



FINANCE COMMITTEE AGENDA

Tuesday June 26, 2018 at 3:00 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:

- 5/31/18 [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 MAY 2018 FINANCIALS [MOTION] Pg. 6

H. SUPPLEMENTAL INFORMATION

- May 2018 Dashboard Report Pg. 29

I. APPROVAL OF CEO EXPENSES FOR MAY 2018 [MOTION] Pg. 36

J. DISCUSSION ON THE ROLE OF THE FINANCE COMMITTEE

K. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

L. NEXT MEETING DATE

M. COMMITTEE MEMBER COMMENTS

N. ADJOURN



FINANCE COMMITTEE MEETING - Minutes Draft

Monday, May 29, 2018 at 3:00 P.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – 3:02 pm, quorum established (5)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member
 - Members via Phone: Christy Beck – Board Member, David Brown, Mike Salmon, Ramona Cruz, Erin Casey – County, Chad Fenstermacher - County
 - Staff in Attendance: Cindy Gustafson, Daphne Lange, Bonnie Bavetta, Lauren Sully, DeWitt Van Siclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
 - **MOTION** to approve agenda; Jim Phelan - moved; Mike Salmon - second; passed 5-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve minutes of April 30, 2018 meeting; David Brown – moved, Mike Salmon – second, approved 5-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Financial reports through April 30, 2018 reviewed and discussed
 - **Review Staff Action Items** – Christy Beck noted Item 26 can be removed. No updates to other action items. Action items to be addressed in June 2018
- G. Approval of April 2018 Financials
 - **MOTION** to approve April 30, 2018 financials; Mike Salmon – moved, David Brown – second, approved 5-0-0
- H. FY 2018-19 Budget & Scope of Work Review
 - FY 2018-19 Budget presented and discussion followed
 - Changes to the budget provided in the original meeting packet included the addition of the Tourism Master Plan Implementation funding as a separate budget category (\$8,740) and modifications of G&A allocations associated with that change. Additionally, \$40,000 in Non-NLT Coop Marketing will move from the Marketing budget to the VIC budget
 - The Finance Committee’s role in budget review and/or approval was discussed. It was concluded that the Finance Committee was not in a position to approve the budget as they have not participated in nor reviewed the County Contract or Scope of Work agreement.
- I. Supplemental Information
 - Review and discussion of the April 2018 Dashboard Report
 - Sales Tax Revenue quarters will be corrected to note appropriate months
- J. Approval of CEO Expenses for April 2018
 - **MOTION** to approve David Brown - moved. Jim Phelan - second, approved 5-0-0
- K. Agenda Input for Next Finance Committee Meeting
 - Add discussion of the roles of the Finance Committee to next month’s agenda
- L. Next Meeting Date – June 26, 2018 3:00pm
- M. Committee Member Comments- No comments
- N. Adjourn - 3:52pm



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Finance Committee Staff Report

Date: 6/26/18

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

From: Bonnie Bavetta

RE: Financial Reports for May 31, 2018

Summary of NLTRA financial results at May 31, 2018:

- Cash balance on 5/31/18 of \$940,000 was 11% or \$112,000 less than prior year at May 31 due to timing of payment on payables.
- Accounts receivable related to sales commissions totaled \$29,000, \$4,000 higher than prior year. The balance is comprised of \$15,000 in receivables under 30 days and \$14,000 in receivables over 90 days, all due from local resorts that individually have balances ranging from \$330 to \$8,000; all are considered collectable.
- Membership accounts receivable totaled \$19,000, of which \$10,000 were reflected on the balance sheet due to the revised accounting of these receivables. Over \$18,000 were collected in member dues during the month of May. Accounts Receivable – Other of \$4,500 reflected Awards Dinner receivables that are to be collected in June.
- Retail inventory of \$27,000 was down 21% or \$7,000 from prior year.
- Prepaid expenses of \$29,000 were up from \$5,000 in prior year due primarily to a \$20,000 prepayment on the Tough Mudder contract.
- Accounts payable of \$28,000 and credit card balances of \$1,000 were \$135,000 below prior year due to prompt payment on payables.
- Wages and related liabilities of \$220,000 were up \$44,000 or 25% from prior year due primarily to a delay in posting of incentive and PTO accruals in prior year.
- YTD consolidated net income of \$324,000 for the ten months ending May 31 was \$11,000 or 4% higher than prior year, and \$299,000 better than budget.
- Consolidated YTD revenue of \$3.9 million (including \$3.4 million of County funding) was \$74,000 less than budget (adjusted for Autumn Food & Wine), primarily a result of a \$59,000 shortfall in commission revenue and a \$17,000 shortfall in membership dues, offset partially by an \$8,000 increase in Awards Dinner revenues. YTD expenses of \$3.5 million were \$374,000 less than budget largely due to Marketing expenses less than budget by \$262,000 or 11% (adjusted for Autumn Food & Wine), Conference expenses under budget by \$30,000 or 9%, VIC expenses less than budget \$44,000 or 11%, and Transportation and Infrastructure under budgeted expenses by \$22,000 or 34%.

- Membership cash position as of May 31, 2018:
 - Membership activities through May 31 resulted in a net loss of \$4,000.
 - Deferred revenues of \$62,000 less receivables of \$10,000 generated an additional \$52,000 in cash year-to-date.
 - No other funds were required to support Membership activities.

Action requested: Approval of the May 31, 2018 Financial Statements.



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MEMO

To: NLTRA Finance Committee

Cc: File

From: Bonnie Bavetta

Date: June 26, 2018

Re: Staff Action Items

Staff Action Items that Remain Open:

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

- **6/26/18 Meeting:** Invoicing of chamber members and collection of dues have improved significantly. There do not appear to be large uncollectible balances that apparently existed in the past. We will return to conventional accounting of receivables and deferred revenue, with a thorough review at year end to determine if any adjustments are necessary. No significant adjustments would be anticipated.
- 2/28/18 Meeting: Deferred Revenue process still being refined. Deadline is before next Audit.
- 01/29/18 Meeting: Remain open, inadequate time due to a short month to address them.
- 1/08/18 Meeting: Still have some open items to finalize, such as deferred revenue (getting very close). The budget process took up much of Al's time and Lauren's time was impacted by staff outages.
- 10/26/17 Meeting: Will soon be receiving an Auditor's Memorandum, which will have some impact on these positions that we will want to document. We did as a Finance Committee agree to change procedure with respect to commissions, both commissions receivable and payable in our last meeting. Would like to recap this particular item with input from the audit at our next Finance Meeting.
- 9/01/17 Meeting: Still open and will be completed before the auditors start field work on 9/18/17.
- 3/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing. Will be completed before end of audit field work.
- 2/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 12/4/16 Meeting: Formalize for next Finance Committee meeting, including procedures for deferred revenue recognition.
- 11/29/16 Meeting: Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.

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

- **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 Al getting time to use the built in report writer within QuickBooks and has not had the time, pushed to next meeting.
- 12/4/17 Meeting: Waiting on formalization of deferred revenue procedures.
- 3/30/17 Meeting: Lost our ability to get this report, Lower priority

- 9/01/17 Meeting: Deferring until recovery is complete. Although the data recovery is complete, the auditing of that information is not. Everything is stamped pre-audit because we are still finishing our audit prior to the auditors coming in. The revenues got recorded on last year percentages and not the July budgeted percentages, so these P&L Budget vs. Actual reports differ from the financials that are in the packet in terms of revenues, not expenses. (Should happen after the audit.)
- 10/26/17 Meeting: We have about 20 client adjusting entries, which we knew going in. We have to identify them to the Auditor's or they become audit adjustments. There will also be some audit adjusting entries to finalize things that we haven't done in the past, one being the calculation of the marketing reserve. The auditors did it last year and will do it this year, but what they have represented is that they will give me their working papers so that we can do it next year prior to the audit commencing. As well as some of their closing entries. There are a number of adjustments that will be reflected in the statements coming out and we will have those in time to have June - October Financials ready for the November Finance Meeting on November 30th.

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

- **6/26/18 Meeting:** It has been confirmed with the County that for contracts that require partial funding in the current fiscal year for events/activities that take place in the following fiscal year, NLTRA will be able to retain monies from the current fiscal year budgeted funds to fulfill the NLTRA commitments on these contracts. A memo confirming this understanding will be obtained.
- 2/28/18 Meeting: Did not get into 5 month contract. Place holder for next County Contract.
- 01/29/18 Meeting: Remain open, inadequate time due to a short month to address them
- 1/08/18 Meeting: Are still ongoing and hopefully by next finance meeting we will have this complete.
- 12/4/17 Meeting: Will be presenting Fund Balance Recon to County for agreement.
- 3/30/17 Meeting: In process, ongoing.
- 9/01/17 Meeting: Through two contract negotiations, July 31 (one month) and Jan 31 (six months), we have yet to address a holding account for refunds and expenses. For ex, we are getting some refunds and additional invoices for 16/17 that has happened in the past six months beyond the close of the year and long after the audit has been completed. (Typically below \$10k). We started a holding account.
- 10/26/17 Meeting: No Discussion.

North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2018

	May 31, 18	May 31, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	443	890	(447)	(50)%
1003-00 · Cash - Operations BOTW #6712	661,754	765,656	(103,902)	(14)%
1007-00 · Cash - Payroll BOTW #7421	5,118	4,740	378	8%
1008-00 · Marketing Reserve - Plumas	50,162	50,087	75	0%
1009-00 · Cash Flow Reserve - Plumas	100,433	100,232	201	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	91,074	99,065	(7,990)	(8)%
10950 · Cash in Drawer	1,401	1,903	(502)	(26)%
Total Checking/Savings	939,967	1,052,153	(112,186)	(11)%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	29,361	24,940	4,422	18%
Total Accounts Receivable	29,361	24,940	4,422	18%
Other Current Assets				
1200-99 · AR Other	1,614	1,606	8	1%
12000 · Undeposited Funds	1,026	832	194	23%
1201-00 · WebLink Accounts Receivable				
1201-01 · WebLink AR - Member Dues	10,000	0	10,000	100%
1201-00 · WebLink Accounts Receivable - Other	3,140	30,365	(27,225)	(90)%
Total 1201-00 · WebLink Accounts Receivable	13,140	30,365	(17,225)	(57)%
1201-02 · Allowance for Doubtful Accounts	(4,358)	(3,911)	(447)	(11)%
12100 · Inventory Asset	26,597	33,647	(7,050)	(21)%
1298 · Receivable from Employees	0	39	(39)	(100)%
1490-00 · Security Deposits	650	50	600	1,200%
Total Other Current Assets	38,669	62,628	(23,959)	(38)%
Total Current Assets	1,007,997	1,139,721	(131,724)	(12)%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%
1740-00 · Computer Equipment	9,964	43,766	(33,803)	(77)%
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(42,958)	34,523	80%
1750-00 · Computer Software	21,520	40,080	(18,560)	(46)%
1751-00 · Accum. Amort. - Software	(18,331)	(35,119)	16,787	48%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,251)	(33)	(0)%
Total Fixed Assets	4,718	5,803	(1,085)	(19)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	2,909	2,909	0	0%
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%
1400-00 · Prepaid Expenses - Other	29,277	4,803	24,474	510%
Total 1400-00 · Prepaid Expenses	33,186	8,712	24,474	281%
Total Other Assets	33,186	8,712	24,474	281%
TOTAL ASSETS	1,045,900	1,154,235	(108,335)	(9)%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	28,202	159,327	(131,125)	(82)%
Total Accounts Payable	28,202	159,327	(131,125)	(82)%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0	987	(987)	(100)%

North Lake Tahoe Resort Association
Balance Sheet
As of May 31, 2018

	May 31, 18	May 31, 17	\$ Change	% Change
2080-02 · MC_6765_Jason	30	440	(410)	(93)%
2080-06 · MC_5288_Emily	0	1,832	(1,832)	(100)%
2080-08 · MC_5755_John	0	361	(361)	(100)%
2080-09 · MC_0319_Sarah	34	0	34	100%
2080-10 · MC_9495_Ai	30	216	(186)	(86)%
2080-11 · MC_3978_Amber	839	141	698	493%
2080-12 · MC_3960_Natalie	0	650	(650)	(100)%
2080-13 · MC_6903_Cindy	15	0	15	100%
2080-14 · MC_6193_Daphne	75	0	75	100%
Total 2080-00 · Bank of the West - Master Cards	1,023	4,627	(3,604)	(78)%
Total Credit Cards	1,023	4,627	(3,604)	(78)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973	35,719	3,254	9%
2101-00 · Incentive Payable	89,999	66,684	23,315	35%
2102-00 · Commissions Payable	11,693	8,404	3,289	39%
2120-00 · Empl. Federal Tax Payable	3,118	2,889	229	8%
2175-00 · 401 (k) Plan	1,559	1,104	454	41%
2180-00 · Estimated PTO Liability	74,725	60,649	14,077	23%
Total 21000 · Salaries/Wages/Payroll Liabilit	220,068	175,449	44,619	25%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	1,115	1,296	(181)	(14)%
Total 2190-00 · Sales and Use Tax Payable	1,115	1,296	(181)	(14)%
2250-00 · Accrued Expenses	800	0	800	257,984%
2400-60 · Deferred Revenue- Member Dues	62,132	71,520	(9,388)	(13)%
2500-00 · Deferred Revenue - TMBC	760	0	760	100%
2651-00 · Deferred Rev - Conference	917	642	275	43%
2800-00 · Suspense	(567)	727	(1,294)	(178)%
2900-00 · Due To/From County of Placer	8,881	65	8,816	13,603%
Total Other Current Liabilities	294,105	249,699	44,406	18%
Total Current Liabilities	323,330	413,653	(90,323)	(22)%
Total Liabilities	323,330	413,653	(90,323)	(22)%
Equity				
32000 · Unrestricted Net Assets	(8,754)	22,636	(31,390)	(139)%
3300-11 · Designated Marketing Reserve	256,830	254,325	2,506	1%
3301 · Cash Flow Reserve	100,048	100,184	(136)	(0)%
3302 · Marketing Cash Reserve	50,018	50,069	(51)	(0)%
Net Income	324,427	313,369	11,059	4%
Total Equity	722,570	740,582	(18,012)	(2)%
TOTAL LIABILITIES & EQUITY	1,045,900	1,154,235	(108,335)	(9)%

