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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: Al 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 reconciliation.

- 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. AI 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.

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	<u>\$ 871,574.95</u>	<u>\$ 1,372,952.96</u>	\$ (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	<u>\$ 254,261.27</u>	<u>\$ 748,111.41</u>	\$ (493,850.14)	-66.01%
Equity	<u>\$ 617,313.68</u>	<u>\$ 624,841.55</u>	\$ (7,527.87)	-1.20%
Total Liabilities & Equity	<u>\$ 871,574.95</u>	<u>\$ 1,372,952.96</u>	\$ (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	<u>\$ 3,100,198.85</u>	<u>\$ 2,781,433.73</u>	\$ 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	<u>\$ 2,910,052.32</u>	<u>\$ 2,720,144.39</u>	\$ 189,907.93	6.98%
Net Income	<u>\$ 190,146.53</u>	<u>\$ 61,289.34</u>	\$ 128,857.19	210.24%

North Lake Tahoe Resort Association

04/25/17

Balance Sheet

Accrual Basis

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	29,581.56	23,255.31	6,326.25	27.2%
1080-00 · Special Events BOTW #1626	91,902.79	267.04	91,635.75	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				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,570.69	-197.26	-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	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,217.40	-24,067.37	-150.03	-0.6%
Total Fixed Assets	6,268.65	3,270.76	2,997.89	91.7%
Other Assets				
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%
TOTAL ASSETS	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	29,737.81	380,340.76	-350,602.95	-92.2%
Credit Cards				
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%

North Lake Tahoe Resort Association

Balance Sheet

As of March 31, 2017

04/25/17

Accrual Basis

	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 · 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%

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

Accounts Receivable Summary

Invoices With Apply Dates Through March 31, 2017

Aged as of Friday, March 31, 2017

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		5,270.00	0.00	0.00	0.00	0.00	85.00	5,355.00
Dues		145.00	3,090.00	2,210.00	11,330.00	535.00	2,075.00	19,385.00
New Member Fees		0.00	75.00	0.00	0.00	0.00	0.00	75.00
Shop Local		0.00	50.00	0.00	0.00	0.00	0.00	50.00
TMBC		0.00	0.00	165.00	0.00	0.00	0.00	165.00
Total Open Invoices		5,415.00	3,215.00	2,375.00	11,330.00	535.00	2,160.00	25,030.00
Unapplied Payments With Payment Dates Prior to and Including 03/31/2017								
Pre-Payments: Payments Made Prior to 03/31/2017 on Invoices With Apply Dates After 03/31/2017								
Dues								255.00
Total Pre-Payments								255.00
Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)								
								24,770.00

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
AI 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 Store...Copies 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
TOTAL	15,806.53	15,391.76	82.25	-211.52	-1,331.21	29,737.81

North Lake Tahoe Resort Association

Profit & Loss

March 2017

04/25/17

Accrual Basis

	Mar 17	Mar 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	825.00	0.00	825.00	100.0%
4050-00 · County of Placer TOT Funding	314,665.00	271,350.00	43,315.00	16.0%
4200-00 · Membership Dues	11,701.67	14,324.05	-2,622.38	-18.3%
4201-00 · New Member Fees	75.00	225.00	-150.00	-66.7%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	585.00	960.00	-375.00	-39.1%
4250-01 · Community Awards	300.00	0.00	300.00	100.0%
4250-00 · Revenues-Membership Activities - Other	9,720.00	305.00	9,415.00	3,086.9%
Total 4250-00 · Revenues-Membership Activities	10,605.00	1,265.00	9,340.00	738.3%
4502-00 · Non-Retail VIC income	7.00	-152.00	159.00	104.6%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	1,880.71	0.00	1,880.71	100.0%
4600-00 · Commissions - Other	-2,512.26	8,406.60	-10,918.86	-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	342,054.66	298,950.68	43,103.98	14.4%
Gross Profit	342,054.66	298,950.68	43,103.98	14.4%
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	9,126.23	6,649.01	2,477.22	37.3%
5030-00 · P/R - Health Insurance Expense	5,957.33	7,540.62	-1,583.29	-21.0%
5040-00 · P/R - Workmans Comp	976.50	888.75	87.75	9.9%
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	-11.48	-4.3%
5000-00 · Salaries & Wages - Other	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	57.6%
5100-00 · Rent				
5110-00 · Utilities	1,068.32	425.88	642.44	150.9%
5140-00 · Repairs & Maintenance	1,305.83	996.35	309.48	31.1%
5150-00 · Office - Cleaning	550.00	0.00	550.00	100.0%
5100-00 · Rent - Other	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				
5320-00 · Telephone	2,625.84	2,281.65	344.19	15.1%
5350-00 · Internet	0.00	119.85	-119.85	-100.0%
Total 5310-00 · Telephone	2,625.84	2,401.50	224.34	9.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00	215.00	-215.00	-100.0%
5480-00 · Mail - Fed Ex	0.00	28.48	-28.48	-100.0%
5420-00 · Mail - USPS - Other	225.00	0.00	225.00	100.0%
Total 5420-00 · Mail - USPS	225.00	243.48	-18.48	-7.6%
5510-00 · Insurance/Bonding	264.42	595.80	-331.38	-55.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	606.14	120.00	486.14	405.1%
5520-00 · Supplies - Other	672.97	1,440.71	-767.74	-53.3%
Total 5520-00 · Supplies	1,279.11	1,560.71	-281.60	-18.0%
5610-00 · Depreciation	233.02	1,345.40	-1,112.38	-82.7%
5700-00 · Equipment Support & Maintenance	1,839.71	558.87	1,280.84	229.2%
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				
5910-00 · Professional Fees - Attorneys	1,458.19	280.00	1,178.19	420.8%

North Lake Tahoe Resort Association

04/25/17

Profit & Loss

Accrual Basis

March 2017

	Mar 17	Mar 16	\$ Change	% Change
5920-00 · Professional Fees - Accountant	0.00	14,624.65	-14,624.65	-100.0%
Total 5900-00 · Professional Fees	1,458.19	14,904.65	-13,446.46	-90.2%
5941-00 · Research & Planning	3,780.00	1,000.00	2,780.00	278.0%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	0.00	7,500.00	-7,500.00	-100.0%
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				
6432-00 · Membership - Newsletter	0.00	746.70	-746.70	-100.0%
6434-00 · Community Awards Dinner	1,140.00	3,957.41	-2,817.41	-71.2%
6442-00 · Public Relations/Website	0.00	874.75	-874.75	-100.0%
6443-00 · Membership - Bridal Faire	0.00	182.44	-182.44	-100.0%
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 Program	9,157.54	3,580.34	5,577.20	155.8%
6743-00 · BACC Marketing Programs				
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				
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 · 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%
Net Income	37,287.40	72,765.23	-35,477.83	-48.8%

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	17,848.21	0.00	0.00	0.00	0.00	0.00	0.00	17,848.21
6743-00 · BACC Marketing Programs								
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	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 · Cost of Goods Sold								
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

