



Finance Committee Agenda and Meeting Notice

**Thursday, July 23, 2015 from 2PM-4PM
NLTRA Conference Room Upstairs**

NLTRA Mission

To promote tourism and business through efforts that enhances the economic, environmental, recreational and cultural climate of the area.

Finance Committee

**NLTRA Board
Wally Auerbach
Chair**

Committee Members

Ron Parson
Granlibakken

Mike Salmon
Tahoe Donner Association

Ramona Cruz
Tahoe City Public Utility
District

**Placer County Rep
Jennifer Merchant**

**NLTRA Staff
Marc Sabella**
Director of Finance/Human
Resources

**NLTRA Staff
Meredith Nelson**
Staff Accountant

**Quorum
3 Members with 1 being
a Board Member**

To call in:
Dial (605) 475-3220
Enter Participant code: 547298#

Items May Not Be Heard In the Order They Are Listed

- A. Call to Order – Establish Quorum
- B. Public Forum: Any person wishing to address the Finance Committee on items of interest to the Committee not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Committee on items addressed under Public Forum. (3 min)
- C. Agenda Amendments and Approval (2 min)
- D. Approval of the June 2015 Finance Committee Meeting Minutes (3 min)
- E. Discussion and Possible Action to Recommend Approval to the Board of Directors of the Financial Statements for June 2015 (15 min)
- F. Review and Possible Action to Recommend Approval to the Board of Directors of the NLTRA Organization budget for 2015/16 (15 min)
- G. Review and Discussion of the Membership Metrics Report (5 min)
- H. Supplemental Information (10 min)
 - Placer County TOT Budget
 - Designated Asset Report
 - Dashboard Report
- I. Approval of CEO Expenses
- J. Committee Member Comments (5 minutes)
- K. Adjournment

Finance Committee Meeting

July 23, 2015

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June 2015 Variance Report and Financial Statements	Pages E1 to E15
June 2015 Accounts Receivable and Infrastructure Schedules	Pages E16 to E19
Preliminary NLTRA 2015-16 Departmental Budgets	Pages F1 to F8
Membership Metrics Reports	Pages G1
Supplemental Information:	
-Placer County TOT Budget	Pages H1
-Designated Net Asset Report (to be handed out)	Pages H2
-Dashboard Report	Pages H3 to H7
Approval of CEO Expenses	Pages I1 to I3

**FINANCE COMMITTEE MINUTES
Tuesday, June 23, 2015 – 10:00 am**

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Joseph Mattioli, Cadence Matijevich, Ron Parson, and Mike Salmon (via phone)

STAFF IN ATTENDANCE: Sandy Evans Hall, Marc Sabella, JT Thompson and Meredith Nelson

OTHERS IN ATTENDANCE: None

1.0 CALL TO ORDER – ESTABLISH QUORUM

- 1.1 The meeting was called to order at 10:10 am by Joseph Mattioli and Ron Parson

2.0 PUBLIC FORUM

- 2.1 None

3.0 AGENDA AMENDMENTS AND APPROVAL

- 3.1 Approval of the June 2015 Finance Committee Agenda

M/S/C (Cadance Matijevich, Mike Salmon) (4/0) to approve the June 2015 Agenda

4.0 APPROVAL OF MINUTES

- 4.1 Approval of the May 2015 Finance Committee Minutes

M/S/C (Mike Salmon, Joseph Mattioli) (4/0) to approve the May 2015 Finance Committee Minutes

5.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE MAY 2015 FINANCIAL STATEMENTS

- 5.1 The NLTRA's surplus through May is above reforecast by \$150,000 year-to-date. Salaries and Wages are lower than budget and the key expense savings are in Marketing's special events which should come in under reforecast. Marketing programs and Transportation should come in at reforecast.
- 5.2 The Membership revenues are higher than anticipated except in sponsorships. Businesses are finding it harder to contribute extra money toward special events. Conference commissions are tracking 54% below reforecast, but according to the bookings report through June that amount will exceed the budget by approximately \$1000 (May & June bookings have not been invoiced). The Visitor Information Center merchandise sales fell short by half the reforecast numbers for the month of May.
- 5.3 Mike Salmon questioned the Marketing Cooperative Liabilities balance. The negative balance is due to expenses that the NLTRA has spent but has not yet invoiced the NLT Marketing Cooperative.
- 5.4 The NLTRA should provide a report on designated reserves to track where the reserves are.

M/S/C (Mike Salmon, Cadance Matijevich) (4/0) to recommend the Board of Directors approve the May 2015 Financial Statements.

6.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL TO THE BOARD OF DIRECTORS THE PRELIMINARY DEPARTMENTAL NLTRA 2015-2016 BUDGETS

- 6.1 The NLTRA Consolidated 2015-2016 budget was brought to the Board of Directors in May. From that meeting, Marc Sabella received instruction on the formatting of the budget spreadsheets, of which new versions are available. The Board of Directors approved the reduction of \$21,000 in the marketing reserve balance payback for 2015-2016.
- 6.2 Per Sandy, the NLTRA's proposed departmental budgets for 2015-2016 will be on hold until the Placer County TOT budget has been approved.

M/S/C (Recommendation to be held over until the July 2015 Finance Committee Meeting)

7.0 DISCUSSION OF THE PLACER COUNTY REVIEW AND AUDIT

- 7.1 The NLTRA met with Placer County on Monday June 22nd. It was determined that the NLTRA needs to provide more information and all unrestricted net assets to be paid back to Placer County. These unrestricted net assets are by definition total assets less total liabilities. This is not a "cash reserve". One possibility is to take a portion of the restricted net assets in transportation and infrastructure as a percentage of normal TOT and Non-TOT revenue on a 4-year average. Any portion that is considered TOT funding would be placed in restricted assets with the remainder being in unrestricted designated assets as Non-TOT. If the organization disbanded, Placer County would receive that unrestricted money. Sandy is putting this proposal into Placer County by the following Thursday if possible. The organization will have an extra 30 days to respond to the letter requesting additional information needed.
- 7.2 Ron Parson suggested that the NLTRA should review the last Placer County audit and go forward with any differences in unrestricted assets to decide what amount Placer County should be reimbursed.
- 7.3 Placer County is proposing funding on a reimbursement basis where the NLTRA would submit all invoices and contracts to Placer County which then would reimburse the payment to NLTRA for the approved expenses.

8.0 REVIEW AND DISCUSSION OF THE MEMBERSHIP METRICS REPORT

- 8.1 The Membership department has added 62 new members year-to-date through June 18, pacing at 5.4 new members per month which is slightly below the projection of 5.6 new members per month. Membership attrition is coming in lighter which is a positive sign.

9.0 SUPPLEMENTAL INFORMATION – DASHBOARD

- 9.1 The Dashboard has been revised since the last Finance Committee meeting. The formatting was unclear to some individuals as to what the reports were trying to convey. The NLTRA is now using Rev-Par rather than ADR for Occupancy reporting. Ron believes both are great statistics and should use both the ADR and Rev-Par and should be included for the Board of Directors reports.
- 9.2 It was suggested that the Marketing Committee should look at the revenue spent on desimetrics and determine if the data received and reported is worth the cost. If ADR or RevPAR are low, what would the marketing committee want to do? Is NLTRA spending the money correctly?
- 9.3 Cadence will look into the Unemployment figures that have not been updated. Judy Sage is the new Placer County employee responsible for conveying the information.

10.0 APPROVAL OF CEO EXPENSES

- 12.1 Joseph Mattioli to approve the CEO Expenses for May 2015.

11.0 COMMITTEE MEMBERS' COMMENTS

- 11.1 No Comments

12.0 ADJOURNMENT

- 12.1 The meeting adjourned at 11:04 am



July 23, 2015

To: Finance Committee

From: Marc Sabella

Re: Major Variances of the June 2015 Financial Statements

As of June 30th, all of the annual budget calendar should be completed. The following are the major budget to actual variances **YEAR-TO-DATE**:

Profit/Loss:

- Organizational Revenues came in just under forecast in total (-.2%). Membership Revenues were well-over the re-forecasted and budgeted annual totals. This was due to some in-kind trades for memberships being booked in June and a strong January renewal of memberships and a good collection effort of longer-dated receivables by the Accounting Department. Membership Activities came in slightly under forecast. Sponsorships also came in under budget. There was no Visitor Guide Income reported. Merchandise Sales came in under forecast and under budget due to lower anticipated sales for the months of May and June.
- Special Events revenue came in lighter compared to budget and finished lower than reforecast as the Ironman event was cancelled and several expected revenue sources related to the event did not transpire. Related expenses also came in under-budget due to the cancellation of services for the event. The net reduction to revenues and savings to expenditures will be a larger number due to the cancellation of the race.
- Conference Commissions billings were processed for May and June and finished the year over the reforecast and the annual budget amounts. Actual revenue for billing participating properties has caught up to a normal pace in the past quarter and collections of past due accounts have been good lately.
- Salary expense finished under forecast as several salary items were forecasted but were not realized.
- Community Marketing Programs came in very close to budget. Non-NLT Co-Op Marketing and Special Events/Sponsorships are under budget.
- Membership Activities Expense is over budget in part due to the offset against in-kind revenues booked. After netting the actual expenses against actual Membership Activities Revenues net activities still showed a gain for the year.
- Marketing Cooperative payments came in according to the regular schedule. The overage comes from an accounting entry booked in June for the transfer to the Cooperative of the Ski Marketing reserves from the Designated Marketing net assets balance.
- Transportation Projects and Research and Planning finished the year under budget.

Balance Sheet:

- A/R balances included large receivable amounts from one resort in the prior year. In the current year, there are no such balances with this resort, thus a decrease to the overall A/R balance.
- Membership A/R is now up-to-date with a strong collection effort on delinquent amounts and is now showing a decrease to the balance year over the past two years.
- A/R Sales Estimates has increased in June due to the large number of May and June Commission billings that occurred just before the end of the fiscal year. Salary and wages payable includes the corresponding accrued payables for commissions to the sales force on booked revenues.
- A/R TOT funding contains the balance of two months of the new Placer County contract that goes beyond the NLTRA fiscal year end at June 30th. The accounting recording method has changed since July of 2013 in the sense that the full year receivable is no longer booked at the beginning of the year.
- Deferred Support is the balance of net activity of the BACC programs and will be removed from the NLTRA books by fiscal year end.
- The designated ski marketing reserve was set up and the balance moved over from an old liability account containing remaining funds from ski ticket sales through our offices. This ticket purchasing process ceased in the past fiscal year and this balance represents excess funds in the account at the termination of the program. The excess funds can be used by Marketing for the promotion of North Lake Tahoe skiing. Per a previous finance committee meeting, this amount has been rolled into the Designated Marketing Reserves in November. This amount will be paid to the Marketing Cooperative in the 15/16 fiscal year.
- All net-asset accounts are matching the net-asset balances reported in the audit report for the 2013/14 fiscal year including the new "Designated Visitor Support and Transportation" reserve.
- The Designated Marketing Reserves now includes the \$21,000 of budgeted amounts in the Marketing budget that were not spent and were intended to be placed in this reserve balance at the end of the year as per Board of Directors instructions at the beginning of the fiscal year.

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the Month Ended June 30, 2015
Consolidated Departments

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Revenue											
Placer County TOT Funding	\$ 302,552	\$ 302,552	\$ 302,551	\$ 3,692,124	\$ 3,692,124	\$ 3,692,120	\$ -	\$ 3,794,361	\$ 3,692,124	\$ 3,692,120	100%
Membership	15,700	12,592	10,232	137,663	116,314	124,574	21,349	117,895	116,314	124,574	118%
New Member Fees	300	375	383	3,375	3,450	5,250	(75)	2,150	3,450	5,250	98%
Membership Activities	2,025	4,400	4,400	54,612	55,876	55,898	(1,264)	31,031	55,876	55,698	98%
Tuesday Morning Breakfast Club	530	800	800	9,896	9,601	9,600	295	10,850	9,601	9,600	103%
Sponsorships	140	500	2,000	3,140	8,100	8,100	(4,960)	2,750	8,100	8,100	39%
Special Events	-	-	-	40,162	51,000	86,500	(10,838)	87,708	51,000	86,500	79%
Non-Retail VIC Sales	2,025	637	637	11,625	10,222	7,844	1,403	8,341	10,222	7,844	114%
Visitor Guide Income	-	3,000	-	-	3,000	3,000	(3,000)	-	3,000	3,000	0%
Commissions	55,078	36,743	4,780	118,287	115,868	115,868	2,419	112,630	115,868	115,868	102%
Merchandise Sales	8,010	17,500	17,500	92,742	106,328	108,864	(13,586)	107,931	106,328	108,864	87%
Total Revenue	386,360	379,099	343,283	4,163,626	4,171,883	4,217,218	(8,257)	4,265,647	4,171,883	4,217,218	100%
Cost of Goods Sold/Discounts	7,014	7,211	7,211	51,858	56,287	58,306	4,429	59,318	56,287	58,306	92%
Total Cost of Goods Sold	7,014	7,211	7,211	51,858	56,287	58,306	4,429	59,318	56,287	58,306	92%
Gross Margin	379,346	371,888	336,072	4,111,768	4,115,596	4,158,912	(3,828)	4,206,329	4,115,596	4,158,912	100%
Operating Expenses											
Salaries & Wages	134,123	99,846	98,423	1,358,398	1,357,221	1,413,948	(1,177)	1,233,671	1,357,221	1,413,948	100%
Rent	13,166	13,633	13,514	159,111	161,810	169,522	2,699	188,785	161,810	169,522	98%
Telephone	2,434	3,042	3,136	32,826	35,250	37,636	2,424	32,631	35,250	37,636	93%
Mail - USPS	497	465	399	2,871	4,317	4,286	1,446	4,607	4,317	4,286	67%
Insurance/Bonding	598	1,253	1,238	14,730	14,869	14,856	139	16,639	14,869	14,856	98%
Supplies	1,892	1,238	1,196	18,416	16,404	14,380	(2,012)	12,293	16,404	14,380	112%
Visitor Communications - Other	150	102	-	248	460	460	212	406	460	460	54%
Equipment Support & Maintenance	3,120	1,117	973	8,484	10,518	11,674	2,034	8,000	10,518	11,674	81%
Taxes, Licenses & Fees	137	594	384	5,033	5,903	3,977	870	3,822	5,903	3,977	85%
Equipment Rental/Leasing	1,266	1,785	1,686	17,689	18,246	21,228	557	18,529	18,246	21,228	97%
Training Seminars	-	434	434	3,166	2,382	4,484	(784)	3,400	2,382	4,484	133%
Public Outreach	-	1,000	-	-	2,130	2,129	2,130	1,092	2,130	2,129	0%
Professional Fees	940	-	-	24,267	21,220	18,350	(3,047)	18,590	21,220	18,350	114%
Community Marketing Programs	59,126	20,000	20,000	78,879	80,000	80,000	1,121	150,226	80,000	80,000	99%
Special Events/Sponsorships	112,540	65,000	65,000	495,779	512,753	517,753	16,974	459,148	512,753	517,753	97%
Membership Activities	7,457	850	400	43,361	33,158	24,085	(10,203)	35,591	33,158	24,085	131%
Tuesday Morning Breakfast Club	732	737	737	9,262	9,596	8,844	334	9,602	9,596	8,844	97%
Marketing Cooperative/Media	48,707	35,000	35,000	902,454	888,747	888,747	(13,707)	1,125,000	888,747	888,747	102%
Media/Collateral/Production	-	-	-	-	826	826	826	1,676	826	826	0%
Non-NLT Co-Op Marketing Programs	27,902	70,300	70,208	101,430	123,138	124,492	21,708	77,962	123,138	124,492	82%

8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	100%
1,020	513	12	4,738	5,050	2,688	2,354	5,050	2,688	2,688	94%	
3,165	484	383	5,479	4,547	4,604	(932)	4,547	4,604	4,604	120%	
631	578	455	6,549	6,815	5,449	266	6,815	5,449	5,449	96%	
1,765	1,274	875	10,488	10,476	10,767	(12)	10,476	10,767	10,767	100%	
367	610	484	9,770	7,516	4,968	(2,254)	7,516	4,968	4,968	130%	
239	160	160	7,096	4,970	4,170	(2,126)	4,090	4,970	4,170	143%	
-	2,453	1,153	3,863	8,791	8,664	4,928	8,791	8,791	8,664	44%	
-	-	-	3,639	920	-	(2,719)	1,780	920	-	396%	
-	1,000	2,000	4,000	5,000	5,000	1,000	5,000	5,000	5,000	80%	
5,000	15,019	2,000	94,409	113,000	113,000	18,591	125,623	113,000	113,000	84%	
-	55,831	5,000	560,584	589,420	589,420	28,836	519,082	589,420	589,420	95%	
611	604	747	7,170	7,122	8,894	(48)	6,683	7,122	8,894	101%	
435,585	402,622	333,997	4,002,189	4,070,575	4,127,301	68,386	4,104,980	4,070,575	4,127,301	98%	
(56,239)	(30,734)	2,075	109,579	45,021	31,611	64,558	101,349	45,021	31,611		
-	-	4	36	34	48	2	(1,095)	34	48		
1,750	1,750	1,750	21,000	21,000	21,000	0	-	21,000	21,000		
(1,750)	(1,750)	(1,746)	(20,964)	(20,966)	(20,952)	2	(1,095)	(20,966)	(20,952)		
(57,989)	(32,484)	329	88,615	24,055	10,659	64,560	100,254	24,055	10,659		

EV

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the Month Ended June 30, 2015
All Departments Ex Infrastructure/Transportation

