



FINANCE COMMITTEE AGENDA

Tuesday July 26, 2018 at 1:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner
Association

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Jennifer Merchant
Substitute: Erin
Casey

NLTRA Staff

Cindy Gustafson
CEO

Bonnie Bavetta
Director of
Finance

DeWitt Van Siclen
Staff Accountant
& HR Assistant

Quorum
4 Members with 1
being a Board
Member

A. CALL TO ORDER – ESTABLISH A QUORUM

B. ROLL CALL

C. PUBLIC FORUM

This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.

D. AGENDA AMENDMENTS AND APPROVAL [MOTION]

E. APPROVAL OF FINANCE COMMITTEE MEETING MINUTES:

▪ 6/26/18 [MOTION] Pg. 1

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

▪ Review Staff Report..... Pg. 2

▪ Review Staff Action Items..... Pg. 4

G. APPROVAL OF PRELIMINARY JUNE 2018 FINANCIALS [MOTION] Pg. 5

H. SUPPLEMENTAL INFORMATION

▪ June 2018 Dashboard Report Pg. 29

I. APPROVAL OF CEO EXPENSES FOR JUNE 2018 [MOTION] Pg. 34

J. DISCUSSION OF 2018 AUDIT PROCESS

K. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

L. NEXT MEETING DATE

M. COMMITTEE MEMBER COMMENTS

N. ADJOURN



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FINANCE COMMITTEE MEETING - Minutes Draft

Monday, June 26, 2018 at 3:00 P.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – 3:07 pm, quorum established (5)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member
 - Members via Phone: David Brown, Mike Salmon, Ramona Cruz, Erin Casey – County
 - Staff in Attendance: Cindy Gustafson, DeWitt Van Siclen
 - Staff via Phone: Bonnie Bavetta
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - Amendment to Agenda: Bonnie Bavetta requested that Item J - Discussion of role of Finance Committee be pulled and scheduled for a future meeting to provide time for further study. It was requested that the committee role in regards to the destimetrics information be added to that future discussion.
 - **MOTION** to approve agenda with removal of Item J; Ramona Cruz - moved; David Brown - second; passed 5-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve minutes of May 29, 2018 meeting; Ramona Cruz- moved, David Brown – second, approved 5-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Financial reports through May 31, 2018 reviewed and discussed
 - **Review Staff Action Items** – Discussion of open items - Item 14: Management’s Position on Accounting Policies;; the deferred revenue position was the only item remaining open and Bavetta shared that invoicing and collection of membership dues has improved and no special treatment of deferred revenue is required during the year. Item 14 is to be removed. Item 20: Comparative Balance Sheet; format was discussed and it was concluded that the balance sheet presentation should include current month, current month prior year, and last fiscal year end balances. Balance sheet will be reformatted for June 30 presentation. Item 21: Holding account for refunds and expenses from prior year County contract; County has confirmed approval of holding contract funds for events/programs that were contracted and committed in current fiscal year and will require funding in the subsequent year to fulfill commitment. Item 21 is to be removed.
- G. Approval of May 2018 Financials
 - **MOTION** to approve May 31, 2018 financials; Jim Phelan – moved, Ramona Cruz – second, approved 5-0-0
- H. Supplemental Information
 - Review and discussion of the May 2018 Dashboard Report
- I. Approval of CEO Expenses for May 2018
 - **MOTION** to approve Jim Phelan - moved. Ramona Cruz - second, approved 5-0-0
- J. Discussion on the Role of the Finance Committee
 - Pulled, item to be rescheduled for discussion at a future meeting
- K. Agenda Input for Next Finance Committee Meeting
 - Discussion of the audit process to be added to next month’s agenda
- L. Next Meeting Date – July 26, 2018 1:00pm
- M. Committee Member Comments- No comments
- N. Adjourn - 3:39pm



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Finance Committee Staff Report

Date: 7/26/18

To: North Lake Tahoe Resort Association (NLTRA) Finance Committee

From: Bonnie Bavetta

RE: **Preliminary** Financial Reports for June 30, 2018

Summary of preliminary NLTRA financial results at June 30, 2018:

- Cash balance on 6/30/18 of \$895,000 was 15% or \$154,000 less than prior year at June 30 due primarily to timing of payment on payables.
- Accounts receivable related to sales commissions totaled \$36,000, \$15,000 higher than prior year. The balance is comprised of \$23,000 in receivables under 60 days and \$13,000 in receivables over 90 days, all due from local resorts that individually have balances ranging from \$330 to \$6,000. The older balances are under review and it is anticipated that approximately \$9,000 will require write-down. Details will be provided upon final determination.
- Membership accounts receivable totaled \$14,000. Membership receivables over 90 days totaled \$5,500, with less than half of that balance is potentially uncollectible. Accounts Receivable – Other of \$4,000 reflected Awards Dinner receivables that are considered collectible.
- Retail inventory of \$29,000 was down 7% or \$2,000 from prior year.
- Receivable from NLT Marketing Coop of \$19,605 reflects credit card expenditures for the coop due to NLTRA. Balances were paid in July.
- Accounts payable of \$27,000 and credit card balances of \$4,800 were \$194,000 below prior year due to prompt payment on payables.
- Wages and related liabilities of \$161,000 were \$34,000 or 17% lower than prior year due to partial payout during the fiscal year of two employee incentives, payout of PTO for an employee's extended leave during the year, and PTO balance payouts on terminations. New hires have relatively low accrued balances. A minor year end adjustment to Salaries Payable is pending.
- Accrued expenses of \$50,000 are up \$23,000 or 85% from prior year and reflect the accrual of commitments for BACC programs (\$17,000) and Special Event funding (\$32,000) that originated in FY 2017-18 and require final payment over the next few months. The County has agreed to payment of these remaining commitments from the FY 2017-18 contract funds.
- Marketing Coop payable of \$67,000 reflected a transfer due to the NLT Coop from NLTRA.
- Deferred Revenue-Member Dues of \$67,000 was \$15,000 greater than prior year and included \$9,000 of unearned, unpaid dues.

- YTD consolidated net income of \$243,000 for the twelve months ending June 30 represented the preliminary unspent TOT funding balance that could be due to the County. Membership was essentially breakeven in operations.
- Consolidated YTD revenue of \$4.1 million (including \$3.7 million of County funding) was \$87,000 less than budget (adjusted for Autumn Food & Wine), primarily a result of a \$54,000 shortfall in commission revenue and a \$25,000 shortfall in membership dues. YTD expenses of \$3.9 million were \$323,000 less than budget largely due to Marketing expenses less than budget by \$160,000 or 6%(adjusted for Autumn Food & Wine), Conference expenses under budget by \$21,000 or 6%, VIC expenses less than budget \$62,000 or 14%, Transportation and Infrastructure under budgeted expenses by \$49,000 or 64%, and Membership under budgeted expenses by \$28,000 or 15%.
- Membership cash position as of June 30, 2018:
 - Membership activities through June resulted in a net gain of \$270.
 - Deferred revenues of \$67,000 less receivables of \$14,000 generated an additional \$53,000 in cash year-to-date.
 - No other funds were required to support Membership activities.



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MEMO

To: NLTRA Finance Committee

Cc: File

From: Bonnie Bavetta

Date: July 26, 2018

Re: Staff Action Items

Staff Action Items that Remain Open:

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.

- **7/26/18 Meeting:** Revised format including current month, current month prior year, and prior FYE balances presented. Format to be utilized going forward, Request removal of action item #20.
- 6/26/18 Meeting: To be discussed at this committee meeting for clarification on presentation desired. It would be anticipated that a new format could be implemented promptly.
- 2/28/18 Meeting: Priority is to get 5 Month Budget refinements into QB. Can then work on Report Writer.
- 01/29/18 Meeting: Remain open, inadequate time due to a short month to address them.
- 01/08/18 Meeting: A function of AI 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.
- 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.

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2018

Preliminary

					FYE 2016-17
	Jun 30, 18	Jun 30, 17	\$ Change	% Change	Jun 30, 17
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	326	224	102	46%	224
1003-00 · Cash - Operations BOTW #6712	619,782	757,356	(137,574)	(18%)	757,356
1007-00 · Cash - Payroll BOTW #7421	6,195	10,974	(4,779)	(44%)	10,974
1008-00 · Marketing Reserve - Plumas	50,168	50,093	75	0%	50,093
1009-00 · Cash Flow Reserve - Plumas	100,449	100,249	200	0%	100,249
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	88,355	100,521	(12,166)	(12%)	100,521
10950 · Cash in Drawer	597	867	(270)	(31%)	867
Total Checking/Savings	895,454	1,049,866	(154,412)	(15%)	1,049,866
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	35,770	20,713	15,057	73%	20,713
Total Accounts Receivable	35,770	20,713	15,057	73%	20,713
Other Current Assets					
1200-99 · AR Other	1,614	1,614	0	0%	1,614
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	13,805	0	13,805	100%	0
1201-00 · WebLink Accounts Receivable - Other	4,235	10,580	(6,345)	(60%)	10,580
Total 1201-00 · WebLink Accounts Receivable	18,040	10,580	7,460	71%	10,580
1201-02 · Allowance for Doubtful Accounts	(2,500)	(3,343)	843	25%	(3,343)
12100 · Inventory Asset	29,461	31,787	(2,326)	(7%)	31,787
1299 · Receivable from NLTMC	19,605	0	19,605	100%	0
1490-00 · Security Deposits	650	50	600	1,200%	50
Total Other Current Assets	66,870	40,688	26,182	64%	40,688
Total Current Assets	998,094	1,111,267	(113,173)	(10%)	1,111,267
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	9,964	8,436	1,528	18%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,695)	(740)	(10%)	(7,695)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(18,480)	(16,691)	(1,789)	(11%)	(16,691)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,267)	(17)	(0%)	(24,267)
Total Fixed Assets	4,569	5,587	(1,018)	(18%)	5,587
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	9,151	2,644	6,507	246%	2,644
1420-00 · Prepaid TMBC	150	0	150	100%	0
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	17,116	11,155	5,961	53%	11,155
Total 1400-00 · Prepaid Expenses	27,417	14,799	12,618	85%	14,799
Total Other Assets	27,417	14,799	12,618	85%	14,799
TOTAL ASSETS	1,030,080	1,131,653	(101,573)	(9%)	1,131,653
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	26,997	222,017	(195,020)	(88%)	222,017
Total Accounts Payable	26,997	222,017	(195,020)	(88%)	222,017
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-01 · MC_5901_Hall	0	151	(151)	(100%)	151
2080-02 · MC_6765_Jason	30	15	15	100%	15

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2018

Preliminary

	Jun 30, 18	Jun 30, 17	\$ Change	% Change	FYE 2016-17 Jun 30, 17
2080-04 · MC_5968_Ronald	126	0	126	100%	0
2080-06 · MC_5288_Emily	0	423	(423)	(100%)	423
2080-08 · MC_5755_John	0	340	(340)	(100%)	340
2080-09 · MC_0319_Sarah	0	288	(288)	(100%)	288
2080-10 · MC_9495_AI	1,305	298	1,007	338%	298
2080-11 · MC_3978_Amber	1,796	807	989	123%	807
2080-12 · MC_3960_Natalie	0	1,168	(1,168)	(100%)	1,168
2080-13 · MC_6903_Cindy	1,543	0	1,543	100%	0
Total 2080-00 · Bank of the West - Master Cards	4,800	3,490	1,310	38%	3,490
Total Credit Cards	4,800	3,490	1,310	38%	3,490
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	38,973	38,973	0	0%	38,973
2101-00 · Incentive Payable	56,921	68,891	(11,970)	(17%)	68,891
2102-00 · Commissions Payable	12,638	7,824	4,814	62%	7,824
2120-00 · Empl. Federal Tax Payable	3,118	3,118	0	0%	3,118
2175-00 · 401 (k) Plan	1,559	1,559	0	0%	1,559
2180-00 · Estimated PTO Liability	48,218	74,725	(26,507)	(35%)	74,725
Total 21000 · Salaries/Wages/Payroll Liabilit	161,427	195,090	(33,663)	(17%)	195,090
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	810	0	810	100%	0
25500 · *Sales Tax Payable	1,941	2,226	(285)	(13%)	2,226
Total 2190-00 · Sales and Use Tax Payable	2,751	2,226	525	24%	2,226
2250-00 · Accrued Expenses	49,854	26,912	22,942	85%	26,912
2400-42 · Marketing Co-op	67,000	0	67,000	100%	0
2400-60 · Deferred Revenue- Member Dues	67,122	52,487	14,635	28%	52,487
2500-00 · Deferred Revenue - TMBC	685	0	685	100%	0
2651-00 · Deferred Rev - Conference	0	0	0	0%	0
2800-00 · Suspense	(573)	248	(821)	(331%)	248
2900-00 · Due To/From County of Placer	8,881	231,039	(222,158)	(96%)	231,039
Total Other Current Liabilities	357,147	508,002	(150,855)	(30%)	508,002
Total Current Liabilities	388,944	733,509	(344,565)	(47%)	733,509
Total Liabilities	388,944	733,509	(344,565)	(47%)	733,509
Equity					
32000 · Unrestricted Net Assets	(8,754)	9,287	(18,041)	(194%)	9,287
3300-11 · Designated Marketing Reserve	256,830	256,830	0	0%	256,830
3301 · Cash Flow Reserve	100,048	100,048	0	0%	100,048
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	242,994	(18,041)	261,035	1,447%	(18,041)
Total Equity	641,136	398,142	242,994	61%	398,142
TOTAL LIABILITIES & EQUITY	1,030,080	1,131,651	(101,571)	(9%)	1,131,651

**North Lake Tahoe Resort Association
A/R Aging Summary
As of June 30, 2018**

Preliminary

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
DSC (Destination Services Corporation)	0.00	0.00	0.00	0.00	550.00	550.00
Edgewood Tahoe	0.00	0.00	706.45	0.00	0.00	706.45
Hampton Inn & Suites	0.00	2,978.10	0.00	0.00	550.00	3,528.10
Harrah's/Harveys Casino	0.00	2,358.20	0.00	0.00	161.50	2,519.70
Hotel Becket	0.00	0.00	0.00	0.00	550.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	7,945.15	0.00	0.00	0.00	7,945.15
Incline Community Business Association	0.00	0.00	1,000.00	0.00	0.00	1,000.00
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	6,394.97	6,394.97
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	2,517.07	2,517.07
Ritz-Carlton Lake Tahoe	0.00	8,047.70	0.00	0.00	1,278.65	9,326.35
Squaw Valley Lodge Granite Peak Mgmt	0.00	0.00	0.00	0.00	332.60	332.60
TOTAL	<u><u>0.00</u></u>	<u><u>21,329.15</u></u>	<u><u>1,706.45</u></u>	<u><u>0.00</u></u>	<u><u>12,734.79</u></u>	<u><u>35,770.39</u></u>

