

MAY 24, 2023

# NTCA Budget FY23.24

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DEREK VAUGHAN



# Continuous Evolution with Forecasting Improvements

Our Budget Moto: Reliable, Repeatable & Durable

Financial Data that supports efficient Decision-Making to achieve our Mission

- Current revenue forecast is approximately \$6.24 million in annual assessments.
- Impending Full Q3 Collection will inform our overall budget environment and allow for more forecast precision.
- Revenue forecasting and seasonality variances are constantly improving with historical knowledge, 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
<b>12,000,000</b>	<b>Total</b>	<b>6,594,308</b>	<b>5,038,510</b>
5,715,230	<b>Marketing/Promo/Events</b>	4,141,506	1,573,724
891,828	<b>Visitor Services</b>	609,687	282,141
500,405	<b>Business Advocacy</b>	263,568	236,837
2,231,472	<b>Zone 1</b>	387,403	1,844,069
1,065,581	<b>Econ Dev/Trans/Other</b>	263,689	801,892
402,803	<b>Sustainability</b>	102,956	299,847
700,700	<b>Administration</b>	700,700	-
124,800	<b>County Admin Fee</b>	124,800	-
367,181	<b>Contingency/Reserve</b>		

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: Membership Activities, Business Advocacy, Economic/Workforce Development	400,000

