



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

Agenda and Meeting Notice
FINANCE COMMITTEE MEETING
Thursday, May 24, 2012

The Ritz-Carlton
Bristlecone Room

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 – March 21, 2012

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

E. Discussion of 2012/13 Finance Committee Goals

F. Review of Key Performance Indicators Dashboard

G. Approval of CEO Expenses

H. Follow-up Items from Previous Meetings

I. Committee Member Comments

J. Adjournment

Posted and emailed: May 21, 2012

Finance Committee Meeting

May 24, 2012

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FINANCE COMMITTEE MINUTES
Wednesday, March 21, 2012 – 11:00 am

The Ritz-Carlton
Bristlecone Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Allen Highfield, Bill Rock, Mike Salmon, Kimberly Frushon, and Jennifer Merchant by telephone.

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

1.0 CALL TO ORDER – ESTABLISH QUORUM

1.1 The meeting was called to order at 11:04 pm by Chair Allen Highfield.

2.0 PUBLIC FORUM

1.1 There was no public comment.

2.0 AGENDA AMENDMENTS AND APPROVAL

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

4.0 APPROVAL OF MINUTES

4.1 **M/S/C (Frushon/Salmon) (3/0) to approve the Finance Committee minutes of February 15, 2012.**

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

5.1 Lisa de Roulet reviewed the January 2012 Financial Statements. Lisa noted that while there are some large percentage variances, the dollar amounts are small. She explained that Equipment Support and Maintenance is currently over budget, mainly due to the need for significant IT work to get our new employees' systems up and running. The conversion to fiber optic is on target for June.

Sandy Evans Hall updated the committee on the move of the Visitors Information Center to the ground floor of the current administration building (formerly Porter's Outlet).

6.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE FEBRUARY 2012 FINANCIAL STATEMENTS

6.1 Lisa de Roulet reviewed the February 2012 Financial Statements. Commissions on Ski Tahoe North tickets are down due to slow sales. Andy Chapman noted that the product changed this year, which is contributing to the decrease. Conference commissions are ahead of budget for the year. Lisa reported that the profit from Autumn Food and Wine and the Tuesday Morning Breakfast Club has been transferred to the Community Fund of North Lake Tahoe.

6.2 Staff is continuing to try to collect the Boulder Bay outstanding receivables.

M/S/C (Salmon/Highfield) (5/0) to recommend that the Board of Directors approve the January 2012 and February 2012 Financial Statements.

7.0 DISCUSSION OF REMOTE DEPOSIT PROCEDURE AND IMPLEMENTATION OF PROCUREMENT CARD PROCESS

7.1 The committee discussed moving to remote deposit and getting a procurement card (p-card). Allen Highfield noted that the Marriott uses the p-card and there are many benefits. The committee is supportive of using new technology.

8.0 PROPOSED 2012/13 TOT BUDGET

8.1 The Proposed 2012/13 TOT Budget was discussed. The committee agreed that using last year's TOT Budget numbers as a starting point is reasonable. Lisa de Roulet reviewed the percentages of the NLTRA's 60% portion of TOT that has been used for County Services over the years. In 1996/97 it was 7%; in 2012/13 it is tentatively 21%. Jennifer Merchant explained that since 2009/10, Placer County has needed to pay for services that were previously funded by the state of California. She also noted that the 60% portion of TOT that comes to NLTRA has grown over the years. Placer County's 40% portion has also grown. Jennifer further clarified that Placer County's 40% is general fund money and is used to fill budget shortfalls.

Types of county services funded by TOT were discussed. The committee supports some funding for county services that fit with our mission, such as beach maintenance. The committee is less supportive of funding services that are outside the scope of our mission, such as clinics and the POPS officer.

It was noted that the fund balance carry-over will not be at the level received in 2011/12.

The Proposed 2012/13 TOT Budget will be discussed at the April NLTRA Board meeting with approval planned for the May NLTRA Board meeting.

9.0 CALENDAR OF MONTH AGENDA ITEMS FOR REIVEW

9.1 The Quickbooks implementation is on schedule. A soft-launch for the new Chamber of Commerce software (WebLink) should happen in the next two to three weeks.

10.0 APPROVAL OF CEO EXPENSES

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

11.0 FOLLOW-UP ITEMS FROM PREVIOUS MEETINGS

11.1 Lisa de Roulet is working on a dashboard of six or seven key performance indicators.

11.2 The budget process is moving forward.

11.3 Lisa de Roulet and Deanna Frumenti (new Membership Manager) will work on the wage comparison this spring.

12.0 COMMITTEE MEMBERS' COMMENTS

12.1 Allen Highfield informed the committee that the April meeting is cancelled. He and Lisa de Roulet are going to work to determine better times/dates for the committee meetings. Although April's meeting is cancelled, March financial statements will be sent out when that month is closed.

- 12.2 Bill Rock suggested that a draft of the key performance indicators be sent to the committee.
- 12.2 The Finance Committee will meet the week of April 23rd to review the Proposed 2012/13 TOT Budget.

13.0 ADJOURNMENT

- 13.1 The meeting adjourned at 12:23 pm.

Submitted by:
Kim Lambert
Accounting and Human Resources Assistant

NLT Chamber/CVB/ Resort Association
Financial Statements
For the Nine Months Ending March 31, 2012



April 27, 2012

To: Finance Committee

From: Kim Lambert

Re: Major Variances of March 31, 2012 Financial Statements

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

- Special Events and Functions revenue is up due to billing for Business Directory advertising and Tuesday Morning Breakfast Club dues.
- Commissions and Booking Fees revenue is down due to slow sales of the Ski Tahoe North Interchangeable Lift Ticket and actual conference billing coming in below the estimated amount (Y-T-D conference is above budget).
- Consolidated/Visitor Information Miscellaneous revenue variance is due to timing.
- Board Functions expense is up due to timing of paying for the TCPUD Board room rent.
- Programs expense is over budget due to timing of the distribution of Community Marketing Grants (under Y-T-D).
- 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.
- Special Events and Functions revenue is up due to billing for the Business Directory and Tuesday Morning Breakfast Club.
- Consolidated/Visitor Information Miscellaneous revenue and Miscellaneous expense variances are due to timing.
- 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 Nine Months Ending March 31, 2012

	<u>Current Month</u>	<u>Last Month</u>	<u>Last Year</u>
ASSETS			
Cash and cash equivalents	\$1,429,556.59	\$1,741,868.04	\$1,206,913.50
Receivables			
Accounts Receivable - Membership Services	101,654.74	119,368.24	113,246.10
Accounts Receivable - Other	<u>10,542,894.59</u>	<u>10,823,441.87</u>	<u>6,829,162.94</u>
Total Receivables	10,644,549.33	10,942,810.11	6,942,409.04
Prepaid expenses	177,865.32	175,604.67	6,907.70
Inventory	4,406.18	4,406.18	928.18
Furniture, Fixtures & Other	13,690.04	14,385.79	23,086.52
Computer Equipment/Software	3,986.55	4,175.04	4,562.02
Vehicles & Leasehold Improvements	<u>582.45</u>	<u>776.44</u>	<u>3,385.16</u>
TOTAL ASSETS	<u>12,274,636.46</u>	<u>12,884,026.27</u>	<u>8,188,192.12</u>
LIABILITIES & NET ASSETS			
Accounts Payable	463,130.25	633,267.58	290,959.90
STN/Marketing Cooperative Liability	147,459.20	223,474.37	132,925.85
Other Liabilities	(488.99)	(304.11)	(10,241.93)
Unearned Revenue & Deferred Support	10,359,120.54	10,639,086.91	6,898,110.95
Reserves	<u>31,438.00</u>	<u>27,056.00</u>	<u>26,500.00</u>
TOTAL LIABILITIES	<u>11,000,659.00</u>	<u>11,522,580.75</u>	<u>7,338,254.77</u>
NET ASSETS			
Beginning Net Assets	697,419.35	697,419.35	667,941.92
Net Change in Net Assets	<u>576,558.11</u>	<u>664,026.17</u>	<u>181,995.43</u>
TOTAL NET ASSETS	<u>1,273,977.46</u>	<u>1,361,445.52</u>	<u>849,937.35</u>
TOTAL LIABILITIES & NET ASSETS	<u>12,274,636.46</u>	<u>12,884,026.27</u>	<u>8,188,192.12</u>

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Consolidation of Departments
For the Nine Months Ending March 31, 2012

