



Finance Committee Agenda and Meeting Notice

Thursday, April 21, 2016 at 3:00pm
NLTRA Conference Room Upstairs

NLTRA Mission

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

Finance Committee

NLTRA Board

Eric Pilcher
Treasurer

Committee Members

Mike Salmon

Tahoe Donner
Association

Ramona Cruz

Tahoe City Public Utility
District

Ron Parson

Granlibakken

Placer County Rep

Jennifer Merchant

NLTRA Staff

Al Priester

Director of
Finance/Human
Resources

Quorum

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

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

Items May Not Be Heard In the Order They Are Listed

- A. Call to Order – Establish Quorum
- B. Public Forum: Any person wishing to address the Finance Committee on items of interest to the Committee not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Committee on items addressed under Public Forum. (3 mins)
- C. Agenda Amendments and Approval **(MOTION)**
- D. Approval of the March 30, 2016 Finance Committee Meeting Minutes **(MOTION)** (pg. 1)
- E. Review Action Items (pg. 4)
 - Will be brought back to the May Finance meeting for review
- F. March 2016 Financial Statements **(MOTION)** (pg. 6)
- G. Approval of the Attachment C Budget Proposal for 2016/17 **(MOTION)** (pg. 67)
- H. Supplemental Information (10 mins)
 1. Dashboard Report (pg. 69)
- I. Approval of March CEO Expenses (pg. 74)
- J. Committee Member Comments (5 mins)
- K. Adjournment



north lake tahoe

Chamber | CVB | Resort Association

PO Box 884 - Tahoe City, CA 96145 Ph – (530) 581-8700 Fx – (530) 581-1686

FINANCE COMMITTEE

Wednesday, March 30, 2016 3:00 pm - 4:30 pm

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Ramona Cruz, Jennifer Merchant (via-phone), and Michael Salmon (via-phone)

COMMITTEE MEMBERS NOT PRESENT: Eric Pilcher

RESORT ASSOCIATION STAFF: Al Priester, Sandy Evans-Hall, Valerie Lomeli, and Ron Treabess

OTHERS IN ATTENDANCE: Daniel Vick

A. Call to Order - Establish Quorum:

- Ramona Cruz called the meeting to order at 3:04 pm and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (Jennifer Merchant/Mike Salmon) (3-0-0) motion to the approve agenda

D. Approval of Finance Committee Meeting Minutes, February 18, 2016 Finance Committee minutes.

M/S/C (Jennifer Merchant/Mike Salmon) (3-0-0) motion to approve Finance Committee minutes from February 18, 2016

E. Review Action Items:

- Al reviewed the action item list that was provided in the March Finance packet.
- Al went over the Aging Summary and how to clear the years that have been audited.
- Committee suggested Al to review the Aging Summary again and total all delinquent items 180+ days and bring back to the Committee.
- Committee members requested #8 and #9 to be removed from action items. These two items have been completed already.
- No other Committee comments.

Action for AI: to review the Aging Summary again and total all delinquent items 180+ days and bring back to the Committee. As well as, create a new account for these delinquent items and call it - Prior Period Miscellaneous.

Action for AI: to follow up with Jason and Greg to see how collection of outstanding invoices are coming along.

F. Discussion of Eight Month Reforecast

- No eight month forecast.
- AI will give a re-forecast at April Finance meeting.

Action for AI: to provide a re-forecast at the April Finance meeting.

G. March 2016 Financial Statements

- AI went over March financials. The Financials in the packet were pulled from QuickBooks showing an annual budget total.
- Financials provided include: each individual department, YTD, Actual to Budget, with over budget dollars and over budget percentages.
- AI clarified to the Committee that the Financials provided are YTD budget.
- AI reviewed the balance sheet. Few items included:
 - All accounts at Bank of the West are now balanced.
 - Marketing Reserve for Plumas is not open.
 - Accounts receivable for Conference are currently being collected.
 - Weblink accounts receivable are now in sync. Prior to this, reports couldn't be provided to make accurate journal entries for the first four months of the year.
 - Weblink shows an increase in numbers because billings hadn't been posted.
 - Rest of the balance sheet is cleaned.
 - Salary and Wages Payable are comprised of two components: incentive payable account and salary wages accrual. This is accrued at June 30th and is not adjusted monthly.
 - AI discussed Chamber Membership dues that are deferred in conjunction with deferral of recognition of membership dues. Dues are billed at various times of the year and are for twelve months – which expand over different fiscal years. Which means they're deferred and recognize in the months they are paid in.
- Committee discussed in length the financials. AI did not go over each department.
- No motion was made.

Action for AI & Staff: to look into the Squaw Valley Trail Snow Removal and see who paid for this (Placer County or NLTRA).

Action for AI: to update the sponsorship budget to reflect the number on A-3 and update the Autumn Food and Wine budget number reflect the A-3 number.

Action for AI: to review the sub-budgets and make sure those are allocated out, allocating the allocation in the budget, and add in all of the amendments since the original budget.

Action for AI: to prepare a comparative of Financials for the months that were presented and approved by the Finance Committee and to be brought back to the May meeting for discussion.

H. Supplemental Information

- Dashboard Report for the month of March:
 - AI went over the corrected March Dashboard.
 - Jennifer asked for a Chamber membership update.
 - Executive Assistant, Valerie Lomeli, informed the Committee that she and Ginger are working on billings and should be able to report an updated number of current and delinquent members.
 - No other Committee comments.

Action for Valerie: to bring to the Committee in May an accurate number of Active Chamber members.

I. Approval of CEO February Expenses

- Ramona asked staff if the mileage rate had been updated on the NLTRA forms.
 - AI informed the committee that it was a procedural glitch and rates weren't changed till February. Staff will be making adjustments.
- No other Committee comments
- Committee approved February CEO Expenses.

J. 2016/14 Contract and Budget Process

- Sandy informed the Committee the NLTRA is starting the contract and budget process.
- Final contract and budget are due Friday, May 6th to Placer County.

K. Committee Member Comments:

- None

L. Adjourn

- Meeting was adjourned at 4:36 pm

Submitted By:
Valerie Lomeli
Executive Assistant
NLT Chamber/CVB/Resort Association

	ACTION ITEMS	COMPLETED	NOT COMPLETED	NOTES
	Meeting Date: 3/30/2016			
1	Action for AI: to review the Aging Summary again and total all delinquent items 180+ days and bring back to the Committee.			Update will be provided at the May Finance meeting
2	Action for AI: to create a new account for Prior Period Adjustments.			Update will be provided at the May Finance meeting
3	Action for AI: to follow up with Jason and Greg to see how collection of outstanding invoices are coming along			Update will be provided at the May Finance meeting
4	Action for AI: to provide a re-forecast at the April Finance meeting.			Update will be provided at the May Finance meeting
5	Action for Valerie: to bring to the Committee in May an accurate number of Active Chamber members.			Update will be provided at the May Finance meeting
6	Action for AI & Staff: to look into the Squaw Valley Trail Snow Removal and see who paid for this (Placer County or NLTRA).			Update will be provided at the May Finance meeting
7	Action for AI: to update the sponsorship budget to reflect the number on A-3 and update the Autumn Food and Wine budget number reflect the A-3 number.			Update will be provided at the May Finance meeting
8	Action for AI: to review the sub-budgets and make sure those are allocated out, allocating the allocation in the budget, and add in all of the amendments since the original budget.			Update will be provided at the May Finance meeting
9	Action for AI: to prepare a comparative of Financials for the months that were presented and approved by the Finance Committee and to be brought back to the May meeting for discussion.			Update will be provided at the May Finance meeting
	ACTION ITEMS	COMPLETED	NOT COMPLETED	NOTES
	Meeting Date: 2/18/2016			
10	Action for Sandy: to email the total budget amount of incentives to Jennifer	TBD		Sandy will email final number once she has reconciled accounts with AI.

ACTION ITEMS		COMPLETED	NOT COMPLETED	NOTES
	Meeting Date: 10/21/2015			
11	Action for Marc: to look into the salary and wages for membership that went under and how it was distributed across.		No	AI will investigate further after he's caught up with his department.
12	Action for Marc: to look into the deferred revenue from this year compared to last years. Also to stop booking advanced dues for Chamber Membership. A change in policy needs to be done.		No	AI will investigate further after he's caught up with his department.
ACTION ITEMS		COMPLETED	NOT COMPLETED	NOTES
	Meeting Date: 8/27/2015			
13	Action for Marc: to bring back to the Committee of the October/November numbers, to make sure expenses are leveling out.		Update due before April Finance Meeting	AI will investigate further after he's caught up with his department.
14	Action for Chamber Director: to come up with a cancellation of membership after x amount of days have gone by of unpaid membership.		Update due before April Finance Meeting	Chamber Director will create a cancellation agreement once the Accounting department is running smoothly and billings are being sent and received in a timely manner. Billings are currently behind three months. To check back at the end of the fiscal year.

North Lake Tahoe Resort Association
Balance Sheet
As of March 31, 2016

	Mar 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	972.29
1003-00 · Cash - Operations BOTW #6712	944,592.62
1007-00 · Cash - Payroll BOTW #7421	45,226.19
1071-00 · Payroll Reserves BOTW #8163	23,255.31
1080-00 · Special Events BOTW #1626	267.04
10950 · Cash in Drawer	300.00
Total Checking/Savings	1,014,613.45
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	89,466.90
Total Accounts Receivable	89,466.90
Other Current Assets	
1200-99 · AR Other	6,268.27
12000 · Undeposited Funds	2,055.09
1201-00 · WebLink Accounts Receivable	64,570.00
1201-02 · Allowance for Doubtful Accounts	-3,000.00
12100 · Inventory Asset	26,683.98
1298 · Receivable from Employees	71.14
1299 · Receivable from NLTMC	82,855.46
Total Other Current Assets	179,503.94
Total Current Assets	1,283,584.29
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,570.69
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-42,016.70
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,886.39
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,283.86
Total Fixed Assets	3,054.27
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	6,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	42,110.37
Total 1400-00 · Prepaid Expenses	54,410.95
1410-00 · Prepaid Insurance	1,673.60
Total Other Assets	56,084.55
TOTAL ASSETS	1,342,723.11
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	219,984.42
Total Accounts Payable	219,984.42

North Lake Tahoe Resort Association
Balance Sheet
 As of March 31, 2016

	<u>Mar 31, 16</u>
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Hall	1,194.62
2080-05 · MC_5976_Greg	1,272.55
2080-07 · MC_6850_Ginger	1,758.62
2080-08 · MC_5755_John	7,375.62
2080-00 · Bank of the West - Master Cards - Other	167.75
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Total 2080-00 · Bank of the West - Master Cards	11,769.16
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Total Credit Cards	11,769.16
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
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Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
2195-00 · Use Tax Payable	30.00
25500 · *Sales Tax Payable	1,602.86
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Total 2190-00 · Sales and Use Tax Payable	1,632.86
2250-00 · Accrued Expenses	10,369.60
2400-60 · Deferred Revenue- Member Dues	102,679.66
2650-00 · Deferred Rev - Events	2,240.00
2800-00 · Suspense	122,842.47
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Total Other Current Liabilities	364,667.30
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Total Current Liabilities	596,420.88
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Total Liabilities	596,420.88
Equity	
32000 · Unrestricted Net Assets	246,840.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	182,767.52
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Total Equity	746,302.23
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TOTAL LIABILITIES & EQUITY	1,342,723.11
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North Lake Tahoe Resort Association
Profit & Loss
March 2016

	Mar 16
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	271,350.00
4200-00 · Membership Ann/Conf Dues	14,324.05
4201-00 · New Member Fees	225.00
4250-00 · Revenues-Membership Activities	305.00
4251-00 · Revenue-Tue AM Breakfast Club	960.00
4252-00 · Revenue - Sponsorships	1,100.00
46000 · Merchandise Sales	3,410.86
Total Income	291,674.91
Gross Profit	291,674.91
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	11,809.96
5020-00 · P/R - Tax Expense	6,649.01
5030-00 · P/R - Health Insurance Expense	7,540.62
5040-00 · P/R - Workmans Comp	888.75
5060-00 · 401 (k)	2,971.20
5070-00 · Other Benefits and Expenses	223.84
5000-00 · Salaries & Wages - Other	73,835.72
Total 5000-00 · Salaries & Wages	103,919.10
5100-00 · Rent	
5110-00 · Utilities	425.88
5140-00 · Repairs & Maintenance	996.35
5100-00 · Rent - Other	11,421.39
Total 5100-00 · Rent	12,843.62
5310-00 · Telephone	
5320-00 · Telephone	2,281.65
5350-00 · Internet	119.85
Total 5310-00 · Telephone	2,401.50
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	132.46
5420-00 · Mail - USPS - Other	215.00
Total 5420-00 · Mail - USPS	347.46
5510-00 · Insurance/Bonding	595.80
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	120.00
5520-00 · Supplies - Other	1,425.82
Total 5520-00 · Supplies	1,545.82
5610-00 · Depreciation	1,561.89
5700-00 · Equipment Support & Maintenance	12.54
5710-00 · Taxes, Licenses & Fees	770.38
5740-00 · Equipment Rental/Leasing	1,286.57
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	280.00
5920-00 · Professional Fees - Accountant	14,624.65
Total 5900-00 · Professional Fees	14,904.65
5941-00 · Research & Planning	250.00
6023-00 · Autumn Food & Wine	
6030-00 · AFW-Media	-472.77
Total 6023-00 · Autumn Food & Wine	-472.77
6420-00 · Sponsorship	
6420-01 · WinterWonderGrass_Tahoe	7,500.00
Total 6420-00 · Sponsorship	7,500.00

North Lake Tahoe Resort Association
Profit & Loss
 March 2016

	<u>Mar 16</u>
6423-00 · Membership Activities	
6434-00 · Community Awards Dinner	3,380.60
6442-00 · Public Relations/Website	874.75
6443-00 · Membership - Bridal Faire	182.44
6423-00 · Membership Activities - Other	<u>1,408.00</u>
Total 6423-00 · Membership Activities	5,845.79
6730-00 · Marketing Cooperative/Media	48,500.00
6742-00 · Non-NLT Co-Op Marketing Program	3,732.34
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	2,089.95
6743-03 · Touch Lake Tahoe	800.00
6743-00 · BACC Marketing Programs - Other	<u>-1,900.00</u>
Total 6743-00 · BACC Marketing Programs	989.95
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	138.51
59900 · POS Inventory Adjustments	7.00
8100-00 · Cost of Goods Sold - Other	<u>1,883.86</u>
Total 8100-00 · Cost of Goods Sold	2,029.37
8200-00 · Associate Relations	80.32
8300-00 · Board Functions	137.50
8500-00 · Credit Card Fees	833.92
8700-00 · Automobile Expenses	241.04
8750-00 · Meals/Meetings	350.76
8810-00 · Dues & Subscriptions	749.96
8910-00 · Travel	1,501.88
8930-00 · Prior Period Adjustments	<u>-122.76</u>
Total Expense	<u>212,336.63</u>
Net Ordinary Income	79,338.28
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	18.91
Total Other Income	<u>18.91</u>
Net Other Income	18.91
Net Income	<u><u>79,357.19</u></u>

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual by class
 July 2015 through March 2016

	<u>Jul '15 - Mar 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,442,102.00	2,442,116.00	-14.00	100.0%
4051-00 · Cap Imp Funding - Placer Held	0.00	0.00	0.00	0.0%
4200-00 · Membership Ann/Conf Dues	103,058.36	107,019.00	-3,960.64	96.3%
4201-00 · New Member Fees	825.00	3,942.00	-3,117.00	20.9%
4250-00 · Revenues-Membership Activities	18,996.43	30,800.00	-11,803.57	61.7%
4251-00 · Revenue-Tue AM Breakfast Club	8,145.00	7,200.00	945.00	113.1%
4252-00 · Revenue - Sponsorships	4,605.00	6,100.00	-1,495.00	75.5%
4350-00 · Special Events (Marketing)	36,719.00	86,500.00	-49,781.00	42.4%
4502-00 · Non-retail VIC income	3,875.00	8,733.00	-4,858.00	44.4%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	-167.96			
4600-00 · Commissions - Other	136,653.91	90,164.00	46,489.91	151.6%
Total 4600-00 · Commissions	136,485.95	90,164.00	46,321.95	151.4%
46000 · Merchandise Sales	55,494.97	78,018.00	-22,523.03	71.1%
4720-00 · Miscellaneous	420.00			
Total Income	2,810,726.71	2,860,592.00	-49,865.29	98.3%
Gross Profit	2,810,726.71	2,860,592.00	-49,865.29	98.3%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	15,749.58	17,828.00	-2,078.42	88.3%
5020-00 · P/R - Tax Expense	63,045.93	75,334.00	-12,288.07	83.7%
5030-00 · P/R - Health Insurance Expense	80,246.13	126,024.00	-45,777.87	63.7%
5040-00 · P/R - Workmans Comp	11,193.17	26,433.00	-15,239.83	42.3%
5060-00 · 401 (k)	23,207.45	29,638.00	-6,430.55	78.3%
5065-00 · Merit	0.00	22,670.00	-22,670.00	0.0%
5070-00 · Other Benefits and Expenses	2,929.33	20,656.00	-17,726.67	14.2%
5000-00 · Salaries & Wages - Other	729,813.59	750,643.00	-20,829.41	97.2%
Total 5000-00 · Salaries & Wages	926,185.18	1,069,226.00	-143,040.82	86.6%
5100-00 · Rent				
5110-00 · Utilities	8,530.00	12,684.00	-4,154.00	67.3%
5140-00 · Repairs & Maintenance	4,839.23	5,897.00	-1,057.77	82.1%
5150-00 · Office - Cleaning	5,345.00	7,740.00	-2,395.00	69.1%
5100-00 · Rent - Other	102,799.26	103,145.00	-345.74	99.7%
Total 5100-00 · Rent	121,513.49	129,466.00	-7,952.51	93.9%
5310-00 · Telephone				
5320-00 · Telephone	20,737.03	10,773.00	9,964.03	192.5%
5350-00 · Internet	289.85			
5310-00 · Telephone - Other	372.53	16,461.00	-16,088.47	2.3%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual by class
 July 2015 through March 2016

	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Total 5310-00 · Telephone	21,399.41	27,234.00	-5,834.59	78.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	290.30			
5480-00 · Mail - Fed Ex	1,578.29			
5420-00 · Mail - USPS - Other	1,128.81	3,191.00	-2,062.19	35.4%
Total 5420-00 · Mail - USPS	2,997.40	3,191.00	-193.60	93.9%
5510-00 · Insurance/Bonding	5,117.76	11,826.00	-6,708.24	43.3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4,009.47			
5520-00 · Supplies - Other	10,324.56	14,392.00	-4,067.44	71.7%
Total 5520-00 · Supplies	14,334.03	14,392.00	-57.97	99.6%
5530-00 · Visitor Communications - Other	35.44	460.00	-424.56	7.7%
5610-00 · Depreciation	6,074.83	5,868.00	206.83	103.5%
5700-00 · Equipment Support & Maintenance	5,038.41	9,693.00	-4,654.59	52.0%
5710-00 · Taxes, Licenses & Fees	7,170.09	4,989.00	2,181.09	143.7%
5740-00 · Equipment Rental/Leasing	12,790.44	15,696.00	-2,905.56	81.5%
5800-00 · Training Seminars	3,391.68	7,450.00	-4,058.32	45.5%
5810-00 · Public Outreach	0.00	2,130.00	-2,130.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,900.00			
5920-00 · Professional Fees - Accountant	73,045.33			
5900-00 · Professional Fees - Other	312.50	20,000.00	-19,687.50	1.6%
Total 5900-00 · Professional Fees	76,257.83	20,000.00	56,257.83	381.3%
5940-00 · Research & Planning Membership	0.00	4,000.00	-4,000.00	0.0%
5941-00 · Research & Planning	41,851.00	72,485.00	-30,634.00	57.7%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00			
Total 5948-00 · Transportation Projects	0.00			
5998-00 · Infrastructure Projects				
5951-00 · Squaw Valley Trail Snow Removal	2,106.01			
5974-00 · Visitors Centers Exhibits	48.75			
Total 5998-00 · Infrastructure Projects	2,154.76			
6020-00 · Programs				
6016-00 · Community Marketing Programs	3,430.57	0.00	3,430.57	100.0%
6018-00 · BACC Campaigns - Grants	0.00	0.00	0.00	0.0%
Total 6020-00 · Programs	3,430.57	0.00	3,430.57	100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.69			
6030-00 · AFW-Media	-472.77			
6023-00 · Autumn Food & Wine - Other	30,534.90			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual by class
 July 2015 through March 2016

	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Total 6023-00 · Autumn Food & Wine	30,079.82			
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	14,600.00			
6421-00 · New Event Development	11,155.15			
6422-00 · IronMan Lake Tahoe	306,980.47	455,000.00	-148,019.53	67.5%
6427-00 · USA Cycling	-8,657.83	0.00	-8,657.83	100.0%
6420-00 · Sponsorship - Other	96,255.00			
Total 6420-00 · Sponsorship	420,332.79	455,000.00	-34,667.21	92.4%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,757.56			
6434-00 · Community Awards Dinner	4,386.80			
6436-00 · Membership - Wnt/Sum Rec Lunch	64.83			
6441-00 · Membership - Miscellaneous Exp	69.24			
6442-00 · Public Relations/Website	3,338.00			
6443-00 · Membership - Bridal Faire	3,269.86			
6423-00 · Membership Activities - Other	11,785.07	21,138.00	-9,352.93	55.8%
Total 6423-00 · Membership Activities	25,671.36	21,138.00	4,533.36	121.4%
6437-00 · Tuesday Morning Breakfast Club	3,506.00	6,633.00	-3,127.00	52.9%
6490-00 · Classified Ads	0.00	500.00	-500.00	0.0%
6701-00 · Market Study Reports/Research	314.61	10,000.00	-9,685.39	3.1%
6730-00 · Marketing Cooperative/Media	771,615.00	776,000.00	-4,385.00	99.4%
6740-00 · Media/Collateral/Production	0.00	5,885.00	-5,885.00	0.0%
6741-00 · Productions	2,350.00			
6742-00 · Non-NLT Co-Op Marketing Program	11,837.82	39,350.00	-27,512.18	30.1%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,936.22			
6743-03 · Touch Lake Tahoe	800.00			
6743-00 · BACC Marketing Programs - Other	37,624.16	60,000.00	-22,375.84	62.7%
Total 6743-00 · BACC Marketing Programs	46,360.38	60,000.00	-13,639.62	77.3%
7253-00 · Conference - PUD	0.00	0.00	0.00	0.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	939.01			
59900 · POS Inventory Adjustments	-240.73			
8100-00 · Cost of Goods Sold - Other	30,398.17	43,910.00	-13,511.83	69.2%
Total 8100-00 · Cost of Goods Sold	31,096.45	43,910.00	-12,813.55	70.8%
8200-00 · Associate Relations	3,519.69	4,475.00	-955.31	78.7%
8300-00 · Board Functions	1,632.40	3,350.00	-1,717.60	48.7%
8500-00 · Credit Card Fees	5,672.81	4,590.00	1,082.81	123.6%
8700-00 · Automobile Expenses	5,070.91	7,406.00	-2,335.09	68.5%
8750-00 · Meals/Meetings	4,408.96	7,662.00	-3,253.04	57.5%
8810-00 · Dues & Subscriptions	5,763.30	10,129.00	-4,365.70	56.9%
8910-00 · Travel	9,734.02	5,125.00	4,609.02	189.9%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual by class
 July 2015 through March 2016

	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
8930-00 · Prior Period Adjustments	-645.45			
Total Expense	2,628,063.19	2,859,259.00	-231,195.81	91.9%
Net Ordinary Income	182,663.52	1,333.00	181,330.52	13,703.2%
Other Income/Expense				
Other Income				
52500 · Purchase Discounts	104.00			
Total Other Income	104.00			
Other Expense				
8990-00 · Allocated	0.00	336,557.00	-336,557.00	0.0%
Total Other Expense	0.00	336,557.00	-336,557.00	0.0%
Net Other Income	104.00	-336,557.00	336,661.00	-0.0%
Net Income	182,767.52	-335,224.00	517,991.52	-54.5%

North Lake Tahoe Resort Association
A/R Aging Summary
 As of March 31, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Anne Poole Weddings	0.00	0.00	0.00	0.00	75.00	75.00
Forest Suites Resort	0.00	0.00	0.00	0.00	519.49	519.49
Hampton Inn & Suites	0.00	0.00	0.00	0.00	550.00	550.00
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	563.10	563.10
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	669.51	669.51
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	29,668.30	29,668.30
Lake Tahoe Jetovator	0.00	0.00	0.00	0.00	300.00	300.00
Northstar California	0.00	472.77	0.00	0.00	10,126.97	10,599.74
Olympic Bike Shop	0.00	0.00	0.00	0.00	150.00	150.00
Reno Sparks Convention & Visitors Auth.	0.00	0.00	0.00	0.00	-555.20	-555.20
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	-0.55	-0.55
Squaw Valley Resort	0.00	0.00	0.00	0.00	411.75	411.75
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	903.29	903.29
Tahoe Sailing Charters	0.00	0.00	0.00	0.00	400.00	400.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	537.00	537.00
The Ritz-Carlton	0.00	0.00	0.00	0.00	5,714.30	5,714.30
The Village at Squaw Valley	0.00	0.00	0.00	0.00	3,773.43	3,773.43
Town of Truckee	0.00	0.00	0.00	0.00	15,000.00	15,000.00
U.S.A. Cyling	0.00	0.00	0.00	0.00	20,000.00	20,000.00
TOTAL	0.00	472.77	0.00	0.00	88,994.13	89,466.90