North Lake Tahoe Resort Association
A/R Aging Summary
As of May 31, 2018

	<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	0	0	0	550	550
Edgewood Tahoe	0	706	0	514	0	1,220
Hampton Inn & Suites	0	0	0	0	550	550
Hard Rock Hotel & Casino Lake Tahoe	0	0	545	0	0	545
Harrah's/Harveys Casino	0	0	0	0	712	712
Hotel Becket	0	0	0	0	550	550
Hyatt Regency Lake Tahoe Resort, Spa & Ca	7,945	0	0	0	0	7,945
Incline Community Business Association	0	1,000	0	0	0	1,000
North Tahoe Paddle	0	0	0	0	400	400
Northstar California	0	0	0	0	6,395	6,395
Resort at Squaw Creek*	0	5,367	0	0	2,517	7,884
Ritz-Carlton Lake Tahoe	0	0	0	0	1,279	1,279
Sales Estimates	(10,469)	0	0	0	10,469	0
Squaw Valley Lodge Granite Peak Mgmt	0	0	0	0	333	333
TOTAL	<u>(2,524)</u>	<u>7,073</u>	<u>545</u>	<u>514</u>	<u>23,754</u>	<u>29,361</u>

Accounts Receivable Summary

Invoices With Apply Dates Through May 31, 2018

Aged as of Thursday, May 31, 2018

<u>Revenue Item</u>	(Double click to drill down)	<u>Not Yet Due</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>121+</u>	<u>Total</u>
Activities		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Community Awards 2018- Employee Av		0.00	0.00	240.00	0.00	0.00	0.00	240.00
Community Awards 2018- Employee S		0.00	0.00	65.00	0.00	0.00	0.00	65.00
Community Awards 2018- Luminary Aw		0.00	0.00	400.00	800.00	0.00	0.00	1,200.00
Community Awards 2018- Table of 8		0.00	0.00	1,360.00	0.00	0.00	0.00	1,360.00
Community Awards 2018- Ticket		0.00	0.00	0.00	255.00	0.00	0.00	255.00
Community Awards 2018- Volunteer Av		0.00	0.00	80.00	0.00	0.00	0.00	80.00
Dues		0.00	4,045.00	3,940.00	595.00	825.00	5,545.00	14,950.00
Email Blast		0.00	75.00	0.00	0.00	0.00	0.00	75.00
Live Auction- Awards Dinner		0.00	0.00	900.00	0.00	0.00	0.00	900.00
TMBC - Annual		0.00	0.00	0.00	0.00	0.00	315.00	315.00
TMBC - Ticket		0.00	0.00	15.00	0.00	0.00	0.00	15.00
Total Open Invoices		<u>0.00</u>	<u>4,120.00</u>	<u>7,000.00</u>	<u>1,650.00</u>	<u>825.00</u>	<u>5,860.00</u>	<u>19,455.00</u>

Unapplied Payments With Payment

Dates Prior to and Including

05/31/2018

100.00

Pre-Payments: Payments Made Prior to 05/31/2018 on Invoices With Apply Dates After 05/31/2018

Total Pre-Payments

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

19,355.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of May 31, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
About a Boy ...	262	0	0	0	0	262
Accountemps	0	0	0	0	(35)	(35)
ADP	439	0	0	0	0	439
Adventure Van Expo	1,000	0	0	0	0	1,000
Airport Self Storage	314	0	0	0	0	314
Amber Burke	57	0	0	0	0	57
Anne-Karin Atwood*	28	0	0	0	0	28
Annie's Cleaning Service	550	0	0	0	0	550
AT & T*	483	0	0	0	0	483
Aurora World, Inc.	0	0	0	0	(352)	(352)
Bonnie L Bavetta	5,288	0	0	0	0	5,288
Cindy Gustafson	110	0	120	0	0	230
Cintas Corporation #623	0	129	0	0	0	129
Crystal Range Associates	114	0	0	0	0	114
Dawn Teran	55	0	0	0	0	55
Destination Media Solutions	0	625	0	0	0	625
Foster & Parker Ins Agency	0	3,173	0	0	0	3,173
Geo-Tourism Specialties	354	0	0	0	0	354
Haleigh Hoff	0	165	0	0	0	165
Jason Neary	25	0	0	0	0	25
Kaplowe Studios, LLC.	198	0	0	0	0	198
Karen Colbert	229	0	0	0	0	229
Kids Adventure Games, LLC	2,500	0	0	0	0	2,500
Kym Fabel	25	0	0	0	0	25
Liberty Utilities*	0	152	0	0	0	152
Liz Bowling	609	0	0	0	0	609
Principal Financial Group	0	0	0	0	364	364
Ricoh USA	1,689	0	0	0	0	1,689
Ron Treabess	78	0	0	0	0	78
Sarah Winters	57	0	0	0	0	57
Southwest Gas Corporation*	35	0	0	0	0	35
Specialty Beads	218	0	0	0	0	218
Sprint	73	0	0	0	0	73
Stormtech USA Inc	0	0	1,093	0	0	1,093
Strategic HR Partners, LLC.	0	313	0	0	0	313
Tahoe Basics	0	0	0	0	(198)	(198)
Tahoe City Public Utility District*	85	0	0	0	0	85
Tahoe Truckee Sierra Disposal*	226	0	0	0	0	226
Tahoe.com*	0	7,500	0	0	0	7,500
Wholesale Resort Accessories, Inc.	0	0	0	0	22	22
Wild Flower Guides	75	0	0	0	0	75
YIG Administration	0	(25)	(8)	0	(9)	(43)
TOTAL	15,175	12,031	1,205	0	(208)	28,203

Profit & Loss

May 2018

06/22/18

Accrual Basis

	May 18	May 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	301,181	314,665	(13,484)	(4)%
4200-00 · Membership Dues	10,155	11,657	(1,503)	(13)%
4201-00 · New Member Fees	0	75	(75)	(100)%
4205-00 · Conference Dues	917	642	275	43%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards	(85)	0	(85)	(100)%
4250-02 · Chamber Events	34	0	34	100%
4251-00 · Tues AM Breakfast Club	344	330	14	4%
4250-00 · Revenues-Membership Activities - Other	355	50	305	610%
Total 4250-00 · Revenues-Membership Activities	648	380	268	71%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	706	41	665	1,607%
4600-00 · Commissions - Other	2,843	9,393	(6,551)	(70)%
Total 4600-00 · Commissions	3,549	9,435	(5,886)	(62)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	337	441	(104)	(24)%
46000 · Merchandise Sales - Other	7,753	10,495	(2,742)	(26)%
Total 46000 · Merchandise Sales	8,090	10,936	(2,846)	(26)%
Total Income	324,540	347,790	(23,250)	(7)%
Gross Profit	324,540	347,790	(23,250)	(7)%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	4,558	5,551	(993)	(18)%
5020-00 · P/R - Tax Expense	5,815	6,067	(252)	(4)%
5030-00 · P/R - Health Insurance Expense	8,601	9,440	(839)	(9)%
5040-00 · P/R - Workmans Comp	1,499	977	522	54%
5060-00 · 401 (k)	2,619	2,910	(291)	(10)%
5070-00 · Other Benefits and Expenses	227	240	(13)	(5)%
5000-00 · Salaries & Wages - Other	82,985	97,280	(14,294)	(15)%
Total 5000-00 · Salaries & Wages	106,304	122,463	(16,159)	(13)%
5100-00 · Rent				
5110-00 · Utilities	413	859	(446)	(52)%
5140-00 · Repairs & Maintenance	(294)	0	(294)	(100)%
5150-00 · Office - Cleaning	550	550	0	0%
5100-00 · Rent - Other	12,480	12,733	(253)	(2)%
Total 5100-00 · Rent	13,149	14,142	(993)	(7)%
5310-00 · Telephone				
5320-00 · Telephone	2,379	2,326	52	2%
Total 5310-00 · Telephone	2,379	2,326	52	2%
5420-00 · Mail - USPS	512	535	(23)	(4)%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4	0	4	100%
5520-00 · Supplies - Other	449	526	(77)	(15)%
Total 5520-00 · Supplies	452	526	(74)	(14)%
5610-00 · Depreciation	216	233	(17)	(7)%
5700-00 · Equipment Support & Maintenance	0	165	(165)	(100)%
5710-00 · Taxes, Licenses & Fees	1,012	680	332	49%
5740-00 · Equipment Rental/Leasing	2,337	1,132	1,206	107%
5815 · Training Video Series	0	900	(900)	(100)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0	140	(140)	(100)%
5920-00 · Professional Fees - Accountant	2,850	2,000	850	43%

Profit & Loss

May 2018

	May 18	May 17	\$ Change	% Change
5921-00 · Professional Fees - Other	6,140	786	5,354	681%
Total 5900-00 · Professional Fees	8,990	2,926	6,064	207%
5941-00 · Research & Planning	0	750	(750)	(100)%
5948-00 · Transportation Projects	0	13,633	(13,633)	(100)%
6020-00 · Programs				
6016-00 · Special Event Partnership	3,500	0	3,500	100%
6018-00 · Business Assoc. Grants	10,000	20,000	(10,000)	(50)%
Total 6020-00 · Programs	13,500	20,000	(6,500)	(33)%
6420-00 · Events				
6420-01 · Sponsorships				
6421-02 · AMGEN Tour of California	0	265	(265)	(100)%
6421-08 · Tough Mudder	0	(25,000)	25,000	100%
6421-09 · Wanderlust	0	90	(90)	(100)%
6421-10 · WinterWonderGrass - Tahoe	4,000	0	4,000	100%
6421-13 · Big Blue Adventure	0	21,500	(21,500)	(100)%
Total 6420-01 · Sponsorships	4,000	(3,145)	7,145	227%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	42,620	(42,620)	(100)%
6422-04 · PR	0	3,500	(3,500)	(100)%
6422-06 · Music Campaign	2,706	2,500	206	8%
Total 6422-00 · Event Media	2,706	48,620	(45,913)	(94)%
6424-00 · Event Operation Expenses	0	51	(51)	(100)%
Total 6420-00 · Events	6,706	45,526	(38,820)	(85)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	0	17,758	(17,758)	(100)%
6437-00 · Tuesday Morning Breakfast Club	594	594	0	0%
6442-00 · Public Relations/Website	291	0	291	100%
6444-00 · Trades	275	145	130	90%
6423-00 · Membership Activities - Other	54	310	(256)	(83)%
Total 6423-00 · Membership Activities	1,214	18,808	(17,594)	(94)%
6730-00 · Marketing Cooperative/Media	75,500	63,250	12,250	19%
6742-00 · Non-NLT Co-Op Marketing Program	873	1,350	(477)	(35)%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	1,300	300	1,000	333%
6743-03 · Touch Lake Tahoe	7,403	0	7,403	100%
6743-04 · High Notes	3,800	3,800	1	0%
Total 6743-00 · BACC Marketing Programs	12,502	4,100	8,403	205%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	15	879	(864)	(98)%
52500 · Purchase Discounts	0	(339)	339	100%
59900 · POS Inventory Adjustments	(10)	17	(27)	(161)%
8100-00 · Cost of Goods Sold - Other	4,084	5,539	(1,455)	(26)%
Total 8100-00 · Cost of Goods Sold	4,090	6,096	(2,007)	(33)%
8200-00 · Associate Relations	183	647	(464)	(72)%
8300-00 · Board Functions	98	0	98	100%
8500-00 · Credit Card Fees	945	784	161	21%
8700-00 · Automobile Expenses	392	540	(149)	(28)%
8750-00 · Meals/Meetings	66	240	(174)	(73)%
8810-00 · Dues & Subscriptions	90	751	(661)	(88)%
8910-00 · Travel	0	146	(146)	(100)%
8920-00 · Bad Debt	0	1,157	(1,157)	(100)%
Total Expense	251,775	324,070	(72,295)	(22)%
Net Ordinary Income	72,765	23,720	49,045	207%
Other Income/Expense				

North Lake Tahoe Resort Association

Profit & Loss

06/22/18

May 2018

Accrual Basis

	May 18	May 17	\$ Change	% Change
Other Income				
4700-00 - Revenues- Interest & Investment	23	0	23	100%
Total Other Income	23	0	23	100%
Net Other Income	23	0	23	100%
Net Income	72,789	23,720	49,069	207%

North Lake Tahoe Resort Association
Profit & Loss by Class

May 2018

	11 - Marketing	30 - Confere...	42 - VIC	51 - TMPI	60 - Member...	70 - Admini...	Unclassified	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	227,325	27,317	43,136	3,403	0	0	0	301,181
4200-00 · Membership Dues	0	0	0	0	10,155	0	0	10,155
4205-00 · Conference Dues	0	917	0	0	0	0	0	917
4250-00 · Revenues-Membership Activities								
4250-01 · Community Awards	0	0	0	0	(85)	0	0	(85)
4250-02 · Chamber Events	0	0	0	0	34	0	0	34
4251-00 · Tues AM Breakfast Club	0	0	0	0	344	0	0	344
4250-00 · Revenues-Membership Activities - Other	0	0	0	0	355	0	0	355
Total 4250-00 · Revenues-Membership Activities	0	0	0	0	648	0	0	648
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0	706	0	0	0	0	0	706
4600-00 · Commissions - Other	0	2,843	0	0	0	0	0	2,843
Total 4600-00 · Commissions	0	3,549	0	0	0	0	0	3,549
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0	0	337	0	0	0	0	337
46000 · Merchandise Sales - Other	0	0	7,753	0	0	0	0	7,753
Total 46000 · Merchandise Sales	0	0	8,090	0	0	0	0	8,090
Total Income	227,325	31,782	51,226	3,403	10,802	0	0	324,540
Gross Profit	227,325	31,782	51,226	3,403	10,802	0	0	324,540
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375	0	0	0	(1,375)	0	0	0
5010-00 · Sales Commissions	0	4,558	0	0	0	0	0	4,558
5020-00 · P/R - Tax Expense	1,587	807	927	0	454	2,040	0	5,815
5030-00 · P/R - Health Insurance Expense	5,525	1,258	163	32	855	767	0	8,601
5040-00 · P/R - Workmans Comp	225	183	669	12	71	339	0	1,499
5060-00 · 401 (k)	830	431	338	52	116	852	0	2,619
5070-00 · Other Benefits and Expenses	97	42	42	0	3	42	0	227
5000-00 · Salaries & Wages - Other	24,413	11,441	14,015	1,574	2,134	29,408	0	82,985
Total 5000-00 · Salaries & Wages	34,053	18,720	16,154	1,671	2,258	33,448	0	106,304
5100-00 · Rent								
5110-00 · Utilities	94	47	154	3	13	102	0	413
5140-00 · Repairs & Maintenance	0	0	(294)	0	0	0	0	(294)
5150-00 · Office - Cleaning	183	92	46	6	25	198	0	550
5100-00 · Rent - Other	2,083	1,000	6,500	70	358	2,469	0	12,480
Total 5100-00 · Rent	2,361	1,139	6,405	80	396	2,768	0	13,149
5310-00 · Telephone								
5320-00 · Telephone	571	126	630	36	136	880	0	2,379
Total 5310-00 · Telephone	571	126	630	36	136	880	0	2,379
5420-00 · Mail - USPS	95	31	166	9	36	174	0	512
5510-00 · Insurance/Bonding	50	17	88	5	19	86	0	264
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	0	0	0	0	0	4	0	4
5520-00 · Supplies - Other	90	40	205	3	11	100	0	449
Total 5520-00 · Supplies	90	40	205	3	11	104	0	452
5610-00 · Depreciation	16	6	131	0	5	58	0	216
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	1,012	0	1,012
5740-00 · Equipment Rental/Leasing	422	186	987	51	253	439	0	2,337
5900-00 · Professional Fees								
5920-00 · Professional Fees - Accountant	0	0	0	0	0	2,850	0	2,850
5921-00 · Professional Fees - Other	54	0	216	0	270	5,600	0	6,140
Total 5900-00 · Professional Fees	54	0	216	0	270	8,450	0	8,990
6020-00 · Programs								
6016-00 · Special Event Partnership	3,500	0	0	0	0	0	0	3,500
6018-00 · Business Assoc. Grants	10,000	0	0	0	0	0	0	10,000
Total 6020-00 · Programs	13,500	0	0	0	0	0	0	13,500
6420-00 · Events								
6420-01 · Sponsorships								
6421-10 · WinterWonderGrass - Tahoe	4,000	0	0	0	0	0	0	4,000
Total 6420-01 · Sponsorships	4,000	0	0	0	0	0	0	4,000
6422-00 · Event Media								
6422-06 · Music Campaign	2,706	0	0	0	0	0	0	2,706
Total 6422-00 · Event Media	2,706	0	0	0	0	0	0	2,706
Total 6420-00 · Events	6,706	0	0	0	0	0	0	6,706
6423-00 · Membership Activities								
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	594	0	0	594
6442-00 · Public Relations/Website	0	0	0	0	291	0	0	291
6444-00 · Trades	0	0	0	0	275	0	0	275
6423-00 · Membership Activities - Other	0	0	0	0	54	0	0	54

