



north lake tahoe

Chamber | CVB | Resort Association

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

FINANCE COMMITTEE

Thursday, August 18, 2016 3:00 pm

NLTRA Conference Room

PRELIMINARY MINUTES

A. Call to Order at 4:06pm – Established Quorum

Erin Casey, Eric Pilcher (via telephone), Ramona Cruz, Daniel Vick (via telephone), Al Priester, Sandy Evans Hall, Dawn Baffone

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.

None.

**C. Agenda Amendments and Approval (MOTION)
M/S/C (Erin Casey/Eric Pilcher) (3-0-0)**

**D. Approval of the July 21, 2016 Finance Committee Meeting Minutes (MOTION)
M/S/C (Erin Casey/Eric Pilcher) (2-0-0) (Ramona abstained since she wasn't present at last finance meeting)**

E. Review Action Items from 7/21/16–(Bolded are still to be completed)

- *ACTION ITEM 1:* Completed. Al will report back regarding Quickbooks Budget vs Actual balanced to contract budget amounts and how it ties to Quickbooks in total. There is a scheduled meeting with the auditors next Thursday and after that he will report back with a time frame for finalizing.
- *ACTION ITEM 2:* Completed. Al-get detail on the Balance Sheet Receivables, item 1298.
- *ACTION ITEM 3:* Completed. Al-look into Special Event #4350 budget under balance.
- ***ACTION ITEM 4:* still needs to be completed (QuickBooks a/p customer and vendor reconciliation) List as action item on next agenda. Al-check with Jason regarding 5 A/R Aging Summary balances**
- *ACTION ITEM 5:* Has been identified, 50,000 is Tough Mudder 27,000 is LT Visitors 5,000 is ADVMC Lacrosse and 27,0000 is Amgen (All of it was from events.)
- ***ACTION ITEM 6:* outstanding-Al to identify where the budget is for Traffic Management and confirm the amounts recorded on 5953 & 5955 are correct.**

- **ACTION ITEM 7: AI to look into inaccuracies on Quickbooks graphs from July 21st packet, page 29.**

F. Draft July 2016 Financial Statements

- Erin reported PC Hiring for Admin Technician research, website updates, analysis
- Discussion about page 11, 13
- P&L page 8, these are there because of the process of the membership A/R write offs. Items were written off in July and charged to July revenue. After this is corrected the allocations will be readjusted.

ACTION-AI TO CONFIRM ADMINISTRATION ALLOCATION 2016-17

G. Membership Receivable Update Report

- Ginger provided a current status for drops as of July 27th and today.
- The numbers have improved. Total of 34 drops and 12 new members.
- Discussion regarding Membership A/R handout. Memberships over 120 are being dropped. The collected amounts are renewals, collections on delinquent.

ACTION Erin asked to find out how many are past due or delinquent of the 120+ past due

H. Supplemental Information

1. Dashboard Report – Provided at meeting

- Does not include graphs. Quarterly report. Does not show new fiscal year, only through 2015/16, numbers are as of July and continues to change.
- Reporting significant increase in TOT Collections and Sales Tax revenue was not changed.
- AI Will work out discrepancy in Infrastructure Fund Balance in 2015/16
- Conference Room Statistics is incorrect for the 2015/16 2.8 s/b 3.4 forecasted. Also commission number and number of room nights incorrect.

ACTION-AI to make corrections complete graphs and will be in report for September. Erin will work on the infrastructure side of it.

I. Approval of June CEO Expenses

ACTION Eric will sign/approve CEO Expenses when he gets into town.

J. Committee Member/ Comments

- AI-New candidate to be offered Accounting position, Laurie Sully, Connie will be leaving August 30th. New employee to begin tentatively Sept. 1
- Erin reported PC Hiring for Admin Technician research, website updates, analysis

ACTION-AI requested something in writing proving/stating Erin is a board member in Jennifer's absence.

- AI requested monthly meeting date change to last Thursday of the month.

K. Adjournment at 5:00pm. Next meeting September 29th.

Accounts Receivable Summary

Invoices With Apply Dates Through August 18, 2016
 Aged as of Thursday, August 18, 2016

<u>Revenue Item</u>	(Double click to drill down)	<u>Not Yet Due</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>121+</u>	<u>Total</u>
Activities		0.00	0.00	215.00	0.00	925.00	315.00	1,455.00
Dues		0.00	1,760.00	2,755.00	2,835.00	4,550.00	11,675.00	23,575.00
Email Blast		0.00	300.00	0.00	0.00	0.00	20.00	320.00
Sponsorships		0.00	0.00	0.00	0.00	0.00	250.00	250.00
TMBC		0.00	0.00	15.00	0.00	0.00	0.00	15.00
Total Open Invoices		0.00	2,060.00	2,985.00	2,835.00	5,475.00	12,260.00	25,615.00

Unapplied Payments With Payment Dates Prior to and Including 08/18/2016

5.00

Pre-Payments: Payments Made Prior to 08/18/2016 on Invoices With Apply Dates After 08/18/2016

Total Pre-Payments

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

25,610.00



north lake tahoe
Chamber | CVB | Resort Association

Date: August 18, 2016
To: Placer County
From: Ginger Karl, Chamber Membership Director
RE: Membership Report

DROPS

33 Recorded since July 1 (+6 from last report)
Primary Reasons-No Longer in Business, Do Not See Benefit, Can't afford at this time
Revenue Dropped Total-\$7,975

DROPS-Reported July 27th

27 Recorded
Primary Reasons-No Longer in Business, Do Not See Benefit, Can't afford at this time
Revenue Dropped Total-\$6,435

NEW MEMBERS THIS MONTH

August 2016
0 New Members

NEW MEMBERS THIS MONTH-Reported July 27th

July 2016
10 New Members
New Revenue Recorded-\$2,615

AP CALLS MADE

See Weblink Report Attached For Documentation

Every member on list contacted at least Twice
All 120+ Days Sent Final Notices to Drop by Friday, August 19th

Will Pay or Paid

\$22,115.00-49 Payments
\$2,145.00-Will Pay and On Way

AP CALLS MADE-Reported July 27th

259 Calls/Contacts Made-Membership & Activities
Every member on list contacted
30 Days-23 Past Due-\$5,565
60 Days-39 Past Due-\$8,350

90 Days-21 Past Due-\$6,230
120 Days-174 Past Due-\$50,780
\$70,925.00 Outstanding

Will Pay or Paid

\$4,055.00 PAID-21 Members
\$20,970.00 Sending Payment-34 Members & Activities
 -Squaw-\$5750
 -Alpine-\$2350
-IVGID-\$3400

KEY METRICS FOR JULY 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru July 2016)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,401,526	\$ 2,048,674	\$ 3,494,493	\$ 1,637,062	\$ 11,581,755
2014-15	\$ 4,560,082	\$ 2,414,779	\$ 3,428,463	\$ 1,741,213	\$ 12,144,537
2015-16	\$ 4,869,184	\$ 3,873,789	\$ 5,359,469	\$ 1,652,577	\$ 15,755,019

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru July '17)					
Referrals -	2013/2014	2014/2015	2015/2016	2015/2016	YOY % Change
Tahoe City:					
Walk In/Events	7,143	7,688	7,373	8,830	19.76%
Phone/Email	465	415	393	494	25.70%
Kings Beach (Walk in Only)	1,197	2,127	1,146	1,976	72.43%
Totals	8,805	10,230	8,912	11,300	26.80%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of June 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	\$ 596,965	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778		
Fourth	\$ 488,100	\$ 521,965	\$ 495,699		
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 1,472,733	

Unemployment Rates	EDD			
	June 2014	July 2015	June 2016	July 2016
California (pop. 38,332,521)	7.1%	6.7%	5.4%	N/A
Placer County (367,309)	6.0%	5.2%	4.8%	
Dollar Point (1,215)	7.1%	6.1%	1.1%	
Kings Beach (3,893)	6.0%	6.8%	6.3%	
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.3%	
Tahoe Vista (1,433)	10.1%	8.9%	4.4%	

Destimetrics	Reservations Activity	FYTD 15/16	FYTD 16/17	Change
Occupancy		70.6%	74.5%	5.5%
ADR (Average Daily Rate)		\$ 286	\$ 298	4.1%
RevPAR (Rev per Available Room)		\$ 202	\$ 222	9.8%
Occupancy 1 Mth Forecast		57.6%	57.4%	-0.3%
ADR 1 Mth Forecast		\$ 277	\$ 270	-2.5%
RevPAR 1 Mth Forecast		\$ 159	\$ 155	-2.8%
Occupancy (prior 6 months)		47.6%	54.6%	14.7%
ADR (prior 6 months)		\$ 233	\$ 256	10.0%
RevPAR (prior 6 months)		\$ 111	\$ 140	26.2%
Occupancy (next 6 months)		23.5%	26.8%	13.7%
ADR (next 6 months)		\$ 242	\$ 225	-7.0%
RevPAR (next 6 months)		\$ 57	\$ 60	5.7%

Infrastructure Fund Balances Held by Placer County		Total Chamber Membership	
as of 6/30/16 (Reported Quarterly)		June 2013	465
FY 2013-14 Contract	\$ 2,027,627	June 2014	457
FY 2014-15 Contract	\$ 1,121,770	June 2015	474
FY 2015-16 Contract	\$ 1,110,737	June 2016	508
Total Fund Balances	\$ 4,260,134	July 2017	492

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17			
	2015-16	2016-17	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked through April	\$ 3,103,285	\$ 856,827	-72.39%
Forecasted Commission for this Revenue	44,478	122,698	175.86%
Number of Room Nights	5,063	16,644	228.74%
Number of Tentative Bookings	61	46	-24.59%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 175,000	0.00%

Conference Revenue And Percentage by County:			
	15-16	16-17	
Placer	75%	77%	12.31%
Washoe	20%	15%	-20.44%
South Lake	3%	8%	178.50%
Nevada	2%	0%	-100.00%
Total Conference Revenue	100%	100%	9.36%

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

	Jul 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations BOTW #6712	576,783.64
1007-00 · Cash - Payroll BOTW #7421	378.28
1008-00 · Marketing Reserve - Plumas	50,024.46
1009-00 · Cash Flow Reserve - Plumas	100,065.23
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	13,144.02
10950 · Cash in Drawer	773.10
Total Checking/Savings	771,750.29
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	102,481.35
Total Accounts Receivable	102,481.35
Other Current Assets	
1200-99 · AR Other	3,247.25
12000 · Undeposited Funds	1,600.32
1201-00 · WebLink Accounts Receivable	46,405.00
1201-02 · Allowance for Doubtful Accounts	-16,170.50
12100 · Inventory Asset	31,918.88
1299 · Receivable from NLTMC	8,409.81
1490-00 · Security Deposits	50.00
Total Other Current Assets	75,460.76
Total Current Assets	949,692.40
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-42,285.29
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,826.11
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,084.04
Total Fixed Assets	2,848.52
Other Assets	
1400-00 · Prepaid Expenses	
1410-00 · Prepaid Insurance	2,546.40
1430-00 · Prepaid 1st Class Postage	1,000.00
1400-00 · Prepaid Expenses - Other	3,892.69
Total 1400-00 · Prepaid Expenses	7,439.09
Total Other Assets	7,439.09
TOTAL ASSETS	959,980.01
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	95,074.73
2001-00 · Credit Card Payable	16,253.73
Total Accounts Payable	111,328.46
Other Current Liabilities	
21000 · Salaries/Wages/Payroll Liabilit	
2101-00 · Incentive Payable	19,600.00

11:42 AM
09/27/16
Accrual Basis

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

	<u>Jul 31, 16</u>
2102-00 · Commissions Payable	9,662.74
2100-00 · Salaries / Wages Payable	35,727.65
2120-00 · Empl. Federal Tax Payable	2,888.75
2175-00 · 401 (k) Plan	1,104.44
2180-00 · Estimated PTO Liability	60,648.50
24100 · Wage Garnishment Payable	<u>1,370.82</u>
Total 21000 · Salaries/Wages/Payroll Liabilit	131,002.90
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	2,498.57
2190-00 · Sales and Use Tax Payable - Other	<u>149.00</u>
Total 2190-00 · Sales and Use Tax Payable	2,647.57
2250-00 · Accrued Expenses	20,250.31
2400-60 · Deferred Revenue- Member Dues	66,317.51
2800-00 · Suspense	<u>-152.00</u>
Total Other Current Liabilities	220,066.29
Total Current Liabilities	331,394.75
Total Liabilities	331,394.75
Equity	
32000 · Unrestricted Net Assets	43,153.62
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,065.23
3302 · Marketing Cash Reserve	50,024.46
Net Income	<u>168,647.95</u>
Total Equity	628,585.26
TOTAL LIABILITIES & EQUITY	<u>959,980.01</u>

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09/27/16

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Edgewood Tahoe	0.00	0.00	550.00	0.00	0.00	550.00
Granlibakken Resort	0.00	0.00	225.90	0.00	0.00	225.90
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	669.51	669.51
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	1,419.05	0.00	0.00	90.80	1,509.85
Northstar California	10,312.80	0.00	4,005.10	0.00	8,754.04	23,071.94
PlumpJack Squaw Valley Inn	1,486.28	0.00	0.00	0.00	0.00	1,486.28
Resort at Squaw Creek*	21,831.70	0.00	5,346.27	0.00	25,641.11	52,819.08
River Ranch Lodge & Restaurant	0.00	0.00	0.00	0.00	239.50	239.50
Squaw Valley Lodge/Granite Peak Managemen	2,793.55	0.00	0.00	0.00	0.00	2,793.55
Tahoe Biltmore Lodge & Casino	0.00	0.00	68.64	0.00	187.74	256.38
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	89.50	89.50
Tahoma Lodge	0.00	0.00	200.00	0.00	0.00	200.00
The Ritz-Carlton	0.00	1,851.10	0.00	4,710.45	9,197.60	15,759.15
The Village at Squaw Valley	2,810.71	0.00	0.00	0.00	0.00	2,810.71
TOTAL	39,235.04	3,270.15	10,395.91	4,710.45	44,869.80	102,481.35

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
101.5 Truckee Tahoe Radio*	3,600.00	0.00	0.00	0.00	0.00	3,600.00
Abel's Landscape and Stone	0.00	496.00	0.00	0.00	0.00	496.00
Accountemps	0.00	0.00	-35.00	0.00	0.00	-35.00
Anne-Karin Atwood*	44.44	0.00	0.00	0.00	0.00	44.44
Christine Karnofsky Landscape Design	0.00	300.00	0.00	0.00	0.00	300.00
Connie Radoff	1,310.00	0.00	0.00	0.00	0.00	1,310.00
Emily Detwiler*	134.34	0.00	0.00	0.00	0.00	134.34
Employers Assurance Co.	1,270.50	0.00	0.00	0.00	0.00	1,270.50
Fairbank, Maslin, maullin, Metz & Assoc	0.00	0.00	9,875.00	0.00	0.00	9,875.00
FedEx	0.00	41.53	0.00	0.00	0.00	41.53
Geographic Locations International	3,505.75	0.00	0.00	0.00	0.00	3,505.75
Ginger Karl*	139.32	0.00	0.00	0.00	0.00	139.32
Granlibakken, Inc.	0.00	607.50	0.00	0.00	0.00	607.50
Greg Howey*	63.88	0.00	0.00	0.00	0.00	63.88
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
Judy Laverty*	41.92	0.00	0.00	0.00	0.00	41.92
MIXT Studio	0.00	375.00	0.00	0.00	0.00	375.00
Mountain Town News	0.00	26.25	0.00	0.00	0.00	26.25
North Lake Tahoe Marketing Co-op	0.00	63,250.00	0.00	0.00	0.00	63,250.00
North Tahoe Arts*	0.00	1,190.52	0.00	0.00	0.00	1,190.52
North Tahoe Event Center, Inc.	0.00	109.00	0.00	0.00	0.00	109.00
Placer County Tax Collector	1,046.87	0.00	0.00	0.00	0.00	1,046.87
Ricoh USA	1,110.80	0.00	0.00	0.00	0.00	1,110.80
Ron Treabess	135.66	0.00	0.00	0.00	0.00	135.66
Sandy Evans Hall*	65.00	0.00	0.00	0.00	0.00	65.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Sierra State Parks Foundation*	0.00	0.00	40.00	0.00	0.00	40.00
Swigard's True Value Hardware, Inc.*	29.86	0.00	0.00	0.00	0.00	29.86
Tahoe Supply Company	0.00	77.24	0.00	0.00	0.00	77.24
Tahoe Tech Group, Inc.	0.00	1,430.00	0.00	0.00	0.00	1,430.00
Tahoe Truckee Sierra Disposal*	161.34	0.00	0.00	0.00	0.00	161.34
The Store...Copies and More	91.32	309.69	0.00	0.00	0.00	401.01
Transportation Management Association	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Wholesale Resort Accessories, Inc.	206.00	0.00	0.00	0.00	0.00	206.00
TOTAL	13,982.00	71,212.73	9,880.00	0.00	0.00	95,074.73

North Lake Tahoe Resort Association
Profit & Loss
 July 2016

	Jul 16
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	314,665.00
4200-00 · Membership Ann/Conf Dues	9,387.29
4201-00 · New Member Fees	300.00
4250-00 · Revenues-Membership Activities	-70.00
4502-00 · Non-retail VIC income	342.00
4600-00 · Commissions	38,657.21
46000 · Merchandise Sales	13,723.73
Total Income	376,905.23
Gross Profit	376,905.23
Expense	
5000-00 · Salaries & Wages	
5000-01 · In-Market Administration	0.00
5010-00 · Sales Commissions	1,258.43
5020-00 · P/R - Tax Expense	7,896.25
5030-00 · P/R - Health Insurance Expense	7,610.08
5060-00 · 401 (k)	3,195.23
5070-00 · Other Benefits and Expenses	257.06
5000-00 · Salaries & Wages - Other	77,354.26
Total 5000-00 · Salaries & Wages	97,571.31
5100-00 · Rent	
5110-00 · Utilities	303.84
5140-00 · Repairs & Maintenance	29.86
5100-00 · Rent - Other	12,144.36
Total 5100-00 · Rent	12,478.06
5310-00 · Telephone	
5320-00 · Telephone	2,488.52
5310-00 · Telephone - Other	-38.58
Total 5310-00 · Telephone	2,449.94
5420-00 · Mail - USPS	
5470-00 · Mail - UPS	1,000.00
5480-00 · Mail - Fed Ex	41.53
Total 5420-00 · Mail - USPS	1,041.53
5510-00 · Insurance/Bonding	619.92
5520-00 · Supplies	893.84
5610-00 · Depreciation	115.07
5700-00 · Equipment Support & Maintenance	1,450.25
5710-00 · Taxes, Licenses & Fees	2,153.79
5740-00 · Equipment Rental/Leasing	1,265.60
5900-00 · Professional Fees	
5920-00 · Professional Fees - Accountant	4,770.00
Total 5900-00 · Professional Fees	4,770.00
5940-00 · Research & Planning Membership	3,000.00
5941-00 · Research & Planning	750.00
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	350.00
6423-00 · Membership Activities - Other	348.25
Total 6423-00 · Membership Activities	698.25
6437-00 · Tuesday Morning Breakfast Club	607.50
6701-00 · Market Study Reports/Research	317.47
6730-00 · Marketing Cooperative/Media	63,250.00

12:04 PM
09/27/16
Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
July 2016

	<u>Jul 16</u>
6742-00 · Non-NLT Co-Op Marketing Program	400.67
6743-00 · BACC Marketing Programs	
6743-04 · High Notes	1,583.32
6743-05 · Peak Your Adventure	976.80
	<hr/>
Total 6743-00 · BACC Marketing Programs	2,560.12
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	149.49
59900 · POS Inventory Adjustments	-1.44
8100-00 · Cost of Goods Sold - Other	7,440.22
	<hr/>
Total 8100-00 · Cost of Goods Sold	7,588.27
8300-00 · Board Functions	173.45
8500-00 · Credit Card Fees	647.95
8700-00 · Automobile Expenses	321.30
8750-00 · Meals/Meetings	39.65
8810-00 · Dues & Subscriptions	2,232.67
8910-00 · Travel	860.67
	<hr/>
Total Expense	208,257.28
Net Ordinary Income	168,647.95
Other Income/Expense	
Other Expense	
8990-00 · Allocated	0.00
	<hr/>
Total Other Expense	0.00
Net Other Income	0.00
	<hr/>
Net Income	<u>168,647.95</u>

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

11:41 AM

09/27/16

Accrual Basis

Ordinary Income/Expense	11 - Marketi...	30 - Confere...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Income								
4050-00 - County of Placer TOT Funding	222,140.00	24,133.00	22,018.00	27,827.00	18,547.00	0.00	0.00	314,665.00
4200-00 - Membership Ann/Conf Dues	0.00	0.00	0.00	0.00	0.00	9,387.29	0.00	9,387.29
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	300.00	0.00	300.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	-70.00	0.00	-70.00
4502-00 - Non-retail VIC income	0.00	0.00	0.00	342.00	0.00	0.00	0.00	342.00
4600-00 - Commissions	0.00	38,557.21	0.00	0.00	0.00	0.00	0.00	38,557.21
46000 - Merchandise Sales	0.00	0.00	0.00	13,723.73	0.00	0.00	0.00	13,723.73
Total Income	222,140.00	62,690.21	22,018.00	41,892.73	18,547.00	9,617.29	0.00	376,905.23
Gross Profit	222,140.00	62,690.21	22,018.00	41,892.73	18,547.00	9,617.29	0.00	376,905.23
Expense								
5000-00 - Salaries & Wages	1,375.00	0.00	0.00	0.00	0.00	-1,375.00	0.00	0.00
5000-01 - In-Market Administration	0.00	1,258.43	0.00	0.00	0.00	0.00	0.00	1,258.43
5010-00 - Sales Commissions	1,856.43	994.28	678.39	2,031.15	678.40	499.73	1,157.87	7,896.25
5020-00 - P/R - Tax Expense	2,073.83	958.30	296.84	1,447.33	296.84	1,004.79	1,532.15	7,610.08
5030-00 - P/R - Health Insurance Expense	936.88	542.15	317.14	792.40	317.14	0.00	289.52	3,195.23
5060-00 - 401 (K)	114.14	41.98	6.79	41.98	6.78	11.89	33.50	257.06
5070-00 - Other Benefits and Expenses	16,784.36	13,554.60	5,772.37	15,082.80	5,772.37	5,566.62	14,841.14	77,354.26
5000-00 - Salaries & Wages - Other								
Total 5000-00 - Salaries & Wages	23,140.64	17,349.74	7,071.53	19,375.66	7,071.53	5,708.03	17,854.18	97,571.31
5100-00 - Rent								
5110-00 - Utilities	60.44	30.94	16.36	105.41	16.36	20.09	54.24	303.84
5140-00 - Repairs & Maintenance	0.00	0.00	0.00	5.15	0.00	0.00	24.71	29.86
5100-00 - Rent - Other	1,885.59	902.80	361.12	6,399.57	361.12	631.96	1,602.20	12,144.36
Total 5100-00 - Rent	1,946.03	933.74	377.48	6,510.13	377.48	652.05	1,681.15	12,478.06
5310-00 - Telephone								
5320-00 - Telephone	444.16	230.96	214.54	340.30	214.54	364.13	679.89	2,488.52
5310-00 - Telephone - Other	0.00	0.00	0.00	0.00	0.00	0.00	-38.58	-38.58
Total 5310-00 - Telephone	444.16	230.96	214.54	340.30	214.54	364.13	641.31	2,449.94
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	0.00	0.00	0.00	41.53	0.00	0.00	0.00	41.53
Total 5420-00 - Mail - USPS	100.00	100.00	50.00	91.53	50.00	400.00	250.00	1,041.53
5510-00 - Insurance/Bonding	117.79	117.78	18.60	154.98	18.60	55.79	136.38	619.92
5520-00 - Supplies	166.29	19.24	7.70	307.38	7.70	13.47	372.06	893.84
5610-00 - Depreciation	28.76	14.96	9.21	14.96	9.21	9.21	28.76	115.07

North Lake Tahoe Resort Association
Profit & Loss by Class
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Accrual Basis

	11 - Marketi...	30 - Confere...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
5700-00 · Equipment Support & Maintenance	400.25	140.00	56.00	280.00	56.00	98.00	420.00	1,450.25
5710-00 · Taxes, Licenses & Fees	261.72	136.09	83.75	336.08	83.75	83.75	1,168.65	2,153.79
5740-00 · Equipment Rental/Leasing	149.79	131.20	112.35	353.36	112.35	234.54	172.01	1,265.60
5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
5920-00 · Professional Fees - Accountant								
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	4,770.00	4,770.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	750.00
6423-00 · Membership Activities								
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	350.00	0.00	350.00
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	348.25	0.00	348.25
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	698.25	0.00	698.25
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	607.50	0.00	607.50
6701-00 · Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 · Marketing Cooperative/Media	54,083.33	9,166.67	0.00	0.00	0.00	0.00	0.00	63,250.00
6742-00 · Non-NLT Co-Op Marketing Program	400.67	0.00	0.00	0.00	0.00	0.00	0.00	400.67
6743-00 · BACC Marketing Programs								
6743-04 · High Notes	1,583.32	0.00	0.00	0.00	0.00	0.00	0.00	1,583.32
6743-05 · Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 · BACC Marketing Programs	2,560.12	0.00	0.00	0.00	0.00	0.00	0.00	2,560.12
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	149.49	0.00	0.00	0.00	149.49
59900 · POS Inventory Adjustments	0.00	0.00	0.00	-1.44	0.00	0.00	0.00	-1.44
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	7,440.22	0.00	0.00	0.00	7,440.22
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	7,588.27	0.00	0.00	0.00	7,588.27
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	173.45	173.45
8500-00 · Credit Card Fees	0.00	0.00	0.00	34.95	0.00	565.07	47.93	647.95
8700-00 · Automobile Expenses	19.44	38.88	61.83	0.00	61.83	139.32	0.00	321.30
8750-00 · Meals/Meetings	27.65	0.00	12.00	0.00	0.00	0.00	0.00	39.65
8810-00 · Dues & Subscriptions	14.99	340.00	0.00	0.00	0.00	125.00	1,752.68	2,232.67
8910-00 · Travel	860.67	0.00	0.00	0.00	0.00	0.00	0.00	860.67
Total Expense	85,039.77	28,719.26	11,449.99	35,387.60	8,437.99	9,754.11	29,468.56	208,257.28
Net Ordinary Income	137,100.23	33,970.95	10,568.01	6,505.13	10,109.01	-136.82	-29,468.56	168,647.95
Other Income/Expense								
Other Expense								
8990-00 · Allocated	14,144.91	3,241.54	3,241.54	2,946.86	3,241.54	2,652.17	-29,468.56	0.00
Total Other Expense	14,144.91	3,241.54	3,241.54	2,946.86	3,241.54	2,652.17	-29,468.56	0.00

North Lake Tahoe Resort Association
Profit & Loss by Class
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 Accrual Basis

	11 - Marketi...	30 - Confere...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Net Other Income	-14,144.91	-3,241.54	-3,241.54	-2,946.86	-3,241.54	-2,652.17	29,468.56	0.00
Net Income	<u>122,955.32</u>	<u>30,729.41</u>	<u>7,326.47</u>	<u>3,558.27</u>	<u>6,867.47</u>	<u>-2,788.99</u>	<u>0.00</u>	<u>168,647.95</u>

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Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,140.00	222,140.13	-0.13	100.0%
Total Income	222,140.00	222,140.13	-0.13	100.0%
Gross Profit	222,140.00	222,140.13	-0.13	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	1,375.00	0.00	1,375.00	100.0%
5020-00 · P/R - Tax Expense	1,856.43	1,852.90	3.53	100.2%
5030-00 · P/R - Health Insurance Expense	2,073.83	3,065.60	-991.77	67.6%
5040-00 · P/R - Workmans Comp	0.00	108.75	-108.75	0.0%
5060-00 · 401 (k)	936.88	650.90	285.98	143.9%
5070-00 · Other Benefits and Expenses	114.14	225.87	-111.73	50.5%
5000-00 · Salaries & Wages - Other	16,784.36	22,597.80	-5,813.44	74.3%
Total 5000-00 · Salaries & Wages	23,140.64	28,501.82	-5,361.18	81.2%
5100-00 · Rent				
5110-00 · Utilities	60.44	175.00	-114.56	34.5%
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5150-00 · Office - Cleaning	0.00	252.00	-252.00	0.0%
5100-00 · Rent - Other	1,885.59	1,651.74	233.85	114.2%
Total 5100-00 · Rent	1,946.03	2,203.74	-257.71	88.3%
5310-00 · Telephone				
5320-00 · Telephone	444.16	441.74	2.42	100.5%
Total 5310-00 · Telephone	444.16	441.74	2.42	100.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	0.00	62.50	-62.50	0.0%
Total 5420-00 · Mail - USPS	100.00	62.50	37.50	160.0%
5510-00 · Insurance/Bonding	117.79	166.74	-48.95	70.6%
5520-00 · Supplies	166.29	250.00	-83.71	66.5%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	400.25	311.00	89.25	128.7%
5710-00 · Taxes, Licenses & Fees	261.72	41.74	219.98	627.0%
5740-00 · Equipment Rental/Leasing	149.79	166.74	-16.95	89.8%
5815 · Training Video Series	0.00	15,000.00	-15,000.00	0.0%
5820 · Sales CRM/CMS	0.00	7,000.00	-7,000.00	0.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	54,083.33	54,083.33	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	400.67	0.00	400.67	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	1,583.32	0.00	1,583.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 · BACC Marketing Programs	2,560.12	6,700.00	-4,139.88	38.2%
8700-00 · Automobile Expenses	19.44	166.74	-147.30	11.7%
8750-00 · Meals/Meetings	27.65	291.74	-264.09	9.5%
8810-00 · Dues & Subscriptions	14.99	416.74	-401.75	3.6%
8910-00 · Travel	860.67	666.74	193.93	129.1%
Total Expense	85,039.77	136,634.56	-51,594.79	62.2%

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Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Net Ordinary Income	137,100.23	85,505.57	51,594.66	160.3%
Other Income/Expense				
Other Expense				
8990-00 - Allocated	14,144.91	87,886.00	-73,741.09	16.1%
Total Other Expense	14,144.91	87,886.00	-73,741.09	16.1%
Net Other Income	-14,144.91	-87,886.00	73,741.09	16.1%
Net Income	122,955.32	-2,380.43	125,335.75	-5,165.3%

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 Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	24,133.00	24,133.37	-0.37	100.0%
4200-00 · Membership Ann/Conf Dues	0.00	640.87	-640.87	0.0%
4600-00 · Commissions	38,557.21	8,971.00	29,586.21	429.8%
Total Income	<u>62,690.21</u>	<u>33,745.24</u>	<u>28,944.97</u>	<u>185.8%</u>
Gross Profit	62,690.21	33,745.24	28,944.97	185.8%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	1,258.43	2,166.74	-908.31	58.1%
5020-00 · P/R - Tax Expense	994.28	1,082.70	-88.42	91.8%
5030-00 · P/R - Health Insurance Expense	958.30	1,045.70	-87.40	91.6%
5040-00 · P/R - Workmans Comp	0.00	75.00	-75.00	0.0%
5060-00 · 401 (k)	542.15	596.90	-54.75	90.8%
5070-00 · Other Benefits and Expenses	41.98	37.24	4.74	112.7%
5000-00 · Salaries & Wages - Other	13,554.60	13,180.50	374.10	102.8%
Total 5000-00 · Salaries & Wages	<u>17,349.74</u>	<u>18,184.78</u>	<u>-835.04</u>	<u>95.4%</u>
5100-00 · Rent				
5110-00 · Utilities	30.94	87.50	-56.56	35.4%
5140-00 · Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 · Office - Cleaning	0.00	126.00	-126.00	0.0%
5100-00 · Rent - Other	902.80	825.87	76.93	109.3%
Total 5100-00 · Rent	<u>933.74</u>	<u>1,104.37</u>	<u>-170.63</u>	<u>84.5%</u>
5310-00 · Telephone				
5320-00 · Telephone	230.96	256.00	-25.04	90.2%
Total 5310-00 · Telephone	<u>230.96</u>	<u>256.00</u>	<u>-25.04</u>	<u>90.2%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	0.00	17.50	-17.50	0.0%
Total 5420-00 · Mail - USPS	<u>100.00</u>	<u>17.50</u>	<u>82.50</u>	<u>571.4%</u>
5510-00 · Insurance/Bonding	117.78	125.00	-7.22	94.2%
5520-00 · Supplies	19.24	62.50	-43.26	30.8%
5610-00 · Depreciation	14.96	84.99	-70.03	17.6%
5700-00 · Equipment Support & Maintenance	140.00	138.00	2.00	101.4%
5710-00 · Taxes, Licenses & Fees	136.09	16.74	119.35	813.0%
5740-00 · Equipment Rental/Leasing	131.20	166.74	-35.54	78.7%
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
8700-00 · Automobile Expenses	38.88	33.37	5.51	116.5%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
8810-00 · Dues & Subscriptions	340.00	0.00	340.00	100.0%
Total Expense	<u>28,719.26</u>	<u>29,390.03</u>	<u>-670.77</u>	<u>97.7%</u>
Net Ordinary Income	33,970.95	4,355.21	29,615.74	780.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,241.54	3,522.00	-280.46	92.0%
Total Other Expense	<u>3,241.54</u>	<u>3,522.00</u>	<u>-280.46</u>	<u>92.0%</u>
Net Other Income	<u>-3,241.54</u>	<u>-3,522.00</u>	<u>280.46</u>	<u>92.0%</u>
Net Income	<u><u>30,729.41</u></u>	<u><u>833.21</u></u>	<u><u>29,896.20</u></u>	<u><u>3,688.1%</u></u>

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	22,018.00	22,017.74	0.26	100.0%
Total Income	<u>22,018.00</u>	<u>22,017.74</u>	<u>0.26</u>	<u>100.0%</u>
Gross Profit	22,018.00	22,017.74	0.26	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	678.39	648.90	29.49	104.5%
5030-00 · P/R - Health Insurance Expense	296.84	335.90	-39.06	88.4%
5040-00 · P/R - Workmans Comp	0.00	172.00	-172.00	0.0%
5060-00 · 401 (k)	317.14	308.60	8.54	102.8%
5070-00 · Other Benefits and Expenses	6.79	53.70	-46.91	12.6%
5000-00 · Salaries & Wages - Other	5,772.37	6,599.40	-827.03	87.5%
Total 5000-00 · Salaries & Wages	<u>7,071.53</u>	<u>8,118.50</u>	<u>-1,046.97</u>	<u>87.1%</u>
5100-00 · Rent				
5110-00 · Utilities	16.36	83.87	-67.51	19.5%
5140-00 · Repairs & Maintenance	0.00	38.12	-38.12	0.0%
5150-00 · Office - Cleaning	0.00	16.74	-16.74	0.0%
5100-00 · Rent - Other	361.12	616.37	-255.25	58.6%
Total 5100-00 · Rent	<u>377.48</u>	<u>755.10</u>	<u>-377.62</u>	<u>50.0%</u>
5310-00 · Telephone				
5320-00 · Telephone	214.54	106.25	108.29	201.9%
Total 5310-00 · Telephone	<u>214.54</u>	<u>106.25</u>	<u>108.29</u>	<u>201.9%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	<u>50.00</u>	<u>25.00</u>	<u>25.00</u>	<u>200.0%</u>
5510-00 · Insurance/Bonding	18.60	25.00	-6.40	74.4%
5520-00 · Supplies	7.70	25.00	-17.30	30.8%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	56.00	40.00	16.00	140.0%
5710-00 · Taxes, Licenses & Fees	83.75	10.00	73.75	837.5%
5740-00 · Equipment Rental/Leasing	112.35	26.74	85.61	420.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	375.00	1,200.00	-825.00	31.3%
8700-00 · Automobile Expenses	61.83	100.00	-38.17	61.8%
8750-00 · Meals/Meetings	12.00	25.00	-13.00	48.0%
Total Expense	<u>11,449.99</u>	<u>10,491.09</u>	<u>958.90</u>	<u>109.1%</u>
Net Ordinary Income	10,568.01	11,526.65	-958.64	91.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,241.54	11,524.00	-8,282.46	28.1%
Total Other Expense	<u>3,241.54</u>	<u>11,524.00</u>	<u>-8,282.46</u>	<u>28.1%</u>
Net Other Income	<u>-3,241.54</u>	<u>-11,524.00</u>	<u>8,282.46</u>	<u>28.1%</u>
Net Income	<u>7,326.47</u>	<u>2.65</u>	<u>7,323.82</u>	<u>276,470.6%</u>

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09/27/16

Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	27,827.00	27,826.99	0.01	100.0%
4502-00 · Non-retail VIC Income	342.00	637.00	-295.00	53.7%
46000 · Merchandise Sales	13,723.73	18,050.00	-4,326.27	76.0%
Total Income	41,892.73	46,513.99	-4,621.26	90.1%
Gross Profit	41,892.73	46,513.99	-4,621.26	90.1%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,031.15	1,208.00	823.15	168.1%
5030-00 · P/R - Health Insurance Expense	1,447.33	2,286.50	-839.17	63.3%
5040-00 · P/R - Workmans Comp	0.00	209.00	-209.00	0.0%
5060-00 · 401 (k)	792.40	457.00	335.40	173.4%
5070-00 · Other Benefits and Expenses	41.98	50.62	-8.64	82.9%
5000-00 · Salaries & Wages - Other	15,062.80	13,238.00	1,824.80	113.8%
Total 5000-00 · Salaries & Wages	19,375.66	17,449.12	1,926.54	111.0%
5100-00 · Rent				
5110-00 · Utilities	105.41	625.00	-519.59	16.9%
5140-00 · Repairs & Maintenance	5.15	150.87	-145.72	3.4%
5100-00 · Rent - Other	6,399.57	5,898.87	500.70	108.5%
Total 5100-00 · Rent	6,510.13	6,674.74	-164.61	97.5%
5310-00 · Telephone				
5320-00 · Telephone	340.30	291.74	48.56	116.6%
Total 5310-00 · Telephone	340.30	291.74	48.56	116.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	41.53	0.00	41.53	100.0%
5420-00 · Mail - USPS - Other	0.00	41.74	-41.74	0.0%
Total 5420-00 · Mail - USPS	91.53	41.74	49.79	219.3%
5510-00 · Insurance/Bonding	154.98	166.74	-11.76	92.9%
5520-00 · Supplies	307.38	333.37	-25.99	92.2%
5610-00 · Depreciation	14.96	84.99	-70.03	17.6%
5700-00 · Equipment Support & Maintenance	280.00	175.00	105.00	160.0%
5710-00 · Taxes, Licenses & Fees	336.08	25.00	311.08	1,344.3%
5740-00 · Equipment Rental/Leasing	353.36	494.00	-140.64	71.5%
5800-00 · Training Seminars	0.00	1,000.00	-1,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	416.74	-416.74	0.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	149.49	0.00	149.49	100.0%
59900 · POS Inventory Adjustments	-1.44	0.00	-1.44	100.0%
8100-00 · Cost of Goods Sold - Other	7,440.22	7,934.00	-493.78	93.8%
Total 8100-00 · Cost of Goods Sold	7,588.27	7,934.00	-345.73	95.6%
8500-00 · Credit Card Fees	34.95	300.00	-265.05	11.7%
8700-00 · Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
8910-00 · Travel	0.00	408.24	-408.24	0.0%
Total Expense	35,387.60	35,928.79	-541.19	98.5%
Net Ordinary Income	6,505.13	10,585.20	-4,080.07	61.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	2,946.86	10,586.00	-7,639.14	27.8%
Total Other Expense	2,946.86	10,586.00	-7,639.14	27.8%

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Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Net Other Income	-2,946.86	-10,586.00	7,639.14	27.8%
Net Income	<u>3,558.27</u>	<u>-0.80</u>	<u>3,559.07</u>	<u>-444,783.8%</u>

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 Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	18,547.00	18,547.37	-0.37	100.0%
Total Income	<u>18,547.00</u>	<u>18,547.37</u>	<u>-0.37</u>	<u>100.0%</u>
Gross Profit	18,547.00	18,547.37	-0.37	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	678.40	670.70	7.70	101.1%
5030-00 · P/R - Health Insurance Expense	296.84	317.70	-20.86	93.4%
5040-00 · P/R - Workmans Comp	0.00	166.74	-166.74	0.0%
5060-00 · 401 (k)	317.14	309.20	7.94	102.6%
5070-00 · Other Benefits and Expenses	6.78	57.50	-50.72	11.8%
5000-00 · Salaries & Wages - Other	5,772.37	6,599.40	-827.03	87.5%
Total 5000-00 · Salaries & Wages	<u>7,071.53</u>	<u>8,121.24</u>	<u>-1,049.71</u>	<u>87.1%</u>
5100-00 · Rent				
5110-00 · Utilities	16.36	125.00	-108.64	13.1%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	0.00	50.24	-50.24	0.0%
5100-00 · Rent - Other	361.12	585.62	-224.50	61.7%
Total 5100-00 · Rent	<u>377.48</u>	<u>800.86</u>	<u>-423.38</u>	<u>47.1%</u>
5310-00 · Telephone				
5320-00 · Telephone	214.54	250.00	-35.46	85.8%
Total 5310-00 · Telephone	<u>214.54</u>	<u>250.00</u>	<u>-35.46</u>	<u>85.8%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	<u>50.00</u>	<u>25.00</u>	<u>25.00</u>	<u>200.0%</u>
5510-00 · Insurance/Bonding	18.60	25.00	-6.40	74.4%
5520-00 · Supplies	7.70	25.00	-17.30	30.8%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	56.00	55.00	1.00	101.8%
5710-00 · Taxes, Licenses & Fees	83.75	31.00	52.75	270.2%
5740-00 · Equipment Rental/Leasing	112.35	212.74	-100.39	52.8%
5941-00 · Research & Planning	375.00	0.00	375.00	100.0%
8700-00 · Automobile Expenses	61.83	115.00	-53.17	53.8%
8750-00 · Meals/Meetings	0.00	33.37	-33.37	0.0%
Total Expense	<u>8,437.99</u>	<u>9,728.71</u>	<u>-1,290.72</u>	<u>86.7%</u>
Net Ordinary Income	10,109.01	8,818.66	1,290.35	114.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,241.54	8,820.00	-5,578.46	36.8%
Total Other Expense	<u>3,241.54</u>	<u>8,820.00</u>	<u>-5,578.46</u>	<u>36.8%</u>
Net Other Income	<u>-3,241.54</u>	<u>-8,820.00</u>	<u>5,578.46</u>	<u>36.8%</u>
Net Income	<u>6,867.47</u>	<u>-1.34</u>	<u>6,868.81</u>	<u>-512,497.8%</u>

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 Accrual Basis

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	9,387.29	30,000.00	-20,612.71	31.3%
4201-00 · New Member Fees	300.00	333.37	-33.37	90.0%
4250-00 · Revenues-Membership Activities	-70.00	900.00	-970.00	-7.8%
4251-00 · Revenue-Tue AM Breakfast Club	0.00	800.00	-800.00	0.0%
Total Income	<u>9,617.29</u>	<u>32,033.37</u>	<u>-22,416.08</u>	<u>30.0%</u>
Gross Profit	9,617.29	32,033.37	-22,416.08	30.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-1,375.00	0.00	-1,375.00	100.0%
5020-00 · P/R - Tax Expense	499.73	574.70	-74.97	87.0%
5030-00 · P/R - Health Insurance Expense	1,004.79	1,324.70	-319.91	75.9%
5040-00 · P/R - Workmans Comp	0.00	89.37	-89.37	0.0%
5060-00 · 401 (k)	0.00	49.80	-49.80	0.0%
5070-00 · Other Benefits and Expenses	11.89	87.99	-76.10	13.5%
5000-00 · Salaries & Wages - Other	5,566.62	6,226.90	-660.28	89.4%
Total 5000-00 · Salaries & Wages	<u>5,708.03</u>	<u>8,353.46</u>	<u>-2,645.43</u>	<u>68.3%</u>
5100-00 · Rent				
5110-00 · Utilities	20.09	62.50	-42.41	32.1%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	0.00	90.00	-90.00	0.0%
5100-00 · Rent - Other	631.96	589.99	41.97	107.1%
Total 5100-00 · Rent	<u>652.05</u>	<u>782.49</u>	<u>-130.44</u>	<u>83.3%</u>
5310-00 · Telephone				
5320-00 · Telephone	364.13	225.00	139.13	161.8%
Total 5310-00 · Telephone	<u>364.13</u>	<u>225.00</u>	<u>139.13</u>	<u>161.8%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00			
5420-00 · Mail - USPS - Other	0.00	50.00	-50.00	0.0%
Total 5420-00 · Mail - USPS	<u>400.00</u>	<u>50.00</u>	<u>350.00</u>	<u>800.0%</u>
5510-00 · Insurance/Bonding	55.79	66.74	-10.95	83.6%
5520-00 · Supplies	13.47	108.37	-94.90	12.4%
5610-00 · Depreciation	9.21	52.25	-43.04	17.6%
5700-00 · Equipment Support & Maintenance	98.00	47.12	50.88	208.0%
5710-00 · Taxes, Licenses & Fees	83.75	41.74	42.01	200.6%
5740-00 · Equipment Rental/Leasing	234.54	272.24	-37.70	86.2%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	350.00	0.00	350.00	100.0%
6423-00 · Membership Activities - Other	348.25	1,352.00	-1,003.75	25.8%
Total 6423-00 · Membership Activities	<u>698.25</u>	<u>1,352.00</u>	<u>-653.75</u>	<u>51.6%</u>
6437-00 · Tuesday Morning Breakfast Club	607.50	708.37	-100.87	85.8%
8500-00 · Credit Card Fees	565.07	210.00	355.07	269.1%
8700-00 · Automobile Expenses	139.32	62.50	76.82	222.9%
8750-00 · Meals/Meetings	0.00	41.74	-41.74	0.0%
8810-00 · Dues & Subscriptions	125.00	83.37	41.63	149.9%
Total Expense	<u>9,754.11</u>	<u>12,457.39</u>	<u>-2,703.28</u>	<u>78.3%</u>
Net Ordinary Income	-136.82	19,575.98	-19,712.80	-0.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	2,652.17	19,575.00	-16,922.83	13.5%

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Accrual Basis

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

	<u>Jul 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total Other Expense	2,652.17	19,575.00	-16,922.83	13.5%
Net Other Income	-2,652.17	-19,575.00	16,922.83	13.5%
Net Income	<u>-2,788.99</u>	<u>0.98</u>	<u>-2,789.97</u>	<u>-284,590.8%</u>

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

	Jul 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,157.87	1,753.20	-595.33	66.0%
5030-00 · P/R - Health Insurance Expense	1,532.15	3,201.60	-1,669.45	47.9%
5040-00 · P/R - Workmans Comp	0.00	400.74	-400.74	0.0%
5060-00 · 401 (k)	289.52	699.10	-409.58	41.4%
5070-00 · Other Benefits and Expenses	33.50	93.49	-59.99	35.8%
5000-00 · Salaries & Wages - Other	14,841.14	23,642.90	-8,801.76	62.8%
Total 5000-00 · Salaries & Wages	17,854.18	29,791.03	-11,936.85	59.9%
5100-00 · Rent				
5110-00 · Utilities	54.24	200.00	-145.76	27.1%
5140-00 · Repairs & Maintenance	24.71	200.00	-175.29	12.4%
5150-00 · Office - Cleaning	0.00	252.00	-252.00	0.0%
5100-00 · Rent - Other	1,602.20	1,915.12	-312.92	83.7%
Total 5100-00 · Rent	1,681.15	2,567.12	-885.97	65.5%
5310-00 · Telephone				
5320-00 · Telephone	679.89	716.74	-36.85	94.9%
5310-00 · Telephone - Other	-38.58	0.00	-38.58	100.0%
Total 5310-00 · Telephone	641.31	716.74	-75.43	89.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	0.00	58.37	-58.37	0.0%
Total 5420-00 · Mail - USPS	250.00	58.37	191.63	428.3%
5510-00 · Insurance/Bonding	136.38	141.74	-5.36	96.2%
5520-00 · Supplies	372.06	583.37	-211.31	63.8%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	420.00	310.74	109.26	135.2%
5710-00 · Taxes, Licenses & Fees	1,168.65	666.74	501.91	175.3%
5740-00 · Equipment Rental/Leasing	172.01	208.37	-36.36	82.6%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	4,770.00	0.00	4,770.00	100.0%
Total 5900-00 · Professional Fees	4,770.00	0.00	4,770.00	100.0%
8200-00 · Associate Relations	0.00	50.00	-50.00	0.0%
8300-00 · Board Functions	173.45	300.00	-126.55	57.8%
8500-00 · Credit Card Fees	47.93	0.00	47.93	100.0%
8700-00 · Automobile Expenses	0.00	83.37	-83.37	0.0%
8750-00 · Meals/Meetings	0.00	50.00	-50.00	0.0%
8810-00 · Dues & Subscriptions	1,752.68	270.00	1,482.68	649.1%
Total Expense	29,468.56	35,960.84	-6,492.28	81.9%
Net Ordinary Income	-29,468.56	-35,960.84	6,492.28	81.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-29,468.56	-35,965.00	6,496.44	81.9%
Total Other Expense	-29,468.56	-35,965.00	6,496.44	81.9%
Net Other Income	29,468.56	35,965.00	-6,496.44	81.9%
Net Income	0.00	4.16	-4.16	0.0%

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

	Aug 31, 16
ASSETS	
Current Assets	
Checking/Savings	
1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations BOTW #6712	571,208.70
1007-00 · Cash - Payroll BOTW #7421	2,052.43
1008-00 · Marketing Reserve - Plumas	50,030.83
1009-00 · Cash Flow Reserve - Plumas	100,082.23
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	13,144.02
10950 · Cash In Drawer	387.86
Total Checking/Savings	767,487.63
Accounts Receivable	
1200-00 · Quickbooks Accounts Receivable	89,439.09
Total Accounts Receivable	89,439.09
Other Current Assets	
1200-99 · AR Other	1,614.30
12000 · Undeposited Funds	812.98
1201-00 · WebLink Accounts Receivable	21,535.00
1201-02 · Allowance for Doubtful Accounts	-7,393.00
12100 · Inventory Asset	29,664.65
1299 · Receivable from NLTMC	8,921.44
1490-00 · Security Deposits	50.00
Total Other Current Assets	55,205.37
Total Current Assets	912,132.09
Fixed Assets	
1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-42,352.58
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,857.22
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,100.71
Total Fixed Assets	2,733.45
Other Assets	
1400-00 · Prepaid Expenses	
1410-00 · Prepaid Insurance	2,240.32
1430-00 · Prepaid 1st Class Postage	1,000.00
1400-00 · Prepaid Expenses - Other	3,075.77
Total 1400-00 · Prepaid Expenses	6,316.09
Total Other Assets	6,316.09
TOTAL ASSETS	921,181.63
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000-00 · Accounts Payable	21,881.00
2001-00 · Credit Card Payable	270.00
Total Accounts Payable	22,151.00
Other Current Liabilities	
21000 · Salaries/Wages/Payroll Liabilit	
2101-00 · Incentive Payable	12,500.00

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Accrual Basis

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

	<u>Aug 31, 16</u>
2102-00 · Commissions Payable	5,756.35
2100-00 · Salaries / Wages Payable	36,727.65
2120-00 · Empl. Federal Tax Payable	2,888.75
2175-00 · 401 (k) Plan	1,104.44
2180-00 · Estimated PTO Liability	60,648.50
24100 · Wage Garnishment Payable	1,162.58
Total 21000 · Salaries/Wages/Payroll Liabilit	119,788.27
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	1,872.76
Total 2190-00 · Sales and Use Tax Payable	1,872.76
2250-00 · Accrued Expenses	20,250.31
2400-60 · Deferred Revenue- Member Dues	57,638.34
2800-00 · Suspense	150.00
Total Other Current Liabilities	199,699.68
Total Current Liabilities	221,850.68
Total Liabilities	221,850.68
Equity	
32000 · Unrestricted Net Assets	43,153.62
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,082.23
3302 · Marketing Cash Reserve	50,030.83
Net Income	239,370.27
Total Equity	699,330.95
TOTAL LIABILITIES & EQUITY	921,181.63

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

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 Accrual Basis

	11 - Marketf...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 - County of Placer TOT Funding	444,280.00	48,266.00	44,036.00	55,654.00	37,094.00	0.00	0.00	629,330.00
4200-00 - Membership Ann/Conf Dues	0.00	0.00	0.00	0.00	0.00	20,293.96	0.00	20,293.96
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	375.00	0.00	375.00
4250-00 - Revenues-Membership Activities								
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	75.00	0.00	75.00
4250-00 - Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	450.00	0.00	450.00
Total 4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	525.00	0.00	525.00
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	120.00	0.00	120.00
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	1,000.00
4502-00 - Non-retail VIC income	0.00	0.00	0.00	4,721.75	0.00	0.00	0.00	4,721.75
4600-00 - Commissions								
4601-00 - Commissions - South Shore	0.00	6,966.00	0.00	0.00	0.00	0.00	0.00	6,966.00
4600-00 - Commissions - Other	0.00	56,096.07	0.00	0.00	0.00	0.00	0.00	56,096.07
Total 4600-00 - Commissions	0.00	63,062.07	0.00	0.00	0.00	0.00	0.00	63,062.07
46000 - Merchandise Sales	0.00	0.00	0.00	24,968.19	0.00	0.00	0.00	24,968.19
Total Income	444,280.00	111,328.07	44,036.00	85,343.94	37,094.00	22,313.96	0.00	744,395.97
Gross Profit	444,280.00	111,328.07	44,036.00	85,343.94	37,094.00	22,313.96	0.00	744,395.97
Expense								
5000-00 - Salaries & Wages								
5000-01 - In-Market Administration	2,750.00	0.00	0.00	0.00	0.00	-2,750.00	0.00	0.00
5010-00 - Sales Commissions	0.00	7,014.78	0.00	0.00	0.00	0.00	0.00	7,014.78
5020-00 - P/R - Tax Expense	4,066.73	2,796.98	1,145.28	3,739.73	1,145.30	1,041.91	2,453.58	16,389.51
5030-00 - P/R - Health Insurance Expense	6,265.66	3,169.09	570.33	4,544.66	570.34	2,741.75	3,948.58	21,810.41
5060-00 - 401 (k)	1,726.62	1,490.79	534.90	1,311.66	534.90	0.00	584.34	6,183.21
5070-00 - Other Benefits and Expenses	148.11	58.96	13.58	58.96	13.56	23.78	42.00	358.95
5000-00 - Salaries & Wages - Other	43,570.19	24,208.92	11,751.38	32,081.93	11,751.38	11,418.15	31,692.76	166,474.71
Total 5000-00 - Salaries & Wages	58,527.31	38,739.52	14,015.47	41,736.94	14,015.48	12,475.59	38,721.26	218,231.57
5100-00 - Rent								
5110-00 - Utilities	169.75	85.60	38.22	570.29	38.22	58.35	136.23	1,096.66
5140-00 - Repairs & Maintenance	0.00	0.00	0.00	44.86	0.00	0.00	24.71	69.57
5150-00 - Office - Cleaning	207.69	103.85	41.54	51.92	41.54	72.69	155.77	675.00
5100-00 - Rent - Other	3,771.18	1,805.60	722.24	12,719.14	722.24	1,343.92	3,452.40	24,536.72
Total 5100-00 - Rent	4,148.62	1,995.05	802.00	13,386.21	802.00	1,474.96	3,769.11	26,377.95
5310-00 - Telephone								
5320-00 - Telephone	895.99	465.91	394.48	575.25	394.48	508.72	1,520.47	4,755.31
5310-00 - Telephone - Other	0.00	0.00	0.00	0.00	0.00	0.00	-38.58	-38.58

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Accrual Basis

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

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
Total 5310-00 - Telephone	895.99	465.91	394.49	575.25	394.48	508.72	1,481.89	4,716.73
5420-00 - Mail - USPS	100.00	100.00	50.00	50.00	50.00	400.00	250.00	1,000.00
5470-00 - Mail - UPS	0.00	0.00	0.00	180.92	0.00	0.00	0.00	180.92
5480-00 - Mail - Fed Ex	100.00	100.00	50.00	230.92	50.00	400.00	250.00	1,180.92
Total 5420-00 - Mail - USPS	100.00	100.00	50.00	230.92	50.00	400.00	250.00	1,180.92
5510-00 - Insurance/Bonding	175.95	175.94	27.78	231.50	27.78	83.34	203.71	926.00
5520-00 - Supplies	252.76	36.78	14.72	430.16	14.72	68.69	634.55	1,452.38
5530-00 - Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	-109.00
5610-00 - Depreciation	57.52	29.92	18.42	29.92	18.42	18.42	57.52	230.14
5700-00 - Equipment Support & Maintenance	480.25	320.00	72.00	862.73	72.00	126.00	730.00	2,662.98
5710-00 - Taxes, Licenses & Fees	261.72	136.09	83.75	336.08	83.75	83.75	1,656.83	2,641.97
5740-00 - Equipment Rental/Leasing	305.80	287.21	252.76	851.87	252.76	546.56	359.21	2,856.17
5800-00 - Training Seminars	1,301.61	0.00	0.00	0.00	0.00	0.00	0.00	1,301.61
5815 - Training Video Series	7,534.05	0.00	0.00	0.00	0.00	0.00	0.00	7,534.05
5820 - Sales CRM/CMS	1,124.95	0.00	0.00	0.00	0.00	0.00	0.00	1,124.95
5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	12,250.00	12,250.00
5920-00 - Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	12,250.00	12,250.00
Total 5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	12,250.00	12,250.00
5940-00 - Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 - Research & Planning	0.00	0.00	750.00	0.00	750.00	0.00	0.00	1,500.00
6023-00 - Autumn Food & Wine	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6028-00 - AFW-Operations	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
Total 6023-00 - Autumn Food & Wine	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	600.00	0.00	600.00
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	897.31	0.00	897.31
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	1,497.31	0.00	1,497.31
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	1,497.31	0.00	1,497.31
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	1,417.50	0.00	1,417.50
6490-00 - Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
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	317.47	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 - Marketing Cooperative/Media	171,416.66	18,333.34	0.00	0.00	0.00	0.00	0.00	189,750.00
6742-00 - Non-NLT Co-Op Marketing Program	-993.66	0.00	0.00	0.00	0.00	0.00	0.00	-993.66
6743-00 - BACC Marketing Programs	3,303.32	0.00	0.00	0.00	0.00	0.00	0.00	3,303.32
6743-04 - High Notes	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
6743-05 - Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6743-00 - BACC Marketing Programs	4,280.12	0.00	0.00	0.00	0.00	0.00	0.00	4,280.12
8100-00 - Cost of Goods Sold								

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Accrual Basis

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

	11 - Marketi...	30 - Confer...	41 - Transp...	42 - VIC	50 - Infrastr...	60 - Membe...	70 - Admini...	TOTAL
52500 · Purchase Discounts	0.00	0.00	0.00	-0.44	0.00	0.00	0.00	-0.44
51100 · Freight and Shipping Costs	0.00	0.00	0.00	199.57	0.00	0.00	0.00	199.57
59900 · POS Inventory Adjustments	0.00	0.00	0.00	253.49	0.00	0.00	0.00	253.49
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	13,247.85	0.00	0.00	0.00	13,247.85
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	13,700.47	0.00	0.00	0.00	13,700.47
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	78.95	78.95
8500-00 · Credit Card Fees	0.00	0.00	0.00	103.30	0.00	1,185.34	154.05	1,442.69
8700-00 · Automobile Expenses	19.44	38.88	61.83	0.00	61.83	139.32	0.00	321.30
8750-00 · Meals/Meetings	27.65	0.00	12.00	0.00	0.00	0.00	0.00	39.65
8810-00 · Dues & Subscriptions	14.99	340.00	0.00	0.00	0.00	320.00	1,752.68	2,427.67
8910-00 · Travel	860.67	0.00	0.00	0.00	0.00	0.00	0.00	860.67
Total Expense	253,117.01	60,998.64	19,555.22	72,366.35	16,543.22	20,345.50	62,099.76	505,025.70
Net Ordinary Income	191,162.99	50,329.43	24,480.78	12,977.59	20,550.78	1,968.46	-62,099.76	239,370.27
Other Income/Expense								
Other Expense								
8990-00 · Allocated	29,807.89	6,830.97	6,830.97	6,209.98	6,830.97	5,588.98	-62,099.76	0.00
Total Other Expense	29,807.89	6,830.97	6,830.97	6,209.98	6,830.97	5,588.98	-62,099.76	0.00
Net Other Income	-29,807.89	-6,830.97	-6,830.97	-6,209.98	-6,830.97	-5,588.98	62,099.76	0.00
Net Income	161,355.10	43,498.46	17,649.81	6,767.61	13,719.81	-3,620.52	0.00	239,370.27

Accounts Receivable Summary

Invoices With Apply Dates Through August 31, 2016
 Aged as of Wednesday, August 31, 2016

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	215.00	75.00	215.00	505.00
Dues		0.00	1,250.00	525.00	2,230.00	2,590.00	13,520.00	20,115.00
Email Blast		0.00	150.00	225.00	0.00	0.00	20.00	395.00
Sponsorships		0.00	500.00	0.00	0.00	0.00	0.00	500.00
TMBC		0.00	0.00	0.00	15.00	0.00	0.00	15.00
Total Open Invoices		0.00	1,900.00	750.00	2,460.00	2,665.00	13,755.00	21,530.00

Unapplied Payments With Payment Dates Prior to and Including 08/31/2016

5.00
 \$ 21,535.00

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Hard Rock Hotel & Casino Lake Tahoe	860.00	0.00	0.00	0.00	0.00	860.00
Harrah's/Harveys Casino	6,966.00	0.00	0.00	0.00	0.00	6,966.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	90.80	90.80
North Tahoe Cruises/Tahoe Gal	0.00	800.00	0.00	0.00	0.00	800.00
Northstar California	0.00	0.00	10,312.80	0.00	8,754.04	19,066.84
PlumpJack Squaw Valley Inn	0.00	0.00	1,486.28	0.00	0.00	1,486.28
Resort at Squaw Creek*	12,153.64	0.00	21,831.70	2,461.62	0.00	36,446.96
Squaw Valley Lodge/Granite Peak Managemen	1,834.70	0.00	2,793.55	0.00	0.00	4,628.25
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	89.50	89.50
Tahoma Lodge	0.00	0.00	0.00	200.00	0.00	200.00
The Ritz-Carlton	0.00	0.00	1,851.10	0.00	13,908.05	15,759.15
The Village at Squaw Valley	0.00	0.00	2,857.57	0.00	0.00	2,857.57
TOTAL	21,814.34	800.00	41,133.00	2,661.62	23,030.13	89,439.09

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North Lake Tahoe Resort Association
A/P Aging Summary
As of August 31, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	-35.00	0.00	-35.00
Airport Self Storage	248.00	0.00	0.00	0.00	0.00	248.00
Anne-Karln Atwood*	0.00	0.00	44.44	0.00	0.00	44.44
Anthem Blue Cross	0.00	1,522.50	0.00	0.00	0.00	1,522.50
AT & T*	391.04	0.00	0.00	0.00	0.00	391.04
Aurora World, Inc.	0.00	-351.98	0.00	0.00	0.00	-351.98
Cintas Corporation #623	127.03	0.00	0.00	0.00	0.00	127.03
Connle Radoff	360.00	0.00	0.00	0.00	0.00	360.00
Crystal Range Associates	82.26	0.00	0.00	0.00	0.00	82.26
DMAwest, Inc.	0.00	50.00	0.00	0.00	0.00	50.00
Emily Detwiler*	0.00	0.00	134.34	0.00	0.00	134.34
FedEx	0.00	139.39	0.00	0.00	0.00	139.39
Geo-Tourism Specialties	956.62	0.00	0.00	0.00	0.00	956.62
Geographic Locations International	0.00	3,505.75	0.00	0.00	0.00	3,505.75
Ginger Karl*	0.00	0.00	139.32	0.00	0.00	139.32
Granlibakken, Inc.	0.00	810.00	607.50	0.00	0.00	1,417.50
Greg Howey*	0.00	0.00	63.88	0.00	0.00	63.88
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	0.00	0.00
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
iDSS Global LLC	1,124.95	0.00	0.00	0.00	0.00	1,124.95
Jennifer Brazill	0.00	1,301.61	0.00	0.00	0.00	1,301.61
Liberty Utilities*	0.00	631.48	0.00	0.00	0.00	631.48
MIXT Studio	0.00	0.00	375.00	0.00	0.00	375.00
Moonshine Ink*, LLC	0.00	257.81	0.00	0.00	0.00	257.81
Mountain Town News	0.00	0.00	26.25	0.00	0.00	26.25
Placer County Clerk-Recorder*	46.50	0.00	0.00	0.00	0.00	46.50
Placer County Tax Collector	1,046.87	0.00	0.00	0.00	0.00	1,046.87
Principal Financial Group	0.00	-200.27	0.00	0.00	0.00	-200.27
Ricoh USA	1,560.08	30.49	0.00	0.00	0.00	1,590.57
Ron Treabess	0.00	0.00	135.66	0.00	0.00	135.66
Sandy Evans Hall*	0.00	0.00	65.00	0.00	0.00	65.00
Sarah Winters	0.00	0.00	25.00	0.00	0.00	25.00
Sierra Essentials	619.49	0.00	0.00	0.00	0.00	619.49
Sierra Nevada Ad Partners	32.14	105.00	0.00	0.00	0.00	137.14
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Sierra State Parks Foundation*	0.00	25.00	0.00	40.00	0.00	65.00
Sprint	70.71	0.00	0.00	0.00	0.00	70.71
Swigard's True Value Hardware, Inc.*	39.71	0.00	0.00	0.00	0.00	39.71
Tahoe Basics	972.00	0.00	0.00	0.00	0.00	972.00
Tahoe Tech Group, Inc.	0.00	380.00	0.00	1,430.00	0.00	1,810.00
Tahoe Tessie	168.00	0.00	0.00	0.00	0.00	168.00
The Store...Coples and More	0.00	330.51	204.34	0.00	0.00	534.85
Wholesale Resort Accessories, Inc.	399.00	206.00	0.00	0.00	0.00	605.00
Woodluck Wholesale	0.00	637.58	0.00	0.00	0.00	637.58
TOTAL	9,244.40	9,380.87	1,820.73	1,435.00	0.00	21,881.00

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 09/26/16
 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
 August 2016

	Aug 16
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	314,665.00
4200-00 · Membership Ann/Conf Dues	10,906.67
4201-00 · New Member Fees	75.00
4250-00 · Revenues-Membership Activities	
4250-02 · Tourism Summit	75.00
4250-00 · Revenues-Membership Activities - Other	520.00
Total 4250-00 · Revenues-Membership Activities	595.00
4251-00 · Revenue-Tue AM Breakfast Club	120.00
4252-00 · Revenue - Sponsorships	1,000.00
4502-00 · Non-retail VIC Income	4,379.75
4600-00 · Commissions	
4601-00 · Commissions - South Shore	6,966.00
4600-00 · Commissions - Other	14,681.29
Total 4600-00 · Commissions	21,647.29
46000 · Merchandise Sales	11,244.46
Total Income	364,633.17
Gross Profit	364,633.17
Expense	
5000-00 · Salaries & Wages	
5000-01 · In-Market Administration	0.00
5010-00 · Sales Commissions	5,766.36
5020-00 · P/R - Tax Expense	8,493.26
5030-00 · P/R - Health Insurance Expense	14,200.33
5060-00 · 401 (k)	2,987.98
5070-00 · Other Benefits and Expenses	101.89
5000-00 · Salaries & Wages - Other	89,120.45
Total 5000-00 · Salaries & Wages	120,660.26
5100-00 · Rent	
5110-00 · Utilities	792.82
5140-00 · Repairs & Maintenance	39.71
5150-00 · Office - Cleaning	675.00
5100-00 · Rent - Other	12,392.36
Total 5100-00 · Rent	13,899.89
5310-00 · Telephone	
5320-00 · Telephone	2,266.79
Total 5310-00 · Telephone	2,266.79
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	139.39
Total 5420-00 · Mail - USPS	139.39
5510-00 · Insurance/Bonding	306.08
5520-00 · Supplies	558.54
5530-00 · Visitor Communications - Other	-109.00
5610-00 · Depreciation	115.07
5700-00 · Equipment Support & Maintenance	1,212.73
5710-00 · Taxes, Licenses & Fees	488.18
5740-00 · Equipment Rental/Leasing	1,590.57
5800-00 · Training Seminars	1,301.61
5815 · Training Video Series	7,534.05
5820 · Sales CRM/CMS	1,124.95
5900-00 · Professional Fees	
5920-00 · Professional Fees - Accountant	7,480.00

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
August 2016

	<u>Aug 16</u>
Total 5900-00 · Professional Fees	7,480.00
5941-00 · Research & Planning	750.00
6023-00 · Autumn Food & Wine	
6028-00 · AFW-Operations	<u>1,925.00</u>
Total 6023-00 · Autumn Food & Wine	1,925.00
6420-00 · Sponsorship	0.00
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	250.00
6423-00 · Membership Activities - Other	<u>549.06</u>
Total 6423-00 · Membership Activities	799.06
6437-00 · Tuesday Morning Breakfast Club	810.00
6490-00 · Classified Ads	50.00
6600-00 · Promotions/Giveaways	32.14
6730-00 · Marketing Cooperative/Media	126,500.00
6742-00 · Non-NLT Co-Op Marketing Program	-1,394.33
6743-00 · BACC Marketing Programs	
6743-04 · High Notes	<u>1,720.00</u>
Total 6743-00 · BACC Marketing Programs	1,720.00
8100-00 · Cost of Goods Sold	
52500 · Purchase Discounts	-0.44
51100 · Freight and Shipping Costs	50.08
59900 · POS Inventory Adjustments	254.93
8100-00 · Cost of Goods Sold - Other	<u>5,807.63</u>
Total 8100-00 · Cost of Goods Sold	6,112.20
8300-00 · Board Functions	-94.50
8500-00 · Credit Card Fees	794.74
8810-00 · Dues & Subscriptions	<u>195.00</u>
Total Expense	296,768.42
Net Ordinary Income	67,864.75
Other Income/Expense	
Other Expense	
8990-00 · Allocated	<u>0.00</u>
Total Other Expense	0.00
Net Other Income	0.00
Net Income	<u><u>67,864.75</u></u>

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09/26/16

Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,140.00	222,140.17	-0.17	100.0%
Total Income	222,140.00	222,140.17	-0.17	100.0%
Gross Profit	222,140.00	222,140.17	-0.17	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	1,375.00	3,666.68	-2,291.68	37.5%
5020-00 · P/R - Tax Expense	2,210.30	1,852.90	357.40	119.3%
5030-00 · P/R - Health Insurance Expense	4,191.83	5,816.00	-1,624.17	72.1%
5040-00 · P/R - Workmans Comp	0.00	108.75	-108.75	0.0%
5060-00 · 401 (k)	789.74	650.90	138.84	121.3%
5070-00 · Other Benefits and Expenses	33.97	225.83	-191.86	15.0%
5000-00 · Salaries & Wages - Other	26,785.83	22,597.80	4,188.03	118.5%
Total 5000-00 · Salaries & Wages	35,386.67	34,918.86	467.81	101.3%
5100-00 · Rent				
5110-00 · Utilities	109.31	175.00	-65.69	62.5%
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5150-00 · Office - Cleaning	207.69	252.00	-44.31	82.4%
5100-00 · Rent - Other	1,885.59	1,651.66	233.93	114.2%
Total 5100-00 · Rent	2,202.59	2,203.66	-1.07	100.0%
5310-00 · Telephone				
5320-00 · Telephone	451.83	441.66	10.17	102.3%
Total 5310-00 · Telephone	451.83	441.66	10.17	102.3%
5420-00 · Mail - USPS	0.00	62.50	-62.50	0.0%
5510-00 · Insurance/Bonding	58.16	166.66	-108.50	34.9%
5520-00 · Supplies	86.47	250.00	-163.53	34.6%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	80.00	311.00	-231.00	25.7%
5710-00 · Taxes, Licenses & Fees	0.00	41.66	-41.66	0.0%
5740-00 · Equipment Rental/Leasing	166.01	166.66	-10.65	93.6%
5800-00 · Training Seminars	1,301.61	0.00	1,301.61	100.0%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	1,124.95	7,000.00	-5,875.05	16.1%
6023-00 · Autumn Food & Wine				
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
Total 6023-00 · Autumn Food & Wine	1,925.00	0.00	1,925.00	100.0%
6490-00 · Classified Ads	50.00			
6600-00 · Promotions/Giveaways	32.14			
6730-00 · Marketing Cooperative/Media	117,333.33	117,333.33	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	-1,394.33	0.00	-1,394.33	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	1,720.00	0.00	1,720.00	100.0%
6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 · BACC Marketing Programs	1,720.00	6,700.00	-4,980.00	25.7%
8700-00 · Automobile Expenses	0.00	166.66	-166.66	0.0%
8750-00 · Meals/Meetings	0.00	291.66	-291.66	0.0%
8810-00 · Dues & Subscriptions	0.00	416.66	-416.66	0.0%
8910-00 · Travel	0.00	666.66	-666.66	0.0%
Total Expense	168,077.24	171,300.88	-3,223.64	98.1%
Net Ordinary Income	54,062.76	50,839.29	3,223.47	106.3%
Other Income/Expense				

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Accrual Basis

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

	<u>Aug 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Other Expense 8990-00 - Allocated	15,662.98	51,330.00	-35,667.02	30.5%
Total Other Expense	15,662.98	51,330.00	-35,667.02	30.5%
Net Other Income	-15,662.98	-51,330.00	35,667.02	30.5%
Net Income	<u>38,399.78</u>	<u>-490.71</u>	<u>38,890.49</u>	<u>-7,825.4%</u>

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	24,133.00	24,133.33	-0.33	100.0%
4200-00 · Membership Ann/Conf Dues	0.00	640.83	-640.83	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commissions - Other	14,681.29	28,220.00	-13,538.71	52.0%
Total 4600-00 · Commissions	21,647.29	28,220.00	-6,572.71	76.7%
Total Income	45,780.29	52,994.16	-7,213.87	86.4%
Gross Profit	45,780.29	52,994.16	-7,213.87	86.4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	5,756.35	2,166.66	3,589.69	265.7%
5020-00 · P/R - Tax Expense	1,802.70	1,082.70	720.00	166.5%
5030-00 · P/R - Health Insurance Expense	2,210.79	2,046.00	164.79	108.1%
5040-00 · P/R - Workmans Comp	0.00	75.00	-75.00	0.0%
5060-00 · 401 (k)	948.64	596.90	351.74	158.9%
5070-00 · Other Benefits and Expenses	16.98	37.16	-20.18	45.7%
5000-00 · Salaries & Wages - Other	10,654.32	13,180.50	-2,526.18	80.8%
Total 5000-00 · Salaries & Wages	21,389.78	19,184.92	2,204.86	111.5%
5100-00 · Rent				
5110-00 · Utilities	54.66	87.50	-32.84	62.5%
5140-00 · Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 · Office - Cleaning	103.85	126.00	-22.15	82.4%
5100-00 · Rent - Other	902.80	825.83	76.97	109.3%
Total 5100-00 · Rent	1,061.31	1,104.33	-43.02	96.1%
5310-00 · Telephone				
5320-00 · Telephone	234.95	256.00	-21.05	91.8%
Total 5310-00 · Telephone	234.95	256.00	-21.05	91.8%
5420-00 · Mail - USPS	0.00	17.50	-17.50	0.0%
5510-00 · Insurance/Bonding	58.16	125.00	-66.84	46.5%
5520-00 · Supplies	17.54	62.50	-44.96	28.1%
5610-00 · Depreciation	14.96	84.91	-69.95	17.6%
5700-00 · Equipment Support & Maintenance	180.00	138.00	42.00	130.4%
5710-00 · Taxes, Licenses & Fees	0.00	16.66	-16.66	0.0%
5740-00 · Equipment Rental/Leasing	156.01	166.66	-10.65	93.6%
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
8700-00 · Automobile Expenses	0.00	33.33	-33.33	0.0%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
Total Expense	32,279.38	30,389.81	1,889.57	106.2%
Net Ordinary Income	13,500.91	22,604.35	-9,103.44	59.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,589.43	21,771.00	-18,181.57	16.5%
Total Other Expense	3,589.43	21,771.00	-18,181.57	16.5%
Net Other Income	-3,589.43	-21,771.00	18,181.57	16.5%
Net Income	9,911.48	833.35	9,078.13	1,189.4%

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	22,018.00	22,017.66	0.34	100.0%
Total Income	<u>22,018.00</u>	<u>22,017.66</u>	<u>0.34</u>	<u>100.0%</u>
Gross Profit	22,018.00	22,017.66	0.34	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	466.89	648.90	-182.01	72.0%
5030-00 · P/R - Health Insurance Expense	273.49	936.00	-662.51	29.2%
5040-00 · P/R - Workmans Comp	0.00	172.00	-172.00	0.0%
5060-00 · 401 (k)	217.76	308.60	-90.84	70.6%
5070-00 · Other Benefits and Expenses	6.79	53.70	-46.91	12.6%
5000-00 · Salaries & Wages - Other	5,979.01	6,599.40	-620.39	90.6%
Total 5000-00 · Salaries & Wages	<u>6,943.94</u>	<u>8,718.60</u>	<u>-1,774.66</u>	<u>79.6%</u>
5100-00 · Rent				
5110-00 · Utilities	21.86	83.83	-61.97	26.1%
5140-00 · Repairs & Maintenance	0.00	38.08	-38.08	0.0%
5150-00 · Office - Cleaning	41.54	16.66	24.88	249.3%
5100-00 · Rent - Other	361.12	616.33	-255.21	58.6%
Total 5100-00 · Rent	<u>424.52</u>	<u>754.90</u>	<u>-330.38</u>	<u>56.2%</u>
5310-00 · Telephone				
5320-00 · Telephone	179.95	106.25	73.70	169.4%
Total 5310-00 · Telephone	<u>179.95</u>	<u>106.25</u>	<u>73.70</u>	<u>169.4%</u>
5510-00 · Insurance/Bonding	9.18	25.00	-15.82	36.7%
5520-00 · Supplies	7.02	25.00	-17.98	28.1%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	16.00	40.00	-24.00	40.0%
5710-00 · Taxes, Licenses & Fees	0.00	10.00	-10.00	0.0%
5740-00 · Equipment Rental/Leasing	140.41	26.86	113.75	526.7%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5941-00 · Research & Planning	375.00	6,795.00	-6,420.00	5.5%
8700-00 · Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 · Meals/Meetings	0.00	25.00	-25.00	0.0%
Total Expense	<u>8,105.23</u>	<u>17,110.91</u>	<u>-9,005.68</u>	<u>47.4%</u>
Net Ordinary Income	<u>13,912.77</u>	<u>4,906.75</u>	<u>9,006.02</u>	<u>283.5%</u>
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,589.43	4,907.00	-1,317.57	73.1%
Total Other Expense	<u>3,589.43</u>	<u>4,907.00</u>	<u>-1,317.57</u>	<u>73.1%</u>
Net Other Income	<u>-3,589.43</u>	<u>-4,907.00</u>	<u>1,317.57</u>	<u>73.1%</u>
Net Income	<u><u>10,323.34</u></u>	<u><u>-0.25</u></u>	<u><u>10,323.59</u></u>	<u><u>-4,129,336.0%</u></u>

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 Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	27,827.00	27,826.91	0.09	100.0%
4502-00 · Non-retail VIC Income	4,379.75	637.00	3,742.75	687.6%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 · Merchandise Sales	11,244.46	16,377.00	-5,132.54	68.7%
Total Income	43,451.21	46,340.91	-2,889.70	93.8%
Gross Profit	43,451.21	46,340.91	-2,889.70	93.8%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,708.58	1,211.00	497.58	141.1%
5030-00 · P/R - Health Insurance Expense	3,097.33	2,286.50	810.83	135.5%
5040-00 · P/R - Workmans Comp	0.00	209.00	-209.00	0.0%
5060-00 · 401 (k)	519.26	458.00	61.26	113.4%
5070-00 · Other Benefits and Expenses	16.98	50.58	-33.60	33.6%
5000-00 · Salaries & Wages - Other	17,019.13	13,254.00	3,765.13	128.4%
Total 5000-00 · Salaries & Wages	22,361.28	17,469.08	4,892.20	128.0%
5100-00 · Rent				
5110-00 · Utilities	464.88	625.00	-160.12	74.4%
5140-00 · Repairs & Maintenance	39.71	150.83	-111.12	26.3%
5150-00 · Office - Cleaning	51.92	0.00	51.92	100.0%
5100-00 · Rent - Other	6,319.57	5,898.83	420.74	107.1%
Total 5100-00 · Rent	6,876.08	6,674.66	201.42	103.0%
5310-00 · Telephone				
5320-00 · Telephone	234.95	291.66	-56.71	80.6%
Total 5310-00 · Telephone	234.95	291.66	-56.71	80.6%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	139.39	0.00	139.39	100.0%
5420-00 · Mail - USPS - Other	0.00	41.66	-41.66	0.0%
Total 5420-00 · Mail - USPS	139.39	41.66	97.73	334.6%
5510-00 · Insurance/Bonding	76.52	166.66	-90.14	45.9%
5520-00 · Supplies	122.78	333.33	-210.55	36.8%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	14.96	84.91	-69.95	17.6%
5700-00 · Equipment Support & Maintenance	582.73	175.00	407.73	333.0%
5710-00 · Taxes, Licenses & Fees	0.00	25.00	-25.00	0.0%
5740-00 · Equipment Rental/Leasing	498.51	494.00	4.51	100.9%
5800-00 · Training Seminars	0.00	1,000.00	-1,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	416.66	-416.66	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	50.08	0.00	50.08	100.0%
59900 · POS Inventory Adjustments	254.93	0.00	254.93	100.0%
8100-00 · Cost of Goods Sold - Other	5,807.63	9,583.00	-3,775.37	60.6%
Total 8100-00 · Cost of Goods Sold	6,112.20	9,583.00	-3,470.80	63.8%
8500-00 · Credit Card Fees	68.35	300.00	-231.65	22.8%
8700-00 · Automobile Expenses	0.00	100.00	-100.00	0.0%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
8910-00 · Travel	0.00	408.16	-408.16	0.0%
Total Expense	36,978.75	37,797.11	-818.36	97.8%
Net Ordinary Income	6,472.46	8,543.80	-2,071.34	75.8%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
8990-00 - Allocated	3,263.12	8,543.00	-5,279.88	38.2%
Total Other Expense	3,263.12	8,543.00	-5,279.88	38.2%
Net Other Income	-3,263.12	-8,543.00	5,279.88	38.2%
Net Income	<u>3,209.34</u>	<u>0.80</u>	<u>3,208.54</u>	<u>401,167.5%</u>

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	18,547.00	18,547.33	-0.33	100.0%
Total Income	18,547.00	18,547.33	-0.33	100.0%
Gross Profit	18,547.00	18,547.33	-0.33	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	466.90	670.70	-203.80	69.6%
5030-00 · P/R - Health Insurance Expense	273.50	317.70	-44.20	86.1%
5040-00 · P/R - Workmans Comp	0.00	166.66	-166.66	0.0%
5060-00 · 401 (k)	217.76	309.20	-91.44	70.4%
5070-00 · Other Benefits and Expenses	6.78	57.50	-50.72	11.8%
5000-00 · Salaries & Wages - Other	5,979.01	6,599.40	-620.39	90.6%
Total 5000-00 · Salaries & Wages	6,943.95	8,121.16	-1,177.21	85.5%
5100-00 · Rent				
5110-00 · Utilities	21.86	125.00	-103.14	17.5%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	41.54	50.16	-8.62	82.8%
5100-00 · Rent - Other	361.12	585.58	-224.46	61.7%
Total 5100-00 · Rent	424.52	800.74	-376.22	53.0%
5310-00 · Telephone				
5320-00 · Telephone	179.94	450.00	-270.06	40.0%
Total 5310-00 · Telephone	179.94	450.00	-270.06	40.0%
5510-00 · Insurance/Bonding	9.18	25.00	-15.82	36.7%
5520-00 · Supplies	7.02	25.00	-17.98	28.1%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	16.00	55.00	-39.00	29.1%
5710-00 · Taxes, Licenses & Fees	0.00	31.00	-31.00	0.0%
5740-00 · Equipment Rental/Leasing	140.41	212.66	-72.25	66.0%
5941-00 · Research & Planning	375.00	2,593.00	-2,218.00	14.5%
8700-00 · Automobile Expenses	0.00	115.00	-115.00	0.0%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
Total Expense	8,105.23	12,496.39	-4,391.16	64.9%
Net Ordinary Income	10,441.77	6,050.94	4,390.83	172.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	3,589.43	5,451.00	-1,861.57	65.8%
Total Other Expense	3,589.43	5,451.00	-1,861.57	65.8%
Net Other Income	-3,589.43	-5,451.00	1,861.57	65.8%
Net Income	6,852.34	599.94	6,252.40	1,142.2%

