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**FINANCE COMMITTEE**

Thursday, May 25, 2017 at 3:00 pm.

NLTRA Conference Room

**PRELIMINARY MINUTES**

**COMMITTEE MEMBERS IN ATTENDANCE:** Christy Beck, Ramona Cruz, Dave Brown, Mike Salmon via telephone.

**COMMITTEE MEMBERS NOT PRESENT:** Eric Pilcher, Erin Casey

**RESORT ASSOCIATION STAFF:** Al Priester, Sandy Evans Hall, Dawn Baffone

**OTHERS IN ATTENDANCE:** Bob White, Tahoe Marina Lakefront

**A. Call to Order – Establish Quorum:**

- The meeting was called to order at 3:09pm by Christy Beck and a quorum was established.

**B. Public Forum:** None

**C. Agenda Amendments and Approval. (MOTION)**

**M/S/C (Ramona Cruz/Dave Brown/4-0-0)**

- Suggestion for future agenda topics: Role/Goals of Finance Committee, Commissions.

**D. Approval of Finance Committee Meeting Minutes for April 27, 2017. (MOTION)**

**M/S/C (Dave Brown/Mike Salmon/3-0-1, Ramona Cruz abstained)**

**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 NLTRMC 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.
- 03/30/17 Meeting: We may end up having to start a new set of books in QB at some point (fresh start) if we can't get these resolved. Ongoing, will stay ongoing.
- 04/27/17 Meeting: We may have to start new books as long as we can maintain 16/17 actuals to be able to provided year over year comparison.
- 05/25/17 Meeting: Still ongoing process.

**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.
- 03/30/17 Meeting: Ongoing with Erin at the County. Ongoing - S/B resolved by next few meetings.
- 04/27/17 Meeting: Still ongoing, Erin is busy working with Sandy and will work this out.
- 05/25/17 Meeting: Still ongoing, working with the County and the contract.

**Action Item 14:** 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.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.

- 03/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing.
- 04/27/17 Meeting: Thought we would be caught up by this meeting, did not have time. Will try and get this done by next meeting.
- 05/25/17 Meeting: Still open, we are closing the Marketing Coop audit soon and will have that finished as soon as that is done.

**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: AI 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.
- 03/30/17 Meeting: Will be back in force for the next meeting and hopefully will be completed then.
- 04/27/17 Meeting: We are identifying any changes. With re-entering loss data into QB, we should be 100% for next meeting.
- 05/25/17 Meeting: Completed and will reoccur going forward. It is part of our process now. (This will not appear on next month's agenda).

**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.

- 03/30/17 Meeting: Lost our ability to get this report but will be able to produce for next meeting.
- 04/27/17 Meeting: We have comparative balance sheet for this year and last. AI has not been able to get to report writer since we lost data. Report writer you can combine reports and create custom reports. Templates need to be re-engineered. We can and will save these outside of QB going forward.
- 05/25/17 Meeting: We have it generated automatically in the system for current month. To get last month and year-end audited balances requires statement writer approach, which has not been started yet. Other reports have priority. This remains ongoing.

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

- 03/30/17 Meeting: In process, ongoing.
- 04/27/17 Meeting: AI to follow-up with Erin.
- 05/25/17 Meeting: Still ongoing.

**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.

- 03/30/17 Meeting: Efforts to get financials recovered caused us not to be able to produce from lack of time. Report will be in packet next month. Ongoing.
- 04/27/17 Meeting: Things got tight this month, took a vacation so was unable to produce. Will have staff report for board meeting and will send to finance committee beforehand.
- 05/25/17 Meeting: Staff Report was handed out today, was not in the original packet. In this, there was the identification of salaries and wages and professional fees and how they interrelate.

#### **F. Discussion and possible approval of April 2017 Financial Statements. (MOTION)**

- See Staff Report. (Handout, posted online by Dawn Baffone 5.25.17 4:09 p.m.)
- A/R is small, prior year it was -\$200k, due to ongoing recon work for two County Customer Files (posting invoices and payments to different customers).
- Membership A/R over 120 days has declined and is adequately reserved.
- Salaries & Wages discrepancy year-over-year is partially explained by higher benefit costs and the prior year accountant costs were not included in this due to using consultants, which is in the professional fees line. Professional fees is higher from prior year because of search fees for the new CEO.
- P&L by Class each department is positive, which means we are under budget.
- Still negotiating new contract with County. We will have some form of extension to allow us to continue to operate until this process is over.
- Negative commissions in acct 4601 \$2500, due to an adjustment from a previous invoice which has to flow through the current month and there was no other commissions to offset it, except in total.
- Commission totals are down 45% from last year, where salaries & commissions are up from last year. More direct contacts are happening, the hotel is contacted directly and there is no commissions due to us and when hotels book those Greg and Jason still earn their commission on it, causing the inverse relationship between those.
  - Discussion of contract agreements with hotels and if commissions are paid on repeat groups.

**Approval of April 2017 Financial Statements.**

**M/S/C (Ramona Cruz/David Brown/4-0-0)**

**G. Supplemental Information**

- April 2017 Dashboard Report
- Suggestion for Dashboard change; on the “Total Dist. TOT” box, add months on the Quarter headings.  
Example: for June, August, Sept Quarter, add “J and A and S” on the heading of each column.

**H. Approval of April 2017 CEO Expenses. (MOTION)**

**M/S/C (Dave Brown/Ramona Cruz/4-0-0)**

**I. Committee Member Comments**

- None.

**J. Adjourn**

- Finance Committee Meeting was adjourned at 3:50pm.

**North Lake Tahoe Resort Association**  
**Summary Balance Sheet + Income Statement**  
**July 2016 through May 2017**

	<u>May 31, 17</u>	<u>May 31, 16</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Balance Sheet</b>				
Cash	1,052,153.27	1,017,723.33	34,429.94	3.38%
Accounts Receivable	24,939.51	53,028.13	(28,088.62)	-52.97%
Other Assets	77,142.51	277,459.54	(200,317.03)	-72.2%
<b>Total Assets</b>	<u><u>1,154,235.29</u></u>	<u><u>1,348,211.00</u></u>	<u><u>(193,975.71)</u></u>	<u><u>-14.39%</u></u>
Accounts Payable	157,326.93	192,228.59	(34,901.66)	-18.16%
Payroll Liabilities	175,449.20	125,775.89	49,673.31	39.49%
Deferred Revenue	72,162.07	348,913.53	(276,751.46)	-79.32%
Other Liabilites	6,715.04	9,186.66	(2,471.62)	-26.9%
<b>Total Liabilities</b>	<u><u>411,653.24</u></u>	<u><u>676,104.67</u></u>	<u><u>(264,451.43)</u></u>	<u><u>-39.11%</u></u>
Equity	742,582.05	672,106.33	70,475.72	10.49%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><u>1,154,235.29</u></u>	<u><u>1,348,211.00</u></u>	<u><u>(193,975.71)</u></u>	<u><u>-14.39%</u></u>

	<u>Jul '16 - May 17</u>	<u>Jul '15 - May 16</u>	<u>\$ Change</u>	<u>% Change</u>
<b>Profit &amp; Loss</b>				
<b>Income</b>				
County of Placer TOT Fun	3,461,315.00	3,024,935.00	436,380.00	14.43%
Membership	169,086.38	157,456.93	11,629.45	7.39%
Conference	119,332.45	189,387.92	(70,055.47)	-36.99%
Merchandise Sales	84,243.42	66,822.26	17,421.16	26.07%
Less: Cost of Goods	(43,307.51)	(33,630.87)	(9,676.64)	-28.77%
<b>Total Income</b>	<u><u>3,790,669.74</u></u>	<u><u>3,404,971.24</u></u>	<u><u>385,698.50</u></u>	<u><u>11.33%</u></u>
<b>Expenses</b>				
Salaries & Wages	1,268,248.96	1,170,791.60	97,457.36	8.32%
Rent	162,864.98	148,543.57	14,321.41	9.64%
Telephone	26,905.46	26,307.22	598.24	2.27%
Equipment Leases & Rent	25,498.31	22,531.36	2,966.95	13.17%
Professional Fees	64,970.74	96,120.84	(31,150.10)	-32.41%
Programs	55,648.00	12,923.74	42,724.26	330.59%
AF&W	32,792.86	31,702.49	1,090.37	3.44%
Sponsorships	438,742.92	452,049.85	(13,306.93)	-2.94%
Marketing Co-op	1,150,871.00	985,019.83	165,851.17	16.84%
Non-NLT Co-Op Marketing	23,625.59	15,386.04	8,239.55	53.55%
BACC	29,566.88	52,170.38	(22,603.50)	-43.33%
Other	195,511.18	186,341.91	9,169.19	4.92%
<b>Total Expense</b>	<u><u>3,475,300.88</u></u>	<u><u>3,199,888.83</u></u>	<u><u>275,357.97</u></u>	<u><u>8.61%</u></u>
<b>Net Income</b>	<u><u>315,368.86</u></u>	<u><u>205,082.41</u></u>	<u><u>110,286.45</u></u>	<u><u>53.8%</u></u>



## North Lake Tahoe Resort Association

06/20/17

## Balance Sheet

Accrual Basis

As of May 31, 2017

	May 31, 17	May 31, 16	\$ Change	% Change
<b>ASSETS</b>				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	889.55	1,056.32	-166.77	-15.8%
1003-00 · Cash - Operations BOTW #6712	765,656.03	819,163.77	-53,507.74	-6.5%
1007-00 · Cash - Payroll BOTW #7421	4,739.84	4,371.83	368.01	8.4%
1008-00 · Marketing Reserve - Plumas	50,086.99	50,011.92	75.07	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,232.04	100,031.79	200.25	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	99,064.51	13,145.22	85,919.29	653.6%
10950 · Cash in Drawer	1,902.75	360.92	1,541.83	427.2%
<b>Total Checking/Savings</b>	<b>1,052,153.27</b>	<b>1,017,723.33</b>	<b>34,429.94</b>	<b>3.4%</b>
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	24,939.51	53,020.13	-28,080.62	-53.0%
1290-00 · A/R - TOT	0.00	8.00	-8.00	-100.0%
<b>Total Accounts Receivable</b>	<b>24,939.51</b>	<b>53,028.13</b>	<b>-28,088.62</b>	<b>-53.0%</b>
Other Current Assets				
1200-99 · AR Other	1,606.48	1,614.30	-7.82	-0.5%
12000 · Undeposited Funds	832.17	2,167.18	-1,335.01	-61.6%
1201-00 · WebLink Accounts Receivable	30,365.00	69,605.00	-39,240.00	-56.4%
1201-02 · Allowance for Doubtful Accounts	-3,911.25	-3,000.00	-911.25	-30.4%
12100 · Inventory Asset	33,646.97	28,729.89	4,917.08	17.1%
1298 · Receivable from Employees	39.03	-9.91	48.94	493.8%
1299 · Receivable from NLTMC	0.00	106,529.97	-106,529.97	-100.0%
1490-00 · Security Deposits	50.00	0.00	50.00	100.0%
<b>Total Other Current Assets</b>	<b>62,628.40</b>	<b>205,636.43</b>	<b>-143,008.03</b>	<b>-69.5%</b>
<b>Total Current Assets</b>	<b>1,139,721.18</b>	<b>1,276,387.89</b>	<b>-136,666.71</b>	<b>-10.7%</b>
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,665.84	-102.11	-0.2%
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00	0.0%
1741-00 · Accum. Depr. - Computer Equip	-42,958.19	-42,083.99	-874.20	-2.1%
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09	14.5%
1751-00 · Accum. Amort. - Software	-35,118.51	-34,023.71	-1,094.80	-3.2%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,250.74	-24,067.37	-183.37	-0.8%
<b>Total Fixed Assets</b>	<b>5,802.61</b>	<b>2,971.00</b>	<b>2,831.61</b>	<b>95.3%</b>
Other Assets				
1400-00 · Prepaid Expenses				
1401-00 · Recruitment Fees	0.00	2,000.00	-2,000.00	-100.0%
1410-00 · Prepaid Insurance	2,908.58	4,675.00	-1,766.42	-37.8%
1430-00 · Prepaid 1st Class Postage	1,000.00	6,400.58	-5,400.58	-84.4%
1400-00 · Prepaid Expenses - Other	4,802.92	55,776.53	-50,973.61	-91.4%
<b>Total 1400-00 · Prepaid Expenses</b>	<b>8,711.50</b>	<b>68,852.11</b>	<b>-60,140.61</b>	<b>-87.4%</b>
<b>Total Other Assets</b>	<b>8,711.50</b>	<b>68,852.11</b>	<b>-60,140.61</b>	<b>-87.4%</b>
<b>TOTAL ASSETS</b>	<b>1,154,235.29</b>	<b>1,348,211.00</b>	<b>-193,975.71</b>	<b>-14.4%</b>
<b>LIABILITIES &amp; EQUITY</b>				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	157,326.93	182,228.59	-24,901.66	-13.7%
2001-00 · Credit Card Payable	0.00	10,000.00	-10,000.00	-100.0%
<b>Total Accounts Payable</b>	<b>157,326.93</b>	<b>192,228.59</b>	<b>-34,901.66</b>	<b>-18.2%</b>
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	987.48	0.00	987.48	100.0%
2080-02 · MC_4222_Jason	440.00	-256.24	696.24	271.7%