	Current Month Actual	Current Month Reforecast	Current Month Budget	Revenue	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Placer County TOT Funding	\$ 218,898	\$ 218,898	\$ 218,897		\$ 2,673,276	\$ 2,673,276	\$ 2,673,272	\$ -	\$ 2,735,212	\$ 2,673,276	\$ 2,673,272	100%
Memberships	15,700	12,592	10,232		137,663	116,314	124,574	21,349	117,895	116,314	124,574	118%
New Member Fees	300	375	383		3,375	3,450	5,250	(75)	2,150	3,450	5,250	98%
Membership Activities	2,025	4,400	4,400		54,612	55,876	55,898	(1,264)	31,541	55,876	55,898	98%
Tuesday Morning Breakfast Club	530	800	800		9,896	9,601	9,600	295	10,850	9,601	9,600	103%
Sponsorships	140	500	2,000		3,140	8,100	8,100	(4,960)	2,750	8,100	8,100	39%
Special Events	-	-	-		40,162	51,000	86,500	(10,838)	87,708	51,000	86,500	79%
Non-Retail VIC Sales	2,025	637	637		11,625	10,222	7,844	1,403	8,341	10,222	7,844	114%
Visitor Guide Income	-	3,000	-		-	3,000	3,000	(3,000)	-	3,000	3,000	0%
Commissions	55,078	36,743	4,780		118,287	115,868	115,868	2,419	112,630	115,868	115,868	102%
Merchandise Sales	8,010	17,500	17,500		92,742	106,328	108,864	(13,586)	107,981	106,328	108,864	87%
Total Revenue	302,706	295,445	259,629		3,144,778	3,153,035	3,198,370	(8,257)	3,217,058	3,153,035	3,198,370	100%
Cost of Goods Sold/Discounts	7,034	7,211	7,211		51,858	56,287	58,306	4,429	59,268	56,287	58,306	92%
Total Cost of Goods Sold	7,034	7,211	7,211		51,858	56,287	58,306	4,429	59,268	56,287	58,306	92%
Gross Margin	295,672	288,234	252,418		3,092,920	3,096,748	3,140,064	(3,828)	3,157,790	3,096,748	3,140,064	100%
Salaries & Wages	117,842	86,564	85,141		1,166,292	1,168,296	1,220,113	2,004	1,072,655	1,168,296	1,220,113	100%
Rent	11,803	11,895	11,877		143,106	143,912	149,204	806	172,906	143,912	149,204	99%
Telephone	2,035	2,590	2,711		27,789	30,051	32,536	2,262	27,596	30,051	32,536	92%
Mail - USPS	497	415	349		2,828	4,145	4,186	1,317	4,556	4,145	4,186	68%
Insurance/Bonding	565	1,157	1,142		13,510	13,849	13,704	339	15,641	13,849	13,704	98%
Supplies	1,732	1,062	1,073		16,757	14,513	12,872	(2,244)	11,039	14,513	12,872	115%
Visitor Communications - Other	150	102	-		248	460	460	212	406	460	460	54%
Equipment Support & Maintenance	3,101	915	871		7,886	9,356	10,449	1,470	6,487	9,356	10,449	84%
Taxes, Licenses & Fees	136	505	295		4,798	5,184	3,545	386	3,642	5,184	3,545	93%
Equipment Rental/Leasing	1,041	1,494	1,495		14,520	14,886	17,936	366	15,451	14,886	17,936	98%
Training Seminars	-	434	434		3,166	2,382	4,484	(784)	3,400	2,382	4,484	133%
Public Outreach	-	-	-		-	180	179	180	179	180	179	0%
Professional Fees	940	-	-		24,267	21,220	18,350	(3,047)	18,590	21,220	18,350	114%
Community Marketing Programs	59,126	20,000	20,000		78,879	80,000	80,000	1,121	150,226	80,000	80,000	99%
Special Events/Sponsorships	112,540	65,000	65,000		495,779	512,753	517,753	16,974	459,148	512,753	517,753	97%
Membership Activities	7,457	850	400		43,361	33,168	24,085	(10,203)	35,591	33,168	24,085	131%
Tuesday Morning Breakfast Club	732	737	737		9,262	9,596	8,844	334	9,602	9,596	8,844	97%
Marketing Cooperative/Media	48,707	35,000	35,000		902,454	888,747	888,747	(13,707)	1,125,000	888,747	888,747	102%
Media/Collateral/Production	-	-	-		-	826	826	826	1,676	826	826	0%
Non-NLT Co-Op Marketing Programs	27,902	70,300	70,208		101,431	123,138	124,492	21,707	77,962	123,138	124,492	82%
Research & Planning	-	-	-		16,320	17,000	17,000	680	33,912	17,000	17,000	96%

8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	8,000	100%
1,020	463	12	4,366	4,379	2,438	2,438	2,142	4,379	4,379	2,438	2,438	100%	
3,165	484	384	5,479	4,547	4,604	(932)	5,813	4,547	4,604	4,604	4,604	120%	
631	578	455	6,549	6,815	5,449	266	6,227	6,815	6,815	5,449	5,449	96%	
1,604	698	665	8,342	7,045	7,247	(1,297)	7,861	7,045	7,045	7,247	7,247	118%	
337	485	444	8,164	6,256	4,487	(1,908)	4,487	6,256	4,487	4,487	4,487	130%	
239	160	160	7,096	4,613	4,080	(2,483)	4,000	4,613	4,613	4,080	4,080	154%	
-	2,153	1,153	3,863	8,791	8,664	4,928	5,590	8,791	8,791	8,664	8,664	44%	
-	-	-	3,384	920	-	(2,464)	1,781	920	920	-	-	100%	
513	505	652	6,023	5,973	7,743	(50)	5,614	5,973	5,973	7,743	7,743	101%	
411,815	312,546	308,658	3,133,919	3,150,991	3,202,477	17,072	3,297,180	3,150,991	3,150,991	3,202,477	3,202,477	99%	
(116,143)	(24,312)	(56,240)	(40,998)	(54,243)	(62,413)	13,244	(139,390)	(54,243)	(54,243)	(62,413)	(62,413)		
-	-	-	36	34	48	2	(1,092)	34	34	48	48		
1,750	1,750	1,750	21,000	21,000	21,000	0	-	21,000	21,000	21,000	21,000		
(7,965)	(7,835)	(1,688)	(94,404)	(96,254)	(94,024)	(1,860)	(91,005)	(96,254)	(96,254)	(94,024)	(94,024)		
(6,216)	(6,085)	62	(73,404)	(75,284)	(73,024)	(1,860)	(91,005)	(75,284)	(75,284)	(73,024)	(73,024)		
(109,928)	(18,227)	(56,298)	32,441	21,055	10,659	11,386	(49,477)	21,055	21,055	10,659	10,659		

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the Month Ended June 30, 2015
Marketing

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Revenue											
Placer County TOT Funding	\$ 168,433	\$ 168,433	\$ 168,432	\$ 2,067,696	\$ 2,067,696	\$ 2,067,692	\$ -	\$ 2,118,304	\$ 2,067,696	\$ 2,067,692	100%
Special Events	-	-	-	40,162	51,000	86,500	(10,838)	87,708	51,000	86,500	79%
Total Revenue	168,433	168,433	168,432	2,107,858	2,118,696	2,154,192	(10,838)	2,206,012	2,118,696	2,154,192	99%
Operating Expenses											
Salaries & Wages	39,056	21,755	23,255	313,455	315,907	341,628	2,452	282,906	315,907	341,628	99%
Rent	1,924	1,979	1,979	22,404	22,412	23,750	8	21,529	22,412	23,750	100%
Telephone	452	884	884	8,977	10,310	10,608	1,333	9,974	10,310	10,608	87%
Mail - USPS	75	96	96	114	703	1,152	589	248	703	1,152	16%
Insurance/Bonding	103	241	241	1,241	2,843	2,892	1,602	3,162	2,843	2,892	44%
Supplies	497	276	276	3,241	3,081	3,312	(160)	1,926	3,081	3,312	105%
Equipment Support & Maintenance	1,194	200	200	2,440	2,244	2,400	(196)	2,014	2,244	2,400	109%
Taxes, Licenses & Fees	-	60	60	430	655	720	225	281	655	720	66%
Equipment Rental/Leasing	150	220	220	1,985	2,267	2,640	282	2,154	2,267	2,640	88%
Training Seminars	-	334	334	802	334	2,334	(468)	2,395	334	2,334	240%
Community Marketing Programs	59,126	20,000	20,000	78,879	80,000	80,000	1,121	150,226	80,000	80,000	99%
Special Events/Sponsorships	112,540	65,000	65,000	495,779	512,753	517,753	16,974	458,920	512,753	517,753	97%
Marketing Cooperative/Media	38,707	25,000	25,000	792,454	778,747	778,747	(13,707)	1,005,000	778,747	778,747	102%
Non-NLT Co-Op Marketing Programs	27,802	70,000	70,000	101,281	121,000	121,000	19,719	78,442	121,000	121,000	84%
Research & Planning	-	-	-	16,320	17,000	17,000	680	33,912	17,000	17,000	96%
Employee Relations	180	25	-	697	418	200	(279)	262	418	200	167%
Credit Card Fees	-	17	17	-	97	193	97	-	97	193	0%
Automobile Expenses	434	183	183	2,857	2,638	2,196	(219)	3,389	2,638	2,196	108%
Meals/Meetings	145	194	194	4,953	3,641	2,326	(1,312)	2,758	3,641	2,326	136%
Dues & Subscriptions	111	100	100	4,207	2,642	2,600	(1,565)	2,406	2,642	2,600	159%
Travel	-	875	875	2,261	3,752	6,213	1,491	3,860	3,752	6,213	60%
Classified Advertising	-	-	-	2,464	-	-	(2,464)	-	-	-	100%
Depreciation	153	150	301	1,793	1,776	3,612	(17)	1,671	1,776	3,612	101%
Total Operating Expenses	282,649	207,589	209,215	1,859,034	1,885,220	1,923,276	26,186	2,067,435	1,885,220	1,923,276	99%
Operating Income (Loss)	(114,216)	(39,156)	(40,783)	248,824	233,476	230,916	15,348	138,577	233,476	230,916	
Additions to Marketing Reserves	1,750	1,750	1,750	21,000	21,000	21,000	0	-	21,000	21,000	
Allocated Expenses	17,379	17,493	17,493	205,973	212,421	209,916	6,448	189,179	212,421	209,916	
Net Income (Loss)	(133,345)	(58,399)	(60,026)	21,851	55	-	21,796	(50,602)	55	-	

North Lake Tahoe Resort Association
 BUDGET TO ACTUAL
 Statement of Activities and Changes in Net Assets
 For the Month Ended June 30, 2015
 Conference

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 Year To Date Actual	Total 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Revenue											
	\$ 26,715	\$ 26,715	\$ 26,715	\$ 320,580	\$ 320,580	\$ 320,580	\$ -	\$ 299,412	\$ 320,580	\$ 320,580	100%
Placer County TOT Funding	-	1,640	640	4,675	7,690	7,690	(3,015)	5,005	7,690	7,690	61%
Membership	55,078	36,743	4,780	118,287	115,868	115,868	2,419	112,630	115,868	115,868	102%
Commissions	81,793	65,098	32,135	443,542	444,138	444,138	(596)	417,047	444,138	444,138	100%
Total Revenue											
Operating Expenses											
Salaries & Wages	21,587	17,861	17,861	252,471	252,591	251,219	110	229,508	252,581	251,219	100%
Rent	965	991	991	11,265	11,217	11,898	(48)	10,785	11,217	11,898	100%
Telephone	216	180	281	2,467	2,495	3,372	28	2,605	2,495	3,372	99%
Mail - USPS	207	66	66	483	613	792	130	1,103	613	792	79%
Insurance/Bonding	103	223	223	3,856	2,735	2,676	(1,121)	3,161	2,735	2,676	141%
Supplies	270	77	77	1,768	1,377	924	(391)	956	1,377	924	128%
Equipment Support & Maintenance	598	138	138	1,029	1,154	1,656	125	1,009	1,154	1,656	89%
Taxes, Licenses & Fees	-	15	15	243	243	180	0	146	243	180	100%
Equipment Rental/Leasing	131	188	188	1,992	2,038	2,256	46	2,228	2,038	2,256	98%
Marketing Cooperative/Media	10,000	10,000	10,000	110,000	110,000	110,000	0	120,000	110,000	110,000	100%
Conference - PUD	8,000	8,000	8,000	8,000	8,000	8,000	0	8,000	8,000	8,000	100%
Employee Relations	-	13	13	351	398	437	47	535	398	437	88%
Automobile Expenses	745	90	90	2,156	972	1,080	(1,184)	1,844	972	1,080	222%
Meals/Meetings	-	31	31	275	386	372	111	98	386	372	71%
Dues & Subscriptions	-	-	-	855	510	601	(345)	425	510	601	168%
Depreciation	79	77	77	932	918	924	(14)	869	918	924	102%
Total Operating Expenses	42,901	37,950	38,051	398,143	395,637	396,387	(2,506)	383,272	395,637	396,387	101%
Operating Income (Loss)	38,892	27,148	(5,916)	45,399	48,501	47,751	(3,102)	33,775	48,501	47,751	
Allocated Expenses	3,983	3,979	3,979	47,202	48,501	47,751	1,299	39,622	48,501	47,751	
Net Income (Loss)	34,909	23,169	(9,895)	(1,803)	-	-	(1,803)	(5,847)	-	-	

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the Month Ended June 30, 2015
Visitor Information

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Revenue											
	\$ 23,750	\$ 23,750	\$ 23,750	\$ 285,000	\$ 285,000	\$ 285,000	\$ -	\$ 291,038	\$ 285,000	\$ 285,000	100%
Placer County TOT Funding	2,025	637	637	11,625	10,222	7,644	1,403	6,366	10,222	7,644	114%
Non-Retail VIC Sales	-	3,000	-	-	3,000	3,000	(3,000)	-	3,000	3,000	0%
Visitor Guide Income	8,010	17,500	17,500	92,742	106,328	108,864	(13,586)	94,608	106,328	108,864	87%
Merchandise Sales	33,785	44,887	41,887	389,367	404,550	404,508	(15,183)	392,012	404,550	404,508	96%
Total Revenue											
	7,034	7,211	7,211	51,858	56,287	58,306	4,429	51,316	56,287	58,306	92%
Cost of Goods Sold	7,034	7,211	7,211	51,858	56,287	58,306	4,429	51,316	56,287	58,306	92%
Total Cost of Goods Sold											
	26,751	37,676	34,676	337,509	348,263	346,202	(10,754)	340,696	348,263	346,202	97%
Gross Margin											
Operating Expenses											
	16,191	14,975	12,951	181,580	182,047	182,942	467	164,000	182,047	182,942	100%
Salaries & Wages	6,073	6,225	6,225	76,481	78,190	81,389	1,709	97,317	78,190	81,389	98%
Rent	333	500	520	4,990	5,524	6,240	534	3,487	5,524	6,240	90%
Telephone	110	99	86	1,053	1,174	792	121	1,489	1,174	792	90%
Mail - USPS	136	303	288	3,555	3,641	3,456	86	3,538	3,641	3,456	98%
Insurance/Bonding	283	377	377	4,184	3,951	4,524	(233)	3,428	3,951	4,524	106%
Supplies	150	102	-	248	480	460	212	405	460	460	54%
Visitor Communications Other	76	175	175	906	1,705	2,100	799	1,601	1,705	2,100	53%
Equipment Support & Maintenance	-	125	93	598	936	1,116	338	204	936	1,116	64%
Taxes, Licenses & Fees	353	500	500	4,615	4,170	6,000	(445)	4,829	4,170	6,000	111%
Equipment Rental/Leasing	-	-	-	1,272	1,448	1,400	176	-	1,448	1,400	88%
Training Seminars	-	-	-	-	826	826	826	1,676	826	826	0%
Media/Collateral/Production	-	300	208	150	2,138	3,492	1,988	-	2,138	3,492	7%
Non-NLT Co-Op Marketing Programs	30	50	-	469	550	300	81	361	550	300	85%
Employee Relations	274	361	238	3,440	4,172	2,856	732	3,140	4,172	2,856	82%
Credit Card Fees	27	300	300	1,381	2,001	2,700	620	1,054	2,001	2,700	69%
Automobile Expenses	112	100	60	885	720	720	(165)	378	720	720	123%
Meals/Meetings	-	78	78	337	579	628	242	181	579	628	58%
Travel	80	80	78	932	935	851	3	800	935	851	100%
Depreciation	24,228	24,650	22,157	287,076	295,167	302,792	8,091	287,888	295,167	302,792	97%
Total Operating Expenses											
	2,523	13,026	12,519	50,433	53,096	43,410	(2,663)	52,808	53,096	43,410	
Operating Income (Loss)	3,621	3,618	3,618	42,911	44,096	43,410	1,185	37,385	44,096	43,410	
Allocated Expenses	(1,098)	9,408	8,901	7,522	9,000	-	(1,478)	15,423	9,000	-	
Net Income (Loss)											

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the Month Ended June 30, 2015
Infrastructure