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	3,017.78	0.00	0.00	0.00	0.00	3,017.78
Adventure Maps, Inc.	0.00	0.00	0.00	0.00	17.99	17.99
Adventure Marketing	0.00	0.00	0.00	0.00	7.95	7.95
Airport Self Storage	0.00	33.75	0.00	0.00	0.00	33.75
Anna Atwood	0.00	39.26	0.00	0.00	0.00	39.26
AT & T*	0.00	292.55	-92.08	0.00	0.00	200.47
Bank of the West Bank Card Center	0.00	0.00	0.00	0.00	0.00	0.00
Barb Kallestad	50.00	0.00	0.00	0.00	0.00	50.00
Bittersweet Springs	0.00	0.00	0.00	0.00	699.75	699.75
Cintas Corporation #623	107.73	0.00	0.00	0.00	0.00	107.73
David C. Antonucci	0.00	0.00	0.00	0.00	16.00	16.00
Dorfman Pacific Co.	0.00	0.00	0.00	0.00	238.84	238.84
Emily Detwiler*	172.81	168.98	175.70	0.00	87.15	604.64
Employers Assurance Co.	1,032.60	0.00	0.00	0.00	0.00	1,032.60
Enchanted Leaves	0.00	0.00	0.00	0.00	218.22	218.22
Family Support Registry	789.53	0.00	0.00	0.00	0.00	789.53
Far Fetched Wholesale Jewlery	0.00	0.00	0.00	0.00	-369.11	-369.11
FedEx	0.00	103.98	0.00	0.00	0.00	103.98
FP Mailing Solutions	154.80	139.86	0.00	0.00	0.00	294.66
Franchise Tax Board	0.00	525.00	0.00	0.00	0.00	525.00
Gallery Keoki, Inc.	0.00	0.00	0.00	0.00	46.60	46.60
Globe Pequot Press	0.00	0.00	0.00	0.00	12.42	12.42
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	85.00	85.00
Heyday	0.00	0.00	0.00	0.00	95.22	95.22
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	8.47	8.47
Jaclyn Woznicki DBA Trunk Show	0.00	0.00	0.00	0.00	40.00	40.00
Jeff Freeman Photography	0.00	255.00	0.00	0.00	0.00	255.00
John Thompson*	152.93	421.35	0.00	0.00	0.00	574.28
Judy Laverty*	0.00	0.00	129.19	82.89	0.00	212.08
Jujuz Treat Company	0.00	0.00	0.00	0.00	67.50	67.50
Karen Colbert	339.60	0.00	0.00	0.00	0.00	339.60
Kay Dee Designs	0.00	0.00	0.00	0.00	9.00	9.00
Keen Communications	0.00	0.00	0.00	0.00	73.37	73.37
Krista Tranquilla Designs	0.00	0.00	0.00	0.00	55.00	55.00
Kym Fabel	8.64	0.00	0.00	0.00	0.00	8.64
Lake Tahoe Visitors Authority*, Inc.	27,000.00	0.00	0.00	0.00	0.00	27,000.00
Laser Gifts	0.00	0.00	0.00	0.00	3.92	3.92
LazyOne	0.00	0.00	0.00	0.00	308.75	308.75
Longleaf Services, Inc.	0.00	0.00	0.00	0.00	0.03	0.03
McSteven's, Inc.	0.00	0.00	0.00	0.00	102.29	102.29
Mic Mac Publishing	0.00	0.00	0.00	0.00	14.40	14.40
Miscellaneous	0.00	0.00	0.00	0.00	2,869.11	2,869.11
Multiple	0.00	0.00	0.00	0.00	0.00	0.00
North Lake Tahoe Marketing Co-op	0.00	48,500.00	0.00	112,000.00	0.00	160,500.00
North Tahoe Event Center, Inc.	0.00	1,382.00	0.00	0.00	0.00	1,382.00
Porter Simon*	280.00	0.00	0.00	0.00	0.00	280.00
Priester Jr, Albert	130.88	0.00	0.00	0.00	0.00	130.88
Print Art/Sierra Mail*	0.00	0.00	77.40	0.00	0.00	77.40
Renee Kojjane	75.00	0.00	0.00	0.00	0.00	75.00
Ricoh USA	1,131.77	0.00	0.00	0.00	0.00	1,131.77
Rock & Rose Inc.	542.71	0.00	271.35	0.00	0.00	814.06
Ron Treabess	319.26	0.00	12.00	0.00	0.00	331.26
Rotor Collective Digital Cinema, Inc.	0.00	2,089.95	0.00	0.00	0.00	2,089.95
Sandy Evans Hall*	75.00	0.00	0.00	0.00	0.00	75.00
Sarah Winters	0.00	25.00	25.00	0.00	0.00	50.00
Shop Local	0.00	30.00	0.00	0.00	0.00	30.00
Sierra Essentials	793.09	0.00	0.00	0.00	0.00	793.09
Sierra Nevada Ad Partners	597.66	0.00	0.00	0.00	0.00	597.66
Southwest Gas Corporation*	106.49	0.00	0.00	0.00	0.00	106.49
Sprint	74.13	0.00	0.00	0.00	0.00	74.13
Squaw Valley Public Service District*	0.00	0.00	0.00	2,106.01	0.00	2,106.01
Squaw Valley Resort*	118.04	0.00	0.00	0.00	0.00	118.04
Stephen's Farmhouse	0.00	0.00	0.00	0.00	20.40	20.40
SwervePoint, LLC	3,113.26	0.00	0.00	0.00	0.00	3,113.26
Swigard's True Value Hardware, Inc.*	0.00	46.19	0.00	0.00	0.00	46.19
Tahoe Basics	0.00	490.00	0.00	0.00	0.00	490.00

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Tahoe Blue Bath	0.00	0.00	0.00	0.00	11.00	11.00
Tahoe Eco	0.00	0.00	0.00	0.00	201.00	201.00
Tahoe Fat Tire Festival	0.00	0.00	0.00	0.00	-2,500.00	-2,500.00
Tahoe Teas	462.00	0.00	0.00	0.00	0.00	462.00
Tahoe Tech Group, Inc.	0.00	0.00	0.00	0.00	-140.00	-140.00
Tangled Roots Writing	0.00	0.00	125.00	0.00	0.00	125.00
The Store...Copies and More	0.00	919.85	0.00	0.00	0.00	919.85
Tim Cleary & Associates, Inc.	6,503.75	0.00	0.00	0.00	0.00	6,503.75
Tim Schroeder	0.00	0.00	0.00	0.00	-280.00	-280.00
University of Chicago Press	0.00	0.00	0.00	0.00	36.21	36.21
USPS - Tahoe City	215.00	0.00	0.00	0.00	0.00	215.00
Valerie Lomeli*	31.70	0.00	22.95	59.28	-34.85	79.08
Verizon Wireless	0.00	0.00	0.00	136.07	0.00	136.07
Wholesale Resort Accessories, Inc.	0.00	247.50	0.00	0.00	21.50	269.00
Woodluck Wholesale	0.00	0.00	0.00	0.00	-295.85	-295.85
World Triathlon Corporation*	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>47,396.16</u>	<u>55,710.22</u>	<u>746.51</u>	<u>114,384.25</u>	<u>1,747.28</u>	<u>219,984.42</u>

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	11 - Marketing			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 · County of Placer TOT Funding	1,641,829.78	1,653,742.00	-11,912.22	99.28%
4051-00 · Cap Imp Funding - Placer Held	0.00			
4200-00 · Membership Ann/Conf Dues	0.00			
4201-00 · New Member Fees	0.00			
4250-00 · Revenues-Membership Activities	0.00			
4251-00 · Revenue-Tue AM Breakfast Club	90.00			
4252-00 · Revenue - Sponsorships	0.00			
4350-00 · Special Events (Marketing)	36,719.00	86,500.00	-49,781.00	42.45%
4502-00 · Non-retail VIC Income	0.00			
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00			
4600-00 · Commissions - Other	1,026.13			
Total 4600-00 · Commissions	<u>1,026.13</u>			
4600 · Merchandise Sales	0.00			
4720-00 · Miscellaneous	0.00			
Total Income	<u>1,679,684.91</u>	<u>1,740,242.00</u>	<u>-60,577.09</u>	<u>96.52%</u>
Gross Profit	1,679,684.91	1,740,242.00	-60,577.09	96.52%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	14,500.00	-14,500.00	0.0%
5010-00 · Sales Commissions	0.00			
5020-00 · P/R - Tax Expense	13,757.94	23,885.00	-10,127.06	57.6%
5030-00 · P/R - Health Insurance Expense	22,867.22	39,681.00	-16,813.78	57.63%
5040-00 · P/R - Workmans Comp	1,007.40	1,152.00	-144.60	87.45%
5060-00 · 401 (K)	4,193.89	6,715.00	-2,521.11	62.46%
5065-00 · Merit	0.00	4,150.00	-4,150.00	0.0%
5070-00 · Other Benefits and Expenses	745.57	4,675.00	-3,929.43	15.95%
5000-00 · Salaries & Wages - Other	160,760.28	165,153.00	-4,392.72	97.34%
Total 5000-00 · Salaries & Wages	<u>203,332.30</u>	<u>259,911.00</u>	<u>-56,578.70</u>	<u>78.23%</u>
5100-00 · Rent				
5110-00 · Utilities	1,110.60	1,575.00	-464.40	70.51%
5140-00 · Repairs & Maintenance	1,186.52	1,125.00	61.52	105.47%
5150-00 · Office - Cleaning	1,330.00	2,268.00	-938.00	58.64%
5100-00 · Rent - Other	14,094.45	14,103.00	-8.55	99.94%
Total 5100-00 · Rent	<u>17,721.57</u>	<u>19,071.00</u>	<u>-1,349.43</u>	<u>92.92%</u>
5310-00 · Telephone				
5320-00 · Telephone	4,423.44			
5350-00 · Internet	289.85			
5310-00 · Telephone - Other	23.87	7,956.00	-7,932.13	0.3%
Total 5310-00 · Telephone	<u>4,737.16</u>	<u>7,956.00</u>	<u>-3,218.84</u>	<u>59.54%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	18.65			
5480-00 · Mail - Fed Ex	765.00			
5420-00 · Mail - USPS - Other	74.03	405.00	-330.97	18.28%
Total 5420-00 · Mail - USPS	<u>857.68</u>	<u>405.00</u>	<u>452.68</u>	<u>211.77%</u>
5510-00 · Insurance/Bonding	972.37	2,700.00	-1,727.63	36.01%
5520-00 · Supplies				
5525-00 · Supplies - Computer <\$1000	3,786.98			
5520-00 · Supplies - Other	1,391.42	2,601.00	-1,209.58	53.5%
Total 5520-00 · Supplies	<u>5,178.40</u>	<u>2,601.00</u>	<u>2,577.40</u>	<u>199.09%</u>
5530-00 · Visitor Communications - Other	0.00			
5610-00 · Depreciation	1,217.09	1,467.00	-249.91	82.97%
5700-00 · Equipment Support & Maintenance	616.75	2,799.00	-2,182.25	22.04%
5710-00 · Taxes, Licenses & Fees	282.15	540.00	-257.85	52.25%
5740-00 · Equipment Rental/Leasing	1,110.96	1,980.00	-869.04	56.11%
5800-00 · Training Seminars	1,210.48	2,000.00	-789.52	60.52%
5810-00 · Public Outreach	0.00			
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00			
5920-00 · Professional Fees - Accountant	750.00			
5900-00 · Professional Fees - Other	0.00			
Total 5900-00 · Professional Fees	<u>750.00</u>			
5940-00 · Research & Planning Membership	0.00			
5941-00 · Research & Planning	0.00			
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00			
Total 5948-00 · Transportation Projects	<u>0.00</u>			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

11 - Marketing				
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	0.00			
5974-00 - Visitors Centers Exhibits	48.75			
Total 5998-00 - Infrastructure Projects	48.75			
6020-00 - Programs				
6016-00 - Community Marketing Programs	3,430.57	0.00	3,430.57	100.0%
6018-00 - BACC Campaigns - Grants	0.00	0.00	0.00	0.0%
Total 6020-00 - Programs	3,430.57	0.00	3,430.57	100.0%
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	17.69			
6030-00 - AFW-Media	-472.77			
6023-00 - Autumn Food & Wine - Other	30,534.90			
Total 6023-00 - Autumn Food & Wine	30,079.82			
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	14,600.00			
6421-00 - New Event Development	11,155.15			
6422-00 - IronMan Lake Tahoe	306,980.47	455,000.00	-148,019.53	67.47%
6427-00 - USA Cycling	-8,657.83	0.00	-8,657.83	100.0%
6420-00 - Sponsorship - Other	96,155.00			
Total 6420-00 - Sponsorship	420,232.79	455,000.00	-34,767.21	92.36%
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	0.00			
6434-00 - Community Awards Dinner	0.00			
6436-00 - Membership - Wnt/Sum Rec Lunch	0.00			
6441-00 - Membership - Miscellaneous Exp	0.00			
6442-00 - Public Relations/Website	0.00			
6443-00 - Membership - Bridal Faire	0.00			
6423-00 - Membership Activities - Other	0.00			
Total 6423-00 - Membership Activities	0.00			
6437-00 - Tuesday Morning Breakfast Club				
6437-00 - Tuesday Morning Breakfast Club	0.00			
6490-00 - Classified Ads				
6490-00 - Classified Ads	0.00			
6701-00 - Market Study Reports/Research				
6701-00 - Market Study Reports/Research	314.61	10,000.00	-9,685.39	3.15%
6730-00 - Marketing Cooperative/Media				
6730-00 - Marketing Cooperative/Media	689,290.00	685,000.00	3,290.00	100.48%
6740-00 - Media/Collateral/Production				
6740-00 - Media/Collateral/Production	0.00			
6741-00 - Productions				
6741-00 - Productions	2,350.00			
6742-00 - Non-NLT Co-Op Marketing Program				
6742-00 - Non-NLT Co-Op Marketing Program	10,378.51	38,000.00	-27,621.49	27.31%
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	7,991.22			
6743-03 - Touch Lake Tahoe	800.00			
6743-00 - BACC Marketing Programs - Other	36,824.16	60,000.00	-23,175.84	61.37%
Total 6743-00 - BACC Marketing Programs	45,615.38	60,000.00	-14,384.62	76.03%
7253-00 - Conference - PUD				
7253-00 - Conference - PUD	0.00			
8100-00 - Cost of Goods Sold				
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	0.00			
59900 - POS Inventory Adjustments	0.00			
8100-00 - Cost of Goods Sold - Other	0.00			
Total 8100-00 - Cost of Goods Sold	0.00			
8200-00 - Associate Relations				
8200-00 - Associate Relations	374.61	600.00	-225.39	62.44%
8300-00 - Board Functions				
8300-00 - Board Functions	0.00	0.00	0.00	0.0%
8500-00 - Credit Card Fees				
8500-00 - Credit Card Fees	90.00			
8700-00 - Automobile Expenses				
8700-00 - Automobile Expenses	1,315.75	1,800.00	-484.25	73.1%
8750-00 - Meals/Meetings				
8750-00 - Meals/Meetings	1,966.58	4,410.00	-2,443.42	44.59%
8810-00 - Dues & Subscriptions				
8810-00 - Dues & Subscriptions	2,305.68	1,600.00	705.68	144.11%
8910-00 - Travel				
8910-00 - Travel	5,845.31	3,675.00	2,170.31	159.06%
8930-00 - Prior Period Adjustments				
8930-00 - Prior Period Adjustments	0.00			
Total Expense	1,451,625.27	1,562,515.00	-110,889.73	92.9%
Net Ordinary Income	228,039.64	177,727.00	50,312.64	128.31%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	0.00			
Total Other Income	0.00			
Other Expense				
8990-00 - Allocated	59,824.16	161,546.00	-101,721.84	37.03%
Total Other Expense	59,824.16	161,546.00	-101,721.84	37.03%
Net Other Income	-59,824.16	-161,546.00	101,721.84	37.03%
Net Income	168,215.48	16,181.00	152,034.48	1,039.59%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	30 - Conference			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 · County of Placer TOT Funding	254,469.64	250,200.00	4,269.64	101.71%
4051-00 · Cap Imp Funding - Placer Held	0.00	0.00	0.00	0.0%
4200-00 · Membership Ann/Conf Dues	4,675.00	5,769.00	-1,094.00	81.04%
4201-00 · New Member Fees	0.00			
4250-00 · Revenues-Membership Activities	0.00			
4251-00 · Revenue-Tue AM Breakfast Club	0.00			
4252-00 · Revenue - Sponsorships	0.00			
4350-00 · Special Events (Marketing)	0.00			
4502-00 · Non-retail VIC Income	0.00			
4600-00 · Commissions				
4601-00 · Commissions - South Shore	-167.96			
4600-00 · Commissions - Other	134,934.78	90,164.00	44,770.78	149.66%
Total 4600-00 · Commissions	134,766.82	90,164.00	44,602.82	149.47%
46000 · Merchandise Sales	0.00			
4720-00 · Miscellaneous	0.00			
Total Income	393,911.46	346,133.00	47,778.46	113.8%
Gross Profit	393,911.46	346,133.00	47,778.46	113.8%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00			
5010-00 · Sales Commissions	15,749.58	17,828.00	-2,078.42	88.34%
5020-00 · P/R - Tax Expense	12,136.74	14,865.00	-2,728.26	81.65%
5030-00 · P/R - Health Insurance Expense	11,633.31	24,285.00	-12,651.69	47.9%
5040-00 · P/R - Workmans Comp	1,007.40	1,152.00	-144.60	87.45%
5060-00 · 401 (k)	5,822.88	5,384.00	438.88	108.15%
5065-00 · Merit	0.00	3,385.00	-3,385.00	0.0%
5070-00 · Other Benefits and Expenses	542.92	4,400.00	-3,857.08	12.34%
5000-00 · Salaries & Wages - Other	126,574.06	129,638.00	-3,063.94	97.64%
Total 5000-00 · Salaries & Wages	173,466.89	200,937.00	-27,470.11	86.33%
5100-00 · Rent				
5110-00 · Utilities	559.87	792.00	-232.13	70.69%
5140-00 · Repairs & Maintenance	616.38	585.00	31.38	105.36%
5150-00 · Office - Cleaning	668.50	1,134.00	-465.50	58.95%
5100-00 · Rent - Other	7,048.08	7,056.00	-7.92	99.89%
Total 5100-00 · Rent	8,892.83	9,567.00	-674.17	92.95%
5310-00 · Telephone				
5320-00 · Telephone	2,028.66	2,304.00	-275.34	88.05%
5350-00 · Internet	0.00			
5310-00 · Telephone - Other	12.41			
Total 5310-00 · Telephone	2,041.07	2,304.00	-262.93	88.59%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00			
5480-00 · Mail - Fed Ex	691.18			
5420-00 · Mail - USPS - Other	114.37	495.00	-380.63	23.11%
Total 5420-00 · Mail - USPS	805.55	495.00	310.55	162.74%
5510-00 · Insurance/Bonding	972.37	2,070.00	-1,097.63	46.97%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	94.99			
5520-00 · Supplies - Other	383.49	765.00	-381.51	50.13%
Total 5520-00 · Supplies	478.48	765.00	-286.52	62.55%
5530-00 · Visitor Communications - Other	0.00			
5610-00 · Depreciation	934.51	765.00	169.51	122.16%
5700-00 · Equipment Support & Maintenance	335.47	1,242.00	-906.53	27.01%
5710-00 · Taxes, Licenses & Fees	136.32	225.00	-88.68	60.59%
5740-00 · Equipment Rental/Leasing	1,045.57	1,692.00	-646.43	61.8%
5800-00 · Training Seminars	515.00			
5810-00 · Public Outreach	0.00			
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00			
5920-00 · Professional Fees - Accountant	0.00			
5900-00 · Professional Fees - Other	0.00			
Total 5900-00 · Professional Fees	0.00			
5940-00 · Research & Planning Membership	0.00			
5941-00 · Research & Planning	0.00			
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00			
Total 5948-00 · Transportation Projects	0.00			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

	30 - Conference			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	0.00			
5974-00 - Visitors Centers Exhibits	0.00			
Total 5998-00 - Infrastructure Projects	0.00			
6020-00 - Programs				
6016-00 - Community Marketing Programs	0.00			
6018-00 - BACC Campaigns - Grants	0.00			
Total 6020-00 - Programs	0.00			
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	0.00			
6030-00 - AFW-Media	0.00			
6023-00 - Autumn Food & Wine - Other	0.00			
Total 6023-00 - Autumn Food & Wine	0.00			
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	0.00			
6421-00 - New Event Development	0.00			
6422-00 - IronMan Lake Tahoe	0.00			
6427-00 - USA Cycling	0.00			
6420-00 - Sponsorship - Other	0.00			
Total 6420-00 - Sponsorship	0.00			
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	0.00			
6434-00 - Community Awards Dinner	0.00			
6436-00 - Membership - Wnt/Sum Rec Lunch	0.00			
6441-00 - Membership - Miscellaneous Exp	0.00			
6442-00 - Public Relations/Website	0.00			
6443-00 - Membership - Bridal Faire	0.00			
6423-00 - Membership Activities - Other	0.00			
Total 6423-00 - Membership Activities	0.00			
6437-00 - Tuesday Morning Breakfast Club	0.00			
6490-00 - Classified Ads	0.00			
6701-00 - Market Study Reports/Research	0.00			
6730-00 - Marketing Cooperative/Media	82,310.00	90,000.00	-7,690.00	91.46%
6740-00 - Media/Collateral/Production	0.00			
6741-00 - Productions	0.00			
6742-00 - Non-NLT Co-Op Marketing Program	0.00			
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	0.00			
6743-03 - Touch Lake Tahoe	0.00			
6743-00 - BACC Marketing Programs - Other	0.00			
Total 6743-00 - BACC Marketing Programs	0.00			
7253-00 - Conference - PUD	0.00	0.00	0.00	0.0%
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	0.00			
59900 - POS Inventory Adjustments	0.00			
8100-00 - Cost of Goods Sold - Other	0.00			
Total 8100-00 - Cost of Goods Sold	0.00			
8200-00 - Associate Relations	141.78	425.00	-283.22	33.36%
8300-00 - Board Functions	0.00			
8500-00 - Credit Card Fees	90.00			
8700-00 - Automobile Expenses	129.83	810.00	-680.17	16.03%
8750-00 - Meals/Meetings	0.00	315.00	-315.00	0.0%
8810-00 - Dues & Subscriptions	0.00	955.00	-955.00	0.0%
8910-00 - Travel	0.00			
8930-00 - Prior Period Adjustments	0.00			
Total Expense	272,295.67	312,567.00	-40,271.33	87.12%
Net Ordinary Income	121,615.79	33,566.00	88,049.79	362.32%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	0.00			
Total Other Income	0.00			
Other Expense				
8990-00 - Allocated	13,709.73	37,019.00	-23,309.27	37.03%
Total Other Expense	13,709.73	37,019.00	-23,309.27	37.03%
Net Other Income	-13,709.73	-37,019.00	23,309.27	37.03%
Net Income	107,906.06	-3,453.00	111,359.06	-3,124.99%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	41 - Transportation			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 - County of Placer TOT Funding	384,153.50	150,597.00	233,556.50	255.09%
4051-00 - Cap Imp Funding - Placer Held	0.00			
4200-00 - Membership Ann/Conf Dues	0.00			
4201-00 - New Member Fees	0.00			
4250-00 - Revenues-Membership Activities	0.00			
4251-00 - Revenue-Tue AM Breakfast Club	0.00			
4252-00 - Revenue - Sponsorships	0.00			
4350-00 - Special Events (Marketing)	0.00			
4502-00 - Non-retail VIC income	0.00			
4600-00 - Commissions				
4601-00 - Commissions - South Shore	0.00			
4600-00 - Commissions - Other	0.00			
Total 4600-00 - Commissions	0.00			
4600 - Merchandise Sales	0.00			
4720-00 - Miscellaneous	0.00			
Total Income	384,153.50	150,597.00	233,556.50	255.09%
Gross Profit	384,153.50	150,597.00	233,556.50	255.09%
Expense				
5000-00 - Salaries & Wages				
5000-01 - In-Market Administration	0.00			
5010-00 - Sales Commissions	0.00			
5020-00 - P/R - Tax Expense	5,256.43	4,694.00	562.43	111.98%
5030-00 - P/R - Health Insurance Expense	3,283.62	4,925.00	-1,641.38	66.67%
5040-00 - P/R - Workmans Comp	1,119.35	1,278.00	-158.65	87.59%
5060-00 - 401 (k)	2,475.64	2,731.00	-255.36	90.65%
5065-00 - Merit	0.00	2,209.00	-2,209.00	0.0%
5070-00 - Other Benefits and Expenses	27.16	1,380.00	-1,352.84	1.97%
5000 - Salaries & Wages - Other	61,309.34	57,036.00	4,273.34	107.49%
Total 5000-00 - Salaries & Wages	73,471.54	74,253.00	-781.46	98.95%
5100-00 - Rent				
5110-00 - Utilities	395.53	1,125.00	-729.47	35.16%
5140-00 - Repairs & Maintenance	380.82	342.00	38.82	111.35%
5150-00 - Office - Cleaning	468.50	450.00	18.50	104.11%
5100-00 - Rent - Other	5,084.33	5,204.00	-109.67	97.89%
Total 5100-00 - Rent	6,339.18	7,121.00	-781.82	89.02%
5310-00 - Telephone				
5320-00 - Telephone	1,564.27	2,025.00	-460.73	77.25%
5350-00 - Internet	0.00			
5310-00 - Telephone - Other	78.20			
Total 5310-00 - Telephone	1,642.47	2,025.00	-382.53	81.11%
5420-00 - Mail - USPS				
5470-00 - Mail - UPS	0.00			
5480-00 - Mail - Fed Ex	0.00			
5420-00 - Mail - USPS - Other	46.92	0.00	46.92	100.0%
Total 5420-00 - Mail - USPS	46.92	0.00	46.92	100.0%
5510-00 - Insurance/Bonding	153.53	504.00	-350.47	30.46%
5520-00 - Supplies				
5525-00 - Supplies- Computer <\$1000	0.00			
5520-00 - Supplies - Other	345.16	675.00	-329.84	51.14%
Total 5520-00 - Supplies	345.16	675.00	-329.84	51.14%
5530-00 - Visitor Communications - Other	0.00			
5610-00 - Depreciation	546.30	468.00	78.30	116.73%
5700-00 - Equipment Support & Maintenance	251.12	360.00	-108.88	69.76%
5710-00 - Taxes, Licenses & Fees	83.89	60.00	23.89	139.82%
5740-00 - Equipment Rental/Leasing	924.93	990.00	-65.07	93.43%
5800-00 - Training Seminars	0.00			
5810-00 - Public Outreach	0.00	950.00	-950.00	0.0%
5900-00 - Professional Fees				
5910-00 - Professional Fees - Attorneys	0.00			
5920-00 - Professional Fees - Accountant	75.00			
5900-00 - Professional Fees - Other	0.00			
Total 5900-00 - Professional Fees	75.00			
5940-00 - Research & Planning Membership	0.00	4,000.00	-4,000.00	0.0%
5941-00 - Research & Planning	19,733.65	30,000.00	-10,266.35	65.78%
5948-00 - Transportation Projects				
5953-00 - Summer Traffic Management (S-2)	0.00			
Total 5948-00 - Transportation Projects	0.00			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