Accounts Receivable Summary

Invoices With Apply Dates Through June 30, 2018
 Aged as of Saturday, June 30, 2018

(Double click to
 drill down)

<u>Revenue Item</u>	<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	1,225.19	0.00	0.00	0.00	0.00	1,225.19
Community Awards 2018- Employee Av	0.00	0.00	0.00	200.00	0.00	0.00	200.00
Community Awards 2018- Employee Sp	0.00	0.00	0.00	65.00	0.00	0.00	65.00
Community Awards 2018- Luminary Aw	0.00	0.00	0.00	400.00	400.00	0.00	800.00
Community Awards 2018- Ticket	0.00	0.00	0.00	0.00	255.00	0.00	255.00
Dues	0.00	2,750.00	3,195.00	2,565.00	595.00	5,595.00	14,700.00
Sponsorships	0.00	250.00	0.00	0.00	0.00	0.00	250.00
TMBC - Annual	0.00	0.00	0.00	0.00	0.00	165.00	165.00
TMBC - Ticket	0.00	480.00	0.00	0.00	0.00	0.00	480.00
Total Open Invoices	0.00	4,705.19	3,195.00	3,230.00	1,250.00	5,760.00	18,140.19

Unapplied Payments With Payment
 Dates Prior to and Including

06/30/2018

Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)	18,040.19
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North Lake Tahoe Resort Association
A/P Aging Summary
As of June 30, 2018

07/18/18

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0	0	0	0	(35)	(35)
Amber Burke	426	0	0	0	0	426
Anne-Karin Atwood*	104	0	0	0	0	104
AT & T*	302	180	0	0	0	483
Aurora World, Inc.	0	0	0	0	(352)	(352)
Bonnie L Bavetta	384	0	0	0	0	384
Chris Werfel	36	0	0	0	0	36
Cindy Gustafson	57	110	0	0	0	167
Cintas Corporation #623	169	(129)	129	0	0	169
CoPower	0	135	0	0	0	135
Crystal Range Associates	42	0	0	0	0	42
Dawn Teran	70	0	0	0	0	70
Ed Miller	253	0	0	0	0	253
Eric Hansen	168	0	0	0	0	168
Generikal Design	1,820	0	0	0	0	1,820
Geo-Tourism Specialties	179	0	0	0	0	179
Haleigh Hoff	0	0	165	0	0	165
Independent Technologies	4,904	0	0	0	0	4,904
Jason Neary	25	0	0	0	0	25
Kahn Investment Company	0	300	0	0	0	300
Kym Fabel	248	0	0	0	0	248
Lake Tahoe Waterman Association	2,000	0	0	0	0	2,000
Lauren Sully	107	0	0	0	0	107
Liberty Utilities*	0	579	0	0	0	579
Liz Bowling	468	0	0	0	0	468
Office Boss	111	0	0	0	0	111
Paige Bechdolt	148	0	0	0	0	148
Porter Simon*	80	0	0	0	0	80
Principal Financial Group	0	0	0	0	364	364
Ricoh USA	1,108	0	0	0	0	1,108
SF Notes Haus Maus	685	0	0	0	0	685
Smith and Jones*	1,873	0	0	0	0	1,873
Southwest Gas Corporation*	16	0	0	0	0	16
Sprint	111	0	0	0	0	111
Stormtech USA Inc	0	0	0	1,093	0	1,093
Tahoe Basics	0	0	0	0	(198)	(198)
Tahoe Quarterly*	168	0	0	0	0	168
Tahoe Tessie	168	0	0	0	0	168
Tahoe Truckee Sierra Disposal*	226	0	0	0	0	226
Tahoe Wild	276	0	0	0	0	276
The Abbi Agency, Inc.	7,327	0	0	0	0	7,327
The Natural Trading Compan	64	0	0	0	0	64
Viking Carpet Care*	580	0	0	0	0	580
Wholesale Resort Accessories, Inc.	0	0	0	0	22	22
YIG Administration	0	(25)	(25)	(8)	(9)	(68)
TOTAL	24,703	1,149	268	1,085	(208)	26,997

07/24/18

Profit & Loss

Accrual Basis

June 2018

	Jun 18	Jun 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	301,182	82,907	218,275	263%
4200-00 · Membership Dues	5,086	9,863	(4,777)	(48)%
4201-00 · New Member Fees	0	225	(225)	(100)%
4205-00 · Conference Dues	1,467	(1,008)	2,475	246%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	0	9,235	(9,235)	(100)%
4250-05 · Sponsorships	0	3,250	(3,250)	(100)%
4250-01 · Community Awards - Other	0	5,895	(5,895)	(100)%
Total 4250-01 · Community Awards	0	18,380	(18,380)	(100)%
4250-03 · Summer/Winter Rec Luncheon	2,001	2,362	(361)	(15)%
4251-00 · Tues AM Breakfast Club	914	855	59	7%
4250-00 · Revenues-Membership Activities - Other	1,675	(13,790)	15,465	112%
Total 4250-00 · Revenues-Membership Activities	4,590	7,806	(3,216)	(41)%
4252-00 · Sponsorships	250	(2,950)	3,200	109%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	2,358	171	2,187	1,279%
4600-00 · Commissions - Other	11,026	(883)	11,909	1,349%
Total 4600-00 · Commissions	13,384	(712)	14,096	1,980%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	240	87	153	176%
46000 · Merchandise Sales - Other	11,163	12,746	(1,583)	(12)%
Total 46000 · Merchandise Sales	11,403	12,833	(1,430)	(11)%
Total Income	337,361	108,964	228,397	210%
Gross Profit	337,361	108,964	228,397	210%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	6,063	(580)	6,643	1,145%
5020-00 · P/R - Tax Expense	8,292	7,615	678	9%
5030-00 · P/R - Health Insurance Expense	8,451	11,561	(3,110)	(27)%
5040-00 · P/R - Workmans Comp	0	(3,350)	3,350	100%
5060-00 · 401 (k)	2,755	3,340	(585)	(18)%
5070-00 · Other Benefits and Expenses	188	417	(229)	(55)%
5000-00 · Salaries & Wages - Other	38,556	104,644	(66,088)	(63)%
Total 5000-00 · Salaries & Wages	64,305	123,646	(59,341)	(48)%
5100-00 · Rent				
5110-00 · Utilities	1,201	870	331	38%
5150-00 · Office - Cleaning	1,655	1,522	133	9%
5100-00 · Rent - Other	12,790	12,208	582	5%
Total 5100-00 · Rent	15,646	14,600	1,047	7%
5310-00 · Telephone				
5320-00 · Telephone	2,962	2,418	544	23%
Total 5310-00 · Telephone	2,962	2,418	544	23%
5420-00 · Mail - USPS	7	341	(334)	(98)%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,015	1,867	1,148	62%
5520-00 · Supplies - Other	1,120	1,864	(744)	(40)%
Total 5520-00 · Supplies	4,136	3,731	404	11%
5610-00 · Depreciation	149	216	(67)	(31)%
5700-00 · Equipment Support & Maintenance	2,400	1,043	1,357	130%

Profit & Loss

June 2018

	Jun 18	Jun 17	\$ Change	% Change
5710-00 · Taxes, Licenses & Fees	708	(193)	902	466%
5740-00 · Equipment Rental/Leasing	1,132	1,849	(717)	(39)%
5800-00 · Training Seminars	781	0	781	100%
5815 · Training Video Series	0	1,388	(1,388)	(100)%
5830-00 · Commission Due to Third Party	0	(4,610)	4,610	100%
5850-00 · Artist of Month - Commissions	253	405	(152)	(38)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	80	400	(320)	(80)%
5921-00 · Professional Fees - Other	0	12,557	(12,557)	(100)%
5900-00 · Professional Fees - Other	0	4,031	(4,031)	(100)%
Total 5900-00 · Professional Fees	80	16,988	(16,908)	(100)%
5941-00 · Research & Planning	0	15,690	(15,690)	(100)%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0	1,706	(1,706)	(100)%
5948-00 · Transportation Projects - Other	0	11,148	(11,148)	(100)%
Total 5948-00 · Transportation Projects	0	12,854	(12,854)	(100)%
6020-00 · Programs				
6016-00 · Special Event Partnership	46,250	17,372	28,878	166%
6018-00 · Business Assoc. Grants	10,000	0	10,000	100%
Total 6020-00 · Programs	56,250	17,372	38,878	224%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	2,800	105	2,695	2,567%
6421-03 · Barcelona Soccer	0	3,000	(3,000)	(100)%
6421-05 · No Barriers	0	579	(579)	(100)%
6421-08 · Tough Mudder	40,000	0	40,000	100%
6421-09 · Wanderlust	7,327	5,278	2,050	39%
6421-15 · Lake Tahoe Dance Collective	0	5,000	(5,000)	(100)%
Total 6420-01 · Sponsorships	50,127	13,962	36,166	259%
6421-00 · New Event Development	1,994	0	1,994	100%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	17,381	(17,381)	(100)%
6422-05 · Other	0	2,500	(2,500)	(100)%
6422-06 · Music Campaign	860	10,452	(9,592)	(92)%
Total 6422-00 · Event Media	860	30,332	(29,472)	(97)%
6424-00 · Event Operation Expenses	7,658	8,863	(1,205)	(14)%
Total 6420-00 · Events	60,639	53,157	7,482	14%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	1,147	136	1,011	743%
6436-00 · Membership - Wnt/Sum Rec Lunch	0	997	(997)	(100)%
6437-00 · Tuesday Morning Breakfast Club	486	594	(108)	(18)%
6441-00 · Membership - Miscellaneous Exp	0	16	(16)	(100)%
6442-00 · Public Relations/Website	3,765	0	3,765	100%
6444-00 · Trades	1,100	0	1,100	100%
6423-00 · Membership Activities - Other	0	285	(285)	(100)%
Total 6423-00 · Membership Activities	6,498	2,027	4,470	221%
6730-00 · Marketing Cooperative/Media	144,215	126,500	17,715	14%
6742-00 · Non-NLT Co-Op Marketing Program	11,393	440	10,953	2,489%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	6,735	4,280	2,455	57%
6743-03 · Touch Lake Tahoe	63	(1,000)	1,063	106%
6743-04 · High Notes	16,200	17,290	(1,090)	(6)%
6743-05 · Peak Your Adventure	20,300	18,739	1,560	8%
Total 6743-00 · BACC Marketing Programs	43,297	39,309	3,988	10%

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North Lake Tahoe Resort Association

Preliminary

07/24/18

Profit & Loss

Accrual Basis

June 2018

	Jun 18	Jun 17	\$ Change	% Change
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	137	37	100	274%
59900 · POS Inventory Adjustments	20	516	(496)	(96)%
8100-00 · Cost of Goods Sold - Other	5,837	5,577	260	5%
Total 8100-00 · Cost of Goods Sold	5,993	6,130	(136)	(2)%
8200-00 · Associate Relations	985	858	127	15%
8300-00 · Board Functions	0	849	(849)	(100)%
8500-00 · Credit Card Fees	830	609	221	36%
8700-00 · Automobile Expenses	578	412	166	40%
8750-00 · Meals/Meetings	205	962	(757)	(79)%
8810-00 · Dues & Subscriptions	289	261	28	11%
8920-00 · Bad Debt	(5,177)	1,132	(6,309)	(557)%
Total Expense	418,818	440,649	(21,831)	(5)%
Net Ordinary Income	(81,456)	(331,685)	250,228	75%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	275	(253)	(92)%
Total Other Income	23	275	(253)	(92)%
Net Other Income	23	275	(253)	(92)%
Net Income	(81,434)	(331,409)	249,976	75%

