



FINANCE COMMITTEE AGENDA

Monday, March 26, 2018 at 2:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Committee Members

David Brown
CPA

Eric Pilcher
Moe's BBQ

Mike Salmon
Tahoe Donner Association

Monty Waugh
Squaw Valley Ski Holdings

Ramona Cruz
Tahoe City Public Utility District

Placer County Rep

Jennifer Merchant
Substitute: Erin Casey

NLTRA Staff

Cindy Gustafson
CEO

Al Priester
Director of Finance/Human Resources

Lauren Sully
Staff Accountant & HR Assistant

Quorum
4 Members with 1 being a Board Member

- A. CALL TO ORDER – ESTABLISH A QUORUM
- B. ROLL CALL
- C. PUBLIC FORUM
This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.
- D. APPROVAL AGENDA AMENDMENTS [MOTION]
- E. APPROVAL OF FINANCE MINUTES FROM: 2/28/2018 [MOTION] Pg. 3
- F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS
 - Review Staff Action Items Pg. 3
 - Review Staff ReportPg. 5
- G. APPROVAL OF FEBRUARY 2018 FINANCIALS [MOTION]Pg. 7
- H. SUPPLEMENTAL INFORMATION
 - February 2018 Dashboard ReportPg. 28
- I. APPROVAL OF CEO EXPENSES FOR: FEBRUARY 2018 [MOTION]Pg. 33
- J. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING
- K. NEXT MEETING DATE
- L. COMMITTEE MEMBER COMMENTS
- M. ADJOURN



FINANCE COMMITTEE AGENDA - MINUTES

Wednesday, February 28, 2018 at 10:00 a.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. CALL TO ORDER 10:01 AM – ESTABLISH A QUORUM (5)
- B. ROLL CALL
In Attendance: Christy Beck (Board Member), David Brown
On Phone: Erin Casey, Ramona Cruz, Mike Salmon
Staff: Al Priester, Cindy Gustafson, Bonnie Bavetta (consultant)
- C. PUBLIC FORUM – *Cindy introduced Bonnie Bavetta as a consultant reviewing NLTRA's financial procedures and processes. Staff also announced attempting a new procedure on minutes to reduce the time spent on transcription but retaining the recording for review if needed.*
- D. APPROVAL AGENDA AMENDMENTS – *Motion to approve Ramona Cruz, Second David Brown, Motion- Approved by all, Motion carried.*
- E. APPROVAL OF FINANCE MINUTES FROM: 1/29/2018
Minutes revised to indicate Mike Salmon was on the phone for the meeting.
Motion to approve with revision – Dave Brown, Second Ramona Cruz, Motion Approved by all, Motion carried.
- F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS
 - Review Staff Action Items – *Agreement for the following:*
 - *Action Item 26 – Staff to contact Monty Waugh and complete Form 700 in draft for his submission.*
 - *Action Item 27 & 28 – Completed and to be removed.*
 - *Add an Action Item for March meeting - to bring back a budget re-forecast.*
 - Review Staff Report – *Staff corrected that the YTD financials are a profit, not a loss as reflected in the fifth bullet. Will be amended and included in Board packet.*
 - Review Audit Recommendation - *Motion to approve staff recommendation to negotiate the 2017/18 audit with McClintock Accountancy with the addition of “not to exceed \$25,000” – Motion to approve – Ramona Cruz, Second, Michael Salmon, Approved by all, Motion carried.*
- G. APPROVAL OF JANUARY 2018 FINANCIALS – *Discussion items: Request for breakdown on Accrued Expenses. (To be provided to Erin at County monthly meeting). In the future budget preparation include budget for AF&W. Membership AR report critical to tracking since otherwise not reflected in balance sheet. Motion to approve – Dave Brown, Second- Michael Salmon, Approved by all. Motion carried. Ramona Cruz left meeting at 10:16 AM.*
- H. SUPPLEMENTAL INFORMATION
 - *January 2018 Dashboard Report – Updated sales tax numbers from the County were sent but not updated in report. Staff to update for Board packet.*
- I. APPROVAL OF CEO EXPENSES FOR: JANUARY 2018 *Motion to approve – Dave Brown, Second- Michael Salmon, Approved by all, Motion carried.*
- J. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING – *Prepare and submit re-forecast budget for next meeting.*
- K. NEXT MEETING DATE - *Schedule regular meetings – last Monday of the month. Doodle poll to be sent.*
- L. COMMITTEE MEMBER COMMENTS- *C.Beck suggested staff review all expenditures and consider curtailing travel and expenses due to downturn in winter revenues. C. Gustafson reported some efforts underway and will consider additional review of expenditures.*
- M. ADJOURNED at 11:07 AM

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MEMO

To: NLTRA Finance Committee

Cc: File

From: Al Priester, Director of Finance and Human Resources

Date: March 23, 2018

Re: Staff Action Items

Staff Action Items that Remain Open:

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

- 2/28/18 Meeting: Deferred Revenue process still being refined. Deadline is before next Audit.
- 01/29/18 Meeting: Remain open, inadequate time due to a short month to address them.
- 1/08/18 Meeting: Still have some open items to finalize, such as deferred revenue (getting very close). The budget process took up much of Al's time and Lauren's time was impacted by staff outages.
- 10/26/17 Meeting: Will soon be receiving an Auditor's Memorandum, which will have some impact on these positions that we will want to document. We did as a Finance Committee agree to change procedure with respect to commissions, both commissions receivable and payable in our last meeting. Would like to recap this particular item with input from the audit at our next Finance Meeting.
- 9/01/17 Meeting: Still open and will be completed before the auditors start field work on 9/18/17.
- 3/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing. Will be completed before end of audit field work.
- 2/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 12/4/16 Meeting: Formalize for next Finance Committee meeting, including procedures for deferred revenue recognition.
- 11/29/16 Meeting: Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.

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

- 2/28/18 Meeting: Priority is to get 5 Month Budget refinements into QB. Can then work on Report Writer.
- 01/29/18 Meeting: Remain open, inadequate time due to a short month to address them.
- 01/08/18 Meeting: A function of Al getting time to use the built in report writer within QuickBooks and has not had the time, pushed to next meeting.
- 12/4/17 Meeting: Waiting on formalization of deferred revenue procedures.
- 3/30/17 Meeting: Lost our ability to get this report, Lower priority
- 9/01/17 Meeting: Deferring until recovery is complete. Although the data recovery is complete, the auditing of that information is not. Everything is stamped pre-audit because we are still finishing our audit prior to the auditors coming in. The revenues got recorded on last year percentages and not the July budgeted

percentages, so these P&L Budget vs. Actual reports differ from the financials that are in the packet in terms of revenues, not expenses. (Should happen after the audit.)

- 10/26/17 Meeting: We have about 20 client adjusting entries, which we knew going in. We have to identify them to the Auditor's or they become audit adjustments. There will also be some audit adjusting entries to finalize things that we haven't done in the past, one being the calculation of the marketing reserve. The auditors did it last year and will do it this year, but what they have represented is that they will give me their working papers so that we can do it next year prior to the audit commencing. As well as some of their closing entries. There are a number of adjustments that will be reflected in the statements coming out and we will have those in time to have June - October Financials ready for the November Finance Meeting on November 30th.

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

- 2/28/18 Meeting: Did not get into 5 month contract. Place holder for next County Contract.
- 01/29/18 Meeting: Remain open, inadequate time due to a short month to address them
- 1/08/18 Meeting: Are still ongoing and hopefully by next finance meeting we will have this complete.
- 12/4/17 Meeting: Will be presenting Fund Balance Recon to County for agreement.
- 3/30/17 Meeting: In process, ongoing.
- 9/01/17 Meeting: Through two contract negotiations, July 31 (one month) and Jan 31 (six months), we have yet to address a holding account for refunds and expenses. For ex, we are getting some refunds and additional invoices for 16/17 that has happened in the past six months beyond the close of the year and long after the audit has been completed. (Typically below \$10k). We started a holding account.
- 10/26/17 Meeting: No Discussion.

ACTION ITEM 25: RFP for New Auditors.

- 3/26/18 Requirement Waived by County. Will Need a RFP for 18-19 Audit. Board approved McClintock for 17-18 Audit. Item Completed. Recommend this action item be removed
- 2/28/18 Meeting: See Audit Recommendation on this meeting's Agenda. Recommend this Action Item be removed.
- 1/08/18 Meeting: Not completed due to time constraints from staff outage and budget reworks.
- 12/4/17 Meeting: Review contracts to determine if "new" auditor is required or just RFP.
- 10/26/17 Meeting: This will be our last year with McClintock based on a 5 year term per the contract with the County. We will have to make decisions for next year, which should happen relatively quickly in order to be working with new Auditors.

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

- 3/26/18 Meeting: Was contacted by Monty and gave him instructions to recover his password to complete the form.
- 2/28/18 AI to contact Monty to guide Monty through the process.
- 1/08/18 Meeting: Provided link to Form 700 to Christy Beck.
- 12/4/17 Meeting: Form 700 available online.

NEW ACTION ITEM 27: AI to include a detail report of Membership and TOT Funding in BOD packet to be completed by Friday, February 2, 2018.

- 3/26/18 Meeting: Action Item removed at last meeting.
- 2/28/18 Meeting: Completed and submitted to BOD at their 2/7/18 meeting. Incorporated into the monthly Staff Report. Recommend this Action Item be removed.

NEW ACTION ITEM 28: Remove cents from all reports

- 3/26/18 Meeting: Action Item removed at last meeting.
- 2/28/18 Meeting: Completed. Recommend this Action Item be removed.



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Finance Staff Report

Date: 3/23/18

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

FROM: Al Priester, Director of Finance and Human Resources

RE: Financial Reporting at the March 26, 2018 Finance Committee Meeting

The February 28, 2018 Financials in the NLTRA Finance Committee packet for the March 26, 2018 meeting include: a detailed NLTRA Comparative Balance Sheet with A/R, Membership A/R and A/P Aging's, a current month Comparative Profit & Loss, a current month Profit & Loss by Department and a current month/YTD Budget vs Actual for each Department.

Important points to note for the month of January are:

- Total Cash on Hand of \$697,875 remains strong and compares to prior year Cash on Hand of \$710,112.
- A/R remained level at \$32,392 in Feb compared to \$30,860 in Jan. A/R over 90 days delinquent decreased \$1,014 to \$29,846 from the prior month's \$30,860. These are primarily hotel property invoices and accruals and are deemed collectible with no reserve being established.
- Membership A/R decreased from \$48,375 to \$40,295. Over 120 days delinquent decreased from \$2,000 to \$255 MOM. A bad debt write-off of \$2,413 and \$2,626 were recognized in Jan & Feb respectively.
- A/P are at \$23,185 for Feb with only a contested of A/P \$364 delinquent more than 90 days.
- YTD profit of \$114,115 translates to expenditures under budget for the seven months ended Jan 31.
- The Profit and Loss by Class is useful in gauging where each Department is in relation to their budget. Marketing, Conference & VIC are looked at in total for purposes of any under budget funds being paid back to the County at year-end and are currently under budget by \$118,666 YTD while Tourism Master Plan Implementation is currently under budget by \$1,053. Transportation and Infrastructure are \$9,963 and \$17,109 under budget @ 1/31/18 respectively and are no longer being reported. Membership has a YTD loss of \$32,200.
- Losses in Membership will reduce Retained Earnings. YTD, Membership has lost \$32,200. Retained Earnings at the beginning of the year was a deficit of \$8,754, for a cumulative deficit of \$40,954. The following table demonstrates how Membership is not utilizing TOT funds:

As of January 31, 2017:

<u>Membership Earnings</u>		
BOY Retained earnings (1)	\$	(8,754)
YTD Membership Earnings		<u>(32,200)</u>
Cumulative Membership Earnings	\$	<u>(40,954)</u>
<u>Cash Available for Membership Use</u>		
Deferred Revenue (accts 2400-60 & 2500)	\$	59,297
Add: Accrued Incentives		6,624
Accrued PTO		581
Less: Prepaid Expenses		<u>(5,621)</u>
	\$	<u>60,881</u>
Surplus of Cash over Membership Losses	\$	<u>19,927</u>

(1) Solely attributable to Membership Activities

As can be seen, Membership's cash position is greater than the cumulative losses and therefore, TOT funds are not being utilized by Membership.

Action requested: Review and approve the February Financial statements.

