

PO Box 884 – Tahoe City, CA 96145 Ph. - (530) 581.8700 Fx. - (530) 581.1686 FINANCE COMMITTEE Thursday, March 30, 2017 3:00 – 4:00 pm. NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Erin Casey via phone, Christy Beck via phone, Ramona Cruz, David Brown

COMMITTEE MEMBERS NOT PRESENT: Monty Waugh, Eric Pilcher, Mike Salmon

RESORT ASSOCIATION STAFF: AI Priester, Sandy Evans Hall, Lauren Sully

OTHERS IN ATTENDANCE: None

- A. Call to Order Establish Quorum:
 - The meeting was called to order at 3:03pm by Christy Beck and a quorum was established.
- B. Public Forum: None
- C. Agenda Amendments and Approval

M/S/C (Ramona Cruz/ David Brown/4-0-0) Motion to Approve Agenda/Amendments.

D. Approval of Finance Committee Meeting Minutes for February 23, 2017.

M/S/C (David Brown/ Ramona Cruz) (4-0-0) Motion to Approve the February 23, 2017 Finance Committee Minutes.

E. REVIEW ACTION ITEMS:

- Action Item 4: QuickBooks A/R customer and A/P vendor reconcilement.
 - Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTMC for A/R. However, A/P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get A/P and A/R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.
 - 11/29/16 Meeting: Cleaning up QuickBooks continuing to make adjustments.
 - 12/22/16 Meeting: Continuous and most likely not be completed for numerous months. Balances in vendors and customers accounts that do not effect financials. This is a low priority and will be updated as we make progress.
 - 03/30/17 Meeting: We may end up having to start a new set of books in QB at some point (fresh start) if we can't get these resolved. Ongoing, will stay ongoing.

Action Item 9: Al to confirm Administration allocation for 2016-2017.

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.
- 11/29/16 Meeting: Ongoing as we negotiate the 17/18 Contract. Something to continue to talk about. Keep this item on here.
- 12/22/16 Meeting: Ongoing.
- 03/30/17 Meeting: Ongoing with Erin at the County. Ongoing S/B resolved by next few meetings.

Action Item 14: From 10/27/16 Finance Committee Meeting, Memo of Management's Position on Accounting Policies.

- 11/29/16 Meeting Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 2/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.

3/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing.

Action Item 15: Prior month income and current month income does not equal change in Balance Sheet Equity.

- 11/29/16 Meeting Discussion: Print closing date exceptions anything that has happened after the month has been closed.
- 12/22/16 Meeting: AI did do some work on this and found the ability in QuickBooks to print closing date exceptions, which lists every entry made after the closing date. Add to closing process.
- 03/30/17 Meeting: Will be back in force for the next meeting and hopefully will be completed then.

Action Item 16: Audited Marketing Reserve of \$316,000 different from Financials \$304,000.

- 11/29/16 Meeting Discussion: \$316,000 on audit adjustments is different from the \$304,000 on the financial statements. About a \$12,000 difference.
- 12/22/16 Meeting: Financials and audit are in agreement. Al to call Daniel to review this and also discuss the allowance for doubtful account so we can get this removed.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: Resolved with the posting of the audit entries to our recovered data.

Action Item 17: Re-budget decrease in Marketing Reserve of \$12,371.

- 11/29/16 Meeting Discussion: Record keeping on their part. They considered it a deposit and we expensed it. Difference between what was incurred and deposited resulted in a refund check. In regards to Iron Man. It crossed over fiscal years. Erin said I think it would be paid back to the County. It would have been part of marketing TOT funds that we received for events.
- 12/22/16 Meeting: Has been done. Erin working on the contract side of it for the County which will go to the Board of Directors at the meeting on January 4th, 2017.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: Resolved. Entry was made in audit adjustment to recovered financials.

Action Item 19: Include Full Annual Budget. In Budget vs Actual Reports.

- 11/29/16 Meeting Discussion: Memo summarizing re-budgeting marketing reserve. \$12,000. Identify reduction in marketing reserve to be utilized for 16/17 by NLTRA. Take a look when we reforecast.
- 12/22/16 Meeting: Looking to have it in December's Financials.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: Resolved, will continue to provide this report.

Action Item 20: December Financials to include a comparative balance sheet for current month (detail), last month (summarized) and last year's year-end audited balances.

• 03/30/17 Meeting: Lost our ability to get this report but will be able to produce for next meeting.

Action Item 21: Contract negotiation for 17/18 to address holding accounts for refunds and expenses from the prior year at a specified date.

• 03/30/17 Meeting: In process, ongoing.

Action Item 22: To include a staff report and an item in the staff report on a continuous basis stating the variance between professional fees and salaries and wages, and that they should be looked at together.

 03/30/17 Meeting: Efforts to get financials recovered caused us not to be able to produce from lack of time. Report will be in packet next month. Ongoing.

F. Discussion concerning December 2016 and January & February 2017 Financial Statements. See Staff Report. Discussion:

- Significant amount of effort to get caught up with financials while continuing to get day-to-day work done (payroll, etc.). At this point we are caught up and can generate any report out of QB.
- Handed out at meeting Corrected P&L Prev. Year Comparison (in place of page 26-28).
- In December, Acct 1201-00 WL A/R is negative due to pre-paid dues.
- Deferred Revenue Acct for membership is amortized over 12 months.
- Discussion of Deferred Revenue Membership Acct. We amortize over 12 months.
- A/P Aging that are negative, some of these relate to errors that we somehow have to correct going back to 2011. All changes would have to go through current year.
- A/P Aging shows negatives for Principal Financial Group and YIG (both auto payments) because of adjustments that were on invoices months later.

- Allowance for Doubtful Acct had a debit balance in December, but is now back at a contra asset credit balance with a continued 15% monthly activity.
- Explanation of Equity Accounts and how they come about.

Approval of December 2016, January 2017 and February 2017 Financial Statements.

M/S/C (Ramona Cruz/David Brown) (4-0-0) Motion to Approve December 2016, January 2017 and February 2017 Financial Statements.

G. Supplemental Information

- February 2017 Dashboard Report
 - Discussion: 60-day lag on TOT Collections. Final true up around September after fund balance is final.
- H. Approval of CEO Expenses
 M/S/C (Ramona Cruz/David Brown) (4-0-0) Motion to Approve CEO Expenses for February 2017.

I. Committee Member Comments

Ramona may miss April's meeting.

J. Adjourn

• Finance Committee Meeting was adjourned at 3:59 pm.

2:52 PM 04/04/17 Accrual Basis

North Lake Tahoe Resort Association Prev Year Comparison July 2016 through February 2017

	Mar '17	Mar '16	Variance	%
Balance Sheet				
Cash	\$ 783,860.05	\$ 1,039,639.43	\$ (255,779.38)	-24.60%
Accounts Receivable	38,847.77	245,084.93	(206,237.16)	-84.15%
Other Assets	 48,867.13	 88,228.60	(39,361.47)	-44.61%
Total Assets	\$ 871,574.95	\$ 1,372,952.96	\$ (501,378.01)	-36.52%
Accounts Payable	\$ 36,851.29	\$ 388,756.14	\$ (351,904.85)	-90.52%
Payroll Liabilities	132,754.94	125,692.24	7,062.70	5.62%
Deferred Revenue	81,680.83	101,624.86	(19,944.03)	-19.63%
Other Liabilities	 2,974.21	 132,038.17	(129,063.96)	-97.75%
Total Liabilities	\$ 254,261.27	\$ 748,111.41	\$ (493,850.14)	-66.01%
Equity	\$ 617,313.68	\$ 624,841.55	\$ (7,527.87)	-1.20%
Total Liabilites & Equity	\$ 871,574.95	\$ 1,372,952.96	\$ (501,378.01)	-36.52%

Profit & Loss	Jul '16 - Mar 17	Jul '15 - Mar 16		
Income				
Conference	\$ 107,107.60	\$ 166,430.89	\$ (59,323.29)	-35.64%
County of Placer TOT Funding	2,831,985.00	2,442,110.00	389,875.00	15.96%
Membership	128,450.89	129,869.96	(1,419.07)	-1.09%
Special Events (Marketing)		15,000.00	(15,000.00)	-100.00%
Merchandise Sales	59,146.84	55,616.14	3,530.70	6.35%
Less: COGS	(31,690.48)	(30,075.36)	(1,615.12)	5.37%
Other	5,199.00	2,482.10	2,716.90	109.46%
Total Income	\$ 3,100,198.85	\$ 2,781,433.73	\$ 318,765.12	11.46%
Expenses				
Salaries & Wages	\$ 1,028,460.14	\$ 934,131.23	\$ 94,328.91	10.10%
Rent	132,530.69	121,513.49	11,017.20	9.07%
Telephone	22,326.89	21,663.73	663.16	3.06%
Equipment Leases & Support	22,134.11	18,848.40	3,285.71	17.43%
Professional Fees	52,377.26	75,007.83	(22,630.57)	-30.17%
Programs	39,648.00	3,430.57	36,217.43	1055.73%
AF&W	32,792.86	31,707.19	1,085.67	3.42%
Sponsorship	373,899.38	419,996.48	(46,097.10)	-10.98%
Marketing Co-op	1,024,371.00	888,015.00	136,356.00	15.36%
BACC	25,292.38	48,410.38	(23,118.00)	-47.75%
Other	156,219.61	157,420.09	(1,200.48)	-0.76%
Total Expenses	\$ 2,910,052.32	\$ 2,720,144.39	\$ 189,907.93	6.98%
Net Income	\$ 190,146.53	\$ 61,289.34	\$ 128,857.19	210.24%

1:23 PM

04/25/17 Accrual Basis

North Lake Tahoe Resort Association Balance Sheet

As of March 31, 2017

	Mar 31, 17	Mar 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings 1001-00 · Petty Cash	889.55	972.29	-82.74	-8.5%
1003-00 · Cash - Operations BOTW #6712	505,856.40	970,406.66	-464,550.26	-47.9%
1007-00 · Cash - Payroll BOTW #7421	5,037.55	44,436.66	-39,399.11	-88.7%
1008-00 · Marketing Reserve - Plumas	50,074.44	0.00	50,074.44	100.0%
1009-00 · Cash Flow Reserve - Plumas	100,198.55	0.00	100,198.55	100.0%
1071-00 · Payroll Reserves BOTW #8163 1080-00 · Special Events BOTW #1626	29,581.56 91,902.79	23,255.31 267.04	6,326.25 91,635.75	27.2% 34,315.4%
10950 · Cash in Drawer	319.21	301.47	17.74	5.9%
Total Checking/Savings	783,860.05	1,039,639.43	-255,779.38	-24.6%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	14,243.72	93,261.44	-79,017.72	-84.7%
1290-00 · A/R - TOT	0.00	8.00	-8.00	-100.0%
Total Accounts Receivable	14,243.72	93,269.44	-79,025.72	-84.7%
Other Current Assets				
1200-99 · AR Other	1,614.30	1,614.30	0.00	0.0%
12000 · Undeposited Funds	311.00	2,218.10	-1,907.10	-86.0%
1201-00 · WebLink Accounts Receivable	24,770.00	65,505.00	-40,735.00	-62.2%
1201-02 · Allowance for Doubtful Accounts	-1,780.25	-3,000.00	1,219.75	40.7%
12100 · Inventory Asset	34,166.41	24,625.87	9,540.54	38.7%
1298 · Receivable from Employees	0.00	-9.91	9.91	100.0%
1299 · Receivable from NLTMC	0.00	87,706.10	-87,706.10	-100.0%
1490-00 · Security Deposits	50.00	0.00	50.00	100.0%
Total Other Current Assets	59,131.46	178,659.46	-119,528.00	-66.9%
Total Current Assets	857,235.23	1,311,568.33	-454,333.10	-34.6%
Fixed Assets	C0 707 05	00 707 05	0.00	0.00/
1700-00 · Furniture & Fixtures 1701-00 · Accum. Depr Furn & Fix	68,767.95 -68,767.95	68,767.95 -68,570.69	0.00 -197.26	0.0% -0.3%
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00	0.0%
1741-00 · Accum. Depr Computer Equip	-42,823.61	-42,016.70	-806.91	-1.9%
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09	14.5%
1751-00 · Accum. Amort Software	-34,820.39	-33,886.39	-934.00	-2.8%
1770-00 · Leasehold Improvements 1771-00 · Accum. Amort - Leasehold Impr	24,283.86 -24,217.40	24,283.86	0.00	0.0%
	· · · · · ·	-24,067.37	-150.03 2,997.89	-0.6% 91.7%
Total Fixed Assets Other Assets	6,268.65	3,270.76	2,997.89	91.7%
1400-00 · Prepaid Expenses				
1401-00 · Recruitment Fees	0.00	6,000.00	-6,000.00	-100.0%
1410-00 · Prepaid Insurance	264.40	3,702.92	-3,438.52	-92.9%
1430-00 · Prepaid 1st Class Postage	1,000.00	6,300.58	-5,300.58	-84.1%
1400-00 · Prepaid Expenses - Other	6,806.67	42,110.37	-35,303.70	-83.8%
Total 1400-00 · Prepaid Expenses	8,071.07	58,113.87	-50,042.80	-86.1%
Total Other Assets	8,071.07	58,113.87	-50,042.80	-86.1%
	871,574.95	1,372,952.96	-501,378.01	-36.5%
LIABILITIES & EQUITY Liabilities Current Liabilities Accounts Payable 2000-00 · Accounts Payable	29,737.81	370,340.76	-340,602.95	-92.0%
2001-00 · Credit Card Payable	0.00	10,000.00	-10,000.00	-100.0%
Total Accounts Payable Credit Cards	29,737.81	380,340.76	-350,602.95	-92.2%
2080-00 · Bank of the West - Master Cards				
2080-12 · MC_3960_Natalie	160.00	0.00	160.00	100.0%
2080-11 · MC_3978_Amber	20.00	0.00	20.00	100.0%

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Balance Sheet

As of March 31, 2017

	Mar 31, 17	Mar 31, 16	\$ Change	% Change
2080-01 · MC_5901_Hall	1,455.19	1,194.62	260.57	21.8%
2080-02 · MC 4222 Jason	0.00	-256.24	256.24	100.0%
2080-04 · MC_5968_Ronald	0.00	103.03	-103.03	-100.0%
2080-06 · MC_5288_Emily	3,430.34	-699.75	4,130.09	590.2%
2080-07 · MC_6850_Ginger	0.00	698.10	-698.10	-100.0%
2080-08 · MC_5755 John	1,330.92	7,375.62	-6,044.70	-82.0%
2080-10 · MC_9495_AI	717.03	0.00	717.03	100.0%
Total 2080-00 \cdot Bank of the West - Master Cards	7,113.48	8,415.38	-1,301.90	-15.5%
Total Credit Cards	7,113.48	8,415.38	-1,301.90	-15.5%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2101-00 · Incentive Payable	23,989.79	36,218.90	-12,229.11	-33.8%
2102-00 · Commissions Payable	8,404.31	5,850.52	2,553.79	43.7%
2100-00 · Salaries / Wages Payable	35,719.15	26,345.00	9,374.15	35.6%
2120-00 · Empl. Federal Tax Payable	2,888.75	0.00	2,888.75	100.0%
2175-00 · 401 (k) Plan	1,104.44	0.00	1,104.44	100.0%
2180-00 · Estimated PTO Liability	60,648.50	56,488.29	4,160.21	7.4%
24100 · Wage Garnishment Payable	0.00	789.53	-789.53	-100.0%
Total 21000 · Salaries/Wages/Payroll Liabilit	132,754.94	125,692.24	7,062.70	5.6%
2190-00 · Sales and Use Tax Payable 25500 · *Sales Tax Payable	1,834.86	438.17	1,396.69	318.8%
Total 2190-00 · Sales and Use Tax Payable	1,834.86	438.17	1,396.69	318.8%
2250-00 · Accrued Expenses	0.31	10,000.00	-9,999.69	-100.0%
2400-60 · Deferred Revenue- Member Dues	79,205.83	102,374.66	-23,168.83	-22.6%
2650-00 · Deferred Rev - Events	0.00	350.30	-350.30	-100.0%
2651-00 · Deferred Rev - Conference	2,475.00	-1,100.10	3,575.10	325.0%
2800-00 · Suspense	1,139.04	121,600.00	-120,460.96	-99.1%
Total Other Current Liabilities	217,409.98	359,355.27	-141,945.29	-39.5%
Total Current Liabilities	254,261.27	748,111.41	-493,850.14	-66.0%
Total Liabilities	254,261.27	748,111.41	-493,850.14	-66.0%
Equity				
32000 · Unrestricted Net Assets	22,635.91	246,858.21	-224,222.30	-90.8%
3300-11 · Designated Marketing Reserve	254,324.57	316,694.00	-62,369.43	-19.7%
3301 · Cash Flow Reserve	100,150.32	0.00	100,150.32	100.0%
3302 · Marketing Cash Reserve	50,056.35	0.00	50,056.35	100.0%
Net Income	190,146.53	61,289.34	128,857.19	210.2%
Total Equity	617,313.68	624,841.55	-7,527.87	-1.2%
TOTAL LIABILITIES & EQUITY	871,574.95	1,372,952.96	-501,378.01	-36.5%

04/25/17

North Lake Tahoe Resort Association A/R Aging Summary As of March 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
968 Park Hotel	0.00	0.00	0.00	0.00	550.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	550.00	550.00
Hard Rock Hotel & Casino Lake Tahoe	648.00	0.00	0.00	0.00	0.00	648.00
Harrah's/Harveys Casino	0.00	0.00	3,230.00	0.00	0.00	3,230.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.01	0.00	90.80	90.81
Lake Tahoe Resort Hotel	1,232.71	0.00	0.00	0.00	0.00	1,232.71
Northstar California	0.00	0.00	0.00	0.00	2,833.83	2,833.83
Resort at Squaw Creek*	0.00	0.00	0.00	22.85	0.00	22.85
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	1,837.40	1,837.40
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Inn	0.01	0.00	0.00	0.00	0.00	0.01
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	639.50	639.50
Tahoma Lodge	0.00	0.00	0.00	0.00	200.00	200.00
The Ridge Tahoe	0.00	0.00	392.22	0.00	550.00	942.22
The Ritz-Carlton	0.00	0.00	0.00	0.00	1,278.65	1,278.65
TOTAL	1,880.72	0.00	3,622.23	22.85	8,717.92	14,243.72

<u>121+</u> <u>Total</u>	85.00 5,355.00 75.00 19,385.00 0.00 75.00 0.00 50.00 0.00 165.00	.00 25,030.00	5.00	255.00	24,770.00
12	85.00 2,075.00 0.00 0.00	2,160.00			s)
<u>91 - 120</u>	0.00 535.00 0.00 0.00	535.00	3/31/2017		s Pre-Payment
<u>61 - 90</u>	0.00 11,330.00 0.00 0.00	11,330.00	n Invoices With Apply Dates After 03/31/2017		Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)
31 - 60	0.00 2,210.00 0.00 165.00	2,375.00	voices With App		es Less Unapplie
Current	0.00 3,090.00 75.00 50.00 0.00	3,215.00	31/2017 on In		e (Open Invoice
Not Yet Due	5,270.00 145.00 0.00 0.00	5,415.00	Unapplied Payments With Paymen Dates Prior to and Including 03/31/2017 Pre-Payments: Payments Made Prior to 03/31/2017 o		ounts Receivable
(Double click to drill down)	ş	nvoices	ents With Payn Id Including Payments M	nents	Net Acc
<u>Revenue Item</u>	Activities Dues New Member Fees Shop Local TMBC	Total Open Invoices	Unapplied Payments With Paymen Dates Prior to and Including 03/31/2017 Pre-Payments: Payments Mad	Page 8 of Pre-Payments	51

Invoices With Apply Dates Through March 31, 2017

Aged as of Friday, March 31, 2017

Accounts Receivable Summary

North Lake Tahoe Resort Association A/P Aging Summary As of March 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	63.65	0.00	0.00	0.00	0.00	63.65
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Al Priester	0.00	0.00	12.48	0.00	0.00	12.48
Aloe Up Suncare Products	527.69	0.00	0.00	0.00	0.00	527.69
Amber Burke	64.04	0.00	0.00	0.00	0.00	64.04
Anne-Karin Atwood*	40.52	0.00	0.00	0.00	0.00	40.52
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	373.46	0.00	0.00	0.00	0.00	373.46
Aurora World, Inc.	364.73	0.00	0.00	0.00	-351.98	12.75
Chris Werfel	17.12	0.00	0.00	0.00	0.00	17.12
Cintas Corporation #623	114.40	0.00	0.00	0.00	0.00	114.40
CoPower	187.20	0.00	0.00	0.00	0.00	187.20
Crystal Range Associates	83.16	0.00	0.00	0.00	0.00	83.16
Dawn Baffone*	42.55	0.00	0.00	0.00	0.00	42.55
Digital Matrix	0.00	1,732.50	0.00	0.00	0.00	1,732.50
Emily Detwiler*	104.06	0.00	0.00	0.00	0.00	104.06
FedEx	19.59	0.00	0.00	0.00	0.00	19.59
FP Mailing Solutions	162.16	0.00	0.00	0.00	0.00	162.16
Geo-Tourism Specialties	559.96	0.00	0.00	0.00	0.00	559.96
Houston Magnani & Assoc, Inc.	0.00	1,500.00	0.00	0.00	0.00	1,500.00
IVCB Visitors Bureau*	2,430.40	0.00	0.00	0.00	0.00	2,430.40
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Jeff Dow	0.00	8,550.00	0.00	0.00	0.00	8,550.00
Julie Miescke	100.00	0.00	0.00	0.00	0.00	100.00
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Karen Colbert	290.00	0.00	0.00	0.00	0.00	290.00
Kym Fabel	84.92	0.00	0.00	0.00	0.00	84.92
Lauren Sully	23.58	0.00	7.49	0.00	0.00	31.07
Liberty Utilities*	688.44	0.00	0.00	0.00	0.00	688.44
LSC Transportation Consultants, Inc.*	0.00	2,280.00	0.00	0.00	0.00	2,280.00
Natalie Parrish*	220.98	0.00	0.00	0.00	0.00	220.98
Porter Simon*	1,458.19	0.00	0.00	0.00	0.00	1,458.19
Principal Financial Group	0.00	187.64	25.28	-211.52	-901.78	-900.38
Ricoh USA	1,108.22	27.85	0.00	0.00	0.00	1,136.07
Ron Treabess	74.06	0.00	0.00	0.00	0.00	74.06
Sandy Evans Hall*	25.00	0.00	37.00	0.00	0.00	62.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Southwest Gas Corporation*	154.11	0.00	0.00	0.00	0.00	154.11
Spectrum	0.00	-22.31	0.00	0.00	0.00	-22.31
Sprint	74.67	0.00	0.00	0.00	0.00	74.67
Summit Lacrosse Ventures	5,000.00	0.00	0.00	0.00	0.00	5,000.00
Tahoe House, Inc.*	0.00	70.00	0.00	0.00	0.00	70.00
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
The StoreCopies and More	55.90	55.90	0.00	0.00	0.00	111.80
USPS - Tahoe City	0.00	225.00	0.00	0.00	0.00	225.00
Wholesale Resort Accessories, Inc.	96.00	0.00	0.00	0.00	0.00	96.00
Woodluck Wholesale	0.00	768.20	0.00	0.00	0.00	768.20
YIG Administration	0.00	16.98	0.00	0.00	-42.45	-25.47
OTAL	15,806.53	15,391.76	82.25	-211.52	-1,331.21	29,737.81
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04/25/17

