



PO Box 1023, Kings Beach, CA 96143 | 530.546.9000 | NorthTahoeBusiness.org

Member Handbook

(Non-Profit, Artist, & Community Supporter)

NTBA STAFF

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Please use info@northtahoebusiness.org to email all NTBA staff members

Updated 2/1/23 – subject to change without notice

NTBA Fast Facts & Ways to Get Involved

NTBA Mission

The North Tahoe Business Association improves economic vitality and quality of life in the communities of North Lake Tahoe.

NTBA Purpose

- To support businesses through communications, marketing, resources and business training.
- To market NTBA's District as a vibrant and unique sense of place.

Four Point Main Street Approach – *It takes a Village!*

****More info at www.preservationnation.org/main-street**

- 1) Economic & Community Vitality
- 2) Events, Promotions and Marketing
- 3) Community Design
- 4) Administrative / Organizational Capacity

NTBA 2022 Vision

The NTBA district is a vibrant lakeside community where businesses thrive, visitors are welcome, and diversity and community are cherished.

NTBA History

- Founded in 1979 as an all-volunteer organization
- Annual contract with Placer County to implement the Main Street Approach in NTBA's District since 2004

NTBA by the Numbers

- 14-member volunteer Board of Directors ~225 Members
- 3 Paid Staff Members ~100 Volunteers
- Many partners and event sponsors

16 Annual Community Events

- Kings Beach Snowfest Parade, annually the second Saturday in March
- Community Clean Up Days, annually the first Saturday in June and the last Saturday in September
- Music on the Beach, annually 11 concerts on Friday evenings in the summer
- Lights in the Sky Drone Show, following the final Music on the Beach concert
- Passport to Dining, annually the first Thursday in November

Top 9 Ways to Get Involved with NTBA

- 1) Become a Member (3 Business Levels + Non-Profit, Artist, and Community Supporter levels)
- 2) Volunteer on one of three Main Street Committees
- 3) Volunteer on Event Committees
- 4) Volunteer at event(s)
- 5) Serve on Board of Directors
- 6) Attend, support and spread the word about NTBA events
- 7) Donate to NTBA events and promotions
- 8) Sign up for e-Newsletter
- 9) Like and engage with us on Facebook and Instagram (Music on the Beach has a Facebook page too!)

NTBA COMMITTEES

Community and business members are needed to assist with fulfilling NTBA's mission and executing the wide variety and quantity of services NTBA provides to members and to the community as a whole. In order for NTBA to improve economic vitality and quality of life in North Lake Tahoe, volunteer involvement is vital. Committee members are expected to attend meetings and take on tasks outside of meetings and event committee members are expected to help at the event as well.

<p style="text-align: center;">Main Street Committee Economic & Community Vitality</p> <p><u>Purpose:</u></p> <ul style="list-style-type: none"> • Advocate for business sustainability, expansion, recruitment, start-ups and infrastructure • Communicate: serve business community as an information provider • Support & Connect businesses with each other and information to strengthen community <p><u>Goals:</u></p> <ul style="list-style-type: none"> • Business Development & Advocacy • Communicate, advocate and increase overall engagement • Support and connect the businesses, members, community and visitors <p style="text-align: center;">Meets Monthly, 1st Monday, 3:30pm</p>	<p style="text-align: center;">Main Street Committee Promotions & Marketing</p> <p><u>Purpose:</u></p> <ul style="list-style-type: none"> • Attract visitors and residents to District to improve economic vitality • Build awareness of NTBA-produced events • Promote attributes with marketing • Publicize and engage people in positive ways on local issues impacting economic/social well-being <p><u>Goals:</u></p> <ul style="list-style-type: none"> • Implement strategic marketing plan and programs • Produce and partner on a unique and fun lineup of events and promotions to attract people to the district • Partner on promotions and marketing to build awareness and draw visitors <p style="text-align: center;">Meeting schedule varies</p>
<p style="text-align: center;">Main Street Committee Community Design</p> <p><u>Purpose:</u></p> <ul style="list-style-type: none"> • Improve and visually enhance the District from an aesthetic and cleanliness perspective • Build on the good work already accomplished in Commercial Core Improvement Project <p><u>Goals:</u></p> <ul style="list-style-type: none"> • Improve aesthetics through beautification efforts, projects, and programs that enhance economic and social well-being • Make the District easy to navigate <p style="text-align: center;">Meets Monthly, 4th Wednesday, 8:00am</p>	<p style="text-align: center;">Other Committees</p> <ul style="list-style-type: none"> • Membership Committee • Music on the Beach Event Committee • Passport to Dining Event Committee <p style="text-align: center;">Meeting schedule varies</p>

*Meeting locations may vary. Meeting dates & times are subject to change. Committees do not meet in July.
 If you are planning to attend a committee meeting for the first time, please notify NTBA staff prior to the meeting

NTBA 2022 Strategic Plan Summary

adopted December 2020

Vision

The NTBA district is a vibrant lakeside community where businesses thrive, visitors are welcome, and diversity and community are cherished.