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2018

03/23/18

Accrual Basis

	Feb 28, 18	Feb 28, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	53	890	(836)	(94)%
1003-00 · Cash - Operations BOTW #6712	415,995	433,048	(17,053)	(4)%
1007-00 · Cash - Payroll BOTW #7421	2,104	2,748	(644)	(24)%
1008-00 · Marketing Reserve - Plumas	50,143	50,068	75	0%
1009-00 · Cash Flow Reserve - Plumas	100,382	100,182	201	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	99,304	92,476	6,827	7%
10950 · Cash in Drawer	313	1,119	(806)	(72)%
Total Checking/Savings	697,875	710,112	(12,237)	(2)%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	21,923	18,981	2,942	16%
1210-00 · A/R - Sales Estimates	10,469	0	10,469	100%
Total Accounts Receivable	32,392	18,981	13,411	71%
Other Current Assets				
1200-99 · AR Other	2,563	1,614	949	59%
12000 · Undeposited Funds	0	177	(177)	(100)%
1201-00 · WebLink Accounts Receivable				
1201-01 · WebLink AR - Member Dues	15,719	0	15,719	100%
1201-00 · WebLink Accounts Receivable - Other	550	31,155	(30,605)	(98)%
Total 1201-00 · WebLink Accounts Receivable	16,269	31,155	(14,886)	(48)%
1201-02 · Allowance for Doubtful Accounts	(3,144)	(793)	(2,351)	(297)%
12100 · Inventory Asset	28,379	31,076	(2,697)	(9)%
1299 · Receivable from NLTC	5,300	46,914	(41,614)	(89)%
1490-00 · Security Deposits	650	50	600	1,200%
Total Other Current Assets	50,018	110,194	(60,176)	(55)%
Total Current Assets	780,285	839,287	(59,002)	(7)%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%
1740-00 · Computer Equipment	9,964	43,766	(33,803)	(77)%
1741-00 · Accum. Depr. - Computer Equip	(8,233)	(42,756)	34,523	81%
1750-00 · Computer Software	21,520	40,080	(18,560)	(46)%
1751-00 · Accum. Amort. - Software	(17,884)	(34,671)	16,787	48%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,201)	(83)	(0)%
Total Fixed Assets	5,367	6,502	(1,135)	(18)%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	529	529	(0)	0%
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%
1400-00 · Prepaid Expenses - Other	18,271	8,038	10,233	127%
Total 1400-00 · Prepaid Expenses	19,800	9,567	10,233	107%
1500-00 · Suspense*	1,200	0	1,200	100%
Total Other Assets	21,000	9,567	11,433	120%
TOTAL ASSETS	806,651	855,355	(48,703)	(6)%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	23,185	64,787	(41,602)	(64)%
2001-00 · Credit Card Payable	0	60	(60)	(100)%
Total Accounts Payable	23,185	64,847	(41,662)	(64)%

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2018

03/23/18

Accrual Basis

	Feb 28, 18	Feb 28, 17	\$ Change	% Change
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0	357	(357)	(100)%
2080-02 · MC_4222_Jason	15	475	(460)	(97)%
2080-05 · MC_2107_Greg	215	2,190	(1,975)	(90)%
2080-06 · MC_5288_Emily	1,608	1,113	495	45%
2080-08 · MC_5755_John	0	3,768	(3,768)	(100)%
2080-10 · MC_9495_AI	3,824	2,513	1,312	52%
2080-11 · MC_3978_Amber	950	0	950	100%
2080-12 · MC_3960_Natalie	1,080	0	1,080	100%
2080-13 · MC_6903_Cindy	717	0	717	100%
2080-14 · MC_6193_Daphne	1,188	0	1,188	100%
Total 2080-00 · Bank of the West - Master Cards	9,598	10,416	(818)	(8)%
Total Credit Cards	9,598	10,416	(818)	(8)%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973	35,719	3,254	9%
2101-00 · Incentive Payable	64,342	1,522	62,820	4,127%
2102-00 · Commissions Payable	5,935	8,404	(2,469)	(29)%
2120-00 · Empl. Federal Tax Payable	3,118	2,889	229	8%
2175-00 · 401 (k) Plan	1,559	1,104	454	41%
2180-00 · Estimated PTO Liability	74,725	60,649	14,077	23%
Total 21000 · Salaries/Wages/Payroll Liabilit	188,654	110,287	78,366	71%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	395	1,486	(1,091)	(73)%
Total 2190-00 · Sales and Use Tax Payable	395	1,486	(1,091)	(73)%
2250-00 · Accrued Expenses	3,199	0	3,199	1,031,936%
2400-60 · Deferred Revenue- Member Dues	58,090	84,653	(26,563)	(31)%
2500-00 · Deferred Revenue - TMBC	1,207	0	1,207	100%
2651-00 · Deferred Rev - Conference	3,667	3,300	367	11%
2800-00 · Suspense	(1,697)	363	(2,060)	(568)%
2900-00 · Due To/From County of Placer	8,097	0	8,097	100%
Total Other Current Liabilities	261,611	200,089	61,522	31%
Total Current Liabilities	294,394	275,352	19,042	7%
Total Liabilities	294,394	275,352	19,042	7%
Equity				
32000 · Unrestricted Net Assets	(8,754)	22,636	(31,390)	(139)%
3300-11 · Designated Marketing Reserve	256,830	254,325	2,506	1%
3301 · Cash Flow Reserve	100,048	100,133	(85)	(0)%
3302 · Marketing Cash Reserve	50,018	50,050	(32)	(0)%
Net Income	114,115	152,859	(38,745)	(25)%
Total Equity	512,257	580,003	(67,746)	(12)%
TOTAL LIABILITIES & EQUITY	806,651	855,355	(48,703)	(6)%

North Lake Tahoe Resort Association
A/R Aging Summary
As of February 28, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
DSC (Destination Services Corporation)	0.00	0.00	0.00	0.00	550.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	2,026.15	2,026.15
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	711.50	711.50
Hotel Becket	0.00	0.00	0.00	0.00	1,368.55	1,368.55
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.01	0.00	0.00	0.00	0.00	0.01
North Tahoe Paddle	0.00	0.00	0.00	0.00	400.00	400.00
Northstar California	0.00	0.00	0.00	0.00	9,092.17	9,092.17
Resort at Squaw Creek*	1,570.30	0.00	0.00	0.00	2,517.07	4,087.37
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	0.00	1,278.65	1,278.65
Sales Estimates	0.00	0.00	0.00	0.00	10,468.98	10,468.98
Squaw Valley Lodge Granite Peak Mgmt	975.80	0.00	0.00	0.00	332.60	1,308.40
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
The Ridge Tahoe	0.01	0.00	0.00	0.00	550.00	550.01
The Village at Squaw Valley	0.01	0.00	0.00	0.00	0.00	0.01
TOTAL	2,546.13	0.00	0.00	0.00	29,845.68	32,391.81

Accounts Receivable Summary

Invoices With Apply Dates Through February 28, 2018

Aged as of Wednesday, February 28, 2018

Revenue Item	(Double click to drill down)						Total
	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	
Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dues	0.00	1,650.00	36,155.00	280.00	1,400.00	255.00	39,740.00
Email Blast	0.00	0.00	75.00	0.00	0.00	0.00	75.00
TMBC - Annual	0.00	0.00	480.00	0.00	0.00	0.00	480.00
Total Open Invoices	0.00	1,650.00	36,710.00	280.00	1,400.00	255.00	40,295.00

Unapplied Payments With Payment Dates Prior to and Including 02/28/2018 15.00

Pre-Payments: Payments Made Prior to 02/28/2018 on Invoices With Apply Dates After 02/28/2018

Total Pre-Payments

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

40,280.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of February 28, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
101.5 Truckee Tahoe Radio*	0.00	0.00	150.00	0.00	0.00	150.00
About a Boy ...	349.00	0.00	0.00	0.00	0.00	349.00
Accountemps	0.00	0.00	0.00	0.00	(35.00)	(35.00)
ADP	376.21	0.00	0.00	0.00	0.00	376.21
Airport Self Storage	314.00	41.00	0.00	0.00	0.00	355.00
Alpine Lock & Key, Inc.	0.00	85.00	0.00	0.00	0.00	85.00
Alpine Mounting Systems	0.00	466.00	0.00	0.00	0.00	466.00
Amber Burke	25.07	0.00	0.00	0.00	0.00	25.07
Annie's Cleaning Service	550.01	0.00	0.00	0.00	0.00	550.01
ASAE	(475.00)	0.00	0.00	0.00	0.00	(475.00)
AT & T*	485.04	0.00	0.00	0.00	0.00	485.04
Aurora World, Inc.	0.00	0.00	0.00	0.00	(351.98)	(351.98)
Cal Chamber Member Services	280.00	0.00	0.00	0.00	0.00	280.00
Cindy Gustafson	291.03	0.00	0.00	0.00	0.00	291.03
Cintas Corporation #623	263.57	128.75	0.00	0.00	0.00	392.32
CoPower	134.00	0.00	0.00	0.00	0.00	134.00
Daphne Lange	3.95	0.00	0.00	0.00	0.00	3.95
Dawn Teran	32.70	0.00	0.00	0.00	0.00	32.70
Double Diamond Sportswear	2,310.59	0.00	0.00	0.00	0.00	2,310.59
FedEx	30.89	0.00	0.00	0.00	0.00	30.89
FP Mailing Solutions	0.00	0.00	0.00	0.00	(0.18)	(0.18)
Gallery Keoki, Inc.	64.35	0.00	0.00	0.00	0.00	64.35
Geo-Tourism Specialties	0.00	0.00	0.00	34.29	0.00	34.29
Granlibakken Management Company, Ltd.	0.00	594.00	0.00	0.00	0.00	594.00
Impact Telecom - TNCI	0.00	65.96	0.00	0.00	0.00	65.96
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Jim Markle	157.50	0.00	0.00	0.00	0.00	157.50
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Kym Fabel	25.00	0.00	0.00	0.00	0.00	25.00
Lauren Sully	26.53	0.00	0.00	0.00	0.00	26.53
Liberty Utilities*	489.32	0.00	0.00	0.00	0.00	489.32
McClintock Accountancy	666.00	0.00	0.00	0.00	0.00	666.00
Moonshine Ink*, LLC	0.00	380.00	0.00	0.00	0.00	380.00
North Tahoe Event Center, Inc.	0.00	338.00	0.00	0.00	0.00	338.00
Porter Simon*	180.00	0.00	0.00	0.00	0.00	180.00
Principal Financial Group	0.00	0.00	0.00	0.00	363.82	363.82
Ricoh USA	1,443.61	0.00	0.00	0.00	0.00	1,443.61
Ron Treabess	63.76	0.00	0.00	0.00	0.00	63.76
Ryan Salm Photography	3,000.00	0.00	0.00	0.00	0.00	3,000.00
SF Notes Haus Maus	647.00	0.00	0.00	0.00	0.00	647.00
Sierra Essentials	549.00	0.00	0.00	0.00	0.00	549.00
Southwest Gas Corporation*	164.30	0.00	0.00	0.00	0.00	164.30
Sprint	72.40	0.00	0.00	0.00	0.00	72.40
Strategic HR Partners, LLC.	0.00	1,500.00	0.00	0.00	0.00	1,500.00
Swigard's True Value Hardware, Inc.*	63.79	0.00	0.00	0.00	0.00	63.79
Tahoe Basics	0.00	0.00	0.00	0.00	(198.00)	(198.00)
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
Truckee Donner Chamber of Commerce*	0.00	0.00	5,100.86	0.00	0.00	5,100.86
USPS - Incline Village	225.00	0.00	0.00	0.00	0.00	225.00
Wholesale Resort Accessories, Inc.	243.50	0.00	0.00	0.00	21.50	265.00
Woodluck Wholesale	1,018.85	0.00	0.00	0.00	0.00	1,018.85
YIG Administration	0.00	6.37	6.37	6.37	(8.57)	10.54
TOTAL	14,490.74	3,605.08	5,257.23	40.66	(208.41)	23,185.30

North Lake Tahoe Resort Association

Profit & Loss

February 2018

	Feb 18	Feb 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	301,181	314,665	(13,484)	(4)%
4200-00 · Membership Dues	10,536	13,101	(2,565)	(20)%
4201-00 · New Member Fees	0	75	(75)	(100)%
4205-00 · Conference Dues	917	825	92	11%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	36	0	36	100%
4251-00 · Tues AM Breakfast Club	554	1,305	(751)	(58)%
4250-00 · Revenues-Membership Activities - Other	0	1,150	(1,150)	(100)%
Total 4250-00 · Revenues-Membership Activities	590	2,455	(1,865)	(76)%
4252-00 · Sponsorships	1,000	0	1,000	100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	(0)	3,622	(3,622)	(100)%
4600-00 · Commissions - Other	2,546	(2,175)	4,721	217%
Total 4600-00 · Commissions	2,546	1,447	1,099	76%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	210	0	210	100%
46000 · Merchandise Sales - Other	3,568	1,526	2,041	134%
Total 46000 · Merchandise Sales	3,778	1,526	2,251	148%
Total Income	320,548	334,094	(13,546)	(4)%
Gross Profit	320,548	334,094	(13,546)	(4)%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	811	0	811	100%
5020-00 · P/R - Tax Expense	8,302	7,850	452	6%
5030-00 · P/R - Health Insurance Expense	11,265	12,688	(1,423)	(11)%
5040-00 · P/R - Workmans Comp	1,499	977	522	54%
5060-00 · 401 (k)	2,503	2,730	(227)	(8)%
5070-00 · Other Benefits and Expenses	493	195	298	153%
5000-00 · Salaries & Wages - Other	89,195	78,885	10,310	13%
Total 5000-00 · Salaries & Wages	114,067	103,325	10,743	10%
5100-00 · Rent				
5110-00 · Utilities	879	1,039	(160)	(15)%
5140-00 · Repairs & Maintenance	809	1,838	(1,029)	(56)%
5150-00 · Office - Cleaning	550	550	0	0%
5100-00 · Rent - Other	12,480	12,294	186	2%
Total 5100-00 · Rent	14,719	15,722	(1,004)	(6)%
5310-00 · Telephone				
5320-00 · Telephone	2,501	2,466	36	1%
Total 5310-00 · Telephone	2,501	2,466	36	1%
5420-00 · Mail - USPS	1,252	225	1,027	456%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies	3,870	1,008	2,862	284%
5610-00 · Depreciation	216	233	(17)	(7)%
5700-00 · Equipment Support & Maintenance	215	83	132	158%
5710-00 · Taxes, Licenses & Fees	804	130	674	518%
5740-00 · Equipment Rental/Leasing	1,469	1,312	157	12%
5800-00 · Training Seminars	340	199	141	71%
5850-00 · Artist of Month - Commissions	222	336	(114)	(34)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	180	840	(660)	(79)%
5920-00 · Professional Fees - Accountant	666	0	666	100%
5921-00 · Professional Fees - Other	1,500	11,827	(10,327)	(87)%
Total 5900-00 · Professional Fees	2,346	12,667	(10,321)	(82)%
6020-00 · Programs				

