

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

COMPARISON OF 2011-12 TO 2012-2013 BUDGET

	TOTAL		TOTAL		2012-'13 BUDGET OVER FORECAST VARIANCE
	Jul '12 - Jun '13	2011-12 Forecast	Budget Jul '11 - Jun '12		
Ordinary Income/Expense					
Income					
4050-00 · Placer County TOT Funding	4,915,963	6,465,217	6,465,217		-1,549,254
4200-00 · Membership	123,290	111,612	125,904		11,678
4250-00 · Revenues - Membership Functio	53,833	59,001	62,760		-5,168
4251-00 · Revenue - Tue AM Breakfast Cl	8,927	0	0		8,927
4350-00 · Special Events AutumnFood&Win	0	78,947	75,000		-78,947
4500-00 · Retail Sales	57,000	21,612	21,400		35,388
4501-00 · Revenues - Retail - Nontaxabl	0	0	0		0
4600-00 · Commissions	100,000	146,695	146,500		-46,695
4601-00 · Revenues - Commissions S. Sho	0	0	0		0
4720-00 · Miscellaneous	23,028	7,570	15,000		15,458
Total Income	5,282,041	6,890,654	6,911,781		-1,608,613
Gross Profit	5,282,041	6,890,654	6,911,781		-1,608,613
Expense		0			0
5000-00 · Salaries & Wages	929,329	1,198,523	990,976		-269,194
5010-00 · Incentives	8,000	0	10,400		8,000
5020-00 · P/R - Tax Expense	83,639	0	78,130		83,639
5030-00 · P/R - Health Insurance Expens	114,867	0	106,260		114,867
5040-00 · P/R - Workmans Comp	0	0	5,075		0
5060-00 · 401 (k)	31,390	0	49,860		31,390
5100-00 · Rent	167,232	134,288	128,800		32,944
5110-00 · Utilities	6,765	0	0		6,765
51100 · Freight and Shipping Costs	0	0	0		0
5140-00 · Repairs & Maintenance	494	0	0		494
5150-00 · Office - Cleaning	3,600	0	0		3,600
5310-00 · Telephone - 800 #	0	0	0		0
5320-00 · Telephone - Local	22,308	25,277	22,020		-2,969
5350-00 · Internet	0	0	360		0
5420-00 · Mail - 1st Class Postage	3,370	3,402	3,315		-32
5480-00 · Mail - Fed Ex	0	0	0		0
5510-00 · Insurance/Bonding	9,485	7,918	4,608		1,567
5520-00 · Supplies	12,918	12,079	17,400		839
5610-00 · Depreciation Exp. - Furn & Fi	12,775	11,710	13,080		1,065
5700-00 · Equipment Support & Maintenan	11,140	13,448	10,800		-2,308
5710-00 · Taxes, Licenses & Fees	3,434	2,109	1,051		1,325
5730-00 · Miscellaneous Expense	5,348	0	58,074		5,348
5740-00 · Equipment Rental/Leasing	15,840	15,473	15,044		367
5800-00 · Training Seminars	3,100	5,415	6,904		-2,315
5810-00 · Public Outreach	13,799	0	0		13,799
5910-00 · Professional Fees - Attorneys	1,500	800	2,400		700
5920-00 · Professional Fees - Accountan	20,500	28,930	20,500		-8,430
5940-00 · Research & Planning Membership	0	0	0		0
5941-00 · Research & Planning	70,000	67,987	35,000		2,013
5942-00 · Reno/NLT Airport Shuttle	95,000	452,500	474,500		-357,500
5949-00 · Summer West Shore Night Service	129,850	0	0		129,850
5950-00 · RTIA Welcome Center	0	0	0		0
5952-00 · West Commons Beach	0	0	0		0
5953-00 · Summer Traffic Management	19,000	0	0		19,000
5955-00 · Winter Traffic Management (B-	30,000	0	0		30,000
5956-00 · North Lake Tahoe Express (B-7	0	0	0		0
5957-00 · Night Service Transit	195,000	0	0		195,000
5958-00 · Winter Transit TART Hwy 267 (45,000	0	0		45,000
5959-00 · TART Year Round Baseline Serv	125,000	0	0		125,000

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**North Lake Tahoe Resort Association
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July 2012 through June 2013**

	TOTAL		TOTAL	2012-13 BUDGET OVER FORECAST VARIANCE
	Jul '12 - Jun 13	2011-12 Forecast	Budget Jul '11 - Jun 12	
5960-00 · Winter Night Service Transit	0	0	0	0
5961-00 · Enhanced Summer Transit Servi	144,000	0	0	144,000
5962-00 · Skier Shuttle - Sugar Bowl (B	19,000	0	0	19,000
5963-00 · Winter Transit TART Hwy 89 &	80,000	0	0	80,000
5964-00 · Hwy 267 Summer Bus Service (B	0	0	0	0
5965-00 · Enhanced Snowplowing	100,000	0	0	100,000
5966-00 · Maintenance - Tourism Facilit	0	0	0	0
5967-00 · Traffic Calming	0	0	0	0
5968-00 · Regional Wayfinding Signage	0	0	0	0
5970-00 · Lakeside Bike Trail	0	0	0	0
5971-00 · Bike Trail Signs	0	0	0	0
5972-00 · TART Bus Shelters	0	0	0	0
5998-00 · Project Infrastructure	1,185,067	2,898,131	2,885,380	-1,713,064
6016-00 · Community Marketing Programs	91,800	207,047	0	-115,247
6020-00 · Programs	196,600	196,600	196,600	0
6023-00 · Autumn Food & Wine Direct	0	78,947	75,000	-78,947
6420-00 · Special Events Co-op	0	0	147,000	0
6422-00 · SpEv - New Event Development	190,153	148,450	0	41,703
6423-00 · Membership Events/Functions	2,285	0	0	2,285
6432-00 · Membership - Newsletter	2,300	33,079	38,506	-30,779
6434-00 · Community Awards Dinner	18,000	0	0	18,000
6436-00 · Membership - Wnt/Sum Rec Lunc	4,000	0	0	4,000
6437-00 · Tuesday Morning Breakfast Clu	6,000	0	0	6,000
6438-00 · Membership - Business Expo	3,000	0	0	3,000
6440-00 · Membership - Elections	280	0	0	280
6441-00 · Membership - Miscellaneous Ex	8,635	0	0	8,635
6442-00 · Public Relations/Website	7,080	1,400	4,200	5,680
6490-00 · Classified Ads	0	2,361	0	-2,361
6600-00 · Promotions/Giveaways	0	5,000	7,500	-5,000
6701-00 · Market Study Reports/Research	20,000	95,000	88,000	-75,000
6730-00 · Marketing Cooperative/Media	939,378	1,092,000	1,091,998	-152,622
6740-00 · Media/Collateral/Production	0	0	207,038	0
6741-00 · Productions	0	0	954	0
6742-00 · Miscellaneous Programs	500	45,477	0	-44,977
7253-00 · Conference - PUD	12,500	12,500	12,500	0
8100-00 · Cost of Goods Sold	21,846	11,465	12,189	10,381
8200-00 · Associate Relations	3,075	2,333	3,247	742
8300-00 · Board Functions/Entertainment	5,000	7,731	7,800	-2,731
8500-00 · Credit Card Fees	3,400	2,488	4,379	912
8700-00 · Automobile Expenses	12,058	8,523	4,914	3,535
8750-00 · Meals/Meetings	960	2,886	3,715	-1,926
8810-00 · Dues & Subscriptions	5,172	12,396	11,429	-7,224
8910-00 · Travel	8,238	11,365	12,437	-3,127
8930-00 · Travel Expenses	1,100	644	0	456
Total Expense	5,281,111	6,855,682	6,869,343	-1,574,571
Net Ordinary Income	930	34,972	42,438	-34,042
Other Income/Expense	0	0	0	0
Other Income	0	0	0	0
4700-00 · Revenues - Interest & Investm	2,200	2,886	3,740	-686
4701-00 · Unrealized Gain/Loss Investme	0	0	0	0
4702-00 · Investment Fee	0	0	0	0
8960-00 · Loss on Sale of Assets	0	0	0	0
Total Other Income	2,200	2,886	3,740	-686
Other Expense	0	0	0	0

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North Lake Tahoe Resort Association
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8900-00 - Marketing Reserves
 8990-00 - Allocated
 Total Other Expense

 Net Other Income

 Net Income

	TOTAL		TOTAL	2012-13 BUDGET OVER FORECAST VARIANCE
	Jul '12 - Jun 13	2011-12 Forecast	Budget Jul '11 - Jun 12	
	0	44,584	44,584	-44,584
	3,130	-6,726	1,596	9,856
	3,130	37,858	46,180	-34,728
	-930	-34,972	-42,440	34,042
	0	0	-2	0



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THE NORTH LAKE TAHOE RESORT ASSOCIATION BOARD OF DIRECTORS
Wednesday June 6, 2012 – 8:30 am – 11 am
Tahoe City Public Utility District
Preliminary Minutes

ATTENDANCE: Ron McIntyre, Ron Parson, Phil GilanFarr, Kali Kopley, Wally Auerbach, Jennifer Merchant, Allen Highfield, Eric Brandt, Alex Mourelatos, Valli Murnane, and Andy Wirth

NOT PRESENT: Julie Regan, Bill Rock

STAFF IN ATTENDANCE: Sandy Evans Hall, Ron Treabess, Andy Chapman, Deanna Frument, Lisa de Roulet, and Jessica Walker

OTHERS IN ATTENDANCE: *Cindy Gustafson, Jan Coyler, Jeff Ausnow, Susie Walden, Johnny Rutter, Carolyn Nunn, Eli Covell, Steve Hoch, Anthony Kranz, Jeff Cowen, Jan Coyler, Scott Zumwalt*

A. CALL TO ORDER - ESTABLISH QUORUM

The meeting was called to order at 8:30 am by Chair Ron Parson and a quorum was established.

