

NLTRA

FY 2016-2017 TAHOE TOT BUDGET- Preliminary

ATTACHMENT C - May Preliminary Budget

4/22/2016

MARKETING	PROPOSED 16/17 BUDGET	15/16 BUDGET	2014-15 BUDGET	VISITOR SUPPORT SERVICES	PROPOSED 16-17 BUDGET	15-16 BUDGET	2014-15 BUDGET
RESORT ASSOCIATION CONTRACT:				RESORT ASSOCIATION CONTRACT:			
Personnel/Overhead Cap - Direct Costs	848,478	796,581	763,686	Personnel/Overhead Cap - Direct Costs	106,235	99,743	98,630
G+A Cap - Indirect Costs	553,727	537,599	523,784	G+A Cap - Indirect Costs	65,977	64,055	62,392
Research and Planning	10,000	10,000	10,000	Research and Planning	40,000	32,000	32,000
Direct Marketing/Programs	1,845,000	1,407,329	1,252,302	(Detail in Attachment A-2)			
Community Marketing Fund	30,000	30,000	30,000	Memberships	5,000	5,000	5,000
Special Events Marketing Fund	50,000	50,000	50,000	Traffic Management	47,000	42,000	42,000
				Transit Programs- Non-County	201,250	587,330	547,420
Detail in Attachment A-3)							
SUBTOTAL - RESORT ASSOC CONTRACT	3,337,205	2,831,509	2,629,772	SUBTOTAL - RESORT ASSOC CONTRACT	465,462	830,128	787,442
	55.41%	45.67%	51.02%		7.73%	13.39%	15.28%
Fund Balance Carryforward		133,000	61,500	Fund Balance Carryforward		91,030	
TOTAL - RESORT ASSOC CONTRACT	3,337,205	2,964,509	2,691,272	SUBTOTAL - RESORT ASSOC CONTRACT	465,462	921,158	787,442
	55.41%	40.97%	50.42%		7.73%	12.73%	14.75%
County Services	292,897	308,195	306,173	County Services	1,425,797	917,694	931,702
County-wide Systems Charges/General Liability	3,790	5,940		County-wide Systems Charges/General Liability	3,789	5,940	
TOTAL CONTRACT	3,633,892	3,272,704	2,997,445	TOTAL CONTRACT	1,895,048	1,838,852	1,719,144
	45.02%	37.41%	43.53%		23.48%	21.02%	24.97%

Notes:

*Proposed budget numbers for Personnel/Overhead include a preliminary assumption of a 20% increase to health and welfare benefits plus competitive salary for Finance staff. This

There was a County Services Reserves Fund Balance Carryover in previous years but was not calculated or recorded on past contracts. Anticipated Fund Balance Carryover is estimated. **COST OF COMPLIANCE: Estimated cost of contract compliance for first 10 months of 2015-16 is \$44,062 and hours spent are 1,237.5 equalling 31 weeks. This added cost is not in Personnel/Overhead at this time due to the impact to programs. It is the intent of NLTRA that the contract for 2016-17 will eliminate the need for an additional person to track c

TAHOE CAPITAL IMPROVEMENTS	PROPOSED 16-17 BUDGET	15-16 BUDGET	2014-15 BUDGET	TOTAL CONTRACT	PROPOSED 16-17 BUDGET	15-16 BUDGET	2014/15 BUDGET
RESORT ASSOCIATION CONTRACT:				RESORT ASSOCIATION CONTRACT:			
Personnel/Overhead Cap- Direct Costs	106,235	99,743	95,205	Personnel/Overhead Cap - Direct Costs*	1,060,948	996,067	957,521
G+A Cap - Indirect Costs	76,333	74,110	72,201	G+A Cap - Indirect Costs	696,037	675,764	658,377
Research & Planning	40,000	50,000	49,000	Research and Planning	90,000	92,000	91,000
(Detail in Attachment A-2)				Direct Marketing/Programs	1,845,000	1,407,329	1,252,302
Maintenance Reserve: Tourism Serving Facilities	0	0		Community Marketing Fund	30,000	30,000	30,000
				Special Events Marketing Fund	50,000	50,000	50,000
Capital Improvements - Requires BOS Approval	1,997,514	2,314,510	1,520,903	Memberships	5,000	5,000	5,000
(County retains until BOS Approval)				Traffic Management	47,000	42,000	42,000
				Transit Programs- Non-County	201,250	587,330	547,420
				Maintenance Reserve: Tourism Serving Facilities	0	0	0
				Capital Improvements - Requires BOS Approval	1,997,514	2,314,510	1,520,903
SUBTOTAL - RESORT ASSOC CONTRACT	2,220,082	2,538,363	1,737,309	SUBTOTAL - RESORT ASSOC CONTRACT	6,022,749	6,200,000	5,154,523
	36.86%	40.94%	33.70%		100.00%	100.00%	100.00%
Fund Balance Carryforward		811,054	121,171	Fund Balance Carryforward **	0	1,035,084	182,671
SUBTOTAL - RESORT ASSOC CONTRACT	2,220,082	3,349,417	1,858,480	SUBTOTAL - RESORT ASSOC CONTRACT	6,022,749	7,235,084	5,337,194
	36.86%	46.29%	34.82%		100.00%	100.00%	100.00%
County Services	319,153	270,090	310,602	County Services	2,037,847	1,495,979	1,548,477
County-wide Systems Charges/General Liability	3,789	5,940		County-wide Systems Charges/General Liability	11,368	17,821	
County Services Fund Balance				County Services Fund Balance			*
TOTAL CONTRACT	2,543,024	3,619,507	2,169,082	TOTAL CONTRACT	8,071,964	8,748,884	6,885,671
	31.50%	41.37%	31.50%		100.00%	99.80%	100.00%