Current Month Actual	Current Month Reforecast	Current Month Budget	Revenue	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
\$ 18,034	\$ 18,034	\$ 18,034	Placer County TOT Funding	\$ 231,408	\$ 231,408	\$ 231,406	\$ -	\$ 215,024	\$ 231,408	\$ 231,406	100%
18,034	18,034	18,034	Total Revenue	231,408	231,408	231,406	-	215,024	231,408	231,406	100%
			Operating Expenses								
8,122	6,641	6,641	Salaries & Wages	93,521	92,307	95,205	(1,214)	85,313	92,307	95,205	101%
682	919	819	Rent	8,003	8,999	9,582	996	7,652	8,999	9,582	89%
168	220	200	Telephone	2,487	2,565	2,400	78	2,518	2,565	2,400	97%
-	-	-	Mail - USPS	22	50	50	28	23	50	50	44%
16	40	40	Insurance/Bonding	610	462	480	(148)	500	462	480	132%
80	83	71	Supplies	793	872	872	79	653	872	872	91%
9	155	55	Equipment Support & Maintenance	299	655	660	356	756	655	660	46%
-	29	29	Taxes, Licenses & Fees	117	372	372	255	90	372	372	31%
112	146	46	Equipment Rental/Leasing	1,584	1,683	1,552	99	1,539	1,683	1,552	94%
-	1,000	-	Public Outreach	-	1,000	1,000	1,000	913	1,000	1,000	0%
2,410	10,019	2,000	Research & Planning	53,439	64,000	64,000	10,561	60,630	64,000	64,000	83%
-	25	-	Employee Relations	151	300	125	149	131	300	125	50%
96	182	17	Automobile Expenses	1,062	1,127	1,216	65	1,136	1,127	1,216	94%
-	100	31	Meals/Meetings	758	736	372	(22)	436	736	372	103%
-	-	-	Dues & Subscriptions	-	-	-	0	45	-	-	0%
-	-	-	Classified Advertising	128	128	-	0	-	128	-	100%
49	50	48	Depreciation	574	575	576	1	535	575	576	100%
11,744	19,609	9,997	Total Operating Expenses	163,548	175,831	178,462	12,283	162,870	175,831	178,462	93%
6,290	(1,575)	8,037	Operating Income (Loss)	67,860	55,577	52,944	12,283	52,154	55,577	52,944	
3,505	4,412	4,412	Allocated Expenses	54,185	55,577	52,944	1,392	51,318	55,577	52,944	
2,785	(5,987)	3,625	Net Income (Loss)	13,675	-	-	13,675	836	-	-	

Infrastructure Projects to be Recorded by Placer County:
Year-to-date Summary:
Capital Improvement Funding - Placer Held
Infrastructure Projects

1,642,074	1,642,074	393,981	1,642,074
(710,930)	(1,642,074)	(393,981)	(1,642,074)
	931,144		

North Lake Tahoe Resort Association
 BUDGET TO ACTUAL
 Statement of Activities and Changes in Net Assets
 For the Month Ended June 30, 2015
 Transportation

Current Month Actual	Current Month Reforecast	Current Month Budget	Revenue	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
\$ 65,620	\$ 65,620	\$ 65,620	Placer County TOT Funding	\$ 787,440	\$ 787,440	\$ 787,442	\$ -	\$ 726,120	\$ 787,440	\$ 787,442	100%
65,620	65,620	65,620	Total Revenue	787,440	787,440	787,442	-	726,120	787,440	787,442	100%
			Operating Expenses								
8,159	6,641	6,641	Salaries & Wages	98,585	96,618	98,630	(1,967)	75,703	96,618	98,630	102%
682	819	819	Rent	8,003	8,899	10,737	896	8,228	8,899	10,737	90%
233	232	225	Telephone	2,550	2,634	2,700	84	2,518	2,634	2,700	97%
-	50	50	Mail - USPS	21	122	50	101	27	122	50	17%
16	56	56	Insurance/Bonding	610	558	672	(52)	500	558	672	109%
80	93	53	Supplies	866	1,019	636	153	602	1,019	636	85%
10	47	47	Equipment Support & Maintenance	299	507	565	208	756	507	565	59%
-	60	60	Taxes, Licenses & Fees	117	347	60	230	90	347	60	34%
112	145	145	Equipment Rental/Leasing	1,584	1,677	1,740	93	1,540	1,677	1,740	94%
-	-	-	Public Outreach	-	950	950	950	-	950	950	0%
-	1,000	-	Research & Plan Dues	4,000	5,000	5,000	1,000	3,000	5,000	5,000	80%
2,590	5,000	2,000	Research & Planning	24,650	32,000	32,000	7,350	31,080	32,000	32,000	77%
-	55,831	5,000	Transportation Projects	560,584	589,420	589,420	28,836	519,082	589,420	589,420	95%
-	25	-	Employee Relations	221	371	125	150	81	371	125	60%
65	394	192	Automobile Expenses	1,083	2,304	2,304	1,221	1,135	2,304	2,304	47%
30	25	9	Meals/Meetings	847	524	109	(323)	12	524	109	162%
-	-	-	Dues & Subscriptions	-	1	90	1	45	1	90	0%
-	-	-	Classified Advertising	128	228	-	100	-	228	-	100%
49	49	48	Depreciation	574	574	576	0	534	574	576	100%
12,026	70,467	15,345	Total Operating Expenses	704,722	743,753	746,364	39,031	644,933	743,753	746,364	95%
53,594	(4,847)	50,275	Operating Income (Loss)	82,718	43,687	41,078	39,031	81,187	43,687	41,078	
4,461	3,423	3,423	Allocated Expenses	40,219	40,687	41,078	468	39,687	40,687	41,078	
49,133	(8,270)	46,852	Net Income (Loss)	42,499	3,000	-	39,499	41,500	3,000	-	

North Lake Tahoe Resort Association
BUDGET TO ACTUAL
Statement of Activities and Changes in Net Assets
For the Month Ended June 30, 2015
Membership

	Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Revenue											
Memberships	\$ 15,700	\$ 10,952	\$ 9,592	\$ 132,988	\$ 108,624	\$ 116,886	\$ 24,364	\$ 112,890	\$ 108,624	\$ 116,886	122%
New Member Fees	300	375	383	3,375	3,450	5,250	(75)	2,150	3,450	5,250	98%
Membership Activities	2,025	4,400	4,400	54,612	55,876	55,698	(1,264)	31,541	55,876	55,698	98%
Tuesday Morning Breakfast Club	530	800	800	9,896	9,601	9,600	295	10,850	9,601	9,600	103%
Sponsorships	140	500	2,000	3,140	8,100	8,100	(4,960)	2,750	8,100	8,100	39%
Total Revenue	18,695	17,027	17,175	204,011	185,651	195,534	18,360	160,181	185,651	195,534	110%
Operating Expenses											
Salaries & Wages	13,779	6,903	6,003	80,767	77,428	86,442	(3,339)	73,641	77,428	86,442	104%
Rent	682	702	702	8,053	8,161	8,427	108	7,652	8,161	8,427	99%
Telephone	231	310	310	2,788	3,229	3,720	441	3,204	3,229	3,720	86%
Mail - USPS	52	66	66	575	599	792	24	998	599	792	96%
Insurance/Bonding	49	116	116	1,837	1,368	1,392	(469)	1,498	1,368	1,392	134%
Supplies	236	57	57	1,235	845	684	(390)	1,504	845	684	146%
Equipment Support & Maintenance	1,150	47	47	1,456	525	565	(931)	769	525	565	277%
Taxes, Licenses & Fees	-	105	60	565	700	720	135	90	700	720	81%
Equipment Rental/Leasing	234	331	331	3,505	3,749	3,975	244	2,479	3,749	3,975	93%
Training Seminars	-	-	-	46	-	200	(46)	455	-	200	0%
Membership Activities	7,457	850	400	43,361	33,158	24,085	(10,203)	35,440	33,158	24,085	131%
Tuesday Morning Breakfast Club	732	737	737	9,262	9,596	8,844	334	9,602	9,596	8,844	97%
Classified Advertising	-	-	-	341	341	-	0	545	341	-	0%
Employee Relations	15	25	-	389	515	250	126	219	515	250	76%
Credit Card Fees	358	200	200	3,110	2,546	2,400	(564)	2,796	2,546	2,400	122%
Automobile Expenses	236	32	-	1,293	900	900	(393)	1,071	900	900	144%
Meals/Meetings	60	60	60	1,170	952	720	(218)	287	952	720	123%
Dues & Subscriptions	-	60	60	84	720	720	636	774	720	720	12%
Travel	-	-	-	110	60	390	(50)	391	60	390	183%
Depreciation	49	48	48	574	568	571	(6)	535	568	571	101%
Total Operating Expenses	25,320	10,649	9,197	160,521	145,960	145,797	(14,561)	143,950	145,960	145,797	110%
Operating Income (Loss)	(6,625)	6,378	7,978	43,490	39,691	49,737	3,799	16,231	39,691	49,737	
Allocated Expenses	3,259	3,257	3,256	38,620	39,691	39,078	1,071	35,387	39,691	39,078	
Net Income (Loss)	(9,884)	3,121	4,722	4,870	-	10,659	4,870	(19,156)	-	10,659	
<i>Use of Gain for Addition to EOY Net Assets Unrestricted Reserves</i>										<u>3,000</u>	

North Lake Tahoe Resort Association
 BUDGET TO ACTUAL
 Statement of Activities and Changes in Net Assets
 For the Month Ended June 30, 2015
 Administration

Current Month Actual	Current Month Reforecast	Current Month Budget	Year to Date Actual	Year to Date Reforecast	Year to Date Budget	Variance Actual vs. Reforecast	2013 2014 Year To Date Actual	Total 2014 2015 Reforecast	Total 2014 2015 Budget	Percent of YTD Reforecast Consumed
Operating Expenses										
\$27,229	\$25,070	\$25,070	\$338,019	\$340,333	\$357,884	\$2,314	\$312,177	\$340,333	\$357,884	99%
2,160	1,998	1,978	24,903	23,932	23,740	(971)	23,901	23,932	23,740	104%
801	716	716	8,568	8,493	8,596	(75)	8,023	8,493	8,596	101%
53	88	55	602	1,056	659	454	588	1,056	659	57%
175	274	274	3,021	3,262	3,288	241	3,661	3,262	3,288	93%
445	275	285	6,329	5,259	3,427	(1,070)	3,092	5,259	3,427	120%
84	355	311	2,055	3,728	3,728	1,673	2,567	3,728	3,728	55%
136	200	67	2,961	2,650	809	(311)	2,920	2,650	809	112%
172	255	255	2,423	2,662	3,064	239	3,381	2,662	3,064	91%
-	100	100	1,045	600	550	(445)	550	600	550	174%
-	-	-	-	180	179	180	179	180	179	0%
940	-	-	24,267	21,220	18,350	(3,047)	18,490	21,220	18,350	114%
794	350	-	2,461	2,498	1,250	37	764	2,498	1,250	99%
3,165	484	384	5,479	4,547	4,604	(932)	5,813	4,547	4,604	120%
161	93	93	655	534	371	(121)	237	534	371	123%
20	100	100	881	557	350	(324)	833	557	350	158%
128	-	-	1,950	741	160	(1,209)	395	741	160	263%
-	1,200	200	1,155	4,400	1,433	3,245	1,158	4,400	1,433	26%
-	-	-	579	579	-	0	1,235	579	-	100%
153	150	150	1,793	1,776	1,785	(17)	1,671	1,776	1,785	101%
36,616	31,708	30,038	429,146	429,007	434,227	(139)	391,635	429,007	434,227	100%
(36,616)	(31,708)	(30,038)	(429,146)	(429,007)	(434,227)	(139)	(391,635)	(429,007)	(434,227)	
-	-	4	36	34	48	2	(1,553)	34	48	
(36,616)	(36,182)	(30,034)	(429,110)	(440,973)	(434,179)	(11,863)	(393,188)	(440,973)	(434,179)	
-	4,474	-	-	12,000	-	(12,000)	-	12,000	-	

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	Marketing	Conference	Visitor Information	Subtotal	Membership	Administration	Subtotal Ex Infr/Trans	Infrastructure	Transportation	TOTAL
Revenue										
Placer County TOT Funding	\$ 2,067,696	\$ 320,580	\$ 285,000	\$ 2,673,276	\$ -	\$ -	\$ 2,673,276	\$ 231,408	\$ 787,440	\$ 3,682,124
Membership	-	4,675	-	4,675	132,988	-	137,663	-	-	137,663
New Member Fees	-	-	-	-	3,375	-	3,375	-	-	3,375
Membership Activities	-	-	-	-	54,612	-	54,612	-	-	54,612
Tuesday Morning Breakfast Club	-	-	-	-	9,896	-	9,896	-	-	9,896
Sponsorships	-	-	-	-	3,140	-	3,140	-	-	3,140
Special Events	40,162	-	-	40,162	-	-	40,162	-	-	40,162
Non-Retail VIC Sales	-	11,625	11,625	11,625	-	-	11,625	-	-	11,625
Commissions	-	118,287	-	118,287	-	-	118,287	-	-	118,287
Merchandise Sales	-	92,742	-	92,742	-	-	92,742	-	-	92,742
Total Revenue	2,107,858	443,542	389,367	2,940,767	204,011	-	3,144,778	231,408	787,440	4,163,626
Cost of Goods Sold										
Total Cost of Goods Sold/Discounts	-	-	51,858	51,858	-	-	51,858	-	-	51,858
Gross Margin	2,107,858	443,542	337,509	2,888,909	204,011	-	3,092,920	231,408	787,440	4,111,768
Operating Expenses										
Salaries & Wages	313,455	252,471	181,560	747,506	80,767	338,019	1,166,292	93,521	98,585	1,358,398
Rent	22,404	11,265	76,481	110,150	8,053	24,903	143,106	8,003	8,003	159,112
Telephone	8,977	2,467	4,990	16,434	2,788	8,588	27,790	2,487	2,550	32,827
Mail - USPS	114	483	1,053	1,650	575	602	2,827	22	21	2,870
Insurance/Bonding	1,241	3,856	3,555	8,652	1,837	3,021	13,510	610	610	14,730
Supplies	3,241	1,768	4,184	9,193	1,235	6,329	16,757	793	866	18,416
Equipment Support & Maintenance	2,440	1,029	906	4,375	1,456	2,055	7,886	299	299	8,484
Taxes, Licenses & Fees	430	243	598	1,271	565	2,961	4,797	117	117	5,031
Equipment Rental/Leasing	1,985	1,992	4,615	8,592	3,505	2,423	14,520	1,584	1,584	17,688
Training Seminars	802	-	1,272	2,074	46	1,045	3,165	-	-	3,165
Professional Fees	-	-	-	-	-	24,267	24,267	-	-	24,267
Public Outreach	-	-	-	-	-	-	-	-	-	-
Research & Planning	16,320	-	-	16,320	-	-	16,320	53,439	4,000	4,000
Transportation Projects	-	-	-	-	-	-	-	-	24,650	24,650
Community Marketing Programs	78,879	-	-	78,879	-	-	78,879	-	560,584	560,584
Special Events/Sponsorships	495,779	-	-	495,779	-	-	495,779	-	-	495,779
Membership Activities	-	-	-	-	43,361	-	43,361	-	-	43,361
Tuesday Morning Breakfast Club	-	-	-	-	9,262	-	9,262	-	-	9,262
Market Study Reports & Research	-	-	-	-	-	-	-	-	-	-
Marketing Cooperative/Media	792,454	110,000	-	902,454	-	-	902,454	-	-	902,454
Emergency Marketing	101,281	-	150	101,431	-	-	101,431	-	-	101,431
Non-NLT Co-Op Marketing Programs	697	351	469	1,517	389	2,461	4,367	151	221	4,739
Employee Relations	-	-	-	-	-	5,479	5,479	-	-	5,479
Board Functions	-	-	3,440	3,440	3,110	-	6,550	-	-	6,550
Credit Card Fees	-	-	1,381	1,381	1,293	655	8,342	1,062	1,063	10,487
Automobile Expenses	2,857	2,156	885	6,113	1,170	881	8,164	758	847	9,769
Meals/Meetings	4,207	855	-	5,062	84	1,950	7,096	-	-	7,096
Dues & Subscriptions	2,261	-	337	2,598	110	1,155	3,863	-	-	3,863
Travel	1,793	932	932	3,657	574	1,793	6,024	574	574	7,172
Depreciation	2,454	8,000	247	10,711	341	579	11,631	128	128	11,887
Miscellaneous/Classified Advertising	-	-	-	-	-	-	-	-	-	-
Total Operating Expenses	1,859,034	398,143	287,075	2,544,252	160,521	429,146	3,133,919	163,548	704,722	4,002,189
Operating Income (Loss)	248,824	45,399	50,434	344,657	43,490	(429,146)	(40,995)	67,860	82,718	109,579
Other Income										
Revenues- Interest & Investment	-	-	-	-	-	36	36	-	-	36
Additions to Marketing Reserves	21,000	-	-	21,000	-	-	21,000	-	-	21,000
Other Expenses										
Allocated	205,973	47,202	42,911	296,086	38,620	(429,110)	(94,404)	54,185	40,219	-
Net Income (Loss)	21,851	(1,803)	7,523	27,571	4,870	-	32,441	13,675	42,499	88,615

