



May 2016 Financial Packet

Finance Committee Meeting

Friday, July 21, 2016 at 3:00pm

NLTRA Conference Room Upstairs

***Item G 16-17 Detail Budget will be presented at meeting**



PO Box 884 - Tahoe City, CA 96145 Ph – (530) 581-8700 Fx – (530) 581-1686
FINANCE COMMITTEE
Friday, June 24, 2016 1:30-3:00 pm
NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Eric Pilcher (via-phone), Ramona Cruz (via-phone)

COMMITTEE MEMBERS NOT PRESENT: Mike Salmon

PLACER COUNTY AUTHORIZED REPRESENTATIVE: Daniel Vick (via-phone)

RESORT ASSOCIATION STAFF: Al Priester, Sandy Evans-Hall, Ron Treabess, Dawn Baffone

A. Call to Order - Establish Quorum:

- Eric Pilcher called the meeting to order at 1:40pm and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (Eric Pilcher/Ramona Cruz) (3-0-0) motion to the approve agenda

D. Approval of Finance Committee Meeting Minutes, April 21, 2016 Finance Committee minutes.
M/S/C (Ramona Cruz/Eric Pilcher) (3-0-0) motion to approve Finance Committee minutes, May 19, 2016

E. Review Action Items:

- No action items were brought forward.

F. May 2016 Financial Statements

M/S/C (Eric Pilcher/Ramona Cruz) (3-0-0) motion to the approve Financial Statements

- Profit and Loss Statement which had been provided in the packet was the last fiscal year in error. The correct fiscal year was provided via email.
- Accounts Receivable Report was discussed. USA Cycling charge may be reversed. Judy is back next week, will follow up.
- Balance Sheet-Sales tax Quickbooks error was discussed. Sales tax will be corrected next month and brought down to close to a zero balance.
- Profit and Loss Awards dinner spending was allocated incorrectly in Weblink (was mapped as dues) but has been corrected.
- Profit and Loss May \$15,000 #4350 has been corrected. A payment sent directly to vendor. Invoice was reversed.
- Page 3 prior period adjustments credit \$7,233.44 should change with audit. Was clearing out of old A/P's and items going back to 2011. Dan pointed out that the Departmental

Budget vs. Actual should flow back to the cumulative totals. AI will look into this. Most likely this is due to timing of printing forms.

- Membership #4350 Special Event budget under balance. AI will look into it.

ACTION: AI to follow up with Judy regarding USA cycling charge.

ACTION: AI will fix sales tax next month in Quickbooks in order to bring it down to close to a zero balance.

ACTION: AI will look into Special Event #4350

ACTION: AI - Budget vs. Actual to be changed to flow back into the cumulative total in Quickbooks.

G. Awards Dinner Budget vs. Actual

- Award Dinner Financial Statement-All of the expenses listed were figures input into an excel spreadsheet by Ginger and input as a single expense account in Quickbooks. There will be a revised chart of accounts with subclasses next year in Quickbooks to be able to handle this.
- Discussion about sales tax and that as a nonprofit we should be charging sales tax on merchandise items, and even on auction items.

H. 16-17 Budget

- **Separate meeting will be held Monday, June 27, 2016 at 9:00 a.m. to discuss the 2016-2017 Budget**

I. Supplemental Information

- **Dashboard Report**-Will be completed on Monday, June 27, 2016 and included in the packet

J. Approval of June CEO Expenses

M/S/C (Eric Pilcher/Ramona Cruz) (3-0-0) motion to the approve CEO Expenses

K. Committee Member Comments

- No Committee Member comments

I. Adjournment – 2:50pm

Submitted By:
Dawn Baffone
Executive Secretary
NLT Chamber/CVB/Resort Association



PO Box 884 - Tahoe City, CA 96145 Ph – (530) 581-8700 Fx – (530) 581-1686
FINANCE COMMITTEE
Friday, June 27, 2016 9:00 am
NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Eric Pilcher (via-phone), Ramona Cruz (via-phone)

COMMITTEE MEMBERS NOT PRESENT: Mike Salmon

RESORT ASSOCIATION STAFF: Al Priester, Sandy Evans-Hall, Ron Treabess, Dawn Baffone

A. Call to Order - Establish Quorum:

- Eric Pilcher called the meeting to order at 9:25 am and a quorum was established.

B. Public Forum: None

C. NLTRA 16-17 Budget Review

M/S/C (Ramona Cruz/Eric Pilcher) (2-0-0) motion to the approve 2016-2017 Budget

- Al shared that by printing the Budget vs. Actual by department and cumulative totals for the same date and time, all department totals equaled amounts on the cumulative version.
- Budget is aligned with Attachment A3 and Attachment C
- Discussion regarding 2016/2017 Budget.
- Budget will be sent to Board today with Attachments C and A3, as well as Dashboard and committee briefs

D. Adjournment – 2:50pm

Submitted By:
Dawn Baffone
Executive Secretary
NLT Chamber/CVB/Resort Association

North Lake Tahoe Resort Association
Balance Sheet
 As of June 30, 2016

DRAFT

Jun 30, 16

ASSETS

Current Assets

Checking/Savings

1001-00 · Petty Cash	1,056.32
1003-00 · Cash - Operations BOTW #6712	424,203.41
1007-00 · Cash - Payroll BOTW #7421	6,045.08
1008-00 · Marketing Reserve - Plumas	50,018.09
1009-00 · Cash Flow Reserve - Plumas	100,048.23
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	13,145.22
10950 · Cash in Drawer	361.80

Total Checking/Savings 624,459.71

Accounts Receivable

1200-00 · Quickbooks Accounts Receivable	86,446.49
1290-00 · A/R - TOT	8.00

Total Accounts Receivable 86,454.49

Other Current Assets

1200-99 · AR Other	7,574.47
12000 · Undeposited Funds	1,966.99
1201-00 · WebLink Accounts Receivable	61,780.00
1201-02 · Allowance for Doubtful Accounts	-3,000.00
12100 · Inventory Asset	32,090.32
1298 · Receivable from Employees	82.05
1299 · Receivable from NLTMC	114,443.39

Total Other Current Assets 214,937.22

Total Current Assets 925,851.42

Fixed Assets

1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-41,147.52
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-34,204.81
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,283.86

Total Fixed Assets 3,407.77

Other Assets

1400-00 · Prepaid Expenses	
1430-00 · Prepaid 1st Class Postage	6,400.58
1400-00 · Prepaid Expenses - Other	4,709.61

Total 1400-00 · Prepaid Expenses 11,110.19

1410-00 · Prepaid Insurance	4,436.82
1500-00 · Suspense*	740.00

Total Other Assets 16,287.01

TOTAL ASSETS 945,546.20

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000-00 · Accounts Payable	128,746.07
2001-00 · Credit Card Payable	18,864.56

Total Accounts Payable 147,610.63

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07/19/16
Accrual Basis

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2016

DRAFT

	Jun 30, 16
Credit Cards	
2080-00 · Bank of the West - Master Cards	
2080-02 · MC_8366_Jason	-256.24
Total 2080-00 · Bank of the West - Master Cards	-256.24
Total Credit Cards	-256.24
Other Current Liabilities	
2100-00 · Salaries / Wages Payable	
2101-00 · Incentive Payable	36,218.90
2100-00 · Salaries / Wages Payable - Other	32,195.52
Total 2100-00 · Salaries / Wages Payable	68,414.42
2180-00 · Estimated PTO Liability	56,488.29
2190-00 · Sales and Use Tax Payable	
2195-00 · Use Tax Payable	30.00
25500 · *Sales Tax Payable	2,997.71
2190-00 · Sales and Use Tax Payable - Other	-1,083.45
Total 2190-00 · Sales and Use Tax Payable	1,944.26
2250-00 · Accrued Expenses	10,000.00
2400-00 · Intra-Company Borrowings	11.38
2400-42 · Marketing Co-op	-3.13
2400-60 · Deferred Revenue- Member Dues	80,728.33
24000 · Payroll Liabilities	
24100 · Wage Garnishment Payable	899.48
Total 24000 · Payroll Liabilities	899.48
2650-00 · Deferred Rev - Events	-1,699.70
26900 · Unbilled Purchases	6.00
2800-00 · Suspense	920.06
Total Other Current Liabilities	217,709.39
Total Current Liabilities	365,063.78
Total Liabilities	365,063.78
Equity	
32000 · Unrestricted Net Assets	50,286.21
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,048.23
3302 · Marketing Cash Reserve	50,018.09
Net Income	113,435.89
Total Equity	580,482.42
TOTAL LIABILITIES & EQUITY	945,546.20

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North Lake Tahoe Resort Association
A/R Aging Summary
 As of June 30, 2016

07/19/16

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	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Anne Poole Weddings	0.00	0.00	0.00	0.00	75.00	75.00
Congressman Tom McClintock Office	0.00	0.00	0.00	85.00	0.00	85.00
Donner Lake Village Resort/Granite Peak	181.60	0.00	0.00	0.00	0.00	181.60
Edgewood Tahoe	0.00	550.00	0.00	0.00	0.00	550.00
Forest Suites Resort	0.00	0.00	0.00	0.00	158.00	158.00
Granlibakken Resort	225.90	0.00	0.00	0.00	0.00	225.90
Hampton Inn & Suites	0.00	0.00	0.00	0.00	466.30	466.30
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	563.10	563.10
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	669.51	669.51
Hyatt Regency Lake Tahoe Resort, Spa & Ca	1,419.05	0.00	0.00	0.00	90.80	1,509.85
Lake Tahoe Jetovator	0.00	0.00	0.00	0.00	300.00	300.00
Northstar California	9,000.00	0.00	0.00	0.00	10,599.74	19,599.74
Olympic Bike Shop	0.00	0.00	0.00	0.00	150.00	150.00
Reno Sparks Convention & Visitors Auth.	0.00	0.00	0.00	0.00	-555.20	-555.20
Resort at Squaw Creek*	5,346.27	0.00	0.00	17,821.68	7,819.43	30,987.38
River Ranch Lodge & Restaurant	0.00	0.00	0.00	239.50	0.00	239.50
Spectrum Media	0.00	0.00	0.00	755.00	0.00	755.00
Squaw Valley Lodge/Granite Peak Managemen	3,230.67	0.00	0.00	0.00	-0.55	3,230.12
Squaw Valley Resort	0.00	0.00	0.00	0.00	411.75	411.75
Tahoe Biltmore Lodge & Casino	68.64	0.00	0.00	0.00	187.74	256.38
Tahoe Dave's Ski Shops	225.00	0.00	0.00	0.00	0.00	225.00
Tahoe Mountain Resorts Lodging	1,844.57	0.00	0.00	0.00	903.19	2,747.76
Tahoe Sailing Charters	0.00	0.00	0.00	0.00	400.00	400.00
Tahoma Lodge	0.00	200.00	0.00	0.00	0.00	200.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	0.00	0.00
The Ritz-Carlton	1,851.10	4,710.45	0.00	0.00	10,046.90	16,608.45
The Village at Squaw Valley	2,632.92	0.00	0.00	0.00	3,773.43	6,406.35
TOTAL	<u>26,025.72</u>	<u>5,460.45</u>	<u>0.00</u>	<u>18,901.18</u>	<u>36,059.14</u>	<u>86,446.49</u>

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North Lake Tahoe Resort Association A/P Aging Summary

07/19/16

As of June 30, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
A Carlisle Printers	0.00	4,235.78	0.00	0.00	0.00	4,235.78
Accountemps	3,098.59	649.25	0.00	0.00	0.00	3,747.84
ADP	0.00	-61.94	0.00	0.00	0.00	-61.94
Adventure Maps, Inc.	0.00	0.00	0.00	0.00	17.99	17.99
Adventure Marketing	0.00	0.00	0.00	0.00	7.95	7.95
Alpen Sierra Coffee Roasting Company, Inc	92.50	0.00	0.00	0.00	0.00	92.50
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	0.00	376.40	0.00	0.00	0.00	376.40
Aurora World, Inc.	351.98	0.00	0.00	0.00	0.00	351.98
Bank of the West Bank Card Center	18,864.56	0.00	0.00	0.00	0.00	18,864.56
Bison Bookbinding and Letterpre	0.00	0.00	468.95	0.00	0.00	468.95
Bittersweet Springs	0.00	0.00	0.00	0.00	699.75	699.75
CA Department of Transportation	654.00	0.00	0.00	0.00	0.00	654.00
Chris Werfel	10.80	0.00	0.00	0.00	0.00	10.80
Cintas Corporation #623	232.80	107.73	107.73	0.00	0.00	448.26
David C. Antonucci	0.00	0.00	0.00	0.00	16.00	16.00
Dept of California Highway Patrol	0.00	6,431.00	0.00	0.00	0.00	6,431.00
Digital Matrix	975.00	0.00	0.00	0.00	0.00	975.00
Dorfman Pacific Co.	0.00	0.00	0.00	0.00	238.84	238.84
Emily Detwiler*	0.00	0.00	0.00	0.00	0.00	0.00
Employers Assurance Co.	1,270.50	0.00	0.00	0.00	0.00	1,270.50
Enchanted Leaves	0.00	0.00	0.00	0.00	218.22	218.22
Family Support Registry	789.53	0.00	0.00	0.00	0.00	789.53
Far Fetched Wholesale Jewlery	0.00	0.00	0.00	0.00	-369.11	-369.11
FedEx	0.00	44.08	0.00	0.00	0.00	44.08
Gallery Keoki, Inc.	0.00	0.00	0.00	0.00	46.60	46.60
Ginger Karl*	0.00	0.00	0.00	0.00	-789.53	-789.53
Globe Pequot Press	0.00	0.00	0.00	0.00	12.42	12.42
Great Basin Window Cleaning	425.00	0.00	0.00	0.00	0.00	425.00
Greg Howey*	25.00	0.00	0.00	0.00	0.00	25.00
Hawk's Peak Publishing	0.00	0.00	0.00	0.00	85.00	85.00
Heyday	0.00	0.00	0.00	0.00	95.22	95.22
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
iDSS Global LLC	0.00	0.00	0.00	0.00	10,000.00	10,000.00
Ingram Publisher Services, Inc.	0.00	0.00	0.00	0.00	8.47	8.47
JC Sunny LLC	195.85	0.00	271.39	0.00	0.00	467.24
Jeff Freeman Photography	4,200.00	9,300.00	0.00	0.00	0.00	13,500.00
John Thompson*	253.69	0.00	0.00	0.00	0.00	253.69
Judy Laverty*	174.89	0.00	0.00	40.86	0.00	215.75
Jujuz Treat Company	0.00	0.00	0.00	0.00	67.50	67.50
Kaplowe Studios	99.00	0.00	0.00	99.00	198.00	396.00
Karen Colbert	0.00	172.50	0.00	0.00	0.00	172.50
Kay Dee Designs	0.00	0.00	0.00	0.00	9.00	9.00
Keen Communications	0.00	0.00	0.00	0.00	73.37	73.37
Krista Tranquilla Designs	0.00	0.00	0.00	0.00	55.00	55.00
Kym Fabel	51.46	0.00	0.00	0.00	0.00	51.46
Laser Gifts	0.00	0.00	0.00	0.00	3.92	3.92
LazyOne	0.00	0.00	0.00	0.00	308.75	308.75
Liberty Utilities*	625.15	0.00	0.00	0.00	0.00	625.15
Longleaf Services, Inc.	0.00	0.00	0.00	0.00	0.03	0.03
LSC Transportation Consultants, Inc.*	180.00	0.00	0.00	0.00	0.00	180.00
McSteven's, Inc.	0.00	0.00	0.00	0.00	102.29	102.29
Meredith Solin	1,120.00	0.00	0.00	0.00	0.00	1,120.00
Mic Mac Publishing	0.00	0.00	0.00	0.00	14.40	14.40
Miscellaneous	0.00	0.00	0.00	0.00	2,869.11	2,869.11
MIXT Studio	947.00	0.00	0.00	0.00	0.00	947.00
Moh Rajabzadeh	0.00	31.50	0.00	0.00	0.00	31.50
Mona Schulte	140.00	0.00	0.00	0.00	0.00	140.00
Moonshine Ink*, LLC	0.00	257.81	0.00	0.00	0.00	257.81
Morris Visitor Publications, LLC	0.00	4,995.00	0.00	0.00	0.00	4,995.00
Multiple	0.00	0.00	0.00	0.00	0.00	0.00
North Tahoe Business Association*	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Porter Simon*	0.00	0.00	0.00	280.00	0.00	280.00
Reno-Sparks Convention & Visitors Auth.	0.00	0.00	362.45	0.00	0.00	362.45
Ricoh USA	1,163.09	0.00	0.00	0.00	0.00	1,163.09
Ron Treabess	196.68	0.00	0.00	0.00	0.00	196.68

