
		Total Promotion and Advertising	282,135	179,344	102,791	57.3%
07		Special Projects				
	0720	Other Community Projects	-	-	-	0.0%
	0727	Site fees	-	-	-	0.0%
	0730	Special Promotions	219,265	306,800	(87,535)	-28.5%
		Total Special Projects	219,265	306,800	(87,535)	-28.5%
		Total Expenses	2,158,155	1,983,583	174,572	8.8%
		Revenues				
	R360	Miscellaeous Revenues	48,000	73,902	(25,902)	-35.0%
	R400	Convention Services Revenues	-	-	-	0.0%
		Total Revenues	48,000	73,902	(25,902)	-35.0%
		Net Departmental Expenses	2,110,155	1,909,681	200,474	10.5%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CONVENTION SERVICES

DESCRIPTION: Convention Services provides registration clerks and other support personnel as needed by convention/meeting clients. Convention Services also provides collateral materials for all booked groups, as requested, to assist in the promotion Reno Tahoe as the destination for their event.

STAFF: Convention Services consists of two full-time Convention Services Managers. In addition, there are 23 casual on-call registration clerks.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Continue to contact clients who have booked through the sales team in advance of their convention/meeting to ensure a feeling of trust, confidence, and concern that their event is most successful.
- Research clients electronically booked outside the sales team in order to provide the same courtesies, promote the destination, and help generate revenue by means of the registration clerks.
- Develop relationship with hotel partner Convention Services departments to promote registration clerks services.
- Report group room night performance and meeting statistics to Destination Marketing Association International (DMAI) via the MINT program.
- Continue to enhance the ongoing restaurant programs for convention clients.

Revenues:

- Major revenues continue to be registration staffing.

Payroll and Related:

- Two full-time employees for full year.

Capital:

- No capital expenditures are expected for this department.

Promotion and Advertising:

- No promotion and advertising expenses are budgeted for FY 10-11 as well as the FY 09-10 outlook.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CONVENTION SERVICES CONTINUED

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Convention Services

Fund 15063

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	87,579	87,825	(246)	-0.3%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages - Part-time- No PERS	32,256	35,031	(2,775)	-7.9%
	0311	Group Insurance	13,200	13,344	(144)	-1.1%
	0312	Retirement Expense	18,831	18,822	9	0.0%
	0313	Industrial Insurance	955	822	133	16.2%
	0314	Unemployment Expense	4,791	1,707	3,084	180.7%
	0317	FICA/Medicare	1,741	1,783	(42)	-2.4%
	0320	Clothing & Uniform Expense	300	195	105	53.8%
	0321	Employee Training	-	-	-	0.0%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	159,653	159,529	124	0.1%
04		Supplies and Services				
	0410	Office Supplies Expenses	-	-	-	0.0%
	0420	Postage & Freight	360	561	(201)	-35.8%
	0421	Communications	-	-	-	0.0%
	0422	Printing & Binding	1,000	-	1,000	100.0%
	0434	Repairs - Office Equipment	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	-	-	-	0.0%
			1,360	561	799	142.4%
05		Travel and Entertainment				
	0501	Travel and Lodging	900	900	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	600	589	11	1.9%
		Total Travel and Entertainment	1,500	1,489	11	0.7%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0603	Booth Expense	-	-	-	0.0%
	0605	Brochures	-	-	-	0.0%
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Convention Services

Fund 15063

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
07		Special Projects				
	0730	Special Promotions	-	-	-	0.0%
		Total Special Projects	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0%</u>
		Total Expenditures and Uses	<u>162,513</u>	<u>161,579</u>	<u>934</u>	<u>0.6%</u>
		Revenues				
	R360	Miscellaneous Revenues	4,000	-	4,000	100.0%
	R400	Convention Services Revenues	51,600	58,960	(7,360)	-12.5%
		Total Revenues	<u>55,600</u>	<u>58,960</u>	<u>(3,360)</u>	<u>-5.7%</u>
		Net Departmental Expenses	<u>106,913</u>	<u>102,619</u>	<u>4,294</u>	<u>4.2%</u>

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

TOURISM SALES

DESCRIPTION: The Tourism Sales Department promotes Washoe County (Reno, Sparks and North Lake Tahoe) as a tourist destination to travel agents, international and domestic tour operators, motor coach operators, airlines, and consumers. The department facilitates sales, marketing and promotional activities with the Reno Tahoe hospitality community to attract leisure visitors and groups to the area.

STAFF: The Tourism Sales Department currently has four full-time positions – Executive Director of Tourism Sales, two Tourism Sales Managers (responsible for Outdoor Activities, Tour Operators/Wholesale, Golf/Ski, Special Projects, and drive market including motor coach and travel agency segment), and an Tourism Sales Coordinator.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Increase frequent independent traveler (FIT) visitation to the destination as well as room night production through improved market penetration and market share:
 - ✓ Be proactive in positioning Reno Tahoe on each wholesaler's website.
 - ✓ Pursue ski and golf groups through ski councils and golf membership clubs.
- Continue to align the destination with strategic partners and leverage co-operative advertising opportunities.
- Continue to support existing leisure markets for Reno Tahoe, yet aggressively pursue new markets.
- Concentrate and continually educate core markets (drive market) to the benefits of visiting Reno Tahoe.
- Cooperate with the local hospitality community to capitalize on overall travel industry market potential and uphold the integrity of each stakeholder's rate structure.
- Continue to fine tune and manage a true room night tracking mechanism for FIT (traditional tour operators/wholesalers, receptive operators and online companies) and identify specific average daily rates for each segment.
- Create special events to entice all market segments to visit Reno Tahoe.
- Continue to develop and expand the international market, develop drive itineraries and educate foreign travel agents and wholesale operators on the connecting flights into Reno Tahoe International Airport from major international airports throughout the western US.
- Create and develop "packages" utilizing all product segments to extend length of stay and offer "hassle free" vacation planning.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

TOURISM SALES CONTINUED

FISCAL YEAR 2010-2011 OBJECTIVES (continued):

- Establish the importance - nationally and internationally - of outdoor activities, opportunities, culture and heritage tourism as key product lines.
- Continue to promote Reno Tahoe as a regional destination to attract international visitors.
- Continue to aggressively attract leisure conventions to our region such as National Tour Association, Mountain Travel Symposium, Ski Tops, NAJ, and Go West Summit.

This proposed budget is 25.2% lower compared to last year as total net expenditures and uses total \$718,008 compared to FY 09-10 outlook of \$959,885 primarily due to the NTA convention occurring in FY 09-10.

Payroll and Related (0301-0399):

- Decrease of 6.1% due to the loss of administrative assistant position.

Supplies and Services (0410-0473):

- Decrease by 4.2% year over year.

While travel, entertainment, promotion, and advertising expenses are increasing from outlook, they remain below FY 08-09 and prior years' actual.

Travel and Entertainment (0501-0507):

- Projecting a 23.2% increase for travel and entertainment.
- To remain competitive in the marketplace, it is extremely important to be visible at industry events, continue to educate and promote Reno Tahoe with formal presentations at wholesalers' reservation offices, product launches, consumer and trade shows. Continue to participate in golf and ski shows promoting Reno Tahoe to direct consumers. Continue to be proactive developing new customers and products for the region.

Promotion and Advertising (0601-0675):

- Projecting a 20.1% increase Promotion and Advertising.
-

Highlights – Definition of line items

- **Hospitality (0601)** – Tourism Sales caters food and beverage for the reservation agents who coordinate presentations at the partner's reservation centers. The hotel community is invited to participate and

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

TOURISM SALES CONTINUED

share the cost. Hospitality also covers the F&B at industry events the RSCVA sponsors.

- **Booth Expense/Exhibit Space Rental (0603/0604)** – These are the costs associated with exhibitor services, material handling, décor, AV, promo items related to specific events as well as the actual cost of the booth.
- **Brochures (0605)** – Design and development of individual brochures for specific events such as National Tour Association, American Bus Association, Pow Wow, World Travel Market, travel agency certification program, niche markets and golf/ski/adventure packages.
- **Promotional Items (0606)** – These are logo items that are presented to reservation agents, travel agents, direct consumers, tour operators, airlines, etc. to promote the area. The items range from nice golf shirts/hats to carabineers, back packs, mouse pads, coffee mugs, golf balls/tees, pens, plastic bags, sticky note pads and water bottles. The RSCVA's displays, pop ups, table cloths and banners need to be updated this upcoming year.
- **Tour and Travel Advertising (0614)** – These dollars support marketing campaigns with traditional major leisure partners (i.e. Alaska Airlines Vacations, American Airlines Vacations, US Airways, Mark Travel, Expedia, Travelocity, etc.). These campaigns are targeted to impact bookings during off peak travel into Reno Tahoe. Tourism Sales would like to participate in three major leisure marketing campaigns with the partners to impact spring, fall and winter bookings. All of the campaigns will be cooperative campaigns with the stake holders.
- **Other Advertising (0615)** – These dollars support the less traditional segments (niche), ski trade publications, wholesaler brochures, Fun Train, advertising at golf or ski consumer shows, etc.
- **Familiarization Tours (0620)** – Tourism Sales hosts two major FAM events, one in the winter and one in the summer, to showcase the region to existing as well as potential clients. Tourism Sales has also hosted FAM events specifically for certain customers, i.e. Southwest Airlines Vacations, AAA and Tourico.
- **Promotions (0630)** – These dollars are set aside to sponsor events such as Nevada Night at NTA, the Governor's Conference on Tourism, various airline golf events, major sponsorship of wholesale product launches, Ski Tops and Mountain Travel Symposium sponsorship where Tourism Sales has an opportunity to promote Reno Tahoe to an exclusive group of buyers to increase visitation to the area.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

TOURISM SALES CONTINUED

- **New Market Promotions (0632)** – These dollars support the creation of incremental room nights from either new or untraditional cities or market segments.

Special Projects:

- This section of the budget is projecting a decrease of 83.2% due to the NTA convention occurring in FY 09-10. The majority of this line item will be to support the third year of the Travel Agent Certification Program.

Revenues (R360):

- Tourism Sales is projecting more cooperative support from the hotel partners resulting in an increase in revenues collected by 100.7% outlook.

FINANCIAL DEPARTMENTAL DETAIL

The following pages detail the departmental line items for the current year budget, compared to prior year outlook.

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Tourism Sales - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Tourism Sales	468,486	498,783	(30,297)	-6.1%
Total Payroll and Related	468,486	498,783	(30,297)	-6.1%
Supplies and Services				
Tourism Sales	33,055	34,496	(1,441)	-4.2%
Total Supplies and Services	33,055	34,496	(1,441)	-4.2%
Travel and Entertainment				
Tourism Sales	71,800	58,300	13,500	23.2%
Total Travel and Entertainment	71,800	58,300	13,500	23.2%
Capital Outlay				
Tourism Sales	-	-	-	0.0%
Total Capital Outlay	-	-	-	0.0%
Promotion and Advertising				
Tourism Sales	152,167	126,717	25,450	20.1%
Total Promotion and Advertising	152,167	126,717	25,450	20.1%
Special Projects				
Tourism Sales	45,000	267,747	(222,747)	-83.2%
Total Special Projects	45,000	267,747	(222,747)	-83.2%
Total Expenditures and Uses	770,508	986,043	(215,535)	-21.9%
Operating Revenues				
Tourism Sales	52,500	26,158	26,342	100.7%
Total Operating Revenues	52,500	26,158	26,342	100.7%
Profit or (Loss)	(718,008)	(959,885)	241,877	-25.2%



Tourism Sales

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Revenues								
Tourism Sales	76,375	70,715	68,694	52,500	26,158	52,500	26,342	100.7%
Total Revenues	76,375	70,715	68,694	52,500	26,158	52,500	26,342	100.7%
Expenses								
Payroll & Related								
Tourism Sales	612,988	543,868	601,952	518,512	498,783	468,486	(30,297)	-6.1%
Total Payroll & Related	612,988	543,868	601,952	518,512	498,783	468,486	(30,297)	-6.1%
Supplies & Services								
Tourism Sales	59,271	61,496	44,881	55,248	34,496	33,055	(1,441)	-4.2%
Total Supplies & Services	59,271	61,496	44,881	55,248	34,496	33,055	(1,441)	-4.2%
Travel & Entertainment								
Tourism Sales	100,546	115,358	96,847	96,200	58,300	71,800	13,500	23.2%
Total Travel & Entertainment	100,546	115,358	96,847	96,200	58,300	71,800	13,500	23.2%
Promotion & Advertising								
Tourism Sales	342,717	394,632	261,884	245,961	126,717	152,167	25,450	20.1%
Total Promotion & Advertising	342,717	394,632	261,884	245,961	126,717	152,167	25,450	20.1%
Special Projects								
Tourism Sales	91,936	68,632	14,577	359,000	267,747	45,000	(222,747)	-83.2%
Total Special Projects	91,936	68,632	14,577	359,000	267,747	45,000	(222,747)	-83.2%
Capital Outlay								
Tourism Sales	1,699	13,503	-	-	-	-	-	0.0%
Total Capital	1,699	13,503	-	-	-	-	-	0.0%
Total Expenses	1,209,157	1,197,489	1,020,141	1,274,921	986,043	770,508	(215,535)	-21.9%
Departmental Profit (Loss)	(1,132,782)	(1,126,774)	(951,447)	(1,222,421)	(959,885)	(718,008)	(241,877)	-25.2%
Margins - Profit (Loss)								
Tourism Sales	(1,132,782)	(1,126,774)	(951,447)	(1,222,421)	(959,885)	(718,008)	(241,877)	25.2%
Total Departmental Margins	(1,132,782)	(1,126,774)	(951,447)	(1,222,421)	(959,885)	(718,008)	(241,877)	25.2%

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Tourism Sales

Fund 15055

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	326,154	353,801	(27,647)	-7.8%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages - Casual No PERS	-	3,312	(3,312)	-100.0%
	0311	Group Insurance	48,000	51,071	(3,071)	-6.0%
	0312	Retirement Expense	70,125	73,979	(3,854)	-5.2%
	0313	Industrial Insurance	1,632	1,964	(332)	-16.9%
	0314	Unemployment Expense	13,044	4,776	8,268	173.1%
	0317	FICA/Medicare	4,731	5,080	(349)	-6.9%
	0380	Vehicle Allowances	4,800	4,800	-	0.0%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0385	Moving Expense	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	468,486	498,783	(30,297)	-6.1%
04		Supplies and Services				
	0410	Office Supplies Expenses	3,598	3,598	-	0.0%
	0420	Postage & Freight	6,309	8,069	(1,760)	-21.8%
	0421	Communications	5,782	5,668	114	2.0%
	0422	Printing & Binding	1,393	1,393	-	0.0%
	0425	Fuel	-	-	-	0.0%
	0462	Equip. Lease & Maintenance Agmts.	10,522	10,512	10	0.1%
	0470	Miscellaneous Expenses	1,214	1,019	195	19.1%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	4,237	4,237	-	0.0%
			33,055	34,496	(1,441)	-4.2%
05		Travel and Entertainment				
	0501	Travel and Lodging	52,400	38,900	13,500	34.7%
	0504	Registrations	11,200	11,915	(715)	-6.0%
	0505	Local Transportation	600	458	142	31.0%
	0506	Entertainment	7,500	6,927	573	8.3%
	0507	Meeting Expenses	100	100	-	0.0%
		Total Travel and Entertainment	71,800	58,300	13,500	23.2%
02		Capital Outlay				
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
06		Promotion and Advertising				
	0601	Hospitality	17,550	17,550	-	0.0%
	0602	Sales Representation	-	-	-	0.0%
	0603	Booth Expense	28,424	34,741	(6,317)	-18.2%
	0604	Exhibit Space Rental	24,054	12,795	11,259	88.0%
	0605	Brochures	2,000	-	2,000	100.0%
	0606	Promotional Materials	10,000	7,171	2,829	39.5%
	0614	Tour & Travel Advertising	17,240	7,900	9,340	118.2%
	0615	Other Advertising	-	-	-	0.0%
	0620	Familiarization Tours	38,614	33,580	5,034	15.0%
	0630	Promotions	10,735	8,735	2,000	22.9%
	0632	New Market Promotions	3,550	4,245	(695)	-16.4%
	0645	Video Production	-	-	-	0.0%
	0675	Motel Marketing	-	-	-	0.0%
		Total Promotion and Advertising	152,167	126,717	25,450	20.1%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Tourism Sales

Fund 15055

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
07		Special Projects				
	0720	Other Community Projects	-	-	-	0.0%
	0730	Special Promotions	45,000	267,747	(222,747)	-83.2%
		Total Special Projects	45,000	267,747	(222,747)	-83.2%
		Total Expenses	770,508	986,043	(215,535)	-21.9%
		Revenues				
	R352	Registrations	-	-	-	0.0%
	R360	Miscellaneous Revenues	52,500	26,158	26,342	100.7%
	R750	Cost Reimbursable	-	-	-	0.0%
		Total Revenues	52,500	26,158	26,342	100.7%
		Net Departmental Expenses	718,008	959,885	(241,877)	-25.2%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

MARKETING

DESCRIPTION: The Marketing Department is responsible for planning, developing, and implementing all RSCVA marketing programs, including the new Reno Tahoe USA destination brand campaign, and all marketing efforts associated with the travel and convention segments, RSCVA owned and or operated facilities including the Reno-Sparks Convention Center, Reno-Sparks Livestock Events Center, Reno Events Center, National Bowling Stadium, and Wildcreek Golf Course. The Marketing Department also administers the RSCVA Special Events Funding Program.

STAFF: Marketing is comprised of six full-time positions – including an Executive Director of Marketing, Assistant Director of Marketing, Internet Marketing Manager, Special Events Manager, Communications Manager, and Public Relations and Social Media Coordinator.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Support the 5 year Strategic Plan of the RSCVA.
- Implement the updated tourism brand promise reflected in the Reno Tahoe USA campaign.
- Leverage limited advertising dollars by coordinating and executing marketing co-op programs with destination stakeholders targeted at leisure travelers in the greater San Francisco Bay Area. The creative campaign is based on the findings from the comprehensive Marketing Segmentation Project completed in FY 09-10.
- Improve the perception and image of Reno Tahoe through both traditional and emerging (e.g. social media) public relations efforts.
- Further develop and expand the RSCVA Special Events Program to support the development of new events, increase room nights and national marketing exposure for Reno Tahoe.
- Continue to increase the effectiveness of the destination website - VisitRenoTahoe.com - and expand the presence of Reno Tahoe USA on leading travel related social media sites.
- Conduct research programs to quantify the effectiveness of marketing efforts.
- Support Convention Sales and Tourism Sales efforts.
- Support RSCVA facilities marketing programs.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

MARKETING CONTINUED

- The FY 10-11 Marketing Budget is projected to increase 2.5% compared to FY 09-10, as the expenditures and uses total \$3,119,683 compared to the FY 09-10 outlook of \$3,042,372.

Payroll and Related (0301-0399):

- An increase of 3.0% is expected in FY 10-11, due mainly to an increase in unemployment expense reflecting a change in accounting procedures that spread this allocation across all RSCVA departments.

Supplies and Services (0410-0474):

- Projecting an increase of \$76,384 due to the planned hiring of an outsourced Public Relations firm. An outsourced Public Relations effort is included based on the importance of both traditional and emerging social media tactics to maintain a presence in key fly markets for the destination.

Travel and Entertainment (0501-507):

- Projecting a 45.5% increase for travel and entertainment by increasing the budget set aside for travel to fly-markets for proactive media visits and also supporting more individual visits in the destination for both social media contributors and travel journalists.

Promotion and Advertising (0601-0683):

- Projecting this line to increase slightly (5.2% increase) for funds allocated for Promotion and Advertising compared to FY 09-10 outlook. This funding will maintain the priority and focus of the Bay Area Co-Op advertising programs. Because of the highly effective investment this represents, the marketing budget is built around maintaining the appropriate level of funding to garner additional interest from stakeholders in co-op marketing programs. While the total amount included in this budget line is relatively flat with the outlook budget, many lines are decreased from historical levels of recent years reflecting the current economic climate. This includes regional co-operative marketing, (e.g. Regional Marketing Committee, Sierra Ski Marketing Council), convention advertising, and consumer focused advertising. This requires a much more targeted and innovative approach to marketing programs.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

MARKETING CONTINUED

Special Projects (0730-0731):

- A decrease of 38.3% is projected in these lines in the Marketing budget. The majority of the reduction reflects the end of the contractual relationship with the RSCVA to co-produce the WAC Basketball Championships which occurred in Reno Tahoe in both 2009 and 2010.
- The funding pool available for special events occurring in 2011 increased by \$7,500 from the pool available to events in 2010 (\$192,500).
- Line 0730 is attributed to the funding of events that were contractually obligated to in FY 09-10. However, timing of the second payment of the contracts occurs in FY 10-11.
- Networking and educational meetings with event organizers will continue with reduced funds available for covering the travel costs of out of market guest speakers. The scholarships for event education programs will again be suspended for the FY 10-11 budget.

Capital Outlay- (0220-0275):

- This line is projected to be flat from the previous fiscal year.

Revenues (R360):

Not applicable.

FINANCIAL DEPARTMENTAL DETAIL

The following pages detail the departmental line items for the current year budget, compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Marketing - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Marketing	625,033	606,691	18,342	3.0%
Visitor Services	-	-	-	0.0%
Visitor Centers	-	-	-	0.0%
Total Payroll and Related	625,033	606,691	18,342	3.0%
Supplies and Services				
Marketing	142,500	66,116	76,384	115.5%
Visitor Services	45,600	51,940	(6,340)	-12.2%
Visitor Centers	26,400	42,367	(15,967)	-37.7%
Total Supplies and Services	214,500	160,423	54,077	33.7%
Travel and Entertainment				
Marketing	23,100	15,880	7,220	45.5%
Visitor Services	-	-	-	0.0%
Visitor Centers	-	-	-	0.0%
Total Travel and Entertainment	23,100	15,880	7,220	45.5%
Promotion and Advertising				
Marketing	2,116,200	2,011,340	104,860	5.2%
Visitor Services	-	-	-	0.0%
Visitor Centers	-	-	-	0.0%
Total Promotion and Advertising	2,116,200	2,011,340	104,860	5.2%
Capital Outlay				
Marketing	4,100	4,100	-	0.0%
Visitor Services	-	-	-	0.0%
Visitor Centers	-	-	-	0.0%
Total Capital Outlay	4,100	4,100	-	0.0%
Special Projects				
Marketing	208,750	338,245	(129,495)	-38.3%
Visitor Services	-	-	-	0.0%
Visitor Centers	-	-	-	0.0%
Total Special Projects	208,750	338,245	(129,495)	-38.3%
Total Expenditures	3,191,683	3,136,679	55,004	1.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Marketing - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Miscellaneous Revenues				
Marketing	-	-	-	0.0%
Visitor Services	4,800	4,104	696	17.0%
Visitor Centers	-	-	-	0.0%
Total Miscellaneous Revenues	4,800	4,104	696	17.0%
Total Expenditures - Net	3,186,883	3,132,575	54,308	1.7%
Departmental Totals				
Marketing	3,119,683	3,042,372	77,311	2.5%
Visitor Services	40,800	47,836	(7,036)	-14.7%
Visitor Centers	26,400	42,367	(15,967)	-37.7%
Totals	3,186,883	3,132,575	54,308	1.7%



Marketing

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Revenues								
Marketing	2,493	985	95	-	-	-	-	0.0%
Visitor Services	28,724	14,332	9,010	10,300	4,104	4,800	696	17.0%
Visitor Centers	-	-	-	-	-	-	-	0.0%
Total Revenues	31,217	15,317	9,105	10,300	4,104	4,800	696	17.0%
Expenses								
Payroll & Related								
Marketing	552,513	742,564	725,890	615,377	606,691	625,033	18,342	3.0%
Visitor Services	-	-	-	-	-	-	-	0.0%
Visitor Centers	-	-	-	-	-	-	-	0.0%
Total Payroll & Related	552,513	742,564	725,890	615,377	606,691	625,033	18,342	3.0%
Supplies & Services								
Marketing	152,293	181,840	145,074	140,600	66,116	142,500	76,384	115.5%
Visitor Services	151,035	106,598	93,920	72,840	51,940	45,600	(6,340)	-12.2%
Visitor Centers	50,744	50,976	46,144	45,250	42,367	26,400	(15,967)	-37.7%
Total Supplies & Services	354,072	339,414	285,138	258,690	160,423	214,500	54,077	33.7%
Travel & Entertainment								
Marketing	31,610	39,921	22,195	19,880	15,880	23,100	7,220	45.5%
Visitor Services	-	-	-	-	-	-	-	0.0%
Visitor Centers	-	-	-	-	-	-	-	0.0%
Total Travel & Entertainment	31,610	39,921	22,195	19,880	15,880	23,100	7,220	45.5%



Marketing

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Promotion & Advertising								
Marketing	2,829,642	3,528,396	2,061,224	2,112,340	2,011,340	2,116,200	104,860	5.2%
Visitor Services	-	-	-	-	-	-	-	0.0%
Visitor Centers	-	-	-	-	-	-	-	0.0%
Total Promotion & Advertising	2,829,642	3,528,396	2,061,224	2,112,340	2,011,340	2,116,200	104,860	5.2%
Special Projects								
Marketing	470,599	452,074	453,064	257,000	338,245	208,750	(129,495)	-38.3%
Visitor Services	-	-	-	-	-	-	-	0.0%
Visitor Centers	-	-	-	-	-	-	-	0.0%
Total Special Projects	470,599	452,074	453,064	257,000	338,245	208,750	(129,495)	-38.3%
Capital Outlay								
Marketing	9,729	13,240	5,576	5,600	4,100	4,100	-	0.0%
Visitor Services	-	-	-	-	-	-	-	0.0%
Visitor Centers	-	-	-	-	-	-	-	0.0%
Total Capital	9,729	13,240	5,576	5,600	4,100	4,100	-	0.0%
Total Expenses	4,248,165	5,115,609	3,553,087	3,268,887	3,136,679	3,191,683	55,004	1.8%
Departmental Profit (Loss)	(4,216,948)	(5,100,292)	(3,543,982)	(3,258,587)	(3,132,575)	(3,186,883)	54,308	1.7%
Margins - Profit (Loss)								
Marketing	(4,043,893)	(4,957,050)	(3,412,928)	(3,150,797)	(3,042,372)	(3,119,683)	77,311	2.5%
Visitor Services	(122,311)	(92,266)	(84,910)	(62,540)	(47,836)	(40,800)	(7,036)	-14.7%
Visitor Centers	(50,744)	(50,976)	(46,144)	(45,250)	(42,367)	(26,400)	(15,967)	-37.7%
Total Departmental Margins	(4,216,948)	(5,100,292)	(3,543,982)	(3,258,587)	(3,132,575)	(3,186,883)	54,308	1.7%

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

**Marketing
Fund 15060**

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	426,918	424,055	2,863	0.7%
	0305	Wages-Temp	-	-	-	0.0%
	0308	Wages - Casual No PERS	7,500	4,760	2,740	57.6%
	0311	Group Insurance	68,400	68,472	(72)	-0.1%
	0312	Retirement Expense	91,788	90,565	1,223	1.4%
	0313	Industrial Insurance	1,951	1,905	46	2.4%
	0314	Unemployment Expense	17,373	6,188	11,185	180.8%
	0317	FICA/Medicare	6,303	5,946	357	6.0%
	0380	Vehicle Allowance	4,800	4,800	-	0.0%
	0385	Moving Expense	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	625,033	606,691	18,342	3.0%
		Supplies and Services				
	0410	Office Supplies Expenses	4,600	2,264	2,336	103.2%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	4,800	4,439	361	8.1%
	0421	Communications	8,400	6,494	1,906	29.4%
	0422	Printing and Binding	3,000	1,162	1,838	158.2%
	0425	Fuel	-	-	-	0.0%
	0433	All Vehicle Related Repairs	-	-	-	0.0%
	0450	Prof Services - Legal	-	-	-	0.0%
	0452	Prof Services - Other	-	-	-	0.0%
	0460	Contractual Services	107,500	38,385	69,115	180.1%
	0462	Equip. Lease & Maintenance Agmts.	10,800	10,512	288	2.7%
	0470	Miscellaneous Expenses	1,400	1,530	(130)	-8.5%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	2,000	1,330	670	50.4%
	0474	Licenses	-	-	-	0.0%
		Total Supplies and Services	142,500	66,116	76,384	115.5%
		Travel and Entertainment				
	0501	Travel and Lodging	15,000	7,600	7,400	97.4%
	0504	Registrations	3,000	2,000	1,000	50.0%
	0505	Local Transportation	1,500	2,400	(900)	-37.5%
	0506	Entertainment	2,400	3,080	(680)	-22.1%
	0507	Meeting Expenses	1,200	800	400	50.0%
		Total Travel and Entertainment	23,100	15,880	7,220	45.5%

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

**Marketing
Fund 15060**

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)		
					Amount	% Percent	
Promotion and Advertising							
	0601	Hospitality	25,000	15,980	9,020	56.4%	
	0603	Booth Expense	10,000	3,000	7,000	233.3%	
	0605	Brochures	-	-	-	0.0%	
	0606	Promotional Materials	3,000	2,200	800	36.4%	
	0611	Advertising Production	120,000	115,000	5,000	4.3%	
	0613	Convention Advertising	126,000	212,170	(86,170)	-40.6%	
	0614	Tour & Travel Advertising	-	-	-	0.0%	
	0615	Other Advertising	330,000	188,960	141,040	74.6%	
	0616	Special Event Advertising	-	-	-	0.0%	
	0617	Research & Visitors Surveys	150,000	90,000	60,000	66.7%	
	0618	Advertising Agency Fees	65,000	68,830	(3,830)	-5.6%	
	0620	Fam Tours	-	-	-	0.0%	
	0622	Cooperative Advertising	100,000	100,000	-	0.0%	
	0624	Ski Cooperative Advertising	70,000	80,000	(10,000)	-12.5%	
	0625	Tourism Advertising Productions	12,000	12,000	-	0.0%	
	0626	Convention Advertising Productions	30,000	30,000	-	0.0%	
	0627	Website Design	85,200	85,200	-	0.0%	
	0630	Promotions	3,400	3,400	-	0.0%	
	0640	Community Awareness Progr.	15,000	15,000	-	0.0%	
	0662	Sport & Event Marketing	-	-	-	0.0%	
	0670	Special Events Advertising	-	-	-	0.0%	
	0671	Special Events Ad. Production	45,000	45,000	-	0.0%	
	0675	Motel Marketing	-	-	-	0.0%	
	0680	Broadcast Media	578,400	460,000	118,400	25.7%	
	0681	Outdoor Media	246,600	25,000	221,600	886.4%	
	0682	Consumer Print Media	50,000	408,000	(358,000)	-87.7%	
	0683	Broadcast Production	51,600	51,600	-	0.0%	
		Total Promotion and Advertising	2,116,200	2,011,340	104,860	5.2%	
07		Special Projects					
	0730	Special Promotions & Site Fees	88,750	89,000	(250)	-0.3%	
	0731	Special Events Promotions	120,000	249,245	(129,245)	-51.9%	
		Total Special Projects	208,750	338,245	(129,495)	-38.3%	
02		Capital Outlay					
	0220	Minor Equipment	4,100	4,100	-	0.0%	
	0275	Software Purchases	-	-	-	0.0%	
		Total Capital Outlay	4,100	4,100	-	0.0%	
		Total Expenditures and Uses	3,119,683	3,042,372	77,311	2.5%	
		Revenues					
	R360	Miscellaneous Revenues	-	-	-	0.0%	
		Total Revenues	-	-	-	0.0%	
		Net Departmental Expenses	3,119,683	3,042,372	77,311	2.5%	

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

VISITOR SERVICES

DESCRIPTION: The Reno Tahoe call center will continue to be outsourced.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES:

- To provide customer service and answer questions about the destination through a variety of 800 numbers.
- To refer potential visitors to hotels/motels for accommodations, or refer to Silver Voyages for lodging and activity packages.
- Refer potential visitors to visitrenotahoe.com.