EM

North Lake Tahoe Resort Association
COMPARISON BALANCE SHEET
At June 30, 2015

	June 30 2015	<i>Audited</i> June 30 2014	<i>Audited</i> June 30 2013
Assets			
Current Assets			
Petty Cash	1,000	1,000	500
Cash - Operations Acct #6712	431,426	368,544	549,620
Cash - Payroll Account #7421	8,165	7,958	13,480
Marketing Cooperative Cash	0	0	41,876
Other Cash Accounts	92,323	221	348,648
UBS Cash	0	0	8,856
Cash in Drawer	346	1,545	300
Quickbooks Accounts Receivable	25,610	105,516	59,476
A/R - Sales Estimates	46,487	13,701	9,429
A/R - TOT Funding	437,796	381,702	408,188
Undeposited Funds	284	427	350
WebLink Accounts Receivable	18,070	19,756	21,325
Intracompany Receivables	981	1,248	0
Inventories	29,510	29,302	17,542
AR TOT Transportation NLTRA	131,242	121,022	112,926
AR TOT Transp County Held	0	0	0
AR TOT Infrastructure County	36,070	35,006	317,847
AR TOT Infrastructure NLTRA Held	0	0	33,007
AR TOT Infra Maintenance County	0	0	0
Total Current Assets	1,259,310	1,086,948	1,943,370
Property and Equipment			
Furniture & Fixtures	68,768	68,768	67,102
Accum. Depr. - Furniture & Fixtures	(65,756)	(63,948)	(61,802)
Computer Equipment	43,766	41,344	41,344
Accum. Depr. - Computer Equipment	(40,340)	(39,940)	(39,940)
Computer Software	33,874	33,874	30,050
Accum. Amort. - Software	(32,719)	(27,957)	(23,620)
Leasehold Improvements	24,284	24,284	24,284
Accum. Amort - Leasehold Improvements	(23,867)	(23,668)	(23,467)
Total Property and Equipment	8,010	12,757	13,951
Other Assets			
Prepaid Expenses	119,645	128,828	42,132
Prepaid Insurance	3,604	3,656	4,796
Total Other Assets	123,249	132,484	46,928
Total Assets	1,390,569	1,232,189	2,004,249
Liabilities and Net Assets			
Current Liabilities			
Accounts Payable	112,648	156,869	457,516
Salaries / Wages Payable	130,693	22,722	35,874
Empl. Federal Tax Payable	1,544	1,543	1,544
401(k) Plan	(2,880)	1,784	655
Estimated PTO	56,488	56,974	62,415
Sales and Use Tax Payable	1,480	1,685	1,302
Accrued Expenses	46,578	54,324	0
Marketing Cooperative Liabilities	0	0	41,876
Payroll Liabilities	2,538	2,833	3,732
Deferred Rev - Membership Dues	63,221	72,400	81,113
Deferred Revenue - Conference	13,609	14,732	19,441
Deferred Support	(3,990)	6	(139)
Deferred Transportation Support	0	0	0
Deferred Infrastructure Support	0	0	351,780
Deferred Support- Infra Maint. Reserve	0	0	142,096
Total Liabilities	421,929	385,872	1,199,205
Net Assets			
Unrestricted Net Assets	392,909	509,348	397,682
Designated Marketing Reserve	330,401	295,694	337,694
Designated Infra Maint Reserve	0	0	98,544
Designated Visitor Support & Transportation	156,715	0	0
Net Income/(Loss)	88,615	41,275	(28,876)
Total Net Assets	968,640	846,317	805,044
Total Liabilities and Net Assets	1,390,569	1,232,189	2,004,249

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June 2015 Quickbooks Accounts Receivable										
	Customer/Business Name	Conf Dues amount	Group Comm age amount	age	Misc. amount	For	Status			
Total										
150.00	Northstar California			180	150.00	Kiosk Rental Dec 14 VIC	Called/Emailed/Mailed invoice to Northstar			
550.00	Hampton Inn & Suites - Conference Dues	550.00		150		2015 Conference dues	Jason is contacting.			
545.10	Northstar California: CAMAC		545.10	120		Sept - Dec Commissions	Resent invoice April 2015			
1,163.80	The Ritz-Carlton: IronMan		1,163.80			Sept - Dec Commissions				
1,568.70	The Ritz-Carlton: Superior Farms		1,568.70			Sept - Dec Commissions				
411.75	Squaw Valley Resort: Elevation Lake		411.75	120		Elevation Lake Tahoe	Squaw has not been paid by the group yet			
4,000.00	Town of Truckee			60	4,000.00	Town of Truckee EPS Report Share	Resent Invoice June 2015: Ron in contact also			
6,192.38	The Resort @ SC: 2015 Telehealth		6,192.38			Jan - April 2015 Commissions				
1,501.99	The Resort @ SC: Sutter Health Gov.		1,501.99			Jan - April 2015 Commissions				
600.00	North Tahoe Cruises				600.00	Kiosk Rental May - July 15				
200.00	Sandbox Studios/SDBX			New	200.00	Tahoe City Wine Walk - June 15				
200.00	River Ranch Lodge & Resort				200.00	Kiosk Rental June 2015				
250.20	Hyatt Regency Lake Tahoe		250.20	New		National Association of Subrogation Prof.				
474.00	Forest Suites Resort		474.00	New		Calvary Chapel Women's Retreat May, 2015				
343.20	The Resort @ SC: Gioworks Int'l		343.20	New		God NPLAD Ministers Retreat 5/1 - 5/3/15				
825.60	The Resort @ SC: Lewis Study		825.60	New		Network Members Retreat: 5/29-5/31/15				
75.00	Anne Poole Weddings			New	75.00	What's Happening board slot rental VIC				
6,557.98	NLT Marketing Cooperative				6,557.98	Marketing Cooperative				
25,609.70	Paid in July 2015	550.00	13,276.72		11,782.98					

June 2015 WebLink Accounts Receivable										
Total	Business Name	Chamber Member Dues			Membership Activities		For	Status		
		age	amount	% O/S	age	amount				
30.00	Homewood Mountain Resorts				60	30.00	Community Awards Dinner			
40.00	Ta-Hoe Nalu				60	40.00	Community Awards Dinner			
160.00	Liberty Utilities				60	160.00	Community Award Sponsor			
50.00	Tahoe Tech Group				60	50.00	Ernie Dambach Auction Awards			
75.00	Granilbakken Resort				New	75.00	Eblast June 2015			
100.00	Hyatt Regency Lake Tahoe				New	100.00	Eblast June 2015			
75.00	Squaw Valley Resort				New	75.00	Eblast June 2015			
75.00	Tahoe Adventure Company				New	75.00	Eblast June 2015			
135.00	November membership billing	210	135.00	3.00%			11/1/14 Chamber dues			Ginger and Valerie are calling
495.00	December membership billing	180	495.00	10.00%			12/1/14 Chamber dues			Ginger and Valerie are calling
3,355.00	January membership billings	150	3,355.00	5.00%			1/1/2015 Chamber dues			Ginger and Valerie are calling
2,375.00	February membership billings	120	2,375.00	41.00%			2/1/2015 Chamber dues			Emailed outstanding invoices
1,445.00	March membership billings	90	1,445.00	25.00%			3/1/2015 Chamber dues			Emailed outstanding invoices
2,405.00	April membership billings	60	2,405.00	37.00%			4/1/2015 Chamber dues			Emailed outstanding invoices
3,550.00	May membership billings	30	3,550.00	34.00%			5/1/2015 Chamber dues			Emailed outstanding invoices
3,705.00	June membership billings	New	3,705.00	46.00%			6/1/2015 Chamber dues			New
18,070.00			17,465.00			605.00				
	Amounts paid in July		17,465.00			605.00				

Monthly Infrastructure Payments FY 14/15 Through Fiscal Year End June 30, 2015

Month Posted	Vendor Name or County Department	Post Date	Description	Payment	Invoice	Contract	Balance	Reserves
July	TAHOE REGIONAL ARTS FOUNDATION	07/25/14	North Tahoe Regional Arts Feasibility Study	388.24	112	153,900.00	64,412.42	
July Total				4,382.27				
August	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	08/08/14	Tahoe Pedestrian Safety Program	3,106.06	T-NL17	44,400.00		314,472.05
	FINELINE INDUSTRIES INC	08/12/14	North Lake Tahoe Water Shuttle Service	68,014.59	TB0006	153,632.00	86,118.41	311,365.99
	FALL ON MULTIMEDIA	08/15/14	Regional Transit System Branding	7,750.00	1101	100,000.00	92,250.00	
	TAHOE REGIONAL ARTS FOUNDATION	08/20/14	North Tahoe Regional Arts Feasibility Study	6,090.00	1115	153,900.00	54,328.39	
August Total	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	08/20/14	Regional Wayfinding Sign Project	9,492.93	T-NL19	150,000.00	135,618.14	
				94,453.58				
September	FINELINE INDUSTRIES INC	09/09/14	North Lake Tahoe Water Shuttle Service	51,828.44	TB0007	153,632.00	34,289.97	
	SQUAW VALLEY PUBLIC SERVICE DISTRICT	09/12/14	2013-2014 Winter bike trail snow clearing program	366.29	00200514	70,000.00	26,856.45	310,999.70
	TAHOE REGIONAL ARTS FOUNDATION	09/15/14	North Tahoe Regional Arts Feasibility Study	Not Paid	117	153,900.00	54,418.39	
September Total	TAHOE REGIONAL ARTS FOUNDATION	09/29/14	North Tahoe Regional Arts Feasibility Study	484.28	118	153,900.00	53,934.11	
				52,679.01				
October	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	10/08/14	Snow Creek Restoration Project Wayfinding Signs	5,712.00	T-NL21	12,000.00	2,688.00	
	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	10/08/14	North Tahoe Parking Study/Tahoe City Plan	15,656.16	T-NL20	66,000.00	49,793.95	
	FINELINE INDUSTRIES INC	10/09/14	North Lake Tahoe Water Shuttle Service	28,283.59	TB0008	153,632.00	55,26.12??	
	LSC TRANSPORTATION CONSULTANTS	10/09/14	North Lake Tahoe Water Shuttle Service	2,449.39	48767	153,632.00	3076.73??	
	TAHOE CITY PUBLIC UTILITY DISTRICT	10/17/14	Truckee River Trail 2014 Clean Up	2,039.43				308,960.27
	TRUCKEE NORTH TAHOE TRANSPORTATION (TMA)	10/28/14	North Lake Tahoe Water Shuttle Service	3,076.00	16802	153,632.00	0.73??	
	TAHOE REGIONAL ARTS FOUNDATION	10/28/14	North Tahoe Regional Arts Theatre Proj (Phase II)	36,540.00	119	96,000.00	59,450.00	
October Total	TAHOE CITY PUBLIC UTILITY DISTRICT	10/28/14	Homewood Bike Trail Design & Environmental	17,171.25	13894	144,500.00	39,932.02	
				110,907.82				
November	TAHOE CITY PUBLIC UTILITY DISTRICT	11/18/14	Lake Forest Boat Ramp Rehab Project	35,000.00	13904	118,000.00	83,000.00	
	TAHOE CITY PUBLIC UTILITY DISTRICT	11/18/14	Lake Forest Boat Ramp Rehab Project	83,000.00	13905	118,000.00		
	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	11/18/14	KBCOIP Public Arts Project	5,848.00	J. Transfer	25,000.00	9,152.00	
November Total	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	11/18/14	North Tahoe Parking Study/Tahoe City Plan	10,109.36	T-NL22	66,000.00	39,684.59	
				133,957.36				
December	SQUAW VALLEY PUBLIC SERVICE DISTRICT	12/16/14	2014-2015 Winter bike trail snow clearing program	19,524.92	00200559	70,000.00	50,475.08	289,435.35
	TAHOE REGIONAL ARTS FOUNDATION	12/16/14	North Tahoe Regional Arts Theatre Proj (Phase II)	12,190.00	121	96,000.00	47,280.00	
December Total	ECONOMIC PLANNING SYSTEMS	12/16/14	NLT/Truckee Transit Vision Economic Analysis	37,757.50	141072	45,900.00	8,142.50	
				69,462.42				
Total Infrastructure Payments			Total Infrastructure Expenditures through 12/31/14	465,842.46				
January 2015	TAHOE REGIONAL ARTS FOUNDATION	01/06/15	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	120	96,000.00	35,100.00	
	SQUAW VALLEY PUBLIC SERVICE DISTRICT	01/06/15	2014-2015 Winter bike trail snow clearing program	2,188.59	00200571	70,000.00	48,286.49	287,246.76
	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	01/06/15	North Tahoe Parking Study/Tahoe City Plan	14,774.98	T-NL23	66,000.00	24,909.61	
January Total	ECONOMIC PLANNING SYSTEMS	01/08/15	NLT/Truckee Transit Vision Economic Analysis	11,591.25	141072-2	45,900.00		
				40,734.82				
February 2015	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	02/05/15	Regional Wayfinding Sign Project	4,713.28	T-NL24	150,000.00	130,904.86	????
	TAHOE REGIONAL ARTS FOUNDATION	02/05/15	North Tahoe Regional Arts Feasibility Study	761.25	124	153,900.00	52,454.01	????
	TAHOE REGIONAL ARTS FOUNDATION	02/05/15	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	122	96,000.00	22,920.00	
	NORTH LAKE TAHOE RESORT ASSN INC	02/10/15	In-market marketing effort supporting High Notes	500.00	Placer			
	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	02/10/15	In-market marketing effort Peak Your Adventure	850.00	Placer			
February Total	TAHOE CITY PUBLIC UTILITY DISTRICT	02/05/15	Homewood Bike Trail Design & Environmental	20,294.83	13960	144,500.00	19,637.19	
				39,299.36				
March 2015	SQUAW VALLEY PUBLIC SERVICE DISTRICT	03/06/15	2014-2015 Winter bike trail snow clearing program	338.13	0020584	70,000.00	47,948.36	286,908.63
	SQUAW VALLEY PUBLIC SERVICE DISTRICT	03/06/15	2014-2015 Winter bike trail snow clearing program	511.39	0020592	70,000.00	47,436.97	286,397.24
	TAHOE REGIONAL ARTS FOUNDATION	03/10/15	North Tahoe Regional Arts Theatre Proj (Phase II)	12,180.00	125	96,000.00	10,740.00	
	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	03/18/15	Regional Wayfinding Sign Project	5,200.14	T-NL26	150,000.00	125,704.72	????
March Total	TAHOE REGIONAL ARTS FOUNDATION	03/30/15	North Tahoe Regional Arts Theatre Proj (Phase II)	291.86	126	96,000.00	10,448.14	

March Total				18,521.52					
April 2015	04/09/15	CDRA	Truckee River Corridor Access Plan EIR	49,248.32	03242015	265,000.00	126,397.83		
	04/14/15	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	686.04	0020607	70,000.00	46,750.93	290856.99?	
	04/14/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Regional Wayfinding Sign Project	6,456.94	T-NL27	150,000.00	119,247.78	????	
	04/14/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Kings Beach Gateway Boardwalk	2,005.16	T-NL28	150,000.00	147,994.84		
April Total				58,396.46					
May 2015	05/11/15	TAHOE CITY PUBLIC UTILITY DISTRICT	Homewood Bike Trail Design & Environmental	4,272.00	14023	144,500.00	15,365.19		
	05/11/15	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	536.34	0020614	70,000.00	46,214.59	290,320.65	
	05/22/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Regional Wayfinding Sign Project	2,314.67	T-NL29	150,000.00	116,933.11		
	05/27/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	2014/15 Snow Plowing Services	63,000.00	Journal	100,000.00	37,000.00		
May Total				70,123.01					
June 2015	06/05/15	SQUAW VALLEY PUBLIC SERVICE DISTRICT	2014-2015 Winter bike trail snow clearing program	736.70	0020626	70,000.00	45,477.89	289,583.95	
	06/19/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Regional Wayfinding Sign Project	2,949.17	T-NL30	150,000.00	113,983.94		
	06/19/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	North Tahoe Parking Study	2,350.18	T-NL25	66,000.00	22,559.43		
	06/19/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	North Tahoe Parking Study	7,761.28	T-NL31	66,000.00	14,798.15		
	06/30/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Kings Beach Gateway Boardwalk	2,953.90	T-NL34	150,000.00	145,040.94		
	06/30/15	PLACER COUNTY DEPARTMENT OF PUBLIC WORKS	Tahoe Pedestrian Safety Program	1,260.94	Journal	18,000.00	16,739.06	288,323.01	
June Total				18,012.17					
Total Infrastructure Payments			Total Infrastructure Expenditures Year-to-Date	710,923.80					

31,294.83

Light blue payments are Infrastructure Maintenance Balance Payments

NLTRA
 Consolidated TOT Budget 2015-16
 Matches Placer County 15-16 Attachment C
 7/15/2015

	Marketing	Conference	VIC	Transportation	Infrastructure	Administration	Consolidated
Ordinary Income/Expense							
Income	2,204,989	333,600	292,920	817,328	223,853	0	3,872,690
4050-00 · Placer County TOT Funding							
Cost of Goods Sold	0	0	0	0	0	0	0
Gross Margin	2,204,989	333,600	292,920	817,328	223,853	0	3,872,690
Operating Expenses							
5000-00 · Salaries & Wages	345,065	261,523	189,993	99,743	99,743	350,413	1,346,480
5100-00 · Rent	25,434	12,747	70,717	9,581	9,729	29,634	157,842
5310-00 · Telephone	10,608	3,072	6,240	2,475	2,400	8,596	33,391
5420-00 · Mail - USPS	540	660	1,140	50	50	1,056	3,496
5510-00 · Insurance/Bonding	3,600	2,760	3,456	672	600	3,288	14,376
5520-00 · Supplies	3,467	1,020	5,524	900	947	6,000	17,858
5530-00 · Visitor Communications - Other	0	0	460	0	0	0	460
5700-00 · Equipment Support & Maintenance	3,732	1,656	2,100	480	660	3,728	12,356
5710-00 · Taxes, Licenses & Fees	720	300	1,116	120	372	3,333	5,961
5740-00 · Equipment Rental/Leasing	2,640	2,256	5,928	1,320	1,552	3,064	16,760
5800-00 · Training Seminars	7,336	0	1,400	0	0	1,050	9,786
5900-00 · Professional Fees	0	0	0	0	0	21,000	21,000
Community Marketing Programs	80,000	0	0	0	0	0	80,000
6420-00 · Special Events/Sponsorships	308,894	0	0	0	0	0	308,894
6423-00 · Membership Activities	0	0	0	0	0	0	0
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	0
6730-00 · Marketing Cooperative/Media	860,000	110,000	0	0	0	0	970,000
6740-00 · Media/Collateral/Production	0	0	7,635	0	0	0	7,635
Non-NLT Co-Op Marketing Programs	49,000	0	1,800	0	0	0	50,800
BACC Marketing Programs	70,000	0	0	0	0	0	70,000
7253-00 · Conference - PUD	0	8,000	0	0	0	0	8,000
8200-00 · Employee Relations	600	425	500	400	350	2,200	4,475
8300-00 · Board Functions	0	0	0	0	0	4,600	4,600
8500-00 · Credit Card Fees	0	0	3,600	0	0	0	3,600
8700-00 · Automobile Expenses	3,600	1,076	2,700	1,200	1,380	500	10,456
8750-00 · Meals/Meetings	5,880	420	720	400	695	1,350	9,465
8810-00 · Dues & Subscriptions	8,600	955	0	90	0	1,805	11,450
8910-00 · Travel	6,213	0	628	0	0	3,400	10,241
Public Outreach	0	0	0	950	1,000	180	2,130
Research & Planning Dues	0	0	0	5,000	0	0	5,000
Research & Planning	10,000	0	0	32,000	50,000	0	92,000
Transportation Projects	0	0	0	616,530	0	0	616,530
Classified Advertising	0	0	0	0	0	750	750
Depreciation	1,959	1,019	1,019	627	627	1,960	7,211
Total Operating Expenses	1,807,888	407,889	306,676	772,538	170,104	447,907	3,913,002
Net Ordinary Income	397,101	-74,289	-13,756	44,790	53,749	-447,907	-40,312
Other Income/Expense							
Allocated Expenses from G&A	-214,995	-49,270	-44,791	-44,790	-53,749	407,595	0
Investment Income/Interest	0	0	0	0	0	0	0
Net Other Income/(Expense)	-214,995	-49,270	-44,791	-44,790	-53,749	407,595	0
Net Income	182,106	-123,559	-58,547	0	0	-40,312	-40,312
Infrastructure Funds Held by County:							
Revs.	0	0	0	0	2,327,310	0	2,327,310
Exps	0	0	0	0	2,327,310	0	2,327,310