amount exceeds the 3% CPI allowance for increases in Personnel/Overhead
 stated to be > \$500,000, the majority of which will be applied to Capital Improvements
 included in the
 compliance.

Expenditures		
Sheriff Patrol	39,570	CI
Animal Control - Tahoe Beach Patrol	41,260	CI
TART - Base Services	345,400	T
TART - Peak Season	175,400	T
North Tahoe PUD	89,636	CI
Tahoe City PUD	102,390	CI
DPW Peak Season Snow Removal	100,000	T
NTBA - ED	75,000	M
TCDA - ED	75,000	M
Placer County Visitor's Bureau - ED	40,000	M
Placer County Film Office - ED	56,600	M
Audit East Slope - Auditor	40,000	Split
Revenue Services	93,587	Split
General Liability Insurance	5,304	Split \$46,297 each dept.
Countywide System Charges	11,368	Split \$3790 each dept.
TOTAL COUNTY SERVICES	1,290,516	
Other TART Services	758,700	
TOTAL	2,049,216	

Other TART Services		
Shoulder Season Nite Rider	\$103,700	
Winter Service 30 minutes	\$100,000	
Northstar peak service	\$15,000	
Squaw peak service	\$20,000	
Winter Nite Rider	\$340,000	
Summer Nite Rider	180,000	
TOTAL	\$758,700	

ATTACHMENT A-2
FY 2016-17 Proposed Transportation Programs and Services

	Approved 15-16	Proposed 16-17
Traffic Management		
T-17 Winter Traffic Management (Existing)	\$ 20,000	\$ 22,000
T-18 Summer Traffic Management (Existing)	\$ 32,000	\$ 25,000
Sub-Total Traffic Management Programs	<u>\$ 52,000</u>	<u>\$ 47,000</u>
Transportation/Transit Programs		
T-1 Enhanced Winter Skier & Employee Transit Service, TART, Highway 89, (Existing)		(T-1 funded by Local Transportation Funds)
T-2 Enhanced Winter Transit Service TART, Hwy 267 Local Trans Funded		\$ 15,000 *Northstr Peak Time Only
T-3 Enhanced Winter Skier/ Employee Shuttle Truckee/Sugar Bowl (Existing)	\$ 29,000 **	\$ 30,000 **
T-4 Winter Regional Coordinated Ski Shuttle and Voucher Program (Existing)	\$ 30,000	\$20,000 *Squaw Peak Time Only
T-5 Winter Nighttime Transit Service (Existing)	\$ 336,760 *	\$ 340,000 *
New Enhanced Winter Daytime 30 Min.Tahoe City to Crystal Bay;		\$ 100,000 *
T-9 Enhanced Summer Daytime Transit Service, Squaw Valley, Kings Beach, Tahoe City, (Existing)	\$ 171,900 *	\$ 175,400 *
T-10 Summer Hourly Nighttime-Squaw, Hyatt, Tahoma (Existing)	\$ 151,000 **	\$ 180,000 *
T-11 Year Round Highway 89 Hourly Service (Fall & Spring) (Existing)		(T-11 funded by Local)
T-12 Year Round Hwy 267 Hourly Crystal Bay, Northstar, Truckee (Existing)		(T-12 funded by local)
New Off-Season Nighttime Hourly All Placer Routes (Spring-2017)		\$ 103,700 *
T-15 Reno/North Lake Tahoe Year Round Airport Shuttle-NLTE (Existing)	\$ 110,000 **	\$ 120,000 **
T-16 TART Baseline Svc. Shortfall	\$ 530,100 *	\$ 345,400 *
		**(\$48,000 from NLTRA Market Budget)
T-17 Transportation & Transit Marketing, Promotion, Program Management	\$ -	\$ 99,250
Sub-Total Transit Programs	<u>\$ 1,358,760</u>	<u>\$ 1,528,750</u>
Transportation & Transit/Management Total	<u>\$ 1,410,760</u>	<u>\$ 1,575,750</u> Total TOT requested for FY 2016-17
*Services provided by Placer County including Baseline	<u>\$ 723,200 *</u>	<u>\$ 1,279,500 *</u>
**Services provided by other providers	<u>\$ 635,560 **</u>	<u>\$ 249,250</u> **(\$48,000 from NLTRA Market Budget)
Sub-total Traffic Management Programs by other providers	\$52,000	\$ 47,000