



**north lake tahoe**

Chamber | CVB | Resort Association

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

**Agenda and Meeting Notice**  
**FINANCE COMMITTEE MEETING**  
**Thursday, June 28, 2012 – 11 am**

**The Ritz-Carlton**  
**Bristlecone Room**

To call-in:

- 1) Dial the Conference Access Number (877) 820-7831
- 2) Enter the Participant Passcode 5969880#
- 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  
*Allen Highfield*  
*Bill Rock*

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 – May 24, 2012

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

E. Review of Draft 2012/13 NLTRA Budget

F. Insurance

- Welfare Plan Renewal
- Business Coverage
- Workers Comp

G. Discussion and Possible Action to Recommend Approval of the Procurement Card Program

H. Charter Fiber-optic Update

I. WebLink Update

- J. Approval of CEO Expenses
- K. Follow-up Items from Previous Meetings
- L. Committee Member Comments
- M. Executive Session
  - New methodology for appraisals and bonuses
- N. Adjournment

***Posted and emailed: June 27, 2012***

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## Finance Committee Meeting

June 28, 2012

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**FINANCE COMMITTEE MINUTES**  
**Thursday, May 24, 2012 – 11:00 am**

**The Ritz-Carlton**  
**Bristlecone Room**

**PRELIMINARY MINUTES**

**COMMITTEE MEMBERS IN ATTENDANCE:** Allen Highfield, Ron Parson, and Bill Rock. Kimberly Frushon and Mike Salmon by phone.

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

**1.0 CALL TO ORDER – ESTABLISH QUORUM**

1.1 The meeting was called to order at 11:08 am by Chair Allen Highfield.

**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 (Parson/Frushon) (3/0) to approve the Finance Committee minutes of March 21, 2012.**

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

5.1 Lisa de Roulet reviewed the March 2012 Financial Statements. The Insurance & Bonding variance is due to workers comp being recorded in this category instead of in Salaries & Benefits (where it was originally budgeted). Equipment Support and Maintenance is projected to come in over budget due to additional IT work done to set-up the new visitor center computers. Lisa pointed out that Prepaid Expenses is high. This item includes \$100,000 to Placer County for both the Auburn Welcome Center and Film Promotion, which will be expensed in June. It also includes map printing, and the new WebLink and Quickbooks software.

Accounts Receivable was discussed. A letter to Boulder Bay will be crafted and signed by Lisa de Roulet and Allen Highfield. Sandy Evans Hall noted that the new Membership Manager has begun collection calls on delinquent members.

**ACTION: Craft and send a letter to Boulder Bay regarding their outstanding account.**

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

**6.0 DISCUSSION OF 2012/13 FINANCE COMMITTEE GOALS**

- 6.1 The committee discussed its goals for 2012/13. One goal suggested is to track infrastructure and transportation projects in Quickbooks. It is currently done manually through Excel.

Another goal discussed was to better understand the rationale behind the current custody agreement with Placer County regarding NLTRA funds. Ron Parson suggested a cost-benefit analysis of the current funding process. He also suggested separate Profit & Loss statements for our profit-centers.

The third goal suggested was to identify and implement revenue-generating programs.

The committee agreed that one goal should be to have transparency in financial reporting and tracking so that there is confidence in our reports.

**7.0 REVIEW OF KEY PERFORMANCE INDICATORS DASHBOARD**

- 7.1 Lisa de Roulet reviewed the draft Key Performance Indicators Dashboard. She asked for input from the committee. Sandy Evans Hall clarified that the pillow count is a short-term occupancy number. Other suggestions for inclusion on the dashboard were: TOT collections, sales tax, MTRiP data, conference revenue statistics, membership retention, average membership rate, profit-center stats, and conference bookings.

There was discussion about who the audience for this document is. Lisa clarified that the dashboard is for the Finance Committee. She will have a revised draft for internal discussion at the next committee meeting.

A discussion ensued regarding the North Lake Tahoe Express. Ron Treabess explained that the TMA collects the revenue and pays the operator. Any revenue over what is paid to the operator offsets the subsidy. So far this year, no subsidy has been paid (although \$90,000 was budgeted).

**ACTION: Revise the Key Performance Indicators Dashboard for discussion at the next Finance Committee meeting.**

**8.0 APPROVAL OF CEO EXPENSES**

- 8.1 The Chair reviewed the CEO's credit card charges and mileage reimbursement.

**9.0 FOLLOW-UP ITEMS FROM PREVIOUS MEETINGS**

- 9.1 Ron Parson sent Sandy Evans Hall a link to wage data compiled by the National Ski Area Association. The projected completion date for the wage survey is September 2012.

**10.0 COMMITTEE MEMBERS' COMMENTS**

- 10.1 The June Finance Committee meeting will be moved to June 28, 2012 at 11:00am at The Ritz-Carlton.

**11.0 ADJOURNMENT**

- 11.1 The meeting adjourned at 12:09 pm.

Submitted by:  
Kim Lambert  
Accounting and Human Resources Assistant

**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>
<b>ASSETS</b>			
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>
<b>TOTAL ASSETS</b>	<u><u>12,046,426.06</u></u>	<u><u>12,190,915.12</u></u>	<u><u>7,795,990.64</u></u>
<b>LIABILITIES &amp; NET ASSETS</b>			
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>
<b>TOTAL LIABILITIES</b>	<u><u>10,835,673.51</u></u>	<u><u>10,917,616.93</u></u>	<u><u>7,029,172.97</u></u>
<b>NET ASSETS</b>			
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>
<b>TOTAL NET ASSETS</b>	<u><u>1,210,752.55</u></u>	<u><u>1,273,298.19</u></u>	<u><u>766,817.67</u></u>
<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<u><u>12,046,426.06</u></u>	<u><u>12,190,915.12</u></u>	<u><u>7,795,990.64</u></u>