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss

March 2017

Ordinary IncomeExpanse Income 4255-00 Control Flager 107 Funding 3255-00 S25.00 27, 380.00 S25.00 353,15.00 100.0% 433,15.00 4255-00 County of Flager 107 Funding 325,000 S14,865,00 2,73,400,00 2,25,00 -16,238 4250-00 Item Tem Flager 107 Funding 4250-00 S14,865,00 2,25,00 -35,15,00 -48,238 4250-00 Item Tem Flager 107 Funding 4250-00 Feature 108 55,00 98,000 -37,500 301 % 4250-00 Commune-Submetrily Activities 0,000 1,285,00 9,44,000 3,78,3% 4250-00 Normal-Submetrily Activities 1,000,0% 1,285,00 9,44,000 3,78,3% 4250-00 Normal-Submetrily Activities 1,000,0% 1,285,00 1,98,00 1,98,30 1,44,5% 4250-00 Normal-Submetrily Activities -5,512,25 8,406,60 -40,33,15 -107,5% 4250-00 Commissions -031,55 8,406,60 -43,313,98 1,44,4% Groes Profit 342,044,65 2,289,506,60 43,103,98 1,44,4% Groes Profit 342,		Mar 17	Mar 16	\$ Change	% Change
4265-00 Control of Duces 826:00 0.00 825:00 100.0% 4200-00 Nembership Duces 11/01.67 14,322.06 2,222.38 16.3% 421:00 New Mumber These pachWittes 75.00 225.00 150.00 907.5% 425:00 New Mumber These pachWittes 505.00 990.00 -375.00 3315.5% 425:00 Revenues-Membership Activities 10.065.00 9,415.00 3,066.9% Total 4259.00 Revenues-Membership Activities 10.665.00 9,415.00 73.3% 4602.00 Commissions 10.065.00 1,265.00 9,400.00 73.3% 4602.00 Commissions 6.01.165.8% 4600.00 11.99.5% 4600.00 11.99.5% 4600.00 Commissions 0.01.165.8% 8,400.50 9.03.81.1 1.90.5% 4600.00 Commissions 0.01.166.82 1.99.5% 1.429.56 2.98.56.68 4.3103.98 1.44.4% Exponse 8,407.54 3,532.03 1.276.51 36.1% 3.05.9% 5.96.57.33	•				
4050-00 - County of Placer TOT Funding 314,666.00 271,350.00 42,315.00 16.95% 4201-00 - New Member Press 75.00 228.00 150.00 66.75% 4201-00 - New Member Press 75.00 228.00 150.00 66.75% 4201-00 - New Member Press 990.00 900.00		825.00	0.00	825.00	100.0%
4200-00 Membership Dues 11,701.67 714,323.05 -2,22.38 -16.3% 4200-00 Revenues-Membership Activities 555.00 90.00 -975.00 -300.1% 4250-00 Revenues-Membership Activities 0000 90.00 -975.00 -300.00 4250-00 Revenues-Membership Activities 10.055.00 1,285.00 9.415.00 3.056.9% 70clal A250-00 Revenues-Membership Activities 10.055.00 1,285.00 9.440.00 738.3% 4602-00 Commissions - South Shore 1,580.71 0.00 1,580.71 100.0% 4600-00 Commissions - Other -2,712.25 8.400.60 -0.03.15 -107.5% 4600-00 Gross Profit 342,064.66 298,950.68 43,103.98 14.4% Exponse 0000 5.460.60 41,003.98 14.4% 44% S000-00 Salaries & Wages 0.00 11,000.98 -100.0% 6000-00 Salaries & Wages 11,000.98 -100.0% -100.0% 5000-00 Salaries & Wages					
4250-00 - Rownues-Membership Activities 385.00 960.00 -375.00 -39.1% 4250-01 - Community Awards 300.00 0.00 100.0% 4250-00 - Revenues-Membership Activities - Other 0.700 305.00 9.416.00 1.00.0% 4250-00 - Revenues-Membership Activities 108.05.00 1.285.00 9.340.00 738.3% 4502-00 - Non-Retail VIC income 7.00 -152.00 198.00 104.05% 4600-00 - Commissions - South Shore 1.800.71 0.000 1.880.71 100.0% 4600-00 - Commissions - Other 2.612.58 8.406.60 -10.918.86 -102.9% Total 4800-00 - Commissions -301.55 8.406.60 -10.018.80 -107.5% 4600-0 - Merchandles Sales 4.807.64 .3052.03 1.275.81 38.1% Total income 342.054.66 238.860.68 43.103.98 14.4% Exponse 0.00 11.809.96 -11.809.96 -100.0% 6004.00 - FR + teath Insurance Expense 5.567.33 7.540.62 -1.683.39 -2.1.0% 6004.00 - FR + teath Insurance Expen	4200-00 · Membership Dues				
4251-00 - Revenue-Tue AM Brashtat Club 585.00 900.00 -775.00 -331.% 4250-00 - Revenues-Membership Activities - Other 9.720.00 305.00 9.415.00 306.59% 4250-00 - Revenues-Membership Activities 0.000 1.265.00 9.415.00 306.59% 4400-00 - Commissions 7.00 -152.00 159.00 104.6% 4400-00 - Commissions - Other -2.512.29 8.406.60 -9.038.15 -107.5% 4600-00 - Commissions - Other -2.512.29 8.406.60 -9.038.15 -107.5% 4600-00 - Commissions -631.55 8.406.60 -9.038.15 -107.5% 4600-00 - Commissions -631.55 8.406.60 -9.038.15 -107.5% 4600-00 - States Sales -4,807.54 3.532.03 1.276.51 36.1% Total Income 342,054.66 290,950.68 43.103.96 -14.4% Gross Profit 342,054.66 290,950.68 -11.809.95 -100.0% 5000-00 - Salaries & Wages 5007.00.277.722 37.3% 500.0% 5077.00.2% -18.35% 500.0%		75.00	225.00	-150.00	-66.7%
4280-01 - Community Awards 300.00 9.0.00 7		585.00	960.00	-375.00	-39.1%
4260-00 - Revenues-Membership Activities 9,720.00 305.00 9,415.00 3.086.9% Total 426-00 - Revenues-Membership Activities 10,605.00 1,285.00 9,340.00 773.3% 4500-00 - Commissions 7.00 -182.00 159.00 164.8% 4500-00 - Commissions - Other -2.512.20 8,408.00 -10.918.88 -122.9% 4500-00 - Commissions - Other -2.631.65 8,406.00 -4.031.85 -10.918.88 -107.5% 4500-00 - Commissions - Other -2.631.65 8,406.00 -4.031.85 -10.918.88 -107.5% 4500-00 - Ocommissions -0.016.66 298.980.68 43,103.98 14.4% Gross Profit 342.054.66 298.980.68 43,103.98 14.4% Gross Profit 342.054.66 298.980.68 -11.809.96 -10.00% 5010-00 - Stater Screense 5.967.33 7.540.62 -1.683.29 -2.10% 5000-00 - Stater Screense 5.967.33 7.540.62 -1.683.29 -2.10% 5000-00 - Stater Screense 5.967.33 7.540.62 -1.683.29 -2.10%<					
4502-00 - Non-Retail VIC income 7.00 -162.00 159.00 104.6% 4500-00 - Commissions - South Shore -2,512.26 8,405.60 -102.15.8 4.005.00 -102.9% 4600-00 - Commissions - South Shore -2,512.26 8,405.60 -0,031.85 -122.9% 46000 - Merchandise Sales -4.807.54 3,532.03 1.275.51 361.1% 46000 - Merchandise Sales -4.807.54 3,532.03 1.275.51 361.1% 46000 - Merchandise Sales -4.807.54 3,532.03 1.275.51 361.1% 46000 - Marchandise Sales -4.807.54 3,532.03 1.275.51 361.1% 46000 - Marchandise Sales -0.00 11,800.96 -11,000.96 -100.0% 500-00 - Saleries Wages 9,76.50 888.76 87.75 9.0% 500-00 - Olar Benofits and Expenses 253.91 265.39 1.98.77 80.00% 500-00 - Saleries & Wages 162,757.92 103,261.92 59,496.00 57.6% 5100-00 - Rent 1,23,183.05 114.21.39 21.1% 530.00 1.00.0% <t< th=""><th></th><th></th><th></th><th></th><th></th></t<>					
4600-00 -Commissions - South Shore 1,80.71 0.00 1,80.71 100.0% 4600-00 -Commissions - South Shore -2,512.28 8,406.60 -10.918.86 -129.9% Total 4600-00 -Commissions 631.55 8,406.60 -9,033.15 -107.5% 4600-00 -Marchandise Sales -407.54 3,352.00 1,275.51 36.1% Total 4600-00 -Marchandise Sales -407.54 3,352.00 1,275.51 36.1% Total 4000-Merchandise Sales -40.04.66 298.950.68 43,103.98 14.4% Gross Profit 342.054.66 298.950.68 43,103.98 14.4% South Price 5007.00 514.62 2.477.22 37.9% South Price 5007.00 7.68.2 7.68.2 7.69.2 7.9% South Price 1.29.97 7.37.38.0 64.34.99 92.8% 500.00 100.0% 507.00 9.7% 9.7% 9.7% 9.7% 9.7% 9.7% 9.7% 9.7% 9.7% 9.7% 9.7% 9.7%	Total 4250-00 · Revenues-Membership Activities	10,605.00	1,265.00	9,340.00	738.3%
4601-00 : Commissions - Other 1.880.71 0.00 % 1.880.71 10.00% Total 4600-00 : Commissions -6.31.55 8.406.60 -10.918.86 -10.75 % 46000 : Merchandise Sales -8.31.55 8.406.60 -30.03.15 10.77 5% 46000 : Merchandise Sales -4.807.54 3.532.03 1.275.51 36.1% Total Income -342.054.66 298.950.08 43.103.98 14.4% Gross Profit -342.054.66 298.950.08 43.103.98 14.4% Gross Profit -0.00 -10.0% 5004-00 Sales Commissions 0.00 11.809.96 -11.809.96 -10.0% 5004-00 : PR - Tax Expense 9.172.23 7.64.062 -1.653.29 -21.0% 5004-00 - PR - Workmans Comp 976.50 38.87.5 67.75 9.3% 5004-00 - Other Expense 2.35.91 728.59 64.43.94 2.38.59 14.84.98 2.8% 5004-00 - Rent 12.779.21 73.73.80.00 64.84.98 92.8% 50.00 50.00 10.0% 51.18.65 -11.80.9%		7.00	-152.00	159.00	104.6%
4600-00 · Commissions - Other -2,512.28 8,406.60 -10,918.88 -129.9% Total 4600-00 · Commissions -631.55 8,406.60 -9,038.15 -107.5% 46000 · Merchandise Sales -4.807.54 3,532.03 1,275.51 36.1% Total Income 342,064.66 298,950.68 43,103.98 14.4% Gross Profit 242,064.66 298,950.68 43,103.96 -100.0% 5000-00 · Salaries & Wages 5010-00 · Salaries & Wages -100.0% 5032.00 -177.22 37.3% 5030-00 · P/R - Reatth Insurance Expense 5,557.33 7,540.62 -1,583.29 -21.0% 5060-00 · Other Benefits and Expenses 2,555.91 1,265.39 -11.48 -3.% 5000-00 · Other Benefits and Expenses 2,555.91 1,265.39 -12.9% 56.439.99 92.8% Total 5000-00 · Rent 1,068.32 425.88 642.44 150.9% 51.1% 5100-00 · Rent 1,068.32 425.83 -14.43 1.1% 530.44 1.1% 5310-00 · Celephone 2,625.84 2,281.65		1 990 71	0.00	4 000 74	100.0%
Total 4600-00 - Commissions 4-31.55 8.406.60 -9.038.15 -107.5% 46000 - Merchandise Sales 4.807.54 3.532.03 1.275.51 36.1% Total Income 342,054.66 238,950.68 43,103.98 14.4% Gross Profit 342,054.66 239,950.68 43,103.98 14.4% Expens 5000-00 - Sales Commissions 0.00 11,809.96 -100.0% 5002-00 - PR - Tax Expense 9,272.23 6,649.01 -1,633.29 -21.0% 5000-00 - Sale Commissions 0.00 11,809.96 11,809.96 -21.0% 5000-00 - Sale Commissions 0.00 14,809.96 14.4% 4.3% 5000-00 - Saleries & Wages 253.91 285.89 1.895.77 80.0% 5000-00 - Salaries & Wages 162,757.92 103,261.92 59,496.00 57.6% 5100-00 - Rent 142,179.59 73,738.60 68,439.99 92.8% 5100-00 - Rent 1,028.32 425.88 642.44 150.9% 5100-00 - Rent 11,203.81 103,261.92 59,440.00 <th></th> <th></th> <th></th> <th>'</th> <th></th>				'	
46000 · Merchandise Sales 4,807.54 3,532.03 1,275.51 36.1% Total Income 342,054.66 298,950.68 43,103.98 14.4% Gross Profit 342,054.66 298,950.68 43,103.98 14.4% Expense 500-00 · Salaries & Wages 0.00 11,809.96 -11,809.96 -100.0% S00-00 · PR - Health Insurance Expense 9,125.23 7,540.02 -17,853.29 -21.0% S00-00 · PR - Health Insurance Expense 9,127,53 7,540.02 -1,853.29 -21.0% S00-00 · PR - Health Insurance Expense 9,127,53 1,275.51 8,0% 4,275.91 2,955.33 1,99.76 8,95% 6,77,5 8,9% S00-00 · Salaries & Wages 162,757.92 103,261.92 59,496.00 67.6% 5100-00 · Rent 1,088.32 425.88 642.44 150.9% 510.00 100.0% 510.00 500.00 11,421.39 697.97 7.9% Total 510-00 · Rent 1,028.32 425.88 642.44 150.9% 11,421.39 697.97 7.9% S10-00 · Teleph				······································	· · · · · · · · · · · · · · · ·
Total Income 342,054.65 298,950.88 43,103.98 14.4% Gross Profit 342,054.65 298,950.68 43,103.98 14.4% Gross Profit 342,054.65 298,950.68 43,103.98 14.4% Expense 5010-00 - Salaries & Wages 5010-00 - Salaries & Konges 5,125.33 7,640.01 2,477.22 37,3% 5030-00 - PR - Health Insurance Expense 5,957.33 7,540.62 -1,883.29 -21.0% 5000-00 - Salaries & Wages 1262.33 6,649.01 2,477.22 37,3% 5030-00 - PR - Health Insurance Expense 5,957.33 7,540.62 -1,883.29 -21.0% 507.00 - Other Bonefits and Expenses 2,253.91 265.38 1,48 4.3% 5000-00 - Salaries & Wages 162,757.92 103,281.92 59,460.00 57,6% 5100-00 - Rent 1,068.32 425.88 642.44 150.9% 51,400.0 11,421.99 69,461.01 1,44.99 15,1% 5100-00 - Rent 1,028.32 425.84 2,400.5 500.00 100.0% 550.00 0,00					
Gross Profit 342,054.66 298,950.68 43,103.98 14.4% Expense 5000-00 - Sales Commissions 0.00 11,809.96 -11,809.96 -100.0% 5010-00 - Sales Commissions 0.00 11,809.96 -11,809.96 -100.0% 5002-00 - PR - Tax Expense 5,187.23 7,640.2 -4,77.23 37.3% 5004-00 - PR - Tax Expense 5,187.23 7,640.2 -1,67.23 37.3% 5004-00 - PR - Tax Expense 5,187.23 7,640.2 -1,67.7 9.0% 5000-00 - Other Isenetis and Expenses 253.91 283.85 1.95.77 9.0% 5000-00 - Salaries & Wages 162,77.92 103,261.92 59,496.00 57.6% 5100-00 - Rent 1,068.32 425.88 642.44 150.9% 5100-00 - Rent 1,068.32 425.84 2,399.89 18.7% 5100-00 - Rent 1,2,243.51 12,843.62 2,399.89 18.7% 5300-00 - Telephone 2,625.84 2,401.50 244.34 9.3% 5300-00 - Telephone 2,625.84 2,401.50 244.34	46000 · Merchandise Sales		3,532.03	1,275.51	
Expense 5000-00 - Salaries & Wages 5010-00 - Sales Commissions 0.00 11,809.96 -11,809.96 -100.0% 5020-00 - P/R - Tax Expense 9,128.23 6,649.01 2,477.22 37.3% 5030-00 - P/R - Halth Insurance Expense 9,128.23 6,649.01 2,477.22 37.3% 5030-00 - P/R - Health Insurance Expense 9,126.23 6,649.01 2,477.22 37.3% 5030-00 - P/R - Health Insurance Expense 9,28.5 1,575.33 7,540.62 -1,653.29 -21.0% 5030-00 - Other Benefits and Expenses 2,23.91 226.5.39 -11.4.8 -4.3% 5070-00 - Other Benefits and Expenses 122,77.92 103.261.92 59,496.00 57.5% 5100-00 - Rent 1 1,068.32 425.88 642.44 150.9% 5100-00 - Rent 1,068.32 425.88 614.24 150.9% 11.421.39 5100-00 - Rent 15,243.51 12,843.62 2,399.89 18.7% 5310-00 - Telephone 2,625.84 2,401.50 24.34 9.3% 5420-00 - Mail - USPS 0.00 215.00 -100.0% </th <th>Total Income</th> <th>342,054.66</th> <th>298,950.68</th> <th>43,103.98</th> <th>14.4%</th>	Total Income	342,054.66	298,950.68	43,103.98	14.4%
5000-00 · Salaries & Wages 0.00 11,809.96 -11,809.96 -100.0% 5010-00 · Sile relatin insurance Expense 9,126.23 6,649.01 2,477.22 37.3% 5030-00 · P/R - Health insurance Expense 9,76.50 888.75 87.75 9.9% 5060-00 - 401 (k) 4,264.36 2,388.59 1,895.77 80.0% 5070-00 · Other Bonefits and Expenses 253.31 255.39 -114.48 -4.3% 5000-00 · Salaries & Wages 112,775.92 103,281.92 59,496.00 57.6% 5100-00 · Rent 1,068.32 425.88 642.44 150.9% 51.1% 5100-00 · Rent 1,2319.36 11,421.39 897.97 7.9% 5100-00 · Rent 15,243.51 12,243.62 2,398.89 18.7% 5310-00 · Telephone 2,625.84 2,281.65 344.19 15.1% 5320-00 · Nail · USPS -100.0% -100.0% -100.0% 5420-00 · Mail · USPS 0.00 215.00 -210.00% 5420-00 · Mail · USPS 225.00 0.00 243.48 -100.0% <th>Gross Profit</th> <th>342,054.66</th> <th>298,950.68</th> <th>43,103.98</th> <th>14.4%</th>	Gross Profit	342,054.66	298,950.68	43,103.98	14.4%
6010-00 Sales Commissions 0.00 11.809.86 -11.809.86 -100.0% 5020-00 P/R FeatKhinsurance Exponse 5,957.33 7,540.62 -1,583.29 -21.0% 5040-00 P/R Morkmans Comp 976.50 888.75 87.75 9.9% 5060-00 VR Morkmans Comp 976.50 888.75 87.75 9.9% 5070-00 Other Benefits and Exponses 283.91 265.39 -11.48 -4.3% 5000-00 Salaries & Wages 0ther 142,179.59 73,739.60 68,439.99 92.8% Total 5000-00 Rent 1 1068.32 425.88 642.44 150.9% 6100-00 Rent 1,068.32 425.88 642.44 150.9% 6100-00 Rent 1,068.32 425.88 642.44 150.9% 6100-00 Rent 1,023.83 996.35 309.48 31.1% 6100-00 Rent 15,243.51 12,843.62 2,399.89 18.7% 510.00					
5020-00 PR - Tax Expense 9,126.23 6,649.01 2,477.22 37.3% 6030-00 PR - Health insurance Expense 5,677.33 7,540.62 -1,683.29 -21.0% 5060-00 - 401 (k) 4,264.36 2,368.59 1,895.77 80.0% 5070-00 - Other Benefits and Expenses 253.91 265.39 -11.44 4.3% 5000-00 - Salaries & Wages - Other 142,179.59 73,738.60 664.39.99 62.8% Total 5000-00 - Salaries & Wages - Other 142,179.59 73,738.60 654,439.99 62.8% 5100-00 - Rent 12,179.59 73,738.60 64,244 1450.9% 5100-00 - Rent 130,261.92 59,496.00 57.6% 5100-00 - Vitilities 1,068.32 425.88 642.44 150.9% 5100-00 - Rent 12,319.36 11,421.39 897.97 7.9% Total 5100-00 - Rent 15,243.51 12,843.62 2,399.89 18.7% 5310-00 - Telephone 2,625.84 2,401.50 224.34 9.3% 5470-00 - Mail - USPS 0.00 245.48 -160.0%		0.00	11 800 06	-11 800 06	-100.0%
5030-00 PR - Health Insurance Expense 5,957.33 7,540.62 -1,683.29 -2,10% 5060-00 VAD Vorkmans Comp 976.50 88.75 87.75 9.9% 5060-00 Vorkmans Comp 4,264.36 2,368.59 1,895.77 80.0% 5070-00 Other Benefits and Expenses 253.91 265.39 -11.48 4.3% 5000-00 Salaries & Wages 162,757.92 103,261.92 59,496.00 57.6% 5100-00 Rent 12,319.38 996.35 309.48 31.1% 510-00 Office - Cleaning 550.00 0.00 560.00 100.0% 5100-00 Rent 12,319.36 114,21.39 897.97 7.9% Total 5100-00 - Rent 15,243.51 12,843.62 2,399.89 18.7% 5310-00 - Telephone 2,625.84 2,281.65 344.19 15.1% 5310-00 - Telephone 2,625.84 2,401.50 224.34 9.3% 5420-00 - Mail - USPS 0.00 215.00 -100.0% 5420.40				,	
5000-00 - 401 (k) 4,264.36 2,368.59 1,895.77 60.0% 5070-00 - Other Benefits and Expenses 253.91 265.39 -11.48 -4.3% 5000-00 - Salaries & Wages 142,179.59 73,739.60 68,439.99 92.8% Total 5000-00 - Salaries & Wages 162,757.92 103,261.92 59,496.00 57.5% 5110-00 - Utilities 1,068.32 425.88 642.44 150.9% 5110-00 - Rent 1,305.83 998.35 309.48 31.1% 5100-00 - Rent 12,319.36 11.421.39 897.97 7.9% Total 5100-00 - Rent 15,243.51 12,843.62 2,399.89 18.7% 5310-00 - Telephone 2,625.84 2,401.50 224.34 9.3% 5420-00 - Mail - USPS -0.00 119.85 -119.85 -100.0% 5420-00 - Mail - USPS 225.00 0.00 225.00 100.0% 5420-00 - Mail - USPS 225.00 0.00 225.00 100.0% 5420-00 - Mail - USPS 225.00 0.00 225.00 100.0%		•		•	
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5710-00 · Taxes, Licenses & Fees -228.91 770.38 -999.29 -129.7% 5740-00 · Equipment Rental/Leasing 1,298.23 1,447.44 -149.21 -10.3% 5800-00 · Training Seminars 900.00 0.00 900.00 100.0% 5810-00 · Public Outreach 1,650.00 0.00 1,650.00 100.0% 5900-00 · Professional Fees - - - 100.0%	•		•		
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5810-00 · Public Outreach 1,650.00 0.00 1,650.00 100.0% 5900-00 · Professional Fees 1					
5900-00 · Professional Fees					
5910-00 · Professional Fees - Attorneys 1,458.19 280.00 1,178.19 420.8%					
	5910-00 · Professional Fees - Attorneys	1,458.19	280.00	1,178.19	420.8%

