

MAY 12, 2023

Preliminary Budget FY23.24

PRESENTED BY FRANCOIS CAZALOT &
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Supporting our Grants & Projects Cycle

NTCA Finance thrives to bring accurate data & reliable Cash-Flow analysis to fund projects aligned with our mission:

- **Community Vitality**
- **Economic Health**
- **Environmental Stewardship**



Introduction: concept and process

Continuous & Steady Improvements

Our new team embraced the lessons and hard work of our predecessors. We are capitalizing on a proven framework and experience, while bringing the necessary additions to support our new mission and deliver tangible results.

Budgeted / Forecasted Collection of TBID revenue

- Due to the lack of historical data, and yet to be determined 3rd Quarter Collections; we chose to remain conservative. We kept our collections assumptions to follow budget until further collection data becomes available.
- Current conservative approach for revenue forecast is approximately \$6.24 million in annual assessments.
- Impending Q3 Collection will inform our overall budget environment and allow for more forecast precision.
- Staff & Finance Chair will meet and review comments on preliminary before May Finance Committee Meeting for final draft to be approved during June BOD.

Revenue forecasting and seasonality variances are constantly improving with historicals, collaboration with Placer County, TOT & TBID correlation research.

Budget Summary Fiscal Year 23/24

23/24 budget revenue		23/24 known expenditures	Available funds less reserve
12,000,000	Total	6,594,308	5,039,484
5,848,057	Marketing/Promo/Events	4,107,053	1,741,004
890,823	Visitor Services	642,504	248,319
444,284	Business Advocacy	263,961	180,323
2,220,369	Zone 1	388,041	1,832,328
1,015,026	Econ Dev/Trans/Other	264,124	750,902
389,734	Sustainability	103,126	286,608
700,700	Administration	700,700	-
124,800	County Admin Fee	124,800	-
366,207	Contingency/Reserve		

TBID Revenue	6,240,000
Prior Year Unspent Funds	5,553,800
VIC Revenue (net of CGS)	31,200
Membership Dues & Activities	25,000
TOT Funds	150,000

Total Revenue: 12,000,000

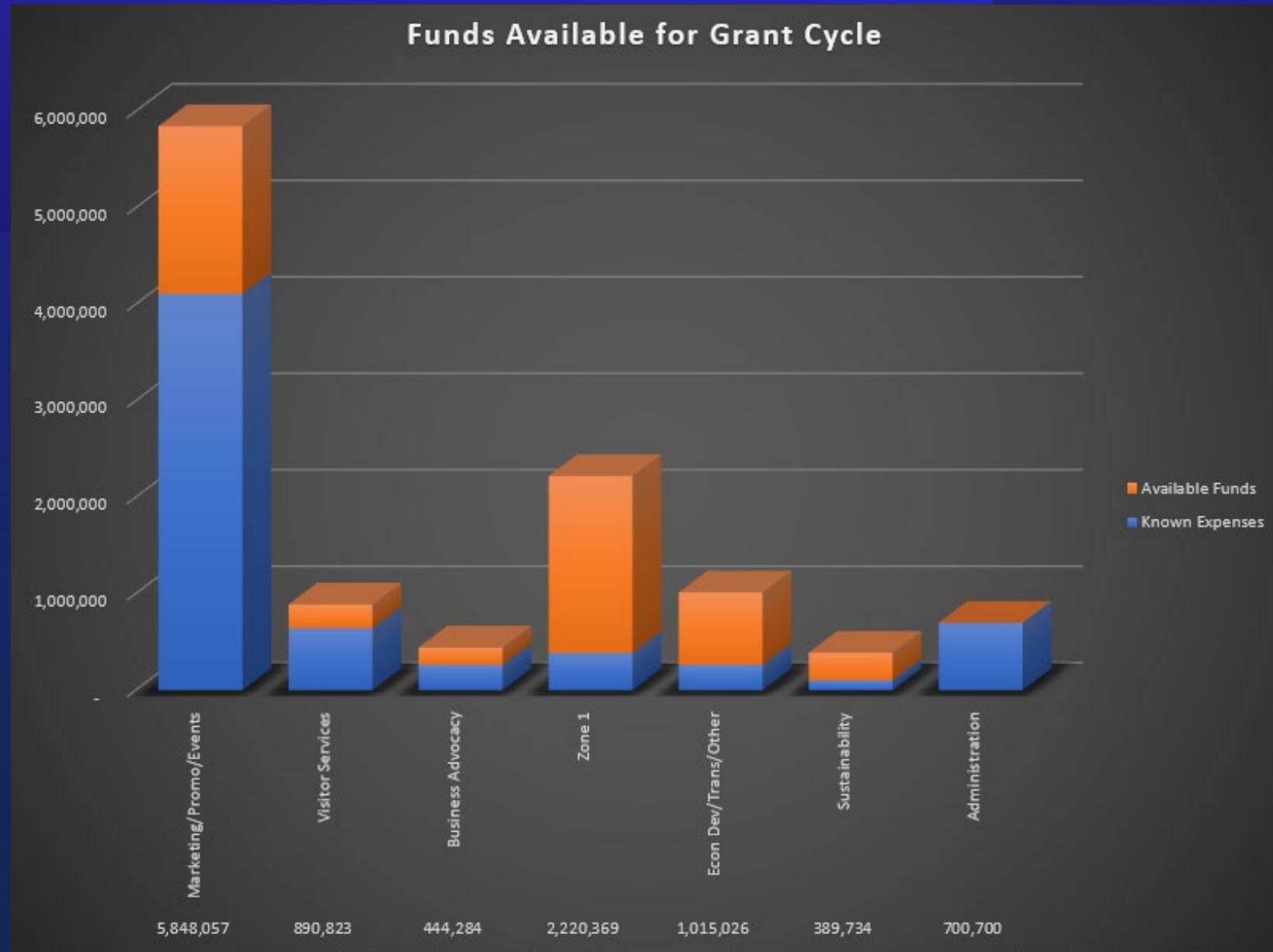
Salaries & Wages	2,135,374
Rent & Utilities	198,039
Phone/Internet	20,512
Supplies & Mail	35,568
Maintenance, Support, Repairs, Etc.	71,843
Insurance	15,600
Taxes, Licenses, Fees	147,940
Dues, Subscriptions, etc	21,632
Board Functions	24,960
Staff expenses	35,880
Professional Fees	144,560
Events	615,000
Coop Contributions	1,500,000
Non-coop marketing	584,900
Tahoe Experience App	25,000
Tahoe Digital Ads/Events	7,500
Kings Beach VIC	130,000
VIC signage	30,000
NTBA/TCDA Funding	350,000
Business Community Support Marketing	100,000
Business Support Events & Activities:	400,000
Membership Activities, Business Advocacy, Economic/Workforce Development	

