



May 2016 Financial Statements

Finance Committee Meeting

Friday, June 24, 2016 at 1:30pm

NLTRA Conference Room Upstairs

(Pages F1-F30)

North Lake Tahoe Resort Association

06/23/16

Balance Sheet

Accrual Basis

As of May 31, 2016

	May 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,056.32
1003-00 · Cash - Operations BOTW #6712	821,790.71
1007-00 · Cash - Payroll BOTW #7421	5,950.89
1008-00 · Marketing Reserve - Plumas	50,011.92
1009-00 · Cash Flow Reserve - Plumas	100,031.79
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	13,145.22
10950 · Cash in Drawer	360.92
Total Checking/Savings	1,021,929.33
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	60,659.79
1290-00 · A/R - TOT	8.00
Total Accounts Receivable	60,667.79
Other Current Assets	
1200-99 · AR Other	6,416.02
12000 · Undeposited Funds	1,908.69
1201-00 · WebLink Accounts Receivable	68,670.00
1201-02 · Allowance for Doubtful Accounts	-3,000.00
12100 · Inventory Asset	28,426.99
1298 · Receivable from Employees	42.05
1299 · Receivable from NLTMC	106,834.35
Total Other Current Assets	209,298.10
Total Current Assets	1,291,895.22
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,665.84
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-42,083.99
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-34,023.71
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,283.86
Total Fixed Assets	2,754.51
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	2,000.00
1430-00 · Prepaid 1st Class Postage	6,400.58
1400-00 · Prepaid Expenses - Other	55,776.53
Total 1400-00 · Prepaid Expenses	64,177.11
1410-00 · Prepaid Insurance	4,675.00
1500-00 · Suspense*	740.00
Total Other Assets	69,592.11
TOTAL ASSETS	1,364,241.84
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	181,287.20
Total Accounts Payable	181,287.20

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06/23/16

Accrual Basis

North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2016

	<u>May 31, 16</u>
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-03 · MC_5950_Judy	-490.00
Total 2080-00 · Bank of the West - Master Cards	<u>-490.00</u>
Total Credit Cards	-490.00
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	<u>68,414.42</u>
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
2195-00 · Use Tax Payable	30.00
25500 · *Sales Tax Payable	2,296.05
2190-00 · Sales and Use Tax Payable - Other	-1,083.45
Total 2190-00 · Sales and Use Tax Payable	<u>1,242.60</u>
2250-00 · Accrued Expenses	10,369.60
2400-60 · Deferred Revenue- Member Dues	80,728.33
24000 · Payroll Liabilities	
24100 · Wage Garnishment Payable	873.18
Total 24000 · Payroll Liabilities	<u>873.18</u>
2650-00 · Deferred Rev - Events	130.00
26900 · Unbilled Purchases	6.00
2700-00 · Deferred Rev. County	271,350.00
2800-00 · Suspense	1,242.47
Total Other Current Liabilities	<u>490,844.89</u>
Total Current Liabilities	<u>671,642.09</u>
Total Liabilities	671,642.09
Equity	
32000 · Unrestricted Net Assets	50,286.21
3300-11 · Designated Marketing Reserve	316,694.00
3301 · Cash Flow Reserve	100,000.00
Net Income	225,619.54
Total Equity	<u>692,599.75</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,364,241.84</u></u>

North Lake Tahoe Resort Association

A/R Aging Summary

As of May 31, 2016

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Anne Poole Weddings	0.00	0.00	0.00	0.00	75.00	75.00
Congressman Tom McIntock Office	0.00	0.00	85.00	0.00	0.00	85.00
County of Placer	0.00	0.00	0.00	0.00	2,253,664.00	2,253,664.00
Forest Suites Resort	0.00	0.00	0.00	0.00	158.00	158.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	1,704.55	1,704.55
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	563.10	563.10
Homewood Village Resort, LLC	0.00	0.00	0.00	0.00	0.00	0.00
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	669.51	669.51
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	296.85	296.85
Lake Tahoe Jetovator	0.00	0.00	0.00	0.00	300.00	300.00
Northstar California	0.00	0.00	0.00	472.77	10,126.97	10,599.74
Olympic Bike Shop	0.00	0.00	0.00	0.00	150.00	150.00
Placer County (monthly check)	0.00	0.00	0.00	0.00	-2,253,656.00	-2,253,656.00
Reno Sparks Convention & Visitors Auth.	0.00	0.00	0.00	0.00	-555.20	-555.20
Resort at Squaw Creek*	0.00	0.00	2,011.50	2,456.50	5,362.93	9,830.93
River Ranch Lodge & Restaurant	0.00	0.00	239.50	0.00	0.00	239.50
Spectrum Media	0.00	0.00	755.00	0.00	0.00	755.00
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	-0.55	-0.55
Squaw Valley Resort	0.00	0.00	0.00	0.00	411.75	411.75
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Wine Walk	0.00	0.00	500.00	0.00	0.00	500.00
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	903.29	903.29
Tahoe Sailing Charters	0.00	0.00	0.00	0.00	400.00	400.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	537.00	537.00
The Ridge Tahoe	0.00	0.00	0.00	-224.25	224.25	0.00
The Ritz-Carlton	0.00	0.00	0.00	4,978.35	4,096.80	9,075.15
The Village at Squaw Valley	0.00	0.00	0.00	0.00	3,773.43	3,773.43
U.S.A. Cyling	0.00	0.00	0.00	0.00	20,000.00	20,000.00
TOTAL	<u><u>0.00</u></u>	<u><u>0.00</u></u>	<u><u>3,591.00</u></u>	<u><u>7,683.37</u></u>	<u><u>49,393.42</u></u>	<u><u>60,667.79</u></u>

North Lake Tahoe Resort Association
A/P Aging Summary
 As of May 31, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	1,531.25	2,731.69	0.00	0.00	0.00	4,262.94
Adventure Maps, Inc.	0.00	0.00	0.00	0.00	17.99	17.99
Adventure Marketing	0.00	0.00	0.00	0.00	7.95	7.95
AI Priestler	0.00	0.00	130.88	0.00	0.00	130.88
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
Aurora World, Inc.	354.76	0.00	0.00	0.00	0.00	354.76
Bank of the West Bank Card Center	11,069.22	0.00	0.00	0.00	0.00	11,069.22
Bison Bookbinding and Letterpre	0.00	468.95	0.00	0.00	0.00	468.95
Bittersweet Springs	0.00	0.00	0.00	0.00	699.75	699.75
Bryan Oland	0.00	1,890.00	0.00	0.00	0.00	1,890.00
CalTravel, Inc.	0.00	0.00	0.00	0.00	990.00	990.00
CoPower	0.00	-163.40	0.00	0.00	0.00	-163.40
David C. Antonucci	0.00	0.00	0.00	0.00	16.00	16.00
Dorfman Pacific Co.	0.00	1,021.48	0.00	0.00	238.84	1,260.32
Emily Detwiler*	180.91	53.08	0.00	0.00	0.00	233.99
Enchanted Leaves	0.00	0.00	0.00	0.00	218.22	218.22
Family Support Registry	789.53	0.00	0.00	0.00	0.00	789.53
Far Fetched Wholesale Jewlery	0.00	0.00	0.00	0.00	-369.11	-369.11
Gallery Keoki, Inc.	0.00	0.00	0.00	0.00	46.60	46.60
Geo-Tourism Specialties	1,070.78	0.00	0.00	0.00	0.00	1,070.78
Ginger Karl*	50.00	0.00	0.00	0.00	0.00	50.00
Globe Pequot Press	0.00	0.00	0.00	0.00	12.42	12.42
Granlibakken, Inc.	0.00	621.00	837.00	0.00	0.00	1,458.00
Greg Howey*	25.00	25.00	0.00	0.00	0.00	50.00
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	85.00	85.00
Heyday	0.00	0.00	0.00	0.00	95.22	95.22
Hike America	0.00	206.80	0.00	0.00	0.00	206.80
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	8.47	8.47
JC Sunny LLC	0.00	271.39	0.00	0.00	0.00	271.39
Jeff Freeman Photography	600.00	0.00	0.00	125.00	0.00	725.00
John Thompson*	0.00	381.89	0.00	0.00	0.00	381.89
Judy Laverty*	21.67	0.00	-88.33	0.00	0.00	-66.66
Jujuz Treat Company	0.00	0.00	0.00	0.00	67.50	67.50
Kay Dee Designs	0.00	0.00	0.00	0.00	9.00	9.00
Keen Communications	0.00	0.00	0.00	0.00	73.37	73.37
Krista Tranquilla Designs	0.00	0.00	0.00	0.00	55.00	55.00
Kym Fabel	27.16	35.80	0.00	0.00	0.00	62.96
Laser Gifts	0.00	0.00	0.00	0.00	3.92	3.92
LazyOne	0.00	0.00	0.00	0.00	308.75	308.75
Liberty Utilities*	189.97	347.88	0.00	0.00	0.00	537.85
Longleaf Services, Inc.	0.00	0.00	0.00	0.00	0.03	0.03
LSC Transportation Consultants, Inc.*	0.00	450.00	0.00	0.00	0.00	450.00
McSteven's, Inc.	0.00	0.00	0.00	0.00	102.29	102.29
Mic Mac Publishing	0.00	0.00	0.00	0.00	14.40	14.40
Miscellaneous	0.00	0.00	0.00	0.00	2,869.11	2,869.11
Moonshine Ink*, LLC	0.00	257.81	257.82	387.03	0.00	902.66
Multiple	0.00	0.00	0.00	0.00	0.00	0.00
North Lake Tahoe Marketing Co-op	0.00	48,500.00	0.00	0.00	0.00	48,500.00
North Tahoe Event Center, Inc.	728.50	0.00	0.00	0.00	0.00	728.50
Placer County Dept of Public Works	26,150.00	0.00	0.00	0.00	0.00	26,150.00
Porter Simon*	0.00	0.00	280.00	0.00	0.00	280.00
RB Technologies	65.00	0.00	0.00	0.00	0.00	65.00
Resort at Squaw Creek	12,197.46	1,632.95	0.00	0.00	0.00	13,830.41
Ricoh USA	1,548.56	0.00	0.00	0.00	0.00	1,548.56
Ron Treabess	145.38	0.00	0.00	0.00	0.00	145.38
Sandy Evans Hall*	166.09	25.00	0.00	0.00	0.00	191.09
Sarah Winters	20.00	103.36	0.00	25.00	25.00	173.36
School of Thought	0.00	0.00	0.00	0.00	2,550.00	2,550.00
Shop Local	0.00	0.00	0.00	30.00	0.00	30.00
Sierra Essentials	0.00	63.00	0.00	0.00	0.00	63.00
Sierra Nevada Ad Partners	0.00	590.00	0.00	0.00	0.00	590.00
Sierra Nevada Media Group*, Inc.	0.00	343.60	0.00	0.00	0.00	343.60
Silent Auction Pro	0.00	0.00	431.16	0.00	0.00	431.16
Spectrum	0.00	0.20	-0.39	0.00	0.00	-0.19
Stephen's Farmhouse	0.00	0.00	0.00	0.00	20.40	20.40