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss March 2017

5920-00 · Professional Fees · Accountant 0.00 14,624,65 .14,624,65 .100,0% Total 500:00 · Professional Fees 1,456,19 14,804,65 .13,446,46 .90,2% 6420-01 · Sponsorship 3,780,00 1,000,00 2,780,00 278,000 .13,446,46 .90,2% 6420-01 · Sponsorship 0,00 7,500,00 .7,500,00 .7,500,00 .100,0% 6423-00 · Membership Activities 27,500,00 7,600,00 20,000,00 .266,7% 6432-00 · Membership Activities 0,00 746,70 100,0% .6434.40 .148,00 .367,75 .374,75 .374,75 .100,0% 6432-00 · Membership Activities 0,00 12,44 .160,00% .148,244 .100,0% 6442-00 · Public Relations/Website 0,00 12,44 .160,00% .148,34 .70,0% Total 6423-00 · Membership Activities 1,516,69 7,556,33 -6,039,64 .79,9% 673-00 · Marketing Cooperative/Media 63,250,00 48,800,40 14,824,44 .100,0% 6743-00 · ShopLocal 19,59 .000		Mar 17	Mar 16	\$ Change	% Change
5941-00 · Research & Planning 6420-01 · Sponsorship 6420-01 · Sponsorship - Other 3,780.00 1,000.00 2,780.00 276.00 6420-01 · Sponsorship - Other 27,500.00 0.00 27,500.00 -100.0% 6420-00 · Sponsorship - Other 27,500.00 0.00 27,500.00 100.0% 6422-00 · Membership Activities 0.00 7,670.00 20,000.00 266.7% 6432-00 · Membership Activities 0.00 746.70 -746.70 -100.0% 6432-00 · Membership Activities 1,440.00 3,987.41 -712.% 6443-00 · Membership Activities 1,000 874.75 -970.75 6423-00 · Membership Activities 1,516.69 7,556.33 -6,039.64 -79.9% 6730-00 · Marketing Cooperative/Media 63,250.00 44,000.00 30.4% 6742.00 30.0% 6742.00 -00.00 99.00 100.0% 6743-00 · Shop Local 19.59 0.00 19.59 100.0% 6743.00 30.4% 6743-00 · Shop Local 19.59 0.00 19.59 100.0% 6743.00 30.0% 4.139.95	5920-00 · Professional Fees - Accountant	0.00	14,624.65	-14,624.65	-100.0%
6420-00 Sponsorship Construction 6420-01 WinterWonderGrass_Tahce 0.00 7,500.00 -7,500.00 100.0% 6420-00 Sponsorship - Other 27,500.00 0.00 27,500.00 100.0% 6423-00 Membership Activities 0.00 7,600.00 20,000.00 26,7% 6423-00 Membership Activities 0.00 746,70 -746,70 -100.0% 6442-00 Community Awards Dinner 1,140.00 3,67,41 -2,817,41 -71,2% 6442-00 Membership Activities 0.00 147,475 -847,475 -100.0% 6443-00 Membership Activities 1,516,69 7,556.33 -6,039,64 -79.0% 6730-00 Marketing Cooperative/Media 63,250.00 44,500.00 14,750.00 30.4% 674-00 MediaCollateral/Programs 1,515.69 7,566.33 -6,039.64 -79.9% 6743-00 Non-NLT Co-Op Marketing Programs 1,557.20 155.8% 6743-04 160.0% 4433.33 403.0% 6743-00	Total 5900-00 · Professional Fees	1,458.19	14,904.65	-13,446.46	-90.2%
6420-01 · Winter/WonderGrass_Table 0.00 7,500.00 -7,500.00 -100.0% 6420-00 · Sponsorship Other 27,500.00 0.00 27,500.00 100.0% 6423-00 · Membership Activities 7,500.00 7,600.00 26,7% 6423-00 · Membership Activities 0.00 746,70 -746,70 -100.0% 6432-00 · Domunity Avariator 1,140.00 3,67,41 -2,817,41 -712,7% 6443-00 · Membership Activities 0.00 182,44 -100.0% 6423-00 6443-00 · Membership Activities 0.00 182,44 -100.0% 6423-00 6423-00 · Membership Activities 1,516,69 1,795,03 -1,418,34 -79,9% 701al 6423-00 · Membership Activities 1,516,69 0.00 4,850.00 14,750.00 30,4% 6730-00 · Marketing Cooperative/Modia 63,250.00 44,600.00 14,750.00 30,0% 6743-00 · Marketing Programs 9,157,54 3,580.34 5,577,20 156,8% 6743-00 · Macketing Programs 3,352.92 3,039,95 312,97 10.3% 6174-00		3,780.00	1,000.00	2,780.00	278.0%
6420-00 · Sponsorship - Other 27,500.00 0.00 27,500.00 100.0% Total 6420-00 · Sponsorship 27,500.00 7,500.00 20,000.00 266.7% 6423-00 · Membership Activities 0.00 746.70 -746.70 -100.0% 6432-00 · Membership Activities 0.00 877.41 -2.817.41 -77.2% 6442-00 · Dublic Relations/Wobsite 0.00 877.45 -374.75 -100.0% 6432-00 · Membership Activities · Other 376.69 1.798.03 -1418.34 -78.0% 6423-00 · Membership Activities · Other 376.69 1.798.03 -1418.34 -78.9% 6730-00 · Merial/Collateral/Production 99.00 100.0% 673.40.1 3.60.34 6.577.20 105.8% 6743-00 · Merial/Collateral/Production 99.00 0.00 9.00 100.0% 6743-00 · Marketing Programs 91.59 0.00 19.59 100.0% 6743-00 · Marketing Programs 3.352.92 3.03.9.95 312.97 10.3% 6743-00 · Cost of Goods Sold 2.99.96 1100.01 4.433.33 400.0% </td <td></td> <td>0.00</td> <td>7,500.00</td> <td>-7.500.00</td> <td>-100.0%</td>		0.00	7,500.00	-7.500.00	-100.0%
6423-00 · Membership Activities 0.00 746.70 -746.70 -100.0% 6432-00 · Community Awards Dinner 1,140.00 3,874.11 -71.2% 6423-00 · Membership Activities 0.00 874.75 -874.75 -100.0% 6423-00 · Membership Activities · Other 10.00 874.75 -874.75 -100.0% 6423-00 · Membership Activities · Other 376.69 1,795.03 -1.418.34 -79.9% 6730-00 · Marketing Cooperative/Media 63,250.00 44,500.00 14,750.00 30.4% 6743-00 · Moniz/Collateral/Production 99.00 0.00 99.00 100.0% 6743-00 · Non-NLT Co-Op Marketing Program 9,157.54 3,580.34 5,577.20 155.8% 6743-00 · SACC Marketing Programs 19.59 0.00 19.59 100.0% 6743-01 · Shop Local 0.00 4,139.95 -4100.0% 4,433.33 403.0% 6743-03 · Touch Lake Tahoe 3,332.33 -1,10.00 4,433.33 403.0% 5200 · Purchase Discounts -110.12 -18.91 -91.21 -482.3% 61100 ·					
6432-00 - Membership - Newsletter 0.00 746.70 -746.70 -100.0% 6434-00 - Community Awards Dinner 1,140.00 3.957.41 -71.2% 6442-00 - Public Relations/Website 0.00 874.75 -574.75 -100.0% 6442-00 - Membership Activities - Other 376.69 1,796.03 -1418.34 -79.0% Total 6423-00 - Membership Activities - Other 376.69 1,796.03 -1418.34 -79.0% 6730-00 - Marketing Cooperative/Media 63,250.00 48,500.00 14,750.00 30.4% 6742-00 - Non-NLT Co-Op Marketing Program 9,157.54 3,580.34 5,577.20 158.8% 6743-00 - BACC Marketing Programs 9157.54 3,033.33 -1,100.0% 6743-03 5,577.20 158.8% 6743-00 - BACC Marketing Programs 9,59 0.00 19.59 100.0% 6743-03 5,577.20 158.5% 6743-00 - BACC Marketing Programs 3,333.33 -1,00.00 4,433.33 403.0% 6743-03 5,507.20 158.5% 169.1 -100.5% 100.0% 6743-03 5,507.20 158.5%	Total 6420-00 · Sponsorship	27,500.00	7,500.00	20,000.00	266.7%
6334 00 · Community Awards Dinner 1,140.00 3,957.41 -2,817.41 -71.2% 6442-00 · Public Relations/Website 0.00 874.75 -374.75 -100.0% 6443-00 · Membership - Bridal Faire 0.00 182.44 -100.0% 6423-00 6423-00 · Membership Activities - Other 376.69 1,785.03 -1,418.34 -79.0% Total 6423-00 · Membership Activities 1,516.69 7,556.33 -6,039.64 -78.9% 6730-00 · Marketing Cooperative/Media 63,250.00 48,500.00 14,750.00 30.4% 6744-00 · Non-NLT Co-Op Marketing Program 9,157.54 3,580.34 5,577.20 155.8% 6743-00 · NocC Marketing Programs 3,333.33 -1,100.00 4,433.33 400.0% 6743-00 · SACC Marketing Programs 3,333.33 -1,100.00 4,433.33 403.0% 6743-00 · BACC Marketing Programs 3,332.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold 2 -76.26 -76.26 -96.0% 82000 · PCS Inventory Adjustments 0.00 7.00 -77.00 -100.0%	6423-00 · Membership Activities				
6442-00 - Public Relations/Website 0.00 874.75 -874.75 -100.0% 6443-00 - Membership Activities 0.00 182.44 -100.0% 6423-00 - Membership Activities 376.69 1,795.03 -1,418.34 -79.0% 701al 6423-00 - Membership Activities 1,516.69 7,556.33 -6,039.64 -79.9% 6730-00 - Marketing Cooperative/Media 63,250.00 48,500.00 14,750.00 30.4% 6740-00 - Media/Collateral/Production 99.00 0.00 99.00 100.0% 6743-00 - BACC Marketing Program 9,157.54 3,680.34 5,577.20 155.8% 6743-01 - Shop Local 19.59 0.00 19.59 100.0% 6743-01 - Shop Local 0.00 4,133.95 -4,139.95 -100.0% 6743-00 - Stop Exping Destination 0.00 4,433.33 403.0% -91.21 -482.3% 51000 - Pruchase Discounts -110.12 -18.91 -91.21 -482.3% 51000 - Pocs fo Goods Sold 2,794.33 2,106.82 667.51 32.6% 6100-00 - Cost of Goods Sold	6432-00 · Membership - Newsletter	0.00	746.70	-746.70	-100.0%
6443-00 · Membership Activities - Other 0.00 182.44 -182.44 -182.44 -100.0% 6423-00 · Membership Activities - Other 376.69 1,795.03 -1,418.34 -79.9% Total 6423-00 · Membership Activities 1,516.69 7,556.33 -6,039.64 -79.9% 6730-00 · Marketing Cooperative/Media 63,250.00 48,500.00 14,750.00 30.4% 6743-00 · MacC Marketing Program 9,157.54 3,580.34 5,577.20 155.8% 6743-01 · Shop Local 19.59 0.00 19.59 100.0% 6743-02 · Shopping Destination 0.00 4,139.95 -4,139.95 -100.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% 8100-00 · Cost of Goods Sold - - - 10.3% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8200-00 · Cost of Goods Sold · Other 2,698.50 1,980.22 718.28 36.3% T	6434-00 · Community Awards Dinner	1,140.00	3,957.41	-2,817.41	-71.2%
6423-00 · Membership Activities - Other 376.69 1,795.03 -1,418.34 -79.0% Total 6423-00 · Membership Activities 1,516.69 7,556.33 -6,039.64 -79.9% 6730-00 · Marketing Cooperative/Media 63,250.00 48,500.00 14,750.00 30.4% 6740-00 · Media/Collateral/Production 99.00 0.00 99.00 100.0% 6742-00 · Non-NLT Co-Op Marketing Programs 9,157.54 3,580.34 5,577.20 155.8% 6743-00 · BACC Marketing Programs 0.00 4,139.95 -4,139.95 -100.0% 6743-00 · BACC Marketing Programs 3,333.33 -1,100.00 4,433.33 403.0% 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold - - -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 2.058 138.51 67.44 48.7% 59900 · PCOS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51	6442-00 · Public Relations/Website				
Total 6423-00 · Membership Activities 1,516.69 7,556.33 -6,039.64 -79.9% 6730-00 · Marketing Cooperative/Media 63,250.00 44,500.00 14,750.00 30.4% 6743-00 · Media/Collateral/Production 99.00 0.00 99.00 100.0% 6743-00 · Non-NLT Co-Op Marketing Programs 9,157.54 3,580.34 5,577.20 155.8% 6743-01 · Shop Local 19.59 0.00 19.59 100.0% 6743-03 · Shopping Destination 0.00 4,139.95 -410.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% Total 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold - - -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% <td< td=""><td>•</td><td></td><td></td><td></td><td></td></td<>	•				
6730-00 · Marketing Cooperative/Media 63,250.00 48,500.00 14,750.00 30.4% 6740-00 · Media/Collateral/Production 99.00 0.00 99.00 100.0% 6743-00 · SACC Marketing Programs 9,157.54 3,580.34 5,577.20 155.8% 6743-01 · Shop Local 19.59 0.00 19.59 100.0% 6743-02 · Shopping Destination 0.00 4,139.95 -100.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% 8100-00 · Cost of Goods Sold 52500 · Purchase Discounts -110.12 -18.91 -91.21 -482.3% 8100-00 · Cost of Goods Sold 205.95 138.61 674.4 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations	6423-00 · Membership Activities - Other	376.69	1,795.03	-1,418.34	-79.0%
6740-00 · Media/Collateral/Production 99.00 0.00 99.00 100.0% 6742-00 · Non-NLT Co-Op Marketing Program 9.157.54 3.580.34 5.577.20 155.8% 6743-00 · BACC Marketing Programs 9.157.54 3.580.34 5.577.20 155.8% 6743-01 · Shop Local 19.59 0.00 19.59 100.0% 6743-02 · Shopping Destination 0.00 4.139.95 -100.0% 6743-03 · Touch Lake Tahoe 3.333.33 -1,100.00 4.433.33 403.0% Total 6743-00 · BACC Marketing Programs 3.352.92 3.039.95 312.97 10.3% 8100-00 · Cost of Goods Sold 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2.794.33 2.106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Cost of Goods Sold 2.794.33 2.106.82 687.51 32.6% 8200-00 · Associate Relations 70.0 <t< td=""><td>Total 6423-00 · Membership Activities</td><td>1,516.69</td><td>7,556.33</td><td>-6,039.64</td><td>-79.9%</td></t<>	Total 6423-00 · Membership Activities	1,516.69	7,556.33	-6,039.64	-79.9%
6740-00 · Media/Collaterai/Production 99.00 0.00 99.00 100.0% 6742-00 · Non-NLT Co-Op Marketing Programs 9,157.54 3,580.34 5,577.20 155.8% 6743-01 · Shop Local 19.59 0.00 19.59 100.0% 6743-02 · Shopping Destination 0.00 4,139.95 -100.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% Total 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold 52500 · Purchase Discounts -110.12 -18.91 -91.21 -482.3% 51000 · Preight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Eost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relat	6730-00 · Marketing Cooperative/Media	63,250,00	48,500,00	14,750.00	30.4%
6743-00 · BACC Marketing Programs 19.59 0.00 19.59 100.0% 6743-01 · Shop Local 19.59 0.00 4.139.95 -4.139.95 -100.0% 6743-02 · Shopping Destination 0.00 4.139.95 -4.139.95 -100.0% 6743-03 · Touch Lake Tahoe 3.333.33 -1.100.00 4.433.33 403.0% Total 6743-00 · BACC Marketing Programs 3.352.92 3.039.95 312.97 10.3% 8100-00 · Cost of Goods Sold 52500 · Purchase Discounts -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6%		99.00	0.00	99.00	100.0%
6743-00 · BACC Marketing Programs 19.59 0.00 19.59 100.0% 6743-01 · Shop Local 0.00 4,139.95 -4,139.95 -100.0% 6743-02 · Shopping Destination 0.00 4,139.95 -4,139.95 -100.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% Total 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold - - - - - - - 1.0.3% 8100-00 · Cost of Goods Sold - - - - - 1.0.3% 8100-00 · Cost of Goods Sold - - - - - 1.0.2 - 1.8.91 -91.21 -482.3% 52500 · Purchase Discounts - 0.00 7.00 -7.00 -7.00 -7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0%	6742-00 · Non-NLT Co-Op Marketing Program	9,157.54	3,580.34	5,577.20	155.8%
6743-01 · Shop Local 19.59 0.00 19.59 100.0% 6743-02 · Shopping Destination 0.00 4,139.95 -4,139.95 -100.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% Total 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold - - -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -70.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Atsociate Relations 306.98 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8750-00 · Meats/Meeti			,	,	
6743-02 · Shopping Destination 0.00 4,139.95 -4,139.95 -100.0% 6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% Total 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold - - -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Dead Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -79.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 870-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Travel		19.59	0.00	19.59	100.0%
6743-03 · Touch Lake Tahoe 3,333.33 -1,100.00 4,433.33 403.0% Total 6743-00 · BACC Marketing Programs 3,352.92 3,039.95 312.97 10.3% 8100-00 · Cost of Goods Sold - - -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold 2,698.50 1,980.22 718.28 36.3% Total 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Board Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -79.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 365.96 10,749.96 -10,384.00 -96.6% 870-00 · Travel<			4,139,95	-4,139.95	-100.0%
8100-00 · Cost of Goods Sold 52500 · Purchase Discounts -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold - Other 2,698.50 1,980.22 718.28 36.3% Total 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 3344.23 669.75 -325.52 -48.6% 8710-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10.749.96 -10.384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% 8930-00 ·				,	
52500 · Purchase Discounts -110.12 -18.91 -91.21 -482.3% 51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -70.00 -100.0% 8100-00 · Cost of Goods Sold - Other 2,698.50 1,980.22 718.28 36.3% Total 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Cost of Goods Sold 36.49 1,135.96 -799.47 -70.4% 8500-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8930-00 · Prior Period Adjustments 0.00	Total 6743-00 · BACC Marketing Programs	3,352.92	3,039.95	312.97	10.3%
51100 · Freight and Shipping Costs 205.95 138.51 67.44 48.7% 59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold - Other 2,698.50 1,980.22 718.28 36.3% Total 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Board Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76	8100-00 · Cost of Goods Sold				
59900 · POS Inventory Adjustments 0.00 7.00 -7.00 -100.0% 8100-00 · Cost of Goods Sold - Other 2,698.50 1,980.22 718.28 36.3% Total 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Board Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 120.0% 701 701 37,287.40 72,765.23 -35,477.83 <td>52500 · Purchase Discounts</td> <td>-110.12</td> <td>-18.91</td> <td>-91.21</td> <td>-482.3%</td>	52500 · Purchase Discounts	-110.12	-18.91	-91.21	-482.3%
8100-00 · Cost of Goods Sold - Other 2,698.50 1,980.22 718.28 36.3% Total 8100-00 · Cost of Goods Sold 2,794.33 2,106.82 687.51 32.6% 8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Board Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% 8930-00 · Prior Period Adjustments 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.	51100 · Freight and Shipping Costs	205.95	138.51	67.44	48.7%
Total 8100-00 · Cost of Goods Sold2,794.332,106.82687.5132.6%8200-00 · Associate Relations4.0680.32-76.26-95.0%8300-00 · Board Functions70.00137.50-67.50-49.1%8500-00 · Credit Card Fees336.491,135.96-799.47-70.4%8700-00 · Automobile Expenses344.23669.75-325.52-48.6%8750-00 · Meals/Meetings609.93317.51292.4292.1%8810-00 · Dues & Subscriptions365.9610,749.96-10,384.00-96.6%8910-00 · Travel1,052.320.001,052.32100.0%8930-00 · Prior Period Adjustments0.00-122.76122.76100.0%Total Expense304,767.26226,185.4578,581.8134.7%Net Ordinary Income37,287.4072,765.23-35,477.83-48.8%	59900 · POS Inventory Adjustments	0.00	7.00	-7.00	-100.0%
8200-00 · Associate Relations 4.06 80.32 -76.26 -95.0% 8300-00 · Board Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -79.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 229.242 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Met Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8100-00 · Cost of Goods Sold - Other	2,698.50	1,980.22	718.28	36.3%
8300-00 · Board Functions 70.00 137.50 -67.50 -49.1% 8500-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	Total 8100-00 · Cost of Goods Sold	2,794.33	2,106.82	687.51	32.6%
8500-00 · Credit Card Fees 336.49 1,135.96 -799.47 -70.4% 8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8200-00 · Associate Relations	4.06	80.32	-76.26	-95.0%
8700-00 · Automobile Expenses 344.23 669.75 -325.52 -48.6% 8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8300-00 · Board Functions	70.00	137.50	-67.50	-49.1%
8750-00 · Meals/Meetings 609.93 317.51 292.42 92.1% 8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8500-00 · Credit Card Fees	336.49	1,135.96	-799.47	-70.4%
8810-00 · Dues & Subscriptions 365.96 10,749.96 -10,384.00 -96.6% 8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8700-00 · Automobile Expenses	344.23	669.75	-325.52	-48.6%
8910-00 · Travel 1,052.32 0.00 1,052.32 100.0% 8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8750-00 · Meals/Meetings	609.93	317.51		92.1%
8920-00 · Bad Debt 987.75 0.00 987.75 100.0% 8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8810-00 · Dues & Subscriptions	365.96	10,749.96	-10,384.00	-96.6%
8930-00 · Prior Period Adjustments 0.00 -122.76 122.76 100.0% Total Expense 304,767.26 226,185.45 78,581.81 34.7% Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%		1,052.32	0.00	1,052.32	100.0%
Total Expense304,767.26226,185.4578,581.8134.7%Net Ordinary Income37,287.4072,765.23-35,477.83-48.8%	8920-00 · Bad Debt	987.75	0.00	987.75	100.0%
Net Ordinary Income 37,287.40 72,765.23 -35,477.83 -48.8%	8930-00 · Prior Period Adjustments	0.00	-122.76	122.76	100.0%
	Total Expense	304,767.26	226,185.45	78,581.81	34.7%
Net Income <u>37,287.40</u> 72,765.23 -35,477.83 -48.8%	Net Ordinary Income	37,287.40	72,765.23	-35,477.83	-48.8%
	Net Income	37,287.40	72,765.23	-35,477.83	-48.8%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class

July 2016 through March 2017

	11 - Marketing	30 - Conference	41 - Transportat	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administrat	TOTAL
Ordinary Income/Expense								
Income 4205-00 · Conference Dues 4050-00 · County of Placer TOT Funding 4200-00 · Membership Dues 4201-00 · New Member Fees 4250-00 · Revenues-Membership Activities	0.00 1,999,260.00 0.00 0.00	7,425.00 217,197.00 0.00 0.00	0.00 198,162.00 0.00 0.00	0.00 250,443.00 0.00 0.00	0.00 166,923.00 0.00 0.00	0.00 0.00 104,625.47 675.00	0.00 0.00 0.00 0.00	7,425.00 2,831,985.00 104,625.47 675.00
4251-00 * Kevenue-Tue AM Breakfasts Club 4251-00 * Revenue-Tue AM Breakfasts Club 4250-01 * Community Awards 4250-02 * Tourism Summit 4250-00 * Revenues-Membership Activities - Other	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00	0.00 0.00 0.00 0.00	5,234.42 300.00 1,100.00 16,516.00	0.00 0.00 0.00 0.00	5,234.42 300.00 1,100.00 16,516.00
Total 4250-00 ⋅ Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	23,150.42	0.00	23,150.42
4252-00 · Revenue - Sponsorships 4502-00 · Non-Retail VIC income	0.00 0.00	0.00 0.00	0.00 0.00	0.00 5,199.00	0.00 0.00	500.00 0.00	0.00 0.00	500.00 5,199.00
4600-00 · Commissions 4601-00 · Commissions - South Shore 4600-00 · Commissions - Other	0.00 0.00	11,125.88 88,056.72	0.00 0.00	0.00	0.00	0.00	0.00 0.00	11,125.88 88,056.72
Total 4600-00 · Commissions	0.00	99,182.60	0.00	0.00	0.00	0.00	0.00	99,182.60
46000 · Merchandise Sales	0.00	0.00	0.00	59,146.84	0.00	0.00	0.00	59,146.84
Total Income	1,999,260.00	323,804.60	198,162.00	314,788.84	166,923,00	128,950.89	0.00	3,131,889.33
Cost of Goods Sold 52900 · Purchases - Resale Items	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
Total COGS	0.00	0.00	0.00	54.00	0,00	0.00	0.00	54.00
Gross Profit	1,999,260.00	323,804.60	198,162.00	314,734.84	166,923.00	128,950.89	0.00	3,131,835.33
Expense 5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	2,048.21	0.00	0.00	0.00	2,048.21
5000-00 · Salaries & Wages 5000-01 · In-Market Administration	12.375.00	0.00	0.00	0.00	0.00	-12,375.00	0.00	0.00
5010-00 · Sales Commissions	0.00	34,943.32	0.00	0.00	0.00	0.00	0.00	34,943.32
5020-00 · P/R - Tax Expense 5030-00 · P/R - Health Insurance Expense	17,600.07 32,911.99	12,320.78 11,548.76	5,137.14 4,306.15	13,753.70 15,614.06	4,718.44 4,306.22	4,660.04 5,637.79	15,965.21 12,384.63	74,155.38 86,709.60
5040-00 • P/R - Workmans Comp 5060-00 • 401 (k)	773.16 6,914.54	547.69 5,851.79	193.29 2,455.32	612.12 5,103.70	193.29 2,455.32	225.54 745.01	676.40 2,173.67	3,221.49 25,699.35
5070-00 · Other Benefits and Expenses 5000-00 · Salaries & Wages - Other	1,164.58 195,240.07	527.82 109,522.50	71.03 59,146.87	427.82 132,102.39	70.94 59,564.34	90.96 45,923.91	555.26 199,322.51	2,908.41 800,822.59
Total 5000-00 · Salaries & Wages	266,979.41	175,262.66	71,309.80	167,613.79	71,308.55	44,908.25	231,077.68	1,028,460.14
5100-00 · Rent	4 004 00	005.40	252.04	4 000 84	250.04	447.48	044.20	8 280 20
5110-00 · Utilities 5140-00 · Repairs & Maintenance	1,204.68 1,260.45	605.40 652.76	259.01 387.21	4,602.84 1,223.97	259.01 387.21	417.16 407.37	941.20 2,947.78	8,289.30 7,266.75
5150-00 · Office - Cleaning 5100-00 · Rent - Other	1,646.11 16,970.31	823.11 8,125.20	329.26 3,250.08	991.55 58,306.13	329.26 3,250.08	576.14 6,327.64	1,356.97 14,692.80	6,052.40 110,922.24
Total 5100-00 · Rent	21,081.55	10,206.47	4,225.56	65,124.49	4,225.56	7,728.31	19,938.75	132,530.69
5310-00 · Telephone	4 700 47	0.450.04	4 704 07	0.004.04	4 704 04	0.450.00	C 570 70	22 402 04
5320-00 · Telephone 5350-00 · Internet	4,736.17 224.85	2,152.01 0.00	1,764.07 0.00	2,964.94 0.00	1,764.04 0.00	2,150.09 0.00	6,570.72 0.00	22,102.04 224.85
Total 5310-00 · Telephone	4,961.02	2,152.01	1,764.07	2,964.94	1,764.04	2,150.09	6,570.72	22,326.89
5420-00 · Mail - USPS 5470-00 · Mail - UPS 5480-00 · Mail - Fed Ex 5420-00 · Mail - USPS - Other	100.00 31.13 315.50	100.00 0.00 164.06	50.00 0.00 100.96	50.00 471.69 164.06	50.00 0.00 100.96	400.00 0.00 550.96	250.00 24.02 322.15	1,000.00 526.84 1,718.65
Total 5420-00 · Mail - USPS	446.63	264.06	150.96	685.75	150.96	950.96	596.17	3,245.49
5510-00 · Insurance/Bonding	1,159.00	1,158.99	182.98	1,524.98	182.98	549.00	1,341.99	6,099.92
5520-00 · Supplies 5525-00 · Supplies- Computer <\$1000	177.14	0.00	129.00	0.00	129.00	511.78	864.13	1,811.05
5520-00 · Supplies - Other	1,337.45	298.41	116.62	1,554.19	116.62	1,003.91	4,020.07	8,447.27
Total 5520-00 · Supplies	1,514.59	298.41	245.62	1,554.19	245.62	1,515.69	4,884.20	10,258.32
5530-00 · Visitor Communications - Other 5610-00 · Depreciation	0.00 271.34	0.00 139.41	0.00 76.96	-109.00 534.47	0.00 76.96	0.00 89.34	0,00 592.55	-109.00 1,781.03
5700-00 · Equipment Support & Maintenance 5710-00 · Taxes, Licenses & Fees	2,032.12 309.67	649.23 154.27	197.06 94.93	2,033.85 154.27	197.06 94.93	643.21 95.93	4,527.42 6,483.31	10,279.95 7,387.31
5740-00 · Equipment Rental/Leasing 5800-00 · Training Seminars	1,263.16 3,180.61	1,187.93 0.00	1,045.95 0.00	3,563.60 0.00	1,045.95 0.00	2,263.09 892.11	1,484.48 2,199.00	11,854.16 6,271.72
5810-00 · Public Outreach 5815 · Training Video Series	1,650.00 7,534.05	0.00	0.00	0.00 0.00	0.00	0.00 0.00	0.00	1,650.00 7,534.05
5820 · Sales CRM/CMS 5900-00 · Professional Fees	2,373.94	0.00	0.00	0.00	0.00	0.00	0.00	2,373.94
5921-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	11,827.07	11,827.07
5910-00 · Professional Fees - Attorneys 5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	3,438.19 35,862.00	3,438.19 35,862.00
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00	1,250.00
Total 5900-00 · Professional Fees 5940-00 · Research & Planning Membership	0.00 0.00	0.00	3,000.00	0.00	0.00	0.00	52,377.26 0.00	52,377.26 3.000.00
5941-00 · Research & Planning 5948-00 · Transportation Projects	12,300.00	0.00	6,189.00	0.00	3,409.55	0.00	0.00	21,898.55
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
Total 5948-00 · Transportation Projects	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
6020-00 · Programs 6015-00 · Cross Country 6016-00 · Community Marketing Programs	4,000.00 35,648.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00 35,648.00
Total 6020-00 · Programs	39,648.00	0.00	0.00	0.00	0.00	0.00	0.00	39,648.00
6023-00 · Autumn Food & Wine 6025-00 · AFW- Postage	17.88	0.00	0.00	0.00	0.00	0.00	0.00	17.88
6028-00 · AFW- Postage 6028-00 · AFW-Operations 6030-00 · AFW-Media	1,925.00 1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6023-00 · Arw-Media 6023-00 · Autumn Food & Wine - Other	29,349.98	0.00	0.00	0.00	0.00	0.00	0.00	29,349.98
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	0.00	0.00	0.00	0.00	0.00	32,792.86
6420-00 · Sponsorship 6420-01 · WinterWonderGrass Tahoe	15,400.00	0.00	0.00	0.00	0.00	0.00	0.00	15,400.00
6421-00 · New Event Development 6428-00 · Dues & Subscriptions	9,225.88 109.40	0.00	0.00	0.00	0.00	0.00	50.00 0.00	9,275.88 109.40
6420-00 · Dues & Subscriptions 6420-00 · Sponsorship - Other	349,114.10	0.00	0.00	0.00	0.00	0.00	0.00	349,114.10
Total 6420-00 · Sponsorship	373,849.38	0.00	0.00	0.00	0.00	0.00	50.00	373,899.38

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class

July 2016 through March 2017

	11 - Marketing	30 - Conference	41 - Transportat	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administrat	TOTAL
6423-00 · Membership Activities								
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	4,185.00	0.00	4,185.00
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	2,001.24	0.00	2,001.24
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0,00	0.00	1,140.00	0.00	1,140.00
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	37.05	0.00	37.05
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	81.00	0.00	81.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	75.63	0.00	75.63
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	6,496.70	0.00	6,496.70
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	14,016.62	0.00	14,016.62
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	225.00	0.00	275.00
6600-00 · Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 · Market Study Reports/Research	402.40	0.00	0.00	0.00	0.00	0.00	0.00	402.40
6730-00 · Marketing Cooperative/Media	941,870.97	82,500.03	0.00	0.00	0.00	0.00	0.00	1,024,371.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	99.00	0.00	0.00	0.00	99.00
6742-00 · Non-NLT Co-Op Marketing Program 6743-00 · BACC Marketing Programs	17,848.21	0.00	0.00	0.00	0.00	0.00	0.00	17,848.21
6743-01 · Shop Local	4,335.61	0.00	0.00	0.00	0.00	0.00	0,00	4.335.61
6743-03 · Touch Lake Tahoe	16,666.65	0.00	0.00	0.00	0.00	0.00	0.00	16,666,65
6743-04 · High Notes	3,313.32	0.00	0.00	0.00	0.00	0.00	0.00	3,313.32
6743-05 · Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 · BACC Marketing Programs	25,292.38	0.00	0.00	0.00	0.00	0.00	0.00	25,292.38
7500-00 · Trade Shows/Travel 8100-00 · Cost of Goods Sold	15.00	0.00	0,00	0.00	0.00	0.00	0.00	15.00
52500 · Purchase Discounts	0.00	0.00	0.00	-1,093.06	0.00	0.00	0.00	-1,093,06
51100 · Freight and Shipping Costs	0.00	0.00	0.00	1,261.09	0.00	0.00	0.00	1,261.09
59900 · POS Inventory Adjustments	0.00	0.00	0.00	237.04	0.00	0.00	0.00	237.04
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	31,231.41	0.00	0.00	0.00	31,231.41
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	31,636.48	0.00	0.00	0.00	31,636.48
8200-00 · Associate Relations	381.49	0.00	0.00	355.19	0.00	0.00	2,049.82	2,786.50
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	1,701.78	1,701.78
8500-00 · Credit Card Fees	65.00	0.00	22.50	1,921.58	22.50	2,381.87	339.05	4,752.50
8700-00 · Automobile Expenses	1,202.71	147.96	435.06	833,90	435.07	475.21	88.88	3,618.79
8750-00 · Meals/Meetings	1,995.86	0.00	127.98	805.44	351.63	177.20	169.44	3,627.55
8810-00 · Dues & Subscriptions	2,768.73	815.00	6.75	497.79	6.75	1,802.97	1,483.15	7,381.14
8910-00 · Travel	9,598.28	0.00	0.00	213.48	0.00	0.00	0.00	9,811.76
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	18,005.25	0.00	18,005.25
Total Expense	1,774,870.50	274,936.43	87,481.53	284,056.40	83,518.11	98,870.10	337,955.65	2,941,688.72
Net Ordinary Income	224,389.50	48,868.17	110,680.47	30,678.44	83,404.89	30,080.79	-337,955.65	190,146.61
Other Income/Expense Other Expense								
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00	0.00	0.08	0.08
8990-00 · Allocated	162,218.75	37,175.12	37,175.12	33,795.57	37,175.13	30,416.04	-337,955.73	0.00
Total Other Expense	162,218.75	37,175.12	37,175.12	33,795.57	37,175.13	30,416.04	-337,955.65	0.08
Net Other Income	-162,218.75	-37,175.12	-37,175.12	-33,795.57	-37,175.13	-30,416.04	337,955.65	-0.08
Net Income	62,170.75	11,693.05	73,505.35	-3,117.13	46,229.76	-335.25	0.00	190,146.53