Payroll and Related:

- Not Applicable

Supplies and Services:

- 0420 - Postage and Freight: Expense of sending out Visitor Planners.
- 0421 - Communications: Toll Free numbers and use expense.
- 0460 - Contractual Services: Answer West contract for services maintaining the call center services.

Travel and Entertainment:

- Not Applicable

Capitol Outlay:

- Not Applicable

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Visitor Services

Fund 15061

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	-	-	-	0.0%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages - Casual No PERS	-	-	-	0.0%
	0311	Group Insurance	-	-	-	0.0%
	0312	Retirement Expense	-	-	-	0.0%
	0313	Industrial Insurance	-	-	-	0.0%
	0314	Unemployment Expense	-	-	-	0.0%
	0317	FICA/Medicare	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	-	-	-	0.0%
04		Supplies and Services				
	0410	Office Supplies Expenses	-	-	-	0.0%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	3,000	726	2,274	313.2%
	0421	Communications	6,600	5,846	754	12.9%
	0422	Printing & Binding	-	-	-	0.0%
	0444	Repairs - Equipment	-	-	-	0.0%
	0460	Contractual Services	36,000	45,368	(9,368)	-20.6%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0473	Dues and Subscriptions	-	-	-	0.0%
	0474	Licenses	-	-	-	0.0%
			45,600	51,940	(6,340)	-12.2%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	-	-	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
	0275	Software Purchases	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0605	Brochures	-	-	-	0.0%
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Visitor Services

Fund 15061

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
07		Special Projects				
	0730	Special Promotions	-	-	-	0.0%
		Total Special Projects	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0%</u>
		Total Expenses	<u>45,600</u>	<u>51,940</u>	<u>(6,340)</u>	<u>-12.2%</u>
		Revenues				
	R100	Information Referral Information	4,800	4,104	696	17.0%
	R360	Misc Revenue-Website	-	-	-	0.0%
		Total Revenues	<u>4,800</u>	<u>4,104</u>	<u>696</u>	<u>17.0%</u>
		Net Departmental Expenses	<u>40,800</u>	<u>47,836</u>	<u>(7,036)</u>	<u>-14.7%</u>

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

VISITOR CENTERS

DESCRIPTION: The budget assumes continued participation with the Sparks Chamber of Commerce to operate a regional visitor center. The location of the visitor center will relocate to Legends at Sparks Marina in FY 10-11.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Continue to partially fund and support the Sparks Visitor Center (\$26,400).

Payroll and Related:

- Not applicable.

Supplies and Services:

- 0460- Partial Funding of the Sparks Visitor Center.

Travel and Entertainment:

- Not applicable

Capitol Outlay:

- Not Applicable

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Visitor Centers

Fund 15064

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	-	-	-	0.0%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages - Casual No PERS	-	-	-	0.0%
	0311	Group Insurance	-	-	-	0.0%
	0312	Retirement Expense	-	-	-	0.0%
	0313	Industrial Insurance	-	-	-	0.0%
	0314	Unemployment Expense	-	-	-	0.0%
	0317	FICA/Medicare	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	-	-	-	0.0%
04		Supplies and Services				
	0401	Utilities - Electric	-	-	-	0.0%
	0402	Utilities - Gas & Heat	-	-	-	0.0%
	0403	Utilities - Water	-	-	-	0.0%
	0410	Office Supplies Expenses	-	-	-	0.0%
	0411	Maintenance Supplies	-	-	-	0.0%
	0412	Janitorial Supplies	-	-	-	0.0%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	-	-	-	0.0%
	0421	Communications	-	-	-	0.0%
	0422	Printing & Binding	-	-	-	0.0%
	0444	All Equipment Related Repairs	-	-	-	0.0%
	0460	Contractual Services	26,400	42,367	(15,967)	-37.7%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	-	-	-	0.0%
	0474	Licenses	-	-	-	0.0%
	0481	Credit Card Discounts	-	-	-	0.0%
	0486	Cost of Goods Sold	-	-	-	0.0%
		Total Supplies and Services	26,400	42,367	(15,967)	-37.7%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	-	-	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
	0275	Software Purchases	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Visitor Centers

Fund 15064

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0605	Brochures	-	-	-	0.0%
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
07		Special Projects				
	0730	Special Promotions	-	-	-	0.0%
		Total Special Projects	-	-	-	0.0%
		Total Expenses	26,400	42,367	(15,967)	-37.7%
		Revenues				
	R360	Miscellaneous Revenues	-	-	-	0.0%
	R401	Visitor Centers Revenue	-	-	-	0.0%
	R402	NBS Retail Sales	-	-	-	0.0%
	R490	Sign Leases	-	-	-	0.0%
		Total Revenues	-	-	-	0.0%
		Net Departmental Expenses	26,400	42,367	(15,967)	-37.7%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO- SPARKS CONVENTION CENTER

DESCRIPTION: The Reno-Sparks Convention Center offers more than 500,000 square feet of exhibition, meeting room, and pre-function space. A total of 381,000 square feet of exhibit space is available in five (5) contiguous halls. The facility provides 81,000 square feet of concourse and pre-function space – 17,500 square feet of which serves as a central registration area. The Mt. Rose Ballroom furnishes meeting planners with 30,000 square feet of multi-purpose swing space for formal dining functions, general sessions, seminars, and/or exhibits. The ballroom subdivides into seven (7) smaller breakout rooms. Forty-six (46) meeting rooms (excluding seven ballroom breakout rooms) encompassing 72,000 square feet, affords clients with flexible space to meet the unique requirements of each show.

The Convention Center includes state-of-the-art lighting, heating, ventilation, air conditioning, audio/visual and communication technology to address the increasing service requirements demanded by show clients. Skylights and vibrant colors highlight the corridors throughout the facility. Since December of 2008 the new Atlantis Sky Bridge has been operating, and is, and will continue to generate a positive experience for clients of both facilities.

STAFF: The Convention Center staff is comprised of twenty-seven (27) full-time positions including one Vice President of Facilities position shared with other facilities. There are four departments within the Convention Center consisting of:

- Administration – Vice President of Facilities, Assistant General Manager, Event Services Manager, Senior Event Coordinator, Office Administrator, and an Audio Visual Manager.
- Engineering – Engineering Supervisor and four Building Engineer Specialists.
- Maintenance – Facility Services Supervisor, three Senior Facility Service Workers and seven Facility Service Workers.
- Public Safety – Public Safety Supervisor and three Public Safety Officers II.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Achieve goals and measurements as outlined in the Strategic Plan.
- To provide superior customer service in support of Sales Department efforts and retention of current client base. Increase customer service levels through employee training, high quality features and convenience.
- Continue to monitor and track energy efficiency program.
- Increase “Green” efforts with respect to recycling, lighting retrofits, and investigating Leadership in Energy and Environmental Design (LEED) steps for the facility.
- Increase facility utilization through increased short-term sales efforts.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO-SPARKS CONVENTION CENTER CONTINUED

STRATEGIES / PROGRAMS:

- Continue short-term business development sales initiatives.
- Coordinate sales initiative and activities with Well Bread Restaurant Services.
- Continue to maximize all available revenue streams.
- Employee product and guest relations training.
- Maximize the development and use of the Event Business Management System (EBMS) throughout the Convention Center and coordinate efforts with RSCVA Sales & Marketing Departments.
- Continue to practice the ten Guiding Principles and RSCC Mission Statement as developed by staff which include the following:
 - ✓ Documented training for each department
 - ✓ Implement “Know Your Building” course
 - ✓ Establish Employee Advisory Panel
 - ✓ Work order reporting/documentation
 - ✓ Employee Exchange Program
 - ✓ Customer Service Training
 - ✓ Recognition Program
- Continue Event Coordinator site visits at other facilities:
 - ✓ Provides training and a network for problem solving
- Implement additional “Green” initiatives and continue to work with local groups, i.e. Keep Truckee Meadows Beautiful to promote facility sustainability.

Revenues:

- Due to the lower number of major conventions/trade show, total revenues are projected to decrease by 8.2%.
- Facility rental rates will remain at the current rate of \$0.275 per net square foot.
- Parking rates will remain at seven dollars (\$7) per vehicle.
- Concessions and catering revenue is projected to decrease by \$120,365 (28.4%) as a result of fewer major conventions, fewer corporate events, social functions and smaller public shows.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO- SPARKS CONVENTION CENTER CONTINUED

Operating Expenses:

- Due to the calendar of conventions and trade shows, the RSCC's supplies and services are projected to increase in FY 09-10 by 4.6%.
- Major expenses include \$350,000 which has been budgeted for tents for Safari Club International's Annual Convention.
- Overall, electrical & other utility costs are projected to increase slightly compared to FY 09-10. Nevada Energy has projected a slight decrease in electric utility and gas utility rates
- The Public Safety Department will continue to see an increase in building related repairs of \$7,092. Many of the department's fifty eight security cameras have reached their life expectancy (5 years) and require replacement.

FINANCIAL DEPARTMENTAL DETAIL:

The financial reporting of the Reno-Sparks Convention Center is made up of the following four areas: Administrative, Maintenance, Engineering, and Public Safety. A consolidated summary is included.

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Administrative	657,226	654,399	2,827	0.4%
Maintenance	726,448	666,888	59,560	8.9%
Engineering	368,322	357,960	10,362	2.9%
Public Safety	391,712	464,926	(73,214)	-15.7%
Total Payroll and Related	2,143,708	2,144,173	(465)	0.0%
Supplies and Services				
Administrative	567,208	567,370	(162)	0.0%
Maintenance	133,730	122,459	11,271	9.2%
Engineering	1,126,582	1,076,346	50,236	4.7%
Public Safety	83,470	60,785	22,685	37.3%
Total Supplies and Services	1,910,990	1,826,960	84,030	4.6%
Travel and Entertainment				
Administrative	7,175	9,961	(2,786)	-28.0%
Maintenance	-	-	-	0.0%
Engineering	-	-	-	0.0%
Public Safety	-	-	-	0.0%
Total Travel and Entertainment	7,175	9,961	(2,786)	-28.0%
Promotion and Advertising				
Administrative	6,800	3,200	3,600	112.5%
Maintenance	-	-	-	0.0%
Engineering	-	-	-	0.0%
Public Safety	-	-	-	0.0%
Total Promotion and Advertising	6,800	3,200	3,600	112.5%
Capital Outlay				
Administrative	-	-	-	0.0%
Maintenance	-	-	-	0.0%
Engineering	-	-	-	0.0%
Public Safety	-	-	-	0.0%
Total Capital Outlay	-	-	-	0.0%
Total Expenditures	4,068,673	3,984,294	84,379	2.1%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Operating Revenues				
Administrative	2,102,485	2,291,531	(189,046)	-8.2%
Maintenance	-	-	-	0.0%
Engineering	-	-	-	0.0%
Public Safety	-	-	-	0.0%
Total Operating Revenues	<u>2,102,485</u>	<u>2,291,531</u>	<u>(189,046)</u>	<u>-8.2%</u>
Profit or (Loss)	<u>(1,966,188)</u>	<u>(1,692,763)</u>	<u>(273,425)</u>	<u>16.2%</u>
Margin Percentage	-93.5%	-73.9%	(19.6)	26.6%
Departmental Profit or (Loss)				
Margins				
Administrative	864,076	1,056,601	(192,525)	-18.2%
Maintenance	(860,178)	(789,347)	(70,831)	9.0%
Engineering	(1,494,904)	(1,434,306)	(60,598)	4.2%
Public Safety	(475,182)	(525,711)	50,529	-9.6%
Total Departmental Profit or (Loss)	<u>(1,966,188)</u>	<u>(1,692,763)</u>	<u>(273,425)</u>	<u>16.2%</u>



Convention Center

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Revenues								
Facility Rentals	2,179,329	2,048,374	1,486,542	1,450,260	1,123,991	1,110,505	(13,486)	-1.2%
Concessions	1,003,168	1,322,420	609,665	459,050	423,365	303,000	(120,365)	-28.4%
Miscellaneous & Vending	1,117,931	1,379,906	697,448	520,406	460,006	484,880	24,874	5.4%
Event Parking	408,146	555,556	349,853	237,500	284,169	204,100	(80,069)	-28.2%
Total Revenues	4,708,574	5,306,256	3,143,508	2,667,216	2,291,531	2,102,485	(189,046)	-8.2%
Expenses								
Payroll & Related	3,108,205	3,057,690	2,492,369	2,355,744	2,144,173	2,143,708	(465)	0.0%
Supplies & Services	2,069,485	2,515,932	1,956,203	1,976,490	1,826,960	1,910,990	84,030	4.6%
Travel & Entertainment	26,815	22,340	6,891	7,175	9,961	7,175	(2,786)	-28.0%
Promotion & Advertising	28	5,760	2,672	6,800	3,200	6,800	3,600	112.5%
Capital Outlay	-	5,480	-	-	-	-	-	0.0%
Total Expenses	5,204,533	5,607,202	4,458,135	4,346,209	3,984,294	4,068,673	84,379	2.1%
Departmental Profit (Loss)	(495,959)	(300,946)	(1,314,627)	(1,678,993)	(1,692,763)	(1,966,188)	(273,425)	16.2%
Margin Percentage	-10.5%	-5.7%	-41.8%	-62.9%	-73.9%	-93.5%	(19.6)	26.6%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Administration

Fund 15030

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	436,153	441,910	(5,757)	-1.3%
	0305	Temporary Personnel Services	23,150	33,632	(10,482)	-31.2%
	0308	Wages-Casual	5,600	3,336	2,264	67.9%
	0311	Group Insurance	62,040	59,158	2,882	4.9%
	0312	Retirement Expense	93,776	93,494	282	0.3%
	0313	Industrial Insurance	8,833	7,441	1,392	18.7%
	0314	Unemployment Expense	17,667	6,459	11,208	173.5%
	0317	FICA/Medicare	6,407	5,369	1,038	19.3%
	0321	Employee Training	-	-	-	0.0%
	0327	Insurance Contribution	-	-	-	0.0%
	0380	Vehicle Allowances	3,600	3,600	-	0.0%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	657,226	654,399	2,827	0.4%
04		Supplies and Services				
	0410	Office Supplies Expenses	10,800	8,327	2,473	29.7%
	0415	Miscellaneous Supplies	32,900	37,890	(4,990)	-13.2%
	0420	Postage & Freight	2,700	1,546	1,154	74.6%
	0421	Communications	2,400	15,069	(12,669)	-84.1%
	0422	Printing and Binding	1,000	250	750	300.0%
	0444	Repairs - Equipment	-	-	-	0.0%
	0450	Professional Services - Legal	-	-	-	0.0%
	0460	Contractual Services	7,060	2,388	4,672	195.6%
	0462	Equip. Lease & Maintenance Agmts.	3,600	3,600	-	0.0%
	0463	Insurance	134,424	134,664	(240)	-0.2%
	0470	Miscellaneous Expenses	367,259	359,014	8,245	2.3%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	2,400	2,122	278	13.1%
	0474	Licenses	2,665	2,500	165	6.6%
	0481	Credit Card Disc/Cash Over	-	-	-	0.0%
		Total Supplies and Services	567,208	567,370	(162)	0.0%
05		Travel and Entertainment				
	0501	Travel and Lodging	5,500	7,807	(2,307)	-29.6%
	0504	Registrations	1,275	1,954	(679)	-34.7%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	400	200	200	100.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	7,175	9,961	(2,786)	-28.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Administration

Fund 15030

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	1,800	450	1,350	300.0%
	0615	Other Advertising	5,000	2,750	2,250	81.8%
		Total Promotion and Advertising	6,800	3,200	3,600	112.5%
02		Capital Outlay				
	0201	Major Repair	-	-	-	0.0%
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	1,238,409	1,234,930	3,479	0.3%
		Revenues				
	R310	Rental Income	4,582,829	3,940,689	642,140	16.3%
	R311	Facility Rental Discounts	(3,472,324)	(2,816,698)	(655,626)	23.3%
	R313	Sign/Reader Board Rental	-	-	-	0.0%
	R314	Rental Rebate (Hotels)	145,000	21,537	123,463	573.3%
	R320	Concessions and Catering	303,000	423,365	(120,365)	-28.4%
	R330	Set-up Charges	9,155	17,385	(8,230)	-47.3%
	R333	Vending Machine Revenue	9,805	9,459	346	3.7%
	R360	Miscellaneous Revenues	3,000	3,838	(838)	-21.8%
	R365	A/V Equipment Rental	166,785	223,718	(56,933)	-25.4%
	R370	Technical Service	122,000	144,992	(22,992)	-15.9%
	R375	Telecom	14,540	20,751	(6,211)	-29.9%
	R415	Sale Of Fixed Assets	-	-	-	0.0%
	R420	Gain (Loss) Sale of Fixed Assets	-	-	-	0.0%
	R480	Other Rental Revenue	-	1,109	(1,109)	-100.0%
	R490	Sign Leases	750	225	525	233.3%
	R520	Event Parking Fees	204,100	284,169	(80,069)	-28.2%
	R750	Cost Reimbursables	13,845	16,992	(3,147)	-18.5%
		Total Revenues	2,102,485	2,291,531	(189,046)	-8.2%
		Departmental Profit (Loss)	864,076	1,056,601	(192,525)	-18.2%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Maintenance

Fund 15031

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	384,316	365,797	18,519	5.1%
	0305	Temporary Personnel Services	86,353	70,877	15,476	21.8%
	0308	Wages-Casual	-	-	-	0.0%
	0311	Group Insurance	111,600	103,276	8,324	8.1%
	0312	Retirement Expense	82,630	81,634	996	1.2%
	0313	Industrial Insurance	26,902	24,486	2,416	9.9%
	0314	Unemployment Expense	15,375	5,610	9,765	174.1%
	0317	FICA/Medicare	5,572	4,903	669	13.6%
	0320	Clothing and Uniform Expenses	13,500	10,305	3,195	31.0%
	0321	Employee Training	200	-	200	100.0%
	0327	Insurance Contribution	-	-	-	0.0%
	0395	Safety Equipment	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	726,448	666,888	59,560	8.9%
04		Supplies and Services				
	0405	Trash Removal	37,450	32,584	4,866	14.9%
	0411	Maintenance Supplies	-	-	-	0.0%
	0412	Janitorial Supplies	40,200	44,731	(4,531)	-10.1%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	-	-	-	0.0%
	0425	Fuel	-	-	-	0.0%
	0430	All Building Related Repairs	-	-	-	0.0%
	0433	All Vehicle Related Repairs	-	-	-	0.0%
	0444	All Equipment Related Repairs	9,000	3,741	5,259	140.6%
	0460	Contractual Services	47,080	41,403	5,677	13.7%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
		Total Supplies and Services	133,730	122,459	11,271	9.2%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	-	-	-	0.0%
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	860,178	789,347	70,831	9.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Engineering

Fund 15032

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	221,755	244,292	(22,537)	-9.2%
	0305	Temporary Personnel Services	36,000	-	36,000	100.0%
	0308	Wages-Casual	-	-	-	0.0%
	0311	Group Insurance	34,500	35,004	(504)	-1.4%
	0312	Retirement Expense	47,673	52,338	(4,665)	-8.9%
	0313	Industrial Insurance	15,528	17,264	(1,736)	-10.1%
	0314	Unemployment Expense	8,873	3,719	5,154	138.6%
	0317	FICA/Medicare	3,213	3,542	(329)	-9.3%
	0320	Clothing and Uniform Expenses	-	-	-	0.0%
	0321	Employee Training	-	1,020	(1,020)	-100.0%
	0327	Insurance Contribution	-	-	-	0.0%
	0395	Safety Equipment	780	781	(1)	-0.1%
		Total Payroll and Related	368,322	357,960	10,362	2.9%
04		Supplies and Services				
	0401	Utilities - Electric	720,335	669,627	50,708	7.6%
	0402	Utilities - Gas & Heat	168,513	177,951	(9,438)	-5.3%
	0403	Utilities - Water	41,633	39,715	1,918	4.8%
	0404	Utilities - Sewer	20,039	14,163	5,876	41.5%
	0407	Fire Protection	1,804	1,679	125	7.4%
	0412	Janitorial Supplies	-	-	-	0.0%
	0415	Miscellaneous Supplies	2,544	2,407	137	5.7%
	0425	Fuel	-	-	-	0.0%
	0430	All Building Related Repairs	116,610	116,294	316	0.3%
	0433	All Vehicle Related Repairs	-	-	-	0.0%
	0444	All Equipment Related Repairs	8,208	8,801	(593)	-6.7%
	0460	Contractual Services	46,896	45,709	1,187	2.6%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
		Total Supplies and Services	1,126,582	1,076,346	50,236	4.7%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Engineering

Fund 15032

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
02		Capital Outlay				
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment Purchases	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	1,494,904	1,434,306	60,598	4.2%
		Revenues				
	R360	Miscellaneous Revenue	-	-	-	0.0%
	R750	Cost Reimbursables	-	-	-	0.0%
		Total Revenues	-	-	-	0.0%
		Net Departmental Expenses	1,494,904	1,434,306	60,598	4.2%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Public Safety

Fund 15035

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	180,266	240,316	(60,050)	-25.0%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual	104,928	104,580	348	0.3%
	0311	Group Insurance	28,800	37,150	(8,350)	-22.5%
	0312	Retirement Expense	34,461	44,209	(9,748)	-22.0%
	0313	Industrial Insurance	17,396	21,119	(3,723)	-17.6%
	0314	Unemployment Expense	11,407	4,442	6,965	156.8%
	0317	FICA/Medicare	4,134	4,936	(802)	-16.2%
	0320	Clothing and Uniform Expenses	5,400	5,260	140	2.7%
	0321	Employee Training	2,520	1,014	1,506	148.5%
	0395	Safety Equipment	2,400	1,900	500	26.3%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	391,712	464,926	(73,214)	-15.7%
04		Supplies and Services				
	0410	Office Supplies Expenses	1,500	993	507	51.1%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0421	Communications	22,800	22,317	483	2.2%
	0422	Printing and Binding	4,500	2,917	1,583	54.3%
	0425	Fuel	15,500	8,243	7,257	88.0%
	0430	All Building Related Repairs	24,800	17,738	7,062	39.8%
	0433	All Vehicle Related Repairs	3,600	1,073	2,527	235.5%
	0444	All Equipment Related Repairs	-	-	-	0.0%
	0460	Contractual Services	10,200	6,934	3,266	47.1%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0473	Dues and Subscriptions	570	570	-	0.0%
	0474	Licenses	-	-	-	0.0%
		Total Supplies and Services	83,470	60,785	22,685	37.3%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Convention Center - Public Safety

Fund 15035

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
02		Capital Outlay				
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	475,182	525,711	(50,529)	-9.6%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

NATIONAL BOWLING STADIUM

DESCRIPTION: The National Bowling Stadium (NBS) was designed to fulfill every tournament director's fantasy of a bowling facility. Seventy-eight (78) bowling lanes are complimented by a state-of-the-art digital, eight foot tall scoring system, spacious tournament offices, squad rooms, 440 lockers, retail space and an exclusive lounge for tournament VIP's. The NBS plays host to the United States Bowling Congress (USBC) Open Championships, which brings approximately 80,000 bowlers over a 4-month period every third year, and the United States Bowling Congress Women's Championships, which brings approximately 55,000 bowlers over a 4-month period every third year.

STAFF: The National Bowling Stadium has three full-time employees – Operations Manager, Audio/Visual Bowling Maintenance Manager, and one Pinsetter Mechanic.

SHARED STAFF: The National Bowling Stadium shares fifteen full-time employees with the other facilities – Vice President of Facilities, Administrative Assistant II, Facility Maintenance Manager, two Building Engineering Specialists, Facility Service Supervisor, four Senior Facility Service Workers, two Facility Service Workers, Scoring and Network Technician, Public Safety Supervisor, and one Public Safety Officer II.

FISCAL YEAR 2010-2011 OBJECTIVES:

- To control operating expenses within the projected FY 10-11 NBS budget.
- To achieve the goal of attracting 500 teams to the Storm National Mixed Championships Tournament.
- To achieve the goal of attracting 16,500 teams to the USBC Open Championships Tournament.

Revenues:

The primary sources for revenue for FY 10-11 occur in December from Storm National Mixed Championships Tournament and February – June from the USBC Open Championships Tournament.

Operating Expenses:

Site fees within the FY 10-11 budget include the 2010 USBC Open Championship (\$400,000), 2011 USBC Open Championship (\$401,000), 2012 USBC Women's Championships (\$300,000) and 2013 USBC Open Championships (\$480,000).

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

NATIONAL BOWLING STADIUM CONTINUED

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

National Bowling Stadium - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Administrative	1,440,793	1,321,084	119,709	9.1%
Total Payroll and Related	<u>1,440,793</u>	<u>1,321,084</u>	<u>119,709</u>	<u>9.1%</u>
Supplies and Services				
Administrative	1,055,204	994,212	60,992	6.1%
Total Supplies and Services	<u>1,055,204</u>	<u>994,212</u>	<u>60,992</u>	<u>6.1%</u>
Travel and Entertainment				
Administrative	7,900	12,426	(4,526)	-36.4%
Total Travel and Entertainment	<u>7,900</u>	<u>12,426</u>	<u>(4,526)</u>	<u>-36.4%</u>
Capital Outlay				
Administrative	-	-	-	0.0%
Total Capital Outlay	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0%</u>
Promotion and Advertising				
Administrative	16,000	32,491	(16,491)	-50.8%
Total Promotion and Advertising	<u>16,000</u>	<u>32,491</u>	<u>(16,491)</u>	<u>-50.8%</u>
Special Projects				
Administrative	1,531,000	501,723	1,029,277	205.1%
Total Special Projects	<u>1,531,000</u>	<u>501,723</u>	<u>1,029,277</u>	<u>205.1%</u>
Total Expenditures and Uses	<u>4,050,897</u>	<u>2,861,936</u>	<u>1,188,961</u>	<u>41.5%</u>
Operating Revenues				
Administrative	2,118,000	1,904,094	213,906	11.2%
Total Operating Revenues	<u>2,118,000</u>	<u>1,904,094</u>	<u>213,906</u>	<u>11.2%</u>
Profit or (Loss)	<u>(1,932,897)</u>	<u>(957,842)</u>	<u>(975,055)</u>	<u>101.8%</u>
Margin Percentage	-91.3%	-50.3%	(41.0)	81.4%
Departmental Profit or (Loss) Margins				
Administrative	(1,932,897)	(957,842)	(975,055)	101.8%
Total Departmental Profit or (Loss)	<u>(1,932,897)</u>	<u>(957,842)</u>	<u>(975,055)</u>	<u>101.8%</u>



National Bowling Stadium

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Revenues								
Lineage	1,314,927	401,548	1,184,827	1,223,000	1,039,444	1,202,500	163,056	15.7%
Concessions	299,972	154,309	119,630	311,000	310,167	393,500	83,333	26.9%
Subsidy-Reno	191,081	275,978	-	-	-	-	-	0.0%
Tenant Leases	107,099	71,847	58,007	102,500	100,242	107,000	6,758	6.7%
Signage	45,755	29,282	3,954	43,300	58,313	43,300	(15,013)	-25.7%
Miscellaneous	287,818	79,608	109,195	150,000	153,150	107,700	(45,450)	-29.7%
Dome Theater	-	-	-	-	-	-	-	0.0%
Telecom	-	-	9,000	37,500	45,000	45,000	-	0.0%
Parking	152,254	-	23,719	219,000	197,778	219,000	21,222	10.7%
Total Revenues	2,398,906	1,012,572	1,508,332	2,086,300	1,904,094	2,118,000	213,906	11.2%
Expenses								
Payroll & Related	1,576,313	1,386,705	1,253,259	1,619,729	1,321,084	1,440,793	119,709	9.1%
Supplies & Services	1,281,635	990,595	881,861	970,453	994,212	1,055,204	60,992	6.1%
Travel & Entertainment	17,794	20,817	15,891	6,500	12,426	7,900	(4,526)	-36.4%
Promotion & Advertising	96,477	104,124	73,571	16,000	32,491	16,000	(16,491)	-50.8%
Special Projects	584,000	650,000	517,212	500,000	501,723	1,531,000	1,029,277	205.1%
Capital Outlay	-	-	-	-	-	-	-	0.0%
Total Expenses	3,556,219	3,152,241	2,741,794	3,112,682	2,861,936	4,050,897	1,188,961	41.5%
Departmental Profit (Loss)	(1,157,313)	(2,139,669)	(1,233,462)	(1,026,382)	(957,842)	(1,932,897)	(975,055)	101.8%
Margin Percentage	-48.2%	-211.3%	-81.8%	-49.2%	-50.3%	-91.3%	(41.0)	81.4%
Events	USBC-M	Dark	USBC-W	USBC-Open	USBC-Open	USBC-Open		