North Lake Tahoe Resort Association
A/P Aging Summary
As of May 31, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Summit Side Gallery	0.00	243.75	0.00	0.00	0.00	243.75
Swigard's True Value Hardware, Inc.*	30.37	0.00	0.00	0.00	0.00	30.37
Tahoe Blue Bath	0.00	0.00	0.00	0.00	11.00	11.00
Tahoe Eco	0.00	0.00	0.00	0.00	201.00	201.00
Tahoe Fat Tire Festival	0.00	0.00	0.00	0.00	-2,500.00	-2,500.00
Tahoe Tech Group, Inc.	0.00	380.00	0.00	80.00	-140.00	320.00
Tahoe Timber	500.00	0.00	0.00	0.00	0.00	500.00
Tahoe Truckee Sierra Disposal*	161.34	0.00	0.00	0.00	0.00	161.34
Tangled Roots Writing	0.00	100.00	0.00	0.00	0.00	100.00
Tim Cleary & Associates, Inc.	756.25	0.00	0.00	0.00	0.00	756.25
Tim Schroeder	0.00	0.00	0.00	0.00	-280.00	-280.00
TNCI	40.13	0.00	0.00	0.00	0.00	40.13
Tough Mudder Incorporated	0.00	0.00	50,000.00	0.00	0.00	50,000.00
University of Chicago Press	0.00	0.00	0.00	0.00	36.21	36.21
Valerie Lomeli*	0.00	140.18	-0.46	0.00	-34.85	104.87
Verizon Wireless	139.05	0.00	0.00	0.00	136.07	275.12
Viking Carpet Care*	580.00	0.00	0.00	0.00	0.00	580.00
Wanda's Flower Shop	0.00	0.00	800.00	0.00	0.00	800.00
Wholesale Resort Accessories, Inc.	508.50	128.00	0.00	0.00	21.50	658.00
Wild Flower Guides	75.00	0.00	0.00	0.00	0.00	75.00
Wolfdale's Cuisine Unique*	60.00	0.00	0.00	0.00	0.00	60.00
Woodluck Wholesale	0.00	742.80	0.00	0.00	-298.65	444.15
World Triathlon Corporation*	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	61,081.88	61,592.21	52,647.68	647.03	5,318.40	181,287.20

North Lake Tahoe Resort Association
Profit & Loss
May 2016

	May 16
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	271,350.00
4200-00 · Membership Ann/Conf Dues	-26,980.00
4201-00 · New Member Fees	450.00
4250-00 · Revenues-Membership Activities	38,316.33
4251-00 · Revenue-Tue AM Breakfast Club	550.00
4350-00 · Special Events (Marketing)	-15,000.00
4502-00 · Non-retail VIC income	-243.75
46000 · Merchandise Sales	5,793.25
Total Income	274,235.83
Gross Profit	274,235.83
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	3,616.97
5020-00 · P/R - Tax Expense	5,736.27
5030-00 · P/R - Health Insurance Expense	7,540.62
5040-00 · P/R - Workmans Comp	888.75
5060-00 · 401 (k)	2,601.83
5070-00 · Other Benefits and Expenses	647.82
5000-00 · Salaries & Wages - Other	72,730.19
Total 5000-00 · Salaries & Wages	93,762.45
5100-00 · Rent	
5110-00 · Utilities	860.53
5140-00 · Repairs & Maintenance	30.37
5150-00 · Office - Cleaning	1,130.00
5100-00 · Rent - Other	11,984.36
Total 5100-00 · Rent	14,005.26
5310-00 · Telephone	
5320-00 · Telephone	2,482.91
Total 5310-00 · Telephone	2,482.91
5510-00 · Insurance/Bonding	595.80
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	77.80
5520-00 · Supplies - Other	442.77
Total 5520-00 · Supplies	520.57
5700-00 · Equipment Support & Maintenance	380.00
5710-00 · Taxes, Licenses & Fees	258.59
5740-00 · Equipment Rental/Leasing	1,569.66
5800-00 · Training Seminars	575.00
5900-00 · Professional Fees	
5920-00 · Professional Fees - Accountant	12,076.54
Total 5900-00 · Professional Fees	12,076.54
5941-00 · Research & Planning	8,512.50
5948-00 · Transportation Projects	
5953-00 · Summer Traffic Management (S-2)	26,150.00
Total 5948-00 · Transportation Projects	26,150.00
6420-00 · Sponsorship	
6421-00 · New Event Development	4,110.00
6420-00 · Sponsorship - Other	27,044.07
Total 6420-00 · Sponsorship	31,154.07
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	100.00

2:02 PM

06/23/16

Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

May 2016

	<u>May 16</u>
6434-00 · Community Awards Dinner	-5,007.42
6442-00 · Public Relations/Website	291.25
6423-00 · Membership Activities - Other	1,245.13
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Total 6423-00 · Membership Activities	-3,371.04
6437-00 · Tuesday Morning Breakfast Club	621.00
6701-00 · Market Study Reports/Research	2,449.33
6730-00 · Marketing Cooperative/Media	48,500.00
6742-00 · Non-NLT Co-Op Marketing Program	901.12
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	-40.00
6743-02 · Shopping Destination	1,500.00
6743-03 · Touch Lake Tahoe	200.00
6743-05 · Peak Your Adventure	500.00
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Total 6743-00 · BACC Marketing Programs	2,160.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	632.73
8100-00 · Cost of Goods Sold - Other	3,264.10
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Total 8100-00 · Cost of Goods Sold	3,896.83
8200-00 · Associate Relations	99.86
8300-00 · Board Functions	141.09
8500-00 · Credit Card Fees	475.96
8700-00 · Automobile Expenses	200.99
8750-00 · Meals/Meetings	72.00
8810-00 · Dues & Subscriptions	309.98
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Total Expense	248,500.47
Net Ordinary Income	25,735.36
Other Income/Expense	
Other Income	
4700-00 · Revenues- Interest & Investment	23.36
52500 · Purchase Discounts	6.00
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Total Other Income	29.36
Other Expense	
8990-00 · Allocated	0.00
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Total Other Expense	0.00
Net Other Income	29.36
Net Income	<hr/> <hr/> 25,764.72

North Lake Tahoe Resort Association

Profit & Loss

06/23/16

July 2014 through May 2015

Accrual Basis

	Jul '14 - May 15
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	3,389,572.00
4200-00 · Membership Ann/Conf Dues	121,963.32
4201-00 · New Member Fees	3,075.00
4250-00 · Revenues-Membership Activities	52,587.00
4251-00 · Revenue-Tue AM Breakfast Club	9,366.00
4252-00 · Revenue - Sponsorships	3,000.00
4350-00 · Special Events (Marketing)	40,161.69
4502-00 · Non-retail VIC income	9,600.00
4600-00 · Commissions	
4601-00 · Commissions - South Shore	28,269.92
4600-00 · Commissions - Other	34,939.21
Total 4600-00 · Commissions	63,209.13
46000 · Merchandise Sales	84,731.48
Total Income	3,777,265.62
Gross Profit	3,777,265.62
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	21,621.78
5020-00 · P/R - Tax Expense	80,101.74
5030-00 · P/R - Health Insurance Expense	106,502.39
5040-00 · P/R - Workmans Comp	7,740.12
5060-00 · 401 (k)	28,064.34
5070-00 · Other Benefits and Expenses	5,774.54
5000-00 · Salaries & Wages - Other	973,970.44
Total 5000-00 · Salaries & Wages	1,223,775.35
5100-00 · Rent	
5110-00 · Utilities	9,019.52
5140-00 · Repairs & Maintenance	3,095.06
5150-00 · Office - Cleaning	8,061.74
5100-00 · Rent - Other	125,769.01
Total 5100-00 · Rent	145,945.33
5310-00 · Telephone	
5320-00 · Telephone	28,517.39
5350-00 · Internet	1,455.97
5310-00 · Telephone - Other	418.81
Total 5310-00 · Telephone	30,392.17
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	210.71
5420-00 · Mail - USPS - Other	2,163.63
Total 5420-00 · Mail - USPS	2,374.34
5510-00 · Insurance/Bonding	14,131.71
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	5,345.98
5520-00 · Supplies - Other	11,178.60
Total 5520-00 · Supplies	16,524.58
5530-00 · Visitor Communications - Other	97.50
5610-00 · Depreciation	6,559.30
5700-00 · Equipment Support & Maintenance	5,364.13
5710-00 · Taxes, Licenses & Fees	4,896.55
5730-00 · Miscellaneous Expense	0.00
5740-00 · Equipment Rental/Leasing	16,423.02
5800-00 · Training Seminars	3,165.94
5900-00 · Professional Fees	

