

**NLTRA Board of Directors Meeting Minutes
Wednesday, September 7, 2016 at 8:30 a.m.
Tahoe City Public Utility District**

A. 8:33 a.m. Call to Order-Establish Quorum

Board Members in attendance: Wally Auerbach, Samir Tuma, Valli Murnane, Brett Williams, Erin Casey, Christy Beck, Sue Busby, Eric Pilcher, Tom Lotshaw

NLTRA in attendance: Ron Treabess, JT Thompson, Sandy Evans Hall, Al Priester, Dawn Baffone, Ginger Karl

Others in attendance: Cherri Spriggs-Hernandez, Stacey Caldwell, Jaime Wright, Stacie Lyans, Steve Kasten, Kurt Althoff, Loren Holt

* 8:37 a.m. Tom Lotshaw arrived.

* 8:38 a.m. Eric Pilcher arrived

B. Public Forum: Any person wishing to address the Board of Directors on items of interest to the Board not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Board on items addressed under Public Forum.

None

C. Agenda Amendments and Approval

Motion to approve Agenda Brett/Samir Tuma 9/0/0 all in favor

D. Consent Calendar

MOTION M/S/C (Valle Murnane/Sue Busby) 9/0/0

- All items (**in Bold**) listed under the consent calendar are considered to be routine and/or have been or will be reviewed by the Board, and approved by one motion. There will not be a separate discussion of these items unless a Board member or staff person requests a specific item be removed from the consent calendar for separate consideration. Any item removed will be considered after the motion and vote to approve the remainder of consent calendar motions.

1. Board Meeting Minutes –August 3, 2016

All committee meeting briefs are provided for informational purposes only. Minutes are available at www.nltra.org

2. Capital Investment/Transportation Committee- August 29, 2016

3. Marketing Committee – August 22, 2016

4. Business Association and Chamber Collaborative – August 11, 2016

5. Lodging Committee – No meeting in August

6. Conference Sales Directors Committee – No meeting in August

7. Finance Committee – August 18, 2016

8. Financial Reports – Financial Reports for June and July, 2016

MOTION to pull item 8

M/S/C (Eric Pilcher/Brett Williams) 9/0/0

- Al reported that final reports were not approved by Finance Committee for June & July 2016. Wasn't finalized relating to balance sheet. It is now complete & submitted to auditors. Page 19 balance is now \$15,000, should be reduced to 3,000-5,000. Page 18 Profit & loss by class, \$7,000 loss Membership accounts for most of the YTD Loss. Add Marketing, Conference and VIC and the total is positive which will be paid back to the county.

- Wally requested highlights be given to board in the future.

9. Contract Approval (Projects whose funding has already been approved by the NLTRA Board and Board of Supervisors)

- a. Tahoe Vista Recreational Area MOA Extension #2 – Ron Treabess (In packet.)

E. Strategic Discussion

a. Regional Housing Study – TTCF

- Stacy Caldwell presented slide show & hand out materials, "Report Card". She will send an email to Sandy to clarify some information/statistics that was presented. Executive Summary handed out.
- Comments from Valli Murnane, Christy Beck & Sue Busby and discussion regarding lack of employee housing. The 5,000-12,000 units in the study represents 2 people households.
- Discussion about whether and how should the NLTRA be involved/proceed in regards to housing?
- Samir suggests that TTCF, Tahoe Truckee Community Foundation, should come before the Board to request TOT funds this month through the infrastructure fund. Samir recommends that as an organization we should be one of the stakeholders in the funding. Ron commented that NLTRA has historically been involved in the cause.
- Wally pointed out that NLTRA has a role in advocacy for housing. 65% of the existing housing stock is vacant and what role can we play in communicating with the housing owners to make it available.
- Erin suggested that we define what the organization would be responsible for. If the item is Chamber specific it would not impact but if it is a NLTRA item what impact this will have on the Scope of Work and contract with Placer County.
- Public comment Jaime commented about the fact that there is no middle income bracket housing.

**10:25 Erin Casey left the meeting

F. Action Items

1. MOTION: Resolution to Support Measure M, ½ cent Sales Tax for Transportation – Valli/Sue 8/0/1 in support (Erin Casey recused herself from the meeting.)

- Jaime presented a "Keep Placer Moving" slide show to educate regarding what Measure M tax would do for Placer County/Tahoe Area. (In packet.)
- Wally question: What is the NLTRA role in recommendations for project expenditures? When we speak up about our priorities to the County, they are open to input and take it into consideration. Ron pointed out that these would be funds that are additional to the funds that are already in place. Discussion about Placer County funding priorities.
- Jaime stressed the importance of attending the Placer County budget meetings.
- Cherri Spriggs-Hernandez Yes on Measure M committee presented. Requesting for support by NLTRA.
- Motion: Resolution to Support Measure M, which is conditional, based on the fact that we can be a public supporter but not being able to provide financial resources. There would be no advocacy role. The Yes on Measure M form would be completed together as a board and individually as well.

**Erin Casey returned at 10:38

Supplemental Staff Reports

G. Staff Reports (40 minutes) 9:50 – 10:30

1. Marketing – JT Thompson See packet docs

1. Destimetrics
2. Autumn Food and Wine Event-
 - Judy Laverty resigned, will not be contributing.
 - Spartan tickets have gone on sale, numbers are ahead of last year so far. The preparation is going well. There will be a booth at the event.
 - Tough Mudder rebooked for Northstar for next year, looking at parking. May be able to utilize space at the airport.

2. Membership - Ginger Karl

1. New Members/Dropped Members
 - 39 dropped/14 waiting to hear back. 12 new members since July 1/one new in August and 1 new Sept. 482 total members at this time.
2. Accounts Receivable Update
 - Collected almost \$27,000 since July 1. Database cleanup has been good. Ginger is still working with matching what the database she is working with what amounts Weblink is showing. Some of the invoices are duplicates and showing in Weblink. For dropped members, an exit survey is sent plus a personal note is sent.
3. Upcoming Events/Programs
 - Sept. 20th organizational task force meeting for the Chamber.
 - Friday, Sept. 23rd. Tourism Summit.
4. Shop Local Video was shown to the Board.

2. CI/T – Ron Treabess

- Call for projects update, applications due Monday Sept., 12th. There is 2.2 million for projects for this year. There is up to \$100,000 set aside for out of cycle projects.
- Measure M update

3. Administration – Sandy Evans Hall

- Organization Structure Update see page 74, changes highlighted in yellow. Marketing subcommittee does not have a meeting date as of yet. CIT Task force meeting is September 14th. Erin & Sandy to get together this month to look at the contract.

Eric Pilcher left at 11:08

Christy Beck left at 11:09

- The following reports are provided on a monthly basis by staff and can be pulled for discussion by any board member

4. Conference Sales Reports

5. Executive Committee Report – August 18, 2016

6. Capital Investment/Transportation Activity Report – July

7. Dashboard – July

H. Directors Comments (5 minutes)

- Valli Murnane reported Winter Sports Park received full funding and Ice Rink will be up and running by Thanksgiving.

- Tom reported on the Tahoe Summit and the announcement of \$25-26 million towards fuels reduction around the basin, and on Sept 21 6-8pm NT Event Center will have community workshop on Shoreline Plan. Reported on the Bark Beetle Tree Task Force.
- Erin-Sept 13th Board of Supervisors meeting at the event center regarding Martis West. Public comment closed for the Area Plan. Going before the Board of Supervisors in Nov/Dec and TRPA governing board in January.
- Lauren Sully was introduced as new Staff Accountant

I. Meeting Review and Staff Direction (5 minutes)

- Clarifications need to be sent to the board regarding Stacy's presentation.
- Transit Summit is on the 14th at Squaw Valley.
- Tourism Summit on the 23rd.
- Tedx event at the Tahoe Art Haus.
- Press release Brockway campground purchased by Forest Service.
- Business Walks comments report determined that housing is the number 1 concern. Sandy will send out the report to Board members after edits are completed. Recommendations will be completed at later date.

J. Closed Session as needed or requested. Reconvene to Open Session.

K. Adjournment 11:20 a.m.



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CAPITAL INVESTMENT/TRANSPORTATION COMMITTEE

Monday, September 29, 2016 –

1:30 pm – 3:30pm at TCPUD

BRIEFS

COMMITTEE MEMBERS PRESENT: Chair- Will Garner, Erin Casey, Rob Kronkhyte, John Pang, Tony Karwowski, Mike Staudenmayer, Adrian Teslow, Wyatt Oglivy, Samir Tuma, Dan Wilkins

COMMITTEE MEMBERS NOT PRESENT: Andrew Ryan, Brian Stewart

RESORT ASSOCIATION STAFF: Ron Treabess, Dawn Baffone, Sandy Evans Hall

ALSO IN ATTENDANCE: Mike Geary, Kurt Althof, Stacey Lyans, Cindy Gustafsen, Bob Bolton

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

None

MOTIONS MADE/VOTE:

Item F. Maintenance Funding Request for Squaw Valley Winter Pedestrian Trail Snow Removal, \$70,000

MOTION (M/S/C) (10-0-0) (Mike Staudenmayer/Dan Wilkins)

Item G. Maintenance Funding Request for Tahoe City Winter Pedestrian Trail Snow Removal for \$55,002

MOTION (M/S/C) (10-0-0) (Samir Tuma/Mike Staudenmayer)

Item H. Maintenance Funding Request for Holiday Gateway Lighting not to exceed 10,000

MOTION (M/S/C) (9-1-0) (Samir Tuma/John Pang/Dan Wilkins opposed)

Item I. Maintenance Funding Request for Truckee River Trail Erosion for Truckee River Trail Erosion \$15,000

MOTION (M/S/C) (10-0-0) (Mike Staudenmayer/Wyatt Oglivy)



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COMMITTEE: Marketing
MEETING DATE: Sept 27, 2016
BOARD MEMBERS PRESENT: Brett Williams

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

Action to JT: Add the approval of August 23rd minutes on the October agenda.

Action to JT/Shelly: Make the switch on the GoTahoeNorth website from summer to winter in October.

MOTIONS MADE/VOTE:

BOARD APPROVAL/DIRECTION REQUESTED:

- 6.2 The Marketing Committee voted unanimously to approve the new metrics for measuring the success of the marketing programs to replace the metrics in the Agreement between Placer County and NLTRA in Attachment E-1. (Vote: 5-0 plus proxy for Carlynn Fajkos)
- 7.2 The Marketing Committee voted unanimously to approve the FY 2016/17 Special Event Grant Funding recommendations for \$46,000. (Vote: 4-0-1 Abstention Todd Jackson)



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COMMITTEE: Lodging
MEETING DATE: September 28, 2016
BOARD MEMBERS PRESENT: No Board Member present

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

Action to Emily: Add the approval of Lodging Committee Minutes from March 1, 2016 to the October agenda.

Action to Emily, Cynthia Braga: Plan next month Lodging Meeting as a Social Networking Event. Work with Cynthia Braga to determine location and date.

MOTIONS MADE/VOTE:

BOARD APPROVAL/DIRECTION REQUESTED:

**FINANCE COMMITTEE MEETING
BRIEFS
Thursday, September 29, 2016 at 3:00pm
NLTRA Conference Room Upstairs**

In attendance:

Erin Casey, Eric Pilcher, Ramona Cruz, Al Priester, Sandy Evans Hall, Lauren Sully, Dawn Baffone

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

ACTION: Action Item #4 continued to next meeting - QuickBooks A/P customer and vendor reconciliation. Al will incorporate reconciliation, will move forward with A/R report when audit is complete.

ACTION: Action Item #6 continued - Al will identify where the budget is for Traffic Management and confirm the amounts that are recorded on #5953 & #5955 are correct. Awaiting resolution with County.

ACTION: Action Item #9 continued - Al to confirm administration allocation 2016-17. Ratios, percentage tables and allocations are being reviewed and corrected.

ACTION: Action Item #8 continued -

ACTION: Action Item #5 – Look at merchandise sales in VIC budget going forward.

ACTION: Action Item #7 – Al will look into Salaries and Wages (5000-00) for Membership-60. Budget vs. Actual should match.

ACTION: Action Item #10 – Al will make corrections on Dashboard Report to reflect correct month of August. Visitors should be August as well.

ACTION: Action Item #11 – Al will make corrections to Conference Revenue Statistics. Should state Booked to August and Sales Tax should reflect July.

ACTION: Action Item #12 – Simplified Membership Report.

ACTION: Action Item #13 – Correction to graph on page 69.

MOTIONS MAKE/VOTE:

M/S/C (Erin Casey/Ramona Cruz) **(3-0-0)** motion to approve Agenda.

M/S/C (Erin Casey/Ramona Cruz) **(3-0-0)** motion to approve the August 19, 2016 Finance Committee Meeting Minutes.

M/S/C (Erin Casey/Eric Pilcher) **(3-0-0)** motion to approve August CEO Expenses.

M/S/C (Erin Casey/Eric Pilcher) **(2-0-1)** motion to approve the July 21, 2016 Finance Committee Meeting Minutes. Ramona Cruz abstained since she was not present at the July 21, 2016 Meeting.

11:42 AM
09/27/16
Accrual Basis

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

	Jul 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 • Petty Cash	1,000.00
1003-00 • Cash - Operations BOTW #6712	576,783.64
1007-00 • Cash - Payroll BOTW #7421	378.28
1008-00 • Marketing Reserve - Plumas	50,024.46
1009-00 • Cash Flow Reserve - Plumas	100,065.23
1071-00 • Payroll Reserves BOTW #8163	29,581.56
1080-00 • Special Events BOTW #1626	13,144.02
10950 • Cash In Drawer	773.10
Total Checking/Savings	771,750.29
Accounts Receivable	
1200-00 • Quickbooks Accounts Receivable	102,481.35
Total Accounts Receivable	102,481.35
Other Current Assets	
1200-99 • AR Other	3,247.25
12000 • Undeposited Funds	1,600.32
1201-00 • WebLink Accounts Receivable	46,405.00
1201-02 • Allowance for Doubtful Accounts	-16,170.50
12100 • Inventory Asset	31,918.88
1299 • Receivable from NLTC	8,409.81
1490-00 • Security Deposits	50.00
Total Other Current Assets	75,460.76
Total Current Assets	949,692.40
Fixed Assets	
1700-00 • Furniture & Fixtures	68,767.95
1701-00 • Accum. Depr. - Furn & Fix	-68,767.95
1740-00 • Computer Equipment	43,766.13
1741-00 • Accum. Depr. - Computer Equip	-42,285.29
1750-00 • Computer Software	34,993.97
1751-00 • Accum. Amort. - Software	-33,826.11
1770-00 • Leasehold Improvements	24,283.86
1771-00 • Accum. Amort - Leasehold Impr	-24,084.04
Total Fixed Assets	2,848.52
Other Assets	
1400-00 • Prepaid Expenses	
1410-00 • Prepaid Insurance	2,546.40
1430-00 • Prepaid 1st Class Postage	1,000.00
1400-00 • Prepaid Expenses - Other	3,892.69
Total 1400-00 • Prepaid Expenses	7,439.09
Total Other Assets	7,439.09
TOTAL ASSETS	959,980.01
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 • Accounts Payable	95,074.73
2001-00 • Credit Card Payable	16,253.73
Total Accounts Payable	111,328.46
Other Current Liabilities	
21000 • Salaries/Wages/Payroll Liabilit	
2101-00 • Incentive Payable	19,600.00

11:42 AM
09/27/16
Accrual Basis

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

	Jul 31, 16
2102-00 · Commissions Payable	9,662.74
2100-00 · Salaries / Wages Payable	35,727.65
2120-00 · Empl. Federal Tax Payable	2,888.75
2175-00 · 401 (k) Plan	1,104.44
2180-00 · Estimated PTO Liability	60,648.50
24100 · Wage Garnishment Payable	1,370.82
Total 21000 · Salaries/Wages/Payroll Liabilit	131,002.90
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	2,498.57
2190-00 · Sales and Use Tax Payable - Other	149.00
Total 2190-00 · Sales and Use Tax Payable	2,647.57
2250-00 · Accrued Expenses	20,250.31
2400-60 · Deferred Revenue- Member Dues	66,317.51
2800-00 · Suspense	-152.00
Total Other Current Liabilities	220,066.29
Total Current Liabilities	331,394.75
Total Liabilities	331,394.75
Equity	
32000 · Unrestricted Net Assets	43,153.62
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,065.23
3302 · Marketing Cash Reserve	50,024.46
Net Income	168,647.95
Total Equity	628,585.26
TOTAL LIABILITIES & EQUITY	959,980.01

11:48 AM

09/27/16

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Edgewood Tahoe	0.00	0.00	550.00	0.00	0.00	550.00
Granlibakken Resort	0.00	0.00	225.90	0.00	0.00	225.90
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	669.51	669.51
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	1,419.05	0.00	0.00	90.80	1,509.85
Northstar California	10,312.80	0.00	4,005.10	0.00	8,754.04	23,071.94
PlumpJack Squaw Valley Inn	1,486.28	0.00	0.00	0.00	0.00	1,486.28
Resort at Squaw Creek*	21,831.70	0.00	5,346.27	0.00	25,641.11	52,819.08
River Ranch Lodge & Restaurant	0.00	0.00	0.00	0.00	239.50	239.50
Squaw Valley Lodge/Granite Peak Managemen	2,793.55	0.00	0.00	0.00	0.00	2,793.55
Tahoe Biltmore Lodge & Casino	0.00	0.00	68.64	0.00	187.74	256.38
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	89.50	89.50
Tahoma Lodge	0.00	0.00	200.00	0.00	0.00	200.00
The Ritz-Carlton	0.00	1,851.10	0.00	4,710.45	9,197.60	15,759.15
The Village at Squaw Valley	2,810.71	0.00	0.00	0.00	0.00	2,810.71
TOTAL	39,235.04	3,270.15	10,395.91	4,710.45	44,869.80	102,481.35

12:01 PM

09/27/16

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
101.5 Truckee Tahoe Radio*	3,600.00	0.00	0.00	0.00	0.00	3,600.00
Abel's Landscape and Stone	0.00	496.00	0.00	0.00	0.00	496.00
Accountemps	0.00	0.00	-35.00	0.00	0.00	-35.00
Anne-Karin Atwood*	44.44	0.00	0.00	0.00	0.00	44.44
Christine Karnofsky Landscape Design	0.00	300.00	0.00	0.00	0.00	300.00
Connie Radoff	1,310.00	0.00	0.00	0.00	0.00	1,310.00
Emily Detwiler*	134.34	0.00	0.00	0.00	0.00	134.34
Employers Assurance Co.	1,270.50	0.00	0.00	0.00	0.00	1,270.50
Fairbank, Maslin, maullin, Metz & Assoc	0.00	0.00	9,875.00	0.00	0.00	9,875.00
FedEx	0.00	41.53	0.00	0.00	0.00	41.53
Geographic Locations International	3,505.75	0.00	0.00	0.00	0.00	3,505.75
Ginger Karl*	139.32	0.00	0.00	0.00	0.00	139.32
Granlibakken, Inc.	0.00	607.50	0.00	0.00	0.00	607.50
Greg Howey*	63.88	0.00	0.00	0.00	0.00	63.88
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
Judy Lavery*	41.92	0.00	0.00	0.00	0.00	41.92
MIXT Studio	0.00	375.00	0.00	0.00	0.00	375.00
Mountain Town News	0.00	26.25	0.00	0.00	0.00	26.25
North Lake Tahoe Marketing Co-op	0.00	63,250.00	0.00	0.00	0.00	63,250.00
North Tahoe Arts*	0.00	1,190.52	0.00	0.00	0.00	1,190.52
North Tahoe Event Center, Inc.	0.00	109.00	0.00	0.00	0.00	109.00
Placer County Tax Collector	1,046.87	0.00	0.00	0.00	0.00	1,046.87
Ricoh USA	1,110.80	0.00	0.00	0.00	0.00	1,110.80
Ron Treabess	135.66	0.00	0.00	0.00	0.00	135.66
Sandy Evans Hall*	65.00	0.00	0.00	0.00	0.00	65.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Sierra State Parks Foundation*	0.00	0.00	40.00	0.00	0.00	40.00
Swigard's True Value Hardware, Inc.*	29.86	0.00	0.00	0.00	0.00	29.86
Tahoe Supply Company	0.00	77.24	0.00	0.00	0.00	77.24
Tahoe Tech Group, Inc.	0.00	1,430.00	0.00	0.00	0.00	1,430.00
Tahoe Truckee Sierra Disposal*	161.34	0.00	0.00	0.00	0.00	161.34
The Store...Copies and More	91.32	309.69	0.00	0.00	0.00	401.01
Transportation Management Association	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Wholesale Resort Accessories, Inc.	206.00	0.00	0.00	0.00	0.00	206.00
TOTAL	13,982.00	71,212.73	9,880.00	0.00	0.00	95,074.73

12:04 PM
09/27/16
Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
July 2016

	Jul 16
Ordinary Income/Expense	
Income	
4050-00 • County of Placer TOT Funding	314,665.00
4200-00 • Membership Ann/Conf Dues	9,387.29
4201-00 • New Member Fees	300.00
4250-00 • Revenues-Membership Activities	-70.00
4502-00 • Non-retail VIC Income	342.00
4600-00 • Commissions	38,557.21
46000 • Merchandise Sales	13,723.73
Total Income	376,905.23
Gross Profit	376,905.23
Expense	
5000-00 • Salaries & Wages	
5000-01 • In-Market Administration	0.00
5010-00 • Sales Commissions	1,258.43
5020-00 • P/R - Tax Expense	7,896.25
5030-00 • P/R - Health Insurance Expense	7,610.08
5060-00 • 401 (k)	3,195.23
5070-00 • Other Benefits and Expenses	257.06
5000-00 • Salaries & Wages - Other	77,354.26
Total 5000-00 • Salaries & Wages	97,571.31
5100-00 • Rent	
5110-00 • Utilities	303.84
5140-00 • Repairs & Maintenance	29.86
5100-00 • Rent - Other	12,144.36
Total 5100-00 • Rent	12,478.06
5310-00 • Telephone	
5320-00 • Telephone	2,488.52
5310-00 • Telephone - Other	-38.58
Total 5310-00 • Telephone	2,449.94
5420-00 • Mail - USPS	
5470-00 • Mail - UPS	1,000.00
5480-00 • Mail - Fed Ex	41.53
Total 5420-00 • Mail - USPS	1,041.53
5510-00 • Insurance/Bonding	619.92
5520-00 • Supplies	893.84
5610-00 • Depreciation	115.07
5700-00 • Equipment Support & Maintenance	1,450.25
5710-00 • Taxes, Licenses & Fees	2,153.79
5740-00 • Equipment Rental/Leasing	1,265.60
5900-00 • Professional Fees	
5920-00 • Professional Fees - Accountant	4,770.00
Total 5900-00 • Professional Fees	4,770.00
5940-00 • Research & Planning Membership	3,000.00
5941-00 • Research & Planning	750.00
6423-00 • Membership Activities	
6432-00 • Membership - Newsletter	350.00
6423-00 • Membership Activities - Other	348.25
Total 6423-00 • Membership Activities	698.25
6437-00 • Tuesday Morning Breakfast Club	607.50
6701-00 • Market Study Reports/Research	317.47
6730-00 • Marketing Cooperative/Media	63,250.00

12:04 PM

09/27/16

Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

July 2016

	Jul 16
6742-00 • Non-NLT Co-Op Marketing Program	400.67
6743-00 • BACC Marketing Programs	
6743-04 • High Notes	1,583.32
6743-05 • Peak Your Adventure	976.80
Total 6743-00 • BACC Marketing Programs	2,560.12
8100-00 • Cost of Goods Sold	
51100 • Freight and Shipping Costs	149.49
59900 • POS Inventory Adjustments	-1.44
8100-00 • Cost of Goods Sold - Other	7,440.22
Total 8100-00 • Cost of Goods Sold	7,588.27
8300-00 • Board Functions	173.45
8500-00 • Credit Card Fees	647.95
8700-00 • Automobile Expenses	321.30
8750-00 • Meals/Meetings	39.65
8810-00 • Dues & Subscriptions	2,232.67
8910-00 • Travel	860.67
Total Expense	208,257.28
Net Ordinary Income	168,647.95
Other Income/Expense	
Other Expense	
8990-00 • Allocated	0.00
Total Other Expense	0.00
Net Other Income	0.00
Net Income	168,647.95

11:41 AM

09/27/16

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class July 2016

Ordinary Income/Expense	11 - Marketi...	30 - Confere...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Income								
4050-00 - County of Placer TOT Funding	222,140.00	24,133.00	22,018.00	27,827.00	18,547.00	0.00	0.00	314,665.00
4200-00 - Membership Ann/Conf Dues	0.00	0.00	0.00	0.00	0.00	9,387.29	0.00	9,387.29
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	300.00	0.00	300.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	-70.00	0.00	-70.00
4502-00 - Non-retail VIC income	0.00	0.00	0.00	342.00	0.00	0.00	0.00	342.00
4600-00 - Commissions	0.00	38,557.21	0.00	0.00	0.00	0.00	0.00	38,557.21
46000 - Merchandise Sales	0.00	0.00	0.00	13,723.73	0.00	0.00	0.00	13,723.73
Total Income	222,140.00	62,690.21	22,018.00	41,892.73	18,547.00	9,617.29	0.00	376,905.23
Gross Profit	222,140.00	62,690.21	22,018.00	41,892.73	18,547.00	9,617.29	0.00	376,905.23
Expense								
5000-00 - Salaries & Wages								
5000-01 - In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	-1,375.00	0.00	0.00
5010-00 - Sales Commissions	0.00	1,258.43	0.00	0.00	0.00	0.00	0.00	1,258.43
5020-00 - P/R - Tax Expense	1,856.43	994.28	678.39	2,031.15	678.40	499.73	1,157.87	7,896.25
5030-00 - P/R - Health Insurance Expense	2,073.83	958.30	296.84	1,447.33	296.84	1,004.79	1,532.15	7,610.08
5060-00 - 401 (K)	936.88	542.15	317.14	792.40	317.14	0.00	289.52	3,195.23
5070-00 - Other Benefits and Expenses	114.14	41.98	6.79	41.98	6.78	11.89	33.50	257.06
5000-00 - Salaries & Wages - Other	16,794.36	13,554.60	5,772.37	15,062.80	5,772.37	5,566.62	14,841.14	77,354.26
Total 5000-00 - Salaries & Wages	23,140.64	17,349.74	7,071.53	19,375.66	7,071.53	5,708.03	17,854.18	97,571.31
5100-00 - Rent								
5110-00 - Utilities	60.44	30.94	16.36	105.41	16.36	20.09	54.24	303.84
5140-00 - Repairs & Maintenance	0.00	0.00	0.00	5.15	0.00	0.00	24.71	29.86
5100-00 - Rent - Other	1,885.59	902.80	361.12	6,399.57	361.12	631.96	1,602.20	12,144.36
Total 5100-00 - Rent	1,946.03	933.74	377.48	6,510.13	377.48	652.05	1,681.15	12,478.06
5310-00 - Telephone								
5320-00 - Telephone	444.16	230.96	214.54	340.30	214.54	364.13	679.89	2,488.52
5310-00 - Telephone - Other	0.00	0.00	0.00	0.00	0.00	0.00	-38.58	-38.58
Total 5310-00 - Telephone	444.16	230.96	214.54	340.30	214.54	364.13	641.31	2,449.94
5420-00 - Mail - USPS								
5470-00 - Mail - UPS	100.00	100.00	50.00	50.00	50.00	400.00	250.00	1,000.00
5480-00 - Mail - Fed Ex	0.00	0.00	0.00	41.53	0.00	0.00	0.00	41.53
Total 5420-00 - Mail - USPS	100.00	100.00	50.00	91.53	50.00	400.00	250.00	1,041.53
5510-00 - Insurance/Bonding	117.79	117.78	18.60	154.98	18.60	55.79	136.38	619.92
5520-00 - Supplies	166.29	19.24	7.70	307.38	7.70	13.47	372.06	893.84
5610-00 - Depreciation	28.76	14.96	9.21	14.96	9.21	9.21	28.76	115.07

