



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE

DRAFT MINUTES

Monday, December 4, 2017 at 3:00 p.m.

NLTRA Conference Room – Upstairs

100 Lake Blvd, Tahoe City, CA 96145

A. CALL TO ORDER

Meeting was called to order at 3:02 p.m.

B. ROLL CALL

Committee Members: David Brown, Ramona Cruz and Christy Beck. Chad Fenstermacher, Daniel Vick and Mike Salmon via telephone.

Staff: Cindy Gustafson, Al Priester, Lauren Sully, Ron Treabess.

Others: Bob McClintock. Kendall Galka via telephone.

Committee Members Not Present: Eric Pilcher

C. PUBLIC FORUM

No public comment.

D. AGENDA AMENDMENTS AND APPROVAL

David Brown moved approval of Agenda Amendments, seconded by Ramona Cruz. (All in favor)

E. APPROVAL OF MINUTES FROM: 10/26/2017

Ramona Cruz moved approval of October 26, 2017 Finance Committee Minutes, seconded by David Brown. (All in favor).

F. REVIEW STAFF ACTION ITEMS

ACTION ITEM 4: QuickBooks A/R customer and A/P vendor reconciliation. Ongoing, may require setting up new books.

12/04/17 Meeting: Should come off - not going to do a new set of books anytime soon. We will try and clean up AP and AR as best we can. No income statement effects. REMOVE FOR NEXT TIME.

ACTION ITEM 9: AI to confirm Administration allocation for 2016-2017.

12/04/17 Meeting: We will not be changing 16-17 Admin allocation %'s by agreement with the County. We will allocate Admin expenses for 17-18 in the ratio of each department's expenditures to total expenditures, excluding Admin, as approved by the Finance Committee at the 12/4/17 meeting. The 17-18 budget has been prepared with this allocation methodology. THIS ITEM CAN BE REMOVED FOR NEXT TIME.

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

12/04/17 Meeting: Remains incomplete and will propose new positions after FY 16.17 audit to include those recommendations.

ACTION ITEM 20: December Financials to include a comparative balance sheet for current month (detail), last month (summarized) and last year's year end audited balances. Due to IT Consultant's deletion of QB files, deferred until recovery complete.

12/04/17 Meeting: Recognize deferred revenue from July - current and moving forward for Finance Committee to approve at next meeting with all months updated to conform with auditors changes at June 30, 2017. Ramona requested a policy re: Deferred Revenue Recognition.

ACTION ITEM 21: Contract negotiation for 17/18 to address holding accounts for refunds and expenses from the prior year at a specified date.

12/04/17 Meeting: Not finalized with County but should have this complete with approved 17/18 contract. We have been posting all due to/from County to that account. Should be cleared with each year's Fund Balance reconciliation.

ACTION ITEM 23: Provide explanation of incongruity in Commission revenue increasing year over year while Commission expense to employees increased year over year.

12/04/17 Meeting: Finance Committee has previously agreed to accrue commissions receivable to NLTRA and due to Sales Reps in the proper month (monthly journal entry) and record invoices at a later date against the accrual. Current Policy is to accrue commissions due NLTRA and commissions due employees in the month the booking ends and to invoice commissions due NLTRA after receiving the pick-up report and pay commissions due employees after invoices have been paid. Lauren, Greg and Jason still working on coordinating meetings with area property accounting departments.

ACTION ITEM 24: G + A Allocation Distributed (how was the current allocation calculated, moving forward possibly changing it to be distributed by revenue or expense).

12/04/17 Meeting: Similar to Action Item 9. THIS ITEM CAN BE REMOVED FOR NEXT TIME.

ACTION ITEM 25: RFP for New Auditors.

12/04/17 Meeting: Return to after auditors present. Cindy stated that we can consider McClintock's be considered as part of the RFP process. Committee agreed. Ramona stated would it not behoove us to extend them for a year with three contracts for one year. Cindy stated that it is something that needs to be worked out with the County and reviewed and revised.

ACTION ITEM 26: Monty Waugh needs to be taken off the Committee since he moved to Colorado. Send Form 700 to Christy to pass along to Monty. Also need a formal resignation.

12/04/17 Meeting: Get info to Christy to pass along to Monty Waugh. Available online. Lauren will send link.

G. REVIEW STAFF REPORT

Discussion: Asking for Committee to reviewing and approved the audited draft financials for FY 16.17. In addition asking for the Committee to review and approve the County of Placer contract Budget. After approval these will be presented to the Board of Directors of NLTRA and then to the County of Placer Board of Supervisors.

H. ITEMS FOR COMMITTEE DISCUSSION AND/OR RECOMMENDATION

FY 16.17 Audit - McClintock Accountancy Corporation Presentation and Discussion of Draft Audited Financial Statements for North Lake Tahoe Resort Association for the fiscal year ended June 30, 2017

Bob McClintock introduced McClintock Accountancy. Bob then enumerated the scope of work and conclusion of an unqualified opinion.

Kendall Galka, Bob's partner, then paraphrased required communications. She then discussed audit findings including adjustments, none of which were rejected by management.

David Brown asked about the calculation that is paid back to the County and why they are not netting to zero in the financials.

Al explained that after Admin allocation, any remainder is paid back to the County. Kendall explained that all the deficit is due to Membership.

Ramona Cruz asked about the removal of fixed assets to confirm that they were retired or disposed. She then asked about Note 9. Al stated that NLTRA matches the first 2% contributed at 100% with the next next 4% matched at 50%.

Kendall presented the Audit Report the Internal Control Report. No material deficiencies. Explained deficiencies that were non-material.

Ramona asked if Al felt that we would be able to produce financials on time moving forward and Al said it shouldn't be a problem.

Cindy asked if Al is testing the backups regularly. Al takes a backup every Friday on a thumb drive and takes it with him offsite.

Ramona asked if the Placer County Contract Memos could come before the Finance Committee.

Bob McClintock stated that this needs to be documented along the way, not at year end. After it is memorialized to bring it to the Finance Committee so everyone is on the same page.

FOR NEXT FINANCE MEETING: Memorialized changes to the FY 17.18 Placer County contract.

Ramona asked about ASU 2016-14: what does nature include. Kendall responded.

SEE ACTION ITEM 25.

APPROVAL FOR AUDIT: Ramona moved to approve 16-17 audit, David Brown and Mike Salmon seconded. (Erin abstained).

FY 17.18 Budget - Review and discuss the final Annual Budget and Attachment C for the fiscal year ended June 30, 2018.

Al explained the budget. Emphasized on the admin allocation calculation being calculated off of departmental expenses.

The accounts are more summarized then what we have in our GL. Once it has been fully entered into QuickBooks we will provide a detailed budget.

Salaries and Rent are the highest expenses and vacant positions have been budgeted for.

In its entirety, it does not exceed an increase of 3%.

The County will complete this 17/18 budget and for July 1, 2018, NLTRA will propose an 18-month budget.

Membership Department - Putting on two sponsorship events in spring. Other opportunities for Chamber - been talking about a TBID and that would include Chamber of Commerce types of services.

MOTION TO APPROVE THIS BUDGET WITHOUT MEMBERSHIP

Ramona moved to approve, Christy Beck seconded. (Dave and Mike all in) (Erin abstained).

I. SUPPLEMENTAL INFORMATION

- October 2017 Dashboard Report

Discussion: Ramona had a question on what Dollar Point included

J. APPROVAL OF CEO EXPENSES FOR: OCTOBER 2017

David Brown moved approval of October 2017 CEO Expenses, seconded by Ramona Cruz.

K. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

- FOR NEXT FINANCE MEETING: Memorialized changes to the FY 17.18 Placer County contract.
- New deferred number after audit calculation.

L. NEXT MEETING DATE

- The next Finance Committee meeting is tentative for Monday, Jan 8th at 3:00 p.m.
- Will send a doodle poll.

M. COMMITTEE MEMBER COMMENTS

- None.

N. ADJOURN

- Meeting adjourned at 4:40 p.m.



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MEMO

To: NLTRA Finance Committee

Cc: File

From: Al Priester, Director of Finance and Human Resources

Date: January 08, 2018

Re: Staff Action Items

Staff Action Items that Remain Open:

ACTION ITEM 4: QuickBooks A/R customer and A/P vendor reconciliation. Ongoing, may require setting up new books.

- Removed at 12/4/17 Finance Committee Meeting.

ACTION ITEM 9: AI to confirm Administration allocation for 2016-2017.

- Removed at 12/4/17 Finance Committee Meeting.

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

- 12/4/16 Meeting: Formalize for next Finance Committee meeting, including procedures for deferred revenue recognition.
- 11/29/16 Meeting: 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.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 2/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 3/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing. Will be completed before end of audit field work.
- 9/01/17 Meeting: Still open and will be completed before the auditors start field work on 9/18/17.
- 10/26/17 Meeting: Will soon be receiving an Auditor's Memorandum, which will have some impact on these positions that we will want to document. We did as a Finance Committee agree to change procedure with respect to commissions, both commissions receivable and payable in our last meeting. Would like to recap this particular item with input from the audit at our next Finance Meeting.

ACTION ITEM 20: December Financials to include a comparative balance sheet for current month (detail), last month (summarized) and last year's year end audited balances. Due to IT Consultant's deletion of QB files, deferred until recovery complete.

- 12/4/17 Meeting: Waiting on formalization of deferred revenue procedures.
- 3/30/17 Meeting: Lost our ability to get this report, Lower priority
- 9/01/17 Meeting: Deferring until recovery is complete. Although the data recovery is complete, the auditing of that information is not. Everything is stamped pre-audit because we are still finishing our audit prior to the auditors coming in. The revenues got recorded on last year percentages and not the July budgeted percentages, so these P&L Budget vs. Actual reports differ from the financials that are in the packet in terms of revenues, not expenses. (Should happen after the audit.)
- 10/26/17 Meeting: We have about 20 client adjusting entries, which we knew going in. We have to identify them to the Auditor's or they become audit adjustments. There will also be some audit adjusting entries to

finalize things that we haven't done in the past, one being the calculation of the marketing reserve. The auditors did it last year and will do it this year, but what they have represented is that they will give me their working papers so that we can do it next year prior to the audit commencing. As well as some of their closing entries. There are a number of adjustments that will be reflected in the statements coming out and we will have those in time to have June - October Financials ready for the November Finance Meeting on November 30th.

ACTION ITEM 21: Contract negotiation for 17/18 to address holding accounts for refunds and expenses from the prior year at a specified date.

- 12/4/17 Meeting: Will be presenting Fund Balance Recon to County for agreement.
- 3/30/17 Meeting: In process, ongoing.
- 9/01/17 Meeting: Through two contract negotiations, July 31 (one month) and Jan 31 (six months), we have yet to address a holding account for refunds and expenses. For ex, we are getting some refunds and additional invoices for 16/17 that has happened in the past six months beyond the close of the year and long after the audit has been completed. (Typically below \$10k). We started a holding account.
- 10/26/17 Meeting: No Discussion.

ACTION ITEM 23: Provide explanation of incongruity in Commission revenue being large in the summer while Commission expense to employees is large in the fall.

- 12/4/17 Meeting: Change in policy matches revenue with expense. Lauren Jason and Greg working on meeting with property accounting personnel.
- 6/22/17 Meeting: Flesh out roles and goals for commissions policies and procedures. Coordinate meeting with Christy Beck and Conference staff.
- 9/01/17 Meeting: Need to have a meeting with Christy Beck and the staff. There are a lot of mechanisms that are not understood by NLTRA staff and hotel accounting departments.
- 10/26/17 Meeting: No Discussion.

NEW ACTION ITEM 24: G + A Allocation Distributed (how was the current allocation calculated, moving forward possibly changing it to be distributed by revenue or expense).

- 12/4/17 Meeting: Tied in with Action Item 9 which has been removed.
- 10/26/17 Meeting: Discussion of G + A Allocation. (Look into and discuss further with County how the G + A Allocation should be distributed - current calculation done by the County years ago). Multiple ways to calculate; on expense or income, etc. Membership has 5% expense and 8% admin overhead allocation. Should be on expenses because the Chamber income changes and our goal is to increase revenue and build up the reserve.

NEW ACTION ITEM 25: RFP for New Auditors.

- 12/4/17 Meeting: Review contracts to determine if "new" auditor is required or just RFP.
- 10/26/17 Meeting: This will be our last year with McClintock based on a 5 year term per the contract with the County. We will have to make decisions for next year, which should happen relatively quickly in order to be working with new Auditors.

NEW ACTION ITEM 26: Monty Waugh needs to be taken off the Committee since he moved to Colorado. Send Form 700 to Christy to pass along to Monty. Also need a formal resignation.

- 12/4/17 Meeting: Form 700 available online.



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Finance Staff Report

Date: 1/5/18

TO: NLTRA Finance Committee

FROM: Al Priester, Director of Finance and Human Resources

RE: Jan 8, 2018 Finance Committee Meeting

The fiscal year 2016-2017 draft audited financial statements were presented by McClintock Accountancy Corporation at the Dec 4, 2017 Finance Committee Meeting. These were approved and then submitted and approved at the Dec 6, 2017 Board of Directors Meeting. Management agreed with all client and audit adjustments and has posted those adjustments to our books. The adjustment for Deferred Revenue is in conjunction with the Auditor's recommendation to modify our methodology to provide for more accurate reporting. As such, both Income Statement and Balance Sheets for fiscal 2017-2018 thru November have been revised and are presented for your review and approval.

The July-November 2017 Financials in the Finance Committee packet for the January 8, 2018 meeting include: a detailed NLTRA Comparative Balance Sheet, Comparative Profit & Loss and a Profit & Loss by Class for all months with A/R and A/P Aging's and Membership A/R Aging's for October and November. Budget vs Actual reports are YTD as of November 30, 2017.

Important points to note for the month of November are:

- Total Cash on Hand of \$967,006 remains strong and compares to prior year Cash on Hand of \$829,113.
- A/R decreased from \$50,436 in Oct to \$41,129 in Nov. A/R over 90 days delinquent decreased \$3,655 to \$21,680 from the prior month's \$25,335. These are hotel property invoices deemed collectible with no reserve being established.
- Membership A/R declined from \$7,440 to \$6,935. Over 120 days delinquent decreased from \$4,200 to \$2,555 MOM. A bad debt write-off of \$2,280 and \$1,106 were recognized in Oct & Nov respectively.
- A/P are at \$31,475 Nov month-end with minimal A/P delinquent more than 90 days.
- YTD profit of \$97,576 translates to expenditures under budget for the five months ended Nov 30.
- The Profit and Loss by Class is useful in gauging where each Department is in relation to their budget. Marketing, Conference & VIC are looked at in total for purposes of any over budget funds being paid back to the County at year-end and

are currently under budget by \$96,506 YTD. Membership is over budget by \$2,805 for the period.

- Losses in Membership will reduce Retained Earnings. YTD, Membership has lost \$2,805. Retained Earnings at the beginning of the year was a deficit of \$8,754. The County has continually asked the question of how the NLTRA can operate Membership at a deficit and not be using TOT funds. The answer is, NLTRA invoices Membership dues annually, collects those dues, i.e. cash in the bank, but only recognizes 1/12th of the dues as income monthly. The difference between what has been collected monthly versus what is recognized as income monthly is posted to Deferred Revenue in accordance with GAAP. The balance in the Deferred Revenue account represents the cash sitting in the bank account that has not yet been recognized as revenue. That cash is not TOT funds. To the extent that Membership's losses do not exceed the balance in Deferred Revenue, Membership is not using TOT funds. Deferred Revenue over the last 12 months has ranged from a low of \$31,665 in December to a high of \$103,080 in January. The balance of Deferred Revenue at Nov 30, 2017 is \$31,454.

Action requested: Review and approve the financial statements presented.

North Lake Tahoe Resort Association and Placer County
Fund Balance Reconciliation to Payment

	Support and Transportation Funds	Undesignated TOT Funds	Undesignated Membership Funds	PPE	Marketing Reserve	Operating Cash Reserve	Total Fund Bal
Ending Balance 15-16 FY	\$ -	\$ 17,358	\$ 8,848	\$ 2,964	\$ 304,323	\$ 100,048	\$ 433,541
Fund Balance Distributed to Placer	\$ -	\$ (17,358)	\$ -	\$ -	\$ -	\$ -	\$ (17,358)
Equipment Purchases	\$ -	\$ (5,086)	\$ -	\$ 5,086	\$ -	\$ -	\$ -
Net Income (Loss)	\$ -	\$ (262)	\$ (18,040)	\$ (2,464)	\$ 2,525	\$ 201	\$ (18,040)
Ending Fund Balance 16-17	\$ -	\$ (5,348)	\$ (9,192)	\$ 5,586	\$ 306,848	\$ 100,249	\$ 398,143

\$ (14,540) Total Undesignated Funds
 \$ (18,040) Membership (Loss)
 \$ (14,540) Audited Undesignated
 \$ - Variance

AA Ties to Audited Financial Statements.

Payable to County per Final Audit	\$ 231,039
Add: Undesignated TOT Fund Balance	(5,348)
Less: Partnership Funding Grants	(39,097)
Dean Runyon 17-18 Invoices	(10,196)
Subtotal	176,398
Less: Marketing Reserve replenished	(2,525)
Fund Balance 16-17 due County	\$ 173,873

Proof -

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

July 2017 through June 2018

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
	Jul '17 - Jun '18	Jul '17 - Jun '18	Jul '17 - Jun '18	Jul '17 - Jun '18	Jul '17 - Jun '18	Jul '17 - Jun '18	Jul '17 - Jun '18	Jul '17 - Jun '18
6421-13 · Big Blue Adventure	15,000.00							15,000.00
6421-15 · Lake Tahoe Dance Collective	5,000.00							5,000.00
Total 6420-01 · Sponsorships	472,400.00							472,400.00
6421-00 · New Event Development	17,600.00						0.00	17,600.00
6422-00 · Event Media								
6422-03 · Human Powered Sports Campaign	25,000.00							25,000.00
Total 6422-00 · Event Media	25,000.00							25,000.00
6424-00 · Event Operation Expenses	9,000.00							9,000.00
Total 6420-00 · Events	524,000.00						0.00	524,000.00
6423-00 · Membership Activities								
6434-00 · Community Awards Dinner						18,500.00		18,500.00
6436-00 · Membership - Wnt/Sum Rec Lunch						4,185.00		4,185.00
6437-00 · Tuesday Morning Breakfast Club						7,150.00		7,150.00
6442-00 · Public Relations/Website						8,465.00		8,465.00
6444-00 · Trades						2,130.00		2,130.00
6423-00 · Membership Activities - Other						750.00	0.00	750.00
Total 6423-00 · Membership Activities						41,180.00	0.00	41,180.00
6490-00 · Classified Ads	0.00					0.00	773.00	773.00
6701-00 · Market Study Reports/Research	317.47						773.00	1,090.47
6730-00 · Marketing Cooperative/Media	1,301,821.00	110,000.00						1,411,821.00
6740-00 · Media/Collateral/Production				5,000.00				5,000.00
6742-00 · Non-NLT Co-Op Marketing Program								
6015-00 · Cross Country	4,000.00							4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Oth...	80,000.00			0.00				80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	84,000.00			0.00				84,000.00
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	20,000.00							20,000.00
6743-03 · Touch Lake Tahoe	20,000.00							20,000.00
6743-04 · High Notes	20,000.00							20,000.00
6743-05 · Peak Your Adventure	20,000.00							20,000.00
Total 6743-00 · BACC Marketing Programs	80,000.00							80,000.00
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs				2,126.04				2,126.04
52500 · Purchase Discounts				(1,304.71)				(1,304.71)
59900 · POS Inventory Adjustments				1,209.54				1,209.54
8100-00 · Cost of Goods Sold - Other				47,769.13				47,769.13
Total 8100-00 · Cost of Goods Sold				49,800.00				49,800.00
8200-00 · Associate Relations	618.00	515.00	0.00	635.00	0.00	275.00	2,265.60	4,308.60
8300-00 · Board Functions							9,887.51	9,887.51
8500-00 · Credit Card Fees	0.00		0.00	3,487.00	0.00	2,580.00	0.00	6,067.00
8700-00 · Automobile Expenses	2,060.00	412.00	0.00	1,236.00	0.00	1,025.00	1,029.55	5,762.55
8750-00 · Meals/Meetings	3,605.00	350.00	0.00	1,187.00	0.00	440.00	1,391.00	6,973.00
8810-00 · Dues & Subscriptions	4,832.53	809.00	3,144.00	1,133.00	0.00	765.00	1,648.00	12,331.53
8910-00 · Travel	7,820.00			345.00		0.00	3,501.60	11,666.60
8920-00 · Bad Debt						10,681.00		10,681.00
Total Expense	2,540,159.44	345,211.98	26,566.98	428,479.70	44,012.97	186,768.89	602,433.51	4,173,633.48
Net Ordinary Income	428,506.55	58,234.02	4,481.02	72,280.29	7,424.03	36,506.11	(602,433.51)	4,998.51
Other Income/Expense								
Other Expense								
8990-00 · Allocated	428,506.50	58,234.00	4,481.00	72,280.99	7,424.00	31,506.99	(602,433.51)	(0.03)
Total Other Expense	428,506.50	58,234.00	4,481.00	72,280.99	7,424.00	31,506.99	(602,433.51)	(0.03)
Net Other Income	(428,506.50)	(58,234.00)	(4,481.00)	(72,280.99)	(7,424.00)	(31,506.99)	602,433.51	0.03
Net Income	0.05	0.02	0.02	(0.69)	0.03	4,999.12	0.00	4,998.54

North Lake Tahoe Resort Association Profit & Loss Budget Overview

11 - Marketing

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - Jun..
Ordinary Income/Expense													
Income													
4050-00 - County of Placer TOT Funding	400,163.13	233,786.00	233,786.00	233,785.01	233,786.01	233,786.00	233,784.98	233,157.60	233,157.60	233,157.60	233,157.60	233,159.47	2,968,666.00
Total Income	400,163.13	233,786.00	233,786.00	233,785.01	233,786.01	233,786.00	233,784.98	233,157.60	233,157.60	233,157.60	233,157.60	233,159.47	2,968,666.00
Gross Profit	400,163.13	233,786.00	233,786.00	233,785.01	233,786.01	233,786.00	233,784.98	233,157.60	233,157.60	233,157.60	233,157.60	233,159.47	2,968,666.00
Expense													
5000-00 - Salaries & Wages													
5000-01 - In-Market Administration	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	1,375.00	16,500.00
5020-00 - P/R - Tax Expense	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	2,146.30	27,901.94
5030-00 - P/R - Health Insurance Expense	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	2,295.35	29,639.64
5040-00 - P/R - Workmans Comp	97.75	97.75	97.75	97.75	97.75	97.75	97.75	97.75	97.75	97.75	97.75	97.75	1,270.75
5060-00 - 401 (K)	806.89	806.89	806.89	806.89	806.89	806.89	806.89	806.89	806.89	806.89	806.89	806.89	10,489.66
5070-00 - Other Benefits and Expenses	152.08	152.08	152.08	152.08	152.08	152.08	152.08	152.08	152.08	152.08	152.08	152.08	1,977.08
5000-00 - Salaries & Wages - Other	22,394.53	22,394.27	33,557.85	22,371.90	22,371.90	22,371.90	22,371.90	22,371.90	33,557.85	22,371.90	22,371.90	22,371.54	290,834.34
Total 5000-00 - Salaries & Wages	29,222.92	29,267.66	43,180.43	29,245.29	29,245.29	29,245.29	29,245.29	29,245.29	43,180.43	29,245.29	29,245.29	29,244.93	378,813.44
5100-00 - Rent													
5110-00 - Utilities	150.00	109.31	133.36	100.29	138.06	144.12	228.75	145.79	144.56	148.26	111.74	95.85	1,650.09
5140-00 - Repairs & Maintenance	0.00	0.00	0.00	0.00	0.00	209.87	420.63	376.25	243.12	489.37	0.00	0.00	1,749.82
5150-00 - Office - Cleaning	210.00	207.69	169.23	384.61	169.22	169.22	169.23	169.22	169.22	215.38	169.23	69.23	2,309.95
5100-00 - Rent - Other	2,430.74	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,885.59	1,926.15	1,931.94	23,259.14
Total 5100-00 - Rent	2,790.74	2,202.59	2,188.18	2,381.07	2,192.87	2,447.27	2,704.20	2,576.85	2,442.49	2,738.60	2,207.12	2,097.02	28,969.00
5310-00 - Telephone													
5320-00 - Telephone	444.16	455.94	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	5,459.00
Total 5310-00 - Telephone	444.16	455.94	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	455.89	5,459.00
5420-00 - Mail - USPS													
5470-00 - Mail - UPS	0.00	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	15.73	173.03
5480-00 - Mail - Fed Ex	100.00	45.45	45.45	45.45	45.45	45.45	45.45	45.45	45.45	45.45	45.45	45.45	599.97
Total 5420-00 - Mail - USPS	100.00	61.18	61.18	61.18	61.18	61.18	61.18	61.18	61.18	61.18	61.18	61.19	773.00
5510-00 - Insurance/Bonding	117.79	176.56	176.56	176.56	176.56	176.56	176.56	176.56	176.56	176.56	176.56	176.61	2,060.00
5520-00 - Supplies	0.00	0.00	177.14	0.00	0.00	0.00	0.00	0.00	0.00	24.17	0.00	0.00	201.31
5525-00 - Supplies - Computer <\$1000	166.29	247.50	247.49	247.49	247.49	247.49	247.49	247.49	247.49	247.49	247.49	247.49	2,888.69
5520-00 - Supplies - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 5520-00 - Supplies	166.29	247.50	247.49	247.49	247.49	247.49	247.49	247.49	247.49	247.49	247.49	247.49	3,090.00
5610-00 - Depreciation	43.35	101.51	101.51	101.51	101.51	101.51	101.51	101.51	101.51	101.51	101.51	101.51	1,160.00
5700-00 - Equipment Support & Maintenance	400.25	313.65	313.01	313.01	313.01	313.01	313.01	313.01	313.01	313.01	313.01	313.01	3,844.00
5710-00 - Taxes, Licenses & Fees	0.00	46.80	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	515.00
5740-00 - Equipment Rental/Leasing	149.79	173.61	173.66	173.66	173.66	173.66	173.66	173.66	173.66	173.66	173.66	173.66	2,060.00
5800-00 - Training Seminars	0.00	2,000.00	0.00	0.00	0.00	811.00	0.00	0.00	2,000.00	0.00	0.00	0.00	4,811.00
5810-00 - Public Outreach	0.00	2,000.00	0.00	0.00	2,000.00	0.00	0.00	0.00	1,650.00	0.00	0.00	0.00	1,650.00
5815 - Training Video Series	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	2,000.00	0.00	0.00	2,631.00	0.00	8,631.00
5820 - Sales CRM/CMS	0.00	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
5940-00 - Research & Planning Membership	2,552.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,552.00
5941-00 - Research & Planning	0.00	0.00	2,000.00	0.00	0.00	0.00	2,000.00	0.00	0.00	698.00	0.00	0.00	4,698.00
6020-00 - Programs													
6016-00 - Special Event Partnership	0.00	0.00	0.00	2,500.00	2,500.00	20,000.00	5,000.00	0.00	0.00	0.00	0.00	20,000.00	50,000.00
6018-00 - Business Assoc. Grants	0.00	0.00	0.00	0.00	0.00	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
Total 6020-00 - Programs	0.00	0.00	0.00	2,500.00	2,500.00	30,000.00	5,000.00	0.00	0.00	0.00	20,000.00	20,000.00	80,000.00
6420-00 - Events													
6420-01 - Sponsorships	30,000.00	7,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,000.00
6023-00 - Autumn Food & Wine	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00	0.00	0.00	0.00	0.00	20,000.00
6421-01 - 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 - AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17,700.00	0.00	4,000.00	300.00	0.00	22,000.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

11 - Marketing

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul '17 - Jun...
6421-03 - Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	0.00	3,000.00
6421-04 - Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	15,000.00
6421-06 - Spartan	250,000.00	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	254,000.00
6421-07 - Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	0.00	0.00	5,000.00
6421-08 - Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00	0.00	0.00	20,000.00	40,000.00
6421-09 - Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00	0.00	34,000.00	0.00	0.00	0.00	3,000.00	37,000.00
6421-10 - Winter/WonderGrass - Tahoe	0.00	0.00	19,000.00	0.00	400.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	19,400.00
6421-13 - Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00	0.00	0.00	0.00	15,000.00
6421-15 - Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00	0.00	5,000.00
Total 6420-01 - Sponsorships	280,000.00	11,000.00	19,000.00	0.00	400.00	0.00	0.00	71,700.00	55,000.00	4,000.00	8,300.00	23,000.00	472,400.00
6421-00 - New Event Development	0.00	0.00	0.00	11,700.00	900.00	0.00	2,900.00	400.00	0.00	0.00	1,700.00	0.00	17,600.00
6422-00 - Event Media	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	0.00	0.00	25,000.00
6422-03 - Human Powered Sports Camp...	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	0.00	0.00	25,000.00
Total 6422-00 - Event Media	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00	0.00	0.00	25,000.00
6424-00 - Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6420-00 - Events	280,000.00	11,000.00	19,000.00	11,700.00	1,300.00	0.00	2,900.00	72,100.00	55,000.00	29,000.00	19,000.00	23,000.00	524,000.00
6701-00 - Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 - Marketing Cooperative/Media	54,083.33	129,893.33	131,333.33	58,189.33	52,333.33	176,333.33	181,333.33	164,333.33	76,333.33	76,333.33	66,333.33	135,048.37	1,301,821.00
6742-00 - Non-NLT Co-Op Marketing Program	0.00	0.00	0.00	0.00	0.00	4,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	5,000.00	4,000.00
6015-00 - Cross Country	10,000.00	5,000.00	10,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	5,000.00	80,000.00
6742-00 - Non-NLT Co-Op Marketing Progr...	10,000.00	5,000.00	10,000.00	5,000.00	5,000.00	14,000.00	5,000.00	5,000.00	10,000.00	5,000.00	5,000.00	5,000.00	84,000.00
Total 6742-00 - Non-NLT Co-Op Marketing Pro...	2,560.12	1,000.00	1,000.00	1,000.00	1,000.00	1,439.88	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	20,000.00
6743-01 - Shop Local	0.00	0.00	0.00	0.00	0.00	8,000.00	3,000.00	3,000.00	3,000.00	3,000.00	6,000.00	0.00	20,000.00
6743-03 - Touch Lake Tahoe	0.00	1,500.00	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6743-04 - High Notes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6743-05 - Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 - BACC Marketing Programs	2,560.12	2,500.00	2,500.00	1,000.00	1,000.00	9,439.88	5,000.00	5,000.00	5,000.00	5,000.00	8,000.00	33,000.00	80,000.00
8200-00 - Associate Relations	0.00	56.20	56.18	56.18	56.18	56.18	56.18	56.18	56.18	56.18	56.18	56.18	618.00
8700-00 - Automobile Expenses	19.44	185.46	185.51	185.51	185.51	185.51	185.51	185.51	185.51	185.51	185.51	185.51	2,060.00
8750-00 - Meals/Meetings	27.65	325.25	325.21	325.21	325.21	325.21	325.21	325.21	325.21	325.21	325.21	325.21	3,605.00
8810-00 - Dues & Subscriptions	1,044.20	344.39	344.39	344.39	344.39	344.39	344.39	344.39	344.39	344.39	344.39	344.43	4,832.53
8910-00 - Travel	860.67	1,500.00	1,300.00	1,300.00	200.00	0.00	0.00	1,500.00	1,059.33	0.00	100.00	0.00	7,820.00
Total Expense	384,900.17	189,791.67	214,166.49	113,803.10	98,258.90	264,764.18	235,670.23	284,242.88	199,152.99	150,526.80	155,004.16	249,877.83	2,540,159.44
Net Ordinary Income	15,262.95	43,994.32	19,618.50	119,981.90	135,527.10	-30,978.18	-1,885.25	-51,085.28	34,004.60	82,630.79	78,153.43	-16,718.36	428,506.55
Other Income/Expense													
Other Expense													
8990-00 - Allocated	15,262.97	36,783.30	48,972.26	37,494.59	35,295.29	33,161.42	32,983.60	34,387.74	49,615.34	35,810.31	34,387.55	34,352.13	428,506.50
Total Other Expense	15,262.97	36,783.30	48,972.26	37,494.59	35,295.29	33,161.42	32,983.60	34,387.74	49,615.34	35,810.31	34,387.55	34,352.13	428,506.50
Net Other Income	-15,262.97	-36,783.30	-48,972.26	-37,494.59	-35,295.29	-33,161.42	-32,983.60	-34,387.74	-49,615.34	-35,810.31	-34,387.55	-34,352.13	-428,506.50
Net Income	-0.01	7,211.02	-29,353.75	82,487.31	100,231.81	-64,139.60	-34,888.85	-85,473.02	-15,610.73	46,820.48	43,765.88	-51,070.49	0.05

