

# A G E N D A Board of Directors Meeting

May 15, 2018 – 8:00 a.m. at the Bend Visitor Center - 750 NW Lava Road, Bend, OR 97703

- I. Approval of Minutes from Previous Board Meeting
  - a. March minutes
- II. Financial Report (5 minutes)
  - a. Scott Greenstone will brief the board on FY18 YTD finances.
- III. Tourism Industry Briefing (5 minutes)
  - a. Kevney will brief the board on tourism industry news.
    - i. TRT
    - ii. Occupancy data
      - 1. STR & AirDNA
    - iii. ORLA/City Lawsuit
- IV. Business Plan (5 minutes)
  - a. Kevney will brief the board.
- V. Marketing Update (15 Minutes)
  - a. Nate will brief the board on the new website.
  - b. New summer commercial.
- VI. Public Relations and Social Media Update (10 minutes)
  - a. Tawna will update the board on PR and social media activity.
- VII. Group Sales Updates (5 minutes)
  - a. Hank will brief the board on group sales activity.
- VIII. Board Roundtable (10 minutes)
- IX. Public Comment (10 minutes)

# # #



# Visit Bend Board of Directors Meeting Minutes March 20, 2018

**Location:** Bend Visitor Center

**Present:** Kevney Dugan, Valerie Warren, Nate Wyeth, Tawna Fenske, Hank Therien, Kelli Carrow, Dave Nissen, Matt Williams, Alan Dietrich, Michelle Mercer, John McLeod, Erick

Trachsel, Paige Robinson, Noelle Fredland, Lisa Sidor, Jason Lusk

Via Conference Call: Brent McLean

Guests: Wendy Puller, Olivia Evers, Suzanne Roig, Ann Cook

# Call to Order

Chair Dave Nissen called the meeting to order at 8:01 a.m. Introduction of guests followed.

# **Meeting Minutes Approval**

Matt Williams moved to approve the minutes from the most recent board meeting. Alan Dietrich seconded. The minutes were unanimously approved.

## **New Board Members**

Dave Nissen welcomed Paige Robinson of Bluebird Day Vacation Rentals and Noelle Fredland of the Old Mill District. Both Paige and Noelle introduced themselves briefly.

John McLeod moved to approve the two new board members. Michelle Mercer seconded. The new board members were unanimously approved.

# **Financial Report**

Kevney Dugan gave an overview of the financial statements as Scott Greenstone was ill and unable to attend the meeting.

Revenue is tracking close to budget as are personnel expenses. Marketing expenses are over budget due to timing differences.

Kevney also stated that additional funds the City of Bend said would be available and were included in the original business plan and budget, are not available, so expense variations will be seen for the remainder of the fiscal year.

Kevney also covered highlights of room tax collections, STR data, and AirDNA data. More information is included in the board packet. Kevney noted that the payment the City of Bend received from Airbnb for January was much higher than past payments.

The STR data for February showed a higher occupancy than for January. AirDNA data showed that Airbnb occupancy was up for February.

# **Tourism Industry Briefing**

Kevney covered HB 4120-A that recently passed during the legislative short session. This bill strengthens the transient lodging tax statute to require transient lodging intermediaries to collect and remit transient lodging taxes to state and local jurisdictions.

# **Business Plan Timeline**

The timeline for the business plan is to present to the City of Bend on May 7<sup>th</sup>. Currently, the expected TRT growth will be 2%. The Visit Bend staff will be working on the budget during the early part of April. The budget should be available to the board on April 24<sup>th</sup>.

# Marketing Update

Nate Wyeth introduced Kelli Carrow, Visit Bend's new Marketing Manager. She was previously working at Sunriver Resort.

Nate discussed the winter marketing campaign and information presented in the Marketing Updates document, which is included in the board packet.

Promotions have included Bend Women's March, a month-long celebration of women through a series of cultural and outdoors events - which is in its first year.

Trip Advisor has been a successful partnership.

The influencer program continues, and for the month of March will include Nicole Brown, who runs Women Who Hike.

Website traffic shows almost 1.4 million visits during the past year. Visits from the Portland, Seattle, and San Francisco markets continue to grow.

The Bend Ale Trail has new atlas that includes Monkless.

Facebook's new algorithm has affected engagement across the platform.

Nate showed a mockup and live demo of the new website that will launch in the next few weeks.

Nate played the new spring commercial from the new season-specific campaign - Share Bend.

# Public Relations and Social Media Update

Tawna Fenske discussed highlights from recent media coverage. More information is included in the board packet.

Tawna also covered some recent high-performing Facebook and Instagram posts.

# **Group Sales Updates**

The Visit Bend Sales Update document is included in the board packet.

## **Board Roundtable**

Alan Dietrich stated that business is good and he is looking forward to the new website.

John McLeod said the second half of winter has been much better for Mt. Bachelor and that March has been one of the best months ever. They have some fun events coming up.

Paige Robinson said that they had a very strong February and March - due to the snow. They are seeing solid bookings for summer. They have a new marketing director.

Erick Trachsel stated that March has been strong. They are starting on the on-site spa that is scheduled to open in September.

Noelle Fredland said there will be three new summer concerts announced soon.

Michelle Mercer said that the BCTF grant deadline has been extended to April 30<sup>th</sup>. OBRA has hired a new Executive Director from Bend.

Matt Williams said that January and February were down. Supply was up due to new properties and will increase again in the future. He is also interested in learning more about Airbnb's share of the market.

Dave Nissen stated that they have partnered with the High Desert Museum to create tours that showcase places included in the Spirit of the West exhibit. They will also be participating in the \$1 for Trails program. The summer kick-off event will be an eco-challenge program and will take place in May.

## **Public Comment**

Lisa Sidor said that because of the launch of the new website, events are not being entered on the current website past May.

The meeting was adjourned at 9:23 a.m.

# **Visit Bend**

# Financial Performance Analysis For the period ended April 30, 2018

# 1) Operating Analysis

a) Revenue:	Apr18 Revenue was over budget by +\$31.2K (+3.6%) overall. This variance consisted of a City Funding - Current Year overage of +\$6.1K (+3.1%) and a Retail Sales overage of +\$3.8K (+59.1%) and an Event Revenue overage of +\$25.0K (+100%), offset by an Advertising underage of -\$3.7K (-46.3%). Year to Date FY 2018 Revenue was over budget by +\$61.4K (+2.3%) overall. This variance consisted of a City Funding - Current Year overage of +\$4.3K (+0.2%), an Advertising overage of +\$25.4K (+30.0%) and an Event Revenue overage of \$33.7K (+100%), offset by a Retail Sales underage of -\$2.0K (-1.5%).
b) Personnel Expenses:	Apr18 Personnel Expenses were under budget by -\$2.5K (-5.2%). Year to Date FY 2018 Personnel Expenses were under budget by -\$7.2K (-1.5%).
c) Sales & Marketing Expenses:	Apr18 Sales & Marketing expenses were under budget by -\$99.7K (-46.5%), due to a combination of timing differences between budgeted actual expenses in several categories along with reduced spending in response to \$260K lower than budgeted City Funding from prior years. Year to Date FY 2018 Sales & Marketing expenses were under budget by -\$229.5K (-9.8%), due to a combination of timing differences between budgeted actual expenses in several categories along with reduced spending in response to \$260K lower than budgeted City Funding from prior years.
d) Overhead Expenses:	Apr18 Overhead expenses were under budget by -\$0.3K (-1.5%) overall, due to various variances. Year to Date FY 2018 Overhead expenses were under budget by -\$9.9K (-5.3%) overall, due to various small variances.
e) Surplus (Deficit):	Apr18 Surplus of \$65.3K (27.0%) was over budgeted Deficit of -\$68.4K (-32.4%) by +\$133.7K (+59.4% profitability points) primarily due to under budget Sales & Marketing expenses. Year to Date FY 2018 Deficit of -\$15.2K (-0.6%) was over budgeted Deficit of -\$323.1K (-12.1%) by +\$307.9K (+11.5% profitability points) primarily due to under budget Sales & Marketing expenses.

# 2) Cash Flow & Balance Sheet Analysis

a) Cash Flow Summary:	In Apr18, Cash increased by +\$34.3K to a month-end balance of \$276.3K. Year to Date FY 2018 Cash decreased by -\$145.4K to a period end balance of \$421.7K.
b) Balance Sheet:	The Balance Sheet remained healthy as of Apr18, in terms of both "liquidity" (Current Ratio of 2.2) and "leverage" (Debt to Equity Ratio of 0.8). Visit Bend has excellent financial systems and discipline, so GFR fully expects Visit Bend to remain a financially stable organization in FY 2018 and beyond, since it will operate the organization well within its financial means and will be proactive in making necessary course corrections on discretionary spending in response to fluctuations in its revenue, in relation to Budget.

