

FINANCE COMMITTEE **DRAFT** MINUTES

Monday, January 8, 2018 at 2:00 p.m.
NLTRA Conference Room – Upstairs
100 Lake Blvd, Tahoe City, CA 96145

A. CALL TO ORDER

Meeting was called to order at 2:03 p.m.

B. ROLL CALL

Committee Members: David Brown, Erin Casey (Ramona Cruz, Christy Beck, both via telephone).

Staff: Cindy Gustafson, Al Priester, Lauren Sully.

Others: None.

Committee Members Not Present: Eric Pilcher, Michael Salmon, Monty Waugh

C. PUBLIC FORUM

No public comment.

D. AGENDA AMENDMENTS AND APPROVAL

Ramona Cruz moved approval of Agenda Amendments, seconded by David Brown (All in favor).

E. APPROVAL OF MINUTES FROM: 12/04/2017

Ramona Cruz moved approval of December 4, 2017 Finance Committee Minutes, seconded by David Brown. (All in favor).

F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS

a. REVIEW STAFF ACTION ITEMS

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

01/08/18 Meeting: Still have some open items to finalize, such as deferred revenue (getting very close). The budget process took up much of Al's time and Lauren's time was impacted by an unexpected illness.

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

01/08/18 Meeting: A function of Al getting time to use the built in report writer within QuickBooks and has not had the time, pushed to next meeting.

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

01/08/18 Meeting: Are still ongoing and hopefully by next finance meeting we will have this complete.

ACTION ITEM 23: Provide explanation of incongruity in Commission revenue increasing year over year while Commission expense to employees increased year over year.

01/08/18 Meeting: At the previous meeting we agreed to and changed our policy of accruing both commissions due to NLTRA and Sales Reps in the same month. REMOVE FOR NEXT MEETING.

ACTION ITEM 24: G + A Allocation Distributed (how was the current allocation calculated, moving forward possibly changing it to be distributed by revenue or expense).

01/08/18 Meeting: This was tied in with Action Item 9 that was removed last meeting. REMOVE FOR NEXT MEETING.

ACTION ITEM 25: RFP for New Auditors.

01/08/18 Meeting: We were going to review the contracts to find out specifically what was required. AI did not have time to do that and will be doing it this month.

ACTION ITEM 26: Monty Waugh needs to be taken off the Committee since he moved to Colorado. Send Form 700 to Christy to pass along to Monty. Also need a formal resignation.

01/08/18 Meeting: AI will send Christy the link to Form 700 today after the meeting for Christy to pass along to Monty.

Cindy – For replacing Monty, how has the Resort Association typically replaced or requested Finance Committee Members? Was it a board nomination process, a finance committee nomination process?

AI – It was not a nomination process, it been more of whose contacts list has somebody who might be able to take that place. What happened last time was Sandy previously identified people that she knew to bring onto the boards, and she asked me to reach out to some people (other CPA's). I can make some calls to those that I talked to before that couldn't but might in the future or you can provide me with someone you might have in mind.

Cindy – Asked Christy if she could check to see if Monty's replacement may want to sit on the committee.

Christy – I will check and see if there is someone that may be able/want to sit on the committee.

b. REVIEW STAFF REPORT

This report is summary in nature and is intended to highlight areas of possible concern.

AI – Reiterated the Membership AR and how that will continue to be much lower than it has been in the past and will differ in the Aging Report from WebLink.

The item we specifically address in this Staff Report every month is the condition of retained earnings being negative and how that does not impact TOT funds. That explanation still holds true. Deferred revenue of \$34,000 represents cash collected but not earned. Until such time as a negative Retained Earnings equals or exceeds the Deferred Revenue account balance, there is no usage of TOT funds for membership.

David – Last month Ramona asked if the Placer County Contract memos would be available prior to this meeting. (The reference here is that Bob McClintock was saying that at the end of the year they have to review all the contracts and then drive the revenue recognition based upon the contracts. He recommended that it would be done at the beginning of the year or as the contracts are entered into and that would help drive the accounting during the year.

AI – I think what Bob was saying is that it needs to be done before the audit starts, so that he doesn't have to do it. It happens after the contract is completed, we recap what the contract requirements are, if there are any accounting policies, how revenue is recognized, etc. So when they come in to do the audit, it is in our documentation and already addressed as a managements position and likely no adjustments on their end.

David – So that would mean there might be adjustments on our end, retroactive to the beginning of the year.

AI – There could be, from the stand point that we haven't finalized this years contract. Normally the contract is finalized prior to the start of the fiscal year. We are not anticipating anything material, we are looking at things we know we want to change the policy to and recording them currently and that means we won't have to go back and adjust.

David – The new revenue recognition that hits the fan in 2019, (doesn't know much about that), but is a fairly involved process and wondering if that is going to be a part of that.

AI – We will be looking at that this fiscal year, in order to have year over year comparison, we really want to have it in for fiscal year ending 2018. The other thing that came out of that discussion is the reporting requirements and the internal control impact isn't significant, and we should be prepared by then. The

memorialized County contracts should be done soon, it could be by next meeting or it might get delayed one, but definitely will be done prior to the audit FY 17.18 audit.

David – We might be trying to see if McClintock’s Office is still a candidate for the FY 17.18 audit?

Al – Yes, it is to our advantage because of his history and expertise in non-profit area and proximity and is one of the action items. Because it would be a five year contract the requirement for RFP is probably in place.

David – Recommends having the memorialized County Contracts done as soon as possible.

G. APPROVAL OF COUNTY OF PLACER FUND BALANCE RECONCILIATION FOR FY 16.17. Review and approve the Fund Balance Reconciliation for the County of Placer/North Lake Tahoe Resort Association contract for the fiscal year ended June 30, 2017.

Al explained that it is an excel spreadsheet developed by Daniel Vick and has been used for three years now. It takes the audited financial numbers for the end of the fiscal year and categorizes them into five categories (Undesignated TOT Funds, Undesignated Membership Funds, PPE, Marketing Reserve, and Operating Cash Reserve). The total fund balance at the end of fiscal year 2016.17 is \$398,143. If we take the audited number of what is due to the County \$231,039, less the undesignated fund balance (\$5,348), less partnership grants (\$39,097) and Dean Runyon 17-18 Invoices (\$10,196), less Marketing Reserve replenished (\$2,525), the balance due back to the County is \$173,873.

The partnership grants and Dean Runyon invoices were activities budgeted for in FY 16.17, but did not get paid and were not counted as expenses in the audit. The County has reviewed this, understands they were budgeted to be spent in FY 16.17, but actually occurred in the FY 17.18 and has agreed for NLTRA to withhold those funds from the amount due back to the County to accommodate the payment of these grants and the remaining balance of the Dean Runyon invoices. The Marketing Reserve is calculated based off a three year average.

The County has reviewed this and has agreed with it. Once approved by the Finance Committee, it will go to the Board of Directors and upon their approval we will then cut a check to the County for \$173,873.

Ramona recapped what she thought she heard, that the monies withheld are to pay for expenditures that were budgeted in 16-17, but not paid until 17-18. Al confirmed her understanding.

David stated he was trying to tie out Marketing Reserve balance to the balance sheet and needed some clarification.

Al responded, that the Designated Marketing Reserve (Acct 3300-11) is added to the Marketing Cash Reserve (Acct 3302) to equal the total of the Marketing Reserve.

David then asked where the cash was if only \$50,000 is in Plumas Bank and Al responded that the operating account would be the source of those funds.

David Brown moved approval of County of Placer Fund Balance Reconciliation for FY 16.17, seconded by Ramona Cruz (All in favor, Erin Casey abstained).

H. APPROVAL OF ANNUAL BUDGET FOR FY 17.18.

This is the annual budget for FY 17.18, by department and month. What we had in the last Finance Committee Meeting was just the annual budget by department in total.

The intent here is to provide the monthly for each department, so that you can see it has been entered into QuickBooks and that we have the correct tools to monitor monthly activity and it acts as a function of internal control.

This is all three contracts combined for FY 17.18 for an annual total budget.

There may be some allocation changes once the final five month contract is approved, but not in total.

David – In the audit report, the auditors had recommended that we do a memo on contracts (Bob said it was an important step in terms of analyzing each of the contracts) at prior meeting regarding the memorialized changes

to the FY 17.18 Placer County Contract. I think that would impact the budget on timing of revenue, maybe, maybe not.

AI – The timing of revenue is constrained by the contract. If you look at the monthly P&L for Marketing, it has net income that varies across the year. The County agrees to a number for the contract, for the number of months, and in this case a one month contract for July, a six month contract for August – January, and a five month contract for February – June. The County divides the contract number by the total number of months in the contract and sends us a monthly payment. This does not coincide with cash flow or when events happen. On a YTD basis it evens out.

Ramona Cruz moved approval of Annual Budget for FY 17.18, seconded by David Brown (All in favor, Erin Casey abstained).

I. APPROVAL OF JULY - NOVEMBER 2017 FINANCIALS. Revised financials after the audit.

We are providing July – November balance sheets and income statements so that you have an opportunity to review and approve after audit adjustments. Prior to this we presented July – September as drafts (not approved, just reviewed).

There are no material differences between the drafts and these finals, other than the audit adjustments.

Ramona – Those audit adjustments just impacted the balance sheet or did you have reversals at July 1, 2017?

AI – We did have some audit adjustments that affected the balance at June 30, 2017, but nothing was reversed at July 1, 2017. The majority of the impact was on the balance sheet. If we had negotiated the 16.17 contract the same way we are the 17.18, we would not have had those audit adjustments. But because it wasn't contractually agreed upon with the County to reserve those funds, if you will, by accruing them and paying them in the future fiscal year, the auditors would not allow them to be expensed in 16.17. Hopefully with the new contracts and going forward, we won't have this issue of that kind of a hold back of a Fund Balance pay back.

What has not been issued as a draft in this packet is October and November.

Membership AR does not agree with the balance sheet. This is because of the new policy of deferring member revenue and not recognizing it as A/R on the balance sheet and having it in deferred at the same time.

Membership AR on the balance sheet is much less than the WebLink AR report because we are only recognizing as an AR those invoices that have gone out for that month, for October. We issue invoices for the full year, so only 1/12th of those invoices that have been issued is what is being recognized as an AR for that month and only to the extent that it has not been paid. So going forward, the AR for membership is going to be very small. The deferred revenue will probably remain close to the same levels as we have experienced in the past, but it won't have that contra debit in AR, it will be more fairly reflected in the balance sheet not as an AR but as deferred revenue. Deferred revenue is only deferred if it is paid. So the contra to the deferred is really cash, it has been paid but has not been earned. *Due to the changes the auditors made to recognize 1/12th of AR and 1/12th of revenue each month until paid when the remaining portion of the payment will go to deferred. We might try to get all membership on the same cycle (January), with the option to pay 1/12th a month on ARB.*

David – My understanding is that there could be several different billing periods for a member depending upon when they join.

AI – We bill every month.

David – Wow, that has to be a really hard project.

Lauren – It sure is.

Cindy – That is one of the things we are looking to change in policies and procedures moving forward.

David – I as a member, wouldn't mind having it uniformly billed once a year for the sake of sanity.

Cindy – Or for those larger ones, if they want to fund it 1/12th every month. But this starting date/ending date and when do you change it. Most are due January 1st (our largest billing month). Or prorating when we take a member to get everyone on January 1st billing cycle.

AI – It is confusing and we are still working it because there are other unintended consequences that I am sure the auditors didn't even think about at the time they decided to make the change and that is when you have a charge off or a trade.

Cindy – We often times negotiate trades for event hosting or donations to prizes.

AI – We have not finalized all of that. Those kind of things are not material to revenue as a whole, but still need to be accounted for correctly.

Ramona – It sounds like an administrative nightmare. The only question I have looking from July – November, looking at the balance sheet is the change in the amount due to Placer County (acct 2900-00 due to/from County). It looked like it reduced by ten thousand something, is that the amount that was on that schedule that was reconciled because we paid that individual? It looks like it made sense because when you were talking about the amount due to Placer County you counted for Dean Runyon invoice payments. AI it is a question that you can take off line, I'm okay with that because I know when you write that check you will re-reconcile whatever you need to pay.

AI – Yea, we have to do some finagling to have it all happen in July. Basically it will be a flow through for that account. The amount due to the County on the balance sheet by January's financials will come to zero.

Ramona Cruz moved approval of July - November 2017 Financials, seconded by David Brown (All in favor).

Ramona left the call at 2:30 p.m.

J. SUPPLEMENTAL INFORMATION

a. November 2017 Dashboard Report

Christy – Are we always a year behind for sales tax?

Erin – There is usually a six month delay.

Report shows as of Dec 2016 - Lauren to check on dates and reports (and update changes).

Erin – There was a million dollar fine collected (not certain what for and what dates it hit but think 15/16 and 16/17). The TOT report questions are under review and should have a response back to us shortly.

Christy – Do you know why conference revenue stats are down?

Erin – Jason provided more detail of this at the Marketing Committee and maybe he could clarify at the BOD meeting?

Cindy – I will get the info to Christy.

K. APPROVAL OF CEO EXPENSES FOR: NOVEMBER 2017

Erin – Do you require itemized receipts for restaurants?

Cindy – Will provide adobe receipt and itemized receipt for The Dam Cafe.

Christy Beck moved approval of November 2017 CEO Expenses, seconded by David Brown (All in favor).

L. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

AI – Recommends switching future Finance Meetings to the meeting to the last Wednesday of the month.

Christy is not available.

Cindy – Recommends doing a doodle poll because Lauren will be out for the Tahoe-Truckee Leadership Program, it would certainly streamline this to have Lauren available. As a sponsor, sometimes I am required to attend some of the meetings as well.

M. NEXT MEETING DATE

The next Finance Committee meeting is tentative for the last week of January 2018.

Will send a doodle poll.

N. COMMITTEE MEMBER COMMENTS

None.

O. ADJOURN

Meeting adjourned at 3:05 p.m.



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MEMO

To: NLTRA Finance Committee

Cc: File

From: Al Priester, Director of Finance and Human Resources

Date: January 29, 2018

Re: Staff Action Items

Staff Action Items that Remain Open:

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

- 1/08/18 Meeting: Still have some open items to finalize, such as deferred revenue (getting very close). The budget process took up much of Al's time and Lauren's time was impacted by an unexpected illness.
- 10/26/17 Meeting: Will soon be receiving an Auditor's Memorandum, which will have some impact on these positions that we will want to document. We did as a Finance Committee agree to change procedure with respect to commissions, both commissions receivable and payable in our last meeting. Would like to recap this particular item with input from the audit at our next Finance Meeting.
- 9/01/17 Meeting: Still open and will be completed before the auditors start field work on 9/18/17.
- 3/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing. Will be completed before end of audit field work.
- 2/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 12/4/16 Meeting: Formalize for next Finance Committee meeting, including procedures for deferred revenue recognition.
- 11/29/16 Meeting: Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.

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

- 01/08/18 Meeting: A function of Al getting time to use the built in report writer within QuickBooks and has not had the time, pushed to next meeting.
- 12/4/17 Meeting: Waiting on formalization of deferred revenue procedures.
- 3/30/17 Meeting: Lost our ability to get this report, Lower priority
- 9/01/17 Meeting: Deferring until recovery is complete. Although the data recovery is complete, the auditing of that information is not. Everything is stamped pre-audit because we are still finishing our audit prior to the auditors coming in. The revenues got recorded on last year percentages and not the July budgeted percentages, so these P&L Budget vs. Actual reports differ from the financials that are in the packet in terms of revenues, not expenses. (Should happen after the audit.)
- 10/26/17 Meeting: We have about 20 client adjusting entries, which we knew going in. We have to identify them to the Auditor's or they become audit adjustments. There will also be some audit adjusting entries to finalize things that we haven't done in the past, one being the calculation of the marketing reserve. The auditors did it last year and will do it this year, but what they have represented is that they will give me their

working papers so that we can do it next year prior to the audit commencing. As well as some of their closing entries. There are a number of adjustments that will be reflected in the statements coming out and we will have those in time to have June - October Financials ready for the November Finance Meeting on November 30th.

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

- 1/08/18 Meeting: Are still ongoing and hopefully by next finance meeting we will have this complete.
- 12/4/17 Meeting: Will be presenting Fund Balance Recon to County for agreement.
- 3/30/17 Meeting: In process, ongoing.
- 9/01/17 Meeting: Through two contract negotiations, July 31 (one month) and Jan 31 (six months), we have yet to address a holding account for refunds and expenses. For ex, we are getting some refunds and additional invoices for 16/17 that has happened in the past six months beyond the close of the year and long after the audit has been completed. (Typically below \$10k). We started a holding account.
- 10/26/17 Meeting: No Discussion.

ACTION ITEM 23: Provide explanation of incongruity in Commission revenue being large in the summer while Commission expense to employees is large in the fall.

- Removed at 1/08/18 Meeting

ACTION ITEM 24: G + A Allocation Distributed (how was the current allocation calculated, moving forward possibly changing it to be distributed by revenue or expense).

- Removed at 1/08/18 Meeting

ACTION ITEM 25: RFP for New Auditors.

- 1/08/18 Meeting: Not completed due to time constraints from illnesses and budget reworks.
- 12/4/17 Meeting: Review contracts to determine if "new" auditor is required or just RFP.
- 10/26/17 Meeting: This will be our last year with McClintock based on a 5 year term per the contract with the County. We will have to make decisions for next year, which should happen relatively quickly in order to be working with new Auditors.

NEW ACTION ITEM 26: Monty Waugh needs to be taken off the Committee since he moved to Colorado. Send Form 700 to Christy to pass along to Monty. Also need a formal resignation.

- 1/08/18 Meeting: Provided link to Form 700 to Christy Beck.
- 12/4/17 Meeting: Form 700 available online.



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Finance Staff Report

Date: 1/29/18

TO: NLTRA Finance Committee

FROM: Al Priester, Director of Finance and Human Resources

RE: Jan 29, 2018 Finance Committee Meeting

The December 2017 Financials in the Finance Committee packet for the January 29, 2018 meeting include: a detailed NLTRA Comparative Balance Sheet, a Comparative Profit & Loss, a December Profit & Loss by Class, A/R, Membership A/R and A/P Aging's. Budget vs Actual reports are YTD as of December 31, 2017.

Important points to note for the month of December are:

- Total Cash on Hand of \$1,156,438 remains strong and compares to prior year Cash on Hand of \$801,540.
- A/R decreased from \$41,129 in Nov to \$31,121 in Dec. A/R over 90 days delinquent increased \$6,471 to \$28,151 from the prior month's \$21,680. These are hotel property invoices and accruals deemed collectible with no reserve being established.
- Membership A/R increased from \$6,935 to \$62,475 due to pre-billing for January Memberships, the largest billing month of the fiscal year. Over 120 days delinquent decreased from \$2,555 to \$1,135 MOM. A bad debt write-off of \$1,106 and \$1,286 were recognized in Nov & Dec respectively.
- A/P, exclusive of Marketing Cooperative's \$185,500, are at \$57,944 for Dec month-end with minimal A/P delinquent more than 90 days.
- YTD profit of \$187,421 translates to expenditures under budget for the six months ended Dec 31.
- The Profit and Loss by Class is useful in gauging where each Department is in relation to their budget. Marketing, Conference & VIC are looked at in total for purposes of any over budget funds being paid back to the County at year-end and are currently under budget by \$182,868 YTD. Membership is over budget by \$19,619 YTD.
- Losses in Membership will reduce Retained Earnings. YTD, Membership has lost \$19,619. Retained Earnings at the beginning of the year was a deficit of \$8,754, for a cumulative deficit of \$28,373 less net accrued expenses of \$2,936 to get to a "cash" deficit of \$25,437. The County has continually asked the question of how the NLTRA can operate Membership at a deficit and not be using TOT funds. The answer is, NLTRA invoices Membership dues annually, collects those dues, i.e. cash in the bank, but only recognizes 1/12th of the dues as income monthly. The

difference between what has been collected monthly versus what is recognized as income monthly is posted to Deferred Revenue in accordance with GAAP. The balance in the Deferred Revenue account represents the cash sitting in the bank account that has not yet been recognized as revenue. That cash is not TOT funds. To the extent that Membership's losses do not exceed the balance in Deferred Revenue, Membership is not using TOT funds. Deferred Revenue over the last 12 months has ranged from a low of \$31,665 in December to a high of \$103,080 in January. The balance of Deferred Revenue at Dec 31, 2017 is \$28,146.

Action requested: Review and approve the December Financial statements.