North Lake Tahoe Resort Association

Profit & Loss

February 2018

03/23/18

Accrual Basis

	Feb 18	Feb 17	\$ Change	% Change
6016-00 · Special Event Partnership	(14,500)	0	(14,500)	(100)%
Total 6020-00 · Programs	(14,500)	0	(14,500)	(100)%
6420-00 · Events				
6420-01 · Sponsorships				
6421-01 · 4th of July Fireworks	0	10,000	(10,000)	(100)%
6421-02 · AMGEN Tour of California	0	18,900	(18,900)	(100)%
6421-04 · Broken Arrow Skyrace	15,000	0	15,000	100%
6421-08 · Tough Mudder	0	25,000	(25,000)	(100)%
6421-09 · Wanderlust	0	30,000	(30,000)	(100)%
6421-10 · WinterWonderGrass - Tahoe	0	15,000	(15,000)	(100)%
6421-12 · World Cup	0	39,564	(39,564)	(100)%
6421-14 · Tahoe Trail 100	(5,000)	0	(5,000)	(100)%
Total 6420-01 · Sponsorships	10,000	138,464	(128,464)	(93)%
6421-00 · New Event Development	570	2,989	(2,419)	(81)%
Total 6420-00 · Events	10,570	141,453	(130,883)	(93)%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	581	0	581	100%
6441-00 · Membership - Miscellaneous Exp	10	0	10	100%
6442-00 · Public Relations/Website	291	0	291	100%
6443-00 · Membership - Bridal Faire	0	76	(76)	(100)%
6444-00 · Trades	305	0	305	100%
6423-00 · Membership Activities - Other	273	949	(675)	(71)%
Total 6423-00 · Membership Activities	1,460	1,024	436	43%
6730-00 · Marketing Cooperative/Media	173,500	164,171	9,329	6%
6742-00 · Non-NLT Co-Op Marketing Program	(4,756)	(869)	(3,887)	(447)%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	4,872	1,053	3,819	363%
6743-03 · Touch Lake Tahoe	391	3,333	(2,943)	(88)%
Total 6743-00 · BACC Marketing Programs	5,262	4,386	876	20%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	132	0	132	100%
59900 · POS Inventory Adjustments	0	(183)	183	100%
8100-00 · Cost of Goods Sold - Other	2,177	924	1,253	136%
Total 8100-00 · Cost of Goods Sold	2,309	742	1,567	211%
8200-00 · Associate Relations	220	204	16	8%
8300-00 · Board Functions	183	188	(5)	(3)%
8500-00 · Credit Card Fees	375	329	47	14%
8700-00 · Automobile Expenses	436	425	10	2%
8750-00 · Meals/Meetings	414	226	189	84%
8810-00 · Dues & Subscriptions	405	2,436	(2,031)	(83)%
8910-00 · Travel	1,188	2,699	(1,511)	(56)%
8920-00 · Bad Debt	2,626	982	1,644	168%
Total Expense	321,979	456,367	(134,388)	(30)%
Net Ordinary Income	(1,432)	(122,273)	120,841	99%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	21	0	21	100%
Total Other Income	21	0	21	100%
Net Other Income	21	0	21	100%
Net Income	(1,411)	(122,273)	120,862	99%

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

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	301,181	301,181	0	2,542,875	2,542,876	(1)	3,747,600
4200-00 · Membership Dues	10,536	13,500	(2,964)	89,006	96,000	(6,995)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4205-00 · Conference Dues	917	0	917	7,333	7,690	(357)	7,690
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	12,000
4250-05 · Sponsorships	0	0	0	0	0	0	6,500
4250-01 · Community Awards - Other	0	0	0	0	0	0	22,500
Total 4250-01 · Community Awards	0	0	0	0	0	0	41,000
4250-02 · Chamber Events	36	3,000	(2,964)	89	3,000	(2,911)	12,725
4250-03 · Summer/Winter Rec Luncheon	0	0	0	3,409	4,300	(891)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	500	800	(300)	2,000
4251-00 · Tues AM Breakfast Club - Other	554	750	(196)	2,758	5,250	(2,492)	8,250
Total 4251-00 · Tues AM Breakfast Club	554	1,050	(496)	3,258	6,050	(2,792)	10,250
4250-00 · Revenues-Membership Activities - Other	0	175	(175)	1,195	1,225	(30)	1,925
Total 4250-00 · Revenues-Membership Activities	590	4,225	(3,635)	7,951	14,575	(6,624)	73,200
4252-00 · Sponsorships	1,000	0	1,000	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(0)	3,622	(3,622)	1,859	9,245	(7,386)	8,952
4600-00 · Commissions - Other	2,546	(2,175)	4,721	48,436	73,646	(25,210)	92,115
Total 4600-00 · Commissions	2,546	1,447	1,099	50,295	82,891	(32,597)	101,067
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	210	200	10	8,192	6,200	1,992	7,000
46000 · Merchandise Sales - Other	3,568	1,538	2,030	58,128	52,380	5,749	92,000
Total 46000 · Merchandise Sales	3,778	1,738	2,040	66,320	58,580	7,741	99,000
4720-00 · Miscellaneous	0			15			
Total Income	320,548	322,091	(1,543)	2,842,498	2,802,687	39,811	4,178,632
Gross Profit	320,548	322,091	(1,543)	2,842,498	2,802,687	39,811	4,178,632
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	811	0	811	7,920	28,685	(20,765)	31,378
5020-00 · P/R - Tax Expense	8,302	7,736	566	62,745	71,124	(8,379)	105,626
5030-00 · P/R - Health Insurance Expense	11,265	9,116	2,149	66,290	81,384	(15,094)	122,314
5040-00 · P/R - Workmans Comp	1,499	564	935	7,791	4,035	3,756	6,287
5060-00 · 401 (k)	2,503	2,595	(92)	23,440	24,085	(645)	35,773
5070-00 · Other Benefits and Expenses	493	409	83	3,626	3,527	100	5,530
5000-00 · Salaries & Wages - Other	89,195	87,556	1,638	689,948	742,421	(52,473)	1,141,240
Total 5000-00 · Salaries & Wages	114,067	107,976	6,091	861,761	955,261	(93,499)	1,448,148
5100-00 · Rent							
5110-00 · Utilities	879	1,003	(124)	7,527	8,057	(530)	11,946
5140-00 · Repairs & Maintenance	809	1,159	(350)	2,714	5,956	(3,242)	9,417
5150-00 · Office - Cleaning	550	696	(146)	5,480	6,195	(715)	8,995
5100-00 · Rent - Other	12,480	13,043	(563)	99,726	104,201	(4,475)	156,462
Total 5100-00 · Rent	14,719	15,902	(1,183)	115,447	124,410	(8,963)	186,820
5310-00 · Telephone							
5320-00 · Telephone	2,501	2,393	108	19,040	18,762	278	28,337
5350-00 · Internet	0			25	0	25	0
Total 5310-00 · Telephone	2,501	2,393	108	19,065	18,762	303	28,337
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	68	(68)	0	515	(515)	786
5480-00 · Mail - Fed Ex	0	47	(47)	121	478	(357)	665
5420-00 · Mail - USPS - Other	1,252	320	932	2,544	1,683	861	2,427
Total 5420-00 · Mail - USPS	1,252	434	818	2,664	2,676	(11)	3,878
5510-00 · Insurance/Bonding	264	638	(374)	6,721	5,854	867	8,357
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	207	(207)	1,265	2,000	(735)	4,084
5520-00 · Supplies - Other	3,870	1,078	2,792	10,660	8,995	1,665	13,194
Total 5520-00 · Supplies	3,870	1,285	2,585	11,925	10,995	930	17,278
5610-00 · Depreciation	216	413	(197)	1,747	3,490	(1,742)	5,131
5700-00 · Equipment Support & Maintenance	215	951	(736)	7,841	9,043	(1,202)	12,998
5710-00 · Taxes, Licenses & Fees	804	747	57	8,223	6,708	1,515	9,774
5740-00 · Equipment Rental/Leasing	1,469	1,294	175	10,655	11,439	(784)	16,703
5800-00 · Training Seminars	340	804	(464)	4,461	7,186	(2,725)	12,831
5810-00 · Public Outreach	0	0	0	0	0	0	1,650
5815 · Training Video Series	0	3,000	(3,000)	1,058	7,000	(5,942)	13,631
5820 · Sales CRM/CMS	0			0	2,000	(2,000)	2,000
5830-00 · Commission Due to Third Party	0			765			
5850-00 · Artist of Month - Commissions	222	227	(5)	3,587	1,591	1,997	2,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	180	1,000	(820)	8,340	6,000	2,340	10,000

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

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
5920-00 · Professional Fees - Accountant	666	0	666	17,381	20,000	(2,619)	22,000
5921-00 · Professional Fees - Other	1,500	0	1,500	43,969	3,750	40,219	3,750
Total 5900-00 · Professional Fees	2,346	1,000	1,346	69,690	29,750	39,940	35,750
5940-00 · Research & Planning Membership	0			3,000	3,364	(364)	3,364
5941-00 · Research & Planning	0	0	0	2,266	5,619	(3,353)	6,317
6020-00 · Programs							
6016-00 · Special Event Partnership	(14,500)	0	(14,500)	0	30,000	(30,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	10,000	0	30,000
Total 6020-00 · Programs	(14,500)	0	(14,500)	10,000	40,000	(30,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			114,772	37,000	77,772	37,000
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	10,000	20,000	(10,000)	20,000
6421-02 · AMGEN Tour of California	0	17,700	(17,700)	0	17,700	(17,700)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	0	0	3,000
6421-04 · Broken Arrow Skyrace	15,000	0	15,000	15,000	0	15,000	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	40,000
6421-09 · Wanderlust	0	34,000	(34,000)	34,043	34,000	43	37,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	15,000	19,400	(4,400)	19,400
6421-13 · Big Blue Adventure	0	0	0	0	0	0	15,000
6421-14 · Tahoe Trail 100	(5,000)	0	0	0	0	0	0
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	10,000	71,700	(61,700)	442,815	382,100	60,715	472,400
6421-00 · New Event Development	570	400	170	12,156	15,900	(3,744)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	0	0	74	0	74	25,000
Total 6422-00 · Event Media	0	0	0	74	0	74	25,000
6424-00 · Event Operation Expenses	0	0	0	98	0	98	9,000
Total 6420-00 · Events	10,570	72,100	(61,530)	455,142	398,000	57,142	524,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,081	2,760	321	4,185
6437-00 · Tuesday Morning Breakfast Club	581	650	(70)	2,997	4,550	(1,553)	7,150
6441-00 · Membership - Miscellaneous Exp	10			10	0	10	0
6442-00 · Public Relations/Website	291	295	(4)	2,272	7,285	(5,013)	8,465
6444-00 · Trades	305	0	305	1,140	855	285	2,130
6423-00 · Membership Activities - Other	273	75	198	405	450	(45)	750
Total 6423-00 · Membership Activities	1,460	1,020	440	10,200	15,900	(5,700)	41,180
6490-00 · Classified Ads	0	70	(70)	50	492	(442)	773
6701-00 · Market Study Reports/Research	0	70	(70)	808	809	(2)	1,090
6730-00 · Marketing Cooperative/Media	173,500	173,500	0	1,021,106	1,021,106	0	1,411,821
6740-00 · Media/Collateral/Production	0	1,000	(1,000)	0	3,000	(3,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	(4,756)	5,000	(9,756)	8,141	55,000	(46,859)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	(4,756)	5,000	(9,756)	8,141	59,000	(50,859)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	4,872	2,000	2,872	8,392	12,000	(3,608)	20,000
6743-03 · Touch Lake Tahoe	391	3,000	(2,609)	10,493	14,000	(3,507)	20,000
6743-04 · High Notes	0	0	0	0	3,000	(3,000)	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	5,262	5,000	262	18,885	29,000	(10,115)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	132	180	(48)	948	1,407	(460)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,084)	(830)	(1,254)	(1,305)
59900 · POS Inventory Adjustments	0	103	(103)	511	797	(286)	1,210
8100-00 · Cost of Goods Sold - Other	2,177	752	1,425	33,704	27,380	6,324	47,769
Total 8100-00 · Cost of Goods Sold	2,309	916	1,393	33,078	28,754	4,324	49,800
8200-00 · Associate Relations	220	334	(114)	1,749	2,853	(1,104)	4,309
8300-00 · Board Functions	183	858	(675)	6,228	6,455	(227)	9,888
8500-00 · Credit Card Fees	375	447	(72)	4,180	4,212	(32)	6,067
8700-00 · Automobile Expenses	436	461	(26)	3,023	3,657	(634)	5,763
8750-00 · Meals/Meetings	414	632	(218)	3,129	4,444	(1,315)	6,973
8810-00 · Dues & Subscriptions	405	996	(591)	5,417	8,059	(2,642)	10,873
8910-00 · Travel	1,188	1,818	(630)	2,132	9,103	(6,971)	11,667
8920-00 · Bad Debt	2,626	661	1,965	14,421	8,036	6,385	10,681
Total Expense	321,979	401,951	(79,971)	2,728,567	2,848,027	(119,460)	4,159,352
Net Ordinary Income	(1,432)	(79,859)	78,428	113,931	(45,340)	159,271	19,280
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	21			184			
Total Other Income	21			184			

