



Finance Committee Agenda and Meeting Notice

Thursday, December 17, 2015 at 3:30pm
NLTRA Conference Room Upstairs

NLTRA Mission

To promote tourism and business through efforts that enhances the economic, environmental, recreational and cultural climate of the area.

**Finance Committee
NLTRA Board
Wally Auerbach
Chair**

Committee Members

Ron Parson
Granlibakken

Mike Salmon
Tahoe Donner Association

Ramona Cruz
Tahoe City Public Utility
District

**Placer County Rep
Jennifer Merchant**

**NLTRA Staff
Al Priester**
Director of Finance/Human
Resources

**Quorum
3 Members with 1
being a Board Member**

To call in:
Dial (605) 475-3220
Enter Participant code: 547298#

Items May Not Be Heard In the Order They Are Listed

- A. Call to Order – Establish Quorum
- B. Public Forum: Any person wishing to address the Finance Committee on items of interest to the Committee not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes since no action may be taken by the Committee on items addressed under Public Forum. (3 mins)
- C. Agenda Amendments and Approval **(MOTION)**
- D. Approval of the November 19, 2015 Finance Committee Meeting Minutes **(MOTION)** (pg. 1)
- E. Discussion of Action Items (pg. 4)
- F. Approval and Recommendation for Authorization for Additional Signers and Authorized Representatives for Bank Accounts **(MOTION)** (pg. 6)
- G. Approval and Recommendation for Budget to Actual of Activities and Changes in Net Assets for the Month Ended October 31st **(MOTION)**
- H. Discussion of the status of October 2015 Financial Statements (20 mins) (pg. 7)
- I. Supplemental Information (10 mins)
 - 1. Dashboard Report (pg. 18)
- J. Approval of CEO Expenses **(MOTION)** (pg. 23)
- K. Committee Member Comments (5 mins)
- L. Adjournment



PO Box 884 - Tahoe City, CA 96145 Ph – (530) 581-8700 Fx – (530) 581-1686

FINANCE COMMITTEE

Wednesday, November 19, 2015 3:30 pm - 4:30 pm

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Wally Auerbach, Ramona Cruz, Jennifer Merchant, and Mike Salmon (via-phone),

COMMITTEE MEMBERS NOT PRESENT: Ron Parson

RESORT ASSOCIATION STAFF: Al Priester, Sandy Evans-Hall, and Valerie Lomeli

OTHERS IN ATTENDANCE:

A. Call to Order - Establish Quorum:

- The meeting was called to order at 3:37pm by Wally Auerbach and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (Jennifer Merchant/Ramona Cruz) (4-0-0) motion to approve agenda amendments with the addition of item F.1 discussion of NLTRA bridge loan of \$14,500.

D. Approval of Finance Committee Meeting Minutes, October 21, 2015 Finance Committee minutes.

M/S/C (Ramona Cruz/Jennifer Merchant) (4-0-0) Motion to approve Finance Committee minutes for October 21,2015, with the following edits:

- **Item E, third bullet point, should read: suggestions for improvement are the same as the previous years.**

Action for Al/Valerie: to summarize action items and to be sure action items are not lost in minutes.

E. Discussion of Draft Audit Results for the 2014/15 Fiscal Year. 6:52mins

- Discussion and Comments from Committee members:
 - Committee member suggested Al to request a copy of the audit working papers related to the inventory of \$5k that went missing.
 - Concerns regarding page 27 and 28 of the draft audit, additional details regarding the source of the breakage, if that specifically relates to the merchandise in the visitor center that was unaccounted for.
 - Committee confirmed the amount on page 27 and 28 is unrelated to the Visitor Center, and relates to the Ski North Lake Tahoe tickets.

Action for Al: to request a copy of the audit working papers related to the inventory of \$5k that went missing.

- Jennifer asked, if the adjusting entries to account for accrued incentive or final payroll of unspent 14/15 TOT will be returned to the County?
 - Sandy would like AI to get a better understanding of this item and an update would be provided at the December meeting.
- Committee member suggested a memorandum from NLTRA Staff to the CEO office, explaining the delay of returning 14/15 TOT unspent money.
- Question to regarding previous recommendation to make sure NLTRA had the ability to keep those under the FDIC limits.

Action for NLTRA Staff: to send a memorandum to the CEO offices explaining the delay of returning unspent 14/15 TOT.

Action for AI/Valerie: to provide a monthly follow up of "Action Items" to the agenda, any unfinished action items will move to the following months agenda till completed.

Action for NLTRA Staff: to reach out to McClintock or NLTRA Bank regarding FDIC and what are the credit risk and maximum.

Action for Ramona: to reach out to AI regarding the audit she follows with the PUD audit.

Action for NLTRA Staff: to reach out to McClintock to comment regarding the inventory list and to be more detailed.

M/S/C (Ramona/Jennifer) (4-0-0) motion to accept the Draft Audit reports the year ending June 30, 2015.

F. Discussion of the status of October 2015 Financial Statements and projected completion date. See Staff memo. 24:35

- Pages 34 and 35 in the packet should be removed. Not related to the Finance packet.
- AI informed the Committee the October 2015 Financial statements are incomplete due to the lack personnel in both the Director of Finance and Staff Accountant position.
- AI informed the Committee that the bank recs were not inputted into QuickBooks. Bank recs are now being inputted in QuickBooks.
- Procedures for the Accounting department are being created.
- The October Financials will be completed before the December 17th Finance meeting.
- November and December financials will be provided in the New Year.

F-1. Discussion regarding \$14,500 bridge loan to Judy Laverty

- Committee discussion regarding bridge loan or advanced pay is not acceptable.
- All Committee members were in agreement that moving forward no advanced or bridge loans will be given to any staff member, per NLTRA Staff handbook.
- Committee member asked NLTRA Staff member if they were aware of a \$1,000 advanced to Ginger Karl in 2014, and had been signed off by Marc Sabella?
 - Sandy was not aware of this and would look into it.

Mike Salmon left Committee meeting at 4:29pm

Action for AI: to look into the 2014 advance pay to Ginger Karl of \$1,000.

G. Supplemental Information

- Dashboard Report:
 - A handout of the updated dashboard was given to the Committee members and an email copy was emailed to Mike.
 - Committee agreed to have quarterly numbers for the Visitor Center.

Action item for AI: to update the Visitor Center to move these items as quarterly for dashboard and remove the Reno Visitor Center.

Action for AI: to keep the format with the graph.

H. Approval of CEO Expenses

M/S/C (Ramona Cruz/Jennifer Merchant) (3-0-0) motion to approve CEO expenses.

I. Committee Member Comments:

- None

J. Adjourn

- CI/T meeting was adjourned at 4:49 pm

Submitted By:

Valerie Lomeli

Executive Assistant

NLT Chamber/CVB/Resort Association



north lake tahoe

Chamber | CVB | Resort Association

MEETING DATE: November 19, 2015

COMMITTEE MEMBERS PRESENT: Wally Auerbach, Mike Salmon (via-phone), Ramona Cruz, and Jennifer Merchant

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

- **Action for AI/Valerie:** to summarize action items and to be sure action items are not lost in minutes.
 - **Action for AI:** to request a copy of the audit working papers related to the inventory of \$5k that went missing.
 - **Action for AI/Sandy:** to send a memorandum to the CEO offices explaining the delay of unspent 14/15 TOT.
 - **Action for AI/Valerie:** to provide a monthly follow up of "Action Items" to the agenda, any unfinished action items will move to the following months agenda till completed.
 - **Action for AI/Sandy:** to reach out to the McClintock or NLTRA Bank regarding FDIC and what are the credit risk and maximum.
 - **Action for Ramona:** to reach out to AI regarding the audit she follows with the PUD audit.
 - **Action for AI/Sandy:** to reach out to McClintock to comment regarding the inventory list and to be more detailed.
 - **Action for AI:** to look into the 2014 advance pay to Ginger Karl of \$1,000.
 - **Action item for AI:** to update the Visitor Center to move these items as quarterly for dashboard and remove the Reno Visitor Center.
 - **Action for AI:** to keep the format with the graph.
-

MEETING DATE: October 21, 2015

COMMITTEE MEMBERS PRESENT: Wally Auerbach, Mike Salmon, Ramona Cruz, and Jennifer Merchant

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

- **Action for Committee:** all Committee members to review Audit Draft and there are questions or comments, to be delivered in 10 days. Friday, October 30th, 2015. This item will be brought back to the Finance Committee on Thursday, November 19th at 3:30 pm and recommend to the BOD December.
- **Action for AI:** to look into the salary and wages for membership that went under and how it was distributed across.
- **Action for AI:** to look into the deferred revenue from this year compared to last years. Also to stop booking advanced dues for Chamber Membership. A change in policy needs to be done.