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2017

	Dec 31, 17	Dec 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	348.63	889.55	-540.92	-60.8%
1003-00 · Cash - Operations BOTW #6712	832,668.95	514,441.77	318,227.18	61.9%
1007-00 · Cash - Payroll BOTW #7421	9,135.02	7,838.72	1,296.30	16.5%
1008-00 · Marketing Reserve - Plumas	50,131.06	50,055.92	75.14	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,349.64	100,149.15	200.49	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	132,387.95	96,852.85	35,535.10	36.7%
10950 · Cash in Drawer	1,835.13	1,731.01	104.12	6.0%
Total Checking/Savings	1,156,437.94	801,540.53	354,897.41	44.3%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	20,651.84	23,148.81	-2,496.97	-10.8%
1210-00 · A/R - Sales Estimates	10,468.98	0.00	10,468.98	100.0%
Total Accounts Receivable	31,120.82	23,148.81	7,972.01	34.4%
Other Current Assets				
1200-99 · AR Other	1,614.30	1,614.30	0.00	0.0%
12000 · Undeposited Funds	1,800.53	948.93	851.60	89.7%
1201-00 · WebLink Accounts Receivable	8,907.08	-8,001.00	16,908.08	211.3%
1201-02 · Allowance for Doubtful Accounts	0.00	8,336.25	-8,336.25	-100.0%
12100 · Inventory Asset	23,932.44	30,341.13	-6,408.69	-21.1%
1299 · Receivable from NLTMC	0.00	40,528.20	-40,528.20	-100.0%
1490-00 · Security Deposits	550.00	50.00	500.00	1,000.0%
Total Other Current Assets	36,804.35	73,817.81	-37,013.46	-50.1%
Total Current Assets	1,224,363.11	898,507.15	325,855.96	36.3%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,767.95	0.00	0.0%
1740-00 · Computer Equipment	8,435.60	43,766.13	-35,330.53	-80.7%
1741-00 · Accum. Depr. - Computer Equip	-8,098.69	-42,621.74	34,523.05	81.0%
1750-00 · Computer Software	21,520.46	39,240.06	-17,719.60	-45.2%
1751-00 · Accum. Amort. - Software	-17,585.77	-34,373.21	16,787.44	48.8%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,284.08	-24,167.39	-116.69	-0.5%
Total Fixed Assets	4,271.38	6,127.71	-1,856.33	-30.3%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	1,057.64	1,057.66	-0.02	0.0%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	19,594.86	9,416.51	10,178.35	108.1%
Total 1400-00 · Prepaid Expenses	21,652.50	11,474.17	10,178.33	88.7%
Total Other Assets	21,652.50	11,474.17	10,178.33	88.7%
TOTAL ASSETS	1,250,286.99	916,109.03	334,177.96	36.5%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	243,444.16	34,308.72	209,135.44	609.6%
Total Accounts Payable	243,444.16	34,308.72	209,135.44	609.6%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	472.58	-472.58	-100.0%
2080-02 · MC_4222_Jason	14.99	0.00	14.99	100.0%
2080-04 · MC_5968_Ronald	241.05	0.00	241.05	100.0%
2080-06 · MC_5288_Emily	425.77	1,502.61	-1,076.84	-71.7%

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2017

	Dec 31, 17	Dec 31, 16	\$ Change	% Change
2080-08 · MC_5755_John	0.00	363.08	-363.08	-100.0%
2080-10 · MC_9495_AI	-170.01	5,447.75	-5,617.76	-103.1%
2080-11 · MC_3978_Amber	14.97	0.00	14.97	100.0%
2080-12 · MC_3960_Natalie	4,451.55	0.00	4,451.55	100.0%
2080-13 · MC_8709_Cindy	2,221.92	0.00	2,221.92	100.0%
Total 2080-00 · Bank of the West - Master Cards	7,200.24	7,786.02	-585.78	-7.5%
Total Credit Cards	7,200.24	7,786.02	-585.78	-7.5%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	47,577.65	1,522.20	46,055.45	3,025.6%
2102-00 · Commissions Payable	4,838.72	8,404.31	-3,565.59	-42.4%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
Total 21000 · Salaries/Wages/Payroll Liabilit	170,791.99	110,287.35	60,504.64	54.9%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	1,217.11	1,247.59	-30.48	-2.4%
Total 2190-00 · Sales and Use Tax Payable	1,217.11	1,247.59	-30.48	-2.4%
2250-00 · Accrued Expenses	0.31	0.31	0.00	0.0%
2400-60 · Deferred Revenue- Member Dues	28,146.38	31,665.00	-3,518.62	-11.1%
2651-00 · Deferred Rev - Conference	5,499.98	4,950.00	549.98	11.1%
2800-00 · Suspense	-12,643.39	-48.96	-12,594.43	-25,723.9%
2900-00 · Due To/From County of Placer	221,067.02	0.00	221,067.02	100.0%
Total Other Current Liabilities	414,079.40	148,101.29	265,978.11	179.6%
Total Current Liabilities	664,723.80	190,196.03	474,527.77	249.5%
Total Liabilities	664,723.80	190,196.03	474,527.77	249.5%
Equity				
32000 · Unrestricted Net Assets	-8,753.89	22,635.91	-31,389.80	-138.7%
3300-11 · Designated Marketing Reserve	256,830.18	254,324.57	2,505.61	1.0%
3301 · Cash Flow Reserve	100,048.23	100,100.92	-52.69	-0.1%
3302 · Marketing Cash Reserve	50,018.09	50,037.83	-19.74	0.0%
Net Income	187,420.58	298,813.77	-111,393.19	-37.3%
Total Equity	585,563.19	725,913.00	-140,349.81	-19.3%
TOTAL LIABILITIES & EQUITY	1,250,286.99	916,109.03	334,177.96	36.5%

North Lake Tahoe Resort Association
A/R Aging Summary
As of December 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
CA Board of Equalization	0.00	0.00	0.00	0.00	0.00	0.00
County of Placer	0.00	0.00	0.00	0.00	0.00	0.00
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
DSC (Destination Services Corporation)	0.00	0.00	0.00	0.00	550.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	2,026.15	2,026.15
Hard Rock Hotel & Casino Lake Tahoe	0.00	0.00	0.00	0.00	0.01	0.01
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	711.50	711.50
Hotel Becket	0.00	0.00	0.00	0.00	1,368.55	1,368.55
North Tahoe Paddle	0.00	0.00	0.00	0.00	400.00	400.00
Northstar California	0.00	0.00	0.00	0.00	9,092.17	9,092.17
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	3,531.60	3,531.60
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	0.00	1,278.65	1,278.65
Sales Estimates	0.00	0.00	0.00	2,709.58	7,759.40	10,468.98
Squaw Valley Lodge Granite Peak Mgmt	0.00	0.00	0.00	35.60	332.60	368.20
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
Tahoe Dave's Ski Shops	225.00	0.00	0.00	0.00	0.00	225.00
The Ridge Tahoe	0.00	0.00	0.00	0.00	550.00	550.00
Wanderlust	0.00	0.00	0.00	0.00	0.00	0.00
TOTAL	225.00	0.00	0.00	2,745.18	28,150.64	31,120.82

Accounts Receivable Summary

Invoices With Apply Dates Through January 26, 2018
 Aged as of Friday, January 26, 2018

<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	0.00	0.00	0.00	0.00	0.00
Dues		145.00	58,635.00	1,070.00	1,400.00	0.00	1,045.00	62,295.00
Email Blast		0.00	75.00	0.00	0.00	0.00	0.00	75.00
Membership Luncheon		0.00	0.00	0.00	0.00	90.00	0.00	90.00
Shop Local Starter Kit		0.00	0.00	0.00	15.00	0.00	0.00	15.00
Total Open Invoices		145.00	58,710.00	1,070.00	1,415.00	90.00	1,045.00	62,475.00

Unapplied Payments With Payment Dates Prior to and Including 01/26/2018

Pre-Payments: Payments Made Prior to 01/26/2018 on Invoices With Apply Dates After 01/26/2018

Total Pre-Payments

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

62,475.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of December 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	(35.00)	(35.00)
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Al Priester	0.00	0.00	694.96	0.00	0.00	694.96
Alpen Sierra Coffee Roasting Company, Inc	0.00	129.75	0.00	0.00	0.00	129.75
Amber Burke	394.15	0.00	34.99	0.00	0.00	429.14
Anastiscia Lang	112.50	0.00	0.00	0.00	0.00	112.50
Andy Chapman	5,062.50	0.00	0.00	0.00	0.00	5,062.50
Anne-Karin Atwood*	0.00	0.00	181.00	0.00	0.00	181.00
Annie's Cleaning Service	675.00	550.00	0.00	0.00	0.00	1,225.00
AT & T*	452.52	0.00	0.00	0.00	0.00	452.52
AugustineIdeas	0.00	0.00	73.77	0.00	0.00	73.77
Aurora World, Inc.	0.00	0.00	0.00	0.00	(351.98)	(351.98)
Barb Kallestad	0.00	0.00	100.00	0.00	0.00	100.00
Bob Sweigert*	0.00	35.00	0.00	0.00	0.00	35.00
California Travel Association	0.00	0.00	925.00	0.00	0.00	925.00
Catherine J Strand	664.17	0.00	0.00	0.00	0.00	664.17
Cindy Gustafson	187.25	0.00	175.48	0.00	0.00	362.73
Cintas Corporation #623	134.82	128.75	0.00	0.00	0.00	263.57
CoPower	0.00	134.00	0.00	0.00	0.00	134.00
Craig Werner	500.00	0.00	0.00	0.00	0.00	500.00
Crystal Range Associates	0.00	412.65	0.00	0.00	0.00	412.65
Dawn Teran	50.95	0.00	45.35	0.00	0.00	96.30
Emily Detwiler*	138.91	0.00	86.80	0.00	0.00	225.71
Eric Hansen	0.00	940.00	0.00	0.00	0.00	940.00
Fallon Multimedia*	0.00	650.00	0.00	0.00	0.00	650.00
FedEx	0.00	20.95	0.00	0.00	0.00	20.95
FP Mailing Solutions	440.74	0.00	0.00	(0.18)	0.00	440.56
Geo-Tourism Specialties	980.12	988.67	0.00	0.00	0.00	1,968.79
Granlibakken Management Company, Ltd.	0.00	648.00	675.00	0.00	0.00	1,323.00
Greg Howey*	400.00	0.00	0.00	0.00	0.00	400.00
Independent Technologies	0.00	240.00	0.00	0.00	0.00	240.00
InfiniSource Benefits	0.00	0.00	0.00	70.00	0.00	70.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kaplowe Studios, LLC.	198.00	0.00	0.00	0.00	0.00	198.00
Karen Colbert	0.00	258.00	0.00	0.00	0.00	258.00
Kym Fabel	27.14	0.00	25.00	0.00	0.00	52.14
Lauren Sully	37.57	0.00	0.00	0.00	0.00	37.57
Liberty Utilities*	0.00	595.38	0.00	0.00	0.00	595.38
McClintock Accountancy	0.00	4,000.00	0.00	0.00	0.00	4,000.00
Mona Schulte	0.00	84.00	0.00	0.00	0.00	84.00
Morris Visitor Publications, LLC	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Natalie Parrish*	41.03	0.00	85.02	0.00	0.00	126.05
North Lake Tahoe Marketing Co-op	0.00	185,500.00	0.00	0.00	0.00	185,500.00
Peter Spain*	72.00	0.00	0.00	0.00	0.00	72.00
Porter Simon*	2,200.00	0.00	1,580.00	0.00	0.00	3,780.00
Principal Financial Group	0.00	0.00	0.00	0.00	363.82	363.82
Print Art/Sierra Mail*	0.00	1,223.72	0.00	0.00	0.00	1,223.72
Project MANA*	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Rescued Wine	0.00	450.00	0.00	0.00	0.00	450.00
Resort at Squaw Creek	0.00	763.40	0.00	0.00	0.00	763.40
Ricoh USA	1,108.22	1,779.13	0.00	0.00	0.00	2,887.35
Rock & Rose Inc.	0.00	172.69	0.00	0.00	0.00	172.69
Ron Treabess	0.00	0.00	43.03	0.00	0.00	43.03
Sara L. Smith Fine Art	0.00	0.00	251.00	0.00	0.00	251.00
Sarah Winters	25.00	0.00	25.00	0.00	0.00	50.00
Screamer	0.00	0.00	5,778.84	0.00	0.00	5,778.84
Shearer Design	0.00	0.00	123.75	0.00	0.00	123.75
Sierra Business Council*	0.00	500.00	0.00	0.00	0.00	500.00
Sierra Essentials	0.00	120.00	0.00	0.00	0.00	120.00
Sierra Nevada Ad Partners	0.00	204.00	0.00	0.00	0.00	204.00
Sierra Nevada Media Group, Inc.	180.00	180.00	0.00	0.00	0.00	360.00
Southwest Gas Corporation*	167.44	0.00	0.00	0.00	0.00	167.44
Specialty Beads	0.00	372.00	0.00	0.00	0.00	372.00
Spectrum	0.00	0.00	0.00	0.00	(41.57)	(41.57)
Sprint	72.58	0.00	0.00	0.00	0.00	72.58
Sustain Tahoe	0.00	100.00	0.00	0.00	0.00	100.00
Swigard's True Value Hardware, Inc.*	0.00	0.00	12.05	0.00	0.00	12.05
Tahoe Basics	1,267.00	0.00	0.00	0.00	(198.00)	1,069.00
Tahoe City Downtown Association*	0.00	0.00	864.00	0.00	0.00	864.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of December 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Tahoe House, Inc.*	0.00	73.25	53.75	0.00	0.00	127.00
Tahoe Teas	0.00	252.00	0.00	0.00	0.00	252.00
Tahoe Tessie	0.00	0.00	0.00	254.40	0.00	254.40
Tahoe Truckee Community Foundation*	0.00	500.00	0.00	0.00	0.00	500.00
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
Tahoe Weekly	0.00	0.00	150.00	0.00	0.00	150.00
Truckee Donner Chamber of Commerce*	5,100.86	0.00	0.00	0.00	0.00	5,100.86
Wholesale Resort Accessories, Inc.	274.50	325.50	0.00	0.00	21.50	621.50
Wolfdale's Cuisine Unique*	0.00	60.00	0.00	0.00	0.00	60.00
YIG Administration	0.00	6.37	0.00	0.00	(8.57)	(2.20)
TOTAL	21,488.74	209,897.21	11,983.79	324.22	(249.80)	243,444.16

North Lake Tahoe Resort Association

Profit & Loss

December 2017

	Dec 17	Dec 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	296,583.00	314,665.00	(18,082.00)	(5.8)%
4200-00 · Membership Dues	10,748.05	11,295.42	(547.37)	(4.9)%
4205-00 · Conference Dues	916.67	825.00	91.67	11.1%
4250-00 · Revenues-Membership Activities				
4251-00 · Tues AM Breakfast Club	375.44	899.42	(523.98)	(58.3)%
4250-00 · Revenues-Membership Activities - Other	0.00	355.00	(355.00)	(100.0)%
Total 4250-00 · Revenues-Membership Activities	375.44	1,254.42	(878.98)	(70.1)%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	79.00	0.00	79.00	100.0%
4600-00 · Commissions - Other	0.00	4,347.67	(4,347.67)	(100.0)%
Total 4600-00 · Commissions	79.00	4,347.67	(4,268.67)	(98.2)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	694.51	0.00	694.51	100.0%
46000 · Merchandise Sales - Other	7,545.50	7,010.16	535.34	7.6%
Total 46000 · Merchandise Sales	8,240.01	7,010.16	1,229.85	17.5%
Total Income	316,942.17	339,397.67	(22,455.50)	(6.6)%
Gross Profit	316,942.17	339,397.67	(22,455.50)	(6.6)%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	0.00	15,991.02	(15,991.02)	(100.0)%
5020-00 · P/R - Tax Expense	5,381.92	6,963.65	(1,581.73)	(22.7)%
5030-00 · P/R - Health Insurance Expense	7,372.73	7,775.44	(402.71)	(5.2)%
5040-00 · P/R - Workmans Comp	979.70	(2,373.50)	3,353.20	141.3%
5060-00 · 401 (k)	2,539.57	3,133.38	(593.81)	(19.0)%
5070-00 · Other Benefits and Expenses	979.59	552.57	427.02	77.3%
5000-00 · Salaries & Wages - Other	81,615.32	79,057.09	2,558.23	3.2%
Total 5000-00 · Salaries & Wages	98,868.83	111,099.65	(12,230.82)	(11.0)%
5100-00 · Rent				
5110-00 · Utilities	988.59	1,081.69	(93.10)	(8.6)%
5140-00 · Repairs & Maintenance	539.36	1,572.68	(1,033.32)	(65.7)%
5150-00 · Office - Cleaning	675.00	675.00	0.00	0.0%
5100-00 · Rent - Other	12,439.00	12,294.36	144.64	1.2%
Total 5100-00 · Rent	14,641.95	15,623.73	(981.78)	(6.3)%
5310-00 · Telephone				
5320-00 · Telephone	2,460.11	2,369.96	90.15	3.8%
5350-00 · Internet	0.00	224.85	(224.85)	(100.0)%
Total 5310-00 · Telephone	2,460.11	2,594.81	(134.70)	(5.2)%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0.00	98.42	(98.42)	(100.0)%
Total 5420-00 · Mail - USPS	0.00	98.42	(98.42)	(100.0)%
5510-00 · Insurance/Bonding	961.57	744.12	217.45	29.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	134.95	0.00	134.95	100.0%
5520-00 · Supplies - Other	993.72	1,314.21	(320.49)	(24.4)%
Total 5520-00 · Supplies	1,128.67	1,314.21	(185.54)	(14.1)%
5610-00 · Depreciation	216.35	115.07	101.28	88.0%
5700-00 · Equipment Support & Maintenance	323.33	891.00	(567.67)	(63.7)%
5710-00 · Taxes, Licenses & Fees	603.68	531.67	72.01	13.5%
5740-00 · Equipment Rental/Leasing	1,296.09	1,314.68	(18.59)	(1.4)%
5800-00 · Training Seminars	1,378.63	1,000.00	378.63	37.9%
5815 · Training Video Series	650.00	0.00	650.00	100.0%
5850-00 · Artist of Month - Commissions	776.67	143.66	633.01	440.6%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	2,200.00	0.00	2,200.00	100.0%

North Lake Tahoe Resort Association

Profit & Loss

01/26/18

December 2017

Accrual Basis

	Dec 17	Dec 16	\$ Change	% Change
5921-00 · Professional Fees - Other	5,062.50	0.00	5,062.50	100.0%
Total 5900-00 · Professional Fees	7,262.50	0.00	7,262.50	100.0%
5941-00 · Research & Planning	0.00	750.00	(750.00)	(100.0)%
6020-00 · Programs				
6016-00 · Special Event Partnership	0.00	17,500.00	(17,500.00)	(100.0)%
6018-00 · Business Assoc. Grants	0.00	10,000.00	(10,000.00)	(100.0)%
Total 6020-00 · Programs	0.00	27,500.00	(27,500.00)	(100.0)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	5,000.00	5,000.00	0.00	0.0%
Total 6420-01 · Sponsorships	5,000.00	5,000.00	0.00	0.0%
Total 6420-00 · Events	5,000.00	5,000.00	0.00	0.0%
6423-00 · Membership Activities				
6435-00 · Shop Local Event	87.07	0.00	87.07	100.0%
6437-00 · Tuesday Morning Breakfast Club	607.50	742.50	(135.00)	(18.2)%
6442-00 · Public Relations/Website	291.25	0.00	291.25	100.0%
6423-00 · Membership Activities - Other	14.97	276.69	(261.72)	(94.6)%
Total 6423-00 · Membership Activities	1,000.79	1,019.19	(18.40)	(1.8)%
6730-00 · Marketing Cooperative/Media	185,500.00	177,100.00	8,400.00	4.7%
6742-00 · Non-NLT Co-Op Marketing Program				
6015-00 · Cross Country	0.00	4,000.00	(4,000.00)	(100.0)%
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,612.32	412.69	1,199.63	290.7%
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,612.32	4,412.69	(2,800.37)	(63.5)%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	2,299.36	2,393.88	(94.52)	(4.0)%
6743-03 · Touch Lake Tahoe	2,500.00	6,666.66	(4,166.66)	(62.5)%
Total 6743-00 · BACC Marketing Programs	4,799.36	9,060.54	(4,261.18)	(47.0)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	62.79	79.93	(17.14)	(21.4)%
59900 · POS Inventory Adjustments	39.00	54.50	(15.50)	(28.4)%
8100-00 · Cost of Goods Sold - Other	4,521.93	4,045.29	476.64	11.8%
Total 8100-00 · Cost of Goods Sold	4,623.72	4,179.72	444.00	10.6%
8200-00 · Associate Relations	926.00	854.53	71.47	8.4%
8300-00 · Board Functions	145.05	244.90	(99.85)	(40.8)%
8500-00 · Credit Card Fees	533.89	465.74	68.15	14.6%
8700-00 · Automobile Expenses	366.96	261.07	105.89	40.6%
8750-00 · Meals/Meetings	1,171.40	553.70	617.70	111.6%
8810-00 · Dues & Subscriptions	752.83	383.86	368.97	96.1%
8920-00 · Bad Debt	1,286.00	772.50	513.50	66.5%
Total Expense	338,286.70	368,029.46	(29,742.76)	(8.1)%
Net Ordinary Income	(21,344.53)	(28,631.79)	7,287.26	25.5%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23.43	0.00	23.43	100.0%
Total Other Income	23.43	0.00	23.43	100.0%
Net Other Income	23.43	0.00	23.43	100.0%
Net Income	(21,321.10)	(28,631.79)	7,310.69	25.5%