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	7,425.00	0.00	7,425.00	100.0%
4050-00 · County of Placer TOT Funding	2,831,985.00	2,442,110.00	389,875.00	16.0%
4200-00 · Membership Dues	104,625.47	98,251.42	6,374.05	6.5%
4201-00 · New Member Fees	675.00	685.00	-10.00	-1.5%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	5,234.42	8,925.00	-3,690.58	-41.4%
4250-01 · Community Awards	300.00	0.00	300.00	100.0%
4250-02 · Tourism Summit	1,100.00	0.00	1,100.00	100.0%
4250-00 · Revenues-Membership Activities - Other	16,516.00	22,008.54	-5,492.54	-25.0%
Total 4250-00 · Revenues-Membership Activities	23,150.42	30,933.54	-7,783.12	-25.2%
4252-00 · Revenue - Sponsorships	500.00	500.00	0.00	0.0%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
4502-00 · Non-Retail VIC income	5,199.00	2,482.10	2,716.90	109.5%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	11,125.88	13,711.34	-2,585.46	-18.9%
4600-00 · Commissions - Other	88,056.72	152,219.55	-64,162.83	-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	2,048.21	0.00	2,048.21	100.0%
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	34,943.32	15,379.98	19,563.34	127.2%
5020-00 · P/R - Tax Expense	74,155.38	65,193.90	8,961.48	13.8%
5030-00 · P/R - Health Insurance Expense	86,709.60	82,805.24	3,904.36	4.7%
5040-00 · P/R - Workmans Comp	3,221.49	9,163.85	-5,942.36	-64.9%
5060-00 · 401 (k)	25,699.35	25,654.43	44.92	0.2%
5070-00 · Other Benefits and Expenses	2,908.41	5,016.37	-2,107.96	-42.0%
5000-00 · Salaries & Wages - Other	800,822.59	730,917.46	69,905.13	9.6%
Total 5000-00 · Salaries & Wages	1,028,460.14	934,131.23	94,328.91	10.1%
5100-00 · Rent				
5110-00 · Utilities	8,289.30	8,530.00	-240.70	-2.8%
5140-00 · Repairs & Maintenance	7,266.75	4,839.23	2,427.52	50.2%
5150-00 · Office - Cleaning	6,052.40	5,345.00	707.40	13.2%
5100-00 · Rent - Other	110,922.24	102,799.26	8,122.98	7.9%
Total 5100-00 · Rent	132,530.69	121,513.49	11,017.20	9.1%
5310-00 · Telephone				
5320-00 · Telephone	22,102.04	21,373.88	728.16	3.4%
5350-00 · Internet	224.85	289.85	-65.00	-22.4%
Total 5310-00 · Telephone	22,326.89	21,663.73	663.16	3.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	505.30	494.70	97.9%
5480-00 · Mail - Fed Ex	526.84	783.13	-256.29	-32.7%
5420-00 · Mail - USPS - Other	1,718.65	916.94	801.71	87.4%
Total 5420-00 · Mail - USPS	3,245.49	2,205.37	1,040.12	47.2%
5510-00 · Insurance/Bonding	6,099.92	5,117.76	982.16	19.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,811.05	4,009.47	-2,198.42	-54.8%
5520-00 · Supplies - Other	8,447.27	10,411.29	-1,964.02	-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	-109.00	35.44	-144.44	-407.6%
5610-00 · Depreciation	1,781.03	5,858.34	-4,077.31	-69.6%
5700-00 · Equipment Support & Maintenance	10,279.95	5,897.09	4,382.86	74.3%
5710-00 · Taxes, Licenses & Fees	7,387.31	7,117.85	269.46	3.8%
5740-00 · Equipment Rental/Leasing	11,854.16	12,951.31	-1,097.15	-8.5%
5800-00 · Training Seminars	6,271.72	3,391.68	2,880.04	84.9%
5810-00 · Public Outreach	1,650.00	0.00	1,650.00	100.0%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,827.07	0.00	11,827.07	100.0%
5910-00 · Professional Fees - Attorneys	3,438.19	2,900.00	538.19	18.6%
5920-00 · Professional Fees - Accountant	35,862.00	71,795.33	-35,933.33	-50.1%
5900-00 · Professional Fees - Other	1,250.00	312.50	937.50	300.0%
Total 5900-00 · Professional Fees	52,377.26	75,007.83	-22,630.57	-30.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	21,898.55	42,601.00	-20,702.45	-48.6%
5948-00 · Transportation Projects				
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	4,000.00	0.00	4,000.00	100.0%
6016-00 · Community Marketing Programs	35,648.00	3,430.57	32,217.43	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	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6030-00 · AFW-Media	1,500.00	0.00	1,500.00	100.0%
6023-00 · Autumn Food & Wine - Other	29,349.98	31,689.50	-2,339.52	-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	15,400.00	14,600.00	800.00	5.5%
6421-00 · New Event Development	9,275.88	11,155.15	-1,879.27	-16.9%
6422-00 · IronMan Lake Tahoe	0.00	387,460.47	-387,460.47	-100.0%
6427-00 · USA Cycling	0.00	-5,444.14	5,444.14	100.0%
6428-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Sponsorship - Other	349,114.10	12,225.00	336,889.10	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	4,185.00	3,506.00	679.00	19.4%
6432-00 · Membership - Newsletter	2,001.24	3,504.26	-1,503.02	-42.9%
6434-00 · Community Awards Dinner	1,140.00	1,958.61	-818.61	-41.8%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	37.05	69.24	-32.19	-46.5%
6442-00 · Public Relations/Website	81.00	3,338.00	-3,257.00	-97.6%
6443-00 · Membership - Bridal Faire	75.63	3,269.86	-3,194.23	-97.7%
6423-00 · Membership Activities - Other	6,496.70	12,172.10	-5,675.40	-46.6%
Total 6423-00 · Membership Activities	14,016.62	27,882.90	-13,866.28	-49.7%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	402.40	314.61	87.79	27.9%
6730-00 · Marketing Cooperative/Media	1,024,371.00	888,015.00	136,356.00	15.4%
6740-00 · Media/Collateral/Production	99.00	0.00	99.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	17,848.21	13,634.92	4,213.29	30.9%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,335.61	8,370.43	-4,034.82	-48.2%
6743-02 · Shopping Destination	0.00	4,139.95	-4,139.95	-100.0%
6743-03 · Touch Lake Tahoe	16,666.65	19,900.00	-3,233.35	-16.3%
6743-04 · High Notes	3,313.32	16,000.00	-12,686.68	-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				
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%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
 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			
4050-00 · County of Placer TOT Funding	2,831,985.00	2,831,988.80	-3.80	100.0%
4200-00 · Membership Dues	104,625.47	92,948.76	11,676.71	112.6%
4201-00 · New Member Fees	675.00	3,000.01	-2,325.01	22.5%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	5,234.42	7,200.00	-1,965.58	72.7%
4250-01 · Community Awards	300.00			
4250-02 · Tourism Summit	1,100.00			
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%
4502-00 · Non-Retail VIC income	5,199.00	5,733.00	-534.00	90.7%
4503 · Visitor Guide Income	0.00	3,000.00	-3,000.00	0.0%
4600-00 · Commissions				
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%
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	2,048.21			
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	34,943.32	19,500.02	15,443.30	179.2%
5020-00 · P/R - Tax Expense	74,155.38	77,916.70	-3,761.32	95.2%
5030-00 · P/R - Health Insurance Expense	86,709.60	118,102.90	-31,393.30	73.4%
5040-00 · P/R - Workmans Comp	3,221.49	10,992.80	-7,771.31	29.3%
5060-00 · 401 (k)	25,699.35	30,719.50	-5,020.15	83.7%
5070-00 · Other Benefits and Expenses	2,908.41	5,509.73	-2,601.32	52.8%
5000-00 · Salaries & Wages - Other	800,822.59	920,783.30	-119,960.71	87.0%
Total 5000-00 · Salaries & Wages	1,028,460.14	1,183,524.95	-155,064.81	86.9%
5100-00 · Rent				
5110-00 · Utilities	8,289.30	12,229.51	-3,940.21	67.8%
5140-00 · Repairs & Maintenance	7,266.75	5,930.27	1,336.48	122.5%
5150-00 · Office - Cleaning	6,052.40	7,081.54	-1,029.14	85.5%
5100-00 · Rent - Other	110,922.24	108,749.34	2,172.90	102.0%
Total 5100-00 · Rent	132,530.69	133,990.66	-1,459.97	98.9%
5310-00 · Telephone				
5320-00 · Telephone	22,102.04	20,785.31	1,316.73	106.3%
5350-00 · Internet	224.85	0.00	224.85	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	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	526.84	0.00	526.84	100.0%
5420-00 · Mail - USPS - Other	1,718.65	2,170.03	-451.38	79.2%
Total 5420-00 · Mail - USPS	3,245.49	2,170.03	1,075.46	149.6%
5510-00 · Insurance/Bonding	6,099.92	6,450.08	-350.16	94.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,811.05	0.00	1,811.05	100.0%
5520-00 · Supplies - Other	8,447.27	12,487.53	-4,040.26	67.6%
Total 5520-00 · Supplies	10,258.32	12,487.53	-2,229.21	82.1%

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%
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			
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			
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	81.00	0.00	81.00	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	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%

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

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

March 2017

Accrual Basis

Table with columns: Mar 17, Budget, \$ Over Budget, % of Budget, Jul '16 - Mar 17, YTD Budget, \$ Over Budget, % of Budget, Annual Budget. Rows include Ordinary Income/Expense, Cost of Goods Sold, Expense, and various sub-categories like Salaries & Wages, Rent, Telephone, Mail, Supplies, Professional Fees, etc.