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

National Bowling Stadium - Administration

Fund 15130

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	774,010	739,023	34,987	4.7%
	0305	Temporary Personnel Services	49,500	46,752	2,748	5.9%
	0308	Wages-Casual	276,692	233,457	43,235	18.5%
	0311	Group Insurance	72,000	74,649	(2,649)	-3.5%
	0312	Retirement Expense	166,410	156,456	9,954	6.4%
	0313	Industrial Insurance	36,775	29,630	7,145	24.1%
	0314	Unemployment Expense	42,027	18,042	23,985	132.9%
	0317	FICA/Medicare	15,234	14,011	1,223	8.7%
	0320	Clothing & Uniform Expense	6,345	7,264	(919)	-12.7%
	0321	Employee Training	-	-	-	0.0%
	0380	Vehicle Allowances	1,800	1,800	-	0.0%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	1,440,793	1,321,084	119,709	9.1%
04		Supplies and Services				
	0401	Utilities - Electric	493,000	459,135	33,865	7.4%
	0402	Utilities - Gas & Heat	87,000	80,876	6,124	7.6%
	0403	Utilities - Water	8,400	5,673	2,727	48.1%
	0404	Utilities - Sewer	4,500	4,310	190	4.4%
	0405	Trash Removal	19,500	19,645	(145)	-0.7%
	0407	Fire Protection	10,800	12,084	(1,284)	-10.6%
	0410	Office Supplies Expenses	12,000	11,913	87	0.7%
	0411	Maintenance Supplies	6,000	6,284	(284)	-4.5%
	0412	Janitorial Supplies	30,500	23,180	7,320	31.6%
	0415	Miscellaneous Supplies	9,000	9,290	(290)	-3.1%
	0420	Postage & Freight	8,400	9,689	(1,289)	-13.3%
	0421	Communications	13,200	13,314	(114)	-0.9%
	0422	Printing and Binding	2,400	892	1,508	169.1%
	0425	Fuel - Auto	-	-	-	0.0%
	0430	All Building & Grounds Related Repairs	42,000	35,273	6,727	19.1%
	0433	All Vehicle Related Repairs	600	438	162	37.0%
	0441	Lesae - Principal	-	-	-	0.0%
	0442	Lease - Interest	-	-	-	0.0%
	0444	All Equipment Related Repairs	18,000	15,511	2,489	16.0%
	0450	Professional Services - Legal	-	-	-	0.0%
	0452	Professional Services - Other	22,000	32,666	(10,666)	-32.7%
	0454	Elevator & Escalator Costs	32,400	25,781	6,619	25.7%
	0460	Contractual Services	4,200	3,639	561	15.4%
	0462	Equip. Lease & Maintenance Agmts.	12,000	9,950	2,050	20.6%
	0463	Insurance	36,204	36,384	(180)	-0.5%
	0466	Bowling Ball Expense	-	-	-	0.0%
	0467	Rental Bowling Shoe Expense	-	-	-	0.0%
	0468	Repair & Maintenance Pinsetters	36,000	41,100	(5,100)	-12.4%
	0469	Bowling Lane Maintenance	6,000	5,032	968	19.2%
	0470	Miscellaneous Expenses	2,400	2,721	(321)	-11.8%
	0471	Finance Charges	-	-	-	0.0%
	0472	Equipment Rental	-	-	-	0.0%
	0473	Dues and Subscriptions	6,400	6,416	(16)	-0.2%
	0474	Licenses	6,300	6,103	197	3.2%
	0475	Food Purchases	-	-	-	0.0%
	0476	Soft Drink Purchases	-	-	-	0.0%
	0477	Beer Purchases	-	-	-	0.0%
	0478	Liquor & Wine Purchases	-	-	-	0.0%
	0479	Paper Products	-	-	-	0.0%
	0481	Credit Card Discounts	-	-	-	0.0%
	0482	Audio - Visual Supplies	66,000	57,713	8,287	14.4%
	0483	Bowling Pin Expense	60,000	59,200	800	1.4%
	0486	Cost of Goods Sold	-	-	-	0.0%
		Total Supplies and Services	1,055,204	994,212	60,992	6.1%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

National Bowling Stadium - Administration

Fund 15130

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
05		Travel and Entertainment				
	0501	Travel and Lodging	4,500	5,406	(906)	-16.8%
	0504	Registrations	1,000	1,179	(179)	-15.2%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	2,400	5,841	(3,441)	-58.9%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	7,900	12,426	(4,526)	-36.4%
02		Capital Outlay				
	0204	Major Repairs	-	-	-	0.0%
	0212	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
06		Promotion and Advertising				
	0601	Hospitality	8,500	6,108	2,392	39.2%
	0603	Booth Expense	500	500	-	0.0%
	0605	Brochures	1,000	1,000	-	0.0%
	0606	Promotional Materials	-	8,238	(8,238)	-100.0%
	0611	Advertising Productions	-	-	-	0.0%
	0612	Consumer Advertising	-	-	-	0.0%
	0615	Other Advertising	-	12,500	(12,500)	-100.0%
	0620	Familiarization Tours	-	-	-	0.0%
	0630	Promotions	6,000	4,145	1,855	44.8%
	0645	Video Production	-	-	-	0.0%
		Total Promotion and Advertising	16,000	32,491	(16,491)	-50.8%
07		Special Projects				
	0715	Prizes & Awards	100,000	-	100,000	100.0%
	0731	USBC - Women's Site Fees	300,000	300,000	-	0.0%
	0732	USBC - Men's Site Fees	1,131,000	201,723	929,277	460.7%
		Total Special Projects	1,531,000	501,723	1,029,277	205.1%
		Total Expenditures and Uses	4,050,897	2,861,936	1,188,961	41.5%
		Operating Revenues				
	R105	Bowling Revenues	1,202,500	1,039,444	163,056	15.7%
	R106	Tenant Lease Revenues	107,000	100,242	6,758	6.7%
	R320	Concessions & Catering Net	393,500	310,009	83,491	26.9%
	R520	Parking Revenue Fees	219,000	197,778	21,222	10.7%
	R370	Technical Services	-	-	-	0.0%
	R310	Rental Income	45,000	45,000	-	0.0%
	R331	Food Sales	-	-	-	0.0%
	R332	Beverage Sales	-	-	-	0.0%
	R333	Vending Machine Revenues	-	-	-	0.0%
	R360	Miscellaneous Rev	23,700	26,872	(3,172)	-11.8%
	R490	Sign Leases	4,000	4,863	(863)	-17.7%
	R375	Telcom Revenues	43,300	58,313	(15,013)	-25.7%
	R385	Subsidy - Reno	-	-	-	0.0%
	R314	Room Rebates	80,000	121,573	(41,573)	-34.2%
		Operating Revenues	2,118,000	1,904,094	213,906	11.2%
		Departmental Profit or (Loss)	(1,932,897)	(957,842)	(975,055)	101.8%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO EVENTS CENTER

DESCRIPTION: The Reno Events Center (REC) is part of a \$65 million two-phased project to develop a special events and convention/meeting venue in downtown Reno. The Center is located one block north of the National Bowling Stadium. The 118,000 square foot facility encompasses a multipurpose space on the first floor that may be used for concerts/sporting events, large dinners and small conventions and trade shows. Meeting rooms/suites are on the second floor.

STAFF: The Reno Events Center has two full-time employees – Operations Manager and Building Engineer Specialist.

SHARED STAFF: The Reno Events Center shares fifteen full-time employees with other facilities. These positions include Vice President of Facilities, Administrative Assistant II, Facility Maintenance Manager, two Building Engineering Specialists, Facility Service Supervisor, four Senior Facility Service Workers, two Facility Service Workers, Box Office Manager, Public Safety Supervisor, and one Public Safety Officer II.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Control operating expenses within the projected FY 10-11 budget.
- Host 100 event days from 23 trade/special events.
- Host 20 event days (concert, boxing, etc.) at the Reno Events Center during FY 10-11 as follow:
 - ✓ Two concerts – July, September, October, November, February, March, April, and May.
 - ✓ One concert – August, December, January, and June.

Revenues:

- The majority of revenue from Reno Events Center is based on “drop-in” business normally booked 90-120 days out.
- Primary revenue generated from public shows includes facility rent, suite rental, food and beverage, and ticket rebates.
- NBA D League/Bighorns host 24 games.

Operating Expenses:

- Expenses are reflective of a stabilized event calendar and minimal core staffing (two full-time employees) and utilizing contract staffing services as necessary.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO EVENTS CENTER CONTINUED

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno Events Center - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Administrative	967,616	1,055,958	(88,342)	-8.4%
Total Payroll and Related	967,616	1,055,958	(88,342)	-8.4%
Supplies and Services				
Administrative	607,124	586,130	20,994	3.6%
Total Supplies and Services	607,124	586,130	20,994	3.6%
Travel and Entertainment				
Administrative	1,000	1,542	(542)	-35.1%
Total Travel and Entertainment	1,000	1,542	(542)	-35.1%
Capital Outlay				
Administrative	-	-	-	0.0%
Total Capital Outlay	-	-	-	0.0%
Promotion and Advertising				
Administrative	21,000	23,964	(2,964)	-12.4%
Total Promotion and Advertising	21,000	23,964	(2,964)	-12.4%
Special Projects				
Administrative	-	-	-	0.0%
Total Special Projects	-	-	-	0.0%
Total Expenditures and Uses	1,596,740	1,667,594	(70,854)	-4.2%
Operating Revenues				
Administrative	1,456,368	1,643,149	(186,781)	-11.4%
Total Operating Revenues	1,456,368	1,643,149	(186,781)	-11.4%
Profit or (Loss)	(140,372)	(24,445)	(115,927)	474.2%
Margin Percentage	-9.6%	-1.5%	(8.2)	547.9%
Departmental Profit or (Loss) Margins				
Administrative	(140,372)	(24,445)	(115,927)	474.2%
Total Departmental Profit or (Loss)	(140,372)	(24,445)	(115,927)	474.2%



Reno Events Center

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Revenues								
Facility Rentals	495,262	559,915	547,488	596,000	457,936	461,000	3,064	0.7%
Concessions	212,333	183,307	143,091	174,000	163,121	140,700	(22,421)	-13.7%
Parking	25,697	49,550	57,147	50,000	54,238	45,600	(8,638)	-15.9%
Suites	668,708	625,385	458,531	434,708	380,000	265,000	(115,000)	-30.3%
Box Office	182,670	165,857	134,413	157,500	104,001	91,000	(13,001)	-12.5%
Facility Use Fees	222,610	237,183	215,171	247,200	196,954	184,800	(12,154)	-6.2%
Merchandise	48,003	59,217	38,755	45,600	41,376	40,000	(1,376)	-3.3%
Sign Leases	38,878	18,401	22,271	18,468	34,632	18,468	(16,164)	-46.7%
Technical Services	255,732	372,533	273,906	340,000	197,499	199,000	1,501	0.8%
Telecom	-	6,900	25,450	16,000	5,750	6,000	250	4.3%
Miscellaneous	2,752	9,932	7,318	4,800	7,642	4,800	(2,842)	-37.2%
Total Revenues	2,152,645	2,288,180	1,923,541	2,084,276	1,643,149	1,456,368	(186,781)	-11.4%
Expenses								
Payroll & Related	1,155,844	1,416,532	1,239,091	1,220,293	1,055,958	967,616	(88,342)	-8.4%
Supplies & Services	800,439	838,410	635,620	694,509	586,130	607,124	20,994	3.6%
Travel & Entertainment	17,564	16,807	7,553	9,700	1,542	1,000	(542)	-35.1%
Promotion & Advertising	25,622	11,173	21,339	16,000	23,964	21,000	(2,964)	-12.4%
Special Projects	-	-	-	-	-	-	-	-
Capital Outlay	-	-	-	-	-	-	-	-
Total Expenses	1,999,469	2,282,922	1,903,603	1,940,502	1,667,594	1,596,740	(70,854)	-4.2%
Departmental Profit (Loss)	153,176	5,258	19,938	143,774	(24,445)	(140,372)	(115,927)	474.2%
Margin Percentage	7.1%	0.2%	1.0%	6.9%	-1.5%	-9.6%	(8.2)	547.9%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno Events Center

Fund 15135

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	527,990	577,877	(49,887)	-8.6%
	0305	Temporary Personnel Services	80,000	79,770	230	0.3%
	0308	Wages-Casual	112,294	145,443	(33,149)	-22.8%
	0311	Group Insurance	78,300	82,130	(3,830)	-4.7%
	0312	Retirement Expense	107,327	119,712	(12,385)	-10.3%
	0313	Industrial Insurance	16,007	19,649	(3,642)	-18.5%
	0314	Unemployment Expense	25,612	9,796	15,816	161.5%
	0317	FICA/Medicare	9,286	10,587	(1,301)	-12.3%
	0320	Clothing & Uniform Expense	9,000	9,194	(194)	-2.1%
	0321	Employee Training	-	-	-	0.0%
	0380	Vehicle Allowances	1,800	1,800	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	967,616	1,055,958	(88,342)	-8.4%
04		Supplies and Services				
	0401	Utilities - Electric	234,000	227,506	6,494	2.9%
	0402	Utilities - Gas & Heat	22,000	22,537	(537)	-2.4%
	0403	Utilities - Water	4,447	4,489	(42)	-0.9%
	0404	Utilities - Sewer	3,200	3,131	69	2.2%
	0405	Trash Removal	15,900	14,925	975	6.5%
	0407	Fire Protection	4,279	1,810	2,469	136.4%
	0410	Office Supplies Expenses	6,000	5,964	36	0.6%
	0411	Maintenance Supplies	6,540	5,816	724	12.4%
	0412	Janitorial Supplies	18,800	17,616	1,184	6.7%
	0415	Miscellaneous Supplies	13,200	12,656	544	4.3%
	0420	Postage & Freight	480	410	70	17.1%
	0421	Communications	9,000	8,187	813	9.9%
	0422	Printing and Binding	2,560	2,015	545	27.0%
	0425	Fuel - Auto	-	-	-	0.0%
	0430	All Building & Grounds Related Repairs	20,520	19,906	614	3.1%
	0433	All Vehicle Related Repairs	1,700	1,022	678	66.3%
	0441	Lesae - Principal	-	-	-	0.0%
	0442	Lease - Interest	-	-	-	0.0%
	0444	All Equipment Related Repairs	12,000	12,318	(318)	-2.6%
	0450	Professional Services - Legal	-	-	-	0.0%
	0452	Professional Services - Other	22,800	23,595	(795)	-3.4%
	0454	Elevator & Escalator Costs	9,700	8,560	1,140	13.3%
	0460	Contractual Services	113,720	113,041	679	0.6%
	0462	Equip. Lease & Maintenance Agrmts.	10,560	8,820	1,740	19.7%
	0463	Insurance	37,200	37,392	(192)	-0.5%
	0470	Miscellaneous Expenses	2,000	2,901	(901)	-31.1%
	0471	Finance Charges	-	-	-	0.0%
	0472	Equipment Rental	-	-	-	0.0%
	0473	Dues and Subscriptions	1,649	1,594	55	3.5%
	0474	Licenses	2,500	2,500	-	0.0%
	0481	Credit Card Discounts	26,369	24,662	1,707	6.9%
	0482	Audio - Visual Supplies	6,000	2,757	3,243	117.6%
	0486	Cost of Goods Sold	-	-	-	0.0%
		Total Supplies and Services	607,124	586,130	20,994	3.6%
05		Travel and Entertainment				
	0501	Travel and Lodging	1,000	843	157	18.6%
	0504	Registrations	-	699	(699)	-100.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	1,000	1,542	(542)	-35.1%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno Events Center

Fund 15135

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	21,000	23,964	(2,964)	-12.4%
	0603	Booth Expense	-	-	-	0.0%
	0605	Brochures	-	-	-	0.0%
	0606	Promotional Materials	-	-	-	0.0%
	0611	Advertising Productions	-	-	-	0.0%
	0612	Consumer Advertising	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
	0620	Familiarization Tours	-	-	-	0.0%
	0630	Promotions	-	-	-	0.0%
	0645	Video Production	-	-	-	0.0%
		Total Promotion and Advertising	21,000	23,964	(2,964)	-12.4%
07		Special Projects				
	0715	Prizes & Awards	-	-	-	0.0%
		Total Special Projects	-	-	-	0.0%
		Total Expenditures and Uses	1,596,740	1,667,594	(70,854)	-4.2%
		Operating Revenues				
	R106	Tenant Lease Revenues	-	-	-	0.0%
	R310	Events Center Facility Rent	461,000	457,936	3,064	0.7%
	R314	Room Rebates	-	-	-	0.0%
	R320	Concessions & Catering Net	140,700	163,121	(22,421)	-13.7%
	R331	Food Sales	-	-	-	0.0%
	R332	Beverage Sales	-	-	-	0.0%
	R333	Vending Machine Revenues	-	-	-	0.0%
	R360	Miscellaneous Rev	4,800	7,642	(2,842)	-37.2%
	R370	Technical Services	30,000	25,381	4,619	18.2%
	R371	Stagehand Revenues	169,000	165,442	3,558	2.2%
	R375	Telecom Revenues	6,000	5,750	250	4.3%
	R475	Suite Revenue	265,000	380,000	(115,000)	-30.3%
	R485	Box Office Rebates	91,000	104,001	(13,001)	-12.5%
	R486	Facility Use Fees	184,800	196,954	(12,154)	-6.2%
	R490	Sign Leases	18,468	34,632	(16,164)	-46.7%
	R520	Parking Revenue Fees	45,600	54,238	(8,638)	-15.9%
	R750	Cost Reimbureables	-	6,676	(6,676)	-100.0%
	R800	Merchandise Sales	40,000	41,376	(1,376)	-3.3%
		Operating Revenues	1,456,368	1,643,149	(186,781)	-11.4%
		Departmental Profit or (Loss)	(140,372)	(24,445)	(115,927)	474.2%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO-SPARKS LIVESTOCK EVENTS CENTER

DESCRIPTION: The Reno-Sparks Livestock Events Center (RSLEC) hosts livestock as well as many other types of events. Indoor facilities consist of a main arena (45,000 square feet/climate-controlled/6,100 seats), livestock pavilion (20,000 square feet/1,000 seats), and an exhibit hall (20,000 square feet/climate-controlled). Outdoor facilities consist of a rodeo arena (45,000 square feet/9,100 seats), cutting arena (20,000 square feet/partially covered), 657 stalls and paved, lighted parking for over 3,000 vehicles. The Reno-Sparks Livestock Events Center is home of the Reno Rodeo, Nevada State Fair, National Reined Cow Horse Association's Snaffle Bit Futurity, and Region III Arabians, in addition to other arena events scheduled throughout the year.

STAFF: The Reno-Sparks Livestock Events Center has 15 full-time employees – General Manager, Facility Services Supervisor, Assistant Facility Services Supervisor, Events Coordinator II, Public Safety Officer II, Facility/Vehicle Maintenance Manager, two Building Engineering Technicians, seven Facility Service Workers, and one Administrative Assistant who is shared with National Bowling Stadium and Reno Events Center. Staff is also augmented with temporary, casual and community service workers to handle peak workloads.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Identify and implement new revenue streams to maximize potential.
- Continually review operational policies and procedures to maximize operating efficiencies while providing excellent service.
- Identify and study the financial impact of potential new events to increase revenues.
- Continue improving service levels to ensure that existing customers return to the facility.

Revenues:

- The increase reflects existing business, newly contracted business, and anticipated "drop-in" e.g. late booking business. The budget reflects a focus on new short term revenue producing events.

Operating Expenses:

- **Payroll:** No positions to be added in this budget period.
- **Supplies & Services:** An increase is budgeted, primarily in the area of Janitorial supplies. .
- **Travel & Entertainment:** A moderate increase is anticipated over last fiscal year, due to trips scheduled for last fiscal year rescheduled for FY 10-11.
- **Capital:** A separate list is detailed within the capital section.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RENO- SPARKS LIVESTOCK EVENTS CENTER CONTINUED

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Livestock Events Center - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Administrative	1,046,051	1,016,901	29,150	2.9%
Total Payroll and Related	<u>1,046,051</u>	<u>1,016,901</u>	<u>29,150</u>	<u>2.9%</u>
Supplies and Services				
Administrative	785,171	780,001	5,170	0.7%
Total Supplies and Services	<u>785,171</u>	<u>780,001</u>	<u>5,170</u>	<u>0.7%</u>
Travel and Entertainment				
Administrative	4,765	3,248	1,517	46.7%
Total Travel and Entertainment	<u>4,765</u>	<u>3,248</u>	<u>1,517</u>	<u>46.7%</u>
Capital Outlay				
Administrative	-	-	-	0.0%
Total Capital Outlay	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0%</u>
Promotion and Advertising				
Administrative	1,500	3,487	(1,987)	-57.0%
Total Promotion and Advertising	<u>1,500</u>	<u>3,487</u>	<u>(1,987)</u>	<u>-57.0%</u>
Special Projects				
Administrative	-	7,500	(7,500)	-100.0%
Total Special Projects	<u>-</u>	<u>7,500</u>	<u>(7,500)</u>	<u>-100.0%</u>
Total Expenditures and Uses	<u>1,837,487</u>	<u>1,811,137</u>	<u>26,350</u>	<u>1.5%</u>
Operating Revenues				
Administrative	1,496,335	1,448,157	48,178	3.3%
Total Operating Revenues	<u>1,496,335</u>	<u>1,448,157</u>	<u>48,178</u>	<u>3.3%</u>
Profit or (Loss)	<u>(341,152)</u>	<u>(362,980)</u>	<u>21,828</u>	<u>-6.0%</u>
Margin Percentage	-22.8%	-25.1%	2.3	-9.0%



Livestock Events Center

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Revenues								
Facility Rentals	686,559	651,449	614,227	712,576	660,260	681,744	21,484	3.3%
Concessions	305,655	248,367	224,511	243,767	185,193	210,592	25,399	13.7%
Miscellaneous	342,777	371,619	353,837	380,445	387,302	391,724	4,422	1.1%
Stall & Pen Rentals	4,946	3,065	3,098	5,160	4,029	4,580	551	13.7%
R.V. Parking	56,280	52,658	52,259	57,855	48,155	56,305	8,150	16.9%
Event Parking	183,905	155,101	169,105	153,324	163,218	151,390	(11,828)	-7.2%
Total Revenues	1,580,122	1,482,259	1,417,037	1,553,127	1,448,157	1,496,335	48,178	3.3%
Expenses								
Payroll & Related	1,112,547	1,187,217	1,096,322	1,048,430	1,016,901	1,046,051	29,150	2.9%
Supplies & Services	868,788	899,711	762,995	827,257	780,001	785,171	5,170	0.7%
Travel & Entertainment	4,610	8,524	2,603	7,465	3,248	4,765	1,517	46.7%
Promotion & Advertising	5,543	5,644	945	1,500	3,487	1,500	(1,987)	-57.0%
Special Projects	41,000	31,000	31,000	31,000	7,500	-	(7,500)	-100.0%
Capital Outlay	-	-	-	-	-	-	-	0.0%
Total Expenses	2,032,488	2,132,096	1,893,865	1,915,652	1,811,137	1,837,487	26,350	1.5%
Departmental Profit (Loss)	(452,366)	(649,837)	(476,828)	(362,525)	(362,980)	(341,152)	21,828	-6.0%
Margin Percentage	-28.6%	-43.8%	-33.6%	-23.3%	-25.1%	-22.8%	2.3	-9.0%

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Reno-Sparks Livestock Events Center

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	669,692	661,760	7,932	1.2%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual	38,200	35,926	2,274	6.3%
	0311	Group Insurance	115,320	117,465	(2,145)	-1.8%
	0312	Retirement Expense	138,973	136,362	2,611	1.9%
	0313	Industrial Insurance	35,392	35,980	(588)	-1.6%
	0314	Unemployment Expense	28,311	10,562	17,749	168.0%
	0317	FICA/Medicare	10,263	9,762	501	5.1%
	0320	Clothing & Uniform Expense	2,700	1,884	816	43.3%
	0321	Employee Training	-	-	-	0.0%
	0380	Vehicle Allowances	7,200	7,200	-	0.0%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	1,046,051	1,016,901	29,150	2.9%
04		Supplies and Services				
	0401	Utilities - Electric	229,007	229,340	(333)	-0.1%
	0402	Utilities - Gas	60,544	61,805	(1,261)	-2.0%
	0403	Utilities - Water	20,239	19,144	1,095	5.7%
	0404	Utilities - Sewer	10,700	11,535	(835)	-7.2%
	0405	Trash Removal	146,251	145,438	813	0.6%
	0407	Fire Protection	380	1,277	(897)	-70.2%
	0410	Office Supplies Expenses	2,518	2,411	107	4.4%
	0411	Maintenance Supplies	-	-	-	0.0%
	0412	Janitorial Supplies	36,924	34,083	2,841	8.3%
	0415	Miscellaneous Supplies	15,438	14,830	608	4.1%
	0420	Postage & Freight	624	582	42	7.2%
	0421	Communications	7,500	7,525	(25)	-0.3%
	0422	Printing and Binding	-	-	-	0.0%
	0425	Fuel - Auto	23,094	22,805	289	1.3%
	0430	All Building & Grounds Related Repairs	34,687	34,672	15	0.0%
	0433	All Vehicle Related Repairs	3,096	2,139	957	44.7%
	0444	All Equipment Related Repairs	17,735	16,994	741	4.4%
	0450	Professional Services - Legal	-	-	-	0.0%
	0460	Contractual Services	132,096	130,908	1,188	0.9%
	0462	Equip. Lease & Maintenance Agmts.	3,500	3,525	(25)	-0.7%
	0463	Insurance	37,932	37,932	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0471	Finance Charges	-	-	-	0.0%
	0472	Equipment Rental	-	-	-	0.0%
	0473	Dues and Subscriptions	-	-	-	0.0%
	0474	Licenses	2,906	3,056	(150)	-4.9%
		Total Supplies and Services	785,171	780,001	5,170	0.7%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Reno-Sparks Livestock Events Center

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
05		Travel and Entertainment				
	0501	Travel and Lodging	2,000	2,305	(305)	-13.2%
	0504	Registrations	1,325	513	812	158.3%
	0505	Local Transportation	240	130	110	84.6%
	0506	Entertainment	1,200	300	900	300.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	4,765	3,248	1,517	46.7%
06		Promotion and Advertising				
	0601	Hospitality	1,500	3,487	(1,987)	-57.0%
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	1,500	3,487	(1,987)	-57.0%
02		Capital Outlay				
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
	0290	Miscellaneous Capital	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
07		Special Projects				
	0706	RLEC Event Grants	-	7,500	(7,500)	-100.0%
		Total Special Projects	-	7,500	(7,500)	-100.0%
		Total Expenditures and Uses	1,837,487	1,811,137	26,350	1.5%
		Revenues				
	R310	Rental Income	830,662	789,169	41,493	5.3%
	R311	Rental Discounts	(148,918)	(128,909)	(20,009)	15.5%
	R320	Concessionaires/Catering	210,592	185,193	25,399	13.7%
	R330	Set-Up Charges	169,843	163,998	5,845	3.6%
	R360	Miscellaneous Revenues	8,506	8,763	(257)	-2.9%
	R375	Telecom	14,338	13,689	649	4.7%
	R460	Transient Stall/Pen Rental	4,580	4,029	551	13.7%
	R480	Other Rental Revenue	31,795	29,795	2,000	6.7%
	R490	Sign Leases	36,852	38,784	(1,932)	-5.0%
	R500	Recreational Vehicle Parking	56,305	48,155	8,150	16.9%
	R520	Event Parking Fees	151,390	163,217	(11,827)	-7.2%
	R750	Cost Reimbursables	127,390	124,644	2,746	2.2%
	R800	Merchandise Sales	3,000	7,630	(4,630)	-60.7%
		Total Revenues	1,496,335	1,448,157	48,178	3.3%
		Departmental Profit or (Loss)	(341,152)	(362,980)	21,828	-6.0%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

WILDCREEK GOLF COURSE

DESCRIPTION: Wildcreek Golf Course located in Sparks, Nevada, is a year round facility featuring a 7,105-yard par-72 championship course with driving range, restaurant, and bar. Wildcreek also features a 9-hole executive course that is popular with beginners and locals interested in playing a par-3 executive course.

STAFF: Wildcreek Golf Course has eight full-time employees – Operations Manager/Head Pro, Assistant Golf Professional, Golf Foreman, Golf Course Superintendent, Food Services Administrator, Greenskeeper, Irrigation Maintenance Technician, and a Mechanic. This golf course also employs 31 part-time/seasonal personnel.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Maintain season pass sales at \$181,000.
- Replace drainage on hole #2, #8.
- Maximize revenues from other sources: pro-shop, food and beverage, and range.
- Repave deteriorated cart paths to improve overall appearance and safety.
- Rip rap lakes on course with large boulders.
- Add tee space for higher handicap players on hole #18.
- Improve surrounds on tees and greens.

FINANCIAL DEPARTMENTAL DETAIL:

The financial reporting of Wildcreek Golf Course is made up of the following three areas: golf operations, food and beverage, and driving range/carts. A consolidated summary is included.