Grant Cycle Funding 2,506,000

Total expenditures 9,100,308

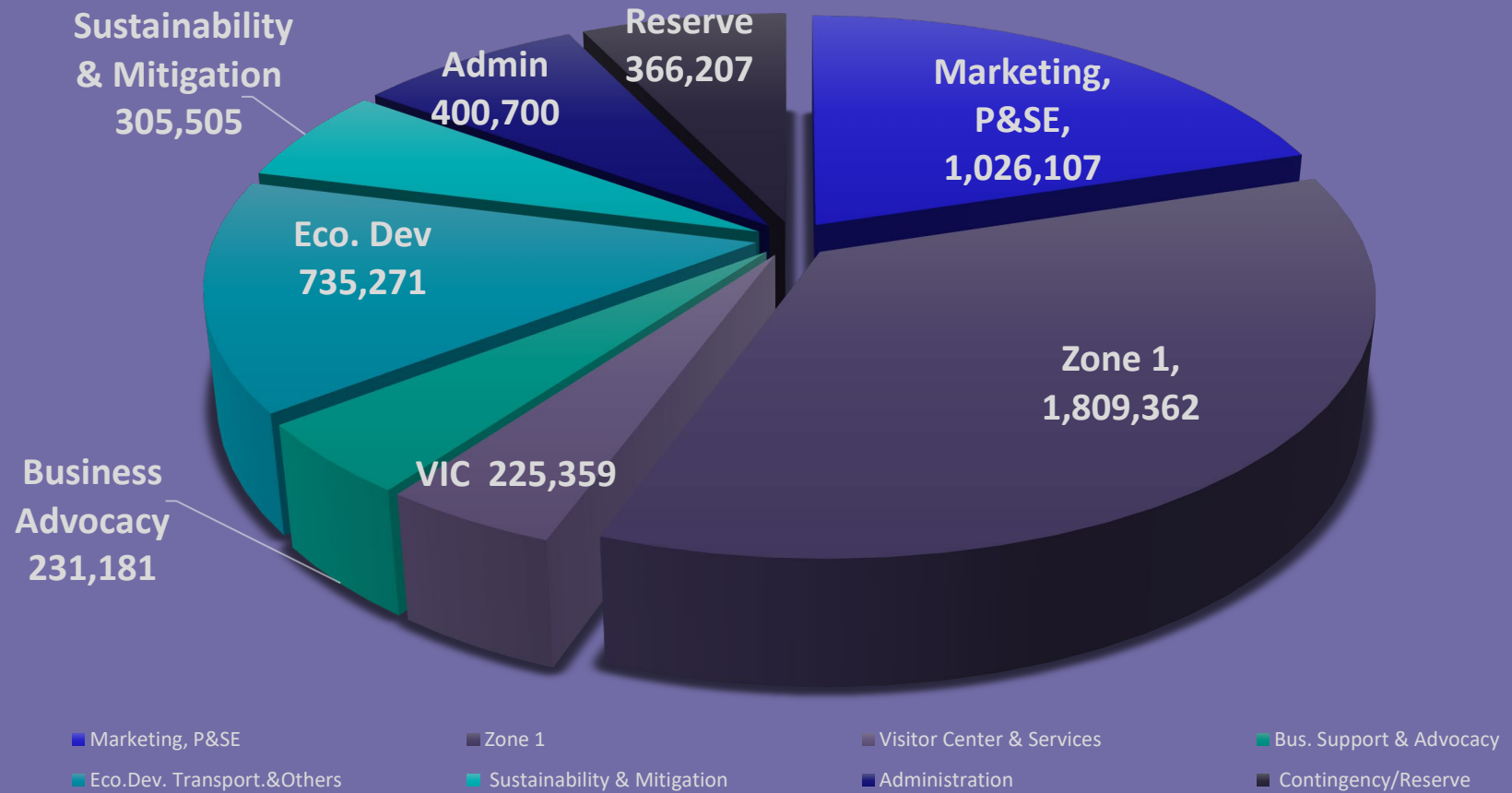
Net results: 2,899,692

\$12m
FY22.23
Unspent and
FY23.24
Budget



MDP FY23.24 Budget

Net Funds Available



Forecast For Sponsorship & Grant Cycle

Potential Grants and Sponsorships:

	FY 23/24		FY 24/25		FY 25/26	
3 YR Sponsorship (Total available for each cycle)	2,100,000	50%	500,000	50%	500,000	50%
Grant Program (annual)	1,680,000	40%	400,000	40%	400,000	40%
Out of Cycle	126,000	3%	30,000	3%	30,000	3%
Flex Fund	364,000	7%	70,000	7%	70,000	7%
Total available for Grant Cycle	4,270,000		1,000,000		1,000,000	

Grants and Sponsorships: Cashflow

	FY 23/24	FY 24/25	FY 25/26	FY 26/27	FY 27/28
3 YR Sponsorship (per year)	700,000	866,667	1,033,334	333,334	166,667
Grant Program (annual)	1,680,000	400,000	400,000		
Out of Cycle	126,000	30,000	30,000		
Flex Fund					
Grant Cycle Funding	2,506,000	1,296,667	1,463,334		

3 YR Sponsorship cash schedule

FY 23/24	700,000	700,000	700,000		
FY 24/25		166,667	166,667	166,667	
FY 25/26			166,667	166,667	166,667
FY 26/27					
FY 27/28					
	700,000	866,667	1,033,334	333,334	166,667

Three Year Forecast

	Budget Fiscal Year 23/24	Budget Fiscal Year 24/25	Budget Fiscal Year 25/26
TBID Revenue	6,240,000	6,458,400	6,677,986
Prior Year Unspent Funds	5,553,800	2,899,692	1,485,983
VIC Revenue (net of CGS)	31,200	32,292	33,390
Membership Dues & Activities	25,000	25,875	26,755
TOT Funds	150,000	150,000	150,000