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

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Other Expense							
8990-00 - Allocated	0	(56)	56	0	(56)	56	(455)
Total Other Expense	0	(56)	56	0	(56)	56	(455)
Net Other Income	21	56	(35)	184	56	127	455
Net Income	<u>(1,411)</u>	<u>(79,803)</u>	<u>78,393</u>	<u>114,115</u>	<u>(45,283)</u>	<u>159,398</u>	<u>19,735</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,331	227,325	6	2,030,208	2,044,663	(14,456)	2,953,965
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
Total Income	227,331	227,325	6	2,107,835	2,044,663	63,172	2,953,965
Gross Profit	227,331	227,325	6	2,107,835	2,044,663	63,172	2,953,965
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	11,000	11,000	0	16,500
5020-00 · P/R - Tax Expense	2,482	2,146	335	12,152	18,244	(6,092)	27,902
5030-00 · P/R - Health Insurance Expense	4,152	2,295	1,856	20,983	19,511	1,472	29,840
5040-00 · P/R - Workmans Comp	225	98	127	1,838	831	1,007	1,271
5060-00 · 401 (k)	500	807	(307)	4,785	6,859	(2,073)	10,490
5070-00 · Other Benefits and Expenses	26	152	(126)	1,167	1,293	(125)	1,977
5000-00 · Salaries & Wages - Other	22,573	22,372	201	137,825	190,161	(52,336)	290,834
Total 5000-00 · Salaries & Wages	31,332	29,245	2,087	189,750	247,897	(58,147)	378,813
5100-00 · Rent							
5110-00 · Utilities	122	146	(23)	1,055	1,150	(94)	1,650
5140-00 · Repairs & Maintenance	55	376	(321)	227	1,017	(790)	1,750
5150-00 · Office - Cleaning	169	169	0	1,686	1,687	(1)	2,310
5100-00 · Rent - Other	1,929	1,886	44	15,424	15,630	(206)	23,259
Total 5100-00 · Rent	2,276	2,577	(301)	18,393	19,484	(1,091)	28,969
5310-00 · Telephone							
5320-00 · Telephone	472	456	16	4,739	3,635	1,104	5,459
Total 5310-00 · Telephone	472	456	16	4,739	3,635	1,104	5,459
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	16	(16)	0	110	(110)	173
5480-00 · Mail - Fed Ex	0	45	(45)	69	418	(349)	600
5420-00 · Mail - USPS - Other	190	0	190	547	0	547	0
Total 5420-00 · Mail - USPS	190	61	129	616	528	88	773
5510-00 · Insurance/Bonding							
5520-00 · Supplies	50	177	(126)	1,401	1,354	47	2,060
5525-00 · Supplies- Computer <\$1000	0	0	0	238	177	61	201
5520-00 · Supplies - Other	839	247	591	2,007	1,899	108	2,889
Total 5520-00 · Supplies	839	247	591	2,245	2,076	169	3,090
5610-00 · Depreciation							
5700-00 · Equipment Support & Maintenance	16	102	(85)	158	754	(596)	1,160
5710-00 · Taxes, Licenses & Fees	0	313	(313)	2,081	2,592	(511)	3,844
5740-00 · Equipment Rental/Leasing	0	47	(47)	15	328	(313)	515
5800-00 · Training Seminars	361	174	187	2,163	1,365	797	2,060
5810-00 · Public Outreach	340	0	340	1,817	2,811	(994)	4,811
5815 · Training Video Series	0	0	0	0	0	0	1,650
5820 · Sales CRM/CMS	0	2,000	(2,000)	0	6,000	(6,000)	8,631
5900-00 · Professional Fees	0	0	0	0	2,000	(2,000)	2,000
5910-00 · Professional Fees - Attorneys	180			1,220			
5921-00 · Professional Fees - Other	0			42,469			
Total 5900-00 · Professional Fees	180			43,689	0	43,689	0
5940-00 · Research & Planning Membership							
5941-00 · Research & Planning	0	0	0	0	2,552	(2,552)	2,552
6020-00 · Programs							
6016-00 · Special Event Partnership	(14,500)	0	(14,500)	0	30,000	(30,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	10,000	0	30,000
Total 6020-00 · Programs	(14,500)	0	(14,500)	10,000	40,000	(30,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			114,772	37,000	77,772	37,000
6421-01 · 4th of July Fireworks	0	20,000	(20,000)	10,000	20,000	(10,000)	20,000
6421-02 · AMGEN Tour of California	0	17,700	(17,700)	0	17,700	(17,700)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	0	0	3,000
6421-04 · Broken Arrow Skyrace	15,000	0	15,000	15,000	0	15,000	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	40,000
6421-09 · Wanderlust	0	34,000	(34,000)	34,043	34,000	43	37,000
6421-10 · WinterWonderGrass - Tahoe	0	0	0	15,000	19,400	(4,400)	19,400
6421-13 · Big Blue Adventure	0	0	0	0	0	0	15,000
6421-14 · Tahoe Trail 100	(5,000)	0	0	0	0	0	0
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	10,000	71,700	(61,700)	442,815	382,100	60,715	472,400
6421-00 · New Event Development							
6422-00 · Event Media	570	400	170	12,156	15,900	(3,744)	17,600
6422-03 · Human Powered Sports Campaign	0	0	0	74	0	74	25,000
Total 6422-00 · Event Media	0	0	0	74	0	74	25,000
6424-00 · Event Operation Expenses							
6424-00 · Event Operation Expenses	0	0	0	98	0	98	9,000
Total 6420-00 · Events	10,570	72,100	(61,530)	455,142	398,000	57,142	524,000

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

11 - Marketing

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
6490-00 · Classified Ads	0			50	0	50	0
6701-00 · Market Study Reports/Research	0			808	317	490	317
6730-00 · Marketing Cooperative/Media	164,333	164,333	0	947,773	947,773	0	1,301,821
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	(4,906)	5,000	(9,906)	7,091	55,000	(47,909)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	(4,906)	5,000	(9,906)	7,091	59,000	(51,909)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	4,872	2,000	2,872	8,392	12,000	(3,608)	20,000
6743-03 · Touch Lake Tahoe	391	3,000	(2,609)	10,493	14,000	(3,507)	20,000
6743-04 · High Notes	0	0	0	0	3,000	(3,000)	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	5,262	5,000	262	18,885	29,000	(10,115)	80,000
8200-00 · Associate Relations	0	56	(56)	315	393	(78)	618
8500-00 · Credit Card Fees	0	0	0	65	0	65	0
8700-00 · Automobile Expenses	293	186	108	863	1,318	(455)	2,060
8750-00 · Meals/Meetings	342	325	17	2,225	2,304	(80)	3,605
8810-00 · Dues & Subscriptions	15	344	(329)	2,075	3,455	(1,380)	4,833
8910-00 · Travel	1,188	1,500	(312)	2,132	6,661	(4,529)	7,820
Total Expense	198,655	284,243	(85,588)	1,714,490	1,785,598	(71,107)	2,540,159
Net Ordinary Income	28,677	(56,917)	85,594	393,345	259,066	134,279	413,806
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6			50			
Total Other Income	6			50			
Other Expense							
8990-00 · Allocated	35,048	34,388	661	271,266	274,341	(3,075)	428,507
Total Other Expense	35,048	34,388	661	271,266	274,341	(3,075)	428,507
Net Other Income	(35,043)	(34,388)	(655)	(271,216)	(274,341)	3,125	(428,507)
Net Income	(6,366)	(91,305)	84,939	122,129	(15,275)	137,404	(14,701)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	Feb 18	Budget	\$ Over Bud...	Jul '17 - Feb...	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,317	27,317	1	178,804	186,276	(7,472)	295,542
4205-00 · Conference Dues	917	0	917	7,333	7,690	(357)	7,690
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(0)	3,622	(3,622)	1,859	9,245	(7,386)	8,952
4600-00 · Commissions - Other	2,546	(2,175)	4,721	48,436	73,646	(25,210)	92,115
Total 4600-00 · Commissions	2,546	1,447	1,099	50,295	82,891	(32,597)	101,067
Total Income	30,780	28,764	2,016	236,432	276,857	(40,425)	404,299
Gross Profit	30,780	28,764	2,016	236,432	276,857	(40,425)	404,299
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	811	0	811	7,920	28,685	(20,765)	31,378
5020-00 · P/R - Tax Expense	1,042	1,040	2	9,466	11,435	(1,969)	14,997
5030-00 · P/R - Health Insurance Expense	2,277	1,150	1,127	11,965	11,104	860	15,811
5040-00 · P/R - Workmans Comp	183	166	17	1,253	607	646	1,105
5060-00 · 401 (k)	431	419	13	4,307	5,367	(1,059)	7,263
5070-00 · Other Benefits and Expenses	42	17	25	711	494	217	779
5000-00 · Salaries & Wages - Other	11,441	10,469	972	95,942	91,196	4,746	138,668
Total 5000-00 · Salaries & Wages	16,227	13,260	2,967	131,564	148,887	(17,323)	210,001
5100-00 · Rent							
5110-00 · Utilities	61	73	(12)	523	577	(54)	828
5140-00 · Repairs & Maintenance	28	196	(168)	107	526	(419)	907
5150-00 · Office - Cleaning	85	85	0	843	843	(0)	1,155
5100-00 · Rent - Other	923	985	(62)	7,385	7,652	(267)	11,595
Total 5100-00 · Rent	1,096	1,339	(242)	8,858	9,599	(741)	14,485
5310-00 · Telephone							
5320-00 · Telephone	131	297	(166)	1,899	1,972	(73)	3,164
Total 5310-00 · Telephone	131	297	(166)	1,899	1,972	(73)	3,164
5420-00 · Mail - USPS	63	0	63	228	244	(16)	309
5510-00 · Insurance/Bonding	17	87	(70)	1,243	1,145	98	1,442
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	73	0	73	140
5520-00 · Supplies - Other	140	50	90	365	284	81	370
Total 5520-00 · Supplies	140	50	90	438	284	154	510
5610-00 · Depreciation	6	28	(22)	70	146	(76)	249
5700-00 · Equipment Support & Maintenance	0	101	(101)	1,041	695	345	1,100
5710-00 · Taxes, Licenses & Fees	0	5	(5)	0	206	(206)	206
5740-00 · Equipment Rental/Leasing	159	129	30	1,147	1,056	91	1,660
5830-00 · Commission Due to Third Party	0			765			
6730-00 · Marketing Cooperative/Media	9,167	9,167	0	73,333	73,333	0	110,000
8200-00 · Associate Relations	50	47	3	170	328	(158)	515
8500-00 · Credit Card Fees	0			90			
8700-00 · Automobile Expenses	0	53	(53)	0	201	(201)	412
8750-00 · Meals/Meetings	0	50	(50)	0	150	(150)	350
8810-00 · Dues & Subscriptions	0	325	(325)	0	665	(665)	809
Total Expense	27,056	24,938	2,118	220,846	238,911	(18,065)	345,212
Net Ordinary Income	3,724	3,826	(102)	15,586	37,946	(22,360)	59,087
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,760	4,544	216	36,864	37,801	(937)	58,234
Total Other Expense	4,760	4,544	216	36,864	37,801	(937)	58,234
Net Other Income	(4,760)	(4,544)	(216)	(36,864)	(37,801)	937	(58,234)
Net Income	(1,035)	(718)	(318)	(21,278)	145	(21,423)	853

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Feb 18	Budget	\$ Over Bud...	Jul '17 - Feb...	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	43,129	43,136	(7)	252,347	230,421	21,927	402,964
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	210	200	10	8,192	6,200	1,992	7,000
46000 · Merchandise Sales - Other	3,568	1,538	2,030	58,128	52,380	5,749	92,000
Total 46000 · Merchandise Sales	3,778	1,738	2,040	66,320	58,580	7,741	99,000
Total Income	46,907	44,874	2,033	318,668	289,000	29,667	501,964
Gross Profit	46,907	44,874	2,033	318,668	289,000	29,667	501,964
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,304	1,324	(20)	10,851	12,869	(2,018)	19,635
5030-00 · P/R - Health Insurance Expense	1,350	2,135	(785)	14,517	18,148	(3,631)	27,755
5040-00 · P/R - Workmans Comp	669	66	602	1,864	563	1,301	861
5060-00 · 401 (k)	392	545	(153)	4,404	4,632	(228)	7,085
5070-00 · Other Benefits and Expenses	362	47	315	765	403	362	617
5000-00 · Salaries & Wages - Other	11,233	12,249	(1,016)	110,097	117,565	(7,468)	179,410
Total 5000-00 · Salaries & Wages	15,310	16,367	(1,057)	142,499	154,181	(11,682)	235,363
5100-00 · Rent							
5110-00 · Utilities	512	617	(105)	4,352	4,841	(489)	7,311
5140-00 · Repairs & Maintenance	278	157	120	430	1,102	(672)	1,731
5150-00 · Office - Cleaning	42	197	(155)	422	1,430	(1,008)	2,218
5100-00 · Rent - Other	6,462	7,640	(1,179)	51,842	59,570	(7,728)	90,130
Total 5100-00 · Rent	7,294	8,612	(1,318)	57,046	66,943	(9,897)	101,391
5310-00 · Telephone							
5320-00 · Telephone	744	334	411	2,906	2,455	451	3,789
Total 5310-00 · Telephone	744	334	411	2,906	2,455	451	3,789
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	52	(52)	0	405	(405)	613
5480-00 · Mail - Fed Ex	0	1	(1)	51	60	(8)	65
5420-00 · Mail - USPS - Other	353	27	326	519	189	330	297
Total 5420-00 · Mail - USPS	353	80	273	570	654	(84)	975
5510-00 · Insurance/Bonding	88	173	(85)	1,702	1,367	335	2,060
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	82	(82)	760	573	187	993
5520-00 · Supplies - Other	747	265	482	2,901	2,161	741	3,220
Total 5520-00 · Supplies	747	347	400	3,661	2,734	928	4,213
5610-00 · Depreciation	131	92	38	1,020	680	340	1,049
5700-00 · Equipment Support & Maintenance	0	171	(171)	1,436	1,478	(43)	2,313
5710-00 · Taxes, Licenses & Fees	0	28	(28)	15	197	(182)	309
5740-00 · Equipment Rental/Leasing	314	523	(209)	1,611	4,014	(2,403)	6,106
5800-00 · Training Seminars	0	54	(54)	0	375	(375)	590
5815 · Training Video Series	0	1,000	(1,000)	1,058	1,000	58	5,000
5850-00 · Artist of Month - Commissions	222	227	(5)	3,587	1,591	1,997	2,500
6740-00 · Media/Collateral/Production	0	1,000	(1,000)	0	3,000	(3,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program	150			1,050	0	1,050	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	132	180	(48)	948	1,407	(460)	2,126
52500 · Purchase Discounts	0	(119)	119	(2,084)	(830)	(1,254)	(1,305)
59900 · POS Inventory Adjustments	0	103	(103)	511	797	(286)	1,210
8100-00 · Cost of Goods Sold - Other	2,177	752	1,425	33,704	27,380	6,324	47,769
Total 8100-00 · Cost of Goods Sold	2,309	916	1,393	33,078	28,754	4,324	49,800
8200-00 · Associate Relations	0	0	0	415	515	(100)	635
8500-00 · Credit Card Fees	124	152	(29)	2,219	2,464	(245)	3,487
8700-00 · Automobile Expenses	0	54	(54)	419	882	(463)	1,236
8750-00 · Meals/Meetings	59	92	(33)	359	819	(460)	1,187
8810-00 · Dues & Subscriptions	50	150	(100)	448	548	(100)	1,133
8910-00 · Travel	0	0	0	0	213	(213)	345
Total Expense	27,894	30,373	(2,478)	255,099	274,864	(19,765)	428,480
Net Ordinary Income	19,012	14,501	4,511	63,569	14,136	49,432	73,484
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,909	5,746	164	45,755	46,496	(742)	72,281
Total Other Expense	5,909	5,746	164	45,755	46,496	(742)	72,281

