



# Finance Committee Agenda and Meeting Notice

**Tuesday, June 23, 2015 from 10 am-12pm  
NLTRA Conference Room Upstairs**

## NLTRA Mission

To promote tourism and business through efforts that enhances the economic, environmental, recreational and cultural climate of the area.

## Finance Committee

**NLTRA Board**  
**Wally Auerbach**  
**Chair**  
**Joseph Mattioli**

## Committee Members

**Ron Parson**  
Granlibakken

**Mike Salmon**  
Tahoe Donner Association

**Ramona Cruz**  
Tahoe City Public Utility  
District

**Placer County Rep**  
**Jennifer Merchant**

**NLTRA Staff**  
**Marc Sabella**  
Director of Finance/Human  
Resources

**NLTRA Staff**  
**Meredith Nelson**  
Staff Accountant

**Quorum**  
**3 Members with 1 being**  
**a Board Member**

To call in:  
Dial (605) 475-3220  
Enter Participant code: 547298#

## Items May Not Be Heard In the Order They Are Listed

- A. Call to Order – Establish Quorum
- B. 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. (3 min)
- C. Agenda Amendments and Approval (2 min)
- D. Approval of the May 2015 Finance Committee Meeting Minutes (3 min)
- E. Discussion and Possible Action to Recommend Approval to the Board of Directors of the Financial Statements for May 2015 (15 min)
- F. Discussion and Possible Action to Recommend Approval to the Board of Directors the Preliminary NLTRA 2015-2016 Departmental Budgets (20 min)
- G. Discussion of the Placer County Review and Audit (20min)
- H. Review and Discussion of the Membership Metrics Report (5 min)
- I. Supplemental Information-Dashboard (5 minutes)
- J. Approval of CEO Expenses
- K. Committee Member Comments (5 minutes)
- L. Adjournment

This meeting is wheelchair accessible

Posted and Emailed June 18, 2015

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## **Finance Committee Meeting**

### **June 23, 2015**

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**FINANCE COMMITTEE MINUTES**  
**Thursday, May 28, 2015 – 2:00 pm**

**NLTRA Conference Room**

**PRELIMINARY MINUTES**

**COMMITTEE MEMBERS IN ATTENDANCE:** Wally Auerbach, Jennifer Merchant, Ron Parson, Ramona Cruz

**STAFF IN ATTENDANCE:** Sandy Evans Hall, Marc Sabella, and Meredith Nelson

**OTHERS IN ATTENDANCE:** None

**1.0 CALL TO ORDER – ESTABLISH QUORUM**

1.1 The meeting was called to order at 2:02 pm by the Chair, Wally Auerbach

**2.0 PUBLIC FORUM**

2.1 None

**3.0 AGENDA AMENDMENTS AND APPROVAL**

3.1 Approval of the May 2015 Finance Committee Agenda

**M/S/C (Ron Parson/Ramona Cruz) (3/0) to recommend the approval of the May 2015 Agenda**

**4.0 APPROVAL OF MINUTES**

4.1 Approval of the April 2015 Finance Committee Minutes

**M/S/C (Ron Parson/Ramona Cruz) (3/0) to recommend the approval of the April 2015 Finance Committee Minutes**

**5.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE APRIL 2015 FINANCIAL STATEMENTS**

5.1 The Consolidated April Financial Statements are favorable by \$111,000 to the re-forecasted budget due to the following:

1) The Marketing department is up \$100,000 in total surplus year-to-date due to some expenses in Community Marketing, Special Events, Sponsorships, Non-NLT Marketing, and Research and Planning not coming in yet, but will be expensed by the end of the fiscal year. The Visitor Information Center is up \$36,000 year-to-date surplus and the Membership Department is up \$20,000 year-to-date surplus to the re-forecasted budget.

2) In the Marketing department the Amgen bike race provided an extra \$5,000 in revenue and the Conference commission revenue is tracking above the re-forecasted budget with invoicing having been completed through April 2015.

3) Salaries and Wages are below forecast this month, due to the extra pay period being budgeted in April 2015 rather than in May 2015 when the extra paid period will be paid. This surplus will reverse on the May 2015 financial statements.

5.2 Balance Sheet:

- 1) The current assets with TOT Funding Account Receivable remain static throughout the year due to the Placer County contract and the 12 monthly payments which goes past the fiscal year by two months. The Accounts Receivable balance is adjusted for the new balance of the new contract.
- 2) The Accounts Payable balance is currently at zero due to past period checks being voided in the current period. The balance will accumulate again in the month of May 2015.
- 3) Marc will work on a schedule that identifies the types of undesignated net assets including percentages for each asset.

**M/S/C (Ron Parson/Ramona Cruz) (4/0) to recommend the Board of Directors approve the April 2015 Financial Statements.**

**6.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL TO THE BOARD OF DIRECTORS THE PRELIMINARY NLTRA 2015-2016 DEPARTMENTAL BUDGETS**

- 6.1 Along with the consolidated and departmental budgets, Marc Sabella prepared a Budget Goals and Assumptions summary which is an overview on how the budget was built and the allocations that were used. Based on those assumptions the NLTRA started with the Placer County contract amount of \$6.2 million and increased the budget to include additional revenue (Non-TOT) for the Visitor Information Center, Conference and Membership departments.
- 6.2 The Marketing Cooperative expenses are up with the County allocation percentage remaining the same. Infrastructure and Transportation is showing an increase year over year. The G&A expenses tie to the San Francisco CPI per the County contract with the exception of Conference wages which is due to a budgeted increase in revenue which will increase the amount of commissions paid to NLTRA employees. The NTLRA is asking the County's approval for a 3.8% increase in the budget for personnel due to the 12% increase in health care costs.
- 6.3 Ron Parson recommended that the NLTRA change "Gross Profit" to "Gross Income" since the NLTRA is a non-profit organization. The statements have been changed to "Gross Margin" now.
- 6.4 The repayment of the 2<sup>nd</sup> half Marketing Reserves Fund balance of \$21,000 that was borrowed two years ago has been budgeted in the fiscal year 2015/16 to bring the reserve back to the required standards. The NLTRA Marketing Committee is going to the Board of Directors on June 3<sup>rd</sup> to ask for a 10% fund reserve balance rather than the 13% that the organization is currently at. The vote on the marketing reserve could change the departmental budgets.

**M/S/C (Recommendation to be held over until the June 2015 Finance Committee Meeting)**

**7.0 REVIEW AND DISCUSSION OF THE MEMBERSHIP METRICS REPORT**

- 7.1 The Surf Air Raffle and the Summer Recreation Luncheon are the two current revenue projects for the Membership Department. Ginger Karl has brought in 54 new members for this fiscal year, averaging 4.9 new members a month.

**8.0 SUPPLEMENTAL INFORMATION – DASHBOARD**

- 8.1 The Transient Occupancy Tax, Unemployment, and Sales Tax figures have not been updated for May 2015 but should most of these metrics should be updated by the June 2015 finance committee meeting. Placer County is to looking into who is distributing these reports in the future

**9.0 APPROVAL OF CEO EXPENSES**

9.1 Wally Auerbach approved the CEO Expenses for April 2015.

**10.0 COMMITTEE MEMBERS' COMMENTS**

10.1 Jennifer Merchant has rescheduled the Placer County budget date to July 21, 2015.

**11.0 ADJOURNMENT**

11.1 The meeting adjourned at 2:55pm

Submitted by  
Meredith Nelson  
Staff Accountant



June 23, 2015

To: Finance Committee

From: Marc Sabella

Re: Major Variances of the May 2015 Financial Statements

As of May 31st, 91.67% of the budget calendar should be completed. The following are the major budget to actual variances **YEAR-TO-DATE**:

**Profit/Loss:**

- Organizational Revenues are under forecast in total. Membership Revenues are over the re-forecasted year-to-date projections and are almost at the original budget amount. This was due to a strong January renewal of memberships and a good collection effort of longer-dated receivables by the Accounting Department. Membership Activities is over forecast as the Membership Department had a successful Annual Community Awards Dinner. Other areas however are now under forecast for the year.
- Special Events revenue came in lighter compared to budget and will finish lower than reforecast as the Ironman event was cancelled and several expected revenue sources related to the event did not transpire. Related expenses also came in under-budget due to the cancellation of services for the event. The net reduction to revenues and savings to expenditures will be a larger number due to the cancellation of the race.
- Conference Commissions are under reforecast and below the year-to-date budget amount. Actual revenue for billing participating properties has caught up to a normal pace in the past quarter and collections of past due accounts have been good lately. The June commissions report is indicating that revenues will be recorded as receivables in excess of budget at the end of the fiscal year.
- Salary expense is under forecast as several salary items were forecasted but will not be realized.
- Community Marketing Programs, Non-NLT Co-Op Marketing and Special Events/Sponsorships are under budget and reforecast as amounts were expected to be expended at this time but will now be expended later in the year as per the reforecast.
- Membership Activities Expense is over reforecast and budget but after netting the actual expenses against actual Membership Activities Revenues net activities shows a gain for the year.
- Classified advertising costs were not budgeted this year and will remain a deficit variance for the remainder of the fiscal year.
- Transportation Projects is over forecast through May but will come into the final budget amount by the end of the fiscal year.

## Balance Sheet:

- A/R balances included large receivable amounts from one resort in the prior year. In the current year, there are no such balances with this resort, thus a decrease to the overall A/R balance.
- Membership A/R is now up-to-date with a strong collection effort on delinquent amounts and is now showing a decrease to the balance year over year.
- A/R TOT funding contains the balance of two months of the new Placer County contract that goes beyond the NLTRA fiscal year end at June 30<sup>th</sup>. The accounting recording method has changed since July of 2013 in the sense that the full year receivable is no longer booked at the beginning of the year.
- Prepaid Expenses has increased in the current month due to an \$82,000 payment to CHP for the USA Cycling event in June. This amount will be expensed in June.
- Accrued expenses from previous months were expensed in January. The result is a lower balance than one year ago.
- Deferred Support is the balance of net activity of the BACC programs and will be removed from the NLTRA books by fiscal year end.
- The designated ski marketing reserve was set up and the balance moved over from an old liability account containing remaining funds from ski ticket sales through our offices. This ticket purchasing process ceased in the past fiscal year and this balance represents excess funds in the account at the termination of the program. The excess funds can be used by Marketing for the promotion of North Lake Tahoe skiing. Per a previous finance committee meeting, this amount has been rolled into the Designated Marketing Reserves in November.
- All net-asset accounts are matching the net-asset balances reported in the audit report for the 2013/14 fiscal year including the new "Designated Visitor Support and Transportation" reserve.

**North Lake Tahoe Resort Association**  
**BUDGET TO ACTUAL**  
**Statement of Activities and Changes in Net Assets**  
**For the Month Ended May 31, 2015**  
**Consolidated Departments**

