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Agenda and Meeting Notice
FINANCE COMMITTEE MEETING
Thursday, April 25, 2013 – 2:00 pm
Board Room, Northstar California

To call-in:

- 1) Dial the Conference Access Number (866) 742-3017
- 2) Enter the Participant Passcode 465132
- 3) Wait to be added to the conference

NLTRA Mission

“to promote tourism and benefit business through efforts that enhance the economic, environmental, recreational and cultural climate of the area.”

**Finance
Committee
Members**

NLTRA Board
*Bill Rock -
Treasurer
Phil GilanFarr
Ron Parson*

Committee
Members
*Kimberly Frushon
Mike Salmon*

Placer County
Rep.
Jennifer Merchant

Quorum
3 Committee
members, 1 of
which will be a
Board member

ITEMS MAY NOT BE HEARD IN THE ORDER THEY ARE LISTED

A. Call to Order – Establish Quorum

Public Forum: Any person wishing to address the Finance Committee on items of interest to the Committee not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes, since no action may be taken by the Committee on items addressed under Public Forum.

B. Agenda Amendments and Approval

C. Approval of Minutes – March 28, 2013

D. Discussion and Possible Action to Recommend Approval of the March 2013 Financial Statements

E. Discussion of 9-Month Actual/3-Month Reforecast

F. Discussion and Possible Action to Recommend Approval of the 2013/14 Draft TOT Budget

G. Approval of CEO Expenses

H. Follow-up Items from Previous Meetings
1. Dashboard

I. Committee Member Comments

J. Adjournment

Posted and emailed: April 23, 2013

Finance Committee Meeting

April 25, 2013

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FINANCE COMMITTEE MINUTES
Thursday, March 28, 2013 – 2:00 pm
Northstar California (Board Room)

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Bill Rock, Jennifer Merchant, Ron Parson. Kimberly Frushon participated by telephone.

STAFF IN ATTENDANCE: Sandy Evans Hall, Lisa de Roulet, and Kim Lambert

1.0 CALL TO ORDER – ESTABLISH QUORUM

1.1 The meeting was called to order at 2:07 pm by Chair Bill Rock.

2.0 PUBLIC FORUM

2.1 There was no public comment.

3.0 AGENDA AMENDMENTS AND APPROVAL

3.1 **M/S/C (Merchant/Frushon) (3/0) to approve the agenda as presented.**

4.0 APPROVAL OF MINUTES

4.1 **M/S/C (Merchant/Frushon) (3/0) to approve the Finance Committee minutes of March 28, 2013.**

5.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE MARCH 2013 FINANCIAL STATEMENTS

5.1 Lisa de Roulet reviewed the February 2013 Financial Statements. There are not any surprises. Lisa noted that the variance in both Membership Activities revenue and expense is due to moving the date of the Community Awards Dinner to March (it was originally budgeted for February). Lisa reported that she will do a 9-Month Actual/3-Month Reforecast for the April meeting. She also noted that she is looking at improving the formula we use to budget for conference sales commissions.

M/S/C (Parson/Frushon) (4/0) to recommend the Board of Directors approve the February 2013 Financial Statements.

Action: *Lisa de Roulet will do a 9-Month Actual/3-Month Reforecast for the April meeting.*

6.0 DISCUSSION AND POSSIBLE ACTION TO SELECT AN AUDIT FIRM FOR THE 2013/14, 2014/15, AND 2015/16

6.1 Lisa de Roulet reviewed the potential audit firms. Recommendation from staff is to continue with Gilbert Associates. After discussion, the committee chose McClintock Accountancy. The committee directed Lisa to see if she could negotiate a lower fee.

M/S/C (Merchant/Parson) (4/0) to recommend the Board of Directors approve the selection of McClintock Accountancy for the 2013/14, 2014/15, and 2015/16 Financial Audits.

Action: *Lisa de Roulet will try to negotiate a lower audit fee from McClintock Accountancy.*

7.0 DISCUSSION AND POSSIBLE ACTION TO APPROVE THE JANUARY 2013 EMPLOYEE HANDBOOK

- 7.1 Lisa reported that our attorney reviewed changes to the employee handbook. The handbook will be distributed to employees; receipt confirmation will be filed in each employee's personnel file.

M/S/C (Parson/Frushon) (4/0) to recommend that the Board of Directors approve the Employee Handbook.

8.0 APPROVAL OF CEO'S EXPENSES

- 8.1 Chair Bill Rock approved the CEO's expenses.

9.0 FOLLOW-UP ITEMS FROM PREVIOUS MEETINGS

- 9.1 Lisa de Roulet reviewed the Key Metrics. The committee suggested that Conference Revenue Statistics be further separated into booked revenue (future) and current fiscal year arrived revenue. The committee would also like to see the total dollar amount that relates to the percentages of conference revenue. Lisa also added referrals per chamber member to the Dashboard.

The Reno Visitors Information Center walk-ins are down. The committee believes it is important to have a presence at the RTIA; however, the committee is interested in exploring if it can be done for less money.

Action: *Lisa de Roulet will separate the Conference Revenue of Statistics into present and future sections on the Key Metrics dashboard. She will also include the actual conference revenue number for both the current and previous fiscal years.*

- 9.2 Lisa reviewed the Free Skier Shuttle graphs. Total ridership through March 3rd is 2,888. The total budget is \$253,000. There will be a meeting of the partners at the conclusion of the season to determine the future of the program.
- 9.3 Lisa reviewed the Water Shuttle data. She noted that there will be changes to the program in 2013. For example, service will start sooner in the year and run later in the evening. Also, walk-up passengers will be accommodated. Jennifer Merchant commented that Gordon Shaw has price elasticity models. The committee had the following suggestions:
- Track ridership vs occupancy
 - Charge more on the weekends
 - Have a season pass
 - Have a "six-pack"

The committee believes it is possible to fund two more seasons and for the program to be successful.

- 9.4 There were questions about management of the construction process of the new Tahoe City Visitors Information Center. The following clarifications were made:
- The Board approved the budget/expenses for the project.
 - No element of the build-out was over \$25,000.
 - The NLTRA was responsible for expenditures beyond baseline tenant improvements done by the landlord, Kahn Investment Company.
 - Some vendors were paid directly.
 - Some vendors were paid by Kahn Investment Company and the NLTRA reimbursed Kahn Investment Company for these expenses.
 - Phil GilanFarr and Tahoe TV were paid for services provided. Currently, there is not a policy against doing business with Board members.

Jennifer Merchant has some follow-up questions and will communicate them to Lisa. The committee asked Lisa to prepare a written summary of this issue for the Board.

Action: *Lisa de Roulet will prepare a summary of the VIC construction management issue for the Board.*

10.0 COMMITTEE MEMBERS' COMMENTS

10.1 There were no committee member comments.

11.0 ADJOURNMENT

11.1 The meeting adjourned at 4:05 pm.

Submitted by:
Kim Lambert
Staff Accountant

NLT Chamber/CVB/ Resort Association
Financial Statements
For the Nine Months Ending March 31, 2013



April 25, 2013

To: Finance Committee

From: Kim Lambert

Re: Major Variances of the March 2013 Financial Statements

The following are the major budget to actual variances **YEAR-TO-DATE**:

- Membership dues are down due to write-offs of non-renewing members; however, actual revenue is ahead of last year at this time.
- Membership Activities revenue is down as is corresponding expense. (Note: FY 2012/13 Membership Activities revenue is significantly below FY 2011/12 because Business Directory advertising and AFW labor are included in FY2011/12.)
- Marketing Commissions are down due to slow sales of the Ski Tahoe North interchangeable lift ticket.
- Miscellaneous revenue is under budget; anticipated sales opportunities have not yet materialized.
- Conference salaries are over budget as not enough money was budgeted for sales commissions.
- Rent, Telephone, Insurance/Bonding, Supplies and Equipment Rental/Leasing expense are over budget in some departments due to the expansion of operations.
- Programs expense is under budget as NLTRA has not yet received invoices from Community Marketing Grant recipients. All money budgeted will be spent.
- Special Events expense is over budget currently; however, only 67% of budget has been consumed.
- Market Study Reports, and Miscellaneous Programs expenses are down in comparison to budget due to timing. The budgeted money will be spent.
- Credit Card Fees are up due to increased consumer purchases at the new Visitor Information Center.
- Variances in Infrastructure and Transportation Project Costs are due to timing of projects.