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	% Chg	Actual		Budget	Variance	Prior YR
Revenue and Other Support										
Member Dues	8,988	10,492	(1,504)	9,937	(14%)	88,805	104,920	(16,115)	94,560	(15%)
Special Events & Functions	466	1,030	(564)	(11,000)	(55%)	144,939	110,400	34,539	109,157	31%
Miscellaneous	0	0	0	0	0%	70	15,000	(14,930)	4,449	(100%)
Commissions & Booking Fees	16,907	7,715	9,192	12,165	119%	134,496	112,350	22,146	132,588	20%
Retail Sales & Other	579	1,000	(421)	1,247	(42%)	17,752	19,400	(1,648)	19,772	(8%)
Interest & Investment Income	166	310	(144)	91	(46%)	1,769	3,120	(1,351)	2,981	(43%)
Placer County Funding	273,379	555,174	(281,795)	255,130	(51%)	3,392,659	5,354,863	(1,962,204)	3,371,612	(37%)
<b>Total Revenue and Other Support</b>	<b>300,485</b>	<b>575,721</b>	<b>(275,236)</b>	<b>267,570</b>	<b>(48%)</b>	<b>3,780,491</b>	<b>5,720,053</b>	<b>(1,939,563)</b>	<b>3,735,118</b>	<b>(34%)</b>
Expenses										
Salaries and benefits	95,948	101,422	(5,474)	71,897	(5%)	978,798	1,036,123	(57,324)	847,240	(6%)
Rent & Utilities	11,027	11,300	(273)	7,608	(2%)	104,976	106,200	(1,224)	77,664	(1%)
Telephone Services	2,511	1,835	676	1,979	37%	22,921	18,350	4,571	19,343	25%
Internet Access	0	30	(30)	0	(100%)	0	300	(300)	290	(100%)
Mail Expenses	123	221	(98)	30	(44%)	2,772	2,570	202	2,338	8%
Insurance & Bonding	853	384	469	374	122%	8,081	3,840	4,241	3,830	110%
Supplies	1,713	1,450	263	684	18%	14,206	14,500	(294)	8,872	(2%)
Equipment Supp. & Maint.	850	900	(50)	847	(6%)	11,244	9,000	2,244	8,267	25%
Taxes, Licenses & Fees	347	90	257	0	286%	2,903	1,125	1,778	1,015	158%
Miscellaneous Expense	0	10,000	(10,000)	0	(100%)	0	50,000	(50,000)	0	(100%)
Equip. Rental / Leasing	2,206	1,586	620	1,740	39%	13,642	12,809	833	13,113	7%
Training & Seminars	0	242	(242)	0	(100%)	2,190	5,420	(3,230)	477	(60%)
Project Costs	67,415	308,781	(241,366)	125,369	(78%)	607,162	2,849,810	(2,242,648)	1,282,071	(79%)
Professional Fees Legal/Accounting	440	200	240	0	120%	29,370	22,500	6,870	18,886	31%
Special Events	58,263	35,000	23,263	5,372	66%	116,553	87,500	29,053	91,435	33%
Autumn Food & Wine Costs	0	0	0	0	0%	78,947	75,000	3,947	79,024	5%
Membership Events/Newsletter	3,414	1,396	2,018	1,739	145%	43,469	37,190	6,269	30,394	17%
Cost of Goods Sold	188	640	(453)	(596)	(71%)	11,326	10,740	586	16,257	5%
Classified Ads	0	0	0	0	0%	3,280	0	3,280	0	0%
Promotional/ Giveaways	0	0	0	0	0%	200	7,500	(7,300)	0	(97%)
Market Study Reports/Research	0	0	0	0	0%	74,327	68,000	6,327	0	9%
Marketing Cooperative/Media	5,094	0	5,094	84,476	0%	892,000	892,000	0	826,760	0%
Marketing Other	1,860	12,500	(10,640)	3,364	(85%)	132,038	156,550	(24,512)	73,236	(16%)
Programs	316	0	316	82	0%	28,910	75,000	(46,090)	106,350	(61%)
Associate Relations	1,666	650	1,016	17,297	156%	2,723	4,041	(2,208)	3,696	(33%)
Board Functions	270	195	75	159	39%	8,708	6,500	2,208	52,271	34%
Credit Card Fees	1,062	410	652	574	159%	2,743	4,187	(1,444)	4,008	(34%)
Automobile Expenses	301	310	(9)	150	(3%)	8,377	4,100	4,277	4,247	104%
Local Meals & Entertainment	295	100	195	499	195%	2,084	3,100	(1,016)	3,505	(33%)
Dues & Subscriptions	1,406	1,127	279	403	25%	10,271	10,777	(506)	3,567	(5%)
Travel	0	133	(133)	0	(100%)	5,764	6,970	(1,206)	1,397	(17%)
Allocated	0	0	0	0	0%	0	1,330	(1,330)	0	(100%)
<b>Total Expense Before Depreciation/Re</b>	<b>357,570</b>	<b>590,902</b>	<b>(233,331)</b>	<b>334,605</b>	<b>(39%)</b>	<b>3,219,974</b>	<b>5,583,032</b>	<b>(2,363,057)</b>	<b>3,579,555</b>	<b>(42%)</b>
Depreciation	1,078	1,090	(12)	1,567	(1%)	11,238	10,900	338	15,670	3%
Reserves	4,382	4,382	0	14,518	0%	35,820	35,820	0	41,018	0%
<b>Total Expense</b>	<b>363,031</b>	<b>595,374</b>	<b>(233,343)</b>	<b>350,690</b>	<b>(39%)</b>	<b>3,267,032</b>	<b>5,629,752</b>	<b>(2,362,719)</b>	<b>3,636,243</b>	<b>(42%)</b>
<b>Changes in Unrestricted Net Assets</b>	<b>(62,546)</b>	<b>(20,653)</b>	<b>(41,893)</b>	<b>(83,120)</b>	<b>203%</b>	<b>513,458</b>	<b>90,301</b>	<b>423,157</b>	<b>98,876</b>	<b>469%</b>

