



# FINANCE COMMITTEE AGENDA

January 27th, 2021 at 9:00 a.m.

Remote Teleconference

100 N. Lake Blvd, Tahoe City, CA 96145

## FINANCE COMMITTEE

### NLTRA Board

Jim Phelan  
*Treasurer*

### Committee Members

David Brown  
CPA

Ramona Cruz  
Tahoe City Public  
Utility District

### Placer County Rep

Erin Casey

### NLTRA Staff

Jeff Hentz  
CEO

Bonnie Bavetta  
CFO

DeWitt Van Siclen  
Senior Accountant

Quorum  
2 Members with 1  
being a Board  
Member

### A. Call to Order – Establish Quorum

### B. Roll Call

### C. Public Forum

This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.

### D. Agenda Amendments & Approval [MOTION]

### E. Approval of Finance Committee Meeting Minutes:

- 01/06/2021 Meeting Minutes [MOTION] ..... Pg. 1

### F. Review and Approval of Preliminary Financials:

- Review Staff Report of Financial Performance .....Pg. 2
- NLTRA 12/31/20 Financials Review and Approval [MOTION].....Pg. 5
- NLTMC 12/31/2020 Financials Review .....Pg. 22

### G. Review and Approval of Q2 Reconciliations

- Review of Q2 Reconciliations at December 31, 2020
- Approval of Q2 Reconciliations [MOTION]

### H. Items for Committee Review, Discussion/or Recommendations

- COVID-19 Response Update
- TBID Update
- Membership Receivables Update

### I. Supplemental Information

- December 2020 Dashboard Report

### J. Approval of CEO Expenses December 2020:

- Approval of CEO Expenses NLTRA [MOTION].....Pg. 30

### K. Agenda Input for Next Finance Committee Meeting

### L. Next Meeting Date

### M. Committee Member Comments

### N. Adjourn



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## FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday January 6, 2021 at 3:30 P.M.

Via Teleconference

- A. Call to Order – Establish Quorum – Quorum established 3:31 pm (3)
- B. Roll Call:
  - Members via Phone: Jim Phelan – Board Member, David Brown, Ramona Cruz
  - Staff in Attendance via phone: Jeff Hentz, Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – None
- D. Agenda Amendments and Approval
  - **MOTION** to approve the agenda; David Brown/Ramona Cruz, Approved 3-0-0
- E. Approval of Finance Committee Meeting Minutes:
  - **MOTION** to approve November 24, 2020 Finance Committee meeting minutes; Ramona Cruz/David Brown, Approved 3-0-0
- F. Review and Approval of Preliminary Financials
  - Review Staff Report – November 30, 2020 financial results
  - Review of NLTRA November 30, 2020 financials
  - **MOTION** to approve November 30, 2020 Preliminary NLTRA Financials; David Brown/Ramona Cruz, Approved 3-0-0
  - Review of NLTMC November 30, 2020 financials
- G. Items for Committee Review, Discussion and/or Recommendations
  - Covid-19 Response Update given by Hentz
  - TBID Update given by Hentz
- H. Supplemental Information
  - Review of the November 2020 Dashboard report
- I. Approval of CEO Expenses for November 2020
  - **MOTION** to approve November 2020 CEO expenses NLTRA; Ramona Cruz/David Brown; Approved 3-0-0
- J. Agenda Input for Next Finance Committee Meeting
  - None
- K. Next Meeting Date
  - January 27, 2021 at 9:00 PM via Zoom
- L. Committee Member Comments
  - Suggested that committee members consider potential candidates to join the Finance Committee
- M. Adjourn 4:33 PM



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Date: 1/22/21

To: North Lake Tahoe Resort Association (NLTRA) Finance Committee

From: Bonnie Bavetta, CFO  
DeWitt Van Siclen, Sr. Accountant

RE: Report of Financial Results at December 31, 2020

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A summary of preliminary NLTRA financial results for December 31, 2020 follows:

- Cash balance on December 31, 2020 of \$1,462,000 was \$672,000 greater than prior year due primarily to reduced Accounts Receivables by \$25,000, reduced prepaid expenses of \$10,000, a net due to the County of Placer increase in the amount of approximately \$365,000, an increase in Deferred Revenue from the County of \$175,000, an increase to Payroll Liabilities of \$23,000, and an increase in equity of \$120,000 offset primarily by a decrease in Accounts Payable of \$24,000 and reduced Deferred Revenue – Marketing of \$37,000.
- Accounts Receivable (QB) balance of \$3,000 was down relative to last year by \$58,000, primarily due to fewer outstanding commissions owed to the NLTRA and MTS sponsorship invoices (\$37,000).
- The Accounts Receivable – TOT balance of \$297,000 reflected County TOT funding invoices for December. The balance at this date last year was \$302,000. Payment was received in January.
- Membership dues receivable totaled \$95,000; an increase of \$73,000 over prior year due to slow pay on membership dues invoices. The Allowance for Doubtful Accounts balance of \$25,000 was \$22,000 greater than prior year to cover potential uncollectible membership fees.
- Receivable from NLTMC of \$2,000 was lower than prior year by \$11,000 due to fewer expenditures as well as timely reimbursement from the NLTMC.
- Prepaid expenses of \$11,000 was lower than prior year by \$10,000 due primarily to January insurance premium being paid in January. Typically insurance premiums are paid the month prior.
- Accounts Payable of \$17,000 was \$25,000 lower than prior year due primarily to lower expenditures.
- Wages and related liabilities of \$134,000 were \$23,000 higher than prior year, a result of a combination of a shorter accrual period at month end, new incentive accrual for the CEO not paid at fiscal year-end, and increased PTO liability of staff, and fewer commissions owed to NLTRA reps.
- Accrued Expenses totaling \$15,000 were \$15,000 higher than last year. A reduction to the committed programs will result in these expenses being returned to the County of Placer at the end of this fiscal year.
- Deferred Revenue Marketing balance of \$37,000 was for Mountain Travel Symposium sponsorships being paid to NLTRA by local businesses to support the event. The event was later cancelled, and is not planned for this year. Any monies received for the event were refunded.
- Deferred Revenue-Member Dues of \$31,000 was up \$2,000 from last year.

- Deferred Revenue—County of \$525,000 reflected the 2020/21 prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the performance based invoicing on part of the County contract, and exceeded prior year by \$175,000. The prepayment anticipated a payment to Spartan in July in the amount of \$175,000. The event was cancelled and payment was not made.
- Due To/From County balance of \$385,000 was \$365,000 greater than prior year and represents the balance due to the County of Placer for unspent fiscal year 2019/20 TOT funding.
- YTD consolidated net income of \$298,000 at month end December reflected a \$97,000 increase from prior year positive results of \$200,000, and represented Membership's positive net results YTD of \$32,000, and \$267,000 net positive results from TOT funded departments.
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$983,000 was lower than budget by \$20,000.
  - Expenses, before overhead allocation, totaled \$624,000 and were \$107,000 below budget largely due to delayed marketing programs as a result of the pandemic.
  - Total net results before overhead allocation of \$360,000 were better than budget by \$89,000.
- Operating Results YTD – Conference
  - TOT revenue of \$193,000 was on budget.
  - Expenses of \$165,000 before allocated overhead were below budget by \$7,000.
  - Net results of \$28,000 before overhead allocation were positive to budget by \$7,000.
- Operating Results YTD – Visitor Center
  - Retail sales of \$59,000 were positive to budget by \$11,000. TOT revenue of \$227,000 was on budget.
  - Expenses before overhead allocation of \$159,000 were good to budget \$70,000 due to reduced staffing needs during the pandemic.
  - Net income of \$127,000 before overhead allocation was \$82,000 positive to budget.
- Operating Results YTD – TMPI
  - TOT revenue of \$93,000 was on budget.
  - Expenditures of \$45,000 before overhead were \$28,000 good to budget due to timing.
  - Net results of \$48,000 before overhead allocation were positive to budget \$28,000.
- Operating Results YTD – Membership
  - Membership dues revenue of \$69,000 was \$6,000 over budget, total other revenues of \$3,000 were nearly \$2,000 below budget.
  - Expenses of \$27,000 were \$27,000 below budget primarily due to reduced staffing.
  - Net income of \$44,000 before overhead allocations was positive to budget by \$31,000.
  - Net income of \$32,000 after overhead allocations was \$34,000 favorable to budget.
- Operating Results YTD – Administration
  - Total expenses of \$314,000 were \$74,000 below budget due primarily to staffing (\$22,000) and timing.
- Membership cash position as of December 31, 2020
  - Membership activities resulted in a net income \$31,655.
  - Deferred revenues of \$31,410 less receivables of \$96,130, plus the allowance for uncollectible receivable of \$24,987 resulted in the use of cash in the amount of \$39,733.
  - Tuesday Morning Breakfast Club deferred revenue provided \$1,290 in cash.
  - Accrued Payroll expense provided cash of \$646.
  - Prior years' cumulative negative net results totaled \$10,145.
  - Net cash year-to-date was negative \$16,287.

Summary of North Lake Tahoe Marketing Cooperative financial results at December 31, 2020:

- Cash balance at month end of \$720,000 was \$327,000 greater than prior year primarily due to an increase in Equity - Unrestricted Net Assets of \$462,000 (prior year funding reserve) and an increase

in Net Income of \$43,000 offset by an increase in Prepaid Expenses of \$17,000 and a reduction in Accounts Payable of \$169,000.

- Accounts Receivable was \$4,000 lower due to fewer partner-sponsored events.
- Accounts payable of \$109,000 were \$169,000 less than prior year primarily due to lower expenditures including agency work that had been placed on hold.
- Unrestricted Net Assets Equity of \$487,000 was \$462,000 greater than prior year due to unspent funding from 2019/20 fiscal year.
- Net Income of \$170,000 was \$43,000 greater than prior year.
  
- Year-to-date revenue from NLTRA and IVCBVB of \$663,000 was on budget. Budgeted use of prior year reserves had not been utilized to fund YTD operations.
- Consumer Marketing expenditures of \$237,000 were \$246,000 below budget due to timing.
- Leisure Sales expenditures of \$14,000 were \$10,000 below budget.
- Public Relations expenses of \$96,000 were \$18,000 below budget due to timing.
- Conference Sales expenditures of \$46,000 were \$11,000 below budget.
- Trade Show expenditures of \$9,000 were \$29,000 below budget due to timing.
- Committed & Administrative expenditures of \$47,000 were \$59,000 below budget due to timing.
- Website & Maintenance expenses of \$45,000 were below budget \$5,000 due to timing.
- Total Expenses of \$493,000 were \$379,000 below budget.
- Net income of \$170,000 was better than budget by \$170,000.

# **North Lake Tahoe Resort Association**

Preliminary

Financial Statements for the Period Ending

December 31, 2020

# North Lake Tahoe Resort Association

## Balance Sheet

As of December 31, 2020

Accrual Basis

	Dec 31, 20	Dec 31, 19	\$ Change	% Change	Jun 30, 20
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	158	293	(135)	(46%)	158
1003-00 · Cash - Operations BOTW #6712	1,213,165	365,710	847,455	232%	565,602
1007-00 · Cash - Payroll BOTW #7421	2,920	36,215	(33,295)	(92%)	3,200
1008-00 · Marketing Reserve - Plumas	50,337	50,282	55	0%	50,313
1009-00 · Cash Flow Reserve - Plumas	100,913	100,752	161	0%	100,839
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	64,845	207,438	(142,593)	(69%)	86,322
10950 · Cash in Drawer	139	186	(47)	(25%)	139
<b>Total Checking/Savings</b>	<b>1,462,059</b>	<b>790,458</b>	<b>671,601</b>	<b>85%</b>	<b>836,155</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	2,500	60,908	(58,408)	(96%)	3,500
1290-00 · A/R - TOT	294,448	302,005	(7,557)	(3%)	201,387
<b>Total Accounts Receivable</b>	<b>296,948</b>	<b>362,913</b>	<b>(65,965)</b>	<b>(18%)</b>	<b>204,887</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	1,179	87	1,092	1,255%	12,881
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	94,730	21,645	73,085	338%	35,696
1201-03 · Member AR - Other	1,400	1,765	(365)	(21%)	1,040
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>96,130</b>	<b>23,410</b>	<b>72,720</b>	<b>311%</b>	<b>36,736</b>
1201-02 · Allowance for Doubtful Accounts	(24,987)	(2,775)	(22,212)	(800%)	(24,987)
<b>12100 · Inventory Asset</b>					
1210-01 · Inventory - Other	0	0	0	0%	4,236
25300 · Gift Cards Outstanding	18	18	0	0%	18
12100 · Inventory Asset - Other	24,129	26,627	(2,498)	(9%)	81,762
<b>Total 12100 · Inventory Asset</b>	<b>24,147</b>	<b>26,645</b>	<b>(2,498)</b>	<b>(9%)</b>	<b>86,016</b>
1299 · Receivable from NLTMC	1,966	12,856	(10,890)	(85%)	0
1490-00 · Security Deposits	1,150	1,250	(100)	(8%)	1,150
<b>Total Other Current Assets</b>	<b>99,585</b>	<b>61,473</b>	<b>38,112</b>	<b>62%</b>	<b>111,796</b>
<b>Total Current Assets</b>	<b>1,858,592</b>	<b>1,214,844</b>	<b>643,748</b>	<b>53%</b>	<b>1,152,838</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	45,289	45,289	0	0%	45,289
1701-00 · Accum. Depr. - Furn & Fix	(45,289)	(45,289)	0	0%	(45,289)
1740-00 · Computer Equipment	6,799	4,270	2,529	59%	4,270
1741-00 · Accum. Depr. - Computer Equip	(2,153)	(4,269)	2,116	50%	(4,270)
1750-00 · Computer Software	20,493	20,493	0	0%	20,493
1751-00 · Accum. Amort. - Software	(20,493)	(19,793)	(700)	(4%)	(20,493)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<b>4,646</b>	<b>701</b>	<b>3,945</b>	<b>563%</b>	<b>0</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	1,076	14,635	(13,559)	(93%)	16,326
1430-00 · Prepaid 1st Class Postage	100	100	0	0%	100
1400-00 · Prepaid Expenses - Other	9,384	6,061	3,323	55%	8,751
<b>Total 1400-00 · Prepaid Expenses</b>	<b>10,560</b>	<b>20,796</b>	<b>(10,236)</b>	<b>(49%)</b>	<b>25,177</b>
<b>Total Other Assets</b>	<b>10,560</b>	<b>20,796</b>	<b>(10,236)</b>	<b>(49%)</b>	<b>25,177</b>
<b>TOTAL ASSETS</b>	<b>1,873,798</b>	<b>1,236,341</b>	<b>637,457</b>	<b>52%</b>	<b>1,178,015</b>