North Lake Tahoe Resort Association

BALANCE SHEET

Mar 31, 2013

Assets			
	March 31, 2013	March 31, 2012	June 30, 2012
Current Assets			
Petty Cash	500	500	500
Cash - Operations Acct #6712	887,182	701,668	698,840
Cash - Payroll Account #7421	14,014	7,363	16,479
Marketing Cooperative Cash	(84,629)	98,329	217,829
Cash - Infrastructure #8163	266,247	47,227	40,939
UBS Cash	8,601	9,056	8,557
Operations Money Market BW	44,864	244,460	244,608
Citizens Bank CDs	-	207,847	0
Cash in Drawer	223	-	355
Accounts Receivable	19,797	101,402	121,951
A/R - Sales Estimates	3,208	-	4,064
A/R - TOT Funding	1,369,619	1,412,930	443,558
Undeposited Funds	508	-	28
WebLink Accounts Receivable	38,600	-	0
Inventory Asset	17,808	4,406	13,108
AR TOT Transportation	286,639	291,641	103,200
AR TOT Infrastructure	<u>3,425,793</u>	<u>7,541,659</u>	<u>4,962,993</u>
Total Current Assets	6,298,973	10,668,489	6,877,008
Property and Equipment			
Furniture & Fixtures	64,991	64,991	64,991
Accum. Depr. - Furn & Fix	(59,629)	(51,301)	(53,388)
Computer Equipment	41,344	60,000	41,344
Accum. Depr. - Computer Equip	(39,870)	(56,013)	(37,923)
Computer Software	30,050	54,619	20,187
Accum. Amort. - Software	(22,748)	(54,620)	(20,188)
Leasehold Improvements	24,284	23,284	23,284
Accum. Amort - Leasehold Impr	<u>(23,417)</u>	<u>(22,701)</u>	<u>(23,284)</u>
Total Property and Equipment	15,005	18,259	15,024
Other Assets			
Prepaid Expenses	105,063	174,815	49,888
Prepaid Insurance	<u>5,408</u>	<u>3,050</u>	<u>4,709</u>
Total Other Assets	110,471	177,865	54,597
Total Assets	<u>6,424,449</u>	<u>10,864,613</u>	<u>6,946,629</u>
Liabilities and Net Assets			
	2013	2012	2012
Current Liabilities			
Accounts Payable	303,165	155	869,182
Salaries / Wages Payable	35,874	49,056	59,843
Empl. Federal Tax Payable	1,496	934	1,496
State Taxes Payable	-	(1,026)	0
FUTA Taxes Payable	48	(402)	48
FSA Payable	-	90	0
401 (k) Plan	6,282	10,954	16,136
Estimated PTO Liability	56,143	67,410	60,883
Sales and Use Tax Payable	843	1,314	2,425
Ski Tahoe North lift tickets	(2,576)	19,051	2,857
Marketing Cooperative Liabili	(84,629)	98,329	217,829
Intra-Company Borrowings	(305)	(489)	(962)
AFW Suspense Account	(90)	-	(4,590)
Payroll Liabilities	8,340	20,764	4,350
Reserves	-	31,438	0
Deferred Rev - Membership Dues	92,068	106,934	71,321
Def Revenue - Other	10,060	-	13,456
Unbilled Purchases	426	-	0
Deferred Support	463,210	1,284,537	0
Deferred Support-Transportation	286,642	85,241	0
Deferred Support - Infra	3,823,044	7,804,261	4,648,436
Deferred Sup- Infra Maint. Res	<u>142,096</u>	<u>-</u>	<u>150,000</u>
Total Current Liabilities	<u>5,142,138</u>	<u>9,578,552</u>	<u>6,112,711</u>
Long-Term Liabilities			
Total Liabilities	5,142,138	9,578,552	6,112,711
Net Assets			
Fund Balance - General	-	4,592,495	0
Fund Balance Restricted	-	243,110	0
Temp. Restricted Net Assets 5	-	(4,217,078)	0
Temp. Restricted Net Assets 4	-	49,415	0
Unrestricted Net Assets	442,264	29,477	305,763
Designated Marketing Reserve	293,110	-	293,110
Designated Infra Maint Reserve	98,544	-	98,544
Net Income	<u>448,393</u>	<u>588,642</u>	<u>136,500</u>
Total Net Assets	<u>1,282,311</u>	<u>1,286,062</u>	<u>833,918</u>
Total Liabilities and Net Assets	<u>6,424,449</u>	<u>10,864,613</u>	<u>6,946,629</u>

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the 3 quarters ended Mar 31, 2013
Consolidated Departments

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year To Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
Revenue								
316,202	316,202	Placer County TOT Funding	3,883,778	2,845,819	1,037,959	3,155,778	5,158,272	75%
9,528	10,355	Membership	85,447	93,199	(7,752)	79,817	124,265	69%
19,440	1,457	Revenues-Membership Activities	36,633	49,462	(12,829)	56,465	53,833	68%
150	744	Revenue-Tue AM Breakfast Club	7,269	6,695	574	9,287	8,927	81%
-	-	Special Events Autumn Food&Wine	-	-	0	78,947	-	-
-	-	Revenues - Retail - Nontaxable	-	-	0	352	-	-
800	-	Non-retail VIC income	1,975	-	1,975	-	-	-
1,643	4,667	Commissions	49,578	59,657	(10,079)	117,589	107,000	46%
5,195	2,500	Merchandise Sales	65,997	63,000	2,997	16,821	79,000	84%
-	3,679	Miscellaneous	75	23,967	(23,892)	(3)	35,000	0%
352,958	339,604	Total Revenue	4,130,752	3,141,799	988,953	3,515,053	5,566,297	74%
Operating Expenses								
88,995	99,497	Salaries & Wages	903,110	927,211	24,101	909,025	1,238,204	73%
15,098	14,841	Rent	143,002	133,567	(9,435)	93,949	178,091	80%
2,688	1,647	Telephone	28,149	18,366	(9,783)	20,410	23,309	121%
495	281	Mail - USPS	2,806	2,527	(279)	2,649	3,370	83%
1,244	790	Insurance/Bonding	10,341	7,114	(3,227)	7,228	9,485	109%
229	1,159	Supplies	11,790	10,435	(1,355)	12,492	13,918	85%
35	-	Visitor Communications - Other	383	-	(383)	125	-	-
1,217	1,147	Depreciation	10,881	10,323	(558)	10,160	13,762	79%
350	928	Equipment Support & Maintenance	8,160	8,355	195	10,394	11,140	73%
8	475	Taxes, Licenses & Fees	1,849	2,759	910	2,087	3,334	55%
-	171	Miscellaneous Expense	371	513	142	-	684	54%
1,370	1,403	Equipment Rental/Leasing	16,270	12,624	(3,646)	11,436	16,828	97%
307	42	Training Seminars	2,091	1,075	(1,016)	2,190	3,100	67%
-	859	Public Outreach	-	2,726	2,726	-	3,735	0%
2,400	250	Professional Fees	24,758	21,225	(3,533)	28,930	26,975	92%
-	-	Research & Planning Membership	3,000	5,000	2,000	3,000	5,000	60%
9,571	11,833	Research & Planning	60,217	61,497	1,280	38,032	82,000	73%
67,780	18,333	Transportation Projects	422,213	850,000	427,787	225,438	977,000	43%
14,127	-	Infrastructure Projects	1,051,811	-	(1,051,811)	273,276	1,363,831	77%
7,239	-	Programs	18,521	140,000	121,479	27,050	196,600	9%
-	-	Autumn Food & Wine	-	-	0	78,947	-	-
781	10,000	Special Events	127,827	43,500	(84,327)	68,289	190,153	67%
15,162	1,590	Membership Activities	23,595	38,691	15,096	33,356	45,580	52%
503	500	Tuesday Morning Breakfast Club	6,422	4,500	(1,922)	6,688	6,000	107%
-	-	Classified Ads	477	-	(477)	3,480	-	-
-	-	Promotions/Giveaways	727	-	(727)	-	-	-
-	-	Market Study Reports/Research	33	5,000	4,967	74,327	18,000	0%
80,762	80,548	Marketing Cooperative/Media	726,858	724,928	(1,930)	792,000	966,566	75%
-	-	Media/Collateral/Production	-	-	0	116,944	-	-
-	42	Miscellaneous Programs	21,797	40,931	19,134	-	88,731	25%
-	-	Conference - PUD	-	-	0	-	10,000	0%
2,506	1,500	Cost of Goods Sold	29,350	25,000	(4,350)	11,139	33,000	89%
-	240	Associate Relations	1,545	2,356	811	2,407	3,075	50%
221	417	Board Functions	3,124	3,750	626	5,132	5,000	62%
588	367	Credit Card Fees	4,386	2,550	(1,836)	2,627	3,400	129%
1,287	922	Automobile Expenses	5,904	8,294	2,390	7,316	11,058	53%
797	243	Meals/Meetings	3,730	1,560	(2,170)	1,782	2,160	173%
975	275	Dues & Subscriptions	4,704	3,882	(822)	9,976	5,172	91%
1,007	631	Travel	2,172	5,680	3,508	4,358	8,238	26%
-	-	Bad Debt	300	-	(300)	-	-	-
317,742	250,931	Total Operating Expenses	3,682,674	3,125,939	(556,735)	2,896,639	5,566,499	66%
12	183	Revenues- Interest & Investment	314	1,650	(1,336)	1,665	2,200	14%
-	-	Marketing Reserves	-	-	0	31,438	-	-
35,228	88,856	Net Income (Loss)	448,392	17,510	430,882	588,641	1,998	-

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the 3 quarters ended Feb 28, 2013
All Departments excl Infra and Tran

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year To Date Actual	11, 30, 42, 60, 70 Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
Revenue								
204,153	204,153	Placer County TOT Funding	1,837,378	1,837,378	0	2,060,621	2,449,835	75%
9,576	10,355	Membership	85,447	93,199	(7,752)	79,817	124,265	69%
180	30,000	Revenues-Membership Activities	36,633	49,462	(12,829)	56,465	53,833	68%
725	744	Revenue-Tue AM Breakfast Club	7,269	6,695	574	9,287	8,927	81%
-	-	Special Events Autumn Food&Wine	-	-	0	78,947	-	-
-	-	Revenues - Retail - Nontaxable	-	-	0	352	-	-
50	-	Non-retail VIC income	1,975	-	1,975	-	-	-
1,680	5,167	Commissions	49,578	59,657	(10,079)	117,589	107,000	46%
4,683	5,000	Merchandise Sales	65,997	63,000	2,997	16,821	79,000	84%
-	2,536	Miscellaneous	75	23,967	(23,892)	(3)	35,000	0%
221,047	257,955	Total Revenue	2,084,352	2,133,358	(49,006)	2,419,896	2,857,860	73%
Operating Expenses								
89,457	93,686	Salaries & Wages	791,601	804,339	12,738	796,975	1,073,944	74%
15,178	13,627	Rent	129,653	122,646	(7,007)	81,134	163,529	79%
2,015	1,380	Telephone	23,943	15,399	(8,544)	16,898	19,541	123%
541	280	Mail - USPS	2,784	2,516	(268)	2,636	3,355	83%
1,169	657	Insurance/Bonding	9,629	5,914	(3,715)	6,033	7,885	122%
581	968	Supplies	11,078	8,710	(2,368)	11,201	11,618	95%
35	-	Visitor Communications - Other	383	-	(383)	125	-	-
1,022	963	Depreciation	9,140	8,667	(473)	8,587	11,554	79%
882	813	Equipment Support & Maintenance	7,327	7,313	(14)	9,345	9,750	75%
173	-	Taxes, Licenses & Fees	1,733	1,759	26	1,092	2,134	81%
-	-	Miscellaneous Expense	371	-	(371)	-	-	-
1,819	1,166	Equipment Rental/Leasing	13,384	10,494	(2,890)	9,410	13,988	96%
629	-	Training Seminars	2,091	700	(1,391)	1,813	2,600	80%
-	-	Public Outreach	-	1,247	1,247	-	1,662	0%
2,800	250	Professional Fees	24,758	21,225	(3,533)	28,930	26,975	92%
(3,318)	-	Programs	18,521	140,000	121,479	27,050	196,600	9%
-	-	Autumn Food & Wine	-	-	0	78,947	-	-
33,064	5,000	Special Events	127,827	43,500	(84,327)	68,289	190,153	67%
291	19,310	Membership Activities	23,410	38,691	15,281	33,356	45,580	51%
1,767	500	Tuesday Morning Breakfast Club	6,422	4,500	(1,922)	6,688	6,000	107%
477	-	Classified Ads	477	-	(477)	2,920	-	-
-	-	Promotions/Giveaways	727	-	(727)	-	-	-
-	-	Market Study Reports/Research	33	5,000	4,967	74,327	18,000	0%
80,762	80,548	Marketing Cooperative/Media	726,858	724,928	(1,930)	792,000	966,566	75%
-	-	Media/Collateral/Production	-	-	0	116,944	-	-
222	42	Miscellaneous Programs	21,797	40,931	19,134	-	88,731	25%
-	-	Conference - PUD	-	-	0	-	10,000	0%
2,604	2,500	Cost of Goods Sold	29,350	25,000	(4,350)	11,139	33,000	89%
150	202	Associate Relations	1,519	2,169	650	2,243	2,825	54%
404	417	Board Functions	3,124	3,750	626	5,132	5,000	62%
363	242	Credit Card Fees	4,386	2,550	(1,836)	2,627	3,400	129%
200	405	Automobile Expenses	4,432	3,643	(789)	4,698	4,858	91%
198	158	Meals/Meetings	3,409	1,485	(1,924)	1,754	1,960	174%
22	395	Dues & Subscriptions	4,628	3,735	(893)	9,868	5,000	93%
1,361	631	Travel	2,172	5,680	3,508	4,358	8,238	26%
-	-	Bad Debt	300	-	(300)	-	-	-
234,868	224,140	Total Operating Expenses	2,007,267	2,056,491	49,224	2,216,519	2,934,446	68%
12	150	Revenues- Interest & Investment	314	1,350	(1,036)	1,326	1,800	17%
-	-	Marketing Reserves	-	-	0	31,438	-	-
-6,329	-6,399	Allocated	-56,957	-57,588	(631)	-58,083	-76,785	0%
(7,480)	40,364	Net Income (Loss)	134,356	135,805	(1,449)	231,348	1,999	-

North Lake Tahoe Resort Association
Departmental Summary
For the 3 Quarters Ending Mar 31, 2013

	Marketing	Conference	Visitor Information	Marketing Subtotal	Transportation	Membership	Administration	Subtotal	Infrastructure	TOTAL
Revenue										
Placer County TOT Funding	1,338,273	264,152	234,953	1,837,378	859,914	0	0	859,914	1,186,486	3,883,778
Membership	-	6,004	-	6,004	-	79,444	-	79,444	-	85,447
Revenues-Membership Activities	-	-	-	-	-	36,633	-	36,633	-	36,633
Revenue-Tue AM Breakfast Club	-	-	-	-	-	7,269	-	7,269	-	7,269
Non-retail VIC income	-	-	1,975	1,975	-	-	-	-	-	1,975
Commissions	669	48,909	-	49,578	-	-	-	-	-	49,578
Merchandise Sales	-	-	65,997	65,997	-	-	-	-	-	65,997
Miscellaneous	-	-	-	-	-	-	75	75	-	75
Total Revenue	1,338,942	319,065	302,925	1,960,932	859,914	123,346	75	983,335	1,186,486	4,130,752
Operating Expenses										
Salaries & Wages	205,719	161,367	151,997	519,082	51,493	55,208	217,310	324,012	60,016	903,110
Rent	15,973	8,064	82,030	106,067	5,680	5,680	17,906	29,266	7,669	143,002
Telephone	8,378	2,303	4,070	14,751	2,070	2,868	6,324	11,262	2,135	28,149
Mail - USPS	769	647	394	1,810	11	468	506	985	10	2,806
Insurance/Bonding	2,016	1,909	2,479	6,404	356	925	2,301	3,582	355	10,341
Supplies	2,068	689	4,589	7,346	330	1,244	2,488	4,062	383	11,790
Visitor Communications - Other	75	-	308	383	-	-	-	-	-	383
Depreciation	2,720	1,415	1,415	5,550	870	870	2,720	4,461	870	10,881
Equipment Support & Maintenance	2,001	1,130	1,327	4,458	416	416	2,453	3,286	416	8,160
Taxes, Licenses & Fees	380	94	588	1,062	58	58	614	729	58	1,849
Miscellaneous Expense	22	-	-	22	-	-	349	349	-	371
Equipment Rental/Leasing	1,904	1,680	4,556	8,140	1,443	3,025	2,219	6,687	1,443	16,270
Training Seminars	1,137	-	-	1,137	-	180	774	954	-	2,091
Professional Fees	-	-	3,188	3,188	-	160	21,410	21,570	-	24,758
Research & Planning Membership	-	-	-	-	3,000	-	-	3,000	-	3,000
Research & Planning	-	-	-	-	25,371	-	-	25,371	34,846	60,217
Transportation Projects	-	-	-	-	422,213	-	-	422,213	65,900	488,113
Infrastructure Projects	-	-	-	-	-	-	-	-	985,911	985,911
Programs	18,521	-	-	18,521	-	-	-	-	-	18,521
Special Events	127,827	-	-	127,827	-	-	-	-	-	127,827
Membership Activities	93	93	93	278	93	23,039	93	23,224	93	23,595
Tuesday Morning Breakfast Club	-	-	-	-	-	6,422	-	6,422	-	6,422
Classified Ads	-	-	-	-	-	477	-	477	-	477
Promotions/Giveaways	100	627	-	727	-	-	-	-	-	727
Market Study Reports/Research	33	-	-	33	-	-	-	-	-	33
Marketing Cooperative/Media	626,364	100,494	-	726,858	-	-	-	-	-	726,858
Miscellaneous Programs	21,575	-	-	21,575	-	222	-	222	-	21,797
Cost of Goods Sold	-	-	29,350	29,350	-	-	-	-	-	29,350
Associate Relations	28	350	425	803	-	25	690	715	26	1,545
Board Functions	-	-	-	-	-	-	3,124	3,124	-	3,124
Credit Card Fees	406	-	2,422	2,828	-	1,558	-	1,558	-	4,386
Automobile Expenses	1,565	926	1,545	4,036	734	141	256	1,130	739	5,904
Meals/Meetings	2,003	117	436	2,557	46	212	640	898	276	3,730
Dues & Subscriptions	1,207	1,175	-	2,382	38	556	1,690	2,284	38	4,704
Travel	2,107	-	65	2,172	-	-	-	-	-	2,172
Bad Debt	300	-	-	300	-	-	-	-	-	300
Total Operating Expenses	1,045,291	283,080	291,277	1,619,647	514,222	103,754	283,867	901,843	1,161,184	3,682,674
Operating Income (Loss)	293,651	35,985	11,648	341,285	345,692	19,592	(283,792)	81,492	25,302	448,078
Revenues- Interest & Investment	-	-	-	-	-	-	314	314	-	314
Allocated	100,607	61,492	35,664	197,763	25,387	26,211	(280,931)	(229,333)	31,570	-
Net Income (Loss)	193,044	(25,507)	(24,016)	143,522	320,305	(6,619)	(2,547)	311,139	(6,268)	448,392

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
For the 3 Quarters Ended Mar 31, 2013
Marketing

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
Revenue								
148,697	148,697	Placer County TOT Funding	1,338,273	1,338,273	0	1,568,951	1,784,362	75%
-	-	Special Events Autumn Food&Wine	-	-	0	78,947	-	-
-	1,250	Commissions	669	7,000	(6,331)	2,717	7,000	10%
148,697	149,947	Total Revenue	1,338,942	1,345,273	(6,331)	1,650,615	1,791,362	75%
Operating Expenses								
20,599	23,011	Salaries & Wages	205,719	212,047	6,328	234,810	282,026	73%
1,733	1,631	Rent	15,973	14,683	(1,290)	17,931	19,577	82%
736	300	Telephone	8,378	3,588	(4,790)	6,593	4,488	187%
57	85	Mail - USPS	769	765	(4)	746	1,020	75%
236	200	Insurance/Bonding	2,016	1,800	(216)	1,792	2,400	84%
13	383	Supplies	2,068	3,447	1,379	3,798	4,601	45%
-	-	Visitor Communications - Other	75	-	(75)	-	-	-
304	286	Depreciation	2,720	2,574	(146)	2,593	3,430	79%
88	150	Equipment Support & Maintenance	2,001	1,350	(651)	3,512	1,800	111%
-	-	Taxes, Licenses & Fees	380	233	(147)	204	233	163%
-	-	Miscellaneous Expense	22	-	(22)	-	-	-
137	167	Equipment Rental/Leasing	1,904	1,503	(401)	1,423	2,000	95%
83	-	Training Seminars	1,137	-	(1,137)	1,069	-	-
7,239	-	Programs	18,521	140,000	121,479	27,050	196,600	9%
-	-	Autumn Food & Wine	-	-	-	78,947	-	-
781	10,000	Special Events	127,827	43,500	(84,327)	68,289	190,153	67%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	200	-	-
-	-	Promotions/Giveaways	100	-	(100)	-	-	-
-	-	Market Study Reports/Research	33	5,000	4,967	74,327	18,000	0%
69,596	69,104	Marketing Cooperative/Media	626,364	621,936	(4,428)	671,750	829,243	76%
-	-	Media/Collateral/Production	-	-	-	96,044	-	-
-	-	Miscellaneous Programs	21,575	40,000	18,425	-	87,675	25%
-	-	Associate Relations	28	350	322	306	400	7%
66	125	Credit Card Fees	406	375	(31)	387	500	81%
215	150	Automobile Expenses	1,565	1,350	(215)	1,318	1,800	87%
242	100	Meals/Meetings	2,003	900	(1,103)	1,415	1,200	167%
560	-	Dues & Subscriptions	1,207	750	(457)	6,848	1,500	80%
943	631	Travel	2,107	5,680	3,573	4,054	7,574	28%
-	-	Bad Debt	300	-	(300)	-	-	-
103,628	106,323	Total Operating Expenses	1,045,291	1,101,831	56,540	1,305,406	1,656,220	63%
-	-	Marketing Reserves	-	-	-	31,438	-	-
11,179	11,262	Allocated	100,607	101,356	749	111,938	135,142	74%
33,890	32,362	Net Income (Loss)	193,044	142,086	50,958	201,833	-	-