North Lake Tahoe Resort Association Marketing Profit Loss Budget Overview July 2015 through June 2016

Marketing	2015-16		2014-15			2014-15		
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Ordinary Income/Expense								
Income								
Placer County TOT	2,204,989	96.2%	2,067,693	96.0%	137,296	2,067,696	97.6%	137,293
Special Events	86,500	3.8%	86,500	4.0%	0	51,000	2.4%	35,500
Total Income	2,291,489	100.0%	2,154,193	100.0%	137,296	2,118,696	100.0%	172,793
Gross Margin	2,291,489		2,154,193		137,296	2,118,696		172,793
Expense								
5000-00 · Salaries & Wages								
5000-00 Salaries & Wages	223,123	10.9%	236,067	12.3%	12,944	223,345	11.8%	222
5000-00 · In Market Administration	14,500	0.7%	14,500	0.8%	0	14,500	0.8%	0
5020-00 · P/R - Tax Expense	32,001	1.6%	30,869	1.6%	-1,132	25,869	1.4%	-6,132
5030-00 · P/R - Health Insurance Expense	54,299	2.6%	46,287	2.4%	-8,012	40,287	2.1%	-14,012
5040-00 · P/R - Workmans Comp	1,530	0.1%	1,612	0.1%	82	1,612	0.1%	82
5060-00 · 401 (k)	9,035	0.4%	7,394	0.4%	-1,641	5,394	0.3%	-3,641
506X-00 · Merit	5,678	0.3%	0	0.0%	-5,678	0	0.0%	-5,678
66000 · Other Payroll Expenses	4,900	0.2%	4,900	0.3%	0	4,900	0.3%	0
Total 5000-00 · Salaries & Wages	345,065	16.8%	341,629	17.8%	-3,436	315,907	16.8%	-29,158
5100-00 · Rent								
5110-00 · Utilities	2,100	0.1%	2,040	0.1%	-60		0.0%	
5140-00 · Repairs & Maintenance	1,500	0.1%	1,392	0.1%	-108		0.0%	
5150-00 · Office - Cleaning	3,024	0.1%	1,644	0.1%	-1,380		0.0%	
5100-00 · Rent	18,810	0.9%	18,674	1.0%	-136		0.0%	
Total 5100-00 · Rent	25,434	1.2%	23,750	1.2%	-1,684	22,412	1.2%	-3,022
5320-00 · Telephone	10,608	0.5%	10,608	0.6%	0	10,310	0.5%	-298
5420-00 · Mail - USPS	540	0.0%	1,152	0.1%	612	703	0.0%	163
5510-00 · Insurance/Bonding	3,600	0.2%	2,892	0.2%	-708	2,843	0.2%	-757
5520-00 · Supplies	3,467	0.2%	3,312	0.2%	-155	3,081	0.2%	-386
5700-00 · Equipment Support & Maintenance	3,732	0.2%	2,400	0.1%	-1,332	2,244	0.1%	-1,488
5710-00 · Taxes, Licenses & Fees	720	0.0%	720	0.0%	0	655	0.0%	-65
5740-00 · Equipment Rental/Leasing	2,640	0.1%	2,640	0.1%	0	2,267	0.1%	-373
5800-00 · Training Seminars	7,336	0.4%	2,334	0.1%	-5,002	334	0.0%	-7,002
Marketing Projects:								
Market Study Reports/R&P	11,500	0.6%	17,000	0.9%	5,500	17,000	0.9%	5,500
Community Marketing Programs	80,000	3.9%	80,000	4.2%	0	80,000	4.2%	0
Special Events/Sponsorships	555,000	27.0%	517,753	26.9%	-37,247	512,753	27.2%	-42,247
Marketing Cooperative Media	860,000	41.8%	778,747	40.5%	-81,253	778,747	41.3%	-81,253
Non-NLT Marketing Co-op Programs	49,000	2.4%	121,000	6.3%	72,000	121,000	6.4%	72,000
BACC Marketing Programs	70,000	3.4%	0	0.0%	-70,000	0	0.0%	-70,000
8200-00 · Employee Relations	600	0.0%	200	0.0%	-400	418	0.0%	-182
8500-00 · Credit Card Fees	0	0.0%	193	0.0%	193	97	0.0%	97
8700-00 · Automobile Expenses	3,600	0.2%	2,196	0.1%	-1,404	2,638	0.1%	-962
8750-00 · Meals/Meetings	5,880	0.3%	2,326	0.1%	-3,554	3,641	0.2%	-2,239
8810-00 · Dues & Subscriptions	8,600	0.4%	2,600	0.1%	-6,000	2,642	0.1%	-5,958
8910-00 · Travel	6,213	0.3%	6,213	0.3%	0	3,752	0.2%	-2,461
Depreciation	1,959	0.1%	3,612	0.2%	1,653	1,776	0.1%	-183
Total Expense	2,055,494	100.0%	1,923,277	100.0%	-132,216	1,885,220	100.0%	-170,274
Net Ordinary Income	235,995		230,916		5,080	233,476		2,519
Other Income/Expense/Additions								
Additions to Marketing Reserve	0		21,000		21,000	21,000		21,000
Other Expense								
8990-00 · Allocated	214,995		209,916		-5,079	212,421		-2,574
Total Other Expense/Additions	214,995		230,916		-5,079	233,421		-2,574
Net Other Income/Expenses/Additions	-214,995		-230,916		15,921	-233,421		18,426
Net Income	21,000		-0		21,000	55		20,945

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North Lake Tahoe Resort Association
Conference Profit Loss Budget Overview
 July 2015 through June 2016

Conference	2015-16		2014-15			2014-15		
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Ordinary Income/Expense								
Income								
Placer County TOT	333,600	71.2%	320,580	72.2%	13,020	320,580	72.2%	13,020
Membership	7,690	1.6%	7,690	1.7%	0	7,690	1.7%	0
Commissions	127,455	27.2%	115,868	26.1%	11,587	115,868	26.1%	11,587
Total Income	468,745	100.0%	444,138	100.0%	24,607	444,138	100.0%	24,607
Gross Margin	468,745		444,138		24,607	444,138		24,607
Expense								
5000-00 · Salaries & Wages								
5000-00 Salaries & Wages	176,941	42.2%	174,318	44.0%	-2,623	174,318	44.1%	-2,623
5010-00 · Sales Commissions	24,710	5.9%	17,250	4.4%	-7,460	18,612	4.7%	-6,098
5020-00 · P/R - Tax Expense	20,158	4.8%	16,533	4.2%	-3,625	16,533	4.2%	-3,625
5030-00 · P/R - Health Insurance Expense	33,231	7.9%	29,117	7.3%	-4,114	29,117	7.4%	-4,114
5040-00 · P/R - Workmans Comp	1,530	0.4%	1,612	0.4%	82	1,612	0.4%	82
5060-00 · 401 (k)	7,282	1.7%	7,764	2.0%	482	7,764	2.0%	482
506X-00 · Merit	4,633	1.1%	0	0.0%	-4,633	0	0.0%	-4,633
66000 · Other Payroll Expenses	4,625	1.1%	4,625	1.2%	0	4,625	1.2%	0
Total 5000-00 · Salaries & Wages	273,109	65.1%	251,219	63.4%	-21,890	252,581	63.8%	-20,528
5100-00 · Rent								
5110-00 · Utilities	1,050	0.3%	1,021	0.3%	-29		0.0%	
5140-00 · Repairs & Maintenance	780	0.2%	722	0.2%	-59		0.0%	
5150-00 · Office - Cleaning	1,512	0.4%	818	0.2%	-694		0.0%	
5100-00 · Rent	9,405	2.2%	9,337	2.4%	-68		0.0%	
Total 5100-00 · Rent	12,747	3.0%	11,898	3.0%	-849	11,217	2.8%	-1,530
5320-00 · Telephone	3,072	0.7%	3,372	0.9%	300	2,495	0.6%	-577
5420-00 · Mail - USPS	660	0.2%	792	0.2%	132	613	0.2%	-47
5510-00 · Insurance/Bonding	2,760	0.7%	2,676	0.7%	-84	2,735	0.7%	-25
5520-00 · Supplies	1,020	0.2%	924	0.2%	-96	1,377	0.3%	357
5700-00 · Equipment Support & Maintenance	1,656	0.4%	1,656	0.4%	0	1,154	0.3%	-502
5710-00 · Taxes, Licenses & Fees	300	0.1%	180	0.0%	-120	243	0.1%	-57
5740-00 · Equipment Rental/Leasing	2,256	0.5%	2,256	0.6%	0	2,038	0.5%	-218
Marketing Cooperative Media	110,000	26.2%	110,000	27.8%	0	110,000	27.8%	0
Conference PUD	8,000	1.9%	8,000	2.0%	0	8,000	2.0%	0
8200-00 · Employee Relations	425	0.1%	437	0.1%	12	398	0.1%	-27
8700-00 · Automobile Expenses	1,076	0.3%	1,080	0.3%	4	972	0.2%	-104
8750-00 · Meals/Meetings	420	0.1%	372	0.1%	-48	386	0.1%	-34
8810-00 · Dues & Subscriptions	955	0.2%	601	0.2%	-354	510	0.1%	-445
Depreciation	1,019	0.2%	924	0.2%	-95	918	0.2%	-101
Total Expense	419,475	100.0%	396,387	100.0%	-23,088	395,637	100.0%	-23,838
Net Ordinary Income	49,270		47,751		1,519	48,501		769
Other Income/Expense								
Other Expense								
8990-00 · Allocated	49,270		47,751		-1,519	48,501		-769
Total Other Expense	49,270		47,751		-1,519	48,501		-769
Net Other Income	-49,270		-47,751		-1,519	-48,501		-769
Net Income	0		0		-0	0		0

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North Lake Tahoe Resort Association
VIC Profit Loss Budget Overview
 July 2015 through June 2016

Visitor Information	2015-16		2014-15			2014-15		
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Ordinary Income/Expense								
Income								
Placer County TOT	292,920	70.0%	285,000	70.5%	7,920	285,000	70.4%	7,920
Non-Retail VIC Sales	7,644	1.8%	7,644	1.9%	0	10,222	2.5%	-2,578
Visitor Guide Income	3,000	0.7%	3,000	0.7%	0	3,000	0.7%	0
Merchandise Sales	114,886	27.5%	108,864	26.9%	6,022	106,328	26.3%	8,558
Total Income	418,450	100.0%	404,508	100.0%	13,942	404,550	100.0%	13,900
Cost of Goods Sold	61,212	53.3%	58,306	53.6%	-2,906	56,287	52.9%	-4,925
Gross Margin	357,238		346,202		11,036	348,263		8,975
Expense								
5000-00 · Salaries & Wages								
5000-00 · Salaries & Wages	139,729	44.7%	139,784	46.2%	55	139,084	47.1%	-645
5020-00 · P/R - Tax Expense	12,100	3.9%	11,933	3.9%	-167	11,738	4.0%	-362
5030-00 · P/R - Health Insurance	22,957	7.3%	21,933	7.2%	-1,024	21,933	7.4%	-1,024
5040-00 · P/R - Workmans Comp	3,230	1.0%	2,125	0.7%	-1,105	2,125	0.7%	-1,105
5060-00 · 401 (k)	5,484	1.8%	4,171	1.4%	-1,313	4,171	1.4%	-1,313
506X-00 · Merit	3,497	1.1%	0	0.0%	-3,497	0	0.0%	-3,497
66000 · Other Payroll Expenses	2,996	1.0%	2,996	1.0%	0	2,996	1.0%	0
Total 5000-00 · Salaries & Wages	189,993	60.8%	182,942	60.4%	-7,051	182,047	61.7%	-7,946
5100-00 · Rent								
5110-00 · Utilities	7,500	2.4%	12,934	4.3%	5,434		0.0%	
5140-00 · Repairs & Maintenance	1,810	0.6%	1,761	0.6%	-49		0.0%	
5150-00 · Office - Cleaning	0	0.0%	0	0.0%	0		0.0%	
5100-00 · Rent	67,178	21.5%	66,694	22.0%	-484		0.0%	
Total 5100-00 · Rent	76,488	24.5%	81,389	26.9%	4,901	78,190	26.5%	1,702
5310-00 · Telephone	6,240	2.0%	6,240	2.1%	0	5,524	1.9%	-716
5420-00 · Mail - USPS	1,140	0.4%	792	0.3%	-348	1,174	0.4%	34
5510-00 · Insurance/Bonding	3,456	1.1%	3,456	1.1%	0	3,641	1.2%	185
5520-00 · Supplies	5,524	1.8%	4,524	1.5%	-1,000	3,951	1.3%	-1,573
Visitor Communications Other	460	0.1%	460	0.2%	0	460	0.2%	0
5700-00 · Equipment Support & Maintenance	2,100	0.7%	2,100	0.7%	0	1,705	0.6%	-395
5710-00 · Taxes, Licenses & Fees	1,116	0.4%	1,116	0.4%	0	936	0.3%	-180
5740-00 · Equipment Rental/Leasing	5,928	1.9%	6,000	2.0%	72	4,170	1.4%	-1,758
5800-00 · Training Seminars	1,400	0.4%	1,400	0.5%	0	1,448	0.5%	48
Media/Collateral/Production	7,635	2.4%	826	0.3%	-6,809	826	0.3%	-6,809
Non-NLT Co-Op Marketing Programs	1,800	0.6%	3,492	1.2%	1,692	2,138	0.7%	338
8200-00 · Employee Relations	500	0.2%	300	0.1%	-200	550	0.2%	50
Credit Card Fees	3,600	1.2%	2,856	0.9%	-744	4,172	1.4%	572
8700-00 · Automobile Expenses	2,700	0.9%	2,700	0.9%	0	2,001	0.7%	-699
8750-00 · Meals/Meetings	720	0.2%	720	0.2%	0	720	0.2%	0
Travel	628	0.2%	628	0.2%	0	579	0.2%	-49
Depreciation	1,019	0.3%	851	0.3%	-168	935	0.3%	-84
Total Expense	312,447	100.0%	302,792	100.0%	-9,655	295,167	100.0%	-17,280
Net Ordinary Income	44,791		43,410		1,381	53,096		-8,305
Other Income/Expense								
Other Expense								
8990-00 · Allocated	44,791		43,410		-1,381	44,096		-695
Total Other Expense	44,791		43,410		-1,381	44,096		-695
Net Other Income	-44,791		-43,410		-1,381	-44,096		-695
Net Income	0		0		0	9,000		-9,000

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North Lake Tahoe Resort Association Profit & Loss Budget Overview