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

May 2018

	11 - Marketing	30 - Confere...	42 - VIC	51 - TMPI	60 - Member...	70 - Admini...	Unclassified	TOTAL
Total 6423-00 · Membership Activities	0	0	0	0	1,214	0	0	1,214
6730-00 · Marketing Cooperative/Media	66,333	9,167	0	0	0	0	0	75,500
6742-00 · Non-NLT Co-Op Marketing Program	723	0	150	0	0	0	0	873
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	1,300	0	0	0	0	0	0	1,300
6743-03 · Touch Lake Tahoe	7,403	0	0	0	0	0	0	7,403
6743-04 · High Notes	3,800	0	0	0	0	0	0	3,800
Total 6743-00 · BACC Marketing Programs	12,502	0	0	0	0	0	0	12,502
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0	0	15	0	0	0	0	15
59900 · POS Inventory Adjustments	0	0	(10)	0	0	0	0	(10)
8100-00 · Cost of Goods Sold - Other	0	0	4,084	0	0	0	0	4,084
Total 8100-00 · Cost of Goods Sold	0	0	4,090	0	0	0	0	4,090
8200-00 · Associate Relations	0	0	0	0	0	183	0	183
8300-00 · Board Functions	0	0	0	0	0	98	0	98
8500-00 · Credit Card Fees	0	0	205	0	731	0	8	945
8700-00 · Automobile Expenses	79	0	19	0	24	268	0	392
8750-00 · Meals/Meetings	0	0	14	1	7	44	0	66
8810-00 · Dues & Subscriptions	45	0	0	0	6	39	0	90
Total Expense	137,601	29,431	29,460	1,856	5,367	48,052	8	251,775
Net Ordinary Income	89,725	2,351	21,766	1,547	5,436	(48,052)	(8)	72,765
Other Income/Expense								
Other Income								
4700-00 · Revenues- Interest & Investment	6	0	0	0	0	17	0	23
Total Other Income	6	0	0	0	0	17	0	23
Other Expense								
8990-00 · Allocated	34,232	4,649	5,772	828	2,510	(47,990)	0	0
Total Other Expense	34,232	4,649	5,772	828	2,510	(47,990)	0	0
Net Other Income	(34,225)	(4,649)	(5,772)	(828)	(2,510)	48,007	0	23
Net Income	55,499	(2,298)	15,995	719	2,926	(45)	(8)	72,789

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	301,181	301,181	(0)	3,446,418	3,446,419	(1)	3,747,600
4200-00 · Membership Dues	10,155	13,500	(3,345)	119,591	136,500	(16,909)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4205-00 · Conference Dues	917	0	917	10,083	7,690	2,393	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	(85)	0	(85)	18,105	22,500	(4,395)	22,500
Total 4250-01 · Community Awards	(85)	0	(85)	49,067	41,000	8,067	41,000
4250-02 · Chamber Events	34	0	34	373	6,000	(5,627)	12,725
4250-03 · Summer/Winter Rec Luncheon	0	0	0	3,409	4,300	(891)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	1,000	1,700	(700)	2,000
4251-00 · Tues AM Breakfast Club - Other	344	750	(406)	4,585	7,500	(2,915)	8,250
Total 4251-00 · Tues AM Breakfast Club	344	1,050	(706)	5,585	9,200	(3,615)	10,250
4250-00 · Revenues-Membership Activities - Other	355	175	180	1,629	1,750	(121)	1,925
Total 4250-00 · Revenues-Membership Activities	648	1,225	(577)	60,063	62,250	(2,187)	73,200
4252-00 · Sponsorships	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	706	500	206	3,624	14,621	(10,997)	15,121
4600-00 · Commissions - Other	2,843	9,393	(6,551)	51,278	99,561	(48,282)	106,771
Total 4600-00 · Commissions	3,549	9,893	(6,344)	54,902	114,182	(59,280)	121,892
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	337	200	137	9,023	7,800	1,223	9,000
46000 · Merchandise Sales - Other	7,753	10,575	(2,821)	77,225	78,143	(918)	93,356
Total 46000 · Merchandise Sales	8,090	10,775	(2,684)	86,248	85,943	305	102,356
4720-00 · Miscellaneous	0			415			
Total Income	324,540	336,574	(12,035)	3,856,423	3,853,058	3,364	4,202,813
Gross Profit	324,540	336,574	(12,035)	3,856,423	3,853,058	3,364	4,202,813
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,558	2,693	1,865	17,407	31,378	(13,971)	31,378
5020-00 · P/R - Tax Expense	5,815	7,905	(2,090)	84,475	97,731	(13,256)	105,626
5030-00 · P/R - Health Insurance Expense	8,601	9,116	(515)	84,159	112,982	(28,823)	122,314
5040-00 · P/R - Workmans Comp	1,499	564	935	12,288	5,889	6,399	6,287
5060-00 · 401 (k)	2,619	2,817	(197)	32,206	33,388	(1,182)	35,773
5070-00 · Other Benefits and Expenses	227	434	(207)	4,330	4,979	(649)	5,530
5000-00 · Salaries & Wages - Other	82,985	90,377	(7,392)	996,490	1,064,753	(68,263)	1,154,729
Total 5000-00 · Salaries & Wages	106,304	113,906	(7,602)	1,231,353	1,351,098	(119,745)	1,461,637
5100-00 · Rent							
5110-00 · Utilities	413	952	(539)	9,808	11,078	(1,270)	12,006
5140-00 · Repairs & Maintenance	(294)	660	(955)	6,463	7,598	(1,135)	8,258
5150-00 · Office - Cleaning	550	772	(222)	7,280	8,439	(1,159)	8,995
5100-00 · Rent - Other	12,480	13,777	(1,297)	137,166	149,933	(12,767)	163,716
Total 5100-00 · Rent	13,149	16,161	(3,012)	160,717	177,048	(16,330)	192,975
5310-00 · Telephone							
5320-00 · Telephone	2,379	2,654	(276)	25,843	27,914	(2,070)	30,565
5350-00 · Internet	0			25	0	25	0
5310-00 · Telephone - Other	0	58	(58)	0	230	(230)	288
Total 5310-00 · Telephone	2,379	2,712	(333)	25,868	28,144	(2,276)	30,853
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	89	(89)	0	931	(931)	1,019
5480-00 · Mail - Fed Ex	0	22	(22)	121	328	(208)	349
5420-00 · Mail - USPS - Other	512	243	269	3,316	2,735	582	2,977
Total 5420-00 · Mail - USPS	512	353	159	3,437	3,993	(557)	4,346
5510-00 · Insurance/Bonding	264	724	(459)	7,515	8,845	(1,330)	9,518
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	4	207	(203)	1,269	4,443	(3,175)	4,743
5520-00 · Supplies - Other	449	1,178	(730)	12,552	13,852	(1,300)	15,030
Total 5520-00 · Supplies	452	1,385	(933)	13,821	18,295	(4,474)	19,773
5610-00 · Depreciation	216	350	(133)	2,397	4,466	(2,070)	4,805
5700-00 · Equipment Support & Maintenance	0	996	(996)	11,475	12,566	(1,091)	13,562
5710-00 · Taxes, Licenses & Fees	1,012	759	253	11,249	9,343	1,906	10,151
5740-00 · Equipment Rental/Leasing	2,337	1,416	922	15,436	17,578	(2,142)	19,094
5800-00 · Training Seminars	0	3,054	(3,054)	4,561	20,043	(15,482)	20,097
5810-00 · Public Outreach	0	0	0	0	5,056	(5,056)	5,056
5815 · Training Video Series	0	3,631	(3,631)	1,058	12,631	(11,573)	13,631
5820 · Sales CRM/CMS	0			0	2,000	(2,000)	2,000
5830-00 · Commission Due to Third Party	0			765			
5850-00 · Artist of Month - Commissions	0	227	(227)	3,906	2,273	1,633	2,500
5900-00 · Professional Fees							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
5910-00 · Professional Fees - Attorneys	0	1,000	(1,000)	9,760	9,000	760	10,000
5920-00 · Professional Fees - Accountant	2,850	0	2,850	26,250	22,000	4,250	22,000
5921-00 · Professional Fees - Other	6,140	0	6,140	56,540	3,750	52,790	3,750
Total 5900-00 · Professional Fees	8,990	1,000	7,990	92,550	34,750	57,800	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	3,500	0	3,500	3,500	30,000	(26,500)	50,000
6018-00 · Business Assoc. Grants	10,000	20,000	(10,000)	20,000	30,000	(10,000)	30,000
Total 6020-00 · Programs	13,500	20,000	(6,500)	23,500	60,000	(36,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	114,772	37,000	77,772	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	300	(300)	0	22,000	(22,000)	22,000
6421-03 · Barcelona Soccer	0	3,000	(3,000)	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	0	0	0	0	20,000	(20,000)	40,000
6421-09 · Wanderlust	0	0	0	34,043	34,000	43	37,000
6421-10 · WinterWonderGrass - Tahoe	4,000	0	4,000	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	5,000	(5,000)	0	5,000	(5,000)	5,000
Total 6420-01 · Sponsorships	4,000	8,300	(4,300)	463,623	449,400	14,223	472,400
6421-00 · New Event Development	0	1,700	(1,700)	6,936	17,600	(10,664)	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	2,706	0	2,706	2,706	0	2,706	0
Total 6422-00 · Event Media	2,706	0	2,706	2,780	25,000	(22,220)	25,000
6424-00 · Event Operation Expenses	0	9,000	(9,000)	98	9,000	(8,902)	9,000
Total 6420-00 · Events	6,706	19,000	(12,294)	473,437	501,000	(27,563)	524,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	23,832	18,500	5,332	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,081	2,760	321	4,185
6437-00 · Tuesday Morning Breakfast Club	594	650	(56)	5,557	6,500	(943)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	291	295	(4)	3,146	8,170	(5,024)	8,465
6444-00 · Trades	275	0	275	2,515	1,855	660	2,130
6423-00 · Membership Activities - Other	54	75	(21)	459	675	(216)	750
Total 6423-00 · Membership Activities	1,214	1,020	194	38,895	38,460	435	41,180
6490-00 · Classified Ads	0	70	(70)	50	703	(653)	773
6701-00 · Market Study Reports/Research	0	70	(70)	808	1,172	(365)	1,242
6730-00 · Marketing Cooperative/Media	75,500	77,333	(1,833)	1,267,606	1,274,940	(7,334)	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	873	5,000	(4,127)	12,098	75,000	(62,902)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	873	5,000	(4,127)	12,098	79,000	(66,902)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,300	2,000	(700)	10,640	18,000	(7,360)	20,000
6743-03 · Touch Lake Tahoe	7,403	0	7,403	17,909	20,000	(2,091)	20,000
6743-04 · High Notes	3,800	6,000	(2,200)	3,800	9,000	(5,200)	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	12,502	8,000	4,502	32,349	47,000	(14,651)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	15	180	(164)	1,662	1,946	(284)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,278)	(1,186)	(1,092)	(1,305)
59900 · POS Inventory Adjustments	(10)	103	(113)	493	1,106	(613)	1,210
8100-00 · Cost of Goods Sold - Other	4,084	4,172	(88)	44,431	39,088	5,343	44,647
Total 8100-00 · Cost of Goods Sold	4,090	4,337	(247)	44,309	40,954	3,354	46,678
8200-00 · Associate Relations	183	334	(151)	1,983	3,855	(1,872)	4,309
8300-00 · Board Functions	98	858	(760)	7,610	9,030	(1,420)	9,888
8500-00 · Credit Card Fees	945	552	393	5,849	5,618	231	6,067
8700-00 · Automobile Expenses	392	626	(235)	4,225	6,011	(1,786)	6,556
8750-00 · Meals/Meetings	66	782	(716)	3,517	7,401	(3,883)	8,183
8810-00 · Dues & Subscriptions	90	675	(586)	6,617	11,958	(5,342)	12,636
8910-00 · Travel	0	518	(518)	2,132	8,667	(6,535)	9,085
8920-00 · Bad Debt	0	661	(661)	15,890	10,020	5,870	10,330
Total Expense	251,775	286,511	(34,737)	3,532,249	3,829,236	(296,987)	4,197,813
Net Ordinary Income	72,765	50,063	22,702	324,174	23,822	300,352	5,000
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			253			

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

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Total Other Income	23			253			
Other Expense							
8990-00 - Allocated	0	970	(970)	0	(1,835)	1,835	0
Total Other Expense	0	970	(970)	0	(1,835)	1,835	0
Net Other Income	23	(970)	993	253	1,835	(1,582)	0
Net Income	72,789	49,093	23,695	324,427	25,657	298,770	5,000