	41 - Transportation			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	0.00			
5974-00 - Visitors Centers Exhibits	0.00			
Total 5998-00 - Infrastructure Projects	0.00			
6020-00 - Programs				
6016-00 - Community Marketing Programs	0.00			
6018-00 - BACC Campaigns - Grants	0.00			
Total 6020-00 - Programs	0.00			
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	0.00			
6030-00 - AFW-Media	0.00			
6023-00 - Autumn Food & Wine - Other	0.00			
Total 6023-00 - Autumn Food & Wine	0.00			
6420-00 - Sponsorship				
6420-01 - Winter/WonderGrass_Tahoe	0.00			
6421-00 - New Event Development	0.00			
6422-00 - IronMan Lake Tahoe	0.00			
6427-00 - USA Cycling	0.00			
6420-00 - Sponsorship - Other	100.00			
Total 6420-00 - Sponsorship	100.00			
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	0.00			
6434-00 - Community Awards Dinner	0.00			
6436-00 - Membership - Wnt/Sum Rec Lunch	0.00			
6441-00 - Membership - Miscellaneous Exp	0.00			
6442-00 - Public Relations/Website	0.00			
6443-00 - Membership - Bridal Faire	0.00			
6423-00 - Membership Activities - Other	0.00			
Total 6423-00 - Membership Activities	0.00			
6437-00 - Tuesday Morning Breakfast Club	0.00			
6490-00 - Classified Ads	0.00			
6701-00 - Market Study Reports/Research	0.00			
6730-00 - Marketing Cooperative/Media	0.00			
6740-00 - Media/Collateral/Production	0.00			
6741-00 - Productions	0.00			
6742-00 - Non-NLT Co-Op Marketing Program	0.00			
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	0.00			
6743-03 - Touch Lake Tahoe	0.00			
6743-00 - BACC Marketing Programs - Other	0.00			
Total 6743-00 - BACC Marketing Programs	0.00			
7253-00 - Conference - PUD	0.00			
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	0.00			
59900 - POS Inventory Adjustments	0.00			
8100-00 - Cost of Goods Sold - Other	0.00			
Total 8100-00 - Cost of Goods Sold	0.00			
8200-00 - Associate Relations	128.73	400.00	-271.27	32.18%
8300-00 - Board Functions	0.00			
8500-00 - Credit Card Fees	45.00			
8700-00 - Automobile Expenses	991.16	900.00	91.16	110.13%
8750-00 - Meals/Meetings	1,009.02	300.00	709.02	336.34%
8810-00 - Dues & Subscriptions	0.00	45.00	-45.00	0.0%
8910-00 - Travel	455.61			
8930-00 - Prior Period Adjustments	0.00			
Total Expense	106,343.21	123,051.00	-16,707.79	86.42%
Net Ordinary Income	277,810.29	27,546.00	250,264.29	1,008.53%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	0.00			
Total Other Income	0.00			
Other Expense				
8990-00 - Allocated	12,463.41	33,657.00	-21,193.59	37.03%
Total Other Expense	12,463.41	33,657.00	-21,193.59	37.03%
Net Other Income	-12,463.41	-33,657.00	21,193.59	37.03%
Net Income	265,346.88	-6,111.00	271,457.88	-4,342.12%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

	42 - VIC			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	224,629.88	219,690.00	4,939.88	102.25%
4051-00 · Cap Imp Funding - Placer Held	0.00			
4200-00 · Membership Ann/Conf Dues	0.00			
4201-00 · New Member Fees	0.00			
4250-00 · Revenues-Membership Activities	380.00			
4251-00 · Revenue-Tue AM Breakfast Club	0.00			
4252-00 · Revenue - Sponsorships	0.00			
4350-00 · Special Events (Marketing)	0.00			
4502-00 · Non-retail VIC income	3,725.00	8,733.00	-5,008.00	42.65%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00			
4600-00 · Commissions - Other	0.00			
Total 4600-00 · Commissions	0.00			
4600 · Merchandise Sales	12,304.76	78,018.00	-65,713.24	15.77%
4720-00 · Miscellaneous	0.00			
Total Income	241,039.64	306,441.00	-65,401.36	78.66%
Gross Profit	241,039.64	306,441.00	-65,401.36	78.66%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00			
5010-00 · Sales Commissions	0.00			
5020-00 · P/R - Tax Expense	9,893.14	8,930.00	963.14	110.79%
5030-00 · P/R - Health Insurance Expense	14,940.20	16,777.00	-1,836.80	89.05%
5040-00 · P/R - Workmans Comp	2,126.68	2,421.00	-294.32	87.84%
5060-00 · 401 (k)	3,402.47	4,080.00	-677.53	83.39%
5065-00 · Merit	0.00	2,556.00	-2,556.00	0.0%
5070-00 · Other Benefits and Expenses	342.92	2,852.00	-2,509.08	12.02%
5000-00 · Salaries & Wages - Other	106,434.90	102,352.00	4,082.90	103.99%
Total 5000-00 · Salaries & Wages	137,140.31	139,968.00	-2,827.69	97.98%
5100-00 · Rent				
5110-00 · Utilities	4,293.02	5,625.00	-1,331.98	76.32%
5140-00 · Repairs & Maintenance	679.49	1,100.00	-420.51	61.77%
5150-00 · Office - Cleaning	611.00			
5100-00 · Rent - Other	50,343.30	50,382.00	-38.70	99.92%
Total 5100-00 · Rent	55,926.81	57,107.00	-1,180.19	97.93%
5310-00 · Telephone				
5320-00 · Telephone	2,206.99			
5350-00 · Internet	0.00			
5310-00 · Telephone - Other	12.41	4,680.00	-4,667.59	0.27%
Total 5310-00 · Telephone	2,219.40	4,680.00	-2,460.60	47.42%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00			
5480-00 · Mail - Fed Ex	122.11			
5420-00 · Mail - USPS - Other	161.24	855.00	-693.76	18.86%
Total 5420-00 · Mail - USPS	283.35	855.00	-571.65	33.14%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	1,279.45	2,592.00	-1,312.55	49.36%
5520-00 · Supplies				
5525-00 · Supplies - Computer <\$1000	0.00			
5520-00 · Supplies - Other	1,807.89	4,393.00	-2,585.11	41.15%
Total 5520-00 · Supplies	1,807.89	4,393.00	-2,585.11	41.15%
5530-00 · Visitor Communications - Other	0.00	460.00	-460.00	0.0%
5610-00 · Depreciation	729.34	765.00	-35.66	95.34%
5700-00 · Equipment Support & Maintenance	1,123.47	1,575.00	-451.53	71.33%
5710-00 · Taxes, Licenses & Fees	136.32	837.00	-700.68	16.29%
5740-00 · Equipment Rental/Leasing	5,464.36	4,446.00	1,018.36	122.91%
5800-00 · Training Seminars	0.00	1,400.00	-1,400.00	0.0%
5810-00 · Public Outreach	0.00			
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00			
5920-00 · Professional Fees - Accountant	0.00			
5900-00 · Professional Fees - Other	0.00			
Total 5900-00 · Professional Fees	0.00			
5940-00 · Research & Planning Membership	0.00			
5941-00 · Research & Planning	0.00			
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00			
Total 5948-00 · Transportation Projects	0.00			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

	42 - VIC			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 · Infrastructure Projects				
5951-00 · Squaw Valley Trail Snow Removal	0.00			
5974-00 · Visitors Centers Exhibits	0.00			
Total 5998-00 · Infrastructure Projects	0.00			
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00			
6018-00 · BACC Campaigns - Grants	0.00			
Total 6020-00 · Programs	0.00			
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	0.00			
6030-00 · AFW-Media	0.00			
6023-00 · Autumn Food & Wine - Other	0.00			
Total 6023-00 · Autumn Food & Wine	0.00			
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	0.00			
6421-00 · New Event Development	0.00			
6422-00 · IronMan Lake Tahoe	0.00			
6427-00 · USA Cycling	0.00			
6420-00 · Sponsorship - Other	0.00			
Total 6420-00 · Sponsorship	0.00			
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00			
6434-00 · Community Awards Dinner	0.00			
6436-00 · Membership - WntSum Rec Lunch	0.00			
6441-00 · Membership - Miscellaneous Exp	0.00			
6442-00 · Public Relations/Website	0.00			
6443-00 · Membership - Bridal Faire	0.00			
6423-00 · Membership Activities - Other	0.00			
Total 6423-00 · Membership Activities	0.00			
6437-00 · Tuesday Morning Breakfast Club	0.00			
6490-00 · Classified Ads	0.00			
6701-00 · Market Study Reports/Research	0.00			
6730-00 · Marketing Cooperative/Media	0.00			
6740-00 · Media/Collateral/Production	0.00	5,885.00	-5,885.00	0.0%
6741-00 · Productions	0.00			
6742-00 · Non-NLT Co-Op Marketing Program	1,459.31	1,350.00	109.31	108.1%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	0.00			
6743-03 · Touch Lake Tahoe	0.00			
6743-00 · BACC Marketing Programs - Other	0.00			
Total 6743-00 · BACC Marketing Programs	0.00			
7253-00 · Conference - PUD	0.00			
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	359.57			
59900 · POS Inventory Adjustments	-376.33			
8100-00 · Cost of Goods Sold - Other	8,478.30	43,910.00	-35,431.70	19.31%
Total 8100-00 · Cost of Goods Sold	8,461.54	43,910.00	-35,448.46	19.27%
8200-00 · Associate Relations	188.44	500.00	-311.56	37.69%
8300-00 · Board Functions	0.00			
8500-00 · Credit Card Fees	1,702.33	2,700.00	-997.67	63.05%
8700-00 · Automobile Expenses	394.17	1,800.00	-1,405.83	21.9%
8750-00 · Meals/Meetings	43.07	540.00	-496.93	7.98%
8810-00 · Dues & Subscriptions	489.92			
8910-00 · Travel	20.00	550.00	-530.00	3.64%
8930-00 · Prior Period Adjustments	0.00			
Total Expense	218,869.48	276,313.00	-57,443.52	79.21%
Net Ordinary Income	22,170.16	30,128.00	-7,957.84	73.59%
Other Income/Expense				
Other Income				
52500 · Purchase Discounts	85.09			
Total Other Income	85.09			
Other Expense				
8990-00 · Allocated	12,463.41	33,657.00	-21,193.59	37.03%
Total Other Expense	12,463.41	33,657.00	-21,193.59	37.03%
Net Other Income	-12,378.32	-33,657.00	21,278.68	36.78%
Net Income	9,791.84	-3,529.00	13,320.84	-277.47%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	50 - Infrastructure			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 · County of Placer TOT Funding	208,369.20	167,887.00	40,482.20	124.11%
4051-00 · Cap Imp Funding - Placer Held	0.00			
4200-00 · Membership Ann/Conf Dues	0.00			
4201-00 · New Member Fees	0.00			
4250-00 · Revenues-Membership Activities	0.00			
4251-00 · Revenue-Tue AM Breakfast Club	0.00			
4252-00 · Revenue - Sponsorships	0.00			
4350-00 · Special Events (Marketing)	0.00			
4502-00 · Non-retail VIC Income	150.00			
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00			
4600-00 · Commissions - Other	0.00			
Total 4600-00 · Commissions	0.00			
46000 · Merchandise Sales	0.00			
4720-00 · Miscellaneous	0.00			
Total Income	208,519.20	167,887.00	40,632.20	124.2%
Gross Profit	208,519.20	167,887.00	40,632.20	124.2%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00			
5010-00 · Sales Commissions	0.00			
5020-00 · P/R - Tax Expense	3,796.73	4,694.00	-897.27	80.89%
5030-00 · P/R - Health Insurance Expense	2,977.08	4,922.00	-1,944.92	60.49%
5040-00 · P/R - Workmans Comp	1,119.35	1,278.00	-158.65	87.59%
5060-00 · 401 (k)	1,466.95	2,720.00	-1,253.05	53.93%
5065-00 · Merit	0.00	2,209.00	-2,209.00	0.0%
5070-00 · Other Benefits and Expenses	27.12	1,380.00	-1,352.88	1.97%
5000-00 · Salaries & Wages - Other	39,642.62	57,036.00	-17,393.38	69.51%
Total 5000-00 · Salaries & Wages	49,029.85	74,239.00	-25,209.15	66.04%
5100-00 · Rent				
5110-00 · Utilities	395.53	1,125.00	-729.47	35.16%
5140-00 · Repairs & Maintenance	380.82	360.00	20.82	105.78%
5150-00 · Office - Cleaning	468.50	810.00	-341.50	57.84%
5100-00 · Rent - Other	5,034.33	5,004.00	30.33	100.61%
Total 5100-00 · Rent	6,279.18	7,299.00	-1,019.82	86.03%
5310-00 · Telephone				
5320-00 · Telephone	1,534.64			
5350-00 · Internet	0.00			
5310-00 · Telephone - Other	42.86	1,800.00	-1,757.14	2.38%
Total 5310-00 · Telephone	1,577.50	1,800.00	-222.50	87.64%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00			
5480-00 · Mail - Fed Ex	0.00			
5420-00 · Mail - USPS - Other	61.92	50.00	11.92	123.84%
Total 5420-00 · Mail - USPS	61.92	50.00	11.92	123.84%
5510-00 · Insurance/Bonding	153.53	450.00	-296.47	34.12%
5520-00 · Supplies				
5525-00 · Supplies - Computer <\$1000	0.00			
5520-00 · Supplies - Other	239.26	711.00	-471.74	33.65%
Total 5520-00 · Supplies	239.26	711.00	-471.74	33.65%
5530-00 · Visitor Communications - Other	0.00			
5610-00 · Depreciation	546.31	468.00	78.31	116.73%
5700-00 · Equipment Support & Maintenance	251.12	495.00	-243.88	50.73%
5710-00 · Taxes, Licenses & Fees	83.89	285.00	-201.11	29.44%
5740-00 · Equipment Rental/Leasing	924.93	1,314.00	-389.07	70.39%
5800-00 · Training Seminars	0.00			
5810-00 · Public Outreach	0.00	1,000.00	-1,000.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00			
5920-00 · Professional Fees - Accountant	75.00			
5900-00 · Professional Fees - Other	0.00			
Total 5900-00 · Professional Fees	75.00			
5940-00 · Research & Planning Membership	0.00			
5941-00 · Research & Planning	22,117.35	42,485.00	-20,367.65	52.06%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00			
Total 5948-00 · Transportation Projects	0.00			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

50 - Infrastructure				
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	2,106.01			
5974-00 - Visitors Centers Exhibits	0.00			
Total 5998-00 - Infrastructure Projects	2,106.01			
6020-00 - Programs				
6016-00 - Community Marketing Programs	0.00			
6018-00 - BACC Campaigns - Grants	0.00			
Total 6020-00 - Programs	0.00			
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	0.00			
6030-00 - AFW-Media	0.00			
6023-00 - Autumn Food & Wine - Other	0.00			
Total 6023-00 - Autumn Food & Wine	0.00			
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	0.00			
6421-00 - New Event Development	0.00			
6422-00 - IronMan Lake Tahoe	0.00			
6427-00 - USA Cycling	0.00			
6420-00 - Sponsorship - Other	0.00			
Total 6420-00 - Sponsorship	0.00			
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	0.00			
6434-00 - Community Awards Dinner	0.00			
6436-00 - Membership - WntUsum Rec Lunch	0.00			
6441-00 - Membership - Miscellaneous Exp	0.00			
6442-00 - Public Relations/Website	0.00			
6443-00 - Membership - Bridal Faire	0.00			
6423-00 - Membership Activities - Other	0.00			
Total 6423-00 - Membership Activities	0.00			
6437-00 - Tuesday Morning Breakfast Club	0.00			
6490-00 - Classified Ads	0.00			
6701-00 - Market Study Reports/Research	0.00			
6730-00 - Marketing Cooperative/Media	0.00			
6740-00 - Media/Collateral/Production	0.00			
6741-00 - Productions	0.00			
6742-00 - Non-NLT Co-Op Marketing Program	0.00			
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	0.00			
6743-03 - Touch Lake Tahoe	0.00			
6743-00 - BACC Marketing Programs - Other	0.00			
Total 6743-00 - BACC Marketing Programs	0.00			
7253-00 - Conference - PUD	0.00			
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	0.00			
59900 - POS Inventory Adjustments	0.00			
8100-00 - Cost of Goods Sold - Other	0.00			
Total 8100-00 - Cost of Goods Sold	0.00			
8200-00 - Associate Relations	112.64	350.00	-237.36	32.18%
8300-00 - Board Functions	0.00			
8500-00 - Credit Card Fees	0.00			
8700-00 - Automobile Expenses	912.12	1,035.00	-122.88	88.13%
8750-00 - Meals/Meetings	191.24	522.00	-330.76	36.64%
8810-00 - Dues & Subscriptions	0.00			
8910-00 - Travel	0.00			
8930-00 - Prior Period Adjustments	0.00			
Total Expense	84,661.85	132,603.00	-47,841.15	63.89%
Net Ordinary Income	123,857.35	35,384.00	88,473.35	350.04%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	0.00			
Total Other Income	0.00			
Other Expense				
8990-00 - Allocated	14,956.07	40,387.00	-25,430.93	37.03%
Total Other Expense	14,956.07	40,387.00	-25,430.93	37.03%
Net Other Income	-14,956.07	-40,387.00	25,430.93	37.03%
Net Income	108,901.28	-5,003.00	113,904.28	-2,176.72%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	60 - Membership			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 · County of Placer TOT Funding	0.00			
4051-00 · Cap Imp Funding - Placer Held	0.00			
4200-00 · Membership Ann/Conf Dues	98,383.36	101,250.00	-2,866.64	97.17%
4201-00 · New Member Fees	600.00	3,942.00	-3,342.00	15.22%
4250-00 · Revenues-Membership Activities	18,616.43	30,800.00	-12,183.57	60.44%
4251-00 · Revenue-Tue AM Breakfast Club	7,695.00	7,200.00	495.00	106.88%
4252-00 · Revenue - Sponsorships	3,505.00	6,100.00	-2,595.00	57.46%
4350-00 · Special Events (Marketing)	0.00			
4502-00 · Non-retail VIC Income	375.00			
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00			
4600-00 · Commissions - Other	0.00			
Total 4600-00 · Commissions	0.00			
46000 · Merchandise Sales	0.00			
4720-00 · Miscellaneous	420.00			
Total Income	129,594.79	149,292.00	-19,697.21	86.81%
Gross Profit	129,594.79	149,292.00	-19,697.21	86.81%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	-14,500.00	14,500.00	0.0%
5010-00 · Sales Commissions	0.00			
5020-00 · P/R - Tax Expense	5,320.20	3,703.00	1,617.20	143.67%
5030-00 · P/R - Health Insurance Expense	9,804.89	9,261.00	543.89	105.87%
5040-00 · P/R - Workmans Comp	1,007.40	1,152.00	-144.60	87.45%
5060-00 · 401 (k)	382.54	614.00	-231.46	62.3%
5065-00 · Merit	0.00	3,537.00	-3,537.00	0.0%
5070-00 · Other Benefits and Expenses	122.56	1,794.00	-1,671.44	6.83%
5000-00 · Salaries & Wages - Other	55,968.59	53,432.00	2,536.59	104.75%
Total 5000-00 · Salaries & Wages	72,606.18	58,993.00	13,613.18	123.08%
5100-00 · Rent				
5110-00 · Utilities	388.25	567.00	-178.75	68.47%
5140-00 · Repairs & Maintenance	380.82	360.00	20.82	105.78%
5150-00 · Office - Cleaning	468.50	810.00	-341.50	57.84%
5100-00 · Rent - Other	5,034.33	5,040.00	-5.67	99.89%
Total 5100-00 · Rent	6,271.90	6,777.00	-505.10	92.55%
5310-00 · Telephone				
5320-00 · Telephone	2,334.72			
5350-00 · Internet	0.00			
5310-00 · Telephone - Other	7.64	2,025.00	-2,017.36	0.38%
Total 5310-00 · Telephone	2,342.36	2,025.00	317.36	115.67%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00			
5480-00 · Mail - Fed Ex	0.00			
5420-00 · Mail - USPS - Other	513.11	594.00	-80.89	86.38%
Total 5420-00 · Mail - USPS	513.11	594.00	-80.89	86.38%
5510-00 · Insurance/Bonding	460.60	1,044.00	-583.40	44.12%
5520-00 · Supplies				
5525-00 · Supplies - Computer <\$1000	7.50			
5520-00 · Supplies - Other	1,100.70	747.00	353.70	147.35%
Total 5520-00 · Supplies	1,108.20	747.00	361.20	148.35%
5530-00 · Visitor Communications - Other	35.44			
5610-00 · Depreciation	485.95	468.00	17.95	103.84%
5700-00 · Equipment Support & Maintenance	278.07	423.00	-144.93	65.74%
5710-00 · Taxes, Licenses & Fees	83.89	540.00	-456.11	15.54%
5740-00 · Equipment Rental/Leasing	1,998.07	2,979.00	-980.93	67.07%
5800-00 · Training Seminars	1,566.20	3,000.00	-1,433.80	52.21%
5810-00 · Public Outreach	0.00			
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00			
5920-00 · Professional Fees - Accountant	200.00			
5900-00 · Professional Fees - Other	0.00			
Total 5900-00 · Professional Fees	200.00			
5940-00 · Research & Planning Membership	0.00			
5941-00 · Research & Planning	0.00			
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00			
Total 5948-00 · Transportation Projects	0.00			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