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Golf Operations	790,501	766,530	23,971	3.1%
Food & Beverage	182,197	173,766	8,431	4.9%
Driving Range - Carts	111,684	100,402	11,282	11.2%
Total Payroll and Related	1,084,382	1,040,698	43,684	4.2%
Supplies and Services				
Golf Operations	829,544	794,756	34,788	4.4%
Food & Beverage	117,964	113,966	3,998	3.5%
Driving Range - Carts	19,900	9,739	10,161	104.3%
Total Supplies and Services	967,408	918,461	48,947	5.3%
Travel and Entertainment				
Golf Operations	-	-	-	0.0%
Food & Beverage	-	366	(366)	-100.0%
Driving Range - Carts	-	-	-	0.0%
Total Travel and Entertainment	-	366	(366)	-100.0%
Promotion and Advertising				
Golf Operations	15,012	16,754	(1,742)	-10.4%
Food & Beverage	-	-	-	0.0%
Driving Range - Carts	-	-	-	0.0%
Total Promotion and Advertising	15,012	16,754	(1,742)	-10.4%
Depreciation				
Golf Operations	156,000	156,000	-	0.0%
Food & Beverage	-	-	-	0.0%
Driving Range - Carts	45,364	49,489	(4,125)	-8.3%
Total Depreciation	201,364	205,489	(4,125)	-2.0%
Capital Outlay				
Golf Operations	-	-	-	0.0%
Food & Beverage	-	-	-	0.0%
Driving Range - Carts	-	-	-	0.0%
Total Capital Outlay	-	-	-	0.0%
Total Expenditures				
Golf Operations	1,791,057	1,734,040	57,017	3.3%
Food & Beverage	300,161	288,098	12,063	4.2%
Driving Range - Carts	176,948	159,630	17,318	10.8%
Total Expenditures	2,268,166	2,181,768	86,398	4.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Operating Revenues				
Golf Operations	1,359,300	1,272,950	86,350	6.8%
Food & Beverage	345,694	337,965	7,729	2.3%
Driving Range - Carts	419,600	413,739	5,861	1.4%
Total Operating Revenues	2,124,594	2,024,654	99,940	4.9%
Profit or (Loss)	(143,572)	(157,114)	13,542	-8.6%
Margin Percentage	-6.8%	-7.8%	1.0	-12.9%
Departmental Profit or (Loss)				
Margins				
Golf Operations	(431,757)	(461,090)	29,333	-6.4%
Food & Beverage	45,533	49,867	(4,334)	-8.7%
Driving Range - Carts	242,652	254,109	(11,457)	-4.5%
Total Departmental Profit or (Loss)	(143,572)	(157,114)	13,542	-8.6%
Statistics				
Rounds	61,782	59,260	2,522	4.3%
Average Green Fee	\$18.67	\$18.23	\$0.44	2.4%
Profit (Loss) Per Round	(\$2.32)	(\$2.65)	\$0.33	-12.3%



Wildcreek

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Revenues								
Green Fees 9 Hole	309,771	274,078	278,229	297,900	289,513	297,900	8,387	2.9%
Green Fees 18 Hole	719,494	669,409	604,834	695,500	611,124	674,000	62,876	10.3%
Memberships	147,453	188,482	171,125	181,500	179,780	181,500	1,720	1.0%
Pro Shop	191,856	203,020	175,977	176,500	166,770	178,500	11,730	7.0%
Miscellaneous & Lessons	32,344	\$27,057.00	\$24,697.00	27,400	25,763	27,400	1,637	6.4%
Food & Beverage	356,819	\$327,281.00	\$315,335.00	336,780	337,965	345,694	7,729	2.3%
Cart Rental	346,611	\$326,030.00	\$336,289.00	328,000	323,305	328,000	4,695	1.5%
Driving Range	85,778	76,148	81,611	81,400	90,434	91,600	1,166	1.3%
Total Revenues	2,190,126	2,091,505	1,988,097	2,124,980	2,024,654	2,124,594	99,940	4.9%
Expenses								
Payroll & Related	1,049,651	1,108,361	1,007,628	1,005,543	1,040,698	1,084,382	43,684	4.2%
Supplies & Services	980,497	1,032,468	951,786	929,663	918,461	967,408	48,947	5.3%
Travel & Entertainment	3,293	4,885	1,198	1,800	366	-	(366)	-100.0%
Promotion & Advertising	10,812	10,962	12,742	9,700	16,754	15,012	(1,742)	-10.4%
Capital Outlay	-	-	-	-	-	-	-	0.0%
Depreciation	171,849	169,639	187,464	205,489	205,489	201,364	(4,125)	-2.0%
Total Expenses	2,216,102	2,326,315	2,160,818	2,152,195	2,181,768	2,268,166	86,398	4.0%
Departmental Profit (Loss)	(25,976)	(234,810)	(172,721)	(27,215)	(157,114)	(143,572)	13,542	-8.6%
Margin Percentage	-1.2%	-11.2%	-8.7%	-1.3%	-7.8%	-6.8%	1.0	-14.8%
Statistics								
9 Hole Executive	26,697	23,750	24,436	25,902	25,549	26,616	1,067	4.2%
18 Hole Championship	35,799	34,380	34,944	36,589	33,711	35,166	1,455	4.3%
Total Rounds	62,496	58,130	59,380	62,491	59,260	61,782	2,522	4.3%
Total Revenue Per Round	\$35.04	\$35.98	\$33.48	\$34.00	\$34.17	\$34.39	\$0.22	0.7%
Profit (Loss) Per Round	(\$0.42)	(\$4.04)	(\$2.91)	(\$0.44)	(\$2.65)	(\$2.32)	\$0.33	-12.3%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Golf Operations

Fund 16090

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	425,825	445,728	(19,903)	-4.5%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual	109,490	82,066	27,424	33.4%
	0311	Group Insurance	60,900	59,498	1,402	2.4%
	0312	Retirement Expense	90,479	94,888	(4,409)	-4.6%
	0313	Industrial Insurance	18,735	14,400	4,335	30.1%
	0314	Unemployment Expense	21,411	8,445	12,966	153.5%
	0317	FICA/Medicare	7,761	7,523	238	3.2%
	0320	Clothing & Uniform Expense	24,000	22,211	1,789	8.1%
	0321	Employee Training	-	-	-	0.0%
	0327	Insurance Contribution	-	-	-	0.0%
	0380	Vehicle Allowance	30,000	30,000	-	0.0%
	0395	Safety Equipment	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	1,900	1,771	129	7.3%
		Total Payroll and Related	790,501	766,530	23,971	3.1%
04		Supplies and Services				
	0401	Utilities - Electric	82,400	75,835	6,565	8.7%
	0402	Utilities - Gas & Heat	26,000	21,810	4,190	19.2%
	0403	Utilities - Water	4,800	4,855	(55)	-1.1%
	0404	Utilities - Sewer	6,000	6,003	(3)	0.0%
	0405	Trash Removal	10,800	10,950	(150)	-1.4%
	0406	Utilities - Irrigation	307,000	302,431	4,569	1.5%
	0407	Fire Protection	1,000	990	10	1.0%
	0410	Office Supplies Expense	3,550	4,313	(763)	-17.7%
	0411	Maintenance Supplies	-	-	-	0.0%
	0412	Janitorial Supplies	6,600	4,529	2,071	45.7%
	0415	Miscellaneous Supplies	45,000	46,199	(1,199)	-2.6%
	0420	Postage & Freight	600	424	176	41.5%
	0421	Communications	10,200	8,897	1,303	14.6%
	0422	Printing & Binding	2,500	1,500	1,000	66.7%
	0425	Fuel - Auto	25,500	21,711	3,789	17.5%
	0430	All Building & Grounds Related Repairs	24,000	23,670	330	1.4%
	0444	All Equipment Related Repairs	16,550	15,866	684	4.3%
	0450	Prof Services - Legal	-	-	-	0.0%
	0452	Prof Services - Others	-	-	-	0.0%
	0456	Pro Contract Payments	-	-	-	0.0%
	0460	Contractual Services	56,000	51,544	4,456	8.6%
	0462	Equip. Lease & Maintenance Agmts.	3,732	3,633	99	2.7%
	0463	Insurance	39,312	39,504	(192)	-0.5%
	0470	Miscellaneous Expenses	600	229	371	162.0%
	0471	Finance Charges	-	-	-	0.0%
	0472	Equipment Rental	-	-	-	0.0%
	0473	Dues	1,600	1,335	265	19.9%
	0474	Licenses	100	110	(10)	-9.1%
	0481	Credit Card Discounts	27,150	25,278	1,872	7.4%
	0484	Inventory Freight	2,400	1,625	775	47.7%
	0485	Inventory Discount	(1,800)	(450)	(1,350)	300.0%
	0486	Cost of Goods Sold	127,950	121,965	5,985	4.9%
		Total Supplies and Services	829,544	794,756	34,788	4.4%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
		Total Travel and Entertainment	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Golf Operations

Fund 16090

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0605	Brochures	-	-	-	0.0%
	0606	Promotional Materials	15,012	16,754	(1,742)	-10.4%
	0615	Other Advertising	-	-	-	0.0%
	0627	Other Production Costs	-	-	-	0.0%
		Total Promotion and Advertising	15,012	16,754	(1,742)	-10.4%
09		Depreciation				
	0900	Depreciation Expense	156,000	156,000	-	0.0%
		Total Depreciation Expense	156,000	156,000	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures and Uses	1,791,057	1,734,040	57,017	3.3%
		Revenues				
	R110	Green Fees - 9 Hole	297,900	289,513	8,387	2.9%
	R120	Green Fees - 18 Hole	674,000	611,124	62,876	10.3%
	R140	Annual Memberships	181,500	179,780	1,720	1.0%
	R260	Golf Pro Lessons Commissions	-	-	-	0.0%
	R360	Miscellaneous Revenue	-	-	-	0.0%
	R820	Rental Clubs	27,400	25,763	1,637	6.4%
	R800	Gross Retail Pro Shop Sales	178,500	166,770	11,730	7.0%
		Total Revenues	1,359,300	1,272,950	86,350	6.8%
		Departmental Profit or (Loss)	(431,757)	(461,090)	29,333	-6.4%
		Statistics - Rounds				
		Executive	26,616	25,549	1,067	4.2%
		Championship	35,166	33,711	1,455	4.3%
		Total Rounds	61,782	59,260	2,522	4.3%
		Average Green Fees				
		Executive	\$11.19	\$11.33	(\$0.14)	-1.2%
		Championship	\$19.17	\$18.13	\$1.04	5.7%
		Total Combined Average Fees	\$18.67	\$18.23	\$0.44	2.4%
		Capital Budget (Inc. in Depreciation)				
		Totals	150,000	200,000	(50,000)	-25.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Food & Beverage

Fund 16096

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	92,131	90,119	2,012	2.2%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual	47,464	47,241	223	0.5%
	0311	Group Insurance	6,900	6,660	240	3.6%
	0312	Retirement Expense	19,807	18,942	865	4.6%
	0313	Industrial Insurance	4,884	3,825	1,059	27.7%
	0314	Unemployment Expense	5,586	2,360	3,226	136.7%
	0317	FICA/Medicare	2,025	2,085	(60)	-2.9%
	0320	Clothing & Uniform Expense	3,400	2,534	866	34.2%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	182,197	173,766	8,431	4.9%
04		Supplies and Services				
	0410	Office Supplies Expenses	-	-	-	0.0%
	0412	Janitorial Supplies	1,600	1,213	387	31.9%
	0415	Miscellaneous Supplies	600	595	5	0.8%
	0460	Contractual Services	-	-	-	0.0%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0474	Licenses	1,693	1,450	243	16.8%
	0475	Food Purchases	46,225	44,464	1,761	4.0%
	0476	Soft Drink Purchases	17,360	16,786	574	3.4%
	0477	Beer Purchases	36,927	36,969	(42)	-0.1%
	0478	Liquor & Wine Purchases	7,499	7,258	241	3.3%
	0479	Paper Products	6,000	5,092	908	17.8%
	0481	Credit Card Disc/Cash Over	60	139	(79)	-56.8%
		Total Supplies and Services	117,964	113,966	3,998	3.5%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	366	(366)	-100.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
		Total Travel and Entertainment	-	366	(366)	-100.0%
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Food & Beverage

Fund 16096

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
02		Capital Outlay				
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures and Uses	300,161	288,098	12,063	4.2%
		Revenues				
	R312	Food & Beverage Cost of Sales	-	-	-	0.0%
	R331	Food Sales	111,504	110,915	589	0.5%
	R332	Beverage Sales	220,957	215,921	5,036	2.3%
	R333	Vending Machine Revenues	1,185	1,185	-	0.0%
	R334	Corkage	1,418	1,687	(269)	-15.9%
	R335	Banquet Room Rentals	3,380	3,250	130	4.0%
	R340	Banquet Sales	7,000	4,825	2,175	45.1%
	R360	Miscellaneous Revenues	250	182	68	37.4%
		Total Revenues	345,694	337,965	7,729	2.3%
		Departmental Profit or (Loss)	45,533	49,867	(4,334)	-8.7%
		Statistics				
		Cost of Food Sales Percentage	41.5%	40.1%	1.4	3.4%
		Cost of Beverage Sales Percentage	28.0%	28.3%	(0.3)	-1.0%
		Payroll and Related Percentage	52.7%	51.4%	1.3	2.5%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Wildcreek Golf Course - Cart & Driving Range

Fund 16099

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	67,937	48,874	19,063	39.0%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual	22,873	36,959	(14,086)	-38.1%
	0311	Group Insurance	-	-	-	0.0%
	0312	Retirement Expense	14,606	10,343	4,263	41.2%
	0313	Industrial Insurance	1,317	1,319	(2)	-0.2%
	0314	Unemployment Expense	3,634	1,662	1,972	118.7%
	0317	FICA/Medicare	1,317	1,245	72	5.8%
	0320	Clothing & Uniform Expense	-	-	-	0.0%
		Total Payroll and Related	111,684	100,402	11,282	11.2%
04		Supplies and Services				
	0411	Maintenance Supplies	-	-	-	0.0%
	0415	Miscellaneous Supplies	5,500	3,947	1,553	39.3%
	0430	All Building & Grounds Related Repairs	-	-	-	0.0%
	0444	All Equipment Related Repairs	14,400	5,792	8,608	148.6%
	0470	Miscellaneous Expenses	-	-	-	0.0%
		Total Supplies and Services	19,900	9,739	10,161	104.3%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
			-	-	-	0.0%
06		Promotion and Advertising				
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
	0627	Other Production Costs	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
09		Depreciation				
	0900	Depreciation Expense	45,364	49,489	(4,125)	-8.3%
		Total Depreciation	45,364	49,489	(4,125)	-8.3%
01		Capital Outlay				
	0110	Capital Lease - Interest	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures and Uses	176,948	159,630	17,318	10.8%
		Revenues				
	R130	Golf Cart Rentals	328,000	323,305	4,695	1.5%
	R150	Driving Range Revenues	91,600	90,434	1,166	1.3%
	R360	Miscellaneous Revenue	-	-	-	0.0%
	R650	Prolink Revenues	-	-	-	0.0%
		Total Revenues	419,600	413,739	5,861	1.4%
		Departmental Profit or (Loss)	242,652	254,109	(11,457)	-4.5%
		Statistics				
		Total Rounds	61,782	59,260	2,522	4.3%
		Average Cart Fee Per Round	\$ 5.31	\$ 5.46	(\$0.15)	-2.7%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

GENERAL AND ADMINISTRATION SUMMARY

DESCRIPTION: General and Administration consists of the following departments:

- Executive Office
- Board of Directors
- Finance and Purchasing
- Room Tax
- Human Resources
- Information Technology
- Mail Services

Please find the following reports:

- G&A Summary showing revenues and expenses for FY 10-11
- Departmental detail
 - ✓ Executive Office
 - ✓ Board of Directors
 - ✓ Finance and Purchasing
 - ✓ Room Tax
 - ✓ Human Resources
 - ✓ Information Technology
 - ✓ Mail Services

FINANCIAL DEPARTMENTAL DETAIL:

Total General and Administrative expenses are projected to decrease \$244,075 (8.8%) from the FY 09-10 outlook. Of the projected decrease, \$187,852 is related to staff reductions which occurred in FY 09-10.

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

General and Administrative - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Payroll and Related				
Executive Office	709,328	692,256	17,072	2.5%
Board of Directors	-	(320)	320	-100.0%
Finance & Purchasing	233,106	254,489	(21,383)	-8.4%
Room Tax	310,778	343,181	(32,403)	-9.4%
Human Resources	101,608	227,695	(126,087)	-55.4%
Information Technology	116,715	143,891	(27,176)	-18.9%
Mail Services	67,480	65,675	1,805	2.7%
Total Payroll and Related	1,539,015	1,726,867	(187,852)	-10.9%
Supplies and Services				
Executive Office	415,930	487,414	(71,484)	-14.7%
Board of Directors	150,300	153,298	(2,998)	-2.0%
Finance & Purchasing	121,827	119,819	2,008	1.7%
Room Tax	41,912	40,739	1,173	2.9%
Human Resources	33,592	31,770	1,822	5.7%
Information Technology	136,120	127,656	8,464	6.6%
Mail Services	12,000	15,182	(3,182)	-21.0%
Total Supplies and Services	911,681	975,878	(64,197)	-6.6%
Travel and Entertainment				
Executive Office	27,800	21,107	6,693	31.7%
Board of Directors	-	-	-	0.0%
Finance & Purchasing	5,010	5,493	(483)	-8.8%
Room Tax	530	276	254	92.0%
Human Resources	-	-	-	0.0%
Information Technology	240	1,685	(1,445)	-85.8%
Mail Services	-	-	-	0.0%
Total Travel and Entertainment	33,580	28,561	5,019	17.6%
Promotion and Advertising				
Executive Office	8,400	7,199	1,201	16.7%
Board of Directors	-	-	-	0.0%
Finance & Purchasing	-	-	-	0.0%
Room Tax	-	-	-	0.0%
Human Resources	500	500	-	0.0%
Information Technology	-	-	-	0.0%
Mail Services	-	-	-	0.0%
Total Promotion and Advertising	8,900	7,699	1,201	15.6%
Capital Outlay				
Executive Office	-	-	-	0.0%
Board of Directors	-	-	-	0.0%
Finance & Purchasing	-	-	-	0.0%
Room Tax	-	-	-	0.0%
Human Resources	-	-	-	0.0%
Information Technology	22,800	21,046	1,754	8.3%
Mail Services	-	-	-	0.0%
Total Capital Outlay	22,800	21,046	1,754	8.3%
Total Expenditures	2,515,976	2,760,051	(244,075)	-8.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

General and Administrative - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Miscellaneous Revenues				
Executive Office	-	-	-	0.0%
Board of Directors	-	-	-	0.0%
Finance & Purchasing	286,036	288,388	(2,352)	-0.8%
Room Tax	260,782	277,525	(16,743)	-6.0%
Human Resources	-	-	-	0.0%
Information Technology	-	-	-	0.0%
Mail Services	-	-	-	0.0%
Total Miscellaneous Revenues	546,818	565,913	(19,095)	-3.4%
Total Expenditures	1,969,158	2,194,138	(224,980)	-10.3%
Departmental Totals				
Executive Office	1,161,458	1,207,976	(46,518)	-3.9%
Board of Directors	150,300	152,978	(2,678)	-1.8%
Finance & Purchasing	73,907	91,413	(17,506)	-19.2%
Room Tax	92,438	106,671	(14,233)	-13.3%
Human Resources	135,700	259,965	(124,265)	-47.8%
Information Technology	275,875	294,278	(18,403)	-6.3%
Mail Services	79,480	80,857	(1,377)	-1.7%
Totals	1,969,158	2,194,138	(224,980)	-10.3%



General and Administration

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Revenues								
Executive Office	-	-	-	-	-	-	-	0.0%
Board of Directors	-	-	-	-	-	-	-	0.0%
Finance	542,349	515,591	326,048	306,495	288,388	286,036	(2,352)	-0.8%
Room Tax	163,886	150,687	127,825	278,777	277,525	260,782	(16,743)	-6.0%
Human Resources	-	-	-	-	-	-	-	0.0%
Information Technology	-	-	-	-	-	-	-	0.0%
Mail Services	-	-	-	-	-	-	-	0.0%
Total Revenues	706,235	666,278	453,873	585,272	565,913	546,818	(19,095)	-3.4%
Expenses								
Payroll & Related								
Executive Office	749,420	795,109	714,534	691,399	692,256	709,328	17,072	2.5%
Board of Directors	16,960	18,080	10,800	4,800	(320)	-	320	-100.0%
Finance	395,863	417,805	342,554	290,983	254,489	233,106	(21,383)	-8.4%
Room Tax	448,211	467,683	414,623	370,874	343,181	310,778	(32,403)	-9.4%
Human Resources	378,249	396,026	329,487	296,119	227,695	101,608	(126,087)	-55.4%
Information Technology	153,403	164,511	163,544	162,688	143,891	116,715	(27,176)	-18.9%
Mail Services	117,924	129,549	103,836	66,350	65,675	67,480	1,805	2.7%
Total Payroll & Related	2,260,030	2,388,763	2,079,378	1,883,213	1,726,867	1,539,015	(187,852)	-10.9%
Supplies & Services								
Executive Office	515,203	528,757	602,630	538,995	487,414	415,930	(71,484)	-14.7%
Board of Directors	142,069	155,772	163,044	162,000	153,298	150,300	(2,998)	-2.0%
Finance	101,415	121,477	136,799	121,215	119,819	121,827	2,008	1.7%
Room Tax	49,498	50,495	77,719	50,540	40,739	41,912	1,173	2.9%
Human Resources	65,392	70,986	117,621	63,880	31,770	33,592	1,822	5.7%
Information Technology	123,384	137,215	120,874	140,320	127,656	136,120	8,464	6.6%
Mail Services	15,014	13,291	13,218	12,360	15,182	12,000	(3,182)	-21.0%
Total Supplies & Services	1,011,975	1,077,993	1,231,905	1,089,310	975,878	911,681	(64,197)	-6.6%
Travel & Entertainment								
Executive Office	61,098	52,987	32,871	28,200	21,107	27,800	6,693	31.7%
Board of Directors	-	387	33	-	-	-	-	0.0%
Finance	8,515	11,989	6,099	5,010	5,493	5,010	(483)	-8.8%
Room Tax	645	481	264	920	276	530	254	92.0%
Human Resources	4,311	3,386	2,255	3,600	-	-	-	0.0%
Information Technology	690	273	220	240	1,685	240	(1,445)	-85.8%
Mail Services	1,457	-	-	-	-	-	-	0.0%
Total Travel & Entertainment	76,716	69,503	41,742	37,970	28,561	33,580	5,019	17.6%



General and Administration

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget FY 10-11	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook		\$ Amount	% Percentage
Promotion & Advertising								
Executive Office	5,060	13,229	1,710	7,600	7,199	8,400	1,201	16.7%
Board of Directors	-	-	-	-	-	-	-	0.0%
Finance	-	-	-	-	-	-	-	0.0%
Room Tax	-	-	-	-	-	-	-	0.0%
Human Resources	13,972	12,935	3,651	3,300	500	500	-	0.0%
Information Technology	-	-	-	-	-	-	-	0.0%
Mail Services	-	-	-	-	-	-	-	0.0%
Total Promotion & Advertising	19,032	26,164	5,361	10,900	7,699	8,900	1,201	15.6%
Capital Outlay								
Executive Office	23,512	13,272	-	-	-	-	-	0.0%
Board of Directors	-	-	-	-	-	-	-	0.0%
Finance	-	-	-	-	-	-	-	0.0%
Room Tax	-	-	-	-	-	-	-	0.0%
Human Resources	17,647	6,017	-	-	-	-	-	0.0%
Information Technology	54,719	97,673	10,338	22,800	21,046	22,800	1,754	8.3%
Mail Services	12,181	-	2,000	-	-	-	-	0.0%
Total Capital	108,059	116,962	12,338	22,800	21,046	22,800	1,754	8.3%
Total Expenses	3,475,812	3,679,385	3,370,724	3,044,193	2,760,051	2,515,976	(244,075)	-8.8%
Departmental Profit (Loss)	(2,769,577)	(3,013,107)	(2,916,851)	(2,458,921)	(2,194,138)	(1,969,158)	(224,980)	-10.3%
Margins - Profit (Loss)								
Executive Office	(1,354,293)	(1,403,354)	(1,351,745)	(1,266,194)	(1,207,976)	(1,161,458)	(46,518)	-3.9%
Board of Directors	(159,029)	(174,239)	(173,877)	(166,800)	(152,978)	(150,300)	(2,678)	-1.8%
Finance	36,556	(35,680)	(159,404)	(110,713)	(91,413)	(73,907)	(17,506)	-19.2%
Room Tax	(334,468)	(367,972)	(364,781)	(143,557)	(106,671)	(92,438)	(14,233)	-13.3%
Human Resources	(479,571)	(489,350)	(453,014)	(366,899)	(259,965)	(135,700)	(124,265)	-47.8%
Information Technology	(332,196)	(399,672)	(294,976)	(326,048)	(294,278)	(275,875)	(18,403)	-6.3%
Mail Services	(146,576)	(142,840)	(119,054)	(78,710)	(80,857)	(79,480)	(1,377)	-1.7%
Total Departmental Margins	(2,769,577)	(3,013,107)	(2,916,851)	(2,458,921)	(2,194,138)	(1,969,158)	(224,980)	-10.3%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

EXECUTIVE OFFICE

DESCRIPTION: The Executive Office provides administrative and management direction for the RSCVA, including administrative support to the thirteen member Board of Directors.

STAFF: The Executive Office has four full-time positions – President and Chief Executive Officer, Vice President Finance, and two Executive Assistants.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Implement Strategic Plan.
- Oversee operations of the RSCVA.
- Carrying out independent appraisals of the effectiveness of the policies, procedures and standards by which the Authority's financial, physical and information resources are managed as directed by the President and Chief Executive Officer and Board.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Executive Office

Fund 15010

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	503,819	503,963	(144)	0.0%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual	-	-	-	0.0%
	0311	Group Insurance	48,000	47,532	468	1.0%
	0312	Retirement Expense	108,324	108,001	323	0.3%
	0313	Industrial Insurance	2,523	2,312	211	9.1%
	0314	Unemployment Expense	20,156	7,394		
	0317	FICA/Medicare	7,306	7,364	(58)	-0.8%
	0321	Employee Training	-	-	-	0.0%
	0350	Board Meeting Expense	-	-	-	0.0%
	0380	Vehicle Allowances	19,200	15,690	3,510	22.4%
	0382	Bonus/Incentive Pay	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	709,328	692,256	17,072	2.5%
04		Supplies and Services				
	0410	Office Supplies Expenses	3,600	4,377	(777)	-17.8%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	1,500	1,403	97	6.9%
	0421	Communications	6,300	6,192	108	1.7%
	0422	Printing and Binding	1,200	737	463	62.8%
	0450	Professional Services - Legal	18,000	28,702	(10,702)	-37.3%
	0452	Professional Services - Other	-	6,317	(6,317)	-100.0%
	0460	Contractual Services	4,000	44,175	(40,175)	-90.9%
	0462	Equip. Lease & Maintenance Agmts.	10,512	10,512	-	0.0%
	0470	Miscellaneous Expenses	2,400	2,583	(183)	-7.1%
	0471	Finance Charges / Renewal	-	-	-	0.0%
	0465	Rent	339,188	353,778	(14,590)	-4.1%
	0473	Dues and Subscriptions	29,230	28,638	592	2.1%
		Total Supplies and Services	415,930	487,414	(71,484)	-14.7%
05		Travel and Entertainment				
	0501	Travel and Lodging	18,800	12,353	6,447	52.2%
	0504	Registrations	2,400	1,915	485	25.3%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	3,600	4,001	(401)	-10.0%
	0507	Meeting Expenses	3,000	2,838	162	5.7%
		Total Travel and Entertainment	27,800	21,107	6,693	31.7%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Executive Office

Fund 15010

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0601	Hospitality	8,400	7,199	1,201	16.7%
	0606	Promotional Materials	-	-	-	0.0%
	0615	Other Advertising	-	-	-	0.0%
	0630	Promotions	-	-	-	0.0%
		Total Promotion and Advertising	8,400	7,199	1,201	16.7%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	1,161,458	1,207,976	(46,518)	-3.9%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RSCVA BOARD OF DIRECTORS

DESCRIPTION: The RSCVA Board of Directors consists of a thirteen member board comprised of:

- a. Two members of the Board of County Commissioners of Washoe County;
- b. Two members of the City Council of the City of Reno, Nevada;
- c. One member of the City Council of the City of Sparks, Nevada;
- d. One member from Incline Village/Crystal Bay; and
- e. Seven members appointed by the aforementioned elected officials.

The seven members set forth in item e) are selected from nominations made by gaming, motel, Reno-Tahoe Airport Authority, and other industry associations, or the Greater Reno-Sparks Chamber of Commerce. Three members must be actively engaged in the gaming industry, one member from the motel industry, one member from the finance industry, one member representing the airline industry, and one member from the general business or commerce industry.

Private sector members serve two-year terms, and are limited to a maximum of two consecutive terms. Representatives of the various governmental entities serve until the expiration of their respective terms of office.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Oversee implementation of Strategic Plan.
- Celebrate progress and achievements.
- Increase openness and trust between Board and staff.
- Determine ground rules and norms for the work of the Board.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Board of Directors

Fund 15011

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0305	Temporary Personnel Services	-	-	-	0.0%
	0350	Board Meeting Expense	-	(320)	320	-100.0%
	0390	Staff / Board Retreats	-	-	-	0.0%
		Total Payroll and Related	-	(320)	320	-100.0%
04		Supplies and Services				
	0410	Office Supplies Expenses	-	-	-	0.0%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0450	Professional Services - Legal	120,000	120,442	(442)	-0.4%
	0452	Professional Services - Other	-	-	-	0.0%
	0460	Contractual Services	25,500	27,839	(2,339)	-8.4%
	0463	Insurance	-	-	-	0.0%
	0470	Miscellaneous Expenses	4,800	5,017	(217)	-4.3%
		Total Supplies and Services	150,300	153,298	(2,998)	-2.0%
05		Travel and Entertainment				
	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
			-	-	-	0.0%
06		Promotion and Advertising				
	0601	Hospitality	-	-	-	0.0%
	0691	Community Update	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
		Total Expenditures	150,300	152,978	(2,678)	-1.8%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

**RSCVA BOARD OF DIRECTORS
OFFICERS**



**Sharon Zadra
Chairman
City of Reno
Term is Coterminous**



**Mark Pardue
Vice-Chairman
Incline Village/Crystal Bay
Term Expires January 2012**



**Jim DeVold
Secretary/Treasurer
Banking Industry
Term Expires July 2011**

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

RSCVA BOARD OF DIRECTORS - CONTINUED



Roberta Ross
Motel Industry
Term Expires June 2010

Phillip Salerno
City of Sparks
Term is coterminous



Glenn Carano
Gaming Industry
Term Expires November 2010

Dwight Dortch
City of Reno
Term is Coterminous



Lynn Atcheson
Air Service Industry
Term Expires June 2010

Bonnie Weber
Washoe County
Term is coterminous



Paul Curtis
General Business Industry
Term Expires March 2012

Tim Tretton
Gaming Industry
Term Expires July 2011



Beth Cooney
Gaming Industry
Term Expires December 2011

David Humke
Washoe County
Term is coterminous



**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

FINANCE AND PURCHASING

DESCRIPTION: The Finance and Purchasing Department is responsible for the administration and maintenance of all financial records, distribution and posting of room taxes, preparation of various financial reports, payroll, purchasing, coordination and submission of the annual budget and, in conjunction with the external auditors, preparation of the annual audit and associated Comprehensive Annual Financial Report (CAFR). In addition, the Finance and Purchasing Department provides financial and technical assistance to other departments throughout the Authority.

STAFF: The Finance Department has three full-time positions: Accounting Manager, Accountant and Accounting Tech.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Maintain positive work environment and high energy level with staff.
- Maintain high degree of trust/respect with Board and the community.
- Continue to educate internal users of financial data.
- Develop and maintain minimum cash flow requirements.
- Provide for education and training for staff (Regulatory, Finance, and Purchasing).
- Maintain low accounts receivable aging.
- Maintain high accuracy.
- Implement accounting procedures and policies increasing internal controls.
- Maintain accurate and timely reporting of financial data.
- Continue to grow and maximize use of purchasing card, thereby increasing the rebate obtained by the Authority.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Finance & Purchasing

Fund 15020

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	161,776	180,404	(18,628)	-10.3%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual - No PERS	-	-	-	0.0%
	0311	Group Insurance	27,000	29,765	(2,765)	-9.3%
	0312	Retirement Expense	34,782	38,635	(3,853)	-10.0%
	0313	Industrial Insurance	727	804	(77)	-9.6%
	0314	Unemployment Expense	6,475	2,363		
	0317	FICA/Medicare	2,346	2,518	(172)	-6.8%
	0380	Vehicle Allowances	-	-	-	0.0%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	233,106	254,489	(21,383)	-8.4%
04		Supplies and Services				
	0410	Office Supplies Expenses	3,000	2,497	503	20.1%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	2,400	2,253	147	6.5%
	0421	Communications	2,400	2,226	174	7.8%
	0422	Printing and Binding	3,600	3,859	(259)	-6.7%
	0450	Professional Services - Legal	-	-	-	0.0%
	0451	Professional Services - Auditing	59,000	57,629	1,371	2.4%
	0452	Professional Services - Other	6,400	6,400	-	0.0%
	0460	Contractual Services	30,000	30,014	(14)	0.0%
	0462	Equip. Lease & Maintenance Agmts.	10,512	10,512	-	0.0%
	0470	Miscellaneous Expenses	3,000	2,704	296	10.9%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	1,515	1,725	(210)	-12.2%
		Total Supplies and Services	121,827	119,819	2,008	1.7%
05		Travel and Entertainment				
	0501	Travel and Lodging	4,600	4,600	-	0.0%
	0504	Registrations	350	720	(370)	-51.4%
	0505	Local Transportation	60	42	18	42.9%
	0506	Entertainment	-	131	(131)	-100.0%
		Total Travel and Entertainment	5,010	5,493	(483)	-8.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Finance & Purchasing

Fund 15020

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	359,943	379,801	(19,858)	-5.2%
		Revenues				
	R070	Investment Interest Income	-	1,013	(1,013)	-100.0%
	R360	Miscellaneous Revenue	43,300	44,639	(1,339)	-3.0%
	R380	Admin Revenue - Reno	242,736	242,736	-	0.0%
		Total Revenues	286,036	288,388	(2,352)	-0.8%
		Net Departmental Expenses	73,907	91,413	(17,506)	-19.2%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

ROOM TAX

DESCRIPTION: The Room Tax Department is responsible for the collection and administration of room taxes, including audits of all properties within Washoe County. The Room Tax Department is also responsible for performing various Economic Impact Analysis studies on an as needed basis, and Internal Audits of the organization as deemed necessary.