North Lake Tahoe Resort Association Profit & Loss Budget Overview

30 - Conference

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - J..
Ordinary Income/Expense													
Income													
4050-00 - County of Placer TOT Funding	12,056.64	23,237.34	23,238.34	23,238.33	23,238.33	23,238.33	23,239.33	28,640.50	28,640.50	28,640.50	28,640.50	28,640.36	294,689.00
4205-00 - Conference Dues	825.00	1,200.00	1,200.00	1,200.00	1,200.00	1,200.00	865.00	0.00	0.00	0.00	0.00	0.00	7,690.00
4600-00 - Commissions	0.00	4,805.90	22,000.02	5,093.74	6,139.51	4,347.67	0.00	3,622.22	1,880.71	-2,370.56	41.38	155.26	8,951.95
4601-00 - Commissions - South Shore	20,000.00	18,088.00	22,000.02	5,093.74	6,139.51	4,347.67	152.31	-2,175.04	-2,512.26	4,377.45	9,393.24	7,210.41	92,115.05
4600-00 - Commissions - Other	20,000.00	22,893.90	22,000.03	5,093.74	6,956.54	4,347.67	152.31	1,447.18	-631.55	2,006.89	9,434.62	7,365.67	101,067.00
Total 4600-00 - Commissions	32,881.64	47,331.24	46,438.37	29,532.07	31,394.87	28,786.00	24,256.64	30,087.68	28,008.95	30,647.39	38,075.12	36,006.03	403,446.00
Total Income	32,881.64	47,331.24	46,438.37	29,532.07	31,394.87	28,786.00	24,256.64	30,087.68	28,008.95	30,647.39	38,075.12	36,006.03	403,446.00
Gross Profit	32,881.64	47,331.24	46,438.37	29,532.07	31,394.87	28,786.00	24,256.64	30,087.68	28,008.95	30,647.39	38,075.12	36,006.03	403,446.00
Expense													
5000-00 - Salaries & Wages	2,000.00	6,404.31	5,318.41	2,971.15	0.00	11,991.02	0.00	0.00	0.00	0.00	2,692.85	0.00	31,377.74
5010-00 - Sales Commissions	1,285.00	1,802.70	1,658.73	1,010.87	783.58	2,006.89	1,847.49	1,039.79	1,176.45	784.30	1,208.94	392.15	14,996.89
5020-00 - P/R - Tax Expense	1,150.00	2,210.79	1,023.60	1,136.77	1,193.37	1,140.09	2,140.09	1,149.61	1,041.20	1,149.61	1,149.61	1,366.43	15,811.17
5030-00 - P/R - Health Insurance Expense	225.00	0.00	166.01	121.13	166.01	-403.49	166.01	166.01	166.01	166.01	166.01	0.00	1,104.71
5040-00 - P/R - Workmans Comp	685.00	948.64	880.82	537.58	418.72	1,058.36	418.72	418.72	628.08	418.72	640.76	209.36	7,263.48
5060-00 - 401 (K)	50.00	41.98	41.98	66.98	16.98	16.98	241.98	16.98	41.98	41.98	41.98	158.96	778.76
5070-00 - Other Benefits and Expenses	12,748.32	10,397.60	15,703.77	10,469.18	10,469.18	10,469.18	10,469.18	10,469.18	17,520.63	12,358.72	12,358.72	5,234.59	138,688.25
5000-00 - Salaries & Wages - Other	18,143.32	21,806.02	24,793.32	16,313.66	13,007.84	26,279.03	15,283.47	13,260.29	20,574.35	14,919.34	18,258.87	7,361.49	210,001.00
Total 5000-00 - Salaries & Wages	75.00	54.66	67.13	50.86	69.03	72.07	115.53	72.90	72.28	74.85	55.88	47.93	828.12
5100-00 - Rent	0.00	0.00	0.00	5.29	0.00	106.66	218.73	195.65	126.43	254.48	0.00	0.00	907.24
5110-00 - Utilities	105.00	103.85	84.62	192.31	84.62	103.85	84.62	84.62	84.62	84.62	84.62	34.62	1,155.04
5140-00 - Repairs & Maintenance	753.74	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	985.44	11,594.58
5150-00 - Office - Cleaning	933.74	1,143.95	1,137.19	1,233.90	1,139.09	1,268.02	1,404.32	1,338.61	1,268.77	1,422.46	1,125.94	1,068.99	14,484.98
Total 5100-00 - Rent	230.96	243.45	242.74	237.15	247.06	236.42	237.26	296.84	305.99	295.29	308.65	282.19	3,164.00
5310-00 - Telephone	230.96	243.45	242.74	237.15	247.06	236.42	237.26	296.84	305.99	295.29	308.65	282.19	3,164.00
Total 5310-00 - Telephone	100.00	0.00	0.00	65.00	79.00	0.00	0.00	0.00	0.00	0.00	65.00	0.00	309.00
5420-00 - Mail - USPS	117.78	58.16	301.21	149.30	149.30	141.38	141.38	86.75	86.75	86.74	86.75	36.50	1,442.00
5510-00 - Insurance/Bonding	19.24	17.54	19.11	122.71	15.15	24.92	0.00	0.00	0.00	139.62	0.00	0.00	139.62
5520-00 - Supplies	19.24	17.54	19.11	122.71	15.15	24.92	15.03	50.21	14.50	35.92	26.15	9.90	370.38
5525-00 - Supplies- Computer <\$1000													
5520-00 - Supplies - Other													
Total 5520-00 - Supplies	22.09	22.09	22.09	18.59	10.91	24.92	15.03	50.21	14.50	175.54	26.15	9.90	510.00
5610-00 - Depreciation	140.00	180.00	68.67	63.45	40.00	40.00	10.91	28.47	28.47	28.46	28.46	17.55	249.00
5700-00 - Equipment Support & Maintenance	0.00	0.00	154.27	0.00	0.00	0.00	46.27	5.46	0.00	0.00	0.00	0.00	1,100.00
5710-00 - Taxes, Licenses & Fees	131.20	156.01	131.20	111.08	144.26	136.11	117.53	128.64	131.90	169.62	110.82	191.63	206.00
5740-00 - Equipment Rental/Leasing	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	9,166.67	1,680.00
6730-00 - Marketing Cooperative/Media	0.00	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	46.82	110,000.00
8200-00 - Associate Relations	38.88	0.00	109.08	0.00	0.00	0.00	0.00	52.81	52.81	52.81	52.81	52.80	515.00
8700-00 - Automobile Expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	412.00
8750-00 - Meals/Meetings	340.00	0.00	0.00	0.00	0.00	0.00	0.00	325.00	0.00	0.00	0.00	144.00	350.00
8810-00 - Dues & Subscriptions	29,383.88	32,840.71	36,192.37	27,528.33	24,046.10	37,400.28	26,581.76	24,937.57	31,828.02	26,514.74	29,427.93	18,530.29	345,211.98
Total Expense	3,497.76	14,480.53	10,246.00	2,003.74	7,348.77	-8,614.28	-2,325.12	5,150.11	-3,819.07	4,132.65	8,647.19	17,475.74	58,234.02
Net Ordinary Income	3,497.76	14,480.53	10,246.00	2,003.74	7,348.77	-8,614.28	-2,325.12	5,150.11	-3,819.07	4,132.65	8,647.19	17,475.74	58,234.02
Other Income/Expense													
Other Expense													
8990-00 - Allocated	3,497.76	4,869.43	6,526.01	4,966.10	4,667.20	4,377.19	4,353.02	4,543.85	6,613.41	4,737.19	4,543.83	4,539.01	58,234.00
Total Other Expense	3,497.76	4,869.43	6,526.01	4,966.10	4,667.20	4,377.19	4,353.02	4,543.85	6,613.41	4,737.19	4,543.83	4,539.01	58,234.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

30 - Conference

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
Net Other Income	-3,497.76	-4,869.43	-6,526.01	-4,986.10	-4,667.20	-4,377.19	-4,353.02	-4,543.85	-6,613.41	-4,737.19	-4,543.83	-4,539.01	-58,234.00
Net Income	0.00	9,621.10	3,719.99	-2,962.36	2,681.57	-12,991.47	-6,678.14	606.26	-10,432.48	-604.54	4,103.36	12,936.73	0.02

**North Lake Tahoe Resort Association
Profit & Loss Budget Overview**
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Accrual Basis

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul '17 - J...
Ordinary Income/Expense													
Income													
4050-00 · County of Placer TOT Funding	13,446.00	3,017.33	3,017.33	3,017.33	3,017.33	3,017.34	3,017.34	-100.40	-100.40	-100.40	-100.40	-100.40	31,048.00
Total Income	13,446.00	3,017.33	3,017.33	3,017.33	3,017.33	3,017.34	3,017.34	-100.40	-100.40	-100.40	-100.40	-100.40	31,048.00
Gross Profit	13,446.00	3,017.33	3,017.33	3,017.33	3,017.33	3,017.34	3,017.34	-100.40	-100.40	-100.40	-100.40	-100.40	31,048.00
Expense													
5000-00 · Salaries & Wages													
5020-00 · P/R - Tax Expense	102.10	102.10	153.16	102.10	102.10	102.10	102.10	102.10	153.15	102.10	102.10	102.10	1,327.31
5030-00 · P/R - Health Insurance Expense	95.17	95.17	142.79	95.17	95.17	95.17	95.17	95.17	142.76	95.17	95.17	95.17	1,237.25
5040-00 · P/R - Workmans Comp	3.95	3.95	5.91	3.95	3.95	3.95	3.95	3.95	5.90	3.95	3.95	3.95	51.31
5060-00 · 401 (K)	47.82	47.82	71.70	47.82	47.82	47.82	47.82	47.82	71.70	47.82	47.82	47.82	621.60
5070-00 · Other Benefits and Expenses	1.32	1.32	1.99	1.32	1.32	1.32	1.32	1.32	1.99	1.32	1.32	1.32	17.18
5000-00 · Salaries & Wages - Other	7,995.31	503.27	890.30	503.27	503.27	503.27	503.27	503.27	890.30	503.27	503.27	503.27	14,305.34
Total 5000-00 · Salaries & Wages	8,245.67	753.63	1,265.85	753.63	753.63	753.63	753.63	753.63	1,265.80	753.63	753.63	753.63	17,559.99
5100-00 · Rent													
5110-00 · Utilities	35.00	3.66	3.66	3.66	3.66	3.66	3.65	3.65	3.65	3.65	3.65	3.65	75.20
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	0.00	0.00	16.54	16.54	16.54	16.55	16.55	16.55	16.55	115.82
5150-00 · Office - Cleaning	40.00	5.27	5.27	5.27	5.27	5.27	5.27	5.27	5.27	5.27	5.27	5.27	97.98
5100-00 · Rent - Other	340.38	52.87	52.87	52.87	52.87	52.87	52.87	52.87	52.88	52.88	52.88	52.88	921.99
Total 5100-00 · Rent	415.38	61.80	61.80	61.80	61.80	78.34	78.33	78.33	78.35	78.35	78.35	78.36	1,210.99
5310-00 · Telephone													
5320-00 · Telephone	177.48	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.82	285.00
Total 5310-00 · Telephone	177.48	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.77	9.82	285.00
5420-00 · Mail - USPS	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
5510-00 · Insurance/Bonding	18.60	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.90	259.00
5520-00 · Supplies	7.70	7.02	7.65	21.13	12.51	9.97	17.07	45.00	45.00	45.00	45.00	45.95	309.00
5610-00 · Depreciation	11.19	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	426.00
5700-00 · Equipment Support & Maintenance	56.00	16.00	0.00	33.50	33.50	16.00	24.84	63.00	63.00	63.00	63.00	62.16	494.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	94.93	0.00	0.00	0.00	0.00	0.00	29.07	0.00	0.00	0.00	124.00
5740-00 · Equipment Rental/Leasing	112.35	19.79	19.79	19.79	19.79	19.79	19.79	19.79	19.79	19.79	19.79	19.75	330.00
5940-00 · Research & Planning	406.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	406.00
5941-00 · Research & Planning	375.00	144.91	144.91	144.91	144.91	144.91	144.91	144.91	144.91	144.91	144.91	144.90	1,969.00
8810-00 · Dues & Subscriptions	0.00	280.91	280.91	280.91	280.91	280.91	280.91	280.91	291.71	291.71	291.71	291.70	3,144.00
Total Expense	9,875.37	1,353.39	1,945.17	1,385.00	1,376.38	1,372.88	1,388.81	1,465.70	2,006.96	1,465.72	1,465.72	1,465.88	26,566.98
Net Ordinary Income	3,570.63	1,663.94	1,072.16	1,632.33	1,640.95	1,644.46	1,628.53	-1,566.10	-2,107.36	-1,566.12	-1,566.12	-1,566.28	4,481.02
Other Income/Expense													
Other Expense													
8990-00 · Allocated	3,496.79	81.27	208.76	88.71	65.71	43.39	41.53	56.21	215.49	71.09	56.21	55.84	4,481.00
Total Other Expense	3,496.79	81.27	208.76	88.71	65.71	43.39	41.53	56.21	215.49	71.09	56.21	55.84	4,481.00
Net Other Income	-3,496.79	-81.27	-208.76	-88.71	-65.71	-43.39	-41.53	-56.21	-215.49	-71.09	-56.21	-55.84	-4,481.00
Net Income	73.84	1,582.67	863.40	1,543.62	1,575.24	1,601.07	1,587.00	-1,622.31	-2,322.85	-1,637.21	-1,622.33	-1,622.12	0.02

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

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Accrual Basis

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul '17 - J..	TOTAL
Ordinary Income/Expense														
Income														
4050-00 - County of Placer TOT Funding	23,099.23	31,019.83	31,019.83	31,019.83	31,019.83	31,019.83	31,019.83	31,019.83	38,508.75	38,508.75	38,508.75	38,508.75	401,760.00	19,634.76
46000 - Merchandise Sales	1,000.00	4,000.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	7,000.00	7,310.65
4502-00 - Non-Retail VIC Income	13,065.73	9,720.54	9,523.96	5,872.63	3,821.21	7,063.21	1,774.50	1,537.87	4,843.92	8,968.70	10,574.81	15,212.92	92,000.00	1,731.33
46000 - Merchandise Sales - Other	14,065.73	13,720.54	9,723.96	6,072.63	4,021.21	7,263.21	1,974.50	1,737.87	5,043.92	9,188.70	10,774.81	15,412.92	99,000.00	2,218.33
Total 46000 - Merchandise Sales	37,164.96	44,740.37	40,743.79	37,092.46	35,041.04	38,283.04	32,994.35	40,246.62	43,552.67	47,697.45	49,283.56	53,919.69	500,760.00	90,130.29
Total Income	37,164.96	44,740.37	40,743.79	37,092.46	35,041.04	38,283.04	32,994.35	40,246.62	43,552.67	47,697.45	49,283.56	53,919.69	500,760.00	101,390.62
Gross Profit	37,164.96	44,740.37	40,743.79	37,092.46	35,041.04	38,283.04	32,994.35	40,246.62	43,552.67	47,697.45	49,283.56	53,919.69	500,760.00	7,310.65
Expense														
5000-00 - Salaries & Wages	2,131.06	2,131.05	1,966.24	1,324.16	1,324.16	1,324.16	1,324.16	1,324.16	1,966.24	1,324.16	1,324.16	2,131.05	19,634.76	7,310.65
5020-00 - P/R - Tax Expense	2,135.00	2,135.01	3,202.52	2,135.01	2,135.01	2,135.01	2,135.01	2,135.01	3,202.52	2,135.01	2,135.01	2,135.01	27,755.13	1,731.33
5030-00 - P/R - Health Insurance Expense	66.24	66.24	99.37	66.24	66.24	66.24	66.24	66.24	99.37	66.24	66.24	66.24	861.21	157.39
5040-00 - P/R - Workmans Comp	544.98	544.98	817.47	544.98	544.98	544.98	544.98	544.98	817.47	544.98	544.98	544.98	7,084.82	157.39
5060-00 - 401 (K)	47.43	47.43	71.16	47.43	47.43	47.43	47.43	47.43	71.16	47.43	47.43	47.43	616.69	197.12
5070-00 - Other Benefits and Expenses	13,166.30	20,973.10	20,373.60	14,055.88	12,249.08	12,249.08	12,249.08	12,249.08	18,373.61	12,249.08	12,249.08	18,973.12	179,410.09	7,640.05
5000-00 - Salaries & Wages - Other	18,091.02	25,897.83	26,550.37	18,173.71	16,366.92	16,366.92	16,366.92	16,366.92	24,550.37	16,366.92	16,366.92	23,897.85	235,362.70	8,611.89
Total 5000-00 - Salaries & Wages	520.00	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	617.33	7,310.65	333.59
5100-00 - Rent	0.00	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	157.39	1,731.33	157.39
5110-00 - Utilities	6,090.13	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	7,640.05	90,130.29	197.12
5140-00 - Repairs & Maintenance	6,660.13	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	8,611.89	101,390.62	7,640.05
5150-00 - Office - Cleaning	340.30	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	3,789.00	333.59
5100-00 - Rent - Other	340.30	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	296.79	3,789.00	333.59
Total 5100-00 - Rent	41.53	51.91	51.91	51.91	51.91	51.91	51.91	51.91	51.91	51.91	51.91	51.91	612.54	51.91
5310-00 - Telephone	50.00	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.36	1.00	64.60	1.36
5320-00 - Telephone	0.00	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	27.04	297.44	27.04
Total 5310-00 - Telephone	91.53	80.31	80.31	80.31	80.31	80.31	80.31	80.31	80.31	80.31	80.31	79.95	974.58	80.31
5420-00 - Mail - USPS	154.98	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.18	173.02	2,059.80	173.18
5470-00 - Mail - UPS	0.00	81.82	81.82	81.82	81.82	81.82	81.82	81.82	81.82	81.82	81.82	174.84	993.04	81.82
5480-00 - Mail - Fed Ex	307.38	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	264.78	3,219.96	264.78
5420-00 - Mail - USPS - Other	307.38	346.60	346.60	346.60	346.60	346.60	346.60	346.60	346.60	346.60	346.60	439.62	4,213.00	346.60
Total 5420-00 - Mail - USPS	33.27	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	92.34	1,049.01	92.34
5510-00 - Insurance/Bonding	280.00	171.18	171.18	171.18	171.18	171.18	171.18	171.18	171.18	171.18	171.18	321.20	2,313.00	171.18
5520-00 - Supplies	0.00	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	28.09	308.99	28.09
5525-00 - Supplies - Computer <\$1000	353.36	522.97	522.97	522.97	522.97	522.97	522.97	522.97	522.97	522.97	522.97	522.97	6,106.00	522.97
5520-00 - Supplies - Other	0.00	53.64	53.64	53.64	53.64	53.64	53.64	53.64	53.64	53.64	53.64	53.64	590.00	53.64
Total 5520-00 - Supplies	0.00	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.27	227.30	5,000.00	227.27
5610-00 - Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	0.00
5700-00 - Equipment Support & Maintenance	150.00	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	5,000.00	179.64
5710-00 - Taxes, Licenses & Fees	0.00	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	2,126.04	-118.61
5740-00 - Equipment Rental/Leasing	75.00	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	1,309.54	103.14
5800-00 - Training Seminars	7,363.27	5,541.63	4,658.46	2,872.48	1,869.07	3,454.83	867.96	752.22	5,138.66	4,966.65	5,172.46	5,681.44	47,769.13	4,966.65
5815 - Training Video Series	7,588.27	5,705.80	4,822.63	3,036.65	2,033.24	3,619.00	1,032.13	916.39	5,302.83	4,560.82	5,336.63	5,845.61	49,800.00	4,560.82
5850-00 - Artist of Month - Commissions	0.00	102.60	298.69	0.00	36.25	36.25	41.22	0.00	0.00	0.00	0.00	119.99	635.00	0.00
6740-00 - Media/Collateral/Production	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8100-00 - Cost of Goods Sold	0.00	102.60	298.69	0.00	36.25	36.25	41.22	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51100 - Freight and Shipping Costs	0.00	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	179.64	2,126.04	179.64
52500 - Purchase Discounts	0.00	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-118.61	-1,309.54	-118.61
59900 - POS Inventory Adjustments	75.00	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	103.14	1,209.54	103.14
81000 - Cost of Goods Sold - Other	7,363.27	5,541.63	4,658.46	2,872.48	1,869.07	3,454.83	867.96	752.22	5,138.66	4,966.65	5,172.46	5,681.44	47,769.13	4,966.65
Total 81000-00 - Cost of Goods Sold	7,588.27	5,705.80	4,822.63	3,036.65	2,033.24	3,619.00	1,032.13	916.39	5,302.83	4,560.82	5,336.63	5,845.61	49,800.00	4,560.82
82000-00 - Associate Relations	0.00	102.60	298.69	0.00	36.25	36.25	41.22	0.00	0.00	0.00	0.00	119.99	635.00	0.00

North Lake Tahoe Resort Association
 Profit & Loss Budget Overview

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	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul '17 - J...	TOTAL
8500-00 · Credit Card Fees	34.95	559.23	434.97	369.61	284.97	345.28	282.83	152.17	123.61	240.05	357.39	301.94	3,487.00	
8700-00 · Automobile Expenses	0.00	151.35	70.51	156.47	379.55	52.86	17.46	54.15	89.81	61.12	142.21	60.51	1,236.00	
8750-00 · Meals/Meetings	0.00	125.01	0.00	39.85	143.59	418.46	0.00	92.02	92.02	92.02	150.00	92.01	1,187.00	
8810-00 · Dues & Subscriptions	49.99	49.99	49.99	49.99	49.99	97.87	49.99	150.00	150.00	150.00	150.00	135.19	1,133.00	
8910-00 · Travel	0.00	0.00	0.00	0.00	213.48	0.00	0.00	0.00	0.00	0.00	0.00	131.52	345.00	
Total Expense	33,985.18	43,196.08	42,831.43	32,430.55	30,112.26	32,540.91	29,394.82	30,372.72	42,949.71	34,112.00	34,086.24	42,467.79	428,479.70	
Net Ordinary Income	3,179.77	1,544.28	-2,087.64	4,661.90	4,928.77	5,742.12	3,599.52	9,873.89	602.95	13,565.44	15,197.31	11,451.89	72,280.29	
Other Income/Expense														
8990-00 · Allocated														
Total Other Expense	3,179.78	6,149.63	8,205.66	6,269.61	5,898.64	5,538.70	5,508.70	5,745.55	8,314.14	5,965.51	5,745.52	5,739.55	72,280.99	
Net Other Income	3,179.78	6,149.63	8,205.66	6,269.61	5,898.64	5,538.70	5,508.70	5,745.55	8,314.14	5,965.51	5,745.52	5,739.55	72,280.99	
Net Income	-3,179.78	-6,149.63	-8,205.66	-6,269.61	-5,898.64	-5,538.70	-5,508.70	-5,745.55	-8,314.14	-5,965.51	-5,745.52	-5,739.55	-72,280.99	
Net Income	-0.00	-4,605.34	-10,293.30	-1,607.70	-969.86	203.42	-1,909.17	4,128.34	-7,711.18	7,599.93	9,451.79	5,712.34	-0.69	

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

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Accrual Basis

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul '17 - J...
Ordinary Income/Expense													
Income													
4050-00 - County of Placer TOT Funding	13,434.00	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	974.60	974.60	974.60	974.60	975.60	51,437.00
Total Income	13,434.00	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	974.60	974.60	974.60	974.60	975.60	51,437.00
Gross Profit	13,434.00	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	5,521.50	974.60	974.60	974.60	974.60	975.60	51,437.00
Expense													
5000-00 - Salaries & Wages	188.17	188.17	282.27	188.17	188.17	188.17	188.17	188.17	282.26	188.17	188.17	188.17	2,446.23
5020-00 - P/R - Tax Expense	211.45	211.45	317.15	211.45	211.45	211.45	211.45	211.45	317.15	211.45	211.45	211.45	2,748.80
5030-00 - P/R - Health Insurance Expense	8.50	8.50	12.74	8.50	8.50	8.50	8.50	8.50	12.74	8.50	8.50	8.50	110.48
5040-00 - P/R - Workmans Comp	97.48	97.48	146.24	97.48	97.48	97.48	97.48	97.48	146.23	97.48	97.48	97.48	1,267.27
5060-00 - 401 (K)	2.80	2.80	4.19	2.80	2.80	2.80	2.80	2.80	4.20	2.80	2.80	2.80	36.39
5070-00 - Other Benefits and Expenses	7,737.27	1,777.23	2,801.23	1,777.23	1,777.23	1,777.23	1,777.23	1,777.23	2,801.23	1,777.23	1,777.23	1,777.23	29,334.80
5000-00 - Salaries & Wages - Other	8,245.67	2,285.63	3,563.82	2,285.63	2,285.63	2,285.63	2,285.63	2,285.63	3,563.81	2,285.63	2,285.63	2,285.63	35,943.97
Total 5000-00 - Salaries & Wages	8,245.67	2,285.63	3,563.82	2,285.63	2,285.63	2,285.63	2,285.63	2,285.63	3,563.81	2,285.63	2,285.63	2,285.63	35,943.97
5100-00 - Rent	35.00	9.79	9.79	9.79	9.79	9.79	9.79	9.79	9.78	9.78	9.78	9.78	142.65
5110-00 - Utilities	0.00	19.97	19.97	19.97	19.97	19.97	19.97	19.97	19.97	19.97	19.97	19.98	219.69
5140-00 - Repairs & Maintenance	40.00	13.26	13.26	13.26	13.26	13.26	13.26	13.26	13.26	13.26	13.26	13.25	185.85
5150-00 - Office - Cleaning	340.36	128.04	128.04	128.04	128.04	128.04	128.04	128.04	128.04	128.04	128.04	128.03	1,748.81
5100-00 - Rent - Other	415.38	171.06	171.06	171.06	171.06	171.06	171.06	171.06	171.05	171.05	171.05	171.04	2,297.00
Total 5100-00 - Rent	177.48	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.82	571.00
5310-00 - Telephone	177.48	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.82	571.00
5320-00 - Telephone	177.48	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.82	571.00
Total 5310-00 - Telephone	177.48	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.77	35.82	571.00
5420-00 - Mail - USPS	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
5510-00 - Insurance/Bonding	18.60	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.85	21.90	259.00
5520-00 - Supplies	7.70	27.39	27.39	27.39	27.39	27.39	27.39	27.39	27.39	27.39	27.39	27.40	309.00
5610-00 - Depreciation	11.19	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	37.71	426.00
5700-00 - Equipment Support & Maintenance	56.00	56.73	56.73	56.73	56.73	56.73	56.73	56.73	56.73	56.73	56.73	56.70	680.00
5710-00 - Taxes, Licenses & Fees	0.00	34.82	34.82	34.82	34.82	34.82	34.82	34.82	34.82	34.82	34.82	34.80	473.00
5740-00 - Equipment Rental/Leasing	112.35	127.79	127.79	127.79	127.79	127.79	127.79	127.79	127.79	127.79	127.79	127.75	2,223.00
5940-00 - Research & Planning Membership	406.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	406.00
5941-00 - Research & Planning	375.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	375.00
Total Expense	9,875.37	2,798.75	4,076.94	2,798.75	2,798.75	2,899.75	2,899.75	2,917.75	4,195.92	2,917.74	2,916.75	2,916.75	44,012.97
Net Ordinary Income	3,558.63	2,722.75	1,444.56	2,722.75	2,722.75	2,621.75	2,621.75	-1,943.15	-3,221.32	-1,943.14	-1,942.15	-1,941.15	7,424.03
Other Income/Expense													
Other Expense													
8990-00 - Allocated	3,496.79	343.43	554.56	355.75	317.66	280.70	277.62	301.94	565.69	326.58	301.94	301.34	7,424.00
Total Other Expense	3,496.79	343.43	554.56	355.75	317.66	280.70	277.62	301.94	565.69	326.58	301.94	301.34	7,424.00
Net Other Income	-3,496.79	-343.43	-554.56	-355.75	-317.66	-280.70	-277.62	-301.94	-565.69	-326.58	-301.94	-301.34	-7,424.00
Net Income	61.84	2,379.32	890.00	2,367.00	2,405.09	2,341.05	2,344.13	-2,245.09	-3,787.01	-2,269.72	-2,244.09	-2,242.49	0.03

North Lake Tahoe Resort Association Profit & Loss Budget Overview 60 - Membership

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul '17 - J...
Ordinary Income/Expense													
Income													
4200-00 - Membership Dues	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	11,000.00	16,500.00	13,500.00	13,500.00	13,500.00	13,500.00	13,500.00	150,000.00
4201-00 - New Member Fees	0.00	0.00	75.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	75.00
4250-00 - Revenues-Membership Activities													
4250-01 - Community Awards													
4250-04 - Silent Auction													
4250-05 - Sponsorships													
4250-01 - Community Awards - Other													
Total 4250-01 - Community Awards													
4250-02 - Chamber Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	3,000.00	0.00	0.00	6,725.00	12,725.00
4250-03 - Summer/Winter Rec Luncheon	0.00	0.00	0.00	4,300.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00	7,300.00
4251-00 - Tues AM Breakfast Club													
4251-01 - Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	250.00	250.00	300.00	300.00	300.00	300.00	300.00	2,000.00
4251-00 - Tues AM Breakfast Club - Other	0.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	750.00	8,250.00
Total 4251-00 - Tues AM Breakfast Club	0.00	750.00	750.00	750.00	750.00	1,000.00	1,000.00	1,050.00	1,050.00	1,050.00	1,050.00	1,050.00	10,250.00
4250-00 - Revenues-Membership Activities - Other	0.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	175.00	1,925.00
Total 4250-00 - Revenues-Membership Activities	0.00	925.00	925.00	5,225.00	925.00	1,175.00	1,175.00	4,225.00	4,225.00	4,225.00	1,225.00	10,950.00	73,200.00
Total Income	11,000.00	11,925.00	12,000.00	16,225.00	11,925.00	12,175.00	17,675.00	17,725.00	17,725.00	55,725.00	14,725.00	24,450.00	223,275.00
Gross Profit	11,000.00	11,925.00	12,000.00	16,225.00	11,925.00	12,175.00	17,675.00	17,725.00	17,725.00	55,725.00	14,725.00	24,450.00	223,275.00
Expense													
5000-00 - Salaries & Wages													
5000-01 - In-Market Administration	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-1,375.00	-16,500.00
5020-00 - P/R - Tax Expense	565.00	525.00	775.00	525.00	525.00	525.00	525.00	525.00	787.50	525.00	525.00	525.00	6,852.50
5030-00 - P/R - Health Insurance Expense	875.00	2,000.00	752.71	912.68	950.00	950.00	950.00	950.00	1,800.00	950.00	950.00	950.00	12,990.39
5040-00 - P/R - Workmans Comp	105.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	930.00
5060-00 - 401 (k)	305.00	220.00	320.00	220.00	320.00	320.00	320.00	320.00	480.00	320.00	320.00	320.00	3,785.00
5070-00 - Other Benefits and Expenses	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	300.00
5000-00 - Salaries & Wages - Other	5,750.00	6,850.00	11,000.00	7,650.00	7,800.00	7,800.00	7,800.00	7,800.00	11,700.00	7,800.00	7,800.00	7,800.00	84,400.00
Total 5000-00 - Salaries & Wages	6,250.00	8,320.00	11,572.71	8,032.68	8,388.00	8,388.00	8,388.00	8,388.00	13,560.50	8,388.00	8,388.00	8,388.00	106,451.89
5100-00 - Rent													
5110-00 - Utilities	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	600.00
5140-00 - Repairs & Maintenance	0.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	605.00
5150-00 - Office - Cleaning	75.00	150.00	85.00	75.00	75.00	75.00	75.00	75.00	85.00	75.00	75.00	85.00	1,090.00
5100-00 - Rent - Other	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	725.00	8,700.00
Total 5100-00 - Rent	850.00	980.00	915.00	905.00	905.00	915.00	905.00	905.00	915.00	905.00	980.00	915.00	10,995.00
5310-00 - Telephone													
5320-00 - Telephone	280.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	216.00	2,686.00
Total 5310-00 - Telephone	280.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	219.00	216.00	2,686.00
5420-00 - Mail - USPS													
5510-00 - Insurance/Bonding	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	1,000.00
5520-00 - Supplies	25.00	55.00	170.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	745.00
5510-00 - Insurance/Computer <\$1000	0.00	0.00	0.00	0.00	0.00	0.00	125.00	125.00	125.00	125.00	125.00	125.00	750.00
5520-00 - Supplies - Other	90.00	135.00	95.00	95.00	100.00	135.00	125.00	95.00	95.00	95.00	95.00	95.00	1,250.00
Total 5520-00 - Supplies	90.00	135.00	95.00	95.00	100.00	135.00	250.00	220.00	220.00	220.00	220.00	220.00	2,000.00
5610-00 - Depreciation	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	15.00	180.00
5700-00 - Equipment Support & Maintenance	540.00	55.00	235.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	55.00	1,325.00
5710-00 - Taxes, Licenses & Fees	0.00	0.00	50.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.00
5740-00 - Equipment Rental/Leasing	225.00	265.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	250.00	2,990.00
5800-00 - Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,990.00
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

60 - Membership

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	Jul '17 - J...
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	8,500.00	10,000.00	0.00	0.00	18,500.00
6436-00 · Membership - Wnt/Sum Rec Lunch	10.00	0.00	2,750.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,425.00	4,185.00
6437-00 · Tuesday Morning Breakfast Club	0.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	650.00	7,150.00
6442-00 · Public Relations/Website	280.00	280.00	280.00	280.00	280.00	2,795.00	2,795.00	295.00	295.00	295.00	295.00	295.00	8,465.00
6444-00 · Trades	0.00	580.00	0.00	275.00	0.00	0.00	0.00	0.00	500.00	500.00	0.00	275.00	2,130.00
6423-00 · Membership Activities - Other	75.00	0.00	75.00	0.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	750.00
Total 6423-00 · Membership Activities	365.00	1,510.00	3,755.00	1,205.00	1,005.00	3,520.00	3,520.00	1,020.00	10,020.00	11,520.00	1,020.00	2,720.00	41,180.00
8200-00 · Associate Relations	0.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	275.00
8500-00 · Credit Card Fees	210.00	170.00	180.00	160.00	195.00	195.00	295.00	295.00	295.00	195.00	195.00	195.00	2,580.00
8700-00 · Automobile Expenses	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	75.00	200.00	75.00	75.00	1,025.00
8750-00 · Meals/Meetings	0.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00	440.00
8810-00 · Dues & Subscriptions	115.00	50.00	150.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	50.00	765.00
8920-00 · Bad Debt	1,375.00	475.00	2,775.00	995.00	585.00	585.00	585.00	661.20	661.20	661.20	661.20	661.20	10,681.00
Total Expense	10,465.00	12,439.00	20,571.71	12,226.68	12,012.00	14,622.00	15,027.00	13,273.20	27,005.70	22,848.20	12,298.20	13,980.20	166,768.89
Net Ordinary Income	535.00	-514.00	-8,571.71	3,998.32	-87.00	-2,447.00	2,648.00	4,451.80	-9,280.70	32,876.80	2,426.80	10,469.80	36,506.11
Other Income/Expense													
8990-00 · Allocated	2,863.74	2,546.26	3,442.50	2,598.53	2,436.85	2,279.97	2,266.88	2,370.14	3,489.78	2,474.72	2,370.11	2,367.51	31,506.99
Total Other Expense	2,863.74	2,546.26	3,442.50	2,598.53	2,436.85	2,279.97	2,266.88	2,370.14	3,489.78	2,474.72	2,370.11	2,367.51	31,506.99
Net Other Income	-2,863.74	-2,546.26	-3,442.50	-2,598.53	-2,436.85	-2,279.97	-2,266.88	-2,370.14	-3,489.78	-2,474.72	-2,370.11	-2,367.51	-31,506.99
Net Income	-2,328.74	-3,060.26	-12,014.21	1,399.79	-2,523.85	-4,726.97	381.12	2,081.66	-12,770.48	30,402.08	56.69	8,102.29	4,999.12

North Lake Tahoe Resort Association Profit & Loss Budget Overview 70 - Administration