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

	CURRENT MONTH				YEAR - TO - DATE			
	Actual	Budget	\$ Variance	% Chg	Actual	Budget	Variance	% Chg
Revenue and Other Support								
Member Dues	8,988	10,492	(1,504)	(14%)	88,805	104,920	(16,115)	(15%)
Special Events & Functions	466	1,030	(564)	(55%)	144,939	110,400	34,539	31%
Miscellaneous	0	0	0	0%	70	15,000	(14,930)	(100%)
Commissions & Booking Fees	16,907	7,715	9,192	119%	134,496	112,350	22,146	20%
Retail Sales & Other	579	1,000	(421)	(42%)	17,752	19,400	(1,648)	(8%)
Interest & Investment Income	166	210	(44)	(21%)	1,430	2,100	(670)	(32%)
Placer County Funding	301,060	301,060	0	0%	2,813,723	2,813,723	0	0%
<b>Total Revenue and Other Support</b>	<b>328,166</b>	<b>321,507</b>	<b>6,659</b>	<b>2%</b>	<b>3,201,215</b>	<b>3,177,893</b>	<b>23,322</b>	<b>1%</b>
Expenses								
Salaries and benefits	90,578	95,407	(4,828)	(5%)	916,810	963,843	(47,033)	(5%)
Rent & Utilities	10,354	10,550	(196)	(2%)	97,895	98,700	(805)	(1%)
Telephone Services	2,319	1,675	644	38%	20,972	16,750	4,222	25%
Internet Access	0	30	(30)	(100%)	0	300	(300)	(100%)
Mail Expenses	123	220	(97)	(44%)	2,763	2,560	203	8%
Insurance & Bonding	782	354	428	121%	7,416	3,540	3,876	109%
Supplies	1,476	1,400	76	5%	13,323	14,000	(677)	(5%)
Equipment Sup. & Maint.	794	850	(56)	(7%)	10,638	8,500	2,138	25%
Taxes, Licenses & Fees	254	90	164	182%	1,880	1,051	829	79%
Miscellaneous Expense	0	10,000	(10,000)	(100%)	0	50,000	(50,000)	(100%)
Equip. Rental / Leasing	2,013	1,436	577	40%	12,437	11,669	768	7%
Training & Seminars	0	242	(242)	(100%)	1,813	5,420	(3,607)	(67%)
Project Costs	4,975	66,500	(61,525)	(93%)	257,440	427,000	(169,560)	(40%)
Professional Fees	440	200	240	120%	29,370	22,500	6,870	31%
Special Events	58,263	35,000	23,263	66%	116,553	87,500	29,053	33%
Autumn Food & Wine Costs	0	0	0	0%	78,947	75,000	3,947	5%
Membership Events/Newsletter	3,414	1,396	2,018	145%	43,459	37,190	6,269	17%
Cost of Goods Sold	188	640	(453)	(71%)	11,326	10,740	586	5%
Classified Ads	0	0	0	0%	3,000	0	3,000	0%
Promotional/ Giveaways	0	0	0	0%	200	7,500	(7,300)	(97%)
Market Study Reports/Research	0	0	0	0%	74,327	68,000	6,327	9%
Marketing Cooperative/Media	100,000	100,000	0	0%	892,000	892,000	0	0%
Marketing Other	5,094	0	5,094	0%	132,038	156,550	(24,512)	(16%)
Programs	1,860	12,500	(10,640)	(85%)	28,910	75,000	(46,090)	(61%)
Associate Relations	299	0	299	0%	2,624	3,736	(1,112)	(30%)
Board Functions	1,666	650	1,016	156%	8,708	6,500	2,208	34%
Credit Card Fees	879	195	75	39%	2,743	4,187	(1,444)	(34%)
Automobile Expenses	301	305	(4)	(1%)	6,884	3,400	3,484	102%
Local Meals & Entertainment	295	100	195	195%	2,067	3,050	(983)	(32%)
Dues & Subscriptions	1,406	1,127	279	25%	10,217	10,723	(506)	(5%)
Travel	(3,361)	(3,432)	71	(2%)	5,764	6,970	(1,206)	(17%)
Allocated					(34,225)	(34,320)	95	0%
<b>Total Expense Before Depreciation/Re</b>	<b>284,683</b>	<b>337,775</b>	<b>(53,092)</b>	<b>(16%)</b>	<b>2,758,298</b>	<b>3,039,559</b>	<b>(281,261)</b>	<b>(9%)</b>
Depreciation	989	1,010	(21)	(2%)	10,366	10,100	266	3%
Reserves	4,382	4,382	0	0%	35,820	35,820	0	0%
<b>Total Expense</b>	<b>290,053</b>	<b>343,167</b>	<b>(53,113)</b>	<b>(15%)</b>	<b>2,804,484</b>	<b>3,085,479</b>	<b>(280,995)</b>	<b>(9%)</b>
Changes in Unrestricted Net Assets	38,113	(21,660)	59,772	(276%)	396,731	92,414	304,316	329%

North Lake Tahoe Resort Association  
Statement of Activities  
Departmental Summary  
For the Ten Months Ending April 30, 2012

