

TACOMA CHAPTER NATIONAL RAILWAY HISTORICAL SOCIETY

(A Washington Nonprofit Corporation)

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Board of Directors
National Railway Historical Society
100 No 20th Street, Suite 400
Philadelphia PA 19103

October 18, 2012

Final Report – Cascade Rails 2011 – NRHS Convention – Tacoma, Washington

Tacoma Chapter NRHS hosted the 2011 National Convention of NRHS at Tacoma, Washington, June 20 – 26, 2011, named “Cascade Rails 2011.”

All excursion trains, rail and bus tours, seminars, a dinner cruise, and a banquet, over seven days of convention activity were operated as scheduled.

A total of 710 persons registered for at least one event.

The accounting is now complete, with all expected revenues now received, and all known bills, expenses, fees, and taxes now paid. A contractual portion of convention net proceeds has been remitted to NRHS as outlined below.

Gross revenue from ticket and event sales, after deducting necessary ticket refunds and related minor adjustments as compassionate accommodation to those whose plans unavoidably changed, totaled \$409,228.00.

Gross expenses, adjusted for certain refunds of prepaid expenses, totaled \$360,148.00.

Net proceeds from convention operations totaled \$49,080.00.

Of this amount, our agreement with NRHS provided for dividing the first \$10,000 of net proceeds, if any, equally between NRHS and Tacoma Chapter. This first \$5,000 payment was remitted to NRHS in November 2011.

Of the remaining \$ 39,080.00 in net proceeds, our agreement provided for 20% (\$7,816.00), to be remitted to NRHS after all expenses were paid and the balance of 80% to be retained by Tacoma Chapter NRHS as convention host. Of this amount, a second payment of \$5,000.00 was made to NRHS in April 2012, and the balance of \$2,816.00 will be remitted to NRHS by October 31, 2012.

October 18, 2012 – Page 2.

We wish to express our deep appreciation for the long hours and capable technical assistance provided by Dennis Springer and others at Fernley & Fernley as together we implemented the successful first-ever electronic registration and ticket-ordering process for an NRHS convention.

Excellent cooperation and support received from our many event vendors and facility hosts was essential to our successful operation. These included Amtrak, Argosy Cruises, BNSF Railway, California Zephyr Railcar, Friends of 4449, Mt. Rainier Scenic Railroad, Northwest Railway Museum, Sound Transit, Tacoma Rail, Washington State History Museum, and our convention base - the Hotel Murano.

Our convention was truly a team effort that could not have been accomplished without the dedicated participation of more than 50 members of Pacific Northwest, Columbia River, Inland Empire, Yaquina Pacific, and Tacoma Chapters of NRHS.

Finally, we wish to acknowledge the essential support and seasoned guidance of former NRHS National Convention Committee chairman Carl Jensen and his capable convention committee members, including Edward Graham, John Goodman, Mia Mather, and our dear friend, the late Joseph Williams. Mr. Williams carefully counseled our convention staff on many diverse matters as our quietly competent and very effective NRHS Assistant General Counsel.

Our thanks go to NRHS for the opportunity to host the Cascade Rails 2011 Convention.

Edward M. Berntsen
President, Tacoma Chapter NRHS, and
General Manager, Cascade Rails 2011.

Ridership and Room Nites

CASCADE RAILS 2011 FINAL REPORT

EVENT PARTICIPATION AND HOTEL ROOM NIGHTS

EVENT PARTICIPATION					
Event Number	Event Name	Region & On-Line Sales	Convention Sales	Convention Refunds	Total For Event
2010	Chelahis Train	228	3	3	228
2110	AMTRAK to Vancouver	219	4	1	222
2120-2122	4449 to Tacoma	269	2	3	268
2130	Foss Reception	162	11	3	170
2210	Northwest Rail Museum	173	3	1	175
2220	Traction Tour	114	1	1	114
2230	Paradise Lodge Lunch	46			46
2240	Argosy Dinner Cruise	217	15	2	230
2310	Mt. Ranier Scenic	362	8	2	368
2350	Winery Tasting	29			29
2390	Night Photo Shoot	47			47
2490-2492	Banquet	363	14		377
2510-2512	4449 to Stampede Pass	527	10	11	526
2610-2612	4449 to Portland	172	26	16	182
2620	AMTRAK to Tacoma	96	2	6	92

HOTEL MURANO ROOM NIGHTS		1,498
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Date	Day of the Week	Number of Rooms Sold
6/16/2011	Thursday	1
6/17/2011	Friday	1
6/18/2011	Saturday	30
6/19/2011	Sunday	102
6/20/2011	Monday	156
6/21/2011	Tuesday	207
6/22/2011	Wednesday	230
6/23/2011	Thursday	237
6/24/2011	Friday	244
6/25/2011	Saturday	217
6/26/2011	Sunday	65
6/27/2011	Monday	5
6/28/2011	Tuesday	3
Total		1498