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

42 - Visitor Center

	<u>Feb 18</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul '17 - Feb...</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
Net Other Income	(5,909)	(5,746)	(164)	(45,755)	(46,496)	742	(72,281)
Net Income	<u>13,103</u>	<u>8,755</u>	<u>4,348</u>	<u>17,814</u>	<u>(32,360)</u>	<u>50,174</u>	<u>1,203</u>

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

51 - TMPI

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,403	3,403	0	3,403	3,403	0	17,016
Total Income	3,403	3,403	0	3,403	3,403	0	17,016
Gross Profit	3,403	3,403	0	3,403	3,403	0	17,016
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	140	(140)	0	140	(140)	769
5040-00 · P/R - Workmans Comp	12	5	7	12	5	7	30
5060-00 · 401 (k)	37	65	(29)	37	65	(29)	360
5070-00 · Other Benefits and Expenses	0	2	(2)	0	2	(2)	10
5000-00 · Salaries & Wages - Other	1,177	1,506	(329)	1,177	1,506	(329)	8,285
Total 5000-00 · Salaries & Wages	1,226	1,719	(493)	1,226	1,719	(493)	9,453
5100-00 · Rent							
5110-00 · Utilities	3			3			
5140-00 · Repairs & Maintenance	1			1			
5150-00 · Office - Cleaning	4			4			
5100-00 · Rent - Other	162			162			
Total 5100-00 · Rent	170			170			
5310-00 · Telephone							
5320-00 · Telephone	34			34			
Total 5310-00 · Telephone	34			34			
5420-00 · Mail - USPS	19			19			
5510-00 · Insurance/Bonding	5			5			
5520-00 · Supplies	5			5			
5610-00 · Depreciation	0			0			
5740-00 · Equipment Rental/Leasing	43			43			
Total Expense	1,503	1,719	(216)	1,503	1,719	(216)	9,453
Net Ordinary Income	1,901	1,684	216	1,901	1,684	216	7,563
Other Income/Expense							
Other Expense							
8990-00 · Allocated	848			848			
Total Other Expense	848			848			
Net Other Income	(848)			(848)			
Net Income	<u>1,053</u>	<u>1,684</u>	<u>(631)</u>	<u>1,053</u>	<u>1,684</u>	<u>(631)</u>	<u>7,563</u>

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

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	10,536	13,500	(2,964)	89,006	96,000	(6,995)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	12,000
4250-05 · Sponsorships	0	0	0	0	0	0	6,500
4250-01 · Community Awards - Other	0	0	0	0	0	0	22,500
Total 4250-01 · Community Awards	0	0	0	0	0	0	41,000
4250-02 · Chamber Events	36	3,000	(2,964)	89	3,000	(2,911)	12,725
4250-03 · Summer/Winter Rec Luncheon	0	0	0	3,409	4,300	(891)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	500	800	(300)	2,000
4251-00 · Tues AM Breakfast Club - Other	554	750	(196)	2,758	5,250	(2,492)	8,250
Total 4251-00 · Tues AM Breakfast Club	554	1,050	(496)	3,258	6,050	(2,792)	10,250
4250-00 · Revenues-Membership Activities - Other	0	175	(175)	1,195	1,225	(30)	1,925
Total 4250-00 · Revenues-Membership Activities	590	4,225	(3,635)	7,951	14,575	(6,624)	73,200
4252-00 · Sponsorships	1,000	0	1,000	1,000	0	1,000	0
4720-00 · Miscellaneous	0			15			
Total Income	12,126	17,725	(5,599)	98,047	110,650	(12,603)	223,275
Gross Profit	12,126	17,725	(5,599)	98,047	110,650	(12,603)	223,275
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(11,000)	(11,000)	0	(16,500)
5020-00 · P/R - Tax Expense	952	525	427	5,226	4,490	736	6,853
5030-00 · P/R - Health Insurance Expense	1,780	950	830	9,018	8,340	678	12,990
5040-00 · P/R - Workmans Comp	71	75	(4)	563	630	(67)	930
5060-00 · 401 (k)	271	320	(49)	2,036	2,345	(309)	3,785
5070-00 · Other Benefits and Expenses	12	93	(81)	125	472	(347)	844
5000-00 · Salaries & Wages - Other	9,433	7,800	1,633	63,506	62,450	1,056	97,550
Total 5000-00 · Salaries & Wages	11,143	8,388	2,755	69,473	67,727	1,746	106,452
5100-00 · Rent							
5110-00 · Utilities	47	50	(3)	388	400	(12)	600
5140-00 · Repairs & Maintenance	21	55	(34)	76	385	(309)	605
5150-00 · Office - Cleaning	66	75	(9)	638	695	(57)	1,090
5100-00 · Rent - Other	798	725	73	6,309	5,800	509	8,700
Total 5100-00 · Rent	933	905	28	7,411	7,280	131	10,995
5310-00 · Telephone							
5320-00 · Telephone	233	219	14	1,977	1,813	164	2,686
Total 5310-00 · Telephone	233	219	14	1,977	1,813	164	2,686
5420-00 · Mail - USPS	296	250	46	398	600	(202)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	538	525	13	745
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	125	(125)	73	250	(177)	750
5520-00 · Supplies - Other	373	95	278	841	870	(29)	1,250
Total 5520-00 · Supplies	373	220	153	914	1,120	(206)	2,000
5610-00 · Depreciation	5	15	(10)	43	120	(77)	180
5700-00 · Equipment Support & Maintenance	0	55	(55)	626	1,105	(479)	1,325
5710-00 · Taxes, Licenses & Fees	0	0	0	1	100	(99)	200
5740-00 · Equipment Rental/Leasing	217	250	(33)	1,603	1,990	(387)	2,990
5800-00 · Training Seminars	0	750	(750)	0	1,000	(1,000)	1,250
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,081	2,760	321	4,185
6437-00 · Tuesday Morning Breakfast Club	581	650	(70)	2,997	4,550	(1,553)	7,150
6441-00 · Membership - Miscellaneous Exp	10			10	0	10	0
6442-00 · Public Relations/Website	291	295	(4)	2,272	7,285	(5,013)	8,465
6444-00 · Trades	305	0	305	1,140	855	285	2,130
6423-00 · Membership Activities - Other	273	75	198	405	450	(45)	750
Total 6423-00 · Membership Activities	1,460	1,020	440	10,200	15,900	(5,700)	41,180
8200-00 · Associate Relations	0	25	(25)	93	175	(82)	275
8300-00 · Board Functions	156			156			
8500-00 · Credit Card Fees	252	295	(43)	1,630	1,700	(70)	2,580
8700-00 · Automobile Expenses	19	75	(56)	530	600	(70)	1,025
8750-00 · Meals/Meetings	0	40	(40)	0	280	(280)	440
8810-00 · Dues & Subscriptions	6	50	(44)	295	565	(270)	765
8920-00 · Bad Debt	2,626	661	1,965	14,421	8,036	6,385	10,681
Total Expense	17,738	13,273	4,464	110,309	110,637	(328)	186,769
Net Ordinary Income	(5,611)	4,452	(10,063)	(12,262)	13	(12,275)	36,506
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,570	2,370	200	19,938	20,805	(866)	31,507

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

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	2,570	2,370	200	19,938	20,805	(866)	31,507
Net Other Income	(2,570)	(2,370)	(200)	(19,938)	(20,805)	866	(31,507)
Net Income	<u>(8,181)</u>	<u>2,082</u>	<u>(10,263)</u>	<u>(32,200)</u>	<u>(20,791)</u>	<u>(11,409)</u>	<u>4,999</u>

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

	Feb 18	Budget	\$ Over Budget	Jul '17 - Feb 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,523	2,561	(38)	21,125	21,770	(644)	33,295
5030-00 · P/R - Health Insurance Expense	1,707	2,586	(880)	9,265	21,981	(12,717)	33,618
5040-00 · P/R - Workmans Comp	339	154	186	1,977	1,306	671	1,997
5060-00 · 401 (k)	871	438	433	6,286	3,727	2,559	5,700
5070-00 · Other Benefits and Expenses	50	98	(48)	689	832	(143)	1,273
5000-00 · Salaries & Wages - Other	33,338	33,160	178	255,263	248,717	6,546	395,666
Total 5000-00 · Salaries & Wages	38,828	38,997	(169)	294,605	298,332	(3,727)	471,549
5100-00 · Rent							
5110-00 · Utilities	133	117	16	1,028	939	89	1,406
5140-00 · Repairs & Maintenance	426	375	52	1,845	2,772	(927)	4,271
5150-00 · Office - Cleaning	184	171	14	1,624	1,349	276	2,031
5100-00 · Rent - Other	2,206	1,807	399	16,897	13,783	3,114	21,012
Total 5100-00 · Rent	2,950	2,469	481	21,394	18,843	2,552	28,720
5310-00 · Telephone							
5320-00 · Telephone	887	1,088	(201)	6,130	8,258	(2,129)	12,611
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	887	1,088	(201)	6,155	8,258	(2,104)	12,611
5420-00 · Mail - USPS	331	43	288	706	550	156	721
5510-00 · Insurance/Bonding	86	147	(61)	1,638	1,164	475	1,751
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	121	1,000	(879)	2,000
5520-00 · Supplies - Other	1,766	421	1,345	4,455	3,526	929	5,210
Total 5520-00 · Supplies	1,766	421	1,345	4,576	4,526	50	7,210
5610-00 · Depreciation	58	176	(118)	418	1,315	(898)	2,018
5700-00 · Equipment Support & Maintenance	215	311	(96)	2,400	2,596	(196)	3,840
5710-00 · Taxes, Licenses & Fees	804	667	137	8,192	5,573	2,619	8,240
5740-00 · Equipment Rental/Leasing	375	218	157	2,579	1,701	878	2,575
5800-00 · Training Seminars	0	0	0	2,644	3,000	(356)	6,180
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	1,000	(1,000)	7,120	6,000	1,120	10,000
5920-00 · Professional Fees - Accountant	666	0	666	17,381	20,000	(2,619)	22,000
5921-00 · Professional Fees - Other	1,500	0	1,500	1,500	3,750	(2,250)	3,750
Total 5900-00 · Professional Fees	2,166	1,000	1,166	26,001	29,750	(3,749)	35,750
6490-00 · Classified Ads	0	70	(70)	0	492	(492)	773
6701-00 · Market Study Reports/Research	0	70	(70)	0	492	(492)	773
8200-00 · Associate Relations	170	206	(36)	735	1,442	(707)	2,266
8300-00 · Board Functions	27	858	(831)	6,072	6,455	(383)	9,888
8500-00 · Credit Card Fees	0	0	0	160	48	112	0
8700-00 · Automobile Expenses	124	94	30	1,027	655	372	1,030
8750-00 · Meals/Meetings	14	125	(112)	444	891	(447)	1,391
8810-00 · Dues & Subscriptions	334	127	207	2,095	1,141	955	1,648
8910-00 · Travel	0	318	(318)	0	2,229	(2,229)	3,502
Total Expense	49,135	47,405	1,729	381,843	389,454	(7,611)	602,434
Net Ordinary Income	(49,135)	(47,405)	(1,729)	(381,843)	(389,454)	7,611	(602,434)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	15			134			
Total Other Income	15			134			
Other Expense							
8990-00 · Allocated	(49,135)	(47,405)	(1,729)	(381,232)	(389,454)	8,221	(602,434)
Total Other Expense	(49,135)	(47,405)	(1,729)	(381,232)	(389,454)	8,221	(602,434)
Net Other Income	49,150	47,405	1,745	381,366	389,454	(8,088)	602,434
Net Income	15	0	15	(477)	0	(477)	0

