



PO Box 884 – Tahoe City, CA 96145 Ph. - (530) 581.8700 Fx. – (530) 581.1686

FINANCE COMMITTEE

Thursday, February 23, 2017 3:30 – 4:30 pm.

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Erin Casey, Ramona Cruz, David Brown, Mike Salmon via telephone

COMMITTEE MEMBERS NOT PRESENT: Christy Beck, Monty Waugh, Eric Pilcher

RESORT ASSOCIATION STAFF: Al Priester, Sandy Evans Hall, Lauren Sully

OTHERS IN ATTENDANCE: None

A. Call to Order – Establish Quorum:

- The meeting was called to order at 3:10pm by Ramona Cruz and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (Erin Casey/Ramona Cruz) (3-0-0) Motion to Approve Agenda/Amendments.

D. Approval of Finance Committee Meeting Minutes for December 22, 2016.

M/S/C (Ramona Cruz/Mike Salmon) (3-0-1) Motion to Approve the December 22, 2016 Finance Committee Minutes.

E. REVIEW ACTION ITEMS:

Action Item 4: QuickBooks A/R customer and A/P vendor reconciliation.

- Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTRC for A/R. However, A/P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get A/P and A/R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.
- 11/29/16 Meeting: Cleaning up QuickBooks – continuing to make adjustments.
- 12/22/16 Meeting: Continuous and most likely not be completed for numerous months. Balances in vendors and customers accounts that do not effect financials. This is a low priority and will be updated as we make progress.

Action Item 9: Al to confirm Administration allocation for 2016-2017.

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.
- 11/29/16 Meeting: Ongoing as we negotiate the 17/18 Contract. Something to continue to talk about. Keep this item on here.
- 12/22/16 Meeting: Ongoing.

Action Item 9: From 10/27/16 Finance Committee Meeting, Memo of Management's Position on Accounting Policies.

- 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.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.

Action Item 15: Prior month income and current month income does not equal change in Balance Sheet Equity.

- 11/29/16 Meeting - Discussion: Print closing date exceptions – anything that has happened after the month has been closed.
- 12/22/16 Meeting: Al did do some work on this and found the ability in QuickBooks to print closing date exceptions, which lists every entry made after the closing date. Add to closing process.

Action Item 16: Audited Marketing Reserve of \$316,000 different from Financials \$304,000.

- 11/29/16 Meeting - Discussion: \$316,000 on audit adjustments is different from the \$304,000 on the financial statements. About a \$12,000 difference.
- 12/22/16 Meeting: Financials and audit are in agreement. AI to call Daniel to review this and also discuss the allowance for doubtful account so we can get this removed.

Action Item 17: Re-budget decrease in Marketing Reserve of \$12,371

- 11/29/16 Meeting - Discussion: Record keeping on their part. They considered it a deposit and we expensed it. Difference between what was incurred and deposited resulted in a refund check. In regards to Iron Man. It crossed over fiscal years. Erin said I think it would be paid back to the County. It would have been part of marketing TOT funds that we received for events.
- 12/22/16 Meeting: Has been done. Erin working on the contract side of it for the County which will go to the Board of Directors at the meeting on January 4th, 2017.

Action Item 19: Include Full Annual Budget. In Budget vs Actual Reports.

- 11/29/16 Meeting - Discussion: Memo summarizing re-budgeting marketing reserve. \$12,000. Identify reduction in marketing reserve to be utilized for 16/17 by NLTRA. Take a look when we reforecast.
- 12/22/16 Meeting: Looking to have it in December's Financials.

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.

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

Action Item 22: To include a staff report and an item in the staff report on a continuous basis stating the variance between professional fees and salaries and wages, and that they should be looked at together.

F. Discussion concerning December 2016 and January 2017 Income Statements and status of Balance Sheets. See Staff Report.

- Discussion:
 - Everything was backed up to Google drive. With our new server – everything was transferred except the Q drive (where QB was stored). IT deleted QB files to make room and did not validate if it was backed up.
 - Completed five bank recs, could not produce balance sheets because month end procedures have not been completed.
 - Currently looking for new consultant, but have not found one yet.
 - Carbonate is in place now and backs up QB regularly.
 - Looking at each month over the next two week period and we will provide comparatives. Look at YTD and compare budget vs actual and compare to last year's actuals.

ACTION for AI: High-level staff report. Provide brief write up of where we are YTD. Comparison and budget vs. actual compared to last year's actuals to the board meeting next week

G. Supplemental Information

- December 2016 Dashboard Report
- January 2017 Dashboard Report
 - Discussion:

H. Approval of CEO Expenses

M/S/C (Mike Salmon/ Ramona Cruz) (3-0-0) Motion to Approve CEO Expenses for December 2016.

M/S/C (Ramona Cruz/ Mike Salmon) (3-0-0) Motion to Approve CEO Expenses for January 2017.

I. Committee Member Comments

- Daniel Vick promoted – Daniel will train Chad Fenster and he will be sitting in on some meetings remotely.
- Next month start talking about budget process – scope of work.

J. Adjourn

- Finance Committee Meeting was adjourned at 4:05 pm.

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2016

03/28/17

Accrual Basis

	Dec 31, 16	Dec 31, 15	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1001-00 · Petty Cash	889.55	519.68	369.87
1003-00 · Cash - Operations BOTW #6712	514,441.77	525,626.85	-11,185.08
1007-00 · Cash - Payroll BOTW #7421	7,838.72	758.42	7,080.30
1008-00 · Marketing Reserve - Plumas	50,055.92	0.00	50,055.92
1009-00 · Cash Flow Reserve - Plumas	100,149.15	0.00	100,149.15
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,725.40	-143.84
1080-00 · Special Events BOTW #1626	96,852.85	2,697.04	94,155.81
10950 · Cash in Drawer	1,731.01	251.43	1,479.58
Total Checking/Savings	801,540.53	559,578.82	241,961.71
Accounts Receivable			
1200-00 · Quickbooks Accounts Receivable	23,148.81	125,666.75	-102,517.94
1290-00 · A/R - TOT	0.00	8.00	-8.00
Total Accounts Receivable	23,148.81	125,674.75	-102,525.94
Other Current Assets			
1200-99 · AR Other	1,614.30	0.00	1,614.30
12000 · Undeposited Funds	948.93	1,997.15	-1,048.22
1201-00 · WebLink Accounts Receivable	-8,001.00	37,855.00	-45,856.00
1201-02 · Allowance for Doubtful Accounts	8,336.25	0.00	8,336.25
12100 · Inventory Asset	30,341.13	25,774.31	4,566.82
1298 · Receivable from Employees	0.00	42.31	-42.31
1299 · Receivable from NLTMC	40,528.20	56,676.26	-16,148.06
1490-00 · Security Deposits	50.00	0.00	50.00
Total Other Current Assets	73,817.81	122,345.03	-48,527.22
Total Current Assets	898,507.15	807,598.60	90,908.55
Fixed Assets			
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-67,261.85	-1,506.10
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00
1741-00 · Accum. Depr. - Computer Equip	-42,621.74	-41,279.33	-1,342.41
1750-00 · Computer Software	39,240.06	33,874.01	5,366.05
1751-00 · Accum. Amort. - Software	-34,373.21	-33,178.60	-1,194.61
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00
1771-00 · Accum. Amort - Leasehold Impr	-24,167.39	-24,075.83	-91.56
Total Fixed Assets	6,127.71	4,896.34	1,231.37
Other Assets			
1400-00 · Prepaid Expenses			
1401-00 · Recruitment Fees	0.00	12,000.00	-12,000.00
1410-00 · Prepaid Insurance	1,057.66	7,914.32	-6,856.66
1430-00 · Prepaid 1st Class Postage	1,000.00	6,300.58	-5,300.58
1400-00 · Prepaid Expenses - Other	9,416.51	22,813.05	-13,396.54
Total 1400-00 · Prepaid Expenses	11,474.17	49,027.95	-37,553.78
Total Other Assets	11,474.17	49,027.95	-37,553.78
TOTAL ASSETS	916,109.03	861,522.89	54,586.14
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000-00 · Accounts Payable	34,308.72	119,234.96	-84,926.24
Total Accounts Payable	34,308.72	119,234.96	-84,926.24
Credit Cards			
2080-00 · Bank of the West - Master Cards			
2080-01 · MC_5901_Hall	472.58	503.63	-31.05
2080-02 · MC_8366_Jason	0.00	2,045.53	-2,045.53
2080-03 · MC_5950_Judy	0.00	471.49	-471.49

North Lake Tahoe Resort Association

Balance Sheet

As of December 31, 2016

03/28/17

Accrual Basis

	Dec 31, 16	Dec 31, 15	\$ Change
2080-04 · MC_5968_Ronald	0.00	45.00	-45.00
2080-05 · MC_5976_Greg	0.00	360.71	-360.71
2080-06 · MC_0375_Emily	1,502.61	330.33	1,172.28
2080-07 · MC_6850_Ginger	0.00	1,295.53	-1,295.53
2080-08 · MC_5755_John	363.08	7,682.45	-7,319.37
2080-09 · MC_0319_Sarah	0.00	4,911.66	-4,911.66
2080-10 · MC_9495_AI	5,447.75	0.00	5,447.75
Total 2080-00 · Bank of the West - Master Cards	7,786.02	17,646.33	-9,860.31
Total Credit Cards	7,786.02	17,646.33	-9,860.31
Other Current Liabilities			
21000 · Salaries/Wages/Payroll Liabilit			
2101-00 · Incentive Payable	1,522.20	36,218.90	-34,696.70
2102-00 · Commissions Payable	8,404.31	5,850.52	2,553.79
2100-00 · Salaries / Wages Payable	35,719.15	26,345.00	9,374.15
2120-00 · Empl. Federal Tax Payable	2,888.75	0.00	2,888.75
2175-00 · 401 (k) Plan	1,104.44	0.00	1,104.44
2180-00 · Estimated PTO Liability	60,648.50	56,488.29	4,160.21
24100 · Wage Garnishment Payable	0.00	789.53	-789.53
Total 21000 · Salaries/Wages/Payroll Liabilit	110,287.35	125,692.24	-15,404.89
2190-00 · Sales and Use Tax Payable			
25500 · *Sales Tax Payable	1,247.59	1,014.87	232.72
Total 2190-00 · Sales and Use Tax Payable	1,247.59	1,014.87	232.72
2250-00 · Accrued Expenses	0.31	12,500.00	-12,499.69
2400-60 · Deferred Revenue- Member Dues	31,665.00	29,060.00	2,605.00
2650-00 · Deferred Rev - Events	0.00	-1,889.70	1,889.70
2651-00 · Deferred Rev - Conference	4,950.00	-1,100.10	6,050.10
2800-00 · Suspense	-48.96	0.00	-48.96
Total Other Current Liabilities	148,101.29	165,277.31	-17,176.02
Total Current Liabilities	190,196.03	302,158.60	-111,962.57
Total Liabilities	190,196.03	302,158.60	-111,962.57
Equity			
32000 · Unrestricted Net Assets	22,635.91	246,858.21	-224,222.30
3300-11 · Designated Marketing Reserve	254,324.57	316,694.00	-62,369.43
3301 · Cash Flow Reserve	100,100.92	0.00	100,100.92
3302 · Marketing Cash Reserve	50,037.83	0.00	50,037.83
Net Income	298,813.77	-4,187.92	303,001.69
Total Equity	725,913.00	559,364.29	166,548.71
TOTAL LIABILITIES & EQUITY	916,109.03	861,522.89	54,586.14

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
968 Park Hotel	0.00	0.00	0.00	0.00	550.00	550.00
Best Western Plus Truckee - Tahoe	0.00	0.00	0.00	0.00	341.55	341.55
DSC (Destination Services Corporation)	0.00	0.00	0.00	550.00	0.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	550.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	90.80	90.80
Northstar California	0.00	0.00	0.00	0.00	2,833.83	2,833.83
Resort at Squaw Creek*	6,902.70	0.00	4,860.85	0.00	0.00	11,763.55
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	1,919.27	1,919.27
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	639.50	639.50
Tahoma Lodge	0.00	0.00	0.00	0.00	200.00	200.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	550.00	550.00
The Ridge Tahoe	0.00	0.00	0.00	0.00	550.00	550.00
The Ritz-Carlton	0.00	0.00	1,278.65	0.00	0.00	1,278.65
The Village at Squaw Valley	0.00	0.00	0.00	229.70	914.22	1,143.92
TOTAL	6,902.70	0.00	6,139.50	779.70	9,326.91	23,148.81

Accounts Receivable Summary

Invoices With Apply Dates Through December 31, 2016
 Aged as of Saturday, December 31, 2016

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	0.00	0.00	85.00	85.00
Dues		0.00	2,405.00	3,015.00	0.00	650.00	1,605.00	7,675.00
Email Blast		0.00	0.00	0.00	0.00	75.00	0.00	75.00
Total Open Invoices		0.00	2,405.00	3,015.00	0.00	725.00	1,690.00	7,835.00

Unapplied Payments With Payment Dates Prior to and Including 12/31/2016

5.00

Pre-Payments: Payments Made Prior to 12/31/2016 on Invoices With Apply Dates After 12/31/2016

Dues

14,705.00

Total Pre-Payments

14,705.00

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

-6,875.00

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Airport Self Storage	248.00	0.00	0.00	0.00	0.00	248.00
Al Priester	19.98	0.00	0.00	16.99	0.00	36.97
Alpine Stone Works	275.00	0.00	0.00	0.00	0.00	275.00
Anne-Karin Atwood*	175.00	0.00	25.00	0.00	0.00	200.00
Annie's Cleaning Service	675.00	0.00	0.00	0.00	0.00	675.00
AT & T*	373.41	0.00	0.00	0.00	0.00	373.41
Atomic Printing, Inc.	0.00	0.00	118.25	0.00	0.00	118.25
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Barcelona Nor Cal Soccer Club	0.00	3,000.00	0.00	0.00	0.00	3,000.00
Bob Sweigert*	0.00	100.00	0.00	0.00	0.00	100.00
Cintas Corporation #623	202.52	0.00	0.00	0.00	0.00	202.52
CoPower	0.00	-40.20	0.00	0.00	0.00	-40.20
Crystal Range Associates	206.03	0.00	0.00	0.00	0.00	206.03
Dawn Baffone*	63.77	0.00	0.00	0.00	0.00	63.77
Emily Detwiler*	150.97	0.00	0.00	0.00	0.00	150.97
FedEx	98.42	0.00	0.00	0.00	0.00	98.42
FP Mailing Solutions	154.80	0.00	0.00	0.00	0.00	154.80
Geo-Tourism Specialties	1,468.06	0.00	0.00	0.00	0.00	1,468.06
Houston Magnani & Assoc, Inc.	0.00	750.00	0.00	0.00	0.00	750.00
John Thompson*	49.14	0.00	71.28	0.00	0.00	120.42
Kahn Investment Company	0.00	-11,736.36	0.00	0.00	0.00	-11,736.36
Kaplowe Studios, LLC.	0.00	198.00	0.00	99.00	0.00	297.00
Kym Fabel	33.64	0.00	0.00	0.00	0.00	33.64
Lauren Sully	25.00	0.00	25.00	0.00	0.00	50.00
Liberty Utilities*	0.00	657.22	0.00	0.00	0.00	657.22
McClintock Accountancy	0.00	88.00	0.00	0.00	0.00	88.00
Moonshine Ink*, LLC	270.00	324.00	0.00	0.00	0.00	594.00
Natalie Parrish*	156.79	0.00	0.00	0.00	0.00	156.79
North Lake Tahoe Marketing Co-op	0.00	2,195.00	0.00	0.00	0.00	2,195.00
Principal Financial Group	0.00	-211.52	-368.39	-95.29	-226.58	-901.78
Print Art/Sierra Mail*	0.00	1,144.88	0.00	0.00	0.00	1,144.88
RB Technologies	0.00	480.00	0.00	0.00	0.00	480.00
Ricoh USA	1,159.88	1,442.59	1,110.80	0.00	0.00	3,713.27
Rock & Rose Inc.	0.00	343.75	0.00	0.00	0.00	343.75
Ron Treabess	76.80	0.00	59.52	0.00	0.00	136.32
Russ Viehmann Electric	895.60	0.00	0.00	0.00	0.00	895.60
Sandy Evans Hall*	0.00	25.00	25.00	25.00	0.00	75.00
Sarah Winters	175.00	0.00	25.00	0.00	0.00	200.00
Scott Yorkey	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Seventh Wave Productions*	84.33	0.00	0.00	0.00	0.00	84.33
Southwest Gas Corporation*	198.70	0.00	0.00	0.00	0.00	198.70
Spectrum	0.00	-4.42	0.00	0.00	0.00	-4.42
Sprint	72.50	0.00	0.00	0.00	0.00	72.50
Stephen's Farmhouse	47.12	0.00	0.00	0.00	0.00	47.12
Stitches Creation Inc	4,571.94	0.00	0.00	0.00	0.00	4,571.94
Sue Gross	0.00	20.00	0.00	0.00	0.00	20.00
Swigard's True Value Hardware, Inc.*	0.00	76.34	85.98	0.00	0.00	162.32
Tahoe Basics	0.00	321.00	0.00	0.00	0.00	321.00
Tahoe House, Inc.*	0.00	88.15	0.00	0.00	0.00	88.15
Tahoe Tech Group, Inc.	0.00	380.00	0.00	0.00	0.00	380.00
Tahoe Truckee Community Foundation*	1,000.00	0.00	0.00	0.00	0.00	1,000.00
Tahoe Truckee Sierra Disposal*	0.00	64.43	0.00	0.00	0.00	64.43
Tahoe Weekly	330.00	150.00	0.00	0.00	0.00	480.00
The Store...Copies and More	0.00	36.43	8.49	0.00	310.51	355.43
Truckee Donner Chamber of Commerce*	4,952.29	0.00	0.00	0.00	0.00	4,952.29
Vail Resorts	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Wholesale Resort Accessories, Inc.	143.00	0.00	0.00	0.00	0.00	143.00
Wolfdale's Cuisine Unique*	288.00	0.00	0.00	0.00	0.00	288.00
YIG Administration	0.00	-110.39	-8.49	0.00	-33.96	-152.84
TOTAL	28,640.69	4,781.90	1,177.44	45.70	-337.01	34,308.72