## North Lake Tahoe Resort Association

## Balance Sheet

As of May 31, 2017

06/20/17

Accrual Basis

	May 31, 17	May 31, 16	\$ Change	% Change
2080-06 · MC_5288_Emily	1,831.58	-1,168.70	3,000.28	256.7%
2080-08 · MC_5755_John	360.79	0.00	360.79	100.0%
2080-10 · MC_9495_Al	215.74	0.00	215.74	100.0%
2080-11 · MC_3978_Amber	141.46	0.00	141.46	100.0%
2080-12 · MC_3960_Natalie	650.19	0.00	650.19	100.0%
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>4,627.24</b>	<b>-1,424.94</b>	<b>6,052.18</b>	<b>424.7%</b>
<b>Total Credit Cards</b>	<b>4,627.24</b>	<b>-1,424.94</b>	<b>6,052.18</b>	<b>424.7%</b>
<b>Other Current Liabilities</b>				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	35,719.15	26,345.00	9,374.15	35.6%
2101-00 · Incentive Payable	66,684.05	36,218.90	30,465.15	84.1%
2102-00 · Commissions Payable	8,404.31	5,850.52	2,553.79	43.7%
2120-00 · Empl. Federal Tax Payable	2,888.75	0.00	2,888.75	100.0%
2175-00 · 401 (k) Plan	1,104.44	0.00	1,104.44	100.0%
2180-00 · Estimated PTO Liability	60,648.50	56,488.29	4,160.21	7.4%
24100 · Wage Garnishment Payable	0.00	873.18	-873.18	-100.0%
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>175,449.20</b>	<b>125,775.89</b>	<b>49,673.31</b>	<b>39.5%</b>
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	1,295.64	462.60	833.04	180.1%
2190-00 · Sales and Use Tax Payable - Other	0.00	149.00	-149.00	-100.0%
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>1,295.64</b>	<b>611.60</b>	<b>684.04</b>	<b>111.8%</b>
2250-00 · Accrued Expenses	0.31	10,000.00	-9,999.69	-100.0%
2400-60 · Deferred Revenue- Member Dues	71,520.41	80,423.33	-8,902.92	-11.1%
2650-00 · Deferred Rev - Events	0.00	-1,759.70	1,759.70	100.0%
2651-00 · Deferred Rev - Conference	641.66	-1,100.10	1,741.76	158.3%
2700-00 · Deferred Rev. County	0.00	271,350.00	-271,350.00	-100.0%
2800-00 · Suspense	727.04	0.00	727.04	100.0%
2900-00 · Due To/From County of Placer	64.81	0.00	64.81	100.0%
<b>Total Other Current Liabilities</b>	<b>249,699.07</b>	<b>485,301.02</b>	<b>-235,601.95</b>	<b>-48.6%</b>
<b>Total Current Liabilities</b>	<b>411,653.24</b>	<b>676,104.67</b>	<b>-264,451.43</b>	<b>-39.1%</b>
<b>Total Liabilities</b>	<b>411,653.24</b>	<b>676,104.67</b>	<b>-264,451.43</b>	<b>-39.1%</b>
<b>Equity</b>				
32000 · Unrestricted Net Assets	22,635.91	50,286.21	-27,650.30	-55.0%
3300-11 · Designated Marketing Reserve	254,324.57	266,694.00	-12,369.43	-4.6%
3301 · Cash Flow Reserve	100,183.81	100,031.79	152.02	0.2%
3302 · Marketing Cash Reserve	50,068.90	50,011.92	56.98	0.1%
Net Income	315,368.86	205,082.41	110,286.45	53.8%
<b>Total Equity</b>	<b>742,582.05</b>	<b>672,106.33</b>	<b>70,475.72</b>	<b>10.5%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,154,235.29</b>	<b>1,348,211.00</b>	<b>-193,975.71</b>	<b>-14.4%</b>

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

	Current	1 - 30	31 - 60	61 - 90	91 - 120	> 120	TOTAL
CA Board of Equalization	0.00	0.00	2,884.28	0.00	0.00	0.00	2,884.28
Granlibakken Resort	750.75	0.00	0.00	0.00	0.00	0.00	750.75
Hampton Inn & Suites	0.00	0.00	1,497.45	0.00	0.00	550.00	2,047.45
Hard Rock Hotel & Casino Lake Tahoe	0.00	0.00	0.00	429.30	0.00	0.00	429.30
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	161.50	0.00	161.50
Hotel Becket	0.00	0.00	916.65	0.00	0.00	0.00	916.65
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.01	0.00	0.01	0.00	0.00	90.80	90.82
Lake Tahoe Resort Hotel	0.00	0.00	0.00	1,232.70	0.00	0.00	1,232.70
Northstar California	543.20	0.00	0.00	0.00	0.00	2,833.83	3,377.03
Resort at Squaw Creek*	8,099.27	0.00	0.00	0.00	0.00	22.85	8,122.12
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	0.00	0.00	1,837.40	1,837.40
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Inn	0.00	0.00	0.00	0.01	0.00	0.00	0.01
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	0.00	639.50	639.50
The Ridge Tahoe	41.38	0.00	0.00	0.00	392.22	550.00	983.60
The Ritz-Carlton	0.01	0.00	0.00	0.00	0.00	1,278.65	1,278.66
<b>TOTAL</b>	<b>9,434.62</b>	<b>0.00</b>	<b>5,298.39</b>	<b>1,662.01</b>	<b>553.72</b>	<b>7,990.77</b>	<b>24,939.51</b>

# Accounts Receivable Summary

Invoices With Apply Dates Through May 31, 2017  
 Aged as of Wednesday, May 31, 2017

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	2,100.00	0.00	0.00	0.00	2,100.00
Dues		145.00	5,380.00	6,450.00	0.00	3,635.00	9,590.00	25,200.00
New Member Fees		0.00	0.00	0.00	0.00	75.00	0.00	75.00
Shop Local		0.00	30.00	0.00	0.00	0.00	0.00	30.00
Sponsorships		0.00	0.00	2,950.00	0.00	0.00	0.00	2,950.00
TMBC		0.00	0.00	0.00	0.00	15.00	0.00	15.00
<b>Total Open Invoices</b>		145.00	5,410.00	11,500.00	0.00	3,725.00	9,590.00	30,370.00

Unapplied Payments With Payment Dates Prior to and Including 05/31/2017

5.00

**Pre-Payments: Payments Made Prior to 05/31/2017 on Invoices With Apply Dates After 05/31/2017**

**Total Pre-Payments**

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

30,365.00

## North Lake Tahoe Resort Association

## A/P Aging Summary

As of May 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
101.5 Truckee Tahoe Radio*	0.00	265.00	0.00	0.00	0.00	265.00
ABC Fire and Cylinder Service	81.50	0.00	0.00	0.00	0.00	81.50
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	0.00	371.11	0.00	0.00	0.00	371.11
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Al Priester	0.00	0.00	17.12	0.00	12.48	29.60
Alpenglow Mountain Racing LLC	0.00	10,000.00	0.00	0.00	0.00	10,000.00
Amber Burke	81.43	0.00	46.60	0.00	0.00	128.03
Anne-Karin Atwood*	46.94	0.00	25.00	0.00	0.00	71.94
Annie's Cleaning Service	550.00	700.00	0.00	0.00	0.00	1,250.00
AT & T*	386.82	0.00	0.00	0.00	0.00	386.82
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Barb Kallestad	0.00	50.00	0.00	0.00	0.00	50.00
Big Blue Adventure, LLC.	21,500.00	0.00	0.00	0.00	0.00	21,500.00
Big Water Studios	900.00	0.00	0.00	0.00	0.00	900.00
California Highway Patrol	0.00	1,352.78	0.00	0.00	0.00	1,352.78
Chris Werfel	29.96	0.00	8.56	0.00	0.00	38.52
Cintas Corporation #623	220.01	0.00	0.00	0.00	0.00	220.01
CoPower	0.00	158.40	0.00	0.00	0.00	158.40
Crystal Range Associates	359.55	0.00	0.00	0.00	0.00	359.55
Dawn Baffone*	0.00	0.00	71.12	0.00	0.00	71.12
Dorfman Pacific Co.	2,284.19	0.00	0.00	0.00	0.00	2,284.19
Foster & Parker Ins Agency	0.00	3,173.00	0.00	0.00	0.00	3,173.00
Gallery Keoki, Inc.	596.85	0.00	0.00	0.00	0.00	596.85
Geo-Tourism Specialties	547.78	0.00	0.00	0.00	0.00	547.78
Gifts to Share, Inc.	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Granlibakken, Inc.	0.00	594.00	0.00	0.00	0.00	594.00
Houston Magnani & Assoc, Inc.	0.00	750.00	750.00	0.00	0.00	1,500.00
Impact Telecom - TNCI	0.00	86.84	0.00	0.00	0.00	86.84
Jason Neary	25.00	0.00	25.00	0.00	0.00	50.00
John Thompson*	0.00	0.00	106.47	0.00	0.00	106.47
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Kym Fabel	146.98	0.00	68.87	0.00	0.00	215.85
Lauren Sully	118.98	0.00	44.65	0.00	0.00	163.63
Liberty Utilities*	0.00	605.25	0.00	0.00	0.00	605.25
Natalie Parrish*	0.00	0.00	351.47	0.00	0.00	351.47
Patrick Betson	27.00	0.00	0.00	0.00	0.00	27.00
Placer County Dept of Public Works	0.00	12,280.00	0.00	0.00	0.00	12,280.00
Porter Simon*	140.00	0.00	0.00	0.00	0.00	140.00
Principal Financial Group	0.00	187.64	187.64	0.00	-900.38	-525.10
Resort at Squaw Creek	0.00	17,758.45	0.00	0.00	0.00	17,758.45
Richter7	42,619.68	0.00	0.00	0.00	0.00	42,619.68
Ricoch USA	1,131.97	1,108.22	0.00	0.00	0.00	2,240.19
Ron Treabess	122.21	0.00	121.68	0.00	0.00	243.89
Sandy Evans Hall*	37.00	0.00	25.00	0.00	0.00	62.00
Sarah Winters	20.00	0.00	0.00	0.00	0.00	20.00
Sierra Essentials	420.06	0.00	0.00	0.00	0.00	420.06
Sierra Nevada Ad Partners	61.25	0.00	0.00	0.00	0.00	61.25
Sierra State Parks Foundation*	0.00	169.15	0.00	0.00	0.00	169.15
Sierra Web Design, Inc.	0.00	892.00	0.00	0.00	0.00	892.00
Southwest Gas Corporation*	28.03	0.00	0.00	0.00	0.00	28.03
Spectrum	0.00	-33.86	0.00	0.00	0.00	-33.86
Sprint	72.50	0.00	0.00	0.00	0.00	72.50
Squaw Valley Business Association*, Inc.	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Squaw Valley Ski Museum Foundation, Inc.	0.00	1,632.00	0.00	0.00	0.00	1,632.00
Swigard's True Value Hardware, Inc.*	0.00	0.00	11.78	0.00	0.00	11.78
Tahoe Basics	0.00	248.00	0.00	0.00	0.00	248.00
Tahoe House, Inc.*	0.00	110.30	194.49	0.00	0.00	304.79
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	0.00	0.00	225.77
Tahoe Weekly	300.00	0.00	0.00	0.00	0.00	300.00
Tahoe.com*	3,799.50	0.00	0.00	0.00	0.00	3,799.50
The Store...Copies and More	0.00	118.50	111.80	0.00	0.00	230.30
Verizon Wireless	120.83	0.00	0.00	0.00	0.00	120.83
Weidinger Public Relations*	3,500.00	0.00	0.00	0.00	0.00	3,500.00
West Shore Association*	0.00	10,000.00	0.00	0.00	0.00	10,000.00
Wholesale Resort Accessories, Inc.	475.50	0.00	0.00	0.00	0.00	475.50
YIG Administration	0.00	16.98	16.98	16.98	-42.45	8.49
<b>TOTAL</b>	<b>91,349.29</b>	<b>65,093.76</b>	<b>2,184.23</b>	<b>16.98</b>	<b>-1,317.33</b>	<b>157,326.93</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss**  
**May 2017**