- **Action for AI:** to look at the economy of good and bad years. Forecasting future years.
 - **Action for AI:** to look at finances for this fiscal year and what they would be, due to the cancellation of Ironman. Where will they be allocated to?
 - **Action for AI:** to provide quarterly reports of the Visitor Center.
 - **Action for AI/Emily:** to provide a list of items currently in the Visitor Center. To make sure items are not outdated. Finance Committee will review inventory quarterly.
 - **Action for AI/Emily:** to provide a list of items that went missing from the Visitor Center and to be brought back to Finance Committee.
 - **Action for Valerie:** to add the missing notes from last meeting minutes regarding CEO expenses and direction from Finance Committee.
-

MEETING DATE: August 27, 2015

COMMITTEE MEMBERS PRESENT: Wally Auerbach, Ramona Cruz, and Jennifer Merchant

ACTION ITEMS/SUGGESTIONS TAKEN/REQUESTED:

- **Action for Marc:** to find out more about the trip and bring back to the Finance department for approval.
- **Action for Marc:** to bring this item to the BOD for approval.
- **Action for Marc:** to bring back to the Committee of the October/November numbers, to make sure expenses are leveling out.
- **Action for Marc & Staff Accountant:** to put numerical numbers on the pages instead of what is currently on the pages.
- **Action for Marc:** to reach out to the late payees for membership, exp. Tahoe Nalu, Northstar and Hyatt.
- **Action for Chamber Director:** to come up with a cancellation of membership after x amount of days have gone by of unpaid membership.
- **Action for Chamber Director:** to add on the BACC agenda for discussion, that the Finance Committee requested to remove past dues and they should no longer receive Membership benefits.



Date: December 17, 2015

To: Finance Committee

From: Al Priester, Finance and Human Resources Director

Re: Item F: Approval and Recommendation for Authorization for Additional Signers and Authorized Representatives for Bank Accounts

Staff Recommendation:

Bank of the West requires a resolution from the Board of Directors to add additional signers to the Operations and Payroll (2) checking accounts. It is recommended that the board pass a resolution to add Al Priester and John Thompson as signers to the three aforementioned accounts. Resolutions to be provided.

North Lake Tahoe Resort Association
Profit & Loss
 October 2015

	Oct 15
Ordinary Income/Expense	
Income	
4050-00 · Placer County TOT Funding	1,085,360.00
4200-00 · Membership	1,535.00
4250-00 · Revenues-Membership Activities	660.00
4251-00 · Revenue-Tue AM Breakfast Club	435.00
4350-00 · Special Events (Marketing)	36,724.00
4502-00 · Non-retail VIC income	825.00
4600-00 · Commissions	14,815.54
46000 · Merchandise Sales	6,167.70
4720-00 · Miscellaneous	420.00
Total Income	1,146,942.24
Gross Profit	1,146,942.24
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	217.60
5020-00 · P/R - Tax Expense	10,606.87
5030-00 · P/R - Health Insurance Expense	-2,805.76
5040-00 · P/R - Workmans Comp	888.75
5060-00 · 401 (k)	3,365.05
66000 · Payroll Expenses	127.37
5000-00 · Salaries & Wages - Other	136,787.15
Total 5000-00 · Salaries & Wages	149,187.03
5100-00 · Rent	
5110-00 · Utilities	611.65
5140-00 · Repairs & Maintenance	59.89
5150-00 · Office - Cleaning	550.00
5100-00 · Rent - Other	11,196.39
Total 5100-00 · Rent	12,417.93
5310-00 · Telephone	
5320-00 · Telephone	2,177.90
5310-00 · Telephone - Other	35.34
Total 5310-00 · Telephone	2,213.24
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	30.48
Total 5420-00 · Mail - USPS	30.48
5510-00 · Insurance/Bonding	549.47
5520-00 · Supplies	795.66
5700-00 · Equipment Support & Maintenance	271.00
5710-00 · Taxes, Licenses & Fees	253.43
5740-00 · Equipment Rental/Leasing	519.39
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	80.00
5920-00 · Professional Fees - Accountant	11,505.37
Total 5900-00 · Professional Fees	11,585.37
5941-00 · Research & Planning	17,701.20
6020-00 · Programs	
6016-00 · Community Marketing Programs	7,500.00
Total 6020-00 · Programs	7,500.00
6420-00 · Sponsorship	
6421-00 · New Event Development	180.15
6422-00 · IronMan Lake Tahoe	144,662.05
6420-00 · Sponsorship - Other	3,000.00
Total 6420-00 · Sponsorship	147,842.20

6:45 PM
12/14/15
Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
October 2015

	<u>Oct 15</u>
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	353.75
6423-00 · Membership Activities - Other	<u>2,679.51</u>
Total 6423-00 · Membership Activities	3,033.26
6742-00 · Non-NLT Co-Op Marketing Program	3,100.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	261.94
59900 · POS Inventory Adjustments	-376.33
8100-00 · Cost of Goods Sold - Other	<u>2,951.14</u>
Total 8100-00 · Cost of Goods Sold	2,836.75
8200-00 · Associate Relations	1,000.00
8300-00 · Board Functions	68.30
8500-00 · Credit Card Fees	475.58
8700-00 · Automobile Expenses	<u>230.53</u>
Total Expense	<u>361,610.82</u>
Net Ordinary Income	<u>785,331.42</u>
Net Income	<u><u>785,331.42</u></u>

North Lake Tahoe Resort Association

Profit & Loss by Class

October 2015

	11	30	41	42	50	60	70	Unclassified	TOTAL
Ordinary Income/Expense									
Income									
4050-00 · Placer County TOT Funding	604,545.52	95,511.68	235,523.12	84,658.08	65,121.60	0.00	0.00	0.00	1,085,360.00
4200-00 · Membership	0.00	0.00	0.00	0.00	0.00	1,535.00	0.00	0.00	1,535.00
4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	80.00	0.00	580.00	0.00	0.00	660.00
4251-00 · Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	435.00	0.00	0.00	435.00
4350-00 · Special Events (Marketing)	36,724.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	36,724.00
4502-00 · Non-retail VIC income	0.00	0.00	0.00	300.00	150.00	0.00	375.00	0.00	825.00
4600-00 · Commissions	10,901.03	3,914.51	0.00	0.00	0.00	0.00	0.00	0.00	14,815.54
46000 · Merchandise Sales	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,167.70	6,167.70
4720-00 · Miscellaneous	0.00	0.00	0.00	0.00	0.00	420.00	0.00	0.00	420.00
Total Income	652,170.55	99,426.19	235,523.12	85,038.08	65,271.60	2,970.00	375.00	6,167.70	1,146,942.24
Gross Profit	652,170.55	99,426.19	235,523.12	85,038.08	65,271.60	2,970.00	375.00	6,167.70	1,146,942.24
Expense									
5000-00 · Salaries & Wages									
5010-00 · Sales Commissions	0.00	217.60	0.00	0.00	0.00	0.00	0.00	0.00	217.60
5020-00 · P/R - Tax Expense	2,540.78	1,900.55	875.04	1,511.29	2,002.89	1,274.01	502.31	0.00	10,606.87
5030-00 · P/R - Health Insurance Expense	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-2,805.76	-2,805.76
5040-00 · P/R - Workmans Comp	79.99	79.99	88.88	168.86	88.88	79.99	302.16	0.00	888.75
5060-00 · 401 (k)	335.26	957.14	312.20	444.70	312.20	26.42	977.13	0.00	3,365.05
66000 · Payroll Expenses	0.00	0.00	0.00	0.00	0.00	0.00	127.37	0.00	127.37
5000-00 · Salaries & Wages - Other	31,134.07	25,462.37	10,769.47	18,901.05	10,769.47	9,033.83	30,716.89	0.00	136,787.15
Total 5000-00 · Salaries & Wages	34,090.10	28,617.65	12,045.59	21,025.90	13,173.44	10,414.25	32,625.86	-2,805.76	149,187.03
5100-00 · Rent									
5110-00 · Utilities	0.00	0.00	0.00	367.83	0.00	0.00	243.82	0.00	611.65
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	59.89	0.00	0.00	0.00	0.00	59.89
5150-00 · Office - Cleaning	154.00	77.00	55.00	0.00	55.00	55.00	154.00	0.00	550.00
5100-00 · Rent - Other	1,563.17	781.86	588.47	5,584.70	558.47	558.47	1,561.25	0.00	11,196.39
Total 5100-00 · Rent	1,717.17	858.86	643.47	6,012.42	613.47	613.47	1,959.07	0.00	12,417.93
5310-00 · Telephone									
5320-00 · Telephone	444.78	231.29	142.33	323.14	177.67	142.33	716.36	0.00	2,177.90
5310-00 · Telephone - Other	0.00	0.00	35.34	0.00	0.00	0.00	0.00	0.00	35.34
Total 5310-00 · Telephone	444.78	231.29	177.67	323.14	177.67	142.33	716.36	0.00	2,213.24
5420-00 · Mail - USPS									
5480-00 · Mail - Fed Ex	0.00	30.48	0.00	0.00	0.00	0.00	0.00	0.00	30.48
Total 5420-00 · Mail - USPS	0.00	30.48	0.00	0.00	0.00	0.00	0.00	0.00	30.48
5510-00 · Insurance/Bonding	104.40	104.40	16.48	137.37	16.48	49.45	120.89	0.00	549.47
5520-00 · Supplies	101.33	35.02	84.14	35.01	21.55	145.89	372.72	0.00	795.66
5700-00 · Equipment Support & Maintenance	36.00	0.00	0.00	35.00	0.00	0.00	200.00	0.00	271.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	253.43	0.00	253.43
5740-00 · Equipment Rental/Leasing	20.00	10.00	10.00	448.60	10.00	10.00	10.79	0.00	519.39
5900-00 · Professional Fees									
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	80.00	0.00	80.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	11,505.37	0.00	11,505.37
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	11,585.37	0.00	11,585.37
5941-00 · Research & Planning	0.00	0.00	6,048.75	0.00	11,652.45	0.00	0.00	0.00	17,701.20