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of December 31, 2020

Accrual Basis

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 20</u>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	17,448	41,945	(24,497)	(58%)	26,683
<b>Total Accounts Payable</b>	<u>17,448</u>	<u>41,945</u>	<u>(24,497)</u>	<u>(58%)</u>	<u>26,683</u>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	8,844	22,077	(13,233)	(60%)	39,445
2101-00 · Incentive Payable	61,212	28,904	32,308	112%	88,359
2102-00 · Commissions Payable	3,500	7,438	(3,938)	(53%)	3,506
2120-00 · Empl. Federal Tax Payable	3,473	11,850	(8,377)	(71%)	1,551
2175-00 · 401 (k) Plan	1,964	4,607	(2,643)	(57%)	2,626
2180-00 · Estimated PTO Liability	54,845	36,333	18,512	51%	54,845
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<u>133,838</u>	<u>111,209</u>	<u>22,629</u>	<u>20%</u>	<u>190,332</u>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	551	55	496	902%	0
25500 · *Sales Tax Payable	2,118	1,747	371	21%	1,374
2190-00 · Sales and Use Tax Payable - Other	(496)	0	(496)	(100%)	0
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<u>2,173</u>	<u>1,802</u>	<u>371</u>	<u>21%</u>	<u>1,374</u>
2250-00 · Accrued Expenses	15,132	0	15,132	100%	73,722
2300-00 · Marketing Cooperative Liabili	0	2,050	(2,050)	(100%)	6,073
2400-11 · Deferred Revenue - Marketing	0	37,000	(37,000)	(100%)	0
2400-60 · Deferred Revenue- Member Dues	31,410	29,055	2,355	8%	28,890
2500-00 · Deferred Revenue - TMBC	1,290	1,170	120	10%	1,290
26900 · Unbilled Purchases	0	6	(6)	(100%)	0
2700-00 · Deferred Rev. County	525,305	350,305	175,000	50%	0
2900-00 · Due To/From County of Placer	384,939	19,871	365,068	1,837%	384,939
<b>Total Other Current Liabilities</b>	<u>1,094,087</u>	<u>552,468</u>	<u>541,619</u>	<u>98%</u>	<u>686,620</u>
<b>Total Current Liabilities</b>	<u>1,111,535</u>	<u>594,413</u>	<u>517,122</u>	<u>87%</u>	<u>713,303</u>
<b>Total Liabilities</b>	<u>1,111,535</u>	<u>594,413</u>	<u>517,122</u>	<u>87%</u>	<u>713,303</u>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(10,145)	(17,007)	6,862	40%	(17,007)
3300-11 · Designated Marketing Reserve	324,590	308,202	16,388	5%	324,590
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
<b>Net Income</b>	297,549	200,466	97,083	48%	6,862
<b>Total Equity</b>	<u>762,260</u>	<u>641,927</u>	<u>120,333</u>	<u>19%</u>	<u>464,711</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>1,873,795</u></u>	<u><u>1,236,340</u></u>	<u><u>637,455</u></u>	<u><u>52%</u></u>	<u><u>1,178,014</u></u>



**North Lake Tahoe Resort Association**  
**A/R Aging Summary**  
**As of December 31, 2020**

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
CA Board of Equalization	0.00	0.00	0.00	0.00	0.00	0.00
County of Placer	0.00	294,448.20	0.00	0.00	0.00	294,448.20
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	0.00	0.00
Homewood Mountain Resort	0.00	0.00	0.00	0.00	2,500.00	2,500.00
Sales Estimates	0.00	0.00	0.00	0.00	0.00	0.00
Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00
<b>TOTAL</b>	<b><u>0.00</u></b>	<b><u>294,448.20</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>2,500.00</u></b>	<b><u>296,948.20</u></b>



# Aging by Revenue Item

As of 12/31/2020

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
<b>Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable: Member AR - Member Dues)</b>									
101-200	Employees	Membership Dues	\$0.00	\$0.00	\$975.00	\$0.00	\$0.00	\$940.00	\$1,915.00
11-20	Employees	Membership Dues	\$0.00	\$0.00	\$345.00	\$0.00	\$0.00	\$2,740.00	\$3,085.00
1-5	Employees	Membership Dues	\$2,065.00	\$1,465.00	\$865.00	\$1,180.00	\$295.00	\$21,205.00	\$27,075.00
21-50	Employees	Membership Dues	\$2,700.00	\$1,080.00	\$0.00	\$1,080.00	\$0.00	\$10,140.00	\$15,000.00
50-100	Employees	Membership Dues	\$750.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,475.00	\$2,225.00
6-10	Employees	Membership Dues	\$1,950.00	\$0.00	\$315.00	\$325.00	\$325.00	\$12,640.00	\$15,555.00
	Associate Member	Membership Dues	\$0.00	\$0.00	\$50.00	\$0.00	\$0.00	\$0.00	\$50.00
	Financial Institutions	Membership	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,500.00	\$4,200.00
	Non-Profit	Membership Dues Totals:	\$680.00	\$0.00	\$340.00	\$0.00	\$510.00	\$4,900.00	\$6,430.00
	PUD	Membership Dues Totals:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$580.00	\$580.00
	Ski Resorts	Membership Dues Totals:	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$18,615.00	\$18,615.00
1201-01	Member AR	Membership Dues	\$8,845.00	\$2,545.00	\$2,890.00	\$2,585.00	\$1,130.00	\$76,735.00	\$94,730.00
<b>Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)</b>									
	Eblast	Totals:	\$345.00	\$150.00	\$0.00	\$0.00	\$0.00	\$175.00	\$670.00
	Tuesday Morning	Breakfast Club	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00	\$165.00
	Tuesday Morning	Breakfast Club	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$565.00	\$565.00
1201-03	Member Accounts Receivable -		\$345.00	\$150.00	\$0.00	\$0.00	\$0.00	\$905.00	\$1,400.00
<b>GRAND TOTALS</b>				\$9,190.00	\$2,695.00	\$2,890.00	\$2,585.00	\$77,640.00	\$96,130.00

**North Lake Tahoe Resort Association**  
**A/P Aging Summary**  
As of January 22, 2021

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
About a Boy ...	112.50	0.00	0.00	0.00	0.00	112.50
ADP	0.00	165.15	0.00	0.00	0.00	165.15
Adventure Maps, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Adventure Marketing	0.00	0.00	0.00	0.00	0.00	0.00
Anthem Blue Cross	0.00	13,378.71	0.00	0.00	0.00	13,378.71
AT & T*	0.00	991.96	0.00	0.00	0.00	991.96
Bank of the West Bank Card Center	0.00	3,030.05	0.00	0.00	0.00	3,030.05
David C. Antonucci	0.00	0.00	0.00	0.00	0.00	0.00
Dorfman Pacific Co.	0.00	0.00	0.00	0.00	0.00	0.00
Enchanted Leaves	0.00	0.00	0.00	0.00	0.00	0.00
Globe Pequot Press	0.00	0.00	0.00	0.00	0.00	0.00
Haleigh Hoff	0.00	0.00	0.00	0.00	0.00	0.00
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Heyday	0.00	0.00	0.00	0.00	0.00	0.00
InfiniSource Benefits	111.84	0.00	0.00	0.00	0.00	111.84
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Jujuz Treat Company	0.00	0.00	0.00	0.00	0.00	0.00
Kay Dee Designs	0.00	0.00	0.00	0.00	0.00	0.00
Keen Communications	0.00	0.00	0.00	0.00	0.00	0.00
Krista Tranquilla Designs	0.00	0.00	0.00	0.00	0.00	0.00
Laser Gifts	0.00	0.00	0.00	0.00	0.00	0.00
LazyOne	0.00	0.00	0.00	0.00	0.00	0.00
Liberty Utilities*	430.63	452.18	0.00	0.00	0.00	882.81
Longleaf Services, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
McSteven's, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Mic Mac Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Porter Simon*	0.00	220.00	0.00	0.00	0.00	220.00
Principal Financial Group	0.00	1,951.78	0.00	0.00	0.00	1,951.78
Southwest Gas Corporation*	0.00	254.64	0.00	0.00	0.00	254.64
Stephen's Farmhouse	0.00	0.00	0.00	0.00	0.00	0.00
Stormtech USA Inc	0.00	0.00	0.00	0.00	0.00	0.00
StorQuest	0.00	205.00	0.00	0.00	0.00	205.00
Tahoe Blue Bath	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Eco	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Truckee Sierra Disposal*	0.00	236.67	0.00	0.00	0.00	236.67
University of Chicago Press	0.00	0.00	0.00	0.00	0.00	0.00
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	136.00	0.00	136.00
Woodluck Wholesale	0.00	0.00	0.00	0.00	0.00	0.00
<b>TOTAL</b>	<b>654.97</b>	<b>20,886.14</b>	<b>0.00</b>	<b>136.00</b>	<b>0.00</b>	<b>21,677.11</b>

## North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	294,448	296,198	(1,750)	1,495,873	1,516,124	(20,251)	4,043,867
4200-00 · Membership Dues Revenue	11,914	10,417	1,498	68,574	62,500	6,074	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>58,000</b>
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	0	600	(600)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	300	(300)	0	800	(800)	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>0</b>	<b>1,400</b>	<b>(1,400)</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	395	0	395	2,650	0	2,650	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>395</b>	<b>500</b>	<b>(105)</b>	<b>2,650</b>	<b>4,400</b>	<b>(1,750)</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	0	0	1,525	0	1,525	2,500
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	159	0	159	1,414	0	1,414	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	4,259	6,000	(1,741)	56,772	47,500	9,272	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>4,418</b>	<b>6,000</b>	<b>(1,582)</b>	<b>58,746</b>	<b>47,500</b>	<b>11,246</b>	<b>85,000</b>
4720-00 · Miscellaneous	4,193	0	4,193	4,193	0	4,193	0
<b>Total Income</b>	<b>315,368</b>	<b>313,115</b>	<b>2,253</b>	<b>1,631,560</b>	<b>1,630,524</b>	<b>1,037</b>	<b>4,328,867</b>
<b>Gross Profit</b>	<b>315,368</b>	<b>313,115</b>	<b>2,253</b>	<b>1,631,560</b>	<b>1,630,524</b>	<b>1,037</b>	<b>4,328,867</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	5,443	7,049	(1,606)	33,152	42,293	(9,141)	84,586
5030-00 · P/R - Health Insurance Expense	10,646	11,750	(1,104)	60,188	70,500	(10,312)	141,000
5040-00 · P/R - Workmans Comp	1,966	1,128	838	4,890	6,766	(1,876)	13,532
5060-00 · 401 (k)	2,619	3,308	(690)	10,136	19,850	(9,714)	39,700
5070-00 · Other Benefits and Expenses	100	428	(328)	2,064	2,568	(504)	5,135
5000-00 · Salaries & Wages - Other	87,507	94,593	(7,086)	502,566	567,561	(64,994)	1,135,121
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>108,280</b>	<b>118,256</b>	<b>(9,976)</b>	<b>615,102</b>	<b>709,537</b>	<b>(94,435)</b>	<b>1,419,074</b>
5100-00 · Rent							
5110-00 · Utilities	943	977	(33)	4,950	5,775	(825)	11,655
5140-00 · Repairs & Maintenance	1,282	888	393	2,032	5,330	(3,298)	10,660
5150-00 · Office - Cleaning	600	1,058	(458)	3,350	6,350	(3,000)	12,700
5100-00 · Rent - Other	13,144	12,648	496	80,056	75,886	4,170	152,798
<b>Total 5100-00 · Rent</b>	<b>15,969</b>	<b>15,571</b>	<b>398</b>	<b>90,388</b>	<b>93,341</b>	<b>(2,953)</b>	<b>187,813</b>
5310-00 · Telephone							
5320-00 · Telephone	2,320	1,924	396	13,789	11,544	2,245	23,088
<b>Total 5310-00 · Telephone</b>	<b>2,320</b>	<b>1,924</b>	<b>396</b>	<b>13,789</b>	<b>11,544</b>	<b>2,245</b>	<b>23,088</b>
5420-00 · Mail - USPS	100	127	(27)	531	760	(229)	1,520
5510-00 · Insurance/Bonding	1,665	1,692	(27)	6,248	10,150	(3,902)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	287	(287)	1,610	1,720	(110)	3,440
5520-00 · Supplies - Other	329	7,598	(7,269)	6,348	45,587	(39,239)	91,174
<b>Total 5520-00 · Supplies</b>	<b>329</b>	<b>7,885</b>	<b>(7,555)</b>	<b>7,958</b>	<b>47,307</b>	<b>(39,349)</b>	<b>94,614</b>
5610-00 · Depreciation	112	0	112	306	0	306	0
5700-00 · Equipment Support & Maintenance	2,415	2,267	148	16,449	13,600	2,849	27,200
5710-00 · Taxes, Licenses & Fees	1,059	1,025	34	5,166	6,150	(984)	12,300
5740-00 · Equipment Rental/Leasing	484	969	(485)	2,657	5,815	(3,158)	11,630
5800-00 · Training Seminars	0	1,667	(1,667)	66	10,000	(9,934)	22,000
5850-00 · Artist of Month - Commissions	92	250	(158)	1,010	1,500	(490)	3,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	220	750	(530)	1,600	4,500	(2,900)	9,000
5920-00 · Professional Fees - Accountant	4,800	0	4,800	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	6,240	8,750	(2,510)	31,200	49,500	(18,300)	134,000
<b>Total 5900-00 · Professional Fees</b>	<b>11,260</b>	<b>9,500</b>	<b>1,760</b>	<b>54,600</b>	<b>80,000</b>	<b>(25,400)</b>	<b>169,000</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	17,500	(17,500)	55,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	1,250	(1,250)	131	6,250	(6,119)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>1,250</b>	<b>(1,250)</b>	<b>131</b>	<b>6,250</b>	<b>(6,119)</b>	<b>80,000</b>
6420-00 · Events							
6420-01 · Sponsorships							