	May 17	May 16	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	314,665.00	271,350.00	43,315.00	16.0%
4200-00 · Membership Dues	11,657.09	225.00	11,432.09	5,080.9%
4201-00 · New Member Fees	75.00	450.00	-375.00	-83.3%
4205-00 · Conference Dues	641.67	0.00	641.67	100.0%
4250-00 · Revenues-Membership Activities				
4251-00 · Revenue-Tue AM Breakfast Club	330.00	550.00	-220.00	-40.0%
4250-00 · Revenues-Membership Activities - Other	50.00	13,086.97	-13,036.97	-99.6%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>380.00</b>	<b>13,636.97</b>	<b>-13,256.97</b>	<b>-97.2%</b>
4350-00 · Special Events (Marketing)	0.00	-15,000.00	15,000.00	100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	41.38	0.00	41.38	100.0%
4600-00 · Commissions - Other	9,393.24	5,635.75	3,757.49	66.7%
<b>Total 4600-00 · Commissions</b>	<b>9,434.62</b>	<b>5,635.75</b>	<b>3,798.87</b>	<b>67.4%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	441.00	-543.75	984.75	181.1%
46000 · Merchandise Sales - Other	10,495.39	5,793.25	4,702.14	81.2%
<b>Total 46000 · Merchandise Sales</b>	<b>10,936.39</b>	<b>5,249.50</b>	<b>5,686.89</b>	<b>108.3%</b>
<b>Total Income</b>	<b>347,789.77</b>	<b>281,547.22</b>	<b>66,242.55</b>	<b>23.5%</b>
<b>Gross Profit</b>	<b>347,789.77</b>	<b>281,547.22</b>	<b>66,242.55</b>	<b>23.5%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	5,550.75	3,616.97	1,933.78	53.5%
5020-00 · P/R - Tax Expense	6,066.84	5,736.27	330.57	5.8%
5030-00 · P/R - Health Insurance Expense	9,439.66	7,540.62	1,899.04	25.2%
5040-00 · P/R - Workmans Comp	976.50	888.75	87.75	9.9%
5060-00 · 401 (k)	2,909.96	2,601.83	308.13	11.8%
5070-00 · Other Benefits and Expenses	239.55	620.16	-380.61	-61.4%
5000-00 · Salaries & Wages - Other	97,279.50	72,730.19	24,549.31	33.8%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>122,462.76</b>	<b>93,734.79</b>	<b>28,727.97</b>	<b>30.7%</b>
5100-00 · Rent				
5110-00 · Utilities	859.05	860.53	-1.48	-0.2%
5140-00 · Repairs & Maintenance	0.00	30.37	-30.37	-100.0%
5150-00 · Office - Cleaning	550.00	1,130.00	-580.00	-51.3%
5100-00 · Rent - Other	12,733.00	11,984.36	748.64	6.3%
<b>Total 5100-00 · Rent</b>	<b>14,142.05</b>	<b>14,005.26</b>	<b>136.79</b>	<b>1.0%</b>
5310-00 · Telephone				
5320-00 · Telephone	2,326.26	2,423.04	-96.78	-4.0%
<b>Total 5310-00 · Telephone</b>	<b>2,326.26</b>	<b>2,423.04</b>	<b>-96.78</b>	<b>-4.0%</b>
5420-00 · Mail - USPS	535.25	0.00	535.25	100.0%
5510-00 · Insurance/Bonding	264.42	595.80	-331.38	-55.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	0.00	77.80	-77.80	-100.0%
5520-00 · Supplies - Other	525.72	834.90	-309.18	-37.0%
<b>Total 5520-00 · Supplies</b>	<b>525.72</b>	<b>912.70</b>	<b>-386.98</b>	<b>-42.4%</b>
5610-00 · Depreciation	233.02	0.00	233.02	100.0%
5700-00 · Equipment Support & Maintenance	164.83	380.00	-215.17	-56.6%
5710-00 · Taxes, Licenses & Fees	679.87	258.59	421.28	162.9%
5740-00 · Equipment Rental/Leasing	1,131.97	1,569.66	-437.69	-27.9%
5800-00 · Training Seminars	0.00	575.00	-575.00	-100.0%
5815 · Training Video Series	900.00	0.00	900.00	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	140.00	0.00	140.00	100.0%
5920-00 · Professional Fees - Accountant	0.00	12,076.54	-12,076.54	-100.0%
5921-00 · Professional Fees - Other	786.48	0.00	786.48	100.0%



## North Lake Tahoe Resort Association

## Profit &amp; Loss

May 2017

	May 17	May 16	\$ Change	% Change
Total 5900-00 · Professional Fees	926.48	12,076.54	-11,150.06	-92.3%
5941-00 · Research & Planning	750.00	8,512.50	-7,762.50	-91.2%
5948-00 · Transportation Projects				
5955-00 · Winter Traffic Management (S-1)	0.00	26,150.00	-26,150.00	-100.0%
5948-00 · Transportation Projects - Other	13,632.78	0.00	13,632.78	100.0%
Total 5948-00 · Transportation Projects	13,632.78	26,150.00	-12,517.22	-47.9%
6020-00 · Programs				
6018-00 · Business Assoc. Grants	20,000.00	0.00	20,000.00	100.0%
Total 6020-00 · Programs	20,000.00	0.00	20,000.00	100.0%
6420-00 · Events				
6420-01 · Sponsorships				
6421-02 · AMGEN Tour of California	265.00	0.00	265.00	100.0%
6421-08 · Tough Mudder	-25,000.00	0.00	-25,000.00	-100.0%
6421-09 · Wanderlust	90.00	0.00	90.00	100.0%
6421-13 · Big Blue Adventure	21,500.00	0.00	21,500.00	100.0%
Total 6420-01 · Sponsorships	-3,145.00	0.00	-3,145.00	-100.0%
6421-00 · New Event Development	0.00	4,600.00	-4,600.00	-100.0%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	42,619.68	0.00	42,619.68	100.0%
6422-04 · PR	3,500.00	0.00	3,500.00	100.0%
6422-06 · Music Campaign	2,500.00	0.00	2,500.00	100.0%
Total 6422-00 · Event Media	48,619.68	0.00	48,619.68	100.0%
6424-00 · Event Operation Expenses	51.46	0.00	51.46	100.0%
6420-00 · Events - Other	0.00	27,000.00	-27,000.00	-100.0%
Total 6420-00 · Events	45,526.14	31,600.00	13,926.14	44.1%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00	357.45	-357.45	-100.0%
6434-00 · Community Awards Dinner	17,758.45	-3,031.78	20,790.23	685.7%
6437-00 · Tuesday Morning Breakfast Club	594.00	621.00	-27.00	-4.4%
6442-00 · Public Relations/Website	0.00	291.25	-291.25	-100.0%
6444-00 · Trades	145.00	0.00	145.00	100.0%
6423-00 · Membership Activities - Other	310.34	1,245.13	-934.79	-75.1%
Total 6423-00 · Membership Activities	18,807.79	-516.95	19,324.74	3,738.2%
6701-00 · Market Study Reports/Research	0.00	2,449.33	-2,449.33	-100.0%
6730-00 · Marketing Cooperative/Media	63,250.00	48,500.00	14,750.00	30.4%
6742-00 · Non-NLT Co-Op Marketing Program	1,349.69	601.12	748.57	124.5%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	300.00	-40.00	340.00	850.0%
6743-02 · Shopping Destination	0.00	1,500.00	-1,500.00	-100.0%
6743-03 · Touch Lake Tahoe	0.00	200.00	-200.00	-100.0%
6743-04 · High Notes	3,799.50	0.00	3,799.50	100.0%
6743-05 · Peak Your Adventure	0.00	500.00	-500.00	-100.0%
Total 6743-00 · BACC Marketing Programs	4,099.50	2,160.00	1,939.50	89.8%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	879.31	163.78	715.53	436.9%
52500 · Purchase Discounts	-338.80	-6.00	-332.80	-5,546.7%
59900 · POS Inventory Adjustments	16.63	0.00	16.63	100.0%
8100-00 · Cost of Goods Sold - Other	5,539.03	3,264.10	2,274.93	69.7%
Total 8100-00 · Cost of Goods Sold	6,096.17	3,421.88	2,674.29	78.2%
8200-00 · Associate Relations	646.85	99.86	546.99	547.8%
8300-00 · Board Functions	0.00	141.09	-141.09	-100.0%
8500-00 · Credit Card Fees	784.17	475.96	308.21	64.8%
8700-00 · Automobile Expenses	540.25	271.73	268.52	98.8%
8750-00 · Meals/Meetings	240.46	47.00	193.46	411.6%
8810-00 · Dues & Subscriptions	750.94	309.98	440.96	142.3%
8910-00 · Travel	146.00	44.07	101.93	231.3%

# North Lake Tahoe Resort Association

## Profit & Loss

May 2017

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	May 17	May 16	\$ Change	% Change
8920-00 · Bad Debt	1,156.50	0.00	1,156.50	100.0%
Total Expense	322,069.87	250,798.95	71,270.92	28.4%
Net Ordinary Income	25,719.90	30,748.27	-5,028.37	-16.4%
Net Income	<u>25,719.90</u>	<u>30,748.27</u>	<u>-5,028.37</u>	<u>-16.4%</u>