Current Month Actual	Current Month Reforecast	Current Month Budget	Revenue	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
\$ 302,552	\$ 302,552	\$ 302,552	Placer County TOT Funding	\$ 3,389,572	\$ 3,389,572	\$ 3,389,571	\$ -	\$ 3,352,493	\$ 3,692,124	\$ 3,692,120	92%
9,971	11,232	10,232	Memberships	121,963	103,722	114,344	18,241	109,330	116,314	124,574	105%
750	375	383	New Member Fees	3,075	3,075	4,866	-	2,000	3,450	5,250	89%
2,532	4,400	4,400	Membership Activities	52,587	51,476	51,298	1,111	29,992	55,876	55,698	94%
435	800	800	Tuesday Morning Breakfast Club	9,366	8,801	8,800	565	10,370	9,601	9,600	98%
-	1,850	-	Sponsorships	3,000	7,600	6,100	(4,600)	2,750	8,100	8,100	37%
-	-	-	Special Events	40,162	51,000	86,500	(10,838)	87,708	51,000	86,500	79%
975	637	637	Non-Retail VIC Sales	9,600	9,585	7,007	15	6,366	10,222	7,644	94%
-	-	-	Visitor Guide Income	-	-	3,000	-	-	3,000	3,000	0%
280	23,000	4,961	Commissions	62,168	79,125	111,088	(18,957)	78,566	115,868	115,868	54%
5,429	10,745	10,745	Merchandise Sales	84,731	88,828	91,364	(4,097)	94,558	106,328	108,864	80%
<b>322,924</b>	<b>355,591</b>	<b>334,710</b>	<b>Total Revenue</b>	<b>3,776,224</b>	<b>3,792,784</b>	<b>3,873,938</b>	<b>(16,560)</b>	<b>3,774,133</b>	<b>4,171,883</b>	<b>4,217,218</b>	<b>91%</b>
2,609	6,858	6,858	Cost of Goods Sold/Discounts	44,823	49,076	51,095	4,253	51,316	56,287	58,306	80%
<b>2,609</b>	<b>6,858</b>	<b>6,858</b>	<b>Total Cost of Goods Sold</b>	<b>44,823</b>	<b>49,076</b>	<b>51,095</b>	<b>4,253</b>	<b>51,316</b>	<b>56,287</b>	<b>58,306</b>	<b>80%</b>
<b>320,315</b>	<b>348,733</b>	<b>327,852</b>	<b>Gross Margin</b>	<b>3,731,401</b>	<b>3,743,708</b>	<b>3,822,843</b>	<b>(12,307)</b>	<b>3,722,817</b>	<b>4,115,596</b>	<b>4,158,912</b>	<b>91%</b>
<b>Operating Expenses</b>											
137,601	99,091	98,644	Salaries & Wages	1,224,275	1,257,375	1,315,528	33,100	1,147,174	1,357,221	1,413,948	90%
12,628	14,155	14,037	Rent	145,945	148,177	156,008	2,232	170,216	161,810	169,522	90%
2,852	3,042	3,136	Telephone	30,102	32,208	34,499	2,106	29,860	35,250	37,636	85%
536	415	349	Mail - USPS	4,139	3,852	3,888	(287)	4,430	4,317	4,286	96%
542	1,253	1,238	Insurance/Bonding	14,132	13,616	13,618	(516)	14,153	14,869	14,856	95%
1,260	1,226	1,196	Supplies	16,725	15,166	13,183	(1,559)	11,236	16,404	14,380	102%
-	-	-	Visitor Communications - Other	98	358	460	260	406	460	460	21%
771	1,017	973	Equipment Support & Maintenance	5,364	9,401	10,702	4,037	13,165	10,518	11,674	51%
153	565	324	Taxes, Licenses & Fees	4,897	5,309	3,591	412	3,340	5,903	3,977	83%
1,269	1,785	1,686	Equipment Rental/Leasing	16,423	16,461	19,543	38	17,260	18,246	21,228	90%
428	600	-	Training Seminars	3,166	1,948	4,050	(1,218)	3,350	2,382	4,484	133%
-	-	-	Public Outreach	-	1,130	2,129	1,130	1,092	2,130	2,129	0%
-	-	-	Professional Fees	23,327	21,220	18,350	(2,107)	18,590	21,220	18,350	110%
32,085	-	-	Community Marketing Programs	53,677	60,000	60,000	6,323	46,162	80,000	80,000	67%
268	35,785	-	Special Events/Sponsorships	383,239	447,753	452,753	64,514	454,148	512,753	517,753	75%
909	750	-	Membership Activities	35,788	32,308	23,685	(3,480)	32,492	33,158	24,085	108%
719	737	737	Tuesday Morning Breakfast Club	8,530	8,859	8,107	329	9,032	9,596	8,844	89%
15,000	15,000	15,000	Marketing Cooperative/Media	853,747	853,747	853,747	0	1,030,000	888,747	888,747	96%
-	-	-	Media/Collateral/Production	-	826	826	826	1,676	826	826	0%
4,000	6,300	6,208	Non-NLT Co-Op Marketing Programs	38,292	52,838	54,284	14,546	51,898	123,138	124,492	31%

E3



492	-	-	-	-	-	-	-	0	-	8,000	8,000	0%
137	200	-	3,718	4,537	2,675	819	2,354	819	2,354	5,050	2,688	74%
411	484	383	2,314	4,063	4,220	1,749	5,123	1,749	5,123	4,547	4,604	51%
1,436	577	454	5,918	6,237	4,994	319	5,694	319	5,694	6,815	5,449	87%
1,301	1,065	794	8,722	9,202	9,393	480	8,928	480	8,928	10,476	10,767	83%
429	460	376	9,402	6,906	4,483	(2,496)	4,281	(2,496)	4,281	7,516	4,968	125%
352	860	859	6,856	4,810	4,010	(2,046)	4,090	(2,046)	4,090	4,970	4,170	138%
-	675	375	3,863	6,638	7,511	2,775	4,585	2,775	4,585	8,791	8,664	44%
-	-	-	3,639	920	-	(2,719)	1,780	(2,719)	1,780	920	-	396%
-	-	-	4,000	4,000	3,000	0	3,000	0	3,000	5,000	5,000	80%
20,793	15,000	3,000	84,585	97,981	111,000	13,396	85,305	13,396	85,305	113,000	113,000	75%
32,850	35,912	5,912	554,309	533,589	584,420	(20,720)	501,807	(20,720)	501,807	589,420	589,420	94%
611	603	748	6,559	6,518	8,148	(41)	6,153	(41)	6,153	7,122	8,894	92%
<b>269,833</b>	<b>237,557</b>	<b>156,429</b>	<b>3,555,751</b>	<b>3,667,953</b>	<b>3,793,305</b>	<b>112,202</b>	<b>3,692,780</b>	<b>112,202</b>	<b>3,692,780</b>	<b>4,070,575</b>	<b>4,127,301</b>	<b>87%</b>
<b>50,482</b>	<b>111,176</b>	<b>171,423</b>	<b>175,650</b>	<b>75,755</b>	<b>29,538</b>	<b>99,895</b>	<b>30,037</b>	<b>99,895</b>	<b>30,037</b>	<b>45,021</b>	<b>31,611</b>	
-	-	4	36	34	44	2	53	2	53	34	48	
1,750	1,750	1,750	19,250	19,250	19,250	0	-	0	-	21,000	21,000	
(1,750)	(1,750)	(1,746)	(19,214)	(19,216)	(19,206)	2	53	2	53	(20,966)	(20,952)	
<b>48,732</b>	<b>109,426</b>	<b>169,677</b>	<b>156,436</b>	<b>56,539</b>	<b>10,332</b>	<b>99,897</b>	<b>30,090</b>	<b>99,897</b>	<b>30,090</b>	<b>24,055</b>	<b>10,659</b>	

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**North Lake Tahoe Resort Association**  
**BUDGET TO ACTUAL**  
**Statement of Activities and Changes in Net Assets**  
**For the Month Ended May 31, 2015**  
**All Departments Ex Infrastructure/Transportation**

Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 Reforecast	Total 2014 Budget	Percent of YTD Reforecast Consumed
<b>Revenue</b>										
\$ 218,898	\$ 218,898	\$ 218,897	\$ 2,454,378	\$ 2,454,378	\$ 2,454,375	\$ -	\$ 2,494,361	\$ 2,673,276	\$ 2,673,272	92%
9,971	11,232	10,232	121,963	103,722	114,344	18,241	109,330	116,314	124,574	105%
750	375	383	3,075	3,075	4,866	-	2,000	3,450	5,250	89%
2,532	4,400	4,400	52,587	51,476	51,298	1,111	29,992	55,876	55,698	94%
435	800	800	9,366	8,801	8,800	565	10,370	9,601	9,600	98%
-	1,850	-	3,000	7,600	6,100	(4,600)	2,750	8,100	8,100	37%
975	637	637	40,162	51,000	86,500	(10,838)	87,708	51,000	86,500	79%
-	-	-	9,600	9,585	7,007	15	6,366	10,222	7,644	94%
280	23,000	4,961	62,168	79,125	111,088	(16,957)	78,566	115,868	115,868	0%
5,429	10,745	10,745	84,731	88,828	91,364	(4,097)	94,608	106,328	108,864	54%
<b>239,270</b>	<b>271,937</b>	<b>251,055</b>	<b>2,841,030</b>	<b>2,857,590</b>	<b>2,938,742</b>	<b>(16,560)</b>	<b>2,916,051</b>	<b>3,153,035</b>	<b>3,198,370</b>	<b>90%</b>
2,609	6,858	6,858	44,823	49,076	51,095	4,253	51,316	56,287	58,306	80%
<b>2,609</b>	<b>6,858</b>	<b>6,858</b>	<b>44,823</b>	<b>49,076</b>	<b>51,095</b>	<b>4,253</b>	<b>51,316</b>	<b>56,287</b>	<b>58,306</b>	<b>80%</b>
<b>236,661</b>	<b>265,079</b>	<b>244,197</b>	<b>2,796,207</b>	<b>2,808,514</b>	<b>2,887,647</b>	<b>(12,307)</b>	<b>2,864,735</b>	<b>3,096,748</b>	<b>3,140,064</b>	<b>90%</b>
118,037	85,809	85,361	1,048,450	1,081,792	1,134,973	33,282	1,001,185	1,168,296	1,220,113	90%
11,285	12,417	12,397	131,303	132,017	137,329	714	156,128	143,912	149,204	91%
2,605	2,590	2,711	25,467	27,461	29,824	1,994	25,228	30,051	32,536	88%
536	415	349	3,996	3,730	3,838	(266)	4,379	4,145	4,186	96%
510	1,157	1,142	12,944	12,692	12,562	(252)	13,304	13,849	13,704	93%
1,211	1,062	1,072	15,194	13,451	11,799	(1,743)	10,124	14,513	12,872	105%
-	-	-	97	358	460	261	406	460	460	21%
659	915	871	4,786	8,441	9,579	3,655	11,494	9,356	10,449	51%
153	475	295	4,662	4,679	3,248	17	3,160	5,184	3,545	90%
1,041	1,494	1,495	13,479	13,392	16,441	(87)	14,410	14,886	17,936	91%
428	600	-	3,166	1,948	4,050	(1,218)	3,350	2,382	4,484	133%
-	-	-	-	180	179	180	179	180	179	0%
-	-	-	23,327	21,220	18,350	(2,107)	18,590	21,220	18,350	110%
32,085	-	-	53,677	60,000	60,000	6,323	46,162	80,000	80,000	67%
268	35,785	-	383,239	447,753	452,753	64,514	454,148	512,753	517,753	75%
909	750	-	35,788	32,308	23,685	(3,480)	32,492	33,158	24,085	108%
718	737	737	8,530	8,859	8,107	329	9,032	9,596	8,844	89%
15,000	15,000	15,000	853,747	853,747	853,747	0	1,030,000	888,747	888,747	96%
-	-	-	-	826	826	826	1,676	826	826	0%
4,000	6,300	6,208	38,292	52,838	54,284	14,546	51,898	123,138	124,492	31%
743	-	-	11,496	17,000	17,000	5,504	11,100	17,000	17,000	68%

492	-	-	-	-	-	-	-	-	-	8,000	8,000	0%
137	150	Conference - PUD	3,346	3,916	2,425	0	2,142	4,379	2,438	4,379	2,438	76%
411	484	Employee Relations	2,314	4,063	4,221	570	5,123	4,547	4,604	4,547	4,604	51%
1,275	577	Board Functions	5,918	6,237	4,984	1,749	5,684	6,815	5,449	6,815	5,449	87%
1,217	648	Credit Card Fees	6,738	6,347	6,582	319	6,734	7,045	7,247	7,045	7,247	96%
429	573	Automobile Expenses	7,827	5,771	4,043	(391)	3,833	4,000	4,487	6,256	4,487	125%
352	385	Meals/Meetings	6,856	4,453	3,919	(2,403)	4,000	4,613	4,080	4,613	4,080	44%
513	860	Dues & Subscriptions	3,863	6,638	7,511	2,775	4,586	8,791	8,664	8,791	8,664	100%
	675	Travel	3,384	920	-	(2,464)	1,781	920	-	920	-	92%
	505	Classified Advertising	5,510	5,468	7,091	(42)	5,168	5,973	7,743	5,973	7,743	86%
	652	Depreciation	2,717,396	2,838,445	2,893,820	121,049	2,937,506	3,150,991	3,202,477	3,150,991	3,202,477	
<b>195,014</b>	<b>169,790</b>	<b>Total Operating Expenses</b>	<b>78,811</b>	<b>(29,931)</b>	<b>(6,173)</b>	<b>108,742</b>	<b>(72,771)</b>	<b>(54,243)</b>	<b>(62,413)</b>			
<b>41,647</b>	<b>95,289</b>	<b>Operating Income (Loss)</b>	<b>36</b>	<b>34</b>	<b>44</b>	<b>2</b>	<b>53</b>	<b>34</b>	<b>48</b>			
		4 Investment Income/Interest	19,250	19,250	19,250	0	-	21,000	21,000			
	1,750	Additions to Marketing Reserves	(86,439)	(88,429)	(92,337)	(1,990)	(80,363)	(96,264)	(94,024)			
	(7,835)	Allocated Expenses	(67,189)	(69,179)	(73,087)	(1,990)	(80,363)	(75,264)	(73,024)			
	(6,085)	Net Expenses	146,036	39,282	66,958	106,754	7,645	21,055	10,659			
<b>48,630</b>	<b>101,374</b>	<b>Net Income (Loss)</b>										