Community Investment funding 2,506,000

**Total expenditures 9,100,308**

**Net results: 2,899,692**

# NTCA FY23.24 Preliminary Budget

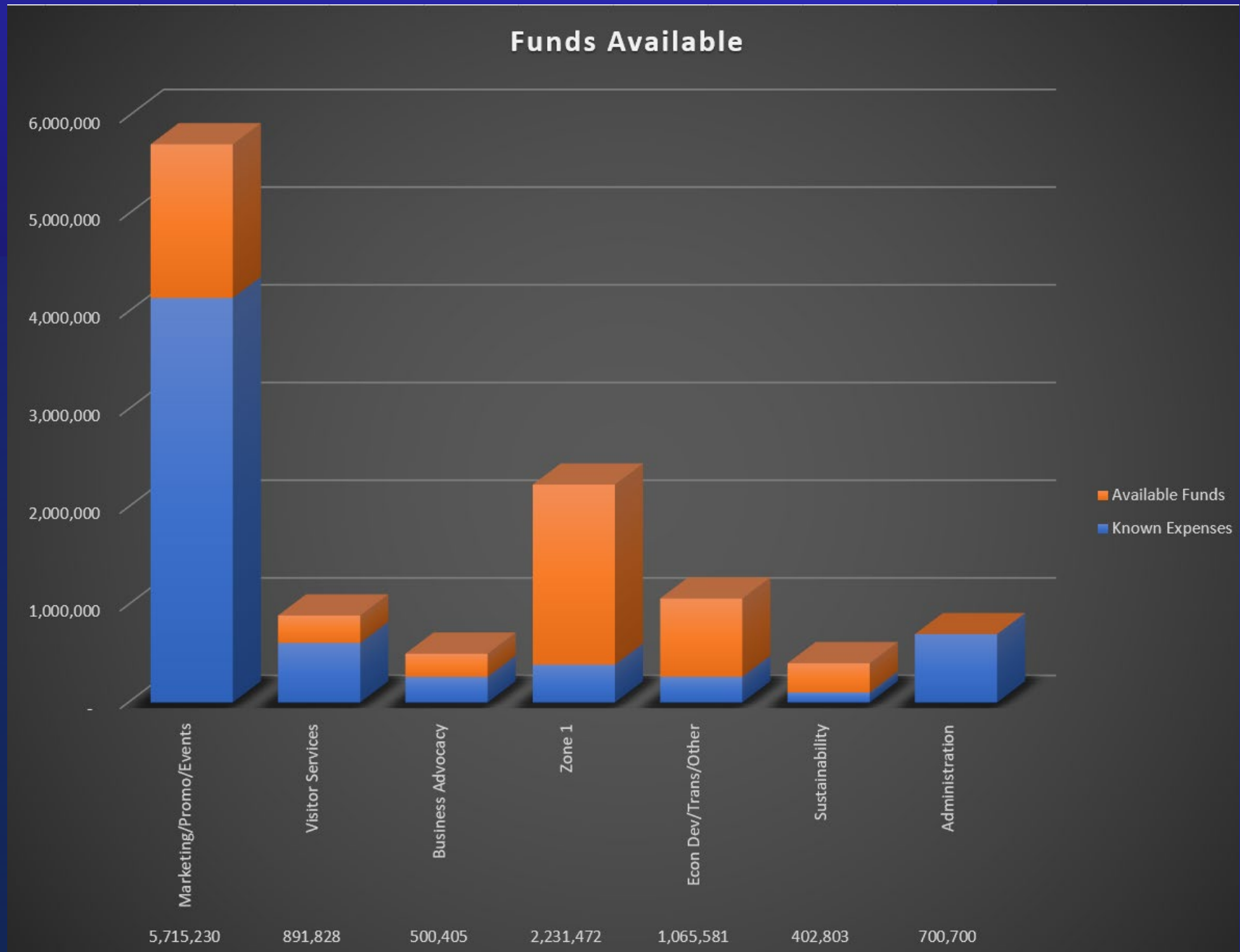


## FY23.24 Budget Details

Revenue		52.50%	7.30%	5.50%	14.80%	7.60%	3.30%	5.00%	2.00%	2.00%		
	Total	MPSE	VIC	Business Advocacy	Zone 1	Econ Dev/Trans/Other	Sustainability	Administration	County Admin Fee	Contingency/Reserve	Membership Dues	Administrative Overhead
TBID Revenue	\$ 6,240,000	\$ 3,276,000	\$ 455,520	\$ 343,200	\$ 923,520	\$ 474,240	\$ 205,920	\$ 312,000	\$ 124,800	\$ 124,800	\$ -	\$ -
Prior Year Unspent Funds	\$ 5,553,800	\$ 2,439,230	\$ 405,108	\$ 132,205	\$ 1,307,952	\$ 591,341	\$ 196,883	\$ 238,700	\$ -	\$ 242,381	\$ -	\$ -
VIC Revenue (net of CGS)	\$ 31,200	\$ -	\$ 31,200	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Membership Dues & Activities	\$ 25,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000	\$ -
TOT Funds	\$ 150,000							\$ 150,000				
<b>TOTAL REVENUE</b>	<b>\$ 12,000,000</b>	<b>\$ 5,715,230</b>	<b>\$ 891,828</b>	<b>\$ 475,405</b>	<b>\$ 2,231,472</b>	<b>\$ 1,065,581</b>	<b>\$ 402,803</b>	<b>\$ 700,700</b>	<b>\$ 124,800</b>	<b>\$ 367,181</b>	<b>\$ 25,000</b>	<b>\$ -</b>
<b>Expenditures</b>												
Salaries & Wages	\$ 2,135,374	\$ 497,420	\$ 289,014	\$ 125,880	\$ 65,278	\$ 228,350	\$ 84,950	\$ -	\$ -	\$ -	\$ -	\$ 844,482
Rent & Utilities	\$ 198,039	\$ 37,787	\$ 92,945	\$ 13,260	\$ 2,628	\$ 6,132	\$ 4,380	\$ -	\$ -	\$ -	\$ -	\$ 40,907
Phone/Internet	\$ 20,512	\$ 5,845	\$ 1,711	\$ 1,853	\$ 428	\$ 998	\$ 713	\$ -	\$ -	\$ -	\$ -	\$ 8,965
Supplies & Mail	\$ 35,568	\$ 7,592	\$ 5,928	\$ 2,808	\$ 1,768	\$ 2,340	\$ 1,612	\$ -	\$ -	\$ -	\$ -	\$ 13,520
Maintenance, Support, Repairs, Etc.	\$ 67,243	\$ 2,224	\$ 651	\$ 705	\$ 163	\$ 380	\$ 271	\$ -	\$ -	\$ -	\$ -	\$ 62,850
Insurance	\$ 15,600	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,600
Taxes, Licenses, Fees	\$ 147,940	\$ 780	\$ 312	\$ 312	\$ 312	\$ 312	\$ 312	\$ -	\$ 124,800	\$ -	\$ -	\$ 20,800
Dues, Subscriptions, etc	\$ 21,632	\$ 1,560	\$ 208	\$ 208	\$ 208	\$ 208	\$ 208	\$ -	\$ -	\$ -	\$ -	\$ 19,032
Board Functions	\$ 24,960	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 24,960
Staff expenses	\$ 33,072	\$ 3,328	\$ 1,664	\$ 2,080	\$ 1,768	\$ 1,248	\$ 1,248	\$ -	\$ -	\$ -	\$ -	\$ 21,736
Professional Fees	\$ 144,560	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 144,560
Professional Development	\$ 1,040	\$ -	\$ 1,040	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Staff Recognition/Education	\$ 1,768	\$ -	\$ 1,768	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Events	\$ 615,000	\$ 615,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Coop Contributions	\$ 1,500,000	\$ 1,500,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Non-coop marketing	\$ 584,900	\$ 584,900	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