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

December 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	233,786.00	23,238.33	3,017.34	31,019.83	5,521.50	0.00	0.00	296,583.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	10,748.05	0.00	10,748.05
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4250-00 · Revenues-Membership Activities								
4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	375.44	0.00	375.44
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	375.44	0.00	375.44
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	79.00	0.00	0.00	0.00	0.00	0.00	79.00
Total 4600-00 · Commissions	0.00	79.00	0.00	0.00	0.00	0.00	0.00	79.00
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	694.51	0.00	0.00	0.00	694.51
46000 · Merchandise Sales - Other	0.00	0.00	0.00	7,545.50	0.00	0.00	0.00	7,545.50
Total 46000 · Merchandise Sales	0.00	0.00	0.00	8,240.01	0.00	0.00	0.00	8,240.01
Total Income	233,786.00	24,234.00	3,017.34	39,259.84	5,521.50	11,123.49	0.00	316,942.17
Gross Profit	233,786.00	24,234.00	3,017.34	39,259.84	5,521.50	11,123.49	0.00	316,942.17
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	(1,375.00)	0.00	0.00
5020-00 · P/R - Tax Expense	909.73	806.74	58.76	819.24	146.96	497.61	2,142.88	5,381.92
5030-00 · P/R - Health Insurance Expense	2,153.90	1,277.09	14.77	1,955.95	36.90	929.28	1,004.84	7,372.73
5040-00 · P/R - Workmans Comp	254.72	166.55	6.86	186.14	20.87	78.38	266.18	979.70
5060-00 · 401 (k)	463.39	431.28	30.90	445.96	77.28	218.27	872.49	2,539.57
5070-00 · Other Benefits and Expenses	419.96	441.98	0.85	50.47	2.12	21.89	42.32	979.59
5000-00 · Salaries & Wages - Other	15,249.76	11,425.74	864.80	12,767.77	2,161.98	7,670.29	31,474.98	81,615.32
Total 5000-00 · Salaries & Wages	20,826.46	14,549.38	976.94	16,225.53	2,446.11	8,040.72	35,803.69	98,868.83
5100-00 · Rent								
5110-00 · Utilities	119.14	59.57	2.98	631.17	7.45	46.17	122.11	988.59
5140-00 · Repairs & Maintenance	51.81	22.45	1.73	22.45	8.63	13.82	418.47	539.36
5150-00 · Office - Cleaning	207.69	103.85	5.19	51.92	12.98	80.48	212.89	675.00
5100-00 · Rent - Other	1,929.15	923.08	46.15	6,461.54	115.38	798.38	2,165.32	12,439.00
Total 5100-00 · Rent	2,307.79	1,108.95	56.05	7,167.08	144.44	938.85	2,918.79	14,641.95
5310-00 · Telephone								
5320-00 · Telephone	754.53	241.17	25.81	318.98	110.91	241.33	767.38	2,460.11
Total 5310-00 · Telephone	754.53	241.17	25.81	318.98	110.91	241.33	767.38	2,460.11
5510-00 · Insurance/Bonding	201.93	182.70	7.52	240.39	20.14	76.92	231.97	961.57
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	67.47	0.00	0.00	0.00	0.00	0.00	67.48	134.95
5520-00 · Supplies - Other	129.00	46.59	3.31	261.37	15.23	142.81	395.41	993.72
Total 5520-00 · Supplies	196.47	46.59	3.31	261.37	15.23	142.81	462.89	1,128.67
5610-00 · Depreciation	20.19	8.75	0.63	126.70	3.49	5.29	51.30	216.35
5700-00 · Equipment Support & Maintenance	0.00	0.00	0.00	240.00	0.00	0.00	83.33	323.33
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	1.00	602.68	603.68
5740-00 · Equipment Rental/Leasing	281.38	142.98	45.95	157.61	152.18	179.20	336.79	1,296.09
5800-00 · Training Seminars	878.63	0.00	0.00	0.00	0.00	0.00	500.00	1,378.63
5815 · Training Video Series	0.00	0.00	0.00	650.00	0.00	0.00	0.00	650.00
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	776.67	0.00	0.00	0.00	776.67
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	120.00	0.00	0.00	0.00	0.00	0.00	2,080.00	2,200.00
5921-00 · Professional Fees - Other	5,062.50	0.00	0.00	0.00	0.00	0.00	0.00	5,062.50
Total 5900-00 · Professional Fees	5,182.50	0.00	0.00	0.00	0.00	0.00	2,080.00	7,262.50
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-00 · Events	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6423-00 · Membership Activities								
6435-00 · Shop Local Event	0.00	0.00	0.00	0.00	0.00	87.07	0.00	87.07
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	607.50	0.00	607.50
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	291.25	0.00	291.25
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	14.97	0.00	14.97
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	1,000.79	0.00	1,000.79
6730-00 · Marketing Cooperative/Media	176,333.33	9,166.67	0.00	0.00	0.00	0.00	0.00	185,500.00
6742-00 · Non-NLT Co-Op Marketing Program	1,462.32	0.00	0.00	150.00	0.00	0.00	0.00	1,612.32
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	2,299.36	0.00	0.00	0.00	0.00	0.00	0.00	2,299.36
6743-03 · Touch Lake Tahoe	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
Total 6743-00 · BACC Marketing Programs	4,799.36	0.00	0.00	0.00	0.00	0.00	0.00	4,799.36
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	62.79	0.00	0.00	0.00	62.79
59900 · POS Inventory Adjustments	0.00	0.00	0.00	39.00	0.00	0.00	0.00	39.00
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	4,521.93	0.00	0.00	0.00	4,521.93

North Lake Tahoe Resort Association
Profit & Loss by Class

December 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	4,623.72	0.00	0.00	0.00	4,623.72
8200-00 · Associate Relations	240.27	120.13	6.01	180.20	15.02	93.10	271.27	926.00
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	145.05	145.05
8500-00 · Credit Card Fees	0.00	0.00	0.00	262.47	0.00	226.42	45.00	533.89
8700-00 · Automobile Expenses	25.15	0.00	0.00	63.24	0.00	51.41	227.16	366.96
8750-00 · Meals/Meetings	1,060.58	0.00	1.35	64.00	3.38	0.00	42.09	1,171.40
8810-00 · Dues & Subscriptions	14.99	0.00	500.00	97.87	0.00	6.00	133.97	752.83
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	1,286.00	0.00	1,286.00
Total Expense	219,585.88	25,567.32	1,623.57	31,605.83	2,910.90	12,289.84	44,703.36	338,286.70
Net Ordinary Income	14,200.12	(1,333.32)	1,393.77	7,654.01	2,610.60	(1,166.35)	(44,703.36)	(21,344.53)
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	6.39	0.00	0.00	0.00	0.00	0.00	17.04	23.43
Total Other Income	6.39	0.00	0.00	0.00	0.00	0.00	17.04	23.43
Other Expense								
8990-00 · Allocated	31,797.05	4,321.47	332.59	5,363.51	550.75	2,337.99	(44,703.36)	0.00
Total Other Expense	31,797.05	4,321.47	332.59	5,363.51	550.75	2,337.99	(44,703.36)	0.00
Net Other Income	(31,790.66)	(4,321.47)	(332.59)	(5,363.51)	(550.75)	(2,337.99)	44,720.40	23.43
Net Income	(17,590.54)	(5,654.79)	1,061.18	2,290.50	2,059.85	(3,504.34)	17.04	(21,321.10)

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

July through December 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	1,569,091.15	128,247.31	28,532.66	178,198.38	41,041.50	0.00	0.00	1,945,111.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	67,787.78	0.00	67,787.78
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	75.00	0.00	75.00
4205-00 · Conference Dues	0.00	5,500.02	0.00	0.00	0.00	0.00	0.00	5,500.02
4250-00 · Revenues-Membership Activities								
4250-02 · Chamber Events	0.00	0.00	0.00	0.00	0.00	53.00	0.00	53.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	3,409.44	0.00	3,409.44
4251-00 · Tues AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	1,744.84	0.00	1,744.84
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	1,119.95	0.00	1,119.95
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	6,327.23	0.00	6,327.23
4350-00 · Special Events (Marketing)	77,627.73	0.00	0.00	0.00	0.00	0.00	0.00	77,627.73
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	1,859.00	0.00	0.00	0.00	0.00	0.00	1,859.00
4600-00 · Commissions - Other	0.00	45,889.61	0.00	0.00	0.00	0.00	0.00	45,889.61
Total 4600-00 · Commissions	0.00	47,748.61	0.00	0.00	0.00	0.00	0.00	47,748.61
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	7,981.96	0.00	0.00	0.00	7,981.96
46000 · Merchandise Sales - Other	0.00	0.00	0.00	50,861.58	0.00	0.00	0.00	50,861.58
Total 46000 · Merchandise Sales	0.00	0.00	0.00	58,843.54	0.00	0.00	0.00	58,843.54
Total Income	1,646,718.88	181,495.94	28,532.66	237,041.92	41,041.50	74,190.01	0.00	2,209,020.91
Gross Profit	1,646,718.88	181,495.94	28,532.66	237,041.92	41,041.50	74,190.01	0.00	2,209,020.91
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	8,250.00	0.00	0.00	0.00	0.00	(8,250.00)	0.00	0.00
5010-00 · Sales Commissions	0.00	6,823.54	0.00	0.00	0.00	0.00	0.00	6,823.54
5020-00 · P/R - Tax Expense	7,323.07	6,473.01	1,158.63	7,910.26	1,643.74	3,292.43	13,893.74	41,694.88
5030-00 · P/R - Health Insurance Expense	14,679.68	8,410.42	191.62	11,178.18	300.19	6,353.78	6,553.35	47,667.22
5040-00 · P/R - Workmans Comp	1,223.11	814.90	95.01	910.75	146.97	371.90	1,230.86	4,793.50
5060-00 · 401 (k)	3,842.49	3,444.82	610.12	3,562.12	865.21	1,493.48	4,609.04	18,427.28
5070-00 · Other Benefits and Expenses	915.43	626.88	15.71	302.35	20.77	101.34	241.54	2,224.02
5000-00 · Salaries & Wages - Other	99,957.59	73,075.07	8,023.21	86,181.21	15,088.65	46,461.83	190,538.29	519,325.85
Total 5000-00 · Salaries & Wages	136,191.37	99,668.64	10,094.30	110,044.87	18,065.53	49,824.76	217,066.82	640,956.29
5100-00 · Rent								
5110-00 · Utilities	779.98	387.86	59.20	3,210.31	100.11	286.74	738.90	5,563.10
5140-00 · Repairs & Maintenance	123.71	58.39	3.53	131.45	13.12	41.68	1,003.53	1,375.41
5150-00 · Office - Cleaning	1,347.68	673.87	106.65	336.93	141.57	506.60	1,266.70	4,380.00
5100-00 · Rent - Other	11,565.90	5,538.48	599.98	38,919.24	946.13	4,712.05	12,484.22	74,766.00
Total 5100-00 · Rent	13,817.27	6,658.60	769.36	42,597.93	1,200.93	5,547.07	15,493.35	86,084.51
5310-00 · Telephone								
5320-00 · Telephone	3,600.18	1,521.54	421.54	1,840.94	797.45	1,497.08	4,463.57	14,142.30
5350-00 · Internet	0.00	0.00	0.00	0.00	0.00	0.00	25.00	25.00
Total 5310-00 · Telephone	3,600.18	1,521.54	421.54	1,840.94	797.45	1,497.08	4,488.57	14,167.30
5420-00 · Mail - USPS								
5480-00 · Mail - Fed Ex	69.24	0.00	0.00	51.30	0.00	0.00	0.00	120.54
5420-00 · Mail - USPS - Other	357.20	165.62	47.74	165.62	78.70	101.92	366.20	1,283.00
Total 5420-00 · Mail - USPS	426.44	165.62	47.74	216.92	78.70	101.92	366.20	1,403.54
5510-00 · Insurance/Bonding	1,148.74	1,044.13	47.70	1,373.84	117.98	442.25	1,320.73	5,495.37
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	178.12	72.99	0.00	759.95	0.00	72.99	121.09	1,205.14
5520-00 · Supplies - Other	868.19	204.78	26.24	1,839.65	55.72	420.42	2,288.60	5,703.60
Total 5520-00 · Supplies	1,046.31	277.77	26.24	2,599.60	55.72	493.41	2,409.69	6,908.74
5610-00 · Depreciation	121.94	54.66	9.87	762.36	24.17	33.17	308.60	1,314.77
5700-00 · Equipment Support & Maintenance	1,450.00	1,029.99	126.75	1,425.00	126.75	539.25	1,797.23	6,494.97
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	15.00	0.00	1.00	6,391.83	6,407.83
5740-00 · Equipment Rental/Leasing	1,552.05	856.98	358.88	1,158.00	948.26	1,207.58	1,894.21	7,975.96
5800-00 · Training Seminars	878.63	0.00	0.00	0.00	0.00	0.00	2,643.96	3,522.59
5815 · Training Video Series	0.00	0.00	0.00	1,058.00	0.00	0.00	0.00	1,058.00
5830-00 · Commission Due to Third Party	0.00	765.00	0.00	0.00	0.00	0.00	0.00	765.00
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	3,365.57	0.00	0.00	0.00	3,365.57
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	1,040.00	0.00	0.00	0.00	0.00	0.00	6,980.00	8,020.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	16,715.00	16,715.00
5921-00 · Professional Fees - Other	37,218.75	0.00	0.00	0.00	0.00	0.00	0.00	37,218.75
Total 5900-00 · Professional Fees	38,258.75	0.00	0.00	0.00	0.00	0.00	23,695.00	61,953.75
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	1,891.25	0.00	375.00	0.00	0.00	2,266.25
6020-00 · Programs								
6016-00 · Special Event Partnership	14,500.00	0.00	0.00	0.00	0.00	0.00	0.00	14,500.00
6018-00 · Business Assoc. Grants	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total 6020-00 · Programs	24,500.00	0.00	0.00	0.00	0.00	0.00	0.00	24,500.00
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	114,771.83	0.00	0.00	0.00	0.00	0.00	0.00	114,771.83

North Lake Tahoe Resort Association
Profit & Loss by Class

July through December 2017

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6421-06 · Spartan	254,000.00	0.00	0.00	0.00	0.00	0.00	0.00	254,000.00
6421-09 · Wanderlust	4,042.80	0.00	0.00	0.00	0.00	0.00	0.00	4,042.80
6421-10 · WinterWonderGrass - Tahoe	15,000.00	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	392,814.63	0.00	0.00	0.00	0.00	0.00	0.00	392,814.63
6421-00 · New Event Development	1,064.13	0.00	0.00	0.00	0.00	0.00	0.00	1,064.13
6422-00 · Event Media								
6422-03 · Human Powered Sports Campaign	73.77	0.00	0.00	0.00	0.00	0.00	0.00	73.77
Total 6422-00 · Event Media	73.77	0.00	0.00	0.00	0.00	0.00	0.00	73.77
Total 6420-00 · Events	393,952.53	0.00	0.00	0.00	0.00	0.00	0.00	393,952.53
6423-00 · Membership Activities								
6435-00 · Shop Local Event	0.00	0.00	0.00	0.00	0.00	138.02	0.00	138.02
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	2,716.40	0.00	2,716.40
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	2,416.50	0.00	2,416.50
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	1,689.70	0.00	1,689.70
6444-00 · Trades	0.00	0.00	0.00	0.00	0.00	835.00	0.00	835.00
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	31.52	0.00	31.52
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	7,827.14	0.00	7,827.14
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	0.00	50.00
6701-00 · Market Study Reports/Research	807.50	0.00	0.00	0.00	0.00	0.00	0.00	807.50
6730-00 · Marketing Cooperative/Media	602,105.98	55,000.02	0.00	0.00	0.00	0.00	0.00	657,106.00
6742-00 · Non-NLT Co-Op Marketing Program	10,339.20	0.00	0.00	750.00	0.00	0.00	0.00	11,089.20
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	3,070.01	0.00	0.00	0.00	0.00	0.00	0.00	3,070.01
6743-03 · Touch Lake Tahoe	10,102.50	0.00	0.00	0.00	0.00	0.00	0.00	10,102.50
Total 6743-00 · BACC Marketing Programs	13,172.51	0.00	0.00	0.00	0.00	0.00	0.00	13,172.51
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	581.91	0.00	0.00	0.00	581.91
52500 · Purchase Discounts	0.00	0.00	0.00	(620.80)	0.00	0.00	0.00	(620.80)
59900 · POS Inventory Adjustments	0.00	0.00	0.00	511.25	0.00	0.00	0.00	511.25
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	29,462.66	0.00	0.00	0.00	29,462.66
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	29,935.02	0.00	0.00	0.00	29,935.02
8200-00 · Associate Relations	315.27	120.13	6.01	414.97	15.02	93.10	445.74	1,410.24
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	5,875.48	5,875.48
8500-00 · Credit Card Fees	45.00	90.00	4.50	1,879.09	10.13	1,097.53	160.37	3,286.62
8700-00 · Automobile Expenses	501.58	0.00	62.41	387.99	103.99	454.24	748.03	2,258.24
8750-00 · Meals/Meetings	1,582.30	0.00	68.60	271.75	21.52	0.00	430.47	2,374.64
8810-00 · Dues & Subscriptions	2,044.94	0.00	502.25	347.82	2.25	282.67	1,448.30	4,628.23
8910-00 · Travel	943.55	0.00	0.00	0.00	0.00	0.00	0.00	943.55
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	9,382.00	0.00	9,382.00
Total Expense	1,248,852.04	167,253.08	17,437.40	200,444.67	21,943.40	78,824.17	286,984.58	2,021,739.34
Net Ordinary Income	397,866.84	14,242.86	11,095.26	36,597.25	19,098.10	(4,634.16)	(286,984.58)	187,281.57
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	37.89	0.00	0.00	0.00	0.00	0.00	101.12	139.01
Total Other Income	37.89	0.00	0.00	0.00	0.00	0.00	101.12	139.01
Other Expense								
8990-00 · Allocated	203,801.36	27,698.24	2,131.73	34,377.10	3,530.00	14,985.16	(286,523.59)	0.00
Total Other Expense	203,801.36	27,698.24	2,131.73	34,377.10	3,530.00	14,985.16	(286,523.59)	0.00
Net Other Income	(203,763.47)	(27,698.24)	(2,131.73)	(34,377.10)	(3,530.00)	(14,985.16)	286,624.71	139.01
Net Income	194,103.37	(13,455.38)	8,963.53	2,220.15	15,568.10	(19,619.32)	(359.87)	187,420.58

North Lake Tahoe Resort Association

Profit & Loss Budget Performance

All Departments

	Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	296,583.00	296,583.00	1,945,111.00	1,945,111.00	3,747,600.00
4200-00 · Membership Dues	10,748.05	11,000.00	67,787.78	66,000.00	150,000.00
4201-00 · New Member Fees	0.00	0.00	75.00	75.00	75.00
4205-00 · Conference Dues	916.67	1,200.00	5,500.02	6,825.00	7,690.00
4250-00 · Revenues-Membership Activities					
4250-01 · Community Awards					
4250-04 · Silent Auction	0.00		0.00		12,000.00
4250-05 · Sponsorships	0.00		0.00		6,500.00
4250-01 · Community Awards - Other	0.00		0.00		22,500.00
Total 4250-01 · Community Awards	0.00		0.00		41,000.00
4250-02 · Chamber Events	0.00	0.00	53.00	0.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	3,409.44	4,300.00	7,300.00
4251-00 · Tues AM Breakfast Club					
4251-01 · Tues AM Breakfast Club Sponsors	0.00	250.00	0.00	250.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	375.44	750.00	1,744.84	3,750.00	8,250.00
Total 4251-00 · Tues AM Breakfast Club	375.44	1,000.00	1,744.84	4,000.00	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	1,119.95	875.00	1,925.00
Total 4250-00 · Revenues-Membership Activities	375.44	1,175.00	6,327.23	9,175.00	73,200.00
4252-00 · Sponsorships	0.00	0.00	0.00	0.00	0.00
4350-00 · Special Events (Marketing)	0.00	0.00	77,627.73	0.00	0.00
4503 · Visitor Guide Income	0.00	0.00	0.00	0.00	0.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	79.00	0.00	1,859.00	5,622.94	8,951.95
4600-00 · Commissions - Other	0.00	4,347.67	45,889.61	75,668.94	92,115.05
Total 4600-00 · Commissions	79.00	4,347.67	47,748.61	81,291.88	101,067.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC Income	694.51	200.00	7,981.96	5,800.00	7,000.00
46000 · Merchandise Sales - Other	7,545.50	7,063.21	50,861.58	49,067.28	92,000.00
Total 46000 · Merchandise Sales	8,240.01	7,263.21	58,843.54	54,867.28	99,000.00
Total Income	316,942.17	321,568.88	2,209,020.91	2,163,345.16	4,178,632.00
Cost of Goods Sold					
52900 · Purchases - Resale Items	0.00	0.00	0.00	0.00	0.00
Total COGS	0.00	0.00	0.00	0.00	0.00
Gross Profit	316,942.17	321,568.88	2,209,020.91	2,163,345.16	4,178,632.00
Expense					
5000-00 · Salaries & Wages					
5000-01 · In-Market Administration	0.00	0.00	0.00	0.00	0.00
5010-00 · Sales Commissions	0.00	11,991.02	6,823.54	28,684.89	31,377.74
5020-00 · P/R - Tax Expense	5,381.92	8,853.75	41,694.88	54,693.66	106,454.26
5030-00 · P/R - Health Insurance Expense	7,372.73	9,413.10	47,667.22	61,854.65	124,000.82
5040-00 · P/R - Workmans Comp	979.70	1.58	4,793.50	2,900.11	6,325.62
5060-00 · 401 (k)	2,539.57	3,314.02	18,427.28	18,815.93	36,212.09
5061-00 · 401k Profit Sharing	0.00	0.00	0.00	0.00	0.00
5065-00 · Merit	0.00	0.00	0.00	0.00	0.00
5070-00 · Other Benefits and Expenses	979.59	411.51	2,224.02	2,480.81	5,542.61
5000-00 · Salaries & Wages - Other	81,615.32	85,606.51	519,325.85	569,258.47	1,145,768.37
Total 5000-00 · Salaries & Wages	98,868.83	119,591.51	640,956.29	738,688.53	1,455,681.53
5100-00 · Rent					
5110-00 · Utilities	988.59	1,013.91	5,563.10	5,912.50	12,013.05
5140-00 · Repairs & Maintenance	539.36	940.07	1,375.41	3,533.96	9,599.93
5150-00 · Office - Cleaning	675.00	782.71	4,380.00	4,783.54	9,087.92
5100-00 · Rent - Other	12,439.00	13,224.19	74,766.00	77,934.01	157,366.38
Total 5100-00 · Rent	14,641.95	15,960.88	86,084.51	92,164.02	188,067.30
5310-00 · Telephone					
5320-00 · Telephone	2,460.11	2,341.79	14,142.30	14,025.41	28,565.00
5350-00 · Internet	0.00	0.00	25.00	0.00	0.00
Total 5310-00 · Telephone	2,460.11	2,341.79	14,167.30	14,025.41	28,565.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	67.64	0.00	379.73	785.57
5480-00 · Mail - Fed Ex	0.00	46.81	120.54	384.05	664.57
5420-00 · Mail - USPS - Other	0.00	119.86	1,283.00	1,243.30	2,427.44
Total 5420-00 · Mail - USPS	0.00	234.31	1,403.54	2,007.08	3,877.58