B. AGENDA AMENDMENTS AND APPROVAL

1. Agenda Additions and/or Deletions
2. Approval of Agenda

M/S/C (Highfield/Wirth) (11-0-0) to approve the agenda with items taken out of order if necessary.

C. PUBLIC FORUM

Jan Coyler, Director of the Truckee North Tahoe / Transportation Management Association (TNT/TMA), reported that the Emerald Bay connection for TART has begun and noted that it is our only public transportation connection to the South Shore.

Eric Brandt, Tahoe TV, thanked everyone for their participation in the annual Golf tournament put on by the Tahoe City Recreation Association. The event raised about \$8,000.

Cindy Gustafson, Tahoe City Public Utilities District (TCPUD), announced that on June 21, 2012 the Tahoe City bike path's completion will be celebrated with a ribbon cutting ceremony at Jake's on The Lake. She expressed her gratitude to the North Lake Tahoe Chamber/CVB/Resort Assn. for their support and commitment. On June 24, 2012 the TCPUD will be creating a human link from the beginning to the end of the one mile trail.

Andy Wirth, Squaw Valley, suggested that the Olympic update be a standing item on the Board agenda and gave an update on the Olympic bid status. The International Olympic Committee (IOC) and the US Olympic Committee (USOC) have come to terms on their revenue. The USOC has a board meeting in San Francisco on June 28, 2012 where the next step of the process will be decided. The newly constituted Lake Tahoe Winter Olympics Committee (LTWOC) will have their first full board meeting on July 13, 2012 at Squaw Valley. While they have not yet gone public on who is a part of the Board of Directors, Andy assured everyone that it is an impressive

group of individuals.

Alex Mourelatos, Mourelatos Lakeside Resort, promoted his Greek Glendi event on June 16, 2012 at the Mourelatos Lakeside Resort. There will be authentic Greek food and dancers.

D. REPORTS & ACTION ITEMS

Marketing:

3. Andy Chapman, North Lake Tahoe Resort Assn., reported the MTRiP Forecast for summer. While occupancy is down it is important to remember that last year's first quarter, July – September was record breaking in TOT collections. In comparison to last year occupancy is down about 1%. However, the average daily rate (ADR), and revenue per available room (RevPAR) is up. ADR is up 5.6% and RevPAR is up 4.3%.

There is also a comparative analysis against our core competitive sites, which are Central Summit Colorado, Mammoth, Telluride, and Park City. From May-Oct 2012 we are doing very well in comparison to those sites. In May, June, and July we are leading, and in August and September we are second only to Park City.

4. Andy discussed the IRONMAN event which he hopes to bring to North Lake Tahoe. He showed a 6-minute video for the Coeur d'Alene IRONMAN. There are currently 11 full events in North America with Tahoe potentially being the 12th. He has been working with the World Triathlon Corporation (WTC) since last June; bids were due January 30th. Multiple site inspections have been completed. They are currently reviewing and negotiating contract with the WTC.

Andy also reported on some of the economic impact as well as the race route details. They expect 2,500 athletes along with 3-4 guests each who will be staying for 5-6 nights. There is also huge opportunity for training camps to set up in the area. There is an expected \$8 to \$15 million dollar economic impact over the 5-night stay. It will be a 5-year contract as well as the opportunity for additional IRONMAN branded Events. There are 220,000 IRONMAN athletes.

The total economic impact is forecasted to be about 10,000 room nights, training camps and other miscellaneous expenditures equaling about \$9.8 million dollars in which Andy believes to be a conservative number. The expected cost will be about a \$260,000 dollars in the 2013-14 year.

M/S/C (Wirth/Highfield) (11-0-0) to direct staff and Executive Director to enter final contract agreements and support expenses.

Membership:

5. Deanna Frumanti, Membership Manager, gave an update on the status of May Membership. 15 new members were added in the month of May bringing in almost \$4,000 in revenue. She is focusing on calling past due members to get caught up with past due accounts. She did write off 6 members but 4 of those members are no longer in business
6. Deanna then gave an update on event schedule:
 - June 7th - Summer Recreation Luncheon at West Shore Café
 - June 12th - Visitor Information Center Grand Opening
 - June 14th - Porter Simon Mixer
 - June 15th - Glendi at Mourelatos Lakeside Resort
 - June 21st - 2012 Business Expo
 - June 26th - ChamberEd Seminar and Tuesday Bluesdays Mixer at Squaw
 - July 12th - Lighthouse Spa Mixer

Transportation/Infrastructure

7. Ron Treabess, Director of Community Partnerships and Planning, updated the Board on the Night Rider Service extension. Several business owners and Steve Hoch from the Tahoe City Downtown Association (TCDA) are requesting the Night Rider Shuttle to run until 2:00 am. After several meetings with Ron Treabess, Will Garner, Jan Colyer and the Airport Mini Bus, the schedule was amended to allow an extra hour. The group of business owners and the TCDA are requesting service until 2:00 am and are willing to raise funds to make that happen. The total cost for the additional service will be \$17,100.

Several business owners spoke to the board about how this service is crucial to the prosperity of Tahoe City. They believe the Tahoe City's nightlife will be short lived if patrons do not feel they have a safe and reliable way to get home.

The Board was generally in agreement that a later public transportation option is needed. However, there is a process to make a request for funding. Also, while there is money available; it needs to be decided if this use truly is the highest priority for this money. The business owners may need to contribute additional funds in order to get this pilot program started this summer season.

Action: The business owners and the TCDA will need to look internally for discretionary funds to extend service fully. They will need to get on the agenda for the Joint Transportation/Infrastructure Committee and the committee will need to make a recommendation to the Board for any additional funding needed.

8. Ron Treabess gave an update on the North Tahoe Water Shuttle project. TMA will be the operator of the shuttle. The shuttle has been approved by the Board of Supervisors for its pilot program. June 7, 2012 the Tahoe Regional Planning Agency (TRPA) will have a hearing and we expect that it will be approved for a three-year pilot program. There is an unsigned contract in place with the boat operator that is pending the TRPA hearing. License agreements for dock owners are in place aside from the North Lake Tahoe Public Utilities District (NTPUD). If all goes according to plan, the Tahoe Transportation District (TTD) will ask for an agreement with the boat operator. Service is targeted to begin around July 15th.
9. Jeff Cowen, TRPA, gave an introduction to the Tahoe Regional Plan Update. The plan is out for public review and that period ends June 28, 2010. Within the plan, there have been about 6,000 new homes allocated. Public land has increased 70% and 546 acres of stream zone have now been restored. Public funding is diminishing, and there is 90% build-out in the basin. The update is not focused on growth but redevelopment. It is important to determine how to encourage good projects and stop bad ones.

The Regional Plan would like to reduce dependency on private automobiles. This would mean that there would need to be more sidewalks, trails, and parking management programs.

The plan also looks at streamlining the TRPA processes, attracting reinvestments and making the permit process easier. To enhance the permit process the plan is to shift this department from TRPA and allowing a main permitting department to be created giving one-stop permitting for most projects.

Sandy explained that the request for \$10,000 dollars is for examining and discussing how the regional plan does or not facilitate redevelopment. Within the plan there are things we can support, things we oppose and things that can be modified. Also, there is another committee that has been working behind the scenes to come up with a product that we would like to see for TRPA and our members and county. The plan is to work with business communities in South Shore to create a broader voice for redevelopment in the basin. The request for

\$10,000 goes towards the \$40,000 consulting fee to make sure we have coordinated business voice between on the regional plan update.

M/S/C (Mourelatos/Auerbach) (11-0-0) to allocate \$10,000 out of the 2012-2013 budget to provide a coordinated voice for the TRPA Regional Plan Update.

10. Ron Treabess reported that the TOT renewal passed with 84% of the votes.
11. Sandy Evans Hall updated the Board on the Tahoe City Visioning Process. The next meeting will be June 27, 2012 through June 29, 2012 in this room. The Board is invited to participate.

County Contract

12. Sandy Evans Hall reported that there was nothing to report on the County Contract negotiations. She will update the board as soon as she hears anything.

E. DIRECTOR'S COMMENTS

F. CONSENT CALENDAR – MOTIONS

13. Board Meeting Minutes – April 4, 2012
14. Joint Infrastructure/Transportation Committee- No meeting in May
15. Marketing Committee – May 29, 2012
16. Membership Advisory Committee – May 9, 2012
17. Lodging Committee – No meeting in May17. Approve Financials for March, 2012
18. Conference Sales Directors Committee – No meeting in May
19. Finance Committee – My 24, 2012
20. Approved Financials for March 2012
21. Marketing Performance Semi-Annual Report

M/S/C (Auerbach/Wirth) (11-0-0) to approve the consent calendar as presented.