**North Lake Tahoe Resort Association**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through May 2017

	Jul '16 - May 17	Jul '15 - May 16	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,461,315.00	3,024,935.00	436,380.00	14.4%
4200-00 · Membership Dues	128,300.89	110,111.42	18,189.47	16.5%
4201-00 · New Member Fees	750.00	1,605.00	-855.00	-53.3%
4205-00 · Conference Dues	8,708.34	0.00	8,708.34	100.0%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards	9,535.07	0.00	9,535.07	100.0%
4250-02 · Tourism Summit	1,100.00	0.00	1,100.00	100.0%
4251-00 · Revenue-Tue AM Breakfast Club	6,134.42	10,045.00	-3,910.58	-38.9%
4250-00 · Revenues-Membership Activities - Other	19,816.00	35,195.51	-15,379.51	-43.7%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>36,585.49</b>	<b>45,240.51</b>	<b>-8,655.02</b>	<b>-19.1%</b>
4252-00 · Revenue - Sponsorships	3,450.00	500.00	2,950.00	590.0%
4350-00 · Special Events (Marketing)	0.00	0.00	0.00	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,796.70	13,711.34	-4,914.64	-35.8%
4600-00 · Commissions - Other	101,827.41	175,676.58	-73,849.17	-42.0%
<b>Total 4600-00 · Commissions</b>	<b>110,624.11</b>	<b>189,387.92</b>	<b>-78,763.81</b>	<b>-41.6%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	5,680.00	2,088.35	3,591.65	172.0%
46000 · Merchandise Sales - Other	78,563.42	64,733.91	13,829.51	21.4%
<b>Total 46000 · Merchandise Sales</b>	<b>84,243.42</b>	<b>66,822.26</b>	<b>17,421.16</b>	<b>26.1%</b>
<b>Total Income</b>	<b>3,833,977.25</b>	<b>3,438,602.11</b>	<b>395,375.14</b>	<b>11.5%</b>
<b>Cost of Goods Sold</b>				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
<b>Total COGS</b>	<b>54.00</b>	<b>0.00</b>	<b>54.00</b>	<b>100.0%</b>
<b>Gross Profit</b>	<b>3,833,923.25</b>	<b>3,438,602.11</b>	<b>395,321.14</b>	<b>11.5%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	40,494.07	20,521.37	19,972.70	97.3%
5020-00 · P/R - Tax Expense	85,884.44	80,224.51	5,659.93	7.1%
5030-00 · P/R - Health Insurance Expense	106,470.14	96,982.21	9,487.93	9.8%
5040-00 · P/R - Workmans Comp	5,174.49	10,941.35	-5,766.86	-52.7%
5060-00 · 401 (k)	31,302.92	32,454.16	-1,151.24	-3.6%
5070-00 · Other Benefits and Expenses	3,384.69	5,772.20	-2,387.51	-41.4%
5000-00 · Salaries & Wages - Other	995,538.21	923,895.80	71,642.41	7.8%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>1,268,248.96</b>	<b>1,170,791.60</b>	<b>97,457.36</b>	<b>8.3%</b>
5100-00 · Rent				
5110-00 · Utilities	10,180.40	10,466.83	-286.43	-2.7%
5140-00 · Repairs & Maintenance	9,557.58	5,373.73	4,183.85	77.9%
5150-00 · Office - Cleaning	7,302.40	6,475.00	827.40	12.8%
5100-00 · Rent - Other	135,824.60	126,228.01	9,596.59	7.6%
<b>Total 5100-00 · Rent</b>	<b>162,864.98</b>	<b>148,543.57</b>	<b>14,321.41</b>	<b>9.6%</b>
5310-00 · Telephone				
5320-00 · Telephone	26,680.61	26,017.37	663.24	2.6%
5350-00 · Internet	224.85	289.85	-65.00	-22.4%
<b>Total 5310-00 · Telephone</b>	<b>26,905.46</b>	<b>26,307.22</b>	<b>598.24</b>	<b>2.3%</b>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	505.30	494.70	97.9%
5480-00 · Mail - Fed Ex	526.84	783.74	-256.90	-32.8%
5420-00 · Mail - USPS - Other	2,253.90	916.94	1,336.96	145.8%
<b>Total 5420-00 · Mail - USPS</b>	<b>3,780.74</b>	<b>2,205.98</b>	<b>1,574.76</b>	<b>71.4%</b>
5510-00 · Insurance/Bonding	6,628.74	6,573.78	54.96	0.8%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	2,009.44	4,087.27	-2,077.83	-50.8%
5520-00 · Supplies - Other	9,908.78	11,738.32	-1,829.54	-15.6%
<b>Total 5520-00 · Supplies</b>	<b>11,918.22</b>	<b>15,825.59</b>	<b>-3,907.37</b>	<b>-24.7%</b>
5530-00 · Visitor Communications - Other	-109.00	35.44	-144.44	-407.6%
5610-00 · Depreciation	2,247.07	6,158.10	-3,911.03	-63.5%
5700-00 · Equipment Support & Maintenance	11,788.11	6,899.59	4,888.52	70.9%
5710-00 · Taxes, Licenses & Fees	8,565.33	8,458.24	107.09	1.3%
5740-00 · Equipment Rental/Leasing	13,710.20	15,631.77	-1,921.57	-12.3%
5800-00 · Training Seminars	6,271.72	3,966.68	2,305.04	58.1%
5810-00 · Public Outreach	1,650.00	0.00	1,650.00	100.0%
5815 · Training Video Series	8,940.30	0.00	8,940.30	100.0%

**North Lake Tahoe Resort Association**  
**Profit & Loss Prev Year Comparison**  
**July 2016 through May 2017**

	Jul '16 - May 17	Jul '15 - May 16	\$ Change	% Change
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5850-00 · Artist of Month - Commissions	2,048.21	0.00	2,048.21	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,578.19	2,900.00	678.19	23.4%
5920-00 · Professional Fees - Accountant	35,862.00	92,908.34	-57,046.34	-61.4%
5921-00 · Professional Fees - Other	24,280.55	0.00	24,280.55	100.0%
5900-00 · Professional Fees - Other	1,250.00	312.50	937.50	300.0%
<b>Total 5900-00 · Professional Fees</b>	<b>64,970.74</b>	<b>96,120.84</b>	<b>-31,150.10</b>	<b>-32.4%</b>
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	25,600.55	55,188.50	-29,587.95	-53.6%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
5955-00 · Winter Traffic Management (S-1)	0.00	26,150.00	-26,150.00	-100.0%
5948-00 · Transportation Projects - Other	13,632.78	0.00	13,632.78	100.0%
<b>Total 5948-00 · Transportation Projects</b>	<b>12,039.13</b>	<b>26,150.00</b>	<b>-14,110.87</b>	<b>-54.0%</b>
6020-00 · Programs				
6016-00 · Special Event Partnership	25,648.00	12,923.74	12,724.26	98.5%
6018-00 · Business Assoc. Grants	30,000.00	0.00	30,000.00	100.0%
<b>Total 6020-00 · Programs</b>	<b>55,648.00</b>	<b>12,923.74</b>	<b>42,724.26</b>	<b>330.6%</b>
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	0.00	17.69	-17.69	-100.0%
6023-00 · Autumn Food & Wine - Other	32,792.86	31,684.50	1,108.36	3.5%
<b>Total 6023-00 · Autumn Food &amp; Wine</b>	<b>32,792.86</b>	<b>31,702.19</b>	<b>1,090.67</b>	<b>3.4%</b>
6421-01 · 4th of July Fireworks	20,000.00	0.00	20,000.00	100.0%
6421-02 · AMGEN Tour of California	19,165.00	0.00	19,165.00	100.0%
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	20,000.00	100.0%
6421-05 · No Barriers	8,400.00	0.00	8,400.00	100.0%
6421-06 · Spartan	198,550.00	0.00	198,550.00	100.0%
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	5,000.00	100.0%
6421-08 · Tough Mudder	0.00	0.00	0.00	0.0%
6421-09 · Wanderlust	30,090.00	0.00	30,090.00	100.0%
6421-10 · WinterWonderGrass - Tahoe	15,400.00	14,600.00	800.00	5.5%
6421-11 · IronMan Lake Tahoe	0.00	386,567.47	-386,567.47	-100.0%
6421-12 · World Cup	39,564.10	0.00	39,564.10	100.0%
6421-13 · Big Blue Adventure	21,500.00	0.00	21,500.00	100.0%
<b>Total 6420-01 · Sponsorships</b>	<b>410,461.96</b>	<b>432,869.66</b>	<b>-22,407.70</b>	<b>-5.2%</b>
6421-00 · New Event Development	5,930.28	16,701.82	-10,771.54	-64.5%
6422-00 · Event Media				
6422-02 · Photography	6,363.00	0.00	6,363.00	100.0%
6422-03 · Human Powered Sports Campaign	42,619.68	0.00	42,619.68	100.0%
6422-04 · PR	3,500.00	0.00	3,500.00	100.0%
6422-06 · Music Campaign	2,500.00	0.00	2,500.00	100.0%
<b>Total 6422-00 · Event Media</b>	<b>54,982.68</b>	<b>0.00</b>	<b>54,982.68</b>	<b>100.0%</b>
6424-00 · Event Operation Expenses	51.46	0.00	51.46	100.0%
6426-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6427-00 · USA Cycling	0.00	-5,444.14	5,444.14	100.0%
6420-00 · Events - Other	0.00	39,625.00	-39,625.00	-100.0%
<b>Total 6420-00 · Events</b>	<b>471,535.78</b>	<b>483,752.34</b>	<b>-12,216.56</b>	<b>-2.5%</b>
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,001.24	4,111.71	-2,110.47	-51.3%
6434-00 · Community Awards Dinner	21,515.38	-11,141.96	32,657.34	293.1%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6437-00 · Tuesday Morning Breakfast Club	5,494.50	4,964.00	530.50	10.7%
6441-00 · Membership - Miscellaneous Exp	37.05	69.24	-32.19	-46.5%
6442-00 · Public Relations/Website	81.00	3,920.50	-3,839.50	-97.9%
6443-00 · Membership - Bridal Faire	75.63	3,269.86	-3,194.23	-97.7%
6444-00 · Trades	1,190.00	0.00	1,190.00	100.0%
6423-00 · Membership Activities - Other	7,083.73	13,091.25	-6,007.52	-45.9%
<b>Total 6423-00 · Membership Activities</b>	<b>37,478.53</b>	<b>18,349.43</b>	<b>19,129.10</b>	<b>104.3%</b>
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	402.40	5,398.94	-4,996.54	-92.6%
6730-00 · Marketing Cooperative/Media	1,150,871.00	985,019.83	165,851.17	16.8%
6740-00 · Media/Collateral/Production	99.00	0.00	99.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program				
6015-00 · Cross Country	4,000.00	0.00	4,000.00	100.0%

**North Lake Tahoe Resort Association**  
**Profit & Loss Prev Year Comparison**  
 July 2016 through May 2017

	Jul '16 - May 17	Jul '15 - May 16	\$ Change	% Change
6742-00 · Non-NLT Co-Op Marketing Program - Other	19,625.59	15,386.04	4,239.55	27.6%
<b>Total 6742-00 · Non-NLT Co-Op Marketing Program</b>	<b>23,625.59</b>	<b>15,386.04</b>	<b>8,239.55</b>	<b>53.6%</b>
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	4,810.61	8,330.43	-3,519.82	-42.3%
6743-02 · Shopping Destination	0.00	7,139.95	-7,139.95	-100.0%
6743-03 · Touch Lake Tahoe	16,666.65	20,200.00	-3,533.35	-17.5%
6743-04 · High Notes	7,112.82	16,000.00	-8,887.18	-55.5%
6743-05 · Peak Your Adventure	976.80	500.00	476.80	95.4%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>29,566.88</b>	<b>52,170.38</b>	<b>-22,603.50</b>	<b>-43.3%</b>
7500-00 · Trade Shows/Travel	15.00	362.45	-347.45	-95.9%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	2,296.58	1,145.87	1,150.71	100.4%
52500 · Purchase Discounts	-1,431.86	-32.25	-1,399.61	-4,339.9%
59900 · POS Inventory Adjustments	811.18	-231.47	1,042.65	450.5%
8100-00 · Cost of Goods Sold - Other	41,577.61	32,748.72	8,828.89	27.0%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>43,253.51</b>	<b>33,630.87</b>	<b>9,622.64</b>	<b>28.6%</b>
8200-00 · Associate Relations	3,483.35	3,619.55	-136.20	-3.8%
8300-00 · Board Functions	1,763.43	1,773.49	-10.06	-0.6%
8500-00 · Credit Card Fees	6,080.58	6,359.19	-278.61	-4.4%
8700-00 · Automobile Expenses	4,801.38	6,571.92	-1,770.54	-26.9%
8750-00 · Meals/Meetings	4,679.95	4,590.91	89.04	1.9%
8810-00 · Dues & Subscriptions	9,105.55	17,338.26	-8,232.71	-47.5%
8910-00 · Travel	9,927.59	4,618.34	5,309.25	115.0%
8920-00 · Bad Debt	22,466.25	0.00	22,466.25	100.0%
8930-00 · Prior Period Adjustments	0.00	-7,202.88	7,202.88	100.0%
<b>Total Expense</b>	<b>3,518,554.31</b>	<b>3,233,519.70</b>	<b>285,034.61</b>	<b>8.8%</b>
<b>Net Ordinary Income</b>	<b>315,368.94</b>	<b>205,082.41</b>	<b>110,286.53</b>	<b>53.8%</b>
<b>Other Income/Expense</b>				
Other Expense				
Balancing Adjustments	0.08	0.00	0.08	100.0%
8990-00 · Allocated	0.00	0.00	0.00	0.0%
<b>Total Other Expense</b>	<b>0.08</b>	<b>0.00</b>	<b>0.08</b>	<b>100.0%</b>
<b>Net Other Income</b>	<b>-0.08</b>	<b>0.00</b>	<b>-0.08</b>	<b>-100.0%</b>
<b>Net Income</b>	<b>315,368.86</b>	<b>205,082.41</b>	<b>110,286.45</b>	<b>53.8%</b>