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class July 2016

	11 - Marketi...	30 - Confere...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
5700-00 • Equipment Support & Maintenance	400.25	140.00	56.00	280.00	56.00	98.00	420.00	1,450.25
5710-00 • Taxes, Licenses & Fees	261.72	136.09	83.75	336.08	83.75	83.75	1,168.65	2,153.79
5740-00 • Equipment Rental/Leasing	149.79	131.20	112.35	353.36	112.35	234.54	172.01	1,265.60
5900-00 • Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
5920-00 • Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
Total 5900-00 • Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
5940-00 • Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 • Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	750.00
6423-00 • Membership Activities	0.00	0.00	0.00	0.00	0.00	350.00	0.00	350.00
6432-00 • Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	348.25	0.00	348.25
6423-00 • Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	698.25	0.00	698.25
Total 6423-00 • Membership Activities	0.00	0.00	0.00	0.00	0.00	698.25	0.00	698.25
6437-00 • Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	607.50	0.00	607.50
6701-00 • Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 • Marketing Cooperative/Media	54,083.33	9,166.67	0.00	0.00	0.00	0.00	0.00	63,250.00
6742-00 • Non-NLI Co-Op Marketing Program	400.67	0.00	0.00	0.00	0.00	0.00	0.00	400.67
6743-00 • BACC Marketing Programs	1,583.32	0.00	0.00	0.00	0.00	0.00	0.00	1,583.32
6743-04 • High Notes	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
6743-05 • Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6743-00 • BACC Marketing Programs	2,560.12	0.00	0.00	0.00	0.00	0.00	0.00	2,560.12
8100-00 • Cost of Goods Sold	0.00	0.00	0.00	149.49	0.00	0.00	0.00	149.49
51100 • Freight and Shipping Costs	0.00	0.00	0.00	-1.44	0.00	0.00	0.00	-1.44
59900 • POS Inventory Adjustments	0.00	0.00	0.00	7,440.22	0.00	0.00	0.00	7,440.22
8100-00 • Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 8100-00 • Cost of Goods Sold	0.00	0.00	0.00	7,588.27	0.00	0.00	0.00	7,588.27
8300-00 • Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	173.45	173.45
8500-00 • Credit Card Fees	0.00	0.00	0.00	34.95	0.00	565.07	47.93	647.95
8700-00 • Automobile Expenses	19.44	38.88	61.83	0.00	61.83	139.32	0.00	321.30
8750-00 • Meals/Meetings	27.65	0.00	12.00	0.00	0.00	0.00	0.00	39.65
8810-00 • Dues & Subscriptions	14.99	340.00	0.00	0.00	0.00	125.00	1,752.68	2,232.67
8910-00 • Travel	860.67	0.00	0.00	0.00	0.00	0.00	0.00	860.67
Total Expense	85,039.77	28,719.26	11,449.99	35,387.60	8,437.99	9,754.11	29,468.56	208,257.28
Net Ordinary Income	137,100.23	33,970.95	10,568.01	6,505.13	10,109.01	-136.82	-29,468.56	168,647.95
Other Income/Expense								
Other Expense	14,144.91	3,241.54	3,241.54	2,946.86	3,241.54	2,652.17	-29,468.56	0.00
8990-00 • Allocated	14,144.91	3,241.54	3,241.54	2,946.86	3,241.54	2,652.17	-29,468.56	0.00
Total Other Expense								

North Lake Tahoe Resort Association
Profit & Loss by Class
July 2016

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Accrual Basis

	11 - Marketi...	30 - Confere...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Net Other Income	-14,144.91	-3,241.54	-3,241.54	-2,946.86	-3,241.54	-2,652.17	29,468.56	0.00
Net Income	122,955.32	30,729.41	7,326.47	3,558.27	6,867.47	-2,788.99	0.00	168,647.95

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
11 - Marketing

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,140.00	222,140.13	-0.13	100.0%
Total Income	222,140.00	222,140.13	-0.13	100.0%
Gross Profit	222,140.00	222,140.13	-0.13	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	1,375.00	0.00	1,375.00	100.0%
5020-00 · P/R - Tax Expense	1,856.43	1,852.90	3.53	100.2%
5030-00 · P/R - Health Insurance Expense	2,073.83	3,065.60	-991.77	67.6%
5040-00 · P/R - Workmans Comp	0.00	108.75	-108.75	0.0%
5060-00 · 401 (k)	936.88	650.90	285.98	143.9%
5070-00 · Other Benefits and Expenses	114.14	225.87	-111.73	50.5%
5000-00 · Salaries & Wages - Other	16,784.36	22,597.80	-5,813.44	74.3%
Total 5000-00 · Salaries & Wages	23,140.64	28,501.82	-5,361.18	81.2%
5100-00 · Rent				
5110-00 · Utilities	60.44	175.00	-114.56	34.5%
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5150-00 · Office - Cleaning	0.00	252.00	-252.00	0.0%
5100-00 · Rent - Other	1,885.59	1,651.74	233.85	114.2%
Total 5100-00 · Rent	1,946.03	2,203.74	-257.71	88.3%
5310-00 · Telephone				
5320-00 · Telephone	444.16	441.74	2.42	100.5%
Total 5310-00 · Telephone	444.16	441.74	2.42	100.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	0.00	62.50	-62.50	0.0%
Total 5420-00 · Mail - USPS	100.00	62.50	37.50	160.0%
5510-00 · Insurance/Bonding	117.79	166.74	-48.95	70.6%
5520-00 · Supplies	166.29	250.00	-83.71	66.5%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	400.25	311.00	89.25	128.7%
5710-00 · Taxes, Licenses & Fees	261.72	41.74	219.98	627.0%
5740-00 · Equipment Rental/Leasing	149.79	166.74	-16.95	89.8%
5815 · Training Video Series	0.00	15,000.00	-15,000.00	0.0%
5820 · Sales CRM/CMS	0.00	7,000.00	-7,000.00	0.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	54,083.33	54,083.33	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	400.67	0.00	400.67	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	1,583.32	0.00	1,583.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 · BACC Marketing Programs	2,560.12	6,700.00	-4,139.88	38.2%
8700-00 · Automobile Expenses	19.44	166.74	-147.30	11.7%
8750-00 · Meals/Meetings	27.65	291.74	-264.09	9.5%
8810-00 · Dues & Subscriptions	14.99	416.74	-401.75	3.6%
8910-00 · Travel	860.67	666.74	193.93	129.1%
Total Expense	85,039.77	136,634.56	-51,594.79	62.2%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
11 - Marketing

	Jul 16	Budget	\$ Over Budget	% of Budget
Net Ordinary Income	137,100.23	85,505.57	51,594.66	160.3%
Other Income/Expense				
Other Expense				
8990-00 - Allocated	14,144.91	87,886.00	-73,741.09	16.1%
Total Other Expense	14,144.91	87,886.00	-73,741.09	16.1%
Net Other Income	-14,144.91	-87,886.00	73,741.09	16.1%
Net Income	122,955.32	-2,380.43	125,335.75	-5,165.3%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 30 - Conference

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	24,133.00	24,133.37	-0.37	100.0%
4200-00 • Membership Ann/Conf Dues	0.00	640.87	-640.87	0.0%
4600-00 • Commissions	38,557.21	8,971.00	29,586.21	429.8%
Total Income	62,690.21	33,745.24	28,944.97	185.8%
Gross Profit	62,690.21	33,745.24	28,944.97	185.8%
Expense				
5000-00 • Salaries & Wages				
5010-00 • Sales Commissions	1,258.43	2,166.74	-908.31	58.1%
5020-00 • P/R - Tax Expense	994.28	1,082.70	-88.42	91.8%
5030-00 • P/R - Health Insurance Expense	958.30	1,045.70	-87.40	91.6%
5040-00 • P/R - Workmans Comp	0.00	75.00	-75.00	0.0%
5060-00 • 401 (k)	542.15	596.90	-54.75	90.8%
5070-00 • Other Benefits and Expenses	41.98	37.24	4.74	112.7%
5000-00 • Salaries & Wages - Other	13,554.60	13,180.50	374.10	102.8%
Total 5000-00 • Salaries & Wages	17,349.74	18,184.78	-835.04	95.4%
5100-00 • Rent				
5110-00 • Utilities	30.94	87.50	-56.56	35.4%
5140-00 • Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 • Office - Cleaning	0.00	126.00	-126.00	0.0%
5100-00 • Rent - Other	902.80	825.87	76.93	109.3%
Total 5100-00 • Rent	933.74	1,104.37	-170.63	84.5%
5310-00 • Telephone				
5320-00 • Telephone	230.96	256.00	-25.04	90.2%
Total 5310-00 • Telephone	230.96	256.00	-25.04	90.2%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	100.00			
5420-00 • Mail - USPS - Other	0.00	17.50	-17.50	0.0%
Total 5420-00 • Mail - USPS	100.00	17.50	82.50	571.4%
5510-00 • Insurance/Bonding	117.78	125.00	-7.22	94.2%
5520-00 • Supplies	19.24	62.50	-43.26	30.8%
5610-00 • Depreciation	14.96	84.99	-70.03	17.6%
5700-00 • Equipment Support & Maintenance	140.00	138.00	2.00	101.4%
5710-00 • Taxes, Licenses & Fees	136.09	16.74	119.35	813.0%
5740-00 • Equipment Rental/Leasing	131.20	166.74	-35.54	78.7%
6730-00 • Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
8700-00 • Automobile Expenses	38.88	33.37	5.51	116.5%
8750-00 • Meals/Meetings	0.00	33.37	-33.37	0.0%
8810-00 • Dues & Subscriptions	340.00	0.00	340.00	100.0%
Total Expense	28,719.26	29,390.03	-670.77	97.7%
Net Ordinary Income	33,970.95	4,355.21	29,615.74	780.0%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	3,241.54	3,522.00	-280.46	92.0%
Total Other Expense	3,241.54	3,522.00	-280.46	92.0%
Net Other Income	-3,241.54	-3,522.00	280.46	92.0%
Net Income	30,729.41	833.21	29,896.20	3,688.1%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
41 - Transportation

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	22,018.00	22,017.74	0.26	100.0%
Total Income	22,018.00	22,017.74	0.26	100.0%
Gross Profit	22,018.00	22,017.74	0.26	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	678.39	648.90	29.49	104.5%
5030-00 · P/R - Health Insurance Expense	296.84	335.90	-39.06	88.4%
5040-00 · P/R - Workmans Comp	0.00	172.00	-172.00	0.0%
5060-00 · 401 (k)	317.14	308.60	8.54	102.8%
5070-00 · Other Benefits and Expenses	6.79	53.70	-46.91	12.6%
5000-00 · Salaries & Wages - Other	5,772.37	6,599.40	-827.03	87.5%
Total 5000-00 · Salaries & Wages	7,071.53	8,118.50	-1,046.97	87.1%
5100-00 · Rent				
5110-00 · Utilities	16.36	83.87	-67.51	19.5%
5140-00 · Repairs & Maintenance	0.00	38.12	-38.12	0.0%
5150-00 · Office - Cleaning	0.00	16.74	-16.74	0.0%
5100-00 · Rent - Other	361.12	616.37	-255.25	58.6%
Total 5100-00 · Rent	377.48	755.10	-377.62	50.0%
5310-00 · Telephone				
5320-00 · Telephone	214.54	106.25	108.29	201.9%
Total 5310-00 · Telephone	214.54	106.25	108.29	201.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 · Insurance/Bonding	18.60	25.00	-6.40	74.4%
5520-00 · Supplies	7.70	25.00	-17.30	30.8%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	56.00	40.00	16.00	140.0%
5710-00 · Taxes, Licenses & Fees	83.75	10.00	73.75	837.5%
5740-00 · Equipment Rental/Leasing	112.35	26.74	85.61	420.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	375.00	1,200.00	-825.00	31.3%
8700-00 · Automobile Expenses	61.83	100.00	-38.17	61.8%
8750-00 · Meals/Meetings	12.00	25.00	-13.00	48.0%
Total Expense	11,449.99	10,491.09	958.90	109.1%
Net Ordinary Income	10,568.01	11,526.65	-958.64	91.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,241.54	11,524.00	-8,282.46	28.1%
Total Other Expense	3,241.54	11,524.00	-8,282.46	28.1%
Net Other Income	-3,241.54	-11,524.00	8,282.46	28.1%
Net Income	7,326.47	2.65	7,323.82	276,470.6%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 42 - VIC

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	27,827.00	27,826.99	0.01	100.0%
4502-00 · Non-retail VIC Income	342.00	637.00	-295.00	53.7%
46000 · Merchandise Sales	13,723.73	18,050.00	-4,326.27	76.0%
Total Income	41,892.73	46,513.99	-4,621.26	90.1%
Gross Profit	41,892.73	46,513.99	-4,621.26	90.1%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,031.15	1,208.00	823.15	168.1%
5030-00 · P/R - Health Insurance Expense	1,447.33	2,286.50	-839.17	63.3%
5040-00 · P/R - Workmans Comp	0.00	209.00	-209.00	0.0%
5060-00 · 401 (k)	792.40	457.00	335.40	173.4%
5070-00 · Other Benefits and Expenses	41.98	50.62	-8.64	82.9%
5000-00 · Salaries & Wages - Other	15,062.80	13,238.00	1,824.80	113.8%
Total 5000-00 · Salaries & Wages	19,375.66	17,449.12	1,926.54	111.0%
5100-00 · Rent				
5110-00 · Utilities	105.41	625.00	-519.59	16.9%
5140-00 · Repairs & Maintenance	5.15	150.87	-145.72	3.4%
5100-00 · Rent - Other	6,399.57	5,898.87	500.70	108.5%
Total 5100-00 · Rent	6,510.13	6,674.74	-164.61	97.5%
5310-00 · Telephone				
5320-00 · Telephone	340.30	291.74	48.56	116.6%
Total 5310-00 · Telephone	340.30	291.74	48.56	116.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	41.53	0.00	41.53	100.0%
5420-00 · Mail - USPS - Other	0.00	41.74	-41.74	0.0%
Total 5420-00 · Mail - USPS	91.53	41.74	49.79	219.3%
5510-00 · Insurance/Bonding	154.98	166.74	-11.76	92.9%
5520-00 · Supplies	307.38	333.37	-25.99	92.2%
5610-00 · Depreciation	14.96	84.99	-70.03	17.6%
5700-00 · Equipment Support & Maintenance	280.00	175.00	105.00	160.0%
5710-00 · Taxes, Licenses & Fees	336.08	25.00	311.08	1,344.3%
5740-00 · Equipment Rental/Leasing	353.36	494.00	-140.64	71.5%
5800-00 · Training Seminars	0.00	1,000.00	-1,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	416.74	-416.74	0.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	149.49	0.00	149.49	100.0%
59900 · POS Inventory Adjustments	-1.44	0.00	-1.44	100.0%
8100-00 · Cost of Goods Sold - Other	7,440.22	7,934.00	-493.78	93.8%
Total 8100-00 · Cost of Goods Sold	7,588.27	7,934.00	-345.73	95.6%
8500-00 · Credit Card Fees	34.95	300.00	-265.05	11.7%
8700-00 · Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
8910-00 · Travel	0.00	408.24	-408.24	0.0%
Total Expense	35,387.60	35,928.79	-541.19	98.5%
Net Ordinary Income	6,505.13	10,585.20	-4,080.07	61.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	2,946.86	10,586.00	-7,639.14	27.8%
Total Other Expense	2,946.86	10,586.00	-7,639.14	27.8%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
42 - VIC

	Jul 16	Budget	\$ Over Budget	% of Budget
Net Other Income	-2,946.86	-10,586.00	7,639.14	27.8%
Net Income	3,558.27	-0.80	3,559.07	-444,783.6%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 50 - Infrastructure

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	18,547.00	18,547.37	-0.37	100.0%
Total Income	18,547.00	18,547.37	-0.37	100.0%
Gross Profit	18,547.00	18,547.37	-0.37	100.0%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	678.40	670.70	7.70	101.1%
5030-00 • P/R - Health Insurance Expense	296.84	317.70	-20.86	93.4%
5040-00 • P/R - Workmans Comp	0.00	166.74	-166.74	0.0%
5060-00 • 401 (k)	317.14	309.20	7.94	102.6%
5070-00 • Other Benefits and Expenses	6.78	57.50	-50.72	11.8%
5000-00 • Salaries & Wages - Other	5,772.37	6,599.40	-827.03	87.5%
Total 5000-00 • Salaries & Wages	7,071.53	8,121.24	-1,049.71	87.1%
5100-00 • Rent				
5110-00 • Utilities	16.36	125.00	-108.64	13.1%
5140-00 • Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 • Office - Cleaning	0.00	50.24	-50.24	0.0%
5100-00 • Rent - Other	361.12	585.62	-224.50	61.7%
Total 5100-00 • Rent	377.48	800.86	-423.38	47.1%
5310-00 • Telephone				
5320-00 • Telephone	214.54	250.00	-35.46	85.8%
Total 5310-00 • Telephone	214.54	250.00	-35.46	85.8%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	50.00			
5420-00 • Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 • Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 • Insurance/Bonding	18.60	25.00	-6.40	74.4%
5520-00 • Supplies	7.70	25.00	-17.30	30.8%
5610-00 • Depreciation	9.21	34.50	-25.29	26.7%
5700-00 • Equipment Support & Maintenance	56.00	55.00	1.00	101.8%
5710-00 • Taxes, Licenses & Fees	83.75	31.00	52.75	270.2%
5740-00 • Equipment Rental/Leasing	112.35	212.74	-100.39	52.8%
5941-00 • Research & Planning	375.00	0.00	375.00	100.0%
8700-00 • Automobile Expenses	61.83	115.00	-53.17	53.8%
8750-00 • Meals/Meetings	0.00	33.37	-33.37	0.0%
Total Expense	8,437.99	9,728.71	-1,290.72	86.7%
Net Ordinary Income	10,109.01	8,818.66	1,290.35	114.6%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	3,241.54	8,820.00	-5,578.46	36.8%
Total Other Expense	3,241.54	8,820.00	-5,578.46	36.8%
Net Other Income	-3,241.54	-8,820.00	5,578.46	36.8%
Net Income	6,867.47	-1.34	6,868.81	-512,497.8%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
60 - Membership

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	9,387.29	30,000.00	-20,612.71	31.3%
4201-00 · New Member Fees	300.00	333.37	-33.37	90.0%
4250-00 · Revenues-Membership Activities	-70.00	900.00	-970.00	-7.8%
4251-00 · Revenue-Tue AM Breakfast Club	0.00	800.00	-800.00	0.0%
Total Income	9,617.29	32,033.37	-22,416.08	30.0%
Gross Profit	9,617.29	32,033.37	-22,416.08	30.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-1,375.00	0.00	-1,375.00	100.0%
5020-00 · P/R - Tax Expense	499.73	574.70	-74.97	87.0%
5030-00 · P/R - Health Insurance Expense	1,004.79	1,324.70	-319.91	75.9%
5040-00 · P/R - Workmans Comp	0.00	89.37	-89.37	0.0%
5060-00 · 401 (k)	0.00	49.80	-49.80	0.0%
5070-00 · Other Benefits and Expenses	11.89	87.99	-76.10	13.5%
5000-00 · Salaries & Wages - Other	5,566.62	6,226.90	-660.28	89.4%
Total 5000-00 · Salaries & Wages	5,708.03	8,353.46	-2,645.43	68.3%
5100-00 · Rent				
5110-00 · Utilities	20.09	62.50	-42.41	32.1%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	0.00	90.00	-90.00	0.0%
5100-00 · Rent - Other	631.96	589.99	41.97	107.1%
Total 5100-00 · Rent	652.05	782.49	-130.44	83.3%
5310-00 · Telephone				
5320-00 · Telephone	364.13	225.00	139.13	161.8%
Total 5310-00 · Telephone	364.13	225.00	139.13	161.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00			
5420-00 · Mail - USPS - Other	0.00	50.00	-50.00	0.0%
Total 5420-00 · Mail - USPS	400.00	50.00	350.00	800.0%
5510-00 · Insurance/Bonding	55.79	66.74	-10.95	83.6%
5520-00 · Supplies	13.47	108.37	-94.90	12.4%
5610-00 · Depreciation	9.21	52.25	-43.04	17.6%
5700-00 · Equipment Support & Maintenance	98.00	47.12	50.88	208.0%
5710-00 · Taxes, Licenses & Fees	83.75	41.74	42.01	200.6%
5740-00 · Equipment Rental/Leasing	234.54	272.24	-37.70	86.2%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	350.00	0.00	350.00	100.0%
6423-00 · Membership Activities - Other	348.25	1,352.00	-1,003.75	25.8%
Total 6423-00 · Membership Activities	698.25	1,352.00	-653.75	51.6%
6437-00 · Tuesday Morning Breakfast Club	607.50	708.37	-100.87	85.8%
8500-00 · Credit Card Fees	565.07	210.00	355.07	269.1%
8700-00 · Automobile Expenses	139.32	62.50	76.82	222.9%
8750-00 · Meals/Meetings	0.00	41.74	-41.74	0.0%
8810-00 · Dues & Subscriptions	125.00	83.37	41.63	149.9%
Total Expense	9,754.11	12,457.39	-2,703.28	78.3%
Net Ordinary Income	-136.82	19,575.98	-19,712.80	-0.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	2,652.17	19,575.00	-16,922.83	13.5%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
60 - Membership

	Jul 16	Budget	\$ Over Budget	% of Budget
Total Other Expense	2,652.17	19,575.00	-16,922.83	13.5%
Net Other Income	-2,652.17	-19,575.00	16,922.83	13.5%
Net Income	-2,788.99	0.98	-2,789.97	-284,590.8%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
70 - Administration

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,157.87	1,753.20	-595.33	66.0%
5030-00 · P/R - Health Insurance Expense	1,532.15	3,201.60	-1,669.45	47.9%
5040-00 · P/R - Workmans Comp	0.00	400.74	-400.74	0.0%
5060-00 · 401 (k)	289.52	699.10	-409.58	41.4%
5070-00 · Other Benefits and Expenses	33.50	93.49	-59.99	35.8%
5000-00 · Salaries & Wages - Other	14,841.14	23,642.90	-8,801.76	62.8%
Total 5000-00 · Salaries & Wages	17,854.18	29,791.03	-11,936.85	59.9%
5100-00 · Rent				
5110-00 · Utilities	54.24	200.00	-145.76	27.1%
5140-00 · Repairs & Maintenance	24.71	200.00	-175.29	12.4%
5150-00 · Office - Cleaning	0.00	252.00	-252.00	0.0%
5100-00 · Rent - Other	1,602.20	1,915.12	-312.92	83.7%
Total 5100-00 · Rent	1,681.15	2,567.12	-885.97	65.5%
5310-00 · Telephone				
5320-00 · Telephone	679.89	716.74	-36.85	94.9%
5310-00 · Telephone - Other	-38.58	0.00	-38.58	100.0%
Total 5310-00 · Telephone	641.31	716.74	-75.43	89.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	0.00	58.37	-58.37	0.0%
Total 5420-00 · Mail - USPS	250.00	58.37	191.63	428.3%
5510-00 · Insurance/Bonding	136.38	141.74	-5.36	96.2%
5520-00 · Supplies	372.06	583.37	-211.31	63.8%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	420.00	310.74	109.26	135.2%
5710-00 · Taxes, Licenses & Fees	1,168.65	666.74	501.91	175.3%
5740-00 · Equipment Rental/Leasing	172.01	208.37	-36.36	82.6%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	4,770.00	0.00	4,770.00	100.0%
Total 5900-00 · Professional Fees	4,770.00	0.00	4,770.00	100.0%
8200-00 · Associate Relations	0.00	50.00	-50.00	0.0%
8300-00 · Board Functions	173.45	300.00	-126.55	57.8%
8500-00 · Credit Card Fees	47.93	0.00	47.93	100.0%
8700-00 · Automobile Expenses	0.00	83.37	-83.37	0.0%
8750-00 · Meals/Meetings	0.00	50.00	-50.00	0.0%
8810-00 · Dues & Subscriptions	1,752.68	270.00	1,482.68	649.1%
Total Expense	29,468.56	35,960.84	-6,492.28	81.9%
Net Ordinary Income	-29,468.56	-35,960.84	6,492.28	81.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-29,468.56	-35,965.00	6,496.44	81.9%
Total Other Expense	-29,468.56	-35,965.00	6,496.44	81.9%
Net Other Income	29,468.56	35,965.00	-6,496.44	81.9%
Net Income	0.00	4.16	-4.16	0.0%

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Accrual Basis

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2016

	Aug 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 • Petty Cash	1,000.00
1003-00 • Cash - Operations BOTW #6712	571,208.70
1007-00 • Cash - Payroll BOTW #7421	2,052.43
1008-00 • Marketing Reserve - Plumas	50,030.83
1009-00 • Cash Flow Reserve - Plumas	100,082.23
1071-00 • Payroll Reserves BOTW #8163	29,581.56
1080-00 • Special Events BOTW #1626	13,144.02
10950 • Cash In Drawer	387.86
Total Checking/Savings	767,487.63
Accounts Receivable	
1200-00 • Quickbooks Accounts Receivable	89,439.09
Total Accounts Receivable	89,439.09
Other Current Assets	
1200-99 • AR Other	1,614.30
12000 • Undeposited Funds	812.98
1201-00 • WebLink Accounts Receivable	21,535.00
1201-02 • Allowance for Doubtful Accounts	-7,393.00
12100 • Inventory Asset	29,664.65
1299 • Receivable from NLTCM	8,921.44
1490-00 • Security Deposits	50.00
Total Other Current Assets	55,205.37
Total Current Assets	912,132.09
Fixed Assets	
1700-00 • Furniture & Fixtures	68,767.95
1701-00 • Accum. Depr. - Furn & Fix	-68,767.95
1740-00 • Computer Equipment	43,766.13
1741-00 • Accum. Depr. - Computer Equip	-42,352.58
1750-00 • Computer Software	34,993.97
1751-00 • Accum. Amort. - Software	-33,857.22
1770-00 • Leasehold Improvements	24,283.86
1771-00 • Accum. Amort - Leasehold Impr	-24,100.71
Total Fixed Assets	2,733.45
Other Assets	
1400-00 • Prepaid Expenses	
1410-00 • Prepaid Insurance	2,240.32
1430-00 • Prepaid 1st Class Postage	1,000.00
1400-00 • Prepaid Expenses - Other	3,076.77
Total 1400-00 • Prepaid Expenses	6,316.09
Total Other Assets	6,316.09
TOTAL ASSETS	921,181.63
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 • Accounts Payable	21,881.00
2001-00 • Credit Card Payable	270.00
Total Accounts Payable	22,151.00
Other Current Liabilities	
21000 • Salaries/Wages/Payroll Liabilit	
2101-00 • Incentive Payable	12,500.00

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Accrual Basis

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2016

	Aug 31, 16
2102-00 • Commissions Payable	5,756.35
2100-00 • Salaries / Wages Payable	36,727.65
2120-00 • Empl. Federal Tax Payable	2,888.75
2175-00 • 401 (k) Plan	1,104.44
2180-00 • Estimated PTO Liability	60,648.50
24100 • Wage Garnishment Payable	1,162.58
Total 21000 • Salaries/Wages/Payroll Liabillt	119,788.27
2190-00 • Sales and Use Tax Payable	
25500 • *Sales Tax Payable	1,872.76
Total 2190-00 • Sales and Use Tax Payable	1,872.76
2250-00 • Accrued Expenses	20,250.31
2400-00 • Deferred Revenue- Member Dues	57,638.34
2800-00 • Suspense	150.00
Total Other Current Liabilities	199,699.68
Total Current Liabilities	221,850.68
Total Liabilities	221,850.68
Equity	
32000 • Unrestricted Net Assets	43,153.62
3300-11 • Designated Marketing Reserve	266,694.00
3301 • Cash Flow Reserve	100,082.23
3302 • Marketing Cash Reserve	50,030.83
Net Income	239,370.27
Total Equity	699,330.95
TOTAL LIABILITIES & EQUITY	921,181.63

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Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss by Class