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**North Lake Tahoe Resort Association**  
**BUDGET TO ACTUAL**  
**Statement of Activities and Changes in Net Assets**  
**For the Month Ended May 31, 2015**  
**Marketing**

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
<b>Revenue</b>											
Placer County TOT Funding				\$ 1,899,263	\$ 1,899,263	\$ 1,899,258	\$ -	\$ 1,928,862	\$ 2,067,696	\$ 2,067,692	92%
Special Events				40,162	51,000	86,500	(10,838)	87,708	51,000	86,500	79%
<b>Total Revenue</b>	<b>168,433</b>	<b>168,433</b>	<b>168,432</b>	<b>1,939,425</b>	<b>1,950,263</b>	<b>1,985,758</b>	<b>(10,838)</b>	<b>2,016,570</b>	<b>2,118,696</b>	<b>2,154,192</b>	<b>92%</b>
<b>Operating Expenses</b>											
Salaries & Wages	30,341	21,755	23,255	274,399	294,152	318,373	19,753	264,153	315,907	341,628	87%
Rent	1,885	1,979	1,979	20,480	20,433	21,771	(47)	19,826	22,412	23,750	91%
Telephone	741	884	884	8,525	9,426	9,724	901	9,194	10,310	10,608	88%
Mail - USPS	85	96	96	564	607	1,056	43	248	703	1,152	80%
Insurance/Bonding	103	241	241	1,139	2,602	2,651	1,463	2,689	2,843	2,892	40%
Supplies	94	276	276	2,795	2,805	3,036	10	1,660	3,081	3,312	91%
Equipment Support & Maintenance	175	200	200	1,246	2,044	2,200	798	2,904	2,244	2,400	56%
Taxes, Licenses & Fees	-	60	60	430	595	660	165	281	655	720	66%
Equipment Rental/Leasing	127	220	220	1,835	2,047	2,420	212	2,028	2,267	2,640	81%
Training Seminars	79	-	-	802	-	2,000	(802)	2,395	334	2,334	240%
Community Marketing Programs	32,085	-	-	53,677	60,000	60,000	6,323	46,162	80,000	80,000	67%
Special Events/Sponsorships	268	35,785	-	383,239	447,753	452,753	64,514	453,920	512,753	517,753	75%
Marketing Cooperative/Media	15,000	15,000	15,000	763,747	763,747	753,747	0	920,000	778,747	778,747	97%
Non-NLT Co-Op Marketing Programs	4,000	6,000	6,000	38,142	51,000	51,000	12,858	51,898	121,000	121,000	32%
Research & Planning	743	-	-	11,497	17,000	17,000	5,503	11,100	17,000	17,000	68%
Employee Relations	74	25	-	518	393	200	(125)	262	418	200	124%
Credit Card Fees	-	16	16	-	80	177	80	-	97	193	0%
Automobile Expenses	36	183	183	2,422	2,455	2,013	33	3,120	2,638	2,196	92%
Meals/Meetings	337	194	194	4,808	3,447	2,133	(1,361)	2,484	3,641	2,326	132%
Dues & Subscriptions	374	800	800	4,095	2,542	2,500	(1,553)	2,406	2,642	2,600	155%
Travel	-	375	375	2,261	2,877	5,338	616	2,856	3,752	6,213	60%
Classified Advertising	-	-	-	2,464	-	-	(2,464)	-	-	-	100%
Depreciation	153	150	301	1,640	1,626	3,310	(14)	1,538	1,776	3,612	92%
<b>Total Operating Expenses</b>	<b>86,700</b>	<b>84,239</b>	<b>50,080</b>	<b>1,570,725</b>	<b>1,677,631</b>	<b>1,714,062</b>	<b>106,906</b>	<b>1,801,124</b>	<b>1,885,220</b>	<b>1,923,276</b>	<b>83%</b>
<b>Operating Income (Loss)</b>	<b>81,733</b>	<b>84,194</b>	<b>118,352</b>	<b>368,700</b>	<b>272,632</b>	<b>271,696</b>	<b>96,068</b>	<b>215,446</b>	<b>233,476</b>	<b>230,916</b>	
Additions to Marketing Reserves	1,750	1,750	1,750	19,250	19,250	19,250	0	-	21,000	21,000	
Allocated Expenses	19,053	17,493	17,493	188,594	194,928	192,423	6,334	175,551	212,421	209,916	
<b>Net Income (Loss)</b>	<b>60,930</b>	<b>64,951</b>	<b>99,109</b>	<b>160,856</b>	<b>58,454</b>	<b>60,023</b>	<b>102,402</b>	<b>39,895</b>	<b>55</b>	<b>-</b>	

North Lake Tahoe Resort Association

BUDGET TO ACTUAL

Statement of Activities and Changes in Net Assets  
For the Month Ended May 31, 2015  
Conference

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
<b>Revenue</b>											
\$ 26,715	\$ 26,715	\$ 26,715	\$ 26,715	\$ 293,865	\$ 293,865	\$ 293,865	\$ -	\$ 274,461	\$ 320,580	\$ 320,580	92%
550	1,640	640	4,675	6,050	7,050	(1,375)	(1,375)	5,555	7,690	7,690	61%
280	23,000	4,961	62,168	79,125	111,088	(16,957)	(16,957)	78,566	115,868	115,868	54%
<b>27,545</b>	<b>51,355</b>	<b>32,316</b>	<b>360,708</b>	<b>379,040</b>	<b>412,003</b>	<b>(18,332)</b>	<b>(18,332)</b>	<b>358,582</b>	<b>444,138</b>	<b>444,138</b>	<b>81%</b>
<b>Operating Expenses</b>											
25,085	18,082	18,082	230,884	234,720	233,359	3,836	3,836	211,901	252,581	251,219	91%
944	991	991	10,300	10,226	10,905	(74)	(74)	9,933	11,217	11,898	92%
212	180	281	2,250	2,315	3,091	65	65	2,392	2,495	3,372	90%
66	66	66	607	547	726	(60)	(60)	1,086	613	792	99%
103	223	223	3,753	2,512	2,453	(1,241)	(1,241)	2,689	2,735	2,676	137%
54	77	77	1,524	1,300	847	(224)	(224)	839	1,377	924	111%
91	138	138	431	1,016	1,518	585	585	2,082	1,154	1,656	37%
-	15	15	243	228	165	(15)	(15)	146	243	180	100%
127	188	188	1,861	1,850	2,068	(11)	(11)	2,101	2,038	2,256	91%
-	-	-	100,000	100,000	100,000	0	0	110,000	110,000	110,000	91%
-	-	-	-	-	-	0	0	-	8,000	8,000	0%
-	-	-	351	385	425	34	34	535	398	437	88%
979	90	90	1,411	882	990	(529)	(529)	1,489	972	1,080	145%
-	31	31	275	355	341	80	80	98	386	372	71%
-	-	-	855	510	601	(345)	(345)	425	510	601	168%
79	77	77	853	841	847	(12)	(12)	800	918	924	93%
<b>27,740</b>	<b>20,158</b>	<b>20,259</b>	<b>355,598</b>	<b>357,687</b>	<b>358,336</b>	<b>2,089</b>	<b>2,089</b>	<b>346,516</b>	<b>395,637</b>	<b>396,387</b>	<b>90%</b>
(195)	31,197	12,057	5,110	21,353	53,667	(16,243)	(16,243)	12,066	48,501	47,751	
4,366	3,979	3,979	43,219	44,522	43,771	1,303	1,303	40,751	48,501	47,751	
<b>(4,561)</b>	<b>27,218</b>	<b>8,078</b>	<b>(38,109)</b>	<b>(23,169)</b>	<b>9,896</b>	<b>(14,940)</b>	<b>(14,940)</b>	<b>(28,685)</b>	<b>-</b>	<b>-</b>	

**North Lake Tahoe Resort Association**  
**BUDGET TO ACTUAL**  
**Statement of Activities and Changes in Net Assets**  
**For the Month Ended May 31, 2015**  
**Visitor Information**

	Current Month Actual	Current Month Reforecast	Current Month Budget	Revenue	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013-2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
<b>Revenue</b>												
Placer County TOT Funding	\$ 23,750	\$ 23,750	\$ 23,750	\$ 261,250	\$ 261,250	\$ 261,250	\$ -	\$ -	\$ 291,038	\$ 285,000	\$ 285,000	92%
Non-Retail VIC Sales	975	637	637	9,600	9,585	7,007	15	6,366	10,222	10,222	7,644	94%
Visitor Guide Income	-	-	-	-	-	3,000	0	-	-	3,000	3,000	0%
Merchandise Sales	5,429	10,745	10,745	84,731	88,828	91,364	(4,097)	94,608	106,328	106,328	108,864	80%
<b>Total Revenue</b>	<b>30,154</b>	<b>35,132</b>	<b>35,132</b>	<b>355,581</b>	<b>359,663</b>	<b>362,621</b>	<b>(4,082)</b>	<b>392,012</b>	<b>404,550</b>	<b>404,550</b>	<b>404,508</b>	<b>88%</b>
Cost of Goods Sold	2,609	6,858	6,858	44,823	49,076	51,095	4,253	51,316	56,287	56,287	58,306	80%
<b>Total Cost of Goods Sold</b>	<b>2,609</b>	<b>6,858</b>	<b>6,858</b>	<b>44,823</b>	<b>49,076</b>	<b>51,095</b>	<b>4,253</b>	<b>51,316</b>	<b>56,287</b>	<b>56,287</b>	<b>58,306</b>	<b>80%</b>
<b>Gross Margin</b>	<b>27,545</b>	<b>28,274</b>	<b>28,274</b>	<b>310,758</b>	<b>310,587</b>	<b>311,526</b>	<b>171</b>	<b>340,696</b>	<b>348,263</b>	<b>348,263</b>	<b>346,202</b>	<b>89%</b>
<b>Operating Expenses</b>												
Salaries & Wages	18,997	13,999	12,951	165,389	167,072	169,990	1,683	164,000	182,047	182,047	182,942	91%
Rent	5,675	6,745	6,745	70,408	71,965	75,163	1,557	97,317	78,190	78,190	81,389	90%
Telephone	523	500	520	4,367	5,024	5,720	657	3,487	5,524	5,524	6,240	79%
Mail - USPS	222	99	66	1,183	1,075	726	(108)	1,489	1,174	1,174	792	101%
Insurance/Bonding	136	303	288	3,419	3,338	3,168	(81)	3,538	3,641	3,641	3,456	94%
Supplies	878	377	377	3,927	3,574	4,147	(353)	3,428	3,951	3,951	4,524	99%
Visitor Communications Other	-	-	-	97	358	460	261	405	460	460	460	21%
Equipment Support & Maintenance	162	175	175	831	1,530	1,925	699	1,601	1,705	1,705	2,100	49%
Taxes, Licenses & Fees	-	125	93	598	811	1,023	213	204	936	936	1,116	64%
Equipment Rental/Leasing	381	500	500	4,262	3,670	5,500	(592)	4,829	4,170	4,170	6,000	102%
Training Seminars	349	600	-	1,272	1,448	1,400	176	-	1,448	1,448	1,400	88%
Media/Collateral/Production	-	-	-	-	826	826	826	826	1,676	826	826	0%
Non-NLT Co-Op Marketing Programs	-	300	208	150	1,838	3,284	1,688	-	2,138	2,138	3,492	7%
Employee Relations	-	50	-	439	500	300	61	361	550	550	300	80%
Credit Card Fees	197	361	238	3,166	3,811	2,618	645	3,140	4,172	4,172	2,856	76%
Automobile Expenses	253	300	300	1,353	1,701	2,400	348	1,054	2,001	2,001	2,700	68%
Meals/Meetings	57	65	60	772	620	660	(152)	378	720	720	720	107%
Travel	4	100	-	337	501	550	164	181	579	579	628	58%
Depreciation	79	80	78	853	855	774	2	800	935	935	851	91%
<b>Total Operating Expenses</b>	<b>27,913</b>	<b>24,679</b>	<b>22,599</b>	<b>262,823</b>	<b>270,517</b>	<b>280,634</b>	<b>7,694</b>	<b>287,888</b>	<b>295,167</b>	<b>295,167</b>	<b>302,792</b>	<b>89%</b>
<b>Operating Income (Loss)</b>	<b>(368)</b>	<b>3,595</b>	<b>5,675</b>	<b>47,935</b>	<b>40,070</b>	<b>30,892</b>	<b>7,865</b>	<b>52,808</b>	<b>53,096</b>	<b>53,096</b>	<b>43,410</b>	
Allocated Expenses	3,970	3,618	3,618	39,290	40,478	39,794	1,188	37,385	44,096	44,096	43,410	
<b>Net Income (Loss)</b>	<b>(4,338)</b>	<b>(23)</b>	<b>2,057</b>	<b>8,645</b>	<b>(408)</b>	<b>(8,902)</b>	<b>9,053</b>	<b>15,423</b>	<b>9,000</b>	<b>9,000</b>	<b>-</b>	