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

07/27/18

Accrual Basis

June 2018

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	51 - TMPI	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense									
Income									
4050-00 - County of Placer TOT Funding	227,326	27,317	0	43,136	0	3,403	0	0	301,182
4200-00 - Membership Dues	0	0	0	0	0	0	5,086	0	5,086
4205-00 - Conference Dues	0	1,467	0	0	0	0	0	0	1,467
4250-00 - Revenues-Membership Activities									
4250-03 - Summer/Winter Rec Luncheon	0	0	0	0	0	0	2,001	0	2,001
4251-00 - Tues AM Breakfast Club	0	0	0	0	0	0	914	0	914
4250-00 - Revenues-Membership Activities - Other	0	0	0	0	0	0	1,675	0	1,675
Total 4250-00 - Revenues-Membership Activities	0	0	0	0	0	0	4,590	0	4,590
4252-00 - Sponsorships	0	0	0	0	0	0	250	0	250
4600-00 - Commissions									
4601-00 - Commissions - South Shore	0	2,358	0	0	0	0	0	0	2,358
4600-00 - Commissions - Other	0	11,026	0	0	0	0	0	0	11,026
Total 4600-00 - Commissions	0	13,384	0	0	0	0	0	0	13,384
4600 - Merchandise Sales									
4502-00 - Non-Retail VIC income	0	0	0	240	0	0	0	0	240
4600 - Merchandise Sales - Other	0	0	0	11,163	0	0	0	0	11,163
Total 4600 - Merchandise Sales	0	0	0	11,403	0	0	0	0	11,403
Total Income	227,326	42,167	0	54,539	0	3,403	9,926	0	337,361
Gross Profit	227,326	42,167	0	54,539	0	3,403	9,926	0	337,361
Expense									
5000-00 - Salaries & Wages									
5000-01 - In-Market Administration	1,375	0	0	0	0	0	(1,375)	0	0
5010-00 - Sales Commissions	0	6,063	0	0	0	0	0	0	6,063
5020-00 - P/R - Tax Expense	1,571	1,198	0	1,164	0	0	595	3,764	8,292
5030-00 - P/R - Health Insurance Expense	5,597	1,296	0	182	0	5	288	1,083	8,451
5060-00 - 401 (k)	807	636	0	373	0	52	93	794	2,755
5070-00 - Other Benefits and Expenses	31	42	0	80	0	0	13	22	188
5000-00 - Salaries & Wages - Other	21,899	9,927	(10,515)	6,074	(11,344)	1,575	615	21,061	39,292
Total 5000-00 - Salaries & Wages	31,280	19,162	(10,515)	7,873	(11,344)	1,632	230	26,723	65,041
5100-00 - Rent									
5110-00 - Utilities	101	51	0	923	0	4	14	109	1,201
5150-00 - Office - Cleaning	292	146	0	853	0	10	40	314	1,655
5100-00 - Rent - Other	2,133	1,025	0	6,663	0	72	365	2,533	12,790
Total 5100-00 - Rent	2,526	1,221	0	8,439	0	86	419	2,956	15,646
5310-00 - Telephone									
5320-00 - Telephone	478	127	0	642	0	38	147	1,529	2,962
Total 5310-00 - Telephone	478	127	0	642	0	38	147	1,529	2,962
5420-00 - Mail - USPS	0	0	0	0	0	0	0	7	7
5510-00 - Insurance/Bonding	50	17	0	88	0	5	19	86	264
5520-00 - Supplies									
5525-00 - Supplies - Computer <\$1000	1,272	20	0	786	0	1	901	36	3,015
5520-00 - Supplies - Other	48	24	0	228	0	2	101	718	1,120
Total 5520-00 - Supplies	1,319	43	0	1,014	0	3	1,002	754	4,136
5610-00 - Depreciation	0	0	0	118	0	0	0	31	149
5700-00 - Equipment Support & Maintenance	0	0	0	0	0	0	0	2,400	2,400
5710-00 - Taxes, Licenses & Fees	0	0	0	0	0	0	0	708	708
5740-00 - Equipment Rental/Leasing	277	122	0	246	0	33	166	288	1,132
5800-00 - Training Seminars	0	0	0	781	0	0	0	0	781
5850-00 - Artist of Month - Commissions	0	0	0	253	0	0	0	0	253
5900-00 - Professional Fees									
5910-00 - Professional Fees - Attorneys	0	0	0	0	0	0	0	80	80
Total 5900-00 - Professional Fees	0	0	0	0	0	0	0	80	80
6020-00 - Programs									
6016-00 - Special Event Partnership	46,250	0	0	0	0	0	0	0	46,250
6018-00 - Business Assoc. Grants	10,000	0	0	0	0	0	0	0	10,000
Total 6020-00 - Programs	56,250	0	0	0	0	0	0	0	56,250
6420-00 - Events									
6420-01 - Sponsorships									
6023-00 - Autumn Food & Wine	2,800	0	0	0	0	0	0	0	2,800
6421-08 - Tough Mudder	40,000	0	0	0	0	0	0	0	40,000
6421-09 - Wanderlust	7,327	0	0	0	0	0	0	0	7,327
Total 6420-01 - Sponsorships	50,127	0	0	0	0	0	0	0	50,127
6421-00 - New Event Development	1,994	0	0	0	0	0	0	0	1,994
6422-00 - Event Media									
6422-06 - Music Campaign	860	0	0	0	0	0	0	0	860
Total 6422-00 - Event Media	860	0	0	0	0	0	0	0	860
6424-00 - Event Operation Expenses	7,658	0	0	0	0	0	0	0	7,658
Total 6420-00 - Events	60,639	0	0	0	0	0	0	0	60,639
6423-00 - Membership Activities									
6434-00 - Community Awards Dinner	0	0	0	0	0	0	1,147	0	1,147
6437-00 - Tuesday Morning Breakfast Club	0	0	0	0	0	0	486	0	486
6442-00 - Public Relations/Website	0	0	0	0	0	0	3,765	0	3,765
6444-00 - Trades	0	0	0	0	0	0	1,100	0	1,100
Total 6423-00 - Membership Activities	0	0	0	0	0	0	6,498	0	6,498
6730-00 - Marketing Cooperative/Media	135,048	9,167	0	0	0	0	0	0	144,215
6742-00 - Non-NLT Co-Op Marketing Program	11,393	0	0	0	0	0	0	0	11,393
6743-00 - BACC Marketing Programs									
6743-01 - Shop Local	6,735	0	0	0	0	0	0	0	6,735
6743-03 - Touch Lake Tahoe	63	0	0	0	0	0	0	0	63
6743-04 - High Notes	16,200	0	0	0	0	0	0	0	16,200
6743-05 - Peak Your Adventure	20,300	0	0	0	0	0	0	0	20,300

North Lake Tahoe Resort Association
Profit & Loss by Class

07/27/18

Accrual Basis

June 2018

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	51 - TMPI	60 - Member...	70 - Adminis...	TOTAL
Total 6743-00 · BACC Marketing Programs	43,297	0	0	0	0	0	0	0	43,297
8100-00 · Cost of Goods Sold									
51100 · Freight and Shipping Costs	0	0	0	137	0	0	0	0	137
59900 · POS Inventory Adjustments	0	0	0	20	0	0	0	0	20
8100-00 · Cost of Goods Sold - Other	0	0	0	5,837	0	0	0	0	5,837
Total 8100-00 · Cost of Goods Sold	0	0	0	5,993	0	0	0	0	5,993
8200-00 · Associate Relations	0	0	0	0	0	0	0	985	985
8500-00 · Credit Card Fees	0	0	0	225	0	0	560	45	830
8700-00 · Automobile Expenses	45	0	0	35	0	0	44	454	578
8750-00 · Meals/Meetings	27	0	0	80	0	0	14	84	205
8810-00 · Dues & Subscriptions	15	0	0	0	0	0	6	268	289
8920-00 · Bad Debt	0	0	0	0	0	0	(5,177)	0	(5,177)
Total Expense	342,646	29,859	(10,515)	25,787	(11,344)	1,796	3,926	37,398	419,554
Net Ordinary Income	(115,319)	12,308	10,515	28,752	11,344	1,607	6,000	(37,398)	(82,192)
Other Income/Expense									
Other Income									
4700-00 · Revenues- Interest & Investment	6	0	0	0	0	0	0	17	23
Total Other Income	6	0	0	0	0	0	0	17	23
Other Expense									
8990-00 · Allocated	26,677	3,623	0	4,498	0	645	1,956	(37,398)	0
Total Other Expense	26,677	3,623	0	4,498	0	645	1,956	(37,398)	0
Net Other Income	(26,671)	(3,623)	0	(4,498)	0	(645)	(1,956)	37,415	23
Net Income	(141,990)	8,686	10,515	24,254	11,344	962	4,044	17	(82,169)

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Preliminary

All Departments

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	301,182	301,181	1	3,747,600	3,747,600	0	3,747,600
4200-00 · Membership Dues	5,086	13,500	(8,414)	124,677	150,000	(25,323)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4205-00 · Conference Dues	1,467	0	1,467	11,550	7,690	3,860	7,690
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	18,522	12,000	6,522	12,000
4250-05 · Sponsorships	0	0	0	12,440	6,500	5,940	6,500
4250-01 · Community Awards - Other	0	0	0	18,105	22,500	(4,395)	22,500
Total 4250-01 · Community Awards	0	0	0	49,067	41,000	8,067	41,000
4250-02 · Chamber Events	0	6,725	(6,725)	373	12,725	(12,352)	12,725
4250-03 · Summer/Winter Rec Luncheon	2,001	3,000	(999)	5,410	7,300	(1,890)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	1,000	2,000	(1,000)	2,000
4251-00 · Tues AM Breakfast Club - Other	914	750	164	5,499	8,250	(2,751)	8,250
Total 4251-00 · Tues AM Breakfast Club	914	1,050	(136)	6,499	10,250	(3,751)	10,250
4250-00 · Revenues-Membership Activities - Other	1,675	175	1,500	3,304	1,925	1,379	1,925
Total 4250-00 · Revenues-Membership Activities	4,590	10,950	(6,360)	64,653	73,200	(8,547)	73,200
4252-00 · Sponsorships	250	0	250	1,250	0	1,250	0
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,358	500	1,858	5,982	15,121	(9,139)	15,121
4600-00 · Commissions - Other	11,026	7,210	3,815	62,304	106,771	(44,467)	106,771
Total 4600-00 · Commissions	13,384	7,710	5,674	68,286	121,892	(53,606)	121,892
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	240	1,200	(960)	9,263	9,000	263	9,000
46000 · Merchandise Sales - Other	11,163	15,213	(4,050)	88,388	93,356	(4,968)	93,356
Total 46000 · Merchandise Sales	11,403	16,413	(5,010)	97,651	102,356	(4,705)	102,356
4720-00 · Miscellaneous	0			415			
Total Income	337,361	349,755	(12,393)	4,193,784	4,202,813	(9,029)	4,202,813
Gross Profit	337,361	349,755	(12,393)	4,193,784	4,202,813	(9,029)	4,202,813
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	6,063	0	6,063	23,470	31,378	(7,908)	31,378
5020-00 · P/R - Tax Expense	8,292	7,895	397	92,767	105,626	(12,859)	105,626
5030-00 · P/R - Health Insurance Expense	8,451	9,333	(882)	92,610	122,314	(29,704)	122,314
5040-00 · P/R - Workmans Comp	0	398	(398)	12,288	6,287	6,001	6,287
5060-00 · 401 (k)	2,755	2,385	370	34,960	35,773	(813)	35,773
5070-00 · Other Benefits and Expenses	188	552	(364)	4,518	5,530	(1,013)	5,530
5000-00 · Salaries & Wages - Other	38,556	89,976	(51,420)	1,035,046	1,154,729	(119,683)	1,154,729
Total 5000-00 · Salaries & Wages	64,305	110,539	(46,234)	1,295,659	1,461,637	(165,979)	1,461,637
5100-00 · Rent							
5110-00 · Utilities	1,201	928	273	11,009	12,006	(996)	12,006
5140-00 · Repairs & Maintenance	0	661	(661)	6,463	8,258	(1,795)	8,258
5150-00 · Office - Cleaning	1,655	556	1,099	8,935	8,995	(60)	8,995
5100-00 · Rent - Other	12,790	13,783	(993)	149,956	163,716	(13,760)	163,716
Total 5100-00 · Rent	15,646	15,927	(281)	176,364	192,975	(16,611)	192,975
5310-00 · Telephone							
5320-00 · Telephone	2,962	2,651	311	28,805	30,565	(1,760)	30,565
5350-00 · Internet	0			25	0	25	0
5310-00 · Telephone - Other	0	58	(58)	0	288	(288)	288
Total 5310-00 · Telephone	2,962	2,709	253	28,830	30,853	(2,023)	30,853
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	89	(89)	0	1,019	(1,019)	1,019
5480-00 · Mail - Fed Ex	0	21	(21)	121	349	(229)	349
5420-00 · Mail - USPS - Other	7	243	(236)	3,323	2,977	345	2,977
Total 5420-00 · Mail - USPS	7	353	(346)	3,443	4,346	(903)	4,346
5510-00 · Insurance/Bonding	264	673	(409)	7,779	9,518	(1,739)	9,518
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	3,015	300	2,716	4,284	4,743	(459)	4,743
5520-00 · Supplies - Other	1,120	1,178	(58)	13,672	15,030	(1,358)	15,030
Total 5520-00 · Supplies	4,136	1,478	2,658	17,956	19,773	(1,817)	19,773
5610-00 · Depreciation	149	339	(190)	2,546	4,805	(2,259)	4,805
5700-00 · Equipment Support & Maintenance	2,400	996	1,404	13,875	13,562	313	13,562
5710-00 · Taxes, Licenses & Fees	708	808	(99)	11,958	10,151	1,807	10,151
5740-00 · Equipment Rental/Leasing	1,132	1,516	(384)	16,568	19,094	(2,526)	19,094
5800-00 · Training Seminars	781	54	727	5,342	20,097	(14,755)	20,097
5810-00 · Public Outreach	0	0	0	0	5,056	(5,056)	5,056
5815 · Training Video Series	0	1,000	(1,000)	1,058	13,631	(12,573)	13,631
5820 · Sales CRM/CMS	0			0	2,000	(2,000)	2,000
5830-00 · Commission Due to Third Party	0			765			