July through August 2016

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 - County of Placer TOT Funding	444,280.00	48,266.00	44,036.00	55,654.00	37,094.00	0.00	0.00	628,330.00
4200-00 - Membership Annl/Conf Dues	0.00	0.00	0.00	0.00	0.00	20,293.96	0.00	20,293.96
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	375.00	0.00	375.00
4250-00 - Revenues-Membership Activities								
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	75.00	0.00	75.00
4250-00 - Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	450.00	0.00	450.00
Total 4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	525.00	0.00	525.00
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	120.00	0.00	120.00
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	1,000.00
4502-00 - Non-retail VIC Income	0.00	0.00	0.00	4,721.75	0.00	0.00	0.00	4,721.75
4600-00 - Commissions								
4601-00 - Commissions - South Shore	0.00	6,966.00	0.00	0.00	0.00	0.00	0.00	6,966.00
4600-00 - Commissions - Other	0.00	56,096.07	0.00	0.00	0.00	0.00	0.00	56,096.07
Total 4600-00 - Commissions	0.00	63,062.07	0.00	0.00	0.00	0.00	0.00	63,062.07
4600 - Merchandise Sales	0.00	0.00	0.00	24,968.19	0.00	0.00	0.00	24,968.19
Total Income	444,280.00	111,328.07	44,036.00	85,343.94	37,094.00	22,313.96	0.00	744,395.97
Gross Profit	444,280.00	111,328.07	44,036.00	85,343.94	37,094.00	22,313.96	0.00	744,395.97
Expense								
5000-00 - Salaries & Wages								
5000-01 - In-Market Administration	2,750.00	0.00	0.00	0.00	0.00	-2,750.00	0.00	0.00
5010-00 - Sales Commissions	0.00	7,014.78	0.00	0.00	0.00	0.00	0.00	7,014.78
5020-00 - P/R - Tax Expense	4,066.73	2,796.98	1,145.28	3,739.73	1,145.30	1,041.91	2,453.58	16,389.51
5030-00 - P/R - Health Insurance Expense	6,265.66	3,169.09	570.33	4,544.66	570.34	2,741.75	3,948.58	21,810.41
5060-00 - 401 (K)	1,726.62	1,490.79	534.90	1,311.66	534.90	0.00	584.34	6,183.21
5070-00 - Other Benefits and Expenses	148.11	58.96	13.58	58.96	13.56	23.78	42.00	358.95
5000-00 - Salaries & Wages - Other	43,570.19	24,208.92	11,751.38	32,081.93	11,751.38	11,418.15	31,692.76	166,474.71
Total 5000-00 - Salaries & Wages	58,527.31	38,739.52	14,015.47	41,736.94	14,015.48	12,475.59	38,721.26	218,231.57
5100-00 - Rent								
5110-00 - Utilities	169.75	85.60	38.22	570.29	38.22	58.35	136.23	1,096.66
5140-00 - Repairs & Maintenance	0.00	0.00	0.00	44.86	0.00	0.00	24.71	69.57
5150-00 - Office - Cleaning	207.69	103.85	41.54	51.92	41.54	72.69	155.77	675.00
5100-00 - Rent - Other	3,771.18	1,805.60	722.24	12,719.14	722.24	1,343.92	3,452.40	24,536.72
Total 5100-00 - Rent	4,148.62	1,995.05	802.00	13,386.21	802.00	1,474.96	3,769.11	26,377.95
5310-00 - Telephone								
5320-00 - Telephone	895.99	465.91	394.49	575.25	394.48	508.72	1,520.47	4,755.31
5310-00 - Telephone - Other	0.00	0.00	0.00	0.00	0.00	0.00	-38.58	-38.58

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North Lake Tahoe Resort Association

Profit & Loss by Class

July through August 2016

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Accrual Basis

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Total 5310-00 - Telephone	895.99	465.91	394.49	575.25	394.48	508.72	1,481.89	4,716.73
5420-00 - Mail - USPS								
5470-00 - Mail - UPS	100.00	100.00	50.00	50.00	50.00	400.00	250.00	1,000.00
5480-00 - Mail - Fed Ex	0.00	0.00	0.00	180.92	0.00	0.00	0.00	180.92
Total 5420-00 - Mail - USPS	100.00	100.00	50.00	230.92	50.00	400.00	250.00	1,180.92
5510-00 - Insurance/Bonding	175.95	175.94	27.78	231.50	27.78	83.34	203.71	926.00
5520-00 - Supplies	252.76	36.78	14.72	430.16	14.72	68.69	634.55	1,452.38
5530-00 - Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	-109.00
5610-00 - Depreciation	57.52	29.92	18.42	29.92	18.42	18.42	57.52	230.14
5700-00 - Equipment Support & Maintenance	480.25	320.00	72.00	862.73	72.00	126.00	730.00	2,662.98
5710-00 - Taxes, Licenses & Fees	261.72	136.09	83.75	336.08	83.75	83.75	1,636.83	2,841.97
5740-00 - Equipment Rental/Leasing	305.80	287.21	252.76	851.87	252.76	546.56	359.21	2,856.17
5800-00 - Training Seminars	1,301.61	0.00	0.00	0.00	0.00	0.00	0.00	1,301.61
5815 - Training Video Series	7,534.05	0.00	0.00	0.00	0.00	0.00	0.00	7,534.05
5820 - Sales CRM/CMS	1,124.95	0.00	0.00	0.00	0.00	0.00	0.00	1,124.95
5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	12,250.00	12,250.00
5920-00 - Professional Fees - Accountant								
Total 5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	12,250.00	12,250.00
5940-00 - Research & Planning Membership								
5941-00 - Research & Planning	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
6023-00 - Autumn Food & Wine	0.00	0.00	750.00	0.00	750.00	0.00	0.00	1,500.00
6028-00 - AFW-Operations	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
Total 6023-00 - Autumn Food & Wine	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6423-00 - Membership Activities								
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	600.00	0.00	600.00
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	897.31	0.00	897.31
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	1,497.31	0.00	1,497.31
6437-00 - Tuesday Morning Breakfast Club								
6490-00 - Classified Ads	0.00	0.00	0.00	0.00	0.00	1,417.50	0.00	1,417.50
6600-00 - Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 - Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 - Marketing Cooperative/Media	171,416.66	18,333.34	0.00	0.00	0.00	0.00	0.00	189,750.00
6742-00 - Non-NLT Co-Op Marketing Program	-993.66	0.00	0.00	0.00	0.00	0.00	0.00	-993.66
6743-00 - BACC Marketing Programs								
6743-04 - High Notes	3,303.32	0.00	0.00	0.00	0.00	0.00	0.00	3,303.32
6743-05 - Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 - BACC Marketing Programs	4,280.12	0.00	0.00	0.00	0.00	0.00	0.00	4,280.12
8100-00 - Cost of Goods Sold								

North Lake Tahoe Resort Association
Profit & Loss by Class
July through August 2016

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09/26/16

Accrual Basis

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
52500 • Purchase Discounts	0.00	0.00	0.00	-0.44	0.00	0.00	0.00	-0.44
51100 • Freight and Shipping Costs	0.00	0.00	0.00	199.57	0.00	0.00	0.00	199.57
59900 • POS Inventory Adjustments	0.00	0.00	0.00	253.49	0.00	0.00	0.00	253.49
8100-00 • Cost of Goods Sold - Other	0.00	0.00	0.00	13,247.85	0.00	0.00	0.00	13,247.85
Total 8100-00 • Cost of Goods Sold	0.00	0.00	0.00	13,700.47	0.00	0.00	0.00	13,700.47
8300-00 • Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	78.95	78.95
8500-00 • Credit Card Fees	0.00	0.00	0.00	103.30	0.00	1,185.34	154.05	1,442.69
8700-00 • Automobile Expenses	19.44	38.88	61.83	0.00	61.83	139.32	0.00	321.30
8750-00 • Meals/Meetings	27.65	0.00	12.00	0.00	0.00	0.00	0.00	39.65
8810-00 • Dues & Subscriptions	14.99	340.00	0.00	0.00	0.00	320.00	1,752.68	2,427.67
8910-00 • Travel	860.57	0.00	0.00	0.00	0.00	0.00	0.00	860.57
Total Expense	253,117.01	60,998.64	19,555.22	72,366.35	16,543.22	20,345.50	62,099.76	505,025.70
Net Ordinary Income	191,162.99	50,329.43	24,480.78	12,977.59	20,550.78	1,968.46	-62,099.76	239,370.27
Other Income/Expense								
Other Expense								
8990-00 • Allocated	29,807.89	6,830.97	6,830.97	6,209.98	6,830.97	5,588.98	-62,099.76	0.00
Total Other Expense	29,807.89	6,830.97	6,830.97	6,209.98	6,830.97	5,588.98	-62,099.76	0.00
Net Other Income	-29,807.89	-6,830.97	-6,830.97	-6,209.98	-6,830.97	-5,588.98	62,099.76	0.00
Net Income	161,355.10	43,498.46	17,649.81	6,767.61	13,719.81	-3,620.52	0.00	239,370.27

Accounts Receivable Summary

Invoices With Apply Dates Through August 31, 2016

Aged as of Wednesday, August 31, 2016

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	215.00	75.00	215.00	505.00
Dues		0.00	1,250.00	525.00	2,230.00	2,590.00	13,520.00	20,115.00
Email Blast		0.00	150.00	225.00	0.00	0.00	20.00	395.00
Sponsorships		0.00	500.00	0.00	0.00	0.00	0.00	500.00
TMBC		0.00	0.00	0.00	15.00	0.00	0.00	15.00
Total Open Invoices		0.00	1,900.00	750.00	2,460.00	2,665.00	13,755.00	21,530.00

Unapplied Payments With Payment Dates Prior to and Including 08/31/2016

5.00
\$ 21,535.00

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Hard Rock Hotel & Casino Lake Tahoe	860.00	0.00	0.00	0.00	0.00	860.00
Harrah's/Harveys Casino	6,966.00	0.00	0.00	0.00	0.00	6,966.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	90.80	90.80
North Tahoe Cruises/Tahoe Gal	0.00	800.00	0.00	0.00	0.00	800.00
Northstar California	0.00	0.00	10,312.80	0.00	8,754.04	19,066.84
PlumpJack Squaw Valley Inn	0.00	0.00	1,486.28	0.00	0.00	1,486.28
Resort at Squaw Creek*	12,153.64	0.00	21,831.70	2,461.62	0.00	36,446.96
Squaw Valley Lodge/Granite Peak Managemen	1,834.70	0.00	2,793.55	0.00	0.00	4,628.25
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	89.50	89.50
Tahoma Lodge	0.00	0.00	0.00	200.00	0.00	200.00
The Ritz-Carlton	0.00	0.00	1,851.10	0.00	13,908.05	15,759.15
The Village at Squaw Valley	0.00	0.00	2,857.57	0.00	0.00	2,857.57
TOTAL	21,814.34	800.00	41,133.00	2,661.62	23,030.13	89,439.09

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09/26/16

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	-35.00	0.00	-35.00
Airport Self Storage	248.00	0.00	0.00	0.00	0.00	248.00
Anne-Karln Atwood*	0.00	0.00	44.44	0.00	0.00	44.44
Anthem Blue Cross	0.00	1,522.50	0.00	0.00	0.00	1,522.50
AT & T*	391.04	0.00	0.00	0.00	0.00	391.04
Aurora World, Inc.	0.00	-351.98	0.00	0.00	0.00	-351.98
Clintas Corporation #623	127.03	0.00	0.00	0.00	0.00	127.03
Connie Radoff	360.00	0.00	0.00	0.00	0.00	360.00
Crystal Range Associates	82.26	0.00	0.00	0.00	0.00	82.26
DMAwest, Inc.	0.00	50.00	0.00	0.00	0.00	50.00
Emily Detwiler*	0.00	0.00	134.34	0.00	0.00	134.34
FedEx	0.00	139.39	0.00	0.00	0.00	139.39
Geo-Tourism Specialties	956.62	0.00	0.00	0.00	0.00	956.62
Geographic Locations International	0.00	3,505.75	0.00	0.00	0.00	3,505.75
Ginger Karl*	0.00	0.00	139.32	0.00	0.00	139.32
Granlibakken, Inc.	0.00	810.00	607.50	0.00	0.00	1,417.50
Greg Howey*	0.00	0.00	63.88	0.00	0.00	63.88
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
IDSS Global LLC	1,124.95	0.00	0.00	0.00	0.00	1,124.95
Jennifer Brazili	0.00	1,301.61	0.00	0.00	0.00	1,301.61
Liberty Utilities*	0.00	631.48	0.00	0.00	0.00	631.48
MIXT Studio	0.00	0.00	375.00	0.00	0.00	375.00
Moonshine Ink*, LLC	0.00	257.81	0.00	0.00	0.00	257.81
Mountain Town News	0.00	0.00	26.25	0.00	0.00	26.25
Placer County Clerk-Recorder*	46.60	0.00	0.00	0.00	0.00	46.60
Placer County Tax Collector	1,046.87	0.00	0.00	0.00	0.00	1,046.87
Principal Financial Group	0.00	-200.27	0.00	0.00	0.00	-200.27
Ricoch USA	1,560.08	30.49	0.00	0.00	0.00	1,590.57
Ron Treabess	0.00	0.00	135.66	0.00	0.00	135.66
Sandy Evans Hall*	0.00	0.00	65.00	0.00	0.00	65.00
Sarah Winters	0.00	0.00	25.00	0.00	0.00	25.00
Sierra Essentials	619.49	0.00	0.00	0.00	0.00	619.49
Sierra Nevada Ad Partners	32.14	105.00	0.00	0.00	0.00	137.14
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Sierra State Parks Foundation*	0.00	25.00	0.00	40.00	0.00	65.00
Sprint	70.71	0.00	0.00	0.00	0.00	70.71
Swigard's True Value Hardware, Inc.*	39.71	0.00	0.00	0.00	0.00	39.71
Tahoe Basics	972.00	0.00	0.00	0.00	0.00	972.00
Tahoe Tech Group, Inc.	0.00	380.00	0.00	1,430.00	0.00	1,810.00
Tahoe Tessie	168.00	0.00	0.00	0.00	0.00	168.00
The Store...Copies and More	0.00	330.51	204.34	0.00	0.00	534.85
Wholesale Resort Accessories, Inc.	399.00	206.00	0.00	0.00	0.00	605.00
Woodluck Wholesale	0.00	637.58	0.00	0.00	0.00	637.58
TOTAL	9,244.40	9,380.87	1,820.73	1,435.00	0.00	21,881.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
 August 2016

	Aug 16
Ordinary Income/Expense	
Income	
4050-00 • County of Placer TOT Funding	314,665.00
4200-00 • Membership Ann/Conf Dues	10,906.67
4201-00 • New Member Fees	75.00
4250-00 • Revenues-Membership Activities	
4250-02 • Tourism Summit	75.00
4250-00 • Revenues-Membership Activities - Other	520.00
Total 4250-00 • Revenues-Membership Activities	595.00
4251-00 • Revenue-Tue AM Breakfast Club	120.00
4252-00 • Revenue - Sponsorships	1,000.00
4502-00 • Non-retail VIC Income	4,379.75
4600-00 • Commissions	
4601-00 • Commissions - South Shore	6,966.00
4600-00 • Commissions - Other	14,681.29
Total 4600-00 • Commissions	21,647.29
4600 • Merchandise Sales	11,244.46
Total Income	364,633.17
Gross Profit	364,633.17
Expense	
5000-00 • Salaries & Wages	
5000-01 • In-Market Administration	0.00
5010-00 • Sales Commissions	5,766.35
5020-00 • P/R - Tax Expense	8,493.26
5030-00 • P/R - Health Insurance Expense	14,200.33
5060-00 • 401 (k)	2,987.98
5070-00 • Other Benefits and Expenses	101.89
5000-00 • Salaries & Wages - Other	89,120.45
Total 5000-00 • Salaries & Wages	120,660.26
5100-00 • Rent	
5110-00 • Utilities	792.82
5140-00 • Repairs & Maintenance	39.71
5150-00 • Office - Cleaning	675.00
5100-00 • Rent - Other	12,392.36
Total 5100-00 • Rent	13,899.89
5310-00 • Telephone	
5320-00 • Telephone	2,266.79
Total 5310-00 • Telephone	2,266.79
5420-00 • Mail - USPS	
5480-00 • Mail - Fed Ex	139.39
Total 5420-00 • Mail - USPS	139.39
5510-00 • Insurance/Bonding	306.08
5520-00 • Supplies	558.54
5530-00 • Visitor Communications - Other	-109.00
5610-00 • Depreciation	115.07
5700-00 • Equipment Support & Maintenance	1,212.73
5710-00 • Taxes, Licenses & Fees	488.18
5740-00 • Equipment Rental/Leasing	1,590.57
5800-00 • Training Seminars	1,301.61
5815 • Training Video Series	7,534.05
5820 • Sales CRM/CMS	1,124.95
5900-00 • Professional Fees	
5920-00 • Professional Fees - Accountant	7,480.00

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Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

August 2016

	Aug 16
Total 5900-00 • Professional Fees	7,480.00
5941-00 • Research & Planning	750.00
6023-00 • Autumn Food & Wine	
6028-00 • AFW-Operations	1,925.00
Total 6023-00 • Autumn Food & Wine	1,925.00
6420-00 • Sponsorship	0.00
6423-00 • Membership Activities	
6432-00 • Membership - Newsletter	250.00
6423-00 • Membership Activities - Other	549.06
Total 6423-00 • Membership Activities	799.06
6437-00 • Tuesday Morning Breakfast Club	810.00
6490-00 • Classified Ads	50.00
6600-00 • Promotions/Giveaways	32.14
6730-00 • Marketing Cooperative/Media	128,600.00
6742-00 • Non-NLT Co-Op Marketing Program	-1,394.33
6743-00 • BACC Marketing Programs	
6743-04 • High Notes	1,720.00
Total 6743-00 • BACC Marketing Programs	1,720.00
8100-00 • Cost of Goods Sold	
52500 • Purchase Discounts	-0.44
51100 • Freight and Shipping Costs	50.08
59900 • POS Inventory Adjustments	254.93
8100-00 • Cost of Goods Sold - Other	5,807.63
Total 8100-00 • Cost of Goods Sold	6,112.20
8300-00 • Board Functions	-94.50
8500-00 • Credit Card Fees	794.74
8810-00 • Dues & Subscriptions	195.00
Total Expense	296,768.42
Net Ordinary Income	67,864.75
Other Income/Expense	
Other Expense	
8990-00 • Allocated	0.00
Total Other Expense	0.00
Net Other Income	0.00
Net Income	67,864.75

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 11 - Marketing

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4060-00 • County of Placer TOT Funding	222,140.00	222,140.17	-0.17	100.0%
Total Income	222,140.00	222,140.17	-0.17	100.0%
Gross Profit	222,140.00	222,140.17	-0.17	100.0%
Expense				
5000-00 • Salaries & Wages				
5000-01 • In-Market Administration	1,375.00	3,666.68	-2,291.68	37.5%
5020-00 • P/R - Tax Expense	2,210.30	1,852.90	357.40	119.3%
5030-00 • P/R - Health Insurance Expense	4,191.83	5,816.00	-1,624.17	72.1%
5040-00 • P/R - Workmans Comp	0.00	108.75	-108.75	0.0%
5060-00 • 401 (k)	789.74	650.90	138.84	121.3%
5070-00 • Other Benefits and Expenses	33.97	225.83	-191.86	15.0%
5000-00 • Salaries & Wages - Other	26,785.83	22,597.80	4,188.03	118.5%
Total 5000-00 • Salaries & Wages	35,386.67	34,918.86	467.81	101.3%
5100-00 • Rent				
5110-00 • Utilities	109.31	175.00	-65.69	62.5%
5140-00 • Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5160-00 • Office - Cleaning	207.69	252.00	-44.31	82.4%
5100-00 • Rent - Other	1,885.59	1,651.66	233.93	114.2%
Total 5100-00 • Rent	2,202.59	2,203.66	-1.07	100.0%
5310-00 • Telephone				
5320-00 • Telephone	451.83	441.66	10.17	102.3%
Total 5310-00 • Telephone	451.83	441.66	10.17	102.3%
5420-00 • Mail - USPS	0.00	62.50	-62.50	0.0%
5510-00 • Insurance/Bonding	58.16	166.66	-108.50	34.9%
5520-00 • Supplies	86.47	250.00	-163.53	34.6%
5610-00 • Depreciation	28.76	163.25	-134.49	17.6%
5700-00 • Equipment Support & Maintenance	80.00	311.00	-231.00	25.7%
5710-00 • Taxes, Licenses & Fees	0.00	41.66	-41.66	0.0%
5740-00 • Equipment Rental/Leasing	166.01	166.66	-10.65	93.6%
5800-00 • Training Seminars	1,301.61	0.00	1,301.61	100.0%
5816 • Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 • Sales CRM/CMS	1,124.95	7,000.00	-5,875.05	16.1%
6023-00 • Autumn Food & Wine				
6028-00 • AFW-Operations	1,925.00			
Total 6023-00 • Autumn Food & Wine	1,925.00	0.00	1,925.00	100.0%
6490-00 • Classified Ads	50.00			
6600-00 • Promotions/Giveaways	32.14			
6730-00 • Marketing Cooperative/Media	117,333.33	117,333.33	0.00	100.0%
6742-00 • Non-NLT Co-Op Marketing Program	-1,394.33	0.00	-1,394.33	100.0%
6743-00 • BACC Marketing Programs				
6743-04 • High Notes	1,720.00	0.00	1,720.00	100.0%
6743-00 • BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 • BACC Marketing Programs	1,720.00	6,700.00	-4,980.00	25.7%
8700-00 • Automobile Expenses	0.00	166.66	-166.66	0.0%
8750-00 • Meals/Meetings	0.00	291.66	-291.66	0.0%
8810-00 • Dues & Subscriptions	0.00	416.66	-416.66	0.0%
8910-00 • Travel	0.00	666.66	-666.66	0.0%
Total Expense	168,077.24	171,300.88	-3,223.64	98.1%
Net Ordinary Income	54,062.76	50,839.29	3,223.47	106.3%
Other Income/Expense				

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Accrual Basis

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

11 - Marketing

	Aug 16	Budget	\$ Over Budget	% of Budget
Other Expense				
8990-00 - Allocated	15,662.98	51,330.00	-35,667.02	30.5%
Total Other Expense	15,662.98	51,330.00	-35,667.02	30.5%
Net Other Income	-15,662.98	-51,330.00	35,667.02	30.5%
Net Income	38,399.78	-490.71	38,890.49	-7,825.4%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 30 - Conference

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	24,133.00	24,133.33	-0.33	100.0%
4200-00 • Membership Ann/Conf Dues	0.00	640.83	-640.83	0.0%
4600-00 • Commissions				
4601-00 • Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 • Commissions - Other	14,681.29	28,220.00	-13,538.71	52.0%
Total 4600-00 • Commissions	21,647.29	28,220.00	-6,572.71	76.7%
Total Income	45,780.29	52,994.16	-7,213.87	86.4%
Gross Profit	45,780.29	52,994.16	-7,213.87	86.4%
Expense				
5000-00 • Salaries & Wages				
5010-00 • Sales Commissions	5,756.35	2,166.66	3,589.69	265.7%
5020-00 • P/R - Tax Expense	1,802.70	1,082.70	720.00	166.5%
5030-00 • P/R - Health Insurance Expense	2,210.79	2,046.00	164.79	108.1%
5040-00 • P/R - Workmans Comp	0.00	75.00	-75.00	0.0%
5060-00 • 401 (k)	948.64	596.90	351.74	158.9%
5070-00 • Other Benefits and Expenses	16.98	37.16	-20.18	45.7%
5000-00 • Salaries & Wages - Other	10,654.32	13,180.60	-2,526.18	80.8%
Total 5000-00 • Salaries & Wages	21,389.78	19,184.92	2,204.86	111.5%
5100-00 • Rent				
5110-00 • Utilities	54.66	87.50	-32.84	62.5%
5140-00 • Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 • Office - Cleaning	103.85	126.00	-22.15	82.4%
5100-00 • Rent - Other	902.80	826.83	76.97	109.3%
Total 5100-00 • Rent	1,061.31	1,104.33	-43.02	96.1%
5310-00 • Telephone				
5320-00 • Telephone	234.95	256.00	-21.05	91.8%
Total 5310-00 • Telephone	234.95	256.00	-21.05	91.8%
5420-00 • Mail - USPS	0.00	17.50	-17.50	0.0%
5510-00 • Insurance/Bonding	58.16	125.00	-66.84	46.5%
5520-00 • Supplies	17.54	62.50	-44.96	28.1%
5610-00 • Depreciation	14.96	84.91	-69.95	17.6%
5700-00 • Equipment Support & Maintenance	180.00	138.00	42.00	130.4%
5710-00 • Taxes, Licenses & Fees	0.00	16.66	-16.66	0.0%
5740-00 • Equipment Rental/Leasing	156.01	166.66	-10.65	93.6%
5730-00 • Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
5700-00 • Automobile Expenses	0.00	33.33	-33.33	0.0%
5750-00 • Meals/Meetings	0.00	33.33	-33.33	0.0%
Total Expense	32,279.38	30,389.81	1,889.57	106.2%
Net Ordinary Income	13,500.91	22,604.35	-9,103.44	59.7%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	3,589.43	21,771.00	-18,181.57	16.5%
Total Other Expense	3,589.43	21,771.00	-18,181.57	16.5%
Net Other Income	-3,589.43	-21,771.00	18,181.57	16.5%
Net Income	9,911.48	833.35	9,078.13	1,189.4%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 41 - Transportation

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	22,018.00	22,017.66	0.34	100.0%
Total Income	22,018.00	22,017.66	0.34	100.0%
Gross Profit	22,018.00	22,017.66	0.34	100.0%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	466.89	648.90	-182.01	72.0%
5030-00 • P/R - Health Insurance Expense	273.49	936.00	-662.51	29.2%
5040-00 • P/R - Workmans Comp	0.00	172.00	-172.00	0.0%
5060-00 • 401 (k)	217.76	308.60	-90.84	70.6%
5070-00 • Other Benefits and Expenses	6.79	63.70	-46.91	12.6%
5000-00 • Salaries & Wages - Other	5,979.01	6,599.40	-620.39	90.6%
Total 5000-00 • Salaries & Wages	6,943.94	8,718.60	-1,774.66	79.6%
5100-00 • Rent				
5110-00 • Utilities	21.86	83.83	-61.97	26.1%
5140-00 • Repairs & Maintenance	0.00	38.08	-38.08	0.0%
5160-00 • Office - Cleaning	41.54	16.66	24.88	249.3%
5100-00 • Rent - Other	361.12	616.33	-255.21	58.6%
Total 5100-00 • Rent	424.52	754.90	-330.38	56.2%
5310-00 • Telephone				
5320-00 • Telephone	179.95	106.25	73.70	169.4%
Total 5310-00 • Telephone	179.95	106.25	73.70	169.4%
5510-00 • Insurance/Bonding	9.18	25.00	-15.82	36.7%
5520-00 • Supplies	7.02	25.00	-17.98	28.1%
5610-00 • Depreciation	9.21	34.60	-25.29	26.7%
5700-00 • Equipment Support & Maintenance	16.00	40.00	-24.00	40.0%
5710-00 • Taxes, Licenses & Fees	0.00	10.00	-10.00	0.0%
5740-00 • Equipment Rental/Leasing	140.41	28.66	113.75	526.7%
5810-00 • Public Outreach	0.00	450.00	-450.00	0.0%
5941-00 • Research & Planning	375.00	6,795.00	-6,420.00	5.6%
8700-00 • Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 • Meals/Meetings	0.00	25.00	-25.00	0.0%
Total Expense	8,105.23	17,110.91	-9,005.68	47.4%
Net Ordinary Income	13,912.77	4,906.76	9,006.02	283.5%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	3,589.43	4,907.00	-1,317.57	73.1%
Total Other Expense	3,589.43	4,907.00	-1,317.57	73.1%
Net Other Income	-3,589.43	-4,907.00	1,317.57	73.1%
Net Income	10,323.34	-0.25	10,323.59	-4,129,336.0%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
42 - VIC**