Profit & Loss

December 2016

	Dec 16	Dec 15	\$ Change
Ordinary Income/Expense			
Income			
4205-00 · Conference Dues	825.00	0.00	825.00
4050-00 · County of Placer TOT Funding	314,665.00	271,350.00	43,315.00
4200-00 · Membership Dues	11,295.42	8,710.00	2,585.42
4250-00 · Revenues-Membership Activities			
4251-00 · Revenue-Tue AM Breakfast Club	899.42	1,110.00	-210.58
4250-00 · Revenues-Membership Activities - Other	355.00	1,420.00	-1,065.00
Total 4250-00 · Revenues-Membership Activities	1,254.42	2,530.00	-1,275.58
4502-00 · Non-Retail VIC income	0.00	-90.90	90.90
4600-00 · Commissions			
4601-00 · Commissions - South Shore	0.00	537.00	-537.00
4600-00 · Commissions - Other	4,347.67	0.00	4,347.67
Total 4600-00 · Commissions	4,347.67	537.00	3,810.67
46000 · Merchandise Sales	7,010.16	4,660.19	2,349.97
Total Income	339,397.67	287,696.29	51,701.38
Gross Profit	339,397.67	287,696.29	51,701.38
Expense			
5850-00 · Artist of Month - Commissions	143.66	0.00	143.66
5000-00 · Salaries & Wages			
5010-00 · Sales Commissions	15,991.02	-369.60	16,360.62
5020-00 · P/R - Tax Expense	6,963.65	5,003.00	1,960.65
5030-00 · P/R - Health Insurance Expense	7,775.44	4,199.45	3,575.99
5040-00 · P/R - Workmans Comp	-2,373.50	888.75	-3,262.25
5060-00 · 401 (k)	3,133.38	2,503.24	630.14
5070-00 · Other Benefits and Expenses	552.57	610.39	-57.82
5000-00 · Salaries & Wages - Other	79,057.09	73,965.99	5,091.10
Total 5000-00 · Salaries & Wages	111,099.65	86,801.22	24,298.43
5100-00 · Rent			
5110-00 · Utilities	1,081.69	1,131.13	-49.44
5140-00 · Repairs & Maintenance	1,572.68	453.19	1,119.49
5150-00 · Office - Cleaning	675.00	550.00	125.00
5100-00 · Rent - Other	12,294.36	11,421.39	872.97
Total 5100-00 · Rent	15,623.73	13,555.71	2,068.02
5310-00 · Telephone			
5320-00 · Telephone	2,369.96	2,190.25	179.71
5350-00 · Internet	224.85	0.00	224.85
Total 5310-00 · Telephone	2,594.81	2,190.25	404.56
5420-00 · Mail - USPS			
5470-00 · Mail - UPS	0.00	5.75	-5.75
5480-00 · Mail - Fed Ex	98.42	0.00	98.42
Total 5420-00 · Mail - USPS	98.42	5.75	92.67
5510-00 · Insurance/Bonding	744.12	618.30	125.82
5520-00 · Supplies			
5525-00 · Supplies- Computer <\$1000	0.00	-517.34	517.34
5520-00 · Supplies - Other	1,314.21	1,839.12	-524.91
Total 5520-00 · Supplies	1,314.21	1,321.78	-7.57
5610-00 · Depreciation	115.07	518.80	-403.73
5700-00 · Equipment Support & Maintenance	891.00	1,391.00	-500.00
5710-00 · Taxes, Licenses & Fees	531.67	600.35	-68.68
5740-00 · Equipment Rental/Leasing	1,314.68	1,221.47	93.21
5800-00 · Training Seminars	1,000.00	595.00	405.00
5900-00 · Professional Fees			
5920-00 · Professional Fees - Accountant	0.00	8,492.37	-8,492.37
Total 5900-00 · Professional Fees	0.00	8,492.37	-8,492.37
5941-00 · Research & Planning	750.00	1,005.80	-255.80

North Lake Tahoe Resort Association
Profit & Loss
December 2016

	Dec 16	Dec 15	\$ Change
6020-00 · Programs			
6015-00 · Cross Country	4,000.00	0.00	4,000.00
6016-00 · Community Marketing Programs	27,500.00	2,110.67	25,389.33
Total 6020-00 · Programs	31,500.00	2,110.67	29,389.33
6023-00 · Autumn Food & Wine	5,000.00	0.00	5,000.00
6420-00 · Sponsorship			
6422-00 · IronMan Lake Tahoe	0.00	-3,497.47	3,497.47
Total 6420-00 · Sponsorship	0.00	-3,497.47	3,497.47
6423-00 · Membership Activities			
6437-00 · Tuesday Morning Breakfast Club	742.50	705.00	37.50
6432-00 · Membership - Newsletter	0.00	500.00	-500.00
6441-00 · Membership - Miscellaneous Exp	0.00	15.15	-15.15
6423-00 · Membership Activities - Other	276.69	1,664.58	-1,387.89
Total 6423-00 · Membership Activities	1,019.19	2,884.73	-1,865.54
6730-00 · Marketing Cooperative/Media	177,100.00	191,800.00	-14,700.00
6742-00 · Non-NLT Co-Op Marketing Program	412.69	356.90	55.79
6743-00 · BACC Marketing Programs			
6743-01 · Shop Local	2,393.88	-455.00	2,848.88
6743-03 · Touch Lake Tahoe	6,666.66	20,000.00	-13,333.34
Total 6743-00 · BACC Marketing Programs	9,060.54	19,545.00	-10,484.46
8100-00 · Cost of Goods Sold			
51100 · Freight and Shipping Costs	79.93	80.06	-0.13
59900 · POS Inventory Adjustments	54.50	221.70	-167.20
8100-00 · Cost of Goods Sold - Other	4,045.29	2,359.26	1,686.03
Total 8100-00 · Cost of Goods Sold	4,179.72	2,661.02	1,518.70
8200-00 · Associate Relations	854.53	1,030.41	-175.88
8300-00 · Board Functions	244.90	138.00	106.90
8500-00 · Credit Card Fees	465.74	674.27	-208.53
8700-00 · Automobile Expenses	261.07	535.28	-274.21
8750-00 · Meals/Meetings	553.70	859.25	-305.55
8810-00 · Dues & Subscriptions	383.86	1,214.83	-830.97
8910-00 · Travel	0.00	-25.00	25.00
8920-00 · Bad Debt	772.50	0.00	772.50
Total Expense	368,029.46	338,605.69	29,423.77
Net Ordinary Income	-28,631.79	-50,909.40	22,277.61
Net Income	-28,631.79	-50,909.40	22,277.61

North Lake Tahoe Resort Association

Balance Sheet

As of January 31, 2017

03/28/17

Accrual Basis

	Jan 31, 17	Jan 31, 16	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1001-00 · Petty Cash	889.55	744.68	144.87
1003-00 · Cash - Operations BOTW #6712	711,998.96	776,590.94	-64,591.98
1007-00 · Cash - Payroll BOTW #7421	2,539.73	2,340.98	198.75
1008-00 · Marketing Reserve - Plumas	50,062.30	0.00	50,062.30
1009-00 · Cash Flow Reserve - Plumas	100,166.16	0.00	100,166.16
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,725.40	-143.84
1080-00 · Special Events BOTW #1626	95,924.74	2,687.04	93,237.70
10950 · Cash in Drawer	598.21	107.37	490.84
Total Checking/Savings	991,761.21	812,196.41	179,564.80
Accounts Receivable			
1200-00 · Quickbooks Accounts Receivable	17,548.72	-148,121.60	165,670.32
1290-00 · A/R - TOT	0.00	8.00	-8.00
Total Accounts Receivable	17,548.72	-148,113.60	165,662.32
Other Current Assets			
1200-99 · AR Other	1,614.30	1,614.30	0.00
12000 · Undeposited Funds	179.67	1,697.59	-1,517.92
1201-00 · WebLink Accounts Receivable	36,404.00	111,555.00	-75,151.00
1201-02 · Allowance for Doubtful Accounts	-65.75	0.00	-65.75
12100 · Inventory Asset	31,413.25	24,516.73	6,896.52
1298 · Receivable from Employees	0.00	42.31	-42.31
1299 · Receivable from NLTMC	43,585.22	61,604.72	-18,019.50
1490-00 · Security Deposits	50.00	0.00	50.00
Total Other Current Assets	113,180.69	201,030.65	-87,849.96
Total Current Assets	1,122,490.62	865,113.46	257,377.16
Fixed Assets			
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-67,629.89	-1,138.06
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00
1741-00 · Accum. Depr. - Computer Equip	-42,689.03	-41,503.16	-1,185.87
1750-00 · Computer Software	40,080.06	33,874.01	6,206.05
1751-00 · Accum. Amort. - Software	-34,522.27	-33,416.66	-1,105.61
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00
1771-00 · Accum. Amort - Leasehold Impr	-24,184.06	-24,127.24	-56.82
Total Fixed Assets	6,734.69	4,015.00	2,719.69
Other Assets			
1400-00 · Prepaid Expenses			
1401-00 · Recruitment Fees	0.00	10,000.00	-10,000.00
1410-00 · Prepaid Insurance	793.24	6,964.93	-6,171.69
1430-00 · Prepaid 1st Class Postage	1,000.00	6,300.58	-5,300.58
1400-00 · Prepaid Expenses - Other	8,268.80	23,088.05	-14,819.25
Total 1400-00 · Prepaid Expenses	10,062.04	46,353.56	-36,291.52
Total Other Assets	10,062.04	46,353.56	-36,291.52
TOTAL ASSETS	1,139,287.35	915,482.02	223,805.33
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000-00 · Accounts Payable	224,357.09	132,250.78	92,106.31
2001-00 · Credit Card Payable	562.76	0.00	562.76
Total Accounts Payable	224,919.85	132,250.78	92,669.07
Credit Cards			
2080-00 · Bank of the West - Master Cards			
2080-01 · MC_5901_Hall	270.67	1,158.16	-887.49
2080-02 · MC_8366_Jason	0.00	2,194.68	-2,194.68

Balance Sheet

As of January 31, 2017

	Jan 31, 17	Jan 31, 16	\$ Change
2080-03 · MC_5950_Judy	0.00	537.35	-537.35
2080-04 · MC_5968_Ronald	0.00	45.00	-45.00
2080-05 · MC_5976_Greg	0.00	2,074.18	-2,074.18
2080-06 · MC_0375_Emily	1,332.74	565.31	767.43
2080-07 · MC_6850_Ginger	0.00	3,246.80	-3,246.80
2080-08 · MC_5755_John	854.98	8,853.12	-7,998.14
2080-09 · MC_0319_Sarah	0.00	6,793.63	-6,793.63
2080-10 · MC_9495_AI	2,481.63	0.00	2,481.63
Total 2080-00 · Bank of the West - Master Cards	4,940.02	25,468.23	-20,528.21
Total Credit Cards	4,940.02	25,468.23	-20,528.21
Other Current Liabilities			
21000 · Salaries/Wages/Payroll Liabilit			
2101-00 · Incentive Payable	1,522.20	36,218.90	-34,696.70
2102-00 · Commissions Payable	8,404.31	5,850.52	2,553.79
2100-00 · Salaries / Wages Payable	35,719.15	26,345.00	9,374.15
2120-00 · Empl. Federal Tax Payable	2,888.75	0.00	2,888.75
2175-00 · 401 (k) Plan	1,104.44	0.00	1,104.44
2180-00 · Estimated PTO Liability	60,648.50	56,488.29	4,160.21
24100 · Wage Garnishment Payable	0.00	789.53	-789.53
Total 21000 · Salaries/Wages/Payroll Liabilit	110,287.35	125,692.24	-15,404.89
2190-00 · Sales and Use Tax Payable			
25500 · *Sales Tax Payable	1,375.18	1,129.43	245.75
Total 2190-00 · Sales and Use Tax Payable	1,375.18	1,129.43	245.75
2250-00 · Accrued Expenses	0.31	12,500.00	-12,499.69
2400-60 · Deferred Revenue- Member Dues	91,022.08	103,740.00	-12,717.92
2650-00 · Deferred Rev - Events	0.00	-1,889.70	1,889.70
2651-00 · Deferred Rev - Conference	4,125.00	-1,100.10	5,225.10
2800-00 · Suspense	363.04	0.00	363.04
Total Other Current Liabilities	207,172.96	240,071.87	-32,898.91
Total Current Liabilities	437,032.83	397,790.88	39,241.95
Total Liabilities	437,032.83	397,790.88	39,241.95
Equity			
32000 · Unrestricted Net Assets	22,635.91	246,858.21	-224,222.30
3300-11 · Designated Marketing Reserve	254,324.57	316,694.00	-62,369.43
3301 · Cash Flow Reserve	100,117.93	0.00	100,117.93
3302 · Marketing Cash Reserve	50,044.21	0.00	50,044.21
Net Income	275,131.90	-45,861.07	320,992.97
Total Equity	702,254.52	517,691.14	184,563.38
TOTAL LIABILITIES & EQUITY	1,139,287.35	915,482.02	223,805.33

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
968 Park Hotel	0.00	0.00	0.00	0.00	550.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	550.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	90.80	90.80
Northstar California	0.00	0.00	0.00	0.00	2,833.83	2,833.83
Resort at Squaw Creek*	0.00	0.00	6,902.70	0.00	0.00	6,902.70
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	1,919.27	1,919.27
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	639.50	639.50
Tahoma Lodge	0.00	0.00	0.00	0.00	200.00	200.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	550.00	550.00
The Ridge Tahoe	0.00	0.00	0.00	0.00	550.00	550.00
The Ritz-Carlton	0.00	0.00	0.00	1,278.65	0.00	1,278.65
The Village at Squaw Valley	0.00	152.31	0.00	0.00	1,143.92	1,296.23
TOTAL	0.00	152.31	6,902.70	1,278.65	9,215.06	17,548.72

Accounts Receivable Summary

Invoices With Apply Dates Through January 31, 2017
 Aged as of Tuesday, January 31, 2017

<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	85.00	85.00
Dues		0.00	32,355.00	0.00	2,005.00	2,225.00	895.00	37,480.00
Email Blast		0.00	150.00	0.00	0.00	0.00	0.00	150.00
Total Open Invoices		0.00	32,505.00	0.00	2,005.00	2,225.00	980.00	37,715.00

Unapplied Payments With Payment
 Dates Prior to and Including
 01/31/2017

5.00

Pre-Payments: Payments Made Prior to 01/31/2017 on Invoices With Apply Dates After 01/31/2017

Dues

380.00

Total Pre-Payments

380.00

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

37,330.00

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Airport Self Storage	248.00	0.00	0.00	0.00	0.00	248.00
Al Priester	0.00	0.00	19.98	0.00	16.99	36.97
Alpine Stone Works	0.00	275.00	0.00	0.00	0.00	275.00
Amber Burke	328.43	0.00	0.00	0.00	0.00	328.43
Anne-Karin Atwood*	25.00	0.00	0.00	0.00	0.00	25.00
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	373.33	0.00	0.00	0.00	0.00	373.33
Atomic Printing, Inc.	0.00	0.00	0.00	118.25	0.00	118.25
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Cintas Corporation #623	114.40	0.00	0.00	0.00	0.00	114.40
CoPower	0.00	-5.00	-40.20	0.00	0.00	-45.20
Dawn Baffone*	42.01	0.00	0.00	0.00	0.00	42.01
Digital Matrix	0.00	260.00	0.00	0.00	0.00	260.00
Emily Detwiler*	103.69	0.00	0.00	0.00	0.00	103.69
Folkmanis Puppets	502.76	0.00	0.00	0.00	0.00	502.76
FP Mailing Solutions	0.00	154.80	0.00	0.00	0.00	154.80
Geo-Tourism Specialties	0.00	33.36	0.00	0.00	0.00	33.36
Greg Howey*	200.00	0.00	0.00	0.00	0.00	200.00
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kaplowe Studios, LLC.	0.00	0.00	198.00	0.00	99.00	297.00
Kym Fabel	39.98	0.00	0.00	0.00	0.00	39.98
Lauren Sully	159.86	0.00	0.00	25.00	0.00	184.86
Moonshine Ink*, LLC	0.00	270.00	324.00	0.00	0.00	594.00
Mourelatos Lakeshore Resort*	0.00	450.00	0.00	0.00	0.00	450.00
Natalie Parrish*	171.92	0.00	0.00	0.00	0.00	171.92
North Lake Tahoe Marketing Co-op	0.00	177,100.00	2,195.00	0.00	0.00	179,295.00
Porter Simon*	80.00	0.00	0.00	0.00	0.00	80.00
Principal Financial Group	0.00	-211.52	-211.52	-368.39	-321.87	-1,113.30
Print Art/Sierra Mail*	0.00	0.00	1,144.88	0.00	0.00	1,144.88
RB Technologies	0.00	0.00	480.00	0.00	0.00	480.00
Ricoh USA	1,175.31	1,159.88	1,442.59	1,110.80	0.00	4,888.58
Rock & Rose Inc.	0.00	1,682.51	343.75	0.00	0.00	2,026.26
Ron Treabess	51.36	0.00	0.00	0.00	0.00	51.36
RRC Associates LLC	12,300.00	0.00	0.00	0.00	0.00	12,300.00
Sandy Evans Hall*	0.00	0.00	0.00	25.00	25.00	50.00
Sarah Winters	20.00	0.00	0.00	25.00	0.00	45.00
Scott Yorkey	0.00	0.00	5,000.00	0.00	0.00	5,000.00
SDBX Studio LLC, Inc.	0.00	7,846.15	0.00	0.00	0.00	7,846.15
Security Lock and Alarm, Inc.	85.00	0.00	0.00	0.00	0.00	85.00
Seventh Wave Productions*	0.00	84.33	0.00	0.00	0.00	84.33
Sierra Business Council*	0.00	500.00	0.00	0.00	0.00	500.00
Sierra Essentials	476.25	0.00	0.00	0.00	0.00	476.25
Southwest Gas Corporation*	278.77	0.00	0.00	0.00	0.00	278.77
Spectrum	0.00	-10.64	0.00	0.00	0.00	-10.64
Sprint	72.45	0.00	0.00	0.00	0.00	72.45
Stephen's Farmhouse	0.00	47.12	0.00	0.00	0.00	47.12
Tahoe Basics	0.00	0.00	321.00	0.00	0.00	321.00
Tahoe House, Inc.*	0.00	71.20	88.15	0.00	0.00	159.35
Tahoe Tech Group, Inc.	0.00	190.00	0.00	0.00	0.00	190.00
Tahoe Truckee Sierra Disposal*	0.00	64.43	0.00	0.00	0.00	64.43
Tahoe Weekly	0.00	0.00	330.00	0.00	0.00	330.00
The Abbi Agency*, Inc.	3,333.33	0.00	0.00	0.00	0.00	3,333.33
The Store...Copies and More	8.49	486.46	0.00	8.49	310.51	813.95
Verizon Wireless	119.45	0.00	0.00	0.00	0.00	119.45
Wholesale Resort Accessories, Inc.	66.00	143.00	0.00	0.00	0.00	209.00
Wolfdale's Cuisine Unique*	0.00	288.00	0.00	0.00	0.00	288.00
World Chamber Directory	0.00	60.00	0.00	0.00	0.00	60.00
YIG Administration	0.00	0.00	0.00	0.00	-42.45	-42.45
TOTAL	21,700.79	190,939.08	11,635.63	944.15	-299.80	224,919.85