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	10,906.67	2,000.00	8,906.67	545.3%
4201-00 · New Member Fees	75.00	333.33	-258.33	22.5%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	75.00			
4250-00 · Revenues-Membership Activities - Other	520.00	3,300.00	-2,780.00	15.8%
Total 4250-00 · Revenues-Membership Activities	595.00	3,300.00	-2,705.00	18.0%
4251-00 · Revenue-Tue AM Breakfast Club	120.00	800.00	-680.00	15.0%
4252-00 · Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
Total Income	12,696.67	7,433.33	5,263.34	170.8%
Gross Profit	12,696.67	7,433.33	5,263.34	170.8%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-1,375.00	-3,666.68	2,291.68	37.5%
5020-00 · P/R - Tax Expense	542.18	574.70	-32.52	94.3%
5030-00 · P/R - Health Insurance Expense	1,736.96	2,075.00	-338.04	83.7%
5040-00 · P/R - Workmans Comp	0.00	89.33	-89.33	0.0%
5060-00 · 401 (k)	0.00	49.80	-49.80	0.0%
5070-00 · Other Benefits and Expenses	11.89	87.91	-76.02	13.5%
5000-00 · Salaries & Wages - Other	5,851.53	6,226.90	-375.37	94.0%
Total 5000-00 · Salaries & Wages	6,767.56	5,436.96	1,330.60	124.5%
5100-00 · Rent				
5110-00 · Utilities	38.26	62.50	-24.24	61.2%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	72.69	90.00	-17.31	80.8%
5100-00 · Rent - Other	711.96	589.91	122.05	120.7%
Total 5100-00 · Rent	822.91	782.41	40.50	105.2%
5310-00 · Telephone				
5320-00 · Telephone	144.59	225.00	-80.41	64.3%
Total 5310-00 · Telephone	144.59	225.00	-80.41	64.3%
5420-00 · Mail - USPS	0.00	50.00	-50.00	0.0%
5510-00 · Insurance/Bonding	27.55	66.66	-39.11	41.3%
5520-00 · Supplies	55.22	108.33	-53.11	51.0%
5610-00 · Depreciation	9.21	52.25	-43.04	17.6%
5700-00 · Equipment Support & Maintenance	28.00	47.08	-19.08	59.5%
5710-00 · Taxes, Licenses & Fees	0.00	41.66	-41.66	0.0%
5740-00 · Equipment Rental/Leasing	312.02	272.16	39.86	114.6%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	250.00	0.00	250.00	100.0%
6423-00 · Membership Activities - Other	549.06	2,338.00	-1,788.94	23.5%
Total 6423-00 · Membership Activities	799.06	2,338.00	-1,538.94	34.2%
6437-00 · Tuesday Morning Breakfast Club	810.00	708.33	101.67	114.4%
8500-00 · Credit Card Fees	620.27	210.00	410.27	295.4%
8700-00 · Automobile Expenses	0.00	62.50	-62.50	0.0%
8750-00 · Meals/Meetings	0.00	41.66	-41.66	0.0%
8810-00 · Dues & Subscriptions	195.00	83.33	111.67	234.0%
Total Expense	10,591.39	12,026.33	-1,434.94	88.1%
Net Ordinary Income	2,105.28	-4,593.00	6,698.28	-45.8%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
8990-00 - Allocated	2,936.81	-4,593.00	7,529.81	-63.9%
Total Other Expense	2,936.81	-4,593.00	7,529.81	-63.9%
Net Other Income	-2,936.81	4,593.00	-7,529.81	-63.9%
Net Income	<u>-831.63</u>	<u>0.00</u>	<u>-831.63</u>	<u>100.0%</u>

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Accrual Basis

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

	Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,295.71	1,753.20	-457.49	73.9%
5030-00 · P/R - Health Insurance Expense	2,416.43	4,452.00	-2,035.57	54.3%
5040-00 · P/R - Workmans Comp	0.00	400.66	-400.66	0.0%
5060-00 · 401 (k)	294.82	699.10	-404.28	42.2%
5070-00 · Other Benefits and Expenses	8.50	93.41	-84.91	9.1%
5000-00 · Salaries & Wages - Other	16,851.62	23,642.90	-6,791.28	71.3%
Total 5000-00 · Salaries & Wages	20,867.08	31,041.27	-10,174.19	67.2%
5100-00 · Rent				
5110-00 · Utilities	81.99	200.00	-118.01	41.0%
5140-00 · Repairs & Maintenance	0.00	200.00	-200.00	0.0%
5150-00 · Office - Cleaning	155.77	252.00	-96.23	61.8%
5100-00 · Rent - Other	1,850.20	1,915.08	-64.88	96.6%
Total 5100-00 · Rent	2,087.96	2,567.08	-479.12	81.3%
5310-00 · Telephone				
5320-00 · Telephone	840.58	716.66	123.92	117.3%
Total 5310-00 · Telephone	840.58	716.66	123.92	117.3%
5420-00 · Mail - USPS	0.00	58.33	-58.33	0.0%
5510-00 · Insurance/Bonding	67.33	141.66	-74.33	47.5%
5520-00 · Supplies	262.49	583.33	-320.84	45.0%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	310.00	310.66	-0.66	99.8%
5710-00 · Taxes, Licenses & Fees	488.18	666.66	-178.48	73.2%
5740-00 · Equipment Rental/Leasing	187.20	208.33	-21.13	89.9%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	7,480.00	0.00	7,480.00	100.0%
Total 5900-00 · Professional Fees	7,480.00	0.00	7,480.00	100.0%
8200-00 · Associate Relations	0.00	50.00	-50.00	0.0%
8300-00 · Board Functions	-94.50	300.00	-394.50	-31.5%
8500-00 · Credit Card Fees	106.12	0.00	106.12	100.0%
8700-00 · Automobile Expenses	0.00	83.33	-83.33	0.0%
8750-00 · Meals/Meetings	0.00	50.00	-50.00	0.0%
Total Expense	32,631.20	38,440.56	-5,809.36	84.9%
Net Ordinary Income	-32,631.20	-38,440.56	5,809.36	84.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-32,631.20	-38,440.00	5,808.80	84.9%
Total Other Expense	-32,631.20	-38,440.00	5,808.80	84.9%
Net Other Income	32,631.20	38,440.00	-5,808.80	84.9%
Net Income	0.00	-0.56	0.56	0.0%

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Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4060-00 · County of Placer TOT Funding	444,280.00	444,280.30	-0.30	100.0%
Total Income	444,280.00	444,280.30	-0.30	100.0%
Gross Profit	444,280.00	444,280.30	-0.30	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	2,750.00	3,666.68	-916.68	75.0%
5020-00 · P/R - Tax Expense	4,066.73	3,705.80	360.93	109.7%
5030-00 · P/R - Health Insurance Expense	6,265.66	8,881.60	-2,615.94	70.5%
5040-00 · P/R - Workmans Comp	0.00	217.50	-217.50	0.0%
5060-00 · 401 (k)	1,726.62	1,301.80	424.82	132.6%
5070-00 · Other Benefits and Expenses	148.11	451.70	-303.59	32.8%
5000-00 · Salaries & Wages - Other	43,570.19	45,195.60	-1,625.41	96.4%
Total 5000-00 · Salaries & Wages	58,527.31	63,420.68	-4,893.37	92.3%
5100-00 · Rent				
5110-00 · Utilities	169.75	350.00	-180.25	48.5%
5140-00 · Repairs & Maintenance	0.00	250.00	-250.00	0.0%
5150-00 · Office - Cleaning	207.69	504.00	-296.31	41.2%
5100-00 · Rent - Other	3,771.18	3,303.40	467.78	114.2%
Total 5100-00 · Rent	4,148.62	4,407.40	-258.78	94.1%
5310-00 · Telephone				
5320-00 · Telephone	895.99	883.40	12.59	101.4%
Total 5310-00 · Telephone	895.99	883.40	12.59	101.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	0.00	125.00	-125.00	0.0%
Total 5420-00 · Mail - USPS	100.00	125.00	-25.00	80.0%
5510-00 · Insurance/Bonding	175.95	333.40	-157.45	52.8%
5520-00 · Supplies	252.76	500.00	-247.24	50.6%
5610-00 · Depreciation	57.52	326.50	-268.98	17.6%
5700-00 · Equipment Support & Maintenance	480.25	622.00	-141.75	77.2%
5710-00 · Taxes, Licenses & Fees	261.72	83.40	178.32	313.8%
5740-00 · Equipment Rental/Leasing	305.80	333.40	-27.60	91.7%
5800-00 · Training Seminars	1,301.61	0.00	1,301.61	100.0%
5815 · Training Video Serles	7,534.05	15,000.00	-7,465.95	50.2%
5820 · Sales CRM/CMS	1,124.95	14,000.00	-12,875.05	8.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
6023-00 · Autumn Food & Wine				
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
Total 6023-00 · Autumn Food & Wine	1,925.00	0.00	1,925.00	100.0%
6490-00 · Classified Ads	50.00			
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	171,416.66	171,416.66	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	-993.66	0.00	-993.66	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	3,303.32	0.00	3,303.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	13,400.00	-13,400.00	0.0%

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 Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Total 6743-00 · BACC Marketing Programs	4,280.12	13,400.00	-9,119.88	31.9%
8700-00 · Automobile Expenses	19.44	333.40	-313.96	5.8%
8750-00 · Meals/Meetings	27.65	583.40	-555.75	4.7%
8810-00 · Dues & Subscriptions	14.99	833.40	-818.41	1.8%
8910-00 · Travel	860.67	1,333.40	-472.73	64.5%
Total Expense	253,117.01	307,935.44	-54,818.43	82.2%
Net Ordinary Income	191,162.99	136,344.86	54,818.13	140.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	29,807.89	139,216.00	-109,408.11	21.4%
Total Other Expense	29,807.89	139,216.00	-109,408.11	21.4%
Net Other Income	-29,807.89	-139,216.00	109,408.11	21.4%
Net Income	161,355.10	-2,871.14	164,226.24	-5,619.9%

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Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	48,266.00	48,266.70	-0.70	100.0%
4200-00 · Membership Ann/Conf Dues	0.00	1,281.70	-1,281.70	0.0%
4600-00 · Commlssions				
4601-00 · Commlssions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commlssions - Other	56,096.07	37,191.00	18,905.07	150.8%
Total 4600-00 · Commlssions	63,062.07	37,191.00	25,871.07	169.6%
Total Income	111,328.07	86,739.40	24,588.67	128.3%
Gross Profit	111,328.07	86,739.40	24,588.67	128.3%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	7,014.78	4,333.40	2,681.38	161.9%
5020-00 · P/R - Tax Expense	2,796.98	2,165.40	631.58	129.2%
5030-00 · P/R - Health Insurance Expense	3,169.09	3,091.70	77.39	102.5%
5040-00 · P/R - Workmans Comp	0.00	150.00	-150.00	0.0%
5060-00 · 401 (k)	1,490.79	1,193.80	296.99	124.9%
5070-00 · Other Benefits and Expenses	58.96	74.40	-15.44	79.2%
5000-00 · Salaries & Wages - Other	24,208.92	26,361.00	-2,152.08	91.8%
Total 5000-00 · Salaries & Wages	38,739.52	37,369.70	1,369.82	103.7%
5100-00 · Rent				
5110-00 · Utilities	85.60	175.00	-89.40	48.9%
5140-00 · Repairs & Maintenance	0.00	130.00	-130.00	0.0%
5150-00 · Office - Cleaning	103.85	252.00	-148.15	41.2%
5100-00 · Rent - Other	1,805.60	1,651.70	153.90	109.3%
Total 5100-00 · Rent	1,995.05	2,208.70	-213.65	90.3%
5310-00 · Telephone				
5320-00 · Telephone	465.91	512.00	-46.09	91.0%
Total 5310-00 · Telephone	465.91	512.00	-46.09	91.0%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	0.00	35.00	-35.00	0.0%
Total 5420-00 · Mail - USPS	100.00	35.00	65.00	285.7%
5510-00 · Insurance/Bonding	175.94	250.00	-74.06	70.4%
5520-00 · Supplies	36.78	125.00	-88.22	29.4%
5610-00 · Depreciation	29.92	169.90	-139.98	17.6%
5700-00 · Equipment Support & Maintenance	320.00	276.00	44.00	115.9%
5710-00 · Taxes, Licenses & Fees	136.09	33.40	102.69	407.5%
5740-00 · Equipment Rental/Leasing	287.21	333.40	-46.19	86.1%
5730-00 · Marketing Cooperative/Media	18,333.34	18,333.34	0.00	100.0%
8700-00 · Automobile Expenses	38.88	66.70	-27.82	58.3%
8750-00 · Meals/Meetings	0.00	66.70	-66.70	0.0%
8810-00 · Dues & Subscriptions	340.00	0.00	340.00	100.0%
Total Expense	60,998.64	59,779.84	1,218.80	102.0%
Net Ordinary Income	50,329.43	26,959.56	23,369.87	186.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	6,830.97	25,293.00	-18,462.03	27.0%
Total Other Expense	6,830.97	25,293.00	-18,462.03	27.0%
Net Other Income	-6,830.97	-25,293.00	18,462.03	27.0%
Net Income	43,498.46	1,666.56	41,831.90	2,610.1%

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Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	44,036.00	44,035.40	0.60	100.0%
Total Income	44,036.00	44,035.40	0.60	100.0%
Gross Profit	44,036.00	44,035.40	0.60	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,145.28	1,297.80	-152.52	88.2%
5030-00 · P/R - Health Insurance Expense	570.33	1,271.90	-701.57	44.8%
5040-00 · P/R - Workmans Comp	0.00	344.00	-344.00	0.0%
5060-00 · 401 (k)	534.90	617.20	-82.30	86.7%
5070-00 · Other Benefits and Expenses	13.58	107.40	-93.82	12.6%
5000-00 · Salaries & Wages - Other	11,751.38	13,198.80	-1,447.42	89.0%
Total 5000-00 · Salaries & Wages	14,015.47	16,837.10	-2,821.63	83.2%
5100-00 · Rent				
5110-00 · Utilities	38.22	167.70	-129.48	22.8%
5140-00 · Repairs & Maintenance	0.00	76.20	-76.20	0.0%
5150-00 · Office - Cleaning	41.54	33.40	8.14	124.4%
5100-00 · Rent - Other	722.24	1,232.70	-510.46	58.6%
Total 5100-00 · Rent	802.00	1,510.00	-708.00	53.1%
5310-00 · Telephone				
5320-00 · Telephone	394.49	212.50	181.99	185.6%
Total 5310-00 · Telephone	394.49	212.50	181.99	185.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 · Insurance/Bonding	27.78	50.00	-22.22	55.6%
5520-00 · Supplies	14.72	50.00	-35.28	29.4%
5610-00 · Depreciation	18.42	69.00	-50.58	26.7%
5700-00 · Equipment Support & Maintenance	72.00	80.00	-8.00	90.0%
5710-00 · Taxes, Licenses & Fees	83.75	20.00	63.75	418.8%
5740-00 · Equipment Rental/Leasing	252.76	53.40	199.36	473.3%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	750.00	7,995.00	-7,245.00	9.4%
8700-00 · Automobile Expenses	61.83	200.00	-138.17	30.9%
8750-00 · Meals/Meetings	12.00	50.00	-38.00	24.0%
Total Expense	19,555.22	27,602.00	-8,046.78	70.8%
Net Ordinary Income	24,480.78	16,433.40	8,047.38	149.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	6,830.97	16,431.00	-9,600.03	41.6%
Total Other Expense	6,830.97	16,431.00	-9,600.03	41.6%
Net Other Income	-6,830.97	-16,431.00	9,600.03	41.6%
Net Income	17,649.81	2.40	17,647.41	735,408.8%

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Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	55,654.00	55,653.90	0.10	100.0%
4602-00 · Non-retail VIC Income	4,721.75	1,274.00	3,447.75	370.6%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 · Merchandise Sales	24,968.19	34,427.00	-9,458.81	72.5%
Total Income	85,343.94	92,854.90	-7,510.96	91.9%
Gross Profit	85,343.94	92,854.90	-7,510.96	91.9%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	3,739.73	2,419.00	1,320.73	154.6%
5030-00 · P/R - Health Insurance Expense	4,544.66	4,573.00	-28.34	99.4%
5040-00 · P/R - Workmans Comp	0.00	418.00	-418.00	0.0%
5060-00 · 401 (k)	1,311.66	915.00	396.66	143.4%
5070-00 · Other Benefits and Expenses	58.96	101.20	-42.24	58.3%
5000-00 · Salaries & Wages - Other	32,081.93	26,492.00	5,589.93	121.1%
Total 5000-00 · Salaries & Wages	41,736.94	34,918.20	6,818.74	119.5%
5100-00 · Rent				
5110-00 · Utilities	570.29	1,250.00	-679.71	45.6%
5140-00 · Repairs & Maintenance	44.86	301.70	-256.84	14.9%
5150-00 · Office - Cleaning	51.92	0.00	51.92	100.0%
5100-00 · Rent - Other	12,719.14	11,797.70	921.44	107.8%
Total 5100-00 · Rent	13,386.21	13,349.40	36.81	100.3%
5310-00 · Telephone				
5320-00 · Telephone	575.25	583.40	-8.15	98.6%
Total 5310-00 · Telephone	575.25	583.40	-8.15	98.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	180.92	0.00	180.92	100.0%
5420-00 · Mail - USPS - Other	0.00	83.40	-83.40	0.0%
Total 5420-00 · Mail - USPS	230.92	83.40	147.52	276.9%
5510-00 · Insurance/Bonding	231.50	333.40	-101.90	69.4%
5520-00 · Supplies	430.16	666.70	-236.54	64.5%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	29.92	169.90	-139.98	17.6%
5700-00 · Equipment Support & Maintenance	862.73	350.00	512.73	246.5%
5710-00 · Taxes, Licenses & Fees	336.08	50.00	286.08	672.2%
5740-00 · Equipment Rental/Leasing	851.87	988.00	-136.13	86.2%
5800-00 · Training Seminars	0.00	2,000.00	-2,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	833.40	-833.40	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	199.57	0.00	199.57	100.0%
59900 · POS Inventory Adjustments	253.49	0.00	253.49	100.0%
8100-00 · Cost of Goods Sold - Other	13,247.85	17,517.00	-4,269.15	75.6%
Total 8100-00 · Cost of Goods Sold	13,700.47	17,517.00	-3,816.53	78.2%
8500-00 · Credit Card Fees	103.30	600.00	-496.70	17.2%
8700-00 · Automobile Expenses	0.00	200.00	-200.00	0.0%
8750-00 · Meals/Meetings	0.00	66.70	-66.70	0.0%
8910-00 · Travel	0.00	816.40	-816.40	0.0%
Total Expense	72,366.35	73,725.90	-1,359.55	98.2%
Net Ordinary Income	12,977.59	19,129.00	-6,151.41	67.8%
Other Income/Expense				

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Accrual Basis

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

	<u>Jul - Aug 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Other Expense				
8990-00 - Allocated	<u>6,209.98</u>	<u>19,129.00</u>	<u>-12,919.02</u>	<u>32.5%</u>
Total Other Expense	<u>6,209.98</u>	<u>19,129.00</u>	<u>-12,919.02</u>	<u>32.5%</u>
Net Other Income	<u>-6,209.98</u>	<u>-19,129.00</u>	<u>12,919.02</u>	<u>32.5%</u>
Net Income	<u><u>6,767.61</u></u>	<u><u>0.00</u></u>	<u><u>6,767.61</u></u>	<u><u>100.0%</u></u>

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Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	37,094.00	37,094.70	-0.70	100.0%
Total Income	<u>37,094.00</u>	<u>37,094.70</u>	<u>-0.70</u>	<u>100.0%</u>
Gross Profit	37,094.00	37,094.70	-0.70	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,145.30	1,341.40	-196.10	85.4%
5030-00 · P/R - Health Insurance Expense	570.34	635.40	-65.06	89.8%
5040-00 · P/R - Workmans Comp	0.00	333.40	-333.40	0.0%
5060-00 · 401 (k)	534.90	618.40	-83.50	86.5%
5070-00 · Other Benefits and Expenses	13.56	115.00	-101.44	11.8%
5000-00 · Salaries & Wages - Other	11,751.38	13,198.80	-1,447.42	89.0%
Total 5000-00 · Salaries & Wages	<u>14,015.48</u>	<u>16,242.40</u>	<u>-2,226.92</u>	<u>86.3%</u>
5100-00 · Rent				
5110-00 · Utilities	38.22	250.00	-211.78	15.3%
5140-00 · Repairs & Maintenance	0.00	80.00	-80.00	0.0%
5150-00 · Office - Cleaning	41.54	100.40	-58.86	41.4%
5100-00 · Rent - Other	722.24	1,171.20	-448.96	61.7%
Total 5100-00 · Rent	<u>802.00</u>	<u>1,601.60</u>	<u>-799.60</u>	<u>50.1%</u>
5310-00 · Telephone				
5320-00 · Telephone	394.48	700.00	-305.52	56.4%
Total 5310-00 · Telephone	<u>394.48</u>	<u>700.00</u>	<u>-305.52</u>	<u>56.4%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	<u>50.00</u>	<u>25.00</u>	<u>25.00</u>	<u>200.0%</u>
5510-00 · Insurance/Bonding	27.78	50.00	-22.22	55.6%
5520-00 · Supplies	14.72	50.00	-35.28	29.4%
5610-00 · Depreciation	18.42	69.00	-50.58	26.7%
5700-00 · Equipment Support & Maintenance	72.00	110.00	-38.00	65.5%
5710-00 · Taxes, Licenses & Fees	83.75	62.00	21.75	135.1%
5740-00 · Equipment Rental/Leasing	252.76	425.40	-172.64	59.4%
5941-00 · Research & Planning	750.00	2,593.00	-1,843.00	28.9%
8700-00 · Automobile Expenses	61.83	230.00	-168.17	26.9%
8760-00 · Meals/Meetings	0.00	66.70	-66.70	0.0%
Total Expense	<u>16,543.22</u>	<u>22,225.10</u>	<u>-5,681.88</u>	<u>74.4%</u>
Net Ordinary Income	20,550.78	14,869.60	5,681.18	138.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	6,830.97	14,271.00	-7,440.03	47.9%
Total Other Expense	<u>6,830.97</u>	<u>14,271.00</u>	<u>-7,440.03</u>	<u>47.9%</u>
Net Other Income	<u>-6,830.97</u>	<u>-14,271.00</u>	<u>7,440.03</u>	<u>47.9%</u>
Net Income	<u>13,719.81</u>	<u>598.60</u>	<u>13,121.21</u>	<u>2,292.0%</u>