STAFF: The Room Tax Department has four full-time positions: Tax Audit Manager, Assistant Room Tax Manager, Senior Tax Auditor, and one Tax Auditor.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Maintain positive work environment and high energy level with staff.
- Maintain high degree of trust and respect with Board and community.
- Complete revision and issuance of new regulations regarding package programs.
- Complete revision and issuance of new and updated regulations regarding electronic on-line tax return filings and electronic payments.
- Increase participation with electronic on-line tax return filings and payments.
- Complete forty-two room tax audits, (20% of all licensees in Washoe County).
- Maintain three-year audit cycle for 31 hotel properties in Washoe County and five-year cycle for remaining properties.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Tax

Fund 15021

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
03		Payroll and Related				
	0301	Wages - Management	215,680	246,964	(31,284)	-12.7%
	0305	Temporary Personnel Services	-	-	-	0.0%
	0308	Wages-Casual - No PERS	-	-	-	0.0%
	0311	Group Insurance	36,000	37,763	(1,763)	-4.7%
	0312	Retirement Expense	46,372	50,755	(4,383)	-8.6%
	0313	Industrial Insurance	970	1,056	(86)	-8.1%
	0314	Unemployment Expense	8,631	3,143	5,488	174.6%
	0317	FICA/Medicare	3,125	3,500	(375)	-10.7%
	0399	Miscellaneous Employee Expense	-	-	-	0.0%
		Total Payroll and Related	310,778	343,181	(32,403)	-9.4%
04		Supplies and Services				
	0410	Office Supplies Expenses	2,400	3,346	(946)	-28.3%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	1,200	1,608	(408)	-25.4%
	0421	Communications	1,800	1,898	(98)	-5.2%
	0422	Printing and Binding	-	45	(45)	-100.0%
	0450	Professional Services - Legal	14,400	12,385	2,015	16.3%
	0452	Professional Services - Other	-	-	-	0.0%
	0460	Contractual Services	11,500	10,838	662	6.1%
	0462	Equip. Lease & Maintenance Agmts.	10,512	10,512	-	0.0%
	0470	Miscellaneous Expenses	100	107	(7)	-6.5%
	0473	Dues and Subscriptions	-	-	-	0.0%
		Total Supplies and Services	41,912	40,739	1,173	2.9%
05		Travel and Entertainment				
	0501	Travel and Lodging	180	120	60	50.0%
	0504	Registrations	200	-	200	100.0%
	0505	Local Transportation	150	156	(6)	-3.8%
		Total Travel and Entertainment	530	276	254	92.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Room Tax

Fund 15021

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0615	Other Advertising	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	353,220	384,196	(30,976)	-8.1%
		Revenues				
	R070	Investment Interest Income	-	-	-	0.0%
	R395	Penalties & Interest	24,000	31,239	(7,239)	-23.2%
	R390	Collection Fee	236,782	246,286	(9,504)	-3.9%
		Total Revenues	260,782	277,525	(16,743)	-6.0%
		Net Departmental Expenses	92,438	106,671	(14,233)	-13.3%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

HUMAN RESOURCES

DESCRIPTION: The Human Resources Department's primary responsibilities include: recruitment/employment, salary/compensation, employee development, coaching/counseling, performance management, employee benefits, employee relations, training, personnel policy development, worker's compensation, job descriptions, personnel legal compliance, and record-keeping.

STAFF: The Human Resources Department has one full-time position – Human Resources Coordinator.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Focus on maintaining basic HR services.

Operating Expenses:

- The FY 10-11 overall budget reflects a projected 47.8% decrease from the FY 09-10 outlook.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Human Resources

Fund 15120

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)		
					Amount	% Percent	
03 Payroll and Related							
	0301	Wages - Management	42,840	161,405	(118,565)	-73.5%	
	0305	Temporary Personnel Service	-	-	-	0.0%	
	0308	Wages-Casual	2,400	2,059	341	16.6%	
	0311	Group Insurance	6,900	12,285	(5,385)	-43.8%	
	0312	Retirement Expense	9,207	21,357	(12,150)	-56.9%	
	0313	Industrial Insurance	203	488	(285)	-58.4%	
	0314	Unemployment Expense	1,806	647	1,159	179.1%	
	0317	FICA/Medicare	660	2,373	(1,713)	-72.2%	
	0321	Employee Training	-	-	-	0.0%	
	0375	Accident Drug Screening	3,000	2,865	135	4.7%	
	0377	Employee Assistance Program	10,992	10,396	596	5.7%	
	0380	Vehicle Allowances	-	2,000	(2,000)	-100.0%	
	0382	Bonuses	-	-	-	0.0%	
	0386	Employee Tuition	-	-	-	0.0%	
	0395	Safety Equipment	-	-	-	0.0%	
	0398	Employee Special Events	23,000	11,019	11,981	108.7%	
	0399	Miscellaneous Employee Expense	600	801	(201)	-25.1%	
Total Payroll and Related			101,608	227,695	(126,087)	-55.4%	
04 Supplies and Services							
	0410	Office Supplies Expenses	1,200	2,513	(1,313)	-52.2%	
	0415	Miscellaneous Supplies	-	-	-	0.0%	
	0420	Postage & Freight	1,380	582	798	137.1%	
	0421	Communications	1,800	1,867	(67)	-3.6%	
	0422	Printing and Binding	1,200	404	796	197.0%	
	0444	All Equipment Related Repairs	-	-	-	0.0%	
	0450	Professional Services - Legal	8,000	6,568	1,432	21.8%	
	0452	Professional Services - Other	-	-	-	0.0%	
	0453	Professional Services - Administration	-	-	-	0.0%	
	0460	Contractual Services	9,000	7,068	1,932	27.3%	
	0462	Equip. Lease & Maintenance Agmts.	10,512	10,512	-	0.0%	
	0470	Miscellaneous Expenses	-	-	-	0.0%	
	0471	Finance Charges	-	-	-	0.0%	
	0473	Dues and Subscriptions	500	2,256	(1,756)	-77.8%	
Total Supplies and Services			33,592	31,770	1,822	5.7%	
05 Travel and Entertainment							
	0501	Travel and Lodging	-	-	-	0.0%	
	0504	Registrations	-	-	-	0.0%	
	0505	Local Transportation	-	-	-	0.0%	
	0506	Entertainment	-	-	-	0.0%	
	0507	Meeting Expenses	-	-	-	0.0%	
Total Travel and Entertainment			-	-	-	0.0%	

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Human Resources

Fund 15120

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0615	Other Advertising	-	-	-	0.0%
	0621	Recruitment Advertising	500	500	-	0.0%
		Total Promotion and Advertising	500	500	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	135,700	259,965	(124,265)	-47.8%
		Revenues				
	R360	Miscellaneous Revenue	-	-	-	0.0%
		Total Revenues	-	-	-	0.0%
		Net Departmental Expenses	135,700	259,965	(124,265)	-47.8%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

INFORMATION TECHNOLOGY

DESCRIPTION: The Information Technology Department's primary responsibilities include support and maintenance of 21 Windows servers providing access to the internet, e-mail, Cisco VoIP Telephone system, approximately 60 cellular phones, EZ-Track timekeeping system, Mitchell Humphrey Financial Management System (FMS), Ungerboeck Event Based Management System (EBMS), Meeting Matrix Space Planner for the Reno-Sparks Convention Center, Sage Software's Abra Payroll and Human Resource System, Employee Self Service, Pro-Shopkeeper Golf Point of Sale System, as well as other applications needed to facilitate a computer network. The Information Technology Department supports approximately 110 PC users and 350 employees.

STAFF: Information Technology has one full-time position – Information Technology Manager and one part-time casual position - Computer Network/PC Support Specialist.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Replacement of end of life servers with virtual server technology.
- Workstation upgrade to Windows 7 operating system.
- Network infrastructure ongoing updates.
- Continued development of disaster recovery site located at the Reno-Sparks Convention Center.
- Contractual services include maintenance contracts on the various systems outlined above and outside consultation which provides network and security services.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Information Technology

Fund 15121

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
Payroll and Related						
03	0301	Wages - Management	69,257	100,180	(30,923)	-30.9%
	0305	Temporary Personnel	-	-	-	0.0%
	0308	Wages-Casual	20,376	9,042	11,334	125.3%
	0311	Group Insurance	6,900	11,048	(4,148)	-37.5%
	0312	Retirement Expense	14,891	20,257	(5,366)	-26.5%
	0314	Unemployment Expense	407	460	(53)	-11.5%
	0313	Industrial Insurance	3,584	1,335	2,249	168.5%
	0317	FICA/Medicare	1,300	1,569	(269)	-17.1%
	0321	Training	-	-	-	0.0%
Total Payroll and Related			116,715	143,891	(27,176)	-18.9%
Supplies and Services						
04	0410	Office Supplies Expenses	300	357	(57)	-16.0%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	20	58	(38)	-65.5%
	0421	Communications	4,800	4,782	18	0.4%
	0422	Printing and Binding	-	-	-	0.0%
	0425	Fuel	-	-	-	0.0%
	0444	All Equipment Related Repairs	-	-	-	0.0%
	0460	Contractual Services	131,000	122,459	8,541	7.0%
	0462	Equip. Lease & Maintenance Agmts.	-	-	-	0.0%
	0470	Miscellaneous Expenses	-	-	-	0.0%
	0471	Finance Charges	-	-	-	0.0%
	0473	Dues and Subscriptions	-	-	-	0.0%
	0474	Licenses	-	-	-	0.0%
Total Supplies and Services			136,120	127,656	8,464	6.6%
Travel and Entertainment						
05	0501	Travel and Lodging	-	793	(793)	-100.0%
	0504	Registrations	-	795	(795)	-100.0%
	0505	Local Transportation	240	97	143	147.4%
	0506	Entertainment	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
Total Travel and Entertainment			240	1,685	(1,445)	-85.8%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Information Technology

Fund 15121

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
06		Promotion and Advertising				
	0615	Other Advertising	-	-	-	0.0%
	0620	Familiarization Tours	-	-	-	0.0%
		Total Promotion and Advertising	-	-	-	0.0%
02		Capital Outlay				
	0220	Minor Equipment	18,000	16,270	1,730	10.6%
	0275	Software Purchases	4,800	4,776	24	0.5%
		Total Capital Outlay	22,800	21,046	1,754	8.3%
		Total Expenditures and Uses	275,875	294,278	(18,403)	-6.3%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

MAIL SERVICES

DESCRIPTION: The Mail Services Department's primary responsibilities include: processing of all incoming and outgoing mail and freight - including all interdepartmental mail - shipping, messenger and courier services, copy jobs, and visitor planner fulfillment.

STAFF: Mail Services has one full-time position of Senior Mail Services Clerk.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Minimize ground and air rates with various shipping carriers.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

**Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget**

Mail Services

Fund 15122

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
Payroll and Related						
03	0301	Wages - Management	39,831	40,769	(938)	-2.3%
	0308	Wages-Casual No PERS	1,800	-	1,800	100.0%
	0311	Group Insurance	-	-	-	0.0%
	0312	Retirement Expense	13,200	13,276	(76)	-0.6%
	0313	Industrial Insurance	7,930	8,004	(74)	-0.9%
	0314	Unemployment Expense	2,550	2,531		
	0317	FICA/Medicare	1,594	571	1,023	179.2%
	0321	Employee Training	575	524	51	9.7%
Total Payroll and Related			67,480	65,675	1,805	2.7%
Supplies and Services						
04	0410	Office Supplies Expenses	600	853	(253)	-29.7%
	0415	Miscellaneous Supplies	-	-	-	0.0%
	0420	Postage & Freight	-	-	-	0.0%
	0421	Communications	660	627	33	5.3%
	0422	Printing and Binding	-	-	-	0.0%
	0433	All Vehicle Related Repairs	2,000	1,966	34	1.7%
	0444	All Equipment Related Repairs	-	-	-	0.0%
	0460	Contractual Services	-	-	-	0.0%
	0462	Equip. Lease & Maintenance Agmts.	4,270	4,482	(212)	-4.7%
	0470	Miscellaneous Expenses	3,000	5,788	(2,788)	-48.2%
	0473	Dues and Subscriptions	-	-	-	0.0%
	0474	Licenses	1,470	1,466	4	0.3%
			12,000	15,182	(3,182)	-21.0%
Travel and Entertainment						
05	0501	Travel and Lodging	-	-	-	0.0%
	0504	Registrations	-	-	-	0.0%
	0505	Local Transportation	-	-	-	0.0%
	0507	Meeting Expenses	-	-	-	0.0%
Total Travel and Entertainment			-	-	-	0.0%
Promotion and Advertising						
06	0615	Other Advertising	-	-	-	0.0%
Total Promotion and Advertising			-	-	-	0.0%

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Mail Services

Fund 15122

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
02		Capital Outlay				
	0211	Major Equipment	-	-	-	0.0%
	0220	Minor Equipment	-	-	-	0.0%
		Total Capital Outlay	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0%</u>
		Total Expenditures	<u>79,480</u>	<u>80,857</u>	<u>(1,377)</u>	<u>-1.7%</u>
		Revenues				
	R360	Miscellaneous Revenue	-	-	-	0.0%
		Total Revenues	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0%</u>
		Net Departmental Expenses	<u>79,480</u>	<u>80,857</u>	<u>(1,377)</u>	<u>-1.7%</u>

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CAPITAL AND OTHER EXPENSES SUMMARY

DESCRIPTION: Capital and Other Expenses consists of the following:

- Debt Service
- Grants
- Contingency
- Capital Improvements
- Self Insurance

Please find the following reports:

- Capital and Other Expenses Summary showing revenues and expenses for FY 10-11:
- Departmental detail
 - ✓ Debt Service
 - ✓ Grants
 - ✓ Contingency
 - ✓ Capital Improvements
 - ✓ Self Insurance

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Capital and Other Expenses - Summary

Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
			Amount	% Percent
Revenue				
Debt Service	323,150	326,052	(2,902)	-0.9%
Grants	-	-	-	0.0%
Pioneer Center	-	-	-	0.0%
Contingency	-	-	-	0.0%
Capital Improvements	36,238	85,889	(49,651)	-57.8%
Insurance - Self	1,775,583	1,610,751	164,832	10.2%
Total Revenue	2,134,971	2,022,692	112,279	5.6%
Expenses				
Debt Service	7,212,854	7,267,064	(54,210)	-0.7%
Grants	866,209	1,004,017	(137,808)	-13.7%
Pioneer Center	-	-	-	0.0%
Contingency	-	-	-	0.0%
Capital Improvements	505,000	496,960	8,040	1.6%
Insurance - Self	1,848,600	1,895,470	(46,870)	-2.5%
Total Expenses	10,432,663	10,663,511	(230,848)	-2.2%
Profit Or (Loss)	(8,297,692)	(8,640,819)	343,127	-4.0%
Operating Revenues	28,974,454	30,097,560	(1,123,106)	-3.7%
Percentage to Total Operating Revenues	-28.6%	-28.7%	0.1	-0.2%



Capital and Other Expenses

Fiscal 2010-2011 Annual Forecast and Capital Budget

Account Description	Actual			FY 09-10		Budget	Increase (Decrease) From Outlook	
	FY 06-07	FY 07-08	FY 08-09	Budget	Outlook	FY 10-11	\$ Amount	% Percentage
Revenues								
Debt Service	623,014	512,093	371,049	333,723	326,052	323,150	(2,902)	-0.9%
Grants	-	-	-	-	-	-	-	0.0%
Pioneer Center	-	-	-	-	-	-	-	0.0%
Contingency	-	-	-	-	-	-	-	0.0%
Capital Improvements	68,301	112,662	173,129	71,850	85,889	36,238	(49,651)	-57.8%
Insurance	1,646,923	1,868,778	1,753,128	1,638,956	1,610,751	1,775,583	164,832	10.2%
Extraordinary R & M	-	-	-	-	-	-	-	0.0%
Total Revenues	2,338,238	2,493,533	2,297,306	2,044,529	2,022,692	2,134,971	112,279	5.6%
Expenses								
Debt Service	9,858,621	10,379,219	12,948,942	7,264,614	7,267,064	7,212,854	(54,210)	-0.7%
Grants-Incline Village Crystal Bay	1,245,526	1,152,625	960,758	929,407	884,017	866,209	(17,808)	-2.0%
Grants-Pioneer Center	180,000	160,000	140,000	120,000	120,000	-	(120,000)	-100.0%
Pioneer Center-Capital	37,330	-	-	-	-	-	-	0.0%
Contingency	-	-	-	500,000	-	-	-	0.0%
Contingency-Operating Reserve	-	-	-	-	-	-	-	0.0%
Contingency-Capital Reserve	-	-	-	-	-	-	-	0.0%
Capital Improvements	1,445,676	1,414,692	714,944	675,000	496,960	505,000	8,040	1.6%
Insurance	1,618,937	1,871,014	2,105,150	1,779,180	1,895,470	1,848,600	(46,870)	-2.5%
Extraordinary R & M	-	-	-	-	-	-	-	0.0%
Total Expenses	14,386,090	14,977,550	16,869,794	11,268,201	10,663,511	10,432,663	(230,848)	-2.2%
Departmental Profit (Loss)	(12,047,852)	(12,484,017)	(14,572,488)	(9,223,672)	(8,640,819)	(8,297,692)	(343,127)	-4.0%
Margins - Profit (Loss)								
Debt Service	(9,235,607)	(9,867,126)	(12,577,893)	(6,930,891)	(6,941,012)	(6,889,704)	(51,308)	-0.7%
Grants	(1,425,526)	(1,312,625)	(1,100,758)	(1,049,407)	(1,004,017)	(866,209)	(137,808)	-13.7%
Pioneer Center	(37,330)	-	-	-	-	-	-	0.0%
Contingency	-	-	-	(500,000)	-	-	-	0.0%
Contingency-Operating Reserve	-	-	-	-	-	-	-	0.0%
Contingency-Capital Reserve	-	-	-	-	-	-	-	0.0%
Capital Improvements	(1,377,375)	(1,302,030)	(541,815)	(603,150)	(411,071)	(468,762)	57,691	14.0%
Insurance	27,986	(2,236)	(352,022)	(140,224)	(284,719)	(73,017)	(211,702)	-74.4%
Extraordinary R & M	-	-	-	-	-	-	-	0.0%
Total Departmental Margins	(12,047,852)	(12,484,017)	(14,572,488)	(9,223,672)	(8,640,819)	(8,297,692)	(343,127)	-4.0%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

DEBT SERVICE FUND

DESCRIPTION: The Debt Service Fund is used to account for the accumulation of resources required for the repayment of debt principal and interest. The principal resources for this fund are transfers-in from other funds and interest earnings on these funds.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES:

- To ensure funds are available and invested to maximize interest earnings to make debt payments

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook and a detailed debt schedule.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Debt Service

Fund 25900

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
Debt Service						
0101		Principal - Short Term	679,000	100,000	579,000	579.0%
0102		Interest - Short Term	107,109	111,076	(3,967)	-3.6%
0103		Principal - Bonds	1,700,000	2,235,000	(535,000)	-23.9%
0104		Interest - Bonds	4,719,495	4,809,738	(90,243)	-1.9%
Total Debt Service			7,205,604	7,255,814	(50,210)	-0.7%
Services						
0490		Bond Costs	7,250	11,250	(4,000)	-35.6%
Total Services			7,250	11,250	(4,000)	-35.6%
Interest Income						
R070		Investment Interest Revenue	323,150	326,052	(2,902)	-0.9%
R080		Proceeds - Long Term Debt	-	-	-	0.0%
Total Interest Income			323,150	326,052	(2,902)	-0.9%
Profit Or (Loss)			6,889,704	6,941,012	(51,308)	-0.7%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

Description	Interest Rate	Maturity Date	Original Issue	Balance July 1, 2009	Additions	Deletions	Balance June 30, 2010	Due in 2010-2011
Governmental Activities								
General Obligation Bonds Payable								
(Limited Tax) Improvement and Refunding Bonds:								
April 1, 1999 Series	4.0 - 4.5%	2010	\$ 5,950,000	\$ 2,505,000	\$ -	\$ 1,220,000	\$ 1,285,000	\$ 1,285,000
January 2000 Series								
Current Interest	5.0 - 5.5%	2010	85,615,000	615,000	-	615,000	-	-
Capital Appreciation	-	2021	19,384,075	31,534,882	2,046,168	-	33,581,050	-
June 1, 2001 Refunding	4.0 - 5.25%	2030	92,995,000	92,250,000	-	400,000	91,850,000	415,000
Deferred amounts on funding				(78,919)	-	(48,365)	(30,554)	-
2007 Bank Loan	3.97%	2012	3,000,000	2,800,000	-	100,000	2,700,000	679,000
				<u>129,625,963</u>	<u>2,046,168</u>	<u>2,286,635</u>	<u>129,385,496</u>	<u>2,379,000</u>

Presented below is a summary of debt service requirements to maturity of the Authority's obligations:

Year Ending June 30,	Governmental Activities				
	Bonds		Medium Term		Total
	Principal	Interest	Principal	Interest	
2011	\$ 1,700,000	\$ 4,719,495	\$ 679,000	\$ 107,109	\$ 7,205,604
2012	2,156,269	4,890,447	2,021,000	80,173	9,147,889
2013	4,297,744	5,413,492	-	-	9,711,236
2014	4,066,859	5,627,404	-	-	9,694,263
2015	3,858,026	5,832,768	-	-	9,690,794
2016-2020	19,281,387	33,445,471	-	-	52,726,858
2021-2025	34,304,597	22,070,516	-	-	56,375,113
2026-2030	55,005,000	7,497,318	-	-	62,502,318
	<u>\$ 124,669,882</u>	<u>\$ 89,496,911</u>	<u>\$ 2,700,000</u>	<u>\$ 187,282</u>	<u>\$ 217,054,075</u>

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

DEBT ADMINISTRATION

The Authority's outstanding debt of \$129,416,050 is comprised of the following items:

1. 2007 Medium Term – West Plaza Expansion, \$2,700,000 outstanding as of 7/10.
2. 1999 Refunding - refunded portions of outstanding bond issues, \$1,285,000 as of 7/10.
3. 1999 Convention Center Issue - \$33,581,050 capital appreciation bonds for the renovation and expansion of the Reno-Sparks Convention Center as of 7/10.
4. 2001 Convention Center Refunding - \$91,850,000 as of 7/10

The debt payments above are funded from general fund room tax revenues, of which a 2% countywide room tax is dedicated to the Convention Center Bonds (items 3 and 4 above). When these bonds were issued, a Revenue Stabilization Fund was established, currently \$4.7 million. This was established to provide additional security in the event revenues fall below expectations. The interest on this reserve (\$158,000) is transferred semi-annually to the trust fund to offset the net debt payment funded by the Authority.

Payments are due on the bond issues above on January 1 and July 1 annually (with the exception of item 1 which is due on November 1 and May 1), and are funded as detailed below.

The Convention Center Bonds payments accumulate in a trust fund in which the amount to be transferred monthly is evaluated on a semiannual basis in July and January, and is administered by Zions Bank. The other bond issues are not held in trust, but are segmented from the Authority's other cash accounts, and have an amount equal to 1/6 of the next interest payment and 1/12 of the next principal payment transferred monthly.

The Authority's debt is included in the overall debt capacity of Washoe County.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

GRANTS

DESCRIPTION: During the 1999 legislative session, SB-477 codified that 50% of the 6 5/8% transient lodging taxes collected within Washoe County district B (Incline Village/Crystal Bay) be returned to the Incline Village/Crystal Bay Visitors and Convention Bureau for marketing/operations.

The Pioneer Center which is owned by the RSCVA is managed under contract by the Pioneer Center for the Performing Arts. Under the contract provisions, the RSCVA provides periodic funding in the form a grant for the operations and maintenance of the Pioneer Center.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES: There is no funding in the FY 10-11 budget for the Pioneer Center grant. Funding resumes in FY 11-12 through FY 14-15 at \$60,000 per year.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Grants
Fund 15080

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
07		Grants				
	0704	RPACA	-	120,000	(120,000)	-100.0%
	0705	Incline Village Crystal Bay	866,209	884,017	(17,808)	-2.0%
		Total Grants	866,209	1,004,017	(137,808)	-13.7%
		Total Expenditures	866,209	1,004,017	(137,808)	-13.7%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

PIONEER CENTER

DESCRIPTION: Under the agreement with the Pioneer Center for the Performing Arts Association, the RSCVA contributes on a mutually agreed schedule for expenditures in the area of capital repairs to the auditorium. There are no capital expenditures budgeted from RSCVA funds this year.

STAFF: The Pioneer Center for the Performing Arts Association is responsible for the marketing, booking and staffing of the Pioneer Center.

FISCAL YEAR 2010-2011 OBJECTIVES: Not applicable.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Pioneer Center

Fund 15040

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
04		Supplies and Services				
	0430	All Building & Grounds Related Repairs	-	-	-	0.0%
	0452	Professional Services - Other	-	-	-	0.0%
		Total Supplies and Services	-	-	-	0.0%
02		Capital Outlay				
	0290	Miscellaneous Capital	-	-	-	0.0%
		Total Capital Outlay	-	-	-	0.0%
		Total Expenditures	-	-	-	0.0%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CONTINGENCY FUND

DESCRIPTION: Reserve for any unbudgeted item or activities not known at time of budget preparation that may be expended during the fiscal year.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES: There is no contingency fund in the FY 10-11 budget.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Contingency

Fund 15000

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
15000		Special Projects				
	0000	Contingency	-	-	-	0.0%
		Total Special Projects	-	-	-	0.0%
		Total Expenditures	-	-	-	0.0%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CAPITAL FUND

DESCRIPTION: The Capital Projects Fund is used to account for most construction, major repairs, and the purchase of major fixed assets - other than those in the enterprise fund. It is funded through interest earnings, the proceeds of both long and short-term debt and transfers-in from other funds.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES:

- To provide adequate funding for approved capital projects for the current fiscal year.

Total capital expenditures within the FY 10-11 of \$505,000 will be funded as follows:

- \$500,000 from bond proceeds remaining from the RSCC Expansion (Extraordinary R&M account, see below);
- \$5,000 from FY 10-11 operations.

FINANCIAL DEPARTMENTAL DETAIL:

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

A capital reserve (current balance of \$670,000), which was mandated by State Statute when the bonds were issued for the RSCC Expansion, exists for extraordinary repairs & maintenance.

The attached detail schedule includes costs for only the budget fiscal year.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Capital Fund

Fund 23600

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
Capital Expenditures						
0201		Major Repairs - Convention Center	-	-	-	0.0%
0202		Major Repairs - Pioneer Center	-	-	-	0.0%
0204		Major Repairs - NBS	-	-	-	0.0%
0211		Major Equipment	-	-	-	0.0%
0216		Major Repairs - RSLEC	5,000	10,000	(5,000)	-50.0%
0220		Minor Equipment	-	-	-	0.0%
0230		Convention Center Expansion	500,000	375,000	125,000	33.3%
0290		Miscellaneous Capital Costs - Reserve	-	111,960	(111,960)	-100.0%
Total Capital Expenditures			505,000	496,960	8,040	1.6%
Supplies and Services						
0430		All Building & Grounds Related Repairs	-	-	-	0.0%
0452		Professional Services - Other	-	-	-	0.0%
0460		Contractual Services	-	-	-	0.0%
0470		Miscellaneous Expense	-	-	-	0.0%
Total Supplies and Services			-	-	-	0.0%
Promotion and Advertising						
0616		Promotion and Advertising	-	-	-	0.0%
Total Promotion and Advertising			-	-	-	0.0%
Revenues						
R070		Interest	238	726	(488)	-67.2%
R090		Insurance Proceeds	-	30,000	(30,000)	-100.0%
R077		Ext R&M	36,000	55,163	(19,163)	-34.7%
Total Revenues			36,238	85,889	(49,651)	-57.8%
Net Departmental Expenses			468,762	411,071	57,691	14.0%

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CAPITAL EXPENDITURES

The Authority defines capital expenditures as those which will have a useful life of greater than one year and which cost a minimum of \$5,000.

Capital expenditures are generally classified into two groups: routine and non-routine. Non-routine expenditures are those which are not expected to reoccur frequently or are of a large dollar amount. Routine expenditures are those which are 1) included in almost every budget year (wear & tear, obsolescence); and 2) will have no significant impact on the operating budget.

The FY 10-11 budget includes a total of \$655,000 in capital expenditures (\$150,000 in the Golf Course Enterprise Fund and \$505,000 in the Capital Projects Fund); see Capital Detail for listing of projects.

The projects listed in the current budget are of a routine nature and require no additional personnel or operating costs (utility, maintenance, etc) to complete.

The projects are not anticipated to produce any operational savings but are necessary to maintain the facilities current usage levels and pricing structures.

The following is a preliminary capital detail for FY 10-11.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CAPITAL DETAIL

<u>DESCRIPTION</u>	<u>AMOUNT</u>
<u>Reno-Sparks Convention Center</u>	
• Re-roof A & F concourses	\$475,000
• Parking lot paving, sealing & striping	25,000
Total	<u>\$500,000</u>
<u>Reno-Sparks Livestock Events Center</u>	
• Miscellaneous furniture, fixtures, and equipment (Grounds repair, tables, chairs, etc.)	\$ 5,000
Total	<u>\$ 5,000</u>
 Total Capital Fund	 <u>\$ 505,000</u>
<u>Wildcreek</u>	
• Cart path repaving	\$50,000
• Replace drainage on holes #2, #8	15,000
• Rip Rap Lakes on course with large boulders	30,000
• Pump replacement	20,000
• Add tee space for higher handicap players on hole #18	10,000
• TIP Sweeper	10,000
• Security System update for entire facility	15,000
Total	<u>\$ 150,000</u>

Wildcreek, which falls under the Enterprise Fund, reflects these capital requirements as part of their overall depreciation costs.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

CAPITAL BUDGET EFFECT ON OPERATING BUDGET

The following chart illustrates the capital projects for FY 10-11. Projects having a benefit-cost impact on the operating budget are described in detail below. Many of the projects listed are normal life cycle expenditures, and although they address issues of safety, liability and maintaining the asset's value they will not have any significant impact on the operating budget.

Capital Project	Amount	Type				Operational Benefit-Cost
		Life Cycle	Improvements	Efficiency	Revenue Opportunities	
Reno-Sparks Convention Center						
Re-roof A & F Concourses	\$ 475,000	X				
Parking Lot Paving, Sealing and Striping	25,000	X				
Total Reno-Sparks Convention Center	\$ 500,000					
Reno-Sparks Livestock Events Center						
Misc Furniture, Fixtures, and Equipment	5,000	X				
Total Reno-Sparks Livestock Event Center	\$ 5,000					
Wildcreek Golf Course						All life cycle repairs are scheduled during non-event periods and no projected loss of revenue is anticipated.
Cart Path Repaving	\$ 50,000	X				
Replace Drainage on Holes #2 and #8	15,000	X				
Rip Rap Lakes on Course with Boulders	30,000		X			
Pump Replacement	20,000	X				
Tee Space for Higher Handicap Players	10,000		X			
TIP Sweeper	10,000	X				
Security System Update	15,000	X				
Total Wildcreek Golf Course	\$ 150,000					

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

INSURANCE FUND

DESCRIPTION: Internal Service Funds (Insurance Fund) are used to account for the financing of goods or services provided by one department or agency to other departments of the government on a cost reimbursement basis.