July 2015 through June 2016

Infrastructure	2015-16		2014-15		2014-15			
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Ordinary Income/Expense								
Income								
Placer County TOT	223,853	100.0%	231,406	100.0%	-7,553	231,408	100.0%	-7,555
Total Income	<u>223,853</u>	<u>100.0%</u>	<u>231,406</u>	<u>100.0%</u>	<u>-7,553</u>	<u>231,408</u>	<u>100.0%</u>	<u>-7,555</u>
Gross Margin	223,853		231,406		-7,553	231,408		-7,555
Expense								
5000-00 · Salaries & Wages								
5000-00 · Salaries & Wages	76,762	45.1%	77,610	43.5%	848	75,610	43.0%	-1,152
5020-00 · P/R - Tax Expense	6,234	3.7%	6,168	3.5%	-66	5,968	3.4%	-266
5030-00 · P/R - Health Insurance Expense	6,739	4.0%	6,775	3.8%	36	6,077	3.5%	-662
5040-00 · P/R - Workmans Comp	1,700	1.0%	264	0.1%	-1,436	264	0.2%	-1,436
5060-00 · 401 (k)	3,626	2.1%	3,098	1.7%	-528	3,098	1.8%	-528
506x-00 · Merit	3,023	1.8%	0	0.0%	-3,023	0	0.0%	-3,023
66000 · Other Payroll Expenses	1,659	1.0%	1,290	0.7%	-369	1,290	0.7%	-369
Total 5000-00 · Salaries & Wages	<u>99,743</u>	<u>58.6%</u>	<u>95,205</u>	<u>53.3%</u>	<u>-4,538</u>	<u>92,307</u>	<u>52.5%</u>	<u>-7,436</u>
5100-00 · Rent								
5110-00 · Utilities	1,500	0.9%	1,502	0.8%	2		0.0%	
5140-00 · Repairs & Maintenance	480	0.3%	458	0.3%	-22		0.0%	
5150-00 · Office - Cleaning	1,080	0.6%	603	0.3%	-477		0.0%	
5100-00 · Rent	6,669	3.9%	7,019	3.9%	350		0.0%	
Total 5100-00 · Rent	<u>9,729</u>	<u>5.7%</u>	<u>9,582</u>	<u>5.4%</u>	<u>-147</u>	<u>8,999</u>	<u>5.1%</u>	<u>-730</u>
5310-00 · Telephone	2,400	1.4%	2,400	1.3%	0	2,565	1.5%	165
5420-00 · Mail - USPS	50	0.0%	50	0.0%	0	50	0.0%	0
5510-00 · Insurance/Bonding	600	0.4%	480	0.3%	-120	462	0.3%	-138
5520-00 · Supplies	947	0.6%	872	0.5%	-75	872	0.5%	-75
5700-00 · Equipment Support & Maintenance	660	0.4%	660	0.4%	0	655	0.4%	-5
5710-00 · Taxes, Licenses & Fees	372	0.2%	372	0.2%	0	372	0.2%	0
5740-00 · Equipment Rental/Leasing	1,552	0.9%	1,552	0.9%	0	1,683	1.0%	131
Infrastructure Projects:								
Public Outreach	1,000	0.6%	1,000	0.6%	0	1,000	0.6%	0
Research & Planning	50,000	29.4%	64,000	35.9%	14,000	64,000	36.4%	14,000
8200-00 · Employee Relations	350	0.2%	125	0.1%	-225	300	0.2%	-50
8700-00 · Automobile Expenses	1,380	0.8%	1,216	0.7%	-164	1,127	0.6%	-253
8750-00 · Meals/Meetings	694	0.4%	372	0.2%	-322	736	0.4%	42
Dues & Subscriptions	0	0.0%	0	0.0%	0	128	0.1%	128
Depreciation	627	0.4%	576	0.3%	-51	575	0.3%	-52
Total Expense	<u>170,104</u>	<u>100.0%</u>	<u>178,462</u>	<u>100.0%</u>	<u>8,358</u>	<u>175,831</u>	<u>100.0%</u>	<u>5,727</u>
Net Ordinary Income	53,749		52,944		805	55,577		-1,828
Other Income/Expense								
Other Expense								
8990-00 · Allocated	53,749		52,944		-805	55,577		1,828
Total Other Expense	<u>53,749</u>		<u>52,944</u>		<u>-805</u>	<u>55,577</u>		<u>1,828</u>
Net Other Income	<u>-53,749</u>		<u>-52,944</u>		<u>-805</u>	<u>-55,577</u>		<u>1,828</u>
Net Income	<u><u>-0</u></u>		<u><u>0</u></u>		<u><u>-0</u></u>	<u><u>0</u></u>		<u><u>-0</u></u>
Capital Improvement Funding - Placer Held	2,327,310		2,223,452		103,858	1,642,074		685,236
Expenditures to be paid through Placer: Infrastructure Projects	2,327,310		2,223,452		(103,858)	1,642,074		(685,236)

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North Lake Tahoe Resort Association
Profit & Loss Budget Overview
 July 2015 through June 2016

	2015-16		2014-15			2014-15		
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Transportation								
Ordinary Income/Expense								
Income								
Placer County TOT	817,328	100.0%	787,442	100.0%	29,886	787,440	100.0%	29,888
Total Income	<u>817,328</u>	100.0%	<u>787,442</u>	100.0%	<u>29,886</u>	<u>787,440</u>	100.0%	<u>29,888</u>
Gross Margin	817,328		787,442		29,886	787,440		29,888
Expense								
5000-00 · Salaries & Wages								
5000-00 · Salaries & Wages	76,762	9.9%	80,537	10.8%	3,775	78,537	10.6%	1,775
5020-00 · P/R - Tax Expense	6,234	0.8%	6,399	0.9%	165	6,387	0.9%	153
5030-00 · P/R - Health Insurance Expense	6,739	0.9%	6,775	0.9%	36	6,775	0.9%	36
5040-00 · P/R - Workmans Comp	1,700	0.2%	264	0.0%	-1,436	264	0.0%	-1,436
5060-00 · 401 (k)	3,639	0.5%	3,215	0.4%	-424	3,215	0.4%	-424
506x-00 · Merit	3,023	0.4%	0	0.0%	-3,023	0	0.0%	-3,023
66000 · Payroll Expenses	1,646	0.2%	1,440	0.2%	-206	1,440	0.2%	-206
Total 5000-00 · Salaries & Wages	<u>99,743</u>	12.9%	<u>98,630</u>	13.2%	<u>-1,113</u>	<u>96,618</u>	13.0%	<u>-3,125</u>
5100-00 · Rent								
5110-00 · Utilities	1,502	0.2%	1,503	0.2%	1		0.0%	
5140-00 · Repairs & Maintenance	457	0.1%	457	0.1%	0		0.0%	
5150-00 · Office - Cleaning	602	0.1%	602	0.1%	0		0.0%	
5100-00 · Rent	7,019	0.9%	8,179	1.1%	1,160		0.0%	
Total 5100-00 · Rent	<u>9,581</u>	1.2%	<u>10,737</u>	1.4%	<u>1,156</u>	<u>8,899</u>	1.2%	<u>-682</u>
5320-00 · Telephone	2,475	0.3%	2,700	0.4%	225	2,634	0.4%	159
5420-00 · Mail - USPS	50	0.0%	50	0.0%	0	122	0.0%	72
5510-00 · Insurance/Bonding	672	0.1%	672	0.1%	0	558	0.1%	-114
5520-00 · Supplies	900	0.1%	636	0.1%	-264	1,019	0.1%	119
5700-00 · Equipment Support & Maintenance	480	0.1%	565	0.1%	85	507	0.1%	27
5710-00 · Taxes, Licenses & Fees	120	0.0%	60	0.0%	-60	347	0.0%	227
5740-00 · Equipment Rental/Leasing	1,320	0.2%	1,740	0.2%	420	1,677	0.2%	357
Transportation Projects:		0.0%		0.0%			0.0%	
Public Outreach	950	0.1%	950	0.1%	0	950	0.1%	0
Research & Planning Dues	5,000	0.6%	5,000	0.7%	0	5,000	0.7%	0
Research & Planning	32,000	4.1%	32,000	4.3%	0	32,000	4.3%	0
Transportation Projects	616,530	79.8%	589,420	79.0%	-27,110	589,420	79.2%	-27,110
8200-00 · Employee Relations	400	0.1%	125	0.0%	-275	371	0.0%	-29
8700-00 · Automobile Expenses	1,200	0.2%	2,304	0.3%	1,104	2,304	0.3%	1,104
8750-00 · Meals/Meetings	400	0.1%	109	0.0%	-291	524	0.1%	124
8810-00 · Dues & Subscriptions	90	0.0%	90	0.0%	0	229	0.0%	139
Depreciation	627	0.1%	576	0.1%	-51	574	0.1%	-53
Total Expense	<u>772,538</u>	100.0%	<u>746,364</u>	100.0%	<u>-26,174</u>	<u>743,753</u>	100.0%	<u>-28,785</u>
Net Ordinary Income	44,790		41,078		3,712	43,687		1,103
Other Income/Expense								
Other Expense								
8990-00 · Allocated	44,791		41,078		-3,713	40,687		-4,104
Total Other Expense	<u>44,791</u>		<u>41,078</u>		<u>-3,713</u>	<u>40,687</u>		<u>-4,104</u>
Net Other Income	<u>-44,791</u>		<u>-41,078</u>		<u>-3,713</u>	<u>-40,687</u>		<u>-4,104</u>
Net Income	<u><u>-0</u></u>		<u><u>0</u></u>		<u><u>-0</u></u>	<u><u>3,000</u></u>		<u><u>-3,000</u></u>

North Lake Tahoe Resort Association
Profit & Loss Budget Overview
 July 2015 through June 2016

Membership	2015-16		2014-15			2014-15		
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Ordinary Income/Expense								
Income								
Membership	135,000	59.2%	116,884	59.8%	18,116	108,624	58.5%	26,376
New Member Fees	5,250	2.3%	5,250	2.7%	0	3,450	1.9%	1,800
Membership Activities	70,050	30.7%	55,698	28.5%	14,352	55,876	30.1%	14,174
Tuesday Morning Breakfast Club	9,600	4.2%	9,600	4.9%	0	9,601	5.2%	-1
Sponsorships	8,100	3.6%	8,100	4.1%	0	8,100	4.4%	0
Total Income	228,000	100.0%	195,532	100.0%	32,468	185,651	100.0%	42,349
Gross Margin	228,000		195,532		32,468	185,651		42,349
Expense								
5000-00 · Salaries & Wages								
5000-00 · Salaries & Wages	72,300	41.8%	51,990	35.7%	-20,310	71,500	49.0%	-800
5000-00 · In Market Administration	-14,500	-8.4%	0	0.0%	14,500	-14,500	-9.9%	0
5020-00 · P/R - Tax Expense	4,876	2.8%	5,066	3.5%	190	3,923	2.7%	-953
5030-00 · P/R - Health Insurance Expense	12,342	7.1%	26,010	17.8%	13,668	12,342	8.5%	0
5040-00 · P/R - Workmans Comp	1,530	0.9%	765	0.5%	-765	1,530	1.0%	0
5060-00 · 401 (k)	725	0.4%	588	0.4%	-137	725	0.5%	0
50XX-00 · Merit	4,807	2.8%	0	0.0%	-4,807	0	0.0%	-4,807
66000 · Other Payroll Expenses	1,908	1.1%	2,021	1.4%	113	1,908	1.3%	0
Total 5000-00 · Salaries & Wages	83,988	48.6%	86,440	59.3%	2,452	77,428	53.0%	-6,560
5100-00 · Rent								
5110-00 · Utilities	750	0.4%	729	0.5%	-21		0.0%	
5140-00 · Repairs & Maintenance	480	0.3%	444	0.3%	-36		0.0%	
5150-00 · Office - Cleaning	1,080	0.6%	585	0.4%	-495		0.0%	
5100-00 · Rent	6,718	3.9%	6,669	4.6%	-49		0.0%	
Total 5100-00 · Rent	9,028	5.2%	8,427	5.8%	-601	8,161	5.6%	-867
5310-00 · Telephone	2,700	1.6%	3,720	2.6%	1,020	3,229	2.2%	529
5420-00 · Mail - USPS	792	0.5%	792	0.5%	0	599	0.4%	-193
5510-00 · Insurance/Bonding	1,392	0.8%	1,392	1.0%	0	1,368	0.9%	-24
5520-00 · Supplies	1,300	0.8%	684	0.5%	-616	845	0.6%	-455
5700-00 · Equipment Support & Maintenance	565	0.3%	565	0.4%	0	525	0.4%	-40
5710-00 · Taxes, Licenses & Fees	720	0.4%	720	0.5%	0	700	0.5%	-20
5740-00 · Equipment Rental/Leasing	3,976	2.3%	3,975	2.7%	-1	3,749	2.6%	-227
5800-00 · Training Seminars	3,000	1.7%	200	0.1%	-2,800	0	0.0%	-3,000
Membership Activities	42,002	24.3%	24,085	16.5%	-17,917	33,158	22.7%	-8,844
Tuesday Morning Breakfast Club	8,844	5.1%	8,844	6.1%	0	9,596	6.6%	752
Classified Advertising		0.0%		0.0%		341	0.2%	341
Employee Relations	450	0.3%	250	0.2%	-200	515	0.4%	65
Credit Card Fees	3,520	2.0%	2,400	1.6%	-1,120	2,546	1.7%	-974
8700-00 · Automobile Expenses	950	0.5%	900	0.6%	-50	900	0.6%	-50
8750-00 · Meals/Meetings	1,500	0.9%	720	0.5%	-780	952	0.7%	-548
Dues & Subscriptions	7,635	4.4%	720	0.5%	-6,915	720	0.5%	-6,915
Travel	0	0.0%	390	0.3%	390	60	0.0%	60
Depreciation	627	0.4%	571	0.4%	-56	568	0.4%	-59
Total Operating Expenses	172,988	100.0%	145,795	100.0%	-27,193	145,960	100.0%	-27,029
Net Ordinary Income	55,012		49,737		5,275	39,691		15,320
Other Income/Expense								
Other Expense								
8990-00 · Allocated	40,312		39,078		-1,234	39,691		-621
Total Other Expense	40,312		39,078		-1,234	39,691		-621
Net Other Income	-40,312		-39,078		-1,234	-39,691		-621
Net Income	14,700		10,659		4,041	0		14,700

North Lake Tahoe Resort Association
Profit & Loss Budget Overview
 July 2015 through June 2016

Administration	2015-16		2014-15			2014-15		
	Budget	Percent	Budget	Percent	Variance	Reforecast	Percent	Variance
Gross Margin	0		0		0	0		0
Expense								
5000-00 · Salaries & Wages								
5000-00 · Salaries & Wages	250,609	56.0%	261,181	60.2%	10,572	251,181	58.5%	572
5020-00 · P/R - Tax Expense	19,393	4.3%	25,589	5.9%	6,197	21,749	5.1%	2,356
5030-00 · P/R - Health Insurance Expense	35,817	8.0%	34,313	7.9%	-1,505	33,001	7.7%	-2,816
5040-00 · P/R - Workmans Comp	24,000	5.4%	22,440	5.2%	-1,560	20,040	4.7%	-3,960
5060-00 · 401 (k)	9,866	2.2%	9,961	2.3%	95	9,961	2.3%	95
506X-00 · Merit	6,328	1.4%	0	0.0%	-6,328	0	0.0%	-6,328
66000 · Other Payroll Expenses	4,400	1.0%	4,400	1.0%	0	4,400	1.0%	0
Total 5000-00 · Salaries & Wages	350,413	78.2%	357,884	82.4%	7,471	340,332	79.3%	-10,081
5100-00 · Rent								
5110-00 · Utilities	2,400	0.5%	2,041	0.5%	-359	2,041	0.5%	-359
5140-00 · Repairs & Maintenance	2,400	0.5%	1,388	0.3%	-1,013	1,580	0.4%	-820
5150-00 · Office - Cleaning	3,024	0.7%	1,637	0.4%	-1,387	1,637	0.4%	-1,387
5100-00 · Rent	21,810	4.9%	18,674	4.3%	-3,136	18,674	4.4%	-3,136
Total 5100-00 · Rent	29,634	6.6%	23,740	5.5%	-5,894	23,932	5.6%	-5,702
5320-00 · Telephone	8,596	1.9%	8,596	2.0%	0	8,493	2.0%	-103
5420-00 · Mail - USPS	1,056	0.2%	658	0.2%	-398	1,056	0.2%	0
5510-00 · Insurance/Bonding	3,288	0.7%	3,288	0.8%	0	3,262	0.8%	-26
5520-00 · Supplies	6,000	1.3%	3,300	0.8%	-2,700	5,259	1.2%	-741
5700-00 · Equipment Support & Maintenance	3,728	0.8%	3,728	0.9%	0	3,728	0.9%	0
5710-00 · Taxes, Licenses & Fees	3,333	0.7%	809	0.2%	-2,524	2,650	0.6%	-683
5740-00 · Equipment Rental/Leasing	3,064	0.7%	3,064	0.7%	0	2,662	0.6%	-402
5800-00 · Training Seminars	1,050	0.2%	550	0.1%	-500	600	0.1%	-450
5810-00 · Public Outreach	180	0.0%	179	0.0%	-1	180	0.0%	0
5900-00 · Professional Fees	21,000	4.7%	18,350	4.2%	-2,650	21,220	4.9%	220
6490-00 · Classified Ads	750	0.2%	0	0.0%	-750	579	0.1%	-171
8200-00 · Employee Relations	2,200	0.5%	1,250	0.3%	-950	2,498	0.6%	298
8300-00 · Board Functions	4,600	1.0%	4,604	1.1%	4	4,547	1.1%	-53
8700-00 · Automobile Expenses	500	0.1%	371	0.1%	-129	534	0.1%	34
8750-00 · Meals/Meetings	1,350	0.3%	350	0.1%	-1,000	557	0.1%	-793
8810-00 · Dues & Subscriptions	1,805	0.4%	160	0.0%	-1,645	741	0.2%	-1,064
8910-00 · Travel	3,400	0.8%	1,433	0.3%	-1,967	4,400	1.0%	1,000
Depreciation	1,959	0.4%	1,785	0.4%	-174	1,776	0.4%	-183
Total Expense	447,907	100.0%	434,100	100.0%	-13,807	429,007	100.0%	-18,900
Net Ordinary Expenses	-447,907		-434,100		13,807	-429,007		18,900
Other Income/Expense								
Other Income								
4700-00 · Interest & Investment & Other	0		48		-48	34		-34
Total Other Income	0		48		-48	34		-34
Other Expense								
8990-00 · Allocated	-447,907		-434,100		-13,807	-440,973		-6,934
Total Other Expense	-447,907		-434,100		-13,807	-440,973		-6,934
Net Other Income	447,907		434,148		-13,759	441,007		-6,900
Net Income	0		48		-48	12,000		-12,000

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north lake tahoe

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Membership Department Pacing and Metrics Report

Date: As of July 23, 2015; Actual Financial Information through 6/30/15

	Activities Revenue Only	Activities Expense Only	Total Dept. Profit/(Loss)	New Members	Attrition Members	Net Gain/(Loss) This Year Only
Budget	55,698	24,085	10,659	67	70	-3
Actual	54,612	43,361	4,870	64	51	13
Forecast	55,876	33,158	0	48	40	8

Year-to-Date Information:

64 new members added to Membership through the date of June 30, 2015.