Date 06/26/12 05:36 PM

DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
<b>REVENUE AND OTHER SUPPORT</b>										
Marketing	201,877	202,177	(300)	150,033	0%	1,824,953	1,829,643	(4,690)	1,586,216	0%
Conferences	43,310	33,428	9,882	38,356	30%	413,275	380,280	32,995	386,765	9%
Visitor Support & Transportation	51,600	51,600	0	54,750	0%	516,000	516,000	0	987,959	0%
Visitor Information	22,412	22,833	(421)	13,080	(2%)	295,601	312,180	(16,579)	140,106	(5%)
Member Services	8,800	11,259	(2,459)	(1,741)	(22%)	149,956	137,690	12,266	116,790	9%
Management & General	166	210	(44)	150	(21%)	1,430	2,100	(670)	6,518	(32%)
<b>Total Revenue and Other Supp</b>	<b>328,166</b>	<b>321,507</b>	<b>6,659</b>	<b>254,629</b>	<b>2%</b>	<b>3,201,215</b>	<b>3,177,893</b>	<b>23,322</b>	<b>3,224,354</b>	<b>1%</b>
<b>EXPENSES</b>										
Marketing	192,076	181,829	10,247	142,230	6%	1,630,778	1,709,602	(78,824)	1,518,674	(5%)
Conferences	37,077	36,254	823	37,163	2%	373,918	379,167	(5,249)	388,101	(1%)
Visitor Support & Transportation	14,360	76,546	(62,186)	124,879	(81%)	361,845	538,683	(176,838)	982,414	(33%)
Visitor Information	34,426	37,995	(3,569)	11,308	(9%)	273,175	293,740	(20,565)	147,077	(7%)
Member Services	19,580	12,059	7,521	11,265	62%	166,647	158,395	8,252	135,454	5%
Management & General	(7,465)	(1,516)	(5,949)	5,594	392%	(1,754)	5,892	(7,646)	(31,350)	(130%)
<b>Total Expenses</b>	<b>290,053</b>	<b>343,167</b>	<b>(53,113)</b>	<b>332,440</b>	<b>(15%)</b>	<b>2,804,609</b>	<b>3,085,479</b>	<b>(280,870)</b>	<b>3,140,371</b>	<b>(9%)</b>
<b>Net Change in Unrestricted Net Assets</b>										
Marketing	9,801	20,348	(10,547)	7,803	(52%)	194,175	120,041	74,134	67,542	62%
Conferences	6,234	(2,826)	9,060	1,193	(321%)	39,357	1,113	38,244	(1,336)	*****
Visitor Support & Transportation	37,240	(24,946)	62,186	(70,129)	(249%)	154,155	(22,683)	176,838	5,544	(780%)
Visitor Information	(12,014)	(15,162)	3,148	1,772	(21%)	22,427	18,440	3,987	(6,971)	22%
Member Services	(10,779)	(800)	(9,979)	(13,006)	*****	(16,691)	(20,705)	4,014	(18,664)	(19%)
Management & General	7,632	1,726	5,906	(5,444)	342%	3,184	(3,792)	6,976	37,868	(184%)
<b>Net Change in Assets Before In</b>	<b>38,113</b>	<b>(21,660)</b>	<b>59,772</b>	<b>(77,811)</b>	<b>*****</b>	<b>396,606</b>	<b>92,414</b>	<b>304,191</b>	<b>83,983</b>	<b>329%</b>
<b>Infrastructure</b>										
Infrastructure Support	(27,681)	254,214	(281,895)	12,941	(111%)	579,276	2,542,160	(1,962,884)	510,764	(77%)
Infrastructure Expense	72,977	253,207	(180,230)	18,249	(71%)	462,548	2,544,273	(2,081,725)	495,872	(82%)
<b>Infrastructure Net Change in Assets</b>	<b>(100,658)</b>	<b>1,007</b>	<b>(101,665)</b>	<b>(5,308)</b>	<b>*****</b>	<b>116,727</b>	<b>(2,113)</b>	<b>118,840</b>	<b>14,892</b>	<b>*****</b>
<b>Change in Net Assets</b>	<b>(62,546)</b>	<b>(20,653)</b>	<b>(41,893)</b>	<b>(83,120)</b>	<b>203%</b>	<b>513,333</b>	<b>90,301</b>	<b>423,032</b>	<b>98,876</b>	<b>468%</b>

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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	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
	51,600	51,600	0	54,750	0%	516,000	516,000	0	987,959	0%
	51,600	51,600	0	54,750	0%	516,000	516,000	0	987,959	0%
Revenue and Other Support										
Placer County Funding										
Total Revenue and Other Support										
Expenses										
Salaries and benefits	4,891	5,598	(707)	4,190	(13%)	59,175	67,060	(7,885)	50,611	(12%)
Rent & Utilities	673	750	(77)	717	(10%)	7,081	7,500	(419)	7,288	(6%)
Telephone Services	192	150	42	129	28%	1,948	1,500	448	1,667	30%
Mail Expenses	0	0	0	0	0%	4	0	4	0	0%
Insurance & Bonding	72	30	42	30	139%	672	300	372	306	124%
Supplies	23	50	(27)	48	(53%)	669	500	169	529	34%
Equipment Sup.& Maint.	56	50	6	49	12%	556	500	56	450	11%
Taxes, Licenses & Fees	0	0	0	0	0%	65	74	(9)	74	(12%)
Equip. Rental / Leasing	192	150	42	150	28%	1,205	1,200	5	1,147	0%
Project Costs	4,975	66,500	(61,525)	116,270	(93%)	257,440	427,000	(169,560)	889,244	(40%)
Classified Ads	0	0	0	0	0%	280	0	280	0	0%
Associate Relations	17	0	17	7	0%	99	315	(216)	296	(69%)
Automobile Expenses	168	75	93	101	123%	1,475	750	725	834	97%
Local Meals & Entertainment	30	0	30	0	0%	41	0	41	0	0%
Dues & Subscriptions	0	0	0	0	0%	54	54	0	54	0%
Allocated	2,980	3,113	(133)	3,084	(4%)	30,200	31,130	(930)	28,864	(3%)
Total Expense Before Depreciation/Re	14,270	76,466	(62,196)	124,774	(81%)	360,965	537,883	(176,918)	981,364	(33%)
Depreciation	91	80	11	105	13%	881	800	81	1,050	10%
Total Expense	14,360	76,546	(62,186)	124,879	(81%)	361,845	538,683	(176,838)	982,414	(33%)
Changes in Unrestricted Net Assets	37,240	(24,946)	62,186	(70,129)	(249%)	154,155	(22,683)	176,838	5,544	(730%)

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

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										
Interest & Investment Income	0	100	(100)	(59)	(100%)	339	1,020	(681)	911	(67%)
Placer County Funding	(27,681)	254,114	(281,795)	13,000	(111%)	578,936	2,541,140	(1,962,204)	509,853	(77%)
Total Revenue and Other Support	(27,681)	254,214	(281,895)	12,941	(111%)	579,276	2,542,160	(1,962,884)	510,764	(77%)
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	529	77%
Equipment Sup.& 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)	296	(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%)	461,676	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%)	462,548	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	*****