## North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Bud...
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6420-01 · Sponsorships - Other	0	0	0	0	0	0	240,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>529,000</b>
6421-00 · New Event Development	0	0	0	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	1,500	(1,500)	6,000
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>565,000</b>
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	225	(225)	0	600	(600)	3,000
6442-00 · Public Relations/Website	580	417	163	3,734	2,500	1,234	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,500	(1,585)	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>580</b>	<b>1,058</b>	<b>(479)</b>	<b>4,944</b>	<b>6,100</b>	<b>(1,156)</b>	<b>42,000</b>
6730-00 · Marketing Cooperative/Media	98,062	98,062	0	361,210	361,210	0	1,000,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	10,000	(10,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	380	23,000	(22,620)	2,032	94,000	(91,968)	232,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Year Round Shopping Campaign	13,350	1,000	12,350	13,350	4,000	9,350	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	16,000	(16,000)	40,000
6743-07 · Winter Regional Campaign	18,027	0	18,027	18,027	0	18,027	0
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>31,377</b>	<b>8,000</b>	<b>23,377</b>	<b>31,377</b>	<b>32,000</b>	<b>(623)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	395	7,500	(7,105)	15,000
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	14	125	(111)	1,012	750	262	1,500
59900 · POS Inventory Adjustments	0	0	0	478	0	478	0
8100-01 · CGS - Other	(58,178)	0	(58,178)	0	0	0	0
8100-00 · Cost of Goods Sold - Other	2,408	2,682	(274)	30,204	21,233	8,971	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>(55,755)</b>	<b>2,807</b>	<b>(58,562)</b>	<b>31,694</b>	<b>21,983</b>	<b>9,711</b>	<b>39,500</b>
8200-00 · Associate Relations	754	135	618	2,014	789	1,225	1,600
8300-00 · Board Functions	330	500	(170)	2,244	4,000	(1,756)	7,000
8500-00 · Credit Card Fees	197	282	(85)	2,436	2,233	203	5,850
8600-00 · Additional Opportunitites	59,557	10,000	49,557	71,317	60,000	11,317	120,000
8700-00 · Automobile Expenses	178	466	(287)	1,467	2,657	(1,189)	5,450
8750-00 · Meals/Meetings	15	763	(748)	262	4,325	(4,063)	8,900
8810-00 · Dues & Subscriptions	604	1,513	(909)	3,946	8,820	(4,874)	17,900
8910-00 · Travel	0	0	0	0	0	0	12,600
8920-00 · Bad Debt	87	0	87	372	0	372	0
<b>Total Expense</b>	<b>280,453</b>	<b>313,634</b>	<b>(33,181)</b>	<b>1,334,110</b>	<b>1,633,070</b>	<b>(298,960)</b>	<b>4,299,338</b>
<b>Net Ordinary Income</b>	<b>34,916</b>	<b>(519)</b>	<b>35,435</b>	<b>297,451</b>	<b>(2,546)</b>	<b>299,997</b>	<b>29,529</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	15	0	15	98	0	98	0
<b>Total Other Income</b>	<b>15</b>	<b>0</b>	<b>15</b>	<b>98</b>	<b>0</b>	<b>98</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	0	0	0	0	(0)	0	0
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>
<b>Net Other Income</b>	<b>15</b>	<b>0</b>	<b>15</b>	<b>98</b>	<b>0</b>	<b>98</b>	<b>(0)</b>
<b>Net Income</b>	<b>34,930</b>	<b>(519)</b>	<b>35,449</b>	<b>297,549</b>	<b>(2,546)</b>	<b>300,095</b>	<b>29,529</b>

# North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2020

	Jul - Dec 20	Jul - Dec 19	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	1,495,873	1,819,772	(323,899)	(18)%
4200-00 · Membership Dues Revenue	68,574	67,155	1,420	2%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	0	2,955	(2,955)	(100)%
4250-00 · Revenues-Membership Activities - Other	2,650	4,096	(1,446)	(35)%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>2,650</b>	<b>7,051</b>	<b>(4,401)</b>	<b>(62)%</b>
4253-00 · Revenue- Other	1,525	1,000	525	53%
4350-00 · Special Events (Marketing)	0	0	0	0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0	6,563	(6,563)	(100)%
4600-00 · Commissions - Other	0	27,764	(27,764)	(100)%
<b>Total 4600-00 · Commissions</b>	<b>0</b>	<b>34,327</b>	<b>(34,327)</b>	<b>(100)%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,414	383	1,031	269%
4504-00 · Retail Revenue - Other	560	0	560	100%
46000 · Merchandise Sales - Other	56,772	68,959	(12,187)	(18)%
<b>Total 46000 · Merchandise Sales</b>	<b>58,746</b>	<b>69,342</b>	<b>(10,596)</b>	<b>(15)%</b>
4720-00 · Miscellaneous	4,193	0	4,193	100%
<b>Total Income</b>	<b>1,631,560</b>	<b>1,998,647</b>	<b>(367,087)</b>	<b>(18)%</b>
<b>Gross Profit</b>	<b>1,631,560</b>	<b>1,998,647</b>	<b>(367,087)</b>	<b>(18)%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0	0	0	0%
5010-00 · Sales Commissions	2,106	12,013	(9,907)	(83)%
5020-00 · P/R - Tax Expense	33,152	36,410	(3,258)	(9)%
5030-00 · P/R - Health Insurance Expense	60,188	65,982	(5,794)	(9)%
5040-00 · P/R - Workmans Comp	4,890	4,879	11	0%
5060-00 · 401 (k)	10,136	17,704	(7,568)	(43)%
5070-00 · Other Benefits and Expenses	2,064	1,926	137	7%
5000-00 · Salaries & Wages - Other	502,566	410,857	91,709	22%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>615,102</b>	<b>549,771</b>	<b>65,331</b>	<b>12%</b>
5100-00 · Rent				
5110-00 · Utilities	4,950	4,998	(48)	(1)%
5140-00 · Repairs & Maintenance	2,032	3,405	(1,373)	(40)%
5150-00 · Office - Cleaning	3,350	4,450	(1,100)	(25)%
5100-00 · Rent - Other	80,056	78,348	1,708	2%
<b>Total 5100-00 · Rent</b>	<b>90,388</b>	<b>91,201</b>	<b>(813)</b>	<b>(1)%</b>
5310-00 · Telephone				
5320-00 · Telephone	13,789	10,697	3,092	29%
<b>Total 5310-00 · Telephone</b>	<b>13,789</b>	<b>10,697</b>	<b>3,092</b>	<b>29%</b>
5420-00 · Mail - USPS	531	917	(386)	(42)%
5510-00 · Insurance/Bonding	6,248	8,012	(1,764)	(22)%
5520-00 · Supplies				
5525-00 · Supplies- Computer	1,610	585	1,025	175%
5520-00 · Supplies - Other	6,348	9,989	(3,642)	(37)%
<b>Total 5520-00 · Supplies</b>	<b>7,958</b>	<b>10,574</b>	<b>(2,616)</b>	<b>(25)%</b>
5610-00 · Depreciation	306	708	(402)	(57)%
5700-00 · Equipment Support & Maintenance	16,449	11,568	4,881	42%
5710-00 · Taxes, Licenses & Fees	5,166	5,746	(580)	(10)%
5740-00 · Equipment Rental/Leasing	2,657	5,461	(2,804)	(51)%
5800-00 · Training Seminars	66	1,255	(1,189)	(95)%
5850-00 · Artist of Month - Commissions	1,010	2,622	(1,611)	(62)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,600	2,720	(1,120)	(41)%
5920-00 · Professional Fees - Accountant	21,800	18,800	3,000	16%
5921-00 · Professional Fees - Other	31,200	58,898	(27,698)	(47)%
<b>Total 5900-00 · Professional Fees</b>	<b>54,600</b>	<b>80,418</b>	<b>(25,818)</b>	<b>(32)%</b>
6020-00 · Programs				

# North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

Accrual Basis

July through December 2020

	Jul - Dec 20	Jul - Dec 19	\$ Change	% Change
6016-00 · Special Event Partnership	131	0	131	100%
<b>Total 6020-00 · Programs</b>	<b>131</b>	<b>0</b>	<b>131</b>	<b>100%</b>
<b>6420-00 · Events</b>				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	34,668	(34,668)	(100)%
6421-06 · Spartan	0	254,019	(254,019)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	180	(180)	(100)%
6421-16 · Mountain Travel Symposium	0	5,000	(5,000)	(100)%
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>293,867</b>	<b>(293,867)</b>	<b>(100)%</b>
6421-00 · New Event Development	4,000	220	3,780	1,718%
6424-00 · Event Operation Expenses	0	1,617	(1,617)	(100)%
<b>Total 6420-00 · Events</b>	<b>4,000</b>	<b>295,704</b>	<b>(291,704)</b>	<b>(99)%</b>
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	295	6,140	(5,845)	(95)%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	633	(633)	(100)%
6437-00 · Tuesday Morning Breakfast Club	0	2,211	(2,211)	(100)%
6442-00 · Public Relations/Website	3,734	3,003	731	24%
6444-00 · Trades	0	0	0	0%
6423-00 · Membership Activities - Other	915	1,129	(214)	(19)%
<b>Total 6423-00 · Membership Activities</b>	<b>4,944</b>	<b>13,116</b>	<b>(8,172)</b>	<b>(62)%</b>
6730-00 · Marketing Cooperative/Media	361,210	637,976	(276,766)	(43)%
6742-00 · Non-NLT Co-Op Marketing Program	2,032	6,115	(4,083)	(67)%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Year Round Shopping Campaign	13,350	5,450	7,900	145%
6743-04 · Summerlong Music Campaign	0	0	0	0%
6743-05 · Summer Mountain Campaign	0	0	0	0%
6743-07 · Winter Regional Campaign	18,027	0	18,027	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>31,377</b>	<b>5,450</b>	<b>25,927</b>	<b>476%</b>
7500-00 · Trade Shows/Travel	395	0	395	100%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	1,012	754	258	34%
52500 · Purchase Discounts	0	(1)	1	100%
59900 · POS Inventory Adjustments	478	116	362	311%
8100-01 · CGS - Other	0	0	0	0%
8100-00 · Cost of Goods Sold - Other	30,204	37,729	(7,525)	(20)%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>31,694</b>	<b>38,599</b>	<b>(6,905)</b>	<b>(18)%</b>
8200-00 · Associate Relations	2,014	940	1,074	114%
8300-00 · Board Functions	2,244	9,212	(6,968)	(76)%
8500-00 · Credit Card Fees	2,436	3,522	(1,086)	(31)%
8600-00 · Additional Opportunites	71,317	0	71,317	100%
8700-00 · Automobile Expenses	1,467	1,363	104	8%
8750-00 · Meals/Meetings	262	1,044	(782)	(75)%
8810-00 · Dues & Subscriptions	3,946	4,193	(247)	(6)%
8920-00 · Bad Debt	372	2,138	(1,766)	(83)%
<b>Total Expense</b>	<b>1,334,110</b>	<b>1,798,320</b>	<b>(464,210)</b>	<b>(26)%</b>
<b>Net Ordinary Income</b>	<b>297,451</b>	<b>200,327</b>	<b>97,124</b>	<b>49%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	98	140	(41)	(30)%
<b>Total Other Income</b>	<b>98</b>	<b>140</b>	<b>(41)</b>	<b>(30)%</b>
<b>Other Expense</b>				
Balancing Adjustments	0	0	0	0%
8990-00 · Allocated	0	0	0	0%
<b>Total Other Expense</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>98</b>	<b>140</b>	<b>(41)</b>	<b>(30)%</b>
<b>Net Income</b>	<b>297,549</b>	<b>200,466</b>	<b>97,082</b>	<b>48%</b>

