



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

FINANCE COMMITTEE

Thursday, November 29, 2016 3:30 pm – 4:30 pm
NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Erin Casey, Ramona Cruz, Daniel Vick via telephone, Wally Auerbach via telephone

COMMITTEE MEMBERS NOT PRESENT: Mike Salmon, Eric Pilcher

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

OTHERS IN ATTENDANCE: None

A. Call to Order – Establish Quorum:

- The meeting was called to order at 3:36 pm by Ramona Cruz and a quorum was established.
- Wally left meeting 3:36 pm.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (Erin Casey/Ramona Cruz) (2-0-0) Motion to Approve Agenda/Amendments.

D. Approval of Finance Committee Meeting Minutes for October 27, 2016.

- Discussion: Typos when converted into PDF. (Double check next time). Sandy gave Ramona a list of dates and deadlines with the County.

M/S/C M/S/C (Erin Casey/Ramona Cruz) (2-0-0) Motion to Approve the October 27, 2016 Finance Committee Minutes.

E. REVIEW ACTION ITEMS:

Action Item 4: QuickBooks A/R customer and A/P vendor reconciliation.

- Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTMC for A/R. However, A/P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get A/P and A/R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.
- Cleaning up QB – continuing to make adjustments. (Meeting on 11/29/16)

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

- Discussion: Acceptance of the Audited Financials by the County will resolve this outstanding item where NLTRA paid Traffic Management expenses that were not included in the fiscal 15/16 Contract. Have not recorded A/R for that – it would act as an offset. \$32,000.00 – awaiting resolution with County.
- Awaiting confirmation with Daniel, will get this resolved tomorrow 11/30/16 and should have a final number at that time. (Meeting on 11/29/16)

Action Item 9: Al to confirm Administration allocation for 2016-2017.

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.
- Ongoing for 17/18 Contract. Something to continue to talk about. Keep this item on here. (Meeting on 11/29/16)

Action Item 13: From 10/27/16 Finance Committee Meeting, Al to prepare a P & L for the Autumn Food and Wine Festival.

- Discussion: Handed out P & L for AFW. Explained the revenues and expenses were under the same account 6023-00. Completed as of this meeting.

Action Item 14: From 10/27/16 Finance Committee Meeting, Memo of Management's Position on Accounting Policies.

- Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.

F. Discussion and Possible Approval of October 2016 Financial Statements (Post 15-16 Audit Adjustments).

- Discussion:
 - Adjustment entries from the audit were as of June 30, 2016. 2250-00 – Adjustment for grants accrued. The balance of \$10,000 is from 15/16 that is owed to SVBA. Payment is going to be made this month.
 - A/R in QB had a significant change from September to October. We did have a number of payments come in from hotels. Daniel noted that it looks the A/R summary aging is moving a lot more current.
 - On the Balance Sheet – taking the net income from prior period and adding to the current month, there was a difference of \$1320.48. AI to look into. Will lock down financials beginning with November.
 - Membership and merchandise sales improved – something to continue to monitor.
 - WebLink A/R – compared to last month (Amount in 120+ has only increased). Waited for new employee to come on to give a chance to contact the members. We sent out letters and if we don't hear from them they will be written off this month. The policy for how long a business go before they are dropped is that the member should be dropped at 120 days. Monthly allowance for doubtful accounts is 15% of current billings. Balance for doubtful accounts is \$7646.50. Once we get all of 120+ cleaned up – we keep them from getting to 120 days outstanding. Largest billing month coming up in January.
 - Anybowl, LLC – Ramona disclosed that she is a business partner with them. It's a small \$30 purchase. What is policy on that? It's not material – Disclosure is the main thing because it's not a major conflict of interest.
 - Marketing reserve and policy. It should not have fluctuated from the audited financials at June 30, 2016. (AI to reconcile). \$316,000 on audit adjustments is different from the \$304,000 on the financial statements. About a \$12,000 difference. Sum of account 3300-11 and 3302 is different from the audited numbers. AI to look into and resolve (*Action*).
 - Memo summarizing re-budgeting marketing reserve. \$12,000. Identify reduction in marketing reserve to be utilized for 16/17 by NLTRA. Take a look when we reforecast. (*Action*)
 - Making progress on differences between budget vs. actuals and vice versa by departments. Going forward we can provide a summarized P & L only showing control accounts (condensed financial statements) – for an overview.
 - Erin commented on merchandise sales – when the budget was reviewed and approved this year, there was a discussion about it maybe being budgeted too high for revenue based on last years. Based on this report we are under budget and looking at the prior year comparison, we are at almost exactly what we were at last year (within the dollar). At the 6-month forecast we will take a look at that and reforecast it.
 - Commissions – revenue up \$17,000 to budget. It is a timing thing, typically the season is later in the year. We should see that converge moving forward.
 - For material items of \$10,000 or more that are identified after the books have been closed need to get re-approved. If it is under \$10,000 to inform the Board. This will be case-by-case.
 - On the P & L - Account 5953 shows a refund from CHP for expenses that were paid to them in 15/16. After discussion, it should be paid back to the County. (*Action*)
 - Include full annual budget going forward. May not happen this next month but would be good to see. (*Action*)

M/S/C (Erin Casey/Ramona Cruz) (2-0-0) Motion to Approve October 2016 Financial Statements.

Daniel Vick left call at 4:30pm.

G. Supplemental Information

- Dashboard Report:
 - October 2016 Dashboard Report to be provided at the meeting.
 - Discussion: Key things to note here is that we did get TOT collection data from County. Sales tax info is still as of June, as we have not received from the County. Unemployment rates continue to go down. Issue with the new iDSS System and was unable to produce the report for conference revenue statistics for October.

H. Approval of CEO Expenses (Handed Out at Meeting)

M/S/C (Ramona Cruz/ Erin Casey) (2-0-0) Motion to Approve CEO Expenses for October 2016.

I. Committee Member/Placer County Rep Comments

- Erin – Depending on the marketing reserve, if there is excess that would stay with the Resort Association but needs to be re-budgeted somewhere in marketing. It would be re-purposed within marketing and accounted for. Daniel and AI to decide what action to take. *(Action)*

J. Adjourn

- Finance Committee Meeting was adjourned at 4:52 pm.

North Lake Tahoe Resort Association

Balance Sheet

12/20/16

As of November 30, 2016

Accrual Basis

	<u>Nov 30, 16</u>
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	889.55
1003-00 · Cash - Operations BOTW #6712	543,357.24
1007-00 · Cash - Payroll BOTW #7421	3,510.87
1008-00 · Marketing Reserve - Plumas	50,049.54
1009-00 · Cash Flow Reserve - Plumas	100,132.14
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	98,329.30
10950 · Cash in Drawer	300.00
Total Checking/Savings	<u>826,150.20</u>
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	48,202.38
1290-00 · A/R - TOT	32,581.00
Total Accounts Receivable	<u>80,783.38</u>
Other Current Assets	
1200-99 · AR Other	1,598.66
12000 · Undeposited Funds	303.80
1201-00 · WebLink Accounts Receivable	13,570.00
1201-02 · Allowance for Doubtful Accounts	3,301.75
12100 · Inventory Asset	32,061.64
1299 · Receivable from NLTC	27,835.00
1490-00 · Security Deposits	50.00
Total Other Current Assets	<u>78,720.85</u>
Total Current Assets	<u>985,654.43</u>
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	-42,554.45
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,950.55
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,150.72
Total Fixed Assets	<u>2,388.24</u>
Other Assets	
1400-00 · Prepaid Expenses	
1410-00 · Prepaid Insurance	1,801.76
1430-00 · Prepaid 1st Class Postage	1,000.00
1400-00 · Prepaid Expenses - Other	5,945.26
Total 1400-00 · Prepaid Expenses	<u>8,747.02</u>
Total Other Assets	<u>8,747.02</u>
TOTAL ASSETS	<u><u>996,789.69</u></u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	21,880.00
Total Accounts Payable	<u>21,880.00</u>
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-01 · MC_5901_Sandy	635.45

North Lake Tahoe Resort Association

Balance Sheet

12/20/16

As of November 30, 2016

Accrual Basis

	<u>Nov 30, 16</u>
2080-04 · MC_5968_Ronald	45.00
2080-06 · MC_0375_Emily	795.15
2080-08 · MC_5755_John	234.78
Total 2080-00 · Bank of the West - Master Cards	<u>1,710.38</u>
Total Credit Cards	1,710.38
Other Current Liabilities	
21000 · Salaries/Wages/Payroll Liabilit	
2101-00 · Incentive Payable	3,747.09
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
Total 21000 · Salaries/Wages/Payroll Liabilit	<u>107,184.49</u>
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	722.07
Total 2190-00 · Sales and Use Tax Payable	<u>722.07</u>
2250-00 · Accrued Expenses	12,000.00
2400-60 · Deferred Revenue- Member Dues	38,010.42
2650-00 · Deferred Rev - Events	65.00
2651-00 · Deferred Rev - Conference	5,775.00
Total Other Current Liabilities	<u>163,756.98</u>
Total Current Liabilities	<u>187,347.36</u>
Total Liabilities	187,347.36
Equity	
32000 · Unrestricted Net Assets	78,244.22
3300-11 · Designated Marketing Reserve	254,324.57
3301 · Cash Flow Reserve	100,083.91
3302 · Marketing Cash Reserve	50,031.45
Net Income	326,758.18
Total Equity	<u>809,442.33</u>
TOTAL LIABILITIES & EQUITY	<u><u>996,789.69</u></u>

North Lake Tahoe Resort Association
Profit & Loss YTD Comparison
 November 2016

	Nov 16	Jul - Nov 16
Ordinary Income/Expense		
Income		
4050-00 · County of Placer TOT Funding	314,665.00	1,573,325.00
4200-00 · Membership Ann/Conf Dues	11,209.08	55,181.63
4201-00 · New Member Fees	0.00	450.00
4250-00 · Revenues-Membership Activities		
4250-02 · Tourism Summit	0.00	975.00
4250-00 · Revenues-Membership Activities - Other	-605.00	3,138.00
Total 4250-00 · Revenues-Membership Activities	-605.00	4,113.00
4251-00 · Revenue-Tue AM Breakfast Club	300.00	2,475.00
4252-00 · Revenue - Sponsorships	0.00	1,000.00
4502-00 · Non-retail VIC income	-1,082.55	3,280.08
4600-00 · Commissions		
4601-00 · Commissions - South Shore	817.05	7,767.26
4600-00 · Commissions - Other	5,872.17	83,387.57
Total 4600-00 · Commissions	6,689.22	91,154.83
46000 · Merchandise Sales	3,792.51	44,047.64
Total Income	334,968.26	1,775,027.18
Gross Profit	334,968.26	1,775,027.18
Expense		
5000-00 · Salaries & Wages		
5000-01 · In-Market Administration	0.00	0.00
5010-00 · Sales Commissions	0.00	13,616.05
5020-00 · P/R - Tax Expense	5,447.56	36,933.57
5030-00 · P/R - Health Insurance Expense	8,472.86	48,460.55
5040-00 · P/R - Workmans Comp	712.49	2,665.49
5060-00 · 401 (k)	2,805.79	12,945.30
5070-00 · Other Benefits and Expenses	251.90	1,217.06
5000-00 · Salaries & Wages - Other	75,252.00	424,715.42
Total 5000-00 · Salaries & Wages	92,942.60	540,553.44
5100-00 · Rent		
5110-00 · Utilities	887.65	3,645.65
5140-00 · Repairs & Maintenance	0.00	166.36
5150-00 · Office - Cleaning	1,130.00	3,727.40
5100-00 · Rent - Other	12,294.36	61,321.80
Total 5100-00 · Rent	14,312.01	68,861.21
5310-00 · Telephone		
5320-00 · Telephone	1,908.04	11,524.00
Total 5310-00 · Telephone	1,908.04	11,524.00
5420-00 · Mail - USPS		
5470-00 · Mail - UPS	0.00	1,000.00
5480-00 · Mail - Fed Ex	31.13	356.35
5420-00 · Mail - USPS - Other	762.00	1,262.00
Total 5420-00 · Mail - USPS	793.13	2,618.35
5510-00 · Insurance/Bonding	572.59	3,123.46
5520-00 · Supplies		
5525-00 · Supplies- Computer <\$1000	167.79	1,204.91
5520-00 · Supplies - Other	941.36	4,444.47
Total 5520-00 · Supplies	1,109.15	5,649.38
5530-00 · Visitor Communications - Other	0.00	-109.00
5610-00 · Depreciation	115.07	575.35
5700-00 · Equipment Support & Maintenance	795.00	6,615.92

North Lake Tahoe Resort Association
Profit & Loss YTD Comparison
November 2016

	Nov 16	Jul - Nov 16
5710-00 · Taxes, Licenses & Fees	527.75	5,379.38
5740-00 · Equipment Rental/Leasing	0.00	4,742.26
5800-00 · Training Seminars	0.00	2,672.72
5815 · Training Video Series	0.00	7,534.05
5820 · Sales CRM/CMS	0.00	2,373.94
5900-00 · Professional Fees		
5910-00 · Professional Fees - Attorneys	0.00	1,060.00
5920-00 · Professional Fees - Accountant	0.00	35,470.00
5900-00 · Professional Fees - Other	0.00	1,250.00
Total 5900-00 · Professional Fees	0.00	37,780.00
5940-00 · Research & Planning Membership	0.00	3,000.00
5941-00 · Research & Planning	750.00	3,818.55
5948-00 · Transportation Projects		
5953-00 · Summer Traffic Management (S-2)	0.00	-1,593.65
Total 5948-00 · Transportation Projects	0.00	-1,593.65
6020-00 · Programs		
6016-00 · Community Marketing Programs	1,500.00	3,700.00
Total 6020-00 · Programs	1,500.00	3,700.00
6023-00 · Autumn Food & Wine		
6025-00 · AFW- Postage	0.00	17.88
6028-00 · AFW-Operations	0.00	1,925.00
6030-00 · AFW-Media	0.00	1,500.00
6023-00 · Autumn Food & Wine - Other	0.00	24,349.98
Total 6023-00 · Autumn Food & Wine	0.00	27,792.86
6420-00 · Sponsorship		
6421-00 · New Event Development	0.00	5,461.88
6428-00 · Dues & Subscriptions	0.00	109.40
6420-00 · Sponsorship - Other	6,450.00	201,050.00
Total 6420-00 · Sponsorship	6,450.00	206,621.28
6423-00 · Membership Activities		
6432-00 · Membership - Newsletter	257.81	2,001.24
6441-00 · Membership - Miscellaneous Exp	0.00	36.05
6442-00 · Public Relations/Website	0.00	81.00
6423-00 · Membership Activities - Other	291.25	4,619.06
Total 6423-00 · Membership Activities	549.06	6,737.35
6437-00 · Tuesday Morning Breakfast Club	472.50	3,412.50
6490-00 · Classified Ads	0.00	275.00
6600-00 · Promotions/Giveaways	0.00	32.14
6701-00 · Market Study Reports/Research	84.93	402.40
6730-00 · Marketing Cooperative/Media	63,250.00	442,750.00
6742-00 · Non-NLT Co-Op Marketing Program	445.67	887.95
6743-00 · BACC Marketing Programs		
6743-01 · Shop Local	394.45	270.45
6743-04 · High Notes	0.00	5,373.32
6743-05 · Peak Your Adventure	0.00	976.80
Total 6743-00 · BACC Marketing Programs	394.45	6,620.57
7500-00 · Trade Shows/Travel	0.00	15.00
8100-00 · Cost of Goods Sold		
52500 · Purchase Discounts	-982.50	-982.94
51100 · Freight and Shipping Costs	667.94	972.67
59900 · POS Inventory Adjustments	238.95	421.05
8100-00 · Cost of Goods Sold - Other	2,119.79	22,060.77
Total 8100-00 · Cost of Goods Sold	2,044.18	22,471.55
8200-00 · Associate Relations	50.00	1,595.00

