



Finance Committee Agenda and Meeting Notice

Thursday, May 25, 2017 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
Christy Beck
Treasurer

Committee Members

David Brown
CPA

Eric Pilcher
Gear & Grind Café,
Moe's BBQ

Mike Salmon
Tahoe Donner
Association

Monty Waugh
Squaw Valley Ski
Holdings

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep
Jennifer Merchant
Substitute: Erin Casey

NLTRA Staff
Al Priester
Director of
Finance/Human
Resources

Lauren Sully
Staff Accountant &
HR Assistant

Quorum
4 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 April 27, 2017 Finance Committee Meeting Minutes (**MOTION**) (Pg. 1-3)
- E. Review Action Items:

ACTION ITEM 4: QuickBooks A/R customer and A/P vendor reconciliation.

- Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTMC for A/R. However, A/P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get A/P and A/R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.
- 11/29/16 Meeting: Cleaning up QuickBooks – continuing to make adjustments.
- 12/22/16 Meeting: Continuous and most likely not be completed for numerous months. Balances in vendors and customers accounts that do not affect financials. This is a low priority and will be updated as we make progress.
- 2/23/17 Meeting: On-going
- 3/30/17 Meeting: We may end up having to start a new set of books in QB at some point (fresh start) if we can't get these resolved. **Ongoing**, will stay ongoing.

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

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.
- 11/29/16 Meeting: Ongoing as we negotiate the 17/18 Contract. Something to continue to talk about. Keep this item on here.
- 12/22/16 Meeting: Ongoing.
- 2/23/17 Meeting: On-going
- 3/30/17 Meeting: Ongoing with Erin at the County. **Ongoing** - S/B resolved by next few meetings.

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

- 11/29/16 Meeting - Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 2/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 3/30/17 Meeting: Was on hold while recovering financials in QB. **Ongoing.**

ACTION ITEM 15: Prior month income and current month income does not equal change in Balance Sheet Equity.

- 11/29/16 Meeting - Discussion: Print closing date exceptions – anything that has happened after the month has been closed.
- 12/22/16 Meeting: Al did do some work on this and found the ability in QuickBooks to print closing date exceptions, which lists every entry made after the closing date. Add to closing process.
- 3/30/17 Meeting: Will be back in force for the next meeting and hopefully will be completed then.

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

- 3/30/17 Meeting: Lost our ability to get this report but will be able to produce for next meeting.

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

- 3/30/17 Meeting: In process, **ongoing.**

ACTION ITEM 22: To include a staff report and an item in the staff report on a continuous basis stating the variance between professional fees and salaries and wages, and that they should be looked at together.

- 3/30/17 Meeting: Efforts to get financials recovered caused us not to be able to produce from lack of time. Report will be in packet next month. **Ongoing.**

F. Discussion and possible Approval of April 2017 Financial Statements. (MOTION) (Pg. 4-36)

- See Staff Report. **(Handout)**

G. Supplemental Information

- April 2017 Dashboard Report **(Pg. 36-40)**

H. Approval of April 2017 CEO Expenses (MOTION) (Pg. 41-56)

I. Committee Member Comments

J. Adjournment



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

FINANCE COMMITTEE

Thursday, April 27, 2017 3:00 – 4:00 pm.

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Christy Beck, David Brown, Mike Salmon via phone, Erin Casey via phone

COMMITTEE MEMBERS NOT PRESENT: Monty Waugh, Eric Pilcher, Ramona Cruz

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

OTHERS IN ATTENDANCE: None

A. Call to Order – Establish Quorum:

- The meeting was called to order at pm by and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (I-0-0) Motion to Approve Agenda/Amendments.

D. Approval of Finance Committee Meeting Minutes for March 30, 2017.

M/S/C (I) (-0-0) Motion to Approve the March 30, 2017 Finance Committee Minutes.

E. REVIEW ACTION ITEMS:

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

- Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTMC for A/R. However, A/P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get A/P and A/R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.
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- 03/30/17 Meeting: We may end up having to start a new set of books in QB at some point (fresh start) if we can't get these resolved. Ongoing, will stay ongoing.
- 04/27/17 Meeting:

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

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.
- 11/29/16 Meeting: Ongoing as we negotiate the 17/18 Contract. Something to continue to talk about. Keep this item on here.
- 12/22/16 Meeting: Ongoing.
- 03/30/17 Meeting: Ongoing with Erin at the County. Ongoing - S/B resolved by next few meetings.
- 04/27/17 Meeting:

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- 04/27/17 Meeting:

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- 12/22/16 Meeting: Al did do some work on this and found the ability in QuickBooks to print closing date exceptions, which lists every entry made after the closing date. Add to closing process.
- 03/30/17 Meeting: Will be back in force for the next meeting and hopefully will be completed then.
- 04/27/17 Meeting:

Action Item 16: Audited Marketing Reserve of \$316,000 different from Financials \$304,000.

- 11/29/16 Meeting - Discussion: \$316,000 on audit adjustments is different from the \$304,000 on the financial statements. About a \$12,000 difference.
- 12/22/16 Meeting: Financials and audit are in agreement. Al to call Daniel to review this and also discuss the allowance for doubtful account so we can get this removed.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: **Resolved with the posting of the audit entries to our recovered data.**
- 04/27/17 Meeting:

Action Item 17: Re-budget decrease in Marketing Reserve of \$12,371.

- 11/29/16 Meeting - Discussion: Record keeping on their part. They considered it a deposit and we expensed it. Difference between what was incurred and deposited resulted in a refund check. In regards to Iron Man. It crossed over fiscal years. Erin said I think it would be paid back to the County. It would have been part of marketing TOT funds that we received for events.
- 12/22/16 Meeting: Has been done. Erin working on the contract side of it for the County which will go to the Board of Directors at the meeting on January 4th, 2017.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: **Resolved. Entry was made in audit adjustment to recovered financials.**
- 04/27/17 Meeting:

Action Item 19: Include Full Annual Budget. In Budget vs Actual Reports.

- 11/29/16 Meeting - Discussion: Memo summarizing re-budgeting marketing reserve. \$12,000. Identify reduction in marketing reserve to be utilized for 16/17 by NLTRA. Take a look when we reforecast.
- 12/22/16 Meeting: Looking to have it in December's Financials.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: **Resolved, will continue to provide this report.**
- 04/27/17 Meeting:

Action Item 20: December Financials to include a comparative balance sheet for current month (detail), last month (summarized) and last year's year-end audited balances.

- 03/30/17 Meeting: Lost our ability to get this report but will be able to produce for next meeting.
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Action Item 22: To include a staff report and an item in the staff report on a continuous basis stating the variance between professional fees and salaries and wages, and that they should be looked at together.

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- 04/27/17 Meeting:

F. Discussion and possible approval of March 2017 Financial Statements. See Staff Report.

- Discussion:

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Approval of March 2017 Financial Statements.

M/S/C () (-0-0) Motion to Approve March 2017 Financial Statements

G. Supplemental Information

- March 2017 Dashboard Report
 - Discussion:

H. Approval of CEO Expenses

M/S/C () (-0-0) Motion to Approve CEO Expenses for March 2017.

I. Committee Member Comments

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J. Adjourn

- Finance Committee Meeting was adjourned at pm.

North Lake Tahoe Resort Association
Balance Sheet Prev Year Comparison
As of April 30, 2017

	Apr 30, 17	Apr 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	889.55	1,056.32	-166.77	-15.8%
1003-00 · Cash - Operations BOTW #6712	614,790.51	705,654.97	-90,864.46	-12.9%
1007-00 · Cash - Payroll BOTW #7421	2,710.69	3,409.16	-698.47	-20.5%
1008-00 · Marketing Reserve - Plumas	50,080.61	50,005.55	75.06	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,215.02	100,014.80	200.22	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	99,917.03	13,247.21	86,669.82	654.3%
10950 · Cash in Drawer	877.54	472.84	404.70	85.6%
Total Checking/Savings	899,062.51	903,442.41	-4,379.90	-0.5%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	18,384.89	-203,569.13	221,954.02	109.0%
1290-00 · A/R - TOT	0.00	8.00	-8.00	-100.0%
Total Accounts Receivable	18,384.89	-203,561.13	221,946.02	109.0%
Other Current Assets				
1200-99 · AR Other	1,614.30	11,502.30	-9,888.00	-86.0%
12000 · Undeposited Funds	1,880.02	1,927.99	-47.97	-2.5%
1201-00 · WebLink Accounts Receivable	28,095.00	63,905.00	-35,810.00	-56.0%
1201-02 · Allowance for Doubtful Accounts	-3,154.75	-3,000.00	-154.75	-5.2%
12100 · Inventory Asset	33,070.56	28,277.30	4,793.26	17.0%
1298 · Receivable from Employees	0.00	-9.91	9.91	100.0%
1299 · Receivable from NLTMC	0.00	100,248.44	-100,248.44	-100.0%
1490-00 · Security Deposits	50.00	0.00	50.00	100.0%
Total Other Current Assets	61,555.13	202,851.12	-141,295.99	-69.7%
Total Current Assets	979,002.53	902,732.40	76,270.13	8.5%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,665.84	-102.11	-0.2%
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00	0.0%
1741-00 · Accum. Depr. - Computer Equip	-42,890.90	-42,083.99	-806.91	-1.9%
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09	14.5%
1751-00 · Accum. Amort. - Software	-34,969.45	-34,023.71	-945.74	-2.8%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,234.07	-24,067.37	-166.70	-0.7%
Total Fixed Assets	6,035.63	2,971.00	3,064.63	103.2%
Other Assets				
1400-00 · Prepaid Expenses				
1401-00 · Recruitment Fees	0.00	4,000.00	-4,000.00	-100.0%
1410-00 · Prepaid Insurance	0.00	6,159.55	-6,159.55	-100.0%
1430-00 · Prepaid 1st Class Postage	1,000.00	6,400.58	-5,400.58	-84.4%
1400-00 · Prepaid Expenses - Other	5,575.63	83,843.45	-78,267.82	-93.4%
Total 1400-00 · Prepaid Expenses	6,575.63	100,403.58	-93,827.95	-93.5%
Total Other Assets	6,575.63	100,403.58	-93,827.95	-93.5%
TOTAL ASSETS	991,613.79	1,006,106.98	-14,493.19	-1.4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	38,617.54	116,629.57	-78,012.03	-66.9%
2001-00 · Credit Card Payable	520.16	10,000.00	-9,479.84	-94.8%
Total Accounts Payable	39,137.70	126,629.57	-87,491.87	-69.1%

North Lake Tahoe Resort Association
Balance Sheet Prev Year Comparison
As of April 30, 2017

	Apr 30, 17	Apr 30, 16	\$ Change	% Change
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-12 · MC_3960_Natalie	1,514.37	0.00	1,514.37	100.0%
2080-01 · MC_5901_Hall	196.00	15.00	181.00	1,206.7%
2080-02 · MC_4222_Jason	0.00	-256.24	256.24	100.0%
2080-05 · MC_2107_Greg	917.40	0.00	917.40	100.0%
2080-06 · MC_5288_Emily	0.00	-699.75	699.75	100.0%
2080-08 · MC_5755_John	241.42	0.00	241.42	100.0%
2080-10 · MC_9495_AI	288.20	0.00	288.20	100.0%
Total 2080-00 · Bank of the West - Master Cards	3,157.39	-940.99	4,098.38	435.5%
Total Credit Cards	3,157.39	-940.99	4,098.38	435.5%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2101-00 · Incentive Payable	45,336.92	36,218.90	9,118.02	25.2%
2102-00 · Commissions Payable	8,404.31	5,850.52	2,553.79	43.7%
2100-00 · Salaries / Wages Payable	35,719.15	26,345.00	9,374.15	35.6%
2120-00 · Empl. Federal Tax Payable	2,888.75	0.00	2,888.75	100.0%
2175-00 · 401 (k) Plan	1,104.44	0.00	1,104.44	100.0%
2180-00 · Estimated PTO Liability	60,648.50	56,488.29	4,160.21	7.4%
24100 · Wage Garnishment Payable	0.00	789.53	-789.53	-100.0%
Total 21000 · Salaries/Wages/Payroll Liabilit	154,102.07	125,692.24	28,409.83	22.6%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	1,089.70	687.60	402.10	58.5%
2190-00 · Sales and Use Tax Payable - Other	0.00	149.00	-149.00	-100.0%
Total 2190-00 · Sales and Use Tax Payable	1,089.70	836.60	253.10	30.3%
2250-00 · Accrued Expenses	0.31	10,000.00	-9,999.69	-100.0%
2400-60 · Deferred Revenue- Member Dues	75,277.50	105,414.66	-30,137.16	-28.6%
2650-00 · Deferred Rev - Events	0.00	-1,759.70	1,759.70	100.0%
2651-00 · Deferred Rev - Conference	1,283.33	-1,100.10	2,383.43	216.7%
2800-00 · Suspense	727.04	0.00	727.04	100.0%
Total Other Current Liabilities	232,479.95	239,083.70	-6,603.75	-2.8%
Total Current Liabilities	274,775.04	364,772.28	-89,997.24	-24.7%
Total Liabilities	274,775.04	364,772.28	-89,997.24	-24.7%
Equity				
32000 · Unrestricted Net Assets	22,635.91	50,286.21	-27,650.30	-55.0%
3300-11 · Designated Marketing Reserve	254,324.57	266,694.00	-12,369.43	-4.6%
3301 · Cash Flow Reserve	100,166.79	100,014.80	151.99	0.2%
3302 · Marketing Cash Reserve	50,062.52	50,005.55	56.97	0.1%
Net Income	289,648.96	174,334.14	115,314.82	66.2%
Total Equity	716,838.75	641,334.70	75,504.05	11.8%
TOTAL LIABILITIES & EQUITY	991,613.79	1,006,106.98	-14,493.19	-1.4%

North Lake Tahoe Resort Association A/R Aging Summary

As of April 30, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
CA Board of Equalization	0.00	2,884.28	0.00	0.00	0.00	2,884.28
Hampton Inn & Suites	1,497.45	0.00	0.00	0.00	550.00	2,047.45
Hard Rock Hotel & Casino.Lake Tahoe	0.00	429.30	0.00	0.00	0.00	429.30
Harrah's/Harveys Casino	0.00	0.00	0.00	161.50	0.00	161.50
Hotel Becket	98.10	818.55	0.00	0.00	0.00	916.65
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.01	0.00	0.00	0.00	90.80	90.81
Kevin Mitchell	0.00	0.00	0.00	0.00	0.00	0.00
Lake Tahoe Resort Hotel	0.00	1,232.70	0.00	0.00	0.00	1,232.70
Northstar California	0.00	0.00	0.00	0.00	2,833.83	2,833.83
Resort at Squaw Creek*	2,880.00	0.00	0.00	0.00	22.85	2,902.85
Sales estimates	0.00	0.00	0.00	0.00	0.00	0.00
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	1,837.40	1,837.40
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Inn	0.00	0.01	0.00	0.00	0.00	0.01
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	639.50	639.50
Tahoe Tech Group*	0.00	0.00	0.00	0.00	0.00	0.00
Tahoe TV	0.00	0.00	0.00	0.00	0.00	0.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	0.00	0.00
The Ridge Tahoe	0.00	0.00	0.00	392.22	550.00	942.22
The Ritz-Carlton	0.00	0.00	0.00	0.00	1,278.65	1,278.65
Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	<u>4,475.56</u>	<u>5,364.84</u>	<u>0.00</u>	<u>553.72</u>	<u>7,990.77</u>	<u>18,384.89</u>

Account Receivable Summary

Invoices With Apply Dates Through April 30, 2017

Aged as of Sunday, April 30, 2017

<u>Revenue Item</u> <small>(Double click to drill down)</small>	<u>Not Yet Due</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>121+</u>	<u>Total</u>
Activities	0.00	3,880.00	0.00	0.00	0.00	85.00	3,965.00
Dues	145.00	7,325.00	2,480.00	1,300.00	8,015.00	1,830.00	21,095.00
New Member Fees	0.00	0.00	75.00	0.00	0.00	0.00	75.00
Sponsorships	0.00	2,950.00	0.00	0.00	0.00	0.00	2,950.00
TMBC	0.00	0.00	0.00	15.00	0.00	0.00	15.00
Total Open Invoices	145.00	14,155.00	2,555.00	1,315.00	8,015.00	1,915.00	28,100.00

Unapplied Payments With Payment Dates Prior to and Including 04/30/2017

5.00

Pre-Payments: Payments Made Prior to 04/30/2017 on Invoices With Apply Dates After 04/30/2017