	CURRENT MONTH			YEAR - TO - DATE			% Chg
	Actual	Budget	\$ Variance	Actual	Budget	Variance	
Revenue and Other Support							
Member Dues	9,257	10,492	(1,235)	79,817	94,428	(14,611)	(15%)
Special Events & Functions	16,451	1,030	15,421	144,509	109,370	35,139	32%
Miscellaneous	0	7,500	(7,500)	70	15,000	(14,930)	(100%)
Commissions & Booking Fees	3,103	14,415	(11,312)	117,799	104,635	13,164	13%
Retail Sales & Other	725	1,500	(775)	17,173	18,400	(1,227)	(7%)
Interest & Investment Income	57	310	(253)	1,603	2,810	(1,207)	(43%)
Placer County Funding	273,379	555,174	(281,795)	3,119,280	4,799,689	(1,680,409)	(35%)
Total Revenue and Other Support	302,971	590,421	(287,450)	3,480,251	5,144,332	(1,664,081)	(32%)
Expenses							
Salaries and benefits	101,006	101,570	(563)	882,850	934,701	(51,851)	(6%)
Rent & Utilities	10,634	11,300	(666)	93,949	94,900	(951)	(1%)
Telephone Services	2,476	1,835	641	20,410	16,515	3,895	24%
Internet Access	0	30	(30)	0	270	(270)	(100%)
Mail Expenses	562	351	211	2,649	2,349	300	13%
Insurance & Bonding	853	384	469	7,228	3,456	3,772	3,456
Supplies	1,901	1,450	451	12,492	13,050	(558)	109%
Equipment Sup.& Maint.	550	900	(350)	10,394	8,100	2,294	(4%)
Taxes, Licenses & Fees	87	20	67	2,087	1,035	1,052	28%
Miscellaneous Expense	0	0	0	0	40,000	(40,000)	102%
Equip. Rental / Leasing	919	1,135	(216)	11,436	11,223	213	(100%)
Training & Seminars	744	1,242	(498)	2,190	5,178	(2,988)	2%
Project Costs	56,326	307,781	(251,455)	539,747	2,541,029	(2,001,282)	(58%)
Professional Fees Legal/Accounting	0	200	(200)	28,930	22,300	6,630	(79%)
Special Events	11,840	13,000	(1,160)	58,289	52,500	5,789	30%
Autumn Food & Wine Costs	0	0	0	78,947	75,000	3,947	11%
Membership Events/Newsletter	13,873	1,396	12,477	40,044	35,794	4,250	5%
Cost of Goods Sold	2,575	640	1,935	11,139	10,100	1,039	12%
Classified Ads	920	0	920	3,280	0	3,280	10%
Promotional/ Giveaways	200	0	200	200	7,500	(7,300)	0%
Marketing Cooperative/Media	100,000	100,000	0	792,000	792,000	0	(97%)
Marketing Other	17,315	25,000	(7,685)	126,944	156,550	(29,606)	0%
Programs	20,000	12,500	7,500	27,050	62,500	(35,450)	(19%)
Trade Shows Tour/Travel	0	0	0	36	0	36	(57%)
Associate Relations	200	104	96	2,407	4,041	(1,634)	0%
Board Functions	1,910	650	1,260	7,042	5,850	1,192	(40%)
Credit Card Fees	466	295	171	2,472	3,992	(1,520)	20%
Automobile Expenses	927	410	517	7,316	3,690	3,626	(38%)
Local Meals & Entertainment	130	310	(180)	1,782	2,790	(1,008)	98%
Dues & Subscriptions	554	802	(248)	9,976	10,677	(701)	(36%)
Travel	185	1,127	(942)	4,358	5,843	(1,485)	(7%)
Allocated	0	133	(133)	0	1,197	(1,197)	(25%)
Total Expense Before Depreciation/Re	347,154	584,565	(237,411)	2,787,644	4,924,130	(2,136,486)	(100%)
Depreciation Reserves	1,078	1,090	(12)	10,160	9,810	350	(43%)
Total Expense	4,382	4,382	0	31,438	31,438	0	4%
Changes in Unrestricted Net Assets	352,614	590,037	(237,422)	2,829,241	4,965,378	(2,136,136)	0%
	(49,643)	384	(50,027)	651,010	178,954	472,056	(43%)
							264%

DESCRIPTION	CURRENT MONTH			YEAR- TO - DATE						
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
REVENUE AND OTHER SUPPORT										
Marketing	235,517	202,877	32,640	150,651	16%	1,623,076	1,627,466	(4,390)	1,436,182	0%
Conferences	29,286	39,428	(10,142)	29,029	(26%)	370,174	346,852	23,322	348,409	7%
Visitor Support & Transportation	51,600	51,600	0	304,750	0%	464,400	464,400	0	933,209	0%
Visitor Information	22,558	30,833	(8,275)	12,646	(27%)	273,190	289,347	(16,157)	127,026	(6%)
Member Services	25,245	11,259	13,986	10,393	124%	141,191	126,431	14,760	118,531	12%
Management & General	57	210	(153)	150	(73%)	1,264	1,890	(626)	6,368	(33%)
Total Revenue and Other Supp	364,263	336,207	28,056	507,620	8%	2,873,295	2,856,386	16,909	2,969,725	1%
EXPENSES										
Marketing	215,817	186,445	29,372	142,754	16%	1,438,702	1,527,773	(89,071)	1,376,443	(6%)
Conferences	37,266	36,732	534	37,244	1%	336,877	342,913	(6,036)	350,938	(2%)
Visitor Support & Transportation	53,731	75,524	(21,793)	371,970	(29%)	347,485	462,137	(114,652)	857,535	(25%)
Visitor Information	33,842	27,950	5,892	14,830	21%	238,748	255,745	(16,997)	135,770	(7%)
Member Services	26,988	12,217	14,771	11,298	121%	147,067	146,336	731	124,189	0%
Management & General	(759)	(2,011)	1,252	(8,027)	(62%)	5,242	7,408	(2,166)	(36,944)	(29%)
Total Expenses	366,885	336,857	30,028	570,069	9%	2,514,122	2,742,312	(228,189)	2,807,930	(8%)
Net Change in Unrestricted Net Assets										
Marketing	19,700	16,432	3,268	7,898	20%	184,374	99,693	84,681	59,739	85%
Conferences	(7,980)	2,696	(10,676)	(8,215)	(396%)	33,297	3,939	29,358	(2,529)	745%
Visitor Support & Transportation	(2,131)	(23,924)	21,793	(67,220)	(91%)	116,915	2,263	114,652	75,674	*****
Visitor Information	(11,284)	2,883	(14,167)	(2,183)	(491%)	34,441	33,602	839	(8,744)	2%
Member Services	(1,743)	(958)	(785)	(905)	82%	(5,876)	(19,905)	14,029	(5,656)	(70%)
Management & General	816	2,221	(1,405)	8,177	(63%)	(3,979)	(5,518)	1,539	43,313	(28%)
Net Change in Assets Before In	(2,621)	(650)	(1,971)	(62,449)	303%	359,172	114,074	245,098	161,795	215%
Infrastructure	(61,292)	254,214	(315,506)	25,025	(124%)	606,957	2,287,946	(1,680,989)	497,823	(73%)
Infrastructure Support	23,555	253,180	(229,625)	21,855	(91%)	389,571	2,291,066	(1,901,495)	477,622	(83%)
Infrastructure Net Change in Assets	(84,847)	1,034	(85,881)	3,170	*****	217,386	(3,120)	220,506	20,201	*****
Change in Net Assets	(87,468)	384	(87,852)	(59,279)	*****	576,558	110,954	465,604	181,995	420%

NLT Chamber/CVB/Resort Association
 Department Detail Activity Report
 For the Nine Months Ending March 31, 2012

