



FINANCE COMMITTEE AGENDA

Thursday August 30, 2018 at 2:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner
Association

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Jennifer Merchant
Substitute: Erin
Casey

NLTRA Staff

Cindy Gustafson
CEO

Bonnie Bavetta
Director of
Finance

DeWitt Van Siclen
Staff Accountant
& HR Assistant

Quorum
4 Members with 1
being a Board
Member

- A. CALL TO ORDER – ESTABLISH A QUORUM
- B. ROLL CALL
- C. PUBLIC FORUM
This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.
- D. AGENDA AMENDMENTS AND APPROVAL [MOTION]
- E. APPROVAL OF FINANCE COMMITTEE MEETING MINUTES:
 - 7/26/18 [MOTION] Pg. 1
- F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS
 - Review Staff Report..... Pg. 2
- G. REVIEW OF PRELIMINARY JUNE & JULY 2018 FINANCIALS..... Pg. 5
- H. SUPPLEMENTAL INFORMATION
 - July 2018 Dashboard Report Pg. 47
- I. APPROVAL OF CEO EXPENSES FOR JULY 2018 [MOTION] Pg. 52
- J. UPDATE ON 2018 AUDIT PROCESS
- K. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING
- L. NEXT MEETING DATE
- M. COMMITTEE MEMBER COMMENTS
- N. ADJOURN



FINANCE COMMITTEE MEETING - Minutes Draft

Thursday, July 26, 2018 at 1:00 P.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – 1:18 pm, quorum established (4)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member
 - Members via Phone: Ramona Cruz, David Brown, Ramona Cruz, Michael Salmon
 - Staff in Attendance: Cindy Gustafson, Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve minutes of June 26, 2018 meeting; Dave Brown – moved, Ramona Cruz – second, approved 4-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Preliminary financial reports through June 30, 2018 reviewed and discussed
 - **Review Staff Action Items** – Item 20: Reformat of balance sheet to include the prior year end balances, along with the current month and current month prior year balances presented and accepted. Item to be removed.
- G. Approval of June 2018 Preliminary Financials
 - **MOTION** to approve June 30, 2018 preliminary financials; Ramona Cruz – moved, Mike Salmon – second, approved 4-0-0
- H. Supplemental Information
 - Review of June 2018 Dashboard Report
 - Sales Tax Revenue quarters will be corrected to note appropriate months
- I. Approval of CEO Expenses for June 2018
 - **MOTION** to approve Ramona Cruz - moved. Dave Brown - second, approved 4-0-0
- J. Discussion of 2018 Audit Process
 - Finance Committee will meet with auditors, McClintock Accountancy, prior to presentation to the Board
 - Committee will want to review past and current management comments, and all client and auditor adjusting journal entries
- K. Agenda Input for Next Finance Committee Meeting
 - Review of the role of the Finance Committee will be added to a future agenda after the Board of Directors' strategic planning meeting in September during which roles and structure of committees will be discussed
- L. Next Meeting Date – August 30, 2018 2:00pm
- M. Committee Member Comments- No comments
- N. Adjourn – 1:48pm



north lake tahoe

Chamber | CVB | Resort Association

Finance Committee Staff Report

Date: 8/30/18

To: North Lake Tahoe Resort Association (NLTRA) Finance Committee

From: Bonnie Bavetta, CFO

RE: Update to Preliminary Financial Report for June 30, 2018, and Report for July 31, 2018

Adjustments to the preliminary NLTRA financial results of June 30, 2018 presented at the July committee meeting are noted below:

- Cash balance on 6/30/18 of \$895,000 was 15% or \$154,000 less than prior year at June 30 due primarily to timing of payment on payables.
Adjustments: None
- Accounts receivable related to sales commissions totaled \$36,000, \$15,000 higher than prior year. The balance is comprised of \$23,000 in receivables under 60 days and \$13,000 in receivables over 90 days, all due from local resorts that individually have balances ranging from \$330 to \$6,000. The older balances are under review and it is anticipated that approximately \$9,000 will require write-down. Details will be provided upon final determination.
Adjustments: Sales commissions receivable and sales commission revenue were both adjusted down by approximately \$11,000; an increase from the \$9,000 write-off anticipated. The commissions had been invoiced to six properties and ranged from \$300 to \$5,500. Misunderstanding of arrangements and lack of written agreements were the primary issues for inability to collect.
- Membership accounts receivable totaled \$14,000. Membership receivables over 90 days totaled \$5,500, with less than half of that balance being potentially uncollectible. Accounts Receivable – Other of \$4,000 reflected Awards Dinner receivables that are considered collectible.
Adjustments: A total of \$1,880 was written off in uncollectable membership dues, reducing AR, deferred revenue and revenue. An aged invoice for a kiosk rental in the amount of \$400 was also written off. The receivable was also reduced \$9,700 for the unearned and unpaid invoice balances, which simultaneously reduced the Deferred Revenue liability.
- Retail inventory of \$29,000 was down 7% or \$2,000 from prior year.
Adjustments: Inventory value was decreased by \$2,000 due to duplicate posting of two invoices.
- Receivable from NLT Marketing Coop of \$19,605 reflects credit card expenditures for the coop due to NLTRA. Balances were paid in July.
Adjustments: None.
- Accounts payable of \$27,000 and credit card balances of \$4,800 were \$194,000 below prior year due to prompt payment on payables.
Adjustments: Accounts payable increased \$4,000, a combination of roughly \$6,000 in additional expenses and the \$2,000 elimination of inventory invoices due.
- Wages and related liabilities of \$161,000 were \$34,000 or 17% lower than prior year due to partial payout during the fiscal year of two employee incentives, payout of PTO for an employee's extended

leave during the year, and PTO balance payouts on terminations. New hires have relatively low accrued balances. A minor year end adjustment to Salaries Payable is pending.

Adjustments: Wages and related liabilities were reduced \$19,000, resulting in a matching reduction in expenses across departments. Wages, taxes, and 401(k) dropped a total of \$2,500 due to true up of liability related to end of year payroll. Commissions payable dropped \$9,000 due to the noted reduction in commission receipts and the duplicate posting of commissions over the year. Incentives payable dropped \$8,000

- Accrued expenses of \$50,000 were up \$23,000 or 85% from prior year and reflected the accrual of commitments for BACC programs (\$17,000) and Special Event funding (\$32,000) that originated in FY 2017-18 and require final payment over the next few months. The County has agreed to payment of these remaining commitments from the FY 2017-18 contract funds.
Adjustments: A \$333 reclass to Due to County for an amount paid in FY16/17.
- Marketing Coop payable of \$67,000 reflected a transfer due to the NLT Coop from NLTRA.
Adjustments: None.
- Deferred Revenue-Member Dues of \$67,000 was \$15,000 greater than prior year and included \$9,000 of unearned, unpaid dues.
Adjustments: Reduced \$9,700 for the unearned and unpaid invoice balances.
- YTD consolidated net income of \$243,000 for the twelve months ending June 30 represented the preliminary unspent TOT funding balance that could be due to the County. Membership was essentially breakeven in operations.
Adjustments: The net result of all changes had minimal impact on net income; approximately a \$6,000 decrease. Calculations for an adjustment to the Reserve balances have not been completed, but should result in minimal change. Final determination of funds due to the County will be done upon completion of the audit, and will result in a reclass of department revenues, net income and amount due to the County.
- Consolidated YTD revenue of \$4.1 million (including \$3.7 million of County funding) was \$87,000 less than budget (adjusted for Autumn Food & Wine), primarily a result of a \$54,000 shortfall in commission revenue and a \$25,000 shortfall in membership dues. YTD expenses of \$3.9 million were \$323,000 less than budget largely due to Marketing expenses less than budget by \$160,000 or 6%(adjusted for Autumn Food & Wine), Conference expenses under budget by \$21,000 or 6%, VIC expenses less than budget \$62,000 or 14%, Transportation and Infrastructure under budgeted expenses by \$49,000 or 64%, and Membership under budgeted expenses by \$28,000 or 15%.
Adjustments: As noted above, commission revenues were reduced, minimal write-offs in membership revenues were taken, and wage and other expenses were decreased. The net result was a reduction of approximately \$6,000 in net results.

Summary of preliminary NLTRA financial results for July 31, 2018:

- Cash balance on 7/31/18 of \$977,000 was 19% or \$233,000 less than prior year at July 31 due to timing of payment on payables (\$425,000) offset by a 45 day County funding advance, a result of the new pay for performance funding element this year. The County advance, less the Spartan revenue recognized (\$250,000), was reflected in the Deferred Revenue – County liability account.
- Accounts receivable related to sales commissions totaled \$23,000, \$24,000 less than prior year.
- The Accounts Receivable – TOT balance of \$285,000 reflected the County TOT funding invoice for the month of July which was received in August.
- Membership dues and other membership related accounts receivable totaled \$18,000, an increase of \$10,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances.

- Retail inventory of \$26,000 was down 10% or \$3,000 from prior year.
- Accounts payable of \$13,000 and credit card balances of \$4,000 were \$429,000 below prior year due to prompt payment on payables.
- Wages and related liabilities of \$156,000 were \$4,000 or 3% lower than prior year. Incentives Payable were \$25,000 higher than prior year due to earlier payout in prior year and no accrual being posted in the month of July 2017. The monthly accrual for FY18/19 is roughly \$5,000. PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.
- Accrued expenses of \$50,000 were up \$30,000 or 160% from prior year and reflected the accrual of commitments for BACC programs (\$17,000) and Special Event funding (\$32,000) that originated in FY 2017-18 and require final payment over the next few months.
- Deferred Revenue-Member Dues of \$65,000 was \$14,000 greater than prior year. Prior year was reduced for unpaid and unearned dues.
- YTD consolidated net income of \$47,000 for the month ending June 31 represented the result of TOT funding exceeding actual expenditures for the month. Membership had a positive net income of \$2,300 for the month.
- Consolidated YTD revenue of \$0.6 million (including \$0.5million of County funding) was \$20,000 less than budget, primarily a result of a \$20,000 variance in County funding. YTD expenses of \$0.5million were \$78,000 less than budget largely due to timing of Autumn Food & Wine and grant expenditures.
- Membership cash position as of June 30, 2018:
 - Membership activities through July resulted in a net gain of \$2,338.
 - Deferred revenues of \$66,000 less receivables of \$16,000 generated an additional \$50,000 in cash year-to-date.
 - No other funds were required to support Membership activities.

North Lake Tahoe Resort Association

PRELIMINARY

Accrual Basis

Balance Sheet

As of June 30, 2018

	<u>Jun 30, 18</u>	<u>Jun 30, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	289	224	65	29%	289
1003-00 · Cash - Operations BOTW #6712	619,232	757,356	(138,124)	(18%)	619,232
1007-00 · Cash - Payroll BOTW #7421	6,195	10,974	(4,779)	(44%)	6,195
1008-00 · Marketing Reserve - Plumas	50,168	50,093	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,449	100,249	200	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	88,355	100,521	(12,166)	(12%)	88,355
10950 · Cash in Drawer	597	867	(270)	(31%)	597
Total Checking/Savings	894,867	1,049,866	(154,999)	(15%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	24,331	20,713	3,618	17%	24,331
Total Accounts Receivable	24,331	20,713	3,618	17%	24,331
Other Current Assets					
1200-99 · AR Other	(41)	1,614	(1,655)	(103%)	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	3,417	0	3,417	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	2,870	10,580	(7,710)	(73%)	2,870
Total 1201-00 · WebLink Accounts Receivable	6,287	10,580	(4,293)	(41%)	6,287
1201-02 · Allowance for Doubtful Accounts	(2,500)	(3,343)	843	25%	(2,500)
12100 · Inventory Asset	28,203	31,787	(3,584)	(11%)	28,203
1299 · Receivable from NLTMC	19,605	0	19,605	100%	19,605
1490-00 · Security Deposits	650	50	600	1,200%	650
Total Other Current Assets	52,204	40,688	11,516	28%	52,204
Total Current Assets	971,402	1,111,267	(139,865)	(13%)	971,402
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,695)	(740)	(10%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(18,480)	(16,691)	(1,789)	(11%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,267)	(17)	(0%)	(24,284)
Total Fixed Assets	3,041	5,587	(2,546)	(46%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	9,151	2,644	6,507	246%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	17,116	11,155	5,961	53%	17,116
Total 1400-00 · Prepaid Expenses	27,267	14,799	12,468	84%	27,267
Total Other Assets	27,267	14,799	12,468	84%	27,267
TOTAL ASSETS	1,001,710	1,131,653	(129,943)	(11%)	1,001,710
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	31,145	222,017	(190,872)	(86%)	31,145

North Lake Tahoe Resort Association

Balance Sheet

As of June 30, 2018

Accrual Basis

	Jun 30, 18	Jun 30, 17	\$ Change	% Change	Jun 30, 18
Total Accounts Payable	31,145	222,017	(190,872)	(86%)	31,145
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-01 · MC_5901_Hall	0	151	(151)	(100%)	0
2080-02 · MC_6765_Jason	15	15	0	0%	15
2080-04 · MC_5968_Ronald	126	0	126	100%	126
2080-06 · MC_5288_Emily	0	423	(423)	(100%)	0
2080-08 · MC_5755_John	0	340	(340)	(100%)	0
2080-09 · MC_0319_Sarah	0	288	(288)	(100%)	0
2080-10 · MC_9495_AI	180	298	(118)	(40%)	180
2080-11 · MC_3978_Amber	3,070	807	2,263	280%	3,070
2080-12 · MC_3960_Natalie	0	1,168	(1,168)	(100%)	0
2080-13 · MC_6903_Cindy	2,430	0	2,430	100%	2,430
2080-14 · MC_6193_Daphne	83	0	83	100%	83
Total 2080-00 · Bank of the West - Master Cards	5,904	3,490	2,414	69%	5,904
Total Credit Cards	5,904	3,490	2,414	69%	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	36,870	38,973	(2,103)	(5%)	36,870
2101-00 · Incentive Payable	48,866	68,891	(20,025)	(29%)	48,866
2102-00 · Commissions Payable	3,443	7,824	(4,381)	(56%)	3,443
2120-00 · Empl. Federal Tax Payable	3,072	3,118	(46)	(1%)	3,072
2175-00 · 401 (k) Plan	1,157	1,559	(402)	(26%)	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	142,412	195,090	(52,678)	(27%)	142,412
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	853	0	853	100%	853
25500 · *Sales Tax Payable	1,941	2,226	(285)	(13%)	1,941
Total 2190-00 · Sales and Use Tax Payable	2,794	2,226	568	26%	2,794
2250-00 · Accrued Expenses	49,521	26,912	22,609	84%	49,521
2400-42 · Marketing Co-op	67,000	0	67,000	100%	67,000
2400-60 · Deferred Revenue- Member Dues	56,979	52,487	4,492	9%	56,979
2500-00 · Deferred Revenue - TMBC	535	0	535	100%	535
2651-00 · Deferred Rev - Conference	0	0	0	0%	0
2800-00 · Suspense	502	248	254	102%	502
2900-00 · Due To/From County of Placer	9,215	231,039	(221,824)	(96%)	9,215
Total Other Current Liabilities	328,958	508,002	(179,044)	(35%)	328,958
Total Current Liabilities	366,007	733,509	(367,502)	(50%)	366,007
Total Liabilities	366,007	733,509	(367,502)	(50%)	366,007
Equity					
32000 · Unrestricted Net Assets	(8,754)	9,287	(18,041)	(194%)	(8,754)
3300-11 · Designated Marketing Reserve	256,830	256,830	0	0%	256,830
3301 · Cash Flow Reserve	100,048	100,048	0	0%	100,048
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	237,562	(18,041)	255,603	1,417%	237,562
Total Equity	635,704	398,142	237,562	60%	635,704
TOTAL LIABILITIES & EQUITY	1,001,711	1,131,651	(129,940)	(11%)	1,001,711

North Lake Tahoe Resort Association
A/R Aging Summary
As of June 30, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0	0	0	0	550	550
Edgewood Tahoe	0	0	706	0	0	706
Hampton Inn & Suites	0	2,978	0	0	0	2,978
Harrah's/Harveys Casino	0	2,358	0	0	162	2,520
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0	7,945	0	0	0	7,945
Incline Community Business Association	0	0	1,000	0	0	1,000
Ritz-Carlton Lake Tahoe	0	8,048	0	0	0	8,048
The Village at Squaw Valley	584	0	0	0	0	584
TOTAL	<u>584</u>	<u>21,329</u>	<u>1,706</u>	<u>0</u>	<u>712</u>	<u>24,331</u>

Accounts Receivable Summary

Invoices With Apply Dates Through June 30, 2018
 Aged as of Saturday, June 30, 2018

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	1,225.19	0.00	0.00	0.00	0.00	1,225.19
Community Awards 2018- Employee Award		0.00	0.00	0.00	160.00	0.00	0.00	160.00
Community Awards 2018- Luminary Award		0.00	0.00	0.00	400.00	400.00	0.00	800.00
Community Awards 2018- Ticket		0.00	0.00	0.00	0.00	255.00	0.00	255.00
Dues		0.00	2,750.00	3,195.00	2,290.00	595.00	3,990.00	12,820.00
Sponsorships		0.00	250.00	0.00	0.00	0.00	0.00	250.00
TMBC - Annual		0.00	0.00	0.00	0.00	0.00	165.00	165.00
TMBC - Ticket		0.00	15.00	0.00	0.00	0.00	0.00	15.00
Total Open Invoices		0.00	4,240.19	3,195.00	2,850.00	1,250.00	4,155.00	15,690.19

Unapplied Payments With Payment Dates Prior to and Including 06/30/2018

Pre-Payments: Payments Made Prior to 06/30/2018 on Invoices With Apply Dates After 06/30/2018

ag								
8								275.00
of								275.00
33								15,415.19
Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)								

PRELIMINARY

North Lake Tahoe Resort Association

PRELIMINARY

A/P Aging Summary

As of June 30, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Amber Burke	425.96	0.00	0.00	0.00	0.00	425.96
Anne-Karin Atwood*	104.10	0.00	0.00	0.00	0.00	104.10
AT & T*	302.43	180.18	0.00	0.00	0.00	482.61
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Bonnie L Bavetta	384.38	0.00	0.00	0.00	0.00	384.38
Chris Werfel	35.97	0.00	0.00	0.00	0.00	35.97
Cindy Gustafson	57.11	110.09	0.00	0.00	0.00	167.20
Cintas Corporation #623	169.10	-128.75	128.75	0.00	0.00	169.10
CoPower	0.00	134.60	0.00	0.00	0.00	134.60
Crystal Range Associates	42.00	0.00	0.00	0.00	0.00	42.00
Dawn Teran	70.31	0.00	0.00	0.00	0.00	70.31
Ed Miller	253.40	0.00	0.00	0.00	0.00	253.40
Eric Hansen	168.00	0.00	0.00	0.00	0.00	168.00
FP Mailing Solutions	0.00	0.00	0.00	0.00	-0.18	-0.18
Generikal Design	1,820.00	0.00	0.00	0.00	0.00	1,820.00
Geo-Tourism Specialties	179.02	0.00	0.00	0.00	0.00	179.02
Independent Technologies	4,904.07	0.00	0.00	0.00	0.00	4,904.07
iPROMOTEu	3,420.52	0.00	0.00	0.00	0.00	3,420.52
IVCB Visitors Bureau*	1,090.55	0.00	0.00	0.00	0.00	1,090.55
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kahn Investment Company	0.00	300.00	0.00	0.00	0.00	300.00
Kym Fabel	248.10	0.00	0.00	0.00	0.00	248.10
Lake Tahoe Waterman Association	2,000.00	0.00	0.00	0.00	0.00	2,000.00
Lauren Sully	106.82	0.00	0.00	0.00	0.00	106.82
Liberty Utilities*	0.00	578.64	0.00	0.00	0.00	578.64
Liz Bowling	467.78	0.00	0.00	0.00	0.00	467.78
Office Boss	110.61	0.00	0.00	0.00	0.00	110.61
Paige Bechdolt	148.24	0.00	0.00	0.00	0.00	148.24
Placer County Tax Collector	204.83	0.00	0.00	0.00	0.00	204.83
Porter Simon*	80.00	0.00	0.00	0.00	0.00	80.00
Principal Financial Group	0.00	0.00	0.00	0.00	363.82	363.82
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
SDBX Studio, LLC.	183.78	0.00	0.00	0.00	0.00	183.78
SF Notes Haus Maus	685.00	0.00	0.00	0.00	0.00	685.00
Smith and Jones*	1,872.80	0.00	0.00	0.00	0.00	1,872.80
Southwest Gas Corporation*	15.64	0.00	0.00	0.00	0.00	15.64
Sprint	110.71	0.00	0.00	0.00	0.00	110.71
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00	-198.00
Tahoe Quarterly*	168.00	0.00	0.00	0.00	0.00	168.00
Tahoe Tessie	168.00	0.00	0.00	0.00	0.00	168.00
Tahoe Tree Company	506.16	0.00	0.00	0.00	0.00	506.16
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
Tahoe Wild	276.00	0.00	0.00	0.00	0.00	276.00
The Abbi Agency, Inc.	7,326.66	0.00	0.00	0.00	0.00	7,326.66