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

March 2017

	Mar 17	Budget	\$ Over Budget	% of Budget	Jul '16 - Mar 17	YTD Budget	\$ Over Budget	% of Budget	Annual Budget
6423-00 · Membership Activities									
6437-00 · Tuesday Morning Breakfast Club	0.00	708.33	-708.33	0.0%	4,185.00	6,375.01	-2,190.01	65.6%	8,500.00
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.0%	2,001.24	0.00	2,001.24	100.0%	0.00
6434-00 · Community Awards Dinner	1,140.00	0.00	1,140.00	100.0%	1,140.00	0.00	1,140.00	100.0%	0.00
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.0%	37.05	0.00	37.05	100.0%	0.00
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.0%	81.00	0.00	81.00	100.0%	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.0%	75.63	0.00	75.63	100.0%	0.00
6423-00 · Membership Activities - Other	376.69	588.00	-211.31	64.1%	6,496.70	17,612.00	-11,115.30	36.9%	35,000.00
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%	43,500.00
6490-00 · Classified Ads	0.00	0.00	0.00	0.0%	275.00	500.00	-225.00	55.0%	750.00
6500-00 · Promotions/Giveaways	0.00	0.00	0.00	0.0%	32.14	0.00	32.14	100.0%	0.00
6701-00 · Market Study Reports/Research	0.00	0.00	0.00	0.0%	402.40	0.00	402.40	100.0%	0.00
6730-00 · Marketing Cooperative/Media	63,250.00	61,708.00	1,544.00	102.5%	1,024,371.00	1,011,314.00	13,057.00	101.3%	1,265,000.00
6740-00 · Media/Collateral/Production	99.00	416.66	-317.66	23.8%	99.00	3,750.02	-3,651.02	2.6%	5,000.00
6742-00 · Non-MLT Co-Op Marketing Program	9,157.54	0.00	9,157.54	100.0%	17,848.21	65,143.00	-47,294.79	27.4%	84,000.00
6743-00 · BACC Marketing Programs									
6743-01 · Shop Local	19.59	0.00	19.59	100.0%	4,335.61	0.00	4,335.61	100.0%	0.00
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%	0.00
6743-04 · High Notes	0.00	0.00	0.00	0.0%	3,313.32	0.00	3,313.32	100.0%	0.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.0%	976.80	0.00	976.80	100.0%	0.00
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%	80,000.00
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%	80,000.00
7253-00 · Conference - PUD	0.00	0.00	0.00	0.0%	0.00	0.00	0.00	0.0%	8,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.00	0.0%	15.00	0.00	15.00	100.0%	0.00
8100-00 · Cost of Goods Sold									
5250 · Purchase Discounts	-110.12	0.00	-110.12	100.0%	-1,093.06	0.00	-1,093.06	100.0%	0.00
51100 · Freight and Shipping Costs	205.95	0.00	205.95	100.0%	1,261.09	0.00	1,261.09	100.0%	0.00
59900 · POS Inventory Adjustments	0.00	0.00	0.00	0.0%	237.04	0.00	237.04	100.0%	0.00
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%	61,212.00
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%	61,212.00
8200-00 · Associate Relations	4.06	150.00	-145.94	2.7%	2,786.50	4,600.00	-1,813.50	60.6%	5,050.00
8300-00 · Board Functions	70.00	600.00	-530.00	11.7%	1,701.78	3,350.00	-1,648.22	50.8%	4,600.00
8500-00 · Credit Card Fees	336.49	510.00	-173.51	66.0%	4,752.50	4,590.00	162.50	103.5%	7,120.00
8700-00 · Automobile Expenses	344.23	660.82	-316.59	52.1%	3,618.79	5,947.54	-2,328.75	60.8%	7,930.00
8750-00 · Meals/Meetings	609.93	558.31	51.62	109.2%	3,627.55	4,575.07	-947.52	79.3%	6,850.00
8810-00 · Dues & Subscriptions	365.96	1,159.99	-794.03	31.5%	7,381.14	7,800.03	-418.89	94.6%	9,700.00
8810-00 · Travel	1,052.32	1,074.82	-22.50	97.9%	9,811.76	10,573.54	-761.78	92.8%	16,298.00
8920-00 · Bad Debt	987.75	0.00	987.75	100.0%	18,005.25	0.00	18,005.25	100.0%	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%	4,252,743.00
Net Ordinary Income	37,287.40	1,654.22	35,633.18	2,254.1%	190,146.61	-198,268.96	386,415.57	-96.9%	2.00
Other Income/Expense									
Other Expense									
Balancing Adjustments	0.00	0.00	0.00	0.0%	0.08	0.00	0.08	100.0%	0.00
8990-00 · Allocated	0.00	2,256.00	-2,256.00	0.0%	0.00	-196,269.00	196,269.00	0.0%	2.00
Total Other Expense	0.00	2,256.00	-2,256.00	0.0%	0.08	-196,269.00	196,269.08	-0.0%	2.00
Net Other Income	0.00	-2,256.00	2,256.00	0.0%	-0.08	196,269.00	-196,269.08	-0.0%	-2.00
Net Income	37,287.40	-601.78	37,889.18	-6,196.2%	190,146.53	0.04	190,146.49	475,366,325.0%	0.00

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

04/25/17

Accrual Basis

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	7,425.00			
4050-00 · County of Placer TOT Funding	2,831,985.00	2,831,988.80	-3.80	100.0%
4200-00 · Membership Dues	104,625.47	92,948.76	11,676.71	112.6%
4201-00 · New Member Fees	675.00	3,000.01	-2,325.01	22.5%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	5,234.42	7,200.00	-1,965.58	72.7%
4250-01 · Community Awards	300.00			
4250-02 · Tourism Summit	1,100.00			
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%
4502-00 · Non-Retail VIC income	5,199.00	5,733.00	-534.00	90.7%
4503 · Visitor Guide Income	0.00	3,000.00	-3,000.00	0.0%
4600-00 · Commissions				
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%
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	2,048.21			
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	34,943.32	19,500.02	15,443.30	179.2%
5020-00 · P/R - Tax Expense	74,155.38	77,916.70	-3,761.32	95.2%
5030-00 · P/R - Health Insurance Expense	86,709.60	118,102.90	-31,393.30	73.4%
5040-00 · P/R - Workmans Comp	3,221.49	10,992.80	-7,771.31	29.3%
5060-00 · 401 (k)	25,699.35	30,719.50	-5,020.15	83.7%
5070-00 · Other Benefits and Expenses	2,908.41	5,509.73	-2,601.32	52.8%
5000-00 · Salaries & Wages - Other	800,822.59	920,783.30	-119,960.71	87.0%
Total 5000-00 · Salaries & Wages	1,028,460.14	1,183,524.95	-155,064.81	86.9%
5100-00 · Rent				
5110-00 · Utilities	8,289.30	12,229.51	-3,940.21	67.8%
5140-00 · Repairs & Maintenance	7,266.75	5,930.27	1,336.48	122.5%
5150-00 · Office - Cleaning	6,052.40	7,081.54	-1,029.14	85.5%
5100-00 · Rent - Other	110,922.24	108,749.34	2,172.90	102.0%
Total 5100-00 · Rent	132,530.69	133,990.66	-1,459.97	98.9%
5310-00 · Telephone				
5320-00 · Telephone	22,102.04	20,785.31	1,316.73	106.3%
5350-00 · Internet	224.85	0.00	224.85	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	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	526.84	0.00	526.84	100.0%
5420-00 · Mail - USPS - Other	1,718.65	2,170.03	-451.38	79.2%
Total 5420-00 · Mail - USPS	3,245.49	2,170.03	1,075.46	149.6%
5510-00 · Insurance/Bonding	6,099.92	6,450.08	-350.16	94.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,811.05	0.00	1,811.05	100.0%
5520-00 · Supplies - Other	8,447.27	12,487.53	-4,040.26	67.6%
Total 5520-00 · Supplies	10,258.32	12,487.53	-2,229.21	82.1%

