



Finance Committee Agenda and Meeting Notice

Thursday, August 18, 2016 at 3:00pm
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

Eric Pilcher
Treasurer

Committee Members

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 July 21, 2016 Finance Committee Meeting Minutes (**MOTION**) (pg. 1-3)
- E. Review Action Items – Detailed List to be provided at meeting.
- F. Draft July 2016 Financial Statements (pg. 4-20)
- G. Membership Receivable Update Report (pg; 21-22)
- H. Supplemental Information (10 mins)
 1. Dashboard Report – To be provided at meeting
- I. Approval of June CEO Expenses (pg. 23-37)
- J. Committee Member Comments (5 mins)
- K. Adjournment



north lake tahoe

Chamber | CVB | Resort Association

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

FINANCE COMMITTEE

Friday, July 21, 2016 1:30-3:00 pm

NLTRA Conference Room

PRELIMINARY MINUTES

A. Call to Order – Establish Quorum at 1:30 pm

In attendance: Sandy Evans Hall, Dawn Baffone, Al Priester, Eric Pilcher, Erin Casey, Ron Treabess, Daniel Vick via telephone.

- 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.

No public comment

**C. Agenda Amendments and Approval
M/S/C (Eric Pilcher/Erin Casey) (2-0-0)**

**D. Approval of the June 24, 2016 and June 27, 2016 Finance Committee Meeting Minutes
M/S/C (Erin Casey/Eric Pilcher) (2-0-0)**

E. Review Action Items

- USA cycling invoice, Judy investigated and provided explanation in order to generate credit. It has been reversed out of account 4350.
- Quickbooks sales and use tax will be paid in the 2nd quarter, see page 5 on the balance sheet, account # 2190.
- Look into special events account in total, both the invoices in concern were reversed. There is still 550.00 to clear out of that account. Will be applied to specific event.
- There is a scheduled meeting with auditors next Thursday and he can report back.
- **ACTION** Al will report back regarding Quickbooks Budget vs. Actual balanced to contract budget amounts and how it ties to Quickbooks in total. Will try to complete by Monday and include in the monthly report.

F. Draft June 2016 Financial Statements

- Al reported that the year-end accruals are not included. There are small amounts of assets and Depreciation to adjust which will take a little time to figure out.
- Daniel questioned the impact of payroll accrual on the Profit & Loss Statement, Al said the adjustment to it will be small and that the balance sheets all balance, all totals agree.

He added that once the year end accruals are complete they can be reviewed and approved.

- TOT payment receipt was in June but not adjusted. July and all months after won't have the deferred revenue.
- Commissions revenue-We are seeing a slow-down in group business so we are not sure if we will see this high of a number next year. What's happening now is what is actualizing what has been happening the last couple of years.
- Erin questioned balance sheet 1298 receivables and in general, what that is.
- AI clarified, Weblink a/r is chamber membership.
- A/P misc amount \$2,869 were vendors that we do not have accounts for. That should be eliminated with the new 2016 QB program.
- Department detail by month- P&L by Class page 9 expenses under Marketing and Membership, \$12,830 it is Ginger's salary is allocated to marketing. BACC programs and administrative work is paid for out of the marketing salaries. Erin inquired about Sponsorship #6420, \$88,569 AI explained it as other BACC marketing programs. This was discussed.
- **ACTION** AI to look into Special Event #4350 under balance budget.
- **ACTION** AI will get the exact detail on item 1298.
- **ACTION** Daniel asked about 5 A/R aging summary balances he wants updates on. Jason looking into. AI will get back after checking with Jason since they are all of Resort at Squaw Creek, Jason's account.
- **ACTION** AI to get new Quickbooks A/P customer and vendor reconciliation will occur within 2-3 weeks.
- **ACTION** AI to look into Sponsorship #6420 \$88,569 to determine exactly what that includes.
- **ACTION** AI will identify where the budget is for Traffic Management and confirm the amounts that are recorded in #5953 & # 5955 are correct. The totals are incorrect on the report.

No motion to approve, will approve at next meeting

G. Approval of the 16-17 Detail Budget

M/S/C (Erin Casey/Eric Pilcher) (2-0-0)

- 98,000 in salary and wages. Kym Fabel was moved from Membership director to Visitor Center so the salary line was brought down.
- Daniel was concerned about Visitor Center and low merchandise sales low Sandy will keep an eye on the merchandise sales. We can tell by the end of the summer if we need to adjust the Actual P& L for the Visitor center. Daniel added that the budget on their side on revenue balanced out.

H. Supplemental Information

- Metrics for June AI reviewed the report. Destimetrics daily rates may not be accurate, a large property dropped out so we may want to look into another report resource or not include these statistics in our report at all.
- Infrastructure will be included in the 4th quarter report

- Revenue page 29 Sandy pointed out inaccuracies on Page 29, AI will look into it.
- **ACTION AL WILL LOOK INTO PAGE 29**

I. Approval of June CEO Expenses
M/S/C (Erin Casey/Eric Pilcher) (2-0-0)

J. Committee Member Comments
Sandy distributed A/R spreadsheet to show the calls that are being made.

Adjournment 4:13pm

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

DRAFT

Jul 31, 16

ASSETS

Current Assets

Checking/Savings

1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations BOTW #6712	577,857.25
1007-00 · Cash - Payroll BOTW #7421	378.28
1008-00 · Marketing Reserve - Plumas	50,024.46
1009-00 · Cash Flow Reserve - Plumas	100,065.23
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	13,144.02
10950 · Cash in Drawer	773.10

Total Checking/Savings 772,823.90

Accounts Receivable

1200-00 · Quickbooks Accounts Receivable	64,474.14
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Total Accounts Receivable 64,474.14

Other Current Assets

1200-99 · AR Other	9,208.61
12000 · Undeposited Funds	1,600.32
1201-00 · WebLink Accounts Receivable	46,330.00
1201-02 · Allowance for Doubtful Accounts	-3,000.00
12100 · Inventory Asset	28,319.44
1299 · Receivable from NLTMC	8,380.83
1490-00 · Security Deposits	50.00

Total Other Current Assets 90,889.20

Total Current Assets 928,187.24

Fixed Assets

1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-41,214.81
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-34,014.08
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,084.04

Total Fixed Assets 3,731.03

Other Assets

1400-00 · Prepaid Expenses	
1430-00 · Prepaid 1st Class Postage	7,400.58
1400-00 · Prepaid Expenses - Other	3,892.69

Total 1400-00 · Prepaid Expenses 11,293.27

1410-00 · Prepaid Insurance	2,546.40
1500-00 · Suspense*	740.00

Total Other Assets 14,579.67

TOTAL ASSETS 946,497.94

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000-00 · Accounts Payable	94,861.64
2001-00 · Credit Card Payable	16,253.73

Total Accounts Payable 111,115.37

Other Current Liabilities

2:16 PM
08/16/16
Accrual Basis

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

DRAFT

	<u>Jul 31, 16</u>
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	29,369.00
2102-00 · Commissions Payable	14,388.10
2100-00 · Salaries / Wages Payable - Other	<u>32,195.52</u>
Total 2100-00 · Salaries / Wages Payable	75,952.62
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
2195-00 · Use Tax Payable	30.00
25500 · *Sales Tax Payable	2,277.53
2190-00 · Sales and Use Tax Payable - Other	<u>750.00</u>
Total 2190-00 · Sales and Use Tax Payable	3,057.53
2250-00 · Accrued Expenses	10,000.00
2400-60 · Deferred Revenue- Member Dues	73,042.08
24000 · Payroll Liabilities	
24100 · Wage Garnishment Payable	<u>581.29</u>
Total 24000 · Payroll Liabilities	581.29
26900 · Unbilled Purchases	342.00
2800-00 · Suspense	<u>920.06</u>
Total Other Current Liabilities	<u>220,383.87</u>
Total Current Liabilities	<u>331,499.24</u>
Total Liabilities	331,499.24
Equity	
32000 · Unrestricted Net Assets	106,013.08
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,065.23
3302 · Marketing Cash Reserve	50,024.46
Net Income	<u>92,201.93</u>
Total Equity	<u>614,998.70</u>
TOTAL LIABILITIES & EQUITY	<u><u>946,497.94</u></u>