North Lake Tahoe Resort Association

PRELIMINARY

A/P Aging Summary

As of June 30, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
The Natural Trading Compan	64.00	0.00	0.00	0.00	0.00	64.00
Viking Carpet Care*	580.00	0.00	0.00	0.00	0.00	580.00
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
YIG Administration	0.00	-25.47	-25.47	-8.49	-8.57	-68.00
TOTAL	<u>30,109.04</u>	<u>1,149.29</u>	<u>103.28</u>	<u>-8.49</u>	<u>-208.41</u>	<u>31,144.71</u>

North Lake Tahoe Resort Association Profit & Loss

June 2018

Accrual Basis

	Jun 18	Jun 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	301,182	82,907	218,275	263%
4200-00 · Membership Dues	5,086	9,863	(4,777)	(48)%
4201-00 · New Member Fees	0	225	(225)	(100)%
4205-00 · Conference Dues	917	(1,008)	1,925	191%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	0	9,235	(9,235)	(100)%
4250-05 · Sponsorships	0	3,250	(3,250)	(100)%
4250-01 · Community Awards - Other	85	5,895	(5,810)	(99)%
Total 4250-01 · Community Awards	85	18,380	(18,295)	(100)%
4250-03 · Summer/Winter Rec Luncheon	2,001	2,362	(361)	(15)%
4251-00 · Tues AM Breakfast Club	929	855	74	9%
4250-00 · Revenues-Membership Activities - Other	1,570	(13,790)	15,360	111%
Total 4250-00 · Revenues-Membership Activities	4,585	7,806	(3,221)	(41)%
4252-00 · Sponsorships	250	(2,950)	3,200	109%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	2,358	171	2,187	1,279%
4600-00 · Commissions - Other	7,916	(883)	8,799	997%
Total 4600-00 · Commissions	10,274	(712)	10,986	1,543%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	240	87	153	176%
46000 · Merchandise Sales - Other	11,163	12,746	(1,583)	(12)%
Total 46000 · Merchandise Sales	11,403	12,833	(1,430)	(11)%
Total Income	333,697	108,964	224,733	206%
Gross Profit	333,697	108,964	224,733	206%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	(11,260)	(580)	(10,680)	(1,840)%
5020-00 · P/R - Tax Expense	8,246	7,615	631	8%
5030-00 · P/R - Health Insurance Expense	8,524	11,561	(3,037)	(26)%
5040-00 · P/R - Workmans Comp	0	(3,350)	3,350	100%
5060-00 · 401 (k)	2,353	3,340	(987)	(30)%
5070-00 · Other Benefits and Expenses	188	417	(229)	(55)%
5000-00 · Salaries & Wages - Other	37,239	104,644	(67,405)	(64)%
Total 5000-00 · Salaries & Wages	45,290	123,646	(78,356)	(63)%
5100-00 · Rent				
5110-00 · Utilities	1,201	870	331	38%
5140-00 · Repairs & Maintenance	4,454	0	4,454	100%
5150-00 · Office - Cleaning	1,655	1,522	133	9%
5100-00 · Rent - Other	12,780	12,208	572	5%
Total 5100-00 · Rent	20,090	14,600	5,491	38%
5310-00 · Telephone				
5320-00 · Telephone	2,962	2,418	544	23%
Total 5310-00 · Telephone	2,962	2,418	544	23%
5420-00 · Mail - USPS	44	341	(297)	(87)%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4,658	1,867	2,791	150%
5520-00 · Supplies - Other	1,545	1,864	(319)	(17)%

North Lake Tahoe Resort Association
Profit & Loss
June 2018

Accrual Basis

	Jun 18	Jun 17	\$ Change	% Change
Total 5520-00 · Supplies	6,204	3,731	2,472	66%
5610-00 · Depreciation	149	216	(67)	(31)%
5700-00 · Equipment Support & Maintenance	2,420	1,043	1,377	132%
5710-00 · Taxes, Licenses & Fees	2,458	(193)	2,652	1,371%
5740-00 · Equipment Rental/Leasing	1,132	1,849	(717)	(39)%
5800-00 · Training Seminars	781	0	781	100%
5815 · Training Video Series	0	1,388	(1,388)	(100)%
5830-00 · Commission Due to Third Party	0	(4,610)	4,610	100%
5850-00 · Artist of Month - Commissions	253	405	(152)	(38)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	80	400	(320)	(80)%
5921-00 · Professional Fees - Other	0	12,557	(12,557)	(100)%
5900-00 · Professional Fees - Other	0	4,031	(4,031)	(100)%
Total 5900-00 · Professional Fees	80	16,988	(16,908)	(100)%
5941-00 · Research & Planning	0	15,690	(15,690)	(100)%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0	1,706	(1,706)	(100)%
5948-00 · Transportation Projects - Other	0	11,148	(11,148)	(100)%
Total 5948-00 · Transportation Projects	0	12,854	(12,854)	(100)%
6020-00 · Programs				
6016-00 · Special Event Partnership	46,250	17,372	28,878	166%
6018-00 · Business Assoc. Grants	10,000	0	10,000	100%
Total 6020-00 · Programs	56,250	17,372	38,878	224%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	2,800	105	2,695	2,567%
6421-03 · Barcelona Soccer	0	3,000	(3,000)	(100)%
6421-05 · No Barriers	0	579	(579)	(100)%
6421-08 · Tough Mudder	40,000	0	40,000	100%
6421-09 · Wanderlust	7,327	5,278	2,050	39%
6421-15 · Lake Tahoe Dance Collective	0	5,000	(5,000)	(100)%
Total 6420-01 · Sponsorships	50,127	13,962	36,166	259%
6421-00 · New Event Development	3,085	0	3,085	100%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	17,381	(17,381)	(100)%
6422-05 · Other	0	2,500	(2,500)	(100)%
6422-06 · Music Campaign	860	10,452	(9,592)	(92)%
Total 6422-00 · Event Media	860	30,332	(29,472)	(97)%
6424-00 · Event Operation Expenses	7,585	8,863	(1,278)	(14)%
Total 6420-00 · Events	61,657	53,157	8,500	16%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,594	136	1,458	1,071%
6436-00 · Membership - Wnt/Sum Rec Lunch	15	997	(982)	(99)%
6437-00 · Tuesday Morning Breakfast Club	486	594	(108)	(18)%
6441-00 · Membership - Miscellaneous Exp	0	16	(16)	(100)%
6442-00 · Public Relations/Website	3,765	0	3,765	100%
6444-00 · Trades	825	0	825	100%
6423-00 · Membership Activities - Other	0	285	(285)	(100)%
Total 6423-00 · Membership Activities	6,684	2,027	4,657	230%
6730-00 · Marketing Cooperative/Media	144,215	126,500	17,715	14%
6742-00 · Non-NLT Co-Op Marketing Program	11,607	440	11,167	2,538%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	6,735	4,280	2,455	57%

North Lake Tahoe Resort Association
Profit & Loss
June 2018

Accrual Basis

	Jun 18	Jun 17	\$ Change	% Change
6743-03 · Touch Lake Tahoe	63	(1,000)	1,063	106%
6743-04 · High Notes	16,200	17,290	(1,090)	(6)%
6743-05 · Peak Your Adventure	20,300	18,739	1,560	8%
Total 6743-00 · BACC Marketing Programs	43,297	39,309	3,988	10%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	137	37	100	274%
59900 · POS Inventory Adjustments	20	516	(496)	(96)%
8100-00 · Cost of Goods Sold - Other	5,837	5,577	260	5%
Total 8100-00 · Cost of Goods Sold	5,993	6,130	(136)	(2)%
8200-00 · Associate Relations	1,948	858	1,090	127%
8300-00 · Board Functions	0	849	(849)	(100)%
8500-00 · Credit Card Fees	830	609	221	36%
8700-00 · Automobile Expenses	578	412	166	40%
8750-00 · Meals/Meetings	260	962	(702)	(73)%
8810-00 · Dues & Subscriptions	655	261	394	151%
8920-00 · Bad Debt	4,483	1,132	3,351	296%
Total Expense	420,585	440,649	(20,063)	(5)%
Net Ordinary Income	(86,888)	(331,685)	244,796	74%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	275	(253)	(92)%
Total Other Income	23	275	(253)	(92)%
Net Other Income	23	275	(253)	(92)%
Net Income	(86,866)	(331,409)	244,544	74%

**North Lake Tahoe Resort Association
Profit & Loss by Class**

Accrual Basis

June 2018

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	51 - TMPI	60 - Membe...	70 - Admini...	Unclassified	TOTAL
Ordinary Income/Expense										
Income										
4050-00 · County of Placer TOT Funding	227,326	27,317	0	43,136	0	3,403	0	0	0	301,182
4200-00 · Membership Dues	0	0	0	0	0	0	5,086	0	0	5,086
4205-00 · Conference Dues	0	917	0	0	0	0	0	0	0	917
4250-00 · Revenues-Membership Activities										
4250-01 · Community Awards	0	0	0	0	0	0	85	0	0	85
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,001	0	0	2,001
4251-00 · Tues AM Breakfast Club	0	0	0	0	0	0	929	0	0	929
4250-00 · Revenues-Membership Activities - Other	0	0	0	0	0	0	1,670	0	(100)	1,570
Total 4250-00 · Revenues-Membership Activities	0	0	0	0	0	0	4,685	0	(100)	4,585
4252-00 · Sponsorships	0	0	0	0	0	0	250	0	0	250
4600-00 · Commissions										
4601-00 · Commissions - South Shore	0	2,358	0	0	0	0	0	0	0	2,358
4600-00 · Commissions - Other	0	7,916	0	0	0	0	0	0	0	7,916
Total 4600-00 · Commissions	0	10,274	0	0	0	0	0	0	0	10,274
46000 · Merchandise Sales										
4502-00 · Non-Retail VIC income	0	0	0	240	0	0	0	0	0	240
46000 · Merchandise Sales - Other	0	0	0	11,163	0	0	0	0	0	11,163
Total 46000 · Merchandise Sales	0	0	0	11,403	0	0	0	0	0	11,403
Total Income	227,326	38,508	0	54,539	0	3,403	10,021	0	(100)	333,697
Gross Profit	227,326	38,508	0	54,539	0	3,403	10,021	0	(100)	333,697
Expense										
5000-00 · Salaries & Wages										
5000-01 · In-Market Administration	1,375	0	0	0	0	0	(1,375)	0	0	0
5010-00 · Sales Commissions	(3,848)	(5,622)	0	(1,732)	0	0	(23)	(35)	0	(11,260)
5020-00 · P/R - Tax Expense	1,714	1,206	(172)	1,391	(172)	34	728	3,518	0	8,246
5030-00 · P/R - Health Insurance Expense	5,597	1,369	0	182	0	5	288	1,083	0	8,524
5060-00 · 401 (k)	908	654	(86)	365	(86)	69	26	501	0	2,353
5070-00 · Other Benefits and Expenses	31	42	0	80	0	0	13	22	0	188
5000-00 · Salaries & Wages - Other	25,482	10,084	(12,667)	7,738	(13,495)	2,069	863	17,165	0	37,239
Total 5000-00 · Salaries & Wages	31,259	7,733	(12,925)	8,023	(13,753)	2,178	520	22,255	0	45,290
5100-00 · Rent										
5110-00 · Utilities	101	51	0	923	0	4	14	109	0	1,201
5140-00 · Repairs & Maintenance	0	0	0	4,454	0	0	0	0	0	4,454
5150-00 · Office - Cleaning	292	146	0	853	0	10	40	314	0	1,655
5100-00 · Rent - Other	2,133	1,025	0	6,663	0	72	365	2,523	0	12,780
Total 5100-00 · Rent	2,526	1,221	0	12,893	0	86	419	2,946	0	20,090
5310-00 · Telephone										
5320-00 · Telephone	478	127	0	642	0	38	147	1,529	0	2,962
Total 5310-00 · Telephone	478	127	0	642	0	38	147	1,529	0	2,962
5420-00 · Mail - USPS	0	0	0	0	0	0	0	44	0	44
5510-00 · Insurance/Bonding	50	17	0	88	0	5	19	86	0	264
5520-00 · Supplies										
5525-00 · Supplies - Computer <\$1000	2,915	20	0	786	0	1	901	36	0	4,658
5520-00 · Supplies - Other	48	24	0	653	0	2	101	718	0	1,545
Total 5520-00 · Supplies	2,962	43	0	1,439	0	3	1,002	754	0	6,204
5610-00 · Depreciation	0	0	0	118	0	0	0	31	0	149
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	0	0	2,420	0	2,420
5710-00 · Taxes, Licenses & Fees	54	13	0	68	0	4	15	2,305	0	2,458
5740-00 · Equipment Rental/Leasing	277	122	0	246	0	33	166	288	0	1,132
5800-00 · Training Seminars	0	0	0	781	0	0	0	0	0	781
5850-00 · Artist of Month - Commissions	0	0	0	253	0	0	0	0	0	253
5900-00 · Professional Fees										
5910-00 · Professional Fees - Attorneys	0	0	0	0	0	0	0	80	0	80
Total 5900-00 · Professional Fees	0	0	0	0	0	0	0	80	0	80
6020-00 · Programs										
6016-00 · Special Event Partnership	46,250	0	0	0	0	0	0	0	0	46,250
6018-00 · Business Assoc. Grants	10,000	0	0	0	0	0	0	0	0	10,000
Total 6020-00 · Programs	56,250	0	0	0	0	0	0	0	0	56,250
6420-00 · Events										
6420-01 · Sponsorships										
6023-00 · Autumn Food & Wine	2,800	0	0	0	0	0	0	0	0	2,800
6421-08 · Tough Mudder	40,000	0	0	0	0	0	0	0	0	40,000
6421-09 · Wanderlust	7,327	0	0	0	0	0	0	0	0	7,327
Total 6420-01 · Sponsorships	50,127	0	0	0	0	0	0	0	0	50,127
6421-00 · New Event Development	3,085	0	0	0	0	0	0	0	0	3,085
6422-00 · Event Media										
6422-06 · Music Campaign	860	0	0	0	0	0	0	0	0	860
Total 6422-00 · Event Media	860	0	0	0	0	0	0	0	0	860
6424-00 · Event Operation Expenses	7,585	0	0	0	0	0	0	0	0	7,585
Total 6420-00 · Events	61,657	0	0	0	0	0	0	0	0	61,657
6423-00 · Membership Activities										
6434-00 · Community Awards Dinner	0	0	0	0	0	0	1,594	0	0	1,594
6436-00 · Membership - Wnt/Sum Rec Lunch	15	0	0	0	0	0	0	0	0	15
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	486	0	0	486
6442-00 · Public Relations/Website	0	0	0	0	0	0	3,765	0	0	3,765
6444-00 · Trades	0	0	0	0	0	0	1,100	0	(275)	825
Total 6423-00 · Membership Activities	15	0	0	0	0	0	6,944	0	(275)	6,684
6730-00 · Marketing Cooperative/Media	135,048	9,167	0	0	0	0	0	0	0	144,215
6742-00 · Non-NLT Co-Op Marketing Program	11,607	0	0	0	0	0	0	0	0	11,607
6743-00 · BACC Marketing Programs										
6743-01 · Shop Local	6,735	0	0	0	0	0	0	0	0	6,735

North Lake Tahoe Resort Association
Profit & Loss by Class

Accrual Basis

June 2018

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	51 - TMPI	60 - Membe...	70 - Admini...	Unclassified	TOTAL
6743-03 · Touch Lake Tahoe	63	0	0	0	0	0	0	0	0	63
6743-04 · High Notes	16,200	0	0	0	0	0	0	0	0	16,200
6743-05 · Peak Your Adventure	20,300	0	0	0	0	0	0	0	0	20,300
Total 6743-00 · BACC Marketing Programs	43,297	0	0	0	0	0	0	0	0	43,297
8100-00 · Cost of Goods Sold										
51100 · Freight and Shipping Costs	0	0	0	137	0	0	0	0	0	137
59900 · POS Inventory Adjustments	0	0	0	20	0	0	0	0	0	20
8100-00 · Cost of Goods Sold - Other	0	0	0	5,837	0	0	0	0	0	5,837
Total 8100-00 · Cost of Goods Sold	0	0	0	5,993	0	0	0	0	0	5,993
8200-00 · Associate Relations	0	550	0	0	0	0	0	1,398	0	1,948
8500-00 · Credit Card Fees	0	0	0	225	0	0	560	45	0	830
8700-00 · Automobile Expenses	45	0	0	35	0	0	44	454	0	578
8750-00 · Meals/Meetings	27	0	0	80	0	0	69	84	0	260
8810-00 · Dues & Subscriptions	270	0	0	0	0	0	0	385	0	655
8920-00 · Bad Debt	0	7,380	0	400	0	0	(3,297)	0	0	4,483
Total Expense	345,823	26,373	(12,925)	31,284	(13,753)	2,347	6,608	35,104	(275)	420,585
Net Ordinary Income	(118,497)	12,135	12,925	23,255	13,753	1,057	3,413	(35,104)	175	(86,888)
Other Income/Expense										
Other Income										
4700-00 · Revenues- Interest & Investment	6	0	0	0	0	0	0	17	0	23
Total Other Income	6	0	0	0	0	0	0	17	0	23
Other Expense										
8990-00 · Allocated	26,677	3,623	0	4,498	0	645	1,956	(37,398)	0	0
Total Other Expense	26,677	3,623	0	4,498	0	645	1,956	(37,398)	0	0
Net Other Income	(26,671)	(3,623)	0	(4,498)	0	(645)	(1,956)	37,415	0	23
Net Income	(145,168)	8,512	12,925	18,757	13,753	411	1,457	2,311	175	(86,866)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	301,182	301,181	1	3,747,600	3,747,600	0	3,747,600
4200-00 · Membership Dues	5,086	13,500	(8,414)	124,677	150,000	(25,323)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4205-00 · Conference Dues	917	0	917	11,000	7,690	3,310	7,690
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	18,522	12,000	6,522	12,000
4250-05 · Sponsorships	0	0	0	12,440	6,500	5,940	6,500
4250-01 · Community Awards - Other	85	0	85	18,190	22,500	(4,310)	22,500
Total 4250-01 · Community Awards	85	0	85	49,152	41,000	8,152	41,000
4250-02 · Chamber Events	0	6,725	(6,725)	373	12,725	(12,352)	12,725
4250-03 · Summer/Winter Rec Luncheon	2,001	3,000	(999)	5,410	7,300	(1,890)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	1,000	2,000	(1,000)	2,000
4251-00 · Tues AM Breakfast Club - Other	929	750	179	5,514	8,250	(2,736)	8,250
Total 4251-00 · Tues AM Breakfast Club	929	1,050	(121)	6,514	10,250	(3,736)	10,250
4250-00 · Revenues-Membership Activities - Other	1,570	175	1,395	3,199	1,925	1,274	1,925
Total 4250-00 · Revenues-Membership Activities	4,585	10,950	(6,365)	64,648	73,200	(8,552)	73,200
4252-00 · Sponsorships	250	0	250	1,250	0	1,250	0
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,358	500	1,858	5,982	15,121	(9,139)	15,121
4600-00 · Commissions - Other	7,916	7,210	706	59,195	106,771	(47,577)	106,771
Total 4600-00 · Commissions	10,274	7,710	2,564	65,176	121,892	(56,716)	121,892
4600 · Merchandise Sales							
4502-00 · Non-Retail VIC income	240	1,200	(960)	9,263	9,000	263	9,000
46000 · Merchandise Sales - Other	11,163	15,213	(4,050)	88,388	93,356	(4,968)	93,356
Total 46000 · Merchandise Sales	11,403	16,413	(5,010)	97,651	102,356	(4,705)	102,356
4720-00 · Miscellaneous	0			415			
Total Income	333,697	349,755	(16,058)	4,190,120	4,202,813	(12,693)	4,202,813
Gross Profit	333,697	349,755	(16,058)	4,190,120	4,202,813	(12,693)	4,202,813
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(11,260)	0	(11,260)	6,147	31,378	(25,231)	31,378
5020-00 · P/R - Tax Expense	8,246	7,895	351	92,721	105,626	(12,906)	105,626
5030-00 · P/R - Health Insurance Expense	8,524	9,333	(809)	92,683	122,314	(29,631)	122,314
5040-00 · P/R - Workmans Comp	0	398	(398)	12,288	6,287	6,001	6,287
5060-00 · 401 (k)	2,353	2,385	(32)	34,558	35,773	(1,215)	35,773
5070-00 · Other Benefits and Expenses	188	552	(364)	4,518	5,530	(1,013)	5,530
5000-00 · Salaries & Wages - Other	37,239	89,976	(52,737)	1,033,729	1,154,729	(121,000)	1,154,729
Total 5000-00 · Salaries & Wages	45,290	110,539	(65,249)	1,276,644	1,461,637	(184,994)	1,461,637
5100-00 · Rent							
5110-00 · Utilities	1,201	928	273	11,009	12,006	(996)	12,006
5140-00 · Repairs & Maintenance	4,454	661	3,794	10,917	8,258	2,659	8,258
5150-00 · Office - Cleaning	1,655	556	1,099	8,935	8,995	(60)	8,995
5100-00 · Rent - Other	12,780	13,783	(1,003)	149,946	163,716	(13,770)	163,716
Total 5100-00 · Rent	20,090	15,927	4,163	180,808	192,975	(12,167)	192,975
5310-00 · Telephone							
5320-00 · Telephone	2,962	2,651	311	28,805	30,565	(1,760)	30,565
5350-00 · Internet	0			25	0	25	0
5310-00 · Telephone - Other	0	58	(58)	0	288	(288)	288
Total 5310-00 · Telephone	2,962	2,709	253	28,830	30,853	(2,023)	30,853
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	89	(89)	0	1,019	(1,019)	1,019
5480-00 · Mail - Fed Ex	0	21	(21)	121	349	(229)	349
5420-00 · Mail - USPS - Other	44	243	(199)	3,360	2,977	383	2,977
Total 5420-00 · Mail - USPS	44	353	(309)	3,481	4,346	(866)	4,346
5510-00 · Insurance/Bonding	264	673	(409)	7,779	9,518	(1,739)	9,518
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	4,658	300	4,359	5,927	4,743	1,184	4,743
5520-00 · Supplies - Other	1,545	1,178	367	14,097	15,030	(933)	15,030
Total 5520-00 · Supplies	6,204	1,478	4,726	20,024	19,773	251	19,773
5610-00 · Depreciation	149	339	(190)	2,546	4,805	(2,259)	4,805
5700-00 · Equipment Support & Maintenance	2,420	996	1,424	13,895	13,562	333	13,562
5710-00 · Taxes, Licenses & Fees	2,458	808	1,650	13,707	10,151	3,556	10,151
5740-00 · Equipment Rental/Leasing	1,132	1,516	(384)	16,568	19,094	(2,526)	19,094
5800-00 · Training Seminars	781	54	727	5,342	20,097	(14,755)	20,097
5810-00 · Public Outreach	0	0	0	0	5,056	(5,056)	5,056
5815 · Training Video Series	0	1,000	(1,000)	1,058	13,631	(12,573)	13,631