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL Jul 17 - Jun 18
Ordinary Income/Expense													
Expense													
5000-00 - Salaries & Wages	2,561.13	2,561.13	3,841.66	2,561.13	2,561.13	2,561.13	2,561.13	2,561.13	3,841.67	2,561.13	2,561.13	2,561.13	33,294.63
5020-00 - P/R - Tax Expense	2,586.03	2,586.03	3,879.07	2,586.03	2,586.03	2,586.03	2,586.03	2,586.03	3,879.07	2,586.03	2,586.03	2,586.03	33,618.44
5030-00 - P/R - Health Insurance Expense	153.63	153.63	230.42	153.63	153.63	153.63	153.63	153.63	230.43	153.63	153.63	153.63	1,997.15
5040-00 - P/R - Workmans Comp	438.48	438.48	657.73	438.48	438.48	438.48	438.48	438.48	657.73	438.48	438.48	438.48	5,700.26
5060-00 - 401 (k)	97.89	97.89	146.80	97.89	97.89	97.89	97.89	97.89	146.81	97.89	97.89	97.89	1,272.51
5070-00 - Other Benefits and Expenses	20,447.65	29,527.83	44,745.73	29,527.83	30,435.85	30,435.85	30,435.85	30,435.85	47,469.79	33,159.91	33,159.91	33,159.91	395,665.55
5000-00 - Salaries & Wages - Other	26,284.81	35,364.99	53,501.41	35,364.99	36,273.01	36,273.01	36,273.01	36,273.01	56,225.50	38,997.07	38,997.07	38,996.80	471,548.54
Total 5000-00 - Salaries & Wages													
5100-00 - Rent	120.00	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	116.94	1,406.34
5110-00 - Utilities	150.00	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	374.64	4,271.03
5140-00 - Repairs & Maintenance	155.00	170.52	170.52	170.52	170.52	170.52	170.52	170.52	170.53	170.53	170.53	170.53	2,030.77
5150-00 - Office - Cleaning	1,132.69	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.20	1,807.19	1,807.19	1,806.90	21,011.57
5100-00 - Rent - Other	1,557.69	2,469.30	2,469.30	2,469.30	2,469.30	2,469.30	2,469.30	2,469.30	2,469.31	2,469.30	2,469.30	2,469.00	28,719.71
Total 5100-00 - Rent													
5310-00 - Telephone	641.31	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.19	12,811.00
5320-00 - Telephone	641.31	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.15	1,088.19	12,811.00
Total 5310-00 - Telephone													
5420-00 - Mail - USPS	250.00	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.82	42.80	721.00
5510-00 - Insurance/Bonding	136.38	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.78	146.82	1,751.00
5520-00 - Supplies	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	0.00	2,000.00
5525-00 - Supplies: Computer <\$1000	580.40	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.90	5,210.00
5520-00 - Supplies - Other	580.40	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.87	420.90	5,210.00
Total 5520-00 - Supplies													
5610-00 - Depreciation	85.64	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.67	175.66	2,018.00
5700-00 - Equipment Support & Maintenance	420.00	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.91	310.90	3,840.00
5710-00 - Taxes, Licenses & Fees	906.93	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.64	666.67	8,240.00
5740-00 - Equipment Rental/Leasing	172.01	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.45	218.49	2,575.00
5800-00 - Training Seminars	0.00	0.00	0.00	0.00	3,000.00	0.00	0.00	0.00	3,180.00	0.00	0.00	0.00	6,180.00
5900-00 - Professional Fees	0.00	0.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	1,000.00	10,000.00
5910-00 - Professional Fees - Attorneys	0.00	8,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	6,000.00	22,000.00
5920-00 - Professional Fees - Accountant	0.00	0.00	0.00	1,000.00	1,000.00	1,000.00	750.00	0.00	0.00	0.00	0.00	0.00	3,750.00
5921-00 - Professional Fees - Other	0.00	8,000.00	7,000.00	8,000.00	2,000.00	2,000.00	1,750.00	1,000.00	1,000.00	3,000.00	1,000.00	1,000.00	35,750.00
Total 5900-00 - Professional Fees													
6490-00 - Classified Ads	0.00	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.30	773.00
6701-00 - Market Study Reports/Research	0.00	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.27	70.30	773.00
8200-00 - Associate Relations	0.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	206.00	205.60	2,265.60
8300-00 - Board Functions	447.05	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.27	858.02	858.01	9,887.51
8500-00 - Credit Card Fees	47.94	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-47.94	0.00
8700-00 - Automobile Expenses	0.00	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.64	93.15	1,029.55
8750-00 - Meals/Meetings	15.00	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.09	125.10	1,391.00
8810-00 - Dues & Subscriptions	252.68	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.85	126.82	126.82	1,648.00
8910-00 - Travel	0.00	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.36	318.00	3,501.60
Total Expense	31,797.84	50,773.33	67,909.75	51,773.33	48,681.35	48,681.35	45,431.35	47,405.42	68,813.85	49,405.41	47,405.16	47,355.37	602,433.51
Net Ordinary Income	-31,797.84	-50,773.33	-67,909.75	-51,773.33	-48,681.35	-48,681.35	-45,431.35	-47,405.42	-68,813.85	-49,405.41	-47,405.16	-47,355.37	-602,433.51
Other Income/Expense													
Other Expense													
8990-00 - Allocated													
Total Other Expense													
Net Other Income	31,797.84	50,773.33	67,909.75	51,773.33	48,681.35	48,681.35	45,431.35	47,405.42	68,813.85	49,405.41	47,405.16	47,355.37	602,433.51

North Lake Tahoe Resort Association
Profit & Loss Budget Overview

70 - Administration

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	Apr 18	May 18	Jun 18	TOTAL
Net Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
													Jul '17 - Jun 18
													0.00

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2017

01/05/18

Accrual Basis

	Jul 31, 17	Jul 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
ADP P/R Clearing	2,468.00	0.00	2,468.00	100.0%
1001-00 · Petty Cash	202.57	1,000.00	(797.43)	(79.7)%
1003-00 · Cash - Operations BOTW #6712	923,444.75	576,783.64	346,661.11	60.1%
1007-00 · Cash - Payroll BOTW #7421	3,760.08	378.28	3,381.80	894.0%
1008-00 · Marketing Reserve - Plumas	50,099.55	50,024.46	75.09	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,265.55	100,065.23	200.32	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	99,268.53	13,144.02	86,124.51	655.2%
10950 · Cash in Drawer	507.09	773.10	(266.01)	(34.4)%
Total Checking/Savings	1,209,597.68	771,750.29	437,847.39	56.7%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	47,023.24	103,225.83	(56,202.59)	(54.5)%
1290-00 · A/R - TOT	0.00	(23,940.82)	23,940.82	100.0%
Total Accounts Receivable	47,023.24	79,285.01	(32,261.77)	(40.7)%
Other Current Assets				
1200-99 · AR Other	1,614.30	3,247.25	(1,632.95)	(50.3)%
12000 · Undeposited Funds	25.72	1,600.32	(1,574.60)	(98.4)%
1201-00 · WebLink Accounts Receivable	7,872.09	46,405.00	(38,532.91)	(83.0)%
1201-02 · Allowance for Doubtful Accounts	(3,246.00)	(15,956.50)	12,710.50	79.7%
12100 · Inventory Asset	29,305.77	31,918.88	(2,613.11)	(8.2)%
1299 · Receivable from NLTMC	0.00	6,803.02	(6,803.02)	(100.0)%
1490-00 · Security Deposits	50.00	50.00	0.00	0.0%
Total Other Current Assets	35,621.88	74,067.97	(38,446.09)	(51.9)%
Total Current Assets	1,292,242.80	925,103.27	367,139.53	39.7%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	(68,767.95)	(68,767.95)	0.00	0.0%
1740-00 · Computer Equipment	8,435.60	43,766.13	(35,330.53)	(80.7)%
1741-00 · Accum. Depr. - Computer Equip	(7,762.24)	(42,285.29)	34,523.05	81.6%
1750-00 · Computer Software	21,520.46	34,993.97	(13,473.51)	(38.5)%
1751-00 · Accum. Amort. - Software	(16,840.47)	(33,932.32)	17,091.85	50.4%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284.08)	(24,084.04)	(200.04)	(0.8)%
Total Fixed Assets	5,353.13	2,742.31	2,610.82	95.2%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	2,379.74	2,546.40	(166.66)	(6.5)%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	18,609.08	3,892.69	14,716.39	378.1%
Total 1400-00 · Prepaid Expenses	21,988.82	7,439.09	14,549.73	195.6%
Total Other Assets	21,988.82	7,439.09	14,549.73	195.6%
TOTAL ASSETS	1,319,584.75	935,284.67	384,300.08	41.1%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	438,279.88	98,315.59	339,964.29	345.8%
2001-00 · Credit Card Payable	0.00	10,000.00	(10,000.00)	(100.0)%
Total Accounts Payable	438,279.88	108,315.59	329,964.29	304.6%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	994.12	(994.12)	(100.0)%
2080-02 · MC_4222_Jason	822.66	340.00	482.66	142.0%
2080-03 · MC_5950_Judy	0.00	70.00	(70.00)	(100.0)%

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2017

01/05/18

Accrual Basis

	Jul 31, 17	Jul 31, 16	\$ Change	% Change
2080-04 · MC_5968_Ronald	0.00	144.82	(144.82)	(100.0)%
2080-06 · MC_5288_Emily	748.86	556.75	192.11	34.5%
2080-07 · MC_6850_Ginger	0.00	450.43	(450.43)	(100.0)%
2080-08 · MC_5755_John	0.00	360.11	(360.11)	(100.0)%
2080-09 · MC_0319_Sarah	969.18	0.00	969.18	100.0%
2080-10 · MC_9495_AI	3,605.25	1,745.71	1,859.54	106.5%
2080-11 · MC_3978_Amber	1,765.25	0.00	1,765.25	100.0%
2080-12 · MC_3960_Natalie	465.18	0.00	465.18	100.0%
Total 2080-00 · Bank of the West - Master Cards	8,376.38	4,661.94	3,714.44	79.7%
Total Credit Cards	8,376.38	4,661.94	3,714.44	79.7%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	23,272.67	18,029.36	5,243.31	29.1%
2102-00 · Commissions Payable	9,529.91	9,662.74	(132.83)	(1.4)%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
24100 · Wage Garnishment Payable	0.00	1,370.82	(1,370.82)	(100.0)%
Total 21000 · Salaries/Wages/Payroll Liabilit	151,178.20	129,423.76	21,754.44	16.8%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	841.65	2,498.57	(1,656.92)	(66.3)%
2190-00 · Sales and Use Tax Payable - Other	0.00	149.00	(149.00)	(100.0)%
Total 2190-00 · Sales and Use Tax Payable	841.65	2,647.57	(1,805.92)	(68.2)%
2250-00 · Accrued Expenses	19,040.31	20,000.31	(960.00)	(4.8)%
2400-60 · Deferred Revenue- Member Dues	51,090.49	66,317.51	(15,227.02)	(23.0)%
2651-00 · Deferred Rev - Conference	10,083.33	(825.00)	10,908.33	1,322.2%
2800-00 · Suspense	248.00	(152.00)	400.00	263.2%
2900-00 · Due To/From County of Placer	231,038.68	0.00	231,038.68	100.0%
Total Other Current Liabilities	463,520.66	217,412.15	246,108.51	113.2%
Total Current Liabilities	910,176.92	330,389.68	579,787.24	175.5%
Total Liabilities	910,176.92	330,389.68	579,787.24	175.5%
Equity				
32000 · Unrestricted Net Assets	(8,753.89)	29,217.09	(37,970.98)	(130.0)%
3300-11 · Designated Marketing Reserve	256,830.18	254,324.57	2,505.61	1.0%
3301 · Cash Flow Reserve	100,065.26	100,017.00	48.26	0.1%
3302 · Marketing Cash Reserve	50,024.47	50,006.37	18.10	0.0%
Net Income	11,241.81	171,329.96	(160,088.15)	(93.4)%
Total Equity	409,407.83	604,894.99	(195,487.16)	(32.3)%
TOTAL LIABILITIES & EQUITY	1,319,584.75	935,284.67	384,300.08	41.1%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Jul 17	Budget	\$ Over Budget	Jul 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	462,199.00	462,199.00	0.00	462,199.00	462,199.00	0.00	3,747,600.00
4200-00 · Membership Dues	12,148.68	11,000.00	1,148.68	12,148.68	11,000.00	1,148.68	150,000.00
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	0.00	75.00
4205-00 · Conference Dues	916.67	825.00	91.67	916.67	825.00	91.67	7,690.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0.00			0.00			12,000.00
4250-05 · Sponsorships	0.00			0.00			6,500.00
4250-01 · Community Awards - Other	0.00			0.00			22,500.00
Total 4250-01 · Community Awards	0.00			0.00			41,000.00
4250-02 · Chamber Events	0.00	0.00	0.00	0.00	0.00	0.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	0.00	7,300.00
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	0.00	0.00	0.00	0.00	0.00	0.00	8,250.00
Total 4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	0.00	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	73,200.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0.00	0.00	0.00	0.00	0.00	0.00	8,951.95
4600-00 · Commissions - Other	21,395.98	20,000.00	1,395.98	21,395.98	20,000.00	1,395.98	92,115.05
Total 4600-00 · Commissions	21,395.98	20,000.00	1,395.98	21,395.98	20,000.00	1,395.98	101,067.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	3,798.00	1,000.00	2,798.00	3,798.00	1,000.00	2,798.00	7,000.00
46000 · Merchandise Sales - Other	13,394.74	13,065.73	329.01	13,394.74	13,065.73	329.01	92,000.00
Total 46000 · Merchandise Sales	17,192.74	14,065.73	3,127.01	17,192.74	14,065.73	3,127.01	99,000.00
Total Income	513,853.07	508,089.73	5,763.34	513,853.07	508,089.73	5,763.34	4,178,632.00
Gross Profit	513,853.07	508,089.73	5,763.34	513,853.07	508,089.73	5,763.34	4,178,632.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,705.93	2,000.00	(294.07)	1,705.93	2,000.00	(294.07)	31,377.74
5020-00 · P/R - Tax Expense	9,686.02	8,978.76	707.25	9,686.02	8,978.76	707.25	106,454.26
5030-00 · P/R - Health Insurance Expense	8,591.63	9,348.00	(756.37)	8,591.63	9,348.00	(756.37)	124,000.82
5040-00 · P/R - Workmans Comp	0.00	660.07	(660.07)	0.00	660.07	(660.07)	6,325.62
5060-00 · 401 (k)	4,467.79	2,925.66	1,542.12	4,467.79	2,925.66	1,542.12	36,212.09
5070-00 · Other Benefits and Expenses	239.87	376.53	(136.66)	239.87	376.53	(136.66)	5,542.61
5000-00 · Salaries & Wages - Other	72,502.85	90,194.38	(17,691.53)	72,502.85	90,194.38	(17,691.53)	1,145,768.37
Total 5000-00 · Salaries & Wages	97,194.09	114,483.41	(17,289.32)	97,194.09	114,483.41	(17,289.32)	1,455,681.53
5100-00 · Rent							
5110-00 · Utilities	979.76	985.00	(5.24)	979.76	985.00	(5.24)	12,013.05
5140-00 · Repairs & Maintenance	144.70	150.00	(5.30)	144.70	150.00	(5.30)	9,599.93
5150-00 · Office - Cleaning	675.00	675.00	0.00	675.00	675.00	0.00	9,087.92
5100-00 · Rent - Other	12,433.00	11,813.06	619.94	12,433.00	11,813.06	619.94	157,366.38
Total 5100-00 · Rent	14,232.46	13,623.06	609.40	14,232.46	13,623.06	609.40	188,067.30
5310-00 · Telephone							
5320-00 · Telephone	2,262.31	2,291.69	(29.38)	2,262.31	2,291.69	(29.38)	28,565.00
5350-00 · Internet	25.00	0.00	25.00	25.00	0.00	25.00	0.00
Total 5310-00 · Telephone	2,287.31	2,291.69	(4.38)	2,287.31	2,291.69	(4.38)	28,565.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	41.53	(41.53)	0.00	41.53	(41.53)	785.57
5480-00 · Mail - Fed Ex	0.00	150.00	(150.00)	0.00	150.00	(150.00)	664.57
5420-00 · Mail - USPS - Other	9.00	500.00	(491.00)	9.00	500.00	(491.00)	2,427.44
Total 5420-00 · Mail - USPS	9.00	691.53	(682.53)	9.00	691.53	(682.53)	3,877.58
5510-00 · Insurance/Bonding	264.42	589.13	(324.71)	264.42	589.13	(324.71)	8,575.80
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	72.99	0.00	72.99	72.99	0.00	72.99	4,083.97
5520-00 · Supplies - Other	534.80	1,178.71	(643.91)	534.80	1,178.71	(643.91)	13,557.03
Total 5520-00 · Supplies	607.79	1,178.71	(570.92)	607.79	1,178.71	(570.92)	17,641.00
5610-00 · Depreciation	233.02	221.73	11.29	233.02	221.73	11.29	5,508.01
5700-00 · Equipment Support & Maintenance	3,698.33	1,892.25	1,806.08	3,698.33	1,892.25	1,806.08	13,596.00
5710-00 · Taxes, Licenses & Fees	898.65	906.93	(8.28)	898.65	906.93	(8.28)	10,066.99
5740-00 · Equipment Rental/Leasing	1,127.75	1,256.06	(128.31)	1,127.75	1,256.06	(128.31)	17,944.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	12,831.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	0.00	0.00	0.00	0.00	0.00	13,631.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
5830-00 · Commission Due to Third Party	765.00			765.00			
5850-00 · Artist of Month - Commissions	186.00	0.00	186.00	186.00	0.00	186.00	2,500.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	140.00	0.00	140.00	140.00	0.00	140.00	10,000.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	22,000.00
5921-00 · Professional Fees - Other	5,937.50	0.00	5,937.50	5,937.50	0.00	5,937.50	3,750.00
Total 5900-00 · Professional Fees	6,077.50	0.00	6,077.50	6,077.50	0.00	6,077.50	35,750.00

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

July 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Administ...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	400,163.13	12,056.64	13,446.00	23,099.23	13,434.00	0.00	0.00	462,199.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	12,148.68	0.00	12,148.68
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4600-00 · Commissions	0.00	21,395.98	0.00	0.00	0.00	0.00	0.00	21,395.98
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	3,798.00	0.00	0.00	0.00	3,798.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	13,394.74	0.00	0.00	0.00	13,394.74
Total 46000 · Merchandise Sales	0.00	0.00	0.00	17,192.74	0.00	0.00	0.00	17,192.74
Total Income	400,163.13	34,369.29	13,446.00	40,291.97	13,434.00	12,148.68	0.00	513,853.07
Gross Profit	400,163.13	34,369.29	13,446.00	40,291.97	13,434.00	12,148.68	0.00	513,853.07
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	(1,375.00)	0.00	0.00
5010-00 · Sales Commissions	0.00	1,705.93	0.00	0.00	0.00	0.00	0.00	1,705.93
5020-00 · P/R - Tax Expense	2,247.72	1,284.80	835.43	1,753.89	835.43	561.04	2,167.71	9,686.02
5030-00 · P/R - Health Insurance Expense	2,276.78	1,149.61	420.99	1,672.85	421.01	875.02	1,775.37	8,591.63
5060-00 · 401 (k)	1,177.03	680.42	440.17	691.44	440.17	303.66	734.90	4,467.79
5070-00 · Other Benefits and Expenses	93.47	41.98	6.79	41.98	6.78	11.89	36.98	239.87
5000-00 · Salaries & Wages - Other	16,083.41	10,554.75	4,786.47	10,258.07	4,786.48	5,748.06	20,285.61	72,502.85
Total 5000-00 · Salaries & Wages	23,253.41	15,417.49	6,489.85	14,418.23	6,489.87	6,124.67	25,000.57	97,194.09
5100-00 · Rent								
5110-00 · Utilities	147.91	74.67	33.86	518.91	33.86	50.70	119.85	979.76
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	144.70	144.70
5150-00 · Office - Cleaning	207.69	103.85	41.54	51.92	41.54	72.69	155.77	675.00
5100-00 · Rent - Other	1,926.15	923.08	369.23	6,461.54	369.23	726.15	1,657.62	12,433.00
Total 5100-00 · Rent	2,281.75	1,101.60	444.63	7,032.37	444.63	849.54	2,077.94	14,232.46
5310-00 · Telephone								
5320-00 · Telephone	478.19	248.38	187.62	244.93	187.61	278.45	637.13	2,262.31
5350-00 · Internet	0.00	0.00	0.00	0.00	0.00	0.00	25.00	25.00
Total 5310-00 · Telephone	478.19	248.38	187.62	244.93	187.61	278.45	662.13	2,287.31
5420-00 · Mail - USPS	0.00	0.00	0.00	0.00	0.00	0.00	9.00	9.00
5510-00 · Insurance/Bonding	50.24	50.24	7.93	66.11	7.93	23.80	58.17	264.42
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	0.00	0.00	72.99	0.00	72.99
5520-00 · Supplies - Other	99.34	24.99	11.01	149.68	11.01	17.09	221.68	534.80
Total 5520-00 · Supplies	99.34	24.99	11.01	149.68	11.01	90.08	221.68	607.79
5610-00 · Depreciation	20.99	10.91	6.72	128.86	6.72	6.72	52.10	233.02
5700-00 · Equipment Support & Maintenance	1,180.00	150.00	126.75	585.00	126.75	539.25	990.58	3,698.33
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	15.00	0.00	0.00	883.65	898.65
5740-00 · Equipment Rental/Leasing	110.82	110.82	99.74	352.00	99.74	221.64	132.99	1,127.75
5830-00 · Commission Due to Third Party	0.00	765.00	0.00	0.00	0.00	0.00	0.00	765.00
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	186.00	0.00	0.00	0.00	186.00
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	140.00	0.00	0.00	0.00	0.00	0.00	0.00	140.00
5921-00 · Professional Fees - Other	5,937.50	0.00	0.00	0.00	0.00	0.00	0.00	5,937.50
Total 5900-00 · Professional Fees	6,077.50	0.00	0.00	0.00	0.00	0.00	0.00	6,077.50
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	750.00
6020-00 · Programs								
6018-00 · Business Assoc. Grants	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total 6020-00 · Programs	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
6421-06 · Spartan	250,000.00	0.00	0.00	0.00	0.00	0.00	0.00	250,000.00
6421-09 · Wanderlust	42.80	0.00	0.00	0.00	0.00	0.00	0.00	42.80
6421-14 · Tahoe Trail 100	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	285,042.80	0.00	0.00	0.00	0.00	0.00	0.00	285,042.80
Total 6420-00 · Events	285,042.80	0.00	0.00	0.00	0.00	0.00	0.00	285,042.80
6423-00 · Membership Activities								
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	9.99	0.00	9.99
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	276.69	0.00	276.69
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	286.68	0.00	286.68
6730-00 · Marketing Cooperative/Media	54,083.33	9,166.67	0.00	0.00	0.00	0.00	0.00	63,250.00
6742-00 · Non-NLT Co-Op Marketing Program	1,449.94	0.00	0.00	150.00	0.00	0.00	0.00	1,599.94
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	219.66	0.00	0.00	0.00	219.66
59900 · POS Inventory Adjustments	0.00	0.00	0.00	68.67	0.00	0.00	0.00	68.67
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	6,970.50	0.00	0.00	0.00	6,970.50
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	7,258.83	0.00	0.00	0.00	7,258.83
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	52.95	52.95

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

Accrual Basis

July 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Administ...	TOTAL
8500-00 · Credit Card Fees	0.00	0.00	0.00	341.93	0.00	208.12	0.00	550.05
8700-00 · Automobile Expenses	154.35	0.00	34.70	18.19	34.70	67.50	15.63	325.07
8750-00 · Meals/Meetings	0.00	0.00	12.00	0.00	0.00	0.00	50.05	62.05
8810-00 · Dues & Subscriptions	1,044.99	0.00	2.25	49.99	2.25	112.17	276.92	1,488.57
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	1,363.00	0.00	1,363.00
Total Expense	385,327.65	27,046.10	10,798.20	30,997.12	7,786.21	10,171.62	30,484.36	502,611.26
Net Ordinary Income	14,835.48	7,323.19	2,647.80	9,294.85	5,647.79	1,977.06	(30,484.36)	11,241.81
Other Income/Expense								
Other Expense								
8990-00 · Allocated	21,683.22	2,946.92	226.80	3,657.51	375.58	1,594.33	(30,484.36)	0.00
Total Other Expense	21,683.22	2,946.92	226.80	3,657.51	375.58	1,594.33	(30,484.36)	0.00
Net Other Income	(21,683.22)	(2,946.92)	(226.80)	(3,657.51)	(375.58)	(1,594.33)	30,484.36	0.00
Net Income	(6,847.74)	4,376.27	2,421.00	5,637.34	5,272.21	382.73	0.00	11,241.81

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2017

01/05/18

Accrual Basis

	Aug 31, 17	Aug 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	760.68	1,000.00	(239.32)	(23.9)%
1003-00 · Cash - Operations BOTW #6712	546,882.73	571,208.70	(24,325.97)	(4.3)%
1007-00 · Cash - Payroll BOTW #7421	59,179.86	2,052.43	57,127.43	2,783.4%
1008-00 · Marketing Reserve - Plumas	50,105.93	50,030.83	75.10	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,282.58	100,082.23	200.35	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	92,402.82	13,794.02	78,608.80	569.9%
10950 · Cash in Drawer	2,012.23	387.86	1,624.37	418.8%
Total Checking/Savings	881,208.39	768,137.63	113,070.76	14.7%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	32,658.01	88,572.61	(55,914.60)	(63.1)%
1210-00 · A/R - Sales Estimates	2,303.70	0.00	2,303.70	100.0%
1290-00 · A/R - TOT	0.00	(23,940.82)	23,940.82	100.0%
Total Accounts Receivable	34,961.71	64,631.79	(29,670.08)	(45.9)%
Other Current Assets				
1200-99 · AR Other	1,614.30	1,614.30	0.00	0.0%
12000 · Undeposited Funds	0.00	812.98	(812.98)	(100.0)%
1201-00 · WebLink Accounts Receivable	5,725.43	21,270.00	(15,544.57)	(73.1)%
1201-02 · Allowance for Doubtful Accounts	(17.00)	(7,276.50)	7,259.50	99.8%
12100 · Inventory Asset	23,851.62	29,710.17	(5,858.55)	(19.7)%
1299 · Receivable from NLTMC	6,320.71	8,921.44	(2,600.73)	(29.2)%
1490-00 · Security Deposits	50.00	50.00	0.00	0.0%
Total Other Current Assets	37,545.06	55,102.39	(17,557.33)	(31.9)%
Total Current Assets	953,715.16	887,871.81	65,843.35	7.4%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	(68,767.95)	(68,767.95)	0.00	0.0%
1740-00 · Computer Equipment	8,435.60	43,766.13	(35,330.53)	(80.7)%
1741-00 · Accum. Depr. - Computer Equip	(7,829.53)	(42,352.58)	34,523.05	81.5%
1750-00 · Computer Software	21,520.46	34,993.97	(13,473.51)	(38.5)%
1751-00 · Accum. Amort. - Software	(16,989.53)	(34,069.64)	17,080.11	50.1%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284.08)	(24,100.71)	(183.37)	(0.8)%
Total Fixed Assets	5,136.78	2,521.03	2,615.75	103.8%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	2,115.32	2,240.32	(125.00)	(5.6)%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	16,799.12	6,396.02	10,403.10	162.7%
Total 1400-00 · Prepaid Expenses	19,914.44	9,636.34	10,278.10	106.7%
Total Other Assets	19,914.44	9,636.34	10,278.10	106.7%
TOTAL ASSETS	978,766.38	900,029.18	78,737.20	8.8%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	72,443.26	40,006.05	32,437.21	81.1%
2001-00 · Credit Card Payable	0.00	606.40	(606.40)	(100.0)%
Total Accounts Payable	72,443.26	40,612.45	31,830.81	78.4%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	729.95	(729.95)	(100.0)%
2080-02 · MC_4222_Jason	14.99	0.00	14.99	100.0%
2080-03 · MC_5950_Judy	0.00	1,018.63	(1,018.63)	(100.0)%

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2017

	Aug 31, 17	Aug 31, 16	\$ Change	% Change
2080-04 · MC_5968_Ronald	36.00	0.00	36.00	100.0%
2080-05 · MC_2107_Greg	72.99	58.75	14.24	24.2%
2080-06 · MC_5288_Emily	810.97	180.86	630.11	348.4%
2080-07 · MC_6850_Ginger	0.00	4,607.06	(4,607.06)	(100.0)%
2080-08 · MC_5755_John	0.00	4,698.96	(4,698.96)	(100.0)%
2080-09 · MC_0319_Sarah	459.92	0.00	459.92	100.0%
2080-10 · MC_9495_AI	2,435.56	15.00	2,420.56	16,137.1%
2080-11 · MC_3978_Amber	24.86	0.00	24.86	100.0%
2080-12 · MC_3960_Natalie	279.06	0.00	279.06	100.0%
Total 2080-00 · Bank of the West - Master Cards	4,134.35	11,309.21	(7,174.86)	(63.4)%
Total Credit Cards	4,134.35	11,309.21	(7,174.86)	(63.4)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	21,661.18	10,399.44	11,261.74	108.3%
2102-00 · Commissions Payable	10,279.22	8,404.31	1,874.91	22.3%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
24100 · Wage Garnishment Payable	0.00	1,162.58	(1,162.58)	(100.0)%
Total 21000 · Salaries/Wages/Payroll Liabilit	150,316.02	120,327.17	29,988.85	24.9%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	1,773.03	1,872.76	(99.73)	(5.3)%
Total 2190-00 · Sales and Use Tax Payable	1,773.03	1,872.76	(99.73)	(5.3)%
2250-00 · Accrued Expenses	18,990.31	10,000.31	8,990.00	89.9%
2400-60 · Deferred Revenue- Member Dues	43,773.41	57,918.34	(14,144.93)	(24.4)%
2651-00 · Deferred Rev - Conference	9,166.66	(1,650.00)	10,816.66	655.6%
2800-00 · Suspense	1,378.83	150.00	1,228.83	819.2%
2900-00 · Due To/From County of Placer	231,038.68	0.00	231,038.68	100.0%
Total Other Current Liabilities	456,436.94	188,618.58	267,818.36	142.0%
Total Current Liabilities	533,014.55	240,540.24	292,474.31	121.6%
Total Liabilities	533,014.55	240,540.24	292,474.31	121.6%
Equity				
32000 · Unrestricted Net Assets	(8,753.89)	29,217.09	(37,970.98)	(130.0)%
3300-11 · Designated Marketing Reserve	256,830.18	254,324.57	2,505.61	1.0%
3301 · Cash Flow Reserve	100,082.29	100,034.00	48.29	0.1%
3302 · Marketing Cash Reserve	50,030.85	50,012.74	18.11	0.0%
Net Income	47,562.40	225,900.54	(178,338.14)	(79.0)%
Total Equity	445,751.83	659,488.94	(213,737.11)	(32.4)%
TOTAL LIABILITIES & EQUITY	978,766.38	900,029.18	78,737.20	8.8%