6:52 PM
 12/14/15
 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
 October 2015

	11	30	41	42	50	60	70	Unclassified	TOTAL
6020-00 · Programs									
6016-00 · Community Marketing Programs	7,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00
Total 6020-00 · Programs	7,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00
6420-00 · Sponsorship									
6421-00 · New Event Development	180.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.15
6422-00 · IronMan Lake Tahoe	144,662.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	144,662.05
6420-00 · Sponsorship - Other	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
Total 6420-00 · Sponsorship	147,842.20	0.00	0.00	0.00	0.00	0.00	0.00	0.00	147,842.20
6423-00 · Membership Activities									
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	353.75	0.00	0.00	353.75
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	2,679.51	0.00	0.00	2,679.51
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	3,033.26	0.00	0.00	3,033.26
6742-00 · Non-NLT Co-Op Marketing Program	3,100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,100.00
8100-00 · Cost of Goods Sold									
51100 · Freight and Shipping Costs	0.00	0.00	0.00	243.98	0.00	17.96	0.00	0.00	261.94
59900 · POS Inventory Adjustments	0.00	0.00	0.00	-376.33	0.00	0.00	0.00	0.00	-376.33
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,951.14	2,951.14
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	-132.35	0.00	17.96	0.00	2,951.14	2,836.75
8200-00 · Associate Relations	120.00	90.00	80.00	100.00	70.00	90.00	450.00	0.00	1,000.00
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	68.30	0.00	68.30
8500-00 · Credit Card Fees	0.00	0.00	0.00	253.72	0.00	221.86	0.00	0.00	475.58
8700-00 · Automobile Expenses	0.00	0.00	0.00	0.00	0.00	0.00	230.53	0.00	230.53
Total Expense	195,075.98	29,977.70	19,106.10	28,238.81	25,735.06	14,738.47	48,593.32	145.38	361,610.82
Net Ordinary Income	457,094.57	69,448.49	216,417.02	56,799.27	39,536.54	-11,768.47	-48,218.32	6,022.32	785,331.42
Net Income	<u>457,094.57</u>	<u>69,448.49</u>	<u>216,417.02</u>	<u>56,799.27</u>	<u>39,536.54</u>	<u>-11,768.47</u>	<u>-48,218.32</u>	<u>6,022.32</u>	<u>785,331.42</u>

7:01 PM
 12/14/15
 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
 July through October 2015

	Jul - Oct 15
Ordinary Income/Expense	
Income	
4050-00 · Placer County TOT Funding	1,085,352.00
4200-00 · Membership	55,061.08
4201-00 · New Member Fees	225.00
4250-00 · Revenues-Membership Activities	6,438.43
4251-00 · Revenue-Tue AM Breakfast Club	1,995.00
4350-00 · Special Events (Marketing)	37,887.80
4502-00 · Non-retail VIC income	3,775.00
4600-00 · Commissions	25,800.12
46000 · Merchandise Sales	40,255.95
4720-00 · Miscellaneous	420.00
Total Income	1,257,210.38
Gross Profit	1,257,210.38
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	3,570.02
5020-00 · P/R - Tax Expense	28,792.28
5030-00 · P/R - Health Insurance Expense	15,504.21
5040-00 · P/R - Workmans Comp	2,189.40
5060-00 · 401 (k)	10,333.75
66000 · Payroll Expenses	452.37
5000-00 · Salaries & Wages - Other	363,134.06
Total 5000-00 · Salaries & Wages	423,976.09
5100-00 · Rent	
5110-00 · Utilities	3,736.93
5140-00 · Repairs & Maintenance	459.89
5150-00 · Office - Cleaning	2,320.00
5100-00 · Rent - Other	45,433.56
Total 5100-00 · Rent	51,950.38
5310-00 · Telephone	
5320-00 · Telephone	9,066.58
5350-00 · Internet	190.00
5310-00 · Telephone - Other	372.53
Total 5310-00 · Telephone	9,629.11
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	582.93
5420-00 · Mail - USPS - Other	409.28
Total 5420-00 · Mail - USPS	992.21
5510-00 · Insurance/Bonding	1,430.11
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	414.77
5520-00 · Supplies - Other	3,661.44
Total 5520-00 · Supplies	4,076.21
5610-00 · Depreciation	725.08
5700-00 · Equipment Support & Maintenance	3,421.00
5710-00 · Taxes, Licenses & Fees	2,629.02
5740-00 · Equipment Rental/Leasing	5,500.52
5800-00 · Training Seminars	180.00
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	2,300.00
5920-00 · Professional Fees - Accountant	12,505.37
Total 5900-00 · Professional Fees	14,805.37
5941-00 · Research & Planning	25,260.20
5948-00 · Transportation Projects	
5953-00 · Summer Traffic Management (S-2)	0.00
Total 5948-00 · Transportation Projects	0.00

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 Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

July through October 2015

	Jul - Oct 15
5998-00 · Infrastructure Projects	
5974-00 · Visitors Centers Exhibits	48.75
Total 5998-00 · Infrastructure Projects	48.75
6020-00 · Programs	
6016-00 · Community Marketing Programs	7,500.00
6018-00 · BACC Campaigns - Grants	2,500.00
Total 6020-00 · Programs	10,000.00
6023-00 · Autumn Food & Wine	
6025-00 · AFW- Postage	17.69
6023-00 · Autumn Food & Wine - Other	211.60
Total 6023-00 · Autumn Food & Wine	229.29
6420-00 · Sponsorship	
6421-00 · New Event Development	180.15
6422-00 · IronMan Lake Tahoe	186,134.15
6427-00 · USA Cycling	2,328.63
6420-00 · Sponsorship - Other	91,155.00
Total 6420-00 · Sponsorship	279,797.93
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	1,128.75
6434-00 · Community Awards Dinner	18.87
6441-00 · Membership - Miscellaneous Exp	54.09
6442-00 · Public Relations/Website	1,582.50
6443-00 · Membership - Bridal Faire	357.81
6423-00 · Membership Activities - Other	5,730.58
Total 6423-00 · Membership Activities	8,872.60
6437-00 · Tuesday Morning Breakfast Club	1,394.00
6701-00 · Market Study Reports/Research	225.00
6730-00 · Marketing Cooperative/Media	242,500.00
6741-00 · Productions	2,350.00
6742-00 · Non-NLT Co-Op Marketing Program	3,250.00
6743-00 · BACC Marketing Programs	16,000.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	650.73
59900 · POS Inventory Adjustments	-770.93
8100-00 · Cost of Goods Sold - Other	20,366.69
Total 8100-00 · Cost of Goods Sold	20,246.49
8200-00 · Associate Relations	1,346.97
8300-00 · Board Functions	339.65
8500-00 · Credit Card Fees	2,166.90
8700-00 · Automobile Expenses	2,619.02
8750-00 · Meals/Meetings	448.80
8810-00 · Dues & Subscriptions	1,009.98
8910-00 · Travel	2,315.52
Total Expense	1,139,736.20
Net Ordinary Income	117,474.18
Other Income/Expense	
Other Income	
52500 · Purchase Discounts	7.22
Total Other Income	7.22
Other Expense	
8990-00 · Allocated	0.00
Total Other Expense	0.00
Net Other Income	7.22
Net Income	117,481.40

North Lake Tahoe Resort Association
Profit & Loss by Class
 July through October 2015