04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison July 2016 through March 2017

	Jul '16 - Mar 17	Jul '15 - Mar 16	\$ Change	% Change
Ordinary Income/Expense Income				
4205-00 · Conference Dues 4050-00 · County of Placer TOT Funding 4200-00 · Membership Dues	7,425.00 2,831,985.00 104,625.47	0.00 2,442,110.00 98,251.42	7,425.00 389,875.00 6,374.05	100.0% 16.0% 6.5%
4201-00 · New Member Fees 4250-00 · Revenues-Membership Activities 4251-00 · Revenue-Tue AM Breakfast Club	675.00 5,234.42	685.00 8,925.00	-10.00 -3,690.58	-1.5% -41.4%
4251-00 • Revenue-The Am Bleaklast Club 4250-01 • Community Awards 4250-02 • Tourism Summit 4250-00 • Revenues-Membership Activities - Other	300.00 1,100.00 16,516.00	0.00 0.00 22,008.54	-3,090.38 300.00 1,100.00 -5,492.54	100.0% 100.0% -25.0%
Total 4250-00 · Revenues-Membership Activities	23,150.42	30,933.54	-7,783.12	-25.2%
4252-00 · Revenue - Sponsorships 4350-00 · Special Events (Marketing) 4502-00 · Non-Retail VIC income 4600-00 · Commissions	500.00 0.00 5,199.00	500.00 15,000.00 2,482.10	0.00 -15,000.00 2,716.90	0.0% -100.0% 109.5%
4601-00 · Commissions - South Shore 4600-00 · Commissions - Other	11,125.88 88,056.72	13,711.34 152,219.55	-2,585.46 -64,162.83	-18.9% -42.2%
Total 4600-00 · Commissions	99,182.60	165,930.89	-66,748.29	-40.2%
46000 · Merchandise Sales	59,146.84	55,616.14	3,530.70	6.4%
Total Income	3,131,889.33	2,811,509.09	320,380.24	11.4%
Cost of Goods Sold 52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	3,131,835.33	2,811,509.09	320,326.24	11.4%
Expense 5850-00 · Artist of Month - Commissions 5000-00 · Salaries & Wages	2,048.21	0.00	2,048.21	100.0%
5000-01 · In-Market Administration 5010-00 · Sales Commissions 5020-00 · P/R - Tax Expense 5030-00 · P/R - Health Insurance Expense 5040-00 · P/R - Workmans Comp 5060-00 · 401 (k) 5070-00 · Other Benefits and Expenses 5000-00 · Salaries & Wages - Other	0.00 34,943.32 74,155.38 86,709.60 3,221.49 25,699.35 2,908.41 800,822.59	0.00 15,379.98 65,193.90 82,805.24 9,163.85 25,654.43 5,016.37 730,917.46	0.00 19,563.34 8,961.48 3,904.36 -5,942.36 44.92 -2,107.96 69,905.13	0.0% 127.2% 13.8% 4.7% -64.9% 0.2% -42.0% 9.6%
Total 5000-00 · Salaries & Wages	1,028,460.14	934,131.23	94,328.91	<u></u>
5100-00 · Rent 5110-00 · Utilities 5140-00 · Repairs & Maintenance 5150-00 · Office - Cleaning 5100-00 · Rent - Other	8,289.30 7,266.75 6,052.40 110,922.24	8,530.00 4,839.23 5,345.00 102,799.26	-240.70 2,427.52 707.40 8,122.98	-2.8% 50.2% 13.2% 7.9%
Total 5100-00 · Rent	132,530.69	121,513.49	11,017.20	9.1%
5310-00 · Telephone 5320-00 · Telephone 5350-00 · Internet	22,102.04 224.85	21,373.88 289.85	728.16 -65.00	3.4% -22.4%
Total 5310-00 · Telephone	22,326.89	21,663.73	663.16	3.1%
5420-00 · Mail - USPS 5470-00 · Mail - UPS 5480-00 · Mail - Fed Ex 5420-00 · Mail - USPS - Other	1,000.00 526.84 1,718.65	505.30 783.13 916.94	494.70 -256.29 801.71	97.9% -32.7% 87.4%
Total 5420-00 · Mail - USPS	3,245.49	2,205.37	1,040.12	47.2%
5510-00 ⋅ Insurance/Bonding 5520-00 ⋅ Supplies	6,099.92	5,117.76	982.16	19.2%
5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	1,811.05 8,447.27	4,009.47 10,411.29	-2,198.42 -1,964.02	-54.8% -18.9%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison July 2016 through March 2017

	Jul '16 - Mar 17	Jul '15 - Mar 16	\$ Change	% Change
Total 5520-00 · Supplies	10,258.32	14,420.76	-4,162.44	-28.9%
5530-00 · Visitor Communications - Other 5610-00 · Depreciation 5700-00 · Equipment Support & Maintenance 5710-00 · Taxes, Licenses & Fees 5740-00 · Equipment Rental/Leasing	-109.00 1,781.03 10,279.95 7,387.31 11,854.16	35.44 5,858.34 5,897.09 7,117.85 12,951.31	-144.44 -4,077.31 4,382.86 269.46 -1,097.15	-407.6% -69.6% 74.3% 3.8% -8.5%
5800-00 · Training Seminars 5810-00 · Public Outreach 5815 · Training Video Series 5820 · Sales CRM/CMS 5900-00 · Professional Fees	6,271.72 1,650.00 7,534.05 2,373.94	3,391.68 0.00 0.00 0.00	2,880.04 1,650.00 7,534.05 2,373.94	84.9% 100.0% 100.0% 100.0%
5921-00 · Professional Fees - Other 5910-00 · Professional Fees - Attorneys 5920-00 · Professional Fees - Accountant 5900-00 · Professional Fees - Other	11,827.07 3,438.19 35,862.00 1,250.00	0.00 2,900.00 71,795.33 312.50	11,827.07 538.19 -35,933.33 937.50	100.0% 18.6% -50.1% 300.0%
Total 5900-00 · Professional Fees	52,377.26	75,007.83	-22,630.57	-30.2%
5940-00 · Research & Planning Membership 5941-00 · Research & Planning 5948-00 · Transportation Projects	3,000.00 21,898.55	0.00 42,601.00	3,000.00 -20,702.45	100.0% -48.6%
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6020-00 · Programs 6015-00 · Cross Country 6016-00 · Community Marketing Programs	4,000.00 35,648.00	0.00 3,430.57	4,000.00 32,217.43	100.0% 939.1%
Total 6020-00 · Programs	39,648.00	3,430.57	36,217.43	1,055.7%
6023-00 · Autumn Food & Wine 6025-00 · AFW- Postage 6028-00 · AFW-Operations 6030-00 · AFW-Media 6023-00 · Autumn Food & Wine - Other	17.88 1,925.00 1,500.00 29,349.98	17.69 0.00 0.00 31,689.50	0.19 1,925.00 1,500.00 -2,339.52	1.1% 100.0% 100.0% -7.4%
Total 6023-00 · Autumn Food & Wine	32,792.86	31,707.19	1,085.67	3.4%
6420-00 · Sponsorship 6420-01 · WinterWonderGrass_Tahoe 6421-00 · New Event Development 6422-00 · IronMan Lake Tahoe 6427-00 · USA Cycling 6428-00 · Dues & Subscriptions 6420-00 · Sponsorship - Other	15,400.00 9,275.88 0.00 0.00 109.40 349,114.10	14,600.00 11,155.15 387,460.47 -5,444.14 0.00 12,225.00	800.00 -1,879.27 -387,460.47 5,444.14 109.40 336,889.10	5.5% -16.9% -100.0% 100.0% 100.0% 2,755.7%
Total 6420-00 · Sponsorship	373,899.38	419,996.48	-46,097.10	-11.0%
6423-00 · Membership Activities 6437-00 · Tuesday Morning Breakfast Club 6432-00 · Membership - Newsletter 6434-00 · Community Awards Dinner 6436-00 · Membership - Wnt/Sum Rec Lunch 6441-00 · Membership - Miscellaneous Exp 6442-00 · Public Relations/Website 6443-00 · Membership - Bridal Faire 6423-00 · Membership Activities - Other	4,185.00 2,001.24 1,140.00 0.00 37.05 81.00 75.63 6,496.70	3,506.00 3,504.26 1,958.61 64.83 69.24 3,338.00 3,269.86 12,172.10	679.00 -1,503.02 -818.61 -64.83 -32.19 -3,257.00 -3,194.23 -5,675.40	19.4% -42.9% -41.8% -100.0% -46.5% -97.6% -97.7% -46.6%
Total 6423-00 · Membership Activities	14,016.62	27,882.90	-13,866.28	-49.7%
6490-00 · Classified Ads 6600-00 · Promotions/Giveaways 6701-00 · Market Study Reports/Research 6730-00 · Marketing Cooperative/Media 6740-00 · Media/Collateral/Production 6742-00 · Non-NLT Co-Op Marketing Program 6743-00 · BACC Marketing Programs 6743-01 · Shop Local	275.00 32.14 402.40 1,024,371.00 99.00 17,848.21 4,335.61	0.00 0.00 314.61 888,015.00 0.00 13,634.92 8,370.43	275.00 32.14 87.79 136,356.00 99.00 4,213.29 -4,034.82	100.0% 100.0% 27.9% 15.4% 100.0% 30.9% -48.2%
6743-02 · Shopping Destination 6743-03 · Touch Lake Tahoe 6743-04 · High Notes	0.00 16,666.65 3,313.32	4,139.95 19,900.00 16,000.00	-4,139.95 -3,233.35 -12,686.68	-100.0% -16.3% -79.3%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison July 2016 through March 2017

	Jul '16 - Mar 17	Jul '15 - Mar 16	\$ Change	% Change
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	25,292.38	48,410.38	-23,118.00	-47.8%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-1,093.06	-26.25	-1,066.81	-4,064.0%
51100 · Freight and Shipping Costs	1,261.09	851.13	409.96	48.2%
59900 · POS Inventory Adjustments	237.04	-240.73	477.77	198.5%
8100-00 · Cost of Goods Sold - Other	31,231.41	29,491.21	1,740.20	5.9%
Total 8100-00 · Cost of Goods Sold	31,636.48	30,075.36	1,561.12	5.2%
8200-00 · Associate Relations	2,786.50	3,519.69	-733.19	-20.8%
8300-00 · Board Functions	1,701.78	1,632.40	69.38	4.3%
8500-00 · Credit Card Fees	4,752.50	5,672.81	-920.31	-16.2%
8700-00 · Automobile Expenses	3,618.79	5,580.14	-1,961.35	-35.2%
8750-00 · Meals/Meetings	3,627.55	4,309.73	-682.18	-15.8%
8810-00 · Dues & Subscriptions	7,381.14	16,753.30	-9,372.16	-55.9%
8910-00 · Travel	9,811.76	4,574.27	5,237.49	114.5%
8920-00 · Bad Debt	18,005.25	0.00	18,005.25	100.0%
8930-00 · Prior Period Adjustments	0.00	-7,202.88	7,202.88	100.0%
Total Expense	2,941,688.72	2,750,219.75	191,468.97	7.0%
Net Ordinary Income	190,146.61	61,289.34	128,857.27	210.2%
Other Income/Expense				
Other Expense	0.00	0.00	0.00	400.00/
Balancing Adjustments	0.08	0.00	0.08	100.0%
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.08	0.00	0.08	100.0%
Net Other Income	-0.08	0.00	-0.08	-100.0%
Net Income	190,146.53	61,289.34	128,857.19	210.2%

04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual July 2016 through March 2017

Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
7.425.00			
2,831,985.00	2,831,988.80	-3.80	100.0%
104,625.47	92,948.76	11,676.71	112.6%
675.00	3,000.01	-2,325.01	22.5%
5 224 42	7 200 00	1 065 59	72.7%
•	7,200.00	-1,905.56	12.170
16,516.00	30,800.00	-14,284.00	53.6%
23,150.42	38,000.00	-14,849.58	60.9%
500.00	5 500 00	-5 000 00	9.1%
	,	,	90.7%
0.00	3,000.00	-3,000.00	0.0%
	·		
11,125.88	0.00	'	100.0%
88,056.72	95,502.00	-7,445.28	92.2%
99,182.60	95,502.00	3,680.60	103.9%
59,146.84	78,017.00	-18,870.16	75.8%
3,131,889.33	3,153,689.57	-21,800.24	99.3%
54.00	0.00	F4 00	100.0%
			100.0%
			100.0%
3,131,835.33	3,153,689.57	-21,854.24	99.3%
0.040.04			
2,048.21			
34 943 32	19 500 02	15 443 30	179.2%
,		,	95.2%
86,709.60	118,102.90	-31,393.30	73.4%
3,221.49	10,992.80	-7,771.31	29.3%
25,699.35	30,719.50	-5,020.15	83.7%
			52.8%
			87.0%
1,028,460.14	1,183,524.95	-155,064.81	86.9%
0 200 20	10 000 51	2 040 24	67.8%
			122.5%
			85.5%
110,922.24	108,749.34	2,172.90	102.0%
132,530.69	133,990.66	-1,459.97	98.9%
22,102.04	20,785.31	1,316.73	106.3%
224.85	0.00	224.85	100.0%
22,326.89	20,785.31	1,541.58	107.4%
1,000.00	0.00	1,000.00	100.0%
			100.0%
		· · · · · · · · · · · · · · · · · · ·	79.2%
3,245.49	2,170.03	1,075.46	149.6%
6,099.92	6,450.08	-350.16	94.6%
1,811.05	0.00	1,811.05	100.0%
1,811.05 8,447.27 10,258.32	0.00 12,487.53 12,487.53	1,811.05 -4,040.26	100.0% 67.6% 82.1%
	$\begin{array}{c} 7,425.00\\ 2,831,985.00\\ 104,625.47\\ 675.00\\ \hline\\ 5,234.42\\ 300.00\\ 1,100.00\\ 16,516.00\\ \hline\\ 23,150.42\\ \hline\\ 500.00\\ 5,199.00\\ 0.00\\ \hline\\ 11,125.88\\ 88,056.72\\ \hline\\ 99,182.60\\ \hline\\ 59,146.84\\ \hline\\ 3,131,889.33\\ \hline\\ 54.00\\ \hline\\ 54.00\\ \hline\\ 54.00\\ \hline\\ 3,131,835.33\\ \hline\\ 2,048.21\\ \hline\\ 34,943.32\\ 74,155.38\\ 86,709.60\\ 3,221.49\\ 25,699.35\\ 2,908.41\\ 800,822.59\\ \hline\\ 1,028,460.14\\ \hline\\ 8,289.30\\ 7,266.75\\ 6,052.40\\ 110,922.24\\ \hline\\ 132,530.69\\ \hline\\ 22,102.04\\ 224.85\\ \hline\\ 22,326.89\\ \hline\\ 1,000.00\\ 526.84\\ 1,718.65\\ \hline\\ 3,245.49\\ \hline\end{array}$	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	$\begin{array}{c c c c c c c c c c c c c c c c c c c $

04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
5530-00 · Visitor Communications - Other	-109.00	460.00	-569.00	-23.7%
5610-00 · Depreciation	1,781.03	5,558.29	-3,777.26	32.0%
5700-00 · Equipment Support & Maintenance	10,279.95	9,690.78	589.17	106.1%
5710-00 · Taxes, Licenses & Fees	7,387.31	7.494.08	-106.77	98.6%
5740-00 · Equipment Rental/Leasing	11,854.16	13,924.61	-2.070.45	85.1%
5800-00 · Training Seminars	6,271.72	9,000.00	-2,728.28	69.7%
5810-00 · Public Outreach	1,650.00	1,130.00	520.00	146.0%
5815 · Training Video Series	7,534.05	20,000.00	-12,465.95	37.7%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,827.07			
5910-00 · Professional Fees - Attorneys	3,438.19	0.00	3,438.19	100.0%
5920-00 · Professional Fees - Accountant	35,862.00	0.00	35,862.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	20,000.00	-18,750.00	6.3%
Total 5900-00 · Professional Fees	52,377.26	20,000.00	32,377.26	261.9%
5940-00 · Research & Planning Membership	3,000.00	4,000.00	-1,000.00	75.0%
5941-00 · Research & Planning	21,898.55	75,952.00	-54,053.45	28.8%
5948-00 · Transportation Projects 5953-00 · Summer Traffic Management (S-2)	-1,593.65	37,000.00	-38,593.65	-4.3%
Total 5948-00 · Transportation Projects	-1,593.65	37,000.00	-38,593.65	-4.3%
	- 1,000.00	01,000.00	-00,000.00	-7.070
6020-00 · Programs 6015-00 · Cross Country	4,000.00			
6016-00 · Community Marketing Programs	35,648.00	60,000.00	-24,352.00	59.4%
Total 6020-00 · Programs	39.648.00	60,000.00	-20,352.00	
-	00,040.00	00,000.00	-20,352.00	00.178
6023-00 · Autumn Food & Wine	47.00	0.00	47.00	100.0%
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media 6023-00 · Autumn Food & Wine - Other	1,500.00	0.00	20.240.09	100.00/
	29,349.98	0.00	29,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	32,792.86	100.0%
6420-00 · Sponsorship	(= 100.00		(=	(22.22)
6420-01 · WinterWonderGrass_Tahoe	15,400.00	0.00	15,400.00	100.0%
6421-00 · New Event Development	9,275.88	0.00	9,275.88	100.0%
6428-00 · Dues & Subscriptions 6420-00 · Sponsorship - Other	109.40 349,114.10	455,000.00	-105,885.90	76.7%
Total 6420-00 · Sponsorship				
	373,899.38	455,000.00	-81,100.62	82.2%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	4,185.00	6,375.01	-2,190.01	65.6%
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	100.0%
6434-00 · Community Awards Dinner	1,140.00	0.00	1,140.00	100.0%
6441-00 · Membership - Miscellaneous Exp 6442-00 · Public Relations/Website	37.05 81.00	0.00 0.00	37.05 81.00	100.0% 100.0%
6443-00 · Membership - Bridal Faire	75.63	0.00	75.63	100.0%
6423-00 · Membership Activities - Other	6,496.70	17,612.00	-11,115.30	36.9%
Total 6423-00 · Membership Activities	14,016.62	23,987.01	-9,970.39	58.4%
6490-00 · Classified Ads	275.00	500.00	-225.00	55.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	402.40	0.00	402.40	100.0%
6730-00 · Marketing Cooperative/Media	1,024,371.00	1,011,314.00	13,057.00	101.3%
6740-00 · Media/Collateral/Production	99.00	3,750.02	-3,651.02	2.6%
6742-00 · Non-NLT Co-Op Marketing Program	17,848.21	65,143.00	-47,294.79	27.4%
6743-00 · BACC Marketing Programs		_		
6743-01 · Shop Local	4,335.61	0.00	4,335.61	100.0%
6743-03 · Touch Lake Tahoe	16,666.65	0.00	16,666.65	100.0%
6743-04 · High Notes	3,313.32	0.00	3,313.32	100.0%
6743-05 · Peak Your Adventure 6743-00 · BACC Marketing Programs - Other	976.80 0.00	0.00 60,300.00	976.80 -60,300.00	100.0% 0.0%
Total 6743-00 · BACC Marketing Programs	25,292.38	60,300.00	-35,007.62	41.9%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
1300-00 Haue OHOWS/Havel	15.00	0.00	10.00	100.076

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual July 2016 through March 2017

Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
-1,093.06	0.00	-1,093.06	100.0%
1,261.09	0.00	1,261.09	100.0%
237.04	0.00	237.04	100.0%
31,231.41	43,910.00	-12,678.59	71.1%
31,636.48	43,910.00	-12,273.52	72.0%
2,786.50	4,600.00	-1,813.50	60.6%
1,701.78	3,350.00	-1,648.22	50.8%
4,752.50	4,590.00	162.50	103.5%
3,618.79	5,947.54	-2,328.75	60.8%
3,627.55	4,575.07	-947.52	79.3%
7,381.14	7,800.03	-418.89	94.6%
9,811.76	10,573.54	-761.78	92.8%
18,005.25			
2,941,688.72	3,349,958.53	-408,269.81	87.8%
190,146.61	-196,268.96	386,415.57	-96.9%
0.08			
0.00	-196,269.00	196,269.00	0.0%
0.08	-196,269.00	196,269.08	-0.0%
-0.08	196,269.00	-196,269.08	-0.0%
190,146.53	0.04	190,146.49	475,366,325.0%
	-1,093.06 1,261.09 237.04 31,231.41 31,636.48 2,786.50 1,701.78 4,752.50 3,618.79 3,627.55 7,381.14 9,811.76 18,005.25 2,941,688.72 190,146.61 0.08 0.00 0.08	$\begin{array}{c c c c c c c c c c c c c c c c c c c $	$\begin{array}{c c c c c c c c c c c c c c c c c c c $

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance March 2017

Accrua) Basis			March 2017						
	Mar 17	Budget	\$ Over Budget	% of Budget	Jul '16 - Mar 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
Ordinary Income/Expense									
Income 4205-00 · Conference Dues	825.00				7,425.00				
4050-00 · County of Placer TOT Funding 4200-00 · Membership Dues 4201-00 · New Member Fees 4250-00 · Revenues-Membership Activities	314,665.00 11,701.67 75.00	314,665.40 10,877.08 333.33	-0.40 824.59 -258.33	100.0% 107.6% 22.5%	2,831,985.00 104,625.47 675.00	2,831,988.80 92,948.76 3,000.01	-3.80 11,676.71 -2,325.01	100.0% 112.6% 22.5%	3,775,985.00 125,580.00 4,000.00
4261-00 · Revenue-Tue AM Breakfast Club 4250-01 · Community Awards 4250-02 · Tourism Summit	585.00 300.00 0.00	800.00	-215.00	73.1%	5,234.42 300.00 1,100.00	7,200.00	-1,965.58	72.7%	9,600.00
4250-00 · Revenues-Membership Activities - Other	9,720.00	5,000.00	4,720.00	194.4%	16,516.00	30,800.00	-14,284.00	53.6%	70,050.00
Total 4250-00 · Revenues-Membership Activities	10,605.00	5,800.00	4,805.00	182.8%	23,150.42	38,000.00	-14,849.58	60.9%	79,650.00
4252-00 · Revenue - Sponsorships 4502-00 · Non-Retail VIC income 4503 · Visitor Guide Income 4600-00 · Commissions	0.00 7.00 0.00	2,400.00 637.00 0.00	-2,400.00 -630.00 0.00	0.0% 1.1% 0.0%	500.00 5,199.00 0.00	5,500.00 5,733.00 3,000.00	-5,000.00 -534.00 -3,000.00	9.1% 90.7% 0.0%	7,000.00 7,644.00 3,000.00
4601-00 · Commissions - South Shore 4600-00 · Commissions - Other	1,880.71 -2,512.26	0.00 3,485.00	1,880.71 -5,997.26	100.0% -72.1%	11,125.88 88,056.72	0.00 95,502.00	11,125.88 -7,445.28	100.0% 92.2%	0.00 135,000.00
Total 4600-00 · Commissions	-631.55	3,485.00	-4,116.55	-18.1%	99,182.60	95,502.00	3,680.60	103.9%	135,000.00
46000 · Merchandise Sales	4,807.54	5,064.00	-256.46	94.9%	59,146.84	78,017.00	-18,870.16	75.8%	114,886.00
Total Income	342,054.66	343,261.81	-1,207.15	99.6%	3,131,889.33	3,153,689.57	-21,800.24	99.3%	4,252,745.00
Cost of Goods Sold									
52900 · Purchases - Resale Items	0.00	0.00	0.00	0.0%	54.00	0.00	54.00	100.0%	0.00
Total COGS	0.00	0.00	0.00	0.0%	54.00	0.00	54.00	100.0%	0.00
Gross Profit	342,054.66	343,261.81	-1,207.15	99.6%	3,131,835.33	3,153,689.57	-21,854.24	99.3%	4,252,745.00
Expense 5850-00 · Artist of Month - Commissions 5000-00 · Salaries & Wages	0.00	2 466 65	2 465 66	0.0%	2,048.21	10 500 60	15 442 20	170.0%	26 000 00
5010-00 · Sales Commissions 5020-00 · P/R - Tax Expense	0.00 9,126.23	2,166.66 11,596.00	-2,166.66 -2,469.77	0.0% 78.7%	34,943.32 74,155.38	19,500.02 77,916.70	15,443.30 -3,761.32	179.2% 95.2%	26,000.00 101,297.00
5030-00 · P/R - Health Insurance Expense 5040-00 · P/R - Workmans Comp	5,957.33 976.50	12,178.00 1,221.40	-6,220.67 -244.90	48.9% 79.9%	86,709.60 3,221.49	118,102.90 10,992.80	-31,393.30 -7,771.31	73.4% 29.3%	152,836.00 14,657.00
5060-00 · 401 (k) 5070-00 · Other Benefits and Expenses	4,264.36 253.91	4,574.00 633.39	-309.64 -379.48	93.2% 40.1%	25,699.35 2,908.41	30,719.50 5,509.73	-5,020.15 -2,601.32	83.7% 52.8%	39,937.00 7,328.00
5000-00 · Salaries & Wages - Other	142,179.59	137,112.00	5,067.59	103.7%	800,822.59	920,783.30	-119,960.71	87.0%	1,197,072.00
Total 5000-00 · Salaries & Wages 5100-00 · Rent	162,757.92	169,481.45	-6,723.53	96.0%	1,028,460.14	1,183,524.95	-155,064.81	86.9%	1,539,127.00
5110-00 · Utilities 5140-00 · Repairs & Maintenance	1,068.32 1,305.83	1,358.83 658.91	-290.51 646.92	78.6% 198.2%	8,289.30 7,266.75	12,229.51 5,930.27	-3,940.21 1,336.48	67.8% 122.5%	16,306.00 7,907.00
5150-00 · Office - Cleaning 5100-00 · Rent - Other	550.00 12,319.36	786.82 12,083.22	-236.82 236.14	69.9% 102.0%	6,052.40 110,922.24	7,081.54 108,749.34	-1,029.14 2,172.90	85.5% 102.0%	9,442.00 144,999.00
Total 5100-00 · Rent	15,243.51	14,887.78	355.73	102.4%	132,530.69	133,990.66	-1,459.97	98.9%	178,654.00
5310-00 - Telephone 5320-00 - Telephone 5350-00 - Internet	2,625.84 0.00	2,287.23 0.00	338.61 0.00	114.8% 0.0%	22,102.04 224.85	20,785.31 0.00	1,316.73 224.85	106.3% 100.0%	27,647.00 0.00
Total 5310-00 · Telephone	2,625.84	2,287.23	338.61	114.8%	22,326.89	20,785.31	1,541.58	107.4%	27,647.00
5420-00 · Mail - USPS 5470-00 · Mail - UPS	0.00	0.00	0.00	0.0%	1,000.00	0.00	1,000.00	100.0%	0.00
5480-00 · Mail - Fed Ex 5420-00 · Mail - USPS - Other	0.00 225.00	0.00 229.99	0.00 -4.99	0.0% 97.8%	526.84 1,718.65	0.00 2,170.03	526.84 -451.38	100.0% 79.2%	0.00 2,860.00
Total 5420-00 · Mail - USPS	225.00	229.99	-4.99	97.8%	3,245.49	2,170.03	1,075.46	149.6%	2,860.00
5510-00 · Insurance/Bonding	264.42	716.64	-452.22	36.9%	6,099.92	6,450.08	-350.16	94.6%	8,600.00
5520-00 · Supplies 5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	606.14 672.97	0.00 1,387.49	606.14 -714.52	100.0% 48.5%	1,811.05 8,447.27	0.00	1,811.05 -4,040.26	100.0% 67.6%	0.00
Total 5520-00 · Supplies	1,279.11	1,387.49	-108.38	92.2%	10,258.32	12,487.53	-2,229.21	82.1%	16,650.00
5530-00 - Visitor Communications - Other 5610-00 - Depreciation	0.00	260.00	-260.00	0.0%	-109.00	460.00	-569.00	-23.7%	460.00
5700-00 · Equipment Support & Maintenance	233.02 1,839.71	617.57 1,076.74	-384.55 762.97	37.7% 170.9%	1,781.03 10,279.95	5,558.29 9,690.78	-3,777.26 589.17	32.0% 106.1%	7,411.00 12,921.00
5710-00 · Taxes, Licenses & Fees 5740-00 · Equipment Rental/Leasing	-228.91 1,298.23	832.64 1,547.13	-1,061.55 -248.90	-27.5% 83.9%	7,387.31 11,854.16	7,494.08 13,924.61	-106,77 -2,070,45	98.6% 85.1%	9,992.00 18,566.00
5800-00 · Training Seminars 5810-00 · Public Outreach	900.00 1,650.00	0.00 0.00	900.00 1,650.00	100.0% 100.0%	6,271.72 1,650.00	9,000.00 1,130.00	-2,728.28 520.00	69.7% 146.0%	15,715.00 1,130.00
5815 - Training Video Series 5820 - Sales CRM/CMS	0.00				7,534.05 2,373.94	20,000.00 21,000.00	-12,465.95 -18,626.06	37.7% 11.3%	20,000.00 21,000.00
5900-00 · Professional Fees					11,827.07	21,000.00	10,020.00	111075	21,000.00
5921-00 · Professional Fees - Other 5910-00 · Professional Fees - Attorneys 5920-00 · Professional Fees - Accountant 5900-00 · Professional Fees - Other	0.00 1,458.19 0.00 0.00	0.00 0.00 1,650.00	1,458.19 0.00 -1,650.00	100.0% 0.0% 0.0%	3,438.19 35,862.00 1,250.00	0.00 0.00 20,000.00	3,438.19 35,862.00 -18,750.00	100.0% 100.0% 6.3%	0.00 0.00 21,000.00
Total 5900-00 · Professional Fees	1,458.19	1,650.00	-191.81	88.4%	52,377.26	20,000.00	32,377.26	261.9%	21,000.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	0.0%	3,000.00	4,000.00	-1,000.00	75.0%	5,000.00
5941-00 · Research & Planning 5948-00 · Transportation Projects	3,780.00	7,700.00	-3,920.00	49.1%	21,898.55	75,952.00	-54,053.45	28.8%	90,000.00
5953-00 · Summer Traffic Management (S-2)	0.00	27,000.00	-27,000.00	0.0%	-1,593.65	37,000.00	-38,593.65	-4.3%	47,000.00
Total 5948-00 · Transportation Projects 6020-00 · Programs	0.00	27,000.00	-27,000.00	0.0%	-1,593.65	37,000.00	-38,593.65	-4.3%	47,000.00
6015-00 · Cross Country 6016-00 · Community Marketing Programs	0.00	0.00	0.00	0.0%	4,000.00 35,648.00	60,000.00	-24,352.00	59.4%	80,000.00
Total 6020-00 · Programs	0.00	0.00	0.00	0.0%	39,648.00	60,000.00	-20,352.00	66.1%	80,000.00
6023-00 · Autumn Food & Wine 6025-00 · AFW- Postage 6028-00 · AFW-Operations	0.00				17.88 1,925.00	0.00	17.88	100.0%	0.00
6030-00 • AFW-Media 6023-00 • Autumn Food & Wine - Other	0.00 0.00	0.00	0.00	0.0%	1,500.00 29,349.98	0.00	29,349.98	100.0%	0.00
Total 6023-00 • Autumn Food & Wine	0.00	0.00	0.00	0.0%	32,792.86	0.00	32,792.86	100.0%	0.00
6420-00 · Sponsorship									
6420-01 · WinterWonderGrass_Tahoe 6421-00 · New Event Development	0.00 0.00	0.00 0.00	0.00 0.00	0.0% 0.0%	15,400.00 9,275.88	0.00 0.00	15,400.00 9,275.88	100.0% 100.0%	0.00 0.00
6428-00 · Dues & Subscriptions 6420-00 · Sponsorship - Other	0.00 27,500.00	35,000.00	-7,500.00	78.6%	109.40 349,114.10	455,000.00	-105,885.90	76.7%	524,000.00
Total 6420-00 · Sponsorship	27,500.00	35,000.00	-7,500.00	78.6%	373,899.38	455,000.00	-81,100.62	82.2%	524,000.00
rom energy sponsoramy	21,000.00	00,000.00	-1,000.00	, 0.075	510,000.00	.00,000.00	01,100.02	JL.L 10	524,500,00