Total Pre-Payments

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

28,095.00
WTB-1201

C-2

North Lake Tahoe Resort Association A/P Aging Summary

As of April 30, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90
101.5 Truckee Tahoe Radio*	175.00	0.00	0.00	0.00	0.00
Accountemps	0.00	0.00	0.00	0.00	-35.00
Airport Self Storage	273.00	0.00	0.00	0.00	0.00
Al Priester	17.12	0.00	0.00	12.48	0.00
Alpen Sierra Coffee Roasting Company, Inc	86.00	0.00	0.00	0.00	0.00
Alpenglow Mountain Racing LLC	10,000.00	0.00	0.00	0.00	0.00
Amber Burke	46.60	64.04	0.00	0.00	0.00
Anne-Karin Atwood*	25.00	40.52	0.00	0.00	0.00
Annie's Cleaning Service	700.00	0.00	0.00	0.00	0.00
AT & T*	373.80	0.00	0.00	0.00	0.00
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98
Big Water Studios	506.25	0.00	0.00	0.00	0.00
Chris Werfei	8.56	17.12	0.00	0.00	0.00
Cintas Corporation #623	114.40	0.00	0.00	0.00	0.00
CoPower	0.00	172.80	0.00	0.00	0.00
Dawn Baffone*	71.12	42.55	0.00	0.00	0.00
Double Diamond Sportswear	2,524.56	0.00	0.00	0.00	0.00
Emily Detwiler*	0.00	104.06	0.00	0.00	0.00
Geo-Tourism Specialties	287.31	0.00	0.00	0.00	0.00
Granlibakken, Inc.	0.00	715.50	0.00	0.00	0.00
Houston Magnani & Assoc, Inc.	0.00	750.00	0.00	0.00	0.00
Jason Neary	25.00	25.00	0.00	0.00	0.00
Jeff Dow Photography	0.00	0.00	8,550.00	0.00	0.00
John Thompson*	106.47	0.00	0.00	0.00	0.00
Karen Colbert	84.00	0.00	0.00	0.00	0.00
Kym Fabel	68.87	84.92	0.00	0.00	0.00
Lauren Sully	44.65	23.58	0.00	7.49	0.00
Liberty Utilities*	575.23	0.00	0.00	0.00	0.00
LSC Transportation Consultants, Inc.*	0.00	570.00	0.00	0.00	0.00
Natalie Parrish*	351.47	220.98	0.00	0.00	0.00
No Barriers USA	4,000.00	0.00	0.00	0.00	0.00
NorCal DMO Reps	500.00	0.00	0.00	0.00	0.00
Porter Simon*	0.00	1,458.19	0.00	0.00	0.00
Principal Financial Group	0.00	187.64	187.64	25.28	-1,113.30
Ricoh USA	1,136.07	0.00	0.00	0.00	0.00
Rock & Rose Inc.	0.00	55.00	0.00	0.00	0.00
Ron Treabess	121.68	74.06	0.00	0.00	0.00
Sandy Evans Hall*	25.00	25.00	0.00	37.00	0.00
Sarah Winters	0.00	25.00	0.00	0.00	0.00
Sierra Nevada Ad Partners	552.50	0.00	0.00	0.00	0.00
Silent Auction Pro	0.00	520.16	0.00	0.00	0.00
Southwest Gas Corporation*	88.53	0.00	0.00	0.00	0.00
Spectrum	0.00	-28.13	0.00	0.00	0.00
Sprint	72.50	0.00	0.00	0.00	0.00
Squaw Valley Ski Museum Foundation, Inc.	1,632.00	0.00	0.00	0.00	0.00

North Lake Tahoe Resort Association A/P Aging Summary

As of April 30, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>
Swigard's True Value Hardware, Inc.*	0.00	11.78	0.00	0.00	0.00
Tahoe City Downtown Association*	400.00	0.00	0.00	0.00	0.00
Tahoe House, Inc.*	0.00	194.49	70.00	0.00	0.00
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00
The Store...Copies and More	0.00	283.20	0.00	0.00	0.00
Uline	335.83	0.00	0.00	0.00	0.00
Verizon Wireless	120.83	0.00	0.00	0.00	0.00
Wholesale Resort Accessories, Inc.	444.00	0.00	0.00	0.00	0.00
YIG Administration	0.00	16.98	16.98	0.00	-42.45
TOTAL	<u><u>26,119.12</u></u>	<u><u>5,654.44</u></u>	<u><u>8,824.62</u></u>	<u><u>82.25</u></u>	<u><u>-1,542.73</u></u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
 July 2016 through April 2017

	Jul '16 - Apr 17	Jul '15 - Apr 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	8,066.67	0.00	8,066.67	100.0%
4050-00 · County of Placer TOT Funding	3,146,650.00	2,753,585.00	393,065.00	14.3%
4200-00 · Membership Dues	116,643.80	109,886.42	6,757.38	6.2%
4201-00 · New Member Fees	675.00	1,155.00	-480.00	-41.6%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	5,804.42	9,495.00	-3,690.58	-38.9%
4250-01 · Community Awards	9,535.07	0.00	9,535.07	100.0%
4250-02 · Tourism Summit	1,100.00	0.00	1,100.00	100.0%
4250-00 · Revenues-Membership Activities - Other	19,766.00	22,108.54	-2,342.54	-10.6%
Total 4250-00 · Revenues-Membership Activities	36,205.49	31,603.54	4,601.95	14.6%
4252-00 · Revenue - Sponsorships	3,450.00	500.00	2,950.00	590.0%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,755.32	13,711.34	-4,956.02	-36.2%
4600-00 · Commissions - Other	92,434.17	170,040.83	-77,606.66	-45.6%
Total 4600-00 · Commissions	101,189.49	183,752.17	-82,562.68	-44.9%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	5,239.00	2,632.10	2,606.90	99.0%
46000 · Merchandise Sales - Other	68,068.03	58,940.66	9,127.37	15.5%
Total 46000 · Merchandise Sales	73,307.03	61,572.76	11,734.27	19.1%
Total Income	3,486,187.48	3,157,054.89	329,132.59	10.4%
Cost of Goods Sold				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	3,486,133.48	3,157,054.89	329,078.59	10.4%
Expense				
5850-00 · Artist of Month - Commissions	2,048.21	0.00	2,048.21	100.0%
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	34,943.32	16,904.40	18,038.92	106.7%
5020-00 · P/R - Tax Expense	79,817.60	74,488.24	5,329.36	7.2%
5030-00 · P/R - Health Insurance Expense	97,030.48	89,441.59	7,588.89	8.5%
5040-00 · P/R - Workmans Comp	4,197.99	10,052.60	-5,854.61	-58.2%
5060-00 · 401 (k)	28,392.96	29,852.33	-1,459.37	-4.9%
5070-00 · Other Benefits and Expenses	3,145.14	5,152.04	-2,006.90	-39.0%
5000-00 · Salaries & Wages - Other	898,258.71	851,165.61	47,093.10	5.5%
Total 5000-00 · Salaries & Wages	1,145,786.20	1,077,056.81	68,729.39	6.4%
5100-00 · Rent				
5110-00 · Utilities	9,321.35	9,606.30	-284.95	-3.0%
5140-00 · Repairs & Maintenance	9,557.58	5,343.36	4,214.22	78.9%
5150-00 · Office - Cleaning	6,752.40	5,345.00	1,407.40	26.3%
5100-00 · Rent - Other	123,091.60	114,243.65	8,847.95	7.7%
Total 5100-00 · Rent	148,722.93	134,538.31	14,184.62	10.5%
5310-00 · Telephone				
5320-00 · Telephone	24,354.35	23,594.33	760.02	3.2%
5350-00 · Internet	224.85	289.85	-65.00	-22.4%
Total 5310-00 · Telephone	24,579.20	23,884.18	695.02	2.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	505.30	494.70	97.9%
5480-00 · Mail - Fed Ex	526.84	783.74	-256.90	-32.8%
5420-00 · Mail - USPS - Other	1,718.65	916.94	801.71	87.4%
Total 5420-00 · Mail - USPS	3,245.49	2,205.98	1,039.51	47.1%
5510-00 · Insurance/Bonding	6,364.32	5,977.98	386.34	6.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	2,009.44	4,009.47	-2,000.03	-49.9%
5520-00 · Supplies - Other	9,383.06	10,903.42	-1,520.36	-13.9%
Total 5520-00 · Supplies	11,392.50	14,912.89	-3,520.39	-23.6%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
 July 2016 through April 2017

	Jul '16 - Apr 17	Jul '15 - Apr 16	\$ Change	% Change
5530-00 · Visitor Communications - Other	-109.00	35.44	-144.44	-407.6%
5610-00 · Depreciation	2,014.05	6,158.10	-4,144.05	-67.3%
5700-00 · Equipment Support & Maintenance	11,623.28	6,519.59	5,103.69	78.3%
5710-00 · Taxes, Licenses & Fees	7,885.46	8,199.65	-314.19	-3.8%
5740-00 · Equipment Rental/Leasing	12,578.23	14,062.11	-1,483.88	-10.6%
5800-00 · Training Seminars	6,271.72	3,391.68	2,880.04	84.9%
5810-00 · Public Outreach	1,650.00	0.00	1,650.00	100.0%
5815 · Training Video Series	8,040.30	0.00	8,040.30	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	23,494.07	0.00	23,494.07	100.0%
5910-00 · Professional Fees - Attorneys	3,438.19	2,900.00	538.19	18.6%
5920-00 · Professional Fees - Accountant	35,862.00	80,831.80	-44,969.80	-55.6%
5900-00 · Professional Fees - Other	1,250.00	312.50	937.50	300.0%
Total 5900-00 · Professional Fees	64,044.26	84,044.30	-20,000.04	-23.8%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	24,850.55	46,676.00	-21,825.45	-46.8%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6020-00 · Programs				
6016-00 · Special Event Partnership	25,648.00	12,923.74	12,724.26	98.5%
6018-00 · Business Assoc. Grants	10,000.00	0.00	10,000.00	100.0%
Total 6020-00 · Programs	35,648.00	12,923.74	22,724.26	175.8%
6420-00 · Events				
6422-00 · Event Media				
6422-02 · Photography	6,363.00	0.00	6,363.00	100.0%
Total 6422-00 · Event Media	6,363.00	0.00	6,363.00	100.0%
6420-01 · Sponsorships				
6421-12 · World Cup	39,564.10	0.00	39,564.10	100.0%
6421-11 · IronMan Lake Tahoe	0.00	386,567.47	-386,567.47	-100.0%
6421-10 · WinterWonderGrass - Tahoe	15,400.00	14,600.00	800.00	5.5%
6421-09 · Wanderlust	30,000.00	0.00	30,000.00	100.0%
6421-08 · Tough Mudder	25,000.00	0.00	25,000.00	100.0%
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	5,000.00	100.0%
6421-06 · Spartan	198,550.00	0.00	198,550.00	100.0%
6421-05 · No Barriers	8,400.00	0.00	8,400.00	100.0%
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	20,000.00	100.0%
6421-02 · AMGEN Tour of California	18,900.00	0.00	18,900.00	100.0%
6421-01 · 4th of July Fireworks	20,000.00	0.00	20,000.00	100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	0.00	17.69	-17.69	-100.0%
6023-00 · Autumn Food & Wine - Other	32,792.86	31,684.50	1,108.36	3.5%
Total 6023-00 · Autumn Food & Wine	32,792.86	31,702.19	1,090.67	3.4%
Total 6420-01 · Sponsorships	413,606.96	432,869.66	-19,262.70	-4.5%
6421-00 · New Event Development	5,930.28	12,101.82	-6,171.54	-51.0%
6427-00 · USA Cycling	0.00	-5,444.14	5,444.14	100.0%
6426-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Events - Other	0.00	12,625.00	-12,625.00	-100.0%
Total 6420-00 · Events	426,009.64	452,152.34	-26,142.70	-5.8%
6423-00 · Membership Activities				
6444-00 · Trades	1,045.00	0.00	1,045.00	100.0%
6437-00 · Tuesday Morning Breakfast Club	4,900.50	4,343.00	557.50	12.8%
6432-00 · Membership - Newsletter	2,001.24	3,754.26	-1,753.02	-46.7%
6434-00 · Community Awards Dinner	3,756.93	-8,110.18	11,867.11	146.3%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	37.05	69.24	-32.19	-46.5%
6442-00 · Public Relations/Website	81.00	3,629.25	-3,548.25	-97.8%
6443-00 · Membership - Bridal Faire	75.63	3,269.86	-3,194.23	-97.7%
6423-00 · Membership Activities - Other	6,773.39	11,846.12	-5,072.73	-42.8%
Total 6423-00 · Membership Activities	18,670.74	18,866.38	-195.64	-1.0%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
 July 2016 through April 2017

	Jul '16 - Apr 17	Jul '15 - Apr 16	\$ Change	% Change
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	402.40	2,949.61	-2,547.21	-86.4%
6730-00 · Marketing Cooperative/Media	1,087,621.00	936,519.83	151,101.17	16.1%
6740-00 · Media/Collateral/Production	99.00	0.00	99.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program				
6015-00 · Cross Country	4,000.00	0.00	4,000.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program - Other	18,275.90	14,784.92	3,490.98	23.6%
Total 6742-00 · Non-NLT Co-Op Marketing Program	22,275.90	14,784.92	7,490.98	50.7%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,510.61	8,370.43	-3,859.82	-46.1%
6743-02 · Shopping Destination	0.00	5,639.95	-5,639.95	-100.0%
6743-03 · Touch Lake Tahoe	16,666.65	20,000.00	-3,333.35	-16.7%
6743-04 · High Notes	3,313.32	16,000.00	-12,686.68	-79.3%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	25,467.38	50,010.38	-24,543.00	-49.1%
7500-00 · Trade Shows/Travel	15.00	362.45	-347.45	-95.9%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-1,093.06	-26.25	-1,066.81	-4,064.0%
51100 · Freight and Shipping Costs	1,417.27	982.09	435.18	44.3%
59900 · POS Inventory Adjustments	794.55	-231.47	1,026.02	443.3%
8100-00 · Cost of Goods Sold - Other	36,038.58	29,484.62	6,553.96	22.2%
Total 8100-00 · Cost of Goods Sold	37,157.34	30,208.99	6,948.35	23.0%
8200-00 · Associate Relations	2,836.50	3,519.69	-683.19	-19.4%
8300-00 · Board Functions	1,763.43	1,632.40	131.03	8.0%
8500-00 · Credit Card Fees	5,296.41	5,883.23	-586.82	-10.0%
8700-00 · Automobile Expenses	4,261.13	6,300.19	-2,039.06	-32.4%
8750-00 · Meals/Meetings	4,439.49	4,543.91	-104.42	-2.3%
8810-00 · Dues & Subscriptions	8,354.61	17,028.28	-8,673.67	-50.9%
8910-00 · Travel	9,781.59	4,574.27	5,207.32	113.8%
8920-00 · Bad Debt	21,309.75	0.00	21,309.75	100.0%
8930-00 · Prior Period Adjustments	0.00	-7,202.88	7,202.88	100.0%
Total Expense	3,196,484.44	2,982,720.75	213,763.69	7.2%
Net Ordinary Income	289,649.04	174,334.14	115,314.90	66.2%
Other Income/Expense				
Other Expense				
Balancing Adjustments	0.08	0.00	0.08	100.0%
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.08	0.00	0.08	100.0%
Net Other Income	-0.08	0.00	-0.08	-100.0%
Net Income	289,648.96	174,334.14	115,314.82	66.2%

**North Lake Tahoe Resort Association
Profit & Loss by Class
July 2016 through April 2017**

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
Ordinary Income/Expense								
Income								
4205-00 · Conference Dues	0.00	8,066.67	0.00	0.00	0.00	0.00	0.00	8,066.67
4050-00 · County of Placer TOT Funding	2,221,400.00	241,330.00	220,180.00	278,270.00	185,470.00	0.00	0.00	3,146,650.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	116,643.80	0.00	116,643.80
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	675.00	0.00	675.00
4250-00 · Revenues-Membership Activities								
4251-00 · Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	5,804.42	0.00	5,804.42
4250-01 · Community Awards	0.00	0.00	0.00	0.00	0.00	9,535.07	0.00	9,535.07
4250-02 · Tourism Summit	0.00	0.00	0.00	0.00	0.00	1,100.00	0.00	1,100.00
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	19,766.00	0.00	19,766.00
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	36,205.49	0.00	36,205.49
4252-00 · Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	3,450.00	0.00	3,450.00
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	8,755.32	0.00	0.00	0.00	0.00	0.00	8,755.32
4600-00 · Commissions - Other	0.00	92,434.17	0.00	0.00	0.00	0.00	0.00	92,434.17
Total 4600-00 · Commissions	0.00	101,189.49	0.00	0.00	0.00	0.00	0.00	101,189.49
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	5.00	5,234.00	0.00	0.00	0.00	5,239.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	68,068.03	0.00	0.00	0.00	68,068.03
Total 46000 · Merchandise Sales	0.00	0.00	5.00	73,302.03	0.00	0.00	0.00	73,307.03
Total Income	2,221,400.00	350,586.16	220,185.00	351,572.03	185,470.00	156,974.29	0.00	3,486,187.48
Cost of Goods Sold								
52900 · Purchases - Resale Items	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
Total COGS	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
Gross Profit	2,221,400.00	350,586.16	220,185.00	351,518.03	185,470.00	156,974.29	0.00	3,486,133.48
Expense								
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	2,048.21	0.00	0.00	0.00	2,048.21
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	13,750.00	0.00	0.00	0.00	0.00	-13,750.00	0.00	0.00
5010-00 · Sales Commissions	0.00	34,943.32	0.00	0.00	0.00	0.00	0.00	34,943.32
5020-00 · P/R - Tax Expense	19,030.39	13,105.08	5,581.12	14,333.49	5,162.43	5,052.84	17,552.25	79,817.60
5030-00 · P/R - Health Insurance Expense	36,496.57	12,698.37	4,710.45	17,179.51	4,710.52	7,152.93	14,082.13	97,030.48
5040-00 · P/R - Workmans Comp	1,007.52	713.70	251.88	797.66	251.88	293.90	881.45	4,197.99
5060-00 · 401 (k)	7,665.73	6,270.51	2,692.64	5,387.48	2,692.65	960.70	2,723.25	28,392.96
5070-00 · Other Benefits and Expenses	1,224.90	569.80	81.57	469.80	81.47	112.85	604.75	3,145.14
5000-00 · Salaries & Wages - Other	220,038.89	121,881.22	67,067.94	142,245.51	67,485.41	52,875.36	226,664.38	898,258.71
Total 5000-00 · Salaries & Wages	299,214.00	190,182.00	80,385.60	180,413.45	80,384.36	52,698.58	262,508.21	1,145,786.20
5100-00 · Rent								
5110-00 · Utilities	1,352.94	680.25	292.94	5,172.98	292.94	467.99	1,061.31	9,321.35
5140-00 · Repairs & Maintenance	1,749.82	907.24	543.81	1,478.45	543.81	563.97	3,770.48	9,557.58
5150-00 · Office - Cleaning	1,861.49	930.80	372.34	1,045.40	372.34	651.52	1,518.51	6,752.40
5100-00 · Rent - Other	18,855.90	9,028.00	3,611.20	64,625.70	3,611.20	7,039.60	16,320.00	123,091.60
Total 5100-00 · Rent	23,820.15	11,546.29	4,820.29	72,322.53	4,820.29	8,723.08	22,670.30	148,722.93
5310-00 · Telephone								
5320-00 · Telephone	5,183.02	2,384.37	1,943.30	3,197.30	1,943.27	2,418.07	7,285.02	24,354.35
5350-00 · Internet	224.85	0.00	0.00	0.00	0.00	0.00	0.00	224.85
Total 5310-00 · Telephone	5,407.87	2,384.37	1,943.30	3,197.30	1,943.27	2,418.07	7,285.02	24,579.20

