



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

Agenda and Meeting Notice
FINANCE COMMITTEE MEETING
Thursday, December 20, 2012 – 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.”

Meeting Ground Rules

Be Prepared, Engage in Active Listening, Be Respectful of Others, No Surprises, It is OK to Disagree, Acknowledge Comments, but Do Not Repeat Comments

**Finance
Committee
Members**

NLTRA Board
Bill Rock- Treasurer
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 – November 28, 2012

D. Discussion and Possible Action to Recommend Approval of the November 2012 Financial Statements

E. Approval of CEO Expenses

F. Follow-up Items from Previous Meetings

- Redesign of Financial Statements
- Draft Dashboard
- Audit Update
- Update on “One-sheets”
- Monthly Project List

G. Committee Member Comments

H. Adjournment

Posted and emailed: December 18, 2012

Finance Committee Meeting

December 20, 2012

INDEX

Finance Committee Meeting Minutes – November 28, 2012	Pages C1 to C2
November 2012 Financial Statements	Pages D1 to D14
Accounts Receivable Report – November 30, 2012	Pages D15 to D16
Accounts Receivable Aging as of December 14, 2012	Pages D17
Infrastructure and Transportation Activities	Page D18
CEO Expenses	Pages E1 to E4
Follow-up Items	Pages F1



FINANCE COMMITTEE MINUTES
Wednesday, November 28, 2012 – 2:00 pm

**Northstar California
Board Room**

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Bill Rock, Ron Parson, and Kimberly Frushon

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

1.0 CALL TO ORDER – ESTABLISH QUORUM

1.1 The meeting was called to order at 2:08 pm by Acting 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 (Parson/Frushon) (3/0) to approve the agenda as presented.**

4.0 APPROVAL OF MINUTES

4.1 **M/S/C (Frushon/Parson) (3/0) to approve the Finance Committee minutes of November 2, 2012.**

5.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE OCTOBER 2012 FINANCIAL STATEMENTS

5.1 Lisa de Roulet reviewed the October 2012 Financial Statements. The format of the financial statements was discussed. Lisa will design a new format that includes a column for percentage of total budget used to date. Then she answered questions from committee members:

- Although some Marketing expenses are under budget, the money will be spent by the end of the year.
- Conference salaries are over this month due to timing of paying commissions to our salespeople on payments received for group sales.
- While most expense numbers budgeted were flat to last year, costs have increased for insurance, utilities, and supplies expense.

The committee discussed the visitor centers. The original premise for relocating and expanding the Tahoe City Visitor Center was that there would be enough gross profit to cover the increased incremental rent. Currently, retail sales are stronger than expected and sponsorships/commissions are weaker than expected. Lisa noted that cost to serve per visitor decreased from \$14 each in FY2011/12 to \$5 in the first quarter of 2012/13 due to increased traffic in the center.

Ron Parson wants to see "one-sheets" on each visitor center, NLTE, Water Shuttle, Coordinated Skier Shuttle and other projects of interest.

The Finance Committee would like to see data on infrastructure projects. They are interested in what funds are committed, what expenditures are coming, and if there is money "left over" from completed projects.

M/S/C (Parson/Frushon) (3/0) to recommend the Board of Directors approve the October 2012 Financial Statements.

Action: Redesign Financial Statements to include a column for percentage of total budget used to date.

Action: Add a column showing actual numbers to date on New Visitor Information Center justification report.

Action: Design "one-sheets" for Tahoe City VIC, RTIA VIC, Auburn VIC, Water Shuttle, North Lake Tahoe Express, Coordinated Skier Shuttle, and Ironman.

6.0 APPROVAL OF CEO EXPENSES

6.1 Acting Chair Bill Rock approved the CEO expenses.

7.0 FOLLOW-UP ITEMS FROM PREVIOUS MEETINGS

7.1 The Visitor Information Centers operations were discussed with the Financial Statements (5.1).

7.2 Bill Rock suggested that there be a summary standing report on projects included in Board packets.

8.0 COMMITTEE MEMBERS' COMMENTS

8.1 Ron Parson asked about reviving the "topic of the month" review and discussion.

8.2 Ron Parson suggested that Lisa de Roulet educate herself on changes in health care that are coming in 2014.

8.3 Lisa de Roulet presented a draft dashboard. She noted that it is missing sales tax; the Board of Equalization has been unhelpful in providing the sales tax information. Ron Parson suggested that the dashboard be organized by mission.

8.4 Bill Rock asked if next year there could be contract language regarding deadlines for receiving metrics from Placer County.

8.5 Sandy Evans Hall noted that the Finance Committee may need to recruit one or two new members.

9.0 ADJOURNMENT

9.1 The meeting adjourned at 3:19 pm.

Submitted by:
Kim Lambert
Staff Accountant

NLT Chamber/CVB/ Resort Association

Financial Statements

For the Five Months Ending November 30, 2012



December 20, 2012

To: Finance Committee

From: Kim Lambert

Re: Major Variances of the November 2012 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.
- Miscellaneous revenue is under budget; anticipated sales opportunities have not yet materialized.
- Salaries and Wages are up against budget as there were three pay periods in November.
- Rent, Telephone, Insurance/Bonding, Equipment Support & Maintenance, and Equipment Rental/Leasing expense are over budget in most departments due to the expansion of operations.
- Professional Fees are under budget because tax return preparation has not been billed to NLTRA yet.
- 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, Market Study Reports, and Miscellaneous Programs expenses are down in comparison to budget due to timing. The budget money will be spent.
- Cost of Goods Sold is over budget; this overage is offset by increased Merchandise Sales.
- Credit Card Fees are up due to increased consumer purchases at the new Visitor Information Center.
- Meals/Meetings expense is over budget; however, this overage is offset by Travel expense being under budget.
- Variances in Infrastructure and Transportation Project Costs are due to timing of projects.

North Lake Tahoe Resort Association

BALANCE SHEET

Nov 30, 2012 and 2011

	Assets	
	November 30, 2012	November 30, 2011
Current Assets		
Petty Cash	\$ 500	\$ 500
Cash - Operations Acct #6712	\$ 937,392	\$ 737,500
Cash - Payroll Account #7421	\$ 4,728	\$ 5,723
Marketing Cooperative Cash	\$ 98,869	\$ 153,021
Cash - FSA Account	\$ 0	\$ 268
Cash - Infrastructure #8163	\$ 55,300	\$ 21,317
UBS Cash	\$ 8,582	\$ 9,034
Operations Money Market BW	\$ 44,838	\$ 244,257
Citizens Bank CDs	\$ 0	\$ 207,510
Cash in Drawer	\$ 23	\$ 0
Accounts Receivable	\$ 78,539	\$ 51,136
A/R - Sales Estimates	\$ 883	\$ 16,394
A/R - TOT Funding	\$ 1,617,938	\$ 2,854,857
AR 2010 2011	\$ 0	\$ 11,762
Undeposited Funds	\$ 28	\$ 0
WebLink Accounts Receivable	\$ 7,800	\$ 0
Inventory Asset	\$ 19,982	\$ 4,406
AR TOT Transportation	\$ 1,146,556	\$ 394,841
AR TOT Infrastructure	\$ 5,887,284	\$ 7,545,770
Total Current Assets	\$ 9,909,244	\$ 12,258,296
Property and Equipment		
Furniture & Fixtures	\$ 64,991	\$ 64,991
Accum. Depr. - Furn & Fix	\$ (56,855)	\$ (48,518)
Computer Equipment	\$ 60,000	\$ 60,000
Accum. Depr. - Computer Equip	\$ (57,660)	\$ (55,259)
Computer Software	\$ 64,482	\$ 54,619
Accum. Amort. - Software	\$ (56,017)	\$ (54,620)
Leasehold Improvements	\$ 24,284	\$ 23,284
Accum. Amort - Leasehold Impr	\$ (23,351)	\$ (21,925)
Total Property and Equipment	\$ 19,873	\$ 22,572
Other Assets		
Prepaid Expenses	\$ 47,433	\$ 42,654
Prepaid Insurance	\$ 9,768	\$ 6,377
Total Other Assets	\$ 57,202	\$ 49,031
Total Assets	\$ 9,986,319	\$ 12,329,899