TOTAL REVENUE	12,000,000	9,566,259	8,374,113
Salaries & Wages	2,135,374	2,210,112	2,285,256
Rent & Utilities	198,039	204,970	211,939
Phone/Internet	20,512	21,230	21,952
Supplies & Mail	35,568	36,813	38,065
Maintenance, Support, Repairs, Etc.	67,243	69,597	71,963
Insurance	15,600	16,146	16,695
Taxes, Licenses, Fees	147,940	153,118	158,324
Dues, Subscriptions, etc	21,632	22,389	23,150
Board Functions	24,960	25,834	26,712
Staff expenses	33,072	34,230	35,393
Professional Fees	144,560	149,620	150,000
Professional Development	1,040	1,076	1,113
Staff Recognition/Education	1,768	1,830	1,892
Events	615,000	635,000	647,000
Coop Contributions	1,500,000	1,552,500	1,565,000
Non-coop marketing	584,900	605,372	610,000
VIC Events	1,000	1,035	1,070
Seasonal Décor	1,250	1,294	1,338
Tahoe Experience App	25,000	-	-
Tahoe Digital Ads/Events	7,500	7,763	8,026
VIC maintance	2,350	2,432	2,515
Kings Beach VIC	130,000	125,000	126,000
VIC signage	30,000	30,000	30,000
NTBA/TCDA Funding	350,000	362,250	362,250
Business Community Support Marketing	100,000	100,000	100,000
Business Support Events & Activities:	400,000	414,000	415,000
Membership Activities,Business Advocacy,	-	-	-
Economic/Workforce Development	-	-	-
TOTAL EXPENDITURES BEFORE GRANT FUNDING	6,594,308	6,783,609	6,910,653
Grants and sponsorships:			
Grant Cycle funding	2,506,000	1,296,667	1,463,334
TOTAL EXPENDITURES	9,100,308	8,080,276	8,373,987
NET RESULTS	2,899,692	1,485,983	126