**North Lake Tahoe Resort Association**  
**Profit & Loss by Class**  
 July 2016 through May 2017

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 06/20/17  
 Accrual Basis

Ordinary Income/Expense	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
<b>Income</b>								
4050-00 - County of Placer TOT Funding	2,443,540.00	265,463.00	242,198.00	306,097.00	204,017.00	0.00	0.00	3,461,315.00
4200-00 - Membership Dues	0.00	0.00	0.00	0.00	0.00	128,300.89	0.00	128,300.89
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	750.00	0.00	750.00
4205-00 - Conference Dues	0.00	8,708.34	0.00	0.00	0.00	0.00	0.00	8,708.34
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	9,535.07	0.00	9,535.07
4250-01 - Community Awards	0.00	0.00	0.00	0.00	0.00	1,100.00	0.00	1,100.00
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	6,134.42	0.00	6,134.42
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	19,816.00	0.00	19,816.00
4250-00 - Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	36,585.49	0.00	36,585.49
<b>Total 4250-00 - Revenues-Membership Activities</b>	0.00	0.00	0.00	0.00	0.00	3,450.00	0.00	3,450.00
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
4600-00 - Commissions	0.00	8,796.70	0.00	0.00	0.00	0.00	0.00	8,796.70
4601-00 - Commissions - South Shore	0.00	101,827.41	0.00	0.00	0.00	0.00	0.00	101,827.41
4600-00 - Commissions - Other	0.00	110,624.11	0.00	0.00	0.00	0.00	0.00	110,624.11
<b>Total 4600-00 - Commissions</b>	0.00	289,248.12	0.00	0.00	0.00	0.00	0.00	289,248.12
46000 - Merchandise Sales	0.00	0.00	0.00	5,660.00	0.00	0.00	0.00	5,660.00
4502-00 - Non-Retail VIC Income	0.00	0.00	0.00	78,563.42	0.00	0.00	0.00	78,563.42
46000 - Merchandise Sales - Other	0.00	0.00	0.00	84,243.42	0.00	0.00	0.00	84,243.42
<b>Total 46000 - Merchandise Sales</b>	0.00	384,795.45	242,198.00	390,340.42	204,017.00	169,086.38	0.00	3,833,977.25
<b>Total Income</b>	2,443,540.00	384,795.45	242,198.00	390,340.42	204,017.00	169,086.38	0.00	3,833,977.25
<b>Cost of Goods Sold</b>	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
52900 - Purchases - Resale Items	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
<b>Total COGS</b>	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
<b>Gross Profit</b>	2,443,540.00	384,795.45	242,198.00	390,286.42	204,017.00	169,086.38	0.00	3,833,923.25
<b>Expense</b>								
5000-00 - Salaries & Wages	15,125.00	0.00	0.00	0.00	0.00	-15,125.00	0.00	0.00
5000-01 - In-Market Admissions	0.00	40,494.07	0.00	0.00	0.00	0.00	0.00	40,494.07
5010-00 - Sales Commissions	20,499.55	14,314.02	6,020.91	14,896.46	5,602.23	5,434.02	19,115.25	85,884.44
5020-00 - P/R - Tax Expense	40,081.15	13,647.98	5,114.75	18,744.96	5,114.82	7,786.85	15,779.63	106,470.14
5030-00 - P/R - Health Insurance Expense	1,241.88	879.71	310.47	983.20	310.47	362.26	1,086.50	5,174.49
5040-00 - P/R - Workmans Comp	8,437.25	6,911.27	2,927.77	5,668.26	2,927.78	1,170.32	3,260.27	31,302.92
5060-00 - 401 (k)	1,313.04	611.78	86.36	511.78	86.25	124.74	646.78	3,384.69
5070-00 - Other Benefits and Expenses	245,345.54	134,239.94	74,932.08	152,313.68	75,349.55	59,675.01	253,682.41	995,536.21
5000-00 - Salaries & Wages - Other	332,043.41	211,296.77	89,394.34	193,120.34	89,393.10	59,428.20	293,570.80	1,266,248.96
<b>Total 5000-00 - Salaries &amp; Wages</b>	15,125.00	384,795.45	242,198.00	390,286.42	204,017.00	169,086.38	0.00	3,833,923.25
5100-00 - Rent	1,464.68	736.13	315.29	5,696.79	315.29	507.10	1,145.12	10,180.40
5110-00 - Utilities	1,749.82	907.24	543.81	1,478.45	543.81	563.97	3,770.48	9,557.58
5140-00 - Repairs & Maintenance	2,030.72	1,015.42	406.19	1,087.71	406.19	710.75	1,645.42	7,302.40
5150-00 - Office - Cleaning	20,782.05	9,951.08	3,980.43	71,387.24	3,980.43	7,765.75	17,977.62	135,824.60
5100-00 - Rent - Other	26,027.27	12,609.87	5,245.72	79,650.19	5,245.72	9,547.57	24,538.64	162,864.98
<b>Total 5100-00 - Rent</b>	57,034.94	26,630.09	2,127.88	3,436.34	2,127.85	2,570.41	8,032.43	26,680.61
5310-00 - Telephone	5,755.61	0.00	0.00	0.00	0.00	0.00	0.00	224.85
5320-00 - Telephone	224.85	0.00	0.00	0.00	0.00	0.00	0.00	224.85
5350-00 - Internet	5,980.46	2,630.09	2,127.88	3,436.34	2,127.85	2,570.41	8,032.43	26,905.46
<b>Total 5310-00 - Telephone</b>	100.00	100.00	50.00	50.00	50.00	400.00	250.00	1,000.00
5420-00 - Mail - USPS	31.13	0.00	0.00	471.69	0.00	0.00	24.02	526.84
5470-00 - Mail - UPS	440.50	229.06	140.96	229.06	140.96	590.96	482.40	2,253.90
5480-00 - Mail - Fed Ex	571.63	329.06	190.96	750.75	190.96	990.96	756.42	3,780.74
5420-00 - Mail - USPS - Other	1,259.47	1,259.46	198.84	1,657.20	198.84	596.60	1,458.33	6,628.74
<b>Total 5420-00 - Mail - USPS</b>	201.31	12.57	136.74	12.57	136.74	621.22	886.29	2,009.44
5510-00 - Insurance/Bonding								
5520-00 - Supplies								
5525-00 - Supplies- Computer <\$1000								



**North Lake Tahoe Resort Association  
Profit & Loss by Class  
July 2016 through May 2017**

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	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
5520-00 · Supplies - Other	1,466.93	360.48	142.58	2,183.98	142.58	1,053.27	4,553.96	9,908.78
<b>Total 5520-00 · Supplies</b>	<b>1,668.24</b>	<b>373.05</b>	<b>279.32</b>	<b>2,201.55</b>	<b>279.32</b>	<b>1,674.49</b>	<b>5,442.25</b>	<b>11,918.22</b>
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	-109.00
5610-00 · Depreciation	313.32	161.23	90.40	792.19	90.40	102.78	696.75	2,247.07
5700-00 · Equipment Support & Maintenance	2,052.50	659.82	256.08	2,044.44	256.08	1,172.73	5,346.46	11,788.11
5710-00 · Taxes, Licenses & Fees	309.67	154.27	94.93	154.27	94.93	95.93	7,661.33	8,565.33
5740-00 · Equipment Rental/Leasing	1,443.60	1,368.37	1,208.35	4,156.54	1,208.35	2,623.97	1,701.02	13,710.20
5800-00 · Training Seminars	3,180.61	0.00	0.00	0.00	0.00	892.11	2,199.00	6,271.72
5810-00 · Public Outreach	1,650.00	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	8,940.30	0.00	0.00	0.00	0.00	0.00	0.00	8,940.30
5820 · Sales CRM/CMS	2,373.94	0.00	0.00	0.00	0.00	0.00	0.00	2,373.94
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	2,048.21	0.00	0.00	0.00	2,048.21
5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	64,970.74	64,970.74
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	3,578.19	3,578.19
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	35,862.00	35,862.00
5921-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	24,280.55	24,280.55
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00	1,250.00
<b>Total 5900-00 · Professional Fees</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>64,970.74</b>	<b>64,970.74</b>
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	12,300.00	0.00	7,509.00	0.00	5,791.55	0.00	0.00	25,600.55
5943-00 · Transportation Projects	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5948-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
5948-00 · Transportation Projects - Other	0.00	0.00	13,632.78	0.00	0.00	0.00	0.00	13,632.78
<b>Total 5948-00 · Transportation Projects</b>	<b>0.00</b>	<b>0.00</b>	<b>12,039.13</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>12,039.13</b>
6020-00 · Programs	25,648.00	0.00	0.00	0.00	0.00	0.00	0.00	25,648.00
6016-00 · Special Event Partnership	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
6018-00 · Business Assoc. Grants	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
<b>Total 6020-00 · Programs</b>	<b>55,648.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>55,648.00</b>
6420-00 · Events	32,792.86	0.00	0.00	0.00	0.00	0.00	0.00	32,792.86
6420-01 · Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6023-00 · Autumn Food & Wine	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6421-01 · 4th of July Fireworks	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	19,165.00	0.00	0.00	0.00	0.00	0.00	0.00	19,165.00
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-05 · No Barriers	8,400.00	0.00	0.00	0.00	0.00	0.00	0.00	8,400.00
6421-06 · Spartan	198,550.00	0.00	0.00	0.00	0.00	0.00	0.00	198,550.00
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-08 · Wanderlust	30,090.00	0.00	0.00	0.00	0.00	0.00	0.00	30,090.00
6421-10 · WinterWonderGrass - Tahoe	15,400.00	0.00	0.00	0.00	0.00	0.00	0.00	15,400.00
6421-12 · World Cup	39,564.10	0.00	0.00	0.00	0.00	0.00	0.00	39,564.10
6421-13 · Big Blue Adventure	21,500.00	0.00	0.00	0.00	0.00	0.00	0.00	21,500.00
<b>Total 6420-01 · Sponsorships</b>	<b>410,461.96</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>410,461.96</b>
6421-00 · New Event Development	5,860.28	0.00	0.00	0.00	0.00	0.00	50.00	5,930.28
6422-00 · Event Media	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6422-02 · Photography	6,363.00	0.00	0.00	0.00	0.00	0.00	0.00	6,363.00
6422-03 · Human Powered Sports Campaign	42,619.68	0.00	0.00	0.00	0.00	0.00	0.00	42,619.68
6422-04 · PR	3,500.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00
6422-06 · Music Campaign	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
<b>Total 6422-00 · Event Media</b>	<b>54,982.68</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>54,982.68</b>
6424-00 · Event Operation Expenses	51.46	0.00	0.00	0.00	0.00	0.00	0.00	51.46
6426-00 · Dues & Subscriptions	109.40	0.00	0.00	0.00	0.00	0.00	0.00	109.40
<b>Total 6420-00 · Events</b>	<b>471,485.78</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>50.00</b>	<b>471,535.78</b>
6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	2,001.24	0.00	2,001.24
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	21,515.38	0.00	21,515.38
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	5,494.50	0.00	5,494.50
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	37.05	0.00	37.05
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