G. MEETING REVIEW AND STAFF DIRECTION

- Add to the agenda that there will be an Olympic review every month by Andy Wirth
- Come up with an amended Night Rider schedule and the cost for that
- Performance report delivered
- TRPA regional plan status update will be added to the agenda as an ongoing item.

H. CLOSED SESSION

24. Executive Director Annual Review

I. RECONVENE TO OPEN SESSION

Ron Parson and Executive Committee will meet with Sandy Evans Hall within the next two weeks to provide a review and discuss compensation.

J. ADJOURNMENT

The meeting was adjourned at 11:40 am.

Submitted by
Jessica Walker Executive Assistant
NLT Chamber/CVB/Resort Association



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COMMITTEE: Joint Infrastructure/Transportation Committee
MEETING DATE: June 25, 2012
BOARD MEMBERS PRESENT: Wally Auerbach, Phil GilanFarr

ACTION ITEMS TAKEN:

MOTIONS MADE/VOTE:

M/S/C (GilanFarr/Davis) (7-0-0) to approve the Joint Infrastructure/Transportation Committee Agenda.

M/S/C (GilanFarr/Pang) (7-0-0) to approve the Joint Infrastructure/Transportation Committee Meeting minutes of April 23, 2012.

M/S/C (GilanFarr/Davis) (7-0-0) to approve the night rider service funding request for \$10,000 extending the service to 2:00 am.

BOARD APPROVAL/DIRECTION REQUESTED:

M/S/C (GilanFarr/Davis) (7-0-0) to approve the night rider service funding request for \$10,000 extending the service to 2:00 am.



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COMMITTEE: Marketing
MEETING DATE: June 26, 2012
BOARD MEMBERS PRESENT: Eric Brandt

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

Action to staff (Andy): Can lodging properties use "Ironman" to create lodging packages?

Action to staff (Sandy): Set up meeting with Northstar properties to discuss lodging barometer participation.

Action to staff (Andy): Add Wedding as an agenda item to next months marketing committee meeting.

MOTIONS MADE/VOTE:

3.2 M/S/C (Dudley/Moore) (6/0) to approve the agenda with the above changes.

4.1 M/S/C (Dudley/Hickey) (6/0) to approve the Marketing Committee meeting minutes from May 28, 2012.

BOARD APPROVAL/DIRECTION REQUESTED:



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COMMITTEE: Membership Advisory Committee Minutes

MEETING DATE: June 13, 2012

BOARD MEMBERS PRESENT: Kali Kopley

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

MOTIONS MADE/VOTE:

M/S/C (Gelbman/Young) (6-0-0) to approve the Membership Advisory Committee minutes of May 9, 2012.

M/S/C (Hoch/Williams) (5-0-1 Abstention) to grant up to \$10,000 to the Squaw Valley Business Association for marketing.

M/S/C (Gelbman/Kopley) (5-0-1 Abstention Steve Hoch) to grant up to \$10,000 to the Tahoe City Downtown Association for marketing.

BOARD APPROVAL/DIRECTION REQUESTED:



COMMITTEE: Finance
MEETING DATE: June 28, 2012
BOARD MEMBERS PRESENT: Allen Highfield, Bill Rock

ACTION ITEMS TAKEN:

The committee directed staff to slightly increase the percentage of health insurance premiums paid by company employees.

Lisa de Roulet will modify the budget to reflect the change in health insurance expense and increase the retail sales revenue number. She will also change the column layout for better readability.

Sandy Evans Hall will meet with Jennifer Merchant before the July Board meeting to continue the contract negotiation.

MOTIONS MADE / VOTE:

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

M/S/C (Frushon/Rock) (3/0) to approve the Finance Committee minutes of May 24, 2012.

M/S/C (Frushon/Rock) (3/0) to approve the procurement card program.

BOARD APPROVAL / DIRECTION REQUESTED:

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

NLT Chamber/CVB/ Resort Association

Financial Statements

For the Ten Months Ending April 30, 2012



June 28, 2012

To: Finance Committee

From: Kim Lambert

Re: Major Variances of April 2012 Financial Statements

The following are the major budget to actual variances for the **month of April 2012:**

- Conference Commissions are up over budget.
- Special Events expense is over budget because we have not yet received Mountain Travel Symposium partner payments that offset it.
- The Visitors Information Salary variance is due to severance and an additional employee being added to the department.
- The increase in Insurance and Bonding expense is offset by part of the decrease of Salaries and Benefits expense (Workers Comp insurance was originally budgeted in Salaries and Benefits, but has been charged to the Insurance and Bonding account).
- Board Functions expense is up due to timing of paying for the TCPUD Board room rent.
- Infrastructure and Transportation Project Costs expense is under budget due to timing of projects.

The following are the major budget to actual variances for **Year-to-Date:**

- Member Dues revenue is down due to write-offs of non-paying members.
- Marketing Commissions are down due to slow sales of the Ski Tahoe North lift ticket.
- Conference Commissions is up over budget.
- Special Events and Functions revenue is up due to billing for the Business Directory and Tuesday Morning Breakfast Club.
- The Visitors Information Salary variance is due to severance and an additional employee being added to the department.
- Consolidated/Visitor Information Miscellaneous revenue and Miscellaneous expense variances are due to timing.
- The increase in Insurance and Bonding expense is offset by part of the decrease of Salaries and Benefits expense (Workers Comp insurance was originally budgeted in Salaries and Benefits, but has been charged to the Insurance and Bonding account).
- Special Events expense is over budget because we have not yet received Mountain Travel Symposium partner payments that offset it.
- Board Functions expense is up due to timing of paying for the TCPUD Board room rent.
- Infrastructure and Transportation Project Costs expense is under budget due to timing of projects.

North Lake Tahoe Resort Association
Statement of Financial Position
For the Ten Months Ending April 30, 2012

	<u>Current Month</u>	<u>Last Month</u>	<u>Last Year</u>
ASSETS			
Cash and cash equivalents	\$1,484,915.00	\$1,346,160.25	\$1,099,471.43
Receivables			
Accounts Receivable - Membership Services	88,208.35	101,329.74	75,768.24
Accounts Receivable - Other	<u>10,278,593.71</u>	<u>10,542,894.59</u>	<u>6,584,585.89</u>
Total Receivables	10,366,802.06	10,644,224.33	6,660,354.13
Prepaid expenses	170,038.56	177,865.32	5,770.20
Inventory	4,406.18	4,406.18	928.18
Furniture, Fixtures & Other	12,994.29	13,690.04	22,369.52
Computer Equipment/Software	6,881.51	3,986.55	4,112.02
Vehicles & Leasehold Improvements	<u>388.46</u>	<u>582.45</u>	<u>2,985.16</u>
TOTAL ASSETS	<u><u>12,046,426.06</u></u>	<u><u>12,190,915.12</u></u>	<u><u>7,795,990.64</u></u>
LIABILITIES & NET ASSETS			
Accounts Payable	460,776.56	380,203.18	282,173.84
STN/Marketing Cooperative Liability	270,949.89	147,459.20	71,658.45
Other Liabilities	(21.68)	(488.99)	182.13
Unearned Revenue & Deferred Support	10,068,148.74	10,359,005.54	6,634,158.55
Reserves	<u>35,820.00</u>	<u>31,438.00</u>	<u>41,000.00</u>
TOTAL LIABILITIES	<u><u>10,835,673.51</u></u>	<u><u>10,917,616.93</u></u>	<u><u>7,029,172.97</u></u>
NET ASSETS			
Beginning Net Assets	697,419.35	697,419.35	667,941.92
Net Change in Net Assets	<u>513,333.20</u>	<u>575,878.84</u>	<u>98,875.75</u>
TOTAL NET ASSETS	<u><u>1,210,752.55</u></u>	<u><u>1,273,298.19</u></u>	<u><u>766,817.67</u></u>
TOTAL LIABILITIES & NET ASSETS	<u><u>12,046,426.06</u></u>	<u><u>12,190,915.12</u></u>	<u><u>7,795,990.64</u></u>

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North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Consolidation of Departments
For the Ten Months Ending April 30, 2012