Focus Area “A” – Economic & Community Vitality

Goal 1:

Improve year-round business sustainability and supportive business infrastructure in the district

Goal 2:

Increase local knowledge and positive engagement in community and economic vitality issues and solutions

Goal 3:

Increase business and community connections

Focus Area “B” – Events, Promotions, & Marketing

Goal 1:

Increase awareness of the region by implementing Strategic Marketing Plan and partnering on strategic communications and awareness building

Goal 2:

Increase the number and enhance the quality of fun and unique events and promotions that attract people to District

Focus Area “C” – Community Design

Goal 1:

Improve the aesthetic appeal of the District through beautification projects and programs

Goal 2:

Improve district, walkability, transportation, and navigation

Focus Area “D” – Organizational Capacity & Administration

Goal 1:

Strengthen the operational effectiveness of the NTBA today and into the future

Goal 2:

Increase membership, number of volunteers, and organizational partners

Goal 3:

Improve and strengthen financial foundation of NTBA while minimizing investment risk

NTBA Members by Industry

ARTIST

Anderson Cards Company
 Chillipepper's Paintings
 Kings Beach Art Tour
 Stirling Studios

BUSINESS & HOME SERVICES

Abel's Landscape & Maintenance
 Abode Box
 Alpen Lily Web Studio
 Arbor Solutions Tree Care (Premier)
 California Tile & Stone (Premier)
 Caravelli Painting, Inc.
 Chango Presents (Premier)
 Duggan & Duggan
 Fiberglass Specialties (Premier)
 Glen Price Group
 Gonsalves & Co.
 Hennessy Heating & Air (Premier)
 Herrera's Blue Lake Cleaning (Premier)
 Incline Village General Improvement District
 Kelly Brothers Painting Inc. (Premier)
 Ketshop, Inc.
 Kings Beach Car Wash
 Liberty (Premier)
 Lost Sauna Co (Premier)
 North Tahoe Public Utility District (Elite)
 Placer County (Elite)
 Pomin's Tahoe Hot Tubs
 Print Art/Sierra Mail (Elite)
 Rainbow Printing & Office Supply
 Reliable Services
 Sierra Boat Company
 Summit Glass Company
 Sustainable Community Advocates
 Tahoe City Marina
 Tahoe Sierra Transportation
 Tahoe Tech Group (Elite)
 Tahoe Truckee Sierra Disposal (Premier)
 Truckee Tahoe Airport District

CONSTRUCTION & DEVELOPMENT

39° North (Premier)
 Auerbach Engineering (Premier)
 Bervid Custom Building, Inc.
 Blue Basin Engineering
 Elise Fett & Associates (Premier)
 J. R. Krauss LTD
 JK Architecture Engineering (Premier)
 KB Lodge North Lake Tahoe (Premier)
 Mountain Man Custom Homes LLC (Elite)
 Ogilvy Consulting
 Orlando Enterprises Tahoe
 PR Design & Engineering (Premier)
 Revitalize Tahoe Biltmore (Elite)
 Shoberg Design
 Tahoe Land Planning
 Tahoe Regional Planning Agcy. (Premier)
 TAPCO Construction
 Taylor Builders (Premier)

EDUCATION

Tahoe Truckee Unified School District
 University of Nevada, Reno at Lake Tahoe

FINANCE, INSURANCE & REAL ESTATE

Alex Min, Sierra Sotheby's International Realty
 Bank of the West (Premier)
 Bruening Associates Real Estate (Premier)
 Coldwell Banker Select (Premier)
 Dave Westall, Sierra Sotheby's
 ERC Specialists
 Fidelity National Title Company (Premier)
 Frank Mooney, CPA (Premier)
 Frushon Accounting & Business Services
 Heffernan Insurance Brokers
 LoveLiveTahoe (Premier)
 Ludmila CPA
 McClintock Accountancy Corporation
 Peyton Real Estate
 Plumas Bank (Premier)
 Tahoe Legacy Homes
 Tahoe Prime | Berkshire Hathaway HomeServices