60 - Membership				
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	0.00			
5974-00 - Visitors Centers Exhibits	0.00			
Total 5998-00 - Infrastructure Projects	0.00			
6020-00 - Programs				
6016-00 - Community Marketing Programs	0.00			
6018-00 - BACC Campaigns - Grants	0.00			
Total 6020-00 - Programs	0.00			
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	0.00			
6030-00 - AFW-Media	0.00			
6023-00 - Autumn Food & Wine - Other	0.00			
Total 6023-00 - Autumn Food & Wine	0.00			
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	0.00			
6421-00 - New Event Development	0.00			
6422-00 - IronMan Lake Tahoe	0.00			
6427-00 - USA Cycling	0.00			
6420-00 - Sponsorship - Other	0.00			
Total 6420-00 - Sponsorship	0.00			
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	2,757.56			
6434-00 - Community Awards Dinner	4,386.80			
6436-00 - Membership - Wnt/Sum Rec Lunch	64.83			
6441-00 - Membership - Miscellaneous Exp	69.24			
6442-00 - Public Relations/Website	3,338.00			
6443-00 - Membership - Bridal Faire	3,269.86			
6423-00 - Membership Activities - Other	11,785.07	21,138.00	-9,352.93	55.75%
Total 6423-00 - Membership Activities	25,671.36	21,138.00	4,533.36	121.45%
6437-00 - Tuesday Morning Breakfast Club	3,506.00	6,633.00	-3,127.00	52.86%
6490-00 - Classified Ads	0.00			
6701-00 - Market Study Reports/Research	0.00			
6730-00 - Marketing Cooperative/Media	0.00			
6740-00 - Media/Collateral/Production	0.00			
6741-00 - Productions	0.00			
6742-00 - Non-NLT Co-Op Marketing Program	0.00			
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	0.00			
6743-03 - Touch Lake Tahoe	0.00			
6743-00 - BACC Marketing Programs - Other	800.00			
Total 6743-00 - BACC Marketing Programs	800.00			
7253-00 - Conference - PUD	0.00			
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	17.96			
59900 - POS Inventory Adjustments	0.00			
8100-00 - Cost of Goods Sold - Other	0.00			
Total 8100-00 - Cost of Goods Sold	17.96			
8200-00 - Associate Relations	412.52	450.00	-37.48	91.67%
8300-00 - Board Functions	0.00			
8500-00 - Credit Card Fees	1,711.25	1,890.00	-178.75	90.54%
8700-00 - Automobile Expenses	461.65	711.00	-249.35	64.93%
8750-00 - Meals/Meetings	182.83	1,125.00	-942.17	16.25%
8810-00 - Dues & Subscriptions	1,835.88	5,724.00	-3,888.12	32.07%
8910-00 - Travel	1,107.58			
8930-00 - Prior Period Adjustments	0.00			
Total Expense	123,657.00	115,261.00	8,396.00	107.28%
Net Ordinary Income	5,937.79	34,031.00	-28,093.21	17.45%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	0.00			
Total Other Income	0.00			
Other Expense				
8990-00 - Allocated	11,216.99	30,291.00	-19,074.01	37.03%
Total Other Expense	11,216.99	30,291.00	-19,074.01	37.03%
Net Other Income	-11,216.99	-30,291.00	19,074.01	37.03%
Net Income	-5,279.20	3,740.00	-9,019.20	-141.16%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	70 - Administration			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 - County of Placer TOT Funding	0.00			
4051-00 - Cap Imp Funding - Placer Held	0.00			
4200-00 - Membership Ann/Conf Dues	0.00			
4201-00 - New Member Fees	0.00			
4250-00 - Revenues-Membership Activities	0.00			
4251-00 - Revenue-Tue AM Breakfast Club	0.00			
4252-00 - Revenue - Sponsorships	0.00			
4350-00 - Special Events (Marketing)	0.00			
4502-00 - Non-retail VIC Income	-375.00			
4600-00 - Commissions				
4601-00 - Commissions - South Shore	0.00			
4600-00 - Commissions - Other	0.00			
Total 4600-00 - Commissions	0.00			
46000 - Merchandise Sales	0.00			
4720-00 - Miscellaneous	0.00			
Total Income	-375.00			
Gross Profit	-375.00			
Expense				
5000-00 - Salaries & Wages				
5000-01 - In-Market Administration	0.00			
5010-00 - Sales Commissions	0.00			
5020-00 - P/R - Tax Expense	12,884.75	14,563.00	-1,678.25	88.48%
5030-00 - P/R - Health Insurance Expense	23,444.33	26,173.00	-2,728.67	89.57%
5040-00 - P/R - Workmans Comp	3,805.59	18,000.00	-14,194.41	21.14%
5060-00 - 401 (k)	5,463.08	7,394.00	-1,930.92	73.89%
5065-00 - Merit	0.00	4,624.00	-4,624.00	0.0%
5070-00 - Other Benefits and Expenses	1,121.08	4,175.00	-3,053.92	26.85%
5000-00 - Salaries & Wages - Other	179,123.80	185,996.00	-6,872.20	96.31%
Total 5000-00 - Salaries & Wages	225,842.63	260,925.00	-35,082.37	86.56%
5100-00 - Rent				
5110-00 - Utilities	1,387.20	1,875.00	-487.80	73.98%
5140-00 - Repairs & Maintenance	1,214.38	2,025.00	-810.62	59.97%
5150-00 - Office - Cleaning	1,330.00	2,268.00	-938.00	58.64%
5100-00 - Rent - Other	16,150.44	16,356.00	-205.56	98.74%
Total 5100-00 - Rent	20,082.02	22,524.00	-2,441.98	89.16%
5310-00 - Telephone				
5320-00 - Telephone	6,644.31	6,444.00	200.31	103.11%
5350-00 - Internet	0.00			
5310-00 - Telephone - Other	195.14	0.00	195.14	100.0%
Total 5310-00 - Telephone	6,839.45	6,444.00	395.45	106.14%
5420-00 - Mail - USPS				
5470-00 - Mail - UPS	271.65			
5480-00 - Mail - Fed Ex	0.00			
5420-00 - Mail - USPS - Other	157.22	792.00	-634.78	19.85%
Total 5420-00 - Mail - USPS	428.87	792.00	-363.13	54.15%
5510-00 - Insurance/Bonding	1,125.91	2,466.00	-1,340.09	45.66%
5520-00 - Supplies				
5525-00 - Supplies - Computer <\$1000	120.00			
5520-00 - Supplies - Other	5,056.64	4,500.00	556.64	112.37%
Total 5520-00 - Supplies	5,176.64	4,500.00	676.64	115.04%
5530-00 - Visitor Communications - Other	0.00			
5610-00 - Depreciation	1,313.63	1,467.00	-153.37	89.55%
5700-00 - Equipment Support & Maintenance	2,182.41	2,799.00	-616.59	77.97%
5710-00 - Taxes, Licenses & Fees	6,363.63	2,602.00	3,861.63	254.34%
5740-00 - Equipment Rental/Leasing	1,321.62	2,295.00	-973.38	57.59%
5800-00 - Training Seminars	100.00	1,050.00	-950.00	9.52%
5810-00 - Public Outreach	0.00	180.00	-180.00	0.0%
5900-00 - Professional Fees				
5910-00 - Professional Fees - Attorneys	2,900.00			
5920-00 - Professional Fees - Accountant	71,945.33			
5900-00 - Professional Fees - Other	312.50	20,000.00	-19,687.50	1.56%
Total 5900-00 - Professional Fees	75,157.83	20,000.00	55,157.83	375.79%
5940-00 - Research & Planning Membership	0.00			
5941-00 - Research & Planning	0.00			
5948-00 - Transportation Projects				
5953-00 - Summer Traffic Management (S-2)	0.00			
Total 5948-00 - Transportation Projects	0.00			

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

70 - Administration				
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	0.00			
5974-00 - Visitors Centers Exhibits	0.00			
Total 5998-00 - Infrastructure Projects	0.00			
6020-00 - Programs				
6016-00 - Community Marketing Programs	0.00			
6018-00 - BACC Campaigns - Grants	0.00			
Total 6020-00 - Programs	0.00			
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	0.00			
6030-00 - AFW-Media	0.00			
6023-00 - Autumn Food & Wine - Other	0.00			
Total 6023-00 - Autumn Food & Wine	0.00			
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	0.00			
6421-00 - New Event Development	0.00			
6422-00 - IronMan Lake Tahoe	0.00			
6427-00 - USA Cycling	0.00			
6420-00 - Sponsorship - Other	0.00			
Total 6420-00 - Sponsorship	0.00			
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	0.00			
6434-00 - Community Awards Dinner	0.00			
6436-00 - Membership - WntSum Rec Lunch	0.00			
6441-00 - Membership - Miscellaneous Exp	0.00			
6442-00 - Public Relations/Website	0.00			
6443-00 - Membership - Bridal Faire	0.00			
6423-00 - Membership Activities - Other	0.00			
Total 6423-00 - Membership Activities	0.00			
6437-00 - Tuesday Morning Breakfast Club	0.00			
6490-00 - Classified Ads	0.00	500.00	-500.00	0.0%
6701-00 - Market Study Reports/Research	0.00			
6730-00 - Marketing Cooperative/Media	15.00			
6740-00 - Media/Collateral/Production	0.00			
6741-00 - Productions	0.00			
6742-00 - Non-NLT Co-Op Marketing Program	0.00			
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	0.00			
6743-03 - Touch Lake Tahoe	0.00			
6743-00 - BACC Marketing Programs - Other	0.00			
Total 6743-00 - BACC Marketing Programs	0.00			
7253-00 - Conference - PUD	0.00			
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	0.00			
59900 - POS Inventory Adjustments	0.00			
8100-00 - Cost of Goods Sold - Other	0.00			
Total 8100-00 - Cost of Goods Sold	0.00			
8200-00 - Associate Relations	2,160.97	1,750.00	410.97	123.48%
8300-00 - Board Functions	1,632.40	3,350.00	-1,717.60	48.73%
8500-00 - Credit Card Fees	2,034.23			
8700-00 - Automobile Expenses	866.23	350.00	516.23	247.49%
8750-00 - Meals/Meetings	1,016.22	450.00	566.22	225.83%
8810-00 - Dues & Subscriptions	1,131.82	1,805.00	-673.18	62.71%
8910-00 - Travel	2,305.52	900.00	1,405.52	256.17%
8930-00 - Prior Period Adjustments	0.00			
Total Expense	357,097.03	337,049.00	20,048.03	105.95%
Net Ordinary Income	-357,472.03	-337,049.00	-20,423.03	106.06%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	0.00			
Total Other Income	0.00			
Other Expense				
8990-00 - Allocated	-124,633.77			
Total Other Expense	-124,633.77			
Net Other Income	124,633.77			
Net Income	-232,838.26	-337,049.00	104,210.74	69.08%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	Total unclassified			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 · County of Placer TOT Funding	-271,350.00	0.00	-271,350.00	100.0%
4051-00 · Cap Imp Funding - Placer Held	0.00	0.00	0.00	0.0%
4200-00 · Membership Ann/Conf Dues	0.00	0.00	0.00	0.0%
4201-00 · New Member Fees	225.00	0.00	225.00	100.0%
4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.0%
4251-00 · Revenue-Tue AM Breakfast Club	360.00	0.00	360.00	100.0%
4252-00 · Revenue - Sponsorships	1,100.00	0.00	1,100.00	100.0%
4350-00 · Special Events (Marketing)	0.00	0.00	0.00	0.0%
4502-00 · Non-retail VIC income	0.00	0.00	0.00	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00	0.00	0.00	0.0%
4600-00 · Commissions - Other	693.00	0.00	693.00	100.0%
Total 4600-00 · Commissions	693.00	0.00	693.00	100.0%
46000 · Merchandise Sales	43,190.21	0.00	43,190.21	100.0%
4720-00 · Miscellaneous	0.00	0.00	0.00	0.0%
Total Income	-225,781.79	0.00	-225,781.79	100.0%
Gross Profit	-225,781.79	0.00	-225,781.79	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	0.00	0.00	0.00	0.0%
5020-00 · P/R - Tax Expense	0.00	0.00	0.00	0.0%
5030-00 · P/R - Health Insurance Expense	-8,704.52	0.00	-8,704.52	100.0%
5040-00 · P/R - Workmans Comp	0.00	0.00	0.00	0.0%
5060-00 · 401 (k)	0.00	0.00	0.00	0.0%
5065-00 · Merit	0.00	0.00	0.00	0.0%
5070-00 · Other Benefits and Expenses	0.00	0.00	0.00	0.0%
5000-00 · Salaries & Wages - Other	0.00	0.00	0.00	0.0%
Total 5000-00 · Salaries & Wages	-8,704.52	0.00	-8,704.52	100.0%
5100-00 · Rent				
5110-00 · Utilities	0.00	0.00	0.00	0.0%
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	0.0%
5150-00 · Office - Cleaning	0.00	0.00	0.00	0.0%
5100-00 · Rent - Other	0.00	0.00	0.00	0.0%
Total 5100-00 · Rent	0.00	0.00	0.00	0.0%
5310-00 · Telephone				
5320-00 · Telephone	0.00	0.00	0.00	0.0%
5350-00 · Internet	0.00	0.00	0.00	0.0%
5310-00 · Telephone - Other	0.00	0.00	0.00	0.0%
Total 5310-00 · Telephone	0.00	0.00	0.00	0.0%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00	0.00	0.00	0.0%
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	0.0%
5420-00 · Mail - USPS - Other	0.00	0.00	0.00	0.0%
Total 5420-00 · Mail - USPS	0.00	0.00	0.00	0.0%
5510-00 · Insurance/Bonding	0.00	0.00	0.00	0.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	0.0%
5520-00 · Supplies - Other	0.00	0.00	0.00	0.0%
Total 5520-00 · Supplies	0.00	0.00	0.00	0.0%
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	0.0%
5610-00 · Depreciation	301.70	0.00	301.70	100.0%
5700-00 · Equipment Support & Maintenance	0.00	0.00	0.00	0.0%
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.0%
5740-00 · Equipment Rental/Leasing	0.00	0.00	0.00	0.0%
5800-00 · Training Seminars	0.00	0.00	0.00	0.0%
5810-00 · Public Outreach	0.00	0.00	0.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.0%
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.0%
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.0%
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.0%
5940-00 · Research & Planning Membership	0.00	0.00	0.00	0.0%
5941-00 · Research & Planning	0.00	0.00	0.00	0.0%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.0%
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

	Total unclassified			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	0.00	0.00	0.00	0.0%
5974-00 - Visitors Centers Exhibits	0.00	0.00	0.00	0.0%
Total 5998-00 - Infrastructure Projects	0.00	0.00	0.00	0.0%
6020-00 - Programs				
6016-00 - Community Marketing Programs	0.00	0.00	0.00	0.0%
6018-00 - BACC Campaigns - Grants	0.00	0.00	0.00	0.0%
Total 6020-00 - Programs	0.00	0.00	0.00	0.0%
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	0.00	0.00	0.00	0.0%
6030-00 - AFW-Media	0.00	0.00	0.00	0.0%
6023-00 - Autumn Food & Wine - Other	0.00	0.00	0.00	0.0%
Total 6023-00 - Autumn Food & Wine	0.00	0.00	0.00	0.0%
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	0.00	0.00	0.00	0.0%
6421-00 - New Event Development	0.00	0.00	0.00	0.0%
6422-00 - IronMan Lake Tahoe	0.00	0.00	0.00	0.0%
6427-00 - USA Cycling	0.00	0.00	0.00	0.0%
6420-00 - Sponsorship - Other	0.00	0.00	0.00	0.0%
Total 6420-00 - Sponsorship	0.00	0.00	0.00	0.0%
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.0%
6434-00 - Community Awards Dinner	0.00	0.00	0.00	0.0%
6436-00 - Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.0%
6441-00 - Membership - Miscellaneous Exp	0.00	0.00	0.00	0.0%
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.0%
6443-00 - Membership - Bridal Faire	0.00	0.00	0.00	0.0%
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.0%
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.0%
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.0%
6490-00 - Classified Ads	0.00	0.00	0.00	0.0%
6701-00 - Market Study Reports/Research	0.00	0.00	0.00	0.0%
6730-00 - Marketing Cooperative/Media	0.00	0.00	0.00	0.0%
6740-00 - Media/Collateral/Production	0.00	0.00	0.00	0.0%
6741-00 - Productions	0.00	0.00	0.00	0.0%
6742-00 - Non-NLT Co-Op Marketing Program	0.00	0.00	0.00	0.0%
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	-55.00	0.00	-55.00	100.0%
6743-03 - Touch Lake Tahoe	0.00	0.00	0.00	0.0%
6743-00 - BACC Marketing Programs - Other	0.00	0.00	0.00	0.0%
Total 6743-00 - BACC Marketing Programs	-55.00	0.00	-55.00	100.0%
7253-00 - Conference - PUD	0.00	0.00	0.00	0.0%
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	561.48	0.00	561.48	100.0%
59900 - POS Inventory Adjustments	135.60	0.00	135.60	100.0%
8100-00 - Cost of Goods Sold - Other	21,919.87	0.00	21,919.87	100.0%
Total 8100-00 - Cost of Goods Sold	22,616.95	0.00	22,616.95	100.0%
8200-00 - Associate Relations	0.00	0.00	0.00	0.0%
8300-00 - Board Functions	0.00	0.00	0.00	0.0%
8500-00 - Credit Card Fees	0.00	0.00	0.00	0.0%
8700-00 - Automobile Expenses	0.00	0.00	0.00	0.0%
8750-00 - Meals/Meetings	0.00	0.00	0.00	0.0%
8810-00 - Dues & Subscriptions	0.00	0.00	0.00	0.0%
8910-00 - Travel	0.00	0.00	0.00	0.0%
8930-00 - Prior Period Adjustments	-645.45	0.00	-645.45	100.0%
Total Expense	13,513.68	0.00	13,513.68	100.0%
Net Ordinary Income	-239,295.47	0.00	-239,295.47	100.0%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	18.91	0.00	18.91	100.0%
Total Other Income	18.91	0.00	18.91	100.0%
Other Expense				
8990-00 - Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	18.91	0.00	18.91	100.0%
Net Income	-239,276.56	0.00	-239,276.56	100.0%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

Ordinary Income/Expense	TOTAL			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
Income				
4050-00 · County of Placer TOT Funding	2,442,102.00	2,442,116.00	-14.00	100.0%
4051-00 · Cap Imp Funding - Placer Held	0.00	0.00	0.00	0.0%
4200-00 · Membership Ann/Conf Dues	103,058.36	107,019.00	-3,960.64	96.3%
4201-00 · New Member Fees	825.00	3,942.00	-3,117.00	20.93%
4250-00 · Revenues-Membership Activities	18,996.43	30,800.00	-11,803.57	61.68%
4251-00 · Revenue-Tue AM Breakfast Club	8,145.00	7,200.00	945.00	113.13%
4252-00 · Revenue - Sponsorships	4,605.00	6,100.00	-1,495.00	75.49%
4350-00 · Special Events (Marketing)	36,719.00	86,500.00	-49,781.00	42.45%
4502-00 · Non-retail VIC Income	3,875.00	8,733.00	-4,858.00	44.37%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	-167.96	0.00	-167.96	100.0%
4600-00 · Commissions - Other	136,653.91	90,164.00	46,489.91	151.56%
Total 4600-00 · Commissions	136,485.95	90,164.00	46,321.95	151.38%
4600 · Merchandise Sales	55,494.97	78,018.00	-22,523.03	71.13%
4720-00 · Miscellaneous	420.00	0.00	420.00	100.0%
Total Income	2,810,726.71	2,860,592.00	-49,865.29	98.26%
Gross Profit	2,810,726.71	2,860,592.00	-49,865.29	98.26%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	15,749.58	17,828.00	-2,078.42	88.34%
5020-00 · P/R - Tax Expense	63,045.93	75,334.00	-12,288.07	83.69%
5030-00 · P/R - Health Insurance Expense	80,246.13	126,024.00	-45,777.87	63.68%
5040-00 · P/R - Workmans Comp	11,193.17	26,433.00	-15,239.83	42.35%
5060-00 · 401 (K)	23,207.45	29,638.00	-6,430.55	78.3%
5065-00 · Merit	0.00	22,670.00	-22,670.00	0.0%
5070-00 · Other Benefits and Expenses	2,929.33	20,656.00	-17,726.67	14.18%
5000-00 · Salaries & Wages - Other	729,813.59	750,643.00	-20,829.41	97.23%
Total 5000-00 · Salaries & Wages	926,185.18	1,069,226.00	-143,040.82	86.62%
5100-00 · Rent				
5110-00 · Utilities	8,530.00	12,684.00	-4,154.00	67.25%
5140-00 · Repairs & Maintenance	4,839.23	5,897.00	-1,057.77	82.06%
5150-00 · Office - Cleaning	5,345.00	7,740.00	-2,395.00	69.06%
5100-00 · Rent - Other	102,799.26	103,145.00	-345.74	99.67%
Total 5100-00 · Rent	121,513.49	129,466.00	-7,952.51	93.86%
5310-00 · Telephone				
5320-00 · Telephone	20,737.03	10,773.00	9,964.03	192.49%
5350-00 · Internet	289.85	0.00	289.85	100.0%
5310-00 · Telephone - Other	372.53	16,461.00	-16,088.47	2.26%
Total 5310-00 · Telephone	21,399.41	27,234.00	-5,834.59	78.58%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	290.30	0.00	290.30	100.0%
5480-00 · Mail - Fed Ex	1,578.29	0.00	1,578.29	100.0%
5420-00 · Mail - USPS - Other	1,128.81	3,191.00	-2,062.19	35.38%
Total 5420-00 · Mail - USPS	2,997.40	3,191.00	-193.60	93.93%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	5,117.76	11,826.00	-6,708.24	43.28%
5520-00 · Supplies				
5525-00 · Supplies - Computer <\$1000	4,009.47	0.00	4,009.47	100.0%
5520-00 · Supplies - Other	10,324.56	14,392.00	-4,067.44	71.74%
Total 5520-00 · Supplies	14,334.03	14,392.00	-57.97	99.6%
5530-00 · Visitor Communications - Other	35.44	460.00	-424.56	7.7%
5610-00 · Depreciation	6,074.83	5,868.00	206.83	103.53%
5700-00 · Equipment Support & Maintenance	5,038.41	9,693.00	-4,654.59	51.98%
5710-00 · Taxes, Licenses & Fees	7,170.09	4,989.00	2,181.09	143.72%
5740-00 · Equipment Rental/Leasing	12,790.44	15,696.00	-2,905.56	81.49%
5800-00 · Training Seminars	3,391.68	7,450.00	-4,058.32	45.53%
5810-00 · Public Outreach	0.00	2,130.00	-2,130.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,900.00	0.00	2,900.00	100.0%
5920-00 · Professional Fees - Accountant	73,045.33	0.00	73,045.33	100.0%
5900-00 · Professional Fees - Other	312.50	20,000.00	-19,687.50	1.56%
Total 5900-00 · Professional Fees	76,257.83	20,000.00	56,257.83	381.28%
5940-00 · Research & Planning Membership	0.00	4,000.00	-4,000.00	0.0%
5941-00 · Research & Planning	41,851.00	72,485.00	-30,634.00	57.74%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.0%
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
July 2015 through March 2016

	TOTAL			
	Jul '15 - Mar 16	Budget	\$ Over Budget	% of Budget
5998-00 - Infrastructure Projects				
5951-00 - Squaw Valley Trail Snow Removal	2,106.01	0.00	2,106.01	100.0%
5974-00 - Visitors Centers Exhibits	48.75	0.00	48.75	100.0%
Total 5998-00 - Infrastructure Projects	2,154.76	0.00	2,154.76	100.0%
6020-00 - Programs				
6016-00 - Community Marketing Programs	3,430.57	0.00	3,430.57	100.0%
6018-00 - BACC Campaigns - Grants	0.00	0.00	0.00	0.0%
Total 6020-00 - Programs	3,430.57	0.00	3,430.57	100.0%
6023-00 - Autumn Food & Wine				
6025-00 - AFW- Postage	17.69	0.00	17.69	100.0%
6030-00 - AFW-Media	-472.77	0.00	-472.77	100.0%
6023-00 - Autumn Food & Wine - Other	30,534.90	0.00	30,534.90	100.0%
Total 6023-00 - Autumn Food & Wine	30,079.82	0.00	30,079.82	100.0%
6420-00 - Sponsorship				
6420-01 - WinterWonderGrass_Tahoe	14,600.00	0.00	14,600.00	100.0%
6421-00 - New Event Development	11,155.15	0.00	11,155.15	100.0%
6422-00 - IronMan Lake Tahoe	306,980.47	455,000.00	-148,019.53	67.47%
6427-00 - USA Cycling	-8,657.83	0.00	-8,657.83	100.0%
6420-00 - Sponsorship - Other	96,255.00	0.00	96,255.00	100.0%
Total 6420-00 - Sponsorship	420,332.79	455,000.00	-34,667.21	92.38%
6423-00 - Membership Activities				
6432-00 - Membership - Newsletter	2,757.56	0.00	2,757.56	100.0%
6434-00 - Community Awards Dinner	4,386.80	0.00	4,386.80	100.0%
6436-00 - Membership - Wnt/Sum Rec Lunch	64.83	0.00	64.83	100.0%
6441-00 - Membership - Miscellaneous Exp	69.24	0.00	69.24	100.0%
6442-00 - Public Relations/Website	3,338.00	0.00	3,338.00	100.0%
6443-00 - Membership - Bridal Faire	3,269.86	0.00	3,269.86	100.0%
6423-00 - Membership Activities - Other	11,785.07	21,138.00	-9,352.93	55.75%
Total 6423-00 - Membership Activities	25,671.36	21,138.00	4,533.36	121.45%
6437-00 - Tuesday Morning Breakfast Club	3,506.00	6,633.00	-3,127.00	52.86%
6490-00 - Classified Ads	0.00	500.00	-500.00	0.0%
6701-00 - Market Study Reports/Research	314.61	10,000.00	-9,685.39	3.16%
6730-00 - Marketing Cooperative/Media	771,615.00	776,000.00	-4,385.00	99.44%
6740-00 - Media/Collateral/Production	0.00	5,885.00	-5,885.00	0.0%
6741-00 - Productions	2,350.00	0.00	2,350.00	100.0%
6742-00 - Non-NLT Co-Op Marketing Program	11,837.82	39,350.00	-27,512.18	30.08%
6743-00 - BACC Marketing Programs				
6743-01 - Shop Local	7,936.22	0.00	7,936.22	100.0%
6743-03 - Touch Lake Tahoe	800.00	0.00	800.00	100.0%
6743-00 - BACC Marketing Programs - Other	37,624.16	60,000.00	-22,375.84	62.71%
Total 6743-00 - BACC Marketing Programs	46,360.38	60,000.00	-13,639.62	77.27%
7253-00 - Conference - PUD	0.00	0.00	0.00	0.0%
8100-00 - Cost of Goods Sold				
51100 - Freight and Shipping Costs	939.01	0.00	939.01	100.0%
59900 - POS Inventory Adjustments	-240.73	0.00	-240.73	100.0%
8100-00 - Cost of Goods Sold - Other	30,398.17	43,910.00	-13,511.83	69.23%
Total 8100-00 - Cost of Goods Sold	31,096.45	43,910.00	-12,813.55	70.82%
8200-00 - Associate Relations	3,519.69	4,475.00	-955.31	78.65%
8300-00 - Board Functions	1,632.40	3,350.00	-1,717.60	48.73%
8500-00 - Credit Card Fees	5,672.81	4,590.00	1,082.81	123.59%
8700-00 - Automobile Expenses	5,070.91	7,406.00	-2,335.09	68.47%
8750-00 - Meals/Meetings	4,408.96	7,662.00	-3,253.04	57.54%
8810-00 - Dues & Subscriptions	5,763.30	10,129.00	-4,365.70	56.9%
8910-00 - Travel	9,734.02	5,125.00	4,609.02	189.93%
8930-00 - Prior Period Adjustments	-645.45	0.00	-645.45	100.0%
Total Expense	2,628,063.19	2,859,259.00	-231,195.81	91.91%
Net Ordinary Income	182,663.52	1,333.00	181,330.52	13,703.19%
Other Income/Expense				
Other Income				
52500 - Purchase Discounts	104.00	0.00	104.00	100.0%
Total Other Income	104.00	0.00	104.00	100.0%
Other Expense				
8990-00 - Allocated	0.00	336,557.00	-336,557.00	0.0%
Total Other Expense	0.00	336,557.00	-336,557.00	0.0%
Net Other Income	104.00	-336,557.00	336,661.00	-0.03%
Net Income	182,767.52	-335,224.00	517,991.52	-54.52%