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

11 - Marketing

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,325	227,326	(0)	2,726,639	2,726,639	(1)	2,953,965
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
Total Income	227,325	227,326	(0)	2,804,266	2,726,639	77,627	2,953,965
Gross Profit	227,325	227,326	(0)	2,804,266	2,726,639	77,627	2,953,965
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	15,125	15,125	0	16,500
5020-00 · P/R - Tax Expense	1,587	2,146	(559)	17,594	25,756	(8,161)	27,902
5030-00 · P/R - Health Insurance Expense	5,525	2,295	3,229	29,670	27,544	2,126	29,840
5040-00 · P/R - Workmans Comp	225	98	127	2,512	1,173	1,339	1,271
5060-00 · 401 (k)	830	807	23	7,174	9,683	(2,509)	10,490
5070-00 · Other Benefits and Expenses	97	152	(55)	1,358	1,825	(467)	1,977
5000-00 · Salaries & Wages - Other	24,413	22,372	2,041	220,228	268,463	(48,235)	290,834
Total 5000-00 · Salaries & Wages	34,053	29,245	4,807	293,660	349,569	(55,908)	378,813
5100-00 · Rent							
5110-00 · Utilities	94	112	(18)	1,421	1,554	(134)	1,650
5140-00 · Repairs & Maintenance	0	73	(73)	586	451	135	525
5150-00 · Office - Cleaning	183	169	14	2,286	2,241	45	2,310
5100-00 · Rent - Other	2,083	1,926	157	21,673	21,327	346	23,259
Total 5100-00 · Rent	2,361	2,281	80	25,966	25,574	393	27,744
5310-00 · Telephone							
5320-00 · Telephone	571	456	115	6,141	5,003	1,138	5,459
Total 5310-00 · Telephone	571	456	115	6,141	5,003	1,138	5,459
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	16	(16)	0	157	(157)	173
5480-00 · Mail - Fed Ex	0	20	(20)	69	223	(154)	243
5420-00 · Mail - USPS - Other	95	0	95	666	0	666	0
Total 5420-00 · Mail - USPS	95	36	59	735	380	355	416
5510-00 · Insurance/Bonding	50	242	(192)	1,552	2,660	(1,109)	2,902
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0	0	0	238	0	238	0
5520-00 · Supplies - Other	90	258	(168)	2,211	2,833	(622)	3,090
Total 5520-00 · Supplies	90	258	(168)	2,449	2,833	(384)	3,090
5610-00 · Depreciation	16	38	(22)	206	419	(213)	457
5700-00 · Equipment Support & Maintenance	0	172	(172)	2,501	1,888	612	2,060
5710-00 · Taxes, Licenses & Fees	0	47	(47)	15	468	(453)	515
5740-00 · Equipment Rental/Leasing	422	174	248	3,171	1,886	1,285	2,060
5800-00 · Training Seminars	0	0	0	1,917	5,077	(3,160)	5,077
5810-00 · Public Outreach	0	0	0	0	1,650	(1,650)	1,650
5815 · Training Video Series	0	2,631	(2,631)	0	8,631	(8,631)	8,631
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	54	0	54	42,523	0	42,523	0
Total 5900-00 · Professional Fees	54	0	54	43,743	0	43,743	0
5940-00 · Research & Planning Membership	0	0	0	0	2,870	(2,870)	2,870
5941-00 · Research & Planning	0	0	0	0	4,698	(4,698)	4,698
6020-00 · Programs							
6016-00 · Special Event Partnership	3,500	0	3,500	3,500	30,000	(26,500)	50,000
6018-00 · Business Assoc. Grants	10,000	20,000	(10,000)	20,000	30,000	(10,000)	30,000
Total 6020-00 · Programs	13,500	20,000	(6,500)	23,500	60,000	(36,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	114,772	37,000	77,772	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	300	(300)	0	22,000	(22,000)	22,000
6421-03 · Barcelona Soccer	0	3,000	(3,000)	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	0	0	0	0	20,000	(20,000)	40,000
6421-09 · Wanderlust	0	0	0	34,043	34,000	43	37,000
6421-10 · WinterWonderGrass - Tahoe	4,000	0	4,000	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	5,000	(5,000)	0	5,000	(5,000)	5,000
Total 6420-01 · Sponsorships	4,000	8,300	(4,300)	463,623	449,400	14,223	472,400
6421-00 · New Event Development	0	1,700	(1,700)	6,936	17,600	(10,664)	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	2,706	0	2,706	2,706	0	2,706	0
Total 6422-00 · Event Media	2,706	0	2,706	2,780	25,000	(22,220)	25,000
6424-00 · Event Operation Expenses	0	9,000	(9,000)	98	9,000	(8,902)	9,000
Total 6420-00 · Events	6,706	19,000	(12,294)	473,437	501,000	(27,563)	524,000

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

11 - Marketing

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
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	66,333	66,333	0	1,166,773	1,166,773	0	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	723	5,000	(4,277)	10,598	75,000	(64,402)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	723	5,000	(4,277)	10,598	79,000	(68,402)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,300	2,000	(700)	10,640	18,000	(7,360)	20,000
6743-03 · Touch Lake Tahoe	7,403	0	7,403	17,909	20,000	(2,091)	20,000
6743-04 · High Notes	3,800	6,000	(2,200)	3,800	9,000	(5,200)	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	12,502	8,000	4,502	32,349	47,000	(14,651)	80,000
8200-00 · Associate Relations	0	56	(56)	315	562	(247)	618
8500-00 · Credit Card Fees	0	0	0	110	0	110	0
8700-00 · Automobile Expenses	79	113	(33)	1,188	1,240	(52)	1,353
8750-00 · Meals/Meetings	0	325	(325)	2,309	3,280	(971)	3,605
8810-00 · Dues & Subscriptions	45	219	(174)	2,165	3,230	(1,066)	3,449
8910-00 · Travel	0	100	(100)	2,132	4,240	(2,108)	4,240
Total Expense	137,601	154,724	(17,124)	2,097,789	2,282,400	(184,611)	2,522,831
Net Ordinary Income	89,725	72,601	17,123	706,477	444,239	262,238	431,134
Other Income/Expense							
Other Income							
4700-00 · Revenues - Interest & Investment	6			69			
Total Other Income	6			69			
Other Expense							
8990-00 · Allocated	34,232	34,913	(681)	406,390	396,256	10,133	431,134
Total Other Expense	34,232	34,913	(681)	406,390	396,256	10,133	431,134
Net Other Income	(34,225)	(34,913)	688	(406,321)	(396,256)	(10,064)	(431,134)
Net Income	55,499	37,688	17,811	300,156	47,983	252,173	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,317	27,317	0	268,225	268,225	0	295,542
4205-00 · Conference Dues	917	0	917	10,083	7,690	2,393	7,690
4600-00 · Commissions							
4601-00 · Commissions - South Shore	706	500	206	3,624	14,621	(10,997)	15,121
4600-00 · Commissions - Other	2,843	9,393	(6,551)	51,278	99,561	(48,282)	106,771
Total 4600-00 · Commissions	3,549	9,893	(6,344)	54,902	114,182	(59,280)	121,892
Total Income	31,782	37,210	(5,428)	333,211	390,097	(56,886)	425,124
Gross Profit	31,782	37,210	(5,428)	333,211	390,097	(56,886)	425,124
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,558	2,693	1,865	17,407	31,378	(13,971)	31,378
5020-00 · P/R - Tax Expense	807	1,209	(402)	12,575	14,605	(2,030)	14,997
5030-00 · P/R - Health Insurance Expense	1,258	1,150	109	15,630	14,445	1,185	15,811
5040-00 · P/R - Workmans Comp	183	166	17	1,803	1,105	698	1,105
5060-00 · 401 (k)	431	641	(209)	5,966	7,054	(1,088)	7,263
5070-00 · Other Benefits and Expenses	42	42	0	837	620	217	779
5000-00 · Salaries & Wages - Other	11,441	12,359	(918)	135,656	133,434	2,222	138,668
Total 5000-00 · Salaries & Wages	18,720	18,259	461	189,873	202,639	(12,766)	210,001
5100-00 · Rent							
5110-00 · Utilities	47	56	(9)	706	780	(75)	827
5140-00 · Repairs & Maintenance	0	0	0	286	907	(621)	907
5150-00 · Office - Cleaning	92	85	7	1,143	1,120	23	1,154
5100-00 · Rent - Other	1,000	985	15	10,385	10,608	(224)	11,594
Total 5100-00 · Rent	1,139	1,126	13	12,520	13,416	(896)	14,483
5310-00 · Telephone							
5320-00 · Telephone	126	358	(232)	2,279	3,806	(1,527)	4,164
Total 5310-00 · Telephone	126	358	(232)	2,279	3,806	(1,527)	4,164
5420-00 · Mail - USPS	31	113	(82)	260	696	(436)	809
5510-00 · Insurance/Bonding	17	87	(70)	1,293	1,406	(112)	1,442
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	73	500	(427)	500
5520-00 · Supplies - Other	40	90	(51)	612	920	(308)	1,010
Total 5520-00 · Supplies	40	90	(51)	685	1,420	(735)	1,510
5610-00 · Depreciation	6	28	(22)	89	231	(142)	249
5700-00 · Equipment Support & Maintenance	0	133	(133)	1,101	1,467	(367)	1,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	206	(206)	206
5740-00 · Equipment Rental/Leasing	186	230	(44)	1,587	2,430	(843)	2,660
5800-00 · Training Seminars	0	1,750	(1,750)	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)	100,833	108,167	(7,334)	119,167
8200-00 · Associate Relations	0	47	(47)	170	468	(298)	515
8500-00 · Credit Card Fees	0	0	0	90	0	90	0
8700-00 · Automobile Expenses	0	153	(153)	0	759	(759)	912
8750-00 · Meals/Meetings	0	150	(150)	0	700	(700)	850
8810-00 · Dues & Subscriptions	0	130	(130)	475	860	(385)	1,007
Total Expense	29,431	33,653	(4,222)	312,019	342,173	(30,153)	363,075
Net Ordinary Income	2,351	3,557	(1,206)	21,191	47,924	(26,733)	62,049
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,649	5,306	(658)	55,214	56,745	(1,532)	62,049
Total Other Expense	4,649	5,306	(658)	55,214	56,745	(1,532)	62,049
Net Other Income	(4,649)	(5,306)	658	(55,214)	(56,745)	1,532	(62,049)
Net Income	(2,298)	(1,750)	(548)	(34,022)	(8,821)	(25,201)	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

41 - Transportation

	May 18	Budget	\$ Over Bud...	Jul '17 - May...	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	0	0	0	8,888	13,026	(4,138)	13,026
Total 5000-00 · Salaries & Wages	0	0	0	11,199	14,904	(3,705)	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	0	0	0	18,699	26,946	(8,247)	26,946
Net Ordinary Income	0	0	0	12,851	4,604	8,247	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	0	0	0	10,380	0	10,380	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

42 - Visitor Center

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	43,136	43,136	0	359,828	359,828	0	402,964
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	337	200	137	9,023	7,800	1,223	9,000
46000 · Merchandise Sales - Other	7,753	10,575	(2,821)	77,225	78,143	(918)	93,356
Total 46000 · Merchandise Sales	8,090	10,775	(2,684)	86,248	85,943	305	102,356
4720-00 · Miscellaneous	0			400			
Total Income	51,226	53,911	(2,684)	446,476	445,771	705	505,320
Gross Profit	51,226	53,911	(2,684)	446,476	445,771	705	505,320
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	927	1,324	(397)	14,011	17,504	(3,493)	19,635
5030-00 · P/R - Health Insurance Expense	163	2,135	(1,972)	15,842	25,620	(9,778)	27,755
5040-00 · P/R - Workmans Comp	669	66	602	3,870	795	3,075	861
5060-00 · 401 (k)	338	545	(207)	5,550	6,540	(989)	7,085
5070-00 · Other Benefits and Expenses	42	47	(5)	900	569	330	617
5000-00 · Salaries & Wages - Other	14,015	12,249	1,766	150,667	160,437	(9,770)	179,410
Total 5000-00 · Salaries & Wages	16,154	16,367	(213)	190,841	211,465	(20,624)	235,363
5100-00 · Rent							
5110-00 · Utilities	154	617	(463)	5,619	6,693	(1,075)	7,311
5140-00 · Repairs & Maintenance	(294)	157	(452)	2,460	1,574	886	1,731
5150-00 · Office - Cleaning	46	197	(151)	572	2,021	(1,450)	2,218
5100-00 · Rent - Other	6,500	7,751	(1,251)	71,342	83,605	(12,262)	91,356
Total 5100-00 · Rent	6,405	8,723	(2,318)	79,992	93,893	(13,901)	102,617
5310-00 · Telephone							
5320-00 · Telephone	630	534	96	4,855	4,255	600	4,789
Total 5310-00 · Telephone	630	534	96	4,855	4,255	600	4,789
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	73	(73)	0	773	(773)	846
5480-00 · Mail - Fed Ex	0	1	(1)	51	105	(54)	106
5420-00 · Mail - USPS - Other	166	27	139	685	270	415	297
Total 5420-00 · Mail - USPS	166	102	65	737	1,149	(412)	1,250
5510-00 · Insurance/Bonding	88	173	(85)	1,966	1,887	80	2,060
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	82	(82)	760	1,318	(558)	1,493
5520-00 · Supplies - Other	205	265	(60)	3,621	2,955	666	3,220
Total 5520-00 · Supplies	205	347	(142)	4,381	4,273	107	4,713
5610-00 · Depreciation	131	92	38	1,412	957	455	1,049
5700-00 · Equipment Support & Maintenance	0	276	(276)	1,526	3,037	(1,512)	3,313
5710-00 · Taxes, Licenses & Fees	0	28	(28)	15	281	(266)	309
5740-00 · Equipment Rental/Leasing	987	514	473	3,154	5,492	(2,338)	6,106
5800-00 · Training Seminars	0	1,304	(1,304)	0	3,036	(3,036)	3,090
5815 · Training Video Series	0	1,000	(1,000)	1,058	4,000	(2,942)	5,000
5850-00 · Artist of Month - Commissions	0	227	(227)	3,906	2,273	1,633	2,500
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	216			216			
Total 5900-00 · Professional Fees	216			216			
6740-00 · Media/Collateral/Production	0	0	0	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program	150			1,500	0	1,500	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	15	180	(164)	1,662	1,946	(284)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,278)	(1,186)	(1,092)	(1,305)
59900 · POS Inventory Adjustments	(10)	103	(113)	493	1,106	(613)	1,210
8100-00 · Cost of Goods Sold - Other	4,084	4,172	(88)	44,431	39,088	5,343	44,647
Total 8100-00 · Cost of Goods Sold	4,090	4,337	(247)	44,309	40,954	3,354	46,678
8200-00 · Associate Relations	0	0	0	415	515	(100)	635
8500-00 · Credit Card Fees	205	357	(152)	2,674	3,185	(512)	3,487
8700-00 · Automobile Expenses	19	142	(123)	518	1,175	(657)	1,236
8750-00 · Meals/Meetings	14	92	(79)	531	805	(274)	897
8810-00 · Dues & Subscriptions	0	150	(150)	498	998	(500)	1,133
8910-00 · Travel	0	0	0	0	343	(343)	343
Total Expense	29,460	34,764	(5,304)	344,504	388,974	(44,470)	431,568
Net Ordinary Income	21,766	19,146	2,620	101,972	56,797	45,175	73,752
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,772	6,217	(445)	68,537	67,012	1,525	73,752
Total Other Expense	5,772	6,217	(445)	68,537	67,012	1,525	73,752
Net Other Income	(5,772)	(6,217)	445	(68,537)	(67,012)	(1,525)	(73,752)
Net Income	15,995	12,930	3,065	33,434	(10,215)	43,650	0