# **Visit Bend**

# Budget-to-Actual P&L Analysis For the period ended April 30, 2018

		Current	Month			Year-to	o-Date	
	Actual	Budget	Variance	Var. %	Actual	Budget	Variance	Var. %
Revenue								
City Funding - Current Year	202,582	196,483	6,099	3.1%	2,464,687	2,460,364	4,323	0.2%
City Funding - Prior Years	-	-	-	0.0%	-	-	-	0.0%
Retail Sales	10,343	6,500	3,843	59.1%	132,256	134,294	(2,038)	(1.5%)
Advertising	4,295	8,000	(3,705)	(46.3%)	110,209	84,796	25,413	30.0%
Event Revenue	25,000	_	25,000	100.0%	33,668	-	33,668	100.0%
Total	242,220	210,983	31,236	14.8%	2,740,820	2,679,454	61,366	2.3%
Personnel Expenses								
Base Pay	20.206	20 521	(226)	(0.69/)	274 446	200 247	(42.774)	(2 50()
Overtime	39,296	39,521 60	(226) (60)	(0.6%) (100.0%)	374,446	388,217 600	(13,771) (600)	(3.5%)
Incentive Pay	- -	-	(60)	0.0%	8,446	6,500	1,946	(100.0%) 29.9%
Payroll Taxes	3,301	2,866	436	15.2%	30,761	28,621	2,140	7.5%
Employee Benefits	2,312	4,935	(2,623)	(53.2%)	52,482	49,349	3,133	6.3%
Total	44,909	47,382	(2,473)	(5.2%)	466,135	473,287	(7,151)	(1.5%)
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Sales & Marketing Expenses								
Cultural Tourism Fund	15,894	15,386	507	3.3%	191,852	184,423	7,429	4.0%
Visitor Development Fund	9,743	5,500	4,243	77.1%	128,286	120,000	8,286	6.9%
Online Mktg	37,445	46,067	(8,621)	(18.7%)	435,883	397,332	38,552	9.7%
Outdoor	-	-	-	0.0%	13,506	-	13,506	0.0%
Photo	260	1,200	(940)	(78.3%)	12,710	14,800	(2,090)	(14.1%)
Print	2,045	-	2,045	0.0%	60,924	137,750	(76,826)	(55.8%)
Production	2,380	5,250	(2,870)	(54.7%)	105,394	208,576	(103,182)	(49.5%)
Radio	-	34,500	(34,500)	(100.0%)	304,821	276,500	28,321	10.2%
Trade Shows	-	2,500	(2,500)	(100.0%)	195	3,479	(3,284)	(94.4%)
TV Callataral	1,367	51,750	(50,383)	(97.4%)	348,716	392,250	(43,534)	(11.1%)
Collateral	2,419	7,000	(4,581)	(65.4%)	90,476	70,000	20,476	29.3%
Brochure Distribution Exhibit Prod.	-	-	-	0.0%	-	10,000	(10,000)	(100.0%)
Postage	946	3 500		0.0%	14 500	2,000	(2,000)	(100.0%)
Public Relations	12,299	3,500 350	(2,554) 11,949	(73.0%) 3,414.1%	14,590 14,811	35,000 15,650	(20,410)	(58.3%)
Promotions	10,173	5,500	4,673	85.0%	104,377	129,500	(839) (25,124)	(5.4%)
Research	140	5,500	140	0.0%	33,132	36,500	(3,368)	(19.4%)
Web. Dev.	10,752	4,500	6,252	138.9%	105,498	92,350	13,148	(9.2%) 14.2%
Special Projects	10,732	15,000	(14,990)	(99.9%)	11,597	60,500	(48,903)	(80.8%)
Travel & Meals	614	7,500	(6,886)	(91.8%)	15,223	28,500	(13,277)	(46.6%)
Retail Purchasing	8,191	8,915	(724)	(8.1%)	121,298	127,673	(6,375)	(5.0%)
Total	114,679	214,418	(99,739)	(46.5%)	2,113,287	2,342,782	(229,495)	(9.8%)
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Overhead Expenses								
Building Lease	4,500	4,599	(99)	(2.2%)	44,850	45,837	(987)	(2.2%)
Building Maintenance	913	1,125	(212)	(18.9%)	9,014	11,300	(2,286)	(20.2%)
Equipment Lease & Maint.	216	450	(234)	(52.1%)	2,837	4,435	(1,598)	(36.0%)
Professional Fees	4,865	4,000	865	21.6%	49,864	46,000	3,864	8.4%
Office Supplies	1,342	1,500	(158)	(10.6%)	7,251	15,000	(7,749)	(51.7%)
Utilities	1,051	1,042	9	0.9%	11,061	10,417	644	6.2%
Bank Fees	298	417	(118)	(28.4%)	4,244	4,167	77	1.9%
Dues & Subscriptions	500	1,810	(1,310)	(72.4%)	20,278	22,947	(2,669)	(11.6%)
Insurance Licenses & Permits	158	575	(417)	(72.5%)	6,299	5,750	549	9.5%
Education & Training	40 75	183	(143)	(78.2%)	1,644	1,833	(189)	(10.3%)
Hiring Expenses	75	100	(25)	(25.0%) 0.0%	280 77	1,000	(720) 77	(72.0%) 0.0%
Network & Telco	2,566	1,000	1,566	156.6%	10,913	10,000	913	
Corporate Miscellaneous	2,500	1,000	1,500	0.0%	36	10,000	36	9.1% 0.0%
Depreciation & Amort.	800	800	-	0.0%	8,000	8,000	-	0.0%
Interest Expense	(11)	(17)	6	(35.1%)	(60)	(167)	107	(64.0%)
Total	17,313	17,584	(271)	(1.5%)	176,587	186,519	(9,932)	(5.3%)
-	,0.0		<u> </u>	1.1070/			(5,002)	10.0707
Total Expenses	176,901	279,384	(102,483)	(36.7%)	2,756,010	3,002,588	(246,578)	(8.2%)
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Surplus (Deficit)	65,319	(68,400)	133,720	(195.5%)	(15,190)	(323,134)	307,944	(95.3%)
Surplus (Deficit) %	27.0%	(32.4%)	59.4%		(0.6%)	(12.1%)	11.5%	