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

	Aug 17	Budget	\$ Over Budget	Jul - Aug 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	296,582.00	296,582.00	0.00	758,781.00	758,781.00	0.00	3,747,600.00
4200-00 · Membership Dues	10,984.59	11,000.00	(15.41)	23,133.27	22,000.00	1,133.27	150,000.00
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	0.00	75.00
4205-00 · Conference Dues	916.67	1,200.00	(283.33)	1,833.34	2,025.00	(191.66)	7,690.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0.00			0.00			12,000.00
4250-05 · Sponsorships	0.00			0.00			6,500.00
4250-01 · Community Awards - Other	0.00			0.00			22,500.00
Total 4250-01 · Community Awards	0.00			0.00			41,000.00
4250-02 · Chamber Events	0.00	0.00	0.00	0.00	0.00	0.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	0.00	7,300.00
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	373.30	750.00	(376.70)	373.30	750.00	(376.70)	8,250.00
Total 4251-00 · Tues AM Breakfast Club	373.30	750.00	(376.70)	373.30	750.00	(376.70)	10,250.00
4250-00 · Revenues-Membership Activities - Other	679.95	175.00	504.95	679.95	175.00	504.95	1,925.00
Total 4250-00 · Revenues-Membership Activities	1,053.25	925.00	128.25	1,053.25	925.00	128.25	73,200.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0.00	4,805.90	(4,805.90)	0.00	4,805.90	(4,805.90)	8,951.95
4600-00 · Commissions - Other	2,848.00	18,088.00	(15,240.00)	24,243.98	38,088.00	(13,844.02)	92,115.05
Total 4600-00 · Commissions	2,848.00	22,893.90	(20,045.90)	24,243.98	42,893.90	(18,649.92)	101,067.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	1,141.00	4,000.00	(2,859.00)	4,939.00	5,000.00	(61.00)	7,000.00
46000 · Merchandise Sales - Other	11,909.18	9,720.54	2,188.64	25,303.92	22,786.27	2,517.65	92,000.00
Total 46000 · Merchandise Sales	13,050.18	13,720.54	(670.36)	30,242.92	27,786.27	2,456.65	99,000.00
Total Income	325,434.69	346,321.44	(20,886.75)	839,287.76	854,411.17	(15,123.41)	4,178,632.00
Gross Profit	325,434.69	346,321.44	(20,886.75)	839,287.76	854,411.17	(15,123.41)	4,178,632.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	749.31	6,404.31	(5,655.00)	2,455.24	8,404.31	(5,949.07)	31,377.74
5020-00 · P/R - Tax Expense	6,856.33	9,456.45	(2,600.12)	16,542.35	18,435.21	(1,892.86)	106,454.26
5030-00 · P/R - Health Insurance Expense	11,009.60	11,533.80	(524.20)	19,601.23	20,881.81	(1,280.58)	124,000.82
5040-00 · P/R - Workmans Comp	1,159.70	405.07	754.62	1,159.70	1,065.14	94.55	6,325.62
5060-00 · 401 (k)	2,814.85	3,104.30	(289.45)	7,282.64	6,029.96	1,252.67	36,212.09
5070-00 · Other Benefits and Expenses	209.00	368.51	(159.51)	448.87	745.04	(296.17)	5,542.61
5000-01 · Salaries & Wages - Other	80,575.39	92,423.30	(11,847.91)	153,078.24	182,617.68	(29,539.44)	1,145,768.37
Total 5000-00 · Salaries & Wages	103,374.18	123,695.76	(20,321.58)	200,568.27	238,179.18	(37,610.91)	1,455,681.53
5100-00 · Rent							
5110-00 · Utilities	909.15	961.69	(52.54)	1,888.91	1,946.69	(57.78)	12,013.05
5140-00 · Repairs & Maintenance	0.00	607.00	(607.00)	144.70	757.00	(612.30)	9,599.93
5150-00 · Office - Cleaning	1,230.00	847.71	382.28	1,905.00	1,522.71	382.28	9,087.92
5100-00 · Rent - Other	12,433.00	13,224.19	(791.19)	24,866.00	25,037.25	(171.25)	157,366.38
Total 5100-00 · Rent	14,572.15	15,640.59	(1,068.44)	28,804.61	29,263.65	(459.04)	188,067.30
5310-00 · Telephone							
5320-00 · Telephone	2,477.02	2,348.87	128.14	4,739.33	4,640.56	98.76	28,565.00
5350-00 · Internet	0.00	0.00	0.00	25.00	0.00	25.00	0.00
Total 5310-00 · Telephone	2,477.02	2,348.87	128.14	4,764.33	4,640.56	123.76	28,565.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	67.64	(67.64)	0.00	109.17	(109.17)	785.57
5480-00 · Mail - Fed Ex	105.00	46.81	58.19	105.00	196.81	(91.81)	664.57
5420-00 · Mail - USPS - Other	500.00	119.86	380.14	509.00	619.86	(110.86)	2,427.44
Total 5420-00 · Mail - USPS	605.00	234.31	370.69	614.00	925.84	(311.84)	3,877.58
5510-00 · Insurance/Bonding	264.42	653.38	(388.96)	528.84	1,242.51	(713.67)	8,575.80
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	97.85	81.82	16.03	170.84	81.82	89.02	4,083.97
5520-00 · Supplies - Other	1,593.39	1,120.10	473.29	2,128.19	2,298.81	(170.62)	13,557.03
Total 5520-00 · Supplies	1,691.24	1,201.92	489.32	2,299.03	2,380.63	(81.60)	17,641.00
5610-00 · Depreciation	216.35	482.07	(265.72)	449.37	703.80	(254.43)	5,508.01
5700-00 · Equipment Support & Maintenance	1,983.32	1,103.47	879.85	5,681.65	2,995.72	2,685.93	13,596.00
5710-00 · Taxes, Licenses & Fees	822.40	776.35	46.05	1,721.05	1,683.28	37.77	10,066.99
5740-00 · Equipment Rental/Leasing	1,341.50	1,483.62	(142.12)	2,469.25	2,739.68	(270.43)	17,944.00
5800-00 · Training Seminars	1,449.00	2,053.64	(604.64)	1,449.00	2,053.64	(604.64)	12,831.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	408.00	2,000.00	(1,592.00)	408.00	2,000.00	(1,592.00)	13,631.00
5820 · Sales CRM/CMS	0.00	2,000.00	(2,000.00)	0.00	2,000.00	(2,000.00)	2,000.00
5830-00 · Commission Due to Third Party	0.00			765.00			
5850-00 · Artist of Month - Commissions	705.75	227.27	478.48	891.75	227.27	664.48	2,500.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	180.00	0.00	180.00	320.00	0.00	320.00	10,000.00
5920-00 · Professional Fees - Accountant	0.00	8,000.00	(8,000.00)	0.00	8,000.00	(8,000.00)	22,000.00
5921-00 · Professional Fees - Other	6,312.50	0.00	6,312.50	12,250.00	0.00	12,250.00	3,750.00
Total 5900-00 · Professional Fees	6,492.50	8,000.00	(1,507.50)	12,570.00	8,000.00	4,570.00	35,750.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Aug 17	Budget	\$ Over Budget	Jul - Aug 17	YTD Budget	\$ Over Budget	Annual Budget
5940-00 · Research & Planning Membership	0.00	0.00	0.00	3,000.00	3,364.00	(364.00)	3,364.00
5941-00 · Research & Planning	0.00	144.91	(144.91)	750.00	894.91	(144.91)	7,042.00
6020-00 · Programs							
6016-00 · Special Event Partnership	0.00	0.00	0.00	0.00	0.00	0.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	0.00	10,000.00	0.00	10,000.00	30,000.00
Total 6020-00 · Programs	0.00	0.00	0.00	10,000.00	0.00	10,000.00	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	210.00	7,000.00	(6,790.00)	30,210.00	37,000.00	(6,790.00)	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-06 · Spartan	0.00	4,000.00	(4,000.00)	250,000.00	254,000.00	(4,000.00)	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	0.00	0.00	42.80	0.00	42.80	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	0.00	0.00	0.00	0.00	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	5,000.00	0.00	5,000.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	210.00	11,000.00	(10,790.00)	285,252.80	291,000.00	(5,747.20)	472,400.00
6421-00 · New Event Development	0.00	0.00	0.00	0.00	0.00	0.00	17,600.00
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00
Total 6422-00 · Event Media	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Total 6420-00 · Events	210.00	11,000.00	(10,790.00)	285,252.80	291,000.00	(5,747.20)	524,000.00
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	18,500.00
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	9.99	10.00	(0.01)	4,185.00
6437-00 · Tuesday Morning Breakfast Club	594.00	650.00	(56.00)	594.00	650.00	(56.00)	7,150.00
6442-00 · Public Relations/Website	276.69	280.00	(3.31)	553.38	560.00	(6.62)	8,465.00
6444-00 · Trades	580.00	580.00	0.00	580.00	580.00	0.00	2,130.00
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	75.00	(75.00)	750.00
Total 6423-00 · Membership Activities	1,450.69	1,510.00	(59.31)	1,737.37	1,875.00	(137.63)	41,180.00
6490-00 · Classified Ads	50.00	70.27	(20.27)	50.00	70.27	(20.27)	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	(70.27)	0.00	387.74	(387.74)	1,090.47
6730-00 · Marketing Cooperative/Media	139,000.00	139,000.00	0.00	202,250.00	202,250.00	0.00	1,411,821.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	2,987.27	5,000.00	(2,012.73)	4,587.21	15,000.00	(10,412.79)	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	2,987.27	5,000.00	(2,012.73)	4,587.21	15,000.00	(10,412.79)	84,000.00
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0.00	1,000.00	(1,000.00)	0.00	3,560.12	(3,560.12)	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6743-04 · High Notes	0.00	1,500.00	(1,500.00)	0.00	1,500.00	(1,500.00)	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	0.00	2,500.00	(2,500.00)	0.00	5,060.12	(5,060.12)	80,000.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	2.07	179.64	(177.57)	221.73	329.64	(107.91)	2,126.04
52500 · Purchase Discounts	0.00	(118.61)	118.61	0.00	(118.61)	118.61	(1,304.71)
59900 · POS Inventory Adjustments	9.00	103.14	(94.14)	77.67	178.14	(100.47)	1,209.54
8100-00 · Cost of Goods Sold - Other	6,622.37	5,541.63	1,080.74	13,592.87	12,904.90	687.97	47,769.13
Total 8100-00 · Cost of Goods Sold	6,633.44	5,705.80	927.64	13,892.27	13,294.07	598.20	49,800.00
8200-00 · Associate Relations	63.75	436.62	(372.87)	63.75	436.62	(372.87)	4,308.60
8300-00 · Board Functions	0.00	858.27	(858.27)	52.95	1,305.32	(1,252.37)	9,887.51
8500-00 · Credit Card Fees	554.31	729.23	(174.92)	1,104.36	1,022.12	82.24	6,067.00
8700-00 · Automobile Expenses	282.05	505.45	(223.40)	607.12	638.77	(31.65)	5,762.55
8750-00 · Meals/Meetings	379.92	615.35	(235.43)	441.97	658.00	(216.03)	6,973.00
8810-00 · Dues & Subscriptions	248.96	852.14	(603.18)	1,737.53	2,654.01	(916.48)	12,331.53
8910-00 · Travel	374.88	1,818.36	(1,443.48)	374.88	2,679.03	(2,304.15)	11,666.60
8920-00 · Bad Debt	476.00	475.00	1.00	1,839.00	1,850.00	(11.00)	10,681.00
Total Expense	289,114.10	333,192.93	(44,078.83)	791,725.36	843,475.74	(51,750.38)	4,173,633.48
Net Ordinary Income	36,320.59	13,128.50	23,192.08	47,562.40	10,935.42	36,626.97	4,998.51
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0.00	(0.01)	0.01	0.00	(0.02)	0.02	(0.03)
Total Other Expense	0.00	(0.01)	0.01	0.00	(0.02)	0.02	(0.03)
Net Other Income	0.00	0.01	(0.01)	0.00	0.02	(0.02)	0.03
Net Income	36,320.59	13,128.51	23,192.07	47,562.40	10,935.44	36,626.95	4,998.54

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

August 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	233,786.00	23,237.34	3,017.33	31,019.83	5,521.50	0.00	0.00	296,582.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	10,984.59	0.00	10,984.59
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4250-00 · Revenues-Membership Activities								
4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	373.30	0.00	373.30
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	679.95	0.00	679.95
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	1,053.25	0.00	1,053.25
4600-00 · Commissions	0.00	2,848.00	0.00	0.00	0.00	0.00	0.00	2,848.00
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	1,141.00	0.00	0.00	0.00	1,141.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	11,909.18	0.00	0.00	0.00	11,909.18
Total 46000 · Merchandise Sales	0.00	0.00	0.00	13,050.18	0.00	0.00	0.00	13,050.18
Total Income	233,786.00	27,002.01	3,017.33	44,070.01	5,521.50	12,037.84	0.00	325,434.69
Gross Profit	233,786.00	27,002.01	3,017.33	44,070.01	5,521.50	12,037.84	0.00	325,434.69
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	(1,375.00)	0.00	0.00
5010-00 · Sales Commissions	0.00	749.31	0.00	0.00	0.00	0.00	0.00	749.31
5020-00 · P/R - Tax Expense	946.80	807.53	58.78	1,722.99	146.99	481.36	2,691.88	6,856.33
5030-00 · P/R - Health Insurance Expense	4,072.06	2,282.92	(286.70)	2,393.38	(264.07)	2,005.11	806.90	11,009.60
5040-00 · P/R - Workmans Comp	278.33	197.15	69.58	220.34	69.58	81.18	243.54	1,159.70
5060-00 · 401 (K)	510.69	431.28	30.90	704.88	77.28	215.90	843.92	2,814.85
5070-00 · Other Benefits and Expenses	75.47	41.98	5.52	41.98	5.51	11.89	26.65	209.00
5000-00 · Salaries & Wages - Other	15,859.12	11,425.74	(608.82)	17,503.90	688.36	6,818.76	28,888.33	80,575.39
Total 5000-00 · Salaries & Wages	23,117.47	15,935.91	(730.74)	22,587.47	723.65	8,239.20	33,501.22	103,374.18
5100-00 · Rent								
5110-00 · Utilities	133.89	66.95	12.61	507.47	30.39	48.16	109.68	909.15
5150-00 · Office - Cleaning	378.46	189.24	46.08	94.62	52.43	138.81	330.36	1,230.00
5100-00 · Rent - Other	1,926.15	923.08	46.15	6,461.54	115.38	795.38	2,165.32	12,433.00
Total 5100-00 · Rent	2,438.50	1,179.27	104.84	7,063.63	198.20	982.35	2,605.36	14,572.15
5310-00 · Telephone								
5320-00 · Telephone	578.63	297.68	136.56	317.55	158.73	243.05	744.82	2,477.02
Total 5310-00 · Telephone	578.63	297.68	136.56	317.55	158.73	243.05	744.82	2,477.02
5420-00 · Mail - USPS								
5480-00 · Mail - Fed Ex	69.24	0.00	0.00	35.76	0.00	0.00	0.00	105.00
5420-00 · Mail - USPS - Other	125.00	65.00	40.00	65.00	40.00	40.00	125.00	500.00
Total 5420-00 · Mail - USPS	194.24	65.00	40.00	100.76	40.00	40.00	125.00	605.00
5510-00 · Insurance/Bonding	55.53	50.24	1.85	66.11	5.63	21.15	63.91	264.42
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	24.86	72.99	0.00	0.00	0.00	0.00	0.00	97.85
5520-00 · Supplies - Other	224.47	50.26	7.75	423.73	19.10	127.91	740.17	1,593.39
Total 5520-00 · Supplies	249.33	123.25	7.75	423.73	19.10	127.91	740.17	1,691.24
5610-00 · Depreciation	20.19	8.75	0.63	126.70	3.49	5.29	51.30	216.35
5700-00 · Equipment Support & Maintenance	270.00	879.99	0.00	480.00	0.00	0.00	353.33	1,983.32
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	822.40	822.40
5740-00 · Equipment Rental/Leasing	277.61	145.42	52.88	151.73	171.86	198.30	343.70	1,341.50
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	1,449.00	1,449.00
5815 · Training Video Series	0.00	0.00	0.00	408.00	0.00	0.00	0.00	408.00
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	705.75	0.00	0.00	0.00	705.75
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	100.00	0.00	0.00	0.00	0.00	0.00	80.00	180.00
5921-00 · Professional Fees - Other	6,312.50	0.00	0.00	0.00	0.00	0.00	0.00	6,312.50
Total 5900-00 · Professional Fees	6,412.50	0.00	0.00	0.00	0.00	0.00	80.00	6,492.50
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	210.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00
Total 6420-01 · Sponsorships	210.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00
Total 6420-00 · Events	210.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00
6423-00 · Membership Activities								
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	594.00	0.00	594.00
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	276.69	0.00	276.69
6444-00 · Trades	0.00	0.00	0.00	0.00	0.00	580.00	0.00	580.00
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	1,450.69	0.00	1,450.69
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
6730-00 · Marketing Cooperative/Media	129,833.33	9,166.67	0.00	0.00	0.00	0.00	0.00	139,000.00
6742-00 · Non-NLT Co-Op Marketing Program	2,837.27	0.00	0.00	150.00	0.00	0.00	0.00	2,987.27
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	2.07	0.00	0.00	0.00	2.07
59900 · POS Inventory Adjustments	0.00	0.00	0.00	9.00	0.00	0.00	0.00	9.00
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	6,622.37	0.00	0.00	0.00	6,622.37

North Lake Tahoe Resort Association
Profit & Loss by Class

August 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	6,633.44	0.00	0.00	0.00	6,633.44
8200-00 · Associate Relations	25.00	0.00	0.00	0.00	0.00	0.00	38.75	63.75
8500-00 · Credit Card Fees	0.00	0.00	0.00	386.78	0.00	167.53	0.00	554.31
8700-00 · Automobile Expenses	27.82	0.00	8.24	125.19	20.60	40.23	59.97	282.05
8750-00 · Meals/Meetings	325.00	0.00	13.35	13.50	3.38	0.00	24.69	379.92
8810-00 · Dues & Subscriptions	14.99	0.00	0.00	49.99	0.00	6.00	177.98	248.96
8910-00 · Travel	374.88	0.00	0.00	0.00	0.00	0.00	0.00	374.88
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	476.00	0.00	476.00
Total Expense	167,312.29	27,852.18	(364.64)	39,790.33	1,344.64	11,997.70	41,181.60	289,114.10
Net Ordinary Income	66,473.71	(850.17)	3,381.97	4,279.68	4,176.86	40.14	(41,181.60)	36,320.59
Other Income/Expense								
Other Expense								
8990-00 · Allocated	29,292.06	3,981.03	306.39	4,940.97	507.36	2,153.79	(41,181.60)	0.00
Total Other Expense	29,292.06	3,981.03	306.39	4,940.97	507.36	2,153.79	(41,181.60)	0.00
Net Other Income	(29,292.06)	(3,981.03)	(306.39)	(4,940.97)	(507.36)	(2,153.79)	41,181.60	0.00
Net Income	37,181.65	(4,831.20)	3,075.58	(661.29)	3,669.50	(2,113.65)	0.00	36,320.59

North Lake Tahoe Resort Association

Balance Sheet

As of September 30, 2017

01/05/18

Accrual Basis

	Sep 30, 17	Sep 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	629.56	1,000.00	(370.44)	(37.0)%
1003-00 · Cash - Operations BOTW #6712	725,994.86	572,128.42	153,866.44	26.9%
1007-00 · Cash - Payroll BOTW #7421	8,328.43	2,511.45	5,816.98	231.6%
1008-00 · Marketing Reserve - Plumas	50,112.11	50,037.00	75.11	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,299.07	100,098.68	200.39	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	167,257.94	100,189.44	67,068.50	66.9%
10950 · Cash in Drawer	1,266.18	1,053.06	213.12	20.2%
Total Checking/Savings	1,083,469.71	856,599.61	226,870.10	26.5%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	30,380.98	102,542.68	(72,161.70)	(70.4)%
1210-00 · A/R - Sales Estimates	7,759.40	0.00	7,759.40	100.0%
1290-00 · A/R - TOT	0.00	(23,940.82)	23,940.82	100.0%
Total Accounts Receivable	38,140.38	78,601.86	(40,461.48)	(51.5)%
Other Current Assets				
1200-99 · AR Other	1,614.30	1,614.30	0.00	0.0%
12000 · Undeposited Funds	0.00	703.74	(703.74)	(100.0)%
1201-00 · WebLink Accounts Receivable	3,878.35	20,815.00	(16,936.65)	(81.4)%
1201-02 · Allowance for Doubtful Accounts	0.00	(7,280.00)	7,280.00	100.0%
12100 · Inventory Asset	19,303.22	27,008.16	(7,704.94)	(28.5)%
1298 · Receivable from Employees	0.00	(22.43)	22.43	100.0%
1299 · Receivable from NLTMC	0.00	2,254.12	(2,254.12)	(100.0)%
1490-00 · Security Deposits	550.00	50.00	500.00	1,000.0%
Total Other Current Assets	25,345.87	45,142.89	(19,797.02)	(43.9)%
Total Current Assets	1,146,955.96	980,344.36	166,611.60	17.0%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	(68,767.95)	(68,767.95)	0.00	0.0%
1740-00 · Computer Equipment	8,435.60	43,766.13	(35,330.53)	(80.7)%
1741-00 · Accum. Depr. - Computer Equip	(7,896.82)	(42,419.87)	34,523.05	81.4%
1750-00 · Computer Software	21,520.46	34,993.97	(13,473.51)	(38.5)%
1751-00 · Accum. Amort. - Software	(17,138.59)	(34,206.96)	17,068.37	49.9%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284.08)	(24,117.38)	(166.70)	(0.7)%
Total Fixed Assets	4,920.43	2,299.75	2,620.68	114.0%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	1,850.90	1,934.24	(83.34)	(4.3)%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	14,989.16	5,579.10	9,410.06	168.7%
Total 1400-00 · Prepaid Expenses	17,840.06	8,513.34	9,326.72	109.6%
Total Other Assets	17,840.06	8,513.34	9,326.72	109.6%
TOTAL ASSETS	1,169,716.45	991,157.45	178,559.00	18.0%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	282,948.90	123,370.38	159,578.52	129.4%
Total Accounts Payable	282,948.90	123,370.38	159,578.52	129.4%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	681.75	(681.75)	(100.0)%
2080-02 · MC_4222_Jason	14.99	0.00	14.99	100.0%
2080-06 · MC_5288_Emily	738.56	2,392.96	(1,654.40)	(69.1)%

North Lake Tahoe Resort Association

Balance Sheet

As of September 30, 2017

01/05/18

Accrual Basis

	Sep 30, 17	Sep 30, 16	\$ Change	% Change
2080-07 · MC_6850_Ginger	0.00	39.00	(39.00)	(100.0)%
2080-08 · MC_5755_John	0.00	1,005.41	(1,005.41)	(100.0)%
2080-09 · MC_0319_Sarah	399.54	0.00	399.54	100.0%
2080-10 · MC_9495_AI	1,144.77	2,662.57	(1,517.80)	(57.0)%
2080-12 · MC_3960_Natalie	280.56	0.00	280.56	100.0%
Total 2080-00 · Bank of the West - Master Cards	2,578.42	6,781.69	(4,203.27)	(62.0)%
Total Credit Cards	2,578.42	6,781.69	(4,203.27)	(62.0)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	29,873.79	10,399.44	19,474.35	187.3%
2102-00 · Commissions Payable	4,729.41	8,404.31	(3,674.90)	(43.7)%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
24100 · Wage Garnishment Payable	0.00	842.13	(842.13)	(100.0)%
Total 21000 · Salaries/Wages/Payroll Liabilit	152,978.82	120,006.72	32,972.10	27.5%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	(147.31)	0.00	(147.31)	(100.0)%
Total 2190-00 · Sales and Use Tax Payable	(147.31)	0.00	(147.31)	(100.0)%
2250-00 · Accrued Expenses	18,940.31	10,000.31	8,940.00	89.4%
2400-60 · Deferred Revenue- Member Dues	39,235.35	51,681.25	(12,445.90)	(24.1)%
2651-00 · Deferred Rev - Conference	8,249.99	7,425.00	824.99	11.1%
2800-00 · Suspense	529.98	0.00	529.98	100.0%
2900-00 · Due To/From County of Placer	231,038.68	0.00	231,038.68	100.0%
Total Other Current Liabilities	450,825.82	189,113.28	261,712.54	138.4%
Total Current Liabilities	736,353.14	319,265.35	417,087.79	130.6%
Total Liabilities	736,353.14	319,265.35	417,087.79	130.6%
Equity				
32000 · Unrestricted Net Assets	(8,753.89)	29,217.09	(37,970.98)	(130.0)%
3300-11 · Designated Marketing Reserve	256,830.18	254,324.57	2,505.61	1.0%
3301 · Cash Flow Reserve	100,048.23	100,050.45	(2.22)	0.0%
3302 · Marketing Cash Reserve	50,018.09	50,018.91	(0.82)	0.0%
Net Income	35,220.70	238,281.08	(203,060.38)	(85.2)%
Total Equity	433,363.31	671,892.10	(238,528.79)	(35.5)%
TOTAL LIABILITIES & EQUITY	1,169,716.45	991,157.45	178,559.00	18.0%

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

All Departments

	<u>Sep 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Sep 17</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	296,582.00	296,582.00	0.00	1,055,363.00	1,055,363.00	0.00	3,747,600.00
4200-00 · Membership Dues	11,481.81	11,000.00	481.81	34,615.08	33,000.00	1,615.08	150,000.00
4201-00 · New Member Fees	75.00	75.00	0.00	75.00	75.00	0.00	75.00
4205-00 · Conference Dues	916.67	1,200.00	(283.33)	2,750.01	3,225.00	(474.99)	7,690.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0.00			0.00			12,000.00
4250-05 · Sponsorships	0.00			0.00			6,500.00
4250-01 · Community Awards - Other	0.00			0.00			22,500.00
Total 4250-01 · Community Awards	0.00			0.00			41,000.00
4250-02 · Chamber Events	0.00	0.00	0.00	0.00	0.00	0.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	0.00	7,300.00
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	366.24	750.00	(383.76)	739.54	1,500.00	(760.46)	8,250.00
Total 4251-00 · Tues AM Breakfast Club	366.24	750.00	(383.76)	739.54	1,500.00	(760.46)	10,250.00
4250-00 · Revenues-Membership Activities - Other	325.00	175.00	150.00	1,004.95	350.00	654.95	1,925.00
Total 4250-00 · Revenues-Membership Activities	691.24	925.00	(233.76)	1,744.49	1,850.00	(105.51)	73,200.00
4350-00 · Special Events (Marketing)	77,627.73	0.00	77,627.73	77,627.73	0.00	77,627.73	0.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0.00	0.01	(0.01)	0.00	4,805.91	(4,805.91)	8,951.95
4600-00 · Commissions - Other	6,791.77	22,000.02	(15,208.25)	31,035.75	60,088.02	(29,052.27)	92,115.05
Total 4600-00 · Commissions	6,791.77	22,000.03	(15,208.26)	31,035.75	64,893.93	(33,858.18)	101,067.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	951.00	200.00	751.00	5,890.00	5,200.00	690.00	7,000.00
46000 · Merchandise Sales - Other	8,604.34	9,523.96	(919.62)	33,908.26	32,310.23	1,598.03	92,000.00
Total 46000 · Merchandise Sales	9,555.34	9,723.96	(168.62)	39,798.26	37,510.23	2,288.03	99,000.00
Total Income	403,721.56	341,505.99	62,215.57	1,243,009.32	1,195,917.16	47,092.16	4,178,632.00
Gross Profit	403,721.56	341,505.99	62,215.57	1,243,009.32	1,195,917.16	47,092.16	4,178,632.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,724.67	5,318.41	(3,593.74)	4,179.91	13,722.72	(9,542.81)	31,377.74
5020-00 · P/R - Tax Expense	9,480.13	11,916.51	(2,436.38)	26,022.48	30,351.73	(4,329.25)	106,454.26
5030-00 · P/R - Health Insurance Expense	6,249.22	12,760.87	(6,511.65)	25,850.45	33,642.68	(7,792.23)	124,000.82
5040-00 · P/R - Workmans Comp	884.70	736.07	148.62	2,044.40	1,801.22	243.17	6,325.62
5060-00 · 401 (k)	3,780.05	4,104.31	(324.26)	11,062.69	10,134.28	928.40	36,212.09
5070-00 · Other Benefits and Expenses	200.24	519.24	(319.00)	649.11	1,264.28	(615.17)	5,542.61
5000-00 · Salaries & Wages - Other	121,742.18	129,072.48	(7,330.30)	274,820.42	311,690.16	(36,869.74)	1,145,768.37
Total 5000-00 · Salaries & Wages	144,061.19	164,427.91	(20,366.72)	344,629.46	402,607.10	(57,977.64)	1,455,681.53
5100-00 · Rent							
5110-00 · Utilities	945.97	998.21	(52.24)	2,834.88	2,944.90	(110.02)	12,013.05
5140-00 · Repairs & Maintenance	324.68	607.00	(282.32)	469.38	1,364.00	(894.62)	9,599.93
5150-00 · Office - Cleaning	700.00	725.02	(25.02)	2,605.00	2,247.73	357.26	9,087.92
5100-00 · Rent - Other	12,433.00	13,224.19	(791.19)	37,299.00	38,261.44	(962.44)	157,366.38
Total 5100-00 · Rent	14,403.65	15,554.42	(1,150.77)	43,208.26	44,818.08	(1,609.82)	188,067.30
5310-00 · Telephone							
5320-00 · Telephone	2,277.58	2,348.11	(70.53)	7,016.91	6,988.67	28.23	28,565.00
5350-00 · Internet	0.00	0.00	0.00	25.00	0.00	25.00	0.00
Total 5310-00 · Telephone	2,277.58	2,348.11	(70.53)	7,041.91	6,988.67	53.23	28,565.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	67.64	(67.64)	0.00	176.81	(176.81)	785.57
5480-00 · Mail - Fed Ex	15.54	46.81	(31.27)	120.54	243.62	(123.08)	664.57
5420-00 · Mail - USPS - Other	0.00	119.86	(119.86)	509.00	739.72	(230.72)	2,427.44
Total 5420-00 · Mail - USPS	15.54	234.31	(218.77)	629.54	1,160.15	(530.61)	3,877.58
5510-00 · Insurance/Bonding	2,081.82	1,011.43	1,070.39	2,610.66	2,253.94	356.72	8,575.80
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	759.95	258.96	500.99	930.79	340.78	590.01	4,083.97
5520-00 · Supplies - Other	1,035.37	1,082.29	(46.92)	3,163.56	3,381.10	(217.54)	13,557.03
Total 5520-00 · Supplies	1,795.32	1,341.25	454.07	4,094.35	3,721.88	372.47	17,641.00
5610-00 · Depreciation	216.35	482.03	(265.68)	665.72	1,185.83	(520.11)	5,508.01
5700-00 · Equipment Support & Maintenance	83.33	1,155.50	(1,072.17)	5,764.98	4,151.22	1,613.76	13,596.00
5710-00 · Taxes, Licenses & Fees	1,232.47	1,075.57	156.90	2,953.52	2,758.85	194.67	10,066.99
5740-00 · Equipment Rental/Leasing	1,304.49	1,443.86	(139.37)	3,773.74	4,183.54	(409.80)	17,944.00
5800-00 · Training Seminars	0.00	53.64	(53.64)	1,449.00	2,107.28	(658.28)	12,831.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	0.00	0.00	408.00	2,000.00	(1,592.00)	13,631.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
5830-00 · Commission Due to Third Party	0.00			765.00			
5850-00 · Artist of Month - Commissions	0.00	227.27	(227.27)	891.75	454.54	437.21	2,500.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0.00	1,000.00	(1,000.00)	320.00	1,000.00	(680.00)	10,000.00
5920-00 · Professional Fees - Accountant	8,915.00	6,000.00	2,915.00	8,915.00	14,000.00	(5,085.00)	22,000.00
5921-00 · Professional Fees - Other	5,093.75	0.00	5,093.75	17,343.75	0.00	17,343.75	3,750.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Sep 17	Budget	\$ Over Budget	Jul - Sep 17	YTD Budget	\$ Over Budget	Annual Budget
Total 5900-00 · Professional Fees	14,008.75	7,000.00	7,008.75	26,578.75	15,000.00	11,578.75	35,750.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	3,000.00	3,364.00	(364.00)	3,364.00
5941-00 · Research & Planning	1,516.25	2,144.91	(628.66)	2,266.25	3,039.82	(773.57)	7,042.00
6020-00 · Programs							
6016-00 · Special Event Partnership	0.00	0.00	0.00	0.00	0.00	0.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	0.00	10,000.00	0.00	10,000.00	30,000.00
Total 6020-00 · Programs	0.00	0.00	0.00	10,000.00	0.00	10,000.00	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	75,561.83	0.00	75,561.83	105,771.83	37,000.00	68,771.83	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-06 · Spartan	0.00	0.00	0.00	250,000.00	254,000.00	(4,000.00)	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	4,000.00	0.00	4,000.00	4,042.80	0.00	4,042.80	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	19,000.00	(19,000.00)	0.00	19,000.00	(19,000.00)	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	5,000.00	0.00	5,000.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	79,561.83	19,000.00	60,561.83	364,814.63	310,000.00	54,814.63	472,400.00
6421-00 · New Event Development	0.00	0.00	0.00	0.00	0.00	0.00	17,600.00
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00
Total 6422-00 · Event Media	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Total 6420-00 · Events	79,561.83	19,000.00	60,561.83	364,814.63	310,000.00	54,814.63	524,000.00
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	18,500.00
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	2,750.00	(2,750.00)	9.99	2,760.00	(2,750.01)	4,185.00
6437-00 · Tuesday Morning Breakfast Club	0.00	650.00	(650.00)	594.00	1,300.00	(706.00)	7,150.00
6442-00 · Public Relations/Website	276.69	280.00	(3.31)	830.07	840.00	(9.93)	8,465.00
6444-00 · Trades	0.00	0.00	0.00	580.00	580.00	0.00	2,130.00
6423-00 · Membership Activities - Other	16.55	75.00	(58.45)	16.55	150.00	(133.45)	750.00
Total 6423-00 · Membership Activities	293.24	3,755.00	(3,461.76)	2,030.61	5,630.00	(3,599.39)	41,180.00
6490-00 · Classified Ads	0.00	70.27	(70.27)	50.00	140.54	(90.54)	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	(70.27)	0.00	458.01	(458.01)	1,090.47
6730-00 · Marketing Cooperative/Media	140,500.00	140,500.00	0.00	342,750.00	342,750.00	0.00	1,411,821.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,794.79	10,000.00	(8,205.21)	6,382.00	25,000.00	(18,618.00)	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,794.79	10,000.00	(8,205.21)	6,382.00	25,000.00	(18,618.00)	84,000.00
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	150.00	1,000.00	(850.00)	150.00	4,560.12	(4,410.12)	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6743-04 · High Notes	0.00	1,500.00	(1,500.00)	0.00	3,000.00	(3,000.00)	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	150.00	2,500.00	(2,350.00)	150.00	7,560.12	(7,410.12)	80,000.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	20.00	179.64	(159.64)	241.73	509.28	(267.55)	2,126.04
52500 · Purchase Discounts	0.00	(118.61)	118.61	0.00	(237.22)	237.22	(1,304.71)
59900 · POS Inventory Adjustments	0.00	103.14	(103.14)	77.67	281.28	(203.61)	1,209.54
8100-00 · Cost of Goods Sold - Other	5,148.90	4,658.46	490.44	18,741.77	17,563.36	1,178.41	47,769.13
Total 8100-00 · Cost of Goods Sold	5,168.90	4,822.63	346.27	19,061.17	18,116.70	944.47	49,800.00
8200-00 · Associate Relations	192.99	632.69	(439.70)	256.74	1,069.31	(812.57)	4,308.60
8300-00 · Board Functions	409.20	858.27	(449.07)	462.15	2,163.59	(1,701.44)	9,887.51
8500-00 · Credit Card Fees	561.74	614.97	(53.23)	1,666.10	1,637.09	29.01	6,067.00
8700-00 · Automobile Expenses	425.43	533.74	(108.31)	1,032.55	1,172.51	(139.96)	5,762.55
8750-00 · Meals/Meetings	95.39	490.30	(394.91)	537.36	1,148.30	(610.94)	6,973.00
8810-00 · Dues & Subscriptions	788.96	952.14	(163.18)	2,526.49	3,606.15	(1,079.66)	12,331.53
8910-00 · Travel	425.54	1,618.36	(1,192.82)	800.42	4,297.39	(3,496.97)	11,666.60
8920-00 · Bad Debt	2,768.00	2,775.00	(7.00)	4,607.00	4,625.00	(18.00)	10,681.00
Total Expense	416,132.75	387,693.86	28,438.88	1,207,858.11	1,231,169.61	(23,311.50)	4,173,633.48
Net Ordinary Income	(12,411.19)	(46,187.87)	33,776.68	35,151.21	(35,252.45)	70,403.66	4,998.51
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	69.49			69.49			
Total Other Income	69.49			69.49			
Other Expense							
8990-00 · Allocated	0.00	0.00	0.00	0.00	(0.02)	0.02	(0.03)
Total Other Expense	0.00	0.00	0.00	0.00	(0.02)	0.02	(0.03)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	<u>Sep 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Sep 17</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Net Other Income	69.49	0.00	69.49	69.49	0.02	69.47	0.03
Net Income	<u>(12,341.70)</u>	<u>(46,187.87)</u>	<u>33,846.17</u>	<u>35,220.70</u>	<u>(35,252.43)</u>	<u>70,473.13</u>	<u>4,998.54</u>

North Lake Tahoe Resort Association
Profit & Loss by Class

Accrual Basis

September 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	233,785.00	23,238.34	3,017.33	31,019.83	5,521.50	0.00	0.00	296,582.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	11,481.81	0.00	11,481.81
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	75.00	0.00	75.00
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4250-00 · Revenues-Membership Activities								
4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	366.24	0.00	366.24
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	325.00	0.00	325.00
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	691.24	0.00	691.24
4350-00 · Special Events (Marketing)	77,627.73	0.00	0.00	0.00	0.00	0.00	0.00	77,627.73
4600-00 · Commissions	0.00	6,791.77	0.00	0.00	0.00	0.00	0.00	6,791.77
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	951.00	0.00	0.00	0.00	951.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	8,604.34	0.00	0.00	0.00	8,604.34
Total 46000 · Merchandise Sales	0.00	0.00	0.00	9,555.34	0.00	0.00	0.00	9,555.34
Total Income	311,412.73	30,946.78	3,017.33	40,575.17	5,521.50	12,248.05	0.00	403,721.56
Gross Profit	311,412.73	30,946.78	3,017.33	40,575.17	5,521.50	12,248.05	0.00	403,721.56
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	(1,375.00)	0.00	0.00
5010-00 · Sales Commissions	0.00	1,724.67	0.00	0.00	0.00	0.00	0.00	1,724.67
5020-00 · P/R - Tax Expense	1,390.49	1,766.59	88.14	1,786.76	220.44	772.08	3,455.63	9,480.13
5030-00 · P/R - Health Insurance Expense	1,859.53	1,146.62	12.74	1,491.09	31.83	752.71	954.70	6,249.22
5040-00 · P/R - Workmans Comp	230.02	150.40	6.19	168.09	18.84	70.78	240.38	884.70
5060-00 · 401 (k)	760.18	937.90	46.35	797.98	115.92	323.85	797.87	3,780.05
5070-00 · Other Benefits and Expenses	50.47	41.98	0.85	66.98	2.12	11.89	25.95	200.24
5000-00 · Salaries & Wages - Other	21,827.94	16,817.36	1,251.16	20,989.38	3,127.87	11,002.60	46,725.87	121,742.18
Total 5000-00 · Salaries & Wages	27,493.63	22,585.52	1,405.43	25,300.28	3,517.02	11,558.91	52,200.40	144,061.19
5100-00 · Rent								
5110-00 · Utilities	135.16	67.58	3.38	540.49	8.45	52.37	138.54	945.97
5140-00 · Repairs & Maintenance	71.90	35.94	1.80	109.00	4.49	27.86	73.69	324.68
5150-00 · Office - Cleaning	215.38	107.69	5.38	53.85	13.46	83.46	220.78	700.00
5100-00 · Rent - Other	1,926.15	923.08	46.15	6,461.54	115.38	795.38	2,165.32	12,433.00
Total 5100-00 · Rent	2,348.59	1,134.29	58.71	7,164.88	141.78	959.07	2,598.33	14,403.65
5310-00 · Telephone								
5320-00 · Telephone	563.76	244.99	22.11	320.14	112.29	245.10	769.19	2,277.58
Total 5310-00 · Telephone	563.76	244.99	22.11	320.14	112.29	245.10	769.19	2,277.58
5420-00 · Mail - USPS								
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	15.54	0.00	0.00	0.00	15.54
Total 5420-00 · Mail - USPS	0.00	0.00	0.00	15.54	0.00	0.00	0.00	15.54
5510-00 · Insurance/Bonding	437.18	395.55	15.36	520.45	44.00	166.54	502.74	2,081.82
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	759.95	0.00	0.00	0.00	759.95
5520-00 · Supplies - Other	113.88	36.46	1.83	610.63	4.56	40.01	228.00	1,035.37
Total 5520-00 · Supplies	113.88	36.46	1.83	1,370.58	4.56	40.01	228.00	1,795.32
5610-00 · Depreciation	20.19	8.75	0.63	126.70	3.49	5.29	51.30	216.35
5700-00 · Equipment Support & Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	83.33	83.33
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	1,232.47	1,232.47
5740-00 · Equipment Rental/Leasing	281.29	142.98	45.84	166.01	152.47	179.20	336.70	1,304.49
5900-00 · Professional Fees								
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	8,915.00	8,915.00
5921-00 · Professional Fees - Other	5,093.75	0.00	0.00	0.00	0.00	0.00	0.00	5,093.75
Total 5900-00 · Professional Fees	5,093.75	0.00	0.00	0.00	0.00	0.00	8,915.00	14,008.75
5941-00 · Research & Planning	0.00	0.00	1,516.25	0.00	0.00	0.00	0.00	1,516.25
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	75,561.83	0.00	0.00	0.00	0.00	0.00	0.00	75,561.83
6421-09 · Wanderlust	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
Total 6420-01 · Sponsorships	79,561.83	0.00	0.00	0.00	0.00	0.00	0.00	79,561.83
Total 6420-00 · Events	79,561.83	0.00	0.00	0.00	0.00	0.00	0.00	79,561.83
6423-00 · Membership Activities								
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	276.69	0.00	276.69
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	16.55	0.00	16.55
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	293.24	0.00	293.24
6730-00 · Marketing Cooperative/Media	131,333.33	9,166.67	0.00	0.00	0.00	0.00	0.00	140,500.00
6742-00 · Non-NLT Co-Op Marketing Program	1,644.79	0.00	0.00	150.00	0.00	0.00	0.00	1,794.79
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	150.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00
Total 6743-00 · BACC Marketing Programs	150.00	0.00	0.00	0.00	0.00	0.00	0.00	150.00
8100-00 · Cost of Goods Sold								