North Lake Tahoe Resort Association  
Profit & Loss by Class

July 2016 through May 2017

12:19 PM

06/20/17

Accrual Basis

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
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
6444-00 - Trades	0.00	0.00	0.00	0.00	0.00	1,190.00	0.00	1,190.00
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	7,050.08	33.65	7,083.73
<b>Total 6423-00 - Membership Activities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>37,444.88</b>	<b>33.65</b>	<b>37,478.53</b>
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	32.14	0.00	64.28
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	1,050,037.63	100,833.37	0.00	0.00	0.00	0.00	0.00	1,150,871.00
6740-00 - Media/Collateral/Production	0.00	0.00	0.00	99.00	0.00	0.00	0.00	99.00
6742-00 - Non-NLT Co-Op Marketing Program	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6015-00 - Cross Country	19,625.59	0.00	0.00	0.00	0.00	0.00	0.00	19,625.59
6742-00 - Non-NLT Co-Op Marketing Program - Other	23,625.59	0.00	0.00	0.00	0.00	0.00	0.00	23,625.59
<b>Total 6742-00 - Non-NLT Co-Op Marketing Program</b>	<b>4,810.61</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,810.61</b>
6743-00 - BACC Marketing Programs	16,666.65	0.00	0.00	0.00	0.00	0.00	0.00	16,666.65
6743-01 - Shop Local	7,112.82	0.00	0.00	0.00	0.00	0.00	0.00	7,112.82
6743-03 - Touch Lake Tahoe	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
6743-04 - High Notes	29,566.88	0.00	0.00	0.00	0.00	0.00	0.00	29,566.88
6743-05 - Peak Your Adventure	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
<b>Total 6743-00 - BACC Marketing Programs</b>	<b>48,081.93</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>48,081.93</b>
7500-00 - Trade Shows/Travel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8100-00 - Cost of Goods Sold	381.49	0.00	0.00	355.19	0.00	0.00	2,746.67	3,483.35
51100 - Freight and Shipping Costs	0.00	0.00	0.00	0.00	0.00	0.00	1,763.43	1,763.43
52500 - Purchase Discounts	65.00	0.00	22.50	2,362.22	22.50	3,269.31	339.05	6,090.58
59900 - POS Inventory Adjustments	1,489.11	147.96	551.93	1,008.31	551.93	811.12	241.02	4,801.38
8100-00 - Cost of Goods Sold - Other	2,384.77	110.00	195.98	860.44	395.63	310.04	423.09	4,679.95
Total 8100-00 - Cost of Goods Sold	3,911.20	815.00	11.25	597.77	11.25	1,939.95	1,819.13	9,105.55
8200-00 - Associate Relations	9,714.11	0.00	0.00	213.48	0.00	0.00	9,927.59	22,466.25
8300-00 - Board Functions	0.00	0.00	0.00	0.00	0.00	22,466.25	0.00	22,466.25
8500-00 - Credit Card Fees	2,048,923.52	332,750.32	122,416.61	338,652.94	105,858.41	146,162.30	423,790.21	3,518,554.31
8700-00 - Automobile Expenses	394,616.48	52,045.13	119,781.39	51,633.48	98,158.59	22,924.08	-423,790.21	315,368.94
8810-00 - Travel	203,419.35	0.00	0.00	42,379.02	46,616.93	38,141.15	0.08	310,576.50
8920-00 - Bad Debt	203,419.35	46,616.92	46,616.92	42,379.02	46,616.93	38,141.15	-423,790.21	0.08
<b>Total Expense</b>	<b>2,048,923.52</b>	<b>332,750.32</b>	<b>122,416.61</b>	<b>338,652.94</b>	<b>105,858.41</b>	<b>146,162.30</b>	<b>423,790.21</b>	<b>3,518,554.31</b>
<b>Net Ordinary Income</b>	<b>394,616.48</b>	<b>52,045.13</b>	<b>119,781.39</b>	<b>51,633.48</b>	<b>98,158.59</b>	<b>22,924.08</b>	<b>-423,790.21</b>	<b>315,368.94</b>
<b>Other Income/Expense</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.08</b>	<b>0.08</b>
Balancing Adjustments	203,419.35	46,616.92	46,616.92	42,379.02	46,616.93	38,141.15	-423,790.29	0.00
8990-00 - Allocated	203,419.35	46,616.92	46,616.92	42,379.02	46,616.93	38,141.15	-423,790.21	0.08
<b>Total Other Expense</b>	<b>-203,419.35</b>	<b>-46,616.92</b>	<b>-46,616.92</b>	<b>-42,379.02</b>	<b>-46,616.93</b>	<b>-38,141.15</b>	<b>423,790.21</b>	<b>-0.08</b>
<b>Net Other Income</b>	<b>191,197.13</b>	<b>5,428.21</b>	<b>73,164.47</b>	<b>9,254.46</b>	<b>51,541.66</b>	<b>-15,217.07</b>	<b>0.00</b>	<b>315,368.86</b>
<b>Net Income</b>								

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## All Departments

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	314,665.00	314,665.40	100.0%	3,461,315.00	3,461,319.60	100.0%	3,775,985.00
4200-00 · Membership Dues	11,657.09	10,877.08	107.2%	128,300.89	114,702.92	111.9%	125,580.00
4201-00 · New Member Fees	75.00	333.33	22.5%	750.00	3,666.67	20.5%	4,000.00
4205-00 · Conference Dues	641.67			8,708.34			
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards	0.00			9,535.07			
4250-02 · Tourism Summit	0.00			1,100.00			
4251-00 · Revenue-Tue AM Breakfast Club	330.00	800.00	41.3%	6,134.42	8,800.00	69.7%	9,600.00
4250-00 · Revenues-Membership Activities - Other	50.00	650.00	7.7%	19,816.00	68,050.00	29.1%	70,050.00
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>380.00</b>	<b>1,450.00</b>	<b>26.2%</b>	<b>36,585.49</b>	<b>76,850.00</b>	<b>47.6%</b>	<b>79,650.00</b>
4252-00 · Revenue - Sponsorships	0.00	0.00	0.0%	3,450.00	5,500.00	62.7%	7,000.00
4503 · Visitor Guide Income	0.00	0.00	0.0%	0.00	3,000.00	0.0%	3,000.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	41.38	0.00	100.0%	8,796.70	0.00	100.0%	0.00
4600-00 · Commissions - Other	9,393.24	6,782.00	138.5%	101,827.41	107,694.00	94.6%	135,000.00
<b>Total 4600-00 · Commissions</b>	<b>9,434.62</b>	<b>6,782.00</b>	<b>139.1%</b>	<b>110,624.11</b>	<b>107,694.00</b>	<b>102.7%</b>	<b>135,000.00</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	441.00	637.00	69.2%	5,680.00	7,007.00	81.1%	7,644.00
46000 · Merchandise Sales - Other	10,495.39	12,404.00	84.6%	78,563.42	95,671.00	82.1%	114,886.00
<b>Total 46000 · Merchandise Sales</b>	<b>10,936.39</b>	<b>13,041.00</b>	<b>83.9%</b>	<b>84,243.42</b>	<b>102,678.00</b>	<b>82.0%</b>	<b>122,530.00</b>
<b>Total Income</b>	<b>347,789.77</b>	<b>347,148.81</b>	<b>100.2%</b>	<b>3,833,977.25</b>	<b>3,875,411.19</b>	<b>98.9%</b>	<b>4,252,745.00</b>
<b>Cost of Goods Sold</b>							
52900 · Purchases - Resale Items	0.00	0.00	0.0%	54.00	0.00	100.0%	0.00
<b>Total COGS</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>54.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>0.00</b>
<b>Gross Profit</b>	<b>347,789.77</b>	<b>347,148.81</b>	<b>100.2%</b>	<b>3,833,923.25</b>	<b>3,875,411.19</b>	<b>98.9%</b>	<b>4,252,745.00</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	5,550.75	2,166.66	256.2%	40,494.07	23,833.34	169.9%	26,000.00
5020-00 · P/R - Tax Expense	6,066.84	7,825.10	77.5%	85,884.44	93,471.90	91.9%	101,297.00
5030-00 · P/R - Health Insurance Expense	9,439.66	11,577.70	81.5%	106,470.14	141,258.30	75.4%	152,836.00
5040-00 · P/R - Workmans Comp	976.50	1,221.40	79.9%	5,174.49	13,435.60	38.5%	14,657.00
5060-00 · 401 (k)	2,909.96	3,084.50	94.3%	31,302.92	36,852.50	84.9%	39,937.00
5070-00 · Other Benefits and Expenses	239.55	606.09	39.5%	3,384.69	6,721.91	50.4%	7,328.00
5000-00 · Salaries & Wages - Other	97,279.50	92,440.90	105.2%	995,538.21	1,104,631.10	90.1%	1,197,072.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>122,462.76</b>	<b>118,922.35</b>	<b>103.0%</b>	<b>1,268,248.96</b>	<b>1,420,204.65</b>	<b>89.3%</b>	<b>1,539,127.00</b>
5100-00 · Rent							
5110-00 · Utilities	859.05	1,358.83	63.2%	10,180.40	14,947.17	68.1%	16,306.00
5140-00 · Repairs & Maintenance	0.00	658.91	0.0%	9,557.58	7,248.09	131.9%	7,907.00
5150-00 · Office - Cleaning	550.00	786.82	69.9%	7,302.40	8,655.18	84.4%	9,442.00
5100-00 · Rent - Other	12,733.00	12,083.22	105.4%	135,824.60	132,915.78	102.2%	144,999.00
<b>Total 5100-00 · Rent</b>	<b>14,142.05</b>	<b>14,887.78</b>	<b>95.0%</b>	<b>162,864.98</b>	<b>163,766.22</b>	<b>99.4%</b>	<b>178,654.00</b>
5310-00 · Telephone							
5320-00 · Telephone	2,326.26	2,287.23	101.7%	26,680.61	25,359.77	105.2%	27,647.00
5350-00 · Internet	0.00	0.00	0.0%	224.85	0.00	100.0%	0.00
<b>Total 5310-00 · Telephone</b>	<b>2,326.26</b>	<b>2,287.23</b>	<b>101.7%</b>	<b>26,905.46</b>	<b>25,359.77</b>	<b>106.1%</b>	<b>27,647.00</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.0%	1,000.00	0.00	100.0%	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	0.0%	526.84	0.00	100.0%	0.00
5420-00 · Mail - USPS - Other	535.25	229.99	232.7%	2,253.90	2,630.01	85.7%	2,860.00
<b>Total 5420-00 · Mail - USPS</b>	<b>535.25</b>	<b>229.99</b>	<b>232.7%</b>	<b>3,780.74</b>	<b>2,630.01</b>	<b>143.8%</b>	<b>2,860.00</b>
5510-00 · Insurance/Bonding	264.42	716.64	36.9%	6,628.74	7,883.36	84.1%	8,600.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.0%	2,009.44	0.00	100.0%	0.00
5520-00 · Supplies - Other	525.72	1,387.49	37.9%	9,908.78	15,262.51	64.9%	16,650.00
<b>Total 5520-00 · Supplies</b>	<b>525.72</b>	<b>1,387.49</b>	<b>37.9%</b>	<b>11,918.22</b>	<b>15,262.51</b>	<b>78.1%</b>	<b>16,650.00</b>
5530-00 · Visitor Communications - Other	0.00	0.00	0.0%	-109.00	460.00	-23.7%	460.00
5610-00 · Depreciation	233.02	617.57	37.7%	2,247.07	6,793.43	33.1%	7,411.00
5700-00 · Equipment Support & Maintenance	164.83	1,076.74	15.3%	11,788.11	11,844.26	99.5%	12,921.00
5710-00 · Taxes, Licenses & Fees	679.87	832.64	81.7%	8,565.33	9,159.36	93.5%	9,992.00
5740-00 · Equipment Rental/Leasing	1,131.97	1,547.13	73.2%	13,710.20	17,018.87	80.6%	18,566.00
5800-00 · Training Seminars	0.00	5,500.00	0.0%	6,271.72	14,500.00	43.3%	15,715.00
5810-00 · Public Outreach	0.00	0.00	0.0%	1,650.00	1,130.00	146.0%	1,130.00
5815 · Training Video Series	900.00			8,940.30	20,000.00	44.7%	20,000.00
5820 · Sales CRM/CMS	0.00			2,373.94	21,000.00	11.3%	21,000.00
5850-00 · Artist of Month - Commissions	0.00			2,048.21			
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	140.00	0.00	100.0%	3,578.19	0.00	100.0%	0.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.0%	35,862.00	0.00	100.0%	0.00
5921-00 · Professional Fees - Other	786.48			24,280.55			
5800-00 · Professional Fees - Other	0.00	0.00	0.0%	1,250.00	21,000.00	6.0%	21,000.00
<b>Total 5900-00 · Professional Fees</b>	<b>926.48</b>	<b>0.00</b>	<b>100.0%</b>	<b>64,970.74</b>	<b>21,000.00</b>	<b>309.4%</b>	<b>21,000.00</b>
5940-00 · Research & Planning Membership	0.00	0.00	0.0%	3,000.00	4,000.00	75.0%	5,000.00
5941-00 · Research & Planning	750.00	4,500.00	16.7%	25,600.55	86,467.00	29.6%	90,000.00
5948-00 · Transportation Projects							