North Lake Tahoe Resort Association

Profit & Loss Budget Performance

All Departments

	Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
5510-00 · Insurance/Bonding	961.57	736.60	5,495.37	4,479.58	8,575.80
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	134.95	81.82	1,205.14	1,586.24	4,083.97
5520-00 · Supplies - Other	993.72	1,130.42	5,703.60	6,799.08	13,557.03
Total 5520-00 · Supplies	1,128.67	1,212.24	6,908.74	8,385.32	17,641.00
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	0.00	0.00
5610-00 · Depreciation	216.35	470.85	1,314.77	2,606.06	5,508.01
5700-00 · Equipment Support & Maintenance	323.33	962.83	6,494.97	7,098.16	13,596.00
5710-00 · Taxes, Licenses & Fees	603.68	826.37	6,407.83	5,137.96	10,066.99
5740-00 · Equipment Rental/Leasing	1,296.09	1,549.77	7,975.96	8,613.97	17,944.00
5800-00 · Training Seminars	1,378.63	864.64	3,522.59	6,079.20	12,831.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	650.00	0.00	1,058.00	4,000.00	13,631.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	2,000.00	2,000.00
5830-00 · Commission Due to Third Party	0.00		765.00		
5850-00 · Artist of Month - Commissions	776.67	227.27	3,365.57	1,136.35	2,500.00
5900-00 · Professional Fees					
5910-00 · Professional Fees - Attorneys	2,200.00	1,000.00	8,020.00	4,000.00	10,000.00
5920-00 · Professional Fees - Accountant	0.00	0.00	16,715.00	20,000.00	22,000.00
5921-00 · Professional Fees - Other	5,062.50	1,000.00	37,218.75	3,000.00	3,750.00
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00
Total 5900-00 · Professional Fees	7,262.50	2,000.00	61,953.75	27,000.00	35,750.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	3,364.00	3,364.00
5941-00 · Research & Planning	0.00	144.91	2,266.25	3,474.55	7,042.00
5948-00 · Transportation Projects					
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.00	0.00
5948-00 · Transportation Projects - Other	0.00	0.00	0.00	0.00	0.00
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.00	0.00
6020-00 · Programs					
6016-00 · Special Event Partnership	0.00	20,000.00	14,500.00	25,000.00	50,000.00
6018-00 · Business Assoc. Grants	0.00	10,000.00	10,000.00	10,000.00	30,000.00
Total 6020-00 · Programs	0.00	30,000.00	24,500.00	35,000.00	80,000.00
6420-00 · Events					
6420-01 · Sponsorships					
6023-00 · Autumn Food & Wine	5,000.00	0.00	114,771.83	37,000.00	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	15,000.00
6421-05 · No Barriers	0.00	0.00	0.00	0.00	0.00
6421-06 · Spartan	0.00	0.00	254,000.00	254,000.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	0.00	4,042.80	0.00	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	15,000.00	19,400.00	19,400.00
6421-11 · IronMan Lake Tahoe	0.00	0.00	0.00	0.00	0.00
6421-12 · World Cup	0.00	0.00	0.00	0.00	0.00
6421-13 · Blg Blue Adventure	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	5,000.00	0.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	5,000.00
6421-18 · Sponsorships - Other	0.00	0.00	0.00	0.00	0.00
Total 6420-01 · Sponsorships	5,000.00	0.00	392,814.63	310,400.00	472,400.00
6421-00 · New Event Development	0.00	0.00	1,064.13	12,600.00	17,600.00
6422-00 · Event Media					
6422-02 · Photography	0.00	0.00	0.00	0.00	0.00
6422-03 · Human Powered Sports Campaign	0.00	0.00	73.77	0.00	25,000.00
6422-04 · PR	0.00	0.00	0.00	0.00	0.00
6422-05 · Other	0.00	0.00	0.00	0.00	0.00
6422-06 · Music Campaign	0.00	0.00	0.00	0.00	0.00
Total 6422-00 · Event Media	0.00	0.00	73.77	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	9,000.00
6426-00 · Dues & Subscriptions	0.00	0.00	0.00	0.00	0.00
6427-00 · USA Cycling	0.00	0.00	0.00	0.00	0.00
6420-00 · Events - Other	0.00	0.00	0.00	0.00	0.00
Total 6420-00 · Events	5,000.00	0.00	393,952.53	323,000.00	524,000.00
6423-00 · Membership Activities					
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	87.07		138.02		

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
All Departments

	Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	2,716.40	2,760.00	4,185.00
6437-00 · Tuesday Morning Breakfast Club	607.50	650.00	2,416.50	3,250.00	7,150.00
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00
6442-00 · Public Relations/Website	291.25	2,795.00	1,689.70	4,195.00	8,465.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00
6444-00 · Trades	0.00	0.00	835.00	855.00	2,130.00
6423-00 · Membership Activities - Other	14.97	75.00	31.52	300.00	750.00
Total 6423-00 · Membership Activities	1,000.79	3,520.00	7,827.14	11,360.00	41,180.00
6490-00 · Classified Ads	0.00	70.27	50.00	351.35	773.00
6600-00 · Promotions/Giveaways	0.00	0.00	0.00	0.00	0.00
6701-00 · Market Study Reports/Research	0.00	70.27	807.50	668.82	1,090.47
6730-00 · Marketing Cooperative/Media	185,500.00	185,500.00	657,106.00	657,106.00	1,411,821.00
6740-00 · Media/Collateral/Production	0.00	1,000.00	0.00	1,000.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program					
6015-00 · Cross Country	0.00	4,000.00	0.00	4,000.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,612.32	10,000.00	11,089.20	45,000.00	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,612.32	14,000.00	11,089.20	49,000.00	84,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	2,299.36	1,439.88	3,070.01	8,000.00	20,000.00
6743-02 · Shopping Destination	0.00	0.00	0.00	0.00	0.00
6743-03 · Touch Lake Tahoe	2,500.00	8,000.00	10,102.50	8,000.00	20,000.00
6743-04 · High Notes	0.00	0.00	0.00	3,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	20,000.00
6743-00 · BACC Marketing Programs - Other	0.00	0.00	0.00	0.00	0.00
Total 6743-00 · BACC Marketing Programs	4,799.36	9,439.88	13,172.51	19,000.00	80,000.00
7253-00 · Conference - PUD	0.00	0.00	0.00	0.00	0.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.00	0.00	0.00
8100-00 · Cost of Goods Sold					
51100 · Freight and Shipping Costs	62.79	179.64	581.91	1,048.20	2,126.04
52500 · Purchase Discounts	0.00	(118.61)	(620.80)	(593.05)	(1,304.71)
59900 · POS Inventory Adjustments	39.00	103.14	511.25	590.70	1,209.54
8100-00 · Cost of Goods Sold - Other	4,521.93	3,454.83	29,462.66	25,759.74	47,769.13
Total 8100-00 · Cost of Goods Sold	4,623.72	3,619.00	29,935.02	26,805.59	49,800.00
8200-00 · Associate Relations	926.00	370.25	1,410.24	2,143.81	4,308.60
8300-00 · Board Functions	145.05	858.27	5,875.48	4,738.40	9,887.51
8500-00 · Credit Card Fees	533.89	540.28	3,286.62	3,186.95	6,067.00
8700-00 · Automobile Expenses	366.96	407.01	2,258.24	2,823.84	5,762.55
8750-00 · Meals/Meetings	1,171.40	958.76	2,374.64	3,271.10	6,973.00
8810-00 · Dues & Subscriptions	752.83	900.02	4,628.23	6,210.45	12,331.53
8910-00 · Travel	0.00	318.36	943.55	6,965.95	11,666.60
8920-00 · Bad Debt	1,286.00	585.00	9,382.00	6,790.00	10,681.00
8930-00 · Prior Period Adjustments	0.00	0.00	0.00	0.00	0.00
Total Expense	338,286.70	399,281.35	2,021,739.34	2,089,682.46	4,173,633.48
Net Ordinary Income	(21,344.53)	(77,712.47)	187,281.57	73,662.69	4,998.51
Other Income/Expense					
Other Income					
4700-00 · Revenues- Interest & Investment	23.43		139.01		
Total Other Income	23.43		139.01		
Other Expense					
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00
8990-00 · Allocated	0.00	0.02	0.00	(0.04)	(0.03)
Total Other Expense	0.00	0.02	0.00	(0.04)	(0.03)
Net Other Income	23.43	(0.02)	139.01	0.04	0.03
Net Income	(21,321.10)	(77,712.49)	187,420.58	73,662.73	4,998.54

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

	Dec 17	Budget	\$ Over Budget	Jul - Dec 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	233,786.00	233,786.00	0.00	1,569,091.15	1,569,091.15	0.00	2,968,666.00
4350-00 · Special Events (Marketing)	0.00	0.00	0.00	77,627.73	0.00	77,627.73	0.00
Total Income	233,786.00	233,786.00	0.00	1,646,718.88	1,569,091.15	77,627.73	2,968,666.00
Gross Profit	233,786.00	233,786.00	0.00	1,646,718.88	1,569,091.15	77,627.73	2,968,666.00
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375.00	1,375.00	0.00	8,250.00	8,250.00	0.00	16,500.00
5020-00 · P/R - Tax Expense	909.73	2,146.30	(1,236.57)	7,323.07	13,950.97	(6,627.90)	27,901.94
5030-00 · P/R - Health Insurance Expense	2,153.90	2,295.35	(141.45)	14,679.68	14,919.82	(240.14)	29,839.64
5040-00 · P/R - Workmans Comp	254.72	97.75	156.96	1,223.11	635.37	587.73	1,270.75
5060-00 · 401 (k)	463.39	806.89	(343.50)	3,842.49	5,244.83	(1,402.34)	10,489.66
5070-00 · Other Benefits and Expenses	419.96	152.08	267.87	915.43	988.54	(73.11)	1,977.08
5000-00 · Salaries & Wages - Other	15,249.76	22,371.90	(7,122.14)	99,957.59	145,417.35	(45,459.76)	290,834.34
Total 5000-00 · Salaries & Wages	20,826.46	29,245.29	(8,418.83)	136,191.37	189,406.90	(53,215.53)	378,813.44
5100-00 · Rent							
5110-00 · Utilities	119.14	144.12	(24.98)	779.98	775.14	4.84	1,650.09
5140-00 · Repairs & Maintenance	51.81	209.87	(158.06)	123.71	220.45	(96.74)	1,749.82
5150-00 · Office - Cleaning	207.69	207.69	0.00	1,347.68	1,348.44	(0.76)	2,309.95
5100-00 · Rent - Other	1,929.15	1,885.59	43.56	11,565.90	11,858.69	(292.79)	23,259.14
Total 5100-00 · Rent	2,307.79	2,447.27	(139.48)	13,817.27	14,202.72	(385.45)	28,969.00
5310-00 · Telephone							
5320-00 · Telephone	754.53	455.89	298.64	3,600.18	2,723.66	876.52	5,459.00
Total 5310-00 · Telephone	754.53	455.89	298.64	3,600.18	2,723.66	876.52	5,459.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	15.73	(15.73)	0.00	78.65	(78.65)	173.03
5480-00 · Mail - Fed Ex	0.00	45.45	(45.45)	69.24	327.25	(258.01)	599.97
5420-00 · Mail - USPS - Other	0.00	0.00	0.00	357.20	0.00	357.20	0.00
Total 5420-00 · Mail - USPS	0.00	61.18	(61.18)	426.44	405.90	20.54	773.00
5510-00 · Insurance/Bonding	201.93	176.56	25.37	1,148.74	1,000.59	148.15	2,060.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	67.47	0.00	67.47	178.12	177.14	0.98	201.31
5520-00 · Supplies - Other	129.00	247.49	(118.49)	868.19	1,403.75	(535.56)	2,888.69
Total 5520-00 · Supplies	196.47	247.49	(51.02)	1,046.31	1,580.89	(534.58)	3,090.00
5610-00 · Depreciation	20.19	101.51	(81.32)	121.94	550.94	(429.00)	1,160.00
5700-00 · Equipment Support & Maintenance	0.00	313.01	(313.01)	1,450.00	1,965.94	(515.94)	3,844.00
5710-00 · Taxes, Licenses & Fees	0.00	46.82	(46.82)	0.00	234.08	(234.08)	515.00
5740-00 · Equipment Rental/Leasing	281.38	173.66	107.72	1,552.05	1,018.04	534.01	2,060.00
5800-00 · Training Seminars	878.63	811.00	67.63	878.63	2,811.00	(1,932.37)	4,811.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	0.00	0.00	0.00	0.00	4,000.00	(4,000.00)	8,631.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	2,000.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120.00			1,040.00			
5921-00 · Professional Fees - Other	5,062.50			37,218.75			
Total 5900-00 · Professional Fees	5,182.50	0.00	5,182.50	38,258.75	0.00	38,258.75	0.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	0.00	2,552.00	(2,552.00)	2,552.00
5941-00 · Research & Planning	0.00	0.00	0.00	0.00	2,000.00	(2,000.00)	4,698.00
6020-00 · Programs							
6016-00 · Special Event Partnership	0.00	20,000.00	(20,000.00)	14,500.00	25,000.00	(10,500.00)	50,000.00
6018-00 · Business Assoc. Grants	0.00	10,000.00	(10,000.00)	10,000.00	10,000.00	0.00	30,000.00
Total 6020-00 · Programs	0.00	30,000.00	(30,000.00)	24,500.00	35,000.00	(10,500.00)	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	5,000.00	0.00	5,000.00	114,771.83	37,000.00	77,771.83	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-06 · Spartan	0.00	0.00	0.00	254,000.00	254,000.00	0.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00	0.00	0.00	0.00	0.00	0.00	40,000.00
6421-09 · Wanderlust	0.00	0.00	0.00	4,042.80	0.00	4,042.80	37,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	0.00	15,000.00	19,400.00	(4,400.00)	19,400.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.00	5,000.00	0.00	5,000.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	5,000.00	0.00	5,000.00	392,814.63	310,400.00	82,414.63	472,400.00
6421-00 · New Event Development	0.00	0.00	0.00	1,064.13	12,600.00	(11,535.87)	17,600.00
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0.00	0.00	0.00	73.77	0.00	73.77	25,000.00
Total 6422-00 · Event Media	0.00	0.00	0.00	73.77	0.00	73.77	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	0.00	0.00	9,000.00
Total 6420-00 · Events	5,000.00	0.00	5,000.00	393,952.53	323,000.00	70,952.53	524,000.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

	Dec 17	Budget	\$ Over Budget	Jul - Dec 17	YTD Budget	\$ Over Budget	Annual Budget
6490-00 · Classified Ads	0.00	0.00	0.00	50.00	0.00	50.00	0.00
6701-00 · Market Study Reports/Research	0.00	0.00	0.00	807.50	317.47	490.03	317.47
6730-00 · Marketing Cooperative/Media	176,333.33	176,333.33	0.00	602,105.98	602,105.98	0.00	1,301,821.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	4,000.00	(4,000.00)	0.00	4,000.00	(4,000.00)	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,462.32	10,000.00	(8,537.68)	10,339.20	45,000.00	(34,660.80)	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,462.32	14,000.00	(12,537.68)	10,339.20	49,000.00	(38,660.80)	84,000.00
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	2,299.36	1,439.88	859.48	3,070.01	8,000.00	(4,929.99)	20,000.00
6743-03 · Touch Lake Tahoe	2,500.00	8,000.00	(5,500.00)	10,102.50	8,000.00	2,102.50	20,000.00
6743-04 · High Notes	0.00	0.00	0.00	0.00	3,000.00	(3,000.00)	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
Total 6743-00 · BACC Marketing Programs	4,799.36	9,439.88	(4,640.52)	13,172.51	19,000.00	(5,827.49)	80,000.00
8200-00 · Associate Relations	240.27	56.18	184.09	315.27	280.92	34.35	618.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	45.00	0.00	45.00	0.00
8700-00 · Automobile Expenses	25.15	185.51	(160.36)	501.58	946.94	(445.36)	2,060.00
8750-00 · Meals/Meetings	1,060.58	325.21	735.37	1,582.30	1,653.74	(71.44)	3,605.00
8810-00 · Dues & Subscriptions	14.99	344.39	(329.40)	2,044.94	2,766.15	(721.21)	4,832.53
8910-00 · Travel	0.00	0.00	0.00	943.55	5,160.67	(4,217.12)	7,820.00
Total Expense	219,585.88	264,764.18	(45,178.30)	1,248,852.04	1,265,684.53	(16,832.49)	2,540,159.44
Net Ordinary Income	14,200.12	(30,978.18)	45,178.30	397,866.84	303,406.61	94,460.22	428,506.55
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6.39			37.89			
Total Other Income	6.39			37.89			
Other Expense							
8990-00 · Allocated	31,797.05	33,161.42	(1,364.37)	203,801.36	206,969.83	(3,168.47)	428,506.50
Total Other Expense	31,797.05	33,161.42	(1,364.37)	203,801.36	206,969.83	(3,168.47)	428,506.50
Net Other Income	(31,790.66)	(33,161.42)	1,370.76	(203,763.47)	(206,969.83)	3,206.36	(428,506.50)
Net Income	(17,590.54)	(64,139.60)	46,549.06	194,103.37	96,436.78	97,666.58	0.05

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	Dec 17	Budget	\$ Over Bud...	Jul - Dec 17	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	23,238.33	23,238.33	0.00	128,247.31	128,247.31	0.00	294,689.00
4205-00 · Conference Dues	916.67	1,200.00	(283.33)	5,500.02	6,825.00	(1,324.98)	7,690.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	79.00	0.00	79.00	1,859.00	5,622.94	(3,763.94)	8,951.95
4600-00 · Commissions - Other	0.00	4,347.67	(4,347.67)	45,889.61	75,668.94	(29,779.33)	92,115.05
Total 4600-00 · Commissions	79.00	4,347.67	(4,268.67)	47,748.61	81,291.88	(33,543.27)	101,067.00
Total Income	24,234.00	28,786.00	(4,552.00)	181,495.94	216,364.19	(34,868.25)	403,446.00
Gross Profit	24,234.00	28,786.00	(4,552.00)	181,495.94	216,364.19	(34,868.25)	403,446.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0.00	11,991.02	(11,991.02)	6,823.54	28,684.89	(21,861.35)	31,377.74
5020-00 · P/R - Tax Expense	806.74	2,006.89	(1,200.15)	6,473.01	8,547.77	(2,074.76)	14,996.89
5030-00 · P/R - Health Insurance Expense	1,277.09	1,140.09	137.00	8,410.42	7,814.62	595.80	15,811.17
5040-00 · P/R - Workmans Comp	166.55	(403.49)	570.04	814.90	274.66	540.24	1,104.71
5060-00 · 401 (k)	431.28	1,058.36	(627.08)	3,444.82	4,529.12	(1,084.30)	7,263.48
5070-00 · Other Benefits and Expenses	441.98	16.98	425.00	626.88	234.90	391.98	778.76
5000-00 · Salaries & Wages - Other	11,425.74	10,469.18	956.56	73,075.07	70,257.23	2,817.84	138,668.25
Total 5000-00 · Salaries & Wages	14,549.38	26,279.03	(11,729.65)	99,668.64	120,343.19	(20,674.55)	210,001.00
5100-00 · Rent							
5110-00 · Utilities	59.57	72.07	(12.50)	387.86	388.75	(0.89)	828.12
5140-00 · Repairs & Maintenance	22.45	106.66	(84.21)	58.39	111.95	(53.56)	907.24
5150-00 · Office - Cleaning	103.85	103.85	0.00	673.87	674.25	(0.38)	1,155.04
5100-00 · Rent - Other	923.08	985.44	(62.36)	5,538.48	5,680.94	(142.46)	11,594.58
Total 5100-00 · Rent	1,108.95	1,268.02	(159.07)	6,658.60	6,855.89	(197.29)	14,484.98
5310-00 · Telephone							
5320-00 · Telephone	241.17	236.42	4.75	1,521.54	1,437.78	83.76	3,164.00
Total 5310-00 · Telephone	241.17	236.42	4.75	1,521.54	1,437.78	83.76	3,164.00
5420-00 · Mail - USPS	0.00	0.00	0.00	165.62	244.00	(78.38)	309.00
5510-00 · Insurance/Bonding	182.70	141.38	41.32	1,044.13	917.13	127.00	1,442.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00			72.99			139.62
5520-00 · Supplies - Other	46.59	24.92	21.67	204.78	218.67	(13.89)	370.38
Total 5520-00 · Supplies	46.59	24.92	21.67	277.77	218.67	59.10	510.00
5610-00 · Depreciation	8.75	10.91	(2.16)	54.66	106.68	(52.02)	249.00
5700-00 · Equipment Support & Maintenance	0.00	40.00	(40.00)	1,029.99	532.12	497.87	1,100.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	154.27	(154.27)	206.00
5740-00 · Equipment Rental/Leasing	142.98	136.11	6.87	856.98	809.86	47.12	1,660.00
5830-00 · Commission Due to Third Party	0.00			765.00			
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	55,000.02	55,000.02	0.00	110,000.00
8200-00 · Associate Relations	120.13	46.82	73.31	120.13	234.10	(113.97)	515.00
8500-00 · Credit Card Fees	0.00			90.00			
8700-00 · Automobile Expenses	0.00	0.00	0.00	0.00	147.96	(147.96)	412.00
8750-00 · Meals/Meetings	0.00	50.00	(50.00)	0.00	50.00	(50.00)	350.00
8810-00 · Dues & Subscriptions	0.00	0.00	0.00	0.00	340.00	(340.00)	809.00
Total Expense	25,567.32	37,400.28	(11,832.96)	167,253.08	187,391.67	(20,138.59)	345,211.98
Net Ordinary Income	(1,333.32)	(8,614.28)	7,280.96	14,242.86	28,972.52	(14,729.66)	58,234.02
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,321.47	4,377.19	(55.72)	27,698.24	28,903.69	(1,205.45)	58,234.00
Total Other Expense	4,321.47	4,377.19	(55.72)	27,698.24	28,903.69	(1,205.45)	58,234.00
Net Other Income	(4,321.47)	(4,377.19)	55.72	(27,698.24)	(28,903.69)	1,205.45	(58,234.00)
Net Income	(5,654.79)	(12,991.47)	7,336.68	(13,455.38)	68.83	(13,524.21)	0.02