2:20 PM
08/16/16

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

DRAFT

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Edgewood Tahoe	0.00	0.00	550.00	0.00	0.00	550.00
Granlibakken Resort	0.00	0.00	225.90	0.00	0.00	225.90
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	669.51	669.51
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	1,419.05	0.00	0.00	90.80	1,509.85
Northstar California	0.00	0.00	4,005.10	0.00	9,431.87	13,436.97
Olympic Bike Shop	0.00	0.00	0.00	0.00	150.00	150.00
Resort at Squaw Creek*	0.00	0.00	5,346.27	0.00	25,641.11	30,987.38
River Ranch Lodge & Restaurant	0.00	0.00	0.00	0.00	239.50	239.50
Tahoe Biltmore Lodge & Casino	0.00	0.00	68.64	0.00	187.74	256.38
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	89.50	89.50
Tahoe Sailing Charters	0.00	0.00	0.00	0.00	400.00	400.00
Tahoma Lodge	0.00	0.00	200.00	0.00	0.00	200.00
The Ritz-Carlton	0.00	1,851.10	0.00	4,710.45	9,197.60	15,759.15
TOTAL	<u>0.00</u>	<u>3,270.15</u>	<u>10,395.91</u>	<u>4,710.45</u>	<u>46,097.63</u>	<u>64,474.14</u>

North Lake Tahoe Resort Association
A/P Aging Summary

DRAFT

As of July 31, 2016

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
101.5 Truckee Tahoe Radio*	3,600.00	0.00	0.00	0.00	0.00	3,600.00
Abel's Landscape and Stone	0.00	496.00	0.00	0.00	0.00	496.00
Accountemps	0.00	0.00	-35.00	0.00	0.00	-35.00
ADP	0.00	0.00	-61.94	0.00	0.00	-61.94
Anne-Karin Atwood*	44.44	0.00	0.00	0.00	0.00	44.44
Bank of the West Bank Card Center	6,253.73	0.00	0.00	-271.39	0.00	5,982.34
Christine Karnofsky Landscape Design	0.00	300.00	0.00	0.00	0.00	300.00
Connie Radoff	1,310.00	0.00	0.00	0.00	0.00	1,310.00
Emily Detwiler*	134.34	0.00	0.00	0.00	0.00	134.34
Employers Assurance Co.	1,270.50	0.00	0.00	0.00	0.00	1,270.50
Fairbank, Maslin, maullin, Metz & Assoc	0.00	0.00	9,875.00	0.00	0.00	9,875.00
Family Support Registry	789.53	0.00	0.00	0.00	0.00	789.53
FedEx	0.00	41.53	0.00	0.00	0.00	41.53
Ginger Karl*	139.32	0.00	0.00	0.00	-789.53	-650.21
Greg Howey*	63.88	0.00	0.00	0.00	0.00	63.88
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
iDSS Global LLC	0.00	0.00	0.00	0.00	10,000.00	10,000.00
Judy Laverty*	41.92	0.00	0.00	0.00	0.00	41.92
Morris Visitor Publications, LLC	0.00	0.00	1,800.00	0.00	0.00	1,800.00
North Lake Tahoe Marketing Co-op	0.00	63,250.00	0.00	0.00	0.00	63,250.00
North Tahoe Arts*	0.00	1,190.52	0.00	0.00	0.00	1,190.52
North Tahoe Event Center, Inc.	0.00	109.00	0.00	0.00	0.00	109.00
Placer County Tax Collector	1,046.87	0.00	0.00	0.00	0.00	1,046.87
Principal Financial Group	1,436.02	0.00	0.00	0.00	0.00	1,436.02
Ricoh USA	1,110.80	0.00	0.00	0.00	0.00	1,110.80
Ron Treabess	135.66	0.00	0.00	0.00	0.00	135.66
Sandy Evans Hall*	65.00	0.00	0.00	0.00	0.00	65.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Spectrum	0.00	0.00	0.00	0.00	-0.39	-0.39
Swigard's True Value Hardware, Inc.*	29.86	0.00	0.00	0.00	0.00	29.86
Tahoe Supply Company	0.00	77.24	0.00	0.00	0.00	77.24
Tahoe Tech Group, Inc.	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe Truckee Sierra Disposal*	161.34	0.00	0.00	0.00	0.00	161.34
The Store...Copies and More	91.32	105.35	0.00	0.00	0.00	196.67
TNCI	0.00	40.13	38.58	0.00	0.00	78.71
Transportation Management Association	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Verizon Wireless	0.00	0.00	-119.51	0.00	0.00	-119.51
WebLink, Inc.	3,320.25	0.00	0.00	0.00	0.00	3,320.25
TOTAL	<u>22,069.78</u>	<u>68,609.77</u>	<u>11,497.13</u>	<u>-271.39</u>	<u>9,210.08</u>	<u>111,115.37</u>

North Lake Tahoe Resort Association
Profit & Loss
 July 2016

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	<u>Jul 16</u>
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	314,665.00
4200-00 · Membership Ann/Conf Dues	-6,532.50
4201-00 · New Member Fees	300.00
4250-00 · Revenues-Membership Activities	-3,785.00
46000 · Merchandise Sales	13,723.73
Total Income	<u>318,371.23</u>
Gross Profit	318,371.23
Expense	
5000-00 · Salaries & Wages	
5000-01 · In-Market Administration	0.00
5010-00 · Sales Commissions	5,983.79
5020-00 · P/R - Tax Expense	7,896.25
5030-00 · P/R - Health Insurance Expense	9,046.10
5060-00 · 401 (k)	3,195.23
5070-00 · Other Benefits and Expenses	257.06
5000-00 · Salaries & Wages - Other	87,131.76
Total 5000-00 · Salaries & Wages	<u>113,510.19</u>
5100-00 · Rent	
5110-00 · Utilities	303.84
5140-00 · Repairs & Maintenance	29.86
5100-00 · Rent - Other	12,144.36
Total 5100-00 · Rent	<u>12,478.06</u>
5310-00 · Telephone	
5320-00 · Telephone	2,449.94
Total 5310-00 · Telephone	<u>2,449.94</u>
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	41.53
Total 5420-00 · Mail - USPS	<u>41.53</u>
5510-00 · Insurance/Bonding	619.92
5520-00 · Supplies	689.50
5610-00 · Depreciation	115.07
5700-00 · Equipment Support & Maintenance	20.25
5710-00 · Taxes, Licenses & Fees	2,091.85
5740-00 · Equipment Rental/Leasing	1,265.60
5900-00 · Professional Fees	
5920-00 · Professional Fees - Accountant	4,770.00
Total 5900-00 · Professional Fees	<u>4,770.00</u>
5940-00 · Research & Planning Membership	3,000.00
5941-00 · Research & Planning	750.00
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	350.00
6442-00 · Public Relations/Website	3,320.25
6423-00 · Membership Activities - Other	348.25
Total 6423-00 · Membership Activities	<u>4,018.50</u>
6701-00 · Market Study Reports/Research	317.47
6730-00 · Marketing Cooperative/Media	63,250.00
6742-00 · Non-NLT Co-Op Marketing Program	400.67
6743-00 · BACC Marketing Programs	
6743-04 · High Notes	1,583.32
6743-05 · Peak Your Adventure	976.80

North Lake Tahoe Resort Association
Profit & Loss
July 2016

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	<u>Jul 16</u>
Total 6743-00 · BACC Marketing Programs	2,560.12
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	102.74
59900 · POS Inventory Adjustments	-1.44
8100-00 · Cost of Goods Sold - Other	<u>7,440.22</u>
Total 8100-00 · Cost of Goods Sold	7,541.52
8300-00 · Board Functions	2,442.20
8500-00 · Credit Card Fees	178.16
8700-00 · Automobile Expenses	321.30
8750-00 · Meals/Meetings	42.65
8810-00 · Dues & Subscriptions	2,434.13
8910-00 · Travel	<u>860.67</u>
Total Expense	<u>226,169.30</u>
Net Ordinary Income	92,201.93
Other Income/Expense	
Other Expense	
8990-00 · Allocated	<u>0.00</u>
Total Other Expense	<u>0.00</u>
Net Other Income	<u>0.00</u>
Net Income	<u><u>92,201.93</u></u>