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE			% Chg
	Actual	Budget	\$ Variance	Prior YR	Budget	Variance	
Revenue and Other Support							
Member Dues	8,988	10,492	(1,504)	9,937	104,920	(16,115)	94,560 (15%)
Special Events & Functions	466	1,030	(564)	(11,000)	110,400	34,539	109,157 31%
Miscellaneous	0	0	0	0	15,000	(14,930)	4,449 (100%)
Commissions & Booking Fees	16,907	7,715	9,192	12,165	112,350	22,146	132,588 20%
Retail Sales & Other	579	1,000	(421)	1,247	19,400	(1,648)	19,772 (8%)
Interest & Investment Income	166	310	(144)	91	3,120	(1,351)	2,981 (43%)
Placer County Funding	273,379	555,174	(281,795)	255,130	5,354,863	(1,962,204)	3,371,612 (37%)
Total Revenue and Other Support	300,485	575,721	(275,236)	267,570	5,720,053	(1,939,563)	3,735,118 (34%)
Expenses							
Salaries and benefits	95,948	101,422	(5,474)	71,897	1,036,123	(57,324)	847,240 (6%)
Rent & Utilities	11,027	11,300	(273)	7,608	106,200	(1,224)	77,664 (1%)
Telephone Services	2,511	1,835	676	1,979	18,350	4,571	19,343 25%
Internet Access	0	30	(30)	0	300	(300)	290 (100%)
Mail Expenses	123	221	(98)	30	2,570	202	2,338 8%
Insurance & Bonding	853	384	469	374	3,840	4,241	3,830 110%
Supplies	1,713	1,450	263	684	14,500	(294)	8,872 (2%)
Equipment Sup. & Maint.	847	900	(50)	847	9,000	2,244	8,267 25%
Taxes, Licenses & Fees	347	90	257	0	1,125	1,778	1,015 158%
Miscellaneous Expense	0	10,000	(10,000)	0	50,000	(50,000)	0 (100%)
Equip., Rental / Leasing	2,206	1,586	620	1,740	12,809	833	13,113 7%
Training & Seminars	0	242	(242)	0	5,420	(3,230)	477 (60%)
Project Costs	67,415	308,781	(241,366)	125,369	2,849,810	(2,242,648)	1,282,071 (79%)
Professional Fees Legal/Accounting	440	200	240	0	22,500	6,870	18,886 31%
Special Events	58,263	35,000	23,263	5,372	87,500	29,053	91,435 33%
Autumn Food & Wine Costs	0	0	0	0	75,000	3,947	79,024 5%
Membership Events/Newsletter	3,414	1,396	2,018	1,739	37,190	6,269	30,394 17%
Cost of Goods Sold	188	640	(453)	596	10,740	586	16,257 5%
Classified Ads	0	0	0	0	0	3,280	0 0%
Promotional/ Giveaways	0	0	0	0	7,500	(7,300)	0 (97%)
Market Study Reports/Research	0	0	0	0	68,000	6,327	0 9%
Marketing Cooperative/Media	5,094	0	5,094	84,476	892,000	0	826,760 0%
Marketing Other	1,860	12,500	(10,640)	3,364	156,550	(24,512)	73,236 (16%)
Programs	316	0	316	82	75,000	(46,090)	106,350 (61%)
Associate Relations	1,666	650	1,016	17,297	4,041	(1,318)	3,696 (33%)
Board Functions	270	195	75	159	6,500	2,208	52,271 34%
Credit Card Fees	1,062	410	652	574	4,187	(1,444)	4,008 (34%)
Automobile Expenses	301	310	(9)	150	4,100	4,277	4,247 104%
Local Meals & Entertainment	295	100	195	499	3,100	(1,016)	3,505 (33%)
Dues & Subscriptions	1,406	1,127	279	403	10,777	(506)	3,567 (5%)
Travel	0	133	(133)	0	6,970	(1,206)	1,397 (17%)
Allocated	0	0	0	0	1,330	(1,330)	0 (100%)
Total Expense Before Depreciation/Re	357,570	590,902	(233,331)	334,605	5,583,032	(2,363,057)	3,579,555 (42%)
Depreciation Reserves	1,078	1,090	(12)	1,567	10,900	338	15,670 3%
Total Expense	4,382	4,382	0	14,518	35,820	0	41,018 0%
Changes in Unrestricted Net Assets	363,031	596,374	(233,343)	350,690	5,629,752	(2,362,719)	3,636,243 (42%)
	(62,546)	(20,653)	(41,893)	(83,120)	90,301	423,157	98,876 469%

North Lake Tahoe Resort Association
 Consolidation of Departments Excluding Infrastructure
 For the Ten Months Ending April 30, 2012

	CURRENT MONTH			YEAR - TO - DATE			% Chg
	Actual	Budget	\$ Variance	Prior YR	Budget	Variance	
Revenue and Other Support							
Member Dues	8,988	10,492	(1,504)	9,937	104,920	(16,115)	94,560
Special Events & Functions	466	1,030	(564)	(11,000)	110,400	34,539	109,157
Miscellaneous	0	0	0	0	15,000	(14,930)	4,449
Commissions & Booking Fees	16,907	7,715	9,192	12,165	112,350	22,146	132,588
Retail Sales & Other	579	1,000	(421)	1,247	19,400	(1,648)	19,772
Interest & Investment Income	166	210	(44)	150	2,100	(670)	2,069
Placer County Funding	301,060	301,060	0	242,130	2,813,723	0	2,861,759
Total Revenue and Other Support	328,166	321,507	6,659	254,629	3,177,893	23,322	3,224,354
Expenses							
Salaries and benefits	90,578	95,407	(4,828)	67,217	963,843	(47,033)	789,258
Rent & Utilities	10,354	10,550	(196)	6,891	98,700	(805)	70,376
Telephone Services	2,319	1,675	644	1,850	16,750	4,222	17,576
Internet Access	0	30	(30)	0	300	(300)	290
Mail Expenses	123	220	(97)	30	2,560	203	2,333
Insurance & Bonding	782	354	428	344	7,416	3,876	3,524
Supplies	1,476	1,400	76	636	14,000	(677)	8,343
Equipment Sup. & Maint.	794	850	(56)	798	8,500	2,138	7,817
Taxes, Licenses & Fees	254	90	164	0	1,051	829	941
Miscellaneous Expense	0	10,000	(10,000)	0	50,000	(50,000)	0
Equip. Rental / Leasing	2,013	1,436	577	1,590	11,669	768	11,966
Training & Seminars	0	242	(242)	0	5,420	(3,607)	477
Project Costs	4,975	66,500	(61,525)	116,270	427,000	(169,560)	889,244
Professional Fees Legal/Accounting	440	200	240	0	22,500	6,870	18,886
Special Events	58,263	35,000	23,263	5,372	87,500	29,053	91,435
Autumn Food & Wine Costs	0	0	0	0	75,000	3,947	79,024
Membership Events/Newsletter	3,414	1,396	2,018	1,739	43,459	6,269	30,394
Cost of Goods Sold	188	640	(453)	596	37,190	586	16,257
Classified Ads	0	0	0	0	10,740	0	0
Promotional/ Giveaways	0	0	0	0	7,500	(7,300)	0
Market Study Reports/Research	0	0	0	0	68,000	6,327	0
Marketing Cooperative/Media	100,000	100,000	0	84,476	892,000	0	826,760
Marketing Other	5,094	0	5,094	9,365	156,550	(24,512)	73,236
Programs	1,860	12,500	(10,640)	3,364	75,000	(46,090)	106,350
Associate Relations	299	0	299	76	3,736	(1,112)	3,400
Board Functions	1,666	650	1,016	17,297	6,500	2,208	52,271
Credit Card Fees	270	195	75	159	4,187	(1,444)	4,008
Automobile Expenses	879	340	539	473	3,484	3,484	3,414
Local Meals & Entertainment	301	305	(4)	150	3,050	(983)	3,445
Dues & Subscriptions	295	100	195	499	10,723	(506)	3,513
Travel	1,406	1,127	279	403	6,970	(1,206)	1,397
Allocated	(3,361)	(3,432)	71	(3,135)	(34,320)	95	(31,302)
Total Expense Before Depreciation/Re	284,683	337,775	(53,092)	316,460	3,039,559	(281,261)	3,084,733
Depreciation Reserves	989	1,010	(21)	1,462	10,100	266	14,620
Total Expense	4,382	4,382	0	14,518	35,820	0	41,018
Changes in Unrestricted Net Assets	290,053	343,167	(53,113)	332,440	3,085,479	(280,995)	3,140,371
	38,113	(21,660)	59,772	(77,811)	92,414	304,316	83,983
							329%

DESCRIPTION	CURRENT MONTH			YEAR-TO-DATE		
	Actual	Budget	% Chg.	Actual	Budget	% Chg.
REVENUE AND OTHER SUPPORT						
Marketing	201,877	202,177	0%	1,824,953	1,829,643	0%
Conferences	43,310	33,428	30%	413,275	380,280	9%
Visitor Support & Transportation	51,600	51,600	0%	516,000	0	0%
Visitor Information	22,412	22,833	(2%)	295,601	312,180	(5%)
Member Services	8,800	11,259	(22%)	149,956	137,690	9%
Management & General	166	210	(21%)	1,430	2,100	(32%)
Total Revenue and Other Supp	328,166	321,507	2%	3,201,215	3,177,893	1%
EXPENSES						
Marketing	192,076	181,829	6%	1,630,778	1,709,602	(5%)
Conferences	37,077	36,254	2%	373,918	379,167	(1%)
Visitor Support & Transportation	14,360	76,546	(81%)	361,845	538,683	(33%)
Visitor Information	34,426	37,995	(9%)	273,175	293,740	(7%)
Member Services	19,580	12,059	62%	166,647	158,395	5%
Management & General	(7,465)	(1,516)	392%	(1,754)	5,892	(130%)
Total Expenses	290,053	343,167	(15%)	2,804,609	3,085,479	(9%)
Net Change in Unrestricted Net Assets						
Marketing	9,801	20,348	(52%)	194,175	120,041	62%
Conferences	6,234	(2,826)	(321%)	39,357	1,113	*****
Visitor Support & Transportation	37,240	(24,946)	(249%)	154,155	(22,683)	(780%)
Visitor Information	(12,014)	(15,162)	(21%)	22,427	18,440	22%
Member Services	(10,779)	(800)	*****	(16,691)	(20,705)	(19%)
Management & General	7,632	1,726	342%	3,184	(3,792)	(184%)
Net Change in Assets Before In	38,113	(21,660)	*****	396,606	92,414	329%
Infrastructure						
Infrastructure Support	(27,681)	254,214	(111%)	579,276	2,542,160	(77%)
Infrastructure Expense	72,977	253,207	(71%)	462,548	2,544,273	(82%)
Infrastructure Net Change in Assets	(100,658)	1,007	*****	116,727	(2,113)	*****
Change in Net Assets	(62,546)	(20,653)	203%	513,333	90,301	468%