Profit & Loss

January 2017

	Jan 17	Jan 16	\$ Change
Ordinary Income/Expense			
Income			
4205-00 · Conference Dues	825.00	0.00	825.00
4050-00 · County of Placer TOT Funding	314,665.00	271,350.00	43,315.00
4200-00 · Membership Dues	12,057.92	3,410.00	8,647.92
4201-00 · New Member Fees	75.00	150.00	-75.00
4250-00 · Revenues-Membership Activities			
4251-00 · Revenue-Tue AM Breakfast Club	0.00	2,130.00	-2,130.00
4250-00 · Revenues-Membership Activities - Other	1,275.00	130.00	1,145.00
Total 4250-00 · Revenues-Membership Activities	1,275.00	2,260.00	-985.00
4502-00 · Non-Retail VIC income	0.00	-150.00	150.00
4600-00 · Commissions	152.31	1,154.55	-1,002.24
46000 · Merchandise Sales	1,761.17	1,526.14	235.03
Total Income	330,811.40	279,700.69	51,110.71
Cost of Goods Sold			
52900 · Purchases - Resale Items	54.00	0.00	54.00
Total COGS	54.00	0.00	54.00
Gross Profit	330,757.40	279,700.69	51,056.71
Expense			
5000-00 · Salaries & Wages			
5020-00 · P/R - Tax Expense	13,282.06	12,210.94	1,071.12
5030-00 · P/R - Health Insurance Expense	13,586.81	7,649.69	5,937.12
5040-00 · P/R - Workmans Comp	976.50	888.75	87.75
5060-00 · 401 (k)	2,626.23	2,723.04	-96.81
5070-00 · Other Benefits and Expenses	739.75	435.39	304.36
5000-00 · Salaries & Wages - Other	78,193.22	73,311.49	4,881.73
Total 5000-00 · Salaries & Wages	109,404.57	97,219.30	12,185.27
5100-00 · Rent			
5110-00 · Utilities	1,454.19	1,169.82	284.37
5140-00 · Repairs & Maintenance	2,015.84	1,458.45	557.39
5150-00 · Office - Cleaning	550.00	1,225.00	-675.00
5100-00 · Rent - Other	12,294.36	11,646.39	647.97
Total 5100-00 · Rent	16,314.39	15,499.66	814.73
5310-00 · Telephone			
5320-00 · Telephone	2,386.10	2,471.89	-85.79
Total 5310-00 · Telephone	2,386.10	2,471.89	-85.79
5420-00 · Mail - USPS			
5480-00 · Mail - Fed Ex	72.07	134.66	-62.59
5420-00 · Mail - USPS - Other	6.65	0.00	6.65
Total 5420-00 · Mail - USPS	78.72	134.66	-55.94
5510-00 · Insurance/Bonding	744.12	576.64	167.48
5520-00 · Supplies	658.08	410.18	247.90
5610-00 · Depreciation	233.02	881.34	-648.32
5700-00 · Equipment Support & Maintenance	849.99	459.00	390.99
5710-00 · Taxes, Licenses & Fees	737.13	923.27	-186.14
5740-00 · Equipment Rental/Leasing	1,204.40	1,286.46	-82.06
5800-00 · Training Seminars	0.00	1,515.48	-1,515.48
5900-00 · Professional Fees			
5910-00 · Professional Fees - Attorneys	80.00	0.00	80.00
5920-00 · Professional Fees - Accountant	427.00	9,452.32	-9,025.32
5900-00 · Professional Fees - Other	0.00	312.50	-312.50
Total 5900-00 · Professional Fees	507.00	9,764.82	-9,257.82
5941-00 · Research & Planning	13,550.00	1,130.00	12,420.00
6020-00 · Programs			
6016-00 · Community Marketing Programs	4,448.00	825.00	3,623.00

North Lake Tahoe Resort Association

Profit & Loss

January 2017

03/28/17

Accrual Basis

	Jan 17	Jan 16	\$ Change
Total 6020-00 · Programs	4,448.00	825.00	3,623.00
6420-00 · Sponsorship			
6420-01 · WinterWonderGrass_Tahoe	0.00	-400.00	400.00
6421-00 · New Event Development	825.00	0.00	825.00
6427-00 · USA Cycling	0.00	-10,986.46	10,986.46
Total 6420-00 · Sponsorship	825.00	-11,386.46	12,211.46
6423-00 · Membership Activities			
6437-00 · Tuesday Morning Breakfast Club	0.00	624.00	-624.00
6432-00 · Membership - Newsletter	0.00	525.00	-525.00
6434-00 · Community Awards Dinner	0.00	-1,405.00	1,405.00
6443-00 · Membership - Bridal Faire	0.00	550.00	-550.00
6423-00 · Membership Activities - Other	276.69	605.20	-328.51
Total 6423-00 · Membership Activities	276.69	899.20	-622.51
6730-00 · Marketing Cooperative/Media	177,100.00	191,800.00	-14,700.00
6742-00 · Non-NLT Co-Op Marketing Program	8,258.84	0.00	8,258.84
6743-00 · BACC Marketing Programs			
6743-01 · Shop Local	474.67	1,245.00	-770.33
6743-03 · Touch Lake Tahoe	3,333.33	200.00	3,133.33
6743-04 · High Notes	-60.00	0.00	-60.00
Total 6743-00 · BACC Marketing Programs	3,748.00	1,445.00	2,303.00
8100-00 · Cost of Goods Sold			
52500 · Purchase Discounts	0.00	-0.12	0.12
51100 · Freight and Shipping Costs	42.52	4.28	38.24
59900 · POS Inventory Adjustments	-55.76	359.14	-414.90
8100-00 · Cost of Goods Sold - Other	1,036.45	1,313.75	-277.30
Total 8100-00 · Cost of Goods Sold	1,023.21	1,677.05	-653.84
8200-00 · Associate Relations	128.43	0.00	128.43
8300-00 · Board Functions	163.44	948.50	-785.06
8500-00 · Credit Card Fees	455.28	430.56	24.72
8700-00 · Automobile Expenses	276.91	606.30	-329.39
8750-00 · Meals/Meetings	10.00	931.61	-921.61
8810-00 · Dues & Subscriptions	380.95	326.95	54.00
8910-00 · Travel	0.00	597.43	-597.43
8920-00 · Bad Debt	10,677.00	0.00	10,677.00
Total Expense	354,439.27	321,373.84	33,065.43
Net Ordinary Income	-23,681.87	-41,673.15	17,991.28
Net Income	-23,681.87	-41,673.15	17,991.28

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2017

03/28/17

Accrual Basis

	Feb 28, 17	Feb 29, 16	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1001-00 · Petty Cash	889.55	1,041.18	-151.63
1003-00 · Cash - Operations BOTW #6712	433,048.04	1,019,645.92	-586,597.88
1007-00 · Cash - Payroll BOTW #7421	2,748.00	3,559.11	-811.11
1008-00 · Marketing Reserve - Plumas	50,068.06	0.00	50,068.06
1009-00 · Cash Flow Reserve - Plumas	100,181.53	0.00	100,181.53
1071-00 · Payroll Reserves BOTW #8163	29,581.56	23,675.40	5,906.16
1080-00 · Special Events BOTW #1626	92,476.46	2,677.04	89,799.42
10950 · Cash in Drawer	1,118.56	250.32	868.24
Total Checking/Savings	710,111.76	1,050,848.97	-340,737.21
Accounts Receivable			
1200-00 · Quickbooks Accounts Receivable	18,981.17	-180,216.36	199,197.53
1290-00 · A/R - TOT	0.00	8.00	-8.00
Total Accounts Receivable	18,981.17	-180,208.36	199,189.53
Other Current Assets			
1200-99 · AR Other	1,614.30	1,614.30	0.00
12000 · Undeposited Funds	177.07	10,832.89	-10,655.82
1201-00 · WebLink Accounts Receivable	31,155.00	71,985.00	-40,830.00
1201-02 · Allowance for Doubtful Accounts	-792.50	-3,000.00	2,207.50
12100 · Inventory Asset	31,075.95	23,395.84	7,680.11
1298 · Receivable from Employees	0.00	42.31	-42.31
1299 · Receivable from NLTMC	46,913.91	66,533.87	-19,619.96
1490-00 · Security Deposits	50.00	0.00	50.00
Total Other Current Assets	110,193.73	171,404.21	-61,210.48
Total Current Assets	839,286.66	1,042,044.82	-202,758.16
Fixed Assets			
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-67,880.87	-887.08
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00
1741-00 · Accum. Depr. - Computer Equip	-42,756.32	-41,659.70	-1,096.62
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09
1751-00 · Accum. Amort. - Software	-34,671.33	-33,493.19	-1,178.14
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00
1771-00 · Accum. Amort - Leasehold Impr	-24,200.73	-24,161.99	-38.74
Total Fixed Assets	6,501.67	4,616.16	1,885.51
Other Assets			
1400-00 · Prepaid Expenses			
1401-00 · Recruitment Fees	0.00	8,000.00	-8,000.00
1410-00 · Prepaid Insurance	528.82	3,122.27	-2,593.45
1430-00 · Prepaid 1st Class Postage	1,000.00	6,300.58	-5,300.58
1400-00 · Prepaid Expenses - Other	8,037.71	17,812.29	-9,774.58
Total 1400-00 · Prepaid Expenses	9,566.53	35,235.14	-25,668.61
Total Other Assets	9,566.53	35,235.14	-25,668.61
TOTAL ASSETS	855,354.86	1,081,896.12	-226,541.26
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000-00 · Accounts Payable	64,787.28	280,301.80	-215,514.52
2001-00 · Credit Card Payable	60.00	0.00	60.00
Total Accounts Payable	64,847.28	280,301.80	-215,454.52
Credit Cards			
2080-00 · Bank of the West - Master Cards			
2080-01 · MC_5901_Hall	357.21	1,774.49	-1,417.28
2080-02 · MC_8366_Jason	475.00	-94.09	569.09

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2017

03/28/17

Accrual Basis

	Feb 28, 17	Feb 29, 16	\$ Change
2080-03 · MC_5950_Judy	0.00	424.52	-424.52
2080-04 · MC_5968_Ronald	0.00	53.97	-53.97
2080-05 · MC_5976_Greg	2,190.00	4,257.47	-2,067.47
2080-06 · MC_0375_Emily	1,112.98	-242.32	1,355.30
2080-07 · MC_6850_Ginger	0.00	4,290.13	-4,290.13
2080-08 · MC_5755_John	3,767.91	9,186.95	-5,419.04
2080-09 · MC_0319_Sarah	0.00	3,380.19	-3,380.19
2080-10 · MC_9495_AI	2,512.58	0.00	2,512.58
2080-00 · Bank of the West - Master Cards - Other	0.00	-52.68	52.68
Total 2080-00 · Bank of the West - Master Cards	10,415.68	22,978.63	-12,562.95
Total Credit Cards	10,415.68	22,978.63	-12,562.95
Other Current Liabilities			
21000 · Salaries/Wages/Payroll Liabilit			
2101-00 · Incentive Payable	1,522.20	36,218.90	-34,696.70
2102-00 · Commissions Payable	8,404.31	5,850.52	2,553.79
2100-00 · Salaries / Wages Payable	35,719.15	26,345.00	9,374.15
2120-00 · Empl. Federal Tax Payable	2,888.75	0.00	2,888.75
2175-00 · 401 (k) Plan	1,104.44	0.00	1,104.44
2180-00 · Estimated PTO Liability	60,648.50	56,488.29	4,160.21
24100 · Wage Garnishment Payable	0.00	789.53	-789.53
Total 21000 · Salaries/Wages/Payroll Liabilit	110,287.35	125,692.24	-15,404.89
2190-00 · Sales and Use Tax Payable			
25500 · *Sales Tax Payable	1,485.82	173.22	1,312.60
Total 2190-00 · Sales and Use Tax Payable	1,485.82	173.22	1,312.60
2250-00 · Accrued Expenses	0.31	12,500.00	-12,499.69
2400-60 · Deferred Revenue- Member Dues	84,652.50	89,053.71	-4,401.21
2650-00 · Deferred Rev - Events	0.00	220.30	-220.30
2651-00 · Deferred Rev - Conference	3,300.00	-1,100.10	4,400.10
2800-00 · Suspense	363.04	0.00	363.04
Total Other Current Liabilities	200,089.02	226,539.37	-26,450.35
Total Current Liabilities	275,351.98	529,819.80	-254,467.82
Total Liabilities	275,351.98	529,819.80	-254,467.82
Equity			
32000 · Unrestricted Net Assets	22,635.91	246,858.21	-224,222.30
3300-11 · Designated Marketing Reserve	254,324.57	316,694.00	-62,369.43
3301 · Cash Flow Reserve	100,133.30	0.00	100,133.30
3302 · Marketing Cash Reserve	50,049.97	0.00	50,049.97
Net Income	152,859.13	-11,475.89	164,335.02
Total Equity	580,002.88	552,076.32	27,926.56
TOTAL LIABILITIES & EQUITY	855,354.86	1,081,896.12	-226,541.26

North Lake Tahoe Resort Association
A/R Aging Summary
As of February 28, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
968 Park Hotel	0.00	0.00	0.00	0.00	550.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	550.00	550.00
Harrah's/Harveys Casino	3,230.00	0.00	0.00	0.00	0.00	3,230.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.01	0.00	0.00	0.00	90.80	90.81
IVCB Visitors Bureau	0.00	1,281.50	0.00	0.00	0.00	1,281.50
Northstar California	0.00	0.00	0.00	0.00	2,833.83	2,833.83
Resort at Squaw Creek*	0.00	0.00	4,727.65	0.00	0.00	4,727.65
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	1,919.27	1,919.27
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	639.50	639.50
Tahoma Lodge	0.00	0.00	0.00	0.00	200.00	200.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	550.00	550.00
The Ridge Tahoe	392.22	0.00	0.00	0.00	550.00	942.22
The Ritz-Carlton	0.00	0.00	0.00	1,278.65	0.00	1,278.65
TOTAL	<u>3,622.23</u>	<u>1,281.50</u>	<u>4,727.65</u>	<u>1,278.65</u>	<u>8,071.14</u>	<u>18,981.17</u>

Accounts Receivable Summary

Invoices With Apply Dates Through February 28, 2017
Aged as of Tuesday, February 28, 2017

<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		85.00	85.00
Dues		0.00	3,515.00	23,770.00	1,185.00	1,575.00	895.00	30,940.00
Email Blast		0.00	150.00	0.00	0.00	0.00	0.00	150.00
New Member Fees		0.00	75.00	0.00	0.00	0.00	0.00	75.00
TMBC		0.00	165.00	0.00	0.00	0.00	0.00	165.00
Total Open Invoices		0.00	3,905.00	23,770.00	1,185.00	1,575.00	980.00	31,415.00

Unapplied Payments With Payment Dates Prior to and Including 02/28/2017

5.00

Pre-Payments: Payments Made Prior to 02/28/2017 on Invoices With Apply Dates After 02/28/2017