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North Lake Tahoe Resort Association
A/P Aging Summary
As of June 30, 2016

DRAFT

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Rotor Collective Digital Cinema, Inc.	0.00	2,050.00	0.00	0.00	0.00	2,050.00
Sandy Evans Hall*	110.06	0.00	0.00	0.00	0.00	110.06
Sarah Winters	40.80	0.00	0.00	0.00	0.00	40.80
Shift Communications & Consulting	0.00	1,980.00	0.00	0.00	0.00	1,980.00
Shop Local	0.00	0.00	0.00	0.00	30.00	30.00
Sierra Essentials	479.00	0.00	0.00	0.00	0.00	479.00
Sierra Nevada Ad Partners	7,552.71	0.00	0.00	0.00	0.00	7,552.71
Sierra Nevada Media Group*, Inc.	279.20	257.45	0.00	746.70	0.00	1,283.35
Silent Auction Pro	0.00	0.00	0.00	431.16	0.00	431.16
Spectrum	0.00	0.00	0.00	-0.39	0.00	-0.39
Sprint	77.53	0.00	0.00	0.00	0.00	77.53
Stephen's Farmhouse	0.00	0.00	0.00	0.00	20.40	20.40
Swigard's True Value Hardware, Inc.*	70.57	30.37	0.00	0.00	0.00	100.94
Tahoe Basics	1,660.00	0.00	0.00	0.00	0.00	1,660.00
Tahoe Blue Bath	0.00	0.00	0.00	0.00	11.00	11.00
Tahoe Central Market	89.50	0.00	0.00	0.00	0.00	89.50
Tahoe City Downtown Association*	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Tahoe Eco	0.00	0.00	0.00	0.00	201.00	201.00
Tahoe Fat Tire Festival	0.00	0.00	0.00	0.00	-2,500.00	-2,500.00
Tahoe Tech Group, Inc.	0.00	0.00	0.00	0.00	-60.00	-60.00
Tahoe Tessie	732.00	0.00	0.00	0.00	0.00	732.00
Tahoe Truckee Sierra Disposal*	161.34	0.00	0.00	0.00	0.00	161.34
Tahoe.com*	2,000.00	0.00	0.00	0.00	0.00	2,000.00
Tangled Roots Writing	112.50	0.00	0.00	0.00	0.00	112.50
The Abbi Agency*, Inc.	8,600.00	2,050.00	0.00	0.00	0.00	10,650.00
The Store...Copies and More	0.00	361.42	284.40	0.00	0.00	645.82
Tim Cleary & Associates, Inc.	1,251.25	0.00	0.00	0.00	0.00	1,251.25
Tim Schroeder	0.00	0.00	0.00	0.00	-280.00	-280.00
TNCI	0.00	78.71	0.00	0.00	0.00	78.71
Truckee Fire Protection District	0.00	0.00	0.00	0.00	-2,400.00	-2,400.00
Uline	331.41	0.00	0.00	0.00	0.00	331.41
University of Chicago Press	0.00	0.00	0.00	0.00	36.21	36.21
Valerie Lomeli*	0.00	0.00	0.00	-0.46	-34.85	-35.31
Verizon Wireless	-0.46	0.00	0.00	0.00	0.00	-0.46
Wanda's Flower Shop	0.00	0.00	0.00	800.00	0.00	800.00
Wholesale Resort Accessories, Inc.	469.00	7.50	0.00	0.00	21.50	498.00
Woodluck Wholesale	0.00	0.00	0.00	0.00	-298.65	-298.65
World Triathlon Corporation*	20,175.00	0.00	0.00	0.00	0.00	20,175.00
TOTAL	101,628.48	33,354.56	1,494.92	2,396.87	8,735.80	147,610.63

North Lake Tahoe Resort Association
Profit & Loss by Class
 July 2015 through June 2016

1:13 PM
 07/19/16
 Accrual Basis

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
Ordinary Income/Expense								
Income								
4050-00 - County of Placer TOT Funding	2,244,912.68	333,727.68	200,883.74	293,034.60	223,726.30	0.00	0.00	3,296,285.00
4200-00 - Membership Ann/Cont Dues	0.00	5,350.00	0.00	0.00	0.00	81,823.36	0.00	87,173.36
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	2,110.00	0.00	2,110.00
4250-00 - Revenues-Membership Activities	5.00	0.00	0.00	80.00	0.00	62,514.87	0.00	62,599.87
4251-00 - Revenue-Tue AM Breakfast Club	90.00	0.00	0.00	15.00	0.00	10,015.00	0.00	10,120.00
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	500.00	0.00	500.00
4350-00 - Special Events (Marketing)	1,719.00	0.00	0.00	0.00	0.00	0.00	0.00	1,719.00
4502-00 - Non-retail VIC income	0.00	0.00	0.00	3,677.25	0.00	375.00	0.00	4,052.25
4600-00 - Commissions	0.00	14,432.44	0.00	0.00	0.00	0.00	0.00	14,432.44
4601-00 - Commissions - South Shore	-803.57	204,920.56	0.00	0.00	0.00	0.00	0.00	204,116.99
4600-00 - Commissions - Other	-803.57	219,353.00	0.00	0.00	0.00	0.00	0.00	218,549.43
Total 4600-00 - Commissions	-803.57	219,353.00	0.00	0.00	0.00	0.00	0.00	218,549.43
46000 - Merchandise Sales	0.00	0.00	0.00	75,202.73	0.00	0.00	0.00	75,202.73
4720-00 - Miscellaneous	0.00	0.00	0.00	0.00	0.00	420.00	0.00	420.00
Total Income	2,245,923.11	558,430.68	200,883.74	372,009.58	223,726.30	157,758.23	0.00	3,758,731.64
Cost of Goods Sold	0.00	0.00	0.00	60.00	0.00	0.00	0.00	60.00
52900 - Purchases - Resale Items	0.00	0.00	0.00	60.00	0.00	0.00	0.00	60.00
Total COGS	0.00	0.00	0.00	60.00	0.00	0.00	0.00	60.00
Gross Profit	2,245,923.11	558,430.68	200,883.74	371,949.58	223,726.30	157,758.23	0.00	3,758,671.64
Expense								
5000-00 - Salaries & Wages	12,083.30	0.00	0.00	0.00	0.00	-12,083.30	0.00	0.00
5000-01 - In-Market Administration	0.00	20,521.37	0.00	0.00	0.00	0.00	0.00	20,521.37
5010-00 - Sales Commissions	18,170.60	16,009.95	6,040.52	13,026.27	6,040.54	6,863.90	17,636.10	83,787.88
5020-00 - P/R - Tax Expense	26,017.64	13,311.79	3,646.98	16,670.42	3,647.01	13,119.34	26,125.53	104,538.71
5030-00 - P/R - Health Insurance Expense	1,084.73	1,064.73	1,183.05	2,247.70	1,183.05	1,064.73	4,022.11	11,830.10
5040-00 - P/R - Workmans Comp	6,382.86	7,925.98	2,716.25	4,928.48	2,861.87	594.91	7,033.01	32,443.36
5060-00 - 401 (K)	2,131.38	477.82	166.11	552.82	166.02	969.61	880.06	5,343.82
5070-00 - Other Benefits and Expenses	221,610.42	174,013.88	71,437.92	142,610.83	75,078.64	74,376.26	237,827.58	996,955.53
5000-00 - Salaries & Wages - Other	287,460.93	233,325.52	85,190.83	182,036.52	88,977.13	84,905.45	293,524.39	1,255,420.77
Total 5000-00 - Salaries & Wages	287,460.93	233,325.52	85,190.83	182,036.52	88,977.13	84,905.45	293,524.39	1,255,420.77
5100-00 - Rent	1,526.72	768.65	510.54	6,210.95	510.54	534.09	1,752.00	11,813.49
5110-00 - Utilities	1,312.55	681.92	421.15	845.97	421.15	421.15	1,340.41	5,444.30
5140-00 - Repairs & Maintenance	1,718.61	862.81	570.43	1,462.16	570.43	605.61	1,659.95	7,450.00
5150-00 - Office - Cleaning	19,511.95	9,756.31	6,611.44	69,525.29	6,611.44	6,952.54	21,747.31	140,716.28
5100-00 - Rent - Other	24,069.83	12,069.69	8,113.56	78,044.37	8,113.56	8,513.39	26,499.67	165,424.07
Total 5100-00 - Rent	24,069.83	12,069.69	8,113.56	78,044.37	8,113.56	8,513.39	26,499.67	165,424.07
5310-00 - Telephone	6,317.04	2,815.87	2,125.45	3,079.06	2,125.47	3,001.16	8,698.35	28,162.40
5320-00 - Telephone	289.85	0.00	0.00	0.00	0.00	0.00	0.00	289.85
5350-00 - Internet	0.00	0.00	0.00	0.00	0.00	0.00	171.27	171.27
5310-00 - Telephone - Other	6,606.89	2,815.87	2,125.45	3,079.06	2,125.47	3,001.16	8,669.62	28,623.52
Total 5310-00 - Telephone	6,606.89	2,815.87	2,125.45	3,079.06	2,125.47	3,001.16	8,669.62	28,623.52
5420-00 - Mail - USPS	18.65	0.00	0.00	0.00	0.00	215.00	271.65	505.30
5470-00 - Mail - UPS	661.63	0.00	0.00	166.19	0.00	0.00	0.00	827.82
5480-00 - Mail - Fed Ex	74.03	114.37	46.92	161.24	61.92	298.11	157.22	913.81
5420-00 - Mail - USPS - Other	754.31	114.37	46.92	327.43	61.92	513.11	428.87	2,246.93
Total 5420-00 - Mail - USPS	1,366.80	1,366.80	215.80	1,798.46	215.80	647.43	1,582.62	7,193.71
5510-00 - Insurance/Bonding								

North Lake Tahoe Resort Association
Profit & Loss by Class
 July 2015 through June 2016

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Accrual Basis

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
5520-00 - Supplies	3,786.98	94.99	0.00	942.95	0.00	85.30	953.54	5,863.76
5525-00 - Supplies - Computer <\$1000	3,209.14	470.47	726.11	2,889.31	605.39	1,342.19	6,316.97	15,559.58
5520-00 - Supplies - Other								
Total 5520-00 - Supplies	6,996.12	565.46	726.11	3,832.26	605.39	1,427.49	7,270.51	21,423.34
5530-00 - Visitor Communications - Other	0.00	0.00	0.00	0.00	0.00	35.44	0.00	35.44
5610-00 - Depreciation	1,430.41	743.75	457.67	743.75	457.67	457.67	1,430.41	5,721.33
5700-00 - Equipment Support & Maintenance	1,174.25	562.17	350.32	2,012.67	350.32	401.27	3,771.14	8,622.14
5710-00 - Taxes, Licenses & Fees	302.15	136.32	83.89	386.30	83.89	83.89	8128.67	9,205.11
5740-00 - Equipment Rental/Leasing	1,690.02	1,607.84	1,425.79	5,538.61	1,425.79	3,097.43	2,009.38	16,794.86
5800-00 - Training Seminars	2,125.48	0.00	0.00	0.00	0.00	2,141.20	100.00	4,366.68
5900-00 - Professional Fees								
5910-00 - Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	3,180.00	3,180.00
5920-00 - Professional Fees - Accountant	7,500.00	0.00	0.00	0.00	7,500.00	0.00	87,124.93	102,124.93
5900-00 - Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	312.50	312.50
Total 5900-00 - Professional Fees	7,500.00	0.00	0.00	0.00	7,500.00	0.00	90,617.43	105,617.43
5941-00 - Research & Planning	0.00	0.00	43,382.87	0.00	29,961.57	0.00	0.00	73,344.44
5948-00 - Transportation Projects								
5953-00 - Summer Traffic Management (S-2)	0.00	0.00	32,581.00	0.00	0.00	0.00	0.00	32,581.00
5955-00 - Winter Traffic Management (S-1)	0.00	0.00	6,431.00	0.00	0.00	0.00	0.00	6,431.00
Total 5948-00 - Transportation Projects	0.00	0.00	39,012.00	0.00	0.00	0.00	0.00	39,012.00
6020-00 - Programs	22,923.74	0.00	0.00	0.00	0.00	0.00	0.00	22,923.74
6016-00 - Community Marketing Programs								
Total 6020-00 - Programs	22,923.74	0.00	0.00	0.00	0.00	0.00	0.00	22,923.74
6023-00 - Autumn Food & Wine	17.69	0.00	0.00	0.00	0.00	0.00	0.00	17.69
6025-00 - AFW - Postage	-472.77	0.00	0.00	0.00	0.00	0.00	0.00	-472.77
6030-00 - AFW-Media	31,669.50	0.00	0.00	0.00	0.00	0.00	0.00	31,669.50
6023-00 - Autumn Food & Wine - Other								
Total 6023-00 - Autumn Food & Wine	31,234.42	0.00	0.00	0.00	0.00	0.00	0.00	31,234.42
6420-00 - Sponsorship	14,600.00	0.00	0.00	0.00	0.00	0.00	0.00	14,600.00
6420-01 - Winter/WonderGrass_Tahoe	36,211.82	0.00	0.00	0.00	0.00	0.00	0.00	36,211.82
6421-00 - New Event Development	407,742.47	0.00	0.00	0.00	0.00	0.00	0.00	407,742.47
6422-00 - IronMan Lake Tahoe	-8,003.83	0.00	0.00	0.00	0.00	0.00	0.00	-8,003.83
6427-00 - USA Cycling	86,569.07	0.00	100.00	0.00	0.00	0.00	0.00	86,669.07
6420-00 - Sponsorship - Other								
Total 6420-00 - Sponsorship	539,119.53	0.00	100.00	0.00	0.00	0.00	0.00	539,219.53
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	4,253.41	0.00	4,253.41
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	-11,465.81	0.00	-11,465.81
6434-00 - Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	64.83	0.00	64.83
6436-00 - Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	69.24	0.00	69.24
6441-00 - Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	3,920.50	0.00	3,920.50
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.00	0.00	3,269.86	0.00	3,269.86
6443-00 - Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	15,458.64	0.00	15,458.64
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	15,570.67	0.00	15,570.67
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	15,570.67	0.00	15,570.67
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	4,964.00	0.00	4,964.00
6490-00 - Classified Ads	0.00	0.00	0.00	0.00	0.00	0.00	15.00	15.00
6701-00 - Market Study Reports/Research	5,398.94	0.00	0.00	0.00	0.00	0.00	0.00	5,398.94
6730-00 - Marketing Cooperative/Media	968,654.83	113,350.00	0.00	0.00	0.00	0.00	0.00	1,082,019.83
6742-00 - Non-NLTT Co-Op Marketing Program	36,424.85	0.00	0.00	6,914.76	0.00	0.00	0.00	43,339.61