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

04/25/17

Accrual Basis

	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%
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			
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			
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	81.00	0.00	81.00	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	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%

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

04/25/17

Accrual Basis

	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%

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

04/25/17

Accrual Basis

	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				
5000-01 · In-Market Administration	12,375.00	12,375.00	0.00	100.0%
5020-00 · P/R - Tax Expense	17,600.07	18,528.30	-928.23	95.0%
5030-00 · P/R - Health Insurance Expense	32,911.99	33,091.20	-179.21	99.5%
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				
5320-00 · Telephone	4,736.17	3,975.02	761.15	119.1%
5350-00 · Internet	224.85	0.00	224.85	100.0%
Total 5310-00 · Telephone	4,961.02	3,975.02	986.00	124.8%
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				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	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			
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%
5941-00 · Research & Planning	12,300.00	10,000.00	2,300.00	123.0%
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			
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	9,225.88	0.00	9,225.88	100.0%

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

04/25/17

Accrual Basis

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
6428-00 · Dues & Subscriptions	109.40			
6420-00 · Sponsorship - Other	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	50.00			
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	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				
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%
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 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%
Net Income	62,170.75	4,123.90	58,046.85	1,507.6%

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

04/25/17

Accrual Basis

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	7,425.00			
4050-00 · County of Placer TOT Funding	217,197.00	217,200.01	-3.01	100.0%
4200-00 · Membership Dues	0.00	5,767.51	-5,767.51	0.0%
4600-00 · Commissions				
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%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	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				
5470-00 · Mail - UPS	100.00			
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%
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%
Net Ordinary Income	48,868.17	28,601.04	20,267.13	170.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	37,175.12	28,601.00	8,574.12	130.0%
Total Other Expense	37,175.12	28,601.00	8,574.12	130.0%
Net Other Income	-37,175.12	-28,601.00	-8,574.12	130.0%
Net Income	11,693.05	0.04	11,693.01	29,232,625.0%

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	5,137.14	6,490.30	-1,353.16	79.2%
5030-00 · P/R - Health Insurance Expense	4,306.15	4,223.30	82.85	102.0%
5040-00 · P/R - Workmans Comp	193.29	1,548.00	-1,354.71	12.5%
5060-00 · 401 (k)	2,455.32	3,086.20	-630.88	79.6%
5070-00 · Other Benefits and Expenses	71.03	537.90	-466.87	13.2%
5000-00 · Salaries & Wages - Other	59,146.87	65,993.80	-6,846.93	89.6%
Total 5000-00 · Salaries & Wages	71,309.80	81,879.50	-10,569.70	87.1%
5100-00 · Rent				
5110-00 · Utilities	259.01	754.51	-495.50	34.3%
5140-00 · Repairs & Maintenance	387.21	342.76	44.45	113.0%
5150-00 · Office - Cleaning	329.26	150.02	179.24	219.5%
5100-00 · Rent - Other	3,250.08	5,547.01	-2,296.93	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	182.98	225.00	-42.02	81.3%
5520-00 · Supplies				
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	109.2%
5610-00 · Depreciation	76.96	310.50	-233.54	24.8%
5700-00 · Equipment Support & Maintenance	197.06	360.00	-162.94	54.7%
5710-00 · Taxes, Licenses & Fees	94.93	90.00	4.93	105.5%
5740-00 · Equipment Rental/Leasing	1,045.95	240.02	805.93	435.8%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	4,000.00	-1,000.00	75.0%
5941-00 · Research & Planning	6,189.00	32,000.00	-25,811.00	19.3%
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%
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	435.06	900.00	-464.94	48.3%
8750-00 · Meals/Meetings	127.98	225.00	-97.02	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%

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04/25/17

Accrual Basis

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

	<u>Jul '16 - Mar 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Income	<u>73,505.35</u>	<u>0.45</u>	<u>73,504.90</u>	<u>16,334,522.2%</u>

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

04/25/17

Accrual Basis

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	250,443.00	250,442.27	0.73	100.0%
4502-00 · Non-Retail VIC income	5,199.00	5,733.00	-534.00	90.7%
4503 · Visitor Guide Income	0.00	3,000.00	-3,000.00	0.0%
46000 · Merchandise Sales	59,146.84	78,017.00	-18,870.16	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	2,048.21			
5000-00 · Salaries & Wages				
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	20,578.50	-4,964.44	75.9%
5040-00 · P/R - Workmans Comp	612.12	1,881.00	-1,268.88	32.5%
5060-00 · 401 (k)	5,103.70	4,572.00	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	991.55	0.00	991.55	100.0%
5100-00 · Rent - Other	58,306.13	53,089.51	5,216.62	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				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	471.69	0.00	471.69	100.0%
5420-00 · Mail - USPS - Other	164.06	375.02	-210.96	43.7%
Total 5420-00 · Mail - USPS	685.75	375.02	310.73	182.9%
5510-00 · Insurance/Bonding	1,524.98	1,500.02	24.96	101.7%
5520-00 · Supplies	1,554.19	3,000.01	-1,445.82	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	99.00	3,750.02	-3,651.02	2.6%
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	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%

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

04/25/17

Accrual Basis

	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				
5020-00 · P/R - Tax Expense	4,718.44	6,706.90	-1,988.46	70.4%
5030-00 · P/R - Health Insurance Expense	4,306.22	4,059.90	246.32	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	360.00	27.21	107.6%
5150-00 · Office - Cleaning	329.26	451.52	-122.26	72.9%
5100-00 · Rent - Other	3,250.08	5,270.26	-2,020.18	61.7%
Total 5100-00 · Rent	4,225.56	7,206.78	-2,981.22	58.6%
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	182.98	225.00	-42.02	81.3%
5520-00 · Supplies				
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	109.2%
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	0.00	500.00	-500.00	0.0%
5941-00 · Research & Planning	3,409.55	33,952.00	-30,542.45	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	63.7%
Net Ordinary Income	83,404.89	35,713.18	47,691.71	233.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	37,175.13	35,713.00	1,462.13	104.1%
Total Other Expense	37,175.13	35,713.00	1,462.13	104.1%
Net Other Income	-37,175.13	-35,713.00	-1,462.13	104.1%
Net Income	46,229.76	0.18	46,229.58	25,683,200.0%