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Transportation
For the Ten Months Ending April 30, 2012

	CURRENT MONTH			YEAR - TO - DATE		
	Actual	Budget	% Chg.	Actual	Budget	% Chg.
Revenue and Other Support	51,600	51,600	0%	516,000	516,000	0%
Placer County Funding	51,600	51,600	0%	516,000	516,000	0%
Total Revenue and Other Support	51,600	51,600	0%	516,000	516,000	0%
Expenses	4,891	5,598	(13%)	59,175	67,060	(12%)
Salaries and benefits	673	750	(10%)	7,081	7,500	(6%)
Rent & Utilities	192	150	28%	1,948	1,500	30%
Telephone Services	0	0	0%	4	0	0%
Mail Expenses	72	30	139%	672	300	124%
Insurance & Bonding	23	50	(53%)	669	500	34%
Supplies	56	50	12%	556	56	11%
Equipment Sup. & Maint.	0	0	0%	65	74	(12%)
Taxes, Licenses & Fees	192	150	28%	1,205	1,200	0%
Equip. Rental / Leasing	4,975	66,500	(93%)	257,440	427,000	(40%)
Project Costs	0	0	0%	280	0	0%
Classified Ads	17	0	0%	99	315	(69%)
Associate Relations	168	75	123%	1,475	750	97%
Automobile Expenses	30	0	0%	41	0	0%
Local Meals & Entertainment	0	0	0%	54	54	0%
Dues & Subscriptions	2,980	3,113	(4%)	30,200	31,130	(3%)
Allocated	14,270	76,466	(81%)	360,965	537,883	(33%)
Total Expense Before Depreciation/Re	91	80	13%	881	800	10%
Depreciation	14,360	76,546	(81%)	361,845	538,683	(33%)
Total Expense	37,240	(24,946)	(249%)	154,155	(22,683)	(780%)
Changes in Unrestricted Net Assets				176,838	5,544	(780%)

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Visitor Information
For the Ten Months Ending April 30, 2012

DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Miscellaneous	0	0	0	0	0%	70	15,000	(14,930)	0	(100%)
Retail Sales & Other	579	1,000	(421)	1,247	(42%)	17,752	19,400	(1,648)	19,772	(8%)
Placer County Funding	21,833	21,833	0	11,833	0%	277,780	277,780	0	120,333	0%
Total Revenue and Other Support	22,412	22,833	(421)	13,080	(2%)	295,601	312,180	(16,579)	140,106	(5%)
Expenses										
Salaries and benefits	21,096	16,517	4,579	7,826	28%	137,825	130,903	6,922	98,685	5%
Rent & Utilities	4,114	3,860	254	436	7%	32,202	31,800	402	4,703	1%
Telephone Services	145	100	45	65	45%	1,453	1,000	453	1,142	45%
Mail Expenses	0	15	(15)	0	(100%)	107	150	(43)	76	(29%)
Insurance & Bonding	107	49	58	49	118%	1,005	490	515	498	105%
Supplies	1,052	610	442	4	72%	2,961	6,100	(3,139)	862	(51%)
Equipment Supp. & Maint.	91	150	(59)	79	(39%)	1,203	1,500	(297)	1,100	(20%)
Taxes, Licenses & Fees	0	0	0	0	0%	193	206	(13)	206	(7%)
Miscellaneous Expense	0	10,000	(10,000)	0	(100%)	0	50,000	(50,000)	0	(100%)
Equip. Rental / Leasing	556	360	196	416	55%	3,668	3,240	428	3,376	13%
Cost of Goods Sold	188	640	(453)	596	(71%)	11,326	10,740	586	16,257	5%
Classified Ads	0	0	0	0	0%	720	0	720	0	0%
Marketing Other	1,120	0	1,120	0	0%	22,021	0	22,021	0	0%
Associate Relations	27	0	27	11	0%	389	578	(189)	480	(33%)
Credit Card Fees	66	35	31	29	89%	642	443	199	448	45%
Automobile Expenses	316	5	311	0	*****	1,657	50	1,607	43	*****
Local Meals & Entertainment	42	5	37	0	738%	110	50	60	60	120%
Allocated	5,371	5,509	(138)	1,587	(3%)	54,126	55,090	(964)	17,042	(2%)
Total Expense Before Depreciation/Re	34,291	37,855	(3,564)	11,098	(9%)	271,605	292,340	(20,735)	144,977	(7%)
Depreciation	135	140	(5)	210	(4%)	1,444	1,400	44	2,100	3%
Total Expense	34,426	37,995	(3,569)	11,308	(9%)	273,050	293,740	(20,690)	147,077	(7%)
Changes in Unrestricted Net Assets	(12,014)	(15,162)	3,148	1,772	(21%)	22,552	18,440	4,112	(6,971)	22%

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Management & Administration
For the Ten Months Ending April 30, 2012

DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support	0	0	0	0	0%	0	0	0	4,449	0%
Miscellaneous	166	210	(44)	150	(21%)	1,430	2,100	(670)	2,069	(32%)
Interest & Investment Income	166	210	(44)	150	(21%)	1,430	2,100	(670)	6,518	(32%)
Total Revenue and Other Support	19,977	28,027	(8,050)	16,930	(29%)	259,695	280,779	(21,085)	190,467	(8%)
Expenses	2,052	2,100	(48)	2,001	(2%)	21,591	21,000	591	20,356	3%
Salaries and benefits	455	325	130	231	40%	4,856	3,250	1,606	3,297	49%
Rent & Utilities	0	60	(60)	30	(100%)	636	600	36	610	6%
Telephone Services	213	100	113	94	113%	2,065	1,000	1,065	958	107%
Mail Expenses	273	220	53	314	24%	3,203	2,200	1,003	1,581	46%
Insurance & Bonding	175	340	(165)	339	(49%)	3,284	3,400	(116)	3,118	(3%)
Supplies	254	90	164	0	182%	1,246	343	903	233	263%
Equipment Sup. & Maint.	0	0	0	0	0%	0	0	0	0	0%
Taxes, Licenses & Fees	345	250	95	290	38%	1,959	1,975	(16)	2,000	(1%)
Miscellaneous Expense	0	200	(200)	0	(100%)	744	2,000	(1,256)	308	(63%)
Equip. Rental / Leasing	440	200	240	0	120%	29,370	22,500	6,870	18,886	31%
Training & Seminars	0	0	0	0	0%	1,195	0	1,195	0	0%
Professional Fees Legal/Accounting	53	0	53	21	0%	962	1,125	(163)	924	(14%)
Classified Ads	1,666	650	1,016	17,297	156%	8,708	6,500	2,208	52,271	34%
Associate Relations	35	60	(25)	32	(42%)	207	600	(393)	549	(65%)
Board Functions	136	50	86	15	172%	307	500	(193)	382	(39%)
Automobile Expenses	45	100	(55)	499	(55%)	782	1,000	(218)	694	(22%)
Local Meals & Entertainment	799	85	714	0	840%	1,103	850	253	0	30%
Dues & Subscriptions	(34,653)	(34,653)	0	(32,915)	0%	(346,530)	(346,530)	0	(332,142)	0%
Travel	(7,735)	(1,796)	(5,939)	5,178	331%	(4,616)	3,092	(7,708)	(35,510)	(249%)
Allocated	270	280	(10)	416	(4%)	2,862	2,800	62	4,160	2%
Total Expense Before Depreciation/Re	(7,465)	(1,516)	(5,949)	5,594	392%	(1,754)	5,892	(7,646)	(31,350)	(130%)
Depreciation	7,632	1,726	5,906	(5,444)	342%	3,184	(3,792)	6,976	37,868	(184%)
Total Expense										
Changes in Unrestricted Net Assets										

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Infrastructure
For the Ten Months Ending April 30, 2012