North Lake Tahoe Resort Association

Profit & Loss by Class

February 2018

	11 - Marketing	30 - Conference	42 - VIC	51 - TMPI	60 - Members...	70 - Administr...	TOTAL
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,331	27,317	43,129	3,403	0	0	301,181
4200-00 · Membership Dues	0	0	0	0	10,536	0	10,536
4205-00 · Conference Dues	0	917	0	0	0	0	917
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	36	0	36
4251-00 · Tues AM Breakfast Club	0	0	0	0	554	0	554
Total 4250-00 · Revenues-Membership Activities	0	0	0	0	590	0	590
4252-00 · Sponsorships	0	0	0	0	1,000	0	1,000
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	(0)	0	0	0	0	(0)
4600-00 · Commissions - Other	0	2,546	0	0	0	0	2,546
Total 4600-00 · Commissions	0	2,546	0	0	0	0	2,546
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	0	210	0	0	0	210
46000 · Merchandise Sales - Other	0	0	3,568	0	0	0	3,568
Total 46000 · Merchandise Sales	0	0	3,778	0	0	0	3,778
Total Income	227,331	30,780	46,907	3,403	12,126	0	320,548
Gross Profit	227,331	30,780	46,907	3,403	12,126	0	320,548
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	0	0	0	(1,375)	0	0
5010-00 · Sales Commissions	0	811	0	0	0	0	811
5020-00 · P/R - Tax Expense	2,482	1,042	1,304	0	952	2,523	8,302
5030-00 · P/R - Health Insurance Expense	4,152	2,277	1,350	0	1,780	1,707	11,265
5040-00 · P/R - Workmans Comp	225	183	669	12	71	339	1,499
5060-00 · 401 (k)	500	431	392	37	271	871	2,503
5070-00 · Other Benefits and Expenses	26	42	362	0	12	50	493
5000-00 · Salaries & Wages - Other	22,573	11,441	11,233	1,177	9,433	33,338	89,195
Total 5000-00 · Salaries & Wages	31,332	16,227	15,310	1,226	11,143	38,828	114,067
5100-00 · Rent							
5110-00 · Utilities	122	61	512	3	47	133	879
5140-00 · Repairs & Maintenance	55	28	278	1	21	426	809
5150-00 · Office - Cleaning	169	85	42	4	66	184	550
5100-00 · Rent - Other	1,929	923	6,462	162	798	2,206	12,480
Total 5100-00 · Rent	2,276	1,096	7,294	170	933	2,950	14,719
5310-00 · Telephone							
5320-00 · Telephone	472	131	744	34	233	887	2,501
Total 5310-00 · Telephone	472	131	744	34	233	887	2,501
5420-00 · Mail - USPS	190	63	353	19	296	331	1,252
5510-00 · Insurance/Bonding	50	17	88	5	19	86	264
5520-00 · Supplies	839	140	747	5	373	1,766	3,870
5610-00 · Depreciation	16	6	131	0	5	58	216
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	215	215
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	804	804
5740-00 · Equipment Rental/Leasing	361	159	314	43	217	375	1,469
5800-00 · Training Seminars	340	0	0	0	0	0	340
5850-00 · Artist of Month - Commissions	0	0	222	0	0	0	222
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	180	0	0	0	0	0	180
5920-00 · Professional Fees - Accountant	0	0	0	0	0	666	666
5921-00 · Professional Fees - Other	0	0	0	0	0	1,500	1,500
Total 5900-00 · Professional Fees	180	0	0	0	0	2,166	2,346
6020-00 · Programs							
6016-00 · Special Event Partnership	(14,500)	0	0	0	0	0	(14,500)
Total 6020-00 · Programs	(14,500)	0	0	0	0	0	(14,500)
6420-00 · Events							
6420-01 · Sponsorships							
6421-04 · Broken Arrow Skyrace	15,000	0	0	0	0	0	15,000
6421-14 · Tahoe Trail 100	(5,000)	0	0	0	0	0	(5,000)
Total 6420-01 · Sponsorships	10,000	0	0	0	0	0	10,000
6421-00 · New Event Development	570	0	0	0	0	0	570
Total 6420-00 · Events	10,570	0	0	0	0	0	10,570
6423-00 · Membership Activities							
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	581	0	581
6441-00 · Membership - Miscellaneous Exp	0	0	0	0	10	0	10
6442-00 · Public Relations/Website	0	0	0	0	291	0	291
6444-00 · Trades	0	0	0	0	305	0	305
6423-00 · Membership Activities - Other	0	0	0	0	273	0	273
Total 6423-00 · Membership Activities	0	0	0	0	1,460	0	1,460
6730-00 · Marketing Cooperative/Media	164,333	9,167	0	0	0	0	173,500

North Lake Tahoe Resort Association Profit & Loss by Class

February 2018

	11 - Marketing	30 - Conference	42 - VIC	51 - TMPI	60 - Members...	70 - Administr...	TOTAL
6742-00 · Non-NLT Co-Op Marketing Program	(4,906)	0	150	0	0	0	(4,756)
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	4,872	0	0	0	0	0	4,872
6743-03 · Touch Lake Tahoe	391	0	0	0	0	0	391
Total 6743-00 · BACC Marketing Programs	5,262	0	0	0	0	0	5,262
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	0	132	0	0	0	132
8100-00 · Cost of Goods Sold - Other	0	0	2,177	0	0	0	2,177
Total 8100-00 · Cost of Goods Sold	0	0	2,309	0	0	0	2,309
8200-00 · Associate Relations	0	50	0	0	0	170	220
8300-00 · Board Functions	0	0	0	0	156	27	183
8500-00 · Credit Card Fees	0	0	124	0	252	0	375
8700-00 · Automobile Expenses	293	0	0	0	19	124	436
8750-00 · Meals/Meetings	342	0	59	0	0	14	414
8810-00 · Dues & Subscriptions	15	0	50	0	6	334	405
8910-00 · Travel	1,188	0	0	0	0	0	1,188
8920-00 · Bad Debt	0	0	0	0	2,626	0	2,626
Total Expense	198,655	27,056	27,894	1,503	17,738	49,135	321,979
Net Ordinary Income	28,677	3,724	19,012	1,901	(5,611)	(49,135)	(1,432)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6	0	0	0	0	15	21
Total Other Income	6	0	0	0	0	15	21
Other Expense							
8990-00 · Allocated	35,048	4,760	5,909	848	2,570	(49,135)	0
Total Other Expense	35,048	4,760	5,909	848	2,570	(49,135)	0
Net Other Income	(35,043)	(4,760)	(5,909)	(848)	(2,570)	49,150	21
Net Income	(6,366)	(1,035)	13,103	1,053	(8,181)	15	(1,411)

KEY METRICS FOR February 28, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Jan 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,488,550	
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	
2013 - 2014	4,525,892	2,145,655	3,569,535	1,751,001	\$ 11,992,073	
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406	
2015 - 2016	4,872,923	3,874,544	5,438,618	2,348,538	\$ 16,534,623	
2016 - 2017	5,503,881	3,350,880	6,120,303	3,346,395	\$ 18,321,459	
2017 - 2018	6,233,972	2,357,159	-	-	\$ 8,591,131	updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru Feb 2018)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	27,791	26,452	27,498	30,845	12.17%
Phone	165	211	2,466	2,209	-10.42%
Email		105	249	259	4.02%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	2,069	4,195	2,837	-32.37%
Total	34,456	37,446	38,334	44,033	14.87%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (as of Mar 2018,(Q3) 6 mth lag)					
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - May)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jun - Aug)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Sep - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

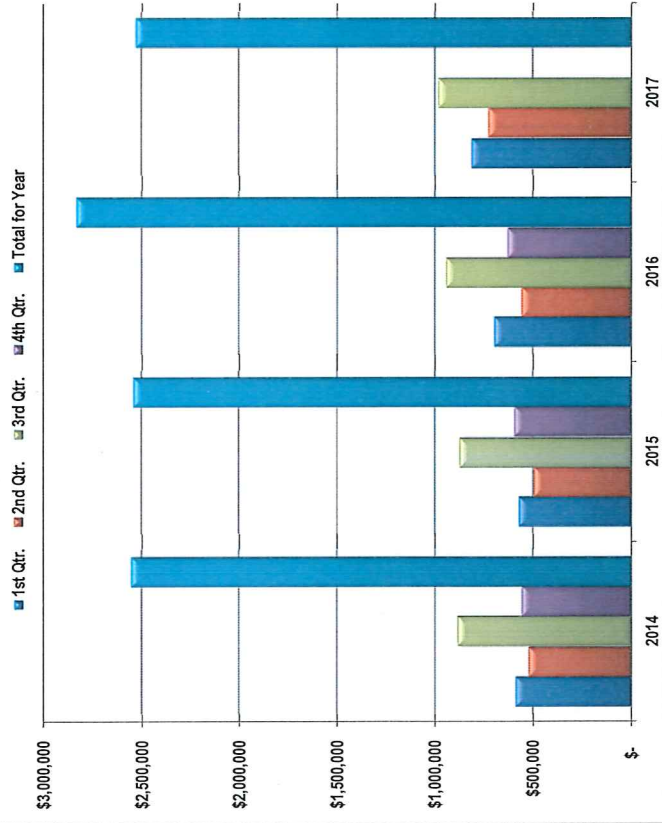
Unemployment Rates - EDD				
	June 2014	July 2015	Aug 2016	Jan 2018
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.4%
Placer County (367,309)	6.0%	5.2%	4.7%	3.1%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.5%
Kings Beach (3,893)	6.0%	6.8%	6.1%	5.2%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.1%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.7%

Destimetrics Reservations Activity				
	FYTD 16/17	FYTD 17/18	YOY % Change	
Occupancy	49.8%	59.1%	-15.7%	
ADR (Average Daily Rate)	\$ 362	\$ 368	-1.4%	
RevPAR (Rev per Available Room)	\$ 181	\$ 217	-16.9%	
Occupancy 1 Mth Forecast	34.0%	39.8%	-14.6%	
ADR 1 Mth Forecast	\$ 289	\$ 275	5.2%	
RevPAR 1 Mth Forecast	\$ 98	\$ 110	-10.2%	
Occupancy (prior 6 months)	42.5%	46.1%	-7.8%	
ADR (prior 6 months)	\$ 306	\$ 313	-2.3%	
RevPAR (prior 6 months)	\$ 130	\$ 144	-9.9%	
Occupancy (next 6 months)	26.3%	27.7%	-5.1%	
ADR (next 6 months)	\$ 339	\$ 332	2.3%	
RevPAR (next 6 months)	\$ 89	\$ 92	-32.6%	

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		
	June 2014	June 2015
FY 2015-16 Contract	\$ 4,260,134	474
FY 2016-17 Contract	2,526,980	508
Total Fund Balances	\$ 6,787,115	424
	Feb 2018	388

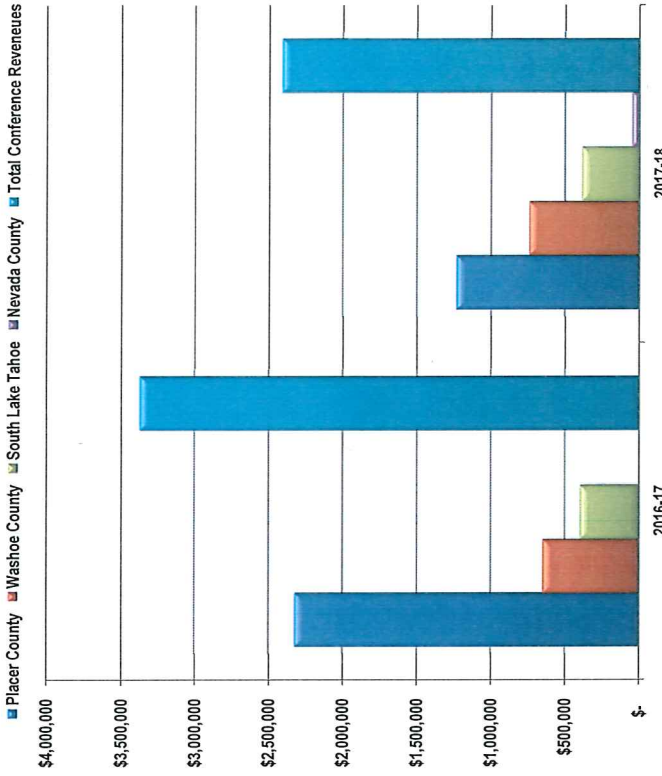
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 2/28/2018						
FORWARD LOOKING	2016-17		2017-18		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$ 3,964,368	\$ 3,374,236	\$ 2,412,388	\$ 2,412,388	-28.51%	
Commission for this Revenue	\$ 129,375	\$ 106,289	\$ 62,190	\$ 62,190	-41.49%	
Number of Room Nights	21,352	19,812	14,615	14,615	-26.23%	
Number of Bookings	79	58	61	61	5.17%	
Conference Revenue And Percentage by County:						
	16-17	17-18				
Placer	69%	51%	\$ 2,506,277	\$ 2,326,702	\$ 1,234,555	-46.94%
Washoe	19%	31%	\$ 764,192	\$ 646,844	\$ 739,991	14.40%
South Lake	12%	16%	\$ 411,781	\$ 398,413	\$ 387,554	-2.73%
Nevada	0%	2%	\$ 12,118	\$ 2,277	\$ 50,288	2108.52%
Total Conference Revenue	100%	100%	\$ 3,694,368	\$ 3,374,236	\$ 2,412,388	-28.51%
CURRENT						
NLT - Annual Revenue Goal			\$ 3,000,000	\$ 2,500,000	\$ 2,500,000	-16.67%
Annual Commission Goal			\$ 135,000	\$ 70,000	\$ 70,000	-48.15%

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



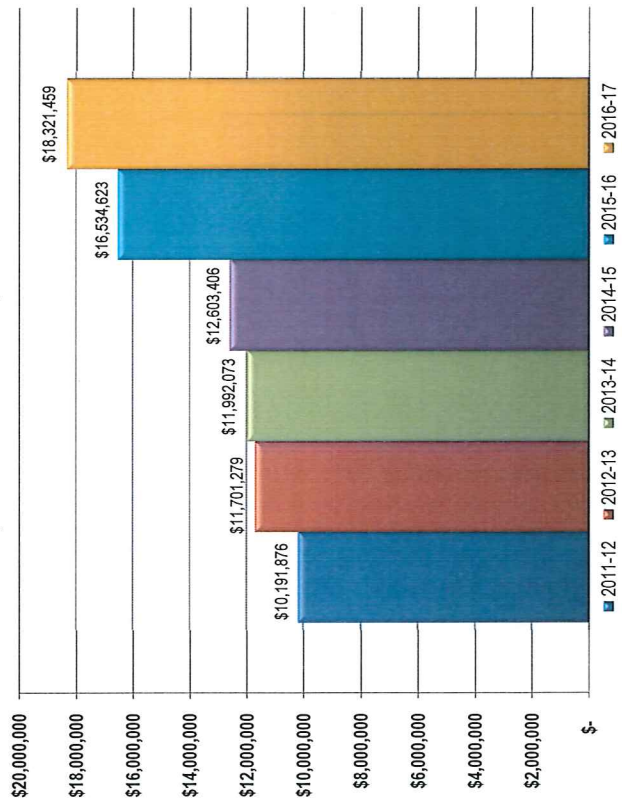
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - May)	\$ 521,965	\$ 495,689	\$ 559,589	\$ 728,774	30.23%
Third (Jun - Aug)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Sep - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