	11	30	40	41	42	50	60	70	Unclassified	TOTAL
Ordinary Income/Expense										
Income										
4050-00 - Placer County TOT Funding	604,540.52	95,510.68	-83,654.00	301,142.12	84,658.08	83,154.60	0.00	0.00	0.00	1,085,352.00
4200-00 - Membership	0.00	4,675.00	0.00	0.00	0.00	0.00	50,386.08	0.00	0.00	55,061.08
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	0.00	225.00	0.00	0.00	225.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	80.00	0.00	6,358.43	0.00	0.00	6,438.43
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	0.00	1,995.00	0.00	0.00	1,995.00
4350-00 - Special Events (Marketing)	37,887.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	37,887.80
4502-00 - Non-retail VIC income	0.00	0.00	0.00	0.00	3,250.00	150.00	0.00	375.00	0.00	3,775.00
4600-00 - Commissions	10,901.03	14,899.09	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,800.12
46000 - Merchandise Sales	0.00	0.00	0.00	0.00	25,034.44	0.00	0.00	0.00	15,221.51	40,255.95
4720-00 - Miscellaneous	0.00	0.00	0.00	0.00	0.00	0.00	420.00	0.00	0.00	420.00
Total Income	653,329.35	115,084.77	-83,654.00	301,142.12	113,022.52	83,304.60	59,384.51	375.00	15,221.51	1,257,210.38
Gross Profit	653,329.35	115,084.77	-83,654.00	301,142.12	113,022.52	83,304.60	59,384.51	375.00	15,221.51	1,257,210.38
Expense										
5000-00 - Salaries & Wages										
5010-00 - Sales Commissions	0.00	3,570.02	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,570.02
5020-00 - P/R - Tax Expense	6,058.53	4,844.27	0.00	2,668.77	4,979.72	2,317.16	2,813.39	5,110.44	0.00	28,792.28
5030-00 - P/R - Health Insurance Expense	6,653.10	2,877.77	0.00	701.61	3,174.57	701.61	2,214.03	7,455.70	-8,274.18	15,504.21
5040-00 - P/R - Workmans Comp	197.05	197.05	0.00	218.95	415.98	218.95	197.05	744.37	0.00	2,189.40
5060-00 - 401 (k)	1,268.12	2,645.18	0.00	1,206.59	1,365.41	780.40	98.83	2,969.22	0.00	10,333.75
66000 - Payroll Expenses	100.00	0.00	0.00	0.00	75.00	0.00	0.00	277.37	0.00	452.37
5000-00 - Salaries & Wages - Other	77,707.10	58,936.58	0.00	29,210.61	53,216.60	22,106.77	30,038.02	91,918.38	0.00	363,134.06
Total 5000-00 - Salaries & Wages	91,983.90	73,070.87	0.00	34,006.53	63,227.28	26,124.89	35,361.32	108,475.48	-8,274.18	423,976.09
5100-00 - Rent										
5110-00 - Utilities	520.18	263.98	0.00	185.97	1,605.31	185.97	178.69	796.83	0.00	3,736.93
5140-00 - Repairs & Maintenance	100.00	52.00	0.00	32.00	111.89	32.00	32.00	100.00	0.00	459.89
5150-00 - Office - Cleaning	483.00	245.00	0.00	166.00	611.00	166.00	166.00	483.00	0.00	2,320.00
5100-00 - Rent - Other	6,261.32	3,131.22	0.00	2,266.58	22,365.80	2,236.58	2,236.58	6,935.48	0.00	45,433.56
Total 5100-00 - Rent	7,364.50	3,692.20	0.00	2,650.55	24,694.00	2,620.55	2,613.27	8,315.31	0.00	51,950.38
5310-00 - Telephone										
5320-00 - Telephone	2,122.52	850.00	0.00	558.21	1,060.77	593.55	910.40	2,971.13	0.00	9,066.58
5350-00 - Internet	170.00	0.00	0.00	0.00	0.00	0.00	0.00	20.00	0.00	190.00
5310-00 - Telephone - Other	23.87	12.41	0.00	78.20	12.41	42.86	7.64	195.14	0.00	372.53
Total 5310-00 - Telephone	2,316.39	862.41	0.00	636.41	1,073.18	636.41	918.04	3,186.27	0.00	9,629.11
5420-00 - Mail - USPS										
5480-00 - Mail - Fed Ex	442.68	30.48	0.00	0.00	109.77	0.00	0.00	0.00	0.00	582.93
5420-00 - Mail - USPS - Other	0.00	78.75	0.00	25.00	125.62	40.00	51.19	88.72	0.00	409.28
Total 5420-00 - Mail - USPS	442.68	109.23	0.00	25.00	235.39	40.00	51.19	88.72	0.00	992.21
5510-00 - Insurance/Bonding	271.72	271.72	0.00	42.90	357.53	42.90	128.71	314.63	0.00	1,430.11
5520-00 - Supplies										
5525-00 - Supplies- Computer <\$1000	201.13	213.64	0.00	0.00	0.00	0.00	0.00	0.00	0.00	414.77
5520-00 - Supplies - Other	730.54	186.93	0.00	184.61	944.51	122.02	451.41	1,041.42	0.00	3,661.44
Total 5520-00 - Supplies	931.67	400.57	0.00	184.61	944.51	122.02	451.41	1,041.42	0.00	4,076.21
5610-00 - Depreciation	181.28	94.26	0.00	58.00	94.24	58.00	58.00	181.30	0.00	725.08
5700-00 - Equipment Support & Maintenance	1,111.00	473.20	0.00	100.80	588.20	100.80	100.80	946.20	0.00	3,421.00
5710-00 - Taxes, Licenses & Fees	262.15	136.32	0.00	83.89	136.32	83.89	83.89	1,842.56	0.00	2,629.02
5740-00 - Equipment Rental/Leasing	534.19	505.96	0.00	450.74	1,939.41	450.74	974.56	644.92	0.00	5,500.52
5800-00 - Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	180.00	0.00	0.00	180.00
5900-00 - Professional Fees										
5910-00 - Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,300.00	0.00	2,300.00
5920-00 - Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,505.37	0.00	12,505.37
Total 5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	14,805.37	0.00	14,805.37
5941-00 - Research & Planning	0.00	0.00	0.00	10,063.25	0.00	15,196.95	0.00	0.00	0.00	25,260.20

North Lake Tahoe Resort Association
Profit & Loss by Class
 July through October 2015

	11	30	40	41	42	50	60	70	Unclassified	TOTAL
5948-00 · Transportation Projects										
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5998-00 · Infrastructure Projects										
5974-00 · Visitors Centers Exhibits	48.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48.75
Total 5998-00 · Infrastructure Projects	48.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	48.75
6020-00 · Programs										
6016-00 · Community Marketing Programs	7,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,500.00
6018-00 · BACC Campaigns - Grants	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Total 6020-00 · Programs	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
6023-00 · Autumn Food & Wine										
6025-00 · AFW- Postage	17.69	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.69
6023-00 · Autumn Food & Wine - Other	211.60	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	211.60
Total 6023-00 · Autumn Food & Wine	229.29	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	229.29
6420-00 · Sponsorship										
6421-00 · New Event Development	180.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	180.15
6422-00 · IronMan Lake Tahoe	186,134.15	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	186,134.15
6427-00 · USA Cycling	2,328.63	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,328.63
6420-00 · Sponsorship - Other	91,155.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	91,155.00
Total 6420-00 · Sponsorship	279,797.93	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	279,797.93
6423-00 · Membership Activities										
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	0.00	1,128.75	0.00	0.00	1,128.75
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	18.87	0.00	0.00	18.87
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	0.00	54.09	0.00	0.00	54.09
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	0.00	1,582.50	0.00	0.00	1,582.50
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	0.00	357.81	0.00	0.00	357.81
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	0.00	5,730.58	0.00	0.00	5,730.58
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	8,872.60	0.00	0.00	8,872.60
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	0.00	1,394.00	0.00	0.00	1,394.00
6701-00 · Market Study Reports/Research	225.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	225.00
6730-00 · Marketing Cooperative/Media	212,500.00	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	242,500.00
6741-00 · Productions	2,350.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,350.00
6742-00 · Non-NLT Co-Op Marketing Program	3,100.00	0.00	0.00	0.00	150.00	0.00	0.00	0.00	0.00	3,250.00
6743-00 · BACC Marketing Programs	16,000.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	16,000.00
8100-00 · Cost of Goods Sold										
51100 · Freight and Shipping Costs	0.00	0.00	0.00	0.00	559.74	0.00	17.96	0.00	73.03	650.73
59900 · POS Inventory Adjustments	0.00	0.00	0.00	0.00	-712.21	0.00	0.00	0.00	-58.72	-770.93
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	13,087.48	0.00	0.00	0.00	7,279.21	20,366.69
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	0.00	12,935.01	0.00	17.96	0.00	7,293.52	20,246.49
8200-00 · Associate Relations	205.69	90.00	0.00	80.00	127.53	70.00	115.00	658.75	0.00	1,346.97
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	0.00	339.65	0.00	339.65
8500-00 · Credit Card Fees	0.00	0.00	0.00	0.00	1,150.78	0.00	1,016.12	0.00	0.00	2,166.90
8700-00 · Automobile Expenses	320.05	115.57	0.00	643.94	18.40	644.83	228.16	648.07	0.00	2,619.02
8750-00 · Meals/Meetings	256.80	0.00	0.00	72.00	0.00	60.00	0.00	60.00	0.00	448.80
8810-00 · Dues & Subscriptions	180.00	0.00	0.00	0.00	0.00	0.00	384.98	445.00	0.00	1,009.98
8910-00 · Travel	10.00	0.00	0.00	0.00	0.00	0.00	0.00	2,305.52	0.00	2,315.52
Total Expense	630,622.99	109,822.31	0.00	49,098.62	107,671.78	46,251.98	52,950.01	144,299.17	-980.66	1,139,736.20
Net Ordinary Income	22,706.36	5,262.46	-83,654.00	252,043.50	5,350.74	37,052.62	6,434.50	-143,924.17	16,202.17	117,474.18
Other Income/Expense										
Other Income										
52500 · Purchase Discounts	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	7.02	7.22
Total Other Income	0.00	0.00	0.00	0.00	0.20	0.00	0.00	0.00	7.02	7.22

