



north lake tahoe

Chamber | CVB | Resort Association

THE NORTH LAKE TAHOE RESORT ASSOCIATION BOARD OF DIRECTORS MEETING MINUTES Wednesday, October 5, 2016 at 8:00 a.m. Tahoe City Public Utility District

A. Meeting called to order at 8:01 a.m.

Board of Directors In Attendance: David Tirman (chair), Wally Auerbach, Sue Busby, Samir Tuma, Brett Williams, Valli Murnane, Adam Wilson, Tom Lotshaw

***Eric Pilcher arrived at 8:30am**

Others: , Sandy Evans Hall, Al Priester, J.T Thompson, Ron Treabess, Pam Hobday, Steve Kastan, Erin Casey, Stacey Lyans, Joy Doyle, Cindy Gustafson, Dawn Baffone

B. Closed Session to discuss personnel issues.

***Wally Auerbach left at 8:30 a.m.**

C. Reconvene to Open Session. At 8:46 a.m.

D. 8:30 a.m. 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

E. Agenda Amendments and Approval

M/S/C (Adam Wilson, Val Murnane) 8/0/0

F. Consent Calendar-MOTION (5 minutes)

M/S/C (Jennifer Merchant, Brett Williams) 8/0/0

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 –September 7, 2016

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

2. Capital Investment/Transportation Committee- September 26, 2016

3. Marketing Committee – September 27, 2016

4. Business Association and Chamber Collaborative – No Meeting in September

5. Lodging Committee – September 22, 2016

6. Conference Sales Directors Committee – No meeting in September

7. Finance Committee – September 29, 2016

8. Financial Reports – Financial Reports for August, 2016

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

- a. MoA with Donner Summit Business Group for \$6,000 to assist in funding the Historic Donner Summit Gateway Welcome Sign & Visitor Kiosk – Ron Treabess
- b. MoA Amendment #1 with California Tahoe Conservancy identifying a revised scope of work, time schedule, and additional \$69,575 to assist funding the Kings Beach Public Pier Concept Plan – Ron Treabess
- c. MoA with Tahoe City Public Utility District for \$300,000 to assist in funding the Winter Sports Park Ice Skating Rink Project – Ron Treabess
- d. Agreement between NLTRA and PCVB for \$40,000 in Visitor Services – Sandy Evans Hall

G. Strategic Discussion (60 minutes) 8:35 – 9:35

- a. Pam Hobday – Board Governance 101

Highlights:

- Some challenges to being on a board and at board meetings are keeping focus and keeping on topic.
- Vision: Where you want to be in the future, What we will do/Who we will do it for and How we will achieve it.
- Bylaws: It is important that the culture/ethics of Board is described.
- There should be Board governance monitoring over finance and corrective action in place in the Bylaws
- Cash flow/Capital-What could be a loss? Natural disaster, contract cancellation for example. What would be the plan if your main money source was eliminated overnight?
- Profit and Earnings, is there a backup plan other than major funding source.
- It may be helpful if there was a summary of the Financial Report/Balance sheet supplied to the Board to review on a monthly basis.
- AI distributed a Finance Staff Report with highlights and will be supplying a summary from now forward in every Board packet.
- Board governance-What activities can help us move faster as a Board to a high performing Board. We are re-evaluating what we are doing going forward and are in the process of looking at/setting the organization structure in place.
- Our altruistic self is found through our non-profit work.
- Workshops are held every Friday in October at Sierra College.

H. Action Items (40 minutes) 9:35 – 10:15

1. MOTION: Discussion and possible approval of CI/T Subcommittee for Organization Structure recommendation regarding administration of Capital Investment contracts – Ron Treabess (CI/T Committee vote 10-0)

M/S/C (Val Murnane, Sue Busby) 8/0/0

- Ron described the Subcommittee recommendations that have been incorporated into the administration of Capital Investment projects, Memorandums of Agreement/Contracts and asked for Board approval.
- Samir reviewed some of the history of the CIT Subcommittee.
- Erin Casey's involvement in the subcommittee was acknowledged. Erin appreciated and enjoyed the involvement in the process.
- No Public comments.

2. MOTION: Discussion and approval of Contract Amendment for the additional fund balance for 2015-16 and changes to contract language regarding administration of Capital Investment contracts – Sandy Evans Hall

M/S/C (Adam Wilson, Brett Williams) 7/0/1 Jennifer Merchant Abstained

- Sandy described this as the 4th amendment to the original agreement. She reviewed changes. See attachment C in packet.

- Jennifer Merchant pointed out that the next agenda item is a change to E-1 and if approved it would be added to item #2.
- No Public comment.

3. MOTION: Discussion and possible approval of 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 – JT Thompson (Marketing Committee vote 5-0 plus proxy for Carlynne Fajkos)

Approved with revision after review from Subcommittee and Changes

M/S/C (Val Murnane, Sue Busby) 8/0/0

- JT reviewed changes and add-ons to E-1, page 147
- Discussion about tracking of Media Missions, which we do on our own through the Abbi Agency (on our behalf.)
- Discussion about metrics changing along with the plan every year. Recommendation that it should be updated with each contract year. JT commented that it is already reported on a monthly/quarterly/semi-annually and yearly basis.
- Comment about eliminating the number of media.
- Comment about measuring the reach of the news stories.
- Comment about what the metric is measured against/what is the goal of each measurement. Suggestion to add a column with annual goal.
- Total Leads on first page, currently says "only provided when we do the research" Include it and keep in "cost aware per visitor", based on that data if it is included every year and note what pertains to prior year's research.
- Page 152, bookings are in regards to online ticket sales, which we do not do. "Total Event Attendance"-Right hand column. It is hard to compare them year after year, which is why it has been eliminated. Return on investment. Maybe we could list the event and a metric document (ROI report) for each event. JT will include in future.
- Personal productivity metric, leave in. Measurement should be number of leads generated separately for both the Resort Association and Coop, instead of Sales person specific.
- Leisure Trade show, number of Coop shows should not be deleted on page 154, consolidate trade show performances onto the sheet as well.
- No public comments

**MOTION: Discussion and possible approval of the Special Event Grant Fund of \$50,000 – JT Thompson (Marketing Committee vote 4-0-1 Abstention Todd Jackson)
M/S/C (Sue Busby, Brett Williams) 8/0/0**

JT reviewed.

- Question brought up regarding recommending more than what the entities ask for. The recommendation evolves at the committee level. Music Festival extra investment would benefit our organization with them providing digital orchestral music for our advertising purposes. State Parks/Paddlefest were both discussed and the reasons for funding these events. A suggestion for background on each event and reasons were covered why we provided more, or why the event was approved. More data would be useful in the future.
- Joy Doyle commented regarding measurement piece. What does the Board plan on doing with the measurements? It goes to the County with a ROI report. We can put in into the Board report.
- Question regarding why Snowfest is not recommended for funding. Sandy responded about why the committee did not grant at this time. The reasons being that there was not a concise plan on how they were going to generate TOT funds and there was unclear planning and direction by Snowfest. She also described reasons why the Equilibrium request was not funded.

- 4. Appointment of 2016-17 Election Committee members to include 1 Board Member plus Stacie Lyans, Alex Mourelatos, and Kay Williams. – Sandy Evans Hall
ACTION Tom Lotshaw volunteered for Board Member position in the Election Committee**

MOTION to approve election committee

M/S/C (Jennifer Merchant, Val Murnane) 8/0/0

Sandy briefed.

- Notice of elections will go out by October 21st. Sandy asked for an appointment of Election Committee who will meet the week of October 10th. Will be 1 – 1 ½ hour meeting.
- Review of current Board members: The Board positions that will not be returning are; Small Lodging currently held by David Tirman, Recreation-Val Murnane, General-Wally Auerbach, and Samir's position (At Large) is posted as well.

ACTION Tom Lotshaw volunteered for Board Member position in the Election Committee

Supplemental Staff Reports

*Referred to packet for Staff Reports, no questions regarding reports.

I. Staff Reports

1. Marketing – JT Thompson
 - a. Destimetrics
 - b. Autumn Food and Wine Event Recap/Spartan Race Recap
2. Membership – Sandy Evans Hall
 - a. Accounts Receivable Update
 - b. Upcoming Events/Programs
3. CI/T – Ron Treabess-
 - a. Call for projects update
 - b. Measure M update
4. Administration – Sandy Evans Hall
 - a. Organization Structure Update

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

5. Executive Committee Report – September 20, 2016
6. Capital Investment/Transportation Activity Report – September
7. Dashboard – August

J. Directors Comments (5 minutes)

- Tom Lotshaw-2015 Threshold Evaluation Report was conducted, on their website.
- Samir Tuma-Placer County Oct 13th Placer County Area Plan/TC Lodge for recommendations.
- Valli Murnane-RFP is out for Food & Beverage at the TC Golf Course. Deadline is Oct 10th.

K. Meeting Review and Staff Direction (5 minutes)

Sandy reported

- Looking at termination and bonus policies.
- Sent out annual report on Friday, September 30th. Will send a copy to all Board members.

- Upcoming events: Open house Oct. 6, mixer Oct. 13, Membership Luncheon Oct 21.
- Strategic discussion results-Steve Gross will come to talk to board.
- Staff is looking at a different way to review financial reports, to include columns for a year over year as well as a budget to actual comparison.

L. Adjournment 10:56



PO Box 884 - Tahoe City, CA 96145
Phone (530) 581-8700 Fax (530) 581-1686
CAPITAL INVESTMENT/TRANSPORTATION COMMITTEE
Monday, September 29, 2016 –
12-5 PM at TCPUD

BRIEFS

COMMITTEE MEMBERS PRESENT: Samir Tuma, Adrian Tieslau, Brian Stewart, Dan Wilkins, Jaime Wright, John Bergmann, John Pang, Mike Staudenmayer, Tony Karwowski, Will Garner, Wyatt Ogilvy, Erin Casey

COMMITTEE MEMBERS NOT PRESENT: Andrew Ryan, Brendan Madigan, Rob Kronkhyte, Wally Auerbach

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

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

None

MOTIONS MADE/VOTE:

Item B. Motion to Approve Agenda/Amendments

MOTION (M/S/C) (John Pang/Brian Stewart) 12/0/0

Item C. Motion for Approval of Capital Investment/Transportation Committee Minutes, September 26, 2016

MOTION (M/S/C) (Dan Wilkins, Samir Tuma) 10/0/2 John Bergmann and Jaime Wright abstained



north lake tahoe

Chamber | CVB | Resort Association

COMMITTEE: Marketing

MEETING DATE: Oct 25, 2016

BOARD MEMBERS PRESENT: Brett Williams

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

MOTIONS MADE/VOTE:

- 3.1 M/S/C (Moore/Jackson) (7/0) to approve the agenda as presented.
- 4.1 M/S/C (Jackson/Cordell) (7/0) to approve the meeting minutes from August 23, 2016 and September 27, 2016.

BOARD APPROVAL/DIRECTION REQUESTED:

- 5.2 M/S/C (Moore/Cordell) (6/0) to approve the WinterWonderGrass Sponsorship agreement with the changes as discussed.
- 6.2 M/S/C (Cordell/Moore) (5/0/1 – Jackson abstained) to approve the Spartan World Championships sponsorship.
- 7.2 M/S/C (Jackson/Moore) (5/0) to approve the BACC contract for Touch Lake Tahoe Program.
- 8.2 M/S/C (Horvath/Moore) (5/0) to approve the Northstar Community Grant with the request that we ask the influencer to bring up the value proposition of midweek travel.



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PO Box 884 - Tahoe City, CA 96145
Phone (530) 581-8700 Fax (530) 581-1686
BUSINESS ASSOCIATION AND CHAMBER COLLABORATIVE

OCTOBER 13, 2016

BRIEFS

ATTENDANCE: Stacie Lyans, Caroline Ross, Joy Doyle, Adam Wilson, Lisa Nigon, Amy Kylberg – called in (Northstar),

NOT PRESENT: Stephen Lamb, Jaclyn Woznicki, Rob Weston, Brad Perry, Erin Casey

OTHER IN ATTENDANCE: Liz Bowling (Abbi Agency), Nicole Duxbury (Abbi Agency), Ty Whittaker (Abbi Agency), Carlynne Fajkos –called in (Northstar)

STAFF IN ATTENDANCE: JT Thompson, Sandy Evans Hall, Anna Atwood

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

Item E. Peak Your Adventure Update

Action to Abbi Agency:

1. Check the Total Clicks on the Media Buys for Tahoe.com and LakeTahoethisWeek.com. Total clicks: 20 seems incorrect.
2. How do these numbers compare to last year?

Item F. High Notes Discussion

Action to staff (JT):

1. Make sure Northstar was included in the video.
2. Collect the posters and poster stands.

Item G. Touch the Lake

Action to staff (Sandy): provide a list to the Abbi Agency of businesses to contact.

Action to Abbi Agency: Outreach to businesses and outline a distribution plan.

Item H. Shop Local Holiday

Action to Sandy:

1. Send information to Caroline and Stacie regarding dates and other pertinent information from last year.
2. Truckee and Incline participating and paying this year?
3. Do the Business Organizations have to contribute this year?

MOTIONS MADE/VOTE:

Item C. Agenda Amendments and Approval

M/S/C (Doyle/Lyans) (6/0) to approve the agenda as presented with extra time on item H. Shop Local Holiday Contest.

Item D. Approval of the meeting minutes from August 11, 2016

M/S/C (Doyle/Lyans) (6/0) to approve the meeting minutes from August 11, 2016.

Item G. Touch the Lake Campaign Discussion & action Items

M/S/C (Ross/Doyle) (5/0) to approve \$20,000 for the Abbi Agency to execute Touch the Lake campaign.

Item I. Northstar Marketing Grant Request Update

M/S/C (Lyans/Nigon) (5/0/1 – Wilson abstained) to approve the Northstar Marketing Grant of \$10,000.



PO Box 884 – Tahoe City, CA 96145 Ph. - (530) 581.8700 Fx. – (530) 581.1686

FINANCE COMMITTEE

Thursday, October 27, 2016 3:00 pm – 4:00 pm

NLTRA Conference Room

BRIEFS

COMMITTEE MEMBERS IN ATTENDANCE: Erin Casey, Eric Pilcher, Ramona Cruz via telephone, Daniel Vick via telephone

COMMITTEE MEMBERS NOT PRESENT: Mike Salmon

RESORT ASSOCIATION STAFF: Al Priester, Sandy Evans Hall, John Thompson, Lauren Sully

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

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

ACTION: Action Item #9 continued - AI to confirm administration allocation 2016-17. Ratios, percentage tables and allocations are being reviewed and corrected. Continue discussing between County and NLTRA. Will not be going back to 15/16. Address this and make changes.

ACTION: Action Item #2: P&L for Autumn Food and Wine Festival. Want to see breakdown of account 6023 \$24,999. \$25,000 or more, to include income statement.

ACTION: Action Item #3: Memo of Managements Position for Accounting Related to NLTRA payment to NLTMC. (Statement of Purpose and Revision of Financial Statements Done by Friday and Sent Out to the Finance Committee.

MOTIONS MADE/VOTE:

Item C. Motion to Approve Agenda/Amendments.

M/S/C (Eric Pilcher/Erin Casey) (3-0-0)

Item D. Motion to Approve September 29, 2016 Finance Committee Meeting Minutes.

M/S/C (Erin Casey/Eric Pilcher) (3-0-0)

Item F. Motion to Approve September 2016 Financial Statements with Summary from AI.

M/S/C (Eric Pilcher/Ramona Cruz) (3-0-0)

Item G. Motion to Pass the Financials and Reports Based on Memo of Managements Position for Accounting Related to NLTRA payment to NLTMC. (Statement of Purpose and Revision of Financial Statements Done by Friday and Sent Out to the Finance Committee.

M/S/C (Eric Pilcher/Ramona Cruz) (2-0-1) – Erin Casey abstained.

Item I. Motion to Approve CEO Expenses for September 2016.