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
5820 · Sales CRM/CMS	0			0	2,000	(2,000)	2,000
5830-00 · Commission Due to Third Party	0			765			
5850-00 · Artist of Month - Commissions	253	227	25	4,159	2,500	1,659	2,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	80	1,000	(920)	9,840	10,000	(160)	10,000
5920-00 · Professional Fees - Accountant	0	0	0	26,250	22,000	4,250	22,000
5921-00 · Professional Fees - Other	0	0	0	56,540	3,750	52,790	3,750
Total 5900-00 · Professional Fees	80	1,000	(920)	92,630	35,750	56,880	35,750
5940-00 · Research & Planning Membership	0			3,000	3,276	(276)	3,276
5941-00 · Research & Planning	0	0	0	2,266	7,042	(4,776)	7,042
6020-00 · Programs							
6016-00 · Special Event Partnership	46,250	20,000	26,250	49,750	50,000	(250)	50,000
6018-00 · Business Assoc. Grants	10,000	0	10,000	30,000	30,000	0	30,000
Total 6020-00 · Programs	56,250	20,000	36,250	79,750	80,000	(250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	2,800	0	2,800	117,572	37,000	80,572	37,000
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,000
6421-02 · AMGEN Tour of California	0	0	0	0	22,000	(22,000)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	3,000	(3,000)	3,000
6421-04 · Broken Arrow Skyrace	0	0	0	15,000	15,000	0	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	40,000	20,000	20,000	40,000	40,000	0	40,000
6421-09 · Wanderlust	7,327	3,000	4,327	41,370	37,000	4,370	37,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	20,808	19,400	1,408	19,400
6421-13 · Big Blue Adventure	0	0	0	0	15,000	(15,000)	15,000
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	5,000	(5,000)	5,000
Total 6420-01 · Sponsorships	50,127	23,000	27,127	513,750	472,400	41,350	472,400
6421-00 · New Event Development	3,085	0	3,085	10,020	17,600	(7,580)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	0	0	74	25,000	(24,926)	25,000
6422-06 · Music Campaign	860	0	860	3,566	0	3,566	0
Total 6422-00 · Event Media	860	0	860	3,640	25,000	(21,360)	25,000
6424-00 · Event Operation Expenses	7,585	0	7,585	7,684	9,000	(1,317)	9,000
Total 6420-00 · Events	61,657	23,000	38,657	535,094	524,000	11,094	524,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,594	0	1,594	25,426	18,500	6,926	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	15	1,425	(1,410)	3,096	4,185	(1,089)	4,185
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	6,043	7,150	(1,107)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	3,765	295	3,470	6,910	8,465	(1,555)	8,465
6444-00 · Trades	825	275	550	3,340	2,130	1,210	2,130
6423-00 · Membership Activities - Other	0	75	(75)	459	750	(291)	750
Total 6423-00 · Membership Activities	6,684	2,720	3,964	45,579	41,180	4,399	41,180
6490-00 · Classified Ads	0	70	(70)	50	773	(723)	773
6701-00 · Market Study Reports/Research	0	70	(70)	808	1,242	(435)	1,242
6730-00 · Marketing Cooperative/Media	144,215	136,881	7,334	1,411,821	1,411,821	0	1,411,821
6740-00 · Media/Collateral/Production	0	0	0	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	11,607	5,000	6,607	23,705	80,000	(56,295)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	11,607	5,000	6,607	23,705	84,000	(60,295)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	6,735	2,000	4,735	17,375	20,000	(2,625)	20,000
6743-03 · Touch Lake Tahoe	63	0	63	17,971	20,000	(2,029)	20,000
6743-04 · High Notes	16,200	11,000	5,200	20,000	20,000	(0)	20,000
6743-05 · Peak Your Adventure	20,300	20,000	300	20,300	20,000	300	20,000
Total 6743-00 · BACC Marketing Programs	43,297	33,000	10,297	75,646	80,000	(4,354)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	137	180	(43)	1,799	2,126	(327)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,278)	(1,305)	(973)	(1,305)
59900 · POS Inventory Adjustments	20	103	(83)	513	1,210	(696)	1,210
8100-00 · Cost of Goods Sold - Other	5,837	5,559	278	50,268	44,647	5,621	44,647
Total 8100-00 · Cost of Goods Sold	5,993	5,724	270	50,302	46,678	3,624	46,678
8200-00 · Associate Relations	1,948	454	1,495	3,931	4,309	(378)	4,309
8300-00 · Board Functions	0	858	(858)	7,610	9,888	(2,278)	9,888
8500-00 · Credit Card Fees	830	449	381	6,679	6,067	612	6,067
8700-00 · Automobile Expenses	578	544	33	4,803	6,556	(1,753)	6,556
8750-00 · Meals/Meetings	260	782	(522)	3,777	8,183	(4,406)	8,183
8810-00 · Dues & Subscriptions	655	678	(22)	7,272	12,636	(5,364)	12,636
8910-00 · Travel	0	418	(418)	2,132	9,085	(6,953)	9,085

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

All Departments

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
8920-00 · Bad Debt	4,483	310	4,173	20,373	10,330	10,043	10,330
Total Expense	420,585	368,577	52,008	3,952,834	4,197,813	(244,979)	4,197,813
Net Ordinary Income	(86,888)	(18,822)	(68,066)	237,286	5,000	232,286	5,000
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			276			
Total Other Income	23			276			
Other Expense							
8990-00 · Allocated	0	1,835	(1,835)	0	0	0	0
Total Other Expense	0	1,835	(1,835)	0	0	0	0
Net Other Income	23	(1,835)	1,858	276	0	276	0
Net Income	(86,866)	(20,657)	(66,208)	237,562	5,000	232,562	5,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,326	227,326	1	2,953,965	2,953,965	0	2,953,965
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
Total Income	227,326	227,326	1	3,031,593	2,953,965	77,628	2,953,965
Gross Profit	227,326	227,326	1	3,031,593	2,953,965	77,628	2,953,965
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	16,500	16,500	0	16,500
5010-00 · Sales Commissions	(3,848)			(3,848)	0	(3,848)	0
5020-00 · P/R - Tax Expense	1,714	2,146	(432)	19,308	27,902	(8,594)	27,902
5030-00 · P/R - Health Insurance Expense	5,597	2,295	3,302	35,268	29,840	5,428	29,840
5040-00 · P/R - Workmans Comp	0	98	(98)	2,512	1,271	1,241	1,271
5060-00 · 401 (k)	908	807	101	8,082	10,490	(2,408)	10,490
5070-00 · Other Benefits and Expenses	31	152	(122)	1,388	1,977	(589)	1,977
5000-00 · Salaries & Wages - Other	25,482	22,372	3,110	245,710	290,834	(45,125)	290,834
Total 5000-00 · Salaries & Wages	31,259	29,245	2,015	324,920	378,813	(53,894)	378,813
5100-00 · Rent							
5110-00 · Utilities	101	96	5	1,522	1,650	(128)	1,650
5140-00 · Repairs & Maintenance	0	73	(73)	586	525	61	525
5150-00 · Office - Cleaning	292	69	222	2,578	2,310	268	2,310
5100-00 · Rent - Other	2,133	1,932	201	23,806	23,259	547	23,259
Total 5100-00 · Rent	2,526	2,171	355	28,492	27,744	748	27,744
5310-00 · Telephone							
5320-00 · Telephone	478	456	22	6,619	5,459	1,160	5,459
Total 5310-00 · Telephone	478	456	22	6,619	5,459	1,160	5,459
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	16	(16)	0	173	(173)	173
5480-00 · Mail - Fed Ex	0	20	(20)	69	243	(174)	243
5420-00 · Mail - USPS - Other	0	0	0	666	0	666	0
Total 5420-00 · Mail - USPS	0	36	(36)	735	416	319	416
5510-00 · Insurance/Bonding	50	242	(192)	1,602	2,902	(1,300)	2,902
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2,915	0	2,915	3,153	0	3,153	0
5520-00 · Supplies - Other	48	258	(210)	2,258	3,090	(832)	3,090
Total 5520-00 · Supplies	2,962	258	2,705	5,411	3,090	2,321	3,090
5610-00 · Depreciation	0	38	(38)	206	457	(251)	457
5700-00 · Equipment Support & Maintenance	0	172	(172)	2,501	2,060	441	2,060
5710-00 · Taxes, Licenses & Fees	54	47	7	69	515	(446)	515
5740-00 · Equipment Rental/Leasing	277	174	103	3,449	2,060	1,389	2,060
5800-00 · Training Seminars	0	0	0	1,917	5,077	(3,160)	5,077
5810-00 · Public Outreach	0	0	0	0	1,650	(1,650)	1,650
5815 · Training Video Series	0	0	0	0	8,631	(8,631)	8,631
5820 · Sales CRM/CMS	0	0	0	0	2,000	(2,000)	2,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,220	0	1,220	0
5921-00 · Professional Fees - Other	0	0	0	42,523	0	42,523	0
Total 5900-00 · Professional Fees	0	0	0	43,743	0	43,743	0
5940-00 · Research & Planning Membership	0	0	0	0	2,870	(2,870)	2,870
5941-00 · Research & Planning	0	0	0	0	4,698	(4,698)	4,698
6020-00 · Programs							
6016-00 · Special Event Partnership	46,250	20,000	26,250	49,750	50,000	(250)	50,000
6018-00 · Business Assoc. Grants	10,000	0	10,000	30,000	30,000	0	30,000
Total 6020-00 · Programs	56,250	20,000	36,250	79,750	80,000	(250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	2,800	0	2,800	117,572	37,000	80,572	37,000
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,000
6421-02 · AMGEN Tour of California	0	0	0	0	22,000	(22,000)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	3,000	(3,000)	3,000
6421-04 · Broken Arrow Skyrace	0	0	0	15,000	15,000	0	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	0	0	40,000	40,000	0	40,000
6421-09 · Wanderlust	40,000	20,000	20,000	40,000	37,000	3,000	37,000
6421-10 · WinterWonderGrass - Tahoe	7,327	3,000	4,327	41,370	37,000	4,370	37,000
6421-13 · Big Blue Adventure	0	0	0	20,808	19,400	1,408	19,400
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	15,000	(15,000)	15,000
Total 6420-01 · Sponsorships	50,127	23,000	27,127	513,750	472,400	41,350	472,400
6421-00 · New Event Development	3,085	0	3,085	10,020	17,600	(7,580)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	0	0	74	25,000	(24,926)	25,000
6422-06 · Music Campaign	860	0	860	3,566	0	3,566	0
Total 6422-00 · Event Media	860	0	860	3,640	25,000	(21,360)	25,000
6424-00 · Event Operation Expenses	7,585	0	7,585	7,684	9,000	(1,317)	9,000
Total 6420-00 · Events	61,657	23,000	38,657	535,094	524,000	11,094	524,000
6423-00 · Membership Activities							
6436-00 · Membership - Wnt/Sum Rec Lunch	15			15			
Total 6423-00 · Membership Activities	15			15			
6490-00 · Classified Ads	0			50	0	50	0
6701-00 · Market Study Reports/Research	0	0	0	808	469	338	469
6730-00 · Marketing Cooperative/Media	135,048	125,881	9,167	1,301,821	1,292,654	9,167	1,292,654
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	11,607	5,000	6,607	22,205	80,000	(57,795)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	11,607	5,000	6,607	22,205	84,000	(61,795)	84,000
6743-00 · BACC Marketing Programs							

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

11 - Marketing

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
6743-01 · Shop Local	6,735	2,000	4,735	17,375	20,000	(2,625)	20,000
6743-03 · Touch Lake Tahoe	63	0	63	17,971	20,000	(2,029)	20,000
6743-04 · High Notes	16,200	11,000	5,200	20,000	20,000	(0)	20,000
6743-05 · Peak Your Adventure	20,300	20,000	300	20,300	20,000	300	20,000
Total 6743-00 · BACC Marketing Programs	43,297	33,000	10,297	75,646	80,000	(4,354)	80,000
8200-00 · Associate Relations	0	56	(56)	315	618	(303)	618
8500-00 · Credit Card Fees	0	0	0	110	0	110	0
8700-00 · Automobile Expenses	45	113	(68)	1,233	1,353	(120)	1,353
8750-00 · Meals/Meetings	27	325	(298)	2,336	3,605	(1,269)	3,605
8810-00 · Dues & Subscriptions	270	219	51	2,435	3,449	(1,014)	3,449
8910-00 · Travel	0	0	0	2,132	4,240	(2,108)	4,240
Total Expense	345,823	240,431	105,392	2,443,613	2,522,831	(79,218)	2,522,831
Net Ordinary Income	(118,497)	(13,105)	(105,392)	587,980	431,134	156,846	431,134
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6			75			
Total Other Income	6			75			
Other Expense							
8990-00 · Allocated	26,677	34,878	(8,201)	433,066	431,134	1,932	431,134
Total Other Expense	26,677	34,878	(8,201)	433,066	431,134	1,932	431,134
Net Other Income	(26,671)	(34,878)	8,207	(432,991)	(431,134)	(1,857)	(431,134)
Net Income	(145,168)	(47,983)	(97,184)	154,989	0	154,989	0

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

41 - Transportation

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	31,550	31,550	0	31,550
Total Income	0	0	0	31,550	31,550	0	31,550
Gross Profit	0	0	0	31,550	31,550	0	31,550
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(172)	0	(172)	1,115	766	349	766
5030-00 · P/R - Health Insurance Expense	0	0	0	224	714	(490)	714
5040-00 · P/R - Workmans Comp	0	0	0	106	30	76	30
5060-00 · 401 (k)	(86)	0	(86)	555	359	196	359
5070-00 · Other Benefits and Expenses	0	0	0	53	10	44	10
5000-00 · Salaries & Wages - Other	(12,667)	0	(12,667)	(3,779)	13,026	(16,805)	13,026
Total 5000-00 · Salaries & Wages	(12,925)	0	(12,925)	(1,726)	14,904	(16,630)	14,904
5100-00 · Rent							
5110-00 · Utilities	0	0	0	63	117	(54)	117
5140-00 · Repairs & Maintenance	0	0	0	5	99	(94)	99
5150-00 · Office - Cleaning	0	0	0	111	72	39	72
5100-00 · Rent - Other	0	0	0	646	1,923	(1,277)	1,923
Total 5100-00 · Rent	0	0	0	826	2,211	(1,385)	2,211
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	448	285	163	285
Total 5310-00 · Telephone	0	0	0	448	285	163	285
5420-00 · Mail - USPS	0	0	0	48	50	(2)	50
5510-00 · Insurance/Bonding	0	0	0	55	259	(204)	259
5520-00 · Supplies	0	0	0	27	500	(473)	500
5610-00 · Depreciation	0	0	0	11	426	(416)	426
5700-00 · Equipment Support & Maintenance	0	0	0	128	494	(366)	494
5710-00 · Taxes, Licenses & Fees	0	0	0	0	124	(124)	124
5740-00 · Equipment Rental/Leasing	0	0	0	406	330	76	330
5800-00 · Training Seminars	0	0	0	0	500	(500)	500
5810-00 · Public Outreach	0	0	0	0	750	(750)	750
5940-00 · Research & Planning Membership	0	0	0	3,000	406	2,594	406
5941-00 · Research & Planning	0	0	0	1,891	1,969	(78)	1,969
8200-00 · Associate Relations	0	0	0	6	0	6	0
8500-00 · Credit Card Fees	0	0	0	5	0	5	0
8700-00 · Automobile Expenses	0	0	0	67	250	(183)	250
8750-00 · Meals/Meetings	0	0	0	81	250	(169)	250
8810-00 · Dues & Subscriptions	0	0	0	502	2,988	(2,486)	2,988
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	(12,925)	0	(12,925)	5,774	26,946	(21,172)	26,946
Net Ordinary Income	12,925	0	12,925	25,776	4,604	21,172	4,604
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	2,471	4,604	(2,133)	4,604
Total Other Expense	0	0	0	2,471	4,604	(2,133)	4,604
Net Other Income	0	0	0	(2,471)	(4,604)	2,133	(4,604)
Net Income	12,925	0	12,925	23,305	0	23,305	0