# April Accounts Receivable

Customer Account	Customer/Business Name	Chamber/Conf		Membership Functions		TMBC		Commissions		AFW		Misc.	
		age	amount	age	amount	age	amount	age	amount	age	amount	age	amount
475.00	Answerwest												
110.00	Arts for the School	30	110.00	30	475.00								3/15/12 (09827) Bus Dir
1,510.50	Aston Lakeland Village							30	1,510.50				3/1/12 Chamber dues
200.00	Atlantis												3/31/12 (09853) Groups
36.00	Bear League											new	4/17/12 MTS FAM
36.00	Bob Harfield							30	36.00				3/1/12 TMBC dues
500.00	Boulder Bay					30	500.00						3/1/12 TMBC dues
500.00	Boulder Bay			90	500.00								4/6/11 (08857) April
500.00	Boulder Bay			90	500.00								5/13/11 Suppl serv
500.00	Boulder Bay			90	500.00								6/14/11 Suppl serv
500.00	Boulder Bay			90	500.00								7/20/11 Suppl serv
500.00	Boulder Bay			90	500.00								8/15/11 (Suppl serv)
500.00	Boulder Bay			90	500.00								9/15/11 Suppl serv
500.00	Boulder Bay			90	500.00								10/28/11 (09297) Oct
325.00	Bridgetender Tavern & Grill	90	325.00										11/15/11 (09342) Nov
75.00	Cal Neva			60	75.00								1/1/12 Chamber dues
475.00	Cal Neva			30	475.00								2/29/12 (09740) Email
200.00	Cal Neva												3/15/12 (09830) Bus Dir
110.00	Catalyst Coaching	new	110.00									new	4/17/12 MTS FAM
170.00	CB's Pizza			60	170.00								4/1/12 Chamber dues
225.00	Crandall & Company CPAs	90	225.00										2/28/12 (09735) Dinner
75.00	Creative Concepts			60	75.00								1/1/12 Chamber dues
75.00	Creative Concepts			60	75.00								2/29/12 (09741) Email
75.00	Creative Concepts			30	75.00								2/29/12 (09744) Email
300.00	Dorinda's Chocolates												3/31/12 (09850) Email
210.00	DS Construction	60	210.00							90	300.00		9/30/11 (09306) AFW
110.00	Dyer Properties	90	110.00										2/1/12 Chamber dues
225.00	Eco Print & Imaging	60	225.00										1/1/12 Chamber dues
75.00	EXL Media			90	75.00								2/1/12 Chamber dues
210.00	Experia	30	210.00										1/24/12 (09697) Email
210.00	Farmers Insurance - Michael Peyton	90	210.00										3/1/12 Chamber dues
210.00	Fat Cat Café	new	210.00										1/1/12 Chamber dues
225.00	Foothill Farmers' Market	new	225.00										4/1/12 Chamber dues
225.00	Franciscan Lakeside Lodge	30	225.00										4/1/12 Chamber dues
435.00	Gar Woods Grill and Pier	60	435.00										3/1/12 Chamber dues
550.00	Gar Woods Grill and Pier	60	550.00										1/1/12 Chamber dues
													2/1/12 Conference dues

210.00	Graham's Restaurant	90	210.00	90	75.00					1/1/12 Chamber dues
75.00	Granlibakken Mgt. Company	new	210.00							12/31/11 (09448) Email
210.00	Green Envy	90	115.00							4/1/12 Chamber dues
115.00	Holiday House	90	2,250.00							1/1/12 Chamber dues
2,250.00	Homewood Mtn Resort	90	75.00	90	75.00					1/1/12 Chamber dues
75.00	Homewood Mtn Resort	90	30.00	90	30.00					11/15/11 (09348) Email
30.00	Homewood Mtn Resort	60	875.00	30	875.00					Winter rec lunch
875.00	Homewood Mtn Resort	30	1,400.00	30	1,400.00					2/12/12 (09723) Dinner
36.00	Hyatt Regency	new								3/3/12 TMBC dues
1,400.00	Hyatt Regency	30	36.00							3/15/12 (09833) Bus Dir
425.00	Keith Vogt	30	36.00							3/31/12 Groups
36.00	Lake Tahoe Ski Club Foundation	new	110.00							3/1/12 TMBC dues
110.00	Larry Sevinson	90	210.00							4/1/12 Chamber dues
36.00	Le Bistro Restaurant	new	210.00							3/1/12 TMBC dues
210.00	Lighthouse Spa	90	225.00							1/1/12 Chamber dues
210.00	Meeks Bay Resort & Marina	90								4/1/12 Chamber dues
225.00	NLT Marketing Co-op									1/1/12 Chamber dues
4,718.45	NLT Marketing Co-op									3/31/12 March cc exp
6,776.08	NLT/Truckee Leadership	90	30.00	90	30.00					4/30/12 April cc exp
30.00	Northstar California	new	225.00							11/30/11 (09364) Lunch
198.00	Old Brockway Golf Course									10/31/11 (09315) Groups
225.00	Peppermill									4/1/12 Chamber dues
200.00	PlumpJack									4/17/12 MTS FAM
200.00	Pullen Rental Group	90	225.00							4/17/12 MTS FAM
225.00	Ray Steinberg & Assoc	30	475.00	30	475.00					1/1/12 Chamber dues
475.00	RSCVA									3/15/12 (09841) Bus Dir
200.00	Reno Tahoe Limousine	90	325.00							4/17/12 MTS FAM
325.00	Servepro of Carson City, Douglas ..	90	225.00							1/1/12 Chamber dues
475.00	Simonian Flooring	90	110.00							3/15/12 (09838) Bus Dir
225.00	SnowFest	90	110.00							1/1/12 Chamber dues
110.00	Space Science for Schools, Inc.	90	475.00	30	475.00					1/1/12 Chamber dues
110.00	State Farm Insurance Office of Roxa	90	225.00							3/15/12 (09840) Bus Dir
475.00	Strategic Marketing Group	new	325.00							1/1/12 Chamber dues
225.00	Suddenlink	new	210.00							4/1/12 Chamber dues
325.00	Susie Scoops/Village Toys	90	75.00	90	75.00					4/1/12 Chamber dues
210.00	Switchback Public Relations	60	110.00							1/24/12 (09698) Email
75.00	Switchback Public Relations	90	110.00							1/1/12 Chamber dues
225.00	Tahoe Forest Hospital	90	110.00							2/1/12 Chamber dues
110.00	Ta-Hoe Nalu, LLC	90	800.00	30	800.00					3/15/12 (09845) Bus Dir
800.00										1/1/11 Chamber dues
110.00										