North Lake Tahoe Resort Association
Profit & Loss by Class

Accrual Basis

September 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
51100 · Freight and Shipping Costs	0.00	0.00	0.00	20.00	0.00	0.00	0.00	20.00
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	5,148.90	0.00	0.00	0.00	5,148.90
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	5,168.90	0.00	0.00	0.00	5,168.90
8200-00 · Associate Relations	0.00	0.00	0.00	142.99	0.00	0.00	50.00	192.99
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	409.20	409.20
8500-00 · Credit Card Fees	0.00	0.00	0.00	386.27	0.00	175.47	0.00	561.74
8700-00 · Automobile Expenses	189.71	0.00	2.46	66.02	6.15	73.72	87.37	425.43
8750-00 · Meals/Meetings	0.00	0.00	12.00	33.39	0.00	0.00	50.00	95.39
8810-00 · Dues & Subscriptions	14.99	0.00	0.00	49.99	0.00	146.50	577.48	788.96
8910-00 · Travel	425.54	0.00	0.00	0.00	0.00	0.00	0.00	425.54
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	2,768.00	0.00	2,768.00
Total Expense	249,672.46	33,715.21	3,078.62	40,982.14	3,981.76	16,611.05	68,091.51	416,132.75
Net Ordinary Income	61,740.27	(2,768.43)	(61.29)	(406.97)	1,539.74	(4,363.00)	(68,091.51)	(12,411.19)
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	18.94	0.00	0.00	0.00	0.00	0.00	50.55	69.49
Total Other Income	18.94	0.00	0.00	0.00	0.00	0.00	50.55	69.49
Other Expense								
8990-00 · Allocated	48,432.81	6,582.41	506.60	8,169.62	838.89	3,561.18	(68,091.51)	0.00
Total Other Expense	48,432.81	6,582.41	506.60	8,169.62	838.89	3,561.18	(68,091.51)	0.00
Net Other Income	(48,413.87)	(6,582.41)	(506.60)	(8,169.62)	(838.89)	(3,561.18)	68,142.06	69.49
Net Income	13,326.40	(9,350.84)	(567.89)	(8,576.59)	700.85	(7,924.18)	50.55	(12,341.70)

Balance Sheet

As of October 31, 2017

01/05/18

Accrual Basis

	Oct 31, 17	Oct 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	610.56	889.55	(278.99)	(31.4)%
1003-00 · Cash - Operations BOTW #6712	534,881.88	429,668.56	105,213.32	24.5%
1007-00 · Cash - Payroll BOTW #7421	8,808.69	3,477.80	5,330.89	153.3%
1008-00 · Marketing Reserve - Plumas	50,118.49	50,043.37	75.12	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,316.11	100,115.68	200.43	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	165,856.13	100,186.94	65,669.19	65.6%
10950 · Cash in Drawer	556.35	304.26	252.09	82.9%
Total Checking/Savings	890,729.77	714,267.72	176,462.05	24.7%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	39,967.77	73,240.00	(33,272.23)	(45.4)%
1210-00 · A/R - Sales Estimates	10,468.98	0.00	10,468.98	100.0%
1290-00 · A/R - TOT	0.00	(23,940.82)	23,940.82	100.0%
Total Accounts Receivable	50,436.75	49,299.18	1,137.57	2.3%
Other Current Assets				
1200-99 · AR Other	1,614.30	1,614.30	0.00	0.0%
12000 · Undeposited Funds				
12000 · Undeposited Funds - Other	0.00	419.88	(419.88)	(100.0)%
Total 12000 · Undeposited Funds	0.00	419.88	(419.88)	(100.0)%
1201-00 · WebLink Accounts Receivable	1,810.44	19,304.00	(17,493.56)	(90.6)%
1201-02 · Allowance for Doubtful Accounts	0.00	(6,704.50)	6,704.50	100.0%
12100 · Inventory Asset				
12100 · Inventory Asset - Other	23,344.78	26,778.02	(3,433.24)	(12.8)%
Total 12100 · Inventory Asset	23,344.78	26,778.02	(3,433.24)	(12.8)%
1299 · Receivable from NLTMC	6,683.74	17,364.22	(10,680.48)	(61.5)%
1490-00 · Security Deposits	550.00	50.00	500.00	1,000.0%
Total Other Current Assets	34,003.26	58,825.92	(24,822.66)	(42.2)%
Total Current Assets	975,169.78	822,392.82	152,776.96	18.6%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	(68,767.95)	(68,767.95)	0.00	0.0%
1740-00 · Computer Equipment	8,435.60	43,766.13	(35,330.53)	(80.7)%
1741-00 · Accum. Depr. - Computer Equip	(7,964.11)	(42,487.16)	34,523.05	81.3%
1750-00 · Computer Software	21,520.46	34,993.97	(13,473.51)	(38.5)%
1751-00 · Accum. Amort. - Software	(17,287.65)	(34,310.99)	17,023.34	49.6%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284.08)	(24,134.05)	(150.03)	(0.6)%
Total Fixed Assets	4,704.08	2,111.76	2,592.32	122.8%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	1,586.48	1,628.16	(41.68)	(2.6)%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	13,179.20	4,762.18	8,417.02	176.8%
Total 1400-00 · Prepaid Expenses	15,765.68	7,390.34	8,375.34	113.3%
Total Other Assets	15,765.68	7,390.34	8,375.34	113.3%
TOTAL ASSETS	995,639.54	831,894.92	163,744.62	19.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	58,322.89	28,723.60	29,599.29	103.1%
Total Accounts Payable	58,322.89	28,723.60	29,599.29	103.1%

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2017

	Oct 31, 17	Oct 31, 16	\$ Change	% Change
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	276.75	(276.75)	(100.0)%
2080-02 · MC_4222_Jason	14.99	0.00	14.99	100.0%
2080-04 · MC_5968_Ronald	92.61	319.65	(227.04)	(71.0)%
2080-06 · MC_5288_Emily	420.23	2,172.06	(1,751.83)	(80.7)%
2080-08 · MC_5755_John	0.00	1,597.30	(1,597.30)	(100.0)%
2080-09 · MC_0319_Sarah	188.13	45.00	143.13	318.1%
2080-10 · MC_9495_AI	232.07	1,289.16	(1,057.09)	(82.0)%
2080-11 · MC_3978_Amber	101.15	0.00	101.15	100.0%
2080-12 · MC_3960_Natalie	259.65	0.00	259.65	100.0%
2080-13 · MC_8709_Cindy	1,056.29	0.00	1,056.29	100.0%
Total 2080-00 · Bank of the West - Master Cards	2,365.12	5,699.92	(3,334.80)	(58.5)%
Total Credit Cards	2,365.12	5,699.92	(3,334.80)	(58.5)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	31,152.43	10,399.44	20,752.99	199.6%
2102-00 · Commissions Payable	7,373.04	8,404.31	(1,031.27)	(12.3)%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
Total 21000 · Salaries/Wages/Payroll Liabilit	156,901.09	119,164.59	37,736.50	31.7%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	341.53	437.25	(95.72)	(21.9)%
Total 2190-00 · Sales and Use Tax Payable	341.53	437.25	(95.72)	(21.9)%
2250-00 · Accrued Expenses	0.31	10,000.31	(10,000.00)	(100.0)%
2400-60 · Deferred Revenue- Member Dues	31,454.21	41,981.25	(10,527.04)	(25.1)%
2651-00 · Deferred Rev - Conference	7,333.32	6,600.00	733.32	11.1%
2800-00 · Suspense	672.81	0.00	672.81	100.0%
2900-00 · Due To/From County of Placer	227,078.68	0.00	227,078.68	100.0%
Total Other Current Liabilities	423,781.95	178,183.40	245,598.55	137.8%
Total Current Liabilities	484,469.96	212,606.92	271,863.04	127.9%
Total Liabilities	484,469.96	212,606.92	271,863.04	127.9%
Equity				
32000 · Unrestricted Net Assets	(8,753.89)	29,217.09	(37,970.98)	(130.0)%
3300-11 · Designated Marketing Reserve	256,830.18	254,324.57	2,505.61	1.0%
3301 · Cash Flow Reserve	100,048.23	100,067.45	(19.22)	0.0%
3302 · Marketing Cash Reserve	50,018.09	50,025.28	(7.19)	0.0%
Net Income	113,026.97	185,653.61	(72,626.64)	(39.1)%
Total Equity	511,169.58	619,288.00	(108,118.42)	(17.5)%
TOTAL LIABILITIES & EQUITY	995,639.54	831,894.92	163,744.62	19.7%

North Lake Tahoe Resort Association
A/R Aging Summary
As of October 31, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
DSC (Destination Services Corporation)	0.00	0.00	0.00	0.00	550.00	550.00
Edgewood Tahoe	0.00	1,780.00	0.00	0.00	0.00	1,780.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	4,586.15	4,586.15
Hard Rock Hotel & Casino Lake Tahoe	0.00	0.00	0.00	0.00	0.01	0.01
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	711.50	711.50
Hotel Becket	0.00	0.00	0.00	0.00	1,368.55	1,368.55
North Tahoe Paddle	0.00	0.00	0.00	0.00	400.00	400.00
Northstar California	0.00	0.00	0.00	0.00	9,092.17	9,092.17
PlumpJack Squaw Valley Inn	0.00	0.00	217.60	0.00	0.00	217.60
Resort at Squaw Creek*	2,790.40	4,045.50	1,212.20	0.00	2,517.07	10,565.17
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	0.00	4,677.31	4,677.31
Sales Estimates	2,709.58	0.00	5,455.70	2,303.70	0.00	10,468.98
Squaw Valley Lodge Granite Peak Mgmt	4,586.69	0.00	0.00	0.00	332.60	4,919.29
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
The Landing Resort & Spa	0.00	0.00	0.01	0.00	0.00	0.01
The Ridge Tahoe	0.00	0.00	0.00	0.00	550.00	550.00
TOTAL	<u>10,086.67</u>	<u>5,825.50</u>	<u>6,885.51</u>	<u>2,303.70</u>	<u>25,335.37</u>	<u>50,436.75</u>

Accounts Receivable Summary

Invoices With Apply Dates Through October 31, 2017
 Aged as of Tuesday, October 31, 2017

<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	0.00	0.00
Dues		145.00	1,050.00	400.00	280.00	775.00	4,125.00	6,775.00
Email Blast		0.00	0.00	0.00	0.00	0.00	75.00	75.00
Membership Luncheon		0.00	590.00	0.00	0.00	0.00	0.00	590.00
Total Open Invoices		145.00	1,640.00	400.00	280.00	775.00	4,200.00	7,440.00

Unapplied Payments With Payment
 Dates Prior to and Including
 10/31/2017

Pre-Payments: Payments Made Prior to 10/31/2017 on Invoices With Apply Dates After 10/31/2017

Dues	1,105.00
Total Pre-Payments	<u>1,105.00</u>
Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)	<u><u>6,335.00</u></u>

North Lake Tahoe Resort Association
A/P Aging Summary
As of October 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	(35.00)	(35.00)
ADP	68.16	0.00	0.00	0.00	0.00	68.16
ADVNC Lacrosse Inc.	0.00	0.00	0.00	0.00	765.00	765.00
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Amber Burke	42.27	0.00	0.00	0.00	0.00	42.27
Andy Chapman	6,562.50	0.00	0.00	0.00	0.00	6,562.50
Anne-Karin Atwood*	27.29	0.00	0.00	0.00	0.00	27.29
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	454.01	0.00	0.00	0.00	0.00	454.01
Aurora World, Inc.	0.00	0.00	0.00	0.00	(351.98)	(351.98)
Bancorp Bank	130.00	79.00	0.00	0.00	0.00	209.00
Big Blue Adventure, LLC.	0.00	16,500.00	0.00	0.00	0.00	16,500.00
Cindy Gustafson	175.48	0.00	0.00	0.00	0.00	175.48
CoPower	0.00	134.00	0.00	0.00	0.00	134.00
County Of Placer*	0.00	(1.00)	0.00	0.00	0.00	(1.00)
Dawn Teran	71.01	0.00	0.00	0.00	0.00	71.01
Emily Detwiler*	146.30	0.00	0.00	0.00	0.00	146.30
Employers Assurance Co.	0.00	884.70	0.00	0.00	0.00	884.70
FP Mailing Solutions	500.00	(0.18)	0.00	0.00	0.00	499.82
Geo-Tourism Specialties	240.99	0.00	0.00	0.00	0.00	240.99
Granlibakken Management Company, Ltd.	0.00	621.00	0.00	0.00	0.00	621.00
InfiniSource Benefits	0.00	70.00	0.00	0.00	0.00	70.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kym Fabel	35.70	0.00	0.00	0.00	0.00	35.70
Lauren Sully	55.83	0.00	0.00	0.00	0.00	55.83
McClintock Accountancy	3,800.00	0.00	0.00	0.00	0.00	3,800.00
Natalie Parrish*	27.02	0.00	0.00	0.00	0.00	27.02
North Lake Tahoe Marketing Co-op	0.00	0.00	500.00	0.00	0.00	500.00
Porter Simon*	3,920.00	0.00	0.00	0.00	0.00	3,920.00
Principal Financial Group	0.00	0.00	228.25	(74.32)	209.89	363.82
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Ron Treabess	151.10	0.00	0.00	0.00	0.00	151.10
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Screamer	5,778.84	0.00	0.00	0.00	0.00	5,778.84
Sierra Essentials	1,232.98	0.00	0.00	0.00	0.00	1,232.98
Southwest Gas Corporation*	25.39	0.00	0.00	0.00	0.00	25.39
Spectrum	0.00	(3.71)	(41.57)	0.00	0.00	(45.28)
Sprint	72.64	0.00	0.00	0.00	0.00	72.64
Swigard's True Value Hardware, Inc.*	18.22	0.00	0.00	0.00	0.00	18.22
Tahoe Basics	0.00	0.00	0.00	0.00	(198.00)	(198.00)
Tahoe Marine & Excavating	0.00	(2,000.00)	0.00	0.00	0.00	(2,000.00)
Tahoe Tessie	0.00	254.40	0.00	0.00	0.00	254.40
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
The Store...Copies and More	0.00	26.76	0.00	0.00	0.00	26.76
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
WonderGrass California LLC	0.00	15,000.00	0.00	0.00	0.00	15,000.00
Woodluck Wholesale	0.00	0.00	0.00	0.00	0.00	0.00
YIG Administration	0.00	0.00	(8.57)	0.00	0.00	(8.57)
TOTAL	25,742.72	31,564.97	678.11	(74.32)	411.41	58,322.89

Profit & Loss

October 2017

	Oct 17	Oct 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	296,582.00	314,665.00	(18,083.00)	(5.8)%
4200-00 · Membership Dues	11,209.48	11,420.00	(210.52)	(1.8)%
4205-00 · Conference Dues	916.67	825.00	91.67	11.1%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	0.00	25.00	(25.00)	(100.0)%
4250-03 · Summer/Winter Rec Luncheon	3,409.44	0.00	3,409.44	100.0%
4251-00 · Tues AM Breakfast Club	225.00	840.00	(615.00)	(73.2)%
4250-00 · Revenues-Membership Activities - Other	115.00	1,946.00	(1,831.00)	(94.1)%
Total 4250-00 · Revenues-Membership Activities	3,749.44	2,811.00	938.44	33.4%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	1,780.00	0.00	1,780.00	100.0%
4600-00 · Commissions - Other	14,853.87	5,093.74	9,760.13	191.6%
Total 4600-00 · Commissions	16,633.87	5,093.74	11,540.13	226.6%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	837.00	0.00	837.00	100.0%
46000 · Merchandise Sales - Other	5,906.98	5,828.52	78.46	1.4%
Total 46000 · Merchandise Sales	6,743.98	5,828.52	915.46	15.7%
Total Income	335,835.44	340,643.26	(4,807.82)	(1.4)%
Gross Profit	335,835.44	340,643.26	(4,807.82)	(1.4)%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	2,643.63	2,971.15	(327.52)	(11.0)%
5020-00 · P/R - Tax Expense	4,816.94	5,681.58	(864.64)	(15.2)%
5030-00 · P/R - Health Insurance Expense	7,111.60	7,348.13	(236.53)	(3.2)%
5040-00 · P/R - Workmans Comp	884.70	712.49	172.21	24.2%
5060-00 · 401 (k)	2,241.81	198.01	2,043.80	1,032.2%
5070-00 · Other Benefits and Expenses	235.10	261.26	(26.16)	(10.0)%
5000-00 · Salaries & Wages - Other	83,173.26	70,596.94	12,576.32	17.8%
Total 5000-00 · Salaries & Wages	101,107.04	87,769.56	13,337.48	15.2%
5100-00 · Rent				
5110-00 · Utilities	947.36	805.54	141.82	17.6%
5140-00 · Repairs & Maintenance	0.00	34.38	(34.38)	(100.0)%
5150-00 · Office - Cleaning	550.00	1,250.00	(700.00)	(56.0)%
5100-00 · Rent - Other	12,439.00	12,294.36	144.64	1.2%
Total 5100-00 · Rent	13,936.36	14,384.28	(447.92)	(3.1)%
5310-00 · Telephone				
5320-00 · Telephone	2,357.48	2,499.58	(142.10)	(5.7)%
Total 5310-00 · Telephone	2,357.48	2,499.58	(142.10)	(5.7)%
5420-00 · Mail - USPS	500.00	500.00	0.00	0.0%
5510-00 · Insurance/Bonding	961.57	785.78	175.79	22.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	0.00	859.98	(859.98)	(100.0)%
5520-00 · Supplies - Other	761.44	939.35	(177.91)	(18.9)%
Total 5520-00 · Supplies	761.44	1,799.33	(1,037.89)	(57.7)%
5610-00 · Depreciation	216.35	187.99	28.36	15.1%
5700-00 · Equipment Support & Maintenance	323.33	2,000.00	(1,676.67)	(83.8)%
5710-00 · Taxes, Licenses & Fees	636.19	577.15	59.04	10.2%
5740-00 · Equipment Rental/Leasing	1,133.18	1,110.80	22.38	2.0%
5800-00 · Training Seminars	0.00	479.00	(479.00)	(100.0)%
5850-00 · Artist of Month - Commissions	0.00	36.75	(36.75)	(100.0)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,920.00	120.00	3,800.00	3,166.7%
5920-00 · Professional Fees - Accountant	3,800.00	12,015.00	(8,215.00)	(68.4)%
5921-00 · Professional Fees - Other	6,562.50	0.00	6,562.50	100.0%

North Lake Tahoe Resort Association

Profit & Loss

October 2017

	Oct 17	Oct 16	\$ Change	% Change
5900-00 · Professional Fees - Other	0.00	1,250.00	(1,250.00)	(100.0)%
Total 5900-00 · Professional Fees	14,282.50	13,385.00	897.50	6.7%
5941-00 · Research & Planning	0.00	750.00	(750.00)	(100.0)%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00	(1,593.65)	1,593.65	100.0%
Total 5948-00 · Transportation Projects	0.00	(1,593.65)	1,593.65	100.0%
6020-00 · Programs				
6016-00 · Special Event Partnership	12,500.00	2,200.00	10,300.00	468.2%
Total 6020-00 · Programs	12,500.00	2,200.00	10,300.00	468.2%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	4,000.00	1,500.00	2,500.00	166.7%
6421-06 · Spartan	4,000.00	190,000.00	(186,000.00)	(97.9)%
6421-10 · WinterWonderGrass - Tahoe	15,000.00	0.00	15,000.00	100.0%
Total 6420-01 · Sponsorships	23,000.00	191,500.00	(168,500.00)	(88.0)%
6421-00 · New Event Development	85.00	50.00	35.00	70.0%
6422-00 · Event Media				
6422-02 · Photography	0.00	2,100.00	(2,100.00)	(100.0)%
Total 6422-00 · Event Media	0.00	2,100.00	(2,100.00)	(100.0)%
Total 6420-00 · Events	23,085.00	193,650.00	(170,565.00)	(88.1)%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00	515.62	(515.62)	(100.0)%
6436-00 · Membership - Wnt/Sum Rec Lunch	2,556.41	0.00	2,556.41	100.0%
6437-00 · Tuesday Morning Breakfast Club	607.50	904.50	(297.00)	(32.8)%
6441-00 · Membership - Miscellaneous Exp	0.00	5.00	(5.00)	(100.0)%
6442-00 · Public Relations/Website	276.69	0.00	276.69	100.0%
6423-00 · Membership Activities - Other	0.00	1,916.25	(1,916.25)	(100.0)%
Total 6423-00 · Membership Activities	3,440.60	3,341.37	99.23	3.0%
6701-00 · Market Study Reports/Research	807.50	0.00	807.50	100.0%
6730-00 · Marketing Cooperative/Media	67,356.00	63,250.00	4,106.00	6.5%
6742-00 · Non-NLT Co-Op Marketing Program	1,614.94	400.67	1,214.27	303.1%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	0.00	(1,570.00)	1,570.00	100.0%
Total 6743-00 · BACC Marketing Programs	0.00	(1,570.00)	1,570.00	100.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	203.59	40.22	163.37	406.2%
52500 · Purchase Discounts	(620.80)	0.00	(620.80)	(100.0)%
59900 · POS Inventory Adjustments	0.00	(55.73)	55.73	100.0%
8100-00 · Cost of Goods Sold - Other	3,848.57	2,957.62	890.95	30.1%
Total 8100-00 · Cost of Goods Sold	3,431.36	2,942.11	489.25	16.6%
8200-00 · Associate Relations	177.50	0.00	177.50	100.0%
8300-00 · Board Functions	5,192.00	115.25	5,076.75	4,405.0%
8500-00 · Credit Card Fees	478.96	552.87	(73.91)	(13.4)%
8700-00 · Automobile Expenses	620.25	565.03	55.22	9.8%
8750-00 · Meals/Meetings	490.95	772.39	(281.44)	(36.4)%
8810-00 · Dues & Subscriptions	218.96	361.98	(143.02)	(39.5)%
8910-00 · Travel	143.13	1,457.99	(1,314.86)	(90.2)%
8920-00 · Bad Debt	2,280.00	559.50	1,720.50	307.5%
Total Expense	258,052.59	393,270.73	(135,218.14)	(34.4)%
Net Ordinary Income	77,782.85	(52,627.47)	130,410.32	247.8%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23.42	0.00	23.42	100.0%

Profit & Loss

October 2017

	Oct 17	Oct 16	\$ Change	% Change
Total Other Income	23.42	0.00	23.42	100.0%
Net Other Income	23.42	0.00	23.42	100.0%
Net Income	<u>77,806.27</u>	<u>(52,627.47)</u>	<u>130,433.74</u>	<u>247.8%</u>

North Lake Tahoe Resort Association

Profit & Loss by Class

October 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	233,785.01	23,238.33	3,017.33	31,019.83	5,521.50	0.00	0.00	296,582.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	11,209.48	0.00	11,209.48
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4250-00 · Revenues-Membership Activities								
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	3,409.44	0.00	3,409.44
4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	225.00	0.00	225.00
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	115.00	0.00	115.00
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	3,749.44	0.00	3,749.44
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	1,780.00	0.00	0.00	0.00	0.00	0.00	1,780.00
4600-00 · Commissions - Other	0.00	14,853.87	0.00	0.00	0.00	0.00	0.00	14,853.87
Total 4600-00 · Commissions	0.00	16,633.87	0.00	0.00	0.00	0.00	0.00	16,633.87
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	837.00	0.00	0.00	0.00	837.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	5,906.98	0.00	0.00	0.00	5,906.98
Total 46000 · Merchandise Sales	0.00	0.00	0.00	6,743.98	0.00	0.00	0.00	6,743.98
Total Income	233,785.01	40,788.87	3,017.33	37,763.81	5,521.50	14,958.92	0.00	335,835.44
Gross Profit	233,785.01	40,788.87	3,017.33	37,763.81	5,521.50	14,958.92	0.00	335,835.44
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	(1,375.00)	0.00	0.00
5010-00 · Sales Commissions	0.00	2,643.63	0.00	0.00	0.00	0.00	0.00	2,643.63
5020-00 · P/R - Tax Expense	912.51	806.74	58.76	1,060.37	146.96	489.20	1,342.40	4,816.94
5030-00 · P/R - Health Insurance Expense	2,155.32	1,237.31	14.91	1,748.35	37.26	912.68	1,005.77	7,111.60
5040-00 · P/R - Workmans Comp	230.02	150.40	6.19	168.09	18.84	70.78	240.38	884.70
5060-00 · 401 (k)	464.94	431.28	30.90	508.17	77.28	215.90	513.34	2,241.81
5070-00 · Other Benefits and Expenses	50.47	41.98	0.85	50.47	2.12	21.89	67.32	235.10
5000-00 · Salaries & Wages - Other	15,616.17	11,425.74	864.80	13,348.34	2,161.98	7,611.06	32,145.17	83,173.26
Total 5000-00 · Salaries & Wages	20,804.43	16,737.08	976.41	16,883.79	2,444.44	7,946.51	35,314.38	101,107.04
5100-00 · Rent								
5110-00 · Utilities	147.11	70.71	3.94	510.32	13.91	51.84	149.53	947.36
5150-00 · Office - Cleaning	169.23	84.62	4.23	42.31	10.58	65.58	173.45	550.00
5100-00 · Rent - Other	1,929.15	923.08	46.15	6,461.54	115.38	798.38	2,165.32	12,439.00
Total 5100-00 · Rent	2,245.49	1,078.41	54.32	7,014.17	139.87	915.80	2,488.30	13,936.36
5310-00 · Telephone								
5320-00 · Telephone	654.45	241.43	24.34	316.08	112.85	243.27	765.06	2,357.48
Total 5310-00 · Telephone	654.45	241.43	24.34	316.08	112.85	243.27	765.06	2,357.48
5420-00 · Mail - USPS								
5420-00 · Mail - USPS	150.00	65.00	5.00	65.00	25.00	40.00	150.00	500.00
5510-00 · Insurance/Bonding								
5510-00 · Insurance/Bonding	201.93	182.70	7.52	240.39	20.14	76.92	231.97	961.57
5520-00 · Supplies								
5520-00 · Supplies	206.71	20.27	1.02	168.69	2.54	36.30	325.91	761.44
5610-00 · Depreciation								
5610-00 · Depreciation	20.19	8.75	0.63	126.70	3.49	5.29	51.30	216.35
5700-00 · Equipment Support & Maintenance								
5700-00 · Equipment Support & Maintenance	0.00	0.00	0.00	120.00	0.00	0.00	203.33	323.33
5710-00 · Taxes, Licenses & Fees								
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	636.19	636.19
5740-00 · Equipment Rental/Leasing								
5740-00 · Equipment Rental/Leasing	232.73	121.90	44.33	135.78	144.07	166.23	288.14	1,133.18
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	3,920.00	3,920.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	3,800.00	3,800.00
5921-00 · Professional Fees - Other	6,562.50	0.00	0.00	0.00	0.00	0.00	0.00	6,562.50
Total 5900-00 · Professional Fees	6,562.50	0.00	0.00	0.00	0.00	0.00	7,720.00	14,282.50
6020-00 · Programs								
6016-00 · Special Event Partnership	12,500.00	0.00	0.00	0.00	0.00	0.00	0.00	12,500.00
Total 6020-00 · Programs	12,500.00	0.00	0.00	0.00	0.00	0.00	0.00	12,500.00
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6421-06 · Spartan	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6421-10 · WinterWonderGrass - Tahoe	15,000.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
Total 6420-01 · Sponsorships	23,000.00	0.00	0.00	0.00	0.00	0.00	0.00	23,000.00
6421-00 · New Event Development	85.00	0.00	0.00	0.00	0.00	0.00	0.00	85.00
Total 6420-00 · Events	23,085.00	0.00	0.00	0.00	0.00	0.00	0.00	23,085.00
6423-00 · Membership Activities								
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	2,556.41	0.00	2,556.41
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	607.50	0.00	607.50
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	276.69	0.00	276.69
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	3,440.60	0.00	3,440.60
6701-00 · Market Study Reports/Research								
6701-00 · Market Study Reports/Research	807.50	0.00	0.00	0.00	0.00	0.00	0.00	807.50
6730-00 · Marketing Cooperative/Media								
6730-00 · Marketing Cooperative/Media	58,189.33	9,166.67	0.00	0.00	0.00	0.00	0.00	67,356.00
6742-00 · Non-NLT Co-Op Marketing Program								
6742-00 · Non-NLT Co-Op Marketing Program	1,464.94	0.00	0.00	150.00	0.00	0.00	0.00	1,614.94
8100-00 · Cost of Goods Sold								

North Lake Tahoe Resort Association

Profit & Loss by Class

October 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
51100 · Freight and Shipping Costs	0.00	0.00	0.00	203.59	0.00	0.00	0.00	203.59
52500 · Purchase Discounts	0.00	0.00	0.00	(620.80)	0.00	0.00	0.00	(620.80)
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	3,848.57	0.00	0.00	0.00	3,848.57
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	3,431.36	0.00	0.00	0.00	3,431.36
8200-00 · Associate Relations	50.00	0.00	0.00	91.78	0.00	0.00	35.72	177.50
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	5,192.00	5,192.00
8500-00 · Credit Card Fees	45.00	0.00	0.00	277.13	0.00	156.83	0.00	478.96
8700-00 · Automobile Expenses	69.56	0.00	13.91	79.50	34.78	102.98	319.52	620.25
8750-00 · Meals/Meetings	112.15	0.00	16.55	96.00	11.38	0.00	254.87	490.95
8810-00 · Dues & Subscriptions	14.99	0.00	0.00	49.99	0.00	6.00	147.98	218.96
8910-00 · Travel	143.13	0.00	0.00	0.00	0.00	0.00	0.00	143.13
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	2,280.00	0.00	2,280.00
Total Expense	127,560.03	27,622.21	1,144.03	29,246.36	2,938.56	15,416.73	54,124.67	258,052.59
Net Ordinary Income	106,224.98	13,166.66	1,873.30	8,517.45	2,582.94	(457.81)	(54,124.67)	77,782.85
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	6.38	0.00	0.00	0.00	0.00	0.00	17.04	23.42
Total Other Income	6.38	0.00	0.00	0.00	0.00	0.00	17.04	23.42
Other Expense								
8990-00 · Allocated	38,498.34	5,232.23	402.69	6,493.88	666.82	2,830.71	(54,124.67)	0.00
Total Other Expense	38,498.34	5,232.23	402.69	6,493.88	666.82	2,830.71	(54,124.67)	0.00
Net Other Income	(38,491.96)	(5,232.23)	(402.69)	(6,493.88)	(666.82)	(2,830.71)	54,141.71	23.42
Net Income	67,733.02	7,934.43	1,470.61	2,023.57	1,916.12	(3,288.52)	17.04	77,806.27

Balance Sheet

As of November 30, 2017

01/05/18

Accrual Basis

	Nov 30, 17	Nov 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	359.16	889.55	(530.39)	(59.6)%
1003-00 · Cash - Operations BOTW #6712	627,146.94	546,326.21	80,820.73	14.8%
1007-00 · Cash - Payroll BOTW #7421	9,883.01	3,510.87	6,372.14	181.5%
1008-00 · Marketing Reserve - Plumas	50,124.67	50,049.54	75.13	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,332.60	100,132.14	200.46	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	149,282.71	98,329.30	50,953.41	51.8%
10950 · Cash in Drawer	295.16	293.56	1.60	0.6%
Total Checking/Savings	967,005.81	829,112.73	137,893.08	16.6%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	30,660.27	50,914.54	(20,254.27)	(39.8)%
1210-00 · A/R - Sales Estimates	10,468.98	0.00	10,468.98	100.0%
1290-00 · A/R - TOT	0.00	(23,940.82)	23,940.82	100.0%
Total Accounts Receivable	41,129.25	26,973.72	14,155.53	52.5%
Other Current Assets				
1200-99 · AR Other	1,614.30	1,614.30	0.00	0.0%
12000 · Undeposited Funds	0.00	303.80	(303.80)	(100.0)%
1201-00 · WebLink Accounts Receivable	1,859.61	13,019.00	(11,159.39)	(85.7)%
1201-02 · Allowance for Doubtful Accounts	(151.00)	4,848.75	(4,999.75)	(103.1)%
12100 · Inventory Asset	25,962.54	31,752.64	(5,790.10)	(18.2)%
1299 · Receivable from NLTMC	0.00	35,330.00	(35,330.00)	(100.0)%
1490-00 · Security Deposits	550.00	50.00	500.00	1,000.0%
Total Other Current Assets	29,835.45	86,918.49	(57,083.04)	(65.7)%
Total Current Assets	1,037,970.51	943,004.94	94,965.57	10.1%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	(68,767.95)	(68,767.95)	0.00	0.0%
1740-00 · Computer Equipment	8,435.60	43,766.13	(35,330.53)	(80.7)%
1741-00 · Accum. Depr. - Computer Equip	(8,031.40)	(42,554.45)	34,523.05	81.1%
1750-00 · Computer Software	21,520.46	34,993.97	(13,473.51)	(38.5)%
1751-00 · Accum. Amort. - Software	(17,436.71)	(34,342.10)	16,905.39	49.2%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284.08)	(24,150.72)	(133.36)	(0.6)%
Total Fixed Assets	4,487.73	1,996.69	2,491.04	124.8%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	1,322.06	1,322.08	(0.02)	0.0%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	13,202.57	5,611.93	7,590.64	135.3%
Total 1400-00 · Prepaid Expenses	15,524.63	7,934.01	7,590.62	95.7%
Total Other Assets	15,524.63	7,934.01	7,590.62	95.7%
TOTAL ASSETS	1,057,982.87	952,935.64	105,047.23	11.0%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	31,475.62	24,423.20	7,052.42	28.9%
Total Accounts Payable	31,475.62	24,423.20	7,052.42	28.9%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	635.45	(635.45)	(100.0)%
2080-02 · MC_4222_Jason	59.99	0.00	59.99	100.0%
2080-04 · MC_5968_Ronald	45.00	45.00	0.00	0.0%
2080-05 · MC_2107_Greg	45.00	0.00	45.00	100.0%