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04/25/17

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance March 2017

6432-00 Nembership Newsletter 0.00 </th <th></th> <th>Mar 17</th> <th>Budget</th> <th>\$ Over Budget</th> <th>% of Budget</th> <th>Jul '16 - Mar 17</th> <th>YTD Budget</th> <th>\$ Over Budget</th> <th>% of Budget</th> <th>Annual</th>		Mar 17	Budget	\$ Over Budget	% of Budget	Jul '16 - Mar 17	YTD Budget	\$ Over Budget	% of Budget	Annual
647.00 - Tuenday Morming Breakfast Club 0.00 798.33 -709.33 0.0% 2,715.01 -2,718.01 65.5% 6 6432.00 Ministenting - Newsite 1,10.00 0.00 0.00% 2,716.01 0.00 2,716.01 65.5% 6 6443.00 Ministenting - Niscelianeeue Exp 1,0.00 0.00 0.00 0.00 1,716.00 0.00 57.05 100.00% 6443.00 Ministenting - Other 0.00 0.00 0.00 0.00 1,116.00 100.00% 6443.00 Ministenting - Other 736.00 0.00 <td< td=""><td>6423-00 · Membershin Activities</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	6423-00 · Membershin Activities									
612.00 : Membership - Envelopiter 0.00 0.00 0.00 0.00 0.00 2.001.24 0.00 2.001.24 100.075 6434.00 : Comminy Award Sinter Env 0.00 0.00 0.00 0.00 0.00 0.00 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 11.40.00 100.075 11.40.00 100.075 11.40.00 100.075 11.40.00 10.00.075 11.40.00 10.00.075 11.40.00 10.00.075 11.40.00 10.00.075 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 12.41 10.00.05 10.00.05		0.00	708.33	-708.33	0.0%	4,185.00	6,375.01	-2,190.01	65.6%	8
643-0- Community Awards Dinner 1,140.00 0.00 1,140.00 100.0% 1,40.00 100.0% 644.00- Kumkership - Machineaue Erp 0.00 0.00 0.00 0.00 75.63 100.0% 644.00- Kumkership - Machineaue Erp 0.00 0.00 0.05% 75.63 0.00 75.63 100.0% 643.00- Kumkership Activities 1.516.60 1.286.33 220.30 117.0% 14,016.62 23,867.01 -9.570.39 55.4% 644.00- Classified Ada 0.00 0.00 0.00 0.00 0.00 45.460 100.0% 677.00- Maching Cooperative/Media 63.230.00 61.700.00 1.544.00 100.0% 402.40 100.0% 677.00- Maching Cooperative/Media 63.230.00 61.700.00 1.544.00 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100.0% 402.40 100			0.00	0.00	0.0%	2,001.24	0.00	2,001.24	100.0%	
644-00 · Membership - Miscellaneous Exp 0.00		1,140.00	0.00	1,140.00	100.0%	1,140.00	0.00	1,140.00	100.0%	
644.20 · Fublic Relations/Weblate 0.00 0.00 0.00 0.00 81.00 100.0% 643.20 · Membership Advittis - Oher 376.69 582.00 -211.31 644.00 176.18 100.0% 100.0% 100.0% 111.13.0 38.5% 32 17.016 452.00 · Membership Advittis - Oher 376.69 582.00 -211.31 644.00 176.18 23.967.01 -977.03 68.4% 49.900.0 -225.00 55.0% 100.0% 111.13.0 38.5% 32 645.00 · Membership Advittis - Oher 0.00 0.00 0.00% 427.64 0.00 4.22.44 0.00 4.22.44 100.0% 15.457.00 111.35.40 13.057.00 101.35.47.00 3.507.61 100.0% 4.32.44.70 101.35.47.00 3.507.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61 100.0% 4.33.61							0.00	37.05	100.0%	
6443-00 - Mambership Activities 0.00 0.00 0.00 75.83 0.00 75.83 100.0% 6432-00 - Membership Activities 1,516.66 1,296.33 20.36 117.0% 14,016.82 23,887.01 -9,870.39 58.4% - 6493-00 - Classified Ads 0.00 0.00 0.00 0.0% 275.03 50.00 -225.00 55.9% 6490-00 - Classified Ads 0.00 0.00 0.0% 427.04 0.00 422.00 100.0% 225.00 55.9% 667.40 100.0% 422.00 100.0% 422.00 101.3% 12.2 2.8% 100.0% 422.00 100.0% 422.00 100.0% 422.00 100.0% 423.60 100.0% 423.60 100.0% 102.5% 100.0% 102.5% 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% 423.61 100.0% <td></td> <td></td> <td>0.00</td> <td>0.00</td> <td>0.0%</td> <td>81.00</td> <td>0.00</td> <td>81.00</td> <td>100.0%</td> <td></td>			0.00	0.00	0.0%	81.00	0.00	81.00	100.0%	
été2300 Membership Activities - Other 376.69 588.00 -211.31 64.1% 6.46.70 17.7612.00 -11.11.5.0 39.9% 58 Total 6423-00 - Membership Activities 1,516.60 1.296.33 220.36 117.0% 140.16.62 23.987.01 -9.470.39 584.4% 584.4% 6400-00 - Crissifierd As 0.00 0.00 0.0% 272.60 50.0% 100.0% 222.60 55.0% 6400-00 - Crissifierd As 0.00 0.00 0.0% 1.22.40 0.00 402.40 100.0% 6773-09 - Merinal Collaterall/Portuction 69.00 410.66 -317.66 23.845 99.00 3,750.02 -3.851.02 2.8% 6774-09 - Foncking Programs 19.59 0.00 135.59 100.0% 47.335.61 0.00 4.333.61 100.0% 674.40 10.857.41 0.00 14.566.65 100.0% 674.40 16.666.85 100.0% 674.40 16.666.85 100.0% 674.40 16.666.85 100.0% 674.40 10.857.41 0.00 0.350.00 3.3								75.63	100.0%	
House House <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>35</td></th<>										35
6500 do Promotionard/seaways 0.00 22.14 6774.00 Marketing CooperativeMedia 63.200.00 61.706.00 1.54.40 102.254 100.111.344.00 13.027.00 101.344.00 6774.00 Marketing CooperativeMedia 63.200.00 61.706.00 1.54.60 102.254 100.075 402.40 100.076 42.74 100.770.0 101.344.00 13.027.00 101.344.00 13.027.00 101.344.00 13.027.00 101.344.00 13.027.00 101.344.00 13.027.00 100.076 4.33.51 0.00 1.076.00 1.076.00 1.076.00 1.076.00 1.076.00 100.076 4.33.51 100.076 4.33.51 100.076	Total 6423-00 · Membership Activities	1,516.69	1,296.33	220.36	117.0%	14,016.62	23,987.01	-9,970.39	58.4%	4
cfroid of Market Study Reports/Research 0.00 0.00 0.00 402.40 40.00 402.40 100.0% 6774.00 Marketing Cooperative/Media 65.200.00 416.46 -317.64 21.00.0% 17.442.1 01.134.00 13.057.00 2.351.02 2.8% 12.00.0% 17.442.1 01.00.5% 1.02.442.1 01.00.5% 1.02.442.1 01.00.5% 1.02.442.1 01.00.5% 1.00.0% 17.442.1 01.00.5% 1.00.0% 17.442.1 01.00.5% 1.00.0%			0.00	0.00	0.0%		500.00	-225.00	55.0%	
6723.00 Marketing Cooperative/Media 63,250,00 61,708,00 1,204,371,00 1,011,314,00 13,057,00 101,38, 11,27 6742.00 Media/Collateral/Program 91,00 416,66 -317,66 23,8% 90,00 47,56,4 00,0% 17,442,21 65,143,00 47,224,79 22,4% 100,0% 6742.00 Media/Collateral/Programs 91,57,54 00,00 10,59 100,0% 4,335,61 0,00 4,335,61 0,00 4,335,61 0,00 4,335,61 0,00 4,335,61 0,00 4,335,61 0,00 6,700,00 0,00 0,00 0,00 9,768,60 0,00 9,768,60 0,00 9,768,60 0,00 9,768,60 0,00 0,00 6,700,00 -3,347,08 50,0% 25,292,38 60,300,00 -35,007,82 41,9% 10 7580.40 Trada frata-on conternece - PUD 0,00 0,00 0,00 0,00 10,00% 15,00 10,00% 10,00% 10,00% 10,00% 10,00% 10,00% 10,00% 10,00% <td></td>										
Gr24 of Media/Collateral/Production 1900 416.66 -317.66 23.8% 99.00 3,750.02 -3,651.02 2.8% Gr24 of Non-INI Co-Op Marking Programs 9157.54 100.0% 17,848.21 65,143.00 44,235.61 0.00 4,355.61 100.0% 4335.81 0.00 4,355.61 100.0% 4335.81 0.00 100.0% 4335.81 100.0% 4335.81 100.0% 4335.81 100.0% 4335.81 100.0% 4335.81 100.0% 100.0% 100.0% 100.0% 100.0% 100.0%										
cfr22.00 Non-NLT Co-Op Marketing Program 9,157.54 0.00 9,157.54 100.0% 17,848.21 65,143.00 4.72,94.79 27.4% 6743.00 RACC Marketing Programs 19,59 0.00 19,59 100.0% 4,335.61 0.00 4,335.61 100.0% 673.43.1 100.0% 4,335.61 0.00 4,335.61 100.0% 673.43.1 100.0% 4,335.61 0.00 100.0% 673.43.1 0.00 3,313.32 100.0% 673.43.0 BACC Marketing Programs 0.00 0.00 0.00 978.80 0.00.00 978.80 0.00.00 978.80 0.00.00 978.80 0.00.00 0.0										1,28
1723-00 BACC Marketing Programs 100.0% 0.00 0.0										
673-3-01 - Shop Local 19.59 0.00 19.59 100.0% 4,335.51 0.00 4,335.51 100.0% 673-30 - Druch Lake Tahee 0.333.33 0.00 0.00 0.00 0.00 3,313.32 100.0% 673-30 - Back Your Adventure 0.00 6,700.00 -6,700.00 0.0% 0.00 6,700.00 -6,700.00 0.0% 0.00 6,700.00 -6,300.00 -46,300.00 -46,300.00 -46,300.00 -46,300.00 -46,300.00 -46,300.00 -46,300.00 -46,300.00 -46,300.00 -60,300.00 -46,300.00 -60,300.00 -46,300.00 -46,300.00 -60,300.00 -46,90 -46,90 -46,90 -46,90 -46,90		9,157.54	0.00	9,157.54	100.0%	17,848.21	65,143.00	-47,294.79	27.4%	8
673.3.3 Touch Lake Tahoe 3.33.33 0.00 3.33.33 100.0% 16.660.65 0.00 100.0% 673.43.4 High Notes 0.00 0.00 0.00 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 3.31.32 0.00 <td>6743-00 · BACC Marketing Programs</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td>	6743-00 · BACC Marketing Programs									
673.04 - High Nors 0.00 0.00 0.00 0.00 0.00 3.313.32 0.00 3.313.32 100.0% 673.05 - Peak Your Adventure 0.00 0.00 0.00 0.00 0.00 0.00 678.80 0.00 60,300.00 -60,300.00 0.0% 80 701al 5743-00 - BACC Marketing Programs 3.352.92 6,700.00 -6,700.00 0.0% 0.00 60,300.00 -60,300.00 -60,300.00 0.0% 25,202.38 60,300.00 0.0	6743-01 · Shop Local	19.59	0.00	19.59						
673.40.5 Peak Your Adventure 0.00 0.00 6.00 678.80 0.00 678.80 0.00 66.300.00 -66.300.00<	6743-03 · Touch Lake Tahoe	3,333.33	0.00	3,333.33	100.0%	16,666.65	0.00	16,666.65	100.0%	
6743-00 · BACC Marketing Programs - Other 0.00 6,700.00 -6,700.00 0.0% 0.00 60,300.00 -60,300.00 0.0% 800 Total 5743-00 · BACC Marketing Programs 3,352.92 6,700.00 -3,347.08 50.0% 25,222.88 60,300.00 .60,300.00 .000 0.00% 100.00 0.00 0.00% 0.00 0.00% 15.00 0.00% 100.0% 15.00 100.0% 15.00 100.0% 15.00 100.0% 100.0% 15.00 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 100.0% 128.109 100.0% 128.109 100.0% 128.109 100.0% 128.109 100.0% 128.10 128.100 128.108 100.0% 128.108 100.0% 128.108 128.05 128.55 31.231.41 43.910.00 128.278.22 72.0% 100.0% 128.100 128.278.50 100.0% 128.278.50 128.05	6743-04 · High Notes	0.00	0.00	0.00	0.0%	3,313.32	0.00	3,313.32		
Order Order Order Order Order Order Total 674.00 · BACC Marketing Programs 3,352.92 6,700.00 -3,347.08 50.0% 25,222.38 60,300.00 -35,007.62 41.9% 41.9% 7253-00 · Conference - PUD 0.00 10.00,% 15.00 100.0% 12.81.41 43.910.00 12.273.52 772.0% 0 12.876.83 11.1% 100.0% 12.876.83 100.0% 12.876.83 100.0% 12.876.83 100.0% 12.876.83 100.0% 12.876.83<	6743-05 · Peak Your Adventure	0.00	0,00	0.00	0.0%	976.80	0.00	976.80	100.0%	
T253-00 - Conference - PUD 7500-00 - Trade Shows/Travel 0.00 0.00 15.00 0.00 0.00 1.093.06 1.093.06 0.00 -1.093.06 0.00 -1.093.06 100.0% 550.00 237.04 100.0% 550.00 237.04 0.00 237.04 100.0% 550.00 237.04 100.0% 237.05 128.15.0 128.15	6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%	0.00	60,300.00	-60,300.00	0.0%	80
7500.00 · Trade Shows/Travel 0.00 0.00 0.00 15.00 100.0% 8100.00 · Cost of Goods Sold -110.12 0.00 -110.22 100.0% -1.093.08 0.00 -1.093.08 0.00 1.281.09 100.0% 61100 · Freight and Shipping Costs 20.59 0.00 205.95 100.0% 237.04 0.00 237.04 100.0% 6100-00 · Cost of Goods Sold 2,998.50 2,100.00 598.50 128.5% 31,231.41 43,910.00 -12,273.52 72.0% 0.00 8200-00 · Cost of Goods Sold 2,794.33 2,100.00 694.33 133.1% 31,836.48 43,910.00 -12,273.52 72.0% 0.05 8200-00 · Cast of Goods Sold 2,794.33 2,100.00 694.33 133.1% 31,836.48 43,910.00 -142,73.52 72.0% 0.05 8200-00 · Cast of Goods Sold 2,794.33 2,100.00 530.00 11.7% 1,701.78 3,350.00 -148.45.2 50.8% 8200-00 · Cast of Goods Sold 50.43 552.1% 3,618.79 5,947.54	Total 6743-00 · BACC Marketing Programs	3,352.92	6,700.00	-3,347.08	50.0%	25,292.38	60,300.00	-35,007.62	41.9%	8
B100-00 - Cost of Goode Sold										
S2000 - Purchase Discounts -110.12 0.00 -1.093.06 0.00 -1.093.06 100.0% S1100 - Freight and Shipping Costs 205.95 0.00 205.95 100.0% 1.281.09 0.00 237.04 100.0% S990 - POS Inventory Adjustments 0.00 0.00 0.00 0.00 237.04 0.00 237.04 100.0% 8100 - O - Cost of Goods Sold 2,794.33 2,100.00 694.33 133.1% 31,636.48 43,910.00 -12,678.59 71.1% 61 8200-00 - Cost of Goods Sold 2,794.33 2,100.00 694.33 133.1% 31,636.48 43,910.00 -12,678.59 71.0% 3 60 8200-00 - Cost of Goods Sold 2,794.33 2,00.00 -530.00 11.7% 1,701.78 3,350.00 -1,648.22 50.8% 500.00 -1,648.22 50.8% 50.8% 162.59 52.1% 3,618.79 5,947.54 -2,228.75 40.8% 596.50 10.8% 596.52 109.2% 3,627.55 4,575.07 -947.52 79.3% 596.00		0.00	0.00	0.00	0.0%	15.00	0.00	15.00	100.0%	
S100 Freight and Shipping Costs 20.595 0.00 205.95 100.0% 1.261.09 0.00 1.281.09 100.0% S900 - POS Inventory Adjustments 0.00 0.00 0.00 0.00 237.04 0.00 237.04 100.0% S100.0 - Cost of Goods Sold 2,698.50 2,100.00 598.50 128.5% 31,231.41 43,910.00 -12,678.59 71.1% 61 Total 8100-00 - Cost of Goods Sold 2,794.33 2,100.00 694.33 133.1% 31,636.48 43,910.00 -12,678.59 71.1% 61 8200-00 - Associate Relations 4.06 150.00 -145.94 2.7% 2.786.50 4.600.00 -181.3.50 60.6% 8300-00 - Eoard Functions 70.00 600.00 -550.00 11.7% 3.560.00 -1.642.50 103.5% 550.00 11.7% 3.560.00 1.642.50 103.5% 560.6% 4.752.50 4.550.00 1.643.25 50.8% 560.6% 4.752.50 4.575.07 -2.328.75 60.6% 5676.00 1.643.25 79.3% <td></td>										
5990 · POS Inventory Adjustments 0.00 0.00 0.00 0.00 237.04 0.00 -12,678.50 71.1% 61 8200-00 - Cost of Goods Sold 2,794.3 133.1% 31,630.68 13,910.00 -173.51 66.0% 4,752.50 4,575.07 -947.52 79.3% 670.00 6810.00 315.5% <td< td=""><td>52500 · Purchase Discounts</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	52500 · Purchase Discounts									
8100-00 · Cost of Godd's Sold - Other 2,698.50 2,100.00 598.50 128.5% 31,231.41 43,910.00 -12,678.59 71.1% 61 Total 8100-00 · Cost of Godd's Sold 2,794.33 2,100.00 694.33 133.1% 31,636.48 43,910.00 -12,678.59 72.0% 0 8200-00 · Associate Relations 4.06 150.00 -145.94 2.7% 2.786.50 4,600.00 -1813.50 60.6% 8300-00 · Catil Card Fees 336.49 510.00 -175.51 660.6% 4,752.50 4,590.00 103.5% 50.00 103.5% 50.00 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 60.8% 103.5% 72.0% 60.8% 103.5% 72.87.5 4.75.0% 79.4% 79.3% 78.1% 60.8% 60.8% 60.8% 60.8% 60.8%	51100 · Freight and Shipping Costs									
Total 8100-00 - Cost of Goods Sold 2,794.33 2,100.00 694.33 133.1% 31,636.48 43,910.00 -12,273.52 72.0% 8200-00 - Associate Relations 4.06 150.00 -145.54 2.7% 2,766.50 4,600.00 -1,813.50 60.6% 8300-00 - Board Functions 70.00 600.00 -530.00 11.7% 1,701.78 3,350.00 -1,648.22 50.8% 8500-00 - Credit Card Fees 336.49 510.00 -173.51 66.0% 4,752.50 4,590.00 102.50 103.5% 8700-00 - Meals/Meetings 640.93 558.31 516.2 109.2% 3,617.97 5,947.54 -2,328.75 60.8% 8810-00 - Travel 1,052.2 1,074.82 -22.50 97.9% 3,617.97 5,947.54 -2,328.75 60.8% 8810-00 - Travel 365.96 1,159.99 -794.03 31.5% 7,381.14 7,800.03 -418.89 94.6% 8920-00 - Bad Debt 987.75 97.5% -2.256.00 97.9% 9,317.6 10,573.54 -761.78	59900 · POS Inventory Adjustments	0.00	0.00							
8200-00 · Associate Relations 4.06 150.00 -145.94 2.7% 2.786.50 4.600.00 -1,813.50 60.8% 8300-00 · Board Functions 70.00 600.00 -530.00 11.7% 1,701.78 3,350.00 -1,648.22 50.8% 8500-00 · Credit Card Fees 336.49 510.00 -173.51 66.0% 4,752.50 4,500.00 -1648.22 50.8% 8700-00 · Mals/Meetings 336.49 510.00 -173.51 66.0% 4,752.50 4,575.07 -2,328.75 60.8% 8700-00 · Meals/Meetings 609.93 558.31 51.62 109.2% 3,627.55 4,575.07 -947.52 79.3% 8810-00 · Travel 1,052.32 1,074.82 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.8% 820-00 · Bad Debt 987.75 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4,22 rdinary Income 37,287.40 1,854.22 35,633.18 2,254.1% 190,146.61 -196,269.00	8100-00 · Cost of Goods Sold - Other	2,698.50	2,100.00	598.50	128.5%	31,231.41	43,910.00	-12,678.59	71.1%	61
8300-00 · Board Functions 70.00 600.00 -530.00 11.7% 1,701.78 3,350.00 -1,648.22 50.8% 8500-00 · Eoard Functions 336.49 510.00 -173.51 66.0% 4,752.50 4,590.00 162.50 103.5% 8500-00 · Eoard Functions 336.49 510.00 -173.51 66.0% 4,752.50 4,590.00 162.50 103.5% 8700-00 · Meals/Meetings 609.93 558.31 51.62 109.2% 3,627.55 4,575.07 -947.52 79.3% 8810-00 · Travel 1,052.32 1,074.82 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.8% 4.28 8920-00 · Bad Debt 987.75 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4.28 rdinary Income 37,287.40 1,854.22 35,633.18 2,254.1% 190,146.61 -196,269.00 366,415.57 -96.9% Balancing Adjustments 0.00 2,256.00 -2,256.00 0.0% 0.00 -	Total 8100-00 · Cost of Goods Sold	2,794.33	2,100.00	694.33	133.1%	31,636,48	43,910.00	-12,273.52	72.0%	6
8500-00 · Credit Card Fees 336.49 510.00 -173.51 66.0% 4,752.50 4,590.00 182.50 103.5% 8700-00 · Credit Card Fees 344.23 660.82 -316.59 52.1% 3,618.79 5,947.54 -2,328.75 60.8% 8700-00 · Automobile Expenses 344.23 660.82 -316.59 52.1% 3,618.79 5,947.54 -2,328.75 60.8% 8700-00 · Meals/Meetings 365.98 1,159.99 -794.03 31.5% 7,381.14 7,800.03 -418.89 94.6% 8910-00 · Travel 304,767.26 341,607.59 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.8% - rdiary Income 37,287.40 1,654.22 35,633.18 2,254.1% 190,146.61 -196,268.96 386,415.57 -96.9% Income/Expense	8200-00 · Associate Relations	4.06	150.00	-145.94	2.7%	2,786.50	4,600.00	-1,813.50		
8700-00 · Automobile Expenses 344.23 660.82 -316.59 52.1% 3 (81.79 5,947.54 -2.328.75 60.8% 8700-00 · Meals/Meetings 609.93 558.31 51.62 109.2% 3,627.55 4,575.07 -947.52 79.3% 8810-00 · Dues & Subscriptions 365.96 1,159.99 -794.03 31.5% 7,381.14 7,800.03 -418.89 94.6% 8910-00 · Travel 1,052.32 1,074.82 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.8% rotal Expense 304,767.26 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4,22 dinary Income 37,287.40 1,654.22 35,633.18 2,254.1% 190,146.61 -196,269.06 386,415.57 -96.9% B390-00 · Allocated 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 0.0% B399-00 · Allocated 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00	8300-00 · Board Functions	70.00	600.00	-530.00	11.7%					
8750-00 Meals/Meetings 609.93 558.31 51.62 109.2% 3,627.55 4,575.07 -947.52 79.3% 8810-00 Dues & Subscriptions 365.96 1,159.99 -794.03 31.5% 7,381.14 7,800.03 -418.89 94.6% 9810-00 Travel 1,052.22 1,074.82 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.8% 8910-00 Travel 987.75 -	8500-00 · Credit Card Fees	336.49	510.00	-173.51	66.0%	4,752.50	4,590.00	162.50		
8750-00 - Meals/Meetings 609.93 558.31 51.62 109.2% 3,627.55 4,575.07 -947.52 79.3% 8810-00 - Dues & Subscriptions 365.96 1,159.99 -794.03 31.5% 7,381.14 7,800.03 -418.89 94.6% 8910-00 - Travel 1,052.32 1,074.82 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.8% rotal Expense 304,767.26 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4,22 dinary Income 37,287.40 1,654.22 35,633.18 2,254.1% 190,146.61 -196,268.96 386,415.57 -96.9% Income/Expense er Expense 31,607.69 -2,256.00 -0.0% 0.00 -196,269.00 196,269.00 0.0% 0.0% syspo.00 · Allocated 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 0.0% -0.0% al Other Expense 0.00 -2,256.00 -2,256.00 0.0% 0.08	8700-00 · Automobile Expenses	344.23	660,82	-316.59	52.1%	3,618.79	5,947.54	-2,328.75	60.8%	
8810-00 · Dues & Subscriptions 365.96 1,159.99 -794.03 31.5% 7,381.14 7,800.03 -418.89 94.6% 8910-00 · Travel 1,052.2 1,074.82 -22.50 97.9% 9,811.76 10,573.54 -761.78 92.6% - 8910-00 · Travel 304,767.26 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4.28 rdinary Income 37,287.40 1,654.22 35,633.18 2,254.1% 190,146.61 -196,268.96 386,415.57 -96.9% - Income/Expense 314,000 2,256.00 -2,256.00 0.0% 0.00 -196,269.00 196,269.00 0.0% - S990-00 · Allocated 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0% -0.0%		609.93	558,31	51.62	109.2%	3,627.55	4,575.07	-947.52	79.3%	
8910-00 · Travel 8920-00 · Bad Debt 1,052.32 987.75 1,074.82 987.75 -22.50 341,607.59 97.9% 18,005.25 9,811.76 18,005.25 10,573.54 -761.78 92.8% Total Expense 304,767.26 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4.21 rdinary Income 37,287.40 1,654.22 35,633.18 2,254.1% 190,146.61 -196,268.96 386,415.57 -96.9% Income/Expense ret Expense Balancing Adjustments 8990-00 · Allocated 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 0.0% -0.0% al Other Expense 0.00 2,256.00 -2,256.00 0.0% 0.08 196,269.00 196,269.08 -0.0% ther Income 0.00 -2,256.00 2,256.00 0.0% 0.08 196,269.00 196,269.08 -0.0%		365.96	1.159.99	-794.03	31.5%	7,381,14	7,800.03	-418.89	94.6%	
9920-00 - Bad Debt 987.75 18,005.25 Total Expense 304,767.26 341,607.59 -36,840.33 89.2% 2,941,688.72 3,349,958.53 -408,269.81 87.8% 4,22 rdinary Income 37,287.40 1,654.22 35,633.18 2,254.1% 190,146.61 -196,268.96 386,415.57 -96.9% Income/Expense Salancing Adjustments 0.00 2,256.00 -2,256.00 0.0% 0.00 -196,269.00 196,269.00 0.0% 0.0% al Other Expense 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 0.0% -0.0% ther Income 0.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 -0.0%						9,811,76	10.573.54	-761.78	92.8%	-
Value Value <th< td=""><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>										
Lincome/Expense 0.00 0.08 0.08 0.00 0.08 0.00	Total Expense	304,767.26	341,607.59	-36,840.33	89.2%	2,941,688.72	3,349,958.53	-408,269.81	87.8%	4,2
Inter Expense 0.00	rdinary Income	37,287.40	1,654.22	35,633.18	2,254.1%	190,146.61	-196,268.96	386,415.57	-96.9%	
Balancing Adjustments 0.00 2,256.00 -2,256.00 0.0% 0.00 -196,269.00 196,269.00 0.0% balancing Adjustments 0.00 2,256.00 -2,256.00 0.0% 0.00 -196,269.00 196,269.00 0.0% tal Other Expense 0.00 -2,256.00 2,256.00 0.0% -0.08 196,269.00 196,269.00 -0.0% ther Income 0.00 -2,256.00 2,256.00 0.0% -0.08 196,269.00 -196,269.08 -0.0%										
8990-00 Allocated 0.00 2,256.00 -2,256.00 0.0% 0.00 -196,269.00 196,269.00 0.0% tal Other Expense 0.00 2,256.00 -2,256.00 0.0% 0.08 -196,269.00 196,269.00 0.0% ther Income 0.00 -2,256.00 2,256.00 0.0% 0.08 196,269.00 196,269.08 -0.0%		0.00				0.08				
ther Income 0.00 -2,256.00 2,256.00 0.0% -0.08 196,269.00 -196,269.08 -0.0%			2,256.00	-2,256.00	0.0%		-196,269.00	196,269.00	0.0%	
	al Other Expense	0.00	2,256.00	-2,256.00	0.0%	0.08	-196,269.00	196,269.08	-0.0%	
77 027 40 504 78 507 880 48 5 6 102 29/ 40 145 51 0 04 400 145 52 37 027 40 145 51	ther Income	0.00	-2,256.00	2,256.00	0.0%	-0.08	196,269.00	-196,269.08	-0.0%	
		37 997 40	601 79	37 890 49	6 196 29/	190 146 52	0.04	190 146 49	475 366 325 0%	