North Lake Tahoe Resort Association
Balance Sheet
 As of February 29, 2016

	<u>Feb 29, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,041.18
1003-00 · Cash - Operations BOTW #6712	1,017,876.58
1007-00 · Cash - Payroll BOTW #7421	4,348.64
1071-00 · Payroll Reserves BOTW #8163	23,675.40
1080-00 · Special Events BOTW #1626	2,677.04
10950 · Cash in Drawer	250.32
Total Checking/Savings	<u>1,049,869.16</u>
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	-177,231.62
Total Accounts Receivable	<u>-177,231.62</u>
Other Current Assets	
1200-99 · AR Other	7,456.68
12000 · Undeposited Funds	10,574.40
1201-00 · WebLink Accounts Receivable	71,050.00
1201-02 · Allowance for Doubtful Accounts	-3,000.00
12100 · Inventory Asset	25,857.09
1298 · Receivable from Employees	157.50
1299 · Receivable from NLTMC	62,872.48
Total Other Current Assets	<u>174,968.15</u>
Total Current Assets	<u>1,047,605.69</u>
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-67,880.87
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-41,659.70
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,493.19
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,161.99
Total Fixed Assets	<u>4,616.16</u>
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	8,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	17,812.29
Total 1400-00 · Prepaid Expenses	<u>32,112.87</u>
1410-00 · Prepaid Insurance	1,092.95
Total Other Assets	<u>33,205.82</u>
TOTAL ASSETS	<u><u>1,085,427.67</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	187,032.81
Total Accounts Payable	<u>187,032.81</u>
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-04 · MC_5968_Ronald	53.97
2080-07 · MC_6850_Ginger	137.99
Total 2080-00 · Bank of the West - Master Cards	<u>191.96</u>
Total Credit Cards	191.96

North Lake Tahoe Resort Association
Balance Sheet
As of February 29, 2016

	<u>Feb 29, 16</u>
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	<u>32,195.52</u>
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
2195-00 · Use Tax Payable	30.00
25500 · *Sales Tax Payable	<u>1,346.98</u>
Total 2190-00 · Sales and Use Tax Payable	1,376.98
2250-00 · Accrued Expenses	12,869.60
2400-60 · Deferred Revenue- Member Dues	89,358.71
2650-00 · Deferred Rev - Events	2,110.00
2800-00 · Suspense	<u>639.86</u>
Total Other Current Liabilities	<u>231,257.86</u>
Total Current Liabilities	<u>418,482.63</u>
Total Liabilities	418,482.63
Equity	
32000 · Unrestricted Net Assets	246,840.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	<u>103,410.33</u>
Total Equity	<u>666,945.04</u>
TOTAL LIABILITIES & EQUITY	<u><u>1,085,427.67</u></u>

North Lake Tahoe Resort Association
Profit & Loss
 February 2016

	<u>Feb 16</u>
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	271,350.00
4200-00 · Membership Ann/Conf Dues	17,516.29
4201-00 · New Member Fees	-65.00
4250-00 · Revenues-Membership Activities	5,453.00
4251-00 · Revenue-Tue AM Breakfast Club	1,035.00
4252-00 · Revenue - Sponsorships	750.00
46000 · Merchandise Sales	2,898.90
Total Income	<u>298,938.19</u>
Gross Profit	298,938.19
Expense	
5000-00 · Salaries & Wages	
5020-00 · P/R - Tax Expense	7,199.55
5030-00 · P/R - Health Insurance Expense	13,310.62
5040-00 · P/R - Workmans Comp	3,772.99
5060-00 · 401 (k)	2,454.75
5070-00 · Other Benefits and Expenses	250.03
5000-00 · Salaries & Wages - Other	72,734.11
Total 5000-00 · Salaries & Wages	<u>99,722.05</u>
5100-00 · Rent	
5110-00 · Utilities	1,303.33
5140-00 · Repairs & Maintenance	1,471.35
5150-00 · Office - Cleaning	550.00
5100-00 · Rent - Other	11,196.39
Total 5100-00 · Rent	<u>14,521.07</u>
5310-00 · Telephone	
5320-00 · Telephone	2,305.11
Total 5310-00 · Telephone	<u>2,305.11</u>
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	38.43
5420-00 · Mail - USPS - Other	225.00
Total 5420-00 · Mail - USPS	<u>263.43</u>
5510-00 · Insurance/Bonding	1,320.27
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	332.61
5520-00 · Supplies - Other	1,879.52
Total 5520-00 · Supplies	<u>2,212.13</u>
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	733.54
5710-00 · Taxes, Licenses & Fees	383.91
5740-00 · Equipment Rental/Leasing	1,682.84
5800-00 · Training Seminars	17.08
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	240.00
5920-00 · Professional Fees - Accountant	10,806.48
Total 5900-00 · Professional Fees	<u>11,046.48</u>
5941-00 · Research & Planning	7,970.00
6420-00 · Sponsorship	
6421-00 · New Event Development	10,000.00
Total 6420-00 · Sponsorship	<u>10,000.00</u>

North Lake Tahoe Resort Association
Profit & Loss
February 2016

	Feb 16
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	250.00
6434-00 · Community Awards Dinner	156.20
6442-00 · Public Relations/Website	880.75
6443-00 · Membership - Bridal Faire	1,295.00
6423-00 · Membership Activities - Other	197.41
Total 6423-00 · Membership Activities	2,779.36
6437-00 · Tuesday Morning Breakfast Club	783.00
6742-00 · Non-NLT Co-Op Marketing Program	1,497.01
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	-10.00
6743-00 · BACC Marketing Programs - Other	1,800.00
Total 6743-00 · BACC Marketing Programs	1,790.00
8100-00 · Cost of Goods Sold	
59900 · POS Inventory Adjustments	-73.55
8100-00 · Cost of Goods Sold - Other	1,667.49
Total 8100-00 · Cost of Goods Sold	1,593.94
8500-00 · Credit Card Fees	749.62
8700-00 · Automobile Expenses	736.44
8750-00 · Meals/Meetings	170.58
8810-00 · Dues & Subscriptions	481.03
8910-00 · Travel	1,421.37
Total Expense	164,699.06
Net Ordinary Income	134,239.13
Net Income	134,239.13

North Lake Tahoe Resort Association
Balance Sheet
 As of January 31, 2016

	<u>Jan 31, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	744.68
1003-00 · Cash - Operations BOTW #6712	774,821.60
1007-00 · Cash - Payroll BOTW #7421	3,130.51
1071-00 · Payroll Reserves BOTW #8163	29,725.40
1080-00 · Special Events BOTW #1626	2,687.04
10950 · Cash in Drawer	107.37
Total Checking/Savings	<u>811,216.60</u>
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	-122,223.53
Total Accounts Receivable	<u>-122,223.53</u>
Other Current Assets	
1200-99 · AR Other	7,626.60
12000 · Undeposited Funds	1,439.10
1201-00 · WebLink Accounts Receivable	110,620.00
12100 · Inventory Asset	26,977.98
1298 · Receivable from Employees	37.46
1299 · Receivable from NLTMC	58,726.19
Total Other Current Assets	<u>205,427.33</u>
Total Current Assets	894,420.40
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-67,629.89
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-41,503.16
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-33,416.66
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,127.24
Total Fixed Assets	<u>4,015.00</u>
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	10,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	23,088.05
Total 1400-00 · Prepaid Expenses	<u>39,388.63</u>
1410-00 · Prepaid Insurance	4,935.61
Total Other Assets	<u>44,324.24</u>
TOTAL ASSETS	<u><u>942,759.64</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	132,927.94
Total Accounts Payable	<u>132,927.94</u>

North Lake Tahoe Resort Association
Balance Sheet
As of January 31, 2016

	Jan 31, 16
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Hall	1,158.16
2080-02 · MC_8366_Jason	2,450.92
2080-03 · MC_5950_Judy	537.35
2080-04 · MC_5968_Ronald	45.00
2080-05 · MC_5976_Greg	2,074.18
2080-06 · MC_0375_Emily	1,265.06
2080-07 · MC_6850_Ginger	3,246.80
2080-08 · MC_5755_John	8,853.12
2080-09 · MC_0319_Sarah	6,793.63
2080-00 · Bank of the West - Master Cards - Other	52.68
Total 2080-00 · Bank of the West - Master Cards	26,476.90
Total Credit Cards	26,476.90
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	1,129.43
Total 2190-00 · Sales and Use Tax Payable	1,129.43
2250-00 · Accrued Expenses	12,869.60
2400-60 · Deferred Revenue- Member Dues	104,045.00
2800-00 · Suspense	7,702.15
Total Other Current Liabilities	250,648.89
Total Current Liabilities	410,053.73
Total Liabilities	410,053.73
Equity	
32000 · Unrestricted Net Assets	246,840.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	-30,828.80
Total Equity	532,705.91
TOTAL LIABILITIES & EQUITY	942,759.64

North Lake Tahoe Resort Association
Profit & Loss
 January 2016

	<u>Jan 16</u>
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	271,350.00
4200-00 · Membership Ann/Conf Dues	3,681.94
4201-00 · New Member Fees	290.00
4250-00 · Revenues-Membership Activities	130.00
4251-00 · Revenue-Tue AM Breakfast Club	2,175.00
4252-00 · Revenue - Sponsorships	2,255.00
46000 · Merchandise Sales	<u>1,526.14</u>
Total Income	<u>281,408.08</u>
Gross Profit	281,408.08
Expense	
5000-00 · Salaries & Wages	
5020-00 · P/R - Tax Expense	10,086.12
5030-00 · P/R - Health Insurance Expense	7,649.69
5040-00 · P/R - Workmans Comp	888.75
5060-00 · 401 (k)	2,723.04
5070-00 · Other Benefits and Expenses	432.84
5000-00 · Salaries & Wages - Other	<u>73,311.49</u>
Total 5000-00 · Salaries & Wages	95,091.93
5100-00 · Rent	
5110-00 · Utilities	1,169.82
5140-00 · Repairs & Maintenance	1,458.45
5150-00 · Office - Cleaning	1,225.00
5100-00 · Rent - Other	<u>11,646.39</u>
Total 5100-00 · Rent	15,499.66
5310-00 · Telephone	
5320-00 · Telephone	<u>2,379.81</u>
Total 5310-00 · Telephone	2,379.81
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	<u>795.36</u>
Total 5420-00 · Mail - USPS	795.36
5510-00 · Insurance/Bonding	576.64
5520-00 · Supplies	410.18
5610-00 · Depreciation	881.34
5700-00 · Equipment Support & Maintenance	461.55
5710-00 · Taxes, Licenses & Fees	923.27
5740-00 · Equipment Rental/Leasing	1,286.46
5800-00 · Training Seminars	1,515.48
5900-00 · Professional Fees	
5920-00 · Professional Fees - Accountant	9,452.32
5900-00 · Professional Fees - Other	<u>312.50</u>
Total 5900-00 · Professional Fees	9,764.82
5941-00 · Research & Planning	1,130.00
6020-00 · Programs	
6016-00 · Community Marketing Programs	<u>825.00</u>
Total 6020-00 · Programs	825.00
6420-00 · Sponsorship	
6420-01 · WinterWonderGrass_Tahoe	-400.00
6427-00 · USA Cycling	<u>-10,986.46</u>
Total 6420-00 · Sponsorship	-11,386.46

North Lake Tahoe Resort Association
Profit & Loss
 January 2016

	<u>Jan 16</u>
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	525.00
6434-00 · Community Awards Dinner	850.00
6443-00 · Membership - Bridal Faire	550.00
6423-00 · Membership Activities - Other	605.20
Total 6423-00 · Membership Activities	<u>2,530.20</u>
6437-00 · Tuesday Morning Breakfast Club	624.00
6730-00 · Marketing Cooperative/Media	191,800.00
6742-00 · Non-NLT Co-Op Marketing Program	150.00
6743-00 · BACC Marketing Programs	1,445.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	4.28
59900 · POS Inventory Adjustments	359.14
8100-00 · Cost of Goods Sold - Other	1,313.75
Total 8100-00 · Cost of Goods Sold	<u>1,677.17</u>
8300-00 · Board Functions	948.50
8500-00 · Credit Card Fees	580.33
8700-00 · Automobile Expenses	606.30
8750-00 · Meals/Meetings	942.99
8810-00 · Dues & Subscriptions	326.95
8910-00 · Travel	597.43
Total Expense	<u>322,383.91</u>
Net Ordinary Income	-40,975.83
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	0.12
Total Other Income	<u>0.12</u>
Other Expense	
8990-00 · Allocated	0.00
Total Other Expense	<u>0.00</u>
Net Other Income	<u>0.12</u>
Net Income	<u><u>-40,975.71</u></u>

North Lake Tahoe Resort Association
Balance Sheet
 As of December 31, 2015

	Dec 31, 15
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	519.68
1003-00 · Cash - Operations BOTW #6712	520,456.85
1007-00 · Cash - Payroll BOTW #7421	1,547.95
1071-00 · Payroll Reserves BOTW #8163	29,725.40
1080-00 · Special Events BOTW #1626	2,697.04
10950 · Cash in Drawer	251.43
Total Checking/Savings	555,198.35
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	152,719.37
Total Accounts Receivable	152,719.37
Other Current Assets	
1200-99 · AR Other	3,887.48
12000 · Undeposited Funds	1,738.66
1201-00 · WebLink Accounts Receivable	36,920.00
12100 · Inventory Asset	28,235.56
1298 · Receivable from Employees	37.46
1299 · Receivable from NLTMC	54,469.81
Total Other Current Assets	125,288.97
Total Current Assets	833,206.69
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-67,261.85
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-41,279.33
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-33,178.60
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,075.83
Total Fixed Assets	4,896.34
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	12,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	22,813.05
Total 1400-00 · Prepaid Expenses	41,113.63
1410-00 · Prepaid Insurance	5,885.00
Total Other Assets	46,998.63
TOTAL ASSETS	885,101.66
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	120,233.39
Total Accounts Payable	120,233.39

North Lake Tahoe Resort Association
Balance Sheet
As of December 31, 2015

	Dec 31, 15
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Hall	503.63
2080-02 · MC_8366_Jason	2,301.77
2080-03 · MC_5950_Judy	471.49
2080-04 · MC_5968_Ronald	45.00
2080-05 · MC_5976_Greg	360.71
2080-06 · MC_0375_Emily	1,030.08
2080-07 · MC_6850_Ginger	1,295.53
2080-08 · MC_5755_John	7,682.45
2080-09 · MC_0319_Sarah	4,911.66
Total 2080-00 · Bank of the West - Master Cards	18,602.32
Total Credit Cards	18,602.32
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	1,014.87
Total 2190-00 · Sales and Use Tax Payable	1,014.87
2250-00 · Accrued Expenses	12,869.60
2400-60 · Deferred Revenue- Member Dues	29,365.00
2800-00 · Suspense	4,432.15
Total Other Current Liabilities	172,584.33
Total Current Liabilities	311,420.04
Total Liabilities	311,420.04
Equity	
32000 · Unrestricted Net Assets	246,840.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	10,146.91
Total Equity	573,681.62
TOTAL LIABILITIES & EQUITY	885,101.66

North Lake Tahoe Resort Association
Profit & Loss
 December 2015

	Dec 15
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	271,350.00
4200-00 · Membership Ann/Conf Dues	6,715.00
4250-00 · Revenues-Membership Activities	1,345.00
4251-00 · Revenue-Tue AM Breakfast Club	1,110.00
4502-00 · Non-retail VIC income	100.00
4600-00 · Commissions	
4601-00 · Commissions - South Shore	537.00
4600-00 · Commissions - Other	0.00
Total 4600-00 · Commissions	537.00
46000 · Merchandise Sales	4,660.19
Total Income	285,817.19
Gross Profit	285,817.19
Expense	
5000-00 · Salaries & Wages	
5020-00 · P/R - Tax Expense	5,003.00
5030-00 · P/R - Health Insurance Expense	4,199.45
5040-00 · P/R - Workmans Comp	888.75
5060-00 · 401 (k)	2,503.24
5070-00 · Other Benefits and Expenses	607.84
5000-00 · Salaries & Wages - Other	73,965.99
Total 5000-00 · Salaries & Wages	87,168.27
5100-00 · Rent	
5110-00 · Utilities	1,131.13
5140-00 · Repairs & Maintenance	453.19
5150-00 · Office - Cleaning	550.00
5100-00 · Rent - Other	11,421.39
Total 5100-00 · Rent	13,555.71
5310-00 · Telephone	
5320-00 · Telephone	2,227.32
Total 5310-00 · Telephone	2,227.32
5420-00 · Mail - USPS	
5470-00 · Mail - UPS	5.75
Total 5420-00 · Mail - USPS	5.75
5510-00 · Insurance/Bonding	618.30
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	-517.34
5520-00 · Supplies - Other	1,839.12
Total 5520-00 · Supplies	1,321.78
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	1,393.55
5710-00 · Taxes, Licenses & Fees	670.09
5740-00 · Equipment Rental/Leasing	1,221.47
5800-00 · Training Seminars	595.00
5900-00 · Professional Fees	
5920-00 · Professional Fees - Accountant	8,492.37
Total 5900-00 · Professional Fees	8,492.37
5941-00 · Research & Planning	1,005.80
5998-00 · Infrastructure Projects	
5951-00 · Squaw Valley Trail Snow Removal	2,106.01
Total 5998-00 · Infrastructure Projects	2,106.01
6020-00 · Programs	
6016-00 · Community Marketing Programs	2,110.67
Total 6020-00 · Programs	2,110.67

North Lake Tahoe Resort Association
Profit & Loss
 December 2015

	Dec 15
6420-00 · Sponsorship	
6422-00 · IronMan Lake Tahoe	-3,497.47
Total 6420-00 · Sponsorship	-3,497.47
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	500.00
6441-00 · Membership - Miscellaneous Exp	15.15
6442-00 · Public Relations/Website	0.00
6423-00 · Membership Activities - Other	1,664.58
Total 6423-00 · Membership Activities	2,179.73
6437-00 · Tuesday Morning Breakfast Club	705.00
6730-00 · Marketing Cooperative/Media	191,800.00
6742-00 · Non-NLT Co-Op Marketing Program	547.80
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	-455.00
6743-00 · BACC Marketing Programs - Other	20,000.00
Total 6743-00 · BACC Marketing Programs	19,545.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	103.94
59900 · POS Inventory Adjustments	221.70
8100-00 · Cost of Goods Sold - Other	2,359.26
Total 8100-00 · Cost of Goods Sold	2,684.90
8200-00 · Associate Relations	1,030.41
8300-00 · Board Functions	138.00
8500-00 · Credit Card Fees	674.27
8700-00 · Automobile Expenses	386.93
8750-00 · Meals/Meetings	859.25
8810-00 · Dues & Subscriptions	1,214.83
8910-00 · Travel	123.35
Total Expense	341,402.89
Net Ordinary Income	-55,585.70
Net Income	-55,585.70

North Lake Tahoe Resort Association
Balance Sheet
 As of November 30, 2015

	Nov 30, 15
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	572.98
1003-00 · Cash - Operations BOTW #6712	855,477.41
1007-00 · Cash - Payroll BOTW #7421	8,960.54
1071-00 · Payroll Reserves BOTW #8163	29,725.40
1080-00 · Special Events BOTW #1626	2,697.04
10950 · Cash in Drawer	371.20
Total Checking/Savings	897,804.57
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	236,129.51
Total Accounts Receivable	236,129.51
Other Current Assets	
1200-99 · AR Other	3,921.79
12000 · Undeposited Funds	1,521.94
1201-00 · WebLink Accounts Receivable	30,105.00
12100 · Inventory Asset	27,368.30
1298 · Receivable from Employees	37.46
1299 · Receivable from NLTC	35,212.69
Total Other Current Assets	98,167.18
Total Current Assets	1,232,101.26
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-67,010.87
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-41,122.79
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-33,102.07
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,041.08
Total Fixed Assets	5,415.14
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	14,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	18,318.75
Total 1400-00 · Prepaid Expenses	38,619.33
1410-00 · Prepaid Insurance	1,870.77
Total Other Assets	40,490.10
TOTAL ASSETS	1,278,006.50
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	156,161.24
Total Accounts Payable	156,161.24

North Lake Tahoe Resort Association
Balance Sheet
 As of November 30, 2015

	<u>Nov 30, 15</u>
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Hall	503.63
2080-02 · MC_8366_Jason	2,301.77
2080-03 · MC_5950_Judy	526.09
2080-04 · MC_5968_Ronald	45.00
2080-05 · MC_5976_Greg	360.71
2080-06 · MC_0375_Emily	1,030.08
2080-07 · MC_6850_Ginger	1,417.85
2080-08 · MC_5755_John	182.45
2080-09 · MC_0319_Sarah	5,449.98
	<hr/>
Total 2080-00 · Bank of the West - Master Cards	11,817.56
	<hr/>
Total Credit Cards	11,817.56
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
	<hr/>
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	665.28
	<hr/>
Total 2190-00 · Sales and Use Tax Payable	665.28
2250-00 · Accrued Expenses	13,884.98
2400-60 · Deferred Revenue- Member Dues	29,265.00
2800-00 · Suspense	2,292.41
	<hr/>
Total Other Current Liabilities	171,010.38
	<hr/>
Total Current Liabilities	338,989.18
	<hr/>
Total Liabilities	338,989.18
Equity	
32000 · Unrestricted Net Assets	556,590.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	65,732.61
	<hr/>
Total Equity	939,017.32
	<hr/>
TOTAL LIABILITIES & EQUITY	1,278,006.50
	<hr/> <hr/>

North Lake Tahoe Resort Association
Profit & Loss
 November 2015

	Nov 15
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	271,350.00
4200-00 · Membership Ann/Conf Dues	5,760.00
4250-00 · Revenues-Membership Activities	4,125.00
4251-00 · Revenue-Tue AM Breakfast Club	45.00
4502-00 · Non-retail VIC income	0.00
4600-00 · Commissions	3,935.60
46000 · Merchandise Sales	2,742.93
	287,958.53
Total Income	287,958.53
Gross Profit	287,958.53
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	369.60
5020-00 · P/R - Tax Expense	5,315.97
5030-00 · P/R - Health Insurance Expense	8,720.12
5040-00 · P/R - Workmans Comp	1,152.76
5060-00 · 401 (k)	2,221.47
5070-00 · Other Benefits and Expenses	760.04
5000-00 · Salaries & Wages - Other	73,872.22
	92,412.18
Total 5000-00 · Salaries & Wages	92,412.18
5100-00 · Rent	
5110-00 · Utilities	762.91
5150-00 · Office - Cleaning	700.00
5100-00 · Rent - Other	11,421.39
	12,884.30
Total 5100-00 · Rent	12,884.30
5310-00 · Telephone	
5320-00 · Telephone	2,376.63
	2,376.63
Total 5310-00 · Telephone	2,376.63
5420-00 · Mail - USPS	
5470-00 · Mail - UPS	284.55
5480-00 · Mail - Fed Ex	29.11
5420-00 · Mail - USPS - Other	274.00
	587.66
Total 5420-00 · Mail - USPS	587.66
5510-00 · Insurance/Bonding	576.64
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	1,894.56
5520-00 · Supplies - Other	613.41
	2,507.97
Total 5520-00 · Supplies	2,507.97
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	810.00
5710-00 · Taxes, Licenses & Fees	740.96
5740-00 · Equipment Rental/Leasing	1,812.58
5800-00 · Training Seminars	15.00
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	80.00
5920-00 · Professional Fees - Accountant	14,074.14
	14,154.14
Total 5900-00 · Professional Fees	14,154.14
5941-00 · Research & Planning	6,235.00
6023-00 · Autumn Food & Wine	117,410.01
6420-00 · Sponsorship	
6420-01 · WinterWonderGrass_Tahoe	7,500.00
6422-00 · IronMan Lake Tahoe	-18,500.00
6420-00 · Sponsorship - Other	5,000.00
	-6,000.00
Total 6420-00 · Sponsorship	-6,000.00