**North Lake Tahoe Resort Association
Profit & Loss by Class
July 2016 through April 2017**

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
5420-00 · Mail - USPS								
5470-00 · Mail - UPS	100.00	100.00	50.00	50.00	50.00	400.00	250.00	1,000.00
5480-00 · Mail - Fed Ex	31.13	0.00	0.00	471.69	0.00	0.00	24.02	526.84
5420-00 · Mail - USPS - Other	315.50	164.06	100.96	164.06	100.96	550.96	322.15	1,718.65
Total 5420-00 · Mail - USPS	446.63	264.06	150.96	685.75	150.96	950.96	596.17	3,245.49
5510-00 · Insurance/Bonding	1,209.23	1,209.22	190.91	1,591.09	190.91	572.80	1,400.16	6,364.32
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	201.31	12.57	136.74	12.57	136.74	621.22	888.29	2,009.44
5520-00 · Supplies - Other	1,409.26	334.33	130.99	2,005.93	130.99	1,029.05	4,342.51	9,383.06
Total 5520-00 · Supplies	1,610.57	346.90	267.73	2,018.50	267.73	1,650.27	5,230.80	11,392.50
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	-109.00
5610-00 · Depreciation	292.33	150.32	83.68	663.33	83.68	96.06	644.65	2,014.05
5700-00 · Equipment Support & Maintenance	2,032.12	649.23	249.56	2,033.85	249.56	1,166.21	5,242.75	11,623.28
5710-00 · Taxes, Licenses & Fees	309.67	154.27	94.93	154.27	94.93	95.93	6,981.46	7,885.46
5740-00 · Equipment Rental/Leasing	1,332.78	1,257.55	1,108.61	3,800.32	1,108.61	2,402.33	1,568.03	12,578.23
5800-00 · Training Seminars	3,180.61	0.00	0.00	0.00	0.00	892.11	2,199.00	6,271.72
5810-00 · Public Outreach	1,650.00	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	8,040.30	0.00	0.00	0.00	0.00	0.00	0.00	8,040.30
5820 · Sales CRM/CMS	2,373.94	0.00	0.00	0.00	0.00	0.00	0.00	2,373.94
5900-00 · Professional Fees								
5921-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	23,494.07	23,494.07
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	3,438.19	3,438.19
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	35,862.00	35,862.00
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00	1,250.00
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	64,044.26	64,044.26
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	12,300.00	0.00	7,134.00	0.00	5,416.55	0.00	0.00	24,850.55
5948-00 · Transportation Projects								
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
Total 5948-00 · Transportation Projects	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
6020-00 · Programs								
6016-00 · Special Event Partnership	25,648.00	0.00	0.00	0.00	0.00	0.00	0.00	25,648.00
6018-00 · Business Assoc. Grants	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total 6020-00 · Programs	35,648.00	0.00	0.00	0.00	0.00	0.00	0.00	35,648.00
6420-00 · Events								
6422-00 · Event Media								
6422-02 · Photography	6,363.00	0.00	0.00	0.00	0.00	0.00	0.00	6,363.00
Total 6422-00 · Event Media	6,363.00	0.00	0.00	0.00	0.00	0.00	0.00	6,363.00
6420-01 · Sponsorships								
6421-12 · World Cup	39,564.10	0.00	0.00	0.00	0.00	0.00	0.00	39,564.10
6421-10 · WinterWonderGrass - Tahoe	15,400.00	0.00	0.00	0.00	0.00	0.00	0.00	15,400.00
6421-09 · Wanderlust	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
6421-08 · Tough Mudder	25,000.00	0.00	0.00	0.00	0.00	0.00	0.00	25,000.00
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-06 · Spartan	198,550.00	0.00	0.00	0.00	0.00	0.00	0.00	198,550.00
6421-05 · No Barriers	8,400.00	0.00	0.00	0.00	0.00	0.00	0.00	8,400.00
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	18,900.00	0.00	0.00	0.00	0.00	0.00	0.00	18,900.00
6421-01 · 4th of July Fireworks	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6023-00 · Autumn Food & Wine	32,792.86	0.00	0.00	0.00	0.00	0.00	0.00	32,792.86
Total 6420-01 · Sponsorships	413,606.96	0.00	0.00	0.00	0.00	0.00	0.00	413,606.96

North Lake Tahoe Resort Association
Profit & Loss by Class
 July 2016 through April 2017

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
6421-00 · New Event Development	5,880.28	0.00	0.00	0.00	0.00	0.00	50.00	5,930.28
6426-00 · Dues & Subscriptions	109.40	0.00	0.00	0.00	0.00	0.00	0.00	109.40
Total 6420-00 · Events	425,959.64	0.00	0.00	0.00	0.00	0.00	50.00	426,009.64
6423-00 · Membership Activities								
6444-00 · Trades	0.00	0.00	0.00	0.00	0.00	1,045.00	0.00	1,045.00
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	4,900.50	0.00	4,900.50
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	2,001.24	0.00	2,001.24
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	3,756.93	0.00	3,756.93
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	37.05	0.00	37.05
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	81.00	0.00	81.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	75.63	0.00	75.63
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	6,773.39	0.00	6,773.39
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	18,670.74	0.00	18,670.74
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	225.00	0.00	275.00
6600-00 · Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 · Market Study Reports/Research	402.40	0.00	0.00	0.00	0.00	0.00	0.00	402.40
6730-00 · Marketing Cooperative/Media	995,954.30	91,666.70	0.00	0.00	0.00	0.00	0.00	1,087,621.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	99.00	0.00	0.00	0.00	99.00
6742-00 · Non-NLT Co-Op Marketing Program								
6015-00 · Cross Country	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	18,275.90	0.00	0.00	0.00	0.00	0.00	0.00	18,275.90
Total 6742-00 · Non-NLT Co-Op Marketing Program	22,275.90	0.00	0.00	0.00	0.00	0.00	0.00	22,275.90
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	4,510.61	0.00	0.00	0.00	0.00	0.00	0.00	4,510.61
6743-03 · Touch Lake Tahoe	16,666.65	0.00	0.00	0.00	0.00	0.00	0.00	16,666.65
6743-04 · High Notes	3,313.32	0.00	0.00	0.00	0.00	0.00	0.00	3,313.32
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	25,467.38	0.00	0.00	0.00	0.00	0.00	0.00	25,467.38
7500-00 · Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 · Cost of Goods Sold								
52500 · Purchase Discounts	0.00	0.00	0.00	-1,093.06	0.00	0.00	0.00	-1,093.06
51100 · Freight and Shipping Costs	0.00	0.00	0.00	1,417.27	0.00	0.00	0.00	1,417.27
59900 · POS Inventory Adjustments	0.00	0.00	0.00	794.55	0.00	0.00	0.00	794.55
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	36,038.58	0.00	0.00	0.00	36,038.58
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	37,157.34	0.00	0.00	0.00	37,157.34
8200-00 · Associate Relations	381.49	0.00	0.00	355.19	0.00	0.00	2,099.82	2,836.50
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	1,763.43	1,763.43
8500-00 · Credit Card Fees	65.00	0.00	22.50	2,098.63	22.50	2,748.73	339.05	5,296.41
8700-00 · Automobile Expenses	1,355.78	147.96	496.82	886.33	496.83	720.12	157.29	4,261.13
8750-00 · Meals/Meetings	2,244.96	110.00	183.98	860.44	395.63	310.04	334.44	4,439.49
8810-00 · Dues & Subscriptions	3,441.22	815.00	9.00	497.79	9.00	1,933.96	1,648.64	8,354.61
8910-00 · Travel	9,568.11	0.00	0.00	213.48	0.00	0.00	0.00	9,781.59
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	21,309.75	0.00	21,309.75
Total Expense	1,886,081.52	300,883.87	98,548.22	310,987.80	95,634.81	117,584.74	386,763.48	3,196,484.44
Net Ordinary Income	335,318.48	49,702.29	121,636.78	40,530.23	89,835.19	39,389.55	-386,763.48	289,649.04

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
July 2016 through April 2017

	<u>11 - Marketing</u>	<u>30 - Conference</u>	<u>41 - Transportati...</u>	<u>42 - VIC</u>	<u>50 - Infrastructure</u>	<u>60 - Membership</u>	<u>70 - Administration</u>	<u>TOTAL</u>
Other Income/Expense								
Other Expense								
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00	0.00	0.08	0.08
8990-00 - Allocated	185,646.52	42,543.98	42,543.98	38,676.35	42,543.99	34,808.74	-386,763.56	0.00
Total Other Expense	<u>185,646.52</u>	<u>42,543.98</u>	<u>42,543.98</u>	<u>38,676.35</u>	<u>42,543.99</u>	<u>34,808.74</u>	<u>-386,763.48</u>	<u>0.08</u>
Net Other Income	<u>-185,646.52</u>	<u>-42,543.98</u>	<u>-42,543.98</u>	<u>-38,676.35</u>	<u>-42,543.99</u>	<u>-34,808.74</u>	<u>386,763.48</u>	<u>-0.08</u>
Net Income	<u>149,671.96</u>	<u>7,158.31</u>	<u>79,092.80</u>	<u>1,853.88</u>	<u>47,291.20</u>	<u>4,580.81</u>	<u>0.00</u>	<u>289,648.96</u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July 2016 through April 2017

	Jul '16 - Apr 17	Jul '15 - Apr 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	8,066.67	0.00	8,066.67	100.0%
4050-00 · County of Placer TOT Funding	3,146,650.00	2,753,585.00	393,065.00	14.3%
4200-00 · Membership Dues	116,643.80	109,886.42	6,757.38	6.2%
4201-00 · New Member Fees	675.00	1,155.00	-480.00	-41.6%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	5,804.42	9,495.00	-3,690.58	-38.9%
4250-01 · Community Awards	9,535.07	0.00	9,535.07	100.0%
4250-02 · Tourism Summit	1,100.00	0.00	1,100.00	100.0%
4250-00 · Revenues-Membership Activities - Other	19,766.00	22,108.54	-2,342.54	-10.6%
Total 4250-00 · Revenues-Membership Activities	36,205.49	31,603.54	4,601.95	14.6%
4252-00 · Revenue - Sponsorships	3,450.00	500.00	2,950.00	590.0%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,755.32	13,711.34	-4,956.02	-36.2%
4600-00 · Commissions - Other	92,434.17	170,040.83	-77,606.66	-45.6%
Total 4600-00 · Commissions	101,189.49	183,752.17	-82,562.68	-44.9%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	5,239.00	2,632.10	2,606.90	99.0%
46000 · Merchandise Sales - Other	68,068.03	58,940.66	9,127.37	15.5%
Total 46000 · Merchandise Sales	73,307.03	61,572.76	11,734.27	19.1%
Total Income	3,486,187.48	3,157,054.89	329,132.59	10.4%
Cost of Goods Sold				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	3,486,133.48	3,157,054.89	329,078.59	10.4%
Expense				
5850-00 · Artist of Month - Commissions	2,048.21	0.00	2,048.21	100.0%
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	34,943.32	16,904.40	18,038.92	106.7%
5020-00 · P/R - Tax Expense	79,817.60	74,488.24	5,329.36	7.2%
5030-00 · P/R - Health Insurance Expense	97,030.48	89,441.59	7,588.89	8.5%
5040-00 · P/R - Workmans Comp	4,197.99	10,052.60	-5,854.61	-58.2%
5060-00 · 401 (k)	28,392.96	29,852.33	-1,459.37	-4.9%
5070-00 · Other Benefits and Expenses	3,145.14	5,152.04	-2,006.90	-39.0%
5000-00 · Salaries & Wages - Other	898,258.71	851,165.61	47,093.10	5.5%
Total 5000-00 · Salaries & Wages	1,145,786.20	1,077,056.81	68,729.39	6.4%
5100-00 · Rent				
5110-00 · Utilities	9,321.35	9,606.30	-284.95	-3.0%
5140-00 · Repairs & Maintenance	9,557.58	5,343.36	4,214.22	78.9%
5150-00 · Office - Cleaning	6,752.40	5,345.00	1,407.40	26.3%
5100-00 · Rent - Other	123,091.60	114,243.65	8,847.95	7.7%
Total 5100-00 · Rent	148,722.93	134,538.31	14,184.62	10.5%
5310-00 · Telephone				
5320-00 · Telephone	24,354.35	23,594.33	760.02	3.2%
5350-00 · Internet	224.85	289.85	-65.00	-22.4%
Total 5310-00 · Telephone	24,579.20	23,884.18	695.02	2.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	505.30	494.70	97.9%
5480-00 · Mail - Fed Ex	526.84	783.74	-256.90	-32.8%
5420-00 · Mail - USPS - Other	1,718.65	916.94	801.71	87.4%
Total 5420-00 · Mail - USPS	3,245.49	2,205.98	1,039.51	47.1%
5510-00 · Insurance/Bonding	6,364.32	5,977.98	386.34	6.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	2,009.44	4,009.47	-2,000.03	-49.9%
5520-00 · Supplies - Other	9,383.06	10,903.42	-1,520.36	-13.9%
Total 5520-00 · Supplies	11,392.50	14,912.89	-3,520.39	-23.6%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July 2016 through April 2017