North Lake Tahoe Resort Association
Profit & Loss by Class

July 2015 through June 2016

Accrual Basis

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
6743-00 - BACC Marketing Programs								
6743-01 - Shop Local	8,330.43	0.00	0.00	0.00	0.00	0.00	0.00	8,330.43
6743-02 - Shopping Destination	11,197.59	0.00	0.00	0.00	0.00	0.00	0.00	11,197.59
6743-03 - Touch Lake Tahoe	20,200.00	0.00	0.00	0.00	0.00	0.00	0.00	20,200.00
6743-04 - High Notes	31,748.17	0.00	0.00	0.00	0.00	0.00	0.00	31,748.17
6743-05 - Peak Your Adventure	1,900.00	0.00	0.00	0.00	0.00	0.00	0.00	1,900.00
6743-00 - BACC Marketing Programs - Other	-76.34	0.00	0.00	0.00	0.00	0.00	0.00	-76.34
Total 6743-00 - BACC Marketing Programs	73,299.85	0.00	0.00	0.00	0.00	0.00	0.00	73,299.85
7500-00 - Trade Shows/Travel	362.45	0.00	0.00	0.00	0.00	0.00	0.00	362.45
8100-00 - Cost of Goods Sold	0.00	0.00	0.00	2,076.60	0.00	17.96	0.00	2,094.56
51100 - Freight and Shipping Costs	0.00	0.00	0.00	-568.22	0.00	0.00	0.00	-568.22
5900 - POS Inventory Adjustments	0.00	0.00	0.00	41,866.44	0.00	0.00	0.00	41,866.44
8100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	43,374.82	0.00	17.96	0.00	43,392.78
Total 8100-00 - Cost of Goods Sold	374.61	141.78	120.69	188.44	120.68	462.38	2,351.22	3,759.80
8200-00 - Associate Relations	0.00	0.00	0.00	0.00	0.00	0.00	2,273.49	2,273.49
8300-00 - Board Functions	90.00	94.22	22.50	1,702.33	22.50	1,742.26	3,178.01	6,851.82
8500-00 - Credit Card Fees	1,864.95	115.57	1,420.41	721.25	1,421.28	513.61	980.01	7,037.06
8700-00 - Automobile Expenses	2,063.25	0.00	1,045.02	133.84	191.24	247.01	1,221.28	4,901.64
8750-00 - Meals/Meetings	13,373.64	435.00	0.00	539.91	0.00	2,210.88	1,491.82	18,051.25
8810-00 - Dues & Subscriptions	1,551.60	0.00	0.00	20.00	0.00	1,131.62	2,305.52	5,006.74
8910-00 - Travel	4,169.85	-4,699.23	-2,035.00	-302.76	-2,035.00	20.33	-2,351.63	-7,233.44
8930-00 - Prior Period Adjustments	2,042,383.70	362,745.13	181,804.83	331,092.02	139,599.21	132,105.65	455,712.43	3,645,442.97
Total Expense	203,539.41	195,685.55	19,078.91	40,857.56	84,127.09	25,652.58	-455,712.43	113,228.67
Net Ordinary Income	0.00	0.00	0.00	207.22	0.00	0.00	0.00	207.22
Other Income/Expense	0.00	0.00	0.00	207.22	0.00	0.00	0.00	207.22
52500 - Purchase Discounts	0.00	0.00	0.00	207.22	0.00	0.00	0.00	207.22
Total Other Income	0.00	0.00	0.00	207.22	0.00	0.00	0.00	207.22
Other Expense	218,741.96	50,128.37	50,128.37	45,571.25	50,128.37	41,014.11	-455,712.43	0.00
8990-00 - Allocated	218,741.96	50,128.37	50,128.37	45,571.25	50,128.37	41,014.11	-455,712.43	0.00
Total Other Expense	-218,741.96	-50,128.37	-50,128.37	-45,571.25	-50,128.37	-41,014.11	455,712.43	207.22
Net Other Income	-15,202.55	145,557.18	-31,049.46	-4,506.47	33,998.72	-15,361.53	0.00	113,435.89
Net Income	-15,202.55	145,557.18	-31,049.46	-4,506.47	33,998.72	-15,361.53	0.00	113,435.89

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Accrual Basis

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

All Classes

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	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,296,285.00	3,416,660.00	-120,375.00	96.5%
4200-00 · Membership Ann/Conf Dues	87,173.36	142,690.00	-55,516.64	61.1%
4201-00 · New Member Fees	2,110.00	5,250.00	-3,140.00	40.2%
4250-00 · Revenues-Membership Activities	62,599.87	70,050.00	-7,450.13	89.4%
4251-00 · Revenue-Tue AM Breakfast Club	10,120.00	9,600.00	520.00	105.4%
4252-00 · Revenue - Sponsorships	500.00	8,100.00	-7,600.00	6.2%
4350-00 · Special Events (Marketing)	1,719.00	86,500.00	-84,781.00	2.0%
4502-00 · Non-retail VIC income	4,052.25	10,644.00	-6,591.75	38.1%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	14,432.44			
4600-00 · Commissions - Other	204,116.99	127,455.00	76,661.99	160.1%
Total 4600-00 · Commissions	218,549.43	127,455.00	91,094.43	171.5%
46000 · Merchandise Sales	75,202.73	114,886.00	-39,683.27	65.5%
4720-00 · Miscellaneous	420.00			
Total Income	3,758,731.64	3,991,835.00	-233,103.36	94.2%
Cost of Goods Sold				
52900 · Purchases - Resale Items	60.00			
Total COGS	60.00			
Gross Profit	3,758,671.64	3,991,835.00	-233,163.36	94.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	20,521.37	24,710.00	-4,188.63	83.0%
5020-00 · P/R - Tax Expense	83,787.88	100,996.00	-17,208.12	83.0%
5030-00 · P/R - Health Insurance Expense	104,538.71	172,124.00	-67,585.29	60.7%
5040-00 · P/R - Workmans Comp	11,830.10	35,220.00	-23,389.90	33.6%
5060-00 · 401 (k)	32,443.36	39,657.00	-7,213.64	81.8%
5065-00 · Merit	0.00	30,989.00	-30,989.00	0.0%
5070-00 · Other Benefits and Expenses	5,343.82	22,134.00	-16,790.18	24.1%
5000-00 · Salaries & Wages - Other	996,955.53	1,016,225.00	-19,269.47	98.1%
Total 5000-00 · Salaries & Wages	1,255,420.77	1,442,055.00	-186,634.23	87.1%
5100-00 · Rent				
5110-00 · Utilities	11,813.49	16,802.00	-4,988.51	70.3%
5140-00 · Repairs & Maintenance	5,444.30	7,907.00	-2,462.70	68.9%
5150-00 · Office - Cleaning	7,450.00	10,322.00	-2,872.00	72.2%
5100-00 · Rent - Other	140,716.28	137,609.00	3,107.28	102.3%
Total 5100-00 · Rent	165,424.07	172,640.00	-7,215.93	95.8%
5310-00 · Telephone				
5320-00 · Telephone	28,162.40	16,545.00	11,617.40	170.2%
5350-00 · Internet	289.85			
5310-00 · Telephone - Other	171.27	19,548.00	-19,376.73	0.9%
Total 5310-00 · Telephone	28,623.52	36,093.00	-7,469.48	79.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	505.30			
5480-00 · Mail - Fed Ex	827.82			
5420-00 · Mail - USPS - Other	913.81	4,288.00	-3,374.19	21.3%
Total 5420-00 · Mail - USPS	2,246.93	4,288.00	-2,041.07	52.4%
5510-00 · Insurance/Bonding	7,193.71	15,768.00	-8,574.29	45.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	5,863.76	2,000.00	3,863.76	293.2%
5520-00 · Supplies - Other	15,559.58	19,158.00	-3,598.42	81.2%
Total 5520-00 · Supplies	21,423.34	21,158.00	265.34	101.3%

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 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual All Classes

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
5530-00 · Visitor Communications - Other	35.44	460.00	-424.56	7.7%
5610-00 · Depreciation	5,721.33	7,836.00	-2,114.67	73.0%
5700-00 · Equipment Support & Maintenance	8,622.14	12,921.00	-4,298.86	66.7%
5710-00 · Taxes, Licenses & Fees	9,205.11	6,681.00	2,524.11	137.8%
5740-00 · Equipment Rental/Leasing	16,794.86	20,736.00	-3,941.14	81.0%
5800-00 · Training Seminars	4,366.68	12,786.00	-8,419.32	34.2%
5810-00 · Public Outreach	0.00	2,130.00	-2,130.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,180.00	0.00	3,180.00	100.0%
5920-00 · Professional Fees - Accountant	102,124.93	15,000.00	87,124.93	680.8%
5900-00 · Professional Fees - Other	312.50	21,000.00	-20,687.50	1.5%
Total 5900-00 · Professional Fees	105,617.43	36,000.00	69,617.43	293.4%
5940-00 · Research & Planning Membership	0.00	5,000.00	-5,000.00	0.0%
5941-00 · Research & Planning	73,344.44	102,000.00	-28,655.56	71.9%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	32,581.00			
5955-00 · Winter Traffic Management (S-1)	6,431.00			
Total 5948-00 · Transportation Projects	39,012.00			
6020-00 · Programs				
6016-00 · Community Marketing Programs	22,923.74	0.00	22,923.74	100.0%
Total 6020-00 · Programs	22,923.74	0.00	22,923.74	100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.69			
6030-00 · AFW-Media	-472.77			
6023-00 · Autumn Food & Wine - Other	31,689.50			
Total 6023-00 · Autumn Food & Wine	31,234.42			
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	14,600.00			
6421-00 · New Event Development	36,211.82	4,000.00	32,211.82	905.3%
6422-00 · IronMan Lake Tahoe	407,742.47	455,000.00	-47,257.53	89.6%
6427-00 · USA Cycling	-8,003.83	100,000.00	-108,003.83	-8.0%
6420-00 · Sponsorship - Other	88,669.07			
Total 6420-00 · Sponsorship	539,219.53	559,000.00	-19,780.47	96.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	4,253.41			
6434-00 · Community Awards Dinner	-11,465.81			
6436-00 · Membership - Wnt/Sum Rec Lunch	64.83			
6441-00 · Membership - Miscellaneous Exp	69.24			
6442-00 · Public Relations/Website	3,920.50			
6443-00 · Membership - Bridal Faire	3,269.86			
6423-00 · Membership Activities - Other	15,458.64	42,001.00	-26,542.36	36.8%
Total 6423-00 · Membership Activities	15,570.67	42,001.00	-26,430.33	37.1%
6437-00 · Tuesday Morning Breakfast Club	4,964.00	8,844.00	-3,880.00	56.1%
6490-00 · Classified Ads	15.00	750.00	-735.00	2.0%
6701-00 · Market Study Reports/Research	5,398.94	11,500.00	-6,101.06	46.9%
6730-00 · Marketing Cooperative/Media	1,082,019.83	1,089,500.00	-7,480.17	99.3%
6740-00 · Media/Collateral/Production	0.00	7,635.00	-7,635.00	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	43,339.61	120,800.00	-77,460.39	35.9%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	8,330.43			
6743-02 · Shopping Destination	11,197.59			
6743-03 · Touch Lake Tahoe	20,200.00			
6743-04 · High Notes	31,748.17			
6743-05 · Peak Your Adventure	1,900.00			
6743-00 · BACC Marketing Programs - Other	-76.34	80,000.00	-80,076.34	-0.1%

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 Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual All Classes

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	Jul '15 - Jun '16	Budget	\$ Over Budget	% of Budget
Total 6743-00 · BACC Marketing Programs	73,299.85	80,000.00	-6,700.15	91.6%
7253-00 · Conference - PUD	0.00	8,000.00	-8,000.00	0.0%
7500-00 · Trade Shows/Travel	362.45			
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	2,094.56			
59900 · POS Inventory Adjustments	-568.22			
8100-00 · Cost of Goods Sold - Other	41,866.44	61,212.00	-19,345.56	68.4%
Total 8100-00 · Cost of Goods Sold	43,392.78	61,212.00	-17,819.22	70.9%
8200-00 · Associate Relations	3,759.80	4,925.00	-1,165.20	76.3%
8300-00 · Board Functions	2,273.49	4,600.00	-2,326.51	49.4%
8500-00 · Credit Card Fees	6,851.82	7,120.00	-268.18	96.2%
8700-00 · Automobile Expenses	7,037.08	11,406.00	-4,368.92	61.7%
8750-00 · Meals/Meetings	4,901.64	10,964.00	-6,062.36	44.7%
8810-00 · Dues & Subscriptions	18,051.25	19,085.00	-1,033.75	94.6%
8910-00 · Travel	5,008.74	10,241.00	-5,232.26	48.9%
8930-00 · Prior Period Adjustments	-7,233.44			
Total Expense	3,645,442.97	3,956,135.00	-310,692.03	92.1%
Net Ordinary Income	113,228.67	35,700.00	77,528.67	317.2%
Other Income/Expense				
Other Income				
52500 · Purchase Discounts	207.22			
Total Other Income	207.22			
Net Other Income	207.22	0.00	207.22	100.0%
Net Income	113,435.89	35,700.00	77,735.89	317.7%

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 Accrual Basis

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,244,912.68	2,337,989.00	-93,076.32	96.0%
4250-00 · Revenues-Membership Activities	5.00			
4251-00 · Revenue-Tue AM Breakfast Club	90.00			
4350-00 · Special Events (Marketing)	1,719.00	86,500.00	-84,781.00	2.0%
4600-00 · Commissions	-803.57			
Total Income	2,245,923.11	2,424,489.00	-178,565.89	92.6%
Gross Profit	2,245,923.11	2,424,489.00	-178,565.89	92.6%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	12,083.30	14,500.00	-2,416.70	83.3%
5020-00 · P/R - Tax Expense	18,170.60	32,001.00	-13,830.40	56.8%
5030-00 · P/R - Health Insurance Expense	26,017.64	54,299.00	-28,281.36	47.9%
5040-00 · P/R - Workmans Comp	1,064.73	1,530.00	-465.27	69.6%
5060-00 · 401 (k)	6,382.86	9,035.00	-2,652.14	70.6%
5065-00 · Merit	0.00	5,678.00	-5,678.00	0.0%
5070-00 · Other Benefits and Expenses	2,131.38	4,900.00	-2,768.62	43.5%
5000-00 · Salaries & Wages - Other	221,610.42	223,123.00	-1,512.58	99.3%
Total 5000-00 · Salaries & Wages	287,460.93	345,066.00	-57,605.07	83.3%
5100-00 · Rent				
5110-00 · Utilities	1,526.72	2,100.00	-573.28	72.7%
5140-00 · Repairs & Maintenance	1,312.55	1,500.00	-187.45	87.5%
5150-00 · Office - Cleaning	1,718.61	3,024.00	-1,305.39	56.8%
5100-00 · Rent - Other	19,511.95	18,810.00	701.95	103.7%
Total 5100-00 · Rent	24,069.83	25,434.00	-1,364.17	94.6%
5310-00 · Telephone				
5320-00 · Telephone	6,317.04			
5350-00 · Internet	289.85			
5310-00 · Telephone - Other	0.00	10,608.00	-10,608.00	0.0%
Total 5310-00 · Telephone	6,606.89	10,608.00	-4,001.11	62.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	18.65			
5480-00 · Mail - Fed Ex	661.63			
5420-00 · Mail - USPS - Other	74.03	540.00	-465.97	13.7%
Total 5420-00 · Mail - USPS	754.31	540.00	214.31	139.7%
5510-00 · Insurance/Bonding	1,366.80	3,600.00	-2,233.20	38.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,786.98	2,000.00	1,786.98	189.3%
5520-00 · Supplies - Other	3,209.14	3,467.00	-257.86	92.6%
Total 5520-00 · Supplies	6,996.12	5,467.00	1,529.12	128.0%
5610-00 · Depreciation	1,430.41	1,958.00	-527.59	73.1%
5700-00 · Equipment Support & Maintenance	1,174.25	3,732.00	-2,557.75	31.5%
5710-00 · Taxes, Licenses & Fees	302.15	720.00	-417.85	42.0%
5740-00 · Equipment Rental/Leasing	1,690.02	2,640.00	-949.98	64.0%
5800-00 · Training Seminars	2,125.48	7,336.00	-5,210.52	29.0%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	7,500.00	7,500.00	0.00	100.0%
Total 5900-00 · Professional Fees	7,500.00	7,500.00	0.00	100.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	22,923.74	0.00	22,923.74	100.0%
Total 6020-00 · Programs	22,923.74	0.00	22,923.74	100.0%
6023-00 · Autumn Food & Wine				

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 Accrual Basis

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

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	Jul '15 - Jun '16	Budget	\$ Over Budget	% of Budget
6025-00 · AFW- Postage	17.69			
6030-00 · AFW-Media	-472.77			
6023-00 · Autumn Food & Wine - Other	31,689.50			
Total 6023-00 · Autumn Food & Wine	31,234.42			
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	14,600.00			
6421-00 · New Event Development	36,211.82	4,000.00	32,211.82	905.3%
6422-00 · IronMan Lake Tahoe	407,742.47	455,000.00	-47,257.53	89.6%
6427-00 · USA Cycling	-8,003.83	100,000.00	-108,003.83	-8.0%
6420-00 · Sponsorship - Other	88,569.07			
Total 6420-00 · Sponsorship	539,119.53	559,000.00	-19,880.47	96.4%
6701-00 · Market Study Reports/Research	5,398.94	11,500.00	-6,101.06	46.9%
6730-00 · Marketing Cooperative/Media	968,654.83	979,500.00	-10,845.17	98.9%
6742-00 · Non-NLT Co-Op Marketing Program	36,424.85	119,000.00	-82,575.15	30.6%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	8,330.43			
6743-02 · Shopping Destination	11,197.59			
6743-03 · Touch Lake Tahoe	20,200.00			
6743-04 · High Notes	31,748.17			
6743-05 · Peak Your Adventure	1,900.00			
6743-00 · BACC Marketing Programs - Other	-76.34	80,000.00	-80,076.34	-0.1%
Total 6743-00 · BACC Marketing Programs	73,299.85	80,000.00	-6,700.15	91.6%
7500-00 · Trade Shows/Travel	362.45			
8200-00 · Associate Relations	374.61	600.00	-225.39	62.4%
8500-00 · Credit Card Fees	90.00			
8700-00 · Automobile Expenses	1,864.95	3,600.00	-1,735.05	51.8%
8750-00 · Meals/Meetings	2,063.25	5,880.00	-3,816.75	35.1%
8810-00 · Dues & Subscriptions	13,373.64	8,600.00	4,773.64	155.5%
8910-00 · Travel	1,551.60	6,213.00	-4,661.40	25.0%
8930-00 · Prior Period Adjustments	4,169.85			
Total Expense	2,042,383.70	2,188,494.00	-146,110.30	93.3%
Net Ordinary Income	203,539.41	235,995.00	-32,455.59	86.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	218,741.96	214,995.00	3,746.96	101.7%
Total Other Expense	218,741.96	214,995.00	3,746.96	101.7%
Net Other Income	-218,741.96	-214,995.00	-3,746.96	101.7%
Net Income	-15,202.55	21,000.00	-36,202.55	-72.4%

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Accrual Basis

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	333,727.68	333,600.00	127.68	100.0%
4200-00 · Membership Ann/Conf Dues	5,350.00	7,690.00	-2,340.00	69.6%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	14,432.44			
4600-00 · Commissions - Other	204,920.56	127,455.00	77,465.56	160.8%
Total 4600-00 · Commissions	219,353.00	127,455.00	91,898.00	172.1%
Total Income	558,430.68	468,745.00	89,685.68	119.1%
Gross Profit	558,430.68	468,745.00	89,685.68	119.1%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	20,521.37	24,710.00	-4,188.63	83.0%
5020-00 · P/R - Tax Expense	16,009.95	20,158.00	-4,148.05	79.4%
5030-00 · P/R - Health Insurance Expense	13,311.79	33,231.00	-19,919.21	40.1%
5040-00 · P/R - Workmans Comp	1,064.73	1,530.00	-465.27	69.6%
5060-00 · 401 (k)	7,925.98	7,282.00	643.98	108.8%
5065-00 · Merit	0.00	4,633.00	-4,633.00	0.0%
5070-00 · Other Benefits and Expenses	477.82	4,625.00	-4,147.18	10.3%
5000-00 · Salaries & Wages - Other	174,013.88	176,940.00	-2,926.12	98.3%
Total 5000-00 · Salaries & Wages	233,325.52	273,109.00	-39,783.48	85.4%
5100-00 · Rent				
5110-00 · Utilities	768.65	1,050.00	-281.35	73.2%
5140-00 · Repairs & Maintenance	681.92	780.00	-98.08	87.4%
5150-00 · Office - Cleaning	862.81	1,512.00	-649.19	57.1%
5100-00 · Rent - Other	9,756.31	9,405.00	351.31	103.7%
Total 5100-00 · Rent	12,069.69	12,747.00	-677.31	94.7%
5310-00 · Telephone				
5320-00 · Telephone	2,815.87	3,072.00	-256.13	91.7%
Total 5310-00 · Telephone	2,815.87	3,072.00	-256.13	91.7%
5420-00 · Mail - USPS	114.37	660.00	-545.63	17.3%
5510-00 · Insurance/Bonding	1,366.80	2,760.00	-1,393.20	49.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	94.99			
5520-00 · Supplies - Other	470.47	1,020.00	-549.53	46.1%
Total 5520-00 · Supplies	565.46	1,020.00	-454.54	55.4%
5610-00 · Depreciation	743.75	1,019.00	-275.25	73.0%
5700-00 · Equipment Support & Maintenance	562.17	1,656.00	-1,093.83	33.9%
5710-00 · Taxes, Licenses & Fees	136.32	300.00	-163.68	45.4%
5740-00 · Equipment Rental/Leasing	1,607.84	2,256.00	-648.16	71.3%
6730-00 · Marketing Cooperative/Media	113,350.00	110,000.00	3,350.00	103.0%
7253-00 · Conference - PUD	0.00	8,000.00	-8,000.00	0.0%
8200-00 · Associate Relations	141.78	425.00	-283.22	33.4%
8500-00 · Credit Card Fees	94.22			
8700-00 · Automobile Expenses	115.57	1,076.00	-960.43	10.7%
8750-00 · Meals/Meetings	0.00	420.00	-420.00	0.0%
8810-00 · Dues & Subscriptions	435.00	955.00	-520.00	45.5%
8930-00 · Prior Period Adjustments	-4,699.23			
Total Expense	362,745.13	419,475.00	-56,729.87	86.5%
Net Ordinary Income	195,685.55	49,270.00	146,415.55	397.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	50,128.37	49,270.00	858.37	107.7%

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Accrual Basis

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

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	<u>Jul '15 - Jun '16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total Other Expense	50,128.37	49,270.00	858.37	101.7%
Net Other Income	-50,128.37	-49,270.00	-858.37	101.7%
Net Income	<u>145,557.18</u>	<u>0.00</u>	<u>145,557.18</u>	<u>100.0%</u>

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 Accrual Basis

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	200,883.74	220,798.00	-19,914.26	91.0%
Total Income	200,883.74	220,798.00	-19,914.26	91.0%
Gross Profit	200,883.74	220,798.00	-19,914.26	91.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	6,040.52	6,234.00	-193.48	96.9%
5030-00 · P/R - Health Insurance Expense	3,646.98	6,739.00	-3,092.02	54.1%
5040-00 · P/R - Workmans Comp	1,183.05	1,700.00	-516.95	69.6%
5060-00 · 401 (k)	2,716.25	3,639.00	-922.75	74.6%
5065-00 · Merit	0.00	3,023.00	-3,023.00	0.0%
5070-00 · Other Benefits and Expenses	166.11	1,646.00	-1,479.89	10.1%
5000-00 · Salaries & Wages - Other	71,437.92	76,762.00	-5,324.08	93.1%
Total 5000-00 · Salaries & Wages	85,190.83	99,743.00	-14,552.17	85.4%
5100-00 · Rent				
5110-00 · Utilities	510.54	1,502.00	-991.46	34.0%
5140-00 · Repairs & Maintenance	421.15	457.00	-35.85	92.2%
5150-00 · Office - Cleaning	570.43	602.00	-31.57	94.8%
5100-00 · Rent - Other	6,611.44	7,019.00	-407.56	94.2%
Total 5100-00 · Rent	8,113.56	9,580.00	-1,466.44	84.7%
5310-00 · Telephone				
5320-00 · Telephone	2,125.45	2,476.00	-350.55	85.8%
Total 5310-00 · Telephone	2,125.45	2,476.00	-350.55	85.8%
5420-00 · Mail - USPS	46.92	50.00	-3.08	93.8%
5510-00 · Insurance/Bonding	215.80	672.00	-456.20	32.1%
5520-00 · Supplies	726.11	900.00	-173.89	80.7%
5610-00 · Depreciation	457.67	627.00	-169.33	73.0%
5700-00 · Equipment Support & Maintenance	350.32	480.00	-129.68	73.0%
5710-00 · Taxes, Licenses & Fees	83.89	120.00	-36.11	69.9%
5740-00 · Equipment Rental/Leasing	1,425.79	1,320.00	105.79	108.0%
5810-00 · Public Outreach	0.00	950.00	-950.00	0.0%
5940-00 · Research & Planning Membership	0.00	5,000.00	-5,000.00	0.0%
5941-00 · Research & Planning	43,382.87	52,000.00	-8,617.13	83.4%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	32,581.00			
5955-00 · Winter Traffic Management (S-1)	6,431.00			
Total 5948-00 · Transportation Projects	39,012.00			
6420-00 · Sponsorship	100.00			
8200-00 · Associate Relations	120.69	400.00	-279.31	30.2%
8500-00 · Credit Card Fees	22.50			
8700-00 · Automobile Expenses	1,420.41	1,200.00	220.41	118.4%
8750-00 · Meals/Meetings	1,045.02	400.00	645.02	261.3%
8810-00 · Dues & Subscriptions	0.00	90.00	-90.00	0.0%
8930-00 · Prior Period Adjustments	-2,035.00			
Total Expense	181,804.83	176,008.00	5,796.83	103.3%
Net Ordinary Income	19,078.91	44,790.00	-25,711.09	42.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	50,128.37	44,790.00	5,338.37	111.9%
Total Other Expense	50,128.37	44,790.00	5,338.37	111.9%

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Accrual Basis

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Net Other Income	-50,128.37	-44,790.00	-5,338.37	111.9%
Net Income	<u>-31,049.46</u>	<u>0.00</u>	<u>-31,049.46</u>	<u>100.0%</u>