Liabilities and Net Assets

	2012	2011
Current Liabilities		
Accounts Payable	\$ 498,242	\$ 15,000
Accounts Payable 2010/11	\$ 0	\$ 61,730
Salaries / Wages Payable	\$ 55,694	\$ 49,056
Empl. Federal Tax Payable	\$ 1,496	\$ (39)
State Taxes Payable	\$ 0	\$ (100)
FUTA Taxes Payable	\$ 48	\$ 87
FSA Payable	\$ 0	\$ 90
401 (k) Plan	\$ (2,285)	\$ 48

North Lake Tahoe Resort Association

BALANCE SHEET

Nov 30, 2012 and 2011

	2012		2011
401k Profit Sharing	\$ 15,434	\$	7,155
Estimated PTO Liability	\$ 60,883	\$	67,410
Sales and Use Tax Payable	\$ 870	\$	1,067
Ski Tahoe North lift tickets	\$ 2,857	\$	1,517
Marketing Cooperative Liabili	\$ 98,869	\$	153,021
Intra-Company Borrowings	\$ (126)	\$	(204)
AFW Suspense Account	\$ (90)	\$	0
Marketing Co-op	\$ (4)	\$	0
Payroll Liabilities	\$ 9,408	\$	0
Gift Certificates Outstanding	\$ (19)	\$	0
Unearned Revenues	\$ 50,690	\$	54,322
Unbilled Purchases	\$ 904	\$	0
Deferred Support	\$ 1,345,835	\$	2,411,299
Deferred Support-Transportation	\$ 668,826	\$	291,641
Deferred Support - Infra	\$ 5,945,549	\$	8,020,337
Deferred Sup- Infra Maint. Res	\$ 150,000	\$	0
Total Current Liabilities	\$ 8,903,081	\$	11,133,438
 Long-Term Liabilities			
Total Liabilities	\$ 8,903,081	\$	11,133,438
 Net Assets			
Fund Balance - General	\$ 0	\$	4,592,495
Fund Balance Restricted	\$ 0	\$	243,110
Temp. Restricted Net Assets 5	\$ 0	\$	(4,217,078)
Temp. Restricted Net Assets 4	\$ 0	\$	49,415
Unrestricted Net Assets	\$ 442,264	\$	29,477
Designated Marketing Reserve	\$ 293,110	\$	0
Designated Infra Maint Reserve	\$ 98,544	\$	0
Net Income	\$ 363,182	\$	499,042
Freight and Shipping Costs	\$ (758)	\$	0
Tahoe Vista Recreation Area	\$ (35,350)	\$	0
Gateway Lighting	\$ (11,854)	\$	0
Coordinated Skier Shuttle	\$ (65,900)	\$	0
Total Net Assets	\$ 1,083,238	\$	1,196,461
Total Liabilities and Net Assets	\$ 9,986,319	\$	12,329,899

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the 5 months ended Nov 30, 2012
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 (42%)
Revenue								
\$ 316,202	\$ 316,202	Placer County TOT Funding	\$ 2,058,975	\$ 1,581,010	\$ 477,965	\$ 1,606,541	\$ 5,158,272	40%
9,430	10,355	Membership	47,142	51,777	(4,635)	43,314	124,265	38%
6,170	1,457	Revenues-Membership Activities	16,998	15,828	1,170	13,617	53,833	32%
165	744	Revenue-Tue AM Breakfast Club	3,825	3,720	105	3,578	8,927	43%
-	-	Special Events Autumn Food&Wine	-	-	-	78,947	-	-
-	-	Revenues - Retail - Nontaxable	-	-	-	297	-	-
-	-	Non-retail VIC income	400	-	400	-	-	-
(964)	1,299	Commissions	40,214	42,990	(2,776)	75,406	107,000	38%
4,855	4,000	Merchandise Sales	48,771	45,500	3,271	13,420	79,000	62%
-	2,536	Miscellaneous	75	12,680	(12,605)	(43)	35,000	0%
335,858	336,593	Total Revenue	2,216,400	1,753,505	462,895	1,835,077	5,566,297	40%
Operating Expenses								
141,441	100,497	Salaries & Wages	549,987	514,873	(35,114)	463,535	1,238,204	44%
15,291	14,841	Rent	78,414	74,204	(4,210)	50,753	178,091	44%
2,686	1,647	Telephone	16,622	11,776	(4,846)	11,014	23,309	71%
220	281	Mail - USPS	1,335	1,404	69	1,275	3,370	40%
1,128	790	Insurance/Bonding	5,365	3,952	(1,413)	3,815	9,485	57%
927	1,159	Supplies	9,183	5,797	(3,386)	6,275	13,918	66%
70	-	Visitor Communications - Other	168	-	(168)	-	-	-
1,217	1,147	Depreciation	6,013	5,735	(278)	5,847	13,762	44%
250	928	Equipment Support & Maintenance	5,714	4,642	(1,072)	7,284	11,140	51%
105	100	Taxes, Licenses & Fees	1,670	1,609	(61)	1,746	3,334	50%
-	-	Miscellaneous Expense	371	171	(200)	-	684	54%
1,185	1,403	Equipment Rental/Leasing	9,171	7,013	(2,158)	6,672	16,828	54%
-	542	Training Seminars	180	908	728	1,248	3,100	6%
-	-	Public Outreach	-	859	859	-	3,735	0%
-	3,250	Professional Fees	14,748	19,475	4,727	25,870	26,975	55%
-	-	Research & Planning Membership	3,000	3,000	-	3,000	5,000	60%
1,252	4,333	Research & Planning	39,956	29,165	(10,791)	11,852	82,000	49%
65,900	28,333	Transportation Projects	229,093	338,667	109,574	110,622	977,000	23%
25,343	-	Infrastructure Projects	505,990	-	(505,990)	23,932	1,363,831	37%
(400)	50,000	Programs	(400)	100,000	100,400	-	196,600	0%
-	-	Autumn Food & Wine	-	-	-	66,412	-	-
-	-	Special Events	22,989	28,500	5,511	23,165	190,153	12%
1,647	3,535	Membership Activities	5,924	14,383	8,459	5,917	45,580	13%
-	500	Tuesday Morning Breakfast Club	2,769	2,500	(269)	3,480	6,000	46%
-	-	Classified Ads	-	-	-	2,361	-	-
-	-	Promotions/Giveaways	500	-	(500)	-	-	-
-	-	Market Study Reports/Research	33	5,000	4,967	-	18,000	0%
80,762	80,548	Marketing Cooperative/Media	403,810	402,738	(1,072)	410,000	966,566	42%
-	-	Media/Collateral/Production	-	-	-	65,484	-	-
12,079	10,042	Miscellaneous Programs	19,238	30,208	10,970	-	88,731	22%
-	-	Conference - PUD	-	-	-	-	10,000	0%
2,882	2,000	Cost of Goods Sold	20,592	16,000	(4,592)	8,331	33,000	62%
6	215	Associate Relations	346	1,148	802	584	3,075	11%
300	417	Board Functions	1,826	2,083	257	4,251	5,000	37%
406	242	Credit Card Fees	2,382	1,333	(1,049)	1,221	3,400	70%
980	922	Automobile Expenses	3,268	4,608	1,340	3,297	11,058	30%
195	158	Meals/Meetings	1,921	817	(1,104)	1,106	2,160	89%
67	-	Dues & Subscriptions	2,989	2,937	(52)	3,808	5,172	58%
452	631	Travel	2,178	3,156	978	2,981	8,238	26%
356,391	308,461	Total Operating Expenses	1,967,345	1,638,661	(328,684)	1,337,138	5,566,499	35%
(20,533)	28,132	Operating Income (Loss)	249,055	114,844	134,211	497,939	(202)	-
Other Income								
39	183	Revenues- Interest & Investment	266	917	651	1,103	2,200	12%
(20,494)	28,315	Net Income (Loss)	249,321	115,761	133,560	499,042	1,998	-