INCOME

2011 Convention Revenues

Category	Amount	Totals
Ticket Sales		
Sales through Fernley	\$399,183	
Ticket sales at convention	\$8,874	
Total =	<u>\$408,057</u>	<u>\$408,057</u>
 Ticket Refunds	 -\$15,672	 -\$15,672
Adjusted Ticket Sales Total =		\$392,385
 Miscellaneous Sales		
Hat and shirts sales	\$2,897	
Interest on savings	\$196	
Advanced mailing fees	\$13,750	
Miscellaneous Total	<u>\$16,843</u>	<u>\$16,843</u>
 Total Sales Revenue		 \$409,228
 Total Convention Expenses		 \$360,147
	 Gross Profit =	 \$49,081
 Split of the First \$10,000		
National NRHS	\$5,000	
Tacoma Chapter	\$5,000	
	<u>\$10,000</u>	<u>\$10,000</u>
Net Profit =		\$39,081
 Final Convention Settlement		
 Net Profit from Convention		 \$39,081
 20% of Net Profit Due to National NRHS	 \$7,816	 \$7,816
 Check paid to National NRHS in Nov 2011	 \$5,000	
 Second Check paid to National NRHS 11/25/12	 \$2,816	
 Final Convention Balance for Tacoma Chapter		 \$31,265

INCOME

Other income			
Category		Amount	
PNWC loan		\$4,000	
Invoice for hotel use by national		\$1,505	
	Subtotal =	\$5,505	
Repayment of PNWC loan		-\$4,000	
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	Other Income Adjusted Total =	\$1,505	\$1,505

EXPENSES

GENERAL CONVENTION EXPENSES

Category	Expense
Check to Friends of SP4449 for fuel	\$20,115
Aaberg Rentals	\$191
All Purpose Storage	\$218
AMTRAK special trains and car rental	\$80,470
Amtrak tickets (including non convention events)	\$6,049
Argosy Cruise	\$18,648
Bartending by Mallard	\$200
California Zephyr Railcar Charters	\$23,113
Cell phone	\$189
Centralia and Chehalis Railroad	\$10,252
City and state taxes paid	\$720
City of Tacoma for event 2390	\$500
City of Tacoma for parking train set	\$2,875
City of Tacoma garbage	\$233
City of Tacoma hydrant fee	\$228
City of Tacoma water deposit fee	\$1,000
City of Tacoma water usage	\$235
Clark Nuber accounting	\$4,000
Crew hotels (Extended Stay and Best Western)	\$6,519
Day Wireless	\$410
Durham School Buses	\$1,439
Amtrak Fees for parking train set in Portland	\$2,430
Fernley services fee	\$5,458
Flohawks septic on train	\$1,152
Foss Waterway Seaport	\$500
Gray Lines of Seattle	\$10,952
High Iron Dome car rental	\$33,677
Hotel Murano- banquet, AV and room set up	\$24,339
Ingallia's food service	\$5,471
Insurance	\$20,403
JB Graphics Ticket printing	\$316
Mt. Rainier Scenic RR	\$17,410
Northwest Railroad Museum	\$6,005

EXPENSES

NRHS Bulletin issue insert	\$549
O Sheas Catering	\$10,962
Office Supplies	\$2,167
PNWC NRHS loan interest	\$274
Port a pots MTH Septic	\$415
Postage	\$727
Buel's Printing -booklets	\$2,395
Buel's Printing of trip guides	\$1,830
Promotion of events for convention (three shows)	\$169
Rails to Paradise books	\$435
Rainier Designs (Hats and Shirts)	\$3,428
Check to Friends of SP 4449- Engine rental	\$15,000
Food- Safeway-Starbucks	\$207
Seattle tours bus trips- winery/ Mt Rainier	\$6,525
Sundance Designs pins and patches	\$2,405
Tacoma Rail (to Eatonville)	\$8,600
Traction tour	\$3,138
Travel for convention	\$8,298
Van rental	\$574
WA ST Hist. Museum	\$1,250
Water Buffalo-potable water for train set	\$715
Check to Friends of SP4449 for over payment of deadhead fees	\$1,616
Kristen's convention expenses	\$1,250
US Bank card fees	\$2,003
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Subtotal =	\$380,649
Refund from Friends for dome rental	-\$14,374
Refund from Friends of SP4449 for deadhead fees	-\$5,000
Refund from City of Tacoma	-\$1,128
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Total of Refunds =	-\$20,502
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Adjusted Total of Convention Expenses =	\$360,147