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 Accrual Basis

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	293,034.60	292,920.00	114.60	100.0%
4250-00 · Revenues-Membership Activities	80.00			
4251-00 · Revenue-Tue AM Breakfast Club	15.00			
4502-00 · Non-retail VIC income	3,677.25	10,644.00	-6,966.75	34.5%
46000 · Merchandise Sales	75,202.73	114,886.00	-39,683.27	65.5%
Total Income	372,009.58	418,450.00	-46,440.42	88.9%
Cost of Goods Sold				
52900 · Purchases - Resale Items	60.00			
Total COGS	60.00			
Gross Profit	371,949.58	418,450.00	-46,500.42	88.9%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	13,026.27	12,100.00	926.27	107.7%
5030-00 · P/R - Health Insurance Expense	18,670.42	22,957.00	-4,286.58	81.3%
5040-00 · P/R - Workmans Comp	2,247.70	3,230.00	-982.30	69.6%
5060-00 · 401 (k)	4,928.48	5,484.00	-555.52	89.9%
5065-00 · Merit	0.00	3,497.00	-3,497.00	0.0%
5070-00 · Other Benefits and Expenses	552.82	2,996.00	-2,443.18	18.5%
5000-00 · Salaries & Wages - Other	142,610.83	139,729.00	2,881.83	102.1%
Total 5000-00 · Salaries & Wages	182,036.52	189,993.00	-7,956.48	95.8%
5100-00 · Rent				
5110-00 · Utilities	6,210.95	7,500.00	-1,289.05	82.8%
5140-00 · Repairs & Maintenance	845.97	1,810.00	-964.03	46.7%
5150-00 · Office - Cleaning	1,462.16			
5100-00 · Rent - Other	69,525.29	67,178.00	2,347.29	103.5%
Total 5100-00 · Rent	78,044.37	76,488.00	1,556.37	102.0%
5310-00 · Telephone				
5320-00 · Telephone	3,079.06			
5310-00 · Telephone - Other	0.00	6,240.00	-6,240.00	0.0%
Total 5310-00 · Telephone	3,079.06	6,240.00	-3,160.94	49.3%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	166.19			
5420-00 · Mail - USPS - Other	161.24	1,140.00	-978.76	14.1%
Total 5420-00 · Mail - USPS	327.43	1,140.00	-812.57	28.7%
5510-00 · Insurance/Bonding	1,798.46	3,456.00	-1,657.54	52.0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	942.95			
5520-00 · Supplies - Other	2,889.31	5,524.00	-2,634.69	52.3%
Total 5520-00 · Supplies	3,832.26	5,524.00	-1,691.74	69.4%
5530-00 · Visitor Communications - Other	0.00	460.00	-460.00	0.0%
5610-00 · Depreciation	743.75	1,019.00	-275.25	73.0%
5700-00 · Equipment Support & Maintenance	2,012.67	2,100.00	-87.33	95.8%
5710-00 · Taxes, Licenses & Fees	386.30	1,116.00	-729.70	34.6%
5740-00 · Equipment Rental/Leasing	5,538.61	5,928.00	-389.39	93.4%
5800-00 · Training Seminars	0.00	1,400.00	-1,400.00	0.0%
6740-00 · Media/Collateral/Production	0.00	7,635.00	-7,635.00	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	6,914.76	1,800.00	5,114.76	384.2%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	2,076.60			
59900 · POS Inventory Adjustments	-568.22			
8100-00 · Cost of Goods Sold - Other	41,866.44	61,212.00	-19,345.56	68.4%

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 Accrual Basis

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Total 8100-00 · Cost of Goods Sold	43,374.82	61,212.00	-17,837.18	70.9%
8200-00 · Associate Relations	188.44	500.00	-311.56	37.7%
8500-00 · Credit Card Fees	1,702.33	3,600.00	-1,897.67	47.3%
8700-00 · Automobile Expenses	721.25	2,700.00	-1,978.75	26.7%
8750-00 · Meals/Meetings	133.84	720.00	-586.16	18.6%
8810-00 · Dues & Subscriptions	539.91			
8910-00 · Travel	20.00	628.00	-608.00	3.2%
8930-00 · Prior Period Adjustments	-302.76			
Total Expense	<u>331,092.02</u>	<u>373,659.00</u>	<u>-42,566.98</u>	<u>88.6%</u>
Net Ordinary Income	40,857.56	44,791.00	-3,933.44	91.2%
Other Income/Expense				
Other Income				
52500 · Purchase Discounts	207.22			
Total Other Income	<u>207.22</u>			
Other Expense				
8990-00 · Allocated	45,571.25	44,791.00	780.25	101.7%
Total Other Expense	<u>45,571.25</u>	<u>44,791.00</u>	<u>780.25</u>	<u>101.7%</u>
Net Other Income	<u>-45,364.03</u>	<u>-44,791.00</u>	<u>-573.03</u>	<u>101.3%</u>
Net Income	<u><u>-4,506.47</u></u>	<u><u>0.00</u></u>	<u><u>-4,506.47</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**

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	223,726.30	231,353.00	-7,626.70	96.7%
Total Income	<u>223,726.30</u>	<u>231,353.00</u>	<u>-7,626.70</u>	<u>96.7%</u>
Gross Profit	223,726.30	231,353.00	-7,626.70	96.7%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	6,040.54	6,234.00	-193.46	96.9%
5030-00 · P/R - Health Insurance Expense	3,647.01	6,739.00	-3,091.99	54.1%
5040-00 · P/R - Workmans Comp	1,183.05	1,700.00	-516.95	69.6%
5060-00 · 401 (K)	2,861.87	3,626.00	-764.13	78.9%
5065-00 · Merit	0.00	3,023.00	-3,023.00	0.0%
5070-00 · Other Benefits and Expenses	166.02	1,659.00	-1,492.98	10.0%
5000-00 · Salaries & Wages - Other	75,078.64	76,762.00	-1,683.36	97.8%
Total 5000-00 · Salaries & Wages	<u>88,977.13</u>	<u>99,743.00</u>	<u>-10,765.87</u>	<u>89.2%</u>
5100-00 · Rent				
5110-00 · Utilities	510.54	1,500.00	-989.46	34.0%
5140-00 · Repairs & Maintenance	421.15	480.00	-58.85	87.7%
5150-00 · Office - Cleaning	570.43	1,080.00	-509.57	52.8%
5100-00 · Rent - Other	6,611.44	6,669.00	-57.56	99.1%
Total 5100-00 · Rent	<u>8,113.56</u>	<u>9,729.00</u>	<u>-1,615.44</u>	<u>83.4%</u>
5310-00 · Telephone				
5320-00 · Telephone	2,125.47	2,400.00	-274.53	88.6%
Total 5310-00 · Telephone	<u>2,125.47</u>	<u>2,400.00</u>	<u>-274.53</u>	<u>88.6%</u>
5420-00 · Mail - USPS	61.92	50.00	11.92	123.8%
5510-00 · Insurance/Bonding	215.80	600.00	-384.20	36.0%
5520-00 · Supplies	605.39	947.00	-341.61	63.9%
5610-00 · Depreciation	457.67	627.00	-169.33	73.0%
5700-00 · Equipment Support & Maintenance	350.32	660.00	-309.68	53.1%
5710-00 · Taxes, Licenses & Fees	83.89	372.00	-288.11	22.6%
5740-00 · Equipment Rental/Leasing	1,425.79	1,552.00	-126.21	91.9%
5810-00 · Public Outreach	0.00	1,000.00	-1,000.00	0.0%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	7,500.00	7,500.00	0.00	100.0%
Total 5900-00 · Professional Fees	<u>7,500.00</u>	<u>7,500.00</u>	<u>0.00</u>	<u>100.0%</u>
5941-00 · Research & Planning	29,961.57	50,000.00	-20,038.43	59.9%
8200-00 · Associate Relations	120.68	350.00	-229.32	34.5%
8500-00 · Credit Card Fees	22.50			
8700-00 · Automobile Expenses	1,421.28	1,380.00	41.28	103.0%
8750-00 · Meals/Meetings	191.24	694.00	-502.76	27.6%
8930-00 · Prior Period Adjustments	-2,035.00			
Total Expense	<u>139,599.21</u>	<u>177,604.00</u>	<u>-38,004.79</u>	<u>78.6%</u>
Net Ordinary Income	84,127.09	53,749.00	30,378.09	156.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	50,128.37	53,749.00	-3,620.63	93.3%
Total Other Expense	<u>50,128.37</u>	<u>53,749.00</u>	<u>-3,620.63</u>	<u>93.3%</u>
Net Other Income	<u>-50,128.37</u>	<u>-53,749.00</u>	<u>3,620.63</u>	<u>93.3%</u>
Net Income	<u><u>33,998.72</u></u>	<u><u>0.00</u></u>	<u><u>33,998.72</u></u>	<u><u>100.0%</u></u>

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

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	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	81,823.36	135,000.00	-53,176.64	60.6%
4201-00 · New Member Fees	2,110.00	5,250.00	-3,140.00	40.2%
4250-00 · Revenues-Membership Activities	62,514.87	70,050.00	-7,535.13	89.2%
4251-00 · Revenue-Tue AM Breakfast Club	10,015.00	9,600.00	415.00	104.3%
4252-00 · Revenue - Sponsorships	500.00	8,100.00	-7,600.00	6.2%
4502-00 · Non-retail VIC income	375.00			
4720-00 · Miscellaneous	420.00			
Total Income	157,758.23	228,000.00	-70,241.77	69.2%
Gross Profit	157,758.23	228,000.00	-70,241.77	69.2%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-12,083.30	-14,500.00	2,416.70	83.3%
5020-00 · P/R - Tax Expense	6,863.90	4,876.00	1,987.90	140.8%
5030-00 · P/R - Health Insurance Expense	13,119.34	12,342.00	777.34	106.3%
5040-00 · P/R - Workmans Comp	1,064.73	1,530.00	-465.27	69.6%
5060-00 · 401 (k)	594.91	725.00	-130.09	82.1%
5065-00 · Merit	0.00	4,807.00	-4,807.00	0.0%
5070-00 · Other Benefits and Expenses	969.61	1,908.00	-938.39	50.8%
5000-00 · Salaries & Wages - Other	74,376.26	72,300.00	2,076.26	102.9%
Total 5000-00 · Salaries & Wages	84,905.45	83,988.00	917.45	101.1%
5100-00 · Rent				
5110-00 · Utilities	534.09	750.00	-215.91	71.2%
5140-00 · Repairs & Maintenance	421.15	480.00	-58.85	87.7%
5150-00 · Office - Cleaning	605.61	1,080.00	-474.39	56.1%
5100-00 · Rent - Other	6,952.54	6,718.00	234.54	103.5%
Total 5100-00 · Rent	8,513.39	9,028.00	-514.61	94.3%
5310-00 · Telephone				
5320-00 · Telephone	3,001.16			
5310-00 · Telephone - Other	0.00	2,700.00	-2,700.00	0.0%
Total 5310-00 · Telephone	3,001.16	2,700.00	301.16	111.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	215.00			
5420-00 · Mail - USPS - Other	298.11	792.00	-493.89	37.6%
Total 5420-00 · Mail - USPS	513.11	792.00	-278.89	64.8%
5510-00 · Insurance/Bonding	647.43	1,392.00	-744.57	46.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	85.30			
5520-00 · Supplies - Other	1,342.19	1,300.00	42.19	103.2%
Total 5520-00 · Supplies	1,427.49	1,300.00	127.49	109.8%
5530-00 · Visitor Communications - Other	35.44			
5610-00 · Depreciation	457.67	627.00	-169.33	73.0%
5700-00 · Equipment Support & Maintenance	401.27	565.00	-163.73	71.0%
5710-00 · Taxes, Licenses & Fees	83.89	720.00	-636.11	11.7%
5740-00 · Equipment Rental/Leasing	3,097.43	3,976.00	-878.57	77.9%
5800-00 · Training Seminars	2,141.20	3,000.00	-858.80	71.4%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	4,253.41			
6434-00 · Community Awards Dinner	-11,465.81			
6436-00 · Membership - Wnt/Sum Rec Lunch	64.83			
6441-00 · Membership - Miscellaneous Exp	69.24			
6442-00 · Public Relations/Website	3,920.50			
6443-00 · Membership - Bridal Faire	3,269.86			
6423-00 · Membership Activities - Other	15,458.64	42,001.00	-26,542.36	36.8%

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 Accrual Basis

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

	DRAFT Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Total 6423-00 · Membership Activities	15,570.67	42,001.00	-26,430.33	37.1%
6437-00 · Tuesday Morning Breakfast Club	4,964.00	8,844.00	-3,880.00	56.1%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	17.96			
Total 8100-00 · Cost of Goods Sold	17.96			
8200-00 · Associate Relations	462.38	450.00	12.38	102.8%
8500-00 · Credit Card Fees	1,742.26	3,520.00	-1,777.74	49.5%
8700-00 · Automobile Expenses	513.61	950.00	-436.39	54.1%
8750-00 · Meals/Meetings	247.01	1,500.00	-1,252.99	16.5%
8810-00 · Dues & Subscriptions	2,210.88	7,635.00	-5,424.12	29.0%
8910-00 · Travel	1,131.62			
8930-00 · Prior Period Adjustments	20.33			
Total Expense	132,105.65	172,988.00	-40,882.35	76.4%
Net Ordinary Income	25,652.58	55,012.00	-29,359.42	46.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	41,014.11	40,312.00	702.11	101.7%
Total Other Expense	41,014.11	40,312.00	702.11	101.7%
Net Other Income	-41,014.11	-40,312.00	-702.11	101.7%
Net Income	<u>-15,361.53</u>	<u>14,700.00</u>	<u>-30,061.53</u>	<u>-104.5%</u>