What to Expect Next

Budget Timeline and Process

- This is our preliminary budget & was reviewed by the Finance Committee during our April Meeting.
- It is an iterative Work-In-Progress; feedback is encouraged.
- Q3 Collection numbers will strengthen forecast accuracy for final budget numbers.
- Staff is currently choosing a conservative forecasting approach; with \$6.24 million in annual assessments for FY23.24
- Impending Q3 Collection will deliver Sponsorship & Grant Cycle, reliable commitment ability.
- Chair & Staff will meet to ensure new numbers inclusion and discuss feedback and comments from BOD & Finance Committee.
- The May 31st Finance Committee Meeting will be able to review the approval of the NTCA FY23.24 Budget final version.
- The BOD can expect a final version for their June Meeting.

Addendum FY 22.23 Cash Flow Forecast

Adding to our transparent, reliable and accurate Financial Statements; we are building our cash-flow analysis to maximize our funding efficiency and financial health.

We worked with our team to bring this dashboard of current cash-flow, existing commitments and future potential to inform our Sponsorship & Grant Cycle.

It includes our P&L year-to-date, budgeted expenditures and net-results, taking our projects commitments into account.

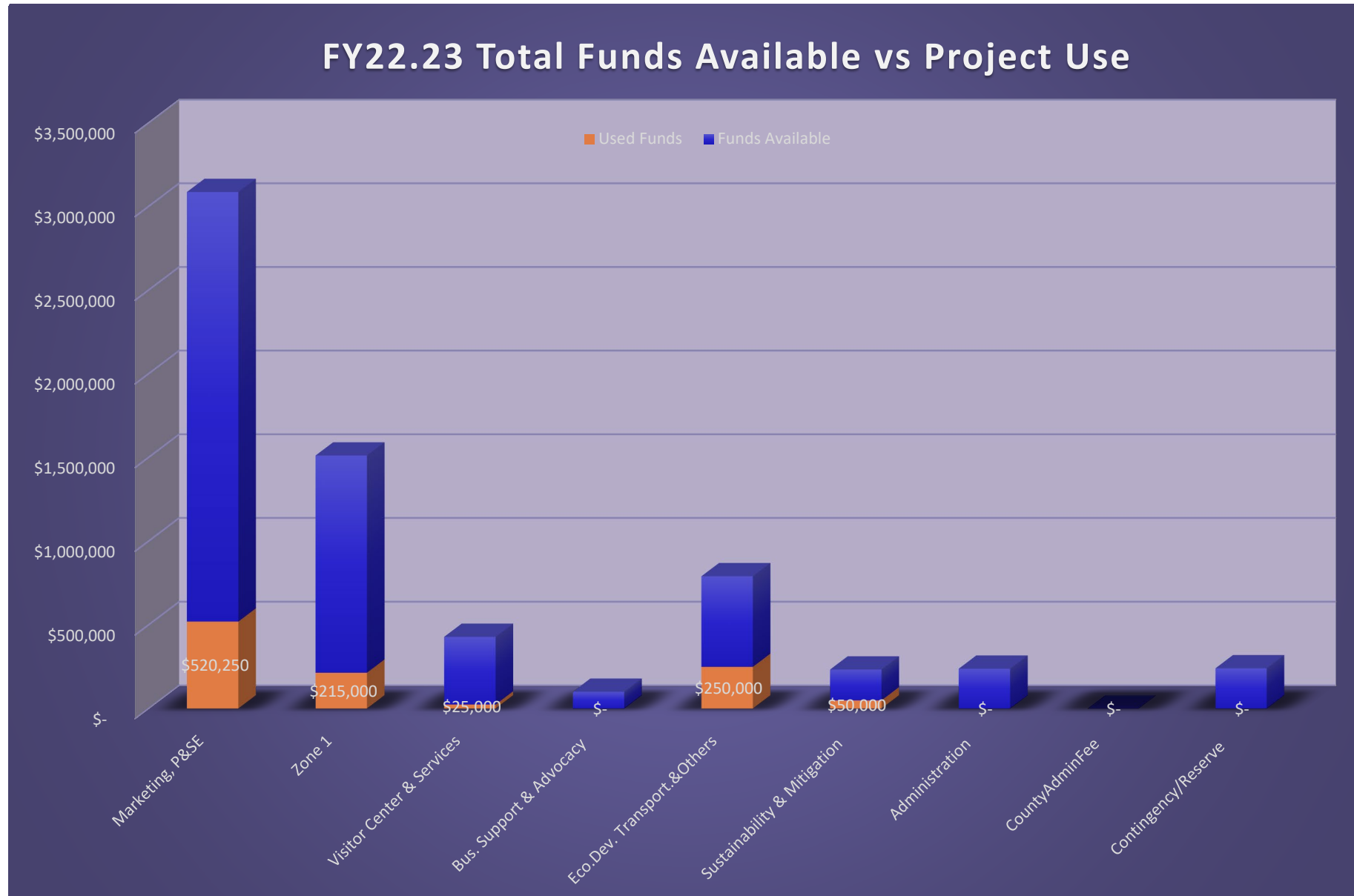
Detailed Cash-Flow Analysis

Projects Cash-Flow Forecast

MDP Category	Prior Year Unspent	Current Budget Revenue	P&L as of		Grants & Projects				Funds Available			FY 23.24 Budget Net Result