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## All Departments

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.0%	-1,593.65	37,000.00	-4.3%	47,000.00
5948-00 · Transportation Projects - Other	13,632.78			13,632.78			
<b>Total 5948-00 · Transportation Projects</b>	<b>13,632.78</b>	<b>0.00</b>	<b>100.0%</b>	<b>12,039.13</b>	<b>37,000.00</b>	<b>32.5%</b>	<b>47,000.00</b>
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	0.00	0.00	0.0%	25,648.00	50,000.00	51.3%	50,000.00
6018-00 · Business Assoc. Grants	20,000.00	10,000.00	200.0%	30,000.00	20,000.00	150.0%	30,000.00
<b>Total 6020-00 · Programs</b>	<b>20,000.00</b>	<b>10,000.00</b>	<b>200.0%</b>	<b>55,648.00</b>	<b>70,000.00</b>	<b>79.5%</b>	<b>80,000.00</b>
<b>6420-00 · Events</b>							
<b>6420-01 · Sponsorships</b>							
6023-00 · Autumn Food & Wine	0.00	0.00	0.0%	32,792.86	32,792.86	100.0%	32,792.86
6421-01 · 4th of July Fireworks	0.00	0.00	0.0%	20,000.00	20,000.00	100.0%	20,000.00
6421-02 · AMGEN Tour of California	265.00	0.00	100.0%	19,165.00	18,900.00	101.4%	18,900.00
6421-03 · Barcelona Soccer	0.00	0.00	0.0%	0.00	0.00	0.0%	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.0%	20,000.00	20,000.00	100.0%	20,000.00
6421-05 · No Barriers	0.00	3,000.00	0.0%	8,400.00	7,400.00	113.5%	10,000.00
6421-06 · Spartan	0.00	0.00	0.0%	198,550.00	198,550.00	100.0%	198,550.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.0%	5,000.00	5,000.00	100.0%	5,000.00
6421-08 · Tough Mudder	-25,000.00			0.00			
6421-09 · Wanderlust	90.00	5,000.00	1.8%	30,090.00	35,000.00	86.0%	35,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	0.0%	15,400.00	15,400.00	100.0%	15,400.00
6421-12 · World Cup	0.00	0.00	0.0%	39,564.10	39,564.10	100.0%	39,564.10
6421-13 · Big Blue Adventure	21,500.00	0.00	100.0%	21,500.00	0.00	100.0%	21,500.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.0%	0.00	0.00	0.0%	5,000.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.0%	0.00	0.00	0.0%	5,000.00
<b>Total 6420-01 · Sponsorships</b>	<b>-3,145.00</b>	<b>8,000.00</b>	<b>-39.3%</b>	<b>410,461.96</b>	<b>392,606.96</b>	<b>104.5%</b>	<b>429,706.96</b>
6421-00 · New Event Development	0.00	0.00	0.0%	5,930.28	4,962.88	119.5%	4,962.88
<b>6422-00 · Event Media</b>							
6422-02 · Photography	0.00			6,363.00	6,363.00	100.0%	6,363.00
6422-03 · Human Powered Sports Campaign	42,619.68	0.00	100.0%	42,619.68	0.00	100.0%	55,000.00
6422-04 · PR	3,500.00	0.00	100.0%	3,500.00	0.00	100.0%	5,500.00
6422-05 · Other	0.00	0.00	0.0%	0.00	0.00	0.0%	2,500.00
6422-06 · Music Campaign	2,500.00	0.00	100.0%	2,500.00	0.00	100.0%	20,800.00
<b>Total 6422-00 · Event Media</b>	<b>48,619.68</b>	<b>0.00</b>	<b>100.0%</b>	<b>54,982.68</b>	<b>6,363.00</b>	<b>864.1%</b>	<b>90,163.00</b>
6424-00 · Event Operation Expenses	51.46	0.00	100.0%	51.46	0.00	100.0%	11,186.00
6426-00 · Dues & Subscriptions	0.00			109.40	109.40	100.0%	109.40
<b>Total 6420-00 · Events</b>	<b>45,526.14</b>	<b>8,000.00</b>	<b>569.1%</b>	<b>471,535.78</b>	<b>404,042.24</b>	<b>116.7%</b>	<b>536,128.24</b>
<b>6423-00 · Membership Activities</b>							
6432-00 · Membership - Newsletter	0.00	0.00	0.0%	2,001.24	0.00	100.0%	0.00
6434-00 · Community Awards Dinner	17,758.45	0.00	100.0%	21,515.38	0.00	100.0%	0.00
6437-00 · Tuesday Morning Breakfast Club	594.00	708.33	83.9%	5,494.50	7,791.67	70.5%	8,500.00
6441-00 · Membership - Miscellaneous Exp	0.00			37.05	0.00	100.0%	0.00
6442-00 · Public Relations/Website	0.00	0.00	0.0%	81.00	0.00	100.0%	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.0%	75.63	0.00	100.0%	0.00
6444-00 · Trades	145.00			1,190.00			
6423-00 · Membership Activities - Other	310.34	588.00	52.8%	7,083.73	32,787.00	21.6%	35,000.00
<b>Total 6423-00 · Membership Activities</b>	<b>18,807.79</b>	<b>1,296.33</b>	<b>1,450.8%</b>	<b>37,478.53</b>	<b>40,578.67</b>	<b>92.4%</b>	<b>43,500.00</b>
6490-00 · Classified Ads	0.00	0.00	0.0%	275.00	750.00	36.7%	750.00
6600-00 · Promotions/Giveaways	0.00			32.14			
6701-00 · Market Study Reports/Research	0.00	0.00	0.0%	402.40	0.00	100.0%	0.00
6730-00 · Marketing Cooperative/Media	63,250.00	65,137.00	97.1%	1,150,871.00	1,138,157.00	101.1%	1,265,000.00
6740-00 · Media/Collateral/Production	0.00	416.66	0.0%	99.00	4,583.34	2.2%	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00			4,000.00			
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,349.69	10,286.00	13.1%	19,625.59	84,000.00	23.4%	84,000.00
<b>Total 6742-00 · Non-NLT Co-Op Marketing Program</b>	<b>1,349.69</b>	<b>10,286.00</b>	<b>13.1%</b>	<b>23,625.59</b>	<b>84,000.00</b>	<b>28.1%</b>	<b>84,000.00</b>
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	300.00	0.00	100.0%	4,810.61	10,000.00	48.1%	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	0.0%	16,666.65	10,000.00	166.7%	20,000.00
6743-04 · High Notes	3,799.50	0.00	100.0%	7,112.82	10,000.00	71.1%	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.0%	976.80	10,000.00	9.8%	20,000.00
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>4,099.50</b>	<b>0.00</b>	<b>100.0%</b>	<b>29,566.88</b>	<b>40,000.00</b>	<b>73.9%</b>	<b>80,000.00</b>
7253-00 · Conference - PUD	0.00	0.00	0.0%	0.00	0.00	0.0%	8,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.0%	15.00	0.00	100.0%	0.00
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	879.31	0.00	100.0%	2,296.58	0.00	100.0%	0.00
52500 · Purchase Discounts	-338.80	0.00	100.0%	-1,431.86	0.00	100.0%	0.00
59900 · POS Inventory Adjustments	16.63	0.00	100.0%	811.18	0.00	100.0%	0.00
8100-00 · Cost of Goods Sold - Other	5,539.03	7,201.00	76.9%	41,577.61	53,650.00	77.5%	61,212.00
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>6,096.17</b>	<b>7,201.00</b>	<b>84.7%</b>	<b>43,253.51</b>	<b>53,650.00</b>	<b>80.6%</b>	<b>61,212.00</b>
8200-00 · Associate Relations	646.85	150.00	431.2%	3,483.35	4,900.00	71.1%	5,050.00
8300-00 · Board Functions	0.00	400.00	0.0%	1,763.43	4,150.00	42.5%	4,600.00
8500-00 · Credit Card Fees	784.17	510.00	153.8%	6,080.58	6,610.00	92.0%	7,120.00
8700-00 · Automobile Expenses	540.25	660.82	81.8%	4,801.38	7,269.18	66.1%	7,930.00
8750-00 · Meals/Meetings	240.46	558.31	43.1%	4,679.95	5,991.69	78.1%	6,850.00
8810-00 · Dues & Subscriptions	750.94	499.99	150.2%	9,105.55	8,800.01	103.5%	9,700.00
8910-00 · Travel	146.00	2,374.82	6.1%	9,927.59	15,223.18	65.2%	16,298.00
8920-00 · Bad Debt	1,156.50			22,466.25			

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

**All Departments**

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
Total Expense	322,069.87	259,996.49	123.9%	3,518,554.31	3,774,184.75	93.2%	4,264,871.24
Net Ordinary Income	25,719.90	87,152.32	29.5%	315,368.94	101,226.44	311.5%	-12,126.24
Other Income/Expense							
Other Expense							
Balancing Adjustments	0.00			0.08			
8990-00 - Allocated	0.00	3,481.84	0.0%	0.00	-4,430.76	0.0%	0.00
Total Other Expense	0.00	3,481.84	0.0%	0.08	-4,430.76	-0.0%	0.00
Net Other Income	0.00	-3,481.84	0.0%	-0.08	4,430.76	-0.0%	0.00
Net Income	<b>25,719.90</b>	<b>83,670.48</b>	<b>30.7%</b>	<b>315,368.86</b>	<b>105,657.20</b>	<b>298.5%</b>	<b>-12,126.24</b>

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## 11 - Marketing

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	222,140.00	222,140.17	100.0%	2,443,540.00	2,443,541.83	100.0%	2,665,682.00
<b>Total Income</b>	222,140.00	222,140.17	100.0%	2,443,540.00	2,443,541.83	100.0%	2,665,682.00
<b>Gross Profit</b>	222,140.00	222,140.17	100.0%	2,443,540.00	2,443,541.83	100.0%	2,665,682.00
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375.00	1,375.00	100.0%	15,125.00	15,125.00	100.0%	16,500.00
5020-00 · P/R - Tax Expense	1,469.16	1,852.90	79.3%	20,499.55	22,234.10	92.2%	24,087.00
5030-00 · P/R - Health Insurance Expense	3,584.58	3,065.60	116.9%	40,081.15	39,222.40	102.2%	42,288.00
5040-00 · P/R - Workmans Comp	234.36	108.75	215.5%	1,241.88	1,196.25	103.8%	1,305.00
5060-00 · 401 (k)	771.52	650.90	118.5%	8,437.25	7,810.10	108.0%	8,461.00
5070-00 · Other Benefits and Expenses	88.14	225.83	39.0%	1,313.04	2,484.17	52.9%	2,710.00
5000-00 · Salaries & Wages - Other	25,306.65	22,597.80	112.0%	245,345.54	271,174.20	90.5%	293,772.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>32,829.41</b>	<b>29,876.78</b>	<b>109.9%</b>	<b>332,043.41</b>	<b>359,246.22</b>	<b>92.4%</b>	<b>389,123.00</b>
5100-00 · Rent							
5110-00 · Utilities	111.74	175.00	63.9%	1,464.68	1,925.00	76.1%	2,100.00
5140-00 · Repairs & Maintenance	0.00	125.00	0.0%	1,749.82	1,375.00	127.3%	1,500.00
5150-00 · Office - Cleaning	169.23	252.00	67.2%	2,030.72	2,772.00	73.3%	3,024.00
5100-00 · Rent - Other	1,926.15	1,651.66	116.6%	20,782.05	18,168.34	114.4%	19,820.00
<b>Total 5100-00 · Rent</b>	<b>2,207.12</b>	<b>2,203.66</b>	<b>100.2%</b>	<b>26,027.27</b>	<b>24,240.34</b>	<b>107.4%</b>	<b>26,444.00</b>
5310-00 · Telephone							
5320-00 · Telephone	572.59	441.66	129.6%	5,755.61	4,858.34	118.5%	5,300.00
5350-00 · Internet	0.00	0.00	0.0%	224.85	0.00	100.0%	0.00
<b>Total 5310-00 · Telephone</b>	<b>572.59</b>	<b>441.66</b>	<b>129.6%</b>	<b>5,980.46</b>	<b>4,858.34</b>	<b>123.1%</b>	<b>5,300.00</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00			100.00	0.00	100.0%	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	0.0%	31.13	0.00	100.0%	0.00
5420-00 · Mail - USPS - Other	125.00	62.50	200.0%	440.50	687.50	64.1%	750.00
<b>Total 5420-00 · Mail - USPS</b>	<b>125.00</b>	<b>62.50</b>	<b>200.0%</b>	<b>571.63</b>	<b>687.50</b>	<b>83.1%</b>	<b>750.00</b>
5510-00 · Insurance/Bonding	50.24	166.66	30.1%	1,259.47	1,833.34	68.7%	2,000.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.0%	201.31	0.00	100.0%	0.00
5520-00 · Supplies - Other	57.67	250.00	23.1%	1,466.93	2,750.00	53.3%	3,000.00
<b>Total 5520-00 · Supplies</b>	<b>57.67</b>	<b>250.00</b>	<b>23.1%</b>	<b>1,668.24</b>	<b>2,750.00</b>	<b>60.7%</b>	<b>3,000.00</b>
5610-00 · Depreciation	20.99	163.25	12.9%	313.32	1,795.75	17.4%	1,959.00
5700-00 · Equipment Support & Maintenance	20.38	311.00	6.6%	2,052.50	3,421.00	60.0%	3,732.00
5710-00 · Taxes, Licenses & Fees	0.00	41.66	0.0%	309.67	458.34	67.6%	500.00
5740-00 · Equipment Rental/Leasing	110.82	166.66	66.5%	1,443.60	1,833.34	78.7%	2,000.00
5800-00 · Training Seminars	0.00	5,000.00	0.0%	3,180.61	7,000.00	45.4%	8,215.00
5810-00 · Public Outreach	0.00			1,650.00			
5815 · Training Video Series	900.00			8,940.30	15,000.00	59.6%	15,000.00
5820 · Sales CRM/CMS	0.00			2,373.94	21,000.00	11.3%	21,000.00
5941-00 · Research & Planning	0.00	0.00	0.0%	12,300.00	10,000.00	123.0%	10,000.00
6020-00 · Programs							
6016-00 · Special Event Partnership	0.00	0.00	0.0%	25,648.00	50,000.00	51.3%	50,000.00
6018-00 · Business Assoc. Grants	20,000.00	10,000.00	200.0%	30,000.00	20,000.00	150.0%	30,000.00
<b>Total 6020-00 · Programs</b>	<b>20,000.00</b>	<b>10,000.00</b>	<b>200.0%</b>	<b>55,648.00</b>	<b>70,000.00</b>	<b>79.5%</b>	<b>80,000.00</b>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0.00	0.00	0.0%	32,792.86	32,792.86	100.0%	32,792.86
6421-01 · 4th of July Fireworks	0.00	0.00	0.0%	20,000.00	20,000.00	100.0%	20,000.00
6421-02 · AMGEN Tour of California	265.00	0.00	100.0%	19,165.00	18,900.00	101.4%	18,900.00
6421-03 · Barcelona Soccer	0.00	0.00	0.0%	0.00	0.00	0.0%	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.0%	20,000.00	20,000.00	100.0%	20,000.00
6421-05 · No Barriers	0.00	3,000.00	0.0%	8,400.00	7,400.00	113.5%	10,000.00
6421-06 · Spartan	0.00	0.00	0.0%	198,550.00	198,550.00	100.0%	198,550.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.0%	5,000.00	5,000.00	100.0%	5,000.00
6421-08 · Tough Mudder	-25,000.00			0.00			
6421-09 · Wanderlust	90.00	5,000.00	1.8%	30,090.00	35,000.00	86.0%	35,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	0.0%	15,400.00	15,400.00	100.0%	15,400.00
6421-12 · World Cup	0.00	0.00	0.0%	39,564.10	39,564.10	100.0%	39,564.10
6421-13 · Big Blue Adventure	21,500.00	0.00	100.0%	21,500.00	0.00	100.0%	21,500.00
6421-14 · Tahoe Trail 100	0.00	0.00	0.0%	0.00	0.00	0.0%	5,000.00
6421-15 · Lake Tahoe Dance Collective	0.00	0.00	0.0%	0.00	0.00	0.0%	5,000.00
<b>Total 6420-01 · Sponsorships</b>	<b>-3,145.00</b>	<b>8,000.00</b>	<b>-39.3%</b>	<b>410,461.96</b>	<b>392,606.96</b>	<b>104.5%</b>	<b>429,706.96</b>
6421-00 · New Event Development	0.00	0.00	0.0%	5,880.28	4,962.88	118.5%	4,962.88
6422-00 · Event Media							
6422-02 · Photography	0.00			6,363.00	6,363.00	100.0%	6,363.00
6422-03 · Human Powered Sports Campaign	42,619.68	0.00	100.0%	42,619.68	0.00	100.0%	55,000.00
6422-04 · PR	3,500.00	0.00	100.0%	3,500.00	0.00	100.0%	5,500.00
6422-05 · Other	0.00	0.00	0.0%	0.00	0.00	0.0%	2,500.00
6422-06 · Music Campaign	2,500.00	0.00	100.0%	2,500.00	0.00	100.0%	20,800.00
<b>Total 6422-00 · Event Media</b>	<b>48,619.68</b>	<b>0.00</b>	<b>100.0%</b>	<b>54,982.68</b>	<b>6,363.00</b>	<b>864.1%</b>	<b>90,163.00</b>
6424-00 · Event Operation Expenses	51.46	0.00	100.0%	51.46	0.00	100.0%	11,186.00
6426-00 · Dues & Subscriptions	0.00			109.40	109.40	100.0%	109.40