**North Lake Tahoe Resort Association**  
**BUDGET TO ACTUAL**  
**Statement of Activities and Changes in Net Assets**  
**For the Month Ended May 31, 2015**  
**Infrastructure**

	Current Month Actual	Current Month Reforecast	Current Month Budget	Revenue	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
	\$ 18,034	\$ 18,034	\$ 18,034	Placer County TOT Funding	\$ 213,374	\$ 213,374	\$ 213,372	\$ -	\$ 192,522	\$ 231,408	\$ 231,406	92%
	<b>18,034</b>	<b>18,034</b>	<b>18,034</b>	<b>Total Revenue</b>	<b>213,374</b>	<b>213,374</b>	<b>213,372</b>	<b>-</b>	<b>192,522</b>	<b>231,408</b>	<b>231,406</b>	<b>92%</b>
				<b>Operating Expenses</b>								
	9,738	6,641	6,641	Salaries & Wages	85,399	85,666	88,564	267	77,859	92,307	95,205	93%
	672	919	819	Rent	7,321	8,080	8,761	759	7,044	8,999	9,582	81%
	123	220	200	Telephone	2,319	2,345	2,200	26	2,316	2,565	2,400	90%
	-	-	-	Mail - USPS	71	50	50	(21)	23	50	50	142%
	16	40	40	Insurance/Bonding	593	422	440	(171)	425	462	480	128%
	29	71	71	Supplies	729	789	801	60	581	872	872	84%
	56	55	55	Equipment Support & Maintenance	289	500	605	211	835	655	660	44%
	-	48	29	Taxes, Licenses & Fees	117	343	343	226	90	372	372	31%
	114	146	46	Equipment Rental/Leasing	1,472	1,537	1,506	65	1,425	1,683	1,552	87%
	-	-	-	Public Outreach	-	-	1,000	0	913	1,000	1,000	0%
	19,495	10,000	3,000	Research & Planning	51,209	53,981	62,000	2,772	46,275	64,000	64,000	80%
	-	25	-	Employee Relations	151	275	125	124	131	300	125	50%
	81	117	29	Automobile Expenses	967	945	1,199	(22)	1,097	1,127	1,216	88%
	30	50	31	Meals/Meetings	758	636	341	(122)	436	736	372	103%
	-	-	-	Dues & Subscriptions	-	-	-	0	45	-	-	0%
	-	-	-	Classified Advertising	128	128	-	0	-	128	-	100%
	49	49	48	Depreciation	525	525	528	0	492	575	576	91%
	<b>30,403</b>	<b>18,381</b>	<b>11,009</b>	<b>Total Operating Expenses</b>	<b>152,048</b>	<b>156,222</b>	<b>168,463</b>	<b>4,174</b>	<b>139,987</b>	<b>175,831</b>	<b>178,462</b>	<b>86%</b>
	<b>(12,369)</b>	<b>(347)</b>	<b>7,025</b>	<b>Operating Income (Loss)</b>	<b>61,326</b>	<b>57,152</b>	<b>44,909</b>	<b>4,174</b>	<b>52,535</b>	<b>55,577</b>	<b>52,944</b>	
	4,764	4,412	4,412	Allocated Expenses	50,681	51,165	48,532	484	47,325	55,577	52,944	
	<b>(17,133)</b>	<b>(4,759)</b>	<b>2,613</b>	<b>Net Income (Loss)</b>	<b>10,645</b>	<b>5,987</b>	<b>(3,623)</b>	<b>4,658</b>	<b>5,210</b>	<b>-</b>	<b>-</b>	

Infrastructure Projects to be Recorded by Placer County:  
Year-to-date Summary:  
**Capital Improvement Funding - Placer Held**  
**Infrastructure Projects**

1,515,332	1,515,332	393,981	1,642,074
(692,917)	(922,053)	(393,981)	(1,642,074)
		229,136	

North Lake Tahoe Resort Association  
 BUDGET TO ACTUAL  
 Statement of Activities and Changes in Net Assets  
 For the Month Ended May 31, 2015  
 Transportation

Current Month Actual	Current Month Reforecast	Current Month Budget	Placer County TOT Funding	Year to Date		Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
				Actual	Reforecast						
\$ 65,620	\$ 65,620	\$ 65,620	\$ 721,820	\$ 721,820	\$ 721,822	\$ -	\$ 665,610	\$ 787,440	\$ 787,442	92%	
<b>65,620</b>	<b>65,620</b>	<b>65,620</b>	<b>721,820</b>	<b>721,820</b>	<b>721,822</b>	<b>-</b>	<b>665,610</b>	<b>787,440</b>	<b>787,442</b>	<b>92%</b>	
<b>Revenue</b>											
			Placer County TOT Funding								
			Total Revenue								
<b>Operating Expenses</b>											
9,826	6,641	6,641	Salaries & Wages	90,426	89,977	91,989	(449)	68,131	96,618	98,630	94%
671	819	819	Rent	7,321	8,080	9,917	759	7,044	8,899	10,737	82%
123	232	225	Telephone	2,317	2,402	2,475	85	2,316	2,634	2,700	88%
-	-	-	Mail - USPS	72	72	-	0	27	122	50	59%
16	56	56	Insurance/Bonding	594	502	616	(92)	425	558	672	106%
20	93	53	Supplies	802	926	584	124	531	1,019	636	79%
56	47	47	Equipment Support & Maintenance	289	460	518	171	835	507	565	57%
-	42	-	Taxes, Licenses & Fees	117	287	-	170	90	347	60	34%
114	145	145	Equipment Rental/Leasing	1,472	1,532	1,595	60	1,425	1,677	1,740	88%
-	-	-	Public Outreach	-	950	950	950	-	950	950	0%
-	-	-	Research & Plan Dues	4,000	4,000	3,000	0	3,000	5,000	5,000	80%
555	5,000	-	Research & Planning	21,880	27,000	32,000	5,120	27,930	32,000	32,000	68%
32,850	35,912	5,912	Transportation Projects	554,308	533,589	584,420	(20,719)	501,807	589,420	589,420	94%
-	25	-	Employee Relations	221	346	125	125	82	371	125	60%
82	300	192	Automobile Expenses	1,017	1,910	2,112	893	1,097	2,304	2,304	44%
54	25	-	Meals/Meetings	818	499	100	(319)	12	524	109	156%
-	-	-	Dues & Subscriptions	-	100	90	100	45	1	90	0%
-	-	-	Classified Advertising	128	129	-	1	-	228	-	100%
49	49	48	Depreciation	525	525	528	0	492	574	576	91%
<b>44,416</b>	<b>49,386</b>	<b>14,138</b>	<b>Total Operating Expenses</b>	<b>686,307</b>	<b>673,286</b>	<b>731,019</b>	<b>(13,021)</b>	<b>615,289</b>	<b>743,753</b>	<b>746,364</b>	<b>92%</b>
<b>21,204</b>	<b>16,234</b>	<b>51,482</b>	<b>Operating Income (Loss)</b>	<b>35,513</b>	<b>48,534</b>	<b>(9,197)</b>	<b>(13,021)</b>	<b>50,321</b>	<b>43,687</b>	<b>41,078</b>	
3,969	3,423	3,423	Allocated Expenses	35,758	37,284	37,653	1,506	33,038	40,687	41,078	
<b>17,235</b>	<b>12,811</b>	<b>48,059</b>	<b>Net Income (Loss)</b>	<b>(245)</b>	<b>11,270</b>	<b>(46,850)</b>	<b>(11,515)</b>	<b>17,283</b>	<b>3,000</b>	<b>-</b>	

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North Lake Tahoe Resort Association

BUDGET TO ACTUAL

Statement of Activities and Changes in Net Assets  
For the Month Ended May 31, 2015  
Membership

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
<b>Revenue</b>											
\$	9,421	9,592	9,592	117,288	97,672	107,294	19,616	103,775	108,624	116,886	108%
	750	375	383	3,075	3,075	4,866	-	2,000	3,450	5,250	89%
	2,532	4,400	4,400	52,587	51,476	51,298	1,111	29,992	55,876	55,698	94%
	435	800	800	9,366	8,801	8,800	565	10,370	9,601	9,600	98%
	-	1,850	-	3,000	7,600	6,100	(4,600)	2,750	8,100	8,100	37%
	<b>13,138</b>	<b>17,017</b>	<b>15,175</b>	<b>185,316</b>	<b>168,624</b>	<b>178,358</b>	<b>16,692</b>	<b>148,887</b>	<b>185,651</b>	<b>195,534</b>	<b>100%</b>
<b>Operating Expenses</b>											
	9,198	6,903	6,003	66,989	70,525	80,439	3,536	69,119	77,428	86,442	87%
	672	702	702	7,371	7,459	7,724	88	7,044	8,161	8,427	90%
	240	310	310	2,557	2,919	3,410	362	2,823	3,229	3,720	79%
	63	66	66	733	533	726	(200)	977	599	792	122%
	49	116	116	1,788	1,252	1,276	(536)	1,274	1,368	1,392	131%
	30	57	57	1,014	788	627	(226)	1,432	845	684	120%
	56	47	47	307	478	517	171	1,249	525	565	58%
	350	75	60	565	595	660	30	90	700	720	81%
	254	331	331	3,270	3,418	3,644	148	2,225	3,749	3,975	87%
	-	-	-	47	-	200	(47)	405	-	200	0%
	909	750	-	35,788	32,308	23,686	(3,480)	32,820	33,158	24,085	108%
	718	737	737	8,530	8,859	8,107	329	9,032	9,596	8,844	89%
	-	-	-	341	341	-	0	545	341	-	0%
	8	25	-	373	490	250	117	219	515	250	72%
	214	200	200	2,752	2,346	2,200	(406)	2,555	2,546	2,400	108%
	7	25	-	1,057	868	900	(189)	893	900	900	117%
	278	60	60	1,110	892	660	(218)	219	952	720	117%
	10	60	60	85	660	660	575	774	720	720	12%
	51	-	-	110	60	390	(50)	390	60	390	133%
	49	48	48	524	520	524	(4)	492	568	571	92%
	<b>13,156</b>	<b>10,512</b>	<b>8,797</b>	<b>135,311</b>	<b>135,311</b>	<b>136,600</b>	<b>0</b>	<b>134,577</b>	<b>145,960</b>	<b>145,797</b>	<b>93%</b>
	(18)	6,505	6,378	50,005	33,313	41,758	16,692	14,310	39,691	49,737	
	3,572	3,257	3,256	35,361	36,434	35,820	1,073	33,038	39,691	39,078	
	<b>(3,590)</b>	<b>3,248</b>	<b>3,122</b>	<b>14,644</b>	<b>(3,121)</b>	<b>5,938</b>	<b>17,765</b>	<b>(18,728)</b>	<b>-</b>	<b>10,659</b>	
										<b>3,000</b>	
<i>Use of Gain for Addition to EOY Net Assets Unrestricted Reserves</i>											

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North Lake Tahoe Resort Association

BUDGET TO ACTUAL

Statement of Activities and Changes in Net Assets  
For the Month Ended May 31, 2015