FOOD & BEVERAGE

Alibi Ale Works (Premier)
 Bear Belly Brewing Company
 Brimm's, A Catering Co.
 Cable Car Ice Cream
 Caliente (Premier)
 California Gold Kettle Corn
 CB's Bistro
 D'Lish Catering & Burrito Window
 Fat Cat Bar & Grill (Premier)
 Gar Woods Grill & Pier (Premier)
 Golden Brands
 Jason's Beachside Grille
 La Mexicana Meat Market & Taqueria
 Lanza's Restaurant
 Las Panchitas (Premier)
 Little Truckee Ice Creamery
 MOGROG Rotisserie
 Pep's Place (Premier)
 Produce Plus (Premier)
 Safeway (Premier)
 Spindleshanks American Bistro
 Susie Scoops Ice Cream & Frozen Yogurt (Premier)
 Tacos Herrera
 Tahoe Central Market (Premier)
 Tahoe Fuller's
 The Grid Bar & Grill (Premier)
 The Soule Domain
 Truckee River Winery (Premier)
 Whitecaps Pizza

SHOPPING

Chickadee Art Collective
 Gallery Keoki (Premier)
 Lake Tahoe Photo Gallery (Premier)
 Lake Tahoe Specialty Stove & Fireplace
 Lucky 7 Tattoo & Piercing
 Tahoe Backyard (Premier)
 Tahoe Dave's Skis & Boards (Elite)
 Tahoe Paddle & Oar (Premier)
 Tahoe Vista Sports (Premier)
 The Robin's Nest
 Village Toys (Premier)

HEALTH, WELLNESS & BEAUTY

Fifth Element Healing Center (Premier)
 Lake Tahoe Wellness Center (Premier)
 Reiki Tahoe (Premier)
 Tahoe Core Pilates
 Tahoe Flow Arts & Fitness (Premier)
 Tahoe Forest Health System
 Well Being

COMMUNITY SUPPORTERS

Barbara Mertz
 Bob McCormick
 Carolyn Pretzer
 Cathy Strand
 Dick & Niletta Morton
 Emilio Vaca
 Eric Lannes
 Jessica VanPernis Weaver
 Karen Van Epps
 Kim Vail & Scott Meyer
 Maggie Steakley
 Sarah Coolidge
 Todd & Linda Willard

LODGING & HOUSING

Agate Bay Realty (Premier)
 Brockway Springs of Tahoe POA
 Cedar Glen Lodge
 Crown Motel & Family Resort (Elite)
 Firelite Lodge
 Franciscan Lakeside Lodge
 Incline Village Timeshares
 Mourelatos Lakeshore Resort (Elite)
 One Nest Property Management | Tahoe
 Red Wolf Lakeside Lodge (Elite)
 Reflection Inn at Kings Beach LLC
 Rustic Cottage Resorts
 Natural Retreats
 Tahoe Moon Properties
 Tahoe Sands Resort (Premier)
 Tahoe Vistana Inn (Premier)
 Tonopalo PRC (Premier)
 Vacasa

MARKETING & MEDIA

101.5 FM-Truckee Tahoe Radio (Premier)
 East River Public Relations
 Moonshine Ink (Premier)
 Reno News & Review
 Reno Tahoe Promotions
 Tahoe Quarterly (Elite)
 Tahoe Weekly (Premier)
 Tahoe.com
 Tahoeotopia.com
 LT Marketing
 Wend (Elite)

NIGHTLIFE

Crystal Bay Casino

Members as of February 1, 2023
224

NON-PROFIT

Arts For The Schools
 Barracuda Championship
 Boys & Girls Club of North Lake Tahoe
 Clean Tahoe
 Contractors Association of TT
 Community House of TTCF
 Diamond Peak Ski Education Foundation
 Drink Tahoe Tap
 Friends of Kings Beach Library
 Humane Society of Truckee-Tahoe
 Incline Village Crystal Bay Association
 Kiwanis Club of North Lake Tahoe
 Lake Tahoe United Methodist Church & Retreat Center
 League to Save Lake Tahoe
 Mountain Area Preservation
 North Lake Tahoe Historical Society
 North Lake Tahoe-Truckee Leadership Program
 North Tahoe Arts
 North Tahoe Community Alliance (Elite)
 Pet Network Humane Society
 Rotary Club of Tahoe City
 Sierra Business Council
 Sierra Community House
 Sierra Senior Services
 Sierra State Parks Foundation
 Snowfest
 SOS Outreach
 Ta-Hoe Nalu
 Tahoe City Downtown Association
 Tahoe Food Hub
 Tahoe Fund
 Tahoe Prosperity Center
 Tahoe Rim Riders 4H Club
 Tahoe Rim Trail Association
 Tahoe Training Partners
 Excellence in Education Foundation
 Tahoe Truckee School of Music
 Trails and Vistas
 Truckee NT Transportation Mgmt Assoc.
 TOCCATA
 Truckee Donner Chamber of Comm.
 Truckee Tahoe Community Chorus
 U.S. Marine Corps Toys for Tots

PUBLIC SECTOR

Assemblywoman Megan Dahle
 California Tahoe Conservancy

RECREATION

Adrift Tahoe (Premier)
 Big Blue Adventure
 Kings Beach Miniature Golf (Premier)
 Mt. Rose - Ski Tahoe
 North Lake Tahoe Boat Rental (Premier)
 North Tahoe Marina (Premier)
 North Tahoe Watersports (Premier)
 Northstar California Resort (Premier)
 Old Brockway Golf Course (Elite)
 Sugar Bowl / Royal Gorge
 Tahoe Adventure Company
 Tahoe Family Adventures
 Tahoe Lake Love (Premier)
 Truckee River Rafting
 Watermans Landing



Mission: To improve economic vitality and quality of life in the communities of North Lake Tahoe.

Non-Profit, Artist, & Community Supporter Membership Benefits

In addition to the following direct benefits NTBA membership provides, annual membership dues also support the good work that NTBA is doing that positively impact "the greater good" and benefit all businesses and the entire North Lake Tahoe community.

NON-PROFIT (\$100/annual dues) & Artist (\$75/annual dues)

14 direct benefits

- **Business Directory Listing** – up to 60-word description, logo, contact info, and URL link
- **Facebook Post** (*upon joining*) - including write-up, photo or logo and URL link (3,000~ likes)
- **e-Newsletter Listing** (*upon joining & renewal*) - business listed (4,800~ subscribers, clickthru tracked)
- **Online Announcement** - (*upon joining*) listing with URL link (4,700~ avg. monthly visits, clickthru tracked)
- **e-Newsletter Article** – (*provided by member*) up to one annually
- **Event Calendar Listing(s)** – (*provided by member*) unlimited submissions
- **Online News Post(s)** – (*provided by member*) unlimited submissions: news, activities, events, deals & tips
- **Job Listings with Link** – (*provided by member*) unlimited submissions
- **Online Member Portal** – access to resources and news including local and regional topics & opportunities
- **Local Advertising Discounts** – radio, print and online
- **Expanded Marketing Benefits for a fee** - email broadcast(s) to NTBA database(s), event banner advertising on Kings Beach streetlights, material distribution/presence at NTBA events, and sponsorship of NTBA event(s)
- **NTBA Marketing Assets & Content** – repurpose for your benefit
- **Board of Directors & Committees** – opportunity to serve
- **Networking** – leverage NTBA member network by doing business with and referring each other

COMMUNITY SUPPORTER - for individuals

\$50/annual dues

- **e-Newsletter Listing** – (*upon joining & renewal*) individual's name listed
- **e-Newsletter Subscription** – access to valuable information
- **Online Member Portal** – access to resources and news including local and regional topics & opportunities
- **Recognition** – seen as community involved and supportive



Membership Dollars at Work “Greater Good” Benefits & Impacts

Events, Marketing & Promotions

- **16 Annual Community Events**
- Maintain **online calendar of events** to draw visitors, market the district and attract customers into businesses
- Manage and grow traffic to “**Visit North Lake Tahoe” Website & Online Business Directory** to promote district and members
- Distribute effective **e-Newsletters** to visitors/residents (database of 4,800 with 30.5% average open rate) drawing visitors and marketing the district and members and maintain Member web portal providing business support and relevant topics/issues
- **Increased marketing through Facebook and Instagram** to keep district and members top of mind
- **Participate in Business Association Chamber Collaborative** focused on in-market marketing and to encourage shopping and thinking locally

Economic & Community Vitality

Business & Community Revitalization Business Support, Networking, Communications, Training

- Helped with the education and petition drive for the **Tourism Business Improvement District (TBID)**. *The TBID was adopted and implemented July 1, 2021.*
- Conducted outreach and provided input into **Kings Beach State Recreation Area General Plan Update & Pier Project** planning process, 2016-2018
- Conducted outreach and engaged in **North Tahoe Event Center public/private partnership**, 2016-2017
- Positively influenced **Tahoe Basin Area Plans for town center development**, 2016
- Co-produce **Small Business Seminars** (typically 3 annually) to provide business owners with relevant training at no/little cost, *since 2012*
- Created and executed **KBCCIP Open for Business Marketing Campaigns** and effectively communicated positive marketing messages and helped businesses during construction, 2013-2016

Design

Aesthetics and Cleanliness

- Developed an **Annual Lighting Program** for our Kings Beach Commercial Core which included the year-round lighting of our Streetlight poles, as well as the creation and execution of **Holiday Lighting Contest**. *Both programs developed and adopted November 2021.*
- **Roofline Lighting** installed on commercial buildings in downtown Kings Beach, 2017-19
- Established **North Tahoe Clean Team** to reduce the amount of litter throughout Kings Beach, 2018 and ongoing
- **Main Street Litter Free Program**, 2018 and ongoing
- **Kings Beach Art Walk**, 2016
- Kings Beach **Streetlight Banners** – creation of banners and administer 3rd party banner program, *since 2015*
- Incubated **Tahoe Public Art** with the goal of bringing public art to each of the Kings Beach roundabouts and more, *since 2012*
- **Organize annual clean-up efforts**, *since ~1996*

Other

- Developed and adopted **Advocacy Policy**, 2017
- Created and executing **2022 Strategic Plan**, 2016-2020.
- Partner to produce the **North Tahoe & Truckee Leadership Program**, *graduated over 400 since 2004*



NTBA Website, e-Newsletter & Social Media Statistics

“Visit North Lake Tahoe” Website

- 49,704 total sessions per year / 4,142 average visits per month
 - 70,371 total pageviews per year / 5,864 per month
- 5,594 Online Business Directory average views per year / 466 per month
 - 5,125 Event Calendar visits per year / 427 per month

Tri-Weekly e-Newsletter

- 4,767 Database including members, visitors, residents, and 2nd/3rd homeowners
 - 29.55% Average Open Rate | industry average 25.2%
 - 3.37% Average Click Through Rate | industry average 2.66%

Facebook

- 3,000+ followers of North Tahoe Business Association Page
- 3,700+ followers of Music on the Beach (Kings Beach) Page

Instagram

- 1,897 followers of @VisitNorthTahoe
- 689 followers of @musiconthebeachKB

Updated December 2021

Expanded Marketing Benefits for a Fee

Email Broadcast(s) to NTBA Database(s)

Database Description	Database Size	Single Cost	Non-Profit & Artist Single Cost	3-Pack Cost*
Members Only	~300	\$70	\$50	\$180 \$60/email
*Main Database	~4,800	\$100	\$75	\$285 \$95/email
Customized List	TBD	\$80	\$60	\$225 \$75/email

*All 3 broadcasts must be scheduled & paid upfront within 12 months. Best value, 1.5 cents per email.
[Click here](#) for reservation & content submission instructions.

Sponsor NTBA-Produced Event(s)

Event	Level 1	Level 2	Level 3
Kings Beach Snowfest Parade	\$150	\$300	\$500
Clean Up Days	\$250	\$500	N/A
Lights in the Sky Drone Show	\$150	\$300	\$500 + more
Music on the Beach	\$500 (co-sponsor)	\$700 (sole)	\$1,600
Passport to Dining	\$500	N/A	N/A

Click [Event Sponsorship Opportunities](#) for benefits associated with each level

Market Your Business at NTBA-Produced Event(s)

Contact NTBA staff for more information and to reserve a minimum 45 days prior to event

Kings Beach Snowfest Parade	Elite	Premier	Basic/NP/Artist
Distribution of business materials / promo items at announcing area	Free	\$25	\$40

Takes place annually, typically the second Saturday in March. Estimated Attendance 1,000

Clean Up Days	Elite	Premier	Basic/NP/Artist
10x10 tent (provided and staffed by member)	Free	\$40	\$60
Distribution of business materials/promo items	Free	Free	\$25

Takes place annually, the first Saturday in June & last Saturday in Sept. Estimated volunteers 125

Music on the Beach – 1 concert	Elite	Premier	Basic/NP/Artist
10x10 tent (provided and staffed by member) adjacent to stage	\$100	\$125	\$150
Distribution of business materials	Free	\$40	\$60

Takes place annually, most Fridays in summer.

Estimated Attendance 1,000 per concert. Limited availability. No sales or sampling allowed.

Expanded Marketing Benefits for a Fee (cont.)

Advertise Your Event(s) on KB Streetlight Banners

	Cost
Members	\$35 per banner
Non-Members	\$45 per banner

Click for [Kings Beach Streetlight Banner Information and Application](#)

How to Maximize Your Membership

The more you engage, the more value you'll receive!

Engage with NTBA

Show Others that You are Community Involved & Supportive

1. Proudly display your NTBA member decal at your business, in your car window, or on your laptop
2. Add NTBA (and NTBA logo) to your website partner/sponsor page and link to www.NorthTahoeBusiness.org

NEW Online Member Portal

1. Visit [Member Portal](#) to access member resources, free or low-cost trainings, sponsorship opportunities, important local and regional topics, meetings and workshops that have the potential to impact you, your business and your community
2. Updates will be made weekly so check back often

Email

1. Read what is sent to you by NTBA staff members: Alyssa, Kerry, and Chloe, and respond in a timely fashion
2. If you are not receiving emails or e-Newsletters at least once per month, check your spam and other filters and ask your IT professional for assistance. Notify NTBA staff if you continue to not receive emails from us
3. Share and submit your ideas, concerns and ask questions
4. Complete online surveys in a timely fashion so your opinion is counted and your point of view is heard

e-Newsletter

1. Read NTBA e-Newsletter for the latest on what's happening and what we have been up to lately
2. If you're in a tourism-related industry, request and/or repurpose NTBA e-News content through your marketing channels and to your audience

Social Media

1. "Like" North Tahoe Business Association and Music on the Beach Facebook pages
2. Follow @NTBA.NorthTahoe on Instagram
 - a. Use #KBTahoe hashtag in your social media posts; other hashtags available upon request
 - b. Download [Repost APP](#) to repost Instagram images
3. "Like", comment and share NTBA content in addition to other members' social media content

Attend Events

- Kings Beach Snowfest Parade, typically the second Saturday in March
- Community Clean Up Days, first Saturday in June and last Saturday in September
- Music on the Beach, 11 concerts, Friday evenings in the summer
- Lights in the Sky Drone Show, following the final Music on the Beach concert
- Passport to Dining fundraiser, second Thursday in November
- Annual Membership Event, typically in May
- Member events announced in NTBA e-Newsletters

Attend Board of Directors & Main Street Committee Meetings

1. Visit [Online Calendar](#) for Board Meeting dates
2. Notify NTBA staff in advance if you plan to attend
3. Read [board meeting minutes online](#) to stay informed
4. Share and submit your ideas, concerns and ask questions
5. Consider volunteering as a director or committee member and notify staff

Submit Your Business Content for Distribution

Submit your events for promotion through NTBA's online event calendar, social media pages, event blog, and e-Newsletter

Email the following to info@northtahoebusiness.org with as much notice as possible, minimum 10 business days prior to the event:

- Event name, date, time, location and 1-2 sentence description, call to action, and photo and/or logo if you have one

Submit your content for promotion on NTBA website, social media pages, and e-Newsletter

Content types: news, events, activities, deals, insider tips, business tips, important community topics, job openings

Email to info@northtahoebusiness.org 150-words including who, what, when, where and why and submit with as much lead-time as possible - minimum of 10 business days

Leverage Member Network

Refer, shop and do business locally – support and connect with each other

When looking for a product or service:

- Use one-page [Members by Industry](#)
- Use online [Business Directory](#)
- Ask NTBA staff and other members for referral(s)

When you connect with another member:

- Mention that you are a NTBA member and explain your business so that'll refer you
- Explain that NTBA or a NTBA member referred you
- If you're satisfied with a members' product(s)/service(s) - refer them!

Network at NTBA events (advertised in e-Newsletters):

- When you arrive, ask for a member sticker & wear it so you're identifiable to other members
- Engage and network with other members

Request NTBA staff to introduce you and your business to member(s) of your choice

Take Advantage of Local Advertising Discounts

Media Outlets - 101.5FM Truckee Tahoe Radio, Moonshine Ink, Tahoe.com, Tahoe Quarterly, and Tahoe Weekly ([Click here](#) for offers and contact information)

Expanded Marketing Benefits for a Fee

Space is limited and on a first-come, first-served basis and requires NTBA staff approval.
([Click here](#) for opportunities, cost and instructions.)