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North Lake Tahoe Resort Association
Profit & Loss by Class

DRAFT

July 2016

Accrual Basis

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
Ordinary Income/Expense								
Income								
4050-00 - County of Placer TOT Funding	222,140.00	24,133.00	22,018.00	27,827.00	18,547.00	0.00	0.00	314,665.00
4200-00 - Membership Ann/Conf Dues	0.00	0.00	0.00	0.00	0.00	-6,532.50	0.00	-6,532.50
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	300.00	0.00	300.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	-3,785.00	0.00	-3,785.00
46000 - Merchandise Sales	0.00	0.00	0.00	13,723.73	0.00	0.00	0.00	13,723.73
Total Income	222,140.00	24,133.00	22,018.00	41,550.73	18,547.00	-10,017.50	0.00	318,371.23
Gross Profit								
	222,140.00	24,133.00	22,018.00	41,550.73	18,547.00	-10,017.50	0.00	318,371.23
Expense								
6000-00 - Salaries & Wages								
6000-01 - In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	-1,375.00	0.00	0.00
6010-00 - Sales Commissions	0.00	5,983.79	0.00	0.00	0.00	0.00	0.00	5,983.79
6020-00 - P/R - Tax Expense	1,858.43	994.28	678.39	2,007.41	678.40	523.47	1,157.87	7,896.25
6030-00 - P/R - Health Insurance Expense	2,223.10	1,121.91	239.30	1,719.58	239.30	1,115.94	2,386.97	9,046.10
6060-00 - 401 (k)	936.88	542.15	317.14	778.66	317.14	12.74	289.52	3,195.23
6070-00 - Other Benefits and Expenses	114.14	41.98	6.79	41.98	6.78	11.89	33.50	257.06
6000-00 - Salaries & Wages - Other	22,561.86	13,554.60	5,772.37	19,042.80	5,772.37	5,566.62	14,841.14	87,131.76
Total 6000-00 - Salaries & Wages	29,087.41	22,238.71	7,013.99	23,591.43	7,013.99	5,855.66	18,709.00	113,510.19
6100-00 - Rent								
6110-00 - Utilities	60.44	30.94	16.36	105.41	16.36	20.09	54.24	303.84
6140-00 - Repairs & Maintenance	0.00	0.00	0.00	5.15	0.00	0.00	24.71	28.86
6100-00 - Rent - Other	1,865.59	902.80	361.12	6,399.57	361.12	631.98	1,602.20	12,144.36
Total 6100-00 - Rent	1,946.03	933.74	377.48	6,510.13	377.48	652.05	1,681.15	12,478.06
6310-00 - Telephone								
6320-00 - Telephone	444.16	230.96	214.54	340.30	214.54	364.13	641.31	2,449.94
Total 6310-00 - Telephone	444.16	230.96	214.54	340.30	214.54	364.13	641.31	2,449.94
6420-00 - Mail - USPS								
6480-00 - Mail - Fed Ex	0.00	0.00	0.00	41.53	0.00	0.00	0.00	41.53
Total 6420-00 - Mail - USPS	0.00	0.00	0.00	41.53	0.00	0.00	0.00	41.53
6510-00 - Insurance/Bonding	117.70	117.78	18.60	154.98	18.60	55.79	136.38	619.92
6520-00 - Supplies	108.48	19.24	7.70	307.38	7.70	13.47	225.53	689.50
6510-00 - Depreciation	28.76	14.96	9.21	14.86	9.21	9.21	28.76	115.07
6700-00 - Equipment Support & Maintenance	20.25	0.00	0.00	0.00	0.00	0.00	0.00	20.25
6710-00 - Taxes, Licenses & Fees	261.72	136.09	83.75	336.08	83.75	83.75	1,106.71	2,091.85
6740-00 - Equipment Rental/Leasing	149.79	131.20	112.35	353.36	112.35	234.54	172.01	1,265.60
6900-00 - Professional Fees								
6920-00 - Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
Total 6900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
6940-00 - Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
6941-00 - Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	750.00
6423-00 - Membership Activities								
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	350.00	0.00	350.00
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.00	0.00	3,320.25	0.00	3,320.25
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	348.25	0.00	348.25
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	4,018.50	0.00	4,018.50
6701-00 - Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 - Marketing Cooperative/Media	54,083.33	9,166.67	0.00	0.00	0.00	0.00	0.00	63,250.00
6742-00 - Non-NLT Co-Op Marketing Progr...	400.67	0.00	0.00	0.00	0.00	0.00	0.00	400.67
6743-00 - BACC Marketing Programs								
6743-04 - High Notes	1,583.32	0.00	0.00	0.00	0.00	0.00	0.00	1,583.32
6743-05 - Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 - BACC Marketing Programs	2,560.12	0.00	0.00	0.00	0.00	0.00	0.00	2,560.12
8100-00 - Cost of Goods Sold								
8110 - Freight and Shipping Costs	0.00	0.00	0.00	102.74	0.00	0.00	0.00	102.74
89300 - POS Inventory Adjustments	0.00	0.00	0.00	-1.44	0.00	0.00	0.00	-1.44
8100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	7,440.22	0.00	0.00	0.00	7,440.22
Total 8100-00 - Cost of Goods Sold	0.00	0.00	0.00	7,541.52	0.00	0.00	0.00	7,541.52
8300-00 - Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	2,442.20	2,442.20
8500-00 - Credit Card Fees	0.00	0.00	0.00	34.95	0.00	95.28	47.93	178.16
8700-00 - Automobile Expenses	19.44	38.88	61.83	0.00	61.83	139.32	0.00	321.30
8750-00 - Meals/Meetings	27.65	0.00	12.00	0.00	0.00	0.00	3.00	42.65
8810-00 - Dues & Subscriptions	14.99	340.00	0.00	0.00	0.00	125.00	1,954.14	2,434.13
8910-00 - Travel	860.67	0.00	0.00	0.00	0.00	0.00	0.00	860.67
Total Expense	90,448.73	33,368.23	11,286.45	39,226.62	8,274.45	11,646.70	31,918.12	226,169.30
Net Ordinary Income	131,691.27	-9,235.23	10,731.55	2,324.11	10,272.55	-21,664.20	-31,918.12	92,201.93
Other Income/Expense								
Other Expense								
8990-00 - Allocated	15,320.71	3,510.99	3,510.99	3,191.81	3,510.99	2,872.63	-31,918.12	0.00
Total Other Expense	15,320.71	3,510.99	3,510.99	3,191.81	3,510.99	2,872.63	-31,918.12	0.00
Net Other Income	-15,320.71	-3,510.99	-3,510.99	-3,191.81	-3,510.99	-2,872.63	31,918.12	0.00
Net Income	116,370.56	-12,746.22	7,220.56	-867.70	6,761.56	-24,536.83	0.00	92,201.93