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11   12	7.18% 61.5% 56.9% 56.7% 41.7% 50.9% 77.9% 10.9% 47.9% 52.2% 71.0% 50.5% 74.9% 56.9% 56.7% 41.7% 50.9% 50.9% 50.9% 50.7% 41.7% 50.9% 50.9% 50.9% 50.9% 50.7% 41.7% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9% 77.9% 50.9%	2016	2015/16	73.7%	64.0%	43.5%	40.3%	34.7%	44.2%	36.5%	43.3%	48.9%	47.7%	42.5%	60.2%	47.3%
74.4%         64.9%         55.6%         60.7%         43.7%         47.7%         43.5%         47.9%         42.9%         42.9%         42.9%         42.9%         42.9%         40.0%         40.0% <th< td=""><td>74.4%         61.9%         <th< td=""><td>2017</td><td>2016/17</td><td>71.8%</td><td>67.5%</td><td>29.9%</td><td>20.3%</td><td>41.7%</td><td>20.9%</td><td>39.9%</td><td>46.8%</td><td>49.8%</td><td>47.9%</td><td>45.5%</td><td>62.4%</td><td>53.0%</td></th<></td></th<>	74.4%         61.9% <th< td=""><td>2017</td><td>2016/17</td><td>71.8%</td><td>67.5%</td><td>29.9%</td><td>20.3%</td><td>41.7%</td><td>20.9%</td><td>39.9%</td><td>46.8%</td><td>49.8%</td><td>47.9%</td><td>45.5%</td><td>62.4%</td><td>53.0%</td></th<>	2017	2016/17	71.8%	67.5%	29.9%	20.3%	41.7%	20.9%	39.9%	46.8%	49.8%	47.9%	45.5%	62.4%	53.0%
36%         -5.9%         -7.2%         0.8%         -4.8%         -6.3%         9.0%         2.4%         -100.0%	August   September   October   November   December   14,006   1,000   1,100	2018	2017/18	74.4%	64.9%	25.6%	20.7%	43.7%	47.7%	43.5%	47.9%	52.2%				54.2%
Main   Main   Main   Sep	Standard			3.6%	-3.9%	-7.2%	0.8%	4.8%	-6.3%	%0.6	2.4%	4.8%	-100.0%	-100.0%	-100.0%	
Jul         Aug         Sep         Oct         Nov         Be         1,0         Feb         Mar         Apr         Mar         Apr         Mar         Apr         Mar         Apr         Mar         Apr         1,0         Mar         Apr         Apr         Mar         Apr         Mar         Apr         Mar         Apr         Mar         Apr         Mar         Apr	Store	DR (\$)														
5136 69 46         \$137 50         \$137 50         \$13.3 50         \$13.3 50         \$13.3 50         \$13.4 1.50	Strong			Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY total
\$169.46 \$177.0% \$163.4 \$186.34 \$182.85 \$207.05 \$182.86 \$202.85 \$202.85 \$220.285 \$220.285 \$220.255 \$216.48 \$180.24 \$180.24 \$200.04 \$200	State   Stat	2015	2014/15				\$138.59	\$139.06	\$148.19	\$141.56	\$137.53	\$143.59	\$138.50	\$152.82	\$159.44	\$144.36
\$223.00 \$20.524 \$2.00 \$2	\$2,220         \$2,200<	2016	2015/16	\$169.46	\$171.05	\$163.49	\$153.64	\$184.36	\$207.60	\$188.56	\$192.85	\$197.67	\$182.43	\$202.85	\$212.72	\$185.56
\$248.40         \$220.004         \$7.30.008         \$192.33         \$20.004         \$7.00.0%         <	1139,   27004   8720.66   5192.33   8700.69   87277   4   5191.00   5190.7   7   7   7   7   7   7   7   7   7	2017	2016/17	\$223.09	\$220.57	\$215.48	\$186.31	\$192.27	\$234.37	\$203.49	\$201.28	\$199.69	\$200.06	\$205.32	\$224.13	\$208.84
113%   27 0%   711%   3.2%   9.1%   -3.1%   -6.1%   -5.5%   -2.6%   -100.0	113%   27 0%   71%   32%   91%   -31%   -61%   -55%   -28%   -100.0%   -10	2018	2017/18	\$248.40	\$280.04	\$230.68	\$192.33	\$209.69	\$227.14	\$191.09	\$190.23	\$194.17				\$218.20
July         August         September         October         November         December         July         Feb Natural         April (%)         Feb Natural         April (%)         Feb Natural         Feb Natural <th< td=""><td>  Strate</td><td></td><td></td><td>11.3%</td><td>27.0%</td><td>7.1%</td><td>3.2%</td><td>9.1%</td><td>-3.1%</td><td>-6.1%</td><td>-5.5%</td><td>-2.8%</td><td>-100.0%</td><td>-100.0%</td><td>-100.0%</td><td></td></th<>	Strate			11.3%	27.0%	7.1%	3.2%	9.1%	-3.1%	-6.1%	-5.5%	-2.8%	-100.0%	-100.0%	-100.0%	
Jul         Aug         Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jul           \$124.92         \$109.50         \$50.46         \$60.10         \$60.10         \$60.12         \$60.71         \$60.72         \$60.72         \$60.72         \$60.72         \$60.72         \$60.72         \$60.72         \$60.72         \$60.72         \$60.72 <t< td=""><td>  May   August   September   Oct November   December   January   February   August   September   Oct Ober   January   September   October   November   October   O</td><td>evPAR (\$</td><td></td><td>AND DESCRIPTION OF THE PERSON OF THE PERSON</td><td>Contraction of</td><td>PERSONAL PROPERTY.</td><td></td><td>がいたというな</td><td>THE PERSON</td><td>STITUTE OF STREET</td><td>THE REAL PROPERTY.</td><td>Total State of the last of the</td><td></td><td></td><td></td><td>A STATE OF S</td></t<>	May   August   September   Oct November   December   January   February   August   September   Oct Ober   January   September   October   November   October   O	evPAR (\$		AND DESCRIPTION OF THE PERSON	Contraction of	PERSONAL PROPERTY.		がいたというな	THE PERSON	STITUTE OF STREET	THE REAL PROPERTY.	Total State of the last of the				A STATE OF S
\$124.29 \$109.50 \$71.16 \$561.95 \$60.10 \$80.61 \$46.56 \$82.39 \$82.10 \$81.21 \$82.39 \$82.10 \$81.21 \$82.39 \$82.10 \$81.21 \$82.39 \$82.10 \$81.21 \$82.39 \$82.30	String   S			JuC	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	FY total
\$124.92         \$100.50         \$71.18         \$61.95         \$63.88         \$91.80         \$68.65         \$88.43         \$96.75         \$86.97         \$86.91         \$177.99           \$100.08         \$14.95         \$129.07         \$80.18         \$18.18<	State   Stat	2015	2014/15				\$59.45	\$50.10	\$60.61	\$45.95	\$52.39	\$62.10	\$61.21	\$63.78	\$88.57	\$60.46
\$160.08         \$148.65         \$129.07         \$89.37         \$80.13         \$119.40         \$81.27         \$89.44         \$89.77         \$89.45         \$139.76           \$184.81         \$128.07         \$128.65         \$97.44         \$109.41         \$81.23         \$100.0%	\$160.00         \$148.00         \$178.00         \$84.13         \$89.44         \$89.45         \$89.46         \$189.76         \$199.76         \$199.76           \$16.00         \$148.00         \$18.13         \$18.10         \$18.10         \$18.10         \$10.00         \$100.00         \$100.00           \$16.4%         \$12.00         \$10.00         \$10.00         \$100.00 <th< td=""><td>2016</td><td>2015/16</td><td>\$124.92</td><td>\$109.50</td><td>\$71.18</td><td>\$61.95</td><td>\$63.88</td><td>\$91.80</td><td>\$68.85</td><td>\$83.43</td><td>\$96.75</td><td>\$86.97</td><td>\$86.31</td><td>\$127.99</td><td>\$89.46</td></th<>	2016	2015/16	\$124.92	\$109.50	\$71.18	\$61.95	\$63.88	\$91.80	\$68.85	\$83.43	\$96.75	\$86.97	\$86.31	\$127.99	\$89.46
\$164.81         \$161.79         \$128.55         \$87.44         \$10.84         \$10.84         \$10.84         \$10.84         \$10.84         \$10.84         \$10.84         \$10.84         \$10.09         \$10.00%         \$100.0%<	\$18.4 81         \$12.8 %         \$10.8 %         \$4.0 %         \$4.	2017	2016/17	\$160.08	\$148.95	\$129.07	\$93.67	\$80.13	\$119.40	\$81.27	\$94.13	\$99.44	\$95.77	\$93.45	\$139.76	\$111.26
15.4%   22.0%   -0.6%   4.0%   14.2%   -9.2%   -3.3%   -3.3%   2.0%   -100	15.4%   22.0%   -0.6%   -0.6%   -0.6%   -1.00.0%   -1	2018	2017/18	\$184.81	\$181.79	\$128.25	\$97.44	\$91.54	\$108.41	\$83.16	\$91.03	\$101.43				\$118.65
July         August         September         October         November         December         January         February         March         April         May         June           3,96         3,618         3,618         3,618         3,452         2,498         2,924         2,896         2,344         2,872         2,421         3,024         2,945           8,271         8,284         8,777         7,401         7,664         9,348         8,711         7,416         9,209         9,077         11,109         11,586           14,059         17,549         14,105         1,2,67         11,567         11,506         12,867         9,077         11,109         11,586           July         August         September         October         November         December         January         February         March         April         May         1,1506         11,586         1,586         1,587	July         August         September         October         November         December         January         February         March         April         May         June           3,186         3,618         3,618         2,224         2,896         2,344         2,872         2,421         3,024         2,945           8,284         3,618         8,777         7,401         7,684         9,148         6,282         6,104         8,024         2,945           14,059         17,549         14,105         12,222         11,756         15,167         11,506         12,857         11,109         11,586           2,356         2,316         1,540         1,626         1,546         2,719         12,857         1,109         11,586           2,356         2,316         1,503         1,446         1,746         2,719         2,400         3,748         2,910         3,449         4,190         1,686           2,356         2,316         1,503         1,746         2,719         2,400         2,709         3,484         2,910         3,419         4,680         1,745         2,79         3,488         4,346         5,080         7,225         1,680         3,132 <t< td=""><td></td><td></td><td>15.4%</td><td>22.0%</td><td>%9.0-</td><td>4.0%</td><td>14.2%</td><td>-9.2%</td><td>2.3%</td><td>-3.3%</td><td>2.0%</td><td>-100.0%</td><td>-100.0%</td><td>-100.0%</td><td></td></t<>			15.4%	22.0%	%9.0-	4.0%	14.2%	-9.2%	2.3%	-3.3%	2.0%	-100.0%	-100.0%	-100.0%	
July         August         September         October         November         December         January         February         March         April         May         June           3,196         3,618         3,452         2,422         2,498         2,924         2,844         2,872         2,421         3,024         2,945           3,196         3,618         3,452         3,688         2,948         2,942         6,149         6,628         6,056         6,149         8,036         6,149         8,036         1,140         1,1586         7,146         8,036         6,149         8,036         8,149         8,037	July         August         September         October         November         January         February         March         April         April         April         April <td>upply - Li</td> <td>sting Night</td> <td></td> <td>The state of the s</td> <td></td> <td></td> <td>一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一</td> <td>TO STATE OF THE PARTY.</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>STATE OF THE PARTY OF THE PARTY</td> <td></td>	upply - Li	sting Night		The state of the s			一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一 一	TO STATE OF THE PARTY.						STATE OF THE PARTY	
3,196         3,452         2,422         2,948         2,924         2,896         2,344         2,872         2,421         3,024         2,945           8,196         3,486         3,482         5,086         6,149         6,628         6,565         6,104         8,036         7,745           8,284         8,177         7,401         7,664         9,318         8,711         7,416         9,077         11,109         11,586           14,059         17,549         14,105         12,222         11,756         15,251         12,167         12,857         11,109         11,406         11,586           July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         1,546         1,745         2,719         2,420         2,709         3,184         2,910         3,419         4,660           5,336         2,544         6,192         5,132         7,279         5,296         6,716         3,419         4,660           10,460         11,392         7,842         6,192         5,504         7,279 <t< td=""><td>  3,196   3,618   3,452   2,488   2,194   2,846   2,844   2,847   3,745   3,024   2,945   3,024   3,02</td><td></td><td></td><td>July</td><td>August</td><td>September</td><td>October</td><td>November</td><td>December</td><td>January</td><td>February</td><td>March</td><td>April</td><td>May</td><td>June</td><td>Total Year</td></t<>	3,196   3,618   3,452   2,488   2,194   2,846   2,844   2,847   3,745   3,024   2,945   3,024   3,02			July	August	September	October	November	December	January	February	March	April	May	June	Total Year
3,196   3,618   3,452   3,834   5,036   6,149   6,628   6,262   6,505   6,104   8,036   7,745     4,059   17,549   14,105   12,222   11,756   15,271   12,167   11,506   12,857   11,109   11,586     1,039   1,039   1,540   1,503   1,540   1,745   1,745   1,745   1,745   1,746   1,245   1,070   1,262   1,636     5,935   5,594   4,988   3,721   3,194   4,747   3,488   4,345   5,060   7,225     1,039   24,039   5,125,154   5,132   5,125,154   5,123,889   5,1,055,421   5,693,260   5,106   5,106   5,104   5,039,149   5,105,241   5,130,905   5,100,406   5,100,192   5,100,100   5,100,100     1,196   2,136   2,136   2,136   2,136   2,132   2,139	3,166   3,618   3,452   3,84   5,036   6,149   6,628   6,505   6,104   8,135   11,109   11,156     14,059   17,549   14,105   12,222   11,756   15,218   12,167   11,506   12,1857   11,109   11,1566     14,059   17,549   14,105   12,222   11,756   15,218   12,167   11,506   12,1857   11,109   11,1566     17,549   14,105   12,222   11,756   15,218   12,187   11,206   12,187   11,109   11,126     2,356   2,316   1,603   1,546   1,745   2,719   2,420   2,709   3,164   2,910   3,419   4,660     5,935   5,594   4,998   3,721   3,194   4,747   3,479   5,266   6,716   4,345   5,060   7,225     10,460   11,392   7,842   6,192   5,132   7,279   5,286   6,716   4,345   5,060   7,225     3,194   4,195   3,194   4,747   3,479   5,286   6,716   4,345   5,060   7,225     4,1395   3,124,105   3,133,066   6,716   3,194   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,194   3,141   3,195   3,124,195   3,133,066	2015	2014/15				2,422	2,498	2,924	2,896	2,344	2,872	2,421	3,024	2,945	24,346