2:35 PM

12/20/16

Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss YTD Comparison
November 2016

	Nov 16	Jul - Nov 16
8300-00 · Board Functions	164.59	1,035.29
8500-00 · Credit Card Fees	412.65	2,951.55
8700-00 · Automobile Expenses	498.80	2,311.29
8750-00 · Meals/Meetings	314.11	2,213.28
8810-00 · Dues & Subscriptions	335.98	5,264.44
8910-00 · Travel	293.71	6,060.19
Total Expense	191,085.97	1,448,269.00
Net Ordinary Income	143,882.29	326,758.18
Other Income/Expense		
Other Expense		
8990-00 · Allocated	0.00	0.00
Total Other Expense	0.00	0.00
Net Other Income	0.00	0.00
Net Income	143,882.29	326,758.18

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

	Current	1 - 31	32 - 62	63 - 93	94 - 120	> 120	TOTAL
968 Park Hotel	0.00	0.00	550.00	0.00	0.00	0.00	550.00
Aston Lakeland Village Resort	334.20	0.00	550.00	0.00	0.00	0.00	884.20
Best Western Truckee Tahoe	0.00	0.00	341.55	0.00	0.00	0.00	341.55
DSC (Destination Services Corporation)	0.00	0.00	550.00	0.00	0.00	0.00	550.00
Forest Suites Resort	0.00	0.00	0.01	0.00	0.00	0.00	0.01
Hampton Inn & Suites	0.00	0.00	550.00	0.00	0.00	0.00	550.00
Hotel Truckee - Tahoe	0.00	0.00	550.00	0.00	0.00	0.00	550.00
Lake Tahoe Resort Hotel	482.85	0.01	0.00	0.00	0.00	0.00	482.86
Northstar California	0.00	0.00	0.00	0.00	0.00	13,625.63	13,625.63
PlumpJack Squaw Valley Inn	0.00	0.00	0.01	0.00	0.00	0.00	0.01
Resort at Squaw Creek*	4,680.10	2,291.60	9,148.43	0.00	0.00	0.00	16,120.13
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	0.00	2,857.57	2,857.57
Tahoe Biltmore Lodge & Casino	0.01	0.00	0.00	0.00	0.00	187.74	187.75
Tahoe Mountain Resorts Lodging	0.00	0.00	550.00	0.00	0.00	0.00	550.00
Tahoma Lodge	0.00	0.00	0.00	0.00	0.00	200.00	200.00
The Landing Resort & Spa	0.00	0.00	550.00	0.00	0.00	0.01	550.01
The Ridge Tahoe	0.00	0.00	550.00	0.00	0.00	0.00	550.00
The Ritz-Carlton	1,192.05	2,912.20	0.01	0.02	0.00	0.00	4,104.28
The Village at Squaw Valley	0.00	707.00	4,841.34	0.00	0.00	0.00	5,548.34
TOTAL	6,689.21	5,910.81	18,731.35	0.02	0.00	16,870.95	48,202.34

Accounts Receivable Summary

Invoices With Apply Dates Through November 30, 2016

Aged as of Wednesday, November 30, 2016

<u>Revenue Item</u>	(Double click to drill down)	<u>Not Yet Due</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>121+</u>	<u>Total</u>
Activities		0.00	0.00	0.00	0.00	0.00	-125.00	-125.00
Dues		0.00	6,820.00	1,575.00	1,710.00	0.00	3,490.00	13,595.00
Email Blast		0.00	0.00	0.00	75.00	0.00	20.00	95.00
Total Open Invoices		0.00	6,820.00	1,575.00	1,785.00	0.00	3,385.00	13,565.00

Unapplied Payments With Payment
Dates Prior to and Including
11/30/2016

5.00

Pre-Payments: Payments Made Prior to 11/30/2016 on Invoices With Apply Dates After 11/30/2016

Total Pre-Payments

10

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

13,560.00

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ADP	366.01	62.25	0.00	0.00	0.00	428.26
Al Priester	0.00	16.99	0.00	0.00	0.00	16.99
Anne-Karin Atwood*	25.00	0.00	0.00	0.00	0.00	25.00
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
Atomic Printing, Inc.	0.00	53.75	0.00	0.00	0.00	53.75
Bella Affair Catering*	0.00	1,625.00	0.00	0.00	0.00	1,625.00
Dawn Baffone	79.43	0.00	0.00	0.00	0.00	79.43
Emily Detwiler*	415.70	0.00	0.00	0.00	0.00	415.70
Gallery Kecki, Inc.	56.25	0.00	0.00	0.00	0.00	56.25
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
John Thompson*	71.28	0.00	0.00	0.00	0.00	71.28
Kym Fabel	46.06	0.00	0.00	0.00	0.00	46.06
Lauren Sully	25.00	0.00	0.00	0.00	0.00	25.00
Mark Fowler	1,290.00	0.00	0.00	0.00	0.00	1,290.00
Moonshine Ink*, LLC	0.00	257.81	0.00	0.00	0.00	257.81
Principal Financial Group	0.00	0.00	0.00	0.00	-200.27	-200.27
Ron Treabess	59.52	0.00	0.00	0.00	0.00	59.52
Sandy Evans Hall*	25.00	25.00	0.00	0.00	0.00	50.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Sierra Essentials	88.50	0.00	0.00	0.00	0.00	88.50
Sierra Nevada Ad Partners	52.50	0.00	0.00	0.00	0.00	52.50
Southwest Gas Corporation*	91.12	0.00	0.00	0.00	0.00	91.12
Spartan Race, Inc.	6,050.00	0.00	0.00	0.00	0.00	6,050.00
Sprint	80.76	0.00	0.00	0.00	0.00	80.76
Stitches Creation Inc	4,571.94	0.00	0.00	0.00	0.00	4,571.94
Swigard's True Value Hardware, Inc.*	0.00	85.98	0.00	0.00	0.00	85.98
Tahoe City Downtown Association*	400.00	1,500.00	2,200.00	0.00	0.00	4,100.00
Tahoe House, Inc.*	0.00	131.96	0.00	0.00	0.00	131.96
The Store...Copies and More	0.00	754.92	0.00	0.00	0.00	754.92
Wholesale Resort Accessories, Inc.	281.50	0.00	0.00	0.00	0.00	281.50
YIG Administration	0.00	-8.49	0.00	-16.98	-8.49	-33.96
TOTAL	15,400.57	4,505.17	2,200.00	-16.98	-208.76	21,880.00

North Lake Tahoe Resort Association

12/20/16

Profit & Loss by Class

Accrual Basis

July through November 2016

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	TOTAL
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	6,617.35	120.00	6,737.35
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	3,412.50	0.00	3,412.50
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	225.00	275.00
6600-00 · Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 · Market Study Reports/Research	402.40	0.00	0.00	0.00	0.00	0.00	0.00	402.40
6730-00 · Marketing Cooperative/Media	396,916.65	45,833.35	0.00	0.00	0.00	0.00	0.00	442,750.00
6742-00 · Non-NLT Co-Op Marketing Program	887.95	0.00	0.00	0.00	0.00	0.00	0.00	887.95
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	270.45	0.00	0.00	0.00	0.00	0.00	0.00	270.45
6743-04 · High Notes	5,373.32	0.00	0.00	0.00	0.00	0.00	0.00	5,373.32
6743-05 · Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 · BACC Marketing Programs	6,620.57	0.00	0.00	0.00	0.00	0.00	0.00	6,620.57
7500-00 · Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 · Cost of Goods Sold								
82500 · Purchase Discounts	0.00	0.00	0.00	-982.94	0.00	0.00	0.00	-982.94
81100 · Freight and Shipping Costs	0.00	0.00	0.00	972.67	0.00	0.00	0.00	972.67
81900 · POS Inventory Adjustments	0.00	0.00	0.00	421.05	0.00	0.00	0.00	421.05
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	22,060.77	0.00	0.00	0.00	22,060.77
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	22,471.55	0.00	0.00	0.00	22,471.55
8200-00 · Associate Relations	221.49	0.00	0.00	461.76	0.00	0.00	911.75	1,595.00
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	1,035.29	1,035.29
8500-00 · Credit Card Fees	46.02	0.00	22.50	634.08	22.50	2,096.45	130.00	2,951.55
8700-00 · Automobile Expenses	745.36	147.96	260.28	650.09	260.28	192.89	54.43	2,311.29
8750-00 · Meals/Meetings	1,134.06	0.00	91.98	308.45	151.63	177.20	349.96	2,213.28
8810-00 · Dues & Subscriptions	1,368.80	340.00	0.00	199.96	0.00	1,285.00	2,070.68	5,264.44
8910-00 · Travel	5,846.71	0.00	0.00	213.48	0.00	0.00	0.00	6,060.19
Total Expense	826,000.24	146,089.10	46,082.65	165,444.93	44,736.42	35,950.07	183,985.59	1,448,269.00
Net Ordinary Income	284,699.76	69,875.73	64,007.35	21,017.79	47,998.58	23,144.56	-183,985.59	326,758.18
Other Income/Expense								
Other Expense								
8990-00 · Allocated	88,308.33	20,237.32	20,237.32	18,397.58	20,237.32	16,557.82	-183,975.69	0.00
Total Other Expense	88,308.33	20,237.32	20,237.32	18,397.58	20,237.32	16,557.82	-183,975.69	0.00
Net Other Income	-88,308.33	-20,237.32	-20,237.32	-18,397.58	-20,237.32	-16,557.82	183,975.69	0.00
Net Income	196,391.43	49,638.41	43,770.03	2,620.21	27,761.26	6,586.74	-9.90	326,758.18

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

All Departments

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,573,325.00	1,573,325.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	55,181.63	49,440.44	5,741.19	111.6%
4201-00 · New Member Fees	450.00	1,666.69	-1,216.69	27.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00			
4250-00 · Revenues-Membership Activities - Other	3,138.00	14,200.00	-11,062.00	22.1%
Total 4250-00 · Revenues-Membership Activities	4,113.00	14,200.00	-10,087.00	29.0%
4251-00 · Revenue-Tue AM Breakfast Club	2,475.00	4,000.00	-1,525.00	61.9%
4252-00 · Revenue - Sponsorships	1,000.00	1,500.00	-500.00	66.7%
4502-00 · Non-retail VIC Income	3,280.08	3,185.00	95.08	103.0%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	7,767.26	0.00	7,767.26	100.0%
4600-00 · Commissions - Other	83,387.57	52,858.00	30,529.57	157.8%
Total 4600-00 · Commissions	91,154.83	52,858.00	38,296.83	172.5%
46000 · Merchandise Sales	44,047.64	58,650.00	-14,602.36	75.1%
Total Income	1,775,027.18	1,760,325.13	14,702.05	100.8%
Gross Profit	1,775,027.18	1,760,325.13	14,702.05	100.8%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	10,833.38	2,782.67	125.7%
5020-00 · P/R - Tax Expense	36,933.57	43,130.40	-6,196.83	85.6%
5030-00 · P/R - Health Insurance Expense	48,460.55	64,840.30	-16,379.75	74.7%
5040-00 · P/R - Workmans Comp	2,665.49	6,107.20	-3,441.71	43.6%
5060-00 · 401 (k)	12,945.30	17,000.00	-4,054.70	76.1%
5070-00 · Other Benefits and Expenses	1,217.06	3,058.07	-1,841.01	39.8%
5000-00 · Salaries & Wages - Other	424,715.42	509,450.60	-84,735.18	83.4%
Total 5000-00 · Salaries & Wages	540,553.44	654,419.95	-113,866.51	82.6%
5100-00 · Rent				
5110-00 · Utilities	3,645.65	6,794.19	-3,148.54	53.7%
5140-00 · Repairs & Maintenance	166.36	3,294.63	-3,128.27	5.0%
5150-00 · Office - Cleaning	3,727.40	3,934.26	-206.86	94.7%
5100-00 · Rent - Other	61,321.80	60,416.46	905.34	101.5%
Total 5100-00 · Rent	68,861.21	74,439.54	-5,578.33	92.5%
5310-00 · Telephone				
5320-00 · Telephone	11,524.00	11,636.39	-112.39	99.0%
Total 5310-00 · Telephone	11,524.00	11,636.39	-112.39	99.0%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	356.35	0.00	356.35	100.0%
5420-00 · Mail - USPS - Other	1,262.00	1,250.07	11.93	101.0%
Total 5420-00 · Mail - USPS	2,618.35	1,250.07	1,368.28	209.5%
5510-00 · Insurance/Bonding	3,123.46	3,583.52	-460.06	87.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,204.91	0.00	1,204.91	100.0%
5520-00 · Supplies - Other	4,444.47	6,937.57	-2,493.10	64.1%
Total 5520-00 · Supplies	5,649.38	6,937.57	-1,288.19	81.4%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	575.35	3,088.01	-2,512.66	18.6%
5700-00 · Equipment Support & Maintenance	6,615.92	5,383.82	1,232.10	122.9%
5710-00 · Taxes, Licenses & Fees	5,379.38	4,163.52	1,215.86	129.2%
5740-00 · Equipment Rental/Leasing	4,742.26	7,736.09	-2,993.83	61.3%
5800-00 · Training Seminars	2,672.72	5,000.00	-2,327.28	53.5%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5815 · Training Video Series	7,534.05	18,333.34	-10,799.29	41.1%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	0.00	1,060.00	100.0%
5920-00 · Professional Fees - Accountant	35,470.00	0.00	35,470.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	2,000.00	-750.00	62.5%
Total 5900-00 · Professional Fees	37,780.00	2,000.00	35,780.00	1,889.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	3,818.55	42,304.00	-38,485.45	9.0%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-11,593.65	-15.9%
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-11,593.65	-15.9%
6020-00 · Programs				
6016-00 · Community Marketing Programs	3,700.00	40,000.00	-36,300.00	9.3%