M/S/C (Erin Casey/Ramona Cruz) (3-0-0)

2:32 PM

10/25/16

Accrual Basis

**North Lake Tahoe Resort Association
Balance Sheet
As of September 30, 2016**

	Sep 30, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations BOTW #6712	572,105.74
1007-00 · Cash - Payroll BOTW #7421	2,511.45
1008-00 · Marketing Reserve - Plumas	50,037.00
1009-00 · Cash Flow Reserve - Plumas	100,098.68
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	100,189.44
10950 · Cash In Drawer	1,059.50
	<hr/>
Total Checking/Savings	856,583.37
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	84,148.88
1290-00 · A/R - TOT	<hr/> 152,956.00
	<hr/>
Total Accounts Receivable	237,104.88
Other Current Assets	
1200-99 · AR Other	1,614.30
12000 · Undeposited Funds	703.74
1201-00 · WebLink Accounts Receivable	21,240.00
1201-02 · Allowance for Doubtful Accounts	-7,633.50
12100 · Inventory Asset	27,057.16
1299 · Receivable from NLTMC	12,123.34
1490-00 · Security Deposits	50.00
	<hr/>
Total Other Current Assets	55,155.04
	<hr/>
Total Current Assets	1,148,843.29
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	-42,419.87
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,888.33
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,117.38
	<hr/>
Total Fixed Assets	2,618.38
Other Assets	
1400-00 · Prepaid Expenses	2,946.94
1410-00 · Prepaid Insurance	1,000.00
1430-00 · Prepaid 1st Class Postage	5,579.10
1400-00 · Prepaid Expenses - Other	<hr/>
	<hr/>
Total 1400-00 · Prepaid Expenses	9,526.04
	<hr/>
Total Other Assets	9,526.04
	<hr/>
TOTAL ASSETS	1,160,987.71
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	119,714.81
2001-00 · Credit Card Payable	<hr/> 22,921.05
	<hr/>
Total Accounts Payable	142,635.86
Other Current Liabilities	
21000 · Salaries/Wages/Payroll Liabilit	

2:32 PM

10/25/16

Accrual Basis

**North Lake Tahoe Resort Association
Balance Sheet
As of September 30, 2016**

	Sep 30, 16
2101-00 · Incentive Payable	12,500.00
2102-00 · Commissions Payable	3,068.06
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	842.13
Total 21000 · Salaries/Wages/Payroll Liabilit	116,779.53
2190-00 · Sales and Use Tax Payable	2,582.37
25500 · *Sales Tax Payable	2,582.37
Total 2190-00 · Sales and Use Tax Payable	2,582.37
2250-00 · Accrued Expenses	43,288.31
2400-60 · Deferred Revenue- Member Dues	51,681.25
2651-00 · Deferred Rev - Conference	7,425.00
Total Other Current Liabilities	221,756.46
Total Current Liabilities	364,392.32
Total Liabilities	364,392.32
Equity	
32000 · Unrestricted Net Assets	152,961.48
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,050.45
3302 · Marketing Cash Reserve	50,018.91
Net Income	226,870.55
Total Equity	796,595.39
TOTAL LIABILITIES & EQUITY	1,160,987.71

2:05 PM

10/25/16

Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss
September 2016**

Sep 16

Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	314,665.00
4200-00 · Membership Ann/Conf Dues	11,211.59
4201-00 · New Member Fees	75.00
4250-00 · Revenues-Membership Activities	
4250-02 · Tourism Summit	875.00
4250-00 · Revenues-Membership Activities - Other	1,305.00
Total 4250-00 · Revenues-Membership Activities	2,180.00
4251-00 · Revenue-Tue AM Breakfast Club	1,125.00
4502-00 · Non-retail VIC income	-383.25
4600-00 · Commissions	1,829.40
46000 · Merchandise Sales	9,458.42
Total Income	<u>340,161.16</u>
Gross Profit	
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	3,630.12
5020-00 · P/R - Tax Expense	9,414.92
5030-00 · P/R - Health Insurance Expense	9,644.86
5040-00 · P/R - Workmans Comp	976.50
5060-00 · 401 (K)	3,758.29
5070-00 · Other Benefits and Expenses	361.93
5000-00 · Salaries & Wages - Other	112,391.77
Total 5000-00 · Salaries & Wages	<u>140,178.39</u>
5100-00 · Rent	
5110-00 · Utilities	855.80
5140-00 · Repairs & Maintenance	96.79
5150-00 · Office - Cleaning	672.40
5100-00 · Rent - Other	12,196.36
Total 5100-00 · Rent	<u>13,821.35</u>
5310-00 · Telephone	
5320-00 · Telephone	2,471.58
Total 5310-00 · Telephone	<u>2,471.58</u>
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	144.30
Total 5420-00 · Mail - USPS	<u>144.30</u>
5510-00 · Insurance/Bonding	
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	177.14
5520-00 · Supplies - Other	1,065.51
Total 5520-00 · Supplies	<u>1,242.65</u>
5610-00 · Depreciation	
5700-00 · Equipment Support & Maintenance	
5710-00 · Taxes, Licenses & Fees	
5740-00 · Equipment Rental/Leasing	
5800-00 · Training Seminars	
5820 · Sales CRM/CMS	
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	940.00
5920-00 · Professional Fees - Accountant	11,170.00
Total 5900-00 · Professional Fees	<u>12,110.00</u>

2:05 PM

10/25/16

Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss
September 2016**

	Sep 16
5941-00 · Research & Planning	750.00
6023-00 · Autumn Food & Wine	17.88
6025-00 · AFW- Postage	24,999.98
6023-00 · Autumn Food & Wine - Other	
Total 6023-00 · Autumn Food & Wine	25,017.86
6420-00 · Sponsorship	3,280.38
6421-00 · New Event Development	3,280.38
Total 6420-00 · Sponsorship	3,280.38
6423-00 · Membership Activities	627.81
6432-00 · Membership - Newsletter	81.00
6442-00 · Public Relations/Website	1,514.25
6423-00 · Membership Activities - Other	
Total 6423-00 · Membership Activities	2,223.06
6437-00 · Tuesday Morning Breakfast Club	528.00
6490-00 · Classified Ads	225.00
6730-00 · Marketing Cooperative/Media	126,500.00
6742-00 · Non-NLT Co-Op Marketing Program	1,035.27
6743-00 · BACC Marketing Programs	1,440.00
6743-04 · High Notes	
Total 6743-00 · BACC Marketing Programs	1,440.00
7500-00 · Trade Shows/Travel	15.00
8100-00 · Cost of Goods Sold	24.96
51100 · Freight and Shipping Costs	-15.66
59900 · POS Inventory Adjustments	4,474.46
8100-00 · Cost of Goods Sold - Other	
Total 8100-00 · Cost of Goods Sold	4,483.76
8200-00 · Associate Relations	1,495.00
8300-00 · Board Functions	250.00
8500-00 · Credit Card Fees	582.39
8700-00 · Automobile Expenses	926.16
8750-00 · Meals/Meetings	902.09
8810-00 · Dues & Subscriptions	1,108.81
8910-00 · Travel	3,447.82
Total Expense	351,479.11
Net Ordinary Income	-11,317.95
Other Income/Expense	
Other Expense	0.00
8990-00 · Allocated	0.00
Total Other Expense	0.00
Net Other Income	0.00
Net Income	-11,317.95

North Lake Tahoe Resort Association
A/R Aging Summary
As of September 30, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
968 Park Hotel	550.00	0.00	0.00	0.00	0.00	550.00
Aston Lakeland Village Resort	550.00	0.00	0.00	0.00	0.00	550.00
Cedar House Sport Hotel	550.00	0.00	0.00	0.00	0.00	550.00
DSC (Destination Services Corporation)	550.00	0.00	0.00	0.00	0.00	550.00
Forest Suites Resort	550.00	0.00	0.00	0.00	0.00	550.00
Hampton Inn & Suites	550.00	0.00	0.00	0.00	0.00	550.00
Hard Rock Hotel & Casino Lake Tahoe	1,631.35	0.00	0.00	0.00	0.00	1,631.35
Harrah's/Harveys Casino	7,516.00	0.00	0.00	0.00	0.00	7,516.00
Hotel Truckee - Tahoe	550.00	0.00	0.00	0.00	0.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	550.00	0.00	0.00	0.00	0.00	550.00
MontBleu	550.00	0.00	0.00	0.00	0.00	550.00
Northstar California	0.00	0.00	0.00	10,312.80	8,754.04	19,066.84
PlumpJack Squaw Valley Inn	0.00	0.00	0.00	1,486.28	0.00	1,486.28
Resort at Squaw Creek*	0.00	15,336.30	0.00	21,831.70	2,461.62	39,629.62
Rocky Mountain Connections	550.00	0.00	0.00	0.00	0.00	550.00
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	2,793.55	0.00	2,793.55
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	550.00	0.00	0.00	0.00	0.00	550.00
Tahoe Truckee Unified School District	0.00	690.00	0.00	0.00	0.00	690.00
Tahoma Lodge	0.00	0.00	0.00	0.00	200.00	200.00
The Beach Retreat	550.00	0.00	0.00	0.00	0.00	550.00
The Landing Resort & Spa	550.00	0.00	0.00	0.00	0.00	550.00
The Ridge Tahoe	550.00	0.00	0.00	0.00	0.00	550.00
The Ritz-Carlton	0.00	0.00	0.00	0.00	3,247.50	3,247.50
TOTAL	16,847.35	16,026.30	0.00	36,424.33	14,850.90	84,148.88

Accounts Receivable Summary

**Invoices With Apply Dates Through September 30, 2016
Aged as of Friday, September 30, 2016**

**Unapplied Payments With Payment Dates Prior to and Including
09/30/2016**

Pre-Payments: Payments Made Prior to 09/30/2016 on Invoices With Apply Dates After 09/30/2016

Total Pre-Payments

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

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North Lake Tahoe Resort Association
A/P Aging Summary
As of September 30, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
101.5 Truckee Tahoe Radio*	100.00	0.00	0.00	0.00	0.00	100.00
ADP	66.43	0.00	0.00	0.00	0.00	66.43
AI Priester	13.23	0.00	0.00	0.00	0.00	13.23
Anne-Karin Atwood*	53.40	0.00	0.00	0.00	0.00	53.40
AT & T*	0.00	123.57	0.00	0.00	0.00	123.57
Connie Radoff	1,330.00	0.00	0.00	0.00	0.00	1,330.00
Digital Matrix	0.00	521.89	0.00	0.00	0.00	521.89
DMAwest, Inc.	0.00	0.00	0.00	1,030.00	0.00	1,030.00
FP Mailing Solutions	154.80	0.00	0.00	0.00	0.00	154.80
Greg Howey*	111.65	0.00	0.00	0.00	0.00	111.65
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
IVCB Visitors Bureau*	0.00	0.00	0.00	0.00	0.00	0.00
John Thompson*	127.98	0.00	0.00	0.00	0.00	127.98
Kahn Investment Company	-11,736.36	0.00	0.00	0.00	0.00	-11,736.36
Kym Fabel	135.48	0.00	0.00	0.00	0.00	135.48
McClintock Accountancy	7,400.00	0.00	0.00	0.00	0.00	7,400.00
Moonshine Ink*, LLC	0.00	257.81	0.00	0.00	0.00	257.81
North Lake Tahoe Event Center	1,133.28	0.00	0.00	0.00	0.00	1,133.28
Porter Simon*	940.00	0.00	0.00	0.00	0.00	940.00
Principal Financial Group	0.00	0.00	-200.27	0.00	0.00	-200.27
Print Art/Sierra Mail*	0.00	332.18	0.00	0.00	0.00	332.18
Ricoh USA	1,110.80	0.00	0.00	0.00	0.00	1,110.80
Ron Treabess	94.08	0.00	0.00	0.00	0.00	94.08
Sandy Evans Hall*	37.00	0.00	0.00	0.00	0.00	37.00
Sarah Winters	40.00	0.00	0.00	0.00	0.00	40.00
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Sprint	216.00	0.00	0.00	0.00	0.00	216.00
Swigard's True Value Hardware, Inc.*	96.79	0.00	0.00	0.00	0.00	96.79
Vail Resorts	112,654.00	0.00	0.00	0.00	0.00	112,654.00
YIG Administration	-110.39	0.00	0.00	0.00	0.00	-110.39
TOTAL	114,968.17	1,235.45	-200.27	1,030.00	2,681.46	119,714.81

North Lake Tahoe Resort Association Profit & Loss by Class

September 2016

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	Unclassified	TOTAL
Ordinary Income/Expense									
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	0.00	314,685.00
4200-00 - Membership Ann/Conf Dues	0.00	825.00	0.00	0.00	0.00	10,386.59	0.00	0.00	11,211.59
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	75.00	0.00	0.00	75.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	875.00	0.00	0.00	875.00
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	1,305.00	0.00	0.00	1,305.00
Total 4250-00 Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	2,180.00	0.00	0.00	2,180.00
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	1,125.00	0.00	0.00	1,125.00
4520-00 - Non-retail VIC Income	0.00	0.00	0.00	-383.25	0.00	0.00	0.00	0.00	383.25
4600-00 - Commissions	0.00	1,829.40	0.00	0.00	0.00	0.00	0.00	0.00	1,829.40
46000 - Merchandise Sales	0.00	0.00	0.00	9,458.42	0.00	0.00	0.00	0.00	9,458.42
Total Income	222,140.00	26,787.40	22,018.00	36,902.17	18,547.00	13,765.59	0.00	0.00	340,161.16
Gross Profit	222,140.00	26,787.40	22,018.00	36,902.17	18,547.00	13,765.59	0.00	0.00	340,161.16
Expense									
5000-00 - Salaries & Wages	0.00	3,630.12	0.00	0.00	0.00	456.51	0.00	0.00	3,630.12
5010-00 - Sales Commissions	1,649.83	1,658.73	655.51	2,042.22	380.39	1,053.86	2,286.27	0.00	9,414.92
5020-00 - PIR - Tax Expense	4,392.12	1,016.90	380.41	1,559.92	58.59	68.36	911.26	0.00	9,444.86
5030-00 - PIR - Health Insurance Expense	234.36	166.01	58.59	802.39	356.29	59.43	448.94	0.00	976.50
5040-00 - PIR - Workmans Comp	853.13	860.82	356.29	116.98	6.78	11.89	58.50	0.00	3,758.29
5050-00 - 401 (k)	94.01	66.98	6.79	22,275.45	8,794.63	6,263.58	27,595.29	0.00	361.93
5070-00 - Other Benefits and Expenses	22,954.41	15,703.77	8,794.64	10,233.23	28,982.50	10,233.19	7,913.97	0.00	112,391.77
Total 5000-00 - Salaries & Wages	30,177.86	23,123.33	10,233.23	28,982.50	10,233.19	7,913.97	31,516.31	0.00	140,178.39
5100-00 - Rent	133.36	67.13	29.37	444.93	29.37	46.00	105.64	0.00	855.80
5110-00 - Utilities	0.00	0.00	0.00	67.18	33.85	55.23	29.61	0.00	96.79
5140-00 - Repairs & Maintenance	169.23	84.62	33.85	42.31	361.12	71.19	249.31	0.00	672.40
5150-00 - Office - Cleaning	1,885.59	902.80	361.12	6,191.57	424.34	717.19	1,354.20	0.00	12,196.36
5100-20 - Rent - Other									13,821.35
Total 5100-00 - Rent	2,188.18	1,054.55	424.34	7,173.99	424.34	817.19	1,738.76	0.00	
5310-00 - Telephone	454.10	236.13	253.32	345.47	253.32	256.32	672.92	0.00	2,471.58
5320-00 - Telephone									2,471.58
Total 5310-00 - Telephone	454.10	236.13	253.32	345.47	253.32	256.32	672.92	0.00	
5420-00 - Mail - USPS	0.00	0.00	0.00	144.30	0.00	0.00	0.00	0.00	144.30
5430-00 - Mail - Fed Ex									144.30
Total 5420-00 - Mail - USPS	0.00	0.00	0.00	144.30	0.00	0.00	0.00	0.00	144.30
5510-00 - Insurance/Bonding	108.79	108.79	17.18	143.15	17.18	51.53	125.96	0.00	572.58
5520-00 - Supplies									572.58
5525-00 - Supplies- Computer >10000	177.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	177.14
5520-00 - Supplies - Other	406.75	19.11	7.65	133.81	7.65	33.36	457.18	0.00	1,065.51
Total 5520-00 - Supplies	583.89	19.11	7.65	133.81	7.65	33.36	457.18	0.00	1,242.65
5610-00 - Depreciation	28.76	14.96	9.21	14.96	9.21	9.21	28.76	0.00	115.07
5670-00 - Equipment Support & Maintenance	25.33	68.67	0.00	35.00	0.00	0.00	1,028.94	0.00	1,157.94
5710-00 - Taxes, Licenses & Fees	309.67	154.27	94.93	154.27	94.93	94.93	1,269.07	0.00	2,172.07
5740-00 - Equipment Rental/Leasing	148.79	131.20	112.35	403.43	112.35	234.54	172.01	0.00	1,315.67
5800-00 - Training Seminars	0.00	0.00	0.00	0.00	0.00	892.11	0.00	0.00	892.11
5820 - Sales CRM/CMIS	1,074.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,074.80
5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	940.00	0.00	0.00	940.00
5910-00 - Professional Fees - Attorneys									940.00

North Lake Tahoe Resort Association Profit & Loss by Class

September 2016

Accrual Basis	September 2016								
	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administrat...	Unclassified	TOTAL
5920-00 - Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	11,170.00
Total 5920-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,110.00
5941-00 - Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	0.00	750.00
6023-00 - Autumn Food & Wine	17.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.88
6025-00 - AFW - Postage	24,999.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,999.98
Total 6023-00 - Autumn Food & Wine	25,017.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,017.86
6420-00 - Sponsorship	3,280.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,280.38
Total 6420-00 - Sponsorship	3,280.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,280.38
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	507.81	120.00	627.81
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	0.00	81.00	0.00	81.00
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.00	0.00	0.00	1,514.25	0.00	1,514.25
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	2,103.06	120.00	2,223.06
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	0.00	528.00	0.00	528.00
6490-00 - Classified Ads	0.00	0.00	0.00	0.00	0.00	0.00	225.00	0.00	225.00
6730-00 - Marketing Cooperative/Media	117,333.33	9,166.67	0.00	0.00	0.00	0.00	0.00	0.00	126,500.00
6742-00 - Non-NLT Co-Op Marketing Program	1,035.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,035.27
6743-04 - High Notes	1,440.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,440.00
Total 6743-00 - BACC Marketing Programs	1,440.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,440.00
7500-00 - Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 - Cost of Goods Sold	0.00	0.00	0.00	24.96	0.00	0.00	0.00	0.00	24.96
51100 - Freight and Shipping Costs	0.00	0.00	0.00	-15.66	0.00	0.00	0.00	0.00	-15.66
59900 - POS Inventory Adjustments	0.00	0.00	0.00	4,474.46	0.00	0.00	0.00	0.00	4,474.46
81100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	4,483.76	0.00	0.00	0.00	0.00	4,483.76
Total 81100-00 - Cost of Goods Sold	221.49	0.00	0.00	436.76	0.00	0.00	836.75	0.00	1,495.00
8200-00 - Associate Relations	0.00	0.00	0.00	0.00	0.00	0.00	250.00	0.00	250.00
8300-00 - Board Functions	0.00	0.00	0.00	67.95	0.00	0.00	514.44	0.00	582.39
8500-00 - Credit Card Fees	328.59	109.08	122.31	190.30	-122.31	53.57	0.00	0.00	926.16
8700-00 - Automobile Expenses	658.62	0.00	24.00	125.01	0.00	12.00	82.46	0.00	902.09
8750-00 - Meals/Meetings	293.83	0.00	0.00	98.98	0.00	715.00	0.00	0.00	1,108.81
8810-00 - Dues & Subscriptions	3,447.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,447.82
8910-00 - Travel	188,173.36	34,186.76	11,672.52	40,934.64	11,648.48	14,229.23	50,634.12	0.00	351,479.11
Total Expense	33,986.64	-7,399.36	10,345.48	-4,032.47	6,858.52	-462.64	-50,634.12	0.00	-11,317.95
Net Ordinary Income									0.00
Other Income/Expense									0.00
Other Expense	24,304.37	5,569.75	5,569.75	5,063.42	5,569.75	4,557.08	-50,634.12	0.00	0.00
8390-00 - Allocated	24,304.37	5,569.75	5,569.75	5,063.42	5,569.75	4,557.08	-50,634.12	0.00	0.00
Total Other Expense	-24,304.37	-5,569.75	-5,569.75	-5,063.42	-5,569.75	-4,557.08	50,634.12	0.00	0.00
Net Other Income	9,662.27	-12,959.11	4,775.73	-9,056.89	1,328.77	-5,019.72	0.00	0.00	-11,317.95
Net Income									