2:02 PM

North Lake Tahoe Resort Association

Profit & Loss

06/23/16

July 2014 through May 2015

Accrual Basis

	Jul '14 - May 15
5910-00 · Professional Fees - Attorneys	610.00
5920-00 · Professional Fees - Accountant	19,092.00
5900-00 · Professional Fees - Other	4,125.00
Total 5900-00 · Professional Fees	23,827.00
5940-00 · Research & Planning Membership	4,000.00
5941-00 · Research & Planning	73,088.97
5948-00 · Transportation Projects	
5942-00 · Reno/NLT Airport Shuttle (T-14)	74,920.48
5949-00 · Summer Night Service (T-8,T-10)	139,197.50
5953-00 · Summer Traffic Management (S-2)	12,586.01
5955-00 · Winter Traffic Management (S-1)	17,850.00
5957-00 · Night Service Transit Winter T5	233,448.50
5962-00 · Skier Shuttle - Sugar Bowl (T3)	24,000.00
5948-00 · Transportation Projects - Other	59,581.50
Total 5948-00 · Transportation Projects	561,583.99
6020-00 · Programs	
6016-00 · Community Marketing Programs	9,752.70
6018-00 · BACC Campaigns - Grants	10,000.00
Total 6020-00 · Programs	19,752.70
6420-00 · Sponsorship	
6421-00 · New Event Development	846.30
6422-00 · IronMan Lake Tahoe	336,995.59
6425-00 · 2012 Mountain Travel Symposium	2,289.14
6427-00 · USA Cycling	2,879.94
6420-00 · Sponsorship - Other	40,227.77
Total 6420-00 · Sponsorship	383,238.74
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	146.50
6434-00 · Community Awards Dinner	13,806.38
6436-00 · Membership - Wnt/Sum Rec Lunch	345.00
6441-00 · Membership - Miscellaneous Exp	193.08
6442-00 · Public Relations/Website	4,578.75
6443-00 · Membership - Bridal Faire	6,706.80
6423-00 · Membership Activities - Other	10,127.32
Total 6423-00 · Membership Activities	35,903.83
6437-00 · Tuesday Morning Breakfast Club	8,530.00
6490-00 · Classified Ads	3,639.37
6600-00 · Promotions/Giveaways	0.00
6701-00 · Market Study Reports/Research	16,319.86
6730-00 · Marketing Cooperative/Media	853,747.00
6740-00 · Media/Collateral/Production	0.00
6742-00 · Non-NLT Co-Op Marketing Program	73,528.40
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	1,099.27
59900 · POS Inventory Adjustments	984.76
8100-00 · Cost of Goods Sold - Other	44,078.81
Total 8100-00 · Cost of Goods Sold	46,162.84
8200-00 · Associate Relations	3,718.21
8300-00 · Board Functions	2,313.67
8500-00 · Credit Card Fees	5,918.06
8700-00 · Automobile Expenses	8,722.12
8750-00 · Meals/Meetings	9,402.31
8810-00 · Dues & Subscriptions	6,856.17
8910-00 · Travel	3,862.83
Total Expense	3,613,765.99

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Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

July 2014 through May 2015

	<u>Jul '14 - May 15</u>
Net Ordinary Income	163,499.63
Other Income/Expense	
Other Income	
4700-00 · Revenues- Interest & Investment	36.03
52500 · Purchase Discounts	1,318.76
Total Other Income	<u>1,354.79</u>
Other Expense	
8990-00 · Allocated	<u>0.00</u>
Total Other Expense	<u>0.00</u>
Net Other Income	<u>1,354.79</u>
Net Income	<u><u>164,854.42</u></u>

North Lake Tahoe Resort Association Profit & Loss by Class July 2014 through May 2016

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruc...	60 - Members...	70 - Administr...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	4,128,857.34	626,507.34	971,590.37	553,624.30	436,479.65	0.00	0.00	6,717,059.00
4200-00 · Membership Ann/Conf Dues	0.00	9,475.00	0.00	0.00	0.00	215,901.27	0.00	225,376.27
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	5,120.00	0.00	5,120.00
4250-00 · Revenues-Membership Activities	5.00	0.00	0.00	80.00	0.00	114,054.76	0.00	114,139.76
4251-00 · Revenue-Tue AM Breakfast Club	90.00	0.00	0.00	15.00	0.00	19,056.00	0.00	19,161.00
4252-00 · Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	3,640.00	0.00	3,640.00
4253-00 · Revenue- Other	13,707.49	0.00	0.00	0.00	0.00	0.00	0.00	13,707.49
4350-00 · Special Events (Marketing)	61,880.69	0.00	0.00	0.00	0.00	0.00	0.00	61,880.69
4502-00 · Non-retail VIC income	0.00	0.00	0.00	15,031.25	0.00	375.00	0.00	15,406.25
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	50,143.80	0.00	0.00	0.00	0.00	0.00	50,143.80
4600-00 · Commissions - Other	3,482.63	235,197.77	0.00	0.00	0.00	0.00	0.00	238,680.40
Total 4600-00 · Commissions	3,482.63	285,341.57	0.00	0.00	0.00	0.00	0.00	288,824.20
46000 · Merchandise Sales	0.00	0.00	0.00	157,573.05	0.00	0.00	0.00	157,573.05
4720-00 · Miscellaneous	0.00	0.00	0.00	0.00	0.00	420.00	0.00	420.00
Total Income	4,208,023.15	921,323.91	971,590.37	726,323.60	436,479.65	358,567.03	0.00	7,622,307.71
Cost of Goods Sold								
52900 · Purchases - Resale Items	0.00	0.00	0.00	60.00	0.00	0.00	0.00	60.00
Total COGS	0.00	0.00	0.00	60.00	0.00	0.00	0.00	60.00
Gross Profit	4,208,023.15	921,323.91	971,590.37	726,263.60	436,479.65	358,567.03	0.00	7,622,247.71
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	12,083.30	0.00	0.00	0.00	0.00	-12,083.30	0.00	0.00
5010-00 · Sales Commissions	0.00	48,871.00	0.00	0.00	0.00	0.00	0.00	48,871.00
5020-00 · P/R - Tax Expense	33,431.86	30,460.60	11,658.94	25,175.79	11,657.89	12,819.41	38,797.98	164,002.47
5030-00 · P/R - Health Insurance Expense	55,205.43	38,061.79	8,246.91	32,949.95	7,810.12	22,232.08	46,582.88	211,089.16
5040-00 · P/R - Workmans Comp	4,782.43	1,440.61	1,189.84	4,176.02	1,157.95	1,176.06	5,821.44	19,744.35
5060-00 · 401 (k)	10,180.92	14,946.60	5,174.51	9,476.74	5,174.50	676.44	14,554.58	60,184.29
5070-00 · Other Benefits and Expenses	4,252.10	694.05	166.82	1,329.27	166.74	1,352.72	5,316.21	13,277.91
5000-00 · Salaries & Wages - Other	426,769.83	331,242.90	147,157.85	274,581.99	142,563.29	126,318.13	494,450.90	1,943,084.89
Total 5000-00 · Salaries & Wages	546,705.87	465,717.55	173,594.87	347,689.76	168,530.49	152,491.54	605,523.99	2,460,254.07
5100-00 · Rent								
5110-00 · Utilities	2,787.86	1,411.60	954.21	10,081.00	954.21	962.11	3,097.77	20,248.76
5140-00 · Repairs & Maintenance	2,089.09	1,120.60	722.72	1,405.18	722.72	722.67	2,068.07	8,901.05
5150-00 · Office - Cleaning	3,241.00	1,624.00	1,151.00	3,508.06	1,151.00	1,151.00	3,260.68	15,086.74
5100-00 · Rent - Other	35,771.98	17,886.34	12,762.92	130,682.22	12,762.92	12,775.35	40,776.68	263,418.41
Total 5100-00 · Rent	43,889.93	22,042.54	15,590.85	145,676.46	15,590.85	15,661.13	49,203.20	307,654.96
5310-00 · Telephone								
5320-00 · Telephone	13,429.05	5,049.17	4,475.69	7,624.51	4,410.07	5,645.25	16,062.33	56,696.07
5350-00 · Internet	1,309.85	0.00	0.00	210.97	0.00	0.00	225.00	1,745.82
5310-00 · Telephone - Other	0.00	0.00	17.11	0.00	19.98	0.00	552.99	590.08
Total 5310-00 · Telephone	14,738.90	5,049.17	4,492.80	7,835.48	4,430.05	5,645.25	16,840.32	59,031.97
5420-00 · Mail - USPS								

North Lake Tahoe Resort Association Profit & Loss by Class July 2014 through May 2016