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - All Departments July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 4205-00 · Conference Dues 4050-00 · County of Placer TOT Funding 4200-00 · Membership Dues 4201-00 · New Member Fees 4201-00 · New Member Fees	7,425.00 2,831,985.00 104,625.47 675.00	2,831,988.80 92,948.76 3,000.01	-3.80 11,676.71 -2,325.01	100.0% 112.6% 22.5%
4250-00 · Revenues-Membership Activities 4251-00 · Revenue-Tue AM Breakfast Club 4250-01 · Community Awards 4250-02 · Tourism Summit 4250-00 · Revenues-Membership Activities - Other	5,234.42 300.00 1,100.00 16,516.00	7,200.00 30,800.00	-1,965.58 -14,284.00	72.7% 53.6%
Total 4250-00 · Revenues-Membership Activities	23,150.42	38,000.00	-14,849.58	60.9%
4252-00 · Revenue - Sponsorships 4502-00 · Non-Retail VIC income 4503 · Visitor Guide Income 4600-00 · Commissions	500.00 5,199.00 0.00	5,500.00 5,733.00 3,000.00	-5,000.00 -534.00 -3,000.00	9.1% 90.7% 0.0%
4601-00 · Commissions - South Shore 4600-00 · Commissions - Other	11,125.88 88,056.72	0.00 95,502.00	11,125.88 -7,445.28	100.0% 92.2%
Total 4600-00 · Commissions	99,182.60	95,502.00	3,680.60	103.9%
46000 · Merchandise Sales	59,146.84	78,017.00	-18,870.16	75.8%
Total Income	3,131,889.33	3,153,689.57	-21,800.24	99.3%
Cost of Goods Sold 52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	3,131,835.33	3,153,689.57	-21,854.24	99.3%
Expense 5850-00 · Artist of Month - Commissions 5000-00 · Salaries & Wages 5010-00 · Sales Commissions 5020-00 · P/R - Tax Expense 5030-00 · P/R - Health Insurance Expense 5040-00 · P/R - Workmans Comp 5060-00 · 401 (k) 5070-00 · Other Benefits and Expenses	2,048.21 34,943.32 74,155.38 86,709.60 3,221.49 25,699.35 2,908.41	19,500.02 77,916.70 118,102.90 10,992.80 30,719.50 5,509.73	15,443.30 -3,761.32 -31,393.30 -7,771.31 -5,020.15 -2,601.32	179.2% 95.2% 73.4% 29.3% 83.7% 52.8%
5000-00 · Salaries & Wages - Other Total 5000-00 · Salaries & Wages	800,822.59 1,028,460.14	920,783.30 1,183,524.95	-119,960.71 -155,064.81	87.0% 86.9%
5100-00 · Rent 5110-00 · Utilities 5140-00 · Repairs & Maintenance 5150-00 · Office - Cleaning 5100-00 · Rent - Other Total 5100-00 · Rent	8,289.30 7,266.75 6,052.40 110,922.24 132,530.69	12,229.51 5,930.27 7,081.54 108,749.34 133,990.66	-3,940.21 1,336.48 -1,029.14 2,172.90 -1,459.97	67.8% 122.5% 85.5% 102.0% 98.9%
5310-00 · Telephone 5320-00 · Telephone 5350-00 · Internet	22,102.04 224.85	20,785.31 0.00	1,316.73 224.85	106.3% 100.0%
Total 5310-00 · Telephone	22,326.89	20,785.31	1,541.58	107.4%
5420-00 · Mail - USPS 5470-00 · Mail - UPS 5480-00 · Mail - Fed Ex 5420-00 · Mail - USPS - Other	1,000.00 526.84 1,718.65	0.00 0.00 2,170.03	1,000.00 526.84 -451.38	100.0% 100.0% 79.2%
Total 5420-00 · Mail - USPS	3,245.49	2,170.03	1,075.46	149.6%
5510-00 · Insurance/Bonding 5520-00 · Supplies	6,099.92	6,450.08	-350.16	94.6%
5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	1,811.05 8,447.27	0.00 12,487.53	1,811.05 -4,040.26	100.0% 67.6%
Total 5520-00 · Supplies	10,258.32	12,487.53	-2,229.21	82.1%

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North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - All Departments July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
5530-00 · Visitor Communications - Other	-109.00	460.00	-569.00	-23.7%
5610-00 · Depreciation	1,781.03	5,558.29	-3,777.26	32.0%
5700-00 · Equipment Support & Maintenance	10,279.95	9,690.78	589.17	106.1%
5710-00 · Taxes, Licenses & Fees	7,387.31	7,494.08	-106.77	98.6%
5740-00 · Equipment Rental/Leasing	11,854.16	13,924.61	-2,070.45	85.1%
5800-00 Training Seminars	6,271.72	9,000.00	-2,728.28	69.7%
5810-00 · Public Outreach	1,650.00	1,130.00	520.00	146.0%
5815 · Training Video Series	7,534.05	20,000.00	-12,465.95	37.7%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,827.07		a (aa (a	(00.00)
5910-00 · Professional Fees - Attorneys	3,438.19	0.00	3,438.19	100.0%
5920-00 · Professional Fees - Accountant	35,862.00	0.00	35,862.00 -18,750.00	100.0% 6.3%
5900-00 · Professional Fees - Other	1,250.00	20,000.00	-10,750.00	
Total 5900-00 · Professional Fees	52,377.26	20,000.00	32,377.26	261.9%
5940-00 · Research & Planning Membership	3,000.00	4,000.00	-1,000.00	75.0%
5941-00 · Research & Planning	21,898.55	75,952.00	-54,053.45	28.8%
5948-00 · Transportation Projects 5953-00 · Summer Traffic Management (S-2)	-1,593.65	37,000.00	-38,593.65	-4.3%
Total 5948-00 · Transportation Projects	-1,593.65	37,000.00	-38,593.65	-4.3%
	1,000.00	07,000.00	00,000.00	4.070
6020-00 · Programs 6015-00 · Cross Country	4,000.00			
6016-00 · Community Marketing Programs	35,648.00	60,000.00	-24,352.00	59.4%
, , ,		•		
Total 6020-00 · Programs	39,648.00	60,000.00	-20,352.00	66.1%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media	1,500.00	0.00	20.240.00	100.00/
6023-00 · Autumn Food & Wine - Other	29,349.98	0.00	29,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	32,792.86	100.0%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	15,400.00	0.00	15,400.00	100.0%
6421-00 · New Event Development	9,275.88	0.00	9,275.88	100.0%
6428-00 · Dues & Subscriptions	109.40	455 000 00	405 005 00	70 70/
6420-00 · Sponsorship - Other	349,114.10	455,000.00	-105,885.90	76.7%
Total 6420-00 · Sponsorship	373,899.38	455,000.00	-81,100.62	82.2%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	4,185.00	6,375.01	-2,190.01	65.6%
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	100.0%
6434-00 · Community Awards Dinner	1,140.00	0.00	1,140.00	100.0%
6441-00 · Membership - Miscellaneous Exp	37.05	0.00	37.05	100.0%
6442-00 · Public Relations/Website 6443-00 · Membership - Bridal Faire	81.00 75.63	0.00 0.00	81.00 75.63	100.0% 100.0%
6423-00 · Membership Activities - Other	6,496.70	17,612.00	-11,115.30	36.9%
Total 6423-00 · Membership Activities	14,016.62	23,987.01	-9,970.39	58.4%
6490-00 · Classified Ads	275.00	500.00	-225.00	55.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 Market Study Reports/Research	402.40	0.00	402.40	100.0%
6730-00 · Marketing Cooperative/Media	1,024,371.00	1,011,314.00	13,057.00	101.3%
6740-00 · Media/Collateral/Production	99.00	3,750.02	-3,651.02	2.6%
6742-00 · Non-NLT Co-Op Marketing Program	17,848.21	65,143.00	-47,294.79	27.4%
6743-00 · BACC Marketing Programs	1 225 61	0.00	1 335 61	100.0%
6743-01 · Shop Local 6743-03 · Touch Lake Taboe	4,335.61 16,666.65	0.00 0.00	4,335.61 16,666.65	100.0% 100.0%
6743-03 · Touch Lake Tahoe 6743-04 · High Notes	3,313.32	0.00	3,313.32	100.0%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
6743-00 · BACC Marketing Programs - Other	0.00	60,300.00	-60,300.00	0.0%
Total 6743-00 · BACC Marketing Programs	25,292.38	60,300.00	-35,007.62	41.9%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%

04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - All Departments July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-1,093.06	0.00	-1,093.06	100.0%
51100 · Freight and Shipping Costs	1,261.09	0.00	1,261.09	100.0%
59900 · POS Inventory Adjustments	237.04	0.00	237.04	100.0%
8100-00 · Cost of Goods Sold - Other	31,231.41	43,910.00	-12,678.59	71.1%
Total 8100-00 · Cost of Goods Sold	31,636.48	43,910.00	-12,273.52	72.0%
8200-00 · Associate Relations	2,786.50	4,600.00	-1,813.50	60.6%
8300-00 · Board Functions	1,701.78	3,350.00	-1,648.22	50.8%
8500-00 · Credit Card Fees	4,752.50	4,590.00	162.50	103.5%
8700-00 · Automobile Expenses	3,618.79	5,947.54	-2,328.75	60.8%
8750-00 · Meals/Meetings	3,627.55	4,575.07	-947.52	79.3%
8810-00 · Dues & Subscriptions	7,381.14	7,800.03	-418.89	94.6%
8910-00 · Travel	9,811.76	10,573.54	-761.78	92.8%
8920-00 · Bad Debt	18,005.25			
Total Expense	2,941,688.72	3,349,958.53	-408,269.81	87.8%
Net Ordinary Income	190,146.61	-196,268.96	386,415.57	-96.9%
Other Income/Expense Other Expense				
Balancing Adjustments	0.08			
8990-00 · Allocated	0.00	-196,269.00	196,269.00	0.0%
Total Other Expense	0.08	-196,269.00	196,269.08	-0.0%
Net Other Income	-0.08	196,269.00	-196,269.08	-0.0%
Net Income	190,146.53	0.04	190,146.49	475,366,325.0%

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Marketing July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 4050-00 · County of Placer TOT Funding	1,999,260.00	1,999,261.49	-1.49	100.0%
Total Income	1,999,260.00	1,999,261.49	-1.49	100.0%
Gross Profit	1,999,260.00	1,999,261.49	-1.49	100.0%
Expense				
5000-00 · Salaries & Wages			0.00	400.00/
5000-01 · In-Market Administration	12,375.00	12,375.00	0.00 -928.23	100.0% 95.0%
5020-00 · P/R - Tax Expense	17,600.07 32,911.99	18,528.30 33,091.20	-928.23 -179.21	95.0% 99.5%
5030-00 · P/R - Health Insurance Expense 5040-00 · P/R - Workmans Comp	773.16	978.75	-205.59	79.0%
5060-00 · 401 (k)	6,914.54	6,508.30	406.24	106.2%
5070-00 · Other Benefits and Expenses	1,164.58	2,032.51	-867.93	57.3%
5000-00 · Salaries & Wages - Other	195,240.07	225,978.60	-30,738.53	86.4%
Total 5000-00 · Salaries & Wages	266,979.41	299,492.66	-32,513.25	89.1%
5100-00 · Rent				
5110-00 · Utilities	1,204.68	1,575.00	-370.32	76.5%
5140-00 · Repairs & Maintenance	1,260.45	1,125.00	135.45	112.0%
5150-00 · Office - Cleaning	1,646.11	2,268.00	-621.89	72.6%
5100-00 · Rent - Other	16,970.31	14,865.02	2,105.29	114.2%
Total 5100-00 · Rent	21,081.55	19,833.02	1,248.53	106.3%
5310-00 · Telephone		0.075.00	704 45	110 10/
5320-00 · Telephone 5350-00 · Internet	4,736.17 224.85	3,975.02 0.00	761.15 224.85	119.1% 100.0%
Total 5310-00 · Telephone	4,961.02	3,975.02	986.00	124.8%
·	4,001.02	0,010.02	000.00	12 110 70
5420-00 · Mail - USPS 5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5480-00 · Mail - Fed Ex	31.13	0.00	31.13	100.0%
5420-00 · Mail - USPS - Other	315.50	562.50	-247.00	56.1%
Total 5420-00 ⋅ Mail - USPS	446.63	562.50	-115.87	79.4%
5510-00 · Insurance/Bonding	1,159.00	1,500.02	-341.02	77.3%
5520-00 · Supplies	477 44	0.00	177.14	100.0%
5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	177.14 1,337.45	2,250.00	-912.55	59.4%
Total 5520-00 · Supplies	1,514.59	2,250.00	-735.41	67.3%
5610-00 · Depreciation	271.34	1,469.25	-1,197.91	18.5%
5700-00 · Equipment Support & Maintenance	2,032.12	2,799.00	-766.88	72.6%
5710-00 · Taxes, Licenses & Fees	309.67	375.02	-65.35	82.6%
5740-00 · Equipment Rental/Leasing	1,263.16	1,500.02	-236.86	84.2%
5800-00 · Training Seminars	3,180.61	2,000.00	1,180.61	159.0%
5810-00 · Public Outreach	1,650.00			50.00/
5815 · Training Video Series	7,534.05	15,000.00	-7,465.95	50.2%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3% 123.0%
5941-00 · Research & Planning 6020-00 · Programs	12,300.00	10,000.00	2,300.00	123.076
6015-00 · Cross Country	4,000.00			
6016-00 · Community Marketing Programs	35,648.00	60,000.00	-24,352.00	59.4%
Total 6020-00 · Programs	39,648.00	60,000.00	-20,352.00	66.1%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media 6023-00 · Autumn Food & Wine - Other	1,500.00 29,349.98	0.00	29,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	32,792.86	100.0%
6420-00 · Sponsorship	241.04100			
6420-00 · Sponsorship 6420-01 · WinterWonderGrass_Tahoe	15,400.00	0.00	15,400.00	100.0%
6421-00 · New Event Development	9,225.88	0.00	9,225.88	100.0%

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North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Marketing July 2016 through March 2017

6428-00 · Dues & Subscriptions 6420-00 · Sponsorship - Other 109.40 349,114.10 455,000.00 -105,885.90 76.7% Total 6420-00 · Sponsorship 373,849.38 455,000.00 -81,150.62 82.2% 6490-00 · Classified Ads 6701-00 · Market Study Reports/Research 32.14 0.00 402.40 100.0% 6773-00 · Market Study Reports/Research 402.40 0.00 402.40 100.0% 6743-00 · Non-NLT Co-Op Marketing Programs 17,848.21 65,143.00 -47,294.79 27.4% 6743-00 · Stoc C Marketing Programs 6743-00 · ACC Marketing Programs 16,666.65 100.0% 6743-03 100.0% 6743-04 · High Notes 3,313.32 0.00 4,335.61 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-04 · High Notes 3,313.32 0.00 15.00 100.0% 6743-00 · BACC Marketing Programs · Other 0.00 60,300.00 -28,50 100.0% 6743-00 · BACC Marketing Programs · Other 0.00 60,300.00 -28,50 100.0% 6743-00 · BACC Marketing Programs · Other 0.00 60,300.00 -28,50 100.0% 6700-00 · Associ		Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
6420-00 · Sponsorship - Öther 349,114.10 455,000.00 -105,885.90 76.7% Total 6420-00 · Sponsorship 373,849.38 465,000.00 -81,150.62 82.2% 6490-00 · Classified Ads 50.00 -81,150.62 82.2% 660-00 · Promotions(Giveaways 32.14 - - 6703-00 · Market Study Reports/Research 402.40 0.00 402.40 100.0% 6743-00 · Shon NLT Co-Op Marketing Programs 77.484.21 65,143.00 24,787.97 27.4% 6743-00 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-00 100.0% 6743-00 · BACC Marketing Programs 76.80 0.00 16,666.65 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 6743-00 100.0% 676.80 1	6428-00 · Dues & Subscriptions	109.40			
6490-00 · Classified Ads 50.00 6600-00 · Promotions/Giveaways 32.14 6701-00 · Market Study Reports/Research 402.40 0.00 402.40 100.0% 6773-00 · Marketing Cooperative/Media 941,870.97 921,314.00 20,556.97 102.2% 6742-00 · Non-NLT Co-Op Marketing Program 17,848.21 65,143.00 -47,294.79 27.4% 6743-01 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-03 · Touch Lake Tahoe 16,666.65 0.00 16,666.65 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.21 100.0% 6743-05 · Peak Your Adventure 976.80 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 820-00 · Associate Relations 381.49 600.00 -218.51 63.6% 820-00 · Associate Relations 381.49 600.00 23.598.26 100.0% 8700-00 · Automobile E	•	349,114.10	455,000.00	-105,885.90	76.7%
6600-00 · Promotions/Giveaways 32.14 6701-00 · Market Study Reports/Research 402.40 0.00 402.40 100.0% 6773-00 · Marketing Cooperative/Media 941,870.97 921,314.00 20,556.97 102.2% 6742-00 · Non-NLT Co-Op Marketing Program 17,848.21 65,143.00 -47,294.79 27.4% 6743-01 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-03 · Touch Lake Tahoe 16,666.65 0.00 16,666.65 100.0% 6743-04 · High Notes 3,313.32 0.00 376.80 100.0% 6743-00 · Hots 3,313.32 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8500-00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8500-00 64.100.0% 870-00 2287.31 80.2% 876.00 100.0% 870-00 65.00 100.0%	Total 6420-00 · Sponsorship	373,849.38	455,000.00	-81,150.62	82.2%
6701-00 Market Study Reports/Research 402.40 0.00 402.40 100.0% 6730-00 Marketing Cooperative/Media 941,870.97 921,314.00 20,556.97 102.2% 6743-00 DAN-NLT Co-Op Marketing Programs 17,848.21 65,143.00 -47,294.79 27.4% 6743-01 Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-03 Touch Lake Tahoe 16,666.65 0.00 16,666.55 100.0% 6743-04 High Notes 3,313.32 0.00 3,313.32 100.0% 6743-00 BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% 6743-00 BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 Fredit Card Fees 1,202.71 1,500.02 -297.31 80.2% 8760-00	6490-00 · Classified Ads	50.00			
6730-00 · Marketing Cooperative/Media 941,870.97 921,314.00 20,556.97 102.2% 6742-00 · Non-NLT Co-Op Marketing Program 17,848.21 65,143.00 -47,294.79 27.4% 6743-01 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-01 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8700-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8700-00 · Matsketing Programs	6600-00 · Promotions/Giveaways	32.14			
6730-00 · Marketing Cooperative/Media 941,870.97 921,314.00 20,556.97 102.2% 6742-00 · Non-NLT Co-Op Marketing Program 17,848.21 65,143.00 -47,294.79 27.4% 6743-00 · BACC Marketing Programs 4,335.61 0.00 4,335.61 100.0% 6743-03 · Touch Lake Tahoe 16,666.65 0.00 16,666.65 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-05 · Peak Your Adventure 976.80 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 19.05.66 2,625.02 -297.31 80.2% 8760-00 · Meals/Meetings 1.995.86 2,625.02 -297.31 80.2% 870-00 · Automobile Expenses 1.202.71 1,500.02 -297.31 80.2% 8810-00 · Travel	6701-00 · Market Study Reports/Research	402.40	0.00	402.40	100.0%
6742-00 · Non-NLT Co-Op Marketing Program 17,848.21 65,143.00 -47,294.79 27.4% 6743-00 · BACC Marketing Programs 4,335.61 0.00 4,335.61 100.0% 6743-01 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-03 · Touch Lake Tahoe 16,666.65 0.00 16,666.65 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% 6743-00 · BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8700-00 · Meals/Meetings 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 <th></th> <td>941,870.97</td> <td>921,314.00</td> <td>20,556.97</td> <td>102.2%</td>		941,870.97	921,314.00	20,556.97	102.2%
6743-01 · Shop Local 4,335.61 0.00 4,335.61 100.0% 6743-03 · Touch Lake Tahoe 16,666.65 0.00 16,666.65 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-05 · Peak Your Adventure 976.80 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 7500-00 · Trade Shows/Travel 15.00 0.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 1600.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.0		17,848.21	65,143.00	-47,294.79	27.4%
6743-03 · Touch Lake Tahoe 16,666.65 0.00 16,666.65 100.0% 6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-05 · Peak Your Adventure 976.80 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% Total 6743-00 · BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 16.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 66.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,2	6743-00 · BACC Marketing Programs				
6743-04 · High Notes 3,313.32 0.00 3,313.32 100.0% 6743-05 · Peak Your Adventure 976.80 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% Total 6743-00 · BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.26 6,000.02 3,588.26 160.0% Vet Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Net Ordinary Income 162,218.75 37	6743-01 · Shop Local	4,335.61	0.00	4,335.61	100.0%
6743-05 · Peak Your Adventure 976.80 0.00 976.80 100.0% 6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% Total 6743-00 · BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Meals/Meetings 1,202.71 1,500.02 -297.31 80.2% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Ordinary Income 162,218.75 3	6743-03 · Touch Lake Tahoe	16,666.65	0.00	16,666.65	100.0%
6743-00 · BACC Marketing Programs - Other 0.00 60,300.00 -60,300.00 0.0% Total 6743-00 · BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Votal Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Ordinary Income 162,218.75	6743-04 · High Notes	3,313.32	0.00	3,313.32	100.0%
Total 6743-00 · BACC Marketing Programs 25,292.38 60,300.00 -35,007.62 41.9% 7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Ordinary Income 162,218.75 37,149.00 125,069.75 436.7% Net Other Expense 162,218.75 37,149.00 </td <th>6743-05 · Peak Your Adventure</th> <td>976.80</td> <td>0.00</td> <td>976.80</td> <td>100.0%</td>	6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
7500-00 · Trade Shows/Travel 15.00 0.00 15.00 100.0% 8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	6743-00 · BACC Marketing Programs - Other	0.00	60,300.00	-60,300.00	0.0%
8200-00 · Associate Relations 381.49 600.00 -218.51 63.6% 8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 125,069.75 436.7%	Total 6743-00 · BACC Marketing Programs	25,292.38	60,300.00	-35,007.62	41.9%
8500-00 · Credit Card Fees 65.00 0.00 65.00 100.0% 8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 37,149.00 -125,069.75 436.7%	7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8700-00 · Automobile Expenses 1,202.71 1,500.02 -297.31 80.2% 8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	8200-00 · Associate Relations	381.49	600.00	-218.51	63.6%
8750-00 · Meals/Meetings 1,995.86 2,625.02 -629.16 76.0% 8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 37,149.00 -125,069.75 436.7%	8500-00 · Credit Card Fees	65.00	0.00	65.00	100.0%
8810-00 · Dues & Subscriptions 2,768.73 3,750.02 -981.29 73.8% 8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 37,149.00 125,069.75 436.7%	8700-00 · Automobile Expenses	1,202.71	1,500.02	-297.31	80.2%
8910-00 · Travel 9,598.28 6,000.02 3,598.26 160.0% Total Expense 1,774,870.50 1,957,988.59 -183,118.09 90.6% Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense 0ther Expense 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	8750-00 · Meals/Meetings	1,995.86	2,625.02	-629.16	76.0%
Total Expense1,774,870.501,957,988.59-183,118.0990.6%Net Ordinary Income224,389.5041,272.90183,116.60543.7%Other Income/Expense 0ther Expense 8990-00 · Allocated162,218.7537,149.00125,069.75436.7%Total Other Expense 0ther Income162,218.7537,149.00125,069.75436.7%Net Other Income-162,218.75-37,149.00-125,069.75436.7%	8810-00 · Dues & Subscriptions	2,768.73	3,750.02	-981.29	73.8%
Net Ordinary Income 224,389.50 41,272.90 183,116.60 543.7% Other Income/Expense Other Expense 8990-00 · Allocated 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	8910-00 · Travel	9,598.28	6,000.02	3,598.26	160.0%
Other Income/Expense Other Expense 0000 · Allocated 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	Total Expense	1,774,870.50	1,957,988.59	-183,118.09	90.6%
Other Expense 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	Net Ordinary Income	224,389.50	41,272.90	183,116.60	543.7%
8990-00 · Allocated 162,218.75 37,149.00 125,069.75 436.7% Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	•				
Total Other Expense 162,218.75 37,149.00 125,069.75 436.7% Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%					
Net Other Income -162,218.75 -37,149.00 -125,069.75 436.7%	8990-00 · Allocated	162,218.75	37,149.00	125,069.75	436.7%
	Total Other Expense	162,218.75	37,149.00	125,069.75	436.7%
Net Income 62,170.75 4,123.90 58,046.85 1,507.6%	Net Other Income	-162,218.75	-37,149.00	-125,069.75	436.7%
	Net Income	62,170.75	4,123.90	58,046.85	1,507.6%