VIC Events	\$ 1,000	\$ -	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Seasonal Décor	\$ 1,250	\$ -	\$ 1,250	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Tahoe Experience App	\$ 25,000	\$ -	\$ 25,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Tahoe Digital Ads/Events	\$ 7,500	\$ 7,500	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
VIC maintance	\$ 2,350	\$ -	\$ 2,350	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Kings Beach VIC	\$ 130,000	\$ -	\$ 130,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
VIC signage	\$ 30,000	\$ 30,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
NTBA/TCDA Funding	\$ 350,000	\$ -	\$ -	\$ 70,000	\$ 280,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Community Support Marketing	\$ 100,000	\$ 100,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Business Community Support Events & Activities	\$ 400,000	\$ 375,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 25,000	\$ -
Membership Luncheon, Community Awards	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Dinner, Membership Activities, Mixers, CED	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Lunch, Breakfast Club, Business Advocacy & Support, Economic/Workforce Development	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
New Business Recruitment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Educational Workshops	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Grants and sponsorship 23/24	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Unallocated Funds	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>TOTAL EXPENDITURES BEFORE ALLOCATION</b>	<b>\$ 6,594,308</b>	<b>\$ 3,768,936</b>	<b>\$ 554,840</b>	<b>\$ 217,106</b>	<b>\$ 352,552</b>	<b>\$ 239,968</b>	<b>\$ 93,694</b>	<b>\$ -</b>	<b>\$ 124,800</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ 1,217,412</b>
Admin Overhead Allocation	\$ -	\$ 372,569.15	\$ 54,847.38	\$ 21,461.51	\$ 34,850.69	\$ 23,721.43	\$ 9,261.91	\$ 700,700.00	\$ -	\$ -	\$ -	\$ (1,217,412.08)
<b>TOTAL EXPENDITURES</b>	<b>\$ 6,594,308</b>	<b>\$ 4,141,505</b>	<b>\$ 609,687</b>	<b>\$ 238,568</b>	<b>\$ 387,403</b>	<b>\$ 263,689</b>	<b>\$ 102,956</b>	<b>\$ 700,700</b>	<b>\$ 124,800</b>	<b>\$ -</b>	<b>\$ 25,000</b>	<b>\$ -</b>
<b>NET RESULTS</b>	<b>\$ (148,108.19)</b>	<b>\$ (865,505.16)</b>	<b>\$ (122,967.36)</b>	<b>\$ 104,632.34</b>	<b>\$ 536,117.21</b>	<b>\$ 210,550.85</b>	<b>\$ 102,963.93</b>	<b>\$ (238,700.00)</b>	<b>\$ -</b>	<b>\$ 124,800.00</b>	<b>\$ -</b>	<b>\$ -</b>
expenses variance 22/23 vs 23/24		\$ 731,525.16	\$ 203,401.86	\$ (198,104.34)	\$ (75,837.21)	\$ (65,755.85)	\$ (65,017.93)	\$ 400,700.00	\$ 4,800.00	\$ -	\$ 25,000.00	\$ -



**\$12m  
FY23.24  
Budget  
includes  
FY22.23  
Unspent  
Rollover**



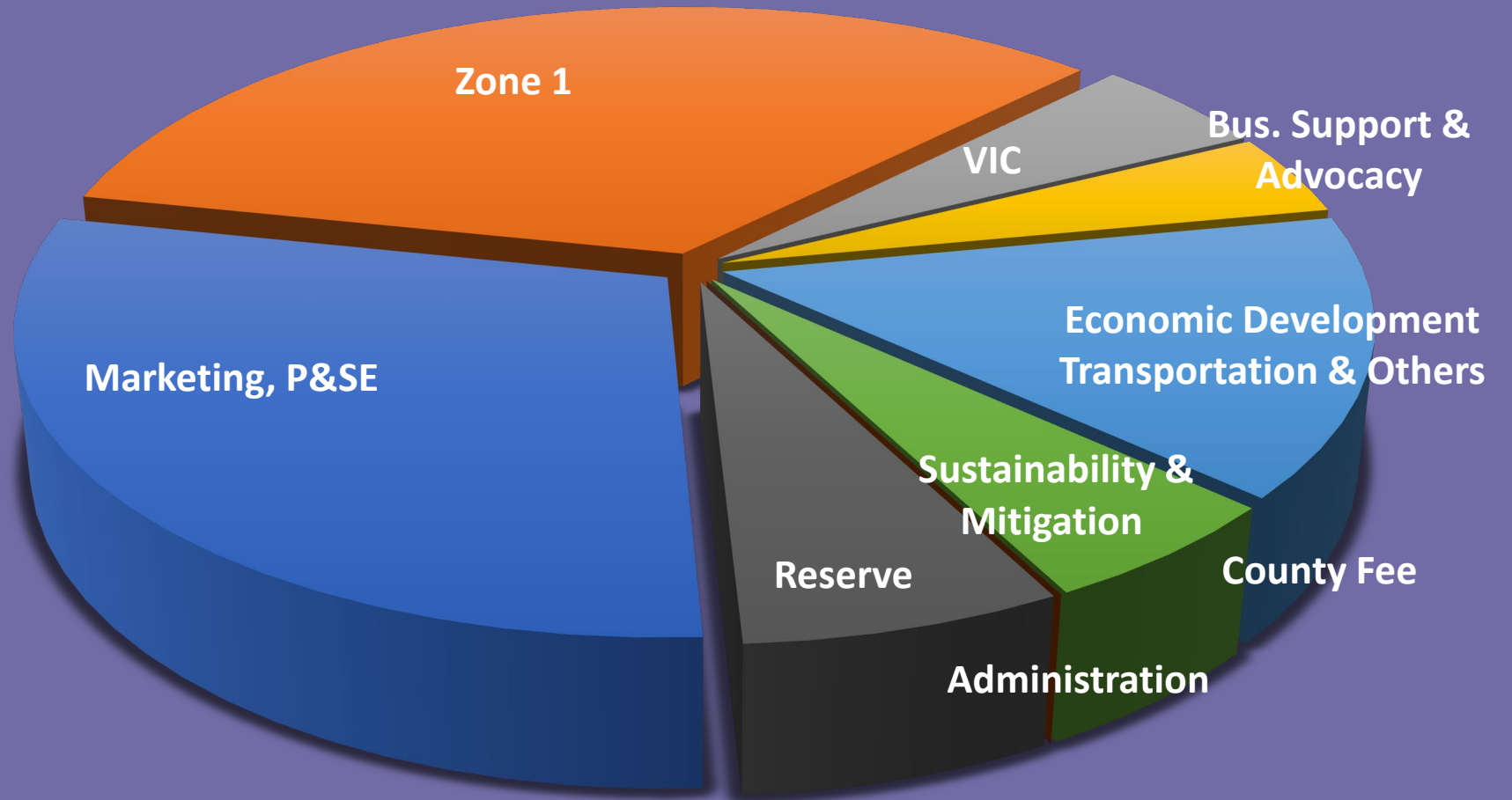
# Detailed Cash-Flow Analysis

MDP Category	FY21.22 Unspent	Current Budget Revenue	P&L as of		Grants & Projects				Funds Available Current	FY 22.23 Net After Project	FY 22.23 Used Funds	FY 23.24 Budget Funds Available
			Apr-23 Expenditures	Remaining Expenditures	Project 1 Parking Study	Project 2 Housing HUB	Project 3 VIC Interact	Events Future & Planned				
Marketing, P&SE	2,699,210	3,150,000	(2,558,826)	(540,000)				311,125	2,750,384	3,061,509	(311,125)	1,573,725
Zone 1	883,192	888,000	(213,240)	(35,000)	(215,000)				1,522,952	1,307,952	215,000	1,844,069
Visitor Center & Services	373,394	438,000	(321,286)	(60,000)			(25,000)		430,108	405,108	25,000	282,141
Bus. Support & Advocacy	238,877	330,000	(411,672)	(25,000)					132,205	132,205	-	236,837
Eco.Dev. Transport.&Others	464,786	456,000	(64,445)	(15,000)	(100,000)	(150,000)			841,341	591,341	250,000	801,892
Sustainability & Mitigation	166,857	198,000	(102,974)	(15,000)	(25,000)		(25,000)		246,883	196,883	50,000	299,847
Administration	238,700	300,000	(116,231)	(183,769)					238,700	238,700	-	-
CountyAdminFee		120,000	(37,460)	(82,540)					-	-	-	-
Contingency/Reserve	122,381	120,000							242,381	242,381	-	367,181
<b>Total</b>	<b>5,187,397</b>	<b>6,000,000</b>	<b>(3,826,134)</b>	<b>(956,309)</b>	<b>(340,000)</b>	<b>(150,000)</b>	<b>(50,000)</b>	<b>311,125</b>	<b>6,404,954</b>	<b>6,176,079</b>	<b>228,875</b>	<b>5,405,692</b>
											<b>FY 23.24 Net Funds</b>	
											<b>\$</b>	<b>5,038,511</b>



MDP  
FY23.24  
Budget

Net Funds Available





Thank you!







## Supporting our Grants & Projects

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

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



# 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.

# Forecast For Community Investment and Economic Health Program

## Potential Community Investment Funds:

	FY 23/24		FY 24/25		FY 25/26	
3 YR Sponsorship ( Total available for each cycle)	2,100,000	50%	-			
Grant Program (annual)	1,680,000	40%	652,500	90%	652,500	90%
Out of Cycle	126,000	3%	21,750	3%	21,750	3%
Flex Fund	364,000	7%	50,750	7%	50,750	7%
<b>Total available</b>	<b>4,270,000</b>		<b>725,000</b>		<b>725,000</b>	

## Community Investment: Cashflow

	FY 23/24	FY 24/25	FY 25/26
3 YR Sponsorship (per year)	700,000	700,000	700,000
Grant Program (annual)	1,680,000	652,500	652,500
Out of Cycle	126,000	21,750	21,750
Flex Fund			
<b>Funding per fiscal year</b>	<b>2,506,000</b>	<b>1,374,250</b>	<b>1,374,250</b>

# 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	1,408,400
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
<b>TOTAL REVENUE</b>	<b>12,000,000</b>	<b>9,566,259</b>	<b>8,296,530</b>
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: Membership Activities,Business Advocacy, Economic/Workforce Development	400,000	414,000	415,000
<b>TOTAL EXPENDITURES BEFORE INVEST FUNDING</b>	<b>6,594,308</b>	<b>6,783,609</b>	<b>6,910,653</b>
Community Investment funding	2,506,000	1,374,250	1,374,250
<b>TOTAL EXPENDITURES</b>	<b>9,100,308</b>	<b>8,157,859</b>	<b>8,284,903</b>
<b>NET RESULTS</b>	<b>2,899,692</b>	<b>1,408,400</b>	<b>11,627</b>



# Three Year Forecast per MDP

## Potential allocation per MDP

FY 23/24	current year				
	beg bal	results	available funds	Grants	end bal
Marketing/Promo/Events	2,439,230	(865,505)	1,573,725	70,000	1,503,725
Visitor Services	405,108	(122,967)	282,141	20,000	262,141
Business Advocacy	132,205	104,632	236,837	150,000	86,837
Zone 1	1,307,952	536,117	1,844,069	1,555,537	288,532
Econ Dev/Trans/Other	591,341	210,551	801,892	580,463	221,429
Sustainability	196,883	102,964	299,847	130,000	169,847
Admin	238,700	(238,700)	-		
Contingency/Reserve	242,381	124,800	367,181		367,181
	<b>5,553,800</b>	<b>(148,108)</b>	<b>5,405,692</b>	<b>2,506,000</b>	<b>2,899,692</b>
FY 24/25	current year				
	beg bal	results	available funds	Grants	end bal
Marketing/Promo/Events	1,503,725	(731,156)	772,569	70,000	702,569
Visitor Services	262,141	(114,080)	148,061	20,000	128,061
Business Advocacy	86,837	97,562	184,399	184,399	-
Zone 1	288,532	250,800	539,332	457,912	81,420
Econ Dev/Trans/Other	221,429	206,058	427,487	427,487	-
Sustainability	169,847	44,605	214,452	214,452	-
Admin					
Contingency/Reserve	367,181	129,168	496,349		496,349
	<b>2,899,692</b>	<b>(117,043)</b>	<b>2,782,649</b>	<b>1,374,250</b>	<b>1,408,399</b>
FY 25/26	current year				
	beg bal	results	available funds	Grants	end bal
Marketing/Promo/Events	702,569	(674,077)	28,492	28,492	-
Visitor Services	128,061	(115,745)	12,316	12,316	-
Business Advocacy	-	103,076	103,076	103,076	-
Zone 1	81,420	268,916	350,336	350,336	-
Econ Dev/Trans/Other	-	212,362	212,362	212,362	-
Sustainability	-	49,385	49,385	49,385	-
Admin					
Contingency/Reserve	496,349	133,560	629,909	618,283	11,626
	<b>1,408,399</b>	<b>(22,523)</b>	<b>1,385,876</b>	<b>1,374,250</b>	<b>11,626</b>