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

42 - Visitor Center

Accrual Basis

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	43,136	43,136	0	402,964	402,964	0	402,964
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	240	1,200	(960)	9,263	9,000	263	9,000
46000 · Merchandise Sales - Other	11,163	15,213	(4,050)	88,388	93,356	(4,968)	93,356
Total 46000 · Merchandise Sales	11,403	16,413	(5,010)	97,651	102,356	(4,705)	102,356
4720-00 · Miscellaneous	0			400			
Total Income	54,539	59,549	(5,010)	501,015	505,320	(4,305)	505,320
Gross Profit	54,539	59,549	(5,010)	501,015	505,320	(4,305)	505,320
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(1,732)			(1,732)			
5020-00 · P/R - Tax Expense	1,391	2,131	(740)	15,402	19,635	(4,233)	19,635
5030-00 · P/R - Health Insurance Expense	182	2,135	(1,953)	16,024	27,755	(11,731)	27,755
5040-00 · P/R - Workmans Comp	0	66	(66)	3,870	861	3,009	861
5060-00 · 401 (k)	365	545	(180)	5,915	7,085	(1,169)	7,085
5070-00 · Other Benefits and Expenses	80	48	32	980	617	363	617
5000-00 · Salaries & Wages - Other	7,738	18,973	(11,235)	158,405	179,410	(21,005)	179,410
Total 5000-00 · Salaries & Wages	8,023	23,898	(15,875)	198,864	235,363	(36,499)	235,363
5100-00 · Rent							
5110-00 · Utilities	923	618	305	6,542	7,311	(769)	7,311
5140-00 · Repairs & Maintenance	4,454	157	4,297	6,914	1,731	5,183	1,731
5150-00 · Office - Cleaning	853	197	656	1,424	2,218	(794)	2,218
5100-00 · Rent - Other	6,663	7,751	(1,089)	78,005	91,356	(13,351)	91,356
Total 5100-00 · Rent	12,893	8,724	4,169	92,885	102,617	(9,732)	102,617
5310-00 · Telephone							
5320-00 · Telephone	642	534	108	5,497	4,789	708	4,789
Total 5310-00 · Telephone	642	534	108	5,497	4,789	708	4,789
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	73	(73)	0	846	(846)	846
5480-00 · Mail - Fed Ex	0	1	(1)	51	106	(55)	106
5420-00 · Mail - USPS - Other	0	27	(27)	685	297	388	297
Total 5420-00 · Mail - USPS	0	101	(101)	737	1,250	(513)	1,250
5510-00 · Insurance/Bonding	88	173	(85)	2,054	2,060	(6)	2,060
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	786	175	611	1,546	1,493	53	1,493
5520-00 · Supplies - Other	653	265	388	4,274	3,220	1,054	3,220
Total 5520-00 · Supplies	1,439	440	999	5,820	4,713	1,107	4,713
5610-00 · Depreciation	118	92	26	1,530	1,049	481	1,049
5700-00 · Equipment Support & Maintenance	0	276	(276)	1,526	3,313	(1,787)	3,313
5710-00 · Taxes, Licenses & Fees	68	28	40	83	309	(226)	309
5740-00 · Equipment Rental/Leasing	246	614	(368)	3,400	6,106	(2,706)	6,106
5800-00 · Training Seminars	781	54	727	781	3,090	(2,309)	3,090
5815 · Training Video Series	0	1,000	(1,000)	1,058	5,000	(3,942)	5,000
5850-00 · Artist of Month - Commissions	253	227	25	4,159	2,500	1,659	2,500
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0			216			
Total 5900-00 · Professional Fees	0	0	0	216	0	(5,000)	5,000
6740-00 · Media/Collateral/Production	0	0	0	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	1,500	0	1,500	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	137	180	(43)	1,799	2,126	(327)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,278)	(1,305)	(973)	(1,305)
59900 · POS Inventory Adjustments	20	103	(83)	513	1,210	(696)	1,210
8100-00 · Cost of Goods Sold - Other	5,837	5,559	278	50,268	44,647	5,621	44,647
Total 8100-00 · Cost of Goods Sold	5,993	5,724	270	50,302	46,678	3,624	46,678
8200-00 · Associate Relations	0	120	(120)	415	635	(220)	635
8500-00 · Credit Card Fees	225	302	(77)	2,899	3,487	(588)	3,487
8700-00 · Automobile Expenses	35	61	(26)	553	1,236	(683)	1,236
8750-00 · Meals/Meetings	80	92	(12)	612	897	(285)	897
8810-00 · Dues & Subscriptions	0	135	(135)	498	1,133	(635)	1,133
8910-00 · Travel	0	0	0	0	343	(343)	343
8920-00 · Bad Debt	400			400			
Total Expense	31,284	42,594	(11,310)	375,788	431,568	(55,780)	431,568
Net Ordinary Income	23,255	16,955	6,300	125,227	73,752	51,475	73,752
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,498	6,739	(2,241)	73,035	73,752	(716)	73,752
Total Other Expense	4,498	6,739	(2,241)	73,035	73,752	(716)	73,752
Net Other Income	(4,498)	(6,739)	2,241	(73,035)	(73,752)	716	(73,752)
Net Income	18,757	10,215	8,541	52,191	0	52,191	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

50 - Infrastructure

	Jun 18	Budget	\$ Over Bu...	Jul '17 - J...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	46,563	46,563	0	46,563
Total Income	0	0	0	46,563	46,563	0	46,563
Gross Profit	0	0	0	46,563	46,563	0	46,563
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(172)	0	(172)	2,157	1,411	746	1,411
5030-00 · P/R - Health Insurance Expense	0	0	0	381	1,586	(1,205)	1,586
5040-00 · P/R - Workmans Comp	0	0	0	179	64	115	64
5060-00 · 401 (k)	(86)	0	(86)	856	731	125	731
5070-00 · Other Benefits and Expenses	0	0	0	115	21	94	21
5000-00 · Salaries & Wages - Other	(13,495)	0	(13,495)	3,755	21,048	(17,293)	21,048
Total 5000-00 · Salaries & Wages	(13,753)	0	(13,753)	7,444	24,861	(17,417)	24,861
5100-00 · Rent							
5110-00 · Utilities	0	0	0	114	94	20	94
5140-00 · Repairs & Maintenance	0	0	0	21	120	(99)	120
5150-00 · Office - Cleaning	0	0	0	152	120	33	120
5100-00 · Rent - Other	0	0	0	1,062	2,964	(1,902)	2,964
Total 5100-00 · Rent	0	0	0	1,349	3,297	(1,948)	3,297
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	908	571	337	571
Total 5310-00 · Telephone	0	0	0	908	571	337	571
5420-00 · Mail - USPS	0	0	0	79	50	29	50
5510-00 · Insurance/Bonding	0	0	0	138	259	(121)	259
5520-00 · Supplies	0	0	0	58	500	(442)	500
5610-00 · Depreciation	0	0	0	28	426	(398)	426
5700-00 · Equipment Support & Maintenance	0	0	0	131	680	(549)	680
5710-00 · Taxes, Licenses & Fees	0	0	0	0	473	(473)	473
5740-00 · Equipment Rental/Leasing	0	0	0	1,103	2,223	(1,120)	2,223
5800-00 · Training Seminars	0	0	0	0	500	(500)	500
5810-00 · Public Outreach	0	0	0	0	2,656	(2,656)	2,656
5941-00 · Research & Planning	0	0	0	375	375	0	375
8200-00 · Associate Relations	0	0	0	15	0	15	0
8500-00 · Credit Card Fees	0	0	0	10	0	10	0
8700-00 · Automobile Expenses	0	0	0	116	500	(384)	500
8750-00 · Meals/Meetings	0	0	0	22	500	(478)	500
8810-00 · Dues & Subscriptions	0	0	0	2	1,646	(1,644)	1,646
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	(13,753)	0	(13,753)	11,778	39,767	(27,989)	39,767
Net Ordinary Income	13,753	0	13,753	34,785	6,796	27,989	6,796
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	4,091	6,796	(2,705)	6,796
Total Other Expense	0	0	0	4,091	6,796	(2,705)	6,796
Net Other Income	0	0	0	(4,091)	(6,796)	2,705	(6,796)
Net Income	13,753	0	13,753	30,693	0	30,693	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

51 - TMPI

	Jun 18	Budget	\$ Over Bu...	Jul '17 - J...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,403	3,403	0	17,016	17,016	0	17,016
Total Income	3,403	3,403	0	17,016	17,016	0	17,016
Gross Profit	3,403	3,403	0	17,016	17,016	0	17,016
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	34	140	(106)	133	769	(636)	769
5030-00 · P/R - Health Insurance Expense	5	0	5	38	0	38	0
5040-00 · P/R - Workmans Comp	0	5	(5)	49	30	19	30
5060-00 · 401 (k)	69	65	4	287	360	(73)	360
5070-00 · Other Benefits and Expenses	0	2	(2)	0	10	(10)	10
5000-00 · Salaries & Wages - Other	2,069	1,506	563	8,566	8,285	282	8,285
Total 5000-00 · Salaries & Wages	2,178	1,719	459	9,073	9,453	(380)	9,453
5100-00 · Rent							
5110-00 · Utilities	4			19			
5140-00 · Repairs & Maintenance	0			14			
5150-00 · Office - Cleaning	10			35			
5100-00 · Rent - Other	72	582	(510)	443	2,908	(2,465)	2,908
Total 5100-00 · Rent	86	582	(496)	512	2,908	(2,396)	2,908
5310-00 · Telephone							
5320-00 · Telephone	38			176			
5310-00 · Telephone - Other	0	58	(58)	0	288	(288)	288
Total 5310-00 · Telephone	38	58	(19)	176	288	(112)	288
5420-00 · Mail - USPS	0	10	(10)	28	50	(22)	50
5510-00 · Insurance/Bonding	5	20	(15)	25	100	(75)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1			1			
5520-00 · Supplies - Other	2	50	(48)	12	250	(238)	250
Total 5520-00 · Supplies	3	50	(47)	13	250	(237)	250
5610-00 · Depreciation	0			1			
5700-00 · Equipment Support & Maintenance	0	50	(50)	4	250	(246)	250
5710-00 · Taxes, Licenses & Fees	4	16	(12)	4	84	(80)	84
5740-00 · Equipment Rental/Leasing	33	30	3	197	150	47	150
8700-00 · Automobile Expenses	0	50	(50)	0	250	(250)	250
8750-00 · Meals/Meetings	0	50	(50)	3	250	(247)	250
8910-00 · Travel	0	100	(100)	0	500	(500)	500
Total Expense	2,347	2,734	(387)	10,036	14,533	(4,497)	14,533
Net Ordinary Income	1,057	669	387	6,980	2,483	4,497	2,483
Other Income/Expense							
Other Expense							
8990-00 · Allocated	645	483	162	4,760	2,483	2,277	2,483
Total Other Expense	645	483	162	4,760	2,483	2,277	2,483
Net Other Income	(645)	(483)	(162)	(4,760)	(2,483)	(2,277)	(2,483)
Net Income	411	186	225	2,219	0	2,219	0

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	5,086	13,500	(8,414)	124,677	150,000	(25,323)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	18,522	12,000	6,522	12,000
4250-05 · Sponsorships	0	0	0	12,440	6,500	5,940	6,500
4250-01 · Community Awards - Other	85	0	85	18,190	22,500	(4,310)	22,500
Total 4250-01 · Community Awards	85	0	85	49,152	41,000	8,152	41,000
4250-02 · Chamber Events	0	6,725	(6,725)	373	12,725	(12,352)	12,725
4250-03 · Summer/Winter Rec Luncheon	2,001	3,000	(999)	5,410	7,300	(1,890)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	1,000	2,000	(1,000)	2,000
4251-00 · Tues AM Breakfast Club - Other	929	750	179	5,514	8,250	(2,736)	8,250
Total 4251-00 · Tues AM Breakfast Club	929	1,050	(121)	6,514	10,250	(3,736)	10,250
4250-00 · Revenues-Membership Activities - Other	1,670	175	1,495	3,299	1,925	1,374	1,925
Total 4250-00 · Revenues-Membership Activities	4,685	10,950	(6,265)	64,748	73,200	(8,452)	73,200
4252-00 · Sponsorships	250	0	250	1,250	0	1,250	0
4720-00 · Miscellaneous	0			15			
Total Income	10,021	24,450	(14,429)	190,765	223,275	(32,510)	223,275
Gross Profit	10,021	24,450	(14,429)	190,765	223,275	(32,510)	223,275
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(16,500)	(16,500)	0	(16,500)
5010-00 · Sales Commissions	(23)			(23)			
5020-00 · P/R - Tax Expense	728	525	203	7,117	6,853	265	6,853
5030-00 · P/R - Health Insurance Expense	288	950	(662)	10,685	12,990	(2,305)	12,990
5040-00 · P/R - Workmans Comp	0	75	(75)	775	930	(155)	930
5060-00 · 401 (k)	26	320	(294)	2,466	3,785	(1,319)	3,785
5070-00 · Other Benefits and Expenses	13	93	(80)	149	844	(695)	844
5000-00 · Salaries & Wages - Other	863	7,800	(6,937)	75,414	97,550	(22,136)	97,550
Total 5000-00 · Salaries & Wages	520	8,388	(7,868)	80,083	106,452	(26,369)	106,452
5100-00 · Rent							
5110-00 · Utilities	14	50	(36)	461	600	(139)	600
5140-00 · Repairs & Maintenance	0	55	(55)	125	605	(480)	605
5150-00 · Office - Cleaning	40	85	(45)	760	1,090	(330)	1,090
5100-00 · Rent - Other	365	725	(360)	7,748	8,700	(952)	8,700
Total 5100-00 · Rent	419	915	(496)	9,095	10,995	(1,900)	10,995
5310-00 · Telephone							
5320-00 · Telephone	147	216	(69)	2,519	2,686	(167)	2,686
Total 5310-00 · Telephone	147	216	(69)	2,519	2,686	(167)	2,686
5420-00 · Mail - USPS	0	50	(50)	659	1,000	(341)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	613	745	(132)	745
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	901	125	776	974	750	224	750
5520-00 · Supplies - Other	101	95	6	970	1,250	(280)	1,250
Total 5520-00 · Supplies	1,002	220	782	1,944	2,000	(56)	2,000
5610-00 · Depreciation	0	15	(15)	58	180	(122)	180
5700-00 · Equipment Support & Maintenance	0	55	(55)	642	1,325	(683)	1,325
5710-00 · Taxes, Licenses & Fees	15	50	(35)	16	200	(184)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	2,367	2,990	(623)	2,990
5800-00 · Training Seminars	0	0	0	0	1,250	(1,250)	1,250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	270	0	270	0
Total 5900-00 · Professional Fees	0	0	0	270	0	270	0
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,594	0	1,594	25,426	18,500	6,926	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,425	(1,425)	3,081	4,185	(1,104)	4,185
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	6,043	7,150	(1,107)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	3,765	295	3,470	6,910	8,465	(1,555)	8,465
6444-00 · Trades	1,100	275	825	3,615	2,130	1,485	2,130
6423-00 · Membership Activities - Other	0	75	(75)	459	750	(291)	750
Total 6423-00 · Membership Activities	6,944	2,720	4,224	45,839	41,180	4,659	41,180
8200-00 · Associate Relations	0	25	(25)	93	275	(182)	275
8300-00 · Board Functions	0			156			
8500-00 · Credit Card Fees	560	195	365	3,352	2,580	772	2,580
8700-00 · Automobile Expenses	44	75	(31)	598	1,025	(427)	1,025
8750-00 · Meals/Meetings	69	40	29	76	440	(364)	440

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
8810-00 · Dues & Subscriptions	0	50	(50)	307	765	(458)	765
8920-00 · Bad Debt	(3,297)	310	(3,607)	12,593	10,330	2,263	10,330
Total Expense	6,608	13,629	(7,021)	161,279	186,418	(25,139)	186,418
Net Ordinary Income	3,413	10,821	(7,408)	29,486	36,857	(7,371)	36,857
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,956	2,718	(762)	31,802	31,857	(55)	31,857
Total Other Expense	1,956	2,718	(762)	31,802	31,857	(55)	31,857
Net Other Income	(1,956)	(2,718)	762	(31,802)	(31,857)	55	(31,857)
Net Income	1,457	8,103	(6,646)	(2,316)	5,000	(7,316)	5,000

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

70 - Administration

Accrual Basis

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	(35)			(35)			
5020-00 · P/R - Tax Expense	3,518	2,561	957	33,708	33,295	414	33,295
5030-00 · P/R - Health Insurance Expense	1,083	2,586	(1,503)	13,064	33,618	(20,554)	33,618
5040-00 · P/R - Workmans Comp	0	154	(154)	2,995	1,997	997	1,997
5060-00 · 401 (k)	501	438	63	9,776	5,700	4,076	5,700
5070-00 · Other Benefits and Expenses	22	98	(76)	954	1,273	(319)	1,273
5000-00 · Salaries & Wages - Other	17,165	34,091	(16,925)	399,918	405,907	(5,989)	405,907
Total 5000-00 · Salaries & Wages	22,255	39,928	(17,673)	460,380	481,790	(21,410)	481,790
5100-00 · Rent							
5110-00 · Utilities	109	117	(8)	1,532	1,406	125	1,406
5140-00 · Repairs & Maintenance	0	375	(375)	2,965	4,271	(1,306)	4,271
5150-00 · Office - Cleaning	314	171	144	2,585	2,031	554	2,031
5100-00 · Rent - Other	2,523	1,807	716	26,827	21,012	5,815	21,012
Total 5100-00 · Rent	2,946	2,469	477	33,909	28,720	5,189	28,720
5310-00 · Telephone							
5320-00 · Telephone	1,529	1,088	441	10,232	12,611	(2,379)	12,611
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	1,529	1,088	441	10,257	12,611	(2,354)	12,611
5420-00 · Mail - USPS	44	43	1	936	721	215	721
5510-00 · Insurance/Bonding	86	147	(61)	1,982	1,751	231	1,751
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	36	0	36	161	2,000	(1,839)	2,000
5520-00 · Supplies - Other	718	421	297	5,862	5,210	652	5,210
Total 5520-00 · Supplies	754	421	333	6,023	7,210	(1,187)	7,210
5610-00 · Depreciation	31	176	(145)	622	2,018	(1,396)	2,018
5700-00 · Equipment Support & Maintenance	2,420	311	2,109	7,863	3,840	4,023	3,840
5710-00 · Taxes, Licenses & Fees	2,305	667	1,638	13,523	8,240	5,283	8,240
5740-00 · Equipment Rental/Leasing	288	218	70	3,938	2,575	1,363	2,575
5800-00 · Training Seminars	0	0	0	2,644	6,180	(3,536)	6,180
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	80	1,000	(920)	8,620	10,000	(1,380)	10,000
5920-00 · Professional Fees - Accountant	0	0	0	26,250	22,000	4,250	22,000
5921-00 · Professional Fees - Other	0	0	0	13,531	3,750	9,781	3,750
Total 5900-00 · Professional Fees	80	1,000	(920)	48,401	35,750	12,651	35,750
6490-00 · Classified Ads	0	70	(70)	0	773	(773)	773
6701-00 · Market Study Reports/Research	0	70	(70)	0	773	(773)	773
8200-00 · Associate Relations	1,398	206	1,193	2,366	2,266	101	2,266
8300-00 · Board Functions	0	858	(858)	7,454	9,888	(2,434)	9,888
8500-00 · Credit Card Fees	45	(48)	93	205	0	205	0
8700-00 · Automobile Expenses	454	93	361	2,235	1,030	1,205	1,030
8750-00 · Meals/Meetings	84	125	(41)	648	1,391	(743)	1,391
8810-00 · Dues & Subscriptions	385	127	259	3,053	1,648	1,405	1,648
8910-00 · Travel	0	318	(318)	0	3,502	(3,502)	3,502
Total Expense	35,104	48,286	(13,182)	606,440	612,675	(6,235)	612,675
Net Ordinary Income	(35,104)	(48,286)	13,182	(606,440)	(612,675)	6,235	(612,675)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17			201			
Total Other Income	17			201			
Other Expense							
8990-00 · Allocated	(37,398)	(48,286)	10,888	(608,063)	(612,675)	4,613	(612,675)
Total Other Expense	(37,398)	(48,286)	10,888	(608,063)	(612,675)	4,613	(612,675)
Net Other Income	37,415	48,286	(10,871)	608,263	612,675	(4,412)	612,675
Net Income	2,311	(0)	2,311	1,823	0	1,823	0

North Lake Tahoe Resort Association

PRELIMINARY

Accrual Basis

Balance Sheet

As of July 31, 2018

	Jul 31, 18	Jul 31, 17	\$ Change	% Change	FYE 2017-18 Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
ADP P/R Clearing	0	2,468	(2,468)	(100%)	0
1001-00 · Petty Cash	189	203	(14)	(7%)	289
1003-00 · Cash - Operations BOTW #6712	701,932	923,445	(221,513)	(24%)	619,232
1007-00 · Cash - Payroll BOTW #7421	10,813	3,760	7,053	188%	6,195
1008-00 · Marketing Reserve - Plumas	50,175	50,100	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,466	100,266	200	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	83,406	99,269	(15,863)	(16%)	88,355
10950 · Cash in Drawer	302	507	(205)	(40%)	597
Total Checking/Savings	976,865	1,209,600	(232,735)	(19%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	22,823	47,023	(24,200)	(51%)	24,331
1290-00 · A/R - TOT	285,445	0	285,445	100%	0
Total Accounts Receivable	308,268	47,023	261,245	556%	24,331
Other Current Assets					
1200-99 · AR Other	(41)	1,614	(1,655)	(103%)	(41)
12000 · Undeposited Funds	0	26	(26)	(100%)	0
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	15,745	0	15,745	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	2,390	7,872	(5,482)	(70%)	2,870
Total 1201-00 · WebLink Accounts Receivable	18,135	7,872	10,263	130%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,500)	(3,246)	746	23%	(2,500)
12100 · Inventory Asset	26,265	29,306	(3,041)	(10%)	28,203
1299 · Receivable from NLTMC	5,649	0	5,649	100%	19,605
1490-00 · Security Deposits	1,250	50	1,200	2,400%	650
Total Other Current Assets	48,758	35,622	13,136	37%	52,204
Total Current Assets	1,333,891	1,292,245	41,646	3%	971,402
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,762)	(673)	(9%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(18,629)	(16,840)	(1,789)	(11%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	2,892	5,354	(2,462)	(46%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	8,666	2,380	6,286	264%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	16,402	18,609	(2,207)	(12%)	17,116
Total 1400-00 · Prepaid Expenses	26,068	21,989	4,079	19%	27,267
Total Other Assets	26,068	21,989	4,079	19%	27,267
TOTAL ASSETS	1,362,851	1,319,588	43,263	3%	1,001,711