	Jul '16 - Apr 17	Jul '15 - Apr 16	\$ Change	% Change
5530-00 · Visitor Communications - Other	-109.00	35.44	-144.44	-407.6%
5610-00 · Depreciation	2,014.05	6,158.10	-4,144.05	-67.3%
5700-00 · Equipment Support & Maintenance	11,623.28	6,519.59	5,103.69	78.3%
5710-00 · Taxes, Licenses & Fees	7,885.46	8,199.65	-314.19	-3.8%
5740-00 · Equipment Rental/Leasing	12,578.23	14,062.11	-1,483.88	-10.6%
5800-00 · Training Seminars	6,271.72	3,391.68	2,880.04	84.9%
5810-00 · Public Outreach	1,650.00	0.00	1,650.00	100.0%
5815 · Training Video Series	8,040.30	0.00	8,040.30	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	23,494.07	0.00	23,494.07	100.0%
5910-00 · Professional Fees - Attorneys	3,438.19	2,900.00	538.19	18.6%
5920-00 · Professional Fees - Accountant	35,862.00	80,831.80	-44,969.80	-55.6%
5900-00 · Professional Fees - Other	1,250.00	312.50	937.50	300.0%
Total 5900-00 · Professional Fees	64,044.26	84,044.30	-20,000.04	-23.8%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	24,850.55	46,676.00	-21,825.45	-46.8%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6020-00 · Programs				
6016-00 · Special Event Partnership	25,648.00	12,923.74	12,724.26	98.5%
6018-00 · Business Assoc. Grants	10,000.00	0.00	10,000.00	100.0%
Total 6020-00 · Programs	35,648.00	12,923.74	22,724.26	175.8%
6420-00 · Events				
6422-00 · Event Media				
6422-02 · Photography	6,363.00	0.00	6,363.00	100.0%
Total 6422-00 · Event Media	6,363.00	0.00	6,363.00	100.0%
6420-01 · Sponsorships				
6421-12 · World Cup	39,564.10	0.00	39,564.10	100.0%
6421-11 · IronMan Lake Tahoe	0.00	386,567.47	-386,567.47	-100.0%
6421-10 · WinterWonderGrass - Tahoe	15,400.00	14,600.00	800.00	5.5%
6421-09 · Wanderlust	30,000.00	0.00	30,000.00	100.0%
6421-08 · Tough Mudder	25,000.00	0.00	25,000.00	100.0%
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	5,000.00	100.0%
6421-06 · Spartan	198,550.00	0.00	198,550.00	100.0%
6421-05 · No Barriers	8,400.00	0.00	8,400.00	100.0%
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	20,000.00	100.0%
6421-02 · AMGEN Tour of California	18,900.00	0.00	18,900.00	100.0%
6421-01 · 4th of July Fireworks	20,000.00	0.00	20,000.00	100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	0.00	17.69	-17.69	-100.0%
6023-00 · Autumn Food & Wine - Other	32,792.86	31,684.50	1,108.36	3.5%
Total 6023-00 · Autumn Food & Wine	32,792.86	31,702.19	1,090.67	3.4%
Total 6420-01 · Sponsorships	413,606.96	432,869.66	-19,262.70	-4.5%
6421-00 · New Event Development	5,930.28	12,101.82	-6,171.54	-51.0%
6427-00 · USA Cycling	0.00	-5,444.14	5,444.14	100.0%
6426-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Events - Other	0.00	12,625.00	-12,625.00	-100.0%
Total 6420-00 · Events	426,009.64	452,152.34	-26,142.70	-5.8%
6423-00 · Membership Activities				
6444-00 · Trades	1,045.00	0.00	1,045.00	100.0%
6437-00 · Tuesday Morning Breakfast Club	4,900.50	4,343.00	557.50	12.8%
6432-00 · Membership - Newsletter	2,001.24	3,754.26	-1,753.02	-46.7%
6434-00 · Community Awards Dinner	3,756.93	-8,110.18	11,867.11	146.3%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	37.05	69.24	-32.19	-46.5%
6442-00 · Public Relations/Website	81.00	3,629.25	-3,548.25	-97.8%
6443-00 · Membership - Bridal Faire	75.63	3,269.86	-3,194.23	-97.7%
6423-00 · Membership Activities - Other	6,773.39	11,846.12	-5,072.73	-42.8%
Total 6423-00 · Membership Activities	18,670.74	18,866.38	-195.64	-1.0%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
July 2016 through April 2017

	Jul '16 - Apr 17	Jul '15 - Apr 16	\$ Change	% Change
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	402.40	2,949.61	-2,547.21	-86.4%
6730-00 · Marketing Cooperative/Media	1,087,621.00	936,519.83	151,101.17	16.1%
6740-00 · Media/Collateral/Production	99.00	0.00	99.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program				
6015-00 · Cross Country	4,000.00	0.00	4,000.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program - Other	18,275.90	14,784.92	3,490.98	23.6%
Total 6742-00 · Non-NLT Co-Op Marketing Program	22,275.90	14,784.92	7,490.98	50.7%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,510.61	8,370.43	-3,859.82	-46.1%
6743-02 · Shopping Destination	0.00	5,639.95	-5,639.95	-100.0%
6743-03 · Touch Lake Tahoe	16,666.65	20,000.00	-3,333.35	-16.7%
6743-04 · High Notes	3,313.32	16,000.00	-12,686.68	-79.3%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	25,467.38	50,010.38	-24,543.00	-49.1%
7500-00 · Trade Shows/Travel	15.00	362.45	-347.45	-95.9%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-1,093.06	-26.25	-1,066.81	-4,064.0%
51100 · Freight and Shipping Costs	1,417.27	982.09	435.18	44.3%
59900 · POS Inventory Adjustments	794.55	-231.47	1,026.02	443.3%
8100-00 · Cost of Goods Sold - Other	36,038.58	29,484.62	6,553.96	22.2%
Total 8100-00 · Cost of Goods Sold	37,157.34	30,208.99	6,948.35	23.0%
8200-00 · Associate Relations	2,836.50	3,519.69	-683.19	-19.4%
8300-00 · Board Functions	1,763.43	1,632.40	131.03	8.0%
8500-00 · Credit Card Fees	5,296.41	5,883.23	-586.82	-10.0%
8700-00 · Automobile Expenses	4,261.13	6,300.19	-2,039.06	-32.4%
8750-00 · Meals/Meetings	4,439.49	4,543.91	-104.42	-2.3%
8810-00 · Dues & Subscriptions	8,354.61	17,028.28	-8,673.67	-50.9%
8910-00 · Travel	9,781.59	4,574.27	5,207.32	113.8%
8920-00 · Bad Debt	21,309.75	0.00	21,309.75	100.0%
8930-00 · Prior Period Adjustments	0.00	-7,202.88	7,202.88	100.0%
Total Expense	3,196,484.44	2,982,720.75	213,763.69	7.2%
Net Ordinary Income	289,649.04	174,334.14	115,314.90	66.2%
Other Income/Expense				
Other Expense				
Balancing Adjustments	0.08	0.00	0.08	100.0%
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.08	0.00	0.08	100.0%
Net Other Income	-0.08	0.00	-0.08	-100.0%
Net Income	289,648.96	174,334.14	115,314.82	66.2%

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
April 2017

	Apr 17	Budget	Jul '16 - Apr 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4205-00 · Conference Dues	641.67		8,066.67		
4050-00 · County of Placer TOT Funding	314,665.00	314,665.40	3,146,650.00	3,146,654.20	3,775,985.00
4200-00 · Membership Dues	12,018.33	10,877.08	116,643.80	103,825.84	125,580.00
4201-00 · New Member Fees	0.00	333.33	675.00	3,333.34	4,000.00
4250-00 · Revenues-Membership Activities					
4251-00 · Revenue-Tue AM Breakfast Club	570.00	800.00	5,804.42	8,000.00	9,600.00
4250-01 · Community Awards	9,235.07		9,535.07		
4250-02 · Tourism Summit	0.00		1,100.00		
4250-00 · Revenues-Membership Activities - Other	3,250.00	36,600.00	19,766.00	67,400.00	70,050.00
Total 4250-00 · Revenues-Membership Activities	13,055.07	37,400.00	36,205.49	75,400.00	79,650.00
4252-00 · Revenue - Sponsorships	2,950.00	0.00	3,450.00	5,500.00	7,000.00
4503 · Visitor Guide Income	0.00	0.00	0.00	3,000.00	3,000.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	-2,370.56	0.00	8,755.32	0.00	0.00
4600-00 · Commissions - Other	4,377.45	5,410.00	92,434.17	100,912.00	135,000.00
Total 4600-00 · Commissions	2,006.89	5,410.00	101,189.49	100,912.00	135,000.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC income	40.00	637.00	5,239.00	6,370.00	7,644.00
46000 · Merchandise Sales - Other	8,921.19	5,250.00	68,068.03	83,267.00	114,886.00
Total 46000 · Merchandise Sales	8,961.19	5,887.00	73,307.03	89,637.00	122,530.00
Total Income	354,298.15	374,572.81	3,486,187.48	3,528,262.38	4,252,745.00
Cost of Goods Sold					
52900 · Purchases - Resale Items	0.00	0.00	54.00	0.00	0.00
Total COGS	0.00	0.00	54.00	0.00	0.00
Gross Profit	354,298.15	374,572.81	3,486,133.48	3,528,262.38	4,252,745.00
Expense					
5850-00 · Artist of Month - Commissions	0.00		2,048.21		
5000-00 · Salaries & Wages					
5010-00 · Sales Commissions	0.00	2,166.66	34,943.32	21,666.68	26,000.00
5020-00 · P/R - Tax Expense	5,662.22	7,730.10	79,817.60	85,646.80	101,297.00
5030-00 · P/R - Health Insurance Expense	10,320.88	11,577.70	97,030.48	129,680.60	152,836.00
5040-00 · P/R - Workmans Comp	976.50	1,221.40	4,197.99	12,214.20	14,657.00
5060-00 · 401 (k)	2,693.61	3,048.50	28,392.96	33,768.00	39,937.00
5070-00 · Other Benefits and Expenses	236.73	606.09	3,145.14	6,115.82	7,328.00
5000-00 · Salaries & Wages - Other	97,436.12	91,406.90	898,258.71	1,012,190.20	1,197,072.00
Total 5000-00 · Salaries & Wages	117,326.06	117,757.35	1,145,786.20	1,301,282.30	1,539,127.00
5100-00 · Rent					
5110-00 · Utilities	1,032.05	1,358.83	9,321.35	13,588.34	16,306.00
5140-00 · Repairs & Maintenance	2,290.83	658.91	9,557.58	6,589.18	7,907.00
5150-00 · Office - Cleaning	700.00	786.82	6,752.40	7,868.36	9,442.00
5100-00 · Rent - Other	12,169.36	12,083.22	123,091.60	120,832.56	144,999.00
Total 5100-00 · Rent	16,192.24	14,887.78	148,722.93	148,878.44	178,654.00
5310-00 · Telephone					
5320-00 · Telephone	2,252.31	2,287.23	24,354.35	23,072.54	27,647.00
5350-00 · Internet	0.00	0.00	224.85	0.00	0.00
Total 5310-00 · Telephone	2,252.31	2,287.23	24,579.20	23,072.54	27,647.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	0.00	1,000.00	0.00	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	526.84	0.00	0.00
5420-00 · Mail - USPS - Other	0.00	229.99	1,718.65	2,400.02	2,860.00
Total 5420-00 · Mail - USPS	0.00	229.99	3,245.49	2,400.02	2,860.00
5510-00 · Insurance/Bonding	264.40	716.64	6,364.32	7,166.72	8,600.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	198.39	0.00	2,009.44	0.00	0.00
5520-00 · Supplies - Other	935.79	1,387.49	9,383.06	13,875.02	16,650.00
Total 5520-00 · Supplies	1,134.18	1,387.49	11,392.50	13,875.02	16,650.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
April 2017

	Apr 17	Budget	Jul '16 - Apr 17	YTD Budget	Annual Budget
5530-00 · Visitor Communications - Other	0.00	0.00	-109.00	460.00	460.00
5610-00 · Depreciation	233.02	617.57	2,014.05	6,175.86	7,411.00
5700-00 · Equipment Support & Maintenance	1,343.33	1,076.74	11,623.28	10,767.52	12,921.00
5710-00 · Taxes, Licenses & Fees	498.15	832.64	7,885.46	8,326.72	9,992.00
5740-00 · Equipment Rental/Leasing	724.07	1,547.13	12,578.23	15,471.74	18,566.00
5800-00 · Training Seminars	0.00	0.00	6,271.72	9,000.00	15,715.00
5810-00 · Public Outreach	0.00	0.00	1,650.00	1,130.00	1,130.00
5815 · Training Video Series	506.25	0.00	8,040.30	20,000.00	20,000.00
5820 · Sales CRM/CMS	0.00	0.00	2,373.94	21,000.00	21,000.00
5900-00 · Professional Fees					
5921-00 · Professional Fees - Other	11,667.00	0.00	23,494.07	0.00	0.00
5910-00 · Professional Fees - Attorneys	0.00	0.00	3,438.19	0.00	0.00
5920-00 · Professional Fees - Accountant	0.00	0.00	35,862.00	0.00	0.00
5900-00 · Professional Fees - Other	0.00	1,000.00	1,250.00	21,000.00	21,000.00
Total 5900-00 · Professional Fees	11,667.00	1,000.00	64,044.26	21,000.00	21,000.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	4,000.00	5,000.00
5941-00 · Research & Planning	2,952.00	6,015.00	24,850.55	81,967.00	90,000.00
5948-00 · Transportation Projects					
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	37,000.00	47,000.00
Total 5948-00 · Transportation Projects	0.00	0.00	-1,593.65	37,000.00	47,000.00
6020-00 · Programs					
6016-00 · Special Event Partnership	0.00	10,000.00	25,648.00	50,000.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	10,000.00	10,000.00	30,000.00
Total 6020-00 · Programs	0.00	10,000.00	35,648.00	60,000.00	80,000.00
6420-00 · Events					
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	11,186.00
6422-00 · Event Media					
6422-06 · Music Campaign	0.00	0.00	0.00	0.00	20,800.00
6422-05 · Other	0.00	0.00	0.00	0.00	2,500.00
6422-04 · PR	0.00	0.00	0.00	0.00	5,500.00
6422-03 · Human Powered Sports Campaign	0.00	0.00	0.00	0.00	55,000.00
6422-02 · Photography	0.00	0.00	6,363.00	6,363.00	6,363.00
Total 6422-00 · Event Media	0.00	0.00	6,363.00	6,363.00	90,163.00
6420-01 · Sponsorships					
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	21,500.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	5,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	0.00	5,000.00
6421-12 · World Cup	0.00	0.00	39,564.10	39,564.10	39,564.10
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	15,400.00	15,400.00	15,400.00
6421-09 · Wanderlust	0.00	0.00	30,000.00	30,000.00	35,000.00
6421-08 · Tough Mudder	0.00	0.00	25,000.00	0.00	0.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	5,000.00	5,000.00	5,000.00
6421-06 · Spartan	0.00	0.00	198,550.00	198,550.00	198,550.00
6421-05 · No Barriers	8,400.00	4,400.00	8,400.00	4,400.00	10,000.00
6421-04 · Broken Arrow Skyrace	10,000.00	10,000.00	20,000.00	20,000.00	20,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	3,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	18,900.00	18,900.00	18,900.00
6421-01 · 4th of July Fireworks	0.00	0.00	20,000.00	20,000.00	20,000.00
6023-00 · Autumn Food & Wine	0.00	0.00	32,792.86	32,792.86	32,792.86
Total 6420-01 · Sponsorships	18,400.00	14,400.00	413,606.96	384,606.96	429,706.96
6421-00 · New Event Development	917.40	0.00	5,930.28	4,962.88	4,962.88
6426-00 · Dues & Subscriptions	0.00	0.00	109.40	109.40	109.40
Total 6420-00 · Events	19,317.40	14,400.00	426,009.64	396,042.24	536,128.24
6423-00 · Membership Activities					
6444-00 · Trades	1,045.00	0.00	1,045.00	0.00	0.00
6437-00 · Tuesday Morning Breakfast Club	715.50	708.33	4,900.50	7,083.34	8,500.00
6432-00 · Membership - Newsletter	0.00	0.00	2,001.24	0.00	0.00
6434-00 · Community Awards Dinner	2,616.93	0.00	3,756.93	0.00	0.00
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	37.05	0.00	0.00
6442-00 · Public Relations/Website	0.00	0.00	81.00	0.00	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	75.63	0.00	0.00
6423-00 · Membership Activities - Other	276.69	14,587.00	6,773.39	32,199.00	35,000.00
Total 6423-00 · Membership Activities	4,654.12	15,295.33	18,670.74	39,282.34	43,500.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 April 2017

	Apr 17	Budget	Jul '16 - Apr 17	YTD Budget	Annual Budget
6490-00 · Classified Ads	0.00	250.00	275.00	750.00	750.00
6600-00 · Promotions/Giveaways	0.00		32.14		
6701-00 · Market Study Reports/Research	0.00	0.00	402.40	0.00	0.00
6730-00 · Marketing Cooperative/Media	63,250.00	61,706.00	1,087,621.00	1,073,020.00	1,265,000.00
6740-00 · Media/Collateral/Production	0.00	416.66	99.00	4,166.68	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program					
6015-00 · Cross Country	0.00		4,000.00		
6742-00 · Non-NLT Co-Op Marketing Program - Other	427.69	8,571.00	18,275.90	73,714.00	84,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	427.69	8,571.00	22,275.90	73,714.00	84,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	175.00	0.00	4,510.61	10,000.00	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	16,666.65	10,000.00	20,000.00
6743-04 · High Notes	0.00	0.00	3,313.32	10,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	976.80	10,000.00	20,000.00
Total 6743-00 · BACC Marketing Programs	175.00	0.00	25,467.38	40,000.00	80,000.00
7253-00 · Conference - PUD	0.00	0.00	0.00	0.00	8,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	15.00	0.00	0.00
8100-00 · Cost of Goods Sold					
52500 · Purchase Discounts	0.00	0.00	-1,093.06	0.00	0.00
51100 · Freight and Shipping Costs	156.18	0.00	1,417.27	0.00	0.00
59900 · POS Inventory Adjustments	557.51	0.00	794.55	0.00	0.00
8100-00 · Cost of Goods Sold - Other	4,807.17	2,539.00	36,038.58	46,449.00	61,212.00
Total 8100-00 · Cost of Goods Sold	5,520.86	2,539.00	37,157.34	46,449.00	61,212.00
8200-00 · Associate Relations	50.00	150.00	2,836.50	4,750.00	5,050.00
8300-00 · Board Functions	61.65	400.00	1,763.43	3,750.00	4,600.00
8500-00 · Credit Card Fees	543.91	1,510.00	5,296.41	6,100.00	7,120.00
8700-00 · Automobile Expenses	642.34	660.82	4,261.13	6,608.36	7,930.00
8750-00 · Meals/Meetings	811.94	858.31	4,439.49	5,433.38	6,850.00
8810-00 · Dues & Subscriptions	973.47	499.99	8,354.61	8,300.02	9,700.00
8910-00 · Travel	-30.17	2,274.82	9,781.59	12,848.36	16,298.00
8920-00 · Bad Debt	3,304.50		21,309.75		
Total Expense	254,795.72	267,887.49	3,196,484.44	3,514,188.26	4,264,871.24
Net Ordinary Income	99,502.43	106,685.32	289,649.04	14,074.12	-12,126.24
Other Income/Expense					
Other Expense					
Balancing Adjustments	0.00		0.08		
8990-00 · Allocated	0.00	2,031.84	0.00	-7,912.60	0.00
Total Other Expense	0.00	2,031.84	0.08	-7,912.60	0.00
Net Other Income	0.00	-2,031.84	-0.08	7,912.60	0.00
Net Income	99,502.43	104,653.48	289,648.96	21,986.72	-12,126.24