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 Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	20,293.96	32,000.00	-11,706.04	63.4%
4201-00 · New Member Fees	375.00	666.70	-291.70	56.2%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	75.00			
4250-00 · Revenues-Membership Activities - Other	450.00	4,200.00	-3,750.00	10.7%
Total 4250-00 · Revenues-Membership Activities	525.00	4,200.00	-3,675.00	12.5%
4251-00 · Revenue-Tue AM Breakfast Club	120.00	1,600.00	-1,480.00	7.5%
4252-00 · Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
Total Income	22,313.96	39,466.70	-17,152.74	56.5%
Gross Profit	22,313.96	39,466.70	-17,152.74	56.5%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-3,666.68	916.68	75.0%
5020-00 · P/R - Tax Expense	1,041.91	1,149.40	-107.49	90.6%
5030-00 · P/R - Health Insurance Expense	2,741.75	3,399.70	-657.95	80.6%
5040-00 · P/R - Workmans Comp	0.00	178.70	-178.70	0.0%
5060-00 · 401 (k)	0.00	99.60	-99.60	0.0%
5070-00 · Other Benefits and Expenses	23.78	175.90	-152.12	13.5%
5000-00 · Salaries & Wages - Other	11,418.15	12,453.80	-1,035.65	91.7%
Total 5000-00 · Salaries & Wages	12,475.59	13,790.42	-1,314.83	90.5%
5100-00 · Rent				
5110-00 · Utilities	58.35	125.00	-66.65	46.7%
5140-00 · Repairs & Maintenance	0.00	80.00	-80.00	0.0%
5150-00 · Office - Cleaning	72.69	180.00	-107.31	40.4%
5100-00 · Rent - Other	1,343.92	1,179.90	164.02	113.9%
Total 5100-00 · Rent	1,474.96	1,564.90	-89.94	94.3%
5310-00 · Telephone				
5320-00 · Telephone	508.72	450.00	58.72	113.0%
Total 5310-00 · Telephone	508.72	450.00	58.72	113.0%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00			
5420-00 · Mail - USPS - Other	0.00	100.00	-100.00	0.0%
Total 5420-00 · Mail - USPS	400.00	100.00	300.00	400.0%
5510-00 · Insurance/Bonding	83.34	133.40	-50.06	62.5%
5520-00 · Supplies	68.69	216.70	-148.01	31.7%
5610-00 · Depreciation	18.42	104.50	-86.08	17.6%
5700-00 · Equipment Support & Maintenance	126.00	94.20	31.80	133.8%
5710-00 · Taxes, Licenses & Fees	83.75	83.40	0.35	100.4%
5740-00 · Equipment Rental/Leasing	546.56	544.40	2.16	100.4%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	600.00	0.00	600.00	100.0%
6423-00 · Membership Activities - Other	897.31	3,690.00	-2,792.69	24.3%
Total 6423-00 · Membership Activities	1,497.31	3,690.00	-2,192.69	40.6%
6437-00 · Tuesday Morning Breakfast Club	1,417.50	1,416.70	0.80	100.1%
8500-00 · Credit Card Fees	1,185.34	420.00	765.34	282.2%
8700-00 · Automobile Expenses	139.32	125.00	14.32	111.5%
8750-00 · Meals/Meetings	0.00	83.40	-83.40	0.0%
8810-00 · Dues & Subscriptions	320.00	166.70	153.30	192.0%
Total Expense	20,346.50	24,483.72	-4,138.22	83.1%

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Accrual Basis

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

	<u>Jul - Aug 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Ordinary Income	1,968.46	14,982.98	-13,014.52	13.1%
Other Income/Expense				
Other Expense	5,588.98	14,982.00	-9,393.02	37.3%
8990-00 - Allocated	5,588.98	14,982.00	-9,393.02	37.3%
Total Other Expense	-5,588.98	-14,982.00	9,393.02	37.3%
Net Other Income	-3,620.52	0.98	-3,621.50	-369,440.8%
Net Income				

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Accrual Basis

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

	Jul - Aug 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages	2,453.58	3,506.40	-1,052.82	70.0%
5020-00 · P/R - Tax Expense	3,948.58	7,653.60	-3,705.02	51.6%
5030-00 · P/R - Health Insurance Expense	0.00	801.40	-801.40	0.0%
5040-00 · P/R - Workmans Comp	584.34	1,398.20	-813.86	41.8%
5060-00 · 401 (k)	42.00	186.90	-144.90	22.5%
5070-00 · Other Benefits and Expenses	31,692.76	47,285.80	-15,593.04	67.0%
5000-00 · Salaries & Wages - Other				
Total 5000-00 · Salaries & Wages	38,721.26	60,832.30	-22,111.04	63.7%
5100-00 · Rent				
5110-00 · Utilities	136.23	400.00	-263.77	34.1%
5140-00 · Repairs & Maintenance	24.71	400.00	-375.29	6.2%
5150-00 · Office - Cleaning	155.77	504.00	-348.23	30.9%
5100-00 · Rent - Other	3,452.40	3,830.20	-377.80	90.1%
Total 5100-00 · Rent	3,769.11	5,134.20	-1,365.09	73.4%
5310-00 · Telephone				
5320-00 · Telephone	1,520.47	1,433.40	87.07	106.1%
5310-00 · Telephone - Other	-38.58	0.00	-38.58	100.0%
Total 5310-00 · Telephone	1,481.89	1,433.40	48.49	103.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	0.00	116.70	-116.70	0.0%
Total 5420-00 · Mail - USPS	250.00	116.70	133.30	214.2%
5510-00 · Insurance/Bonding	203.71	283.40	-79.69	71.9%
5520-00 · Supplies	634.55	1,166.70	-532.15	54.4%
5610-00 · Depreciation	57.52	326.50	-268.98	17.6%
5700-00 · Equipment Support & Maintenance	730.00	621.40	108.60	117.5%
5710-00 · Taxes, Licenses & Fees	1,656.83	1,333.40	323.43	124.3%
5740-00 · Equipment Rental/Leasing	359.21	416.70	-57.49	86.2%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	12,250.00	0.00	12,250.00	100.0%
Total 5900-00 · Professional Fees	12,250.00	0.00	12,250.00	100.0%
8200-00 · Associate Relations	0.00	100.00	-100.00	0.0%
8300-00 · Board Functions	78.95	600.00	-521.05	13.2%
8500-00 · Credit Card Fees	154.05	0.00	154.05	100.0%
8700-00 · Automobile Expenses	0.00	166.70	-166.70	0.0%
8750-00 · Meals/Meetings	0.00	100.00	-100.00	0.0%
8810-00 · Dues & Subscriptions	1,752.68	270.00	1,482.68	649.1%
Total Expense	62,099.76	74,401.40	-12,301.64	83.5%
Net Ordinary Income	-62,099.76	-74,401.40	12,301.64	83.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-62,099.76	-74,405.00	12,305.24	83.5%
Total Other Expense	-62,099.76	-74,405.00	12,305.24	83.5%
Net Other Income	62,099.76	74,405.00	-12,305.24	83.5%
Net Income	0.00	3.60	-3.60	0.0%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss by Class 11 - Marketing

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 · County of Placer TOT Funding	444,280.00	367,445.00	76,835.00
4350-00 · Special Events (Marketing)	0.00	1,168.80	-1,168.80
Total Income	<u>444,280.00</u>	<u>368,613.80</u>	<u>75,666.20</u>
Gross Profit	444,280.00	368,613.80	75,666.20
Expense			
5000-00 · Salaries & Wages			
5000-01 · In-Market Administration	2,750.00	2,416.66	333.34
5020-00 · P/R - Tax Expense	4,066.73	2,003.11	2,063.62
5030-00 · P/R - Health Insurance Expense	6,265.66	4,666.46	1,599.20
5040-00 · P/R - Workmans Comp	0.00	61.48	-61.48
5060-00 · 401 (k)	1,726.62	724.02	1,002.60
5070-00 · Other Benefits and Expenses	148.11	775.00	-626.89
5000-00 · Salaries & Wages - Other	43,570.19	30,595.72	12,974.47
Total 5000-00 · Salaries & Wages	<u>58,527.31</u>	<u>41,242.45</u>	<u>17,284.86</u>
5100-00 · Rent			
5110-00 · Utilities	169.75	316.88	-147.13
5140-00 · Repairs & Maintenance	0.00	100.00	-100.00
5150-00 · Office - Cleaning	207.69	154.00	53.69
5100-00 · Rent - Other	3,771.18	3,134.98	636.20
Total 5100-00 · Rent	<u>4,148.62</u>	<u>3,705.86</u>	<u>442.76</u>
5310-00 · Telephone			
5320-00 · Telephone	895.99	1,198.88	-302.89
5350-00 · Internet	0.00	25.00	-25.00
Total 5310-00 · Telephone	<u>895.99</u>	<u>1,223.88</u>	<u>-327.89</u>
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	100.00	0.00	100.00
5480-00 · Mail - Fed Ex	0.00	304.26	-304.26
5420-00 · Mail - USPS - Other	0.00	5.53	-5.53
Total 5420-00 · Mail - USPS	<u>100.00</u>	<u>309.79</u>	<u>-209.79</u>
5510-00 · Insurance/Bonding	175.95	167.32	8.63
5520-00 · Supplies			
5525-00 · Supplies- Computer <\$1000	0.00	2,084.65	-2,084.65
5520-00 · Supplies - Other	252.76	351.29	-98.53
Total 5520-00 · Supplies	<u>252.76</u>	<u>2,435.94</u>	<u>-2,183.18</u>
5610-00 · Depreciation	57.52	259.42	-201.90
5700-00 · Equipment Support & Maintenance	480.25	-234.00	714.25
5710-00 · Taxes, Licenses & Fees	261.72	262.15	-0.43
5740-00 · Equipment Rental/Leasing	305.80	357.04	-51.24
5800-00 · Training Seminars	1,301.61	0.00	1,301.61
5815 · Training Video Series	7,534.05	0.00	7,534.05
5820 · Sales CRM/CMS	1,124.95	0.00	1,124.95
6023-00 · Autumn Food & Wine			
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00
6023-00 · Autumn Food & Wine - Other	0.00	250.00	-250.00
Total 6023-00 · Autumn Food & Wine	<u>1,925.00</u>	<u>250.00</u>	<u>1,675.00</u>
6420-00 · Sponsorship			
6422-00 · IronMan Lake Tahoe	0.00	280.00	-280.00
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32
6420-00 · Sponsorship - Other	0.00	4,125.00	-4,125.00
Total 6420-00 · Sponsorship	<u>0.00</u>	<u>9,947.32</u>	<u>-9,947.32</u>
6490-00 · Classified Ads	50.00	0.00	50.00

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 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
 11 - Marketing

	Jul - Aug 16	Jul - Aug 15	\$ Change
6600-00 · Promotions/Giveaways	32.14	0.00	32.14
6701-00 · Market Study Reports/Research	317.47	272.15	45.32
6730-00 · Marketing Cooperative/Media	171,416.66	125,800.00	45,616.66
6742-00 · Non-NLT Co-Op Marketing Program	-993.66	1,949.41	-2,943.07
6743-00 · BACC Marketing Programs			
6743-01 · Shop Local	0.00	1,551.39	-1,551.39
6743-04 · High Notes	3,303.32	16,000.00	-12,696.68
6743-05 · Peak Your Adventure	976.80	0.00	976.80
Total 6743-00 · BACC Marketing Programs	4,280.12	17,551.39	-13,271.27
8200-00 · Associate Relations	0.00	151.19	-151.19
8700-00 · Automobile Expenses	19.44	0.00	19.44
8750-00 · Meals/Meetings	27.65	300.69	-273.04
8810-00 · Dues & Subscriptions	14.99	1,354.77	-1,339.78
8910-00 · Travel	860.67	0.00	860.67
8930-00 · Prior Period Adjustments	0.00	6,489.85	-6,489.85
Total Expense	253,117.01	213,796.62	39,320.39
Net Ordinary Income	191,162.99	154,817.18	36,345.81
Other Income/Expense			
Other Expense			
8990-00 · Allocated	29,807.89	29,515.36	292.53
Total Other Expense	29,807.89	29,515.36	292.53
Net Other Income	-29,807.89	-29,515.36	-292.53
Net Income	161,355.10	125,301.82	36,053.28

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
30 - Conference

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 · County of Placer TOT Funding	48,266.00	55,624.00	-7,358.00
4600-00 · Commissions			
4601-00 · Commissions - South Shore	6,966.00	-2,265.80	9,231.80
4600-00 · Commissions - Other	56,096.07	24,141.17	31,954.90
Total 4600-00 · Commissions	63,062.07	21,875.37	41,186.70
Total Income	111,328.07	77,499.37	33,828.70
Gross Profit	111,328.07	77,499.37	33,828.70
Expense			
5000-00 · Salaries & Wages			
5010-00 · Sales Commissions	7,014.78	2,032.88	4,981.90
5020-00 · P/R - Tax Expense	2,796.98	1,871.61	925.37
5030-00 · P/R - Health Insurance Expense	3,169.09	2,881.11	287.98
5040-00 · P/R - Workmans Comp	0.00	61.48	-61.48
5060-00 · 401 (k)	1,490.79	1,104.48	386.31
5070-00 · Other Benefits and Expenses	58.96	0.00	58.96
5000-00 · Salaries & Wages - Other	24,208.92	19,806.12	4,402.80
Total 5000-00 · Salaries & Wages	38,739.52	27,757.68	10,981.84
5100-00 · Rent			
5110-00 · Utilities	85.60	160.75	-75.15
5140-00 · Repairs & Maintenance	0.00	52.00	-52.00
5160-00 · Office - Cleaning	103.85	77.00	26.85
5100-00 · Rent - Other	1,805.60	1,567.50	238.10
Total 5100-00 · Rent	1,995.05	1,857.25	137.80
5310-00 · Telephone			
5320-00 · Telephone	465.91	425.64	40.27
Total 5310-00 · Telephone	465.91	425.64	40.27
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	100.00	0.00	100.00
5420-00 · Mail - USPS - Other	0.00	78.75	-78.75
Total 5420-00 · Mail - USPS	100.00	78.75	21.25
5510-00 · Insurance/Bonding	175.94	167.32	8.62
5520-00 · Supplies			
5525-00 · Supplies- Computer <\$1000	0.00	94.99	-94.99
5520-00 · Supplies - Other	36.78	124.53	-87.75
Total 5520-00 · Supplies	36.78	219.52	-182.74
5610-00 · Depreciation	29.92	134.88	-104.96
5700-00 · Equipment Support & Maintenance	320.00	-158.20	478.20
5710-00 · Taxes, Licenses & Fees	136.09	136.32	-0.23
5740-00 · Equipment Rental/Leasing	287.21	357.04	-69.83
5730-00 · Marketing Cooperative/Media	18,333.34	19,700.00	-1,366.66
8700-00 · Automobile Expenses	38.88	0.00	38.88
8810-00 · Dues & Subscriptions	340.00	0.00	340.00
8930-00 · Prior Period Adjustments	0.00	-4,699.23	4,699.23
Total Expense	60,998.64	45,976.97	15,021.67
Net Ordinary Income	50,329.43	31,522.40	18,807.03
Other Income/Expense			
Other Expense			
8990-00 · Allocated	6,830.97	6,763.94	67.03
Total Other Expense	6,830.97	6,763.94	67.03

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North Lake Tahoe Resort Association
Profit & Loss by Class
30 - Conference

	<u>Jul - Aug 16</u>	<u>Jul - Aug 15</u>	<u>\$ Change</u>
Net Other Income	<u>-6,830.97</u>	<u>-6,763.94</u>	<u>-67.03</u>
Net Income	<u><u>43,498.46</u></u>	<u><u>24,758.46</u></u>	<u><u>18,740.00</u></u>

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 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
41 - Transportation

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 · County of Placer TOT Funding	44,036.00	33,482.00	10,554.00
Total Income	44,036.00	33,482.00	10,554.00
Gross Profit	44,036.00	33,482.00	10,554.00
Expense			
5000-00 · Salaries & Wages			
5020-00 · P/R - Tax Expense	1,145.28	1,253.27	-107.99
5030-00 · P/R - Health Insurance Expense	570.33	615.92	-45.59
5040-00 · P/R - Workmans Comp	0.00	68.31	-68.31
5060-00 · 401 (k)	534.90	610.27	-75.37
5070-00 · Other Benefits and Expenses	13.58	75.00	-61.42
5000-00 · Salaries & Wages - Other	11,751.38	11,498.76	252.62
Total 5000-00 · Salaries & Wages	14,015.47	14,121.53	-106.06
5100-00 · Rent			
5110-00 · Utilities	38.22	108.85	-70.63
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00
5150-00 · Office - Cleaning	41.54	55.00	-13.46
5100-00 · Rent - Other	722.24	1,119.64	-397.40
Total 5100-00 · Rent	802.00	1,315.49	-513.49
5310-00 · Telephone			
5320-00 · Telephone	394.49	297.07	97.42
Total 5310-00 · Telephone	394.49	297.07	97.42
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	50.00	0.00	50.00
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00
Total 5420-00 · Mail - USPS	50.00	25.00	25.00
5510-00 · Insurance/Bonding	27.78	26.42	1.36
5520-00 · Supplies	14.72	76.63	-61.91
5610-00 · Depreciation	18.42	83.00	-64.58
5700-00 · Equipment Support & Maintenance	72.00	70.40	1.60
5710-00 · Taxes, Licenses & Fees	83.75	83.89	-0.14
5740-00 · Equipment Rental/Leasing	252.76	321.34	-68.58
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00
5941-00 · Research & Planning	750.00	375.00	375.00
5948-00 · Transportation Projects			
5953-00 · Summer Traffic Management (S-2)	0.00	9,482.45	-9,482.45
Total 5948-00 · Transportation Projects	0.00	9,482.45	-9,482.45
8700-00 · Automobile Expenses	61.83	136.94	-75.11
8750-00 · Meals/Meetings	12.00	84.00	-72.00
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00
Total Expense	19,555.22	24,464.16	-4,908.94
Net Ordinary Income	24,480.78	9,017.84	15,462.94
Other Income/Expense			
Other Expense			
8990-00 · Allocated	6,830.97	6,763.94	67.03
Total Other Expense	6,830.97	6,763.94	67.03
Net Other Income	-6,830.97	-6,763.94	-67.03
Net Income	17,649.81	2,253.90	15,395.91

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 Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
 42 - VIC

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 · County of Placer TOT Funding	55,654.00	48,840.00	6,814.00
4502-00 · Non-retail VIC Income	4,721.75	2,650.00	2,071.75
46000 · Merchandise Sales	24,968.19	25,034.44	-66.25
Total Income	85,343.94	76,524.44	8,819.50
Gross Profit	85,343.94	76,524.44	8,819.50
Expense			
5000-00 · Salaries & Wages			
5020-00 · P/R - Tax Expense	3,739.73	2,483.62	1,256.11
5030-00 · P/R - Health Insurance Expense	4,544.66	3,162.81	1,381.85
5040-00 · P/R - Workmans Comp	0.00	129.79	-129.79
5060-00 · 401 (k)	1,311.66	685.15	626.51
5070-00 · Other Benefits and Expenses	58.96	0.00	58.96
5000-00 · Salaries & Wages - Other	32,081.93	24,607.51	7,474.42
Total 5000-00 · Salaries & Wages	41,736.94	31,068.88	10,668.06
5100-00 · Rent			
5110-00 · Utilities	570.29	787.81	-217.52
5140-00 · Repairs & Maintenance	44.86	52.00	-7.14
5150-00 · Office - Cleaning	51.92	0.00	51.92
5100-00 · Rent - Other	12,719.14	11,196.40	1,522.74
Total 5100-00 · Rent	13,386.21	12,036.21	1,350.00
5310-00 · Telephone			
5320-00 · Telephone	575.25	544.56	30.69
Total 5310-00 · Telephone	575.25	544.56	30.69
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	50.00	0.00	50.00
5480-00 · Mail - Fed Ex	180.92	109.77	71.15
5420-00 · Mail - USPS - Other	0.00	83.48	-83.48
Total 5420-00 · Mail - USPS	230.92	193.25	37.67
5510-00 · Insurance/Bonding	231.50	220.16	11.34
5520-00 · Supplies	430.16	472.88	-42.72
5530-00 · Visitor Communications - Other	-109.00	0.00	-109.00
5610-00 · Depreciation	29.92	134.88	-104.96
5700-00 · Equipment Support & Maintenance	862.73	293.80	568.93
5710-00 · Taxes, Licenses & Fees	336.08	136.32	199.76
5740-00 · Equipment Rental/Leasing	851.87	1,113.56	-261.69
6742-00 · Non-NLT Co-Op Marketing Program	0.00	150.00	-150.00
8100-00 · Cost of Goods Sold			
52500 · Purchase Discounts	-0.44	-7.20	6.76
51100 · Freight and Shipping Costs	199.57	307.96	-108.39
59900 · POS Inventory Adjustments	253.49	-335.88	589.37
8100-00 · Cost of Goods Sold - Other	13,247.85	11,774.66	1,473.19
Total 8100-00 · Cost of Goods Sold	13,700.47	11,739.54	1,960.93
8200-00 · Associate Relations	0.00	27.53	-27.53
8500-00 · Credit Card Fees	103.30	588.34	-485.04
8810-00 · Dues & Subscriptions	0.00	69.98	-69.98
Total Expense	72,366.35	58,789.89	13,576.46
Net Ordinary Income	12,977.59	17,734.55	-4,756.96
Other Income/Expense			
Other Expense			
8990-00 · Allocated	6,209.98	6,149.04	60.94