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

All Departments

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Total 6020-00 · Programs	3,700.00	40,000.00	-36,300.00	9.3%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media	1,500.00			
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	24,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	27,792.86	0.00	27,792.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,461.88	0.00	5,461.88	100.0%
6428-00 · Dues & Subscriptions	109.40			
6420-00 · Sponsorship - Other	201,050.00	220,000.00	-18,950.00	91.4%
Total 6420-00 · Sponsorship	206,621.28	220,000.00	-13,378.72	93.9%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	0.00	36.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	4,619.06	10,539.00	-5,919.94	43.8%
Total 6423-00 · Membership Activities	6,737.35	10,539.00	-3,801.65	63.9%
6437-00 · Tuesday Morning Breakfast Club	3,412.50	3,541.69	-129.19	96.4%
6490-00 · Classified Ads	275.00	250.00	25.00	110.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	402.40	0.00	402.40	100.0%
6730-00 · Marketing Cooperative/Media	442,750.00	442,750.00	0.00	100.0%
6740-00 · Media/Collateral/Production	0.00	2,083.38	-2,083.38	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	887.95	13,714.00	-12,826.05	6.5%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	270.45	0.00	270.45	100.0%
6743-04 · High Notes	5,373.32	0.00	5,373.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	33,500.00	-33,500.00	0.0%
Total 6743-00 · BACC Marketing Programs	6,620.57	33,500.00	-26,879.43	19.8%
7500-00 · Trade Shows/Travel	15.00			
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	0.00	-982.94	100.0%
51100 · Freight and Shipping Costs	972.67	0.00	972.67	100.0%
59900 · POS Inventory Adjustments	421.05	0.00	421.05	100.0%
8100-00 · Cost of Goods Sold - Other	22,060.77	32,605.00	-10,544.23	67.7%
Total 8100-00 · Cost of Goods Sold	22,471.55	32,605.00	-10,133.45	68.9%
8200-00 · Associate Relations	1,595.00	850.00	745.00	187.6%
8300-00 · Board Functions	1,035.29	1,500.00	-464.71	69.0%
8500-00 · Credit Card Fees	2,951.55	2,550.00	401.55	115.7%
8700-00 · Automobile Expenses	2,311.29	3,304.26	-992.97	69.9%
8750-00 · Meals/Meetings	2,213.28	2,441.83	-228.55	90.6%
8810-00 · Dues & Subscriptions	5,264.44	3,710.07	1,554.37	141.9%
8910-00 · Travel	6,060.19	5,374.26	685.93	112.8%
Total Expense	1,448,269.00	1,690,639.31	-242,370.31	85.7%
Net Ordinary Income	326,758.18	69,685.82	257,072.36	468.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	73,632.00	-73,632.00	0.0%
Total Other Expense	0.00	73,632.00	-73,632.00	0.0%
Net Other Income	0.00	-73,632.00	73,632.00	0.0%
Net Income	326,758.18	-3,946.18	330,704.36	-8,280.4%

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

12/20/16

Accrual Basis

11 - Marketing

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	120,665.00	120,665.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	4,125.00	3,204.19	920.81	128.7%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	7,767.26	0.00	7,767.26	100.0%
4600-00 · Commissions - Other	83,387.57	52,858.00	30,529.57	157.8%
Total 4600-00 · Commissions	91,154.83	52,858.00	38,296.83	172.5%
Total Income	215,944.83	176,727.19	39,217.64	122.2%
Gross Profit	215,944.83	176,727.19	39,217.64	122.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	10,833.38	2,782.67	125.7%
5020-00 · P/R - Tax Expense	6,250.16	5,954.80	295.36	105.0%
5030-00 · P/R - Health Insurance Expense	6,446.13	6,228.80	217.33	103.5%
5040-00 · P/R - Workmans Comp	453.14	375.00	78.14	120.8%
5060-00 · 401 (k)	3,327.91	3,283.60	44.31	101.3%
5070-00 · Other Benefits and Expenses	209.90	185.88	24.02	112.9%
5000-00 · Salaries & Wages - Other	60,851.05	72,493.00	-11,641.95	83.9%
Total 5000-00 · Salaries & Wages	91,154.34	99,354.46	-8,200.12	91.7%
5100-00 · Rent				
5110-00 · Utilities	272.62	437.50	-164.88	62.3%
5140-00 · Repairs & Maintenance	0.00	325.00	-325.00	0.0%
5150-00 · Office - Cleaning	465.40	630.00	-164.60	73.9%
5100-00 · Rent - Other	4,514.00	4,129.19	384.81	109.3%
Total 5100-00 · Rent	5,252.02	5,521.69	-269.67	95.1%
5310-00 · Telephone				
5320-00 · Telephone	1,142.66	1,280.00	-137.34	89.3%
Total 5310-00 · Telephone	1,142.66	1,280.00	-137.34	89.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	164.06	87.50	76.56	187.5%
Total 5420-00 · Mail - USPS	264.06	87.50	176.56	301.8%
5510-00 · Insurance/Bonding	593.45	625.00	-31.55	95.0%
5520-00 · Supplies	201.66	312.50	-110.84	64.5%
5610-00 · Depreciation	74.80	424.63	-349.83	17.6%
5700-00 · Equipment Support & Maintenance	492.12	690.00	-197.88	71.3%
5710-00 · Taxes, Licenses & Fees	154.27	83.38	70.89	185.0%
5740-00 · Equipment Rental/Leasing	418.41	833.38	-414.97	50.2%
6730-00 · Marketing Cooperative/Media	45,833.35	45,833.35	0.00	100.0%
8700-00 · Automobile Expenses	147.96	166.69	-18.73	88.8%
8750-00 · Meals/Meetings	0.00	166.69	-166.69	0.0%
8810-00 · Dues & Subscriptions	340.00	100.00	240.00	340.0%
Total Expense	146,069.10	155,479.27	-9,410.17	93.9%
Net Ordinary Income	69,875.73	21,247.92	48,627.81	328.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	20,237.32	17,083.00	3,154.32	118.5%
Total Other Expense	20,237.32	17,083.00	3,154.32	118.5%
Net Other Income	-20,237.32	-17,083.00	-3,154.32	118.5%
Net Income	49,638.41	4,164.92	45,473.49	1,191.8%

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

12/20/16

Accrual Basis

30 - Conference

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	120,665.00	120,665.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	4,125.00	3,204.19	920.81	128.7%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	7,767.26	0.00	7,767.26	100.0%
4600-00 · Commissions - Other	83,387.57	52,858.00	30,529.57	157.8%
Total 4600-00 · Commissions	91,154.83	52,858.00	38,296.83	172.5%
Total Income	215,944.83	176,727.19	39,217.64	122.2%
Gross Profit	215,944.83	176,727.19	39,217.64	122.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	10,833.38	2,782.67	125.7%
5020-00 · P/R - Tax Expense	6,250.16	5,954.80	295.36	105.0%
5030-00 · P/R - Health Insurance Expense	6,446.13	6,228.80	217.33	103.5%
5040-00 · P/R - Workmans Comp	453.14	375.00	78.14	120.8%
5060-00 · 401 (k)	3,327.91	3,283.60	44.31	101.3%
5070-00 · Other Benefits and Expenses	209.90	185.88	24.02	112.9%
5000-00 · Salaries & Wages - Other	60,851.05	72,493.00	-11,641.95	83.9%
Total 5000-00 · Salaries & Wages	91,154.34	99,354.46	-8,200.12	91.7%
5100-00 · Rent				
5110-00 · Utilities	272.62	437.50	-164.88	62.3%
5140-00 · Repairs & Maintenance	0.00	325.00	-325.00	0.0%
5150-00 · Office - Cleaning	465.40	630.00	-164.60	73.9%
5100-00 · Rent - Other	4,514.00	4,129.19	384.81	109.3%
Total 5100-00 · Rent	5,252.02	5,521.69	-269.67	95.1%
5310-00 · Telephone				
5320-00 · Telephone	1,142.66	1,280.00	-137.34	89.3%
Total 5310-00 · Telephone	1,142.66	1,280.00	-137.34	89.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	164.06	87.50	76.56	187.5%
Total 5420-00 · Mail - USPS	264.06	87.50	176.56	301.8%
5510-00 · Insurance/Bonding	593.45	625.00	-31.55	95.0%
5520-00 · Supplies	201.66	312.50	-110.84	64.5%
5610-00 · Depreciation	74.80	424.63	-349.83	17.6%
5700-00 · Equipment Support & Maintenance	492.12	690.00	-197.88	71.3%
5710-00 · Taxes, Licenses & Fees	154.27	83.38	70.89	185.0%
5740-00 · Equipment Rental/Leasing	418.41	833.38	-414.97	50.2%
6730-00 · Marketing Cooperative/Media	45,833.35	45,833.35	0.00	100.0%
8700-00 · Automobile Expenses	147.96	166.69	-18.73	88.8%
8750-00 · Meals/Meetings	0.00	166.69	-166.69	0.0%
8810-00 · Dues & Subscriptions	340.00	100.00	240.00	340.0%
Total Expense	146,069.10	155,479.27	-9,410.17	93.9%
Net Ordinary Income	69,875.73	21,247.92	48,627.81	328.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	20,237.32	17,083.00	3,154.32	118.5%
Total Other Expense	20,237.32	17,083.00	3,154.32	118.5%
Net Other Income	-20,237.32	-17,083.00	-3,154.32	118.5%
Net Income	49,638.41	4,164.92	45,473.49	1,191.8%

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

41 - Transportation

Accrual Basis

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	110,090.00	110,090.00	0.00	100.0%
Total Income	110,090.00	110,090.00	0.00	100.0%
Gross Profit	110,090.00	110,090.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,602.49	3,569.60	-967.11	72.9%
5030-00 · P/R - Health Insurance Expense	1,674.46	2,279.60	-605.14	73.5%
5040-00 · P/R - Workmans Comp	159.93	860.00	-700.07	18.6%
5060-00 · 401 (k)	1,398.47	1,697.40	-298.93	82.4%
5070-00 · Other Benefits and Expenses	30.14	295.80	-265.66	10.2%
5000-00 · Salaries & Wages - Other	32,332.10	36,296.60	-3,964.50	89.1%
Total 5000-00 · Salaries & Wages	38,197.59	44,999.00	-6,801.41	84.9%
5100-00 · Rent				
5110-00 · Utilities	119.52	419.19	-299.67	28.5%
5140-00 · Repairs & Maintenance	0.00	190.44	-190.44	0.0%
5150-00 · Office - Cleaning	186.17	83.38	102.79	223.3%
5100-00 · Rent - Other	1,805.60	3,081.69	-1,276.09	58.6%
Total 5100-00 · Rent	2,111.29	3,774.70	-1,663.41	55.9%
5310-00 · Telephone				
5320-00 · Telephone	1,005.72	531.25	474.47	189.3%
Total 5310-00 · Telephone	1,005.72	531.25	474.47	189.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	100.96	50.00	50.96	201.9%
Total 5420-00 · Mail - USPS	150.96	50.00	100.96	301.9%
5510-00 · Insurance/Bonding	93.71	125.00	-31.29	75.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	129.00			
5520-00 · Supplies - Other	59.18	125.00	-65.82	47.3%
Total 5520-00 · Supplies	188.18	125.00	63.18	150.5%
5610-00 · Depreciation	46.05	172.50	-126.45	26.7%
5700-00 · Equipment Support & Maintenance	139.00	200.00	-61.00	69.5%
5710-00 · Taxes, Licenses & Fees	94.93	50.00	44.93	189.9%
5740-00 · Equipment Rental/Leasing	365.11	133.38	231.73	273.7%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,909.00	17,377.00	-15,468.00	11.0%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-11,593.65	-15.9%
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-11,593.65	-15.9%
8500-00 · Credit Card Fees	22.50	0.00	22.50	100.0%
8700-00 · Automobile Expenses	260.28	500.00	-239.72	52.1%
8750-00 · Meals/Meetings	91.98	125.00	-33.02	73.6%
Total Expense	46,082.65	78,612.83	-32,530.18	58.6%
Net Ordinary Income	64,007.35	31,477.17	32,530.18	203.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	20,237.32	31,474.00	-11,236.68	64.3%
Total Other Expense	20,237.32	31,474.00	-11,236.68	64.3%
Net Other Income	-20,237.32	-31,474.00	11,236.68	64.3%
Net Income	43,770.03	3.17	43,766.86	1,380,758.0%

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

12/20/16

Accrual Basis

42 - VIC

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	139,135.00	139,135.00	0.00	100.0%
4502-00 · Non-retail VIC income	3,280.08	3,185.00	95.08	103.0%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 · Merchandise Sales	44,047.64	58,650.00	-14,602.36	75.1%
Total Income	<u>186,462.72</u>	<u>202,470.00</u>	<u>-16,007.28</u>	<u>92.1%</u>
Gross Profit	186,462.72	202,470.00	-16,007.28	92.1%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	7,537.72	6,923.00	614.72	108.9%
5030-00 · P/R - Health Insurance Expense	9,612.63	11,432.50	-1,819.87	84.1%
5040-00 · P/R - Workmans Comp	506.45	1,045.00	-538.55	48.5%
5060-00 · 401 (K)	3,033.30	2,619.00	414.30	115.8%
5070-00 · Other Benefits and Expenses	259.90	252.94	6.96	102.8%
5000-00 · Salaries & Wages - Other	77,343.63	75,791.00	1,552.63	102.0%
Total 5000-00 · Salaries & Wages	<u>98,293.63</u>	<u>98,063.44</u>	<u>230.19</u>	<u>100.2%</u>
5100-00 · Rent				
5110-00 · Utilities	1,976.27	3,125.00	-1,148.73	63.2%
5140-00 · Repairs & Maintenance	112.04	754.19	-642.15	14.9%
5150-00 · Office - Cleaning	812.70	0.00	812.70	100.0%
5100-00 · Rent - Other	32,277.85	29,494.19	2,783.66	109.4%
Total 5100-00 · Rent	<u>35,178.86</u>	<u>33,373.38</u>	<u>1,805.48</u>	<u>105.4%</u>
5310-00 · Telephone				
5320-00 · Telephone	1,560.60	1,458.38	102.22	107.0%
Total 5310-00 · Telephone	<u>1,560.60</u>	<u>1,458.38</u>	<u>102.22</u>	<u>107.0%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	325.22	0.00	325.22	100.0%
5420-00 · Mail - USPS - Other	164.06	208.38	-44.32	78.7%
Total 5420-00 · Mail - USPS	<u>539.28</u>	<u>208.38</u>	<u>330.90</u>	<u>258.8%</u>
5510-00 · Insurance/Bonding	780.89	833.38	-52.49	93.7%
5520-00 · Supplies	913.79	1,666.69	-752.90	54.8%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	74.80	424.63	-349.83	17.6%
5700-00 · Equipment Support & Maintenance	1,092.73	875.00	217.73	124.9%
5710-00 · Taxes, Licenses & Fees	354.26	125.00	229.26	283.4%
5740-00 · Equipment Rental/Leasing	1,825.72	2,470.00	-644.28	73.9%
5800-00 · Training Seminars	0.00	2,000.00	-2,000.00	0.0%
5815 · Training Video Series	0.00	3,333.34	-3,333.34	0.0%
6740-00 · Media/Collateral/Production	0.00	2,083.38	-2,083.38	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	0.00	-982.94	100.0%
51100 · Freight and Shipping Costs	972.67	0.00	972.67	100.0%
59900 · POS Inventory Adjustments	421.05	0.00	421.05	100.0%
8100-00 · Cost of Goods Sold - Other	22,060.77	32,605.00	-10,544.23	67.7%
Total 8100-00 · Cost of Goods Sold	<u>22,471.55</u>	<u>32,605.00</u>	<u>-10,133.45</u>	<u>68.9%</u>
8200-00 · Associate Relations	461.76	200.00	261.76	230.9%
8500-00 · Credit Card Fees	634.08	1,500.00	-865.92	42.3%
8700-00 · Automobile Expenses	650.09	500.00	150.09	130.0%
8750-00 · Meals/Meetings	308.45	166.69	141.76	185.0%
8810-00 · Dues & Subscriptions	199.96	400.00	-200.04	50.0%
8910-00 · Travel	213.48	2,040.88	-1,827.40	10.5%
Total Expense	<u>165,444.93</u>	<u>184,527.57</u>	<u>-19,082.64</u>	<u>89.7%</u>
Net Ordinary Income	21,017.79	17,942.43	3,075.36	117.1%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	18,397.58	17,942.00	455.58	102.5%
Total Other Expense	<u>18,397.58</u>	<u>17,942.00</u>	<u>455.58</u>	<u>102.5%</u>
Net Other Income	<u>-18,397.58</u>	<u>-17,942.00</u>	<u>-455.58</u>	<u>102.5%</u>