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
July through October 2015

	<u>11</u>	<u>30</u>	<u>40</u>	<u>41</u>	<u>42</u>	<u>50</u>	<u>60</u>	<u>70</u>	<u>Unclassified</u>	<u>TOTAL</u>
Other Expense										
8990-00 - Allocated	29,259.17	6,705.25	0.00	6,095.69	6,095.69	7,314.82	5,486.05	-60,956.67	0.00	0.00
Total Other Expense	<u>29,259.17</u>	<u>6,705.25</u>	<u>0.00</u>	<u>6,095.69</u>	<u>6,095.69</u>	<u>7,314.82</u>	<u>5,486.05</u>	<u>-60,956.67</u>	<u>0.00</u>	<u>0.00</u>
Net Other Income	<u>-29,259.17</u>	<u>-6,705.25</u>	<u>0.00</u>	<u>-6,095.69</u>	<u>-6,095.49</u>	<u>-7,314.82</u>	<u>-5,486.05</u>	<u>60,956.67</u>	<u>7.02</u>	<u>7.22</u>
Net Income	<u><u>-6,552.81</u></u>	<u><u>-1,442.79</u></u>	<u><u>-83,654.00</u></u>	<u><u>245,947.81</u></u>	<u><u>-744.75</u></u>	<u><u>29,737.80</u></u>	<u><u>948.45</u></u>	<u><u>-82,967.50</u></u>	<u><u>16,209.19</u></u>	<u><u>117,481.40</u></u>

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 Accrual Basis

North Lake Tahoe Resort Association
Balance Sheet
 As of October 31, 2015

	Oct 31, 15
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations Acct #6712	872,948.28
1007-00 · Cash - Payroll Account #7421	14,318.45
1071-00 · Cash - Payroll Reserves #8163	29,842.90
1080-00 · Cash - Special Events Account	30,000.00
10950 · Cash in Drawer	184.67
Total Checking/Savings	948,294.30
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	67,105.31
1210-00 · A/R - Sales Estimates	46,486.63
Total Accounts Receivable	113,591.94
Other Current Assets	
1200-99 · AR Other - Intra Co Borrowings	183.33
12000 · Undeposited Funds	1,268.36
1201-00 · WebLink Accounts Receivable	22,310.00
12100 · Inventory Asset	26,311.29
Total Other Current Assets	50,072.98
Total Current Assets	1,111,959.22
Fixed Assets	
1700-00 · Furniture & Fixtures	68,042.95
1701-00 · Accum. Depr. - Furn & Fix	-65,990.09
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-40,474.67
1750-00 · Computer Software	33,874.01
1751-00 · Accum. Amort. - Software	-33,042.48
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-23,900.65
Total Fixed Assets	6,559.06
Other Assets	
1400-00 · Prepaid Expenses	
1401-00 · Recruitment Fee	16,000.00
1430-00 · Prepaid 1st Class Postage	6,300.58
1400-00 · Prepaid Expenses - Other	121,678.44
Total 1400-00 · Prepaid Expenses	143,979.02
1410-00 · Prepaid Insurance	11,929.29
Total Other Assets	155,908.31
TOTAL ASSETS	1,274,426.59
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	253,626.84
Total Accounts Payable	253,626.84
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	89,622.90
2100-00 · Salaries / Wages Payable - Other	5,850.52
Total 2100-00 · Salaries / Wages Payable	95,473.42
2120-00 · Empl. Federal Tax Payable	1,543.60
2175-00 · 401 (k) Plan	-2,882.29
2180-00 · Estimated PTO Liability	56,488.29
2181-00 · Health Benefits Payable	-182.25

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Accrual Basis

North Lake Tahoe Resort Association
Balance Sheet
As of October 31, 2015

	Oct 31, 15
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	459.48
Total 2190-00 · Sales and Use Tax Payable	459.48
2250-00 · Accrued Expenses	30,131.05
2300-00 · Marketing Cooperative Liabili	-13,707.00
2400-00 · Intra-Company Borrowings	-101,912.46
2400-01 · AFW Suspense Account	-5,360.00
2400-42 · Marketing Co-op	-2,458.89
2400-60 · Membership Dues Suspense Acct	28,225.00
24000 · Payroll Liabilities	-7,344.68
2650-00 · Deferred Rev - Events	-7,627.84
2651-00 · Deferred Rev - Conference	4,699.23
26900 · Unbilled Purchases	1,152.00
2800-00 · Suspense - Prior to Dec 2015	407.47
Total Other Current Liabilities	77,104.13
Total Current Liabilities	330,730.97
Long Term Liabilities	
2720-00 · Liabilities other than payroll	-14,198.99
Total Long Term Liabilities	-14,198.99
Total Liabilities	316,531.98
Equity	
32000 · Unrestricted Net Assets	531,011.72
3300-11 · Designated Marketing Reserve	309,401.49
Net Income	117,481.40
Total Equity	957,894.61
TOTAL LIABILITIES & EQUITY	1,274,426.59

KEY METRICS FOR NOVEMBER 31, 2015 FINANCIAL STATEMENTS

Total TOT Collections by Quarter 2010 - 2016 (through November 30, 2015)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,690,454	\$ 2,527,484	\$ 3,462,341	\$ 1,838,955	\$ 12,519,234
2015-16	\$ 4,654,641	\$ 120,650	\$ -	\$ -	\$ 4,775,291

Visitor Information Statistics For Fiscal YTD 2012 - 2016 as of November 30					
Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:					
Walk In	21,956	26,628	26,845	22,586	-15.87%
Phone	1,391	1,647	1,342	1,214	-9.54%
Kings Beach (Walk In Only)	3,014	5,278	3,472	4,782	37.73%
Reno (Walk In) (Closed)	1,793	3,834	Closed	Closed	N/A

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe					
Quarter	2011/12	2012/13	2013/14	2014/15	YOY % Change
First	\$ 757,531	\$ 777,413	\$ 860,783	\$ 873,874	1.5%
Second	\$ 441,061	\$ 529,470	\$ 481,165	\$ 535,449	11.3%
Third	\$ 505,344	\$ 724,645	\$ 589,226	\$ 571,671	-3.0%
Fourth	\$ 446,802	\$ 488,100	\$ 521,688	\$ -	
Total	\$ 2,150,738	\$ 2,519,628	\$ 2,452,862	\$ 1,980,994	-19.2%

Unemployment Rates	EDD		
	December 2013	June 2014	July 2015
California (pop. 38,332,521)	7.9%	7.1%	6.7%
Placer County (367,309)	6.5%	6.0%	5.2%
Dollar Point (1,215)	7.6%	7.1%	6.1%
Kings Beach (3,893)	6.5%	6.0%	6.8%
Sunnyside/Tahoe City (1,557)	7.6%	7.0%	5.7%
Tahoe Vista (1,433)	11.0%	10.1%	8.9%

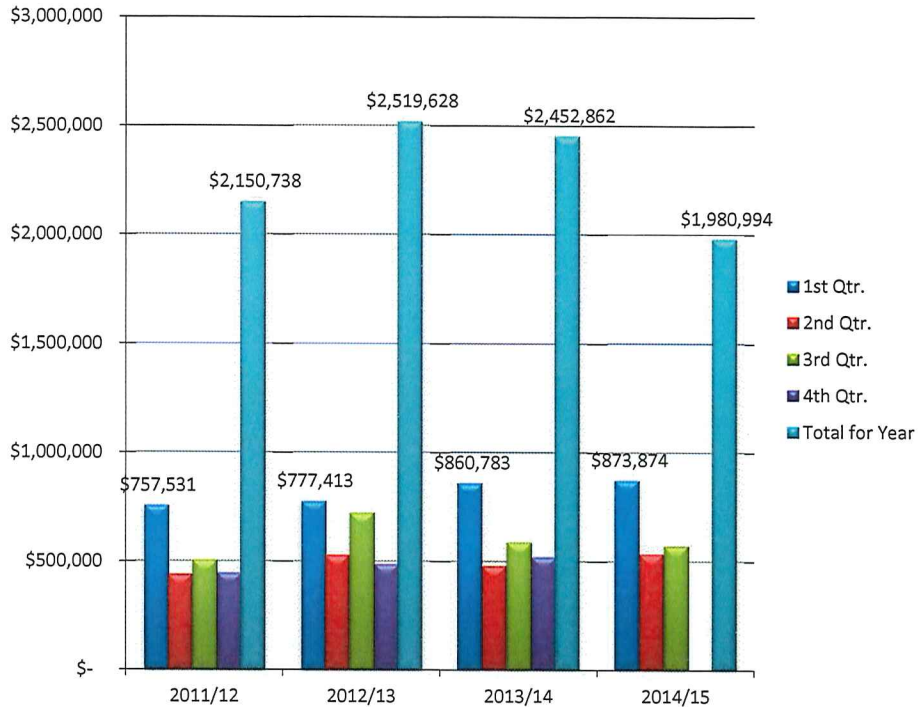
EDD
October 2015
5.8%
4.8%
1.1%
6.2%
5.2%
4.4%

Destimetrics Reservations Activity	FY 14/15	FY 15/16	Change
Occupancy during November	26.7%	30.8%	15.4%
ADR November (Average Daily Rate)	\$ 164	\$ 157	-4.3%
RevPAR Nov (Rev per Available Room)	\$ 44	\$ 48	9.1%
Occupancy Forecast December	36.2%	40.6%	12.2%
ADR December (Average Daily Rate)	\$ 313	\$ 312	-0.3%
RevPAR Dec. (Rev per Available Room)	\$ 113	\$ 127	12.4%
Occupancy (prior 6 months)	51.6%	56.1%	8.7%
ADR (prior 6 months)	\$ 235	\$ 227	-3.4%
RevPAR (prior 6 months)	\$ 121	\$ 127	5.0%
Occupancy (next 6 months)	22.3%	23.5%	5.4%
ADR (next 6 months)	\$ 254	\$ 246	-3.1%
RevPAR (next 6 months)	\$ 57	\$ 58	1.8%