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss
July through September 2016**

Jul - Sep 16

Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	943,995.00
4200-00 · Membership Ann/Conf Dues	32,875.55
4201-00 · New Member Fees	450.00
4250-00 · Revenues-Membership Activities	950.00
4250-02 · Tourism Summit	1,755.00
4250-00 · Revenues-Membership Activities - Other	
Total 4250-00 · Revenues-Membership Activities	2,705.00
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00
4252-00 · Revenue - Sponsorships	1,000.00
4502-00 · Non-retail VIC Income	4,338.50
4600-00 · Commissions	
4601-00 · Commissions - South Shore	6,966.00
4600-00 · Commissions - Other	56,456.91
Total 4600-00 · Commissions	63,422.91
46000 · Merchandise Sales	
Total Income	34,426.61
	1,084,458.57
	1,084,458.57
Gross Profit	
Expense	
5000-00 · Salaries & Wages	0.00
5000-01 · In-Market Administration	10,644.90
5010-00 · Sales Commissions	25,804.43
5020-00 · P/R - Tax Expense	31,455.27
5030-00 · P/R - Health Insurance Expense	976.50
5040-00 · P/R - Workmans Comp	9,941.50
5060-00 · 401 (k)	720.88
5070-00 · Other Benefits and Expenses	
5000-00 · Salaries & Wages - Other	278,866.48
Total 5000-00 · Salaries & Wages	358,409.96
5100-00 · Rent	
5110-00 · Utilities	1,952.46
5140-00 · Repairs & Maintenance	166.36
5150-00 · Office - Cleaning	1,347.40
5100-00 · Rent - Other	36,733.08
Total 5100-00 · Rent	40,199.30
5310-00 · Telephone	
5320-00 · Telephone	7,117.60
Total 5310-00 · Telephone	7,117.60
5420-00 · Mail - USPS	
5470-00 · Mail - UPS	1,000.00
5480-00 · Mail - Fed Ex	325.22
Total 5420-00 · Mail - USPS	1,325.22
5510-00 · Insurance/Bonding	
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	177.14
5520-00 · Supplies - Other	2,517.89
Total 5520-00 · Supplies	2,695.03
5530-00 · Visitor Communications - Other	-109.00
5610-00 · Depreciation	345.21
5700-00 · Equipment Support & Maintenance	3,820.92
5710-00 · Taxes, Licenses & Fees	4,274.48

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss
July through September 2016**

	Jul - Sep 16
5740-00 · Equipment Rental/Leasing	4,171.84
5800-00 · Training Seminars	2,193.72
5815 · Training Video Series	7,534.05
5820 · Sales CRM/CMS	2,199.75
5900-00 · Professional Fees	940.00
5910-00 · Professional Fees - Attorneys	23,455.00
5920-00 · Professional Fees - Accountant	
Total 5900-00 · Professional Fees	24,395.00
5940-00 · Research & Planning Membership	3,000.00
5941-00 · Research & Planning	2,250.00
6023-00 · Autumn Food & Wine	17.88
6025-00 · AFW- Postage	1,925.00
6028-00 · AFW-Operations	24,349.98
6023-00 · Autumn Food & Wine - Other	
Total 6023-00 · Autumn Food & Wine	26,292.86
6420-00 · Sponsorship	5,411.88
6421-00 · New Event Development	0.00
6420-00 · Sponsorship - Other	
Total 6420-00 · Sponsorship	5,411.88
6423-00 · Membership Activities	1,227.81
6432-00 · Membership - Newsletter	81.00
6442-00 · Public Relations/Website	2,411.56
6423-00 · Membership Activities - Other	
Total 6423-00 · Membership Activities	3,720.37
6437-00 · Tuesday Morning Breakfast Club	1,945.50
6490-00 · Classified Ads	275.00
6600-00 · Promotions/Giveaways	32.14
6701-00 · Market Study Reports/Research	317.47
6730-00 · Marketing Cooperative/Media	316,250.00
6742-00 · Non-NLT Co-Op Marketing Program	41.61
6743-00 · BACC Marketing Programs	4,743.32
6743-04 · High Notes	976.80
6743-05 · Peak Your Adventure	
Total 6743-00 · BACC Marketing Programs	5,720.12
7500-00 · Trade Shows/Travel	15.00
8100-00 · Cost of Goods Sold	-0.44
52500 · Purchase Discounts	264.51
51100 · Freight and Shipping Costs	237.83
59900 · POS Inventory Adjustments	16,983.36
8100-00 · Cost of Goods Sold - Other	
Total 8100-00 · Cost of Goods Sold	17,485.26
8200-00 · Associate Relations	1,495.00
8300-00 · Board Functions	328.95
8500-00 · Credit Card Fees	1,871.03
8700-00 · Automobile Expenses	1,247.46
8750-00 · Meals/Meetings	941.74
8810-00 · Dues & Subscriptions	4,566.48
8910-00 · Travel	4,308.49
Total Expense	857,588.02
Net Ordinary Income	226,870.55
Other Income/Expense	
Other Expense	0.00
8990-00 · Allocated	

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss
July through September 2016**

	Jul - Sep 16
Total Other Expense	0.00
Net Other Income	0.00
Net Income	226,870.55

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

July through September 2016

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administrat...	Unclassified	TOTAL
Ordinary Income/Expense									
Income									
4050-00 - County of Placer TOT Funding	665,420.00	72,299.00	66,054.00	83,481.00	55,641.00	30,400.55	0.00	0.00	943,935.00
4200-00 - Membership Ann/Conf Dues	0.00	2,475.00	0.00	0.00	0.00	450.00	0.00	0.00	32,875.55
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	450.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	1,755.00	0.00	0.00	1,755.00
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	2,705.00	0.00	0.00	2,705.00
Total 4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	1,245.00	0.00	0.00	1,245.00
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	4,338.50	0.00	0.00	0.00	0.00	4,338.50
4502-00 - Non-retail VIC income									
4601-00 - Commissions - South Shore	0.00	6,966.00	0.00	0.00	0.00	0.00	0.00	0.00	6,966.00
4600-00 - Commissions - Other	0.00	56,465.91	0.00	0.00	0.00	0.00	0.00	0.00	56,456.91
Total 4600-00 - Commissions	0.00	63,422.91	0.00	0.00	34,426.61	0.00	0.00	0.00	34,426.61
46000 - Merchandise Sales									
Total Income	665,420.00	138,295.91	66,054.00	122,246.11	55,641.00	35,800.55	0.00	0.00	1,084,458.57
Gross Profit									
Expense									
5000-00 - Salaries & Wages	2,750.00	0.00	0.00	0.00	0.00	-2,750.00	0.00	0.00	0.00
5001-01 - InMarket Administration	0.00	10,644.90	0.00	0.00	0.00	1,498.76	0.00	0.00	10,644.90
5010-00 - Sales Commissions	4,455.71	1,800.79	5,781.95	1,800.81	930.73	3,795.61	4,798.85	0.00	25,804.43
5020-00 - PIR - Tax Expense	5,716.56	4,185.99	930.74	6,104.58	58.59	68.36	4,859.84	0.00	31,455.27
5030-00 - PIR - Health Insurance Expense	10,647.78	4,186.99	58.59	185.64	891.19	59.43	205.05	0.00	9,941.50
5040-00 - PIR - Workmans Comp	2,579.75	166.01	2,371.61	2,114.05	20.37	20.34	1,034.28	0.00	726.88
5060-00 - 401 (K)	242.12	125.94	39,912.88	20,546.02	54,357.38	20,546.01	17,581.73	59,288.05	278,866.48
5070-00 - Other Benefits and Expenses	66,534.60	81,862.85	24,247.70	68,719.44	24,247.67	20,389.56	70,237.57	0.00	358,498.96
Total 5000-00 - Salaries & Wages	88,705.17	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,952.46
5100-00 - Rent	303.11	152.73	67.59	1,015.22	67.59	104.35	241.87	0.00	166.36
5110-00 - Utilities	0.00	0.00	0.00	112.04	94.23	131.92	54.32	0.00	1,347.40
5140-00 - Repairs & Maintenance	376.92	188.47	75.39	19,338.71	1,083.36	2,055.88	405.08	0.00	36,733.08
5150-00 - Office - Cleaning	5,656.77	2,708.40	1,083.36	20,560.20	1,226.34	2,292.15	4,806.60	0.00	40,199.30
Total 5100-00 - Rent	6,336.80	3,049.60	1,226.34	20,560.20	1,226.34	2,292.15	5,507.87	0.00	7,117.60
5310-00 - Telephone	1,350.09	702.04	612.45	920.72	612.45	765.04	2,154.81	0.00	7,117.60
5320-00 - Telephone	1,350.09	702.04	612.45	920.72	612.45	765.04	2,154.81	0.00	7,117.60
Total 5310-00 - Telephone	1,350.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,000.00
5420-00 - Mail - USPS	100.00	100.00	50.00	50.00	50.00	400.00	250.00	0.00	325.22
5470-00 - Mail - UPS	0.00	0.00	0.00	325.22	0.00	0.00	0.00	0.00	0.00
5480-00 - Mail - Fed Ex	100.00	100.00	50.00	375.22	50.00	400.00	250.00	0.00	1,325.22
Total 5420-00 - Mail - USPS	284.74	284.73	44.96	374.65	44.96	134.87	329.67	0.00	1,498.58
5510-00 - Insurance/Bonding	177.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	177.14
5520-00 - Supplies	659.51	55.89	22.37	563.97	22.37	102.05	1,091.73	0.00	2,517.89
Total 5520-00 - Supplies	836.65	55.89	22.37	563.97	22.37	102.05	1,091.73	0.00	2,695.03
5530-00 - Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	0.00	-109.00

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

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10/25/16

Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport...	42 - Vic	50 - Infrastruct...	60 - Membership	70 - Administr...	Unclassified	TOTAL
5610-00 - Depreciation	86.28	44.88	27.63	44.88	27.63	27.63	86.28	0.00	345.21
5700-00 - Equipment Support & Maintenance	505.58	388.67	72.00	897.73	72.00	126.00	1,758.94	0.00	3,820.52
5710-00 - Taxes, Licenses & Fees	309.67	154.27	94.93	354.26	94.93	94.93	3,171.49	0.00	4,274.48
5740-00 - Equipment Rental/Leasing	455.59	418.41	365.11	1,255.30	365.11	365.11	531.22	0.00	4,171.84
5800-00 - Training Seminars	1,301.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,193.72
5815 - Training Video Series	7,534.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,534.05
5820 - Sales CRM/CMS	2,195.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,195.75
Total 5800-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	940.00
5910-00 - Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	23,455.00
5920-00 - Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,395.00
Total 5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
5940-00 - Research & Planning Membership	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,250.00
5941-00 - Research & Planning	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6023-00 - Autumn Food & Wine	17.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.88
6025-00 - AFW- Postage	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6028-00 - AFW-Operations	24,349.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,349.98
Total 6023-00 - Autumn Food & Wine	26,292.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26,292.98
6420-00 - Sponsorship	5,411.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,411.88
6420-00 - New Event Development	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6420-00 - Sponsorship - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,411.56
Total 6420-00 - Sponsorship	5,411.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,720.37
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,227.81
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	81.00
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,411.56
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,945.50
6490-00 - Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	275.00
6500-00 - Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6600-00 - Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6701-00 - Market Study Cooperative/Media	298,749.99	27,500.01	0.00	0.00	0.00	0.00	0.00	0.00	316,250.00
6742-00 - Non-NLT Co-Op Marketing Program	41.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41.61
6743-00 - BACC Marketing Programs	4,743.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,743.32
6745-04 - High Notes	976.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 - BACC Marketing Programs	5,720.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,720.12
7500-00 - Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 - Cost of Goods Sold	0.00	0.00	0.00	0.00	-0.44	0.00	0.00	0.00	-0.44
52500 - Purchase Discounts	0.00	0.00	0.00	0.00	264.51	0.00	0.00	0.00	264.51
51100 - Freight and Shipping Costs	0.00	0.00	0.00	0.00	237.83	0.00	0.00	0.00	237.83
58900 - POS Inventory Adjustments	0.00	0.00	0.00	0.00	16,983.36	0.00	0.00	0.00	16,983.36
8100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	17,485.26	0.00	0.00	0.00	17,485.26
Total 8100-00 - Cost of Goods Sold	221.48	0.00	0.00	0.00	436.76	0.00	0.00	0.00	1,495.00
8200-00 - Associate Relations	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	328.95
8300-00 - Board Functions	0.00	0.00	0.00	0.00	171.25	0.00	0.00	0.00	1,871.03
8500-00 - Credit Card Fees	348.03	147.96	184.14	184.14	190.30	184.14	192.89	0.00	1,247.46
686.27	0.00	0.00	36.00	36.00	125.01	0.00	12.00	0.00	941.74
1,338.82	340.00	0.00	0.00	0.00	99.98	0.00	1,095.00	1,752.68	4,565.48
4,388.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,308.49
Total Expense	443,540.15	95,049.31	31,108.63	112,465.93	28,072.60	0.00	112,860.42	0.00	857,586.02

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Accrual Basis

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

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	Undesignated	TOTAL
Net Ordinary Income	222,879.85	43,247.60	34,945.37	9,780.18	27,568.40	1,309.57	-112,860.42	0.00	226,870.55
Other Income/Expense									
Other Expense									
8890-00 - Allocated									
Total Other Expense	54,173.00	12,414.64	12,414.64	11,286.06	12,414.64	10,157.45	-112,860.42	0.00	0.00
Net Other Income	-54,173.00	12,414.64	12,414.64	11,286.05	12,414.64	10,157.45	-112,860.42	0.00	0.00
Net Income	168,706.85	30,832.96	22,550.73	-1,505.87	15,153.76	-8,847.88	0.00	0.00	226,870.55

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Accrual Basis

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

All Depts

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	314,665.00	314,665.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	11,211.59	2,640.83	8,570.76	424.5%
4201-00 · New Member Fees	75.00	333.33	-258.33	22.5%
4250-00 · Revenues-Membership Activities	875.00			
4250-02 · Tourism Summit	1,305.00	5,500.00	-4,195.00	23.7%
4250-00 · Revenues-Membership Activities - Other	2,180.00	5,500.00	-3,320.00	39.6%
Total 4250-00 · Revenues-Membership Activities	1,125.00	800.00	325.00	140.6%
4261-00 · Revenue-Tue AM Breakfast Club	-383.25	637.00	-1,020.25	-60.2%
4502-00 · Non-retail VIC Income	1,829.40	5,532.00	-3,702.60	33.1%
4600-00 · Commissions	9,458.42	9,634.00	-175.58	98.2%
46000 · Merchandise Sales	340,161.16	339,742.16	419.00	100.1%
Total Income	340,161.16	339,742.16	419.00	100.1%
Gross Profit				
Expense				
5000-00 · Salaries & Wages	3,630.12	2,166.66	1,463.46	167.5%
5010-00 · Sales Commissions	9,414.92	11,596.00	-2,181.08	81.2%
5020-00 · P/R - Tax Expense	9,644.86	12,178.00	-2,533.14	79.2%
5030-00 · P/R - Health Insurance Expense	976.50	1,221.40	-244.90	79.9%
5040-00 · P/R - Workmans Comp	3,758.29	4,574.00	-815.71	82.2%
5060-00 · 401 (k)	361.93	633.39	-271.46	57.1%
5070-00 · Other Benefits and Expenses	112,391.77	137,112.00	-24,720.23	82.0%
Total 5000-00 · Salaries & Wages	140,178.39	169,481.45	-29,303.06	82.7%
5100-00 · Rent	855.80	1,358.83	-503.03	63.0%
5110-00 · Utilities	96.79	658.91	-562.12	14.7%
5140-00 · Repairs & Maintenance	672.40	786.82	-114.42	85.5%
5150-00 · Office - Cleaning	12,196.36	12,083.22	113.14	100.9%
5100-00 · Rent - Other	13,821.35	14,887.78	-1,066.43	92.8%
Total 5100-00 · Rent				
5310-00 · Telephone	2,471.58	2,287.23	184.35	108.1%
5320-00 · Telephone	2,471.58	2,287.23	184.35	108.1%
Total 5310-00 · Telephone				
5420-00 · Mail - USPS	144.30	0.00	144.30	100.0%
5480-00 · Mail - Fed Ex	0.00	229.99	-229.99	0.0%
5420-00 · Mail - USPS - Other	144.30	229.99	-85.69	62.7%
Total 5420-00 · Mail - USPS	572.58	716.64	-144.06	79.9%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	177.14	0.00	177.14	100.0%
5525-00 · Supplies- Computer <\$1000	1,065.51	1,387.49	-321.98	76.8%
5520-00 · Supplies - Other	1,242.65	1,387.49	-144.84	89.6%
Total 5520-00 · Supplies				
5610-00 · Depreciation	115.07	617.57	-502.50	18.6%
5700-00 · Equipment Support & Maintenance	1,157.94	1,076.74	81.20	107.5%
5710-00 · Taxes, Licenses & Fees	2,172.07	632.64	1,339.43	260.9%
5740-00 · Equipment Rental/Leasing	1,315.67	1,547.13	-231.46	85.0%
5800-00 · Training Seminars	892.11	0.00	892.11	100.0%
5820 · Sales CRM/CMS	1,074.80	7,000.00	-5,925.20	15.4%
5900-00 · Professional Fees	940.00	0.00	940.00	100.0%
5910-00 · Professional Fees - Attorneys	11,170.00	0.00	11,170.00	100.0%
5920-00 · Professional Fees - Accountant	12,110.00	0.00	12,110.00	100.0%
Total 5900-00 · Professional Fees	750.00	9,636.00	-8,886.00	7.8%
5941-00 · Research & Planning				
6023-00 · Autumn Food & Wine	17.88	0.00	17.88	100.0%
6025-00 · AFW- Postage	24,999.98	0.00	24,999.98	100.0%
6023-00 · Autumn Food & Wine - Other	25,017.86	0.00	25,017.86	100.0%
Total 6023-00 · Autumn Food & Wine				
6420-00 · Sponsorship	3,280.38	0.00	3,280.38	100.0%
6421-00 · New Event Development				