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Preliminary

All Departments

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
5850-00 · Artist of Month - Commissions	253	227	25	4,159	2,500	1,659	2,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	80	1,000	(920)	9,840	10,000	(160)	10,000
5920-00 · Professional Fees - Accountant	0	0	0	26,250	22,000	4,250	22,000
5921-00 · Professional Fees - Other	0	0	0	56,540	3,750	52,790	3,750
Total 5900-00 · Professional Fees	80	1,000	(920)	92,630	35,750	56,880	35,750
5940-00 · Research & Planning Membership	0			3,000	3,276	(276)	3,276
5941-00 · Research & Planning	0	0	0	2,266	7,042	(4,776)	7,042
6020-00 · Programs							
6016-00 · Special Event Partnership	46,250	20,000	26,250	49,750	50,000	(250)	50,000
6018-00 · Business Assoc. Grants	10,000	0	10,000	30,000	30,000	0	30,000
Total 6020-00 · Programs	56,250	20,000	36,250	79,750	80,000	(250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	2,800	0	2,800	117,572	37,000	80,572	37,000
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,000
6421-02 · AMGEN Tour of California	0	0	0	0	22,000	(22,000)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	3,000	(3,000)	3,000
6421-04 · Broken Arrow Skyrace	0	0	0	15,000	15,000	0	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	40,000	20,000	20,000	40,000	40,000	0	40,000
6421-09 · Wanderlust	7,327	3,000	4,327	41,370	37,000	4,370	37,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	20,808	19,400	1,408	19,400
6421-13 · Big Blue Adventure	0	0	0	0	15,000	(15,000)	15,000
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	5,000	(5,000)	5,000
Total 6420-01 · Sponsorships	50,127	23,000	27,127	513,750	472,400	41,350	472,400
6421-00 · New Event Development	1,994	0	1,994	8,930	17,600	(8,670)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	0	0	74	25,000	(24,926)	25,000
6422-06 · Music Campaign	860	0	860	3,566	0	3,566	0
Total 6422-00 · Event Media	860	0	860	3,640	25,000	(21,360)	25,000
6424-00 · Event Operation Expenses	7,658	0	7,658	7,756	9,000	(1,244)	9,000
Total 6420-00 · Events	60,639	23,000	37,639	534,076	524,000	10,076	524,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,147	0	1,147	24,979	18,500	6,479	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,425	(1,425)	3,081	4,185	(1,104)	4,185
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	6,043	7,150	(1,107)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	3,765	295	3,470	6,910	8,465	(1,555)	8,465
6444-00 · Trades	1,100	275	825	3,615	2,130	1,485	2,130
6423-00 · Membership Activities - Other	0	75	(75)	459	750	(291)	750
Total 6423-00 · Membership Activities	6,498	2,720	3,778	45,393	41,180	4,213	41,180
6490-00 · Classified Ads	0	70	(70)	50	773	(723)	773
6701-00 · Market Study Reports/Research	0	70	(70)	808	1,242	(435)	1,242
6730-00 · Marketing Cooperative/Media	144,215	136,881	7,334	1,411,821	1,411,821	0	1,411,821
6740-00 · Media/Collateral/Production	0	0	0	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	11,393	5,000	6,393	23,491	80,000	(56,509)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	11,393	5,000	6,393	23,491	84,000	(60,509)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	6,735	2,000	4,735	17,375	20,000	(2,625)	20,000
6743-03 · Touch Lake Tahoe	63	0	63	17,971	20,000	(2,029)	20,000
6743-04 · High Notes	16,200	11,000	5,200	20,000	20,000	(0)	20,000
6743-05 · Peak Your Adventure	20,300	20,000	300	20,300	20,000	300	20,000
Total 6743-00 · BACC Marketing Programs	43,297	33,000	10,297	75,646	80,000	(4,354)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	137	180	(43)	1,799	2,126	(327)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,278)	(1,305)	(973)	(1,305)
59900 · POS Inventory Adjustments	20	103	(83)	513	1,210	(696)	1,210
8100-00 · Cost of Goods Sold - Other	5,837	5,559	278	50,268	44,647	5,621	44,647
Total 8100-00 · Cost of Goods Sold	5,993	5,724	270	50,302	46,678	3,624	46,678
8200-00 · Associate Relations	985	454	531	2,968	4,309	(1,341)	4,309
8300-00 · Board Functions	0	858	(858)	7,610	9,888	(2,278)	9,888
8500-00 · Credit Card Fees	830	449	381	6,679	6,067	612	6,067
8700-00 · Automobile Expenses	578	544	33	4,803	6,556	(1,753)	6,556
8750-00 · Meals/Meetings	205	782	(578)	3,722	8,183	(4,461)	8,183
8810-00 · Dues & Subscriptions	289	678	(389)	6,905	12,636	(5,731)	12,636
8910-00 · Travel	0	418	(418)	2,132	9,085	(6,953)	9,085
8920-00 · Bad Debt	(5,177)	310	(5,487)	10,713	10,330	383	10,330
Total Expense	418,818	368,577	50,241	3,951,066	4,197,813	(246,747)	4,197,813
Net Ordinary Income	(81,456)	(18,822)	(62,634)	242,718	5,000	237,718	5,000

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07/24/18

Accrual Basis

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

Preliminary

	<u>Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '17 - Jun 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			276			
Total Other Income	23			276			
Other Expense							
8990-00 · Allocated	0	1,835	(1,835)	0	0	0	0
Total Other Expense	0	1,835	(1,835)	0	0	0	0
Net Other Income	23	(1,835)	1,858	276	0	276	0
Net Income	<u>(81,434)</u>	<u>(20,657)</u>	<u>(60,776)</u>	<u>242,994</u>	<u>5,000</u>	<u>237,994</u>	<u>5,000</u>

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Preliminary

Accrual Basis

11 - Marketing

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,326	227,326	1	2,953,965	2,953,965	0	2,953,965
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
Total Income	227,326	227,326	1	3,031,593	2,953,965	77,628	2,953,965
Gross Profit							
	227,326	227,326	1	3,031,593	2,953,965	77,628	2,953,965
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	16,500	16,500	0	16,500
5020-00 · P/R - Tax Expense	1,571	2,146	(575)	19,166	27,902	(8,736)	27,902
5030-00 · P/R - Health Insurance Expense	5,597	2,295	3,302	35,268	29,840	5,428	29,840
5040-00 · P/R - Workmans Comp	0	98	(98)	2,512	1,271	1,241	1,271
5060-00 · 401 (k)	807	807	0	7,981	10,490	(2,509)	10,490
5070-00 · Other Benefits and Expenses	31	152	(122)	1,388	1,977	(589)	1,977
5000-00 · Salaries & Wages - Other	21,899	22,372	(473)	242,127	290,834	(48,708)	290,834
Total 5000-00 · Salaries & Wages	31,280	29,245	2,035	324,941	378,813	(53,873)	378,813
5100-00 · Rent							
5110-00 · Utilities	101	96	5	1,522	1,650	(128)	1,650
5140-00 · Repairs & Maintenance	0	73	(73)	586	525	61	525
5150-00 · Office - Cleaning	292	69	222	2,578	2,310	268	2,310
5100-00 · Rent - Other	2,133	1,932	201	23,806	23,259	547	23,259
Total 5100-00 · Rent	2,526	2,171	355	28,492	27,744	748	27,744
5310-00 · Telephone							
5320-00 · Telephone	478	456	22	6,619	5,459	1,160	5,459
Total 5310-00 · Telephone	478	456	22	6,619	5,459	1,160	5,459
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	16	(16)	0	173	(173)	173
5480-00 · Mail - Fed Ex	0	20	(20)	69	243	(174)	243
5420-00 · Mail - USPS - Other	0	0	0	666	0	666	0
Total 5420-00 · Mail - USPS	0	36	(36)	735	416	319	416
5510-00 · Insurance/Bonding							
5510-00 · Insurance/Bonding	50	242	(192)	1,602	2,902	(1,300)	2,902
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1,272	0	1,272	1,510	0	1,510	0
5520-00 · Supplies - Other	48	258	(210)	2,258	3,090	(832)	3,090
Total 5520-00 · Supplies	1,319	258	1,062	3,768	3,090	678	3,090
5610-00 · Depreciation							
5610-00 · Depreciation	0	38	(38)	206	457	(251)	457
5700-00 · Equipment Support & Maintenance							
5700-00 · Equipment Support & Maintenance	0	172	(172)	2,501	2,060	441	2,060
5710-00 · Taxes, Licenses & Fees							
5710-00 · Taxes, Licenses & Fees	0	47	(47)	15	515	(500)	515
5740-00 · Equipment Rental/Leasing							
5740-00 · Equipment Rental/Leasing	277	174	103	3,449	2,060	1,389	2,060
5800-00 · Training Seminars							
5800-00 · Training Seminars	0	0	0	1,917	5,077	(3,160)	5,077
5810-00 · Public Outreach							
5810-00 · Public Outreach	0	0	0	0	1,650	(1,650)	1,650
5815 · Training Video Series							
5815 · Training Video Series	0	0	0	0	8,631	(8,631)	8,631
5820 · Sales CRM/CMS							
5820 · Sales CRM/CMS	0	0	0	0	2,000	(2,000)	2,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,220	0	1,220	0
5921-00 · Professional Fees - Other	0	0	0	42,523	0	42,523	0
Total 5900-00 · Professional Fees	0	0	0	43,743	0	43,743	0
5940-00 · Research & Planning Membership							
5940-00 · Research & Planning Membership	0	0	0	0	2,870	(2,870)	2,870
5941-00 · Research & Planning							
5941-00 · Research & Planning	0	0	0	0	4,698	(4,698)	4,698
6020-00 · Programs							
6016-00 · Special Event Partnership	46,250	20,000	26,250	49,750	50,000	(250)	50,000
6018-00 · Business Assoc. Grants	10,000	0	10,000	30,000	30,000	0	30,000
Total 6020-00 · Programs	56,250	20,000	36,250	79,750	80,000	(250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	2,800	0	2,800	117,572	37,000	80,572	37,000
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,000
6421-02 · AMGEN Tour of California	0	0	0	0	22,000	(22,000)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	3,000	(3,000)	3,000
6421-04 · Broken Arrow Skyrace	0	0	0	15,000	15,000	0	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	40,000	20,000	20,000	40,000	40,000	0	40,000
6421-09 · Wanderlust	7,327	3,000	4,327	41,370	37,000	4,370	37,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	20,808	19,400	1,408	19,400
6421-13 · Big Blue Adventure	0	0	0	0	15,000	(15,000)	15,000
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	5,000	(5,000)	5,000
Total 6420-01 · Sponsorships	50,127	23,000	27,127	513,750	472,400	41,350	472,400
6421-00 · New Event Development							
6421-00 · New Event Development	1,994	0	1,994	8,930	17,600	(8,670)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	0	0	74	25,000	(24,926)	25,000
6422-06 · Music Campaign	860	0	860	3,566	0	3,566	0
Total 6422-00 · Event Media	860	0	860	3,640	25,000	(21,360)	25,000

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Preliminary

11 - Marketing

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
6424-00 · Event Operation Expenses	7,658	0	7,658	7,756	9,000	(1,244)	9,000
Total 6420-00 · Events	60,639	23,000	37,639	534,076	524,000	10,076	524,000
6490-00 · Classified Ads	0			50	0	50	0
6701-00 · Market Study Reports/Research	0	0	0	808	469	338	469
6730-00 · Marketing Cooperative/Media	135,048	125,881	9,167	1,301,821	1,292,654	9,167	1,292,654
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	11,393	5,000	6,393	21,991	80,000	(58,009)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	11,393	5,000	6,393	21,991	84,000	(62,009)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	6,735	2,000	4,735	17,375	20,000	(2,625)	20,000
6743-03 · Touch Lake Tahoe	63	0	63	17,971	20,000	(2,029)	20,000
6743-04 · High Notes	16,200	11,000	5,200	20,000	20,000	(0)	20,000
6743-05 · Peak Your Adventure	20,300	20,000	300	20,300	20,000	300	20,000
Total 6743-00 · BACC Marketing Programs	43,297	33,000	10,297	75,646	80,000	(4,354)	80,000
8200-00 · Associate Relations	0	56	(56)	315	618	(303)	618
8500-00 · Credit Card Fees	0	0	0	110	0	110	0
8700-00 · Automobile Expenses	45	113	(68)	1,233	1,353	(120)	1,353
8750-00 · Meals/Meetings	27	325	(298)	2,336	3,605	(1,269)	3,605
8810-00 · Dues & Subscriptions	15	219	(204)	2,180	3,449	(1,269)	3,449
8910-00 · Travel	0	0	0	2,132	4,240	(2,108)	4,240
Total Expense	342,646	240,431	102,215	2,440,435	2,522,831	(82,396)	2,522,831
Net Ordinary Income	(115,319)	(13,105)	(102,214)	591,158	431,134	160,024	431,134
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6			75			
Total Other Income	6			75			
Other Expense							
8990-00 · Allocated	26,677	34,878	(8,201)	433,066	431,134	1,932	431,134
Total Other Expense	26,677	34,878	(8,201)	433,066	431,134	1,932	431,134
Net Other Income	(26,671)	(34,878)	8,207	(432,991)	(431,134)	(1,857)	(431,134)
Net Income	(141,990)	(47,983)	(94,007)	158,167	0	158,167	0

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

Preliminary

07/24/18

30 - Conference

Accrual Basis

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,317	27,317	0	295,542	295,542	0	295,542
4205-00 · Conference Dues	1,467	0	1,467	11,550	7,690	3,860	7,690
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,358	500	1,858	5,982	15,121	(9,139)	15,121
4600-00 · Commissions - Other	11,026	7,210	3,815	62,304	106,771	(44,467)	106,771
Total 4600-00 · Commissions	13,384	7,710	5,674	68,286	121,892	(53,606)	121,892
Total Income	42,167	35,027	7,140	375,378	425,124	(49,746)	425,124
Gross Profit	42,167	35,027	7,140	375,378	425,124	(49,746)	425,124
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	6,063	0	6,063	23,470	31,378	(7,908)	31,378
5020-00 · P/R - Tax Expense	1,198	392	806	13,773	14,997	(1,224)	14,997
5030-00 · P/R - Health Insurance Expense	1,296	1,366	(71)	16,926	15,811	1,115	15,811
5040-00 · P/R - Workmans Comp	0	0	0	1,803	1,105	698	1,105
5060-00 · 401 (k)	636	209	427	6,602	7,263	(661)	7,263
5070-00 · Other Benefits and Expenses	42	159	(117)	879	779	100	779
5000-00 · Salaries & Wages - Other	9,927	5,235	4,692	145,583	138,668	6,915	138,668
Total 5000-00 · Salaries & Wages	19,162	7,361	11,800	209,035	210,001	(966)	210,001
5100-00 · Rent							
5110-00 · Utilities	51	47	4	756	827	(71)	827
5140-00 · Repairs & Maintenance	0	0	0	286	907	(621)	907
5150-00 · Office - Cleaning	146	34	112	1,289	1,154	134	1,154
5100-00 · Rent - Other	1,025	986	39	11,410	11,594	(185)	11,594
Total 5100-00 · Rent	1,221	1,067	154	13,741	14,483	(742)	14,483
5310-00 · Telephone							
5320-00 · Telephone	127	358	(230)	2,407	4,164	(1,757)	4,164
Total 5310-00 · Telephone	127	358	(230)	2,407	4,164	(1,757)	4,164
5420-00 · Mail - USPS	0	113	(113)	260	809	(549)	809
5510-00 · Insurance/Bonding	17	37	(20)	1,310	1,442	(132)	1,442
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	20	0	20	93	500	(407)	500
5520-00 · Supplies - Other	24	90	(66)	635	1,010	(375)	1,010
Total 5520-00 · Supplies	43	90	(47)	728	1,510	(782)	1,510
5610-00 · Depreciation	0	18	(18)	89	249	(160)	249
5700-00 · Equipment Support & Maintenance	0	133	(133)	1,101	1,600	(499)	1,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	206	(206)	206
5740-00 · Equipment Rental/Leasing	122	230	(108)	1,709	2,660	(951)	2,660
5800-00 · Training Seminars	0	0	0	0	3,500	(3,500)	3,500
5830-00 · Commission Due to Third Party	0	0	0	765	0	765	0
6730-00 · Marketing Cooperative/Media	9,167	11,000	(1,833)	110,000	119,167	(9,167)	119,167
8200-00 · Associate Relations	0	47	(47)	170	515	(345)	515
8500-00 · Credit Card Fees	0	0	0	90	0	90	0
8700-00 · Automobile Expenses	0	153	(153)	0	912	(912)	912
8750-00 · Meals/Meetings	0	150	(150)	0	850	(850)	850
8810-00 · Dues & Subscriptions	0	147	(147)	475	1,007	(532)	1,007
Total Expense	29,859	20,902	8,957	341,878	363,075	(21,197)	363,075
Net Ordinary Income	12,308	14,125	(1,816)	33,500	62,049	(28,549)	62,049
Other Income/Expense							
Other Expense							
8990-00 · Allocated	3,623	5,304	(1,681)	58,837	62,049	(3,212)	62,049
Total Other Expense	3,623	5,304	(1,681)	58,837	62,049	(3,212)	62,049
Net Other Income	(3,623)	(5,304)	1,681	(58,837)	(62,049)	3,212	(62,049)
Net Income	8,686	8,821	(135)	(25,337)	0	(25,337)	0