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

	Apr 17	Budget	Jul '16 - Apr 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	222,140.00	222,140.17	2,221,400.00	2,221,401.66	2,665,682.00
Total Income	222,140.00	222,140.17	2,221,400.00	2,221,401.66	2,665,682.00
Gross Profit	222,140.00	222,140.17	2,221,400.00	2,221,401.66	2,665,682.00
Expense					
5000-00 · Salaries & Wages					
5000-01 · In-Market Administration	1,375.00	1,375.00	13,750.00	13,750.00	16,500.00
5020-00 · P/R - Tax Expense	1,430.32	1,852.90	19,030.39	20,381.20	24,087.00
5030-00 · P/R - Health Insurance Expense	3,584.58	3,065.60	36,496.57	36,156.80	42,288.00
5040-00 · P/R - Workmans Comp	234.36	108.75	1,007.52	1,087.50	1,305.00
5060-00 · 401 (k)	751.19	650.90	7,665.73	7,159.20	8,461.00
5070-00 · Other Benefits and Expenses	60.32	225.83	1,224.90	2,258.34	2,710.00
5000-00 · Salaries & Wages - Other	24,798.82	22,597.80	220,038.89	248,576.40	293,772.00
Total 5000-00 · Salaries & Wages	32,234.59	29,876.78	299,214.00	329,369.44	389,123.00
5100-00 · Rent					
5110-00 · Utilities	148.26	175.00	1,352.94	1,750.00	2,100.00
5140-00 · Repairs & Maintenance	489.37	125.00	1,749.82	1,250.00	1,500.00
5150-00 · Office - Cleaning	215.38	252.00	1,861.49	2,520.00	3,024.00
5100-00 · Rent - Other	1,885.59	1,651.66	18,855.90	16,516.68	19,820.00
Total 5100-00 · Rent	2,738.60	2,203.66	23,820.15	22,036.68	26,444.00
5310-00 · Telephone					
5320-00 · Telephone	446.85	441.66	5,183.02	4,416.68	5,300.00
5350-00 · Internet	0.00	0.00	224.85	0.00	0.00
Total 5310-00 · Telephone	446.85	441.66	5,407.87	4,416.68	5,300.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00		100.00	0.00	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	31.13	0.00	0.00
5420-00 · Mail - USPS - Other	0.00	62.50	315.50	625.00	750.00
Total 5420-00 · Mail - USPS	0.00	62.50	446.63	625.00	750.00
5510-00 · Insurance/Bonding	50.23	166.66	1,209.23	1,666.68	2,000.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	24.17	0.00	201.31	0.00	0.00
5520-00 · Supplies - Other	71.81	250.00	1,409.26	2,500.00	3,000.00
Total 5520-00 · Supplies	95.98	250.00	1,610.57	2,500.00	3,000.00
5610-00 · Depreciation	20.99	163.25	292.33	1,632.50	1,959.00
5700-00 · Equipment Support & Maintenance	0.00	311.00	2,032.12	3,110.00	3,732.00
5710-00 · Taxes, Licenses & Fees	0.00	41.66	309.67	416.68	500.00
5740-00 · Equipment Rental/Leasing	69.62	166.66	1,332.78	1,666.68	2,000.00
5800-00 · Training Seminars	0.00	0.00	3,180.61	2,000.00	8,215.00
5810-00 · Public Outreach	0.00		1,650.00		
5815 · Training Video Series	506.25		8,040.30	15,000.00	15,000.00
5820 · Sales CRM/CMS	0.00		2,373.94	21,000.00	21,000.00
5941-00 · Research & Planning	0.00	0.00	12,300.00	10,000.00	10,000.00
6020-00 · Programs					
6016-00 · Special Event Partnership	0.00	10,000.00	25,648.00	50,000.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	10,000.00	10,000.00	30,000.00
Total 6020-00 · Programs	0.00	10,000.00	35,648.00	60,000.00	80,000.00
6420-00 · Events					
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	11,186.00
6422-00 · Event Media					
6422-06 · Music Campaign	0.00	0.00	0.00	0.00	20,800.00
6422-05 · Other	0.00	0.00	0.00	0.00	2,500.00
6422-04 · PR	0.00	0.00	0.00	0.00	5,500.00
6422-03 · Human Powered Sports Campaign	0.00	0.00	0.00	0.00	55,000.00
6422-02 · Photography	0.00		6,363.00	6,363.00	6,363.00
Total 6422-00 · Event Media	0.00	0.00	6,363.00	6,363.00	90,163.00

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Accrual Basis

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

	Apr 17	Budget	Jul '16 - Apr 17	YTD Budget	Annual Budget
6420-01 · Sponsorships					
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	21,500.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	5,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	0.00	5,000.00
6421-12 · World Cup	0.00	0.00	39,564.10	39,564.10	39,564.10
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	15,400.00	15,400.00	15,400.00
6421-09 · Wanderlust	0.00	0.00	30,000.00	30,000.00	35,000.00
6421-08 · Tough Mudder	0.00	0.00	25,000.00	25,000.00	25,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	5,000.00	5,000.00	5,000.00
6421-06 · Spartan	0.00	0.00	198,550.00	198,550.00	198,550.00
6421-05 · No Barriers	8,400.00	4,400.00	8,400.00	4,400.00	10,000.00
6421-04 · Broken Arrow Skyrace	10,000.00	10,000.00	20,000.00	20,000.00	20,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	3,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	18,900.00	18,900.00	18,900.00
6421-01 · 4th of July Fireworks	0.00	0.00	20,000.00	20,000.00	20,000.00
6023-00 · Autumn Food & Wine	0.00	0.00	32,792.86	32,792.86	32,792.86
Total 6420-01 · Sponsorships	18,400.00	14,400.00	413,606.96	384,606.96	429,706.96
6421-00 · New Event Development	917.40	0.00	5,880.28	4,962.88	4,962.88
6426-00 · Dues & Subscriptions	0.00	0.00	109.40	109.40	109.40
Total 6420-00 · Events	19,317.40	14,400.00	425,959.64	396,042.24	536,128.24
6490-00 · Classified Ads	0.00	0.00	50.00	50.00	50.00
6600-00 · Promotions/Giveaways	0.00	0.00	32.14	32.14	32.14
6701-00 · Market Study Reports/Research	0.00	0.00	402.40	402.40	402.40
6730-00 · Marketing Cooperative/Media	54,083.33	51,706.00	995,954.30	973,020.00	1,155,000.00
6742-00 · Non-NLT Co-Op Marketing Program	0.00	0.00	4,000.00	4,000.00	4,000.00
6015-00 · Cross Country	0.00	0.00	4,000.00	4,000.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	427.69	8,571.00	18,275.90	73,714.00	84,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	427.69	8,571.00	22,275.90	73,714.00	84,000.00
6743-00 · BACC Marketing Programs	0.00	0.00	0.00	0.00	0.00
6743-01 · Shop Local	175.00	0.00	4,510.61	10,000.00	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	16,666.65	10,000.00	20,000.00
6743-04 · High Notes	0.00	0.00	3,313.32	10,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	976.80	10,000.00	20,000.00
Total 6743-00 · BACC Marketing Programs	175.00	0.00	25,467.38	40,000.00	80,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	15.00	0.00	0.00
8200-00 · Associate Relations	0.00	0.00	381.49	600.00	600.00
8500-00 · Credit Card Fees	0.00	0.00	65.00	0.00	0.00
8700-00 · Automobile Expenses	153.07	166.66	1,355.78	1,666.68	2,000.00
8750-00 · Meals/Meetings	249.10	291.66	2,244.96	2,916.68	3,500.00
8810-00 · Dues & Subscriptions	672.49	416.66	3,441.22	4,166.68	5,000.00
8910-00 · Travel	-30.17	666.66	9,568.11	6,666.68	8,000.00
Total Expense	111,211.02	119,902.47	1,886,081.52	1,974,233.30	2,443,251.24
Net Ordinary Income	110,928.98	102,237.70	335,318.48	247,168.36	222,430.76
Other Income/Expense					
Other Expense					
8990-00 · Allocated	23,427.77	19,546.50	185,646.52	195,465.00	234,558.00
Total Other Expense	23,427.77	19,546.50	185,646.52	195,465.00	234,558.00
Net Other Income	-23,427.77	-19,546.50	-185,646.52	-195,465.00	-234,558.00
Net Income	87,501.21	82,691.20	149,671.96	51,703.36	-12,127.24

North Lake Tahoe Resort Association Profit & Loss Budget Performance 30 - Conference

	Apr 17	Budget	Jul '16 - Apr...	YTD Budget	Annual Bud...
Ordinary Income/Expense					
Income					
4205-00 · Conference Dues	641.67		8,066.67		
4050-00 · County of Placer TOT Funding	24,133.00	24,133.33	241,330.00	241,333.34	289,600.00
4200-00 · Membership Dues	0.00	640.83	0.00	6,408.34	7,690.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	-2,370.56	0.00	8,755.32	0.00	0.00
4600-00 · Commissions - Other	4,377.45	5,410.00	92,434.17	100,912.00	135,000.00
Total 4600-00 · Commissions	2,006.89	5,410.00	101,189.49	100,912.00	135,000.00
Total Income	26,781.56	30,184.16	350,586.16	348,653.68	432,290.00
Gross Profit	26,781.56	30,184.16	350,586.16	348,653.68	432,290.00
Expense					
5000-00 · Salaries & Wages					
5010-00 · Sales Commissions	0.00	2,166.66	34,943.32	21,666.68	26,000.00
5020-00 · P/R - Tax Expense	784.30	1,082.70	13,105.08	11,909.60	14,075.00
5030-00 · P/R - Health Insurance Expense	1,149.61	1,045.70	12,698.37	12,457.60	14,549.00
5040-00 · P/R - Workmans Comp	166.01	75.00	713.70	750.00	900.00
5060-00 · 401 (k)	418.72	596.90	6,270.51	6,567.20	7,761.00
5070-00 · Other Benefits and Expenses	41.98	37.16	569.80	371.68	446.00
5000-00 · Salaries & Wages - Other	12,358.72	13,180.50	121,881.22	144,986.00	171,347.00
Total 5000-00 · Salaries & Wages	14,919.34	18,184.62	190,182.00	198,708.76	235,078.00
5100-00 · Rent					
5110-00 · Utilities	74.85	87.50	680.25	875.00	1,050.00
5140-00 · Repairs & Maintenance	254.48	65.00	907.24	650.00	780.00
5150-00 · Office - Cleaning	107.69	126.00	930.80	1,260.00	1,512.00
5100-00 · Rent - Other	902.80	825.83	9,028.00	8,258.34	9,910.00
Total 5100-00 · Rent	1,339.82	1,104.33	11,546.29	11,043.34	13,252.00
5310-00 · Telephone					
5320-00 · Telephone	232.36	256.00	2,384.37	2,560.00	3,072.00
Total 5310-00 · Telephone	232.36	256.00	2,384.37	2,560.00	3,072.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00		100.00		
5420-00 · Mail - USPS - Other	0.00	17.50	164.06	175.00	210.00
Total 5420-00 · Mail - USPS	0.00	17.50	264.06	175.00	210.00
5510-00 · Insurance/Bonding	50.23	125.00	1,209.22	1,250.00	1,500.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	12.57		12.57	0.00	0.00
5520-00 · Supplies - Other	35.92	62.50	334.33	625.00	750.00
Total 5520-00 · Supplies	48.49	62.50	346.90	625.00	750.00
5610-00 · Depreciation	10.91	84.91	150.32	849.18	1,019.00
5700-00 · Equipment Support & Maintenance	0.00	138.00	649.23	1,380.00	1,656.00
5710-00 · Taxes, Licenses & Fees	0.00	16.66	154.27	166.68	200.00
5740-00 · Equipment Rental/Leasing	69.62	166.66	1,257.55	1,666.68	2,000.00
6730-00 · Marketing Cooperative/Media	9,166.67	10,000.00	91,666.70	100,000.00	110,000.00
7253-00 · Conference - PUD	0.00	0.00	0.00	0.00	8,000.00
8200-00 · Associate Relations	0.00	0.00	0.00	500.00	500.00
8700-00 · Automobile Expenses	0.00	33.33	147.96	333.34	400.00
8750-00 · Meals/Meetings	110.00	33.33	110.00	333.34	400.00
8810-00 · Dues & Subscriptions	0.00	0.00	815.00	500.00	500.00
Total Expense	25,947.44	30,222.84	300,883.87	320,091.32	378,537.00
Net Ordinary Income	834.12	-38.68	49,702.29	28,562.36	53,753.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
30 - Conference

	<u>Apr 17</u>	<u>Budget</u>	<u>Jul '16 - Apr...</u>	<u>YTD Budget</u>	<u>Annual Bud...</u>
Other Income/Expense					
Other Expense					
8990-00 · Allocated	<u>5,368.86</u>	<u>4,479.42</u>	<u>42,543.98</u>	<u>44,794.20</u>	<u>53,753.00</u>
Total Other Expense	<u>5,368.86</u>	<u>4,479.42</u>	<u>42,543.98</u>	<u>44,794.20</u>	<u>53,753.00</u>
Net Other Income	<u>-5,368.86</u>	<u>-4,479.42</u>	<u>-42,543.98</u>	<u>-44,794.20</u>	<u>-53,753.00</u>
Net Income	<u><u>-4,534.74</u></u>	<u><u>-4,518.10</u></u>	<u><u>7,158.31</u></u>	<u><u>-16,231.84</u></u>	<u><u>0.00</u></u>

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Accrual Basis

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

	Apr 17	Budget	Jul '16 - Apr...	YTD Budget	Annual Bud...
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	22,018.00	22,017.66	220,180.00	220,176.68	264,212.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC income	5.00		5.00		
Total 46000 · Merchandise Sales	<u>5.00</u>		<u>5.00</u>		
Total Income	<u>22,023.00</u>	<u>22,017.66</u>	<u>220,185.00</u>	<u>220,176.68</u>	<u>264,212.00</u>
Gross Profit	22,023.00	22,017.66	220,185.00	220,176.68	264,212.00
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	443.98	648.90	5,581.12	7,139.20	8,437.00
5030-00 · P/R - Health Insurance Expense	404.30	335.90	4,710.45	4,559.20	5,231.00
5040-00 · P/R - Workmans Comp	58.59	172.00	251.88	1,720.00	2,064.00
5060-00 · 401 (k)	237.32	308.60	2,692.64	3,394.80	4,012.00
5070-00 · Other Benefits and Expenses	10.54	53.70	81.57	591.60	699.00
5000-00 · Salaries & Wages - Other	7,921.07	6,599.40	67,067.94	72,593.20	85,792.00
Total 5000-00 · Salaries & Wages	<u>9,075.80</u>	<u>8,118.50</u>	<u>80,385.60</u>	<u>89,998.00</u>	<u>106,235.00</u>
5100-00 · Rent					
5110-00 · Utilities	33.93	83.83	292.94	838.34	1,006.00
5140-00 · Repairs & Maintenance	156.60	38.08	543.81	380.84	457.00
5150-00 · Office - Cleaning	43.08	16.66	372.34	166.68	200.00
5100-00 · Rent - Other	361.12	616.33	3,611.20	6,163.34	7,396.00
Total 5100-00 · Rent	<u>594.73</u>	<u>754.90</u>	<u>4,820.29</u>	<u>7,549.20</u>	<u>9,059.00</u>
5310-00 · Telephone					
5320-00 · Telephone	179.23	106.25	1,943.30	1,062.50	1,275.00
Total 5310-00 · Telephone	<u>179.23</u>	<u>106.25</u>	<u>1,943.30</u>	<u>1,062.50</u>	<u>1,275.00</u>
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00		50.00		
5420-00 · Mail - USPS - Other	0.00		100.96	50.00	50.00
Total 5420-00 · Mail - USPS	<u>0.00</u>		<u>150.96</u>	<u>50.00</u>	<u>50.00</u>
5510-00 · Insurance/Bonding	7.93	25.00	190.91	250.00	300.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	7.74		136.74		
5520-00 · Supplies - Other	14.37	25.00	130.99	250.00	300.00
Total 5520-00 · Supplies	<u>22.11</u>	<u>25.00</u>	<u>267.73</u>	<u>250.00</u>	<u>300.00</u>
5610-00 · Depreciation	6.72	34.50	83.68	345.00	414.00
5700-00 · Equipment Support & Maintenance	52.50	40.00	249.56	400.00	480.00
5710-00 · Taxes, Licenses & Fees	0.00	10.00	94.93	100.00	120.00
5740-00 · Equipment Rental/Leasing	62.66	26.66	1,108.61	266.68	320.00
5810-00 · Public Outreach	0.00		0.00	450.00	450.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	4,000.00	5,000.00
5941-00 · Research & Planning	945.00	4,000.00	7,134.00	36,000.00	40,000.00
5948-00 · Transportation Projects					
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	37,000.00	47,000.00
Total 5948-00 · Transportation Projects	<u>0.00</u>	<u>0.00</u>	<u>-1,593.65</u>	<u>37,000.00</u>	<u>47,000.00</u>
8200-00 · Associate Relations	0.00	0.00	0.00	400.00	400.00
8500-00 · Credit Card Fees	0.00		22.50	0.00	0.00
8700-00 · Automobile Expenses	61.76	100.00	496.82	1,000.00	1,200.00
8750-00 · Meals/Meetings	56.00	25.00	183.98	250.00	300.00
8810-00 · Dues & Subscriptions	2.25		9.00	0.00	0.00
Total Expense	<u>11,066.69</u>	<u>13,265.81</u>	<u>98,548.22</u>	<u>179,371.38</u>	<u>212,903.00</u>
Net Ordinary Income	10,956.31	8,751.85	121,636.78	40,805.30	51,309.00