	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support	0	100	(100)	(59)	(100%)	339	1,020	(681)	911	(67%)
Interest & Investment Income	(27,681)	254,114	(281,795)	13,000	(111%)	578,936	2,541,140	(1,962,204)	509,853	(77%)
Placer County Funding	(27,681)	254,214	(281,895)	12,941	(111%)	579,276	2,542,160	(1,962,884)	510,764	(77%)
Total Revenue and Other Support										
Expenses										
Salaries and benefits	5,370	6,015	(645)	4,680	(11%)	61,989	72,280	(10,291)	57,982	(14%)
Rent & Utilities	673	750	(77)	717	(10%)	7,081	7,500	(419)	7,288	(6%)
Telephone Services	192	160	32	129	20%	1,948	1,600	348	1,667	22%
Mail Expenses	0	1	(1)	0	(100%)	10	10	0	6	(5%)
Insurance & Bonding	71	30	41	30	136%	665	300	365	306	122%
Supplies	237	50	187	48	374%	883	500	383	523	77%
Equipment Supp. & Maint.	56	50	6	49	12%	606	500	106	450	21%
Taxes, Licenses & Fees	94	0	94	0	0%	1,023	74	949	74	*****
Equip. Rental / Leasing	192	150	42	150	28%	1,205	1,140	65	1,147	6%
Training & Seminars	0	0	0	0	0%	378	0	378	0	0%
Project Costs	62,441	242,281	(179,840)	9,099	(74%)	349,722	2,422,810	(2,073,088)	392,827	(86%)
Classified Ads	0	0	0	0	0%	280	0	280	0	0%
Associate Relations	17	0	17	7	0%	99	305	(206)	286	(68%)
Automobile Expenses	183	70	113	101	161%	1,493	700	793	834	113%
Local Meals & Entertainment	0	5	(5)	0	(100%)	17	50	(33)	60	(66%)
Dues & Subscriptions	0	0	0	0	0%	54	54	0	54	0%
Allocated	3,361	3,565	(204)	3,135	(6%)	34,225	35,650	(1,425)	31,302	(4%)
Total Expense Before Depreciation/Re	72,888	253,127	(180,239)	18,144	(71%)	481,676	2,543,473	(2,081,797)	494,822	(82%)
Depreciation	89	80	9	105	12%	872	800	72	1,050	9%
Total Expense	72,977	253,207	(180,230)	18,249	(71%)	482,548	2,544,273	(2,081,725)	495,872	(82%)
Changes in Unrestricted Net Assets	(100,658)	1,007	(101,665)	(5,308)	*****	116,727	(2,113)	118,840	14,892	*****

Monthly Report May 2012

CONFERENCE REVENUE STATISTICS

North Shore Properties

Year to Date Bookings/Monthly Production Detail FY 11/12

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 11/12</u>	<u>FY 10/11</u>	<u>Variance</u>
Total Revenue Booked as of 5/31/12:	\$1,955,500	\$1,638,814	19%
Forecasted Commission for this Revenue:	\$131,368	\$100,247	31%
Number of Room Nights:	10713	9716	10%
Number of Delegates:	4800	4785	0%
Annual Revenue Goal:	\$1,700,000	\$2,200,000	
Annual Commission Goal:	\$125,000	\$140,000	
Number of Tentative Bookings:	57	45	27%

Monthly Detail/Activity	<u>May-12</u>		<u>May-11</u>	
<u>Number of Groups Booked:</u>	3		1	
Revenue Booked:	\$51,424		\$18,808	173%
Projected Commission:	\$1,530		\$0	
Room Nights:	360		162	122%
Number of Delegates:	152		56	171%
Booked Group Types:	2 Corp., 1 Smerf		1 TA	
Lost Business, # of Groups:	3		2	

<u>Arrived in the month</u>	<u>May-12</u>	Est.	<u>May-11</u>
Number of Groups:	2		0
Revenue Arrived:	\$143,824		\$0
Projected Commission:	\$13,613		\$0
Room Nights:	935		0
Number of Delegates:	460		0
Arrived Group Types:	1 Assoc., 1 Smerf		

Monthly Detail/Activity	<u>April-12</u>		<u>April-11</u>	
<u>Number of Groups Booked:</u>	2		4	
Revenue Booked:	\$50,148		\$95,192	-47%
Projected Commission:	\$4,216		\$5,239	-20%
Room Nights:	260		812	-68%
Number of Delegates:	145		635	-77%
Booked Group Types:	2 Assoc.		2 Assoc., 1 Filr	
Lost Business, # of Groups:	2		4	

<u>Arrived in the month</u>	<u>April-12</u>		<u>April-11</u>	
Number of Groups:	2		2	
Revenue Arrived:	\$87,343		\$98,559	-11%
Projected Commission:	\$7,802		\$9,855	-21%
Room Nights:	546		944	-42%
Number of Delegates:	525		305	72%
Arrived Group Types:	1 Assoc., 1 Govt.		1 Govt., 1 Film	

Monthly Detail/Activity	<u>March-12</u>	<u>March-11</u>	
<u>Number of Groups Booked:</u>	4	2	
Revenue Booked:	\$61,339	\$34,141	80%
Projected Commission:	\$6,643	\$3,414	95%
Room Nights:	495	340	46%
Number of Delegates:	390	140	179%
Booked Group Types:	2 Assn. 2 Smerf	1 Smerf., 1 Corp	
Lost Business, # of Groups:	5	6	

<u>Arrived in the month</u>	<u>March-12</u>	<u>March-11</u>	
Number of Groups:	0	1	
Revenue Arrived:	\$0	\$91,524	
Projected Commission:	\$0	\$0	
Room Nights:	0	488	
Number of Delegates:	0	150	
Arrived Group Types:		1 Corp.	

Monthly Detail/Activity	<u>February-12</u>	<u>February-11</u>	
<u>Number of Groups Booked:</u>	3	0	
Revenue Booked:	\$109,989	\$0	
Projected Commission:	\$8,640	\$0	
Room Nights:	731	0	
Number of Delegates:	375	0	
Booked Group Types:	1 Corp, 1 Smf, 1 Seminar	0	
Lost Business, # of Groups:	5	6	

<u>Arrived in the month</u>	<u>February-12</u>	<u>February-11</u>	
Number of Groups:	3	2	
Revenue Arrived:	\$153,869	\$49,579	210%
Projected Commission:	\$7,917	\$4,385	81%
Room Nights:	650	257	153%
Number of Delegates:	210	115	83%
Arrived Group Types:	2 Assn., 1 TA	1 Assoc.	

Monthly Detail/Activity	<u>January-12</u>	<u>January-11</u>	
<u>Number of Groups Booked:</u>	1	1	
Revenue Booked:	\$8,019	\$2,902	176%
Projected Commission:	\$802	\$145	453%
Room Nights:	90	25	260%
Number of Delegates:	50	10	400%
Booked Group Types:	1 Assoc.	1 Assoc.	
Lost Business, # of Groups:	3	6	

<u>Arrived in the month</u>	<u>January-12</u>	<u>January-11</u>	
Number of Groups:	6	1	
Revenue Arrived:	\$706,729	\$6,412	10922%
Projected Commission:	\$39,489	\$0	
Room Nights:	2844	28	10057%
Number of Delegates:	975	14	6864%
Arrived Group Types:	4 Corp. and 1 Assoc.	1 TA	

Monthly Detail/Activity	<u>December-11</u>	<u>December-10</u>	
<u>Number of Groups Booked:</u>	1	1	
Revenue Booked:	\$4,500	\$36,491	-88%
Projected Commission:	\$450	\$3,649	-88%
Room Nights:	50	65	-23%
Number of Delegates:	34	194	-82%
Booked Group Types:	1 Smerf	1 Corp.	
Lost Business, # of Groups:	6	2	

<u>Arrived in the month</u>	<u>December-11</u>	<u>December-10</u>	
Number of Groups:	1	0	
Revenue Arrived:	\$4,176	\$0	
Projected Commission:	\$0	\$0	
Room Nights:	48	0	
Number of Delegates:	18	0	
Arrived Group Types:	1 Govt.		

Monthly Detail/Activity	<u>November-11</u>	<u>November-10</u>	
<u>Number of Groups Booked:</u>	3	2	
Revenue Booked:	\$54,885	\$176,553	-69%
Projected Commission:	\$0	\$9,922	-100%
Room Nights:	380	1530	-75%
Number of Delegates:	210	525	-60%
Booked Group Types:	1 Assn., 1 Film Crew 1 Society	1 Govt. and 1 A	
Lost Business, # of Groups:	3	1	

<u>Arrived in the month</u>	<u>November-11</u>	<u>November-10</u>	
Number of Groups:	1	0	
Revenue Arrived:	\$13,352	\$0	
Projected Commission:	\$0	\$0	
Room Nights:	120	0	
Number of Delegates:	60	0	
Arrived Group Types:	1 Film Crew		

Monthly Detail/Activity	<u>October-11</u>	<u>October-10</u>	
<u>Number of Groups Booked:</u>	1	2	
Revenue Booked:	\$7,546	\$293,259	-97%
Projected Commission:	\$377	\$14,775	-97%
Room Nights:	30	1525	-98%
Number of Delegates:	65	247	-74%
Booked Group Types:	1 TA	1 Corp., 1 TA	
Lost Business, # of Groups:	0	1	

<u>Arrived in the month</u>	<u>October-11</u>	<u>October-10</u>	
Number of Groups:	3	9	
Revenue Arrived:	\$151,694	\$427,827	-65%
Projected Commission:	\$15,169	\$12,594	20%
Room Nights:	1549	2991	-48%
Number of Delegates:	725	1715	-58%
Arrived Group Types:	1 Assn., 1 Smf, 1 Govt.	2 Corp., 4 Assoc. 1 Govt, 1 Smf, 1 Foundation	

Monthly Detail/Activity	<u>September-11</u>	<u>September-10</u>	
<u>Number of Groups Booked:</u>	5	1	
Revenue Booked:	\$581,803	\$26,865	2066%
Projected Commission:	\$32,350	\$0	
Room Nights:	2797	150	1765%
Number of Delegates:	1041	50	1982%
Booked Group Types:	2 Assoc., 1 Corp, 1 TA, 1 Govt.	1 Corp.	
Lost Business, # of Groups:	4	5	

<u>Arrived in the month</u>	<u>September-11</u>	<u>September-10</u>	
Number of Groups:	5	4	
Revenue Arrived:	\$51,977	\$145,651	-64%
Projected Commission:	\$2,785	\$14,565	-81%
Room Nights:	399	980	-59%
Number of Delegates:	262	302	-13%
Arrived Group Types:	1 Corp, 3 Assoc. 1 Smerf	4 Corp.	