	Marketing	Conferences	Visitor Information	Marketing Subtotal	Visitor Support & Transportation	Chamber of Commerce	Management & General	Subtotal	Infrastructure	Total
Revenue and Other Support										
Member Dues	\$ 78,793	\$ 4,342	\$ 70	\$ 4,342	\$ -	\$ 75,475	\$ -	\$ 79,817	\$ -	\$ 79,817
Special Events & Functions				\$ 78,793	\$ -	\$ 65,716	\$ -	\$ 144,509	\$ -	\$ 144,509
Miscellaneous				70				70	339	1,603
Interest & Investment Income								1,264		1,264
Commissions & Booking Fees	\$ 2,717	\$ 115,082		\$ 117,799				\$ 117,799		\$ 117,799
Retail Sales & Other	\$ 1,541,566	\$ 250,750	\$ 17,173	\$ 1,815,489	\$ 464,400			\$ 2,279,889		\$ 2,279,889
Placer County Funding				\$ 2,048,263				\$ 2,048,263	\$ 606,617	\$ 2,654,880
Total Revenue and Other Support	\$ 1,623,076	\$ 370,174	\$ 273,190	\$ 2,266,440	\$ 464,400	\$ 141,191	\$ 1,264	\$ 2,873,295	\$ 606,956	\$ 3,480,251
Expenses										
Salaries and benefits	\$ 224,885	\$ 130,799	\$ 116,729	\$ 472,413	\$ 54,284	\$ 59,818	\$ 239,717	\$ 826,232	\$ 56,619	\$ 882,851
Rent & Utilities	\$ 17,931	\$ 9,144	\$ 28,088	\$ 55,163	\$ 6,407	\$ 6,433	\$ 19,540	\$ 87,543	\$ 6,407	\$ 93,950
Telephone Services	\$ 6,593	\$ 2,795	\$ 1,308	\$ 10,696	\$ 1,756	\$ 1,802	\$ 4,400	\$ 18,654	\$ 1,756	\$ 20,410
Mail Expenses	\$ 746	\$ 641	\$ 107	\$ 1,494	\$ 4	\$ 506	\$ 636	\$ 2,640	\$ 10	\$ 2,650
Insurance & Bonding	\$ 1,792	\$ 898	\$ 898	\$ 3,588	\$ 601	\$ 594	\$ 1,852	\$ 6,635	\$ 594	\$ 7,229
Supplies	\$ 3,798	\$ 1,467	\$ 1,910	\$ 7,175	\$ 646	\$ 1,096	\$ 2,930	\$ 11,847	\$ 646	\$ 12,493
Equipment Sup. & Maint.	\$ 3,512	\$ 1,012	\$ 1,112	\$ 5,636	\$ 500	\$ 600	\$ 3,109	\$ 9,845	\$ 550	\$ 10,395
Taxes, Licenses & Fees	\$ 204	\$ 106	\$ 193	\$ 503	\$ 65	\$ 65	\$ 524	\$ 1,157	\$ 929	\$ 2,086
Miscellaneous Expense	\$ 1,423	\$ 1,196	\$ 3,112	\$ 5,731	\$ 1,013	\$ 2,066	\$ 1,614	\$ 10,424	\$ 1,013	\$ 11,437
Equip. Rental / Leasing	\$ 1,069	\$ -	\$ -	\$ 1,069	\$ -	\$ -	\$ 744	\$ 1,813	\$ 378	\$ 2,191
Training Seminars	\$ -	\$ -	\$ -	\$ -	\$ 252,466	\$ -	\$ -	\$ 252,466	\$ 287,281	\$ 539,747
Project Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Professional Fees Legal/Accounting	\$ 58,289	\$ -	\$ -	\$ 58,289	\$ -	\$ -	\$ 28,930	\$ 87,219	\$ -	\$ 87,219
Special Events	\$ 78,947	\$ -	\$ -	\$ 78,947	\$ -	\$ -	\$ -	\$ 78,947	\$ -	\$ 78,947
Autumn Food & Wine Costs	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Membership Events/Newsletter	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 40,044	\$ -	\$ 40,044	\$ -	\$ 40,044
Cost of Goods Sold	\$ -	\$ -	\$ 11,139	\$ 11,139	\$ -	\$ -	\$ -	\$ 11,139	\$ -	\$ 11,139
Classified Ads	\$ 671,750	\$ 50	\$ 720	\$ 770	\$ 280	\$ 755	\$ 1,195	\$ 3,000	\$ 280	\$ 3,280
Marketing Cooperative/Media	\$ 106,244	\$ 120,250	\$ -	\$ 792,000	\$ -	\$ -	\$ -	\$ 792,000	\$ -	\$ 792,000
Marketing Other	\$ 27,050	\$ 36	\$ 20,901	\$ 127,145	\$ -	\$ -	\$ -	\$ 127,145	\$ -	\$ 127,145
Programs	\$ 306	\$ 358	\$ 362	\$ 1,026	\$ 82	\$ 307	\$ 910	\$ 2,783	\$ 82	\$ 2,865
Associate Relations	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Board Functions	\$ 233	\$ -	\$ 575	\$ 808	\$ -	\$ -	\$ 7,042	\$ 7,042	\$ -	\$ 7,042
Credit Card Fees	\$ 1,318	\$ 765	\$ 1,340	\$ 3,423	\$ -	\$ 1,664	\$ -	\$ 2,472	\$ -	\$ 2,472
Automobile Expenses	\$ 1,415	\$ 23	\$ 68	\$ 1,506	\$ 1,307	\$ 1,102	\$ 172	\$ 6,004	\$ 1,311	\$ 7,315
Local Meals & Entertainment	\$ 6,848	\$ 1,695	\$ -	\$ 8,543	\$ 54	\$ 588	\$ 737	\$ 9,922	\$ 17	\$ 10,139
Dues & Subscriptions	\$ 4,054	\$ -	\$ -	\$ 4,054	\$ -	\$ -	\$ 304	\$ 4,358	\$ 54	\$ 4,812
Travel	\$ 111,938	\$ 64,333	\$ 48,755	\$ 225,026	\$ 27,220	\$ 28,768	\$ (311,877)	\$ (30,863)	\$ 30,863	\$ -
Allocated	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expense Before Depreciation/Reserves	\$ 1,330,345	\$ 335,568	\$ 237,317	\$ 1,903,230	\$ 346,697	\$ 146,284	\$ 2,650	\$ 2,398,861	\$ 388,790	\$ 2,787,651
Reserves	\$ 31,438	\$ -	\$ -	\$ 31,438	\$ -	\$ -	\$ -	\$ 31,438	\$ -	\$ 31,438
Depreciation	\$ 2,593	\$ 1,309	\$ 1,309	\$ 5,211	\$ 790	\$ 782	\$ 2,593	\$ 9,376	\$ 782	\$ 10,158
Total Functional Expense and Depreciation	\$ 1,364,376	\$ 336,877	\$ 238,626	\$ 1,939,879	\$ 347,487	\$ 147,066	\$ 5,243	\$ 2,439,675	\$ 389,572	\$ 2,829,247
Changes in Net Assets	\$ 258,700	\$ 33,297	\$ 34,564	\$ 326,561	\$ 116,913	\$ (5,875)	\$ (3,979)	\$ 433,620	\$ 217,384	\$ 651,004

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Marketing
For the Nine Months Ending March 31, 2012

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE			% Chg			
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual		Budget	Variance	Prior YR
Revenue and Other Support										
Special Events & Functions	(155)	0	(155)	0	0%	78,793	75,000	3,793	80,253	5%
Commissions & Booking Fees	184	1,000	(816)	938	(82%)	2,717	10,900	(8,183)	10,513	(75%)
Placer County Funding	235,488	201,877	33,611	149,713	17%	1,541,566	1,541,566	0	1,345,417	0%
Total Revenue and Other Support	235,517	202,877	32,640	150,651	16%	1,623,076	1,627,466	(4,390)	1,436,182	0%
Expenses										
Salaries and benefits	22,976	23,183	(207)	20,746	(1%)	224,885	231,847	(6,962)	230,969	(3%)
Rent & Utilities	1,849	2,050	(201)	1,968	(10%)	17,931	18,450	(519)	18,355	(3%)
Telephone Services	649	700	(51)	761	(7%)	6,593	6,300	293	6,207	5%
Internet Access	0	30	(30)	0	(100%)	0	270	(270)	290	(100%)
Mail Expenses	59	85	(26)	0	(30%)	746	765	(19)	826	(3%)
Insurance & Bonding	213	118	95	94	124%	1,792	855	937	864	110%
Supplies	1,048	290	758	304	261%	3,798	2,610	1,188	2,828	46%
Equipment Sup. & Maint.	363	150	213	160	142%	3,512	1,350	2,162	1,297	160%
Taxes, Licenses & Fees	0	0	0	0	0%	204	233	(29)	233	(12%)
Equip. Rental / Leasing	92	120	(28)	93	(23%)	1,423	1,500	(77)	1,536	(5%)
Training & Seminars	0	1,000	(1,000)	0	(100%)	1,069	3,000	(1,931)	0	(64%)
Special Events	11,840	13,000	(1,160)	1,063	(9%)	58,289	52,500	5,789	86,063	11%
Autumn Food & Wine Costs	0	0	0	0	0%	78,947	75,000	3,947	79,024	5%
Promotional/ Giveaways	200	0	200	0	0%	200	7,500	(7,300)	0	(97%)
Marketing Cooperative/Media	88,750	88,750	0	65,307	0%	671,750	671,750	0	571,363	0%
Marketing Other	12,815	25,000	(12,185)	6,357	(49%)	106,044	156,550	(50,507)	63,871	(32%)
Programs	20,000	12,500	7,500	10,000	60%	27,050	62,500	(35,450)	102,986	(57%)
Associate Relations	0	26	(26)	0	(100%)	306	928	(622)	904	(67%)
Credit Card Fees	0	200	(200)	228	(100%)	233	3,100	(2,867)	2,821	(92%)
Automobile Expenses	0	65	(65)	0	(100%)	1,318	585	733	694	125%
Local Meals & Entertainment	36	200	(164)	290	(100%)	1,415	1,800	(385)	2,267	(21%)
Dues & Subscriptions	185	630	(445)	631	(94%)	6,848	7,341	(493)	1,542	(7%)
Travel	12,302	1,000	(11,302)	997	(82%)	4,054	4,700	(646)	994	(14%)
Allocated				18,838	(3%)	111,938	114,381	(2,443)	170,266	(2%)
Total Expense Before Depreciation/Re	173,376	181,783	(8,407)	127,838	(5%)	1,330,344	1,425,815	(95,471)	1,346,199	(7%)
Depreciation Reserves	270	280	(10)	416	(4%)	2,593	2,520	73	3,744	3%
Total Expense	4,382	4,382	0	14,500	0%	31,438	31,438	0	26,500	0%
Changes in Unrestricted Net Assets	178,027	186,445	(8,418)	142,754	(5%)	1,364,375	1,459,773	(95,398)	1,376,443	(7%)
	57,490	16,432	41,058	7,898	250%	258,701	167,693	91,008	59,739	54%

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Conference
For the Nine Months Ending March 31, 2012