Dues	255.00
Total Pre-Payments	255.00

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

31,155.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of February 28, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Airport Self Storage	248.00	0.00	0.00	0.00	0.00	248.00
Al Priester	12.48	0.00	19.98	0.00	16.99	49.45
Amber Burke	240.08	0.00	0.00	0.00	0.00	240.08
Anne-Karin Atwood*	25.00	0.00	0.00	0.00	0.00	25.00
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	385.51	0.00	0.00	0.00	0.00	385.51
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Bella Affair Catering*	0.00	671.88	0.00	0.00	0.00	671.88
Cal Chamber Member Services	270.00	0.00	0.00	0.00	0.00	270.00
California Travel Association	1,110.00	0.00	0.00	0.00	0.00	1,110.00
Cintas Corporation #623	114.40	0.00	0.00	0.00	0.00	114.40
CoPower	113.20	0.00	0.00	0.00	0.00	113.20
Dawn Baffone*	26.11	0.00	0.00	0.00	0.00	26.11
Emily Detwiler*	116.37	0.00	0.00	0.00	0.00	116.37
FP Mailing Solutions	274.67	0.00	0.00	0.00	0.00	274.67
Heidi Reeves	30.00	0.00	0.00	0.00	0.00	30.00
iPROMOTEu	9,564.10	0.00	0.00	0.00	0.00	9,564.10
John Thompson*	113.07	0.00	0.00	0.00	0.00	113.07
Kym Fabel	57.64	0.00	0.00	0.00	0.00	57.64
Lauren Sully	7.49	0.00	0.00	0.00	0.00	7.49
Moonshine Ink*, LLC	0.00	0.00	270.00	324.00	0.00	594.00
Natalie Parrish*	159.83	0.00	0.00	0.00	0.00	159.83
North Lake Tahoe Marketing Co-op	0.00	0.00	0.00	2,195.00	0.00	2,195.00
North Tahoe Business Association*	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Porter Simon*	840.00	0.00	0.00	0.00	0.00	840.00
Principal Financial Group	0.00	25.28	-211.52	-211.52	-690.26	-1,088.02
Ricoh USA	1,286.40	0.00	0.00	0.00	0.00	1,286.40
Rock & Rose Inc.	1,505.00	0.00	0.00	0.00	0.00	1,505.00
Ron Treabess	137.19	0.00	0.00	0.00	0.00	137.19
Sandy Evans Hall*	37.00	0.00	0.00	0.00	0.00	37.00
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Shearer Design	137.50	0.00	0.00	0.00	0.00	137.50
Sierra Nevada Media Group*, Inc.	315.00	0.00	0.00	0.00	0.00	315.00
Sierra State Parks Foundation*	119.40	0.00	0.00	0.00	0.00	119.40
Southwest Gas Corporation*	197.45	0.00	0.00	0.00	0.00	197.45
Spectrum	0.00	-16.45	0.00	0.00	0.00	-16.45
Sprint	72.46	0.00	0.00	0.00	0.00	72.46
Squaw Valley Resort*	30,000.00	0.00	0.00	0.00	0.00	30,000.00
Swigard's True Value Hardware, Inc.*	17.20	0.00	0.00	0.00	0.00	17.20
Tahoe House, Inc.*	0.00	188.01	71.20	0.00	0.00	259.21
Tahoe Tech Group, Inc.	0.00	0.00	190.00	0.00	0.00	190.00
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
The Abbi Agency*, Inc.	0.00	3,333.33	0.00	0.00	0.00	3,333.33
The Store...Copies and More	194.36	54.66	0.00	0.00	0.00	249.02
USPS - Incline Village	225.00	0.00	0.00	0.00	0.00	225.00
Verizon Wireless	119.45	0.00	0.00	0.00	0.00	119.45
Wholesale Resort Accessories, Inc.	114.00	0.00	0.00	0.00	0.00	114.00
World Chamber Directory	0.00	0.00	60.00	0.00	0.00	60.00
YIG Administration	0.00	0.00	0.00	0.00	-42.45	-42.45
TOTAL	58,986.13	4,256.71	399.66	2,307.48	-1,102.70	64,847.28

Profit & Loss

February 2017

	Feb 17	Feb 16	\$ Change
Ordinary Income/Expense			
Income			
4205-00 · Conference Dues	825.00	0.00	825.00
4050-00 · County of Placer TOT Funding	314,665.00	271,350.00	43,315.00
4200-00 · Membership Dues	13,100.58	10,206.29	2,894.29
4201-00 · New Member Fees	75.00	-65.00	140.00
4250-00 · Revenues-Membership Activities			
4251-00 · Revenue-Tue AM Breakfast Club	1,305.00	1,035.00	270.00
4250-00 · Revenues-Membership Activities - Other	1,150.00	5,453.00	-4,303.00
Total 4250-00 · Revenues-Membership Activities	2,455.00	6,488.00	-4,033.00
4502-00 · Non-Retail VIC income	0.00	-150.00	150.00
4600-00 · Commissions			
4601-00 · Commissions - South Shore	3,622.22	14,600.40	-10,978.18
4600-00 · Commissions - Other	-2,175.04	8,849.93	-11,024.97
Total 4600-00 · Commissions	1,447.18	23,450.33	-22,003.15
46000 · Merchandise Sales	1,526.32	2,898.90	-1,372.58
Total Income	334,094.08	314,178.52	19,915.56
Gross Profit	334,094.08	314,178.52	19,915.56
Expense			
5850-00 · Artist of Month - Commissions	336.00	0.00	336.00
5000-00 · Salaries & Wages			
5020-00 · P/R - Tax Expense	7,849.87	7,199.55	650.32
5030-00 · P/R - Health Insurance Expense	12,688.16	13,310.62	-622.46
5040-00 · P/R - Workmans Comp	976.50	3,772.99	-2,796.49
5060-00 · 401 (k)	2,730.08	2,207.04	523.04
5070-00 · Other Benefits and Expenses	194.75	250.89	-56.14
5000-00 · Salaries & Wages - Other	78,885.16	72,734.11	6,151.05
Total 5000-00 · Salaries & Wages	103,324.52	99,475.20	3,849.32
5100-00 · Rent			
5110-00 · Utilities	1,039.45	1,303.33	-263.88
5140-00 · Repairs & Maintenance	1,838.33	1,471.35	366.98
5150-00 · Office - Cleaning	550.00	550.00	0.00
5100-00 · Rent - Other	12,294.36	11,196.39	1,097.97
Total 5100-00 · Rent	15,722.14	14,521.07	1,201.07
5310-00 · Telephone			
5320-00 · Telephone	2,465.67	2,305.11	160.56
Total 5310-00 · Telephone	2,465.67	2,305.11	160.56
5420-00 · Mail - USPS			
5480-00 · Mail - Fed Ex	0.00	38.43	-38.43
5420-00 · Mail - USPS - Other	225.00	225.00	0.00
Total 5420-00 · Mail - USPS	225.00	263.43	-38.43
5510-00 · Insurance/Bonding	264.42	1,320.27	-1,055.85
5520-00 · Supplies			
5525-00 · Supplies- Computer <\$1000	0.00	332.61	-332.61
5520-00 · Supplies - Other	1,008.42	1,849.52	-841.10
Total 5520-00 · Supplies	1,008.42	2,182.13	-1,173.71
5610-00 · Depreciation	233.02	518.80	-285.78
5700-00 · Equipment Support & Maintenance	83.33	1,050.99	-967.66
5710-00 · Taxes, Licenses & Fees	130.08	383.91	-253.83
5740-00 · Equipment Rental/Leasing	1,311.62	1,682.84	-371.22
5800-00 · Training Seminars	199.00	17.08	181.92
5900-00 · Professional Fees			
5921-00 · Professional Fees - Other	11,827.07	0.00	11,827.07
5910-00 · Professional Fees - Attorneys	840.00	240.00	600.00
5920-00 · Professional Fees - Accountant	0.00	10,806.48	-10,806.48
Total 5900-00 · Professional Fees	12,667.07	11,046.48	1,620.59

North Lake Tahoe Resort Association

Profit & Loss

03/28/17

February 2017

Accrual Basis

	Feb 17	Feb 16	\$ Change
5941-00 · Research & Planning	0.00	7,970.00	-7,970.00
6420-00 · Sponsorship			
6420-01 · WinterWonderGrass_Tahoe	15,000.00	0.00	15,000.00
6421-00 · New Event Development	2,989.00	10,000.00	-7,011.00
6420-00 · Sponsorship - Other	123,464.10	0.00	123,464.10
Total 6420-00 · Sponsorship	141,453.10	10,000.00	131,453.10
6423-00 · Membership Activities			
6437-00 · Tuesday Morning Breakfast Club	0.00	783.00	-783.00
6432-00 · Membership - Newsletter	0.00	250.00	-250.00
6434-00 · Community Awards Dinner	0.00	-593.80	593.80
6442-00 · Public Relations/Website	0.00	880.75	-880.75
6443-00 · Membership - Bridal Faire	75.63	1,295.00	-1,219.37
6423-00 · Membership Activities - Other	948.57	197.41	751.16
Total 6423-00 · Membership Activities	1,024.20	2,812.36	-1,788.16
6730-00 · Marketing Cooperative/Media	164,171.00	116,400.00	47,771.00
6742-00 · Non-NLT Co-Op Marketing Program	-868.81	1,347.01	-2,215.82
6743-00 · BACC Marketing Programs			
6743-01 · Shop Local	1,053.02	990.00	63.02
6743-03 · Touch Lake Tahoe	3,333.33	800.00	2,533.33
Total 6743-00 · BACC Marketing Programs	4,386.35	1,790.00	2,596.35
8100-00 · Cost of Goods Sold			
59900 · POS Inventory Adjustments	-182.75	-73.55	-109.20
8100-00 · Cost of Goods Sold - Other	924.45	1,667.49	-743.04
Total 8100-00 · Cost of Goods Sold	741.70	1,593.94	-852.24
8200-00 · Associate Relations	204.48	0.00	204.48
8300-00 · Board Functions	188.15	0.00	188.15
8500-00 · Credit Card Fees	328.52	597.35	-268.83
8700-00 · Automobile Expenses	425.29	471.37	-46.08
8750-00 · Meals/Meetings	225.64	170.58	55.06
8810-00 · Dues & Subscriptions	2,435.94	481.03	1,954.91
8910-00 · Travel	2,699.25	1,392.39	1,306.86
8920-00 · Bad Debt	981.75	0.00	981.75
Total Expense	456,366.85	279,793.34	176,573.51
Net Ordinary Income	-122,272.77	34,385.18	-156,657.95
Net Income	-122,272.77	34,385.18	-156,657.95

North Lake Tahoe Resort Association

Profit & Loss by Class

July 2016 through February 2017

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	2,001.24	0.00	2,001.24
6441-00 - Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	37.05	0.00	37.05
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.00	0.00	81.00	0.00	81.00
6443-00 - Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	75.63	0.00	75.63
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	6,120.01	0.00	6,120.01
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	12,499.93	0.00	12,499.93
6490-00 - Classified Ads	50.00	0.00	0.00	0.00	0.00	225.00	0.00	275.00
6600-00 - Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 - Market Study Reports/Research	402.40	0.00	0.00	0.00	0.00	0.00	0.00	402.40
6730-00 - Marketing Cooperative/Media	887,787.64	73,333.36	0.00	0.00	0.00	0.00	0.00	961,121.00
6742-00 - Non-NLT Co-Op Marketing Program	8,690.67	0.00	0.00	0.00	0.00	0.00	0.00	8,690.67
6743-00 - BACC Marketing Programs								
6743-01 - Shop Local	4,316.02	0.00	0.00	0.00	0.00	0.00	0.00	4,316.02
6743-03 - Touch Lake Tahoe	13,333.32	0.00	0.00	0.00	0.00	0.00	0.00	13,333.32
6743-04 - High Notes	3,313.32	0.00	0.00	0.00	0.00	0.00	0.00	3,313.32
6743-05 - Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 - BACC Marketing Programs	21,939.46	0.00	0.00	0.00	0.00	0.00	0.00	21,939.46
7500-00 - Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 - Cost of Goods Sold								
52500 - Purchase Discounts	0.00	0.00	0.00	-982.94	0.00	0.00	0.00	-982.94
51100 - Freight and Shipping Costs	0.00	0.00	0.00	1,055.14	0.00	0.00	0.00	1,055.14
59900 - POS Inventory Adjustments	0.00	0.00	0.00	237.04	0.00	0.00	0.00	237.04
8100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	28,532.91	0.00	0.00	0.00	28,532.91
Total 8100-00 - Cost of Goods Sold	0.00	0.00	0.00	28,842.15	0.00	0.00	0.00	28,842.15
8200-00 - Associate Relations	381.49	0.00	0.00	355.19	0.00	0.00	2,045.76	2,782.44
8300-00 - Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	1,631.78	1,631.78
8500-00 - Credit Card Fees	45.00	0.00	22.50	1,830.41	22.50	2,156.55	339.05	4,416.01
8700-00 - Automobile Expenses	1,123.15	147.96	401.40	756.86	401.41	372.21	71.57	3,274.56
8750-00 - Meals/Meetings	1,468.94	0.00	115.98	726.91	351.63	177.20	176.96	3,017.62
8810-00 - Dues & Subscriptions	2,738.75	815.00	4.50	447.80	4.50	1,671.98	1,332.65	7,015.18
8910-00 - Travel	8,545.96	0.00	0.00	213.48	0.00	0.00	0.00	8,759.44
8920-00 - Bad Debt	0.00	0.00	0.00	0.00	0.00	17,017.50	0.00	17,017.50
Total Expense	1,628,989.13	243,503.66	71,112.36	248,769.06	69,440.93	84,786.78	280,319.54	2,636,921.46
Net Ordinary Income	148,130.87	55,974.49	105,031.64	33,324.24	78,935.07	21,782.44	-280,319.54	152,859.21
Other Income/Expense								
Other Expense								
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00	0.00	0.08	0.08
8990-00 - Allocated	139,353.42	31,935.15	31,935.15	29,031.95	31,935.16	26,128.79	-290,319.62	0.00
Total Other Expense	139,353.42	31,935.15	31,935.15	29,031.95	31,935.16	26,128.79	-290,319.54	0.08
Net Other Income	-139,353.42	-31,935.15	-31,935.15	-29,031.95	-31,935.16	-26,128.79	280,319.54	-0.08
Net Income	8,777.45	24,039.34	73,096.49	4,292.29	46,999.91	-4,346.35	0.00	152,859.13

North Lake Tahoe Resort Association
Profit & Loss YTD Comparison
 July 2016 through February 2017

	Jul '16 - Feb 17	Jul '16 - Feb 17
Ordinary Income/Expense		
Income		
4205-00 · Conference Dues	6,600.00	6,600.00
4050-00 · County of Placer TOT Funding	2,517,320.00	2,517,320.00
4200-00 · Membership Dues	92,923.80	92,923.80
4201-00 · New Member Fees	600.00	600.00
4250-00 · Revenues-Membership Activities		
4251-00 · Revenue-Tue AM Breakfast Club	4,649.42	4,649.42
4250-02 · Tourism Summit	1,100.00	1,100.00
4250-00 · Revenues-Membership Activities - Other	6,796.00	6,796.00
Total 4250-00 · Revenues-Membership Activities	12,545.42	12,545.42
4252-00 · Revenue - Sponsorships	500.00	500.00
4502-00 · Non-Retail VIC income	5,192.00	5,192.00
4600-00 · Commissions		
4601-00 · Commissions - South Shore	9,245.17	9,245.17
4600-00 · Commissions - Other	90,568.98	90,568.98
Total 4600-00 · Commissions	99,814.15	99,814.15
46000 · Merchandise Sales	54,339.30	54,339.30
Total Income	2,789,834.67	2,789,834.67
Cost of Goods Sold		
52900 · Purchases - Resale Items	54.00	54.00
Total COGS	54.00	54.00
Gross Profit	2,789,780.67	2,789,780.67
Expense		
5850-00 · Artist of Month - Commissions	2,048.21	2,048.21
5000-00 · Salaries & Wages		
5000-01 · In-Market Administration	0.00	0.00
5010-00 · Sales Commissions	34,943.32	34,943.32
5020-00 · P/R - Tax Expense	65,029.15	65,029.15
5030-00 · P/R - Health Insurance Expense	80,752.27	80,752.27
5040-00 · P/R - Workmans Comp	2,244.99	2,244.99
5060-00 · 401 (k)	21,434.99	21,434.99
5070-00 · Other Benefits and Expenses	2,654.50	2,654.50
5000-00 · Salaries & Wages - Other	658,643.00	658,643.00
Total 5000-00 · Salaries & Wages	865,702.22	865,702.22
5100-00 · Rent		
5110-00 · Utilities	7,220.98	7,220.98
5140-00 · Repairs & Maintenance	5,960.92	5,960.92
5150-00 · Office - Cleaning	5,502.40	5,502.40
5100-00 · Rent - Other	98,602.88	98,602.88
Total 5100-00 · Rent	117,287.18	117,287.18
5310-00 · Telephone		
5320-00 · Telephone	19,476.20	19,476.20
5350-00 · Internet	224.85	224.85
Total 5310-00 · Telephone	19,701.05	19,701.05
5420-00 · Mail - USPS		
5470-00 · Mail - UPS	1,000.00	1,000.00
5480-00 · Mail - Fed Ex	526.84	526.84
5420-00 · Mail - USPS - Other	1,493.65	1,493.65
Total 5420-00 · Mail - USPS	3,020.49	3,020.49
5510-00 · Insurance/Bonding	5,835.50	5,835.50
5520-00 · Supplies		
5525-00 · Supplies- Computer <\$1000	1,204.91	1,204.91
5520-00 · Supplies - Other	7,774.30	7,774.30
Total 5520-00 · Supplies	8,979.21	8,979.21
5530-00 · Visitor Communications - Other	-109.00	-109.00

North Lake Tahoe Resort Association
Profit & Loss YTD Comparison
 July 2016 through February 2017