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruc...	60 - Members...	70 - Administr...	TOTAL
5470-00 · Mail - UPS	18.65	0.00	0.00	0.00	0.00	215.00	271.65	505.30
5480-00 · Mail - Fed Ex	713.23	179.74	0.00	212.18	0.00	0.00	0.00	1,105.15
5420-00 · Mail - USPS - Other	136.67	418.00	68.68	1,124.34	83.68	873.57	758.86	3,463.80
Total 5420-00 · Mail - USPS	868.55	597.74	68.68	1,336.52	83.68	1,088.57	1,030.51	5,074.25
5510-00 · Insurance/Bonding	2,490.36	5,104.64	807.07	5,198.38	807.07	2,428.70	4,467.14	21,303.36
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	5,035.22	474.52	308.56	829.53	253.56	509.99	2,326.37	9,737.75
5520-00 · Supplies - Other	3,393.93	1,798.08	906.08	5,277.00	767.81	2,018.81	9,615.87	23,777.58
Total 5520-00 · Supplies	8,429.15	2,272.60	1,214.64	6,106.53	1,021.37	2,528.80	11,942.24	33,515.33
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	247.50	0.00	35.44	0.00	282.94
5610-00 · Depreciation	3,386.28	1,760.82	1,083.54	1,760.71	1,083.54	1,083.54	3,386.37	13,544.80
5700-00 · Equipment Support & Maintenance	3,533.92	1,551.10	633.02	2,424.02	633.02	1,829.91	4,858.47	15,463.46
5710-00 · Taxes, Licenses & Fees	732.35	379.55	201.37	784.54	201.37	649.14	10,612.68	13,561.00
5740-00 · Equipment Rental/Leasing	3,563.92	3,488.83	2,910.06	9,768.08	2,910.06	6,380.10	4,299.35	33,320.40
5800-00 · Training Seminars	2,527.86	0.00	0.00	1,272.47	0.00	2,187.64	1,144.65	7,132.62
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	4,730.00	4,730.00
5920-00 · Professional Fees - Accountant	7,500.00	0.00	0.00	0.00	7,500.00	0.00	97,000.34	112,000.34
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	4,437.50	4,437.50
Total 5900-00 · Professional Fees	7,500.00	0.00	0.00	0.00	7,500.00	0.00	106,167.84	121,167.84
5940-00 · Research & Planning Membership	0.00	0.00	4,000.00	0.00	0.00	0.00	0.00	4,000.00
5941-00 · Research & Planning	0.00	0.00	51,302.66	0.00	81,974.81	0.00	0.00	133,277.47
5948-00 · Transportation Projects								
5942-00 · Reno/NLT Airport Shuttle (T-14)	0.00	0.00	117,420.48	0.00	0.00	0.00	0.00	117,420.48
5949-00 · Summer Night Service (T-8,T-10)	0.00	0.00	139,197.50	0.00	0.00	0.00	0.00	139,197.50
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	38,736.01	0.00	0.00	0.00	0.00	38,736.01
5955-00 · Winter Traffic Management (S-1)	0.00	0.00	17,850.00	0.00	0.00	0.00	0.00	17,850.00
5957-00 · Night Service Transit Winter T5	0.00	0.00	243,860.50	0.00	0.00	0.00	0.00	243,860.50
5962-00 · Skier Shuttle - Sugar Bowl (T3)	0.00	0.00	24,000.00	0.00	0.00	0.00	0.00	24,000.00
5948-00 · Transportation Projects - Other	0.00	0.00	5,669.50	0.00	0.00	0.00	0.00	5,669.50
Total 5948-00 · Transportation Projects	0.00	0.00	586,733.99	0.00	0.00	0.00	0.00	586,733.99
6020-00 · Programs								
6016-00 · Community Marketing Programs	61,802.39	0.00	0.00	0.00	0.00	0.00	0.00	61,802.39
6018-00 · BACC Campaigns - Grants	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
Total 6020-00 · Programs	91,802.39	0.00	0.00	0.00	0.00	0.00	0.00	91,802.39
6023-00 · Autumn Food & Wine								
6025-00 · AFW- Postage	17.69	0.00	0.00	0.00	0.00	0.00	0.00	17.69
6030-00 · AFW-Media	-472.77	0.00	0.00	0.00	0.00	0.00	0.00	-472.77
6023-00 · Autumn Food & Wine - Other	31,689.50	0.00	0.00	0.00	0.00	0.00	0.00	31,689.50
Total 6023-00 · Autumn Food & Wine	31,234.42	0.00	0.00	0.00	0.00	0.00	0.00	31,234.42
6420-00 · Sponsorship								
6420-01 · WinterWonderGrass_Tahoe	14,600.00	0.00	0.00	0.00	0.00	0.00	0.00	14,600.00
6421-00 · New Event Development	17,058.12	0.00	0.00	0.00	0.00	0.00	0.00	17,058.12
6422-00 · IronMan Lake Tahoe	724,563.06	0.00	0.00	0.00	0.00	0.00	0.00	724,563.06
6425-00 · 2012 Mountain Travel Symposium	2,289.14	0.00	0.00	0.00	0.00	0.00	0.00	2,289.14

North Lake Tahoe Resort Association
Profit & Loss by Class
 July 2014 through May 2016

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Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruc...	60 - Members...	70 - Administr...	TOTAL
6427-00 · USA Cycling	111,484.16	0.00	0.00	0.00	0.00	0.00	0.00	111,484.16
6420-00 · Sponsorship - Other	78,875.33	0.00	100.00	0.00	0.00	0.00	0.00	78,975.33
Total 6420-00 · Sponsorship	948,869.81	0.00	100.00	0.00	0.00	0.00	0.00	948,969.81
6423-00 · Membership Activities								
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	3,004.06	0.00	3,004.06
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	2,340.57	0.00	2,340.57
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	1,650.21	0.00	1,650.21
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	262.32	0.00	262.32
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	8,915.50	0.00	8,915.50
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	9,976.66	0.00	9,976.66
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	29,758.68	0.00	29,758.68
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	55,908.00	0.00	55,908.00
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	14,226.00	0.00	14,226.00
6490-00 · Classified Ads	2,464.11	0.00	127.75	0.00	127.75	340.65	579.11	3,639.37
6701-00 · Market Study Reports/Research	21,718.80	0.00	0.00	0.00	0.00	0.00	0.00	21,718.80
6730-00 · Marketing Cooperative/Media	1,673,808.83	213,650.00	0.00	0.00	0.00	0.00	15.00	1,887,473.83
6742-00 · Non-NLT Co-Op Marketing Program	116,309.52	0.00	0.00	2,049.76	0.00	0.00	0.00	118,359.28
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	11,985.38	0.00	0.00	0.00	0.00	-20.00	0.00	11,965.38
6743-02 · Shopping Destination	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
6743-03 · Touch Lake Tahoe	1,050.00	0.00	0.00	0.00	0.00	0.00	0.00	1,050.00
6743-05 · Peak Your Adventure	500.00	0.00	0.00	0.00	0.00	0.00	0.00	500.00
6743-00 · BACC Marketing Programs - Other	35,105.00	0.00	0.00	0.00	0.00	0.00	0.00	35,105.00
Total 6743-00 · BACC Marketing Programs	50,140.38	0.00	0.00	0.00	0.00	-20.00	0.00	50,120.38
7253-00 · Conference - PUD	0.00	8,000.00	0.00	0.00	0.00	0.00	0.00	8,000.00
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	2,897.04	0.00	17.96	0.00	2,915.00
59900 · POS Inventory Adjustments	0.00	0.00	0.00	753.29	0.00	0.00	0.00	753.29
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	86,643.12	0.00	0.00	0.00	86,643.12
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	90,293.45	0.00	17.96	0.00	90,311.41
8200-00 · Associate Relations	1,071.50	492.64	341.54	657.41	271.53	851.34	4,671.82	8,357.78
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	7,252.06	7,252.06
8500-00 · Credit Card Fees	90.00	94.22	22.50	5,142.02	22.50	4,830.35	2,677.35	12,878.94
8700-00 · Automobile Expenses	4,198.06	2,271.57	2,410.73	2,062.37	2,391.35	1,806.90	1,635.50	16,776.48
8750-00 · Meals/Meetings	6,925.13	275.47	1,880.60	970.18	948.93	1,407.35	2,018.02	14,425.68
8810-00 · Dues & Subscriptions	7,547.19	855.00	0.00	539.91	0.00	2,170.50	3,321.20	14,433.80
8910-00 · Travel	3,430.97	0.00	0.00	356.62	0.00	1,217.95	3,460.54	8,466.08
8930-00 · Prior Period Adjustments	4,169.85	-4,699.23	-2,035.00	-302.76	-2,035.00	20.33	-2,351.63	-7,233.44
Total Expense	3,602,148.05	728,904.21	845,481.67	631,869.41	287,493.37	274,787.09	842,755.73	7,213,439.53
Net Ordinary Income	605,875.10	192,419.70	126,108.70	94,394.19	148,986.28	83,779.94	-842,755.73	408,808.18
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	0.00	0.00	0.00	0.00	0.00	0.00	79.74	79.74
52500 · Purchase Discounts	0.00	0.00	0.00	1,430.43	0.00	0.00	0.00	1,430.43
Total Other Income	0.00	0.00	0.00	1,430.43	0.00	0.00	79.74	1,510.17

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
July 2014 through May 2016

	<u>11 - Marketing</u>	<u>30 - Conference</u>	<u>41 - Transport...</u>	<u>42 - VIC</u>	<u>50 - Infrastruc...</u>	<u>60 - Members...</u>	<u>70 - Administr...</u>	<u>TOTAL</u>
Other Expense								
8990-00 - Allocated	404,477.63	92,693.69	85,887.50	84,267.00	99,510.09	75,840.08	-842,675.99	0.00
Total Other Expense	<u>404,477.63</u>	<u>92,693.69</u>	<u>85,887.50</u>	<u>84,267.00</u>	<u>99,510.09</u>	<u>75,840.08</u>	<u>-842,675.99</u>	<u>0.00</u>
Net Other Income	<u>-404,477.63</u>	<u>-92,693.69</u>	<u>-85,887.50</u>	<u>-82,836.57</u>	<u>-99,510.09</u>	<u>-75,840.08</u>	<u>842,755.73</u>	<u>1,510.17</u>
Net Income	<u><u>201,397.47</u></u>	<u><u>99,726.01</u></u>	<u><u>40,221.20</u></u>	<u><u>11,557.62</u></u>	<u><u>49,476.19</u></u>	<u><u>7,939.86</u></u>	<u><u>0.00</u></u>	<u><u>410,318.35</u></u>