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

	May 18	Budget	\$ Over Bud...	Jul '17 - Ma...	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	<u>0</u>	<u>0</u>	<u>0</u>	<u>46,563</u>	<u>46,563</u>	<u>0</u>	<u>46,563</u>
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	0	0	0	17,251	21,048	(3,797)	21,048
Total 5000-00 · Salaries & Wages	<u>0</u>	<u>0</u>	<u>0</u>	<u>21,198</u>	<u>24,861</u>	<u>(3,663)</u>	<u>24,861</u>
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	<u>0</u>	<u>0</u>	<u>0</u>	<u>1,349</u>	<u>3,297</u>	<u>(1,948)</u>	<u>3,297</u>
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	908	571	337	571
Total 5310-00 · Telephone	<u>0</u>	<u>0</u>	<u>0</u>	<u>908</u>	<u>571</u>	<u>337</u>	<u>571</u>
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	1,644	(1,644)	1,644
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	<u>0</u>	<u>0</u>	<u>0</u>	<u>25,532</u>	<u>39,767</u>	<u>(14,235)</u>	<u>39,767</u>
Net Ordinary Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>21,031</u>	<u>6,796</u>	<u>14,235</u>	<u>6,796</u>
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	4,091	6,796	(2,705)	6,796
Total Other Expense	<u>0</u>	<u>0</u>	<u>0</u>	<u>4,091</u>	<u>6,796</u>	<u>(2,705)</u>	<u>6,796</u>
Net Other Income	<u>0</u>	<u>0</u>	<u>0</u>	<u>(4,091)</u>	<u>(6,796)</u>	<u>2,705</u>	<u>(6,796)</u>
Net Income	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>0</u></u>	<u><u>16,940</u></u>	<u><u>0</u></u>	<u><u>16,940</u></u>	<u><u>0</u></u>

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

	May 18	Budget	\$ Over Bud...	Jul '17 - Ma...	YTD Budget	\$ Over Bud...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,403	3,403	0	13,613	13,613	0	17,016
Total Income	3,403	3,403	0	13,613	13,613	0	17,016
Gross Profit	3,403	3,403	0	13,613	13,613	0	17,016
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	140	(140)	99	629	(530)	769
5030-00 · P/R - Health Insurance Expense	32			32			
5040-00 · P/R - Workmans Comp	12	5	7	49	24	24	30
5060-00 · 401 (k)	52	65	(14)	218	295	(77)	360
5070-00 · Other Benefits and Expenses	0	2	(2)	0	8	(8)	10
5000-00 · Salaries & Wages - Other	1,574	1,506	68	6,497	6,778	(281)	8,285
Total 5000-00 · Salaries & Wages	1,671	1,719	(48)	6,895	7,734	(839)	9,453
5100-00 · Rent							
5110-00 · Utilities	3			16			
5140-00 · Repairs & Maintenance	0			14			
5150-00 · Office - Cleaning	6			25			
5100-00 · Rent - Other	70	582	(512)	372	2,326	(1,955)	2,908
Total 5100-00 · Rent	80	582	(502)	426	2,326	(1,900)	2,908
5310-00 · Telephone							
5320-00 · Telephone	36			138			
5310-00 · Telephone - Other	0	58	(58)	0	230	(230)	288
Total 5310-00 · Telephone	36	58	(22)	138	230	(93)	288
5420-00 · Mail - USPS	9	10	(1)	28	40	(12)	50
5510-00 · Insurance/Bonding	5	20	(15)	20	80	(60)	100
5520-00 · Supplies	3	50	(47)	11	200	(190)	250
5610-00 · Depreciation	0			1			
5700-00 · Equipment Support & Maintenance	0	50	(50)	4	200	(196)	250
5710-00 · Taxes, Licenses & Fees	0	17	(17)	0	68	(68)	84
5740-00 · Equipment Rental/Leasing	51	30	21	164	120	44	150
8700-00 · Automobile Expenses	0	50	(50)	0	200	(200)	250
8750-00 · Meals/Meetings	1	50	(49)	3	200	(197)	250
8910-00 · Travel	0	100	(100)	0	400	(400)	500
Total Expense	1,856	2,735	(879)	7,690	11,799	(4,109)	14,533
Net Ordinary Income	1,547	668	879	5,923	1,814	4,109	2,483
Other Income/Expense							
Other Expense							
8990-00 · Allocated	828	500	328	4,115	2,000	2,115	2,483
Total Other Expense	828	500	328	4,115	2,000	2,115	2,483
Net Other Income	(828)	(500)	(328)	(4,115)	(2,000)	(2,115)	(2,483)
Net Income	719	168	551	1,808	(186)	1,994	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

60 - Membership

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	10,155	13,500	(3,345)	119,591	136,500	(16,909)	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	(85)	0	(85)	18,105	22,500	(4,395)	22,500
Total 4250-01 · Community Awards	(85)	0	(85)	49,067	41,000	8,067	41,000
4250-02 · Chamber Events	34	0	34	373	6,000	(5,627)	12,725
4250-03 · Summer/Winter Rec Luncheon	0	0	0	3,409	4,300	(891)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	1,000	1,700	(700)	2,000
4251-00 · Tues AM Breakfast Club - Other	344	750	(406)	4,585	7,500	(2,915)	8,250
Total 4251-00 · Tues AM Breakfast Club	344	1,050	(706)	5,585	9,200	(3,615)	10,250
4250-00 · Revenues-Membership Activities - Other	355	175	180	1,629	1,750	(121)	1,925
Total 4250-00 · Revenues-Membership Activities	648	1,225	(577)	60,063	62,250	(2,187)	73,200
4252-00 · Sponsorships	0	0	0	1,000	0	1,000	0
4720-00 · Miscellaneous	0			15			
Total Income	10,802	14,725	(3,923)	180,744	198,825	(18,081)	223,275
Gross Profit	10,802	14,725	(3,923)	180,744	198,825	(18,081)	223,275
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(15,125)	(15,125)	0	(16,500)
5020-00 · P/R - Tax Expense	454	525	(71)	6,390	6,328	62	6,853
5030-00 · P/R - Health Insurance Expense	855	950	(95)	10,398	12,040	(1,643)	12,990
5040-00 · P/R - Workmans Comp	71	75	(4)	775	855	(80)	930
5060-00 · 401 (k)	116	320	(204)	2,439	3,465	(1,026)	3,785
5070-00 · Other Benefits and Expenses	3	93	(90)	135	751	(616)	844
5000-00 · Salaries & Wages - Other	2,134	7,800	(5,666)	74,551	89,750	(15,199)	97,550
Total 5000-00 · Salaries & Wages	2,258	8,388	(6,130)	79,562	98,064	(18,501)	106,452
5100-00 · Rent							
5110-00 · Utilities	13	50	(37)	447	550	(103)	600
5140-00 · Repairs & Maintenance	0	55	(55)	125	550	(425)	605
5150-00 · Office - Cleaning	25	150	(125)	720	1,005	(285)	1,090
5100-00 · Rent - Other	358	725	(367)	7,383	7,975	(592)	8,700
Total 5100-00 · Rent	396	980	(584)	8,676	10,080	(1,404)	10,995
5310-00 · Telephone							
5320-00 · Telephone	136	219	(83)	2,372	2,470	(98)	2,686
Total 5310-00 · Telephone	136	219	(83)	2,372	2,470	(98)	2,686
5420-00 · Mail - USPS	36	50	(14)	659	950	(291)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	594	690	(96)	745
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	125	(125)	73	625	(552)	750
5520-00 · Supplies - Other	11	95	(84)	869	1,155	(286)	1,250
Total 5520-00 · Supplies	11	220	(209)	942	1,780	(838)	2,000
5610-00 · Depreciation	5	15	(10)	58	165	(107)	180
5700-00 · Equipment Support & Maintenance	0	55	(55)	642	1,270	(628)	1,325
5710-00 · Taxes, Licenses & Fees	0	0	0	1	150	(149)	200
5740-00 · Equipment Rental/Leasing	253	250	3	2,200	2,740	(540)	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	270	0	270	270	0	270	0
Total 5900-00 · Professional Fees	270	0	270	270	0	270	0
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	23,832	18,500	5,332	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,081	2,760	321	4,185
6437-00 · Tuesday Morning Breakfast Club	594	650	(56)	5,557	6,500	(943)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	291	295	(4)	3,146	8,170	(5,024)	8,465
6444-00 · Trades	275	0	275	2,515	1,855	660	2,130
6423-00 · Membership Activities - Other	54	75	(21)	459	675	(216)	750
Total 6423-00 · Membership Activities	1,214	1,020	194	38,895	38,460	435	41,180
8200-00 · Associate Relations	0	25	(25)	93	250	(157)	275
8300-00 · Board Functions	0			156			
8500-00 · Credit Card Fees	731	195	536	2,792	2,385	407	2,580
8700-00 · Automobile Expenses	24	75	(51)	554	950	(396)	1,025
8750-00 · Meals/Meetings	7	40	(33)	7	400	(393)	440
8810-00 · Dues & Subscriptions	6	50	(44)	307	715	(408)	765
8920-00 · Bad Debt	0	661	(661)	15,890	10,020	5,870	10,330
Total Expense	5,367	12,298	(6,932)	154,672	172,789	(18,117)	186,418
Net Ordinary Income	5,436	2,427	3,009	26,072	26,036	36	36,857

North Lake Tahoe Resort Association Profit & Loss Budget Performance

60 - Membership

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Other Income/Expense							
Other Expense							
8990-00 - Allocated	2,510	2,370	140	29,846	29,139	706	31,857
Total Other Expense	2,510	2,370	140	29,846	29,139	706	31,857
Net Other Income	(2,510)	(2,370)	(140)	(29,846)	(29,139)	(706)	(31,857)
Net Income	2,926	57	2,869	(3,773)	(3,103)	(670)	5,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

70 - Administration

	May 18	Budget	\$ Over Budget	Jul '17 - May 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,040	2,561	(521)	30,190	30,734	(543)	33,295
5030-00 · P/R - Health Insurance Expense	767	2,586	(1,819)	11,981	31,032	(19,051)	33,618
5040-00 · P/R - Workmans Comp	339	154	186	2,995	1,844	1,151	1,997
5060-00 · 401 (k)	852	438	413	9,275	5,262	4,013	5,700
5070-00 · Other Benefits and Expenses	42	98	(56)	932	1,175	(243)	1,273
5000-00 · Salaries & Wages - Other	29,408	34,091	(4,683)	382,753	371,817	10,936	405,907
Total 5000-00 · Salaries & Wages	33,448	39,928	(6,480)	438,125	441,862	(3,737)	481,790
5100-00 · Rent							
5110-00 · Utilities	102	117	(15)	1,423	1,289	134	1,406
5140-00 · Repairs & Maintenance	0	375	(375)	2,965	3,896	(931)	4,271
5150-00 · Office - Cleaning	198	171	27	2,271	1,860	410	2,031
5100-00 · Rent - Other	2,469	1,807	662	24,304	19,205	5,099	21,012
Total 5100-00 · Rent	2,768	2,469	299	30,963	26,251	4,712	28,720
5310-00 · Telephone							
5320-00 · Telephone	880	1,088	(208)	8,703	11,523	(2,820)	12,611
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	880	1,088	(208)	8,728	11,523	(2,795)	12,611
5420-00 · Mail - USPS	174	43	132	892	678	214	721
5510-00 · Insurance/Bonding	86	147	(61)	1,896	1,604	292	1,751
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	4	0	4	125	2,000	(1,875)	2,000
5520-00 · Supplies - Other	100	421	(320)	5,144	4,789	355	5,210
Total 5520-00 · Supplies	104	421	(317)	5,269	6,789	(1,521)	7,210
5610-00 · Depreciation	58	176	(118)	591	1,842	(1,251)	2,018
5700-00 · Equipment Support & Maintenance	0	311	(311)	5,443	3,529	1,914	3,840
5710-00 · Taxes, Licenses & Fees	1,012	667	345	11,218	7,573	3,645	8,240
5740-00 · Equipment Rental/Leasing	439	218	221	3,649	2,357	1,293	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	0	1,000	(1,000)	8,540	9,000	(460)	10,000
5920-00 · Professional Fees - Accountant	2,850	0	2,850	26,250	22,000	4,250	22,000
5921-00 · Professional Fees - Other	5,600	0	5,600	13,531	3,750	9,781	3,750
Total 5900-00 · Professional Fees	8,450	1,000	7,450	48,321	34,750	13,571	35,750
6490-00 · Classified Ads	0	70	(70)	0	703	(703)	773
6701-00 · Market Study Reports/Research	0	70	(70)	0	703	(703)	773
8200-00 · Associate Relations	183	206	(23)	968	2,060	(1,092)	2,266
8300-00 · Board Functions	98	858	(760)	7,454	9,030	(1,576)	9,888
8500-00 · Credit Card Fees	0	0	0	160	48	112	0
8700-00 · Automobile Expenses	268	94	175	1,781	936	844	1,030
8750-00 · Meals/Meetings	44	125	(81)	565	1,266	(701)	1,391
8810-00 · Dues & Subscriptions	39	127	(88)	2,668	1,521	1,147	1,648
8910-00 · Travel	0	318	(318)	0	3,184	(3,184)	3,502
Total Expense	48,052	48,336	(284)	571,336	564,389	6,947	612,675
Net Ordinary Income	(48,052)	(48,336)	284	(571,336)	(564,389)	(6,947)	(612,675)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17			184			
Total Other Income	17			184			
Other Expense							
8990-00 · Allocated	(47,990)	(48,336)	346	(570,664)	(564,389)	(6,275)	(612,675)
Total Other Expense	(47,990)	(48,336)	346	(570,664)	(564,389)	(6,275)	(612,675)
Net Other Income	48,007	48,336	(329)	570,848	564,389	6,460	612,675
Net Income	(45)	0	(45)	(488)	0	(488)	0