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Accrual Basis

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

	<u>Apr 17</u>	<u>Budget</u>	<u>Jul '16 - Apr...</u>	<u>YTD Budget</u>	<u>Annual Bud...</u>
Other Income/Expense					
Other Expense					
8990-00 - Allocated	<u>5,368.86</u>	<u>4,275.75</u>	<u>42,543.98</u>	<u>42,757.50</u>	<u>51,309.00</u>
Total Other Expense	<u>5,368.86</u>	<u>4,275.75</u>	<u>42,543.98</u>	<u>42,757.50</u>	<u>51,309.00</u>
Net Other Income	<u>-5,368.86</u>	<u>-4,275.75</u>	<u>-42,543.98</u>	<u>-42,757.50</u>	<u>-51,309.00</u>
Net Income	<u>5,587.45</u>	<u>4,476.10</u>	<u>79,092.80</u>	<u>-1,952.20</u>	<u>0.00</u>

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
Visitor Information Center

	Apr 17	Budget	Jul '16 - Apr...	YTD Budget	Annual Bud...
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	27,827.00	27,826.91	278,270.00	278,269.18	333,923.00
4503 · Visitor Guide Income	0.00	0.00	0.00	3,000.00	3,000.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC income	35.00	637.00	5,234.00	6,370.00	7,644.00
46000 · Merchandise Sales - Other	8,921.19	5,250.00	68,068.03	83,267.00	114,886.00
Total 46000 · Merchandise Sales	8,956.19	5,887.00	73,302.03	89,637.00	122,530.00
Total Income	36,783.19	33,713.91	351,572.03	370,906.18	459,453.00
Cost of Goods Sold					
52900 · Purchases - Resale Items	0.00	0.00	54.00	0.00	0.00
Total COGS	0.00	0.00	54.00	0.00	0.00
Gross Profit	36,783.19	33,713.91	351,518.03	370,906.18	459,453.00
Expense					
5850-00 · Artist of Month - Commissions	0.00		2,048.21		
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	579.79	1,147.00	14,333.49	13,232.00	15,716.00
5030-00 · P/R - Health Insurance Expense	1,565.45	2,286.50	17,179.51	22,865.00	27,438.00
5040-00 · P/R - Workmans Comp	185.54	209.00	797.66	2,090.00	2,508.00
5060-00 · 401 (k)	283.78	434.00	5,387.48	5,006.00	5,946.00
5070-00 · Other Benefits and Expenses	41.98	50.58	469.80	505.84	607.00
5000-00 · Salaries & Wages - Other	10,143.12	12,560.00	142,245.51	144,871.00	172,059.00
Total 5000-00 · Salaries & Wages	12,799.66	16,687.08	180,413.45	188,569.84	224,274.00
5100-00 · Rent					
5110-00 · Utilities	570.14	625.00	5,172.98	6,250.00	7,500.00
5140-00 · Repairs & Maintenance	254.48	150.83	1,478.45	1,508.34	1,810.00
5150-00 · Office - Cleaning	53.85	0.00	1,045.40	0.00	0.00
5100-00 · Rent - Other	6,319.57	5,898.83	64,625.70	58,988.34	70,786.00
Total 5100-00 · Rent	7,198.04	6,674.66	72,322.53	66,746.68	80,096.00
5310-00 · Telephone					
5320-00 · Telephone	232.36	291.66	3,197.30	2,916.68	3,500.00
Total 5310-00 · Telephone	232.36	291.66	3,197.30	2,916.68	3,500.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00		50.00		
5480-00 · Mail - Fed Ex	0.00	0.00	471.69	0.00	0.00
5420-00 · Mail - USPS - Other	0.00	41.66	164.06	416.68	500.00
Total 5420-00 · Mail - USPS	0.00	41.66	685.75	416.68	500.00
5510-00 · Insurance/Bonding	66.11	166.66	1,591.09	1,666.68	2,000.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	12.57	0.00	12.57	0.00	0.00
5520-00 · Supplies - Other	451.74	333.33	2,005.93	3,333.34	4,000.00
Total 5520-00 · Supplies	464.31	333.33	2,018.50	3,333.34	4,000.00
5530-00 · Visitor Communications - Other	0.00	0.00	-109.00	460.00	460.00
5610-00 · Depreciation	128.86	84.91	663.33	849.18	1,019.00
5700-00 · Equipment Support & Maintenance	0.00	175.00	2,033.85	1,750.00	2,100.00
5710-00 · Taxes, Licenses & Fees	0.00	25.00	154.27	250.00	300.00
5740-00 · Equipment Rental/Leasing	236.72	494.00	3,800.32	4,940.00	5,928.00
5800-00 · Training Seminars	0.00	0.00	0.00	2,500.00	3,000.00
5815 · Training Video Series	0.00		0.00	5,000.00	5,000.00
6740-00 · Media/Collateral/Production	0.00	416.66	99.00	4,166.68	5,000.00

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 05/23/17
 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 Visitor Information Center

	Apr 17	Budget	Jul '16 - Apr...	YTD Budget	Annual Bud...
8100-00 · Cost of Goods Sold					
52500 · Purchase Discounts	0.00	0.00	-1,093.06	0.00	0.00
51100 · Freight and Shipping Costs	156.18	0.00	1,417.27	0.00	0.00
59900 · POS Inventory Adjustments	557.51	0.00	794.55	0.00	0.00
8100-00 · Cost of Goods Sold - Other	4,807.17	2,539.00	36,038.58	46,449.00	61,212.00
Total 8100-00 · Cost of Goods Sold	5,520.86	2,539.00	37,157.34	46,449.00	61,212.00
8200-00 · Associate Relations	0.00		355.19	500.00	500.00
8500-00 · Credit Card Fees	177.05	300.00	2,098.63	3,000.00	3,600.00
8700-00 · Automobile Expenses	52.43	100.00	886.33	1,000.00	1,200.00
8750-00 · Meals/Meetings	55.00	33.33	860.44	333.34	400.00
8810-00 · Dues & Subscriptions	0.00	0.00	497.79	1,200.00	1,600.00
8910-00 · Travel	0.00	408.16	213.48	4,081.68	4,898.00
Total Expense	26,931.40	28,771.11	310,987.80	340,129.78	410,587.00
Net Ordinary Income	9,851.79	4,942.80	40,530.23	30,776.40	48,866.00
Other Income/Expense					
Other Expense					
8990-00 · Allocated	4,880.78	4,072.17	38,676.35	40,721.70	48,866.00
Total Other Expense	4,880.78	4,072.17	38,676.35	40,721.70	48,866.00
Net Other Income	-4,880.78	-4,072.17	-38,676.35	-40,721.70	-48,866.00
Net Income	4,971.01	870.63	1,853.88	-9,945.30	0.00

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Accrual Basis

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance
50 - Infrastructure**

	<u>Apr 17</u>	<u>Budget</u>	<u>Jul '16 - Apr...</u>	<u>YTD Budget</u>	<u>Annual Bud...</u>
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	18,547.00	18,547.33	185,470.00	185,473.34	222,568.00
Total Income	<u>18,547.00</u>	<u>18,547.33</u>	<u>185,470.00</u>	<u>185,473.34</u>	<u>222,568.00</u>
Gross Profit	18,547.00	18,547.33	185,470.00	185,473.34	222,568.00
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	443.99	670.70	5,162.43	7,377.60	8,719.00
5030-00 · P/R - Health Insurance Expense	404.30	317.70	4,710.52	4,377.60	5,013.00
5040-00 · P/R - Workmans Comp	58.59	166.66	251.88	1,666.68	2,000.00
5060-00 · 401 (k)	237.33	309.20	2,692.65	3,401.60	4,020.00
5070-00 · Other Benefits and Expenses	10.53	57.50	81.47	575.00	690.00
5000-00 · Salaries & Wages - Other	7,921.07	6,599.40	67,485.41	72,593.20	85,792.00
Total 5000-00 · Salaries & Wages	<u>9,075.81</u>	<u>8,121.16</u>	<u>80,384.36</u>	<u>89,991.68</u>	<u>106,234.00</u>
5100-00 · Rent					
5110-00 · Utilities	33.93	125.00	292.94	1,250.00	1,500.00
5140-00 · Repairs & Maintenance	156.60	40.00	543.81	400.00	480.00
5150-00 · Office - Cleaning	43.08	50.16	372.34	501.68	602.00
5100-00 · Rent - Other	361.12	585.58	3,611.20	5,855.84	7,027.00
Total 5100-00 · Rent	<u>594.73</u>	<u>800.74</u>	<u>4,820.29</u>	<u>8,007.52</u>	<u>9,609.00</u>
5310-00 · Telephone					
5320-00 · Telephone	179.23	250.00	1,943.27	2,700.00	3,200.00
Total 5310-00 · Telephone	<u>179.23</u>	<u>250.00</u>	<u>1,943.27</u>	<u>2,700.00</u>	<u>3,200.00</u>
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00		50.00		
5420-00 · Mail - USPS - Other	0.00		100.96	50.00	50.00
Total 5420-00 · Mail - USPS	<u>0.00</u>		<u>150.96</u>	<u>50.00</u>	<u>50.00</u>
5510-00 · Insurance/Bonding	7.93	25.00	190.91	250.00	300.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	7.74		136.74		
5520-00 · Supplies - Other	14.37	25.00	130.99	250.00	300.00
Total 5520-00 · Supplies	<u>22.11</u>	<u>25.00</u>	<u>267.73</u>	<u>250.00</u>	<u>300.00</u>
5610-00 · Depreciation	6.72	34.50	83.68	345.00	414.00
5700-00 · Equipment Support & Maintenance	52.50	55.00	249.56	550.00	660.00
5710-00 · Taxes, Licenses & Fees	0.00	31.00	94.93	310.00	372.00
5740-00 · Equipment Rental/Leasing	62.66	212.66	1,108.61	2,126.68	2,552.00
5810-00 · Public Outreach	0.00		0.00	500.00	500.00
5941-00 · Research & Planning	2,007.00	2,015.00	5,416.55	35,967.00	40,000.00
8200-00 · Associate Relations	0.00	0.00	0.00	400.00	400.00
8500-00 · Credit Card Fees	0.00		22.50	0.00	0.00
8700-00 · Automobile Expenses	61.76	115.00	496.83	1,150.00	1,380.00
8750-00 · Meals/Meetings	44.00	33.33	395.63	333.34	400.00
8810-00 · Dues & Subscriptions	2.25		9.00		
Total Expense	<u>12,116.70</u>	<u>11,718.39</u>	<u>95,634.81</u>	<u>142,931.22</u>	<u>166,371.00</u>
Net Ordinary Income	6,430.30	6,828.94	89,835.19	42,542.12	56,197.00
Other Income/Expense					
Other Expense					
8990-00 · Allocated	5,368.86	4,683.00	42,543.99	46,830.00	56,196.00
Total Other Expense	<u>5,368.86</u>	<u>4,683.00</u>	<u>42,543.99</u>	<u>46,830.00</u>	<u>56,196.00</u>
Net Other Income	-5,368.86	-4,683.00	-42,543.99	-46,830.00	-56,196.00
Net Income	<u>1,061.44</u>	<u>2,145.94</u>	<u>47,291.20</u>	<u>-4,287.88</u>	<u>1.00</u>

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

	Apr 17	Budget	Jul '16 - Apr 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4200-00 · Membership Dues	12,018.33	10,236.25	116,643.80	97,417.50	117,890.00
4201-00 · New Member Fees	0.00	333.33	675.00	3,333.34	4,000.00
4250-00 · Revenues-Membership Activities					
4251-00 · Revenue-Tue AM Breakfast Club	570.00	800.00	5,804.42	8,000.00	9,600.00
4250-01 · Community Awards	9,235.07		9,535.07		
4250-02 · Tourism Summit	0.00		1,100.00		
4250-00 · Revenues-Membership Activities - Other	3,250.00	36,600.00	19,766.00	67,400.00	70,050.00
Total 4250-00 · Revenues-Membership Activities	13,055.07	37,400.00	36,205.49	75,400.00	79,650.00
4252-00 · Revenue - Sponsorships	2,950.00	0.00	3,450.00	5,500.00	7,000.00
Total Income	28,023.40	47,969.58	156,974.29	181,650.84	208,540.00
Gross Profit	28,023.40	47,969.58	156,974.29	181,650.84	208,540.00
Expense					
5000-00 · Salaries & Wages					
5000-01 · In-Market Administration	-1,375.00	-1,375.00	-13,750.00	-13,750.00	-16,500.00
5020-00 · P/R - Tax Expense	392.80	574.70	5,052.84	6,321.60	7,471.00
5030-00 · P/R - Health Insurance Expense	1,515.14	1,324.70	7,152.93	14,747.60	17,397.00
5040-00 · P/R - Workmans Comp	68.36	89.33	293.90	893.34	1,072.00
5060-00 · 401 (k)	215.69	49.80	960.70	548.40	648.00
5070-00 · Other Benefits and Expenses	21.89	87.91	112.85	879.18	1,055.00
5000-00 · Salaries & Wages - Other	6,951.45	6,226.90	52,875.36	68,497.20	80,951.00
Total 5000-00 · Salaries & Wages	7,790.33	6,978.34	52,698.58	78,137.32	92,094.00
5100-00 · Rent					
5110-00 · Utilities	50.83	62.50	467.99	625.00	750.00
5140-00 · Repairs & Maintenance	156.60	40.00	563.97	400.00	480.00
5150-00 · Office - Cleaning	75.38	90.00	651.52	900.00	1,080.00
5100-00 · Rent - Other	711.96	589.91	7,039.60	5,899.18	7,079.00
Total 5100-00 · Rent	994.77	782.41	8,723.08	7,824.18	9,389.00
5310-00 · Telephone					
5320-00 · Telephone	267.98	225.00	2,418.07	2,250.00	2,700.00
Total 5310-00 · Telephone	267.98	225.00	2,418.07	2,250.00	2,700.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	0.00	400.00	0.00	0.00
5420-00 · Mail - USPS - Other	0.00	50.00	550.96	500.00	600.00
Total 5420-00 · Mail - USPS	0.00	50.00	950.96	500.00	600.00
5510-00 · Insurance/Bonding	23.80	66.66	572.80	666.68	800.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	109.44	0.00	621.22	0.00	0.00
5520-00 · Supplies - Other	25.14	108.33	1,029.05	1,083.34	1,300.00
Total 5520-00 · Supplies	134.58	108.33	1,650.27	1,083.34	1,300.00
5610-00 · Depreciation	6.72	52.25	96.06	522.50	627.00
5700-00 · Equipment Support & Maintenance	523.00	47.08	1,166.21	470.84	565.00
5710-00 · Taxes, Licenses & Fees	0.00	41.66	95.93	416.68	500.00
5740-00 · Equipment Rental/Leasing	139.24	272.16	2,402.33	2,721.68	3,266.00
5800-00 · Training Seminars	0.00	0.00	892.11	3,000.00	3,000.00
6423-00 · Membership Activities					
6444-00 · Trades	1,045.00		1,045.00		
6437-00 · Tuesday Morning Breakfast Club	715.50	708.33	4,900.50	7,083.34	8,500.00
6432-00 · Membership - Newsletter	0.00	0.00	2,001.24	0.00	0.00
6434-00 · Community Awards Dinner	2,616.93	0.00	3,756.93	0.00	0.00
6441-00 · Membership - Miscellaneous Exp	0.00		37.05	0.00	0.00
6442-00 · Public Relations/Website	0.00	0.00	81.00	0.00	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	75.63	0.00	0.00
6423-00 · Membership Activities - Other	276.69	14,587.00	6,773.39	32,199.00	35,000.00
Total 6423-00 · Membership Activities	4,654.12	15,295.33	18,670.74	39,282.34	43,500.00