North Lake Tahoe Resort Association
Profit & Loss
 November 2015

	Nov 15
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	353.81
6442-00 · Public Relations/Website	0.00
6423-00 · Membership Activities - Other	928.66
Total 6423-00 · Membership Activities	1,282.47
6701-00 · Market Study Reports/Research	42.46
6730-00 · Marketing Cooperative/Media	97,015.00
6742-00 · Non-NLT Co-Op Marketing Program	261.26
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	1,328.28
6743-00 · BACC Marketing Programs - Other	324.16
Total 6743-00 · BACC Marketing Programs	1,652.44
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	41.55
59900 · POS Inventory Adjustments	15.91
8100-00 · Cost of Goods Sold - Other	2,807.12
Total 8100-00 · Cost of Goods Sold	2,864.58
8200-00 · Associate Relations	528.13
8300-00 · Board Functions	68.75
8500-00 · Credit Card Fees	537.77
8700-00 · Automobile Expenses	407.76
8750-00 · Meals/Meetings	716.78
8810-00 · Dues & Subscriptions	276.96
8910-00 · Travel	240.96
Total Expense	352,937.19
Net Ordinary Income	-64,978.66
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	77.75
Total Other Income	77.75
Other Expense	
8990-00 · Allocated	0.00
Total Other Expense	0.00
Net Other Income	77.75
Net Income	-64,900.91

North Lake Tahoe Resort Association
Balance Sheet
As of October 31, 2015

	Oct 31, 15
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	616.86
1003-00 · Cash - Operations BOTW #6712	924,882.88
1007-00 · Cash - Payroll BOTW #7421	7,495.24
1071-00 · Payroll Reserves BOTW #8163	29,725.40
1080-00 · Special Events BOTW #1626	120,107.05
10950 · Cash in Drawer	184.67
Total Checking/Savings	1,083,012.10
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	219,459.21
Total Accounts Receivable	219,459.21
Other Current Assets	
1200-99 · AR Other	3,921.79
12000 · Undeposited Funds	1,584.36
1201-00 · WebLink Accounts Receivable	24,360.00
12100 · Inventory Asset	26,311.29
1298 · Receivable from Employees	37.46
1299 · Receivable from NLTC	29,015.25
Total Other Current Assets	85,230.15
Total Current Assets	1,387,701.46
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-66,759.89
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-40,966.25
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-33,025.54
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,006.33
Total Fixed Assets	5,933.94
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fees	16,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	16,832.50
Total 1400-00 · Prepaid Expenses	39,133.08
1410-00 · Prepaid Insurance	11,929.29
Total Other Assets	51,062.37
TOTAL ASSETS	1,444,697.77
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	267,028.82
Total Accounts Payable	267,028.82

North Lake Tahoe Resort Association
Balance Sheet
As of October 31, 2015

	Oct 31, 15
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-03 · MC_5950_Judy	21.50
2080-05 · MC_5976_Greg	45.00
2080-06 · MC_0375_Emily	30.10
2080-07 · MC_6850_Ginger	112.36
2080-09 · MC_0319_Sarah	100.86
	309.82
Total 2080-00 · Bank of the West - Master Cards	309.82
Total Credit Cards	309.82
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
	68,414.42
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	459.48
	459.48
Total 2190-00 · Sales and Use Tax Payable	459.48
2250-00 · Accrued Expenses	13,515.38
2400-00 · Intra-Company Borrowings	5,603.33
2400-60 · Deferred Revenue- Member Dues	28,960.00
	173,440.90
Total Other Current Liabilities	173,440.90
Total Current Liabilities	440,779.54
Total Liabilities	440,779.54
Equity	
32000 · Unrestricted Net Assets	556,590.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	130,633.52
	1,003,918.23
Total Equity	1,003,918.23
TOTAL LIABILITIES & EQUITY	1,444,697.77

North Lake Tahoe Resort Association
Profit & Loss
 October 2015

	Oct 15
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	1,085,360.00
4200-00 · Membership Ann/Conf Dues	1,535.00
4201-00 · New Member Fees	75.00
4250-00 · Revenues-Membership Activities	1,860.00
4251-00 · Revenue-Tue AM Breakfast Club	1,260.00
4350-00 · Special Events (Marketing)	35,555.20
4502-00 · Non-retail VIC income	250.00
4600-00 · Commissions	
4601-00 · Commissions - South Shore	1,560.84
4600-00 · Commissions - Other	47,348.78
Total 4600-00 · Commissions	48,909.62
46000 · Merchandise Sales	6,167.70
4720-00 · Miscellaneous	420.00
Total Income	1,181,392.52
Gross Profit	1,181,392.52
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	217.60
5020-00 · P/R - Tax Expense	10,606.87
5030-00 · P/R - Health Insurance Expense	7,785.22
5040-00 · P/R - Workmans Comp	1,793.08
5060-00 · 401 (k)	3,365.05
5070-00 · Other Benefits and Expenses	177.37
5000-00 · Salaries & Wages - Other	136,787.15
Total 5000-00 · Salaries & Wages	160,732.34
5100-00 · Rent	
5110-00 · Utilities	611.65
5140-00 · Repairs & Maintenance	59.89
5150-00 · Office - Cleaning	550.00
5100-00 · Rent - Other	11,196.39
Total 5100-00 · Rent	12,417.93
5310-00 · Telephone	
5320-00 · Telephone	2,177.83
5310-00 · Telephone - Other	35.34
Total 5310-00 · Telephone	2,213.17
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	30.48
Total 5420-00 · Mail - USPS	30.48
5510-00 · Insurance/Bonding	549.47
5520-00 · Supplies	1,003.86
5530-00 · Visitor Communications - Other	35.44
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	272.99
5710-00 · Taxes, Licenses & Fees	1,219.97
5740-00 · Equipment Rental/Leasing	519.39
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	80.00
5920-00 · Professional Fees - Accountant	11,505.37
Total 5900-00 · Professional Fees	11,585.37
5941-00 · Research & Planning	17,701.20
6020-00 · Programs	
6016-00 · Community Marketing Programs	-5.10
Total 6020-00 · Programs	-5.10
6023-00 · Autumn Food & Wine	-35,923.93

North Lake Tahoe Resort Association
Profit & Loss
October 2015

	<u>Oct 15</u>
6420-00 · Sponsorship	
6421-00 · New Event Development	1,155.15
6422-00 · IronMan Lake Tahoe	171,610.59
6420-00 · Sponsorship - Other	3,100.00
Total 6420-00 · Sponsorship	<u>175,865.74</u>
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	353.75
6423-00 · Membership Activities - Other	2,884.70
Total 6423-00 · Membership Activities	<u>3,238.45</u>
6742-00 · Non-NLT Co-Op Marketing Program	3,250.00
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	706.60
Total 6743-00 · BACC Marketing Programs	<u>706.60</u>
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	261.94
59900 · POS Inventory Adjustments	-376.33
8100-00 · Cost of Goods Sold - Other	2,951.14
Total 8100-00 · Cost of Goods Sold	<u>2,836.75</u>
8200-00 · Associate Relations	1,066.50
8300-00 · Board Functions	68.30
8500-00 · Credit Card Fees	605.58
8700-00 · Automobile Expenses	195.68
8750-00 · Meals/Meetings	340.46
8810-00 · Dues & Subscriptions	238.89
8910-00 · Travel	1,613.51
Total Expense	<u>362,897.84</u>
Net Ordinary Income	<u>818,494.68</u>
Net Income	<u><u>818,494.68</u></u>

North Lake Tahoe Resort Association

Balance Sheet

As of September 30, 2015

	Sep 30, 15
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	636.63
1003-00 · Cash - Operations BOTW #6712	-55,705.67
1007-00 · Cash - Payroll BOTW #7421	65,957.96
1071-00 · Payroll Reserves BOTW #8163	49,725.40
1080-00 · Special Events BOTW #1626	54,183.12
10950 · Cash in Drawer	291.28
Total Checking/Savings	115,088.72
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	124,679.93
Total Accounts Receivable	124,679.93
Other Current Assets	
1200-99 · AR Other	4,766.45
12000 · Undeposited Funds	1,177.10
1201-00 · WebLink Accounts Receivable	21,355.00
12100 · Inventory Asset	27,035.45
1298 · Receivable from Employees	160.84
1299 · Receivable from NLTMC	27,510.44
Total Other Current Assets	82,005.28
Total Current Assets	321,773.93
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-66,508.91
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-40,809.71
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-32,949.01
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-23,971.58
Total Fixed Assets	6,452.74
Other Assets	
1400-00 · Prepaid Expenses	
1430-00 · Prepaid 1st Class Postage	6,200.58
1400-00 · Prepaid Expenses - Other	13,337.50
Total 1400-00 · Prepaid Expenses	19,538.08
1410-00 · Prepaid Insurance	4,602.38
Total Other Assets	24,140.46
TOTAL ASSETS	352,367.13
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	12,672.25
Total Accounts Payable	12,672.25
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Hall	200.00
2080-07 · MC_6850_Ginger	133.84
Total 2080-00 · Bank of the West - Master Cards	333.84
Total Credit Cards	333.84

North Lake Tahoe Resort Association
Balance Sheet
As of September 30, 2015

	<u>Sep 30, 15</u>
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	<u>68,414.42</u>
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	2,553.66
Total 2190-00 · Sales and Use Tax Payable	<u>2,553.66</u>
2250-00 · Accrued Expenses	26,015.38
2400-00 · Intra-Company Borrowings	-22,694.73
2400-01 · AFW Suspense Account	-2,960.00
2400-60 · Deferred Revenue- Member Dues	26,910.00
24000 · Payroll Liabilities	
24100 · Wage Garnishment Payable	-789.53
Total 24000 · Payroll Liabilities	<u>-789.53</u>
Total Other Current Liabilities	<u>153,937.49</u>
Total Current Liabilities	<u>166,943.58</u>
Total Liabilities	166,943.58
Equity	
32000 · Unrestricted Net Assets	556,590.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	-687,861.16
Total Equity	<u>185,423.55</u>
TOTAL LIABILITIES & EQUITY	<u><u>352,367.13</u></u>

North Lake Tahoe Resort Association
Profit & Loss
 September 2015

	<u>Sep 15</u>
Ordinary Income/Expense	
Income	
4201-00 · New Member Fees	75.00
4250-00 · Revenues-Membership Activities	1,135.00
4251-00 · Revenue-Tue AM Breakfast Club	630.00
4252-00 · Revenue - Sponsorships	500.00
4502-00 · Non-retail VIC income	575.00
4600-00 · Commissions	57,213.27
46000 · Merchandise Sales	9,053.81
	<hr/>
Total Income	69,182.08
	<hr/>
Gross Profit	69,182.08
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	1,319.54
5020-00 · P/R - Tax Expense	6,304.55
5030-00 · P/R - Health Insurance Expense	10,689.51
5040-00 · P/R - Workmans Comp	507.44
5060-00 · 401 (k)	1,995.28
5070-00 · Other Benefits and Expenses	352.37
5000-00 · Salaries & Wages - Other	73,940.65
	<hr/>
Total 5000-00 · Salaries & Wages	95,109.34
5100-00 · Rent	
5110-00 · Utilities	1,205.45
5150-00 · Office - Cleaning	1,220.00
5100-00 · Rent - Other	11,653.14
	<hr/>
Total 5100-00 · Rent	14,078.59
5310-00 · Telephone	
5320-00 · Telephone	2,480.37
5350-00 · Internet	145.00
5310-00 · Telephone - Other	70.44
	<hr/>
Total 5310-00 · Telephone	2,695.81
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	138.42
5420-00 · Mail - USPS - Other	42.14
	<hr/>
Total 5420-00 · Mail - USPS	180.56
5520-00 · Supplies	1,462.42
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	1,071.99
5710-00 · Taxes, Licenses & Fees	460.16
5740-00 · Equipment Rental/Leasing	1,368.31
5800-00 · Training Seminars	200.00
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	2,100.00
5920-00 · Professional Fees - Accountant	1,000.00
	<hr/>
Total 5900-00 · Professional Fees	3,100.00
5941-00 · Research & Planning	6,809.00
5948-00 · Transportation Projects	
5953-00 · Summer Traffic Management (S-2)	-9,482.45
	<hr/>
Total 5948-00 · Transportation Projects	-9,482.45
5998-00 · Infrastructure Projects	
5974-00 · Visitors Centers Exhibits	48.75
	<hr/>
Total 5998-00 · Infrastructure Projects	48.75
6020-00 · Programs	
6016-00 · Community Marketing Programs	500.00
	<hr/>
Total 6020-00 · Programs	500.00

North Lake Tahoe Resort Association
Profit & Loss
 September 2015

	<u>Sep 15</u>
6023-00 · Autumn Food & Wine	
6025-00 · AFW- Postage	17.69
6023-00 · Autumn Food & Wine - Other	-50,951.18
Total 6023-00 · Autumn Food & Wine	-50,933.49
6420-00 · Sponsorship	
6422-00 · IronMan Lake Tahoe	152,567.35
6420-00 · Sponsorship - Other	85,000.00
Total 6420-00 · Sponsorship	237,567.35
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	475.00
6436-00 · Membership - Wnt/Sum Rec Lunch	64.83
6441-00 · Membership - Miscellaneous Exp	54.09
6423-00 · Membership Activities - Other	2,701.38
Total 6423-00 · Membership Activities	3,295.30
6730-00 · Marketing Cooperative/Media	97,000.00
6741-00 · Productions	850.00
6742-00 · Non-NLT Co-Op Marketing Program	150.00
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	2,680.00
Total 6743-00 · BACC Marketing Programs	2,680.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	32.83
59900 · POS Inventory Adjustments	-58.72
8100-00 · Cost of Goods Sold - Other	4,638.57
Total 8100-00 · Cost of Goods Sold	4,612.68
8200-00 · Associate Relations	57.00
8300-00 · Board Functions	133.85
8500-00 · Credit Card Fees	578.89
8700-00 · Automobile Expenses	1,960.51
8750-00 · Meals/Meetings	445.53
8810-00 · Dues & Subscriptions	149.97
8910-00 · Travel	-278.88
Total Expense	416,389.99
Net Ordinary Income	-347,207.91
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	0.02
Total Other Income	0.02
Net Other Income	0.02
Net Income	-347,207.89

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2015

	Aug 31, 15
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	646.11
1003-00 · Cash - Operations BOTW #6712	377,841.49
1007-00 · Cash - Payroll BOTW #7421	3,573.85
1008-00 · Marketing Reserve - Plumas	50,000.00
1071-00 · Payroll Reserves BOTW #8163	99,825.40
10950 · Cash in Drawer	824.96
Total Checking/Savings	532,711.81
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	73,731.05
Total Accounts Receivable	73,731.05
Other Current Assets	
1200-99 · AR Other	1,014.75
12000 · Undeposited Funds	1,515.12
1201-00 · WebLink Accounts Receivable	17,085.00
12100 · Inventory Asset	28,667.99
1298 · Receivable from Employees	152.47
1299 · Receivable from NLTC	9,933.30
Total Other Current Assets	58,368.63
Total Current Assets	664,811.49
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-66,257.93
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-40,653.17
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-32,872.48
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-23,936.83
Total Fixed Assets	6,971.54
Other Assets	
1400-00 · Prepaid Expenses	
1430-00 · Prepaid 1st Class Postage	6,200.58
1400-00 · Prepaid Expenses - Other	122,183.44
Total 1400-00 · Prepaid Expenses	128,384.02
1410-00 · Prepaid Insurance	2,366.38
Total Other Assets	130,750.40
TOTAL ASSETS	802,533.43
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	15,455.37
Total Accounts Payable	15,455.37

North Lake Tahoe Resort Association
Balance Sheet
 As of August 31, 2015

	Aug 31, 15
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Hall	151.33
2080-02 · MC_8366_Jason	1,645.51
2080-03 · MC_5950_Judy	39.78
2080-05 · MC_5976_Greg	5,843.95
2080-06 · MC_0375_Emily	337.46
2080-07 · MC_6850_Ginger	2,593.11
2080-08 · MC_5755_John	3,719.18
Total 2080-00 · Bank of the West - Master Cards	14,330.32
Total Credit Cards	14,330.32
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	68,414.42
2175-00 · 401 (k) Plan	3,642.63
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	1,874.54
Total 2190-00 · Sales and Use Tax Payable	1,874.54
2250-00 · Accrued Expenses	38,125.95
2400-00 · Intra-Company Borrowings	50,000.00
2400-60 · Deferred Revenue- Member Dues	22,360.00
24000 · Payroll Liabilities	
24100 · Wage Garnishment Payable	-789.53
Total 24000 · Payroll Liabilities	-789.53
Total Other Current Liabilities	240,116.30
Total Current Liabilities	269,901.99
Total Liabilities	269,901.99
Equity	
32000 · Unrestricted Net Assets	556,590.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	-340,653.27
Total Equity	532,631.44
TOTAL LIABILITIES & EQUITY	802,533.43

North Lake Tahoe Resort Association
Profit & Loss
August 2015

	Aug 15
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	-8.00
4250-00 · Revenues-Membership Activities	2,720.00
4251-00 · Revenue-Tue AM Breakfast Club	345.00
4502-00 · Non-retail VIC income	1,700.00
4600-00 · Commissions	15,714.27
46000 · Merchandise Sales	12,304.76
Total Income	32,776.03
Gross Profit	32,776.03
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	31.28
5020-00 · P/R - Tax Expense	5,977.72
5030-00 · P/R - Health Insurance Expense	12,976.46
5040-00 · P/R - Workmans Comp	617.55
5060-00 · 401 (k)	2,074.27
5070-00 · Other Benefits and Expenses	100.00
5000-00 · Salaries & Wages - Other	77,480.21
Total 5000-00 · Salaries & Wages	99,257.49
5100-00 · Rent	
5110-00 · Utilities	869.14
5100-00 · Rent - Other	11,421.39
Total 5100-00 · Rent	12,290.53
5310-00 · Telephone	
5320-00 · Telephone	2,053.87
5310-00 · Telephone - Other	266.75
Total 5310-00 · Telephone	2,320.62
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	13.58
5420-00 · Mail - USPS - Other	237.89
Total 5420-00 · Mail - USPS	251.47
5510-00 · Insurance/Bonding	362.64
5520-00 · Supplies	333.55
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	381.99
5710-00 · Taxes, Licenses & Fees	352.14
5740-00 · Equipment Rental/Leasing	1,213.05
5800-00 · Training Seminars	1,049.12
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	120.00
5920-00 · Professional Fees - Accountant	3,090.00
Total 5900-00 · Professional Fees	3,210.00
6420-00 · Sponsorship	3,155.00
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	300.00
6442-00 · Public Relations/Website	291.25
6443-00 · Membership - Bridal Faire	304.61
6423-00 · Membership Activities - Other	258.15
Total 6423-00 · Membership Activities	1,154.01
6437-00 · Tuesday Morning Breakfast Club	624.00
6730-00 · Marketing Cooperative/Media	97,000.00
6742-00 · Non-NLT Co-Op Marketing Program	1,645.00
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	-125.00
6743-00 · BACC Marketing Programs - Other	-45.00
Total 6743-00 · BACC Marketing Programs	-170.00

North Lake Tahoe Resort Association
Profit & Loss
August 2015

	<u>Aug 15</u>
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	110.19
8100-00 · Cost of Goods Sold - Other	<u>6,116.55</u>
Total 8100-00 · Cost of Goods Sold	6,226.74
8200-00 · Associate Relations	196.83
8300-00 · Board Functions	68.75
8500-00 · Credit Card Fees	610.34
8700-00 · Automobile Expenses	181.13
8750-00 · Meals/Meetings	319.56
8810-00 · Dues & Subscriptions	874.75
8910-00 · Travel	<u>1,995.50</u>
Total Expense	<u>235,423.01</u>
Net Ordinary Income	-202,646.98
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	<u>7.00</u>
Total Other Income	7.00
Other Expense	
8990-00 · Allocated	<u>0.00</u>
Total Other Expense	<u>0.00</u>
Net Other Income	<u>7.00</u>
Net Income	<u><u>-202,639.98</u></u>

North Lake Tahoe Resort Association
Balance Sheet
 As of July 31, 2015

	<u>Jul 31, 15</u>
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations BOTW #6712	267,783.28
1007-00 · Cash - Payroll BOTW #7421	14,967.43
1071-00 · Payroll Reserves BOTW #8163	124,825.40
10950 · Cash in Drawer	674.26
Total Checking/Savings	<u>409,250.37</u>
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	57,566.98
1290-00 · A/R - TOT	135,244.13
Total Accounts Receivable	<u>192,811.11</u>
Other Current Assets	
1200-99 · AR Other	1,014.75
12000 · Undeposited Funds	283.70
1201-00 · WebLink Accounts Receivable	15,740.00
12100 · Inventory Asset	32,471.29
1291-49 · AR TOT Transportation NLTRA	131,242.20
1291-59 · AR TOT Infrastructure County	
1292-59 · AR TOT Infra NLTRA Held	36,069.67
Total 1291-59 · AR TOT Infrastructure County	<u>36,069.67</u>
1299 · Receivable from NLTMC	2,390.84
Total Other Current Assets	<u>219,212.45</u>
Total Current Assets	<u>821,273.93</u>
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-66,006.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-40,496.63
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-32,795.95
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-23,902.08
Total Fixed Assets	<u>7,490.34</u>
Other Assets	
1400-00 · Prepaid Expenses	
1430-00 · Prepaid 1st Class Postage	6,432.94
1400-00 · Prepaid Expenses - Other	113,992.50
Total 1400-00 · Prepaid Expenses	<u>120,425.44</u>
1410-00 · Prepaid Insurance	2,403.02
Total Other Assets	<u>122,828.46</u>
TOTAL ASSETS	<u><u>951,592.73</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	22,878.73
2001-00 · Credit Card Payable	9,405.27
Total Accounts Payable	<u>32,284.00</u>

North Lake Tahoe Resort Association
Balance Sheet
As of July 31, 2015

	Jul 31, 15
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-07 · MC_6850_Ginger	714.43
2080-08 · MC_5755_John	64.00
Total 2080-00 · Bank of the West - Master Cards	778.43
Total Credit Cards	778.43
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	955.22
Total 2190-00 · Sales and Use Tax Payable	955.22
2250-00 · Accrued Expenses	38,125.95
2400-60 · Deferred Revenue- Member Dues	19,275.00
Total Other Current Liabilities	183,258.88
Total Current Liabilities	216,321.31
Total Liabilities	216,321.31
Equity	
32000 · Unrestricted Net Assets	556,590.71
3300-11 · Designated Marketing Reserve	316,694.00
Net Income	-138,013.29
Total Equity	735,271.42
TOTAL LIABILITIES & EQUITY	951,592.73

North Lake Tahoe Resort Association
Profit & Loss
July 2015

	Jul 15
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	0.00
4200-00 · Membership Ann/Conf Dues	53,526.08
4201-00 · New Member Fees	225.00
4250-00 · Revenues-Membership Activities	1,923.43
4251-00 · Revenue-Tue AM Breakfast Club	585.00
4350-00 · Special Events (Marketing)	1,163.80
4502-00 · Non-retail VIC income	1,250.00
4600-00 · Commissions	
4601-00 · Commissions - South Shore	-2,265.80
4600-00 · Commissions - Other	12,441.99
Total 4600-00 · Commissions	10,176.19
46000 · Merchandise Sales	12,729.68
Total Income	81,579.18
Gross Profit	81,579.18
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	2,001.60
5020-00 · P/R - Tax Expense	5,903.14
5030-00 · P/R - Health Insurance Expense	7,374.44
5040-00 · P/R - Workmans Comp	683.10
5060-00 · 401 (k)	2,899.15
5070-00 · Other Benefits and Expenses	25.00
5000-00 · Salaries & Wages - Other	73,886.05
Total 5000-00 · Salaries & Wages	92,772.48
5100-00 · Rent	
5110-00 · Utilities	1,050.69
5140-00 · Repairs & Maintenance	400.00
5150-00 · Office - Cleaning	550.00
5100-00 · Rent - Other	11,421.39
Total 5100-00 · Rent	13,422.08
5310-00 · Telephone	
5320-00 · Telephone	2,454.44
5350-00 · Internet	25.00
Total 5310-00 · Telephone	2,479.44
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	400.45
5420-00 · Mail - USPS - Other	134.78
Total 5420-00 · Mail - USPS	535.23
5510-00 · Insurance/Bonding	518.00
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	2,179.64
5520-00 · Supplies - Other	1,356.68
Total 5520-00 · Supplies	3,536.32
5610-00 · Depreciation	518.80
5700-00 · Equipment Support & Maintenance	-99.74
5710-00 · Taxes, Licenses & Fees	1,649.21
5740-00 · Equipment Rental/Leasing	2,399.77
5941-00 · Research & Planning	750.00
5948-00 · Transportation Projects	
5953-00 · Summer Traffic Management (S-2)	9,482.45
Total 5948-00 · Transportation Projects	9,482.45