		CURRENT MONTH			YEAR - TO - DATE				
Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
DESCRIPTION									
Revenue and Other Support									
617	678	(61)	678	(9%)	4,342	6,102	(1,760)	5,995	(29%)
2,919	13,000	(10,081)	2,517	(78%)	115,082	90,000	25,082	109,911	28%
25,750	25,750	0	25,834	0%	250,750	250,750	0	232,503	0%
29,286	39,428	(10,142)	29,029	(26%)	370,174	346,852	23,322	348,409	7%
Expenses									
16,261	16,677	(416)	11,614	(2%)	130,799	141,544	(10,745)	117,399	(8%)
945	1,050	(105)	1,001	(10%)	9,144	9,450	(306)	9,344	(3%)
314	250	64	276	26%	2,795	2,250	545	2,422	24%
139	40	99	0	247%	641	360	281	310	78%
107	50	57	49	113%	898	450	448	449	100%
151	150	1	109	1%	1,467	1,350	117	1,482	9%
33	100	(68)	83	(68%)	1,012	900	112	1,021	12%
0	0	0	0	0%	106	121	(15)	121	(12%)
92	100	(8)	93	(8%)	1,196	1,140	56	1,217	5%
0	0	0	0	0%	50	0	50	0	0%
11,250	11,250	0	19,169	0%	120,250	120,250	0	170,921	0%
0	0	0	0	0%	36	0	36	0	0%
0	10	(10)	0	(100%)	358	483	(125)	470	(26%)
152	15	137	47	916%	765	135	630	153	466%
0	0	0	120	0%	23	0	23	120	0%
410	0	410	0	0%	1,695	1,120	575	1,115	51%
7,277	6,890	387	4,472	6%	64,333	62,010	2,323	42,504	4%
37,131	36,582	549	37,034	2%	335,567	341,563	(5,996)	349,048	(2%)
Total Expense Before Depreciation/Re									
135	150	(15)	210	(10%)	1,309	1,350	(41)	1,890	(3%)
37,266	36,732	534	37,244	1%	336,877	342,913	(6,036)	350,938	(2%)
(7,980)	2,696	(10,676)	(8,215)	(396%)	33,297	3,939	29,358	(2,529)	745%
Changes in Unrestricted Net Assets									

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Transportation
For the Nine Months Ending March 31, 2012

	CURRENT MONTH			YEAR - TO - DATE			% Chg
	Actual	Budget	\$ Variance	Prior YR	Budget	Variance	
	51,600	51,600	0	304,750	464,400	0	933,209
	51,600	51,600	0	304,750	464,400	0	933,209
	5,557	5,598	(41)	4,193	61,462	(7,178)	46,421
	664	750	(86)	706	6,750	(343)	6,571
	189	150	39	177	1,350	406	1,538
	4	0	4	0	0	4	0
	72	30	42	30	270	331	277
	80	50	30	93	450	196	481
	20	50	(30)	51	450	50	401
	0	0	0	0	74	(9)	74
	83	100	(17)	84	1,050	(37)	997
	43,714	65,500	(21,786)	363,236	360,500	(108,034)	772,974
	111	0	111	0	0	280	0
	0	10	(10)	0	315	(233)	289
	150	75	75	193	675	632	733
	0	0	0	0	0	12	0
	18	18	0	18	54	0	54
	2,980	3,113	(133)	3,084	28,017	(797)	25,780
	53,641	75,444	(21,803)	371,865	461,417	(114,722)	856,590
	91	80	11	105	720	70	945
	53,731	75,524	(21,793)	371,970	462,137	(114,652)	857,535
	(2,131)	(23,924)	21,793	(67,220)	2,263	114,652	75,674

Revenue and Other Support							
Placer County Funding							
Total Revenue and Other Support							
Expenses							
Salaries and benefits							
Rent & Utilities							
Telephone Services							
Mail Expenses							
Insurance & Bonding							
Supplies							
Equipment Sup.& Maint.							
Taxes, Licenses & Fees							
Equip. Rental / Leasing							
Project Costs							
Classified Ads							
Associate Relations							
Automobile Expenses							
Local Meals & Entertainment							
Dues & Subscriptions							
All located							
Total Expense Before Depreciation/Re							
Depreciation							
Total Expense							
Changes in Unrestricted Net Assets							

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Visitor Information
For the Nine Months Ending March 31, 2012

CURRENT MONTH						YEAR - TO - DATE				
Actual	Budget	\$ Variance	Prior YR	% Chg	Description	Actual	Budget	Variance	Prior YR	% Chg
0	7,500	(7,500)	0	(100%)	Revenue and Other Support	70	15,000	(14,930)	0	(100%)
725	1,500	(775)	813	(52%)	Miscellaneous	17,173	18,400	(1,227)	18,526	(7%)
21,833	21,833	0	11,833	0%	Retail Sales & Other	255,947	255,947	0	108,500	0%
22,558	30,833	(8,275)	12,646	(27%)	Placer County Funding	273,190	289,347	(16,157)	127,026	(6%)
16,310	16,517	(207)	7,925	(1%)	Expenses	116,729	114,386	2,343	90,859	2%
3,819	3,860	(41)	446	(1%)	Salaries and benefits	28,088	27,940	148	4,266	1%
142	100	42	129	42%	Rent & Utilities	1,308	900	408	1,077	45%
28	15	13	0	86%	Telephone Services	107	135	(28)	76	(21%)
107	49	58	49	118%	Mail Expenses	898	441	457	449	104%
35	610	(575)	310	(94%)	Insurance & Bonding	1,910	5,490	(3,580)	858	(65%)
33	150	(118)	83	(78%)	Supplies	1,112	1,350	(238)	1,021	(18%)
0	0	0	0	0%	Equipment Sup. & Maint.	193	206	(13)	206	(7%)
0	0	0	0	0%	Taxes, Licenses & Fees	0	40,000	(40,000)	0	(100%)
276	300	(24)	278	(8%)	Miscellaneous Expense	3,112	2,880	232	2,960	8%
2,575	640	1,935	3,722	302%	Equip. Rental / Leasing	11,139	10,100	1,039	15,660	10%
0	0	0	0	0%	Cost of Goods Sold	720	0	720	0	0%
4,500	0	4,500	0	0%	Classified Ads	20,901	0	20,901	0	0%
200	15	185	0	*****	Marketing Other	362	578	(216)	470	(37%)
44	35	9	30	25%	Associate Relations	575	408	167	419	41%
229	5	224	0	*****	Credit Card Fees	1,340	45	1,295	43	*****
5	5	0	60	6%	Automobile Expenses	68	45	23	60	51%
5,371	5,509	(138)	1,587	(3%)	Local Meals & Entertainment	48,755	49,581	(826)	15,455	(2%)
33,672	27,810	5,862	14,620	21%	Allocated	237,314	254,485	(17,171)	133,880	(7%)
135	140	(5)	210	(4%)	Total Expense Before Depreciation/Re	1,309	1,250	49	1,890	4%
33,807	27,950	5,857	14,830	21%	Depreciation	238,623	255,745	(17,122)	135,770	(7%)
(11,249)	2,883	(14,132)	(2,183)	(490%)	Total Expense	34,566	33,602	964	(8,744)	3%
					Changes in Unrestricted Net Assets					

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Chamber of Commerce
For the Nine Months Ending March 31, 2012

CURRENT MONTH				YEAR - TO - DATE					
Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
DESCRIPTION									
Revenue and Other Support									
8,640	9,814	(1,174)	9,366	(12%)	75,475	88,326	(12,851)	78,627	(15%)
16,605	1,030	15,575	1,028	*****	65,716	34,370	31,346	39,904	91%
0	415	(415)	0	(100%)	0	3,735	(3,735)	0	(100%)
25,245	11,259	13,986	10,393	124%	141,191	126,431	14,760	118,531	12%
Expenses									
6,785	5,953	832	5,987	14%	59,818	66,445	(6,627)	62,856	(10%)
667	740	(73)	708	(10%)	6,433	6,660	(227)	6,595	(3%)
209	150	59	183	39%	1,802	1,350	452	1,516	33%
246	150	96	185	64%	506	540	(34)	510	(6%)
71	30	41	30	136%	594	270	324	277	120%
310	80	230	54	287%	1,096	720	376	791	52%
20	60	(40)	51	(67%)	600	540	60	501	11%
0	0	0	0	0%	65	74	(9)	74	(12%)
184	220	(36)	186	(16%)	2,066	1,938	128	1,956	7%
0	42	(42)	0	(100%)	0	378	(378)	169	(100%)
13,873	1,396	12,477	1,950	894%	40,044	35,794	4,250	28,655	12%
586	0	586	0	0%	755	0	755	0	0%
0	8	(8)	0	(100%)	307	307	0	289	0%
422	60	362	24	603%	1,664	484	1,180	609	244%
129	120	9	0	8%	1,102	1,080	22	801	2%
0	50	(50)	0	(100%)	76	450	(374)	482	(83%)
36	36	0	36	0%	588	1,208	(620)	108	(51%)
0	42	(42)	0	(100%)	0	378	(378)	0	(100%)
3,361	3,000	361	1,799	12%	28,768	27,000	1,768	17,055	7%
26,898	12,137	14,762	11,193	122%	146,285	145,616	669	123,244	0%
89	80	9	105	12%	762	720	62	945	9%
26,988	12,217	14,771	11,298	121%	147,067	146,336	731	124,189	0%
(1,743)	(958)	(785)	(905)	82%	(5,876)	(19,905)	14,029	(5,658)	(70%)
Total Expense Before Depreciation/Re									
Depreciation									
Total Expense									
Changes in Unrestricted Net Assets									

