



## Questions and answers

### What is your hotel inventory?

30 hotel properties

### What is the total hotel room inventory?

2,800 rooms

### What is the occupancy rate per month?

Clark County occupancy by month as reported by str

January 2018	59.0%	January 2019	57.1%
February 2018	67.2%	February 2019	63.4%
March 2018	71.4%	March 2019	68.4%
April 2018	73.2%	April 2019	69.4%
May 2018	73.2%	May 2019	67.9%
June 2018	83.4%	June 2019	81.2%
July 2018	84.2%		
August 2018	85.4%		
September 2018	78.1%		
October 2018	73.6%		
November 2018	66.2%		
December 2018	57.3%		

### What type of sports/events are hosted in Vancouver USA?

Youth basketball, youth and adult baseball, tennis, soccer, la crosse, softball, cross county, rowing, bowling, running and gymnastics

### Who is Vancouver USA's client?

Current groups/ tournaments include NAIA, NWAC, WIAA, Hoop Source, Triple Crown, NW Premiere Tournaments, WA Timbers FC, Valhalla La Crosse and private promoters.

### What is your definition of success for this project?

Better understanding of our market capabilities for the sports market. Find what sports are the best fit for our area in its current condition. And benchmark capabilities to measure success.

### How many room nights were generated by VVU in the last three years?

Sports only related room nights for the past three years (August 2016 – July 2019): 13,451

### What is the mix between local athletes/teams/clubs and regional athletes/teams/clubs?

Please better define your request. In general there are more local tournaments than regional and national tournaments, however, we do not have an exact percentage breakdown available as we do not track local tournaments that do not occupy hotel room nights.

### Who are your major competitors?

Portland, Spokane, Tacoma, Wenatchee, Tri Cities, Yakama



**What is the current VVU organizational structure?**

CEO / President

Director Marketing and Communications

Communications Manager

Graphic Designer

Director of Business Development

Senior Business Development Manager

Business Development Manager

Business Development Support Specialist

Office Administrator/Manager

**How is Sales/Business Development structured?**

- Director
  - Senior Business Development Manager –Social, Military, Educational, Religious, Fraternal, Ethnic and Sports (SMERFE) markets
  - Business Development Manager – Association market
  - Business Development Support Specialist

**What is/are your annual goal(s)?**

Sports Room Night goals are not currently separated out. Total Room Night Goal for 2019 = 33,000.