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance**

**11 - Marketing**

Accrual Basis

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	205,610	207,360	(1,750)	983,094	1,003,344	(20,250)	2,983,682
4253-00 · Revenue- Other	0	0	0	1,525	0	1,525	0
<b>Total Income</b>	<b>205,610</b>	<b>207,360</b>	<b>(1,750)</b>	<b>984,619</b>	<b>1,003,344</b>	<b>(18,725)</b>	<b>2,983,682</b>
<b>Gross Profit</b>	<b>205,610</b>	<b>207,360</b>	<b>(1,750)</b>	<b>984,619</b>	<b>1,003,344</b>	<b>(18,725)</b>	<b>2,983,682</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,184	1,667	518	8,754	10,000	(1,246)	20,000
5030-00 · P/R - Health Insurance Expense	4,634	4,000	634	16,534	24,000	(7,466)	48,000
5040-00 · P/R - Workmans Comp	958	125	833	2,015	750	1,265	1,500
5060-00 · 401 (k)	1,289	833	456	5,253	5,000	253	10,000
5070-00 · Other Benefits and Expenses	32	142	(110)	610	850	(240)	1,700
5000-00 · Salaries & Wages - Other	34,026	22,299	11,727	142,077	133,796	8,281	267,592
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>43,125</b>	<b>29,066</b>	<b>14,059</b>	<b>175,242</b>	<b>174,396</b>	<b>846</b>	<b>348,792</b>
5100-00 · Rent							
5110-00 · Utilities	125	160	(35)	844	875	(31)	1,855
5140-00 · Repairs & Maintenance	74	75	(1)	111	450	(339)	900
5150-00 · Office - Cleaning	180	250	(70)	1,115	1,500	(385)	3,000
5100-00 · Rent - Other	1,919	2,229	(310)	13,043	13,376	(333)	27,777
<b>Total 5100-00 · Rent</b>	<b>2,298</b>	<b>2,714</b>	<b>(416)</b>	<b>15,114</b>	<b>16,201</b>	<b>(1,087)</b>	<b>33,532</b>
5310-00 · Telephone							
5320-00 · Telephone	485	549	(64)	3,203	3,294	(91)	6,588
<b>Total 5310-00 · Telephone</b>	<b>485</b>	<b>549</b>	<b>(64)</b>	<b>3,203</b>	<b>3,294</b>	<b>(91)</b>	<b>6,588</b>
5420-00 · Mail - USPS	25	0	25	54	0	54	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	1,403	0	1,403	0
5520-00 · Supplies - Other	37	1,716	(1,679)	393	10,297	(9,904)	20,594
<b>Total 5520-00 · Supplies</b>	<b>37</b>	<b>1,716</b>	<b>(1,679)</b>	<b>1,796</b>	<b>10,297</b>	<b>(8,501)</b>	<b>20,594</b>
5700-00 · Equipment Support & Maintenance	0	13	(13)	(3)	75	(78)	150
5710-00 · Taxes, Licenses & Fees	0	13	(13)	79	75	4	150
5740-00 · Equipment Rental/Leasing	121	167	(46)	669	1,000	(331)	2,000
5800-00 · Training Seminars	0	750	(750)	0	4,500	(4,500)	9,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	750	(750)	1,500
5921-00 · Professional Fees - Other	0	1,125	(1,125)	0	6,750	(6,750)	13,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>1,250</b>	<b>(1,250)</b>	<b>0</b>	<b>7,500</b>	<b>(7,500)</b>	<b>15,000</b>
5941-00 · Research & Planning	0	0	0	0	10,000	(10,000)	40,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	1,250	(1,250)	131	6,250	(6,119)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	0	0	30,000
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>1,250</b>	<b>(1,250)</b>	<b>131</b>	<b>6,250</b>	<b>(6,119)</b>	<b>80,000</b>
6420-00 · Events							
6420-01 · Sponsorships							
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,000
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	25,400
6421-06 · Spartan	0	0	0	0	0	0	180,900
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	6,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	24,400
6421-17 · Enduro	0	0	0	0	0	0	31,500
6420-01 · Sponsorships - Other	0	0	0	0	0	0	240,800
<b>Total 6420-01 · Sponsorships</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>529,000</b>
6421-00 · New Event Development	0	0	0	4,000	2,500	1,500	30,000
6424-00 · Event Operation Expenses	0	500	(500)	0	1,500	(1,500)	6,000
<b>Total 6420-00 · Events</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>4,000</b>	<b>4,000</b>	<b>0</b>	<b>565,000</b>
6730-00 · Marketing Cooperative/Media	88,663	88,663	0	323,240	323,240	0	925,000
6742-00 · Non-NLT Co-Op Marketing Program	180	22,000	(21,820)	832	88,000	(87,168)	220,000
<b>6743-00 · BACC Marketing Programs</b>	<b>13,350</b>	<b>1,000</b>	<b>12,350</b>	<b>13,350</b>	<b>4,000</b>	<b>9,350</b>	<b>10,000</b>
6743-01 · Year Round Shopping Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-03 · Winter Lakeside Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-04 · Summerlong Music Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-05 · Summer Mountain Campaign	0	1,000	(1,000)	0	4,000	(4,000)	10,000
6743-06 · COVID Summer Recovery Campaign	0	4,000	(4,000)	0	16,000	(16,000)	40,000
6743-07 · Winter Regional Campaign	18,027	0	18,027	18,027	0	18,027	0
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>31,377</b>	<b>8,000</b>	<b>23,377</b>	<b>31,377</b>	<b>32,000</b>	<b>(623)</b>	<b>80,000</b>
7500-00 · Trade Shows/Travel	0			395			0
8200-00 · Associate Relations	12	23	(11)	156	114	43	250
8600-00 · Additional Opportunites	58,907	7,917	50,990	67,417	47,500	19,917	95,000
8700-00 · Automobile Expenses	31	136	(105)	267	682	(415)	1,500
8750-00 · Meals/Meetings	0	250	(250)	16	1,250	(1,234)	2,750
8810-00 · Dues & Subscriptions	32	259	(227)	216	1,295	(1,080)	2,850
8910-00 · Travel	0	0	0	0	0	0	11,100
<b>Total Expense</b>	<b>225,292</b>	<b>165,235</b>	<b>60,057</b>	<b>624,200</b>	<b>731,669</b>	<b>(107,469)</b>	<b>2,459,256</b>
<b>Net Ordinary Income</b>	<b>(19,681)</b>	<b>42,125</b>	<b>(61,807)</b>	<b>360,419</b>	<b>271,676</b>	<b>88,744</b>	<b>524,426</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	15	0	15	98	0	98	0
<b>Total Other Income</b>	<b>15</b>	<b>0</b>	<b>15</b>	<b>98</b>	<b>0</b>	<b>98</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	36,269	42,125	(5,857)	214,259	271,676	(57,416)	524,426
<b>Total Other Expense</b>	<b>36,269</b>	<b>42,125</b>	<b>(5,857)</b>	<b>214,259</b>	<b>271,676</b>	<b>(57,416)</b>	<b>524,426</b>
<b>Net Other Income</b>	<b>(36,254)</b>	<b>(42,125)</b>	<b>5,871</b>	<b>(214,161)</b>	<b>(271,676)</b>	<b>57,514</b>	<b>(524,426)</b>
<b>Net Income</b>	<b>(55,935)</b>	<b>(0)</b>	<b>(55,935)</b>	<b>146,258</b>	<b>(0)</b>	<b>146,258</b>	<b>0</b>



## North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,784	34,784	0	192,715	192,715	0	384,054
<b>Total Income</b>	34,784	34,784	0	192,715	192,715	0	384,054
<b>Gross Profit</b>	34,784	34,784	0	192,715	192,715	0	384,054
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0	0	0	2,106	0	2,106	0
5020-00 · P/R - Tax Expense	1,193	1,157	36	6,181	6,943	(762)	13,886
5030-00 · P/R - Health Insurance Expense	2,278	2,042	236	13,250	12,250	1,000	24,500
5040-00 · P/R - Workmans Comp	610	167	444	1,098	1,000	98	2,000
5060-00 · 401 (k)	648	500	148	3,360	3,000	360	6,000
5070-00 · Other Benefits and Expenses	47	38	10	246	225	21	450
5000-00 · Salaries & Wages - Other	17,266	14,030	3,235	88,306	84,183	4,123	168,365
<b>Total 5000-00 · Salaries &amp; Wages</b>	22,042	17,933	4,108	114,546	107,601	6,946	215,201
5100-00 · Rent							
5110-00 · Utilities	92	75	17	553	450	103	900
5140-00 · Repairs & Maintenance	55	22	33	83	130	(48)	260
5150-00 · Office - Cleaning	133	142	(8)	744	850	(106)	1,700
5100-00 · Rent - Other	1,422	1,167	255	8,014	7,000	1,014	14,000
<b>Total 5100-00 · Rent</b>	1,702	1,405	297	9,393	8,430	963	16,860
5310-00 · Telephone							
5320-00 · Telephone	404	267	137	2,370	1,600	770	3,200
<b>Total 5310-00 · Telephone</b>	404	267	137	2,370	1,600	770	3,200
5420-00 · Mail - USPS	18	17	2	36	100	(64)	200
5520-00 · Supplies							
5525-00 · Supplies - Computer	0	45	(45)	0	270	(270)	540
5520-00 · Supplies - Other	27	113	(85)	277	675	(398)	1,350
<b>Total 5520-00 · Supplies</b>	27	158	(130)	277	945	(668)	1,890
5710-00 · Taxes, Licenses & Fees	0	8	(8)	120	50	70	100
5740-00 · Equipment Rental/Leasing	62	83	(22)	309	500	(191)	1,000
5800-00 · Training Seminars	0	0	0	0	0	0	2,000
6730-00 · Marketing Cooperative/Media	9,399	9,399	0	37,970	37,970	0	75,000
8750-00 · Meals/Meetings	0	29	(29)	0	175	(175)	350
8810-00 · Dues & Subscriptions	0	63	(63)	0	375	(375)	750
<b>Total Expense</b>	33,654	29,362	4,293	165,023	157,746	7,277	316,551
<b>Net Ordinary Income</b>	1,130	5,422	(4,293)	27,693	34,969	(7,277)	67,503
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,666	5,422	(756)	27,568	34,970	(7,402)	67,503
<b>Total Other Expense</b>	4,666	5,422	(756)	27,568	34,970	(7,402)	67,503
<b>Net Other Income</b>	(4,666)	(5,422)	756	(27,568)	(34,970)	7,402	(67,503)
<b>Net Income</b>	<b>(3,537)</b>	<b>(0)</b>	<b>(3,537)</b>	<b>125</b>	<b>(0)</b>	<b>125</b>	<b>0</b>

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance**

**42 - Visitor Center**

Accrual Basis

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	38,301	38,301	0	227,161	227,162	(1)	457,711
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	159	0	159	1,414	0	1,414	0
4504-00 · Retail Revenue - Other	0	0	0	560	0	560	0
46000 · Merchandise Sales - Other	4,259	6,000	(1,741)	56,772	47,500	9,272	85,000
<b>Total 46000 · Merchandise Sales</b>	<b>4,418</b>	<b>6,000</b>	<b>(1,582)</b>	<b>58,746</b>	<b>47,500</b>	<b>11,246</b>	<b>85,000</b>
<b>Total Income</b>	<b>42,719</b>	<b>44,301</b>	<b>(1,582)</b>	<b>285,907</b>	<b>274,662</b>	<b>11,245</b>	<b>542,711</b>
<b>Gross Profit</b>	<b>42,719</b>	<b>44,301</b>	<b>(1,582)</b>	<b>285,907</b>	<b>274,662</b>	<b>11,245</b>	<b>542,711</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	663	1,292	(629)	4,923	7,750	(2,827)	15,500
5030-00 · P/R - Health Insurance Expense	1,221	1,583	(363)	6,845	9,500	(2,655)	19,000
5040-00 · P/R - Workmans Comp	395	433	(39)	2,281	2,600	(319)	5,200
5060-00 · 401 (k)	343	417	(74)	2,257	2,500	(243)	5,000
5070-00 · Other Benefits and Expenses	17	82	(65)	497	491	6	982
5000-00 · Salaries & Wages - Other	9,034	15,568	(6,534)	59,193	93,409	(34,216)	186,818
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>11,672</b>	<b>19,375</b>	<b>(7,703)</b>	<b>75,997</b>	<b>116,250</b>	<b>(40,253)</b>	<b>232,500</b>
5100-00 · Rent							
5110-00 · Utilities	528	583	(55)	2,408	3,500	(1,092)	7,000
5140-00 · Repairs & Maintenance	248	458	(211)	371	2,750	(2,379)	5,500
5150-00 · Office - Cleaning	0	358	(358)	0	2,150	(2,150)	4,300
5100-00 · Rent - Other	6,398	6,721	(323)	38,853	40,325	(1,472)	80,650
<b>Total 5100-00 · Rent</b>	<b>7,173</b>	<b>8,121</b>	<b>(947)</b>	<b>41,632</b>	<b>48,725</b>	<b>(7,093)</b>	<b>97,450</b>
5310-00 · Telephone							
5320-00 · Telephone	314	238	76	1,844	1,425	419	2,850
<b>Total 5310-00 · Telephone</b>	<b>314</b>	<b>238</b>	<b>76</b>	<b>1,844</b>	<b>1,425</b>	<b>419</b>	<b>2,850</b>
5420-00 · Mail - USPS	18	17	2	36	100	(64)	200
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	75	(75)	0	450	(450)	900
5520-00 · Supplies - Other	122	2,917	(2,794)	2,098	17,500	(15,402)	35,000
<b>Total 5520-00 · Supplies</b>	<b>122</b>	<b>2,992</b>	<b>(2,869)</b>	<b>2,098</b>	<b>17,950</b>	<b>(15,852)</b>	<b>35,900</b>
5610-00 · Depreciation	83	0	83	180	0	180	0
5700-00 · Equipment Support & Maintenance	0	4	(4)	0	25	(25)	50
5710-00 · Taxes, Licenses & Fees	0	4	(4)	23	25	(2)	50
5740-00 · Equipment Rental/Leasing	95	129	(34)	527	775	(248)	1,550
5800-00 · Training Seminars	0	250	(250)	0	1,500	(1,500)	3,000
5850-00 · Artist of Month - Commissions	92	250	(158)	1,010	1,500	(490)	3,000
6740-00 · Media/Collateral/Production	0	1,667	(1,667)	0	10,000	(10,000)	20,000
6742-00 · Non-NLT Co-Op Marketing Program	200	1,000	(800)	1,200	6,000	(4,800)	12,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	14	125	(111)	1,012	750	262	1,500
59900 · POS Inventory Adjustments	0	0	0	478	0	478	0
8100-01 · CGS - Other	(58,178)	0	(58,178)	0	0	0	0
8100-00 · Cost of Goods Sold - Other	2,408	2,682	(274)	30,204	21,233	8,971	38,000
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>(55,755)</b>	<b>2,807</b>	<b>(58,562)</b>	<b>31,694</b>	<b>21,983</b>	<b>9,711</b>	<b>39,500</b>
8200-00 · Associate Relations	58	17	41	112	100	12	200
8500-00 · Credit Card Fees	156	282	(126)	2,212	2,233	(21)	4,000
8700-00 · Automobile Expenses	0	46	(46)	83	275	(192)	550
8750-00 · Meals/Meetings	0	33	(33)	0	200	(200)	400
8810-00 · Dues & Subscriptions	0	8	(8)	0	50	(50)	100
8910-00 · Travel	0	0	0	0	0	0	1,500
<b>Total Expense</b>	<b>(35,772)</b>	<b>37,239</b>	<b>(73,011)</b>	<b>158,647</b>	<b>229,115</b>	<b>(70,468)</b>	<b>454,800</b>
<b>Net Ordinary Income</b>	<b>78,491</b>	<b>7,062</b>	<b>71,429</b>	<b>127,260</b>	<b>45,547</b>	<b>81,712</b>	<b>87,911</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,709	7,062	(353)	39,634	45,547	(5,913)	87,921
<b>Total Other Expense</b>	<b>6,709</b>	<b>7,062</b>	<b>(353)</b>	<b>39,634</b>	<b>45,547</b>	<b>(5,913)</b>	<b>87,921</b>
<b>Net Other Income</b>	<b>(6,709)</b>	<b>(7,062)</b>	<b>353</b>	<b>(39,634)</b>	<b>(45,547)</b>	<b>5,913</b>	<b>(87,921)</b>
<b>Net Income</b>	<b>71,782</b>	<b>0</b>	<b>71,782</b>	<b>87,625</b>	<b>0</b>	<b>87,625</b>	<b>(10)</b>