North Lake Tahoe Resort Association

PRELIMINARY

Balance Sheet

As of July 31, 2018

Accrual Basis

	Jul 31, 18	Jul 31, 17	\$ Change	% Change	FYE 2017-18 Jun 30, 18
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	12,747	438,280	(425,533)	(97%)	31,145
Total Accounts Payable	12,747	438,280	(425,533)	(97%)	31,145
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-01 · MC_5901_Hall	0	0	0	0%	0
2080-02 · MC_6765_Jason	15	823	(808)	(98%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-06 · MC_5288_Emily	0	749	(749)	(100%)	0
2080-08 · MC_5755_John	0	0	0	0%	0
2080-09 · MC_0319_Sarah	0	969	(969)	(100%)	0
2080-10 · MC_9495_AI	555	3,605	(3,050)	(85%)	180
2080-11 · MC_3978_Amber	1,506	1,765	(259)	(15%)	3,070
2080-12 · MC_3960_Natalie	0	465	(465)	(100%)	0
2080-13 · MC_6903_Cindy	1,568	0	1,568	100%	2,430
2080-14 · MC_6193_Daphne	761	0	761	100%	83
Total 2080-00 · Bank of the West - Master Cards	4,405	8,376	(3,971)	(47%)	5,903
Total Credit Cards	4,405	8,376	(3,971)	(47%)	5,903
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	45,965	38,973	6,992	18%	36,870
2101-00 · Incentive Payable	53,443	23,273	30,170	130%	48,866
2102-00 · Commissions Payable	5,644	9,530	(3,886)	(41%)	3,443
2120-00 · Empl. Federal Tax Payable	5,421	3,118	2,303	74%	3,072
2175-00 · 401 (k) Plan	1,420	1,559	(139)	(9%)	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	160,897	151,178	9,719	6%	142,413
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	943	0	943	100%	853
25500 · *Sales Tax Payable	3,217	842	2,375	282%	1,941
Total 2190-00 · Sales and Use Tax Payable	4,160	842	3,318	394%	2,794
2250-00 · Accrued Expenses	49,521	19,040	30,481	160%	49,521
2400-42 · Marketing Co-op	1,000	0	1,000	100%	67,000
2400-60 · Deferred Revenue- Member Dues	65,935	51,090	14,845	29%	56,979
2500-00 · Deferred Revenue - TMBC	535	0	535	100%	535
2651-00 · Deferred Rev - Conference	8,525	10,083	(1,558)	(15%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,202	248	3,954	1,594%	502
2900-00 · Due To/From County of Placer	9,215	231,039	(221,824)	(96%)	9,215
Total Other Current Liabilities	654,295	463,520	190,775	41%	328,959
Total Current Liabilities	671,447	910,176	(238,729)	(26%)	366,007
Total Liabilities	671,447	910,176	(238,729)	(26%)	366,007
Equity					
32000 · Unrestricted Net Assets	228,808	(8,754)	237,562	2,714%	(8,754)
3300-11 · Designated Marketing Reserve	256,830	256,830	0	0%	256,830
3301 · Cash Flow Reserve	100,048	100,065	(17)	(0%)	100,048

North Lake Tahoe Resort Association

PRELIMINARY

Accrual Basis

Balance Sheet

As of July 31, 2018

3302 · Marketing Cash Reserve
TOTAL I Net Income
Total Equity

	<u>Jul 31, 18</u>	<u>Jul 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>FYE 2017-18</u>
					<u>Jun 30, 18</u>
	50,018	50,024	(6)	(0%)	50,018
	55,700	11,242	44,458	395%	237,562
	691,404	409,407	281,997	69%	635,704
	<u>1,362,851</u>	<u>1,319,583</u>	<u>43,268</u>	<u>3%</u>	<u>1,001,711</u>

North Lake Tahoe Resort Association
A/R Aging Summary - Jul'18
As of July 31, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Allied PRA DSC Inc. (Dest Svcs Corp)	0	550	0	0	550	1,100
Cedar House Sport Hotel	0	550	0	0	0	550
County of Placer	285,445	0	0	0	0	285,445
Destination Tahoe Meetings & Events	0	550	0	0	0	550
Event Specialists	0	550	0	0	0	550
Forest Suites Resort	0	550	0	0	0	550
Granlibakken Resort	2,129	0	0	0	0	2,129
Hampton Inn & Suites	0	0	2,978	0	0	2,978
Hard Rock Hotel & Casino Lake Tahoe	0	550	0	0	0	550
Harrah's/Harveys Casino	0	550	2,358	0	0	2,908
Hotel Becket	0	550	0	0	0	550
Hotel Truckee - Tahoe	0	550	0	0	0	550
PlumpJack Squaw Valley Inn	676	0	0	0	0	676
Ritz-Carlton Lake Tahoe	0	0	8,048	0	0	8,048
Tahoe Mountain Resorts Lodging	0	550	0	0	0	550
The Village at Squaw Valley	0	0	584	0	0	584
TOTAL	288,250	5,500	13,968	0	550	308,268

Accounts Receivable Summary

Invoices With Apply Dates Through July 31, 2018
Aged as of Tuesday, July 31, 2018

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	1,225.19	0.00	0.00	0.00	1,225.19
Community Awards 2018- Employee Award		0.00	0.00	0.00	0.00	40.00	0.00	40.00
Community Awards 2018- Luminary Award		0.00	0.00	0.00	0.00	0.00	400.00	400.00
Community Awards 2018- Ticket		0.00	0.00	0.00	0.00	0.00	255.00	255.00
Dues		0.00	6,760.00	2,450.00	0.00	2,195.00	4,605.00	16,010.00
Email Blast		0.00	155.00	0.00	0.00	0.00	0.00	155.00
Sponsorships		0.00	0.00	250.00	0.00	0.00	0.00	250.00
TMBC - Ticket		0.00	75.00	0.00	0.00	0.00	0.00	75.00
Total Open Invoices		0.00	6,990.00	3,925.19	0.00	2,235.00	5,260.00	18,410.19

Unapplied Payments With Payment
Dates Prior to and Including
07/31/2018

Pre-Payments: Payments Made Prior to 07/31/2018 on Invoices With Apply Dates After 07/31/2018

Page 32 of 33

Total Pre-Payments

Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)

18,410.19

PRELIMINARY

North Lake Tahoe Resort Association
A/P Aging Summary
As of July 31, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
About a Boy ...	103	367	0	0	0	470
Accountemps	0	0	0	0	(35)	(35)
Airport Self Storage	314	0	0	0	0	314
Amber Burke	17	0	0	0	0	17
Anne-Karin Atwood*	25	0	0	0	0	25
AT & T*	314	180	0	0	0	495
Aurora World, Inc.	477	0	0	0	(352)	125
Chris Werfel	26	0	0	0	0	26
Cindy Gustafson	145	0	0	0	0	145
Clear Channel Outdoor	0	1,200	0	0	0	1,200
CoPower	0	87	0	0	0	87
Crystal Range Associates	59	0	0	0	0	59
Dawn Teran	44	0	0	0	0	44
Eric Hansen	335	0	0	0	0	335
InfiniSource Benefits	70	0	0	0	0	70
iPROMOTEu	0	3,421	0	0	0	3,421
IVCB Visitors Bureau*	0	1,091	0	0	0	1,091
Jason Neary	25	0	0	0	0	25
Karen Colbert	242	0	0	0	0	242
LexiConn Internet Services	25	0	0	0	0	25
Liz Bowling	45	0	0	0	0	45
Mona Schulte	96	0	0	0	0	96
Native to this Place	0	(375)	0	0	0	(375)
North Tahoe Self Storage	0	166	0	0	0	166
Office Boss	0	88	0	0	0	88
Parks Project	200	0	0	0	0	200
Placer County Tax Collector	0	205	0	0	0	205
Porter Simon*	60	0	0	0	0	60
Principal Financial Group	0	0	0	0	364	364
SDBX Studio, LLC.	0	0	184	0	0	184
SF Notes Haus Maus	1,005	0	0	0	0	1,005
Sierra Essentials	653	0	0	0	0	653
Spectrum	0	44	0	0	0	44
Tahoe Basics	0	276	0	0	(198)	78
Tahoe Quarterly*	0	168	0	0	0	168
Tahoe Tessie	96	0	0	0	0	96
Tahoe Tree Company	0	510	0	0	0	510
Tahoe Truckee Sierra Disposal*	226	0	0	0	0	226
Van Siclen, DeWitt	428	0	0	0	0	428
Wholesale Resort Accessories, Inc.	407	0	0	0	22	429
YIG Administration	0	(34)	(25)	(25)	(17)	(102)
TOTAL	5,437	7,393	158	(25)	(217)	12,747

North Lake Tahoe Resort Association Profit & Loss

July 2018

Accrual Basis

	Jul 18	Jul 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	535,445	462,199	73,246	16%
4200-00 · Membership Dues	11,008	12,149	(1,141)	(9)%
4205-00 · Conference Dues	825	917	(92)	(10)%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	75	0	75	100%
4250-00 · Revenues-Membership Activities - Other	160	0	160	100%
Total 4250-00 · Revenues-Membership Activities	235	0	235	100%
4600-00 · Commissions	2,805	21,396	(18,591)	(87)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	425	3,798	(3,373)	(89)%
46000 · Merchandise Sales - Other	17,178	13,395	3,784	28%
Total 46000 · Merchandise Sales	17,603	17,193	411	2%
Total Income	567,921	513,853	54,068	11%
Gross Profit	567,921	513,853	54,068	11%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	4,609	1,706	2,903	170%
5020-00 · P/R - Tax Expense	7,383	9,686	(2,303)	(24)%
5030-00 · P/R - Health Insurance Expense	4,605	8,592	(3,987)	(46)%
5060-00 · 401 (k)	2,750	4,468	(1,718)	(39)%
5070-00 · Other Benefits and Expenses	516	240	276	115%
5000-00 · Salaries & Wages - Other	89,324	72,503	16,821	23%
Total 5000-00 · Salaries & Wages	109,187	97,194	11,993	12%
5100-00 · Rent				
5110-00 · Utilities	1,020	980	41	4%
5140-00 · Repairs & Maintenance	510	145	366	253%
5150-00 · Office - Cleaning	0	675	(675)	(100)%
5100-00 · Rent - Other	12,780	12,433	347	3%
Total 5100-00 · Rent	14,311	14,232	78	1%
5310-00 · Telephone				
5320-00 · Telephone	3,952	2,262	1,690	75%
5350-00 · Internet	25	25	0	0%
Total 5310-00 · Telephone	3,977	2,287	1,690	74%
5420-00 · Mail - USPS	21	9	12	131%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	260	73	187	256%
5520-00 · Supplies - Other	1,143	535	608	114%
Total 5520-00 · Supplies	1,403	608	795	131%
5610-00 · Depreciation	149	233	(84)	(36)%
5700-00 · Equipment Support & Maintenance	10	3,698	(3,688)	(100)%
5710-00 · Taxes, Licenses & Fees	522	899	(377)	(42)%
5740-00 · Equipment Rental/Leasing	170	1,128	(957)	(85)%
5830-00 · Commission Due to Third Party	0	765	(765)	(100)%
5850-00 · Artist of Month - Commissions	180	186	(6)	(3)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	840	140	700	500%
5921-00 · Professional Fees - Other	5,363	5,938	(575)	(10)%
Total 5900-00 · Professional Fees	6,203	6,078	125	2%
5940-00 · Research & Planning Membership	0	3,000	(3,000)	(100)%

North Lake Tahoe Resort Association
Profit & Loss
July 2018

Accrual Basis

	Jul 18	Jul 17	\$ Change	% Change
5941-00 · Research & Planning	0	750	(750)	(100)%
6020-00 · Programs				
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	(100)%
Total 6020-00 · Programs	0	10,000	(10,000)	(100)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	(100)%
6421-06 · Spartan	250,000	250,000	0	0%
6421-09 · Wanderlust	0	43	(43)	(100)%
6421-14 · Tahoe Trail 100	0	5,000	(5,000)	(100)%
Total 6420-01 · Sponsorships	250,000	285,043	(35,043)	(12)%
6424-00 · Event Operation Expenses	1,374	0	1,374	100%
Total 6420-00 · Events	251,374	285,043	(33,668)	(12)%
6423-00 · Membership Activities				
6436-00 · Membership - Wnt/Sum Rec Lunch	0	10	(10)	(100)%
6442-00 · Public Relations/Website	580	277	304	110%
Total 6423-00 · Membership Activities	580	287	294	102%
6730-00 · Marketing Cooperative/Media	111,384	63,250	48,134	76%
6742-00 · Non-NLT Co-Op Marketing Program	1,282	1,600	(318)	(20)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	212	220	(8)	(4)%
52500 · Purchase Discounts	(15)	0	(15)	(100)%
59900 · POS Inventory Adjustments	(48)	69	(116)	(169)%
8100-00 · Cost of Goods Sold - Other	8,797	6,971	1,826	26%
Total 8100-00 · Cost of Goods Sold	8,946	7,259	1,687	23%
8200-00 · Associate Relations	627	0	627	100%
8300-00 · Board Functions	96	53	43	81%
8500-00 · Credit Card Fees	529	550	(21)	(4)%
8700-00 · Automobile Expenses	331	325	6	2%
8750-00 · Meals/Meetings	77	62	15	24%
8810-00 · Dues & Subscriptions	623	1,489	(866)	(58)%
8920-00 · Bad Debt	0	1,363	(1,363)	(100)%
Total Expense	512,245	502,611	9,634	2%
Net Ordinary Income	55,676	11,242	44,435	395%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	0	23	100%
Total Other Income	23	0	23	100%
Net Other Income	23	0	23	100%
Net Income	55,700	11,242	44,458	396%

North Lake Tahoe Resort Association
Profit & Loss by Class

July 2018

Accrual Basis

	11 - Marketing	30 - Conference	42 - VIC	51 - TMPI	60 - Members...	70 - Administr...	Unclassified	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	471,390	29,441	33,928	686	0	0	0	535,445
4200-00 · Membership Dues	0	0	0	0	11,008	0	0	11,008
4205-00 · Conference Dues	0	825	0	0	0	0	0	825
4250-00 · Revenues-Membership Activities								
4251-00 · Tues AM Breakfast Club	0	0	0	0	75	0	0	75
4250-00 · Revenues-Membership Activities - Other	0	0	0	0	160	0	0	160
Total 4250-00 · Revenues-Membership Activities	0	0	0	0	235	0	0	235
4600-00 · Commissions	0	2,805	0	0	0	0	0	2,805
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0	0	425	0	0	0	0	425
46000 · Merchandise Sales - Other	0	0	17,178	0	0	0	0	17,178
Total 46000 · Merchandise Sales	0	0	17,603	0	0	0	0	17,603
Total Income	471,390	33,071	51,531	686	11,243	0	0	567,921
Gross Profit	471,390	33,071	51,531	686	11,243	0	0	567,921
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375	0	0	0	(1,375)	0	0	0
5010-00 · Sales Commissions	0	4,609	0	0	0	0	0	4,609
5020-00 · P/R - Tax Expense	1,742	1,049	1,978	(94)	313	2,396	0	7,383
5030-00 · P/R - Health Insurance Expense	2,438	1,129	161	5	258	757	(143)	4,605
5060-00 · 401 (k)	929	559	586	21	175	480	0	2,750
5070-00 · Other Benefits and Expenses	40	42	17	0	3	414	0	516
5000-00 · Salaries & Wages - Other	26,194	11,862	17,758	724	5,912	26,874	0	89,324
Total 5000-00 · Salaries & Wages	32,718	19,249	20,500	657	5,286	30,921	(143)	109,187
5100-00 · Rent								
5110-00 · Utilities	156	73	570	7	28	186	0	1,020
5140-00 · Repairs & Maintenance	0	0	510	0	0	0	0	510
5100-00 · Rent - Other	2,133	1,025	6,663	72	365	2,523	0	12,780
Total 5100-00 · Rent	2,289	1,098	7,743	79	393	2,709	0	14,311
5310-00 · Telephone								
5320-00 · Telephone	943	293	1,101	62	258	1,294	0	3,952
5350-00 · Internet	0	0	0	0	0	25	0	25
Total 5310-00 · Telephone	943	293	1,101	62	258	1,319	0	3,977
5420-00 · Mail - USPS	0	0	0	0	0	21	0	21
5510-00 · Insurance/Bonding	50	17	88	5	19	86	0	264
5520-00 · Supplies								
5525-00 · Supplies - Computer <\$1000	153	30	1	12	64	0	0	260
5520-00 · Supplies - Other	55	28	350	2	8	700	0	1,143
Total 5520-00 · Supplies	209	58	351	14	71	700	0	1,403
5610-00 · Depreciation	0	0	118	0	0	31	0	149
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	10	0	10
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	522	0	522
5740-00 · Equipment Rental/Leasing	32	11	57	3	12	55	0	170
5850-00 · Artist of Month - Commissions	0	0	180	0	0	0	0	180
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	0	0	0	0	0	840	0	840
5921-00 · Professional Fees - Other	0	0	0	0	0	5,363	0	5,363
Total 5900-00 · Professional Fees	0	0	0	0	0	6,203	0	6,203
6420-00 · Events								
6420-01 · Sponsorships								
6421-06 · Spartan	250,000	0	0	0	0	0	0	250,000
Total 6420-01 · Sponsorships	250,000	0	0	0	0	0	0	250,000
6424-00 · Event Operation Expenses	1,327	0	0	0	48	0	0	1,374
Total 6420-00 · Events	251,327	0	0	0	48	0	0	251,374
6423-00 · Membership Activities								
6442-00 · Public Relations/Website	0	0	0	0	580	0	0	580
Total 6423-00 · Membership Activities	0	0	0	0	580	0	0	580
6730-00 · Marketing Cooperative/Media	111,384	0	0	0	0	0	0	111,384
6742-00 · Non-NLT Co-Op Marketing Program	1,082	0	200	0	0	0	0	1,282
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0	0	212	0	0	0	0	212
52500 · Purchase Discounts	0	0	(15)	0	0	0	0	(15)
59900 · POS Inventory Adjustments	0	0	(48)	0	0	0	0	(48)
8100-00 · Cost of Goods Sold - Other	0	0	8,797	0	0	0	0	8,797
Total 8100-00 · Cost of Goods Sold	0	0	8,946	0	0	0	0	8,946
8200-00 · Associate Relations	0	0	0	0	0	627	0	627
8300-00 · Board Functions	0	0	0	0	0	96	0	96
8500-00 · Credit Card Fees	0	0	288	0	242	0	0	529
8700-00 · Automobile Expenses	48	0	18	0	23	242	0	331
8750-00 · Meals/Meetings	0	0	0	0	0	77	0	77
8810-00 · Dues & Subscriptions	378	0	0	0	0	245	0	623
Total Expense	400,461	20,725	39,589	820	6,931	43,862	(143)	512,245
Net Ordinary Income	70,929	12,346	11,943	(134)	4,311	(43,862)	143	55,676
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	6	0	0	0	0	17	0	23
Total Other Income	6	0	0	0	0	17	0	23
Other Expense								
8990-00 · Allocated	31,537	4,342	5,921	88	1,974	(43,862)	0	0
Total Other Expense	31,537	4,342	5,921	88	1,974	(43,862)	0	0