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

04/25/17

Accrual Basis

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Dues	104,625.47	87,181.25	17,444.22	120.0%
4201-00 · New Member Fees	675.00	3,000.01	-2,325.01	22.5%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	5,234.42	7,200.00	-1,965.58	72.7%
4250-01 · Community Awards	300.00			
4250-02 · Tourism Summit	1,100.00			
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	-12,375.00	-12,375.00	0.00	100.0%
5020-00 · P/R - Tax Expense	4,660.04	5,746.90	-1,086.86	81.1%
5030-00 · P/R - Health Insurance Expense	5,637.79	13,422.90	-7,785.11	42.0%
5040-00 · P/R - Workmans Comp	225.54	804.01	-578.47	28.1%
5060-00 · 401 (k)	745.01	498.60	246.41	149.4%
5070-00 · Other Benefits and Expenses	90.96	791.27	-700.31	11.5%
5000-00 · Salaries & Wages - Other	45,923.91	62,270.30	-16,346.39	73.7%
Total 5000-00 · Salaries & Wages	44,908.25	71,158.98	-26,250.73	63.1%
5100-00 · Rent				
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	576.14	810.00	-233.86	71.1%
5100-00 · Rent - Other	6,327.64	5,309.27	1,018.37	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	400.00	0.00	400.00	100.0%
5420-00 · Mail - USPS - Other	550.96	450.00	100.96	122.4%
Total 5420-00 · Mail - USPS	950.96	450.00	500.96	211.3%
5510-00 · Insurance/Bonding	549.00	600.02	-51.02	91.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	511.78	0.00	511.78	100.0%
5520-00 · Supplies - Other	1,003.91	975.01	28.90	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	643.21	423.76	219.45	151.8%
5710-00 · Taxes, Licenses & Fees	95.93	375.02	-279.09	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	37.05	0.00	37.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	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%

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

04/25/17

Accrual Basis

	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%

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

04/25/17

Accrual Basis

	Jul '16 - Mar 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
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	3,606.02	-2,929.62	18.8%
5060-00 · 401 (k)	2,173.67	6,991.70	-4,818.03	31.1%
5070-00 · Other Benefits and Expenses	555.26	840.77	-285.51	66.0%
5000-00 · Salaries & Wages - Other	199,322.51	236,430.30	-37,107.79	84.3%
Total 5000-00 · Salaries & Wages	231,077.68	296,716.39	-65,638.71	77.9%
5100-00 · Rent				
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	1,356.97	2,268.00	-911.03	59.8%
5100-00 · Rent - Other	14,692.80	17,235.76	-2,542.96	85.2%
Total 5100-00 · Rent	19,938.75	23,103.76	-3,165.01	86.3%
5310-00 · Telephone				
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	864.13	0.00	864.13	100.0%
5520-00 · Supplies - Other	4,020.07	5,250.01	-1,229.94	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	2,199.00	1,500.00	699.00	146.6%
5810-00 · Public Outreach	0.00	180.00	-180.00	0.0%
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%
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%
Net Ordinary Income	-337,955.65	-376,440.52	38,484.87	89.8%
Other Income/Expense				
Other Expense				
Balancing Adjustments	0.08			

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

	<u>Jul '16 - Mar 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
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	<u>0.00</u>	<u>0.48</u>	<u>-0.48</u>	<u>0.0%</u>

KEY METRICS FOR March 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Feb 2017)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,693,345	\$ 1,794,633	\$ 3,159,674	\$ 1,564,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033
2015-16	\$ 4,871,545	\$ 3,874,302	\$ 5,419,057	\$ 2,344,932	\$ 16,509,836
2016-17	\$ 5,483,438	\$ 3,287,043	\$ 583,670		\$ 9,354,151

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Mar '17)					
Referrals - Tahoe City:	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Walk In/Events	34,112	34,372	31,191	34,509	10.64%
Phone/Email	2,024	1,691	3,508	2,640	-24.74%
Kings Beach (Walk In Only)	9,685	6,211	8,239	3,455	-58.07%
Totals	45,821	42,274	42,938	40,604	-5.44%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Unemployment Rates	EDD			
	June 2014	July 2015	Aug 2016	Mar 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.9%
Placer County (367,309)	6.0%	5.2%	4.7%	4.2%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.9%
Kings Beach (3,893)	6.0%	6.8%	6.1%	6.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	5.4%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	4.9%

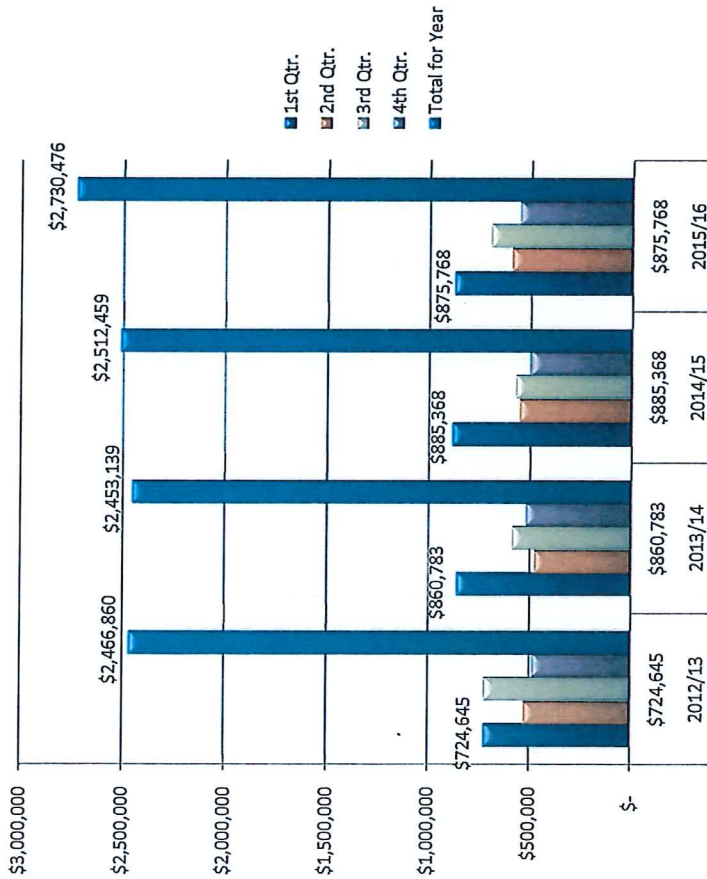
Destimetrics Reservations Activity					
	FYTD 15/16	FYTD 16/17	Change		
Occupancy	49.0%	47.9%	-2.3%		
ADR (Average Daily Rate)	\$ 275	\$ 278	1.2%		
RevPAR (Rev per Available Room)	\$ 134	\$ 133	-1.1%		
Occupancy 1 Mth Forecast	23.6%	36.6%	55.1%		
ADR 1 Mth Forecast	\$ 197	\$ 214	8.4%		
RevPAR 1 Mth Forecast	\$ 47	\$ 78	68.2%		
Occupancy (prior 6 months)	46.0%	44.9%	-2.3%		
ADR (prior 6 months)	\$ 292	\$ 308	5.6%		
RevPAR (prior 6 months)	\$ 134	\$ 139	3.2%		
Occupancy (next 6 months)	27.4%	29.0%	6.1%		
ADR (next 6 months)	\$ 302	\$ 323	6.9%		
RevPAR (next 6 months)	\$ 83	\$ 94	13.4%		

Infrastructure Fund Balances Held by Placer County			
as of 9/30/16 (Reported Quarterly)	June 2013	June 2014	June 2015
FY 2015-16 Contract	\$ 4,260,134		465
FY 2016-17 Contract	1,854,885		457
Total Fund Balances	\$ 6,115,020	June 2016	474
		Mar 2017	508
			428

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 03/31/2017			
	2015-16 Actuals	2016-17 Forecasted	YOY % Change
FORWARD LOOKING (2015/16)	\$ 3,456,028	\$ 3,383,093	-2.11%
Total Revenue Booked	184,522	116,332	-36.95%
Forecasted Commission for this Revenue	18,131	19,770	9.04%
Number of Room Nights	18,131	19,770	-20.99%
Number of Tentative Bookings	81	64	