North Lake Tahoe Resort Association Profit & Loss Budget Performance

41 - Transportation

	Dec 17	Budget	\$ Over Bud...	Jul - Dec 17	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,017.34	3,017.34	0.00	28,532.66	28,532.66	0.00	31,048.00
Total Income	3,017.34	3,017.34	0.00	28,532.66	28,532.66	0.00	31,048.00
Gross Profit	3,017.34	3,017.34	0.00	28,532.66	28,532.66	0.00	31,048.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	58.76	102.10	(43.34)	1,158.63	663.66	494.97	1,327.31
5030-00 · P/R - Health Insurance Expense	14.77	95.17	(80.40)	191.62	618.64	(427.02)	1,237.25
5040-00 · P/R - Workmans Comp	6.86	3.95	2.91	95.01	25.66	69.35	51.31
5060-00 · 401 (k)	30.90	47.82	(16.92)	610.12	310.80	299.32	621.60
5070-00 · Other Benefits and Expenses	0.85	1.32	(0.47)	15.71	8.59	7.12	17.18
5000-00 · Salaries & Wages - Other	864.80	503.27	361.53	8,023.21	10,898.69	(2,875.48)	14,305.34
Total 5000-00 · Salaries & Wages	976.94	753.63	223.31	10,094.30	12,526.04	(2,431.74)	17,559.99
5100-00 · Rent							
5110-00 · Utilities	2.98	3.66	(0.68)	59.20	53.30	5.90	75.20
5140-00 · Repairs & Maintenance	1.73	16.54	(14.81)	3.53	16.54	(13.01)	115.82
5150-00 · Office - Cleaning	5.19	5.27	(0.08)	106.65	66.35	40.30	97.98
5100-00 · Rent - Other	46.15	52.87	(6.72)	599.98	604.73	(4.75)	921.99
Total 5100-00 · Rent	56.05	78.34	(22.29)	769.36	740.92	28.44	1,210.99
5310-00 · Telephone							
5320-00 · Telephone	25.81	9.77	16.04	421.54	226.33	195.21	285.00
Total 5310-00 · Telephone	25.81	9.77	16.04	421.54	226.33	195.21	285.00
5420-00 · Mail - USPS	0.00	0.00	0.00	47.74	50.00	(2.26)	50.00
5510-00 · Insurance/Bonding	7.52	21.85	(14.33)	47.70	127.85	(80.15)	259.00
5520-00 · Supplies	3.31	9.97	(6.66)	26.24	65.98	(39.74)	309.00
5610-00 · Depreciation	0.63	37.71	(37.08)	9.87	199.74	(189.87)	426.00
5700-00 · Equipment Support & Maintenance	0.00	16.00	(16.00)	126.75	155.00	(28.25)	494.00
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	94.93	(94.93)	124.00
5740-00 · Equipment Rental/Leasing	45.95	19.79	26.16	358.88	211.30	147.58	330.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	3,000.00	406.00	2,594.00	406.00
5941-00 · Research & Planning	0.00	144.91	(144.91)	1,891.25	1,099.55	791.70	1,969.00
8200-00 · Associate Relations	6.01	0.00	6.01	6.01	0.00	6.01	0.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	4.50	0.00	4.50	0.00
8700-00 · Automobile Expenses	0.00	0.00	0.00	62.41	0.00	62.41	0.00
8750-00 · Meals/Meetings	1.35	0.00	1.35	68.60	0.00	68.60	0.00
8810-00 · Dues & Subscriptions	500.00	280.91	219.09	502.25	1,404.55	(902.30)	3,144.00
Total Expense	1,623.57	1,372.88	250.69	17,437.40	17,308.19	129.21	26,566.98
Net Ordinary Income	1,393.77	1,644.46	(250.69)	11,095.26	11,224.47	(129.21)	4,481.02
Other Income/Expense							
Other Expense							
8990-00 · Allocated	332.59	43.39	289.20	2,131.73	3,984.63	(1,852.90)	4,481.00
Total Other Expense	332.59	43.39	289.20	2,131.73	3,984.63	(1,852.90)	4,481.00
Net Other Income	(332.59)	(43.39)	(289.20)	(2,131.73)	(3,984.63)	1,852.90	(4,481.00)
Net Income	1,061.18	1,601.07	(539.89)	8,963.53	7,239.84	1,723.69	0.02

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Dec 17	Budget	\$ Over Bud...	Jul - Dec 17	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	31,019.83	31,019.83	0.00	178,198.38	178,198.38	0.00	401,760.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	694.51	200.00	494.51	7,981.96	5,800.00	2,181.96	7,000.00
46000 · Merchandise Sales - Other	7,545.50	7,063.21	482.29	50,861.58	49,067.28	1,794.30	92,000.00
Total 46000 · Merchandise Sales	8,240.01	7,263.21	976.80	58,843.54	54,867.28	3,976.26	99,000.00
Total Income	39,259.84	38,283.04	976.80	237,041.92	233,065.66	3,976.26	500,760.00
Gross Profit	39,259.84	38,283.04	976.80	237,041.92	233,065.66	3,976.26	500,760.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	819.24	1,324.16	(504.92)	7,910.26	10,220.83	(2,310.57)	19,634.76
5030-00 · P/R - Health Insurance Expense	1,955.95	2,135.01	(179.06)	11,178.18	13,877.56	(2,699.38)	27,755.13
5040-00 · P/R - Workmans Comp	186.14	66.24	119.89	910.75	430.60	480.14	861.21
5060-00 · 401 (k)	445.96	544.98	(99.02)	3,562.12	3,542.41	19.70	7,084.82
5070-00 · Other Benefits and Expenses	50.47	47.43	3.03	302.35	308.34	(5.99)	616.69
5000-00 · Salaries & Wages - Other	12,767.77	12,249.08	518.69	86,181.21	93,067.04	(6,885.83)	179,410.09
Total 5000-00 · Salaries & Wages	16,225.53	16,366.92	(141.39)	110,044.87	121,446.78	(11,401.91)	235,362.70
5100-00 · Rent							
5110-00 · Utilities	631.17	617.33	13.83	3,210.31	3,606.66	(396.35)	7,310.65
5140-00 · Repairs & Maintenance	22.45	157.39	(134.94)	131.45	786.97	(655.52)	1,731.33
5150-00 · Office - Cleaning	51.92	197.12	(145.20)	336.93	1,035.60	(698.67)	2,218.33
5100-00 · Rent - Other	6,461.54	7,640.05	(1,178.51)	38,919.24	44,290.38	(5,371.14)	90,130.29
Total 5100-00 · Rent	7,167.08	8,611.89	(1,444.81)	42,597.93	49,719.62	(7,121.69)	101,390.62
5310-00 · Telephone							
5320-00 · Telephone	318.98	296.79	22.18	1,840.94	1,824.25	16.68	3,789.00
Total 5310-00 · Telephone	318.98	296.79	22.18	1,840.94	1,824.25	16.68	3,789.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	51.91	(51.91)	0.00	301.08	(301.08)	612.54
5480-00 · Mail - Fed Ex	0.00	1.36	(1.36)	51.30	56.80	(5.50)	64.60
5420-00 · Mail - USPS - Other	0.00	27.04	(27.04)	165.62	135.20	30.42	297.44
Total 5420-00 · Mail - USPS	0.00	80.31	(80.31)	216.92	493.08	(276.16)	974.58
5510-00 · Insurance/Bonding	240.39	173.18	67.21	1,373.84	1,020.88	352.96	2,059.80
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	81.82	(81.82)	759.95	409.10	350.85	993.04
5520-00 · Supplies - Other	261.37	264.78	(3.41)	1,839.65	1,631.28	208.37	3,219.96
Total 5520-00 · Supplies	261.37	346.60	(85.23)	2,599.60	2,040.38	559.22	4,213.00
5610-00 · Depreciation	126.70	92.34	34.36	762.36	494.97	267.39	1,049.01
5700-00 · Equipment Support & Maintenance	240.00	171.18	68.82	1,425.00	1,135.90	289.10	2,313.00
5710-00 · Taxes, Licenses & Fees	0.00	28.09	(28.09)	15.00	140.45	(125.45)	308.99
5740-00 · Equipment Rental/Leasing	157.61	522.97	(365.36)	1,158.00	2,968.21	(1,810.21)	6,106.00
5800-00 · Training Seminars	0.00	53.64	(53.64)	0.00	268.20	(268.20)	590.00
5815 · Training Video Series	650.00			1,058.00			5,000.00
5850-00 · Artist of Month - Commissions	776.67	227.27	549.40	3,365.57	1,136.35	2,229.22	2,500.00
6740-00 · Media/Collateral/Production	0.00	1,000.00	(1,000.00)	0.00	1,000.00	(1,000.00)	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program	150.00	0.00	150.00	750.00	0.00	750.00	0.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	62.79	179.64	(116.85)	581.91	1,048.20	(466.29)	2,126.04
52500 · Purchase Discounts	0.00	(118.61)	118.61	(620.80)	(593.05)	(27.75)	(1,304.71)
59900 · POS Inventory Adjustments	39.00	103.14	(64.14)	511.25	590.70	(79.45)	1,209.54
8100-00 · Cost of Goods Sold - Other	4,521.93	3,454.83	1,067.10	29,462.66	25,759.74	3,702.92	47,769.13
Total 8100-00 · Cost of Goods Sold	4,623.72	3,619.00	1,004.72	29,935.02	26,805.59	3,129.43	49,800.00
8200-00 · Associate Relations	180.20	36.25	143.95	414.97	473.79	(58.82)	635.00
8500-00 · Credit Card Fees	262.47	345.28	(82.81)	1,879.09	2,029.01	(149.92)	3,487.00
8700-00 · Automobile Expenses	63.24	52.86	10.38	387.99	810.74	(422.75)	1,236.00
8750-00 · Meals/Meetings	64.00	418.46	(354.46)	271.75	726.91	(455.16)	1,187.00
8810-00 · Dues & Subscriptions	97.87	97.87	0.00	347.82	347.82	0.00	1,133.00
8910-00 · Travel	0.00	0.00	0.00	0.00	213.48	(213.48)	345.00
Total Expense	31,605.83	32,540.91	(935.08)	200,444.67	215,096.42	(14,651.75)	428,479.70
Net Ordinary Income	7,654.01	5,742.12	1,911.88	36,597.25	17,969.23	18,628.01	72,280.29
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,363.51	5,538.70	(175.19)	34,377.10	35,242.02	(864.92)	72,280.99
Total Other Expense	5,363.51	5,538.70	(175.19)	34,377.10	35,242.02	(864.92)	72,280.99

**North Lake Tahoe Resort Association
Profit & Loss Budget Performance**

42 - Visitor Center

	Dec 17	Budget	\$ Over Bud...	Jul - Dec 17	YTD Budget	\$ Over Bud...	Annual Bud...
Net Other Income	(5,363.51)	(5,538.70)	175.19	(34,377.10)	(35,242.02)	864.92	(72,280.99)
Net Income	<u>2,290.50</u>	<u>203.42</u>	<u>2,087.07</u>	<u>2,220.15</u>	<u>(17,272.78)</u>	<u>19,492.93</u>	<u>(0.69)</u>

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

	Dec 17	Budget	\$ Over Bud...	Jul - Dec 17	YTD Budget	\$ Over Bud...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	5,521.50	5,521.50	0.00	41,041.50	41,041.50	0.00	51,437.00
Total Income	5,521.50	5,521.50	0.00	41,041.50	41,041.50	0.00	51,437.00
Gross Profit	5,521.50	5,521.50	0.00	41,041.50	41,041.50	0.00	51,437.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	146.96	188.17	(41.21)	1,643.74	1,223.12	420.62	2,446.23
5030-00 · P/R - Health Insurance Expense	36.90	211.45	(174.55)	300.19	1,374.40	(1,074.21)	2,748.80
5040-00 · P/R - Workmans Comp	20.87	8.50	12.37	146.97	55.24	91.73	110.48
5060-00 · 401 (k)	77.28	97.48	(20.20)	865.21	633.64	231.57	1,267.27
5070-00 · Other Benefits and Expenses	2.12	2.80	(0.68)	20.77	18.19	2.58	36.39
5000-00 · Salaries & Wages - Other	2,161.98	1,777.23	384.75	15,088.65	17,647.42	(2,558.77)	29,334.80
Total 5000-00 · Salaries & Wages	2,446.11	2,285.63	160.48	18,065.53	20,952.01	(2,886.48)	35,943.97
5100-00 · Rent							
5110-00 · Utilities	7.45	9.79	(2.34)	100.11	83.95	16.16	142.65
5140-00 · Repairs & Maintenance	8.63	19.97	(11.34)	13.12	99.85	(86.73)	219.69
5150-00 · Office - Cleaning	12.98	13.26	(0.28)	141.57	106.30	35.27	185.85
5100-00 · Rent - Other	115.38	128.04	(12.66)	946.13	980.58	(34.45)	1,748.81
Total 5100-00 · Rent	144.44	171.06	(26.62)	1,200.93	1,270.68	(69.75)	2,297.00
5310-00 · Telephone							
5320-00 · Telephone	110.91	35.77	75.14	797.45	356.33	441.12	571.00
Total 5310-00 · Telephone	110.91	35.77	75.14	797.45	356.33	441.12	571.00
5420-00 · Mail - USPS	0.00	0.00	0.00	78.70	50.00	28.70	50.00
5510-00 · Insurance/Bonding	20.14	21.85	(1.71)	117.98	127.85	(9.87)	259.00
5520-00 · Supplies	15.23	27.39	(12.16)	55.72	144.65	(88.93)	309.00
5610-00 · Depreciation	3.49	37.71	(34.22)	24.17	199.74	(175.57)	426.00
5700-00 · Equipment Support & Maintenance	0.00	56.73	(56.73)	126.75	339.65	(212.90)	680.00
5710-00 · Taxes, Licenses & Fees	0.00	34.82	(34.82)	0.00	174.10	(174.10)	473.00
5740-00 · Equipment Rental/Leasing	152.18	228.79	(76.61)	948.26	852.30	95.96	2,223.00
5940-00 · Research & Planning Membership	0.00	0.00	0.00	0.00	406.00	(406.00)	406.00
5941-00 · Research & Planning	0.00	0.00	0.00	375.00	375.00	0.00	375.00
8200-00 · Associate Relations	15.02	0.00	15.02	15.02	0.00	15.02	0.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	10.13	0.00	10.13	0.00
8700-00 · Automobile Expenses	0.00	0.00	0.00	103.99	0.00	103.99	0.00
8750-00 · Meals/Meetings	3.38	0.00	3.38	21.52	0.00	21.52	0.00
8810-00 · Dues & Subscriptions	0.00	0.00	0.00	2.25	0.00	2.25	0.00
Total Expense	2,910.90	2,899.75	11.15	21,943.40	25,248.31	(3,304.91)	44,012.97
Net Ordinary Income	2,610.60	2,621.75	(11.15)	19,098.10	15,793.19	3,304.91	7,424.03
Other Income/Expense							
Other Expense							
8990-00 · Allocated	550.75	280.70	270.05	3,530.00	5,348.89	(1,818.89)	7,424.00
Total Other Expense	550.75	280.70	270.05	3,530.00	5,348.89	(1,818.89)	7,424.00
Net Other Income	(550.75)	(280.70)	(270.05)	(3,530.00)	(5,348.89)	1,818.89	(7,424.00)
Net Income	2,059.85	2,341.05	(281.20)	15,568.10	10,444.30	5,123.80	0.03

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

	Dec 17	Budget	\$ Over Budget	Jul - Dec 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	10,748.05	11,000.00	(251.95)	67,787.78	66,000.00	1,787.78	150,000.00
4201-00 · New Member Fees	0.00	0.00	0.00	75.00	75.00	0.00	75.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0.00			0.00			12,000.00
4250-05 · Sponsorships	0.00			0.00			6,500.00
4250-01 · Community Awards - Other	0.00			0.00			22,500.00
Total 4250-01 · Community Awards	0.00			0.00			41,000.00
4250-02 · Chamber Events	0.00	0.00	0.00	53.00	0.00	53.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	3,409.44	4,300.00	(890.56)	7,300.00
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0.00	250.00	(250.00)	0.00	250.00	(250.00)	2,000.00
4251-00 · Tues AM Breakfast Club - Other	375.44	750.00	(374.56)	1,744.84	3,750.00	(2,005.16)	8,250.00
Total 4251-00 · Tues AM Breakfast Club	375.44	1,000.00	(624.56)	1,744.84	4,000.00	(2,255.16)	10,250.00
4250-00 · Revenues-Membership Activities - Other	0.00	175.00	(175.00)	1,119.95	875.00	244.95	1,925.00
Total 4250-00 · Revenues-Membership Activities	375.44	1,175.00	(799.56)	6,327.23	9,175.00	(2,847.77)	73,200.00
Total Income	11,123.49	12,175.00	(1,051.51)	74,190.01	75,250.00	(1,059.99)	223,275.00
Gross Profit	11,123.49	12,175.00	(1,051.51)	74,190.01	75,250.00	(1,059.99)	223,275.00
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375.00)	(1,375.00)	0.00	(8,250.00)	(8,250.00)	0.00	(16,500.00)
5020-00 · P/R - Tax Expense	497.61	525.00	(27.39)	3,292.43	3,440.00	(147.57)	6,852.50
5030-00 · P/R - Health Insurance Expense	929.28	950.00	(20.72)	6,353.78	6,440.39	(86.61)	12,990.39
5040-00 · P/R - Workmans Comp	78.38	75.00	3.38	371.90	480.00	(108.10)	930.00
5060-00 · 401 (k)	218.27	320.00	(101.73)	1,493.48	1,705.00	(211.52)	3,785.00
5070-00 · Other Benefits and Expenses	21.89	93.00	(71.11)	101.34	286.00	(184.66)	844.00
5000-00 · Salaries & Wages - Other	7,670.29	7,800.00	(129.71)	46,461.83	46,850.00	(388.17)	97,550.00
Total 5000-00 · Salaries & Wages	8,040.72	8,388.00	(347.28)	49,824.76	50,951.39	(1,126.63)	106,451.89
5100-00 · Rent							
5110-00 · Utilities	46.17	50.00	(3.83)	286.74	300.00	(13.26)	600.00
5140-00 · Repairs & Maintenance	13.82	55.00	(41.18)	41.68	275.00	(233.32)	605.00
5150-00 · Office - Cleaning	80.48	85.00	(4.52)	506.60	545.00	(38.40)	1,090.00
5100-00 · Rent - Other	798.38	725.00	73.38	4,712.05	4,350.00	362.05	8,700.00
Total 5100-00 · Rent	938.85	915.00	23.85	5,547.07	5,470.00	77.07	10,995.00
5310-00 · Telephone							
5320-00 · Telephone	241.33	219.00	22.33	1,497.08	1,375.00	122.08	2,686.00
Total 5310-00 · Telephone	241.33	219.00	22.33	1,497.08	1,375.00	122.08	2,686.00
5420-00 · Mail - USPS	0.00	50.00	(50.00)	101.92	300.00	(198.08)	1,000.00
5510-00 · Insurance/Bonding	76.92	55.00	21.92	442.25	415.00	27.25	745.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	72.99	0.00	72.99	750.00
5520-00 · Supplies - Other	142.81	135.00	7.81	420.42	650.00	(229.58)	1,250.00
Total 5520-00 · Supplies	142.81	135.00	7.81	493.41	650.00	(156.59)	2,000.00
5610-00 · Depreciation	5.29	15.00	(9.71)	33.17	90.00	(56.83)	180.00
5700-00 · Equipment Support & Maintenance	0.00	55.00	(55.00)	539.25	995.00	(455.75)	1,325.00
5710-00 · Taxes, Licenses & Fees	1.00	50.00	(49.00)	1.00	100.00	(99.00)	200.00
5740-00 · Equipment Rental/Leasing	179.20	250.00	(70.80)	1,207.58	1,490.00	(282.42)	2,990.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	87.07			138.02			
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	2,716.40	2,760.00	(43.60)	4,185.00
6437-00 · Tuesday Morning Breakfast Club	607.50	650.00	(42.50)	2,416.50	3,250.00	(833.50)	7,150.00
6442-00 · Public Relations/Website	291.25	2,795.00	(2,503.75)	1,689.70	4,195.00	(2,505.30)	8,465.00
6444-00 · Trades	0.00	0.00	0.00	835.00	855.00	(20.00)	2,130.00
6423-00 · Membership Activities - Other	14.97	75.00	(60.03)	31.52	300.00	(268.48)	750.00
Total 6423-00 · Membership Activities	1,000.79	3,520.00	(2,519.21)	7,827.14	11,360.00	(3,532.86)	41,180.00
8200-00 · Associate Relations	93.10	25.00	68.10	93.10	125.00	(31.90)	275.00
8500-00 · Credit Card Fees	226.42	195.00	31.42	1,097.53	1,110.00	(12.47)	2,580.00
8700-00 · Automobile Expenses	51.41	75.00	(23.59)	454.24	450.00	4.24	1,025.00
8750-00 · Meals/Meetings	0.00	40.00	(40.00)	0.00	200.00	(200.00)	440.00
8810-00 · Dues & Subscriptions	6.00	50.00	(44.00)	282.67	465.00	(182.33)	765.00
8920-00 · Bad Debt	1,286.00	585.00	701.00	9,382.00	6,790.00	2,592.00	10,681.00
Total Expense	12,289.84	14,622.00	(2,332.16)	78,824.17	82,336.39	(3,512.22)	186,768.89
Net Ordinary Income	(1,166.35)	(2,447.00)	1,280.65	(4,634.16)	(7,086.39)	2,452.23	36,506.11
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,337.99	2,279.97	58.02	14,985.16	16,167.85	(1,182.69)	31,506.99
Total Other Expense	2,337.99	2,279.97	58.02	14,985.16	16,167.85	(1,182.69)	31,506.99
Net Other Income	(2,337.99)	(2,279.97)	(58.02)	(14,985.16)	(16,167.85)	1,182.69	(31,506.99)
Net Income	(3,504.34)	(4,726.97)	1,222.63	(19,619.32)	(23,254.24)	3,634.92	4,999.12