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

41 - Transportation

12:42 PM

07/24/18

Accrual Basis

	Jun 18	Budget	\$ Over Bud...	Jul '17 - Jun...	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	31,550	31,550	0	31,550
Total Income	0	0	0	31,550	31,550	0	31,550
Gross Profit	0	0	0	31,550	31,550	0	31,550
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	0	0	1,287	766	521	766
5030-00 · P/R - Health Insurance Expense	0	0	0	224	714	(490)	714
5040-00 · P/R - Workmans Comp	0	0	0	106	30	76	30
5060-00 · 401 (k)	0	0	0	641	359	282	359
5070-00 · Other Benefits and Expenses	0	0	0	53	10	44	10
5000-00 · Salaries & Wages - Other	(10,515)	0	(10,515)	(1,627)	13,026	(14,653)	13,026
Total 5000-00 · Salaries & Wages	(10,515)	0	(10,515)	684	14,904	(14,220)	14,904
5100-00 · Rent							
5110-00 · Utilities	0	0	0	63	117	(54)	117
5140-00 · Repairs & Maintenance	0	0	0	5	99	(94)	99
5150-00 · Office - Cleaning	0	0	0	111	72	39	72
5100-00 · Rent - Other	0	0	0	646	1,923	(1,277)	1,923
Total 5100-00 · Rent	0	0	0	826	2,211	(1,385)	2,211
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	448	285	163	285
Total 5310-00 · Telephone	0	0	0	448	285	163	285
5420-00 · Mail - USPS	0	0	0	48	50	(2)	50
5510-00 · Insurance/Bonding	0	0	0	55	259	(204)	259
5520-00 · Supplies	0	0	0	27	500	(473)	500
5610-00 · Depreciation	0	0	0	11	426	(416)	426
5700-00 · Equipment Support & Maintenance	0	0	0	128	494	(366)	494
5710-00 · Taxes, Licenses & Fees	0	0	0	0	124	(124)	124
5740-00 · Equipment Rental/Leasing	0	0	0	406	330	76	330
5800-00 · Training Seminars	0	0	0	0	500	(500)	500
5810-00 · Public Outreach	0	0	0	0	750	(750)	750
5940-00 · Research & Planning Membership	0	0	0	3,000	406	2,594	406
5941-00 · Research & Planning	0	0	0	1,891	1,969	(78)	1,969
8200-00 · Associate Relations	0	0	0	6	0	6	0
8500-00 · Credit Card Fees	0	0	0	5	0	5	0
8700-00 · Automobile Expenses	0	0	0	67	250	(183)	250
8750-00 · Meals/Meetings	0	0	0	81	250	(169)	250
8810-00 · Dues & Subscriptions	0	0	0	502	2,988	(2,486)	2,988
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	(10,515)	0	(10,515)	8,184	26,946	(18,762)	26,946
Net Ordinary Income	10,515	0	10,515	23,366	4,604	18,762	4,604
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	2,471	4,604	(2,133)	4,604
Total Other Expense	0	0	0	2,471	4,604	(2,133)	4,604
Net Other Income	0	0	0	(2,471)	(4,604)	2,133	(4,604)
Net Income	10,515	0	10,515	20,895	0	20,895	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Preliminary

42 - Visitor Center

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	43,136	43,136	0	402,964	402,964	0	402,964
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	240	1,200	(960)	9,263	9,000	263	9,000
46000 · Merchandise Sales - Other	11,163	15,213	(4,050)	88,388	93,356	(4,968)	93,356
Total 46000 · Merchandise Sales	11,403	16,413	(5,010)	97,651	102,356	(4,705)	102,356
4720-00 · Miscellaneous	0			400			
Total Income	54,539	59,549	(5,010)	501,015	505,320	(4,305)	505,320
Gross Profit	54,539	59,549	(5,010)	501,015	505,320	(4,305)	505,320
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,164	2,131	(967)	15,175	19,635	(4,459)	19,635
5030-00 · P/R - Health Insurance Expense	182	2,135	(1,953)	16,024	27,755	(11,731)	27,755
5040-00 · P/R - Workmans Comp	0	66	(66)	3,870	861	3,009	861
5060-00 · 401 (k)	373	545	(172)	5,923	7,085	(1,162)	7,085
5070-00 · Other Benefits and Expenses	80	48	32	980	617	363	617
5000-00 · Salaries & Wages - Other	5,338	18,973	(13,635)	156,006	179,410	(23,405)	179,410
Total 5000-00 · Salaries & Wages	7,137	23,898	(16,761)	197,978	235,363	(37,385)	235,363
5100-00 · Rent							
5110-00 · Utilities	923	618	305	6,542	7,311	(769)	7,311
5140-00 · Repairs & Maintenance	0	157	(157)	2,460	1,731	728	1,731
5150-00 · Office - Cleaning	853	197	656	1,424	2,218	(794)	2,218
5100-00 · Rent - Other	6,663	7,751	(1,089)	78,005	91,356	(13,351)	91,356
Total 5100-00 · Rent	8,439	8,724	(285)	88,431	102,617	(14,186)	102,617
5310-00 · Telephone							
5320-00 · Telephone	642	534	108	5,497	4,789	708	4,789
Total 5310-00 · Telephone	642	534	108	5,497	4,789	708	4,789
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	73	(73)	0	846	(846)	846
5480-00 · Mail - Fed Ex	0	1	(1)	51	106	(55)	106
5420-00 · Mail - USPS - Other	0	27	(27)	685	297	388	297
Total 5420-00 · Mail - USPS	0	101	(101)	737	1,250	(513)	1,250
5510-00 · Insurance/Bonding	88	173	(85)	2,054	2,060	(6)	2,060
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	786	175	611	1,546	1,493	53	1,493
5520-00 · Supplies - Other	228	265	(37)	3,849	3,220	629	3,220
Total 5520-00 · Supplies	1,014	440	574	5,395	4,713	682	4,713
5610-00 · Depreciation	118	92	26	1,530	1,049	481	1,049
5700-00 · Equipment Support & Maintenance	0	276	(276)	1,526	3,313	(1,787)	3,313
5710-00 · Taxes, Licenses & Fees	0	28	(28)	15	309	(294)	309
5740-00 · Equipment Rental/Leasing	246	614	(368)	3,400	6,106	(2,706)	6,106
5800-00 · Training Seminars	781	54	727	781	3,090	(2,309)	3,090
5815 · Training Video Series	0	1,000	(1,000)	1,058	5,000	(3,942)	5,000
5850-00 · Artist of Month - Commissions	253	227	25	4,159	2,500	1,659	2,500
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0			216			
Total 5900-00 · Professional Fees	0			216			
6740-00 · Media/Collateral/Production	0	0	0	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program	0	0	0	1,500	0	1,500	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	137	180	(43)	1,799	2,126	(327)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,278)	(1,305)	(973)	(1,305)
59900 · POS Inventory Adjustments	20	103	(83)	513	1,210	(696)	1,210
8100-00 · Cost of Goods Sold - Other	5,837	5,559	278	50,268	44,647	5,621	44,647
Total 8100-00 · Cost of Goods Sold	5,993	5,724	270	50,302	46,678	3,624	46,678
8200-00 · Associate Relations	0	120	(120)	415	635	(220)	635
8500-00 · Credit Card Fees	225	302	(77)	2,899	3,487	(588)	3,487
8700-00 · Automobile Expenses	35	61	(26)	553	1,236	(683)	1,236
8750-00 · Meals/Meetings	80	92	(12)	612	897	(285)	897
8810-00 · Dues & Subscriptions	0	135	(135)	498	1,133	(635)	1,133
8910-00 · Travel	0	0	0	0	343	(343)	343
Total Expense	25,051	42,594	(17,543)	369,555	431,568	(62,013)	431,568
Net Ordinary Income	29,488	16,955	12,533	131,460	73,752	57,708	73,752
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,498	6,739	(2,241)	73,035	73,752	(716)	73,752
Total Other Expense	4,498	6,739	(2,241)	73,035	73,752	(716)	73,752
Net Other Income	(4,498)	(6,739)	2,241	(73,035)	(73,752)	716	(73,752)
Net Income	24,990	10,215	14,774	58,424	0	58,424	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

50 - Infrastructure

12:39 PM
 07/24/18
 Accrual Basis

	Jun 18	Budget	\$ Over Bud...	Jul '17 - Ju...	YTD Budget	\$ Over Bud...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	46,563	46,563	0	46,563
Total Income	0	0	0	46,563	46,563	0	46,563
Gross Profit	0	0	0	46,563	46,563	0	46,563
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	0	0	2,329	1,411	918	1,411
5030-00 · P/R - Health Insurance Expense	0	0	0	381	1,586	(1,205)	1,586
5040-00 · P/R - Workmans Comp	0	0	0	179	64	115	64
5060-00 · 401 (k)	0	0	0	942	731	211	731
5070-00 · Other Benefits and Expenses	0	0	0	115	21	94	21
5000-00 · Salaries & Wages - Other	(11,344)	0	(11,344)	5,907	21,048	(15,141)	21,048
Total 5000-00 · Salaries & Wages	(11,344)	0	(11,344)	9,854	24,861	(15,007)	24,861
5100-00 · Rent							
5110-00 · Utilities	0	0	0	114	94	20	94
5140-00 · Repairs & Maintenance	0	0	0	21	120	(99)	120
5150-00 · Office - Cleaning	0	0	0	152	120	33	120
5100-00 · Rent - Other	0	0	0	1,062	2,964	(1,902)	2,964
Total 5100-00 · Rent	0	0	0	1,349	3,297	(1,948)	3,297
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	908	571	337	571
Total 5310-00 · Telephone	0	0	0	908	571	337	571
5420-00 · Mail - USPS	0	0	0	79	50	29	50
5510-00 · Insurance/Bonding	0	0	0	138	259	(121)	259
5520-00 · Supplies	0	0	0	58	500	(442)	500
5610-00 · Depreciation	0	0	0	28	426	(398)	426
5700-00 · Equipment Support & Maintenance	0	0	0	131	680	(549)	680
5710-00 · Taxes, Licenses & Fees	0	0	0	0	473	(473)	473
5740-00 · Equipment Rental/Leasing	0	0	0	1,103	2,223	(1,120)	2,223
5800-00 · Training Seminars	0	0	0	0	500	(500)	500
5810-00 · Public Outreach	0	0	0	0	2,656	(2,656)	2,656
5941-00 · Research & Planning	0	0	0	375	375	0	375
8200-00 · Associate Relations	0	0	0	15	0	15	0
8500-00 · Credit Card Fees	0	0	0	10	0	10	0
8700-00 · Automobile Expenses	0	0	0	116	500	(384)	500
8750-00 · Meals/Meetings	0	0	0	22	500	(478)	500
8810-00 · Dues & Subscriptions	0	0	0	2	1,646	(1,644)	1,646
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	(11,344)	0	(11,344)	14,188	39,767	(25,579)	39,767
Net Ordinary Income	11,344	0	11,344	32,375	6,796	25,579	6,796
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	4,091	6,796	(2,705)	6,796
Total Other Expense	0	0	0	4,091	6,796	(2,705)	6,796
Net Other Income	0	0	0	(4,091)	(6,796)	2,705	(6,796)
Net Income	11,344	0	11,344	28,284	0	28,284	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
51 - TMPI

Preliminary

	Jun 18	Budget	\$ Over Bud...	Jul '17 - Ju...	YTD Budget	\$ Over Bud...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,403	3,403	0	17,016	17,016	0	17,016
Total Income	3,403	3,403	0	17,016	17,016	0	17,016
Gross Profit	3,403	3,403	0	17,016	17,016	0	17,016
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	140	(140)	99	769	(670)	769
5030-00 · P/R - Health Insurance Expense	5			38			
5040-00 · P/R - Workmans Comp	0	5	(5)	49	30	19	30
5060-00 · 401 (k)	52	65	(14)	269	360	(91)	360
5070-00 · Other Benefits and Expenses	0	2	(2)	0	10	(10)	10
5000-00 · Salaries & Wages - Other	1,575	1,506	68	8,072	8,285	(213)	8,285
Total 5000-00 · Salaries & Wages	1,632	1,719	(87)	8,527	9,453	(926)	9,453
5100-00 · Rent							
5110-00 · Utilities	4			19			
5140-00 · Repairs & Maintenance	0			14			
5150-00 · Office - Cleaning	10			35			
5100-00 · Rent - Other	72	582	(510)	443	2,908	(2,465)	2,908
Total 5100-00 · Rent	86	582	(496)	512	2,908	(2,396)	2,908
5310-00 · Telephone							
5320-00 · Telephone	38			176			
5310-00 · Telephone - Other	0	58	(58)	0	288	(288)	288
Total 5310-00 · Telephone	38	58	(19)	176	288	(112)	288
5420-00 · Mail - USPS	0	10	(10)	28	50	(22)	50
5510-00 · Insurance/Bonding	5	20	(15)	25	100	(75)	100
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1			1			
5520-00 · Supplies - Other	2	50	(48)	12	250	(238)	250
Total 5520-00 · Supplies	3	50	(47)	13	250	(237)	250
5610-00 · Depreciation	0			1			
5700-00 · Equipment Support & Maintenance	0	50	(50)	4	250	(246)	250
5710-00 · Taxes, Licenses & Fees	0	16	(16)	0	84	(84)	84
5740-00 · Equipment Rental/Leasing	33	30	3	197	150	47	150
8700-00 · Automobile Expenses	0	50	(50)	0	250	(250)	250
8750-00 · Meals/Meetings	0	50	(50)	3	250	(247)	250
8910-00 · Travel	0	100	(100)	0	500	(500)	500
Total Expense	1,796	2,734	(937)	9,486	14,533	(5,047)	14,533
Net Ordinary Income	1,607	669	937	7,530	2,483	5,047	2,483
Other Income/Expense							
Other Expense							
8990-00 · Allocated	645	483	162	4,760	2,483	2,277	2,483
Total Other Expense	645	483	162	4,760	2,483	2,277	2,483
Net Other Income	(645)	(483)	(162)	(4,760)	(2,483)	(2,277)	(2,483)
Net Income	962	186	775	2,770	0	2,770	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Preliminary