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Accrual Basis

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

All Depts

	Sep 16	Budget	\$ Over Budget	% of Budget
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	3,280.38	220,000.00	-216,719.62	1.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	627.81	0.00	627.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	1,514.25	3,019.00	-1,504.75	50.2%
Total 6423-00 · Membership Activities	2,223.06	3,019.00	-795.94	73.6%
6437-00 · Tuesday Morning Breakfast Club	528.00	708.33	-180.33	74.5%
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
6730-00 · Marketing Cooperative/Media	126,500.00	126,500.00	0.00	100.0%
6740-00 · Media/Collateral/Production	0.00	416.66	-416.66	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,035.27	0.00	1,035.27	100.0%
6743-00 · BACC Marketing Programs	1,440.00	0.00	1,440.00	100.0%
6743-04 · High Notes	0.00	6,700.00	-6,700.00	0.0%
6743-00 · BACC Marketing Programs - Other	1,440.00	6,700.00	-5,260.00	21.5%
Total 6743-00 · BACC Marketing Programs	15.00			
7500-00 · Trade Shows/Travel				
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	24.96	0.00	24.96	100.0%
59900 · POS Inventory Adjustments	-15.66	0.00	-15.66	100.0%
8100-00 · Cost of Goods Sold - Other	4,474.46	6,115.00	-1,640.54	73.2%
Total 8100-00 · Cost of Goods Sold	4,483.76	6,115.00	-1,631.24	73.3%
8200-00 · Associate Relations	1,495.00	50.00	1,445.00	2,990.0%
8300-00 · Board Functions	250.00	300.00	-50.00	83.3%
8500-00 · Credit Card Fees	582.39	510.00	72.39	114.2%
8700-00 · Automobile Expenses	926.16	660.82	265.34	140.2%
8750-00 · Meals/Meetings	902.09	508.31	393.78	177.5%
8810-00 · Dues & Subscriptions	1,108.81	1,439.99	-331.18	77.0%
8910-00 · Travel	3,447.82	1,074.82	2,373.00	320.8%
Total Expense	351,479.11	577,703.59	-226,224.48	60.8%
Net Ordinary Income	-11,317.95	-237,961.43	226,643.48	4.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	-237,701.00	237,701.00	0.0%
Total Other Expense	0.00	-237,701.00	237,701.00	0.0%
Net Other Income	0.00	237,701.00	-237,701.00	0.0%
Net Income	<u>-11,317.95</u>	<u>-260.43</u>	<u>-11,057.52</u>	<u>4,345.9%</u>

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Accrual Basis

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

11 - Marketing

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,140.00	222,140.00	0.00	100.0%
Total Income	222,140.00	222,140.00	0.00	100.0%
Gross Profit				
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	5,500.00	-5,500.00	0.0%
5020-00 · P/R - Tax Expense	1,649.83	2,779.00	-1,129.17	59.4%
5030-00 · P/R - Health Insurance Expense	4,382.12	3,065.60	1,316.52	142.9%
5040-00 · P/R - Workmans Comp	234.36	108.75	125.61	215.5%
5060-00 · 401 (k)	853.13	976.00	-122.87	87.4%
5070-00 · Other Benefits and Expenses	94.01	225.83	-131.82	41.6%
5000-00 · Salaries & Wages - Other	22,964.41	33,897.00	-10,932.59	67.7%
Total 5000-00 · Salaries & Wages	30,177.86	46,552.18	-16,374.32	64.8%
5100-00 · Rent				
5110-00 · Utilities	133.36	175.00	-41.64	76.2%
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5150-00 · Office - Cleaning	169.23	252.00	-82.77	67.2%
5100-00 · Rent - Other	1,885.59	1,651.66	233.93	114.2%
Total 5100-00 · Rent	2,188.18	2,203.66	-15.48	99.3%
5310-00 · Telephone				
5320-00 · Telephone	454.10	441.66	12.44	102.8%
Total 5310-00 · Telephone	454.10	441.66	12.44	102.8%
5420-00 · Mail - USPS				
	0.00	62.50	-62.50	0.0%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	406.75	250.00	156.75	162.7%
Total 5520-00 · Supplies	583.89	250.00	333.89	233.6%
5610-00 · Depreciation				
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing				
5820 · Sales CRM/CMS				
5941-00 · Research & Planning				
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6023-00 · Autumn Food & Wine - Other	24,999.98	0.00	24,999.98	100.0%
Total 6023-00 · Autumn Food & Wine	25,017.86	0.00	25,017.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	3,280.38	0.00	3,280.38	100.0%
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	3,280.38	220,000.00	-216,719.62	1.5%
6730-00 · Marketing Cooperative/Media				
6742-00 · Non-NLT Co-Op Marketing Program				
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	117,333.33	117,333.33	0.00	100.0%
6743-00 · BACC Marketing Programs - Other	1,440.00	0.00	1,440.00	100.0%
Total 6743-00 · BACC Marketing Programs	1,440.00	6,700.00	-6,700.00	0.0%
7500-00 · Trade Shows/Travel				
8200-00 · Associate Relations				
8700-00 · Automobile Expenses				
	15.00	0.00	221.49	100.0%
	221.49	0.00	161.93	197.2%
	328.59	166.66		

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Accrual Basis

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

11 - Marketing

	Sep 16	Budget	\$ Over Budget	% of Budget
8750-00 · Meals/Meetings	658.62	291.66	366.96	225.8%
8810-00 · Dues & Subscriptions	293.83	416.66	-122.83	70.5%
8910-00 · Travel	3,447.82	666.66	2,781.16	517.2%
Total Expense	188,173.36	407,934.20	-219,760.84	46.1%
Net Ordinary Income	33,966.64	-185,794.20	219,760.84	-18.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	24,304.37	-185,304.00	209,608.37	-13.1%
Total Other Expense	24,304.37	-185,304.00	209,608.37	-13.1%
Net Other Income	-24,304.37	185,304.00	-209,608.37	-13.1%
Net Income	9,662.27	-490.20	10,152.47	-1,971.1%

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Accrual Basis

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	24,133.00	24,133.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	825.00	640.83	184.17	128.7%
4600-00 · Commissions	1,829.40	5,532.00	-3,702.60	33.1%
Total Income	26,787.40	30,305.83	-3,518.43	88.4%
Gross Profit	26,787.40	30,305.83	-3,518.43	88.4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	3,630.12	2,166.66	1,463.46	167.5%
5020-00 · P/R - Tax Expense	1,658.73	1,624.00	34.73	102.1%
5030-00 · P/R - Health Insurance Expense	1,016.90	1,045.70	-28.80	97.2%
5040-00 · P/R - Workmans Comp	166.01	75.00	91.01	221.3%
5060-00 · 401 (k)	880.82	896.00	-15.18	98.3%
5070-00 · Other Benefits and Expenses	66.98	37.16	29.82	180.2%
5000-00 · Salaries & Wages - Other	15,703.77	19,771.00	-4,067.23	79.4%
Total 5000-00 · Salaries & Wages	23,123.33	25,615.52	-2,492.19	90.3%
5100-00 · Rent				
5110-00 · Utilities	67.13	87.50	-20.37	76.7%
5140-00 · Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 · Office - Cleaning	84.62	126.00	-41.38	67.2%
5100-00 · Rent - Other	902.80	825.83	76.97	109.3%
Total 5100-00 · Rent	1,054.55	1,104.33	-49.78	95.5%
5310-00 · Telephone				
5320-00 · Telephone	236.13	256.00	-19.87	92.2%
Total 5310-00 · Telephone	236.13	256.00	-19.87	92.2%
5420-00 · Mail - USPS				
5510-00 · Insurance/Bonding	0.00	17.50	-17.50	0.0%
5520-00 · Supplies				
5610-00 · Depreciation	108.79	125.00	-16.21	87.0%
5700-00 · Equipment Support & Maintenance	19.11	62.50	-43.39	30.6%
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing	14.96	84.91	-69.95	17.6%
5730-00 · Marketing Cooperative/Media	68.67	138.00	-69.33	49.8%
5700-00 · Automobile Expenses	154.27	16.66	137.61	926.0%
5740-00 · Equipment Rental/Leasing	131.20	166.66	-35.46	78.7%
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
8700-00 · Automobile Expenses	109.08	33.33	75.75	327.3%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
8810-00 · Dues & Subscriptions	0.00	100.00	-100.00	0.0%
Total Expense	34,186.76	36,920.41	-2,733.65	92.6%
Net Ordinary Income	-7,399.36	-6,614.58	-784.78	111.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	5,569.75	-7,447.00	13,016.75	-74.8%
Total Other Expense	5,569.75	-7,447.00	13,016.75	-74.8%
Net Other Income	-5,569.75	7,447.00	-13,016.75	-74.8%
Net Income	-12,969.11	832.42	-13,801.53	-1,558.0%

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Accrual Basis

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

41 - Transportation

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	22,018.00	22,018.00	0.00	100.0%
Total Income	22,018.00	22,018.00	0.00	100.0%
Gross Profit				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	655.51	974.00	-318.49	67.3%
5030-00 · P/R - Health Insurance Expense	360.41	335.90	24.51	107.3%
5040-00 · P/R - Workmans Comp	58.59	172.00	-113.41	34.1%
5060-00 · 401 (k)	356.29	463.00	-106.71	77.0%
5070-00 · Other Benefits and Expenses	6.79	81.00	-74.21	8.4%
5000-00 · Salaries & Wages - Other	<u>8,794.64</u>	<u>9,899.00</u>	<u>-1,104.36</u>	<u>88.8%</u>
Total 5000-00 · Salaries & Wages	10,232.23	11,924.90	-1,692.67	85.8%
5100-00 · Rent				
5110-00 · Utilities	29.37	83.83	-54.46	35.0%
5140-00 · Repairs & Maintenance	0.00	38.08	-38.08	0.0%
5150-00 · Office - Cleaning	33.85	16.66	17.19	203.2%
5100-00 · Rent - Other	<u>361.12</u>	<u>616.33</u>	<u>-255.21</u>	<u>58.6%</u>
Total 5100-00 · Rent	424.34	754.90	-330.56	56.2%
5310-00 · Telephone				
5320-00 · Telephone	<u>253.32</u>	<u>106.25</u>	<u>147.07</u>	<u>238.4%</u>
Total 5310-00 · Telephone	253.32	106.25	147.07	238.4%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	0.00	40.00	-40.00	0.0%
5710-00 · Taxes, Licenses & Fees	94.93	10.00	84.93	949.3%
5740-00 · Equipment Rental/Leasing	112.35	26.66	85.69	421.4%
5941-00 · Research & Planning	375.00	2,375.00	-2,000.00	15.8%
8700-00 · Automobile Expenses	122.31	100.00	22.31	122.3%
8750-00 · Meals/Meetings	24.00	25.00	-1.00	96.0%
Total Expense	11,672.52	15,447.21	-3,774.69	75.6%
Net Ordinary Income				
Other Income/Expense				
Other Expense				
8990-00 · Allocated	<u>5,569.75</u>	<u>6,571.00</u>	<u>-1,001.25</u>	<u>84.8%</u>
Total Other Expense	5,569.75	6,571.00	-1,001.25	84.8%
Net Other Income				
Net Income	4,775.73	-0.21	4,775.94	-2,274,157.1%

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Accrual Basis

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	18,547.00	18,547.00	0.00	100.0%
Total Income	<u>18,547.00</u>	<u>18,547.00</u>	<u>0.00</u>	<u>100.0%</u>
Gross Profit	<u>18,547.00</u>	<u>18,547.00</u>	<u>0.00</u>	<u>100.0%</u>
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	655.51	1,006.00	-350.49	65.2%
5030-00 · P/R - Health Insurance Expense	360.39	918.00	-557.61	39.3%
5040-00 · P/R - Workmans Comp	58.59	166.66	-108.07	35.2%
5060-00 · 401 (k)	356.29	464.00	-107.71	76.8%
5070-00 · Other Benefits and Expenses	6.78	57.50	-50.72	11.8%
5000-00 · Salaries & Wages - Other	8,794.63	9,899.00	-1,104.37	88.8%
Total 5000-00 · Salaries & Wages	<u>10,232.19</u>	<u>12,511.16</u>	<u>-2,278.97</u>	<u>81.8%</u>
5100-00 · Rent				
5110-00 · Utilities	29.37	125.00	-95.63	23.5%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	33.85	50.16	-16.31	67.5%
5100-00 · Rent - Other	361.12	585.58	-224.46	61.7%
Total 5100-00 · Rent	<u>424.34</u>	<u>800.74</u>	<u>-376.40</u>	<u>53.0%</u>
5310-00 · Telephone				
5320-00 · Telephone	253.32	250.00	3.32	101.3%
Total 5310-00 · Telephone	<u>253.32</u>	<u>250.00</u>	<u>3.32</u>	<u>101.3%</u>
5510-00 · Insurance/Bonding				
5520-00 · Supplies	17.18	25.00	-7.82	68.7%
5610-00 · Depreciation	7.65	25.00	-17.35	30.6%
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees	94.93	55.00	-55.00	0.0%
5740-00 · Equipment Rental/Leasing	112.35	31.00	63.93	306.2%
5941-00 · Research & Planning	212.66	212.66	-100.31	52.8%
8700-00 · Automobile Expenses	375.00	2,261.00	-1,886.00	16.6%
8750-00 · Meals/Meetings	122.31	115.00	7.31	106.4%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
Total Expense	<u>11,648.48</u>	<u>16,354.39</u>	<u>-4,705.91</u>	<u>71.2%</u>
Net Ordinary Income	<u>6,898.52</u>	<u>2,192.61</u>	<u>4,705.91</u>	<u>314.6%</u>
Other Income/Expense				
Other Expense				
8990-00 · Allocated	5,569.75	2,793.00	2,776.75	199.4%
Total Other Expense	<u>5,569.75</u>	<u>2,793.00</u>	<u>2,776.75</u>	<u>199.4%</u>
Net Other Income	<u>-5,569.75</u>	<u>-2,793.00</u>	<u>-2,776.75</u>	<u>199.4%</u>
Net Income	<u>1,328.77</u>	<u>-600.39</u>	<u>1,929.16</u>	<u>-221.3%</u>