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Management & Administration
For the Nine Months Ending March 31, 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%	0	0	0	4,449	0%
Interest & Investment Income	57	210	(153)	150	(73%)	1,264	1,890	(626)	1,919	(33%)
Total Revenue and Other Support	57	210	(153)	150	(73%)	1,264	1,890	(626)	6,368	(33%)
Expenses										
Salaries and benefits	27,082	27,627	(545)	17,400	(2%)	239,717	252,752	(13,035)	173,537	(5%)
Rent & Utilities	2,027	2,100	(73)	1,968	(3%)	19,540	18,900	640	18,355	3%
Telephone Services	784	325	459	377	141%	4,400	2,925	1,475	3,066	50%
Mail Expenses	82	60	22	0	37%	636	540	96	579	18%
Insurance & Bonding	213	100	113	94	113%	1,852	900	952	864	106%
Supplies	199	220	(21)	295	(10%)	2,930	1,980	950	1,267	48%
Equipment Sup. & Maint.	63	340	(278)	297	(82%)	3,109	3,060	49	2,779	2%
Taxes, Licenses & Fees	20	20	0	0	0%	524	253	271	233	107%
Miscellaneous Expense	0	0	0	0	0%	0	0	0	0	0%
Equip. Rental / Leasing	110	200	(90)	111	(45%)	1,614	1,725	(111)	1,710	(6%)
Training & Seminars	744	200	544	0	272%	744	1,800	(1,056)	308	(59%)
Professional Fees Legal/Accounting	0	200	(200)	1,660	(100%)	28,930	22,300	6,630	18,886	30%
Classified Ads	111	0	111	0	0%	1,195	0	1,195	0	0%
Associate Relations	0	25	(25)	0	(100%)	910	1,125	(215)	904	(19%)
Board Functions	1,910	650	1,260	2,151	194%	7,042	5,850	1,192	34,974	20%
Automobile Expenses	117	60	57	0	95%	172	540	(368)	517	(68%)
Local Meals & Entertainment	125	50	75	120	150%	171	450	(279)	367	(62%)
Dues & Subscriptions	36	100	(64)	0	(64%)	737	900	(163)	195	(18%)
Travel	0	85	(85)	0	(100%)	304	765	(461)	0	(60%)
Allocated	(34,653)	(34,653)	0	(32,915)	0%	(311,877)	(311,877)	0	(299,227)	0%
Total Expense Before Depreciation/Re	(1,029)	(2,291)	1,262	(8,443)	(55%)	2,649	4,888	(2,239)	(40,688)	(46%)
Depreciation	270	280	(10)	416	(4%)	2,593	2,520	73	3,744	3%
Total Expense	(759)	(2,011)	1,252	(8,027)	(62%)	5,242	7,408	(2,166)	(36,944)	(29%)
Changes in Unrestricted Net Assets	816	2,221	(1,405)	8,177	(63%)	(3,979)	(5,518)	1,539	43,313	(28%)

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Infrastructure
For the Nine Months Ending March 31, 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)	137	(100%)	339	920	(581)	970	(63%)
Placer County Funding	(61,292)	254,114	(315,406)	24,888	(124%)	606,617	2,287,026	(1,680,409)	496,853	(73%)
Total Revenue and Other Support	(61,292)	254,214	(315,506)	25,025	(124%)	606,957	2,287,946	(1,680,989)	497,823	(73%)
Expenses										
Salaries and benefits	6,036	6,015	21	4,393	0%	56,619	66,265	(9,646)	53,302	(15%)
Rent & Utilities	664	750	(86)	706	(12%)	6,407	6,750	(343)	6,571	(5%)
Telephone Services	189	160	29	177	18%	1,756	1,440	316	1,538	22%
Mail Expenses	4	1	3	0	305%	10	9	1	6	6%
Insurance & Bonding	71	30	41	30	136%	594	270	324	277	120%
Supplies	80	50	30	93	59%	646	450	196	482	43%
Equipment Sup. & Maint.	20	50	(30)	51	(60%)	550	450	100	401	22%
Taxes, Licenses & Fees	67	0	67	0	0%	929	74	855	74	*****
Equip. Rental / Leasing	83	95	(12)	84	(13%)	1,013	990	23	997	2%
Training & Seminars	0	0	0	0	0%	378	0	378	0	0%
Project Costs	12,612	242,281	(229,669)	12,810	(95%)	287,281	2,180,529	(1,893,248)	383,728	(87%)
Classified Ads	111	0	111	0	0%	280	0	280	0	0%
Associate Relations	0	10	(10)	0	(100%)	82	305	(223)	289	(73%)
Automobile Expenses	150	70	80	193	114%	1,311	630	681	733	108%
Local Meals & Entertainment	0	5	(5)	60	(100%)	17	45	(28)	60	(62%)
Dues & Subscriptions	18	18	0	18	0%	54	54	0	54	0%
Allocated	3,361	3,565	(204)	3,135	(6%)	30,863	32,085	(1,222)	28,167	(4%)
Total Expense Before Depreciation/Re	23,465	253,100	(229,635)	21,750	(91%)	388,789	2,290,346	(1,901,557)	476,677	(83%)
Depreciation	89	80	9	105	12%	782	720	62	945	9%
Total Expense	23,555	253,180	(229,625)	21,855	(91%)	389,571	2,291,066	(1,901,495)	477,622	(83%)
Changes in Unrestricted Net Assets	(84,847)	1,034	(85,881)	3,170	*****	217,386	(3,120)	220,506	20,201	*****

**NLT Chamber/CVB/Resort Association
Statement of Infrastructure and Transportation Activities
For the Nine Months Ending March 31, 2012**

Current Month Actual	Infrastructure Project Costs	Year to Date Actual
2,170.14	Research/Planning/Infrastructure	14,004.80
	Northstar Community Multi-Purpose Trail	75,187.38
	Lakeside Bike Trail	49,816.00
	Traffic Calming	80.11
	Reno Tahoe Airport Welcome Center	27,847.54
	West Commons Beach	40,000.00
10,442.06	Squaw Valley Trail Snow Removal	36,345.33
	North Tahoe Regional Park	44,000.00
12,612.20	Total Infrastructure Project Costs	287,281.16
Transportation Project Costs		
12,165.60	Research/Planning/Transportation	24,277.31
	Membership Transportation	3,000.00
	Summer Traffic Management	12,250.49
	Winter Night Service Transit	81,982.56
31,548.67	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)
43,714.27	Total Transportation Project Costs	252,465.53
56,326.47	Total Project Costs	539,746.69

March Accounts Receivable

Customer Account	Customer	Chamber/Conf		Membership Functions		Commissions		AFW		Misc.	
		age	amount	age	amount	age	amount	age	amount	age	amount
350.00	Adams & Hayes Law			new	350.00						3/15/2012 (09824) Bus Dir
350.00	Agan Consulting			new	350.00						3/15/12 (09825) Bus Dir
800.00	Andrews Law Firm			new	800.00						3/15/12 (09826) Bus Dir
475.00	Answerwest			new	475.00						3/15/12 (09827) Bus Dir
475.00	Auerbach Engineering			new	475.00						3/15/12 (09828) Bus Dir
350.00	Bank of the West - Tahoe City			new	350.00						3/15/12 (09829) Bus Dir
75.00	Big Blue Adventure			new	75.00						3/31/12 (09849) Email blast
500.00	Boulder Bay			90	500.00						4/6/11 (08857) Suppl serv
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 Supp Serv
500.00	Boulder Bay			90	500.00						11/15/11 (09342) Nov Supp Serv
75.00	Cal Neva			30	75.00						2/29/12 (09740) Email blast
475.00	Cal Neva			new	475.00						3/15/12 (09830) Bus Dir
170.00	CB's Pizza (Phil GilanFarr)			30	170.00						2/28/12 (09735) Comm awards
800.00	Suddenlink			new	800.00						3/15/12 (09843) Bus Dir
75.00	Creative Concepts			60	75.00						1/24/12 (09696) Email blast
75.00	Creative Concepts			30	75.00						2/29/12 (09741) Email blast
75.00	Creative Concepts			30	75.00						2/29/12 (09742) Email blast
75.00	Creative Concepts			30	75.00						2/29/12 (09743) Email blast
75.00	Creative Concepts			30	75.00						2/29/12 (09744) Email blast
75.00	Creative Concepts			30	75.00						2/29/12 (09745) Email blast
75.00	Creative Concepts			new	75.00						3/31/12 (09850) Email blast
300.00	Dorinda's Chocolates			90	75.00			90	300.00		9/30/11 (09306) AFW booth
75.00	Emico Media			60	75.00						8/31/11 (09265) Email blast
75.00	EXL Media			new	800.00						1/24/12 (09697) Email blast
800.00	Gary Davis			90	75.00						3/15/12 (09832) Bus Dir
75.00	Granlibakken			90	75.00						12/31/11 (09448) Email blast
75.00	Homewood Mtn Resort			90	75.00						11/15/11 (09348) Email blast
30.00	Homewood Mtn Resort			90	30.00						Winter rec lunch
875.00	Homewood Mtn Resort			30	875.00						2/12/12 (09723) Comm awards
500.00	Homewood Village Resort			30	500.00						2/12/12 (09722) Feb supp serv
1,400.00	Hyatt Regency			new	1,400.00						3/15/12 (09833) Bus Dir
425.00	Hyatt Regency			new	425.00						3/31/12 Groups
1,510.50	Aston Lakeland Village			new	1,510.50						3/31/12 (09853) Groups