	Jul '16 - Feb 17	Jul '16 - Feb 17
5610-00 · Depreciation	1,548.01	1,548.01
5700-00 · Equipment Support & Maintenance	8,440.24	8,440.24
5710-00 · Taxes, Licenses & Fees	7,616.22	7,616.22
5740-00 · Equipment Rental/Leasing	10,555.93	10,555.93
5800-00 · Training Seminars	5,371.72	5,371.72
5815 · Training Video Series	7,534.05	7,534.05
5820 · Sales CRM/CMS	2,373.94	2,373.94
5900-00 · Professional Fees		
5921-00 · Professional Fees - Other	11,827.07	11,827.07
5910-00 · Professional Fees - Attorneys	1,980.00	1,980.00
5920-00 · Professional Fees - Accountant	35,862.00	35,862.00
5900-00 · Professional Fees - Other	1,250.00	1,250.00
Total 5900-00 · Professional Fees	50,919.07	50,919.07
5940-00 · Research & Planning Membership	3,000.00	3,000.00
5941-00 · Research & Planning	18,118.55	18,118.55
5948-00 · Transportation Projects		
5953-00 · Summer Traffic Management (S-2)	-1,593.65	-1,593.65
Total 5948-00 · Transportation Projects	-1,593.65	-1,593.65
6020-00 · Programs		
6015-00 · Cross Country	4,000.00	4,000.00
6016-00 · Community Marketing Programs	35,648.00	35,648.00
Total 6020-00 · Programs	39,648.00	39,648.00
6023-00 · Autumn Food & Wine		
6025-00 · AFW- Postage	17.88	17.88
6028-00 · AFW-Operations	1,925.00	1,925.00
6030-00 · AFW-Media	1,500.00	1,500.00
6023-00 · Autumn Food & Wine - Other	29,349.98	29,349.98
Total 6023-00 · Autumn Food & Wine	32,792.86	32,792.86
6420-00 · Sponsorship		
6420-01 · WinterWonderGrass_Tahoe	15,400.00	15,400.00
6421-00 · New Event Development	9,275.88	9,275.88
6428-00 · Dues & Subscriptions	109.40	109.40
6420-00 · Sponsorship - Other	321,614.10	321,614.10
Total 6420-00 · Sponsorship	346,399.38	346,399.38
6423-00 · Membership Activities		
6437-00 · Tuesday Morning Breakfast Club	4,185.00	4,185.00
6432-00 · Membership - Newsletter	2,001.24	2,001.24
6441-00 · Membership - Miscellaneous Exp	37.05	37.05
6442-00 · Public Relations/Website	81.00	81.00
6443-00 · Membership - Bridal Faire	75.63	75.63
6423-00 · Membership Activities - Other	6,120.01	6,120.01
Total 6423-00 · Membership Activities	12,499.93	12,499.93
6490-00 · Classified Ads	275.00	275.00
6600-00 · Promotions/Giveaways	32.14	32.14
6701-00 · Market Study Reports/Research	402.40	402.40
6730-00 · Marketing Cooperative/Media	961,121.00	961,121.00
6742-00 · Non-NLT Co-Op Marketing Program	8,690.67	8,690.67
6743-00 · BACC Marketing Programs		
6743-01 · Shop Local	4,316.02	4,316.02
6743-03 · Touch Lake Tahoe	13,333.32	13,333.32
6743-04 · High Notes	3,313.32	3,313.32
6743-05 · Peak Your Adventure	976.80	976.80
Total 6743-00 · BACC Marketing Programs	21,939.46	21,939.46
7500-00 · Trade Shows/Travel	15.00	15.00
8100-00 · Cost of Goods Sold		
52500 · Purchase Discounts	-982.94	-982.94
51100 · Freight and Shipping Costs	1,055.14	1,055.14
59900 · POS Inventory Adjustments	237.04	237.04

North Lake Tahoe Resort Association
Profit & Loss YTD Comparison
 July 2016 through February 2017

	Jul '16 - Feb 17	Jul '16 - Feb 17
8100-00 · Cost of Goods Sold - Other	28,532.91	28,532.91
Total 8100-00 · Cost of Goods Sold	28,842.15	28,842.15
8200-00 · Associate Relations	2,782.44	2,782.44
8300-00 · Board Functions	1,631.78	1,631.78
8500-00 · Credit Card Fees	4,416.01	4,416.01
8700-00 · Automobile Expenses	3,274.56	3,274.56
8750-00 · Meals/Meetings	3,017.62	3,017.62
8810-00 · Dues & Subscriptions	7,015.18	7,015.18
8910-00 · Travel	8,759.44	8,759.44
8920-00 · Bad Debt	17,017.50	17,017.50
Total Expense	2,636,921.46	2,636,921.46
Net Ordinary Income	152,859.21	152,859.21
Other Income/Expense		
Other Expense		
Balancing Adjustments	0.08	0.08
8990-00 · Allocated	0.00	0.00
Total Other Expense	0.08	0.08
Net Other Income	-0.08	-0.08
Net Income	152,859.13	152,859.13

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

03/28/17

July 2016 through February 2017

Accrual Basis

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	6,600.00			
4050-00 · County of Placer TOT Funding	2,517,320.00	2,170,760.00	346,560.00	116.0%
4200-00 · Membership Dues	92,923.80	83,927.37	8,996.43	110.7%
4201-00 · New Member Fees	600.00	460.00	140.00	130.4%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	4,649.42	8,010.00	-3,360.58	58.0%
4250-02 · Tourism Summit	1,100.00			
4250-00 · Revenues-Membership Activities - Other	6,796.00	21,703.54	-14,907.54	31.3%
Total 4250-00 · Revenues-Membership Activities	12,545.42	29,713.54	-17,168.12	42.2%
4252-00 · Revenue - Sponsorships	500.00	500.00	0.00	100.0%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	0.0%
4502-00 · Non-Retail VIC income	5,192.00	2,634.10	2,557.90	197.1%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	9,245.17	13,711.34	-4,466.17	67.4%
4600-00 · Commissions - Other	90,568.98	143,812.95	-53,243.97	63.0%
Total 4600-00 · Commissions	99,814.15	157,524.29	-57,710.14	63.4%
46000 · Merchandise Sales	54,339.30	52,084.11	2,255.19	104.3%
Total Income	2,789,834.67	2,512,603.41	277,231.26	111.0%
Cost of Goods Sold				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	2,789,780.67	2,512,603.41	277,177.26	111.0%
Expense				
5850-00 · Artist of Month - Commissions	2,048.21			
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	34,943.32	3,570.02	31,373.30	978.8%
5020-00 · P/R - Tax Expense	65,029.15	56,420.07	8,609.08	115.3%
5030-00 · P/R - Health Insurance Expense	80,752.27	75,082.37	5,669.90	107.6%
5040-00 · P/R - Workmans Comp	2,244.99	8,275.10	-6,030.11	27.1%
5060-00 · 401 (K)	21,434.99	20,236.25	1,198.74	105.9%
5070-00 · Other Benefits and Expenses	2,654.50	3,961.45	-1,306.95	67.0%
5000-00 · Salaries & Wages - Other	658,643.00	656,905.71	1,737.29	100.3%
Total 5000-00 · Salaries & Wages	865,702.22	824,450.97	41,251.25	105.0%
5100-00 · Rent				
5110-00 · Utilities	7,220.98	8,104.12	-883.14	89.1%
5140-00 · Repairs & Maintenance	5,960.92	3,842.88	2,118.04	155.1%
5150-00 · Office - Cleaning	5,502.40	5,345.00	157.40	102.9%
5100-00 · Rent - Other	98,602.88	91,377.87	7,225.01	107.9%
Total 5100-00 · Rent	117,287.18	108,669.87	8,617.31	107.9%
5310-00 · Telephone				
5320-00 · Telephone	19,476.20	18,920.96	555.24	102.9%
5350-00 · Internet	224.85	170.00	54.85	132.3%
5310-00 · Telephone - Other	0.00	171.27	-171.27	0.0%
Total 5310-00 · Telephone	19,701.05	19,262.23	438.82	102.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	290.30	709.70	344.5%
5480-00 · Mail - Fed Ex	526.84	754.65	-227.81	69.8%
5420-00 · Mail - USPS - Other	1,493.65	916.94	576.71	162.9%
Total 5420-00 · Mail - USPS	3,020.49	1,961.89	1,058.60	154.0%
5510-00 · Insurance/Bonding	5,835.50	4,521.96	1,313.54	129.0%
5520-00 · Supplies				
5525-00 · Supplies - Computer <\$1000	1,204.91	3,889.47	-2,684.56	31.0%
5520-00 · Supplies - Other	7,774.30	8,898.74	-1,124.44	87.4%
Total 5520-00 · Supplies	8,979.21	12,788.21	-3,809.00	70.2%
5530-00 · Visitor Communications - Other	-109.00	35.44	-144.44	-307.6%
5610-00 · Depreciation	1,548.01	4,512.94	-2,964.93	34.3%
5700-00 · Equipment Support & Maintenance	8,440.24	5,338.22	3,102.02	158.1%
5710-00 · Taxes, Licenses & Fees	7,616.22	6,417.21	1,199.01	118.7%
5740-00 · Equipment Rental/Leasing	10,555.93	11,503.87	-947.94	91.8%
5800-00 · Training Seminars	5,371.72	3,391.68	1,980.04	158.4%
5815 · Training Video Series	7,534.05			
5820 · Sales CRM/CMS	2,373.94			
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,827.07			

North Lake Tahoe Resort Association Profit & Loss Budget vs. Actual July 2016 through February 2017

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
5910-00 · Professional Fees - Attorneys	1,980.00	2,620.00	-640.00	75.6%
5920-00 · Professional Fees - Accountant	35,862.00	57,170.68	-21,308.68	62.7%
5900-00 · Professional Fees - Other	1,250.00	312.50	937.50	400.0%
Total 5900-00 · Professional Fees	50,919.07	60,103.18	-9,184.11	84.7%
5940-00 · Research & Planning Membership	3,000.00			
5941-00 · Research & Planning	18,118.55	41,601.00	-23,482.45	43.6%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	100.0%
6020-00 · Programs				
6015-00 · Cross Country	4,000.00			
6016-00 · Community Marketing Programs	35,648.00	3,430.57	32,217.43	1,039.1%
Total 6020-00 · Programs	39,648.00	3,430.57	36,217.43	1,155.7%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	101.1%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media	1,500.00			
6023-00 · Autumn Food & Wine - Other	29,349.98	31,689.50	-2,339.52	92.6%
Total 6023-00 · Autumn Food & Wine	32,792.86	31,707.19	1,085.67	103.4%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	15,400.00	7,100.00	8,300.00	216.9%
6421-00 · New Event Development	9,275.88	11,155.15	-1,879.27	83.2%
6422-00 · IronMan Lake Tahoe	0.00	387,460.47	-387,460.47	0.0%
6427-00 · USA Cycling	0.00	-5,444.14	5,444.14	0.0%
6428-00 · Dues & Subscriptions	109.40			
6420-00 · Sponsorship - Other	321,614.10	12,225.00	309,389.10	2,630.8%
Total 6420-00 · Sponsorship	346,399.38	412,496.48	-66,097.10	84.0%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	4,185.00	3,506.00	679.00	119.4%
6432-00 · Membership - Newsletter	2,001.24	2,757.56	-756.32	72.6%
6434-00 · Community Awards Dinner	0.00	-1,998.80	1,998.80	0.0%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	0.0%
6441-00 · Membership - Miscellaneous Exp	37.05	69.24	-32.19	53.5%
6442-00 · Public Relations/Website	81.00	2,463.25	-2,382.25	3.3%
6443-00 · Membership - Bridal Faire	75.63	3,087.42	-3,011.79	2.4%
6423-00 · Membership Activities - Other	6,120.01	10,377.07	-4,257.06	59.0%
Total 6423-00 · Membership Activities	12,499.93	20,326.57	-7,826.64	61.5%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	402.40	314.61	87.79	127.9%
6730-00 · Marketing Cooperative/Media	961,121.00	839,515.00	121,606.00	114.5%
6742-00 · Non-NLT Co-Op Marketing Program	8,690.67	10,054.58	-1,363.91	86.4%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,316.02	8,370.43	-4,054.41	51.6%
6743-03 · Touch Lake Tahoe	13,333.32	21,000.00	-7,666.68	63.5%
6743-04 · High Notes	3,313.32	16,000.00	-12,686.68	20.7%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	21,939.46	45,370.43	-23,430.97	48.4%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	-7.34	-975.60	13,391.6%
51100 · Freight and Shipping Costs	1,055.14	712.62	342.52	148.1%
59900 · POS Inventory Adjustments	237.04	-247.73	484.77	-95.7%
8100-00 · Cost of Goods Sold - Other	28,532.91	27,510.99	1,021.92	103.7%
Total 8100-00 · Cost of Goods Sold	28,842.15	27,968.54	873.61	103.1%
8200-00 · Associate Relations	2,782.44	3,439.37	-656.93	80.9%
8300-00 · Board Functions	1,631.78	1,494.90	136.88	109.2%
8500-00 · Credit Card Fees	4,416.01	4,536.85	-120.84	97.3%
8700-00 · Automobile Expenses	3,274.56	4,910.39	-1,635.83	66.7%
8750-00 · Meals/Meetings	3,017.62	3,992.22	-974.60	75.6%
8810-00 · Dues & Subscriptions	7,015.18	6,003.34	1,011.84	116.9%
8910-00 · Travel	8,759.44	4,603.25	4,156.19	190.3%
8920-00 · Bad Debt	17,017.50			
8930-00 · Prior Period Adjustments	0.00	-7,080.12	7,080.12	0.0%
Total Expense	2,636,921.46	2,517,642.84	119,278.62	104.7%
Net Ordinary Income	152,859.21	-5,039.43	157,898.64	-3,033.3%

North Lake Tahoe Resort Association
Profit & Loss Budget vs. Actual
 July 2016 through February 2017

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Other Income/Expense				
Other Expense				
Balancing Adjustments	0.08			
Total Other Expense	0.08	0.00	0.08	100.0%
Net Other Income	-0.08	0.00	-0.08	100.0%
Net Income	<u>152,859.13</u>	<u>-5,039.43</u>	<u>157,898.56</u>	<u>-3,033.3%</u>

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 July 2016 through February 2017

	Jul '16 - Feb 17	Budget	Jul '16 - Feb 17	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
4205-00 · Conference Dues	6,600.00		6,600.00		
4050-00 · County of Placer TOT Funding	2,517,320.00	2,517,323.40	2,517,320.00	2,517,323.40	3,775,985.00
4200-00 · Membership Dues	92,923.80	82,071.68	92,923.80	82,071.68	125,580.00
4201-00 · New Member Fees	600.00	2,666.68	600.00	2,666.68	4,000.00
4250-00 · Revenues-Membership Activities					
4251-00 · Revenue-Tue AM Breakfast Club	4,649.42	6,400.00	4,649.42	6,400.00	9,600.00
4250-02 · Tourism Summit	1,100.00		1,100.00		
4250-00 · Revenues-Membership Activities - Other	6,796.00	25,800.00	6,796.00	25,800.00	70,050.00
Total 4250-00 · Revenues-Membership Activities	12,545.42	32,200.00	12,545.42	32,200.00	79,650.00
4252-00 · Revenue - Sponsorships	500.00	3,100.00	500.00	3,100.00	7,000.00
4502-00 · Non-Retail VIC income	5,192.00	5,096.00	5,192.00	5,096.00	7,644.00
4503 · Visitor Guide Income	0.00	3,000.00	0.00	3,000.00	3,000.00
4600-00 · Commissions					
4601-00 · Commissions - South Shore	9,245.17	0.00	9,245.17	0.00	0.00
4600-00 · Commissions - Other	90,568.98	92,017.00	90,568.98	92,017.00	135,000.00
Total 4600-00 · Commissions	99,814.15	92,017.00	99,814.15	92,017.00	135,000.00
46000 · Merchandise Sales	54,339.30	72,953.00	54,339.30	72,953.00	114,886.00
Total Income	2,789,834.67	2,810,427.76	2,789,834.67	2,810,427.76	4,252,745.00
Cost of Goods Sold					
52900 · Purchases - Resale Items	54.00	0.00	54.00	0.00	0.00
Total COGS	54.00	0.00	54.00	0.00	0.00
Gross Profit	2,789,780.67	2,810,427.76	2,789,780.67	2,810,427.76	4,252,745.00
Expense					
5850-00 · Artist of Month - Commissions	2,048.21		2,048.21		
5000-00 · Salaries & Wages					
5010-00 · Sales Commissions	34,943.32	17,333.36	34,943.32	17,333.36	26,000.00
5020-00 · P/R - Tax Expense	65,029.15	66,320.70	65,029.15	66,320.70	101,297.00
5030-00 · P/R - Health Insurance Expense	80,752.27	105,924.90	80,752.27	105,924.90	152,836.00
5040-00 · P/R - Workmans Comp	2,244.99	9,771.40	2,244.99	9,771.40	14,657.00
5060-00 · 401 (k)	21,434.99	26,145.50	21,434.99	26,145.50	39,937.00
5070-00 · Other Benefits and Expenses	2,654.50	4,876.34	2,654.50	4,876.34	7,328.00
5000-00 · Salaries & Wages - Other	658,643.00	783,671.30	658,643.00	783,671.30	1,197,072.00
Total 5000-00 · Salaries & Wages	865,702.22	1,014,043.50	865,702.22	1,014,043.50	1,539,127.00
5100-00 · Rent					
5110-00 · Utilities	7,220.98	10,870.68	7,220.98	10,870.68	16,306.00
5140-00 · Repairs & Maintenance	5,960.92	5,271.36	5,960.92	5,271.36	7,907.00
5150-00 · Office - Cleaning	5,502.40	6,294.72	5,502.40	6,294.72	9,442.00
5100-00 · Rent - Other	98,602.88	96,666.12	98,602.88	96,666.12	144,999.00
Total 5100-00 · Rent	117,287.18	119,102.88	117,287.18	119,102.88	178,654.00
5310-00 · Telephone					
5320-00 · Telephone	19,476.20	18,498.08	19,476.20	18,498.08	27,647.00
5350-00 · Internet	224.85	0.00	224.85	0.00	0.00
Total 5310-00 · Telephone	19,701.05	18,498.08	19,701.05	18,498.08	27,647.00
5420-00 · Mail - USPS					
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	0.00	0.00
5480-00 · Mail - Fed Ex	526.84	0.00	526.84	0.00	0.00
5420-00 · Mail - USPS - Other	1,493.65	1,940.04	1,493.65	1,940.04	2,860.00
Total 5420-00 · Mail - USPS	3,020.49	1,940.04	3,020.49	1,940.04	2,860.00
5510-00 · Insurance/Bonding	5,835.50	5,733.44	5,835.50	5,733.44	8,600.00
5520-00 · Supplies					
5525-00 · Supplies- Computer <\$1000	1,204.91	0.00	1,204.91	0.00	0.00
5520-00 · Supplies - Other	7,774.30	11,100.04	7,774.30	11,100.04	16,650.00
Total 5520-00 · Supplies	8,979.21	11,100.04	8,979.21	11,100.04	16,650.00
5530-00 · Visitor Communications - Other	-109.00	200.00	-109.00	200.00	460.00
5610-00 · Depreciation	1,548.01	4,940.72	1,548.01	4,940.72	7,411.00
5700-00 · Equipment Support & Maintenance	8,440.24	8,614.04	8,440.24	8,614.04	12,921.00
5710-00 · Taxes, Licenses & Fees	7,616.22	6,661.44	7,616.22	6,661.44	9,992.00
5740-00 · Equipment Rental/Leasing	10,555.93	12,377.48	10,555.93	12,377.48	18,566.00
5800-00 · Training Seminars	5,371.72	9,000.00	5,371.72	9,000.00	15,715.00
5810-00 · Public Outreach	0.00	1,130.00	0.00	1,130.00	1,130.00
5815 · Training Video Series	7,534.05	20,000.00	7,534.05	20,000.00	20,000.00
5820 · Sales CRM/CMS	2,373.94	21,000.00	2,373.94	21,000.00	21,000.00
5900-00 · Professional Fees					
5921-00 · Professional Fees - Other	11,827.07		11,827.07		
5910-00 · Professional Fees - Attorneys	1,980.00	0.00	1,980.00	0.00	0.00
5920-00 · Professional Fees - Accountant	35,862.00	0.00	35,862.00	0.00	0.00
5900-00 · Professional Fees - Other	1,250.00	18,350.00	1,250.00	18,350.00	21,000.00
Total 5900-00 · Professional Fees	50,919.07	18,350.00	50,919.07	18,350.00	21,000.00
5940-00 · Research & Planning Membership	3,000.00	4,000.00	3,000.00	4,000.00	5,000.00
5941-00 · Research & Planning	18,118.55	68,252.00	18,118.55	68,252.00	90,000.00
5948-00 · Transportation Projects					
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-1,593.65	10,000.00	47,000.00
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-1,593.65	10,000.00	47,000.00