Infrastructure Fund Balances Held by Placer County as of 9/30/15 (Reported Quarterly)	Total Chamber Membership
	June 2012 510
FY 2013-14 Contract \$ 326,923	June 2013 465
FY 2014-15 Contract \$ 1,642,074	June 2014 457
FY 2015-16 Contract \$ 2,327,310	June 2015 474
Total Fund Balances \$ 4,296,307	Nov 2015 483

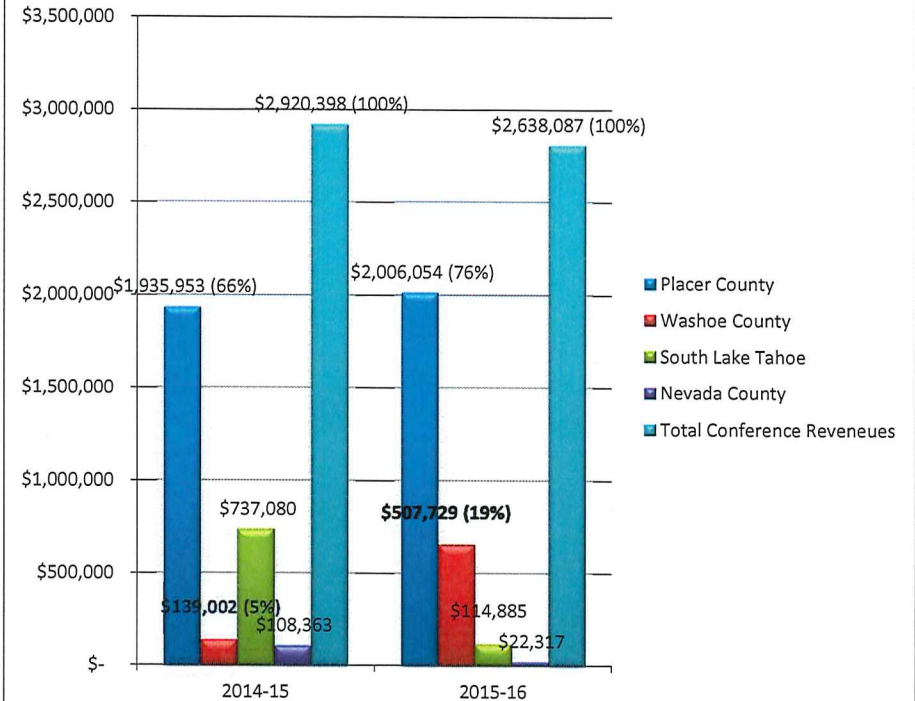
Conference Revenue Statistics Comparison Fiscal 2014/15 vs. Fiscal 2015/16			
	2014-15	2015-16	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked through October	\$ 2,920,398	\$ 2,808,838	-3.82%
Forecasted Commission for this Revenue	155,074	146,600	-5.46%
Number of Room Nights	16,377	15,439	-5.73%
Number of Tentative Bookings	99	62	-37.37%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,800,000	12.00%
Annual Commission Goal	\$ 170,000	\$ 175,000	2.94%
Conference Revenue And Percentage by County:			
Placer (66% of revs in '15, 76% in '16)	\$ 1,935,953	\$ 2,015,438	4.11%
Washoe ('15; 5%, '16; 19%)	\$ 139,002	\$ 656,199	372.08%
South Lake ('15; 25%, '16; 3%)	\$ 737,080	\$ 114,885	-84.41%
Nevada ('15; 4%, '16; 2%)	\$ 108,363	\$ 22,317	-79.41%
Total Conference Revenue	\$ 2,920,398	\$ 2,808,838	-3.82%

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



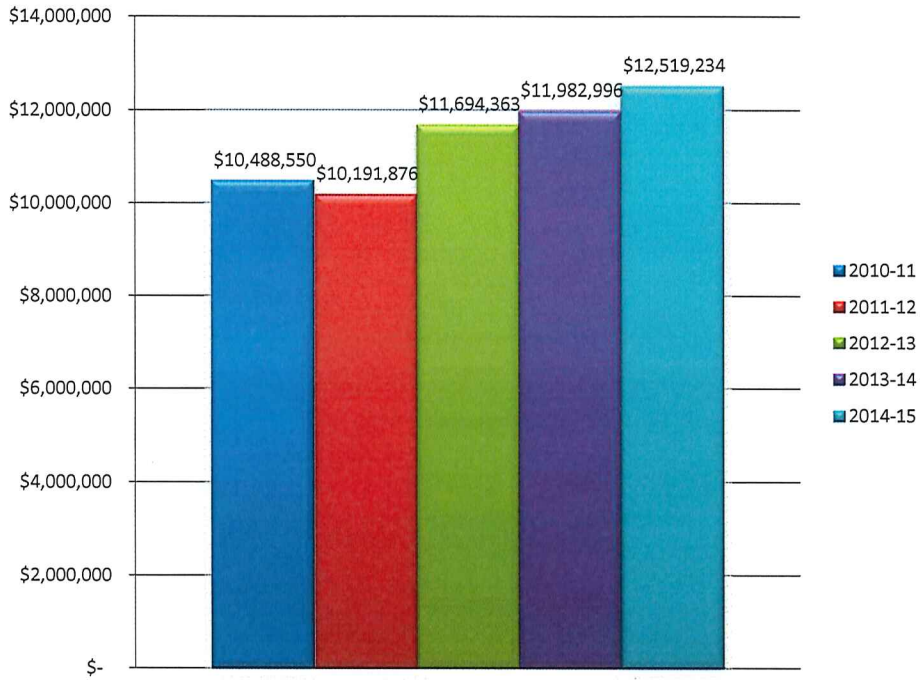
Sales Tax Revenue - Lake Tahoe (Fiscal Year Basis)					
Quarter	2011/12	2012/13	2013/14	2014/15	YOY % Change
First	\$ 757,531	\$ 777,413	\$ 860,783	\$ 873,874	1.5%
Second	\$ 441,061	\$ 529,470	\$ 481,165	\$ 535,449	11.3%
Third	\$ 505,344	\$ 724,645	\$ 589,226	\$ 571,671	-3.0%
Fourth	\$ 446,802	\$ 488,100	\$ 521,688	\$ -	
Total	\$ 2,150,738	\$ 2,519,628	\$ 2,452,862	\$ 1,980,994	-19.2%

Conference Revenue Statistics & Revenue Share by County

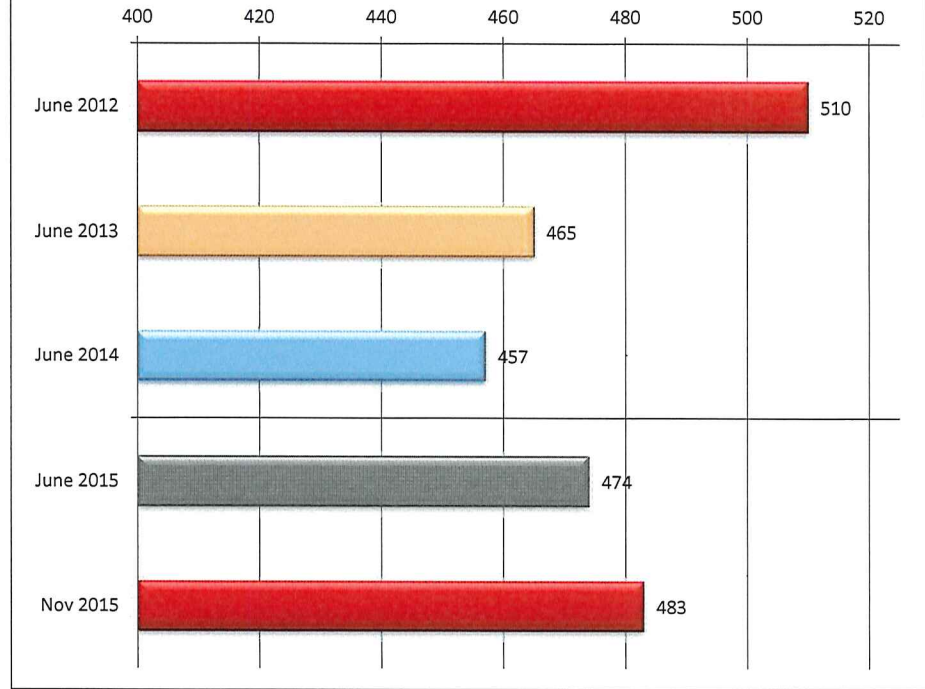


Conference Revenue Statistics Comparison Fiscal 2014/15 vs. Fiscal 2015/16			
	2014-15	2015-16	YOY % Change
FORWARD LOOKING (2015/16)			
	Actuals	Forecasted	
Total Revenue Booked through October	\$ 2,920,398	\$ 2,808,838	-3.82%
Forecasted Commission for this Revenue	155,074	146,600	-5.46%
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Nevada ('15; 4%, '16; 2%)	\$ 108,363	\$ 22,317	-79.41%
Total Conference Revenue	\$ 2,920,398	\$ 2,808,838	-3.82%