198.00	Northstar				90	198.00							
4,718.45	NLT Marketing Co-op									new	4718.45		
350.00	North Lake Tahoe Express						350.00			new			
30.00	NLT/Truckee Leadership						30.00			90			
170.00	Placer County Facilities Services				30	2,717.40				new			
2,717.40	PlumpJack												
75.00	Radiant Blue Events						75.00			90			
800.00	Resort at Squaw Creek						800.00			new			
17,825.15	Resort at Squaw				30	17,825.15							
7,941.90	Resort at Squaw									new	7,941.90		
533.97	The Ritz Carlton									30	533.97		
475.00	Rock & Rose						475.00			new			
475.00	Sierra Sun						475.00			new			
1,000.00	Liberty Energy						1,000.00			30			
475.00	Liberty Energy						475.00			new			
475.00	Sevepro of Carson City, Douglas ...						475.00			new			
25.00	Squaw Valley						25.00			30			
475.00	State Farm Insurance Office of Roxanne Duffield						475.00			new			
475.00	Ray Steinberg & Assoc						475.00			new			
800.00	Stoel Rives						800.00			new			
75.00	Switchback PR						75.00			60			
475.00	Tahoe Telephone Directories						475.00			new			
75.00	Tahoe Premier Guidebook						75.00			90			
75.00	TTUSD						75.00			new			
800.00	Tahoe Forest Hospital						800.00			new			
75.00	Excellence in Ed						75.00			new			
475.00	TTAD						475.00			new			
365.00	UC Davis Tahoe Environmental Research Ctr						365.00			30			
350.00	West Lake Properties						350.00			new			
15,695.37	Village at Squaw				30	15,695.37							
1,404.00	Breakfast Club						1,404.00			new			
	Membership												
110.00	November 2011				90	110.00							
22,875.00	January 2012				60	22,875.00							
550.00	January 2012 Conf				60	550.00							
1,305.00	February				30	1,305.00							
1,855.00	March				new	1,855.00							
101,654.74						26,695.00	23,094.00	46,847.29	300.00	4,718.45			
	Paid as of 4/23/12					-3,940.00	-5,620.00	-2,717.40	0.00	0.00			
						22,755.00	17,474.00	44,129.89	300.00	4,718.45			
	Grey shaded is paid as of 4/23/12.												

NLTRA Accounts Receivable Aging as of 5/10/12

Customer	Current	31 - 60	61 - 90	Over 90	TOTAL	Comment
Answerwest	0.00	0.00	475.00	0.00	475.00	Business directory ad
Arts for the Schools	0.00	0.00	110.00	0.00	110.00	Membership dues
Aston Lakeland Village Resort	0.00	1,510.50	0.00	0.00	1,510.50	Group commission
Atlantis Casino Resort & Spa	200.00	0.00	0.00	0.00	200.00	MTS reimbursement
Bank of America	0.00	0.00	0.00	550.00	550.00	Membership dues
Boulder Bay Resort, LLC	0.00	0.00	0.00	4,000.00	4,000.00	Supplemental services
Bridgetender Tavern & Grill	0.00	0.00	0.00	325.00	325.00	Membership dues
Cal Neva	200.00	325.00	550.00	0.00	1,075.00	Membership dues, Conference services, MTS reimbursement
Catalyst Coaching	0.00	110.00	0.00	0.00	110.00	Membership dues
CB's Pizza	0.00	0.00	170.00	0.00	170.00	Awards dinner
Chase Intern'l/Kerry Donovan	0.00	0.00	0.00	110.00	110.00	Membership dues
Coldstream Adventures	0.00	0.00	0.00	210.00	210.00	Membership dues
Crandall & Company CPAs, LLP	0.00	0.00	0.00	225.00	225.00	Membership dues
Creative Concepts	0.00	75.00	150.00	0.00	225.00	Email blasts
Crest Cafe & Catering	0.00	225.00	0.00	0.00	225.00	Membership 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	Membership dues
Dyer Properties	0.00	0.00	0.00	110.00	110.00	Membership dues
Eco Print and Imaging	0.00	0.00	0.00	225.00	225.00	Membership dues
Expedia	0.00	0.00	210.00	0.00	210.00	Membership dues
Farmers Insurance - (M. Peyton)	0.00	0.00	0.00	210.00	210.00	Membership dues
Fat Cat Cafe	0.00	210.00	0.00	0.00	210.00	Membership dues
Flinch Design & Communications	0.00	0.00	0.00	225.00	225.00	Membership dues
Foothill Farmers' Market	0.00	225.00	0.00	0.00	225.00	Membership dues
Franciscan Lakeside Lodge	0.00	0.00	225.00	0.00	225.00	Membership dues
Frank Mooney, CPA	0.00	0.00	0.00	210.00	210.00	Membership dues
Gar Woods Grill & Pier	0.00	0.00	550.00	435.00	985.00	Membership dues, Conference services
Gear & Grind Cafe	0.00	225.00	0.00	0.00	225.00	Membership dues
Graham's Restaurant	0.00	0.00	0.00	210.00	210.00	Membership dues
Granlibakken Resort	0.00	0.00	0.00	75.00	75.00	Email blast
Green Envy	0.00	210.00	0.00	0.00	210.00	Membership dues
Gryphon Labs LLC	0.00	0.00	0.00	225.00	225.00	Membership dues
High Altitude Fitness	0.00	210.00	0.00	0.00	210.00	Membership dues
Holiday House	0.00	0.00	0.00	115.00	115.00	Membership dues
Homewood Mountain Resort	0.00	0.00	0.00	3,374.00	3,374.00	Membership dues, Awards dinner, email blast
Hyatt Regency Lake Tahoe	0.00	425.00	1,400.00	0.00	1,825.00	Business directory ad, Group commission
Intero Real Estate	0.00	0.00	0.00	225.00	225.00	Membership dues
Lake Tahoe School	0.00	0.00	0.00	110.00	110.00	Membership dues
Le Bistro Restaurant	0.00	0.00	0.00	210.00	210.00	Membership dues
Lighthouse Spa	0.00	210.00	0.00	0.00	210.00	Membership dues
Mark Twain's Little Theatre	0.00	110.00	0.00	0.00	110.00	Membership dues
McCarthy & Smith Consulting	0.00	210.00	0.00	0.00	210.00	Membership dues