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Accrual Basis

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

60 - Membership

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	10,386.59	2,000.00	8,386.59	519.3%
4201-00 · New Member Fees	75.00	333.33	-258.33	22.5%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	875.00	5,500.00	-4,195.00	23.7%
4250-00 · Revenues-Membership Activities - Other	1,305.00	5,500.00	-3,320.00	39.6%
Total 4250-00 · Revenues-Membership Activities	2,180.00	5,500.00	325.00	140.6%
4251-00 · Revenue-Tue AM Breakfast Club	1,125.00	800.00	325.00	140.6%
Total Income	<u>13,766.59</u>	<u>8,633.33</u>	<u>5,133.26</u>	<u>159.5%</u>
Gross Profit	<u>13,766.59</u>	<u>8,633.33</u>	<u>5,133.26</u>	<u>159.5%</u>
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	-5,500.00	5,500.00	0.0%
5020-00 · P/R - Tax Expense	456.85	862.00	-405.15	53.0%
5030-00 · P/R - Health Insurance Expense	1,053.86	1,324.70	-270.84	79.6%
5040-00 · P/R - Workmans Comp	68.36	89.33	-20.97	76.5%
5060-00 · 401 (k)	59.43	75.00	-15.57	79.2%
5070-00 · Other Benefits and Expenses	11.89	87.91	-76.02	13.5%
5000-00 · Salaries & Wages - Other	6,263.58	9,341.00	-3,077.42	67.1%
Total 5000-00 · Salaries & Wages	<u>7,913.97</u>	<u>6,279.94</u>	<u>1,634.03</u>	<u>126.0%</u>
5100-00 · Rent				
5110-00 · Utilities	46.00	62.50	-16.50	73.6%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	59.23	90.00	-30.77	65.8%
5100-00 · Rent - Other	711.96	589.91	122.05	120.7%
Total 5100-00 · Rent	<u>817.19</u>	<u>782.41</u>	<u>34.78</u>	<u>104.4%</u>
5310-00 · Telephone				
5320-00 · Telephone	266.32	225.00	31.32	113.9%
Total 5310-00 · Telephone	<u>256.32</u>	<u>225.00</u>	<u>31.32</u>	<u>113.9%</u>
5420-00 · Mail - USPS				
5510-00 · Insurance/Bonding	0.00	50.00	-50.00	0.0%
5520-00 · Supplies				
5610-00 · Depreciation	51.53	66.66	-15.13	77.3%
5700-00 · Equipment Support & Maintenance	33.36	108.33	-74.97	30.8%
5710-00 · Taxes, Licenses & Fees	94.93	41.66	53.27	227.9%
5740-00 · Equipment Rental/Leasing	234.54	272.16	-37.62	86.2%
5800-00 · Training Seminars	892.11	0.00	892.11	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	507.81	0.00	507.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	1,514.25	3,019.00	-1,504.75	50.2%
Total 6423-00 · Membership Activities	<u>2,103.06</u>	<u>3,019.00</u>	<u>-915.94</u>	<u>69.7%</u>
6437-00 · Tuesday Morning Breakfast Club				
8600-00 · Credit Card Fees	528.00	708.33	-180.33	74.5%
8700-00 · Automobile Expenses	514.44	210.00	304.44	245.0%
8750-00 · Meals/Meetings	53.57	62.50	-8.93	85.7%
8810-00 · Dues & Subscriptions	12.00	41.66	-29.66	28.8%
	715.00	83.33	631.67	858.0%
Total Expense	<u>14,229.23</u>	<u>12,050.31</u>	<u>2,178.92</u>	<u>118.1%</u>
Net Ordinary Income	<u>-462.64</u>	<u>-3,416.98</u>	<u>2,954.34</u>	<u>13.5%</u>
Other Income/Expense				
Other Expense				
8990-00 · Allocated	4,557.08	-3,416.00	7,973.08	-133.4%
Total Other Expense	<u>4,557.08</u>	<u>-3,416.00</u>	<u>7,973.08</u>	<u>-133.4%</u>
Net Other Income	<u>-4,557.08</u>	<u>3,416.00</u>	<u>-7,973.08</u>	<u>-133.4%</u>
Net Income	<u>-5,019.72</u>	<u>-0.98</u>	<u>-5,018.74</u>	<u>512,216.3%</u>

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Accrual Basis

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,296.27	2,630.00	-333.73	87.3%
5030-00 · P/R - Health Insurance Expense	911.26	3,201.60	-2,290.34	28.5%
5040-00 · P/R - Workmans Comp	205.05	400.66	-195.61	51.2%
5060-00 · 401 (k)	449.94	1,049.00	-599.06	42.9%
5070-00 · Other Benefits and Expenses	58.50	93.41	-34.91	62.6%
5000-00 · Salaries & Wages - Other	27,595.29	35,465.00	-7,869.71	77.8%
Total 5000-00 · Salaries & Wages	31,516.31	42,839.67	-11,323.36	73.6%
5100-00 · Rent				
5110-00 · Utilities	105.64	200.00	-94.36	52.8%
5140-00 · Repairs & Maintenance	29.61	200.00	-170.39	14.8%
5150-00 · Office - Cleaning	249.31	252.00	-2.69	98.9%
5100-00 · Rent - Other	1,354.20	1,915.08	-560.88	70.7%
Total 5100-00 · Rent	1,738.76	2,567.08	-828.32	67.7%
5310-00 · Telephone				
5320-00 · Telephone	672.92	716.66	-43.74	93.9%
Total 5310-00 · Telephone	672.92	716.66	-43.74	93.9%
5420-00 · Mail - USPS				
5510-00 · Insurance/Bonding	0.00	58.33	-58.33	0.0%
5520-00 · Supplies	125.96	141.66	-15.70	88.9%
5610-00 · Depreciation	457.18	583.33	-126.15	78.4%
5700-00 · Equipment Support & Maintenance	28.76	163.25	-134.49	17.6%
5710-00 · Taxes, Licenses & Fees	1,028.94	310.66	718.28	331.2%
5740-00 · Equipment Rental/Leasing	1,269.07	666.66	602.41	190.4%
5900-00 · Professional Fees	172.01	208.33	-36.32	82.6%
5910-00 · Professional Fees - Attorneys	940.00	0.00	940.00	100.0%
5920-00 · Professional Fees - Accountant	11,170.00	0.00	11,170.00	100.0%
Total 5900-00 · Professional Fees	12,110.00	0.00	12,110.00	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00			
Total 6423-00 · Membership Activities	120.00			
6490-00 · Classified Ads				
8200-00 · Associate Relations	225.00	0.00	225.00	100.0%
8300-00 · Board Functions	836.75	50.00	786.75	1,673.5%
8700-00 · Automobile Expenses	250.00	300.00	-50.00	83.3%
8750-00 · Meals/Meetings	0.00	83.33	-83.33	0.0%
8810-00 · Dues & Subscriptions	82.46	50.00	32.46	164.9%
8810-00 · Dues & Subscriptions	0.00	440.00	-440.00	0.0%
Total Expense	50,634.12	49,178.96	1,455.16	103.0%
Net Ordinary Income	-50,634.12	-49,178.96	-1,455.16	103.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-50,634.12	-49,178.00	-1,456.12	103.0%
Total Other Expense	-50,634.12	-49,178.00	-1,456.12	103.0%
Net Other Income	50,634.12	49,178.00	1,456.12	103.0%
Net Income	0.00	-0.96	0.96	0.0%

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	943,995.00	943,995.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	32,875.55	35,922.53	-3,046.98	91.5%
4201-00 · New Member Fees	450.00	1,000.03	-550.03	45.0%
4250-00 · Revenues-Membership Activities	950.00			
4250-02 · Tourism Summit	1,755.00	9,700.00	-7,945.00	18.1%
4250-00 · Revenues-Membership Activities - Other				
Total 4250-00 · Revenues-Membership Activities	2,705.00	9,700.00	-6,995.00	27.9%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	2,400.00	-1,155.00	51.9%
4262-00 · Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
4502-00 · Non-retail VJC income	4,338.50	1,911.00	2,427.50	227.0%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
4600-00 · Commissions	6,966.00	0.00	6,966.00	100.0%
4601-00 · Commissions - South Shore	56,456.91	42,723.00	13,733.91	132.1%
4600-00 · Commissions - Other				
Total 4600-00 · Commissions	63,422.91	42,723.00	20,699.91	148.5%
46000 · Merchandise Sales	34,426.61	44,061.00	-9,634.39	78.1%
Total Income	1,084,458.57	1,084,212.56	246.01	100.0%
Gross Profit	1,084,458.57	1,084,212.56	246.01	100.0%
Expense				
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	10,644.90	6,500.06	4,144.84	163.8%
5020-00 · P/R - Tax Expense	25,804.43	27,181.20	-1,376.77	94.9%
5030-00 · P/R - Health Insurance Expense	31,455.27	41,684.90	-10,229.63	75.5%
5040-00 · P/R - Workmans Comp	976.50	3,664.40	-2,687.90	26.6%
5060-00 · 401 (k)	9,941.50	10,718.00	-776.50	92.8%
5070-00 · Other Benefits and Expenses	720.88	1,845.89	-1,125.01	39.1%
5000-00 · Salaries & Wages - Other	278,866.48	321,297.80	-42,431.32	86.8%
Total 5000-00 · Salaries & Wages	358,409.96	412,892.25	-54,482.29	86.8%
5100-00 · Rent				
5110-00 · Utilities	1,952.46	4,076.53	-2,124.07	47.9%
5140-00 · Repairs & Maintenance	166.36	1,976.81	-1,810.45	8.4%
5150-00 · Office - Cleaning	1,347.40	2,360.62	-1,013.22	57.1%
5100-00 · Rent - Other	36,733.08	36,250.02	483.06	101.3%
Total 5100-00 · Rent	40,199.30	44,663.98	-4,464.68	90.0%
5310-00 · Telephone				
5320-00 · Telephone	7,117.60	7,061.93	55.67	100.8%
Total 5310-00 · Telephone	7,117.60	7,061.93	55.67	100.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	325.22	0.00	325.22	100.0%
5420-00 · Mail - USPS - Other	0.00	740.09	-740.09	0.0%
Total 5420-00 · Mail - USPS	1,325.22	740.09	585.13	179.1%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	2,517.89	4,162.59	-1,644.70	60.5%
Total 5520-00 · Supplies	2,695.03	4,162.59	-1,467.56	64.7%
5530-00 · Visitor Communications - Other				
5610-00 · Depreciation				
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing				
5800-00 · Training Seminars				
5810-00 · Public Outreach				
5815 · Training Video Series				
5820 · Sales CRM/CMS				
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	0.00	940.00	100.0%
5920-00 · Professional Fees - Accountant	23,455.00	0.00	23,455.00	100.0%

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Total 5900-00 · Professional Fees	24,395.00	0.00	24,395.00	100.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	2,250.00	20,224.00	-17,974.00	11.1%
6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
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	17.88	0.00	17.88	100.0%
6025-00 · AFW- Postage	1,925.00	0.00	1,925.00	100.0%
6028-00 · AFW-Operations	24,349.98	0.00	24,349.98	100.0%
6023-00 · Autumn Food & Wine - Other	26,292.86	0.00	26,292.86	100.0%
Total 6023-00 · Autumn Food & Wine	26,292.86	0.00	26,292.86	100.0%
6420-00 · Sponsorship	5,411.88	0.00	5,411.88	100.0%
6421-00 · New Event Development	0.00	220,000.00	-220,000.00	0.0%
6420-00 · Sponsorship - Other	5,411.88	220,000.00	-214,588.12	2.5%
Total 6420-00 · Sponsorship	5,411.88	220,000.00	-214,588.12	2.5%
6423-00 · Membership Activities	1,227.81	0.00	1,227.81	100.0%
6432-00 · Membership - Newsletter	81.00	0.00	81.00	100.0%
6442-00 · Public Relations/Website	2,411.56	6,709.00	-4,297.44	35.9%
Total 6423-00 · Membership Activities	3,720.37	6,709.00	-2,988.63	55.5%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	2,125.03	-179.53	91.6%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
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	316,250.00	316,250.00	0.00	100.0%
6740-00 · Media/Collateral/Production	0.00	1,250.06	-1,250.06	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	0.00	41.61	100.0%
6743-00 · BACC Marketing Programs	4,743.32	0.00	4,743.32	100.0%
6743-04 · High Notes	976.80			
6743-05 · Peak Your Adventure	0.00	20,100.00	-20,100.00	0.0%
6743-00 · BACC Marketing Programs - Other	5,720.12	20,100.00	-14,379.88	28.5%
Total 6743-00 · BACC Marketing Programs	5,720.12	20,100.00	-14,379.88	28.5%
7500-00 · Trade Shows/Travel	15.00			
8100-00 · Cost of Goods Sold	-0.44	0.00	-0.44	100.0%
52500 · Purchase Discounts	264.51	0.00	264.51	100.0%
51100 · Freight and Shipping Costs	237.83	0.00	237.83	100.0%
59900 · POS Inventory Adjustments	16,983.36	23,632.00	-6,648.64	71.9%
Total 8100-00 · Cost of Goods Sold	17,485.26	23,632.00	-6,146.74	74.0%
8200-00 · Associate Relations	1,495.00	150.00	1,345.00	996.7%
8300-00 · Board Functions	328.95	900.00	-571.05	36.6%
8500-00 · Credit Card Fees	1,871.03	1,530.00	341.03	122.3%
8700-00 · Automobile Expenses	1,247.46	1,982.62	-735.16	62.9%
8750-00 · Meals/Meetings	941.74	1,525.21	-583.47	61.7%
8810-00 · Dues & Subscriptions	4,566.48	2,710.09	1,856.39	168.5%
8910-00 · Travel	4,308.49	3,224.62	1,083.87	133.6%
Total Expense	857,588.02	1,167,856.99	-310,268.97	73.4%
Net Ordinary Income	226,870.55	-83,644.43	310,514.98	-271.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	-82,784.00	82,784.00	0.0%
Total Other Expense	0.00	-82,784.00	82,784.00	0.0%
Net Other Income	0.00	82,784.00	-82,784.00	0.0%
Net Income	226,870.55	-860.43	227,730.98	-26,367.1%

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Accrual Basis

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

11 - Marketing

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	666,420.00	666,420.00	0.00	100.0%
Total Income	666,420.00	666,420.00	0.00	100.0%
Gross Profit		666,420.00	666,420.00	0.00
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	2,750.00	9,166.68	-6,416.68	30.0%
5020-00 · P/R - Tax Expense	5,716.56	6,484.80	-768.24	88.2%
5030-00 · P/R - Health Insurance Expense	10,647.78	11,947.20	-1,299.42	89.1%
5040-00 · P/R - Workmans Comp	234.36	326.25	-91.89	71.8%
5060-00 · 401 (k)	2,579.75	2,277.80	301.95	113.3%
5070-00 · Other Benefits and Expenses	242.12	677.53	-435.41	35.7%
5000-00 · Salaries & Wages - Other	66,534.60	79,092.60	-12,558.00	84.1%
Total 5000-00 · Salaries & Wages	88,705.17	109,972.86	-21,267.69	80.7%
5100-00 · Rent				
5110-00 · Utilities	303.11	525.00	-221.89	57.7%
5140-00 · Repairs & Maintenance	0.00	375.00	-375.00	0.0%
5150-00 · Office - Cleaning	376.92	756.00	-379.08	49.9%
5100-00 · Rent - Other	5,656.77	4,955.06	701.71	114.2%
Total 5100-00 · Rent	6,336.80	6,611.06	-274.26	95.9%
5310-00 · Telephone				
5320-00 · Telephone	1,350.09	1,325.06	25.03	101.9%
Total 5310-00 · Telephone	1,350.09	1,325.06	25.03	101.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	0.00	187.50	-187.50	0.0%
Total 5420-00 · Mail - USPS	100.00	187.50	-87.50	53.3%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	659.51	750.00	-90.49	87.9%
Total 5520-00 · Supplies	836.65	750.00	86.65	111.6%
5610-00 · Depreciation				
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing				
5800-00 · Training Seminars				
5815 · Training Video Series				
5820 · Sales CRM/CMS				
5941-00 · Research & Planning				
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				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	24,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	26,292.86	0.00	26,292.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	0.00	5,411.88	100.0%
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	5,411.88	220,000.00	-214,588.12	2.5%
6490-00 · Classified Ads				
6600-00 · Promotions/Giveaways				
6701-00 · Market Study Reports/Research				

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
6730-00 · Marketing Cooperative/Media	288,749.99	288,749.99	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	0.00	41.61	100.0%
6743-00 · BACC Marketing Programs	4,743.32	0.00	4,743.32	100.0%
6743-04 · High Notes	976.80			
6743-05 · Peak Your Adventure	0.00	20,100.00	-20,100.00	0.0%
6743-00 · BACC Marketing Programs - Other				
Total 6743-00 · BACC Marketing Programs	5,720.12	20,100.00	-14,379.88	28.5%
7500-00 · Trade Shows/Travel	15.00			
8200-00 · Associate Relations	221.49	0.00	221.49	100.0%
8700-00 · Automobile Expenses	348.03	500.06	-152.03	69.6%
8750-00 · Meals/Meetings	686.27	875.06	-188.79	78.4%
8810-00 · Dues & Subscriptions	1,338.82	1,250.06	88.76	107.1%
8910-00 · Travel	4,308.49	2,000.06	2,308.43	215.4%
Total Expense	443,540.15	715,869.64	-272,329.49	62.0%
Net Ordinary Income	222,879.85	-49,449.64	272,329.49	-450.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	54,173.00	-46,088.00	100,261.00	-117.5%
Total Other Expense	54,173.00	-46,088.00	100,261.00	-117.5%
Net Other Income	-54,173.00	46,088.00	-100,261.00	-117.5%
Net Income	168,706.85	-3,361.64	172,068.49	-5,018.6%

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Accrual Basis

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

30 - Conference

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	72,399.00	72,399.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	2,475.00	1,922.53	552.47	128.7%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commissions - Other	56,456.91	42,723.00	13,733.91	132.1%
Total 4600-00 · Commissions	63,422.91	42,723.00	20,699.91	148.5%
Total Income	138,296.91	117,044.53	21,252.38	118.2%
Gross Profit	138,296.91	117,044.53	21,252.38	118.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	10,644.90	6,500.06	4,144.84	163.8%
5020-00 · P/R - Tax Expense	4,455.71	3,789.40	666.31	117.6%
5030-00 · P/R - Health Insurance Expense	4,185.99	4,137.40	48.59	101.2%
5040-00 · P/R - Workmans Comp	166.01	225.00	-58.99	73.8%
5060-00 · 401 (k)	2,371.61	2,089.80	281.81	113.5%
5070-00 · Other Benefits and Expenses	125.94	111.56	14.38	112.9%
5000-00 · Salaries & Wages - Other	39,912.69	46,132.00	-6,219.31	86.5%
Total 5000-00 · Salaries & Wages	61,862.85	62,985.22	-1,122.37	98.2%
5100-00 · Rent				
5110-00 · Utilities	152.73	262.50	-109.77	58.2%
5140-00 · Repairs & Maintenance	0.00	195.00	-195.00	0.0%
5150-00 · Office - Cleaning	188.47	378.00	-189.53	49.9%
5100-00 · Rent - Other	2,708.40	2,477.53	230.87	109.3%
Total 5100-00 · Rent	3,049.60	3,313.03	-263.43	92.0%
5310-00 · Telephone				
5320-00 · Telephone	702.04	768.00	-65.96	91.4%
Total 5310-00 · Telephone	702.04	768.00	-65.96	91.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	0.00	52.50	-52.50	0.0%
Total 5420-00 · Mail - USPS	100.00	52.50	47.50	190.5%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5610-00 · Depreciation	44.88	254.81	-209.93	17.6%
5700-00 · Equipment Support & Maintenance	388.67	414.00	-25.33	93.9%
5710-00 · Taxes, Licenses & Fees	154.27	50.06	104.21	308.2%
5740-00 · Equipment Rental/Leasing	418.41	500.06	-81.65	83.7%
6730-00 · Marketing Cooperative/Media	27,500.01	27,500.01	0.00	100.0%
8700-00 · Automobile Expenses	147.96	100.03	47.93	147.9%
8750-00 · Meals/Meetings	0.00	100.03	-100.03	0.0%
8810-00 · Dues & Subscriptions	340.00	100.00	240.00	340.0%
Total Expense	95,049.31	96,700.25	-1,650.94	98.3%
Net Ordinary Income	43,247.60	20,344.28	22,903.32	212.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	17,846.00	-5,431.36	69.6%
Total Other Expense	12,414.64	17,846.00	-5,431.36	69.6%
Net Other Income	-12,414.64	-17,846.00	5,431.36	69.6%
Net Income	30,832.96	2,498.28	28,334.68	1,234.2%