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	27,827.00	27,826.91	0.09	100.0%
4502-00 • Non-retail VIC Income	4,379.75	637.00	3,742.75	687.6%
4503 • Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 • Merchandise Sales	11,244.46	16,377.00	-5,132.54	68.7%
Total Income	43,451.21	46,340.91	-2,889.70	93.8%
Gross Profit	43,451.21	46,340.91	-2,889.70	93.8%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	1,708.58	1,211.00	497.58	141.1%
5030-00 • P/R - Health Insurance Expense	3,097.33	2,286.50	810.83	135.5%
5040-00 • P/R - Workmans Comp	0.00	209.00	-209.00	0.0%
5060-00 • 401 (k)	519.28	458.00	61.28	113.4%
5070-00 • Other Benefits and Expenses	16.98	50.58	-33.60	33.6%
5000-00 • Salaries & Wages - Other	17,019.13	13,254.00	3,765.13	128.4%
Total 5000-00 • Salaries & Wages	22,361.28	17,469.08	4,892.20	128.0%
5100-00 • Rent				
5110-00 • Utilities	464.88	625.00	-160.12	74.4%
5140-00 • Repairs & Maintenance	39.71	150.83	-111.12	26.3%
5150-00 • Office - Cleaning	51.92	0.00	51.92	100.0%
5100-00 • Rent - Other	6,319.57	5,898.83	420.74	107.1%
Total 5100-00 • Rent	6,876.08	6,674.66	201.42	103.0%
5310-00 • Telephone				
5320-00 • Telephone	234.95	291.66	-56.71	80.6%
Total 5310-00 • Telephone	234.95	291.66	-56.71	80.6%
5420-00 • Mail - USPS				
5480-00 • Mail - Fed Ex	139.39	0.00	139.39	100.0%
5420-00 • Mail - USPS - Other	0.00	41.66	-41.66	0.0%
Total 5420-00 • Mail - USPS	139.39	41.66	97.73	334.6%
5510-00 • Insurance/Bonding	76.52	166.66	-90.14	45.9%
5520-00 • Supplies	122.78	333.33	-210.55	36.8%
5530-00 • Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 • Depreciation	14.96	84.91	-69.95	17.6%
5700-00 • Equipment Support & Maintenance	582.73	175.00	407.73	333.0%
5710-00 • Taxes, Licenses & Fees	0.00	25.00	-25.00	0.0%
5740-00 • Equipment Rental/Leasing	498.51	494.00	4.51	100.9%
5800-00 • Training Seminars	0.00	1,000.00	-1,000.00	0.0%
6740-00 • Media/Collateral/Production	0.00	416.66	-416.66	0.0%
8100-00 • Cost of Goods Sold				
52500 • Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 • Freight and Shipping Costs	50.08	0.00	50.08	100.0%
59900 • POS Inventory Adjustments	254.93	0.00	254.93	100.0%
8100-00 • Cost of Goods Sold - Other	5,807.63	9,583.00	-3,775.37	60.6%
Total 8100-00 • Cost of Goods Sold	6,112.20	9,583.00	-3,470.80	63.8%
8500-00 • Credit Card Fees	68.35	300.00	-231.65	22.8%
8700-00 • Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 • Meals/Meetings	0.00	33.33	-33.33	0.0%
8910-00 • Travel	0.00	408.16	-408.16	0.0%
Total Expense	36,978.75	37,797.11	-818.36	97.8%
Net Ordinary Income	6,472.46	8,543.80	-2,071.34	75.8%
Other Income/Expense				
Other Expense				

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
42 - VIC

	Aug 16	Budget	\$ Over Budget	% of Budget
8990-00 - Allocated	3,263.12	8,543.00	-5,279.88	38.2%
Total Other Expense	3,263.12	8,543.00	-5,279.88	38.2%
Net Other Income	-3,263.12	-8,543.00	5,279.88	38.2%
Net Income	3,208.34	0.80	3,208.54	401,167.5%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
50 - Infrastructure

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	18,547.00	18,547.33	-0.33	100.0%
Total Income	18,547.00	18,547.33	-0.33	100.0%
Gross Profit	18,547.00	18,547.33	-0.33	100.0%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	466.90	670.70	-203.80	69.6%
5030-00 • P/R - Health Insurance Expense	273.50	317.70	-44.20	86.1%
5040-00 • P/R - Workmans Comp	0.00	166.66	-166.66	0.0%
5060-00 • 401 (k)	217.76	309.20	-91.44	70.4%
5070-00 • Other Benefits and Expenses	6.78	67.50	-60.72	11.8%
5000-00 • Salaries & Wages - Other	5,979.01	6,599.40	-620.39	90.6%
Total 5000-00 • Salaries & Wages	6,943.95	8,121.16	-1,177.21	85.5%
5100-00 • Rent				
5110-00 • Utilities	21.86	125.00	-103.14	17.5%
5140-00 • Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 • Office - Cleaning	41.54	50.16	-8.62	82.8%
5100-00 • Rent - Other	361.12	585.58	-224.46	61.7%
Total 5100-00 • Rent	424.52	800.74	-376.22	53.0%
5310-00 • Telephone				
5320-00 • Telephone	179.94	450.00	-270.06	40.0%
Total 5310-00 • Telephone	179.94	450.00	-270.06	40.0%
5510-00 • Insurance/Bonding	9.18	25.00	-15.82	36.7%
5520-00 • Supplies	7.02	25.00	-17.98	28.1%
5610-00 • Depreciation	9.21	34.50	-25.29	26.7%
5700-00 • Equipment Support & Maintenance	16.00	55.00	-39.00	29.1%
5710-00 • Taxes, Licenses & Fees	0.00	31.00	-31.00	0.0%
5740-00 • Equipment Rental/Leasing	140.41	212.66	-72.25	66.0%
5941-00 • Research & Planning	376.00	2,593.00	-2,218.00	14.5%
8700-00 • Automobile Expenses	0.00	115.00	-115.00	0.0%
8750-00 • Meals/Meetings	0.00	33.33	-33.33	0.0%
Total Expense	8,105.23	12,496.39	-4,391.16	64.9%
Net Ordinary Income	10,441.77	6,050.94	4,390.83	172.6%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	3,589.43	5,451.00	-1,861.57	65.8%
Total Other Expense	3,589.43	5,451.00	-1,861.57	65.8%
Net Other Income	-3,589.43	-5,451.00	1,861.57	65.8%
Net Income	6,852.34	599.94	6,252.40	1,142.2%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 60 - Membership

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 • Membership Ann/Conf Dues	10,906.67	2,000.00	8,906.67	545.3%
4201-00 • New Member Fees	75.00	333.33	-258.33	22.5%
4250-00 • Revenues-Membership Activities				
4250-02 • Tourism Summit	75.00			
4250-00 • Revenues-Membership Activities - Other	520.00	3,300.00	-2,780.00	15.8%
Total 4250-00 • Revenues-Membership Activities	595.00	3,300.00	-2,705.00	18.0%
4251-00 • Revenue-Tue AM Breakfast Club	120.00	800.00	-680.00	15.0%
4252-00 • Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
Total Income	12,696.67	7,433.33	5,263.34	170.8%
Gross Profit	12,696.67	7,433.33	5,263.34	170.8%
Expense				
5000-00 • Salaries & Wages				
5000-01 • In-Market Administration	-1,375.00	-3,666.68	2,291.68	37.5%
5020-00 • P/R - Tax Expense	542.18	574.70	-32.52	94.3%
5030-00 • P/R - Health Insurance Expense	1,736.96	2,075.00	-338.04	83.7%
5040-00 • P/R - Workmans Comp	0.00	89.33	-89.33	0.0%
5060-00 • 401 (k)	0.00	49.80	-49.80	0.0%
5070-00 • Other Benefits and Expenses	11.89	87.91	-76.02	13.5%
5000-00 • Salaries & Wages - Other	5,851.53	6,226.90	-375.37	94.0%
Total 5000-00 • Salaries & Wages	6,767.56	5,436.96	1,330.60	124.5%
5100-00 • Rent				
5110-00 • Utilities	38.26	62.50	-24.24	61.2%
5140-00 • Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 • Office - Cleaning	72.69	90.00	-17.31	80.8%
5100-00 • Rent - Other	711.96	589.91	122.05	120.7%
Total 5100-00 • Rent	822.91	782.41	40.50	105.2%
5310-00 • Telephone				
5320-00 • Telephone	144.59	225.00	-80.41	64.3%
Total 5310-00 • Telephone	144.59	225.00	-80.41	64.3%
5420-00 • Mail - USPS	0.00	50.00	-50.00	0.0%
5510-00 • Insurance/Bonding	27.55	66.66	-39.11	41.3%
5520-00 • Supplies	55.22	108.33	-53.11	51.0%
5610-00 • Depreciation	9.21	52.25	-43.04	17.6%
5700-00 • Equipment Support & Maintenance	28.00	47.08	-19.08	59.5%
5710-00 • Taxes, Licenses & Fees	0.00	41.66	-41.66	0.0%
5740-00 • Equipment Rental/Leasing	312.02	272.16	39.86	114.6%
5800-00 • Training Seminars	0.00	1,500.00	-1,500.00	0.0%
6423-00 • Membership Activities				
6432-00 • Membership - Newsletter	250.00	0.00	250.00	100.0%
6423-00 • Membership Activities - Other	549.06	2,338.00	-1,788.94	23.5%
Total 6423-00 • Membership Activities	799.06	2,338.00	-1,538.94	34.2%
6437-00 • Tuesday Morning Breakfast Club	810.00	708.33	101.67	114.4%
8500-00 • Credit Card Fees	620.27	210.00	410.27	295.4%
8700-00 • Automobile Expenses	0.00	62.50	-62.50	0.0%
8750-00 • Meals/Meetings	0.00	41.66	-41.66	0.0%
8810-00 • Dues & Subscriptions	195.00	83.33	111.67	234.0%
Total Expense	10,591.39	12,026.33	-1,434.94	88.1%
Net Ordinary Income	2,105.28	-4,593.00	6,698.28	-45.8%
Other Income/Expense				
Other Expense				

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
60 - Membership

	Aug 16	Budget	\$ Over Budget	% of Budget
8990-00 - Allocated	2,936.81	-4,593.00	7,529.81	-63.9%
Total Other Expense	2,936.81	-4,593.00	7,529.81	-63.9%
Net Other Income	-2,936.81	4,593.00	-7,529.81	-63.9%
Net Income	-831.63	0.00	-831.63	100.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 70 - Administration

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,295.71	1,753.20	-457.49	73.9%
5030-00 · P/R - Health Insurance Expense	2,416.43	4,462.00	-2,035.57	54.3%
5040-00 · P/R - Workmans Comp	0.00	400.66	-400.66	0.0%
5060-00 · 401 (k)	294.82	699.10	-404.28	42.2%
5070-00 · Other Benefits and Expenses	8.60	93.41	-84.91	9.1%
5000-00 · Salaries & Wages - Other	16,851.62	23,642.90	-6,791.28	71.3%
Total 5000-00 · Salaries & Wages	20,867.08	31,041.27	-10,174.19	67.2%
5100-00 · Rent				
5110-00 · Utilities	81.99	200.00	-118.01	41.0%
5140-00 · Repairs & Maintenance	0.00	200.00	-200.00	0.0%
5150-00 · Office - Cleaning	155.77	252.00	-96.23	61.8%
5100-00 · Rent - Other	1,850.20	1,915.08	-64.88	96.6%
Total 5100-00 · Rent	2,087.96	2,567.08	-479.12	81.3%
5310-00 · Telephone				
5320-00 · Telephone	840.58	716.66	123.92	117.3%
Total 5310-00 · Telephone	840.58	716.66	123.92	117.3%
5420-00 · Mail - USPS	0.00	58.33	-58.33	0.0%
5510-00 · Insurance/Bonding	67.33	141.66	-74.33	47.5%
5520-00 · Supplies	262.49	683.33	-320.84	45.0%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	310.00	310.66	-0.66	99.8%
5710-00 · Taxes, Licenses & Fees	488.18	666.66	-178.48	73.2%
5740-00 · Equipment Rental/Leasing	187.20	208.33	-21.13	89.9%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	7,480.00	0.00	7,480.00	100.0%
Total 5900-00 · Professional Fees	7,480.00	0.00	7,480.00	100.0%
8200-00 · Associate Relations	0.00	50.00	-50.00	0.0%
8300-00 · Board Functions	-94.50	300.00	-394.50	-31.5%
8500-00 · Credit Card Fees	106.12	0.00	106.12	100.0%
8700-00 · Automobile Expenses	0.00	83.33	-83.33	0.0%
8750-00 · Meals/Meetings	0.00	50.00	-50.00	0.0%
Total Expense	32,631.20	38,440.56	-5,809.36	84.9%
Net Ordinary Income	-32,631.20	-38,440.56	5,809.36	84.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-32,631.20	-38,440.00	5,808.80	84.9%
Total Other Expense	-32,631.20	-38,440.00	5,808.80	84.9%
Net Other Income	32,631.20	38,440.00	-5,808.80	84.9%
Net Income	0.00	-0.56	0.56	0.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 11 - Marketing

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	444,280.00	444,280.30	-0.30	100.0%
Total Income	444,280.00	444,280.30	-0.30	100.0%
Gross Profit	444,280.00	444,280.30	-0.30	100.0%
Expense				
5000-00 • Salaries & Wages				
5000-01 • In-Market Administration	2,750.00	3,666.68	-916.68	75.0%
5020-00 • P/R - Tax Expense	4,066.73	3,705.80	360.93	109.7%
5030-00 • P/R - Health Insurance Expense	6,265.66	8,881.60	-2,615.94	70.5%
5040-00 • P/R - Workmans Comp	0.00	217.50	-217.50	0.0%
5060-00 • 401 (k)	1,726.62	1,301.80	424.82	132.6%
5070-00 • Other Benefits and Expenses	148.11	451.70	-303.59	32.8%
5000-00 • Salaries & Wages - Other	43,570.19	45,195.60	-1,625.41	96.4%
Total 5000-00 • Salaries & Wages	58,527.31	63,420.68	-4,893.37	92.3%
5100-00 • Rent				
5110-00 • Utilities	169.75	350.00	-180.25	48.5%
5140-00 • Repairs & Maintenance	0.00	250.00	-250.00	0.0%
5150-00 • Office - Cleaning	207.69	504.00	-296.31	41.2%
5100-00 • Rent - Other	3,771.18	3,303.40	467.78	114.2%
Total 5100-00 • Rent	4,148.62	4,407.40	-258.78	94.1%
5310-00 • Telephone				
5320-00 • Telephone	895.99	883.40	12.59	101.4%
Total 5310-00 • Telephone	895.99	883.40	12.59	101.4%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 • Mail - USPS - Other	0.00	125.00	-125.00	0.0%
Total 5420-00 • Mail - USPS	100.00	125.00	-25.00	80.0%
5510-00 • Insurance/Bonding	175.95	333.40	-157.45	52.8%
5520-00 • Supplies	252.76	500.00	-247.24	50.6%
5610-00 • Depreciation	57.52	326.50	-268.98	17.6%
5700-00 • Equipment Support & Maintenance	480.25	622.00	-141.75	77.2%
5710-00 • Taxes, Licenses & Fees	261.72	83.40	178.32	313.8%
5740-00 • Equipment Rental/Leasing	305.80	333.40	-27.60	91.7%
5800-00 • Training Seminars	1,301.61	0.00	1,301.61	100.0%
5815 • Training Video Series	7,534.05	15,000.00	-7,465.95	50.2%
5820 • Sales CRM/CMS	1,124.95	14,000.00	-12,875.05	8.0%
6020-00 • Programs				
6016-00 • Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 • Programs	0.00	20,000.00	-20,000.00	0.0%
6023-00 • Autumn Food & Wine				
6028-00 • AFW-Operations	1,925.00			
Total 6023-00 • Autumn Food & Wine	1,925.00	0.00	1,925.00	100.0%
6490-00 • Classified Ads	50.00			
6600-00 • Promotions/Giveaways	32.14			
6701-00 • Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 • Marketing Cooperative/Media	171,416.66	171,416.66	0.00	100.0%
6742-00 • Non-NLT Co-Op Marketing Program	-993.66	0.00	-993.66	100.0%
6743-00 • BACC Marketing Programs				
6743-04 • High Notes	3,303.32	0.00	3,303.32	100.0%
6743-05 • Peak Your Adventure	976.80			
6743-00 • BACC Marketing Programs - Other	0.00	13,400.00	-13,400.00	0.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
11 - Marketing

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Total 6743-00 • BACG Marketing Programs	4,280.12	13,400.00	-9,119.88	31.9%
8700-00 • Automobile Expenses	19.44	333.40	-313.96	5.8%
8750-00 • Meals/Meetings	27.65	583.40	-555.75	4.7%
8810-00 • Dues & Subscriptions	14.99	833.40	-818.41	1.8%
8910-00 • Travel	860.67	1,333.40	-472.73	64.6%
Total Expense	253,117.01	307,935.44	-54,818.43	82.2%
Net Ordinary Income	191,162.99	136,344.86	54,818.13	140.2%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	29,807.89	139,216.00	-109,408.11	21.4%
Total Other Expense	29,807.89	139,216.00	-109,408.11	21.4%
Net Other Income	-29,807.89	-139,216.00	109,408.11	21.4%
Net Income	161,355.10	-2,871.14	164,226.24	-5,619.9%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 30 - Conference

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4060-00 • County of Placer TOT Funding	48,266.00	48,266.70	-0.70	100.0%
4200-00 • Membership Ann/Conf Dues	0.00	1,281.70	-1,281.70	0.0%
4600-00 • Commissions				
4601-00 • Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 • Commissions - Other	56,096.07	37,191.00	18,905.07	150.8%
Total 4600-00 • Commissions	63,062.07	37,191.00	25,871.07	169.6%
Total Income	111,328.07	86,739.40	24,588.67	128.3%
Gross Profit	111,328.07	86,739.40	24,588.67	128.3%
Expense				
5000-00 • Salaries & Wages				
5010-00 • Sales Commissions	7,014.78	4,333.40	2,681.38	161.9%
5020-00 • P/R - Tax Expense	2,796.98	2,165.40	631.58	129.2%
5030-00 • P/R - Health Insurance Expense	3,169.09	3,091.70	77.39	102.5%
5040-00 • P/R - Workmans Comp	0.00	160.00	-160.00	0.0%
5060-00 • 401 (k)	1,490.79	1,193.80	296.99	124.9%
5070-00 • Other Benefits and Expenses	58.96	74.40	-15.44	79.2%
5000-00 • Salaries & Wages - Other	24,208.92	26,361.00	-2,162.08	91.8%
Total 5000-00 • Salaries & Wages	38,739.52	37,369.70	1,369.82	103.7%
5100-00 • Rent				
5110-00 • Utilities	85.60	175.00	-89.40	48.9%
5140-00 • Repairs & Maintenance	0.00	130.00	-130.00	0.0%
5150-00 • Office - Cleaning	103.85	252.00	-148.15	41.2%
5100-00 • Rent - Other	1,805.60	1,651.70	153.90	109.3%
Total 5100-00 • Rent	1,995.05	2,208.70	-213.65	90.3%
5310-00 • Telephone				
5320-00 • Telephone	465.91	512.00	-46.09	91.0%
Total 5310-00 • Telephone	465.91	512.00	-46.09	91.0%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	100.00			
5420-00 • Mail - USPS - Other	0.00	35.00	-35.00	0.0%
Total 5420-00 • Mail - USPS	100.00	35.00	65.00	285.7%
5510-00 • Insurance/Bonding	175.94	250.00	-74.06	70.4%
5520-00 • Supplies	36.78	125.00	-88.22	29.4%
5610-00 • Depreciation	29.92	169.90	-139.98	17.6%
5700-00 • Equipment Support & Maintenance	320.00	276.00	44.00	115.9%
5710-00 • Taxes, Licenses & Fees	136.09	33.40	102.69	407.5%
5740-00 • Equipment Rental/Leasing	287.21	333.40	-46.19	86.1%
6730-00 • Marketing Cooperative/Media	18,333.34	18,333.34	0.00	100.0%
8700-00 • Automobile Expenses	38.88	66.70	-27.82	58.3%
8760-00 • Meals/Meetings	0.00	66.70	-66.70	0.0%
8810-00 • Dues & Subscriptions	340.00	0.00	340.00	100.0%
Total Expense	60,998.64	59,779.84	1,218.80	102.0%
Net Ordinary Income	50,329.43	26,959.56	23,369.87	186.7%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	6,830.97	25,293.00	-18,462.03	27.0%
Total Other Expense	6,830.97	25,293.00	-18,462.03	27.0%
Net Other Income	-6,830.97	-25,293.00	18,462.03	27.0%
Net Income	43,498.46	1,666.56	41,831.90	2,610.1%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
41 - Transportation

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	44,036.00	44,035.40	0.60	100.0%
Total Income	44,036.00	44,035.40	0.60	100.0%
Gross Profit	44,036.00	44,035.40	0.60	100.0%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	1,145.28	1,297.80	-152.52	88.2%
5030-00 • P/R - Health Insurance Expense	570.33	1,271.90	-701.57	44.8%
5040-00 • P/R - Workmans Comp	0.00	344.00	-344.00	0.0%
5060-00 • 401 (k)	534.90	617.20	-82.30	86.7%
5070-00 • Other Benefits and Expenses	13.58	107.40	-93.82	12.6%
5000-00 • Salaries & Wages - Other	11,751.38	13,198.80	-1,447.42	89.0%
Total 5000-00 • Salaries & Wages	14,015.47	16,837.10	-2,821.63	83.2%
5100-00 • Rent				
5110-00 • Utilities	38.22	167.70	-129.48	22.8%
5140-00 • Repairs & Maintenance	0.00	76.20	-76.20	0.0%
5150-00 • Office - Cleaning	41.54	33.40	8.14	124.4%
5100-00 • Rent - Other	722.24	1,232.70	-510.46	58.6%
Total 5100-00 • Rent	802.00	1,510.00	-708.00	53.1%
5310-00 • Telephone				
5320-00 • Telephone	394.49	212.50	181.99	185.6%
Total 5310-00 • Telephone	394.49	212.50	181.99	185.6%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	50.00			
5420-00 • Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 • Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 • Insurance/Bonding	27.78	50.00	-22.22	55.6%
5520-00 • Supplies	14.72	50.00	-35.28	29.4%
5610-00 • Depreciation	18.42	69.00	-50.58	26.7%
5700-00 • Equipment Support & Maintenance	72.00	80.00	-8.00	90.0%
5710-00 • Taxes, Licenses & Fees	83.75	20.00	63.75	418.8%
5740-00 • Equipment Rental/Leasing	252.76	53.40	199.36	473.3%
5810-00 • Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 • Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 • Research & Planning	750.00	7,995.00	-7,245.00	9.4%
8700-00 • Automobile Expenses	61.83	200.00	-138.17	30.9%
8750-00 • Meals/Meetings	12.00	50.00	-38.00	24.0%
Total Expense	19,555.22	27,802.00	-8,046.78	70.8%
Net Ordinary Income	24,480.78	16,433.40	8,047.38	149.0%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	6,830.97	16,431.00	-9,600.03	41.6%
Total Other Expense	6,830.97	16,431.00	-9,600.03	41.6%
Net Other Income	-6,830.97	-16,431.00	9,600.03	41.6%
Net Income	17,649.81	2.40	17,647.41	735,408.8%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 42 - VIC

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	55,654.00	55,653.90	0.10	100.0%
4502-00 • Non-retail VIC Income	4,721.75	1,274.00	3,447.75	370.6%
4503 • Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 • Merchandise Sales	24,968.19	34,427.00	-9,458.81	72.6%
Total Income	85,343.94	92,854.90	-7,510.96	91.9%
Gross Profit	85,343.94	92,854.90	-7,510.96	91.9%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	3,739.73	2,419.00	1,320.73	154.6%
5030-00 • P/R - Health Insurance Expense	4,544.66	4,573.00	-28.34	99.4%
5040-00 • P/R - Workmans Comp	0.00	418.00	-418.00	0.0%
5060-00 • 401 (k)	1,311.66	915.00	396.66	143.4%
5070-00 • Other Benefits and Expenses	58.96	101.20	-42.24	58.3%
5000-00 • Salaries & Wages - Other	32,081.93	26,492.00	5,589.93	121.1%
Total 5000-00 • Salaries & Wages	41,736.94	34,918.20	6,818.74	119.5%
5100-00 • Rent				
5110-00 • Utilities	570.29	1,250.00	-679.71	45.6%
5140-00 • Repairs & Maintenance	44.86	301.70	-256.84	14.9%
5150-00 • Office - Cleaning	51.92	0.00	51.92	100.0%
5100-00 • Rent - Other	12,718.14	11,797.70	921.44	107.8%
Total 5100-00 • Rent	13,386.21	13,349.40	36.81	100.3%
5310-00 • Telephone				
5320-00 • Telephone	575.25	583.40	-8.15	98.6%
Total 5310-00 • Telephone	575.25	583.40	-8.15	98.6%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	50.00			
5480-00 • Mail - Fed Ex	180.92	0.00	180.92	100.0%
5420-00 • Mail - USPS - Other	0.00	83.40	-83.40	0.0%
Total 5420-00 • Mail - USPS	230.92	83.40	147.52	276.9%
5510-00 • Insurance/Bonding	231.50	333.40	-101.90	69.4%
5520-00 • Supplies	430.16	666.70	-236.54	64.6%
5530-00 • Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 • Depreciation	29.92	169.90	-139.98	17.6%
5700-00 • Equipment Support & Maintenance	862.73	350.00	512.73	246.5%
5710-00 • Taxes, Licenses & Fees	336.08	50.00	286.08	672.2%
5740-00 • Equipment Rental/Leasing	851.87	988.00	-136.13	86.2%
5800-00 • Training Seminars	0.00	2,000.00	-2,000.00	0.0%
6740-00 • Media/Collateral/Production	0.00	833.40	-833.40	0.0%
8100-00 • Cost of Goods Sold				
52500 • Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 • Freight and Shipping Costs	199.57	0.00	199.57	100.0%
59900 • POS Inventory Adjustments	253.49	0.00	253.49	100.0%
8100-00 • Cost of Goods Sold - Other	13,247.85	17,517.00	-4,269.15	75.6%
Total 8100-00 • Cost of Goods Sold	13,700.47	17,517.00	-3,816.53	78.2%
8500-00 • Credit Card Fees	103.30	600.00	-496.70	17.2%
8700-00 • Automobile Expenses	0.00	200.00	-200.00	0.0%
8750-00 • Meals/Meetings	0.00	66.70	-66.70	0.0%
8910-00 • Travel	0.00	816.40	-816.40	0.0%
Total Expense	72,366.35	73,725.90	-1,359.55	98.2%
Net Ordinary Income	12,977.59	19,129.00	-6,151.41	67.8%
Other Income/Expense				

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

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42 - VIC

Accrual Basis

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Other Expense				
8990-00 - Allocated	6,209.98	19,129.00	-12,919.02	32.5%
Total Other Expense	6,209.98	19,129.00	-12,919.02	32.5%
Net Other Income	-6,209.98	-19,129.00	12,919.02	32.5%
Net Income	6,767.61	0.00	6,767.61	100.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 50 - Infrastructure

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 • County of Placer TOT Funding	37,094.00	37,094.70	-0.70	100.0%
Total Income	37,094.00	37,094.70	-0.70	100.0%
Gross Profit	37,094.00	37,094.70	-0.70	100.0%
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	1,145.30	1,341.40	-196.10	85.4%
5030-00 • P/R - Health Insurance Expense	570.34	635.40	-65.06	89.8%
5040-00 • P/R - Workmans Comp	0.00	333.40	-333.40	0.0%
5060-00 • 401 (k)	534.90	618.40	-83.50	86.5%
5070-00 • Other Benefits and Expenses	13.56	115.00	-101.44	11.8%
5000-00 • Salaries & Wages - Other	11,751.38	13,198.80	-1,447.42	89.0%
Total 5000-00 • Salaries & Wages	14,015.48	16,242.40	-2,226.92	86.3%
5100-00 • Rent				
5110-00 • Utilities	38.22	250.00	-211.78	15.3%
5140-00 • Repairs & Maintenance	0.00	80.00	-80.00	0.0%
5150-00 • Office - Cleaning	41.54	100.40	-58.86	41.4%
5100-00 • Rent - Other	722.24	1,171.20	-448.96	61.7%
Total 5100-00 • Rent	802.00	1,601.60	-799.60	50.1%
5310-00 • Telephone				
5320-00 • Telephone	394.48	700.00	-305.52	56.4%
Total 5310-00 • Telephone	394.48	700.00	-305.52	56.4%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	50.00			
5420-00 • Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 • Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 • Insurance/Bonding	27.78	50.00	-22.22	55.6%
5520-00 • Supplies	14.72	50.00	-35.28	29.4%
5610-00 • Depreciation	18.42	69.00	-50.58	26.7%
5700-00 • Equipment Support & Maintenance	72.00	110.00	-38.00	65.5%
5710-00 • Taxes, Licenses & Fees	83.75	62.00	21.75	135.1%
5740-00 • Equipment Rental/Leasing	252.76	425.40	-172.64	59.4%
5941-00 • Research & Planning	750.00	2,593.00	-1,843.00	28.9%
8700-00 • Automobile Expenses	61.83	230.00	-168.17	26.9%
8750-00 • Meals/Meetings	0.00	66.70	-66.70	0.0%
Total Expense	16,543.22	22,225.10	-5,681.88	74.4%
Net Ordinary Income	20,550.78	14,869.60	5,681.18	138.2%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	6,830.97	14,271.00	-7,440.03	47.9%
Total Other Expense	6,830.97	14,271.00	-7,440.03	47.9%
Net Other Income	-6,830.97	-14,271.00	7,440.03	47.9%
Net Income	13,719.81	598.60	13,121.21	2,292.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 60 - Membership