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

DRAFT

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,140.00	222,140.13	-0.13	100.0%
Total Income	222,140.00	222,140.13	-0.13	100.0%
Gross Profit	222,140.00	222,140.13	-0.13	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	1,375.00	0.00	1,375.00	100.0%
5020-00 · P/R - Tax Expense	1,856.43	1,852.90	3.53	100.2%
5030-00 · P/R - Health Insurance Expense	2,223.10	3,065.60	-842.50	72.5%
5040-00 · P/R - Workmans Comp	0.00	108.75	-108.75	0.0%
5060-00 · 401 (k)	936.88	650.90	285.98	143.9%
5070-00 · Other Benefits and Expenses	114.14	225.87	-111.73	50.5%
5000-00 · Salaries & Wages - Other	22,581.86	22,597.80	-15.94	99.9%
Total 5000-00 · Salaries & Wages	29,087.41	28,501.82	585.59	102.1%
5100-00 · Rent				
5110-00 · Utilities	60.44	175.00	-114.56	34.5%
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5150-00 · Office - Cleaning	0.00	252.00	-252.00	0.0%
5100-00 · Rent - Other	1,885.59	1,651.74	233.85	114.2%
Total 5100-00 · Rent	1,946.03	2,203.74	-257.71	88.3%
5310-00 · Telephone				
5320-00 · Telephone	444.16	441.74	2.42	100.5%
Total 5310-00 · Telephone	444.16	441.74	2.42	100.5%
5420-00 · Mail - USPS	0.00	62.50	-62.50	0.0%
5510-00 · Insurance/Bonding	117.79	166.74	-48.95	70.6%
5520-00 · Supplies	108.48	250.00	-141.52	43.4%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	20.25	311.00	-290.75	6.5%
5710-00 · Taxes, Licenses & Fees	261.72	41.74	219.98	627.0%
5740-00 · Equipment Rental/Leasing	149.79	166.74	-16.95	89.8%
5815 · Training Video Series	0.00	15,000.00	-15,000.00	0.0%
5820 · Sales CRM/CMS	0.00	7,000.00	-7,000.00	0.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	54,083.33	51,708.00	2,375.33	104.6%
6742-00 · Non-NLT Co-Op Marketing Program	400.67	0.00	400.67	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	1,583.32	0.00	1,583.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 · BACC Marketing Programs	2,560.12	6,700.00	-4,139.88	38.2%
8700-00 · Automobile Expenses	19.44	166.74	-147.30	11.7%
8750-00 · Meals/Meetings	27.65	291.74	-264.09	9.5%
8810-00 · Dues & Subscriptions	14.99	416.74	-401.75	3.6%
8910-00 · Travel	860.67	666.74	193.93	129.1%
Total Expense	90,448.73	134,259.23	-43,810.50	67.4%
Net Ordinary Income	131,691.27	87,880.90	43,810.37	149.9%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

DRAFT

	<u>Jul 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8990-00 - Allocated	15,320.71	87,886.00	-72,565.29	17.4%
Total Other Expense	15,320.71	87,886.00	-72,565.29	17.4%
Net Other Income	-15,320.71	-87,886.00	72,565.29	17.4%
Net Income	<u>116,370.56</u>	<u>-5.10</u>	<u>116,375.66</u>	<u>-2,281,775.7%</u>

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 Accrual Basis

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

DRAFT

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	24,133.00	24,133.37	-0.37	100.0%
4200-00 · Membership Ann/Conf Dues	0.00	640.87	-640.87	0.0%
4600-00 · Commissions	0.00	8,971.00	-8,971.00	0.0%
Total Income	24,133.00	33,745.24	-9,612.24	71.5%
Gross Profit	24,133.00	33,745.24	-9,612.24	71.5%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	5,983.79	2,166.74	3,817.05	276.2%
5020-00 · P/R - Tax Expense	994.28	1,082.70	-88.42	91.8%
5030-00 · P/R - Health Insurance Expense	1,121.91	1,045.70	76.21	107.3%
5040-00 · P/R - Workmans Comp	0.00	75.00	-75.00	0.0%
5060-00 · 401 (k)	542.15	596.90	-54.75	90.8%
5070-00 · Other Benefits and Expenses	41.98	37.24	4.74	112.7%
5000-00 · Salaries & Wages - Other	13,554.60	13,180.50	374.10	102.8%
Total 5000-00 · Salaries & Wages	22,238.71	18,184.78	4,053.93	122.3%
5100-00 · Rent				
5110-00 · Utilities	30.94	87.50	-56.56	35.4%
5140-00 · Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 · Office - Cleaning	0.00	126.00	-126.00	0.0%
5100-00 · Rent - Other	902.80	825.87	76.93	109.3%
Total 5100-00 · Rent	933.74	1,104.37	-170.63	84.5%
5310-00 · Telephone				
5320-00 · Telephone	230.96	256.00	-25.04	90.2%
Total 5310-00 · Telephone	230.96	256.00	-25.04	90.2%
5420-00 · Mail - USPS	0.00	17.50	-17.50	0.0%
5510-00 · Insurance/Bonding	117.78	125.00	-7.22	94.2%
5520-00 · Supplies	19.24	62.50	-43.26	30.8%
5610-00 · Depreciation	14.96	84.99	-70.03	17.6%
5700-00 · Equipment Support & Maintenance	0.00	138.00	-138.00	0.0%
5710-00 · Taxes, Licenses & Fees	136.09	16.74	119.35	813.0%
5740-00 · Equipment Rental/Leasing	131.20	166.74	-35.54	78.7%
6730-00 · Marketing Cooperative/Media	9,166.67	10,000.00	-833.33	91.7%
8700-00 · Automobile Expenses	38.88	33.37	5.51	116.5%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
8810-00 · Dues & Subscriptions	340.00	0.00	340.00	100.0%
Total Expense	33,368.23	30,223.36	3,144.87	110.4%
Net Ordinary Income	-9,235.23	3,521.88	-12,757.11	-262.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,510.99	3,522.00	-11.01	99.7%
Total Other Expense	3,510.99	3,522.00	-11.01	99.7%
Net Other Income	-3,510.99	-3,522.00	11.01	99.7%
Net Income	-12,746.22	-0.12	-12,746.10	10,621,850.0%

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Accrual Basis

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

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	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	22,018.00	22,017.74	0.26	100.0%
Total Income	22,018.00	22,017.74	0.26	100.0%
Gross Profit	22,018.00	22,017.74	0.26	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	678.39	648.90	29.49	104.5%
5030-00 · P/R - Health Insurance Expense	239.30	335.90	-96.60	71.2%
5040-00 · P/R - Workmans Comp	0.00	172.00	-172.00	0.0%
5060-00 · 401 (k)	317.14	308.60	8.54	102.8%
5070-00 · Other Benefits and Expenses	6.79	53.70	-46.91	12.6%
5000-00 · Salaries & Wages - Other	5,772.37	6,599.40	-827.03	87.5%
Total 5000-00 · Salaries & Wages	7,013.99	8,118.50	-1,104.51	86.4%
5100-00 · Rent				
5110-00 · Utilities	16.36	83.87	-67.51	19.5%
5140-00 · Repairs & Maintenance	0.00	38.12	-38.12	0.0%
5150-00 · Office - Cleaning	0.00	16.74	-16.74	0.0%
5100-00 · Rent - Other	361.12	616.37	-255.25	58.6%
Total 5100-00 · Rent	377.48	755.10	-377.62	50.0%
5310-00 · Telephone				
5320-00 · Telephone	214.54	106.25	108.29	201.9%
Total 5310-00 · Telephone	214.54	106.25	108.29	201.9%
5420-00 · Mail - USPS	0.00	25.00	-25.00	0.0%
5510-00 · Insurance/Bonding	18.60	25.00	-6.40	74.4%
5520-00 · Supplies	7.70	25.00	-17.30	30.8%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	0.00	40.00	-40.00	0.0%
5710-00 · Taxes, Licenses & Fees	83.75	10.00	73.75	837.5%
5740-00 · Equipment Rental/Leasing	112.35	26.74	85.61	420.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	375.00	1,200.00	-825.00	31.3%
8700-00 · Automobile Expenses	61.83	100.00	-38.17	61.8%
8750-00 · Meals/Meetings	12.00	25.00	-13.00	48.0%
Total Expense	11,286.45	10,491.09	795.36	107.6%
Net Ordinary Income	10,731.55	11,526.65	-795.10	93.1%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,510.99	11,524.00	-8,013.01	30.5%
Total Other Expense	3,510.99	11,524.00	-8,013.01	30.5%
Net Other Income	-3,510.99	-11,524.00	8,013.01	30.5%
Net Income	7,220.56	2.65	7,217.91	272,474.0%