Financial activities of insurance programs are accounted for in the Internal Service Fund (Insurance Fund). The Authority is self-insured to aggregate and specific stop-loss limits for workers' compensation (industrial) claims and without limitation for unemployment claims. Employee health (medical, dental and vision) insurance is provided through several purchased coverage (fixed premium) plans at no financial risk to the Authority.

STAFF: Not applicable.

FISCAL YEAR 2010-2011 OBJECTIVES:

- Minimize the Authority's insurance costs.

FINANCIAL DEPARTMENTAL DETAIL:

- The State Industrial Insurance line reflects the potential for costs associated with an on the job injury, the RSCVA is self-insured for this risk (up to the external reinsurance obtained).
- In governmental accounting, employee group insurance withholdings along with RSCVA contributions are recorded as revenues to the insurance fund.
- In order to more accurately reflect departmental personnel costs, beginning in March 2010, the Authority began charging departments an assessment for unemployment costs, resulting in increased revenues to the Insurance Fund.

The following pages detail the departmental line items for the current year budget compared to prior year outlook.

Reno-Sparks Convention and Visitors Authority
Fiscal 2010-2011 Annual Forecast and Capital Budget

Insurance Fund

Fund 20999

Object #	Account #	Account Description	Budget FY 10-11	Outlook FY 09-10	Increase (Decrease)	
					Amount	% Percent
Payroll & Related						
0313		State Industrial Insurance	96,000	108,312	(12,312)	-11.4%
0314		Unemployment Insurance	300,000	299,080	920	0.3%
0315		Health Insurance - Claims Expense	30,000	31,257	(1,257)	-4.0%
0316		Health Insurance - Premium Expense	1,200,000	1,227,744	(27,744)	-2.3%
0318		Long Term Disability	45,000	48,156	(3,156)	-6.6%
0319		Life Insurance Premiums	60,000	62,751	(2,751)	-4.4%
0326		Dental Insurance Premiums	102,000	102,757	(757)	-0.7%
0375		Accident Drug Screening	-	-	-	0.0%
Total Payroll & Related			1,833,000	1,880,057	(47,057)	-2.5%
Supplies and Services						
0450		Professional Services - Legal	-	-	-	0.0%
0453		Professional Services - Administration	2,400	2,196	204	9.3%
0460		Contractual Services	13,200	13,217	(17)	-0.1%
0463		Insurance	-	-	-	0.0%
0471		Finance Charges/Renewal	-	-	-	0.0%
Total Supplies and Services			15,600	15,413	187	1.2%
Total Expenditures			1,848,600	1,895,470	(46,870)	-2.5%
Revenues / Contributions						
R071		RSVCA Health Insurance Contribution	954,960	969,442	(14,482)	-1.5%
R072		COBRA Health Insurance Contribution	6,000	248	5,752	2319.4%
R073		PERS Contribution	112,800	113,735	(935)	-0.8%
R074		Employee Insurance Contribution	204,000	222,879	(18,879)	-8.5%
R075		Industrial Insurance Contribution	199,792	193,089	6,703	3.5%
R076		Unemployment Contribution	298,031	111,358	186,673	167.6%
Total Revenues			1,775,583	1,610,751	164,832	10.2%
Net Departmental Expenses			73,017	284,719	(211,702)	-74.4%

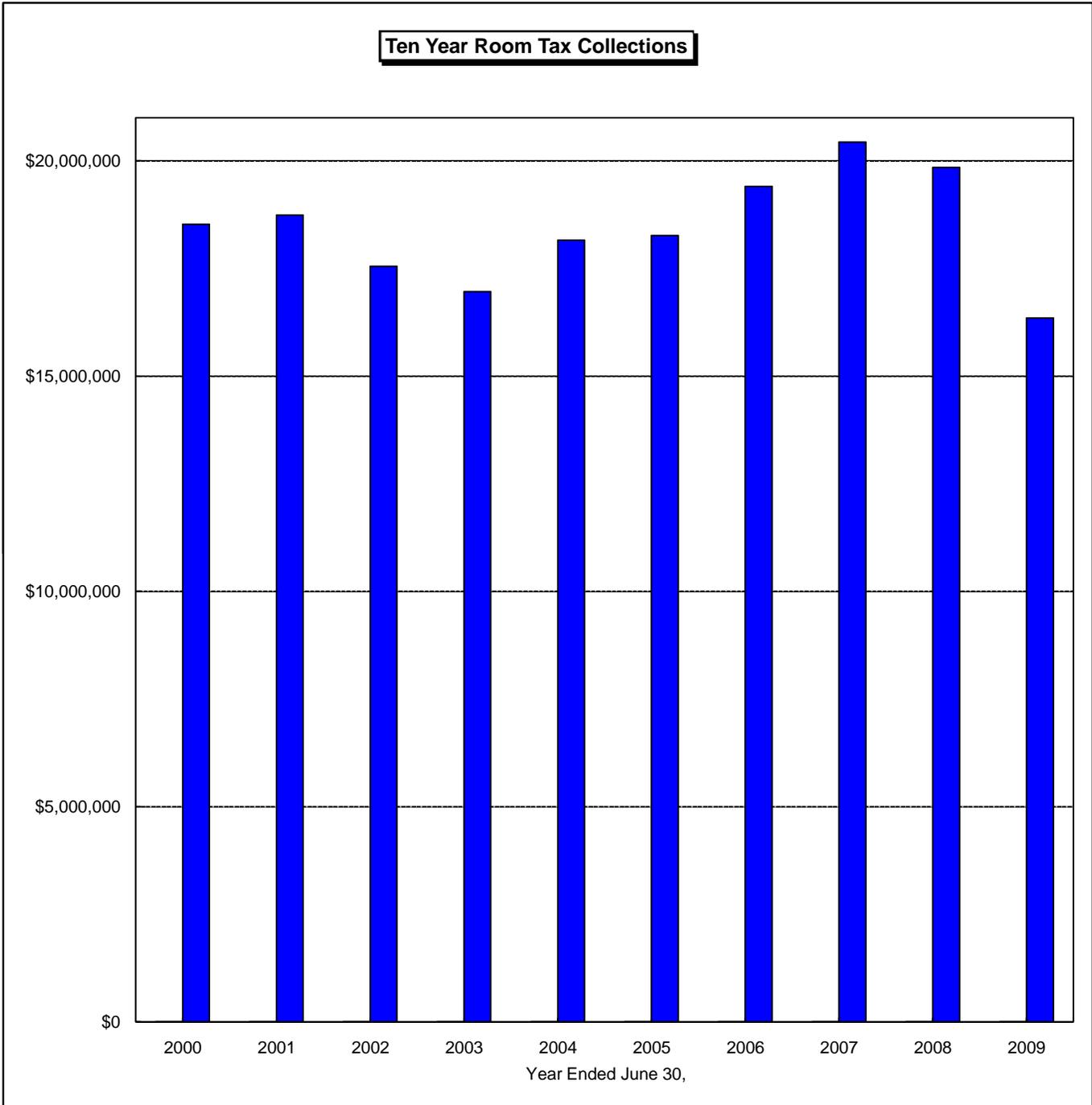
Reno-Sparks Convention & Visitors Authority
Net Assets by Component
For The Years Ended June 30, 2003 through 2009
(accrual basis of accounting)
(Unaudited)

	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Fiscal Year 2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>
Governmental activities							
Invested in capital assets, net of related debt	\$ (16,586,514)	\$ (20,867,803)	\$ (24,417,320)	\$ (29,430,097)	\$ (32,648,256)	\$ (35,530,135)	\$ (35,103,743)
Restricted	19,802,495	9,715,694	9,185,562	9,217,909	9,568,412	9,050,111	8,221,904
Unrestricted (deficit)	(24,834,518)	(11,540,411)	(11,249,613)	(9,116,450)	(7,680,026)	(8,231,543)	(13,251,523)
Total governmental activities net assets	<u>\$ (21,618,537)</u>	<u>\$ (22,692,520)</u>	<u>\$ (26,481,371)</u>	<u>\$ (29,328,638)</u>	<u>\$ (30,759,870)</u>	<u>\$ (34,711,567)</u>	<u>\$ (40,133,362)</u>
Business-type activities							
Invested in capital assets, net of related debt	\$ 3,443,547	\$ 3,002,682	\$ 2,732,958	\$ 2,717,040	\$ 2,564,804	\$ 2,311,832	\$ 4,348,702
Unrestricted (deficit)	157,152	337,157	(59,546)	(192,094)	(116,721)	(205,356)	(152,679)
Total business-type activities net assets	<u>\$ 3,600,699</u>	<u>\$ 3,339,839</u>	<u>\$ 2,673,412</u>	<u>\$ 2,524,946</u>	<u>\$ 2,448,083</u>	<u>\$ 2,106,476</u>	<u>\$ 4,196,023</u>
Primary government							
Invested in capital assets, net of related debt	\$ (13,142,967)	\$ (17,865,121)	\$ (21,684,362)	\$ (26,713,057)	\$ (30,083,452)	\$ (33,218,303)	\$ (30,755,041)
Restricted	19,802,495	9,715,694	9,185,562	9,217,909	9,568,412	9,050,111	8,221,904
Unrestricted (deficit)	(24,677,366)	(11,203,254)	(11,309,159)	(9,308,544)	(7,796,747)	(8,436,899)	(13,404,202)
Total primary government net assets	<u>\$ (18,017,838)</u>	<u>\$ (19,352,681)</u>	<u>\$ (23,807,959)</u>	<u>\$ (26,803,692)</u>	<u>\$ (28,311,787)</u>	<u>\$ (32,605,091)</u>	<u>\$ (35,937,339)</u>

Reno-Sparks Convention & Visitors Authority
Changes in Net Assets
For The Years Ended June 30, 2003 through 2009
(accrual basis of accounting)
(Unaudited)

	<u>2003</u>	<u>2004</u>	<u>2005</u>	<u>Fiscal Year 2006</u>	<u>2007</u>	<u>2008</u>	<u>2009</u>
Expenses							
Governmental activities:							
General government	\$ 2,791,974	\$ 2,920,705	\$ 3,297,097	\$ 3,528,656	\$ 3,514,851	\$ 3,729,349	\$ 3,587,489
Community support	23,818,639	22,739,585	25,307,919	26,957,431	29,461,499	30,203,964	25,387,470
Debt service - interest and fiscal charges	7,391,061	7,843,794	7,683,781	7,530,910	7,366,517	7,267,946	7,136,998
Total governmental activities expenses	<u>34,001,674</u>	<u>33,504,084</u>	<u>36,288,797</u>	<u>38,016,997</u>	<u>40,342,867</u>	<u>41,201,259</u>	<u>36,111,957</u>
Business-type activities:							
Golf courses	3,799,637	3,304,888	3,311,425	3,424,086	3,504,610	3,670,565	4,040,228
Total business-type activities expenses	<u>3,799,637</u>	<u>3,304,888</u>	<u>3,311,425</u>	<u>3,424,086</u>	<u>3,504,610</u>	<u>3,670,565</u>	<u>4,040,228</u>
Total primary government expenses	<u>\$ 37,801,311</u>	<u>\$ 36,808,972</u>	<u>\$ 39,600,222</u>	<u>\$ 41,441,083</u>	<u>\$ 43,847,477</u>	<u>\$ 44,871,824</u>	<u>\$ 40,152,185</u>
Program Revenues							
Governmental activities:							
Charges for services:							
Community support	\$ 6,043,425	\$ 7,954,260	\$ 7,286,277	\$ 9,108,739	\$ 11,241,764	\$ 10,388,274	\$ 8,227,469
General government	239,332	212,179	340,563	376,406	395,736	389,500	373,799
Operating grants and contributions	862,083	598,126	544,580	619,997	691,315	624,755	444,178
Capital grants and contributions	-	-	455,132	-	-	-	100,000
Total governmental activities program revenues	<u>7,144,840</u>	<u>8,764,565</u>	<u>8,626,552</u>	<u>10,105,142</u>	<u>12,328,815</u>	<u>11,402,529</u>	<u>9,145,446</u>
Business-type activities:							
Charges for services	3,267,235	3,044,028	2,644,998	2,875,620	3,027,747	2,928,958	2,438,219
Capital grants and contributions	-	-	-	-	-	-	3,445,200
Total business-type activities program revenues	<u>3,267,235</u>	<u>3,044,028</u>	<u>2,644,998</u>	<u>2,875,620</u>	<u>3,027,747</u>	<u>2,928,958</u>	<u>5,883,419</u>
Total primary government program revenues	<u>\$ 10,412,075</u>	<u>\$ 11,808,593</u>	<u>\$ 11,271,550</u>	<u>\$ 12,980,762</u>	<u>\$ 15,356,562</u>	<u>\$ 14,331,487</u>	<u>\$ 15,028,865</u>
Net (expense)/revenue							
Governmental activities	\$ (26,856,834)	\$ (24,739,519)	\$ (27,662,245)	\$ (27,911,855)	\$ (28,014,052)	\$ (29,798,730)	\$ (26,966,511)
Business-type activities	(532,402)	(260,860)	(666,427)	(548,466)	(476,863)	(741,607)	1,843,191
Total primary government net expense	<u>\$ (27,389,236)</u>	<u>\$ (25,000,379)</u>	<u>\$ (28,328,672)</u>	<u>\$ (28,460,321)</u>	<u>\$ (28,490,915)</u>	<u>\$ (30,540,337)</u>	<u>\$ (25,123,320)</u>
General Revenues and Other Changes in Net Assets							
Governmental activities:							
Room taxes, penalties and interest	\$ 22,084,691	\$ 23,638,425	\$ 23,775,071	\$ 25,262,091	\$ 26,672,321	\$ 25,970,255	\$ 21,710,998
Unrestricted investment and interest earnings	26,095	18,227	86,933	201,189	303,691	254,163	37,652
Miscellaneous	10,698	8,884	11,390	1,308	6,808	22,615	42,422
Transfers	-	-	-	(400,000)	(400,000)	(400,000)	(246,356)
Total governmental activities	<u>22,121,484</u>	<u>23,665,536</u>	<u>23,873,394</u>	<u>25,064,588</u>	<u>26,582,820</u>	<u>25,847,033</u>	<u>21,544,716</u>
Business-type activities:							
Transfers	-	-	-	400,000	400,000	400,000	246,356
Total business-type activities	<u>-</u>	<u>-</u>	<u>-</u>	<u>400,000</u>	<u>400,000</u>	<u>400,000</u>	<u>246,356</u>
Total primary government	<u>\$ 22,121,484</u>	<u>\$ 23,665,536</u>	<u>\$ 23,873,394</u>	<u>\$ 25,464,588</u>	<u>\$ 26,982,820</u>	<u>\$ 26,247,033</u>	<u>\$ 21,791,072</u>
Change in Net Assets							
Governmental activities	\$ (4,735,350)	\$ (1,073,983)	\$ (3,788,851)	\$ (2,847,267)	\$ (1,431,232)	\$ (3,951,697)	\$ (5,421,795)
Business-type activities	(532,402)	(260,860)	(666,427)	(148,466)	(76,863)	(341,607)	2,089,547
Total primary government	<u>\$ (5,267,752)</u>	<u>\$ (1,334,843)</u>	<u>\$ (4,455,278)</u>	<u>\$ (2,995,733)</u>	<u>\$ (1,508,095)</u>	<u>\$ (4,293,304)</u>	<u>\$ (3,332,248)</u>

**Reno-Sparks Convention & Visitors Authority
 Governmental Activities Tax Revenues
 General Room Tax (6 5/8%) Collections
 Last Ten Fiscal Years
 (accrual basis of accounting)
 (Unaudited)**



General Room Tax is the combination of a 6% tax imposed by the local political subdivisions of Washoe County, Reno and Sparks, and the 5/8% imposed by the State of Nevada Department of Taxation that is retained by the Authority. It is the principal source of operating revenues.

2000	\$	18,527,709	2005	\$	18,262,011
2001		18,737,762	2006		19,404,215
2002		17,550,841	2007		20,433,999
2003		16,963,290	2008		19,848,794
2004		18,157,051	2009		16,346,211

Reno-Sparks Convention & Visitors Authority
Fund Balances of Governmental Funds
Last Ten Fiscal Years
(modified accrual basis of accounting)
(Unaudited)

	Fiscal Year									
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
General Fund										
Reserved	\$ 42,471	\$ 31,508	\$ 19,698	\$ 21,005	\$ 157,030	\$ 266,788	\$ 141,851	\$ 303,923	\$ 270,280	\$ 48,045
Unreserved	5,831,419	4,938,929	3,227,620	4,095,892	4,600,588	3,938,251	5,099,293	6,815,430	5,072,080	3,391,813
Total general fund	<u>\$ 5,873,890</u>	<u>\$ 4,970,437</u>	<u>\$ 3,247,318</u>	<u>\$ 4,116,897</u>	<u>\$ 4,757,618</u>	<u>\$ 4,205,039</u>	<u>\$ 5,241,144</u>	<u>\$ 7,119,353</u>	<u>\$ 5,342,360</u>	<u>\$ 3,439,858</u>
All other governmental funds										
Reserved	\$ 11,051,811	\$ 61,237,926	\$ 18,428,883	\$ 22,249,037	\$ 18,296,081	\$ 15,512,455	\$ 14,624,803	\$ 16,711,821	\$ 15,542,661	\$ 12,072,953
Unreserved, reported in:										
Capital projects fund	96,146,739	25,157,884	17,554,431	-	-	-	-	-	-	-
Special revenue funds	1,086,935	1,195,166	806,997	-	-	-	-	-	-	-
Total all other governmental funds	<u>\$ 108,285,485</u>	<u>\$ 87,590,976</u>	<u>\$ 36,790,311</u>	<u>\$ 22,249,037</u>	<u>\$ 18,296,081</u>	<u>\$ 15,512,455</u>	<u>\$ 14,624,803</u>	<u>\$ 16,711,821</u>	<u>\$ 15,542,661</u>	<u>\$ 12,072,953</u>

Reno-Sparks Convention & Visitors Authority
Change in Fund Balances of Governmental Funds and Revenues by Source
Last Ten Fiscal Years
(modified accrual basis of accounting)
(Unaudited)

Revenues	Fiscal Year									
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Room tax (Net 6%)	\$ 16,779,812	\$ 16,970,049	\$ 15,895,105	\$ 15,362,980	\$ 16,444,122	\$ 16,539,180	\$ 17,573,628	\$ 18,506,263	\$ 17,976,266	\$ 14,804,116
Room tax (State 5/8%)	1,747,897	1,767,713	1,655,736	1,600,310	1,712,929	1,722,831	1,830,587	1,927,736	1,872,528	1,542,095
Room tax (NBS 1%)	2,805,008	2,840,479	2,238,112	-	-	-	-	-	-	-
Room tax (RSCC 2%)	5,593,265	5,656,676	5,298,363	5,121,401	5,481,374	5,513,060	5,857,876	6,168,754	5,992,088	4,934,705
Room tax (City Ctr)	1,586,183	738,006	-	-	-	-	-	69,568	129,373	430,082
Facility use fees	5,342,047	5,143,684	3,351,522	5,821,904	7,648,105	6,995,470	8,774,732	10,840,245	10,089,266	7,992,415
Investment earnings	3,276,472	6,914,582	4,371,330	888,178	616,353	631,513	821,186	995,006	878,918	481,830
Miscellaneous	320,061	349,891	265,526	471,551	527,218	642,760	711,721	804,063	711,123	651,275
Total revenues	37,450,745	40,381,080	33,075,694	29,266,324	32,430,101	32,044,814	35,569,730	39,311,635	37,649,562	30,836,518
Expenditures										
General government	2,513,586	2,532,852	2,621,490	2,694,641	2,844,480	3,249,985	3,477,575	3,475,812	3,679,385	3,370,720
Community support										
Facility operation	7,341,937	8,080,085	6,814,860	8,650,507	9,621,002	10,443,924	11,706,207	12,830,037	13,174,461	10,997,397
Convention and tourism promotion	6,704,786	6,509,031	6,123,590	5,812,516	6,451,333	8,054,384	8,354,631	8,910,736	10,235,329	7,125,967
Community grants and miscellaneous	1,206,616	1,262,773	1,185,542	1,011,309	1,074,439	1,304,520	1,325,215	1,425,526	1,312,625	1,100,758
Debt service										
Principal	6,362,725	5,420,000	5,825,000	8,308,318	4,515,000	4,710,000	4,115,000	4,475,000	4,975,000	7,600,000
Interest	3,786,383	10,844,621	5,828,945	5,549,804	5,433,620	5,391,921	5,351,611	5,324,422	5,395,119	5,343,142
Other bond costs	1,681,357	813,288	2,668,271	673,971	5,255	13,164	12,701	59,199	9,100	5,800
Capital outlay	5,675,942	27,398,418	54,531,780	9,736,953	5,597,207	2,089,017	678,337	1,445,676	1,414,696	714,944
Total expenditures	35,273,332	62,861,068	85,599,478	42,438,019	35,542,336	35,256,915	35,021,277	37,946,408	40,195,715	36,258,728
Excess (deficiency) of revenues over expenditures	2,177,413	(22,479,988)	(52,523,784)	(13,171,695)	(3,112,235)	(3,212,101)	548,453	1,365,227	(2,546,153)	(5,422,210)
Other financing sources (uses)										
Transfers in	24,304,704	24,901,136	21,400,000	19,530,205	11,000,000	8,750,000	8,650,000	9,700,000	10,000,000	9,650,000
Transfers out	(24,304,704)	(24,901,136)	(21,400,000)	(20,030,205)	(11,200,000)	(9,000,000)	(9,050,000)	(10,100,000)	(10,400,000)	(9,700,000)
Insurance recovery	-	-	-	-	-	-	-	-	-	100,000
Sale of capital assets	-	-	39,324,874	-	-	-	-	-	-	-
Issuance of medium term financing	-	-	-	-	-	-	-	3,000,000	-	-
Issuance of refunding bonds	-	89,523,283	-	-	-	-	-	-	-	-
Issuance of bonds	104,251,481	-	-	-	-	-	-	-	-	-
Payment to refunded debt escrow agent	-	(88,641,257)	(39,324,874)	-	-	-	-	-	-	-
Issuance of capital lease	-	-	-	-	-	125,896	-	-	-	-
Total other financing sources (uses)	104,251,481	882,026	-	(500,000)	(200,000)	(124,104)	(400,000)	2,600,000	(400,000)	50,000
Net change in fund balance	\$ 106,428,894	\$ (21,597,962)	\$ (52,523,784)	\$ (13,671,695)	\$ (3,312,235)	\$ (3,336,205)	\$ 148,453	\$ 3,965,227	\$ (2,946,153)	\$ (5,372,210)
Debt Service	\$ 11,830,465	\$ 17,077,909	\$ 14,322,216	\$ 14,532,093	\$ 9,953,875	\$ 10,115,085	\$ 9,479,312	\$ 9,858,621	\$ 10,379,219	\$ 12,948,942
Noncapital expenditures	\$ 29,597,390	\$ 35,462,650	\$ 31,067,698	\$ 33,564,997	\$ 30,151,371	\$ 33,156,732	\$ 34,332,843	\$ 36,461,029	\$ 38,903,236	\$ 35,824,741
Debt service as a percentage of noncapital expenditures	39.97%	48.16%	46.10%	43.30%	33.01%	30.51%	27.61%	27.04%	26.68%	36.15%

Reno-Sparks Convention & Visitors Authority
Room Tax Rates by Location
Last Ten Fiscal Years
(Unaudited)

Rate for properties within the City of Sparks and related allocation of those taxes:

Fiscal Year	RSCVA	City of Sparks	City of Reno				Washoe County	State of Nevada	Total
			National Bowling	Events Center	City Center (1)	Park and Recreation			
2009	8.625	2.5	1.0	-	1.0	-	0.375	13.5	
2008	8.625	2.5	1.0	-	1.0	-	0.375	13.5	
2007	8.625	2.5	1.0	-	1.0	-	0.375	13.5	
2006	8.625	2.5	1.0	-	1.0	-	0.375	13.5	
2005	8.625	2.5	1.0	-	1.0	-	0.375	13.5	
2004	8.625	2.5	1.0	-	1.0	-	0.375	13.5	
2003	8.625	-	1.0	-	1.0	-	0.375	11.0	
2002	8.625	-	1.0	-	1.0	-	0.375	11.0	
2001	8.625	-	1.0	-	1.0	-	0.375	11.0	
2000	8.625	-	1.0	-	1.0	-	0.375	11.0	

Rate for properties within the Downtown Reno and related allocation of those taxes:

Fiscal Year	RSCVA	City of Sparks	City of Reno				Washoe County	State of Nevada	Total
			National Bowling (2)	Events Center	City Center (1)	Park and Recreation			
2009	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2008	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2007	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2006	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2005	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2004	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2003	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2002	8.625	-	1.0	1.5	-	1.0	0.375	13.5	
2001	8.625	-	1.0	-	-	1.0	0.375	12.0	
2000	8.625	-	1.0	-	-	1.0	0.375	12.0	

Rate for properties within the City of Reno (properties not located in the Downtown Center) and related allocation of those taxes:

Fiscal Year	RSCVA	City of Sparks	City of Reno				Washoe County	State of Nevada	Total
			National Bowling (2)	Events Center	City Center (1)	Park and Recreation			
2009	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2008	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2007	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2006	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2005	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2004	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2003	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2002	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2001	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2000	8.625	-	1.0	-	1.0	1.0	0.375	12.0	

Rate for properties within unincorporated Washoe County and related allocation of those taxes:

Fiscal Year	RSCVA	City of Sparks	City of Reno				Washoe County	State of Nevada	Total
			National Bowling (2)	Events Center	City Center (1)	Park and Recreation			
2009	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2008	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2007	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2006	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2005	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2004	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2003	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2002	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2001	8.625	-	1.0	-	1.0	1.0	0.375	12.0	
2000	8.625	-	1.0	-	1.0	1.0	0.375	12.0	

(1) This is a tax imposed for the purpose of building a multi-purpose facility in downtown Reno. The Authority retained the funds until a capital improvement plan was agreed upon and the methods in which the project will be funded had been identified. (Imposed June 1999; Retained through October 2000)

(2) This is a 1% tax imposed by the State of Nevada. The entire amount is collected and administered by the Authority. The proceeds are restricted and can only be used for the operations or payment of debt service associated with the National Bowling Stadium. Taxes transferred upon sale of the Stadium during 2002.

**Reno-Sparks Convention & Visitors Authority
Principal Room Taxpayers
June 30, 2009 and 2000
(Unaudited)**

<u>Taxpayer</u>	<u>Fiscal Year</u>					
	<u>2009</u>			<u>2000</u>		
	<u>Number of Rooms</u>	<u>Rank</u>	<u>Percentage of Total Rooms</u>	<u>Number of Rooms</u>	<u>Rank</u>	<u>Percentage of Total Rooms</u>
Grand Sierra Resort/Reno Hilton	1,994	1	7.97%	2,003	1	7.18%
Silver Legacy	1,710	2	6.83%	1,712	2	6.14%
Peppermill Hotel/Casino	1,623	3	6.48%	1,070	5	3.84%
Circus Circus	1,572	4	6.28%	1,572	3	5.64%
Nugget	1,382	5	5.52%	1,412	4	5.06%
Atlantis Hotel/Casino	974	6	3.89%	984	6	3.53%
Harrah's	928	7	3.71%	958	7	3.44%
Sands Regency	833	8	3.33%	836	8	3.00%
Eldorado Hotel/Casino	815	9	3.26%	816	9	2.93%
Hyatt - Lake Tahoe	422	10	1.69%	-		-
Flamingo Hilton	-		-	604	10	2.17%
All Other Hotels	<u>3,191</u>		<u>12.75%</u>	<u>4,738</u>		<u>16.99%</u>
Total All Hotels	15,444		61.71%	16,705		59.92%
Motels	2,156		8.61%	4,490		16.10%
Other Rental Properties	<u>7,429</u>		<u>29.68%</u>	<u>6,687</u>		<u>23.98%</u>
Total Room Inventory	<u><u>25,029</u></u>		<u><u>100.00%</u></u>	<u><u>27,882</u></u>		<u><u>100.00%</u></u>

The chief revenue source of the Authority is from room license taxes imposed on transient rental facilities located in Washoe County. The properties above represent the largest properties in this area and accordingly, represent the group which generates the largest volume of room license tax revenues.

Reno-Sparks Convention & Visitors Authority
Outstanding Debt by Type
Last Ten Fiscal Years
(amounts expressed in thousands)
(Unaudited)

Fiscal Year	Governmental Activities			Business Type-Activities		Total Primary Government	Per Cash Occupied Room Night	Per Room Tax Revenue (8%)
	General Obligation Bonds	Medium Term Obligations	Capital Leases	Capital Leases	Capital Leases			
2009	\$ 126,904,882	\$ 2,800,000	\$ -	\$ -	\$ -	\$ 129,704,882	\$ 38.71	\$ 6.57
2008	132,483,466	2,900,000	-	-	-	135,383,466	35.80	5.65
2007	135,554,189	3,000,000	40,808	-	-	138,594,997	33.87	5.62
2006	138,075,844	-	82,929	-	-	138,158,773	32.02	5.90
2005	140,099,440	-	122,686	98,400	-	140,320,526	32.00	6.36
2004	142,592,488	-	-	156,204	-	142,748,692	30.73	6.51
2003	144,774,769	-	-	208,272	-	144,983,041	31.97	7.08
2002	150,578,651	-	-	-	-	150,578,651	32.64	7.10
2001	193,497,043	-	-	-	-	193,497,043	39.27	8.55
2000	186,393,491	-	-	-	-	186,393,491	37.15	8.33

Note: Details regarding the outstanding debt can be found in the notes to the financial statements.

Note: Payment of general obligation bonds and medium term obligations is provided by transient lodging taxes (governmental activities), payment of capital leases is provided by facility charges (governmental activities), payment of capital leases is provided by golf course operations (business-type activities).

**Reno-Sparks Convention & Visitors Authority
General Bonded Debt Outstanding
Last Ten Fiscal Years
(Unaudited)**

Fiscal Year	General Obligation Bonds	Less: Amounts Available in Debt Service Fund	Total
2009	\$ 129,704,882	\$ 10,655,032	\$ 119,049,850
2008	135,383,466	13,932,925	121,450,541
2007	138,554,189	14,300,051	124,254,138
2006	138,075,844	14,035,658	124,040,186
2005	140,099,440	14,461,016	125,638,424
2004	142,592,488	16,350,560	126,241,928
2003	144,774,769	16,801,315	127,973,454
2002	150,578,651	11,443,589	139,135,062
2001	193,497,043	11,319,665	182,177,378
2000	186,393,491	10,846,124	175,547,367

Note: Details regarding the outstanding debt can be found in the notes to the financial statements.

Note: Payment of general obligation bonds is provided by transient lodging taxes.

Reno-Sparks Convention & Visitors Authority
Direct and Overlapping Governmental Activities Bonded Debt
June 30, 2009
(Unaudited)

Name of Government Unit	General Obligation Debt Outstanding (Thousands)	Present Self-Supporting General Obligation Debt (Thousands)	Percent Applicable to Washoe County	Applicable Net Debt (Thousands)
Debt repaid with property taxes:				
Washoe County - Governmental Funds	\$ 391,689	\$ 314,255	100%	\$ 77,434
Washoe County School District	520,464	-	100%	520,464
City of Reno	85,998	78,738	100%	7,260
City of Reno - Special Assessments	23,530	-	100%	23,530
City of Sparks	63,072	55,347	100%	7,725
Washoe County (RSCVA)	129,705	126,905	100%	2,800
Total Overlapping Bonded Debt				<u>\$ 639,213</u>

Note: The Authority's schedule of overlapping bonding debt is the same as Washoe County, Nevada's. Overlapping governments are those that coincide, at least in part, with the geographic boundaries of the County. The outstanding debt of those overlapping governments is borne by the residents and businesses of Washoe County. When considering the ability to issue and repay long-term debt, the entire debt burden borne by the residents and businesses should be taken into account. However, every taxpayer is not responsible for repaying the debt of each overlapping government.