Administration

Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
<b>Operating Expenses</b>										
\$34,416	\$25,070	\$25,070	\$310,789	\$315,263	\$332,814	\$4,474	\$292,012	\$340,333	\$357,884	91%
2,110	2,000	1,978	22,744	21,934	21,760	(810)	22,008	23,932	23,740	95%
889	716	716	7,767	7,777	7,879	10	7,331	8,493	8,596	91%
99	88	55	909	968	604	59	580	1,056	659	86%
119	274	274	2,846	2,988	3,014	142	3,114	3,262	3,288	87%
155	275	285	5,934	4,984	3,142	(950)	2,765	5,259	3,427	113%
175	355	311	1,971	3,373	3,418	1,402	3,668	3,728	3,728	53%
(8)	200	67	2,825	2,450	741	(375)	2,439	2,650	809	107%
152	255	255	2,251	2,407	2,808	156	3,229	2,662	3,064	85%
-	-	-	1,045	500	450	(545)	550	600	550	174%
-	-	-	-	180	179	180	179	180	179	0%
-	-	-	23,327	21,220	18,350	(2,107)	18,491	21,220	18,350	110%
410	50	-	1,667	2,148	1,250	481	764	2,498	1,250	67%
137	484	384	2,314	4,063	4,221	1,749	5,123	4,547	4,604	51%
-	50	-	495	441	278	(54)	178	534	371	93%
545	35	-	861	457	250	(404)	654	557	350	155%
45	-	-	1,821	741	160	(1,080)	395	741	160	246%
298	200	-	1,155	3,200	1,233	2,045	1,158	4,400	1,433	26%
-	-	-	579	579	-	0	1,235	579	-	100%
153	150	150	1,640	1,626	1,639	(14)	1,538	1,776	1,785	92%
<b>39,695</b>	<b>30,202</b>	<b>29,545</b>	<b>392,940</b>	<b>397,299</b>	<b>404,190</b>	<b>4,359</b>	<b>367,401</b>	<b>429,007</b>	<b>434,227</b>	<b>92%</b>
<b>(39,695)</b>	<b>(30,202)</b>	<b>(29,545)</b>	<b>(392,940)</b>	<b>(397,299)</b>	<b>(404,190)</b>	<b>4,359</b>	<b>(367,401)</b>	<b>(429,007)</b>	<b>(434,227)</b>	
-	-	4	36	34	44	2	53	34	48	
(39,695)	(36,182)	(29,541)	(392,904)	(404,791)	(404,146)	(11,887)	(367,348)	(440,973)	(434,179)	
-	<b>5,980</b>	-	-	<b>7,526</b>	-	<b>(7,526)</b>	-	<b>12,000</b>	-	
-	-	-	-	-	-	-	-	-	-	

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Revenue	Marketing	Conference	Visitor Information	Subtotal	Membership	Administration	Subtotal Ex Infr/Trans	Infrastructure	Transportation	TOTAL
Placer County TOT Funding	\$ 1,899,263	\$ 293,865	\$ 261,250	\$ 2,454,378	\$ -	\$ -	\$ 2,454,378	\$ 213,374	\$ 721,820	\$ 3,389,572
Membership	-	4,675	-	4,675	117,288	-	121,963	-	-	121,963
New Member Fees	-	-	-	-	3,075	-	3,075	-	-	3,075
Membership Activities	-	-	-	-	52,587	-	52,587	-	-	52,587
Tuesday Morning Breakfast Club	-	-	-	-	9,366	-	9,366	-	-	9,366
Sponsorships	-	-	-	-	3,000	-	3,000	-	-	3,000
Special Events	40,162	-	-	40,162	-	-	40,162	-	-	40,162
Non-Retail VIC Sales	-	-	9,600	9,600	-	-	9,600	-	-	9,600
Commissions	-	62,168	-	62,168	-	-	62,168	-	-	62,168
Merchandise Sales	-	-	84,731	84,731	-	-	84,731	-	-	84,731
Total Revenue	1,939,425	360,708	355,581	2,655,714	185,316	-	2,841,030	213,374	721,820	3,776,224
<b>Cost of Goods Sold</b>										
Total Cost of Goods Sold/Discounts	-	-	44,823	44,823	-	-	44,823	-	-	44,823
Gross Margin	1,939,425	360,708	310,758	2,610,891	185,316	-	2,796,207	213,374	721,820	3,731,401
<b>Operating Expenses</b>										
Salaries & Wages	274,399	230,884	165,389	670,672	66,989	310,789	1,048,450	85,399	90,426	1,224,275
Rent	20,480	10,300	70,408	101,188	7,371	22,744	131,303	7,321	7,321	145,945
Telephone	8,525	2,250	4,367	15,142	2,557	7,767	25,466	2,319	2,317	30,102
Mail - USPS	564	607	1,183	2,354	733	909	3,996	71	72	4,139
Insurance/Bonding	1,139	3,753	3,419	8,311	1,788	2,846	12,945	593	593	14,131
Supplies	2,795	1,524	3,927	8,246	1,014	5,934	15,194	729	802	16,725
Equipment Support & Maintenance	1,246	431	831	2,508	307	1,971	4,786	289	289	5,364
Taxes, Licenses & Fees	430	243	598	1,271	565	2,825	4,661	117	117	4,895
Equipment Rental/Leasing	1,835	1,861	4,262	7,958	3,270	2,251	13,479	1,472	1,472	16,423
Training Seminars	802	-	1,272	2,074	47	1,045	3,166	-	-	3,166
Professional Fees	-	-	-	-	-	23,327	23,327	-	-	23,327
Public Outreach	-	-	-	-	-	-	-	-	-	-
Research & Planning	-	-	-	-	-	-	-	-	-	-
Research & Planning	11,497	-	-	11,497	-	-	11,497	51,209	4,000	84,586
Transportation Projects	-	-	-	-	-	-	-	-	21,880	554,308
Community Marketing Programs	53,677	-	-	53,677	-	-	53,677	-	-	53,677
Special Events/Sponsorships	363,239	-	-	363,239	-	-	363,239	-	-	363,239
Membership Activities	-	-	-	-	35,788	-	35,788	-	-	35,788
Tuesday Morning Breakfast Club	-	-	-	-	8,530	-	8,530	-	-	8,530
Market Study Reports & Research	-	-	-	-	-	-	-	-	-	-
Marketing Cooperative/Media	753,747	100,000	-	853,747	-	-	853,747	-	-	853,747
Emergency Marketing	-	-	-	-	-	-	-	-	-	-
Non-NLT Co-Op Marketing Programs	38,142	-	150	38,292	-	-	38,292	-	-	38,292
Employee Relations	518	351	439	1,308	373	1,667	3,348	151	221	3,720
Board Functions	-	-	-	-	-	2,314	2,314	-	-	2,314
Credit Card Fees	-	-	3,166	3,166	2,752	-	5,918	-	-	5,918
Automobile Expenses	2,422	1,411	1,353	5,186	1,057	485	6,738	967	1,017	8,722
Meals/Meetings	4,808	275	772	5,855	1,110	861	7,826	758	818	9,402
Dues & Subscriptions	4,095	855	-	4,950	85	1,821	6,856	-	-	6,856
Travel	2,261	-	337	2,598	110	1,155	3,863	-	-	3,863
Depreciation	1,640	853	863	3,346	524	1,640	5,510	525	525	6,560
Miscellaneous/Classified Advertising	2,464	-	97	2,561	341	579	3,481	128	128	3,737
Total Operating Expenses	1,570,725	355,598	262,823	2,189,146	135,311	392,940	2,717,397	152,048	686,306	3,555,751
Operating Income (Loss)	368,700	5,110	47,935	421,745	50,005	(392,940)	78,810	61,326	35,514	175,650
Other Income										
Revenues- Interest & Investment	-	-	-	-	-	36	36	-	-	36
Additions to Marketing Reserves	19,250	-	-	19,250	-	-	19,250	-	-	19,250
Other Expenses										
Allocated	188,594	43,219	39,290	271,103	35,361	(392,904)	(86,440)	50,681	35,758	(0)
Net Income (Loss)	160,856	(38,109)	8,645	131,392	14,644	(0)	146,035	10,645	(245)	155,435

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**North Lake Tahoe Resort Association**  
**COMPARISON BALANCE SHEET**  
**At May 31, 2015**

	May 31 2015	May 31 2014	<i>Audited</i> June 30 2014
<b>Assets</b>			
<b>Current Assets</b>			
Petty Cash	800	1,000	1,000
Cash - Operations Acct #6712	256,804	346,134	368,544
Cash - Payroll Account #7421	9,781	7,179	7,958
Marketing Cooperative Cash	0	41,876	0
Other Cash Accounts	92,323	158	221
UBS Cash	0	8,897	0
Cash in Drawer	556	722	1,545
Quickbooks Accounts Receivable	23,778	51,568	105,516
A/R - Sales Estimates	652	0	13,701
A/R - TOT Funding	437,796	0	381,702
Undeposited Funds	284	404	427
WebLink Accounts Receivable	16,975	33,851	19,756
Intracompany Receivables	1,851	0	1,248
Inventories	27,513	29,791	29,302
AR TOT Transportation NLTRA	131,242	668,044	121,022
AR TOT Transp County Held	0	0	0
AR TOT Infrastructure County	36,070	1,318,345	35,006
AR TOT Infrastructure NLTRA Held	0	276,038	0
AR TOT Infra Maintenance County	0	150,000	0
<b>Total Current Assets</b>	<b>1,036,425</b>	<b>2,934,007</b>	<b>1,086,948</b>
<b>Property and Equipment</b>			
Furniture & Fixtures	68,768	68,768	68,768
Accum. Depr. - Furniture & Fixtures	(65,598)	(63,831)	(63,948)
Computer Equipment	43,766	41,344	41,344
Accum. Depr. - Computer Equipment	(40,300)	(39,940)	(39,940)
Computer Software	33,874	33,874	33,874
Accum. Amort. - Software	(32,323)	(27,560)	(27,957)
Leasehold Improvements	24,284	24,284	24,284
Accum. Amort - Leasehold Improvements	(23,851)	(23,651)	(23,668)
<b>Total Property and Equipment</b>	<b>8,620</b>	<b>13,288</b>	<b>12,757</b>
<b>Other Assets</b>			
Prepaid Expenses	191,667	124,478	128,828
Prepaid Insurance	5,265	2,970	3,656
<b>Total Other Assets</b>	<b>196,932</b>	<b>127,448</b>	<b>132,484</b>
<b>Total Assets</b>	<b>1,241,977</b>	<b>3,074,743</b>	<b>1,232,189</b>
<b>Liabilities and Net Assets</b>			
<b>Current Liabilities</b>			
Accounts Payable	750	45,562	156,869
Salaries / Wages Payable	92,323	20,200	22,722
Empl. Federal Tax Payable	1,544	1,544	1,543
401(k) Plan	1,140	6,877	1,784
Estimated PTO	56,974	62,415	56,974
Sales and Use Tax Payable	883	1,359	1,685
Accrued Expenses	645	20,000	54,324
Marketing Cooperative Liabilities	(12,667)	41,873	0
Payroll Liabilities	2,942	4,070	2,833
Deferred Rev - Membership Dues	66,185	90,360	72,400
Deferred Revenue - Conference	21,128	14,607	14,732
Deferred Support	(5,331)	190,856	6
Deferred Transportation Support	0	60,508	0
Deferred Infrastructure Support	0	1,387,283	0
Deferred Support- Infra Maint. Reserve	0	292,096	0
<b>Total Liabilities</b>	<b>226,516</b>	<b>2,239,610</b>	<b>385,872</b>
<b>Net Assets</b>			
Unrestricted Net Assets	392,909	368,805	509,348
Designated Marketing Reserve	309,401	337,694	295,694
Designated Infra Maint Reserve	0	98,544	0
Designated Visitor Support & Transportation	156,715	0	0
Net Income/(Loss)	156,436	30,090	41,275
<b>Total Net Assets</b>	<b>1,015,461</b>	<b>835,133</b>	<b>846,317</b>
<b>Total Liabilities and Net Assets</b>	<b>1,241,977</b>	<b>3,074,743</b>	<b>1,232,189</b>

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May 2015 Quickbooks Accounts Receivable									
Total	Customer/Business Name	Conf Dues amount	Group Comm age amount	Misc. age amount	For	Status			
150.00	Northstar California			150.00	Kiosk Rental Dec 14 VIC	Resent Invoice April 2015			
550.00	Conference Dues	550.00		120	2015 Conference dues	Hampton Inn and Suites - Jason is contacting			
545.10	Northstar California: CAMAC		545.10	120	Sept - Dec Commissions	Resent Invoice April 2015			
1,163.80	The Ritz-Carlton: IronMan		1,163.80	120	Sept - Dec Commissions	Jason is working on a resolution with the sales manager @ the Ritz			
1,512.00	The Ritz-Carlton: Superior Farms		1,512.00	120	Sept - Dec Commissions	Jason is working on a resolution with the sales manager @ the Ritz			
411.75	Squaw Valley Resort: Elevation Lake		411.75	120	Elevation Lake Tahoe	Squaw has not been paid by the group yet			
1,000.00	Tahoe Tech Group			30	Sponsor for Community Awards Dinner				
4,000.00	Town of Truckee			30	Town of Truckee EPS Report Share				
367.95	968 Park Hotel		367.95	30	Jan - April 2015 Commissions				
1,519.81	Harrah's/Harveys		1,519.81	30	Jan - April 2015 Commissions				
1,193.60	Squaw Valley Resort: Desert Ski Club		1,193.60	30	Jan - April 2015 Commissions				
842.80	Granlibakken Resort: USA Electrostatic		842.80	30	Jan - April 2015 Commissions				
6,192.38	The Resort @ SC: 2015 Telehealth		6,192.38	30	Jan - April 2015 Commissions				
1,501.99	The Resort @ SC: Sutter Health Gov.		1,501.99	30	Jan - April 2015 Commissions				
652.12	Squaw Valley Resort: CA Precast Conc		652.12	30	Jan - April 2015 Commissions				
75.00	Olympic Bike Shop			75.00	Brochure of Month May 2015				
675.00	Tahoe City Kayak			675.00	VIC Floor Space 1/2 May - Sept 15				
600.00	North Tahoe Cruises			600.00	Kiosk Rental May - July 15				
225.00	Squaw Valley Lodge			225.00	Brochure of Month June - Aug 15				
600.00	Obexer and Son			600.00	Kiosk Rental June - Aug 2015				
23,778.30	Paid in June 2015	550.00	15,903.30	7,325.00					