Customer	Current	31 - 60	61 - 90	Over 90	TOTAL	Comment
Meeks Bay Resort & Marina	0.00	0.00	0.00	225.00	225.00	Membership dues
NLT Marketing Cooperative	0.00	4,718.45	0.00	0.00	4,718.45	Expense reimbursement
North Shore Hawaiian Grill	0.00	160.00	0.00	0.00	160.00	Membership dues
North Tahoe/Truckee Leadership	0.00	0.00	0.00	30.00	30.00	Winter recreation lunch
Old Brockway Golf Course	0.00	225.00	0.00	0.00	225.00	Membership dues
Pepper Mill Resort, Spa & Casino	200.00	0.00	0.00	0.00	200.00	MTS reimbursement
Pete 'n Peters	0.00	160.00	0.00	0.00	160.00	Membership dues
PlumpJack Squaw Valley Inn	200.00	0.00	0.00	0.00	200.00	MTS reimbursement
Pullen Rental Group	0.00	0.00	225.00	0.00	225.00	Membership dues
Ray Steinberg & Associates	0.00	210.00	475.00	0.00	685.00	Business directory ad, Membership dues
RSCVA	200.00	0.00	0.00	0.00	200.00	MTS reimbursement
Reno Tahoe Limo	0.00	0.00	0.00	325.00	325.00	Membership dues
Rubicon Pizza Company	0.00	435.00	0.00	0.00	435.00	Membership dues
Servepro of Carson City, . . .	0.00	0.00	475.00	0.00	475.00	Business directory ad
Simonian Flooring, Inc.	0.00	0.00	0.00	225.00	225.00	Membership dues
SnowFest!	0.00	0.00	0.00	110.00	110.00	Membership dues
Space Science for Schools, Inc.	0.00	0.00	0.00	110.00	110.00	Membership dues
State Farm (Roxanne Duffield)	0.00	0.00	475.00	0.00	475.00	Business directory ad
Strategic Marketing Group	0.00	0.00	0.00	225.00	225.00	Membership dues
Suddenlink	0.00	325.00	0.00	0.00	325.00	Membership dues
Susie Scoops/Village Toys	0.00	210.00	0.00	0.00	210.00	Membership dues
Switchback Public Relations	0.00	0.00	75.00	225.00	300.00	Membership dues, email blast
Ta-Hoe Nalu, LLC	0.00	0.00	0.00	110.00	110.00	Membership dues
Tahoe's Connection for Families	0.00	0.00	0.00	110.00	110.00	Membership dues
Tahoe Family Solutions	0.00	0.00	0.00	110.00	110.00	Membership dues
Tahoe Premier Guidebook	0.00	0.00	210.00	75.00	285.00	Membership dues, email blast
Tahoe Supply Company, LLC	0.00	0.00	0.00	225.00	225.00	Membership dues
Tahoe TV	0.00	225.00	0.00	0.00	225.00	Membership dues
The O'Dette Mortgage Group	0.00	0.00	0.00	225.00	225.00	Membership dues
TOCCATA	0.00	0.00	0.00	110.00	110.00	Membership dues
The Pfeifer House, Inc.	0.00	0.00	0.00	325.00	325.00	Membership dues
The Potlatch	0.00	0.00	0.00	210.00	210.00	Membership dues
The Red Wolf Lakeside HOA	0.00	0.00	0.00	225.00	225.00	Membership dues
The Resort at Squaw Creek	0.00	7,941.90	18,625.15	0.00	26,567.05	Group commissions
The Ritz-Carlton Highlands	0.00	0.00	533.97	0.00	533.97	Group commission
The Village at Squaw Valley	0.00	0.00	15,695.37	0.00	15,695.37	Group commision
The Weekly Magazine	0.00	0.00	0.00	225.00	225.00	Membership dues
Trilogy Day Spa, Inc.	0.00	0.00	0.00	210.00	210.00	Membership dues
Truckee Donner Chamber	0.00	0.00	75.00	0.00	75.00	Email blast
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	Membership dues
Viking Carpet Care	0.00	225.00	0.00	0.00	225.00	Membership dues
Weddings of the West	0.00	210.00	0.00	0.00	210.00	Membership dues
Wells Fargo Advisors	0.00	0.00	0.00	225.00	225.00	Membership dues
	1,000.00	19,325.85	40,704.49	16,339.00	77,369.34	

2011/2012 REFORECAST					
QUARTER	2010-11		2011-12		2012 Revenue
	2009-10 ACTUAL	2010-11 ACTUAL	2011-12 ACTUAL	2011-12 FORECAST	Forecast
1	\$ 2,704,314	\$ 3,146,557	\$ 3,557,974	\$ 3,557,974	\$ 3,557,974
2	\$ 1,556,887	\$ 2,027,367	\$ -	\$ -	\$ 1,824,630
3	\$ 3,537,108	\$ 3,674,955	\$ -	\$ -	\$ 2,645,968
4	\$ 1,101,824	\$ 1,269,033	\$ -	\$ -	\$ 1,269,033
TOTAL TOT Revenue Collected	\$ 8,900,133	\$ 10,117,912			\$ 9,297,605

Unemployment	Dec-11	Dec-10	Nov-11
Dollar Point	11.0%	12.90%	12.0%
Granite Bay	6.7%	7.90%	7.3%
Kings Beach	9.5%	11.20%	10.3%
Sunnyside/Tahoe City	11.0%	12.90%	12.0%
Tahoe Vista	15.7%	18.20%	17.0%
Placer County	9.5%	11.2%	9.8%

Lodging Barometer	Week 6		
	Sat 3/10/12	Wed 3/14/12	Sat 3/17/12
Total pillow count - 20433	47%	26%	41%
Projected Pillows	7650	4300	6700

Reservations Activity	FY 11/12	FY 10/11	Variance
Occupancy during January	\$ 227	\$ 248	-17.2%
ADR January	38.6%	46.6%	-8.4%
Occupancy forecast February	\$ 276	\$ 290	-5.0%
ADR February	39.7%	42.9%	-7.5%
Occupancy (prev 6 mo Aug-Jan)	\$ 210	\$ 215	-2.6%
ADR (prev 6 mo Aug-Jan)	19.0%	17.8%	7.1%
Occupancy (next 6 mo Feb-Jul)	\$ 228	\$ 239	-4.3%
ADR (next 6 mo Feb-Jul)	5.0%	8.3%	-39.3%
Incremental Pacing for January			

Conference Revenue Statistics January	FY 11/12	FY 10/11
YTD Revenue Goal	\$1,700,000	\$2,200,000
YTD Revenue	\$1,748,842	\$1,639,480
Room Nights	9,693	9,822
Number of Groups Booked	21	16

Web Statistics - January	FY11/12	FY10/11	Variance
Visits	68,668	67,018	2.45%
Page Views	279,771	333,928	-16.22%
Pages/Visit	4.07	4.98	-18.22%
Bounce Rate	37.96%	33.14%	14.55%

DRAFT FOR DISCUSSION PURPOSES ONLY

Mileage Reimbursement

From: 3/1 To: 3/31

EMPLOYEE NAME: Sandy E Hall

DATE SUBMITTED: 4-2-12

DATE	# MILES	DRIVEN FROM	DRIVEN TO	ROUND TRIP? Y or N	REASON FOR TRAVEL
3/1	4	TC	Granlibakken	Y	TMA
3/2	16	TC	Snow	Y	SV Bus. Assn
3/6	20	TC	Kings Beach	Y	Meet with Bill Hoffmann
3/6	4	TC	Granlibakken	Y	Breakfast Club
3/6	16	TC	Resort @ SIC	Y	Meet with Les & Andy
3/14	16	TC	Snow Valley Pub	Y	Membership Advisory
3/19	32	TC	Incline Village Hyatt	Y	TVCBVB
3/20	56	TC	Reno	Y	RTA/PA Presentation, RSCVA
3/21	32	TC	Aira Carlton	Y	Finance Committee
3/21	12	TC	Homewood	Y	West Shore Bus Assn
3/27	90	TC	Reno	Y	WACVB conference

TOTAL MILES: 332 x 555 (per mile) = \$ 184.26

Auto
Results
115.74
184.26
300.00

AUTHORIZED BY: _____

Mileage Reimbursement

From: Feb 1, 2012 To: Feb 29, 2012

EMPLOYEE NAME: Sandy E Hall

DATE SUBMITTED: March 5 2012

DATE	# MILES	DRIVEN FROM	DRIVEN TO	ROUND TRIP? Y or N	REASON FOR TRAVEL
2/2	4	TC	Granbybaker	Y	TMA
2/3	20	TC	KB	Y	Bill Hoffman
2/6	72	TC	South Shore	Y	lake Tahoe Partnership
2/8	32	TC	Incline	Y	The Prosperity Center
2/9	16	TC	Squad	Y	Dwile Maurer
2/10	4	TC	Tahoe House	Y	Petit
2/15	32	TC	Ritz Carlton	Y	Finance Committee
2/16	32	TC	Ritz Carlton	Y	Community Awards
2/17	72	TC	South Shore	Y	The Prosperity Center
2/17	16	TC	Resort Squaw	Y	Coop Board
2/20	4	TC	Granbybaker	Y	TCDA
2/23	20	TC	NTEC	Y	NTBA
2/24	20	TC	KB	Y	Steve Teohara

TOTAL MILES: 344 X 555 (per mile) = \$ 190.92 due employee

\$ 190.92 Reauto
 169.08 Allow
\$ 300.00

AUTHORIZED BY: _____

Mileage Reimbursement

From: April 1 To: April 30

EMPLOYEE NAME: Sandy Evans Hall

DATE SUBMITTED: 4/30/12

DATE	# MILES	DRIVEN FROM	DRIVEN TO	ROUND TRIP? Y or N	REASON FOR TRAVEL
4/3	3	TC	Granlibakken	Y	Breakfast Club
	12	TC	Gar Woods	Y	
4/5	3	TC	Granlibakken	Y	Lunch - John Murphy Reno paper
4/16	16	TC	Resort at SC	Y	TMA
4/17	16	TC	SV Village	Y	Ski Lake Tahoe Lunch - MTS
4/18	16	TC	Resort at SC	Y	Property Mar. Mts - Julian with Mountain Res.
4/16	12	TC	West Shore Cafe	Y	MTS 'Exch Summit / High Camp Party
4/16	16	TC	Snow Valley	Y	MTS Club party
4/19	16	TC	Snow Valley	Y	MTS Push to the Pole party.
4/19	40	TC	Snow Valley	Y	MTS forum
4/19	24	TC	Squaw, Truckee NS Summit	Y	Tour MTS people
4/20	1	TC	Squaw, Sunnyside	Y	Tour MTS
4/23	20	TC	Djakes	N	MTS Club group.
4/24	20	TC	Caliente	N-1/2	BOS reception
4/25	32	TC	NTEC	Y	BOS meeting
4/26	3	TC	Incline Village	Y	TRPA Reg Plan
4/26	34	TC	Granlibakken	Y	TCDA board
4/26	20	TC	Cedar House	Y	leadership meeting
4/30	20	TC	NTEC	Y	NTBA board
			Kings Beach	Y	Leadership program meeting