Direct debt:	
Washoe County (RSCVA)	<u>\$ 129,705</u>

Note: Payment of general obligation bonds is provided by transient lodging taxes.

Source: JNA Consulting Group

Reno-Sparks Convention & Visitors Authority
Legal Debt Margin Information
Last Ten Fiscal Years
(amounts expressed in thousands)
(Unaudited)

	Fiscal Year									
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Debt limit	\$ 238,287	\$ 251,736	\$ 250,255	\$ 255,914	\$ 280,764	\$ 309,508	\$ 393,232	\$ 412,360	\$ 453,165	\$ 465,753
Total net debt applicable to limit	175,547	182,177	139,135	127,973	126,242	125,638	124,040	124,254	121,450	119,050
Legal debt margin	<u>\$ 62,740</u>	<u>\$ 69,559</u>	<u>\$ 111,120</u>	<u>\$ 127,941</u>	<u>\$ 154,522</u>	<u>\$ 183,870</u>	<u>\$ 269,192</u>	<u>\$ 288,106</u>	<u>\$ 331,715</u>	<u>\$ 346,703</u>
Total net debt applicable to the limit as a percentage of debt limit	73.67%	72.37%	55.60%	50.01%	44.96%	40.59%	31.54%	30.13%	26.80%	25.56%

Assessed value	<u>\$ 15,525,096</u>
Debt limit (3% of assessed value)	<u>465,753</u>
Debt applicable to debt limit	
General obligation bonds	129,705
Amounts set aside for repayment of general obligation debt	<u>(10,655)</u>
Total net debt applicable to limit	<u>119,050</u>
Legal debt margin	<u>\$ 346,703</u>

Note: The general obligation debt subject to the limitation may be offset by amounts set aside for repaying general obligations bonds.

Source: JNA Consulting Group

Reno-Sparks Convention & Visitors Authority
Pledged Revenue Coverage
Last Ten Fiscal Years and June 30, 2010 (Budgeted)
(Unaudited)

	Fiscal Year										
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010 (Budgeted)
Net General Room License Taxes (1)	\$ 16,779,812	\$ 16,970,049	\$ 15,895,104	\$ 15,362,980	\$ 16,444,122	\$ 16,539,180	\$ 17,573,628	\$ 18,506,263	\$ 17,976,266	\$ 14,804,116	\$ 14,064,322
Convention Center Room Taxes (2)	5,593,265	5,656,676	5,298,363	5,120,993	5,481,374	5,513,060	5,857,876	6,168,754	5,992,088	4,934,705	4,688,107
Other Income (3)	10,035,063	13,487,745	10,846,928	10,449,276	11,835,704	10,914,741	13,183,259	15,719,237	14,705,295	11,582,548	11,718,282
Subtotal	<u>32,408,140</u>	<u>36,114,470</u>	<u>32,040,395</u>	<u>30,933,249</u>	<u>33,761,200</u>	<u>32,966,981</u>	<u>36,614,763</u>	<u>40,394,254</u>	<u>38,673,649</u>	<u>31,321,369</u>	<u>30,470,711</u>
Less: Operating and Maintenance Expenses (4)	<u>12,829,553</u>	<u>14,063,172</u>	<u>14,303,629</u>	<u>16,083,788</u>	<u>16,375,523</u>	<u>17,798,474</u>	<u>18,889,019</u>	<u>20,774,303</u>	<u>21,467,562</u>	<u>18,074,411</u>	<u>17,312,085</u>
Net Pledged Revenues	<u>\$ 19,578,587</u>	<u>\$ 22,051,298</u>	<u>\$ 17,736,766</u>	<u>\$ 14,849,461</u>	<u>\$ 17,385,677</u>	<u>\$ 15,168,507</u>	<u>\$ 17,725,744</u>	<u>\$ 19,619,951</u>	<u>\$ 17,206,087</u>	<u>\$ 13,246,958</u>	<u>\$ 13,158,626</u>
Combined Maximum Annual Debt Service on Pledged Revenue Bonds (5)	<u>\$ 5,134,491</u>	<u>\$ 12,576,313</u>									
Coverage Factor (6)	3.81	1.75	1.41	1.18	1.38	1.21	1.41	1.56	1.37	1.05	1.05

(1) Pledged Room License Taxes levied at a rate of 6%, Net of Collection Allowance.

(2) Proceeds of 2% Convention Center Tax.

(3) Includes RSCC, RSLEC, REC, Special Events, Golf Course, NBS (Fiscal Years 2003 - 2010) and Interest Revenues.

(4) Includes General Government Expenditures, Community Support - Facility Operations Expenditures, and Certain Community Support - Convention and Tourism Promotion Expenditures. Community Support - Convention and Tourism Promotion Expenditures relating to promotion and advertising have been excluded.

(5) Total of Maximum Annual Debt Service Requirements on the General License Tax Bonds per the bond requirements (\$12,576,313 in 2024).

(6) Pledged revenues divided by combined maximum annual debt service on pledged revenue bonds.

Note: Details regarding outstanding debt can be found in the notes to the financial statements.

**Reno-Sparks Convention & Visitors Authority
Demographic and Economic Statistics
Last Ten Fiscal Years
(Unaudited)**

Fiscal Year	Population	Per Capita Income (Thousands)	Median Age	School Enrollment	Unemployment Rate (Percent)	Total Personal Income (Thousands)	Taxable Sales (Thousands)	Gross Gaming Win (Thousands)	Total Passenger Air Traffic
	(1)	(1)	(2)	(3)	(4)	(1)	(5)	(6)	(7)
2009	428,195	\$ 43	36.4	63,310	11.50%	\$ 18,550,337	\$ 5,707,791	\$ 867,202	3,979,015
2008	423,833	42	36.5	63,635	6.80%	17,803,397	6,823,701	996,614	4,841,257
2007	418,061	44	34.5	63,044	4.60%	19,173,828	7,202,641	1,069,608	5,014,382
2006	409,085	43	36.5	62,390	4.00%	17,685,503	7,268,593	1,072,937	5,149,700
2005	396,844	42	36.1	62,098	4.00%	16,007,090	6,687,447	1,016,864	5,097,170
2004	383,453	41	35.1	60,411	4.20%	15,071,220	6,023,437	1,011,658	4,918,829
2003	373,233	37	35.8	58,908	4.60%	13,917,120	5,481,583	1,032,988	4,514,225
2002	359,423	37	35.6	57,404	4.90%	13,323,522	5,292,179	1,049,152	4,485,369
2001	353,271	37	35.6	55,673	4.50%	13,035,713	5,194,146	1,113,289	5,332,507
2000	333,566	37	37.3	54,121	3.70%	12,322,546	4,957,235	1,111,327	5,951,344

The above estimates were obtained from:

- (1) Washoe County Department of Community Development 2000-2002, 2009.
Nevada Department of Employment, Training and Rehabilitation, 2003-2004.
Bureau of Economic Analysis and Washoe County, 2005-2008.
- (2) Bureau of Economic and Business Research, University of Nevada - Reno, 2000 - 2004.
CB Richard Ellis Demographic Report 2005-2007.
Washoe County 2008-2009.
- (3) Washoe County School District.
- (4) Nevada Department of Employment Security.
- (5) State Department of Taxation.
- (6) State of Nevada, Gaming Control Board.
- (7) Bureau of Economic and Business Research, University of Nevada - Reno, 2000-2002.
Reno-Tahoe International Airport, 2003-2009.

**Reno-Sparks Convention & Visitors Authority
Principal Employers
June 30, 2009 and 2000
(Unaudited)**

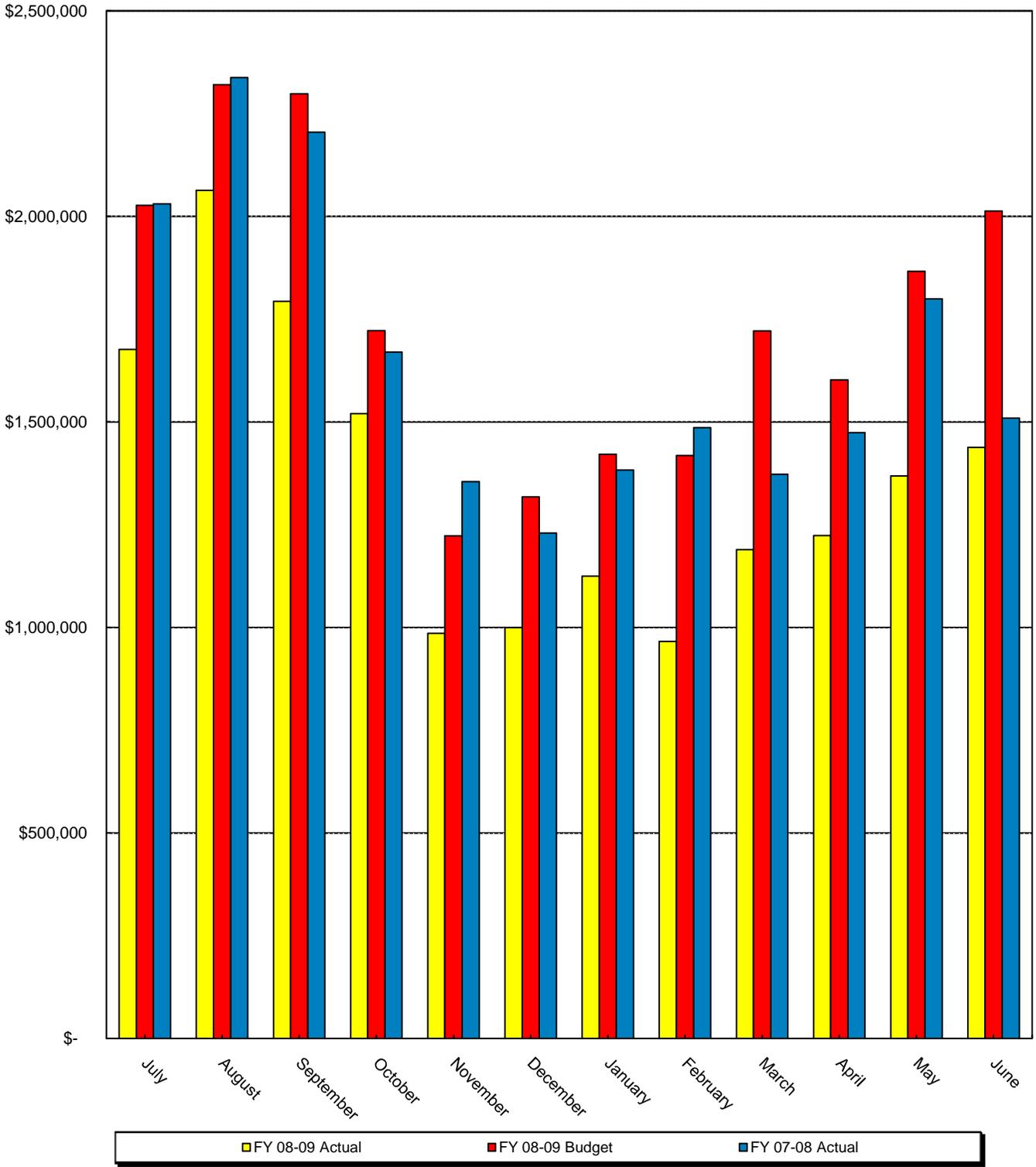
<u>Employer</u>	Fiscal Year					
	2009			2000		
	Employees	Rank	Percentage of Total County Employment	Employees	Rank	Percentage of Total County Employment
Washoe County School District	8,500 - 8,999	1	4.2%	6,000 - 6,499	1	3.5%
University of Nevada - Reno	4,000 - 4,499	2	2.3%	3,000 - 3,499	2	1.8%
Washoe County	3,000 - 3,499	3	1.6%	2,500 - 2,999	4	1.5%
International Gaming Technology	2,500 - 2,999	4	1.3%			
Renown Regional Medical Center	2,000 - 2,499	5	1.1%	2,000 - 2,499	7	1.2%
Peppermill Hotel Casino - Reno	2,000 - 2,499	6	1.1%			
Silver Legacy Resort Casino	1,500 - 1,999	7	0.1%	2,500 - 2,999	5	1.5%
City of Reno	1,500 - 1,999	8	0.1%			
Atlantis Casino Resort	1,500 - 1,999	9	0.1%			
St. Mary's	1,500 - 1,999	10	0.1%			
Eldorado Hotel & Casino				2,000 - 2,499	6	1.2%
Circus Circus Casinos, Inc. - Reno				2,000 - 2,499	9	1.2%
Harrah's Reno				2,000 - 2,499	8	1.2%
Grand Sierra Resort (Reno Hilton)				2,500 - 2,999	3	1.5%
Sparks Nugget, Inc.				2,000 - 2,499	10	1.2%
 Total County Covered Employment	<u><u>210,082</u></u>			<u><u>180,745</u></u>		

Note: Each of the years reflect respective 4th quarter (December) information. Nevada Revised Statute Chapter 612 stipulate that actual employment for individual employers may not be published.

Source: Nevada Department of Employment, Training and Rehabilitation, Division of Labor Marketing

Reno-Sparks Convention & Visitors Authority
General Room Tax (6 5/8%) Collections
Fiscal Year 2008-09
(Unaudited)

Room Tax Collections By Month
 Actual, Budget and Prior Year



**Reno-Sparks Convention & Visitors Authority
Full-time Equivalent Employees by Function
Last Ten Fiscal Years
(Unaudited)**

	Fiscal Year									
	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009
Function										
General Government	20	26	28	27	25	25	25	27	26	18
Culture and Recreation	50	50	50	55	55	55	55	55	55	27
Community Support	155	160	160	160	165	170	200	200	180	169
Total	225	236	238	242	245	250	280	282	261	214

Notes:

- (1) Information provided on budgeted employees.
- (2) Culture and Recreation represents business-type activities (Golf Courses).

Reno-Sparks Convention & Visitors Authority
Convention Center, Reno-Sparks Livestock Events Center, National Bowling Stadium
and Reno Events Center Activity Summary
(Unaudited)

Future Bookings and Projected Attendance

	Convention Center		Reno-Sparks Livestock Events Center		National Bowling Stadium		Reno Events Center	
Fiscal Year	Number of Events	Estimated Attendance	Number of Events	Estimated Attendance	Number of Events	Estimated Attendance	Number of Events	Estimated Attendance
2010	80	348,260	130	563,412	130	225,000	106	181,629
2011	27	296,850	130	574,680	140	225,000	120	178,996
2012	20	232,050	130	574,680	140	140,000	102	176,416
2013	21	255,750	130	586,173	140	225,000	100	180,000
2014	14	164,700	130	586,173	175	100,000	103	183,900

Notes:

- 1) Due to emphasis on hosting larger events, the number of events at certain facilities is estimated to decrease.
- 2) Number of events includes conventions and trade shows currently scheduled on a tentative basis. (Note: Firm contracted dates are issued only one year in advance.)

Historical Usage and Attendance

	Convention Center		Reno-Sparks Livestock Events Center		National Bowling Stadium		Reno Events Center	
Fiscal Year	Number of Events	Estimated Attendance	Number of Events	Estimated Attendance	Number of Events	Estimated Attendance	Number of Events	Estimated Attendance
2000	242	344,929	180	902,511	77	110,000	n/a	n/a
2001	82	201,095	180	902,511	135	150,000	n/a	n/a
2002	159	358,075	165	902,511	64	66,851	n/a	n/a
2003	157	354,377	142	885,225	108	97,166	n/a	n/a
2004	236	539,857	150	510,300	52	134,500	n/a	n/a
2005	229	504,628	145	511,125	127	47,500	61	72,925
2006	257	552,881	135	515,125	50	119,700	48	160,339
2007	285	576,161	133	522,125	89	239,268	83	169,014
2008	263	575,372	131	517,225	185	73,738	125	213,550
2009	171	326,176	129	537,225	115	130,844	109	198,054

Notes:

- 1) Due to emphasis on hosting larger events, the number of events at certain facilities has fallen slightly in recent years. However, the emphasis on fewer but larger events may result in increased attendance.
- 2) Number of events includes all show activity (conventions, trade shows, public consumer shows, concerts and meetings).
- 3) The Reno Events Center opened January 2005.



Department of Finance

May 25, 2010

Department of Taxation
1550 E. College Parkway, Suite 115
Carson City, NV 89706

The Reno-Sparks Convention & Visitors Authority herewith submits the final budget for the fiscal year ending June 30, 2011.

This budget contains no funds, including Debt Service, that require property tax revenues.

This budget contains three (3) governmental type funds with estimated expenditures of \$28,936,695 and two (2) proprietary funds with estimated expenses of \$4,116,766.

Copies of this budget have been filed for public record and inspection in the offices enumerated in NRS 354.596 (Local Government Budget Act).

CERTIFICATION:

I, 

Ellen Oppenheim
CEO

certify that all applicable funds and financial operations of this Local Government are listed herein.

Dated: May 25, 2010

visitrenotahoe.com

Reno-Sparks Convention & Visitors Authority
 Final Budget
 For the Fiscal Year July 1, 2010 – June 30, 2011
 Index

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FULL TIME EQUIVALENT EMPLOYEES BY FUNCTION

	ACTUAL PRIOR YEAR ENDING 06/30/09	ESTIMATED CURRENT YEAR ENDING 06/30/10	BUDGET YEAR ENDING 06/30/11
General Government *	18	14	14
Culture and Recreation **	26	26	26
Community Support *	169	161	161
Other			
TOTAL	213	201	201

Employee's retirement contribution is paid by local government.

POPULATION (AS OF JULY 1)	N/A	N/A	N/A
Source of population estimate*			
Assessed Valuation (Secured and Unsecured only)			
Net Proceeds of Mines			
TOTAL ASSESSED VALUE			
TAX RATE			
General Fund			
Special Revenue Funds			
Debt Service Funds			
Enterprise Funds			
Other			
TOTAL TAX RATE	N/A	N/A	N/A

* Positions included in general fund as applicable to department.

** Positions included in enterprise (Golf Courses) fund.

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

SCHEDULE S-2 - STATISTICAL DATA

ESTIMATED REVENUES AND OTHER RESOURCES

SCHEDULE A - GOVERNMENTAL FUND TYPES, EXPENDABLE TRUST FUNDS AND TAX SUPPORTED PROPRIETARY FUND TYPES

Budget for Fiscal Year Ending June 30, 2011

Budget Summary for Reno-Sparks Convention & Visitors Authority

GOVERNMENTAL FUNDS AND EXPENDABLE TRUST FUNDS FUND NAME	*	BEGINNING FUND BALANCES (1)	SUPPLEMENTAL CITY/COUNTY RELIEF TAX (2)	AD VALOREM TAXES REQUIRED (3)	TAX RATE (4)	OTHER REVENUES (5)	OTHER FINANCING SOURCES OTHER THAN TRANSFERS IN (6)	OPERATING TRANSFERS IN (7)	TOTAL (8)
General Fund	G	5,655,851	0	0	N/A	26,849,860	0	0	32,505,711
Capital Projects Fund	C	806,850	0	0	N/A	36,238	0	0	843,088
Debt Service Fund	D	9,414,020	0	0	N/A	323,150	0	7,500,000	17,237,170
Subtotal Governmental Fund Types, Expendable Trust Funds		15,876,721	0	0	N/A	27,209,248	0	7,500,000	50,585,969
PROPRIETARY FUNDS									
		XXXXXXXXXX	0	0	0	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
		XXXXXXXXXX	0	0	0	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
		XXXXXXXXXX	0	0	0	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
SUBTOTAL PROPRIETARY FUNDS		XXXXXXXXXX	0	0	0	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX
TOTAL ALL FUNDS		XXXXXXXXXX	0	0	0	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX	XXXXXXXXXX

SCHEDULE A1 - ESTIMATED EXPENDITURES AND OTHER FINANCING USES

Budget for Fiscal Year Ending June 30, 2011

Budget Summary for Reno-Sparks Convention & Visitors Authority

GOVERNMENTAL FUNDS AND EXPENDABLE TRUST FUNDS FUND NAME	*	SALARIES AND WAGES (1)	EMPLOYEE BENEFITS (2)	SERVICES SUPPLIES AND OTHER CHARGES ** (3)	CAPITAL OUTLAY (4)	CONTINGENCIES AND USES OTHER THAN OPERATING TRANSFERS OUT (5)	OPERATING TRANSFERS OUT (6)	ENDING FUND BALANCES (7)	TOTAL (8)
General Fund	G	6,685,240	3,129,450	11,377,251	26,900	0	7,275,000	4,011,870	32,505,711
Capital Projects Fund	C	0	0	0	505,000	0	225,000	113,088	843,088
Debt Service Fund	D	0	0	7,212,854	0	0	0	10,024,316	17,237,170
TOTAL GOVERNMENTAL FUND TYPES AND EXPENDABLE TRUST FUNDS		6,685,240	3,129,450	18,590,105	531,900	0	7,500,000	14,149,274	50,585,969

* FUND TYPES: R - Special Revenue
C - Capital Projects
D - Debt Service
T - Expendable Trust

** Include Debt Service requirements in this column.

SCHEDULE A2 - PROPRIETARY AND NONEXPENDABLE TRUST FUNDS

Budget for Fiscal Year Ending June 30, 2011

Budget Summary for Reno-Sparks Convention & Visitors Authority

FUND NAME	*	OPERATING REVENUES (1)	OPERATING EXPENSES ** (2)	NONOPERATING REVENUES (3)	NONOPERATING EXPENSES (4)	OPERATING IN (5)	TRANSFERS OUT (6)	NET INCOME (7)
Golf Courses	E	2,124,594	2,268,166	0	0	0	0	(143,572)
Self Insurance Fund	I	1,775,583	1,848,600	0	0	0	0	(73,017)
TOTAL		3,900,177	4,116,766	0	0	0	0	(216,589)

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

** Including Depreciation

	(1)	(2)	(3)	(4)
	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR TENTATIVE APPROVED	ENDING 6/30/11 FINAL APPROVED
REVENUES				
Taxes:				
Room tax (net)	21,710,998	20,056,938	18,729,877	18,968,954
Subtotal	21,710,998	20,056,938	18,729,877	18,968,954
Miscellaneous:				
Interest earnings	37,652	1,013	0	0
Rents and royalties	7,992,415	7,286,931	7,173,188	7,173,188
Convention & Visitors Services	235,054	163,124	160,900	160,900
Other	416,221	564,900	543,692	546,818
Subtotal	8,681,342	8,015,968	7,877,780	7,880,906
SUBTOTAL REVENUE ALL SOURCES	30,392,340	28,072,906	26,607,657	26,849,860
Other Financing Sources:				
Short/medium -term financing	0	0	0	0
Fund transfers In	0	0	0	0
Proceeds from sale of fixed assets	0	0	0	0
SUBTOTAL OTHER FINANCING SOURCES	0	0	0	0
Beginning Fund Balance:				
Reserved	270,280	48,045	75,000	75,000
Unreserved	5,072,080	3,391,813	5,326,098	5,580,851
Total Beginning Fund Balance	5,342,360	3,439,858	5,401,098	5,655,851
Prior Period Adjustments	0	0	0	0
Residual Equity Transfers	0	0	0	0
TOTAL AVAILABLE RESOURCES	35,734,700	31,512,764	32,008,755	32,505,711

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE B - GENERAL FUND

EXPENDITURES BY FUNCTION AND ACTIVITY	(1)	(2)	(3)	
	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11 TENTATIVE APPROVED	FINAL APPROVED
GENERAL GOVERNMENT				
Salaries and wages	1,504,038	1,244,466	1,055,979	1,055,979
Employee benefits	575,340	482,401	483,036	483,036
Services and supplies	1,279,004	1,012,138	949,286	954,161
Capital outlay	12,338	21,046	22,800	22,800
Subtotal	3,370,720	2,760,051	2,511,101	2,515,976
TOTAL GENERAL GOVERNMENT	3,370,720	2,760,051	2,511,101	2,515,976
COMMUNITY SUPPORT				
OTHER - FACILITY OPERATION				
Salaries and wages	4,204,254	3,793,717	3,731,896	3,731,896
Employee benefits	1,876,787	1,744,399	1,866,272	1,866,272
Services and supplies	4,916,356	4,786,845	5,955,629	5,955,629
Capital outlay	0	0	0	0
Subtotal	10,997,397	10,324,961	11,553,797	11,553,797
OTHER - CONVENTION & TOURISM PROMOTION				
Salaries and wages	2,222,538	1,817,258	1,897,365	1,897,365
Employee benefits	764,062	696,539	780,142	780,142
Services and supplies	4,124,744	3,749,987	3,601,252	3,601,252
Capital outlay	14,623	4,100	4,100	4,100
Subtotal	7,125,967	6,267,884	6,282,859	6,282,859
OTHER - COMMUNITY GRANTS & MISCELLANEOUS				
Salaries and wages	0	0	0	0
Employee benefits	0	0	0	0
Services and supplies	1,100,758	1,004,017	859,022	866,209
Capital outlay	0	0	0	0
Subtotal	1,100,758	1,004,017	859,022	866,209
TOTAL COMMUNITY SUPPORT	19,224,122	17,596,862	18,695,678	18,702,865
TOTAL EXPENDITURES	22,594,842	20,356,913	21,206,779	21,218,841

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE B - GENERAL FUND

EXPENDITURES BY FUNCTION AND ACTIVITY		(1) ACTUAL PRIOR YEAR ENDING 6/30/09	(2) ESTIMATED CURRENT YEAR ENDING 6/30/10	(3) BUDGET YEAR ENDING 6/30/11	
				TENTATIVE APPROVED	FINAL APPROVED
PAGE	FUNCTION SUMMARY				
6	General Government	3,370,720	2,760,051	2,511,101	2,515,976
6	Community Support	19,224,122	17,596,862	18,695,678	18,702,865
TOTAL EXPENDITURES - ALL FUNCTIONS		22,594,842	20,356,913	21,206,779	21,218,841
OTHER USES:					
	Contingency	0	0	0	0
	Residual Equity Transfer	0	0	0	0
	Operating transfers (Schedule T)	9,700,000	5,500,000	7,275,000	7,275,000
TOTAL EXPENDITURES AND OTHER USES		32,294,842	25,856,913	28,481,779	28,493,841
ENDING FUND BALANCE					
	Reserved	48,045	75,000	75,000	75,000
	Unreserved	3,391,813	5,580,851	3,451,976	3,936,870
TOTAL ENDING FUND BALANCE		3,439,858	5,655,851	3,526,976	4,011,870
TOTAL GENERAL FUND COMMITMENTS AND FUND BALANCE		35,734,700	31,512,764	32,008,755	32,505,711

Schedule of reserved fund balance:

	FY 08-09	FY 09-10	FY 10-11
Reserved for inventory	0	0	0
Reserved for prepaid expenditures	25,340	25,000	25,000
Reserved for encumbrances	22,705	50,000	50,000
Reserved for subsequent years expend.	0	0	0
Reserved for other receivables	0	0	0
	48,045	75,000	75,000

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE B - SUMMARY - EXPENDITURES, OTHER USES AND FUND BALANCE
GENERAL FUND - ALL FUNCTIONS

RESOURCES	(1)	(2)	(3)	(4)
	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11 TENTATIVE APPROVED	BUDGET YEAR ENDING 6/30/11 FINAL APPROVED
REVENUES				
Taxes				
Room Taxes	0	0	0	0
Subtotal	0	0	0	0
Miscellaneous				
Interest Earnings	73,129	55,889	36,238	36,238
Rents and royalties	0	0	0	0
Subtotal	73,129	55,889	36,238	36,238
OTHER FINANCING SOURCES				
Operating transfers In	350,000	0	0	0
Insurance Recovery	100,000	30,000	0	0
Proceeds from short-term financing	0	0	0	0
Proceeds from long-term debt	0	0	0	0
Beginning Fund Balance				
Reserved	1,609,736	1,417,921	806,841	806,850
Unreserved	0	0	0	0
Total Beginning Fund Balance	1,609,736	1,417,921	806,841	806,850
Prior Period Adjustments	0	0	0	0
Residual Equity Transfers	0	0	0	0
TOTAL AVAILABLE RESOURCES	2,132,865	1,503,810	843,079	843,088
EXPENDITURES:				
Capital Projects				
Services and supplies	0	0	0	0
Capital outlay	714,944	496,960	505,000	505,000
Subtotal	714,944	496,960	505,000	505,000
OTHER USES:				
Contingency	0	0	0	0
Operating Transfers (Schedule T)	0	200,000	225,000	225,000
ENDING FUND BALANCE:				
Reserved	1,417,921	806,850	113,079	113,088
Unreserved	0	0	0	0
TOTAL ENDING FUND BALANCE	1,417,921	806,850	113,079	113,088
TOTAL CAPITAL PROJECTS FUND COMMITMENTS AND FUND BALANCE	2,132,865	1,503,810	843,079	843,088

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE B-2
FUND 23 - CAPITAL PROJECTS FUND

PAGE 8
Form 14

LGB 72

RESOURCES	(1)	(2)	(3)	(4)
	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
REVENUES			TENTATIVE APPROVED	FINAL APPROVED
Miscellaneous				
Room Tax	0	0	0	0
Interest Earnings	371,049	326,052	323,150	323,150
Other	0	0	0	0
Subtotal	371,049	326,052	323,150	323,150
Other Financing Sources				
Transfers In (Schedule T)	9,300,000	5,700,000	7,500,000	7,500,000
Proceeds of medium-term financing	0	0	0	0
Net Proceeds of Refunding	0	0	0	0
Beginning Fund Balance				
Reserved	13,932,925	10,655,032	9,413,766	9,414,020
Unreserved	0	0	0	0
Total Beginning Fund Balance	13,932,925	10,655,032	9,413,766	9,414,020
Prior Period Adjustments	0	0	0	0
Residual Equity Transfers	0	0	0	0
TOTAL TOTAL AVAILABLE RESOURCES	23,603,974	16,681,084	17,236,916	17,237,170

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE C - DEBT SERVICE FUND
THE ABOVE DEBT IS REPAYED BY OPERATING RESOURCES

EXPENDITURES AND RESERVES	(1)	(2)	(3)		(4)
	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11		
			TENTATIVE APPROVED	FINAL APPROVED	
Principal	0	0	0	0	0
Interest	0	0	0	0	0
Reserves - Increase or (Decrease)	0	0	0	0	0
Other	0	0	0	0	0
* Total reserved amount (memo only)					
TYPE - 2007 Medium Term Obligation					
Principal	100,000	100,000	679,000	679,000	679,000
Interest	115,043	111,076	107,109	107,109	107,109
Reserves - Increase or (Decrease)	0	0	0	0	0
Other	0	0	0	0	0
* Total reserved amount (memo only)					
TYPE - 1995 SERIES REFUNDING BONDS					
Principal	5,345,000	0	0	0	0
Interest	316,431	0	0	0	0
Reserves - Increase or (Decrease)	0	0	0	0	0
Other	0	0	0	0	0
* Total reserved amount (memo only)					
TYPE - 1999 Convention Center Capital Appreciation Bonds					
Principal	0	0	0	0	0
Interest	0	0	0	0	0
Reserves - Increase or (Decrease)	0	0	0	0	0
Other	0	0	0	0	0
* Total reserved amount (memo only)					