North Lake Tahoe Resort Association

Balance Sheet

As of November 30, 2017

01/05/18

Accrual Basis

	Nov 30, 17	Nov 30, 16	\$ Change	% Change
2080-06 · MC_5288_Emily	627.11	795.15	(168.04)	(21.1)%
2080-08 · MC_5755_John	0.00	234.78	(234.78)	(100.0)%
2080-10 · MC_9495_AI	511.53	1,201.66	(690.13)	(57.4)%
2080-11 · MC_3978_Amber	664.92	0.00	664.92	100.0%
2080-12 · MC_3960_Natalie	576.50	0.00	576.50	100.0%
2080-13 · MC_8709_Cindy	81.59	0.00	81.59	100.0%
Total 2080-00 · Bank of the West - Master Cards	2,611.64	2,912.04	(300.40)	(10.3)%
Total Credit Cards	2,611.64	2,912.04	(300.40)	(10.3)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	39,365.04	1,522.20	37,842.84	2,486.1%
2102-00 · Commissions Payable	4,838.72	8,404.31	(3,565.59)	(42.4)%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
Total 21000 · Salaries/Wages/Payroll Liabilit	162,579.38	110,287.35	52,292.03	47.4%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	635.94	721.70	(85.76)	(11.9)%
Total 2190-00 · Sales and Use Tax Payable	635.94	721.70	(85.76)	(11.9)%
2250-00 · Accrued Expenses	0.31	10,000.31	(10,000.00)	(100.0)%
2400-60 · Deferred Revenue- Member Dues	24,957.79	38,010.42	(13,052.63)	(34.3)%
2651-00 · Deferred Rev - Conference	6,416.65	5,775.00	641.65	11.1%
2800-00 · Suspense	(186.21)	(296.96)	110.75	37.3%
2900-00 · Due To/From County of Placer	220,745.94	0.00	220,745.94	100.0%
Total Other Current Liabilities	415,149.80	164,497.82	250,651.98	152.4%
Total Current Liabilities	449,237.06	191,833.06	257,404.00	134.2%
Total Liabilities	449,237.06	191,833.06	257,404.00	134.2%
Equity				
32000 · Unrestricted Net Assets	(8,753.89)	29,217.09	(37,970.98)	(130.0)%
3300-11 · Designated Marketing Reserve	256,830.18	254,324.57	2,505.61	1.0%
3301 · Cash Flow Reserve	100,048.23	100,083.91	(35.68)	0.0%
3302 · Marketing Cash Reserve	50,018.09	50,031.45	(13.36)	0.0%
Net Income	210,603.20	327,445.56	(116,842.36)	(35.7)%
Total Equity	608,745.81	761,102.58	(152,356.77)	(20.0)%
TOTAL LIABILITIES & EQUITY	1,057,982.87	952,935.64	105,047.23	11.0%

North Lake Tahoe Resort Association
A/R Aging Summary
As of November 30, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
DSC (Destination Services Corporation)	0.00	0.00	0.00	0.00	550.00	550.00
Edgewood Tahoe	0.00	0.00	1,780.00	0.00	0.00	1,780.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	2,026.15	2,026.15
Hard Rock Hotel & Casino Lake Tahoe	0.00	0.00	0.00	0.00	0.01	0.01
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	711.50	711.50
Hotel Becket	0.00	0.00	0.00	0.00	1,368.55	1,368.55
Incline Community Business Association	0.00	1,000.00	0.00	0.00	0.00	1,000.00
North Tahoe Paddle	0.00	0.00	0.00	0.00	400.00	400.00
Northstar California	0.00	0.00	0.00	0.00	9,092.17	9,092.17
PlumpJack Squaw Valley Inn	0.00	0.00	0.00	217.60	0.00	217.60
Resort at Squaw Creek*	0.00	2,790.40	1,014.53	0.00	2,517.07	6,322.00
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	0.00	1,278.65	1,278.65
Sales Estimates	0.00	2,709.58	0.00	5,455.70	2,303.70	10,468.98
Squaw Valley Lodge Granite Peak Mgmt	0.00	4,481.03	0.00	0.00	332.60	4,813.63
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
The Ridge Tahoe	0.00	0.00	0.00	0.00	550.00	550.00
TOTAL	0.00	10,981.01	2,794.53	5,673.30	21,680.41	41,129.25

Accounts Receivable Summary

Invoices With Apply Dates Through November 30, 2017
 Aged as of Thursday, November 30, 2017

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues		145.00	3,375.00	0.00	400.00	280.00	2,555.00	6,755.00
Email Blast		0.00	75.00	0.00	0.00	0.00	0.00	75.00
Membership Luncheon		0.00	0.00	90.00	0.00	0.00	0.00	90.00
Shop Local Starter Kit		0.00	15.00	0.00	0.00	0.00	0.00	15.00
Total Open Invoices		145.00	3,465.00	90.00	400.00	280.00	2,555.00	6,935.00

Unapplied Payments With Payment Dates Prior to and Including 11/30/2017

Pre-Payments: Payments Made Prior to 11/30/2017 on Invoices With Apply Dates After 11/30/2017

Dues	145.00
New Member Fees	75.00
Total Pre-Payments	220.00
Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)	6,715.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of November 30, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	(35.00)	(35.00)
ADP	439.27	0.00	0.00	0.00	0.00	439.27
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Al Priester	694.96	0.00	0.00	0.00	0.00	694.96
Amber Burke	34.99	0.00	0.00	0.00	0.00	34.99
Andy Chapman	8,250.00	0.00	0.00	0.00	0.00	8,250.00
Anne-Karin Atwood*	181.00	0.00	0.00	0.00	0.00	181.00
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	470.64	0.00	0.00	0.00	0.00	470.64
Augustineldeas	0.00	73.77	0.00	0.00	0.00	73.77
Aurora World, Inc.	0.00	0.00	0.00	0.00	(351.98)	(351.98)
Barb Kallestad	0.00	100.00	0.00	0.00	0.00	100.00
Bob Sweigert*	35.00	0.00	0.00	0.00	0.00	35.00
California Travel Association	0.00	925.00	0.00	0.00	0.00	925.00
Cindy Gustafson	0.00	175.48	0.00	0.00	0.00	175.48
Cintas Corporation #623	128.75	0.00	0.00	0.00	0.00	128.75
CoPower	0.00	134.00	0.00	0.00	0.00	134.00
County Of Placer*	0.00	0.00	(1.00)	0.00	0.00	(1.00)
Crystal Range Associates	412.65	0.00	0.00	0.00	0.00	412.65
Dawn Teran	45.35	0.00	0.00	0.00	0.00	45.35
Emily Detwiler*	86.80	0.00	0.00	0.00	0.00	86.80
Eric Hansen	940.00	0.00	0.00	0.00	0.00	940.00
FedEx	20.95	0.00	0.00	0.00	0.00	20.95
FP Mailing Solutions	0.00	0.00	(0.18)	0.00	0.00	(0.18)
Geo-Tourism Specialties	988.67	0.00	0.00	0.00	0.00	988.67
Granlibakken Management Company, Ltd.	0.00	675.00	0.00	0.00	0.00	675.00
InfiniSource Benefits	0.00	0.00	70.00	0.00	0.00	70.00
Karen Colbert	258.00	0.00	0.00	0.00	0.00	258.00
Kym Fabel	25.00	0.00	0.00	0.00	0.00	25.00
McClintock Accountancy	4,000.00	0.00	0.00	0.00	0.00	4,000.00
Mona Schulte	84.00	0.00	0.00	0.00	0.00	84.00
Natalie Parrish*	85.02	0.00	0.00	0.00	0.00	85.02
Porter Simon*	1,580.00	0.00	0.00	0.00	0.00	1,580.00
Principal Financial Group	0.00	0.00	0.00	228.25	135.57	363.82
Rescued Wine	450.00	0.00	0.00	0.00	0.00	450.00
Ron Treabess	43.03	0.00	0.00	0.00	0.00	43.03
Sara L. Smith Fine Art	0.00	251.00	0.00	0.00	0.00	251.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Screamer	5,778.84	0.00	0.00	0.00	0.00	5,778.84
Shearer Design	0.00	123.75	0.00	0.00	0.00	123.75
Sierra Essentials	120.00	0.00	0.00	0.00	0.00	120.00
Sierra Nevada Ad Partners	204.00	0.00	0.00	0.00	0.00	204.00
Sierra Nevada Media Group, Inc.	180.00	0.00	0.00	0.00	0.00	180.00
Southwest Gas Corporation*	71.69	0.00	0.00	0.00	0.00	71.69
Specialty Beads	372.00	0.00	0.00	0.00	0.00	372.00
Spectrum	0.00	0.00	0.00	(41.57)	0.00	(41.57)
Sprint	72.52	0.00	0.00	0.00	0.00	72.52
Sustain Tahoe	100.00	0.00	0.00	0.00	0.00	100.00
Swigard's True Value Hardware, Inc.*	0.00	12.05	0.00	0.00	0.00	12.05
Tahoe Basics	0.00	0.00	0.00	0.00	(198.00)	(198.00)
Tahoe City Downtown Association*	0.00	864.00	0.00	0.00	0.00	864.00
Tahoe House, Inc.*	0.00	53.75	0.00	0.00	0.00	53.75
Tahoe Teas	252.00	0.00	0.00	0.00	0.00	252.00
Tahoe Tessie	0.00	0.00	254.40	0.00	0.00	254.40
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
Tahoe Weekly	0.00	150.00	0.00	0.00	0.00	150.00
Wholesale Resort Accessories, Inc.	325.50	0.00	0.00	0.00	21.50	347.00
Wolfdale's Cuisine Unique*	60.00	0.00	0.00	0.00	0.00	60.00
YIG Administration	0.00	0.00	0.00	(8.57)	0.00	(8.57)
TOTAL	27,864.40	3,537.80	323.22	178.11	(427.91)	31,475.62

North Lake Tahoe Resort Association

01/05/18

Profit & Loss

Accrual Basis

November 2017

	Nov 17	Nov 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	296,583.00	314,665.00	(18,082.00)	(5.8)%
4200-00 · Membership Dues	11,215.17	11,515.83	(300.66)	(2.6)%
4205-00 · Conference Dues	916.67	825.00	91.67	11.1%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	53.00	0.00	53.00	100.0%
4251-00 · Tues AM Breakfast Club	404.86	300.00	104.86	35.0%
4250-00 · Revenues-Membership Activities - Other	0.00	65.00	(65.00)	(100.0)%
Total 4250-00 · Revenues-Membership Activities	457.86	365.00	92.86	25.4%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00	817.03	(817.03)	(100.0)%
4600-00 · Commissions - Other	(0.01)	6,139.51	(6,139.52)	(100.0)%
Total 4600-00 · Commissions	(0.01)	6,956.54	(6,956.55)	(100.0)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	560.45	0.00	560.45	100.0%
46000 · Merchandise Sales - Other	3,500.84	3,792.51	(291.67)	(7.7)%
Total 46000 · Merchandise Sales	4,061.29	3,792.51	268.78	7.1%
Total Income	313,233.98	338,119.88	(24,885.90)	(7.4)%
Gross Profit	313,233.98	338,119.88	(24,885.90)	(7.4)%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	5,473.54	5,447.56	25.98	0.5%
5030-00 · P/R - Health Insurance Expense	7,332.44	8,477.85	(1,145.41)	(13.5)%
5040-00 · P/R - Workmans Comp	884.70	976.50	(91.80)	(9.4)%
5060-00 · 401 (k)	2,583.21	2,805.79	(222.58)	(7.9)%
5070-00 · Other Benefits and Expenses	360.22	236.26	123.96	52.5%
5000-00 · Salaries & Wages - Other	79,716.85	75,127.67	4,589.18	6.1%
Total 5000-00 · Salaries & Wages	96,350.96	93,071.63	3,279.33	3.5%
5100-00 · Rent				
5110-00 · Utilities	792.27	887.65	(95.38)	(10.8)%
5140-00 · Repairs & Maintenance	366.67	333.33	33.34	10.0%
5150-00 · Office - Cleaning	550.00	1,130.00	(580.00)	(51.3)%
5100-00 · Rent - Other	12,589.00	12,294.36	294.64	2.4%
Total 5100-00 · Rent	14,297.94	14,645.34	(347.40)	(2.4)%
5310-00 · Telephone				
5320-00 · Telephone	2,307.80	2,539.49	(231.69)	(9.1)%
Total 5310-00 · Telephone	2,307.80	2,539.49	(231.69)	(9.1)%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0.00	31.13	(31.13)	(100.0)%
5420-00 · Mail - USPS - Other	274.00	762.00	(488.00)	(64.0)%
Total 5420-00 · Mail - USPS	274.00	793.13	(519.13)	(65.5)%
5510-00 · Insurance/Bonding	961.57	785.78	175.79	22.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	139.40	167.79	(28.39)	(16.9)%
5520-00 · Supplies - Other	784.88	1,025.84	(240.96)	(23.5)%
Total 5520-00 · Supplies	924.28	1,193.63	(269.35)	(22.6)%
5610-00 · Depreciation	216.35	115.07	101.28	88.0%
5700-00 · Equipment Support & Maintenance	83.33	795.00	(711.67)	(89.5)%
5710-00 · Taxes, Licenses & Fees	2,209.34	533.09	1,676.25	314.4%
5740-00 · Equipment Rental/Leasing	19.53	1,442.59	(1,423.06)	(98.7)%
5800-00 · Training Seminars	694.96	0.00	694.96	100.0%
5850-00 · Artist of Month - Commissions	1,697.15	1,045.80	651.35	62.3%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,580.00	0.00	1,580.00	100.0%
5920-00 · Professional Fees - Accountant	4,000.00	0.00	4,000.00	100.0%

North Lake Tahoe Resort Association

01/05/18

Profit & Loss

Accrual Basis

November 2017

	Nov 17	Nov 16	\$ Change	% Change
5921-00 · Professional Fees - Other	8,250.00	0.00	8,250.00	100.0%
Total 5900-00 · Professional Fees	13,830.00	0.00	13,830.00	100.0%
5941-00 · Research & Planning	0.00	750.00	(750.00)	(100.0)%
6020-00 · Programs				
6016-00 · Special Event Partnership	2,000.00	1,500.00	500.00	33.3%
Total 6020-00 · Programs	2,000.00	1,500.00	500.00	33.3%
6420-00 · Events				
6420-01 · Sponsorships				
6421-06 · Spartan	0.00	6,050.00	(6,050.00)	(100.0)%
6421-10 · WinterWonderGrass - Tahoe	0.00	400.00	(400.00)	(100.0)%
Total 6420-01 · Sponsorships	0.00	6,450.00	(6,450.00)	(100.0)%
6421-00 · New Event Development	979.13	0.00	979.13	100.0%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	73.77	0.00	73.77	100.0%
Total 6422-00 · Event Media	73.77	0.00	73.77	100.0%
Total 6420-00 · Events	1,052.90	6,450.00	(5,397.10)	(83.7)%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00	257.81	(257.81)	(100.0)%
6435-00 · Shop Local Event	50.95	0.00	50.95	100.0%
6436-00 · Membership - Wnt/Sum Rec Lunch	150.00	0.00	150.00	100.0%
6437-00 · Tuesday Morning Breakfast Club	607.50	472.50	135.00	28.6%
6442-00 · Public Relations/Website	291.69	0.00	291.69	100.0%
6444-00 · Trades	255.00	0.00	255.00	100.0%
6423-00 · Membership Activities - Other	0.00	291.25	(291.25)	(100.0)%
Total 6423-00 · Membership Activities	1,355.14	1,021.56	333.58	32.7%
6701-00 · Market Study Reports/Research	0.00	84.93	(84.93)	(100.0)%
6730-00 · Marketing Cooperative/Media	61,500.00	63,250.00	(1,750.00)	(2.8)%
6742-00 · Non-NLT Co-Op Marketing Program	1,479.94	445.67	1,034.27	232.1%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	620.65	394.45	226.20	57.4%
6743-03 · Touch Lake Tahoe	7,602.50	0.00	7,602.50	100.0%
Total 6743-00 · BACC Marketing Programs	8,223.15	394.45	7,828.70	1,984.7%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	73.80	667.94	(594.14)	(89.0)%
52500 · Purchase Discounts	0.00	(982.50)	982.50	100.0%
59900 · POS Inventory Adjustments	394.58	238.95	155.63	65.1%
8100-00 · Cost of Goods Sold - Other	2,350.39	2,119.79	230.60	10.9%
Total 8100-00 · Cost of Goods Sold	2,818.77	2,044.18	774.59	37.9%
8200-00 · Associate Relations	50.00	100.00	(50.00)	(50.0)%
8300-00 · Board Functions	76.28	164.59	(88.31)	(53.7)%
8500-00 · Credit Card Fees	607.67	587.65	20.02	3.4%
8700-00 · Automobile Expenses	238.48	498.80	(260.32)	(52.2)%
8750-00 · Meals/Meetings	174.93	314.11	(139.18)	(44.3)%
8810-00 · Dues & Subscriptions	1,129.95	335.98	793.97	236.3%
8910-00 · Travel	0.00	293.71	(293.71)	(100.0)%
8920-00 · Bad Debt	1,106.00	1,131.75	(25.75)	(2.3)%
Total Expense	215,680.42	196,327.93	19,352.49	9.9%
Net Ordinary Income	97,553.56	141,791.95	(44,238.39)	(31.2)%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	22.67	0.00	22.67	100.0%
Total Other Income	22.67	0.00	22.67	100.0%
Net Other Income	22.67	0.00	22.67	100.0%

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01/05/18

Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

November 2017

	<u>Nov 17</u>	<u>Nov 16</u>	<u>\$ Change</u>	<u>% Change</u>
Net Income	<u>97,576.23</u>	<u>141,791.95</u>	<u>(44,215.72)</u>	<u>(31.2)%</u>

North Lake Tahoe Resort Association
Profit & Loss by Class

November 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	233,786.01	23,238.33	3,017.33	31,019.83	5,521.50	0.00	0.00	296,583.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	11,215.17	0.00	11,215.17
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4250-00 · Revenues-Membership Activities								
4250-02 · Chamber Events	0.00	0.00	0.00	0.00	0.00	53.00	0.00	53.00
4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	404.86	0.00	404.86
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	457.86	0.00	457.86
4600-00 · Commissions	0.00	(0.01)	0.00	0.00	0.00	0.00	0.00	(0.01)
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	560.45	0.00	0.00	0.00	560.45
46000 · Merchandise Sales - Other	0.00	0.00	0.00	3,500.84	0.00	0.00	0.00	3,500.84
Total 46000 · Merchandise Sales	0.00	0.00	0.00	4,061.29	0.00	0.00	0.00	4,061.29
Total Income	233,786.01	24,154.99	3,017.33	35,081.12	5,521.50	11,673.03	0.00	313,233.98
Gross Profit								
	233,786.01	24,154.99	3,017.33	35,081.12	5,521.50	11,673.03	0.00	313,233.98
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	(1,375.00)	0.00	0.00
5020-00 · P/R - Tax Expense	915.82	1,000.61	58.76	767.01	146.96	491.14	2,093.24	5,473.54
5030-00 · P/R - Health Insurance Expense	2,162.09	1,316.87	14.91	1,916.56	37.26	878.98	1,005.77	7,332.44
5040-00 · P/R - Workmans Comp	230.02	150.40	6.19	168.09	18.84	70.78	240.38	884.70
5060-00 · 401 (k)	466.26	532.66	30.90	413.69	77.28	215.90	846.52	2,583.21
5070-00 · Other Benefits and Expenses	225.59	16.98	0.85	50.47	2.12	21.89	42.32	360.22
5000-00 · Salaries & Wages - Other	15,321.19	11,425.74	864.80	11,313.75	2,161.98	7,611.06	31,018.33	79,716.85
Total 5000-00 · Salaries & Wages	20,695.97	14,443.26	976.41	14,629.57	2,444.44	7,914.75	35,246.56	96,350.96
5100-00 · Rent								
5110-00 · Utilities	96.77	48.38	2.43	501.95	6.05	37.50	99.19	792.27
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	366.67	366.67
5150-00 · Office - Cleaning	169.23	84.62	4.23	42.31	10.58	65.58	173.45	550.00
5100-00 · Rent - Other	1,929.15	923.08	46.15	6,611.54	115.38	798.38	2,165.32	12,589.00
Total 5100-00 · Rent	2,195.15	1,056.08	52.81	7,155.80	132.01	901.46	2,804.63	14,297.94
5310-00 · Telephone								
5320-00 · Telephone	570.62	247.89	25.10	323.26	115.06	245.88	779.99	2,307.80
Total 5310-00 · Telephone	570.62	247.89	25.10	323.26	115.06	245.88	779.99	2,307.80
5420-00 · Mail - USPS	82.20	35.62	2.74	35.62	13.70	21.92	82.20	274.00
5510-00 · Insurance/Bonding	201.93	182.70	7.52	240.39	20.14	76.92	231.97	961.57
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	85.79	0.00	0.00	0.00	0.00	0.00	53.61	139.40
5520-00 · Supplies - Other	94.79	26.21	1.32	225.55	3.28	56.30	377.43	784.88
Total 5520-00 · Supplies	180.58	26.21	1.32	225.55	3.28	56.30	431.04	924.28
5610-00 · Depreciation	20.19	8.75	0.63	126.70	3.49	5.29	51.30	216.35
5700-00 · Equipment Support & Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	83.33	83.33
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	2,209.34	2,209.34
5740-00 · Equipment Rental/Leasing	0.00	0.00	0.00	19.53	0.00	0.00	0.00	19.53
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	694.96	694.96
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	1,697.15	0.00	0.00	0.00	1,697.15
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	680.00	0.00	0.00	0.00	0.00	0.00	900.00	1,580.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00	4,000.00
5921-00 · Professional Fees - Other	8,250.00	0.00	0.00	0.00	0.00	0.00	0.00	8,250.00
Total 5900-00 · Professional Fees	8,930.00	0.00	0.00	0.00	0.00	0.00	4,900.00	13,830.00
6020-00 · Programs								
6016-00 · Special Event Partnership	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
Total 6020-00 · Programs	2,000.00	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
6420-00 · Events								
6421-00 · New Event Development	979.13	0.00	0.00	0.00	0.00	0.00	0.00	979.13
6422-00 · Event Media								
6422-03 · Human Powered Sports Campaign	73.77	0.00	0.00	0.00	0.00	0.00	0.00	73.77
Total 6422-00 · Event Media	73.77	0.00	0.00	0.00	0.00	0.00	0.00	73.77
Total 6420-00 · Events	1,052.90	0.00	0.00	0.00	0.00	0.00	0.00	1,052.90
6423-00 · Membership Activities								
6435-00 · Shop Local Event	0.00	0.00	0.00	0.00	0.00	50.95	0.00	50.95
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	150.00	0.00	150.00
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	607.50	0.00	607.50
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	291.69	0.00	291.69
6444-00 · Trades	0.00	0.00	0.00	0.00	0.00	255.00	0.00	255.00
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	1,355.14	0.00	1,355.14
6730-00 · Marketing Cooperative/Media	52,333.33	9,166.67	0.00	0.00	0.00	0.00	0.00	61,500.00
6742-00 · Non-NLT Co-Op Marketing Program	1,479.94	0.00	0.00	0.00	0.00	0.00	0.00	1,479.94
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	620.65	0.00	0.00	0.00	0.00	0.00	0.00	620.65
6743-03 · Touch Lake Tahoe	7,602.50	0.00	0.00	0.00	0.00	0.00	0.00	7,602.50

North Lake Tahoe Resort Association
Profit & Loss by Class

November 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Total 6743-00 · BACC Marketing Programs	8,223.15	0.00	0.00	0.00	0.00	0.00	0.00	8,223.15
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	73.80	0.00	0.00	0.00	73.80
59900 · POS Inventory Adjustments	0.00	0.00	0.00	394.58	0.00	0.00	0.00	394.58
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	2,350.39	0.00	0.00	0.00	2,350.39
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	2,818.77	0.00	0.00	0.00	2,818.77
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	0.00	0.00	50.00	50.00
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	76.28	76.28
8500-00 · Credit Card Fees	0.00	90.00	4.50	224.51	10.13	163.16	115.37	607.67
8700-00 · Automobile Expenses	34.99	0.00	3.10	35.85	7.76	118.40	38.38	238.48
8750-00 · Meals/Meetings	84.57	0.00	13.35	64.86	3.38	0.00	8.77	174.93
8810-00 · Dues & Subscriptions	939.99	0.00	0.00	49.99	0.00	6.00	133.97	1,129.95
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	1,106.00	0.00	1,106.00
Total Expense	99,025.51	25,257.18	1,087.48	27,647.55	2,753.39	11,971.22	47,938.09	215,680.42
Net Ordinary Income	134,760.50	(1,102.19)	1,929.85	7,433.57	2,768.11	(298.19)	(47,938.09)	97,553.56
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	6.18	0.00	0.00	0.00	0.00	0.00	16.49	22.67
Total Other Income	6.18	0.00	0.00	0.00	0.00	0.00	16.49	22.67
Other Expense								
8990-00 · Allocated	34,097.88	4,634.18	356.66	5,751.61	590.60	2,507.16	(47,938.09)	0.00
Total Other Expense	34,097.88	4,634.18	356.66	5,751.61	590.60	2,507.16	(47,938.09)	0.00
Net Other Income	(34,091.70)	(4,634.18)	(356.66)	(5,751.61)	(590.60)	(2,507.16)	47,954.58	22.67
Net Income	<u>100,668.80</u>	<u>(5,736.37)</u>	<u>1,573.19</u>	<u>1,681.96</u>	<u>2,177.51</u>	<u>(2,805.35)</u>	<u>16.49</u>	<u>97,576.23</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance All Departments

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	296,583.00	296,583.00	0.00	1,648,528.00	1,648,528.00	0.00	3,747,600.00
4200-00 · Membership Dues	11,215.17	11,000.00	215.17	57,039.73	55,000.00	2,039.73	150,000.00
4201-00 · New Member Fees	0.00	0.00	0.00	75.00	75.00	0.00	75.00
4205-00 · Conference Dues	916.67	1,200.00	(283.33)	4,583.35	5,625.00	(1,041.65)	7,690.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0.00			0.00			12,000.00
4250-05 · Sponsorships	0.00			0.00			6,500.00
4250-01 · Community Awards - Other	0.00			0.00			22,500.00
Total 4250-01 · Community Awards	0.00			0.00			41,000.00
4250-02 · Chamber Events	53.00	0.00	53.00	53.00	0.00	53.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	3,409.44	4,300.00	(890.56)	7,300.00
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	404.86	750.00	(345.14)	1,369.40	3,000.00	(1,630.60)	8,250.00
Total 4251-00 · Tues AM Breakfast Club	404.86	750.00	(345.14)	1,369.40	3,000.00	(1,630.60)	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	(175.00)	1,119.95	700.00	419.95	1,925.00
Total 4250-00 · Revenues-Membership Activities	457.86	925.00	(467.14)	5,951.79	8,000.00	(2,048.21)	73,200.00
4350-00 · Special Events (Marketing)	0.00	0.00	0.00	77,627.73	0.00	77,627.73	0.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0.00	817.03	(817.03)	1,780.00	5,622.94	(3,842.94)	8,951.95
4600-00 · Commissions - Other	(0.01)	6,139.51	(6,139.52)	45,889.61	71,321.27	(25,431.66)	92,115.05
Total 4600-00 · Commissions	(0.01)	6,956.54	(6,956.55)	47,669.61	76,944.21	(29,274.60)	101,067.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	560.45	200.00	360.45	7,287.45	5,600.00	1,687.45	7,000.00
46000 · Merchandise Sales - Other	3,500.84	3,821.21	(320.37)	43,316.08	42,004.07	1,312.01	92,000.00
Total 46000 · Merchandise Sales	4,061.29	4,021.21	40.08	50,603.53	47,604.07	2,999.46	99,000.00
Total Income	313,233.98	320,685.75	(7,451.77)	1,892,078.74	1,841,776.28	50,302.46	4,178,632.00
Gross Profit	313,233.98	320,685.75	(7,451.77)	1,892,078.74	1,841,776.28	50,302.46	4,178,632.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0.00	0.00	0.00	6,823.54	16,693.87	(9,870.33)	31,377.74
5020-00 · P/R - Tax Expense	5,473.54	7,630.44	(2,156.90)	36,312.96	45,839.90	(9,526.94)	106,454.26
5030-00 · P/R - Health Insurance Expense	7,332.44	9,426.38	(2,093.94)	40,294.49	52,441.54	(12,147.05)	124,000.82
5040-00 · P/R - Workmans Comp	884.70	571.08	313.61	3,813.80	2,898.52	915.27	6,325.62
5060-00 · 401 (k)	2,583.21	2,674.38	(91.17)	15,887.71	15,501.91	385.79	36,212.09
5070-00 · Other Benefits and Expenses	360.22	411.51	(51.29)	1,244.43	2,069.30	(824.87)	5,542.61
5000-00 · Salaries & Wages - Other	79,716.85	85,606.51	(5,889.66)	437,710.53	483,651.96	(45,941.43)	1,145,768.37
Total 5000-00 · Salaries & Wages	96,350.96	106,320.32	(9,969.36)	542,087.46	619,097.02	(77,009.56)	1,455,681.53
5100-00 · Rent							
5110-00 · Utilities	792.27	1,004.81	(212.54)	4,574.51	4,898.59	(324.08)	12,013.05
5140-00 · Repairs & Maintenance	366.67	607.00	(240.33)	836.05	2,593.88	(1,757.83)	9,599.93
5150-00 · Office - Cleaning	550.00	715.01	(165.01)	3,705.00	4,000.83	(295.83)	9,087.92
5100-00 · Rent - Other	12,589.00	13,224.19	(635.19)	62,327.00	64,709.82	(2,382.82)	157,366.38
Total 5100-00 · Rent	14,297.94	15,551.01	(1,253.07)	71,442.56	76,203.13	(4,760.57)	188,067.30
5310-00 · Telephone							
5320-00 · Telephone	2,307.80	2,352.43	(44.63)	11,682.19	11,683.62	(1.43)	28,565.00
5350-00 · Internet	0.00	0.00	0.00	25.00	0.00	25.00	0.00
Total 5310-00 · Telephone	2,307.80	2,352.43	(44.63)	11,707.19	11,683.62	23.56	28,565.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	67.64	(67.64)	0.00	312.09	(312.09)	785.57
5480-00 · Mail - Fed Ex	0.00	46.81	(46.81)	120.54	337.24	(216.70)	664.57
5420-00 · Mail - USPS - Other	274.00	198.86	75.14	1,283.00	1,123.44	159.56	2,427.44
Total 5420-00 · Mail - USPS	274.00	313.31	(39.31)	1,403.54	1,772.77	(369.23)	3,877.58
5510-00 · Insurance/Bonding	961.57	744.52	217.05	4,533.80	3,742.98	790.82	8,575.80
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	139.40	81.82	57.58	1,070.19	1,504.42	(434.23)	4,083.97
5520-00 · Supplies - Other	784.88	1,088.19	(303.31)	4,709.88	5,688.66	(958.78)	13,557.03
Total 5520-00 · Supplies	924.28	1,170.01	(245.73)	5,780.07	7,173.08	(1,393.01)	17,641.00
5610-00 · Depreciation	216.35	470.85	(254.50)	1,098.42	2,135.21	(1,036.79)	5,508.01
5700-00 · Equipment Support & Maintenance	83.33	980.33	(897.00)	6,171.64	6,135.33	36.31	13,596.00
5710-00 · Taxes, Licenses & Fees	2,209.34	776.37	1,432.97	5,799.05	4,311.59	1,487.46	10,066.99
5740-00 · Equipment Rental/Leasing	19.53	1,456.92	(1,437.39)	4,926.45	7,064.20	(2,137.75)	17,944.00
5800-00 · Training Seminars	694.96	3,053.64	(2,358.68)	2,143.96	5,214.56	(3,070.60)	12,831.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	2,000.00	(2,000.00)	408.00	4,000.00	(3,592.00)	13,631.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
5830-00 · Commission Due to Third Party	0.00			765.00			
5850-00 · Artist of Month - Commissions	1,697.15	227.27	1,469.88	2,588.90	909.08	1,679.82	2,500.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	1,580.00	1,000.00	580.00	5,820.00	3,000.00	2,820.00	10,000.00
5920-00 · Professional Fees - Accountant	4,000.00	0.00	4,000.00	16,715.00	20,000.00	(3,285.00)	22,000.00
5921-00 · Professional Fees - Other	8,250.00	1,000.00	7,250.00	32,156.25	2,000.00	30,156.25	3,750.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance All Departments