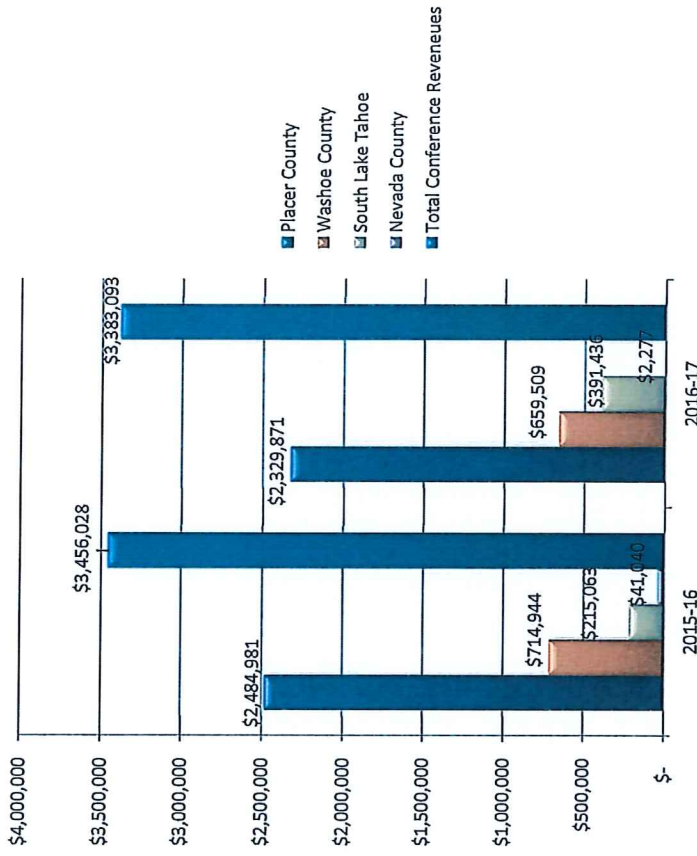
Conference Revenue And Percentage by County:			
	15-16	16-17	
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Placer	72%	69%	-2.24%
Washoe	21%	19%	-7.75%
South Lake	6%	12%	82.01%
Nevada	1%	0%	-94.45%
Total Conference Revenue	100%	100%	

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



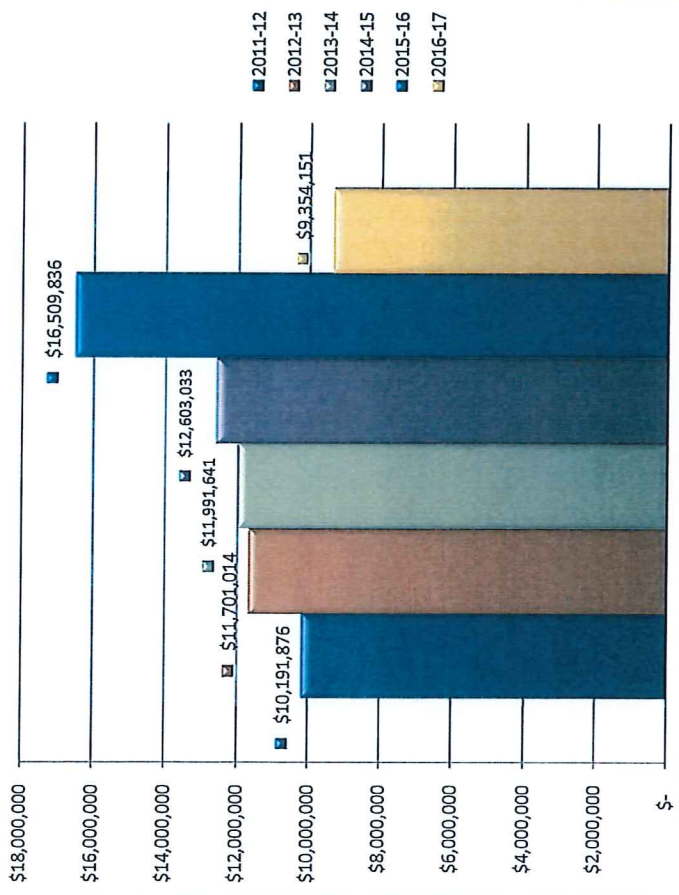
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Conference Revenue Statistics & Revenue Share by County

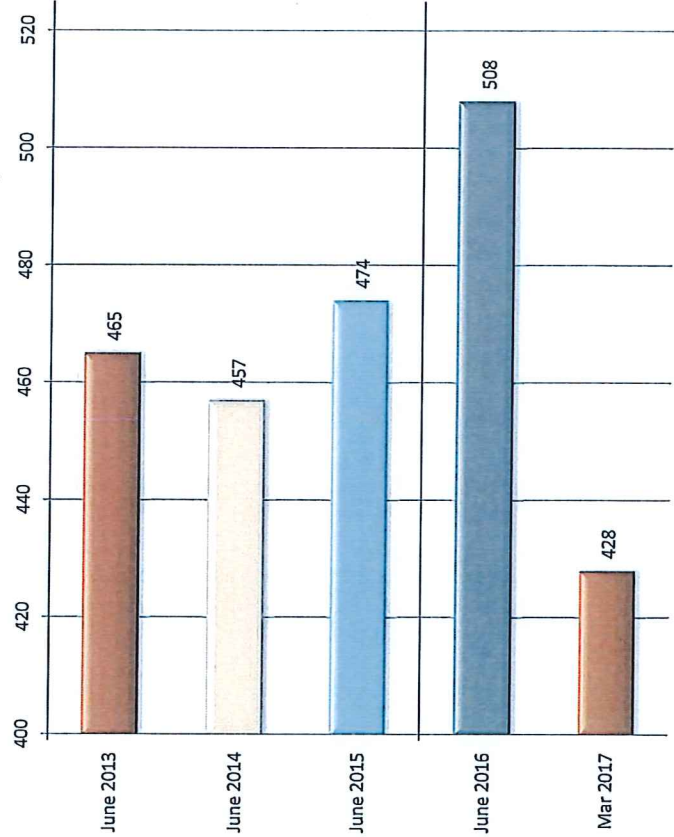


	2015-16 Actuals	2016-17 Forecasted	YOY % Change
FORWARD LOOKING (2015/16)			
Total Revenue Booked	\$ 3,456,028	\$ 3,383,093	-2.11%
Forecasted Commission for this Revenue	184,522	116,332	-36.95%
Number of Room Nights	18,131	19,770	9.04%
Number of Tentative Bookings	81	64	-20.99%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
Placer	\$ 2,484,981	\$ 2,329,871	-6.24%
Washoe	\$ 714,944	\$ 659,509	-7.75%
South Lake	\$ 215,063	\$ 391,436	82.01%
Nevada	\$ 41,040	\$ 2,277	-94.45%
Total Conference Revenue	\$ 3,456,028	\$ 3,383,093	-2.11%

5-Year Annual TOT Collections (Fiscal Year Basis)



Chamber Membership (# of Members)



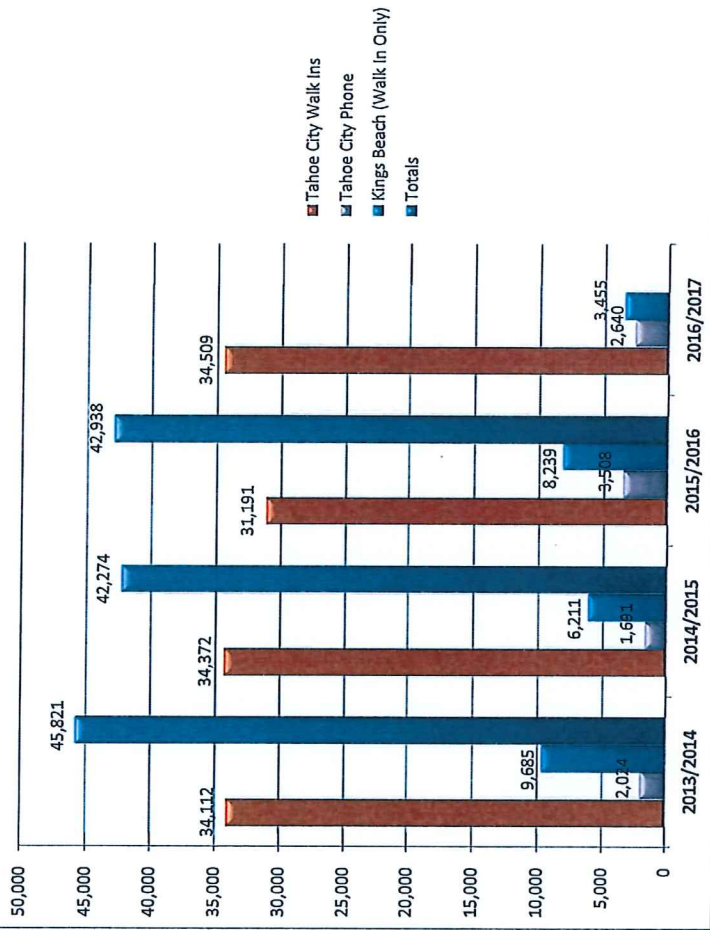
Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Feb 2017)