KEY METRICS FOR May 31, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru April 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	2,145,655	3,569,535	1,751,001	\$ 11,992,073
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406
2015 - 2016	4,872,923	3,874,544	5,438,618	5,349,067	\$ 19,535,152
2016 - 2017	5,505,641	3,353,829	6,120,919	3,348,308	\$ 18,328,697
2017 - 2018	6,260,314	3,421,608	4,571,984	110	\$ 14,254,016

updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru May 2018)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	39,651	37,216	36,633	39,344	7.40%
Phone	2,311	2,344	3,022	2,816	-6.82%
Email		231	319	345	8.15%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	3,358	5,295	4,734	-10.59%
Total	48,462	51,758	49,195	55,122	12.05%

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 - Jun)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jul - Sep)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Oct - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

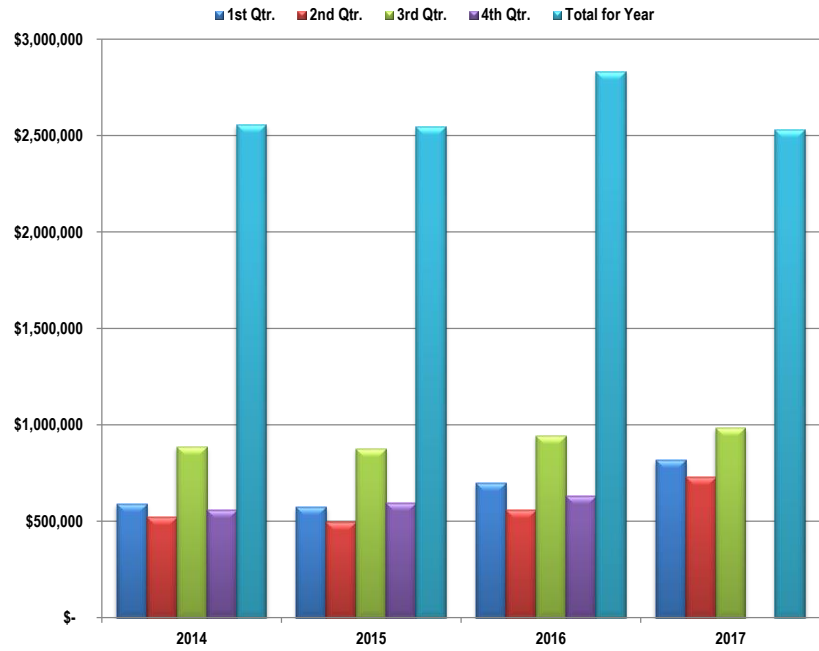
Unemployment Rates - EDD	June 2014	July 2015	Aug 2016	May 2018
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.2%
Placer County (367,309)	6.0%	5.2%	4.7%	2.8%
Dollar Point (1,215)	7.1%	6.1%	1.1%	0.9%
Kings Beach (3,893)	6.0%	6.8%	6.1%	2.7%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.0%
Tahoe Vista (1,433)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

Destimetrics Reservations Activity	FYTD 16/17	FYTD 17/18	YOY % Change
Occupancy	38.0%	40.0%	5.3%
ADR (Average Daily Rate)	\$ 207	\$ 210	1.4%
RevPAR (Rev per Available Room)	\$ 79	\$ 84	6.8%
Occupancy 1 Mth Forecast	45.8%	51.5%	12.5%
ADR 1 Mth Forecast	\$ 310	\$ 308	-0.9%
RevPAR 1 Mth Forecast	\$ 142	\$ 158	11.5%
Occupancy (prior 6 months)	48.7%	44.5%	-8.7%
ADR (prior 6 months)	\$ 314	\$ 305	-2.9%
RevPAR (prior 6 months)	\$ 153	\$ 136	-11.3%
Occupancy (next 6 months)	30.3%	31.7%	4.3%
ADR (next 6 months)	\$ 359	\$ 360	0.2%
RevPAR (next 6 months)	\$ 109	\$ 114	4.6%

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		Total Chamber Membership	
FY 2015-16 Contract	\$4,260,134	June 2014	457
FY 2016-17 Contract	2,526,980	June 2015	474
Total Fund Balances	\$6,787,115	June 2016	508
		June 2017	424
		Apr 2018	378

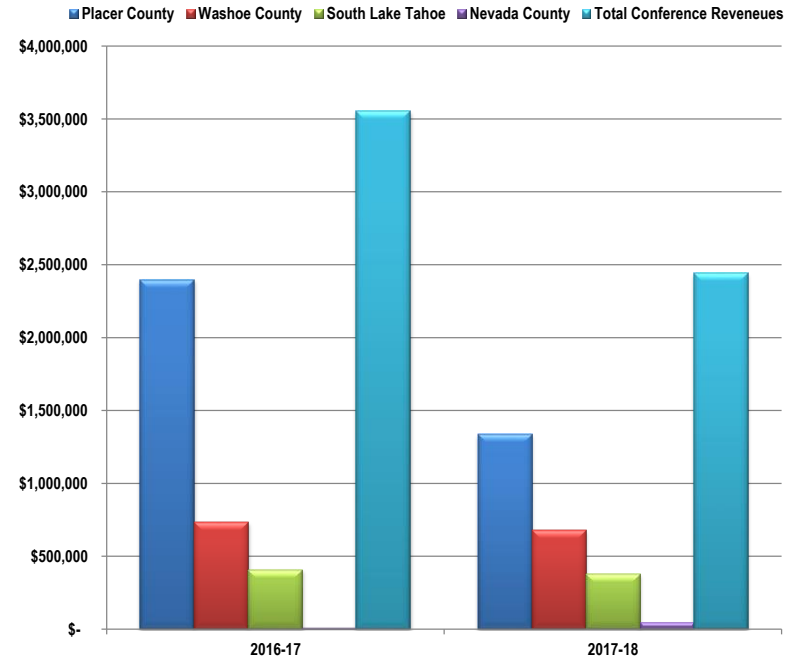
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 5/31/2018				
	2016-17	2016-17	2017-18	YOY %
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change
Total Revenue Booked	\$3,964,368	\$ 3,556,024	\$ 2,441,681	-31.34%
Commission for this Revenue	\$ 129,375	\$ 118,715	\$ 60,279	-49.22%
Number of Room Nights	21,352	20,312	14,992	-26.19%
Number of Bookings	79	70	60	-14.29%
Conference Revenue And Percentage by County:				
	16-17	17-18		
Placer	67%	55%	\$2,506,277	\$ 2,398,155 \$ 1,338,489 -44.19%
Washoe	21%	28%	\$764,192	\$ 736,825 \$ 678,366 -7.93%
South Lake	11%	15%	\$411,781	\$ 408,926 \$ 374,538 -8.41%
Nevada	0%	2%	\$12,118	\$ 12,118 \$ 50,288 314.99%
Total Conference Revenue	100%	100%	\$3,694,368	\$ 3,556,024 \$ 2,441,681 -31.34%
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)



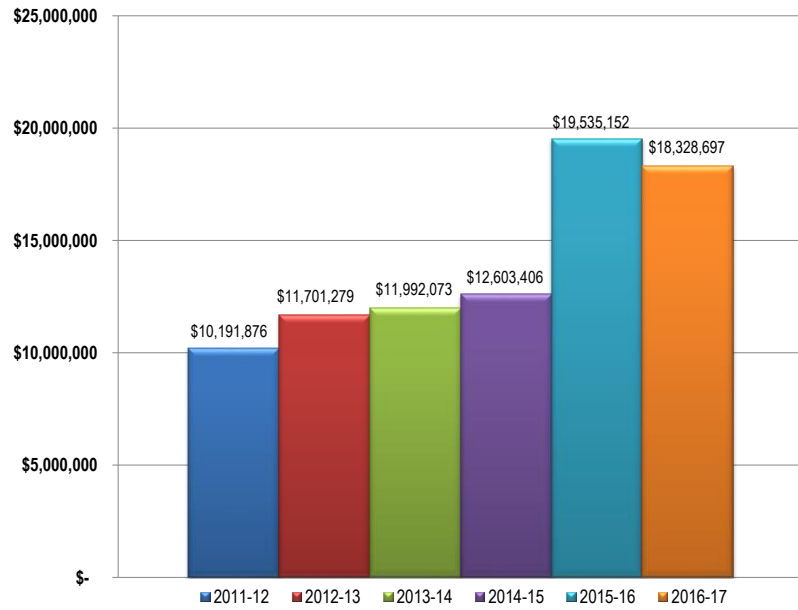
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - Jun)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jul - Sep)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Oct - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

Conference Revenue Statistics & Revenue Share by County



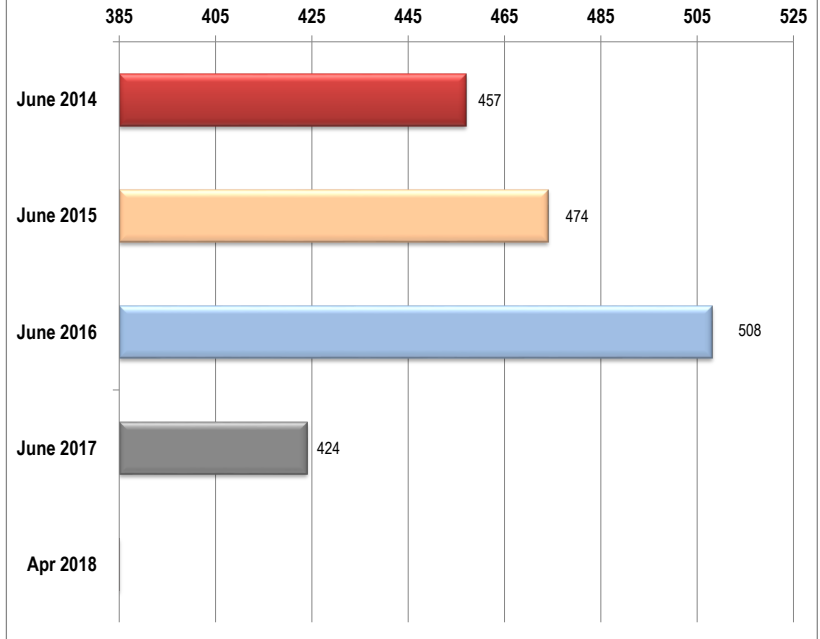
	2016-17	2017-18	YOY %
FORWARD LOOKING			
	Forecasted	Forecasted	Change
Total Revenue Booked	\$ 3,556,024	\$ 2,441,681	-31.34%
Commission for this Revenue	118,715	60,279	-49.22%
Number of Room Nights	20,312	14,992	-26.19%
Number of Bookings	70	60	-14.29%
CURRENT			
NLT - Annual Revenue Goal	\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal	\$ 135,000	\$ 70,000	-48.15%
Conference Revenue And Percentage by County:			
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South Lake	\$ 408,926	\$ 374,538	-8.41%
Nevada	\$ 12,118	\$ 50,288	314.99%
Total Conference Revenue	\$ 3,556,024	\$ 2,441,681	-31.34%

5-Year Annual TOT Collections (Fiscal Year Basis)



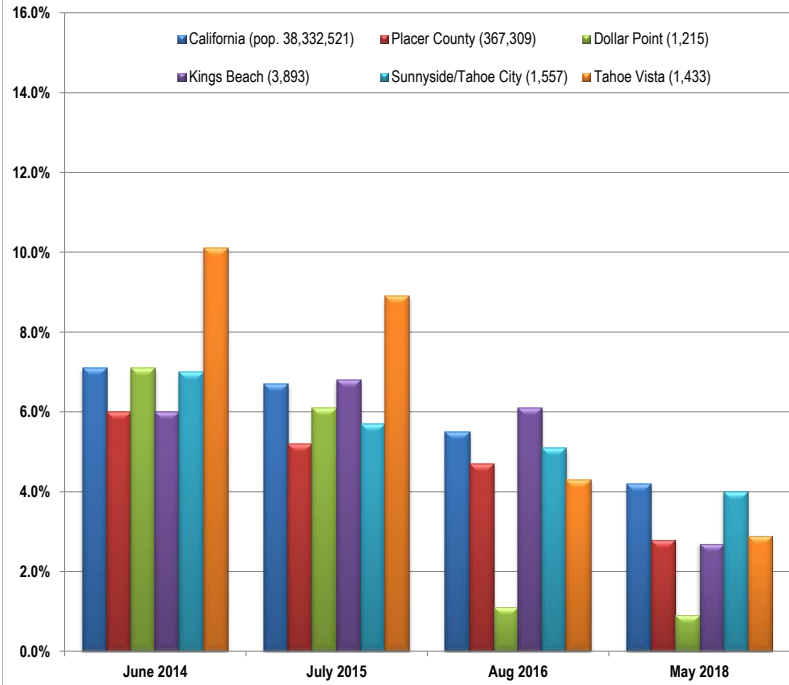
Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru April 2018)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
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2017 - 2018	\$ 6,260,314	\$ 3,421,608	\$ 4,571,984	\$ 110	\$ 14,254,016

Chamber Membership (# of Members)



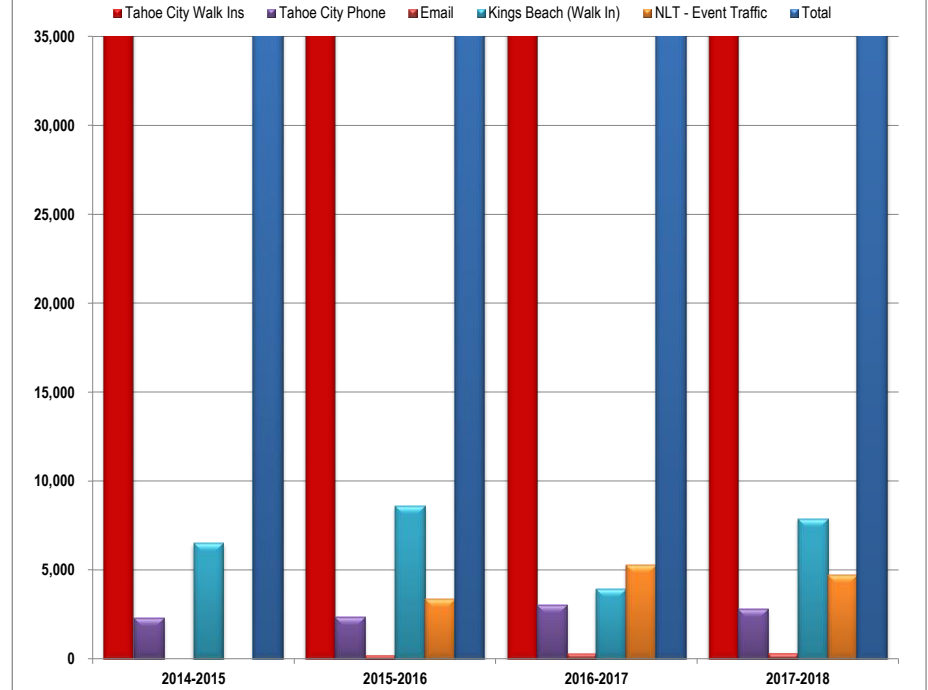
Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Apr 2018	378