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the 5 months ended Nov 30, 2012
All Departments excl 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 (42%)
Revenue								
\$ 299,699	\$ 299,699	Placer County TOT Funding	\$ 1,498,495	\$ 1,498,495	\$ -	\$ 1,352,831	\$ 3,596,401	42%
9,430	10,355	Membership	47,142	51,777	\$ (4,635)	43,314	124,265	38%
6,170	1,457	Revenues-Membership Activities	16,998	15,828	\$ 1,170	13,617	53,833	32%
165	744	Revenue-Tue AM Breakfast Club	3,825	3,720	\$ 105	3,578	8,927	43%
-	-	Special Events Autumn Food&Wine	-	-	\$ -	78,947	-	-
-	-	Revenues - Retail - Nontaxable	-	-	\$ -	297	-	-
-	-	Non-retail VIC income	400	-	\$ 400	-	-	-
(964)	1,299	Commissions	40,214	42,990	\$ (2,776)	75,406	107,000	38%
4,855	4,000	Merchandise Sales	48,771	45,500	\$ 3,271	13,420	79,000	62%
-	2,536	Miscellaneous	75	12,680	\$ (12,605)	(43)	35,000	0%
319,355	320,090	Total Revenue	1,655,920	1,670,990	(15,070)	1,581,367	4,004,426	41%
Operating Expenses								
131,782	93,569	Salaries & Wages	513,982	480,115	(33,867)	432,077	1,154,183	45%
14,699	14,213	Rent	75,368	71,067	(4,301)	47,099	170,563	44%
2,481	1,551	Telephone	15,297	11,010	(4,287)	10,080	21,869	70%
218	280	Mail - USPS	1,327	1,398	71	1,272	3,355	40%
1,094	724	Insurance/Bonding	5,159	3,619	(1,540)	3,505	8,685	59%
877	1,034	Supplies	8,889	5,172	(3,717)	6,041	12,418	72%
70	-	Visitor Communications - Other	168	-	(168)	-	-	-
1,120	1,055	Depreciation	5,532	5,275	(257)	5,422	12,658	44%
250	868	Equipment Support & Maintenance	5,425	4,342	(1,083)	6,938	10,420	52%
105	-	Taxes, Licenses & Fees	1,612	1,109	(503)	1,075	2,234	72%
-	-	Miscellaneous Expense	371	-	(371)	-	-	-
1,078	1,283	Equipment Rental/Leasing	8,360	6,413	(1,947)	6,083	15,388	54%
-	500	Training Seminars	180	700	520	870	2,600	7%
-	-	Public Outreach	-	859	859	-	3,435	0%
-	3,250	Professional Fees	14,748	19,475	4,727	25,870	26,975	55%
-	-	Research & Planning Membership	3,000	3,000	-	3,000	5,000	60%
877	-	Research & Planning	10,040	7,500	(2,540)	4,678	30,000	33%
65,900	28,333	Transportation Projects	229,093	338,667	109,574	110,622	977,000	23%
(400)	50,000	Programs	(400)	100,000	100,400	-	196,600	0%
-	-	Autumn Food & Wine	-	-	-	66,412	-	-
-	-	Special Events	22,989	28,500	5,511	23,165	190,153	12%
1,554	3,535	Membership Activities	5,831	14,383	8,552	5,917	45,580	13%
-	500	Tuesday Morning Breakfast Club	2,769	2,500	(269)	3,480	6,000	46%
-	-	Classified Ads	-	-	-	2,192	-	-
-	-	Promotions/Giveaways	500	-	(500)	-	-	-
-	-	Market Study Reports/Research	33	5,000	4,967	-	18,000	0%
80,762	80,548	Marketing Cooperative/Media	403,810	402,738	(1,072)	410,000	966,566	42%
-	-	Media/Collateral/Production	-	-	-	65,484	-	-
12,079	10,042	Miscellaneous Programs	19,238	30,208	10,970	-	88,731	22%
-	-	Conference - PUD	-	-	-	-	10,000	0%
2,404	2,000	Cost of Goods Sold	19,834	16,000	(3,834)	8,331	33,000	60%
477	-	Freight and Shipping Costs	758	-	(758)	-	-	-
-	215	Associate Relations	340	1,123	783	572	2,975	11%
300	417	Board Functions	1,826	2,083	257	4,251	5,000	37%
406	242	Credit Card Fees	2,382	1,333	(1,049)	1,221	3,400	70%
880	755	Automobile Expenses	2,802	3,774	972	2,621	9,058	31%
162	158	Meals/Meetings	1,819	792	(1,027)	1,094	2,060	88%
67	-	Dues & Subscriptions	2,971	2,912	(59)	3,790	5,072	59%
452	631	Travel	2,178	3,156	978	2,981	8,238	26%
319,694	295,703	Total Operating Expenses	1,388,231	1,574,223	185,992	1,266,143	4,047,216	34%
(339)	24,387	Operating Income (Loss)	267,689	96,767	170,922	315,224	(42,790)	-
Other Income								
39	150	Revenues- Interest & Investment	266	750	(484)	763	1,800	15%
(3,508)	(3,582)	Allocated	(17,539)	(17,912)	(373)	(17,418)	(42,988)	0%
3,208	28,119	Net Income (Loss)	285,494	115,429	170,065	333,405	1,998	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 5 Months Ended Nov 30, 2012