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance**

Accrual Basis

51 - TMPI

	Dec 20	Budget	\$ Over Bu...	Jul - Dec 20	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	15,753	15,753	0	92,902	92,902	0	218,419
<b>Total Income</b>	15,753	15,753	0	92,902	92,902	0	218,419
<b>Gross Profit</b>	15,753	15,753	0	92,902	92,902	0	218,419
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	86	225	(139)	624	1,350	(726)	2,700
5030-00 · P/R - Health Insurance Expense	151	167	(16)	909	1,000	(91)	2,000
5040-00 · P/R - Workmans Comp	9	175	(166)	43	1,050	(1,007)	2,100
5060-00 · 401 (k)	0	167	(167)	0	1,000	(1,000)	2,000
5070-00 · Other Benefits and Expenses	1	17	(16)	5	102	(96)	203
5000-00 · Salaries & Wages - Other	1,216	3,836	(2,619)	9,945	23,013	(13,068)	46,026
<b>Total 5000-00 · Salaries &amp; Wages</b>	1,463	4,586	(3,122)	11,526	27,515	(15,989)	55,029
5100-00 · Rent							
5110-00 · Utilities	5	0	5	24	0	24	0
5140-00 · Repairs & Maintenance	3	0	3	4	0	4	0
5150-00 · Office - Cleaning	7	0	7	37	0	37	0
5100-00 · Rent - Other	71	0	71	284	0	284	0
<b>Total 5100-00 · Rent</b>	85	0	85	350	0	350	0
5310-00 · Telephone							
5320-00 · Telephone	18	0	18	102	0	102	0
<b>Total 5310-00 · Telephone</b>	18	0	18	102	0	102	0
5420-00 · Mail - USPS	1	0	1	2	0	2	0
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	3	0	3	0
5520-00 · Supplies - Other	1	2,083	(2,082)	2,053	12,500	(10,447)	25,000
<b>Total 5520-00 · Supplies</b>	1	2,083	(2,082)	2,056	12,500	(10,444)	25,000
5710-00 · Taxes, Licenses & Fees	0			1			
5740-00 · Equipment Rental/Leasing	1	0	1	2	0	2	0
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	6,240	6,000	240	31,200	33,000	(1,800)	100,000
<b>Total 5900-00 · Professional Fees</b>	6,240	6,000	240	31,200	33,000	(1,800)	100,000
8700-00 · Automobile Expenses	12	0	12	42	0	42	0
8810-00 · Dues & Subscriptions	2	0	2	50	0	50	0
<b>Total Expense</b>	7,823	12,669	(4,846)	45,331	73,015	(27,684)	180,029
<b>Net Ordinary Income</b>	7,930	3,084	4,846	47,572	19,888	27,684	38,390
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,655	3,084	(428)	15,687	19,888	(4,201)	38,390
<b>Total Other Expense</b>	2,655	3,084	(428)	15,687	19,888	(4,201)	38,390
<b>Net Other Income</b>	(2,655)	(3,084)	428	(15,687)	(19,888)	4,201	(38,390)
<b>Net Income</b>	<b>5,274</b>	<b>(0)</b>	<b>5,274</b>	<b>31,885</b>	<b>(0)</b>	<b>31,885</b>	<b>0</b>

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,914	10,417	1,498	68,574	62,500	6,074	125,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	19,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	20,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>58,000</b>
4250-02 · Chamber Events	0	0	0	0	1,500	(1,500)	6,000
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	1,500	(1,500)	2,500
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	200	(200)	0	600	(600)	2,000
4251-00 · Tues AM Breakfast Club - Other	0	300	(300)	0	800	(800)	4,000
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>0</b>	<b>500</b>	<b>(500)</b>	<b>0</b>	<b>1,400</b>	<b>(1,400)</b>	<b>6,000</b>
4250-00 · Revenues-Membership Activities - Other	395	0	395	2,650	0	2,650	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>395</b>	<b>500</b>	<b>(105)</b>	<b>2,650</b>	<b>4,400</b>	<b>(1,750)</b>	<b>72,500</b>
4253-00 · Revenue- Other	0	0	0	0	0	0	2,500
<b>Total Income</b>	<b>12,309</b>	<b>10,917</b>	<b>1,393</b>	<b>71,224</b>	<b>66,900</b>	<b>4,324</b>	<b>200,000</b>
<b>Gross Profit</b>	<b>12,309</b>	<b>10,917</b>	<b>1,393</b>	<b>71,224</b>	<b>66,900</b>	<b>4,324</b>	<b>200,000</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(479)	458	(938)	783	2,750	(1,967)	5,500
5030-00 · P/R - Health Insurance Expense	(1,204)	667	(1,870)	813	4,000	(3,187)	8,000
5040-00 · P/R - Workmans Comp	(114)	33	(148)	51	200	(149)	400
5060-00 · 401 (k)	(334)	142	(476)	251	850	(599)	1,700
5070-00 · Other Benefits and Expenses	(38)	33	(71)	18	200	(182)	400
5000-00 · Salaries & Wages - Other	(6,557)	5,333	(11,890)	13,933	32,000	(18,067)	64,000
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>(8,726)</b>	<b>6,667</b>	<b>(15,392)</b>	<b>15,849</b>	<b>40,000</b>	<b>(24,151)</b>	<b>80,000</b>
5100-00 · Rent							
5110-00 · Utilities	39	33	6	190	200	(10)	400
5140-00 · Repairs & Maintenance	23	8	15	35	50	(15)	100
5150-00 · Office - Cleaning	57	58	(2)	209	350	(141)	700
5100-00 · Rent - Other	604	638	(33)	4,118	3,825	293	7,650
<b>Total 5100-00 · Rent</b>	<b>724</b>	<b>737</b>	<b>(14)</b>	<b>4,552</b>	<b>4,425</b>	<b>127</b>	<b>8,850</b>
5310-00 · Telephone							
5320-00 · Telephone	153	121	32	627	725	(98)	1,450
<b>Total 5310-00 · Telephone</b>	<b>153</b>	<b>121</b>	<b>32</b>	<b>627</b>	<b>725</b>	<b>(98)</b>	<b>1,450</b>
5420-00 · Mail - USPS	8	10	(2)	11	60	(49)	120
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	0	0	2	0	2	0
5520-00 · Supplies - Other	12	167	(155)	119	1,000	(881)	2,000
<b>Total 5520-00 · Supplies</b>	<b>12</b>	<b>167</b>	<b>(155)</b>	<b>120</b>	<b>1,000</b>	<b>(880)</b>	<b>2,000</b>
5710-00 · Taxes, Licenses & Fees	0	0	0	23	0	23	0
5740-00 · Equipment Rental/Leasing	64	173	(109)	376	1,040	(664)	2,080
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,000</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	295	0	295	28,000
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	500	(500)	1,000
6437-00 · Tuesday Morning Breakfast Club	0	225	(225)	0	600	(600)	3,000
6442-00 · Public Relations/Website	580	417	163	3,734	2,500	1,234	5,000
6423-00 · Membership Activities - Other	0	417	(417)	915	2,500	(1,585)	5,000
<b>Total 6423-00 · Membership Activities</b>	<b>580</b>	<b>1,058</b>	<b>(479)</b>	<b>4,944</b>	<b>6,100</b>	<b>(1,156)</b>	<b>42,000</b>
8200-00 · Associate Relations	18	13	5	31	75	(44)	150
8500-00 · Credit Card Fees	41	0	41	224	0	224	1,850
8700-00 · Automobile Expenses	6	33	(27)	142	200	(58)	400
8750-00 · Meals/Meetings	0	33	(33)	7	200	(193)	400
8810-00 · Dues & Subscriptions	11	17	(6)	126	100	26	200
8920-00 · Bad Debt	0	0	0	285	0	285	0
<b>Total Expense</b>	<b>(7,111)</b>	<b>9,029</b>	<b>(16,140)</b>	<b>27,317</b>	<b>53,925</b>	<b>(26,608)</b>	<b>140,500</b>
<b>Net Ordinary Income</b>	<b>19,420</b>	<b>1,888</b>	<b>17,533</b>	<b>43,908</b>	<b>12,975</b>	<b>30,933</b>	<b>59,500</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	2,074	2,407	(333)	12,252	15,521	(3,269)	29,961
<b>Total Other Expense</b>	<b>2,074</b>	<b>2,407</b>	<b>(333)</b>	<b>12,252</b>	<b>15,521</b>	<b>(3,269)</b>	<b>29,961</b>

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Net Other Income</b>	(2,074)	(2,407)	333	(12,252)	(15,521)	3,269	(29,961)
<b>Net Income</b>	<u>17,346</u>	<u>(519)</u>	<u>17,865</u>	<u>31,655</u>	<u>(2,546)</u>	<u>34,201</u>	<u>29,539</u>

**North Lake Tahoe Resort Association  
Profit & Loss Budget Performance**

**70 - Administration**

Accrual Basis

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
Income							
4720-00 · Miscellaneous	4,193	0	4,193	4,193	0	4,193	0
<b>Total Income</b>	<b>4,193</b>	<b>0</b>	<b>4,193</b>	<b>4,193</b>	<b>0</b>	<b>4,193</b>	<b>0</b>
<b>Gross Profit</b>	<b>4,193</b>	<b>0</b>	<b>4,193</b>	<b>4,193</b>	<b>0</b>	<b>4,193</b>	<b>0</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,797	2,250	(453)	11,888	13,500	(1,612)	27,000
5030-00 · P/R - Health Insurance Expense	3,566	3,292	274	21,837	19,750	2,087	39,500
5040-00 · P/R - Workmans Comp	107	194	(87)	(598)	1,166	(1,764)	2,332
5060-00 · 401 (k)	673	1,250	(577)	(985)	7,500	(8,485)	15,000
5070-00 · Other Benefits and Expenses	40	117	(76)	688	700	(12)	1,400
5000-00 · Salaries & Wages - Other	32,521	33,527	(1,005)	189,113	201,160	(12,047)	402,320
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>38,704</b>	<b>40,629</b>	<b>(1,925)</b>	<b>221,942</b>	<b>243,776</b>	<b>(21,834)</b>	<b>487,552</b>
5100-00 · Rent							
5110-00 · Utilities	155	125	30	932	750	182	1,500
5140-00 · Repairs & Maintenance	879	325	554	1,428	1,950	(522)	3,900
5150-00 · Office - Cleaning	223	250	(27)	1,245	1,500	(255)	3,000
5100-00 · Rent - Other	2,729	1,893	836	15,744	11,360	4,383	22,720
<b>Total 5100-00 · Rent</b>	<b>3,986</b>	<b>2,593</b>	<b>1,393</b>	<b>19,348</b>	<b>15,560</b>	<b>3,788</b>	<b>31,120</b>
5310-00 · Telephone							
5320-00 · Telephone	947	750	197	5,642	4,500	1,142	9,000
<b>Total 5310-00 · Telephone</b>	<b>947</b>	<b>750</b>	<b>197</b>	<b>5,642</b>	<b>4,500</b>	<b>1,142</b>	<b>9,000</b>
5420-00 · Mail - USPS	30	83	(53)	392	500	(108)	1,000
5510-00 · Insurance/Bonding	1,665	1,692	(27)	6,248	10,150	(3,902)	20,300
5520-00 · Supplies							
5525-00 · Supplies- Computer	0	167	(167)	202	1,000	(798)	2,000
5520-00 · Supplies - Other	130	603	(473)	1,408	3,615	(2,207)	7,230
<b>Total 5520-00 · Supplies</b>	<b>130</b>	<b>769</b>	<b>(639)</b>	<b>1,611</b>	<b>4,615</b>	<b>(3,004)</b>	<b>9,230</b>
5610-00 · Depreciation	29	0	29	126	0	126	0
5700-00 · Equipment Support & Maintenance	2,415	2,250	165	16,452	13,500	2,952	27,000
5710-00 · Taxes, Licenses & Fees	1,059	1,000	59	4,920	6,000	(1,080)	12,000
5740-00 · Equipment Rental/Leasing	142	417	(275)	774	2,500	(1,726)	5,000
5800-00 · Training Seminars	0	667	(667)	66	4,000	(3,934)	8,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	220	625	(405)	1,600	3,750	(2,150)	7,500
5920-00 · Professional Fees - Accountant	4,800	0	4,800	21,800	26,000	(4,200)	26,000
5921-00 · Professional Fees - Other	0	1,625	(1,625)	0	9,750	(9,750)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>5,020</b>	<b>2,250</b>	<b>2,770</b>	<b>23,400</b>	<b>39,500</b>	<b>(16,100)</b>	<b>53,000</b>
5941-00 · Research & Planning	0	1,250	(1,250)	0	7,500	(7,500)	15,000
7500-00 · Trade Shows/Travel	0	1,250	(1,250)	0	7,500	(7,500)	15,000
8200-00 · Associate Relations	666	83	583	1,714	500	1,214	1,000
8300-00 · Board Functions	330	500	(170)	2,244	4,000	(1,756)	7,000
8600-00 · Additional Opportunites	650	2,083	(1,433)	3,900	12,500	(8,600)	25,000
8700-00 · Automobile Expenses	130	250	(120)	933	1,500	(567)	3,000
8750-00 · Meals/Meetings	15	417	(402)	239	2,500	(2,261)	5,000
8810-00 · Dues & Subscriptions	559	1,167	(607)	3,554	7,000	(3,446)	14,000
8920-00 · Bad Debt	87			87			0
<b>Total Expense</b>	<b>56,566</b>	<b>60,100</b>	<b>(3,534)</b>	<b>313,593</b>	<b>387,601</b>	<b>(74,008)</b>	<b>748,202</b>
<b>Net Ordinary Income</b>	<b>(52,373)</b>	<b>(60,100)</b>	<b>7,727</b>	<b>(309,400)</b>	<b>(387,601)</b>	<b>78,201</b>	<b>(748,202)</b>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	(52,373)	(60,100)	7,727	(309,400)	(387,601)	78,201	(748,202)
<b>Total Other Expense</b>	<b>(52,373)</b>	<b>(60,100)</b>	<b>7,727</b>	<b>(309,400)</b>	<b>(387,601)</b>	<b>78,201</b>	<b>(748,202)</b>
<b>Net Other Income</b>	<b>52,373</b>	<b>60,100</b>	<b>(7,727)</b>	<b>309,400</b>	<b>387,601</b>	<b>(78,201)</b>	<b>748,202</b>
<b>Net Income</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>