60 - Membership

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	5,086	13,500	(8,414)	124,677	150,000	(25,323)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	18,522	12,000	6,522	12,000
4250-05 · Sponsorships	0	0	0	12,440	6,500	5,940	6,500
4250-01 · Community Awards - Other	0	0	0	18,105	22,500	(4,395)	22,500
Total 4250-01 · Community Awards	0	0	0	49,067	41,000	8,067	41,000
4250-02 · Chamber Events	0	6,725	(6,725)	373	12,725	(12,352)	12,725
4250-03 · Summer/Winter Rec Luncheon	2,001	3,000	(999)	5,410	7,300	(1,890)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	1,000	2,000	(1,000)	2,000
4251-00 · Tues AM Breakfast Club - Other	914	750	164	5,499	8,250	(2,751)	8,250
Total 4251-00 · Tues AM Breakfast Club	914	1,050	(136)	6,499	10,250	(3,751)	10,250
4250-00 · Revenues-Membership Activities - Other	1,675	175	1,500	3,304	1,925	1,379	1,925
Total 4250-00 · Revenues-Membership Activities	4,590	10,950	(6,360)	64,653	73,200	(8,547)	73,200
4252-00 · Sponsorships	250	0	250	1,250	0	1,250	0
4720-00 · Miscellaneous	0			15			
Total Income	9,926	24,450	(14,524)	190,670	223,275	(32,605)	223,275
Gross Profit	9,926	24,450	(14,524)	190,670	223,275	(32,605)	223,275
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(16,500)	(16,500)	0	(16,500)
5020-00 · P/R - Tax Expense	595	525	70	6,984	6,853	132	6,853
5030-00 · P/R - Health Insurance Expense	288	950	(662)	10,685	12,990	(2,305)	12,990
5040-00 · P/R - Workmans Comp	0	75	(75)	775	930	(155)	930
5060-00 · 401 (k)	93	320	(227)	2,532	3,785	(1,253)	3,785
5070-00 · Other Benefits and Expenses	13	93	(80)	149	844	(695)	844
5000-00 · Salaries & Wages - Other	615	7,800	(7,185)	75,166	97,550	(22,384)	97,550
Total 5000-00 · Salaries & Wages	230	8,388	(8,158)	79,792	106,452	(26,660)	106,452
5100-00 · Rent							
5110-00 · Utilities	14	50	(36)	461	600	(139)	600
5140-00 · Repairs & Maintenance	0	55	(55)	125	605	(480)	605
5150-00 · Office - Cleaning	40	85	(45)	760	1,090	(330)	1,090
5100-00 · Rent - Other	365	725	(360)	7,748	8,700	(952)	8,700
Total 5100-00 · Rent	419	915	(496)	9,095	10,995	(1,900)	10,995
5310-00 · Telephone							
5320-00 · Telephone	147	216	(69)	2,519	2,686	(167)	2,686
Total 5310-00 · Telephone	147	216	(69)	2,519	2,686	(167)	2,686
5420-00 · Mail - USPS	0	50	(50)	659	1,000	(341)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	613	745	(132)	745
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	901	125	776	974	750	224	750
5520-00 · Supplies - Other	101	95	6	970	1,250	(280)	1,250
Total 5520-00 · Supplies	1,002	220	782	1,944	2,000	(56)	2,000
5610-00 · Depreciation	0	15	(15)	58	180	(122)	180
5700-00 · Equipment Support & Maintenance	0	55	(55)	642	1,325	(683)	1,325
5710-00 · Taxes, Licenses & Fees	0	50	(50)	1	200	(199)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	2,367	2,990	(623)	2,990
5800-00 · Training Seminars	0	0	0	0	1,250	(1,250)	1,250
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	270	0	270	0
Total 5900-00 · Professional Fees	0	0	0	270	0	270	0
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	1,147	0	1,147	24,979	18,500	6,479	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	1,425	(1,425)	3,081	4,185	(1,104)	4,185
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	6,043	7,150	(1,107)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	3,765	295	3,470	6,910	8,465	(1,555)	8,465
6444-00 · Trades	1,100	275	825	3,615	2,130	1,485	2,130
6423-00 · Membership Activities - Other	0	75	(75)	459	750	(291)	750
Total 6423-00 · Membership Activities	6,498	2,720	3,778	45,393	41,180	4,213	41,180
8200-00 · Associate Relations	0	25	(25)	93	275	(182)	275
8300-00 · Board Functions	0			156			
8500-00 · Credit Card Fees	560	195	365	3,352	2,580	772	2,580
8700-00 · Automobile Expenses	44	75	(31)	598	1,025	(427)	1,025
8750-00 · Meals/Meetings	14	40	(27)	21	440	(419)	440
8810-00 · Dues & Subscriptions	6	50	(44)	313	765	(452)	765
8920-00 · Bad Debt	(5,177)	310	(5,487)	10,713	10,330	383	10,330

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

Preliminary

Accrual Basis

60 - Membership

	<u>Jun 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '17 - Jun 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Total Expense	3,926	13,629	(9,703)	158,598	186,418	(27,820)	186,418
Net Ordinary Income	6,000	10,821	(4,821)	32,072	36,857	(4,785)	36,857
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,956	2,718	(762)	31,802	31,857	(55)	31,857
Total Other Expense	1,956	2,718	(762)	31,802	31,857	(55)	31,857
Net Other Income	(1,956)	(2,718)	762	(31,802)	(31,857)	55	(31,857)
Net Income	<u>4,044</u>	<u>8,103</u>	<u>(4,060)</u>	<u>270</u>	<u>5,000</u>	<u>(4,730)</u>	<u>5,000</u>

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

Preliminary

Accrual Basis

70 - Administration

	Jun 18	Budget	\$ Over Budget	Jul '17 - Jun 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,764	2,561	1,203	33,954	33,295	659	33,295
5030-00 · P/R - Health Insurance Expense	1,083	2,586	(1,503)	13,064	33,618	(20,554)	33,618
5040-00 · P/R - Workmans Comp	0	154	(154)	2,995	1,997	997	1,997
5060-00 · 401 (k)	794	438	355	10,069	5,700	4,369	5,700
5070-00 · Other Benefits and Expenses	22	98	(76)	954	1,273	(319)	1,273
5000-00 · Salaries & Wages - Other	21,061	34,091	(13,030)	403,814	405,907	(2,093)	405,907
Total 5000-00 · Salaries & Wages	26,723	39,928	(13,204)	464,849	481,790	(16,941)	481,790
5100-00 · Rent							
5110-00 · Utilities	109	117	(8)	1,532	1,406	125	1,406
5140-00 · Repairs & Maintenance	0	375	(375)	2,965	4,271	(1,306)	4,271
5150-00 · Office - Cleaning	314	171	144	2,585	2,031	554	2,031
5100-00 · Rent - Other	2,533	1,807	726	26,837	21,012	5,825	21,012
Total 5100-00 · Rent	2,956	2,469	487	33,919	28,720	5,199	28,720
5310-00 · Telephone							
5320-00 · Telephone	1,529	1,088	441	10,232	12,611	(2,379)	12,611
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	1,529	1,088	441	10,257	12,611	(2,354)	12,611
5420-00 · Mail - USPS	7	43	(36)	899	721	178	721
5510-00 · Insurance/Bonding	86	147	(61)	1,982	1,751	231	1,751
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	36	0	36	161	2,000	(1,839)	2,000
5520-00 · Supplies - Other	718	421	297	5,862	5,210	652	5,210
Total 5520-00 · Supplies	754	421	333	6,023	7,210	(1,187)	7,210
5610-00 · Depreciation	31	176	(145)	622	2,018	(1,396)	2,018
5700-00 · Equipment Support & Maintenance	2,400	311	2,089	7,843	3,840	4,003	3,840
5710-00 · Taxes, Licenses & Fees	708	667	42	11,927	8,240	3,687	8,240
5740-00 · Equipment Rental/Leasing	288	218	70	3,938	2,575	1,363	2,575
5800-00 · Training Seminars	0	0	0	2,644	6,180	(3,536)	6,180
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	80	1,000	(920)	8,620	10,000	(1,380)	10,000
5920-00 · Professional Fees - Accountant	0	0	0	26,250	22,000	4,250	22,000
5921-00 · Professional Fees - Other	0	0	0	13,531	3,750	9,781	3,750
Total 5900-00 · Professional Fees	80	1,000	(920)	48,401	35,750	12,651	35,750
6490-00 · Classified Ads	0	70	(70)	0	773	(773)	773
6701-00 · Market Study Reports/Research	0	70	(70)	0	773	(773)	773
8200-00 · Associate Relations	985	206	779	1,953	2,266	(313)	2,266
8300-00 · Board Functions	0	858	(858)	7,454	9,888	(2,434)	9,888
8500-00 · Credit Card Fees	45	(48)	93	205	0	205	0
8700-00 · Automobile Expenses	454	93	361	2,235	1,030	1,205	1,030
8750-00 · Meals/Meetings	84	125	(41)	648	1,391	(743)	1,391
8810-00 · Dues & Subscriptions	268	127	141	2,936	1,648	1,288	1,648
8910-00 · Travel	0	318	(318)	0	3,502	(3,502)	3,502
Total Expense	37,398	48,286	(10,888)	608,734	612,675	(3,941)	612,675
Net Ordinary Income	(37,398)	(48,286)	10,888	(608,734)	(612,675)	3,941	(612,675)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17			201			
Total Other Income	17			201			
Other Expense							
8990-00 · Allocated	(37,398)	(48,286)	10,888	(608,063)	(612,675)	4,613	(612,675)
Total Other Expense	(37,398)	(48,286)	10,888	(608,063)	(612,675)	4,613	(612,675)
Net Other Income	37,415	48,286	(10,871)	608,263	612,675	(4,412)	612,675
Net Income	17	(0)	17	(471)	0	(471)	0

KEY METRICS FOR June 30, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru May 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,488,550	
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	2,145,820	3,569,535	1,751,001	\$ 11,992,238	
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	5,438,716	2,349,230	\$ 16,535,413	
2016 - 2017	5,505,352	3,358,454	6,119,615	3,348,474	\$ 18,331,895	
2017 - 2018	6,260,398	3,440,650	5,470,609	207,315	\$ 15,378,972	updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru June 2018)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	44,850	42,270	41,841	44,438	6.21%
Phone	2,560	2,607	3,297	3,074	-6.76%
Email		231	343	380	10.79%
Kings Beach (Walk In)	6,500	8,609	3,926	8,733	122.44%
NLT - Event Traffic	N/A	3,358	5,295	4,734	-10.59%
Total	53,910	57,075	54,702	61,359	12.17%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (as of Mar 2018, (Q3) 6 mth lag)					
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - May)	\$ 521,965	\$ 495,699	\$ 569,589	\$ 728,774	30.23%
Third (Jun - Aug)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Sep - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

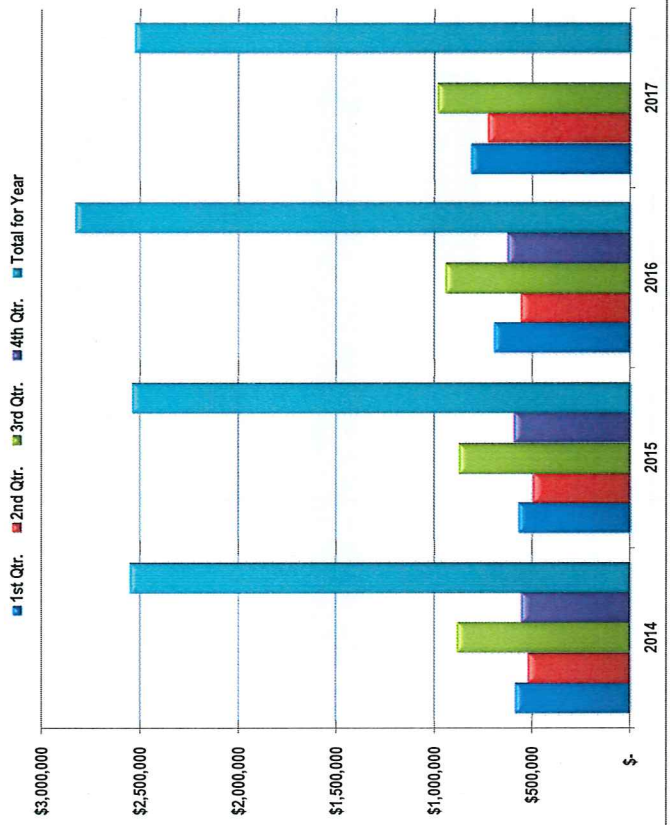
Unemployment Rates - EDD					
	June 2014	July 2015	Aug 2016	June 2018	
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.2%	
Placer County (367,309)	6.0%	5.2%	4.7%	2.8%	
Dollar Point (1,215)	7.1%	6.1%	1.1%	0.9%	
Kings Beach (3,893)	6.0%	6.8%	6.1%	2.7%	
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.0%	
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	2.9%	

Destimetrics Reservations Activity					
	FYTD 16/17	FYTD 17/18	YOY % Change		
Occupancy	51.5%	55.4%	7.6%		
ADR (Average Daily Rate)	\$ 304	\$ 305	0.5%		
RevPAR (Rev per Available Room)	\$ 156	\$ 169	8.2%		
Occupancy 1 Mth Forecast	59.2%	59.9%	1.2%		
ADR 1 Mth Forecast	\$ 414	\$ 419	1.3%		
RevPAR 1 Mth Forecast	\$ 245	\$ 251	2.6%		
Occupancy (prior 6 months)	48.9%	46.4%	-5.0%		
ADR (prior 6 months)	\$ 290	\$ 288	-0.8%		
RevPAR (prior 6 months)	\$ 142	\$ 134	-5.7%		
Occupancy (next 6 months)	27.0%	26.9%	-0.4%		
ADR (next 6 months)	\$ 361	\$ 362	0.5%		
RevPAR (next 6 months)	\$ 98	\$ 98	0.1%		