	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033
2015-16	\$ 4,871,545	\$ 3,874,302	\$ 5,419,057	\$ 2,344,932	\$ 16,509,836
2016-17	\$ 5,483,438	\$ 3,287,043	\$ 583,670	\$ -	\$ 9,354,151

Chamber Of Commerce Total Membership

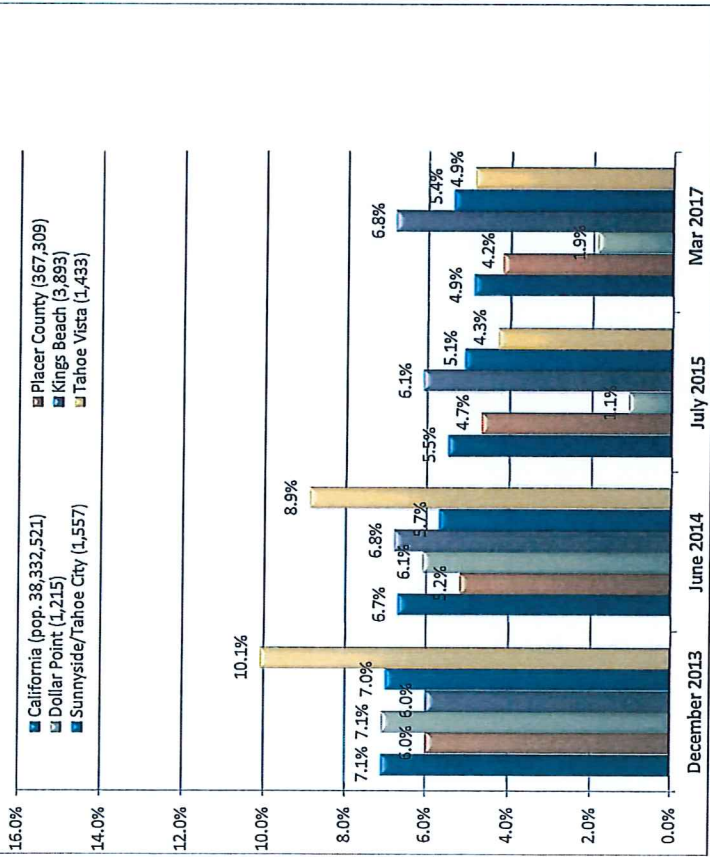
June 2013	465
June 2014	457
June 2015	474
June 2016	508
Mar 2017	428

Visitor Information - FYTD YOY



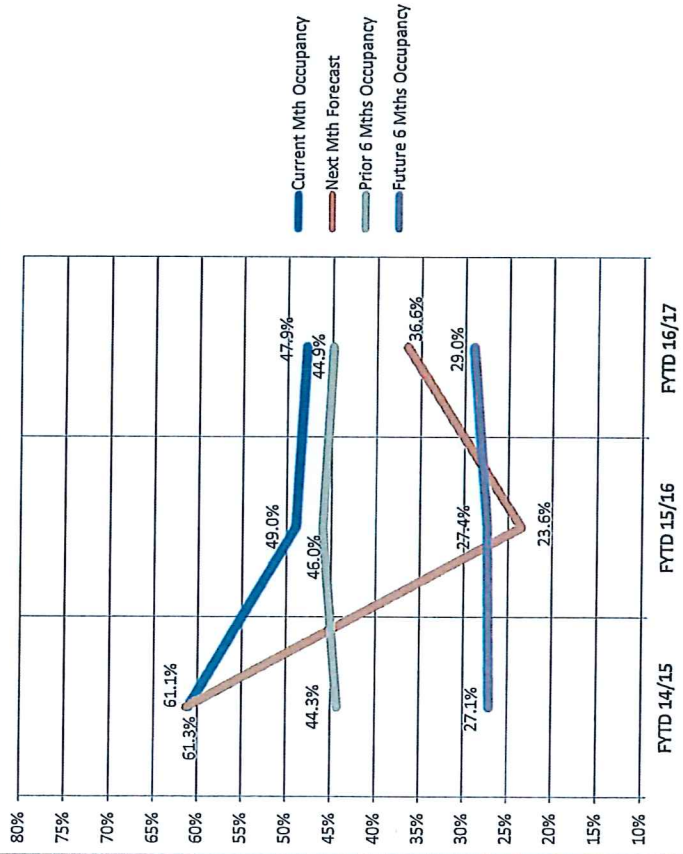
Referrals - Tahoe City:	2013/2014 Annual Totals	2014/2015 Annual Totals	2015/2016 Annual Totals	2016/2017 Annual Totals	YOY % Change
Walk In	34,112	34,372	31,191	34,509	10.64%
Phone	2,024	1,691	3,508	2,640	-24.74%
Kings Beach (Walk In Only, Jun-Sep)	9,685	6,211	8,239	3,455	-58.07%
Totals	45,821	42,274	42,938	40,604	-5.44%

Unemployment Rates by Region



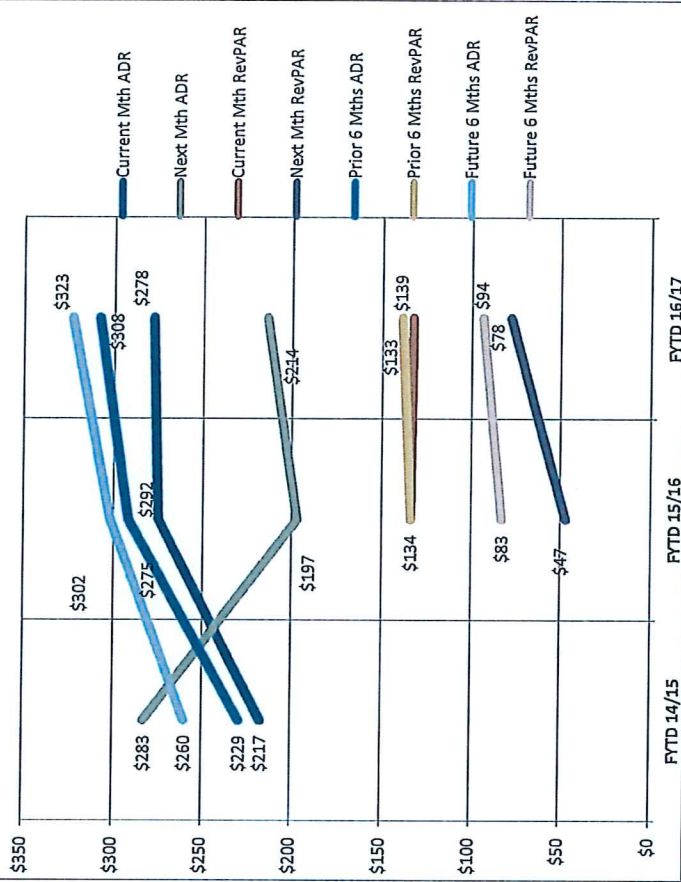
Region	December 2013	June 2014	July 2015	Mar 2017
California	10.1%	8.9%	5.5%	4.9%
Placer County	7.1%	6.7%	4.7%	4.2%
Dollar Point	6.0%	5.2%	1.1%	1.9%
Kings Beach	7.1%	6.1%	6.1%	6.8%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	5.4%
Tahoe Vista	10.1%	8.9%	4.3%	4.9%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
Occupancy	61.1%	49.0%	47.9%	-2.3%
Occupancy 1 Mth Forecast	61.3%	23.6%	36.6%	55.1%
Occupancy (prior 6 months)	44.3%	46.0%	44.9%	-2.3%
Occupancy (next 6 months)	27.1%	27.4%	29.0%	6.1%