May 2015 WebLink Accounts Receivable											
Total	Business Name	age	Chamber Member Dues		% O/S	age	Membership Activities		For	Status	
			amount				amount				
100.00	silent A Photography					120	100.00		Bridal Faire Booth 2/15	Trade Membership in June 2015	
30.00	Homewood Mountain Resorts					60	30.00		Community Awards Dinner		
90.00	Resort @ Squaw Creek					60	90.00		Community Awards Dinner		
500.00	Resort @ Squaw Creek					60	500.00		Community Awards Dinner		
40.00	Ta-Hoe Nalu					60	40.00		Community Awards Dinner		
60.00	silent A Photography					60	60.00		Community Awards Dinner	Trade Membership in June 2015	
160.00	Liberty Utilities					60	160.00		Community Award Sponsor		
50.00	Tahoe Tech Group					60	50.00		Ernie Dambach Auction Awards		
100.00	Hyatt Regency Lake Tahoe					New	100.00		Eblasts May 2015		
135.00	Nov 2014 Membership billing	180	135.00		3.00%				11/1/14 Chamber dues	Ginger and Valerie are calling	
495.00	Dec 2014 Membership billing	150	495.00		10.00%				12/1/14 Chamber dues	Ginger and Valerie are calling	
3,875.00	Jan 2015 Membership billing	120	3,875.00		6.00%				1/1/2015 Chamber dues	Emailed all outstanding invoices	
2,375.00	Feb 2015 Membership billing	90	2,375.00		41.00%				2/1/2015 Chamber dues	Emailed all outstanding invoices	
1,445.00	Mar 2015 Membership billing	60	1,445.00		25.00%				3/1/2015 Chamber dues		
2,405.00	Apr 2015 Membership billing	30	2,405.00		37.00%				4/1/2015 Chamber dues		
5,115.00	May 2015 Membership billing	New	5,115.00		47.00%				5/1/2015 Chamber dues	New	
<b>16,975.00</b>			<b>15,845.00</b>				<b>1,130.00</b>				
	Amounts paid in June										
			15,845.00				1,130.00				

EIF

Monthly Infrastructure Payments FY 14/15 Through May 31, 2015

Month Posted	Post Date	Vendor Name or County Department	Description	Payment	Invoice	Contract	Balance	Reserves
July	07/25/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Feasibility Study	388.24	112	153,900.00	64,412.42	
July Total	07/25/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Feasibility Study	3,994.03	113	153,900.00	60,418.39	
August	08/08/14	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Tahoe Pedestrian Safety Program	4,382.27				
August	08/12/14	FINELINE INDUSTRIES INC	North Lake Tahoe Water Shuttle Service	3,106.06	T-NL17	44,400.00	-	314,472.05
August	08/15/14	FALLOON MULTIMEDIA	Regional Transit System Branding	68,014.59	TB0006	153,632.00	86,118.41	311,365.99
August	08/20/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Feasibility Study	7,750.00	1101	100,000.00	92,250.00	
August	08/20/14	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Regional Wayfinding Sign Project	9,492.93	T-NL19	150,000.00	54,328.39	
August Total				94,453.58			135,618.14	
September	09/09/14	FINELINE INDUSTRIES INC	North Lake Tahoe Water Shuttle Service	51,828.44	TB0007	153,632.00	34,289.97	
September	09/12/14	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2013-2014 Winter bike trail snow clearing program	386.29	00200514	70,000.00	26,856.45	310,999.70
September	09/15/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Feasibility Study	Not Paid	117	153,900.00	54,418.39	
September	09/29/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Feasibility Study	484.28	118	153,900.00	53,934.11	
September Total				52,679.01				
October	10/08/14	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Snow Creek Restoration Project Wayfinding Signs	5,712.00	T-NL21	12,000.00	2,688.00	
October	10/08/14	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	North Tahoe Parking Study/Tahoe City Plan	15,686.16	T-NL20	66,000.00	49,793.95	
October	10/09/14	FINELINE INDUSTRIES INC	North Lake Tahoe Water Shuttle Service	28,263.59	TB0008	153,632.00	55,261.27	
October	10/09/14	LSC TRANSPORTATION CONSULTANTS	North Lake Tahoe Water Shuttle Service	2,449.39	48767	153,632.00	3076.73??	
October	10/17/14	TAHOE CITY PUBLIC UTILITY DISTRICT	Truckee River Trail 2014 Clean Up	2,039.43				308,960.27
October	10/28/14	TRUCKEE NORTH TAHOE TRANSPORTATION (TMA)	North Lake Tahoe Water Shuttle Service	3,076.00	16602	153,632.00	0.73??	
October	10/28/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Theatre Proj (Phase II)	36,540.00	119	96,000.00	59,460.00	
October	10/28/14	TAHOE CITY PUBLIC UTILITY DISTRICT	Homewood Bike Trail Design & Environmental	17,171.25	13894	144,500.00	39,932.02	
October Total				110,907.82				
November	11/18/14	TAHOE CITY PUBLIC UTILITY DISTRICT	Lake Forest Boat Ramp Rehab Project	35,000.00	13904	118,000.00	83,000.00	
November	11/18/14	TAHOE CITY PUBLIC UTILITY DISTRICT	Lake Forest Boat Ramp Rehab Project	83,000.00	13905	118,000.00	-	
November	11/18/14	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	KBOCIP Public Arts Project	5,848.00	J. Transfer	25,000.00	9,152.00	
November	11/18/14	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	North Tahoe Parking Study/Tahoe City Plan	10,109.36	T-NL22	66,000.00	39,684.59	
November Total				133,957.36				
December	12/16/14	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	19,524.92	00200559	70,000.00	50,475.08	289,435.35
December	12/16/14	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	121	96,000.00	47,280.00	
December	12/16/14	ECONOMIC PLANNING SYSTEMS	NLT/Truckee Transit Vision Economic Analysis	37,757.50	141072	45,900.00	8,142.50	
December Total				69,462.42				
Total Infrastructure Payments			Total Infrastructure Expenditures through 12/31/14	465,842.46				
January 2015	01/06/15	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	120	96,000.00	35,100.00	
January	01/06/15	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	2,188.59	00200571	70,000.00	48,286.49	287,246.76
January	01/08/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	North Tahoe Parking Study/Tahoe City Plan	14,774.98	T-NL23	66,000.00	24,909.61	
January	01/08/15	ECONOMIC PLANNING SYSTEMS	NLT/Truckee Transit Vision Economic Analysis	11,591.25	141072-2	45,900.00	-	
January Total				40,734.82				
February 2015	02/05/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Regional Wayfinding Sign Project	4,713.28	T-NL24	150,000.00	130,904.86	???
February	02/05/15	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Feasibility Study	761.25	124	153,900.00	52,464.01	???
February	02/05/15	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	122	96,000.00	22,920.00	
February	02/10/15	NORTH LAKE TAHOE RESORT ASSN INC	In-market marketing effort supporting High Notes	500.00	Placer			
February	02/10/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	In-market marketing effort Peak Your Adventure	850.00	Placer			
February	02/05/15	TAHOE CITY PUBLIC UTILITY DISTRICT	Homewood Bike Trail Design & Environmental	20,294.83	13960	144,500.00	19,637.19	
February Total				39,299.36				
March 2015	03/06/15	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	338.13	0020584	70,000.00	47,948.36	286,908.63
March	03/06/15	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	511.39	0020592	70,000.00	47,436.97	286,397.24
March	03/10/15	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	125	96,000.00	10,740.00	
March	03/18/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Regional Wayfinding Sign Project	5,200.14	T-NL26	150,000.00	125,704.72	???
March	03/30/15	TAHOE REGIONAL ARTS FOUNDATION	North Tahoe Regional Arts Theatre Proj (Phase II)	291.66	126	96,000.00	10,448.14	







# north lake tahoe

Chamber | CVB | Resort Association

## Membership Department Pacing and Metrics Report

*Date: As of June 19, 2015; Actual Financial Information through 5/31/15*

	Activities Revenue Only	Activities Expense Only	Total Dept. Profit/(Loss)	New Members	Attrition Members	Net Gain/(Loss) This Year Only
Budget	55,698	24,085	10,659	67	70	-3
Actual	52,587	35,788	14,644	58	47	11
Forecast	55,876	33,158	0	48	40	8

### Year-to-Date Information:

62 new members added to Membership through the date of June 18, 2015.

The actual pace year-to-date is 5.4 new members per month.

Projected information per plan: 67 new members for year or 5.6 per month.

321 members renewed their existing memberships through the month of May. 47 members dropped their existing memberships. Budgeted attrition is 70 members for the year. Existing membership over attrition nets to 60 members. A gain of 20 members was budgeted. Total membership of 467 from fiscal 2013/14 was budgeted to 487 members by end of the 14/15 fiscal year. The current membership number is 472 members vs. 457 members on June 30, 2014.

### Event Financial Updates:

#### Surf Air Raffle

Revenues: \$2,000 projected. Actual revenue realized on the raffle was \$1,620.

### Upcoming Event Metrics:

#### June 2015 Summer Recreation Lunch at Sunnyside

24 people bought "speeches"; 2 over projected amount.

Budgeted Revenues: \$2,655; Budgeted Expenses: \$1,612. Projected profit is \$1,043.

Actual Revenues: \$2,205; Actual Expenses: \$1,492. Actual profit was \$713.

KEY METRICS FOR MAY 31, 2015 FINANCIAL STATEMENTS

	Total TOT Collections by Quarter 2009 - 2015 (through April 30, 2015)				Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,683,937	\$ 2,523,918	\$ 3,010,252	\$ -	\$ 10,218,107

Visitor Information Statistics For Fiscal Years 2011 - 2015					
Referrals - Tahoe City: Walk In Phone Kings Beach (Walk In Only) Reno (Walk In) (Closed)	2011/2012	2012/2013	2013/2014	2014/2015	YOY % Change
	Annual Totals	12,188	36,819	43,053	
	2,912	2,997	2,677	2,311	-13.67%
	2,995	3,014	5,278	3,472	-34.22%
	1,660	1,793	3,834	Closed	N/A

Infrastructure Fund Balances Held by Placer County as of 6/30/14	
Contracts In:	\$ 1,348,042
FY 2013-14	\$ 1,348,042
Total Fund Balances	\$ 1,348,042

Chamber Of Commerce Total Membership	
June 2012	510
June 2013	465
June 2014	475
May 2015	465

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe					
Quarter	2011/12	2012/13	2013/14	2014/15	YOY % Change
First	\$ 757,531	\$ 777,413	\$ 860,783	\$ 845,219	-1.8%
Second	\$ 441,061	\$ 529,470	\$ 481,165	\$ 502,482	4.4%
Third	\$ 505,344	\$ 724,645	\$ 538,929	\$ -	-
Fourth	\$ 446,802	\$ 488,100	\$ 510,667	\$ -	-
Total	\$ 2,150,738	\$ 2,519,628	\$ 2,391,544	\$ 1,347,701	-43.6%