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	66,054.00	66,054.00	0.00	100.0%
Total Income	66,054.00	66,054.00	0.00	100.0%
Gross Profit	66,054.00	66,054.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.79	2,271.80	-471.01	79.3%
5030-00 · P/R - Health Insurance Expense	930.74	1,607.80	-677.06	57.9%
5040-00 · P/R - Workmans Comp	58.59	516.00	-457.41	11.4%
5060-00 · 401 (k)	891.19	1,080.20	-189.01	82.5%
5070-00 · Other Benefits and Expenses	20.37	188.40	-168.03	10.8%
5000-00 · Salaries & Wages - Other	20,546.02	23,097.80	-2,551.78	89.0%
Total 5000-00 · Salaries & Wages	24,247.70	28,762.00	-4,514.30	84.3%
5100-00 · Rent				
5110-00 · Utilities	67.59	251.53	-183.94	26.9%
5140-00 · Repairs & Maintenance	0.00	114.28	-114.28	0.0%
5150-00 · Office - Cleaning	75.39	50.06	25.33	150.6%
5100-00 · Rent - Other	1,083.36	1,849.03	-765.67	58.6%
Total 5100-00 · Rent	1,226.34	2,264.90	-1,038.56	54.1%
5310-00 · Telephone				
5320-00 · Telephone	612.45	318.75	293.70	192.1%
Total 5310-00 · Telephone	612.45	318.75	293.70	192.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	25.00	-25.00	0.0%
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				
5520-00 · Supplies	44.96	75.00	-30.04	59.9%
	22.37	75.00	-52.63	29.8%
5610-00 · Depreciation				
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing				
5810-00 · Public Outreach				
5940-00 · Research & Planning Membership				
5941-00 · Research & Planning				
8700-00 · Automobile Expenses				
8750-00 · Meals/Meetings				
Total Expense	31,108.63	43,049.21	-11,940.58	72.3%
Net Ordinary Income	34,945.37	23,004.79	11,940.58	151.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	23,002.00	-10,587.36	54.0%
Total Other Expense	12,414.64	23,002.00	-10,587.36	54.0%
Net Other Income	-12,414.64	-23,002.00	10,587.36	54.0%
Net Income	22,530.73	2.79	22,527.94	807,553.0%

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Accrual Basis

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

42 - VIC

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	83,481.00	83,481.00	0.00	100.0%
4502-00 · Non-retail VIC Income	4,338.50	1,911.00	2,427.50	227.0%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 · Merchandise Sales	34,426.61	44,061.00	-9,634.39	78.1%
Total Income	122,246.11	130,953.00	-8,706.89	93.4%
Gross Profit	122,246.11	130,953.00	-8,706.89	93.4%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	5,781.95	4,140.00	1,641.95	139.7%
5030-00 · P/R - Health Insurance Expense	6,104.58	6,859.50	-754.92	89.0%
5040-00 · P/R - Workmans Comp	185.54	627.00	-441.46	29.6%
5060-00 · 401 (k)	2,114.05	1,566.00	548.05	135.0%
5070-00 · Other Benefits and Expenses	175.94	151.78	24.16	115.9%
5000-00 · Salaries & Wages - Other	54,357.38	45,332.00	9,025.38	119.9%
Total 5000-00 · Salaries & Wages	68,719.44	58,676.28	10,043.16	117.1%
5100-00 · Rent				
5110-00 · Utilities	1,015.22	1,875.00	-859.78	54.1%
5140-00 · Repairs & Maintenance	112.04	452.53	-340.49	24.8%
5150-00 · Office - Cleaning	94.23	0.00	94.23	100.0%
5100-00 · Rent - Other	19,338.71	17,696.53	1,642.18	109.3%
Total 5100-00 · Rent	20,560.20	20,024.06	536.14	102.7%
5310-00 · Telephone				
5320-00 · Telephone	920.72	875.06	45.66	105.2%
Total 5310-00 · Telephone	920.72	875.06	45.66	105.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	325.22	100.0%
5480-00 · Mail - Fed Ex	325.22	125.06	-125.06	0.0%
5420-00 · Mail - USPS - Other	0.00	125.06	250.16	300.0%
Total 5420-00 · Mail - USPS	375.22	125.06	250.16	300.0%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	374.65	500.06	-125.41	74.9%
	563.97	1,000.03	-436.06	56.4%
5530-00 · Visitor Communications - Other				
5610-00 · Depreciation	-109.00	200.00	-309.00	-54.5%
5700-00 · Equipment Support & Maintenance	44.88	254.81	-209.93	17.6%
5710-00 · Taxes, Licenses & Fees	897.73	525.00	372.73	171.0%
5740-00 · Equipment Rental/Leasing	354.26	75.00	279.26	472.3%
5800-00 · Training Seminars	1,255.30	1,482.00	-226.70	84.7%
6740-00 · Media/Collateral/Production	0.00	2,000.00	-2,000.00	0.0%
	0.00	1,250.06	-1,250.06	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	264.51	0.00	264.51	100.0%
59900 · POS Inventory Adjustments	237.83	0.00	237.83	100.0%
8100-00 · Cost of Goods Sold - Other	16,983.36	23,632.00	-6,648.64	71.9%
Total 8100-00 · Cost of Goods Sold	17,485.26	23,632.00	-6,146.74	74.0%
8200-00 · Associate Relations				
8500-00 · Credit Card Fees	436.76	0.00	436.76	100.0%
8700-00 · Automobile Expenses	171.25	900.00	-728.75	19.0%
8750-00 · Meals/Meetings	190.30	300.00	-109.70	63.4%
8810-00 · Dues & Subscriptions	125.01	100.03	24.98	125.0%
8910-00 · Travel	99.98	400.00	-300.02	25.0%
	0.00	1,224.56	-1,224.56	0.0%
Total Expense	112,465.93	113,544.01	-1,078.08	99.1%
Net Ordinary Income	9,780.18	17,408.99	-7,628.81	56.2%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
8990-00 • Allocated	11,286.05	17,409.00	-6,122.95	64.8%
Total Other Expense	11,286.05	17,409.00	-6,122.95	64.8%
Net Other Income	-11,286.05	-17,409.00	6,122.95	64.8%
Net Income	-1,505.87	-0.01	-1,505.86	15,058,700.0%

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	55,641.00	55,641.00	0.00	100.0%
Total Income	55,641.00	55,641.00	0.00	100.0%
Gross Profit	55,641.00	55,641.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.81	2,347.40	-546.59	76.7%
5030-00 · P/R - Health Insurance Expense	930.73	1,553.40	-622.67	59.9%
5040-00 · P/R - Workmans Comp	58.59	500.06	-441.47	11.7%
5060-00 · 401 (k)	891.19	1,082.40	-191.21	82.3%
5070-00 · Other Benefits and Expenses	20.34	172.50	-152.16	11.8%
5000-00 · Salaries & Wages - Other	20,546.01	23,097.80	-2,551.79	89.0%
Total 5000-00 · Salaries & Wages	24,247.67	28,753.56	-4,505.89	84.3%
5100-00 · Rent				
5110-00 · Utilities	67.59	375.00	-307.41	18.0%
5140-00 · Repairs & Maintenance	0.00	120.00	-120.00	0.0%
5150-00 · Office - Cleaning	75.39	150.56	-75.17	50.1%
5100-00 · Rent - Other	1,083.36	1,756.78	-673.42	61.7%
Total 5100-00 · Rent	1,226.34	2,402.34	-1,176.00	51.0%
5310-00 · Telephone				
5320-00 · Telephone	612.45	950.00	-337.55	64.5%
Total 5310-00 · Telephone	612.45	950.00	-337.55	64.5%
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	44.96	75.00	-30.04	59.9%
5520-00 · Supplies	22.37	75.00	-52.63	29.8%
5610-00 · Depreciation	27.63	103.50	-75.87	26.7%
5700-00 · Equipment Support & Maintenance	72.00	165.00	-93.00	43.6%
5710-00 · Taxes, Licenses & Fees	94.93	93.00	1.93	102.1%
5740-00 · Equipment Rental/Leasing	365.11	638.06	-272.95	57.2%
5941-00 · Research & Planning	1,125.00	4,854.00	-3,729.00	23.2%
8700-00 · Automobile Expenses	184.14	345.00	-160.86	53.4%
8750-00 · Meals/Meetings	0.00	100.03	-100.03	0.0%
Total Expense	28,072.60	38,579.49	-10,506.89	72.8%
Net Ordinary Income	27,568.40	17,061.51	10,506.89	161.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	17,064.00	-4,649.36	72.8%
Total Other Expense	12,414.64	17,064.00	-4,649.36	72.8%
Net Other Income	-12,414.64	-17,064.00	4,649.36	72.8%
Net Income	15,153.76	-2.49	15,156.25	-608,584.7%

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	30,400.55	34,000.00	-3,599.45	89.4%
4201-00 · New Member Fees	450.00	1,000.03	-550.03	45.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	950.00	9,700.00	-7,945.00	18.1%
4250-00 · Revenues-Membership Activities - Other	1,755.00			
Total 4250-00 · Revenues-Membership Activities	2,705.00	9,700.00	-6,995.00	27.9%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	2,400.00	-1,155.00	51.9%
4252-00 · Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
Total Income	35,800.55	48,100.03	-12,299.48	74.4%
Gross Profit	35,800.55	48,100.03	-12,299.48	74.4%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-9,166.68	6,416.68	30.0%
5020-00 · P/R - Tax Expense	1,498.76	2,011.40	-512.64	74.5%
5030-00 · P/R - Health Insurance Expense	3,795.61	4,724.40	-928.79	80.3%
5040-00 · P/R - Workmans Comp	68.36	268.03	-199.67	25.5%
5060-00 · 401 (k)	59.43	174.60	-115.17	34.0%
5070-00 · Other Benefits and Expenses	35.67	263.81	-228.14	13.5%
5000-00 · Salaries & Wages - Other	17,681.73	21,794.80	-4,113.07	81.1%
Total 5000-00 · Salaries & Wages	20,389.56	20,070.36	319.20	101.6%
5100-00 · Rent				
5110-00 · Utilities	104.35	187.50	-83.15	55.7%
5140-00 · Repairs & Maintenance	0.00	120.00	-120.00	0.0%
5150-00 · Office - Cleaning	131.92	270.00	-138.08	48.9%
5100-00 · Rent - Other	2,055.88	1,769.81	286.07	116.2%
Total 5100-00 · Rent	2,292.15	2,347.31	-55.16	97.7%
5310-00 · Telephone				
5320-00 · Telephone	765.04	675.00	90.04	113.3%
Total 5310-00 · Telephone	765.04	675.00	90.04	113.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00	150.00	-150.00	0.0%
5420-00 · Mail - USPS - Other	0.00			
Total 5420-00 · Mail - USPS	400.00	150.00	250.00	266.7%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5610-00 · Depreciation				
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing				
5800-00 · Training Seminars				
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,107.81	0.00	1,107.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	2,411.56	6,709.00	-4,297.44	35.9%
Total 6423-00 · Membership Activities	3,600.37	6,709.00	-3,108.63	53.7%
6437-00 · Tuesday Morning Breakfast Club				
8500-00 · Credit Card Fees	1,945.50	2,125.03	-179.53	91.6%
8700-00 · Automobile Expenses	1,699.78	630.00	1,069.78	269.8%
8750-00 · Meals/Meetings	192.89	187.50	5.39	102.9%
8810-00 · Dues & Subscriptions	12.00	125.06	-113.06	9.6%
	1,035.00	250.03	784.97	414.0%
Total Expense	34,490.98	36,534.03	-2,043.05	94.4%
Net Ordinary Income	1,309.57	11,566.00	-10,256.43	11.3%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
8990-00 - Allocated	10,157.45	11,566.00	-1,408.55	87.8%
Total Other Expense	10,157.45	11,566.00	-1,408.55	87.8%
Net Other Income	-10,157.45	-11,566.00	1,408.55	87.8%
Net Income	-8,847.88	0.00	-8,847.88	100.0%

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Accrual Basis

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				77.4%
5020-00 · P/R - Tax Expense	4,749.85	6,136.40	-1,386.55	44.8%
5030-00 · P/R - Health Insurance Expense	4,859.84	10,855.20	-5,995.36	17.1%
5040-00 · P/R - Workmans Comp	205.05	1,202.06	-997.01	42.3%
5060-00 · 401 (k)	1,034.28	2,447.20	-1,412.92	35.9%
5070-00 · Other Benefits and Expenses	100.50	280.31	-179.81	71.6%
5000-00 · Salaries & Wages - Other	59,288.05	82,750.80	-23,462.75	
Total 5000-00 · Salaries & Wages	70,237.57	103,671.97	-33,434.40	67.7%
5100-00 · Rent				40.3%
5110-00 · Utilities	241.87	600.00	-358.13	9.1%
5140-00 · Repairs & Maintenance	54.32	600.00	-545.68	53.6%
5150-00 · Office - Cleaning	405.08	756.00	-350.92	83.7%
5100-00 · Rent - Other	4,806.60	5,745.28	-938.68	
Total 5100-00 · Rent	5,507.87	7,701.28	-2,193.41	71.5%
5310-00 · Telephone				100.2%
5320-00 · Telephone	2,154.81	2,150.06	4.75	
Total 5310-00 · Telephone	2,154.81	2,150.06	4.75	100.2%
5420-00 · Mail - USPS				100.0%
5470-00 · Mail - UPS	250.00	0.00	250.00	0.0%
5420-00 · Mail - USPS - Other	0.00	175.03	-175.03	
Total 5420-00 · Mail - USPS	250.00	175.03	74.97	142.8%
5510-00 · Insurance/Bonding				77.6%
5520-00 · Supplies				62.4%
5610-00 · Depreciation	329.67	425.06	-95.39	
5700-00 · Equipment Support & Maintenance	1,091.73	1,750.03	-658.30	
5710-00 · Taxes, Licenses & Fees	86.28	489.75	-403.47	17.6%
5740-00 · Equipment Rental/Leasing	1,758.94	932.06	826.88	188.7%
5800-00 · Training Seminars	3,171.49	2,000.06	1,171.43	158.6%
5900-00 · Professional Fees	531.22	625.03	-93.81	85.0%
5910-00 · Professional Fees - Attorneys	0.00	1,500.00	-1,500.00	0.0%
5920-00 · Professional Fees - Accountant	940.00	0.00	940.00	100.0%
Total 5900-00 · Professional Fees	23,455.00	0.00	23,455.00	100.0%
6423-00 · Membership Activities				100.0%
6432-00 · Membership - Newsletter	120.00			
Total 6423-00 · Membership Activities	120.00			
6490-00 · Classified Ads				100.0%
8200-00 · Associate Relations				557.8%
8300-00 · Board Functions				36.6%
8700-00 · Automobile Expenses				0.0%
8750-00 · Meals/Meetings				55.0%
8810-00 · Dues & Subscriptions				246.9%
Total Expense	112,860.42	123,580.36	-10,719.94	91.3%
Net Ordinary Income	-112,860.42	-123,580.36	10,719.94	91.3%
Other Income/Expense				
Other Expense				91.3%
8990-00 · Allocated	-112,860.42	-123,583.00	10,722.58	
Total Other Expense	-112,860.42	-123,583.00	10,722.58	91.3%
Net Other Income	0.00	123,583.00	-10,722.58	91.3%
Net Income	0.00	2.64	-2.64	0.0%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