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 • Membership Ann/Conf Dues	20,293.96	32,000.00	-11,706.04	63.4%
4201-00 • New Member Fees	375.00	666.70	-291.70	56.2%
4260-00 • Revenues-Membership Activities				
4250-02 • Tourism Summit	75.00			
4250-00 • Revenues-Membership Activities - Other	450.00	4,200.00	-3,750.00	10.7%
Total 4260-00 • Revenues-Membership Activities	525.00	4,200.00	-3,675.00	12.5%
4251-00 • Revenue-Tue AM Breakfast Club	120.00	1,600.00	-1,480.00	7.5%
4252-00 • Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
Total Income	22,313.96	39,466.70	-17,152.74	56.5%
Gross Profit	22,313.96	39,466.70	-17,152.74	56.5%
Expense				
5000-00 • Salaries & Wages				
5000-01 • In-Market Administration	-2,750.00	-3,666.68	916.68	75.0%
5020-00 • P/R - Tax Expense	1,041.91	1,149.40	-107.49	90.6%
5030-00 • P/R - Health Insurance Expense	2,741.75	3,399.70	-657.95	80.6%
5040-00 • P/R - Workmans Comp	0.00	178.70	-178.70	0.0%
5060-00 • 401 (k)	0.00	99.60	-99.60	0.0%
5070-00 • Other Benefits and Expenses	23.78	175.90	-152.12	13.5%
5000-00 • Salaries & Wages - Other	11,418.15	12,453.80	-1,035.65	91.7%
Total 5000-00 • Salaries & Wages	12,475.59	13,790.42	-1,314.83	90.5%
5100-00 • Rent				
5110-00 • Utilities	58.35	125.00	-66.65	46.7%
5140-00 • Repairs & Maintenance	0.00	80.00	-80.00	0.0%
5150-00 • Office - Cleaning	72.69	180.00	-107.31	40.4%
5100-00 • Rent - Other	1,343.92	1,179.90	164.02	113.9%
Total 5100-00 • Rent	1,474.96	1,564.90	-89.94	94.3%
5310-00 • Telephone				
5320-00 • Telephone	508.72	450.00	58.72	113.0%
Total 5310-00 • Telephone	508.72	450.00	58.72	113.0%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	400.00			
5420-00 • Mail - USPS - Other	0.00	100.00	-100.00	0.0%
Total 5420-00 • Mail - USPS	400.00	100.00	300.00	400.0%
5510-00 • Insurance/Bonding	83.34	133.40	-50.06	62.5%
5520-00 • Supplies	68.69	216.70	-148.01	31.7%
5610-00 • Depreciation	18.42	104.60	-86.08	17.6%
5700-00 • Equipment Support & Maintenance	126.00	94.20	31.80	133.8%
5710-00 • Taxes, Licenses & Fees	83.75	83.40	0.35	100.4%
5740-00 • Equipment Rental/Leasing	546.56	544.40	2.16	100.4%
5800-00 • Training Seminars	0.00	1,500.00	-1,500.00	0.0%
6423-00 • Membership Activities				
6432-00 • Membership - Newsletter	600.00	0.00	600.00	100.0%
6423-00 • Membership Activities - Other	897.31	3,690.00	-2,792.69	24.3%
Total 6423-00 • Membership Activities	1,497.31	3,690.00	-2,192.69	40.6%
6437-00 • Tuesday Morning Breakfast Club	1,417.50	1,416.70	0.80	100.1%
8500-00 • Credit Card Fees	1,185.34	420.00	765.34	282.2%
8700-00 • Automobile Expenses	139.32	125.00	14.32	111.5%
8750-00 • Meals/Meetings	0.00	83.40	-83.40	0.0%
8810-00 • Dues & Subscriptions	320.00	166.70	153.30	192.0%
Total Expense	20,345.50	24,483.72	-4,138.22	83.1%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
 60 - Membership

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Net Ordinary Income	1,968.46	14,982.98	-13,014.52	13.1%
Other Income/Expense				
Other Expense	5,588.98	14,982.00	-9,393.02	37.3%
8990-00 - Allocated	5,588.98	14,982.00	-9,393.02	37.3%
Total Other Expense	-5,588.98	-14,982.00	9,393.02	37.3%
Net Other Income	-3,620.52	0.98	-3,621.50	-369,440.8%
Net Income				

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual 70 - Administration

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 • Salaries & Wages				
5020-00 • P/R - Tax Expense	2,453.58	3,506.40	-1,052.82	70.0%
5030-00 • P/R - Health Insurance Expense	3,948.58	7,653.60	-3,705.02	51.6%
5040-00 • P/R - Workmans Comp	0.00	801.40	-801.40	0.0%
5080-00 • 401 (k)	584.34	1,398.20	-813.86	41.8%
5070-00 • Other Benefits and Expenses	42.00	186.90	-144.90	22.5%
5000-00 • Salaries & Wages - Other	31,692.76	47,285.80	-15,593.04	67.0%
Total 5000-00 • Salaries & Wages	38,721.26	60,832.30	-22,111.04	63.7%
5100-00 • Rent				
5110-00 • Utilities	136.23	400.00	-263.77	34.1%
5140-00 • Repairs & Maintenance	24.71	400.00	-375.29	6.2%
5150-00 • Office - Cleaning	155.77	504.00	-348.23	30.9%
5100-00 • Rent - Other	3,452.40	3,830.20	-377.80	90.1%
Total 5100-00 • Rent	3,769.11	5,134.20	-1,365.09	73.4%
5310-00 • Telephone				
5320-00 • Telephone	1,520.47	1,433.40	87.07	106.1%
5310-00 • Telephone - Other	-38.58	0.00	-38.58	100.0%
Total 5310-00 • Telephone	1,481.89	1,433.40	48.49	103.4%
5420-00 • Mail - USPS				
5470-00 • Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 • Mail - USPS - Other	0.00	116.70	-116.70	0.0%
Total 5420-00 • Mail - USPS	250.00	116.70	133.30	214.2%
5510-00 • Insurance/Bonding	203.71	283.40	-79.69	71.9%
5520-00 • Supplies	634.55	1,166.70	-532.15	54.4%
5610-00 • Depreciation	57.52	326.50	-268.98	17.6%
5700-00 • Equipment Support & Maintenance	730.00	621.40	108.60	117.5%
5710-00 • Taxes, Licenses & Fees	1,656.83	1,333.40	323.43	124.3%
5740-00 • Equipment Rental/Leasing	359.21	416.70	-57.49	86.2%
5800-00 • Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 • Professional Fees	12,250.00	0.00	12,250.00	100.0%
5920-00 • Professional Fees - Accountant				
Total 5900-00 • Professional Fees	12,250.00	0.00	12,250.00	100.0%
8200-00 • Associate Relations	0.00	100.00	-100.00	0.0%
8300-00 • Board Functions	78.95	600.00	-521.05	13.2%
8500-00 • Credit Card Fees	154.05	0.00	154.05	100.0%
8700-00 • Automobile Expenses	0.00	166.70	-166.70	0.0%
8750-00 • Meals/Meetings	0.00	100.00	-100.00	0.0%
8810-00 • Dues & Subscriptions	1,752.68	270.00	1,482.68	649.1%
Total Expense	62,099.76	74,401.40	-12,301.64	83.5%
Net Ordinary Income	-62,099.76	-74,401.40	12,301.64	83.5%
Other Income/Expense				
Other Expense				
8990-00 • Allocated	-62,099.76	-74,405.00	12,305.24	83.5%
Total Other Expense	-62,099.76	-74,405.00	12,305.24	83.5%
Net Other Income	62,099.76	74,405.00	-12,305.24	83.5%
Net Income	0.00	3.60	-3.60	0.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class 11 - Marketing

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 • County of Placer TOT Funding	444,280.00	367,445.00	76,835.00
4360-00 • Special Events (Marketing)	0.00	1,168.80	-1,168.80
Total Income	444,280.00	368,613.80	75,666.20
Gross Profit	444,280.00	368,613.80	75,666.20
Expense			
5000-00 • Salaries & Wages			
5000-01 • In-Market Administration	2,750.00	2,416.66	333.34
5020-00 • P/R - Tax Expense	4,086.73	2,003.11	2,083.62
5030-00 • P/R - Health Insurance Expense	6,265.66	4,666.46	1,599.20
5040-00 • P/R - Workmans Comp	0.00	61.48	-61.48
5060-00 • 401 (k)	1,726.62	724.02	1,002.60
5070-00 • Other Benefits and Expenses	148.11	775.00	-626.89
5000-00 • Salaries & Wages - Other	43,570.19	30,595.72	12,974.47
Total 5000-00 • Salaries & Wages	58,527.31	41,242.45	17,284.86
5100-00 • Rent			
5110-00 • Utilities	169.75	316.88	-147.13
5140-00 • Repairs & Maintenance	0.00	100.00	-100.00
5150-00 • Office - Cleaning	207.69	154.00	53.69
5100-00 • Rent - Other	3,771.18	3,134.98	636.20
Total 5100-00 • Rent	4,148.62	3,705.86	442.76
5310-00 • Telephone			
5320-00 • Telephone	895.99	1,198.88	-302.89
5350-00 • Internet	0.00	25.00	-25.00
Total 5310-00 • Telephone	895.99	1,223.88	-327.89
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	100.00	0.00	100.00
5480-00 • Mail - Fed Ex	0.00	304.26	-304.26
5420-00 • Mail - USPS - Other	0.00	5.53	-5.53
Total 5420-00 • Mail - USPS	100.00	309.79	-209.79
5510-00 • Insurance/Bonding	175.95	167.32	8.63
5520-00 • Supplies			
5525-00 • Supplies- Computer <\$1000	0.00	2,084.65	-2,084.65
5520-00 • Supplies - Other	252.76	351.29	-98.53
Total 5520-00 • Supplies	252.76	2,435.94	-2,183.18
5610-00 • Depreciation	57.52	289.42	-201.90
5700-00 • Equipment Support & Maintenance	480.25	-234.00	714.25
5710-00 • Taxes, Licenses & Fees	261.72	262.15	-0.43
5740-00 • Equipment Rental/Leasing	305.80	357.04	-51.24
5800-00 • Training Seminars	1,301.61	0.00	1,301.61
5815 • Training Video Series	7,534.05	0.00	7,534.05
5820 • Sales CRM/CMS	1,124.95	0.00	1,124.95
6023-00 • Autumn Food & Wine			
6028-00 • AFW-Operations	1,925.00	0.00	1,925.00
6023-00 • Autumn Food & Wine - Other	0.00	250.00	-250.00
Total 6023-00 • Autumn Food & Wine	1,925.00	250.00	1,675.00
6420-00 • Sponsorship			
6422-00 • IronMan Lake Tahoe	0.00	280.00	-280.00
6427-00 • USA Cycling	0.00	5,542.32	-5,542.32
6420-00 • Sponsorship - Other	0.00	4,125.00	-4,125.00
Total 6420-00 • Sponsorship	0.00	9,947.32	-9,947.32
6490-00 • Classified Ads	50.00	0.00	50.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
11 - Marketing

	Jul - Aug 16	Jul - Aug 15	\$ Change
6600-00 • Promotions/Giveaways	32.14	0.00	32.14
6701-00 • Market Study Reports/Research	317.47	272.15	45.32
6730-00 • Marketing Cooperative/Media	171,416.66	125,800.00	45,616.66
6742-00 • Non-NLT Co-Op Marketing Program	-993.86	1,949.41	-2,943.07
6743-00 • BACC Marketing Programs			
6743-01 • Shop Local	0.00	1,551.39	-1,551.39
6743-04 • High Notes	3,303.32	16,000.00	-12,696.68
6743-05 • Peak Your Adventure	976.80	0.00	976.80
Total 6743-00 • BACC Marketing Programs	4,280.12	17,551.39	-13,271.27
8200-00 • Associate Relations	0.00	151.19	-151.19
8700-00 • Automobile Expenses	19.44	0.00	19.44
8750-00 • Meals/Meetings	27.65	300.69	-273.04
8810-00 • Dues & Subscriptions	14.99	1,354.77	-1,339.78
8910-00 • Travel	860.67	0.00	860.67
8930-00 • Prior Period Adjustments	0.00	6,489.85	-6,489.85
Total Expense	253,117.01	213,796.62	39,320.39
Net Ordinary Income	191,162.99	154,817.18	36,345.81
Other Income/Expense			
Other Expense			
8990-00 • Allocated	29,807.89	29,515.36	292.53
Total Other Expense	29,807.89	29,515.36	292.53
Net Other Income	-29,807.89	-29,515.36	-292.53
Net Income	161,355.10	125,301.82	36,053.28

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class 30 - Conference

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 • County of Placer TOT Funding	48,266.00	55,624.00	-7,358.00
4600-00 • Commissions			
4601-00 • Commissions - South Shore	6,966.00	-2,265.80	9,231.80
4600-00 • Commissions - Other	56,096.07	24,141.17	31,954.90
Total 4600-00 • Commissions	63,062.07	21,875.37	41,186.70
Total Income	111,328.07	77,499.37	33,828.70
Gross Profit	111,328.07	77,499.37	33,828.70
Expense			
5000-00 • Salaries & Wages			
5010-00 • Sales Commissions	7,014.78	2,032.88	4,981.90
5020-00 • P/R - Tax Expense	2,796.98	1,871.61	925.37
5030-00 • P/R - Health Insurance Expense	3,169.09	2,881.11	287.98
5040-00 • P/R - Workmans Comp	0.00	61.48	-61.48
5060-00 • 401 (k)	1,490.79	1,104.48	386.31
5070-00 • Other Benefits and Expenses	58.96	0.00	58.96
5000-00 • Salaries & Wages - Other	24,208.92	19,806.12	4,402.80
Total 5000-00 • Salaries & Wages	38,739.52	27,757.68	10,981.84
5100-00 • Rent			
5110-00 • Utilities	85.60	160.75	-75.15
5140-00 • Repairs & Maintenance	0.00	62.00	-62.00
5150-00 • Office - Cleaning	103.85	77.00	26.85
5100-00 • Rent - Other	1,805.60	1,567.50	238.10
Total 5100-00 • Rent	1,995.05	1,857.25	137.80
5310-00 • Telephone			
5320-00 • Telephone	465.91	425.64	40.27
Total 5310-00 • Telephone	465.91	425.64	40.27
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	100.00	0.00	100.00
5420-00 • Mail - USPS - Other	0.00	78.75	-78.75
Total 5420-00 • Mail - USPS	100.00	78.75	21.25
5510-00 • Insurance/Bonding	175.94	167.32	8.62
5520-00 • Supplies			
5525-00 • Supplies- Computer <\$1000	0.00	94.99	-94.99
5520-00 • Supplies - Other	36.78	124.53	-87.75
Total 5520-00 • Supplies	36.78	219.52	-182.74
5610-00 • Depreciation	29.92	134.88	-104.96
5700-00 • Equipment Support & Maintenance	320.00	-158.20	478.20
5710-00 • Taxes, Licenses & Fees	136.09	136.32	-0.23
5740-00 • Equipment Rental/Leasing	287.21	357.04	-69.83
5730-00 • Marketing Cooperative/Media	18,333.34	19,700.00	-1,366.66
5700-00 • Automobile Expenses	38.88	0.00	38.88
8810-00 • Dues & Subscriptions	340.00	0.00	340.00
8930-00 • Prior Period Adjustments	0.00	-4,699.23	4,699.23
Total Expense	60,998.64	45,976.97	15,021.67
Net Ordinary Income	50,329.43	31,522.40	18,807.03
Other Income/Expense			
Other Expense			
8990-00 • Allocated	6,830.97	6,763.94	67.03
Total Other Expense	6,830.97	6,763.94	67.03

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
30 - Conference

	Jul - Aug 16	Jul - Aug 15	\$ Change
Net Other Income	-6,830.97	-6,763.94	-67.03
Net Income	43,498.46	24,758.46	18,740.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
41 - Transportation

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 • County of Placer TOT Funding	44,036.00	33,482.00	10,554.00
Total Income	44,036.00	33,482.00	10,554.00
Gross Profit	44,036.00	33,482.00	10,554.00
Expense			
5000-00 • Salaries & Wages			
5020-00 • P/R - Tax Expense	1,145.28	1,253.27	-107.99
5030-00 • P/R - Health Insurance Expense	570.33	615.92	-45.59
5040-00 • P/R - Workmans Comp	0.00	68.31	-68.31
5060-00 • 401 (k)	534.90	610.27	-75.37
5070-00 • Other Benefits and Expenses	13.58	75.00	-61.42
5000-00 • Salaries & Wages - Other	11,751.38	11,498.76	252.62
Total 5000-00 • Salaries & Wages	14,015.47	14,121.53	-106.06
5100-00 • Rent			
5110-00 • Utilities	38.22	108.85	-70.63
5140-00 • Repairs & Maintenance	0.00	32.00	-32.00
5160-00 • Office - Cleaning	41.54	55.00	-13.46
5100-00 • Rent - Other	722.24	1,119.64	-397.40
Total 5100-00 • Rent	802.00	1,315.49	-513.49
5310-00 • Telephone			
5320-00 • Telephone	394.49	297.07	97.42
Total 5310-00 • Telephone	394.49	297.07	97.42
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	50.00	0.00	50.00
5420-00 • Mail - USPS - Other	0.00	25.00	-25.00
Total 5420-00 • Mail - USPS	50.00	25.00	25.00
5510-00 • Insurance/Bonding	27.78	26.42	1.36
5520-00 • Supplies	14.72	76.63	-61.91
5610-00 • Depreciation	18.42	83.00	-64.58
5700-00 • Equipment Support & Maintenance	72.00	70.40	1.60
5710-00 • Taxes, Licenses & Fees	83.75	83.89	-0.14
5740-00 • Equipment Rental/Leasing	252.76	321.34	-68.58
5940-00 • Research & Planning Membership	3,000.00	0.00	3,000.00
5941-00 • Research & Planning	750.00	375.00	375.00
5948-00 • Transportation Projects			
5953-00 • Summer Traffic Management (S-2)	0.00	9,482.45	-9,482.45
Total 5948-00 • Transportation Projects	0.00	9,482.45	-9,482.45
8700-00 • Automobile Expenses	61.83	136.94	-75.11
8750-00 • Meals/Meetings	12.00	84.00	-72.00
8930-00 • Prior Period Adjustments	0.00	-2,035.00	2,035.00
Total Expense	19,555.22	24,464.16	-4,908.94
Net Ordinary Income	24,480.78	9,017.84	15,462.94
Other Income/Expense			
Other Expense			
8990-00 • Allocated	6,830.97	6,763.94	67.03
Total Other Expense	6,830.97	6,763.94	67.03
Net Other Income	-6,830.97	-6,763.94	-67.03
Net Income	17,649.81	2,253.90	15,395.91

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class 42 - VIC

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 • County of Placer TOT Funding	55,654.00	48,840.00	6,814.00
4602-00 • Non-retail VIC Income	4,721.75	2,650.00	2,071.75
46000 • Merchandise Sales	24,968.19	25,034.44	-66.25
Total Income	85,343.94	76,524.44	8,819.50
Gross Profit	85,343.94	76,524.44	8,819.50
Expense			
5000-00 • Salaries & Wages			
5020-00 • P/R - Tax Expense	3,739.73	2,483.62	1,256.11
5030-00 • P/R - Health Insurance Expense	4,544.66	3,162.81	1,381.85
5040-00 • P/R - Workmans Comp	0.00	129.79	-129.79
5060-00 • 401 (k)	1,311.66	685.15	626.51
5070-00 • Other Benefits and Expenses	58.96	0.00	58.96
5000-00 • Salaries & Wages - Other	32,081.93	24,607.61	7,474.42
Total 5000-00 • Salaries & Wages	41,736.94	31,068.88	10,668.06
5100-00 • Rent			
5110-00 • Utilities	570.29	787.81	-217.52
5140-00 • Repairs & Maintenance	44.86	52.00	-7.14
5150-00 • Office - Cleaning	51.92	0.00	51.92
5100-00 • Rent - Other	12,719.14	11,196.40	1,522.74
Total 5100-00 • Rent	13,386.21	12,036.21	1,350.00
5310-00 • Telephone			
5320-00 • Telephone	575.25	544.66	30.69
Total 5310-00 • Telephone	575.25	544.66	30.69
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	50.00	0.00	50.00
5480-00 • Mail - Fed Ex	180.92	109.77	71.15
5420-00 • Mail - USPS - Other	0.00	83.48	-83.48
Total 5420-00 • Mail - USPS	230.92	193.25	37.67
5510-00 • Insurance/Bonding	231.50	220.16	11.34
5520-00 • Supplies	430.16	472.88	-42.72
5530-00 • Visitor Communications - Other	-109.00	0.00	-109.00
5610-00 • Depreciation	29.92	134.88	-104.96
5700-00 • Equipment Support & Maintenance	862.73	293.80	568.93
5710-00 • Taxes, Licenses & Fees	336.08	136.32	199.76
5740-00 • Equipment Rental/Leasing	861.87	1,113.56	-261.69
5742-00 • Non-NLT Co-Op Marketing Program	0.00	150.00	-150.00
8100-00 • Cost of Goods Sold			
52500 • Purchase Discounts	-0.44	-7.20	6.76
51100 • Freight and Shipping Costs	199.57	307.96	-108.39
59900 • POS Inventory Adjustments	253.49	-335.88	589.37
8100-00 • Cost of Goods Sold - Other	13,247.85	11,774.66	1,473.19
Total 8100-00 • Cost of Goods Sold	13,700.47	11,739.54	1,960.93
8200-00 • Associate Relations	0.00	27.53	-27.53
8500-00 • Credit Card Fees	103.30	588.34	-485.04
8810-00 • Dues & Subscriptions	0.00	69.98	-69.98
Total Expense	72,366.35	58,789.89	13,576.46
Net Ordinary Income	12,977.59	17,734.55	-4,756.96
Other Income/Expense			
Other Expense			
8990-00 • Allocated	6,209.98	6,149.04	60.94

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
42 - VIC

	Jul - Aug 16	Jul - Aug 15	\$ Change
Total Other Expense	6,209.98	6,149.04	60.94
Net Other Income	-6,209.98	-6,149.04	-60.94
Net Income	6,767.61	11,585.51	-4,817.90

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
50 - Infrastructure

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 • County of Placer TOT Funding	37,094.00	37,282.00	-188.00
Total Income	37,094.00	37,282.00	-188.00
Gross Profit	37,094.00	37,282.00	-188.00
Expense			
5000-00 • Salaries & Wages			
5020-00 • P/R - Tax Expense	1,145.30	314.27	831.03
5030-00 • P/R - Health Insurance Expense	570.34	774.89	-204.55
5040-00 • P/R - Workmans Comp	0.00	68.31	-68.31
5060-00 • 401 (k)	534.90	468.20	66.70
5070-00 • Other Benefits and Expenses	13.56	75.00	-61.44
5000-00 • Salaries & Wages - Other	11,751.38	11,337.30	414.08
Total 5000-00 • Salaries & Wages	14,015.48	13,037.97	977.51
5100-00 • Rent			
5110-00 • Utilities	38.22	108.85	-70.63
5140-00 • Repairs & Maintenance	0.00	32.00	-32.00
5150-00 • Office - Cleaning	41.54	55.00	-13.46
5100-00 • Rent - Other	722.24	1,119.64	-397.40
Total 5100-00 • Rent	802.00	1,315.49	-513.49
5310-00 • Telephone			
5320-00 • Telephone	394.48	297.07	97.41
Total 5310-00 • Telephone	394.48	297.07	97.41
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	50.00	0.00	50.00
5420-00 • Mail - USPS - Other	0.00	40.00	-40.00
Total 5420-00 • Mail - USPS	50.00	40.00	10.00
5510-00 • Insurance/Bonding	27.78	26.42	1.36
5520-00 • Supplies	14.72	76.63	-61.91
5610-00 • Depreciation	18.42	83.00	-64.58
5700-00 • Equipment Support & Maintenance	72.00	70.40	1.60
5710-00 • Taxes, Licenses & Fees	83.75	83.89	-0.14
5740-00 • Equipment Rental/Leasing	252.76	321.34	-68.58
5941-00 • Research & Planning	750.00	375.00	375.00
8700-00 • Automobile Expenses	61.83	136.93	-75.10
8750-00 • Meals/Meetings	0.00	60.00	-60.00
8930-00 • Prior Period Adjustments	0.00	-2,035.00	2,035.00
Total Expense	16,543.22	13,889.14	2,654.08
Net Ordinary Income	20,550.78	23,392.86	-2,842.08
Other Income/Expense			
Other Expense			
8990-00 • Allocated	6,830.97	6,763.94	67.03
Total Other Expense	6,830.97	6,763.94	67.03
Net Other Income	-6,830.97	-6,763.94	-67.03
Net Income	13,719.81	16,628.92	-2,909.11

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09/26/16

Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class 60 - Membership

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4200-00 • Membership Ann/Conf Dues	20,293.96	53,526.08	-33,232.12
4201-00 • New Member Fees	375.00	225.00	150.00
4250-00 • Revenues-Membership Activities			
4250-02 • Tourism Summit	75.00	0.00	75.00
4250-00 • Revenues-Membership Activities - Other	450.00	4,643.43	-4,193.43
Total 4250-00 • Revenues-Membership Activities	525.00	4,643.43	-4,118.43
4251-00 • Revenue-Tue AM Breakfast Club	120.00	930.00	-810.00
4252-00 • Revenue - Sponsorships	1,000.00	0.00	1,000.00
Total Income	22,313.96	59,324.51	-37,010.55
Gross Profit	22,313.96	59,324.51	-37,010.55
Expense			
5000-00 • Salaries & Wages			
5000-01 • In-Market Administration	-2,750.00	-2,416.86	-333.34
5020-00 • P/R - Tax Expense	1,041.91	1,271.53	-229.62
5030-00 • P/R - Health Insurance Expense	2,741.75	2,355.50	386.25
5040-00 • P/R - Workmans Comp	0.00	61.48	-61.48
5060-00 • 401 (k)	0.00	72.41	-72.41
5070-00 • Other Benefits and Expenses	23.78	200.00	-176.22
5000-00 • Salaries & Wages - Other	11,418.15	16,993.34	-5,575.19
Total 5000-00 • Salaries & Wages	12,475.59	18,537.60	-6,062.01
5100-00 • Rent			
5110-00 • Utilities	58.35	108.85	-50.50
5140-00 • Repairs & Maintenance	0.00	32.00	-32.00
5150-00 • Office - Cleaning	72.69	55.00	17.69
5100-00 • Rent - Other	1,343.92	1,119.64	224.28
Total 5100-00 • Rent	1,474.96	1,315.49	159.47
5310-00 • Telephone			
5320-00 • Telephone	508.72	433.05	75.67
Total 5310-00 • Telephone	508.72	433.05	75.67
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	400.00	0.00	400.00
5420-00 • Mail - USPS - Other	0.00	51.19	-51.19
Total 5420-00 • Mail - USPS	400.00	51.19	348.81
5510-00 • Insurance/Bonding	83.34	79.26	4.08
5520-00 • Supplies	68.69	76.63	-7.94
5610-00 • Depreciation	18.42	83.00	-64.58
5700-00 • Equipment Support & Maintenance	125.00	72.39	52.61
5710-00 • Taxes, Licenses & Fees	83.75	83.89	-0.14
5740-00 • Equipment Rental/Leasing	546.56	714.07	-167.51
5800-00 • Training Seminars	0.00	1,049.12	-1,049.12
6423-00 • Membership Activities			
6432-00 • Membership - Newsletter	600.00	300.00	300.00
6442-00 • Public Relations/Website	0.00	1,582.50	-1,582.50
6443-00 • Membership - Bridal Faire	0.00	1,242.42	-1,242.42
6423-00 • Membership Activities - Other	897.31	1,395.14	-497.83
Total 6423-00 • Membership Activities	1,497.31	4,520.06	-3,022.75
6437-00 • Tuesday Morning Breakfast Club	1,417.50	1,394.00	23.50
8200-00 • Associate Relations	0.00	174.30	-174.30
8500-00 • Credit Card Fees	1,185.34	524.09	661.25
8700-00 • Automobile Expenses	139.32	66.15	73.17
8750-00 • Meals/Meetings	0.00	77.92	-77.92