5-Year Annual TOT Collections (Fiscal Year Basis)



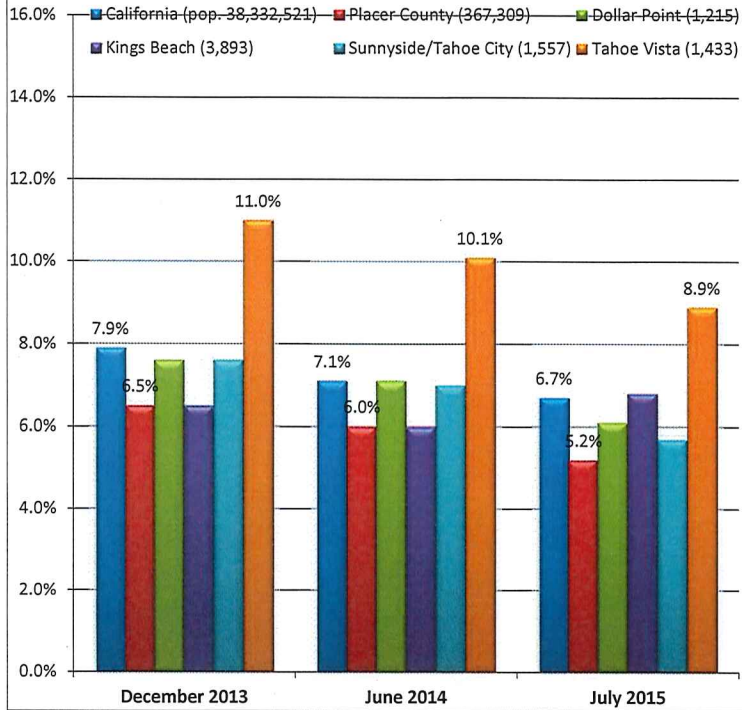
Chamber Membership (# of Members)



Total TOT Collections by Quarter 2010 - 2016 (through November 30, 2015)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,690,454	\$ 2,527,484	\$ 3,462,341	\$ 1,838,955	\$ 12,519,234
2015-16	\$ 4,654,641	\$ 120,650	\$ -	\$ -	\$ 4,775,291

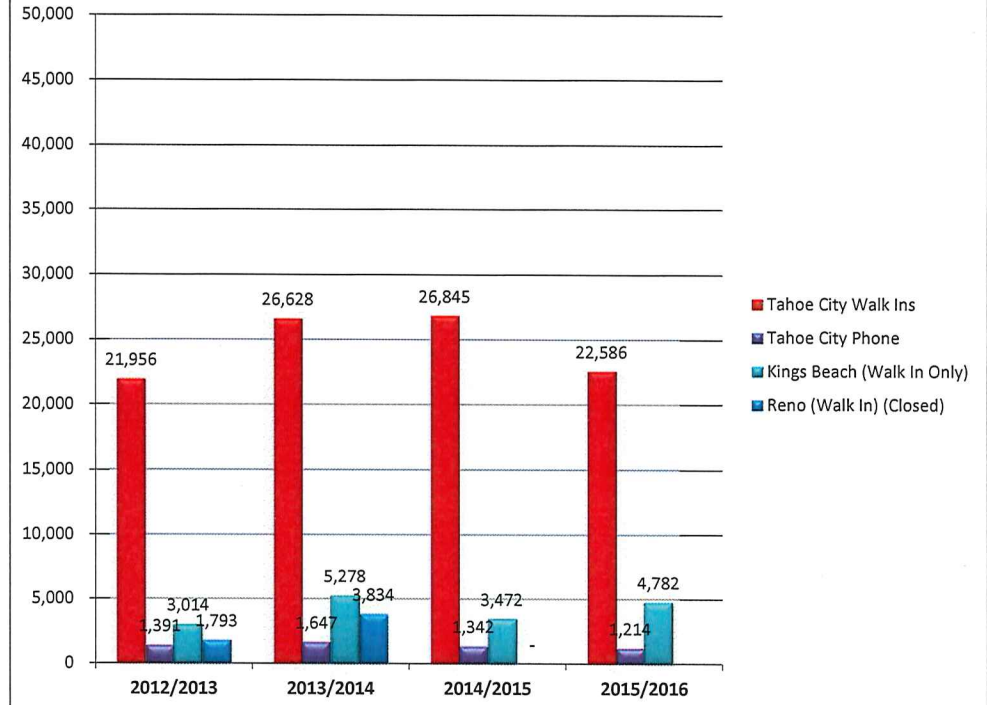
Chamber Of Commerce Total Membership	
June 2012	510
June 2014	457
June 2015	474
November 2015	483

Unemployment Rates by Region



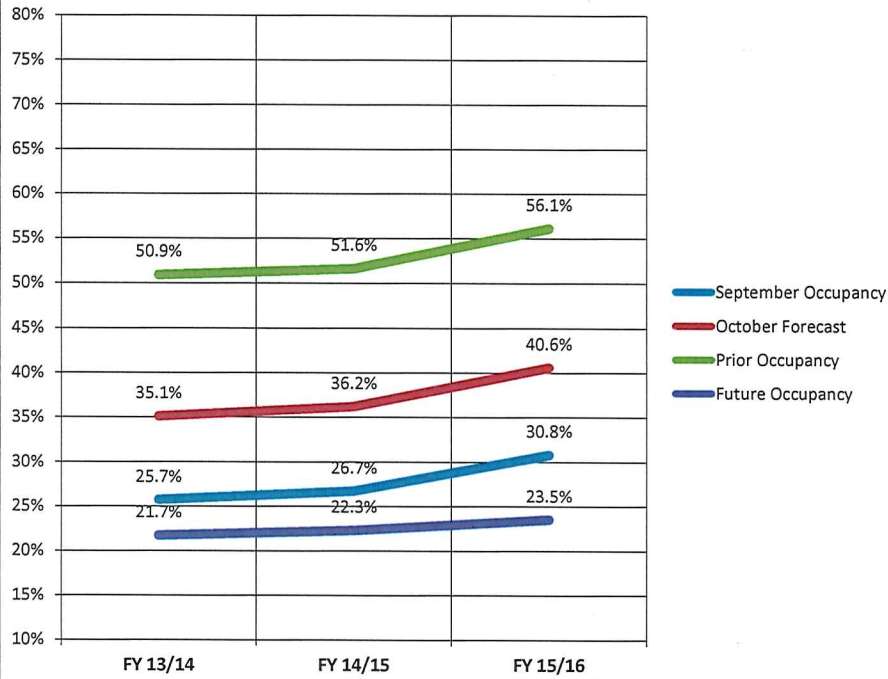
Unemployment Rates	December 2013	June 2014	July 2015
California	7.9%	7.1%	6.7%
Placer County	6.5%	6.0%	5.2%
Dollar Point	7.6%	7.1%	6.1%
Kings Beach	6.5%	6.0%	6.8%
Sunnyside/Tahoe City	7.6%	7.0%	5.7%
Tahoe Vista	11.0%	10.1%	8.9%

Visitor Information - July - October YOY



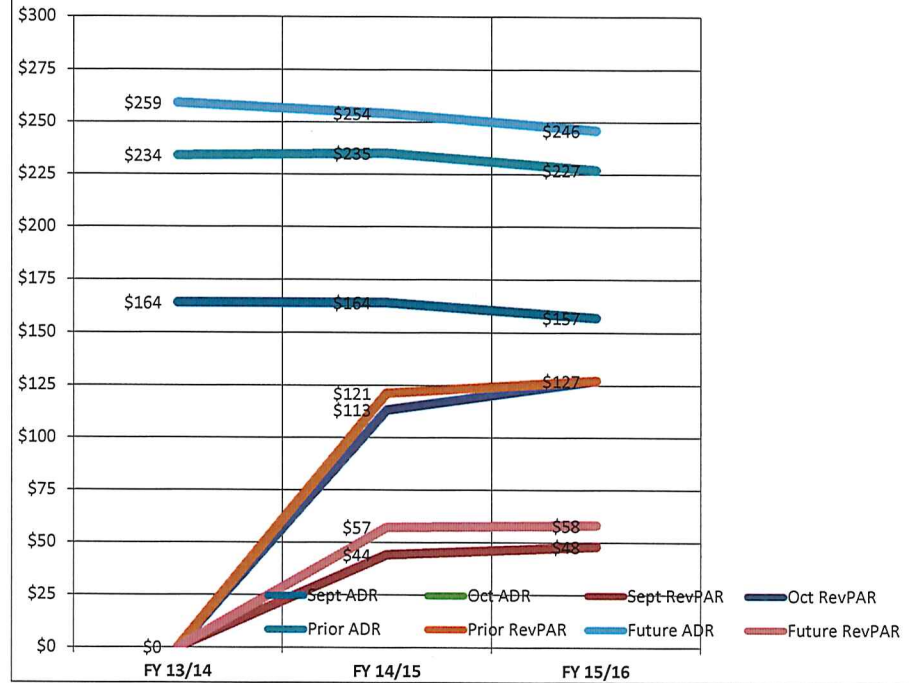
Visitor Information Statistics For Fiscal Years 2011 - 2015					
Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:	Annual Totals	Annual Totals	Annual Totals	Annual Totals	
Walk In	21,956	26,628	26,845	22,586	-15.87%
Phone	1,391	1,647	1,342	1,214	-9.54%
Kings Beach (Walk In Only, Jun-Sep)	3,014	5,278	3,472	4,782	37.73%
Reno (Walk In) (Closed)	1,793	3,834	Closed	Closed	N/A