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

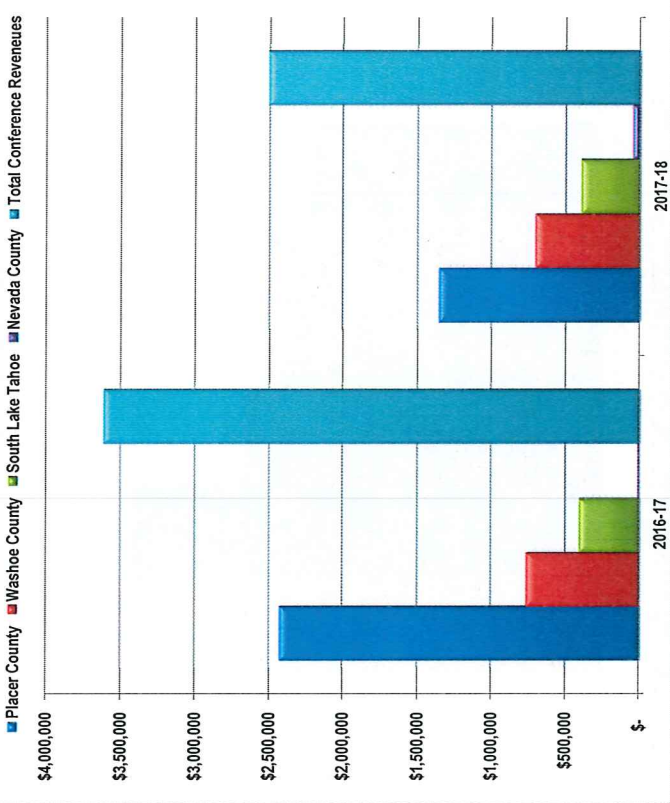
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 6/30/2018					
	2016-17 Actuals	2016-17 Forecasted	2017-18 Forecasted	YOY % Change	
FORWARD LOOKING					
Total Revenue Booked	\$ 3,964,368	\$ 3,617,429	\$ 2,507,508	-30.68%	
Commission for this Revenue	\$ 129,375	\$ 114,087	\$ 60,279	-47.16%	
Number of Room Nights	21,352	20,312	16,557	-18.49%	
Number of Bookings	79	71	90	26.76%	
Conference Revenue And Percentage by County:					
	16-17	17-18			
Placer	67%	54%	\$ 2,432,194	\$ 1,355,015	-44.29%
Washoe	21%	28%	\$ 764,192	\$ 704,266	-7.84%
South Lake	11%	16%	\$ 411,781	\$ 397,939	-2.69%
Nevada	0%	2%	\$ 12,118	\$ 50,288	314.99%
Total Conference Revenue	100%	100%	\$ 3,617,429	\$ 2,507,508	-30.68%
CURRENT					
NLT - Annual Revenue Goal			\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal			\$ 135,000	\$ 70,000	-48.15%

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



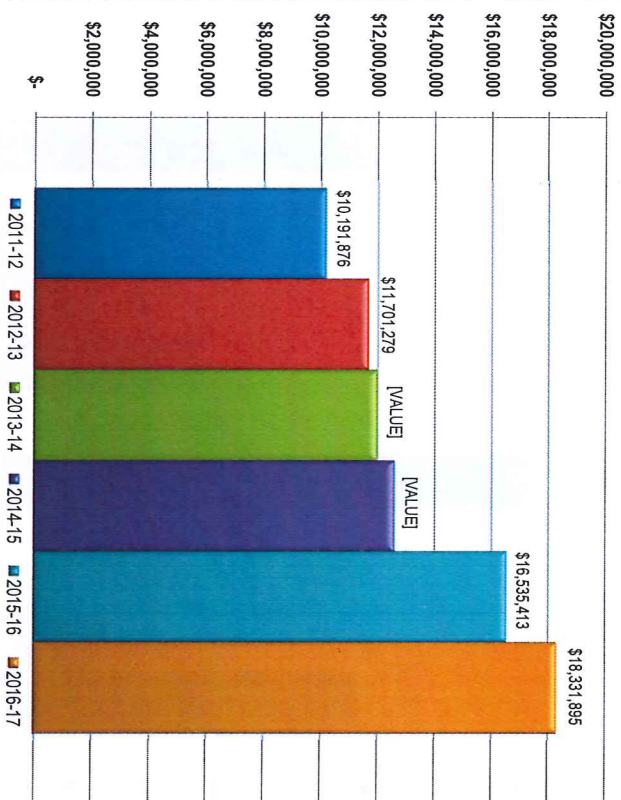
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - May)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jun - Aug)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Sep - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.66%

Conference Revenue Statistics & Revenue Share by County



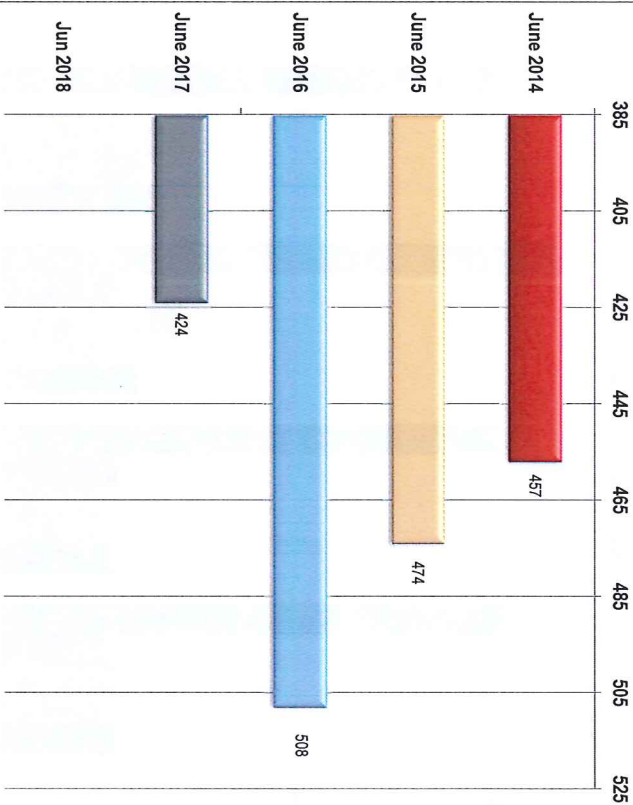
	2016-17	2017-18	YOY %
FORWARD LOOKING			
Total Revenue Booked	\$ 3,617,429	\$ 2,507,508	-30.68%
Commission for this Revenue	114,087	60,279	-47.16%
Number of Room Nights	20,312	16,557	-18.49%
Number of Bookings	71	90	26.76%
CURRENT			
NLT - Annual Revenue Goal	\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal	\$ 135,000	\$ 70,000	-48.15%
Conference Revenue And Percentage by County:			
Placer	\$ 2,432,194	\$ 1,355,015	-44.29%
Washoe	\$ 764,191	\$ 704,266	-7.84%
South Lake	\$ 408,926	\$ 397,939	-2.69%
Nevada	\$ 12,118	\$ 50,288	314.99%
Total Conference Revenue	\$ 3,617,429	\$ 2,507,508	-30.68%

5-Year Annual TOT Collections (Fiscal Year Basis)



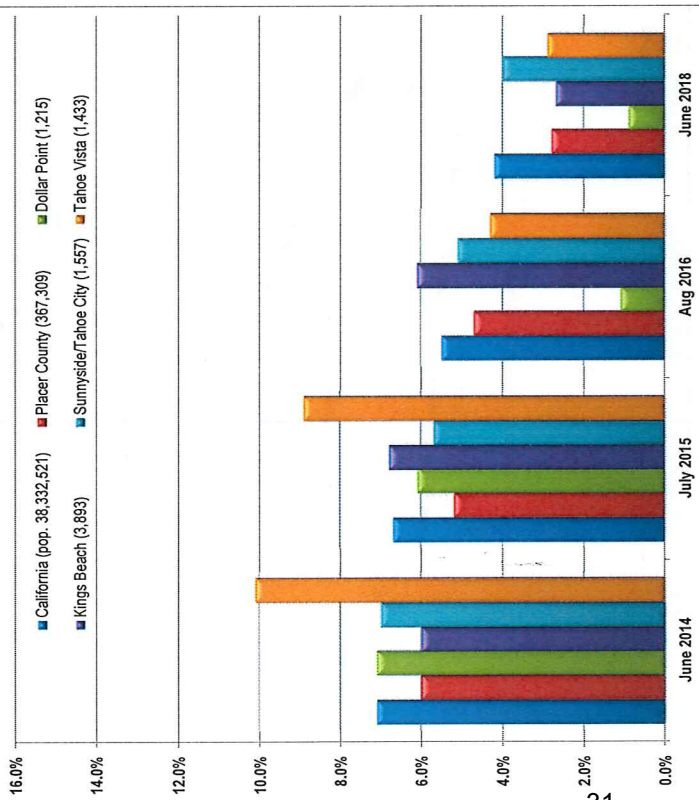
Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru May 2018)									
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total				
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876				
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279				
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 1,751,001	\$ 11,992,238				
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	\$ 5,438,716	\$ 2,349,230	\$ 16,535,413				
2016 - 2017	\$ 5,505,352	\$ 3,358,454	\$ 6,119,615	\$ 3,348,474	\$ 18,331,895				
2017 - 2018	\$ 6,260,398	\$ 3,440,650	\$ 5,470,609	\$ 207,315	\$ 15,378,972				

Chamber Membership (# of Members)



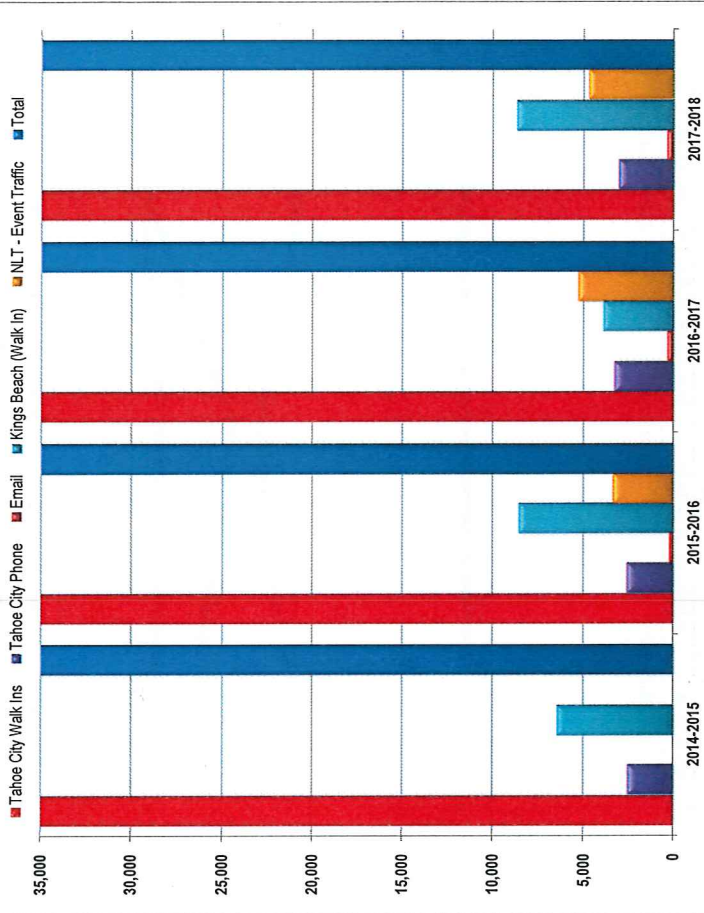
Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Jun 2018	384

Unemployment Rates by Region



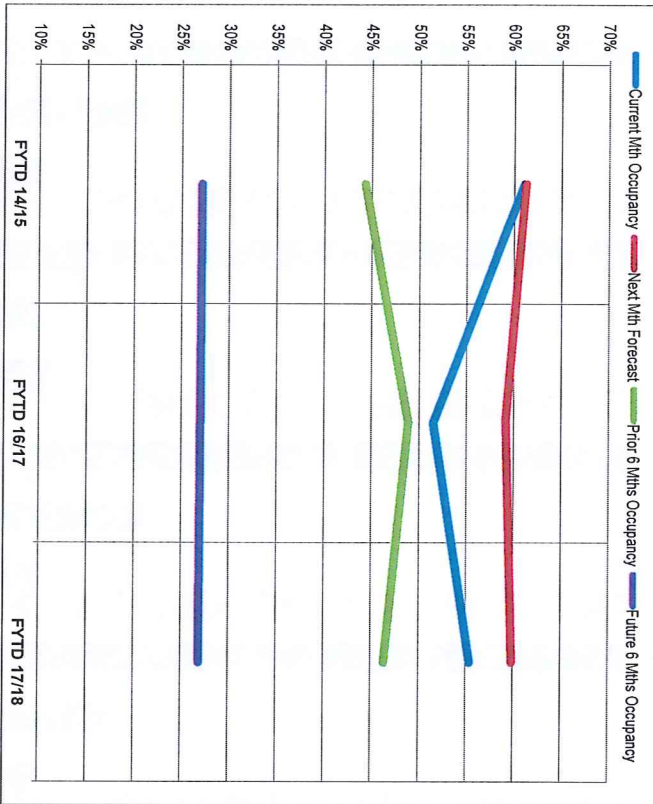
Unemployment Rates - EDD	June 2014	July 2014	Aug 2014	June 2015	July 2015	Aug 2015	June 2016	July 2016	Aug 2016	June 2017	July 2017	Aug 2017	June 2018
California (pop. 38,332,521)	7.1%	6.0%	7.1%	7.1%	6.0%	4.7%	5.5%	6.7%	5.2%	4.7%	5.5%	4.2%	4.2%
Placer County (367,309)	7.1%	6.0%	7.1%	7.1%	6.0%	4.7%	5.5%	6.7%	5.2%	4.7%	5.5%	2.8%	2.8%
Dollar Point (1,215)	6.0%	6.0%	6.0%	6.0%	6.0%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	0.9%	0.9%
Kings Beach (3,893)	7.0%	5.7%	5.7%	5.7%	5.7%	5.1%	5.1%	5.7%	5.1%	5.1%	5.1%	2.7%	2.7%
Sunnyside/Tahoe City (1,557)	10.1%	8.9%	8.9%	8.9%	8.9%	4.3%	4.3%	8.9%	4.3%	4.3%	4.3%	4.0%	4.0%
Tahoe Vista (1,433)	6.0%	6.0%	6.0%	6.0%	6.0%	6.1%	6.1%	6.1%	6.1%	6.1%	6.1%	2.9%	2.9%