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09/26/16

Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
42 - VIC

	<u>Jul - Aug 16</u>	<u>Jul - Aug 15</u>	<u>\$ Change</u>
Total Other Expense	6,209.98	6,149.04	60.94
Net Other Income	-6,209.98	-6,149.04	-60.94
Net Income	<u>6,767.61</u>	<u>11,585.51</u>	<u>-4,817.90</u>

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
50 - Infrastructure

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4050-00 · County of Placer TOT Funding	37,094.00	37,282.00	-188.00
Total Income	37,094.00	37,282.00	-188.00
Gross Profit	37,094.00	37,282.00	-188.00
Expense			
5000-00 · Salaries & Wages			
5020-00 · P/R - Tax Expense	1,145.30	314.27	831.03
5030-00 · P/R - Health Insurance Expense	570.34	774.89	-204.55
5040-00 · P/R - Workmans Comp	0.00	68.31	-68.31
5060-00 · 401 (k)	534.90	468.20	66.70
5070-00 · Other Benefits and Expenses	13.56	75.00	-61.44
5000-00 · Salaries & Wages - Other	11,751.38	11,337.30	414.08
Total 5000-00 · Salaries & Wages	14,015.48	13,037.97	977.51
5100-00 · Rent			
5110-00 · Utilities	38.22	108.85	-70.63
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00
5150-00 · Office - Cleaning	41.54	55.00	-13.46
5100-00 · Rent - Other	722.24	1,119.64	-397.40
Total 5100-00 · Rent	802.00	1,315.49	-513.49
5310-00 · Telephone			
5320-00 · Telephone	394.48	297.07	97.41
Total 5310-00 · Telephone	394.48	297.07	97.41
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	50.00	0.00	50.00
5420-00 · Mail - USPS - Other	0.00	40.00	-40.00
Total 5420-00 · Mail - USPS	50.00	40.00	10.00
5510-00 · Insurance/Bonding	27.78	26.42	1.36
5520-00 · Supplies	14.72	76.63	-61.91
5610-00 · Depreciation	18.42	83.00	-64.58
5700-00 · Equipment Support & Maintenance	72.00	70.40	1.60
5710-00 · Taxes, Licenses & Fees	83.75	83.89	-0.14
5740-00 · Equipment Rental/Leasing	252.76	321.34	-68.58
5941-00 · Research & Planning	750.00	375.00	375.00
8700-00 · Automobile Expenses	61.83	136.93	-75.10
8750-00 · Meals/Meetings	0.00	60.00	-60.00
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00
Total Expense	16,543.22	13,889.14	2,654.08
Net Ordinary Income	20,550.78	23,392.86	-2,842.08
Other Income/Expense			
Other Expense			
8990-00 · Allocated	6,830.97	6,763.94	67.03
Total Other Expense	6,830.97	6,763.94	67.03
Net Other Income	-6,830.97	-6,763.94	-67.03
Net Income	13,719.81	16,628.92	-2,909.11

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
60 - Membership

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Income			
4200-00 · Membership Ann/Conf Dues	20,293.96	53,526.08	-33,232.12
4201-00 · New Member Fees	375.00	225.00	150.00
4250-00 · Revenues-Membership Activities			
4250-02 · Tourism Summit	75.00	0.00	75.00
4250-00 · Revenues-Membership Activities - Other	450.00	4,643.43	-4,193.43
Total 4250-00 · Revenues-Membership Activities	525.00	4,643.43	-4,118.43
4251-00 · Revenue-Tue AM Breakfast Club	120.00	930.00	-810.00
4252-00 · Revenue - Sponsorships	1,000.00	0.00	1,000.00
Total Income	22,313.96	59,324.51	-37,010.55
Gross Profit	22,313.96	59,324.51	-37,010.55
Expense			
5000-00 · Salaries & Wages			
5000-01 · In-Market Administration	-2,750.00	-2,416.66	-333.34
5020-00 · P/R - Tax Expense	1,041.91	1,271.53	-229.62
5030-00 · P/R - Health Insurance Expense	2,741.75	2,355.50	386.25
5040-00 · P/R - Workmans Comp	0.00	61.48	-61.48
5060-00 · 401 (k)	0.00	72.41	-72.41
5070-00 · Other Benefits and Expenses	23.78	200.00	-176.22
5000-00 · Salaries & Wages - Other	11,418.15	16,993.34	-5,575.19
Total 5000-00 · Salaries & Wages	12,475.59	18,537.60	-6,062.01
5100-00 · Rent			
5110-00 · Utilities	58.35	108.85	-50.50
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00
5150-00 · Office - Cleaning	72.69	55.00	17.69
5100-00 · Rent - Other	1,343.92	1,119.64	224.28
Total 5100-00 · Rent	1,474.96	1,315.49	159.47
5310-00 · Telephone			
5320-00 · Telephone	508.72	433.05	75.67
Total 5310-00 · Telephone	508.72	433.05	75.67
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	400.00	0.00	400.00
5420-00 · Mail - USPS - Other	0.00	51.19	-51.19
Total 5420-00 · Mail - USPS	400.00	51.19	348.81
5510-00 · Insurance/Bonding	83.34	79.26	4.08
5520-00 · Supplies	68.69	76.63	-7.94
5610-00 · Depreciation	18.42	83.00	-64.58
5700-00 · Equipment Support & Maintenance	126.00	72.39	53.61
5710-00 · Taxes, Licenses & Fees	83.75	83.89	-0.14
5740-00 · Equipment Rental/Leasing	546.56	714.07	-167.51
5800-00 · Training Seminars	0.00	1,049.12	-1,049.12
6423-00 · Membership Activities			
6432-00 · Membership - Newsletter	600.00	300.00	300.00
6442-00 · Public Relations/Website	0.00	1,582.50	-1,582.50
6443-00 · Membership - Bridal Faire	0.00	1,242.42	-1,242.42
6423-00 · Membership Activities - Other	897.31	1,395.14	-497.83
Total 6423-00 · Membership Activities	1,497.31	4,520.06	-3,022.75
6437-00 · Tuesday Morning Breakfast Club	1,417.50	1,394.00	23.50
8200-00 · Associate Relations	0.00	174.30	-174.30
8500-00 · Credit Card Fees	1,185.34	524.09	661.25
8700-00 · Automobile Expenses	139.32	66.15	73.17
8750-00 · Meals/Meetings	0.00	77.92	-77.92

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
60 - Membership

	<u>Jul - Aug 16</u>	<u>Jul - Aug 15</u>	<u>\$ Change</u>
8810-00 · Dues & Subscriptions	320.00	454.96	-134.96
Total Expense	<u>20,345.50</u>	<u>29,707.17</u>	<u>-9,361.67</u>
Net Ordinary Income	1,968.46	29,617.34	-27,648.88
Other Income/Expense			
Other Expense			
8990-00 · Allocated	5,588.98	5,534.13	54.85
Total Other Expense	<u>5,588.98</u>	<u>5,534.13</u>	<u>54.85</u>
Net Other Income	<u>-5,588.98</u>	<u>-5,534.13</u>	<u>-54.85</u>
Net Income	<u><u>-3,620.52</u></u>	<u><u>24,083.21</u></u>	<u><u>-27,703.73</u></u>

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss by Class
70 - Administration

	Jul - Aug 16	Jul - Aug 15	\$ Change
Ordinary Income/Expense			
Expense			
5000-00 · Salaries & Wages			
5020-00 · P/R - Tax Expense	2,453.58	2,706.60	-253.02
5030-00 · P/R - Health Insurance Expense	3,948.58	8,271.07	-4,322.49
5040-00 · P/R - Workmans Comp	0.00	232.25	-232.25
5060-00 · 401 (k)	584.34	1,308.89	-724.55
5070-00 · Other Benefits and Expenses	42.00	250.00	-208.00
5000-00 · Salaries & Wages - Other	31,692.76	36,665.82	-4,973.06
Total 5000-00 · Salaries & Wages	38,721.26	49,434.63	-10,713.37
5100-00 · Rent			
5110-00 · Utilities	136.23	327.84	-191.61
5140-00 · Repairs & Maintenance	24.71	100.00	-75.29
5150-00 · Office - Cleaning	155.77	154.00	1.77
5100-00 · Rent - Other	3,452.40	3,584.98	-132.58
Total 5100-00 · Rent	3,769.11	4,166.82	-397.71
5310-00 · Telephone			
5320-00 · Telephone	1,520.47	1,578.79	-58.32
5310-00 · Telephone - Other	-38.58	0.00	-38.58
Total 5310-00 · Telephone	1,481.89	1,578.79	-96.90
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	250.00	0.00	250.00
5420-00 · Mail - USPS - Other	0.00	91.85	-91.85
Total 5420-00 · Mail - USPS	250.00	91.85	158.15
5510-00 · Insurance/Bonding	203.71	193.74	9.97
5520-00 · Supplies	634.55	613.48	21.07
5610-00 · Depreciation	57.52	259.42	-201.90
5700-00 · Equipment Support & Maintenance	730.00	167.46	562.54
5710-00 · Taxes, Licenses & Fees	1,656.83	1,214.89	441.94
5740-00 · Equipment Rental/Leasing	389.21	428.43	-69.22
5900-00 · Professional Fees			
5910-00 · Professional Fees - Attorneys	0.00	120.00	-120.00
5920-00 · Professional Fees - Accountant	12,250.00	1,840.00	10,410.00
Total 5900-00 · Professional Fees	12,250.00	1,960.00	10,290.00
8200-00 · Associate Relations	0.00	404.31	-404.31
8300-00 · Board Functions	78.95	137.50	-58.55
8500-00 · Credit Card Fees	154.05	0.00	154.05
8700-00 · Automobile Expenses	0.00	196.23	-196.23
8750-00 · Meals/Meetings	0.00	60.00	-60.00
8810-00 · Dues & Subscriptions	1,752.68	445.00	1,307.68
8910-00 · Travel	0.00	2,594.40	-2,594.40
8930-00 · Prior Period Adjustments	0.00	-4,800.74	4,800.74
Total Expense	62,099.76	59,146.21	2,953.55
Net Ordinary Income	-62,099.76	-59,146.21	-2,953.55
Other Income/Expense			
Other Expense			
8990-00 · Allocated	-62,099.76	-61,490.35	-609.41
Total Other Expense	-62,099.76	-61,490.35	-609.41
Net Other Income	62,099.76	61,490.35	609.41
Net Income	0.00	2,344.14	-2,344.14

KEY METRICS FOR JULY 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru July 2016)					
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2009-10	\$ 2,815,626	\$ 1,633,431	\$ 3,605,526	\$ 1,190,129	\$ 9,244,712
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,401,526	\$ 2,048,674	\$ 3,494,493	\$ 1,637,062	\$ 11,581,755
2014-15	\$ 4,560,082	\$ 2,414,779	\$ 3,428,463	\$ 1,741,213	\$ 12,144,537
2015-16	\$ 4,869,184	\$ 3,873,789	\$ 5,359,469	\$ 1,652,577	\$ 15,755,019

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru July'17)					
Referrals -	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:					
Walk in/Events	14,404	16,155	14,866	16,569	11.46%
Phone/Email	881	714	713	824	15.57%
Kings Beach (Walk in Only)	4,560	2,739	3,746	2,908	-22.37%
Totals	19,845	19,608	19,325	20,301	5.05%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of June 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		
Fourth	\$ 488,100	\$ 521,965	\$ 495,699		
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 1,472,753	

EDD

Unemployment Rates	June 2014	July 2015	June 2016	Aug 2016
California (pop. 38,332,521)	7.1%	6.7%	5.4%	5.5%
Placer County (367,309)	6.0%	5.2%	4.8%	4.7%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.1%
Kings Beach (3,893)	6.0%	6.8%	6.3%	6.1%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.3%	5.1%
Tahoe Vista (1,433)	10.1%	8.9%	4.4%	4.3%

Destimetrics Reservations Activity				
	FYTD 15/16	FYTD 16/17	Change	
Occupancy	66.7%	67.7%	1.4%	
ADR (Average Daily Rate)	\$ 278	\$ 267	-4.0%	
RevPAR (Rev per Available Room)	\$ 186	\$ 181	-2.6%	
Occupancy 1 Mth Forecast	48.8%	55.2%	13.1%	
ADR 1 Mth Forecast	\$ 218	\$ 225	3.5%	
RevPAR 1 Mth Forecast	\$ 106	\$ 124	17.0%	
Occupancy (prior 6 months)	50.1%	55.6%	11.0%	
ADR (prior 6 months)	\$ 236	\$ 247	4.5%	
RevPAR (prior 6 months)	\$ 118	\$ 137	16.0%	
Occupancy (next 6 months)	17.1%	23.6%	38.2%	
ADR (next 6 months)	\$ 226	\$ 204	-9.8%	
RevPAR (next 6 months)	\$ 39	\$ 48	24.7%	

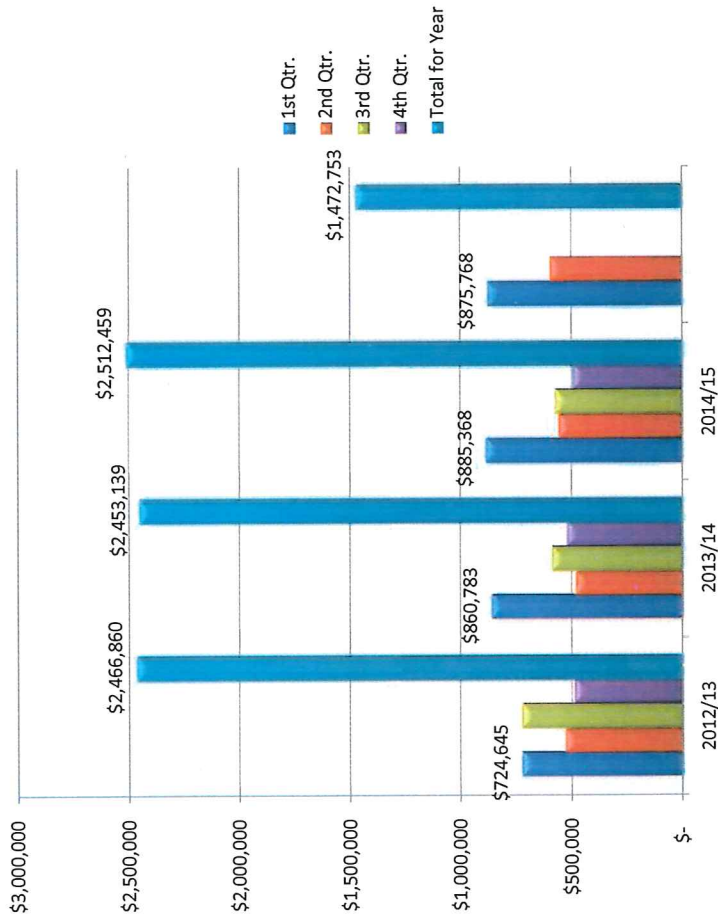
Infrastructure Fund Balances Held by Placer County				
as of 6/30/16 (Reported Quarterly)	Total Chamber Membership			
	June 2013	June 2014	June 2015	June 2016
FY 2013-14 Contract	\$ -	\$ -	\$ -	\$ -
FY 2014-15 Contract	\$ 1,121,770	\$ 474	\$ 474	\$ 474
FY 2015-16 Contract	\$ 3,138,364	\$ 508	\$ 508	\$ 508
Total Fund Balances	\$ 4,260,134	\$ 487	\$ 487	\$ 487

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17				
	2015-16	2016-17	YOY % Change	
	Actuals	Forecasted		
FORWARD LOOKING (2015/16)				
Total Revenue Booked through April	\$ 2,988,637	\$ 2,919,448	-2.32%	
Forecasted Commission for this Revenue	157,984	132,119	-16.37%	
Number of Room Nights	15,588	20,897	34.06%	
Number of Tentative Bookings	59	57	-3.39%	
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:

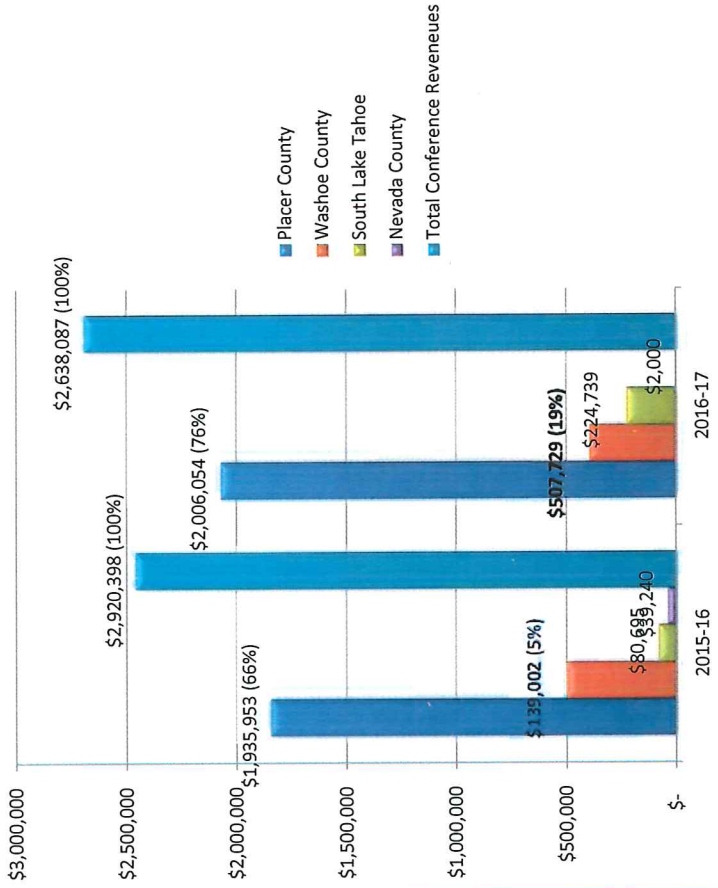
	15-16	16-17	
Placer	75%	77%	\$ 1,844,586
Washoe	20%	15%	\$ 496,281
South Lake	3%	8%	\$ 80,695
Nevada	2%	0%	\$ 39,240
Total Conference Revenue	100%	100%	\$ 2,460,802
			\$ 2,693,212

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



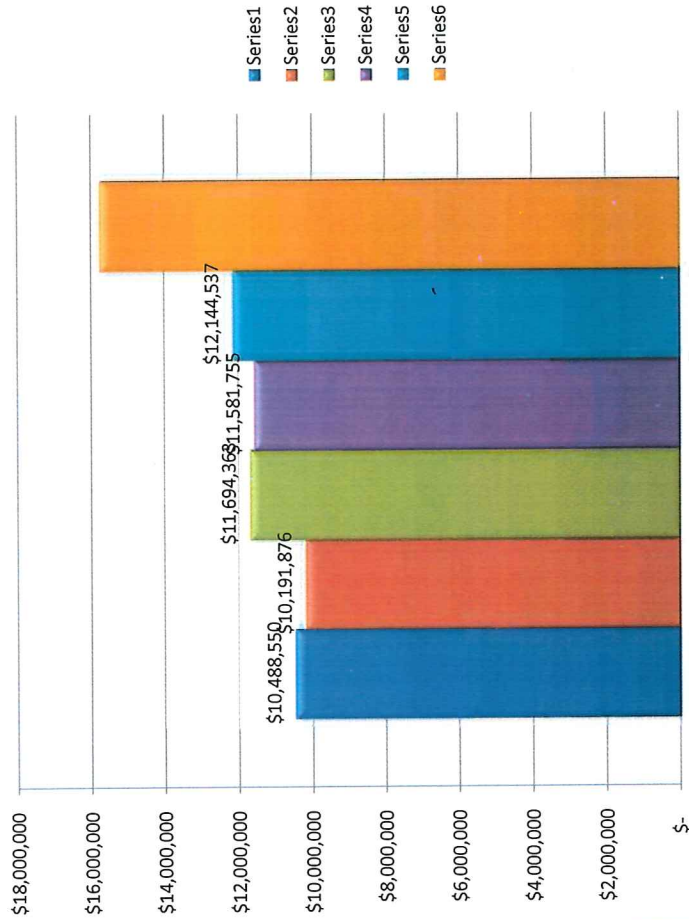
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of June 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.1%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.1%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ -	
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ -	
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 1,472,753	-41.4%