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

DRAFT

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	17,636.10	19,393.00	-1,756.90	90.9%
5030-00 · P/R - Health Insurance Expense	26,125.53	35,817.00	-9,691.47	72.9%
5040-00 · P/R - Workmans Comp	4,022.11	24,000.00	-19,977.89	16.8%
5060-00 · 401 (k)	7,033.01	9,866.00	-2,832.99	71.3%
5065-00 · Merit	0.00	6,328.00	-6,328.00	0.0%
5070-00 · Other Benefits and Expenses	880.06	4,400.00	-3,519.94	20.0%
5000-00 · Salaries & Wages - Other	237,827.58	250,609.00	-12,781.42	94.9%
Total 5000-00 · Salaries & Wages	293,524.39	350,413.00	-56,888.61	83.8%
5100-00 · Rent				
5110-00 · Utilities	1,752.00	2,400.00	-648.00	73.0%
5140-00 · Repairs & Maintenance	1,340.41	2,400.00	-1,059.59	55.9%
5150-00 · Office - Cleaning	1,659.95	3,024.00	-1,364.05	54.9%
5100-00 · Rent - Other	21,747.31	21,810.00	-62.69	99.7%
Total 5100-00 · Rent	26,499.67	29,634.00	-3,134.33	89.4%
5310-00 · Telephone				
5320-00 · Telephone	8,698.35	8,597.00	101.35	101.2%
5310-00 · Telephone - Other	171.27	0.00	171.27	100.0%
Total 5310-00 · Telephone	8,869.62	8,597.00	272.62	103.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	271.65			
5420-00 · Mail - USPS - Other	157.22	1,056.00	-898.78	14.9%
Total 5420-00 · Mail - USPS	428.87	1,056.00	-627.13	40.6%
5510-00 · Insurance/Bonding	1,582.62	3,288.00	-1,705.38	48.1%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	953.54			
5520-00 · Supplies - Other	6,316.97	6,000.00	316.97	105.3%
Total 5520-00 · Supplies	7,270.51	6,000.00	1,270.51	121.2%
5610-00 · Depreciation	1,430.41	1,959.00	-528.59	73.0%
5700-00 · Equipment Support & Maintenance	3,771.14	3,728.00	43.14	101.2%
5710-00 · Taxes, Licenses & Fees	8,128.67	3,333.00	4,795.67	243.9%
5740-00 · Equipment Rental/Leasing	2,009.38	3,064.00	-1,054.62	65.6%
5800-00 · Training Seminars	100.00	1,050.00	-950.00	9.5%
5810-00 · Public Outreach	0.00	180.00	-180.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,180.00			
5920-00 · Professional Fees - Accountant	87,124.93	0.00	87,124.93	100.0%
5900-00 · Professional Fees - Other	312.50	21,000.00	-20,687.50	1.5%
Total 5900-00 · Professional Fees	90,617.43	21,000.00	69,617.43	431.5%
6490-00 · Classified Ads	15.00	750.00	-735.00	2.0%
6730-00 · Marketing Cooperative/Media	15.00			
8200-00 · Associate Relations	2,351.22	2,200.00	151.22	106.9%
8300-00 · Board Functions	2,273.49	4,600.00	-2,326.51	49.4%
8500-00 · Credit Card Fees	3,178.01			
8700-00 · Automobile Expenses	980.01	500.00	480.01	196.0%
8750-00 · Meals/Meetings	1,221.28	1,350.00	-128.72	90.5%
8810-00 · Dues & Subscriptions	1,491.82	1,805.00	-313.18	82.6%
8910-00 · Travel	2,305.52	3,400.00	-1,094.48	67.8%
8930-00 · Prior Period Adjustments	-2,351.63			
Total Expense	455,712.43	447,907.00	7,805.43	101.7%
Net Ordinary Income	-455,712.43	-447,907.00	-7,805.43	101.7%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	Jul '15 - Jun 16	Budget	\$ Over Budget	% of Budget
8990-00 · Allocated	-455,712.43	-447,907.00	-7,805.43	101.7%
Total Other Expense	-455,712.43	-447,907.00	-7,805.43	101.7%
Net Other Income	455,712.43	447,907.00	7,805.43	101.7%
Net Income	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.0%</u>

KEY METRICS FOR JUNE 30, 2016 FINANCIAL STATEMENTS

	Total District 5 TOT Collections by Quarter 2010 - 2016 (thru April 2016)				Total
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	
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	\$ 4,720,989	\$ 3,752,173	\$ 5,245,702	\$ 513,409	\$ 14,232,273

Visitor Information Comparative Statistics For Fiscal YTD 2012 - 2016 (thru Jun'16)					
Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:					
Walk In/Events	42,201	48,338	44,850	45,733	1.97%
Phone/Email	3,302	2,903	2,560	2,938	14.77%
Kings Beach (Walk In Only)	408	0	289	46	-84.08%
Totals	45,911	51,241	47,699	48,717	2.13%

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	

Unemployment Rates	EDD			
	December 2013	June 2014	July 2015	May 2016
California (pop. 38,332,521)	7.9%	7.1%	6.7%	5.2%
Placer County (367,309)	6.5%	6.0%	5.2%	4.0%
Dollar Point (1,215)	7.6%	7.1%	6.1%	0.9%
Kings Beach (3,893)	6.5%	6.0%	6.8%	5.2%
Sunnyside/Tahoe City (1,557)	7.6%	7.0%	5.7%	4.4%
Tahoe Vista (1,433)	11.0%	10.1%	8.9%	3.6%

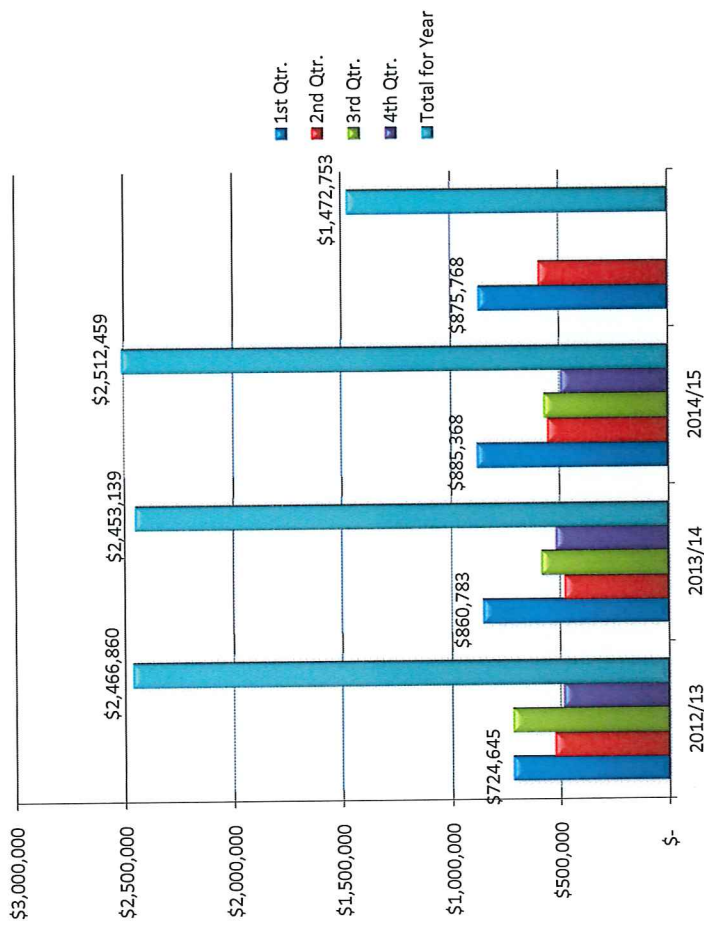
Destimetrics	Reservations Activity	FYTD 14/15	FYTD 15/16	Change
Occupancy		61.1%	55.4%	-9.4%
ADR (Average Daily Rate)		\$ 217	\$ 238	9.7%
RevPAR (Rev per Available Room)		\$ 133	\$ 132	-0.0%
Occupancy 1 Mth Forecast		61.3%	63.5%	3.5%
ADR 1 Mth Forecast		\$ 283	\$ 295	4.5%
RevPAR 1 Mth Forecast		\$ 173	\$ 188	8.2%
Occupancy (prior 6 months)		44.3%	52.2%	17.6%
ADR (prior 6 months)		\$ 229	\$ 251	9.7%
RevPAR (prior 6 months)		\$ 101	\$ 131	29.1%
Occupancy (next 6 months)		27.1%	31.5%	16.2%
ADR (next 6 months)		\$ 260	\$ 253	-2.8%
RevPAR (next 6 months)		\$ 70	\$ 80	12.9%

Infrastructure Fund Balances Held by Placer County		Total Chamber Membership	
as of 3/31/16 (Reported Quarterly)		June 2012	510
FY 2013-14 Contract	\$ 119,656	June 2013	465
FY 2014-15 Contract	\$ 1,642,074	June 2014	457
FY 2015-16 Contract	\$ 3,138,364	June 2015	474
Total Fund Balances	\$ 4,900,094	June 2016	508

Conference Revenue Statistics Comparison FYTD 2014/15 vs. FYTD 2015/16			
	2014-15	2015-16	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked through April	\$ 3,044,650	\$ 4,088,272	34.28%
Forecasted Commission for this Revenue	159,383	203,454	27.65%
Number of Room Nights	16,944	22,387	32.12%
Number of Tentative Bookings	95	99	4.21%

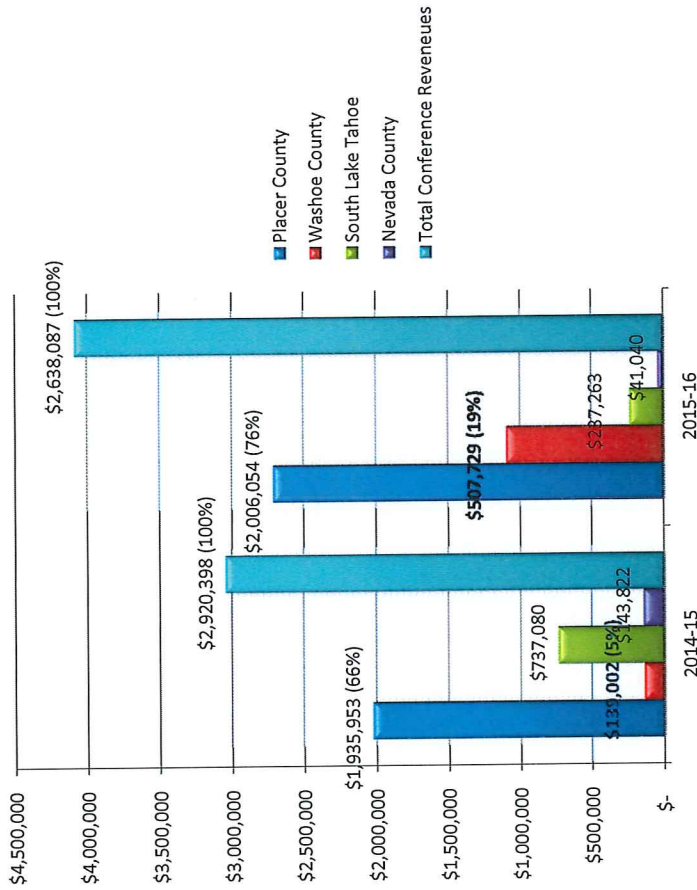
CURRENT		NLT - Annual Revenue Goal		Annual Commission Goal	
	2014-15	2015-16		2014-15	2015-16
Conference Revenue And Percentage by County:					
	14-15	15-16			
Placer	67%	66%	\$ 2,024,746	\$ 2,713,550	34.02%
Washoe	5%	27%	\$ 139,002	\$ 1,096,419	688.78%
South Lake	24%	6%	\$ 737,080	\$ 237,263	-67.81%
Nevada	5%	1%	\$ 143,822	\$ 41,040	-71.46%
Total Conference Revenue	100%	100%	\$ 3,044,650	\$ 4,088,272	34.28%

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



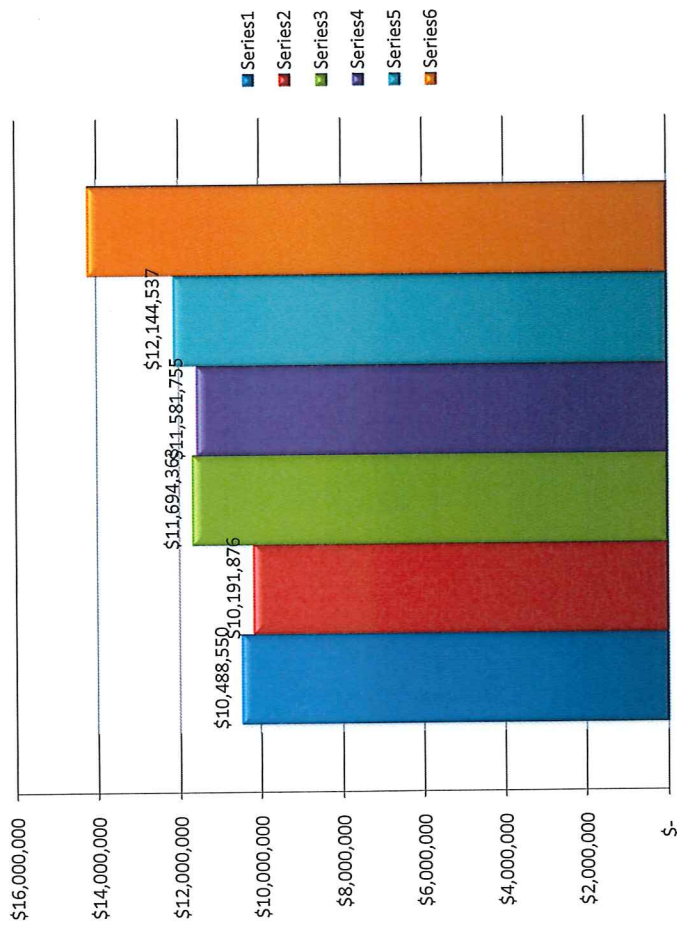
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of June 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.1%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.1%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ -	-
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 2014/15 vs. FYTD 2015/16			
	2014-15	2015-16	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked through April	\$ 3,044,650	\$ 4,088,272	34.28%
Forecasted Commission for this Revenue	159,383	203,454	27.65%
Number of Room Nights	16,944	22,387	32.12%
Number of Tentative Bookings	95	99	4.21%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,800,000	12.00%
Annual Commission Goal	\$ 170,000	\$ 175,000	2.94%
Conference Revenue And Percentage by County:			
Placer	\$ 2,024,746	\$ 2,713,550	34.02%
Washoe	\$ 139,002	\$ 1,096,419	688.78%
South Lake Tahoe	\$ 737,080	\$ 237,263	-67.81%
Nevada	\$ 143,822	\$ 41,040	-71.46%
Total Conference Revenue	\$ 3,044,650	\$ 4,088,272	34.28%