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
60 - Membership

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	82,913.36	123,750.00	-40,836.64	67.0%
4201-00 · New Member Fees	1,745.00	4,818.00	-3,073.00	36.2%
4250-00 · Revenues-Membership Activities	59,442.76	68,050.00	-8,607.24	87.4%
4251-00 · Revenue-Tue AM Breakfast Club	9,160.00	8,800.00	360.00	104.1%
4252-00 · Revenue - Sponsorships	500.00	6,100.00	-5,600.00	8.2%
4502-00 · Non-retail VIC income	375.00			
4720-00 · Miscellaneous	420.00			
Total Income	154,556.12	211,518.00	-56,961.88	73.1%
Gross Profit	154,556.12	211,518.00	-56,961.88	73.1%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-12,083.30	-14,500.00	2,416.70	83.3%
5020-00 · P/R - Tax Expense	6,374.01	4,485.00	1,889.01	142.1%
5030-00 · P/R - Health Insurance Expense	12,079.54	11,319.00	760.54	106.7%
5040-00 · P/R - Workmans Comp	984.74	1,408.00	-423.26	69.9%
5060-00 · 401 (k)	509.42	688.00	-178.58	74.0%
5065-00 · Merit	0.00	4,444.00	-4,444.00	0.0%
5070-00 · Other Benefits and Expenses	957.72	1,894.00	-936.28	50.6%
5000-00 · Salaries & Wages - Other	68,745.14	66,908.00	1,837.14	102.7%
Total 5000-00 · Salaries & Wages	77,567.27	76,646.00	921.27	101.2%
5100-00 · Rent				
5110-00 · Utilities	478.15	693.00	-214.85	69.0%
5140-00 · Repairs & Maintenance	421.15	440.00	-18.85	95.7%
5150-00 · Office - Cleaning	523.50	990.00	-466.50	52.9%
5100-00 · Rent - Other	6,185.75	6,160.00	25.75	100.4%
Total 5100-00 · Rent	7,608.55	8,283.00	-674.45	91.9%
5310-00 · Telephone				
5320-00 · Telephone	2,857.52			
5310-00 · Telephone - Other	0.00	2,475.00	-2,475.00	0.0%
Total 5310-00 · Telephone	2,857.52	2,475.00	382.52	115.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	215.00			
5420-00 · Mail - USPS - Other	298.11	726.00	-427.89	41.1%
Total 5420-00 · Mail - USPS	513.11	726.00	-212.89	70.7%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	591.64	1,276.00	-684.36	46.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	85.30			
5520-00 · Supplies - Other	1,208.85	1,217.00	-8.15	99.3%
Total 5520-00 · Supplies	1,294.15	1,217.00	77.15	106.3%
5530-00 · Visitor Communications - Other				
5610-00 · Depreciation	35.44			
5700-00 · Equipment Support & Maintenance	509.93	572.00	-62.07	89.1%
5710-00 · Taxes, Licenses & Fees	373.27	517.00	-143.73	72.2%
5710-00 · Taxes, Licenses & Fees	83.89	660.00	-576.11	12.7%
5740-00 · Equipment Rental/Leasing	2,875.27	3,641.00	-765.73	79.0%
5800-00 · Training Seminars	2,141.20	3,000.00	-858.80	71.4%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,857.56			
6434-00 · Community Awards Dinner	-11,295.81			
6436-00 · Membership - Wnt/Sum Rec Lunch	64.83			
6441-00 · Membership - Miscellaneous Exp	69.24			
6442-00 · Public Relations/Website	3,920.50			
6443-00 · Membership - Bridal Faire	3,269.86			
6423-00 · Membership Activities - Other	13,831.25	39,345.00	-25,513.75	35.2%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 60 - Membership

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Total 6423-00 · Membership Activities	12,717.43	39,345.00	-26,627.57	32.3%
6437-00 · Tuesday Morning Breakfast Club	4,964.00	8,107.00	-3,143.00	61.2%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	17.96			
Total 8100-00 · Cost of Goods Sold	17.96			
8200-00 · Associate Relations	462.38	450.00	12.38	102.8%
8500-00 · Credit Card Fees	1,720.66	3,310.00	-1,589.34	52.0%
8700-00 · Automobile Expenses	513.61	869.00	-355.39	59.1%
8750-00 · Meals/Meetings	237.64	1,375.00	-1,137.36	17.3%
8810-00 · Dues & Subscriptions	2,085.88	6,996.00	-4,910.12	29.8%
8910-00 · Travel	1,107.58			
8930-00 · Prior Period Adjustments	20.33			
Total Expense	120,298.71	159,465.00	-39,166.29	75.4%
Net Ordinary Income	34,257.41	52,053.00	-17,795.59	65.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	38,147.42	37,451.00	696.42	101.9%
Total Other Expense	38,147.42	37,451.00	696.42	101.9%
Net Other Income	-38,147.42	-37,451.00	-696.42	101.9%
Net Income	-3,890.01	14,602.00	-18,492.01	-26.6%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
70 - Administration

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	16,503.57	18,013.00	-1,509.43	91.6%
5030-00 · P/R - Health Insurance Expense	24,551.57	33,062.00	-8,510.43	74.3%
5040-00 · P/R - Workmans Comp	3,719.95	22,000.00	-18,280.05	16.9%
5060-00 · 401 (k)	6,824.34	9,159.00	-2,334.66	74.5%
5065-00 · Merit	0.00	5,841.00	-5,841.00	0.0%
5070-00 · Other Benefits and Expenses	861.27	4,400.00	-3,538.73	19.6%
5000-00 · Salaries & Wages - Other	225,838.67	232,149.00	-6,310.33	97.3%
Total 5000-00 · Salaries & Wages	278,299.37	324,624.00	-46,324.63	85.7%
5100-00 · Rent				
5110-00 · Utilities	1,619.35	2,225.00	-605.65	72.8%
5140-00 · Repairs & Maintenance	1,340.41	2,275.00	-934.59	58.9%
5150-00 · Office - Cleaning	1,484.00	2,772.00	-1,288.00	53.5%
5100-00 · Rent - Other	19,856.20	19,992.00	-135.80	99.3%
Total 5100-00 · Rent	24,299.96	27,264.00	-2,964.04	89.1%
5310-00 · Telephone				
5320-00 · Telephone	8,100.79	7,876.00	224.79	102.9%
5310-00 · Telephone - Other	171.27	0.00	171.27	100.0%
Total 5310-00 · Telephone	8,272.06	7,876.00	396.06	105.0%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	271.65			
5420-00 · Mail - USPS - Other	157.22	968.00	-810.78	16.2%
Total 5420-00 · Mail - USPS	428.87	968.00	-539.13	44.3%
5510-00 · Insurance/Bonding	1,446.24	3,014.00	-1,567.76	48.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	120.00			
5520-00 · Supplies - Other	5,493.05	5,500.00	-6.95	99.9%
Total 5520-00 · Supplies	5,613.05	5,500.00	113.05	102.1%
5610-00 · Depreciation	1,593.73	1,793.00	-199.27	88.9%
5700-00 · Equipment Support & Maintenance	2,803.59	3,421.00	-617.41	82.0%
5710-00 · Taxes, Licenses & Fees	7,651.53	3,058.00	4,593.53	250.2%
5740-00 · Equipment Rental/Leasing	1,876.08	2,805.00	-928.92	66.9%
5800-00 · Training Seminars	100.00	1,050.00	-950.00	9.5%
5810-00 · Public Outreach	0.00	180.00	-180.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,180.00			
5920-00 · Professional Fees - Accountant	77,908.34	0.00	77,908.34	100.0%
5900-00 · Professional Fees - Other	312.50	21,000.00	-20,687.50	1.5%
Total 5900-00 · Professional Fees	81,400.84	21,000.00	60,400.84	387.6%
6490-00 · Classified Ads	0.00	750.00	-750.00	0.0%
6730-00 · Marketing Cooperative/Media	15.00			
8200-00 · Associate Relations	2,210.97	2,050.00	160.97	107.9%
8300-00 · Board Functions	1,773.49	4,150.00	-2,376.51	42.7%
8500-00 · Credit Card Fees	2,677.35			
8700-00 · Automobile Expenses	980.01	450.00	530.01	217.8%
8750-00 · Meals/Meetings	1,136.22	950.00	186.22	119.6%
8810-00 · Dues & Subscriptions	1,371.82	1,805.00	-433.18	76.0%
8910-00 · Travel	2,305.52	3,400.00	-1,094.48	67.8%
8930-00 · Prior Period Adjustments	-2,351.63			
Total Expense	423,904.07	416,108.00	7,796.07	101.9%
Net Ordinary Income	-423,904.07	-416,108.00	-7,796.07	101.9%
Other Income/Expense				
Other Income				

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
70 - Administration

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
4700-00 · Revenues- Interest & Investment	43.71			
Total Other Income	43.71			
Other Expense				
8990-00 · Allocated	-423,860.36	-410,581.42	-13,278.94	103.2%
Total Other Expense	-423,860.36	-410,581.42	-13,278.94	103.2%
Net Other Income	423,904.07	410,581.42	13,322.65	103.2%
Net Income	0.00	-5,526.58	5,526.58	0.0%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
41 - Transportation