8.271         8.284         8.177         7.401         7.664         9.318         8.711         7.416         9.209         9.077         11,109         11,586           14,059         17,549         14,105         12,222         11,756         15,251         12,167         11,506         12,857         11,109         11,586         15,887           July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         900         1,196         940         893         1,242         1,070         1,262         1,636           2,356         2,316         1,564         1,745         2,719         2,420         2,709         3,184         2,910         3,419         4,660           5,935         5,594         4,898         3,721         7,279         5,295         5,506         6,716         7,225           10,460         11,392         7,842         6,192         7,279         5,295         5,506         6,716         4,486         5,060         7,225           10,460         11,392         \$143,995 <t< td=""><td>  8,271   8,284   8,177   7,401   7,664   9,318   8,711   7,416   9,209   9,077   11,109   11,586   14,059   17,549   14,105   12,222   11,756   15,251   12,657   11,506   12,857   11,506   12,857   11,109   11,586   12,857   11,109   11,586   12,857   11,506   12,857   11,109   11,586   12,857   11,109   11,586   11,282   11,586   11,282   11,586   11,282   11,586   11,282   11,586   11,282   11,286   11,282   11,109   11,282   11,109   11</td><td>2016</td><td>2015/16</td><td>3,196</td><td>3,618</td><td>3,452</td><td>3,834</td><td>5,036</td><td>6,149</td><td>6,628</td><td>6,262</td><td>6,505</td><td>6,104</td><td>8,036</td><td>7,745</td><td>996'999</td></t<>	8,271   8,284   8,177   7,401   7,664   9,318   8,711   7,416   9,209   9,077   11,109   11,586   14,059   17,549   14,105   12,222   11,756   15,251   12,657   11,506   12,857   11,506   12,857   11,109   11,586   12,857   11,109   11,586   12,857   11,506   12,857   11,109   11,586   12,857   11,109   11,586   11,282   11,586   11,282   11,586   11,282   11,586   11,282   11,586   11,282   11,286   11,282   11,109   11,282   11,109   11	2016	2015/16	3,196	3,618	3,452	3,834	5,036	6,149	6,628	6,262	6,505	6,104	8,036	7,745	996'999
July         August         September         October         November         December         January         February         March         April         May         June           July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         1,745         2,719         2,420         2,709         3,184         2,910         1,262         1,636           5,935         5,594         4,898         3,721         3,194         4,747         3,479         3,468         4,345         5,060         7,225           10,460         11,392         7,842         6,192         5,295         5,506         6,716         4,345         5,060         7,225           July         August         September         November         December         January         February         March         April         May         June           July         August         September         October         November         December         January         February         March         April         May         June           \$11,322	July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         1,446         1,745         2,749         2,709         3,184         2,910         3,419         4,660           5,935         5,594         4,898         3,721         3,194         4,747         3,429         5,506         6,716         2,910         3,419         4,660           10,460         11,392         7,842         6,192         5,132         7,279         5,206         6,716         4,345         5,060         7,225           July         August         September         0ctober         November         December         January         February         March         April         May         June           July         4,898         3,721         3,194         4,747         3,478         4,660         7,225           July         4,11,392         7,279         5,296         5,506         6,716         4,660         7,225           S1024,502         8,143,195         8,143,195         8,143,195         8,143,195         8,160,185	2017	2016/17	8,271	8,284	8,177	7,401	7,664	9,318	8,711	7,416	9,209	6,077	11,109	11,586	106,223
July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         1,039         900         1,196         940         893         1,242         1,070         1,262         1,636           5,935         5,594         4,898         3,721         3,194         4,747         3,479         3,468         4,345         5,060         7,225           10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         7,225           July         August         September         October         November         December         January         February         March         April         May         June           July         August         September         October         November         December         January         February         March         April         May         June           \$11,392         \$143,995         \$125,154         \$177,235         \$133,066         \$122,431         \$629,381         \$192,869         \$260,844         \$1,067,942         \$698,039         <	July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         1,546         1,746         1,749         2,400         2,709         3,184         2,910         3,419         4,666           5,935         5,564         4,888         3,724         4,747         2,295         5,506         4,345         5,060         7,225           10,460         11,392         7,842         6,192         7,279         5,506         6,716         4,345         5,060         7,225           10,460         11,392         7,842         6,192         7,279         5,506         6,716         3,419         4,660           10,460         11,392         7,842         6,132         7,279         5,295         5,506         6,716         4,460         7,225           10,460         11,392         7,842         6,132         7,279         5,126         5,506         6,716         4,460         7,225           10,460         8,132,149         8,143,995         8,143,995         8,143,139         8,143,139         8,143,139         8,1	2018	2017/18	14,059	17,549	14,105	12,222	11,756	15,251	12,167	11,506	12,857			`	121,472
July         August         September         October         November         December         January         February         March         April         May         June           2,356         2,316         1,503         1,745         2,719         2,420         2,709         3,184         2,910         1,662         1,636           5,935         5,594         4,898         3,721         3,194         4,747         3,499         4,586         4,345         5,060         7,225           10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         7,225         7,225           July         August         September         October         November         December         January         February         March         April         May         June           \$10,460         \$132,517,235         \$125,154         \$177,235         \$133,066         \$122,814         \$108,919         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$108,089         \$104,040         \$1047,406         \$1,047,406<	July         August         September         Occober         November         December         January         February         March         April         May         June           2,356         2,366         2,316         1,503         900         1,196         940         893         1,242         1,070         1,282         1,686           5,935         5,536         4,888         3,721         3,194         4,747         3,488         4,386         4,345         5,000         7,225           10,460         11,392         7,842         6,192         5,132         7,279         5,596         6,716         4,345         5,000         7,225           July         August         September         October         November         December         January         February         March         April         May         June           July         August         September         October         November         December         January         February         March         April         May         September         April         May         September         April         May         September         April         May         September         September         September         Septembe	ooked - L	isting Nigh	S	SCHOOL STATE	THE REAL PROPERTY.	DESCRIPTION OF THE PARTY OF THE		Contract of	THE STATE OF THE PARTY OF THE P	A STATE OF THE PARTY OF THE PAR		THE RESIDENCE OF THE PARTY OF T	The second second		
2014/15         2,356         2,316         1,503         900         1,196         940         893         1,242         1,070         1,262         1,686           2015/16         2,356         2,316         1,503         1,745         2,719         2,420         2,709         3,184         2,910         3,419         4,660           2015/16         5,935         5,594         4,898         3,721         3,194         4,747         3,479         3,468         4,586         4,345         5,060         7,225           2017/18         10,460         11,392         7,842         6,132         7,279         5,295         5,506         6,716         3,419         4,660         7,225           2017/18         10,460         11,392         7,842         6,132         7,279         5,295         5,506         6,716         4,345         5,060         7,225           2017/18         August         September         October         November         December         January         February         March         April         May         Jun           2014/15         \$132,096         \$1,281         \$50,381         \$50,381         \$10,392,381         \$11,282         \$10,147,406 <t< td=""><td>2014/15         2,356         2,356         2,536         1,633         1,246         1,745         1,745         2,749         3,184         2,107         1,262         1,656           2016/17         5,356         2,564         4,898         3,721         3,194         4,747         3,498         4,586         4,345         5,000         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         3,419         4,660           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         5,000         7,225           2017/18         4,040         11,392         7,242         6,295         5,506         6,716         4,345         5,000         7,225           2017/18         4,040         4,345         6,295         5,506         6,716         4,745         5,000         7,225           2017/18         5,295,264         8,133,306         8,125,144         8,173,339         8,143,195         8,1525,144         8,103,144         8,103,144         8,103,144         8,103,144         8,103,144         8,103</td><td></td><td></td><td></td><td>August</td><td>September</td><td>October</td><td>November</td><td>December</td><td>January</td><td>February</td><td>March</td><td>April</td><td>Mav</td><td>June</td><td>Total Year</td></t<>	2014/15         2,356         2,356         2,536         1,633         1,246         1,745         1,745         2,749         3,184         2,107         1,262         1,656           2016/17         5,356         2,564         4,898         3,721         3,194         4,747         3,498         4,586         4,345         5,000         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         3,419         4,660           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         5,000         7,225           2017/18         4,040         11,392         7,242         6,295         5,506         6,716         4,345         5,000         7,225           2017/18         4,040         4,345         6,295         5,506         6,716         4,745         5,000         7,225           2017/18         5,295,264         8,133,306         8,125,144         8,173,339         8,143,195         8,1525,144         8,103,144         8,103,144         8,103,144         8,103,144         8,103,144         8,103				August	September	October	November	December	January	February	March	April	Mav	June	Total Year
2015/16         2,356         2,316         1,546         1,745         2,719         2,420         2,709         3,184         2,910         3,419         4,660           2016/17         5,935         5,594         4,888         3,721         3,194         4,747         3,479         3,468         4,586         4,345         5,060         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         4,345         5,060         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716         7,225         5,060         7,225           July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$125,135         \$125,144         \$178,339         \$148,195         \$192,869         \$260,844         \$148,195         \$192,869         \$260,844         \$146,64         \$509,081         \$610,81         \$1,619,339         \$11,629,381         \$610,381         \$1,619,339	2016/16         2,356         2,316         1,546         1,745         2,719         2,420         2,709         3,184         2,910         3,419         4,660           2017/18         10,460         11,392         7,842         6,192         5,796         6,716         4,345         5,060         7,225           2017/18         10,460         11,392         7,842         6,132         7,279         5,296         5,506         6,716         7,225         5,600         7,225           July         August         September         October         November         December         January         February         March         April         May         June           2014/16         \$399,248         \$399,248         \$399,248         \$31,304,395         \$125,154         \$177,235         \$130,395         \$148,195         \$10,090,307         \$1,076,125         \$1,077,942         \$680,395         \$1,304,046         \$1,304,046         \$1,304,046         \$1,304,046         \$1,460,305         \$1,460,907         \$1,076,129         \$1,011,822         \$1,047,406         \$1,304,046         \$0         \$1,304,046         \$1,304,046         \$1,304,046         \$1,460         \$1,460         \$1,477         \$1,477         \$1,476         \$1	2015	2014/15				1,039	006	1,196	940	893	1,242	1,070	1,262	1,636	10,178