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09/26/16

Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
60 - Membership

	Jul - Aug 16	Jul - Aug 15	\$ Change
8810-00 - Dues & Subscriptions	320.00	454.96	-134.96
Total Expense	20,345.50	29,707.17	-9,361.67
Net Ordinary Income	1,968.46	29,617.34	-27,648.88
Other Income/Expense			
Other Expense			
8990-00 - Allocated	5,588.98	5,534.13	54.85
Total Other Expense	5,588.98	5,534.13	54.85
Net Other Income	-5,588.98	-5,534.13	-54.85
Net Income	-3,620.52	24,083.21	-27,703.73

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09/26/16

Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss by Class

70 - Administration

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Expense			
5000-00 • Salaries & Wages			
5020-00 • P/R - Tax Expense	2,453.58	2,706.60	-253.02
5030-00 • P/R - Health Insurance Expense	3,948.58	8,271.07	-4,322.49
5040-00 • P/R - Workmans Comp	0.00	232.25	-232.25
5060-00 • 401 (k)	584.34	1,308.89	-724.55
5070-00 • Other Benefits and Expenses	42.00	250.00	-208.00
5000-00 • Salaries & Wages - Other	31,692.76	36,665.82	-4,973.06
Total 5000-00 • Salaries & Wages	38,721.26	49,434.63	-10,713.37
5100-00 • Rent			
5110-00 • Utilities	136.23	327.84	-191.61
5140-00 • Repairs & Maintenance	24.71	100.00	-75.29
5150-00 • Office - Cleaning	155.77	154.00	1.77
5100-00 • Rent - Other	3,452.40	3,584.98	-132.58
Total 5100-00 • Rent	3,769.11	4,166.82	-397.71
5310-00 • Telephone			
5320-00 • Telephone	1,520.47	1,578.79	-58.32
5310-00 • Telephone - Other	-38.58	0.00	-38.58
Total 5310-00 • Telephone	1,481.89	1,578.79	-96.90
5420-00 • Mail - USPS			
5470-00 • Mail - UPS	250.00	0.00	250.00
5420-00 • Mail - USPS - Other	0.00	91.85	-91.85
Total 5420-00 • Mail - USPS	250.00	91.85	158.15
5510-00 • Insurance/Bonding	203.71	193.74	9.97
5520-00 • Supplies	634.65	613.48	21.07
5610-00 • Depreciation	57.52	259.42	-201.90
5700-00 • Equipment Support & Maintenance	730.00	167.46	562.54
5710-00 • Taxes, Licenses & Fees	1,656.83	1,214.89	441.94
5740-00 • Equipment Rental/Leasing	359.21	428.43	-69.22
5900-00 • Professional Fees			
5910-00 • Professional Fees - Attorneys	0.00	120.00	-120.00
5920-00 • Professional Fees - Accountant	12,250.00	1,840.00	10,410.00
Total 5900-00 • Professional Fees	12,250.00	1,960.00	10,290.00
8200-00 • Associate Relations	0.00	404.31	-404.31
8300-00 • Board Functions	78.95	137.50	-58.55
8500-00 • Credit Card Fees	154.05	0.00	154.05
8700-00 • Automobile Expenses	0.00	196.23	-196.23
8750-00 • Meals/Meetings	0.00	60.00	-60.00
8810-00 • Dues & Subscriptions	1,752.68	445.00	1,307.68
8910-00 • Travel	0.00	2,594.40	-2,594.40
8930-00 • Prior Period Adjustments	0.00	-4,800.74	4,800.74
Total Expense	62,099.76	59,146.21	2,953.55
Net Ordinary Income	-62,099.76	-59,146.21	-2,953.55
Other Income/Expense			
Other Expense			
8990-00 • Allocated	-62,099.76	-61,490.35	-609.41
Total Other Expense	-62,099.76	-61,490.35	-609.41
Net Other Income	62,099.76	61,490.35	609.41
Net Income	0.00	2,344.14	-2,344.14



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October 5, 2016

Subject: Approval of Three MOA Project Funding Agreements (Contract)

From: Ron Treabess, Director of Community Partnerships and Planning

Staff Recommendation:

- The NLTRA Board approves the attached Memorandum of Agreements for Use of Placer County TOT funding for approved Historic Donner Summit Gateway Interpretive Kiosk, California Tahoe Conservancy Kings Beach Pier Amendment, and Tahoe City Public Utility District Ice Skating Rink project.
- This projects and funding has previously been recommended by the CI/T Committee, and then approved by the NLTRA Board and the Placer County Board of Supervisors.
- Upon approval, the Memorandum of Agreements will be forwarded to the County, as well as remain on file at NLTRA.
- Staff will continue to bring additional funding agreements/contracts to the Board for future approved projects.

Attached Memorandums of Agreement:

	Project	Funding	NLTRA & BOS Approval
9.a.	Historic Donner Summit Gateway Welcome Kiosk	\$ 6,000	03/08/16
9.b.	CTC Kings Beach Pier Amendment	\$ 69,575	07/26/16
9.c.	TCPUD Ice Skating Rink	\$300,000	03/08/16



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**MEMORANDUM OF AGREEMENT
BETWEEN THE NORTH LAKE TAHOE RESORT ASSOCIATION AND THE DONNER
SUMMIT BUSINESS GROUP FOR USE OF PLACER COUNTY TOT FUNDS**

This Memorandum of Agreement (Agreement) is entered into as of September 1, 2016, by and between the North Lake Tahoe Resort Association (NLTRA) and the Donner Summit Business Group (Grantee) regarding NLTRA's grant and Grantee's use of Placer County Transient Occupancy Tax (TOT) monies to assist in funding the Donner Summit Welcome Sign and Visitor Kiosk Phase 1 (Project).

This Agreement confirms the Grantee's/Grantee's commitment to follow the scope of work for the Project and milestones for completion, as defined in the Transient Occupancy Tax Funding Application/Scope of Work (Application) submitted by Grantee to NLTRA in connection with the Project and attached hereto, report any necessary changes to the Project scope or milestones schedule, provide documentation of all expenditures of TOT funds, provide periodic reports as requested, and provide a final report upon Project completion, including the return, if applicable, of any unspent TOT funds.

For and in consideration of the mutual promises herein exchanged, NLTRA and Grantee do hereby agree as follows:

1. The NLTRA and Grantee desire to insure that certain improvements are made to complete The Project. Those improvements/services are set forth in the Project scope of work and milestones schedule (schedule) included in the Application approved by the NLTRA Board of Directors and the Placer County Board of Supervisors on March 8, 2016. This approval provides funding of up to \$6,000, of this \$10,000 project, to Grantee for this purpose.
2. The Grantee agrees to complete the Project by August 31, 2017, (the Completion Date). For good cause shown, the Completion Date, the scope of work, as well as any dates set forth in the schedule, may be revised and/or extended by the NLTRA, in its sole discretion, upon written request by the Grantee. Such revision and/or extension shall not be unreasonably denied. Grantee shall report any necessary changes to the Completion Date, Project scope or schedule to the NLTRA prior to the expenditure of TOT funds for those changes.
3. The Grantee agrees that all contracts for, or related to, the Project involving the expenditure of \$25,000 or more of TOT awarded by it or any of its sub-Grantees it shall utilize a competitive bidding or procurement process, as described in this Agreement. This requirement to utilize a competitive bidding or procurement process applies to each consecutive or phased contract with the same entity when all such consecutive or phased contracts combined involve the expenditure of \$25,000 or more of TOT funds. The Grantee must provide NLTRA with documentation that it and its sub-Grantees have complied with the competitive bidding or procurement process described in this

Agreement. Grantee and NLTRA acknowledge and agree that utilization of a competitive bidding or procurement process is intended to ensure that TOT funds are expended in an impartial manner, to the lowest responsible bidder or based on the demonstrated competence and qualifications of the bidder in the most cost-effective manner.

4. The Grantee and its sub-Grantees shall utilize the competitive bidding or procurement process described in this Agreement, provided that if Grantee is obligated by law and its policies to comply with a different process that complies with or substantially complies with the requirements set forth in this Agreement, then Grantee may follow such process.
5. The competitive bidding or procurement to be utilized by the Grantee and its sub-Grantees includes the following. A written scope of work and/or a description of the goods or materials to be purchased shall be prepared, provided to each bidder and included in or attached to the contract awarded for the services or goods or materials. For contracts involving the expenditure of less than \$100,000 of TOT, a minimum of two written quotes or bids shall be obtained by the Grantee or its sub-Grantees. For contracts involving the expenditure of more than \$100,000 of TOT, three written quotes or bids shall be sought and a minimum of two shall be obtained by the Grantee or its sub-Grantees. Contracts for construction work or the purchase of goods or materials shall be awarded to the lowest, responsible bidder that submits a responsive bid. Contracts for services or programs shall be awarded to the bidder who the Grantee or its sub-Grantee reasonably believes will provide the best services or program for the Project, based on the bidder's demonstrated competence and qualifications and which will be provided in the most cost-effective manner.
6. The Grantee shall request payment from the NLTRA on an invoice in a form acceptable to the NLTRA dependent on the type of payment requested, and which be either a sum for invoice(s) already paid by the Grantee for work that was approved in the Application or as a sum for an invoice(s) to be paid by the Grantee for work that was approved in the Application.
7. All invoices submitted by the Grantee shall include documentation acceptable to NLTRA clearly identifying all expenditures of TOT funds made or to be made.
8. Upon NLTRA's approval of Grantee's invoice(s), the invoice(s) will be forwarded to Placer County for direct payment to Grantee.
9. Depending on the time necessary to complete the Project, or the need for multiple payments to the Grantee, the NLTRA may require periodic reports from the Grantee as to the progress of the Project, as well as a final report that must submitted within 60 days of Project completion. The final report shall document Project completion, include before and after photographs of the Project where applicable, reconcile all expenditures, identify all unspent TOT funds and documentation establishing that all unspent TOT funds have been returned to Placer County.
10. Within 60 days of completion of the Project, the Grantee will return to Placer County all unexpended TOT funds which have been advanced by the NLTRA.
11. Prior to completion of the Project and/or implementation of Project improvements, the Grantee and NLTRA shall meet and confer in good faith in an effort to resolve any dispute arising from or related to this Agreement. If the dispute cannot be resolved, either

party may terminate this Agreement by providing the other party with (60 days' notice in writing.

12. If this Agreement is terminated by either party, the Grantee agrees to take all reasonable measures to immediately cease the expenditure of TOT funds that had not been expended as of the date of the notice of termination. On or before the date that termination of this Agreement is effective, the Grantee shall return all unexpended TOT funds shall be returned to Placer County.
13. The Grantee and its sub-Grantees shall maintain complete and detailed financial accounts, documents, and records relating to the Project and the expenditure of TOT funds. Such accounts, documents, and records shall be retained by the Grantee for three years following the date of completion of the Project and shall be subject to examination and audit by the NLTRA and by the Placer County Auditor-Controller.
14. All professional and technical information developed under this Agreement, including but not limited to all work sheets, reports, and related data, shall become the property of NLTRA upon to payment to Grantee, and Grantee agrees to deliver reproducible copies of such documents to NLTRA on or before completion of the Project. The NLTRA agrees to indemnify and hold Grantee harmless from any claim arising out of reuse of such information unrelated to this Project.
15. When, in accordance with final plans and/or requirements for the Project, the Grantee installs signs, including but not limited to interpretive signs, which identify the Project, the Grantee will ensure such signage identifies and acknowledges the roles of and funding assistant provided by both the NLTRA and Placer County.
16. The Grantee shall perform this Agreement as an independent Grantee and its officers, agents and employees are not, and shall not be deemed, NLTRA or Placer County employees for any purpose. The Grantee shall determine, at its own risk and expense, the method and manner by which it will perform this Agreement; provided, however, that the NLTRA may monitor the work performed.
17. The Grantee hereby agrees to protect, defend, indemnify, and hold the NLTRA and Placer County free and harmless from any and all losses, claims, liens, demands, and causes of action of every kind and character including, but not limited to, the amounts of judgments, penalties, interest, court costs, legal fees, and all other expenses incurred by the NLTRA and Placer County arising in favor of any party including, claims, liens, debts, personal injuries, death, or damages to property (including employees or property of the NLTRA or Placer County) and without limitation by enumeration, all other claims or demands of every character occurring or in any way incident to, in connection with or arising directly or indirectly out of this Agreement. The Grantee agrees to investigate, handle, respond to, provide defense for, and defend any such claims, demands, or suits at its sole expense. The Grantee also agrees to bear all other costs and expenses related thereto, even if the claim or claims alleged are groundless, false, or fraudulent. This provision is not intended to create any cause of action in favor of any third party against the Grantee, the NLTRA, or Placer County, or to enlarge, in any way, the Grantee's liability, but is intended solely to provide for the defense and indemnification of the NLTRA and Placer County from Grantee's performance pursuant to this Agreement.

18. Prior to providing any services, the Grantee shall provide the NLTRA and Placer County with certificates of insurance, as may be appropriate, with original endorsements and copies of policies of the insurance, with Best's Class A or better carriers. All costs of complying with these insurance requirements shall be included in Grantee's fee(s). These costs shall not be considered a "reimbursable" expense under any circumstances.
19. Grantee and its sub-Grantees shall not discriminate in employment practices because of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, or sexual orientation in contravention of the California Fair Employment and Housing Act, Government Code section 12900 et seq. or any other provision of applicable law.
20. The Grantee agrees that nothing in tis Agreement, the Application or other documents related to this Agreement shall create any contractual relationship between any third party and the NLTRA or Placer County.
21. This Agreement is to be interpreted in accordance with the laws of California. This Agreement and the Application constitute the entire agreement between the NLTRA and the Grantee relating to the Project and neither may be modified except by an instrument in writing signed by both parties. Any legal proceedings to enforce or interpret this Agreement or the Application shall be brought under the jurisdiction of the Superior Court of the County of Placer, State of California. Each party waives any Federal court removal and/or original jurisdiction rights it may have. The prevailing party in action or suit to enforce or interpret this Agreement shall be entitled to an award of its attorneys' fees, expert fees and costs.

In witness whereof, this Memorandum of Agreement was executed by the parties hereto as of the date written.

 9/16/16
 President/CEO Date
 North Lake Tahoe Resort Association

Contact & Mailing:

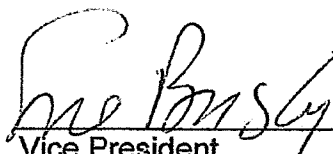
Ron Treabess, NLTRA

P.O. 5459

Tahoe City, CA 96145

Phone: 530-581-8735

Email: Ron@GoTahoeNorth.com

 9/16/16
 Vice President Date
 Donner Summit Legacy Group

Contact & Mailing:

Sue Busby

P.O. Box 1095.

Soda Springs, CA 95728

Phone: 530 426-1226

Email: sue@castlepeak.com

The North Lake Tahoe Resort Association
CAPITAL INVESTMENT PROJECT/PROGRAM
FUNDING APPLICATION

PROJECT INFORMATION

1. Project/program name: Planning and Design Grant for a Historic Donner Summit Gateway with "Welcome" Sign and Visitor Kiosk
 Note: Phase I – Planning Project; request for \$10,000 in TOT funds, 2015-16 cycle
 Phase II – Implementation (construction); estimated cost of \$40,000 to \$50,000 – request in TOT funds, 2016-17 cycle, with a good portion of the funding to come from the community.
 Separate Track, as a community project, establishing the Donner Summit Brand
2. Brief description of project/program: Donner Summit is magnificent and magnificent for more than the views. There is an amazing array of recreational opportunities: sight-seeing, skiing, snowboarding, bicycling, hiking, butterfly and bird watching, world-class rock climbing, the largest cross-country ski area in North America, etc. The area is really rich biologically. There are 500 species of plants, 115 species of butterflies, 100 species of birds, and dozens of species of mammals and amphibians. The history of the Donner Summit area is rich and fascinating as well: Native Americans summered on the summit for thousands of years leaving behind petroglyphs and mortars; the first wagon trains to come to California came over Donner Summit followed by thousands of wagons; the first transcontinental railroad, transcontinental highway, transcontinental telephone line, and transcontinental air route all went over Donner Summit, as well.

Currently, a visitor to the Donner Summit area who exits I-80 at Soda Springs sees a gas station and a parking lot, some trees and a road leading to the unknown. If the visitor is unusually curious and decides to follow that unknown road, after a short way he may see the Summit Restaurant and stop, or he may continue far enough to reach "downtown" Soda Springs with its US Post Office, General Store, realty and vacation rental businesses, all located in the same building. The visitor will not encounter anything resembling a Welcome Center with information about this area and its wealth of recreational opportunities to entice him to explore further. So he most likely returns to I-80 and drives away, uninformed as to what he has missed – both the traveler and the local businesses suffer.

What is sorely needed to help fill this void, to grab the attention of otherwise "passers-by", and to spark the Donner Summit economy is a welcoming presence that serves to inform and guide the visitor to the area, to fulfill his needs, and enable him to partake of its innumerable recreational and educational opportunities. Nothing of the sort exists today.

The Donner Summit community has prioritized the need for a welcome center during its many surveys and gatherings conducted over the past ten years. The goal is to create a Donner Summit Gateway, with Welcome Sign and Visitor Kiosk. The first phase will be the planning and design process, which will include community outreach, identification of constraints and regulations, and navigation through the regulatory process. The second phase will be the actual preparation and construction of the project. On a separate track,

the community will pursue on its own the goal of identifying the perfect brand that captures the spirit of the area, to design a unique and recognizable Donner Summit logo.

As currently conceived, the Gateway will be located near the Soda Springs exit off I-80 onto Old Highway 40, or Donner Pass Road. It will consist of a large two-sided weather-proof lighted "Welcome" sign to greet visitors, with a small parking area to encourage folks to stop for information. The sign, which will be mounted high on tall poles, one tall enough to record the snow depths of various years, will be accompanied by an array of plaques, one for each of the businesses on the Summit. The sign may top a planter with flowers for the summertime. Near the sign will be a self-serve kiosk with brochures and maps to orient the visitor to the various sites, activities, and important historic features of the area. In addition, there will be a larger version of the 20-Mile Museum signs to give an overview of the area, including a map marking important sites, businesses, and some featured trails. A focus will be for tourists to discover the history, beauty and uniqueness of the area, to linger long enough to appreciate what might otherwise have been bypassed, and to stop at a local business.

The Gateway map will feature a selection of trails where new wayfinding signs, as part of Phase 2 of the project, will be posted: Summit Valley, the Dutch Flat Donner Lake Road, Point Mariah, Crater Lake, Catfish Pond, PCT trailheads with the Judah Loop, the Petroglyphs and Summit Canyon. There will be more wayfinding signs added over time.

A new Donner Summit website will have the same information featured at the Gateway, along with updated information on events and business specials for the area. Especially during shoulder seasons, local businesses will offer coupons to be redeemed when the visitor chooses to be a customer.

The Donner Summit logo, newly created thanks to the community's branding workshop, will be featured prominently on all components of the Historic Donner Summit Gateway.

The Gateway necessarily has to be located in Nevada County. The exit from the freeway that is the approach to Donner Summit is in Soda Springs, Nevada County. The Donner Summit Area, however, lies in both Placer and Nevada Counties, a fact which has been a source of challenges for the community for many years. The majority of the businesses, and a good portion of the recreational opportunities which will be featured in the Gateway materials lie in Placer County. So the Gateway investment will serve both sides of the county line. The visitor is unaware of the bifurcation, obviously, and should not be denied the opportunity to learn of the entire array of opportunities on Donner Summit because of a jurisdictional decision of long ago.

The Historic Donner Summit Gateway is primarily another step in what has already been done locally to attract visitors and correct the conundrum of no visitors/no investment – no investment/no visitors. What was once a thriving community with numerous hotels, gas stations, bars, restaurants and social activities now offers little of those amenities. The current situation does not do justice to the offerings of splendid beauty, amazing history, incredible recreation opportunities and committed locals who want to see the area thrive. Out of area future attendees are missing many opportunities which the Historic Donner Summit Gateway installation will elucidate.

3. Attach Scope of Work/Service in as much detail as possible.

The Planning and Design Phase will include community outreach to determine the choice of materials, structure and content design of the Welcome sign, as well as the configuration of the entire gateway area – parking, ingress and egress, location of informational Kiosk, location and design of area map structure, and other considerations. In addition, the planning phase will determine county regulations and requirements for sign dimensions and encroachment permit, building permit, if needed, drainage, parking area specifics, and during this phase, these regulations will be complied with and all regulatory requirements fulfilled.

FINANCIAL INFORMATION

1. Total project cost: Because the community is intent on getting the best professional advice and gaining the widest input from community members and stakeholders, so that the end product will be the best possible, the in-depth planning of Phase I will require \$10,000. Phase 2 of the project, the construction of the Historic Donner Summit Gateway, will cost an estimated \$40,000 to \$50,000, a good portion of which will come from the community in the form of in-kind donations of materials and labor, as well as monies raised from fundraising efforts.
2. Total TOT funds requested. \$10,000 for Phase I
3. Identify other funding from secured sources: Phase I funding is requested to come from TOT funds exclusively. For Phase II, \$4,000 seed money for the project, from local ski area fundraising, is being held in an account through Donner Summit Area Association; area business contributions will pay for the plaques accompanying the “Welcome” sign, as well as ongoing maintenance; in-kind donations of volunteer labor and materials will cover the cost of a significant portion of the project’s construction. The Donner Summit Historical Society will pay for ongoing printing of brochures and maps and other informational materials. It is expected that some of the fees for encroachment permits will be waived by Nevada County.
4. Will the project require future financial funding? Yes, after Phase II is completed, funding will be needed for repairs and maintenance, expansion of trail wayfinding signage, printing of maps and brochures, and electricity costs for lighting. What is the source of the future financial support? There will be a nominal annual fee for businesses with plaques at the Gateway to help defray costs of repairs, maintenance and electricity. The Donner Summit Historical Society will continue to cover the cost of printing maps and brochures, and the cost of trail wayfinding signage will be the responsibility of the Trails Committee of the Donner Summit Area Association.
5. Provide project proforma and implementation schedule (timetable):
Upon approval of application, the Project Sponsor will engage a consultant to help with the planning phase and notify the community of the public meetings to start the planning process.
6. Provide anticipated payment schedule:
One-time payment of \$10,000.

7. How will project cost overruns or operating cost shortfalls be funded?

Should there be any cost overruns, the local community and businesses can be relied on to fill the need. There are no operating costs for Phase I of the project.

QUALIFICATIONS OF PROJECT SPONSOR

1. Name/address: The Donner Summit Community under the aegis of the Donner Summit Business Group, c/o Chris Parker, Sugar Bowl Ski Resort, PO Box 5, Norden, CA 95724.
2. Financial Capability: The Donner Summit Business Group consists of the major local ski areas -- Sugar Bowl, Boreal, Royal Gorge, Donner Ski Ranch and Soda Springs -- as well as the local General Store, the Summit Restaurant, Castle Peak Vacation Rentals, realtors, and other businesses. This represents a large portion of the financial investment on the Summit. The Donner Summit Historical Society and Donner Summit Area Association have been partners with the above businesses to create community outreach and help with fundraising and promotion of Donner Summit.
3. Experience with projects of similar nature: Donner Summit Area Association and the Donner Summit Historical Society have been the organizing agents for many community projects on Donner Summit, including the initiation of the Business Group, which was able to raise \$4,000 through the sale of ski area vouchers several years ago. The goal of that fundraising was to plan for and erect a welcome sign at the entrance to Donner Summit. This Gateway Project is the result. Each of the Donner Summit businesses advertises its location with an on-site sign, and some have signs along Donner Pass Road, but there is a need for a gateway presence to make visitors feel welcome and encourage them to explore the many opportunities available Summit-wide. As with past Donner Summit projects, Phase I of the Gateway Project, the Planning Phase, will rely on the active involvement, with both creativity and expertise, of area residents and stakeholders.
4. Objectives of project sponsor: For the past 50 years there has been a gradual decline in the economic climate on Donner Summit, mostly due to the I-80 bypass of the area. Donner Summit "assets" have been overlooked for a very long time. The resulting conundrum -- fewer visitors because of less business investment, and less business investment because of fewer visitors -- has discouraged local residents and business leaders alike. In recent years, some significant steps have been made to rectify that situation: the Donner Summit Historical Museum, the 20-Mile Museum, numerous informational brochures and maps, and a recognition by Nevada County that Soda Springs needs an Area Plan and the old highway needs significant upgrading.

The objective of the project sponsor is to make one more successful step in the expansion of the current limited seasonal visitor days in the area to more year-round recreation and associated increased business activity along with additional lodging days. On a wider scale, this proposed Gateway will open and broaden the scope of recreational opportunities that NLTRA can support and offer to the public.

5. Is Project Sponsor willing and able to sign completed Memorandum of Agreement as successful Grantee? (sample attached)? Yes.

6. Is Project Sponsor willing and able to commit to using a Procurement Policy and Competitive Bid Process? For neither Phase I nor Phase II will this be relevant – the project is of limited scope, there is overwhelming community support and participation, and volunteer labor will be an important in-kind component.

ECONOMIC IMPACT OF PROJECT

1. Estimated number of users. In regards to Phase I, the number of users will be those who participate in the planning and design process – if the past is any indication, there will be a significant portion of the community actively involved in the planning, as the Gateway project is of vital importance to the economic and social future of Donner Summit. As for Phase II, once the Gateway is in place, the number of users is difficult to determine. Current visitors, or those who are already planning to visit, will benefit greatly from the increased availability of information about the area and its offerings. There should be an increase in visitors resulting from this benefit, via word of mouth advertising, and via the website.
2. Time of year: In regards to the completed Gateway, one of the objectives is to expand the visitor season to “strike zones”, with promotional coupons offered by local businesses during the shoulder seasons. Weekends and Weekdays will see increased visitor usage as the word spreads about the enhanced visitor experience, due to the availability of in-depth information about Donner Summit offerings.
3. Number of visitors to be attracted as a result of project/program: As above, this is difficult to determine. Once the Gateway is completed,
%Local: Once the Gateway is completed, locals attracted to it will probably comprise about 20%, especially those who have second homes and are seeking information for their guests, or for themselves as to what is new.
Out of area: As the word spreads, Bay Area, Truckee/Tahoe residents and others from out of the area attracted to visit Donner Summit as a result of the project will comprise about 80% of visitors.
4. Projected expenditures by out of area attendees (per capita). Hotel/Restaurant/Other Coupon offerings and special promotionals will result in increased expenditures by out of area visitors at the local restaurant, vacation rentals, hotels, and the General Store.
5. How will the project improve or enhance service to the visitor? The Historic Donner Summit Gateway will offer a centrally located source of information to the visitor about where to go, what recreation opportunities and support services are available, and a bit of the history of the area to whet one’s interest. Currently, there is no reliable, complete and ready source of such information available to the visitor.