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Accrual Basis

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

42 - VIC

	<u>Jul - Nov 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Income	<u>2,620.21</u>	<u>0.43</u>	<u>2,619.78</u>	<u>609,351.2%</u>

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

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	92,735.00	92,735.00	0.00	100.0%
Total Income	92,735.00	92,735.00	0.00	100.0%
Gross Profit	92,735.00	92,735.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,602.51	3,688.80	-1,086.29	70.6%
5030-00 · P/R - Health Insurance Expense	1,674.43	2,188.80	-514.37	76.5%
5040-00 · P/R - Workmans Comp	159.93	833.38	-673.45	19.2%
5060-00 · 401 (k)	1,398.47	1,700.80	-302.33	82.2%
5070-00 · Other Benefits and Expenses	30.09	287.50	-257.41	10.5%
5000-00 · Salaries & Wages - Other	32,332.09	36,296.60	-3,964.51	89.1%
Total 5000-00 · Salaries & Wages	38,197.52	44,995.88	-6,798.36	84.9%
5100-00 · Rent				
5110-00 · Utilities	119.52	625.00	-505.48	19.1%
5140-00 · Repairs & Maintenance	0.00	200.00	-200.00	0.0%
5150-00 · Office - Cleaning	186.17	250.88	-64.71	74.2%
5100-00 · Rent - Other	1,805.60	2,927.94	-1,122.34	61.7%
Total 5100-00 · Rent	2,111.29	4,003.82	-1,892.53	52.7%
5310-00 · Telephone				
5320-00 · Telephone	1,005.71	1,450.00	-444.29	69.4%
Total 5310-00 · Telephone	1,005.71	1,450.00	-444.29	69.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	100.96	50.00	50.96	201.9%
Total 5420-00 · Mail - USPS	150.96	50.00	100.96	301.9%
5510-00 · Insurance/Bonding	93.71	125.00	-31.29	75.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	129.00			
5520-00 · Supplies - Other	59.18	125.00	-65.82	47.3%
Total 5520-00 · Supplies	188.18	125.00	63.18	150.5%
5610-00 · Depreciation	46.05	172.50	-126.45	26.7%
5700-00 · Equipment Support & Maintenance	139.00	275.00	-136.00	50.5%
5710-00 · Taxes, Licenses & Fees	94.93	155.00	-60.07	61.2%
5740-00 · Equipment Rental/Leasing	365.11	1,063.38	-698.27	34.3%
5941-00 · Research & Planning	1,909.55	19,927.00	-18,017.45	9.6%
8500-00 · Credit Card Fees	22.50	0.00	22.50	100.0%
8700-00 · Automobile Expenses	260.28	575.00	-314.72	45.3%
8750-00 · Meals/Meetings	151.63	166.69	-15.06	91.0%
Total Expense	44,736.42	73,084.27	-28,347.85	61.2%
Net Ordinary Income	47,998.58	19,650.73	28,347.85	244.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	20,237.32	19,654.00	583.32	103.0%
Total Other Expense	20,237.32	19,654.00	583.32	103.0%
Net Other Income	-20,237.32	-19,654.00	-583.32	103.0%
Net Income	27,761.26	-3.27	27,764.53	-848,968.2%

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

60 - Membership

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	51,056.63	46,236.25	4,820.38	110.4%
4201-00 · New Member Fees	450.00	1,666.69	-1,216.69	27.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00			
4250-00 · Revenues-Membership Activities - Other	3,138.00	14,200.00	-11,062.00	22.1%
Total 4250-00 · Revenues-Membership Activities	4,113.00	14,200.00	-10,087.00	29.0%
4251-00 · Revenue-Tue AM Breakfast Club	2,475.00	4,000.00	-1,525.00	61.9%
4252-00 · Revenue - Sponsorships	1,000.00	1,500.00	-500.00	66.7%
Total Income	59,094.63	67,602.94	-8,508.31	87.4%
Gross Profit	59,094.63	67,602.94	-8,508.31	87.4%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-16,500.00	-16,500.00	0.00	100.0%
5020-00 · P/R - Tax Expense	1,811.77	3,160.80	-1,349.03	57.3%
5030-00 · P/R - Health Insurance Expense	6,346.54	7,373.80	-1,027.26	86.1%
5040-00 · P/R - Workmans Comp	186.59	446.69	-260.10	41.8%
5060-00 · 401 (k)	177.19	274.20	-97.01	64.6%
5070-00 · Other Benefits and Expenses	32.27	439.63	-407.36	7.3%
5000-00 · Salaries & Wages - Other	21,285.41	34,248.60	-12,963.19	62.1%
Total 5000-00 · Salaries & Wages	13,339.77	29,443.72	-16,103.95	45.3%
5100-00 · Rent				
5110-00 · Utilities	186.71	312.50	-125.79	59.7%
5140-00 · Repairs & Maintenance	0.00	200.00	-200.00	0.0%
5150-00 · Office - Cleaning	325.76	450.00	-124.24	72.4%
5100-00 · Rent - Other	3,479.80	2,949.63	530.17	118.0%
Total 5100-00 · Rent	3,992.27	3,912.13	80.14	102.0%
5310-00 · Telephone				
5320-00 · Telephone	1,036.72	1,125.00	-88.28	92.2%
Total 5310-00 · Telephone	1,036.72	1,125.00	-88.28	92.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00			
5420-00 · Mail - USPS - Other	100.96	250.00	-149.04	40.4%
Total 5420-00 · Mail - USPS	500.96	250.00	250.96	200.4%
5510-00 · Insurance/Bonding	281.10	333.38	-52.28	84.3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	511.78	0.00	511.78	100.0%
5520-00 · Supplies - Other	303.89	541.69	-237.80	56.1%
Total 5520-00 · Supplies	815.67	541.69	273.98	150.6%
5610-00 · Depreciation	46.05	261.25	-215.20	17.6%
5700-00 · Equipment Support & Maintenance	387.00	235.44	151.56	164.4%
5710-00 · Taxes, Licenses & Fees	95.93	208.38	-112.45	46.0%
5740-00 · Equipment Rental/Leasing	781.10	1,360.88	-579.78	57.4%
5800-00 · Training Seminars	892.11	1,500.00	-607.89	59.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,881.24	0.00	1,881.24	100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	0.00	36.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	4,619.06	10,539.00	-5,919.94	43.8%
Total 6423-00 · Membership Activities	6,617.35	10,539.00	-3,921.65	62.8%
6437-00 · Tuesday Morning Breakfast Club	3,412.50	3,541.69	-129.19	96.4%
8200-00 · Associate Relations	0.00	200.00	-200.00	0.0%
8500-00 · Credit Card Fees	2,096.45	1,050.00	1,046.45	199.7%
8700-00 · Automobile Expenses	192.89	312.50	-119.61	61.7%
8750-00 · Meals/Meetings	177.20	208.38	-31.18	85.0%
8810-00 · Dues & Subscriptions	1,285.00	416.69	868.31	308.4%
Total Expense	35,950.07	55,440.13	-19,490.06	64.8%
Net Ordinary Income	23,144.56	12,162.81	10,981.75	190.3%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

60 - Membership

	<u>Jul - Nov 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8990-00 · Allocated	16,557.82	12,162.00	4,395.82	136.1%
Total Other Expense	16,557.82	12,162.00	4,395.82	136.1%
Net Other Income	-16,557.82	-12,162.00	-4,395.82	136.1%
Net Income	<u>6,586.74</u>	<u>0.81</u>	<u>6,585.93</u>	<u>813,177.8%</u>

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

	Jul - Nov 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	7,561.50	9,642.80	-2,081.30	78.4%
5030-00 · P/R - Health Insurance Expense	7,362.44	17,258.40	-9,895.96	42.7%
5040-00 · P/R - Workmans Comp	559.72	2,003.38	-1,443.66	27.9%
5060-00 · 401 (k)	2,132.37	3,845.40	-1,713.03	55.5%
5070-00 · Other Benefits and Expenses	234.85	467.13	-232.28	50.3%
5000-00 · Salaries & Wages - Other	98,906.16	130,036.60	-31,130.44	76.1%
Total 5000-00 · Salaries & Wages	116,757.04	163,253.71	-46,496.67	71.5%
5100-00 · Rent				
5110-00 · Utilities	429.55	1,000.00	-570.45	43.0%
5140-00 · Repairs & Maintenance	54.32	1,000.00	-945.68	5.4%
5150-00 · Office - Cleaning	820.45	1,260.00	-439.55	65.1%
5100-00 · Rent - Other	8,011.00	9,575.44	-1,564.44	83.7%
Total 5100-00 · Rent	9,315.32	12,835.44	-3,520.12	72.6%
5310-00 · Telephone				
5320-00 · Telephone	3,574.68	3,583.38	-8.70	99.8%
Total 5310-00 · Telephone	3,574.68	3,583.38	-8.70	99.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	315.50	291.69	23.81	108.2%
Total 5420-00 · Mail - USPS	565.50	291.69	273.81	193.9%
5510-00 · Insurance/Bonding	687.14	708.38	-21.24	97.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	257.99			
5520-00 · Supplies - Other	1,861.46	2,916.69	-1,055.23	63.8%
Total 5520-00 · Supplies	2,119.45	2,916.69	-797.24	72.7%
5610-00 · Depreciation	143.80	816.25	-672.45	17.6%
5700-00 · Equipment Support & Maintenance	3,288.94	1,553.38	1,735.56	211.7%
5710-00 · Taxes, Licenses & Fees	4,275.39	3,333.38	942.01	128.3%
5740-00 · Equipment Rental/Leasing	531.22	1,041.69	-510.47	51.0%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	0.00	1,060.00	100.0%
5920-00 · Professional Fees - Accountant	35,470.00	0.00	35,470.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	2,000.00	-750.00	62.5%
Total 5900-00 · Professional Fees	37,780.00	2,000.00	35,780.00	1,889.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	50.00			
Total 6420-00 · Sponsorship	50.00			
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00			
Total 6423-00 · Membership Activities	120.00			
6490-00 · Classified Ads	225.00	250.00	-25.00	90.0%
8200-00 · Associate Relations	911.75	250.00	661.75	364.7%
8300-00 · Board Functions	1,035.29	1,500.00	-464.71	69.0%
8500-00 · Credit Card Fees	130.00	0.00	130.00	100.0%
8700-00 · Automobile Expenses	54.43	416.69	-362.26	13.1%
8750-00 · Meals/Meetings	349.96	150.00	199.96	233.3%
8810-00 · Dues & Subscriptions	2,070.68	710.00	1,360.68	291.6%
Total Expense	183,985.59	197,110.68	-13,125.09	93.3%
Net Ordinary Income	-183,985.59	-197,110.68	13,125.09	93.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-183,975.69	-197,113.00	13,137.31	93.3%
Total Other Expense	-183,975.69	-197,113.00	13,137.31	93.3%
Net Other Income	183,975.69	197,113.00	-13,137.31	93.3%
Net Income	-9.90	2.32	-12.22	-426.7%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

All Departments

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,573,325.00	1,356,710.00	216,615.00	16.0%
4200-00 · Membership Ann/Conf Dues	55,181.63	61,601.08	-6,419.45	-10.4%
4201-00 · New Member Fees	450.00	375.00	75.00	20.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00	0.00	975.00	100.0%
4250-00 · Revenues-Membership Activities - Other	3,138.00	14,700.54	-11,562.54	-78.7%
Total 4250-00 · Revenues-Membership Activities	4,113.00	14,700.54	-10,587.54	-72.0%
4251-00 · Revenue-Tue AM Breakfast Club	2,475.00	3,690.00	-1,215.00	-32.9%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
4502-00 · Non-retail VIC income	3,280.08	3,025.00	255.08	8.4%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	7,767.26	-1,426.06	9,193.32	644.7%
4600-00 · Commissions - Other	83,387.57	133,808.47	-50,420.90	-37.7%
Total 4600-00 · Commissions	91,154.83	132,382.41	-41,227.58	-31.1%
46000 · Merchandise Sales	44,047.64	42,998.88	1,048.76	2.4%
Total Income	1,775,027.18	1,630,982.91	144,044.27	8.8%
Gross Profit	1,775,027.18	1,630,982.91	144,044.27	8.8%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	3,939.62	9,676.43	245.6%
5020-00 · P/R - Tax Expense	36,933.57	34,131.40	2,802.17	8.2%
5030-00 · P/R - Health Insurance Expense	48,460.55	50,104.86	-1,644.31	-3.3%
5040-00 · P/R - Workmans Comp	2,665.49	2,724.61	-59.12	-2.2%
5060-00 · 401 (k)	12,945.30	15,852.52	-2,907.22	-18.3%
5070-00 · Other Benefits and Expenses	1,217.06	3,454.31	-2,237.25	-64.8%
5000-00 · Salaries & Wages - Other	424,715.42	437,166.27	-12,450.85	-2.9%
Total 5000-00 · Salaries & Wages	540,553.44	547,373.59	-6,820.15	-1.3%
5100-00 · Rent				
5110-00 · Utilities	3,645.65	4,499.84	-854.19	-19.0%
5140-00 · Repairs & Maintenance	166.36	459.89	-293.53	-63.8%
5150-00 · Office - Cleaning	3,727.40	3,020.00	707.40	23.4%
5100-00 · Rent - Other	61,321.80	57,113.70	4,208.10	7.4%
Total 5100-00 · Rent	68,861.21	65,093.43	3,767.78	5.8%
5310-00 · Telephone				
5320-00 · Telephone	11,524.00	12,124.98	-600.98	-5.0%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	11,524.00	12,294.98	-770.98	-6.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	284.55	715.45	251.4%
5480-00 · Mail - Fed Ex	356.35	581.56	-225.21	-38.7%
5420-00 · Mail - USPS - Other	1,262.00	691.94	570.06	82.4%
Total 5420-00 · Mail - USPS	2,618.35	1,558.05	1,060.30	68.1%
5510-00 · Insurance/Bonding	3,123.46	2,006.75	1,116.71	55.7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,204.91	4,074.20	-2,869.29	-70.4%
5520-00 · Supplies - Other	4,444.47	4,871.76	-427.29	-8.8%
Total 5520-00 · Supplies	5,649.38	8,945.96	-3,296.58	-36.9%
5530-00 · Visitor Communications - Other	-109.00	35.44	-144.44	-407.6%
5610-00 · Depreciation	575.35	2,594.00	-2,018.65	-77.8%
5700-00 · Equipment Support & Maintenance	6,615.92	2,437.23	4,178.69	171.5%
5710-00 · Taxes, Licenses & Fees	5,379.38	4,439.94	939.44	21.2%
5740-00 · Equipment Rental/Leasing	4,742.26	7,313.10	-2,570.84	-35.2%
5800-00 · Training Seminars	2,672.72	1,264.12	1,408.60	111.4%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	2,380.00	-1,320.00	-55.5%
5920-00 · Professional Fees - Accountant	35,470.00	28,419.51	7,050.49	24.8%
5900-00 · Professional Fees - Other	1,250.00	0.00	1,250.00	100.0%
Total 5900-00 · Professional Fees	37,780.00	30,799.51	6,980.49	22.7%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	3,818.55	31,495.20	-27,676.65	-87.9%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	3,700.00	494.90	3,205.10	647.6%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