# **North Lake Tahoe Marketing Cooperative**

Preliminary

Financial Statements for the Period Ending

December 31, 2020

# North Lake Tahoe Marketing Cooperative

## Balance Sheet

As of December 31, 2020

Accrual Basis

	<u>Dec 31, 20</u>	<u>Dec 31, 19</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 20</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1000-00 · Cash	720,342	393,336	327,006	83%	491,681
<b>Total Checking/Savings</b>	<u>720,342</u>	<u>393,336</u>	<u>327,006</u>	<u>83%</u>	<u>491,681</u>
<b>Accounts Receivable</b>					
1200-00 · Accounts Receivable	390	4,484	(4,094)	(91%)	1,335
<b>Total Accounts Receivable</b>	<u>390</u>	<u>4,484</u>	<u>(4,094)</u>	<u>(91%)</u>	<u>1,335</u>
<b>Other Current Assets</b>					
1200-99 · Accounts Receivable - Othe	0	0	0	0%	25,720
1300 · Reimbursements Receivable	0	0	0	0%	11,705
1350-00 · Security Deposits	100	3,325	(3,225)	(97%)	100
<b>Total Other Current Assets</b>	<u>100</u>	<u>3,325</u>	<u>(3,225)</u>	<u>(97%)</u>	<u>37,525</u>
<b>Total Current Assets</b>	<u>720,832</u>	<u>401,145</u>	<u>319,687</u>	<u>80%</u>	<u>530,541</u>
<b>Other Assets</b>					
1400-00 · Prepaid Expenses	45,149	28,484	16,665	59%	8,321
<b>Total Other Assets</b>	<u>45,149</u>	<u>28,484</u>	<u>16,665</u>	<u>59%</u>	<u>8,321</u>
<b>TOTAL ASSETS</b>	<u><u>765,981</u></u>	<u><u>429,629</u></u>	<u><u>336,352</u></u>	<u><u>78%</u></u>	<u><u>538,862</u></u>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	108,717	277,836	(169,119)	(61%)	51,879
<b>Total Accounts Payable</b>	<u>108,717</u>	<u>277,836</u>	<u>(169,119)</u>	<u>(61%)</u>	<u>51,879</u>
<b>Total Current Liabilities</b>	<u>108,717</u>	<u>277,836</u>	<u>(169,119)</u>	<u>(61%)</u>	<u>51,879</u>
<b>Total Liabilities</b>	<u>108,717</u>	<u>277,836</u>	<u>(169,119)</u>	<u>(61%)</u>	<u>51,879</u>
<b>Equity</b>					
32000 · Unrestricted Net Assets	486,983	24,842	462,141	1,860%	24,842
Net Income	170,281	126,952	43,329	34%	462,141
<b>Total Equity</b>	<u>657,264</u>	<u>151,794</u>	<u>505,470</u>	<u>333%</u>	<u>486,983</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>765,981</u></u>	<u><u>429,630</u></u>	<u><u>336,352</u></u>	<u><u>78%</u></u>	<u><u>538,862</u></u>



# North Lake Tahoe Marketing Cooperative

## A/R Aging Summary

As of December 31, 2020

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Augustine Ideas*	0.00	0.00	0.00	0.00	390.00	390.00
TOTAL	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>390.00</u>	<u>390.00</u>

**North Lake Tahoe Marketing Cooperative**  
**A/P Aging Summary**  
As of December 31, 2020

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
<b>Augustineldeas</b>	14,474.60	0.00	0.00	0.00	0.00	14,474.60
<b>hotelbeds</b>	5,000.00	0.00	0.00	0.00	0.00	5,000.00
<b>IVCB Visitors Bureau</b>	1,881.37	116.99	0.00	0.00	0.00	1,998.36
<b>JVP Communications</b>	165.00	0.00	0.00	0.00	0.00	165.00
<b>NLTRA</b>	176.30	1,789.83	0.00	0.00	0.00	1,966.13
<b>Richter7</b>	16,150.97	24,861.62	15,000.00	0.00	0.00	56,012.59
<b>The Abbi Agency, Inc</b>	29,100.00	0.00	0.00	0.00	0.00	29,100.00
<b>TOTAL</b>	<b><u>66,948.24</u></b>	<b><u>26,768.44</u></b>	<b><u>15,000.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>108,716.68</u></b>

## North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

Accrual Basis

December 2020

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>Income</b>							
4000-00 · LTIVCBVB Funding	40,800	40,800	0	297,200	297,200	0	592,000
4001-00 · NLTRA Funding	98,062	98,062	0	361,210	361,210	0	1,000,000
4004-00 · IVCBVB Entertainment	0	0	0	4,000	4,000	0	8,000
4005-00 · Prior Year Net Income	0	34,903	(34,903)	0	209,418	(209,418)	410,697
4099-00 · Revenue - Other	0			1,200			
<b>Total Income</b>	<b>138,862</b>	<b>173,765</b>	<b>(34,903)</b>	<b>663,610</b>	<b>871,828</b>	<b>(208,218)</b>	<b>2,010,697</b>
<b>Gross Profit</b>	<b>138,862</b>	<b>173,765</b>	<b>(34,903)</b>	<b>663,610</b>	<b>871,828</b>	<b>(208,218)</b>	<b>2,010,697</b>
<b>Expense</b>							
<b>5000-00 · CONSUMER MARKETING</b>							
5001-00 · Broadcast / Radio - High Notes	0	0	0	0	0	0	5,000
5002-01 · Native Display	833	5,531	(4,698)	2,500	21,062	(18,562)	42,501
5004-00 · Trip Advisor	0	10,362	(10,362)	5,903	41,524	(35,621)	85,000
5005-00 · Paid Social	0	10,000	(10,000)	18,896	80,632	(61,736)	112,660
5005-01 · Digital Display / Retargeting	0	12,000	(12,000)	40,052	39,400	652	85,800
5005-02 · Retargeting Video	0	1,125	(1,125)	0	5,000	(5,000)	9,000
5007-00 · Creative Production							
5007-01 · Creative Production	2,047			35,865			
5007-02 · Website Production	0			2,843			
5007-03 · Photo/Video Creative	1,200			2,752			
5007-00 · Creative Production - Other	128	128	(1)	893	48,432	(47,540)	105,364
<b>Total 5007-00 · Creative Production</b>	<b>3,375</b>	<b>128</b>	<b>3,247</b>	<b>42,352</b>	<b>48,432</b>	<b>(6,080)</b>	<b>105,364</b>
5010-00 · Account Strategy & Management	6,000	6,000	0	36,000	36,000	0	72,000
5010-02 · Website Strategy & Analysis	3,204	3,117	87	6,408	18,702	(12,294)	37,400
5013-00 · Outdoor	0	0	0	0	0	0	115,000
5015-00 · Video	0	17,250	(17,250)	0	53,450	(53,450)	112,350
5017-00 · Rich Media	0	8,750	(8,750)	0	17,500	(17,500)	35,000
5018-00 · Media Commission	343	11,972	(11,629)	28,623	40,771	(12,148)	96,631
5018-01 · Digital Ad Serving	22	250	(228)	333	1,500	(1,167)	3,000
5020-00 · Search Engine Marketing	965	8,000	(7,035)	34,744	35,000	(256)	65,700
5022-00 · Email	0	4,163	(4,163)	4,162	10,026	(5,864)	35,000
5024-00 · Fusion 7	2,000	2,000	0	12,000	12,000	0	24,000
5025-00 · Expedia	0	10,000	(10,000)	0	10,000	(10,000)	20,000
5028-00 · High Impact Media	0	4,000	(4,000)	0	11,900	(11,900)	30,000
5029-00 · Television	5,331			5,331			
<b>Total 5000-00 · CONSUMER MARKETING</b>	<b>22,073</b>	<b>114,648</b>	<b>(92,575)</b>	<b>237,305</b>	<b>482,899</b>	<b>(245,594)</b>	<b>1,091,406</b>
<b>5110-00 · LEISURE SALES</b>							
5107-00 · Creative Production	0	0	0	150	5,250	(5,100)	7,250
5111-00 · FAMS - Domestic	0	0	0	0	0	0	4,500
5112-00 · Training / Sales Calls	0	3,000	(3,000)	120	4,000	(3,880)	5,000
5113-00 · Additional Opportunities	0	0	0	0	1,000	(1,000)	10,000
5115-00 · Travel Agent Incentive Program	0	0	0	0	0	0	2,000
5120-00 · Domestic - Trade Shows	0	1,500	(1,500)	0	3,500	(3,500)	6,500
5131-00 · FAMS -Intl - Travel Trade	0	0	0	0	0	0	5,510
5133-00 · Ski-Tops	0	500	(500)	0	1,345	(1,345)	2,545
5134-00 · Intl Marketing - Additional Opp	0	0	0	0	0	0	4,000
5137-00 · Co-op Opportunities	5,000	0	5,000	5,000	0	5,000	12,000
5143-00 · Mountain Travel Symposium	0	2,800	(2,800)	0	2,800	(2,800)	5,350
5144-00 · IPW - POW WOW	0	0	0	0	0	0	11,000
5145-00 · TIA Annual Dues	0	0	0	0	2,695	(2,695)	2,695
5147-00 · AUS / Gate 7	1,042	0	1,042	7,254	0	7,254	12,150
5154-00 · Canada							
5154-01 · Canada Sales Mission	0	0	0	0	0	0	6,000
5154-00 · Canada - Other	0	0	0	0	0	0	12,000
<b>Total 5154-00 · Canada</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>18,000</b>
5155-00 · California Star Program	0	0	0	1,167	3,500	(2,333)	3,500
<b>Total 5110-00 · LEISURE SALES</b>	<b>6,042</b>	<b>7,800</b>	<b>(1,758)</b>	<b>13,690</b>	<b>24,090</b>	<b>(10,400)</b>	<b>112,000</b>
<b>5200-00 · PUBLIC RELATIONS</b>							
5200-01 · Strategy, Reporting, Mgmt, Etc.	1,500	1,500	0	9,000	9,000	0	18,000
5202-00 · PR Program/ Content Dev - Blogs	1,000	1,000	0	6,500	9,500	(3,000)	18,500
5202-01 · Rich Content Development	20,000	0	20,000	20,000	0	20,000	0
5204-00 · Media Mission(s)	0	0	0	747	10,000	(9,253)	30,000
5206-00 · Digital Buy/ Social Media Boost	500	500	0	3,000	3,000	0	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	0	1,800	1,800	0	3,600
5209-00 · Domestic Travel Media FAMS	53	2,000	(1,947)	5,866	11,000	(5,134)	20,000
5210-00 · Content Dev - Newsletters	1,800	1,800	0	9,000	10,800	(1,800)	21,600
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	0	24,000	24,000	0	48,000
5212-00 · Social Giveaways & Contests	0	0	0	0	3,500	(3,500)	10,500
5213-00 · Facebook Live	0	0	0	0	150	(150)	150
5214-00 · Social Takeover	0	0	0	0	7,500	(7,500)	15,000
5216-00 · PR Content Development + Distri	165	700	(535)	7,403	4,200	3,203	8,400
5218-00 · Crisis Communication / Training	5,000	0	5,000	5,000	4,900	100	4,900
5221-00 · Photography & Video Asset Dev	0	0	0	1,500	7,500	(6,000)	15,000
5222-00 · Media Tracking / Membership	0	1,166	(1,166)	1,800	6,996	(5,196)	14,000
5280-00 · PR Meals / Entertainment	0			29			
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>34,318</b>	<b>12,966</b>	<b>21,352</b>	<b>95,644</b>	<b>113,846</b>	<b>(18,202)</b>	<b>233,650</b>