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	184,150.37	199,064.00	-14,913.63	92.5%
Total Income	184,150.37	199,064.00	-14,913.63	92.5%
Gross Profit	184,150.37	199,064.00	-14,913.63	92.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	5,584.16	5,794.00	-209.84	96.4%
5030-00 · P/R - Health Insurance Expense	3,349.81	6,221.00	-2,871.19	53.8%
5040-00 · P/R - Workmans Comp	1,094.17	1,562.00	-467.83	70.0%
5060-00 · 401 (k)	2,525.12	3,381.00	-855.88	74.7%
5065-00 · Merit	0.00	2,790.00	-2,790.00	0.0%
5070-00 · Other Benefits and Expenses	159.32	1,440.00	-1,280.68	11.1%
5000-00 · Salaries & Wages - Other	66,319.82	71,126.00	-4,806.18	93.2%
Total 5000-00 · Salaries & Wages	79,032.40	92,314.00	-13,281.60	85.6%
5100-00 · Rent				
5110-00 · Utilities	470.25	1,375.00	-904.75	34.2%
5140-00 · Repairs & Maintenance	421.15	418.00	3.15	100.8%
5150-00 · Office - Cleaning	523.50	550.00	-26.50	95.2%
5100-00 · Rent - Other	6,173.28	6,416.00	-242.72	96.2%
Total 5100-00 · Rent	7,588.18	8,759.00	-1,170.82	86.6%
5310-00 · Telephone				
5320-00 · Telephone	1,943.04	2,475.00	-531.96	78.5%
Total 5310-00 · Telephone	1,943.04	2,475.00	-531.96	78.5%
5420-00 · Mail - USPS	46.92	0.00	46.92	100.0%
5510-00 · Insurance/Bonding	197.20	616.00	-418.80	32.0%
5520-00 · Supplies	348.79	825.00	-476.21	42.3%
5610-00 · Depreciation	509.93	572.00	-62.07	89.1%
5700-00 · Equipment Support & Maintenance	334.32	440.00	-105.68	76.0%
5710-00 · Taxes, Licenses & Fees	83.89	60.00	23.89	139.8%
5740-00 · Equipment Rental/Leasing	1,325.82	1,210.00	115.82	109.6%
5810-00 · Public Outreach	0.00	950.00	-950.00	0.0%
5940-00 · Research & Planning Membership	0.00	4,000.00	-4,000.00	0.0%
5941-00 · Research & Planning	26,652.40	47,000.00	-20,347.60	56.7%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	26,150.00			
Total 5948-00 · Transportation Projects	26,150.00			
6420-00 · Sponsorship	100.00			
8200-00 · Associate Relations	120.69	400.00	-279.31	30.2%
8500-00 · Credit Card Fees	22.50			
8700-00 · Automobile Expenses	1,328.07	1,100.00	228.07	120.7%
8750-00 · Meals/Meetings	1,033.02	375.00	658.02	275.5%
8810-00 · Dues & Subscriptions	0.00	90.00	-90.00	0.0%
Total Expense	146,817.17	161,186.00	-14,368.83	91.1%
Net Ordinary Income	37,333.20	37,878.00	-544.80	98.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	46,624.63	41,612.00	5,012.63	112.0%
Total Other Expense	46,624.63	41,612.00	5,012.63	112.0%
Net Other Income	-46,624.63	-41,612.00	-5,012.63	112.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
41 - Transportation

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Net Income	<u>-9,291.43</u>	<u>-3,734.00</u>	<u>-5,557.43</u>	<u>248.8%</u>

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
42 - VIC

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	268,624.30	268,510.00	114.30	100.0%
4250-00 · Revenues-Membership Activities	80.00			
4251-00 · Revenue-Tue AM Breakfast Club	15.00			
4502-00 · Non-retail VIC income	3,406.25	10,007.00	-6,600.75	34.0%
46000 · Merchandise Sales	64,733.91	95,672.00	-30,938.09	67.7%
Total Income	336,859.46	374,189.00	-37,329.54	90.0%
Cost of Goods Sold				
52900 · Purchases - Resale Items	60.00			
Total COGS	60.00			
Gross Profit	336,799.46	374,189.00	-37,389.54	90.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	12,140.27	11,168.00	972.27	108.7%
5030-00 · P/R - Health Insurance Expense	17,243.92	21,191.00	-3,947.08	81.4%
5040-00 · P/R - Workmans Comp	2,078.84	2,959.00	-880.16	70.3%
5060-00 · 401 (k)	4,488.18	5,084.00	-595.82	88.3%
5065-00 · Merit	0.00	3,228.00	-3,228.00	0.0%
5070-00 · Other Benefits and Expenses	485.84	2,996.00	-2,510.16	16.2%
5000-00 · Salaries & Wages - Other	131,601.30	128,689.00	2,912.30	102.3%
Total 5000-00 · Salaries & Wages	168,038.35	175,315.00	-7,276.65	95.8%
5100-00 · Rent				
5110-00 · Utilities	5,371.52	6,875.00	-1,503.48	78.1%
5140-00 · Repairs & Maintenance	775.40	1,745.00	-969.60	44.4%
5150-00 · Office - Cleaning	1,191.00			
5100-00 · Rent - Other	61,857.46	61,578.00	279.46	100.5%
Total 5100-00 · Rent	69,195.38	70,198.00	-1,002.62	98.6%
5310-00 · Telephone				
5320-00 · Telephone	2,845.64			
5310-00 · Telephone - Other	0.00	5,720.00	-5,720.00	0.0%
Total 5310-00 · Telephone	2,845.64	5,720.00	-2,874.36	49.7%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	122.11			
5420-00 · Mail - USPS - Other	161.24	1,045.00	-883.76	15.4%
Total 5420-00 · Mail - USPS	283.35	1,045.00	-761.65	27.1%
5510-00 · Insurance/Bonding	1,643.48	3,168.00	-1,524.52	51.9%
5520-00 · Supplies	1,922.39	5,147.00	-3,224.61	37.3%
5530-00 · Visitor Communications - Other	0.00	460.00	-460.00	0.0%
5610-00 · Depreciation	828.67	935.00	-106.33	88.6%
5700-00 · Equipment Support & Maintenance	1,517.67	1,925.00	-407.33	78.8%
5710-00 · Taxes, Licenses & Fees	186.31	1,023.00	-836.69	18.2%
5740-00 · Equipment Rental/Leasing	5,153.08	5,434.00	-280.92	94.8%
5800-00 · Training Seminars	0.00	1,400.00	-1,400.00	0.0%
6740-00 · Media/Collateral/Production	0.00	7,635.00	-7,635.00	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,899.76	1,650.00	249.76	115.1%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,636.74			
59900 · POS Inventory Adjustments	-231.47			
8100-00 · Cost of Goods Sold - Other	35,733.60	53,650.00	-17,916.40	66.6%
Total 8100-00 · Cost of Goods Sold	37,138.87	53,650.00	-16,511.13	69.2%
8200-00 · Associate Relations	188.44	500.00	-311.56	37.7%
8500-00 · Credit Card Fees	1,702.33	3,300.00	-1,597.67	51.6%
8700-00 · Automobile Expenses	681.83	2,400.00	-1,718.17	28.4%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
42 - VIC

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
8750-00 · Meals/Meetings	85.69	660.00	-574.31	13.0%
8810-00 · Dues & Subscriptions	539.91			
8910-00 · Travel	20.00	550.00	-530.00	3.6%
8930-00 · Prior Period Adjustments	-302.76			
Total Expense	293,568.39	342,115.00	-48,546.61	85.8%
Net Ordinary Income	43,231.07	32,074.00	11,157.07	134.8%
Other Income/Expense				
Other Income				
52500 · Purchase Discounts	110.02			
Total Other Income	110.02			
Other Expense				
8990-00 · Allocated	42,386.03	41,612.00	774.03	101.9%
Total Other Expense	42,386.03	41,612.00	774.03	101.9%
Net Other Income	-42,276.01	-41,612.00	-664.01	101.6%
Net Income	955.06	-9,538.00	10,493.06	-10.0%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
30 - Conference

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	305,927.34	305,800.00	127.34	100.0%
4200-00 · Membership Ann/Conf Dues	4,725.00	7,050.00	-2,325.00	67.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	14,432.44			
4600-00 · Commissions - Other	152,622.11	101,675.00	50,947.11	150.1%
Total 4600-00 · Commissions	167,054.55	101,675.00	65,379.55	164.3%
Total Income	477,706.89	414,525.00	63,181.89	115.2%
Gross Profit	477,706.89	414,525.00	63,181.89	115.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	20,890.97	19,554.00	1,336.97	106.8%
5020-00 · P/R - Tax Expense	15,003.68	18,646.00	-3,642.32	80.5%
5030-00 · P/R - Health Insurance Expense	12,334.69	30,675.00	-18,340.31	40.2%
5040-00 · P/R - Workmans Comp	984.74	1,408.00	-423.26	69.9%
5060-00 · 401 (k)	7,377.56	6,740.00	637.56	109.5%
5065-00 · Merit	0.00	4,277.00	-4,277.00	0.0%
5070-00 · Other Benefits and Expenses	435.84	4,625.00	-4,189.16	9.4%
5000-00 · Salaries & Wages - Other	160,302.56	163,424.00	-3,121.44	98.1%
Total 5000-00 · Salaries & Wages	217,330.04	249,349.00	-32,018.96	87.2%
5100-00 · Rent				
5110-00 · Utilities	689.29	968.00	-278.71	71.2%
5140-00 · Repairs & Maintenance	681.92	715.00	-33.08	95.4%
5150-00 · Office - Cleaning	745.50	1,386.00	-640.50	53.8%
5100-00 · Rent - Other	8,660.90	8,624.00	36.90	100.4%
Total 5100-00 · Rent	10,777.61	11,693.00	-915.39	92.2%
5310-00 · Telephone				
5320-00 · Telephone	2,582.45	2,816.00	-233.55	91.7%
Total 5310-00 · Telephone	2,582.45	2,816.00	-233.55	91.7%
5420-00 · Mail - USPS	114.37	605.00	-490.63	18.9%
5510-00 · Insurance/Bonding	1,249.01	2,530.00	-1,280.99	49.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	94.99			
5520-00 · Supplies - Other	409.79	935.00	-525.21	43.8%
Total 5520-00 · Supplies	504.78	935.00	-430.22	54.0%
5610-00 · Depreciation	828.67	935.00	-106.33	88.6%
5700-00 · Equipment Support & Maintenance	522.17	1,518.00	-995.83	34.4%
5710-00 · Taxes, Licenses & Fees	136.32	275.00	-138.68	49.6%
5740-00 · Equipment Rental/Leasing	1,496.76	2,068.00	-571.24	72.4%
6730-00 · Marketing Cooperative/Media	103,650.00	100,000.00	3,650.00	103.7%
8200-00 · Associate Relations	141.78	425.00	-283.22	33.4%
8500-00 · Credit Card Fees	91.75			
8700-00 · Automobile Expenses	115.57	990.00	-874.43	11.7%
8750-00 · Meals/Meetings	0.00	385.00	-385.00	0.0%
8810-00 · Dues & Subscriptions	0.00	955.00	-955.00	0.0%
8930-00 · Prior Period Adjustments	-4,699.23			
Total Expense	334,842.05	375,479.00	-40,636.95	89.2%
Net Ordinary Income	142,864.84	39,046.00	103,818.84	365.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	46,624.63	45,773.00	851.63	101.9%
Total Other Expense	46,624.63	45,773.00	851.63	101.9%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
30 - Conference