All Departments

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Total 6020-00 · Programs	3,700.00	494.90	3,205.10	647.6%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6030-00 · AFW-Media	1,500.00	0.00	1,500.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	31,689.50	-7,339.52	-23.2%
Total 6023-00 · Autumn Food & Wine	27,792.86	31,707.19	-3,914.33	-12.4%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	0.00	7,500.00	-7,500.00	-100.0%
6421-00 · New Event Development	5,461.88	1,155.15	4,306.73	372.8%
6422-00 · IronMan Lake Tahoe	0.00	390,957.94	-390,957.94	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6428-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Sponsorship - Other	201,050.00	12,225.00	188,825.00	1,544.6%
Total 6420-00 · Sponsorship	206,621.28	417,380.41	-210,759.13	-50.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,001.24	1,482.56	518.68	35.0%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	54.09	-18.04	-33.4%
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	4,619.06	7,909.88	-3,290.82	-41.6%
Total 6423-00 · Membership Activities	6,737.35	12,336.28	-5,598.93	-45.4%
6437-00 · Tuesday Morning Breakfast Club	3,412.50	1,394.00	2,018.50	144.8%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	402.40	314.61	87.79	27.9%
6730-00 · Marketing Cooperative/Media	442,750.00	339,515.00	103,235.00	30.4%
6742-00 · Non-NLT Co-Op Marketing Program	887.95	8,350.67	-7,462.72	-89.4%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	270.45	6,590.43	-6,319.98	-95.9%
6743-04 · High Notes	5,373.32	16,000.00	-10,626.68	-66.4%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	6,620.57	22,590.43	-15,969.86	-70.7%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	-7.22	-975.72	-13,514.1%
51100 · Freight and Shipping Costs	972.67	628.28	344.39	54.8%
59900 · POS Inventory Adjustments	421.05	-755.02	1,176.07	155.8%
8100-00 · Cost of Goods Sold - Other	22,060.77	22,170.49	-109.72	-0.5%
Total 8100-00 · Cost of Goods Sold	22,471.55	22,036.53	435.02	2.0%
8200-00 · Associate Relations	1,595.00	2,408.96	-813.96	-33.8%
8300-00 · Board Functions	1,035.29	408.40	626.89	153.5%
8500-00 · Credit Card Fees	2,951.55	2,834.67	116.88	4.1%
8700-00 · Automobile Expenses	2,311.29	3,297.44	-986.15	-29.9%
8750-00 · Meals/Meetings	2,213.28	2,030.78	182.50	9.0%
8810-00 · Dues & Subscriptions	5,264.44	3,980.53	1,283.91	32.3%
8910-00 · Travel	6,060.19	2,609.45	3,450.74	132.2%
8930-00 · Prior Period Adjustments	0.00	-7,080.12	7,080.12	100.0%
Total Expense	1,448,269.00	1,584,261.43	-135,992.43	-8.6%
Net Ordinary Income	326,758.18	46,721.48	280,036.70	599.4%
Net Income	326,758.18	46,721.48	280,036.70	599.4%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

11 - Marketing

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,110,700.00	918,630.00	192,070.00	20.9%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
Total Income	1,110,700.00	933,630.00	177,070.00	19.0%
Gross Profit	1,110,700.00	933,630.00	177,070.00	19.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	16,500.00	6,041.65	10,458.35	173.1%
5020-00 · P/R - Tax Expense	8,567.42	7,286.92	1,280.50	17.6%
5030-00 · P/R - Health Insurance Expense	15,343.92	12,266.94	3,076.98	25.1%
5040-00 · P/R - Workmans Comp	639.73	245.22	394.51	160.9%
5060-00 · 401 (k)	1,477.59	2,323.86	-846.27	-36.4%
5070-00 · Other Benefits and Expenses	419.91	1,302.41	-882.50	-67.8%
5000-00 · Salaries & Wages - Other	101,664.98	94,076.23	7,588.75	8.1%
Total 5000-00 · Salaries & Wages	144,613.55	123,543.23	21,070.32	17.1%
5100-00 · Rent				
5110-00 · Utilities	541.46	609.15	-67.69	-11.1%
5140-00 · Repairs & Maintenance	0.00	100.00	-100.00	-100.0%
5150-00 · Office - Cleaning	930.75	679.00	251.75	37.1%
5100-00 · Rent - Other	9,427.95	7,833.13	1,594.82	20.4%
Total 5100-00 · Rent	10,900.16	9,221.28	1,678.88	18.2%
5310-00 · Telephone				
5320-00 · Telephone	2,197.91	2,745.36	-547.45	-19.9%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	2,197.91	2,915.36	-717.45	-24.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	18.65	81.35	436.2%
5480-00 · Mail - Fed Ex	31.13	459.45	-428.32	-93.2%
5420-00 · Mail - USPS - Other	315.50	74.03	241.47	326.2%
Total 5420-00 · Mail - USPS	446.63	552.13	-105.50	-19.1%
5510-00 · Insurance/Bonding	593.46	381.28	212.18	55.7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	3,971.71	-3,794.57	-95.5%
5520-00 · Supplies - Other	1,045.31	983.37	61.94	6.3%
Total 5520-00 · Supplies	1,222.45	4,955.08	-3,732.63	-75.3%
5610-00 · Depreciation	143.80	648.55	-504.75	-77.8%
5700-00 · Equipment Support & Maintenance	1,077.13	42.00	1,035.13	2,464.6%
5710-00 · Taxes, Licenses & Fees	309.67	262.15	47.52	18.1%
5740-00 · Equipment Rental/Leasing	455.59	701.26	-245.67	-35.0%
5800-00 · Training Seminars	1,780.61	15.00	1,765.61	11,770.7%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	3,700.00	494.90	3,205.10	647.6%
Total 6020-00 · Programs	3,700.00	494.90	3,205.10	647.6%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6030-00 · AFW-Media	1,500.00	0.00	1,500.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	31,689.50	-7,339.52	-23.2%
Total 6023-00 · Autumn Food & Wine	27,792.86	31,707.19	-3,914.33	-12.4%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	0.00	7,500.00	-7,500.00	-100.0%
6421-00 · New Event Development	5,411.88	1,155.15	4,256.73	368.5%
6422-00 · IronMan Lake Tahoe	0.00	390,957.94	-390,957.94	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6428-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Sponsorship - Other	201,050.00	12,125.00	188,925.00	1,558.1%
Total 6420-00 · Sponsorship	206,571.28	417,280.41	-210,709.13	-50.5%
6490-00 · Classified Ads	50.00	0.00	50.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

11 - Marketing

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
6701-00 · Market Study Reports/Research	402.40	314.61	87.79	27.9%
6730-00 · Marketing Cooperative/Media	396,916.65	300,400.00	96,516.65	32.1%
6742-00 · Non-NLT Co-Op Marketing Program	887.95	8,200.67	-7,312.72	-89.2%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	270.45	6,590.43	-6,319.98	-95.9%
6743-04 · High Notes	5,373.32	16,000.00	-10,626.68	-66.4%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	6,620.57	22,590.43	-15,969.86	-70.7%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8200-00 · Associate Relations	221.49	271.19	-49.70	-18.3%
8500-00 · Credit Card Fees	46.02	45.00	1.02	2.3%
8700-00 · Automobile Expenses	745.36	348.80	396.56	113.7%
8750-00 · Meals/Meetings	1,134.06	1,342.57	-208.51	-15.5%
8810-00 · Dues & Subscriptions	1,368.80	2,429.66	-1,060.86	-43.7%
8910-00 · Travel	5,846.71	283.93	5,562.78	1,959.2%
8930-00 · Prior Period Adjustments	0.00	6,489.85	-6,489.85	-100.0%
Total Expense	826,000.24	935,436.53	-109,436.29	-11.7%
Net Ordinary Income	284,699.76	-1,806.53	286,506.29	15,859.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	88,308.33	92,322.99	-4,014.66	-4.4%
Total Other Expense	88,308.33	92,322.99	-4,014.66	-4.4%
Net Other Income	-88,308.33	-92,322.99	4,014.66	4.4%
Net Income	196,391.43	-94,129.52	290,520.95	308.6%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

41 - Transportation

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	110,090.00	83,707.00	26,383.00	31.5%
Total Income	110,090.00	83,707.00	26,383.00	31.5%
Gross Profit	110,090.00	83,707.00	26,383.00	31.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,602.49	3,015.83	-413.34	-13.7%
5030-00 · P/R - Health Insurance Expense	1,674.46	1,514.16	160.30	10.6%
5040-00 · P/R - Workmans Comp	159.93	272.47	-112.54	-41.3%
5060-00 · 401 (K)	1,398.47	1,639.56	-241.09	-14.7%
5070-00 · Other Benefits and Expenses	30.14	95.37	-65.23	-68.4%
5000-00 · Salaries & Wages - Other	32,332.10	35,290.84	-2,958.74	-8.4%
Total 5000-00 · Salaries & Wages	38,197.59	41,828.23	-3,630.64	-8.7%
5100-00 · Rent				
5110-00 · Utilities	119.52	217.75	-98.23	-45.1%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	186.17	236.00	-49.83	-21.1%
5100-00 · Rent - Other	1,805.60	2,797.75	-992.15	-35.5%
Total 5100-00 · Rent	2,111.29	3,283.50	-1,172.21	-35.7%
5310-00 · Telephone				
5320-00 · Telephone	1,005.72	818.35	187.37	22.9%
Total 5310-00 · Telephone	1,005.72	818.35	187.37	22.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	100.96	46.92	54.04	115.2%
Total 5420-00 · Mail - USPS	150.96	46.92	104.04	221.7%
5510-00 · Insurance/Bonding	93.71	60.20	33.51	55.7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	129.00	0.00	129.00	100.0%
5520-00 · Supplies - Other	59.18	198.87	-139.69	-70.2%
Total 5520-00 · Supplies	188.18	198.87	-10.69	-5.4%
5610-00 · Depreciation	46.05	207.50	-161.45	-77.8%
5700-00 · Equipment Support & Maintenance	139.00	131.20	7.80	6.0%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	601.10	-235.99	-39.3%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,909.00	13,180.75	-11,271.75	-85.5%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6420-00 · Sponsorship	0.00	100.00	-100.00	-100.0%
8200-00 · Associate Relations	0.00	75.00	-75.00	-100.0%
8500-00 · Credit Card Fees	22.50	22.50	0.00	0.0%
8700-00 · Automobile Expenses	260.28	759.37	-499.09	-65.7%
8750-00 · Meals/Meetings	91.98	156.00	-64.02	-41.0%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	46,082.65	59,518.38	-13,435.73	-22.6%
Net Ordinary Income	64,007.35	24,188.62	39,818.73	164.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	20,237.32	21,157.35	-920.03	-4.4%
Total Other Expense	20,237.32	21,157.35	-920.03	-4.4%
Net Other Income	-20,237.32	-21,157.35	920.03	4.4%
Net Income	43,770.03	3,031.27	40,738.76	1,344.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

42 - VIC

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	139,135.00	122,104.00	17,031.00	14.0%
4502-00 · Non-retail VIC income	3,280.08	2,650.00	630.08	23.8%
46000 · Merchandise Sales	44,047.64	42,998.88	1,048.76	2.4%
Total Income	186,462.72	167,752.88	18,709.84	11.2%
Gross Profit	186,462.72	167,752.88	18,709.84	11.2%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	7,537.72	5,712.17	1,825.55	32.0%
5030-00 · P/R - Health Insurance Expense	9,612.63	7,875.54	1,737.09	22.1%
5040-00 · P/R - Workmans Comp	506.45	517.67	-11.22	-2.2%
5060-00 · 401 (k)	3,033.30	1,970.30	1,063.00	54.0%
5070-00 · Other Benefits and Expenses	259.90	200.94	58.96	29.3%
5000-00 · Salaries & Wages - Other	77,343.63	63,095.89	14,247.74	22.6%
Total 5000-00 · Salaries & Wages	98,293.63	79,372.51	18,921.12	23.8%
5100-00 · Rent				
5110-00 · Utilities	1,976.27	2,050.48	-74.21	-3.6%
5140-00 · Repairs & Maintenance	112.04	111.89	0.15	0.1%
5150-00 · Office - Cleaning	812.70	611.00	201.70	33.0%
5100-00 · Rent - Other	32,277.85	27,977.50	4,300.35	15.4%
Total 5100-00 · Rent	35,178.86	30,750.87	4,427.99	14.4%
5310-00 · Telephone				
5320-00 · Telephone	1,560.60	1,456.54	104.06	7.1%
Total 5310-00 · Telephone	1,560.60	1,456.54	104.06	7.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5480-00 · Mail - Fed Ex	325.22	122.11	203.11	166.3%
5420-00 · Mail - USPS - Other	164.06	161.24	2.82	1.8%
Total 5420-00 · Mail - USPS	539.28	283.35	255.93	90.3%
5510-00 · Insurance/Bonding	780.89	501.69	279.20	55.7%
5520-00 · Supplies	913.79	947.40	-33.61	-3.6%
5530-00 · Visitor Communications - Other	-109.00	0.00	-109.00	-100.0%
5610-00 · Depreciation	74.80	337.20	-262.40	-77.8%
5700-00 · Equipment Support & Maintenance	1,092.73	637.60	455.13	71.4%
5710-00 · Taxes, Licenses & Fees	354.26	136.32	217.94	159.9%
5740-00 · Equipment Rental/Leasing	1,825.72	2,582.61	-756.89	-29.3%
6742-00 · Non-NLT Co-Op Marketing Program	0.00	150.00	-150.00	-100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	-7.22	-975.72	-13,514.1%
51100 · Freight and Shipping Costs	972.67	610.32	362.35	59.4%
59900 · POS Inventory Adjustments	421.05	-755.02	1,176.07	155.8%
8100-00 · Cost of Goods Sold - Other	22,060.77	22,171.49	-110.72	-0.5%
Total 8100-00 · Cost of Goods Sold	22,471.55	22,019.57	451.98	2.1%
8200-00 · Associate Relations	461.76	127.53	334.23	262.1%
8500-00 · Credit Card Fees	634.08	1,298.18	-664.10	-51.2%
8700-00 · Automobile Expenses	650.09	180.79	469.30	259.6%
8750-00 · Meals/Meetings	308.45	0.00	308.45	100.0%
8810-00 · Dues & Subscriptions	199.96	174.95	25.01	14.3%
8910-00 · Travel	213.48	20.00	193.48	967.4%
Total Expense	165,444.93	140,977.11	24,467.82	17.4%
Net Ordinary Income	21,017.79	26,775.77	-5,757.98	-21.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	18,397.58	19,233.96	-836.38	-4.4%
Total Other Expense	18,397.58	19,233.96	-836.38	-4.4%
Net Other Income	-18,397.58	-19,233.96	836.38	4.4%
Net Income	2,620.21	7,541.81	-4,921.60	-65.3%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