2016/17         5,935         5,594         4,898         3,721         3,194         4,747         3,468         4,586         4,345         5,060         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,296         5,506         6,716         4,345         5,060         7,225           July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$125,154         \$177,235         \$133,066         \$122,431         \$629,381         \$192,859         \$20,844         \$14           2016/16         \$399,248         \$324,525         \$237,725         \$321,708         \$564,464         \$456,315         \$699,381         \$693,544         \$991,275         \$51,617,235         \$614,110         \$1,112,554         \$707,942         \$699,039         \$916,778         \$916,039         \$1,619,339         \$11,619,339         \$11,619,339         \$11,619,339         \$1,619,339         \$1,619,339         \$10,619,339         \$10,619,404         \$1,304,046         \$1,304,046         \$1,304,046         \$1,304,046         \$1,304,046         \$1,304,046	2016/17         5,935         5,594         4,898         3,721         3,194         4,747         3,479         5,606         6,776         5,060         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,606         6,776         5,060         7,225           2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,606         6,776         6,776         6,776         6,776         6,776         7,225         7,827         7,827         7,827         7,827         7,827         7,827         7,827         7,827         7,827         7,827         8,827         8,827         8,827         8,827         8,827         8,827         8,827         8,827         8,937         8,937         8,110,597         8,1076,129         8,1,653,352         8,1,047,406         8,1,304,046         8,0         8,1,610,339         8,14,190,307         8,1,076,129         8,1,610,47,406         8,1,304,046         8,0         8,14         8,14         8,14         8,14         8,14         8,14         8,14         8,14         8,14         8,14         8,14         8,14         8,14 <td< td=""><td>2016</td><td>2015/16</td><td>2,356</td><td>2,316</td><td>1,503</td><td>1,546</td><td>1,745</td><td>2,719</td><td>2,420</td><td>2,709</td><td>3,184</td><td>2,910</td><td>3,419</td><td>4,660</td><td>31,487</td></td<>	2016	2015/16	2,356	2,316	1,503	1,546	1,745	2,719	2,420	2,709	3,184	2,910	3,419	4,660	31,487
2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716           July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$399,248         \$396,152         \$245,725         \$237,527         \$321,708         \$564,464         \$456,315         \$529,381         \$509,871         \$693,544         \$991,275         \$51,055,421         \$614,110         \$1,112,554         \$707,942         \$698,039         \$915,778         \$899,261         \$1,619,339         \$1,619,339         \$1,619,339         \$1,619,339         \$1,619,339         \$1,619,339         \$1,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,339         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406         \$10,619,406 </td <td>2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716           July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$1324,039         \$143,995         \$125,154         \$177,235         \$133,066         \$122,814         \$178,339         \$148,195         \$102,859         \$260,844         \$1,45           2016/17         \$1,324,039         \$1,233,669         \$1,055,421         \$693,260         \$614,110         \$1,112,554         \$707,942         \$698,039         \$916,178         \$869,261         \$1,038,919         \$1,653,352         \$1,011,822         \$1,047,406         \$1,304,046         \$0         \$0         \$1         \$1</td> <td>2017</td> <td>2016/17</td> <td>5,935</td> <td>5,594</td> <td>4,898</td> <td>3,721</td> <td>3,194</td> <td>4,747</td> <td>3,479</td> <td>3,468</td> <td>4,586</td> <td>4,345</td> <td>5,060</td> <td>7,225</td> <td>56,252</td>	2017/18         10,460         11,392         7,842         6,192         5,132         7,279         5,295         5,506         6,716           July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$1324,039         \$143,995         \$125,154         \$177,235         \$133,066         \$122,814         \$178,339         \$148,195         \$102,859         \$260,844         \$1,45           2016/17         \$1,324,039         \$1,233,669         \$1,055,421         \$693,260         \$614,110         \$1,112,554         \$707,942         \$698,039         \$916,178         \$869,261         \$1,038,919         \$1,653,352         \$1,011,822         \$1,047,406         \$1,304,046         \$0         \$0         \$1         \$1	2017	2016/17	5,935	5,594	4,898	3,721	3,194	4,747	3,479	3,468	4,586	4,345	5,060	7,225	56,252
July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$125,814         \$178,339         \$148,195         \$192,869         \$260,844         \$1,43,895           2016/16         \$399,248         \$396,152         \$237,527         \$321,708         \$64,464         \$456,315         \$622,431         \$629,381         \$530,871         \$693,544         \$991,275         \$1,619,339         \$11,619,339         \$11,619,339         \$1,619,339         <	July         August         September         December         January         February         March         April         May         June           2014/15         \$143,995         \$125,154         \$177,235         \$133,066         \$122,814         \$178,339         \$148,195         \$192,869         \$206,844         \$1,456,315         \$522,431         \$629,381         \$693,871         \$693,544         \$991,275         \$527,527         \$321,708         \$564,464         \$456,315         \$522,431         \$629,381         \$693,871         \$693,544         \$991,275         \$5         \$1,653,421         \$693,544         \$1,653,421         \$698,084         \$1,653,421         \$698,089         \$915,778         \$869,261         \$1,699,381         \$1,653,352         \$1,011,822         \$1,047,406         \$1,304,046         \$0         \$0         \$14,60         \$1         \$1         \$1,653,352         \$1,011,822         \$1,047,406         \$1,304,046         \$0         \$1 </td <td>2018</td> <td>2017/18</td> <td>10,460</td> <td>11,392</td> <td>7,842</td> <td>6,192</td> <td>5,132</td> <td>7,279</td> <td>5,295</td> <td>5,506</td> <td>6,716</td> <td></td> <td></td> <td></td> <td>65,814</td>	2018	2017/18	10,460	11,392	7,842	6,192	5,132	7,279	5,295	5,506	6,716				65,814
July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$123,912,814         \$177,235         \$133,066         \$122,814         \$178,339         \$148,195         \$209,859         \$260,844         \$1,480,995         \$127,723         \$213,708         \$564,464         \$456,315         \$522,431         \$629,381         \$530,871         \$693,544         \$991,275         \$5,224,31         \$699,381         \$530,871         \$699,261         \$1,619,339         \$11,619,339         \$11,619,339         \$11,619,339         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,440         \$1,619,440         \$1,619,340         \$1,619,340         \$1,619,340         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440         \$1,619,440	July         August         September         October         November         December         January         February         March         April         May         June           2014/15         \$143,995         \$125,154         \$177,235         \$133,066         \$172,814         \$178,339         \$148,195         \$192,859         \$260,844         \$1,45,396           2015/16         \$239,248         \$399,248         \$396,152         \$237,527         \$321,708         \$564,464         \$456,315         \$629,381         \$550,871         \$693,544         \$991,275         \$51,047,406         \$1,324,039         \$1,638,919         \$1,619,339         \$11,690,339         \$1,610,339         \$1,671,406         \$1,304,046         \$0         \$0         \$1,410,339         \$1,440,406         \$1,304,046         \$0         \$1,440,406	evenue (\$														
2014/15       \$12,814       \$177,235       \$133,066       \$122,814       \$178,339       \$148,195       \$192,859       \$260,844       \$         2015/16       \$399,248       \$399,248       \$245,725       \$237,527       \$321,708       \$564,464       \$456,315       \$522,431       \$629,381       \$530,871       \$693,544       \$991,275       \$         2016/17       \$1,324,039       \$1,055,421       \$693,260       \$614,110       \$1,112,554       \$707,942       \$698,039       \$915,778       \$869,261       \$1,038,919       \$1,619,339       \$1,	2014/15       \$143,995       \$125,154       \$177,235       \$133,066       \$122,814       \$178,339       \$148,195       \$192,859       \$260,844       \$560,814       \$1778,339       \$148,195       \$192,859       \$260,844       \$50,871       \$650,871       \$60,814       \$10,817       \$10,11,822       \$1,010,41,406       \$10,304,046       \$10,817       \$10,817       \$10,817       \$10,817       \$10,817       \$10,817       \$10,817       \$10,11,822       \$1,010,41,406       \$10,817       \$10,817       \$10,817 <th< td=""><td></td><td></td><td>July</td><td>August</td><td>September</td><td>October</td><td>November</td><td>December</td><td>January</td><td>February</td><td>March</td><td>April</td><td>May</td><td>June</td><td>Total Year</td></th<>			July	August	September	October	November	December	January	February	March	April	May	June	Total Year
2015/16     \$399,248     \$399,248     \$396,152     \$245,725     \$237,527     \$321,708     \$564,464     \$456,315     \$522,431     \$629,381     \$530,871     \$693,544     \$991,275     \$991,275       2016/17     \$1,324,039     \$1,025,421     \$693,260     \$614,110     \$1,112,554     \$707,942     \$698,039     \$915,778     \$869,261     \$1,038,919     \$1,619,339     \$1,619,339     \$1,619,339       2017/18     \$2,598,264     \$1,100,216     \$1,806,997     \$1,076,129     \$1,613,352     \$1,011,822     \$1,047,406     \$1,304,046     \$0     \$0     \$0     \$0       \$1,007,017 <t< td=""><td>2015/16     \$399,248     \$399,248     \$396,152     \$245,725     \$327,527     \$321,708     \$564,464     \$456,315     \$522,431     \$629,381     \$530,871     \$693,544     \$991,275     \$891,055,421     \$693,260     \$614,110     \$1,112,554     \$707,942     \$698,039     \$815,778     \$869,261     \$1,038,919     \$1,619,339     \$1,6</td><td>2015</td><td>2014/15</td><td></td><td></td><td></td><td>\$143,995</td><td>\$125,154</td><td>\$177,235</td><td>\$133,066</td><td>\$122,814</td><td>\$178,339</td><td>\$148,195</td><td>\$192,859</td><td>-</td><td>1.4</td></t<>	2015/16     \$399,248     \$399,248     \$396,152     \$245,725     \$327,527     \$321,708     \$564,464     \$456,315     \$522,431     \$629,381     \$530,871     \$693,544     \$991,275     \$891,055,421     \$693,260     \$614,110     \$1,112,554     \$707,942     \$698,039     \$815,778     \$869,261     \$1,038,919     \$1,619,339     \$1,6	2015	2014/15				\$143,995	\$125,154	\$177,235	\$133,066	\$122,814	\$178,339	\$148,195	\$192,859	-	1.4
<b>2016/17</b> \$1,324,039 \$1,233,869 \$1,055,421 \$693,260 \$614,110 \$1,112,554 \$707,942 \$698,039 \$915,778 \$869,261 \$1,038,919 \$1,619,339 <b>2017/18</b> \$2,598,264 \$3,190,216 \$1,808,993 \$1,190,907 \$1,076,129 \$1,653,352 \$1,011,822 \$1,047,406 \$1,304,046 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	<b>2016/17</b> \$1,324,039 \$1,233,869 \$1,055,421 \$693,260 \$614,110 \$1,112,554 \$707,942 \$698,039 \$915,778 \$869,261 \$1,038,919 \$1,619,339 <b>2017/18</b> \$2,598,264 \$3,190,216 \$1,808,993 \$1,190,907 \$1,076,129 \$1,653,352 \$1,011,822 \$1,047,406 \$1,304,046 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0 \$0	2016	2015/16	\$399,248	\$396,152	\$245,725	\$237,527	\$321,708	\$564,464	\$456,315	\$522,431	\$629,381	\$530,871	\$693,544		
2017/18 \$2,598,264 \$3,190,216 \$1,808,993 \$1,190,907 \$1,076,129 \$1,653,352 \$1,011,822 \$1,047,406 \$1,304,046 \$0 \$0 \$0 \$0	<b>2017/18</b> \$2,598,264 \$3,190,216 \$1,808,993 \$1,190,907 \$1,076,129 \$1,653,352 \$1,011,822 \$1,047,406 \$1,304,046 \$0 \$0 \$0 \$0	2017	2016/17	\$1,324,039	\$1,233,869	\$1,055,421	\$693,260	\$614,110	\$1,112,554	\$707,942	\$698,039	\$915,778	\$869,261	\$1,038,919	3	_
		2018	2017/18	\$2,598,264	\$3,190,216	\$1,808,993	\$1,190,907	\$1,076,129	\$1,653,352		\$1,047,406	\$1,304,046	\$0	\$0		\$ 14,881,134.39