## North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

Accrual Basis

December 2020

	Dec 20	Budget	\$ Over Budget	Jul - Dec 20	YTD Budget	\$ Over Budget	Annual Budget
<b>6000-00 · CONFERENCE SALES</b>							
6002-00 · Destination Print	0	5,000	(5,000)	2,500	10,000	(7,500)	20,000
6003-00 · Geo-Fence Targeting	0	750	(750)	0	1,500	(1,500)	3,000
6004-00 · Email	0	1,250	(1,250)	0	2,500	(2,500)	5,000
6005-00 · Paid Media	7,628	1,500	6,128	7,628	3,000	4,628	6,000
6006-00 · CVENT	0	0	0	10,678	10,678	0	10,678
6007-00 · Creative Production	11,053	3,686	7,367	12,634	7,372	5,262	14,744
6014-00 · MCC Group Incentive Program	0	0	0	0	0	0	10,000
6015-00 · MCC National Memberships	20	0	20	399	2,919	(2,520)	3,773
6016-00 · MCC Search Engine Marketing	195	416	(221)	195	2,496	(2,301)	5,000
6018-00 · MCC Media Commission	939	1,631	(692)	2,640	3,262	(622)	6,526
6019-00 · Conference Direct Partnership	417	0	417	4,500	5,000	(500)	5,000
6128-00 · HelmsBriscoe Strategic Partner	583	0	583	3,500	7,000	(3,500)	7,000
6152-00 · Client Events / Opportunities	30	0	30	84	0	84	6,570
6153-00 · Chicago Sales Rep Support	225	500	(275)	1,122	1,000	122	1,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>21,090</b>	<b>14,733</b>	<b>6,357</b>	<b>45,879</b>	<b>56,727</b>	<b>(10,848)</b>	<b>104,291</b>
<b>6100-00 · TRADE SHOWS</b>							
6111-00 · Site Inspections	198	1,000	(802)	393	2,500	(2,107)	4,500
6116-00 · CalSAE Seasonal Spectacular	0	4,000	(4,000)	1,099	5,200	(4,101)	3,700
6118-00 · ASAE Annual	0	0	0	0	795	(795)	795
6120-01 · Sac River Cats Client Event	0	0	0	0	0	0	1,000
6127-00 · CalSAE Annual	0	0	0	0	0	0	6,700
6143-00 · Connect Marketplace	0	0	0	4,900	14,850	(9,950)	14,850
6146-00 · UC Vendor Fair	0	0	0	0	0	0	5,250
6151-00 · Destination CA	0	0	0	0	0	0	1,500
6154-00 · HelmsBriscoe ABC	0	0	0	0	0	0	6,500
6156-00 · Connect California	0	0	0	0	0	0	5,250
6156-02 · Connect Chicago	0	3,750	(3,750)	0	3,750	(3,750)	5,750
6157-00 · HPN Partner Conference	1,175	0	1,175	1,175	0	1,175	0
6160-00 · AllThingsMeetings Silicon Valley	0	0	0	675	0	675	0
6160-01 · AllThingsMeetings East Bay	0	0	0	0	2,000	(2,000)	2,000
6164-00 · Connect Mountain Incentive	0	0	0	0	0	0	5,750
6165-00 · Bay Area Client Appreciation	0	0	0	0	0	0	4,500
6166-00 · Sports Commission	0	0	0	0	795	(795)	795
6167-00 · Nor Cal DMO	0	0	0	420	0	420	0
6168-00 · Sacramento/Roseville TopGolf	0	0	0	0	0	0	2,500
6169-00 · Prestige Meetings SF	0	0	0	0	2,500	(2,500)	2,500
6171-00 · Outdoor Retailer	0	0	0	0	0	0	1,000
6173-00 · Connect NYC	0	0	0	0	3,750	(3,750)	6,250
6180-00 · Conference Direct CA	0	0	0	0	1,000	(1,000)	1,000
6181-00 · Conference Direct PNW	0	0	0	0	1,000	(1,000)	1,000
<b>Total 6100-00 · TRADE SHOWS</b>	<b>1,373</b>	<b>8,750</b>	<b>(7,377)</b>	<b>8,662</b>	<b>38,140</b>	<b>(29,478)</b>	<b>83,090</b>
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>							
5008-00 · Cooperative Programs	0	2,500	(2,500)	0	15,000	(15,000)	30,000
5009-00 · Fulfillment / Mail	486	1,000	(514)	1,046	6,000	(4,954)	12,000
5021-00 · RASC-Reno Air Service Corp	0	0	0	0	0	0	50,000
5123-00 · HSVC - High Sierra Visitors	167	0	167	667	2,000	(1,333)	2,000
7002-00 · CRM Subscription	833	0	833	5,125	4,998	127	9,996
7003-00 · IVCBVB Entertainment Fund	81	2,000	(1,919)	95	4,000	(3,905)	8,000
7004-00 · Research	0	0	0	0	5,000	(5,000)	29,000
7005-00 · Film Festival	0	0	0	15,000	15,000	0	15,000
7006-00 · Special Events	0	0	0	0	0	0	30,000
7007-00 · Destimetrics / DMX	667	0	667	11,109	16,676	(5,567)	33,352
7008-00 · Opportunistic Funds	56	0	56	56	23,243	(23,187)	46,487
7009-00 · Tahoe Cam Usage	0	177	(177)	0	1,062	(1,062)	2,124
7010-00 · Photo Management & Storage	592	592	(0)	3,633	3,552	81	7,099
7020-00 · Collateral Production / Printin	0	0	0	10,256	8,000	2,256	8,000
8700-00 · Automobile Expense*	0	350	(350)	309	2,100	(1,791)	4,200
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>2,882</b>	<b>6,619</b>	<b>(3,737)</b>	<b>47,296</b>	<b>106,631</b>	<b>(59,335)</b>	<b>287,258</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>							
8002-00 · Content Manager Contractor	4,250	4,250	0	25,552	25,500	52	51,000
8003-00 · Website Hosting Maintenance	75	4,000	(3,925)	19,301	24,000	(4,699)	48,000
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	<b>4,325</b>	<b>8,250</b>	<b>(3,925)</b>	<b>44,853</b>	<b>49,500</b>	<b>(4,647)</b>	<b>99,000</b>
<b>Total Expense</b>	<b>92,103</b>	<b>173,766</b>	<b>(81,663)</b>	<b>493,329</b>	<b>871,833</b>	<b>(378,504)</b>	<b>2,010,695</b>
<b>Net Income</b>	<b>46,759</b>	<b>(1)</b>	<b>46,760</b>	<b>170,281</b>	<b>(5)</b>	<b>170,286</b>	<b>2</b>

# North Lake Tahoe Marketing Cooperative Profit & Loss Prev Year Comparison

July through December 2020

Accrual Basis

	Jul - Dec 20	Jul - Dec 19	\$ Change	% Change
<b>Income</b>				
4000-00 · LTIVCBVB Funding	297,200.00	536,622.00	-239,422.00	-44.6%
4001-00 · NLTRA Funding	361,210.00	637,976.00	-276,766.00	-43.4%
4004-00 · IVCBVB Entertainment	4,000.00	4,000.00	0.00	0.0%
4099-00 · Revenue - Other	1,200.00	0.00	1,200.00	100.0%
<b>Total Income</b>	<b>663,610.00</b>	<b>1,178,598.00</b>	<b>-514,988.00</b>	<b>-43.7%</b>
<b>Gross Profit</b>				
	663,610.00	1,178,598.00	-514,988.00	-43.7%
<b>Expense</b>				
<b>5000-00 · CONSUMER MARKETING</b>				
5001-00 · Broadcast / Radio - High Notes	0.00	5,104.00	-5,104.00	-100.0%
5002-01 · Native Display	2,499.99	0.00	2,499.99	100.0%
5004-00 · Trip Advisor	5,902.93	31,618.52	-25,715.59	-81.3%
5005-00 · Paid Social	18,896.35	58,005.27	-39,108.92	-67.4%
5005-01 · Digital Display / Retargeting	40,052.28	103,580.20	-63,527.92	-61.3%
5005-02 · Retargeting Video	0.00	12,472.82	-12,472.82	-100.0%
5007-00 · Creative Production				
5007-01 · Creative Production	35,865.12	0.00	35,865.12	100.0%
5007-02 · Website Production	2,842.50	0.00	2,842.50	100.0%
5007-03 · Photo/Video Creative	2,751.63	0.00	2,751.63	100.0%
5007-00 · Creative Production - Other	892.50	123,843.90	-122,951.40	-99.3%
<b>Total 5007-00 · Creative Production</b>	<b>42,351.75</b>	<b>123,843.90</b>	<b>-81,492.15</b>	<b>-65.8%</b>
5010-00 · Account Strategy & Management	36,000.00	42,000.00	-6,000.00	-14.3%
5010-01 · Digital Management & Reporting	0.00	12,000.00	-12,000.00	-100.0%
5010-02 · Website Strategy & Analysis	6,408.00	7,200.00	-792.00	-11.0%
5015-00 · Video	0.00	4,373.48	-4,373.48	-100.0%
5017-00 · Rich Media	0.00	11,837.23	-11,837.23	-100.0%
5018-00 · Media Commission	28,623.23	33,782.43	-5,159.20	-15.3%
5018-01 · Digital Ad Serving	332.89	1,232.35	-899.46	-73.0%
5020-00 · Search Engine Marketing	34,744.30	27,008.11	7,736.19	28.6%
5022-00 · Email	4,162.45	15,226.05	-11,063.60	-72.7%
5024-00 · Fusion 7	12,000.00	0.00	12,000.00	100.0%
5029-00 · Television	5,330.55	0.00	5,330.55	100.0%
<b>Total 5000-00 · CONSUMER MARKETING</b>	<b>237,304.72</b>	<b>489,284.36</b>	<b>-251,979.64</b>	<b>-51.5%</b>
<b>5110-00 · LEISURE SALES</b>				
5107-00 · Creative Production	150.00	2,565.00	-2,415.00	-94.2%
5112-00 · Training / Sales Calls	119.88	6,439.56	-6,319.68	-98.1%
5113-00 · Additional Opportunities	0.00	2,945.88	-2,945.88	-100.0%
5120-00 · Domestic - Trade Shows	0.00	2,124.87	-2,124.87	-100.0%
5131-00 · FAMS -Intl - Travel Trade	0.00	2,683.75	-2,683.75	-100.0%
5132-00 · FAMS -Intl - Media	0.00	35.08	-35.08	-100.0%
5134-00 · Intl Marketing - Additional Opp	0.00	4,526.92	-4,526.92	-100.0%
5136-00 · Tour Operator Brochure Support	0.00	2,000.00	-2,000.00	-100.0%
5137-00 · Co-op Opportunities	5,000.00	2,926.41	2,073.59	70.9%
5142-00 · UK Sales Mission	0.00	2,176.93	-2,176.93	-100.0%
5143-00 · Mountain Travel Symposium	0.00	509.75	-509.75	-100.0%
5144-00 · IPW - POW WOW	0.00	257.16	-257.16	-100.0%
5145-00 · TIA Annual Dues	0.00	2,695.00	-2,695.00	-100.0%
5146-00 · UK / Black Diamond	0.00	15,000.00	-15,000.00	-100.0%
5147-00 · AUS / Gate 7	7,253.72	15,850.00	-8,596.28	-54.2%
5149-00 · Mexico Program	0.00	1,606.99	-1,606.99	-100.0%
5150-00 · China Program	0.00	154.17	-154.17	-100.0%
5154-00 · Canada				
5154-01 · Canada Sales Mission	0.00	6,409.18	-6,409.18	-100.0%
5154-00 · Canada - Other	0.00	11,859.94	-11,859.94	-100.0%
<b>Total 5154-00 · Canada</b>	<b>0.00</b>	<b>18,269.12</b>	<b>-18,269.12</b>	<b>-100.0%</b>
5155-00 · California Star Program	1,166.68	583.33	583.35	100.0%
5156-00 · German Trade Representation	0.00	6,781.86	-6,781.86	-100.0%
<b>Total 5110-00 · LEISURE SALES</b>	<b>13,690.28</b>	<b>90,131.78</b>	<b>-76,441.50</b>	<b>-84.8%</b>
<b>5200-00 · PUBLIC RELATIONS</b>				
5200-01 · Strategy, Reporting, Mgmt, Etc.	9,000.00	13,200.00	-4,200.00	-31.8%
5201-00 · National, Regional, & Local PR	0.00	30,000.00	-30,000.00	-100.0%
5202-00 · PR Program/ Content Dev - Blogs	6,500.00	12,000.00	-5,500.00	-45.8%
5202-01 · Rich Content Development	20,000.00	4,975.00	15,025.00	302.0%
5204-00 · Media Mission(s)	746.96	4,437.66	-3,690.70	-83.2%
5206-00 · Digital Buy/ Social Media Boost	3,000.00	3,000.00	0.00	0.0%
5207-00 · Content Campaigns/Tools-My Emma	1,800.00	1,800.00	0.00	0.0%
5208-00 · International Travel Media FAMS	0.00	2,949.12	-2,949.12	-100.0%
5208-01 · Int'l FAM Hard Cost	0.00	1,580.96	-1,580.96	-100.0%
5208-02 · Int'l Media Retainer	0.00	1,800.00	-1,800.00	-100.0%
5209-00 · Domestic Travel Media FAMS	5,865.75	10,125.46	-4,259.71	-42.1%
5210-00 · Content Dev - Newsletters	9,000.00	10,800.00	-1,800.00	-16.7%
5211-00 · Social Media Strategy & Mgmt	24,000.00	24,000.00	0.00	0.0%
5212-00 · Social Giveaways & Contests	0.00	4,653.62	-4,653.62	-100.0%
5213-00 · Facebook Live	0.00	1,000.00	-1,000.00	-100.0%
5214-00 · Social Takeover	0.00	7,951.75	-7,951.75	-100.0%
5216-00 · PR Content Development + Distri	7,403.06	0.00	7,403.06	100.0%
5218-00 · Crisis Communication / Training	5,000.00	0.00	5,000.00	100.0%
5221-00 · Photography & Video Asset Dev	1,500.00	0.00	1,500.00	100.0%
5222-00 · Media Tracking / Membership	1,800.00	0.00	1,800.00	100.0%
5280-00 · PR Meals / Entertainment	28.72	0.00	28.72	100.0%
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>95,644.49</b>	<b>134,273.57</b>	<b>-38,629.08</b>	<b>-28.8%</b>
<b>6000-00 · CONFERENCE SALES</b>				
6002-00 · Destination Print	2,500.00	5,520.00	-3,020.00	-54.7%
6004-00 · Email	0.00	850.00	-850.00	-100.0%
6005-00 · Paid Media	7,627.67	3,970.21	3,657.46	92.1%
6006-00 · CVENT	10,678.00	11,166.81	-488.81	-4.4%
6007-00 · Creative Production	12,633.78	11,619.86	1,013.92	8.7%
6008-00 · Conference PR / Social Outreach	0.00	6,000.00	-6,000.00	-100.0%
6015-00 · MCC National Memberships	399.00	0.00	399.00	100.0%
6016-00 · MCC Search Engine Marketing	194.88	1,466.46	-1,271.58	-86.7%
6018-00 · MCC Media Commission	2,639.66	3,330.78	-691.12	-20.8%
6019-00 · Conference Direct Partnership	4,500.02	0.00	4,500.02	100.0%
6128-00 · HelmsBriscoe Strategic Partner	3,499.98	3,416.65	83.33	2.4%
6152-00 · Client Events / Opportunities	83.54	7,628.36	-7,544.82	-98.9%
6153-00 · Chicago Sales Rep Support	1,122.32	242.39	879.93	363.0%