12/20/16

Accrual Basis

50 - Infrastructure

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	92,735.00	93,207.00	-472.00	-0.5%
Total Income	92,735.00	93,207.00	-472.00	-0.5%
Gross Profit	92,735.00	93,207.00	-472.00	-0.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,602.51	2,664.24	-61.73	-2.3%
5030-00 · P/R - Health Insurance Expense	1,674.43	1,673.20	1.23	0.1%
5040-00 · P/R - Workmans Comp	159.93	272.47	-112.54	-41.3%
5060-00 · 401 (k)	1,398.47	1,213.37	185.10	15.3%
5070-00 · Other Benefits and Expenses	30.09	95.34	-65.25	-68.4%
5000-00 · Salaries & Wages - Other	32,332.09	28,025.54	4,306.55	15.4%
Total 5000-00 · Salaries & Wages	38,197.52	33,944.16	4,253.36	12.5%
5100-00 · Rent				
5110-00 · Utilities	119.52	217.75	-98.23	-45.1%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	186.17	236.00	-49.83	-21.1%
5100-00 · Rent - Other	1,805.60	2,797.75	-992.15	-35.5%
Total 5100-00 · Rent	2,111.29	3,283.50	-1,172.21	-35.7%
5310-00 · Telephone				
5320-00 · Telephone	1,005.71	818.34	187.37	22.9%
Total 5310-00 · Telephone	1,005.71	818.34	187.37	22.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	100.96	61.92	39.04	63.1%
Total 5420-00 · Mail - USPS	150.96	61.92	89.04	143.8%
5510-00 · Insurance/Bonding	93.71	60.20	33.51	55.7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	129.00	0.00	129.00	100.0%
5520-00 · Supplies - Other	59.18	136.28	-77.10	-56.6%
Total 5520-00 · Supplies	188.18	136.28	51.90	38.1%
5610-00 · Depreciation	46.05	207.50	-161.45	-77.8%
5700-00 · Equipment Support & Maintenance	139.00	131.20	7.80	6.0%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	601.10	-235.99	-39.3%
5941-00 · Research & Planning	1,909.55	18,314.45	-16,404.90	-89.6%
8200-00 · Associate Relations	0.00	75.00	-75.00	-100.0%
8500-00 · Credit Card Fees	22.50	22.50	0.00	0.0%
8700-00 · Automobile Expenses	260.28	760.25	-499.97	-65.8%
8750-00 · Meals/Meetings	151.63	166.21	-14.58	-8.8%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	44,736.42	56,631.50	-11,895.08	-21.0%
Net Ordinary Income	47,998.58	36,575.50	11,423.08	31.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	20,237.32	21,157.35	-920.03	-4.4%
Total Other Expense	20,237.32	21,157.35	-920.03	-4.4%
Net Other Income	-20,237.32	-21,157.35	920.03	4.4%
Net Income	27,761.26	15,418.15	12,343.11	80.1%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

60 - Membership

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	51,056.63	61,601.08	-10,544.45	-17.1%
4201-00 · New Member Fees	450.00	375.00	75.00	20.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00	0.00	975.00	100.0%
4250-00 · Revenues-Membership Activities - Other	3,138.00	14,700.54	-11,562.54	-78.7%
Total 4250-00 · Revenues-Membership Activities	4,113.00	14,700.54	-10,587.54	-72.0%
4251-00 · Revenue-Tue AM Breakfast Club	2,475.00	3,690.00	-1,215.00	-32.9%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
4502-00 · Non-retail VIC income	0.00	375.00	-375.00	-100.0%
Total Income	59,094.63	81,241.62	-22,146.99	-27.3%
Gross Profit	59,094.63	81,241.62	-22,146.99	-27.3%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-16,500.00	-6,041.65	-10,458.35	-173.1%
5020-00 · P/R - Tax Expense	1,811.77	3,280.84	-1,469.07	-44.8%
5030-00 · P/R - Health Insurance Expense	6,346.54	5,440.28	906.26	16.7%
5040-00 · P/R - Workmans Comp	186.59	245.22	-58.63	-23.9%
5060-00 · 401 (k)	177.19	224.49	-47.30	-21.1%
5070-00 · Other Benefits and Expenses	32.27	1,100.20	-1,067.93	-97.1%
5000-00 · Salaries & Wages - Other	21,285.41	36,831.98	-15,546.57	-42.2%
Total 5000-00 · Salaries & Wages	13,339.77	41,081.36	-27,741.59	-67.5%
5100-00 · Rent				
5110-00 · Utilities	186.71	210.47	-23.76	-11.3%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	325.76	236.00	89.76	38.0%
5100-00 · Rent - Other	3,479.80	2,797.75	682.05	24.4%
Total 5100-00 · Rent	3,992.27	3,276.22	716.05	21.9%
5310-00 · Telephone				
5320-00 · Telephone	1,036.72	1,167.78	-131.06	-11.2%
Total 5310-00 · Telephone	1,036.72	1,167.78	-131.06	-11.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00	0.00	400.00	100.0%
5420-00 · Mail - USPS - Other	100.96	73.11	27.85	38.1%
Total 5420-00 · Mail - USPS	500.96	73.11	427.85	585.2%
5510-00 · Insurance/Bonding	281.10	180.61	100.49	55.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	511.78	7.50	504.28	6,723.7%
5520-00 · Supplies - Other	303.89	466.54	-162.65	-34.9%
Total 5520-00 · Supplies	815.67	474.04	341.63	72.1%
5530-00 · Visitor Communications - Other	0.00	35.44	-35.44	-100.0%
5610-00 · Depreciation	46.05	207.50	-161.45	-77.8%
5700-00 · Equipment Support & Maintenance	387.00	137.17	249.83	182.1%
5710-00 · Taxes, Licenses & Fees	95.93	83.89	12.04	14.4%
5740-00 · Equipment Rental/Leasing	781.10	1,308.70	-527.60	-40.3%
5800-00 · Training Seminars	892.11	1,049.12	-157.01	-15.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,881.24	1,482.56	398.68	26.9%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	54.09	-18.04	-33.4%
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	4,619.06	7,909.88	-3,290.82	-41.6%
Total 6423-00 · Membership Activities	6,617.35	12,336.28	-5,718.93	-46.4%
6437-00 · Tuesday Morning Breakfast Club	3,412.50	1,394.00	2,018.50	144.8%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	0.00	17.96	-17.96	-100.0%
Total 8100-00 · Cost of Goods Sold	0.00	17.96	-17.96	-100.0%
8200-00 · Associate Relations	0.00	357.70	-357.70	-100.0%
8500-00 · Credit Card Fees	2,096.45	1,226.49	869.96	70.9%
8700-00 · Automobile Expenses	192.89	333.77	-140.88	-42.2%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

60 - Membership

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
8750-00 · Meals/Meetings	177.20	152.55	24.65	16.2%
8810-00 · Dues & Subscriptions	1,285.00	701.92	583.08	83.1%
Total Expense	35,950.07	65,595.61	-29,645.54	-45.2%
Net Ordinary Income	23,144.56	15,646.01	7,498.55	47.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	16,557.82	17,310.56	-752.74	-4.4%
Total Other Expense	16,557.82	17,310.56	-752.74	-4.4%
Net Other Income	-16,557.82	-17,310.56	752.74	4.4%
Net Income	6,586.74	-1,664.55	8,251.29	495.7%

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

	Jul - Nov 16	Jul - Nov 15	\$ Change	% Change
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	7,561.50	6,323.21	1,238.29	19.6%
5030-00 · P/R - Health Insurance Expense	7,362.44	15,459.00	-8,096.56	-52.4%
5040-00 · P/R - Workmans Comp	559.72	926.34	-366.62	-39.6%
5060-00 · 401 (k)	2,132.37	4,679.02	-2,546.65	-54.4%
5070-00 · Other Benefits and Expenses	234.85	609.11	-374.26	-61.4%
5000-00 · Salaries & Wages - Other	98,906.16	107,228.43	-8,322.27	-7.8%
Total 5000-00 · Salaries & Wages	116,757.04	135,225.11	-18,468.07	-13.7%
5100-00 · Rent				
5110-00 · Utilities	429.55	885.78	-456.23	-51.5%
5140-00 · Repairs & Maintenance	54.32	100.00	-45.68	-45.7%
5150-00 · Office - Cleaning	820.45	679.00	141.45	20.8%
5100-00 · Rent - Other	8,011.00	8,992.96	-981.96	-10.9%
Total 5100-00 · Rent	9,315.32	10,657.74	-1,342.42	-12.6%
5310-00 · Telephone				
5320-00 · Telephone	3,574.68	3,956.55	-381.87	-9.7%
Total 5310-00 · Telephone	3,574.68	3,956.55	-381.87	-9.7%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	265.90	-15.90	-6.0%
5420-00 · Mail - USPS - Other	315.50	160.35	155.15	96.8%
Total 5420-00 · Mail - USPS	565.50	426.25	139.25	32.7%
5510-00 · Insurance/Bonding	687.14	441.49	245.65	55.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	257.99	0.00	257.99	100.0%
5520-00 · Supplies - Other	1,861.46	1,930.47	-69.01	-3.6%
Total 5520-00 · Supplies	2,119.45	1,930.47	188.98	9.8%
5610-00 · Depreciation	143.80	648.55	-504.75	-77.8%
5700-00 · Equipment Support & Maintenance	3,288.94	1,417.46	1,871.48	132.0%
5710-00 · Taxes, Licenses & Fees	4,275.39	3,653.48	621.91	17.0%
5740-00 · Equipment Rental/Leasing	531.22	845.30	-314.08	-37.2%
5800-00 · Training Seminars	0.00	200.00	-200.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	2,380.00	-1,320.00	-55.5%
5920-00 · Professional Fees - Accountant	35,470.00	28,419.51	7,050.49	24.8%
5900-00 · Professional Fees - Other	1,250.00	0.00	1,250.00	100.0%
Total 5900-00 · Professional Fees	37,780.00	30,799.51	6,980.49	22.7%
6420-00 · Sponsorship				
6421-00 · New Event Development	50.00	0.00	50.00	100.0%
Total 6420-00 · Sponsorship	50.00	0.00	50.00	100.0%
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%
6730-00 · Marketing Cooperative/Media	0.00	15.00	-15.00	-100.0%
8200-00 · Associate Relations	911.75	1,412.54	-500.79	-35.5%
8300-00 · Board Functions	1,035.29	408.40	626.89	153.5%
8500-00 · Credit Card Fees	130.00	130.00	0.00	0.0%
8700-00 · Automobile Expenses	54.43	798.89	-744.46	-93.2%
8750-00 · Meals/Meetings	349.96	213.45	136.51	64.0%
8810-00 · Dues & Subscriptions	2,070.68	674.00	1,396.68	207.2%
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	183,985.59	191,358.97	-7,373.38	-3.9%
Net Ordinary Income	-183,985.59	-191,358.97	7,373.38	3.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-183,975.69	-192,339.56	8,363.87	4.4%
Total Other Expense	-183,975.69	-192,339.56	8,363.87	4.4%

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12/20/16

Accrual Basis

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

	<u>Jul - Nov 16</u>	<u>Jul - Nov 15</u>	<u>\$ Change</u>	<u>% Change</u>
Net Other Income	183,975.69	192,339.56	-8,363.87	-4.4%
Net Income	<u>-9.90</u>	<u>980.59</u>	<u>-990.49</u>	<u>-101.0%</u>

KEY METRICS FOR November 30, 2016 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Nov 2016)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033
2015-16	\$ 4,871,562	\$ 3,874,302	\$ 5,414,064	\$ 2,342,968	\$ 16,502,896
2016-17	\$ 5,455,344	\$ 11,5381			\$ 5,570,725

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Nov '16)					
	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:					
Walk In/Events	27,393	25,961	25,650	27,506	7.24%
Phone/Email	1,242	985	1,025	1,530	49.27%
Kings Beach (Walk In Only)	9,685	6,211	8,239	3,455	-58.07%
Totals	38,320	33,157	34,914	32,491	-6.94%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,955	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

EDD

Unemployment Rates	June 2016			
	June 2014	July 2015	Aug 2016	Nov 2016
California (pop. 38,332,521)	7.1%	6.7%	5.5%	5.3%
Placer County (367,309)	6.0%	5.2%	4.7%	4.2%
Dollar Point (1,215)	7.1%	6.1%	1.1%	0.9%
Kings Beach (3,893)	6.0%	6.8%	6.1%	5.4%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.6%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.8%

Destimetrics Reservations Activity				
	FYTD 15/16	FYTD 16/17	Change	
Occupancy	35.6%	34.8%	-2.0%	
ADR (Average Daily Rate)	\$ 157	\$ 170	8.8%	
RevPAR (Rev per Available Room)	\$ 56	\$ 59	6.6%	
Occupancy 1 Mth Forecast	40.0%	38.7%	-3.2%	
ADR 1 Mth Forecast	\$ 307	\$ 362	17.7%	
RevPAR 1 Mth Forecast	\$ 123	\$ 140	13.9%	
Occupancy (prior 6 months)	55.9%	55.9%	0.0%	
ADR (prior 6 months)	\$ 235	\$ 245	4.6%	
RevPAR (prior 6 months)	\$ 131	\$ 137	4.5%	
Occupancy (next 6 months)	19.3%	20.7%	7.2%	
ADR (next 6 months)	\$ 249	\$ 290	16.5%	
RevPAR (next 6 months)	\$ 48	\$ 60	24.9%	