2010 2010 2011 2012 2012 2013 2014 2015 2016 2016 2017	一 法 品 爾 羅 職	876543216		8 7 6 6 5 4 4 3 3	2010 2011 2012 2013 2014 2014 2015 2016 2017 2018
2009/10 2010//11 2011//12 2011//12 2011//13 2013/14 2014/15 2014/15 2016/17 2016/17	2009/10 2010/11 2011/12 2011/12 2012/13 2013/14 2014/15 2015/16 2016/17 2017/18	2009/10 2010/11 2011/12 2011/12 2012/13 2013/14 2014/15 2015/16 2016/17 2017/18	2009/10 2010/11 2011/12 2011/12 2012/13 2013/14 2014/15 2015/16 2016/17 2016/17	2009/10 2010/11 2011/12 2011/12 2012/13 2013/14 2014/15 2015/16 2016/17 2017/18	2009/10 2010/11 2011/12 2012/13 2012/13 2013/14 2014/15 2015/16 2016/17 2017/18
July \$6,160,237 \$7,102,624 \$7,573,102 \$7,912,298 \$8,903,439 \$10,445,675 \$12,443,859 \$12,443,859 \$12,615,659	July 62,031 64,956 67,800 68,617 72,621 75,730 82,355 75,588 79,762	July 83,390 86,211 86,211 86,216 86,056 86,056 87,575 91,109 85,056 85,056	\$73.87 \$82.39 \$87.84 \$87.84 \$91.94 \$103.46 \$119.26 \$1156.58 \$145.27 \$145.27 \$152.72	Jul \$99.31 \$109.35 \$111.70 \$115.31 \$172.60 \$137.93 \$151.10 \$163.54 \$171.78	74.4% 75.3% 75.3% 79.7% 84.4% 86.5% 90.4% 86.5% 86.5% 0.1%
August \$5,821,873 \$6,490,872 \$6,703,697 \$7,832,142 \$9,034,140 \$10,661,996 \$11,426,377 \$11,522,123	August 58,197 64,554 62,258 68,891 71,919 76,265 77,279 74,004 76,813	August 83,390 86,211 86,211 86,056 86,056 87,575 91,109 85,870 85,870 89,156	Aug \$67.42 \$75.29 \$77.76 \$91.01 \$104.98 \$121.75 \$125.41 \$133.95 \$153.10	Aug \$96.60 \$100.55 \$107.68 \$113.69 \$125.62 \$139.80 \$147.86 \$147.86 \$147.86	Aug 69.8% 74.9% 72.2% 80.1% 83.6% 87.16 87.16 86.2% 86.2% 0.0%
September \$4,141,656 \$4,993,675 \$5,674,075 \$6,209,464 \$7,132,894 \$7,436,502 \$8,740,665 \$9,025,094	September 47,448 55,036 57,671 61,703 63,837 64,264 70,828 70,342 69,060	September 80,700 83,430 83,230 83,280 83,280 83,280 83,170 88,170 88,170 88,170	\$51.32 \$58.66 \$68.01 \$74.56 \$85.65 \$84.34 \$99.13 \$108.61 \$104.69	\$87.29 \$88.92 \$98.39 \$100.63 \$111.74 \$115.72 \$123.41 \$128.30 \$130.80	Sep 58.8% 66.0% 69.1% 74.1% 76.7% 72.9% 80.3% 80.0% -5.4%
October \$3,322,091 \$3,915,506 \$3,745,303 \$4,453,896 \$5,569,464 \$6,217,393 \$6,831,969 \$7,359,527	October 40,811 44,668 42,329 49,443 55,709 56,068 59,877 63,999 64,123	October 83,390 86,211 86,221 86,056 86,056 91,109 91,109 91,109 86,397 89,683	Oct \$39.84 \$45.42 \$43.44 \$51.76 \$64.72 \$68.24 \$74.99 \$82.51 \$82.30 -0.3%	S81.40 \$87.66 \$88.48 \$88.48 \$90.08 \$90.7.07 \$107.07 \$111.16 \$114.92 \$115.11 0.2%	Oct 48.9% 51.8% 57.5% 64.7% 63.7% 65.7% 65.7% 74.1% 71.5%
November \$2,168,650 \$2,464,976 \$2,712,739 \$3,127,795 \$3,127,795 \$3,629,877 \$4,038,189 \$4,406,885 \$4,976,569	November 28,287 30,138 31,754 36,112 38,391 41,111 45,168 48,706 48,700 45,124	November 80,700 83,430 83,430 83,230 83,280 83,280 88,170 88,170 88,170 88,610	Nov \$26.87 \$29.55 \$32.52 \$37.56 \$43.59 \$45.80 \$49.98 \$59.89 \$52.77	Nov \$76.67 \$81.79 \$85.43 \$86.61 \$94.55 \$98.23 \$97.57 \$102.54 \$101.53	Nov 35.1% 36.1% 38.1% 48.1% 46.6% 51.2% 51.2% 51.0%
December \$2,243,887 \$2,875,384 \$2,897,704 \$3,379,853 \$4,022,841 \$4,611,935 \$4,855,692 \$5,006,012	December 27,952 33,696 33,393 38,166 41,282 46,325 48,463 48,624 47,489	December 83,390 86,211 86,211 86,025 91,109 93,062 86,397 86,397	Dec \$26.91 \$33.35 \$33.65 \$33.61 \$39.28 \$46.76 \$50.62 \$52.18 \$52.3 \$52.3	Dec \$80.28 \$85.33 \$85.33 \$86.74 \$91.45 \$99.66 \$100.19 \$100.75 \$100.75	Dec 33.5% 39.1% 38.7% 44.4% 48.0% 50.8% 52.1% 52.1% 52.9%
January \$2,120,865 \$ \$2,275,865 \$ \$2,275,867 012 \$ \$2,587,012 \$ \$2,587,012 \$ \$2,587,013 \$ \$2,587,333 \$ \$4,420,191 \$ \$4,963,474 \$ \$4,963,474 \$ \$4,963,474 \$	January 27,102 27,579 30,643 36,245 36,854 44,573 49,912 45,191 45,198	January 86,211 86,211 86,211 86,21 86,025 91,109 93,062 86,397 89,714	Jan \$24.60 \$26.40 \$30.01 \$37.17 \$41.12 \$48.52 \$53.34 \$51.98 \$47.34 -8.9%	Jan \$78.25 \$82.52 \$84.26 \$84.26 \$95.98 \$95.99 \$99.38 \$99.38 \$99.38	Jan 31.4% 32.0% 35.5% 42.1% 42.8% 48.9% 53.6% 52.3% 49.0%
Fabruary \$2,368,802 \$2,368,802 \$2,709,142 \$2,709,142 \$3,475,915 \$3,475,914 \$4,812,662 \$5,108,823 \$4,624,774	February 29,611 31,989 33,853 38,112 38,439 46,824 50,134 44,596 44,681	February 77,868 77,868 77,868 77,728 77,728 77,728 77,729 84,056 78,036 81,032	Feb \$30.42 \$34.79 \$37.00 \$44.72 \$48.88 \$58.48 \$58.48 \$58.6.78 \$59.26 \$56.23	Fab \$80.00 \$84.69 \$85.10 \$91.20 \$98.80 \$102.78 \$101.90 \$101.97 \$101.97	Feb 38.0% 41.1% 43.5% 49.5% 49.5% 56.8% 59.6% 55.1%
March \$2,939,692 \$3,045,779 \$3,377,836 \$4,191,241 \$5,283,871 \$5,283,871 \$6,315,786 \$6,395,115	March 36,462 36,679 38,965 45,943 54,002 58,501 62,022 57,732 57,789	March 86,211 86,211 85,963 86,056 86,025 91,109 93,062 86,397 89,714	Mar \$34.10 \$35.33 \$39.29 \$48.70 \$61.42 \$69.32 \$70.08 \$74.02 \$77.05	Mar \$80.62 \$83.04 \$86.69 \$91.23 \$97.85 \$107.96 \$105.79 \$110.77 \$110.62	Mar 42.3% 42.5% 45.3% 53.4% 62.8% 66.6% 66.6%
April \$3,142,510 \$3,317,032 \$3,708,372 \$4,779,187 \$5,126,475 \$6,303,611 \$7,473,980 \$6,509,802	April 37,548 38,724 42,765 50,248 51,966 59,547 67,841 59,310	April 83,430 83,430 83,280 83,280 83,280 84,750 86,170 90,060 86,280	Apr \$37.67 \$39.76 \$44.53 \$57.39 \$60.49 \$71.49 \$82.99 \$75.45	Apr \$83.69 \$85.66 \$86.72 \$95.11 \$98.65 \$105.86 \$110.17 \$109.76	Apr 45.0% 46.4% 51.4% 60.3% 67.5% 75.3% 68.7%
May \$3,917,869 \$4,353,822 \$4,819,047 \$5,820,217 \$5,368,984 \$7,498,569 \$8,133,254 \$8,323,101	May 45,198 46,976 51,181 57,686 57,970 65,131 68,237	May 86,211 86,211 86,056 86,056 87,575 91,109 93,062 89,156	May \$45.45 \$50.50 \$56.05 \$67.63 \$72.73 \$82.30 \$87.40 \$93.35	May \$86.68 \$92.68 \$94.16 \$100.90 \$109.87 \$115.13 \$119.19 \$124.22 -100.0%	May 52.4% 54.5% 59.5% 67.0% 66.2% 71.5% 73.3% 75.2% -100.0%
\$4,970,829 \$5,115,886 \$5,053,201 \$7,131,581 \$7,185,023 \$9,411,753 \$9,744,142 \$10,705,573	June 52,183 51,241 59,795 64,272 64,954 72,291 70,142 72,388	June 83,430 83,230 83,280 83,280 84,750 88,170 90,060 86,280	\$59.58 \$61.32 \$72.68 \$86.63 \$93.16 \$106.75 \$112.64 \$118.80	\$95.26 \$99.84 \$101.23 \$110.96 \$121.55 \$130.19 \$138.92 \$147.89	Jun 62.5% 61.4% 71.8% 77.2% 76.6% 82.0% 85.2% 83.9%
Total Year 43,118,961 48,560,552 52,733,023 61,512,632 70,302,225 82,174,2622 90,650,535 91,780,909	Total Year 492,830 526,236 522,407 615,437 647,944 708,630 752,258 727,478 533,529	Total Year 998.321 1,015.065 1,014.662 1,013.240 1,017.578 1,065,667 1,065,667 1,086,091 1,022,985	FY total \$43.19 \$47.84 \$51.99 \$60.71 \$69.09 \$77.11 \$83.46 \$89.72 \$86.90	FY (ob) \$87.49 \$92.28 \$95.46 \$95.46 \$99.95 \$108.50 \$115.96 \$126.56 \$128.88	FY total 54.5% 54.5% 60.7% 66.5% 69.3% 71.1%