Unemployment Rates by Region



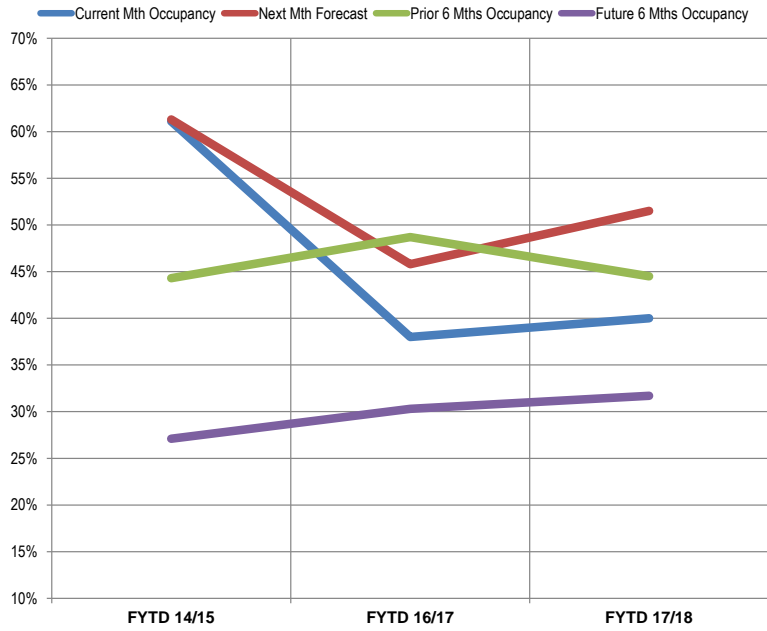
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Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.0%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	2.9%

Visitor Information - FYTD YOY



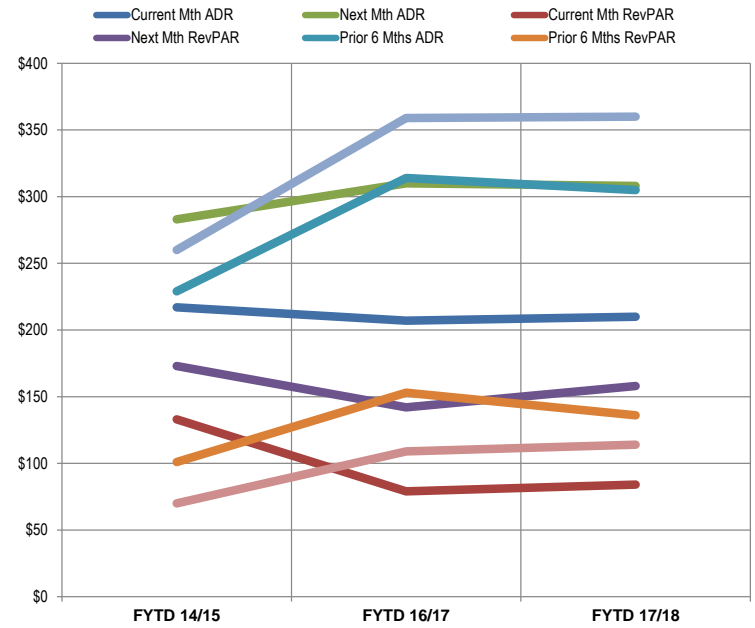
Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru May 2018)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	39,651	37,216	36,633	39,344	7.40%
Phone	2,311	2,344	3,022	2,816	-6.82%
Email	-	231	319	345	8.15%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	3,358	5,295	4,734	-10.59%
Total	48,462	51,758	49,195	55,122	12.05%

Destimetrics Occupancy in NLT Comparisons



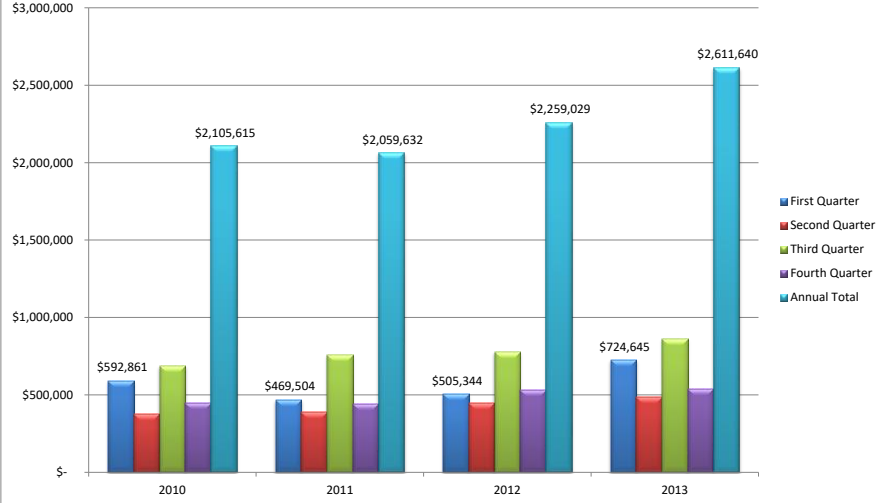
Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	38.0%	40.0%	5.3%
Occupancy 1 Mth Forecast	61.3%	45.8%	51.5%	12.5%
Occupancy (prior 6 months)	44.3%	48.7%	44.5%	-8.7%
Occupancy (next 6 months)	27.1%	30.3%	31.7%	4.3%

Destimetrics RevPAR in NLT Comparisons

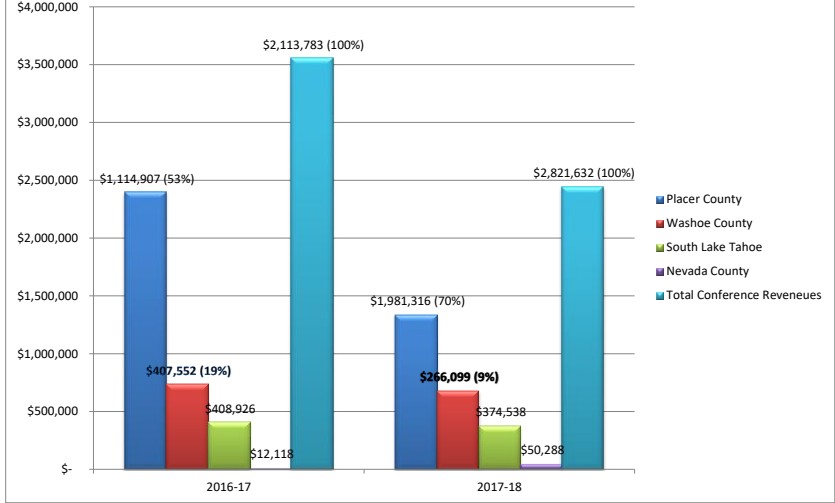


Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$207	\$210	1.4%
RevPAR (Rev per Available Room)	\$133	\$79	\$84	6.8%
ADR 1 Mth Forecast	\$283	\$310	\$308	-0.9%
RevPAR 1 Mth Forecast	\$173	\$142	\$158	11.5%
ADR (prior 6 months)	\$229	\$314	\$305	-2.9%
RevPAR (prior 6 months)	\$101	\$153	\$136	-11.3%
ADR (next 6 months)	\$260	\$359	\$360	0.2%
RevPAR (next 6 months)	\$70	\$109	\$114	4.6%

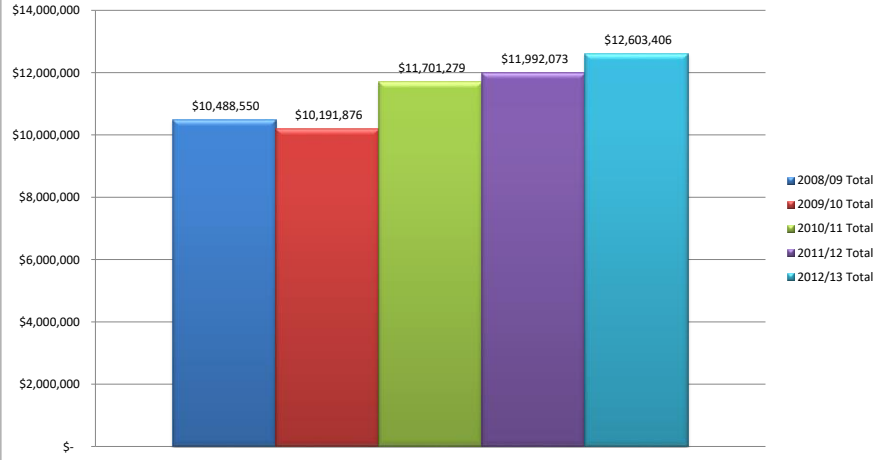
Annual Sales Tax Revenue - Lake Tahoe (Calendar Year Basis)



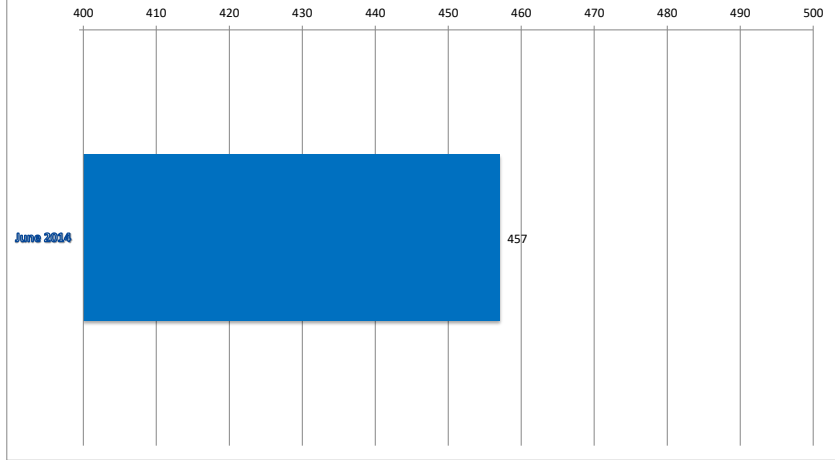
Conference Revenue Statistics & Revenue Share by County



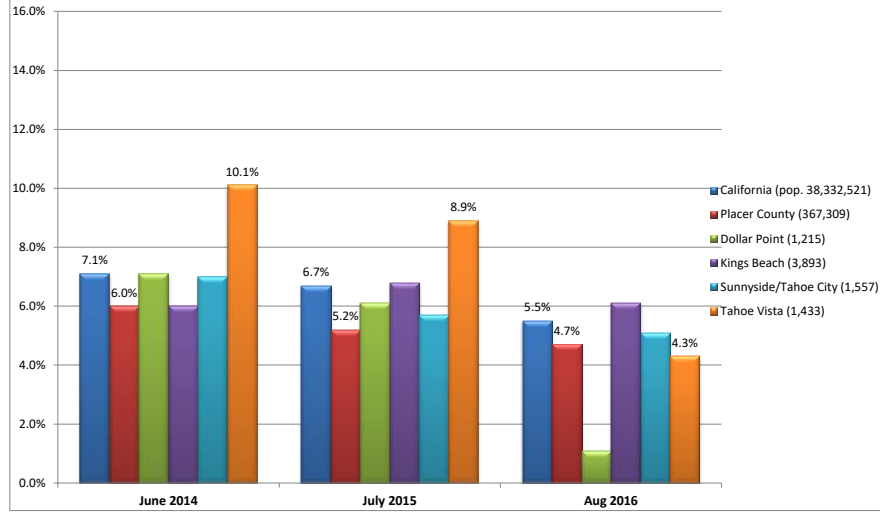
5-Year Annual TOT Collections (Fiscal Year Basis)



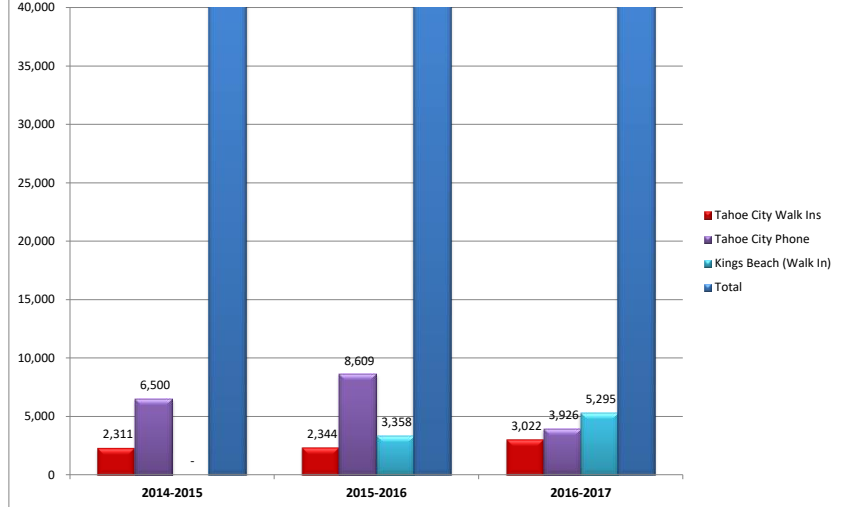
Chamber Membership (# of Members)



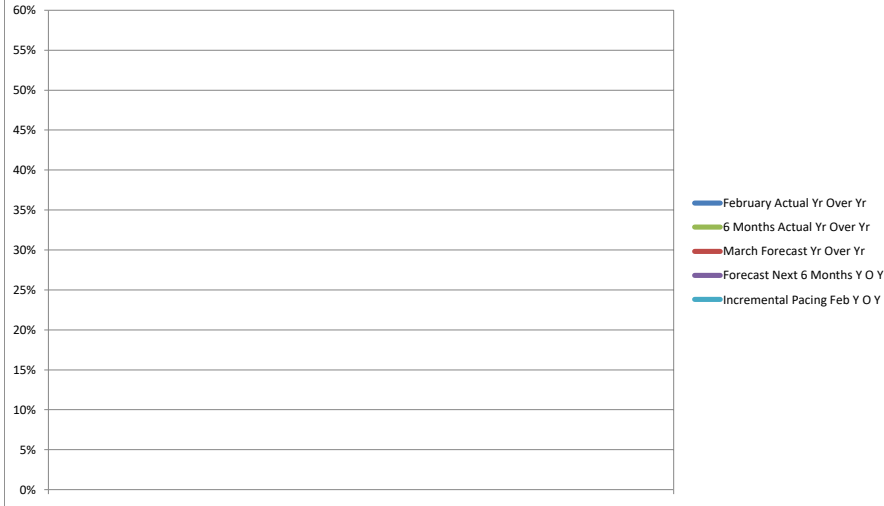
Unemployment Rates by Region



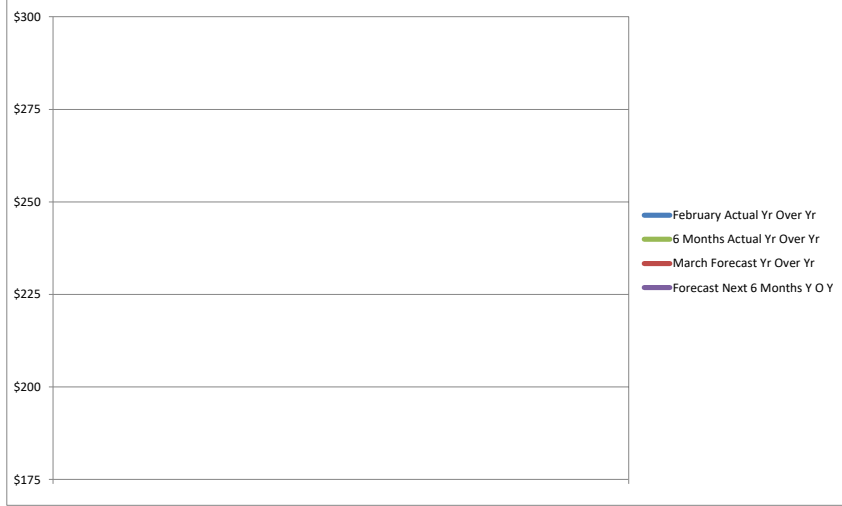
Visitor Information - Fiscal YTD through February



MTrip Destimetrics Occupancy in NLT Comparisons



MTrip Destimetrics RevPar in NLT Comparisons



NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month Yr May 2018
 Employee Gustafson, Cindy

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
4.30.18	A	North Lake Tahoe VIC	9854	Merchandise for sponsorship tables at awards dinner	308.30		6434-00/60
4.30.18	B	Bridgetender	9312	Lunch for staff day after Awards Dinner	132.93		6434-00/60
5.02.18	C	Google SVCSAPPS	2638	Google Account bill	46.66		8810-00/70
5.02.18	D	North Lake Tahoe VIC	5941	Return of extra merchandise from sponsorship tables	(51.35)		6434-00/60
5.03.18	E	Dollar Tree Ecommerce	6210	Floral décor for VIC	68.02		5520-00/42
5.08.18	F	Adobe Acrobat	4674	Adobe monthly subscription	14.99		8810-00/70
5.09.18	G	Bridgetender	6902	Food for afterwork reception for staff - awards dinner	56.54		6434-00/60
5.09.18	H	Docusign	2181	Software subscription for contracts (events)	260.00		8810-00/11
5.21.18	I	Jason's Grill	10090	Lunch with Joy Doyle and Liz regarding membership and BACC	55.49		8750-00/60
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
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	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		110.09	8700-00-
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES					891.58		
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						110.09	

Signed By: Cindy Gustafson Approved By: _____ Date: 6/1/18

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
6/1/2018	DNS 6/4/2018 DNS	FSUR	6/14/18



MEMO STATEMENT

BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0108-6903
Statement Date MAY 28, 2018
Total Activity \$901.58

**** 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	\$952.93		\$0.00		\$51.35		\$901.58

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
04-30	04-27	✓55432868118200775409854	INT*IN *NORTH LAKE TAH TAHOE CITY CA Tax ID: 770034661 Mer Ref: AJ1M0Z2L Mer Zip: 96145 Tax: 20.84	308.30
04-30	04-27	✓25247808118004801029312	BRIDGETENDER TAVERN & TAHOE CITY CA Tax ID: 320361127 Mer Zip: 96145	132.93
05-02	05-02	55432868122200401852638	GOOGLE *SVCSAPPS_gotah cc@google.comCA Tran: P0iBRvfK Tax ID: 770493581 Mer Ref: P0iBRvfK Mer Zip: 94043 Product Code: 099 Desc: GOOGLE * Qty: 100.00 Unit: Clk Unit Cost: 46.6600 Disc: N Ext Item Amt: 46.66	46.66
05-02	05-01	✓55432868121200343745941	INT*IN *NORTH LAKE TAH TAHOE CITY CA	51.35 CR
05-03	05-01	✓05436848123000390166210	DOLLAR TREE ECOMM 877-530-8733 VA	68.02
05-08	05-07	55310208127026609944674	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 60994467 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
05-09	05-07	✓25247808128001264326902	BRIDGETENDER TAVERN & TAHOE CITY CA Tax ID: 320361127 Mer Zip: 96145	56.54
05-09	05-08	✓55429508129027735152181	DOCUSIGN 2062190200 WA Tax ID: 912183967 Mer Ref: 73515218 Mer Zip: 98101 Origin Zip: 98101 Dest Ctry: USA	270.00
05-21	05-18	✓55547508139253112010090	JASON'S BEACHSIDE GRIL KINGS BEACH CA Tax ID: 880193789 Mer Zip: 96143	55.49

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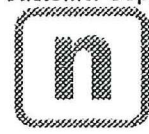
For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0108-6903	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	MAY 28, 2018	Fees	\$0.00
	Credit Limit	Credits	\$51.35
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$901.58
	\$0.00		

A

4/27/2018 9:41 AM
Store: 1

Sales Receipt #32643
Workstation: 1

Customer Copy



Community Awards

north lake tahoe

Chamber | CVB | Resort Association
Tahoe City Visitor Center
PO Box 1757
Tahoe City, CA 96145
GoTahoeNorth.com

Cashier:

Item Name	Qty	Price	Ext Price
GEO NLT Medallion	6	\$39.95	\$239.70 T
GEO NLT Ornament	12	\$19.95	\$239.40 T
		Subtotal:	\$479.10
		40 % Disc:	-\$191.64
Local Sales Tax		7.25 % Tax:	+\$20.84
		RECEIPT TOTAL:	\$308.30

Credit Card: \$308.30 XXXX6903
MASTERCARD Expiry Date: XX/XX
Reference # 9000010816 Auth=075239
Entry: Chip Merchant # ***05964

Signature _____

I agree to pay above amount according to card issuer agreement (merchant agreement if credit voucher).

AID: A0000000041010

Total Sales Discounts: \$191.64

PLEASE RETAIN FOR YOUR RECORDS

We Hope you Enjoy your Stay in North Lake Tahoe!



32643

B

BRIDGETENDER
TAVERN & GRILL
65 W Lake Blvd
Tahoe City, CA 96145
530-533-3342

Server: Nicki
01:39 PM
P1/1

DOB: 04/27/2018
04/27/2018
2/20081

SALE

Mastercard 2097178
Card #XXXXXX:XXXXXX6903
Magnetic card present: GUSTAFSON CINDY
Card Entry Method: S

Approval: C40806

Amount: \$ 110.93
+ Tip: 22-
= Total: 132.93

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

X _____

Thank you!
Please join us again
soon ..

BRIDGETENDER
TAVERN & GRILL
Thank you!
Please join us again
soon ..

Bunch for
Customer Copy
Team: Cindy, Amber
Kym, Daphne, Dawn, Ron
Chris

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

Server: Nicki
P1/1
04/27/2018
1:39 PM
Guests: 1
Reprint #: 1
20081

Area: Restaurant
Day Part: Lunch

Hawaiian Teriyaki Burger	13.49
\$ADD Greens	
Swiss Burger	13.49
\$ADD Waffle Fries	
Cheeseburger	8.99
Ahi Tacos (2 @13.99)	27.98
Arnold Palmer (16oz) (4 @3.50)	14.00
Iced Tea (16oz)	3.50
Asian Lettuce Wraps	10.99
Veggie Burrito	10.99

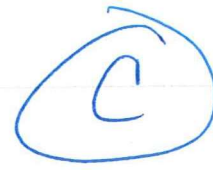
Subtotal 103.43
Tax 7.50

Total 110.93

Mastercard #XXXXXXXXXXXX6903 110.93
Tip 22.00
Total 132.93
Auth:040806

Thank you!
Please join us again
soon ..

--- Check Closed ---



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



(D)

4/30/2018 2:17 PM
Store: 1

Sales Receipt #32694
Workstation: 1

Customer Copy



north lake tahoe

Chamber / CVD / Resort Association

Tahoe City Visitor Center

PO Box 1757
Tahoe City, CA 96145
GoTahoeNorth.com

Cashier:

Item Name	Qty	Price	Ext Price
GEO NLT Ornament	-4	\$19.95	(\$79.80) T
		Subtotal:	(\$79.80)
		40 % Disc:	-\$31.92
Local Sales Tax		7.25 % Tax:	+\$3.47
RECEIPT TOTAL:			(\$51.35)

Amount Tendered: \$0.00

Change Given: \$51.35

Credit Card: (\$51.35) XXXX6903
MASTERCARD Expiry Date: XX/XX
Reference # 9000010835 Auth=**
Entry: Chip Merchant # **05964

Signature _____

I agree to pay above amount according to card issuer agreement (merchant agreement if credit voucher).

AID: A0000000041010

PLEASE RETAIN FOR YOUR RECORDS

We Hope you Enjoy your Stay in North Lake Tahoe!



32694

E

VIC Spring decor
Thank you!
Key

Keep Shopping

Cart

Order Details

Need to repeat this order? Click "Repeat Order" to review the order and get started.

REPEAT ORDER

Order Number: EC4242242 placed on 04/27/2018 [Printable Receipt](#) **Order Summary**

For In-Store Pick-Up

- Once your order has been placed, you will receive a series of e-mails tracking the status of your order. You will receive an Order Store Receipt Confirmation e-mail when your order is ready to be picked up at the store.
- Bring your Order Store Receipt Confirmation e-mail and a state-issued photo ID or driver's license with you to the store when picking up your order.

Items in Your Cart: \$54.00
 Shipping: \$8.83
 Tax: \$5.19
 Order Total: \$68.02

Billing & Payment

Billing Address Cindy Gustafson
 PO Box 1757
 Tahoe City, CA 96145-1757
 (530)448-3669
 kym.fabel@gmail.com

Payment Method MasterCard: xxxxxxxxxxxx6903

Items Purchased

Item Description	Qty	Pick-Up or Delivery	Total Price
 Metallic Flower Garden Pinwheels, 10-in. Dia. SKU #: 987501 54 units per case	1 case	UPS Ground Delivery to: Kym Fabel 1190 Wakefield Trl Reno, NV 89523-9717 Estimated Arrival : TBD	\$54.00

In-Store Estimated Pick-Up dates are valid for orders placed before 9:30 p.m. ET.

If your order is placed after 9:30 p.m. ET, the Estimated Pick-Up date noted on your Order Confirmation email is not guaranteed and could vary. Once your order has been shipped, your Shipment Confirmation email will include the confirmed Estimated Pick-Up date.

Terms and Conditions of Use for Online Orders

- Shipping charges may apply.
- Handling fees may apply. If you have purchased individual units of a product, a handling fee will be applied to each unit.
- Your credit/debit card will be charged once your order ships. When you place your order, we will put a Pending Authorization on your credit/debit card account for the entire amount of your order. A Pending Authorization means your card issuer will hold the funds pending shipment of your order. This will show up as a "Pending Transaction" on your account. Once we've shipped your order, your credit/debit card will actually be charged. If your order is being shipped from multiple locations, you may see separate charges on your account for each shipment.
- If you have purchased products in full case quantities, please note that some cases come in assortments of styles and colors which cannot be altered. See the item's description on our website.
- So that we may continue to provide you extreme value, we do not offer refunds and consider all sales final.

If you are purchasing the product(s) for resale, you understand and agree that it is your responsibility not to alter or remove any labeling of restrictions or requirements that may be shown on the product(s) and to warn your customers in the event of any future product safety issues or recalls.

We reserve the right, in our sole discretion, to cancel any order or limit order quantity. We may request additional qualifying information prior to accepting or processing your order. In verifying your method of payment, shipping address and other information available to us, we may decide to cancel or otherwise reduce the quantity of your order. In such case, we will use our best efforts to notify you by email. If your credit or debit card has been charged, we will process any refund that may be due to you.

Order Summary

Items in Your Cart: \$54.00
 Shipping: \$8.83
 Tax: \$5.19
 Order Total: \$68.02

INVOICE

F



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: 902634830
Invoice Date: MAY-06-18
Payment Terms: Credit Card
Due Date: MAY-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:

F



Staff Outing Food

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

Servant: ALL	05/27/2008
GUSTAFSON GINDY	
Guests: 1	20067
Reprint #: 1	
Area: Restaurant	
Day Part: Lunch	
Nachos	11.99
Chips & Avocado Salsa (2 @5.49)	10.98
Beer Battered Zucchini (2 @10.49)	20.98
Subtotal	43.95
Tax	3.19
Total	47.14
Mastercard #XXXXXXXXXX6903	
Auth:009967	
Balance Due	0.00

Thank you!
Please join us again
soon ..

Tip = \$9.40
\$56.54

All Staff: Awards
Dinner Re-Cap





Thank you for Choosing DocuSign

Your order is complete.

Order Details

Selected Plan

Standard

with 1 users, billed annually with automatic renewal

Total: \$270.00

Paid with: Mastercard ending 6903

Purchase Date: 5/7/18 1:22 PM

[Print Your Purchase Confirmation](#)

Account Information

Name: Cindy Gustafson

Address: Cindy Gustafson
P.O. Box 1757
Tahoe City, California,
96145
United States

Email: Cindy@GoTahoeNorth.com

Account ID: 26930101

Important Information about your DocuSign Subscription

How easy was it for you to purchase DocuSign?



Very difficult

1

2

3

4

5

6

7

Very easy

I

JASON'S
8338 N. LAKE BLVD
KINGS BEACH CA 96143

CHECK #: 4059
Date: May 18, 2018 Time: 12:21pm
Server: Matt K Table# 5
Guests: 3

1-ARNIE PALMER 3.50
1-CHICKEN SANDWICH 14.95
1-CHICKEN SKEWERS 11.95
1-TOGO SALAD BAR 12.95

Sub Total: 43.35
Sales Tax: 3.14

Balance: 46.49

THANK YOU

** Customer Copy **

Jason's
8338 North Lake Blvd
Kings Beach, CA 96143
530 546 3315

Friday, May 18, 2018 12:22:18 PM

Type: M/C Chk: 4059
Acct #: 6903 XX/XX Batch #: 112
Auth #: 035548 Seq: 9 Table: 5
Serv #: Matt K

Sale: \$ 46.49
+Tip 9.00
Total 55.49

THANK YOU

15% of sale: \$6.97 = \$53.46
18% of sale: \$8.37 = \$54.86
20% of sale: \$9.30 = \$55.79
Jof
Lizel
Counsel
BAC
strategic
planning

I