Conference Revenue Statistics & Revenue Share by County



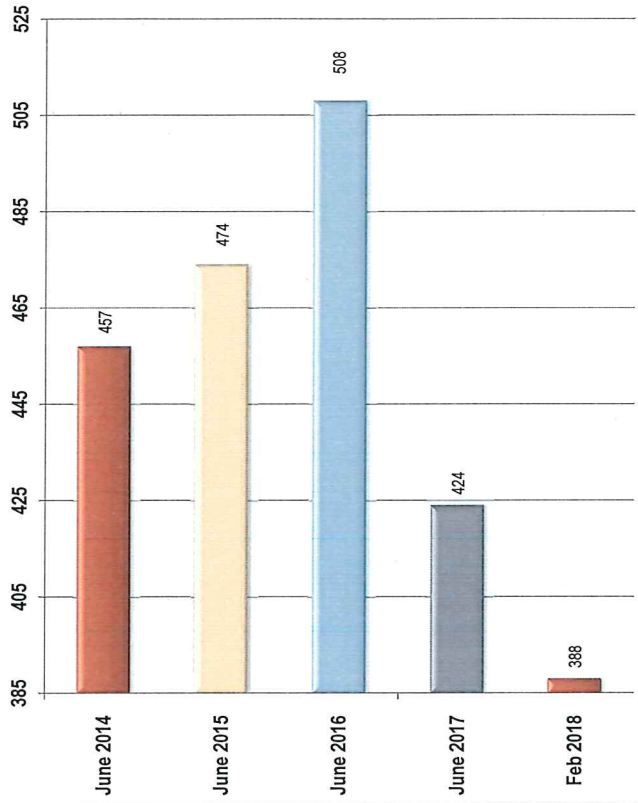
	2016-17	2017-18	YOY %
FORWARD LOOKING	Forecasted	Forecasted	Change
Total Revenue Booked	\$ 3,374,236	\$ 2,412,388	-28.51%
Commission for this Revenue	106,289	62,190	-41.49%
Number of Room Nights	19,812	14,615	-26.23%
Number of Bookings	58	61	5.17%
CURRENT			
NLT - Annual Revenue Goal	\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal	\$ 135,000	\$ 70,000	-48.15%
Conference Revenue And Percentage by County:			
Placer	\$ 2,326,702	\$ 1,234,555	-46.94%
Washoe	\$ 646,844	\$ 739,991	14.40%
South Lake	\$ 398,413	\$ 387,554	-2.73%
Nevada	\$ 2,277	\$ 50,288	2108.52%
Total Conference Revenue	\$ 3,374,236	\$ 2,412,388	-28.51%

5-Year Annual TOT Collections (Fiscal Year Basis)



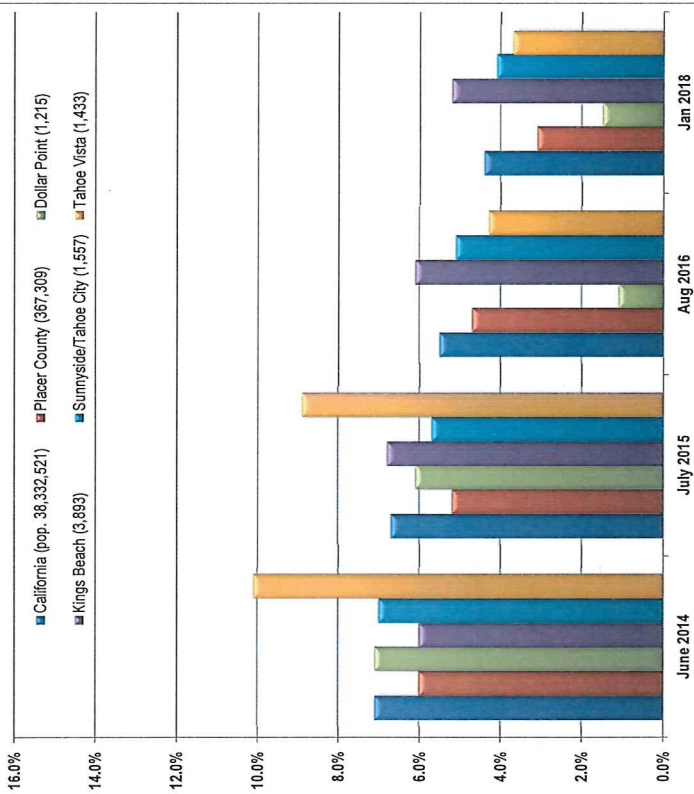
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013 - 2014	\$ 4,525,882	\$ 2,145,655	\$ 3,569,535	\$ 1,751,001	\$ 11,992,073
2014 - 2015	\$ 4,693,908	\$ 2,527,728	\$ 3,513,439	\$ 1,868,331	\$ 12,603,406
2015 - 2016	\$ 4,872,923	\$ 3,874,544	\$ 5,438,618	\$ 2,348,538	\$ 16,534,623
2016 - 2017	\$ 5,503,881	\$ 3,350,880	\$ 6,120,303	\$ 3,346,395	\$ 18,321,459
2017 - 2018	\$ 6,233,972	\$ 2,357,159	\$ -	\$ -	\$ 8,591,131

Chamber Membership (# of Members)



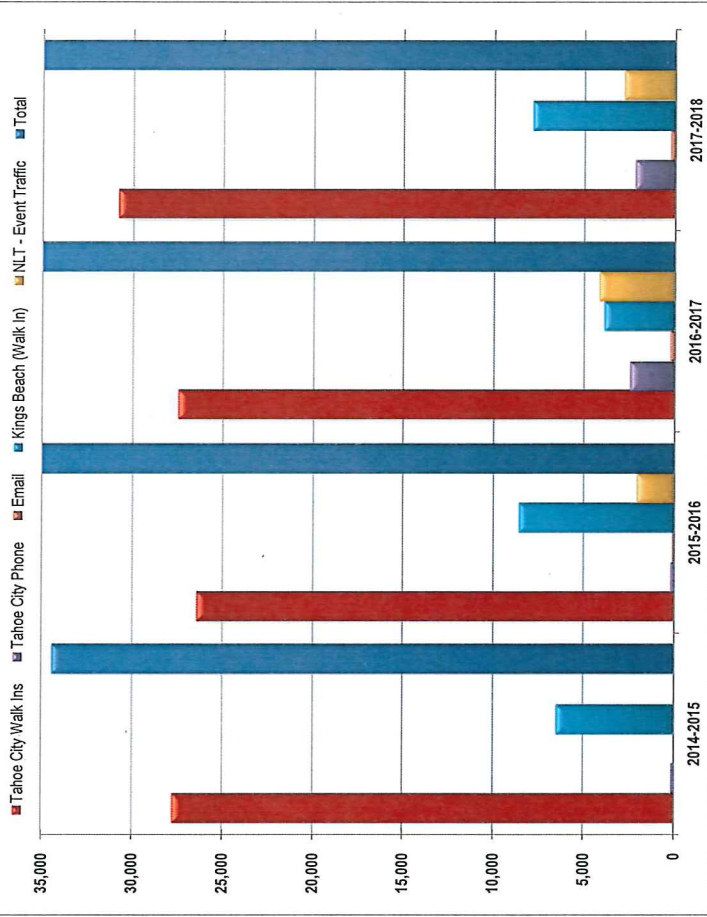
Month	Chamber Of Commerce Total Membership
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Feb 2018	388

Unemployment Rates by Region



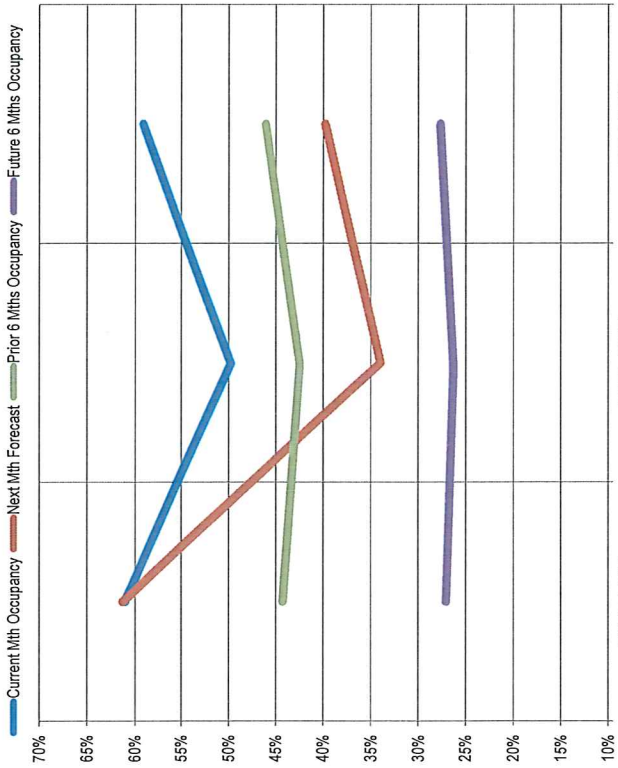
Unemployment Rates - EDD	June 2014	July 2014	June 2015	July 2015	Aug 2015	July 2016	Aug 2016	Jan 2018
California (pop. 38,332,521)	7.1%	7.1%	6.7%	6.7%	6.7%	7.1%	5.5%	4.4%
Placer County (367,309)	6.0%	6.0%	5.2%	4.7%	4.7%	5.2%	4.7%	3.1%
Dollar Point (1,215)	6.0%	6.0%	6.1%	1.5%	1.1%	6.1%	1.1%	1.5%
Kings Beach (3,893)	7.0%	7.0%	6.8%	6.1%	6.1%	6.8%	6.1%	5.2%
Sunnyside/Tahoe City (1,557)	10.1%	10.1%	8.9%	5.7%	5.1%	5.7%	5.1%	4.1%
Tahoe Vista (1,433)	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	3.7%

Visitor Information - FYTD YOY



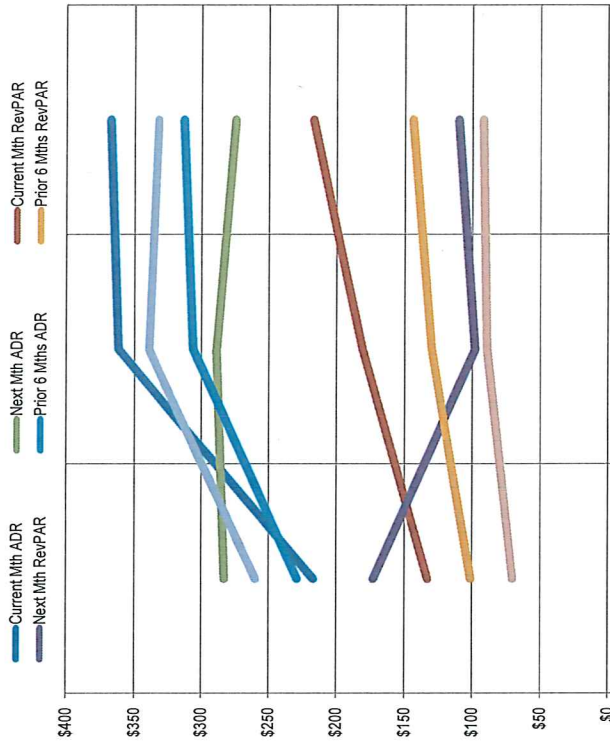
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	27,791	26,452	27,498	30,845	12.17%
Phone	165	211	2,466	2,209	-10.42%
Email	-	105	249	259	4.02%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	2,069	4,195	2,837	-32.37%
Total	34,456	37,446	38,334	44,033	14.87%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	49.8%	59.1%	-15.7%
Occupancy 1 Mth Forecast	61.3%	34.0%	39.8%	-14.6%
Occupancy (prior 6 months)	44.3%	42.5%	46.1%	-7.6%
Occupancy (next 6 months)	27.1%	26.3%	27.7%	-5.1%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$283	\$275	5.2%
RevPAR (Rev per Available Room)	\$362	\$181	\$368	-1.4%
ADR 1 Mth Forecast	\$133	\$173	\$110	-10.2%
RevPAR 1 Mth Forecast	\$289	\$98	\$275	-16.9%
ADR (prior 6 months)	\$229	\$306	\$313	-2.3%
RevPAR (prior 6 months)	\$101	\$130	\$144	-9.9%
ADR (next 6 months)	\$260	\$339	\$332	2.3%
RevPAR (next 6 months)	\$70	\$89	\$92	-32.6%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month/Yr February 2018
Employee Cindy Gustafson

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
2/1/2018	A	Safeway	1592	Safeway - beverages Tourism Development Reception (Chamber of Commerce)	156.03		8300-00-60
2/8/2018	B	Wolfdales	40001	Birthday gift card Lauren	25.00		8200-00-70
2/9/2018	C	Christy Hill	4336	Birthday gift card Jason	25.00		8200-00-70
2/12/2018	D	Alpenglow Sports	1184	Birthday gift card Greg	25.00		8200-00-70
2/12/2018	E	Garwoods	25	Going away luncheon for Natalie	\$120.10		8200-00-70
2/14/2018	F	Adobe	874655150	Adobe 1 month subscription	\$14.99		8810-00-70
2/15/2018	G	Disneyland Resorts	430754802019	Visit California Outlook Conference - lodging	279.63	5000	5810-00-70
2/15/2018	H	Disneyland Resorts	430754802019	Visit California Outlook Conference - parking	60.00		5810-00-70
2/26/2018	I	Sugarpine Bakery	5-352	Executive Committee breakfast	27.00		8300-00-70
2/27/2018	J	Wolfdales	40001	Birthday gift card AI	25.00		8200-00-70
2/2/18	K			FRAND	39.99		
2/2/18	L			FRAND	1.00		
2/2/18	M			FRAND ADJUSTMENT	629.00		
2/2/18	N			FRAND ADJUSTMENT	629.00		
2/2/18	O			FRAND ADJUSTMENT	1.00		
2/2/18	P			FRAND ADJUSTMENT	1.00		
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		291.03	8700-00-1100
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)							
					216.70		
						201.03	