**North Lake Tahoe Resort Association
Profit & Loss by Class**

July 2018

Accrual Basis

	11 - Marketing	30 - Conference	42 - VIC	51 - TMPI	60 - Members...	70 - Administr...	Unclassified	TOTAL
Net Other Income	(31,530)	(4,342)	(5,921)	(88)	(1,974)	43,879	0	23
Net Income	<u>39,399</u>	<u>8,004</u>	<u>6,021</u>	<u>(222)</u>	<u>2,338</u>	<u>17</u>	<u>143</u>	<u>55,700</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	535,445	555,570	(20,125)	535,445	555,570	(20,125)	3,793,727
4200-00 · Membership Dues	11,008	10,600	408	11,008	10,600	408	128,000
4205-00 · Conference Dues	825	825	0	825	825	0	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	212	(212)	0	212	(212)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	350	(350)	3,050
4251-00 · Tues AM Breakfast Club - Other	75	580	(505)	75	580	(505)	6,960
Total 4251-00 · Tues AM Breakfast Club	75	930	(855)	75	930	(855)	10,010
4250-00 · Revenues-Membership Activities - Other	160	0	160	160	0	160	0
Total 4250-00 · Revenues-Membership Activities	235	1,142	(907)	235	1,142	(907)	70,510
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,663	(1,663)	0	1,663	(1,663)	20,000
4600-00 · Commissions - Other	2,805	2,500	305	2,805	2,500	305	30,000
Total 4600-00 · Commissions	2,805	4,163	(1,358)	2,805	4,163	(1,358)	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	425	3,500	(3,075)	425	3,500	(3,075)	9,500
46000 · Merchandise Sales - Other	17,178	13,000	4,178	17,178	13,000	4,178	95,000
Total 46000 · Merchandise Sales	17,603	16,500	1,103	17,603	16,500	1,103	104,500
Total Income	567,921	588,800	(20,879)	567,921	588,800	(20,879)	4,156,637
Gross Profit	567,921	588,800	(20,879)	567,921	588,800	(20,879)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,609	637	3,972	4,609	637	3,972	7,600
5020-00 · P/R - Tax Expense	7,383	7,897	(514)	7,383	7,897	(514)	86,761
5030-00 · P/R - Health Insurance Expense	4,605	11,052	(6,447)	4,605	11,052	(6,447)	132,690
5040-00 · P/R - Workmans Comp	0	1,083	(1,083)	0	1,083	(1,083)	11,845
5060-00 · 401 (k)	2,750	3,724	(974)	2,750	3,724	(974)	43,048
5070-00 · Other Benefits and Expenses	516	583	(67)	516	583	(67)	7,029
5000-00 · Salaries & Wages - Other	89,324	92,521	(3,197)	89,324	92,521	(3,197)	1,068,067
Total 5000-00 · Salaries & Wages	109,187	117,497	(8,310)	109,187	117,497	(8,310)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,020	880	140	1,020	880	140	12,191
5140-00 · Repairs & Maintenance	510	3,901	(3,391)	510	3,901	(3,391)	46,850
5150-00 · Office - Cleaning	0	798	(798)	0	798	(798)	10,444
5100-00 · Rent - Other	12,780	12,941	(161)	12,780	12,941	(161)	155,468
Total 5100-00 · Rent	14,311	18,520	(4,209)	14,311	18,520	(4,209)	224,953
5310-00 · Telephone							
5320-00 · Telephone	3,952	2,129	1,823	3,952	2,129	1,823	25,548
5350-00 · Internet	25	0	25	25	0	25	0
5310-00 · Telephone - Other	0	464	(464)	0	464	(464)	5,535
Total 5310-00 · Telephone	3,977	2,593	1,384	3,977	2,593	1,384	31,083
5420-00 · Mail - USPS	21	326	(305)	21	326	(305)	5,203
5510-00 · Insurance/Bonding	264	688	(424)	264	688	(424)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	260	125	135	260	125	135	7,600
5520-00 · Supplies - Other	1,143	2,345	(1,202)	1,143	2,345	(1,202)	21,493
Total 5520-00 · Supplies	1,403	2,470	(1,067)	1,403	2,470	(1,067)	29,093
5610-00 · Depreciation	149	182	(33)	149	182	(33)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	10	1,118	(1,108)	13,412
5710-00 · Taxes, Licenses & Fees	522	1,046	(524)	522	1,046	(524)	12,951
5740-00 · Equipment Rental/Leasing	170	1,453	(1,283)	170	1,453	(1,283)	17,726
5800-00 · Training Seminars	0	413	(413)	0	413	(413)	16,450
5850-00 · Artist of Month - Commissions	180	462	(282)	180	462	(282)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	840	750	90	840	750	90	9,000
5920-00 · Professional Fees - Accountant	0	3,000	(3,000)	0	3,000	(3,000)	25,000
5921-00 · Professional Fees - Other	5,363	2,417	2,946	5,363	2,417	2,946	26,000
Total 5900-00 · Professional Fees	6,203	6,167	36	6,203	6,167	36	60,000
5941-00 · Research & Planning	0	0	0	0	0	0	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	10,000	(10,000)	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	250,000	250,000	0	250,000	250,000	0	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	250,000	280,000	(30,000)	250,000	280,000	(30,000)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	2,750	(2,750)	58,000
6424-00 · Event Operation Expenses	1,374	667	707	1,374	667	707	8,000
Total 6420-00 · Events	251,374	283,417	(32,043)	251,374	283,417	(32,043)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	7,150
6442-00 · Public Relations/Website	580	1,844	(1,264)	580	1,844	(1,264)	5,628
Total 6423-00 · Membership Activities	580	1,844	(1,264)	580	1,844	(1,264)	45,278
6730-00 · Marketing Cooperative/Media	111,384	121,651	(10,267)	111,384	121,651	(10,267)	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,282	4,318	(3,036)	1,282	4,318	(3,036)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	0	2,500	(2,500)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	0	2,500	(2,500)	0	2,500	(2,500)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	212	0	212	212	0	212	0
52500 · Purchase Discounts	(15)	0	(15)	(15)	0	(15)	0
59900 · POS Inventory Adjustments	(48)	0	(48)	(48)	0	(48)	0
8100-00 · Cost of Goods Sold - Other	8,797	6,823	1,974	8,797	6,823	1,974	49,875
Total 8100-00 · Cost of Goods Sold	8,946	6,823	2,123	8,946	6,823	2,123	49,875
8200-00 · Associate Relations	627	624	3	627	624	3	7,400
8300-00 · Board Functions	96	150	(54)	96	150	(54)	4,500
8500-00 · Credit Card Fees	529	825	(296)	529	825	(296)	6,658
8600-00 · Additional Opportunites	0	3,129	(3,129)	0	3,129	(3,129)	37,600
8700-00 · Automobile Expenses	331	577	(246)	331	577	(246)	6,183
8750-00 · Meals/Meetings	77	633	(556)	77	633	(556)	7,640
8810-00 · Dues & Subscriptions	623	850	(227)	623	850	(227)	10,220
8910-00 · Travel	0	0	0	0	0	0	6,600
Total Expense	512,245	590,276	(78,031)	512,245	590,276	(78,031)	4,153,480
Net Ordinary Income	55,676	(1,476)	57,152	55,676	(1,476)	57,152	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			23			
Total Other Income	23			23			
Other Expense							
8990-00 · Allocated	0	(0)	0	0	(0)	0	0
Total Other Expense	0	(0)	0	0	(0)	0	0
Net Other Income	23	0	23	23	0	23	0
Net Income	55,700	(1,476)	57,176	55,700	(1,476)	57,176	3,157

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Accrual Basis

11 - Marketing

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	471,390	488,141	(16,751)	471,390	488,141	(16,751)	2,983,906
Total Income	471,390	488,141	(16,751)	471,390	488,141	(16,751)	2,983,906
Gross Profit	471,390	488,141	(16,751)	471,390	488,141	(16,751)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	1,375	1,375	0	16,500
5020-00 · P/R - Tax Expense	1,742	1,930	(188)	1,742	1,930	(188)	22,712
5030-00 · P/R - Health Insurance Expense	2,438	4,080	(1,642)	2,438	4,080	(1,642)	48,960
5040-00 · P/R - Workmans Comp	0	194	(194)	0	194	(194)	2,268
5060-00 · 401 (k)	929	1,100	(171)	929	1,100	(171)	12,978
5070-00 · Other Benefits and Expenses	40	171	(131)	40	171	(131)	2,008
5000-00 · Salaries & Wages - Other	26,194	27,555	(1,361)	26,194	27,555	(1,361)	324,453
Total 5000-00 · Salaries & Wages	32,718	36,405	(3,687)	32,718	36,405	(3,687)	429,879
5100-00 · Rent							
5110-00 · Utilities	156	135	21	156	135	21	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	1,167	(1,167)	14,033
5150-00 · Office - Cleaning	0	175	(175)	0	175	(175)	2,700
5100-00 · Rent - Other	2,133	1,981	152	2,133	1,981	152	23,805
Total 5100-00 · Rent	2,289	3,458	(1,169)	2,289	3,458	(1,169)	42,158
5310-00 · Telephone							
5320-00 · Telephone	943	670	273	943	670	273	8,040
Total 5310-00 · Telephone	943	670	273	943	670	273	8,040
5420-00 · Mail - USPS	0	0	0	0	0	0	900
5510-00 · Insurance/Bonding	50	169	(119)	50	169	(119)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	153	0	153	153	0	153	3,600
5520-00 · Supplies - Other	55	415	(360)	55	415	(360)	5,000
Total 5520-00 · Supplies	209	415	(206)	209	415	(206)	8,600
5610-00 · Depreciation	0	20	(20)	0	20	(20)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	292	(292)	3,500
5740-00 · Equipment Rental/Leasing	32	315	(283)	32	315	(283)	3,780
5800-00 · Training Seminars	0	0	0	0	0	0	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	125	(125)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	417	(417)	5,000
Total 5900-00 · Professional Fees	0	542	(542)	0	542	(542)	6,500
5941-00 · Research & Planning	0	0	0	0	0	0	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	10,000	(10,000)	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	10,000	(10,000)	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	30,000	(30,000)	0	30,000	(30,000)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	250,000	250,000	0	250,000	250,000	0	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	0	0	0	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	250,000	280,000	(30,000)	250,000	280,000	(30,000)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	2,750	(2,750)	58,000
6424-00 · Event Operation Expenses	1,327	667	660	1,327	667	660	8,000
Total 6420-00 · Events	251,327	283,417	(32,090)	251,327	283,417	(32,090)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,380	4	111,384	111,380	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	1,082	834	248	1,082	834	248	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	0	2,500	(2,500)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	0	2,500	(2,500)	0	2,500	(2,500)	80,000
8200-00 · Associate Relations	0	134	(134)	0	134	(134)	1,600
8600-00 · Additional Opportunities	0	2,666	(2,666)	0	2,666	(2,666)	32,000
8700-00 · Automobile Expenses	48	125	(77)	48	125	(77)	1,500

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

11 - Marketing

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	0	300	(300)	0	300	(300)	3,600
8810-00 · Dues & Subscriptions	378	290	88	378	290	88	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
Total Expense	400,461	453,932	(53,471)	400,461	453,932	(53,471)	2,582,654
Net Ordinary Income	70,929	34,209	36,720	70,929	34,209	36,720	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6			6			
Total Other Income	6			6			
Other Expense							
8990-00 · Allocated	31,537	34,209	(2,673)	31,537	34,209	(2,673)	401,252
Total Other Expense	31,537	34,209	(2,673)	31,537	34,209	(2,673)	401,252
Net Other Income	(31,530)	(34,209)	2,679	(31,530)	(34,209)	2,679	(401,252)
Net Income	39,399	0	39,399	39,399	0	39,399	0

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

30 - Conference

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,441	29,441	(0)	29,441	29,441	(0)	352,299
4205-00 · Conference Dues	825	825	0	825	825	0	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,663	(1,663)	0	1,663	(1,663)	20,000
4600-00 · Commissions - Other	2,805	2,500	305	2,805	2,500	305	30,000
Total 4600-00 · Commissions	2,805	4,163	(1,358)	2,805	4,163	(1,358)	50,000
Total Income	33,071	34,429	(1,358)	33,071	34,429	(1,358)	412,199
Gross Profit	33,071	34,429	(1,358)	33,071	34,429	(1,358)	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,609	637	3,972	4,609	637	3,972	7,600
5020-00 · P/R - Tax Expense	1,049	1,162	(113)	1,049	1,162	(113)	13,977
5030-00 · P/R - Health Insurance Expense	1,129	1,627	(498)	1,129	1,627	(498)	19,590
5040-00 · P/R - Workmans Comp	0	173	(173)	0	173	(173)	2,065
5060-00 · 401 (k)	559	552	7	559	552	7	6,657
5070-00 · Other Benefits and Expenses	42	80	(38)	42	80	(38)	1,004
5000-00 · Salaries & Wages - Other	11,862	13,231	(1,369)	11,862	13,231	(1,369)	158,827
Total 5000-00 · Salaries & Wages	19,249	17,462	1,787	19,249	17,462	1,787	209,720
5100-00 · Rent							
5110-00 · Utilities	73	70	3	73	70	3	840
5140-00 · Repairs & Maintenance	0	44	(44)	0	44	(44)	517
5150-00 · Office - Cleaning	0	101	(101)	0	101	(101)	1,223
5100-00 · Rent - Other	1,025	950	75	1,025	950	75	11,433
Total 5100-00 · Rent	1,098	1,165	(67)	1,098	1,165	(67)	14,013
5310-00 · Telephone							
5320-00 · Telephone	293	206	87	293	206	87	2,472
Total 5310-00 · Telephone	293	206	87	293	206	87	2,472
5420-00 · Mail - USPS	0	38	(38)	0	38	(38)	500
5510-00 · Insurance/Bonding	17	112	(95)	17	112	(95)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	30	0	30	0
5520-00 · Supplies - Other	28	46	(18)	28	46	(18)	618
Total 5520-00 · Supplies	58	46	12	58	46	12	618
5610-00 · Depreciation	0	6	(6)	0	6	(6)	94
5700-00 · Equipment Support & Maintenance	0	145	(145)	0	145	(145)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	8	(8)	96
5740-00 · Equipment Rental/Leasing	11	151	(140)	11	151	(140)	1,856
6730-00 · Marketing Cooperative/Media	0	10,271	(10,271)	0	10,271	(10,271)	123,219
8200-00 · Associate Relations	0	25	(25)	0	25	(25)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	84	(84)	1,000
Total Expense	20,725	29,719	(8,994)	20,725	29,719	(8,994)	356,950
Net Ordinary Income	12,346	4,710	7,636	12,346	4,710	7,636	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,342	4,710	(368)	4,342	4,710	(368)	55,249
Total Other Expense	4,342	4,710	(368)	4,342	4,710	(368)	55,249
Net Other Income	(4,342)	(4,710)	368	(4,342)	(4,710)	368	(55,249)
Net Income	8,004	0	8,004	8,004	0	8,004	0

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

42 - Visitor Center

Accrual Basis

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	33,928	37,262	(3,334)	33,928	37,262	(3,334)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	425	3,500	(3,075)	425	3,500	(3,075)	9,500
46000 · Merchandise Sales - Other	17,178	13,000	4,178	17,178	13,000	4,178	95,000
Total 46000 · Merchandise Sales	17,603	16,500	1,103	17,603	16,500	1,103	104,500
Total Income	51,531	53,762	(2,231)	51,531	53,762	(2,231)	553,344
Gross Profit	51,531	53,762	(2,231)	51,531	53,762	(2,231)	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,978	2,093	(115)	1,978	2,093	(115)	17,550
5030-00 · P/R - Health Insurance Expense	161	1,806	(1,645)	161	1,806	(1,645)	21,672
5040-00 · P/R - Workmans Comp	0	520	(520)	0	520	(520)	5,193
5060-00 · 401 (k)	586	697	(111)	586	697	(111)	6,924
5070-00 · Other Benefits and Expenses	17	103	(86)	17	103	(86)	1,225
5000-00 · Salaries & Wages - Other	17,758	17,428	330	17,758	17,428	330	173,103
Total 5000-00 · Salaries & Wages	20,500	22,647	(2,147)	20,500	22,647	(2,147)	225,667
5100-00 · Rent							
5110-00 · Utilities	570	500	70	570	500	70	7,650
5140-00 · Repairs & Maintenance	510	2,290	(1,780)	510	2,290	(1,780)	27,500
5150-00 · Office - Cleaning	0	240	(240)	0	240	(240)	2,847
5100-00 · Rent - Other	6,663	7,022	(360)	6,663	7,022	(360)	84,297
Total 5100-00 · Rent	7,743	10,052	(2,309)	7,743	10,052	(2,309)	122,294
5310-00 · Telephone							
5320-00 · Telephone	1,101	0	1,101	1,101	0	1,101	0
5310-00 · Telephone - Other	0	464	(464)	0	464	(464)	5,535
Total 5310-00 · Telephone	1,101	464	637	1,101	464	637	5,535
5420-00 · Mail - USPS	0	149	(149)	0	149	(149)	1,744
5510-00 · Insurance/Bonding	88	147	(59)	88	147	(59)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1	125	(124)	1	125	(124)	1,500
5520-00 · Supplies - Other	350	1,172	(822)	350	1,172	(822)	7,375
Total 5520-00 · Supplies	351	1,297	(946)	351	1,297	(946)	8,875
5610-00 · Depreciation	118	92	26	118	92	26	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	300	(300)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	0	155
5740-00 · Equipment Rental/Leasing	57	431	(374)	57	431	(374)	5,150
5800-00 · Training Seminars	0	0	0	0	0	0	5,000
5850-00 · Artist of Month - Commissions	180	462	(282)	180	462	(282)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	200	3,484	(3,284)	200	3,484	(3,284)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	212	0	212	212	0	212	0
52500 · Purchase Discounts	(15)	0	(15)	(15)	0	(15)	0
59900 · POS Inventory Adjustments	(48)	0	(48)	(48)	0	(48)	0
8100-00 · Cost of Goods Sold - Other	8,797	6,823	1,974	8,797	6,823	1,974	49,875
Total 8100-00 · Cost of Goods Sold	8,946	6,823	2,123	8,946	6,823	2,123	49,875
8200-00 · Associate Relations	0	62	(62)	0	62	(62)	700
8500-00 · Credit Card Fees	288	575	(287)	288	575	(287)	3,658
8700-00 · Automobile Expenses	18	125	(107)	18	125	(107)	750
8750-00 · Meals/Meetings	0	63	(63)	0	63	(63)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	166	(166)	2,000
8910-00 · Travel	0	0	0	0	0	0	1,100
Total Expense	39,589	47,339	(7,750)	39,589	47,339	(7,750)	487,005
Net Ordinary Income	11,943	6,423	5,519	11,943	6,423	5,519	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,921	6,423	(502)	5,921	6,423	(502)	75,339
Total Other Expense	5,921	6,423	(502)	5,921	6,423	(502)	75,339
Net Other Income	(5,921)	(6,423)	502	(5,921)	(6,423)	502	(75,339)
Net Income	6,021	0	6,021	6,021	0	6,021	(9,000)

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,008	10,600	408	11,008	10,600	408	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	212	(212)	0	212	(212)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	350	(350)	3,050
4251-00 · Tues AM Breakfast Club - Other	75	580	(505)	75	580	(505)	6,960
Total 4251-00 · Tues AM Breakfast Club	75	930	(855)	75	930	(855)	10,010
4250-00 · Revenues-Membership Activities - Other	160	0	160	160	0	160	0
Total 4250-00 · Revenues-Membership Activities	235	1,142	(907)	235	1,142	(907)	70,510
Total Income	11,243	11,742	(500)	11,243	11,742	(500)	198,510
Gross Profit	11,243	11,742	(500)	11,243	11,742	(500)	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(1,375)	(1,375)	0	(16,500)
5020-00 · P/R - Tax Expense	313	549	(236)	313	549	(236)	6,566
5030-00 · P/R - Health Insurance Expense	258	888	(630)	258	888	(630)	10,656
5040-00 · P/R - Workmans Comp	0	10	(10)	0	10	(10)	87
5060-00 · 401 (k)	175	263	(88)	175	263	(88)	3,145
5070-00 · Other Benefits and Expenses	3	66	(63)	3	66	(63)	792
5000-00 · Salaries & Wages - Other	5,912	6,553	(641)	5,912	6,553	(641)	78,636
Total 5000-00 · Salaries & Wages	5,286	6,954	(1,668)	5,286	6,954	(1,668)	83,382
5100-00 · Rent							
5110-00 · Utilities	28	52	(24)	28	52	(24)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	25	(25)	300
5150-00 · Office - Cleaning	0	73	(73)	0	73	(73)	1,177
5100-00 · Rent - Other	365	817	(452)	365	817	(452)	9,826
Total 5100-00 · Rent	393	967	(574)	393	967	(574)	11,908
5310-00 · Telephone							
5320-00 · Telephone	258	253	5	258	253	5	3,036
Total 5310-00 · Telephone	258	253	5	258	253	5	3,036
5420-00 · Mail - USPS	0	50	(50)	0	50	(50)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	19	55	(36)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	64	0	64	500
5520-00 · Supplies - Other	8	87	(79)	8	87	(79)	1,000
Total 5520-00 · Supplies	71	87	(16)	71	87	(16)	1,500
5610-00 · Depreciation	0	8	(8)	0	8	(8)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	56	(56)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	0	200
5740-00 · Equipment Rental/Leasing	12	225	(213)	12	225	(213)	2,990
5800-00 · Training Seminars	0	0	0	0	0	0	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,500
Total 5900-00 · Professional Fees	0	0	0	0	0	0	1,500
6420-00 · Events							
6424-00 · Event Operation Expenses	48			48			
Total 6420-00 · Events	48			48			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	0	0	7,150
6442-00 · Public Relations/Website	580	1,844	(1,264)	580	1,844	(1,264)	5,628
Total 6423-00 · Membership Activities	580	1,844	(1,264)	580	1,844	(1,264)	45,278
8200-00 · Associate Relations	0	66	(66)	0	66	(66)	800
8500-00 · Credit Card Fees	242	250	(8)	242	250	(8)	3,000
8700-00 · Automobile Expenses	23	77	(54)	23	77	(54)	933
8750-00 · Meals/Meetings	0	150	(150)	0	150	(150)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	0	35	(35)	420
Total Expense	6,931	11,077	(4,146)	6,931	11,077	(4,146)	161,240
Net Ordinary Income	4,311	665	3,646	4,311	665	3,646	37,270