## NLTRA Accounts Receivable Aging as of 5/31/12

	1 - 30	31 - 60	61 - 90	Over 90	TOTAL	Comment
Answerwest	0.00	0.00	0.00	475.00	475.00	Business directory
Arts for the Schools	0.00	0.00	0.00	110.00	110.00	Chamber dues
Aston Lakeland Village Resort	0.00	0.00	1,510.50	0.00	1,510.50	Group commission
Atlantis Casino Resort & Spa	0.00	0.00	200.00	0.00	200.00	MTS FAM dinner
Bear League	0.00	0.00	0.00	36.00	36.00	TMBC dues
Bob Hartsfield	0.00	0.00	0.00	36.00	36.00	TMBC dues
Boulder Bay Resort, LLC	0.00	0.00	0.00	4,000.00	4,000.00	Supplemental serv.
Bridgetender Tavern & Grill	0.00	0.00	0.00	325.00	325.00	Chamber dues
Cal Neva	0.00	0.00	0.00	550.00	550.00	Chamber dues
Cal Neva	0.00	0.00	75.00	0.00	75.00	Email blast
Cal Neva	0.00	0.00	475.00	0.00	475.00	Business directory
Catalyst Coaching	0.00	0.00	110.00	0.00	110.00	Chamber dues
CB's Pizza	0.00	0.00	0.00	170.00	170.00	Awards dinner
Cheap Tickets	1,849.60	0.00	0.00	0.00	1,849.60	STN vouchers
Crandall & Company CPAs, LLP	0.00	0.00	0.00	225.00	225.00	Chamber dues
Creative Concepts	0.00	0.00	0.00	225.00	225.00	Chamber dues
Crest Cafe & Catering	0.00	0.00	225.00	0.00	225.00	Chamber dues
Dorinda's Chocolates	0.00	0.00	0.00	300.00	300.00	AFW booth
DS Construction	0.00	0.00	0.00	210.00	210.00	Chamber dues
Eco Print and Imaging	0.00	0.00	0.00	225.00	225.00	Chamber dues
Expedia	0.00	0.00	0.00	210.00	210.00	Chamber dues
Farmers Insurance - Michael Peyton	0.00	0.00	0.00	210.00	210.00	Chamber dues
Fat Cat Cafe	0.00	0.00	210.00	0.00	210.00	Chamber dues
Foothill Farmers' Market	0.00	0.00	225.00	0.00	225.00	Chamber dues
Franciscan Lakeside Lodge	0.00	0.00	0.00	225.00	225.00	Chamber dues
Gar Woods Grill & Pier	0.00	0.00	0.00	550.00	550.00	Conference dues
Gear & Grind Cafe	0.00	0.00	225.00	0.00	225.00	Chamber dues
Green Envy	0.00	0.00	210.00	0.00	210.00	Chamber dues
High Altitude Fitness	0.00	0.00	210.00	0.00	210.00	Chamber dues
Holiday House	0.00	0.00	0.00	115.00	115.00	Chamber dues
Keith Vogt	0.00	0.00	0.00	36.00	36.00	TMBC dues
Larry Sevison	0.00	0.00	0.00	36.00	36.00	TMBC dues
Le Bistro Restaurant	0.00	0.00	0.00	210.00	210.00	Chamber dues
Liberty Travel	489.60	0.00	0.00	0.00	489.60	STN vouchers
Mark Twain's Little Theatre	0.00	0.00	110.00	0.00	110.00	Chamber dues
McCarthy & Smith Consulting	0.00	0.00	210.00	0.00	210.00	Chamber dues
North Lake Tahoe Marketing Co-op	0.00	6,776.08	0.00	0.00	6,776.08	Reimbursement
North Shore Hawaiian Grill	0.00	0.00	160.00	0.00	160.00	Chamber dues
North Tahoe/Truckee Leadership	0.00	0.00	0.00	30.00	30.00	Winter lunch
Old Brockway Golf Course	0.00	0.00	225.00	0.00	225.00	Chamber dues
Orbitz	3,209.60	0.00	0.00	0.00	3,209.60	STN vouchers
Pepper Mill Resort, Spa & Casino	0.00	0.00	200.00	0.00	200.00	MTS FAM dinner
Pete 'n Peters	0.00	0.00	160.00	0.00	160.00	Chamber dues

	1 - 30	31 - 60	61 - 90	Over 90	TOTAL	Comment
PlumpJack Squaw Valley Inn	0.00	0.00	200.00	0.00	200.00	MTS FAM dinner
Pullen Rental Group	0.00	0.00	0.00	225.00	225.00	Chamber dues
Ray Steinberg & Associates	0.00	0.00	0.00	475.00	475.00	Business Directory
RSCVA	0.00	0.00	200.00	0.00	200.00	MTS FAM dinner
Reno Tahoe Limo	0.00	0.00	0.00	325.00	325.00	Chamber dues
Servepro of Carson City, . . .	0.00	0.00	0.00	475.00	475.00	Business directory
Simonian Flooring, Inc.	0.00	0.00	0.00	225.00	225.00	Chamber dues
Ski.com	326.40	0.00	0.00	0.00	326.40	STN vouchers
Snow Festival of North Lake Tahoe	0.00	0.00	0.00	110.00	110.00	Chamber dues
Space Science for Schools, Inc.	0.00	0.00	0.00	110.00	110.00	Chamber dues
Strategic Marketing Group	0.00	0.00	0.00	225.00	225.00	Chamber dues
Susie Scoops/Village Toys	0.00	0.00	210.00	0.00	210.00	Chamber dues
Switchback Public Relations	0.00	0.00	0.00	225.00	225.00	Chamber dues
Switchback Public Relations	0.00	0.00	0.00	75.00	75.00	Email blast
Tahoe's Connection for Families	0.00	0.00	0.00	110.00	110.00	Chamber dues
Tahoe Family Solutions	0.00	0.00	0.00	110.00	110.00	Chamber dues
Tahoe Premier Guidebook	0.00	0.00	0.00	210.00	210.00	Chamber dues
Tahoe Premier Guidebook	0.00	0.00	0.00	75.00	75.00	Email blast
Tahoe Supply Company, LLC	0.00	0.00	0.00	225.00	225.00	Chamber dues
Tahoe Truckee Unified School District	0.00	0.00	75.00	0.00	75.00	Email blast
Tahoe TV	0.00	0.00	225.00	0.00	225.00	Chamber dues
The Lighthouse Shopping Center	36.00	0.00	0.00	0.00	36.00	TMBC dues
The O'Dette Mortgage Group	0.00	0.00	0.00	225.00	225.00	Chamber dues
The Potlatch	0.00	0.00	0.00	210.00	210.00	Chamber dues
The Red Wolf Lakeside Lodge HOA	0.00	0.00	0.00	225.00	225.00	Chamber dues
The Resort at Squaw Creek	0.00	0.00	7,941.90	18,625.15	26,567.05	Group commissions
The Ridge Tahoe	0.00	0.00	0.00	668.85	668.85	Group commission
The Village at Squaw Valley	0.00	7,801.90	0.00	18,282.72	26,084.62	Group commissions
The Weekly Magazine	0.00	0.00	0.00	225.00	225.00	Chamber dues
TOCCATA	0.00	0.00	0.00	110.00	110.00	Chamber dues
Town of Truckee	0.00	0.00	0.00	72.00	72.00	TMBC dues
Trilogy Day Spa, Inc.	0.00	0.00	0.00	210.00	210.00	Chamber dues
Truckee Tahoe Airport District - TTAD	0.00	0.00	0.00	-36.00	-36.00	TMBC overpymt
UC Davis - TERC	0.00	0.00	0.00	365.00	365.00	Awards dinner
Vacation Tahoe/Rocky Ridge	0.00	0.00	0.00	225.00	225.00	Chamber dues
Viking Carpet Care	0.00	0.00	225.00	0.00	225.00	Chamber dues
Wells Fargo Advisors	0.00	0.00	0.00	225.00	225.00	Chamber dues
	5,911.20	14,577.98	13,817.40	51,341.72	85,648.30	