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
Total 5900-00 · Professional Fees	13,830.00	2,000.00	11,830.00	54,691.25	25,000.00	29,691.25	35,750.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	3,000.00	3,364.00	(364.00)	3,364.00
5941-00 · Research & Planning	0.00	144.91	(144.91)	2,266.25	3,329.64	(1,063.39)	7,042.00
6020-00 · Programs							
6016-00 · Special Event Partnership	2,000.00	2,500.00	(500.00)	14,500.00	5,000.00	9,500.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	0.00	10,000.00	0.00	10,000.00	30,000.00
Total 6020-00 · Programs	2,000.00	2,500.00	(500.00)	24,500.00	5,000.00	19,500.00	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0.00	0.00	0.00	109,771.83	37,000.00	72,771.83	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-06 · Spartan	0.00	0.00	0.00	254,000.00	254,000.00	0.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	0.00	0.00	4,042.80	0.00	4,042.80	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	400.00	(400.00)	15,000.00	19,400.00	(4,400.00)	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	5,000.00	0.00	5,000.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	0.00	400.00	(400.00)	387,814.63	310,400.00	77,414.63	472,400.00
6421-00 · New Event Development	979.13	900.00	79.13	1,064.13	12,600.00	(11,535.87)	17,600.00
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	73.77	0.00	73.77	73.77	0.00	73.77	25,000.00
Total 6422-00 · Event Media	73.77	0.00	73.77	73.77	0.00	73.77	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Total 6420-00 · Events	1,052.90	1,300.00	(247.10)	388,952.53	323,000.00	65,952.53	524,000.00
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	50.95	0.00	50.95	50.95	0.00	50.95	0.00
6436-00 · Membership - Wnt/Sum Rec Lunch	150.00	0.00	150.00	2,716.40	2,760.00	(43.60)	4,185.00
6437-00 · Tuesday Morning Breakfast Club	607.50	650.00	(42.50)	1,809.00	2,600.00	(791.00)	7,150.00
6442-00 · Public Relations/Website	291.69	280.00	11.69	1,398.45	1,400.00	(1.55)	8,465.00
6444-00 · Trades	255.00	0.00	255.00	835.00	855.00	(20.00)	2,130.00
6423-00 · Membership Activities - Other	0.00	75.00	(75.00)	16.55	225.00	(208.45)	750.00
Total 6423-00 · Membership Activities	1,355.14	1,005.00	350.14	6,826.35	7,840.00	(1,013.65)	41,180.00
6490-00 · Classified Ads	0.00	70.27	(70.27)	50.00	281.08	(231.08)	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	(70.27)	807.50	598.55	208.95	1,090.47
6730-00 · Marketing Cooperative/Media	61,500.00	61,500.00	0.00	471,606.00	471,606.00	0.00	1,411,821.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,479.94	5,000.00	(3,520.06)	9,476.88	35,000.00	(25,523.12)	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,479.94	5,000.00	(3,520.06)	9,476.88	35,000.00	(25,523.12)	84,000.00
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	620.65	1,000.00	(379.35)	770.65	6,560.12	(5,789.47)	20,000.00
6743-03 · Touch Lake Tahoe	7,602.50	0.00	7,602.50	7,602.50	0.00	7,602.50	20,000.00
6743-04 · High Notes	0.00	0.00	0.00	0.00	3,000.00	(3,000.00)	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	8,223.15	1,000.00	7,223.15	8,373.15	9,560.12	(1,186.97)	80,000.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	73.80	179.64	(105.84)	519.12	868.56	(349.44)	2,126.04
52500 · Purchase Discounts	0.00	(118.61)	118.61	(620.80)	(474.44)	(146.36)	(1,304.71)
59900 · POS Inventory Adjustments	394.58	103.14	291.44	472.25	487.56	(15.31)	1,209.54
8100-00 · Cost of Goods Sold - Other	2,350.39	1,869.07	481.32	24,940.73	22,304.91	2,635.82	47,769.13
Total 8100-00 · Cost of Goods Sold	2,818.77	2,033.24	785.53	25,311.30	23,186.59	2,124.71	49,800.00
8200-00 · Associate Relations	50.00	370.25	(320.25)	484.24	1,773.56	(1,289.32)	4,308.60
8300-00 · Board Functions	76.28	858.27	(781.99)	5,730.43	3,880.13	1,850.30	9,887.51
8500-00 · Credit Card Fees	607.67	479.97	127.70	2,752.73	2,646.67	106.06	6,067.00
8700-00 · Automobile Expenses	238.48	733.70	(495.22)	1,891.28	2,416.83	(525.55)	5,762.55
8750-00 · Meals/Meetings	174.93	633.89	(458.96)	1,203.24	2,312.34	(1,109.10)	6,973.00
8810-00 · Dues & Subscriptions	1,129.95	852.14	277.81	3,875.40	5,310.43	(1,435.03)	12,331.53
8910-00 · Travel	0.00	731.84	(731.84)	943.55	6,647.59	(5,704.04)	11,666.60
8920-00 · Bad Debt	1,106.00	585.00	521.00	7,993.00	6,205.00	1,788.00	10,681.00
Total Expense	215,680.42	217,285.74	(1,605.32)	1,681,591.12	1,690,401.10	(8,809.98)	4,173,633.48
Net Ordinary Income	97,553.56	103,400.00	(5,846.44)	210,487.62	151,375.17	59,112.44	4,998.51
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	22.67			115.58			
Total Other Income	22.67			115.58			
Other Expense							
8990-00 · Allocated	0.00	0.00	0.00	0.00	(0.06)	0.06	(0.03)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 All Departments

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	0.00	0.00	0.00	0.00	(0.06)	0.06	(0.03)
Net Other Income	22.67	0.00	22.67	115.58	0.06	115.52	0.03
Net Income	<u>97,576.23</u>	<u>103,400.00</u>	<u>(5,823.77)</u>	<u>210,603.20</u>	<u>151,375.23</u>	<u>59,227.96</u>	<u>4,998.54</u>

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
11 - Marketing**

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	233,786.01	233,786.01	0.00	1,335,305.15	1,335,305.15	0.00	2,968,666.00
4350-00 · Special Events (Marketing)	0.00	0.00	0.00	77,627.73	0.00	77,627.73	0.00
Total Income	233,786.01	233,786.01	0.00	1,412,932.88	1,335,305.15	77,627.73	2,968,666.00
Gross Profit	233,786.01	233,786.01	0.00	1,412,932.88	1,335,305.15	77,627.73	2,968,666.00
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375.00	1,375.00	0.00	6,875.00	6,875.00	0.00	16,500.00
5020-00 · P/R - Tax Expense	915.82	2,146.30	(1,230.48)	6,413.34	11,804.66	(5,391.32)	27,901.94
5030-00 · P/R - Health Insurance Expense	2,162.09	2,295.35	(133.26)	12,525.78	12,624.46	(98.68)	29,839.64
5040-00 · P/R - Workmans Comp	230.02	97.75	132.26	968.39	537.62	430.76	1,270.75
5060-00 · 401 (k)	466.26	806.89	(340.63)	3,379.10	4,437.93	(1,058.83)	10,489.66
5070-00 · Other Benefits and Expenses	225.59	152.08	73.50	495.47	836.46	(340.99)	1,977.08
5000-00 · Salaries & Wages - Other	15,321.19	22,371.90	(7,050.71)	84,707.83	123,045.45	(38,337.62)	290,834.34
Total 5000-00 · Salaries & Wages	20,695.97	29,245.29	(8,549.32)	115,364.91	160,161.60	(44,796.69)	378,813.44
5100-00 · Rent							
5110-00 · Utilities	96.77	138.06	(41.29)	660.84	631.02	29.82	1,650.09
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	71.90	10.58	61.32	1,749.82
5150-00 · Office - Cleaning	169.23	169.22	0.01	1,139.99	1,140.75	(0.76)	2,309.95
5100-00 · Rent - Other	1,929.15	1,885.59	43.56	9,636.75	9,973.10	(336.35)	23,259.14
Total 5100-00 · Rent	2,195.15	2,192.87	2.28	11,509.48	11,755.45	(245.97)	28,969.00
5310-00 · Telephone							
5320-00 · Telephone	570.62	455.89	114.73	2,845.65	2,267.77	577.88	5,459.00
Total 5310-00 · Telephone	570.62	455.89	114.73	2,845.65	2,267.77	577.88	5,459.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	15.73	(15.73)	0.00	62.92	(62.92)	173.03
5480-00 · Mail - Fed Ex	0.00	45.45	(45.45)	69.24	281.80	(212.56)	599.97
5420-00 · Mail - USPS - Other	82.20	0.00	82.20	357.20	0.00	357.20	0.00
Total 5420-00 · Mail - USPS	82.20	61.18	21.02	426.44	344.72	81.72	773.00
5510-00 · Insurance/Bonding							
5520-00 · Supplies	201.93	176.56	25.37	946.81	824.03	122.78	2,060.00
5525-00 · Supplies- Computer <\$1000							
5520-00 · Supplies - Other	85.79	0.00	85.79	110.65	177.14	(66.49)	201.31
5520-00 · Supplies - Other	94.79	247.49	(152.70)	739.19	1,156.26	(417.07)	2,888.69
Total 5520-00 · Supplies	180.58	247.49	(66.91)	849.84	1,333.40	(483.56)	3,090.00
5610-00 · Depreciation							
5700-00 · Equipment Support & Maintenance	20.19	101.51	(81.32)	101.75	449.43	(347.68)	1,160.00
5710-00 · Taxes, Licenses & Fees	0.00	313.01	(313.01)	1,450.00	1,652.93	(202.93)	3,844.00
5740-00 · Equipment Rental/Leasing	0.00	46.82	(46.82)	0.00	187.26	(187.26)	515.00
5740-00 · Equipment Rental/Leasing	0.00	173.66	(173.66)	902.45	844.38	58.07	2,060.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	4,811.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	2,000.00	(2,000.00)	0.00	4,000.00	(4,000.00)	8,631.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	680.00	0.00	680.00	920.00	0.00	920.00	0.00
5921-00 · Professional Fees - Other	8,250.00	0.00	8,250.00	32,156.25	0.00	32,156.25	0.00
Total 5900-00 · Professional Fees	8,930.00	0.00	8,930.00	33,076.25	0.00	33,076.25	0.00
5940-00 · Research & Planning Membership							
5941-00 · Research & Planning	0.00	0.00	0.00	0.00	2,552.00	(2,552.00)	2,552.00
5941-00 · Research & Planning	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	4,698.00
6020-00 · Programs							
6016-00 · Special Event Partnership	2,000.00	2,500.00	(500.00)	14,500.00	5,000.00	9,500.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	0.00	10,000.00	0.00	10,000.00	30,000.00
Total 6020-00 · Programs	2,000.00	2,500.00	(500.00)	24,500.00	5,000.00	19,500.00	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0.00	0.00	0.00	109,771.83	37,000.00	72,771.83	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-06 · Spartan	0.00	0.00	0.00	254,000.00	254,000.00	0.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	0.00	0.00	4,042.80	0.00	4,042.80	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	400.00	(400.00)	15,000.00	19,400.00	(4,400.00)	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	5,000.00	0.00	5,000.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	0.00	400.00	(400.00)	387,814.63	310,400.00	77,414.63	472,400.00
6421-00 · New Event Development							
6422-00 · Event Media	979.13	900.00	79.13	1,064.13	12,600.00	(11,535.87)	17,600.00
6422-03 · Human Powered Sports Campaign							
6422-03 · Human Powered Sports Campaign	73.77	0.00	73.77	73.77	0.00	73.77	25,000.00
Total 6422-00 · Event Media	73.77	0.00	73.77	73.77	0.00	73.77	25,000.00
6424-00 · Event Operation Expenses							
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Total 6420-00 · Events	1,052.90	1,300.00	(247.10)	388,952.53	323,000.00	65,952.53	524,000.00

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

11 - Marketing

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
6490-00 · Classified Ads	0.00	0.00	0.00	50.00	0.00	50.00	0.00
6701-00 · Market Study Reports/Research	0.00	0.00	0.00	807.50	317.47	490.03	317.47
6730-00 · Marketing Cooperative/Media	52,333.33	52,333.33	0.00	425,772.65	425,772.65	0.00	1,301,821.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,479.94	5,000.00	(3,520.06)	8,876.88	35,000.00	(26,123.12)	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,479.94	5,000.00	(3,520.06)	8,876.88	35,000.00	(26,123.12)	84,000.00
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	620.65	1,000.00	(379.35)	770.65	6,560.12	(5,789.47)	20,000.00
6743-03 · Touch Lake Tahoe	7,602.50	0.00	7,602.50	7,602.50	0.00	7,602.50	20,000.00
6743-04 · High Notes	0.00	0.00	0.00	0.00	3,000.00	(3,000.00)	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	8,223.15	1,000.00	7,223.15	8,373.15	9,560.12	(1,186.97)	80,000.00
8200-00 · Associate Relations	0.00	56.18	(56.18)	75.00	224.74	(149.74)	618.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	45.00	0.00	45.00	0.00
8700-00 · Automobile Expenses	34.99	185.51	(150.52)	476.43	761.43	(285.00)	2,060.00
8750-00 · Meals/Meetings	84.57	325.21	(240.64)	521.72	1,328.53	(806.81)	3,605.00
8810-00 · Dues & Subscriptions	939.99	344.39	595.60	2,029.95	2,421.76	(391.81)	4,832.53
8910-00 · Travel	0.00	200.00	(200.00)	943.55	5,160.67	(4,217.12)	7,820.00
Total Expense	99,025.51	98,258.90	766.60	1,028,897.94	1,000,920.34	27,977.59	2,540,159.44
Net Ordinary Income	134,760.50	135,527.10	(766.60)	384,034.94	334,384.80	49,650.13	428,506.55
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6.18			31.50			
Total Other Income	6.18			31.50			
Other Expense							
8990-00 · Allocated	34,097.88	35,295.29	(1,197.41)	172,004.31	173,808.41	(1,804.10)	428,506.50
Total Other Expense	34,097.88	35,295.29	(1,197.41)	172,004.31	173,808.41	(1,804.10)	428,506.50
Net Other Income	(34,091.70)	(35,295.29)	1,203.59	(171,972.81)	(173,808.41)	1,835.60	(428,506.50)
Net Income	100,668.80	100,231.81	436.98	212,062.13	160,576.39	51,485.73	0.05

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

30 - Conference

	Nov 17	Budget	\$ Over Bud...	Jul - Nov 17	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	23,238.33	23,238.33	0.00	105,008.98	105,008.98	0.00	294,689.00
4205-00 · Conference Dues	916.67	1,200.00	(283.33)	4,583.35	5,625.00	(1,041.65)	7,690.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0.00	817.03	(817.03)	1,780.00	5,622.94	(3,842.94)	8,951.95
4600-00 · Commissions - Other	(0.01)	6,139.51	(6,139.52)	45,889.61	71,321.27	(25,431.66)	92,115.05
Total 4600-00 · Commissions	(0.01)	6,956.54	(6,956.55)	47,669.61	76,944.21	(29,274.60)	101,067.00
Total Income	24,154.99	31,394.87	(7,239.88)	157,261.94	187,578.19	(30,316.25)	403,446.00
Gross Profit	24,154.99	31,394.87	(7,239.88)	157,261.94	187,578.19	(30,316.25)	403,446.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0.00	0.00	0.00	6,823.54	16,693.87	(9,870.33)	31,377.74
5020-00 · P/R - Tax Expense	1,000.61	783.58	217.03	5,666.27	6,540.88	(874.61)	14,996.89
5030-00 · P/R - Health Insurance Expense	1,316.87	1,153.37	163.50	7,133.33	6,674.53	458.80	15,811.17
5040-00 · P/R - Workmans Comp	150.40	166.01	(15.61)	648.35	678.15	(29.80)	1,104.71
5060-00 · 401 (K)	532.66	418.72	113.94	3,013.54	3,470.76	(457.22)	7,263.48
5070-00 · Other Benefits and Expenses	16.98	16.98	0.00	184.90	217.92	(33.02)	778.76
5000-00 · Salaries & Wages - Other	11,425.74	10,469.18	956.56	61,649.33	59,788.05	1,861.28	138,668.25
Total 5000-00 · Salaries & Wages	14,443.26	13,007.84	1,435.42	85,119.26	94,064.16	(8,944.90)	210,001.00
5100-00 · Rent							
5110-00 · Utilities	48.38	69.03	(20.65)	328.29	316.68	11.61	828.12
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	35.94	5.29	30.65	907.24
5150-00 · Office - Cleaning	84.62	84.62	0.00	570.02	570.40	(0.38)	1,155.04
5100-00 · Rent - Other	923.08	985.44	(62.36)	4,615.40	4,695.50	(80.10)	11,594.58
Total 5100-00 · Rent	1,056.08	1,139.09	(83.01)	5,549.65	5,587.87	(38.22)	14,484.98
5310-00 · Telephone							
5320-00 · Telephone	247.89	247.06	0.83	1,280.37	1,201.36	79.01	3,164.00
Total 5310-00 · Telephone	247.89	247.06	0.83	1,280.37	1,201.36	79.01	3,164.00
5420-00 · Mail - USPS	35.62	79.00	(43.38)	165.62	244.00	(78.38)	309.00
5510-00 · Insurance/Bonding	182.70	149.30	33.40	861.43	775.75	85.68	1,442.00
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0.00			72.99			139.62
5520-00 · Supplies - Other	26.21	15.15	11.06	158.19	193.75	(35.56)	370.38
Total 5520-00 · Supplies	26.21	15.15	11.06	231.18	193.75	37.43	510.00
5610-00 · Depreciation	8.75	10.91	(2.16)	45.91	95.77	(49.86)	249.00
5700-00 · Equipment Support & Maintenance	0.00	40.00	(40.00)	1,029.99	492.12	537.87	1,100.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	154.27	(154.27)	206.00
5740-00 · Equipment Rental/Leasing	0.00	144.26	(144.26)	521.12	673.75	(152.63)	1,660.00
5830-00 · Commission Due to Third Party	0.00			765.00			
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	45,833.35	45,833.35	0.00	110,000.00
8200-00 · Associate Relations	0.00	46.82	(46.82)	0.00	187.28	(187.28)	515.00
8500-00 · Credit Card Fees	90.00			90.00			
8700-00 · Automobile Expenses	0.00	0.00	0.00	0.00	147.96	(147.96)	412.00
8750-00 · Meals/Meetings	0.00	0.00	0.00	0.00	0.00	0.00	350.00
8810-00 · Dues & Subscriptions	0.00	0.00	0.00	0.00	340.00	(340.00)	809.00
Total Expense	25,257.18	24,046.10	1,211.08	141,492.88	149,991.39	(8,498.51)	345,211.98
Net Ordinary Income	(1,102.19)	7,348.77	(8,450.96)	15,769.06	37,586.80	(21,817.74)	58,234.02
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,634.18	4,667.20	(33.02)	23,376.77	24,526.50	(1,149.73)	58,234.00
Total Other Expense	4,634.18	4,667.20	(33.02)	23,376.77	24,526.50	(1,149.73)	58,234.00
Net Other Income	(4,634.18)	(4,667.20)	33.02	(23,376.77)	(24,526.50)	1,149.73	(58,234.00)
Net Income	(5,736.37)	2,681.57	(8,417.94)	(7,607.71)	13,060.30	(20,668.01)	0.02

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
41 - Transportation

	Nov 17	Budget	\$ Over Bud...	Jul - Nov 17	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,017.33	3,017.33	0.00	25,515.32	25,515.32	0.00	31,048.00
Total Income	3,017.33	3,017.33	0.00	25,515.32	25,515.32	0.00	31,048.00
Gross Profit	3,017.33	3,017.33	0.00	25,515.32	25,515.32	0.00	31,048.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	58.76	102.10	(43.34)	1,099.87	561.56	538.31	1,327.31
5030-00 · P/R - Health Insurance Expense	14.91	95.17	(80.26)	176.85	523.47	(346.62)	1,237.25
5040-00 · P/R - Workmans Comp	6.19	3.95	2.24	88.15	21.71	66.44	51.31
5060-00 · 401 (k)	30.90	47.82	(16.92)	579.22	262.98	316.24	621.60
5070-00 · Other Benefits and Expenses	0.85	1.32	(0.47)	14.86	7.27	7.59	17.18
5000-00 · Salaries & Wages - Other	864.80	503.27	361.53	7,158.41	10,395.42	(3,237.01)	14,305.34
Total 5000-00 · Salaries & Wages	976.41	753.63	222.78	9,117.36	11,772.41	(2,655.05)	17,559.99
5100-00 · Rent							
5110-00 · Utilities	2.43	3.66	(1.23)	56.22	49.64	6.58	75.20
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	1.80	0.00	1.80	115.82
5150-00 · Office - Cleaning	4.23	5.27	(1.04)	101.46	61.08	40.38	97.98
5100-00 · Rent - Other	46.15	52.87	(6.72)	553.83	551.86	1.97	921.99
Total 5100-00 · Rent	52.81	61.80	(8.99)	713.31	662.58	50.73	1,210.99
5310-00 · Telephone							
5320-00 · Telephone	25.10	9.77	15.33	395.73	216.56	179.17	285.00
Total 5310-00 · Telephone	25.10	9.77	15.33	395.73	216.56	179.17	285.00
5420-00 · Mail - USPS	2.74	0.00	2.74	47.74	50.00	(2.26)	50.00
5510-00 · Insurance/Bonding	7.52	21.85	(14.33)	40.18	106.00	(65.82)	259.00
5520-00 · Supplies	1.32	12.51	(11.19)	22.93	56.01	(33.08)	309.00
5610-00 · Depreciation	0.63	37.71	(37.08)	9.24	162.03	(152.79)	426.00
5700-00 · Equipment Support & Maintenance	0.00	33.50	(33.50)	126.75	139.00	(12.25)	494.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	94.93	(94.93)	124.00
5740-00 · Equipment Rental/Leasing	0.00	19.79	(19.79)	242.79	191.51	51.28	330.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	3,000.00	406.00	2,594.00	406.00
5941-00 · Research & Planning	0.00	144.91	(144.91)	1,891.25	954.64	936.61	1,969.00
8500-00 · Credit Card Fees	4.50	0.00	4.50	4.50	0.00	4.50	0.00
8700-00 · Automobile Expenses	3.10	0.00	3.10	62.41	0.00	62.41	0.00
8750-00 · Meals/Meetings	13.35	0.00	13.35	67.25	0.00	67.25	0.00
8810-00 · Dues & Subscriptions	0.00	280.91	(280.91)	2.25	1,123.64	(1,121.39)	3,144.00
Total Expense	1,087.48	1,376.38	(288.90)	15,743.69	15,935.31	(191.62)	26,566.98
Net Ordinary Income	1,929.85	1,640.95	288.90	9,771.63	9,580.01	191.62	4,481.02
Other Income/Expense							
Other Expense							
8990-00 · Allocated	356.66	65.71	290.95	1,799.14	3,941.24	(2,142.10)	4,481.00
Total Other Expense	356.66	65.71	290.95	1,799.14	3,941.24	(2,142.10)	4,481.00
Net Other Income	(356.66)	(65.71)	(290.95)	(1,799.14)	(3,941.24)	2,142.10	(4,481.00)
Net Income	1,573.19	1,575.24	(2.05)	7,972.49	5,638.77	2,333.72	0.02

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Nov 17	Budget	\$ Over Bud...	Jul - Nov 17	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,019.83	31,019.83	0.00	147,178.55	147,178.55	0.00	401,760.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	560.45	200.00	360.45	7,287.45	5,600.00	1,687.45	7,000.00
46000 · Merchandise Sales - Other	3,500.84	3,821.21	(320.37)	43,316.08	42,004.07	1,312.01	92,000.00
Total 46000 · Merchandise Sales	4,061.29	4,021.21	40.08	50,603.53	47,604.07	2,999.46	99,000.00
Total Income	35,081.12	35,041.04	40.08	197,782.08	194,782.62	2,999.46	500,760.00
Gross Profit	35,081.12	35,041.04	40.08	197,782.08	194,782.62	2,999.46	500,760.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	767.01	1,324.16	(557.15)	7,091.02	8,896.67	(1,805.65)	19,634.76
5030-00 · P/R - Health Insurance Expense	1,916.56	2,135.01	(218.45)	9,222.23	11,742.55	(2,520.32)	27,755.13
5040-00 · P/R - Workmans Comp	168.09	66.24	101.84	724.61	364.35	360.25	861.21
5060-00 · 401 (k)	413.69	544.98	(131.29)	3,116.16	2,997.42	118.73	7,084.82
5070-00 · Other Benefits and Expenses	50.47	47.43	3.03	251.88	260.90	(9.02)	616.69
5000-00 · Salaries & Wages - Other	11,313.75	12,249.08	(935.33)	73,413.44	80,817.96	(7,404.52)	179,410.09
Total 5000-00 · Salaries & Wages	14,629.57	16,366.92	(1,737.35)	93,819.34	105,079.86	(11,260.52)	235,362.70
5100-00 · Rent							
5110-00 · Utilities	501.95	617.33	(115.38)	2,579.14	2,989.33	(410.19)	7,310.65
5140-00 · Repairs & Maintenance	0.00	157.39	(157.39)	109.00	629.57	(520.57)	1,731.33
5150-00 · Office - Cleaning	42.31	197.12	(154.81)	285.01	838.48	(553.47)	2,218.33
5100-00 · Rent - Other	6,611.54	7,640.05	(1,028.51)	32,457.70	36,650.33	(4,192.63)	90,130.29
Total 5100-00 · Rent	7,155.80	8,611.89	(1,456.09)	35,430.85	41,107.72	(5,676.87)	101,390.62
5310-00 · Telephone							
5320-00 · Telephone	323.26	296.79	26.46	1,521.96	1,527.46	(5.50)	3,789.00
Total 5310-00 · Telephone	323.26	296.79	26.46	1,521.96	1,527.46	(5.50)	3,789.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	51.91	(51.91)	0.00	249.17	(249.17)	612.54
5480-00 · Mail - Fed Ex	0.00	1.36	(1.36)	51.30	55.44	(4.14)	64.60
5420-00 · Mail - USPS - Other	35.62	27.04	8.58	165.62	108.16	57.46	297.44
Total 5420-00 · Mail - USPS	35.62	80.31	(44.69)	216.92	412.77	(195.85)	974.58
5510-00 · Insurance/Bonding	240.39	173.18	67.21	1,133.45	847.70	285.75	2,059.80
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0.00	81.82	(81.82)	759.95	327.28	432.67	993.04
5520-00 · Supplies - Other	225.55	264.78	(39.23)	1,578.28	1,366.50	211.78	3,219.96
Total 5520-00 · Supplies	225.55	346.60	(121.05)	2,338.23	1,693.78	644.45	4,213.00
5610-00 · Depreciation	126.70	92.34	34.36	635.66	402.63	233.03	1,049.01
5700-00 · Equipment Support & Maintenance	0.00	171.18	(171.18)	1,185.00	964.72	220.28	2,313.00
5710-00 · Taxes, Licenses & Fees	0.00	28.09	(28.09)	15.00	112.36	(97.36)	308.99
5740-00 · Equipment Rental/Leasing	19.53	522.97	(503.44)	825.05	2,445.24	(1,620.19)	6,106.00
5800-00 · Training Seminars	0.00	53.64	(53.64)	0.00	214.56	(214.56)	590.00
5815 · Training Video Series	0.00			408.00			5,000.00
5850-00 · Artist of Month - Commissions	1,697.15	227.27	1,469.88	2,588.90	909.08	1,679.82	2,500.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program	0.00	0.00	0.00	600.00	0.00	600.00	0.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	73.80	179.64	(105.84)	519.12	868.56	(349.44)	2,126.04
52500 · Purchase Discounts	0.00	(118.61)	118.61	(620.80)	(474.44)	(146.36)	(1,304.71)
59900 · POS Inventory Adjustments	394.58	103.14	291.44	472.25	487.56	(15.31)	1,209.54
8100-00 · Cost of Goods Sold - Other	2,350.39	1,869.07	481.32	24,940.73	22,304.91	2,635.82	47,769.13
Total 8100-00 · Cost of Goods Sold	2,818.77	2,033.24	785.53	25,311.30	23,186.59	2,124.71	49,800.00
8200-00 · Associate Relations	0.00	36.25	(36.25)	234.77	437.54	(202.77)	635.00
8500-00 · Credit Card Fees	224.51	284.97	(60.46)	1,616.62	1,683.73	(67.11)	3,487.00
8700-00 · Automobile Expenses	35.85	379.55	(343.70)	324.75	757.88	(433.13)	1,236.00
8750-00 · Meals/Meetings	64.86	143.59	(78.73)	207.75	308.45	(100.70)	1,187.00
8810-00 · Dues & Subscriptions	49.99	49.99	0.00	249.95	249.95	0.00	1,133.00
8910-00 · Travel	0.00	213.48	(213.48)	0.00	213.48	(213.48)	345.00
Total Expense	27,647.55	30,112.26	(2,464.71)	168,663.50	182,555.50	(13,892.00)	428,479.70
Net Ordinary Income	7,433.57	4,928.77	2,504.79	29,118.58	12,227.11	16,891.46	72,280.29
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,751.61	5,898.64	(147.03)	29,013.59	29,703.32	(689.73)	72,280.99
Total Other Expense	5,751.61	5,898.64	(147.03)	29,013.59	29,703.32	(689.73)	72,280.99

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	<u>Nov 17</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul - Nov 17</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
Net Other Income	(5,751.61)	(5,898.64)	147.03	(29,013.59)	(29,703.32)	689.73	(72,280.99)
Net Income	<u>1,681.96</u>	<u>(969.86)</u>	<u>2,651.82</u>	<u>104.99</u>	<u>(17,476.20)</u>	<u>17,581.19</u>	<u>(0.69)</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

50 - Infrastructure

	Nov 17	Budget	\$ Over Bud...	Jul - Nov 17	YTD Budget	\$ Over Bud...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	5,521.50	5,521.50	0.00	35,520.00	35,520.00	0.00	51,437.00
Total Income	5,521.50	5,521.50	0.00	35,520.00	35,520.00	0.00	51,437.00
Gross Profit	5,521.50	5,521.50	0.00	35,520.00	35,520.00	0.00	51,437.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	146.96	188.17	(41.21)	1,496.78	1,034.95	461.83	2,446.23
5030-00 · P/R - Health Insurance Expense	37.26	211.45	(174.19)	263.29	1,162.95	(899.66)	2,748.80
5040-00 · P/R - Workmans Comp	18.84	8.50	10.34	126.10	46.74	79.36	110.48
5060-00 · 401 (k)	77.28	97.48	(20.20)	787.93	536.16	251.77	1,267.27
5070-00 · Other Benefits and Expenses	2.12	2.80	(0.68)	18.65	15.39	3.26	36.39
5000-00 · Salaries & Wages - Other	2,161.98	1,777.23	384.75	12,926.67	15,870.19	(2,943.52)	29,334.80
Total 5000-00 · Salaries & Wages	2,444.44	2,285.63	158.81	15,619.42	18,666.38	(3,046.96)	35,943.97
5100-00 · Rent							
5110-00 · Utilities	6.05	9.79	(3.74)	92.66	74.16	18.50	142.65
5140-00 · Repairs & Maintenance	0.00	19.97	(19.97)	4.49	79.88	(75.39)	219.69
5150-00 · Office - Cleaning	10.58	13.26	(2.68)	128.59	93.04	35.55	185.85
5100-00 · Rent - Other	115.38	128.04	(12.66)	830.75	852.54	(21.79)	1,748.81
Total 5100-00 · Rent	132.01	171.06	(39.05)	1,056.49	1,099.62	(43.13)	2,297.00
5310-00 · Telephone							
5320-00 · Telephone	115.06	35.77	79.29	686.54	320.56	365.98	571.00
Total 5310-00 · Telephone	115.06	35.77	79.29	686.54	320.56	365.98	571.00
5420-00 · Mail - USPS	13.70	0.00	13.70	78.70	50.00	28.70	50.00
5510-00 · Insurance/Bonding	20.14	21.85	(1.71)	97.84	106.00	(8.16)	259.00
5520-00 · Supplies	3.28	27.39	(24.11)	40.49	117.26	(76.77)	309.00
5610-00 · Depreciation	3.49	37.71	(34.22)	20.68	162.03	(141.35)	426.00
5700-00 · Equipment Support & Maintenance	0.00	56.73	(56.73)	126.75	282.92	(156.17)	680.00
5710-00 · Taxes, Licenses & Fees	0.00	34.82	(34.82)	0.00	139.28	(139.28)	473.00
5740-00 · Equipment Rental/Leasing	0.00	127.79	(127.79)	568.14	623.51	(55.37)	2,223.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	0.00	406.00	(406.00)	406.00
5941-00 · Research & Planning	0.00	0.00	0.00	375.00	375.00	0.00	375.00
8500-00 · Credit Card Fees	10.13	0.00	10.13	10.13	0.00	10.13	0.00
8700-00 · Automobile Expenses	7.76	0.00	7.76	103.99	0.00	103.99	0.00
8750-00 · Meals/Meetings	3.38	0.00	3.38	18.14	0.00	18.14	0.00
8810-00 · Dues & Subscriptions	0.00	0.00	0.00	2.25	0.00	2.25	0.00
Total Expense	2,753.39	2,798.75	(45.36)	18,804.56	22,348.56	(3,544.00)	44,012.97
Net Ordinary Income	2,768.11	2,722.75	45.36	16,715.44	13,171.44	3,544.00	7,424.03
Other Income/Expense							
Other Expense							
8990-00 · Allocated	590.60	317.66	272.94	2,979.25	5,068.19	(2,088.94)	7,424.00
Total Other Expense	590.60	317.66	272.94	2,979.25	5,068.19	(2,088.94)	7,424.00
Net Other Income	(590.60)	(317.66)	(272.94)	(2,979.25)	(5,068.19)	2,088.94	(7,424.00)
Net Income	2,177.51	2,405.09	(227.58)	13,736.19	8,103.25	5,632.94	0.03