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

	Dec 17	Budget	\$ Over Budget	Jul - Dec 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,142.88	2,561.13	(418.25)	13,893.74	16,647.31	(2,753.57)	33,294.63
5030-00 · P/R - Health Insurance Expense	1,004.84	2,586.03	(1,581.19)	6,553.35	16,809.22	(10,255.87)	33,618.44
5040-00 · P/R - Workmans Comp	266.18	153.63	112.55	1,230.86	998.57	232.29	1,997.15
5060-00 · 401 (k)	872.49	438.48	434.01	4,609.04	2,850.13	1,758.91	5,700.26
5070-00 · Other Benefits and Expenses	42.32	97.89	(55.57)	241.54	636.25	(394.71)	1,272.51
5000-00 · Salaries & Wages - Other	31,474.98	30,435.85	1,039.13	190,538.29	185,120.74	5,417.55	395,665.55
Total 5000-00 · Salaries & Wages	35,803.69	36,273.01	(469.32)	217,066.82	223,062.22	(5,995.40)	471,548.54
5100-00 · Rent							
5110-00 · Utilities	122.11	116.94	5.17	738.90	704.70	34.20	1,406.34
5140-00 · Repairs & Maintenance	418.47	374.64	43.83	1,003.53	2,023.20	(1,019.67)	4,271.03
5150-00 · Office - Cleaning	212.89	170.52	42.37	1,266.70	1,007.60	259.10	2,030.77
5100-00 · Rent - Other	2,165.32	1,807.20	358.12	12,484.22	10,168.69	2,315.53	21,011.57
Total 5100-00 · Rent	2,918.79	2,469.30	449.49	15,493.35	13,904.19	1,589.16	28,719.71
5310-00 · Telephone							
5320-00 · Telephone	767.38	1,088.15	(320.77)	4,463.57	6,082.06	(1,618.49)	12,611.00
5350-00 · Internet	0.00			25.00			
Total 5310-00 · Telephone	767.38	1,088.15	(320.77)	4,488.57	6,082.06	(1,593.49)	12,611.00
5420-00 · Mail - USPS	0.00	42.82	(42.82)	366.20	464.10	(97.90)	721.00
5510-00 · Insurance/Bonding	231.97	146.78	85.19	1,320.73	870.28	450.45	1,751.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	67.48	0.00	67.48	121.09	1,000.00	(878.91)	2,000.00
5520-00 · Supplies - Other	395.41	420.87	(25.46)	2,288.60	2,684.75	(396.15)	5,210.00
Total 5520-00 · Supplies	462.89	420.87	42.02	2,409.69	3,684.75	(1,275.06)	7,210.00
5610-00 · Depreciation	51.30	175.67	(124.37)	308.60	963.99	(655.39)	2,018.00
5700-00 · Equipment Support & Maintenance	83.33	310.91	(227.58)	1,797.23	1,974.55	(177.32)	3,840.00
5710-00 · Taxes, Licenses & Fees	602.68	666.64	(63.96)	6,391.83	4,240.13	2,151.70	8,240.00
5740-00 · Equipment Rental/Leasing	336.79	218.45	118.34	1,894.21	1,264.26	629.95	2,575.00
5800-00 · Training Seminars	500.00	0.00	500.00	2,643.96	3,000.00	(356.04)	6,180.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	2,080.00	1,000.00	1,080.00	6,980.00	4,000.00	2,980.00	10,000.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	16,715.00	20,000.00	(3,285.00)	22,000.00
5921-00 · Professional Fees - Other	0.00	1,000.00	(1,000.00)	0.00	3,000.00	(3,000.00)	3,750.00
Total 5900-00 · Professional Fees	2,080.00	2,000.00	80.00	23,695.00	27,000.00	(3,305.00)	35,750.00
6490-00 · Classified Ads	0.00	70.27	(70.27)	0.00	351.35	(351.35)	773.00
6701-00 · Market Study Reports/Research	0.00	70.27	(70.27)	0.00	351.35	(351.35)	773.00
8200-00 · Associate Relations	271.27	206.00	65.27	445.74	1,030.00	(584.26)	2,265.60
8300-00 · Board Functions	145.05	858.27	(713.22)	5,875.48	4,738.40	1,137.08	9,887.51
8500-00 · Credit Card Fees	45.00	0.00	45.00	160.37	47.94	112.43	0.00
8700-00 · Automobile Expenses	227.16	93.64	133.52	748.03	468.20	279.83	1,029.55
8750-00 · Meals/Meetings	42.09	125.09	(83.00)	430.47	640.45	(209.98)	1,391.00
8810-00 · Dues & Subscriptions	133.97	126.85	7.12	1,448.30	886.93	561.37	1,648.00
8910-00 · Travel	0.00	318.36	(318.36)	0.00	1,591.80	(1,591.80)	3,501.60
Total Expense	44,703.36	45,681.35	(977.99)	286,984.58	296,616.95	(9,632.37)	602,433.51
Net Ordinary Income	(44,703.36)	(45,681.35)	977.99	(286,984.58)	(296,616.95)	9,632.37	(602,433.51)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17.04			101.12			
Total Other Income	17.04			101.12			
Other Expense							
8990-00 · Allocated	(44,703.36)	(45,681.35)	977.99	(286,523.59)	(296,616.95)	10,093.36	(602,433.51)
Total Other Expense	(44,703.36)	(45,681.35)	977.99	(286,523.59)	(296,616.95)	10,093.36	(602,433.51)
Net Other Income	44,720.40	45,681.35	(960.95)	286,624.71	296,616.95	(9,992.24)	602,433.51
Net Income	17.04	0.00	17.04	(359.87)	0.00	(359.87)	0.00

North Lake Tahoe Resort Association

Profit & Loss Budget Performance

All Departments - YTD

	Jul - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4050-00 · County of Placer TOT Funding	1,945,111.00	1,945,111.00	1,945,111.00	1,945,111.00	3,747,600.00
4200-00 · Membership Dues	67,787.78	66,000.00	67,787.78	66,000.00	150,000.00
4201-00 · New Member Fees	75.00	75.00	75.00	75.00	75.00
4205-00 · Conference Dues	5,500.02	6,825.00	5,500.02	6,825.00	7,690.00
4250-00 · Revenues-Membership Activities					
4250-01 · Community Awards					
4250-04 · Silent Auction	0.00		0.00		12,000.00
4250-05 · Sponsorships	0.00		0.00		6,500.00
4250-01 · Community Awards - Other	0.00		0.00		22,500.00
Total 4250-01 · Community Awards	0.00		0.00		41,000.00
4250-02 · Chamber Events	53.00	0.00	53.00	0.00	12,725.00
4250-03 · Summer/Winter Rec Luncheon	3,409.44	4,300.00	3,409.44	4,300.00	7,300.00
4251-00 · Tues AM Breakfast Club					
4251-01 · Tues AM Breakfast Club Sponsors	0.00	250.00	0.00	250.00	2,000.00
4251-00 · Tues AM Breakfast Club - Other	1,744.84	3,750.00	1,744.84	3,750.00	8,250.00
Total 4251-00 · Tues AM Breakfast Club	1,744.84	4,000.00	1,744.84	4,000.00	10,250.00
4250-00 · Revenues-Membership Activities - Other	1,119.95	875.00	1,119.95	875.00	1,925.00
Total 4250-00 · Revenues-Membership Activities	6,327.23	9,175.00	6,327.23	9,175.00	73,200.00
4252-00 · Sponsorships	0.00	0.00	0.00	0.00	0.00
4350-00 · Special Events (Marketing)	77,627.73	0.00	77,627.73	0.00	0.00
4503 · Visitor Guide Income	0.00	0.00	0.00	0.00	0.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	1,859.00	5,622.94	1,859.00	5,622.94	8,951.95
4600-00 · Commissions - Other	45,889.61	75,668.94	45,889.61	75,668.94	92,115.05
Total 4600-00 · Commissions	47,748.61	81,291.88	47,748.61	81,291.88	101,067.00
46000 · Merchandise Sales					
4502-00 · Non-Retail VIC Income	7,981.96	5,800.00	7,981.96	5,800.00	7,000.00
46000 · Merchandise Sales - Other	50,861.58	49,067.28	50,861.58	49,067.28	92,000.00
Total 46000 · Merchandise Sales	58,843.54	54,867.28	58,843.54	54,867.28	99,000.00
Total Income	2,209,020.91	2,163,345.16	2,209,020.91	2,163,345.16	4,178,632.00
Cost of Goods Sold					
52900 · Purchases - Resale Items	0.00	0.00	0.00	0.00	0.00
Total COGS	0.00	0.00	0.00	0.00	0.00
Gross Profit	2,209,020.91	2,163,345.16	2,209,020.91	2,163,345.16	4,178,632.00
Expense					
5000-00 · Salaries & Wages					
5000-01 · In-Market Administration	0.00	0.00	0.00	0.00	0.00
5010-00 · Sales Commissions	6,823.54	28,684.89	6,823.54	28,684.89	31,377.74
5020-00 · P/R - Tax Expense	41,694.88	54,693.66	41,694.88	54,693.66	106,454.26
5030-00 · P/R - Health Insurance Expense	47,667.22	61,854.65	47,667.22	61,854.65	124,000.82
5040-00 · P/R - Workmans Comp	4,793.50	2,900.11	4,793.50	2,900.11	6,325.62
5060-00 · 401 (k)	18,427.28	18,815.93	18,427.28	18,815.93	36,212.09
5061-00 · 401k Profit Sharing	0.00	0.00	0.00	0.00	0.00
5065-00 · Merit	0.00	0.00	0.00	0.00	0.00
5070-00 · Other Benefits and Expenses	2,224.02	2,480.81	2,224.02	2,480.81	5,542.61
5000-00 · Salaries & Wages - Other	519,325.85	569,258.47	519,325.85	569,258.47	1,145,768.37
Total 5000-00 · Salaries & Wages	640,956.29	738,688.53	640,956.29	738,688.53	1,455,681.53
5100-00 · Rent					
5110-00 · Utilities	5,563.10	5,912.50	5,563.10	5,912.50	12,013.05
5140-00 · Repairs & Maintenance	1,375.41	3,533.96	1,375.41	3,533.96	9,599.93
5150-00 · Office - Cleaning	4,380.00	4,783.54	4,380.00	4,783.54	9,087.92
5100-00 · Rent - Other	74,766.00	77,934.01	74,766.00	77,934.01	157,366.38
Total 5100-00 · Rent	86,084.51	92,164.02	86,084.51	92,164.02	188,067.30
5310-00 · Telephone					
5320-00 · Telephone	14,142.30	14,025.41	14,142.30	14,025.41	28,565.00
5350-00 · Internet	25.00	0.00	25.00	0.00	0.00
Total 5310-00 · Telephone	14,167.30	14,025.41	14,167.30	14,025.41	28,565.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	0.00	379.73	0.00	379.73	785.57
5480-00 · Mail - Fed Ex	120.54	384.05	120.54	384.05	664.57
5420-00 · Mail - USPS - Other	1,283.00	1,243.30	1,283.00	1,243.30	2,427.44
Total 5420-00 · Mail - USPS	1,403.54	2,007.08	1,403.54	2,007.08	3,877.58

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
All Departments - YTD

	Jul - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
5510-00 · Insurance/Bonding	5,495.37	4,479.58	5,495.37	4,479.58	8,575.80
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	1,205.14	1,586.24	1,205.14	1,586.24	4,083.97
5520-00 · Supplies - Other	5,703.60	6,799.08	5,703.60	6,799.08	13,557.03
Total 5520-00 · Supplies	6,908.74	8,385.32	6,908.74	8,385.32	17,641.00
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	0.00	0.00
5610-00 · Depreciation	1,314.77	2,606.06	1,314.77	2,606.06	5,508.01
5700-00 · Equipment Support & Maintenance	6,494.97	7,098.16	6,494.97	7,098.16	13,596.00
5710-00 · Taxes, Licenses & Fees	6,407.83	5,137.96	6,407.83	5,137.96	10,066.99
5740-00 · Equipment Rental/Leasing	7,975.96	8,613.97	7,975.96	8,613.97	17,944.00
5800-00 · Training Seminars	3,522.59	6,079.20	3,522.59	6,079.20	12,831.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	1,058.00	4,000.00	1,058.00	4,000.00	13,631.00
5820 · Sales CRM/CMS	0.00	2,000.00	0.00	2,000.00	2,000.00
5830-00 · Commission Due to Third Party	765.00		765.00		
5850-00 · Artist of Month - Commissions	3,365.57	1,136.35	3,365.57	1,136.35	2,500.00
5900-00 · Professional Fees					
5910-00 · Professional Fees - Attorneys	8,020.00	4,000.00	8,020.00	4,000.00	10,000.00
5920-00 · Professional Fees - Accountant	16,715.00	20,000.00	16,715.00	20,000.00	22,000.00
5921-00 · Professional Fees - Other	37,218.75	3,000.00	37,218.75	3,000.00	3,750.00
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00
Total 5900-00 · Professional Fees	61,953.75	27,000.00	61,953.75	27,000.00	35,750.00
5940-00 · Research & Planning Membership	3,000.00	3,364.00	3,000.00	3,364.00	3,364.00
5941-00 · Research & Planning	2,266.25	3,474.55	2,266.25	3,474.55	7,042.00
5948-00 · Transportation Projects					
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.00	0.00
5948-00 · Transportation Projects - Other	0.00		0.00		0.00
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.00	0.00
6020-00 · Programs					
6016-00 · Special Event Partnership	14,500.00	25,000.00	14,500.00	25,000.00	50,000.00
6018-00 · Business Assoc. Grants	10,000.00	10,000.00	10,000.00	10,000.00	30,000.00
Total 6020-00 · Programs	24,500.00	35,000.00	24,500.00	35,000.00	80,000.00
6420-00 · Events					
6420-01 · Sponsorships					
6023-00 · Autumn Food & Wine	114,771.83	37,000.00	114,771.83	37,000.00	37,000.00
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	0.00	0.00	0.00	22,000.00
6421-03 · Barcelona Soccer	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	0.00	15,000.00
6421-05 · No Barriers	0.00	0.00	0.00	0.00	0.00
6421-06 · Spartan	254,000.00	254,000.00	254,000.00	254,000.00	254,000.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Tough Mudder	0.00		0.00		40,000.00
6421-09 · Wanderlust	4,042.80	0.00	4,042.80	0.00	37,000.00
6421-10 · WinterWonderGrass - Tahoe	15,000.00	19,400.00	15,000.00	19,400.00	19,400.00
6421-11 · IronMan Lake Tahoe	0.00	0.00	0.00	0.00	0.00
6421-12 · World Cup	0.00	0.00	0.00	0.00	0.00
6421-13 · Big Blue Adventure	0.00	0.00	0.00	0.00	15,000.00
6421-14 · Tahoe Trail 100	5,000.00	0.00	5,000.00	0.00	0.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.00	0.00	5,000.00
6421-18 · Sponsorships - Other	0.00	0.00	0.00	0.00	0.00
Total 6420-01 · Sponsorships	392,814.63	310,400.00	392,814.63	310,400.00	472,400.00
6421-00 · New Event Development	1,064.13	12,600.00	1,064.13	12,600.00	17,600.00
6422-00 · Event Media					
6422-02 · Photography	0.00	0.00	0.00	0.00	0.00
6422-03 · Human Powered Sports Campaign	73.77	0.00	73.77	0.00	25,000.00
6422-04 · PR	0.00	0.00	0.00	0.00	0.00
6422-05 · Other	0.00	0.00	0.00	0.00	0.00
6422-06 · Music Campaign	0.00	0.00	0.00	0.00	0.00
Total 6422-00 · Event Media	73.77	0.00	73.77	0.00	25,000.00
6424-00 · Event Operation Expenses	0.00	0.00	0.00	0.00	9,000.00
6426-00 · Dues & Subscriptions	0.00	0.00	0.00	0.00	0.00
6427-00 · USA Cycling	0.00	0.00	0.00	0.00	0.00
6420-00 · Events - Other	0.00	0.00	0.00	0.00	0.00
Total 6420-00 · Events	393,952.53	323,000.00	393,952.53	323,000.00	524,000.00
6423-00 · Membership Activities					
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	18,500.00
6435-00 · Shop Local Event	138.02		138.02		

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
All Departments - YTD

	Jul - Dec 17	Budget	Jul - Dec 17	YTD Budget	Annual Budget
6436-00 · Membership - Wnt/Sum Rec Lunch	2,716.40	2,760.00	2,716.40	2,760.00	4,185.00
6437-00 · Tuesday Morning Breakfast Club	2,416.50	3,250.00	2,416.50	3,250.00	7,150.00
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00
6442-00 · Public Relations/Website	1,689.70	4,195.00	1,689.70	4,195.00	8,465.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00
6444-00 · Trades	835.00	855.00	835.00	855.00	2,130.00
6423-00 · Membership Activities - Other	31.52	300.00	31.52	300.00	750.00
Total 6423-00 · Membership Activities	7,827.14	11,360.00	7,827.14	11,360.00	41,180.00
6490-00 · Classified Ads	50.00	351.35	50.00	351.35	773.00
6600-00 · Promotions/Giveaways	0.00	0.00	0.00	0.00	0.00
6701-00 · Market Study Reports/Research	807.50	668.82	807.50	668.82	1,090.47
6730-00 · Marketing Cooperative/Media	657,106.00	657,106.00	657,106.00	657,106.00	1,411,821.00
6740-00 · Media/Collateral/Production	0.00	1,000.00	0.00	1,000.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program					
6015-00 · Cross Country	0.00	4,000.00	0.00	4,000.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	11,089.20	45,000.00	11,089.20	45,000.00	80,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	11,089.20	49,000.00	11,089.20	49,000.00	84,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	3,070.01	8,000.00	3,070.01	8,000.00	20,000.00
6743-02 · Shopping Destination	0.00	0.00	0.00	0.00	0.00
6743-03 · Touch Lake Tahoe	10,102.50	8,000.00	10,102.50	8,000.00	20,000.00
6743-04 · High Notes	0.00	3,000.00	0.00	3,000.00	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.00	0.00	20,000.00
6743-00 · BACC Marketing Programs - Other	0.00	0.00	0.00	0.00	0.00
Total 6743-00 · BACC Marketing Programs	13,172.51	19,000.00	13,172.51	19,000.00	80,000.00
7253-00 · Conference - PUD	0.00	0.00	0.00	0.00	0.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.00	0.00	0.00
8100-00 · Cost of Goods Sold					
51100 · Freight and Shipping Costs	581.91	1,048.20	581.91	1,048.20	2,126.04
52500 · Purchase Discounts	(620.80)	(593.05)	(620.80)	(593.05)	(1,304.71)
59900 · POS Inventory Adjustments	511.25	590.70	511.25	590.70	1,209.54
8100-00 · Cost of Goods Sold - Other	29,462.66	25,759.74	29,462.66	25,759.74	47,769.13
Total 8100-00 · Cost of Goods Sold	29,935.02	26,805.59	29,935.02	26,805.59	49,800.00
8200-00 · Associate Relations	1,410.24	2,143.81	1,410.24	2,143.81	4,308.60
8300-00 · Board Functions	5,875.48	4,738.40	5,875.48	4,738.40	9,887.51
8500-00 · Credit Card Fees	3,286.62	3,186.95	3,286.62	3,186.95	6,067.00
8700-00 · Automobile Expenses	2,258.24	2,823.84	2,258.24	2,823.84	5,762.55
8750-00 · Meals/Meetings	2,374.64	3,271.10	2,374.64	3,271.10	6,973.00
8810-00 · Dues & Subscriptions	4,628.23	6,210.45	4,628.23	6,210.45	12,331.53
8910-00 · Travel	943.55	6,965.95	943.55	6,965.95	11,666.60
8920-00 · Bad Debt	9,382.00	6,790.00	9,382.00	6,790.00	10,681.00
8930-00 · Prior Period Adjustments	0.00	0.00	0.00	0.00	0.00
Total Expense	2,021,739.34	2,089,682.46	2,021,739.34	2,089,682.46	4,173,633.48
Net Ordinary Income	187,281.57	73,662.69	187,281.57	73,662.69	4,998.51
Other Income/Expense					
Other Income					
4700-00 · Revenues- Interest & Investment	139.01		139.01		
Total Other Income	139.01		139.01		
Other Expense					
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00
8990-00 · Allocated	0.00	(0.04)	0.00	(0.04)	(0.03)
Total Other Expense	0.00	(0.04)	0.00	(0.04)	(0.03)
Net Other Income	139.01	0.04	139.01	0.04	0.03
Net Income	187,420.58	73,662.73	187,420.58	73,662.73	4,998.54