Conference Revenue Statistics & Revenue Share by County

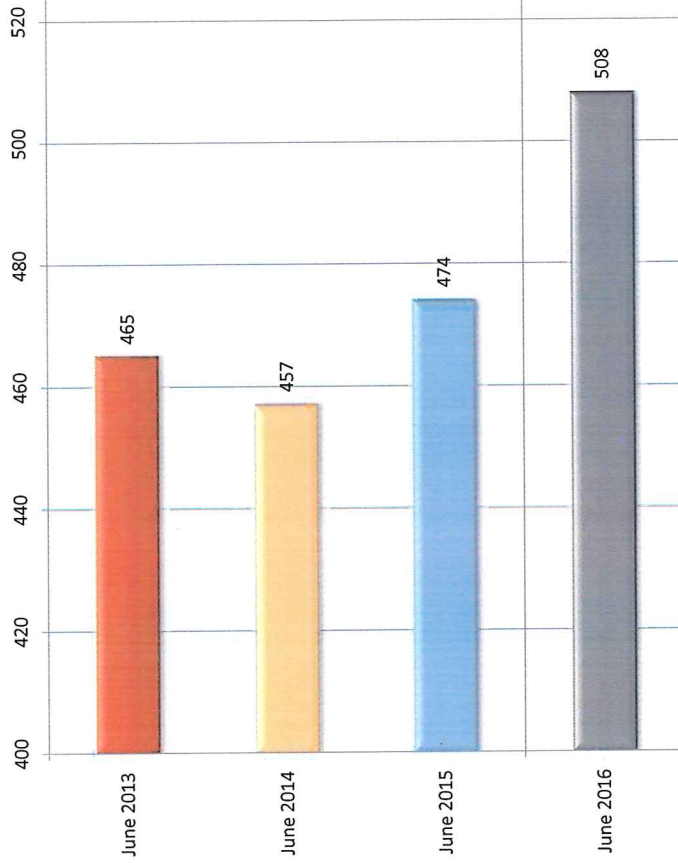


Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17			
	2014-15	2015-16	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked through April	\$ 2,988,637	\$ 2,919,448	-2.32%
Forecasted Commission for this Revenue	157,984	132,119	-16.37%
Number of Room Nights	15,588	20,897	34.06%
Number of Tentative Bookings	59	57	-3.39%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
Placer	\$ 1,844,586	\$ 2,071,649	12.31%
Washoe	\$ 496,281	\$ 394,824	-20.44%
South Lake	\$ 80,695	\$ 224,739	178.50%
Nevada	\$ 39,240	\$ 2,000	-94.90%
Total Conference Revenue	\$ 2,460,802	\$ 2,693,212	9.44%

5-Year Annual TOT Collections (Fiscal Year Basis)



Chamber Membership (# of Members)



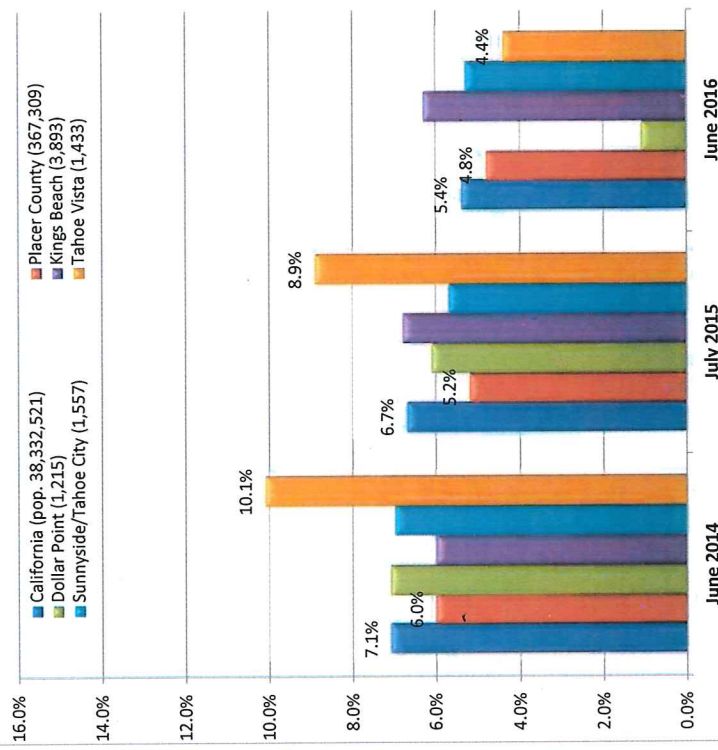
Total District 5 TOT Collections by Quarter 2010 - 2016 (as reported thru July 2016)

	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,103,118	\$ 4,263,868	\$ 1,444,425	\$ 11,694,363
2013-14	\$ 4,525,634	\$ 2,145,657	\$ 3,566,603	\$ 1,745,102	\$ 11,982,996
2014-15	\$ 4,690,454	\$ 2,527,484	\$ 3,462,341	\$ 1,838,955	\$ 12,519,234
2015-16	\$ 4,869,184	\$ 3,873,789	\$ 5,359,469	\$ 1,652,577	\$ 15,755,019

Chamber Of Commerce Total Membership

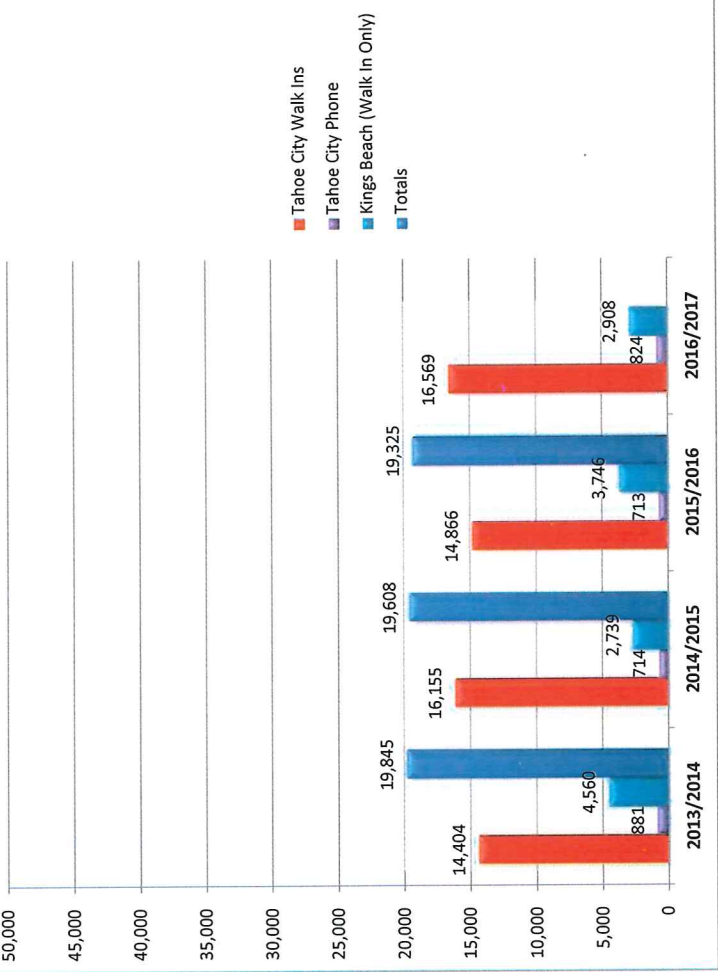
June 2013	465
June 2014	457
June 2015	474
June 2016	508

Unemployment Rates by Region

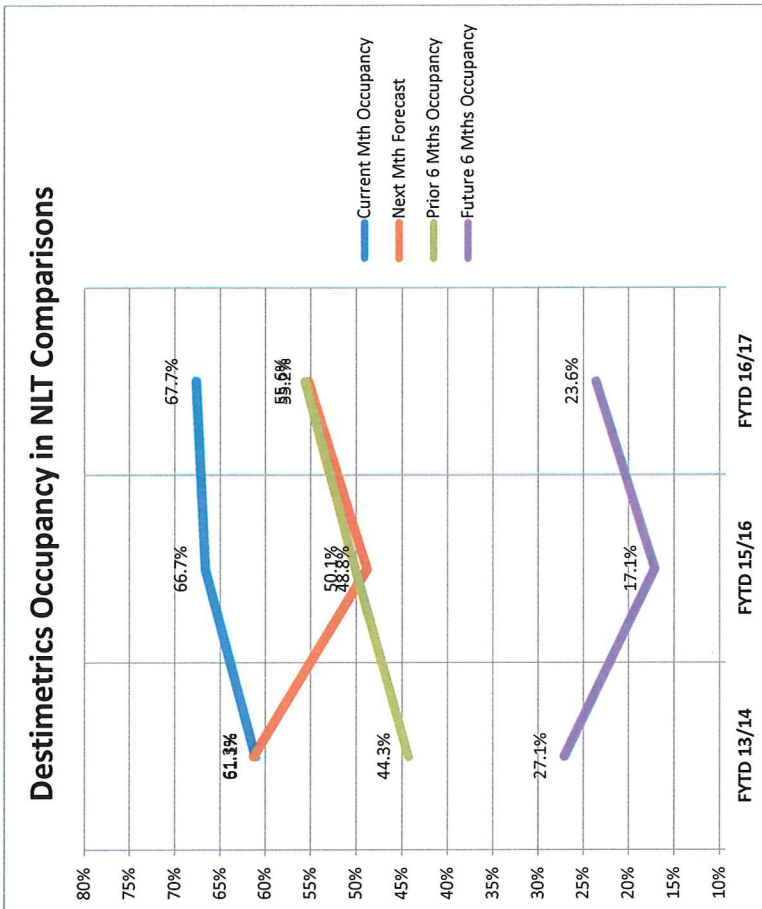


Unemployment Rates	December 2013		July 2015		May 2016	
	2013	2014	2015	2016	2016	2016
California	7.1%	6.7%	5.4%	5.5%		
Placer County	6.0%	5.2%	4.8%	4.7%		
Dollar Point	7.1%	6.1%	1.1%	1.1%		
Kings Beach	6.0%	6.8%	6.3%	6.1%		
Sunnyside/Tahoe City	7.0%	5.7%	5.3%	5.1%		
Tahoe Vista	10.1%	8.9%	4.4%	4.3%		

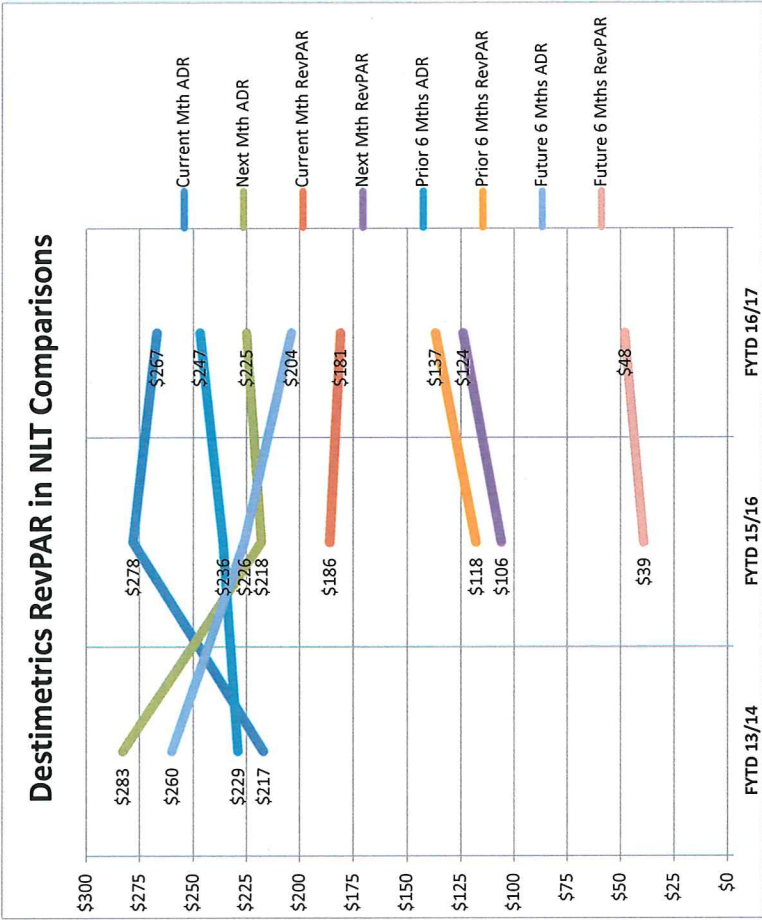
Visitor Information - FYTD YOY



Referrals -	2012/2013		2013/2014		2014/2015		2015/2016		YOY % Change
	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals	
Tahoe City:	14,404	16,155	16,155	14,866	14,866	16,569	16,569	16,569	11.46%
Walk In	881	714	714	713	713	824	824	824	15.57%
Phone	4,560	2,739	2,739	3,746	3,746	2,908	2,908	2,908	-22.37%
Kings Beach (Walk In Only, Jun-Sep)	19,845	19,608	19,608	19,325	19,325	20,301	20,301	20,301	5.05%
Totals									



Destimetrics Reservations Activity	FYTD 13/14	FYTD 15/16	FYTD 16/17	Y-O-Y Change
Occupancy	61.1%	66.7%	67.7%	1.4%
Occupancy 1 Mth Forecast	61.3%	48.8%	55.2%	13.1%
Occupancy (prior 6 months)	44.3%	50.1%	55.6%	11.0%
Occupancy (next 6 months)	27.1%	17.1%	23.6%	38.2%



Destimetrics Reservations Activity	FYTD 13/14	FYTD 15/16	FYTD 16/17	Y-O-Y Change
ADR (Average Daily Rate)	\$278	\$278	\$267	-4.0%
RevPAR (Rev per Available Room)	\$283	\$218	\$181	-2.6%
ADR 1 Mth Forecast	\$283	\$218	\$225	3.5%
RevPAR 1 Mth Forecast	\$229	\$106	\$124	17.0%
ADR (prior 6 months)	\$229	\$236	\$247	4.5%
RevPAR (prior 6 months)	\$260	\$118	\$137	16.0%
ADR (next 6 months)	\$260	\$226	\$204	-9.8%
RevPAR (next 6 months)	\$260	\$39	\$48	24.7%



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
 Statement Date AUG 28, 2016
 Total Activity \$729.95

**** 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	\$729.95		\$0.00		\$0.00		\$729.95

ACCOUNT ACTIVITY						
Posting Date	Transaction Date	Reference Number	Transaction Description			Amount
08-05	A 08-04	55547506218253217010118	TAHOE TRUCKEE SIERRAD TAHOE CITY CA Tran: ME Tax ID: 941580924 Mer Ref: ME Mer Zip: 96145 Dest Cty: USA			122.40 ✓
08-11	F 08-10	05314616224500238163952	WOLFDALES CUISINE UNI TAHOE CITY CA Tax ID: 680013011 Mer Zip: 96145			50.00 ✓
08-15	B 08-12	55310206226207451000021	WSTRN ASSOC OF CHMBRE 09164446670 CA Tax ID: 952261640 Mer Ref: 45100002 Mer Zip: 95814 Origin Zip: 95814 Dest Cty: USA			470.00 ✓
08-17	C 08-16	55480776230207710104408	CAL CHAMBER OF COMMERC 08003318877 CA Tax ID: 940361980 Mer Ref: 71010440 Mer Zip: 95814 Origin Zip: 95814 Dest Cty: USA			75.84 ✓
08-24	D 08-23	05314616236100100252516	FIFTYFIFTY BREWING CO TRUCKEE CA Tax ID: 113772489 Mer Zip: 96161			11.71 ✓

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0011-5901	Purchases & Other Charges	\$729.95
	Statement Date AUG 28, 2016	Cash Advances	\$0.00
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Fees	\$0.00
	Disputed Amount \$0.00	Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$729.95

Tahoe Truckee Sierra Disposal Co.
PO Box 135
Tahoe City, CA
96145

Date: 08-04-2016
Transaction ID:

Time: 12:01:49 PM
375752342

PURCHASE

Amount:
TOTAL:

\$122.40
\$122.40

Card Type: MASTERCARD
Entry Mode: KEYED
Card Number: *****5901
Bank Approval Code: 070611
Bank Transaction ID: 00000011

Tax Amount: \$0.00
Shipping Charge: \$0.00
PO Number: ME
Invoice Number: 201331
Clerk ID:
Description : 100 NORTHLAKE BLVD 6 YD BIN

X *paid via telephone 8-4-16*

Cardholder: SANDRA EVANS HALL

I agree to pay above total as per cardholder or merchant agreement.

A

WESTERN ASSOCIATION of CHAMBER EXECUTIVES

P.O. Box 1736, Sacramento, CA 95812-1736 / Phone (916) 442-2223 / Fax (916) 444-6685

Member No: 3313
Sandy Evans Hall (North Lake Tahoe
Chamber/CVB/Resort Association)
P.O. Box 884
Tahoe City, CA 96145

Due Date	Invoice No.
09/01/2016	25265

Please update the following as needed:

Phone: (530) 581-8739
 Fax: (530) 581-8789
 Email Address: sandy@gotahoenorth.com
 Website: www.gotahoenorth.com
 Membership Size: 0
 Annual Budget: \$186,000

Item	Qty.	Rate	Amount
Executive Membership Dues 09/01/2016 to 08/31/2017	1	470.00	470.00
Payment - 08/12/2016 CC# XXXX-			-470.00

Please refer to the annual salary range
to determine your renewal amount:

Annual Salary Range

\$0 - \$24,999.....	\$180
\$25,000 - \$39,999.....	\$260
\$40,000 - \$54,999.....	\$315
\$55,000 - \$99,999.....	\$410
\$100,000+.....	\$470

Amount Due _____

Payment Method

Check (Please make check payable to W.A.C.E.)
 Visa MasterCard Credit Card: 5569 3200 0011 5901 Exp. Date: 07/19

*Contributions or gifts are not deductible as charitable contributions for federal tax purposes.
However, dues payments are deductible by members as an ordinary and necessary business expense.*

Voluntary Contribution to Education Foundation: \$50.00

TOTAL ENCLOSED 470.00

REMIT PAYMENT & COPY OF INVOICE TO: W.A.C.E. / P.O. Box 1736 / Sacramento, CA 95812-1736

B

FOR OFFICE USE ONLY
Membership Dues - General/Executive

25265

Order No. WN182231 Order Date 8/4/2016

Standing Order	Qty	Name	Amount
<input type="checkbox"/>	2 (EACH)	Laminated Poster (English) Preorder Now In Stock 8/10/2016	\$75.98

**** Coupon Information**

FED1 20% of CA/Fed all-in-one Posters

Subtotal: \$75.98
 Coupon Discount: (\$15.20)
 Item Tax: \$0.00
 Shipping Charge: \$10.50
Total: \$71.28

\$75.84

To be shipped by: Standard (7-10) business days)

Become a preferred member and you will save 20% (\$15.20)

Contact Information

First Name:	Sandra
Last Name:	Hall
Email:	staffaccountant@gotahoe.com

Billing Info

Shipping Info

Company Name	NLTRA	Company Name	NLTRA
First Name	Sandra	First Name	Sandra
Last Name	Hall	Last Name	Hall
Address	P.O. Box 1757	Address	P.O. Box 1757
Address 2		Address 2	
City	Tahoe City	City	Tahoe City
Country	USA	Country	USA
State/Province	California	State/Province	California
Zip/Postal Code	96145-1757	Zip/Postal Code	96145-1757
Phone Number	5305818706	Phone Number	5305818706
Email Address	staffaccountant@gotahoe.com	Email Address	staffaccountant@gotahoe.com

Payment Information

Pay By: Credit
Card Holder Name: Sandra Evans Hall
Credit Card Number: *****5901
Credit Card Type: MC
Expiration: 07/2019



©

Sandy Evans Hall

From: CalChamber
Sent: Monday, August 1, 2016 8:26 AM
To: sandy@gotahoenorth.com
Subject: Compliance Alert: Required Changes to Federal Employment Postings



Dear Sandra,

Thank you for purchasing your all-in-one 2016 California and Federal Employment Notices poster from CalChamber.

On July 26, 2016, the U.S. Department of Labor (DOL) announced **mandatory changes that take effect August 1, 2016**, to two federal employment postings—allowing little time for employers to comply by the deadline.

These required updates affect **the Federal Minimum Wage notice and the Employee Polygraph Protection Act notice**, and our revised 2016 California and Federal Employment Notices poster will reflect the updates.

Save 20% if you order a replacement poster by August 31, 2016. (Preferred and Executive members receive their 20% member discount in addition to this offer.)

Purchase online now or call Customer Service at (800) 331-8877, **using priority code FED1** and referencing your CID# 551875.

We expect posters to ship around August 10. Prepayment is required for orders under \$150 and all online orders. Shipping and handling charges are non-refundable.

Thank you for your business,

Jackie Gunby
Director of Operations

1215 K Street, Suite 1400 • Sacramento, CA 95814

To unsubscribe send an email to: unsubscribe@calchamber.com

*OK to order
2 posters.
SEH
5520-70*

Adam & David
Wilson Timman

FIFTY - FIFTY
11197 BROCKWAY RD
TRUCKEE, CA. 96161
(530)587-2337

8/22/2016 4:47:03 PM

Card Type: Master Card
Card Number: XXXXXXXXXXXX5901
Swipe/Manual: Swipe
Card Owner: EVANS HALL/SANDRA
Server: JACK 492 Pretzel Bread
Check Number: 443236/1
Table/Tab #: 47
Approval: 051402

Amount 91.71
+Tip 2.00
=Total 11.71

I agree to comply with
the cardholder agreement.

(D)

Customer Signature

CUSTOMER COPY

332
TRUCKEE CITY, CA 96161
530-587-4283
415900104931

Merchant No. 5960104931 Ref No. 0012

August Gym
Sale

XXXXXXXXXXXX1895
VISA Entry Method: Swiped

Total: \$ 177.00
\$25.00

07/20/16 07:46:28
Inv #: 000004 Appr Code: 08624C
Transaction ID: 386202531803674
Apprvd: Online Batch#: 000492

(E)

Customer Copy
THANK YOU

Gift Certificate for Employee
of the
WOLDALE'S
CUISINE UNIQUE Month

8/10/16 17:33
Check 40001
Type Sale
Terminal 4
Hostess/Host KATHLEEN

Ginger Karl

Swiped
Card Type EVANS HALL/SANDRA
Master card
Auth 038873
Trans ID 1

Sale 50.00

Tip \$
Total \$ (F)

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

Customer Copy