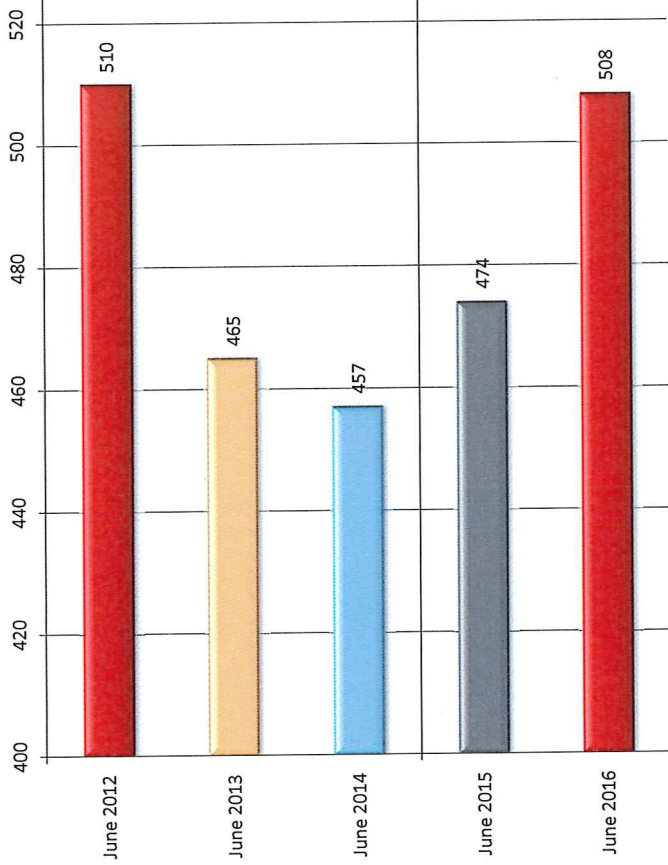
5-Year Annual TOT Collections (Fiscal Year Basis)



Total District 5 TOT Collections by Quarter 2010 - 2016 (thru April 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	\$ 4,720,989	\$ 3,752,173	\$ 5,245,702	\$ 513,409	\$ 14,232,273

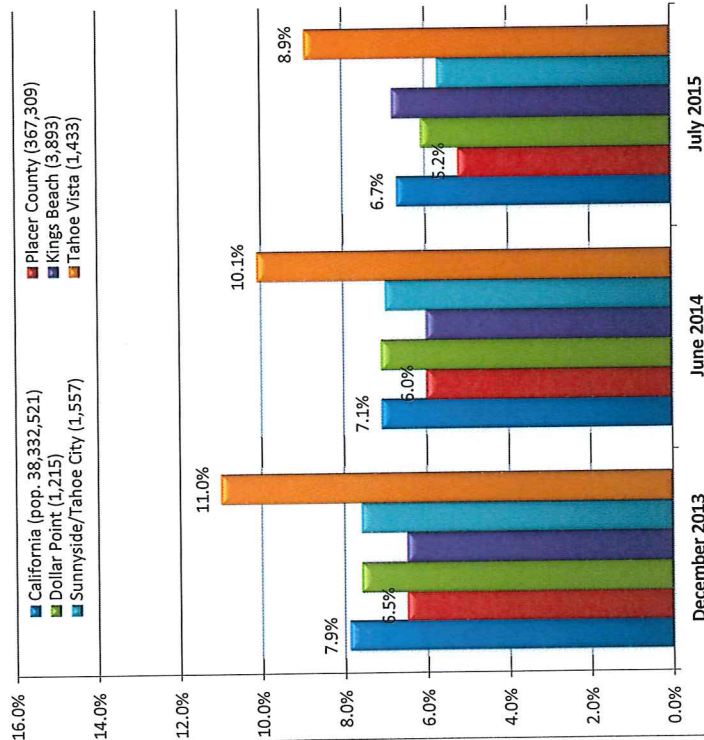
Chamber Membership (# of Members)



Chamber Of Commerce Total Membership

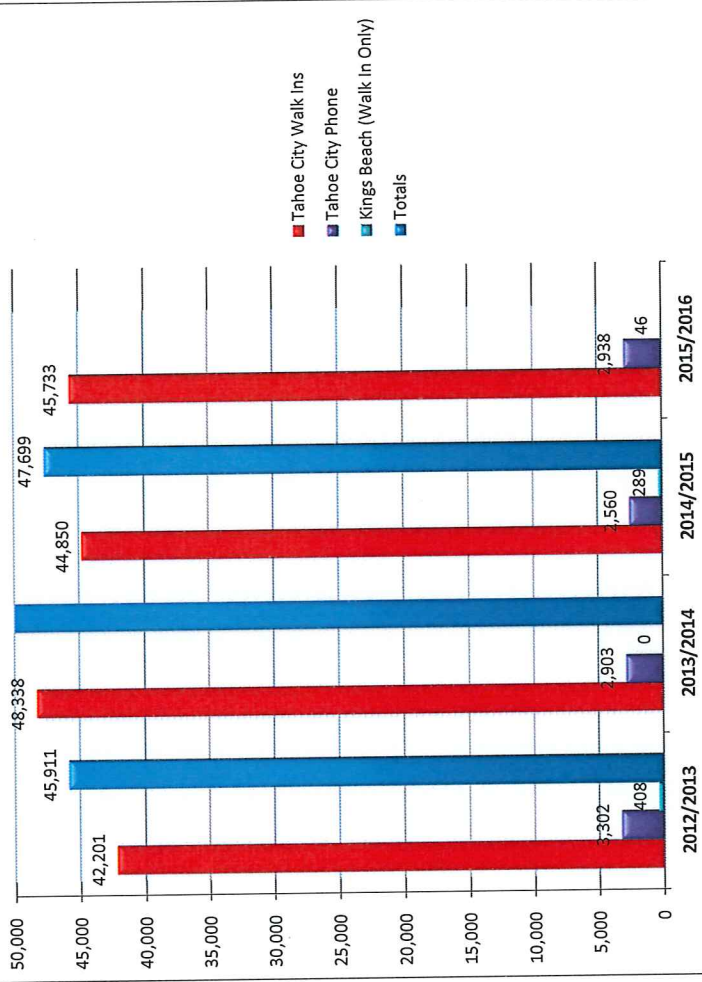
June 2012	510
June 2014	457
June 2015	474
June 2016	508

Unemployment Rates by Region



Unemployment Rates	December 2013	June 2014	July 2015	May 2016
California	7.9%	7.1%	6.7%	5.2%
Placer County	6.5%	6.0%	5.2%	4.0%
Dollar Point	7.6%	7.1%	6.1%	0.9%
Kings Beach	6.5%	6.0%	6.8%	5.2%
Sunnyside/Tahoe City	7.6%	7.0%	5.7%	4.4%
Tahoe Vista	11.0%	10.1%	8.9%	3.6%

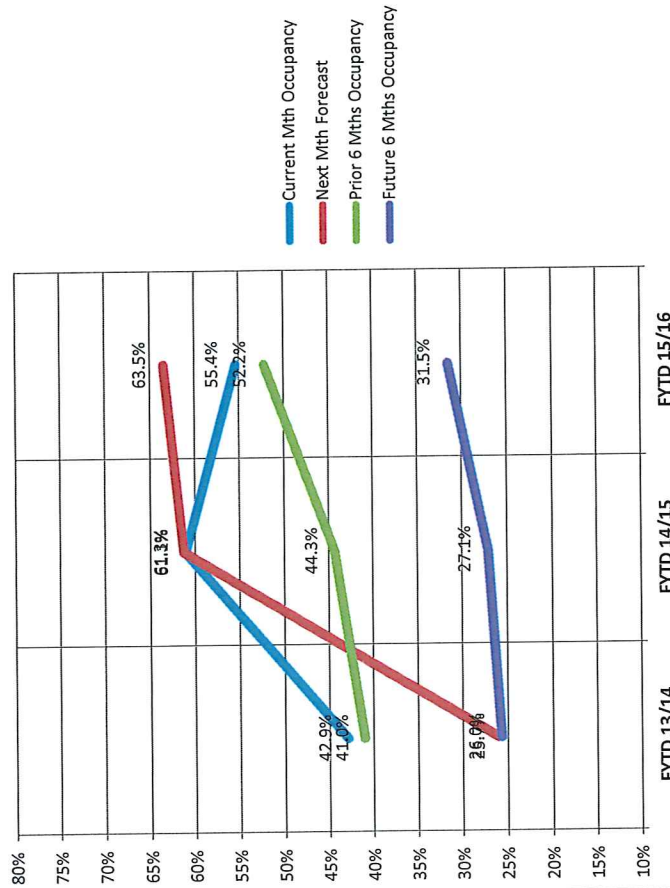
Visitor Information - FYTD YOY



Referrals -	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Tahoe City:					
Walk In	42,201	48,338	44,850	45,733	1.97%
Phone	3,302	2,903	2,560	2,938	14.77%
Kings Beach (Walk In Only, Jun-Sep)	408	0	289	46	-84.08%
Totals	45,911	51,241	47,699	48,717	2.13%

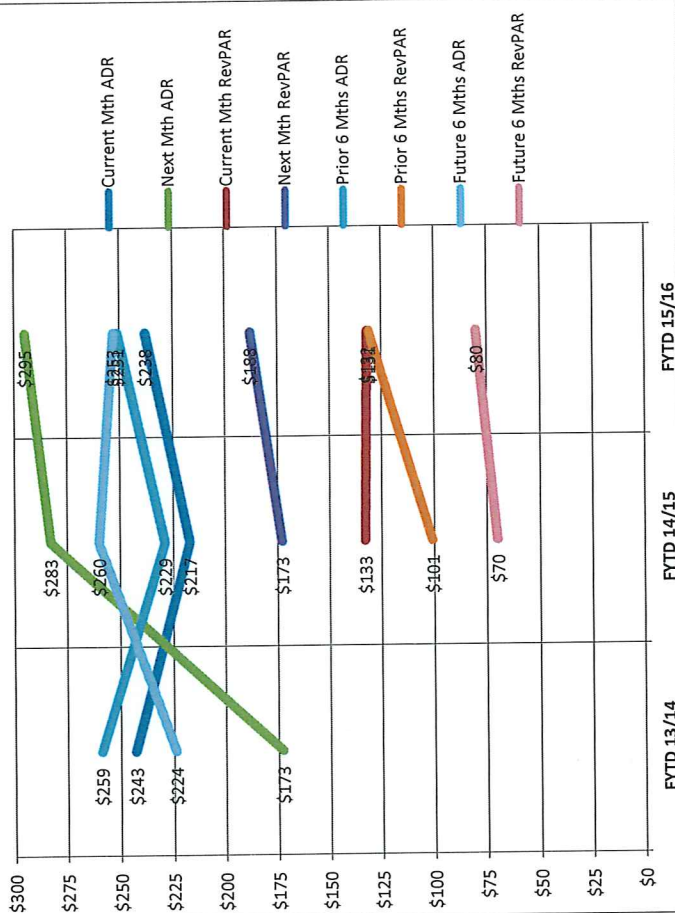
Visitor Information Comparative Statistics For Fiscal YTD 2012 - 2016 (thru Jun'16)	2012/2013	2013/2014	2014/2015	2015/2016	YOY % Change
Annual Totals	42,201	48,338	44,850	45,733	1.97%
Annual Totals	3,302	2,903	2,560	2,938	14.77%
Annual Totals	408	0	289	46	-84.08%
Annual Totals	45,911	51,241	47,699	48,717	2.13%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 13/14	FYTD 14/15	FYTD 15/16	Y-O-Y Change
Occupancy	42.9%	61.1%	55.4%	-9.4%
Occupancy 1 Mth Forecast	26.0%	61.3%	63.5%	3.5%
Occupancy (prior 6 months)	41.0%	44.3%	52.2%	17.6%
Occupancy (next 6 months)	25.7%	27.1%	31.5%	16.2%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 13/14	FYTD 14/15	FYTD 15/16	Y-O-Y Change
ADR (Average Daily Rate)	\$243	\$217	\$238	9.7%
RevPAR (Rev per Available Room)	\$173	\$263	\$132	-5.0%
ADR 1 Mth Forecast	\$259	\$173	\$295	4.5%
RevPAR 1 Mth Forecast	\$259	\$173	\$188	8.2%
ADR (prior 6 months)	\$173	\$173	\$251	9.7%
RevPAR (prior 6 months)	\$101	\$101	\$131	29.1%
ADR (next 6 months)	\$70	\$260	\$253	-2.8%
RevPAR (next 6 months)	\$70	\$70	\$80	12.9%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
Employee Expense Report
For the Month of June, 2016

Employee Sandy Hall

DATE	DOC REF	VENDOR	EXPENSE TYPE	PURPOSE	PAID by CC	OUT OF POCKET	BUDGET CODE
6/16/16	A	GarWoods	Deposit	Reserved room for Board Retreat	500.00		8300-70
6/16/16	B	McBrides Nursery		Employee of the month - Gift Certificate to Tahoe Tree	50.00		8200-70
6/22/16	C	WACVB		Registration to CEO Leadership Summit - DMA West - formerly WACVB	400.00		5800-11
6/22/16	D	Southwest Airlines		Air travel to CEO Leadership Summit	381.45		8910-11
6/24/16	E	Craigs List		Advertising for Staff Accountant	15.00		6490-70
4/13/16	F	A Sante		Gym Membership reimbursement		25.00	5070-00-70
5/5/16	G	Dam Café		Lunch for staff meeting		85.06	8750-00-70
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
				MILEAGE REIMBURSEMENT			
	Attach 1	Sandy Hall		This is part of the \$300 monthly Travel Allowance tha I receive in my Paycheck		70.20	
				TRAVEL REIMBURSEMENT			
				Reimbursed thru payroll		70.20	
						-0-	
				TOTAL - CREDIT CARD EXPENSES			
				TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)	1,346.45	180.26	
				For Accounting Use: Credit Card Charges for Month (less charges reported previously)			
				Proof	1,346.45	110.06	

Signed by: 
Date: 7-1-16

Approved by: _____
Date: _____

DATE RECEIVED	DATE ENTERED	CEO APPROVAL	DATE	DATE SCANNED	DATE DELIVERED TO COUNTY	DATE PAID
JUL 05 2016	JUL 07 2016					

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Mileage Reimbursement

TRAVEL DATES

From: 6/1/16

To: 6/28/16

EMPLOYEE NAME: Sandy Hall

DATE SUBMITTED: Friday, July 1, 2016

REPORT MONTH: June

REF	DATE	START	END	# MILES	ROUND TRIP?		REASON FOR TRAVEL
					Yes	No	
	6/8/16	TC	KB	20	x		Business Walks - Kings Beach, Tahoe Vista
	6/9/16	TC	Incline	32	X		Business Walks - Incline Village
	6/9/16	TC	Squaw	16	X		Business Walks - Squaw Valley
	6/10/16	TC	Northstar	32	X		Business Walks - Northstar
	6/14/16	TC	Sunnyside	8	X		Summer Rec Luncheon
	6/14/16	TC	Squaw Valley	16	X		Meeting with vendor, Chamber Mixer
	6/29/16	TC	GarWoods	6		X	Board Retreat
ACCOUNTING							
TOTAL MILES SUBMITTED:				130			JUL 05 2016
MILEAGE RATE PER MILE				\$0.54			JUL 07 2016
TOTAL MILEAGE REIMBURSEMENT DUE:				\$70.20			
EMPLOYEE SIGNATURE				<i>Sandy Hall</i>			DATE PAID