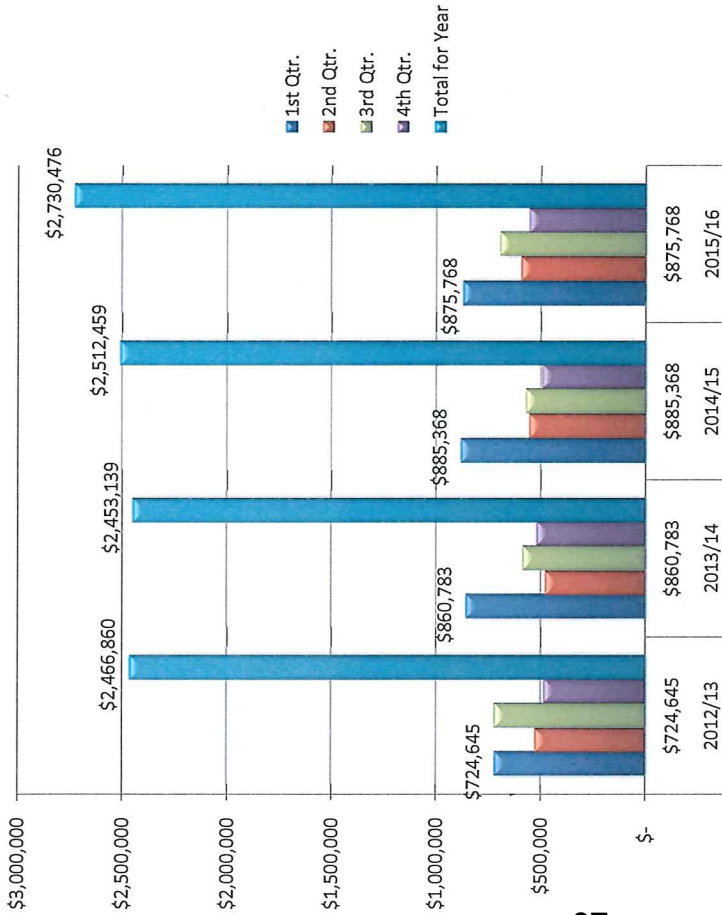
Infrastructure Fund Balances Held by Placer County		
as of 9/30/16 (Reported Quarterly)	June 2013	Total Chamber Membership
FY 2015-16 Contract	\$ 4,260,134	465
FY 2016-17 Contract	1,854,885	457
Total Fund Balances	\$ 6,115,020	474
	Nov 2016	508
		438

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 11/30/2016			
	2015-16	2016-17	YOY % Change
Actuals	Forecasted		
FORWARD LOOKING (2015/16)			
Total Revenue Booked	\$ 3,199,859	\$ 3,073,290	-3.96%
Forecasted Commission for this Revenue	164,514	81,226	-50.63%
Number of Room Nights	16,786	18,373	9.45%
Number of Tentative Bookings	60	52	-13.33%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%

Conference Revenue And Percentage by County:

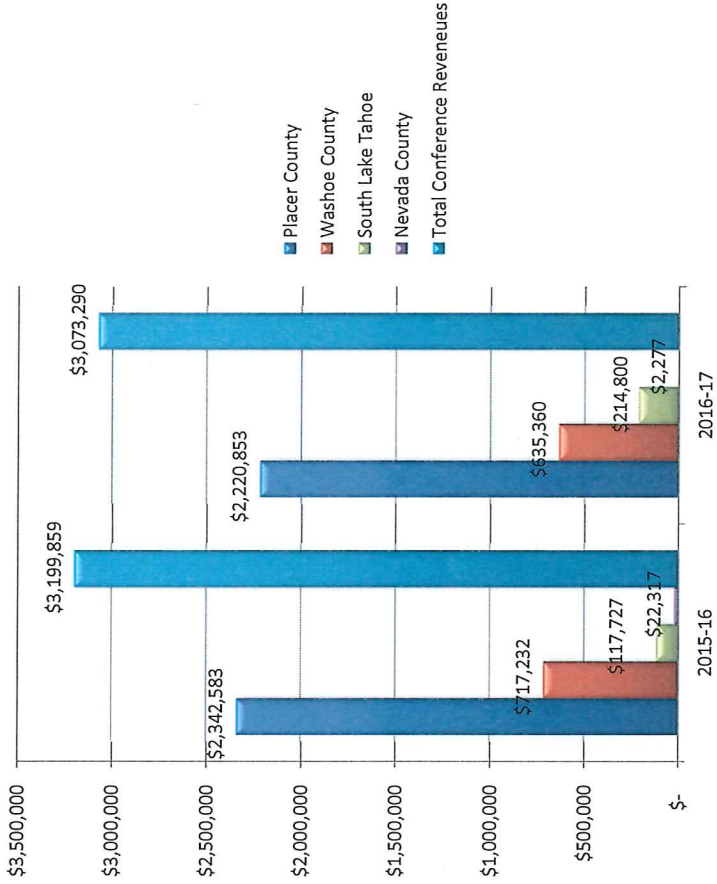
	15-16	16-17
Placer	73%	72%
Washoe	22%	21%
South Lake	4%	7%
Nevada	1%	0%
Total Conference Revenue	100%	100%

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



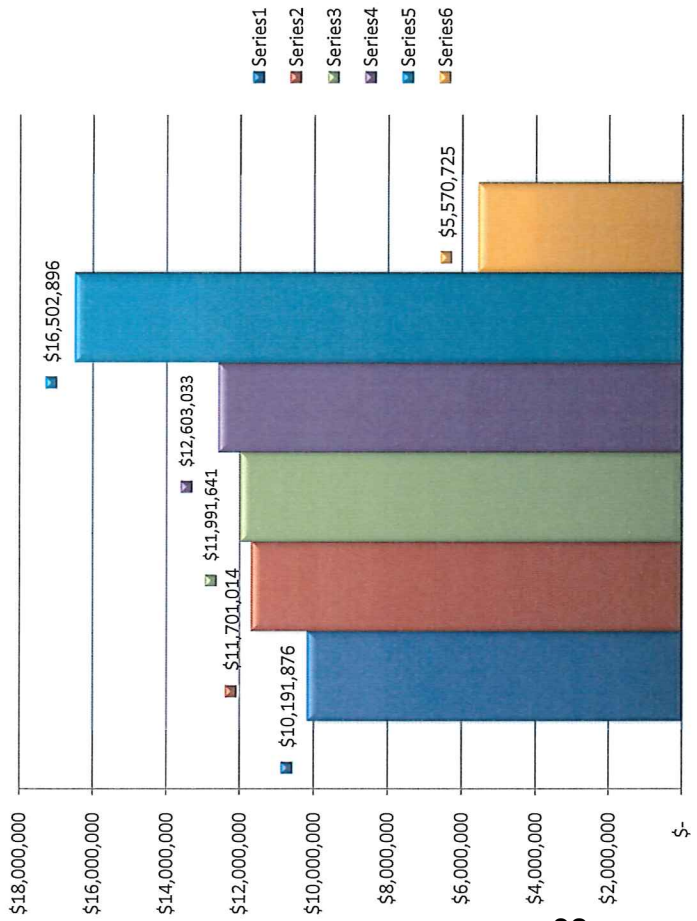
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$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

Conference Revenue Statistics & Revenue Share by County

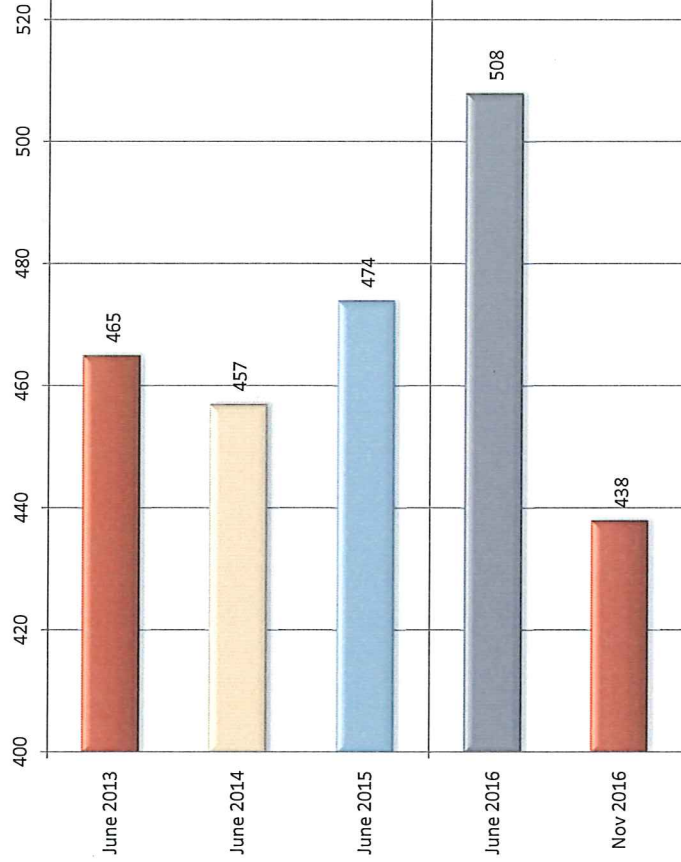


Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 11/30/2016			
	2015-16	2016-17	YOY % Change
	Actuals	Forecasted	
FORWARD LOOKING (2015/16)			
Total Revenue Booked	\$ 3,199,859	\$ 3,073,290	-3.96%
Forecasted Commission for this Revenue	164,514	81,226	-50.63%
Number of Room Nights	16,786	18,373	9.45%
Number of Tentative Bookings	60	52	-13.33%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
Placer	\$ 2,342,583	\$ 2,220,853	-5.20%
Washoe	\$ 717,232	\$ 635,360	-11.41%
South Lake	\$ 117,727	\$ 214,800	82.46%
Nevada	\$ 22,317	\$ 2,277	-89.80%
Total Conference Revenue	\$ 3,199,859	\$ 3,073,290	-3.96%

5-Year Annual TOT Collections (Fiscal Year Basis)



Chamber Membership (# of Members)



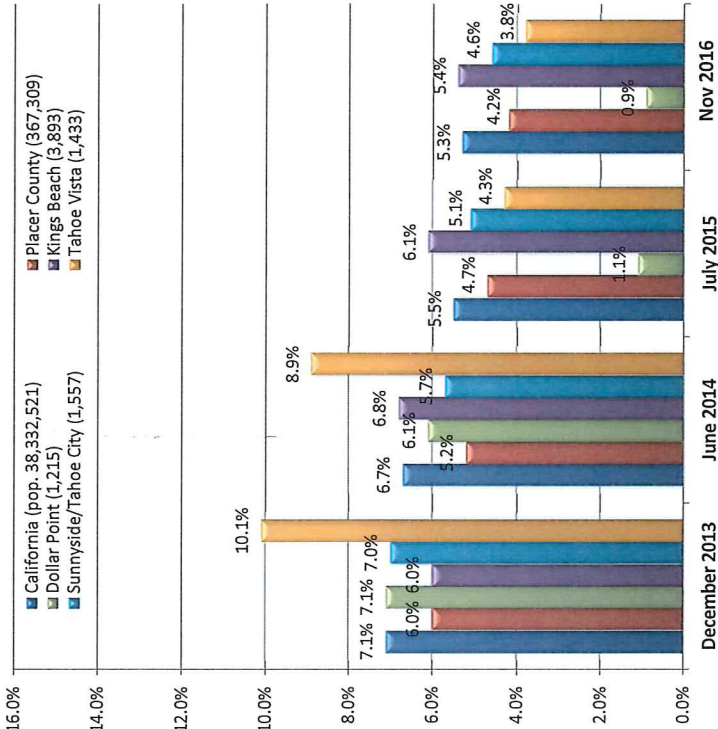
Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Nov 2016)

	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033
2015-16	\$ 4,871,562	\$ 3,874,302	\$ 5,414,064	\$ 2,342,968	\$ 16,502,896
2016-17	\$ 5,455,344	\$ 115,381	\$ -	\$ -	\$ 5,570,725

Chamber Of Commerce Total Membership

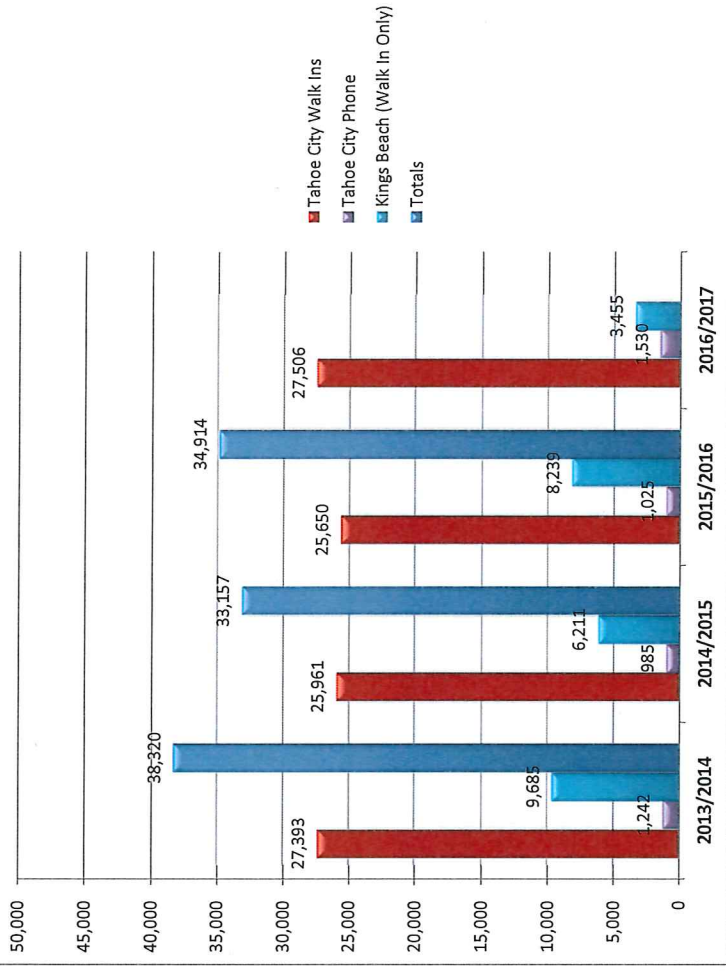
June 2013	465
June 2014	457
June 2015	474
June 2016	508
Nov 2016	438

Unemployment Rates by Region

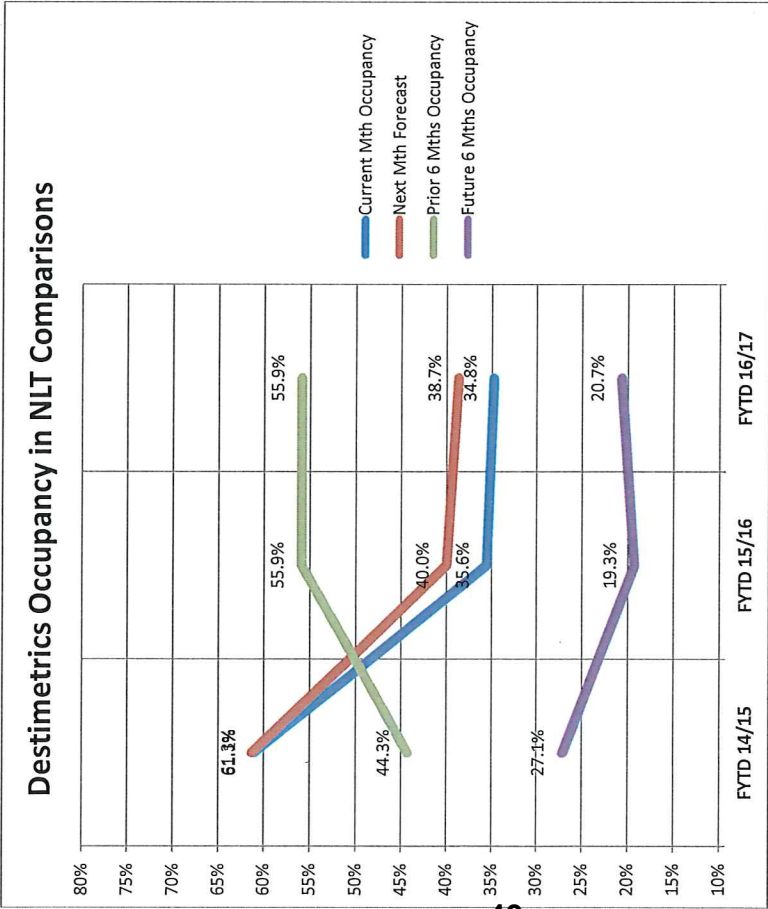


Unemployment Rates	December 2013	June 2014	July 2015	Nov 2016
California	10.1%	8.9%	7.1%	5.3%
Placer County	7.1%	6.7%	5.5%	4.2%
Dollar Point	6.0%	5.2%	4.7%	0.9%
Kings Beach	7.1%	6.1%	1.1%	5.4%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	4.6%
Tahoe Vista	10.1%	8.9%	4.3%	3.8%