**North Lake Tahoe Marketing Cooperative  
Profit & Loss Prev Year Comparison**

July through December 2020

Accrual Basis

	Jul - Dec 20	Jul - Dec 19	\$ Change	% Change
<b>Total 6000-00 · CONFERENCE SALES</b>	45,878.85	55,211.52	-9,332.67	-16.9%
<b>6100-00 · TRADE SHOWS</b>				
6111-00 · Site Inspections	392.56	1,890.24	-1,497.68	-79.2%
6116-00 · CalSAE Seasonal Spectacular	1,099.00	4,336.06	-3,237.06	-74.7%
6118-00 · ASAE Annual	0.00	6,036.38	-6,036.38	-100.0%
6120-01 · Sac River Cats Client Event	0.00	2,392.41	-2,392.41	-100.0%
6127-00 · CalSAE Annual	0.00	1,022.07	-1,022.07	-100.0%
6143-00 · Connect Marketplace	4,900.00	3,814.74	1,085.26	28.5%
6156-04 · Connect Georgia	0.00	5,733.39	-5,733.39	-100.0%
6157-00 · HPN Partner Conference	1,175.00	4,299.45	-3,124.45	-72.7%
6160-00 · AllThingsMeetings Silicon Valley	675.00	510.76	164.24	32.2%
6161-00 · Connect Southwest	0.00	5,057.32	-5,057.32	-100.0%
6162-00 · Connect Tech & Medical	0.00	4,748.61	-4,748.61	-100.0%
6165-00 · Bay Area Client Appreciation	0.00	-1,000.00	1,000.00	100.0%
6167-00 · Nor Cal DMO	420.00	489.00	-69.00	-14.1%
<b>Total 6100-00 · TRADE SHOWS</b>	8,661.56	39,330.43	-30,668.87	-78.0%
6106-00 · CalSAE Seasonal Spectacular	0.00	0.00	0.00	0.0%
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>				
5008-00 · Cooperative Programs	0.00	24,871.60	-24,871.60	-100.0%
5009-00 · Fulfillment / Mail	1,045.87	8,059.95	-7,014.08	-87.0%
5021-00 · RASC-Reno Air Service Corp	0.00	50,000.00	-50,000.00	-100.0%
5122-00 · SSMC Shipping - Sierra Ski Mkt	0.00	5.03	-5.03	-100.0%
5123-00 · HSVC - High Sierra Visitors	666.68	1,000.02	-333.34	-33.3%
7001-00 · Miscellaneous	0.00	253.04	-253.04	-100.0%
7002-00 · CRM Subscription	5,124.98	4,999.99	124.99	2.5%
7003-00 · IVCBVB Entertainment Fund	94.93	2,038.07	-1,943.14	-95.3%
7004-00 · Research	0.00	26,530.02	-26,530.02	-100.0%
7005-00 · Film Festival	15,000.00	15,000.00	0.00	0.0%
7007-00 · Destimetrics / DMX	11,108.76	0.00	11,108.76	100.0%
7008-00 · Opportunistic Funds	56.19	29,516.48	-29,460.29	-99.8%
7010-00 · Photo Management & Storage	3,633.48	0.00	3,633.48	100.0%
7011-00 · TrendKite PR Software	0.00	1,785.71	-1,785.71	-100.0%
7020-00 · Collateral Production / Printin	10,256.45	0.00	10,256.45	100.0%
8700-00 · Automobile Expense*	309.02	2,629.67	-2,320.65	-88.3%
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0.00	160.44	-160.44	-100.0%
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	47,296.36	166,850.02	-119,553.66	-71.7%
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>				
8002-00 · Content Manager Contractor	25,551.94	25,500.00	51.94	0.2%
8003-00 · Website Hosting Maintenance	19,301.00	51,064.75	-31,763.75	-62.2%
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	44,852.94	76,564.75	-31,711.81	-41.4%
<b>Total Expense</b>	493,329.20	1,051,646.43	-558,317.23	-53.1%
<b>Net Income</b>	170,280.80	126,951.57	43,329.23	34.1%

# NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

## Employee Expense Report

Month Yr December 2020  
 Employee Hentz, Jeff

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
12.16.2020	A	Panera Bread	1317026	Breakfast BOS meeting	\$7.38		8750-00/70
12.16.2020	B	Panera Bread	1317161	Lunch BOS meeting	\$7.38		8750-00/70
	C						
	D						
	E						
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1		Mileage	See Attached Mileage Report		\$118.45	8700-00-70
TOTAL - CREDIT CARD EXPENSES				Mileage Reimbursed Through Payroll			
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					\$14.76		

Signed By: Jeff Hentz      Approved By: \_\_\_\_\_  
 Date: 1/12/2021      Date: \_\_\_\_\_

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
<u>1/11/21</u>		<u>bb</u>	1/12/2021



**NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)  
MILEAGE REIMBURSEMENT**

EMPLOYEE NAME: Jeffrey Hentz  
 REPORT MONTH: Dec. 2020

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
A	2-Dec	Tahoe City - TC	Tahoe city, Northstar, Truckee	28.00	x		TBID Stop By for additional signatures
	15-Dec	Tahoe City - TC	Auburn Placer County Offices	178.00	x		Attend Placer County BOS Meeting- TBID
TOTAL MILES SUBMITTED:				206.00			
MILEAGE RATE PER MILE				\$ 0.575			
TOTAL MILEAGE REIMBURSEMENT DUE				\$ 118.45			





BANKCARD CENTER  
 PO BOX 84043  
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0150-4616
Statement Date	DEC 28, 2020
Total Activity	\$14.76

**\*\* MEMO STATEMENT ONLY \*\***  
**DO NOT REMIT PAYMENT**

JEFFREY HENTZ  
 N LAKE TAHOE RESORT  
 PO BOX 5459  
 TAHOE CITY CA 96145-5459

**ACCOUNT MESSAGES**

Your Bank of the West Mastercard includes an additional benefit: Mastercard ID Theft Protection with access to complimentary Identity Theft resolution services. The benefit also helps prevent identity theft by monitoring the Internet to identify compromised and potentially damaging use of personal information. To enroll your card, please visit: <https://mastercardus.idprotectiononline.com>.

**ACCOUNT SUMMARY**

JEFFREY HENTZ XXXX-XXXX-0150-4616	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$14.76		\$0.00		\$0.00		\$14.76

**ACCOUNT ACTIVITY**

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
12-16	12-15	55432860351200395043359	PANERA BREAD #202221 P AUBURN CA Tran: 000000000000000000 Tax ID: 300875363 Mer Ref: 059217 Mer Zip: 95603	7.38
12-16	12-15	55432860351200395043540	PANERA BREAD #202221 P AUBURN CA Tran: 000000000000000000 Tax ID: 300875363 Mer Ref: 025651 Mer Zip: 95603	7.38

(A)  
(B)

<b>For Customer Service, Call:</b>  1-866-432-8161	<b>Account Number</b> XXXX-XXXX-0150-4616	<b>Account Summary</b> Purchases & Other Charges \$14.76
	<b>Statement Date</b> DEC 28, 2020	
<b>Send Billing Inquiries to:</b> BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	<b>Credit Limit</b> \$10,000	Cash Advances \$0.00
	<b>Disputed Amount</b> \$0.00	Fees \$0.00
		Credits \$0.00
		Payments \$0.00
		Total Activity \$14.76

**IMPORTANT INFORMATION ABOUT THIS STATEMENT**

**Payments.** You must pay at least the "Amount Due" by the "Payment Due Date." Charges, payments and credits received after the "Closing Date" will be included in your next statement. The letters "CR" following the "New Balance" amount indicate a credit balance - do not pay this amount. Payments must reach our BankCard Center during our regular business day in order to be credited on that date. Payments received after the cutoff times of 6:00 p.m. on a Friday (or Thursday if we are closed on Friday) or 4:00 p.m. on any other business day that we are open, or on a day we are not open, or at a branch open on Saturday, Sunday or bank holiday, are credited as of the following business day. Later cutoff times generally apply at branches with extended hours. Business days shall mean Monday through Friday, except for bank holidays. If you fail to properly make payments, crediting such payments may be delayed.

**Order of Application.** We will apply your payments first to any membership fee or other fees, next to any finance charge or late charge, next to any Cash Advances included in your "Previous Balance," then to Purchases in your "Previous Balances."

**Unauthorized Use.** In the event of possible loss, theft or unauthorized use, Company agrees to notify us immediately. Company may be liable for the unauthorized use of any Card issued under the Corporate Credit Card Agreement. If 10 or more cards are issued pursuant to the Corporate Credit Card Agreement, Company shall be strictly liable for any unauthorized use. If fewer than 10 Cards are issued pursuant to the Corporate Credit Card Agreement, Company will not be liable for unauthorized use of the Card which occurs after it notifies us orally at 1-866-432-8161, or in writing at BANKCARD CENTER, PO BOX 84043, COLUMBUS, GA 31908-4043 of loss, theft, or possible unauthorized use, and Company's liability for unauthorized use of the Card will not exceed \$50.00 per Card for use of a Card by anyone other than an Employee prior to notice to us. However, a Card in the possession and control of an Employee, even after his or her authority to use the Card has been revoked by Company, is not considered lost or stolen, and its use by such Employee is not unauthorized. Company must recover the Card from the Employee. Company agrees to assist us in determining the facts and circumstances relating to any unauthorized use of a Card.

BKST in  
Auburn  
BOS  
MTE

REPRINT

Panera Bread  
Cafe #: 202221  
2845 Bell Rd  
Auburn, CA 95603  
Phone: 530-888-1845

**Accuracy Matters**  
Your order should be correct every time.  
If it's not, we'll fix it right away,  
and give you a free treat for your  
trouble. Just let an associate know.

12/15/2020 8:32:06 AM  
Order Number: 1317026 Cashier: Taylor

1 Crnbry Orange Mfn 2.99  
heat  
1 Caramel Latte 16oz 4.39  
+ Almond Milk  
No Whipped Cream

Subtotal 7.38  
Tax 0.00  
Gratuity 0.00  
Total 7.38  
Master Card 7.38  
Acct: \*\*\*\*\*4616  
AuthCode: 059217  
Trans#: 00000012

View your Account at: [www.mypanera.com](http://www.mypanera.com)  
MyPanera Member: \*\*\*\*\*37105  
MyPanera Offers Earned:  
Visits To Next Reward: 3

Buy \$50 in Gift Cards, get a \$10 Bonus  
11/11/20-12/31/20 online + in-cafe  
Visit [panerabread.com](http://panerabread.com) for details

Drive Thru  
Your Order Number is: 1317026  
Customer / Pager: Jeffrey 0

\*\*\* Customer Copy \*\*\*

A

REPRINT

Lunch  
Post PC  
BOS  
MTE

Panera Bread  
Cafe #: 202221  
2845 Bell Rd  
Auburn, CA 95603  
Phone: 530-888-1845

**Accuracy Matters**  
Your order should be correct every time.  
If it's not, we'll fix it right away,  
and give you a free treat for your  
trouble. Just let an associate know.

12/15/2020 1:34:49 PM  
Order Number: 1317161 Cashier: Taylor

1 Caramel Latte 16oz 4.39  
No Whipped Cream  
+ Almond Milk  
No Milk  
1 Blueberry Scone 2.99

Subtotal 7.38  
Tax 0.00  
Gratuity 0.00  
Total 7.38  
Master Card 7.38  
Acct: \*\*\*\*\*4616  
AuthCode: 025651  
Trans#: 00000094

View your Account at: [www.mypanera.com](http://www.mypanera.com)  
MyPanera Member: \*\*\*\*\*37105  
MyPanera Offers Earned:  
Visits To Next Reward: 2

Buy \$50 in Gift Cards, get a \$10 Bonus  
11/11/20-12/31/20 online + in-cafe  
Visit [panerabread.com](http://panerabread.com) for details

Drive Thru  
Your Order Number is: 1317161  
Customer / Pager: Jeffrey 0

\*\*\* Customer Copy \*\*\*

B