Signed By: *Cindy Gustafson* Approved By: _____ Date: 3/9/2018

ACCOUNTING	
DATE RECEIVED	DATE ENTERED
MAR 12 2018	MAR 14 2018
	MAR 15 2018
	DATE SCANNED



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0108-6903
 Statement Date FEB 28, 2018
 Total Activity \$716.76

** MEMO STATEMENT ONLY **
 DO NOT REMIT PAYMENT

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

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$798.74		\$0.00		\$81.98		\$716.76

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
02-01	01-30	55310208031975012510610	SAFEWAY #1592 KINGS BEACH CA Tax ID: 943019135 Mer Ref: 01251061 Mer Zip: 96143 Origin Zip: 96143 Dest Zip: 96143 Dest Cty: USA Tax: 10.55 Product Code: 004042699231 Desc: CALIFORNIA TABLE WINE 75 Qty: 2 Unit: EA Disc: Y Disc Amt: 20.08 Ext Item Amt: 44.73 Product Code: 008130800231 Desc: CALIFORNIA TABLE WINE 75 Qty: 2 Unit: EA Disc: Y Disc Amt: 9.40 Ext Item Amt: 24.93 Product Code: 008963624010 Desc: CALIFORNIA TABLE WINE 75 Qty: 2 Unit: EA Disc: Y Disc Amt: 11.40 Ext Item Amt: 41.13 Product Code: 085075500069 Desc: CALIFORNIA TABLE WINE 75 Qty: 2 Unit: EA Disc: Y Disc Amt: 11.08 Ext Item Amt: 37.53 Product Code: 085599500303 Desc: CUPS TABLE TOP Qty: 2 Unit: EA Disc: Y Disc Amt: 1.00 Ext Item Amt: 17.53 Product Code: 089145100027 Desc: CALIFORNIA TABLE WINE 75 Qty: 2 Unit: EA Disc: Y Disc Amt: 21.56 Ext Item Amt: 42.93	156.03
02-02	02-01	75347098031012902084918	hublmedia.com 855.549.1869 GBR	39.99
02-02	02-02	75347098031012902084918	INTERNATIONAL TRANSACTION FEE	1.00
02-08	02-07	05314618039000382321796	WOLFDALES CUISINE UNI TAHOE CITY CA Tax ID: 680013011 Mer Zip: 96145	25.00
02-09	02-08	55547508040253988010051	CHRISTY HILL LAKE TAHO TAHOE CITY CA Tax ID: 680411305 Mer Zip: 96145	25.00
02-09	02-01	75347098031012902084918	HUBLMEDIA.COM/FRDADJ	39.99 CR
02-09	01-01	75347097365012092880917	HUBLMEDIA.COM/FRDADJ	39.99 CR

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0108-6903	Account Summary Purchases & Other Charges \$797.74
	Statement Date FEB 28, 2018	
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Fees \$1.00
	Disputed Amount \$0.00	Credits \$81.98
		Payments \$0.00
		Total Activity \$716.76

Statement Date	FEB 28, 2018	Total Activity	\$716.76
Credit Limit	\$50,000	Single Purchase Limit	\$0.00
CINDY M GUSTAFSON			
XXXX-XXXX-0108-6903			

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
02-09	02-02	75347098031012902084918	CROSS-BORDER FEE	1.00 CR
02-09	01-02	75347097365012092880917	CROSS-BORDER FEE	1.00 CR
02-12	02-08	85353538040001849213833	ALPENGLow SPORTS IN TAHOE CITY CA	25.00
		Tax ID: 453247758 Mer Zip: 96145		
02-12	02-09	25247808041002162129285	GAR WOODS GRILL & PIER CARNELIAN BAYCA	120.10
		Tax ID: 680165856 Mer Zip: 96140		
02-14	02-13	55310208044026682631255	ADOBE SYSTEMS, INC. 08008336687 CA	14.99
		Tax ID: 770019522 Mer Ref: 68263125 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA		
02-15	02-13	55310208045894045002830	DISNEY RESORTS-GRAN ANAHEIM CA	279.63
		Arrival Date: 02/13/18 Departure Date: 02/15/18 Invoice Number: 4307548020		
		Tax ID: 952412883 Mer Zip: 92803		
02-15	02-13	55310208045894045002830	DISNEY RESORTS-GRAN ANAHEIM CA	60.00
		Arrival Date: 02/13/18 Departure Date: 02/15/18 Invoice Number: 4307548020		
		Tax ID: 952412883 Mer Zip: 92803		
02-26	02-23	85197018056700016574422	SUGAR PINE CAKERY TAHOE CITY CA	27.00
		Tax ID: 462841211 Mer Zip: 96145		
02-27	02-26	05314618058500188783277	WOLFDALLES CUISINE UNI TAHOE CITY CA	25.00
		Tax ID: 680013011 Mer Zip: 96145		

A

SAFEWAY

STORE MGR E Lundstrom 530-546-0170
THANK YOU FOR SHOPPING WITH US!

*CHAMBER
RECEPTION*

GROC NONEDIBLE

2 QTY COLD CUP 1		6.98	i
Regular Price	7.98		
Card Savings	1.00-		

LIQUOR

2 QTY STARMONT C		34.18	T
Regular Price	54.26		
Card Savings	20.08-		
2 QTY HEADSNAPPE		14.38	T
Regular Price	23.78		
Card Savings	9.40-		
2 QTY QUPE SYRAH		26.98	T
Regular Price	38.06		
Card Savings	11.08-		
2 QTY VELVET FOG		32.38	T
Regular Price	53.94		
Card Savings	21.56-		
2 QTY WENTE WINE		30.58	T
Regular Price	41.98		
Card Savings	11.40-		

TAX	10.55
**** BALANCE	156.03 ✓

SAFEWAY STORE #1592
7815 NORTH LAKE BOULEVARD
KINGS BEACH CA 96143

Credit Purchase 01/30/18 13:24
CARD # *****8709
REF: 08001251061 AUTH: 00050037

PAYMENT AMOUNT 156.03

AL MASTERCARD
AID A0000000041010
TVR 0000008000
TSI E800

Mastercard 156.03

A

Gift Card
lauren's
Birthday

B

WOLFDALÉ'S
Cuisine Unique

2/07/18
Check 40001 18:11
Type Sale
Terminal 4
Manager TEEN

Swiped
GUSTAFSON/CINDY
XXXXXXXXXX6903
Master card
Auth 000483
Trans ID 1

Sale 25.00 ✓

Tip \$

Total \$

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

Customer Copy

- Gift Card
Lisa's
birthday

C

** Customer Copy **

Christy Hill Restau
115 Grove Street
Tahoe City, CA 96145
(530) 583 - 8551

Thursday, February 8, 2018 6:40:13 PM

Type: M/C Chk: 4336
Acct #: 6903 XX/XX Batch #: 968
Auth #: 038289 Seq: 5 Table: 0
Serv #: JB

Sale: \$ 25.00 ✓

+Tip _____

Total _____

D
GIFT CARD
Greg H.
Bret H.

Alpenglow Sports

PO Box 7230
Tahoe City, CA 96145

I-75636

1:09:21pm 2/8/2018

Customer Wally Auerbach & Cindy Gustafson
n/a
Shipping n/a
Contact (530) 448-1231 (work)
Alp Card # 3191
wauerbach@auerbachengineering.com

1	Alpenglow GIFT CARD GC: 1184	\$25.00
	Subtotal	\$25.00
	Total	\$25.00
	Payment	\$25.00
	Balance	\$0.00

G.C. 1184 Balance: \$25.00

Genius 2/8/2018 \$25.00
Ref: 984921383
Approved Auth: 006373
Last 4 digits: 6903

Station: Terminal 1
Jeff D

530.583.6917
info@alpenglowsports.com
www.alpenglowsports.com

RETURN POLICY:
Receipt required for returns.
Returns must be made within 10 days of purchase for full refund.
After 10 days returns will receive store credit only.
Sales are final after 30 days.



I-75636

E

GAR WOODS THANKS YOU
530-546-3366 OR 800-298-2463

0025a Table 13 #Party 8
MICHAEL B SvrCk: 5 1:03p 02/09/18
DINING ROOM IN

4 ARNOLD PALMER	20.00
2 ICED TEA	10.00
1 FISH TACOS	18.00
3 CRAB CHILI RELLENO	60.00
2 TERIYAKI SALMON SALAD	46.00
1 SANDWICH SPECIAL, \$ amount	
20.00	20.00
1 SHRIMP CAESAR	22.00

Sub Total: 196.00
Tax: 14.21

Sub Total: 210.21

02/09 2:19p TOTAL: 210.21

DINE FOOD 176.00
NO ALCOHOL 20.00

HOME OF THE WET WOODY-2+ MILLION SERVED!

CELEBRATING 29 YEARS ON LAKE TAHOE
HAVING A WEDDING OR GROUP EVENT?
GO UPSTAIRS & CHECK OUT OUR ROOMS & VIEW

LIVE MUSIC FRI AND SAT 8-11
APRES SKI MUSIC FRIDAY 4-7
TOPLESS TUESDAY-\$8.00 ALL DAY & NIGHT
LIKE IT ON THE SIDE? IT'S A BIG FLOAT!

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

DAY LUNCH/DINNER ON THE LAKE
HEART-BUY A WET WOODY!

0025

Server: MICHAEL B (#212) Rec: 27
02/09/18 14:18, Swiped T: 13 Term: 5

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

CARD TYPE ACCOUNT NUMBER
MASTER CARD XXXXXXXXXXXX6903
Name: CINDY GUSTAFSON
OO TRANSACTION APPROVED
AUTHORIZATION #: 053059
Reference: 0209020000025
TRANS TYPE: Credit Card SALE

CHECK: 105.10

TAHOE FUND: _____

TIP: 15.00

TOTAL: 120.10 ✓

X _____

Duplicate Copy

CARDHOLDER WILL PAY CARD ISSUER ABOVE
AMOUNT PURSUANT TO CARDHOLDER AGREEMENT
THANK YOU!

PLEASE LEAVE SIGNED COPY FOR SERVER!
GOING AWAY LUNCHEON 1/2
NATALIE:
CINDY, RON, NATALIE, DAWN,
DAPHNE, ANNA, KYM, LAUREN
AMBER



INVOICE

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

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1
Invoice Number: 874655150
Invoice Date: FEB-06-18
Payment Terms: Credit Card
Due Date: FEB-13-18
Purchase Order: ADB016450957
Contract No 00004490
Order Number: 5017797439
Order Date: NOV-06-17
Customer No.: 1452233
Bill to No. 546408886

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

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

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

Comments:

G, H



GUSTAFSON, CINDY
NORTH LAKE TAHOE RESORT A

RES ID: 430754802019
Folio Type: GUEST PAY FOLIO

Date: 2/15/18
Group: GCOB18A
Package:

Room 5342
No. Guests 2/ 0/ 0
Arrive 2/13/18
Depart 2/15/18

Disney's Grand Californian Hotel® & Spa
1600 SOUTH DISNEYLAND DRIVE, ANAHEIM, CA 92803

Reference/Description

Room	No. Guests	Arrive	Depart	Reference/Description		
2/13/18				VALET CHARGE	\$30.00	\$30.00
				VALET \$30.00 - 1 VEHICLE		
2/13/18				ROOM CHARGE CH 5342	\$239.00	\$269.00
2/13/18				TAX	\$35.85	\$304.85
2/13/18				ATID ASSESSMENT	\$4.78	\$309.63
2/13/18				APPLIED DEPOSIT	\$279.63-	\$30.00
2/13/18				MASTERCARD //*****6903	\$279.63-✓	\$249.63-
2/13/18				MASTERCARD //*****6903	\$60.00-✓	\$309.63-
2/14/18				VALET CHARGE	\$30.00	\$279.63-✓
				VALET \$30.00 - 1 VEHICLE		
2/14/18				ROOM CHARGE CH 5342	\$239.00	\$40.63-
2/14/18				TAX	\$35.85	\$4.78-
2/14/18				ATID ASSESSMENT	\$4.78	\$0.00

ACTUAL CHARGES TO YOUR ACCOUNT WILL
BE BILLED TO YOUR CREDIT CARD AT 11.00AM

Please contact Guest Billing at 714-956-6492 with any questions regarding your bill after your departure.

It is not necessary to check out at the Front Desk if the charges listed above are correct.
Please use your valid guest-room key to exit all hotel parking lots.
THANK YOU FOR CHOOSING DISNEY'S GRAND CALIFORNIAN HOTEL® & SPA

DCHFDCDATA



I

CINDY G.

Sugar Pine Cakery

Order #5-352 2/23/18, 7:04 AM
 Sale Served by sugar-pine-cakery
 Transaction #1193530502231813348

2 x Cinn Banana Slice (3.50)	7.00
2 x Almond Croissant (3.50)	7.00
2 x Donut (2.50)	5.00
1 x Almond Claw	3.50

Subtotal 22.50
Total (USD) 22.50

MASTERCARD 6903 27.00
 Name GUSTAFSON/CINDY
 Approval Code 013883
 Data Source Chip Read

Mode Issuer
 AID a0000000041010
 TVR 000008000
 IAD 0110a0401322020000000000000000ff
 TSI e800
 ARC 00

Amount 22.50
 Tip 4.50
Total Charged 27.00

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

Signature Cindy Gustafson

2923 Lake Forest Rd. EXEC
 PO Box 5476 BOARD
 Tahoe City, CA 96145 M.T.G.
 United States
 530-583-2253

Info@sugarpinecakery.com

www.sugarpinecakery.com

Powered by ShopKeep

WOLFDALÉ'S
 CUISINE UNIQUE

2/26/18 16:59
 Check 40001
 Type Sale
 Terminal 4
 Hostess/Host STACY

Swiped
 Acct GUSTAFSON/CINDY
 Card Typ XXXXXXXXXXXX6903
 Auth Mastercard
 Trans ID 002142
 1

Sale 25.00 ✓
 Tip \$
 Total \$

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

Customer Copy
 BIRTHDAY GIFT CARD AL