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Net Other Income	-46,624.63	-45,773.00	-851.63	101.9%
Net Income	<u>96,240.21</u>	<u>-6,727.00</u>	<u>102,967.21</u>	<u>-1,430.7%</u>

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
11 - Marketing

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,061,161.34	2,122,865.00	-61,703.66	97.1%
4250-00 · Revenues-Membership Activities	5.00			
4251-00 · Revenue-Tue AM Breakfast Club	90.00			
4350-00 · Special Events (Marketing)	21,719.00	86,500.00	-64,781.00	25.1%
4600-00 · Commissions	3,482.63			
Total Income	2,086,457.97	2,209,365.00	-122,907.03	94.4%
Gross Profit	2,086,457.97	2,209,365.00	-122,907.03	94.4%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	12,083.30	14,500.00	-2,416.70	83.3%
5020-00 · P/R - Tax Expense	16,909.84	29,683.00	-12,773.16	57.0%
5030-00 · P/R - Health Insurance Expense	23,890.61	50,123.00	-26,232.39	47.7%
5040-00 · P/R - Workmans Comp	984.74	1,408.00	-423.26	69.9%
5060-00 · 401 (K)	5,757.44	8,372.00	-2,614.56	68.8%
5065-00 · Merit	0.00	5,242.00	-5,242.00	0.0%
5070-00 · Other Benefits and Expenses	2,002.10	4,900.00	-2,897.90	40.9%
5000-00 · Salaries & Wages - Other	203,706.81	206,560.00	-2,853.19	98.6%
Total 5000-00 · Salaries & Wages	265,334.84	320,788.00	-55,453.16	82.7%
5100-00 · Rent				
5110-00 · Utilities	1,368.02	1,925.00	-556.98	71.1%
5140-00 · Repairs & Maintenance	1,312.55	1,375.00	-62.45	95.5%
5150-00 · Office - Cleaning	1,484.00	2,772.00	-1,288.00	53.5%
5100-00 · Rent - Other	17,321.14	17,237.00	84.14	100.5%
Total 5100-00 · Rent	21,485.71	23,309.00	-1,823.29	92.2%
5310-00 · Telephone				
5320-00 · Telephone	5,423.39			
5350-00 · Internet	289.85			
5310-00 · Telephone - Other	0.00	9,724.00	-9,724.00	0.0%
Total 5310-00 · Telephone	5,713.24	9,724.00	-4,010.76	58.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	18.65			
5480-00 · Mail - Fed Ex	661.63			
5420-00 · Mail - USPS - Other	74.03	495.00	-420.97	15.0%
Total 5420-00 · Mail - USPS	754.31	495.00	259.31	152.4%
5510-00 · Insurance/Bonding	1,249.01	3,300.00	-2,050.99	37.8%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,786.98	2,000.00	1,786.98	189.3%
5520-00 · Supplies - Other	1,400.93	3,179.00	-1,778.07	44.1%
Total 5520-00 · Supplies	5,187.91	5,179.00	8.91	100.2%
5610-00 · Depreciation	1,593.73	1,793.00	-199.27	88.9%
5700-00 · Equipment Support & Maintenance	1,094.25	3,421.00	-2,326.75	32.0%
5710-00 · Taxes, Licenses & Fees	302.15	660.00	-357.85	45.8%
5740-00 · Equipment Rental/Leasing	1,578.94	2,420.00	-841.06	65.2%
5800-00 · Training Seminars	1,725.48	7,000.00	-5,274.52	24.6%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	7,500.00	7,500.00	0.00	100.0%
Total 5900-00 · Professional Fees	7,500.00	7,500.00	0.00	100.0%
5998-00 · Infrastructure Projects				
5974-00 · Visitors Centers Exhibits	48.75			
Total 5998-00 · Infrastructure Projects	48.75			
6020-00 · Programs				

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
11 - Marketing

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
6016-00 · Community Marketing Programs	12,923.74	0.00	12,923.74	100.0%
Total 6020-00 · Programs	12,923.74	0.00	12,923.74	100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.69			
6030-00 · AFW-Media	-472.77			
6023-00 · Autumn Food & Wine - Other	31,689.50			
Total 6023-00 · Autumn Food & Wine	31,234.42			
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	14,600.00			
6421-00 · New Event Development	16,211.82	4,000.00	12,211.82	405.3%
6422-00 · IronMan Lake Tahoe	387,567.47	455,000.00	-67,432.53	85.2%
6427-00 · USA Cycling	-3,857.83	0.00	-3,857.83	100.0%
6420-00 · Sponsorship - Other	38,569.07			
Total 6420-00 · Sponsorship	453,090.53	459,000.00	-5,909.47	98.7%
6701-00 · Market Study Reports/Research	5,398.94	10,000.00	-4,601.06	54.0%
6730-00 · Marketing Cooperative/Media	881,354.83	880,111.12	1,243.71	100.1%
6742-00 · Non-NLT Co-Op Marketing Program	15,029.18	49,000.00	-33,970.82	30.7%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	11,985.38			
6743-02 · Shopping Destination	1,500.00			
6743-03 · Touch Lake Tahoe	1,050.00			
6743-05 · Peak Your Adventure	500.00			
6743-00 · BACC Marketing Programs - Other	35,105.00	80,000.00	-44,895.00	43.9%
Total 6743-00 · BACC Marketing Programs	50,140.38	80,000.00	-29,859.62	62.7%
8200-00 · Associate Relations	374.61	600.00	-225.39	62.4%
8500-00 · Credit Card Fees	90.00			
8700-00 · Automobile Expenses	1,340.90	2,200.00	-859.10	61.0%
8750-00 · Meals/Meetings	1,971.98	5,390.00	-3,418.02	36.6%
8810-00 · Dues & Subscriptions	3,340.65	2,500.00	840.65	133.6%
8910-00 · Travel	1,170.15	5,338.00	-4,167.85	21.9%
8930-00 · Prior Period Adjustments	4,169.85			
Total Expense	1,775,198.48	1,879,728.12	-104,529.64	94.4%
Net Ordinary Income	311,259.49	329,636.88	-18,377.39	94.4%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	203,453.02	199,734.00	3,719.02	101.9%
Total Other Expense	203,453.02	199,734.00	3,719.02	101.9%
Net Other Income	-203,453.02	-199,734.00	-3,719.02	101.9%
Net Income	107,806.47	129,902.88	-22,096.41	83.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
50 - Infrastructure

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	205,071.65	212,699.00	-7,627.35	96.4%
Total Income	205,071.65	212,699.00	-7,627.35	96.4%
Gross Profit	205,071.65	212,699.00	-7,627.35	96.4%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	5,584.16	5,794.00	-209.84	96.4%
5030-00 · P/R - Health Insurance Expense	3,349.82	6,221.00	-2,871.18	53.8%
5040-00 · P/R - Workmans Comp	1,094.17	1,562.00	-467.83	70.0%
5060-00 · 401 (k)	2,525.12	3,367.00	-841.88	75.0%
5065-00 · Merit	0.00	2,790.00	-2,790.00	0.0%
5070-00 · Other Benefits and Expenses	159.24	1,659.00	-1,499.76	9.6%
5000-00 · Salaries & Wages - Other	66,319.82	71,126.00	-4,806.18	93.2%
Total 5000-00 · Salaries & Wages	79,032.33	92,519.00	-13,486.67	85.4%
5100-00 · Rent				
5110-00 · Utilities	470.25	1,375.00	-904.75	34.2%
5140-00 · Repairs & Maintenance	421.15	440.00	-18.85	95.7%
5150-00 · Office - Cleaning	523.50	990.00	-466.50	52.9%
5100-00 · Rent - Other	6,173.28	6,116.00	57.28	100.9%
Total 5100-00 · Rent	7,588.18	8,921.00	-1,332.82	85.1%
5310-00 · Telephone				
5320-00 · Telephone	1,943.07	2,200.00	-256.93	88.3%
Total 5310-00 · Telephone	1,943.07	2,200.00	-256.93	88.3%
5420-00 · Mail - USPS	61.92	50.00	11.92	123.8%
5510-00 · Insurance/Bonding	197.20	550.00	-352.80	35.9%
5520-00 · Supplies	228.07	869.00	-640.93	26.2%
5610-00 · Depreciation	509.93	572.00	-62.07	89.1%
5700-00 · Equipment Support & Maintenance	334.32	605.00	-270.68	55.3%
5710-00 · Taxes, Licenses & Fees	83.89	343.00	-259.11	24.5%
5740-00 · Equipment Rental/Leasing	1,325.82	1,506.00	-180.18	88.0%
5810-00 · Public Outreach	0.00	1,000.00	-1,000.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00	7,500.00	-7,500.00	0.0%
5920-00 · Professional Fees - Accountant	7,500.00			
Total 5900-00 · Professional Fees	7,500.00	7,500.00	0.00	100.0%
5941-00 · Research & Planning	28,536.10	48,000.00	-19,463.90	59.5%
8200-00 · Associate Relations	120.68	350.00	-229.32	34.5%
8500-00 · Credit Card Fees	22.50			
8700-00 · Automobile Expenses	1,328.94	1,265.00	63.94	105.1%
8750-00 · Meals/Meetings	191.24	638.00	-446.76	30.0%
Total Expense	129,004.19	166,888.00	-37,883.81	77.3%
Net Ordinary Income	76,067.46	45,811.00	30,256.46	166.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	46,624.63	49,934.00	-3,309.37	93.4%
Total Other Expense	46,624.63	49,934.00	-3,309.37	93.4%
Net Other Income	-46,624.63	-49,934.00	3,309.37	93.4%
Net Income	29,442.83	-4,123.00	33,565.83	-714.1%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual All Departments