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

Accrual Basis

60 - Membership

	<u>Jul 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,974	2,141	(167)	1,974	2,141	(167)	25,113
Total Other Expense	1,974	2,141	(167)	1,974	2,141	(167)	25,113
Net Other Income	(1,974)	(2,141)	167	(1,974)	(2,141)	167	(25,113)
Net Income	<u>2,338</u>	<u>(1,476)</u>	<u>3,814</u>	<u>2,338</u>	<u>(1,476)</u>	<u>3,814</u>	<u>12,157</u>

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

70 - Administration

Accrual Basis

	Jul 18	Budget	\$ Over Budget	Jul 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,396	2,130	266	2,396	2,130	266	25,555
5030-00 · P/R - Health Insurance Expense	757	2,648	(1,890)	757	2,648	(1,890)	31,770
5040-00 · P/R - Workmans Comp	0	182	(182)	0	182	(182)	2,184
5060-00 · 401 (k)	480	1,089	(610)	480	1,089	(610)	13,072
5070-00 · Other Benefits and Expenses	414	163	251	414	163	251	2,000
5000-00 · Salaries & Wages - Other	26,874	27,188	(313)	26,874	27,188	(313)	326,250
Total 5000-00 · Salaries & Wages	30,921	33,399	(2,478)	30,921	33,399	(2,478)	400,831
5100-00 · Rent							
5110-00 · Utilities	186	123	63	186	123	63	1,476
5140-00 · Repairs & Maintenance	0	375	(375)	0	375	(375)	4,500
5150-00 · Office - Cleaning	0	209	(209)	0	209	(209)	2,497
5100-00 · Rent - Other	2,523	2,171	352	2,523	2,171	352	26,107
Total 5100-00 · Rent	2,709	2,878	(169)	2,709	2,878	(169)	34,580
5310-00 · Telephone							
5320-00 · Telephone	1,294	1,000	294	1,294	1,000	294	12,000
5350-00 · Internet	25			25			
Total 5310-00 · Telephone	1,319	1,000	319	1,319	1,000	319	12,000
5420-00 · Mail - USPS	21	89	(68)	21	89	(68)	1,059
5510-00 · Insurance/Bonding	86	205	(119)	86	205	(119)	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	0	0	2,000
5520-00 · Supplies - Other	700	625	75	700	625	75	7,500
Total 5520-00 · Supplies	700	625	75	700	625	75	9,500
5610-00 · Depreciation	31	56	(25)	31	56	(25)	650
5700-00 · Equipment Support & Maintenance	10	325	(315)	10	325	(315)	3,955
5710-00 · Taxes, Licenses & Fees	522	1,038	(516)	522	1,038	(516)	12,500
5740-00 · Equipment Rental/Leasing	55	331	(276)	55	331	(276)	3,950
5800-00 · Training Seminars	0	413	(413)	0	413	(413)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	840	625	215	840	625	215	7,500
5920-00 · Professional Fees - Accountant	0	3,000	(3,000)	0	3,000	(3,000)	25,000
5921-00 · Professional Fees - Other	5,363	2,000	3,363	5,363	2,000	3,363	19,500
Total 5900-00 · Professional Fees	6,203	5,625	578	6,203	5,625	578	52,000
8200-00 · Associate Relations	627	337	290	627	337	290	4,000
8300-00 · Board Functions	96	150	(54)	96	150	(54)	4,500
8600-00 · Additional Opportunitis	0	463	(463)	0	463	(463)	5,600
8700-00 · Automobile Expenses	242	250	(8)	242	250	(8)	3,000
8750-00 · Meals/Meetings	77	120	(43)	77	120	(43)	1,440
8810-00 · Dues & Subscriptions	245	275	(30)	245	275	(30)	3,300
Total Expense	43,862	47,579	(3,717)	43,862	47,579	(3,717)	558,070
Net Ordinary Income	(43,862)	(47,579)	3,717	(43,862)	(47,579)	3,717	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17			17			
Total Other Income	17			17			
Other Expense							
8990-00 · Allocated	(43,862)	(47,579)	3,717	(43,862)	(47,579)	3,717	(558,070)
Total Other Expense	(43,862)	(47,579)	3,717	(43,862)	(47,579)	3,717	(558,070)
Net Other Income	43,879	47,579	(3,700)	43,879	47,579	(3,700)	558,070
Net Income	17	0	17	17	0	17	0

KEY METRICS FOR July 30, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,486,550	
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238	
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406	
2015 - 2016	4,872,923	3,874,544	5,438,716	2,349,230	\$ 16,535,413	
2016 - 2017	5,505,352	3,358,686	6,117,066	3,349,251	\$ 18,330,355	
2017 - 2018	6,269,957	3,442,768	5,555,972	2,333,862	\$ 17,602,559	updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru June 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	7,373	7,680	7,036	7,541	7.18%
Phone	375	434	409	480	17.36%
Email	18	60	63	56	-11.11%
Kings Beach (Walk In)	1,976	1,576	3,669	6,059	65.14%
NLT - Event Traffic	519	1,150	1,281	1,588	23.97%
Total	10,261	10,900	12,458	15,724	26.22%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (as of Mar 2018, (Q3) 6 mth lag)					
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - June)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jul - Sept)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Oct - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

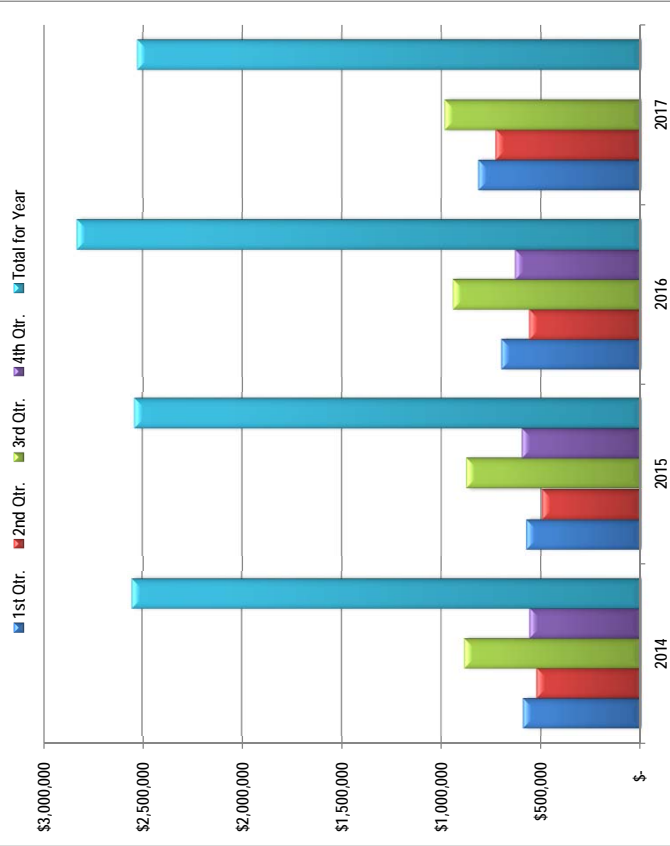
Unemployment Rates - EDD					
	June 2014	July 2015	Aug 2016	July 2018	
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.2%	
Placer County (367,309)	6.0%	5.2%	4.7%	3.3%	
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.2%	
Kings Beach (3,893)	6.0%	6.8%	6.1%	3.2%	
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.8%	
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.5%	

Destimetrics Reservations Activity		FYTD 17/18	FYTD 18/19	YOY % Change
Occupancy		69.7%	73.6%	5.6%
ADR (Average Daily Rate)	\$ 399	\$ 405	\$ 405	1.5%
RevPAR (Rev per Available Room)	\$ 279	\$ 298	\$ 298	7.1%
Occupancy 1 Mth Forecast	\$ 52.1%	\$ 54.3%	\$ 54.3%	4.4%
ADR 1 Mth Forecast	\$ 386	\$ 391	\$ 391	1.2%
RevPAR 1 Mth Forecast	\$ 201	\$ 212	\$ 212	5.6%
Occupancy (prior 6 months)	\$ 52.2%	\$ 51.8%	\$ 51.8%	-0.8%
ADR (prior 6 months)	\$ 310	\$ 309	\$ 309	-0.4%
RevPAR (prior 6 months)	\$ 162	\$ 160	\$ 160	-1.2%
Occupancy (next 6 months)	\$ 21.0%	\$ 21.3%	\$ 21.3%	1.7%
ADR (next 6 months)	\$ 323	\$ 333	\$ 333	3.2%
RevPAR (next 6 months)	\$ 68	\$ 71	\$ 71	4.9%

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		Total Chamber Membership	
		June 2014	June 2015
FY 2015-16 Contract	\$ 4,260,134	457	474
FY 2016-17 Contract	2,526,980	508	508
Total Fund Balances	\$ 6,787,115	June 2017	424
		Apr 2018	378

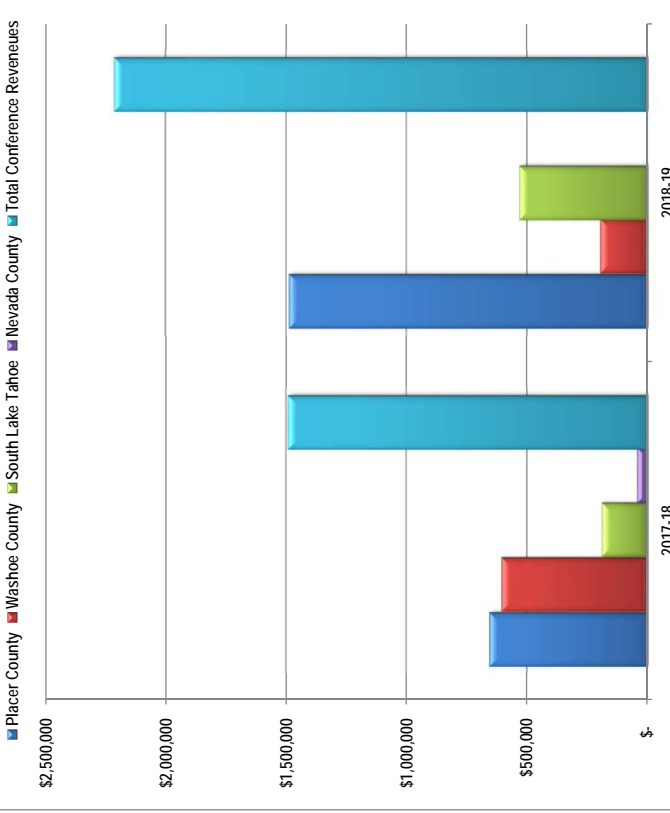
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 8/30/2018						
FORWARD LOOKING	2017-18		2018-19		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$ 2,561,319	\$ 1,492,210	\$ 2,213,868	\$ 2,213,868	48.36%	
Commission for this Revenue	\$ 60,863	\$ 39,834	\$ 49,926	\$ 49,926	25.34%	
Number of Room Nights	12,846	7,631	12,584	12,584	64.91%	
Number of Bookings	76	29	46	46	58.62%	
Conference Revenue And Percentage by County:						
	17-18	18-19				
Placer	44%	67%	\$ 1,382,775	\$ 656,438	\$ 1,487,959	126.67%
Washoe	41%	9%	\$ 730,318	\$ 605,186	\$ 195,373	-67.72%
South Lake	13%	24%	\$ 397,938	\$ 188,819	\$ 530,537	180.98%
Nevada	3%	0%	\$ 50,288	\$ 41,767	\$ -	-100.00%
Total Conference Revenue	100%	100%	\$ 2,561,319	\$ 1,492,210	\$ 2,213,869	48.36%
CURRENT						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	\$ 50,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	\$ -	-28.57%

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



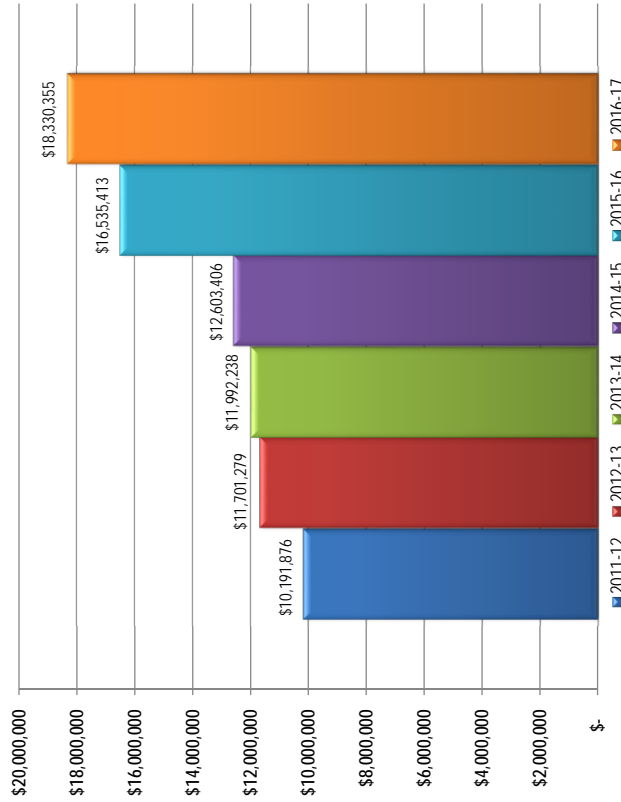
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - June)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jul - Sept)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Oct - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

Conference Revenue Statistics & Revenue Share by County



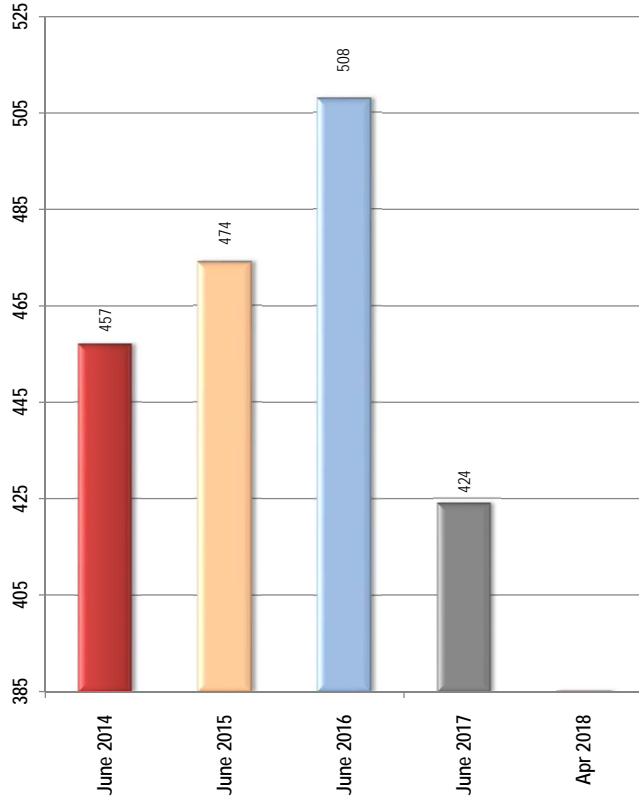
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 8/30/2018					
	2017-18	2018-19	Forecasted	Forecasted	YOY % Change
FORWARD LOOKING					
Total Revenue Booked	\$ 1,492,210	\$ 2,213,868	\$ 2,213,868	\$ 2,213,868	48.36%
Commission for this Revenue	39,834	49,926	49,926	49,926	25.34%
Number of Room Nights	7,631	12,584	12,584	12,584	64.91%
Number of Bookings	29	46	46	46	58.62%
CURRENT					
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000	\$ 50,000	\$ 50,000	-28.57%
Conference Revenue And Percentage by County:					
Placer	\$ 656,438	\$ 1,487,959	\$ 1,487,959	\$ 1,487,959	126.67%
Washoe	\$ 605,186	\$ 195,373	\$ 195,373	\$ 195,373	-67.72%
South Lake	\$ 188,819	\$ 530,537	\$ 530,537	\$ 530,537	180.98%
Nevada	\$ 41,767	\$ -	\$ -	\$ -	-100.00%
Total Conference Revenue	\$ 1,492,210	\$ 2,213,869	\$ 2,213,869	\$ 2,213,869	48.36%

5-Year Annual TOT Collections (Fiscal Year Basis)

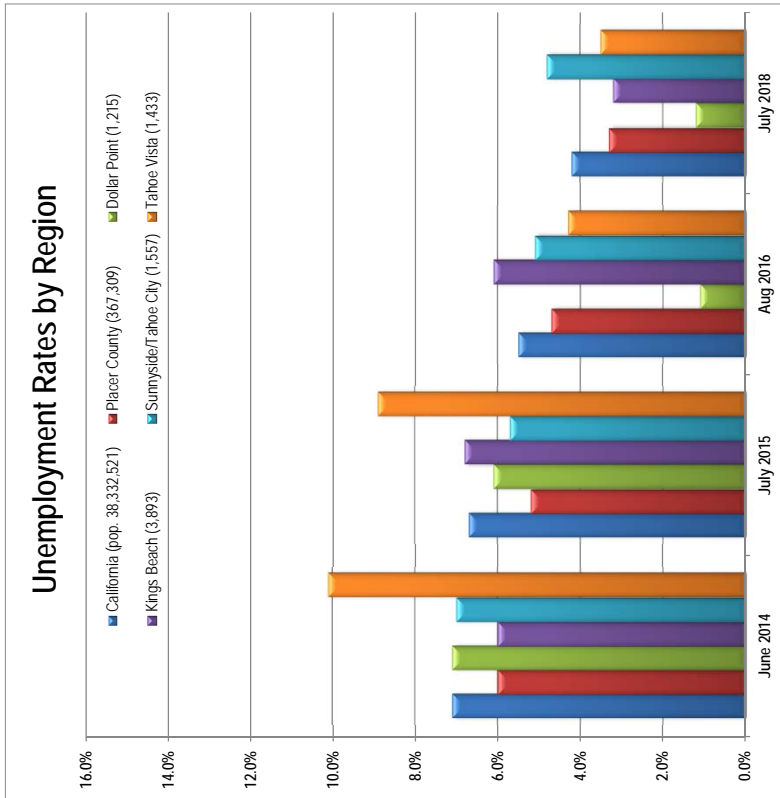


Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279	
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 1,751,001	\$ 11,992,238	
2014 - 2015	\$ 4,693,908	\$ 2,527,728	\$ 3,513,439	\$ 1,866,331	\$ 12,603,406	
2015 - 2016	\$ 4,872,923	\$ 3,874,544	\$ 5,438,716	\$ 2,349,230	\$ 16,535,413	
2016 - 2017	\$ 5,505,352	\$ 3,358,686	\$ 6,117,066	\$ 3,349,251	\$ 18,330,355	
2017 - 2018	\$ 6,269,957	\$ 3,442,768	\$ 5,555,972	\$ 2,333,862	\$ 17,602,559	