			March 31, 2023 Expenditures	Remaining 22.23 Expenditures	Project 1 Parking Study	Project 2 HUB Incubation	Project 3 VIC / UC Davis	Events Future & Planned	Before Grants & Project	FY 22.23 Net After Project	FY 22.23 Used Funds	
Marketing, P&SE	\$ 2,699,210	\$ 3,150,000	\$ (2,142,406)	\$ (620,000)				\$ (520,250)	\$ 3,086,804	\$ 2,566,554	\$ 520,250	\$ 1,026,107
Zone 1	\$ 883,192	\$ 888,000	\$ (203,073)	\$ (56,270)	\$ (215,000)				\$ 1,511,849	\$ 1,296,849	\$ 215,000	\$ 1,809,362
Visitor Center & Services	\$ 373,394	\$ 438,000	\$ (292,291)	\$ (90,000)			\$ (25,000)		\$ 429,103	\$ 404,103	\$ 25,000	\$ 225,359
Bus. Support & Advocacy	\$ 238,877	\$ 330,000	\$ (362,793)	\$ (105,000)					\$ 101,084	\$ 101,084	\$ -	\$ 231,181
Eco.Dev. Transport.&Others	\$ 464,786	\$ 456,000	\$ (50,000)	\$ (80,000)	\$ (100,000)	\$ (150,000)			\$ 790,786	\$ 540,786	\$ 250,000	\$ 735,271
Sustainability & Mitigation	\$ 166,857	\$ 198,000	\$ (96,043)	\$ (35,000)	\$ (25,000)		\$ (25,000)		\$ 233,814	\$ 183,814	\$ 50,000	\$ 305,505
Administration	\$ 238,700	\$ 300,000	\$ (111,501)	\$ (188,499)					\$ 238,700	\$ 238,700	\$ -	\$ 400,700
CountyAdminFee	\$ -	\$ 120,000	\$ (7,167)	\$ (112,833)					\$ -	\$ -	\$ -	\$ -
Contingency/Reserve	\$ 122,381	\$ 120,000	\$ (974)						\$ 241,407	\$ 241,407	\$ -	\$ 366,207
Total	\$ 5,187,397	\$ 6,000,000	\$ (3,266,248)	\$ (1,287,602)	\$ (340,000)	\$ (150,000)	\$ (50,000)	\$ (520,250)	\$ 6,633,547	\$ 5,573,297	\$ 1,060,250	\$ 5,099,692
												FY 23.24 Grant Cycle
												\$ 4,733,485



Current Use of Funds





Thank you!