	CHANGE	2.9%	20.7%	%6.7-	39.3%	16.6%	<b>.7.0%</b>	15.7%	6.9%	-100.0%	-100.0%	-100.0%	-100.0%	9.6%	-18.7%
	FY17/18 C	1,514,978	1,468,425	529,022	394,256	266,930	421,618	315,236	277,310					5,187,775	5,187,775
	Ĺ	12.6% \$	4.1% \$	-6.5% \$	17.7%	7.4% \$	14.3% \$	-2.3% \$	1.4% \$	17.4%	9.2%	3%	%5	6.3% \$	5.2% \$
	CHANGE					.7		-2.	Ť		.6	10.3%	%9:6-	9	5.
	FY16/17	1,430,995	1,216,868	574,496	282,936	228,833	453,353	272,394	259,411	354,899	236,091	390,661	683,013	4,719,286	6,383,950
	CHANGE	8 %6.9	4.9%	42.8% \$	37.0%	8.7%	10.0%	21.3% \$	34.9%	9.5%	14.0% \$	21.1% \$	20.8%	14.3% \$	15.2% \$
	FY15/16 C	1,271,350	1,169,306	614,663	240,295	213,017	396,621	278,939	255,899	302,367	216,213	354,123	755,305	23.3% \$ 4,440,090	860'890'9
		\$ %6.62	23.0% \$	6.6% \$	\$ %	\$ %	12.9% \$	\$ %9.72	\$ %	23.0% \$	4.3% \$	\$ %	\$ %:	\$ %	3.2% \$
	CHANGE	29.9	23.0	9.9	26.0%	49.0%	12.9	27.6	22.4%	23.0	4.3	13.0%	35.2%	23.3	23.2
	FY14/15	1,188,765	1,115,119	430,477	175,403	195,905	360,655	230,003	189,704	276,134	189,582	292,303	625,431	3,886,031	5,269,481
	CHANGE	11.8% \$	23.2% \$	23.2%	8 %2'6	24.3% \$	26.7% \$	-0.1%	0.6%	15.2% \$	39.3%	18.0%	2.9%	16.6% \$	15.8% \$
	FY13/14	915,363	906,575	403,810	139,234	131,451	319,538	180,382	155,023	224,459	181,695	258,725	462,519	10.8% \$ 3,151,376	0.1% \$ 4,278,774
	CHANGE	7.4%	14.8% \$	4.5%	-1.8%	3.9%	14.1% \$	43.8% \$	7.7%	28.8%	7.8%	8.2%	1.0% \$	10.8% \$	10.1%
	FY12/13	818,812	735,633	327,777	126,948	105,795	252,250	180,588	154,062	194,809	130,428	219,254	449,607	2,701,865	3,695,963
	CHANGE	12.8%	-5.0%	-0.4%	16.8% \$	-9.2%	10.6%	-18.3%	19.4%	2.0%	14.2% \$	6.1% \$	\$ 29.0%	3.2% \$ 2	6.5% \$
	FY11/12	762,447	640,605	313,722	129,320	101,784	221,146	125,545	143,076	151,221	121,015	202,628	445,126	4.6% \$ 2,437,645	6.1% \$ 3,357,635
	CHANGE	8.0%	0.3%	8.3%	-19.2% \$	8.0%	6.0%	29.9%	-1.5% \$	0.6%	17.7% \$	32.8% \$	3.9%	4.6% \$	6.1%
	FY10/11 C	675,977	674,385	315,140	110,719	112,113	199,866	153,670	119,788	148,310	105,941	190,961	345,103	2,361,658	7.1% \$ 3,151,973
NO	CHANGE	-18.3% \$	.6.7%	7.8% \$	-12.0% \$	-11.7% \$	-14.2% \$	-18.5% \$	14.8% \$	11.9% \$	2.0%	-11.5% \$	3.8%	-9.7% \$ 2,361,658	-7.1% \$
ESCHUTES COUNTY - TRT COLLECTION	March Park	625,711	672,341	291,042	137,059	103,767	188,621	118,337	121,654	147,374	90,000	143,816	332,197	\$ 2,258,532	\$ 2,971,919
TRT	CHANGE FY09/10	<b>€</b> 9	\$ %	\$ %	<b>9</b>	<b>€</b> 9	\$ %	\$ %	es %	\$ %	\$ %	\$ %	\$ %		
- YTN	CHAN	4.7%	-7.7%	-9.5%	6.3%	8.4%	-18.6%	-17.0%	-32.4%	-22.7%	-29.8%	-13.5%	-18.0%	6.2%	%5.6-
TES COL	FY08/09	765,977	\$ 720,864	\$ 270,059	155,739	117,513	3 219,848	145,233	105,982	131,707	84,134	162,566	319,914	\$ 2,501,215	FY END \$ 3,199,536
DESCHU		JUL	AUG	SEP \$	OCT \$	NOV	DEC \$	JAN	FEB	MAR	APR \$	MAY \$	NUL	FYTD \$	FY END 4

# CITY OF BEND - TRT COLLECTION

CHANGE	7	21	•		1	9		4	,	-100	-100	-100	7	-23
FY17/18	1,415,327	1,346,841	821,475	650,738	426,219	506,086	475,598	498,918	671,972				6,813,174	6,813,174
CHANGE	7.3% \$	8.6%	13.6% \$	25.4% \$	28.3% \$	24.8% \$	17.0% \$	11.0% \$	26.6% \$	11.3%	24.7%	15.1%	15.6% \$	15.9% \$
FY16/17 C	1,253,078	1,109,525	839,649	664,833	458,649	541,672	467,385	475,558	069'989	635,713	766,845	1,021,403	6,497,038	8,920,998
CHANGE	32.4% \$	17.3% \$	30.7% \$	20.3% \$	21.2% \$	14.0% \$	21.5% \$	13.4% \$	10.1% \$	20.4% \$	4.6% \$	11.7% \$	21.3% \$	18.5% \$
FY15/16 (	1,167,521	1,021,591	739,451	530,277	357,600	434,108	399,620	428,240		571,271	614,788	887,415	5,620,652	7,694,125
CHANGE	50.4%	42.6% \$	22.4% \$	27.6% \$	36.8%	31.8% \$	43.9% \$	43.7% \$	38.1% \$	43.8% \$	36.0%	32.1% \$	38.0% \$	37.5% \$
FY14/15 (	881,867	870,733	565,927	440,768	295,095	380,893	328,996	377,576	492,377	474,418	587,528	794,235	4,634,233	6,490,413
CHANGE	\$ %6.7	14.3% \$	16.8% \$	23.2% \$	20.9% \$	26.6% \$	24.3% \$	28.2% \$	37.1% \$	20.5% \$	20.6% \$	34.5% \$	19.5% \$	21.4% \$
FY13/14 (	586,376	610,702	462,399	345,402	215,766	288,908	228,564		356,557		431,931	601,113	8.9% \$ 3,357,495	
CHANGE	-0.2% \$	11.2% \$	4.8%	21.9% \$	7.4% \$	11.0% \$	16.1% \$	7.1% \$	15.5% \$	17.0% \$	17.7% \$	10.1% \$	8.9% \$	10.3% \$
FY12/13 C	543,438	534,186	395,722	280,250	178,469	228,195	183,934	205,050	260,039	273,645	358,299	446,842	2,809,283	3,888,070
CHANGE	11.2% \$	8.2% \$	15.1% \$	-8.4%	9.2%	\$ %2.5-	3.1% \$	\$ %2.9	8.3%	8.5%	4.8%	16.6% \$	6.3% \$	7.4% \$
FY11/12	544,668	480,388	377,773	229,891	166,215	205,601	158,458	191,409	225,231	233,926	304,522	405,876	12.1% \$ 2,579,634	3,523,958
CHANGE	13.0% \$	15.4% \$	15.2% \$	11.8% \$	\$ %9'9	17.5% \$	7.4% \$	\$ %5.6	4.9%	8 %6.9	13.2% \$	3.1% \$	12.1% \$	10.8% \$
FY10/11	489,662	8 444,130	328,306	5 250,959	152,274	5 218,038	153,692	181,006	\$ 207,918	5 215,623	\$ 290,647	348,207	\$ 2,425,985	0.8% \$ 3,280,461
CHANGE	-3.5% \$	-11.9% \$	-11.4% \$	-7.5% \$	-5.6%	22.8% \$	0.4%	3.2%	18.5% \$	12.1%	7.1% \$	14.6%	-2.7%	%8.0
FY09/10	433,489	384,731	284,892	224,398	144,153	185,489	143,102	165,234	198,289	201,723	256,714	337,885	\$ 2,163,776	\$ 2,960,098
 CHANGE FY	-10.1% \$	-9.7%	-7.8%	-1.0%	-16.5% \$	-26.9%	-16.1% \$	-21.6% \$	-28.0%	-21.9% \$	-16.0% \$	-13.0% \$	-13.6% \$	-14.3% \$
FY08/09	449,316	436,886	321,460	242,479	152,624	151,022	142,493	160,038	167,398	179,874	239,638	294,814	\$ 2,223,715	FY End \$ 2,938,041
	3 Inc	AUG \$	SEP	OCT \$	NOV \$	DEC \$	JAN \$	FEB \$	MAR \$	APR \$	MAY \$	9 NOC	s - s	FY End \$

12.9% 21.4% -2.2% -2.1% -7.1% -6.6% 1.8% -2.1% 100.0% 00.0% 4.9% 4.9%

1% TRT rate increase implemented in June 2014 in City of Bend (9% to 10%)
4% TRT rate increase implemented in June 2015 in City of Bend (10% to 10.4%)
1% TRT rate increase implemented for Deschutes County on July 1, 2014 (7% to 8%)

Indicates Historical High For That Specific Month



# **MARKETING UPDATES: MAY 2018**

# **SUMMER MEDIA BUY**

- Visit Bend's Summer Media Buy is nearly complete and will begin on Memorial Day Weekend.
  - Partners for this summer include Entercom, Comcast, and OPB, supplemented by a targeted digital and social campaign.
  - Creative will promote the new visitbend.com and on TV, the new Share Bend – Summer spot will join the lineup.
  - Geographically, the campaign will mostly target the Portland DMA with statewide reach on OPB and digital campaigns.

# TRIPADVISOR DMO PARTNERSHIP

Visit Bend's TripAdvisor Partnership means that Bend related pages are seeing a growth in visitor-ship and an increase in content quality.

- Over the past 14 months, Bend-related pages, represented through Visit Bend's sponsorship, have seen 433,945 visits. Preliminary YOY numbers show this to be a 142% increase.
- Since Jan 1, 2018, TripAdvisor advertising has driven an additional 1,321 clicks to visitbend.com

# **VISIT BEND INFLUENCER PROGRAM**

Visit Bend's influencer program has continued to hum along. Since January 1, Visit Bend gained 5.4K new organic followers. Visit Bend's June influencer program will be tweaked to promote the new website using past, high-performing influencers.

# **NEW WEBSITE**

Visit Bend's new website launched (soft launch) on Monday, May 14<sup>th</sup>, 2018 as the biggest redesign in the organization's history. At the heart of the new site is a trip planning tool that brings several firsts with it in the DMO industry, including the ability to crowdsource and share lists from individuals and businesses, contributing to the continued success of the tourism industry in Bend.

# **NEW CREATIVE**

On Tuesday, May 15<sup>th</sup>, Visit Bend will be unveiling the second of four new 30-second television commercials. This one, titled Share Bend – Summer, showcases all of the things that make Bend special while building off of the "share" message on the new website.

# **WEBSITE** – Year over year traffic – past 365 days:

- Total visits: 1,389,683 // Total unique visits: 973,264 // Pageviews: 3,066,768
- Geo: PDX (26.38%), BND (17.09%), SEA (14.58%), SFO (6.67%)

# **BEND ALE TRAIL**

To date, over 34,000 people have completed the Bend Ale Trail. A new Atlas will be printed in late June with updates.

# **SOCIAL MEDIA SINCE - PAST SIX MONTHS**

- **Facebook:** 9.2 million impressions, 169.6k post engagements, 20.3k link clicks to visitbend.com.
- Instagram: 42.9k followers, 125.8k engagements.

####



Public Relations Updates: May 15, 2018

# Press coverage from recent months

- Singletracks featured Bend in their article titled "The newest trails in the 10 best mountain biking destinations." http://bit.ly/2G3LsbJ
- The Missoulian included Bend in their piece on "The 10 best cities to take a beercation." http://bit.ly/2rEYXdJ
- Dina Mischev from the Washington Post did a piece on Bend's culinary scene.
  You may remember her as the journalist we hosted a few years ago when she
  was writing about disliking beer, but learning to like it in Bend:
  <a href="https://wapo.st/2lBrl4m">https://wapo.st/2lBrl4m</a>
- Livability included Bend in their recent roundup of "The best home base cities for adventure enthusiasts." <a href="http://bit.ly/2KdjsF3">http://bit.ly/2KdjsF3</a>
- The Mercury News just did three pieces on Bend: One about golfing, one about fishing, and one as an overall piece on Central Oregon escapes.
- Northwest Travel magazine just did a piece on summer escapes at ski resorts, featuring Mt. Bachelor.
- Bend Magazine wrote about our Visit Like a Local initiatives in their May/June issue.

# Upcoming coverage and other PR initiatives

- April 18-12 we teamed up with COVA and Mt. Bachelor to host an amazing group of journalists that represented publications including the *LA Times*, *Outside* magazine, *Fodors*, *SkyLife* (in-flight mag), *The Manual*, and UPROXX.
- We teamed up with Bachelor/COVA again last week to host Ted Alvarez, who
  was here on assignment with the Alaska Airlines in-flight magazine doing a
  piece on fall skiing. He also has a piece lined up for Backpacker magazine and
  freelances for a number of other publications (and said this trip sparked at
  least 10 more pitch ideas for him). Special thanks to Wall Street Suites for
  coming through with last-second accommodations for him!
- May 22-26 we're hosting Frederick "Rico" Reimers from Outside magazine.
   He'll split his time between The Oxford and The Hampton in the Old Mill, and has a full agenda packed with climbing, biking, rafting, and skiing.
- June 27-30 we're hosting Tony Wang and his family from "Look Who's Blogging" (they have 36,000 YouTube subscribers and feature travel content from the kids' perspective).

# What's happening on Facebook

- Keeping engagement high is one of our key goals right now. Contests, "this or that" posts, or games where people have to find something in a photo are popular.
- In-the-moment posts about what the weather is doing *right that second* are popular during changes of season, so we're doing a lot of live posts on blue-sky days and screenshots of the weather.
- Kelli has been taking over Monday posts and her Instagram roundups have been great engagement grabbers.
- Shares and videos remain much more popular than they were six months ago, so when we can get two in one, that's a huge bonus.
- As always, sunsets and sunrises remain our most popular posts.



# Visit Bend Sales Update - 5.15.2018

# **Key Updates**

- 1. 2019 & 2020 USA Climbing Bouldering National Championships 1,000 athletes over the first 2 weekends in February. Climbing to be an Olympic sport in 2020 helping visibility.
- 2. Fly Fishing National Championships May 31-June 3
- 3. 2018 Single Speed World Championship, mid-late October. 1,500 participants

# Key Groups/Events we are actively pursuing

- 1. USA Track & Field Club Cross-Country Nationals December 2020, 1,300 athletes
- 2. USA Judo 2020 Youth Championships- March 2020, 700 athletes + families and staff
- 3. USA Boxing Western Regional March 2021, 800+ athletes
- 4. Scripps National Spelling Bee Fall 2020, 250+ youth from Oregon (not Multnomah Co.)
- 5. ATRA US Trail Running Conference September 2019, 250 trail runners/promoters
- 6. World of Wrestling, Western Worlds May or November 2018, 3,000 athletes
- 7. International Snow Science Workshop October, 2022, 900+ attendees,
- 8. USA Weightlifting American Open Series September or December 2019, 900+ athletes,
- 9. USA Cycling Cyclocross National Championships December 2022, 1,500 athletes
- 10. Oregon Athletic Directors Association Annual Conference April 2019, 300+ ADs
- 11. NAIA Men's Golf Nationals May 2020 & 2021 550 athletes and family
- 12. NAIA Women's Golf Nationals May 2020 & 2021 400 athletes and family
- 13. NAIA Cross-Country National Championships Nov. 2020 & 2021 640 runners
- 14. NAIA Wrestling Nationals March 2020 & 2021 300 Athletes
- 15. NAIA Men's Division II Basketball Championships March 2020 & 2021, 700 athletes
- 16. National Bicycle Tourism Conference November 2022, 250+ bicycle tour operators
- 17. USA Ultimate Club Regional Championships September 2019, 900+ athletes & fans
- 18. American Academy of Advertising Annual Conference Spring 2021, 200+ attendees
- 19. American Cribbage Congress Grand Nationals October 2020, 600 participants
- 20. USA BMX Fall Grand Nationals October 2018, 1,000 Athletes