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE C - DEBT SERVICE FUND
THE ABOVE DEBT IS REPAYED BY OPERATING RESOURCES

EXPENDITURES AND RESERVES	(1) ACTUAL PRIOR YEAR ENDING 6/30/09	(2) ESTIMATED CURRENT YEAR ENDING 6/30/10	(3) BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
2001 RSCC Refunding Bonds				
Principal	380,000	400,000	415,000	415,000
Interest	4,724,545	4,708,160	4,690,582	4,690,582
Reserves - Increase or (Decrease)	0	0	0	0
Other	0	0	0	0
* Total reserved amount (memo only)	4,654,000	4,654,000	4,654,000	4,654,000
TYPE - 1999 SERIES B REFUNDING				
Principal	1,170,000	1,220,000	1,285,000	1,285,000
Interest	136,660	84,665	28,913	28,913
Reserves - Increase or (Decrease)	0	0	0	0
Other	0	0	0	0
* Total reserved amount (memo only)				
TYPE - 1999 Convention Center Current Interest Bonds				
Principal	605,000	615,000	0	0
Interest	50,463	16,913	0	0
Reserves - Increase or (Decrease)	0	0	0	0
Other	0	0	0	0
* Total reserved amount (memo only)				
Fiscal Agent Fees	5,800	11,250	7,250	7,250
Advance Refunding	0	0	0	0
ENDING FUND BALANCE				
Reserved	10,655,032	9,414,020	10,024,062	10,024,316
Unreserved	0	0	0	0
TOTAL ENDING FUND BALANCE	10,655,032	9,414,020	10,024,062	10,024,316
TOTAL COMMITMENTS AND FUND BALANCE	23,603,974	16,681,084	17,236,916	17,237,170

THE ABOVE DEBT IS REPAYED BY OPERATING RESOURCES

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PROPRIETARY FUND	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
OPERATING REVENUE:				
User Charges	2,438,219	2,024,654	2,124,594	2,124,594
Total Operating Revenue	2,438,219	2,024,654	2,124,594	2,124,594
OPERATING EXPENSE:				
Salaries and wages	1,017,835	750,987	765,720	765,720
Employee benefits	330,520	289,711	318,662	318,662
Services and supplies	1,216,142	935,581	982,420	982,420
Depreciation	377,021	205,489	201,364	201,364
Total Operating Expense	2,941,518	2,181,768	2,268,166	2,268,166
Operating Income or (Loss)	(503,299)	(157,114)	(143,572)	(143,572)
NONOPERATING REVENUES:				
Interest Earned	0	0	0	0
Contribution of water rights	3,445,200	0	0	0
Total Nonoperating Revenues	3,445,200	0	0	0
NONOPERATING EXPENSE				
Loss on disposal of fixed assets	1,062,314	0	0	0
Interest Expense	0	0	0	0
TOTAL NONOPERATING EXPENSE	1,062,314	0	0	0
Net Income Before Operating Transfers	1,879,587	(157,114)	(143,572)	(143,572)
Operating Transfers (Schedule T)				
In	250,000	0	0	0
Out	0	0	0	0
Net Operating transfers	250,000	0	0	0
NET INCOME	2,129,587	(157,114)	(143,572)	(143,572)

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE F-1 REVENUES, EXPENSES AND NET INCOME
FUND 16 - GOLF COURSES

PROPRIETARY FUND	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
Cash flows from operating activities				
Cash received from customers	2,432,763	2,024,654	2,124,594	2,124,594
Cash paid to employees for services	(1,252,134)	(750,987)	(765,720)	(765,720)
Cash payments for quasi-external operating transactions with other funds	(117,730)	(150,000)	(100,000)	(100,000)
Cash paid to vendors for services and supplies	(1,236,294)	(1,075,292)	(1,201,082)	(1,201,082)
Net cash provided by operating activities	(173,395)	48,375	57,792	57,792
Cash flows from noncapital financing activities				
Cash advanced to other funds	0	0	0	0
Cash received from other funds	(85,695)	81,625	142,208	92,208
Cash received from operating transfers	250,000	0	0	0
Operating transfers out	0	0	0	0
Net cash used by noncapital financing activities	164,305	81,625	142,208	92,208
Cash flows from capital and related activities				
Purchase of fixed assets	(111,210)	(130,000)	(200,000)	(150,000)
Payment of Interest	0	0	0	0
Principal payments on capital lease	0	0	0	0
Proceeds from sale of fixed assets	80,205	0	0	0
Net cash used by capital and related activities	(31,005)	(130,000)	(200,000)	(150,000)
Cash flows from investing activities				
Interest on Investments	0	0	0	0
Net cash provided by investing activities	0	0	0	0
Net increase (decrease) in cash and equivalents				
	(40,095)	0	0	0
Cash and cash equivalents July 1,	45,520	5,425	5,425	5,425
Cash and cash equivalents June 30	5,425	5,425	5,425	5,425

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
 SCHEDULE F-2 STATEMENT OF CASH FLOWS - INDIRECT METHOD
 INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
 FUND 16 - GOLF COURSES

PROPRIETARY FUND	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
Reconciliation of operating income (loss) to cash provided by operating activities				
Operating income/(loss)	(503,299)	(157,114)	(143,572)	(143,572)
Adjustment to reconcile to net cash				
Depreciation	377,021	205,489	201,364	201,364
(Increase) decrease in accounts receivable	(619)	0	0	0
(Increase) decrease in prepaid expenses	0	0	0	0
(Increase) decrease in inventory	21,510	0	0	0
Increase (decrease) in accounts payable	(41,662)	0	0	0
Increase (decrease) in accrued liabilities	(26,093)	0	0	0
Increase (decrease) in compensated absences	(23,069)	0	0	0
Increase (decrease) in net OPEB obligation	27,653			
Increase (decrease) in deferred revenues	(4,837)	0	0	0
Total adjustments	329,904	205,489	201,364	201,364
Net cash provided by operating activities	(173,395)	48,375	57,792	57,792

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
 SCHEDULE F-2 RECONCILIATION OF OPERATING INCOME TO NET CASH
 PROVIDED BY OPERATING ACTIVITIES
 FUND 16 - GOLF COURSES

PROPRIETARY FUND	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
OPERATING REVENUE:				
User Charges	1,753,128	1,610,751	1,775,583	1,775,583
Other Charges	0	0	0	0
Total Operating Revenue	1,753,128	1,610,751	1,775,583	1,775,583
OPERATING EXPENSE:				
Claims expense	2,089,625	1,880,057	1,833,000	1,833,000
Administrative expense	15,526	15,413	15,600	15,600
Supplies and services	0	0	0	0
Total Operating Expense	2,105,151	1,895,470	1,848,600	1,848,600
Operating Income or (Loss)	(352,023)	(284,719)	(73,017)	(73,017)
NONOPERATING REVENUES:				
Interest Earned	0	0	0	0
TOTAL NONOPERATING REVENUES	0	0	0	0
NONOPERATING EXPENSE	0	0	0	0
TOTAL NONOPERATING EXPENSE	0	0	0	0
Net Income Before Operating Transfers	(352,023)	(284,719)	(73,017)	(73,017)
Operating Transfers (Schedule T)				
In	0	0	0	0
Out	200,000	0	0	0
Net Operating transfers	(200,000)	0	0	0
NET INCOME	(552,023)	(284,719)	(73,017)	(73,017)

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE F-1 REVENUES, EXPENSES AND NET INCOME
FUND 20 - INTERNAL SERVICE (SELF INSURANCE) FUND

PROPRIETARY FUND	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
Cash flows from operating activities				
Cash received from users	397,958	210,751	325,583	325,583
Cash received from quasi-external operating transactions with other funds	1,355,170	1,400,000	1,450,000	1,450,000
Cash paid to vendors for services and supplies	(2,003,684)	(1,895,470)	(1,848,600)	(1,848,600)
Net cash provided by operating activities	(250,556)	(284,719)	(73,017)	(73,017)
Cash flows from noncapital financing activities				
Cash advanced to other funds	0	0	0	0
Cash received from other funds	455,490	275,000	75,000	75,000
Cash received from operating transfers	0	0	0	0
Operating transfers out	(200,000)	0	0	0
Net cash used by noncapital financing activities	255,490	275,000	75,000	75,000
Cash flows from investing activities				
Interest on Investments	0	0	0	0
Net cash provided by investing activities	0	0	0	0
Net increase (decrease) in cash and investments				
	4,934	(9,719)	1,983	1,983
Cash and investments July 1,	17,759	22,693	12,974	12,974
Cash and investments June 30,	22,693	12,974	14,957	14,957

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
 SCHEDULE F-2 STATEMENT OF CASH FLOWS - INDIRECT METHOD
 INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS
 FUND 20 - INTERNAL SERVICE (SELF INSURANCE) FUND

PROPRIETARY FUND	ACTUAL PRIOR YEAR ENDING 6/30/09	ESTIMATED CURRENT YEAR ENDING 6/30/10	BUDGET YEAR ENDING 6/30/11	
			TENTATIVE APPROVED	FINAL APPROVED
Reconciliation of operating income (loss) to cash provided by operating activities				
Operating income/(loss)	(352,023)	(284,719)	(73,017)	(73,017)
Adjustment to reconcile to net cash				
Increase (decrease) in accounts payable	951	0	0	0
Increase (decrease) in prepaid expenses	0	0	0	0
Increase (decrease) in accrued liabilities	100,516	0	0	0
Total adjustments	101,467	0	0	0
Net cash provided by operating activities	(250,556)	(284,719)	(73,017)	(73,017)

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
 SCHEDULE F-2 RECONCILIATION OF OPERATING INCOME TO NET CASH
 PROVIDED BY OPERATING ACTIVITIES
 FUND 20 - INTERNAL SERVICE (SELF INSURANCE) FUND

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- * TYPE
 1 - GENERAL OBLIGATION BONDS
 2 - GENERAL OBLIGATION REVENUE SUPPORTED BONDS
 3 - GENERAL OBLIGATION - REVENUE BONDS
 4 - REVENUE BONDS
 5 -MEDIUM TERM FINANCING
 6 -MEDIUM TERM FINANCING - LEASE PURCHASE
 7 - CAPITAL LEASES
 8 - SPECIAL ASSESSMENT BONDS
 9 - MORTGAGES
 10 - OTHER (SPECIFY TYPE)
 11 - PROPOSED (SPECIFY TYPE)

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

SCHEDULE C-1

ALL EXISTING OR PROPOSED GENERAL OBLIGATION BONDS,
 REVENUE BONDS, MEDIUM-TERM FINANCING, CAPITAL LEASES
 AND SPECIAL ASSESSMENT BONDS

(1) NAME OF BOND OR LOAN	(2) *	(3) TERM	(4) ORIGINAL AMOUNT OF ISSUE	(5) ISSUE DATE	(6) FINAL PAYMENT DATE	(7) INTEREST RATE	(8) BEGINNING OUTSTANDING BALANCE 7/1/2010	(9) (10) (11) REQUIREMENTS FOR FISCAL YEAR ENDING 06/30/11		
								INTEREST PAYABLE	PRINCIPAL PAYABLE	TOTAL
FUND: DEBT SERVICE										
							-	-	-	-
1999 Series B Refunding	2	10 YRS	5,950,000	4/1/99	7/1/10	4.354%	1,285,000	28,913	1,285,000	1,313,913
2007 Medium Term	5	5 YRS	3,000,000	5/16/07	5/1/12	3.967%	2,700,000	107,109	679,000	786,109
								-	-	-
1999 Convention Center Capital Appreciation Bonds	2	30 YRS	19,384,075	1/20/00	7/1/20	6.36% Avg.	33,581,050	-	-	-
2001 Convention Center Current Interest Bonds	2	30 YRS	92,995,000	6/20/01	7/1/29	4.00-5.25%	91,850,000	4,690,582	415,000	5,105,582
TOTAL - ALL DEBT SERVICE			121,329,075				129,416,050	4,826,604	2,379,000	7,205,604

FUND TYPE	TRANSFERS IN					TRANSFERS OUT				
	TO FUND	PAGE	FROM FUND	PAGE	AMOUNT	FROM FUND	PAGE	TO FUND	PAGE	AMOUNT
GENERAL FUND						GENERAL FUND	7	DEBT SERVICE	9	7,275,000
						GENERAL FUND	7	CAPITAL PROJECTS	8	0
						GENERAL FUND	7	SELF INSURANCE	15	0
						GENERAL FUND	7	GOLF COURSE	12	0
Subtotal					0					7,275,000
GOLF COURSE FUND	GOLF COURSE	12	SELF INSURANCE	15	0					
Subtotal					0					0
DEBT SERVICE	DEBT SERVICE	9	GENERAL FUND	7	7,275,000					
	DEBT SERVICE	9	CAPITAL PROJECTS	8	225,000					
Subtotal					7,500,000					0
CAPITAL PROJECTS	CAPITAL PROJECTS	8	GENERAL FUND	7	0	CAPITAL PROJECTS	8	DEBT SERVICE	9	225,000
Subtotal					0					225,000
INTERNAL SERVICE FUND	SELF INSURANCE	15	GENERAL FUND	7	0	SELF INSURANCE	15	GOLF COURSE	12	0
Subtotal					0					0
Total					7,500,000					7,500,000

RENO-SPARKS CONVENTION & VISITORS AUTHORITY
SCHEDULE T - TRANSFER RECONCILIATION (OPERATING AND RESIDUAL EQUITY)
Budget for Fiscal Year Ending June 30, 2011

Entity: Reno-Sparks Convention & Visitors Authority
 Budget for Fiscal Year Ending June 30, 2011

(1) Capital Project Number	(2) Description Of Capital Project
RLEC-1	Facility Repairs at Livestock Events Center
RSCC-1	Facility Repairs at Convention Center
GC- 1	Replacement of various equipment at Wildcreek golf course
GC- 2	Repairs and renovations to Wildcreek golf course

Schedule CP-1 Summary Statement of Capital Projects

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Entity: Reno-Sparks Convention & Visitors Authority
 Budget for Fiscal Year Ending June 30, 2011

(1) Capital Project Number (form CP-1)	(2) Capital Improvement Fund	(3) Capital Improvement Budget This Fiscal Year	(4) Amount of O&M (2) Expenses This Budget Yr	(5) Specific Fund Funding This O&M Expense	(6) Specific Revenue Funding O&M (if applicable)	(7) Check If Tax Rate Increase Necessary To Fund O&M	(8) If Tax Rate Increase Necessary, List Specific Tax & Rate
RLEC-1	Capital Projects	5,000	0	N/A	N/A		
RSCC-1	Capital Projects	500,000	0	N/A	N/A		
GC- 1	Golf Course Fund	75,000	0	N/A	N/A		
GC- 2	Golf Course Fund	75,000	0	N/A	N/A		
	Totals (1)	655,000	0	N/A	N/A		

(1) Total by capital improvement fund - Must agree with total fund expenditures in each capital fund budget. (1 page per fund)

(2) Must include all anticipated operating expenses including payroll.

Schedule CP-2 Statement of Capital Projects, Anticipated Capital Project Expenses
 and Proposed Source(s) of Funding for Operation & Maintenance

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LOBBYING EXPENSE ESTIMATE

Pursuant to NRS 354.600 (3), **each** (emphasis added) local government budget must contain a separate statement of anticipated expenses relating to activities designed to influence the passage or defeat of legislation in an upcoming legislative session.

Nevada Legislature: 76th Session; February 7, 2011 to June 6, 2011

1. Activity:	<u>Monitoring of issues that may affect the Authority</u>	
2. Funding Source:	<u>Room Tax Revenues - General Fund</u>	
3. Transportation		\$ _____
4. Lodging and meals		\$ _____
5. Salaries and Wages		\$ _____
6. Compensation to lobbyists		\$ <u>25,500</u>
7. Entertainment		\$ _____
8. Supplies, equipment & facilities; other personnel and services spent in Carson City		\$ _____ -
Total		\$ <u><u>25,500</u></u>

Entity: Reno-Sparks Convention & Visitors Authority

Budget Fiscal Year 2010-2011

Lobbying Expense Estimate, Page 1 of 1

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6/29/2010

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STATE OF NEVADA
COUNTY OF WASHOE

Being first duly sworn, deposes and says: That as the legal clerk of the Reno Gazette-Journal, a daily newspaper of general circulation published in Reno, Washoe County, State of Nevada, that the notice referenced below has published in each regular and entire issue of said newspaper between the dates: **05/11/2010 - 05/11/2010**, for exact publication dates please see last line of Proof of Publication below.

Signed: Kari St. Arnaud

MAY 10 2010

Subscribed and sworn to before me



Linda Anderson

Proof of Publication

RENO-SPARKS CONVENTION & VISITORS AUTHORITY NOTICE OF PUBLIC HEARING Notice is hereby given that the Board of Directors of the Reno-Sparks Convention & Visitors Authority will conduct a public hearing on the proposed budget for fiscal year 2010-2011. The hearing is scheduled for 9:00 a.m., Thursday, May 20, 2010 in the Board Room of the Reno-Sparks Convention & Visitors Authority, 4001 South Virginia Street, Suite G, Reno Nevada 89502. A tentative budget has been prepared in such detail and on appropriate forms as prescribed by the Nevada Department of Taxation. Copies of the tentative budget are on file and available for public inspection at the Reno-Sparks Convention & Visitors Authority, 4001 South Virginia Street, Suite G, Reno Nevada 89502, the office of the County Clerk of Washoe County, and the Department of Taxation in Carson City, Nevada. Tim D. Smith Vice President - Finance Reno-Sparks Convention & Visitors Authority No. 698236 May 11, 2010

Legals

Legals

**RENO-SPARKS CONVENTION
& VISITORS AUTHORITY
NOTICE OF PUBLIC HEARING**

Notice is hereby given that the Board of Directors of the Reno-Sparks Convention & Visitors Authority will conduct a public hearing on the proposed budget for fiscal year 2010-2011. The hearing is scheduled for 9:00 a.m., Thursday, May 20, 2010 in the Board Room of the Reno-Sparks Convention & Visitors Authority, 4001 South Virginia Street, Suite G, Reno Nevada 89502. A tentative budget has been prepared in such detail and on appropriate forms as prescribed by the Nevada Department of Taxation. Copies of the tentative budget are on file and available for public inspection at the Reno-Sparks Convention & Visitors Authority, 4001 South Virginia Street, Suite G, Reno Nevada 89502, the office of the County Clerk of Washoe County, and the Department of Taxation in Carson City, Nevada.

Tim D. Smith
Vice President - Finance
Reno-Sparks Convention & Visitors Authority

No. 898236 May 11, 2010

Fiscal Year 2010-2011 Budget Resolution

Resolution #562

WHEREAS, Nevada Revised Statutes (NRS) require that the Authority prepare and file a final budget for the fiscal year 2010-2011; and,

WHEREAS, a final budget for fiscal year 2010-2011 has been prepared in the manner and on the forms prescribed; and,

WHEREAS, the proposed budget is attached hereto; and,

WHEREAS, a public hearing as required by NRS has been held at the time and place noticed, and there being no opposition or change resulting from such public hearing.

NOW THEREFORE, it is **RESOLVED** that the attached budget be adopted as the final budget for fiscal year 2010-2011 and that it be made an integral part of this resolution.

Passed and adopted this 20th day
of May 2010, by the Governing Body
consisting of 13 members

10
Ayes

0
Nays

3
Absent

0
Abstain

Mark Zadra
Chairman

Attest: [Signature]
Secretary/Treasurer

RENO-SPARKS CONVENTION & VISITORS AUTHORITY

Lynn Atcheson	<u>Lynn Atcheson</u>	Mark Pardue	<u>[Signature] 5/20/10</u>
Glenn Carano	<u>absent</u>	Roberta Ross	<u>[Signature]</u>
Beth Cooney	<u>Beth Cooney</u>	Phillip Salerno	<u>absent</u>
Paul Curtis	<u>[Signature]</u>	Tim Tretton	<u>[Signature]</u>
Jim DeVold	<u>[Signature]</u>	Bonnie Weber	<u>absent</u>
Dwight Dortch	<u>[Signature]</u>	Sharon Zadra	<u>[Signature]</u>
David Humke	<u>[Signature]</u>		

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

GLOSSARY

The following list of general definitions, taken from NRS 354.476 through NRS 354.580 shall be applied to the various accounting terms used throughout this manual:

“501(c)(3)” – A provision of the United States Internal Revenue Code (26 U.S.C. § 501(c)), listing 26 types of non-profit organizations exempt from some federal income taxes.

“ACCOUNT” – A systematic arrangement of items, showing the effect of transactions on a specific asset, liability or equity.

“ACCOUNTING SYSTEM” – The methods and records established to identify, assemble, analyze, classify, record and report a government’s transactions and to maintain accountability for the related assets and liabilities.

“ACCRUAL BASIS” – The basis of accounting under which expenditures or expenses are recorded as soon as they result in liabilities for benefits received and revenues are recorded when earned, despite the possibility that the receipt of the revenue or the payment for the expense may take place, in whole or in part, in another accounting period.

“ACCUMULATED DEPRECIATION” – The total of periodic credits made to record the reduction in the estimated service life of fixed assets.

“ADR” - Average Daily Rate

“APPROPRIATION” - An authorization by a governing body to make expenditures and to incur obligations for specified purposes.

“ASSETS” – Property which:

1. Is owned by a governmental unit; and
2. Has a monetary value.

“BALANCED BUDGET” – A budget where the total sum of money collected in a year is equal to the amount it spends on goods, services, and debt interest.

“BUDGET” – A plan of financial operation embodying an estimate of proposed expenditures and expenses for a given period and the proposed means of financing them.

**RENO-SPARKS CONVENTION AND VISITORS AUTHORITY
FISCAL 2010-2011 ANNUAL FORECAST AND CAPITAL BUDGET**

GLOSSARY CONTINUED

“BUDGET AUGMENTATION” – A procedure for increasing appropriations of a fund with the express intent of employing previously unbudgeted resources of the fund for carrying out the increased appropriations.

“BUDGET YEAR” – The fiscal year for which a budget is being prepared.

“BUDGETARY ACCOUNTS” – Accounts used to enter the formally adopted annual operating budget into the general ledger as part of the management control technique of formal budgetary integration.

“BUDGETARY CONTROL” – The control or management of a government or enterprise in accordance with an approved budget to keep expenditures within the limitations of available appropriations and available revenues.

“CAPITAL PROJECTS FUND” – A fund created to account for all resources used for the acquisition or construction of designated fixed assets by a governmental unit except those financed by special assessment, proprietary or trust funds.

“CONTINGENCY ACCOUNT” – An account showing assets or other resources which have been appropriated to provide for unforeseen expenditures or anticipated expenditures of an uncertain amount.

“COTERMINOUS” – A term on the Board of Directors which has the same extent in time as a position held in another public office.

“DEBT SERVICE FUND” – A fund to account for the accumulation of resources for and the payment of principal or interest on any general long-term debt.

“DEPRECIATION” –

1. The expiration of the service life of fixed assets attributable to wear and tear through use and lapse of time, obsolescence, inadequacy or other physical or functional cause.
2. An element of expense resulting from the use of assets having a long service life.

“EMBS” – Event Based Management System software developed by Ungerboeck, Inc.

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“ENTERPRISE FUND” – A fund established to account for operations:

1. Which are financed and conducted in a manner similar to the operations of private business enterprises, where the intent of the governing body is to have the expenses (including depreciation) of providing goods or services on a continuing basis to the general public, financed or recovered primarily through charges to the users; or
2. For which the governing body has decided that a periodic determination of revenues earned, expenses incurred and net income is consistent with public policy and is appropriate for capital maintenance, management control, accountability or other purposes.

“ESTIMATED REVENUE” – The amount of revenue estimated to be collected or accrued during a given period.

“EXPENDITURE” –

1. “Expenditure” means:
 - (a) If accounts are kept on the accrual basis or the modified accrual basis, the cost of goods delivered or services rendered, whether paid or unpaid, any provision for retirement of debt which is not reported as a liability of the fund from which the debt is retired, and any capital outlays.
 - (b) If accounts are kept on a cash basis, only cash disbursements for the purposes listed in paragraph (a).
 - (c) Encumbrances are not considered expenses.

“EXPENSE” – Any charge incurred, whether paid or unpaid, for operation, maintenance or interest or any other charge which is presumed to provide benefit in the current fiscal year.

“FAM” – Familiarization tour of the area.

“FINANCIAL BUDGET” – The budget that has been adopted by a local governing body or adopted by default as defined by NRS 354.470 to 354.626, inclusive, and approved by the Department of Taxation for the ensuing fiscal year.

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“FISCAL YEAR” – The 12-month period beginning on the 1st day of July and ending on the last day of June.

“FIT” – Frequent Individual Traveler

“FIXED ASSETS” – Assets of a long-term character which are intended to continue to be held or used such as land, buildings, machinery, furniture and other equipment. Fixed assets are generally those assets with a cost of over \$5,000, and a useful life greater than one (1) year.

“FUNCTION” – A group of related activities aimed at accomplishing a major service or regulatory program for which a governmental unit is responsible, such as general government, public safety, public works, health, welfare, culture and recreation, conservation of natural resources, urban redevelopment and housing, economic development and assistance or economic opportunity.

“FUND” – A fiscal and accounting entity having a self-balancing set of accounts, recording cash and other financial resources together with all related liabilities and residual entities or balances, or changes therein, which are segregated for the purpose of carrying on specific activities or attaining certain objectives in accordance with specific regulations, restrictions or limitation.

“FUND BALANCE” – The excess of assets over liabilities and reserves in a governmental fund.

“FUND BALANCE – RESERVED FOR DEBT SERVICE” – An account used to segregate a portion of fund balance for resources legally restricted to the payment of general long-term debt principal and interest maturing in future years.

“GENERAL FUND” – The fund used to account for all financial resources except those required to be accounted for in another fund.

“GENERAL LONG-TERM DEBT” – Debt which is legally payable from general revenues and is backed by the full faith and credit of a governmental unit. The term includes debt represented by local government securities issued pursuant to chapter 350 of NRS and debt created for short-term financing pursuant to NRS 354.430 to 354.460, inclusive.

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“GENERALLY ACCEPTED ACCOUNTING PRINCIPLES (GAAP)” – Standards established by the AICPA for the conduct and reporting of financial audits. There are 10 basic Generally Accepted Accounting Standards (GAAS), classed into three broad categories: general standards, standards of fieldwork and standards of reporting. The Auditing Standards Board of the AICPA publishes Statements of Auditing Standards (SAS) to comment and expand upon these basic standards. These SAS, together with the 10 basic standards, constitute GAAS. These GAAS set forth the objectives of the audit and establish measures that can be applied to judge the quality of its performance.

“GOVERNING BODY” – The Board of Directors.

“GOVERNMENTAL FUND TYPES” – Funds used to account to the acquisition, use and balances of expendable financial resources and the related current liabilities – except those accounted for in proprietary funds and fiduciary funds. In essence, these funds are accounting segregation of financial resources. Expendable assets are assigned to a particular governmental fund type according to the purposes for which they may or must be used. Current liabilities are assigned to the fund type from which they are to be paid. The difference between the assets and liabilities of governmental fund types is referred to as fund balance. The measurement focus in these fund types is on the determination of financial position and changes in financial position, (sources, uses and balances of financial resources), rather than on net income determination. The statement of revenues, expenditures, transfers and other changes in fund balance. Under current GAAP, there are five governmental fund types: general, special revenue, debt service, capital projects and permanent funds .

“INTERFUND TRANSFER” – An amount of money transferred from one fund to another.

“INTERNAL SERVICE FUND” – A fund used to account for the financing of goods or services furnished by a designated department or agency to governmental units within its own organization or to other departments or agencies on basis of reimbursements for cost.

“IP1” – Initiative Petition One which imposes an increased tax on transient lodging revenues.

“IVCBVB” – Incline Village Crystal Bay Visitors Bureau

“LONG-TERM DEBT” – Any unmatured debt that is not a fund liability.

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“MEASUREMENT FOCUS” – The accounting convention that determines (1) which assets and which liabilities are included on a government’s balance sheet and where they are reported there, and (2) whether an operating statement presents information on the flow of financial resources (revenue and expenditures) or information on the flow of economic resources (revenues and expenses).

“MODIFIED ACCRUAL BASIS” – The basis of accounting under which expenditures other than accrued interest on general long-term debt are recorded at the time liabilities are incurred and revenues are recorded when they become measurable and available to finance expenditures of the fiscal period.

“NBS” – National Bowling Stadium

“NRS” – Nevada Revised Statutes.

“NET INCOME” – The proprietary fund excess of operating revenues, nonoperating revenues and operating transfers in over operating expenses, nonoperating expenses and operating transfers out.

“OBJECT” – As used in the classification of expenditures, an article purchased or a service obtained, distinguished from the results derived from the expenditure, for example, Payroll and Related, contractual services, materials or supplies.

“OPERATING EXPENSE” – Proprietary fund expenses related directly to the fund’s primary activities.

“OPERATING INCOME” – The excess of proprietary fund operating revenues over operating expenses.

“OPERATING REVENUES” – Proprietary fund revenues directly related to the fund’s primary activities. They consist primarily of user charges for goods or services.

“OPERATING TRANSFERS” – All interfund transfers other than residual equity transfers (e.g., legally authorized transfers from a fund receiving revenue to the fund through which the resources are to be expanded).

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“PROPRIETARY FUND” – A fund used to account for the government or agency’s ongoing organizations and activities that are similar to those often found in the private sector. These funds are considered self-supporting in that the services rendered by them are generally financed through user charges or on a cost reimbursement basis. Proprietary funds use the economic resources measurement focus and the accrual basis of accounting.

“REC” – Reno Events Center

“RESOLUTION” – A special or temporary order of a legislative body requiring less legal formality than an ordinance or statute.

“RETAINED EARNINGS” – An equity account reflecting the accumulated earning of an enterprise or internal service fund.

“REVENUE” –

1. “Revenue” means the gross increase in ownership equity during a designated period.
2. If the accounts are kept on an accrual basis, this term designates:
 - (a) Additions to assets which do not increase any liability or represent the recovery of an expenditure or contributions of fund capital in proprietary funds; and
 - (b) The cancellation of liabilities without a corresponding increases in other liabilities or a decrease in assets.
3. If accounts are kept on the modified accrual basis, the additions must be measurable and available to finance expenditures of the fiscal period.

“ROI” – Return on Investment

“RSCC” – Reno-Sparks Convention Center

“RSLEC” – Reno-Sparks Livestock Events Center

“RPACA” – Reno Performing Arts Center Association

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“SHORT-TERM DEBT” – Debt with a maturity of one year or less after the date of issuance. Short-term debt usually includes variable-rate debt, bond anticipation notes, tax anticipation notes and revenue anticipation notes.

“u.v.” – A unique visitor is a statistic describing a unit of traffic to a Web site, counting each visitor only once in the time frame of the report.