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 Accrual Basis

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

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	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	27,827.00	27,826.99	0.01	100.0%
4502-00 · Non-retail VIC Income	0.00	637.00	-637.00	0.0%
46000 · Merchandise Sales	13,723.73	18,050.00	-4,326.27	76.0%
Total Income	41,550.73	46,513.99	-4,963.26	89.3%
Gross Profit	41,550.73	46,513.99	-4,963.26	89.3%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,007.41	1,208.00	799.41	166.2%
5030-00 · P/R - Health Insurance Expense	1,719.58	2,286.50	-566.92	75.2%
5040-00 · P/R - Workmans Comp	0.00	209.00	-209.00	0.0%
5060-00 · 401 (k)	779.66	457.00	322.66	170.6%
5070-00 · Other Benefits and Expenses	41.98	50.62	-8.64	82.9%
5000-00 · Salaries & Wages - Other	19,042.80	13,238.00	5,804.80	143.8%
Total 5000-00 · Salaries & Wages	23,591.43	17,449.12	6,142.31	135.2%
5100-00 · Rent				
5110-00 · Utilities	105.41	625.00	-519.59	16.9%
5140-00 · Repairs & Maintenance	5.15	150.87	-145.72	3.4%
5100-00 · Rent - Other	6,399.57	5,898.87	500.70	108.5%
Total 5100-00 · Rent	6,510.13	6,674.74	-164.61	97.5%
5310-00 · Telephone				
5320-00 · Telephone	340.30	291.74	48.56	116.6%
Total 5310-00 · Telephone	340.30	291.74	48.56	116.6%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	41.53	0.00	41.53	100.0%
5420-00 · Mail - USPS - Other	0.00	41.74	-41.74	0.0%
Total 5420-00 · Mail - USPS	41.53	41.74	-0.21	99.5%
5510-00 · Insurance/Bonding	154.98	166.74	-11.76	92.9%
5520-00 · Supplies	307.38	333.37	-25.99	92.2%
5610-00 · Depreciation	14.96	84.99	-70.03	17.6%
5700-00 · Equipment Support & Maintenance	0.00	175.00	-175.00	0.0%
5710-00 · Taxes, Licenses & Fees	336.08	25.00	311.08	1,344.3%
5740-00 · Equipment Rental/Leasing	353.36	494.00	-140.64	71.5%
5800-00 · Training Seminars	0.00	1,000.00	-1,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	416.74	-416.74	0.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	102.74	0.00	102.74	100.0%
59900 · POS Inventory Adjustments	-1.44	0.00	-1.44	100.0%
8100-00 · Cost of Goods Sold - Other	7,440.22	7,934.00	-493.78	93.8%
Total 8100-00 · Cost of Goods Sold	7,541.52	7,934.00	-392.48	95.1%
8500-00 · Credit Card Fees	34.95	300.00	-265.05	11.7%
8700-00 · Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
8910-00 · Travel	0.00	408.24	-408.24	0.0%
Total Expense	39,226.62	35,928.79	3,297.83	109.2%
Net Ordinary Income	2,324.11	10,585.20	-8,261.09	22.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,191.81	10,586.00	-7,394.19	30.2%
Total Other Expense	3,191.81	10,586.00	-7,394.19	30.2%

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Accrual Basis

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

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	<u>Jul 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Other Income	-3,191.81	-10,586.00	7,394.19	30.2%
Net Income	<u>-867.70</u>	<u>-0.80</u>	<u>-866.90</u>	<u>108,462.5%</u>

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 Accrual Basis

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

DRAFT

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	18,547.00	18,547.37	-0.37	100.0%
Total Income	18,547.00	18,547.37	-0.37	100.0%
Gross Profit	18,547.00	18,547.37	-0.37	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	678.40	670.70	7.70	101.1%
5030-00 · P/R - Health Insurance Expense	239.30	317.70	-78.40	75.3%
5040-00 · P/R - Workmans Comp	0.00	166.74	-166.74	0.0%
5060-00 · 401 (k)	317.14	309.20	7.94	102.6%
5070-00 · Other Benefits and Expenses	6.78	57.50	-50.72	11.8%
5000-00 · Salaries & Wages - Other	5,772.37	6,599.40	-827.03	87.5%
Total 5000-00 · Salaries & Wages	7,013.99	8,121.24	-1,107.25	86.4%
5100-00 · Rent				
5110-00 · Utilities	16.36	125.00	-108.64	13.1%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	0.00	50.24	-50.24	0.0%
5100-00 · Rent - Other	361.12	585.62	-224.50	61.7%
Total 5100-00 · Rent	377.48	800.86	-423.38	47.1%
5310-00 · Telephone				
5320-00 · Telephone	214.54	250.00	-35.46	85.8%
Total 5310-00 · Telephone	214.54	250.00	-35.46	85.8%
5420-00 · Mail - USPS	0.00	25.00	-25.00	0.0%
5510-00 · Insurance/Bonding	18.60	25.00	-6.40	74.4%
5520-00 · Supplies	7.70	25.00	-17.30	30.8%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	0.00	55.00	-55.00	0.0%
5710-00 · Taxes, Licenses & Fees	83.75	31.00	52.75	270.2%
5740-00 · Equipment Rental/Leasing	112.35	212.74	-100.39	52.8%
5941-00 · Research & Planning	375.00	0.00	375.00	100.0%
8700-00 · Automobile Expenses	61.83	115.00	-53.17	53.8%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
Total Expense	8,274.45	9,728.71	-1,454.26	85.1%
Net Ordinary Income	10,272.55	8,818.66	1,453.89	116.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,510.99	8,820.00	-5,309.01	39.8%
Total Other Expense	3,510.99	8,820.00	-5,309.01	39.8%
Net Other Income	-3,510.99	-8,820.00	5,309.01	39.8%
Net Income	6,761.56	-1.34	6,762.90	-504,594.0%

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 Accrual Basis

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

DRAFT

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	-6,532.50	30,000.00	-36,532.50	-21.8%
4201-00 · New Member Fees	300.00	333.37	-33.37	90.0%
4250-00 · Revenues-Membership Activities	-3,785.00	900.00	-4,685.00	-420.6%
4251-00 · Revenue-Tue AM Breakfast Club	0.00	800.00	-800.00	0.0%
Total Income	-10,017.50	32,033.37	-42,050.87	-31.3%
Gross Profit	-10,017.50	32,033.37	-42,050.87	-31.3%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-1,375.00	0.00	-1,375.00	100.0%
5020-00 · P/R - Tax Expense	523.47	574.70	-51.23	91.1%
5030-00 · P/R - Health Insurance Expense	1,115.94	1,324.70	-208.76	84.2%
5040-00 · P/R - Workmans Comp	0.00	89.37	-89.37	0.0%
5060-00 · 401 (k)	12.74	49.80	-37.06	25.6%
5070-00 · Other Benefits and Expenses	11.89	87.99	-76.10	13.5%
5000-00 · Salaries & Wages - Other	5,566.62	6,226.90	-660.28	89.4%
Total 5000-00 · Salaries & Wages	5,855.66	8,353.46	-2,497.80	70.1%
5100-00 · Rent				
5110-00 · Utilities	20.09	62.50	-42.41	32.1%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	0.00	90.00	-90.00	0.0%
5100-00 · Rent - Other	631.96	589.99	41.97	107.1%
Total 5100-00 · Rent	652.05	782.49	-130.44	83.3%
5310-00 · Telephone				
5320-00 · Telephone	364.13	225.00	139.13	161.8%
Total 5310-00 · Telephone	364.13	225.00	139.13	161.8%
5420-00 · Mail - USPS	0.00	50.00	-50.00	0.0%
5510-00 · Insurance/Bonding	55.79	66.74	-10.95	83.6%
5520-00 · Supplies	13.47	108.37	-94.90	12.4%
5610-00 · Depreciation	9.21	52.25	-43.04	17.6%
5700-00 · Equipment Support & Maintenance	0.00	47.12	-47.12	0.0%
5710-00 · Taxes, Licenses & Fees	83.75	41.74	42.01	200.6%
5740-00 · Equipment Rental/Leasing	234.54	272.24	-37.70	86.2%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	350.00	0.00	350.00	100.0%
6442-00 · Public Relations/Website	3,320.25	0.00	3,320.25	100.0%
6423-00 · Membership Activities - Other	348.25	1,352.00	-1,003.75	25.8%
Total 6423-00 · Membership Activities	4,018.50	1,352.00	2,666.50	297.2%
6437-00 · Tuesday Morning Breakfast Club	0.00	708.37	-708.37	0.0%
8500-00 · Credit Card Fees	95.28	210.00	-114.72	45.4%
8700-00 · Automobile Expenses	139.32	62.50	76.82	222.9%
8750-00 · Meals/Meetings	0.00	41.74	-41.74	0.0%
8810-00 · Dues & Subscriptions	125.00	83.37	41.63	149.9%
Total Expense	11,646.70	12,457.39	-810.69	93.5%
Net Ordinary Income	-21,664.20	19,575.98	-41,240.18	-110.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	2,872.63	19,575.00	-16,702.37	14.7%
Total Other Expense	2,872.63	19,575.00	-16,702.37	14.7%
Net Other Income	-2,872.63	-19,575.00	16,702.37	14.7%