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 (42%)
Revenue								
\$ 148,697	\$ 148,697	Placer County TOT Funding	\$ 743,485	\$ 743,485	\$ -	\$ 813,310	\$ 1,784,362	42%
-	-	Special Events Autumn Food&Wine	-	-	-	78,947	-	-
-	-	Commissions	-	-	-	1,795	7,000	-
148,697	148,697	Total Revenue	743,485	743,485	-	894,052	1,791,362	42%
Operating Expenses								
32,460	23,011	Salaries & Wages	124,182	117,056	(7,126)	121,487	282,026	44%
1,659	1,631	Rent	8,527	8,157	(370)	10,259	19,577	44%
695	300	Telephone	4,850	2,388	(2,462)	3,811	4,488	108%
51	85	Mail - USPS	320	425	105	634	1,020	31%
214	200	Insurance/Bonding	1,070	1,000	(70)	939	2,400	45%
168	383	Supplies	1,701	1,915	214	1,742	4,601	37%
304	286	Depreciation	1,503	1,430	(73)	1,515	3,430	44%
-	150	Equipment Support & Maintenance	1,454	750	(704)	2,325	1,800	81%
-	-	Taxes, Licenses & Fees	380	233	(147)	204	233	163%
-	-	Miscellaneous Expense	22	-	(22)	-	-	-
119	167	Equipment Rental/Leasing	1,100	835	(265)	853	2,000	55%
-	-	Training Seminars	-	-	-	870	-	-
(400)	50,000	Programs	(400)	100,000	100,400	-	196,600	0%
-	-	Autumn Food & Wine	-	-	-	66,412	-	-
-	-	Special Events	22,989	28,500	5,511	23,165	190,153	12%
93	-	Membership Activities	93	-	(93)	-	-	-
-	-	Market Study Reports/Research	33	5,000	4,967	-	18,000	0%
69,596	69,104	Marketing Cooperative/Media	347,980	345,520	(2,460)	334,750	829,243	42%
-	-	Media/Collateral/Production	-	-	-	65,484	-	-
12,079	10,000	Miscellaneous Programs	19,238	30,000	10,762	-	87,675	22%
-	-	Associate Relations	-	50	50	36	400	0%
-	-	Credit Card Fees	-	125	125	233	500	0%
576	150	Automobile Expenses	1,160	750	(410)	811	1,800	64%
137	100	Meals/Meetings	937	500	(437)	940	1,200	78%
-	-	Dues & Subscriptions	73	750	677	1,776	1,500	5%
452	631	Travel	2,178	3,156	978	2,677	7,574	29%
118,203	156,198	Total Operating Expenses	539,390	648,540	109,150	640,923	1,656,220	33%
30,494	(7,501)	Operating Income (Loss)	204,095	94,945	109,150	253,129	135,142	151%
11,179	11,262	Allocated	55,893	56,309	416	62,730	135,142	41%
19,315	(18,763)	Net Income (Loss)	148,202	38,636	109,566	190,399	-	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 5 Months Ended Nov 30, 2012

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 (42%)
Revenue								
\$ 29,350	\$ 29,350	Placer County TOT Funding	\$ 146,751	\$ 146,751	\$ -	\$ 147,583	\$ 352,202	42%
676	541	Membership	3,568	2,707	861	2,233	6,497	55%
(964)	882	Commissions	40,214	40,907	(693)	73,612	95,000	42%
29,062	30,773	Total Revenue	190,533	190,365	168	223,428	453,699	42%
Operating Expenses								
24,169	16,118	Salaries & Wages	95,493	82,342	(13,151)	64,246	198,340	48%
829	835	Rent	4,328	4,173	(155)	5,228	10,014	43%
193	246	Telephone	1,380	1,683	303	1,490	3,408	40%
36	65	Mail - USPS	349	325	(24)	406	780	45%
214	100	Insurance/Bonding	964	500	(464)	471	1,200	80%
81	149	Supplies	413	743	330	680	1,782	23%
158	150	Depreciation	782	750	(32)	770	1,800	43%
-	108	Equipment Support & Maintenance	570	542	(28)	581	1,300	44%
-	-	Taxes, Licenses & Fees	94	130	36	106	130	72%
119	142	Equipment Rental/Leasing	951	708	(243)	701	1,700	56%
93	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	50	-	-
-	-	Promotions/Giveaways	500	-	(500)	-	-	-
11,166	11,444	Marketing Cooperative/Media	55,830	57,218	1,388	75,250	137,323	41%
-	-	Conference - PUD	-	-	-	-	10,000	0%
-	42	Associate Relations	-	208	208	19	500	0%
-	80	Automobile Expenses	258	399	141	71	958	27%
-	-	Meals/Meetings	117	-	(117)	23	-	-
-	-	Dues & Subscriptions	815	840	25	815	1,500	54%
37,058	29,479	Total Operating Expenses	162,937	150,561	12,376	150,907	370,735	44%
(7,996)	1,294	Operating Income (Loss)	27,596	39,804	(12,208)	72,521	82,964	33%
6,832	6,914	Allocated	34,162	34,569	407	35,224	82,965	41%
(14,828)	(5,620)	Net Income (Loss)	(6,566)	5,235	(11,801)	37,297	(1)	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 5 Months Ended Nov 30, 2012

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 (42%)
Revenue								
\$ 95,546	\$ 95,546	Placer County TOT Funding	\$ 477,730	\$ 477,730	\$ -	\$ 258,000	\$ 1,146,566	42%
95,546	95,546	Total Revenue	477,730	477,730	\$ -	258,000	1,146,566	42%
Operating Expenses								
8,308	6,633	Salaries & Wages	31,105	33,167	2,062	31,451	80,239	39%
592	586	Rent	3,045	2,931	(114)	3,654	7,034	43%
205	171	Telephone	1,261	1,133	(128)	934	2,328	54%
2	-	Mail - USPS	6	-	(6)	-	-	-
34	67	Insurance/Bonding	207	333	126	314	800	26%
50	67	Supplies	257	333	76	234	800	32%
97	92	Depreciation	481	460	(21)	428	1,104	44%
-	56	Equipment Support & Maintenan	289	279	(10)	296	670	43%
-	-	Taxes, Licenses & Fees	58	100	42	65	100	58%
107	117	Equipment Rental/Leasing	810	583	(227)	591	1,400	58%
-	-	Public Outreach	-	443	443	-	1,773	0%
-	-	Research & Planning Membersf	3,000	3,000	-	3,000	5,000	60%
877	-	Research & Planning	10,040	7,500	(2,540)	4,678	30,000	33%
65,900	28,333	Transportation Projects	229,093	338,667	109,574	110,622	977,000	23%
93	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	169	-	-
-	13	Associate Relations	-	63	63	12	150	0%
97	350	Automobile Expenses	463	1,750	1,287	676	4,200	11%
-	-	Meals/Meetings	13	-	(13)	12	100	13%
-	-	Dues & Subscriptions	18	72	54	18	72	25%
76,362	36,485	Total Operating Expenses	280,239	390,814	110,575	157,154	1,112,770	25%
19,184	59,061	Operating Income (Loss)	197,491	86,916	110,575	100,846	33,796	584%
2,821	2,816	Allocated	14,104	14,082	(22)	15,299	33,796	42%
16,363	56,245	Net Income (Loss)	183,387	72,834	110,553	85,547	-	-