All Depts

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	943,995.00	814,010.00	129,985.00	16.0%
4200-00 · Membership Ann/Conf Dues	32,875.55	53,526.08	-20,650.53	-38.6%
4201-00 · New Member Fees	450.00	300.00	150.00	50.0%
4250-00 · Revenues-Membership Activities	950.00	0.00	950.00	100.0%
4250-02 · Tourism Summit	1,755.00	5,778.43	-4,023.43	-69.6%
4250-00 · Revenues-Membership Activities - Other				
Total 4250-00 · Revenues-Membership Activities	2,705.00	5,778.43	-3,073.43	-53.2%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	1,560.00	-315.00	-20.2%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
4350-00 · Special Events (Marketing)	0.00	1,168.80	-1,168.80	-100.0%
4502-00 · Non-retail VIC Income	4,338.50	3,075.00	1,263.50	41.1%
4600-00 · Commissions	6,966.00	-2,265.80	9,231.80	407.4%
4601-00 · Commissions - South Shore	56,456.91	83,184.04	-26,727.13	-32.1%
4600-00 · Commissions - Other				
Total 4600-00 · Commissions	63,422.91	80,918.24	-17,495.33	-21.6%
46000 · Merchandise Sales	34,426.61	34,088.25	338.36	1.0%
Total Income	1,084,458.57	994,924.80	89,533.77	9.0%
1,084,458.57	994,924.80	89,533.77	9.0%	
Gross Profit				
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	10,644.90	3,352.42	7,292.48	217.5%
5020-00 · P/R - Tax Expense	25,804.43	18,208.56	7,595.87	41.7%
5030-00 · P/R - Health Insurance Expense	31,455.27	33,599.52	-2,144.25	-6.4%
5040-00 · P/R - Workmans Comp	976.50	683.10	293.40	43.0%
5060-00 · 401 (K)	9,941.50	10,266.00	-324.50	-3.2%
5070-00 · Other Benefits and Expenses	720.88	2,516.90	-1,796.02	-71.4%
5000-00 · Salaries & Wages - Other				
Total 5000-00 · Salaries & Wages	278,866.48	226,506.90	52,359.58	23.1%
358,409.96	295,133.40	63,276.56		21.4%
5100-00 · Rent				
5110-00 · Utilities	1,952.46	3,125.28	-1,172.82	-37.5%
5140-00 · Repairs & Maintenance	166.36	400.00	-233.64	-58.4%
5150-00 · Office - Cleaning	1,347.40	1,770.00	-422.60	-23.9%
5100-00 · Rent - Other				
Total 5100-00 · Rent	36,733.08	34,495.92	2,237.16	6.5%
40,199.30	39,791.20	408.10		1.0%
5310-00 · Telephone				
5320-00 · Telephone	7,117.60	7,374.62	-257.02	-3.5%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	7,117.60	7,544.62	-427.02	-5.7%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	325.22	552.45	-227.23	-41.1%
5420-00 · Mail - USPS - Other				
Total 5420-00 · Mail - USPS	0.00	417.94	-417.94	-100.0%
1,325.22	970.39	354.83		36.6%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	2,179.64	-2,002.50	-91.9%
5520-00 · Supplies - Other				
Total 5520-00 · Supplies	2,517.89	3,254.49	-736.60	-22.6%
2,695.03	5,434.13	-2,739.10		-50.4%
5530-00 · Visitor Communications - Other				
-109.00	0.00	-109.00		-100.0%
345.21	1,556.40	-1,211.19		-77.8%
5610-00 · Depreciation				

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

All Depts

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
5700-00 · Equipment Support & Maintenance	3,820.92	1,354.24	2,466.68	182.1%
5710-00 · Taxes, Licenses & Fees	4,274.48	2,461.51	1,812.97	73.7%
5740-00 · Equipment Rental/Leasing	4,171.84	4,981.13	-809.29	-16.3%
5800-00 · Training Seminars	2,193.72	1,249.12	944.60	75.6%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,199.75	0.00	2,199.75	100.0%
5900-00 · Professional Fees	940.00	2,220.00	-1,280.00	-57.7%
5910-00 · Professional Fees - Attorneys	23,455.00	2,840.00	20,615.00	725.9%
5920-00 · Professional Fees - Accountant	24,395.00	5,060.00	19,335.00	382.1%
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	2,250.00	7,559.00	-5,309.00	-70.2%
5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.0%
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%
6020-00 · Programs	0.00	500.00	-500.00	-100.0%
6016-00 · Community Marketing Programs	0.00	500.00	-500.00	-100.0%
Total 6020-00 · Programs	0.00	0.00	0.00	0.0%
6023-00 · Autumn Food & Wine	17.88	17.69	0.19	1.1%
6025-00 · AFW- Postage	1,925.00	0.00	1,925.00	100.0%
6028-00 · AFW-Operations	24,349.98	-49,851.18	74,201.16	148.9%
6023-00 · Autumn Food & Wine - Other	26,292.86	-49,833.49	76,126.35	152.8%
Total 6023-00 · Autumn Food & Wine	0.00	0.00	0.00	0.0%
6420-00 · Sponsorship	5,411.88	0.00	5,411.88	100.0%
6421-00 · New Event Development	0.00	237,847.35	-237,847.35	-100.0%
6422-00 · IronMan Lake Tahoe	0.00	5,542.32	-5,542.32	-100.0%
6427-00 · USA Cycling	0.00	4,125.00	-4,125.00	-100.0%
6420-00 · Sponsorship - Other	5,411.88	247,514.67	-242,102.79	-97.8%
Total 6420-00 · Sponsorship	0.00	0.00	0.00	0.0%
6423-00 · Membership Activities	1,227.81	775.00	452.81	58.4%
6432-00 · Membership - Newsletter	0.00	64.83	-64.83	-100.0%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	54.09	-54.09	-100.0%
6441-00 · Membership - Miscellaneous Exp	81.00	1,582.50	-1,501.50	-94.9%
6442-00 · Public Relations/Website	0.00	1,242.42	-1,242.42	-100.0%
6443-00 · Membership - Bridal Faire	2,411.56	4,096.52	-1,684.96	-41.1%
6423-00 · Membership Activities - Other	3,720.37	7,815.36	-4,094.99	-52.4%
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.0%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	1,394.00	551.50	39.6%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	317.47	272.15	45.32	16.7%
6730-00 · Marketing Cooperative/Media	316,250.00	242,500.00	73,750.00	30.4%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	2,099.41	-2,057.80	-98.0%
6743-00 · BACC Marketing Programs	0.00	4,231.39	-4,231.39	-100.0%
6743-01 · Shop Local	4,743.32	16,000.00	-11,256.68	-70.4%
6743-04 · High Notes	976.80	0.00	976.80	100.0%
6743-05 · Peak Your Adventure	5,720.12	20,231.39	-14,511.27	-71.7%
Total 6743-00 · BACC Marketing Programs	15.00	0.00	15.00	100.0%
7500-00 · Trade Shows/Travel	-0.44	-7.22	6.78	93.9%
8100-00 · Cost of Goods Sold	264.51	340.79	-76.28	-22.4%
52500 · Purchase Discounts	237.83	-394.60	632.43	160.3%
51100 · Freight and Shipping Costs	16,983.36	16,412.23	571.13	3.5%
59900 · POS Inventory Adjustments				
8100-00 · Cost of Goods Sold - Other				

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

All Depts

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Total 8100-00 · Cost of Goods Sold	17,485.26	16,351.20	1,134.06	6.9%
8200-00 · Associate Relations	1,495.00	814.33	680.67	83.6%
8300-00 · Board Functions	328.95	271.35	57.60	21.2%
8500-00 · Credit Card Fees	1,871.03	1,691.32	179.71	10.6%
8700-00 · Automobile Expenses	1,247.46	2,496.76	-1,249.30	-50.0%
8750-00 · Meals/Meetings	941.74	1,028.14	-86.40	-8.4%
8810-00 · Dues & Subscriptions	4,566.48	2,474.68	2,091.80	84.5%
8910-00 · Travel	4,308.49	2,315.52	1,992.97	86.1%
8930-00 · Prior Period Adjustments	0.00	-7,080.12	7,080.12	100.0%
Total Expense	857,588.02	866,832.45	-9,244.43	-1.1%
Net Ordinary Income	226,870.55	128,092.35	98,778.20	77.1%
Other Income/Expense				
Other Expense	0.00	0.00	0.00	0.0%
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	226,870.55	128,092.35	98,778.20	77.1%
Net Income	226,870.55	128,092.35	98,778.20	77.1%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

11 - Marketing

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	666,420.00	551,168.00	115,252.00	20.9%
0.00	1,168.80	-1,168.80		-100.0%
4350-00 · Special Events (Marketing)	666,420.00	552,336.80	114,083.20	20.7%
Total Income	666,420.00	552,336.80	114,083.20	20.7%
Gross Profit				
Expense				
5000-00 · Salaries & Wages	2,750.00	3,624.99	-874.99	-24.1%
5000-01 · In-Market Administration	5,716.56	3,517.75	2,198.81	62.5%
5020-00 · P/R - Tax Expense	10,647.78	7,492.53	3,155.25	42.1%
5030-00 · P/R - Health Insurance Expense	234.36	61.48	172.88	281.2%
5040-00 · P/R - Workmans Comp	2,579.75	1,564.51	1,015.24	64.9%
5060-00 · 401 (k)	242.12	892.47	-650.35	-72.9%
5070-00 · Other Benefits and Expenses	66,534.60	46,670.10	19,864.50	42.6%
5000-00 · Salaries & Wages - Other				
Total 5000-00 · Salaries & Wages	88,705.17	63,823.83	24,881.34	39.0%
5100-00 · Rent	303.11	520.18	-217.07	-41.7%
5110-00 · Utilities	0.00	100.00	-100.00	-100.0%
5140-00 · Repairs & Maintenance	376.92	329.00	47.92	14.6%
5150-00 · Office - Cleaning	5,656.77	4,698.15	958.62	20.4%
5100-00 · Rent - Other				
Total 5100-00 · Rent	6,336.80	5,647.33	689.47	12.2%
5310-00 · Telephone	1,350.09	1,750.36	-400.27	-22.9%
5320-00 · Telephone	0.00	170.00	-170.00	-100.0%
5350-00 · Internet				
Total 5310-00 · Telephone	1,350.09	1,920.36	-570.27	-29.7%
5420-00 · Mail - USPS	100.00	0.00	100.00	100.0%
5470-00 · Mail - UPS	0.00	442.68	-442.68	-100.0%
5480-00 · Mail - Fed Ex	0.00	5.53	-5.53	-100.0%
5420-00 · Mail - USPS - Other				
Total 5420-00 · Mail - USPS	100.00	448.21	-348.21	-77.7%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	177.14	2,084.65	-1,907.51	-91.5%
5525-00 · Supplies- Computer <\$1000	659.51	798.51	-139.00	-17.4%
5520-00 · Supplies - Other				
Total 5520-00 · Supplies	836.65	2,883.16	-2,046.51	-71.0%
5610-00 · Depreciation	86.28	389.13	-302.85	-77.8%
5700-00 · Equipment Support & Maintenance	505.58	-89.00	594.58	668.1%
5710-00 · Taxes, Licenses & Fees	309.67	262.15	47.52	18.1%
5740-00 · Equipment Rental/Leasing	455.59	514.19	-58.60	-11.4%
5800-00 · Training Seminars	1,301.61	0.00	1,301.61	100.0%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,199.75	0.00	2,199.75	100.0%
6020-00 · Programs	0.00	500.00	-500.00	-100.0%
6016-00 · Community Marketing Programs	0.00	500.00	-500.00	-100.0%
Total 6020-00 · Programs				
6023-00 · Autumn Food & Wine	17.88	17.69	0.19	1.1%
6025-00 · AFW- Postage	1,925.00	0.00	1,925.00	100.0%
6028-00 · AFW-Operations	24,349.98	-49,851.18	74,201.16	148.9%
6023-00 · Autumn Food & Wine - Other				
Total 6023-00 · Autumn Food & Wine	26,292.86	-49,833.49	76,126.35	152.8%
6420-00 · Sponsorship	5,411.88	0.00	5,411.88	100.0%
6421-00 · New Event Development				

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
11 - Marketing**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
6422-00 · IronMan Lake Tahoe	0.00	237,847.35	-237,847.35	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6420-00 · Sponsorship - Other	0.00	4,125.00	-4,125.00	-100.0%
	<hr/>	<hr/>	<hr/>	<hr/>
Total 6420-00 · Sponsorship	5,411.88	247,514.67	-242,102.79	-97.8%
6490-00 · Classified Ads	50.00	0.00	50.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	317.47	272.15	45.32	16.7%
6730-00 · Marketing Cooperative/Media	288,749.99	213,100.00	75,649.99	35.5%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	1,949.41	-1,907.80	-97.9%
6743-00 · BACC Marketing Programs	0.00	4,231.39	-4,231.39	-100.0%
6743-01 · Shop Local	4,743.32	16,000.00	-11,256.68	-70.4%
6743-04 · High Notes	976.80	0.00	976.80	100.0%
6743-05 · Peak Your Adventure	<hr/>	<hr/>	<hr/>	<hr/>
Total 6743-00 · BACC Marketing Programs	5,720.12	20,231.39	-14,511.27	-71.7%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8200-00 · Associate Relations	221.49	151.19	70.30	46.5%
8700-00 · Automobile Expenses	348.03	320.05	27.98	8.7%
8750-00 · Meals/Meetings	686.27	628.66	57.61	9.2%
8810-00 · Dues & Subscriptions	1,338.82	1,369.76	-30.94	-2.3%
8910-00 · Travel	4,308.49	10.00	4,298.49	42,984.9%
8930-00 · Prior Period Adjustments	0.00	6,489.85	-6,489.85	-100.0%
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Total Expense	443,540.15	518,670.32	-75,130.17	-14.5%
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Net Ordinary Income	222,879.85	33,666.48	189,213.37	562.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	54,173.00	47,830.76	6,342.24	13.3%
Total Other Expense	54,173.00	47,830.76	6,342.24	13.3%
Net Other Income	-54,173.00	-47,830.76	-6,342.24	-13.3%
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Net Income	168,706.85	-14,164.28	182,871.13	1,291.1%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

30 - Conference

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	72,399.00	83,436.00	-11,037.00	-13.2%
4200-00 · Membership Ann/Conf Dues	2,475.00	0.00	2,475.00	100.0%
Commissions				
4600-00 · Commissions	6,966.00	-2,265.80	9,231.80	407.4%
4601-00 · Commissions - South Shore	56,456.91	83,184.04	-26,727.13	-32.1%
4600-00 · Commissions - Other	63,422.91	80,918.24	-17,495.33	-21.6%
Total 4600-00 · Commissions	138,296.91	164,354.24	-26,057.33	-15.9%
Total Income	138,296.91	164,354.24	-26,057.33	-15.9%
Gross Profit				
Expense				
5000-00 · Salaries & Wages	10,644.90	3,352.42	7,292.48	217.5%
5010-00 · Sales Commissions	4,455.71	2,943.72	1,511.99	51.4%
5020-00 · P/R - Tax Expense	4,185.99	4,035.30	150.69	3.7%
5030-00 · P/R - Health Insurance Expense	166.01	61.48	104.53	170.0%
5040-00 · P/R - Workmans Comp	2,371.61	2,297.58	74.03	3.2%
5060-00 · 401 (k)	125.94	16.98	108.96	641.7%
5070-00 · Other Benefits and Expenses	39,912.69	33,474.21	6,438.48	19.2%
5000-00 · Salaries & Wages - Other	61,862.85	46,181.69	15,681.16	34.0%
Total 5000-00 · Salaries & Wages	3,049.60	2,833.34	216.26	7.6%
5100-00 · Rent	152.73	263.98	-111.25	-42.1%
5110-00 · Utilities	0.00	52.00	-52.00	-100.0%
5140-00 · Repairs & Maintenance	188.47	168.00	20.47	12.2%
5150-00 · Office - Cleaning	2,708.40	2,349.36	359.04	15.3%
Total 5100-00 · Rent	702.04	631.12	70.92	11.2%
5310-00 · Telephone	702.04	631.12	70.92	11.2%
Total 5310-00 · Telephone	284.73	167.32	117.41	70.2%
5420-00 · Mail - USPS	100.00	0.00	100.00	100.0%
5470-00 · Mail - UPS	0.00	78.75	-78.75	-100.0%
5420-00 · Mail - USPS - Other	100.00	78.75	21.25	27.0%
Total 5420-00 · Mail - USPS	284.73	167.32	117.41	70.2%
5510-00 · Insurance/Bonding	0.00	94.99	-94.99	-100.0%
5520-00 · Supplies	55.89	151.91	-96.02	-63.2%
5525-00 · Supplies- Computer <\$1000	55.89	246.90	-191.01	-77.4%
5520-00 · Supplies - Other	44.88	202.32	-157.44	-77.8%
Total 5520-00 · Supplies	388.67	-108.80	497.47	457.2%
5610-00 · Depreciation	154.27	136.32	17.95	13.2%
5700-00 · Equipment Support & Maintenance	418.41	495.96	-77.55	-15.6%
5710-00 · Taxes, Licenses & Fees	27,500.01	29,400.00	-1,899.99	-6.5%
5740-00 · Equipment Rental/Leasing	147.96	115.57	32.39	28.0%
6730-00 · Marketing Cooperative/Media	340.00	0.00	340.00	100.0%
8700-00 · Automobile Expenses	0.00	-4,699.23	4,699.23	100.0%
8810-00 · Dues & Subscriptions	95,049.31	75,681.26	19,368.05	25.6%
8930-00 · Prior Period Adjustments	43,247.60	88,672.98	-45,425.38	-51.2%
Total Expense				
Net Ordinary Income				
Other Income/Expense				
Other Expense	12,414.64	10,961.22	1,453.42	13.3%
8990-00 · Allocated	12,414.64	10,961.22	1,453.42	13.3%
Total Other Expense				

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
30 - Conference**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Net Other Income	-12,414.64	-10,961.22	-1,453.42	-13.3%
Net Income	<u>30,832.96</u>	<u>77,711.76</u>	<u>-46,878.80</u>	<u>-60.3%</u>