North Lake Tahoe Resort Association
Profit & Loss
 July 2015

	Jul 15
6420-00 · Sponsorship	
6422-00 · IronMan Lake Tahoe	4,800.00
6427-00 · USA Cycling	2,328.63
Total 6420-00 · Sponsorship	7,128.63
6423-00 · Membership Activities	
6442-00 · Public Relations/Website	1,291.25
6443-00 · Membership - Bridal Faire	937.81
6423-00 · Membership Activities - Other	1,136.99
Total 6423-00 · Membership Activities	3,366.05
6437-00 · Tuesday Morning Breakfast Club	770.00
6701-00 · Market Study Reports/Research	272.15
6730-00 · Marketing Cooperative/Media	48,500.00
6741-00 · Productions	1,500.00
6742-00 · Non-NLT Co-Op Marketing Program	604.41
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	1,721.39
6743-00 · BACC Marketing Programs - Other	16,000.00
Total 6743-00 · BACC Marketing Programs	17,721.39
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	245.77
59900 · POS Inventory Adjustments	-335.88
8100-00 · Cost of Goods Sold - Other	6,660.43
Total 8100-00 · Cost of Goods Sold	6,570.32
8200-00 · Associate Relations	560.50
8300-00 · Board Functions	68.75
8500-00 · Credit Card Fees	502.09
8700-00 · Automobile Expenses	355.12
8750-00 · Meals/Meetings	263.05
8810-00 · Dues & Subscriptions	1,449.96
8910-00 · Travel	2,518.90
8930-00 · Prior Period Adjustments	-522.69
Total Expense	219,592.67
Net Ordinary Income	-138,013.49
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	0.20
Total Other Income	0.20
Other Expense	
8990-00 · Allocated	0.00
Total Other Expense	0.00
Net Other Income	0.20
Net Income	-138,013.29

NLTRA

FY 2015-2016 TAHOE TOT BUDGET- Preliminary
ATTACHMENT C - May Preliminary Budget

4/4/2016

MARKETING	PROPOSED 16/17 BUDGET	15/16 BUDGET	2014-15 BUDGET	VISITOR SUPPORT SERVICES	PROPOSED 16-17 BUDGET	15-16 BUDGET	2014-15 BUDGET
<u>RESORT ASSOCIATION CONTRACT:</u>				<u>RESORT ASSOCIATION CONTRACT:</u>			
Personnel/Overhead Cap - Direct Costs	820,478	796,581	763,686	Personnel/Overhead Cap - Direct Costs	102,735	99,743	98,630
G+A Cap - Indirect Costs	553,727	537,599	523,784	G+A Cap - Indirect Costs	65,977	64,055	62,392
Research and Planning	10,000	10,000	10,000	Research and Planning	40,000	32,000	32,000
Direct Marketing/Programs	1,825,000	1,407,329	1,252,302	(Detail in Attachment A-2)			
Community Marketing Fund	30,000	30,000	30,000	Memberships	5,000	5,000	5,000
Special Events Marketing Fund	50,000	50,000	50,000	Traffic Management	47,000	42,000	42,000
				Transit Programs- Non-County	1,006,450	587,330	547,420
				(Detail in Attachment A-3)			
SUBTOTAL - RESORT ASSOC CONTRACT	3,289,205	2,831,509	2,629,772	SUBTOTAL - RESORT ASSOC CONTRACT	1,267,162	830,128	787,442
	49.64%	45.67%	51.02%		19.12%	13.39%	15.28%
Fund Balance Carryforward		133,000	61,500	Fund Balance Carryforward		91,030	
TOTAL - RESORT ASSOC CONTRACT	3,289,205	2,964,509	2,691,272	SUBTOTAL - RESORT ASSOC CONTRACT	1,267,162	921,158	787,442
	49.64%	44.96%	43.84%		19.12%	13.97%	12.83%
County Services	322,974	308,195	306,173	County Services	675,564	917,694	931,702
TOTAL CONTRACT	3,612,179	3,272,704	2,997,445	TOTAL CONTRACT	1,942,726	1,838,852	1,719,144
	45.48%	40.46%	39.00%		24.46%	22.73%	22.37%

Note: Proposed budget numbers include a preliminary assumption of a 12% increase to health and welfare benefits.

* - There was a County Services Reserves Fund Balance Carryover in previous years but was not calculated or recorded on past contracts.

TAHOE CAPITAL IMPROVEMENTS	PROPOSED 16-17 BUDGET	15-16 BUDGET	2014-15 BUDGET	TOTAL CONTRACT	PROPOSED 16-17 BUDGET	15-16 BUDGET	2014/15 BUDGET
RESORT ASSOCIATION CONTRACT:				RESORT ASSOCIATION CONTRACT:			
Personnel/Overhead Cap- Direct Costs	102,735	99,743	95,205	Personnel/Overhead Cap - Direct Costs	1,025,948	996,067	957,521
G+A Cap - Indirect Costs	76,333	74,110	72,201	G+A Cap - Indirect Costs	696,037	675,764	658,377
Research & Planning	40,000	50,000	49,000	Research and Planning	90,000	92,000	91,000
(Detail in Attachment A-2)				Direct Marketing/Programs	1,825,000	1,407,329	1,252,302
Maintenance Reserve: Tourism Serving Facilities	0	0		Community Marketing Fund	30,000	30,000	30,000
Capital Improvements - Requires BOS Approval	1,851,249	2,314,510	1,520,903	Special Events Marketing Fund	50,000	50,000	50,000
(County retains until BOS Approval)				Memberships	5,000	5,000	5,000
				Traffic Management	47,000	42,000	42,000
				Transit Programs- Non-County	1,006,450	587,330	547,420
				Maintenance Reserve: Tourism Serving Facilities	0	0	0
				Capital Improvements - Requires BOS Approval	1,851,249	2,314,510	1,520,903
SUBTOTAL - RESORT ASSOC CONTRACT	2,070,317	1,896,872	2,538,363	SUBTOTAL - RESORT ASSOC CONTRACT	6,626,684	6,200,000	5,154,523
	31.24%	30.59%	49.25%		100.00%	89.65%	115.54%
Fund Balance Carryforward		811,054	121,171	Fund Balance Carryforward	0	1,035,084	182,671
SUBTOTAL - RESORT ASSOC CONTRACT	2,070,317	2,707,926	2,659,534	SUBTOTAL - RESORT ASSOC CONTRACT	6,626,684	6,593,593	6,138,248
	31.24%	41.07%	43.33%		100.00%	100.00%	100.00%
County Services	305,820	270,090	310,602	County Services	1,304,358	1,495,979	1,548,477
County Services Fund Balance				County-wide Systems Charges/General Liability	11,368	17,821	*
TOTAL CONTRACT	2,376,137	2,978,016	2,970,136	County Services Fund Balance		421,364	*
	29.92%	36.81%	38.64%	TOTAL CONTRACT	7,942,411	8,089,572	7,686,725
					97.63%	100.00%	100.00%

KEY METRICS FOR MARCH 31, 2016 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (Report for February 2016)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,396	\$ 1,866,998	\$ 12,601,803
2015-16	\$ 4,853,692	\$ 3,812,102	\$ 165,179	\$ -	\$ 8,830,973

Visitor Information Comparative Statistics For Fiscal YTD 2012 - 2016					
Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:					
Walk In/Events	29,414	34,784	33,392	30,012	-10.12%
Phone/Email	2,260	2,389	2,048	2,036	-0.59%
Kings Beach (Walk In Only)	3,014	5,278	3,472	4,782	37.73%
Reno (Walk In) (Closed)	1,793	3,834	Closed	Closed	N/A

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 881,698	-0.41%
Second	\$ 529,470	\$ 481,165	\$ 557,614		
Third	\$ 724,645	\$ 589,226	\$ 582,694		
Fourth	\$ 488,100	\$ 521,965	\$ 498,918		
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,524,594	\$ 881,698	

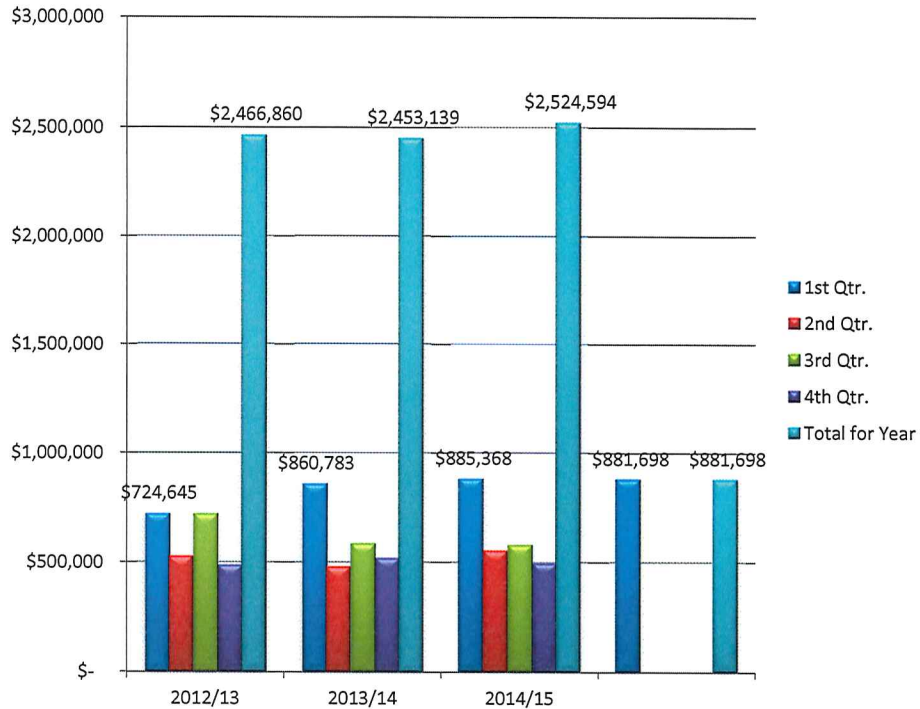
Unemployment Rates	December 2013	June 2014	July 2015	EDD
				March 2016
California (pop. 38,332,521)	7.9%	7.1%	6.7%	5.4%
Placer County (367,309)	6.5%	6.0%	5.2%	4.6%
Dollar Point (1,215)	7.6%	7.1%	6.1%	1.1%
Kings Beach (3,893)	6.5%	6.0%	6.8%	6.0%
Sunnyside/Tahoe City (1,557)	7.6%	7.0%	5.7%	5.1%
Tahoe Vista (1,433)	11.0%	10.1%	8.9%	4.2%

Destimetrics Reservations Activity Feb'16	FYTD 14/15	FYTD 15/16	Change
Occupancy	40.5%	60.9%	50.3%
ADR (Average Daily Rate)	\$ 223	\$ 244	9.2%
RevPAR (Rev per Available Room)	\$ 90	\$ 148	64.1%
Occupancy 1 Mth Forecast	26.6%	31.4%	18.1%
ADR 1 Mth Forecast (Average Daily Rate)	\$ 159	\$ 178	12.0%
RevPAR 1 Mth Forecast (Rev per Avail. Rm)	\$ 42	\$ 56	32.3%
Occupancy (prior 6 months)	41.5%	51.1%	23.0%
ADR (prior 6 months)	\$ 249	\$ 260	4.4%
RevPAR (prior 6 months)	\$ 103	\$ 133	28.5%
Occupancy (next 6 months)	29.1%	31.8%	9.0%
ADR (next 6 months)	\$ 222	\$ 208	-6.2%
RevPAR (next 6 months)	\$ 65	\$ 66	2.2%

Infrastructure Fund Balances Held by Placer County as of 12/31/15 (Reported Quarterly)	Total Chamber Membership
	June 2012 510
FY 2013-14 Contract	June 2013 465
FY 2014-15 Contract	June 2014 457
FY 2015-16 Contract	June 2015 474
Total Fund Balances	Feb 2016 497

Conference Revenue Statistics Comparison Fiscal 2014/15 vs. Fiscal 2015/16			
	2014-15	2015-16	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked through December	\$ 2,840,832	\$ 3,073,194	8.18%
Forecasted Commission for this Revenue	152,353	179,174	17.60%
Number of Room Nights	17,103	17,915	4.75%
Number of Tentative Bookings	98	82	-16.33%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,800,000	12.00%
Annual Commission Goal	\$ 170,000	\$ 175,000	2.94%
Conference Revenue And Percentage by County:			
	14-15	15-16	
Placer	70%	83%	\$ 2,130,305 \$ 2,299,630 7.95%
Washoe	5%	8%	\$ 139,002 \$ 206,772 48.75%
South Lake	24%	8%	\$ 733,920 \$ 209,480 -71.46%
Nevada	2%	1%	\$ 55,338 \$ 38,363 -30.68%
Total Conference Revenue	100%	100%	\$ 3,058,565 \$ 2,754,245 -9.95%

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

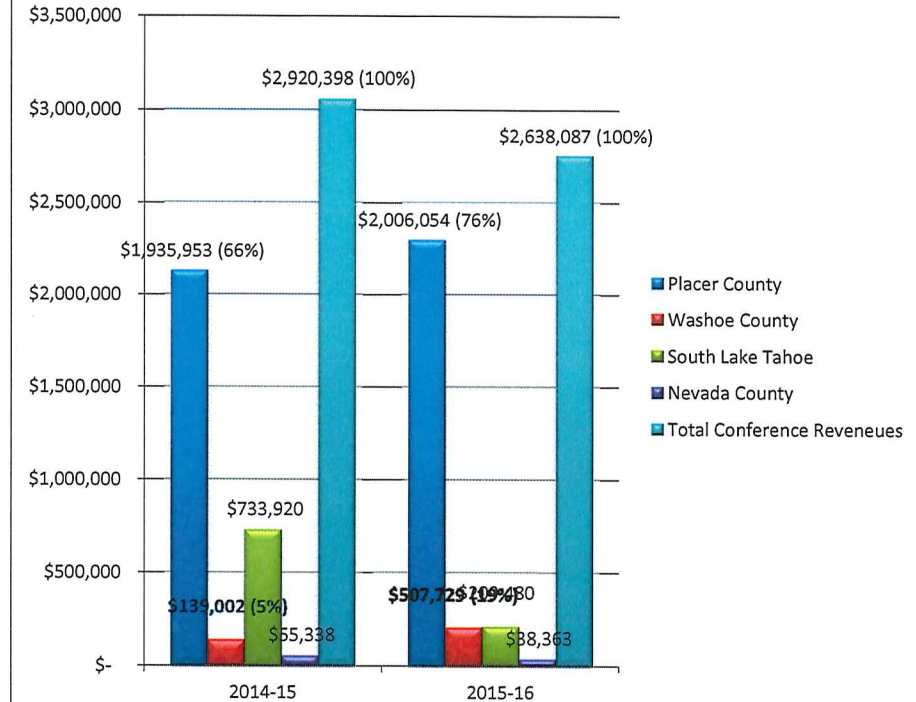


Sales Tax Revenue - Lake Tahoe (Fiscal Year Basis)

Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 881,698	-0.4%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ -	
Third	\$ 724,645	\$ 589,226	\$ 582,694	\$ -	
Fourth	\$ 488,100	\$ 521,965	\$ 498,918	\$ -	
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,524,594	\$ 881,698	-65.1%

Conference Revenue Statistics & Revenue Share by County

70

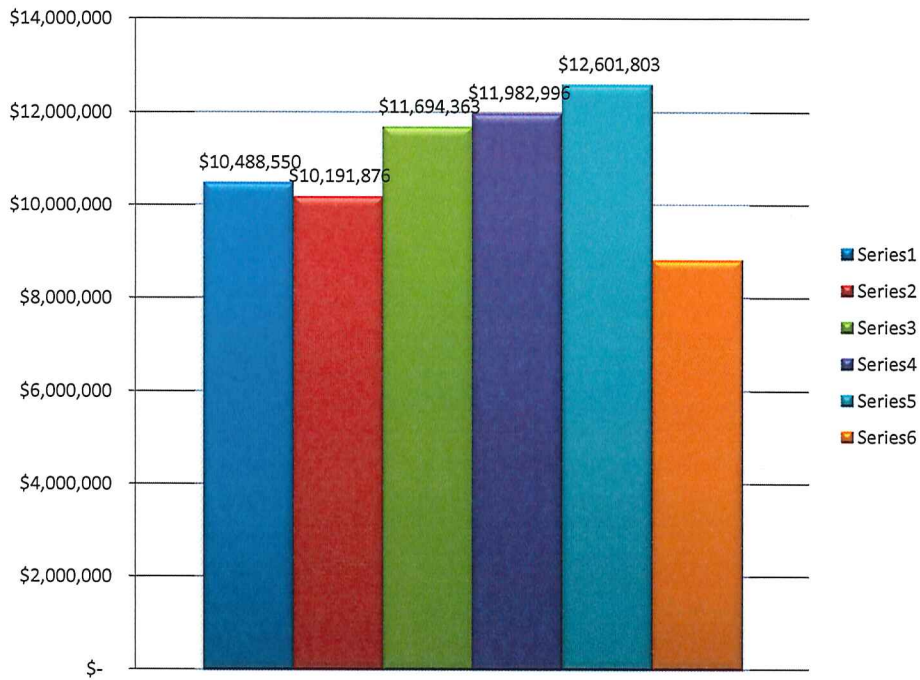


Conference Revenue Statistics Comparison Fiscal 2014/15 vs. Fiscal 2015/16

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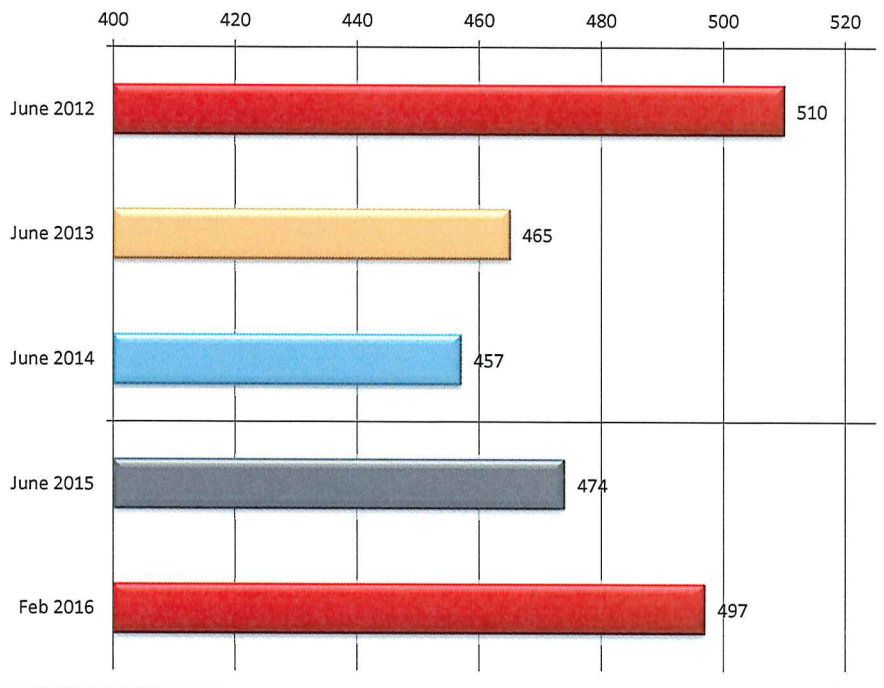
70

5-Year Annual TOT Collections (Fiscal Year Basis)



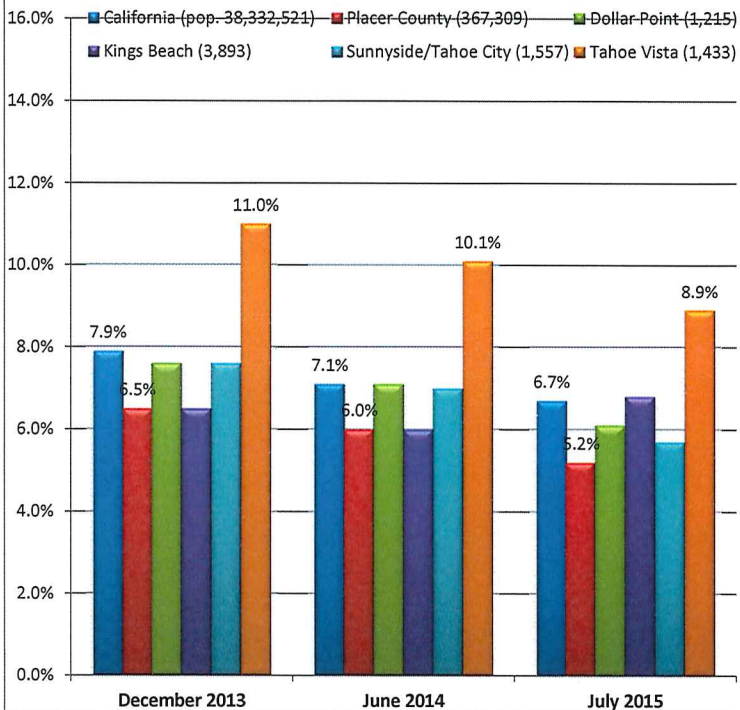
Total TOT Collections by Quarter 2010 - 2016 (through November 30, 2015)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,690,454	\$ 2,527,484	\$ 3,462,341	\$ 1,838,955	\$ 12,519,234
2015-16	\$ 4,853,692	\$ 3,812,102	\$ -	\$ -	\$ 8,665,794

Chamber Membership (# of Members)



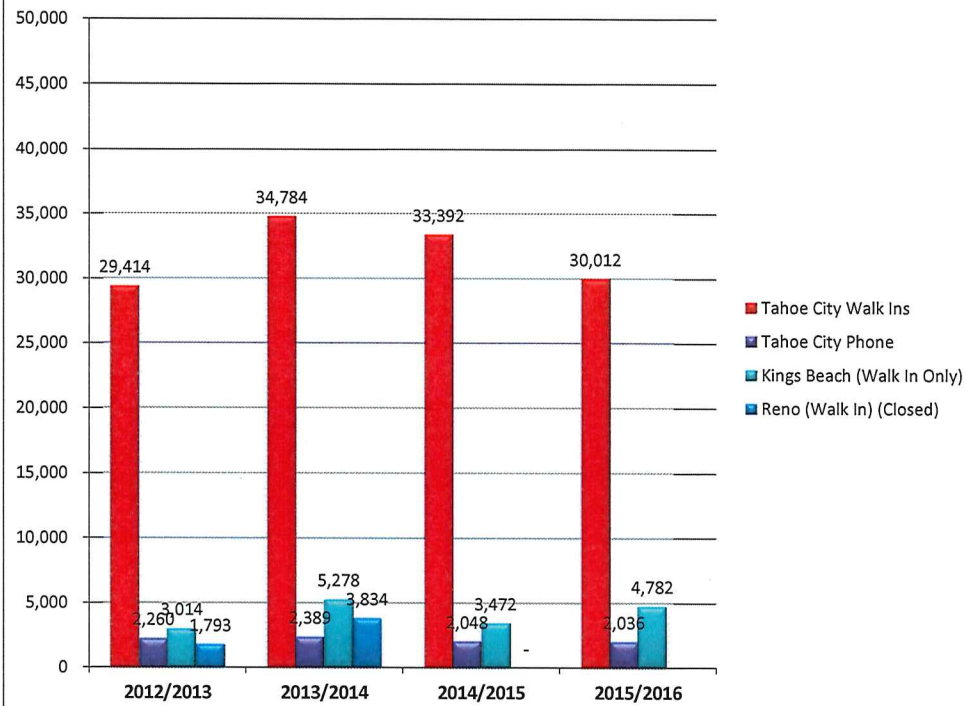
Chamber Of Commerce Total Membership	
June 2012	510
June 2014	457
June 2015	474
November 2015	497

Unemployment Rates by Region



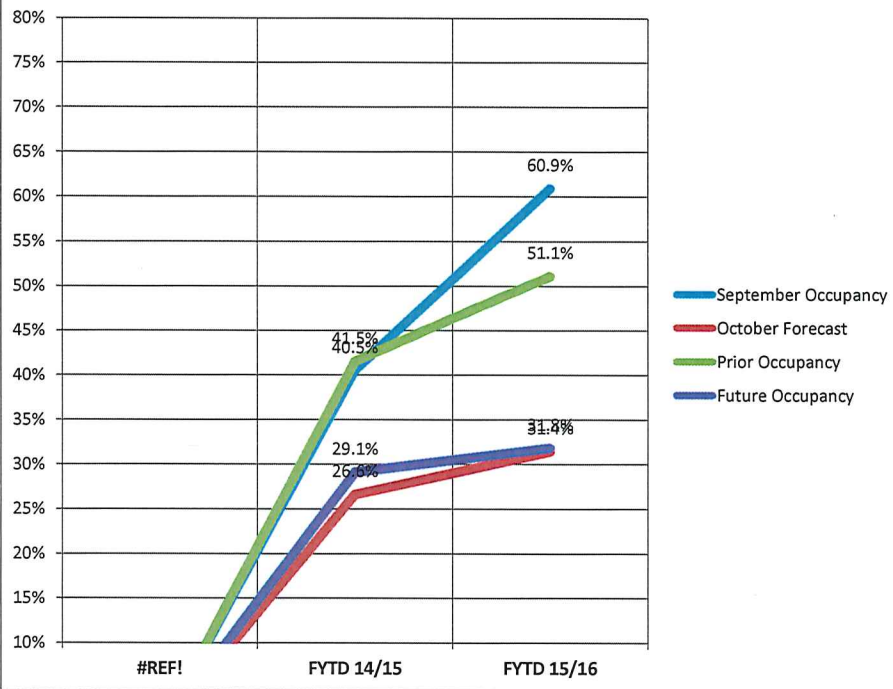
Unemployment Rates	December 2013	June 2014	July 2015
California	7.9%	7.1%	6.7%
Placer County	6.5%	6.0%	5.2%
Dollar Point	7.6%	7.1%	6.1%
Kings Beach	6.5%	6.0%	6.8%
Sunnyside/Tahoe City	7.6%	7.0%	5.7%
Tahoe Vista	11.0%	10.1%	8.9%