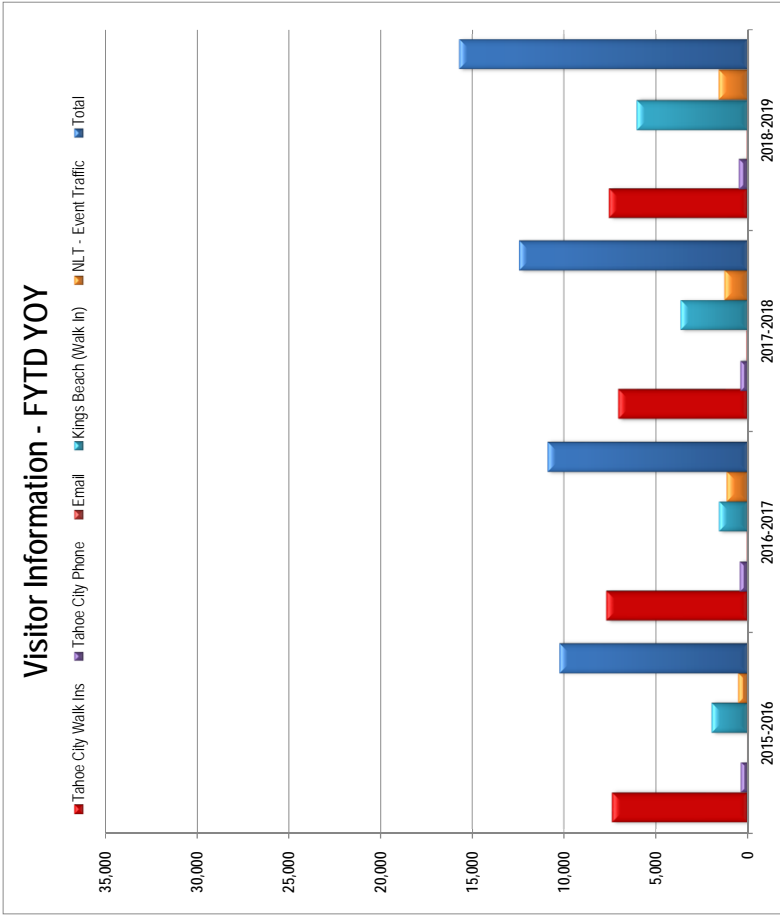
Chamber Membership (# of Members)



Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Apr 2018	378

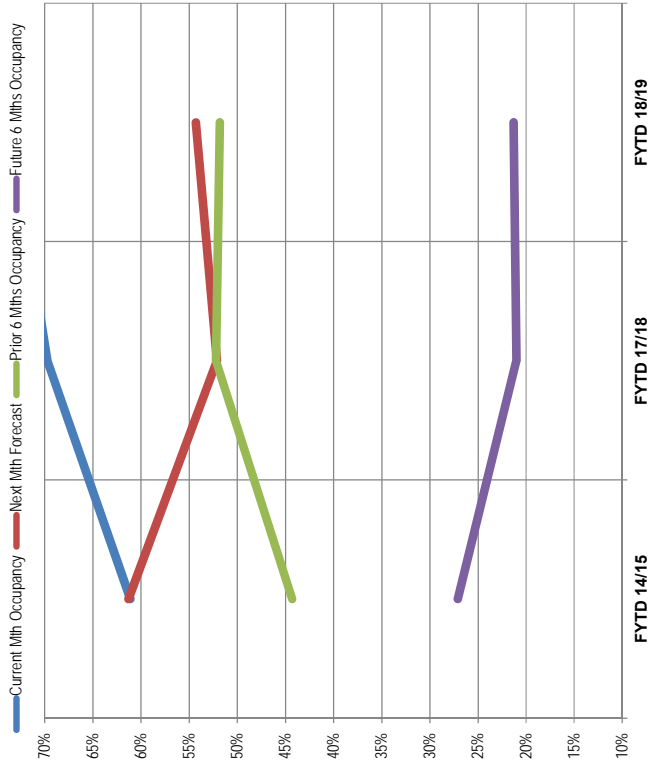


Unemployment Rates - EDD		June 2014	July 2014	Aug 2014	June 2015	July 2015	Aug 2015	June 2016	July 2016	Aug 2016	June 2017	July 2017	Aug 2017	June 2018	July 2018
California (pop. 38,332,521)		7.1%	6.0%	7.1%	6.7%	5.5%	4.7%	5.5%	4.2%	5.5%	4.2%	3.3%	4.2%	3.3%	4.2%
Placer County (367,309)		6.0%	7.1%	7.1%	6.1%	5.2%	4.7%	4.7%	3.3%	4.7%	3.3%	1.2%	3.3%	1.2%	3.3%
Dollar Point (1,215)		7.1%	7.1%	7.1%	6.8%	6.1%	6.1%	6.1%	1.2%	6.1%	1.2%	3.2%	6.1%	3.2%	1.2%
Kings Beach (3,893)		7.0%	7.0%	7.0%	5.7%	6.8%	6.1%	5.1%	4.8%	6.1%	4.8%	4.8%	5.1%	4.8%	4.8%
Sunnyside/Tahoe City (1,557)		10.1%	10.1%	10.1%	8.9%	8.9%	4.3%	4.3%	3.5%	4.3%	3.5%	3.5%	4.3%	3.5%	3.5%
Tahoe Vista (1,433)		10.1%	10.1%	10.1%	8.9%	8.9%	4.3%	4.3%	3.5%	4.3%	3.5%	3.5%	4.3%	3.5%	3.5%



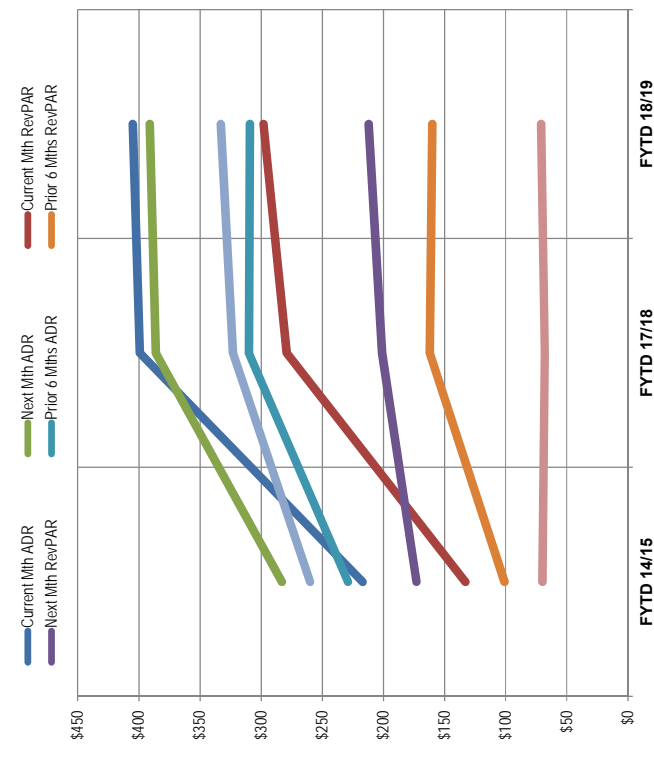
Referrals -		2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:		7,373	7,680	7,036	7,541	7.18%
Walk In		375	434	409	480	17.36%
Phone		18	60	63	56	-11.11%
Email		1,976	1,576	3,669	6,059	65.14%
Kings Beach (Walk In)		519	1,150	1,281	1,588	23.97%
NLT - Event Traffic		10,261	10,900	12,458	15,724	26.22%
Total						

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	69.7%	73.6%	5.6%
Occupancy 1 Mth Forecast	61.3%	52.1%	54.3%	4.4%
Occupancy (prior 6 months)	44.3%	52.2%	51.8%	-0.8%
Occupancy (next 6 months)	27.1%	21.0%	21.3%	1.7%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$399	\$405	1.5%
RevPAR (Rev per Available Room)	\$133	\$279	\$298	7.1%
ADR 1 Mth Forecast	\$283	\$386	\$391	1.2%
RevPAR 1 Mth Forecast	\$173	\$201	\$212	5.6%
ADR (prior 6 months)	\$229	\$310	\$309	-0.4%
RevPAR (prior 6 months)	\$101	\$162	\$160	-1.2%
ADR (next 6 months)	\$260	\$323	\$333	3.2%
RevPAR (next 6 months)	\$70	\$68	\$71	4.9%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month Yr Gustafson, Cindy
 Employee Jul-18

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
07.03.2018	A	Google Services	3483737206	G Suite basic usage	105.00		8810-0070
07.09.2018	B	Sugar Pine Bakery	5-616	Offsite with managers - Cindy, Bonnie, Liz, Daphne	32.40		8750-0070
07.09.2018	C	Adobe Systems	931001151	Adobe Acrobat Pro subscription 92013992	14.99		8810-0070
07.16.2018	D	Bridgetender	40003	Lunch with Chaco	44.54		8750-0070
07.18.2018	E	Moe's Original BBQ	305254	All Staff Lunch	241.63		8200-0070
07.23.2018	F	Intermedia.net LLC	218553157	Phone system Allocated Table C	1,129.34		5320-00/Alloc
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage		See Attached Mileage Report		\$144,170.00	8700-00-70
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					1,567.90		

Signed By: Cindy Gustafson Approved By: _____ Date: 8.14.18

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE
8/14/18 DVS	8/14/18 DVS	<u>BOB</u>	8/14/18



MEMO STATEMENT

BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0108-6903
Statement Date JUL 28, 2018
Total Activity \$1,567.90

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

CINDY M GUSTAFSON
 N LAKE TAHOE RESORT
 PO BOX 5459
 TAHOE CITY CA 96145

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,567.90		\$0.00		\$0.00		\$1,567.90

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-03	07-02	55432868183200958600626	GOOGLE *SVCSAPPS_gotah cc@google.comCA Tran: P0jkh3G7 Tax ID: 770493581 Mer Ref: P0jkh3G7 Mer Zip: 94043 Product Code: 099 Desc: GOOGLE * Qty: 100.00 Unit: Clk Unit Cost: 105.0000 Disc: N Ext Item Amt: 105.00	105.00
07-09	07-05	85197018187700016578862	SUGAR PINE CAKERY TAHOE CITY CA Tax ID: 462841211 Mer Zip: 96145	32.40
07-09	07-07	55310208188026603719698	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 60371969 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
07-16	07-12	25247808194002246038515	BRIDGETENDER TAVERN & TAHOE CITY CA Tax ID: 320361127 Mer Zip: 96145	44.54
07-18	07-16	25247808198002881313146	MOES ORIGINAL BBQ TAHO TAHOE CITY CA Tax ID: 272243351 Mer Zip: 96145	241.63
07-23	07-21	55480778203026409178039	INTERMEDIA.NETINC 6506414000 WA Tax ID: 411816682 Mer Ref: 40917803 Mer Zip: 98007 Origin Zip: 98007 Dest Ctry: USA	1,129.34

A
B
C
D
E
F

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0108-6903	Account Summary	
	Statement Date JUL 28, 2018	Purchases & Other Charges	\$1,567.90
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	\$1,567.90

IMPORTANT INFORMATION ABOUT THIS STATEMENT

Payments. You must pay at least the "Amount Due" by the "Payment Due Date." Charges, payments and credits received after the "Closing Date" will be included in your next statement. The letters "CR" following the "New Balance" amount indicate a credit balance - do not pay this amount. Payments must reach our BankCard Center during our regular business day in order to be credited on that date. Payments received after the cutoff times of 6:00 p.m. on a Friday (or Thursday if we are closed on Friday) or 4:00 p.m. on any other business day that we are open, or on a day we are not open, or at a branch open on Saturday, Sunday or bank holiday, are credited as of the following business day. Later cutoff times generally apply at branches with extended hours. Business days shall mean Monday through Friday, except for bank holidays. If you fail to properly make payments, crediting such payments may be delayed.

Order of Application. We will apply your payments first to any membership fee or other fees, next to any finance charge or late charge, next to any Cash Advances included in your "Previous Balance," then to Purchases in your "Previous Balances."

Unauthorized Use. In the event of possible loss, theft or unauthorized use, Company agrees to notify us immediately. Company may be liable for the unauthorized use of any Card issued under the Corporate Credit Card Agreement. If 10 or more cards are issued pursuant to the Corporate Credit Card Agreement, Company shall be strictly liable for any unauthorized use. If fewer than 10 Cards are issued pursuant to the Corporate Credit Card Agreement, Company will not be liable for unauthorized use of the Card which occurs after it notifies us orally at 1-866-432-8161, or in writing at BANKCARD CENTER, PO BOX 84043, COLUMBUS, GA 31908-4043 of loss, theft, or possible unauthorized use, and Company's liability for unauthorized use of the Card will not exceed \$50.00 per Card for use of a Card by anyone other than an Employee prior to notice to us. However, a Card in the possession and control of an Employee, even after his or her authority to use the Card has been revoked by Company, is not considered lost or stolen, and its use by such Employee is not unauthorized. Company must recover the Card from the Employee. Company agrees to assist us in determining the facts and circumstances relating to any unauthorized use of a Card.



Invoice

Invoice number: 3483737266

Google LLC
1600 Amphitheatre Pkwy
Mountain View, CA 94043
United States
Federal Tax ID: 77-0493581

Bill to

Cindy Gustafson
North Lake Tahoe Resort Association
100 N Lake Blvd
Tahoe City, CA 96145
United States

Details

Invoice number3483737266
Invoice dateJul 31, 2018
Billing ID6457-8471-7054
Domain namegotahoenorth.com

Google Cloud - GSuite

Total in USD

\$105.00

Summary for Jul 1, 2018 - Jul 31, 2018

Subtotal in USD	\$105.00
Tax (0%)	\$0.00
Total in USD	\$105.00



Google™ Invoice

Invoice number: 3483737266

Subscription	Description	Interval	Quantity	Amount(\$)
G Suite Basic	Usage	Jul 1 - Jul 31	21	105.00
Subtotal in USD				\$105.00
Tax (0%)				\$0.00
Total in USD				\$105.00

Sugar Pine Cakery

Order #5-616

7/05/18, 7:43 AM

Sale

Served by sugar-pine-cakery

Transaction #1193530507051814602

2 x Scone (3.50)	7.00
2 x Orange Morning Bun (3.50)	7.00
2 x Blueberry Banana Slice (4.00)	8.00
2 x Donut (2.50)	5.00

Subtotal	27.00
Total (USD)	27.00

MASTERCARD 6903	32.40
Name	GUSTAFSON/CINDY
Approval Code	044815
Data Source	Chip Read

Mode	issuer
AID	a0000000041010
TVR	0000008000
IAD	0110a0400322000000000000000000000000ff
TSI	e800
ARC	00

Amount	27.00
Tip	5.40
Total Charged	32.40

2923 Lake Forest Rd. *at site*
PO Box 5476 *with*
Tahoe City, CA 96145 *Managers*
United States
530-583-2253
info@sugarpinecakery.com *CINDY BONNIE*
www.sugarpinecakery.com *LIZ DARKE*
Powered by ShopKeep

INVOICE



Remit To:
Adobe Systems Incorporated
29322 Network Place
Chicago, IL 60673-1293

Wires To:
Bank: JPM Chase/ Acct#: 100081931
ABA: 021000021/ SWIFT: CHASUS33

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 922017992

Invoice Date: JUL-06-18

Payment Terms: Credit Card

Due Date: JUL-13-18

Purchase Order: ADB016450957

Contract No 00004490

Order Number: 5017797439

Order Date: NOV-06-17

Customer No.: 1452233

Bill to No. 546408886

Adobe Contact Information:

<https://helpx.adobe.com/contact.html>

Bill To:

cindy gustafson
100 N Lake Blvd
Tahoe City CA 96145

Line No	Material No / Description	UOM	Unit Price	Qty	Extended Price
000010	65232730 Acrobat Pro Subs CC ALL MLP DSP Ret Inv 01 mnth MUN 1 YR	EA	14.99	1	14.99
North America			Invoice Totals		
			S & H	Sales Tax	Currency
			0.00	0.00	USD
			Qty Shipped	Invoice Total	
			1	14.99	

Comments:

BRIDGETENDER
TAVERN & GRILL
65 W Lake Blvd
Tahoe City, CA 96145
530-583-3342

Server: Sara 07/12/2018
74/1 12:31 PM
Guests: 2 40003
Area: Patio
Day Part: Lunch

Arnold Palmer (15oz) @3.50 7.00
Kale Salad 14.00
Chicken Cobb Salad 14.00

Subtotal 35.00
Tax 2.54

Total 37.54

Balance Due 37.54

Thank you!
Please join us again
soon ..

Lunch with chaco

BRIDGETENDER
TAVERN & GRILL
65 W Lake Blvd
Tahoe City, CA 96145
530-583-3342

Server: Sara DOB: 07/12/2018
12:37 PM 07/12/2018
74/1 4/40003

SALE

Mastercard 5242892
Card #XXXXXXXXXXXX6903
Magnetic card present: GUSTAFSON CINDY
Card Entry Method: S

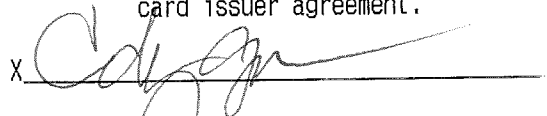
Approval: 017160

Amount: \$ 37.54

+ Tip: 7.00

= Total: 44.54

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

X. 

Thank you!
Please join us again
soon ..

BRIDGETENDER
TAVERN & GRILL
Thank you!
Please join us again
soon ..

Customer Copy

D

Moe's Original BBQ - Tahoe City
 120 Grove St
 Tahoe City, CA 96145
 ph (530) 583-4227

Guest Check
 Thank You for Visiting

TABLE: NLTRA - 1 Guest
 Your Server was Ginger Karl
 7/16/2018 2:24:16 PM - ID #: 0305254

ITEM	QTY	PRICE
ADD MOE	1	\$0.00
- ADD MOE. RIBS		\$4.00
BAMA SAND	(2@\$12.00)	\$24.00
CATFISH SAND	1	\$14.00
DRINK	(6@\$2.00)	\$12.00
Dynamo Platter	(2@\$14.00)	\$28.00
SALAD	1	\$8.00
- SALAD CHICKEN		\$8.00
SALAD	(2@\$16.00)	\$16.00
- SALAD PORK	(2@\$8.00)	\$16.00
Salmon Sandwich	1	\$15.00
TOFU PLATTER	1	\$13.00
WING PLATTER	(2@\$15.00)	\$30.00
Subtotal		\$188.00
Total Taxes		\$13.63
Grand Total		\$201.63
Prev. Payments		Amount
credit (6903) (pending)		\$201.63
Total Paid:		\$201.63
15%	20%	25%
\$30.24	\$40.33	\$50.41

All
 staff
 lunch

Please Come Back!
www.moesoriginalbbq.com
 Guest Check

Transaction Details

Transaction Detail ID: 218553157
 Service Date*: 7/21/2018 12:00:00 AM
 Processed Date: 7/21/2018 6:35:35 AM
 Service Charges: \$1,013.53
 Tax Amount: \$115.81
 Total: \$1,129.34
 User Name: NLTRA
 Billing Cycle: 1 month(s)
 Comment: Voice services 06/21/18-07/21/18

*Service date is a date of creation a transaction in the system, it can be different from the "Date processed" in case if transaction was processed with time lag.

Transaction Breakdown

Module	Item	Price Type	Quantity	Unit Price	Amount	Prorated Fees	Discount	Item Type
Voice Services	Shipping Fees	one-time	1	\$65.89	\$65.89	\$65.89	0 %	regular
Voice Services	Number Porting Fees	one-time	1	\$50.00	\$50.00	\$50.00	0 %	regular
Voice Services	Cloud PBX Resource Lines	recurring	1	\$22.95	\$22.95	\$22.95	0 %	regular
Voice Services	Unified Communications Users	recurring	1	\$731.08	\$731.08	\$731.08	0 %	regular
Voice Services	Local and Toll Free Numbers	recurring	1	\$17.69	\$17.69	\$17.69	0 %	regular
Voice Services	US Domestic Long Distance	one-time	1	\$0.15	\$0.15	\$0.15	0 %	regular
Voice Services	US48 Domestic Inbound Toll-Free	one-time	1	\$24.18	\$24.18	\$24.18	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$0.15	\$0.15	\$0.15	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$0.41	\$0.41	\$0.41	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$101.04	\$101.04	\$101.04	0 %	regular
						\$1,013.53		

Taxes, Fees & Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$105.03	\$105.03
Federal	Federal	1	1	\$1.61	\$1.61
State	State	1	1	\$9.17	\$9.17
					\$115.81



This page provides you with details about selected payment



Intermedia

Phone: 1-650-641-4000

Fax: 1-650-424-9936

Address: 815 East Middlefield Road Mountain View, CA. 94043

Payment

Transaction Detail ID: 218554676
 Transaction Amount: \$1,129.34
 Payment Date: Saturday, July 21, 2018
 Account Name: NLTRA
 Amount: \$1,129.34

Credit Card Information

Credit Card Number: XXXX6903
 Expiration Date: 8/1/2021 12:00:00 AM
 Name On Card: Cindy Gustafson
 Street: PO Box 1757
 City: Tahoe City
 State/Province: California
 Zip/Postal Code: 96145
 Country: United States

Payment Information

Account Name	Amount
NLTRA	\$1,129.34