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget Performance

60 - Membership

	<u>Apr 17</u>	<u>Budget</u>	<u>Jul '16 - Apr 17</u>	<u>YTD Budget</u>	<u>Annual Budget</u>
6490-00 · Classified Ads	0.00		225.00		
8200-00 · Associate Relations	0.00	0.00	0.00	450.00	450.00
8500-00 · Credit Card Fees	366.86	1,210.00	2,748.73	3,100.00	3,520.00
8700-00 · Automobile Expenses	244.91	62.50	720.12	625.00	750.00
8750-00 · Meals/Meetings	132.84	41.66	310.04	416.68	500.00
8810-00 · Dues & Subscriptions	130.99	83.33	1,933.96	833.34	1,000.00
8920-00 · Bad Debt	3,304.50		21,309.75		
Total Expense	<u>18,714.64</u>	<u>25,316.71</u>	<u>117,584.74</u>	<u>142,300.58</u>	<u>164,561.00</u>
Net Ordinary Income	<u>9,308.76</u>	<u>22,652.87</u>	<u>39,389.55</u>	<u>39,350.26</u>	<u>43,979.00</u>
Other Income/Expense					
Other Expense					
8990-00 · Allocated	4,392.70	3,665.00	34,808.74	36,650.00	43,980.00
Total Other Expense	<u>4,392.70</u>	<u>3,665.00</u>	<u>34,808.74</u>	<u>36,650.00</u>	<u>43,980.00</u>
Net Other Income	<u>-4,392.70</u>	<u>-3,665.00</u>	<u>-34,808.74</u>	<u>-36,650.00</u>	<u>-43,980.00</u>
Net Income	<u><u>4,916.06</u></u>	<u><u>18,987.87</u></u>	<u><u>4,580.81</u></u>	<u><u>2,700.26</u></u>	<u><u>-1.00</u></u>

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

	<u>Apr 17</u>	<u>Budget</u>	<u>Jul '16 - Apr...</u>	<u>YTD Budget</u>	<u>Annual Bud...</u>
Ordinary Income/Expense					
Expense					
5000-00 · Salaries & Wages					
5020-00 · P/R - Tax Expense	1,587.04	1,753.20	17,552.25	19,285.60	22,792.00
5030-00 · P/R - Health Insurance Expense	1,697.50	3,201.60	14,082.13	34,516.80	40,920.00
5040-00 · P/R - Workmans Comp	205.05	400.66	881.45	4,006.68	4,808.00
5060-00 · 401 (k)	549.58	699.10	2,723.25	7,690.80	9,089.00
5070-00 · Other Benefits and Expenses	49.49	93.41	604.75	934.18	1,121.00
5000-00 · Salaries & Wages - Other	27,341.87	23,642.90	226,664.38	260,073.20	307,359.00
Total 5000-00 · Salaries & Wages	31,430.53	29,790.87	262,508.21	326,507.26	386,089.00
5100-00 · Rent					
5110-00 · Utilities	120.11	200.00	1,061.31	2,000.00	2,400.00
5140-00 · Repairs & Maintenance	822.70	200.00	3,770.48	2,000.00	2,400.00
5150-00 · Office - Cleaning	161.54	252.00	1,518.51	2,520.00	3,024.00
5100-00 · Rent - Other	1,627.20	1,915.08	16,320.00	19,150.84	22,981.00
Total 5100-00 · Rent	2,731.55	2,567.08	22,670.30	25,670.84	30,805.00
5310-00 · Telephone					
5320-00 · Telephone	714.30	716.66	7,285.02	7,166.68	8,600.00
Total 5310-00 · Telephone	714.30	716.66	7,285.02	7,166.68	8,600.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00		250.00	0.00	0.00
5480-00 · Mail - Fed Ex	0.00		24.02		
5420-00 · Mail - USPS - Other	0.00	58.33	322.15	583.34	700.00
Total 5420-00 · Mail - USPS	0.00	58.33	596.17	583.34	700.00
5510-00 · Insurance/Bonding	58.17	141.66	1,400.16	1,416.68	1,700.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	24.16	0.00	888.29	0.00	0.00
5520-00 · Supplies - Other	322.44	583.33	4,342.51	5,833.34	7,000.00
Total 5520-00 · Supplies	346.60	583.33	5,230.80	5,833.34	7,000.00
5610-00 · Depreciation	52.10	163.25	644.65	1,632.50	1,959.00
5700-00 · Equipment Support & Maintenance	715.33	310.66	5,242.75	3,106.68	3,728.00
5710-00 · Taxes, Licenses & Fees	498.15	666.66	6,981.46	6,666.68	8,000.00
5740-00 · Equipment Rental/Leasing	83.55	208.33	1,568.03	2,083.34	2,500.00
5800-00 · Training Seminars	0.00		2,199.00	1,500.00	1,500.00
5810-00 · Public Outreach	0.00	0.00	0.00	180.00	180.00
5900-00 · Professional Fees					
5921-00 · Professional Fees - Other	11,667.00		23,494.07		
5910-00 · Professional Fees - Attorneys	0.00	0.00	3,438.19	0.00	0.00
5920-00 · Professional Fees - Accountant	0.00	0.00	35,862.00	0.00	0.00
5900-00 · Professional Fees - Other	0.00	1,000.00	1,250.00	21,000.00	21,000.00
Total 5900-00 · Professional Fees	11,667.00	1,000.00	64,044.26	21,000.00	21,000.00
6420-00 · Events					
6421-00 · New Event Development	0.00		50.00		
Total 6420-00 · Events	0.00		50.00		

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Accrual Basis

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

	Apr 17	Budget	Jul '16 - Apr...	YTD Budget	Annual Bud...
6490-00 · Classified Ads	0.00	250.00	0.00	750.00	750.00
8200-00 · Associate Relations	50.00	150.00	2,099.82	1,900.00	2,200.00
8300-00 · Board Functions	61.65	400.00	1,763.43	3,750.00	4,600.00
8500-00 · Credit Card Fees	0.00	0.00	339.05	0.00	0.00
8700-00 · Automobile Expenses	68.41	83.33	157.29	833.34	1,000.00
8750-00 · Meals/Meetings	165.00	400.00	334.44	850.00	1,350.00
8810-00 · Dues & Subscriptions	165.49	0.00	1,648.64	1,600.00	1,600.00
8910-00 · Travel	0.00	1,200.00	0.00	2,100.00	3,400.00
Total Expense	48,807.83	38,690.16	386,763.48	415,130.68	488,661.00
Net Ordinary Income	-48,807.83	-38,690.16	-386,763.48	-415,130.68	-488,661.00
Other Income/Expense					
Other Expense					
Balancing Adjustments	0.00		0.08		
8990-00 · Allocated	-48,807.83	-38,690.00	-386,763.56	-415,131.00	-488,662.00
Total Other Expense	-48,807.83	-38,690.00	-386,763.48	-415,131.00	-488,662.00
Net Other Income	48,807.83	38,690.00	386,763.48	415,131.00	488,662.00
Net Income	0.00	-0.16	0.00	0.32	1.00

KEY METRICS FOR April 30, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Mar 2017)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033
2015-16	\$ 4,871,545	\$ 3,874,302	\$ 5,419,057	\$ 2,344,932	\$ 16,509,836
2016-17	\$ 5,492,789	\$ 3,311,059	\$ 1,293,989		\$ 10,097,837

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Apr '17)					
Referrals -	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:					
Walk In/Events	39,291	36,365	36,624	37,213	1.61%
Phone/Email	2,513	2,144	2,366	3,089	30.56%
Kings Beach (Walk In Only)	9,685	6,211	8,239	3,455	-58.07%
Totals	51,489	44,720	47,229	43,757	-7.35%

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

Unemployment Rates	June 2014	July 2015	Aug 2016	Apr 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.8%
Placer County (367,309)	6.0%	5.2%	4.7%	3.7%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.8%
Kings Beach (3,893)	6.0%	6.8%	6.1%	6.1%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.8%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	4.3%

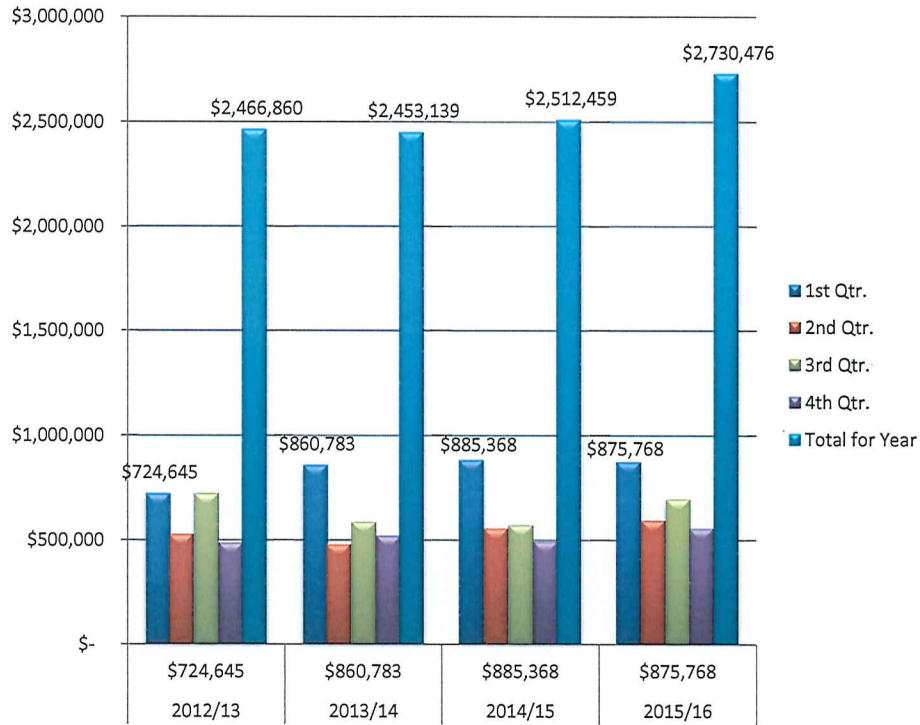
EDD

Destimetrics Reservations Activity	FYTD 15/16	FYTD 16/17	Change
Occupancy	32.0%	47.6%	-2.3%
ADR (Average Daily Rate)	\$ 201	\$ 211	1.2%
RevPAR (Rev per Available Room)	\$ 64	\$ 100	-1.1%
Occupancy 1 Mth Forecast	24.3%	29.3%	55.1%
ADR 1 Mth Forecast	\$ 209	\$ 202	8.4%
RevPAR 1 Mth Forecast	\$ 51	\$ 59	68.2%
Occupancy (prior 6 months)	45.5%	47.5%	-2.3%
ADR (prior 6 months)	\$ 297	\$ 305	5.6%
RevPAR (prior 6 months)	\$ 135	\$ 145	3.2%
Occupancy (next 6 months)	31.3%	29.8%	6.1%
ADR (next 6 months)	\$ 308	\$ 334	6.9%
RevPAR (next 6 months)	\$ 97	\$ 100	13.4%

Infrastructure Fund Balances Held by Placer County as of 3/31/17 (Reported Quarterly)	Total Chamber Membership
FY 2015-16 Contract	June 2013 465
FY 2016-17 Contract	June 2014 457
Total Fund Balances	June 2015 474
	June 2016 508
	Apr 2017 428

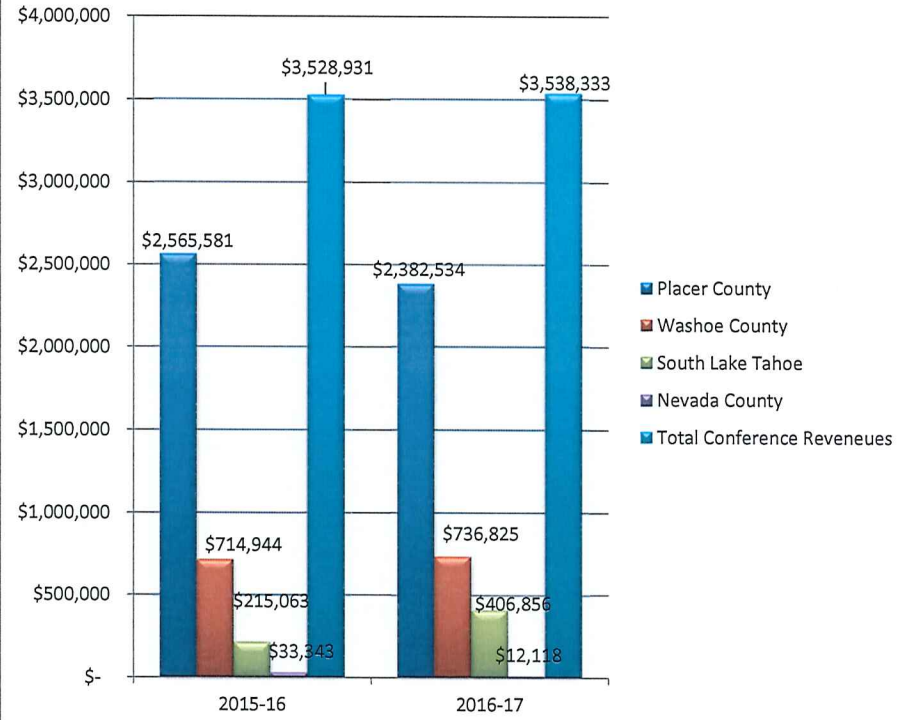
Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 04/30/2017			
	2015-16	2016-17	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked	\$ 3,528,931	\$ 3,538,333	0.27%
Forecasted Commission for this Revenue	191,428	119,493	-37.58%
Number of Room Nights	18,396	20,164	9.61%
Number of Tentative Bookings	71	68	-4.23%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
	15-16	16-17	
Placer	73%	67%	\$ 2,565,581 \$ 2,382,534 -7.13%
Washoe	20%	21%	\$ 714,944 \$ 736,825 3.06%
South Lake	6%	11%	\$ 215,063 \$ 406,856 89.18%
Nevada	1%	0%	\$ 33,343 \$ 12,118 -63.66%
Total Conference Revenue	100%	100%	\$ 3,528,931 \$ 3,538,333 0.27%

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



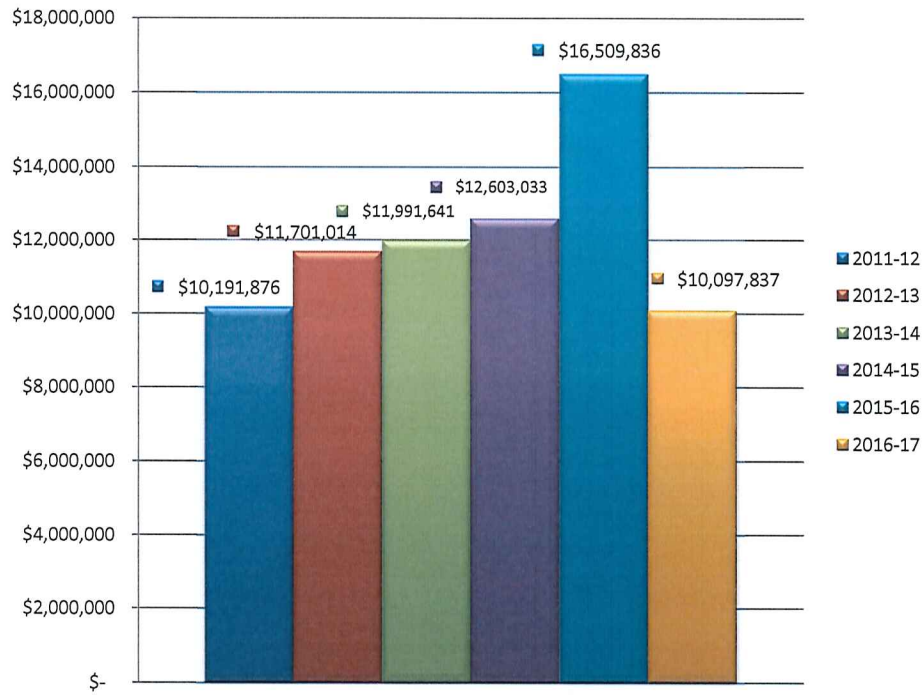
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$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