Visitor Information - July - October YOY



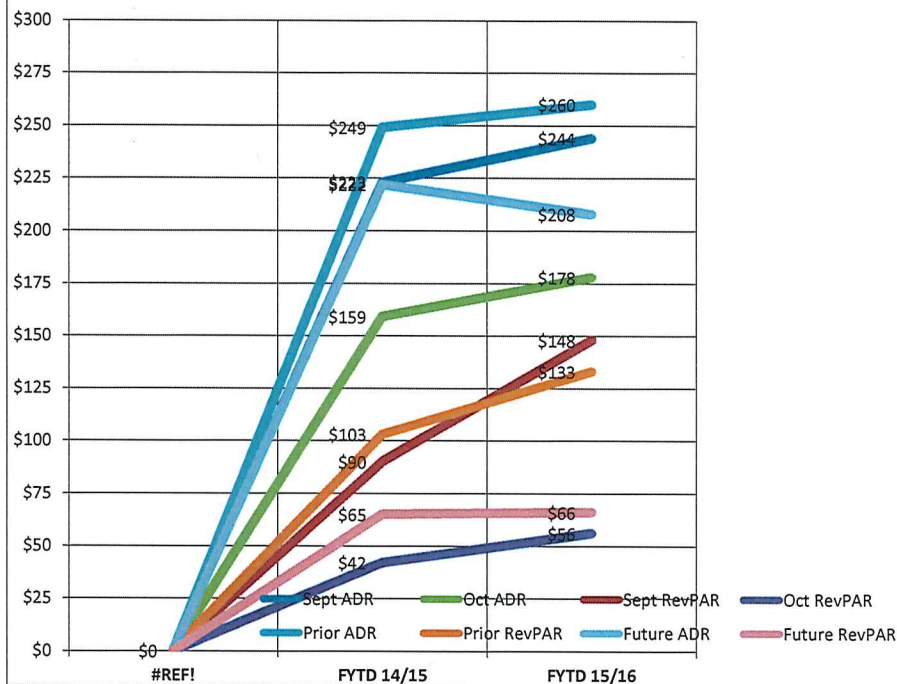
Visitor Information Statistics For Fiscal Years 2012 - 2015					
Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:	Annual Totals	Annual Totals	Annual Totals	Annual Totals	
Walk In	29,414	34,784	33,392	30,012	-10.12%
Phone	2,260	2,389	2,048	2,036	-0.59%
Kings Beach (Walk In Only, Jun-Sep)	3,014	5,278	3,472	4,782	37.73%
Reno (Walk In) (Closed)	1,793	3,834	Closed	Closed	N/A

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	#REF!	FYTD 14/15	FYTD 15/16	Y-O-Y Change
Occupancy	#REF!	40.5%	60.9%	50.4%
Occupancy 1 Mth Forecast	#REF!	26.6%	31.4%	18.0%
Occupancy (prior 6 months)	#REF!	41.5%	51.1%	23.1%
Occupancy (next 6 months)	#REF!	29.1%	31.8%	9.3%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	#REF!	FYTD 14/15	FYTD 15/16	Y-O-Y Change
ADR (Average Daily Rate)	#REF!	\$223	\$244	9.4%
RevPAR (Rev per Available Room)	#REF!	\$90	\$148	64.4%
ADR 1 Mth Forecast (Average Daily Rate)	#REF!	\$159	\$178	11.9%
RevPAR 1 Mth Forecast (Rev per Avail. Rm)	#REF!	\$42	\$56	33.3%
ADR (prior 6 months)	#REF!	\$249	\$260	4.4%
RevPAR (prior 6 months)	#REF!	\$103	\$133	29.1%
ADR (next 6 months)	#REF!	\$222	\$208	-6.3%
RevPAR (next 6 months)	#REF!	\$65	\$66	1.5%



BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
Statement Date MAR 28, 2016
Total Activity \$130.32

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

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

ACCOUNT SUMMARY							
SANDRAEVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$130.32		\$0.00		\$0.00		\$130.32

ACCOUNT ACTIVITY					
Posting Date	Transaction Date	Reference Number	Transaction Description		Amount
03-14	03-10	25247806071001228014587	TAHOE HOUSE	TAHOE CITY CA	50.00 ✓
		Tax ID: 942411485 Mer Zip: 96145			
03-23	03-22	05436846083000269843289	CVS/PHARMACY#09976	TAHOE CITY CA	5.32 ✓
		Tax ID: 941059121 Mer Zip: 96145 Origin Zip: 96145 Tax: 0.37			
03-24	03-22	85426236083980002056448	MARKET28	TAHOE CITY CA	25.00 ✓
		Tax ID: 454712976 Mer Zip: 96145			
03-25	03-24	55480776084602912400694	EB 25TH ANNUAL PLACER	8014137200 CA	50.00 ✓
		Tax ID: 141888467 Mer Ref: 91240069 Mer Zip: 94107 Origin Zip: 94107 Dest Ctry: USA			

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0011-5901	Account Summary	
	Statement Date MAR 28, 2016	Purchases & Other Charges	\$130.32
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$130.32

(A)

F-0252

Server: JAMIE M
03/10/16 12:18, Swiped T: 0 Term: 4

TAHOE HOUSE
625 W LAKE BLVD
TAHOE CITY, CA 96145
(530)583-1377
MERCHANT #: 009132610203

OF CARDS: 1 TOTAL AMT: 50.00
ACT: XXXXXXXXXXXX1296 AMT: 50.00
A#: 117957706 BAL: 52.50

*Tahoe House card \$50.00
Employee of the month*

F-0252

Server: JAMIE M Rec: 98
03/10/16 12:17, Swiped T: 0 Term: 4

TAHOE HOUSE
625 W LAKE BLVD
TAHOE CITY, CA 96145
(530)583-1377
MERCHANT #: 009132610203

CARD TYPE ACCOUNT NUMBER
MASTER CARD XXXXXXXXXXXX5901
Name: SANDRA EVANS HALL
00 TRANSACTION APPROVED
AUTHORIZATION #: 041639
Reference: 0310020010252
TRANS TYPE: Credit Card SALE

TOTAL: 50.00

X *Sandra Evans Hall*

Duplicate Copy

CVS/pharmacy (B)

950 NORTH LAKE BLVD, SUITE 100
TAHOE CITY, CA 96145
530.584.0244

REG#01 TRN#9879 CSHR#1385973 STR#9976

Helped by: MELISSA

1 EVERYDAY CROWN ASST 4.95T

SUBTOTAL 4.95
CA 7.5% TAX .37
TOTAL 5.32
CHARGE 5.32
*****5901 CH

MASTERCARD *****5901
APPROVED# 087607
REF# 018799
AID: A0000000041010
TC: AE8DA310189C21F2
TERMINAL# 69037338
NO SIGNATURE REQUIRED
CVM: 1E0300
TVR(95): 0000008000
TSI(9B): E800

CHANGE .00



2509 9766 0829 8790 18
RETURNS WITH RECEIPT THRU 05/21/2016

MARCH 22, 2016 11:17 AM

GET YOUR CVS EXTRACARE CARD

THANK YOU. SHOP 24 HOURS AT CVS.COM

**Birthday card for
Jody Lavery*

Market 28

Order #5-336

Mar 22, 2016, 11:41 AM

Sale for V. Lomeli

Transaction #0061560503221610335

1 x Gift Card XXV	25.00
<hr/>	
Subtotal	25.00
Total	25.00

MASTERCARD 5901 25.00


Name EVANS HALL/SANDRA




Approval Code 062884

Amount 25.00

Total Charged 25.00

**Jody Lavery* I agree to pay the above total amount
Birthday according to the card issuer agreement.
Gift certificate

Signature 




503620477635249011001 	Event <h2 style="text-align: center;">25th Annual Placer County Economic Development Breakfast Summit</h2>		
	Date+Time Thursday, March 31, 2016 from 7:00 AM to 9:00 AM (PDT)	Location William Jessup University 2121 University Ave. Rocklin, CA 95765	
	Order Info Order #503620477. Ordered by Sandy Hall on March 23, 2016 5:43 PM		Payment Status Eventbrite Completed
	Type General Admission \$25.00		

Thank you for your ticket purchase. We are excited to have you join us to celebrate the 25th Annual Economic Development Summit.


 503620477635249011001

Eventbrite

Do you organize events?
 Start selling in minutes with Eventbrite!
www.eventbrite.com

 503620477635249012001	Event 25th Annual Placer County Economic Development Breakfast Summit			
	Date+Time Thursday, March 31, 2016 from 7:00 AM to 9:00 AM (PDT)	Location William Jessup University 2121 University Ave. Rocklin, CA 95765	Name Ron Treabess	Payment Status Eventbrite Completed
	Order Info Order #503620477. Ordered by Sandy Hall on March 23, 2016 5:43 PM			
Type General Admission \$25.00				

Thank you for your ticket purchase. We are excited to have you join us to celebrate the 25th Annual Economic Development Summit.



503620477635249012001



Do you organize events?

Start selling in minutes with Eventbrite!
www.eventbrite.com



Thank you for your purchase!



Reno/Tahoe, NV - RNO to Denver, CO - DEN

New Purchases in Trip

Air

Confirmation #RYGSAU

Reno/Tahoe, NV - RNO to Denver, CO - DEN
 Wednesday, April 6, 2016 - Saturday, April 9, 2016

EarlyBird Check-In
 Automatic check in before our traditional 24-hr check-in. Add it now

Air Total: \$403.97

Amount Paid
\$403.97

Trip Total
\$403.97

WED 04/06/16 - Denver

New purchases added to your trip.

AIR

AIR Reno/Tahoe, NV - RNO to Denver, CO - DEN
 04/06/2016 - 04/09/2016

Confirmation # RYGSAU

Adult Passenger(s)
SANDRA EVANS HALL

Rapid Rewards #
00020174130410

Subscribe to Flight Status Messaging

Travel Date	Flight Segments		Flight Summary
DEPART WED	02:05 PM	Depart Reno/Tahoe, NV (RNO) on Southwest Airlines	Wednesday, April 6, 2016 Travel Time 2 h 05 m (Nonstop) Wanna Get Away
	05:10 PM	Arrive In Denver, CO (DEN) <i>Level 5 6:30</i>	
RETURN SAT	02:10 PM	Depart Denver, CO (DEN) on Southwest Airlines	Saturday, April 9, 2016 Travel Time 2 h 15 m (Nonstop) Wanna Get Away
	03:25 PM	Arrive In Reno/Tahoe, NV (RNO) <i>9:45 am</i>	

What you need to know to travel:

- Check-In: Be sure to arrive at the departure gate with your boarding pass at least 10 minutes before your scheduled departure time. Otherwise, your reserved space may be cancelled and you won't be eligible for

Sandy Evans Hall

From: Sandy Evans Hall
Sent: Monday, March 28, 2016 2:57 PM
To: Sandy Evans Hall
Subject: Fwd: Flight reservation (RYGSAU) | 06APR16 | RNO-DEN | Evans Hall/Sandra Leigh

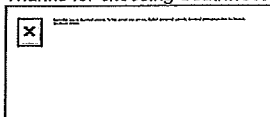
Follow Up Flag: Follow up
Flag Status: Flagged

Sent from Sandy's iPhone
 970-846-6284

Begin forwarded message:

From: "Southwest Airlines" <SouthwestAirlines@luv.southwest.com>
Date: March 28, 2016 at 2:09:57 PM PDT
To: SANDYEVANSHALL@GMAIL.COM
Subject: Flight reservation (RYGSAU) | 06APR16 | RNO-DEN | Evans Hall/Sandra Leigh
Reply-To: "Southwest Airlines" <no-reply@luv.southwest.com>

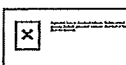
Thanks for choosing Southwest® for your trip.



[Log in](#) | [View my itinerary](#)

Check In Online	Check Flight Status	Change Flight	Special Offers	Hotel Offers	Car Offers
---------------------------------	-------------------------------------	-------------------------------	--------------------------------	------------------------------	----------------------------

Ready for takeoff!



Thanks for choosing Southwest® for your trip. You'll find everything you need to know about your reservation below. Happy travels!

Upcoming Trip: 04/06/16 - Denver

[Air itinerary](#)

AIR Confirmation: RYGSAU

Confirmation Date: 03/28/2016

Passenger(s)	Rapid Rewards #	Ticket #	Expiration	Est. Points Earned
EVANS HALL/SAND RA LEIGH	20174130410	5262196286526	Mar 28, 2017	2098

Rapid Rewards points earned are only estimates. Visit your (MySouthwest, Southwest.com or Rapid Rewards) account for the most accurate totals - including A-List & A-List Preferred bonus points.

Date	Flight	Departure/Arrival
------	--------	-------------------

Wed Apr 6 1915 Depart **RENO/TAHOE, NV (RNO)** on Southwest Airlines at **2:05 PM**
 Arrive in **DENVER, CO (DEN)** at **5:10 PM**
 Travel Time 2 hrs 5 mins
Wanna Get Away

Date Flight Departure/Arrival

Sat Apr 9 4321 Depart **DENVER, CO (DEN)** on Southwest Airlines at **2:10 PM**
 Arrive in **RENO/TAHOE, NV (RNO)** at **3:25 PM**
 Travel Time 2 hrs 15 mins
Wanna Get Away



Check in for your flight(s): 24 hours before your trip on Southwest.com or your mobile device to secure your boarding position. You'll be assigned a boarding position based on your check-in time. The earlier you check in within 24 hours of your flight, the earlier you get to board.



Bags fly free®: First and second checked bags. Weight and size limits apply. One small bag and one personal item are permitted as carryon items, free of charge.



30 minutes before departure: We encourage you to arrive in the gate area no later than 30 minutes prior to your flight's scheduled departure as we may begin boarding as early as 30 minutes before your flight.



10 minutes before departure: You must obtain your boarding pass(es) and be in the gate area for boarding at least 10 minutes prior to your flight's scheduled departure time. If not, Southwest may cancel your reserved space and you will not be eligible for denied boarding compensation.



If you do not plan to travel on your flight: In accordance with Southwest's No Show Policy, you must notify Southwest at least 10 minutes prior to your flight's scheduled departure if you do not plan to travel on the flight. If not, Southwest will cancel your reservation and all funds will be forfeited.

Air Cost: 403.97

Fare Rule(s): 5262196286526: NONREF/NONTRANSFERABLE/STANDBY REQ UPGRADE TO Y.

Valid only on Southwest Airlines. All travel involving funds from this Confirmation Number must be completed by the expiration date. Unused travel funds may only be applied toward the purchase of future travel for the individual named on the ticket. Any changes to this itinerary may result in a fare increase. Failure to cancel reservations for a Wanna Get Away fare segment at least 10 minutes prior to travel will result in the forfeiture of all remaining unused funds.

RNO WN DEN192.45WLN7PNR WN RNO157.10OLNCPNR 349.55 END
 ZPRNODEN XT11.20AY9.00XFRNO4.5DEN4.5



Learn about our boarding process



Learn about inflight WiFi & entertainment

Cost and Payment Summary

AIR - RYGSAU

Base Fare	\$ 349.55	Payment Information
Excise Taxes	\$ 26.22	Payment Type: Mastercard XXXXXXXXXXXX5901
Segment Fee	\$ 8.00	Date: Mar 28, 2016
Passenger Facility Charge	\$ 9.00	Payment Amount: \$403.97
September 11th Security Fee	\$ 11.20	
Total Air Cost	\$ 403.97	

Useful Tools	Know Before You Go	Special Travel Needs
Check In Online	In the Airport	Traveling with Children
Early Bird Check-In	Baggage Policies	Traveling with Pets
View/Share Itinerary	Suggested Airport Arrival Times	Unaccompanied Minors
Change Air Reservation	Security Procedures	Baby on Board
Cancel Air Reservation	Customers of Size	Customers with Disabilities
Check Flight Status	In the Air	
Flight Status Notification	Purchasing and Refunds	
Book a Car		
Book a Hotel		

Legal Policies & Helpful Information		
Privacy Policy	Customer Service Commitment	Contact Us
Notice of Incorporated Terms	FAQs	

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This is a post-only mailing from Southwest Airlines. Please do not attempt to respond to this message. Your privacy is important to us, Please read our [Privacy Policy](#).

¹ All travel involving funds from this Confirmation Number must be completed by the expiration date.

² Security Fee is the government-imposed September 11th Security Fee.

See [Southwest Airlines Co. Notice of Incorporation](#)

See [Southwest Airlines Limit of Liability](#)

Southwest Airlines
P.O. Box 36647-1CR
Dallas, TX 75235

[Contact Us](#)

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Sandy Evans Hall

From: Colorado Mountain Express
Sent: Monday, March 28, 2016 3:05 PM
To: sandy@gotahoenorth.com
Subject: SANDY HALL New Reservation 1110115 for on Saturday, April 09, 2016 AND 1110111 for Wednesday, April 06, 2016

Follow Up Flag: Follow up
Flag Status: Flagged



970-754-7433 (SKI-RIDE)
CMEHelpDesk@RideCME.com
www.coloradomountainexpress.com

PASSENGER INFORMATION

Passenger name: SANDY HALL
Passenger phone: (970) 946-6284 - Alternate phone:
Reservation #: 1110111 and 1110115

TRAVEL DETAILS

Reservation #: 1110111
Service: Scheduled Shuttle
Passengers: 1
Pick Up Date: Wednesday, April 06, 2016
Pick Up Time: 06:30 PM
Pick Up Location : DENVER INTERNATIONAL AIRPORT
Drop Off Location: KEYSTONE - CONDO REGISTRATION - 21996 US HIGHWAY 6
KEYSTONE, CO
Flight Info: SOUTHWEST - #1915 at 05:10 PM - Type: Domestic

Return Info

Passenger Name: SANDY HALL

Reservation #: 1110115
Service: Scheduled Shuttle
Passengers: 1
Pick Up Date: Saturday, April 09, 2016
Pick Up Time: 09:45 AM
Pick Up Location : KEYSTONE - CONDO REGISTRATION - 21996 US HIGHWAY 6
KEYSTONE, CO
Drop Off Location: DENVER INTERNATIONAL AIRPORT
Drop Off Time: approximately 12:25 PM
Flight Details: SOUTHWEST#4321 - Flight Time: 02:10 PM - Type: Domestic

PAYMENT DETAILS

Base Fare: \$132.00

Airport Concession Fee: \$6.00
Gratuuity: \$0.00
Service Extras: \$0.00
Discount: ~~(\$66.00)~~
Total Fare: \$72.00

Payment: \$72.00
Balance Due: \$0.00
Paid by: Credit card

PICK UP INSTRUCTIONS

Airport Instructions: Please collect your luggage first and then check-in at the CME service counter. It is located in the central atrium of the main level (level 5) of the terminal, adjacent to the Hertz car rental desk.

TERMS AND CONDITIONS

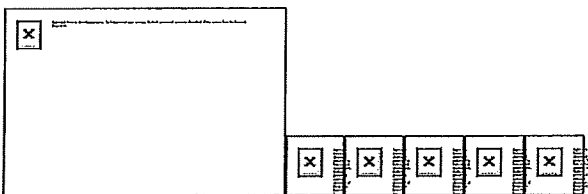
Cancellation Policy: Reservations are non-refundable if cancelled within 24 hours of scheduled time. All shuttle reservations have a cancellation fee of \$5 per person for each direction of travel. All private vehicle reservations have a cancellation fee of \$25 for each direction of travel canceled.

Missed Flights Policy: Colorado Mountain Express will not be responsible for delays causing missed flights that are the result of inclement weather, unforeseen road closures, highway construction, abnormally heavy traffic, traffic that is being metered by the Colorado Department of Transportation or any other conditions outside of its control. During holidays and peak travel days, please be aware that weather, traffic or unforeseen road closures can severely impact travel times in the mountains. Availability may be limited for last minute changes. We encourage guests to plan accordingly and/or purchase travel insurance to cover potential for missed flights and resulting expenses.

Pet Policy: Pets are not permitted on shuttles.

Bag Policy: You are limited to 3 bags per guest including carry on and sports equipment. In order to accommodate additional or oversized luggage Colorado Mountain Express must be contacted in advance and additional charges will apply.

Note: During weekends and peak holiday travel periods, vans may be supplemented by luxury motor coach services for airport transfers.



To find Colorado Mountain Express at Denver International Airport, [click here](#) .

To manage your reservation(s), log on to <http://coloradomountainexpress.com>.



[View the weather forecast for the Colorado Rockies, including Vail, Beaver Creek, Breckenridge and Keystone >](#)

Sandy Evans Hall

From: Reservations
Sent: Monday, March 28, 2016 2:07 PM
To: sandy@gotahoenorth.com
Subject: Travel Confirmation for Sandy Hall 6BVMM K

Follow Up Flag: Follow up
Flag Status: Flagged



KEYSTONE

[View summary for Confirmation # 6BVMM](#) | [View with images](#) | [Print Confirmation](#)

Dear Sandy Hall,
 Thank you for your reservation at Keystone Resort. Please review the summary and details below and save this receipt for future reference. Additional information about your arrival will be sent in another correspondence a week prior to your arrival date, so keep an eye on your inbox!

Reservation Summary

for confirmation # 6BVMM sent on March 28, 2016

Sandy Hall
 PO BOX 662

(970) 846-6284
 sandy@gotahoenorth.com
 Group Code: CG1MTL
 Group Name: MTS - LATE LODGING BLOCK



Property: Lakeside Village,
[Check-in Directions](#)
 (see below for details)

Reserved Under: Sandy Hall
Room Number:
Unit Size: Conference Village
 1 Bedroom/1 Bath
Number of Nights: 3
Arrival: April 6, 2016
Departure: April 9, 2016
Number of Adults: 1
Number of Children: 0
[Cancellation Policy \(see below for details\)](#)

We look forward to welcoming you! How else can we help?



UPDATE PREFERENCES >>

To get you ready for your visit, we have signed you up to occasionally receive email updates from Keystone Resort. You may update your email preferences at any time.



Activate Your EpicMix Account Today

Come Play! Track Vertical Feet. Earn Pins. Share Photos. Race. Ski and Snowboard School. Get Your Mix! Unlimited Photo Downloads for \$40. All Images. All Season. All Resorts.
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ITEMS PURCHASED:	\$597.00
5.9% SURCHARGE:	\$37.62
RESORT FEE:	\$45.00
SUBTOTAL:	\$679.62
APPLICABLE TAXES:	\$39.03
TOTAL:	\$718.65
BALANCE DUE :	\$718.65
DEPOSIT 1 DUE March 28, 2016:	\$222.92

All lodging properties package resort amenities in a convenient Resort Fee. This taxable daily Resort Fee includes items such as parking, internet access, and other services and amenities to enhance your visit. Conference guests will be subject to Resort Fees as negotiated in the group contract. For more resort fee information visit www.snow.com/info/resortfees.aspx.

Your package includes a 5.9% surcharge, airport facility fee, if applicable, and applicable taxes thereon. Surcharge and taxes are subject to change without notice.

* Credit card on file will be auto-charged balances per stated policy.

Questions? *Need to update or change your order?*

[Email us](#) or call 800-355-8471

Reservation Details

Additional Lodging Information

*Requests are not guaranteed and are subject to availability at time of check in. Please ask at arrival to confirm requests including bedding, views, and wing preferences. Bedding varies

in each unit and may include murphy beds.

*Keystone Resort properties are non-smoking.

Smoking is welcome outside the buildings.

*Keystone condominiums are unable to accept pets.



Airport Ground Transportation to the Mountains

Colorado Mountain Express provides airport transportation to your favorite Colorado Mountain Resort.

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Equipment Rentals

Save time and money by reserving your equipment in advance. Save up to 20% on ski and snowboard rentals when you book online. Pick your gear up any time after 3 PM the day before your rental

(H)

ASAMILE 157, L.L. 1110
850 N. 13th St
TAMPA CITY, FL 33618
5.0 500 4203
41339601044931

Merchant ID: 399801044931

Ref #: 0012

Sale

XXXXXXXXXXXX9392

VISA

Entry Method: Swiped

Total: \$ 155.00

01/08/16

06:25:42

Inv #: 000001

Apnr Code: 06286C

Transaction ID: 466008519423867

Apprvd: Online

Batch#: 000298

3 mo. gym membership

(K)

ASAHIE TEL. L.C. 1114 50
850 N. LAM. BLVD.
TAMOE CITY LA 70645
530-603-4203
41339601074931

Merchant ID: 399661074931

Ref #: 0012

Sale

XXXXXXXXXXXX9392

VISA

Entry Method: Swiped

Total: \$ 155.00

01/08/16

06:25:42

Inv #: 000001

Appr Code: 06286C

Transaction ID: 466008519423867

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3 mo. gym membership