COMMUNITY IMPACT

1. What geographic portion of North Lake Tahoe will benefit the greatest from this project? Truckee, both sides of Donner Summit, North Lake Tahoe and beyond, to the Bay Area and Reno, will benefit from this project, as the scope of recreational opportunities currently provided by and for these areas will be enhanced and expanded.
2. What region-wide tourism benefits will be created? Currently, tourism in the region is centered around skiing in the winter, Lake Tahoe recreation and Truckee businesses in the summer. The Historic Donner Summit Gateway will offer information that expands the tourism experience to include the historic and recreational offerings unique to Donner Summit, easily accessible and available year-round.
3. Will local resources be used to create, design, construct this project? Local resources will be used to design and engineer the Historic Donner Summit Gateway project, prepare the site, develop and administer the accompanying website, create the informational brochures and maps, and install the electrical hookup for the Welcome sign.
4. What types of businesses will receive the greatest economic impact? The results of having ready information about the area's recreational and business offerings will serve as the seed to expanded businesses, increased overnight stays, and extended recreational seasons. Benefits will accrue to local ski areas, already offering off-season activities and amenities, to the local restaurants and grocery store, to recreational equipment rentals and vacation rental businesses, and to the few "hotel" type operations, such as Clair Tappaan Lodge and Rainbow Lodge.
Are they supportive of this project? Without reservation, the businesses all enthusiastically support the project.
5. Will the project require the addition of governmental service? Yes. If yes, describe. During the planning phase, Nevada County will need to be consulted as to the permits and regulations regarding encroachment and construction permits, and the fees attached to these. There will be a need to construct a limited parking area, on the Donner Pass Road (Nevada County) right-of-way, which is very wide at the proposed location of the Historic Donner Summit Gateway project. How will these costs be funded? Any fees will be covered by the grant applicants.
6. Document the community support for the project. Donner Summit Area Association represents "One Voice from Cisco Grove to Rainbow Bridge"; as a non-profit, the organization spearheaded the fundraising effort of the Business Group several years ago which resulted in the seed money for the "monument sign" which is a component of this current Historic Donner Summit Gateway project. All the participating businesses have approved the expenditure of this fund for the project purpose. In addition, the Donner Summit Historical Society has been actively involved in the creation of the concept for the project, as well as in the preparation of the grant application. Both the County Supervisors have given their enthusiastic blessing to the Gateway project. Donner Summit residents are, of necessity, self-sufficient and cooperative, and several of the trade and professional needs of the final project will be fulfilled by local volunteers with the appropriate experience and expertise. The separate track of establishing a brand for the Donner Summit area will be a project funded by a local effort and facilitated by a local professional.

Goals and Responses

Goal: Create, maintain and support great amenities, fun things to do and quality places to stay so target audiences want to come here from around the nation and the world

Donner Summit is magnificent. It has world class recreational opportunities, wonderful views, amazing bio-diversity (500 species of plants, 115 species of butterflies, 100+ species of birds, and dozens of species of amphibians and mammals), and is the most significant historical couple of square miles in California and maybe the entire Western United States.

Donner Summit assets are not well publicized and so, not well known. The creation of The Donner Summit Historical Gateway, with its website, available literature, and signage will broadcast Donner Summit to the world and when people arrive, direct them to the “great [natural] amenities” and “fun things to do.” People will have a reason to stop, explore, and be guided to those things in which they are interested.

There are currently many hiking, biking, and equestrian trails on Donner Summit that can, for example, take people to world-class vistas, historical sites, or bird watching spots but they are not marked nor do visitors know how to get to them. The Donner Summit Historical Gateway will attract people with its art work. A large map will delineate the many options showing people how to access the many trails that will take them to Crater Lake, the top of Mt. Judah, the remnants of the Emigrant Trail, or Catfish Pond for example. Available literature will tell the stories of place, provide information, and guide people. The list of businesses will show where support such as meals or picnicking supplies can be obtained. Trail signage will further guide people and improve their experiences.

Goal: Get people where they want and need to go while reducing congestion and dependency on the private automobile through development and promotion of a multimodal transportation network

While the Donner Summit Historical Gateway does not have any transportation components in this current stage, the Gateway does serve to “Get people where they want and need to go...” Currently there are no information sources to guide the few people who take the Soda Springs turn-off from I-80. The construction of the Donner Summit Historical Gateway will solve that problem. On entering Soda Springs people will have an immediate source for destinations and recreational activities. People who want to visit petroglyphs, find fishing lakes, or go mountain biking, for example, will have a source.

Goal: Bring more visitors to North Lake Tahoe who stay longer, return often and travel during the off-peak periods, while maintaining affinity with the northern California/Bay Area consumer and continuing to expand group business.

With the publication and dissemination of Donner Summit activities people will not only actually stay in the neighborhood of Donner Summit but also tell their friends of the incredible richness of the area. As word spreads more people will come on season and off-season and stay longer.

Donner Summit is unique. Those interested in recreational opportunities can bike, rock climb (free and technical), downhill ski, cross-country ski, snowboard, tube, toboggan, hike, bird watch, sightsee, find butterflies, and do nature and scenery photography.

Being on avian migration routes with lakes, the Summit attracts more than a hundred bird species each year making it a wonder for bird watchers.

The Summit's rich history is also an unparalleled attraction. Native Americans summered on the summit for thousands of years leaving behind petroglyphs, mortars, metates, cupules, and the remains of their projectile point knapping. Sites with the remnants of the Native American culture are readily accessible. The first wagon trains to come to California came over Donner Summit and there are Emigrant Trail remnants and markers. The first Transcontinental Railroad went over Donner Summit, which provides the visitor many exploration opportunities. The first Transcontinental Highway, the Lincoln Highway, went over Donner Summit and still provides opportunities for walks with magnificent vistas or in quiet forests. The first Transcontinental air route went over Donner Summit. Today there are the ruins of buildings to explore. Around Lake Van Norden alone, there are fifteen archeological sites; all but two of them are pre-historic.

No other area offers the wide variety of recreational, environmental, and historical experiences that Donner Summit does. The Donner Summit Historical Gateway will capitalize on that and help draw tourists to explore, experience, and enjoy.

Goal: Enhance the visitor experience by connecting guests to North Lake Tahoe's many exceptional places, businesses and adventures

Currently visitors who leave I-80 at the Soda Springs exit coming from the west, or the Donner Lake exit coming from the east, have no idea what's available. The Donner Summit Historical Gateway and its website will provide information for people. The map will guide people to activities in which they want to engage. Available literature will list the opportunities, provide directions for access, and provide the stories that go with each spot. Once people arrive at their various destinations local signage will help guide them. For example, the Van Norden Meadow is a marvelous local natural amenity. People do not know however, that is it a wonderful place to canoe or kayak. They do not know where they can "put in." The meadow attracts many dozens of bird species each year but few people know. The meadow has Native American cultural artifacts such as mortars, metates and cupules but few people know that or where they are located. There is a stretch of the original Emigrant Trail but few know that or where it's located.

One can stand in one place, without moving, on Donner Summit and have magnificent views, see the China Wall, built in 1868; the Emigrant Trail; see the first Transcontinental Railroad; the first Transcontinental Highway, the first transcontinental air route, or the first transcontinental telephone line. They can see where Native Americans crossed for thousands of years and where they incised their petroglyphs. They can see the first bridge built with a rising compound curve in 1926. From that one spot, which can be many different spots, the possibilities are many: walk downhill to Donner Lake past a host of interesting things, or up to Donner Pk. where one can look straight down 1,000 feet to the lake. One can go rock climbing or bike speedily downhill or start a mountain bike route. One can watch the raptors soar overhead or walk through Tunnel 6, a feat of 19th Century engineering that took two years to build while the Chinese made progress of inches a day. One can simply meditate on the amazing views considering what it was like for the first emigrants to come up the pass. How could that have been done?

The source of the Yuba River almost literally gushes from the flank of Mt. Judah but there is only a handful of people who know that or its location. In July wild flowers reach waist high in the

luxuriant spot. The Donner Summit Historical Gateway will guide people to unique experiences they can have nowhere else. The publicity and publication, followed by “word of mouth” will increase visitation.

Goal: Compete nationally and internationally by increasing, leveraging and/or reprioritizing resources for tourism development and destination marketing

Given the unique attractions of Donner Summit, once they are actively publicized and once visitors can easily access the information and be guided to what they’d like to do, Donner Summit can become an important addition to the regional tourist catalog. People coming to Lake Tahoe will stay longer in order to visit a wider variety of opportunities. Where else can people watch a Bald Eagle grab a fish from a lake, explore Native American petroglyphs, walk the Lincoln Highway remnants, touch a wall built by the Chinese (without mortar) 160 year ago, view magnificent scenery, feed catfish descended from those planted by the Chinese, climb a vertical granite rock face, and bike madly downhill at 40 MPH.?

That’s only a partial list.

Donner Summit is a lost arrow in the regional tourist quiver.

TOT Application Criteria Considerations:

The proposal includes:

- Wayfinding signage – and a plan to increase signage over time
- Trail Systems – throughout the entire Donner Summit Area, designated both on the map at the kiosk and on wayfinding signs on location
- A Visitor Center – with maps, brochures, business locations, and the possibility of disseminating the information via Truckee Thursdays
- Museum – The Donner Summit Historical Society Museum at the core of the community
- Recreation Amenities – maps, brochures
- Transportation Services – posted TART schedule

The Project strengthens overall tourism economy:

Information available at the Visitor’s Information Kiosk will tell the visitor how to get where he wants to go, and what is available to him in the area; he will not find any of this currently.

The Project will stimulate weekday and shoulder season business:

Information about Donner Summit businesses is not readily available to visitors currently; the Historic Donner Summit Gateway will have plaques for each of the local businesses, and the associated website will list businesses and events, so that information is readily accessible. In the same way that the Welcome sign and its attendant tourist information will help in-season tourists, the sign and information material will guide off-season visitors. Publicity generated through the website and by word of mouth will encourage people to come to Donner Summit, with the Gateway as their reference point.

The Project will increase overnight stays in the area:

The project will increase overnight stays in the immediate area and nearby by providing visitors with reasons to stay and explore on subsequent days. The long list of activities and

information about each, available in the Kiosk, will show visitors that it is well worthwhile to remain. Road bikers will discover mountain biking routes and visa versa. Rock climbers may discover “peak bagging.” Everyone may discover the possibilities of walking Van Norden Meadow for the birds, the butterflies, the history, the wild flowers, the magnificent views of the surrounding mountains and forests, or just the nice walk.

Businesses, such as Clair Tappaan Lodge, Rainbow Lodge, and Castle Peak Vacation Rentals, will be posted with the Welcome Sign in a central and public location, with details and contact information available from brochures at the nearby Visitor’s Kiosk.

The Project fills a demonstrated need:

As one observer describes the current situation: tourists with glazed expressions wandering around wondering where to go....

With the construction of the Welcome sign, its attendant brochures, maps, directional signage and general information, visitors will not only know how to do what they set out to do, but also learn of the large number of possibilities. People looking for nice hikes will be presented with a variety of options. Those looking for history will find Tunnel 6, for example, quickly and easily. Those looking for the Hold-in-the-Ground mountain bike trail will be able to find it fast.

The Project enhances the visitor experience and economic value of the area:

A visitor without information is not a happy visitor; a business without clients is not a happy (or thriving) business. If the visitor learns that he can hike, bike, rock climb, cross-country or back-country ski, see unusual birds and beautiful flowers, gain a first-hand feel for the history of the area, find comfortable accommodations, eat a good meal or buy groceries and picnic supplies, rent ski equipment – in short, fulfill all his wants and needs – and all this information is new to him, his experience on Donner Summit will be enhanced.

The Project will support overall tourism core function areas of the Tahoe region:

The first step in supporting tourism is to inform the visitor about what is available and where to go. Information will be easily accessed in the Visitor Kiosk so that the visitor can choose from among many activities – rock climbing, bird watching, history, butterfly and wildflower discovery, road and mountain biking, horseback riding; and of course in winter, downhill, back-country and cross-country skiing, snow boarding and snow shoeing; in any season, exploring the unique geology, appreciating the rugged mountain vistas, etc.

The Project will integrate with capital investment projects, programs, events and marketing:

Currently, Nevada County is expending funds and devoting planning staff to work with the Soda Springs community to develop an Area Plan. One of the Plan’s elements is community design, which will be taken into consideration in the design of the Monument Sign. The sign can also reflect the brand for the area that the community will soon develop. The web page associated with the sign will advertise the area’s events; and the website, along with the brochures and business coupons available at the Visitor Kiosk, will serve to market the recreation opportunities and local businesses.

The Historic Donner Summit Gateway project will be integrated with the FLAP funded Donner Pass Road improvements that are being designed in 2016 and scheduled for construction in 2019. It will integrate also with the current 20-Mile Museum initiative on Donner Summit.

Level and availability of other secured funding:

The local businesses, in both Nevada and Placer Counties, will each fund the business plaque that is to be displayed below the Monument Sign; in addition, the local Business Group has raised \$4,000 toward the project. Much of the labor and some of the planning expertise required will be donated in-kind: monument sign design, engineering of monument sign, masonry for monument sign base, electrical hookup for the monument sign, tree clearing, trenching for culvert, preparation of parking area, design of brochures, website development, design of 20-mile museum sign and map.

Clear description of how public funds will be used and enough data provided for measurable results and benefits:

During Phase I, planning and design, public funds will be used to procure the professional planning services needed to do the community outreach and regulatory research required for Phase II, project implementation. At that point, Public funds will be needed to purchase a culvert for the parking area approach; Welcome sign materials and printing; construction materials and costs; wayfinding sign materials and printing; weather-proof box for brochures, with automatic closure; printing of 20-Mile Museum Sign (approximately \$700); solar panel or electricity for monument sign illumination.

Results of Phase I will be measured by the number of participants in the planning process and the quality of the planning outcome, as well as the degree of completion of regulatory requirements. Results of Phase II, project implementation, will be measured by the number of coupons submitted to the various businesses and the number of brochures collected at the kiosk, as well as the number of website and Facebook visits. Benefits will be measured by informal and anecdotal records from local businesses as they interact with visitors.

Sound financial plan and managerial and fiscal competence:

The initial plan, the result of Phase I, will include all the financial and managerial needs of the project. As for competence, the Donner Summit community is composed largely of retired and second home owners, local professionals and local business owners, with much professional experience to lend to a project such as this one, which will ensure and enhance the economic and social future of the area. In addition, the project has the full support of the business community and the local political representatives.

Quantifiable goals and objectives:

The goal is to improve the visitor experience; this can be quantified with a questionnaire on the website and a request for suggestions from the visitors.

Support of funding requirements for future maintenance or ongoing operating expenses:

Operating expenses will be minimal: brochures will need to be refilled, the light bulbs changed and electricity paid for (the goal is to provide electricity via photovoltaic panels). Maintenance costs will also be minimal: the monument sign may need repainting and the flowers will need replanting. Most, if not all, the maintenance will be provided in-kind, and the operating funds will be part of the TOT grant request. A nominal annual fee from participating businesses will help defray ongoing costs.

Measurable economic return on investment:

The coupons submitted to the various businesses will be an indicator of the increase in clientele resulting from the Kiosk. The number of likes on Facebook and visits to the webpage will indicate the level of interest resulting from investment in the project, and interest will lead to

economic return eventually far above what is currently resulting from the total lack of information.

Project should reflect a balance of funding throughout the North Lake community:

There is community-wide support for this project and it is the only grant request project to have been proposed for the Donner Summit area over the 20 year history of TOT fund dissemination through NLTRA.

Importance of this project compared to other projects that are being considered:

There are no other projects on Donner Summit. However, this project opens a completely new geographic area to NLTRA that has previously been ignored or forgotten, and it broadens the scope of recreational opportunities that NLTRA can support.

Feasibility under current regulations:

The project is feasible; there are other signs in the immediate area. The regulations will be researched and complied with during Phase I, Planning and Design.

Project does not directly compete with, or replace private enterprises:

On the contrary, it enhances the private enterprises on Donner Summit. This project is much more than just a welcome sign, or an information kiosk – it is a statement of Community.

TOT PROJECT FUNDING STRATEGY GUIDELINES (weighting system) (96 Total)

Projects that support NLTRA key core function areas and strategic goals: (28)

- *Human Powered Sports and Activities:*

Cross-country skiing in the largest cross-country ski area in North America, downhill skiing, snow shoeing, snow boarding, hiking, walking amid awe-inspiring vistas and virgin forests, world class rock climbing, mountain and road biking, wildflower hunting, photography, historical exploration, bird and butterfly watching.

- *Regional Transportation Vision*

Advocate for public transportation availability, in addition to winter, to access activities.

- *Advancement of Tourism Economy called for in Community Plans*

The Area Plan being developed for Soda Springs requires an Economic Element which will rely heavily on tourist visits to the area.

Projects that are within highest priority Work Plan Project Groupings: (28)

- *Trails (highest)*

The project calls for wayfinding signs for some of the existing trail systems; more signs will be added over time, as the Royal Gorge trail system develops, and as other trails prove to be popular and accessible. The additional signs will be noted on the map posted at the Monument Sign.

- *Recreation Amenities*

The natural assets, the historic sites, the number of varied recreational opportunities are amenities unique to the Donner Summit recreationist.

- *Tourism-Based Redevelopment*

No redevelopment as such is scheduled for the Donner Summit area. However, the Area Plan being developed for Soda Springs will have the Economic, Design

Guidelines and Land Use Elements, all of which will spark discussion by community members concerning the importance of tourism to the area's viability.

- *Transportation Services*

The Project will include a listing of the TART schedule. The hope is that summer and shoulder season transportation can be added so that those who do not wish to drive can access the area and their favorite recreation sites.

Projects that support other Work Plan Project Groupings: (10)

- *Wayfinding Signage Museums/Cultural Centers*

Wayfinding signs will be included in the implementation phase and beyond; Donner Summit Historical Museum provides a wealth of information and photos that trace the long and rich history of the area.

- *Special Events/Regional*

The new Donner Summit website will advertise special events for the local area and regional events, as well.

- *Parks* – no plans are in place currently to develop a park. The development of recreation on the very accessible Van Norden Meadow affords opportunities for open space enjoyment.

- *Transportation Infrastructure* – Donner Summit recreation, other than ski area winter sports, is not accessible by public transportation. Creating such infrastructure is a long-term goal, but not part of this current Gateway Project. The Project does plan to post the winter TART schedule at the Gateway.

Projects that support environmental improvement: (5)

Trail maintenance is an important volunteer activity for the community, although not a stated part of this project. However, as a result of this project, trails will become more popular and used more, so that additional maintenance will be needed. Our community has a reputation of rising to fulfill the need.

Projects that have matching funds available: (15)

Business Community funds have been raised and more will be available specifically to pay for the individual business plaques and Gateway maintenance. In-kind donations of labor for much of the project will include: monument sign design, engineering and masonry for its base; electric hookup for the sign; tree clearing; trenching for culvert; preparation of parking area; brochure and map design; website development; design for the 20-Mile Museum sign.

Projects that have all other funding sources in place (10)

Phase I of the Gateway Project has no funding sources in place and will rely totally on the \$10,000 grant from TOT funds. Phase II has matching funds and volunteer in-kind funding in place.

Other Criteria for Consideration (some weight)

- *Percentage of TOT budget required by project request*

For Phase I, the requested \$10,000 is a small percentage of TOT budget. It is also very small compared to what the completed project will open in opportunities for NLTRA to expand its outreach.

- *Percentage of project budget to be provided by TOT*
For Phase I, the entire budget is to be provided by TOT. For Phase II, it is yet to be determined what the percentage will be, depending on the results of Phase I planning, but a good portion of the costs will be covered by the community, its businesses and volunteers.
- *TOT request necessary for “gap” funding*
Any gap funding will be covered by the community.
- *TOT request necessary to leverage additional funding*
Because the cost for Phase I will be coming from TOT funds, and a portion of Phase II will be covered by TOT funds as well, it will be easier to sell the project to businesses that have not yet been approached to participate in their share of the funding.
- *Project request effect on geographic distribution of capital investment funds*
This will improve the visitor’s experience in a new part of the Tahoe region and expand the influence of TOT funding geographically. It will capitalize on the varied assets of the Donner Summit area and open a new set of activities for visitors.



north lake tahoe

Chamber | CVB | Resort Association

MEMORANDUM OF AGREEMENT AMENDMENT #1 BETWEEN THE NORTH LAKE TAHOE RESORT ASSOCIATION AND THE CALIFORNIA TAHOE CONSERVANCY FOR USE OF TOT INFRASTRUCTURE FUNDS

This Amendment #1 to the first Memorandum of Agreement originally entered into in April, 2015, by and between the North Lake Tahoe Resort Association (NLTRA) and the California Tahoe Conservancy (Grantee) regarding use of Placer County TOT monies to assist in funding the Kings Beach Public Pier Concept Project Planning.

This Agreement Amendment #1 confirms the Grantee's commitment to follow the revised project scope of work and time schedule, with an increase of TOT funds, as defined in the attached Grantee Amendment request and letter, dated June 13, 2016. The Grantee further agrees to report any additional necessary changes to the project scope or project schedule, provide documentation of all expenditures of TOT funds, provide periodic reports as requested, and provide a final report upon project completion.

The NLTRA and Grantee desire to insure that certain tasks are accomplished to complete preliminary planning and environmental analysis for redevelopment of the public pier at the Kings Beach State Recreation Area. Those tasks, as revised, are outlined in the attached Grantee's letter requesting a schedule change and addition TOT funds in the amount of \$69,575, which was approved by the NLTRA Board and Placer County Board of Supervisors on July 26, 2016. All other previously agreed upon considerations in the original Memorandum of Agreement and Funding Application approved by the NLTRA Board of Directors and the Placer County Board of Supervisors on October 21, 2014 will remain as written. This Amendment #1 approval provides an Infrastructure grant of up to \$69,575 to Grantee for this purpose, which will be added to the original allocation of \$25,000, bringing the remaining funding allocation now available to \$94,575.

The Grantee agrees to complete the project improvements, as outlined, by September 30, 2017, (the "Completion Date"). For good cause shown, the Completion Date, the scope of work, as well as any dates set forth in the project schedule, may be revised and/or extended by the NLTRA upon written request by the Grantee prior to the expenditure of TOT funds for those changes. Such revision and/or extension shall not be unreasonably denied.

In witness whereof, this Memorandum of Agreement was executed by the parties hereto as of the date written.


Sandy Evans Hall, CEO
North Lake Tahoe Resort Association

9/26/16
Date


Executive Director
California Tahoe Conservancy

9/24/2016
Date



AMENDMENT #1
Kings Beach Public Pier Concept Project Planning
North Lake Tahoe Resort Association
Capital Investment Project/Program

Amendment #1 revises the 1) Scope of Work, 2) Total Project Cost, 3) Total TOT Funds Requested, and 4) Project Schedule as outlined in the *Kings Beach Public Pier Concept Project Planning* grant application and Memorandum of Agreement (MOA) between the North Lake Tahoe Resort Association (NLTRA) and the California Tahoe Conservancy (Conservancy), signed on April 30, 2015.

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U.S. Forest Service (ex-officio)

PATRICK WRIGHT
Executive Director

Project Information

The proposed expansion of the scope of work and budget includes the development and environmental review of a third location alternative for rebuilding the Kings Beach public pier within the Kings Beach State Recreation Area (KBSRA). The proposed budget request includes an increase of \$69,575 from the 2015 Kings Beach Public Pier Concept Project Planning Memorandum of Agreement, increasing the total amount to \$94,575.

The expanded Scope of Work will allow for review of a third alternative for pier redesign located westward of the current pier in order to:

- Respond to public input received during the environmental scoping process; and
- Consider a reasonable range of feasible alternatives that avoid potential impact to biological resources.

When the initial scope of work and grant request budget were developed and approved, the Conservancy and the California Department of Parks and Recreation (State Parks) focused on pier redesign and its necessary environmental analysis and permitting requirements. Since then, the project partners concluded that a KBSRA General Plan (GP) revision is needed to allow for consideration of the pier's relocation elsewhere within KBSRA. The partners secured additional funding for the Kings Beach General Plan Revision and Public Pier Rebuild Project (GP/Pier Project) and in September 2015, initiated work.

The environmental evaluation process for the GP/Pier Project, including the pier rebuild elements, began in December, 2015 with a public scoping process. The scoping process presented two pier rebuild location alternatives (the Central Pier and East Pier) for public consideration. State Parks and the Tahoe Regional Planning Agency (TRPA), as lead agencies under their separate environmental requirements, received requests for consideration of a third alternative pier location, westward of the current pier near the Kings Beach Events Center.

In response to that public input, the agencies intend to expand the scope of the environmental evaluation to consider a third pier location alternative and are seeking the funding necessary to include it. The requested amendment would fund limited concept design necessary to create a conceptual third locational alternative, as well as evaluation of its environmental effects as part of the joint environmental document.

Total Cost

The 2015 Kings Beach Public Pier Concept Project Planning total budget was \$250,000. That amount was an estimate prior to completing work order agreements with the consultant team led by Ascent Environmental. The current total cost for the consultant team associated with the pier rebuild elements of the GP/Pier Project, including a third pier location alternative, is \$345,000.

The total proposed budget for the GP/Pier Project with environmental analysis, including the pier elements, is \$1,037,221. A pier rebuild project could not be considered without revision to the General Plan, so these additional costs are necessary to allow completion of the project envisioned in this amended grant request. Funding sources for the GP/Pier Project, assuming a third pier location alternative, are:

California Tahoe Conservancy	\$ 500,000*	(48.2%)
California State Parks	\$ 442,666	(42.7%)
NLTRA (total requested TOT funds)	\$ 94,575	(9.1%)

**Prior to initiation of the environmental document, the Conservancy also funded \$64,400 to develop the East Pier alternative and has incurred hundreds of hours of staff time with the anticipation of substantial additional staff time as well.*

Total TOT Funds Requested

Task 1 – Pier project development including evaluation and permitting preparation (existing)	\$25,000
Task 2 –Preparation and environmental analysis of third alternative	\$47,000
Task 3 – Design and mapping preparation by State Parks	\$3,500
Task 4 – Additional bathymetry and Wind/Wave Analysis (est.)	\$10,000
State Parks-Required Cost Recovery (15%)	\$9,075
Total TOT Funds Requested	\$94,575

Scope of Work Amendment

Creation of a conceptual site plan for a third pier location alternative and evaluation of its effects in the joint EIR/EIS. The alternative will place the pier on the western side of the SRA public beach. The budget presented identifies work necessary for evaluation of three General Plan Revision alternatives with the pier sited in three alternative locations, assuring that the pier relationship to other site features and activities is fully considered.

Schedule

The proposed change to the Scope of Work and budget will extend the MOA's current schedule. Additional time necessary to complete evaluation of a third alternative will extend the completion date to September 30, 2017.



north lake tahoe

Chamber | CVB | Resort Association

**MEMORANDUM OF AGREEMENT
BETWEEN THE NORTH LAKE TAHOE RESORT ASSOCIATION AND THE TAHOE CITY
PUBLIC UTILITY DISTRICT FOR USE OF PLACER COUNTY TOT FUNDS**

This Memorandum of Agreement (Agreement) is entered into on September 26, 2016, by and between the North Lake Tahoe Resort Association (NLTRA) and the Tahoe City Public Utility District (Grantee) regarding NLTRA's grant and Grantee's use of Placer County Transient Occupancy Tax (TOT) monies to assist in funding the Winter Sports Park Ice Skating Rink Project.

This Agreement confirms the Grantee's commitment to follow the scope of work for the Project and milestones for completion, as defined in the Transient Occupancy Tax Funding Application/Scope of Work (Application) submitted by Grantee to NLTRA in connection with the Project and attached hereto, report any necessary changes to the Project scope or milestones schedule, provide documentation of all expenditures of TOT funds, provide periodic reports as requested, and provide a final report upon Project completion, including the return, if applicable, of any unspent TOT funds.

For and in consideration of the mutual promises herein exchanged, NLTRA and Grantee do hereby agree as follows:

1. The NLTRA and Grantee desire to insure that certain improvements are made to complete The Project. Those improvements/services are set forth in the Project scope of work and milestones schedule (schedule) included in the Application approved by the NLTRA Board of Directors and the Placer County Board of Supervisors on March 8, 2016. This approval provides funding of up to \$300,000 of TOT for this \$800,000 project to Grantee.
2. The Grantee agrees to complete the Project by June 30, 2017, (the Completion Date), if funds are approved. For good cause shown, the Completion Date, the scope of work, as well as any dates set forth in the schedule, may be revised and/or extended by the NLTRA, in its sole discretion, upon written request by the Grantee. Such revision and/or extension shall not be unreasonably denied. Grantee shall report any necessary changes to the Completion Date, Project scope or schedule to the NLTRA prior to the expenditure of TOT funds for those changes.
3. The Grantee agrees that all contracts for, or related to, the Project involving the expenditure of \$25,000 or more of TOT awarded by it or any of its Contractors shall utilize a competitive bidding or procurement process, as described in this Agreement. This requirement to utilize a competitive bidding or procurement process applies to each consecutive or phased contract with the same entity when all such consecutive or phased contracts combined involve the expenditure of \$25,000 or more of TOT funds. The Grantee must provide NLTRA with documentation that it and its Contractors have complied with the competitive bidding or procurement process described in this

Agreement. Grantee and NLTRA acknowledge and agree that utilization of a competitive bidding or procurement process is intended to ensure that TOT funds are expended in an impartial manner, to the lowest responsible bidder or based on the demonstrated competence and qualifications of the bidder in the most cost-effective manner.