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FY 13/14	FY 14/15	FY 15/16	Y-o-Y Change
Occupancy during November	25.7%	26.7%	30.8%	15.4%
Occupancy Forecast December	35.1%	36.2%	40.6%	12.2%
Occupancy (prior 6 months)	50.9%	51.6%	56.1%	8.7%
Occupancy (next 6 months)	21.7%	22.3%	23.5%	5.4%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FY 13/14	FY 14/15	FY 15/16	Y-o-Y Change
ADR November (Average Daily Rate)	\$164	\$164	\$157	-4.3%
RevPAR Nov (Rev per Available Room)	\$0	\$44	\$48	9.1%
ADR December (Average Daily Rate)	\$314	\$313	\$312	-0.3%
RevPAR Dec. (Rev per Available Room)	\$0	\$113	\$127	12.4%
ADR (prior 6 months)	\$234	\$235	\$227	-3.4%
RevPAR (prior 6 months)	\$0	\$121	\$127	5.0%
ADR (next 6 months)	\$259	\$254	\$246	-3.1%
RevPAR (next 6 months)	\$0	\$57	\$58	1.8%

NORTH LAKE TAHOE RESORT ASSOCIATION - NLTRA
Employee Expense Report

Employee Sandy Hall

DATE	DOC REF	VENDOR	PURPOSE	PAID by CC	OUT OF POCKET	BUDGET CODE
TRAVEL REIMBURSEMENT						
11/16/15		Southwest Airlines	DMA West Board Retreat	195.96		8910-11 8910-marketing
		Southwest Airlines	DMA West Board Retreat	\$0.00		will reimburse \$25
MILEAGE REIMBURSEMENT						
12/10/15		Sandy Hall	November Mileage		\$183.43	5111 -70
TOTAL - CREDIT CARD EXPENSES				195.96		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					183.425	
TOTAL DUE EMPLOYEE					183.425	

Submitted by: Sandy Hall

Authorized by: _____

Date: Tuesday, November 10, 2015

Date: _____



NORTH LAKE TAHOE RESORT ASSOCIATION -NLTRA
Mileage Reimbursement

TRAVEL DATES

From: 11/1/15

To: 11/30/15

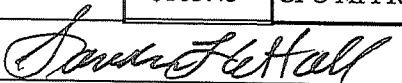
EMPLOYEE NAME:

November Mileage

Sandy Hall

DATE SUBMITTED:

Thursday, December 10, 2015

REF	DATE	START	END	# MILES	ROUND TRIP?		REASON FOR TRAVEL
					Yes	No	
	11/6/15	TC	Reno	111	X		NLTRA staff team building
	11/10/15	TC	Truckee	30	X		Epic Promise Awards - Leadership program
	11/12/15	TC	Incline Village	32	X		Meeting with Alan Walker, new President SNC
	11/12/15	TC	NTEC	10		X	Passport to Dining volunteer
	11/18/15	TC	LTCC	84	X		Presentation for Tahoe Talks on Transit Vision
	11/19/15	TC	NTEC	20	X		NTBA Board Meeting
	11/20/15	TC	Parasol	32	X		Tahoe Prosperity Center Board Meeting
ACCOUNTING							
TOTAL MILES SUBMITTED:				319	DATE RECEIVED		
MILEAGE RATE PER MILE				\$0.58	DATE ENTERED		
TOTAL MILEAGE REIMBURSEMENT DUE				\$183.43	CFO APPROVAL		
EMPLOYEE SIGNATURE						DATE PAID	
DEPARTMENT APPROVAL						NOTES:	

Sandy Evans Hall

From: Southwest Airlines
Sent: Monday, November 16, 2015 12:15 PM
To: SANDY@GOTAHOENORTH.COM
Subject: Flight reservation (RVJXDB) | 28JAN16 | RNO-PHX | Evans Hall/Sandra Leigh

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---------------------------------	-------------------------------------	-------------------------------	--------------------------------	------------------------------	----------------------------

Ready for takeoff!



Thanks for choosing Southwest® for your trip. You'll find everything you need to know about your reservation below. Happy travels!

Upcoming Trip: 01/28/16 - Phoenix

[Air itinerary](#)

AIR Confirmation: RVJXDB

Confirmation Date: 11/16/2015

Passenger(s)	Rapid Rewards #	Ticket #	Expiration	Est. Points Earned
EVANS HALL/SAND RA LEIGH	20174130410	5262159714611	Nov 15, 2016	936

Rapid Rewards points earned are only estimates. Visit your (MySouthwest, Southwest.com or Rapid Rewards) account for the most accurate totals - including A-List & A-List Preferred bonus points.

Date	Flight	Departure/Arrival
Thu Jan 28	1307	Depart RENO/TAHOE, NV (RNO) on Southwest Airlines at 06:05 AM Arrive in PHOENIX, AZ (PHX) at 08:55 AM Travel Time 1 hrs 50 mins Wanna Get Away

Date	Flight	Departure/Arrival
Sat Jan 30	3100	Depart PHOENIX, AZ (PHX) on Southwest Airlines at 12:15 PM Arrive in RENO/TAHOE, NV (RNO) at 1:05 PM Travel Time 1 hrs 50 mins Wanna Get Away

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 **Bags fly free®:** First and second checked bags. Weight and size limits apply. One small bag and one personal item are permitted as carryon items, free of charge.

 **30 minutes before departure:** We encourage you to arrive in the gate area no later than 30 minutes prior to your flight's scheduled departure as we may begin boarding as early as 30 minutes before your flight.

 **10 minutes before departure:** You must obtain your boarding pass(es) and be in the gate area for boarding at least 10 minutes prior to your flight's scheduled departure time. If not, Southwest may cancel your reserved space and you will not be eligible for denied boarding compensation.

 **If you do not plan to travel on your flight:** In accordance with Southwest's No Show Policy, you must notify Southwest at least 10 minutes prior to your flight's scheduled departure if you do not plan to travel on the flight. If not, Southwest will cancel your reservation and all funds will be forfeited.

Air Cost: 195.96

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REQ UPGRADE TO Y.

Valid only on Southwest Airlines. All travel involving funds from this Confirmation Number must be completed by the expiration date. Unused travel funds may only be applied toward the purchase of future travel for the individual named on the ticket. Any changes to this itinerary may result in a fare increase. Failure to cancel reservations for a Wanna Get Away fare segment at least 10 minutes prior to travel will result in the forfeiture of all remaining unused funds.

RNO WN PHX78.03TLNUHNR WN RNO78.03TLNUHNR 156.06 END
ZPRNOPHX XFRNO4.5PHX4.5 AY11.20\$RNO5.60 PHX5.60

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Cost and Payment Summary

AIR - RVJXDB

Base Fare	\$ 156.06	Payment Information
Excise Taxes	\$ 11.70	Payment Type: Mastercard XXXXXXXXXXXXX5901
Segment Fee	\$ 8.00	Date: Nov 16, 2015
Passenger Facility Charge	\$ 9.00	Payment Amount: \$195.96
September 11th Security Fee	\$ 11.20	
Total Air Cost	\$ 195.96	

Sandy Evans Hall

From: Southwest Airlines
Sent: Monday, November 16, 2015 12:10 PM
To: SANDY@GOTAHOENORTH.COM
Subject: EarlyBird Confirmation - RVJXDB



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Thanks for purchasing EarlyBird Check-In for your Phoenix trip! Conveniently print your boarding pass with your pre-assigned boarding position anytime within 24 hours of departure. We'll see you onboard!

Upcoming Trip: 01/28/16 - Phoenix

EarlyBird Check-In

Confirmation Number: RVJXDB

Passenger	Departure/Arrival	Flight	Date
Sandra Evans Hall	Depart Reno, NV (RNO) on Southwest Airlines at 6:05 AM Arrive in Phoenix, AZ (PHX) at 8:55 AM	#1307	Thu Jan 28 Travel Time 1 h hours50 mminutes
Sandra Evans Hall	Depart Phoenix, AZ (PHX) on Southwest Airlines at 12:15 PM Arrive in Reno, NV (RNO) at 1:05 PM	#3100	Sat Jan 30 Travel Time 1 h hours50 mminutes

Price: \$12.50 per person, one-way
Total Cost: \$25.00

Cost and Payment Summary

Payment Information

Cardholder: Sandra Evans Hall
 Payment Type: MASTER_CARD
 Account # XXXXXXXXXXXXX-5901
 Payment Amount: \$25.00



**EarlyBird Check-In is non-refundable. Some exclusions may apply.

SANDRA [REDACTED]

Dec 10 2015

Date

Pay to the Order of

NLTRA

\$ 25.00

Twenty five and 00/100

Dollars



Security Features Details on Back.



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For

Sandra L. Hall

MP



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