Conference Revenue Statistics & Revenue Share by County

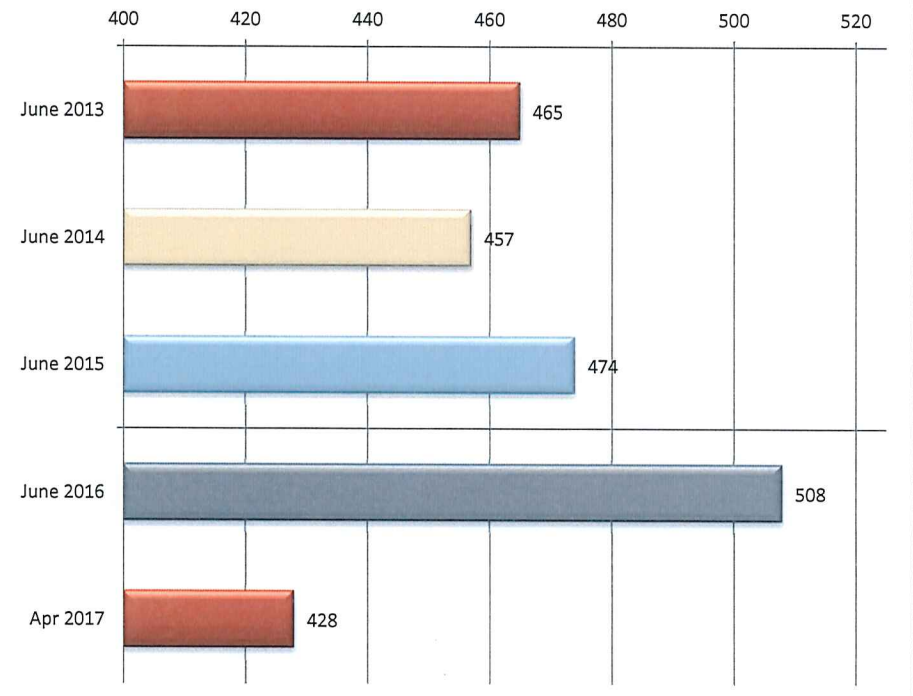


Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 04/30/2017			
	2015-16	2016-17	YOY % Change
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Conference Revenue And Percentage by County:			
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South Lake	\$ 215,063	\$ 406,856	89.18%
Nevada	\$ 33,343	\$ 12,118	-63.66%
Total Conference Revenue	\$ 3,528,931	\$ 3,538,333	0.27%

5-Year Annual TOT Collections (Fiscal Year Basis)



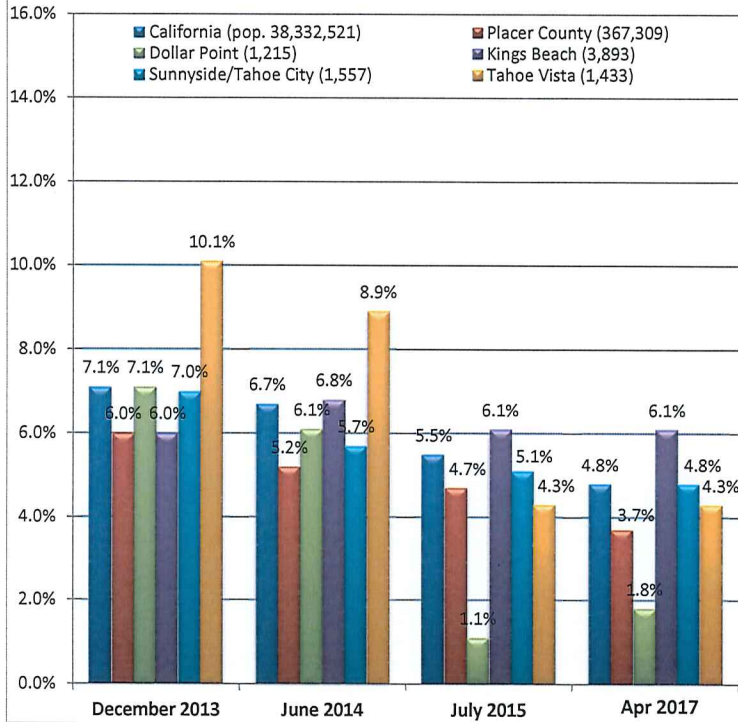
Chamber Membership (# of Members)



Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru Mar 2017)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,218	\$ 4,263,868	\$ 1,447,976	\$ 11,701,014
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,569,348	\$ 1,751,002	\$ 11,991,641
2014-15	\$ 4,693,925	\$ 2,527,484	\$ 3,513,426	\$ 1,868,198	\$ 12,603,033
2015-16	\$ 4,871,545	\$ 3,874,302	\$ 5,419,057	\$ 2,344,932	\$ 16,509,836
2016-17	\$ 5,492,789	\$ 3,311,059	\$ 1,293,989	\$ -	\$ 10,097,837

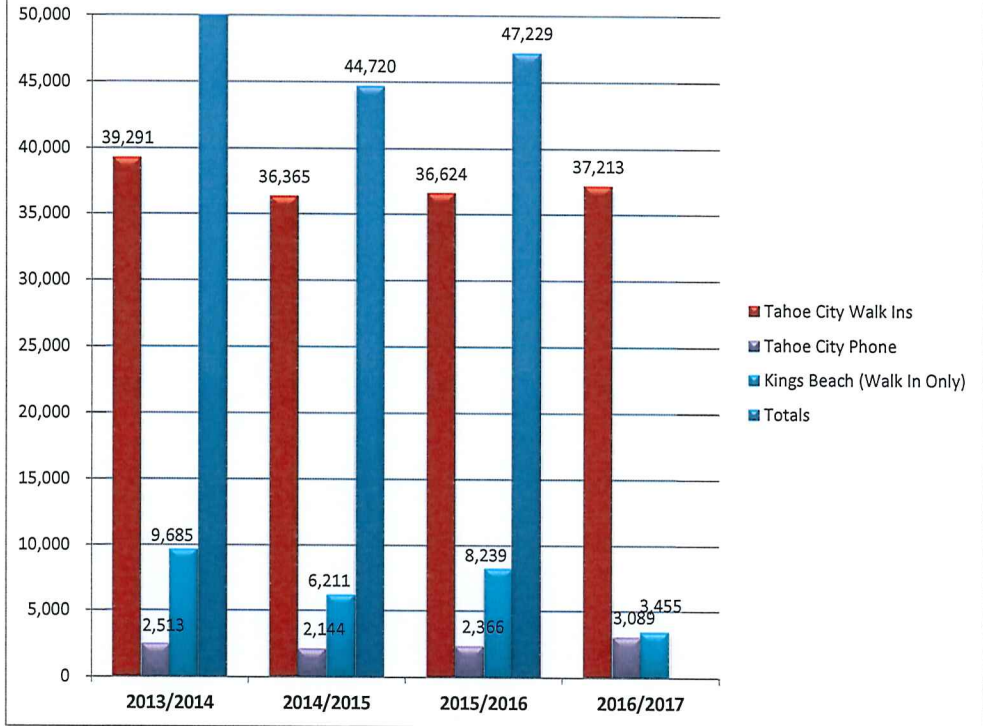
Chamber Of Commerce Total Membership	
June 2013	465
June 2014	457
June 2015	474
June 2016	508
Apr 2017	428

Unemployment Rates by Region



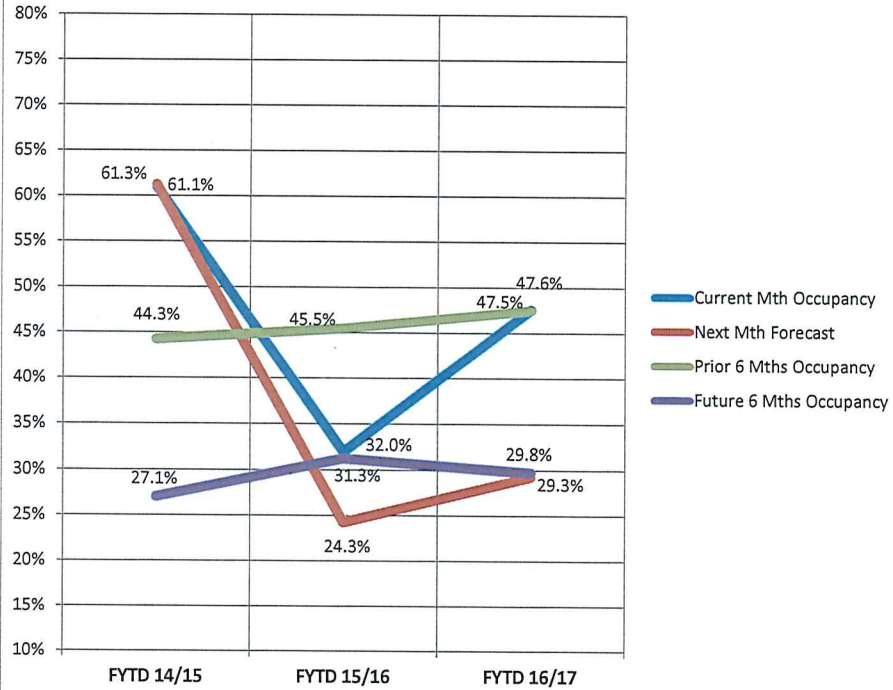
Unemployment Rates	December 2013	June 2014	July 2015	Apr 2017
California	7.1%	6.7%	5.5%	4.8%
Placer County	6.0%	5.2%	4.7%	3.7%
Dollar Point	7.1%	6.1%	1.1%	1.8%
Kings Beach	6.0%	6.8%	6.1%	6.1%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	4.8%
Tahoe Vista	10.1%	8.9%	4.3%	4.3%

Visitor Information - FYTD YOY



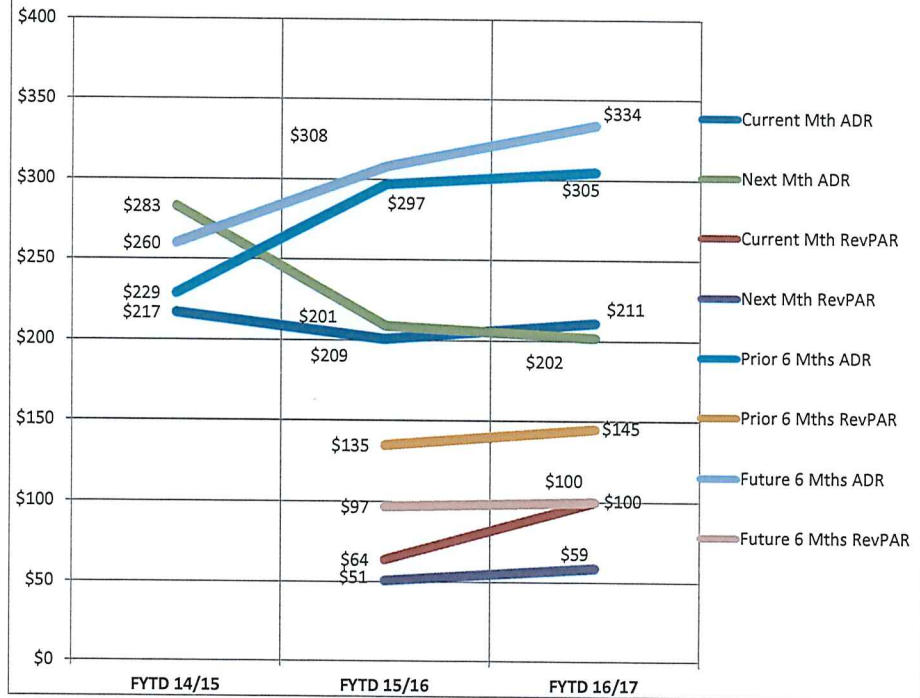
Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Apr '17)					
Referrals -	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:	Annual Totals	Annual Totals	Annual Totals	Annual Totals	
Walk In	39,291	36,365	36,624	37,213	1.61%
Phone	2,513	2,144	2,366	3,089	30.56%
Kings Beach (Walk In Only, Jun-Sep)	9,685	6,211	8,239	3,455	-58.07%
Totals	51,489	44,720	47,229	43,757	-7.35%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-O-Y Change
Occupancy	61.1%	32.0%	47.6%	-2.3%
Occupancy 1 Mth Forecast	61.3%	24.3%	29.3%	55.1%
Occupancy (prior 6 months)	44.3%	45.5%	47.5%	-2.3%
Occupancy (next 6 months)	27.1%	31.3%	29.8%	6.1%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$201	\$211	1.2%
RevPAR (Rev per Available Room)	\$64	\$100	\$100	-1.1%
ADR 1 Mth Forecast	\$283	\$209	\$202	8.4%
RevPAR 1 Mth Forecast	\$51	\$59	\$59	68.2%
ADR (prior 6 months)	\$229	\$297	\$305	5.6%
RevPAR (prior 6 months)	\$135	\$145	\$145	3.2%
ADR (next 6 months)	\$260	\$308	\$334	6.9%
RevPAR (next 6 months)	\$97	\$100	\$100	13.4%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month*Yr April, 2017
 Employee Sandy Evans Hall

DATE	DOC REF	VENDOR	REFERENCE	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE	
4/19/2017	A	Survey Monkey		monthly Subscription	\$26.00		8810-00-70	✓
4/24/2017	B	Constant Contact		monthly Subscription	120.00		8810-00-70	✓
4/21/2017	C	Wolfdales		Employee of the Month - Lauren Sully	50.00		8200-00-70	✓
APRIL	D	A Sante Fitness		Gym membership reimbursement		25.00	5070-00-70	✓
	E							
	F							
	G							
	H							
	I							
	J							
	K							
	L							
	M							
	N							
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	R							
	S							
	T							
	U							
	V							
	W							
	X							
	Y							
	Z							

MILEAGE REIMBURSEMENT

Attach 1	Mileage	See Attached Mileage Report		77.04	8700-00-70	
		Mileage Reimbursed Through Payroll		<77.04>		
TOTAL - CREDIT CARD EXPENSES				196.00		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)				25.00		✓

Signed By: *Sandy Evans Hall*
 Date: 5-8-17

Approved By: _____
 Date: _____

ACCOUNTING

DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE	DATE SCANNED
MAY 07 2017	MAY 05 2017	<i>AGPJ</i>	MAY 15 2017	

**NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
MILEAGE REIMBURSEMENT**

EMPLOYEE NAME: Sandy
REPORT MONTH: Apr-17

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
	4/6/2017	Tahoe City	Resort at Squaw Creek	16.00	X		Community Awards Dinner
	4/12/2017	Tahoe City	Hyatt Incline Village	34.00	X		Chamber Mixer
	4/26/2017	Tahoe City	IVCBVB	32.00	X		Coop Marketing Board
	4/28/2017	Tahoe City	Incline Village - Parasol	32.00	X		Tahoe Prosperity Center Executive Board
	29-Apr	Tahoe City	Truckee High School	30.00	X		Housing Council
TOTAL MILES SUBMITTED:				144.00			
MILEAGE RATE PER MILE				\$ 0.535			
TOTAL MILEAGE REIMBURSEMENT DUE				\$ 77.04			



BANK OF THE WEST
BNP PARIBAS GROUP

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
Statement Date APR 28, 2017
Total Activity \$196.00

**** 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	\$196.00		\$0.00		\$0.00		\$196.00

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
04-19	04-18	75418237108038428964339	SMK*SURVEYMONKEY.COM 971-2445555 CA Tran: 28640921 Tax ID: 371581003 Mer Zip: 94301 Dest Zip: 96145 Product Code: CODE Desc: Subscription Renewal Qty: 1 Unit: Sub Unit Cost: 2600 Disc: N Ext Item Amt: 26.00	26.00
04-21	04-20	05314617111500199739521	WOLFDALLES CUISINE UNI TAHOE CITY CA Tax ID: 680013011 Mer Zip: 96145	50.00
04-24	04-22	75418237112038566500444	CTC*CONSTANTCONTACT.C 855-2295506 MA Tran: 1108743637509 Tax ID: 043285398 Mer Zip: 02451 Product Code: ctct Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 12000 Disc: N Ext Item Amt: 120.00	120.00

For Customer Service, Call: 1-866-432-8161	Account Number	Account Summary	
	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
	APR 28, 2017	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
Disputed Amount		Total Activity	\$196.00
	\$0.00		



Invoice #28640921

Apr 18, 2017

Paid on Apr 18, 2017 6:16:00 PM (UTC)

Description	Billing Period	Price	Months	Amount
Select Monthly Plan	Apr 18, 2017 - May 17, 2017	\$26	1	\$26
				Total: \$26

BILLING DETAILS

Sandra Evans Hall

PO Box 5459

Tahoe City

California

96145

United States

5305466900

Username: golahoe

HOW TO MAKE A PAYMENT:

Payment made on
Apr 18, 2017 6:16:00 PM (UTC).

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

NOTES

Subscription Renewal Charge

SurveyMonkey
3050 South Delaware Street, San Mateo CA 94403, USA
Our Tax ID (EIN): 37-1581003 Contact: billing@surveymonkey.com

(A)



Print

Billing Activity - Payments

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

*Today's Date: 05/01/2017
User Name: nltra1*

Payments from 04/01/2017 to 05/01/2017

Date	Description	Charge Amount	Credit Amount
04/22/2017	Payment - Credit Card - 5901		\$120.00 USD

Billing questions? Contact Support

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

(B)

Gift Certificate -
Employee of the Month

WOLFDALE'S
CUISINE UNIQUE

Lauren 20:58

4/20/17
Check 40002
Type Sale
Terminal 4
Hostess/Host JEANNE

Swiped

EVANS HALL/SANDRA
Acct XXXXXXXXXXXXX5901
Card Typ Mastercard
Auth 034692
Trans ID 25

Sale 50.00

Tip \$

Total \$ 50.00

I AGREE TO PAY TOTAL AMOUNT
ACCORDING TO CARD ISSUER AGMT
(MERCHANT AGMT IF CREDIT VCHR)

Customer Copy

C

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

D

02/24/2017 77220
06:18:40 110

** SALE **

1 102		
3 MONTH-SINGLE	177.000	177.00
	Sub Total	177.00
	Sales Tax	0.00
	Total Due	177.00
	Cr. Card	177.00
	Change Due	0.00

How

x _____

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

THANK YOU!

Print Rcpt No Rcpt Cont.

D