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

for the 5 months ended Nov 30, 2012

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 (42%)
Revenue								
\$ 26,106	\$ 26,106	Placer County TOT Funding	\$ 130,530	\$ 130,530	-	\$ 133,938	\$ 313,271	42%
-	-	Revenues - Retail - Nontaxable	-	-	-	297	-	-
-	-	Non-retail VIC income	400	-	400	-	-	-
4,855	4,000	Merchandise Sales	48,771	45,500	3,271	13,420	79,000	62%
-	2,536	Miscellaneous	-	12,680	(12,680)	30	35,000	0%
30,961	32,642	Total Revenue	179,701	188,710	(9,009)	147,685	427,271	42%
Operating Expenses								
23,565	16,924	Salaries & Wages	96,452	90,888	(5,564)	51,853	215,026	45%
9,106	8,941	Rent	47,051	44,705	(2,346)	13,139	107,294	44%
415	155	Telephone	2,479	1,240	(1,239)	719	2,328	106%
25	15	Mail - USPS	216	75	(141)	51	180	120%
282	83	Insurance/Bonding	1,235	417	(818)	471	1,000	124%
162	83	Supplies	4,133	417	(3,716)	1,094	1,000	413%
70	-	Visitor Communications - Other	168	-	(168)	-	-	-
158	149	Depreciation	782	745	(37)	770	1,788	44%
-	150	Equipment Support & Maintenance	1,120	750	(370)	781	1,800	62%
-	-	Taxes, Licenses & Fees	588	206	(382)	193	206	285%
356	333	Equipment Rental/Leasing	2,532	1,667	(865)	1,788	4,000	63%
-	500	Training Seminars	-	500	500	-	1,000	0%
-	250	Professional Fees	3,188	2,975	(213)	-	4,975	64%
93	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	720	-	-
-	42	Miscellaneous Programs	-	208	208	-	500	0%
2,882	2,000	Cost of Goods Sold	20,592	16,000	(4,592)	8,331	33,000	62%
-	29	Associate Relations	75	146	71	19	350	21%
182	58	Credit Card Fees	1,426	292	(1,134)	327	700	204%
207	25	Automobile Expenses	918	125	(793)	333	300	306%
25	-	Meals/Meetings	363	-	(363)	51	60	605%
37,528	29,737	Total Operating Expenses	183,411	161,356	(22,055)	80,640	375,507	49%
(6,567)	2,905	Operating Income (Loss)	(3,710)	27,354	(31,064)	67,045	51,764	-7%
3,963	3,814	Allocated	19,813	19,068	(745)	27,270	45,764	0%
(10,530)	(909)	Net Income (Loss)	(23,523)	8,286	(31,809)	39,775	6,000	-392%

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 5 Months Ended Nov 30, 2012

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 (42%)
Revenue								
\$ 16,503	\$ 16,503	Placer County TOT Funding	\$ 560,479	\$ 82,515	\$ 477,964	\$ 253,711	\$ 1,561,871	36%
16,503	16,503	Total Revenue	560,479	82,515	477,964	253,711	1,561,871	36%
Operating Expenses								
9,659	6,928	Salaries & Wages	36,004	34,758	(1,246)	31,458	84,021	43%
592	627	Rent	3,045	3,137	92	3,654	7,528	40%
205	96	Telephone	1,326	766	(560)	934	1,440	92%
2	1	Mail - USPS	8	6	(2)	3	15	53%
34	67	Insurance/Bonding	206	333	127	311	800	26%
50	125	Supplies	295	625	330	234	1,500	20%
97	92	Depreciation	481	460	(21)	424	1,104	44%
-	60	Equipment Support & Maintenance	289	300	11	346	720	40%
-	100	Taxes, Licenses & Fees	58	500	442	671	1,100	5%
-	-	Miscellaneous Expense	-	171	171	-	684	0%
107	120	Equipment Rental/Leasing	810	600	(210)	590	1,440	56%
-	42	Training Seminars	-	208	208	378	500	0%
-	-	Public Outreach	-	-	-	-	300	0%
375	4,333	Research & Planning	29,916	21,665	(8,251)	7,174	52,000	58%
25,343	-	Infrastructure Projects	505,990	-	(505,990)	23,932	1,363,831	37%
93	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	169	-	-
6	-	Associate Relations	6	25	19	12	100	6%
100	167	Automobile Expenses	466	833	367	676	2,000	23%
33	-	Meals/Meetings	102	25	(77)	12	100	102%
-	-	Dues & Subscriptions	18	25	7	18	100	18%
36,696	12,758	Total Operating Expenses	579,113	64,437	(514,676)	70,996	1,519,283	38%
(20,193)	3,745	Operating Income (Loss)	(18,634)	18,078	(36,712)	182,715	42,588	-44%
Other Income								
-	33	Revenues- Interest & Investment	-	167	(167)	339	400	
3,508	3,582	Allocated	17,539	17,912	373	17,418	42,988	41%
(23,701)	196	Net Income (Loss)	(36,173)	333	(36,506)	165,636	-	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 5 Months Ended Nov 30, 2012

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 (42%)
Revenue								
\$ 8,754	\$ 9,814	Membership	\$ 43,574	\$ 49,070	\$ (5,496)	\$ 41,081	\$ 117,768	37%
6,170	1,457	Revenues-Membership Activities	16,998	15,828	1,170	13,617	53,833	32%
165	744	Revenue-Tue AM Breakfast Clut	3,825	3,720	105	3,578	8,927	43%
-	417	Commissions	-	2,083	(2,083)	-	5,000	0%
15,089	12,432	Total Revenue	64,397	70,701	(6,304)	58,276	185,528	35%
Operating Expenses								
8,323	6,342	Salaries & Wages	30,968	32,210	1,242	32,232	78,352	40%
592	589	Rent	3,045	2,945	(100)	3,667	7,068	43%
266	196	Telephone	1,733	1,266	(467)	934	2,640	66%
38	50	Mail - USPS	129	250	121	64	600	22%
102	65	Insurance/Bonding	477	327	(150)	311	785	61%
50	83	Supplies	1,148	417	(731)	414	1,000	115%
97	92	Depreciation	481	460	(21)	424	1,104	44%
-	79	Equipment Support & Maintenar	289	396	107	346	950	30%
-	-	Taxes, Licenses & Fees	58	65	7	65	65	89%
237	242	Equipment Rental/Leasing	1,680	1,208	(472)	1,188	2,900	58%
-	-	Training Seminars	180	200	20	-	1,000	18%
1,091	3,535	Membership Activities	5,368	14,383	9,015	5,917	45,580	12%
-	500	Tuesday Morning Breakfast Clut	2,769	2,500	(269)	3,480	6,000	46%
-	-	Classified Ads	-	-	-	169	-	-
-	-	Miscellaneous Programs	-	-	-	-	556	0%
-	31	Associate Relations	25	156	131	12	375	7%
225	183	Credit Card Fees	956	917	(39)	662	2,200	43%
-	125	Automobile Expenses	-	625	625	673	1,500	0%
-	25	Meals/Meetings	62	125	63	23	300	21%
-	-	Dues & Subscriptions	516	250	(266)	516	1,000	52%
-	-	Travel	-	-	-	-	664	0%
11,021	12,137	Total Operating Expenses	49,884	58,700	8,816	51,097	154,639	32%
4,068	295	Operating Income (Loss)	14,513	12,001	2,512	7,179	30,889	47%
2,912	2,907	Allocated	14,562	14,537	(25)	15,323	34,889	42%
1,156	(2,612)	Net Income (Loss)	(49)	(2,536)	2,487	(8,144)	(4,000)	1%