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Conference July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 4205-00 · Conference Dues	7,425.00			
		217,200.01	-3.01	100.0%
4050-00 · County of Placer TOT Funding	217,197.00			
4200-00 · Membership Dues	0.00	5,767.51	-5,767.51	0.0%
4600-00 · Commissions	44 405 00	0.00	44.405.00	400.00/
4601-00 · Commissions - South Shore	11,125.88	0.00	11,125.88	100.0%
4600-00 · Commissions - Other	88,056.72	95,502.00	-7,445.28	92.2%
Total 4600-00 · Commissions	99,182.60	95,502.00	3,680.60	103.9%
Total Income	323,804.60	318,469.52	5,335.08	101.7%
Gross Profit	323,804.60	318,469.52	5,335.08	101.7%
Expanse				
Expense 5000-00 · Salaries & Wages				
5010-00 · Salaries & Wages	34,943.32	19,500.02	15,443.30	179.2%
5020-00 · P/R - Tax Expense	12,320.78	10,826.90	1,493.88	113.8%
5030-00 · P/R - Health Insurance Expense	11,548.76	11,411.90	136.86	101.2%
5040-00 · P/R - Workmans Comp	547.69	675.00	-127.31	81.1%
5060-00 · 401 (k)	5,851.79	5,970.30	-118.51	98.0%
5070-00 · Other Benefits and Expenses	527.82	334.52	193.30	157.8%
5000-00 · Salaries & Wages - Other	109,522.50	131,805.50	-22,283.00	83.1%
Total 5000-00 · Salaries & Wages	175,262.66	180,524.14	-5,261.48	97.1%
5100-00 · Rent				
5110-00 · Utilities	605.40	787.50	-182.10	76.9%
5140-00 · Repairs & Maintenance	652.76	585.00	67.76	111.6%
5150-00 · Office - Cleaning	823.11	1,134.00	-310.89	72.6%
5100-00 · Rent - Other	8,125.20	7,432.51	692.69	109.3%
Total 5100-00 · Rent	10,206.47	9,939.01	267.46	102.7%
		-,		
5310-00 · Telephone 5320-00 · Telephone	2,152.01	2,304.00	-151.99	93.4%
Total 5310-00 · Telephone	2,152.01	2,304.00	-151.99	93.4%
5420-00 · Mail - USPS				
5420-00 · Mail - USPS 5470-00 · Mail - UPS	100.00			
		157 50	6 56	104 20/
5420-00 · Mail - USPS - Other	164.06	157.50	6.56	104.2%
Total 5420-00 · Mail - USPS	264.06	157.50	106.56	167.7%
5510-00 · Insurance/Bonding	1,158.99	1,125.00	33.99	103.0%
5520-00 · Supplies	298.41	562.50	-264.09	53.1%
	400.44	704.07	004.00	40.00/
5610-00 · Depreciation	139.41	764.27	-624.86	18.2%
5700-00 · Equipment Support & Maintenance	649.23	1,242.00	-592.77	52.3%
5710-00 · Taxes, Licenses & Fees	154.27	150.02	4.25	102.8%
5740-00 · Equipment Rental/Leasing	1,187.93	1,500.02	-312.09	79.2%
6730-00 · Marketing Cooperative/Media	82,500.03	90,000.00	-7,499.97	91.7%
8200-00 · Associate Relations	0.00	500.00	-500.00	0.0%
8700-00 · Automobile Expenses	147.96	300.01	-152.05	49.3%
8750-00 · Meals/Meetings	0.00	300.01	-300.01	0.0%
8810-00 · Dues & Subscriptions	815.00	500.00	315.00	163.0%
Total Expense	274,936.43	289,868.48	-14,932.05	94.8%
·	<u>_</u>	·		
let Ordinary Income	48,868.17	28,601.04	20,267.13	170.9%
Other Income/Expense				
Other Expense	0	00 00 / 07	A	100
	37,175.12	28,601.00	8,574.12	130.0%
8990-00 · Allocated				
8990-00 · Allocated Total Other Expense	37,175.12	28,601.00	8,574.12	130.0%
	37,175.12	28,601.00 -28,601.00	8,574.12 8,574.12	130.0% 130.0%

04/25/17

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Transportation July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense Income				
4050-00 · County of Placer TOT Funding	198,162.00	198,159.02	2.98	100.0%
Total Income	198,162.00	198,159.02	2.98	100.0%
Gross Profit	198,162.00	198,159.02	2.98	100.0%
Expense				
5000-00 · Salaries & Wages 5020-00 · P/R - Tax Expense 5030-00 · P/R - Health Insurance Expense 5040-00 · P/R - Workmans Comp 5060-00 · 401 (k) 5070-00 · Other Benefits and Expenses 5000-00 · Salaries & Wages - Other	5,137.14 4,306.15 193.29 2,455.32 71.03 59,146.87	6,490.30 4,223.30 1,548.00 3,086.20 537.90 65,993.80	-1,353.16 82.85 -1,354.71 -630.88 -466.87 -6,846.93	79.2% 102.0% 12.5% 79.6% 13.2% 89.6%
Total 5000-00 · Salaries & Wages	71,309.80	81,879.50	-10,569.70	87.1%
5100-00 · Rent				
5110-00 · Utilities 5140-00 · Repairs & Maintenance 5150-00 · Office - Cleaning 5100-00 · Rent - Other	259.01 387.21 329.26 3,250.08	754.51 342.76 150.02 5,547.01	-495.50 44.45 179.24 -2,296.93	34.3% 113.0% 219.5% 58.6%
Total 5100-00 · Rent	4,225.56	6,794.30	-2,568.74	62.2%
5310-00 · Telephone 5320-00 · Telephone	1,764.07	956.25	807.82	184.5%
Total 5310-00 · Telephone	1,764.07	956.25	807.82	184.5%
5420-00 · Mail - USPS 5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	100.96	50.00	50.96	201.9%
Total 5420-00 · Mail - USPS	150.96	50.00	100.96	301.9%
5510-00 · Insurance/Bonding 5520-00 · Supplies	182.98	225.00	-42.02	81.3%
5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	129.00 116.62	225.00	-108.38	51.8%
Total 5520-00 · Supplies	245.62	225.00	20.62	109.2%
5610-00 · Depreciation 5700-00 · Equipment Support & Maintenance 5710-00 · Taxes, Licenses & Fees	76.96 197.06 94.93	310.50 360.00 90.00	-233.54 -162.94 4.93	24.8% 54.7% 105.5%
5740-00 · Equipment Rental/Leasing 5810-00 · Public Outreach	1,045.95 0.00	240.02 450.00	805.93 -450.00	435.8% 0.0%
5940-00 · Research & Planning Membership 5941-00 · Research & Planning 5948-00 · Transportation Projects	3,000.00 6,189.00	4,000.00 32,000.00	-1,000.00 -25,811.00	75.0% 19.3%
5953-00 · Summer Traffic Management (S-2)	-1,593.65	37,000.00	-38,593.65	-4.3%
Total 5948-00 · Transportation Projects	-1,593.65	37,000.00	-38,593.65	-4.3%
8200-00 · Associate Relations	0.00	400.00	-400.00	0.0%
8500-00 · Credit Card Fees 8700-00 · Automobile Expenses	22.50 435.06	0.00 900.00	22.50 -464.94	100.0% 48.3%
8750-00 · Meals/Meetings	127.98	225.00	-404.94 -97.02	48.3 <i>%</i> 56.9%
8810-00 · Dues & Subscriptions	6.75	0.00	6.75	100.0%
Total Expense	87,481.53	166,105.57	-78,624.04	52.7%
Net Ordinary Income	110,680.47	32,053.45	78,627.02	345.3%
Other Income/Expense				
Other Expense 8990-00 · Allocated	37,175.12	32,053.00	5,122.12	116.0%
Total Other Expense	37,175.12	32,053.00	5,122.12	116.0%
Net Other Income	-37,175.12	-32,053.00	-5,122.12	116.0%

1:29 PM	North Lake Tahoe Resort As	sociation			
04/25/17 Accrual Basis	Profit & Loss Budget vs. Actual - July 2016 through March 2		•		
	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget	-

73,505.35

73,504.90

16,334,522.2%

.

0.45

Net Income

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - VIC July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				· · · · · · · · · · · · · · · · · · ·
Income 4050-00 · County of Placer TOT Funding 4502-00 · Non-Retail VIC income	250,443.00 5,199.00	250,442.27 5,733.00	0.73 -534.00	100.0% 90.7%
4503 · Visitor Guide Income 46000 · Merchandise Sales	0.00 59,146.84	3,000.00 78,017.00	-3,000.00 -18,870.16	0.0% 75.8%
Total Income	314,788.84	337,192.27	-22,403.43	93.4%
Cost of Goods Sold 52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	314,734.84	337,192.27	-22,457.43	93.3%
Expense				
5850-00 · Artist of Month - Commissions 5000-00 · Salaries & Wages	2,048.21			
5020-00 · P/R - Tax Expense	13,753.70	12,085.00	1,668.70	113.8%
5030-00 · P/R - Health Insurance Expense	15,614.06 612.12	20,578.50	-4,964.44	75.9% 32.5%
5040-00 · P/R - Workmans Comp 5060-00 · 401 (k)	5,103.70	1,881.00 4,572.00	-1,268.88 531.70	111.6%
5070-00 · Other Benefits and Expenses	427.82	455.26	-27.44	94.0%
5000-00 · Salaries & Wages - Other	132,102.39	132,311.00	-208.61	99.8%
Total 5000-00 · Salaries & Wages	167,613.79	171,882.76	-4,268.97	97.5%
5100-00 · Rent				
5110-00 · Utilities	4,602.84	5,625.00	-1,022.16	81.8%
5140-00 · Repairs & Maintenance	1,223.97	1,357.51	-133.54	90.2%
5150-00 · Office - Cleaning 5100-00 · Rent - Other	991.55 58,306.13	0.00 53,089.51	991.55 5,216.62	100.0% 109.8%
Total 5100-00 · Rent	65,124.49	60,072.02	5,052.47	108.4%
5310-00 · Telephone				
5320-00 · Telephone	2,964.94	2,625.02	339.92	112.9%
Total 5310-00 · Telephone	2,964.94	2,625.02	339.92	112.9%
5420-00 · Mail - USPS	50.00			
5470-00 · Mail - UPS	50.00	0.00	474.00	400.00/
5480-00 · Mail - Fed Ex 5420-00 · Mail - USPS - Other	471.69 164.06	0.00 375.02	471.69	100.0%
			-210.96	43.7%
Total 5420-00 · Mail - USPS	685.75	375.02	310.73	182.9%
5510-00 · Insurance/Bonding 5520-00 · Supplies	1,524.98 1,554.19	1,500.02 3,000.01	24.96 -1,445.82	101.7% 51.8%
5530-00 · Visitor Communications - Other	-109.00	460.00	-569.00	-23.7%
5610-00 · Depreciation	534.47	764.27	-229.80	69.9%
5700-00 · Equipment Support & Maintenance	2,033.85	1,575.00	458.85	129.1%
5710-00 · Taxes, Licenses & Fees	154.27	225.00	-70.73	68.6%
5740-00 · Equipment Rental/Leasing	3,563.60	4,446.00	-882.40	80.2%
5800-00 · Training Seminars	0.00	2,500.00	-2,500.00	0.0%
5815 · Training Video Series	0.00	5,000.00	-5,000.00	0.0%
6740-00 ⋅ Media/Collateral/Production 8100-00 ⋅ Cost of Goods Sold	99.00	3,750.02	-3,651.02	2.6%
52500 · Purchase Discounts	-1,093.06	0.00	-1,093.06	100.0%
51100 · Freight and Shipping Costs	1,261.09	0.00	1,261.09	100.0%
59900 · POS Inventory Adjustments	237.04	0.00	237.04	100.0%
8100-00 · Cost of Goods Sold - Other	31,231.41	43,910.00	-12,678.59	71.1%
Total 8100-00 · Cost of Goods Sold	31,636.48	43,910.00	-12,273.52	72.0%
8200-00 · Associate Relations	355.19	500.00	-144.81	71.0%
8500-00 · Credit Card Fees	1,921.58	2,700.00	-778.42	71.2%
8700-00 · Automobile Expenses	833.90	900.00	-66.10	92.7%
8750-00 · Meals/Meetings	805.44	300.01	505.43	268.5%
8810-00 · Dues & Subscriptions	497.79	1,200.00	-702.21	41.5%
8910-00 · Travel	213.48	3,673.52	-3,460.04	5.8%

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - VIC July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Total Expense	284,056.40	311,358.67	-27,302.27	91.2%
Net Ordinary Income	30,678.44	25,833.60	4,844.84	118.8%
Other Income/Expense Other Expense 8990-00 · Allocated	33,795.57	25,833.00	7,962.57	130.8%
Total Other Expense	33,795.57	25,833.00	7,962.57	130.8%
Net Other Income	-33,795.57	-25,833.00	-7,962.57	130.8%
Net Income	-3,117.13	0.60	-3,117.73	-519,521.7%

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Infrastructure July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 4050-00 · County of Placer TOT Funding	166,923.00	166,926.01	-3.01	100.0%
Total Income	166,923.00	166,926.01	-3.01	100.0%
Gross Profit	166,923.00	166,926.01	-3.01	100.0%
Expense				
5000-00 · Salaries & Wages	1 7 10 11	0.700.00		70.444
5020-00 · P/R - Tax Expense 5030-00 · P/R - Health Insurance Expense	4,718.44 4,306.22	6,706.90 4,059.90	-1,988.46 246.32	70.4% 106.1%
5040-00 · P/R - Workmans Comp	193.29	1,500.02	-1,306.73	12.9%
5060-00 · 401 (k)	2,455.32	3,092.40	-637.08	79.4%
5070-00 · Other Benefits and Expenses	70.94	517.50	-446.56	13.7%
5000-00 · Salaries & Wages - Other	59,564.34	65,993.80	-6,429.46	90.3%
Total 5000-00 · Salaries & Wages	71,308.55	81,870.52	-10,561.97	87.1
5100-00 · Rent				
5110-00 · Utilities	259.01	1,125.00	-865.99	23.0%
5140-00 · Repairs & Maintenance	387.21 329.26	360.00 451.52	27.21 -122.26	107.6%
5150-00 · Office - Cleaning 5100-00 · Rent - Other	3,250.08	5.270.26	-2,020.18	72.9% 61.7%
Total 5100-00 · Rent	4,225.56	7,206.78	-2,981.22	
5310-00 · Telephone				
5320-00 · Telephone	1,764.04	2,450.00	-685.96	72.0%
Total 5310-00 · Telephone	1,764.04	2,450.00	-685.96	72.0
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	100.96	50.00	50.96	201.9%
Total 5420-00 · Mail - USPS	150.96	50.00	100.96	301.9
5510-00 · Insurance/Bonding 5520-00 · Supplies	182.98	225.00	-42.02	81.3
5525-00 · Supplies- Computer <\$1000	129.00			
5520-00 · Supplies - Other	116.62	225.00	-108.38	51.8%
Total 5520-00 · Supplies	245.62	225.00	20.62	109.29
5610-00 · Depreciation	76.96	310.50	-233.54	24.8
5700-00 · Equipment Support & Maintenance	197.06	495.00	-297.94	39.8
5710-00 · Taxes, Licenses & Fees	94.93	279.00	-184.07	34.0
5740-00 · Equipment Rental/Leasing	1,045.95	1,914.02	-868.07	54.6
5810-00 · Public Outreach 5941-00 · Research & Planning	0.00 3,409.55	500.00 33,952.00	-500.00 -30,542.45	0.0' 10.0'
8200-00 · Associate Relations	0.00	400.00	-400.00	0.0
8500-00 · Credit Card Fees	22.50	0.00	22.50	100.0
8700-00 · Automobile Expenses	435.07	1,035.00	-599.93	42.0
8750-00 · Meals/Meetings	351.63	300.01	51.62	117.2
8810-00 · Dues & Subscriptions	6.75			
Total Expense	83,518.11	131,212.83	-47,694.72	63.79
let Ordinary Income	83,404.89	35,713.18	47,691.71	233.59
other Income/Expense Other Expense				
8990-00 · Allocated	37,175.13	35,713.00	1,462.13	104.19
	37,175.13	35,713.00	1,462.13	104.19
Total Other Expense				
Total Other Expense let Other Income	-37,175.13	-35,713.00	-1,462.13	104.19

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Membership July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income 4200-00 · Membership Dues 4201-00 · New Member Fees	104,625.47 675.00	87,181.25 3,000.01	17,444.22 -2,325.01	120.0% 22.5%
4250-00 · Revenues-Membership Activities 4251-00 · Revenue-Tue AM Breakfast Club 4250-01 · Community Awards 4250-02 · Tourism Summit	5,234.42 300.00 1,100.00	7,200.00	-1,965.58	72.7%
4250-02 · Tourisin Summit 4250-00 · Revenues-Membership Activities - Other	16,516.00	30,800.00	-14,284.00	53.6%
Total 4250-00 · Revenues-Membership Activities	23,150.42	38,000.00	-14,849.58	60.9%
4252-00 · Revenue - Sponsorships	500.00	5,500.00	-5,000.00	9.1%
Total Income	128,950.89	133,681.26	-4,730.37	96.5%
Gross Profit	128,950.89	133,681.26	-4,730.37	96.5%
Expense				
5000-00 · Salaries & Wages 5000-01 · In-Market Administration 5020-00 · P/R - Tax Expense 5030-00 · P/R - Health Insurance Expense 5040-00 · P/R - Workmans Comp 5060-00 · 401 (k) 5070-00 · Other Benefits and Expenses 5000 00 · Sclarice & Wagger Other	-12,375.00 4,660.04 5,637.79 225.54 745.01 90.96 45,923.91	-12,375.00 5,746.90 13,422.90 804.01 498.60 791.27 62,270.30	0.00 -1,086.86 -7,785.11 -578.47 246.41 -700.31 -16,346.39	100.0% 81.1% 28.1% 149.4% 11.5% 73.7%
5000-00 · Salaries & Wages - Other Total 5000-00 · Salaries & Wages	43,923.91	71,158.98	-26,250.73	63.1%
5100-00 · Rent	44,908.25	71,150.90	-20,200.75	03.176
5110-00 · Utilities	417.16	562.50	-145.34	74.2%
5140-00 · Repairs & Maintenance	407.37	360.00	47.37	113.2%
5150-00 · Office - Cleaning 5100-00 · Rent - Other	576.14 6,327.64	810.00 5,309.27	-233.86 1,018.37	71.1% 119.2%
Total 5100-00 · Rent	7,728.31	7,041.77	686.54	109.7%
5310-00 · Telephone		·		
5320-00 · Telephone	2,150.09	2,025.00	125.09	106.2%
Total 5310-00 · Telephone	2,150.09	2,025.00	125.09	106.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS 5420-00 · Mail - USPS - Other	400.00 550.96	0.00 450.00	400.00 100.96	100.0% 122.4%
Total 5420-00 · Mail - USPS	950.96	450.00	500.96	211.3%
5510-00 · Insurance/Bonding 5520-00 · Supplies	549.00	600.02	-51.02	91.5%
5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	511.78 1,003.91	0.00 975.01	511.78 28.90	100.0% 103.0%
Total 5520-00 · Supplies	1,515.69	975.01	540.68	155.5%
5610-00 · Depreciation	89.34	470.25	-380.91	19.0%
5700-00 · Equipment Support & Maintenance 5710-00 · Taxes, Licenses & Fees	643.21 95.93	423.76 375.02	219.45 -279.09	151.8% 25.6%
5740-00 · Equipment Rental/Leasing	2,263.09	2,449.52	-186.43	92.4%
5800-00 · Training Seminars	892.11	3,000.00	-2,107.89	29.7%
6423-00 · Membership Activities		·		
6437-00 · Tuesday Morning Breakfast Club	4,185.00	6,375.01	-2,190.01	65.6%
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	100.0%
6434-00 · Community Awards Dinner	1,140.00	0.00	1,140.00	100.0%
6441-00 · Membership - Miscellaneous Exp 6442-00 · Public Relations/Website	37.05 81.00	0.00 0.00	37.05 81.00	100.0% 100.0%
6443-00 · Membership - Bridal Faire	75.63	0.00	75.63	100.0%
6423-00 · Membership Activities - Other	6,496.70	17,612.00	-11,115.30	36.9%
Total 6423-00 · Membership Activities	14,016.62	23,987.01	-9,970.39	58.4%
6490-00 · Classified Ads	225.00			
8200-00 · Associate Relations	0.00	450.00	-450.00	0.0%

04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Membership July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
8500-00 · Credit Card Fees	2,381.87	1,890.00	491.87	126.0%
8700-00 · Automobile Expenses	475.21	562.50	-87.29	84.5%
8750-00 · Meals/Meetings	177.20	375.02	-197.82	47.3%
8810-00 · Dues & Subscriptions	1,802.97	750.01	1,052.96	240.4%
8920-00 · Bad Debt	18,005.25			
Total Expense	98,870.10	116,983.87	-18,113.77	84.5%
Net Ordinary Income	30,080.79	16,697.39	13,383.40	180.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	30,416.04	20,823.00	9,593.04	146.1%
Total Other Expense	30,416.04	20,823.00	9,593.04	146.1%
Net Other Income	-30,416.04	-20,823.00	-9,593.04	146.1%
Net Income	-335.25	-4,125.61	3,790.36	8.1%

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04/25/17 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Admin July 2016 through March 2017