Attachment 1



BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0011-5901
Statement Date	JUN 28, 2016
Total Activity	\$1,386.45

**** 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	\$1,386.45		\$0.00		\$0.00		\$1,386.45

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
06-20	06-16	25247806169001860146781	GAR WOODS GRILL & PIER CARNELIAN BAYCA Tax ID: 680165856 Mer Zip: 96140	500.00 A
06-20	06-16	85180896169980159222391	MCBRIDES NURSERY TAHOE CITY CA Tax ID: 680291068 Mer Zip: 96145	50.00 B
06-23	06-22	05140476174100000574996	WACVB FOLSOM CA Tran: 8510265111 Tax ID: 953030768 Mer Zip: 95630	10.00 C - check # 1530
06-23	06-22	05140476174100000575001	WACVB FOLSOM CA Tran: 8510277588 Tax ID: 953030768 Mer Zip: 95630	400.00 C
06-24	06-22	55432866175000672744617	SOUTHWES 5262422173909 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5262422173909 Mer Zip: 75235 Passenger Name: EVANS HALL/SANDRA LEIGH Ticket Number: 5262422173909 Dep Date: 07/13/16 Orig Airport: RNO Serv Class: M Carrier Code: WN Dest Airport: TUS Dep Date: 07/16/16 Orig Airport: TUS Serv Class: M Carrier Code: WN Dest Airport: SAN Dep Date: 07/16/16 Orig Airport: SAN Serv Class: M Carrier Code: WN Dest Airport: RNO	381.45 D
06-24	06-22	55432866175000672744625	SOUTHWES 5260692523676 800-435-9792 TX Tax ID: 741563240 Mer Ref: 5260692523676 Mer Zip: 75235 Passenger Name: EVANS HALL/SANDRA LEIGH Ticket Number: 5260692523676 Dep Date: 06/22/16 Orig Airport: DAL Serv Class: A Carrier Code: WN Dest Airport: DAL	30.00 E check # 1530
06-27	06-24	55480776176026353407225	CRAIGSLIST.ORG 04153995200 CA Tax ID: 943338913 Mer Ref: 35340722 Mer Zip: 94122 Origin Zip: 94122 Dest Ctry: USA	15.00 E

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0011-5901	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JUN 28, 2016	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$1,386.45
	\$0.00		



June 3, 2016

Sandy Evans Hall

Dear Sandy:

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

NLTRA Board Retreat

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

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

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

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

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

Best Regards,

Amy Grigsby
Group Sales Manager

Sandy Evans Hall
Confirmation Signature

6-6-16
Date



Friday, June 3, 2016

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

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

Dear Amy,

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

Sincerely,



Credit Cardholder's Signature

N Lake Tahoe Resort

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

Type of Credit Card: MasterCard

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

Name That Appears On Card: Sandra Evans Hall

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

Cardholder's Phone: 970-846-6284

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



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

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

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

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

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

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

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

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

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

Scheduled Payments: \$500.00 6/17/2016

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

The agreed upon minimum for this event is \$0.00

Signature: *Sandra McHall*

Date: 6-6-16

Event Date: Wednesday, June 29, 2016

0149

Server: AMY G (#149) Rec: 85
06/16/16 18:11, Keyed T: 992 Term: 1

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

CARD TYPE ACCOUNT NUMBER
MASTER CARD XXXXXXXXXXXX5901
OO TRANSACTION APPROVED
AUTHORIZATION #: 057674
Reference: 0616010000149
TRANS TYPE: Credit Card SALE

CHECK: 500.00

TAHOE FUND DONATION: _____

TIP: _____

TOTAL: 500.00

6/29/16
NLTRA Meeting
x (on file)

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

GAR WOODS THANKS YOU

530-546-3366 OR 800-298-2463
0149a Table 992 #Party 1
AMY G SvrCk: 2 6:11p 06/16/16
DINING ROOM IN

1 DEPOSITS SOLD S/N: 62916,
\$ amount
NLTRA 500.00

Sub Total: 500.00
Sub Total: 500.00
06/16 6:11p **TOTAL: 500.00**

BANQUET 500.00

HOME OF THE WET WOODY-2+ MILLION SERVED!

CELEBRATING 28 YEARS ON LAKE TAHOE
HAVING A WEDDING OR GROUP EVENT?
GO UPSTAIRS & CHECK OUT OUR ROOMS & VIEW

LIVE MUSIC APRES FRI 4-7/FRI & SAT 8-11
THE DECK IS OPEN

FATHER'S DAY BRUNCH ON THE LAKE-JUNE 19
BRING DAD BY BOAT FOR A WET WOODY

11:30 FOR LUNCH & 5:00 DINNER EVERY DAY
WEEKENDS-BAR 10:30-BREAKFAST/LUNCH 10:30

WET WOODY WEDNESDAY - ONLY \$6.75
ALL DAY, ALL NIGHT, ALL SUMMER

BOAT VALET ON THE LAKE - FREE!
COME BY BOAT AND AVOID THE TRAFFIC!

SPIRIT NOW DISCOUNTED - CRUZAN RUM
TASTINGS 3RD WED-\$10 OR BUY A DRINK
NEXT TASTING JULY 20 - SURPRISE!

WANNA DEAL? TAKE THIS ITEMIZED COPY TO
CALIENTE, RIVA GRILL OR BAR OF AMERICA
10% OFF YOUR DINING ROOM BILL-W/ALCOHOL
\$25 PURCHASE REQUIRED-RESTRICTIONS APPLY
RIVA GRILL IN SO LAKE TAHOE 530-542-2600
CALIENTE IN KINGS BEACH 530-546-1000
BAR OF AMERICA IN TRUCKEE 530-587-2626

SUPPORT OUR "TAHOE FUND"
DONATE ON YOUR CREDIT CARD AND EARN BIG
MILES OR WRITE A FAT CHECK OR LEAVE CASH
EVERY DOLLAR GOES TO SUPPORT THE
TAHOE FUND PROJECTS IN LAKE TAHOE

M/C	AMT-TEND	CHANGE	TALLY
	500.00		500.00
	-----		-----
	500.00		500.00

(Rec:85) Memo: 057674,XXXXXXXXXXXX5901,
500.00
06/16/16 6:11p

TAHOE TREE CO
 401 W LAKE BLVD
 TAHOE CITY CA 96145
 530-583-3911

Merchant ID: 293195459
 Store ID: 1212

Sale

Verification Label: MASTERCARD

MASTERCARD

XXXXXXXXXX5901

Card: A0000000041010

Entry Method: Chip

Approved: Online

06-16-16

Inv#: 00000010

*Gift Certificate
 for Anna
 Employee of
 Mithra*

Batch#: 000004

12:14:50

Appr Code: 067729

Total: \$

50.00

CVR: 000000000
 000000000

Customer Copy

THANK YOU
 ALL SALES FINAL
 NO REFUND

TAHOE TREE COMPANY
 401 West Lake Blvd.
 P.O. Box 5549
 TAHOE CITY, CA 96145
 (530) 583-3911 Fax (530) 583-0557

CUSTOMER'S ORDER NO.		PHONE		DATE <i>6-16-16</i>	
NAME <i>To Anna Atwood</i>					
ADDRESS <i>From Mithra 970-846-6284</i>					
SOLD BY <i>EM</i>	CASH	C.O.D.	CHARGE	ON ACCT.	MDSE. RETD.
PAID OUT					
QTY.	DESCRIPTION			PRICE	AMOUNT
	<i>- Credit Card - Gift Certif #143 Invoice #10</i>				<i>50 -</i>
RECEIVED BY				TAX	
				TOTAL	<i>50 -</i>

All claims and returned goods MUST be accompanied by this bill.

6930

Thank You

Sandy Evans Hall

From: Auto-Receipt
Sent: Wednesday, June 22, 2016 4:42 PM
To: Sandra Evans Hall
Subject: Transaction Receipt from Destination Marketing Association of the West for \$400.00 (USD)

Order Information

Description: Payment for Sandy Evans Hall

Billing Information

Sandra Evans Hall
PO Box 5459
Tahoe City, CA 96145
sandy@gotahoenorth.com
5305818739

Shipping Information

Total: \$400.00 (USD)

Payment Information

Date/Time: 22-Jun-2016 16:42:19 PDT
Transaction ID: 8510277588
Payment Method: MasterCard xxx5901
Transaction Type: Purchase
Auth Code: 099146

Merchant Contact Information

Destination Marketing Association of the West
Folsom, CA 95630
US
teresa@wacvb.com

Sandy Evans Hall

From: Auto-Receipt
Sent: Wednesday, June 22, 2016 4:36 PM
To: Sandy Evans Hall
Subject: Transaction Receipt from Destination Marketing Association of the West for \$10.00 (USD)

Order Information

Description: Payment for Sandy Evans Hall

Billing Information
Sandy Evans Hall
PO Box 5459
Tahoe City, CA 96145
sandy@gotahoenorth.com
5305818739

Shipping Information

Total: \$10.00 (USD)

*Reimbursing
check # 1530
\$40.00*

Payment Information

Date/Time: 22-Jun-2016 16:36:27 PDT
Transaction ID: 8510265111
Payment Method: MasterCard xxxx5901
Transaction Type: Purchase
Auth Code: 021447

Merchant Contact Information

Destination Marketing Association of the West
Folsom, CA 95630
US
teresa@wacvb.com





Thank you for your purchase!



Reno/Tahoe, NV - RNO to Tucson, AZ - TUS

New Purchases in Trip

 Air
Confirmation #91NOYK
Reno/Tahoe, NV - RNO to Tucson, AZ - TUS
Wednesday, July 13, 2016 - Saturday, July 16, 2016
 EarlyBird Check-In Purchased
Air Total: \$411.45

Amount Paid
\$411.45

Trip Total
\$411.45

JUL 13
44 WED



No Show Policy: If you are not planning to travel on any portion of this itinerary, please cancel your reservation at least 10 minutes prior to scheduled departure of the flight. Customers who fail to cancel reservations for a Wanna Get Away fare segment at least ten (10) minutes prior to travel and who do not board the flight will be considered a no show, and all remaining, unused funds on this reservation will be forfeited, including Business Select and Anytime funds.

PRICE: ADULT

Trip	Routing	Fare Type View Fare Rules	Fare Details	Quantity
Depart	RNO-TUS	Wanna Get Away Excellent Value	<ul style="list-style-type: none"> No Change Fees (applicable fare difference applies) Reusable Funds (nontransferable - no name changes allowed) Nonrefundable unless purchased with Points 	1
Return	TUS-SAN-RNO	Wanna Get Away Excellent Value	<ul style="list-style-type: none"> No Change Fees (applicable fare difference applies) Reusable Funds (nontransferable - no name changes allowed) Nonrefundable unless purchased with Points 	1

Subtotal \$381.45
Fare Breakdown

Carry-on Items: 1 bag + 1 small personal item are free, see full details.
Checked Items: First and second bags are free, size and weight limits apply.

EARLYBIRD CHECK-IN PRICING

Option	Passenger	Price	Quantity	Details	Receipt #	Total
EarlyBird Check-In	SANDRA EVANS HALL	\$15.00	1	RNO-TUS	5260692523676	\$15.00
EarlyBird Check-In	SANDRA EVANS HALL	\$15.00	1	TUS-SAN-RNO	5260692523675	\$15.00
Subtotal						\$30.00

Air Total: \$411.45

*Reimbursing
check # 1530
\$40.00
(see C for other \$10.00)*

Gov't taxes & fees now included

Purchaser Name Sandra Evans Hall
Billing Address Po Box 662
Carmelien Bay, CA US 96140

[CL](#) reno >
jobs >
accounting/finance >

[\[log in \]](#) [\[create account \]](#)

Thanks for posting with us. We really appreciate it!

Purchase Receipt

This is a receipt confirming your purchase. Please print or save a copy of this receipt for your records. All sales are final. No Refunds.

Description	Price
senior accountant	
PostingID 5650581193: reno / tahoe > accounting/finance	\$15.00 USD
Total amount charged:	\$15.00 USD

2016-06-23 -- Payment ID: 76380123

Please use the links we emailed you to manage this posting.

TF.

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

1530
90-78/1211

June 30 2010
Date

Handed Clerk

Pay to the
Order of

NLTRA

\$ *40.00*

forty and no/100

Dollars



Security
Features
Details on
Back.



BANK OF THE WEST

Tahoe City Office
150 WEST LAKE BLVD.
TAHOE CITY, CA 96145
1-800-498-2265

For *1298*

Sandra L Evans Hall
MP

⑆ 121100782⑆ 024895409⑆ 01530

May



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

04/13/2016
07:26:06

72168
080393

**** SALE ****
3 month gym member
 1 114
 SENIOR 3 MONTHS 168.00@ 168.00

Sub Total	168.00
Sales Tax	0.00
Total Due	168.00

Cr Card 168.00
Change Due 0.00

April, May, June.

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

THANK YOU!

Print Rept No Rept Cont.

F.

*Employee Relations
Lunch for Staff meeting*

The DAM CAFE
Tahoe City, CA
530-581-0278

CHECK #: 8614

Date: May 05, 2016 Time: 11:11am

Server: YES USE THIS Table#

*** TOGO ***

1 VEGGIE SAND	26.85
*SOURDOUGH	
MAKE AS WRAP!	
2 CLASSIC TURKEY	17.90
*SOURDOUGH	
MAKE AS WRAP!	
2 Tasty Turkey	17.90
*MULTI GRAIN	
MAKE AS WRAP!	
1 VEGGIE SAND	8.95
*MULTI GRAIN	
Make as Salad	1.00
ADD TURKEY	1.75
NO Cream Cheese	
1 MED CHAI LATTE	4.60
VANILLA CHAI	
ALMOND MILK	0.50
Sub Total:	79.45
+ SALES TAX:	5.61
Amount Due:	85.06
VISA:	85.06
Change Due:	0.00
Ant. Due:	0.00

SubTotal: 0.00
Tip: 0.00

Total: 85.06

Have A Great Day!

G.