2:30 PM
08/16/16
Accrual Basis

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

DRAFT

	<u>Jul 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Income	<u>-24,536.83</u>	<u>0.98</u>	<u>-24,537.81</u>	<u>-2,503,758.2%</u>

2:31 PM
 08/16/16
 Accrual Basis

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

DRAFT

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,157.87	1,753.20	-595.33	66.0%
5030-00 · P/R - Health Insurance Expense	2,386.97	3,201.60	-814.63	74.6%
5040-00 · P/R - Workmans Comp	0.00	400.74	-400.74	0.0%
5060-00 · 401 (k)	289.52	699.10	-409.58	41.4%
5070-00 · Other Benefits and Expenses	33.50	93.49	-59.99	35.8%
5000-00 · Salaries & Wages - Other	14,841.14	23,642.90	-8,801.76	62.8%
Total 5000-00 · Salaries & Wages	18,709.00	29,791.03	-11,082.03	62.8%
5100-00 · Rent				
5110-00 · Utilities	54.24	200.00	-145.76	27.1%
5140-00 · Repairs & Maintenance	24.71	200.00	-175.29	12.4%
5150-00 · Office - Cleaning	0.00	252.00	-252.00	0.0%
5100-00 · Rent - Other	1,602.20	1,915.12	-312.92	83.7%
Total 5100-00 · Rent	1,681.15	2,567.12	-885.97	65.5%
5310-00 · Telephone				
5320-00 · Telephone	641.31	716.74	-75.43	89.5%
Total 5310-00 · Telephone	641.31	716.74	-75.43	89.5%
5420-00 · Mail - USPS	0.00	58.37	-58.37	0.0%
5510-00 · Insurance/Bonding	136.38	141.74	-5.36	96.2%
5520-00 · Supplies	225.53	583.37	-357.84	38.7%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	0.00	310.74	-310.74	0.0%
5710-00 · Taxes, Licenses & Fees	1,106.71	666.74	439.97	166.0%
5740-00 · Equipment Rental/Leasing	172.01	208.37	-36.36	82.6%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	4,770.00	0.00	4,770.00	100.0%
Total 5900-00 · Professional Fees	4,770.00	0.00	4,770.00	100.0%
8200-00 · Associate Relations	0.00	50.00	-50.00	0.0%
8300-00 · Board Functions	2,442.20	300.00	2,142.20	814.1%
8500-00 · Credit Card Fees	47.93	0.00	47.93	100.0%
8700-00 · Automobile Expenses	0.00	83.37	-83.37	0.0%
8750-00 · Meals/Meetings	3.00	50.00	-47.00	6.0%
8810-00 · Dues & Subscriptions	1,954.14	270.00	1,684.14	723.8%
Total Expense	31,918.12	35,960.84	-4,042.72	88.8%
Net Ordinary Income	-31,918.12	-35,960.84	4,042.72	88.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-31,918.12	-35,965.00	4,046.88	88.7%
Total Other Expense	-31,918.12	-35,965.00	4,046.88	88.7%
Net Other Income	31,918.12	35,965.00	-4,046.88	88.7%
Net Income	0.00	4.16	-4.16	0.0%



north lake tahoe
Chamber | CVB | Resort Association

Date: August 16, 2016
To: Finance Committee
From: Ginger Karl, Chamber Membership Director
RE: Membership Report

DROPS

29 Recorded Since July 1

Final Notices are going out by email to all members who are 120+ days who have not paid or not responded that their memberships will be dropped on Friday, August 19th.
Some members are still claiming they never received the past due invoices and still plan to mail a check or have paid by credit card.

Accounts Receivable Summary

Invoices With Apply Dates Through August 16, 2016
 Aged as of Tuesday, August 16, 2016

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	215.00	0.00	1,010.00	295.00	1,520.00
Dues		0.00	1,760.00	2,755.00	2,835.00	4,550.00	14,755.00	26,655.00
Email Blast		0.00	300.00	0.00	0.00	0.00	20.00	320.00
Sponsorships		0.00	0.00	0.00	0.00	0.00	250.00	250.00
TMBC		0.00	0.00	15.00	0.00	0.00	0.00	15.00
Total Open Invoices		0.00	2,060.00	2,985.00	2,835.00	5,560.00	15,320.00	28,760.00

Unapplied Payments With Payment Dates Prior to and Including 08/16/2016

5.00

Pre-Payments: Payments Made Prior to 08/16/2016 on Invoices With Apply Dates After 08/16/2016

Total Pre-Payments

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

28,755.00



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
 Statement Date JUL 28, 2016
 Total Activity \$994.12

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

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

ACCOUNT SUMMARY							
SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$994.12		\$0.00		\$0.00		\$994.12

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
07-01	06-29	25247806182003315160535	GAR WOODS GRILL & PIER CARNELIAN BAYCA Tax ID: 680165856 Mer Zip: 96140	173.45
07-08	07-07	55547506190034906689558	ARIZONA STAGECOACH INC 05208891000 AZ Tax ID: 860628268 Mer Ref: 1190668955 Mer Zip: 85706 Origin Zip: 85706 Dest Zip: 85756 Dest Ctry: USA	140.00
07-18	07-16	55432866199000053705346	THE RITZ-CARLTON DOVE MARANA AZ Arrival Date: 07/13/16 Departure Date: 07/16/16 Invoice Number: 158854 Tax ID: 522055918 Mer Ref: 049931 Mer Zip: 85658	680.67

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0011-5901	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JUL 28, 2016	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$994.12
	\$0.00		

0122

Server: CHRISTINA L (#818) Rec:155
06/29/16 17:16, Keyed T: 995 Term: 2

GAR WOODS
5000 N. LAKE BLVD.
CARNELIAN BAY, CA 96140
(530)546-3366
MERCHANT #:

CARD TYPE ACCOUNT NUMBER
MASTER CARD XXXXXXXXXXXX5901
OO TRANSACTION APPROVED
AUTHORIZATION #: 051206
Reference: 0629010000122
TRANS TYPE: Credit Card SALE

CHECK: 60.48

TAHOE FUND DONATION: _____

TIP: 112.97

ADDL. TIP: _____

TOTAL: _____

X _____

Duplicate Copy

CARDHOLDER WILL PAY CARD ISSUER ABOVE
AMOUNT PURSUANT TO CARDHOLDER AGREEMENT
THANK YOU!
PLEASE LEAVE SIGNED COPY FOR SERVER!

GAR WOODS THANKS YOU

530-546-3366 OR 800-298-2463

0122a Table 995 #Party 19

CHRISTINA L SvrCk: 2 1:41p 06/29/16

DINING ROOM IN

1 WATER	0.00
2 CHOPPED COBB SALAD	42.00
6 FISH TACOS	108.00
3 SALMON CAESAR	63.00
2 FISH & CHIPS	38.00
1 TENDERLOIN SALAD	24.00
1 AHI & WATERMELON SALAD	23.00
1 SHRIMP CAESAR	21.00
1 DUNGENESS CRAB SANDWICH, \$tomato	25.00
1 FILET BBQ BACON BURGER	20.00
1 FRENCH DIP SANDWICH	19.00
1 CHICKEN SALAD CROISSANT	17.00
2 ICED TEA	9.50
2 PEPSI	9.50
14 WET WOODY WEDNESDAY, 14 www disc	94.50

Sub Total: 513.50

DEPOSIT USED *Discount*: 500.00

Tax: 46.98

Sub Total: 60.48

22% GRATUIT 112.97

06/29 5:15p TOTAL: 173.45

DINE FOOD	409.50
LIQUOR	94.50
NO ALCOHOL	9.50

HOME OF THE WET WOODY-2+ MILLION SERVED!