The actual pace year-to-date is 5.333 new members per month.

Projected information per plan: 67 new members for year or 5.6 per month.

321 members renewed their existing memberships through the month of June. 51 members dropped their existing memberships. Budgeted attrition was 70 members for the year and a gain of 20 members was budgeted. Total membership of 467 from fiscal 2013/14 was budgeted to 487 members by end of the 14/15 fiscal year. The current membership number is 474 members vs. 457 members on June 30, 2014.

Event Financial Updates:

Surf Air Raffle

Revenues: \$2,000 projected. Actual revenue realized on the raffle was \$1,620.

Upcoming Event Metrics:

June 2015 Summer Recreation Lunch at Sunnyside

24 people bought "speeches"; 2 over projected amount.

Budgeted Revenues: \$2,655; Budgeted Expenses: \$1,612. Projected profit is \$1,043.

Actual Revenues: \$2,205; Actual Expenses: \$1,492. Actual profit was \$713.

NLTRA
Consolidated TOT Budget 2015-16
Matches Placer County 15-16 Attachment C
7/16/2015

	<u>TOT Budget</u>	<u>NLTRA Budget</u>	<u>Variance</u>
Ordinary Income/Expense			
Income			
Placer County TOT Funding	3,872,690	3,872,690	0
Placer County TOT Funding Held Infrastructure	2,327,310	2,327,310	0
Non-TOT Sources	<u>0</u>	<u>575,175</u>	<u>575,175</u>
Total Income	6,200,000	6,775,175	575,175
VIC - Cost of Goods Sold	<u>0</u>	<u>61,212</u>	<u>-61,212</u>
Gross Margin	6,200,000	6,713,963	513,963
Operating Expenses			
Marketing/Conference/VIC			
Personnel/Overhead Cap	796,581	808,167	-11,586
General and Administrative	537,599	543,370	-5,771
Research and Planning	10,000	11,500	-1,500
Direct Marketing Programs	1,407,329	1,653,435	-246,106
Community Marketing Fund	30,000	30,000	0
Special Events Marketing Fund	<u>50,000</u>	<u>50,000</u>	<u>0</u>
Total Marketing Expenses	2,831,509	3,096,472	-264,963
Transportation			
Personnel/Overhead Cap	99,743	99,743	0
General and Administrative	64,055	64,055	0
Research and Planning	32,000	32,000	0
Memberships	5,000	5,000	0
Traffic Management	42,000	42,000	0
Transit Programs	<u>574,530</u>	<u>574,530</u>	<u>0</u>
Total Transportation Expenses	817,328	817,328	0
Infrastructure			
Personnel/Overhead Cap	99,743	99,743	0
General and Administrative	74,110	74,110	0
Research and Planning	50,000	50,000	0
Capital Improvements	<u>2,327,310</u>	<u>2,327,310</u>	<u>0</u>
Total Infrastructure Expenses	2,551,163	2,551,163	0
Membership			
Personnel/Overhead Cap	0	83,988	-83,988
General and Administrative	0	93,278	-93,278
Membership Activities	<u>0</u>	<u>36,034</u>	<u>-36,034</u>
Total Membership Expenses	0	213,300	-213,300
Total Operating Expenses	<u>6,200,000</u>	<u>6,678,263</u>	<u>-956,526</u>
Net Surplus	<u>0</u>	<u>35,700</u>	<u>35,700</u>

KEY METRICS FOR JUNE 30, 2015 FINANCIAL STATEMENTS

	Total TOI Collections by Quarter 2009 - 2015 (through June 30, 2015)				Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,694,967	\$ 2,526,907	\$ 3,456,878	\$ 365,262	\$ 11,034,014

Visitor Information Statistics For Fiscal Years 2011 - 2015									
Referrals - Tahoe City:	2011/2012		2012/2013		2013/2014		2014/2015		YOY % Change
	Annual Totals	12,188	Annual Totals	36,819	Annual Totals	48,338	Annual Totals	44,850	
Walk In	2,912	2,997	2,997	2,903	2,560	2,903	2,560	2,560	-7.22%
Phone	2,995	3,014	3,014	5,278	3,472	5,278	3,472	3,472	-11.82%
Kings Beach (Walk In Only)	1,660	1,793	1,793	3,834	Closed	3,834	Closed	Closed	-34.22%
Reno (Walk In) (Closed)									N/A

Infrastructure Fund Balances Held by Placer County as of 6/30/14	
Contracts In:	\$ 1,348,042
FY 2013-14	\$ 1,348,042
Total Fund Balances	\$ 1,348,042

Chamber Of Commerce Total Membership	
June 2012	510
June 2013	465
June 2014	457
June 2015	474

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe					
Quarter	2011/12	2012/13	2013/14	2014/15	YOY % Change
First	\$ 757,531	\$ 777,413	\$ 860,783	\$ 845,219	-1.8%
Second	\$ 441,061	\$ 529,470	\$ 481,165	\$ 502,482	4.4%
Third	\$ 505,344	\$ 724,645	\$ 538,929	\$ -	-
Fourth	\$ 446,802	\$ 488,100	\$ 510,667	\$ -	-
Total	\$ 2,150,738	\$ 2,519,628	\$ 2,391,544	\$ 1,347,701	-43.6%

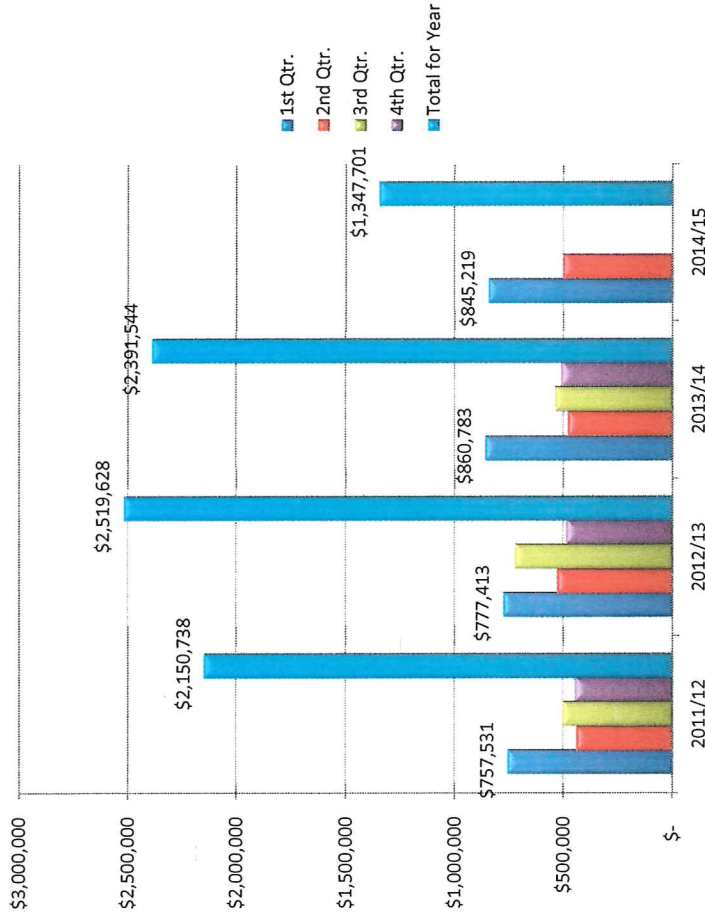
Destimetrics Reservations Activity			
	FY 13/14	FY 14/15	Change
Occupancy during June	54.3%	61.7%	13.6%
RevPAR June (Rev per Available Room)	\$ 120	\$ 132	10.0%
Occupancy Forecast July	65.2%	62.7%	-3.8%
RevPAR July (Rev per Available Room)	\$ 170	\$ 169	-0.6%
Occupancy (prior 6 months)	43.9%	44.7%	1.8%
RevPAR (prior 6 months)	\$ 102	\$ 100	-2.0%
Occupancy (next 6 months)	27.8%	29.2%	5.0%
RevPAR (next 6 months)	\$ 68	\$ 72	5.9%

Unemployment			
	December 2013	June 2014	December 2014
California (pop. 38,332,521)	7.9%	7.1%	6.7%
Placer County (367,309)	6.5%	6.0%	5.2%
Dollar Point (1,215)	7.6%	7.1%	6.1%
Kings Beach (3,893)	6.5%	6.0%	5.2%
Sunyside/Tahoe City (1,557)	7.6%	7.0%	6.1%
Tahoe Vista (1,433)	11.0%	10.1%	8.9%

Conference Revenue Statistics Comparison Fiscal 2013/14 vs. Fiscal 2014/15			
	2013-14	2014-15	YOY % Change
FORWARD LOOKING (2014/15)	Actuals	Forecasted	
Total Revenue Booked through June	\$ 2,807,318	\$ 2,920,398	4.03%
Forecasted Commission for this Revenue	151,069	155,074	2.65%
Number of Room Nights	15,289	16,377	7.12%
Number of Tentative Bookings	96	99	3.13%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,750,000	\$ 2,500,000	-9.09%
Annual Commission Goal	\$ 160,000	\$ 170,000	6.25%
Conference Revenue And Percentage by County:			
Placer (71% of revs in '14, 66% in '15)	\$ 1,981,316	\$ 1,935,953	-2.29%
Washoe ('14; 9%, '15; 5%)	\$ 266,099	\$ 139,002	-47.76%
South Lake ('14; 17%, '15; 25%)	\$ 462,174	\$ 737,080	59.48%
Nevada ('14; 3%, '15; 4%)	\$ 97,729	\$ 108,363	10.88%
Total Conference Revenue	\$ 2,807,318	\$ 2,920,398	4.03%

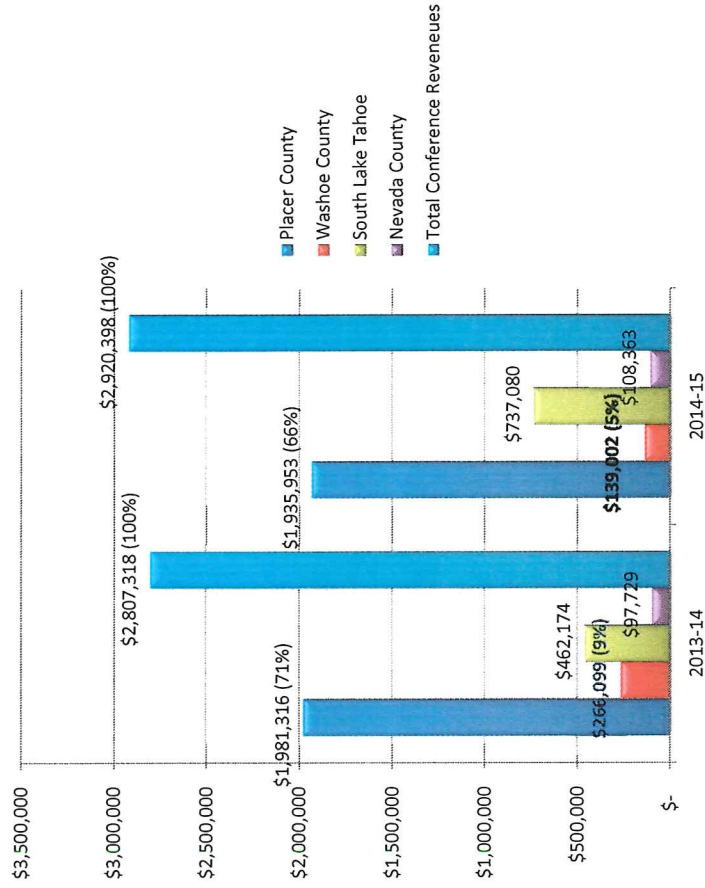
H3

Annual Sales Tax Revenue - Lake Tahoe (Now on Fiscal Year Basis)



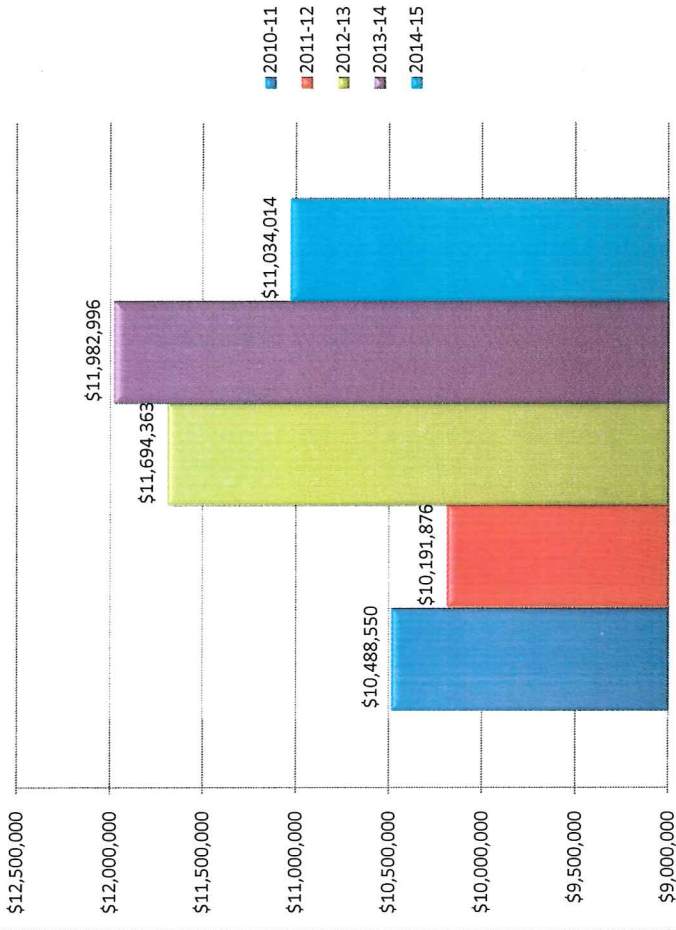
Sales Tax Revenue - Lake Tahoe (Fiscal Year Basis)					
Quarter	2011/12	2012/13	2013/14	2014/15	YOY % Change
First	\$ 757,531	\$ 777,413	\$ 860,783	\$ 845,219	-1.8%
Second	\$ 441,061	\$ 529,470	\$ 481,165	\$ 502,482	4.4%
Third	\$ 505,344	\$ 724,645	\$ 538,929	\$ -	-
Fourth	\$ 446,802	\$ 488,100	\$ 510,667	\$ -	-
Total	\$ 2,150,738	\$ 2,519,628	\$ 2,391,544	\$ 1,347,701	-43.6%

Conference Revenue Statistics & Revenue Share by County

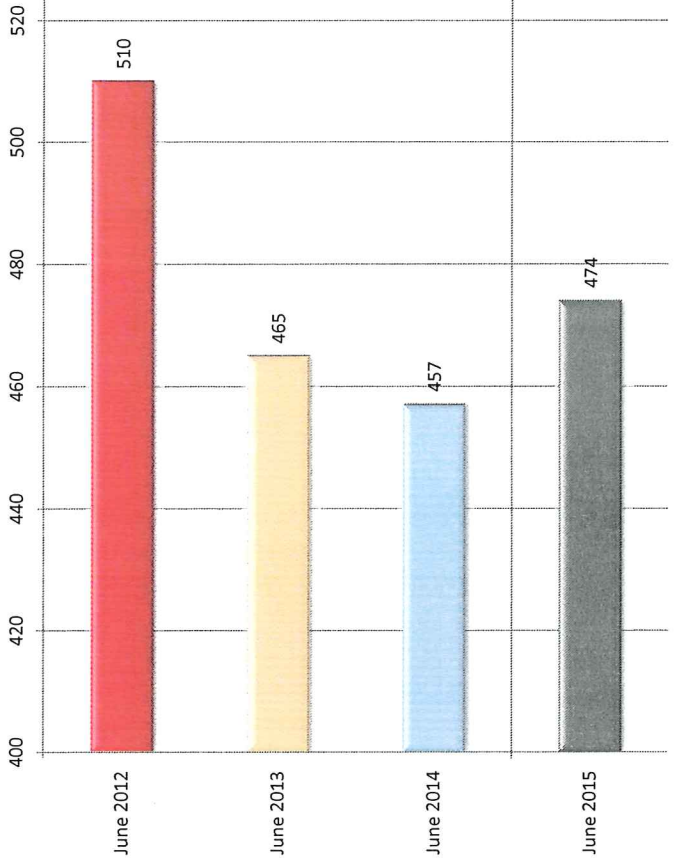


Conference Revenue Statistics Comparison Fiscal 2013/14 vs. Fiscal 2014/15					
	2013-14	2014-15	YOY % Change		
FORWARD LOOKING (2014/15)					
Total Revenue Booked through June	\$ 2,807,318	\$ 2,920,398	4.03%	Forecasted	
Forecasted Commission for this Revenue	151,069	155,074	2.65%		
Number of Room Nights	15,289	16,377	7.12%		
Number of Tentative Bookings	96	99	3.13%		
CURRENT					
NILT - Annual Revenue Goal	\$ 2,750,000	\$ 2,500,000	-9.09%		
Annual Commission Goal	\$ 160,000	\$ 170,000	6.25%		
Conference Revenue And Percentage by County:					
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South Lake ('14; 17%, '15; 25%)	\$ 462,174	\$ 737,080	59.48%		
Nevada ('14; 3%, '15; 4%)	\$ 97,729	\$ 108,363	10.88%		
Total Conference Revenue	\$ 2,807,318	\$ 2,920,398	4.03%		

5-Year Annual TOT Collections (Fiscal Year Basis)



Chamber Membership (# of Members)



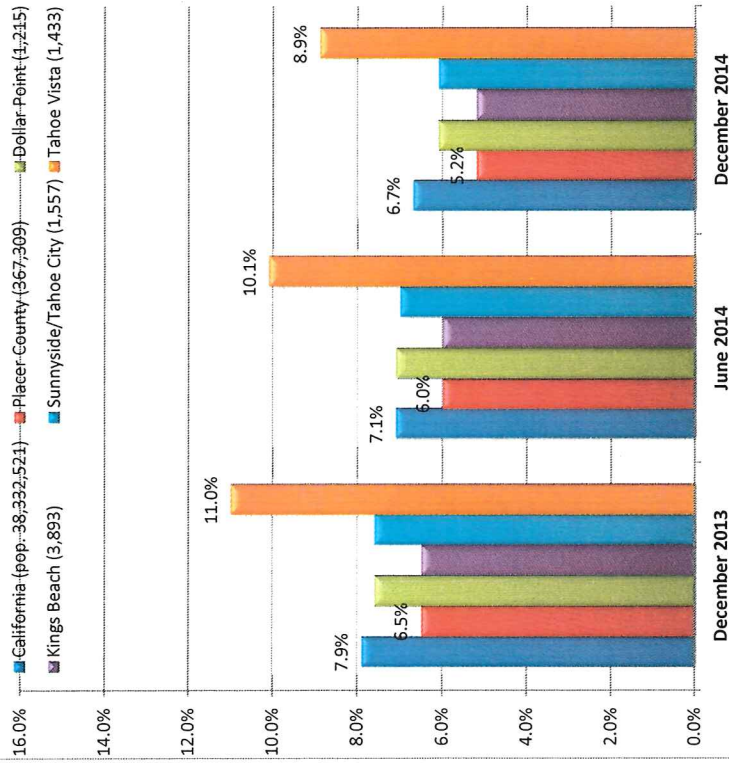
Total TOT Collections by Quarter 2009 - 2015 (through June 30, 2015)

Year	Total			
	Quarter 1	Quarter 2	Quarter 3	Quarter 4
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102
2014-15	\$ 4,684,967	\$ 2,526,907	\$ 3,456,878	\$ 365,262
Total	\$ 9,244,712	\$ 10,488,550	\$ 10,191,876	\$ 11,694,363

Chamber Of Commerce Total Membership

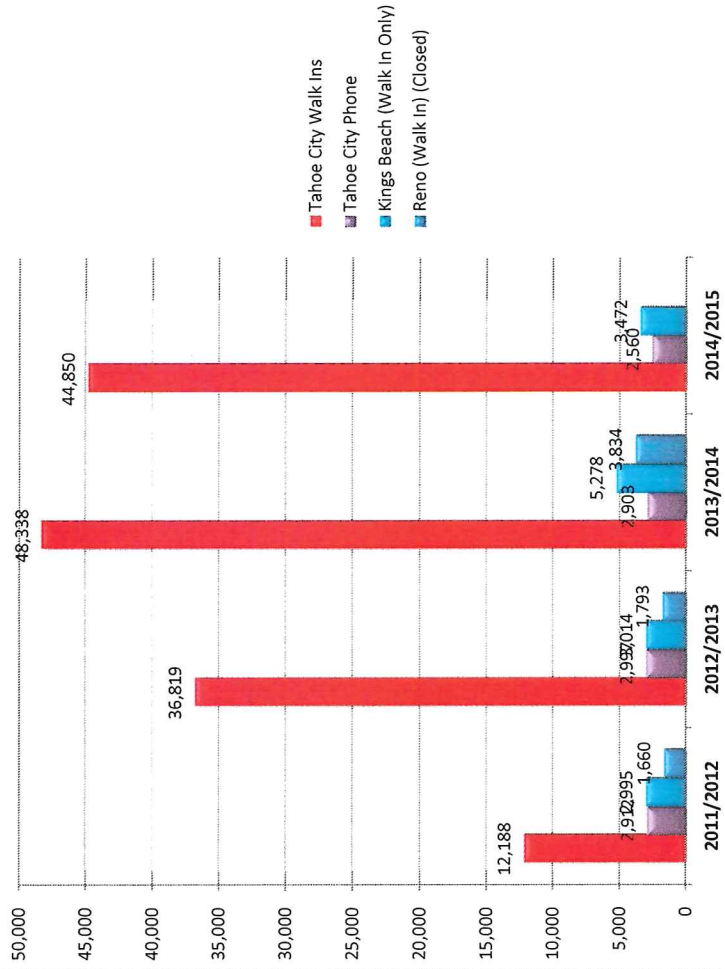
June 2012	510
June 2013	465
June 2014	457
June 2015	474

Unemployment Rates by Region



Unemployment Rates	December 2013		June 2014		December 2014	
	December 2013	June 2014	December 2013	June 2014	December 2013	December 2014
California	11.0%	7.9%	7.1%	7.1%	6.7%	6.7%
Placer County	7.9%	6.5%	6.0%	6.0%	5.2%	5.2%
Dollar Point	7.1%	6.0%	7.1%	7.1%	6.1%	6.1%
Kings Beach	6.5%	6.0%	6.0%	6.0%	5.2%	5.2%
Sunnyside/Tahoe City	6.0%	6.0%	6.0%	6.0%	6.1%	6.1%
Tahoe Vista	6.0%	6.0%	6.0%	10.1%	6.1%	8.9%

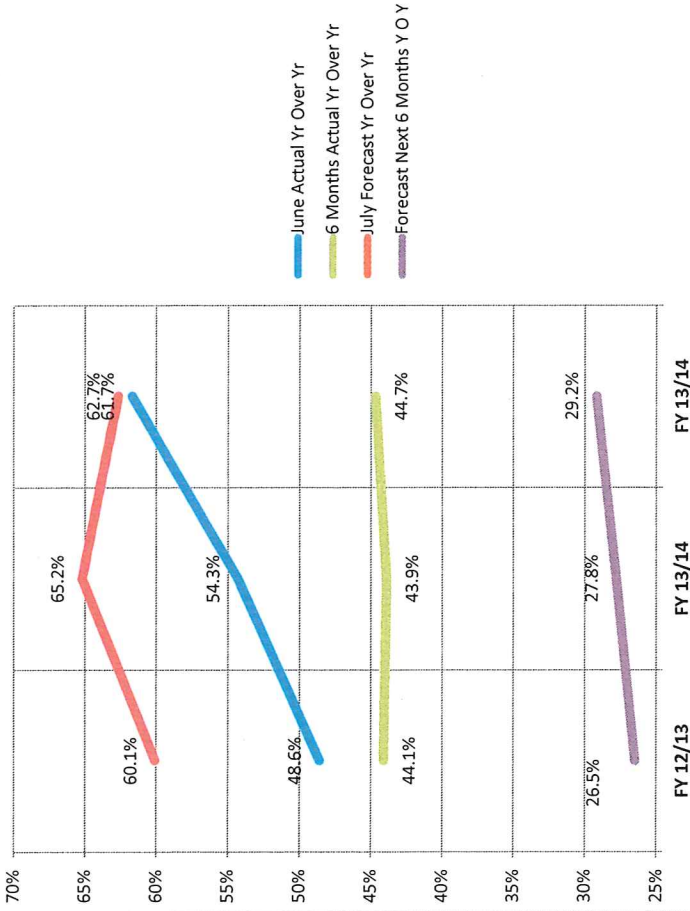
Visitor Information - Fiscal YTD through June



Visitor Information Statistics For Fiscal Years 2011 - 2015

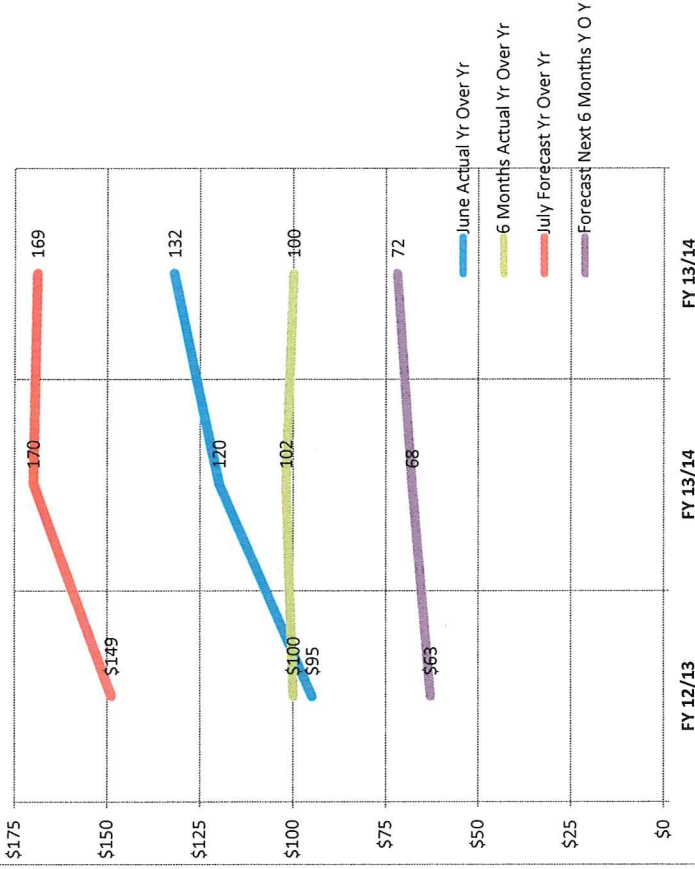
Referrals - Tahoe City:	2011/2012		2012/2013		2013/2014		2014/2015		YOY % Change
	Annual Totals	Walk In	Annual Totals	Walk In	Annual Totals	Walk In	Annual Totals	Walk In	
Walk In	12,188	7,912	36,819	2,997	48,338	2,903	44,850	2,560	-7.22%
Phone	2,995	2,014	2,997	3,014	2,903	3,472	2,560	3,472	-11.82%
Kings Beach (Walk In Only)	2,995	2,014	3,014	3,014	5,278	3,472	3,472	3,472	-34.22%
Reno (Walk In) (Closed)	1,660	1,793	1,793	1,793	3,834	3,834	Closed	Closed	N/A

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity		FY 12/13	FY 13/14	FY 14/15	FY 15/16	Y-o-Y Change
Occupancy during June		48.6%	54.3%	61.7%	62.7%	13.6%
Occupancy Forecast June		60.1%	65.2%	62.7%	62.7%	-3.8%
Occupancy (prior 6 months)		44.1%	43.9%	44.7%	44.7%	1.8%
Occupancy (next 6 months)		26.5%	27.8%	29.2%	29.2%	5.0%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity		FY 12/13	FY 13/14	FY 14/15	FY 15/16	Y-o-Y Change
RevPAR June (Rev per Available Room)		\$95	\$120	\$132	\$132	10.0%
RevPAR July (Rev per Available Room)		\$149	\$170	\$169	\$169	-0.6%
RevPAR (prior 6 months)		\$100	\$102	\$100	\$100	-2.0%
RevPAR (next 6 months)		\$63	\$68	\$72	\$72	5.9%

North Lake Tahoe Chamber/CVB/Resort Association
Approval of the CEO's Expenses: Sandy Evans Hall
June 2015

Mileage	\$ 300.00
Phone	\$ 195.83
Web Domains	\$ 45.00
Board Retreat	\$ 196.33
	<u>\$ 737.16</u>

Approval Signature

NLTRA:
MILEAGE REIMBURSEMENT

DATES from: June 1 to: June 30

EMPLOYEE NAME: Sandy Hall
DATE SUBMITTED: July 6 2015

DATE	# MILES	DRIVEN FROM	DRIVEN TO	ROUND TRIP? Y or N	REASON FOR TRAVEL
6-2	16	TC	Squaw Valley	Y	Meet with Andee and Larry
6-3	20	TC	DNTEC	Y	TD Workshop
6-4	8	TC	Sunnyside	Y	Rec Luncheon
6-4	60	TC	Round Hill Pines	Y	Summit Meeting
6-10	38	TC	Truckee	Y	Meet with Laura Partridge - Creative Concepts
6-15	40	TC	Truckee	Y	Orthopedic Advisory Council
6-17	18	TC	Tahoe Vista	Y	Mendelaras Open House
6-18	20	TC	Rings Beach	N	Public Arts - Meet the Artist
6-19	32	TC	Inclines	Y	Tahoe Prosperity Center
6-24	12	TC	West Shore Cafe	Y	Board Retreat
6-24	32	TC	Northstar	Y	USA Cycling
6-25	40	TC	Truckee	Y	OAC outreach committee
6/28	40	TC	Truckee	Y	USA Cycling

Habit 223.10

TOTAL MILES: 388 X \$.575 (per mile) = \$ 223.10 due employee



PO BOX 4005
ACWORTH, GA 30101-9006

Manage Your Account www.vzw.com	Account Number 972193146-00001	Date Due 07/03/15
Change your address at vzw.com/changeaddress	Invoice Number 9746990872	

0009538 02 MB 0.436 **AUTO T3 0 6208 96145-175757 -C22-P09547-11



NORTH LAKE TAHOE RESORT ASSOC
PO BOX 1757
TAHOE CITY, CA 96145-1757



Quick Bill Summary

May 09 – Jun 08

Previous Balance (see back for details)	\$322.48
Payment – Thank You	-\$322.48
Balance Forward	\$0.00
Monthly Charges	\$103.86
Usage and Purchase Charges	\$40.70
Verizon Wireless' Surcharges and Other Charges & Credits	\$6.13
Taxes, Governmental Surcharges & Fees	\$9.43
Total Current Charges	\$160.12

Verizon Wireless News

A New Look For My Verizon

We've redesigned the My Verizon Home page so managing your account is easier. With a new look and simpler navigation, it's easy to stay up-to-date on your usage, billing and what matters most to you. Visit vzw.com/myverizon.

Total Charges Due by July 03, 2015

\$160.12

5320-150/11 < 15.717 Jeremy
5320-150/70 175.83 Sandy

Pay from Wireless #PMT (#768)	Pay on the Web My Verizon at www.vzw.com	Questions: 1.800.922.0204 or *611 from your wireless
----------------------------------	--	---



NORTH LAKE TAHOE RESORT ASSOC
PO BOX 1757
TAHOE CITY, CA 96145-1757

Bill Date June 08, 2015
Account Number 972193146-00001
Invoice Number 9746990872

VB



Please Recycle

Total Amount Due by July 03, 2015

Make check payable to Verizon Wireless.
Please return this remit slip with payment.

\$160.12

\$.

PO BOX 660108
DALLAS, TX 75266-0108



Check here and fill out the back of this slip if your billing address has changed or you are adding or changing your email address.

97469908720109721931460000100000016012000000160123



MEMO STATEMENT

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0011-5901
Statement Date JUN 28, 2015
Total Activity \$261.33

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

49711790 - 001063 - 0001 - 0001 -
SANDRA EVANS HALL
N LAKE TAHOE RESORT
PO BOX 1757
TAHOE CITY CA 96145-1757
**N0001063

ACCOUNT SUMMARY

SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$261.33		\$0.00		\$0.00		\$261.33

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
06-01	05-29	55480775149207033300065	SIERRA WEB DESIGN, INC 07758339500 NV Tax ID: 880357060 Mer Ref: 03330006 Mer Zip: 89451 Origin Zip: 89451 Dest Cty: USA	15.00 <i>8810-0011</i>
06-23	06-22	55480775173207033100076	SIERRA WEB DESIGN, INC 07758339500 NV Tax ID: 880357060 Mer Ref: 03310007 Mer Zip: 89451 Origin Zip: 89451 Dest Cty: USA	30.00 <i>8810-0011</i>
06-25	06-25	55432865176000542412792	VZWLSS*PRPAY AUTOPAY 888-294-6804 CA Tax ID: 223372889 Mer Ref: 276630432 Mer Zip: 95630	20.00 <i>5320-00170</i>
06-26	06-24	05140475176100001974716	WEST SHORE CAF HOMEWOOD CA Tax ID: 510582243 Mer Zip: 96141	196.33 <i>8300-00170</i>

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0011-5901	Account Summary	
	Statement Date JUN 28, 2015	Purchases & Other Charges	\$261.33
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$261.33 ✓

West Shore Cafe & Inn
at Homewood Mountain Resort
5160 West Lake Blvd
Homewood, CA 96141
530.525.5200

Server: Nicole
Table 501/1
Guests: 12

06/24/2015
1:49 PM

#70005

Reprint #: 2
Area: Dining Room
Menu: Lunch
Day Part: Lunch

iced Tea 1/2 @3.00)	6.00
Arnold Palmer (6 @3.00)	18.00
Fish & Chips (2 @17.00)	34.00
Grilled Peach & Burrata S (3 @15.0)	45.00
Chicken BLTA	14.00
Chicken Cesar (2 @15.00)	30.00
Ahi Nicoise	19.00

17 Items

Subtotal	166.00
Customer Food	-15.00
Disc Sub Total	151.00
Tax	11.33
Total	162.33
Card	162.33
Balance Due	0.00

Thank you for joining us!

Board Retreat
Lunch - no alcohol

West Shore Cafe & Inn
at Homewood Mountain Resort
5160 West Lake Blvd
Homewood, CA 96141
530.525.5200

Server: Nicole
1:49 PM
Table 501/1

DOB: 06/24/2015
06/24/2015
7/70005

SALE
Company Ca

7340034

XXXXXXXXXXXX5901

Card present: EVANS HALL SANDRA
Payment Method: S

Card #: 055552

Amount: \$ 162.33

+ Tip: 34.00

= Total: 196.33

I agree to pay the above
total amount according to the
card issuer agreement.

X

Thank you for joining us!

Customer Copy

8300-00770