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

<b>Current Month Actual</b>	<b>Infrastructure Project Costs</b>	<b>Year to Date Actual</b>
17,704.06	Research/Planning/Infrastructure	31,708.86
	Northstar Community Multi-Purpose Trail	75,187.38
	Lakeside Bike Trail	49,816.00
	Traffic Calming	80.11
9,211.00	Reno Tahoe Airport Welcome Center	37,058.54
	West Commons Beach	40,000.00
16,759.24	Squaw Valley Trail Snow Removal	53,104.57
	North Tahoe Regional Park	44,000.00
14,886.50	Visitors Centers Exhibits	14,886.50
3,880.00	Water Shuttle	3,880.00
<b>62,440.80</b>	<b>Total Infrastructure Project Costs</b>	<b>349,721.96</b>
<b>Transportation Project Costs</b>		
970.74	Research/Planning/Transportation	25,248.05
	Membership Transportation	3,000.00
4,003.95	Winter Traffic Management	4,003.95
	Summer Traffic Management	12,250.49
	Winter Night Service Transit	81,982.56
	North Lake Tahoe Express	46,548.67
	Sugar Bowl Skier Shuttle	9,156.50
	Hwy 267 Summer Bus Service	45,000.00
	Summer West Shore Night Service	30,500.00
	Timing of void check	(250.00)
<b>4,974.69</b>	<b>Total Transportation Project Costs</b>	<b>257,440.22</b>
<b>67,415.49</b>	<b>Total Project Costs</b>	<b>607,162.18</b>



**Lisa deRoulet**

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**From:** Lisa deRoulet  
**Sent:** Saturday, June 09, 2012 10:48 AM  
**To:** Sandy Evans Hall  
**Subject:** Health and welfare coverage for 2012-2013

Sandy,  
I have worked with Michael at PWA and performed a competitive assessment of our current health and welfare plans against what else is out in the market currently.

We looked at a number of carriers and options. Blue Cross/Blue Shield was eliminated early on because the rates were not competitive at all. We compared rates and coverage for Allied National (a self-insurance provider), SeeChange Health (a brand new carrier) and Aetna (our existing carrier),

We examined the possibility of a self-insurance program because it had some cost savings appeal. However, there is a bill currently before the California legislature to disallow self-insurance programs for organizations with less than 99 employees. So we eliminated that option as not feasible. SeeChange Health has built-in incentives to reduce employees and dependents deductible and coinsurance if they complete annual preventative care. The annual premium costs would result in a 3.16% decrease (\$4,245) vs. Aetna, however, deductibles for individuals would double from \$2,000 to \$4,000 and for families from \$4,000 to \$8,000! So we eliminated that one because the impact to our employees would be huge.

So that brings us back to our existing carrier, Aetna. They have quoted the new year with a 7.75% premium increase (\$8,204) for our current plan. So this seems to be the best plan for us to proceed with for the new plan year. We could consider passing on the increase, or part of the increase, to employees by lowering our contribution toward the premiums.

Finally, we looked into the feasibility of aligning the plan year with the calendar year. Unfortunately, this is not so easy to accomplish. First, we would have to renegotiate our premium for a 1/1/13 start date, as they will not guarantee the premium from August to January. There may not be a big step up in our premium but there would be an increase. Second, the deductible bank would reset. So any funds spent between August and December toward the deductible would be lost and the \$2000/\$4000 deductible would reset effective 1/1/13.

Please let me know, your thoughts and how you would like me to proceed.