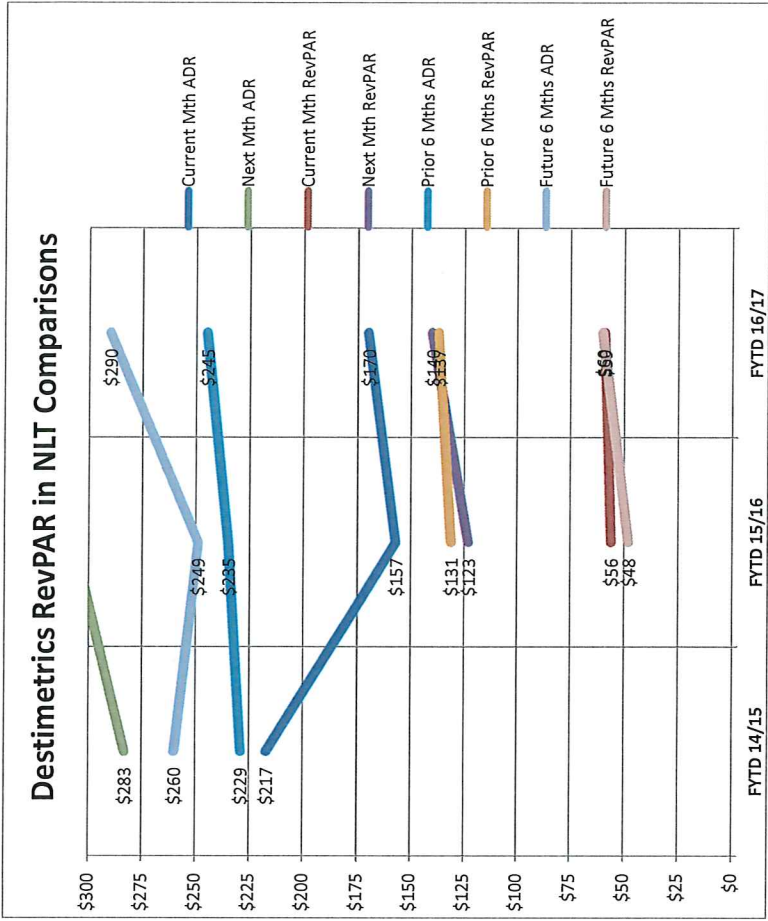
Visitor Information - FYTD YOY



Referrals -	2013/2014				2014/2015				2015/2016				2016/2017			
	Annual Totals	Walk In	Phone	Kings Beach (Walk In Only, Jun-Sep)	Annual Totals	Walk In	Phone	Kings Beach (Walk In Only, Jun-Sep)	Annual Totals	Walk In	Phone	Kings Beach (Walk In Only, Jun-Sep)	Annual Totals	Walk In	Phone	Kings Beach (Walk In Only, Jun-Sep)
Tahoe City:	27,393	1,242	985	6,211	25,961	985	6,211	8,239	25,650	1,025	8,239	27,506	1,530	3,455	8,239	
Totals	38,320	33,157	34,914	32,491	YOY % Change											



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
Occupancy	61.1%	35.6%	34.8%	-2.0%
Occupancy 1 Mth Forecast	61.3%	40.0%	38.7%	-3.2%
Occupancy (prior 6 months)	44.3%	55.9%	55.9%	0.0%
Occupancy (next 6 months)	27.1%	19.3%	20.7%	7.2%




Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
ADR (Average Daily Rate)	\$283	\$217	\$170	8.8%
RevPAR (Rev per Available Room)	\$260	\$283	\$362	6.6%
RevPAR 1 Mth Forecast	\$249	\$307	\$362	17.7%
ADR (prior 6 months)	\$229	\$123	\$140	13.9%
RevPAR (prior 6 months)	\$217	\$235	\$245	4.6%
ADR (next 6 months)	\$200	\$131	\$137	4.5%
RevPAR (next 6 months)	\$157	\$249	\$290	16.5%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
Employee Expense Report


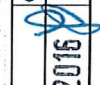
Month/Yr: November, 2016
Employee: Sandy Evans Hall

DATE	DOC REF	VENDOR	EXPENSE TYPE	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
11/8/16	A	Online Labels	supplies	Shop Local Campaign dots	394.45		6743-01 11
11/1/16	B	A Sante	Employee Benefit	gym reimbursement		25.00	5070-00-70
11/22/16	C	Christy Hill	Associate Relations	\$50 Gift Certificate for Lauren Sully, Super Star of the month	50.00		8200-00-70
11/18/16	D	Survey Monkey	Subscription	Monthly subscription for Survey Monkey	26.00		8810-00-70
11/23/16	E	Constant Contact	Subscription	Monthly subscription for Constant Contact	120.00		8810-00-70
10/21/16	F	BOJVV	FEE	ANNUAL MEMBERSHIP FEE	45.00		8500-00-70
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
MILEAGE REIMBURSEMENT							
	Attach 1			See attached Mileage Report		132.84	8700-00-00
TRAVEL REIMBURSEMENT							
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					1036.45		
						157.84	

Signed by: 
Date: 12-4-16

Approved by: _____
Date: _____

For Accounting Use: Credit Card Charges for Month (less charges reported previously) Proof: 1036.45

DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE	DATE DELIVERED TO COUNTY	DATE PAID
DEC 06 2016 <u></u>	DEC 12 2016 <u></u>				



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
 Statement Date NOV 28, 2016
 Total Activity \$590.45

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

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

ACCOUNT SUMMARY							
SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$590.45		\$0.00		\$0.00		\$590.45

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
11-09	11-08	55457026313083013568576	ONLINE LABELS 08885752235 FL Tran: 3390018 Tax ID: 593612776 Mer Ref: 3390018 00001 Mer Zip: 32773 Dest Zip: 96145 Dest Ctry: USA Shp: 43.93 Product Code: OL32TP Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 200 Unit: EA Disc: N Ext Item Amt: 57.90 Product Code: OL32FP Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 400 Unit: EA Disc: N Ext Item Amt: 111.92 Product Code: OL32FO Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 100 Unit: EA Disc: N Ext Item Amt: 35.95 Product Code: OL32TY Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 200 Unit: EA Disc: N Ext Item Amt: 57.90 Product Code: OL32TE Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 100 Unit: EA Disc: N Ext Item Amt: 28.95 Product Code: OL32GX Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 100 Unit: EA Disc: N Ext Item Amt: 28.95 Product Code: OL32TC Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 100 Unit: EA Disc: N Ext Item Amt: 28.95	394.45
11-21	11-18	75418236323032509249976	SURVEYMONKEY.COM 971-2445555 CA Tran: 27716550 Tax ID: 371581003 Mer Zip: 94301 Dest Zip: 96145 Product Code: CODE Desc: Subscription Renewal Qty: 1 Unit: Sub Unit Cost: 2600 Disc: N Ext Item Amt: 26.00	26.00

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0011-5901	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	NOV 28, 2016	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$590.45
	\$0.00		

Statement Date	NOV 28, 2016	Total Activity	\$590.45
Credit Limit	\$50,000	Single Purchase Limit	\$0.00
SANDRA EVANS HALL			
XXXX-XXXX-0011-5901			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
11-23	11-22	75418236327032630635677	CTC*CONSTANTCONTACT.C 855-2295506 MA Tran: 1108743637509 Tax ID: 043285398 Mer Zip: 02451 Product Code: ctct Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 12000 Disc: N Ext Item Amt: 120.00	120.00
11-28	11-22	55547506331253559010058	CHRISTY HILL LAKE TAHO TAHOE CITY CA Tax ID: 680411305 Mer Zip: 96145	50.00



Your Order Receipt

Order #3390018

Order Date: 11/7/2016

Billing to:








N Lake Tahoe Resort
Sandy Evans Hall
PO Box 5459
Tahoe City, CA 96145

Ship to:

NL Tahoe Resort Assn.
Dawn Baffone
100 North Lake Blvd.
Upstairs
Tahoe City, CA 96145

*6743-01-11
BETH*

Payment Method: MasterCard x5901

Item #	Description	Material	Quantity	Price
 OL32TP	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	True Purple (Laser and Inkjet)	200 Sheets	\$57.90
 OL32FP	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	Fluorescent Pink (Laser and Inkjet)	400 Sheets	\$111.92
 OL32FO	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	Fluorescent Orange (Laser and Inkjet)	100 Sheets	\$35.95
 OL32TY	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	True Yellow (Laser and Inkjet)	200 Sheets	\$57.90
 OL32TE	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	True Gray (Laser and Inkjet)	100 Sheets	\$28.95
 OL32GX	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	Pastel Green (Laser and Inkjet)	100 Sheets	\$28.95
 OL32TC	0.5" Circle 154 labels per sheet 8.5" x 11" sheet	Light Tan (Laser and Inkjet)	100 Sheets	\$28.95
			Subtotal:	\$350.52
			Shipping:	\$43.93

A

OVER

5070-00-70

SEH ASANTE LKESIDE FITNESS
850 N LAKE BLVD
TAHOE CITY, CA 96145
530-583-4283
4139801044931

REPRINT

Merchant ID: 399801044931 Ref #: 0021
gym reimbursement
Sale

XXXXXXXXXXXX4208

VISA

Entry Method: Swiped

Total: \$ 177.00

10/26/16 11:07:40

Inv #: 000002 Appr Code: 05214C

Transaction ID: 586300515200422

Apprvd: Online Batch#: 000592

I agree to pay above total amount
according to card issuer agreement
(Merchant agreement if credit voucher)

X-----
HALL/SANDY
Merchant Copy
THANK YOU

(B)

Gift Certificate for

** Customer Copy **

Christy Hill Restau
115 Grove Street
Tahoe City, CA 96145
(530) 583 - 8551

employee
Super Star

Lauren

Sully

Tuesday, November 22, 2016 5:24:32 PM

Type: M/C Chk: 7261
Acct #: 5901 XX/XX Batch #: 559
Auth #: 031381 Seq: 5 Table: B1
Serv #: Carlos

Sale: \$ 50.00

+Tip _____

Total 50.00

8200-00-70
SEH

(C)



Invoice #27716550

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

Nov 18, 2016

Paid on Nov 18, 2016 6:16:00 PM (UTC)

Description	Billing Period	Price	Months	Amount
Select Monthly Plan	Nov 18, 2016 - Dec 17, 2016	\$26	1	\$26
				Total: \$26

BILLING DETAILS

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

NOTES

Subscription Renewal Charge

HOW TO MAKE A PAYMENT:

Payment made on
 Nov 18, 2016 6:16:00 PM (UTC).

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



SurveyMonkey
 101 Lytton Avenue, Palo Alto CA 94301
 Our Tax ID (EIN): 37-1581003 Contact: billing@surveymonkey.com



[Print](#)

Billing Activity - Payments

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

*Today's Date: 12/08/2016
User Name: nltral*

Payments from 11/08/2016 to 12/08/2016

Date	Description	Charge Amount	Credit Amount
11/22/2016	Payment - Credit Card - 5901		\$120.00 USD

Billing questions? [Contact Support](#)

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

(E)

Statement Date	NOV 28, 2016	Payment Due Date	DEC 23, 2016
Credit Limit	\$250,000	Amount Due	\$6,953.58
Cash Advance Balance	\$0.00	New Balance	\$6,953.58
Available Credit	\$243,046.42		
NORTH LAKE TAHOE RESORT ASSOC INC XXXX-XXXX-0011-4664			

CARDHOLDER NEW ACTIVITY SUMMARY				
EMILY S DETWILER XXXX-XXXX-0043-0375 Credit Limit \$10,000	Purchases and Other Debits \$795.15	Cash Advances \$0.00	Credits \$0.00	Total Activity \$795.15
JOHN J THOMPSON XXXX-XXXX-0059-5755 Credit Limit \$15,000	Purchases and Other Debits \$234.78	Cash Advances \$0.00	Credits \$0.00	Total Activity \$234.78
SARAH WINTERS XXXX-XXXX-0064-3126 Credit Limit \$10,000	Purchases and Other Debits \$944.36	Cash Advances \$0.00	Credits \$0.00	Total Activity \$944.36

FINANCE CHARGE SUMMARY				
	Average Daily Balance	Daily Periodic Rate	Corresponding Annual Percentage Rate	Periodic Finance Charge
PURCHASES	\$0.00	0.0233%	08.49%	\$0.00
CASH ADVANCES	\$0.00	0.0493%	18.00%	\$0.00

CORPORATE ACCOUNT ACTIVITY				
NORTH LAKE TAHOE RESORT ASSOC INC XXXX-XXXX-0011-4664				TOTAL CORPORATE ACTIVITY \$22,504.04 CR
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
10-31	10-31		ANNUAL MEMBERSHIP FEE	45.00
11-22	11-22		PRE-AUTHORIZED PAYMENT	22,549.04 CR

REWARD POINTS FOR THIS STATEMENT PERIOD	
For Rewards Program Redemption, Call 1-800-921-6407	
Points Earned: 6,727	

CARDHOLDER ACTIVITY					
SANDRA EVANS HALL XXXX-XXXX-0011-5901	PURCHASES \$635.45	CASH ADVANCES \$0.00	CREDITS \$0.00	TOTAL ACTIVITY \$635.45	
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount	
10-31	10-31		ANNUAL MEMBERSHIP FEE	45.00	F
11-09	11-08	55457026313083013568576	ONLINE LABELS 08885752235 FL	394.45	
Tran: 3390018 Tax ID: 593612776 Mer Ref: 3390018 00001 Mer Zip: 32773 Dest Zip: 96145 Dest Ctry: USA Shp: 43.93 Product Code: OL32TP Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 200 Unit: EA Disc: N Ext Item Amt: 57.90 Product Code: OL32FP Desc: CIRCLE - 154 LABELS/SHEET - 0. Qty: 400 Unit: EA Disc: N Ext Item Amt: 111.92					

F