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
60 - Membership**

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,215.17	11,000.00	215.17	57,039.73	55,000.00	2,039.73	150,000.00
4201-00 · New Member Fees	0.00	0.00	0.00	75.00	75.00	0.00	75.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0.00			0.00			12,000.00
4250-05 · Sponsorships	0.00			0.00			6,500.00
4250-01 · Community Awards - Other	0.00			0.00			22,500.00
Total 4250-01 · Community Awards	0.00			0.00			41,000.00
4250-02 · Chamber Events	53.00	0.00	53.00	53.00	0.00	53.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	3,409.44	4,300.00	(890.56)	7,300.00
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	404.86	750.00	(345.14)	1,369.40	3,000.00	(1,630.60)	8,250.00
Total 4251-00 · Tues AM Breakfast Club	404.86	750.00	(345.14)	1,369.40	3,000.00	(1,630.60)	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	(175.00)	1,119.95	700.00	419.95	1,925.00
Total 4250-00 · Revenues-Membership Activities	457.86	925.00	(467.14)	5,951.79	8,000.00	(2,048.21)	73,200.00
Total Income	11,673.03	11,925.00	(251.97)	63,066.52	63,075.00	(8.48)	223,275.00
Gross Profit	11,673.03	11,925.00	(251.97)	63,066.52	63,075.00	(8.48)	223,275.00
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375.00)	(1,375.00)	0.00	(6,875.00)	(6,875.00)	0.00	(16,500.00)
5020-00 · P/R - Tax Expense	491.14	525.00	(33.86)	2,794.82	2,915.00	(120.18)	6,852.50
5030-00 · P/R - Health Insurance Expense	878.98	950.00	(71.02)	5,424.50	5,490.39	(65.89)	12,990.39
5040-00 · P/R - Workmans Comp	70.78	75.00	(4.22)	293.52	405.00	(111.48)	930.00
5060-00 · 401 (k)	215.90	320.00	(104.10)	1,275.21	1,385.00	(109.79)	3,785.00
5070-00 · Other Benefits and Expenses	21.89	93.00	(71.11)	79.45	193.00	(113.55)	844.00
5000-00 · Salaries & Wages - Other	7,611.06	7,800.00	(188.94)	38,791.54	39,050.00	(258.46)	97,550.00
Total 5000-00 · Salaries & Wages	7,914.75	8,388.00	(473.25)	41,784.04	42,563.39	(779.35)	106,451.89
5100-00 · Rent							
5110-00 · Utilities	37.50	50.00	(12.50)	240.57	250.00	(9.43)	600.00
5140-00 · Repairs & Maintenance	0.00	55.00	(55.00)	27.86	220.00	(192.14)	605.00
5150-00 · Office - Cleaning	65.58	75.00	(9.42)	426.12	460.00	(33.88)	1,090.00
5100-00 · Rent - Other	798.38	725.00	73.38	3,913.67	3,625.00	288.67	8,700.00
Total 5100-00 · Rent	901.46	905.00	(3.54)	4,608.22	4,555.00	53.22	10,995.00
5310-00 · Telephone							
5320-00 · Telephone	245.88	219.00	26.88	1,255.75	1,156.00	99.75	2,686.00
Total 5310-00 · Telephone	245.88	219.00	26.88	1,255.75	1,156.00	99.75	2,686.00
5420-00 · Mail - USPS	21.92	50.00	(28.08)	101.92	250.00	(148.08)	1,000.00
5510-00 · Insurance/Bonding	76.92	55.00	21.92	365.33	360.00	5.33	745.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	72.99	0.00	72.99	750.00
5520-00 · Supplies - Other	56.30	100.00	(43.70)	277.61	515.00	(237.39)	1,250.00
Total 5520-00 · Supplies	56.30	100.00	(43.70)	350.60	515.00	(164.40)	2,000.00
5610-00 · Depreciation	5.29	15.00	(9.71)	27.88	75.00	(47.12)	180.00
5700-00 · Equipment Support & Maintenance	0.00	55.00	(55.00)	539.25	940.00	(400.75)	1,325.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	50.00	(50.00)	200.00
5740-00 · Equipment Rental/Leasing	0.00	250.00	(250.00)	765.37	1,240.00	(474.63)	2,990.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	50.95			50.95			
6436-00 · Membership - Wnt/Sum Rec Lunch	150.00	0.00	150.00	2,716.40	2,760.00	(43.60)	4,185.00
6437-00 · Tuesday Morning Breakfast Club	607.50	650.00	(42.50)	1,809.00	2,600.00	(791.00)	7,150.00
6442-00 · Public Relations/Website	291.69	280.00	11.69	1,398.45	1,400.00	(1.55)	8,465.00
6444-00 · Trades	255.00	0.00	255.00	835.00	855.00	(20.00)	2,130.00
6423-00 · Membership Activities - Other	0.00	75.00	(75.00)	16.55	225.00	(208.45)	750.00
Total 6423-00 · Membership Activities	1,355.14	1,005.00	350.14	6,826.35	7,840.00	(1,013.65)	41,180.00
8200-00 · Associate Relations	0.00	25.00	(25.00)	0.00	100.00	(100.00)	275.00
8500-00 · Credit Card Fees	163.16	195.00	(31.84)	871.11	915.00	(43.89)	2,580.00
8700-00 · Automobile Expenses	118.40	75.00	43.40	402.83	375.00	27.83	1,025.00
8750-00 · Meals/Meetings	0.00	40.00	(40.00)	0.00	160.00	(160.00)	440.00
8810-00 · Dues & Subscriptions	6.00	50.00	(44.00)	276.67	415.00	(138.33)	765.00
8920-00 · Bad Debt	1,106.00	585.00	521.00	7,993.00	6,205.00	1,788.00	10,681.00
Total Expense	11,971.22	12,012.00	(40.78)	66,168.32	67,714.39	(1,546.07)	186,768.89
Net Ordinary Income	(298.19)	(87.00)	(211.19)	(3,101.80)	(4,639.39)	1,537.59	36,506.11
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,507.16	2,436.85	70.31	12,647.17	13,887.88	(1,240.71)	31,506.99
Total Other Expense	2,507.16	2,436.85	70.31	12,647.17	13,887.88	(1,240.71)	31,506.99
Net Other Income	(2,507.16)	(2,436.85)	(70.31)	(12,647.17)	(13,887.88)	1,240.71	(31,506.99)
Net Income	(2,805.35)	(2,523.85)	(281.50)	(15,748.97)	(18,527.27)	2,778.30	4,999.12

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
70 - Administration

	Nov 17	Budget	\$ Over Budget	Jul - Nov 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,093.24	2,561.13	(467.89)	11,750.86	14,086.18	(2,335.32)	33,294.63
5030-00 · P/R - Health Insurance Expense	1,005.77	2,586.03	(1,580.26)	5,548.51	14,223.19	(8,674.68)	33,618.44
5040-00 · P/R - Workmans Comp	240.38	153.63	86.75	964.68	844.94	119.74	1,997.15
5060-00 · 401 (k)	846.52	438.48	408.04	3,736.55	2,411.65	1,324.90	5,700.26
5070-00 · Other Benefits and Expenses	42.32	97.89	(55.57)	199.22	538.36	(339.14)	1,272.51
5000-00 · Salaries & Wages - Other	31,018.33	30,435.85	582.48	159,063.31	154,684.89	4,378.42	395,665.55
Total 5000-00 · Salaries & Wages	35,246.56	36,273.01	(1,026.45)	181,263.13	186,789.21	(5,526.08)	471,548.54
5100-00 · Rent							
5110-00 · Utilities	99.19	116.94	(17.75)	616.79	587.76	29.03	1,406.34
5140-00 · Repairs & Maintenance	366.67	374.64	(7.97)	585.06	1,648.56	(1,063.50)	4,271.03
5150-00 · Office - Cleaning	173.45	170.52	2.93	1,053.81	837.08	216.73	2,030.77
5100-00 · Rent - Other	2,165.32	1,807.20	358.12	10,318.90	8,361.49	1,957.41	21,011.57
Total 5100-00 · Rent	2,804.63	2,469.30	335.33	12,574.56	11,434.89	1,139.67	28,719.71
5310-00 · Telephone							
5320-00 · Telephone	779.99	1,088.15	(308.16)	3,696.19	4,993.91	(1,297.72)	12,611.00
5350-00 · Internet	0.00			25.00			
Total 5310-00 · Telephone	779.99	1,088.15	(308.16)	3,721.19	4,993.91	(1,272.72)	12,611.00
5420-00 · Mail - USPS	82.20	42.82	39.38	366.20	421.28	(55.08)	721.00
5510-00 · Insurance/Bonding	231.97	146.78	85.19	1,088.76	723.50	365.26	1,751.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	53.61	0.00	53.61	53.61	1,000.00	(946.39)	2,000.00
5520-00 · Supplies - Other	377.43	420.87	(43.44)	1,893.19	2,263.88	(370.69)	5,210.00
Total 5520-00 · Supplies	431.04	420.87	10.17	1,946.80	3,263.88	(1,317.08)	7,210.00
5610-00 · Depreciation	51.30	175.67	(124.37)	257.30	788.32	(531.02)	2,018.00
5700-00 · Equipment Support & Maintenance	83.33	310.91	(227.58)	1,713.90	1,663.64	50.26	3,840.00
5710-00 · Taxes, Licenses & Fees	2,209.34	666.64	1,542.70	5,784.05	3,573.49	2,210.56	8,240.00
5740-00 · Equipment Rental/Leasing	0.00	218.45	(218.45)	1,101.53	1,045.81	55.72	2,575.00
5800-00 · Training Seminars	694.96	3,000.00	(2,305.04)	2,143.96	3,000.00	(856.04)	6,180.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	900.00	1,000.00	(100.00)	4,900.00	3,000.00	1,900.00	10,000.00
5920-00 · Professional Fees - Accountant	4,000.00	0.00	4,000.00	16,715.00	20,000.00	(3,285.00)	22,000.00
5921-00 · Professional Fees - Other	0.00	1,000.00	(1,000.00)	0.00	2,000.00	(2,000.00)	3,750.00
Total 5900-00 · Professional Fees	4,900.00	2,000.00	2,900.00	21,615.00	25,000.00	(3,385.00)	35,750.00
6490-00 · Classified Ads	0.00	70.27	(70.27)	0.00	281.08	(281.08)	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	(70.27)	0.00	281.08	(281.08)	773.00
8200-00 · Associate Relations	50.00	206.00	(156.00)	174.47	824.00	(649.53)	2,265.60
8300-00 · Board Functions	76.28	858.27	(781.99)	5,730.43	3,880.13	1,850.30	9,887.51
8500-00 · Credit Card Fees	115.37	0.00	115.37	115.37	47.94	67.43	0.00
8700-00 · Automobile Expenses	38.38	93.64	(55.26)	520.87	374.56	146.31	1,029.55
8750-00 · Meals/Meetings	8.77	125.09	(116.32)	388.38	515.36	(126.98)	1,391.00
8810-00 · Dues & Subscriptions	133.97	126.85	7.12	1,314.33	760.08	554.25	1,648.00
8910-00 · Travel	0.00	318.36	(318.36)	0.00	1,273.44	(1,273.44)	3,501.60
Total Expense	47,938.09	48,681.35	(743.26)	241,820.23	250,935.60	(9,115.37)	602,433.51
Net Ordinary Income	(47,938.09)	(48,681.35)	743.26	(241,820.23)	(250,935.60)	9,115.37	(602,433.51)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	16.49			84.08			
Total Other Income	16.49			84.08			
Other Expense							
8990-00 · Allocated	(47,938.09)	(48,681.35)	743.26	(241,820.23)	(250,935.60)	9,115.37	(602,433.51)
Total Other Expense	(47,938.09)	(48,681.35)	743.26	(241,820.23)	(250,935.60)	9,115.37	(602,433.51)
Net Other Income	47,954.58	48,681.35	(726.77)	241,904.31	250,935.60	(9,031.29)	602,433.51
Net Income	16.49	0.00	16.49	84.08	0.00	84.08	0.00

KEY METRICS FOR November 30, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Oct 2017)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	YOY % Change
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,488,550	5.10%
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	0.85%
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	7.51%
2013 - 2014	4,525,882	2,145,655	3,569,347	1,751,001	\$ 11,991,885	7.51%
2014 - 2015	4,693,908	2,527,485	3,513,547	1,868,362	\$ 12,603,302	7.51%
2015 - 2016	4,872,022	3,875,134	5,421,915	2,345,879	\$ 16,514,950	31.64%
2016 - 2017	5,502,162	3,350,880	6,119,926	3,320,993	\$ 18,293,961	
2017 - 2018	4,598,473	-	-	-	\$ 4,598,473	

updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru Nov 2017)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	25,961	24,716	23,356	24,546	5.10%
Phone	1,283	1,221	1,638	1,652	0.85%
Email	6,500	80	173	186	7.51%
Kings Beach (Walk In)		8,609	3,926	7,883	100.79%
NLT - Event Traffic		1,531	4,150	2,837	-31.64%
Total	33,744	36,157	33,243	37,104	11.61%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (as of Aug 2017, 6 mth lag)					
Quarter	2013	2014	2015	2016	YOY % Change
First (Jan - Mar)	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Second (Apr - May)	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Third (Jun - Aug)	\$ 861,729	\$ 885,368	\$ 875,768	\$ 905,415	3.39%
Fourth (Sep - Dec)	\$ 538,613	\$ 557,614	\$ 596,985	\$ 624,683	4.64%
Total	\$ 2,613,087	\$ 2,554,173	\$ 2,542,230	\$ 2,787,821	9.66%

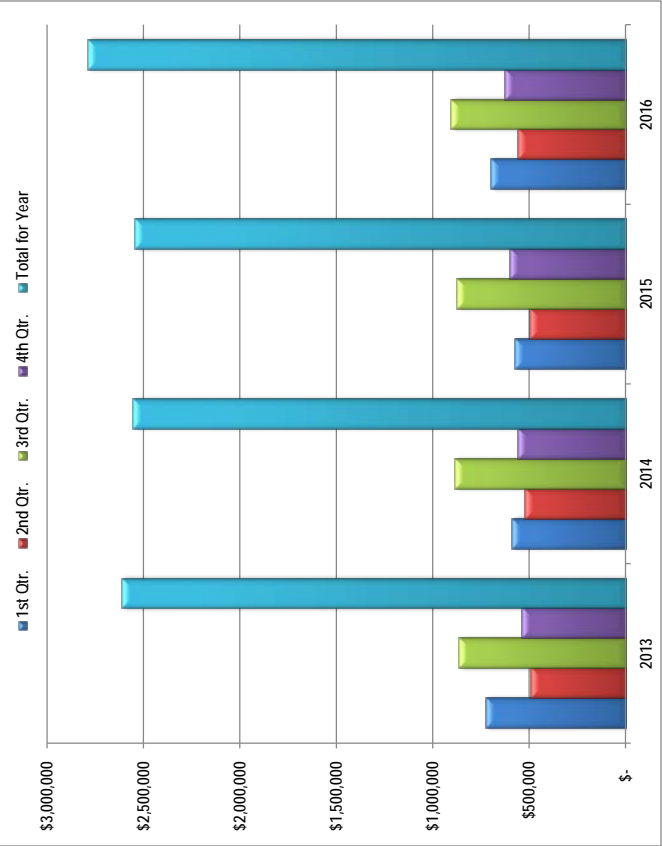
Unemployment Rates - EDD					
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	Nov 2017	
Placer County (367,309)	7.1%	6.7%	5.5%	4.6%	
Dollar Point (1,215)	6.0%	5.2%	4.7%	3.1%	
Kings Beach (3,893)	7.1%	6.1%	1.1%	1.5%	
Sunnyside/Tahoe City (1,557)	6.0%	6.8%	6.1%	5.2%	
Tahoe Vista (1,433)	7.0%	5.7%	5.1%	4.0%	
	10.1%	8.9%	4.3%	3.7%	

Destimetrics Reservations Activity	FYTD 16/17	FYTD 17/18	YOY % Change
Occupancy	31.7%	31.0%	-2.2%
ADR (Average Daily Rate)	\$ 204	\$ 211	3.8%
RevPAR (Rev per Available Room)	\$ 65	\$ 65	1.4%
Occupancy 1 Mth Forecast	37.4%	38.2%	2.2%
ADR 1 Mth Forecast	\$ 445	\$ 412	-7.5%
RevPAR 1 Mth Forecast	\$ 166	\$ 157	-5.4%
Occupancy (prior 6 months)	52.9%	52.3%	-1.2%
ADR (prior 6 months)	\$ 294	\$ 310	5.7%
RevPAR (prior 6 months)	\$ 155	\$ 162	4.4%
Occupancy (next 6 months)	19.6%	21.5%	9.6%
ADR (next 6 months)	\$ 347	\$ 341	-1.8%
RevPAR (next 6 months)	\$ 68	\$ 73	7.7%

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)	Total Chamber Membership
FY 2015-16 Contract	June 2014
FY 2016-17 Contract	June 2015
Total Fund Balances	June 2016
	June 2017
	Nov 2017

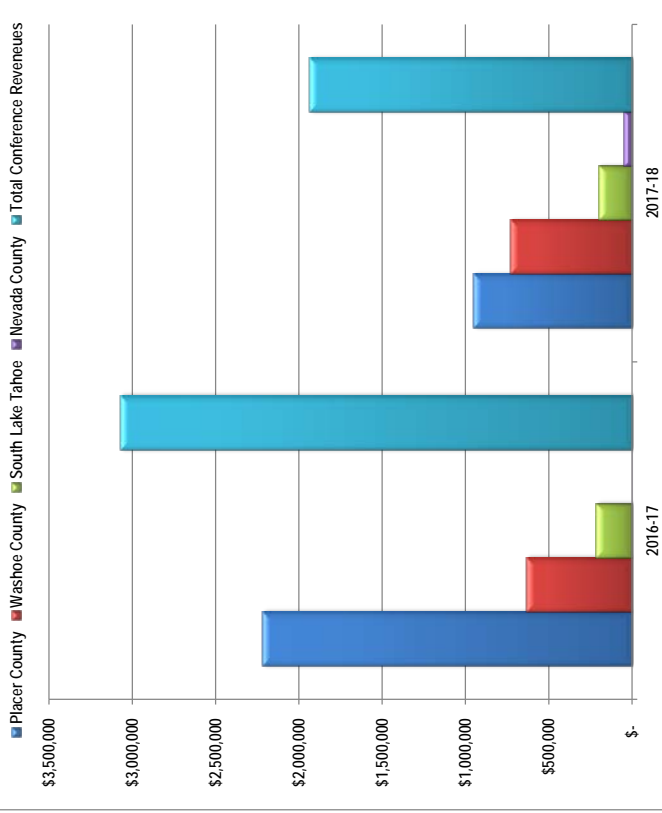
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 11/30/2017						
FORWARD LOOKING	2016-17		2017-18		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$3,964,368	\$ 3,073,290	\$ 1,939,710	\$ 1,939,710	-36.88%	
Commission for this Revenue	\$ 129,375	\$ 81,226	\$ 55,098	\$ 55,098	-32.17%	
Number of Room Nights	21,352	18,373	9,640	9,640	-47.53%	
Number of Bookings	79	52	43	43	-17.31%	
Conference Revenue And Percentage by County:						
	16-17	17-18				
Placer	72%	49%	\$2,506,277	\$ 2,220,853	\$ 956,130	-56.95%
Washoe	21%	38%	\$764,192	\$ 635,360	\$ 731,924	15.20%
South Lake	7%	10%	\$411,781	\$ 214,800	\$ 201,368	-6.25%
Nevada	0%	3%	\$12,118	\$ 2,277	\$ 50,288	2108.52%
Total Conference Revenue	100%	100%	\$3,694,368	\$ 3,073,290	\$ 1,939,710	-36.88%
CURRENT						
NLT - Annual Revenue Goal			\$ 3,000,000	\$ 2,500,000	\$ 2,500,000	-16.67%
Annual Commission Goal			\$ 135,000	\$ 70,000	\$ 70,000	-48.15%

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



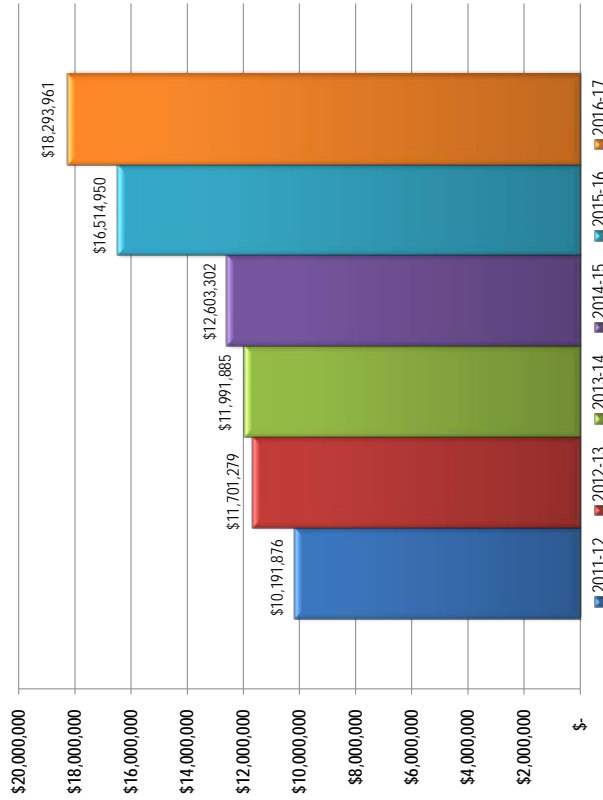
Quarter	2013	2014	2015	2016	YOY % Change
First (Jan - Mar)	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Second (Apr - May)	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Third (Jun - Aug)	\$ 861,729	\$ 885,368	\$ 875,768	\$ 905,415	3.39%
Fourth (Sep - Dec)	\$ 538,613	\$ 557,614	\$ 596,985	\$ 624,683	4.64%
Total	\$ 2,613,087	\$ 2,554,173	\$ 2,542,230	\$ 2,787,821	9.66%

Conference Revenue Statistics & Revenue Share by County



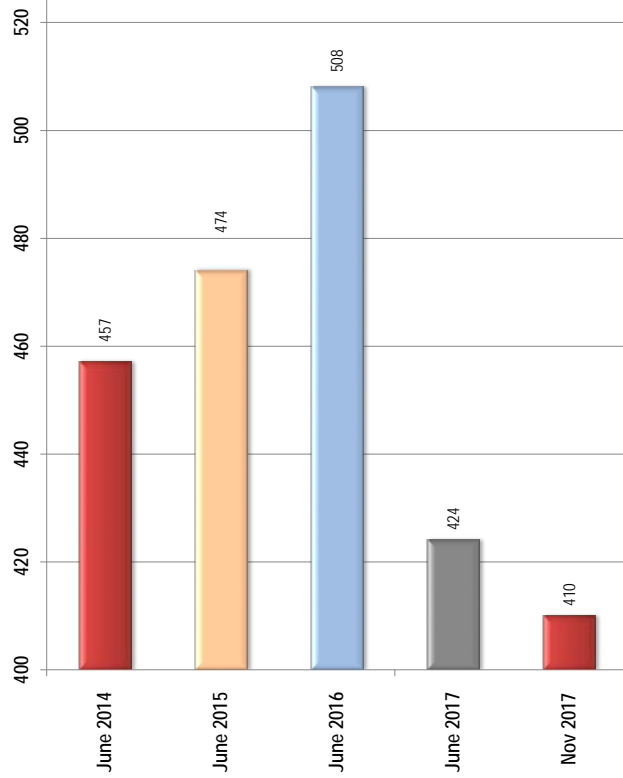
	2016-17	2017-18	YOY %
FORWARD LOOKING	Forecasted	Forecasted	Change
Total Revenue Booked	\$ 3,073,290	\$ 1,939,710	-36.88%
Commission for this Revenue	81,226	55,098	-32.17%
Number of Room Nights	18,373	9,640	-47.53%
Number of Bookings	52	43	-17.31%
CURRENT			
NLT - Annual Revenue Goal	\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal	\$ 135,000	\$ 70,000	-48.15%
Conference Revenue And Percentage by County:			
Placer	\$ 2,220,853	\$ 956,130	-56.95%
Washoe	\$ 635,360	\$ 731,924	15.20%
South Lake	\$ 214,800	\$ 201,368	-6.25%
Nevada	\$ 2,277	\$ 50,288	2108.52%
Total Conference Revenue	\$ 3,073,290	\$ 1,939,710	-36.88%

5-Year Annual TOT Collections (Fiscal Year Basis)

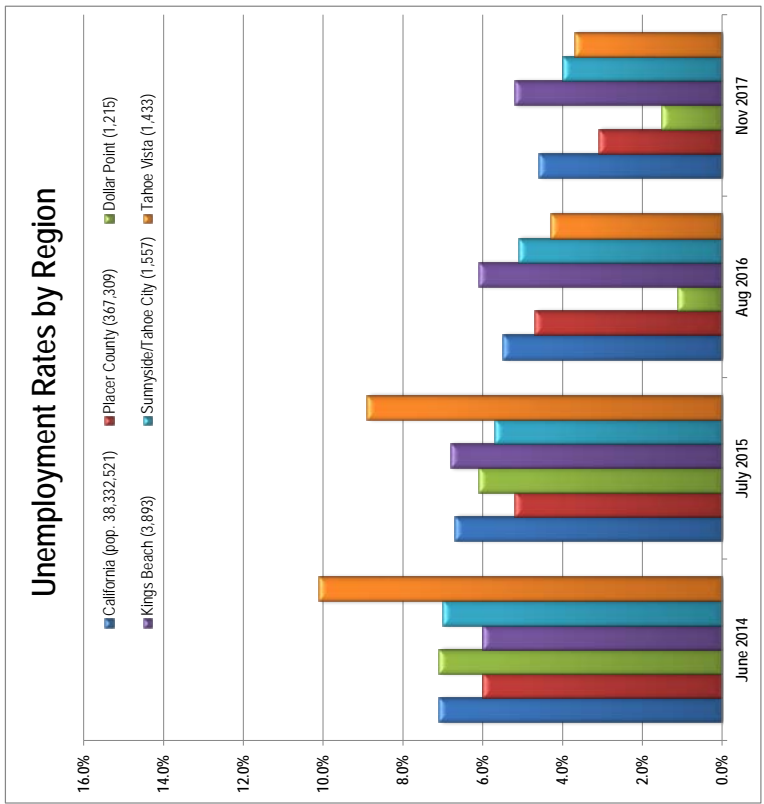


Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Oct 2017)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013 - 2014	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885
2014 - 2015	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302
2015 - 2016	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950
2016 - 2017	\$ 5,502,162	\$ 3,350,880	\$ 6,119,926	\$ 3,320,993	\$ 18,293,961
2017 - 2018	\$ 4,598,473	\$ -	\$ -	\$ -	\$ 4,598,473

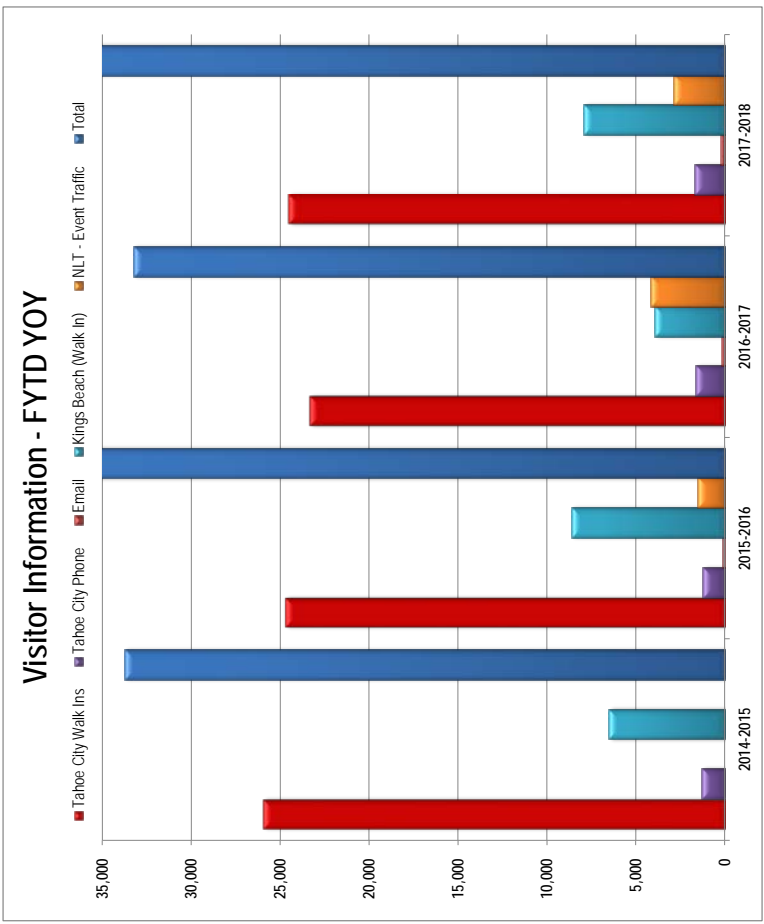
Chamber Membership (# of Members)



Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Nov 2017	410

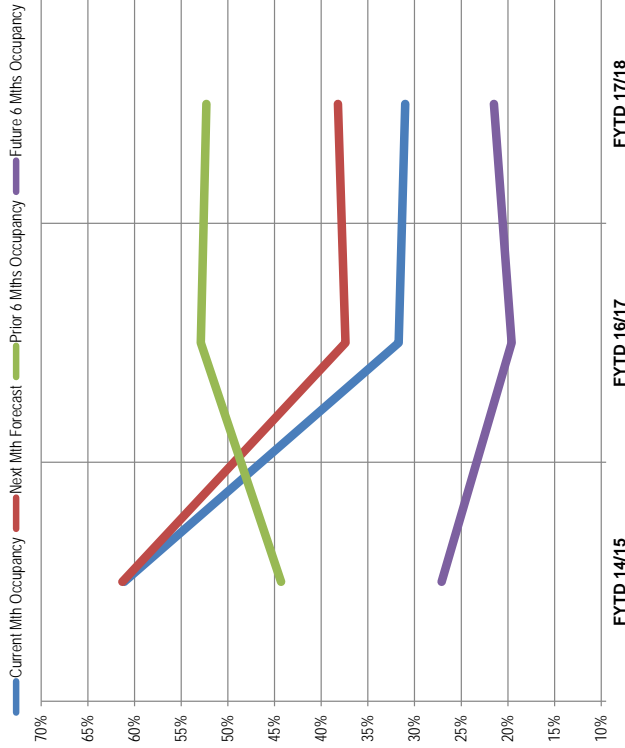


Unemployment Rates - EDD				
	June 2014	July 2015	Aug 2016	Nov 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.6%
Placer County (367,309)	6.0%	5.2%	4.7%	3.1%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.5%
Kings Beach (3,893)	6.0%	6.8%	6.1%	5.2%
Summerville/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.0%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.7%



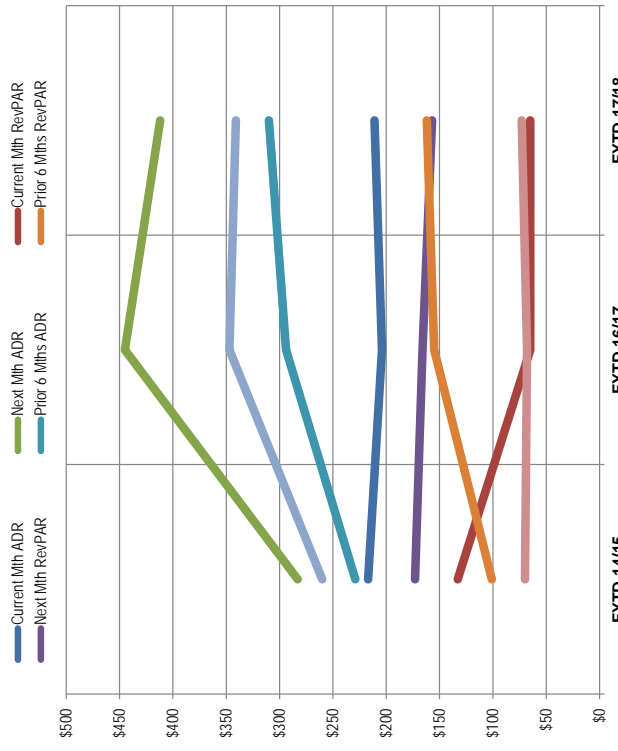
Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru Nov 2017)					
Referrals - Tahoe City:	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Walk In	25,961	24,716	23,356	24,546	5.10%
Phone	1,283	1,221	1,638	1,652	0.85%
Email	-	80	173	186	7.51%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	-	1,631	4,150	2,837	-31.64%
Total	33,744	36,157	33,243	37,104	11.61%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	31.7%	31.0%	-2.2%
Occupancy 1 Mth Forecast	61.3%	37.4%	38.2%	2.2%
Occupancy (prior 6 months)	44.3%	52.9%	52.3%	-1.2%
Occupancy (next 6 months)	27.1%	19.6%	21.5%	9.6%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$204	\$211	3.8%
RevPAR (Rev per Available Room)	\$283	\$445	\$412	-7.5%
ADR 1 Mth Forecast	\$173	\$166	\$157	-5.4%
RevPAR 1 Mth Forecast	\$229	\$294	\$310	5.7%
RevPAR (prior 6 months)	\$101	\$155	\$162	4.4%
RevPAR (next 6 months)	\$260	\$347	\$341	-1.8%
RevPAR (next 6 months)	\$70	\$68	\$73	7.7%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month Yr November 2017
 Employee Cindy Gustafson

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
11.02.17	A	Norfnstar	CC:NLTR	Balance for NLTRA Board Retreat	22.53		8300-0070
11.03.17	B	The Damn Café	80301032	Lunch with Andy and Brett during TD/CMO interviews	44.07		8750-0071
11.08.17	C	Adobe	ADB016450957	Month Subscription	14.99		8810-0070
	D						
	E						
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					81.59		

Signed By: Cindy Gustafson Approved By: _____
 Date: 12/4/17 Date: _____

ACCOUNTING	
DATE RECEIVED	DATE ENTERED
DEC 04 2017	DEC 15 2017
	DEC 15 2017
CFO APPROVAL	CFO APPROVAL DATE
DATE SCANNED	DATE SCANNED



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0100-8709
Statement Date NOV 28, 2017
Total Activity \$81.59

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

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

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0100-8709	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$81.59		\$0.00		\$0.00		\$81.59

ACCOUNT ACTIVITY					
Posting Date	Transaction Date	Reference Number	Transaction Description		Amount
11-02	11-01	55541867305004025089513	NORTHSTAR@TAHOE LIFT T TRUCKEE CA Tax ID: 941640750 Mer Zip: 96161 Origin Zip: 96161		22.53
11-03	11-02	55547507307253803010324	THE DAM CAFE TAHOE CITY CA Tax ID: 593057272 Mer Ref: 80301032 Mer Zip: 96145 Origin Zip: 96145 Dest Ctry: USA		44.07
11-08	11-06	55541867311004026800498	ADOBE 800-833-6687 CA Tax ID: 770019522 Mer Ref: ADB016450957 Mer Zip: 95110-2704 Origin Zip: 95110-2704		14.99

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0100-8709	Account Summary	
	Statement Date NOV 28, 2017	Purchases & Other Charges	\$81.59
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$81.59



Location: Martis
 Function: Meeting
 Civic Fee: 2%
 Service: 20%

Date: October 16, 2017
 Group Number: CC1NLTR
 Group Name: NLTRA Retreat
 Group Contact: Cindy Gustafson
 Northstar Coordinator: Paul Cymbal
 Northstar Account Code: 24109146

Description	Price Per Item	# Of Items	Subtotal	Service	Civic Fee	Tax	Total
Food and Beverage Lunch Buffet	\$ 40.00	16	\$ 640.00	\$ 128.00	\$ 15.36	\$ 56.79	\$ 840.15
Audio Visual Fees Screen	\$ 20.00	1	\$ 20.00	\$ 4.00	\$ 0.08	\$ 0.30	\$ 24.38

GRAND TOTAL

\$ 660.00 \$ 132.00 \$ 15.44 \$ 57.09 \$ 864.53

Pre-paid Deposit: \$ 842.00

Payment:

Amount Due: \$ 22.53

CINDY'S CREDIT CARD.

CINDY -
 THIS WAS THE BAL
 DUE FOR NLTRA
 RETREAT. I HAD THEM
 CHARGE YOUR CC.
 HERE IS THE INVOICE +
 RECEIPT. THIS WILL
 BE ON YOUR NOVEMBER
 STATEMENT. 😊
 -LAMPEN

(A)

Vail Resorts, Inc.
Northstar

Customer #24109146

Qty	Item	USD Amount
1	Group: Payment on Account Product Code:11499	\$22.53
	Sub Total:	\$22.53
	Total Due	USD\$22.53
	Reconciliation Master Card	\$22.53
	Change Due	\$0.00

Mode: Issuer
Card Entry Mode: Unknown

Sale
10/31/2017 10:21:00 AM
Merchant Id: 4438869
Terminal Id: 7347286
Operator: TPARR
POS:846
XXXXXXXXXXXX8709
Amount: \$22.53
Trx. Id:84610002873
Auth:027677

Signature : _____

www.snov.com
970-754-0026

A-1

** Customer Copy **

THE DAM CAFE
55 West Lake Blvd
Tahoe City, CA 96145
530-581-0278

Thursday, November 2, 2017 12:33:11 PM

Type: M/C Chk: 8741
Acct #: 8709 XX/XX Batch #: 000803
Auth #: 088129 Seq: 32 Table: N/A
Serv #: YES USE THIS

Sale: \$ 38.07
+ Tip _____
Total _____

46.07
44.07

THANK YOU

Brett, Andy, Cindy
Lunch during interview

(B)