KEY METRICS FOR December 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Nov 2017)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	YOY % Change
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,488,550	5.35%
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	-51.17%
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	5.77%
2013 - 2014	4,525,882	2,145,655	3,569,535	1,751,001	\$ 11,992,073	100.79%
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406	-32.37%
2015 - 2016	4,872,923	3,874,544	5,438,618	2,348,538	\$ 16,534,623	
2016 - 2017	5,502,451	3,350,880	6,119,331	3,332,745	\$ 18,305,407	
2017 - 2018	6,174,336	59,353	-	-	\$ 6,233,689	

updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru Dec 2017)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	27,791	26,452	25,849	27,233	5.35%
Phone	165	211	514	251	-51.17%
Email		105	208	220	5.77%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	2,069	4,195	2,837	-32.37%
Total	34,456	37,446	34,692	38,424	10.76%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (as of Aug 2017, 6 mth lag)						
Quarter	2013	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	\$ 699,157	21.85%
Second (Apr - May)	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	\$ 558,566	12.68%
Third (Jun - Aug)	\$ 861,729	\$ 885,368	\$ 875,768	\$ 905,415	\$ 905,415	3.39%
Fourth (Sep - Dec)	\$ 538,613	\$ 557,614	\$ 596,985	\$ 624,683	\$ 624,683	4.64%
Total	\$ 2,613,087	\$ 2,554,173	\$ 2,542,230	\$ 2,787,821	\$ 2,787,821	9.66%

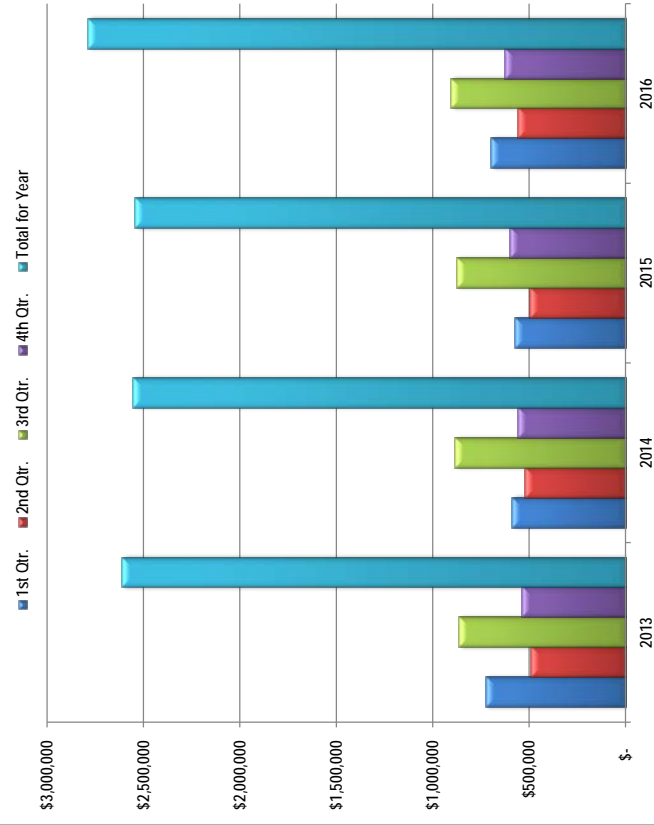
Unemployment Rates - EDD						
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	Dec 2017	YOY % Change	Dec 2017
Placer County (367,309)	7.1%	6.7%	5.5%	4.3%	4.3%	4.3%
Dollar Point (1,215)	6.0%	5.2%	4.7%	3.1%	3.1%	3.1%
Kings Beach (3,893)	7.1%	6.1%	1.1%	1.5%	1.5%	1.5%
Sunnyside/Tahoe City (1,557)	6.0%	6.8%	6.1%	5.2%	5.2%	5.2%
Tahoe Vista (1,433)	7.0%	5.7%	5.1%	4.1%	4.1%	4.1%
	10.1%	8.9%	4.3%	3.7%	3.7%	3.7%

Destimetrics Reservations Activity				
	FYTD 16/17	FYTD 17/18	YOY % Change	
Occupancy	47.3%	44.9%	-5.1%	
ADR (Average Daily Rate)	\$ 445	\$ 412	-7.4%	
RevPAR (Rev per Available Room)	\$ 210	\$ 185	-12.2%	
Occupancy 1 Mth Forecast	39.2%	32.4%	-17.3%	
ADR 1 Mth Forecast	\$ 335	\$ 349	4.2%	
RevPAR 1 Mth Forecast	\$ 131	\$ 113	-13.8%	
Occupancy (prior 6 months)	51.7%	50.6%	-2.1%	
ADR (prior 6 months)	\$ 317	\$ 325	2.7%	
RevPAR (prior 6 months)	\$ 164	\$ 165	0.6%	
Occupancy (next 6 months)	21.2%	22.8%	7.8%	
ADR (next 6 months)	\$ 306	\$ 309	0.8%	
RevPAR (next 6 months)	\$ 65	\$ 71	8.7%	

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		Total Chamber Membership	
		June 2014	457
FY 2015-16 Contract	\$ 4,260,134	June 2015	474
FY 2016-17 Contract	\$ 2,526,980	June 2016	508
Total Fund Balances	\$ 6,787,115	June 2017	424
		Dec 2017	402

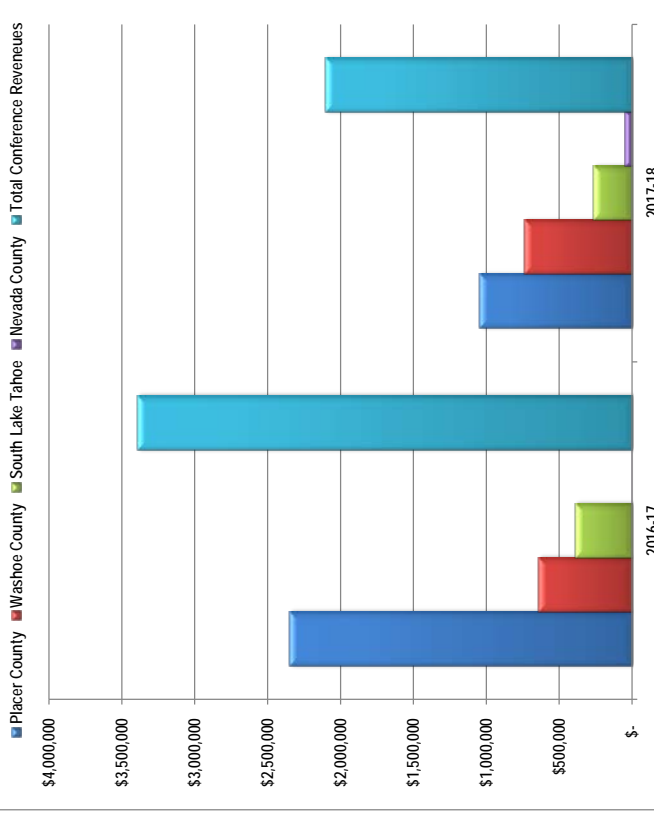
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 12/31/2017						
	2016-17		2016-17		2017-18	
	Actuals	Forecasted	Actuals	Forecasted	Forecasted	Change
Total Revenue Booked	\$3,964,368	\$ 3,003,463	\$ 3,003,463	\$ 2,107,393	\$ 2,107,393	-29.83%
Commission for this Revenue	\$ 129,375	\$ 96,391	\$ 96,391	\$ 60,272	\$ 60,272	-37.47%
Number of Room Nights	21,352	16,436	16,436	12,318	12,318	-25.05%
Number of Bookings	79	58	58	49	49	-15.52%
Conference Revenue And Percentage by County:						
	16-17	17-18				
Placer	69%	50%	\$2,506,277	\$ 2,354,342	\$ 1,046,673	-55.54%
Washoe	19%	35%	\$764,192	\$ 646,844	\$ 744,244	15.06%
South Lake	12%	13%	\$411,781	\$ 394,093	\$ 266,188	-32.46%
Nevada	0%	2%	\$12,118	\$ 2,277	\$ 50,288	2108.52%
Total Conference Revenue	100%	100%	\$3,694,368	\$ 3,397,556	\$ 2,107,393	-37.97%
CURRENT						
NLT - Annual Revenue Goal			\$ 3,000,000	\$ 2,500,000	\$ 2,500,000	-16.67%
Annual Commission Goal			\$ 135,000	\$ 70,000	\$ 70,000	-48.15%

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

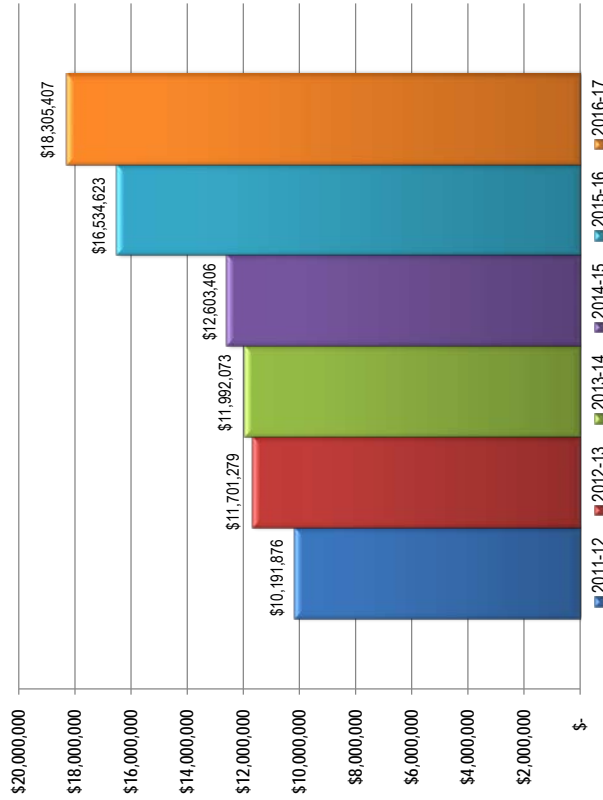


Quarter	2013	2014	2015	2016	YOY % Change
First (Jan - Mar)	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Second (Apr - May)	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Third (Jun - Aug)	\$ 861,729	\$ 885,368	\$ 875,768	\$ 905,415	3.39%
Fourth (Sep - Dec)	\$ 538,613	\$ 557,614	\$ 596,985	\$ 624,683	4.64%
Total	\$ 2,613,087	\$ 2,554,173	\$ 2,542,230	\$ 2,787,821	9.66%

Conference Revenue Statistics & Revenue Share by County

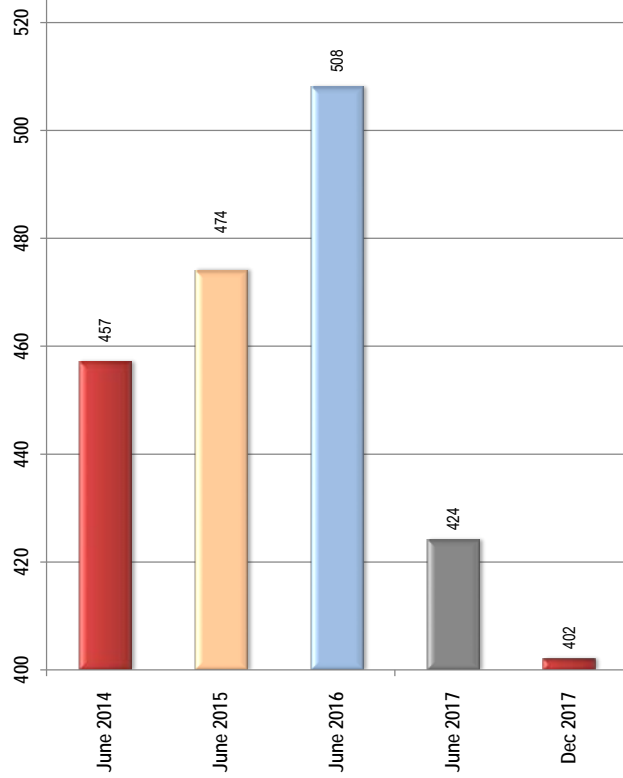


5-Year Annual TOT Collections (Fiscal Year Basis)

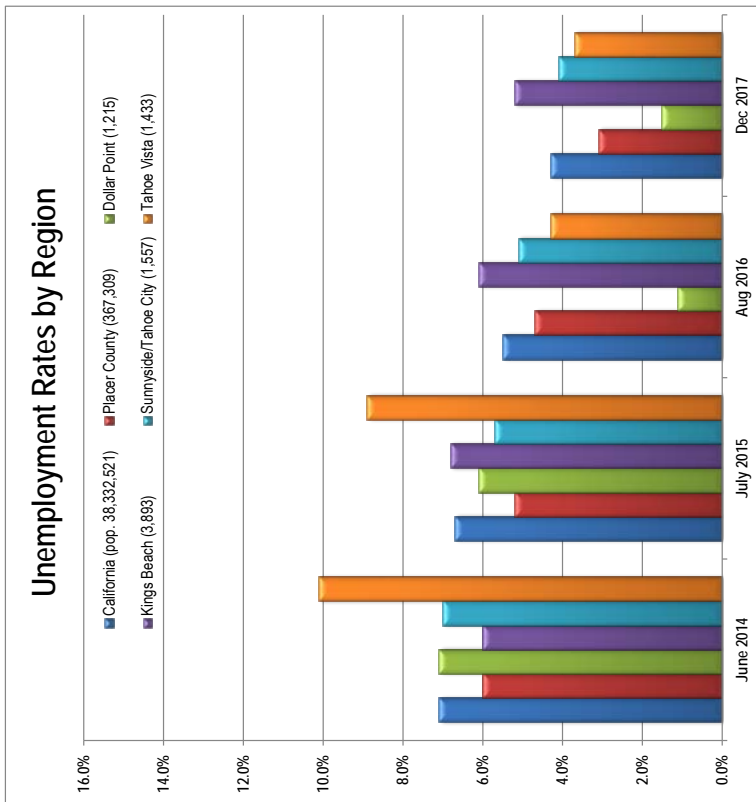


Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Nov 2017)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279	
2013 - 2014	\$ 4,525,882	\$ 2,145,655	\$ 3,569,535	\$ 1,751,001	\$ 11,992,073	
2014 - 2015	\$ 4,693,908	\$ 2,527,728	\$ 3,513,439	\$ 1,868,331	\$ 12,603,406	
2015 - 2016	\$ 4,872,923	\$ 3,874,544	\$ 5,438,618	\$ 2,348,538	\$ 16,534,623	
2016 - 2017	\$ 5,502,451	\$ 3,350,880	\$ 6,119,331	\$ 3,332,745	\$ 18,305,407	
2017 - 2018	\$ 6,174,336	\$ 59,353	\$ -	\$ -	\$ 6,233,689	

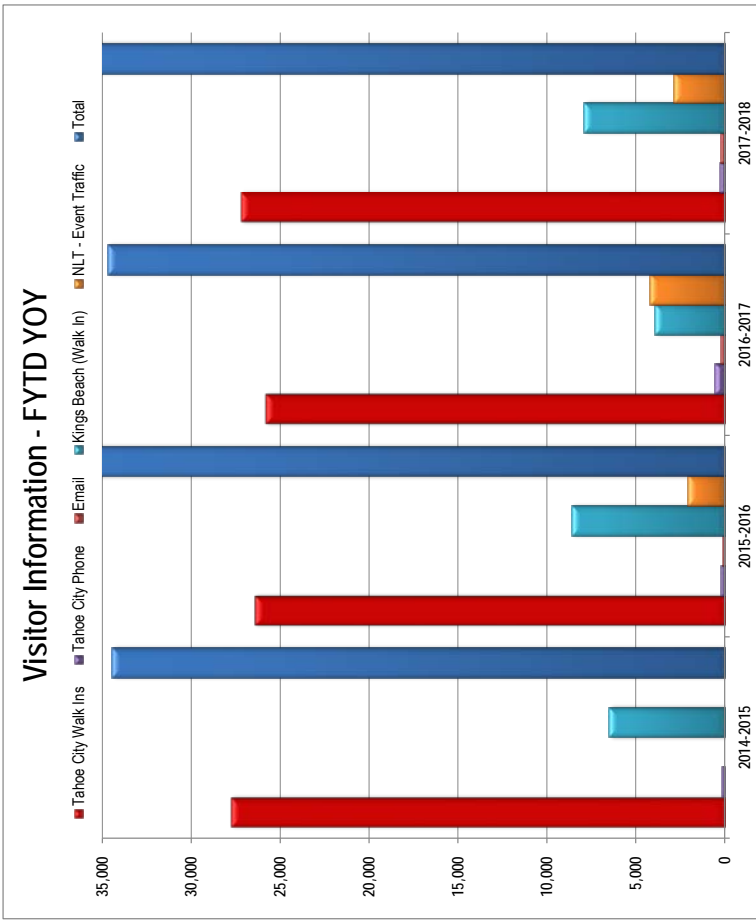
Chamber Membership (# of Members)



Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Dec 2017	402

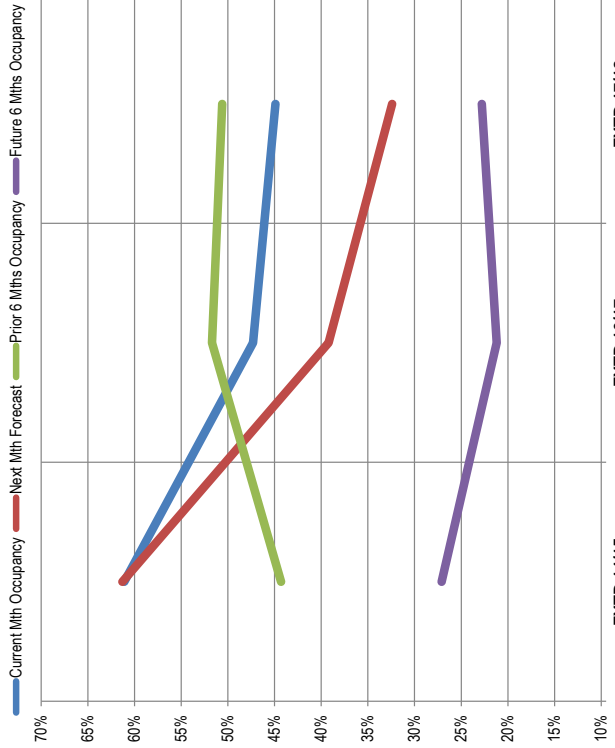


Unemployment Rates - EDD		June 2014	July 2014	Aug 2014	June 2015	July 2015	Aug 2015	June 2016	July 2016	Aug 2016	Dec 2016	Dec 2017
California (pop. 38,332,521)		7.1%	7.1%	7.1%	7.1%	6.7%	7.1%	7.1%	5.5%	4.3%	4.3%	4.3%
Placer County (367,309)		6.0%	6.0%	6.0%	6.0%	5.2%	6.0%	6.0%	4.7%	3.1%	3.1%	3.1%
Dollar Point (1,215)		6.0%	6.0%	6.0%	6.0%	6.1%	6.0%	6.0%	1.1%	1.5%	1.5%	1.5%
Kings Beach (3,893)		6.0%	6.0%	6.0%	6.0%	6.8%	6.0%	6.0%	6.1%	5.2%	5.2%	5.2%
Sunnyside/Tahoe City (1,557)		6.0%	6.0%	6.0%	6.0%	5.7%	6.0%	6.0%	5.1%	4.1%	4.1%	4.1%
Tahoe Vista (1,433)		6.0%	6.0%	6.0%	6.0%	8.9%	10.1%	10.1%	4.3%	3.7%	3.7%	3.7%



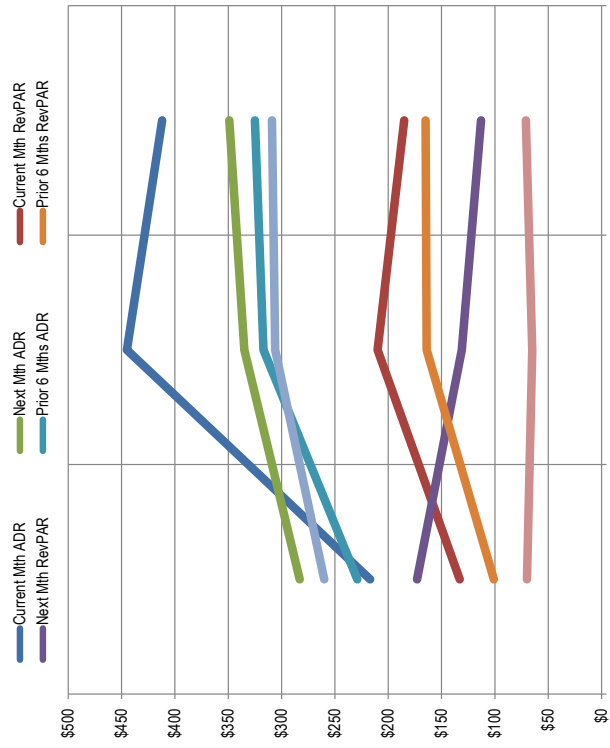
Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru Dec 2017)						
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change	
Tahoe City:						
Walk In	27,791	26,452	25,849	27,233	5.35%	
Phone	165	211	514	251	-51.17%	
Email	-	105	208	220	5.77%	
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%	
NLT - Event Traffic	N/A	2,069	4,195	2,837	-32.37%	
Total	34,456	37,446	34,692	38,424	10.76%	