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages	15 005 01	17 500 10	(505 40	.
5020-00 · P/R - Tax Expense	15,965.21	17,532.40	-1,567.19	91.1%
5030-00 · P/R - Health Insurance Expense	12,384.63	31,315.20	-18,930.57	39.5%
5040-00 · P/R - Workmans Comp	676.40 2,173.67	3,606.02	-2,929.62	18.8%
5060-00 · 401 (k) 5070-00 · Other Benefits and Expenses	2,173.67 555.26	6,991.70	-4,818.03	31.1%
5000-00 · Salaries & Wages - Other	199,322.51	840.77 236,430.30	-285.51 -37,107.79	66.0% 84.3%
_				
Total 5000-00 · Salaries & Wages	231,077.68	296,716.39	-65,638.71	77.9%
5100-00 · Rent	044.00	4 000 00	050.00	50.004
5110-00 · Utilities	941.20	1,800.00	-858.80	52.3%
5140-00 · Repairs & Maintenance	2,947.78	1,800.00	1,147.78	163.8%
5150-00 · Office - Cleaning 5100-00 · Rent - Other	1,356.97 14,692.80	2,268.00 17,235.76	-911.03 -2,542.96	59.8% 85.2%
	······			
Total 5100-00 · Rent	19,938.75	23,103.76	-3,165.01	86.3%
5310-00 · Telephone	0 570 70	0.450.00	100 70	101.001
5320-00 · Telephone	6,570.72	6,450.02	120.70	101.9%
Total 5310-00 · Telephone	6,570.72	6,450.02	120.70	101.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5480-00 · Mail - Fed Ex	24.02			
5420-00 · Mail - USPS - Other	322.15	525.01	-202.86	61.4%
Total 5420-00 · Mail - USPS	596.17	525.01	71.16	113.6%
5510-00 · Insurance/Bonding	1,341.99	1,275.02	66.97	105.3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000 5520-00 · Supplies - Other	864.13 4,020.07	0.00 5,250.01	864.13 -1,229.94	100.0% 76.6%
Total 5520-00 · Supplies	4,884.20	5,250.01	-365.81	93.0%
		·		
5610-00 · Depreciation	592.55	1,469.25	-876.70	40.3%
5700-00 · Equipment Support & Maintenance	4,527.42	2,796.02	1,731.40	161.9%
5710-00 · Taxes, Licenses & Fees	6,483.31	6,000.02	483.29	108.1%
5740-00 · Equipment Rental/Leasing	1,484.48	1,875.01	-390.53	79.2%
5800-00 · Training Seminars 5810-00 · Public Outreach	2,199.00	1,500.00	699.00	146.6%
5900-00 · Professional Fees	0.00	180.00	-180.00	0.0%
5921-00 · Professional Fees - Other	11,827.07			
5910-00 · Professional Fees - Attorneys	3,438.19	0.00	3,438.19	100.0%
5920-00 · Professional Fees - Accountant	35,862.00	0.00	35,862.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	20,000.00	-18,750.00	6.3%
Total 5900-00 · Professional Fees	52,377.26	20,000.00	32,377.26	261.9%
6420-00 · Sponsorship				
6421-00 · New Event Development	50.00			
Total 6420-00 · Sponsorship	50.00			
6490-00 · Classified Ads	0.00	500.00	-500.00	0.0%
8200-00 · Associate Relations	2,049.82	1,750.00	299.82	117.1%
8300-00 · Board Functions	1,701.78	3,350.00	-1,648.22	50.8%
8500-00 · Credit Card Fees	339.05	0.00	339.05	100.0%
8700-00 · Automobile Expenses	88.88	750.01	-661.13	11.9%
8750-00 · Meals/Meetings	169.44	450.00	-280.56	37.7%
8810-00 · Dues & Subscriptions	1,483.15	1,600.00	-116.85	92.7%
8910-00 · Travel	0.00	900.00	-900.00	0.0%
Total Expense	337,955.65	376,440.52	-38,484.87	89.8%
let Ordinary Income	-337,955.65	-376,440.52	38,484.87	89.8%
Other Income/Expense Other Expense	,	_, .,	55,101107	00.070

Other Expense Balancing Adjustments

0.08

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual - Admin July 2016 through March 2017

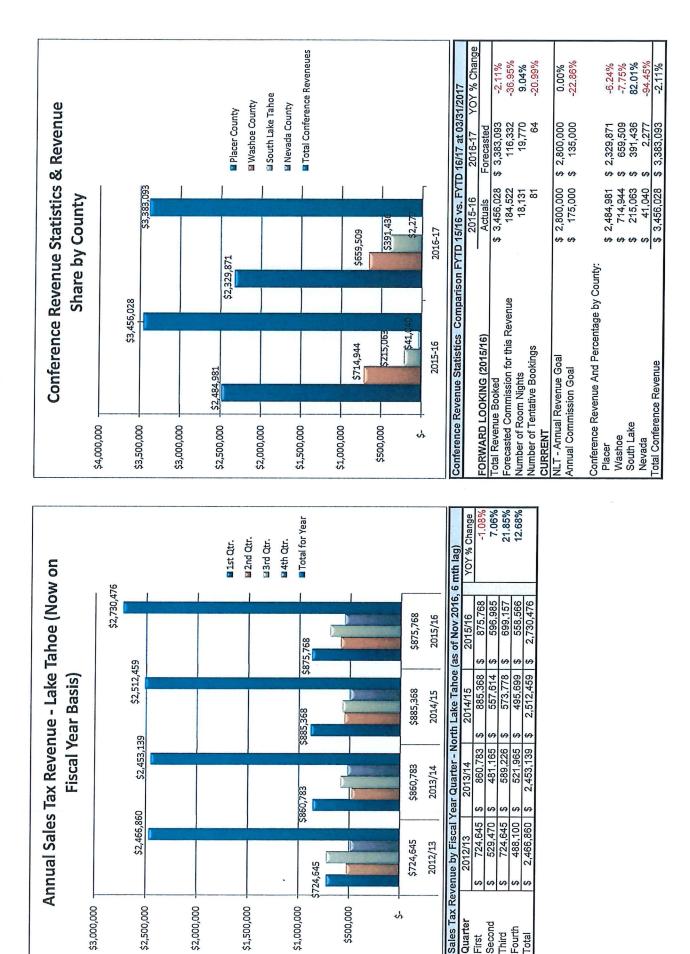
	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
8990-00 · Allocated	-337,955.73	-376,441.00	38,485.27	89.8%
Total Other Expense	-337,955.65	-376,441.00	38,485.35	89.8%
Net Other Income	337,955.65	376,441.00	-38,485.35	89.8%
Net Income	0.00	0.48	-0.48	0.0%

KEY METRICS FOR March 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Feb	ollections	by Quarter	r 2010 - 2016 (;	as reported thru	Feb 2017)	Contraction of the second	Destimetrics Reservations Activity	FYTD 15/16	FYTD 16/17	Change
	ð		Quarter 2	Quarter 3	Quarter 4	Total	Occupancy	49.0%	47.9%	L
2010-11			2,107,554	\$ 3,776,990	- -		ADR (Average Daily Rate)		69	
21-1102			1,794,633		-	\$ 10,191,876	RevPAR (Rev per Available Room)	\$ 134	G	1 10%
2012-13		3,882,952 \$	2,106,218	\$ 4,263,868	\$ 1,447,976		Occupancy 1 Mth Forecast	5	ج ج	
2013-14			2,145,657	\$ 3,569,348	\$ 1,751,002		ADR 1 Mth Forecast		ť	
2014-15	\$ 4,69	4,693,925 \$	2,527,484	\$ 3,513,426	\$ 1,868,198		RevPAR 1 Mth Forecast	47) 4	0.4.0 Kg 7%
2015-16		4,871,545 \$	3,874,302	\$ 5,419,057	\$ 2,344,932		Occupancy (prior 6 months)	AA	*	
2016-17		5,483,438 \$	3,287,043	\$ 583,670			ADR (prior 6 months)		69	
							RevPAR (prior 6 months)	\$ 134	6	3.2%
C							Occupancy (next 6 months)	27.4%	20	
VISITOR INTORMATION COMPARATIVE Statistics For Fiscal YTD 2013 - 2017 (thru I	mparative	Statistics	For Fiscal YTC	0 2013 - 2017 (th	ru Mar '17)		ADR (next 6 months)	\$ 302	69	
Referrals -	2013/2014	-	2014/2015	2015/2016	2016/2017	YOY % Change	RevPAR (next 6 months)	\$	6	13.4%
Tahoe City:									•	2/1-2-
Walk In/Events	Ś	34,112	34,372	31,191	34,509	10.64%	Infrastructure Fund Balances Held by Placer County	ar County	Total Chamber Memberchin	Mambarchin
Phone/Email		2,024	1,691	3,508	2,640	-24.74%	as of 9/30/16 (Reported Ouarterly)	forman i	line 2012	
Kings Beach (Walk In Only)		9.685	6.211	8 230	2 455	ED 070/	EV DAE 46 Contract		-	004
Totals	4	45.821	42.274	42.938	40.604	-5.44%	F1 2015-19 CONTRACT	4,260,134		457
										4/4
							Total Fund Balances	\$ 6,115,020	June 2016	508
									Mar 2017	428
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 201	/ Fiscal Yea	ar Quarter	- North Lake 7	Tahoe (as of Nov	2016, 6 mth lag)		Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 03/31/2017	n FYTD 15/16 vs.	FYTD 16/17 at 0	3/31/2017
Quarter	201	-	2013/14	201	201	YOY % Change		2015-16	2016-17	YOY % Change
		-	860,783	\$ 885,368	\$ 875,768	-1.08%	FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Second						7.06%	Total Revenue Booked	\$ 3,456,028	ц с э	-2.11%
		/24,645 \$	-	\$ 573,778	\$ 699,157	21.85%	Forecasted Commission for this Revenue	184,522	116,332	-36.95%
Total	ſ	-	+		\$ 558,566	12.68%	Number of Room Nights	18,131		9.04%
10141		4,400,000 \$	2,453,139	\$ 2,512,459			Number of Tentative Bookings	81		-20.99%
									4	
								\$ 7'800'000	A	0.00%
							Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Unemployment Rates			June 2014	July 2015	Aug 2016	Mar 2017	Conference Bevenue And Bercontact by Country			
California (pop. 38,332,521)	,521)	$\left \right $	7.1%	6.7%	5.5%	4 9%		11LY.		
Placer County (367,309)	(6		6.0%	5.2%	4.7%	4.2%		<u>//</u> % \$ 2.484.981	\$ 2.329.871	-6 24%
Vollar Point (1,215)			7.1%	6.1%	1.1%	1.9%	21%	69	69	-7.75%
Nings beach (3,893)			6.0%	6.8%	6.1%	6.8%	ake 6% 1	ω	\$	82.01%
Tabos Visto /1 423	(/cc')		%0.7	5.7%	5.1%	5.4%	1%		в	-94.45%
1 alloc VISIA (1,400)			10.1%	8.9%	4.3%	4.9%	Total Conference Revenue 100% 100%	% \$ 3,456,028	\$ 3,383,093	-2.11%

Nevada Total Conference Revenue

Page 37 of 51



\$2,453,139

\$2,466,860

\$2,500,000

\$2,000,000

\$1,500,000

\$3,000,000

Page 38 of 51

\$860,783

724,645

\$500,000

\$1,000,000

860.783 481.165 589,226 521,965

724,645 \$ 529,470 \$ 724,645 \$ 488,100 \$ 2,466,860 \$

2013/14

2012/13

Quarter Second Fourth Third First

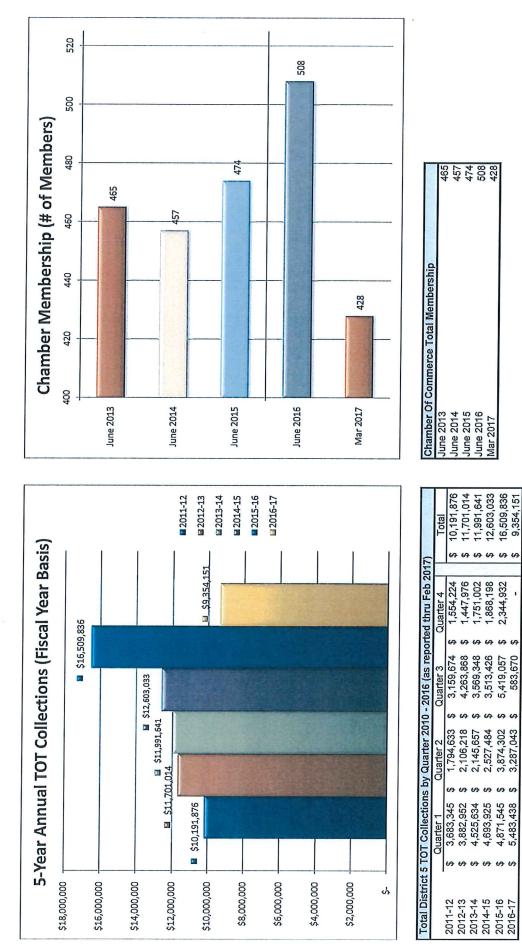
2013/14 \$860,783

\$724,645 2012/13

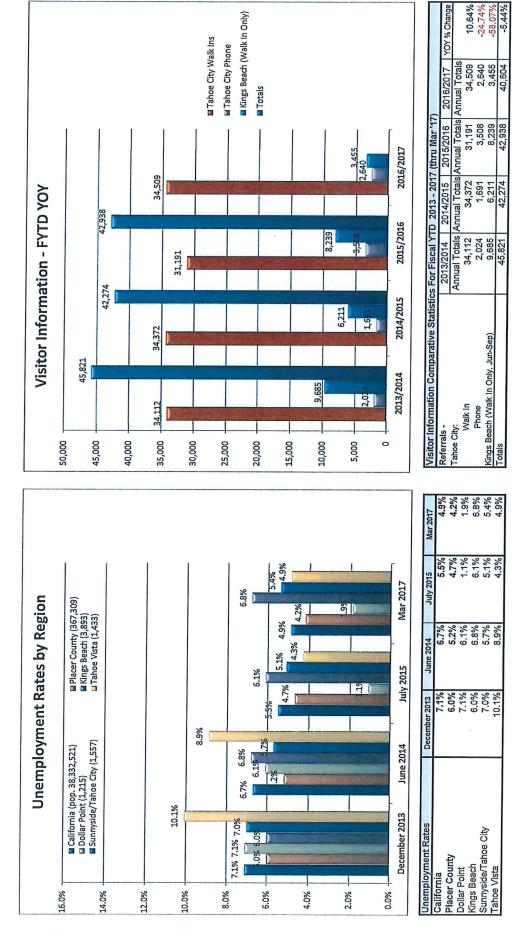
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2,453,139

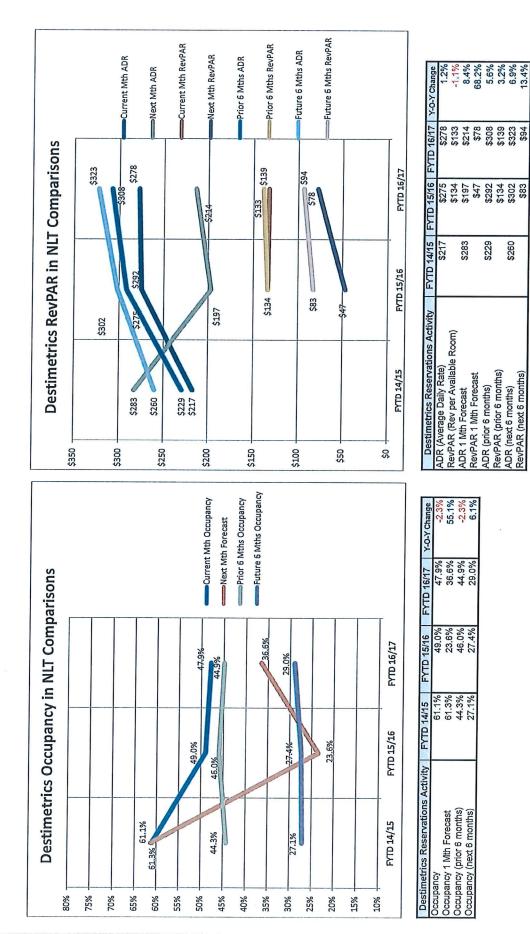
Total



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NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

> Month'Yr March 2017 Employee Sandy Evans Hall

DOC							
		REFERENCE	PURPOSE	PAID BY CC	POCKET	BUDGET	
			Registration for Tech Summit	370.00		8750-00-11	Ъ
			Flight to SLC for Tech Summit	435.88		R910-00-11	Ì
3/20/2017 C			Lodging for Tech Summit	503.31		8910-00-11	
Q	A Sante Fitness		Gym membership reimbursement		25.00	5070-00-70	
_			Monthly Subscription	120.00	00.04	8810-00-70 8810-00-70	1
3/20/2017 F	Survey Monkey		Monthly Subscription	26.00		8810-00-10 8810-00-70	1
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Attach 1		Mileane	Ise Attached Mileane Renort		7171 20	00 00 0000	1
		000	Mileage Reimbursed Through Pavroll		190.414	8/00-00-00	>
TOTAL - CREDIT CARD EXPENSES	ARD EXPENSES			1.455.19	141.012		1
OTAL - EXPENSES	TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)	OCKET)			25.00		Ì
Signed By:	ligade Mittell		Approved By:	<	<]
Date:	4-10-17	I	Date:	1			
	HILLERING		ACCOUNTING	1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.1.			11111
A DOTE REGEIVEDA 7	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE DATE SCANNED				1
APR 1 0 2017	7 APR 13 2017 ⁰	1					Γ

\\SERVER\nttra\Company\Forms\NLTRA\NLTRA Employee Expense Report - Master 2017.xlsx

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NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) MILEAGE REIMBURSEMENT

EMPLOYEE NAME: Sandy Evans Hall REPORT MONTH: Mar-17

 CarWoods CarWoods Reno Airport Truckee Ritz, Truckee, Squaw Indiana Indiana<th>6.00 30.00 48.00 48.00</th><th></th><th>SnowFest Opening Party Elight to Tech summit Meet with Stacy Caldwell Pick up donations for Silent Auction</th>	6.00 30.00 48.00 48.00		SnowFest Opening Party Elight to Tech summit Meet with Stacy Caldwell Pick up donations for Silent Auction
GarWoods Reno Airport Truckee Ritz, Truckee, Squaw	6.00 30.00 30.00 48.00		SnowFest Opening Party Flight to Tech summit Meet with Stacy Caldwell Pick up donations for Silent Auction
Reno Airport Truckee Ritz, Truckee, Squaw Image: Squaw	30.00 48.00	× × ×	Flight to Tech summit Meet with Stacy Caldwell Pick up donations for Silent Auction
Truckee Ritz, Truckee, Squaw	30.00	× ×	Meet with Stacy Caldwell Pick up donations for Silent Auction
Ritz, Truckee, Squaw Image: Constraint of the structure of the	48.00	×	Pick up donations for Silent Auction
		+	
		+	
	1		
TOTAL MILES SUBMITTED:	184.00		
MILEAGE RATE PER MILE	\$ 0.535		
TOTAL MILEAGE REIMBURSEMENT DUE	\$ 98.44		
	<		
Manhan Stirk Ml			
-17			
MILES SUBMITTED: GE RATE PER MILE GE RATE PER MILE GE REIMBURSEMENT DUE		\$ 0.535 \$ 98.44	184.00 \$ 0.535 \$ 0.535

IISERVERInitralCompanylFormsINLTRAINLTRA Employee Expense Report - Master 2017, xlsx



BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXX-0011-5901

Statement Date MAR 28, 2017 Total Activity \$1,455.19

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

SANDRA EVANS HALL N LAKE TAHOE RESORT PO BOX 1757 TAHOE CITY CA 96145-1757

			ACCOUNT SUMMARY		
SANDRAEV XXXX-XX	ans hall XX-0011-59	001	Purchases Cash & Other Debits + Advances - Credits =	Total Activity	
Accoun	nt Total		\$1,455.19 \$0.00 \$0.00	\$1,455.19	
		torin Lec	ACCOUNT ACTIVITY		
Posting Date	Transa Date	ction	Reference Number Transaction Description	Amount	
03-07	03-06	A	05140477065100000390385 WACVB FOLSOM CA Tran: 20475853233 Tax ID: 953030768 Mer Zip: 95630	370.00	
03-08	03-06		Tax ID: 741563240 Mer Ref: 5260607705020 Mer Zip: 75235	30.00	
03-08	03-06	B	Passenger Name: EVANS HALL/SANDRALEIGH Ticket Number: 5260607705020 Dep Date: 03/06/17 Orig Airport: DAL Serv Class: Y Carrier Code: WN Dest Airport: DAL 5543286706600096238568 SOUTHWES 5262492821326 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5262492821326 Mer Zip: 75235 Passenger Name: EVANS HALL/SANDRALEIGH Ticket Number: 5262492821326 Dep Date: 03/14/17 Orig Airport: RNO Serv Class: R Carrier Code: WN Dest Airport: LAS Dep Date: 03/14/17 Orig Airport: LAS Serv Class: R Carrier Code: WN Dest Airport: SLC Dep Date: 03/17/17 Orig Airport: SLC Serv Class: R Carrier Code: WN Dest Airport: OAK Dep Date: 03/17/17 Orig Airport: OAK Serv Class: R Carrier Code: WN Dest Airport: OAK	405.88	435 .
03-20	03-18	C.	RNO 85180137077051700002367 SHERATON SALT LKE FD SALT LAKE CITUT Arrival Date: 03/18/17 Departure Date: 03/18/17 Invoice Number: 1002412	503.31	
03-20	03-18		Tax ID: 261520241 Mer Zip: 84101 75418237077037212043695 SMK*SURVEYMONKEY.COM 971-2445555 Tran: 28443220 Tax ID: 371581003 Mer Zip: 94301 Dest Zip: 96145 Product Code: CODE Desc: Subscription Renewal Qty: 1 Unit: Sub Unit Cost: 2600 Disc: N Ext Item Amt: 26.00	26.00	

	Account Number	Account S	ummary
For Customer Service, Call:	XXXX-XXX-0011-5901	Purchases &	
1-866-432-8161	Statement Date	Other Charges	\$1,455.19
1-000-432-0103	MAR 28, 2017	Cash Advances	\$0.00
Send Billing Inquiries to:	Credit Limit	Fees	\$0.00
BANKCARD CENTER PO BOX 84043	\$50,000	Credits	\$0.00
COLUMBUS GA 31908-4043	Disputed Amount	Payments	\$0.00
	\$0.00	Total Activity	\$1,455.19

Statement Date	MAR 28, 2017	Total Activity	\$1,455.19
Credit Limit	\$50,000	Single Purchase Limit	\$0.00
	SANDRAE	/ANS HALL	
	xxxx-xxxx	(-0011-5901	

		A	CCOUNT ACTIVITY	
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
03-23	03-22	Tran: 1108743637509 Tax	CTC*CONSTANTCONTACT.C 855-2295506 MA ID: 043285398 Mer Zip: 02451 Istant Contact Qty: 1 Unit: EAC Unit Cost: 12000 Disc: N	120.00

Page 3 of 4



Tech Summit program sessions begin March 15 at 1:15 p.m. and conclude March 17 at 3:15 p.m. Visit Salt Lake www.visitsaltlake.com



Registration Is Closed

Please direct all questions to staff - info@dmawest.org

Registration | Travel Information | Lodging

Registration/Travel Information

Registration

Fees include Tech Summit Program and daily group meal functions. Applicable registration fees apply for all delegate classifications.

DMA West Tech Summit – March 15-17, 2017

Fees include Tech Summit program and daily group meal functions.

Registrant from a DMA-member DMO:

- (\$370 jncludes March 15 afternoon labs and March 16 and 17 sessions
- \$295 includes March 16 and 17 sessions (no March 15 afternoon labs)

Registrant from a nonmember DMO:

Southwest

RAPID REWARDS® FLIGHT | HOTEL | CAR SPECIAL OFFERS Q

Thank you for your purchase!

Southwest'

Reno/Tahoe, NV - RNO to Salt Lake City, UT - SLC

New Purchases in Trip

🗹 Air	
Confirma	tion #5SZD3B
City, UT - S	oe, NV - RNO to Salt Lake SLC larch 14, 2017 - Friday, March EarlyBird Check-In Purchased
	Air Total: \$435.88
	Air Total: \$435.88

\$435.88

Trip Total \$435.88



(LAS)

(LAS)

(SLC)

07:15 PM Change 🟹 🛪 to Southwest

09:30 PM Arrive in Salt Lake City, UT

Airlines in Las Vegas, NV

New purchases added to your trip.

AIR 🔀	03/14/2017 Confirmatio 5SZD3 Adult Passe SANDRA EVA	- 03/17/201 on # BB enger(s)			Rapid Rewards # 00020174130410
	Travel Date		Flight Segments		Flight Summary
	DEPART MAR 14	03:50 PM	Depart Reno/Tahoe, NV (RNO) on Southwest Airlines	Flight #1913	
	TUE	05:00 PM	Arrive in Las Vegas, NV	😴 WiFi available	

훆 WiFi available

🛜 WiFi available

Southwest

Flight

#4851

Tuesday, March 14, 2017

Travel Time 4 h 40 m (1 stop, includes 1 plane change) Wanna Get Away

https://www.southwest.com/reservations/confirm-reservations.html?disc=pdc%3A9774602A6D004D7787A3EBA57EAF9C28&int= Page 47 of 51

Sheraton Salt Lake City Hotel 150 West 500 South Salt Lake City, UT 84101 United States Tel: 801-401-2000 Fax: 801-531-0705



Sheraton

.

Sandy Evans Hall	Page Number	:	1	
Destination Marketing Associat	Guest Number	:	1002412	
PO Box 5459	Folio ID	:	А	
Tahoe City, CA, 96145	Arrival	:	14-MAR-17	22:05
United States	Departure	:	17-MAR-17	11:06
2C11AC - 2017 Destination Marketing Att	No. Of Guest	:	1	
	Room Number	:	127	
	SPG Account	:		

Sheraton Salt Lake MAR-17-2017 11:06 VERRAM

Date	Reference	Description	Charges (USD)	Credits (USD)
14-MAR-17	RT127	Group Corporate	149.00	
14-MAR-17	RT127	Room Occupancy Tax	18.77	
15-MAR-17	RT127	Group Corporate	149.00	
15-MAR-17	RT127	Room Occupancy Tax	18.77	
16-MAR-17	RT127	Group Corporate	149.00	
16-MAR-17	RT127	Room Occupancy Tax	18.77	
17-MAR-17	MC	MasterCard/Euro-5901		-503.31
				500.04
		** Total	503.31	-503.31
		*** Balance	-0.00	

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As a Starwood Preferred Guest, you could have earned 894 Starpoints for this visit. Please provide your member number or enroll today.

Tell us about your stay. www.sheraton.com/reviews

P.O. TAHOE CI	AKESIDE FITNES BOX 1532 TY, CA 96145 -583-4286	55
02/24/2017		77220 110
06:18:40		110
**	SALE **	
1 102 3 MONTH-SINGLE	177.000	177.00
	Sub Total Sales Tax Total Due	177.00 0.00 177.00
	Cr Card Change Due	177.00 0.00
x	prop	
		-
T names to nav th	a above total	amount

I agree to pay the above total amount according to the cardholder agreement

THANK YOU!

.

Print Rcpt No Rcpt Cont.

Constant Contact : Billing Activity

Constant Contact' 💋

Print

Billing Activity

N Lake Tahoe Resort Attn: Sandy Evans Hall PO Box 5459 Today's Date: 04/05/2017 Tahoe City CA 96145 User Name: nltra1 US P: 5305818727 Billing Activity from 03/06/2017 to 04/05/2017 Date Description **Charge Amount Credit Amount** 03/27/2017 Invoice #1490595444287 \$120.00 USD Email Marketing, EventSpot, Survey, MyLibrary Plus 03/22/2017 Payment - Credit Card - 5901 \$120.00 USD

Billing questions? <u>Contact Support</u> Constant Contact - 1601 Trapelo Road - Waltham, MA 02451 US

E,

Mar 18, 2017

Description

BILLING DETAILS

P.O Box 5459 Tahoe City California 96145 United States 5305466900 Username: gotahoe

Sandra Evans Hall

Select Monthly Plan



Invoice #28443220

3220

 Close
 Print

 Paid on Mar 18, 2017 6:17:00 PM (UTC)

 Billing Period
 Price
 Months
 Amount

 Mar 18, 2017 - Apr 17, 2017
 \$26
 1
 \$26

 Total: \$26

 Mortes

 Subscription Renewal Charge

Payment made on Mar 18, 2017 6:17:00 PM (UTC).

HOW TO MAKE A PAYMENT:

Payment Method: MASTERCARD Card Number(last 4 digits): 5901

SurveyMonkey 3050 South Delaware Street, San Mateo CA 94403, USA Our Tax ID (EIN): 37-1581003 Contact: billing@surveymonkey.com

https://www.surveymonkey.com/billing/invoice/28443220/20acbf150e30a17ad576237dc00c8994fee0d68a44e2d5bf45d6e851fc5898f2?from=myaccount

F