Monthly Detail/Activity	<u>August-11</u>	<u>August-10</u>	
<u>Number of Groups Booked:</u>	5	4	
Revenue Booked:	\$464,992	\$52,758	
Projected Commission:	\$46,076	\$5,275	1458%
Room Nights:	1758	430	679%
Number of Delegates:	823	575	494%
Booked Group Types:	3 Corp, 1 Smf., 1 Govt.	1 Corp, 1 Assoc. 1 TA, 1 Foundation	139%
Lost Business, # of Groups:	2	9	

<u>Arrived in the month</u>	<u>August-11</u>	<u>August-10</u>	
Number of Groups:	4	7	
Revenue Arrived:	\$371,268	\$219,566	69%
Projected Commission:	\$36,583	\$14,117	159%
Room Nights:	1759	1294	36%
Number of Delegates:	695	830	-16%
Arrived Group Types:	2 Corp, 1 Assoc. 1 Smf	1 Corp, 5 Assoc., 1 Society	

Monthly Detail/Activity	<u>July-11</u>	<u>July-10</u>	
<u>Number of Groups Booked:</u>	5	5	
Revenue Booked:	\$737,507	\$47,336	1458%
Projected Commission:	\$36,875	\$4,733	679%
Room Nights:	2873	484	494%
Number of Delegates:	890	373	139%
Booked Group Types:	1 Corp., 4 Assoc.	1 Corp., 3 Assoc	
Lost Business, # of Groups:	0	8	

<u>Arrived in the month</u>	<u>July-11</u>	<u>July-10</u>	
Number of Groups:	2	8	
Revenue Arrived:	\$61,096	\$579,888	-89%
Projected Commission:	\$4,855	\$44,258	-89%
Room Nights:	541	2813	-81%
Number of Delegates:	220	1479	-85%
Arrived Group Types:	1 Corp., 1 Assoc.	1 Corp.,6 Assoc.,1 Smerf	

Future Year Bookings, booked in this fiscal year:

		(Goal)
For 2012/13:	\$872,367	\$750,000
For 2014/15:	\$1,348,108	\$500,000

NUMBER OF LEADS Generated as of 5/31/12: 105

Total Number of Leads Generated in Previous Years:

2010/2011: 92
2009/2010: 107
2008/2009: 151
2007/2008: 209
2006/2007: 205

Monthly Report May 2012

CONFERENCE REVENUE STATISTICS

South Lake Tahoe

Year to Date Bookings/Monthly Production Detail FY 11/12

Prepared By: Anna Atwood, Marketing Executive Assistant

	<u>FY 11/12</u>	<u>FY 10/11</u>	<u>Variance</u>
Total Revenue Booked as of 5/31/12:	\$85,059	\$216,150	-61%
Forecasted Commission for this Revenue:	\$9,997	\$23,170	-57%
Number of Room Nights:	848	1993	-57%
Number of Delegates:	506	1220	-59%
Annual Revenue Goal:	\$200,000	\$300,000	
Annual Commission Goal:	\$15,000	\$15,000	
Number of Tentative Bookings:	45	42	7%

<u>Monthly Detail/Activity</u>	<u>May-12</u>	<u>May-11</u>	
<u>Number of Groups Booked:</u>	2	1	
Revenue Booked:	\$35,424	\$34,042	4%
Projected Commission:	\$5,313	\$5,106	4%
Room Nights:	240	425	-44%
Number of Delegates:	110	80	38%
Booked Group Types:	1 Corp., 1 Smerf	1 Smerf	
Lost Business, # of Groups:	1	2	

<u>Arrived in the month</u>	<u>May-12</u>	<u>May-11</u>	
Number of Groups:	0	1	
Revenue Arrived:	\$0	\$14,007	
Projected Commission:	\$0	\$0	
Room Nights:	0	203	
Number of Delegates:	0	79	
Arrived Group Types:		1 Corp.	

<u>Monthly Detail/Activity</u>	<u>April-12</u>	<u>April-11</u>	
<u>Number of Groups Booked:</u>	1	0	
Revenue Booked:	\$45,432	\$0	
Projected Commission:	\$2,271	\$0	
Room Nights:	370	0	
Number of Delegates:	250	0	
Booked Group Types:	1 Assoc.	0	
Lost Business, # of Groups:	0	1	

<u>Arrived in the month</u>	<u>April-12</u>	<u>Est.</u>	<u>April-11</u>	
Number of Groups:	1		1	
Revenue Arrived:	\$4,455		\$1,193	273%
Projected Commission:	\$0		\$179	
Room Nights:	50		7	614%
Number of Delegates:	90		10	800%
Arrived Group Types:	1 Assoc.		1 Corp.	

Monthly Detail/Activity	<u>March-12</u>	<u>March-11</u>
<u>Number of Groups Booked:</u>	0	0
Revenue Booked:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Booked Group Types:	0	0
Lost Business, # of Groups:	1	1

<u>Arrived in the month</u>	<u>March-12</u>	<u>March-11</u>
Number of Groups:	0	1
Revenue Arrived:	\$0	\$4,791
Projected Commission:	\$0	\$718
Room Nights:	0	39
Number of Delegates:	0	50
Arrived Group Types:	0	1 Assoc.

Monthly Detail/Activity	<u>February-12</u>	<u>February-11</u>	
<u>Number of Groups Booked:</u>	2	1	
Revenue Booked:	\$166,374	\$12,295	1253%
Projected Commission:	\$0	\$0	
Room Nights:	2340	198	1082%
Number of Delegates:	1800	79	2178%
Booked Group Types:	2 Assoc.	1 Corp.	
Lost Business, # of Groups:	1	3	

<u>Arrived in the month</u>	<u>February-12</u>	<u>February-11</u>	
Number of Groups:	2	1	
Revenue Arrived:	\$14,265	\$20,013	-29%
Projected Commission:	\$1,510	\$3,002	-50%
Room Nights:	85	225	-62%
Number of Delegates:	150	150	0%
Arrived Group Types:	2 Corp.	1 Assoc.	

Monthly Detail/Activity	<u>January-12</u>	<u>January-11</u>	
<u>Number of Groups Booked:</u>	2	2	
Revenue Booked:	\$9,997	\$16,137	-38%
Projected Commission:	\$0	\$1,752	-100%
Room Nights:	92	250	-63%
Number of Delegates:	70	190	-63%
Booked Group Types:	1 Corp., 1 SMF	1 Assoc., 1 TA	
Lost Business, # of Groups:	0	3	

<u>Arrived in the month</u>	<u>January-12</u>	<u>January-11</u>
Number of Groups:	0	0
Revenue Arrived:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:	0	0

Monthly Detail/Activity	<u>December-11</u>	<u>December-10</u>
<u>Number of Groups Booked:</u>	1	0
Revenue Booked:	\$9,423	\$0
Projected Commission:	\$1,413	\$0
Room Nights:	30	0
Number of Delegates:	120	0
Booked Group Types:	1 Corp.	0
Lost Business, # of Groups:	4	0

<u>Arrived in the month</u>	<u>December-11</u>	<u>December-10</u>
Number of Groups:	0	0
Revenue Arrived:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Arrived Group Types:	0	0

Monthly Detail/Activity	<u>November-11</u>	<u>November-10</u>
<u>Number of Groups Booked:</u>	0	0
Revenue Booked:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Booked Group Types:	0	0
Lost Business, # of Groups:	1	0

<u>Arrived in the month</u>	<u>November-11</u>	<u>November-10</u>
Number of Groups:	0	1
Revenue Arrived:	\$0	\$927
Projected Commission:	\$0	\$0
Room Nights:	0	13
Number of Delegates:	0	8
Arrived Group Types:		1 TA

Monthly Detail/Activity	<u>October-11</u>	<u>October-10</u>
<u>Number of Groups Booked:</u>	0	0
Revenue Booked:	\$0	\$0
Projected Commission:	\$0	\$0
Room Nights:	0	0
Number of Delegates:	0	0
Booked Group Types:	0	0
Lost Business, # of Groups:	1	0

<u>Arrived in the month</u>	<u>October-11</u>	<u>October-10</u>	
Number of Groups:	2	1	
Revenue Arrived:	\$15,354	\$5,280	191%
Projected Commission:	\$767	\$264	191%
Room Nights:	132	48	175%
Number of Delegates:	90	100	-10%
Arrived Group Types:	2 Assn.	1 Assn.	

Monthly Detail/Activity	<u>September-11</u>	<u>September-10</u>	
<u>Number of Groups Booked:</u>	1	0	
Revenue Booked:	\$4,455	\$0	
Projected Commission:	\$668	\$0	
Room Nights:	50	0	
Number of Delegates:	50	0	
Booked Group Types:	1 Smf	0	
Lost Business, # of Groups:	2	0	
<u>Arrived in the month</u>	<u>September-11</u>	<u>September-10</u>	
Number of Groups:	1	4	
Revenue Arrived:	\$4,459	\$67,983	-93%
Projected Commission:	\$668	\$6,042	-89%
Room Nights:	47	616	-92%
Number of Delegates:	50	291	-83%
Arrived Group Types:	1 Smf	2 Corp, 1 Assoc, 1 TA	

Monthly Detail/Activity	<u>August-11</u>	<u>August-10</u>	
<u>Number of Groups Booked:</u>	0	3	
Revenue Booked:	\$0	\$37,580	
Projected Commission:	\$0	\$3,724	
Room Nights:	0	484	
Number of Delegates:	0	296	
Booked Group Types:		1 Corp, 1 Assoc.	
Lost Business, # of Groups:	2	8	
<u>Arrived in the month</u>	<u>August-11</u>	<u>August-10</u>	
Number of Groups:	1	1	
Revenue Arrived:	\$33,959	\$3,730	810%
Projected Commission:	\$5,093	\$0	
Room Nights:	372	10	3620%
Number of Delegates:	75	37	103%
Arrived Group Types:	1 Govt.	1 Smf.	

Monthly Detail/Activity	<u>July-11</u>	<u>July-10</u>	
<u>Number of Groups Booked:</u>	0	2	
Revenue Booked:	\$0	\$5,148	
Projected Commission:	\$0	\$558	
Room Nights:	0	80	
Number of Delegates:	0	30	
Booked Group Types:		1 Corp, 1 TA	
Lost Business, # of Groups:	0	8	
<u>Arrived in the month</u>	<u>July-11</u>	<u>July-10</u>	
Number of Groups:	0	4	
Revenue Arrived:	\$0	\$98,226	
Projected Commission:	\$0	\$12,964	
Room Nights:	0	832	
Number of Delegates:	0	495	
Arrived Group Types:		1 Corp, 2 Smerf 1 Non-Profit	

Future Year Bookings, booked in this fiscal year:

		(Goal)
For 2012/13:	\$191,194	\$100,000
For 2014/15:	\$257,562	\$50,000

NUMBER OF LEADS Generated as of 5/31/12: 105

Total Number of Leads Generated in Previous Years:

2010/2011: 92
2009/2010: 107
2008/2009: 151
2007/2008: 209
2006/2007: 205



north lake tahoe

Chamber | CVB | Resort Association

DATE: July 8, 2012
TO: Board of Directors
FROM: Ron Treabess, Director of Community Partnerships and Planning
SUBJECT: Monthly Activity Report—June, 2012

A. Integrated Infrastructure and Transportation Work Plan Projects—Update

1. North Lake Tahoe Express

The TTD Board approved a new contract with Airport Mini Bus at its June 8th meeting. The 3-year contract is in effect as of July 1st. The new contract requires all passenger revenues to be collected by the TMA and applied toward the monthly contract payment due to the service provider. Any passenger revenues in excess of the monthly contract will be reconciled toward the subsidy costs of the program. Ticket sales and information will continue to be provided by the operator within the North Lake Tahoe Welcome Center at the airport. To date no subsidy has been requested during this fiscal year. The annual ridership is up 13% for the first 11 months of 2011-1012, and passenger revenues have increased 4% for the same period.

2. Regional Wayfinding Signage - NLTRA

The consultant has submitted the final, functioning Wayfinding Signage Design Guidelines Manual. Staff is now scheduling meetings to get concurrence from partnering agencies. At the time of concurrence, staff will move forward with specific design and construction documents necessary for permitting, fabrication, and installation of pilot/demonstration signs. simultaneous, staff will prepare a RFP to solicit proposals for preparation of an area-wide signage site plan identifying specific signs, locations, wording, costs, and permit requirements for installation. Staff anticipates bringing this RFP forward with a funding request at the July Joint Committee meeting.

3. TRPA Regional Plan Technical Advisory Task Force

In response to the TRPA Regional Plan Update process and comment period, the NLTRA has 1) brought together a task force to review the proposed Code of Ordinance that specifically relate to the ability to redevelop the commercial product in North Lake Tahoe; and 2) work with the South Lake Tahoe

Chamber of Commerce to fund a proposed consultant contract to coordinate a basin-wide business voice on the Regional Plan. Comments were presented to the TRPA Governing Board on June 27th. The NLTRA Board approved a \$10,000 contribution to the \$40,000 contract. These funds will come from the 2012/13 Infrastructure Research and Planning budget. The outreach portion of the program is TahoeFuture.com

4. Tahoe City Visioning Process

At the May meeting, the NLTRA Board approved \$16,500 toward a \$41,500 consultant contract with Design Workshop to facilitate a Tahoe City Visioning Process as the first step in addressing the incorporation of the golf course property into the Tahoe City commercial core planning and to prepare for the broader Community Plan and Regional Plan efforts. The first meeting was May 25th to capture the full array of ideas for distribution and compilation by Design Workshop. The 2 ½ day workshop on June 26-28 brought out great ideas and discussion as to the potential for Tahoe City. Consultant Richard Shaw of Design Workshop brought forth many possibilities based on participants input. He is now incorporating the visions into presentation graphics and will return to share the visuals in August.

4. Regional Coordinated Skier Shuttle Program

Through the leadership of the newly organized Truckee Tomorrow Transportation Committee and Truckee North Tahoe-Transportation Management Association (TMA), there is a strong interest to develop a coordinated regional skier shuttle program, with actual service anticipated in the 2012/13 winter season. The TMA has received a first draft from LSC Transportation Consultants which develops a specific plan for service, rather than a conceptual study. Funding for the plan has been contributed by 12 partners including the ski areas, the Town of Truckee, and the NLTRA .

5. North and West Shore Water Shuttle

Utilizing the *Lake Tahoe Waterborne Shuttle Service Concept Design and Feasibility Study* (Feasibility Study) recommended actions and implementation plan, staff has been working with TTD, TNT/TMA and consultants for initiation of a North Lake Tahoe Water Shuttle. The intent is for the operation of this 3-year pilot water shuttle service and the water shuttle manager's monitoring program to commence in mid to late July, 2012. Monitoring will be continuous from June to October with recommendations for program changes as findings indicate. To date the necessary funding for the 3-year pilot program has been approved by Placer County; the TTD, which is the project manager, has signed a contract for a vessel and operator to provide the service; landside facility agreements are ready for signature with 3 of the 4 dock owners, the TRPA permit has been issued, and the ticketing/marketing programs are underway. Required engineer inspection of the docks will be complete by July 11th.

6. Auburn/Placer County California Welcome Center

Staff continues to provide assistance to Placer County Visitor Bureau to develop the new California Welcome Center which will contain North Lake Tahoe exhibitry and information. The funding for the North Lake Tahoe exhibit in this Auburn facility has been approved by the Placer County Board of Supervisors. The consultant is now preparing the exhibit design for review. Installation should be completed by July 25th.

7. Truckee California Welcome Center

Staff has reached agreement with the Truckee Donner Chamber of Commerce to install an "Explore North Lake Tahoe" information exhibit in the California Welcome Center that they operate in the Truckee railroad station. A temporary exhibit is in place while the permanent one is being fabricated.

8. Bicycle Friendly Communication Application

Staff and LSC Transportation Consultants are reevaluating the previous application to the League of American Bicyclists to prepare and resubmit to achieve a higher designation than North Lake Tahoe's current honorable mention designation. The awards will be made in February 2013.

9. Summer Night Rider Service Extension 2012

Because of some changing conditions that are limiting TART's participation, TMA has recommended an extension of the TTD contract with Airport Mini Bus to provide the entire summer Night Rider service for the summer of 2012. TTD approved this change at its Board meeting on June 8th. The advantages to completing this extension are the avoidance of any service delay, a lesser hourly rate, a later service each evening, and a unified appearance of all shuttles to the visitors and other riders. A funding request is being considered by NLTRA to partner with North Shore business owners to do a pilot program to provide service until 2:00 am this summer.

Based on the anticipated success of this summer's program, it is the intent of the partners to develop a multiyear contract through a RFP process for night rider services starting in the winter of 2012/13.

10. TOT Funded Project Openings

Tahoe City Public Utility District held a very successful grand opening and ribbon cutting for the Lakeside Trail through Tahoe City. The American Black Bear exhibit was official opened for public viewing and enjoyment by the North Lake Tahoe Historical Society.

11. Next Joint Infrastructure/Transportation Committee Meeting

The next meeting of the Joint Committee will be Monday, July 23, 2012, 1:30 p.m., at TCPUD.

B. Other Meetings and Activities Attended

- NLTRA Board of Directors Meeting
- Tuesday Morning Breakfast Club
- Summer Recreation Luncheon
- TMA Board of Directors Meeting

- TRPA Water Shuttle Permit Hearing
- North Lake Tahoe Express RFP Selection Committee
- Tahoe Transportation District Board Meeting
- Placer County Transportation Planning Agency Board
- Jake's Anniversary Mixer
- Regional Plan Chamber Committee
- North Lake Tahoe Visitor Center Opening
- Local Agency Formation Commission Board Meeting
- Porter Simon Mixer
- Tahoe City Downtown Assoc. Fund Raiser
- Lakeside Trail Ribbon Cutting
- Placer County Transportation Planning Agency Board Meeting
- North Tahoe Public Utility District Board Meeting/Water Shuttle
- Tahoe City Visionary Workshop
- NLTRA Joint Committee Meeting
- Lakeside Trail Let's Get Linked