Visitor Information - FYTD YOY



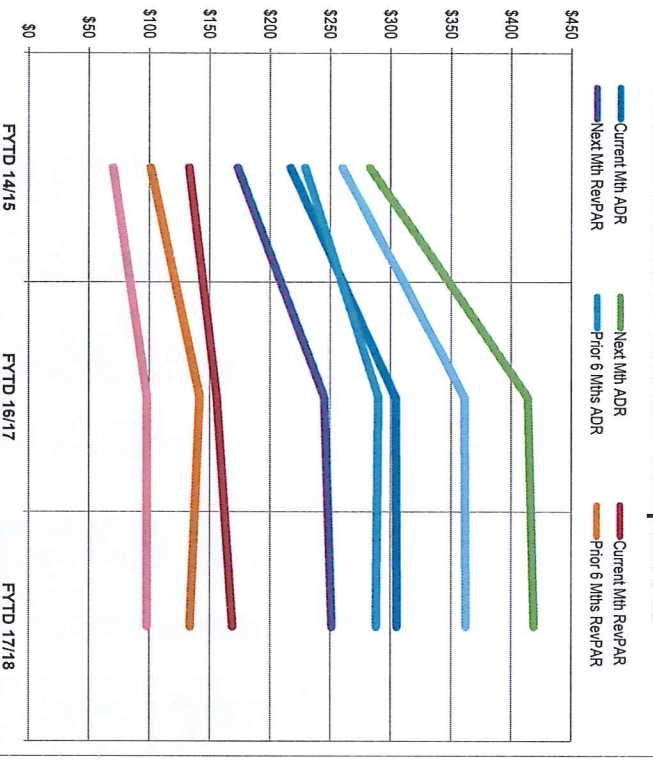
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	44,850	42,270	41,841	44,438	6.21%
Phone	2,560	2,607	3,297	3,074	-6.76%
Email	-	231	343	380	10.79%
Kings Beach (Walk In)	6,500	8,609	3,926	8,733	122.44%
NLT - Event Traffic	N/A	3,358	5,295	4,734	-10.59%
Total	53,910	57,075	54,702	61,359	12.17%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	51.5%	55.4%	7.6%
Occupancy 1 Mth Forecast	61.3%	59.2%	59.9%	1.2%
Occupancy (prior 6 months)	44.3%	48.9%	46.4%	-5.0%
Occupancy (next 6 months)	27.1%	27.0%	26.9%	-0.4%

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	\$304	\$305	0.5%
RevPAR (Rev per Available Room)	\$133	\$156	\$169	8.2%
ADR 1 Mth Forecast	\$283	\$414	\$419	1.3%
RevPAR 1 Mth Forecast	\$173	\$245	\$251	2.6%
ADR (prior 6 months)	\$229	\$290	\$288	-0.8%
RevPAR (prior 6 months)	\$101	\$142	\$134	0.5%
ADR (next 6 months)	\$260	\$361	\$362	0.5%
RevPAR (next 6 months)	\$70	\$98	\$98	0.1%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month*Yr June 2018
 Employee Gustafson, Cindy

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
5/31/2018	A	Sunnyside Restaurant	14680070	Lauren Sully's going-away party	329.39		8200-0070
6/1/2018	B	Nevtec	23365	Sophos Central Intercept X w/ Sophos Endpoint Protection Advanced, Device	1,919.48		1400-00/allow
6/4/2018	C	Fat Cat Bar & Grill	86068	Lunch w/ Liz & JT	62.02		8750-0070
6/4/2018	D	Google Services	7054_Jun'18	G Suite basic usage	103.70		8810-0070
06/08/2018	E	Adobe Systems Incorporated	912323659	Adobe Acrobat Pro subscription	14.99		8810-0070
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		57.77	8700-00-70
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						2,429.58	
						57.77	

5525
-007
all

Signed By: Cindy Gustafson Approved By: _____
 Date: 7.6.18 Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
7/6/18 DWS	7/11/18 DWS	<u>RB</u>	7/10/18



MEMO STATEMENT

BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0108-6903
 Statement Date JUN 28, 2018
 Total Activity \$2,429.58

**** 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-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$2,429.58		\$0.00		\$0.00		\$2,429.58

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
05-31	05-29	25536068151101018602433	SUNNYSIDE RESTAURA TAHOE CITY CA Tran: 000000009140035 Tax ID: 680087754 Mer Zip: 96145 Dest Zip: 96145	329.39
06-01	05-31	55436878152131520560950	NEVTEC 408-2928600 CA Tran: 6903 Tax ID: 770500867 Mer Zip: 95128-3509	1,919.48
06-04	05-31	05314618152100136858878	FAT CAT BAR GRILL TAHOE CITY CA Tax ID: 261509223 Mer Zip: 96145	62.02
06-04	06-01	55432868152200136846122	GOOGLE *SVCSAPPS_gotah cc@google.comCA Tran: POIXx1s9 Tax ID: 770493581 Mer Ref: POIXx1s9 Mer Zip: 94043 Product Code: 099 Desc: GOOGLE * Qty: 100.00 Unit: Clk Unit Cost: 103.7000 Disc: N Ext Item Amt: 103.70	103.70
06-08	06-07	55310208158026656288944	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 65628894 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99

A
B
C
D
E

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0108-6903	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JUN 28, 2018	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$2,429.58
	\$0.00		

IMPORTANT INFORMATION ABOUT THIS STATEMENT

Payments. You must pay at least the "Amount Due" by the "Payment Due Date." Charges, payments and credits received after the "Closing Date" will be included in your next statement. The letters "CR" following the "New Balance" amount indicate a credit balance - do not pay this amount. Payments must reach our BankCard Center during our regular business day in order to be credited on that date. Payments received after the cutoff times of 6:00 p.m. on a Friday (or Thursday if we are closed on Friday) or 4:00 p.m. on any other business day that we are open, or on a day we are not open, or at a branch open on Saturday, Sunday or bank holiday, are credited as of the following business day. Later cutoff times generally apply at branches with extended hours. Business days shall mean Monday through Friday, except for bank holidays. If you fail to properly make payments, crediting such payments may be delayed.

Order of Application. We will apply your payments first to any membership fee or other fees, next to any finance charge or late charge, next to any Cash Advances included in your "Previous Balance," then to Purchases in your "Previous Balances."

Unauthorized Use. In the event of possible loss, theft or unauthorized use, Company agrees to notify us immediately. Company may be liable for the unauthorized use of any Card issued under the Corporate Credit Card Agreement. If 10 or more cards are issued pursuant to the Corporate Credit Card Agreement, Company shall be strictly liable for any unauthorized use. If fewer than 10 Cards are issued pursuant to the Corporate Credit Card Agreement, Company will not be liable for unauthorized use of the Card which occurs after it notifies us orally at 1-866-432-8161, or in writing at BANKCARD CENTER, PO BOX 84043, COLUMBUS, GA 31908-4043 of loss, theft, or possible unauthorized use, and Company's liability for unauthorized use of the Card will not exceed \$50.00 per Card for use of a Card by anyone other than an Employee prior to notice to us. However, a Card in the possession and control of an Employee, even after his or her authority to use the Card has been revoked by Company, is not considered lost or stolen, and its use by such Employee is not unauthorized. Company must recover the Card from the Employee. Company agrees to assist us in determining the facts and circumstances relating to any unauthorized use of a Card.

271

Server: Hannah
01:31 PM
Table 336/1

DOB: 05/29/2018
05/29/2018
14/140014

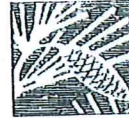
SALE

M/C 14680070
Card #XXXXXXXXXXXX6903
Magnetic card present: GUSTAFSON CINDY
Card Entry Method: S
Approval 090187

Amount: \$279.39
+ Tip: 50.00
= Total: 329.39

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

X Cindy Gustafson
Sunnyside Copy



Sunnyside

RESTAURANT & LODGE

Server: Hannah
Table 336/1
Guests: 11
Order Type: Order

05/29/2018
1:31 PM
140014

Iced Tea	3.00
Diet Coke	3.00
Arnold Palmer (3 @3.00)	9.00
Club Soda	3.00
Sunnyside Burger	15.00
Chicken Chop Salad (4 @17.00)	68.00
Summer Greens (3 @11.00)	33.00
Lakeside Vegetarian	15.00
Fish Taco (2 @15.00)	30.00
Salmon Rice Bowl (3 @21.00)	63.00
Add Avocado (3 @2.50)	7.50
Add Shrimp	11.00

Subtotal 260.50
Tax 18.89

Total 279.39

Balance Due 279.39

Sunnyside Resort
1/2 Price Fish Taco Wednesdays!
Call For Info: (509) 599-7200

Lauren's going-away Party

A



Nevtec
 1150 S. Bascom Ave
 Suite 12
 San Jose, CA 95128
 (408) 292-8600

Bill To:
North Lake Tahoe Resort Association Attn: Dave Rummel 100 N Lake Blvd Tahoe City , CA 96145 United States

Date	Invoice
05/31/2018	23365
Account	
North Lake Tahoe Resort Association	

Terms	Due Date	Contract #	Reference
Credit Card	05/31/2018	053118Dewitt	Order #883

Products & Other Charges	Quantity	Price	Amount
Billable Products & Other Charges			
Sophos Central Intercept X with Sophos Endpoint Protection Advanced - Subscription License - 1 User - 1 Year - Volume - PC	25.00	\$68.46	\$1,711.50
Sophos Cloud Server Protection Advanced - Subscription License - 1 Server - 1 Year - PC	1.00	\$169.65	\$169.65
Sophos Central Device Encryption - Subscription License - 3 Year - PC, Pocket PC	1.00	\$38.33	\$38.33
Total Products & Other Charges:			\$1,919.48
Make checks payable to Nevtec	Invoice Subtotal:		\$1,919.48
	Sales Tax:		\$0.00
	Invoice Total:		\$1,919.48
	Payments:		\$0.00
	Credits:		\$0.00
Balance Due:		\$1,919.48	

Thank you for your business

5/31/2018

https://www.myvirtualmerchant.com/VirtualMerchant/transaction.do?dispatchMethod=printTransaction&hdnflid_transactionId=310518A44-..

NEVTEC
1210 S BASCOM AVE STE 100
SAN JOSE, CA 95128
408-292-8600

NEVTEC

Date: 05/31/2018 12:28:54 PM

CREDIT CARD SALE

MASTERCARD

CARD NUMBER: *****6903 K

TRAN AMOUNT: \$1,919.48

APPROVAL CD: 079987

RECORD #: 000

CLERK ID: 557487

CUST CODE: 6903

SALES TAX: \$0.00

INVOICE #: 23365

Customer Copy

North Lake Tahoe Resort Association
Allocated Expenses
FY 2017.18 - Five Month Contract [Feb - Jun 2018]

Computer Related	Table - K	Computers			1919.48
<i>21 Computers (unless specifically identified)</i>	Marketing	11	5	23.8%	457.02
	Conference	30	2	9.5%	182.81
Tahoe Tech	Visitor Center	42	4	19.0%	365.62
Independent Technologies	TMPI	51	0.1	0.5%	9.14
AVG	Membership	60	1.55	7.4%	141.68
Carbonite	Administration	70	8.35	39.8%	763.22
			21	100%	-

 * Customer Copy *

Fat Cat Bar and Grill
 599 N. Lake Blvd.
 Tahoe City, CA
 530-583-3355

Date: 05/31/18
 Time: 12:52 PM
 Server: 14. Rashe' C
 Order: 543717
 Description: TAB # 5
 Card Type: Visa/NC
 Card No: XXXXX6903
 Expires: XX/XX
 Appr Code: 086068

Purchases: \$ 52.02

Tip: \$ 10⁻

Total: \$ 62.02

Suggested Gratuity Amounts:
 15.0% 7.80
 18.0% 9.36
 20.0% 10.40

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

GUSTAFSON/CINDY
 Lunch w/ Liz + JT

Fat Cat Bar and Grill
 599 North Lake Blvd.
 Tahoe City, California 96145
 Tel. 530-583-3355

05/31/18 12:50 PM
 Table Cust: 1
 Waiter 14 Rashe' C
 Reference: T6 37175

Tab #5
 2 Chicken & Arugula Salad 31.00
 1 Blackened Ahi Salad 17.50
 Taxable: 48.50
 Sub-Total: 48.50
 Taxes: 3.52

Total Due: 52.02

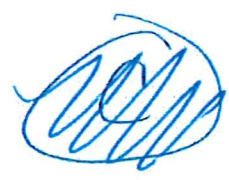
Fat Cat Bar & Grill

Thank you for joining us at
 Fat Cat Bar & Grill!

The Fat Cat Bar & Grill is available for
 special events, including wedding
 rehearsal dinners, wedding
 after parties, birthday parties,
 and more!

The perfect gift idea you may ask...?
 Buy a Fat Cat Gift Card today!!

We also invite you to like
 our Fat Cat Facebook page for
 current promotions and events too!
 #TahoeFatCat



Payments profile ID
6457-8471-7054

Business name
North Lake Tahoe Resort Association

Payments account nickname
gotahoenorth.com

Summary created
Jun 1, 2018

May 1 – 31, 2018

Ending balance: \$103.70

Date	Description	Amount (USD)
May 9 – 31, 2018	G Suite Basic: Usage of 21 seats	\$77.90
May 1 – 8, 2018	G Suite Basic: Usage of 20 seats	\$25.80
May 1, 2018	Automatic payment: Mastercard ••••6903	-\$46.66

Starting balance: \$46.66



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: 912323659
Invoice Date: JUN-06-18
Payment Terms: Credit Card
Due Date: JUN-13-18
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: