



P.O. Box 5459 ~ Tahoe City, CA 96145 ~ Ph 530-581-8726 ~ Fx 530-581-8756

Agenda and Meeting Notice
FINANCE COMMITTEE MEETING
Thursday, August 29, 2013 – 2:00 pm
Northstar California Board Room

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. Introduction of Marc Sabella, Director of Finance and Human Resources

C. Agenda Amendments and Approval

D. Approval of Minutes – June 20, 2013

E. Discussion and Possible Action to Recommend Approval of the Unaudited FY 2012/13 Financial Statements

- a. Discussion of Fund Balance Carry-over
- b. Discussion of Budget Shortfall

F. Discussion and Possible Action to Recommend Approval of the July 2013 Financial Statements

G. Approval of CEO Expenses

H. Supplemental Information

- Water Shuttle graph

I. Committee Member Comments

J. Adjournment

Posted and emailed: August 27, 2013

Finance Committee Meeting

August 29, 2013

INDEX

Finance Committee Meeting Minutes – June 20, 2013	Pages D1 to D3
Unaudited FY 2012/13 Financial Statements	Pages E1 to E13
FY 2012/13 Infrastructure and Transportation Activities	Page E14
Quickbooks Accounts Receivable – June 30, 2013	Page E15
WebLink Accounts Receivable – June 30, 2013	Page E16
Fund Balance Carry-over	Pages Ea1 – Ea3
July 2013 Financial Statements	Page F1 to E13
July 2013 Infrastructure and Transportation Activities	Page F14
Quickbooks Accounts Receivable – July 31, 2013	Page F15
WebLink Accounts Receivable – July 31, 2013	Page F16
CEO Expenses	Pages G1 to G9
Supplemental Information	Will be distributed at the meeting



FINANCE COMMITTEE MINUTES
Thursday, June 20, 2013 – 2:00 pm

Northstar California
Board Room

PRELIMINARY MINUTES

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

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

OTHERS IN ATTENDANCE: None

1.0 CALL TO ORDER – ESTABLISH QUORUM

1.1 The meeting was called to order at 2:02 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 (Frushon/Merchant) (3/0) to approve the Finance Committee minutes of May 30, 2013.**

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

5.1 Lisa de Roulet reviewed the May 3013 financial statements. The forecasted year-end shortfall continues; however, it has not increased. Andy Chapman reported that there will be a meeting with the partner ski resorts regarding the future of the Ski Tahoe North interchangeable lift ticket. Lisa noted that merchandise sales in the Tahoe City Visitor Information Center are strong.

Lisa clarified that if Membership is analyzed, its revenue does cover its expenses. Shortfalls in Membership occur when allocated admin overhead expense is included. Sandy Evans Hall commented that new member sales have been strong for the last four months and is trending up. Sandy further noted that there are opportunities to increase revenue and the shortfall is not much to make up. Membership shortfall is covered by non-TOT revenue such as conference commissions and unrestricted net assets.

Bill Rock suggested that the members be surveyed as to the value of the Chamber of Commerce. He also suggested there be metrics for determining success. Sandy noted this topic will be discussed at the Board retreat/planning meeting next Wednesday.

Jennifer Merchant noted that many new members are non-Placer County and would like to see a breakdown of members by geographic area.

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

6.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE 2013/14 NLTRA BUDGET.

- 6.1 Lisa de Roulet presented the 2013/14 NLTRA Budget for discussion. The budget includes a 20% increase in health insurance, an estimate given by our insurance broker. Lisa clarified that the maximum incentive for functional managers is 10%. In preparing the budget, she factored in a 3% increase in rent, utilities and maintenance and a 10% increase in workers comp, D&O and general liability insurance. Also, the rent expense allocation for the RTIA Welcome Center is based on previous discussion and is in the agreement with Placer County.

Lisa noted that if there is a heavy snow year, the repairs and maintenance expense may increase due to the need for more snow removal. Lisa noted that plowing will be a fixed bid, but shoveling is paid by the hour. She also explained that the new parking lot may not be fully plowed. It may be used for snow storage as it was last year.

Bill Rock asked that potential risks to the budget be explained to the Board.

Lisa explained that that wages go up in October due to incentive payments and that November and May are 3 pay-period months. There is no head-count increase.

Andy Chapman clarified that marketing sponsorships are awarded based upon how much money is available. There is \$20,000 for Human Powered Sports. In 2013/14, a large portion of sponsorship money is allocated for Ironman so less money is available for other events.

Ron Parson is concerned that the negative variance in Placer County funding could be misinterpreted. It is due to the change in how NLTRA is funded this year versus last year and not due to a cut in funding.

Conference Commission revenue is based on forecasted room revenue. Salespeople are not earning commissions on rooms for IRONMAN bookings. The \$63,000 in Miscellaneous Programs is for Ironman room rebates and staff rooms. This will be offset by an anticipated \$80,000 in Commissions from room revenue. There will be a project P&L for IRONMAN. The Conference PUD line item is a subsidy for marketing the North Tahoe Event Center.

For FY 2013/14, Non-retail VIC revenue (kiosks, brochure of the month, business of the month) is increased \$6,000. This category was slow starting, but beginning to pick-up. Merchandise Sales is increased 6%. Gross margin is budgeted at 47%. No staff is budgeted for the Reno-Tahoe International Airport. Visitor Information will be disseminated via brochure rack.

Coordinated Skier-Shuttle is not budgeted for in FY 2013/14. Any expenditure for it would come out of Infrastructure funds. Lisa noted that going forward, funds held by NLTRA and Placer County are separate line items. Jennifer Merchant suggested that "Placer County Held TOT Funding" be changed to "Capital Project Fund." The committee also suggested allocating known infrastructure costs to their individual account numbers instead of listing them in a lump sum in the general Infrastructure Projects account.

Membership dues revenue is budgeted at \$117,000. To reach this goal, a net of 8 new members need to be added each month. For FY 2013/14, New Member Fees is a separate line item. Lisa noted that there are significant opportunities for penetration in many membership categories. She also clarified that the Bridal Faire is not receiving a Special Event Marketing Grant this year.

Action: *Lisa de Roulet will change the title of “Placer County Held TOT Funding” on the Infrastructure budget to “Capital Project Fund.”*

Action: *Lisa de Roulet will distribute known infrastructure costs to their individual account numbers instead of listing them in a lump sum in the general Infrastructure Projects account.*

M/S/C (Parson/Merchant) (4/0) to recommend the Board of Directors approve the 2013/14 NLTRA Budget.

7.0 APPROVAL OF CEO EXPENSES

7.1 Chair Bill Rock approved the CEO’s expenses.

8.0 SUPPLEMENTAL INFORMATION

8.1 Lisa de Roulet noted some statistics from the Key Metrics:

- TOT is approaching our 5-year 15% growth goal.
- Visitors served in the Tahoe City Visitor Information Center has increased 202%.
- Sales tax is climbing back to 2007 levels.

9.0 COMMITTEE MEMBERS’ COMMENTS

9.1 Ron Parson thinks the budget is well put together. He believes the organization is perceived as overhead heavy and should be mindful of overhead expenses.

9.2 Jennifer Merchant mentioned that there will be a change in process for paying infrastructure invoices. A meeting will be scheduled.

9.3 Bill Rock noted that higher paying jobs are retuning to the area.

9.4 Ron Parson commented that there are less foreign workers this year.

9.5 Bill Rock is pleased with the speed of the budget process this year.

10.0 ADJOURNMENT

10.1 The meeting adjourned at 3:50 pm.

Submitted by:
Kim Lambert
Staff Accountant

NLT Chamber/CVB/ Resort Association
Financial Statements
For the Twelve Months Ending June 30, 2013



August 29, 2013

To: Finance Committee

From: Kim Lambert

Re: Major Variances of the June 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.
- Marketing Commissions are down due to slow sales of the Ski Tahoe North interchangeable lift ticket.
- Conference Commissions are under budget; some expected groups did not arrive.
- Merchandise Sales and corresponding Cost of Goods sold are over budget due to strong sales in the Tahoe City Visitors Information Center.
- Visitor Information Miscellaneous revenue and Membership Commissions are under budget; anticipated sales opportunities have not yet materialized.
- Conference salaries are over budget due to higher than anticipated sales commissions.
- Rent, Insurance/Bonding, Supplies, and Equipment Rental/Leasing expense are over budget in some departments due to the expansion of operations.
- Telephone is over budget in some departments due to expansion of operations and call-time issues (now resolved) with Charter Communications.
- Special Events, Market Study Reports, and Miscellaneous Programs expense is under budget; cuts were made to decrease net loss for the year.
- Market Study Reports is under budget; cuts were made to decrease net loss for the year.
- Credit Card Fees are up due to increased consumer purchases at the new Visitor Information Center.
- Automobile expenses are over budget in some departments, but under budget in others, resulting in 68% of budget consumed.
- Variances in Infrastructure and Transportation Project Costs are due to timing of projects.

North Lake Tahoe Resort Association

BALANCE SHEET

Jun 30, 2013

Assets		June 30, 2013	June 30, 2012
Current Assets			
Petty Cash		500	500
Cash - Operations Acct #6712		549,620	699,140
Cash - Payroll Account #7421		13,480	16,479
Marketing Cooperative Cash		41,876	217,829
Cash - Infrastructure #8163		303,769	40,939
UBS Cash		8,856	8,557
Cash in Drawer		300	355
Accounts Receivable		59,476	121,951
A/R - Sales Estimates		9,429	4,064
A/R - TOT Funding		408,188	443,558
Undeposited Funds		352	28
WebLink Accounts Receivable		21,325	-
Inventory Asset		17,542	13,048
AR TOT Transportation NLTRA		112,926.00	103,200.00
AR TOT Transp County Held		108,781.00	0.00
AR TOT Infrastructure County		1,764,405.68	4,962,993.01
AR TOT Infra NLTRA Held		33,006.67	0.00
Total Current Assets		3,498,709	6,877,248
Property and Equipment			
Furniture & Fixtures		67,102	64,991
Accum. Depr. - Furn & Fix		(61,802)	(53,388)
Computer Equipment		41,344	41,344
Accum. Depr. - Computer Equip		(39,940)	(37,923)
Computer Software		30,050	20,187
Accum. Amort. - Software		(23,620)	(20,188)
Leasehold Improvements		24,284	23,284
Accum. Amort - Leasehold Impr		(23,467)	(23,284)
Total Property and Equipment		13,951	15,024
Other Assets			
Prepaid Expenses		43,307	49,888
Prepaid Insurance		4,797	4,709
Total Other Assets		48,103	54,597
Total Assets		3,560,764	6,946,869
Liabilities and Net Assets			
		2013	2012
Current Liabilities			
Accounts Payable		147,705	869,122
Salaries / Wages Payable		35,874	59,843
Empl. Federal Tax Payable		1,544	1,496
FUTA Taxes Payable		-	48
401 (k) Plan		655	16,136
Estimated PTO Liability		62,415	60,883
Sales and Use Tax Payable		1,302	2,425
Ski Tahoe North lift tickets		-	2,857
Marketing Cooperative Liabili		41,876	217,829
Intra-Company Borrowings		(139)	(962)
AFW Suspense Account		-	(4,590)
Payroll Liabilities		3,732	4,350
Deferred Rev - Membership Dues		81,113	71,321
Def Revenue - Other		19,441	13,456
Deferred Support		2,154,100	4,648,436
Deferred Sup- Infra Maint. Res		142,096	150,000
Total Current Liabilities		2,689,889	6,112,651
Long-Term Liabilities			
Total Liabilities		2,689,889	6,112,651
Net Assets			
Unrestricted Net Assets		442,564	305,763
Designated Marketing Reserve		293,110	293,110
Designated Infra Maint Reserve		98,544	98,544
Net Income		36,657	136,800
Total Net Assets		870,875	834,218
Total Liabilities and Net Assets		3,560,764	6,946,869

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the year ended Jun 30, 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 (100%)
Revenue								
716,305	1,679,330	Placer County TOT Funding	4,802,574	5,157,553	(354,979)	7,531,382	5,157,553	93%
9,821	10,355	Membership	115,298	124,265	(8,967)	107,375	124,265	93%
(1,045)	1,457	Revenues-Membership Activities	36,259	53,833	(17,574)	57,205	53,833	67%
300	744	Revenue-Tue AM Breakfast Club	9,529	8,927	602	12,572	8,927	107%
-	-	Special Events Autumn Food&Wine	-	-	0	78,947	-	-
-	-	Revenues - Retail - Nontaxable	-	-	0	352	-	-
867	-	Non-retail VIC income	3,561	-	3,561	120	-	-
9,569	22,010	Commissions	79,734	107,000	(27,266)	144,081	107,000	75%
9,809	8,000	Merchandise Sales	89,187	79,000	10,187	26,648	79,000	113%
-	3,679	Miscellaneous	75	35,000	(34,925)	(3)	35,000	0%
745,626	1,725,575	Total Revenue	5,136,217	5,565,578	(429,361)	7,958,679	5,565,578	92%
20	-	Purchases - Resale Items	40	-	40	-	-	-
20	-	Total Cost of Goods Sold	40	-	40	-	-	-
Operating Expenses								
81,344	107,998	Salaries & Wages	1,204,771	1,238,204	33,433	1,227,753	1,238,204	97%
15,541	14,843	Rent	185,688	178,091	(7,597)	138,437	178,091	104%
3,169	1,647	Telephone	37,055	23,309	(13,746)	28,162	23,309	159%
210	281	Mail - USPS	3,976	3,370	(606)	4,175	3,370	118%
1,270	790	Insurance/Bonding	14,124	9,485	(4,639)	8,934	9,485	149%
1,157	1,165	Supplies	14,367	13,918	(449)	17,043	13,918	103%
33	-	Visitor Communications - Other	483	-	(483)	230	-	-
1,107	1,145	Depreciation	14,047	13,762	(285)	13,395	13,762	102%
300	928	Equipment Support & Maintenance	10,171	11,140	969	13,955	11,140	91%
4	375	Taxes, Licenses & Fees	2,318	3,334	1,016	2,914	3,334	70%
-	171	Miscellaneous Expense	371	684	313	8	684	54%
1,897	1,399	Equipment Rental/Leasing	21,469	16,828	(4,641)	15,481	16,828	128%
-	642	Training Seminars	2,091	3,100	1,009	2,190	3,100	67%
-	860	Public Outreach	-	3,735	3,735	-	3,735	0%
(135)	1,000	Professional Fees	27,873	26,975	(898)	30,880	26,975	103%
-	-	Research & Planning Membership	3,000	5,000	2,000	3,000	5,000	60%
17,158	11,837	Research & Planning	80,924	82,000	1,076	66,957	82,000	99%
377,985	90,333	Transportation Projects	817,692	977,000	159,308	783,348	977,000	84%
13,532	1,363,831	Infrastructure Projects	1,113,621	1,363,831	250,210	996,691	1,363,831	82%
-	-	Golf Course	-	-	0	2,495,000	-	#DIV/0!
87,156	-	Marketing Programs	195,966	196,600	634	195,752	196,600	100%
-	-	Autumn Food & Wine	-	-	0	78,947	-	-
27,936	47,653	Special Events	173,458	190,153	16,695	180,172	190,153	91%
594	3,410	Membership Activities	26,733	45,580	18,847	43,212	45,580	59%
584	500	Tuesday Morning Breakfast Club	8,847	6,000	(2,847)	9,659	6,000	147%
-	-	Classified Ads	477	-	(477)	3,897	-	-
70	-	Promotions/Giveaways	995	-	(995)	41	-	-
-	13,000	Market Study Reports/Research	13,433	18,000	4,567	84,327	18,000	75%
80,762	80,545	Marketing Cooperative/Media	969,144	966,566	(2,578)	1,092,000	966,566	100%
-	-	Media/Collateral/Production	-	-	0	189,149	-	-
52,615	47,717	Miscellaneous Programs	79,007	88,731	9,724	17,238	88,731	89%
-	10,000	Conference - PUD	-	10,000	10,000	10,164	10,000	0%
10,570	4,000	Cost of Goods Sold	47,543	33,000	(14,543)	21,863	33,000	144%
300	290	Associate Relations	1,854	3,075	1,221	2,917	3,075	60%
327	417	Board Functions	3,958	5,000	1,042	9,125	5,000	79%
349	367	Credit Card Fees	5,950	3,400	(2,550)	3,264	3,400	175%
633	922	Automobile Expenses	7,526	11,058	3,532	10,352	11,058	68%
128	183	Meals/Meetings	4,299	2,160	(2,139)	2,795	2,160	199%
(40)	275	Dues & Subscriptions	5,456	5,172	(284)	10,710	5,172	105%
-	631	Travel	2,269	8,238	5,969	9,172	8,238	28%
-	-	Bad Debt	300	-	(300)	-	-	-
776,556	1,809,155	Total Operating Expenses	5,101,256	5,566,499	465,243	7,823,309	5,566,499	92%
251	183	Revenues- Interest & Investment	590	2,200	1,610	1,429	2,200	27%
103	-	Purchase Discounts	103	-	(103)	-	-	#DIV/0!
(30,596)	(83,397)	Net Income (Loss)	35,614	1,279	34,335	136,799	1,279	-

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the year ended Jun 30, 2013
All Departments excl Infra and Transport

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 (100%)
Revenue								
203,434	203,432	Placer County TOT Funding	2,449,118	2,449,116	2	2,796,474	2,449,116	100%
9,821	10,355	Membership	115,298	124,265	(8,967)	107,375	124,265	93%
(1,045)	1,457	Revenues-Membership Activities	36,259	53,833	(17,574)	57,205	53,833	67%
300	744	Revenue-Tue AM Breakfast Club	9,529	8,927	602	12,572	8,927	107%
-	-	Special Events Autumn Food&Wii	-	-	0	78,947	-	-
-	-	Revenues - Retail - Nontaxable	-	-	0	352	-	-
867	-	Non-retail VIC income	3,561	-	3,561	120	-	-
9,569	22,010	Commissions	79,734	107,000	(27,266)	144,081	107,000	75%
9,809	8,000	Merchandise Sales	89,187	79,000	10,187	26,648	79,000	113%
-	3,679	Miscellaneous	75	35,000	(34,925)	(3)	35,000	0%
232,755	249,677	Total Revenue	2,782,761	2,857,141	(74,380)	3,223,771	2,857,141	97%
20	-	Purchases - Resale Items	40	-	40	-	-	-
20	-	Total Cost of Goods Sold	40	-	40	-	-	-
Operating Expenses								
57,162	93,734	Salaries & Wages	1,040,609	1,073,944	33,335	1,076,303	1,073,944	97%
14,220	13,629	Rent	166,777	163,529	(3,248)	121,712	163,529	102%
2,758	1,380	Telephone	31,670	19,541	(12,129)	23,499	19,541	162%
208	280	Mail - USPS	3,950	3,355	(595)	4,149	3,355	118%
1,193	657	Insurance/Bonding	13,185	7,885	(5,300)	7,455	7,885	167%
1,120	973	Supplies	13,440	11,618	(1,822)	15,255	11,618	116%
33	-	Visitor Communications - Other	483	-	(483)	230	-	-
930	961	Depreciation	11,800	11,554	(246)	11,283	11,554	102%
268	813	Equipment Support & Maintenan	9,068	9,750	682	12,743	9,750	93%
4	375	Taxes, Licenses & Fees	2,202	2,134	(68)	1,824	2,134	103%
-	-	Miscellaneous Expense	371	-	(371)	8	-	-
1,560	1,162	Equipment Rental/Leasing	17,655	13,988	(3,667)	12,739	13,988	126%
-	600	Training Seminars	2,091	2,600	509	1,813	2,600	80%
-	416	Public Outreach	-	1,662	1,662	-	1,662	0%
(135)	1,000	Professional Fees	27,873	26,975	(898)	30,880	26,975	103%
87,156	-	Marketing Programs	195,966	196,600	634	195,752	196,600	100%
-	-	Autumn Food & Wine	-	-	0	78,947	-	-
27,936	47,653	Special Events	173,458	190,153	16,695	180,172	190,153	91%
594	3,410	Membership Activities	26,547	45,580	19,033	43,212	45,580	58%
584	500	Tuesday Morning Breakfast Club	8,847	6,000	(2,847)	9,659	6,000	147%
-	-	Classified Ads	477	-	(477)	3,337	-	-
70	-	Promotions/Giveaways	995	-	(995)	41	-	-
-	13,000	Market Study Reports/Research	13,433	18,000	4,567	84,327	18,000	75%
80,762	80,545	Marketing Cooperative/Media	969,144	966,566	(2,578)	1,092,000	966,566	100%
-	-	Media/Collateral/Production	-	-	0	189,149	-	-
52,615	47,717	Miscellaneous Programs	79,007	88,731	9,724	17,238	88,731	89%
-	10,000	Conference - PUD	-	10,000	10,000	10,164	10,000	0%
10,570	4,000	Cost of Goods Sold	47,543	33,000	(14,543)	21,863	33,000	144%
286	252	Associate Relations	1,814	2,825	1,011	2,706	2,825	64%
327	417	Board Functions	3,958	5,000	1,042	9,125	5,000	79%
349	367	Credit Card Fees	5,950	3,400	(2,550)	3,264	3,400	175%
372	405	Automobile Expenses	5,522	4,858	(664)	6,952	4,858	114%
76	158	Meals/Meetings	3,925	1,960	(1,965)	2,714	1,960	200%
(40)	250	Dues & Subscriptions	5,335	5,000	(335)	10,566	5,000	107%
-	631	Travel	2,269	8,238	5,969	9,172	8,238	28%
-	-	Bad Debt	300	-	(300)	-	-	-
340,978	325,285	Total Operating Expenses	2,885,664	2,934,446	48,782	3,290,253	2,934,446	98%
251	150	Revenues- Interest & Investment	590	1,800	1,210	1,089	1,800	33%
103	-	Purchase Discounts	103	-	(103)	-	-	#DIV/0!
-6,329	-6,399	Allocated	(75,943)	(76,785)	(842)	(77,108)	(76,785)	0%
(101,560)	(69,059)	Net Income (Loss)	(26,307)	1,280	27,587	11,715	1,280	-

North Lake Tahoe Resort Association
Departmental Summary
 For the Year Ending Jun 30, 2013

	Marketing	Conference	Visitor Information	Marketing Subtotal	Transportation	Membership	Administration	Subtotal	Infrastructure	TOTAL
Revenue										
Placer County TOT Funding	1,783,840	352,098	313,180	2,449,118	1,001,122	0	0	1,001,122	1,352,334	4,802,574
Membership	-	7,850	-	7,850	-	107,448	-	107,448	-	115,298
Revenue-Membership Activities	-	-	-	-	-	36,259	-	36,259	-	36,259
Revenue-Tue AM Breakfast Club	-	-	-	-	-	9,529	-	9,529	-	9,529
Non-retail VIC income	-	-	3,561	3,561	-	-	-	-	-	3,561
Commissions	669	79,064	-	79,734	-	-	-	-	-	79,734
Merchandise Sales	-	-	89,187	89,187	-	-	-	-	-	89,187
Miscellaneous	-	-	-	-	-	-	75	75	-	75
Total Revenue	1,784,509	439,012	405,928	2,629,450	1,001,122	153,236	75	1,154,433	1,352,334	5,136,217
Purchases - Resale Items	-	-	40	40	-	-	-	-	-	40
Total Cost of Goods Sold	-	-	40	40	-	-	-	-	-	40
Operating Expenses										
Salaries & Wages	275,431	213,370	197,191	685,992	80,223	74,793	279,824	434,840	83,939	1,204,771
Rent	20,875	10,518	104,454	135,847	7,427	7,427	23,503	38,358	11,483	185,688
Telephone	11,396	2,988	5,346	19,729	2,660	3,763	8,178	14,601	2,725	37,055
Mail - USPS	949	900	739	2,588	13	733	629	1,375	13	3,976
Insurance/Bonding	2,735	2,628	3,424	8,787	470	1,265	3,153	4,868	469	14,124
Supplies	2,485	863	5,350	8,698	437	1,435	3,307	5,179	490	14,367
Visitor Communications - Other	75	-	408	483	-	-	-	-	-	483
Depreciation	3,512	1,826	1,826	7,164	1,124	1,124	3,512	5,759	1,124	14,047
Equipment Support & Maintenance	2,522	1,399	1,646	5,567	551	551	2,949	4,052	551	10,171
Taxes, Licenses & Fees	380	94	588	1,062	58	58	1,082	1,198	58	2,318
Miscellaneous Expense	22	-	-	22	-	-	349	349	-	371
Equipment Rental/Leasing	2,483	2,212	6,049	10,743	1,907	4,017	2,894	8,819	1,907	21,469
Training Seminars	1,137	-	1,137	1,137	-	160	774	954	-	2,091
Professional Fees	-	-	3,053	3,053	-	160	24,660	24,820	-	27,873
Research & Planning	-	-	-	-	3,000	-	-	3,000	-	3,000
Research & Planning	-	-	-	-	29,606	-	-	29,606	51,318	80,924
Transportation Projects	-	-	-	-	817,692	-	-	817,692	65,900	883,592
Infrastructure Projects	-	-	-	-	-	-	-	-	1,047,721	1,047,721
Marketing Programs	195,966	-	-	195,966	-	-	-	-	-	195,966
Special Events	173,458	-	-	173,458	-	-	-	-	-	173,458
Membership Activities	183	93	93	368	93	26,087	93	26,272	93	26,733
Tuesday Morning Breakfast Club	-	-	-	-	-	8,847	-	8,847	-	8,847
Classified Ads	-	-	-	-	-	477	-	477	-	477
Promotions/Giveaways	223	772	-	995	-	-	-	-	-	995
Market Study Reports/Research	13,433	-	-	13,433	-	-	-	-	-	13,433
Marketing Cooperative/Media	835,152	133,992	-	969,144	-	-	-	-	-	969,144
Miscellaneous Programs	74,190	-	4,595	78,785	-	222	-	222	-	79,007
Cost of Goods Sold	-	-	47,543	47,543	-	-	-	-	-	47,543
Associate Relations	107	394	502	1,003	7	46	766	819	33	1,854
Board Functions	-	-	-	-	-	-	-	-	-	-
Credit Card Fees	475	-	3,032	3,507	-	-	3,958	3,958	-	3,958
Automobile Expenses	1,863	1,277	1,980	5,119	-	2,443	262	2,443	-	5,950
Meals/Meetings	2,345	117	472	2,934	1,000	321	670	1,402	1,004	7,526
Dues & Subscriptions	1,242	1,470	-	2,712	61	601	2,022	1,037	328	4,299
Travel	2,205	-	65	2,269	-	-	-	2,663	61	5,456
Bad Debt	300	-	-	300	-	-	-	-	-	2,269
Total Operating Expenses	1,625,144	374,913	388,356	2,388,408	946,375	134,691	362,565	1,443,630	1,269,217	5,101,256
Operating Income (Loss)	159,365	64,099	17,532	241,002	54,747	18,545	(362,490)	(289,197)	83,117	34,921
Revenues- Interest & Investment	-	-	-	-	-	-	590	590	-	590
Purchase Discounts	-	-	103	103	-	-	-	-	-	103
Allocated	134,142	81,989	47,552	263,684	33,849	34,948	(374,575)	(305,778)	42,094	-
Net Income (Loss)	25,223	(17,890)	(29,917)	(22,579)	20,898	(16,403)	12,675	17,171	41,023	35,614

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Year Ended Jun 30, 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 (100%)
Revenue								
148,173	148,171	Placer County TOT Funding	1,783,840	1,783,838	2	2,147,191	1,783,838	100%
-	-	Special Events Autumn Food&Wine	-	-	0	78,947	-	-
-	-	Commissions	669	7,000	(6,331)	2,771	7,000	10%
148,173	148,171	Total Revenue	1,784,509	1,790,838	(6,329)	2,228,909	1,790,838	100%
Operating Expenses								
18,506	23,957	Salaries & Wages	275,431	282,026	6,595	293,695	282,026	98%
-	-	Sales Commissions	-	-	-	10,349	-	-
1,858	1,631	Rent	20,875	19,577	(1,298)	23,388	19,577	107%
1,295	300	Telephone	11,396	4,488	(6,908)	8,977	4,488	254%
12	85	Mail - USPS	949	1,020	71	1,253	1,020	93%
241	200	Insurance/Bonding	2,735	2,400	(335)	2,218	2,400	114%
112	388	Supplies	2,485	4,601	2,116	4,148	4,601	54%
-	-	Visitor Communications - Other	75	-	(75)	-	-	-
277	284	Depreciation	3,512	3,430	(82)	3,402	3,430	102%
150	150	Equipment Support & Maintenance	2,522	1,800	(722)	3,737	1,800	140%
-	-	Taxes, Licenses & Fees	380	233	(147)	204	233	163%
-	-	Miscellaneous Expense	22	-	(22)	-	-	-
228	163	Equipment Rental/Leasing	2,483	2,000	(483)	1,920	2,000	124%
-	-	Training Seminars	1,137	-	(1,137)	1,069	-	-
87,156	-	Marketing Programs	195,966	196,600	634	195,752	196,600	100%
-	-	Autumn Food & Wine	-	-	-	78,947	-	-
27,936	47,653	Special Events	173,458	190,153	16,695	180,172	190,153	91%
-	-	Membership Activities	183	-	(183)	-	-	-
-	-	Classified Ads	-	-	-	200	-	-
-	-	Promotions/Giveaways	223	-	(223)	-	-	-
-	13,000	Market Study Reports/Research	13,433	18,000	4,567	84,327	18,000	75%
69,596	69,101	Marketing Cooperative/Media	835,152	829,243	(5,909)	938,000	829,243	101%
-	-	Media/Collateral/Production	-	-	-	165,156	-	-
52,615	47,675	Miscellaneous Programs	74,190	87,675	13,485	1,550	87,675	85%
69	50	Associate Relations	107	400	293	443	400	27%
-	125	Credit Card Fees	475	500	25	387	500	95%
48	150	Automobile Expenses	1,863	1,800	(63)	1,944	1,800	104%
46	100	Meals/Meetings	2,345	1,200	(1,145)	2,044	1,200	195%
-	-	Dues & Subscriptions	1,242	1,500	258	6,884	1,500	83%
-	631	Travel	2,205	7,574	5,369	6,876	7,574	29%
-	-	Bad Debt	300	-	(300)	-	-	-
260,145	205,643	Total Operating Expenses	1,625,144	1,656,220	31,076	2,017,042	1,656,220	98%
11,179	11,262	Allocated	134,142	135,142	1,000	148,843	135,142	99%
(123,151)	(68,734)	Net Income (Loss)	25,223	(524)	25,747	63,024	(524)	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Year Ended Jun 30, 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 (100%)
Revenue								
29,246	29,246	Placer County TOT Funding	352,098	352,098	0.00	327,833	352,098	100%
716	541	Membership	7,850	6,497	1,353.00	6,354	6,497	121%
9,569	21,593	Commissions	79,064	95,000	(15,936.00)	141,310	95,000	83%
39,531	51,380	Total Revenue	439,012	453,595	(14,583.00)	475,497	453,595	97%
Operating Expenses								
13,935	16,829	Salaries & Wages	213,370	198,340	(15,030)	195,338	198,340	108%
931	835	Rent	10,518	10,014	(504)	11,939	10,014	105%
220	246	Telephone	2,988	3,408	420	3,666	3,408	88%
17	65	Mail - USPS	900	780	(120)	1,007	780	115%
241	100	Insurance/Bonding	2,628	1,200	(1,428)	1,111	1,200	219%
31	149	Supplies	863	1,782	919	1,656	1,782	48%
144	150	Depreciation	1,826	1,800	(26)	1,714	1,800	101%
26	108	Equipment Support & Maintenc	1,399	1,300	(99)	1,303	1,300	108%
-	-	Taxes, Licenses & Fees	94	130	36	106	130	72%
197	142	Equipment Rental/Leasing	2,212	1,700	(512)	1,619	1,700	130%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	50	-	-
70	-	Promotions/Giveaways	772	-	(772)	41	-	-
11,166	11,444	Marketing Cooperative/Media	133,992	137,323	3,331	154,000	137,323	98%
-	10,000	Conference - PUD	-	10,000	10,000	10,164	10,000	0%
44	42	Associate Relations	394	500	106	476	500	79%
111	80	Automobile Expenses	1,277	958	(319)	1,065	958	133%
-	-	Meals/Meetings	117	-	(117)	45	-	-
-	-	Dues & Subscriptions	1,470	1,500	30	1,990	1,500	98%
-	-	Travel	-	-	-	-	-	-
-	-	Bad Debt	-	-	-	-	-	-
27,133	40,190	Total Operating Expenses	374,913	370,735	(4,178)	387,290	370,735	101%
6,832	6,914	Allocated	81,989	82,965	976	86,164	82,965	99%
5,566	4,276	Net Income (Loss)	(17,890)	(105)	(17,785)	2,043	(105)	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Year Ended Jun 30, 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 (100%)
Revenue								
\$ 380,029	95,560	Placer County TOT Funding	1,001,122	1,146,566	(145,444)	1,040,543	1,146,566	87%
380,029	95,560	Total Revenue	1,001,122	1,146,566	(145,444)	1,040,543	1,146,566	87%
Operating Expenses								
15,612	6,953	Salaries & Wages	80,223	80,239	16	70,249	80,239	100%
660	586	Rent	7,427	7,034	(393)	8,362	7,034	106%
206	171	Telephone	2,660	2,328	(332)	2,332	2,328	114%
1	-	Mail - USPS	13	-	(13)	9	-	-
38	67	Insurance/Bonding	470	800	330	744	800	59%
19	67	Supplies	437	800	363	787	800	55%
89	92	Depreciation	1,124	1,104	(20)	1,062	1,104	102%
16	56	Equipment Support & Maintenance	551	670	119	556	670	82%
-	-	Taxes, Licenses & Fees	58	100	42	65	100	58%
168	117	Equipment Rental/Leasing	1,907	1,400	(507)	1,371	1,400	136%
-	444	Public Outreach	-	1,773	1,773	-	1,773	0%
-	-	Research & Planning Membership	3,000	5,000	2,000	3,000	5,000	60%
2,625	7,500	Research & Planning	29,606	30,000	394	32,838	30,000	99%
377,985	90,333	Transportation Projects	817,692	977,000	159,308	783,348	977,000	84%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	280	-	-
7	13	Associate Relations	7	150	143	105	150	5%
131	350	Automobile Expenses	1,000	4,200	3,200	1,691	4,200	24%
-	-	Meals/Meetings	46	100	54	41	100	46%
-	-	Dues & Subscriptions	61	72	11	72	72	85%
397,557	106,749	Total Operating Expenses	946,375	1,112,770	166,395	906,912	1,112,770	85%
2,821	2,816	Allocated	33,849	33,796	(53)	36,161	33,796	100%
(20,349)	(14,005)	Net Income (Loss)	20,898	-	20,898	97,470	-	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

for the year ended Jun 30, 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 (100%)
Revenue								
26,014	26,014	Placer County TOT Funding	313,180	313,180	0	321,450	313,180	100%
0	0	Revenues - Retail - Nontaxable	0	0	0	352	0	-
867	0	Non-retail VIC income	3,561	0	3,561	120	0	-
9,809	8,000	Merchandise Sales	89,187	79,000	10,187	26,648	79,000	113%
0	3,679	Miscellaneous	0	35,000	(35,000)	70	35,000	0%
36,690	37,693	Total Revenue	405,928	427,180	(21,252)	348,640	427,180	95%
20	0	Purchases - Resale Items	40	0	(40)	0	0	
20	0	Total Cost of Goods Sold	40	0	(40)	0	0	
Operating Expenses								
12,247	20,582	Salaries & Wages	197,191	215,026	17,835	183,691	215,026	92%
-	-	Sales Commissions	-	-	-	5,236	-	-
8,575	8,943	Rent	104,454	107,294	2,840	52,454	107,294	97%
328	155	Telephone	5,346	2,328	(3,018)	2,130	2,328	230%
121	15	Mail - USPS	739	180	(559)	349	180	411%
317	83	Insurance/Bonding	3,424	1,000	(2,424)	1,111	1,000	342%
384	83	Supplies	5,350	1,000	(4,350)	4,476	1,000	535%
33	0	Visitor Communications - Other	408	0	(408)	230	0	-
144	149	Depreciation	1,826	1,788	(38)	1,714	1,788	102%
26	150	Equipment Support & Maintenance	1,646	1,800	154	3,614	1,800	91%
0	0	Taxes, Licenses & Fees	588	206	(382)	672	206	285%
526	333	Equipment Rental/Leasing	6,049	4,000	(2,049)	4,220	4,000	151%
0	0	Training Seminars	0	1,000	1,000	0	1,000	0%
-135	250	Professional Fees	3,053	4,975	1,922	1,430	4,975	61%
0	0	Membership Activities	93	0	(93)	432	0	-
0	0	Classified Ads	0	0	0	1,137	0	-
0	0	Media/Collateral/Production	0	0	0	23,993	0	-
0	42	Miscellaneous Programs	4,595	500	(4,095)	15,688	500	919%
10,570	4,000	Cost of Goods Sold	47,543	33,000	(14,543)	21,863	33,000	144%
77	29	Associate Relations	502	350	(152)	424	350	143%
176	58	Credit Card Fees	3,032	700	(2,332)	713	700	433%
206	25	Automobile Expenses	1,980	300	(1,680)	2,139	300	660%
0	0	Meals/Meetings	472	60	(412)	132	60	787%
0	0	Dues & Subscriptions	0	0	0	36	0	#DIV/0!
0	0	Travel	65	0	0	0	0	-
33,595	34,897	Total Operating Expenses	388,356	375,507	(12,849)	327,884	375,507	103%
103	0	Purchase Discounts	103	0	0	0	0	#DIV/0!
103	0	Total Other Income	103	0	(103)	0	0	#DIV/0!
3,963	3,814	Allocated	47,552	45,764	(1,788)	64,868	45,764	0%
-785	(1,018)	Net Income (Loss)	(29,917)	5,909	(35,826)	(44,112)	5,909	

E10

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Year Ended Jun 30, 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 (100%)
Revenue								
132,842	1,380,338	Placer County TOT Funding	1,352,334	1,561,871	(209,537)	3,694,365	1,561,871	87%
132,842	1,380,338	Total Revenue	1,352,334	1,561,871	(209,537)	3,694,365	1,561,871	87%
Operating Expenses								
8,570	7,312	Salaries & Wages	83,939	84,021	82	76,892	84,021	100%
-	-	Sales Commissions	-	-	-	2,155	-	-
660	627	Rent	11,483	7,528	(3,955)	8,362	7,528	153%
206	96	Telephone	2,725	1,440	(1,285)	2,332	1,440	189%
1	1	Mail - USPS	13	15	2	18	15	87%
38	67	Insurance/Bonding	469	800	331	735	800	59%
19	125	Supplies	490	1,500	1,010	1,001	1,500	33%
89	92	Depreciation	1,124	1,104	(20)	1,051	1,104	102%
16	60	Equipment Support & Maintenance	551	720	169	656	720	77%
-	-	Taxes, Licenses & Fees	58	1,100	1,042	1,025	1,100	5%
-	171	Miscellaneous Expense	-	684	684	-	684	0%
168	120	Equipment Rental/Leasing	1,907	1,440	(467)	1,370	1,440	132%
-	42	Training Seminars	-	500	500	378	500	0%
-	-	Public Outreach	-	300	300	-	300	0%
14,533	4,337	Research & Planning	51,318	52,000	682	34,119	52,000	99%
13,532	1,363,831	Infrastructure Projects	1,113,621	1,363,831	250,210	3,491,691	1,363,831	82%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	0	280	-	-
7	25	Associate Relations	33	100	67	105	100	33%
131	167	Automobile Expenses	1,004	2,000	996	1,710	2,000	50%
52	25	Meals/Meetings	328	100	(228)	39	100	328%
-	25	Dues & Subscriptions	61	100	39	72	100	61%
38,022	1,377,123	Total Operating Expenses	1,269,217	1,519,283	250,066	3,623,991	1,519,283	84%
-	33	Revenues- Interest & Investment	-	400	400	339	400	-
3,508	3,582	Allocated	42,094	42,988	894	40,947	42,988	98%
91,312	(334)	Net Income (Loss)	41,023	-	41,023	29,766	-	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Year Ended Jun 30, 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 (100%)
Revenue								
9,105	9,814	Membership	107,448	117,768	(10,320)	101,021	117,768	91%
(1,045)	1,457	Revenues-Membership Activities	36,259	53,833	(17,574)	57,205	53,833	67%
300	744	Revenue-Tue AM Breakfast Clut	9,529	8,927	602	12,572	8,927	107%
-	417	Commissions	-	5,000	(5,000)	-	5,000	0%
8,360	12,432	Total Revenue	153,236	185,528	(32,292)	170,798	185,528	
Operating Expenses								
5,794	6,716	Salaries & Wages	74,793	78,352	3,559	71,131	78,352	95%
660	589	Rent	7,427	7,068	(359)	8,398	7,068	105%
308	196	Telephone	3,763	2,640	(1,123)	2,798	2,640	143%
-	50	Mail - USPS	733	600	(133)	764	600	122%
114	65	Insurance/Bonding	1,265	785	(480)	735	785	161%
103	83	Supplies	1,435	1,000	(435)	1,287	1,000	144%
89	92	Depreciation	1,124	1,104	(20)	1,052	1,104	102%
16	79	Equipment Support & Maintenanc	551	950	399	806	950	58%
-	-	Taxes, Licenses & Fees	58	65	7	65	65	89%
349	242	Equipment Rental/Leasing	4,017	2,900	(1,117)	2,800	2,900	139%
-	-	Training Seminars	180	1,000	820	-	1,000	18%
-	-	Professional Fees	160	-	(160)	-	-	-
594	3,410	Membership Activities	26,087	45,580	19,493	42,781	45,580	57%
584	500	Tuesday Morning Breakfast Club	8,847	6,000	(2,847)	9,659	6,000	147%
-	-	Classified Ads	477	-	(477)	755	-	-
-	-	Miscellaneous Programs	222	556	334	-	556	40%
21	31	Associate Relations	46	375	329	337	375	12%
173	183	Credit Card Fees	2,443	2,200	(243)	2,164	2,200	111%
-	125	Automobile Expenses	141	1,500	1,359	1,212	1,500	9%
-	25	Meals/Meetings	321	300	(21)	118	300	107%
-	250	Dues & Subscriptions	601	1,000	399	838	1,000	60%
-	-	Travel	-	664	664	-	664	0%
-	-	Bad Debt	-	-	-	-	-	-
8,805	12,636	Total Operating Expenses	134,691	154,639	19,948	147,700	154,639	87%
2,912	2,907	Allocated	34,948	34,889	59	38,852	34,889	100%
(3,357)	(3,111)	Net Income (Loss)	(16,403)	(4,000)	(12,403)	(15,754)	(4,000)	410%

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Year Ended Jun 30, 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 (100%)
		Revenue						
-	-	Miscellaneous	75	-	75	(73)	-	-
-	-	Total Revenue	75	-	75	(73)	-	-
		Operating Expenses						
18,680	25,649	Salaries & Wages	291,824	300,200	8,376	305,095	300,200	97%
-	-	Sales Commissions	-	-	-	11,768	-	-
1,986	1,631	Rent	23,293	19,577	(3,716)	25,533	19,577	119%
607	482	Telephone	8,178	6,676	(1,502)	5,927	6,676	122%
58	65	Mail - USPS	629	775	146	776	775	81%
279	208	Insurance/Bonding	3,133	2,500	(633)	2,278	2,500	125%
490	270	Supplies	3,307	3,235	(72)	3,689	3,235	102%
277	286	Depreciation	3,512	3,432	(80)	3,402	3,432	102%
50	325	Equipment Support & Maintenance	2,949	3,900	951	3,284	3,900	76%
4	375	Taxes, Licenses & Fees	1,082	1,500	418	776	1,500	72%
-	-	Miscellaneous Expense	349	-	(349)	8	-	-
261	282	Equipment Rental/Leasing	2,894	3,388	494	2,180	3,388	85%
-	600	Training Seminars	774	600	(174)	744	600	129%
-	416	Public Outreach	-	1,662	1,662	-	1,662	0%
-	750	Professional Fees	24,660	22,000	(2,660)	29,450	22,000	112%
-	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	1,195	-	-
76	100	Associate Relations	766	1,200	434	1,025	1,200	64%
327	417	Board Functions	3,958	5,000	1,042	9,125	5,000	79%
6	25	Automobile Expenses	262	300	38	593	300	87%
30	33	Meals/Meetings	670	400	(270)	376	400	168%
(40)	-	Dues & Subscriptions	2,022	1,000	(1,022)	818	1,000	202%
-	-	Travel	-	-	-	2,297	-	-
23,091	31,914	Total Operating Expenses	374,355	377,345	2,990	410,339	377,345	99%
(31,215)	(31,295)	Allocated	(374,575)	(375,545)	(970)	(415,836)	(375,545)	100%
8,375	(469)	Net Income (Loss)	885	-	885	6,513	-	-

**NLT Chamber/CVB/Resort Association
Statement of Infrastructure and Transportation Activities
For the Twelve Months Ending June 30, 2013**

Current Month	Infrastructure Project Costs	Year to Date
14,533.00	Research/Planning/Infrastructure	51,317.57
	Northstar Community Multi-Purpose Trail	103,114.15
	Lakeside Bike Trail	218,041.41
11,310.00	Wayfinding Signage Site Master Plan	36,985.00
2,221.81	Squaw Valley Trail Snow Removal	60,621.69
	Visitors Centers Exhibits	40,586.11
	Water Shuttle	189,487.59
	Reclassify expense originally to Water Shuttle	(4,594.50)
	Tahoe Vista Recreation Area	385,900.30
	Coordinated Skier Shuttle Program	65,900.00
	Gateway Lighting	17,579.00
28,064.81	Total Infrastructure Project Costs	1,164,938.32
Transportation Project Costs		
2,625.00	Research/Planning/Transportation	30,606.30
	Membership Transportation	3,000.00
14,600.00	Winter Traffic Management	17,242.36
5,206.59	Summer Traffic Management	8,359.19
	Winter Night Service Transit	210,000.00
125,000.00	Year-round TART Hwy 89 Transit (Spr & Fall)	125,000.00
44,000.00	Winter Transit TART Hwy 267	44,000.00
34,612.88	North Lake Tahoe Express	97,640.66
45,000.00	Winter TART Hwy 89 & Northstar	45,000.00
46,219.00	Enhanced Summer Transit	46,219.00
	Sugar Bowl Skier Shuttle	19,000.00
	Summer Night Service	141,884.00
63,347.00	Enhanced Snowplowing	63,347.00
	Parnter contribution	(1,000.00)
380,610.47	Total Transportation Project Costs	850,298.51
408,675.28	Total Project Costs	2,015,236.83

June Quickbooks Accounts Receivable												
		Chamber/Conf	Group	Ski Tahoe North	Misc.							
Total	Business Name	age	amount	age	amount	age	amount	age	amount	age	amount	Status
250.00	ARTour				250.00	30			5/1/13 Kiosk rental			Under 90 days
19.80	Coldstream Adventures				19.80	60			4/30/13 ticket comm			Under 90 days
550.00	Gar Woods	new	550.00						6/1/13 Conf memb			New
681.10	Hyatt			30	681.10				5/31/13 Groups			Paid
613.30	Hyatt			30	613.30				5/31/13 Groups			Paid
258.00	Mourelatos Lakeshore Resort			new	258.00				6/30/13 Groups			New
8,490.59	NLT Marketing Co-op					60	8,490.59		4/30/13 Apr credit card			Paid
13,445.05	NLT Marketing Co-op					30	13,445.05		5/31/13 May credit card			Paid
5,815.86	NLT Marketing Co-op					new	5,815.86		6/30/13 June credit card			New
1,030.40	Orbitz			30	1,030.40				5/31/13 STN vouchers			Paid
550.00	RMC	new	550.00						6/1/13 Conf memb			New
6,422.60	Squaw Valley Resort			30	6,422.60				5/31/13 Lost STN vouchers			Under 90 days
225.00	TCPUD					90	225.00		1/31/13 Kiosk rental			Paid
550.00	Tahoe Donner Assoc	new	550.00						6/1/13 Conf memb			New
50.00	Tahoe Sailing Charters					new	50.00		6/1/13 Brochure of Mo-June			Paid
50.00	Tahoma Meadows B & B					30	50.00		5/31/13 Brochure of Month			Paid
1,123.20	The Beach Retreat			new	1,123.20				6/30/13 Groups			New
320.81	The Landing Resort & Spa	new	320.81						6/1/13 Conf memb (pro rated)			New
2,088.60	The Resort at Squaw Creek			60	2,088.60				4/30/13 Groups			Under 90 days
4,228.10	The Resort at Squaw Creek			30	4,228.10				5/31/13 Groups			Under 90 days
134.10	The Resort at Squaw Creek			new	134.10				6/30/13 Groups			New
8,376.50	The Ritz-Carlton Lake Tahoe			new	8,376.50				6/30/13 Groups			New
3,172.50	The Ritz-Carlton Lake Tahoe			new	3,172.50				6/30/2013 Groups			New
1,030.40	Virgin Holidays			60	1,030.40				4/9/2013 STN vouchers			Sending a check
59,475.91			1,970.81		27,098.00		2,060.80		28,096.30			

June 2013 WebLink Accounts Receivable										
Total	Business Name	Chamber/Conf		Membership		For	Status			
		age	amount	age	amount					
75.00	Creative Concepts			90	75.00	1/31/13 (706) Email blast	Accountant is researching			
75.00	Creative Concepts			60	75.00	4/30/2013 (914) Email blast	Under 90 days			
75.00	Creative Concepts			30	75.00	5/31/13 (962) Email blast	Under 90 days			
75.00	Creative Concepts			new	75.00	6/30/13 (1000) Email blast	New			
85.00	Gallery Keoki			90	85.00	3/27/13 (845) Awards Dinner	Under 90 days			
75.00	HD96 Publishing			60	75.00	4/30/13 (915) Email blast	Under 90 days			
170.00	Homewood Mtn Resort			90	170.00	3/27/13 Awards Dinner	Under 90 days			
75.00	Lighthouse Spa			30	75.00	5/31/13 (963) Email blast	New			
140.00	Mountain Lake Cleaning	90	140.00			12/1/12 Balance Chamber dues	Making payments			
75.00	Resort at Squaw Creek			30	75.00	5/31/13 (964) Email blast	New			
75.00	Smith & Jones			new	75.00	6/30/13 (1001) Email blast	New			
75.00	TRPA			60	75.00	4/30/13(916) Email blast	Under 90 days			
75.00	Tahoe Time Plaza			new	75.00	6/30/13 (1002) Email blast	New			
75.00	Tahoe Tree Company			30	75.00	5/31/13 (965) Email blast	New			
85.00	Tahoe TV			90	85.00	3/27/13 (852) Awards Dinner	Under 90 days			
210.00	Waterman's Landing	90	210.00			12/1/12 Chamber dues	Contacted; said will pay			
8,960.00	January memb billing - total	90	8,960.00			1/31/13 Chamber dues	Write-off letters sent			
530.00	March memb billing - total	90	530.00			3/1/2013 Chamber dues	Past due emails sent			
1,530.00	April memb billing - total	60	1,530.00			4/1/2013 Chamber dues	Under 90 days			
3,705.00	May memb billing - total	30	3,705.00			5/1/13 Chamber dues	Under 90 days			
5,085.00	June memb billing - total	new	5,085.00			6/1/13 Chamber dues	New			
21,325.00			20,160.00		1,165.00					

DRAFT

Lake Tahoe Tourism Fund Balance Carryover

Placer County Proposal

NLTRA Proposal

TOT Revenue:	\$ 1,450,372		
Recommended expenses:			
Infrastructure Account	\$725,372	\$1,115,372	\$25,000
Tahoe City Golf course LCV Challenge (R&P refund)			\$12,500
Olympic Museum Concept Plan (R&P refund)			\$33,000
KBCCIP Business Disruption Mitigation	\$654,872	\$1,044,872	
Discretionary Infrastructure Account	\$725,372	\$1,115,372	
Transportation Account	\$295,000	\$100,000	
Transportation Vision Economic Analysis	\$25,000		
Transportation Vision Polling	\$20,000		
Water Shuttle Expansion	\$250,000		
Transit Image Consolidation - Logo/Implementation	\$295,000		\$100,000
NLTRA Marketing Dept. (need Sofw)	\$430,000	\$235,000	\$200,000
Destination Visitor Marketing Plan (So Cal, San Diego)	\$250,000		
Photo and Video Assets	\$30,000		
Website Redesign	\$50,000		
Special Event Position (assist TCDA, WSA, NTBA)	\$65,000		\$35,000
Intercept and HPSI Research	\$35,000		
Total Expenses:	\$ 1,450,372	\$1,450,372	\$235,000

Recommendation: Any unused funding would accrue back to the Infrastructure Account held in the County Treasury at the end of FY 2013-14.

East Placer County Fund Balance Carryover

~\$966,914

Infrastructure Account

\$966,914

To the extent possible, the NLTRA respectfully requests that the Placer County portion (40%) of the fund balance generated in E. Placer County be placed in the Infrastructure Account to be spent on Infrastructure and Transportation needs of E. Placer County.

Sandy Evans Hall

From: Jennifer Merchant [JMerchan@placer.ca.gov]
Sent: Monday, August 26, 2013 12:41 PM
To: Sandy Evans Hall
Cc: David Boesch; Beverly Roberts
Subject: Friday meeting follow up

Hi Sandy-

Because our meeting was truncated prior to having much in-depth conversation on the draft FY 2012-13 fund balance budget we provided, I am following up with a more detailed narrative on each item. I've attached the document here so you also have an electronic version available.

Total FY 2012-13 fund balance available to the FY 2013-14 Tahoe Tourism budget: \$1,450,372

Squaw Valley Museum Concept Plan- \$12,500- This is shown as a reimbursement of funds currently budgeted in Research & Planning, that would be allocated to expedite the analysis. This is an outcome of meetings with the Museum Board, Ron Treabess, and the Poulsen family, and would develop a concept plan for moving forward with the museum on the five acre gateway parcel. This amount would be matched by the Poulsen family. We hope to have a draft ready for review by Ron and the Museum board soon, and move shortly thereafter to engage a consultant.

Tahoe City Golf Course LCV Challenge- \$25,000- I know you're aware of this one due to discussions prior to the last Oversight Committee meeting. As with the SV Museum, this would reimburse NLTRA R&P funds used to expedite the analysis.

KBCCIP Business Disruption Mitigation- \$33,000- The first of a proposed two-year plan to mitigate impacts on businesses associated with the KBCCIP. This is a project expense similar to that of other communities impacted by major roadway construction projects. It is over and above project expenses associated with outreach on planned road closures. Based on direction from the BOS, this amount has already been allocated from the Tahoe Tourism budget.

Lakeside Special Events- \$35,000- The Tahoe City Downtown Association has requested \$35,000 to fund a part time position dedicated solely to special event development and implementation. At our urging, this will be packaged by the TCDA and come in the form of a Scope of Work, metrics and budget to the NLTRA for review. It is possible that this position could be combined for use by the West Shore Association and NTBA, but these details have not been fully discussed.

Transit Image/Brand Consolidation- \$100,000- As you addressed in detail Friday, this is an important step in making the current Tahoe-Truckee transit system more user friendly. This would include creation of a committee (NLTRA, TMA, Truckee, Placer), development of a single logo and brand that encompasses all transit services under one name, and implementation of website and printed collateral updates, vehicle paint schemes and bus stop sign replacement. At this point in the project development, a complete budget has not been developed, but the amount is based on estimates of various components.

NLTRA Marketing Dept.- \$200,000- As we discussed Friday, we will need to work with you and Andy on a scope of work prior to BOS approval.

Infrastructure Account- \$1,044,872- The highest priority for Placer County is ensuring adequate resources for capital projects in the Tahoe area, hence the significant allocation.

Finally, David and I think the best next step would be to sit down with your Executive Committee, Phil, Bill, Kali and Vallie, for the purpose of reviewing both the list of issues you provided and the draft budget, so that we can determine an agreed-to path forward for both issues. I'll have Beverly send out an inquiry regarding everyone's availability sometime this week.

Please let me know if you'd like to discuss any of these items in further detail. I'm out of the office this week

from Wednesday through Friday, but will be back on Tuesday.

-Jennifer

JENNIFER MERCHANT
PRINCIPAL MANAGEMENT ANALYST
TAHOE MANAGER
530-546-1952
jmerchan@placer.ca.gov

NLT Chamber/CVB/ Resort Association

Financial Statements

For the One Month Ending July 31, 2013



August 29, 2013

To: Finance Committee

From: Kim Lambert

Re: Major Variances of the July 2013 Financial Statements

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

- Conference Commissions are under budget; properties have not sent billing information.
- Merchandise Sales are over budget due to strong sales in the Tahoe City Visitors Information Center.
- Special Events expense is under budget due to timing; budgeted money will be spent.
- Research & Planning (incl R&P Membership) is over budget due to timing.
- Variances in Infrastructure and Transportation Project Costs are due to timing of projects.

North Lake Tahoe Resort Association
BALANCE SHEET
Jul 31, 2013

Assets	July 31, 2013	July 31, 2012	June 30, 2013
Current Assets			
Petty Cash	500	500	500
Cash - Operations Acct #6712	521,403	622,773	549,620
Cash - Payroll Account #7421	12,941	17,105	13,480
Marketing Cooperative Cash	41,876	111,202	41,876
Cash - Infrastructure #8163	449,587	47,950	303,769
UBS Cash	8,860	8,562	8,856
Cash in Drawer	462	2,482	300
Accounts Receivable	45,336	113,868	59,476
A/R - Sales Estimates	7,077	860	9,429
A/R - TOT Funding	2,421,346	2,670,894	408,188
Undeposited Funds	450	225	352
WebLink Accounts Receivable	10,215	0	21,325
Inventory Asset	17,355	15,307	17,542
AR TOT Transportation NLTRA	839,044	729,156	112,926
AR TOT Transp County Held	108,781	469,000	108,781
AR TOT Infrastructure County	2,782,406	6,320,030	1,764,406
AR TOT Infra NLTRA Held	243,032	198,040	33,007
AR TOT Infra Maintenance County	150,000	0	0
Total Current Assets	7,705,552	11,572,612	3,498,709
Property and Equipment			
Furniture & Fixtures	68,768	64,991	67,102
Accum. Depr. - Furn & Fix	(62,548)	(54,081)	(61,802)
Computer Equipment	41,344	41,344	41,344
Accum. Depr. - Computer Equip	(39,940)	(38,139)	(39,940)
Computer Software	30,050	28,659	30,050
Accum. Amort. - Software	(23,911)	(20,423)	(23,620)
Leasehold Improvements	24,284	23,284	24,284
Accum. Amort - Leasehold Impr	(23,484)	(23,284)	(23,467)
Total Property and Equipment	14,564	22,350	13,951
Other Assets			
Prepaid Expenses	41,161	47,510	45,132
Prepaid Insurance	11,389	10,815	4,797
Total Other Assets	52,550	58,325	49,928
Total Assets	<u>7,772,666</u>	<u>11,653,287</u>	<u>3,562,588</u>
Liabilities and Net Assets			
	2013	2012	2013
Current Liabilities			
Accounts Payable	228,309	775,398	148,745
Salaries / Wages Payable	35,874	65,843	35,874
Empl. Federal Tax Payable	1,544	1,496	1,544
FUTA Taxes Payable	0	48	0
401 (k) Plan	(3,167)	11,976	655
Estimated PTO Liability	62,415	60,883	62,415
Sales and Use Tax Payable	330	831	1,302
Ski Tahoe North lift tickets	0	2,857	0
Marketing Cooperative Liabili	41,876	111,202	41,876
Intra-Company Borrowings	(41)	(984)	(139)
AFW Suspense Account	12,000	(7,766)	0
Payroll Liabilities	2,801	3,644	3,732
Deferred Rev - Membership Dues	71,898	64,568	81,113
Def Revenue - Other	19,374	13,456	19,441
Deferred Support	2,099,366	2,244,962	(0)
Deferred Support-Trans NLTRA	665,608	621,093	0
Deferred Support - Trans County	108,781	469,000	108,781
Deferred Support - Infra County	3,063,318	6,005,473	2,045,318
Deferred Support Infra NLTRA	192,524	181,537	1
Deferred Sup- Infra Maint. Res	292,096	150,000	142,096
Total Current Liabilities	6,894,907	10,775,517	2,692,754
Long-Term Liabilities			
Total Liabilities	6,894,907	10,775,517	2,692,754
Net Assets			
Unrestricted Net Assets	478,181	442,564	442,564
Designated Marketing Reserve	293,110	293,110	293,110
Designated Infra Maint Reserve	98,544	98,544	98,544
Net Income	7,924	43,552	35,617
Total Net Assets	877,759	877,770	869,835
Total Liabilities and Net Assets	<u>7,772,666</u>	<u>11,653,287</u>	<u>3,562,588</u>

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the month ended Jul 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 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
268,863	268,863	Placer County TOT Funding	268,863	268,863	0	277,119	3,226,360	8%
-	84,840	Cap Imp Funding - Placer Held	-	84,840	(84,840)	-	1,018,080	
10,592	10,686	Membership	10,592	10,686	(94)	9,438	128,232	8%
675	900	Revenues-Membership Activities	675	900	(225)	367	53,750	1%
1,200	769	Revenue-Tue AM Breakfast Club	1,200	769	431	138	9,228	13%
-	-	Revenue - Sponsorships	-	-	-	-	2,500	
1,017	500	Non-retail VIC income	1,017	500	517	-	7,000	-
2,848	15,000	Commissions	2,848	15,000	(12,152)	1,988	190,360	1%
17,531	12,500	Merchandise Sales	17,531	12,500	5,031	11,875	87,900	20%
-	-	Miscellaneous	-	-	0	75	-	
302,726	394,058	Total Revenue	302,726	394,058	(91,332)	301,000	4,723,410	6%
Operating Expenses								
92,642	99,762	Salaries & Wages	92,642	99,762	7,120	97,120	1,307,366	7%
15,354	16,265	Rent	15,354	16,265	911	14,945	186,345	8%
3,338	3,105	Telephone	3,338	3,105	(233)	2,175	37,274	9%
376	320	Mail - USPS	376	320	(56)	204	3,854	10%
1,270	1,258	Insurance/Bonding	1,270	1,258	(12)	853	15,065	8%
1,204	3,650	Supplies	1,204	3,650	2,446	4,294	14,528	8%
-	-	Visitor Communications - Other	-	-	0	-	408	-
1,053	1,198	Depreciation	1,053	1,198	145	1,145	14,421	7%
1,150	970	Equipment Support & Maintenance	1,150	970	(180)	700	11,635	10%
4	332	Taxes, Licenses & Fees	4	332	328	28	4,052	0%
-	29	Miscellaneous Expense	-	29	29	-	350	0%
2,048	1,794	Equipment Rental/Leasing	2,048	1,794	(254)	2,123	21,494	10%
-	-	Training Seminars	-	-	0	-	1,005	0%
200	-	Public Outreach	200	-	(200)	-	3,776	5%
-	-	Professional Fees	-	-	0	1,650	19,250	0%
3,000	-	Research & Planning Membership	3,000	-	(3,000)	-	5,000	60%
10,189	6,870	Research & Planning	10,189	6,870	(3,319)	12,028	82,000	12%
577	19,750	Transportation Projects	577	19,750	19,173	-	322,000	0%
59,106	-	Infrastructure Projects	59,106	-	(59,106)	31,592	1,018,080	6%
-	-	Marketing Programs	-	-	0	-	100,000	0%
1,354	10,000	Special Events	1,354	10,000	8,646	806	305,000	0%
416	440	Membership Activities	416	440	24	350	30,482	1%
705	737	Tuesday Morning Breakfast Club	705	737	32	570	8,844	8%
90,000	90,000	Marketing Cooperative/Media	90,000	90,000	0	80,762	795,000	11%
-	-	Media/Collateral/Production	-	-	0	-	1,574	-
-	-	Miscellaneous Programs	-	-	0	175	100,469	0%
-	-	Conference - PUD	-	-	0	-	8,000	0%
7,555	6,625	Cost of Goods Sold	7,555	6,625	(930)	3,250	46,587	16%
17	35	Associate Relations	17	35	18	-	2,165	1%
183	384	Board Functions	183	384	201	754	4,605	4%
562	468	Credit Card Fees	562	468	(94)	531	5,346	11%
568	733	Automobile Expenses	568	733	165	372	9,301	6%
30	231	Meals/Meetings	30	231	201	195	3,545	1%
1,060	996	Dues & Subscriptions	1,060	996	(64)	880	5,518	19%
929	453	Travel	929	453	201	-	6,934	13%
294,890	266,405	Total Operating Expenses	294,890	266,405	(28,485)	257,502	4,501,273	7%
10	-	Revenues- Interest & Investment	10	-	(10)	57	-	
79	-	Purchase Discounts	79	-	0	-	-	
0	1	Allocated	0	1	1	0	(2)	0%
-	1	Total Other Expenses	-	1	1	-	(2)	-
7,925	127,652	Net Income (Loss)	7,925	127,652	(119,727)	43,555	222,139	-

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the month ended Jul 31, 2013
All Departments excl Infra and Transpora

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 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
190,851	190,851	Placer County TOT Funding	190,851	190,851	0	204,153	2,290,217	8%
10,492	10,286	Membership	10,492	10,286	206	9,438	123,432	9%
100	400	New Member Fees	100	400	(300)	-	4,800	
675	900	Revenues-Membership Activities	675	900	(225)	367	53,750	1%
1,200	769	Revenue-Tue AM Breakfast Club	1,200	769	431	138	9,228	13%
-	-	Revenue - Sponsorships	-	-	-	-	2,500	
1,017	500	Non-retail VIC income	1,017	500	517	-	7,000	-
2,848	15,000	Commissions	2,848	15,000	(12,152)	1,988	190,360	1%
17,531	12,500	Merchandise Sales	17,531	12,500	5,031	11,875	87,900	20%
-	-	Miscellaneous	-	-	0	75	-	
224,714	231,206	Total Revenue	224,714	231,206	(6,492)	228,034	2,769,187	8%
Operating Expenses								
81,284	87,434	Salaries & Wages	81,284	87,434	6,150	85,035	1,133,278	7%
14,088	14,346	Rent	14,088	14,346	258	13,807	163,394	9%
2,687	2,688	Telephone	2,687	2,688	1	1,734	32,256	8%
376	320	Mail - USPS	376	320	(56)	200	3,830	10%
1,193	1,142	Insurance/Bonding	1,193	1,142	(51)	711	13,713	9%
1,085	3,515	Supplies	1,085	3,515	2,430	4,148	12,917	8%
-	-	Visitor Communications - Other	-	-	0	-	408	-
884	1,012	Depreciation	884	1,012	128	962	12,149	7%
954	871	Equipment Support & Maintenance	954	871	(83)	628	10,447	9%
4	294	Taxes, Licenses & Fees	4	294	290	28	3,525	0%
-	29	Miscellaneous Expense	-	29	29	-	350	-
1,683	1,500	Equipment Rental/Leasing	1,683	1,500	(183)	1,753	18,001	9%
-	-	Training Seminars	-	-	0	-	1,005	0%
-	-	Professional Fees	-	-	0	1,650	19,250	0%
-	-	Marketing Programs	-	-	0	-	100,000	0%
1,354	10,000	Special Events	1,354	10,000	8,646	806	305,000	0%
416	440	Membership Activities	416	440	24	350	30,482	1%
705	737	Tuesday Morning Breakfast Club	705	737	32	570	8,844	8%
90,000	90,000	Marketing Cooperative/Media	90,000	90,000	0	80,762	795,000	11%
-	-	Media/Collateral/Production	-	-	0	-	1,574	-
-	-	Miscellaneous Programs	-	-	0	175	100,469	0%
-	-	Conference - PUD	-	-	0	-	8,000	0%
7,555	6,625	Cost of Goods Sold	7,555	6,625	(930)	3,250	46,587	16%
17	35	Associate Relations	17	35	18	-	1,963	1%
183	384	Board Functions	183	384	201	754	4,605	4%
562	468	Credit Card Fees	562	468	(94)	531	5,346	11%
362	424	Automobile Expenses	362	424	62	261	5,601	6%
30	231	Meals/Meetings	30	231	201	195	3,220	1%
1,015	996	Dues & Subscriptions	1,015	996	(19)	880	5,378	19%
929	453	Travel	929	453	(19)	-	6,934	13%
207,366	223,944	Total Operating Expenses	207,366	223,944	16,578	199,190	2,853,526	7%
10	-	Revenues- Interest & Investment	10	-	(10)	57	-	
79	-	Purchase Discounts	79	-	0	-	-	
(7207)	(7206)	Allocated	(7207)	(7206)	1	(6329)	(86478)	0%
24,644	14,468	Net Income (Loss)	24,644	14,468	10,176	35,230	2,139	-

FS

**North Lake Tahoe Resort Association
Departmental Summary
For the Month Ending Jul 31, 2013**

	Marketing	Conference	Visitor Information	Marketing Subtotal	Transportation	Membership	Administration	Subtotal	Infrastructure	TOTAL
Revenue										
Placer County TOT Funding	139,442	24,951	26,458	190,851	60,510	9,706	0	60,510	17,502	268,863
Membership	-	786	-	786	-	100	-	9,706	-	10,492
New Member Fees	-	-	-	-	-	675	-	100	-	100
Revenues-Membership Activities	-	-	-	-	-	1,200	-	675	-	675
Revenue-Tue AM Breakfast Club	-	-	-	-	-	-	-	1,200	-	1,200
Non-retail VIC income	-	-	1,017	1,017	-	-	-	-	-	1,017
Commissions	-	2,848	-	2,848	-	-	-	-	-	2,848
Merchandise Sales	-	-	17,531	17,531	-	-	-	-	-	17,531
Total Revenue	139,442	28,585	45,006	213,033	60,510	11,681	-	72,191	17,502	302,726
Operating Expenses										
Salaries & Wages	20,596	15,262	17,726	53,584	5,228	5,451	22,249	32,928	6,130	92,642
Rent	1,783	894	8,804	11,482	633	633	1,973	3,240	633	15,354
Telephone	953	271	424	1,648	325	299	740	1,365	325	3,338
Mail - USPS	-	192	123	315	-	21	39	60	-	376
Insurance/Bonding	241	241	317	800	38	114	279	432	38	1,270
Supplies	207	81	544	831	50	50	204	303	70	1,204
Depreciation	263	137	137	537	84	84	263	432	84	1,053
Equipment Support & Maintenance	350	178	128	656	98	48	250	396	98	1,150
Taxes, Licenses & Fees	-	-	-	-	-	-	4	4	-	4
Equipment Rental/Leasing	264	235	443	942	183	149	592	924	183	2,048
Public Outreach	-	-	-	-	-	-	-	-	200	200
Research & Planning	-	-	-	-	3,000	-	-	3,000	-	3,000
Research & Planning	-	-	-	-	5,325	-	-	5,325	-	5,325
Transportation Projects	-	-	-	-	577	-	-	577	-	577
Infrastructure Projects	-	-	-	-	-	-	-	-	-	-
Special Events	1,354	-	-	1,354	-	-	-	-	-	1,354
Membership Activities	-	-	-	-	-	-	-	-	-	-
Tuesday Morning Breakfast Club	-	-	-	-	-	416	-	416	-	416
Marketing Cooperative/Media	80,000	10,000	-	90,000	-	705	-	705	-	90,000
Cost of Goods Sold	-	-	7,555	7,555	-	-	-	-	-	7,555
Associate Relations	-	-	-	-	-	-	17	17	-	17
Board Functions	-	-	-	-	-	-	-	-	-	-
Credit Card Fees	-	-	310	310	-	-	183	183	-	183
Automobile Expenses	132	-	230	362	103	252	-	252	-	562
Meals/Meetings	30	-	-	30	-	-	-	103	103	568
Dues & Subscriptions	925	-	-	925	23	45	-	113	23	30
Travel	-	-	-	-	-	-	929	929	-	1,060
Total Operating Expenses	107,098	27,491	36,741	171,331	15,667	8,267	27,767	51,704	71,857	294,890
Operating Income (Loss)	32,344	1,094	8,265	41,702	44,843	3,414	(27,767)	20,487	(54,355)	7,836
Revenues- Interest & Investment	-	-	-	-	-	-	10	10	-	10
Purchase Discounts	-	-	79	79	-	-	-	-	-	79
Total Other Income	-	-	79	79	-	-	10	10	-	89
Allocated	15,778	3,746	3,490	23,014	2,989	2,989	(33,210)	(27,232)	4,218	-
Total Other Expenses	15,778	3,746	3,490	23,014	2,989	2,989	(33,210)	(27,232)	4,218	-
Net Income (Loss)	16,566	(2,652)	4,854	18,767	41,854	425	5,453	47,729	(58,573)	7,925

FL6

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Month Ended Jul 31, 2013

Marketing

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
139,442	139,442	Placer County TOT Funding	139,442	139,442	0	148,697	1,673,310	8%
139,442	139,442	Total Revenue	139,442	139,442	0	148,697	1,673,310	8%
Operating Expenses								
20,596	22,141	Salaries & Wages	20,596	22,141	1,545	21,777	307,095	7%
1,783	1,813	Rent	1,783	1,813	30	1,594	21,760	8%
953	884	Telephone	953	884	(69)	627	10,606	9%
-	96	Mail - USPS	-	96	96	8	1,150	0%
241	241	Insurance/Bonding	241	241	-	213	2,891	8%
207	276	Supplies	207	276	69	1,069	3,307	6%
263	301	Depreciation	263	301	38	286	3,617	7%
350	200	Equipment Support & Maintenance	350	200	(150)	113	2,401	15%
-	59	Taxes, Licenses & Fees	-	59	59	-	709	0%
264	220	Equipment Rental/Leasing	264	220	(44)	305	2,638	10%
-	-	Training Seminars	-	-	-	-	425	-
-	-	Marketing Programs	-	-	-	-	100,000	0%
1,354	10,000	Special Events	1,354	10,000	8,646	806	305,000	0%
80,000	80,000	Marketing Cooperative/Media	80,000	80,000	-	69,596	675,000	12%
-	-	Miscellaneous Programs	-	-	-	175	36,500	0%
-	-	Associate Relations	-	-	-	-	103	0%
-	16	Credit Card Fees	-	16	16	-	201	0%
132	183	Automobile Expenses	132	183	51	-	2,192	6%
30	130	Meals/Meetings	30	130	100	195	1,564	2%
925	116	Dues & Subscriptions	925	116	(809)	-	1,387	67%
-	453	Travel	-	453	453	-	5,434	0%
107,098	117,129	Total Operating Expenses	107,098	117,129	10,031	96,764	1,483,980	7%
15,778	15,778	Allocated	15,778	15,778	-	11,179	189,330	8%
16,566	6,535	Net Income (Loss)	16,566	6,535	10,031	40,754	-	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Month Ended Jul 31, 2013
Conference

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
24,951	24,951	Placer County TOT Funding	24,951	24,951	0	29,350	299,406	8%
786	600	Membership	786	600	186	658	7,200	11%
2,848	15,000	Commissions	2,848	15,000	(12,152)	1,988	190,360	1%
28,585	40,551	Total Revenue	28,585	40,551	(11,966)	31,996	496,966	6%
Operating Expenses								
15,262	17,903	Salaries & Wages	15,262	17,903	2,641	14,961	233,044	7%
894	922	Rent	894	922	28	797	11,052	8%
271	281	Telephone	271	281	10	173	3,366	8%
192	66	Mail - USPS	192	66	(126)	78	781	25%
241	223	Insurance/Bonding	241	223	(18)	107	2,680	9%
81	77	Supplies	81	77	(4)	101	921	9%
137	157	Depreciation	137	157	20	149	1,883	7%
178	138	Equipment Support & Maintenance	178	138	(40)	59	1,653	11%
-	15	Taxes, Licenses & Fees	-	15	15	-	177	0%
235	188	Equipment Rental/Leasing	235	188	(47)	231	2,255	10%
10,000	10,000	Marketing Cooperative/Media	10,000	10,000	-	11,166	120,000	8%
-	-	Miscellaneous Programs	-	-	-	-	63,000	0%
-	-	Conference - PUD	-	-	-	-	8,000	0%
-	35	Associate Relations	-	35	35	-	425	0%
-	91	Automobile Expenses	-	91	91	-	1,097	0%
-	18	Meals/Meetings	-	18	18	-	215	-
-	-	Dues & Subscriptions	-	-	-	-	1,470	0%
-	-	Travel	-	-	-	-	-	-
-	-	Bad Debt	-	-	-	-	-	-
27,491	30,114	Total Operating Expenses	27,491	30,114	2,623	27,822	452,019	6%
3,746	3,746	Allocated	3,746	3,746	-	6,832	44,947	8%
(2,652)	6,691	Net Income (Loss)	(2,652)	6,691	(9,343)	(2,658)	-	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Month Ended Jul 31, 2013

Transportation

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
\$ 60,510	60,510	Placer County TOT Funding	60,510	60,510	0	56,463	726,118	8%
60,510	60,510	Total Revenue	60,510	60,510	0	56,463	726,118	8%
Operating Expenses								
5,228	6,164	Salaries & Wages	5,228	6,164	936	5,635	87,044	6%
633	1,266	Rent	633	1,266	633	569	15,189	4%
325	222	Telephone	325	222	(103)	188	2,667	12%
-	-	Mail - USPS	-	-	-	2	8	-
38	56	Insurance/Bonding	38	56	18	72	676	6%
50	53	Supplies	50	53	3	63	633	8%
84	95	Depreciation	84	95	11	92	1,136	7%
98	49	Equipment Support & Maintenance	98	49	(49)	36	584	17%
-	-	Taxes, Licenses & Fees	-	-	-	-	60	0%
183	145	Equipment Rental/Leasing	183	145	(38)	185	1,738	11%
-	-	Public Outreach	-	-	-	-	950	0%
3,000	-	Research & Planning Membership	3,000	-	(3,000)	-	5,000	60%
5,325	2,500	Research & Planning	5,325	2,500	(2,825)	1,653	30,000	18%
577	19,750	Transportation Projects	577	19,750	19,173	-	322,000	0%
-	-	Associate Relations	-	-	-	-	102	0%
103	192	Automobile Expenses	103	192	89	56	2,300	4%
-	-	Meals/Meetings	-	-	-	-	125	0%
23	-	Dues & Subscriptions	23	-	89	-	40	58%
15,667	30,492	Total Operating Expenses	15,667	30,492	14,825	8,551	470,252	3%
2,989	2,989	Allocated	2,989	2,989	-	2,821	35,866	8%
41,854	27,029	Net Income (Loss)	41,854	27,029	(14,825)	45,091	220,000	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

for the month ended Jul 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 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
26,458	26,463	Placer County TOT Funding	26,458	26,458	0	26,458	317,501	8%
1,017	1,000	Non-retail VIC income	1,017	500	517	1,392	7,000	-
17,531	8,000	Merchandise Sales	17,531	12,500	5,031	17,531	87,900	20%
45,006	35,463	Total Revenue	45,006	39,458	5,548	45,381	412,401	11%
Operating Expenses								
17,726	12,878	Salaries & Wages	17,726	18,120	394	37,371	192,532	9%
8,804	7,670	Rent	8,804	8,882	78	16,999	97,828	9%
424	463	Telephone	424	460	36	624	5,523	8%
123	42	Mail - USPS	123	37	(86)	154	449	27%
317	294	Insurance/Bonding	317	288	(29)	317	3,462	9%
544	0	Supplies	544	2,773	2,229	544	4,027	14%
0	102	Visitor Communications - Other	0	0	0	0	408	-
137	156	Depreciation	137	157	20	137	1,883	7%
128	175	Equipment Support & Maintenance	128	175	47	128	2,100	6%
0	90	Taxes, Licenses & Fees	0	93	93	146	1,110	0%
443	502	Equipment Rental/Leasing	443	506	63	443	6,068	7%
0	900	Professional Fees	0	0	0	0	900	0%
0	0	Media/Collateral/Production	0	0	0	0	1,574	-
0	969	Miscellaneous Programs	0	0	0	0	969	0%
7,555	4,240	Cost of Goods Sold	7,555	6,625	(930)	7,555	46,587	16%
0	0	Associate Relations	0	0	0	0	275	0%
310	237	Credit Card Fees	310	238	(72)	310	2,579	12%
230	150	Automobile Expenses	230	150	(80)	230	1,800	13%
0	118	Meals/Meetings	0	0	0	0	442	0%
36,741	28,986	Total Operating Expenses	36,741	38,504	1,763	64,958	370,516	10%
79	0	Purchase Discounts	79	0	(79)	79	-	
79	0	Total Other Income	79	0	(79)	79	-	
3,490	3,495	Allocated	3,490	3,490	0	3,490	\$ 41,885	8%
4,854	2,982	Net Income (Loss)	4,854	(2,536)	7,390	(22,988)	0	

F10

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Month Ended Jul 31, 2013

Infrastructure

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
17,502	17,502	Placer County TOT Funding	17,502	17,502	0	16,503	210,025	8%
-	84,840	Cap Imp Funding - Placer Held	-	84,840	(84,840)	-	1,018,080	
17,502	102,342	Total Revenue	17,502	102,342	84,840	16,503	1,228,105	1%
Operating Expenses								
6,130	6,164	Salaries & Wages	6,130	6,164	34	6,450	87,044	7%
-	-	Squaw Valley Olympic Museum	-	-	-	-	150,000	
-	-	North Tahoe Public Ice Skating	-	-	-	-	180,000	
-	-	Homewood Trail Construction	-	-	-	-	200,000	
-	-	Kings Beach Pier	-	-	-	-	10,000	
-	-	Truckee River Corridor Access	-	-	-	-	36,000	
633	653	Rent	633	653	20	569	7,762	8%
325	195	Telephone	325	195	(130)	253	2,351	14%
-	-	Mail - USPS	-	-	0	2	16	0%
38	60	Insurance/Bonding	38	60	22	71	676	6%
70	82	Supplies	70	82	12	83	978	7%
84	91	Depreciation	84	91	7	92	1,136	7%
98	50	Equipment Support & Maintenance	98	50	(48)	36	604	16%
-	38	Taxes, Licenses & Fees	-	38	38	-	467	0%
183	149	Equipment Rental/Leasing	183	149	(34)	185	1,755	10%
200	-	Public Outreach	200	-	(200)	-	2,826	7%
4,864	4,370	Research & Planning	4,864	4,370	(494)	10,375	52,000	9%
59,106	-	Infrastructure Projects	59,106	-	(59,106)	31,592	442,080	13%
-	-	Associate Relations	-	-	0	-	100	0%
103	117	Automobile Expenses	103	117	14	56	1,400	7%
-	-	Meals/Meetings	-	-	0	-	200	0%
23	-	Dues & Subscriptions	23	-	(23)	-	100	23%
71,857	11,969	Total Operating Expenses	71,857	11,969	(59,888)	49,764	1,177,495	6%
4,218	4,218	Allocated	4,218	4,218	0	3,508	50,610	8%
(58,573)	86,155	Net Income (Loss)	(58,573)	86,155	144,728	(36,769)	-	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Month Ended Jul 31, 2013

Membership

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
Revenue								
9,706	9,686	Membership	9,706	9,686	20	8,781	116,232	8%
100	400	New Member Fees	100	400	(300)	-	4,800	
675	900	Revenues-Membership Activities	675	900	(225)	367	53,750	1%
1,200	769	Revenue-Tue AM Breakfast Club	1,200	769	431	138	9,228	13%
-	-	Revenue - Sponsorships	-	-	-	-	2,500	
11,681	11,755	Total Revenue	11,681	11,755	(74)	9,286	186,510	
Operating Expenses								
5,451	6,295	Salaries & Wages	5,451	6,295	844	5,065	83,411	7%
633	684	Rent	633	684	51	569	8,207	8%
299	310	Telephone	299	310	11	253	3,720	8%
21	66	Mail - USPS	21	66	45	8	792	3%
114	116	Insurance/Bonding	114	116	2	71	1,392	8%
50	114	Supplies	50	114	64	812	1,362	4%
84	96	Depreciation	84	96	12	92	1,149	7%
48	47	Equipment Support & Maintenance	48	47	(1)	36	565	8%
-	60	Taxes, Licenses & Fees	-	60	60	-	720	0%
149	331	Equipment Rental/Leasing	149	331	182	350	3,976	4%
-	-	Training Seminars	-	-	-	-	180	0%
416	440	Membership Activities	416	440	24	350	30,482	1%
705	737	Tuesday Morning Breakfast Club	705	737	32	570	8,844	8%
-	-	Associate Relations	-	-	-	-	25	0%
252	214	Credit Card Fees	252	214	(38)	396	2,566	10%
-	-	Automobile Expenses	-	-	-	-	141	0%
-	31	Meals/Meetings	-	31	31	-	372	0%
45	-	Dues & Subscriptions	45	-	(45)	-	601	7%
-	-	Bad Debt	-	-	-	-	-	
8,267	9,541	Total Operating Expenses	8,267	9,541	1,274	8,572	148,505	6%
2,989	2,989	Allocated	2,989	2,989	-	2,912	35,866	8%
425	(775)	Net Income (Loss)	425	(775)	1,200	(2,198)	2,139	20%

F12

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the Month Ended Jul 31, 2013

Administration

Current Month Actual	Current Month Budget		Year to Date Actual	Year to Date Budget	Variance	Prior Year to Date Actual	Total 2013 2014 Budget	Percent of YTD Budget Consumed (8%)
		Revenue						
-	-	Miscellaneous	-	-	-	75	-	
-	-	Total Revenue	-	-	-	75	-	-
		Operating Expenses						
22,249	22,975	Salaries & Wages	22,249	22,975	726	24,210	317,196	7%
1,973	2,045	Rent	1,973	2,045	72	1,773	24,547	8%
740	753	Telephone	740	753	13	413	9,041	8%
39	55	Mail - USPS	39	55	16	51	658	6%
279	274	Insurance/Bonding	279	274	(5)	213	3,288	8%
204	275	Supplies	204	275	71	251	3,300	6%
263	301	Depreciation	263	301	38	286	3,617	7%
250	311	Equipment Support & Maintainer	250	311	61	113	3,728	7%
4	67	Taxes, Licenses & Fees	4	67	63	28	809	0%
-	29	Miscellaneous Expense	-	29	29	-	350	-
592	255	Equipment Rental/Leasing	592	255	(337)	335	3,064	19%
-	-	Training Seminars	-	-	-	-	400	0%
-	-	Professional Fees	-	-	-	800	18,350	0%
17	-	Associate Relations	17	-	(17)	-	1,135	1%
183	384	Board Functions	183	384	201	754	4,605	4%
-	-	Automobile Expenses	-	-	-	-	371	0%
-	52	Meals/Meetings	-	52	52	-	627	0%
45	880	Dues & Subscriptions	45	880	835	880	1,920	2%
929	-	Travel	929	-	835	-	1,500	
27,767	28,656	Total Operating Expenses	27,767	28,656	889	30,107	398,506	7%
(33,210)	(33,209)	Allocated	(33,210)	(33,209)	1	(31,215)	(398,506)	8%
5,453	4,553	Net Income (Loss)	5,453	4,553	900	1,240	-	-

**NLT Chamber/CVB/Resort Association
Statement of Infrastructure and Transportation Activities
For the One Month Ending July 31, 2013**

Current Month	Infrastructure Project Costs	Year to Date
4,864.00	Research/Planning/Infrastructure	4,864.00
5,030.00	Wayfinding Signage Site Master Plan	5,030.00
54,076.33	Water Shuttle	54,076.33
63,970.33	Total Infrastructure Project Costs	63,970.33
Transportation Project Costs		
5,325.00	Research/Planning/Transportation	5,325.00
3,000.00	Membership Transportation	3,000.00
577.00	North Lake Tahoe Express	577.00
8,902.00	Total Transportation Project Costs	8,902.00
72,872.33	Total Project Costs	72,872.33

July Quickbooks Accounts Receivable											
Total	Business Name	Chamber/Conf		Group		Commissions		Misc.	For	Status	
		age	amount	age	amount	age	amount				
19.80	Coldstream Adventures							19.80	4/30/13 ticket comm	Under 90 days	
4,835.55	Lake Tahoe Resort Hotel			new	4,835.55				7/31/13 Groups	New	
258.00	Mourelatos Lakeshore Resort			new	258.00				7/31/13 Groups	Paid	
12,000.00	NorCal Beverage							12,000.00	7/1/13 AFW sponsorship	New	
5,815.86	NLT Marketing Co-op							5,815.86	6/30/13 June credit cards	Paid	
941.98	NLT Marketing Co-op							941.98	7/31/13 July credit cards	New	
150.00	Northstar California Resort							150.00	7/1/13 Kiosk rental	Paid	
364.60	Northstar California Resort			new	364.60				7/31/13 Groups	New	
550.00	RMC	30	550.00						6/1/13 Conf memb	New	
6,422.60	Squaw Valley Resort			60	6,422.60				5/31/13 Lost STN vouchers	Under 90 days	
550.00	Tahoe Donner Assoc	30	550.00						6/1/13 Conf memb	New	
1,123.20	The Beach Retreat			30	1,123.20				6/30/13 Groups	Under 90 days	
320.81	The Landing Resort & Spa	30	320.81						6/1/13 Conf memb	New	
134.10	The Resort at Squaw Creek			30	134.10				6/30/13 Groups	Under 90 days	
11,549.00	The Ritz-Carlton			30	11,549.00				6/30/13 Groups	Under 90 days	
300.00	TNT/TMA							300.00	7/1/13 Kiosk - Jul & Aug	Paid	
45,335.50			1,420.81		24,687.05			19,227.64			
	Paid as of 8/14/13				-1,381.20			-5,965.86			
			1,420.81		23,305.85			13,261.78			
	Shaded grey is paid.										

July 2013 WebLink Accounts Receivable

Total	Business Name	Chamber/Conf		Membership		For	Status
		age	amount	age	amount		
75.00	Creative Concepts			30	75.00	6/30/13 (1000) Email blast	Under 90 days
75.00	Creative Concepts			new	75.00	7/31/13 (1027) Email blast	New
75.00	Creative Concepts			new	75.00	7/31/13 (1028) Email blast	New
75.00	EXL Media			new	75.00	7/31/13 (1028) Email blast	New
75.00	EXL Media			new	75.00	7/31/13 (1029) Email blast	New
75.00	HD96 Publishing			90	75.00	4/30/13 (915) Email blast	Sent letter
170.00	Homewood Mtn Resort			90	170.00	3/27/13 Awards Dinner	Paid
140.00	Mountain Lake Cleaning	90	140.00			12/1/12 Balance Chamber dues	Making payments
75.00	Smith & Jones			30	75.00	6/30/13 (1001) Email blast	Under 90 days
75.00	Smith & Jones			new	75.00	7/31/13(1030) Email blast	New
75.00	Tahoe Donner			new	75.00	7/31/13 (1031) Email blast	New
75.00	Tahoe Donner			new	75.00	7/31/13 (1032) Email blast	New
75.00	TRPA			90	75.00	4/30/13(916) Email blast	Sent letter
75.00	Tahoe Time Plaza			new	75.00	7/31/13 (1033) Email blast	New
85.00	Tahoe TV			90	85.00	3/27/13 (852) Awards Dinner	Emailed
75.00	West Shore Sports			new	75.00	7/31/13 (1034) Email blast	New
1,415.00	January memb billing - total	90	1,415.00			1/31/13 Chamber dues	Write-off letters sent
210.00	March memb billing - total	90	210.00			3/1/2013 Chamber dues	Past due emails sent
985.00	April memb billing - total	90	985.00			4/1/2013 Chamber dues	Past due emails sent
2,465.00	May memb billing - total	60	2,465.00			5/1/13 Chamber dues	Under 90 days
2,845.00	June memb billing - total	30	2,845.00			6/1/13 Chamber dues	Under 90 days
925.00	July memb billing - total	new	925.00			7/1/13 Chamber dues	New
10,215.00			8,060.00		1,230.00		
	Paid as of 8/14/13		-560.00		-170.00		
			7,500.00		1,060.00		
	Shaded grey is paid.						

Cardholder Name: SANDRA EVANS HALL Statement Period: 05/29/13 to 06/28/13
 Account Number: Statement Closing Date: 06/28/13

Transactions						CR=Credit
Tran Date	Post Date	Transaction Description	Reference Number	Amount		
Transaction Activity						
06-14	06-14	VZWRLSS*PRPAY AUTOPAY	888-294-6804	CA 948	\$20.00	
06-25	06-25	PAYMENT - THANK YOU		000	\$196.84	-CR
06-25	06-26	D J*WALL ST JOURNAL	800-568-7625	MA 945	\$39.91	-CR
06-27	06-28	CTC*CONSTANTCONTACT.CO	855-2295506	MA 977	\$65.00	

2013 Year-to-Date Totals	
Total fees charged in 2013	\$0.00
Total interest charged in 2013	\$1.57

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

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

5350-00/42 \$ 20.00
 5530-00/42 32.50
 6432-00/60 32.50
 8810-00/70 -39.91

 \$ 45.09

Constant Contact does not send a receipt
 Wall Street Journal - cancelled subscription
 Verizon - lost receipt, but same as every other month

Cardholder Name:
Account Number:

SANDRA EVANS HALL

Statement Period:
Statement Closing Date:

06/29/13 to 07/28/13
07/28/13

Transactions						CR=Credit
Tran Date	Post Date	Transaction Description	Reference Number		Amount	
Transaction Activity						
07-01	07-03	SOUTHWES 5262141355740	800-435-9792	TX 725	\$305.60 ✓	
07-03	07-04	WACVB	FOLSOM	CA 229	\$425.00 ✓	
07-01	07-08	STEIN ERIKSEN LODGE	PARK CITY	UT 508	\$198.60 ✓	
07-10	07-10	VZWRLSS*PREPAID PYMNT	888-294-6804	CA 829	\$20.00 ✓	
07-20	07-22	PAYMENT - THANK YOU		000	\$45.09 -CR ✓	

2013 Year-to-Date Totals	
Total fees charged in 2013	\$0.00
Total interest charged in 2013	\$1.57

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

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

5350-00/70 \$ 20.00
 8910-00/70 929.20

 \$ 949.20

Sandy Evans Hall

From: Southwest Airlines [SouthwestAirlines@luv.southwest.com]

Sent: Monday, July 01, 2013 11:35 AM

To: Sandy Evans Hall

Subject: Southwest Airlines Confirmation-EVANS HALL/SANDRA LEIGH-Confirmation: AIRY3D

You're all set for your trip!



[My Account](#) | [View My Itinerary Online](#)

[Check In Online](#)

[Check Flight Status](#)

[Change Flight](#)

[Special Offers](#)

[Hotel Deals](#)

[Car Deals](#)

Ready for takeoff!



Thanks for choosing Southwest for your trip! You'll find everything you need to know about your reservation below. Happy travels!

Upcoming Trip: 08/08/13 - WACVB Conference



AIR Itinerary

AIR Confirmation: AIRY3D

Confirmation Date: 07/1/2013

SAVE UP TO 30%
BOOK NOW
AND EARN 2,400 POINTS.

Passenger(s)	Rapid Rewards #	Ticket #	Expiration	Est. Points Earned
EVANS HALL/SANDRA LEIGH	20174130410	5262141355740	Jul 1, 2014	1572

Rapid Rewards points earned are only estimates. Visit your (MySouthwest, Southwest.com or Rapid Rewards) account for the most accurate totals - including A-List & A-List Preferred bonus points.

Date	Flight	Departure/Arrival
Thu Aug 8	1197	Depart RENO TAHOE NV (RNO) on Southwest Airlines at 06:00 AM Arrive in PHOENIX AZ (PHX) at 07:45 AM Wanna Get Away
	3161	Change planes to Southwest Airlines in PHOENIX AZ (PHX) at 08:45 AM Arrive in SALT LAKE CITY UT (SLC) at 11:15 AM Travel Time 4 hrs 15 mins Wanna Get Away
Sat Aug 10	1227	Depart SALT LAKE CITY UT (SLC) on Southwest Airlines at 4:30 PM Arrive in LAS VEGAS NV (LAS) at 4:50 PM Wanna Get Away
	1391	Change planes to Southwest Airlines in LAS VEGAS NV (LAS) at 6:05 PM Arrive in RENO TAHOE NV (RNO) at 7:20 PM Travel Time 3 hrs 50 mins Wanna Get Away

EARLYBIRD CHECK-IN™
 Let us take care of Check-In for you
ONLY \$12.50 ONE-WAY
Get It Now



Find a Hotel
 See ratings, photos and rates for over 40,000 hotels.
Book a Hotel ✦



Rent Some Wheels
 Explore your destination on the perfect set of wheels.

What you need to know to travel:

- Don't forget to check in for your flight(s) 24 hours before your trip on southwest.com or your mobile device. This will secure your boarding position on your flights.
- Southwest Airlines does not have assigned seats, so you can choose your seat when you

board the plane. You will be assigned a boarding position based on your checkin time. The earlier you check in, within 24 hours of your flight, the earlier you get to board.

Air Cost: 305.60

Carry-on Items: 1 Bag + small personal item are free see full details. Checked Items: First and second bags are free, size and weight limits apply.

Fare Rule(s): 5262141355740: NONREF/NONTRANSFERABLE/STANDBY REQ UPGRADE TO Y.

Valid only on Southwest Airlines. All travel involving funds from this Confirmation Number must be completed by the expiration date. Unused travel funds may only be applied toward the purchase of future travel for the individual named on the ticket. Any changes to this itinerary may result in a fare increase. Failure to cancel reservations for a Wanna Get Away fare segment at least 10 minutes prior to travel will result in the forfeiture of all remaining unused funds.

RNO WN X/PHX WN SLC121.86SLA7VNRO WN X/LAS WN RNO121.86SLA7VNRO 243.72
END ZPRNOPHXSLCLAS XFRNO4.5PHX4.5SLC4.5LAS4.5 AY10.00\$RNO2.50 PHX2.50
SLC2.50 LAS2.50

Important Reminders:

Check-In

Be sure to arrive at the departure gate with your boarding pass at least 10 minutes before your scheduled departure time. Otherwise, your reserved space may be cancelled and you won't be eligible for denied booking compensation.

No Show Policy

If you are not planning to travel on any portion of this itinerary, please cancel your reservation at least 10 minutes prior to scheduled departure of the flight. For tickets purchased on or after May 10, 2013 for travel beginning September 13, 2013, customers who fail to cancel reservations for a Wanna Get Away fare segment at least 10 minutes prior to travel and who do not board the flight will be considered a no show, and all remaining funds on this reservation, including Anytime and Business Select fares, will be forfeited.



Go to Boarding School ↗



Get EarlyBird Check -In™ Details ↗

Cost and Payment Summary

AIR - AIRY3D

Base Fare	\$ 243.72	Payment Information
Excise Taxes	\$ 18.28	Payment Type: Mastercard XXXXXXXXXXXX4925
Segment Fee	\$ 15.60	Date: Jul 1, 2013
Passenger Facility Charge	\$ 18.00	Payment Amount: \$305.60
September 11th Security Fee	\$ 10.00	
Total Air Cost	\$ 305.60	



Flight Status Alerts

Stay on your way with flight departure or arrival status via text message or email.

Subscribe Now ↗



Get exclusive travel deals straight to your desktop or iPhone.

Download DING! ↗

Rent a Car ↗

CLICK 'N SAVE

Get the best travel deals straight to your inbox.



Sign Up Now

JOIN RAPID REWARDS

NEW MEMBERS GET UP TO 750 BONUS POINTS TODAY!

SIGN UP NOW

GS

Stephenson, Teresa

WACVB CA

WACVB
950 GLENN DRIVE STE 150
FOLSOM, CA 95630

From: notifications@aaiden.com
Sent: Monday, July 01, 2013 12:01 PM
To: Stephenson, Teresa; tbrown1480@sbcglobal.net
Subject: WACVB Web Submission

07/03/2013 14:58:08
Sale:

Transaction # 6.1
Card Type: MasterCard
Acc: *****4925
Entry: Manual
Order # 1
Total: 425.00

Jul 1, 2013 @ 12:0
IP: 68.190.179.13
Mozilla/4.0 (compatible; M
Windows NT 5.1; Trident/4
.NET CLR 2.0.50727; .NET
3.5.30729; .NET CLR 3.0.4

Reference No.: 318420603523
Auth. Code: 051503
Response: ZIP MATCH
AUS Resp.: Z
CUC2 Resp.: M
Sequence Number: 0004
Order Type: Phone

Merchant Number: 0001
Terminal Number: 0001

I AGREE TO PAY ABOVE
TOTAL AMOUNT ACCORDING
TO CARD ISSUER AGREEMENT
(MERCHANT AGREEMENT IF
CREDIT VOUCHER)

X.....
SIGNATURE

MERCHANT COPY

PAID

JUL 03 2013

V-051503

\$425

[Handwritten signature]

GL

Sandra North Lake Tahoe
Evans Hall Chamber/CVB/Resort Assn

CEO Member MC N Lake Tahoe
Forum Resort

Form Results

Name Sandy Evans Hall
Nickname2 Sandy
Title CEO
Bureau North Lake Tahoe
Chamber/CVB/Resort Assn.
Address PO Box 5459
City Tahoe City
State/Province CA
Zip+4 96145
Telephone 530-581-8739
Fax 530-581-8789
Email sandy@puretahoenorth.com
Guest/Spouse Attending
Childr en Attending/Ages
Flight Arrival Date 8/8/13
Flight Arrival Time 11:15 a.m.

7/1/2013



Stein Eriksen Lodge

7700 Stein Way, P.O. Box 3177
Park City, Utah 84060
Phone (435) 649-3700 Fax (435) 649-5825

Reservation Number 224380

Send to Sandra Hall

Phone 970-846-6284

Guest Name Sandra Hall

Arrival Date
8/8/2013

Departure Date
8/10/2013

Group Western Association of Conv. and Visitors Bureaus

Room Information

3364 - Deluxe Room w/2 Queens

Bill To Hall, Sandra

Phone 970-846-6284

Folio Number 277040

Trans Date	Description		Voucher	Amount	
Charges					
8/8/2013	Room Charge Group	Western Assoc. of Convention a	SEL-3364	179.00	
8/8/2013	Room Tax		SEL-3364	19.60	
8/8/2013	Housekeeping Gratuity	Housekeeping Gratuity	-	2.00	
8/8/2013	Luggage Handling Fees	Summer Luggage Handling Fee	-	6.00	
8/8/2013	Overnight Parking		-	10.00	
8/9/2013	Room Charge Group	Western Assoc. of Convention a	SEL-3364	179.00	
8/9/2013	Room Tax		SEL-3364	19.60	
8/9/2013	Housekeeping Gratuity	Housekeeping Gratuity	-	2.00	
8/9/2013	Overnight Parking		-	10.00	
Total Charges				427.20	
Payments					
7/1/2013	Mastercard	#####4925	079768364	0000249808	-198.60
8/10/2013	Visa	#####9947	042738364	0000255917	-228.60
Total Payments				-427.20	
				Balance Due:	0.00

I agree that my liability for this bill is not waived and agree to be held personally liable in the advent that the person, company or association fails to pay for any part or the full amount of these charges. I also agree that all charges contained in this account are correct and any disputes or requests for copies of charges must be made within five days after my departure. Cardmember acknowledges receipt of goods and/or services in the amount of the total shown hereon and agrees to perform the obligations set forth by the cardmember's agreement with the issuer.

Guest Signature: _____

G7

Kim Lambert

From: Sandy Evans Hall
Sent: Monday, August 26, 2013 1:08 PM
To: Kim Lambert
Subject: FW: Plan Update Confirmation

From: donotreply@verizonwireless.com [mailto:donotreply@verizonwireless.com]
Sent: Tuesday, July 09, 2013 8:39 AM
To: Sandy Evans Hall
Subject: Plan Update Confirmation



Change Plan Confirmation

Thank you for shopping at Verizon Wireless. Your order is now complete. Your session is now in progress.

PAYMENT METHOD: MasterCard XXXX XXXX XXXX 4925
WIRELESS NUMBER: (530) 414-3327

BILL TO:
N Lake Tahoe Resort Sandra Eva
Po Box 5459
Tahoe City, CA 96145



Have More Questions?

Visit VerizonWireless.com for all your wireless service needs.

SUMMARY OF CHARGES: Detail of total charges to be billed to credit card*

	Due Now
1 GB Mobile Broadband data for a Month	\$20.00
<hr/>	
Subtotal	\$20.00
Taxes	\$0.00
Total charges to be billed to credit card:	\$20.00

*If you do not already have an active data plan, your credit card will be charged immediately. If you currently have an active data plan, your credit card will be charged for this data plan purchase when your current data plan expires or when your current data plan has less than 25MB remaining, whichever occurs first. At that point, the month of service will start and the data allowance associated to your purchase will become available for use.

Note: If you cannot connect to the Verizon Wireless network after 15 minutes, please call Verizon Wireless customer service at 1-800-786-8419. Remember to note the Cellular Data Number for your device. You will need it should you have to contact customer service for support in the future.

Service Terms and Conditions for iPad

The allowance associated with a Data Plan may be used until the allowance is exhausted, or for one calendar month after it is purchased, whichever occurs first. Data Plans will automatically renew on the same date each month, unless you add another allowance or change plans before the expiration date, or cancel the automatic renewal. By activating service and selecting