26
A

SANDRA L EVANS HALL
PO BOX 662
CARNELIAN BAY, CA 96140
PH: 970-846-6284

1121

80-78/1211

June 29 2016

Date

CHECK AMOUNT

Handed Counter

Pay to the
Order of

ULTRA

RECEIVED

\$ *94.50*

ninety four and 50/100

8-9-16

Dollars



Security
Features
Details on
Back.



BANK OF WEST

Tahoe City Office
150 WEST LAKE BLVD.
TAHOE CITY, CA 96145
1-800-468-2265

For

reimburse for alcohol

Sandra L Evans Hall

MP

⑆ 121100782⑆ 024895409⑆ 01121



June 3, 2016

Sandy Evans Hall

Dear Sandy:

Thank you for selecting Gar Woods Grill & Pier for your upcoming event. I am pleased to confirm the following reservation:

NLTRA Board Retreat

Day/Date	Start/End Time	Location	Function	#	Rental
Wed, 6/29/16	12:00PM- 1:00PM	Riva Room	Lunch	20	\$0.00
Wed, 6/29/16	1:00PM- 5:00PM	Riva Room	Meeting	20	\$0.00

Please sign and return the contracts along with a non-refundable deposit of \$500.00 by Friday, June 17, 2016. The balance of your charges is due at the conclusion of your event via cash or credit card.

The minimum charge for this event is \$0.00. Note: Ceremony fees, service charge and tax are not applicable to the room minimum.

With the signed contract and confirmation of your event reservation, you acknowledge that you have read and agree to the General Policies and Rates & Additional Charges documents located in the Banquet Packet and included with this letter.

I look forward to working with you to make this a very successful event. Please don't hesitate to call if you have any questions.

Best Regards,

Amy Grigsby
Group Sales Manager

Sandy Evans Hall
Confirmation Signature

6-6-16
Date

A



Friday, June 3, 2016

To:
Amy Grigsby
Group Sales Manager
Gar Woods Grill & Pier
PO Box 1133
Carnelian Bay, CA 96140
(530) 546-2184 Fax

Re: NLTRA Board Retreat, Wednesday, June 29, 2016

Dear Amy,

Please let this letter serve as my formal written authorization and approval for you to charge my credit card below for any and all charges and costs associated with the above referenced event that is being held at Gar Woods Grill & Pier. The deposit schedule for this event is as follows: **\$500.00 by 6/17/2016**. (The 3rd deposit shall bring the total of all deposits to 75% of the actual estimated cost of the event including tax and gratuity, and may differ from the original estimated amount due.) This letter shall constitute my express written permission for you to charge my credit card for the initial deposit, any remaining deposits, and the final balance due including charges incurred the day of the event.

Sincerely,


Credit Cardholder's Signature

N Lake Tahoe Resort

NOTE- For your protection, when returning this form by email please send it in a separate email from the rest of the contract documents so that we can purge the electronic correspondence with your credit card information. Thank you.

Type of Credit Card: MasterCard

Credit Card Number: 5569 3200 0011 5901 Exp. Date: 7/19

Name That Appears On Card: Sandra Evans Hall

Cardholder's Address: 100 North Lake Blvd / PO Box 5459, TC, LA 96145

Cardholder's Phone: 970-846-6284

Cardholder's Email: sandy@gotahoe.north.com



Gar Woods Grill & Pier
PO Box 1133
Carnelian Bay, CA 96140 United States of America
Telephone Number: (530) 546-3366
Fax Number: (530) 546-2184
E-mail: groupsales@garwoods.com

Contact: Sandry Evans Hall
Mailing Address:
E-mail: sandy@gotahoenorth.com

EVENT ORDER: Gar Woods4205
Event Date: Wednesday, June 29, 2016
Event Name: NLTRA BOARD RETREAT
Site: Gar Woods Grill & Pier
Salesperson: Amy Grigsby

Daytime Phone:
Mobile Phone: (970) 846-6284
Fax Number:
On-Site Contact:

Day/Date	Start/End Time	Location	Function	Est	Gte	Set	Rental	P/P Fee
Wed, 6/29/16	12:00PM- 1:00PM	Riva Room	Lunch	20			\$0.00	\$0.00
Wed, 6/29/16	1:00PM- 5:00PM	Riva Room	Meeting	20			\$0.00	\$0.00

FOOD	QTY	PRICE	TOTAL
<u>12:00 PM / RIVA ROOM / LUNCH</u> Lunch on the Lake- Menu TBD			

BEVERAGE	QTY	PRICE	TOTAL
<u>1:00 PM / RIVA ROOM / MEETING</u> Hosted Beverages Billed on consumption Non-Alcoholic Beverages Wet Woodys (signature frozen rum drink)- passed at 5:00 PM			

SET-UP & SERVICE	QTY	PRICE	TOTAL
<u>1:00 PM / RIVA ROOM / MEETING</u> DIAGRAM: TBD DISPLAY TABLE REGISTRATION TABLE LINEN MENU HEADING		\$10.00	

ESTIMATED CHARGES (Actual Charges Presented At Conclusion of Event)					
	Charges	Service Charge 22.00 %	Subtotal	Tax	Total
Facility Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Food	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Set-Up	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand Totals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				Payments Received	\$0.00
Payment Arrangements: Upon Conclusion				Balance Due	\$0.00

Scheduled Payments: \$500.00 6/17/2016

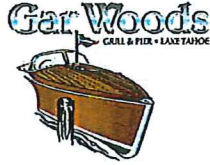
CUSTOMER ACCEPTANCE: The undersigned accepts the responsibility for the service and prices listed in this agreement. The final Event Order may not include charges for items billed on consumption such as hosted beverages. Charges that are not applicable to the room minimum (wedding ceremony fees, service charge, and tax) may be included in the Estimated Charges summary above. Please subtract these fees for the purpose of determining whether the room minimum will be met.

The agreed upon minimum for this event is \$0.00

Signature: 

Date: 6-6-16

Event Date: Wednesday, June 29, 2016



Gar Woods Grill & Pier
 PO Box 1133
 Carnelian Bay, CA 96140 United States of America
 Telephone Number: (530) 546-3366
 Fax Number: (530) 546-2184
 E-mail: groupsales@garwoods.com

EVENT ORDER: Gar Woods4205
 Event Date: Wednesday, June 29, 2016
 Event Name: NLTRA BOARD RETREAT
 Site: Gar Woods Grill & Pier
 Salesperson: Amy Grigsby

Contact: Sandy Evans Hall
 Mailing Address:
 E-mail: sandy@gotahoenorth.com

Daytime Phone:
 Mobile Phone: (970) 846-6284
 Fax Number:
 On-Site Contact:

Day/Date	Start/End Time	Location	Function	Est	Gte	Set	Rental	P/P Fee
Wed, 6/29/16	12:00PM- 1:00PM	Riva Room	Lunch	20			\$0.00	\$0.00
Wed, 6/29/16	1:00PM- 5:00PM	Riva Room	Meeting	20			\$0.00	\$0.00

FOOD	QTY	PRICE	TOTAL
<u>12:00 PM / RIVA ROOM / LUNCH</u> Lunch on the Lake- Menu TBD			

BEVERAGE	QTY	PRICE	TOTAL
<u>1:00 PM / RIVA ROOM / MEETING</u> Hosted Beverages Billed on consumption Non-Alcoholic Beverages Wet Woodys (signature frozen rum drink)- passed at 5:00 PM			

SET-UP & SERVICE	QTY	PRICE	TOTAL
<u>1:00 PM / RIVA ROOM / MEETING</u> DIAGRAM: TBD DISPLAY TABLE - <i>Yes</i> REGISTRATION TABLE LINEN - <i>Yes</i> MENU HEADING ? <i>Do you want us to offer a limited menu?</i>		\$10.00	

Event Notes: Meeting Room Fee waived

Or would you prefer a set menu?
Set menu would be quicker, but I could also get choices in advance.