4. The Grantee and its Contractors shall utilize the competitive bidding or procurement process described in this Agreement, provided that if Grantee is obligated by law and its policies to comply with a different process that complies with or substantially complies with the requirements set forth in this Agreement, then Grantee may follow such process.
5. The competitive bidding or procurement to be utilized by the Grantee and its Contractors includes the following. A written scope of work and/or a description of the goods or materials to be purchased shall be prepared, provided to each bidder and included in or attached to the contract awarded for the services or goods or materials. For contracts involving the expenditure of less than \$100,000 of TOT, a minimum of two written quotes or bids shall be obtained by the Grantee or its Contractors. For contracts involving the expenditure of more than \$100,000 of TOT, three written quotes or bids shall be sought and a minimum of two shall be obtained by the Grantee or its Contractors. Contracts for construction work or the purchase of goods or materials shall be awarded to the lowest, responsible bidder that submits a responsive bid. Contracts for services or programs shall be awarded to the bidder who the Grantee or its Contractor reasonably believes will provide the best services or program for the Project, based on the bidder's demonstrated competence and qualifications and which will be provided in the most cost-effective manner. .
6. The Grantee shall request payment from the NLTRA on an invoice in a form acceptable to the NLTRA dependent on the type of payment requested, and which be either a sum for invoice(s) already paid by the Grantee for work that was approved in the Application or as a sum for an invoice(s) to be paid by the Grantee for work that was approved in the Application.
7. All invoices submitted by the Grantee shall include documentation acceptable to NLTRA clearly identifying all expenditures of TOT funds made or to be made.
8. Upon NLTRA's approval of Grantee's invoice(s), the invoice(s) will be forwarded to Placer County for direct payment to Grantee.
9. Depending on the time necessary to complete the Project, or the need for multiple payments to the Grantee, the NLTRA may require periodic reports from the Grantee as to the progress of the Project, as well as a final report that must submitted within 60 days of Project completion. The final report shall document Project completion, include before and after photographs of the Project where applicable, reconcile all expenditures, identify all unspent TOT funds and documentation establishing that all unspent TOT funds have been returned to Placer County.
10. Within 60 days of completion of the Project, the Grantee will return to Placer County all unexpended TOT funds which have been advanced by the NLTRA.
11. Prior to completion of the Project and/or implementation of Project improvements, the Grantee and NLTRA shall meet and confer in good faith in an effort to resolve any dispute arising from or related to this Agreement. If the dispute cannot be resolved, either

party may terminate this Agreement by providing the other party with (60 days' notice in writing.

12. If this Agreement is terminated by either party, the Grantee agrees to take all reasonable measures to immediately cease the expenditure of TOT funds that had not been expended as of the date of the notice of termination. On or before the date that termination of this Agreement is effective, the Grantee shall return all unexpended TOT funds shall be returned to Placer County.
13. The Grantee and its Contractors shall maintain complete and detailed financial accounts, documents, and records relating to the Project and the expenditure of TOT funds. Such accounts, documents, and records shall be retained by the Grantee for three years following the date of completion of the Project and shall be subject to examination and audit by the NLTRA and by the Placer County Auditor-Controller.
14. All professional and technical information developed under this Agreement, including but not limited to all work sheets, reports, and related data, shall become the property of NLTRA upon to payment to Grantee, and Grantee agrees to deliver reproducible copies of such documents to NLTRA on or before completion of the Project. The NLTRA agrees to indemnify and hold Grantee harmless from any claim arising out of reuse of such information unrelated to this Project.
15. When, in accordance with final plans and/or requirements for the Project, the Grantee installs signs, including but not limited to interpretive signs, which identify the Project, the Grantee will ensure such signage identifies and acknowledges the roles of and funding assistance provided by both the NLTRA and Placer County.
16. The Grantee shall perform this Agreement as an independent contractor and its officers, agents and employees are not, and shall not be deemed, NLTRA or Placer County employees for any purpose. The Grantee shall determine, at its own risk and expense, the method and manner by which it will perform this Agreement; provided, however, that the NLTRA may monitor the work performed.
17. The Grantee hereby agrees to protect, defend, indemnify, and hold the NLTRA and Placer County free and harmless from any and all losses, claims, liens, demands, and causes of action of every kind and character including, but not limited to, the amounts of judgments, penalties, interest, court costs, legal fees, and all other expenses incurred by the NLTRA and Placer County arising in favor of any party including, claims, liens, debts, personal injuries, death, or damages to property (including employees or property of the NLTRA or Placer County) and without limitation by enumeration, all other claims or demands of every character occurring or in any way incident to, in connection with or arising directly or indirectly out of this Agreement. The Grantee agrees to investigate, handle, respond to, provide defense for, and defend any such claims, demands, or suits at its sole expense. The Grantee also agrees to bear all other costs and expenses related thereto, even if the claim or claims alleged are groundless, false, or fraudulent. This provision is not intended to create any cause of action in favor of any third party against the Grantee, the NLTRA, or Placer County, or to enlarge, in any way, the Grantee's liability, but is intended solely to provide for the defense and indemnification of the NLTRA and Placer County from Grantee's performance pursuant to this Agreement.

18. Prior to performing any work on the Project and during the term of this Agreement, the Grantee, and its Contractors, shall procure and maintain, the following types and amounts of insurance with insurance carriers rated Best's Class A or better:
- 1) Worker's Compensation and Employer's Liability Insurance as required by any applicable law or regulation, not less than \$1,000,000 per accident for injury.
 - 2) Comprehensive General Liability not less than \$1,000,000 each occurrence.
 - 3) Automobile Liability Insurance not less than \$1,000,000 for each occurrence.
 - 4) Professional Liability Insurance (Errors and Omissions) \$1,000,000.

The Grantee may satisfy the insurance requirements set forth above through self-insurance acceptable to NLTRA. All insurance policies or contracts for self-insurance shall be endorsed to name NLTRA and Placer County, and their appointed and elected officials, employees and agents as additional insured. The Grantee shall provide NLTRA a copy of all insurance policies, contracts for self-insurance and endorsements thereto prior to performing any work pursuant to this Agreement. All costs of complying with these insurance requirements shall be included in Grantee's fee(s), shall not be considered a "reimbursable" expense under any circumstances and Grantee shall not be entitled to any additional payment therefore.

19. Grantee and its Contractors shall not discriminate in employment practices because of race, religious creed, color, national origin, ancestry, physical disability, mental disability, medical condition, marital status, sex, age, or sexual orientation in contravention of the California Fair Employment and Housing Act, Government Code section 12900 et seq. or any other provision of applicable law.
20. The Grantee agrees that nothing in this Agreement, the Application or other documents related to this Agreement shall create any contractual relationship between any third party and the NLTRA or Placer County.
21. This Agreement is to be interpreted in accordance with the laws of California. This Agreement and the Application constitute the entire agreement between the NLTRA and the Grantee relating to the Project and neither may be modified except by an instrument in writing signed by both parties. Any legal proceedings to enforce or interpret this Agreement or the Application shall be brought under the jurisdiction of the Superior Court of the County of Placer, State of California. Each party waives any Federal court removal and/or original jurisdiction rights it may have. The prevailing party in action or suit to enforce or interpret this Agreement shall be entitled to an award of its attorneys' fees, expert fees and costs.

In witness whereof, this Memorandum of Agreement was executed by the parties hereto as of the date written.

 9/26/16
 President/CEO Date
 North Lake Tahoe Resort Association

Contact & Mailing:

Name: Sandy Evans Hall


Title: President/CEO

Address: _P.O. Box 5459

Tahoe City, CA 96145

Phone: (530) 581-8739

Email: Sandy@GoTahoeNorth.com

 9/26/16
 General Manager Date
 Tahoe City Public Utility District

Contact & Mailing:

Name: Cindy Gustafson

Title: General Manager

Address: P.O. Box 5249

Tahoe City, CA 96145

Phone: (530) 583-3796

Email: CindyG@tcpud.org



**The North Lake Tahoe Resort Association
CAPITAL INVESTMENT PROJECT/PROGRAM
FUNDING APPLICATION**

PROJECT INFORMATION

1. Project/program name **Tahoe City Ice Rink**
2. Brief description of project/program

Historically North Lake Tahoe has been a popular winter destination for overnight visitors. Unfortunately due to several low snow winters, we have struggled to continue attracting winter visitors to our lakeside communities. Our vision is to create a year-round vibrant and prosperous North Lake Tahoe and we need your help.

For many years both the Tahoe City Public Utility District (TCPUD) and the Tahoe City Downtown Association (TCDA) have received numerous requests from business owners, lodging properties, and community members to pursue the addition of a seasonal ice skating rink. TCPUD and Tahoe Cross Country (Tahoe XC) have partnered for the last three years to offer a winter sports park at the Tahoe City Golf Course. The first year was successful providing a new, family friendly winter recreation activity for North Lake Tahoe visitors. However, the subsequent two winters had such little snowfall that the Tahoe City Winter Sports Park offered little operation. To create a successful winter sports park, we must provide a "non-snow reliant activity".

The desire of the TCPUD and TCDA is to provide a seasonal ice-skating rink in the heart of Tahoe City to benefit both visitors and residents. With so much uncertainty about climate change and snow expectations in years to come, an ice skating rink will be a valuable asset and tourism draw for the bed base of Tahoe City, West Shore and all of North Tahoe. Our goal is to purchase and locate the ice rink at the Tahoe City Winter Sports Park for the 2016-2017 winter season.

The proposed ice rink is planned to be 50' x 80' and is a modular construction meaning it can be expanded in the future if desired. In addition to the ice rink infrastructure, components such as a Zamboni, ice refrigeration, generators and other necessary items will be included in the investment to required to offer a quality ice skating experience every winter.

FINANCIAL INFORMATION

1. Total project cost **\$419,750**
2. Total TOT funds requested **\$320,000**
3. Identify other funding from secured sources
The total project cost of this ice skating rink is estimated at over \$400,000, but we are currently in the process of identifying funding sources. To date, a private Tahoe City donor has pledged a minimum of \$100,000 while TCPUD/TCDA have submitted a letter of interest to the Tahoe Truckee Community Foundation's Queen of Hearts Fund, contacted Liberty Utilities to potentially donate the capital required to provide power (which may eliminate the cost of a generator), and is submitting a

request for Placer County Park Dedication fees. Furthermore, Tahoe XC, TCPUD, and the Tahoe City Golf Course/Duncan Golf will all participate in, and bear the cost of set up, tear down, storage, and operational costs, estimated at \$102,000 annually. TCPUD, TCDA and Tahoe XC will continue to seek other grant opportunities, business support, and additional donors to assist in the funding needs.

4. Will the project require future financial funding?
TCPUD/TCDA/Tahoe XC anticipates that future funding may be necessary if the project is a success and an expansion of the rink is required.

What is the source of the future financial support?

TCPUD/TCDA/Tahoe XC may request additional TOT funds, private donations, as well as Placer County Park dedication fees in addition to re-investing user fees generated from the ice rink itself to fund future expansion or other needs related to a successful facility.

Will this include maintenance needs?

Since acquiring the Tahoe City Golf Course, TCPUD has been the primary custodian for all maintenance needs associated with the course, clubhouse, and Winter Sports Park. TCPUD will include the ice rink and its associated maintenance needs as part of the overall golf course operation.

What is the source of maintenance funding?

TCPUD will include the ice rink and its associated maintenance needs as part of the overall golf course operation, which is currently and will continue to be covered by the TCPUD parks and recreation budget and user fees.

5. Provide project proforma and implementation schedule (timeline)
April-May 2016 – Confirm all Funding
May- June 2016 – Prepare bidding document
July 2016 – Bid Ice rink infrastructure and components
August 2016 – Award bid
September – October 2016 – Receive Ice rink
November 2016 – Install Ice Rink and training
November 2016 – March 2017 – Ice Rink Open and in Operation

See attached exhibit A –purchase/operation budget

6. Provide anticipated payment schedule?
Anticipated reimbursement schedule would be as follows:
September 2016 - \$160,000
December 2016 - \$160,000

7. How will project cost overruns or operating cost shortfalls be funded?
The project's budget includes a contingency that will cover any potential overruns. TCPUD will only bill for actual costs incurred and with its partners will cover the annual operating costs of the facility.

QUALIFICATIONS OF PROJECT SPONSOR

1. Name/address
 - a. Tahoe City Public Utility District, Box 5249, Tahoe City, CA 96145
 - b. Tahoe City Downtown Association, Box 6744 Tahoe City, CA 96145
 - c. Tahoe Cross Country, Box 7260, Tahoe City, CA 96145
2. Financial Capability
For 2015, TCPUD has a \$9 million operating budget and is managing \$10.6 million in budgeted capital projects.

TCDA, a small non-profit 501 C6 corporation, receives funding from the Placer County Economic Development Department, membership dues, events, grants, sponsorships, and donations. TCDA has annual budget of \$225,000.00.

Tahoe XC Ski Area, a small non-profit 501c7 corporation, receives funding from season pass sales, trail pass sales, equipment rentals, lessons, retail sales and food and beverage sales, has an annual operating budget of \$400,000.00.

3. Experience with projects of similar nature

TCPUD has a proven track record maintaining high quality parks and recreation facilities. TCPUD operates the Rideout Community Center, 4 beach parks including Commons Beach, the Lake Forest boat ramp, 7 athletic fields, 22 miles of bike trails, and the Tahoe City Golf Course in partnership with Duncan Golf. TCPUD has successfully managed over \$20 million in park, trail, and river access capital projects in the past 10 years.

TCDA has successfully managed and executed a multitude of contracts, grants, events, and programs including:

- Tahoe City Community Facilities District contract in 2015 (\$25K)
- Placer County Main Street contract and Community Marketing contract since 2004
- NLTRA Special Event Grants
- NLTRA CI/T Grants for Holiday Lighting Program and Tahoe Public Art
- Fireworks contracts
- Creation, Fundraising and Execution of town-wide beautification projects, including Holiday Lighting Program and Flower Basket Demonstration Project

Tahoe XC has operated the cross country ski concession at the TCPUD's Highlands Community Center for the past 16 years. We have established a reputation for providing a world class cross country ski area providing services to tourists and the local community. Tahoe XC also operates the Tahoe City Winter Sports Park in partnership with the TCPUD, providing 4km of groomed trail with ski rental department and sledding hill.

4. Objectives of project sponsor

- Provide the only lakeside ice skating rink in North Lake Tahoe.
- Increase winter recreation opportunities that are not resort or snow dependent.
- Provide a wintertime family oriented human powered sport activity.
- Further diversifying winter activity options for guests and residents at Lake Tahoe.

5. Is Project Sponsor willing and able to sign completed Memorandum of Agreement as successful Grantee?
YES

6. Is Project Sponsor willing and able to commit to using a Procurement Policy and Competitive Bid Process?
YES

ECONOMIC IMPACT OF PROJECT

1. Estimated number of users

10,000 - 15,000 users per winter season (assumption based on Truckee's annual usage)

(Note: TCPUD conducts annual surveys of several of the recreational facilities that they maintain, including Commons Beach and bike trails. These surveys suggest the users of these facilities are 60-75% visitors as compared to full time residents.)

2. Time of year: The ice rink would be scheduled to operate annually in the winter months, operating from Thanksgiving through the beginning of March. Use patterns are expected to be in line with typical winter resort business with the majority of use occurring on weekends and holidays.

Weekends: 65%

Weekdays: 35%

3. Number of visitors to be attracted as a result of project/program
 The Tahoe City Winter Sports Park, where the proposed ice rink would be located, has only had one operational year since its inception three seasons ago. The Winter Sports Park has showed promise and combined with the total number of users tracked annually using the Truckee Ice Rink, we anticipate total users of 15,000 in the first year with the following percentage breakdown:

% Local: 30%

% Out of area 70% (Location of visitors includes the SF Bay Area, Sacramento, Reno, Southern California, and destination visitors.)

4. Projected expenditures by out of area attendees (per capita):

According to the NLTRA's 2013 Economic Significance of Travel to the North Lake Tahoe Area visitor impact study, prepared by Dean Runyan Associates, the average visitor spending per capita (adult) is \$155 per day (includes lodging, dining, and other non-transportation expenditures). The addition of an ice rink to the winter sports park is expected to encourage more Northshore visitation and/or more repeat visits. In particular, having more activities in the Tahoe City town center should encourage more economic activity in town including more business for bars and restaurants as well as shops. Keeping visitors in town longer or bringing them to town from other areas will increase overall North Lake Tahoe economic activity including use and rental fees at the ice rink.

TCPUD expects projected expenditures per visitor will follow the above mentioned average.

Hotel: As described above

Restaurant: As described above

Other: As described above

5. How will the project improve or enhance service to the visitor?
 Lake Tahoe is the focal point for visitors to the region, but during the winter visitors staying more in resort villages and outside the basin often overlook the Lake. By providing more lakeside winter activities, we can re-connect Lake Tahoe with winter recreation visitors. Providing more winter recreation activity options, particularly those that are not snow dependent, will greatly enhance the visitor experience and likely have a greater impact during low snow periods or years.

COMMUNITY IMPACT

1. What geographic portion of North Lake Tahoe will benefit the greatest from this project?
 The predominant benefit will be focused in Tahoe City since this is the location of the proposed ice rink project. Businesses in Tahoe City stand to benefit the most economically from more people spending more time in Tahoe City, in part due to the ice rink. Lodging properties in Tahoe City, Homewood, Tahoma, Tahoe Vista, Carnelian Bay, and Kings Beach will also benefit from this project by the existence of a quality winter recreation in close proximity to these properties in the Tahoe Basin.
2. What region-wide tourism benefits will be created?
 The North Lake Tahoe region continues to position itself as a top destination for year-round outdoor recreation and human powered sports. The ice rink will be another outdoor recreation asset in the winter at the Lake. This will continue to bolster the branding position and further enhance our visitors' experience by providing more recreation variety and options in the winter, particularly during low snow years.
3. Will local resources be used to create, design, and construct this project?
 Yes. TCPUD intends to hire a local contractor or perform the set up and break down in-house. The ice rink will also require additional seasonal staff that will be hired locally.
4. What types of businesses will receive the greatest economic impact?
 Lodging, restaurants, coffee houses, retail shops and equipment rental will receive the greatest economic impact from this project. Lodging facilities, specifically in Tahoe City, Homewood, Tahoma, Tahoe Vista, Carnelian Bay, and Kings Beach will all benefit economically from the addition of an accessible, lakeside ice rink and improved winter sports park. Additionally, there are

more than 20 restaurants/bars, 12 recreation stores/vendors and 24 retail outlets that are within walking distance from the Winter Sports Park where the ice rink will be located. The ice rink should drive revenue in the form of both TOT and Sales Tax.

Are they supportive of this project?

Yes (see attached letters of support – Exhibit B). TCPUD is also planning to query the community using Flashvote. Results will be available prior to committee deliberation and presentations.

5. Will the project require the addition of governmental service? Yes

If yes, describe The ongoing maintenance and operational costs will be the responsibility of the TCPUD, which may potentially be, shared with Tahoe Cross Country, the operator of the Winter Sports Park. Furthermore, additional capital may be required to expand the ice rink when it proves successful.

How will these costs be funded? TCPUD ad valorem taxes and operating income will cover these costs.

6. Document the community support for the project

There is ample community support for this project. See attached letters of support

NORTH LAKE TAHOE TOURISM MASTER PLAN

Describe how the project meets the goals of the Tourism Master Plan and criteria of this application (Strategic Goals, Core Project Groupings, and Project Funding Strategy Guidelines)

The 2004 North Lake Tahoe Tourism and Community Investment Master Plan specifically states that an ice rink, which is easily accessible by all visitors is a missing recreation component for the NLTRA region. Furthermore, the 2004 Plan notes that lack of an ice rink was identified as an important and missing component in the region in the 1995 report as well.

Additionally, the master plan calls for the redevelopment of Tahoe City. The addition of an ice rink to the Winter Sports Park will play a small role in the continued redevelopment of town and contribute to the value of Tahoe City as a bed base and/or tourism destination in the region.

The Tahoe City Ice Rink Project:

- will finally deliver on the missing recreation amenity that has been consistently identified in master plans since 1995
- is consistent with the NLTRA's 5-year strategic goals specifically in being in the top 5 of nationwide alpine winter destinations
- is consistent with key project groupings; recreation amenities, tourism based redevelopment, and parklands
- will further support the overall tourism economy in winter, specifically in the North Lake Tahoe basin
- will enhance the visitor experience and economic value for North Lake Tahoe
- will support the overall tourism core function area of human powered sports and recreation

Using Project Funding Strategy Guidelines, what is your project's score and how was it determined?

Total Project Score: 70

Score Explanation

The Tahoe City Ice Rink Project:

- supports NLTRA core values and strategic plan– **35 points** (A Tahoe City Ice Rink provides for human powered sports and activities and contributes to the advancement of Tourism Economy)
- is within highest priority work plan grouping (trails or transportation) - **0 points** (An ice rink is a recreation amenity and contributes to tourism based redevelopment at the Winter Sports Park)
- supports other work plan project groupings – **20 points** (The Ice Rink is an added amenity to the Winter Sports Park, which provides for a park experience in the winter)

- other criteria for consideration– **15 points** (Having an ice rink located centrally in Tahoe City would reduce the driving needed by all guests and residents in the basin to access one of the other ice rinks outside the basin. The rink will be supported by the TCPUD in the form of year round maintenance of the facility. Furthermore TCPUD has a private donor pledging a minimum of \$100,000 toward the project and has all other funding sources in place.)

Note: This project has been called for specifically in the NLTRA master plans for 20 years. This project is long overdue and is positive step toward improving the region's tourism based economy needs in the basin, specifically in the winter.

OTHER

List other benefits or elements that should be considered by the Resort Association in evaluating this request

In 2012, TCPUD in partnership with Placer County, the NLTRA, and the Truckee Tahoe Airport District purchased the Tahoe City Golf Course. In the partnership agreement, TCPUD is identified as the entity responsible for the operation of the facility and entered into this agreement primarily for the opportunity to provide numerous public benefits. Of those public benefits, providing a year round recreation amenity was and is a key initiative. In 2013 the TCPUD in partnership with Tahoe Cross Country took the first step in making the golf course a year-round facility by adding the Winter Sports Park which offers cross country skiing trails, snow shoe trails, a sled hill, and equipment rentals. The park has struggled over the past two seasons due to a lack of snowfall and the inability to provide these activities. The addition of an ice rink to the park would provide for a winter recreation activity that is not dependent on snowfall and would enable the park to provide an activity during the winter regardless of snowfall amounts. This added element to Tahoe City would attract winter visitation and therefore economic activity to Tahoe City and the neighboring communities within the Tahoe Basin. Currently, there is a significant void of recreation activity and draw to the basin communities during the winter months. A robust and fully functional winter sports park, including an ice rink, would help fill this void.

Exhibit A – ICE RINK PURCHASE/OPERATING BUDGET

CAPITAL EQUIPMENT PURCHASE	\$419,750
ANNUAL OPERATING EXPENSE	<u>\$102,000</u>
TOTAL COST	\$521,750



Staff Report for Board

Subject: Memorandum of Agreement with Placer County Visitor Bureau

From: Sandy Evans Hall

Decision Considerations:

- This is an annual agreement between Placer County Visitor Bureau and NLTRA for \$40,000 of TOT in exchange for services rendered on behalf of NLTRA. There has been an agreement between the two entities for the past 5 years.
- NLTRA is contractually obligated to have this agreement by October 1, 2016
- The California Welcome Center in Auburn is a gateway to Tahoe for visitor information and we have placed displays and information for people to be inspired to visit
- There is direct marketing of North Lake Tahoe at visitor industry trade shows where NLTRA collateral material such as vacation planners and visitor guides are distributed. Leads from these shows are then shared with NLTRA for further follow-up
- Content and advertising are provided in the Placer County Visitor Guide at no additional cost to NLTRA.

Staff Recommendation: Approve this Agreement and authorize Sandy Evans Hall to sign on behalf of NLTRA



**MEMORANDUM OF AGREEMENT
BETWEEN THE NORTH LAKE TAHOE CHAMBER/CVB/RESORT
ASSOCIATION AND THE PLACER COUNTY VISITORS BUREAU FOR USE
OF TOT FUNDS
FISCAL YEAR ~~2015-16~~2016-17**

This Memorandum of Agreement is entered into by and between the North Lake Tahoe Resort Association (NLTRA) and the Placer County Visitors Bureau (PCVB) regarding use of Placer County Transient Occupancy Tax (TOT) monies to assist in funding the PCVB program known as the Placer County Visitors Bureau Marketing Program for the North Lake Tahoe Resort Association.

This agreement confirms the PCVB commitment to follow the program scope of work, as defined in this agreement, report any necessary changes to the program scope, provide documentation of all expenditures of TOT funds, provide periodic reports as requested, and provide a final report upon program completion, including the return, if applicable, of any unspent funds.

For and in consideration of the mutual promises herein exchanged, NLTRA and PCVB do here by agree as follows:

1. The NLTRA and PCVB agree that the program goal is to enhance the economic development of North Lake Tahoe area of Placer County through increases in visitor spending, including the Placer County TOT.
2. The PCVB agrees to help promote the North Lake Tahoe Area as a year-round visitor destination through a year-round supportive marketing effort including trade and travel shows, public relations, special promotions, web site marketing and direct sales. Specific program elements to be provided by the PCVB will include the following:
 - California Welcome Center space dedicated specifically for NLTRA for display of North Lake Tahoe promotional exhibits and materials.
 - Direct marketing of NLTRA and North Lake Tahoe at visitor industry trade and travel shows to include LA Travel and Adventure, Bay Area Travel and Adventure, GoWest Summit, and Mandarin Festival.
 - Distribution of marketing materials provided by the NLTRA at the PCVB [BBG](#) California State Fair booth.

- Provide space and necessary power/Internet access in the California Welcome Center to allow TV/video promotion of North Lake Tahoe visitor attractions and special events, and to represent and respond to visitor inquiries for information.
- Provide content and advertising on North Lake Tahoe Product in annual Placer County Visitor's Guide, with NLTRA approval.
- Assist NLTRA with promotion of visitor-interest events/attractions through communication of such to member partners, printed information for visitors to the California Welcome Center, brochure display, social media and PR efforts.
- Provide the NLTRA with metrics that include visitor center visitation numbers by month and trade and travel show attendance numbers and attendee or lead contact information if available.
- Forward leads for information requests specific to the North Lake Tahoe region to include Media and Public Relations requests, and Travel Trade requests.

3. The NLTRA and PCVB -agree that the Placer County Office of Economic Development is designated as the Administrator of this Agreement and shall receive and process all reports and requests for payment on behalf of both parties. The Agreement Administrator will provide copies of all reports and payment requests to the NLTRA. All correspondence shall be sent to the following addresses:

Memorandum of Agreement
County of Placer
Office of Economic Development
175 Fulweiler Ave.
Auburn, CA 95603

CEO/Executive Director
North Lake Tahoe Resort Assn.
PO Box 5954
Tahoe City, CA 96145

5. The PCVB agrees to submit reports from shows and meetings providing a review of effectiveness of lead generation as well as updates of all other items described above on behalf of the NLTRA for the period covered by this Agreement. These reports will be submitted by June 30, 2016.

6. It is expressly understood and agreed that this Memorandum of Agreement constitutes the entire agreement between PCVB and NLTRA. In no event shall PCVB be entitled to any compensation, benefits, reimbursements or ancillary services other than as expressly provided in this Agreement. PCVB acknowledges that it is an independent contractor for the purposes of this Agreement and is not an employee or agent of the NLTRA in the performance of the services under this Agreement.

7. The PCVB agrees to be responsible for the payment of any taxes and withholding required by law, due to the performance of this Agreement.

8. The NLTRA and PCVB agree that this Agreement may be amended or modified only by written agreement of both parties.



Signature

Paul Griffith~~David Snyder~~
County of Placer
Office of Economic Development
175 Fulweiler Ave.
Auburn, CA 95603

Signature

Sandy Evans Hall
North Lake Tahoe Resort Assn.
PO Box 5954
Tahoe City, CA 96145