Destimetrics RevPAR in NLT Comparisons




Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
ADR (Average Daily Rate)	\$217	\$275	\$278	1.2%
RevPAR (Rev per Available Room)	\$283	\$134	\$133	-1.1%
ADR 1 Mth Forecast	\$283	\$197	\$214	8.4%
RevPAR 1 Mth Forecast	\$229	\$47	\$78	68.2%
ADR (prior 6 months)	\$260	\$292	\$308	5.6%
RevPAR (prior 6 months)	\$260	\$134	\$139	3.2%
ADR (next 6 months)	\$260	\$302	\$323	6.9%
RevPAR (next 6 months)	\$260	\$83	\$94	13.4%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month Yr **March 2017**
 Employee **Sandy Evans Hall**

DATE	DOC REF	VENDOR	REFERENCE	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
3/7/2017	A	WACV/DMA West		Registration for Tech Summit	370.00		8750-00-11
3/8/2017	B	Southwest Airlines		Flight to SLC for Tech Summit	435.88		8910-00-11
3/20/2017	C	Sheraton Hotel		Lodging for Tech Summit	503.31		8910-00-11
3/23/2017	D	A Sante Fitness		Gym membership reimbursement		25.00	5070-00-70
3/20/2017	E	Constant Contact		Monthly Subscription	120.00		8810-00-70
3/20/2017	F	Survey Monkey		Monthly Subscription	26.00		8810-00-70
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		19.44	8700-00-00
				Mileage Reimbursed Through Payroll		199.44	
TOTAL - CREDIT CARD EXPENSES					1,455.19		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						25.00	

Signed By:  Approved By: _____ Date: 4-10-17

Date: _____

ACCOUNTING	
DATE RECEIVED: 7 APR 10 2017	DATE ENTERED: APR 13 2017
CFO APPROVAL: _____	DATE SCANNED: _____



BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-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						
SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits =	Total Activity
Account Total	\$1,455.19		\$0.00		\$0.00	\$1,455.19

ACCOUNT ACTIVITY					
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount	
03-07	03-06	A 05140477065100000390385	WACVB FOLSOM CA	370.00	
03-08	03-06	Tran: 20475853233 Tax ID: 953030768 Mer Zip: 95630 5543286706600096238550 SOUTHWES 5260607705020 800-435-9792 TX		30.00	
03-08	03-06	B 5543286706600096238568 SOUTHWES 5262492821326 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5260607705020 Mer Zip: 75235 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		405.88	} 435.88
03-20	03-18	C 85180137077051700002367 SHERATON SALT LKE FD SALT LAKE CITUT Arrival Date: 03/18/17 Departure Date: 03/18/17 Invoice Number: 1002412 Tax ID: 261520241 Mer Zip: 84101		503.31	
03-20	03-18	75418237077037212043695 SMK*SURVEYMONKEY.COM 971-2445555 CA 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	

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

Statement Date	MAR 28, 2017	Total Activity	\$1,455.19
Credit Limit	\$50,000	Single Purchase Limit	\$0.00
SANDRA EVANS HALL			
XXXX-XXXX-0011-5901			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
03-23	03-22	75418237081037342824406	CTC*CONSTANTCONTACT.C 855-2295506 MA Tran: 1108743637509 Tax ID: 043285398 Mer Zip: 02451 Product Code: ctcl Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 12000 Disc: N Ext Item Amt: 120.00	120.00



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 includes 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:

A.



Thank you for your purchase!



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

New Purchases in Trip

 **Air**

Confirmation #5SZD3B

Reno/Tahoe, NV - RNO to Salt Lake City, UT - SLC
 Tuesday, March 14, 2017 - Friday, March 17, 2017

✓ EarlyBird Check-In Purchased

Air Total: \$435.88


Amount Paid
\$435.88

Trip Total
\$435.88

MAR 14
TUE **03/14/17 - Salt Lake City**

New purchases added to your trip.

AIR

 **AIR**

Reno/Tahoe, NV - RNO to Salt Lake City, UT - SLC
 03/14/2017 - 03/17/2017

Confirmation #
5SZD3B

Adult Passenger(s)
SANDRA EVANS HALL

Rapid Rewards #
00020174130410

[Subscribe to Flight Status Messaging](#)

Travel Date	Flight Segments	Flight Summary
DEPART MAR 14 TUE	03:50 PM Depart Reno/Tahoe, NV (RNO) on Southwest Airlines Flight #1913 	Tuesday, March 14, 2017 Travel Time 4 h 40 m (1 stop, includes 1 plane change) Wanna Get Away
	05:00 PM Arrive in Las Vegas, NV (LAS)  WiFi available	
	07:15 PM Change  to Southwest Airlines in Las Vegas, NV (LAS) Flight #4851 	
	09:30 PM Arrive in Salt Lake City, UT (SLC)  WiFi available	

B

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
 Destination Marketing Associat
 PO Box 5459
 Tahoe City, CA, 96145
 United States
 2C11AC - 2017 Destination Marketing Att

Page Number : 1
 Guest Number : 1002412
 Folio ID : A
 Arrival : 14-MAR-17 22:05
 Departure : 17-MAR-17 11:06
 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
		** Total	503.31	-503.31
		*** Balance	-0.00	

Experience Sheraton Club. Upgrade to a higher level of comfort, complete with special touches like complimentary breakfast, a premium selection of beverages and access to the Club lounge. Learn more at www.sheraton.com/club

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

C

ASANTE LAKESIDE FITNESS
P.O. BOX 1532
TAHOE CITY, CA 96145
530-583-4286

02/24/2017 77220
06:18:40 110

** SALE **

1	102		
3	MONTH-SINGLE	177.000	177.00
		Sub Total	177.00
		Sales Tax	0.00
		Total Due	177.00
		Cr Card	177.00
		Change Due	0.00

Yasmin

X _____

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

THANK YOU!

Print Rcpt No Rcpt Cont.

D.



[Print](#)

Billing Activity

*N Lake Tahoe Resort
Attn: Sandy Evans Hall
PO Box 5459
Tahoe City CA 96145
US
P: 5305818727*

*Today's Date: 04/05/2017
User Name: nltra1*

Billing Activity from 03/06/2017 to 04/05/2017

Date	Description	Charge Amount	Credit Amount
03/27/2017	Invoice #1490595444287 Email Marketing, EventSpot, Survey, MyLibrary Plus	\$120.00 USD	
03/22/2017	Payment - Credit Card - 5901		\$120.00 USD

Billing questions? [Contact Support](#)

Constant Contact - 1601 Trapelo Road - Waltham, MA 02451 US

E.



Invoice #28443220

[Close](#) [Print](#)

Mar 18, 2017

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

Description	Billing Period	Price	Months	Amount
Select Monthly Plan	Mar 18, 2017 - Apr 17, 2017	\$26	1	\$26
				Total: \$26

BILLING DETAILS

Sandra Evans Hall
 PO Box 5459
 Tahoe City
 California
 96145
 United States
 5305466900
 Username: gotahoe

NOTES

Subscription Renewal Charge

HOW TO MAKE A PAYMENT:

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

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

F.

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