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

For the 5 Months Ended Nov 30, 2012

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 (42%)
-	-	Revenue						
		Miscellaneous	75	-	(75)	(73)	-	
		Operating Expenses						
34,957	24,540	Salaries & Wages	135,783	124,452	(11,331)	130,808	300,200	45%
1,920	1,631	Rent	9,371	8,157	(1,214)	11,152	19,577	48%
707	482	Telephone	3,593	3,300	(293)	2,192	6,676	54%
66	65	Mail - USPS	307	323	16	118	775	40%
248	208	Insurance/Bonding	1,206	1,042	(164)	999	2,500	48%
366	270	Supplies	1,238	1,348	110	1,878	3,235	38%
304	286	Depreciation	1,503	1,430	(73)	1,515	3,432	44%
250	325	Equipment Support & Maintenance	1,704	1,625	(79)	2,609	3,900	44%
105	-	Taxes, Licenses & Fees	434	375	(59)	441	1,500	29%
-	-	Miscellaneous Expense	349	-	(349)	-	-	-
142	282	Equipment Rental/Leasing	1,286	1,412	126	962	3,388	38%
-	-	Training Seminars	-	-	-	-	600	0%
-	-	Public Outreach	-	416	416	-	1,662	0%
-	3,000	Professional Fees	11,560	16,500	4,940	25,870	22,000	53%
93	-	Membership Activities	93	-	(93)	-	-	-
-	-	Classified Ads	-	-	-	1,084	-	-
-	100	Associate Relations	240	500	260	475	1,200	20%
300	417	Board Functions	1,826	2,083	257	4,251	5,000	37%
-	25	Automobile Expenses	2	125	123	56	300	1%
-	33	Meals/Meetings	325	167	(158)	46	400	81%
67	-	Dues & Subscriptions	1,549	1,000	(549)	665	1,000	155%
-	-	Travel	-	-	-	304	-	-
39,525	31,664	Total Operating Expenses	172,369	164,255	(8,114)	185,425	377,345	46%
(39,525)	(31,664)	Operating Income (Loss)	(172,294)	(164,255)	(8,039)	(185,498)	(377,345)	46%
		Other Income						
39	150	Revenues- Interest & Investment	266	750	(484)	763	1,800	
(31,215)	(31,295)	Allocated	(156,073)	(156,477)	(404)	(173,265)	(375,545)	42%
(8,271)	(219)	Net Income (Loss)	(15,955)	(7,028)	(8,927)	(11,470)	-	-

North Lake Tahoe Resort Association
Departmental Summary
For the 5 Months Ending Nov 30, 2012

	Marketing	Conference	Visitor Information	Marketing Subtotal	Transportation	Membership	Administration	Subtotal	Infrastructure	TOTAL
Revenue										
Placer County TOT Funding	\$ 743,485	\$ 146,751	\$ 130,530	\$ 1,020,765	\$ 477,730	\$ -	\$ -	\$ 477,730	\$ 560,479	\$ 2,058,975
Membership	-	3,568	-	3,568	-	43,574	-	43,574	-	47,142
Revenues-Membership Activities	-	-	-	-	-	16,998	-	16,998	-	16,998
Revenue-Tue AM Breakfast Club	-	-	-	-	-	3,825	-	3,825	-	3,825
Non-retail VIC income	-	-	400	400	-	-	-	-	-	400
Commissions	-	40,214	-	40,214	-	-	-	-	-	40,214
Merchandise Sales	-	-	48,771	48,771	-	-	-	-	-	48,771
Miscellaneous	-	-	-	-	-	-	75	75	-	75
Total Revenue	743,485	190,533	179,701	1,113,718	477,730	64,397	75	542,202	560,479	2,216,400
Operating Expenses										
Salaries & Wages	124,182	95,493	96,452	316,127	31,105	30,968	135,783	197,855	36,004	549,987
Rent	8,527	4,328	47,051	59,906	3,045	3,045	9,371	15,462	3,045	78,414
Telephone	4,850	1,380	2,479	8,710	1,261	1,733	3,593	6,587	1,326	16,622
Mail - USPS	320	349	216	884	6	129	307	443	8	1,335
Insurance/Bonding	1,070	964	1,235	3,269	207	477	1,206	1,890	206	5,365
Supplies	1,701	413	4,133	6,247	257	1,148	1,238	2,642	295	9,183
Visitor Communications - Other	-	-	168	168	-	-	-	-	-	168
Depreciation	1,503	782	782	3,067	481	481	1,503	2,465	481	6,013
Equipment Support & Maintenance	1,454	570	1,120	3,143	289	289	1,704	2,282	289	5,714
Taxes, Licenses & Fees	380	94	588	1,062	58	58	434	550	58	1,670
Miscellaneous Expense	22	-	-	22	-	-	349	349	-	371
Equipment Rental/Leasing	1,100	951	2,532	4,584	810	1,680	1,286	3,776	810	9,171
Training Seminars	-	-	-	-	-	180	-	180	-	180
Professional Fees	-	-	3,188	3,188	-	-	11,560	11,560	-	14,748
Research & Planning Membership	-	-	-	-	3,000	-	-	3,000	-	3,000
Research & Planning	-	-	-	-	10,040	-	-	10,040	29,916	39,956
Transportation Projects	-	-	-	-	229,093	-	-	229,093	-	229,093
Infrastructure Projects	-	-	-	-	-	-	-	-	505,990	505,990
Programs	(400)	-	-	(400)	-	-	-	-	-	(400)
Special Events	22,989	-	-	22,989	-	-	-	-	-	22,989
Membership Activities	93	93	93	278	93	5,368	93	5,553	93	5,924
Tuesday Morning Breakfast Club	-	-	-	-	-	2,769	-	2,769	-	2,769
Promotions/Giveaways	-	500	-	500	-	-	-	-	-	500
Market Study Reports/Research	33	-	-	33	-	-	-	-	-	33
Marketing Cooperative/Media	347,980	55,830	-	403,810	-	-	-	-	-	403,810
Miscellaneous Programs	19,238	-	-	19,238	-	-	-	-	-	19,238
Cost of Goods Sold	-	-	20,592	20,592	-	-	-	-	-	20,592
Associate Relations	-	-	75	75	-	25	240	265	6	346
Board Functions	-	-	-	-	-	-	1,826	1,826	-	1,826
Credit Card Fees	-	-	1,426	1,426	-	956	-	956	-	2,382
Automobile Expenses	1,160	258	918	2,337	463	-	2	465	466	3,268
Meals/Meetings	937	117	363	1,417	13	62	325	401	102	1,921
Dues & Subscriptions	73	815	-	888	18	516	1,549	2,083	18	2,989
Travel	2,178	-	-	2,178	-	-	-	-	-	2,178
Total Operating Expenses	539,390	162,937	183,411	885,738	280,239	49,884	172,369	502,492	579,113	1,967,345
Operating Income (Loss)	204,095	27,596	(3,710)	227,980	197,491	14,513	(172,294)	39,710	(18,634)	249,055
Revenues- Interest & Investment	-	-	-	-	-	-	266	266	-	266
Allocated	55,893	34,162	19,813	109,868	14,104	14,562	(156,073)	(127,407)	17,539	-
Net Income (Loss)	148,202	(6,566)	(23,523)	118,112	183,387	(49)	(15,955)	167,383	(36,173)	249,321