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	47.3%	44.9%	-5.1%
Occupancy 1 Mth Forecast	61.3%	39.2%	32.4%	-17.3%
Occupancy (prior 6 months)	44.3%	51.7%	50.6%	-2.1%
Occupancy (next 6 months)	27.1%	21.2%	22.8%	7.8%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$133	\$133	-7.4%
RevPAR (Rev per Available Room)	\$283	\$283	\$349	4.2%
ADR 1 Mth Forecast	\$283	\$283	\$349	4.2%
RevPAR 1 Mth Forecast	\$173	\$131	\$113	-13.8%
ADR (prior 6 months)	\$229	\$317	\$325	2.7%
RevPAR (prior 6 months)	\$101	\$164	\$165	0.6%
ADR (next 6 months)	\$260	\$306	\$309	0.8%
RevPAR (next 6 months)	\$70	\$65	\$71	8.7%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month: **December 11**
 Employee: **Gustafson, Cindy**

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
12/4/2017	A	Resort at Squaw Creek	4392	Lunch for interview panelists	248.78		8750-00-11 ✓
12/8/2017	B	Adobe	856976765	Software for computer	14.99		8810-00-70 ✓
12/8/2017	C	Bridgetender	10009	Lunch with Rebekkah Evans, Placer County Visitors	33.22		8750-00-70 ✓
12/8/2017	D	Visit California	28967097	Visit California Outlook Conference	599.00		5800-00-11 ✓
12/18/2017	E	Disney Resorts	32KG9648	Visit California Outlook Conference - hotel	279.63		5800-00-11 ✓
12/11/2017	F	The River Grill	9125	Employee of the Month Gift Card	25.00		8200-00-70 ✓
12/11/2017	G	Café Zenon	5941	Lunch with Candidate for Tourism Director	48.40		8750-00-11 ✓
12/12/2017	H	NLT - VIC Merchandise	31309	Leaving office Gift Book Tirman, Cards (David Tirman, David Bosch, Brenden Madigan)	71.80		8300-00-70 ✓
12/22/2017	J	Tahoe City Golf Course	11992591	Ice skating and Rental - Employee holiday party	136.00		8200-00-11/10/11 ✓
12/22/2017	K	Café Zenon	6416	Food for Employee Holiday party (24 adults)	765.00		8200-00-11/10/11 ✓
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage		See Attached Mileage Report		187.25	8700-00-70 ✓
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES					2,221.62		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						187.25	

Signed By: Cindy Gustafson Approved By: _____
 Date: 12/29/17 Date: _____

ACCOUNTING			
DATE RECEIVED DEC 29 2017	DATE ENTERED DEC 29 2017	CFO APPROVAL A69 J	DATE SCANNED JAN 15 2018
		CHECKED	



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0100-8709
Statement Date DEC 28, 2017
Total Activity \$2,221.92

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

CINDY M GUSTAFSON
 N LAKE TAHOE RESORT
 PO BOX 5459
 TAHOE CITY CA 96145

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0100-8709	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$2,221.92		\$0.00		\$0.00		\$2,221.92

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
12-04	12-01	55436877336273369962318	RESORT AT SQUAW CREEK OLYMPICVALLECA Tax ID: 200829942 Mer Zip: 96146	248.78
12-08	12-06	55541867341004020887008	ADOBE *ACROPRO SUBS 800-833-6687 CA Tax ID: 770019522 Mer Zip: 95110-2704 Origin Zip: 95110-2704	14.99
12-08	12-06	25247807341001235016809	BRIDGETENDER TAVERN & TAHOE CITY CA Tax ID: 320361127 Mer Zip: 96145	33.32
12-08	12-08	55432867342200955812414	VISIT CALIFORNIA 916-444-4429 CA Tran: 000000000000000000 Tax ID: 680408095 Mer Ref: 40448778160 Mer Zip: 95814	599.00
12-11	12-07	55310207342894342002832	DISNEY RESORTS-GRAN ANAHEIM CA Arrival Date: 02/13/18 Departure Date: 02/15/18 Invoice Number: 4307548020 Tax ID: 952412883 Mer Zip: 92803	279.63
12-11	12-07	85500597342900016400029	THERIVERGRILL TAHOECITY CA Tax ID: 680477419 Mer Zip: 96145	25.00
12-11	12-08	85133317344700086348892	CAFE ZENON TAHOE CITY CA Tax ID: 538887968 Mer Zip: 96145	48.40
12-12	12-05	55432867340200682967400	INT*IN *NORTH LAKE TAH TAHOE CITY CA Tax ID: 770034661 Mer Ref: A0HC9890 Mer Zip: 96145 Tax: 4.85	71.80
12-22	12-20	05314617355100153233960	TAHOE CITY GOLF COURSE TAHOE CITY CA Tax ID: 946019711 Mer Zip: 96145	136.00
12-22	12-20	85133317355700086341117	CAFE ZENON TAHOE CITY CA Tax ID: 538887968 Mer Zip: 96145	765.00

A
B
C
D
E
F
G
H
I
J

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0100-8709	Account Summary	
	Statement Date DEC 28, 2017	Purchases & Other Charges	\$2,221.92
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$2,221.92

SANDY'S PUB/Yesterday

SANDY'S PUB

1087 EMILY
TBL 99/1 CHK 4392 GST 6
DEC01'17 12:01PM

1 CALI CLUB	16.00
S/ FF	
1 CALI CLUB	16.00
S/ FF	
1 CALI CLUB	16.00
S/ FF	
1 FRENCH DIP	18.00
S/ FF	
1 FRENCH DIP	18.00
S/ FF	
1 FRENCH DIP	18.00
S/ FF	
1 APPLE HARVEST SA	15.00
ADD CHICKEN	6.00
1 APPLE HARVEST SA	15.00
ADD CHICKEN	6.00
1 APPLE HARVEST SA	15.00
ADD CHICKEN	6.00
1 CALI CLUB	16.00
S/ FF	
1 ICED TEA	3.00
1 ICED TEA	3.00
1 ICED TEA	3.00
XXXXXXXXXXXXXXXXXXXX9	XX/XX
MASTERCARD:074853	
AUTHORIZATION	244.54
XXXXXXXXXXXXXXXXXXXX9	XX/XX
MASTERCARD:	
AUTHORIZATION	4.24
CHARGE TIPS	45.00
XXXXXXXXXXXXXXXXXXXX8709	XX/XX
GUSTAFSON/CINDY	
MASTERCARD	248.78
SUBTOTAL.....	190.00
GRATUITY.....	45.00
TAX.....	13.78
AMNT PAID.....	248.78
---CHECK CLOSED 1:52PM---	

SANDY'S PUB

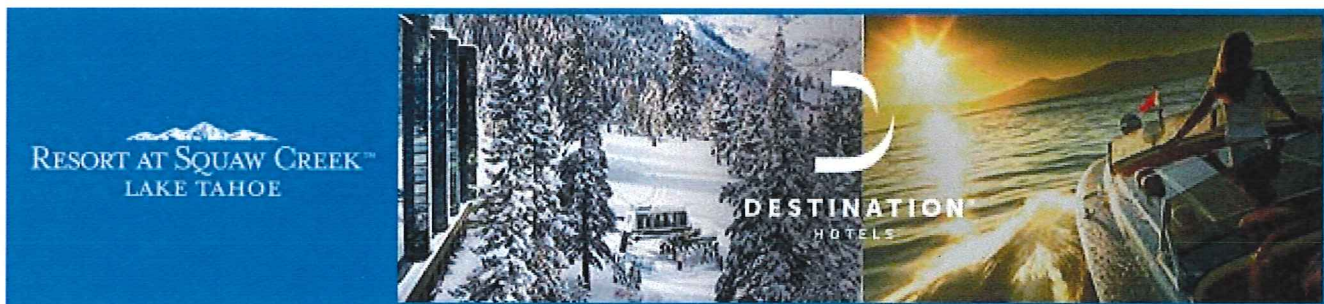
Lunch for Panel: TD/CMO final

Adam Wilson
Sanir Tuma
Brett Williams
Christy Beck
Kay Williams
Bill Dietz
Alex Mourelatos
Tera Calagari
Andy Chapman
Cindy Gustafson

Sara Mandau | Staff Accountant

Resort at Squaw Creek | Box 3333 | 400 Squaw Creek Road | Olympic Valley, CA 96146

Office 530-584-4006 | email: smandau@destinationhotels.com | destinationhotels.com/squawcreek



RESORT AT SQUAW CREEK
 OLYMPIC VALLEY, CALIFORNIA
 SANDY'S PUB

1087 EMILY

99/1 CHK 4392 GST 6
 DEC01'17 12:01PM

1 CALI CLUB	16.00
S/ FF	
1 CALI CLUB	16.00
S/ FF	
1 CALI CLUB	16.00
S/ FF	
1 FRENCH DIP	18.00
S/ FF	
1 FRENCH DIP	18.00
S/ FF	
1 FRENCH DIP	18.00
S/ FF	
1 APPLE HARVEST SA	15.00
ADD CHICKEN	6.00
1 APPLE HARVEST SA	15.00
ADD CHICKEN	6.00
1 APPLE HARVEST SA	15.00
ADD CHICKEN	6.00
1 CALI CLUB	16.00
S/ FF	
3 ICED TEA	9.00

FOOD 190.00
 TAX..... 13.78

12:13 AMNT DUE \$203.78

FOR ROOM CHARGE, PLEASE COMPLETE
 ALL LINES BELOW

GRATUITY 45 -

TOTAL 248 78

ROOM # _____

PRINT NAME CINDY GUSTAFSON

SIGN NAME Cindy Gustafson

RESORT AT SQUAW CREEK
 SANDY'S PUB

OLYMPIC VALLEY, CALIFORNIA
 PHONE: (530) 583-6300
 CHECK: 4392
 TABLE: 99/1
 SERVER: 1087 EMILY
 DATE: DEC01'17 1:44PM
 CARD TYPE: MASTERCARD
 ACCT #: XXXXXXXXXXXXX8709
 EXP DATE: XX/XX
 AUTH CODE: 074853
 CINDY GUSTAFSON

SUBTOTAL: 203.78

GRATUITY: _____

TOTAL: _____

SIGNATURE _____

INVOICE



Remit To:
Adobe Systems Incorporated
29322 Network Place
Chicago, IL 60673-1293

Wires To:
Bank: JPM Chase/ Acct#: 100081931
ABA: 021000021/ SWIFT: CHASUS33

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 856976765

Invoice Date: DEC-06-17

Payment Terms: Credit Card

Due Date: DEC-13-17

Purchase Order: ADB016450957

Contract No 00004490

Order Number: 5017797439

Order Date: NOV-06-17

Customer No.: 1452233

Bill to No. 546408886

Adobe Contact Information:
<https://helpx.adobe.com/contact.html>

Bill To:
cindy gustafson
100 N Lake Blvd
Tahoe City CA 96145

Line No	Material No / Description	UOM	Unit Price	Qty	Extended Price	
000010	65232730 Acrobat Pro Subs CC ALL MLP DSP Ret Inv 01 mnth MUN 1 YR	EA	14.99	1	14.99	
North America		Invoice Totals				
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	14.99

Comments:

(B)

Lunch with Rebeckah Evans

BRIDGETENDER
TAVERN & GRILL
65 W Lake Blvd
Tahoe City, CA 96145
53

Server: Janeth
9/1
12/06/2017
1:05 PM
10009

Guests: 2
Reprint #: 1
Area: Restaurant
Day Part: Lunch

Chicken Spinach Salad
Daily Special

Subtotal 25.94
Tax 1.88

Total 27.82

Balance Due 27.82

Thank you!
Please join us again
soon ..

(C)

BRIDGETENDER
TAVERN & GRILL
65 W Lake Blvd
Tahoe City, CA 96145
530-583-3342

Server: Janeth
01:07 PM
9/1
DOB: 12/06/2017
12/06/2017
1/10009

SALE
1048584
Mastercard
Card #XXXXXXXXXX8709
Magnetic card present: GUSTAFSON CINDY
Card Entry Method: S

Approval: 087165

Amount: \$ 27.82

+ Tip: 5.50

= Total: 33.32 ✓

Please use to pay the above
total amount according to the
card issuer agreement.

X

Thank you!
Please join us again
soon ..

BRIDGETENDER
TAVERN & GRILL

Thank you!
Please join us again
soon ..

(C-1)

Customer Copy

** Customer Copy **

THE RIVER GRILL
55 West Lake Blvd
Tahoe City, CA 96145
530-581-2644

Thursday, December 7, 2017 5:25:44 PM

Type: M/C Chk: 9125
Acct #: 8709 XX/XX Batch #: 264
Auth #: 023069 Seq: 2 Table: 5
Serv #: Raquel

Sale: \$ 25.00

+Tip

Total

THANK YOU

GIFT CARD - RONT
Emp. Month

(F)



Attendee Information ⇨

Options ⇨

Additional Attendees ⇨

Registration Record

2018 Visit California Outlook Forum

Print Record >

Event Home Page >

Attendee Information

Reference Number 28967097

Email Address cindy@gotahoenorth.com

First Name Cindy

Last Name Gustafson

Name as it would appear on your badge Cindy Gustafson

Job Title Chief Executive Officer

Company/Organization Name North Lake Tahoe Resort Assn.

Country United States

Address Line 1 100 N Lake Blvd

City Tahoe City

US State California

Zip (Postal Code) 96145

Work Phone 530-581-8739

Mobile Phone 530-448-1069

cc email dawn@gotahoenorth.com

Selection

Cost

Register as: Industry Attendee

\$599.00

Sub Category DMO

Total

\$599.00

Date

Transaction Type

Thursday, December 7th, 2017 Transaction Amount

\$599.00

Thursday, December 7th, 2017 Online Credit Card Payment(xxxxxxxxxxxx8709)

\$-599.00

Balance

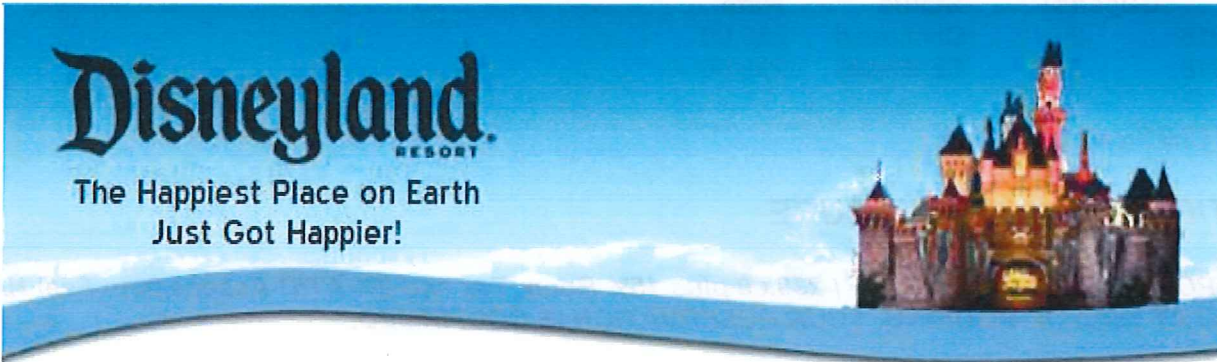
\$0.00



(D)

Cindy Gustafson

From: Disneyland® Resort Reservations
Sent: Thursday, December 7, 2017 10:13 AM
To: cindy@gotahoenorth.com
Subject: Disneyland® Resort Reservation Notice



Thank you for booking at the *Disneyland*® Resort.

Please make all changes, new reservations and cancellations via:
https://aws.passkey.com/event/49350444/owner/29100/r/32KG9648/367ab183509793a0ce6e5bb9981f58db?utm_source

or by calling 714-520-5005 

Please print this page and note the reservation number for your future reference.

Reservation Number: 32KG9648

Visit California Outlook Forum

GUEST INFORMATION

Name: Cindy Gustafson
Add'l Guest(s): Cindy Gustafson
Wally Auerbach
Organization: North Lake Tahoe Resort Assn.
P.O. Box 5459
100 N. Lake Blvd.
Address: Tahoe City CA 96145
US
Telephone: 530-581-8739
Fax:
E-Mail: cindy@gotahoenorth.com



Itinerary Details

Disney's Grand Californian Hotel® & Spa 1600 South Disneyland Drive

Room Type: Standard Guest Room

Arriving on Feb 13, 2018 , departing on Feb 15, 2018

You are able to check in anytime but rooms are not guaranteed to be ready until after 3pm. Check out is by 11am. No late check out is needed.

HOTEL RATES

Date	Guest(s)	Status	Rate
Feb 13, 2018	2	Confirmed	239.00
Feb 14, 2018	2	Confirmed	239.00

X 1.17 - 279.63 ✓

Adult(s):2; Child(ren): 0



DEPOSIT/PAYMENT DISCLOSURE

YOUR DEPOSIT IN THE AMOUNT OF (239.00 plus 15% Room Tax and 2% ATID Assessment Fee) HAS PROVIDED AT TIME OF BOOKING. YOUR RESERVATION IS CONFIRMED."

TAX DISCLOSURE

Room Rates do not include Room Tax of 15% and 2% ATID assessment fee. Overnight Self Parking Fee of \$15.00 per night. Wireless Internet, Fitness Center access and the newspaper on weekdays (subject to change)

CANCELLATION POLICY

Please note there is a **1 night deposit** required at the time of booking with the credit card used online.

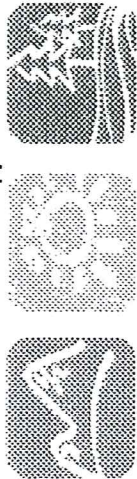
If you or your company need to pre-pay for your room in full, please call us prior to arrival to arrange details with us.

We have a **5 day change and cancel policy** at our Resort. If you need to cancel your reservation, please do so within 5 days of arrival. Should you cancel within 5 days of arrival, the deposit of one nights rate + tax is not refundable.

This site has been created for the special contracted group whose name is noted above. Only guests that are eligible to use this site in order to get access to the pre-blocked rooms and/or Theme Park Tickets at the special event will be audited against the Special Event registration list and should it be necessary we reserve the right to cancel or discovered that the reservation and/or ticket order is not for a Special Event or convention participant, the reservation and/or tickets blocked (if applicable), and any deposit or payment will not be eligible for a refund. In addition these tickets are the intention of being resold.

Kids under 18 Stay Free. Maximum occupancy is 5 guests per room.

Customer Copy



north lake tahoe

Chamber | CVB | Resort Association
Tahoe City Visitor Center

PO Box 1757
Tahoe City, CA 96145
GoTahoeNorth.com

Cashier:

Item Name	Qty	Price	Ext Price
Tahoe: A Visual Hist	1	\$51.00	\$51.00 T
		D% 40%	
Barb K-nlestad Art C	2	\$1.98	\$3.95 T
		D% 50%	
Monthly Artist	2	\$6.00	\$12.00 T
Monthly			
		Subtotal:	\$66.95
		Local Sales Tax	7.25 % Tax + \$4.85
		RECEIPT TOTAL:	\$71.80

Credit Card: \$71.80 XXXX8709
MASTERCARD Expiry Date: XXXX
Reference # 9000010093 Auth=082508
Entry: Chip Merchant # ***05964

Gift for David Timmen
Cards for David T.

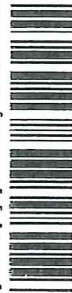
Signature David B
Blunden

AID: A0000000041010

Total Sales Discounts: \$37.95

PLEASE RETAIN FOR YOUR RECORDS

We Hope you Enjoy your Stay in North Lake Tahoe!



31309



Cafe Zenon

Check #: 5941
Server: Tim J
Table: 6/1
12/8/17
11:49 AM
Guests: 3

==== Beverages ====

1 Coffee 2.79
1 Tea 2.79

==== Entrees ====

1 Kale Salad 11.00
1 Side Chicken 7.00
1 Banh mi 14.00

Sub-total 37.58
Sales Tax 2.82
TOTAL 40.40

Balance Due 40.40
Greg Fine Lunch 46.40

Suggested Tips:

15% = 5.64
18% = 6.76
20% = 7.52

Thank You!



*GREG
FINE
LUNCH*

Cafe Zenon

Date: 12/8/17, 1:18 PM
Card Type: MC
Acct #: XXXXXXXXXX8709
Customer: CINDY GUSTAFSON
Card Entry: SWIPED
Auth Code: 071187
Check: 5941
Table: 6/1
Server: Tim J

Amount: 40.40

+TIP

8

=TOTAL

48.40

Suggested Tips:

15% = 5.64
18% = 6.76
20% = 7.52

I agree to pay the above total amount pursuant to the card issuer agreement.

X

Thank You!

Customer Copy



Cafe Zenon

Date: 12/20/17, 8:11 PM
Card Type: MC
Acct #: XXXXXXXXXXXX8709
Customer: CINDY GUSTAFSON
Card Entry: SWIPED
Auth Code: 031990
Check: 6416
Tab: TCRA
Server: Suzanne N

Amount: 645.00
+TIP 120.00
=TOTAL 765.00

Suggested Tips:
15% = 90.00
18% = 108.00
20% = 120.00

I agree to pay the above total amount pursuant to the card issuer agreement.

Thank You!

Customer Copy

FOOD FOR HOLIDAY EVENT

K-1

Cafe Zenon

Check #: 6416
Server: Suzanne N
TAB: TCRA
Date: 12/20/17
Time: 5:43 PM

=== Entrees ===
24 Open Food (@25.00/ea) 600.00
Sub-total 600.00
Sales Tax 45.00
TOTAL 645.00
Balance Due 645.00

Suggested Tips:
15% = 90.00
18% = 108.00
20% = 120.00

Thank You!

Tahoe City Golf Course
251 N Lake Blvd
Tahoe City, CA 96145
(530) 583-1516

Date: 12/20/2017 7:55pm
Employee: Ray, Jeremy

Ice Skate Pk. ... 12.00 @ 10.00 \$120.00
Ice Skate Pk. Chi... 2.00 @ 8.00 \$16.00

Subtotal: \$136.00
Total: \$136.00
Payments: \$136.00
M/C XXXXXXXXXXXX8709:
Invoice: 11992591
Record: 11992591

ICESKATING FOR HOLIDAY EVENT



Sale ID: POS 7116

J