North Lake Tahoe Resort Association
Profit & Loss Budget Performance
 July 2016 through February 2017

	Jul '16 - Feb 17	Budget	Jul '16 - Feb 17	YTD Budget	Annual Budget
6020-00 · Programs					
6015-00 · Cross Country	4,000.00		4,000.00		
6016-00 · Community Marketing Programs	35,648.00	60,000.00	35,648.00	60,000.00	80,000.00
Total 6020-00 · Programs	39,648.00	60,000.00	39,648.00	60,000.00	80,000.00
6023-00 · Autumn Food & Wine					
6025-00 · AFW- Postage	17.88	0.00	17.88	0.00	0.00
6028-00 · AFW-Operations	1,925.00		1,925.00		
6030-00 · AFW-Media	1,500.00		1,500.00		
6023-00 · Autumn Food & Wine - Other	29,349.98	0.00	29,349.98	0.00	0.00
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	32,792.86	0.00	0.00
6420-00 · Sponsorship					
6420-01 · WinterWonderGrass_Tahoe	15,400.00	0.00	15,400.00	0.00	0.00
6421-00 · New Event Development	9,275.88	0.00	9,275.88	0.00	0.00
6428-00 · Dues & Subscriptions	109.40		109.40		
6420-00 · Sponsorship - Other	321,614.10	420,000.00	321,614.10	420,000.00	524,000.00
Total 6420-00 · Sponsorship	346,399.38	420,000.00	346,399.38	420,000.00	524,000.00
6423-00 · Membership Activities					
6437-00 · Tuesday Morning Breakfast Club	4,185.00	5,666.68	4,185.00	5,666.68	8,500.00
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	0.00	0.00
6441-00 · Membership - Miscellaneous Exp	37.05		37.05		
6442-00 · Public Relations/Website	81.00	0.00	81.00	0.00	0.00
6443-00 · Membership - Bridal Faire	75.63	0.00	75.63	0.00	0.00
6423-00 · Membership Activities - Other	6,120.01	17,024.00	6,120.01	17,024.00	35,000.00
Total 6423-00 · Membership Activities	12,499.93	22,690.68	12,499.93	22,690.68	43,500.00
6490-00 · Classified Ads	275.00	500.00	275.00	500.00	750.00
6600-00 · Promotions/Giveaways	32.14		32.14		
6701-00 · Market Study Reports/Research	402.40	0.00	402.40	0.00	0.00
6730-00 · Marketing Cooperative/Media	961,121.00	949,608.00	961,121.00	949,608.00	1,265,000.00
6740-00 · Media/Collateral/Production	0.00	3,333.36	0.00	3,333.36	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program	8,690.67	65,143.00	8,690.67	65,143.00	84,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	4,316.02	0.00	4,316.02	0.00	0.00
6743-03 · Touch Lake Tahoe	13,333.32	0.00	13,333.32	0.00	0.00
6743-04 · High Notes	3,313.32	0.00	3,313.32	0.00	0.00
6743-05 · Peak Your Adventure	976.80	0.00	976.80	0.00	0.00
6743-00 · BACC Marketing Programs - Other	0.00	53,600.00	0.00	53,600.00	80,000.00
Total 6743-00 · BACC Marketing Programs	21,939.46	53,600.00	21,939.46	53,600.00	80,000.00
7253-00 · Conference - PUD	0.00	0.00	0.00	0.00	8,000.00
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	0.00	0.00
8100-00 · Cost of Goods Sold					
52500 · Purchase Discounts	-982.94	0.00	-982.94	0.00	0.00
51100 · Freight and Shipping Costs	1,055.14	0.00	1,055.14	0.00	0.00
59900 · POS Inventory Adjustments	237.04	0.00	237.04	0.00	0.00
8100-00 · Cost of Goods Sold - Other	28,532.91	41,810.00	28,532.91	41,810.00	61,212.00
Total 8100-00 · Cost of Goods Sold	28,842.15	41,810.00	28,842.15	41,810.00	61,212.00
8200-00 · Associate Relations	2,782.44	4,450.00	2,782.44	4,450.00	5,050.00
8300-00 · Board Functions	1,631.78	2,750.00	1,631.78	2,750.00	4,600.00
8500-00 · Credit Card Fees	4,416.01	4,080.00	4,416.01	4,080.00	7,120.00
8700-00 · Automobile Expenses	3,274.56	5,286.72	3,274.56	5,286.72	7,930.00
8750-00 · Meals/Meetings	3,017.62	4,016.76	3,017.62	4,016.76	6,850.00
8810-00 · Dues & Subscriptions	7,015.18	6,640.04	7,015.18	6,640.04	9,700.00
8910-00 · Travel	8,759.44	9,498.72	8,759.44	9,498.72	16,298.00
8920-00 · Bad Debt	17,017.50		17,017.50		
Total Expense	2,636,921.46	3,008,350.94	2,636,921.46	3,008,350.94	4,252,743.00
Net Ordinary Income	152,859.21	-197,923.18	152,859.21	-197,923.18	2.00
Other Income/Expense					
Other Expense					
Balancing Adjustments	0.08		0.08		
8990-00 · Allocated	0.00	-198,525.00	0.00	-198,525.00	2.00
Total Other Expense	0.08	-198,525.00	0.08	-198,525.00	2.00
Net Other Income	-0.08	198,525.00	-0.08	198,525.00	-2.00
Net Income	152,859.13	601.82	152,859.13	601.82	0.00

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

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	6,600.00			
4050-00 · County of Placer TOT Funding	2,517,320.00	2,517,323.40	-3.40	100.0%
4200-00 · Membership Dues	92,923.80	82,071.68	10,852.12	113.2%
4201-00 · New Member Fees	600.00	2,666.68	-2,066.68	22.5%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	4,649.42	6,400.00	-1,750.58	72.6%
4250-02 · Tourism Summit	1,100.00			
4250-00 · Revenues-Membership Activities - Other	6,796.00	25,800.00	-19,004.00	26.3%
Total 4250-00 · Revenues-Membership Activities	12,545.42	32,200.00	-19,654.58	39.0%
4252-00 · Revenue - Sponsorships	500.00	3,100.00	-2,600.00	16.1%
4502-00 · Non-Retail VIC income	5,192.00	5,096.00	96.00	101.9%
4503 · Visitor Guide Income	0.00	3,000.00	-3,000.00	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	9,245.17	0.00	9,245.17	100.0%
4600-00 · Commissions - Other	90,568.98	92,017.00	-1,448.02	98.4%
Total 4600-00 · Commissions	99,814.15	92,017.00	7,797.15	108.5%
46000 · Merchandise Sales	54,339.30	72,953.00	-18,613.70	74.5%
Total Income	2,789,834.67	2,810,427.76	-20,593.09	99.3%
Cost of Goods Sold				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	2,789,780.67	2,810,427.76	-20,647.09	99.3%
Expense				
5850-00 · Artist of Month - Commissions	2,048.21			
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	34,943.32	17,333.36	17,609.96	201.6%
5020-00 · P/R - Tax Expense	65,029.15	66,320.70	-1,291.55	98.1%
5030-00 · P/R - Health Insurance Expense	80,752.27	105,924.90	-25,172.63	76.2%
5040-00 · P/R - Workmans Comp	2,244.99	9,771.40	-7,526.41	23.0%
5060-00 · 401 (k)	21,434.99	26,145.50	-4,710.51	82.0%
5070-00 · Other Benefits and Expenses	2,654.50	4,876.34	-2,221.84	54.4%
5000-00 · Salaries & Wages - Other	658,643.00	783,671.30	-125,028.30	84.0%
Total 5000-00 · Salaries & Wages	865,702.22	1,014,043.50	-148,341.28	85.4%
5100-00 · Rent				
5110-00 · Utilities	7,220.98	10,870.68	-3,649.70	66.4%
5140-00 · Repairs & Maintenance	5,960.92	5,271.36	689.56	113.1%
5150-00 · Office - Cleaning	5,502.40	6,294.72	-792.32	87.4%
5100-00 · Rent - Other	98,602.88	96,666.12	1,936.76	102.0%
Total 5100-00 · Rent	117,287.18	119,102.88	-1,815.70	98.5%
5310-00 · Telephone				
5320-00 · Telephone	19,476.20	18,498.08	978.12	105.3%
5350-00 · Internet	224.85	0.00	224.85	100.0%
Total 5310-00 · Telephone	19,701.05	18,498.08	1,202.97	106.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	526.84	0.00	526.84	100.0%
5420-00 · Mail - USPS - Other	1,493.65	1,940.04	-446.39	77.0%
Total 5420-00 · Mail - USPS	3,020.49	1,940.04	1,080.45	155.7%
5510-00 · Insurance/Bonding	5,835.50	5,733.44	102.06	101.8%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,204.91	0.00	1,204.91	100.0%
5520-00 · Supplies - Other	7,774.30	11,100.04	-3,325.74	70.0%
Total 5520-00 · Supplies	8,979.21	11,100.04	-2,120.83	80.9%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	1,548.01	4,940.72	-3,392.71	31.3%
5700-00 · Equipment Support & Maintenance	8,440.24	8,614.04	-173.80	98.0%
5710-00 · Taxes, Licenses & Fees	7,616.22	6,661.44	954.78	114.3%
5740-00 · Equipment Rental/Leasing	10,555.93	12,377.48	-1,821.55	85.3%
5800-00 · Training Seminars	5,371.72	9,000.00	-3,628.28	59.7%
5810-00 · Public Outreach	0.00	1,130.00	-1,130.00	0.0%
5815 · Training Video Series	7,534.05	20,000.00	-12,465.95	37.7%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,827.07			

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

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
5910-00 · Professional Fees - Attorneys	1,980.00	0.00	1,980.00	100.0%
5920-00 · Professional Fees - Accountant	35,862.00	0.00	35,862.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	18,350.00	-17,100.00	6.8%
Total 5900-00 · Professional Fees	50,919.07	18,350.00	32,569.07	277.5%
5940-00 · Research & Planning Membership	3,000.00	4,000.00	-1,000.00	75.0%
5941-00 · Research & Planning	18,118.55	68,252.00	-50,133.45	26.5%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-11,593.65	-15.9%
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-11,593.65	-15.9%
6020-00 · Programs				
6015-00 · Cross Country	4,000.00			
6016-00 · Community Marketing Programs	35,648.00	60,000.00	-24,352.00	59.4%
Total 6020-00 · Programs	39,648.00	60,000.00	-20,352.00	66.1%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media	1,500.00			
6023-00 · Autumn Food & Wine - Other	29,349.98	0.00	29,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	32,792.86	100.0%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	15,400.00	0.00	15,400.00	100.0%
6421-00 · New Event Development	9,275.88	0.00	9,275.88	100.0%
6428-00 · Dues & Subscriptions	109.40			
6420-00 · Sponsorship - Other	321,614.10	420,000.00	-98,385.90	76.6%
Total 6420-00 · Sponsorship	346,399.38	420,000.00	-73,600.62	82.5%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	4,185.00	5,666.68	-1,481.68	73.9%
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	100.0%
6441-00 · Membership - Miscellaneous Exp	37.05	0.00	37.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6443-00 · Membership - Bridal Faire	75.63	0.00	75.63	100.0%
6423-00 · Membership Activities - Other	6,120.01	17,024.00	-10,903.99	35.9%
Total 6423-00 · Membership Activities	12,499.93	22,690.68	-10,190.75	55.1%
6490-00 · Classified Ads	275.00	500.00	-225.00	55.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	402.40	0.00	402.40	100.0%
6730-00 · Marketing Cooperative/Media	961,121.00	949,608.00	11,513.00	101.2%
6740-00 · Media/Collateral/Production	0.00	3,333.36	-3,333.36	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	8,690.67	65,143.00	-56,452.33	13.3%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,316.02	0.00	4,316.02	100.0%
6743-03 · Touch Lake Tahoe	13,333.32	0.00	13,333.32	100.0%
6743-04 · High Notes	3,313.32	0.00	3,313.32	100.0%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
6743-00 · BACC Marketing Programs - Other	0.00	53,600.00	-53,600.00	0.0%
Total 6743-00 · BACC Marketing Programs	21,939.46	53,600.00	-31,660.54	40.9%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	0.00	-982.94	100.0%
51100 · Freight and Shipping Costs	1,055.14	0.00	1,055.14	100.0%
59900 · POS Inventory Adjustments	237.04	0.00	237.04	100.0%
8100-00 · Cost of Goods Sold - Other	28,532.91	41,810.00	-13,277.09	68.2%
Total 8100-00 · Cost of Goods Sold	28,842.15	41,810.00	-12,967.85	69.0%
8200-00 · Associate Relations	2,782.44	4,450.00	-1,667.56	62.5%
8300-00 · Board Functions	1,631.78	2,750.00	-1,118.22	59.3%
8500-00 · Credit Card Fees	4,416.01	4,080.00	336.01	108.2%
8700-00 · Automobile Expenses	3,274.56	5,286.72	-2,012.16	61.9%
8750-00 · Meals/Meetings	3,017.62	4,016.76	-999.14	75.1%
8810-00 · Dues & Subscriptions	7,015.18	6,640.04	375.14	105.6%
8910-00 · Travel	8,759.44	9,498.72	-739.28	92.2%
8920-00 · Bad Debt	17,017.50			
Total Expense	2,636,921.46	3,008,350.94	-371,429.48	87.7%
Net Ordinary Income	152,859.21	-197,923.18	350,782.39	-77.2%
Other Income/Expense				
Other Expense				
Balancing Adjustments	0.08			

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

All Departments

	<u>Jul '16 - Feb 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8990-00 - Allocated	0.00	-198,525.00	198,525.00	0.0%
Total Other Expense	0.08	-198,525.00	198,525.08	-0.0%
Net Other Income	-0.08	198,525.00	-198,525.08	-0.0%
Net Income	<u>152,859.13</u>	<u>601.82</u>	<u>152,257.31</u>	<u>25,399.5%</u>

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

03/28/17

Accrual Basis

11 - Marketing

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,777,120.00	1,777,121.32	-1.32	100.0%
Total Income	1,777,120.00	1,777,121.32	-1.32	100.0%
Gross Profit	1,777,120.00	1,777,121.32	-1.32	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	11,000.00	16,500.00	-5,500.00	66.7%
5020-00 · P/R - Tax Expense	15,341.58	15,749.30	-407.72	97.4%
5030-00 · P/R - Health Insurance Expense	29,914.32	30,025.60	-111.28	99.6%
5040-00 · P/R - Workmans Comp	538.80	870.00	-331.20	61.9%
5060-00 · 401 (k)	5,767.63	5,532.30	235.33	104.3%
5070-00 · Other Benefits and Expenses	1,087.08	1,806.68	-719.60	60.2%
5000-00 · Salaries & Wages - Other	159,912.30	192,081.60	-32,169.30	83.3%
Total 5000-00 · Salaries & Wages	223,561.71	262,565.48	-39,003.77	85.1%
5100-00 · Rent				
5110-00 · Utilities	1,060.12	1,400.00	-339.88	75.7%
5140-00 · Repairs & Maintenance	1,017.33	1,000.00	17.33	101.7%
5150-00 · Office - Cleaning	1,476.89	2,016.00	-539.11	73.3%
5100-00 · Rent - Other	15,084.72	13,213.36	1,871.36	114.2%
Total 5100-00 · Rent	18,639.06	17,629.36	1,009.70	105.7%
5310-00 · Telephone				
5320-00 · Telephone	4,069.92	3,533.36	536.56	115.2%
5350-00 · Internet	224.85	0.00	224.85	100.0%
Total 5310-00 · Telephone	4,294.77	3,533.36	761.41	121.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5480-00 · Mail - Fed Ex	31.13	0.00	31.13	100.0%
5420-00 · Mail - USPS - Other	315.50	500.00	-184.50	63.1%
Total 5420-00 · Mail - USPS	446.63	500.00	-53.37	89.3%
5510-00 · Insurance/Bonding	1,108.76	1,333.36	-224.60	83.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	1,308.46	2,000.00	-691.54	65.4%
Total 5520-00 · Supplies	1,485.60	2,000.00	-514.40	74.3%
5610-00 · Depreciation	250.35	1,306.00	-1,055.65	19.2%
5700-00 · Equipment Support & Maintenance	1,281.34	2,488.00	-1,206.66	51.5%
5710-00 · Taxes, Licenses & Fees	309.67	333.36	-23.69	92.9%
5740-00 · Equipment Rental/Leasing	1,111.80	1,333.36	-221.56	83.4%
5800-00 · Training Seminars	2,280.61	2,000.00	280.61	114.0%
5815 · Training Video Series	7,534.05	15,000.00	-7,465.95	50.2%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5941-00 · Research & Planning	12,300.00	10,000.00	2,300.00	123.0%
6020-00 · Programs				
6015-00 · Cross Country	4,000.00			
6016-00 · Community Marketing Programs	35,648.00	60,000.00	-24,352.00	59.4%
Total 6020-00 · Programs	39,648.00	60,000.00	-20,352.00	66.1%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media	1,500.00			
6023-00 · Autumn Food & Wine - Other	29,349.98	0.00	29,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	32,792.86	0.00	32,792.86	100.0%
6420-00 · Sponsorship				
6420-01 · WinterWonderGrass_Tahoe	15,400.00	0.00	15,400.00	100.0%
6421-00 · New Event Development	9,225.88	0.00	9,225.88	100.0%
6428-00 · Dues & Subscriptions	109.40			
6420-00 · Sponsorship - Other	321,614.10	420,000.00	-98,385.90	76.6%
Total 6420-00 · Sponsorship	346,349.38	420,000.00	-73,650.62	82.5%
6490-00 · Classified Ads	50.00			
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	402.40	0.00	402.40	100.0%
6730-00 · Marketing Cooperative/Media	887,787.64	869,608.00	18,179.64	102.1%
6742-00 · Non-NLT Co-Op Marketing Program	8,690.67	65,143.00	-56,452.33	13.3%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,316.02	0.00	4,316.02	100.0%