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,024,935.00	3,108,938.00	-84,003.00	97.3%
4200-00 · Membership Ann/Conf Dues	87,638.36	130,800.00	-43,161.64	67.0%
4201-00 · New Member Fees	1,745.00	4,818.00	-3,073.00	36.2%
4250-00 · Revenues-Membership Activities	59,527.76	68,050.00	-8,522.24	87.5%
4251-00 · Revenue-Tue AM Breakfast Club	9,265.00	8,800.00	465.00	105.3%
4252-00 · Revenue - Sponsorships	500.00	6,100.00	-5,600.00	8.2%
4350-00 · Special Events (Marketing)	21,719.00	86,500.00	-64,781.00	25.1%
4502-00 · Non-retail VIC income	3,781.25	10,007.00	-6,225.75	37.8%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	14,432.44			
4600-00 · Commissions - Other	156,104.74	101,675.00	54,429.74	153.5%
Total 4600-00 · Commissions	170,537.18	101,675.00	68,862.18	167.7%
46000 · Merchandise Sales	64,733.91	95,672.00	-30,938.09	67.7%
4720-00 · Miscellaneous	420.00			
Total Income	3,444,802.46	3,621,360.00	-176,557.54	95.1%
Cost of Goods Sold				
52900 · Purchases - Resale Items	60.00			
Total COGS	60.00			
Gross Profit	3,444,742.46	3,621,360.00	-176,617.54	95.1%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	20,890.97	19,554.00	1,336.97	106.8%
5020-00 · P/R - Tax Expense	78,099.69	93,583.00	-15,483.31	83.5%
5030-00 · P/R - Health Insurance Expense	96,799.96	158,812.00	-62,012.04	61.0%
5040-00 · P/R - Workmans Comp	10,941.35	32,307.00	-21,365.65	33.9%
5060-00 · 401 (k)	30,007.18	36,791.00	-6,783.82	81.6%
5065-00 · Merit	0.00	28,612.00	-28,612.00	0.0%
5070-00 · Other Benefits and Expenses	5,061.33	21,914.00	-16,852.67	23.1%
5000-00 · Salaries & Wages - Other	922,834.12	939,982.00	-17,147.88	98.2%
Total 5000-00 · Salaries & Wages	1,164,634.60	1,331,555.00	-166,920.40	87.5%
5100-00 · Rent				
5110-00 · Utilities	10,466.83	15,436.00	-4,969.17	67.8%
5140-00 · Repairs & Maintenance	5,373.73	7,408.00	-2,034.27	72.5%
5150-00 · Office - Cleaning	6,475.00	9,460.00	-2,985.00	68.4%
5100-00 · Rent - Other	126,228.01	126,123.00	105.01	100.1%
Total 5100-00 · Rent	148,543.57	158,427.00	-9,883.43	93.8%
5310-00 · Telephone				
5320-00 · Telephone	25,695.90	15,367.00	10,328.90	167.2%
5350-00 · Internet	289.85			
5310-00 · Telephone - Other	171.27	17,919.00	-17,747.73	1.0%
Total 5310-00 · Telephone	26,157.02	33,286.00	-7,128.98	78.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	505.30			
5480-00 · Mail - Fed Ex	783.74			
5420-00 · Mail - USPS - Other	913.81	3,889.00	-2,975.19	23.5%
Total 5420-00 · Mail - USPS	2,202.85	3,889.00	-1,686.15	56.6%
5510-00 · Insurance/Bonding	6,573.78	14,454.00	-7,880.22	45.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4,087.27	2,000.00	2,087.27	204.4%
5520-00 · Supplies - Other	11,011.87	17,672.00	-6,660.13	62.3%
Total 5520-00 · Supplies	15,099.14	19,672.00	-4,572.86	76.8%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
All Departments

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
5530-00 · Visitor Communications - Other	35.44	460.00	-424.56	7.7%
5610-00 · Depreciation	6,374.59	7,172.00	-797.41	88.9%
5700-00 · Equipment Support & Maintenance	6,979.59	11,847.00	-4,867.41	58.9%
5710-00 · Taxes, Licenses & Fees	8,527.98	6,079.00	2,448.98	140.3%
5740-00 · Equipment Rental/Leasing	15,631.77	19,084.00	-3,452.23	81.9%
5800-00 · Training Seminars	3,966.68	12,450.00	-8,483.32	31.9%
5810-00 · Public Outreach	0.00	2,130.00	-2,130.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,180.00	7,500.00	-4,320.00	42.4%
5920-00 · Professional Fees - Accountant	92,908.34	7,500.00	85,408.34	1,238.8%
5900-00 · Professional Fees - Other	312.50	21,000.00	-20,687.50	1.5%
Total 5900-00 · Professional Fees	96,400.84	36,000.00	60,400.84	267.8%
5940-00 · Research & Planning Membership	0.00	4,000.00	-4,000.00	0.0%
5941-00 · Research & Planning	55,188.50	95,000.00	-39,811.50	58.1%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	26,150.00			
Total 5948-00 · Transportation Projects	26,150.00			
5998-00 · Infrastructure Projects				
5974-00 · Visitors Centers Exhibits	48.75			
Total 5998-00 · Infrastructure Projects	48.75			
6020-00 · Programs				
6016-00 · Community Marketing Programs	12,923.74	0.00	12,923.74	100.0%
Total 6020-00 · Programs	12,923.74	0.00	12,923.74	100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.69			
6030-00 · AFW-Media	-472.77			
6023-00 · Autumn Food & Wine - Other	31,689.50			
Total 6023-00 · Autumn Food & Wine	31,234.42			
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	14,600.00			
6421-00 · New Event Development	16,211.82	4,000.00	12,211.82	405.3%
6422-00 · IronMan Lake Tahoe	387,567.47	455,000.00	-67,432.53	85.2%
6427-00 · USA Cycling	-3,857.83	0.00	-3,857.83	100.0%
6420-00 · Sponsorship - Other	38,669.07			
Total 6420-00 · Sponsorship	453,190.53	459,000.00	-5,809.47	98.7%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,857.56			
6434-00 · Community Awards Dinner	-11,295.81			
6436-00 · Membership - Wnt/Sum Rec Lunch	64.83			
6441-00 · Membership - Miscellaneous Exp	69.24			
6442-00 · Public Relations/Website	3,920.50			
6443-00 · Membership - Bridal Faire	3,269.86			
6423-00 · Membership Activities - Other	13,831.25	39,345.00	-25,513.75	35.2%
Total 6423-00 · Membership Activities	12,717.43	39,345.00	-26,627.57	32.3%
6437-00 · Tuesday Morning Breakfast Club	4,964.00	8,107.00	-3,143.00	61.2%
6490-00 · Classified Ads	0.00	750.00	-750.00	0.0%
6701-00 · Market Study Reports/Research	5,398.94	10,000.00	-4,601.06	54.0%
6730-00 · Marketing Cooperative/Media	985,019.83	980,111.12	4,908.71	100.5%
6740-00 · Media/Collateral/Production	0.00	7,635.00	-7,635.00	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	16,928.94	50,650.00	-33,721.06	33.4%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	11,985.38			
6743-02 · Shopping Destination	1,500.00			
6743-03 · Touch Lake Tahoe	1,050.00			
6743-05 · Peak Your Adventure	500.00			

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
All Departments

	Jul '15 - May 16	Budget	\$ Over Budget	% of Budget
6743-00 · BACC Marketing Programs - Other	35,105.00	80,000.00	-44,895.00	43.9%
Total 6743-00 · BACC Marketing Programs	50,140.38	80,000.00	-29,859.62	62.7%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,654.70			
59900 · POS Inventory Adjustments	-231.47			
8100-00 · Cost of Goods Sold - Other	35,733.60	53,650.00	-17,916.40	66.6%
Total 8100-00 · Cost of Goods Sold	37,156.83	53,650.00	-16,493.17	69.3%
8200-00 · Associate Relations	3,619.55	4,775.00	-1,155.45	75.8%
8300-00 · Board Functions	1,773.49	4,150.00	-2,376.51	42.7%
8500-00 · Credit Card Fees	6,327.09	6,610.00	-282.91	95.7%
8700-00 · Automobile Expenses	6,288.93	9,274.00	-2,985.07	67.8%
8750-00 · Meals/Meetings	4,655.79	9,773.00	-5,117.21	47.6%
8810-00 · Dues & Subscriptions	7,338.26	12,346.00	-5,007.74	59.4%
8910-00 · Travel	4,603.25	9,288.00	-4,684.75	49.6%
8930-00 · Prior Period Adjustments	-3,163.44			
Total Expense	3,223,633.06	3,500,969.12	-277,336.06	92.1%
Net Ordinary Income	221,109.40	120,390.88	100,718.52	183.7%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	43.71			
52500 · Purchase Discounts	110.02			
Total Other Income	153.73			
Other Expense				
8990-00 · Allocated	0.00	5,534.58	-5,534.58	0.0%
Total Other Expense	0.00	5,534.58	-5,534.58	0.0%
Net Other Income	153.73	-5,534.58	5,688.31	-2.8%
Net Income	221,263.13	114,856.30	106,406.83	192.6%