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
41 - Transportation**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	66,054.00	50,223.00	15,831.00	31.5%
Total Income	<u>66,054.00</u>	<u>50,223.00</u>	<u>15,831.00</u>	<u>31.5%</u>
Gross Profit				
Expense				
5000-00 · Salaries & Wages	1,800.79	1,793.73	7.06	0.4%
5020-00 · P/R - Tax Expense	930.74	988.70	-57.96	-5.9%
5030-00 · P/R - Health Insurance Expense	58.59	68.31	-9.72	-14.2%
5040-00 · P/R - Workmans Comp	891.19	1,107.50	-216.31	-19.5%
5060-00 · 401 (k)	20.37	81.79	-61.42	-75.1%
5070-00 · Other Benefits and Expenses	20,546.02	18,690.14	1,855.88	9.9%
5000-00 · Salaries & Wages - Other				
Total 5000-00 · Salaries & Wages	<u>24,247.70</u>	<u>22,730.17</u>	<u>1,517.53</u>	<u>6.7%</u>
5100-00 · Rent	67.59	185.97	-118.38	-63.7%
5110-00 · Utilities	0.00	32.00	-32.00	-100.0%
5140-00 · Repairs & Maintenance	75.39	111.00	-35.61	-32.1%
5150-00 · Office - Cleaning	1,083.36	1,678.11	-594.75	-35.4%
5100-00 · Rent - Other				
Total 5100-00 · Rent	<u>1,226.34</u>	<u>2,007.08</u>	<u>-780.74</u>	<u>-38.9%</u>
5310-00 · Telephone	612.45	458.74	153.71	33.5%
5320-00 · Telephone	612.45	458.74	153.71	33.5%
Total 5310-00 · Telephone	<u>612.45</u>	<u>458.74</u>	<u>153.71</u>	<u>33.5%</u>
5420-00 · Mail - USPS	50.00	0.00	50.00	100.0%
5470-00 · Mail - UPS	0.00	25.00	-25.00	-100.0%
5420-00 · Mail - USPS - Other				
Total 5420-00 · Mail - USPS	<u>50.00</u>	<u>25.00</u>	<u>25.00</u>	<u>100.0%</u>
5510-00 · Insurance/Bonding	44.96	26.42	18.54	70.2%
5520-00 · Supplies	22.37	100.47	-78.10	-77.7%
5610-00 · Depreciation	27.63	124.50	-96.87	-77.8%
5700-00 · Equipment Support & Maintenance	72.00	100.80	-28.80	-28.6%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	440.74	-75.63	-17.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,125.00	4,014.50	-2,889.50	-72.0%
5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%
5953-00 · Summer Traffic Management (S-2)				
Total 5948-00 · Transportation Projects	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>
8700-00 · Automobile Expenses	184.14	660.18	-476.04	-72.1%
8750-00 · Meals/Meetings	36.00	84.00	-48.00	-57.1%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	<u>31,108.63</u>	<u>28,821.49</u>	<u>2,287.14</u>	<u>7.9%</u>
Net Ordinary Income	<u>34,945.37</u>	<u>21,401.51</u>	<u>13,543.86</u>	<u>63.3%</u>
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	10,961.22	1,453.42	13.3%
Total Other Expense	<u>12,414.64</u>	<u>10,961.22</u>	<u>1,453.42</u>	<u>13.3%</u>
Net Other Income				
	<u>-12,414.64</u>	<u>-10,961.22</u>	<u>-1,453.42</u>	<u>-13.3%</u>
Net Income	<u>22,530.73</u>	<u>10,440.29</u>	<u>12,090.44</u>	<u>115.8%</u>

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

42 - VIC

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	83,481.00	73,260.00	10,221.00	14.0%
4502-00 · Non-retail VIC income	4,338.50	3,075.00	1,263.50	41.1%
46000 · Merchandise Sales	34,426.61	34,088.25	338.36	1.0%
	<u>122,246.11</u>	<u>110,423.25</u>	<u>11,822.86</u>	<u>10.7%</u>
Total Income	122,246.11	110,423.25	11,822.86	10.7%
Gross Profit				
Expense				
5000-00 · Salaries & Wages	5,781.95	3,468.43	2,313.52	66.7%
5020-00 · P/R - Tax Expense	6,104.58	4,768.78	1,335.80	28.0%
5030-00 · P/R - Health Insurance Expense	185.54	129.79	55.75	43.0%
5040-00 · P/R - Workmans Comp	2,114.05	1,221.90	892.15	73.0%
5060-00 · 401 (k)	175.94	91.98	83.96	91.3%
5070-00 · Other Benefits and Expenses	54,357.38	34,315.55	20,041.83	58.4%
5000-00 · Salaries & Wages - Other				
	<u>68,719.44</u>	<u>43,996.43</u>	<u>24,723.01</u>	<u>56.2%</u>
Total 5000-00 · Salaries & Wages				
5100-00 · Rent	1,015.22	1,237.48	-222.26	-18.0%
5110-00 · Utilities	112.04	52.00	60.04	115.5%
5140-00 · Repairs & Maintenance	94.23	611.00	-516.77	-84.6%
5150-00 · Office - Cleaning	19,338.71	16,781.10	2,557.61	15.2%
5100-00 · Rent - Other				
	<u>20,560.20</u>	<u>18,681.58</u>	<u>1,878.62</u>	<u>10.1%</u>
Total 5100-00 · Rent				
5310-00 · Telephone	920.72	750.04	170.68	22.8%
5320-00 · Telephone				
	<u>920.72</u>	<u>750.04</u>	<u>170.68</u>	<u>22.8%</u>
Total 5310-00 · Telephone				
5420-00 · Mail - USPS	50.00	0.00	50.00	100.0%
5470-00 · Mail - UPS	325.22	109.77	215.45	196.3%
5480-00 · Mail - Fed Ex	0.00	125.62	-125.62	-100.0%
5420-00 · Mail - USPS - Other				
	<u>375.22</u>	<u>235.39</u>	<u>139.83</u>	<u>59.4%</u>
Total 5420-00 · Mail - USPS				
5510-00 · Insurance/Bonding	374.65	220.16	154.49	70.2%
5520-00 · Supplies	563.97	841.97	-278.00	-33.0%
5530-00 · Visitor Communications - Other	-109.00	0.00	-109.00	-100.0%
5610-00 · Depreciation	44.88	202.32	-157.44	-77.8%
5700-00 · Equipment Support & Maintenance	897.73	553.20	344.53	62.3%
5710-00 · Taxes, Licenses & Fees	354.26	136.32	217.94	159.9%
5740-00 · Equipment Rental/Leasing	1,255.30	1,490.81	-235.51	-15.8%
6742-00 · Non-NLT Co-Op Marketing Program	0.00	150.00	-150.00	-100.0%
8100-00 · Cost of Goods Sold	-0.44	-7.22	6.78	93.9%
52500 · Purchase Discounts	264.51	340.79	-76.28	-22.4%
51100 · Freight and Shipping Costs	237.83	-394.60	632.43	160.3%
59900 · POS Inventory Adjustments	16,983.36	16,413.23	570.13	3.5%
8100-00 · Cost of Goods Sold - Other				
	<u>17,485.26</u>	<u>16,352.20</u>	<u>1,133.06</u>	<u>6.9%</u>
Total 8100-00 · Cost of Goods Sold				
8200-00 · Associate Relations	436.76	27.53	409.23	1,486.5%
8500-00 · Credit Card Fees	171.25	897.06	-725.81	-80.9%
8700-00 · Automobile Expenses	190.30	18.40	171.90	934.2%
8750-00 · Meals/Meetings	125.01	0.00	125.01	100.0%
8810-00 · Dues & Subscriptions	99.98	104.97	-4.99	-4.8%
Total Expense	112,465.93	84,658.38	27,807.55	32.9%
	9,780.18	25,764.87	-15,984.69	-62.0%
Net Ordinary Income				
Other Income/Expense				
Other Expense				

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
42 - VIC**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
8990-00 · Allocated	11,286.05	9,964.75	1,321.30	13.3%
Total Other Expense	11,286.05	9,964.75	1,321.30	13.3%
Net Other Income	-11,286.05	-9,964.75	-1,321.30	-13.3%
Net Income	-1,505.87	15,800.12	-17,305.99	-109.5%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
50 - Infrastructure**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	55,641.00	55,923.00	-282.00	-0.5%
	55,641.00	55,923.00	-282.00	-0.5%
Total Income	55,641.00	55,923.00	-282.00	-0.5%
Gross Profit	55,641.00	55,923.00	-282.00	-0.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.81	314.27	1,486.54	473.0%
5030-00 · P/R - Health Insurance Expense	930.73	1,147.69	-216.96	-18.9%
5040-00 · P/R - Workmans Comp	58.59	68.31	-9.72	-14.2%
5060-00 · 401 (k)	891.19	681.31	209.88	30.8%
5070-00 · Other Benefits and Expenses	20.34	81.78	-61.44	-75.1%
5000-00 · Salaries & Wages - Other	20,546.01	11,424.84	9,121.17	79.8%
	24,247.67	13,718.20	10,529.47	76.8%
Total 5000-00 · Salaries & Wages	24,247.67	13,718.20	10,529.47	76.8%
5100-00 · Rent				
5110-00 · Utilities	67.59	185.97	-118.38	-63.7%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	75.39	111.00	-35.61	-32.1%
5100-00 · Rent - Other	1,083.36	1,678.11	-594.75	-35.4%
	1,226.34	2,007.08	-780.74	-38.9%
Total 5100-00 · Rent	1,226.34	2,007.08	-780.74	-38.9%
5310-00 · Telephone				
5320-00 · Telephone	612.45	458.74	153.71	33.5%
	612.45	458.74	153.71	33.5%
Total 5310-00 · Telephone	612.45	458.74	153.71	33.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	0.00	40.00	-40.00	-100.0%
	50.00	40.00	10.00	25.0%
Total 5420-00 · Mail - USPS	50.00	40.00	10.00	25.0%
5510-00 · Insurance/Bonding				
5520-00 · Supplies	44.96	26.42	18.54	70.2%
	22.37	100.47	-78.10	-77.7%
	27.63	124.50	-96.87	-77.8%
5610-00 · Depreciation	72.00	100.80	-28.80	-28.6%
5700-00 · Equipment Support & Maintenance	94.93	83.89	11.04	13.2%
5710-00 · Taxes, Licenses & Fees	365.11	440.74	-75.63	-17.2%
5740-00 · Equipment Rental/Leasing	1,125.00	3,544.50	-2,419.50	-68.3%
5941-00 · Research & Planning	184.14	661.07	-476.93	-72.2%
8700-00 · Automobile Expenses	0.00	166.21	-166.21	-100.0%
8750-00 · Meals/Meetings	0.00	-2,035.00	2,035.00	100.0%
8930-00 · Prior Period Adjustments	28,072.60	19,437.62	8,634.98	44.4%
Total Expense	27,568.40	36,485.38	-8,916.98	-24.4%
Net Ordinary Income	15,153.76	25,524.16	-10,370.40	-40.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	10,961.22	1,453.42	13.3%
	12,414.64	10,961.22	1,453.42	13.3%
Total Other Expense	-12,414.64	-10,961.22	-1,453.42	-13.3%
Net Other Income	15,153.76	25,524.16	-10,370.40	-40.6%
Net Income	15,153.76	25,524.16	-10,370.40	-40.6%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison**

60 - Membership

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	30,400.55	53,526.08	-23,125.53	-43.2%
4201-00 · New Member Fees	450.00	300.00	150.00	50.0%
4250-00 · Revenues-Membership Activities	950.00	0.00	950.00	100.0%
4250-02 · Tourism Summit	1,755.00	5,778.43	-4,023.43	-69.6%
4250-00 · Revenues-Membership Activities - Other				
Total 4250-00 · Revenues-Membership Activities	2,705.00	5,778.43	-3,073.43	-53.2%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	1,560.00	-315.00	-20.2%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
Total Income	35,800.55	61,664.51	-25,863.96	-41.9%
Gross Profit	35,800.55	61,664.51	-25,863.96	-41.9%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-3,624.99	874.99	24.1%
5020-00 · P/R - Tax Expense	1,498.76	1,562.53	-63.77	-4.1%
5030-00 · P/R - Health Insurance Expense	3,795.61	3,508.45	287.16	8.2%
5040-00 · P/R - Workmans Comp	68.36	61.48	6.88	11.2%
5060-00 · 401 (k)	59.43	72.41	-12.98	-17.9%
5070-00 · Other Benefits and Expenses	35.67	1,001.42	-965.75	-96.4%
5000-00 · Salaries & Wages - Other	17,681.73	21,770.57	-4,088.84	-18.8%
Total 5000-00 · Salaries & Wages	20,389.56	24,351.87	-3,962.31	-16.3%
5100-00 · Rent				
5110-00 · Utilities	104.35	178.69	-74.34	-41.6%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	131.92	111.00	20.92	18.9%
5100-00 · Rent - Other	2,055.88	1,678.11	377.77	22.5%
Total 5100-00 · Rent	2,292.15	1,999.80	292.35	14.6%
5310-00 · Telephone				
5320-00 · Telephone	765.04	775.71	-10.67	-1.4%
Total 5310-00 · Telephone	765.04	775.71	-10.67	-1.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00	0.00	400.00	100.0%
5420-00 · Mail - USPS - Other	0.00	51.19	-51.19	-100.0%
Total 5420-00 · Mail - USPS	400.00	51.19	348.81	681.4%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5610-00 · Depreciation				
5700-00 · Equipment Support & Maintenance				
5710-00 · Taxes, Licenses & Fees				
5740-00 · Equipment Rental/Leasing				
5800-00 · Training Seminars				
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,107.81	775.00	332.81	42.9%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	0.00	54.09	-54.09	-100.0%
6442-00 · Public Relations/Website	81.00	1,582.50	-1,501.50	-94.9%
6443-00 · Membership - Bridal Faire	0.00	1,242.42	-1,242.42	-100.0%
6423-00 · Membership Activities - Other	2,411.56	4,096.52	-1,684.96	-41.1%
Total 6423-00 · Membership Activities	3,600.37	7,815.36	-4,214.99	-53.9%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	1,394.00	551.50	39.6%
8200-00 · Associate Relations	0.00	231.30	-231.30	-100.0%
8500-00 · Credit Card Fees	1,699.78	794.26	905.52	114.0%
8700-00 · Automobile Expenses	192.89	271.47	-78.58	-29.0%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
60 - Membership**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
8750-00 · Meals/Meetings	12.00	89.27	-77.27	-86.6%
8810-00 · Dues & Subscriptions	1,035.00	464.95	570.05	122.6%
Total Expense	34,490.98	40,932.38	-6,441.40	-15.7%
Net Ordinary Income	1,309.57	20,732.13	-19,422.56	-93.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	10,157.45	8,968.27	1,189.18	13.3%
Total Other Expense	10,157.45	8,968.27	1,189.18	13.3%
Net Other Income	-10,157.45	-8,968.27	-1,189.18	-13.3%
Net Income	-8,847.88	11,763.86	-20,611.74	-175.2%

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
70 - Administration**

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	4,749.85	4,608.13	141.72	3.1%
5030-00 · P/R - Health Insurance Expense	4,859.84	11,658.07	-6,798.23	-58.3%
5040-00 · P/R - Workmans Comp	205.05	232.25	-27.20	-11.7%
5060-00 · 401 (k)	1,034.28	3,320.79	-2,286.51	-68.9%
5070-00 · Other Benefits and Expenses	100.50	350.48	-249.98	-71.3%
5000-00 · Salaries & Wages - Other	59,288.05	60,161.49	-873.44	-1.5%
Total 5000-00 · Salaries & Wages	70,237.57	80,331.21	-10,093.64	-12.6%
5100-00 · Rent				
5110-00 · Utilities	241.87	553.01	-311.14	-56.3%
5140-00 · Repairs & Maintenance	54.32	100.00	-45.68	-45.7%
5150-00 · Office - Cleaning	405.08	329.00	76.08	23.1%
5100-00 · Rent - Other	4,806.60	5,632.98	-826.38	-14.7%
Total 5100-00 · Rent	5,507.87	6,614.99	-1,107.12	-16.7%
5310-00 · Telephone				
5320-00 · Telephone	2,154.81	2,549.91	-395.10	-15.5%
Total 5310-00 · Telephone	2,154.81	2,549.91	-395.10	-15.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	0.00	91.85	-91.85	-100.0%
Total 5420-00 · Mail - USPS	250.00	91.85	158.15	172.2%
5510-00 · Insurance/Bonding	329.67	193.74	135.93	70.2%
5520-00 · Supplies	1,091.73	974.07	117.66	12.1%
5610-00 · Depreciation	86.28	389.13	-302.85	-77.8%
5700-00 · Equipment Support & Maintenance	1,758.94	692.46	1,066.48	154.0%
5710-00 · Taxes, Licenses & Fees	3,171.49	1,675.05	1,496.44	89.3%
5740-00 · Equipment Rental/Leasing	531.22	634.13	-102.91	-16.2%
5800-00 · Training Seminars	0.00	200.00	-200.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	2,220.00	-1,280.00	-57.7%
5920-00 · Professional Fees - Accountant	23,455.00	2,840.00	20,615.00	725.9%
Total 5900-00 · Professional Fees	24,395.00	5,060.00	19,335.00	382.1%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00	0.00	120.00	100.0%
Total 6423-00 · Membership Activities	120.00	0.00	120.00	100.0%
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
8200-00 · Associate Relations	836.75	404.31	432.44	107.0%
8300-00 · Board Functions	328.95	271.35	57.60	21.2%
8700-00 · Automobile Expenses	0.00	450.02	-450.02	-100.0%
8750-00 · Meals/Meetings	82.46	60.00	22.46	37.4%
8810-00 · Dues & Subscriptions	1,752.68	535.00	1,217.68	227.6%
8910-00 · Travel	0.00	2,305.52	-2,305.52	-100.0%
8930-00 · Prior Period Adjustments	0.00	-4,800.74	4,800.74	100.0%
Total Expense	112,860.42	98,632.00	14,228.42	14.4%
Net Ordinary Income	-112,860.42	-98,632.00	-14,228.42	-14.4%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-112,860.42	-99,647.44	-13,212.98	-13.3%
Total Other Expense	-112,860.42	-99,647.44	-13,212.98	-13.3%
Net Other Income	112,860.42	99,647.44	13,212.98	13.3%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
70 - Administration

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
	0.00	1,015.44	-1,015.44	-100.0%
Net Income				