ESTIMATED CHARGES (Actual Charges Presented At Conclusion of Event)					
	Charges	Service Charge 22.00 %	Subtotal	Tax	Total
Facility Rental	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Food	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Beverage	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Set-Up	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Grand Totals	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
				Payments Received	(\$500.00)
Payment Arrangements: Upon Conclusion				Balance Due	(\$500.00)

Payment History: \$500.00 6/16/2016

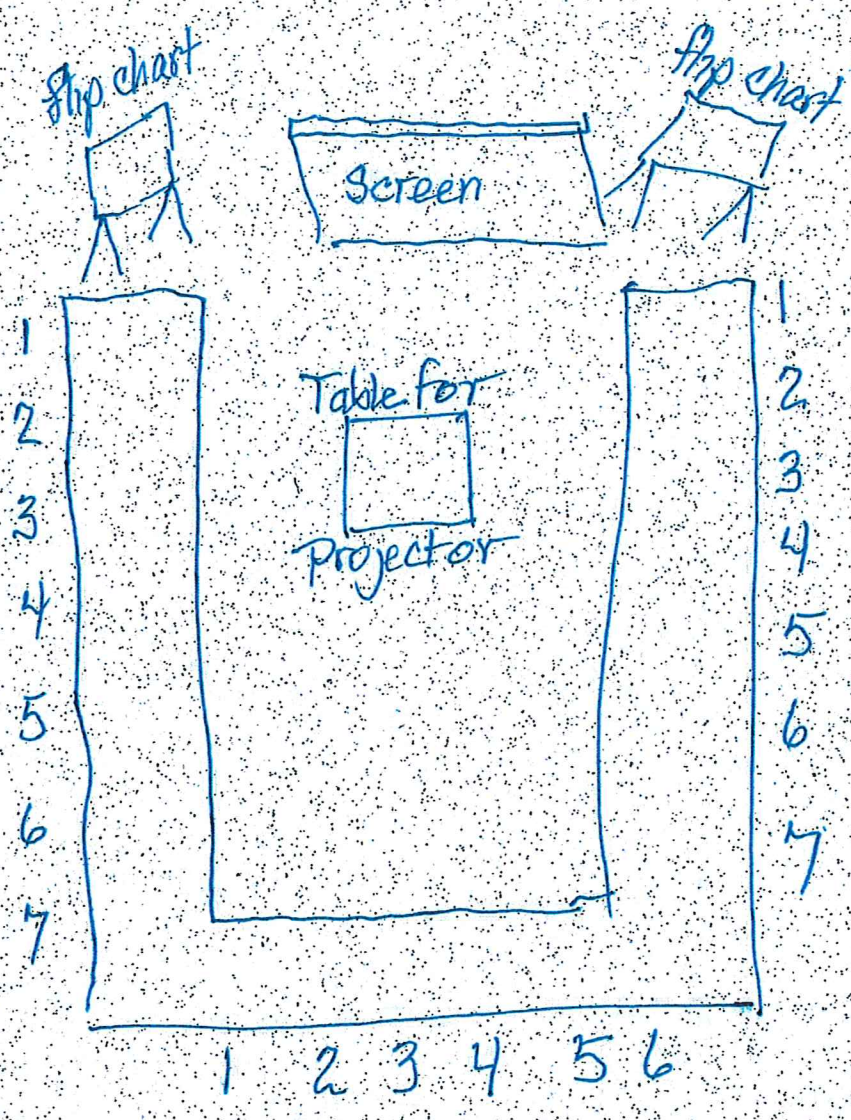
CUSTOMER ACCEPTANCE: The undersigned accepts the responsibility for the service and prices listed in this agreement. The final Event Order may not include charges for items billed on consumption such as hosted beverages. Charges that are not applicable to the room minimum (wedding ceremony fees, service charge, and tax) may be included in the Estimated Charges summary above. Please subtract these fees for the purpose of determining whether the room minimum will be met.

The agreed upon minimum for this event is \$0.00

Signature: 

Date: 6-20-16

Event Date: Wednesday, June 29, 2016



Amy - we will bring projector, flip charts, and screen.
If you have a screen, we would love to use it - if not, we do have a small one.

Arizona Stagecoach

Status: Collected credit card

Arizona Stagecoach # (520) 889-1000
Name: SANDY EVAN HALL # of Pas: 1

Arrivals

Pck: Tucson Int. Airport
Dst: Ritz Carlton-Dove Mountain
Date: 07/13/16
Time: 03:36 PM
Conf#: 340888

Status: Collected credit card

Name: SANDY EVAN HALL # of Pas: 1

Departures

Pck: Ritz Carlton-Dove Mountain
Dst: Tucson Int. Airport
Date: 07/16/16
Time: 02:30 PM
Conf#:340889

XXXXXXXXXXXX5901

Total: \$140.00

* Arizona Stagecoach will not
be responsible or liable for:
Lost, Stolen or damaged items and baggage or vehicles parked at any of our locations.
Acts of God or nature, delays in traffic or flight plans

* Luggage: 3 or more checked bags or other is additional \$10 each-Max \$30.
* Excess driver wait time of \$10 may apply at pick up from your home/hotel/business.
* As a one way fare is more, the refund of a one way when a Round trip was purchased will adjust to a credit for the difference.
* To receive a refund, you must CANCEL 3 hours prior to departure for airport transportation

Signature X _____

Rep: jromero

DON'T FORGET TO VISIT US ONLINE AT:

www.azstagecoach.com

B



THE RITZ-CARLTON
DOVE MOUNTAIN

Ms. Sandy Hall
5662 Victoria
Camelian Bay, CA 96140
United States

Room Number: 5011
Arrival Date: 07/13/16
Departure Date: 07/16/16
CRS Number: 82524912
Rewards No:
Page No: 1 of 1

INFORMATION INVOICE

Folio No:

07/16/16

Date	Description		Charges	Credits
07/13/16	Turquesa	CHECK# 1912	13.36	
07/13/16	Room Charge		139.00	
07/13/16	Tax		20.22	
07/13/16	Resort Activity Package		35.00	
07/13/16	Resort Activity Package Tax		5.09	
07/14/16	Turquesa	CHECK# 1939	17.12	
07/14/16	Room Charge		139.00	
07/14/16	Tax		20.22	
07/14/16	Resort Activity Package		35.00	
07/14/16	Resort Activity Package Tax		5.09	
07/15/16	ToGo	CHECK# 6679	6.44	
07/15/16	Room Charge		179.00	
07/15/16	Tax		26.04	
07/15/16	Resort Activity Package		35.00	
07/15/16	Resort Activity Package Tax		5.09	
07/16/16	Master Card			680.67
Total			680.67	680.67
Balance			0.00	



Reno-Tahoe

International Airport
PO BOX 12490
Reno NV 89510
775-328-6566

Airport parking

Receipt 0717/0078/801 07/16/16 21:23:44

010100 Pay Parking Ticket 40.00 \$
07/13/16 11:10 - 07/16/16 21:23
Length of stay: 3 Dy. 10 Hr. 13 Min
Long Term

Total Amount 40.00 \$

Credit Visa 40.00 \$

.....
Visa

19371
HALL/SANDY 0
Card No. xxxx xxxx xxxx 1895
Amount = \$ 40.00

personal

E

** Thank you **
** Open 24 hours **

ASAPPE LAKESIDE FITNESS
P.O. BOX 1532
TAHOE CITY, CA 96145
530-583-4286

07/20/2016 *July Gym* 73717
07:46:50 080393

** SALE **

1 102
3 MONTH-SINGLE 177.000 177.00

Sub Total 177.00
Sales Tax 0.00
Total Due 177.00

D

Cr Card 177.00
Change Due 0.00

X _____

I agree to pay the above total amount
according to the cardholder agreement

THANK YOU!

Print Rcpt No Rcpt Cont