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

03/28/17

Accrual Basis

11 - Marketing

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
6743-03 · Touch Lake Tahoe	13,333.32	0.00	13,333.32	100.0%
6743-04 · High Notes	3,313.32	0.00	3,313.32	100.0%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
6743-00 · BACC Marketing Programs - Other	0.00	53,600.00	-53,600.00	0.0%
Total 6743-00 · BACC Marketing Programs	21,939.46	53,600.00	-31,660.54	40.9%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8200-00 · Associate Relations	381.49	600.00	-218.51	63.6%
8500-00 · Credit Card Fees	45.00	0.00	45.00	100.0%
8700-00 · Automobile Expenses	1,123.15	1,333.36	-210.21	84.2%
8750-00 · Meals/Meetings	1,468.94	2,333.36	-864.42	63.0%
8810-00 · Dues & Subscriptions	2,738.75	3,333.36	-594.61	82.2%
8910-00 · Travel	8,545.96	5,333.36	3,212.60	160.2%
Total Expense	1,628,989.13	1,822,306.72	-193,317.59	89.4%
Net Ordinary Income	148,130.87	-45,185.40	193,316.27	-327.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	139,353.42	-45,183.00	184,536.42	-308.4%
Total Other Expense	139,353.42	-45,183.00	184,536.42	-308.4%
Net Other Income	-139,353.42	45,183.00	-184,536.42	-308.4%
Net Income	8,777.45	-2.40	8,779.85	-365,727.1%

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

03/28/17

Accrual Basis

30 - Conference

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4205-00 · Conference Dues	6,600.00			
4050-00 · County of Placer TOT Funding	193,064.00	193,066.68	-2.68	100.0%
4200-00 · Membership Dues	0.00	5,126.68	-5,126.68	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	9,245.17	0.00	9,245.17	100.0%
4600-00 · Commissions - Other	90,568.98	92,017.00	-1,448.02	98.4%
Total 4600-00 · Commissions	99,814.15	92,017.00	7,797.15	108.5%
Total Income	299,478.15	290,210.36	9,267.79	103.2%
Gross Profit	299,478.15	290,210.36	9,267.79	103.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	34,943.32	17,333.36	17,609.96	201.6%
5020-00 · P/R - Tax Expense	11,144.33	9,202.90	1,941.43	121.1%
5030-00 · P/R - Health Insurance Expense	10,507.56	10,366.20	141.36	101.4%
5040-00 · P/R - Workmans Comp	381.68	600.00	-218.32	63.6%
5060-00 · 401 (k)	5,223.71	5,074.30	149.41	102.9%
5070-00 · Other Benefits and Expenses	485.84	297.36	188.48	163.4%
5000-00 · Salaries & Wages - Other	92,001.87	112,034.50	-20,032.63	82.1%
Total 5000-00 · Salaries & Wages	154,688.31	154,908.62	-220.31	99.9%
5100-00 · Rent				
5110-00 · Utilities	533.12	700.00	-166.88	76.2%
5140-00 · Repairs & Maintenance	526.33	520.00	6.33	101.2%
5150-00 · Office - Cleaning	738.49	1,008.00	-269.51	73.3%
5100-00 · Rent - Other	7,222.40	6,606.68	615.72	109.3%
Total 5100-00 · Rent	9,020.34	8,834.68	185.66	102.1%
5310-00 · Telephone				
5320-00 · Telephone	1,908.95	2,048.00	-139.05	93.2%
Total 5310-00 · Telephone	1,908.95	2,048.00	-139.05	93.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	164.06	140.00	24.06	117.2%
Total 5420-00 · Mail - USPS	264.06	140.00	124.06	188.6%
5510-00 · Insurance/Bonding	1,108.75	1,000.00	108.75	110.9%
5520-00 · Supplies	283.91	500.00	-216.09	56.8%
5610-00 · Depreciation	128.50	679.36	-550.86	18.9%
5700-00 · Equipment Support & Maintenance	594.22	1,104.00	-509.78	53.8%
5710-00 · Taxes, Licenses & Fees	154.27	133.36	20.91	115.7%
5740-00 · Equipment Rental/Leasing	1,056.03	1,333.36	-277.33	79.2%
6730-00 · Marketing Cooperative/Media	73,333.36	80,000.00	-6,666.64	91.7%
8200-00 · Associate Relations	0.00	500.00	-500.00	0.0%
8700-00 · Automobile Expenses	147.96	266.68	-118.72	55.5%
8750-00 · Meals/Meetings	0.00	266.68	-266.68	0.0%
8810-00 · Dues & Subscriptions	815.00	300.00	515.00	271.7%
Total Expense	243,503.66	252,014.74	-8,511.08	96.6%
Net Ordinary Income	55,974.49	38,195.62	17,778.87	146.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	31,935.15	38,195.00	-6,259.85	83.6%
Total Other Expense	31,935.15	38,195.00	-6,259.85	83.6%
Net Other Income	-31,935.15	-38,195.00	6,259.85	83.6%
Net Income	24,039.34	0.62	24,038.72	3,877,312.9%

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

03/28/17

Accrual Basis

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	176,144.00	176,141.36	2.64	100.0%
Total Income	176,144.00	176,141.36	2.64	100.0%
Gross Profit	176,144.00	176,141.36	2.64	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	4,479.17	5,516.30	-1,037.13	81.2%
5030-00 · P/R - Health Insurance Expense	3,802.21	3,887.40	-85.19	97.8%
5040-00 · P/R - Workmans Comp	134.70	1,376.00	-1,241.30	9.8%
5060-00 · 401 (k)	2,103.53	2,623.20	-519.67	80.2%
5070-00 · Other Benefits and Expenses	60.49	456.90	-396.41	13.2%
5000-00 · Salaries & Wages - Other	48,275.10	56,094.80	-7,819.70	86.1%
Total 5000-00 · Salaries & Wages	58,855.20	69,954.60	-11,099.40	84.1%
5100-00 · Rent				
5110-00 · Utilities	230.10	670.68	-440.58	34.3%
5140-00 · Repairs & Maintenance	309.41	304.68	4.73	101.6%
5150-00 · Office - Cleaning	295.41	133.36	162.05	221.5%
5100-00 · Rent - Other	2,888.96	4,930.68	-2,041.72	58.6%
Total 5100-00 · Rent	3,723.88	6,039.40	-2,315.52	61.7%
5310-00 · Telephone				
5320-00 · Telephone	1,579.47	850.00	729.47	185.8%
Total 5310-00 · Telephone	1,579.47	850.00	729.47	185.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	100.96	50.00	50.96	201.9%
Total 5420-00 · Mail - USPS	150.96	50.00	100.96	301.9%
5510-00 · Insurance/Bonding	175.05	200.00	-24.95	87.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	129.00			
5520-00 · Supplies - Other	110.82	200.00	-89.18	55.4%
Total 5520-00 · Supplies	239.82	200.00	39.82	119.9%
5610-00 · Depreciation	70.24	276.00	-205.76	25.4%
5700-00 · Equipment Support & Maintenance	179.84	320.00	-140.16	56.2%
5710-00 · Taxes, Licenses & Fees	94.93	80.00	14.93	118.7%
5740-00 · Equipment Rental/Leasing	933.24	213.36	719.88	437.4%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	4,000.00	-1,000.00	75.0%
5941-00 · Research & Planning	3,159.00	29,625.00	-26,466.00	10.7%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-11,593.65	-15.9%
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-11,593.65	-15.9%
8200-00 · Associate Relations	0.00	400.00	-400.00	0.0%
8500-00 · Credit Card Fees	22.50	0.00	22.50	100.0%
8700-00 · Automobile Expenses	401.40	800.00	-398.60	50.2%
8750-00 · Meals/Meetings	115.98	200.00	-84.02	58.0%
8810-00 · Dues & Subscriptions	4.50	0.00	4.50	100.0%
Total Expense	71,112.36	123,658.36	-52,546.00	57.5%
Net Ordinary Income	105,031.64	52,483.00	52,548.64	200.1%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	31,935.15	52,482.00	-20,546.85	60.8%
Total Other Expense	31,935.15	52,482.00	-20,546.85	60.8%
Net Other Income	-31,935.15	-52,482.00	20,546.85	60.8%

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03/28/17
Accrual Basis

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

	<u>Jul '16 - Feb 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Net Income	<u>73,096.49</u>	<u>1.00</u>	<u>73,095.49</u>	<u>7,309,649.0%</u>

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

42 - VIC

03/28/17

Accrual Basis

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,616.00	222,615.36	0.64	100.0%
4502-00 · Non-Retail VIC income	5,192.00	5,096.00	96.00	101.9%
4503 · Visitor Guide Income	0.00	3,000.00	-3,000.00	0.0%
46000 · Merchandise Sales	54,339.30	72,953.00	-18,613.70	74.5%
Total Income	282,147.30	303,664.36	-21,517.06	92.9%
Cost of Goods Sold				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	282,093.30	303,664.36	-21,571.06	92.9%
Expense				
5850-00 · Artist of Month - Commissions	2,048.21			
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	12,284.63	10,364.00	1,920.63	118.5%
5030-00 · P/R - Health Insurance Expense	14,471.00	18,292.00	-3,821.00	79.1%
5040-00 · P/R - Workmans Comp	426.58	1,672.00	-1,245.42	25.5%
5060-00 · 401 (k)	4,432.67	3,921.00	511.67	113.0%
5070-00 · Other Benefits and Expenses	385.84	404.68	-18.84	95.3%
5000-00 · Salaries & Wages - Other	112,249.24	113,471.00	-1,221.76	98.9%
Total 5000-00 · Salaries & Wages	144,249.96	148,124.68	-3,874.72	97.4%
5100-00 · Rent				
5110-00 · Utilities	3,968.21	5,000.00	-1,031.79	79.4%
5140-00 · Repairs & Maintenance	1,097.54	1,206.68	-109.14	91.0%
5150-00 · Office - Cleaning	949.24	0.00	949.24	100.0%
5100-00 · Rent - Other	51,836.56	47,190.68	4,645.88	109.8%
Total 5100-00 · Rent	57,851.55	53,397.36	4,454.19	108.3%
5310-00 · Telephone				
5320-00 · Telephone	2,623.18	2,333.36	289.82	112.4%
Total 5310-00 · Telephone	2,623.18	2,333.36	289.82	112.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	471.69	0.00	471.69	100.0%
5420-00 · Mail - USPS - Other	164.06	333.36	-169.30	49.2%
Total 5420-00 · Mail - USPS	685.75	333.36	352.39	205.7%
5510-00 · Insurance/Bonding	1,458.87	1,333.36	125.51	109.4%
5520-00 · Supplies	1,452.72	2,666.68	-1,213.96	54.5%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	405.61	679.36	-273.75	59.7%
5700-00 · Equipment Support & Maintenance	1,592.94	1,400.00	192.94	113.8%
5710-00 · Taxes, Licenses & Fees	154.27	200.00	-45.73	77.1%
5740-00 · Equipment Rental/Leasing	3,182.20	3,952.00	-769.80	80.5%
5800-00 · Training Seminars	0.00	2,500.00	-2,500.00	0.0%
5815 · Training Video Series	0.00	5,000.00	-5,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	3,333.36	-3,333.36	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-982.94	0.00	-982.94	100.0%
51100 · Freight and Shipping Costs	1,055.14	0.00	1,055.14	100.0%
59900 · POS Inventory Adjustments	237.04	0.00	237.04	100.0%
8100-00 · Cost of Goods Sold - Other	28,532.91	41,810.00	-13,277.09	68.2%
Total 8100-00 · Cost of Goods Sold	28,842.15	41,810.00	-12,967.85	69.0%
8200-00 · Associate Relations	355.19	500.00	-144.81	71.0%
8500-00 · Credit Card Fees	1,830.41	2,400.00	-569.59	76.3%
8700-00 · Automobile Expenses	756.86	800.00	-43.14	94.6%
8750-00 · Meals/Meetings	726.91	266.68	460.23	272.6%
8810-00 · Dues & Subscriptions	447.80	800.00	-352.20	56.0%
8910-00 · Travel	213.48	3,265.36	-3,051.88	6.5%

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

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Total Expense	248,769.06	275,295.56	-26,526.50	90.4%
Net Ordinary Income	33,324.24	28,368.80	4,955.44	117.5%
Other Income/Expense				
Other Expense				
8990-00 - Allocated	29,031.95	28,368.00	663.95	102.3%
Total Other Expense	29,031.95	28,368.00	663.95	102.3%
Net Other Income	-29,031.95	-28,368.00	-663.95	102.3%
Net Income	4,292.29	0.80	4,291.49	536,536.3%

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

03/28/17

Accrual Basis

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	148,376.00	148,378.68	-2.68	100.0%
Total Income	148,376.00	148,378.68	-2.68	100.0%
Gross Profit	148,376.00	148,378.68	-2.68	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	4,060.47	5,700.90	-1,640.43	71.2%
5030-00 · P/R - Health Insurance Expense	3,802.25	3,141.90	660.35	121.0%
5040-00 · P/R - Workmans Comp	134.70	1,333.36	-1,198.66	10.1%
5060-00 · 401 (k)	2,103.53	2,628.40	-524.87	80.0%
5070-00 · Other Benefits and Expenses	60.41	460.00	-399.59	13.1%
5000-00 · Salaries & Wages - Other	48,692.57	56,094.80	-7,402.23	86.8%
Total 5000-00 · Salaries & Wages	58,853.93	69,359.36	-10,505.43	84.9%
5100-00 · Rent				
5110-00 · Utilities	230.10	1,000.00	-769.90	23.0%
5140-00 · Repairs & Maintenance	309.41	320.00	-10.59	96.7%
5150-00 · Office - Cleaning	295.41	401.36	-105.95	73.6%
5100-00 · Rent - Other	2,888.96	4,684.68	-1,795.72	61.7%
Total 5100-00 · Rent	3,723.88	6,406.04	-2,682.16	58.1%
5310-00 · Telephone				
5320-00 · Telephone	1,579.45	2,200.00	-620.55	71.8%
Total 5310-00 · Telephone	1,579.45	2,200.00	-620.55	71.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	100.96	50.00	50.96	201.9%
Total 5420-00 · Mail - USPS	150.96	50.00	100.96	301.9%
5510-00 · Insurance/Bonding	175.05	200.00	-24.95	87.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	129.00			
5520-00 · Supplies - Other	110.82	200.00	-89.18	55.4%
Total 5520-00 · Supplies	239.82	200.00	39.82	119.9%
5610-00 · Depreciation	70.24	276.00	-205.76	25.4%
5700-00 · Equipment Support & Maintenance	179.84	440.00	-260.16	40.9%
5710-00 · Taxes, Licenses & Fees	94.93	248.00	-153.07	38.3%
5740-00 · Equipment Rental/Leasing	933.24	1,701.36	-768.12	54.9%
5810-00 · Public Outreach	0.00	500.00	-500.00	0.0%
5941-00 · Research & Planning	2,659.55	28,627.00	-25,967.45	9.3%
8200-00 · Associate Relations	0.00	400.00	-400.00	0.0%
8500-00 · Credit Card Fees	22.50	0.00	22.50	100.0%
8700-00 · Automobile Expenses	401.41	920.00	-518.59	43.6%
8750-00 · Meals/Meetings	351.63	266.68	84.95	131.9%
8810-00 · Dues & Subscriptions	4.50			
Total Expense	69,440.93	111,794.44	-42,353.51	62.1%
Net Ordinary Income	78,935.07	36,584.24	42,350.83	215.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	31,935.16	35,984.00	-4,048.84	88.7%
Total Other Expense	31,935.16	35,984.00	-4,048.84	88.7%
Net Other Income	-31,935.16	-35,984.00	4,048.84	88.7%
Net Income	46,999.91	600.24	46,399.67	7,830.2%