D14

November Accounts Receivable

Customer Account	Business Name	Chamber/Conf		TMBC		Commissions		AFW		Misc.	
		age	amount	age	amount	age	amount	age	amount	age	amount
210.00	B2 Marketing Communications	new	210.00								11/1/12 Chamber dues
225.00	Bella Affair Catering	60	225.00								9/1/12 Chamber dues
110.00	Big Brothers Big Sisters of Nevada	60	110.00								9/1/12 Chamber dues
210.00	Chris Werner Photography	new	210.00								11/1/12 Chamber dues
210.00	Dockside 700 (Icebox)	90	210.00								8/1/12 Chamber dues
300.00	Dorinda's Chocolates							300.00			9/30/11 (09306) AFW
225.00	Dress The Part(y) for Charity, LL	30	225.00					30			10/1/12 Chamber dues
1,320.00	Embassy Suites					30	1,320.00				10/31/12 Groups
210.00	Fallon Multimedia	new	210.00								11/1/12 Chamber dues
210.00	Filmed at Tahoe	90	210.00								8/31/12 Chamber dues
277.20	Forest Suites					30	277.20				10/31/12 Groups
1,515.45	Forest Suites					90	1,515.45				8/31/2012 Groups
3,086.00	Hyatt Regency Lake Tahoe					30	3,086.00				10/31/12 Groups
550.00	Hyatt Regency Lake Tahoe	new	550.00								11/1/12 Chamber dues
210.00	Incline Liquor	new	210.00								11/1/12 Chamber dues
210.00	Integrity Property Management	new	210.00								11/1/12 Chamber dues
210.00	KPFF Consulting Engineers	new	210.00								11/1/12 Chamber dues
210.00	KTHO Radio (K-Tahoe)	30	210.00								10/1/12 Chamber dues
36.00	Mark Moore			60	36.00						9/1/12 Sep - Nov TMBC
225.00	Moonshine Ink	new	225.00								11/1/12 Chamber dues
6,705.07	NLT Marketing Co-op									60	6,705.07 9/30/12 Sep cc exp
8,027.01	NLT Marketing Co-op									30	8,027.01 10/31/12 Oct cc exp
8,186.14	NLT Marketing Co-op									new	8,186.14 11/30/12 Nov cc exp
396.21	Northstar California					90	396.21				9/30/12 Groups
16,143.38	Northstar California									new	16,143.38 AFW expenses
36.00	NT Fire Protection District (TC)			90	36.00						6/1/12 Jun - Aug TMBC
72.00	Patty Boxeth			90	72.00						6/1/12 Jun - Aug TMBC
36.00	Placer County CEO Office			60	36.00						9/1/12 Sep - Nov TMBC

Accounts Receivable Aging as of 12/14/12

Business Name	1 - 30	31 - 60	61 - 90	> 90	TOTAL	For
B2 Marketing Communications	0.00	210.00	0.00	0.00	210.00	Chamber dues
Bella Affair Catering	0.00	0.00	0.00	225.00	225.00	Chamber dues
Big Brothers Big Sisters	0.00	0.00	0.00	110.00	110.00	Chamber dues
Chris Werner Photography	0.00	210.00	0.00	0.00	210.00	Chamber dues
Dockside 700	0.00	0.00	0.00	210.00	210.00	Chamber dues
Dorinda's Chocolates	0.00	0.00	0.00	300.00	300.00	AFW vendor fee
Will be offset against chocolate purchased for VIC.						
Dress The Part(y)	0.00	0.00	225.00	0.00	225.00	Chamber dues
Embassy Suites Resort	0.00	1,320.00	0.00	0.00	1,320.00	Group commission
Fallon Multimedia	0.00	210.00	0.00	0.00	210.00	Chamber dues
Filmed at Tahoe	0.00	0.00	0.00	210.00	210.00	Chamber dues
Forest Suites Resort	0.00	277.20	0.00	1,515.45	1,792.65	Group commissions
Hyatt Regency Lake Tahoe	0.00	3,636.00	0.00	0.00	3,636.00	Group commissions
Incline Liquor	0.00	210.00	0.00	0.00	210.00	Chamber dues
Integrity Property Management	0.00	210.00	0.00	0.00	210.00	Chamber dues
KPFF Consulting Engineers	0.00	210.00	0.00	0.00	210.00	Chamber dues
KTHO Radio (K-Tahoe)	0.00	0.00	210.00	0.00	210.00	Chamber dues
Mark Moore	0.00	0.00	0.00	36.00	36.00	TMBC dues
Moonshine Ink	0.00	225.00	0.00	0.00	225.00	Chamber dues
NLT Marketing Cooperative	8,186.14	8,027.01	6,705.07	0.00	22,918.22	Reimbursement
NT Fire Protection District	0.00	0.00	0.00	36.00	36.00	TMBC dues
Northstar California	16,143.38	0.00	396.21	0.00	16,539.59	Reimbursement of AFW expenses
Patty Boxeth	0.00	0.00	0.00	72.00	72.00	TMBC dues
Placer County Executive Office	0.00	0.00	0.00	36.00	36.00	TMBC dues
Plumas Bank	0.00	0.00	0.00	72.00	72.00	TMBC dues
PlumpJack Squaw Valley Inn	0.00	2,640.00	0.00	0.00	2,640.00	Group commission
Poulsen Commercial	0.00	225.00	0.00	0.00	225.00	Chamber dues
Reno Tahoe Limo	0.00	325.00	0.00	0.00	325.00	Chamber dues
Roof Crafters, Inc	0.00	0.00	210.00	0.00	210.00	Chamber dues
Squaw Valley Resort	0.00	1,039.59	0.00	4,898.40	5,937.99	Group commission
Squaw Valley Accounting reported that these checks would be cut on 11/28. However, NLTRA has yet to receive payment and Squaw Valley Accounting is researching the delay.						
Ta-Hoe Nalu, LLC	0.00	110.00	0.00	0.00	110.00	Chamber dues
Tahoe Paddle and Oar	0.00	0.00	0.00	100.00	100.00	Chamber dues
Tahoe Quarterly	0.00	210.00	0.00	0.00	210.00	Chamber dues
The Resort at Squaw Creek	0.00	4,512.40	13,402.62	0.00	17,915.02	Group commissions
The Ritz-Carlton	0.00	1,432.70	0.00	0.00	1,432.70	Group commission
	24,329.52	25,239.90	21,148.90	7,820.85	78,539.17	

Grey shaded is paid.

**NLT Chamber/CVB/Resort Association
Statement of Infrastructure and Transportation Activities
For the Five Months Ending November 30, 2012**

Current Month	Infrastructure Project Costs	Year to Date
375.00	Research/Planning/Infrastructure	29,915.73
4,649.00	Northstar Community Multi-Purpose Trail	4,649.00
	Lakeside Bike Trail	218,041.41
5,030.00	Regional Wayfinding Signage	5,555.00
3,809.55	Squaw Valley Trail Snow Removal	6,492.30
	Visitors Centers Exhibits	36,590.61
	Water Shuttle	187,457.65
	Tahoe Vista Recreation Area	35,349.50
11,854.45	Gateway Lighting	11,854.45
<hr/> 25,718.00	Total Infrastructure Project Costs	<hr/> 535,905.65
	Transportation Project Costs	
876.89	Research/Planning/Transportation	13,040.26
	Membership Transportation	3,000.00
65,900.00	Coordinated Skier Shuttle Program	65,900.00
	Summer Traffic Management	3,152.60
	North Lake Tahoe Express	27,156.86
	Summer Night Service	132,884.00
<hr/> 66,776.89	Total Transportation Project Costs	<hr/> 245,133.72
<hr/> <hr/> 92,494.89	Total Project Costs	<hr/> <hr/> 781,039.37

Cardholder Name: SANDRA EVANS HALL **Statement Period:** 10/29/12 to 11/28/12
Account Number: 5472-1601-9517-4925 **Statement Closing Date:** 11/28/12

News and Updates

CLICK AND BE GENEROUS - Together, we could raise up to \$2,000,000 to fight cancer. When you pay for your online purchase of \$10 or more with your Bank of the West MasterCard card from November 12 through December 31, 2012, MasterCard will make a donation to Stand Up to Cancer, one penny at a time.