Thanks,  
Lisa

Lisa de Roulet  
Director of Finance and Human Resources  
North Lake Tahoe Resort Association  
Chamber of Commerce  
Visitor and Convention Bureau  
Phone: 530-581-8726  
Cell: 775-232-8906  
[Lisa@puretahoenorth.com](mailto:Lisa@puretahoenorth.com)  
[www.gotahoenorth.com](http://www.gotahoenorth.com)

# Competitive Market Options – Premium Comparison

## North Lake Tahoe Resort Association

Carrier	Plan	Current	% Increase	Renewal	% Increase	
Aetna	Medical	\$7,398.00		\$7,971.00	7.75%	
	Principal	\$1,076.82		\$1,148.96	6.70%	
	Principal	\$452.07		\$450.60	9.35%	
	CoPower VSP	\$171.30		\$171.30		
	Monthly Total	\$9,058.19		\$9,741.86		
	Annual Total	\$108,698.28		\$116,902.32	7.55%	
	Annual Increase			\$8,204.04		
<b>OPTION 1</b>	SeeChange H.S.A. 4000			SeeChange H.S.A. 3000		
	SeeChange	\$7,632.00	3.16%	SeeChange	\$8,285.00	11.99%
	Principal	\$1,148.96	6.70%	Principal	\$1,148.96	6.70%
	Principal	\$459.68	11.55%	Principal	\$459.68	11.55%
	CoPower VSP	\$171.30	0.00%	CoPower VSP	\$171.30	0.00%
	Monthly Total	\$9,411.94		Monthly Total	\$10,064.94	
	Annual Total	\$112,943.28	3.91%	Annual Total	\$120,779.28	11.11%
	Annual Increase	\$4,245.00		Annual Increase	\$7,836.00	

	Aetna (Current Plan)	Aetna Option 1	Allied National Option 1	Allied National Option 2	SeeChange Health Option 1	SeeChange Health Option 2
<b>Deductible</b> Amount you pay before the insurance pays towards your claims. Only preventative care is covered prior to the deductible and is covered 100%	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>
	Individual	\$3,500.00	Individual	\$3,500.00	Individual	Individual
	Family	\$7,000.00	Family	\$6,000.00	Family	Family
	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>
	Individual	\$3,500.00	Individual	N/A	Individual	Individual
	Family	\$7,000.00	Family	N/A	Family	Family
	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>
	Individual	\$1,000.00	Individual	\$1,500.00	Individual	Individual
	Family	\$2,000.00	Family	\$3,000.00	Family	Family
	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>
Individual	\$3,000.00	Individual	N/A	Individual	Individual	
Family	\$6,000.00	Family	N/A	Family	Family	
<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	
Individual	\$4,500.00	Individual	\$4,500.00	Individual	Individual	
Family	\$9,000.00	Family	\$9,000.00	Family	Family	
<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	
Individual	\$6,500.00	Individual	N/A	Individual	Individual	
Family	\$1,300.00	Family	N/A	Family	Family	
<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	<b>In-Network</b>	
Individual	80%	80%	80%	100%	80%	
<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	<b>Out of Network</b>	
Individual	50%	50%	N/A	N/A	70%	
<b>Coinsurance %</b>						
<b>Rx Copays (After Ded.)</b>						
Tier 1 or Generic	\$20.00	\$20.00	\$10.00	\$10.00	\$10.00	\$10.00
Tier 2 or Preferred Brand	\$40.00	\$40.00	\$30.00	\$30.00	\$35.00	\$35.00
Tier 3 or Non-Preferred Brand	\$70.00	\$70.00	\$50.00	\$50.00	50%	50%
Office Visit Copay In-Network (After Ded.)	20%	20%	20%	0%	20%	0%
Additional Copays Not Subject to the Out of Pocket Maximum	None	None	None	None	\$250 Copay Emergency Room	\$250 Copay Emergency Room

Cardholder Name: SANDRA EVANS HALL      Statement Period: 04/29/12 to 05/28/12  
 Account Number: [REDACTED]      Statement Closing Date: 05/28/12

Transactions					CR=Credit
Tran Date	Post Date	Transaction Description	Reference Number		Amount
Transaction Activity					
04-27	04-30	CTC*CONSTANTCONTACT.CO	866-2892101	MA 026	\$70.00
05-06	05-07	VZWRLSS*PRPAY AUTOPAY	888-294-6804	CA 616	\$35.00 ✓
05-25	05-25	PAYMENT - THANK YOU		000	\$833.79 CR
05-27	05-28	CTC*CONSTANTCONTACT.CO	866-2892101	MA 740	\$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

Kim Lambert

From: Sandy Evans Hall  
Sent: Saturday, May 05, 2012 7:20 AM  
To: Kim Lambert  
Subject: Fwd: Important Information Regarding Your Verizon Wireless Account

Sent from my iPhone

Begin forwarded message:

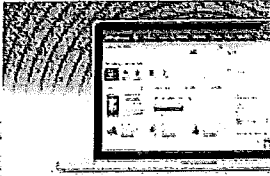
From: "AccountNotify@verizonwireless.com"  
<wAccountNotify@verizonwireless.com>  
Date: May 5, 2012 6:07:12 AM PDT  
To: sandy@puretahoenorth.com  
Subject: Important Information Regarding Your Verizon Wireless Account



**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: 05/05/2012  
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



**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...

-----  
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.

J2

NLTRA Mileage Reimbursement

EMPLOYEE NAME: Sandy E. Hall

DATES: From: May 1 To: May 31

DATE SUBMITTED:

ROUND TRIP? Y or N

DRIVEN FROM TO

# MILES

REASON FOR TRAVEL

DATE	# MILES	DRIVEN FROM	DRIVEN TO	ROUND TRIP? Y or N	REASON FOR TRAVEL
5/1	2	TC	Granlibakken	Y	Bfest Club
5/2	72	TC	Fahne House	Y	Don Larson
5/3	2	TC	South Shore	Y	TPC Cluster
5/7	32	TC	Granlibakken	Y	TMA
5/8	20	TC	Incline Village	Y	Triple Crown Site Tour
5/18	32	TC	Kings Beach	Y	Tren Man
5/21	38	TC	Incline Village	Y	The Prosperity Center
5/21	32	TC	Truckee Airport	Y	Trucked To Harrow
5/22	32	TC	Chateau - Incline	Y	TRPA - Regional Plan
5/23	20	TC	Incline - Spruce Knob	Y	Geotourist panel speaker
5/24	38	TC	NTEC	Y	TRPA Regional Plan
5/24	20	TC	DeRitz-Carlton	Y	Finance Committee/Holly Heinzen
5/25	12	TC	NTEC	Y	NTBA Board Mtg
5/31	20	TC	Garwoods	Y	Doug Houston
		TC	Granlibakken	Y	TCDA Board Mtg
		TC	NTEC	Y	TF Leadership

Total: ~~374~~ 374

X \$.555 / mile =

\$ 207.57

Due employee

\$ 207.57 (round)  
92.43 Allow  
\$ 300.00

43

AUTHORIZED BY: SEH