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

03/28/17

Accrual Basis

60 - Membership

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Dues	92,923.80	76,945.00	15,978.80	120.8%
4201-00 · New Member Fees	600.00	2,666.68	-2,066.68	22.5%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	4,649.42	6,400.00	-1,750.58	72.6%
4250-02 · Tourism Summit	1,100.00			
4250-00 · Revenues-Membership Activities - Other	6,796.00	25,800.00	-19,004.00	26.3%
Total 4250-00 · Revenues-Membership Activities	12,545.42	32,200.00	-19,654.58	39.0%
4252-00 · Revenue - Sponsorships	500.00	3,100.00	-2,600.00	16.1%
Total Income	106,569.22	114,911.68	-8,342.46	92.7%
Gross Profit	106,569.22	114,911.68	-8,342.46	92.7%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-11,000.00	-16,500.00	5,500.00	66.7%
5020-00 · P/R - Tax Expense	4,088.27	4,884.90	-796.63	83.7%
5030-00 · P/R - Health Insurance Expense	5,463.90	12,098.20	-6,634.30	45.2%
5040-00 · P/R - Workmans Comp	157.18	714.68	-557.50	22.0%
5060-00 · 401 (k)	430.58	423.60	6.98	101.6%
5070-00 · Other Benefits and Expenses	69.07	703.36	-634.29	9.8%
5000-00 · Salaries & Wages - Other	36,294.77	52,929.30	-16,634.53	68.6%
Total 5000-00 · Salaries & Wages	35,503.77	55,254.04	-19,750.27	64.3%
5100-00 · Rent				
5110-00 · Utilities	366.56	500.00	-133.44	73.3%
5140-00 · Repairs & Maintenance	329.57	320.00	9.57	103.0%
5150-00 · Office - Cleaning	516.91	720.00	-203.09	71.8%
5100-00 · Rent - Other	5,615.68	4,719.36	896.32	119.0%
Total 5100-00 · Rent	6,828.72	6,259.36	569.36	109.1%
5310-00 · Telephone				
5320-00 · Telephone	1,874.61	1,800.00	74.61	104.1%
Total 5310-00 · Telephone	1,874.61	1,800.00	74.61	104.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00	0.00	400.00	100.0%
5420-00 · Mail - USPS - Other	325.96	400.00	-74.04	81.5%
Total 5420-00 · Mail - USPS	725.96	400.00	325.96	181.5%
5510-00 · Insurance/Bonding	525.20	533.36	-8.16	98.5%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	511.78	0.00	511.78	100.0%
5520-00 · Supplies - Other	993.76	866.68	127.08	114.7%
Total 5520-00 · Supplies	1,505.54	866.68	638.86	173.7%
5610-00 · Depreciation	82.62	418.00	-335.38	19.8%
5700-00 · Equipment Support & Maintenance	603.47	376.68	226.79	160.2%
5710-00 · Taxes, Licenses & Fees	95.93	333.36	-237.43	28.8%
5740-00 · Equipment Rental/Leasing	2,028.48	2,177.36	-148.88	93.2%
5800-00 · Training Seminars	892.11	3,000.00	-2,107.89	29.7%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	4,185.00	5,666.68	-1,481.68	73.9%
6432-00 · Membership - Newsletter	2,001.24	0.00	2,001.24	100.0%
6441-00 · Membership - Miscellaneous Exp	37.05	0.00	37.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6443-00 · Membership - Bridal Faire	75.63	0.00	75.63	100.0%
6423-00 · Membership Activities - Other	6,120.01	17,024.00	-10,903.99	35.9%
Total 6423-00 · Membership Activities	12,499.93	22,690.68	-10,190.75	55.1%
6490-00 · Classified Ads	225.00			
8200-00 · Associate Relations	0.00	450.00	-450.00	0.0%
8500-00 · Credit Card Fees	2,156.55	1,680.00	476.55	128.4%
8700-00 · Automobile Expenses	372.21	500.00	-127.79	74.4%
8750-00 · Meals/Meetings	177.20	333.36	-156.16	53.2%
8810-00 · Dues & Subscriptions	1,671.98	666.68	1,005.30	250.8%
8920-00 · Bad Debt	17,017.50			
Total Expense	84,786.78	97,739.56	-12,952.78	86.7%
Net Ordinary Income	21,782.44	17,172.12	4,610.32	126.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	26,128.79	17,172.00	8,956.79	152.2%

2:58 PM

03/28/17

Accrual Basis

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

	<u>Jul '16 - Feb 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total Other Expense	26,128.79	17,172.00	8,956.79	152.2%
Net Other Income	-26,128.79	-17,172.00	-8,956.79	152.2%
Net Income	<u>-4,346.35</u>	<u>0.12</u>	<u>-4,346.47</u>	<u>-3,621,958.3%</u>

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

70 - Administration

03/28/17

Accrual Basis

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	13,630.70	14,902.40	-1,271.70	91.5%
5030-00 · P/R - Health Insurance Expense	12,791.03	28,113.60	-15,322.57	45.5%
5040-00 · P/R - Workmans Comp	471.35	3,205.36	-2,734.01	14.7%
5060-00 · 401 (k)	1,373.34	5,942.70	-4,569.36	23.1%
5070-00 · Other Benefits and Expenses	505.77	747.36	-241.59	67.7%
5000-00 · Salaries & Wages - Other	161,217.15	200,965.30	-39,748.15	80.2%
Total 5000-00 · Salaries & Wages	189,989.34	253,876.72	-63,887.38	74.8%
5100-00 · Rent				
5110-00 · Utilities	832.77	1,600.00	-767.23	52.0%
5140-00 · Repairs & Maintenance	2,371.33	1,600.00	771.33	148.2%
5150-00 · Office - Cleaning	1,230.05	2,016.00	-785.95	61.0%
5100-00 · Rent - Other	13,065.60	15,320.68	-2,255.08	85.3%
Total 5100-00 · Rent	17,499.75	20,536.68	-3,036.93	85.2%
5310-00 · Telephone				
5320-00 · Telephone	5,840.62	5,733.36	107.26	101.9%
Total 5310-00 · Telephone	5,840.62	5,733.36	107.26	101.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5480-00 · Mail - Fed Ex	24.02			
5420-00 · Mail - USPS - Other	322.15	466.68	-144.53	69.0%
Total 5420-00 · Mail - USPS	596.17	466.68	129.49	127.7%
5510-00 · Insurance/Bonding	1,283.82	1,133.36	150.46	113.3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	257.99	0.00	257.99	100.0%
5520-00 · Supplies - Other	3,513.81	4,666.68	-1,152.87	75.3%
Total 5520-00 · Supplies	3,771.80	4,666.68	-894.88	80.8%
5610-00 · Depreciation	540.45	1,306.00	-765.55	41.4%
5700-00 · Equipment Support & Maintenance	4,008.59	2,485.36	1,523.23	161.3%
5710-00 · Taxes, Licenses & Fees	6,712.22	5,333.36	1,378.86	125.9%
5740-00 · Equipment Rental/Leasing	1,310.94	1,666.68	-355.74	78.7%
5800-00 · Training Seminars	2,199.00	1,500.00	699.00	146.6%
5810-00 · Public Outreach	0.00	180.00	-180.00	0.0%
5900-00 · Professional Fees				
5921-00 · Professional Fees - Other	11,827.07			
5910-00 · Professional Fees - Attorneys	1,980.00	0.00	1,980.00	100.0%
5920-00 · Professional Fees - Accountant	35,862.00	0.00	35,862.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	18,350.00	-17,100.00	6.8%
Total 5900-00 · Professional Fees	50,919.07	18,350.00	32,569.07	277.5%
6420-00 · Sponsorship				
6421-00 · New Event Development	50.00			
Total 6420-00 · Sponsorship	50.00			
6490-00 · Classified Ads	0.00	500.00	-500.00	0.0%
8200-00 · Associate Relations	2,045.76	1,600.00	445.76	127.9%
8300-00 · Board Functions	1,631.78	2,750.00	-1,118.22	59.3%
8500-00 · Credit Card Fees	339.05	0.00	339.05	100.0%
8700-00 · Automobile Expenses	71.57	666.68	-595.11	10.7%
8750-00 · Meals/Meetings	176.96	350.00	-173.04	50.6%
8810-00 · Dues & Subscriptions	1,332.65	1,540.00	-207.35	86.5%
8910-00 · Travel	0.00	900.00	-900.00	0.0%
Total Expense	290,319.54	325,541.56	-35,222.02	89.2%
Net Ordinary Income	-290,319.54	-325,541.56	35,222.02	89.2%
Other Income/Expense				
Other Expense				
Balancing Adjustments	0.08			

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

	Jul '16 - Feb 17	Budget	\$ Over Budget	% of Budget
8990-00 - Allocated	-290,319.62	-325,543.00	35,223.38	89.2%
Total Other Expense	-290,319.54	-325,543.00	35,223.46	89.2%
Net Other Income	290,319.54	325,543.00	-35,223.46	89.2%
Net Income	<u>0.00</u>	<u>1.44</u>	<u>-1.44</u>	<u>0.0%</u>

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
Employee Expense Report

Month*Yr February
Employee Sandy Evans Hall

DATE	DOC REF	VENDOR	REFERENCE	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
2/8/2017	A	Front Street Station	Pizza	Lunch for Chamber Subcommittee	117.50		8300-00-70
2/16/2017	B	Bridge Tender	Lunch	Lunch with Nicole Newman - SearchWide CEO Search	43.71		5921-70
2/17/2017	C	Wolfdales	Gift Certificate	Employee of the Month - Dawn Baffone	50.00		8200-00-70
2/18/2017	D	Survey Monkey	Subscription	Monthly Subscription for Survey Monkey	26.00		8810-00-70
2/22/2017	E	Constant Contact	Subscription	Monthly Subscription for Constant Contact	120.00		8810-00-70
2/2/2017	F	Granlibakken	breakfast	breakfast at monthly TMA meeting		12.00	8750-00-70
2/24/2017	G	A Sante	Health club	Reimbursement for Health Club		25.00	5070-00-70
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		112.35	8700-00-00
				Mileage Reimbursed Through Payroll		(112.35)	
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					357.21		
						371.00	

Signed By: Sandy Evans Hall

Date: 3-2-17

Approved By: _____

Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
MAR 02 2017	MAR 11 2017	<u>AEH</u>	MAR 14 2017

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) MILEAGE REIMBURSEMENT

EMPLOYEE NAME: SANDY EVANGS HALL
 REPORT MONTH: FEB 2017

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
	2/2/2017	Tahoe City	Kings Beach NTEC	20.00	X		KBSRA planning meeting
	8-Feb	Tahoe City	Squaw Valley	16.00	X		Travel writer meeting
	8-Feb	Tahoe City	Kings Beach	20.00	X		Meet with Adam at Jason's
	14-Feb	Tahoe City	Incline Village	32.00	X		TWIG meeting
	28-Feb	Tahoe City	South Lake Tahoe - TRPA	84.00	X		PEV Coordinating Council
	28-Feb	Tahoe City	Truckee Airport	38.00	X		Women to women
TOTAL MILES SUBMITTED:				210.00			
MILEAGE RATE PER MILE				\$ 0.535			
TOTAL MILEAGE REIMBURSEMENT DUE				\$112.35			✓

EMPLOYEE SIGNATURE: Sandy C. Hall
 DATE SUBMITTED: 3-2-17



BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
Statement Date FEB 28, 2017
Total Activity \$357.21

** MEMO STATEMENT ONLY **
DO NOT REMIT PAYMENT

SANDRA EVANS HALL
N LAKE TAHOE RESORT
PO BOX 1757
TAHOE CITY CA 96145-1757

ACCOUNT SUMMARY							
SANDRAEVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$357.21		\$0.00		\$0.00		\$357.21

ACCOUNT ACTIVITY						
Posting Date	Transaction Date	Reference Number	Transaction Description			Amount
02-08	02-08	55310207039400758000027	FRONT STREET STATION TAHOE CITY CA Tax ID: 260088583 Mer Zip: 96145			117.50
02-20	02-16	25247807048001938003282	BRIDGETENDER TAVERN & TAHOE CITY CA Tax ID: 320361127 Mer Zip: 96145			43.71
02-20	02-17	05314617049500245809416	WOLFDALES CUISINE UNI TAHOE CITY CA Tax ID: 680013011 Mer Zip: 96145			50.00
02-20	02-18	75418237049036036271362	SMK*SURVEYMONKEY.COM 971-2445555 CA Tran: 28253720 Tax ID: 371581003 Mer Zip: 94301 Dest Zip: 96145 Product Code: CODE Desc: Subscription Renewal Qty: 1 Unit: Sub Unit Cost: 2600 Disc: N Ext Item Amt: 26.00			26.00
02-23	02-22	75418237053036161156936	CTC*CONSTANTCONTACT.C 855-2295506 MA Tran: 1108743637509 Tax ID: 043285398 Mer Zip: 02451 Product Code: ctct Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 12000 Disc: N Ext Item Amt: 120.00			120.00

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0011-5901	Account Summary	
	Statement Date FEB 28, 2017	Purchases & Other Charges	\$357.21
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Cash Advances	\$0.00
	Disputed Amount \$0.00	Fees	\$0.00
		Credits	\$0.00
		Payments	\$0.00
		Total Activity	\$357.21

Chamber Subcommittee Org Structure

8300-00-70

FRONT STREET STATION (Tahoe City)

205 RIVER RD
TAHOE CITY, CA 96145
530-583-3770

ORDER: 001 Call In - To Go

Cashier: Katie
07-Feb-2017 9:46:10A

Transaction 004331

1	LARGE HAWAIIAN	\$21.50
1	LARGE COMBO	\$27.00
1	LARGE CALIFORNIAN	\$25.25
1	LARGE VEGGIE	\$25.75
1	Large Mixed Green Salad	\$6.00
1	Large Mixed Green Salad	\$6.00
1	Large Mixed Green Salad	\$6.00

Total \$117.50

CREDIT CARD AUTH \$117.50
MASTERCARD 5901

Retain this copy for statement validation

07-Feb-2017 11:39:11A
\$117.50 | Method: SWIPED
MASTERCARD XXXXXXXXXXXX5901
Ref #: 703800500031 | Auth #: 013281
MID: *****3884
AthNtwkNm: MASTERCARD
SIGNATURE VERIFIED

Order SA8CYOZRK7222

Online: [https://clover.com/p/
FNCI7.LIVRRB6W](https://clover.com/p/FNCI7.LIVRRB6W)

A

Nicole Newman
CEO Search

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

Server: Janeth DOB: 02/16/2017
01:30 PM 02/16/2017
11/1 1/10015

SALE

Mastercard 1048592
Card #XXXXXXXXXX5901
Magnetic card present: EVANS HALL SANDRA
Card Entry Method: S

Approval: 064901

Amount: \$ 36.71
+ Tip: 7.00
= Total: 43.71

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 ..

** MERCHANT COPY **

B

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

Server: Janeth 02/16/2017
11/1 12:47 PM
Guests: 2 10015
Area: Restaurant
Day Part: Lunch

Iced Tea (16oz) 3.25
Chicken Taco Salad 13.99
Ahi Tuna Salad 16.99

Subtotal 34.23
Tax 2.48

Total 36.71

Balance Due 36.71

Thank you!
Please join us again
soon ..

B

TMA Board Meeting Breakfast Receipts

Date: 2-2-17

Member: Sandy Hall

Amount: \$12.00

Signed: Sandra L. Hall

F

WOLFDAL'S CUISINE UNIQUE
350 HILTON BLVD
TAMPA CITY, FL 33616
530-583-4283
4139980104931

Merchant ID: 39980104931

Ref #: 0012

Sale Feb

XXXXXXXXXXXX4208

VISA

Entry Method: Swiped

Total: \$ 177.00

02/24/17

06:18:31

Inv #: 000001

Appr Code: 04941C

Transaction ID: 587055515112608

Apprvd: Online

Batch#: 000709

Customer Copy
THANK YOU

G

Employee of month
Dawn Baffone
WOLFDAL'S
CUISINE UNIQUE

2/17/17 17:35
Check 40001
Type Sale
Terminal 4
Hostess/Host KATHLEEN

Swiped
Acct EVANS HALL/SANDRA
XXXXXXXXXXXX5901
Card Typ Mastercard
Auth 004668
Trans ID 1

Sale 50.00

Tip \$.....

Total \$.....

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

Customer Copy

C



Close Print

Invoice #28253720

Feb 18, 2017

Paid on Feb 18, 2017 6:16:00 PM (UTC)

Description	Billing Period	Price	Months	Amount
Select Monthly Plan	Feb 18, 2017 - Mar 17, 2017	\$26	1	\$26
				Total: \$26

BILLING DETAILS

Sandra Evans Hall
 PO Box 5459
 Tahoe City
 California
 96145
 United States
 5305466900
 Username: gotahoe

NOTES

Subscription Renewal Charge

HOW TO MAKE A PAYMENT:

Payment made on
 Feb 18, 2017 6:16:00 PM (UTC).

Payment Method: MASTERCARD
 Card Number(last 4 digits): 5901



SurveyMonkey
 3050 South Delaware Street, San Mateo CA 94403, USA
 Our Tax ID (EIN): 37-1581003 Contact: billing@surveymonkey.com



[Print](#)

Billing Activity - Payments

*N Lake Tahoe Resort
Attn: Sandy Evans Hall
PO Box 5459
Tahoe City CA 96145
US
P: 5305818727*

*Today's Date: 03/02/2017
User Name: nltra1*

Payments from 01/31/2017 to 03/02/2017

Date	Description	Charge Amount	Credit Amount
02/22/2017	Payment - Credit Card - 5901	\$120.00 USD	

Billing questions? [Contact Support](#)

Constant Contact - 1601 Trapelo Road - Waltham, MA 02451 US

E



[Print](#)

Billing Activity - Invoices

N Lake Tahoe Resort
Attn: Sandy Evans Hall
PO Box 5459
Tahoe City CA 96145
US
P: 5305818727

Today's Date: 03/02/2017
User Name: nltra1

Invoices from 01/31/2017 to 03/02/2017

Date	Description	Charge Amount	Credit Amount
02/27/2017	Invoice #1488179798195	\$120.00	USD
	Email Marketing		
	5001 - 10000 Contacts, Monthly	\$85.00	
	Maximum Number of Contacts This Billing Period:		USD
	5072		
	Period from 02/27/2017 to 03/26/2017		
	EventSpot		
	0 - 1 Published Events, Monthly	\$20.00	
	Maximum Number of Open Events This Billing		USD
	Period: 0		
	Period from 02/27/2017 to 03/26/2017		
	Survey		
	0 - 5000 Responses, Monthly	\$10.00	
	Total Survey Responses This Billing Period: 0		USD
	Period from 02/27/2017 to 03/26/2017		
	MyLibrary Plus		
	MyLibrary Plus, Monthly	\$5.00	USD
	Period from 02/27/2017 to 03/26/2017		

Billing questions? [Contact Support](#)

Constant Contact - 1601 Trapelo Road - Waltham, MA 02451 US

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