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
For the 8 Months Ended Mar 31, 2013
Conference

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
Revenue								
29,350	29,350	Placer County TOT Funding	234,801	234,801	0	224,833	352,202	67%
580	541	Membership	5,424	4,331	1,093	3,725	6,497	83%
1,643	3,000	Commissions	47,265	45,907	1,358	112,163	95,000	50%
31,573	32,891	Total Revenue	287,490	285,039	2,451	340,721	453,699	63%
Operating Expenses								
15,302	16,118	Salaries & Wages	146,065	133,157	(12,908)	115,660	198,340	74%
869	835	Rent	7,195	6,676	(519)	8,198	10,014	72%
208	246	Telephone	2,096	2,422	326	2,481	3,408	62%
82	65	Mail - USPS	565	520	(45)	502	780	72%
236	100	Insurance/Bonding	1,673	800	(873)	791	1,200	139%
7	149	Supplies	682	1,188	506	1,315	1,782	38%
158	150	Depreciation	1,256	1,200	(56)	1,175	1,800	70%
46	108	Equipment Support & Maintena	1,085	867	(218)	980	1,300	83%
-	-	Taxes, Licenses & Fees	94	130	36	106	130	72%
137	142	Equipment Rental/Leasing	1,543	1,133	(410)	1,104	1,700	91%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	50	-	-
-	-	Promotions/Giveaways	627	-	(627)	-	-	-
11,166	11,444	Marketing Cooperative/Media	89,328	91,549	2,221	109,000	137,323	65%
-	-	Conference - PUD	-	-	-	-	10,000	0%
-	42	Associate Relations	350	333	(17)	358	500	70%
159	80	Automobile Expenses	767	639	(128)	612	958	80%
-	-	Meals/Meetings	117	-	(117)	23	-	-
415	-	Dues & Subscriptions	760	1,235	475	1,285	1,500	51%
-	-	Travel	-	-	-	-	-	-
-	-	Bad Debt	-	-	-	-	-	-
28,785	29,479	Total Operating Expenses	254,296	241,849	(12,447)	243,640	370,735	69%
6,832	6,914	Allocated	54,660	55,310	650	57,056	82,965	66%
(4,044)	(3,502)	Net Income (Loss)	(21,466)	(12,120)	(9,346)	40,025	(1)	

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
For the 3 Quarters Ended Mar 31, 2013
Transportation

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
\$ 95,546	95,546	Revenue						
		Placer County TOT Funding	859,914	859,914	0	464,400	1,146,566	75%
95,546	95,546	Total Revenue	859,914	859,914	0	464,400	1,146,566	75%
		Operating Expenses						
5,260	6,633	Salaries & Wages	51,493	60,019	8,526	54,284	80,239	64%
613	586	Rent	5,680	5,275	(405)	6,407	7,034	81%
198	171	Telephone	2,070	1,816	(254)	1,756	2,328	89%
-	-	Mail - USPS	11	-	(11)	4	-	-
37	67	Insurance/Bonding	356	600	244	601	800	45%
4	67	Supplies	330	600	270	646	800	41%
97	92	Depreciation	870	828	(42)	790	1,104	79%
28	56	Equipment Support & Maintenance	416	502	86	500	670	62%
-	-	Taxes, Licenses & Fees	58	100	42	65	100	58%
123	117	Equipment Rental/Leasing	1,443	1,050	(393)	1,013	1,400	103%
-	443	Public Outreach	-	1,329	1,329	-	1,773	0%
-	-	Research & Planning Membership	3,000	5,000	2,000	3,000	5,000	60%
6,850	7,500	Research & Planning	25,371	22,500	(2,871)	24,027	30,000	85%
67,780	18,333	Transportation Projects	422,213	850,000	427,787	225,438	977,000	43%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	280	-	-
-	13	Associate Relations	-	113	113	82	150	0%
163	350	Automobile Expenses	734	3,150	2,416	1,307	4,200	17%
33	-	Meals/Meetings	46	-	(46)	12	100	46%
-	-	Dues & Subscriptions	38	72	34	54	72	53%
81,186	34,428	Total Operating Expenses	514,222	952,954	438,732	320,266	1,112,770	46%
2,821	2,816	Allocated	25,387	25,347	(40)	27,220	33,796	75%
11,539	58,302	Net Income (Loss)	320,305	(118,387)	438,692	116,914	-	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

for the 3 quarters ended Mar 31, 2013

Visitor Information

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year To Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
Revenue								
26,106	26,106	Placer County TOT Funding	234,953	234,953	0	241,088	313,271	75%
0	0	Revenues - Retail - Nontaxable	0	0	0	352	0	-
800	0	Non-retail VIC income	1,975	0	1,975	0	0	-
5,195	2,500	Merchandise Sales	65,997	63,000	2,997	16,821	79,000	84%
0	3,679	Miscellaneous	0	23,967	(23,967)	70	35,000	0%
32,101	32,285	Total Revenue	302,925	321,920	(18,995)	258,331	427,271	71%
Operating Expenses								
13,374	15,925	Salaries & Wages	151,997	158,595	6,598	120,600	215,026	71%
6,756	8,941	Rent	82,030	80,469	(1,561)	28,088	107,294	76%
415	155	Telephone	4,070	1,862	(2,208)	1,308	2,328	175%
55	15	Mail - USPS	394	135	(259)	107	180	219%
311	83	Insurance/Bonding	2,479	750	(1,729)	898	1,000	248%
12	83	Supplies	4,589	750	(3,839)	1,910	1,000	459%
35	0	Visitor Communications - Other	308	0	(308)	125	0	-
158	149	Depreciation	1,415	1,341	(74)	1,309	1,788	79%
46	150	Equipment Support & Maintenance	1,327	1,350	23	1,112	1,800	74%
0	0	Taxes, Licenses & Fees	588	206	(382)	193	206	285%
411	333	Equipment Rental/Leasing	4,556	3,000	(1,556)	3,112	4,000	114%
0	0	Training Seminars	0	500	500	0	1,000	0%
0	250	Professional Fees	3,188	3,975	787	0	4,975	64%
0	0	Membership Activities	93	0	(93)	18	0	-
0	0	Classified Ads	0	0	0	720	0	-
0	0	Media/Collateral/Production	0	0	0	20,901	0	-
0	42	Miscellaneous Programs	0	375	375	0	500	0%
2,506	1,500	Cost of Goods Sold	29,350	25,000	(4,350)	11,139	33,000	89%
0	29	Associate Relations	425	262	(163)	362	350	121%
232	58	Credit Card Fees	2,422	525	(1,897)	575	700	346%
446	25	Automobile Expenses	1,545	225	(1,320)	1,340	300	515%
65	60	Meals/Meetings	436	60	(376)	68	60	727%
65	0	Travel	65	0	(65)	0	0	-
24,887	27,798	Total Operating Expenses	291,277	279,380	(11,897)	193,885	375,507	78%
3,963	3,814	Allocated	35,664	34,323	(1,341)	48,755	45,764	0%
3,251	673	Net Income (Loss)	(24,016)	8,217	(32,233)	15,691	6,000	

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North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 3 Quarters Ended Mar 31, 2013

Infrastructure

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
		Revenue						
16,503	16,503	Placer County TOT Funding	1,186,486	148,527	1,037,959	630,757	1,561,871	76%
16,503	16,503	Total Revenue	1,186,486	148,527	1,037,959	630,757	1,561,871	76%
		Operating Expenses						
6,161	6,928	Salaries & Wages	60,016	62,853	2,837	57,766	84,021	71%
2,602	627	Rent	7,669	5,646	(2,023)	6,407	7,528	102%
198	96	Telephone	2,135	1,151	(984)	1,756	1,440	148%
-	1	Mail - USPS	10	11	1	10	15	67%
37	67	Insurance/Bonding	355	600	245	594	800	44%
4	125	Supplies	383	1,125	742	646	1,500	26%
97	92	Depreciation	870	828	(42)	782	1,104	79%
28	60	Equipment Support & Maintenance	416	540	124	550	720	58%
-	100	Taxes, Licenses & Fees	58	900	842	929	1,100	5%
-	171	Miscellaneous Expense	-	513	513	-	684	0%
123	120	Equipment Rental/Leasing	1,443	1,080	(363)	1,013	1,440	100%
-	42	Training Seminars	-	375	375	378	500	0%
-	-	Public Outreach	-	150	150	-	300	0%
2,721	4,333	Research & Planning	34,846	38,997	4,151	14,005	52,000	67%
14,127	-	Infrastructure Projects	1,051,811	-	(1,051,811)	273,276	1,363,831	77%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	0	280	-	-
-	25	Associate Relations	26	75	49	82	100	26%
163	167	Automobile Expenses	739	1,500	761	1,311	2,000	37%
33	25	Meals/Meetings	276	75	(201)	17	100	276%
-	25	Dues & Subscriptions	38	75	37	54	100	38%
26,294	13,004	Total Operating Expenses	1,161,184	116,494	(1,044,690)	359,856	1,519,283	76%
-	33	Revenues- Interest & Investment	-	300	300	339	400	
3,508	3,582	Allocated	31,570	32,241	671	30,863	42,988	73%
(13,299)	(50)	Net Income (Loss)	(6,268)	92	(6,360)	240,377	-	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 3 Quarters Ended Mar 31, 2013

Membership

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
Revenue								
8,948	9,814	Membership	79,444	88,326	(8,882)	75,475	117,768	67%
19,440	1,457	Revenues-Membership Activities	36,633	49,462	(12,829)	56,465	53,833	68%
150	744	Revenue-Tue AM Breakfast Clut	7,269	6,695	574	9,287	8,927	81%
-	417	Commissions	-	3,750	(3,750)	-	5,000	0%
28,538	12,432	Total Revenue	123,346	148,233	(24,887)	141,227	185,528	
Operating Expenses								
5,614	6,342	Salaries & Wages	55,208	58,952	3,744	61,617	78,352	70%
613	589	Rent	5,680	5,301	(379)	6,433	7,068	80%
300	196	Telephone	2,868	2,051	(817)	1,802	2,640	109%
227	50	Mail - USPS	468	450	(18)	506	600	78%
112	65	Insurance/Bonding	925	589	(336)	594	785	118%
4	83	Supplies	1,244	750	(494)	1,096	1,000	124%
97	92	Depreciation	870	828	(42)	782	1,104	79%
28	79	Equipment Support & Maintenan	416	713	297	600	950	44%
-	-	Taxes, Licenses & Fees	58	65	7	65	65	89%
274	242	Equipment Rental/Leasing	3,025	2,175	(850)	2,066	2,900	104%
-	-	Training Seminars	180	200	20	-	1,000	18%
-	-	Professional Fees	160	-	(160)	-	-	-
15,162	1,590	Membership Activities	23,039	38,691	15,652	33,339	45,580	51%
503	500	Tuesday Morning Breakfast Club	6,422	4,500	(1,922)	6,688	6,000	107%
-	-	Classified Ads	477	-	(477)	755	-	-
-	-	Miscellaneous Programs	222	556	334	-	556	40%
-	31	Associate Relations	25	281	256	307	375	7%
289	183	Credit Card Fees	1,558	1,650	92	1,664	2,200	71%
141	125	Automobile Expenses	141	1,125	984	1,102	1,500	9%
130	25	Meals/Meetings	212	225	13	76	300	71%
-	250	Dues & Subscriptions	556	750	194	588	1,000	56%
-	-	Travel	-	-	-	-	664	0%
-	-	Bad Debt	-	-	-	-	-	-
23,494	10,442	Total Operating Expenses	103,754	119,852	16,098	120,080	154,639	67%
2,912	2,907	Allocated	26,211	26,167	(44)	28,768	34,889	75%
2,132	(917)	Net Income (Loss)	(6,619)	2,214	(8,833)	(7,621)	(4,000)	165%

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 3 Quarters Ended Mar 31, 2013

Administration

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2012 2013 Budget	Percent of YTD Budget Consumed (75%)
		Revenue						
-	-	Miscellaneous	75	-	75	(73)	-	-
-	-	Total Revenue	75	-	75	(73)	-	-
		Operating Expenses						
22,685	75,371	Salaries & Wages	217,310	225,471	8,161	246,625	300,200	72%
1,911	4,894	Rent	17,906	14,683	(3,223)	19,540	19,577	91%
633	1,447	Telephone	6,324	5,230	(1,094)	4,400	6,676	95%
74	194	Mail - USPS	506	581	75	636	775	65%
274	625	Insurance/Bonding	2,301	1,875	(426)	1,852	2,500	92%
184	809	Supplies	2,488	2,426	(62)	2,930	3,235	77%
304	858	Depreciation	2,720	2,574	(146)	2,593	3,432	79%
88	975	Equipment Support & Maintenance	2,453	2,925	472	3,109	3,900	63%
8	375	Taxes, Licenses & Fees	614	1,125	511	524	1,500	41%
-	-	Miscellaneous Expense	349	-	(349)	-	-	-
164	847	Equipment Rental/Leasing	2,219	2,541	322	1,614	3,388	65%
224	-	Training Seminars	774	-	(774)	744	600	129%
-	416	Public Outreach	-	1,247	1,247	-	1,662	0%
2,400	-	Professional Fees	21,410	17,250	(4,160)	28,930	22,000	97%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	1,195	-	-
-	300	Associate Relations	690	900	210	910	1,200	58%
221	1,250	Board Functions	3,124	3,750	626	5,132	5,000	62%
-	75	Automobile Expenses	256	225	(31)	172	300	85%
295	100	Meals/Meetings	640	300	(340)	171	400	160%
-	-	Dues & Subscriptions	1,690	1,000	(690)	737	1,000	169%
-	-	Travel	-	-	-	304	-	-
29,465	88,536	Total Operating Expenses	283,867	284,103	236	322,118	377,345	75%
(31,215)	(93,886)	Allocated	(280,931)	(281,659)	(728)	(311,877)	(375,545)	75%
1,762	5,800	Net Income (Loss)	(2,547)	(1,094)	(1,453)	(8,988)	-	-

**NLT Chamber/CVB/Resort Association
Statement of Infrastructure and Transportation Activities
For the Nine Months Ending March 31, 2013**

Current Month	Infrastructure Project Costs	Year to Date
2,721.42	Research/Planning/Infrastructure	34,846.44
8,151.38	Northstar Community Multi-Purpose Trail	84,880.62
	Lakeside Bike Trail	218,041.41
5,030.00	Wayfinding Signage Site Master Plan	15,615.00
945.57	Squaw Valley Trail Snow Removal	33,221.62
	Visitors Centers Exhibits	41,185.11
	Water Shuttle	189,487.59
	Tahoe Vista Recreation Area	385,900.30
	Coordinated Skier Shuttle Program	65,900.00
	Gateway Lighting	17,579.00
16,848.37	Total Infrastructure Project Costs	1,086,657.09
	Transportation Project Costs	
7,850.00	Research/Planning/Transportation	26,371.03
	Membership Transportation	3,000.00
1,736.00	Winter Traffic Management	1,736.00
	Summer Traffic Management	3,152.60
56,544.00	Winter Night Service Transit	207,816.00
	North Lake Tahoe Express	48,624.85
9,500.00	Sugar Bowl Skier Shuttle	19,000.00
	Summer Night Service	141,884.00
-1,000.00	Parnter contribution	(1,000.00)
74,630.00	Total Transportation Project Costs	450,584.48
91,478.37	Total Project Costs	1,537,241.57

March Quickbooks Accounts Receivable

Customer Account	Business Name	Chamber/Conf Member Dues		Group Commissions		Misc.		For	Status
Total		age	amount	age	amount	age	amount		
74.10	Cal Neva			new	74.10			3/31/13 Groups	New
50.00	Cedar Glen Lodge					new	50.00	3/31/13 Brochure of Mo	New
250.00	Coldstream Adventures					new	250.00	3/31/13 Concierge comm	New
50.00	Dave's Ski Shops					60	50.00	1/31/13 Brochure of the Mo	Paid
604.20	Hyatt			new	604.20			3/31/13 Groups	New
323.50	Hyatt			new	323.50			3/31/31 Groups	New
182.50	ICBA					90	182.50	12/31/12 Ad	Contacted org officer and emailed invoice
150.00	Lake Tahoe Cruises					new	150.00	3/1/13 Kiosk rental	Paid
225.00	Moonshine Ink	90	225.00					11/1/12 Chamber dues	Working out trade
50.00	Mourelatos Lakeshore Resort					30	50.00	2/28/13 Brochure of Mo	Under 90 days
8,237.14	NLT Marketing Co-op					30	8,237.14	2/28/13 Feb credit card	Paid
6,472.33	NLT Marketing Co-op					new	6,472.33	3/31/13 Mar credit card	New
225.00	Poulsen Commercial	90	225.00					11/1/12 Chamber dues	Deanna is researching
150.00	Squaw Valley Resort					30	150.00	2/5/13 TMBC	Under 90 days
225.00	TCPUD					60	225.00	1/31/13 Kiosk rental	Under 90 days
550.00	Tahoe Mtn Resorts Lodging	60	550.00					1/1/13 Conference dues	Jason is researching
100.00	Tahoe Paddle and Oar	90	100.00					Balance Chamber dues	Deanna is researching
1,695.98	The Resort at Squaw Creek			30	1,695.98			2/28/13 Groups	Under 90 days
182.50	West Shore Association					90	182.50	12/31/12 Ad	Emailed
19,797.25			1,100.00		1,695.98		15,999.47		
	Paid as of 4/19/13						-8,437.14		
			1,100.00		1,695.98		7,562.33		

March 2013 WebLink Accounts Receivable

Customer Account	Business Name	Chamber/Conf Member Dues		Membership Activites		For	Status
Total		age	amount	age	amount		
85.00	CB's Pizza			new	85.00	3/27/13 Awards Dinner	New
50.00	Cebollo Architecture	90	50.00			12/31/12 Balance of dues	No response
75.00	Creative Concepts			90	75.00	12/31/12 (695) Email blast	Slow, but always pays
75.00	Creative Concepts			90	75.00	12/31/12 (697) Email blast	Slow, but always pays
75.00	Creative Concepts			60	75.00	1/31/13 (706) Email blast	Under 90 days
75.00	Creative Concepts			60	75.00	1/31/13 (707) Email blast	Under 90 days
75.00	Creative Concepts			30	75.00	2/28/13 (745) Email blast	New
75.00	Creative Concepts			30	75.00	2/28/13 (746) Email blast	New
105.00	Danielle Hankinson	90	105.00			12/31/12 Balance of dues	Paid
110.00	Earthrise	90	110.00			12/1/12 Chamber dues	Contacted; said will pay
85.00	Gallery Keoki			new	85.00	3/27/13 (845) Awards Dinner	New
170.00	Homewood Mtn Resort			new	170.00	3/27/13 Awards Dinner	New
250.00	IVGID			new	250.00	3/27/13 CAD sponsorship	New
75.00	JRS Construction			90	75.00	11/30/12 Email blast	Paid
140.00	Mountain Lake Cleaning	90	140.00			12/1/12 Balance Chamber dues	Making payments
255.00	Mourelatos Lakeshore Resort			new	255.00	3/27/13 Awards Dinner	Paid
2,530.00	Northstar California			new	2,530.00	3/37/13 (848) Awards Dinner	New
850.00	Placer-Tahoe Film Office			new	850.00	3/37/13 (849) Awards Dinner	New
250.00	Plumas Bank			new	250.00	3/27/13 (850) Awards Dinner	New
765.00	Sierra Sun			new	765.00	3/27/13 (851) Awards Dinner	New
85.00	Tahoe TV			new	85.00	3/27/13 (852) Awards Dinner	New
335.00	The Office BOSS			new	335.00	3/27/13 (853) Awards Dinner	New
75.00	The Resort at Squaw Creek			90	75.00	10/31/12 Email blast	Sent check with wrong name; reprocessing payment
75.00	The Resort at Squaw Creek			90	75.00	10/31/12 Email blast	
110.00	Sierra Business Council	90	110.00			12/1/12 Chamber dues	Working on trade
210.00	Sierra Heritage Magazine	90	210.00			12/1/12 Chamber dues	Contacted; said will pay
225.00	Sierra Mountain Properties	90	225.00			12/1/12 Chamber dues	Contacted; said will pay
210.00	North Tahoe Shore Lodge	90	210.00			12/1/12 Chamber dues	Contacted; said will pay
40.00	Tahoe Quarterly			90	40.00	10/18/12 Annual lunch	Collection letter sent
210.00	Waterman's Landing	90	210.00			12/1/12 Chamber dues	Contacted; said will pay
100.00	Williards Sport Shop			90	100.00	10/18/12 Winter Expo	Collection letter sent
27,910.00	January memb billing - total	60	27,910.00			1/31/13 Chamber dues	Under 90 days, Deanna is contacting
210.00	February memb billing - total	30	210.00			2/15/13 Chamber dues	Under 90 days
2,720.00	March memb billing - total	new	2,720.00			3/1/2013 Chamber dues	Under 90 days
38,600.00			32,210.00		6,390.00		
	Paid 4/19/13		-8,785.00		-330.00		
			23,425.00		6,060.00		

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**North Lake Tahoe Resort Association
Profit & Loss Forecast Overview
July 2012 through June 2013**

	Actual	Actual	Actual	Actual	Reforecast	Reforecast	Reforecast	New	Original	Original
	Jul - Dec 12	Jan 13	Feb 13	Mar 13	Apr 13	May 13	Jun 13	9 mo Act 3 mo Fx	7 mo Act 5	Budget
Ordinary Income/Expense										
Income										
4050-00 · Placer County TOT Funding	1,224,919	204,153	204,153	204,153	204,153	204,153	204,153	2,449,838	2,449,838	2,449,835
4200-00 · Membership	56,698	9,646	9,576	9,527	9,450	9,450	9,450	113,797	113,594	124,265
4250-00 · Revenues-Membership Activities	17,488	-475	180	19,440	14,000	0	2,400	53,033	55,813	53,833
4251-00 · Revenue-Tue AM Breakfast Club	4,444	1,950	725	150	744	744	744	9,501	10,114	8,927
4350-00 · Special Events Autumn Food&Wine	0	0	0	0	0	0	0	0	0	0
4501-00 · Revenues - Retail - Nontaxable	0	0	0	0	0	0	0	0	0	0
4502-00 · Non-retail VIC income	600	525	50	800	0	0	0	1,975	1,125	0
4600-00 · Commissions										
4601-00 · Commissions - South Shore	0	0	0	1,114	0	0	0	1,114	0	0
4600-00 · Commissions - Other	43,660	2,594	1,680	530	7,917	17,417	22,010	95,807	100,530	107,000
Total 4600-00 · Commissions	43,660	2,594	1,680	1,644	7,917	17,417	22,010	96,921	100,530	107,000
46000 · Merchandise Sales	53,153	2,966	4,683	5,195	3,000	5,000	8,000	81,997	79,619	79,000
4720-00 · Miscellaneous	0	0	0	0	3,675	3,679	3,679	11,033	17,248	35,000
Total Income	1,400,962	221,359	221,047	240,909	242,939	240,443	250,436	2,818,094	2,827,881	2,857,860
Expense										
Total 5000-00 · Salaries & Wages*	537,754	86,812	89,457	77,573	83,108	100,696	74,728	1,050,128	1,070,359	1,073,944
Total 5100-00 · Rent	87,790	14,803	15,178	11,883	9,937	9,937	9,937	159,463	152,286	163,529
Total 5310-00 · Telephone	17,176	2,491	2,015	2,292	2,369	2,369	2,369	31,083	31,514	19,541
Total 5420-00 · Mail - USPS	1,719	29	541	495	288	288	288	3,648	3,188	3,355
5510-00 · Insurance/Bonding	6,122	1,169	1,169	1,169	1,020	1,020	1,020	12,689	12,391	7,885
Total 5520-00 · Supplies	9,034	1,243	581	220	1,218	1,218	1,218	14,733	16,368	11,618
5530-00 · Visitor Communications - Other	278	35	35	35	34	34	34	485	483	0
5610-00 · Depreciation	6,074	1,022	1,022	1,022	1,012	1,012	1,012	12,176	12,156	11,554
5700-00 · Equipment Support & Maintenance	5,899	252	882	294	858	858	858	9,901	10,441	9,750
5710-00 · Taxes, Licenses & Fees	1,550	3	173	7	259	259	259	2,510	2,848	2,134
5730-00 · Miscellaneous Expense	371	0	0	0	0	0	0	371	371	0
5740-00 · Equipment Rental/Leasing	8,735	1,707	1,819	1,124	1,451	1,451	1,451	17,738	17,697	13,988
5800-00 · Training Seminars	605	400	629	0	0	0	0	1,634	1,005	2,600
5810-00 · Public Outreach										1,662
Total 5900-00 · Professional Fees	16,908	2,650	2,800	2,400	143	143	143	25,187	23,073	26,975
Total 6020-00 · Programs	9,600	5,000	-3,318	7,239	36,400	36,400	105,279	196,600	196,600	196,600
Total 6023-00 · Autumn Food & Wine	0	0	0	0	0	0	0	0	0	0
Total 6420-00 · Special Events**	26,488	67,493	33,064	781	19,258	14,258	18,760	180,102	190,273	190,153
Total 6423-00 · Membership Activities	7,183	676	291	15,442	10,982	622	1,622	36,818	41,055	45,580
6437-00 · Tuesday Morning Breakfast Club	2,769	1,383	1,767	503	500	500	500	7,922	6,652	6,000
6490-00 · Classified Ads	0	0	477	0	0	0	0	477	0	0
6600-00 · Promotions/Giveaways	627	100	0	0	104	104	104	1,039	1,247	0
6701-00 · Market Study Reports/Research	33	0	0	0	13,400	0	0	13,433	18,033	18,000
6730-00 · Marketing Cooperative/Media	484,572	80,762	80,762	80,762	80,762	80,762	80,762	969,144	969,144	966,566
6740-00 · Media/Collateral/Production	0	0	0	0	0	0	0	0	0	0
6742-00 · Miscellaneous Programs***	21,033	542	222	0	11,107	11,107	36,683	80,694	87,675	88,731
7253-00 · Conference - PUD		0	0	0	0	0	10,000	10,000	10,000	10,000
Total 8100-00 · Cost of Goods Sold	22,776	1,463	2,605	2,506	2,000	2,000	4,000	37,350	36,239	33,000
8200-00 · Associate Relations	490	878	150	0	96	96	171	1,882	1,924	2,825
8300-00 · Board Functions	2,416	83	404	221	403	403	403	4,333	4,514	5,000
8500-00 · Credit Card Fees	2,897	540	362	588	254	254	452	5,348	4,919	3,400
8700-00 · Automobile Expenses	2,682	589	200	961	570	570	570	6,142	6,121	4,858
8750-00 · Meals/Meetings	1,846	633	197	732	79	79	79	3,645	2,934	1,980
8810-00 · Dues & Subscriptions	3,477	154	22	975	1,010	265	0	5,903	5,551	5,000
8910-00 · Travel	4,357	-4,554	1,361	1,007	1,500	1,664	631	5,966	6,098	8,238
8920-00 · Bad Debt		300	0	0	0	0	0	300	300	0
Total Expense	1,293,261	268,660	234,867	210,231	280,123	268,370	353,334	2,908,845	2,943,459	2,934,446
Net Ordinary Income	107,701	-47,301	-13,820	30,678	-37,184	-27,927	-102,898	-80,751	-115,578	-76,586
Other Income/Expense										
Other Income										
4700-00 · Revenues- Interest & Investment	0	12	0	0	0	0	0	12	12	1,800
Total Other Income	0	12	0	0	0	0	0	12	12	1,800
Other Expense										
8900-00 · Marketing Reserves		0	0	0	0	0	0	0	0	0
8990-00 · Allocated	-37,971	-6,329	-6,328	-6,328	-6,328	-6,328	-6,328	-75,940	-75,940	-76,785
Total Other Expense	-37,971	-6,329	-6,328	-6,328	-6,328	-6,328	-6,328	-75,940	-75,940	-76,785
Net Other Income	37,971	6,341	6,328	6,328	6,328	6,328	6,328	75,952	75,952	78,585
Net Income	145,672	-40,960	-7,492	37,006	-30,856	-21,599	-96,570	-14,799	-39,626	1,999

In order to solve deficit projected in Original Reforecast
 *reduced incentive expense \$8200
 **reduced special events expense \$10,000
 ***reduced misc programs \$6600

BALANCED PRIORITY-BASED BUDGET

MARKETING	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	TRANSPORTATION AND VISITOR SUPPORT SERVICES	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	TAHOE CAPITAL IMPROVEMENTS	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	NLTRA 1ST PASS TOTALS	COUNTY PROPOSAL
RESORT ASSOCIATION CONTRACT:			RESORT ASSOCIATION CONTRACT:			RESORT ASSOCIATION CONTRACT:				
Personnel/Overhead Cap - Direct Costs	765,319	702,990	Personnel/Overhead Cap - Direct Costs	87,012	98,056	Personnel/Overhead Cap- Direct Costs	87,012	105,040	939,342	906,086
G+A Cap - Indirect Costs	497,106	353,908	G+A Cap - Indirect Costs	72,518	36,500	G+A Cap - Indirect Costs	68,611	41,000	638,235	431,408
			Research and Planning	30,000	30,000	Research & Planning	35,000	52,000	65,000	82,000
			(Detail in Attachment A-2)			(Detail in Attachment A-2)		0	928,492	677,595
Direct Marketing/Programs	928,492	677,595	Memberships	5,000	5,000	Maintenance Reserve: Tourism Serving Facilities	150,000	150,000	205,000	205,000
Community Marketing Fund	50,000	50,000	Transit Programs - Enhanced non County	494,000	459,000	Capital Improvements - Requires BOS Approval	1,000,371	1,562,714	1,544,371	2,071,714
Special Events Marketing Fund	50,000	50,000	Transit Programs - Enhanced County	494,100		(County retains until BOS Approval)			494,100	0
			Traffic Management Program	48,000					48,000	0
									0	0
									0	0
RESORT ASSOCIATION FUNDING USES	2,290,917	1,834,493	RESORT ASSOCIATION FUNDING USES	1,230,630	628,556	RESORT ASSOCIATION FUNDING USES	1,340,993	1,910,754	4,862,540	4,373,803
COUNTY MARKETING FUNDING USES (Detail in Attachment A-3)	266,735		COUNTY TRANSPORTATION FUNDING USES (Detail in Attachment A-3)	664,302		COUNTY INFRASTRUCTURE FUNDING USES (Detail in Attachment A-3)	252,619		1,183,656	
TOTAL FUNDING USES	2,557,652	1,834,493	TOTAL FUNDING USES	1,894,932	628,556	TOTAL FUNDING USES	1,593,612	1,910,754	6,046,196	4,373,803
HOTEL/MOTEL TAX REVENUE:			HOTEL/MOTEL TAX REVENUE:			HOTEL/MOTEL TAX REVENUE:				
SUBTOTAL - HOTEL/MOTEL TAX	2,557,652	42.3% 1,834,493	SUBTOTAL - HOTEL/MOTEL TAX	665,082	11.0% 480,462	SUBTOTAL - HOTEL/MOTEL TAX	2,823,463	46.7% 2,052,885	6,046,197	4,367,840
FY 2012-2013 Fund Balance	0		FY 2012-2013 Fund Balance	-		FY 2012-2013 Fund Balance	-		-	-
			Flex funding from Infrastructure (county-approved transit services- Att. A-4)	1,229,850	148,091	FLEX TO VSS ACCT (county-approved transit services- Att.A-4)	(1,229,850)	(148,091)	0	0
				0					0	0
TOTAL FUNDING SOURCES	2,557,652	1,834,493	TOTAL FUNDING SOURCES	1,894,932	628,553	TOTAL FUNDING SOURCES	1,593,613	1,904,794	6,046,197	4,367,840
NET COUNTY COST	0	(0)	NET COUNTY COST	0	(3)	NET COUNTY COST	1	(5,960)	(1)	5,963

TRADITIONAL MODEL 42-11-47 PERCENTAGE SPLIT

MARKETING	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	TRANSPORTATION AND VISITOR SUPPORT SERVICES	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	TAHOE CAPITAL IMPROVEMENTS	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	NLTRA 1ST PASS TOTALS	COUNTY PROPOSAL
RESORT ASSOCIATION CONTRACT:										
Personnel/Overhead Cap - Direct Costs	765,319	702,990	Personnel/Overhead Cap - Direct Costs	87,012	98,056	Personnel/Overhead Cap - Direct Costs	87,012	105,040	939,342	906,086
G+A Cap - Indirect Costs	497,106	353,908	G+A Cap - Indirect Costs	72,518	36,500	G+A Cap - Indirect Costs	68,611	41,000	638,235	431,408
			Research and Planning	30,000	30,000	Research & Planning	35,000	52,000	65,000	82,000
Direct Marketing/Programs	910,243	677,595	(Detail in Attachment A-2)			(Detail in Attachment A-2)		0	910,243	677,595
Community Marketing Fund	50,000	50,000	Memberships	5,000	5,000	Maintenance Reserve: Tourism Serving Facilities	150,000	150,000	205,000	205,000
Special Events Marketing Fund	50,000	50,000	Transit Programs - Enhanced non County	494,000	459,000	Capital Improvements - Requires BOS Approval	1,018,621	1,562,714	1,562,621	2,071,714
			Transit Programs - Enhanced County	494,100		(County retains until BOS Approval)			494,100	0
			Traffic Management Program	48,000					48,000	0
									0	0
									0	0
RESORT ASSOCIATION FUNDING USES	2,272,668	1,834,493	RESORT ASSOCIATION FUNDING USES	1,230,630	628,556	RESORT ASSOCIATION FUNDING USES	1,359,243	1,910,754	4,862,541	4,373,803
COUNTY MARKETING FUNDING USES (Detail in Attachment A-3)	266,735		COUNTY TRANSPORTATION FUNDING USES (Detail in Attachment A-3)	664,302		COUNTY INFRASTRUCTURE FUNDING USES (Detail in Attachment A-3)	252,619		1,183,656	
TOTAL FUNDING USES	2,539,403	1,834,493	TOTAL FUNDING USES	1,894,932	628,556	TOTAL FUNDING USES	1,611,862	1,910,754	6,046,197	4,373,803
HOTEL/MOTEL TAX REVENUE:										
SUBTOTAL - HOTEL/MOTEL TAX	2,539,403	42%	1,834,493	665,082	11%	480,462	2,841,713	47%	2,052,885	6,046,197
FY 2012-2013 Fund Balance	0			-			-		-	-
				1,229,850		148,091	(1,229,850)		(148,091)	0
				0					0	0
TOTAL FUNDING SOURCES	2,539,403	42%	1,834,493	1,894,932	27%	628,553	1,611,863	27%	1,904,794	6,046,197
NET COUNTY COST	(0)		(0)	0		(3)	0		(5,960)	(0)
										5,963

MARKETING PRIORITY-BASED BUDGET

MARKETING	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	TRANSPORTATION AND VISITOR SUPPORT SERVICES	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	TAHOE CAPITAL IMPROVEMENTS	NLTRA 1ST PASS BUDGET	COUNTY PROPOSAL	NLTRA 1ST PASS TOTALS	COUNTY PROPOSAL
RESORT ASSOCIATION CONTRACT:			RESORT ASSOCIATION CONTRACT:			RESORT ASSOCIATION CONTRACT:				
Personnel/Overhead Cap - Direct Costs	765,319	702,990	Personnel/Overhead Cap - Direct Costs	87,012	98,056	Personnel/Overhead Cap- Direct Costs	87,012	105,040	939,342	906,086
G+A Cap - Indirect Costs	497,106	353,908	G+A Cap - Indirect Costs	72,518	36,500	G+A Cap - Indirect Costs	68,611	41,000	638,235	431,408
			Research and Planning	30,000	30,000	Research & Planning	35,000	52,000	65,000	82,000
			(Detail in Attachment A-2)			(Detail in Attachment A-2)		0	1,520,000	677,595
Direct Marketing/Programs	1,520,000	677,595	Memberships	5,000	5,000	Maintenance Reserve: Tourism Serving Facilities	150,000	150,000	205,000	205,000
Community Marketing Fund	50,000	50,000	Transit Programs - Enhanced non County	494,000	459,000	Capital Improvements - Requires BOS Approval	742,371	1,562,714	1,286,371	2,071,714
Special Events Marketing Fund	50,000	50,000	Transit Programs - Enhanced County	494,100		(County retains until BOS Approval)			494,100	0
			Traffic Management Program	48,000					48,000	0
									0	0
									0	0
RESORT ASSOCIATION FUNDING USES	2,882,425	1,834,493	RESORT ASSOCIATION FUNDING USES	1,230,630	628,556	RESORT ASSOCIATION FUNDING USES	1,082,993	1,910,754	5,196,048	4,373,803
COUNTY MARKETING FUNDING USES (Detail in Attachment A-3)	266,735		COUNTY TRANSPORTATION FUNDING USES (Detail in Attachment A-3)	664,302		COUNTY INFRASTRUCTURE FUNDING USES (Detail in Attachment A-3)	252,619		1,183,658	
TOTAL FUNDING USES	3,149,160	1,834,493	TOTAL FUNDING USES	1,894,932	628,556	TOTAL FUNDING USES	1,335,612	1,910,754	6,379,704	4,373,803
HOTEL/MOTEL TAX REVENUE:			HOTEL/MOTEL TAX REVENUE:			HOTEL/MOTEL TAX REVENUE:				
SUBTOTAL - HOTEL/MOTEL TAX	3,149,160	52%	SUBTOTAL - HOTEL/MOTEL TAX	659,945	11%	SUBTOTAL - HOTEL/MOTEL TAX	2,237,093	37%	2,052,885	6,046,197
FY 2012-2013 Fund Balance	0		FY 2012-2013 Fund Balance	-		FY 2012-2013 Fund Balance	-		-	-
			Flex funding from Infrastructure (county-approved transit services- Att. A-4)	1,234,987		FLEX TO VSS ACCT (county-approved transit services- Att.A-4)	(1,234,987)		(148,091)	0
				0					0	0
TOTAL FUNDING SOURCES	3,149,160	1,834,493	TOTAL FUNDING SOURCES	1,894,932	628,554	TOTAL FUNDING SOURCES	1,002,106	1,904,794	6,046,198	4,367,840
NET COUNTY COST	0	(0)	NET COUNTY COST	0	(2)	NET COUNTY COST	(333,506)	(5,960)	(333,506)	5,963

**North Lake Tahoe Resort Association
2013/2014 OVERHEAD ANALYSIS**

COMPARISON OF PERSONNEL AND G&A EXPENSES
2012/2013 BUDGET, REFORECAST AND 2013/2014 BUDGET

	MARKETING					TRANSPORTATION					INFRASTRUCTURE					ADMINISTRATION				
	Budget	Reforecast	2013/14	Increase/De	Incr/Decr	Budget	Reforecast	2013/14	Increase/De	Incr/Decr	Budget	Reforecast	2013/14	Increase/De	Incr/Decr	Budget	Reforecast	2013/14	Increase/De	Incr/Decr
	2012/2013	Total 11 30 42 Jul '12 - Jun 13	Proposed Marketing	crease vs Budget to 13/14	vs Reforecast to 13/14	2012/2013	41 Jul '12 - Jun 13	Proposed Trans	crease vs Budget to 13/14	vs Reforecast to 13/14	2012/2013	50 Jul '12 - Jun 13	Proposed Infra	crease vs Budget to 13/14	vs Reforecast to 13/14	2012/2013	70 Jul '12 - Jun 13	Proposed Admin	crease vs Budget to 13/14	vs Reforecast to 13/14
Total 5000-00 · Salaries & Wages	695,392	695,841	765,319	10%	10%	80,239	74,400	87,012	8%	17%	84,021	82,731	87,012	4%	5%	300,200	298,638	317,196	6%	6%
Total 5100-00 · Rent	136,885	120,925	128,153	-6%	6%	7,034	24,854	25,600	264%	3%	7,528	7,535	7,761	3%	3%	19,577	23,831	24,546	25%	3%
Total 5310-00 · Telephone	10,224	18,927	19,495	91%	3%	2,328	2,590	2,667	15%	3%	1,440	2,282	2,351	63%	3%	6,676	8,779	9,042	35%	3%
Total 5420-00 · Mail - USPS	1,980	2,310	2,379	20%	3%	0	8	8	-	3%	15	15	16	4%	3%	775	639	658	-15%	3%
5510-00 · Insurance/Bonding	4,600	8,212	9,033	96%	10%	800	615	676	-15%	10%	800	614	676	-16%	10%	2,500	2,989	3,288	32%	10%
Total 5520-00 · Supplies	7,383	11,452	12,065	63%	5%	800	633	633	-21%	0%	1,500	978	978	-35%	0%	3,235	3,286	3,300	2%	0%
5530-00 · Visitor Comm-Oth		483	483		0%															
5610-00 · Depreciation	7,018	7,384	7,384	5%	0%	1,104	1,136	1,136	3%	0%	1,104	1,136	1,136	3%	0%	3,432	3,617	3,617	5%	0%
5700-00 · Equipment Support & Maint	4,900	6,154	6,154	26%	0%	670	584	584	-13%	0%	720	604	604	-16%	0%	3,900	3,728	3,728	-4%	0%
5710-00 · Taxes, Licenses & Fees	569	1,947	1,986	249%	2%	100	58	59	-41%	2%	1,100	458	467	-58%	2%	1,500	793	809	-46%	2%
5730-00 · Miscellaneous Expense	22										684	342		-100%			349	350		0%
5740-00 · Equipment Rental/Leasing	7,700	10,746	10,961	42%	2%	1,400	1,703	1,738	24%	2%	1,440	1,720	1,755	22%	2%	3,388	3,003	3,064	(0)	2%
5800-00 · Training Seminars	1,000	425	425	-58%	0%						500	208	208	-58%	0%	600	400	400	(0)	0%
5810-00 · Public Outreach		0				1,773	887	887	-50%	0%	300	150	150	-50%	0%	1,662				
Total 5900-00 · Professional Fees	4,975					150	63	100	-33%	38%	100	76	100	0%	24%	22,000	21,225	18,350	-17%	-14%
8200-00 · Associate Relations	1,250	728	728	-42%	0%		63	100	-33%	38%		76	100	0%	24%	1,200	1,015	1,035	-14%	2%
8300-00 · Board Functions		0			0%										5,000	4,514	4,604	-8%	2%	
8500-00 · Credit Card Fees	1,200	2,772	2,855	138%	3%															
8700-00 · Automobile Expenses	3,058	5,132	5,132	68%	0%	4,200	2,252	2,300	-45%	2%	2,000	1,340	1,400	-30%	4%	300	364	371	24%	2%
8750-00 · Meals/Meetings	1,260	2,212	2,212	76%	0%	100	113	125	25%	9%	100	174	200	100%	13%	400	615	627	57%	2%
8810-00 · Dues & Subscriptions	3,000	2,862	2,862	-5%	0%	72	38	40	-44%	5%	100	88	100	0%	12%	1,000	1,883	1,920	92%	2%
8910-00 · Travel	7,574	5,434	5,434	-28%	0%												0	1,500		
8920-00 · Bad Debt		300			0%															
	899,968	907,456	986,260	10%	9%	100,770	109,933	123,564	23%	11%	103,452	100,452	104,912	1%	4%	377,345	379,761	398,506	6%	2%
	263,874	263,687	276,165			33,796	33,827	35,866			42,588	42,466	50,610			-377,345	-379,761	(398,506)		
	1,163,842	1,171,143	1,262,425	8%	8%	134,566	143,760	159,430	18%	10%	146,040	142,919	155,522	6%	8%	0	-0	(0)		

Personnel/OH
G&A Cap - Indirect
Total Personnel and Indirect Costs

765,319
497,106
1,262,425

87,012
72,418
159,430

87,012
68,511
155,522

Total Admin 398,506
less Chambe 35,866
362,640

F4

Cardholder Name: SANDRA EVANS HALL Statement Period: 03/01/13 to 03/28/13
 Account Number: Statement Closing Date: 03/28/13

Transactions						CR=Credit
Tran Date	Post Date	Transaction Description	Reference Number	Amount		
03-14	03-14	VZWRLLSS*PRPAY AUTOPAY	888-294-6804	CA	456	\$20.00
03-25	03-25	PAYMENT - THANK YOU			000	\$156.84 .CR
03-27	03-28	CTC*CONSTANTCONTACT.CO	855-2295506	MA	332	\$70.00

2013 Year-to-Date Totals	
Total fees charged in 2013	\$0.00
Total interest charged in 2013	\$0.00

Year-to-Date Totals include interest and/or fee adjustments.

Constant Contact does not send a receipt.

Interest Charge Calculation			
Your Annual Percentage Rate (APR) is the annual interest rate on your account.			
Type of Balance	Annual Percentage Rate (APR)	Balance Subject to Interest Rate	Interest Charge
PURCHASES	14.99% (v)	\$0.00	\$0.00
CASH	22.99% (v)	\$0.00	\$0.00

(v) = Variable Rate

5530-00/42 \$ 35.00
 5350-00/70 20.00
 6432-00/60 35.00

 \$ 90.00

Kim Lambert

From: Sandy Evans Hall
Sent: Saturday, April 13, 2013 7:55 AM
To: Kim Lambert
Subject: Fwd: Important Information Regarding Your Verizon Wireless Account

For March - Same amount of money.

(March receipt lost -KL)

Sent from my iPhone

Begin forwarded message:

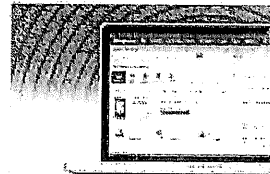
From: "AccountNotify@verizonwireless.com"
<AccountNotify@verizonwireless.com>
Date: April 13, 2013, 5:53:27 AM PDT
To: sandy@puretahoenorth.com
Subject: Important Information Regarding Your Verizon Wireless Account



IMPORTANT ACCOUNT INFORMATION FROM VERIZON WIRELESS

Thank you for choosing Verizon Wireless. Your payment is now complete and your session is now in progress.

PAYMENT DATE: 04/13/2013
PAYMENT METHOD: MC XXXX-XXXX-XXXX-4925
WIRELESS NUMBER: X3327
BILL TO: N Lake Tahoe Resort Sandra Eva
Po Box 5459
Tahoe City, CA 96145



My Verizon is also available to assist you with:

- Viewing your usage
- Updating your plan
- Adding Account Members
- Paying your bill
- Finding accessories for your phone
- And much, much more...

Due Now

1 GB Mobile Broadband for a month \$20.00

SUMMARY OF CHARGES:

Due now: detail of total charges billed to credit card

Subtotal	\$20.00
Taxes	\$0.00
Total charges billed to credit card:	\$20.00

By activating service, you are also confirming your agreement to the Verizon Wireless Customer Agreement, including your Plan and applicable charges, as confirmed on the summary page.

NLTRA Mileage Reimbursement

EMPLOYEE NAME: Sandy Evans Hall

DATES March 1 - 31

DATE SUBMITTED: 4/3/13

DATE	# MILES	DRIVEN FROM	DRIVEN TO	ROUND TRIP? Y or N	REASON FOR TRAVEL
3/1	72	TC	S. Shore	Y	Sen. Gaines coffee chat
3/6	32	TC	Incline	Y	ESPN Meeting
3/10	38	CB	Truckee	Y	Carpool to Reno - Trip to Vail
3/14	18	TC	Tahoe Vista	Y	Jennifer Merchant - DPW offices
3/15	72	TC	S. Shore	Y	The Prosperity Center
3/27	38	TC	Ritz Carlton	Y	Community Awards
3/29	12	TC	Carmelian Bay	Y	Heather Bacon / Biltmore meeting

TOTAL MILES: 282 X ^{.565} \$.555 (per mile) = 156.51 159.33
 Allow 140.67
 Reimb 159.33

AUTHORIZED BY: _____

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