TOTAL MILES: 324 X,555 (per mile) = \$ 179.82 due employee

Reauto Allow \$ 179.82
120.10
\$ 300.00

AUTHORIZED BY: _____

Cardholder Name: SANDRA EVANS HALL **Statement Period:** 02/29/12 to 03/28/12
Account Number: 5472-1601-9517-4925 **Statement Closing Date:** 03/28/12

Transactions				CR=Credit		
Tran Date	Post Date	Transaction Description	Reference Number	Reference Number	Amount	
Transaction Activity						
03-06	03-06	VZWLSS*PRPAY AUTOPAY	888-294-6804	CA 411	\$35.00	✓
03-20	03-20	PAYMENT - THANK YOU		000	\$165.00	-CR
03-27	03-28	CTC*CONSTANTCONTACT.CO	866-2892101	MA 330	\$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			

5 320-70x \$ 35.00
 5 530-42x 35.00
 6432-60x 35.00

 \$ 105.00

[Handwritten signature]

Kim Lambert

From: Sandy Evans Hall
Sent: Monday, March 05, 2012 8:37 AM
To: Kim Lambert
Subject: FW: Important Information Regarding Your Verizon Wireless Account

Sandy Evans Hall P.O.M.
CEO/Executive Director



north lake tahoe

Chamber | CVB | Resort Association
Phone: 530-581-8739
Cell: 970-846-6284
sandy@puretahoenorth.com
www.gotahoenorth.com

Lake Tahoe, awarded the #1 U.S. destination with TripAdvisor and #1 winter destination with Orbitz.com!

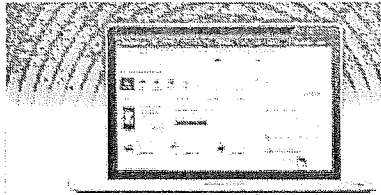
From: AccountNotify@verizonwireless.com [mailto:eAccountNotify@verizonwireless.com]
Sent: Monday, March 05, 2012 5:58 AM
To: Sandy Evans Hall
Subject: Important Information Regarding Your Verizon Wireless Account



IMPORTANT ACCOUNT INFORMATION FROM VERIZON WIRELESS

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

PAYMENT DATE: 03/05/2012
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 available 24/7 assist you with:

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

Due Now

3 GB Mobile Broadband for a month \$35.00

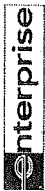
Cardholder Name: SANDRA EVANS HALL **Statement Period:** 03/29/12 to 04/28/12
Account Number: 5472-1601-9517-4925 **Statement Closing Date:** 04/28/12

Transactions					CR=Credit	
Tran Date	Post Date	Transaction Description	Reference Number		Amount	
Transaction Activity						
03-30	04-02	ENTERPRISE RENT-A-CAR	LOS ANGELES	CA 618	\$261.94 ✓	
03-30	04-02	HILTON HOTELS PASADENA	PASADENA	CA 091	\$536.85 ✓	
04-06	04-06	VZWRLSS*PRPAY AUTOPAY	888-294-6804	CA 306	\$35.00 ✓	
04-13	04-13	PAYMENT - THANK YOU		000	\$105.00 CR	

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			



RA # 124019361
***** REPRINT *****

Rental Location
LOS ANGELES INTL ARPT
8734 BELLANCA AVE
LOS ANGELES

Invoice # 90035026440

Renter Name SANDRA EVANS
5662 VICTORIA RD
CARNELIAN BAY

CA 96140

28-MAR-2012 12:01 AM
Phone (310)6495400

CA 90045-4

30-MAR-2012 03:12 PM

Return Location
LOS ANGELES INTL ARPT

Charges	No	Unit	Price/Unit	Amount
TIME & DISTANCE	3	Days	44.30	132.90 *
UNLIMITED MILES/KM - TIME & DIST		M/Kms		0.00 *
CPW	3	Days	8.99	26.97 *
GPS NAVIGATION DEVICE	3	Days	10.99	32.97 *
QUALITY SERVICE PROGRAM	1	Rental	-30.00	-30.00 *
FUEL SERVICE OPTION	1	Rental	47.14	47.14 *
FACILITY CHARGE	1	Rental	10.00	10.00 *
AIRPORT CON FEE			209.98	23.33 *
TOURISM FEE			102.90	2.93
SALES TAX @8.750 %			159.20	13.93
MTR VEH FUEL SALES TAX @3.750 %			47.14	1.77

Rate Info

Messages

* Taxable Items
Subject to Audit

Total Charges USD 261.94

Payments

Master Card	4925	257.06
AUTH: 024228 28-MAR-2012	4925	
Master Card	061293 28-MAR-2012	41.99
AUTH:		

Payment -261.94

Amount Due USD 0.00

For Reservations: 1-800-RENT-A-CAR
14649689



168 S. Los Robles Avenue • Pasadena, CA 91101
 Phone (626) 577-1000 • Fax (626) 584-3148
 Reservations
 www.pasadena.hilton.com or 1 800 HILTONS

Name & Address

HALL, SANDY EVENS
 9349 CENTER COURT
 JUNEAU, AK 99801
 US

Room 813/D2
 Arrival Date 3/27/2012 12:59:00AM
 Departure Date 3/30/2012

Adult/Child 1/0
 Room Rate 139.00

RATE PLAN C-WACV
 HH# 334419694 BLUE

AL:
 BONUS AL: CAR:

CONFIRMATION NUMBER : 3460550444

3/30/2012 PAGE 1

DATE	REFERENCE	DESCRIPTION	AMOUNT
3/27/2012	3342590	VALET-\$19.00-HHONORS	\$19.00
3/27/2012	3342591	GUEST ROOM	\$139.00
3/27/2012	3342591	CITY TAX	\$20.85
3/27/2012	3342591	STATE ASSESSMENT	\$0.10
3/28/2012	3343659	VALET-\$19.00-HHONORS	\$19.00
3/28/2012	3343660	GUEST ROOM	\$139.00
3/28/2012	3343660	CITY TAX	\$20.85
3/28/2012	3343660	STATE ASSESSMENT	\$0.10
3/29/2012	3344723	VALET-\$19.00-HHONORS	\$19.00
3/29/2012	3344724	GUEST ROOM	\$139.00
3/29/2012	3344724	CITY TAX	\$20.85
3/29/2012	3344724	STATE ASSESSMENT	\$0.10
WILL BE SETTLED TO MC *4925			\$536.85
EFFECTIVE BALANCE OF			\$0.00
EXPENSE REPORT SUMMARY			
		12 00:00:00 12:00:00AM 012 12:00:00AM STAY TOTAL	
ROOM & TAX		\$159.95 \$159.95 \$159.95	\$479.85
MISCELLANEOUS		\$19.00 \$19.00 \$19.00	\$57.00
DAILY TOTAL		\$178.95 \$178.95 \$178.95	\$536.85

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Zip-Out Check-Out®

Good Morning ! We hope you enjoyed your stay. With Zip-Out Check-Out® there is no need to stop at the Front Desk to check out.

- Please review this statement. It is a record of your charges as of late last evening.
- For any charges after your account was prepared, you may:
 - + pay at the time of purchase.
 - + charge purchases to your account, then stop by the Front Desk for an updated statement.
 - + or request an updated statement be mailed to you within two business days.

Simply call the Front Desk from your room and tell us when you are ready to depart. Your account will be automatically checked out and you may use this statement as your receipt. Feel free to leave your key(s) in the room.

Please call the Front Desk if you wish to extend your stay or if you have any questions about your account.

DATE OF CHARGE	FOLIO NO./CHECK NO.	
	503913	A
AUTHORIZATION	INITIAL	
PURCHASES & SERVICES		
TAXES		
TIPS & MISC.		
TOTAL AMOUNT	0.00	

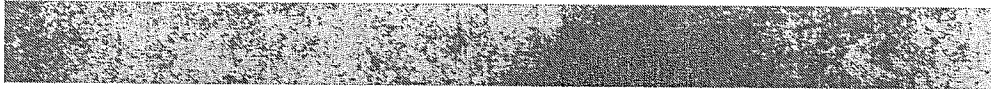
Kim Lambert

From: Sandy Evans Hall
Sent: Thursday, April 05, 2012 6:56 AM
To: Kim Lambert
Subject: Fwd: Important Information Regarding Your Verizon Wireless Account

Sent from my iPhone

Begin forwarded message:

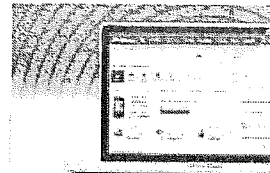
From: "AccountNotify@verizonwireless.com"
Date: April 5, 2012 5:39:25 AM PDT
To: sandy@puretahoenorth.com
Subject: Important Information Regarding Your Verizon Wireless Account



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: 04/05/2012
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.

Finance Committee Follow-up on Previous Action Items

Assigned	Date	Action	Status	Date Completed
Staff	11/1/11	Prepare an area-wide wage comparison.	Spring 2012	
Staff	1/18/12	Work on determining meaningful key performance indicators.	On-going	
Staff	1/18/12	Begin work on the 2012/13 Budget.	Working on	