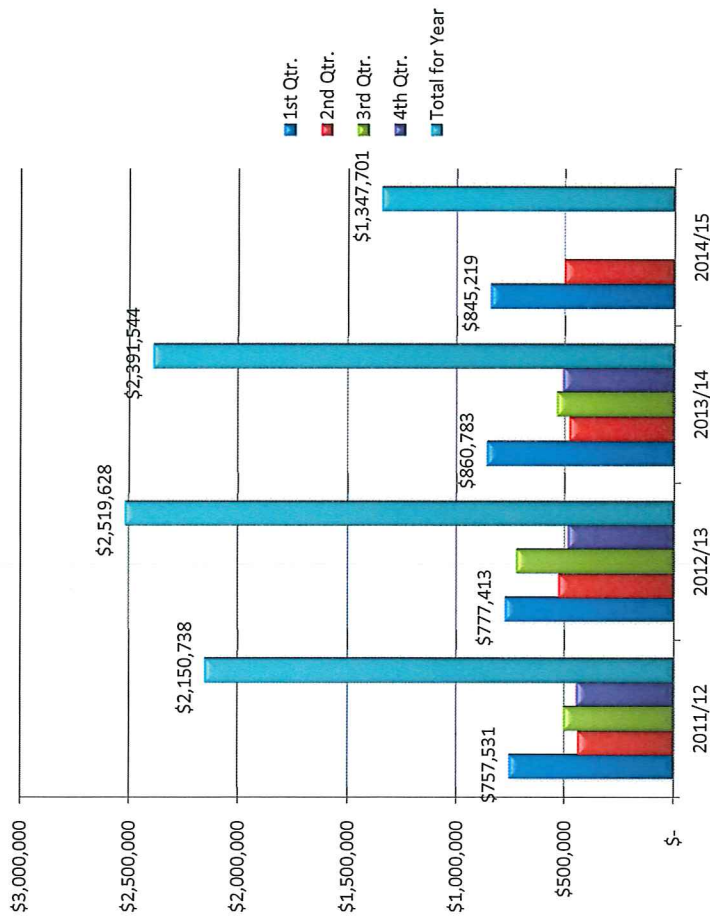
Destimetrics Reservations Activity				
	FY 13/14	FY 14/15	Change	
Occupancy during May	32.8%	35.1%	7.0%	
RevPAR May (Rev per Available Room)	\$ 56	\$ 59	5.4%	
Occupancy Forecast June	50.0%	55.5%	11.0%	
RevPAR June (Rev per Available Room)	\$ 99	\$ 117	18.2%	
Occupancy (prior 6 months)	42.1%	42.6%	1.2%	
RevPAR (prior 6 months)	\$ 107	\$ 103	-3.7%	
Occupancy (next 6 months)	30.5%	36.9%	21.0%	
RevPAR (next 6 months)	\$ 71	\$ 85	19.7%	

Unemployment				
	December 2013	June 2014	December 2014	
California (pop. 38,332,521)	7.9%	7.1%	6.7%	
Placer County (367,309)	6.5%	6.0%	5.2%	
Dollar Point (1,215)	7.6%	7.1%	6.1%	
Kings Beach (3,893)	6.5%	6.0%	5.2%	
Sunnyside/Tahoe City (1,557)	7.6%	7.0%	6.1%	
Tahoe Vista (1,433)	11.0%	10.1%	8.9%	

Conference Revenue Statistics Comparison Fiscal 2013/14 vs. Fiscal 2014/15				
	2013-14	2014-15	YOY % Change	
<b>FORWARD LOOKING (2014/15)</b>	Actuals	Forecasted		
Total Revenue Booked through May	\$ 2,807,318	\$ 2,931,500	4.42%	
Forecasted Commission for this Revenue	151,069	150,617	-0.30%	
Number of Room Nights	15,289	17,229	12.69%	
Number of Tentative Bookings	96	99	3.13%	
<b>CURRENT</b>				
NLT - Annual Revenue Goal	\$ 2,750,000	\$ 2,500,000	-9.09%	
Annual Commission Goal	\$ 160,000	\$ 170,000	6.25%	
Conference Revenue And Percentage by County:				
Placer (71% of revs in '14, 67% in '15)	\$ 1,981,316	\$ 1,952,536	-1.45%	
Washoe ('14; 9%; '15; 5%)	\$ 266,099	\$ 147,082	-44.73%	
South Lake ('14; 17%; '15; 25%)	\$ 462,174	\$ 737,080	59.48%	
Nevada ('14; 3%; '15; 3%)	\$ 97,729	\$ 94,802	-3.00%	
Total Conference Revenue	\$ 2,807,318	\$ 2,931,500	4.42%	

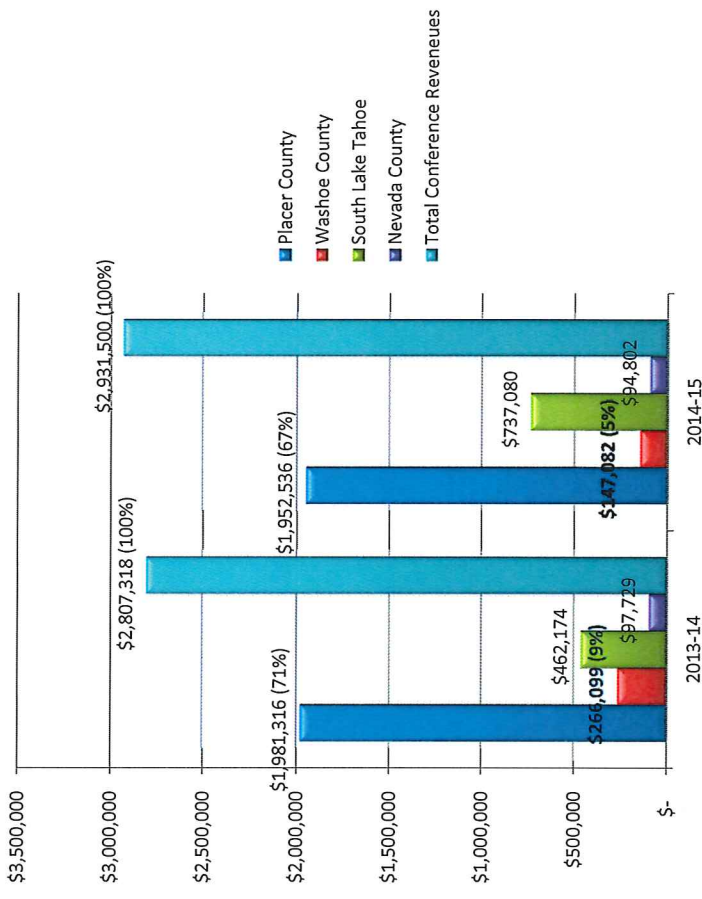
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### Annual Sales Tax Revenue - Lake Tahoe (Now on Fiscal Year Basis)



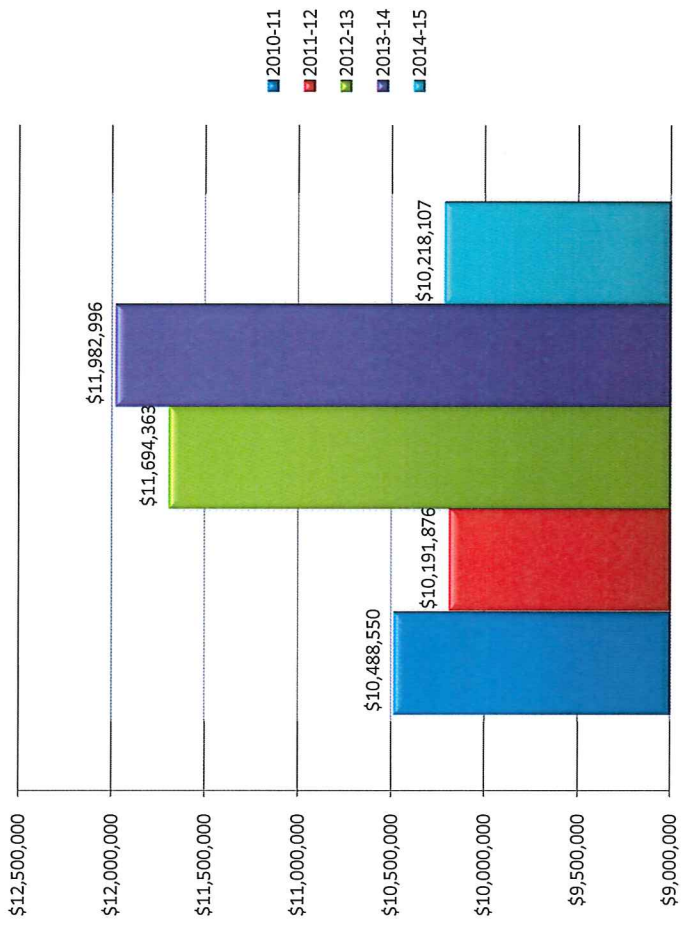
Sales Tax Revenue - Lake Tahoe (Fiscal Year Basis)					
Quarter	2011/12	2012/13	2013/14	2014/15	YOY % Change
First	\$ 757,531	\$ 777,413	\$ 860,783	\$ 845,219	-1.8%
Second	\$ 441,061	\$ 529,470	\$ 481,165	\$ 502,482	4.4%
Third	\$ 505,344	\$ 724,645	\$ 538,929	-	-
Fourth	\$ 446,802	\$ 488,100	\$ 510,667	-	-
<b>Total</b>	<b>\$ 2,150,738</b>	<b>\$ 2,519,628</b>	<b>\$ 2,391,544</b>	<b>\$ 1,347,701</b>	<b>-43.6%</b>

### Conference Revenue Statistics & Revenue Share by County



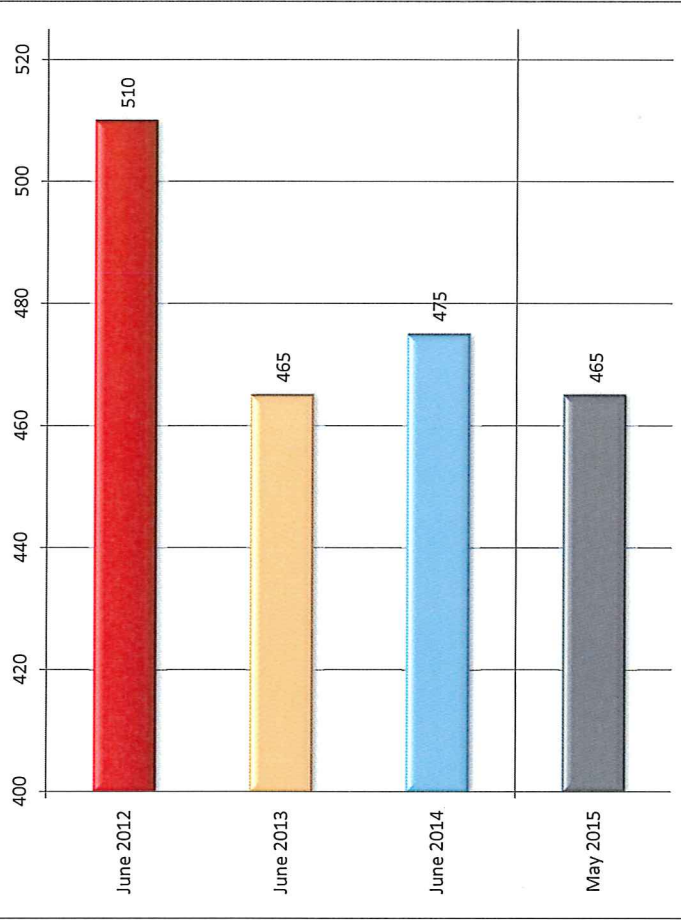
Conference Revenue Statistics Comparison Fiscal 2013/14 vs. Fiscal 2014/15					
	2013-14	2014-15	YOY % Change		
<b>FORWARD LOOKING (2014/15)</b>					
Total Revenue Booked through May	\$ 2,807,318	\$ 2,931,500	4.42%		
Forecasted Commission for this Revenue	151,069	150,617	-0.30%		
Number of Room Nights	15,289	17,229	12.69%		
Number of Tentative Bookings	96	99	3.13%		
<b>CURRENT</b>					
NLT - Annual Revenue Goal	\$ 2,750,000	\$ 2,500,000	-9.09%		
Annual Commission Goal	\$ 160,000	\$ 170,000	6.25%		
Conference Revenue And Percentage by County:					
Placer (71% of revs in '14, 67% in '15)	\$ 1,981,316	\$ 1,952,536	-1.45%		
Washoe ('14; 9%; '15; 5%)	\$ 266,099	\$ 147,082	-44.73%		
South Lake ('14; 17%; '15; 25%)	\$ 462,174	\$ 737,080	59.48%		
Nevada ('14; 3%; '15; 3%)	\$ 97,729	\$ 94,802	-3.00%		
<b>Total Conference Revenue</b>	<b>\$ 2,807,318</b>	<b>\$ 2,931,500</b>	<b>4.42%</b>		

### 5-Year Annual TOT Collections (Fiscal Year Basis)



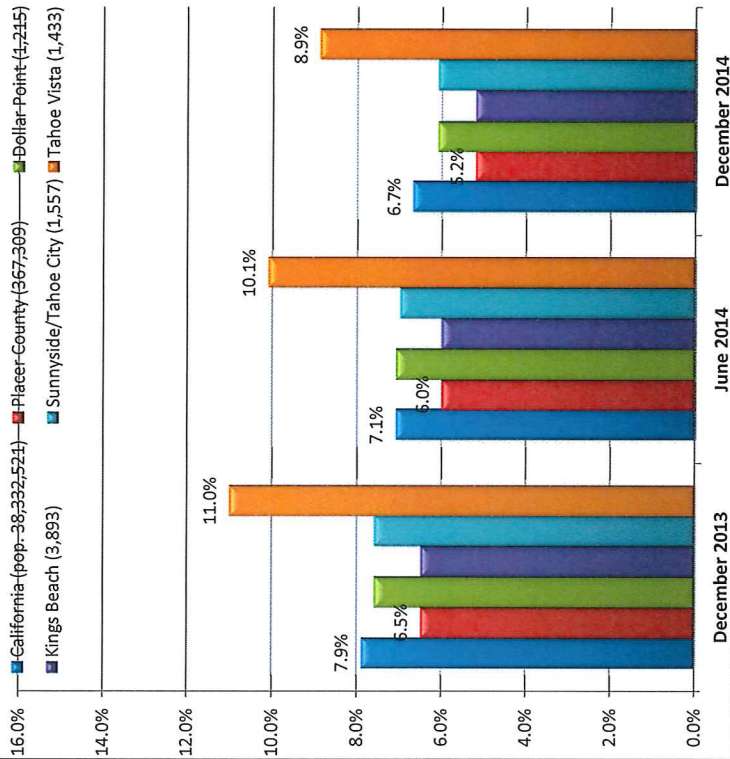
Fiscal Year	Total TOT Collections by Quarter 2009 - 2015 (through April 30, 2015)				Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,683,937	\$ 2,523,918	\$ 3,010,252	\$ -	\$ 10,218,107

### Chamber Membership (# of Members)



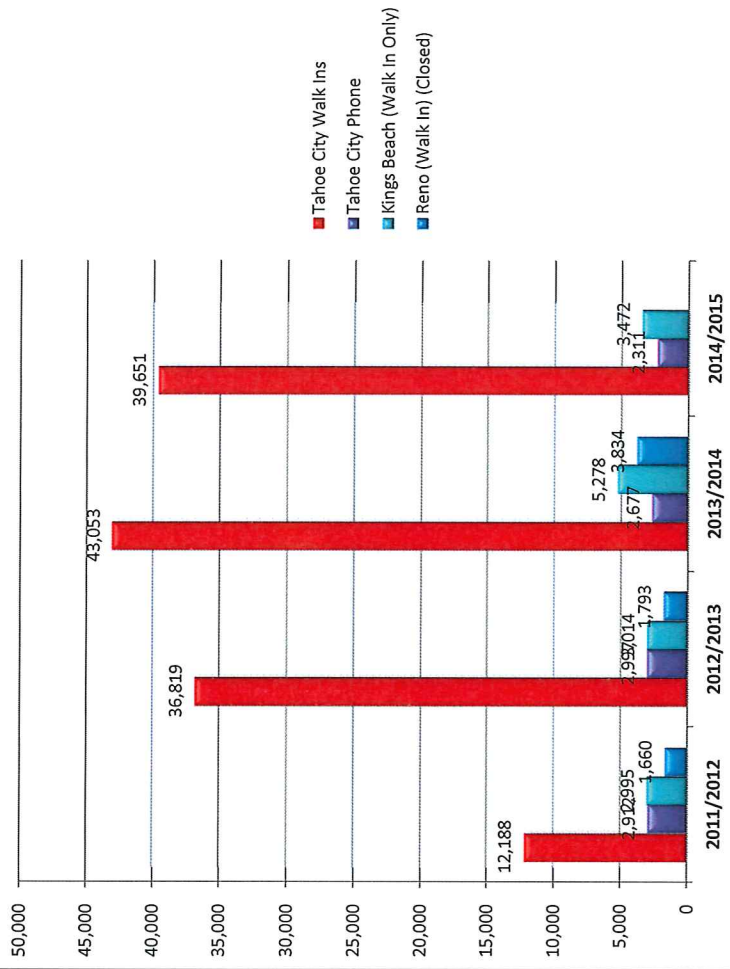
Chamber Of Commerce Total Membership	
June 2012	510
June 2013	465
June 2014	475
May 2015	465

### Unemployment Rates by Region



Unemployment Rates	December 2013		June 2014		December 2014	
	December 2013	June 2014	June 2014	December 2014	December 2014	December 2014
California	7.9%	7.9%	7.1%	7.1%	6.7%	6.7%
Placer County	6.5%	6.0%	6.0%	6.0%	5.2%	5.2%
Dollar Point	7.6%	7.1%	7.1%	7.1%	6.1%	6.1%
Kings Beach	6.5%	6.0%	6.0%	6.0%	5.2%	5.2%
Sunnyside/Tahoe City	7.6%	7.0%	7.0%	7.0%	6.1%	6.1%
Tahoe Vista	11.0%	10.1%	10.1%	10.1%	8.9%	8.9%

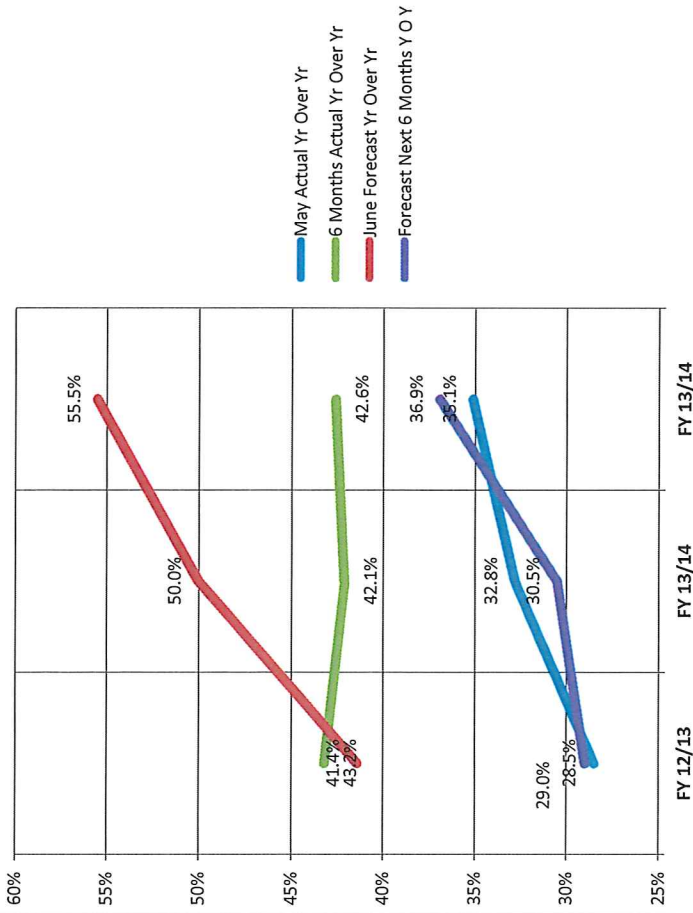
### Visitor Information - Fiscal YTD through May



### Visitor Information Statistics For Fiscal Years 2011 - 2015

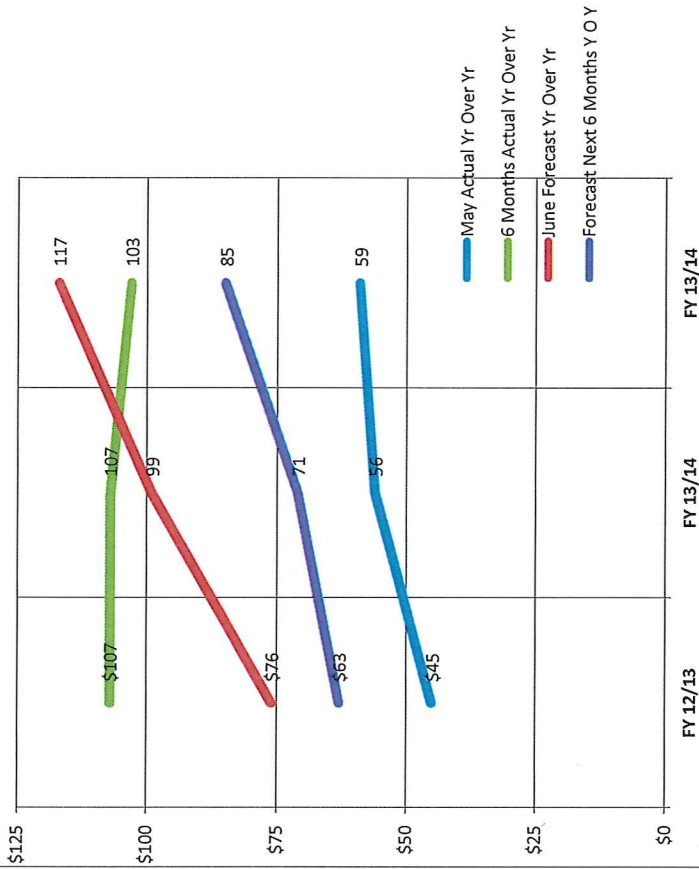
Referrals - Tahoe City:	2011/2012		2012/2013		2013/2014		2014/2015		YOY % Change
	Annual Totals	Year-to-Date	Annual Totals	Year-to-Date	Annual Totals	Year-to-Date	Annual Totals	Year-to-Date	
Walk In	12,188	36,819	36,819	43,053	39,651	39,651	39,651	39,651	-7.90%
Phone	2,912	2,997	2,997	2,677	2,311	2,311	2,311	2,311	-13.67%
Kings Beach (Walk In Only)	2,995	3,014	3,014	5,278	3,472	3,472	3,472	3,472	-34.22%
Reno (Walk In) (Closed)	1,660	1,793	1,793	3,834	Closed	Closed	Closed	Closed	N/A

### Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FY 12/13	FY 13/14	FY 14/15	Y-o-Y Change
Occupancy during May	28.5%	32.8%	35.1%	7.0%
Occupancy Forecast June	41.4%	50.0%	55.5%	11.0%
Occupancy (prior 6 months)	43.2%	42.1%	42.6%	1.2%
Occupancy (next 6 months)	29.0%	30.5%	36.9%	21.0%

### Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FY 12/13	FY 13/14	FY 14/15	Y-o-Y Change
RevPAR May (Rev per Available Room)	\$45	\$56	\$59	5.4%
RevPAR June (Rev per Available Room)	\$76	\$99	\$117	18.2%
RevPAR (prior 6 months)	\$107	\$107	\$103	-3.7%
RevPAR (next 6 months)	\$63	\$71	\$85	19.7%

North Lake Tahoe Chamber/CVB/Resort Association  
Approval of the CEO's Expenses: Sandy Evans Hall  
May 2015

Mileage	\$ 300.00
Phone	\$ 20.00
Web Domains	\$ 45.00
	<u>\$ 365.00</u>

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Approval Signature



MEMO STATEMENT

BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0011-5901  
Statement Date MAY 28, 2015  
Total Activity \$65.00

**\*\* MEMO STATEMENT ONLY \*\***  
**DO NOT REMIT PAYMENT**



SANDRA EVANS HALL  
N LAKE TAHOE RESORT  
PO BOX 1757  
TAHOE CITY CA 96145-1757

\*\*N0001077



**ACCOUNT SUMMARY**

SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$65.00		\$0.00		\$0.00		\$65.00

**ACCOUNT ACTIVITY**

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
05-05	05-04	55480775124207033500028 Tax ID: 880357060 Mer Ref: 03350002 USA	SIERRA WEB DESIGN, INC 07758339500 NV Mer Zip: 89451 Origin Zip: 89451 Dest Cty: 8810-00/70	15.00
05-20	05-19	55480775139207033400099 Tax ID: 880357060 Mer Ref: 03340009 USA	SIERRA WEB DESIGN, INC 07758339500 NV Mer Zip: 89451 Origin Zip: 89451 Dest Cty: 8810-00/70	30.00
05-25	05-25	55432865145000678644455 Tax ID: 223372889 Mer Ref: 269596254	VZWRLSS*PRPAY AUTOPAY 888-294-6804 CA Mer Zip: 95630 5320-00/70	20.00

<b>For Customer Service, Call:</b>  1-866-432-8161	<b>Account Number</b> XXXX-XXXX-0011-5901	<b>Account Summary</b>	
	<b>Statement Date</b> MAY 28, 2015	Purchases & Other Charges	\$65.00
<b>Send Billing Inquiries to:</b> BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	<b>Credit Limit</b> \$50,000	Cash Advances	\$0.00
	<b>Disputed Amount</b> \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		<b>Total Activity</b>	<b>\$65.00</b> ✓

J2