Certain terms and conditions apply. This promotion applies to online purchases and online bill payments made with MasterCard cards issued by U.S. financial institutions in all 50 states. The promotion will end when MasterCard meets its \$2 million goal. Offline, international transactions and returns are not eligible. Stand Up To Cancer is a program of the Entertainment Industry Foundation (EIF), a 501(C)(3) tax-exempt organization. EIF meets all 20 BBB Charity Standards. Stand Up To Cancer and the Stand Up To Cancer Brand Mark are registered trademarks of the Entertainment Industry Foundation. MasterCard, the MasterCard Brand Mark and Priceless are registered trademarks and Click and Be Generous is a trademark of MasterCard International Incorporated. ©2012 MasterCard.

Transactions				Reference Number		CR=Credit Amount
Tran Date	Post Date	Transaction Description				
Transaction Activity						
10-26	10-29	FIFTYFIFTY BREWING CO	TRUCKEE	CA	829	\$214.99
10-27	10-29	HAMPTON INN & SUITES	TRUCKEE	CA	274	\$141.90
10-27	10-29	CTC*CONSTANTCONTACT.CO	855-2295506	MA	054	\$70.00
11-06	11-06	VZWRLSS*PRPAY AUTOPAY	888-294-6804	CA	423	\$35.00
11-21	11-21	PAYMENT - THANKYOU			000	\$35.00
11-22	11-23	D J*WALL ST JOURNAL	800-568-7625	MA	906	\$66.69
11-27	11-28	CTC*CONSTANTCONTACT.CO	855-2295506	MA	066	\$70.00

2012 Year-to-Date Totals	
Total fees charged in 2012	\$0.00
Total interest charged in 2012	\$0.00

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

\$ 141.90 - Accomodations for Transit Summit speaker.
 \$ 70 + \$ 70 - Constant contact does not send receipts.
 \$ 66.69 - Wall Street Journal does not send receipts.

5941-00/41	\$ 356.89
5530-00/42	70.00
6432-00/60	70.00
5320-00/70	35.00
8810-00/70	66.69
	<u> </u>
	\$ 598.58

Transit Summit

FIFTY - FIFTY
117 Brockway Rd.
Duckee, CA 96161
530-587-BEER (2337)

10/25/2012 6:58:26 PM

Card Type: Master Card
Card Number: XXXXXXXXXXXX4925
Server Name: EFRAIN
Check Number: 244470
Table Number: 35
Position Number: 1,2,3,4,5,6,7,8

TOTAL AMOUNT DUE 179.99

TIP

35.00

TOTAL

214.99

Approval: 045866

I AGREE TO COMPLY WITH
THE CARDHOLDER AGREEMENT

CUSTOMER COPY

Kim Lambert

From: Sandy Evans Hall
Sent: Monday, November 05, 2012 6:34 AM
To: Kim Lambert
Subject: Fwd: Important Information Regarding Your Verizon Wireless Account

Sent from my iPhone

Begin forwarded message:

From: "AccountNotify@verizonwireless.com"
<AccountNotify@verizonwireless.com>
Date: November 5, 2012, 5:25:20 AM PST
To: sandy@puretahoenorth.com
Subject: Important Information Regarding Your Verizon Wireless Account



IMPORTANT ACCOUNT INFORMATION FROM VERIZON WIR

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

PAYMENT DATE: 11/05/2012

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

Due Now

3 GB Mobile Broadband for a month \$35.00

SUMMARY OF CHARGES:

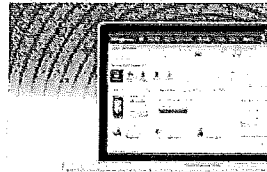
Due now: detail of total charges billed to credit card

Subtotal \$35.00

Taxes \$0.00

Total charges billed to credit card: \$35.00

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.



My Verizon is also availal assist you with:

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

D R A F T D A S H B O A R D

TOT Collections		2012/13	2011/12	2010/2011
Quarter 1		\$ 2,943,205	\$ 3,680,030	\$ 3,242,663
Quarter 2		\$ 1,792,579	\$ 2,107,554	\$ 2,107,554
Quarter 3		\$ 3,152,666	\$ 3,775,501	\$ 3,775,501
Quarter 4		\$ 1,551,151	\$ 1,359,796	\$ 1,359,796
Total		\$ 2,943,205	\$ 10,176,426	\$10,485,514

Reservations Activity		FY 12/13	FY 11/12	Variance
Occupancy during October		33.2%	32.6%	2.1%
ADR October	\$ 149	\$ 140	6.6%	
Occupancy forecast November		13.2%	9.7%	36.1%
ADR November	\$ 144	\$ 155	-7.0%	
Occupancy (prev 6 mo)		47.3%	47.5%	-0.4%
ADR (prev 6 mo)	\$ 196	\$ 190	3.1%	
Occupancy (next 6 mo)		13.1%	14.3%	-8.1%
ADR (next 6 mo)	\$ 262	\$ 273	-4.1%	
Incremental Pacing for October		5.1%	5.7%	-10.6%

October Conference Statistics

	FY 12/13	FY 11/12	Variance
Total Revenue Booked as of 10/31/12:	\$1,321,989	\$1,639,698	-19%
Forecasted Commission for this Revenue:	\$55,946	\$135,164	-59%
Number of Room Nights:	7395	9475	-22%
Number of Delegates:	3316	4579	-28%
Annual Revenue Goal:	\$1,750,000	\$1,700,000	
Annual Commission Goal:	\$75,000	\$125,000	
Number of Tentative Bookings:	71	45	58%

Web Statistics - October	FY12/13	FY11/12	Variance
Visits	51,438	52,713	2.42%
Page Views	192,720	210,417	-8.41%
Pages/Visit	3.75	3.99	-6.14%
Bounce Rate	41.43%	41.56%	-0.32%

VISITOR INFORMATION STATISTICS FOR Q1 2012 2013		
	2012	2011
Tahoe City		
Walk In	18120	6221
Phone	1179	1102
Kings Beach (Walk In Only)	2884	2848
Reno (Walk in Only)	1027	0

Infrastructure Fund Balances as of 7/1/12	
Contract 12477 2007-08	\$ 706,162
Contract 12659 2008-09	\$ 827,151
Contract 12818 2009-10	\$ 789,928
Contract 12945 2010-11	\$ 1,390,235
Contract 13054 2011-12	\$ 1,249,520
Contract 13235 2012-13	\$ 1,357,037
Total Fund Balances	\$ 6,320,034

Chamber Of Commerce Total Membership	
April 2012	468
November 2012	480

Unemployment	Oct-12	Jun-12	Oct-11
Dollar Point	10.3%	11.5%	12.0%
Kings Beach	8.9%	9.9%	10.4%
Sunnyside/Tahoe City	10.3%	11.5%	12.0%
Tahoe Vista	14.7%	16.4%	17.0%
California	9.8%	10.7%	11.3%
Placer County	8.9%	10.0%	10.4%

Sales and Use Tax – Pending Receipt from
County

School Enrollment Figures – CA last updated in
2006