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

**11 - Marketing**

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
Total 6420-00 · Events	45,526.14	8,000.00	569.1%	471,485.78	404,042.24	116.7%	536,128.24
6490-00 · Classified Ads	0.00			50.00			
6600-00 · Promotions/Giveaways	0.00			32.14			
6701-00 · Market Study Reports/Research	0.00	0.00	0.0%	402.40	0.00	100.0%	0.00
6730-00 · Marketing Cooperative/Media	54,083.33	65,137.00	83.0%	1,050,037.63	1,038,157.00	101.1%	1,155,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00			4,000.00			
6742-00 · Non-NLT Co-Op Marketing Program - Other	1,349.69	10,286.00	13.1%	19,625.59	84,000.00	23.4%	84,000.00
Total 6742-00 · Non-NLT Co-Op Marketing Program	1,349.69	10,286.00	13.1%	23,625.59	84,000.00	28.1%	84,000.00
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	300.00	0.00	100.0%	4,810.61	10,000.00	48.1%	20,000.00
6743-03 · Touch Lake Tahoe	0.00	0.00	0.0%	16,666.65	10,000.00	166.7%	20,000.00
6743-04 · High Notes	3,799.50	0.00	100.0%	7,112.82	10,000.00	71.1%	20,000.00
6743-05 · Peak Your Adventure	0.00	0.00	0.0%	976.80	10,000.00	9.8%	20,000.00
Total 6743-00 · BACC Marketing Programs	4,099.50	0.00	100.0%	29,566.88	40,000.00	73.9%	80,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.0%	15.00	0.00	100.0%	0.00
8200-00 · Associate Relations	0.00	0.00	0.0%	381.49	600.00	63.6%	600.00
8500-00 · Credit Card Fees	0.00	0.00	0.0%	65.00	0.00	100.0%	0.00
8700-00 · Automobile Expenses	133.33	166.66	80.0%	1,489.11	1,833.34	81.2%	2,000.00
8750-00 · Meals/Meetings	139.81	291.66	47.9%	2,384.77	3,208.34	74.3%	3,500.00
8810-00 · Dues & Subscriptions	469.98	416.66	112.8%	3,911.20	4,583.34	85.3%	5,000.00
8910-00 · Travel	146.00	666.66	21.9%	9,714.11	7,333.34	132.5%	8,000.00
Total Expense	162,842.00	133,648.47	121.8%	2,048,923.52	2,107,881.77	97.2%	2,443,251.24
Net Ordinary Income	59,298.00	88,491.70	67.0%	394,616.48	335,660.06	117.6%	222,430.76
Other Income/Expense							
Other Expense							
8990-00 · Allocated	17,772.83	19,546.50	90.9%	203,419.35	215,011.50	94.6%	234,558.00
Total Other Expense	17,772.83	19,546.50	90.9%	203,419.35	215,011.50	94.6%	234,558.00
Net Other Income	-17,772.83	-19,546.50	90.9%	-203,419.35	-215,011.50	94.6%	-234,558.00
Net Income	41,525.17	68,945.20	60.2%	191,197.13	120,648.56	158.5%	-12,127.24

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

30 - Conference

	May 17	Budget	% of Budget	Jul '16 - May...	YTD Budget	% of Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	24,133.00	24,133.33	100.0%	265,463.00	265,466.67	100.0%	289,600.00
4200-00 · Membership Dues	0.00	640.83	0.0%	0.00	7,049.17	0.0%	7,690.00
4205-00 · Conference Dues	641.67			8,708.34			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	41.38	0.00	100.0%	8,796.70	0.00	100.0%	0.00
4600-00 · Commissions - Other	9,393.24	6,782.00	138.5%	101,827.41	107,694.00	94.6%	135,000.00
<b>Total 4600-00 · Commissions</b>	<b>9,434.62</b>	<b>6,782.00</b>	<b>139.1%</b>	<b>110,624.11</b>	<b>107,694.00</b>	<b>102.7%</b>	<b>135,000.00</b>
<b>Total Income</b>	<b>34,209.29</b>	<b>31,556.16</b>	<b>108.4%</b>	<b>384,795.45</b>	<b>380,209.84</b>	<b>101.2%</b>	<b>432,290.00</b>
<b>Gross Profit</b>	<b>34,209.29</b>	<b>31,556.16</b>	<b>108.4%</b>	<b>384,795.45</b>	<b>380,209.84</b>	<b>101.2%</b>	<b>432,290.00</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	5,550.75	2,166.66	256.2%	40,494.07	23,833.34	169.9%	26,000.00
5020-00 · P/R - Tax Expense	1,208.94	1,082.70	111.7%	14,314.02	12,992.30	110.2%	14,075.00
5030-00 · P/R - Health Insurance Expense	1,149.61	1,045.70	109.9%	13,847.98	13,503.30	102.6%	14,549.00
5040-00 · P/R - Workmans Comp	166.01	75.00	221.3%	879.71	825.00	106.6%	900.00
5060-00 · 401 (k)	640.76	596.90	107.3%	6,911.27	7,164.10	96.5%	7,761.00
5070-00 · Other Benefits and Expenses	41.98	37.16	113.0%	611.78	408.84	149.6%	446.00
5000-00 · Salaries & Wages - Other	12,358.72	13,180.50	93.8%	134,239.94	158,166.50	84.9%	171,347.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>21,116.77</b>	<b>18,184.62</b>	<b>116.1%</b>	<b>211,298.77</b>	<b>216,893.38</b>	<b>97.4%</b>	<b>235,078.00</b>
5100-00 · Rent							
5110-00 · Utilities	55.88	87.50	63.9%	736.13	962.50	76.5%	1,050.00
5140-00 · Repairs & Maintenance	0.00	65.00	0.0%	907.24	715.00	126.9%	780.00
5150-00 · Office - Cleaning	84.62	126.00	67.2%	1,015.42	1,386.00	73.3%	1,512.00
5100-00 · Rent - Other	923.08	825.83	111.8%	9,951.08	9,084.17	109.5%	9,910.00
<b>Total 5100-00 · Rent</b>	<b>1,063.58</b>	<b>1,104.33</b>	<b>96.3%</b>	<b>12,609.87</b>	<b>12,147.67</b>	<b>103.8%</b>	<b>13,252.00</b>
5310-00 · Telephone							
5320-00 · Telephone	245.72	256.00	96.0%	2,630.09	2,816.00	93.4%	3,072.00
<b>Total 5310-00 · Telephone</b>	<b>245.72</b>	<b>256.00</b>	<b>96.0%</b>	<b>2,630.09</b>	<b>2,816.00</b>	<b>93.4%</b>	<b>3,072.00</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00			100.00			
5420-00 · Mail - USPS - Other	65.00	17.50	371.4%	229.06	192.50	119.0%	210.00
<b>Total 5420-00 · Mail - USPS</b>	<b>65.00</b>	<b>17.50</b>	<b>371.4%</b>	<b>329.06</b>	<b>192.50</b>	<b>170.9%</b>	<b>210.00</b>
5510-00 · Insurance/Bonding	50.24	125.00	40.2%	1,259.46	1,375.00	91.6%	1,500.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00			12.57	0.00	100.0%	0.00
5520-00 · Supplies - Other	26.15	62.50	41.8%	360.48	687.50	52.4%	750.00
<b>Total 5520-00 · Supplies</b>	<b>26.15</b>	<b>62.50</b>	<b>41.8%</b>	<b>373.05</b>	<b>687.50</b>	<b>54.3%</b>	<b>750.00</b>
5610-00 · Depreciation	10.91	84.91	12.8%	161.23	934.09	17.3%	1,019.00
5700-00 · Equipment Support & Maintenance	10.59	138.00	7.7%	659.82	1,518.00	43.5%	1,656.00
5710-00 · Taxes, Licenses & Fees	0.00	16.66	0.0%	154.27	183.34	84.1%	200.00
5740-00 · Equipment Rental/Leasing	110.82	166.66	66.5%	1,368.37	1,833.34	74.6%	2,000.00
6730-00 · Marketing Cooperative/Media	9,166.67	0.00	100.0%	100,833.37	100,000.00	100.8%	110,000.00
7253-00 · Conference - PUD	0.00	0.00	0.0%	0.00	0.00	0.0%	8,000.00
8200-00 · Associate Relations	0.00	0.00	0.0%	0.00	500.00	0.0%	500.00
8700-00 · Automobile Expenses	0.00	33.33	0.0%	147.96	366.67	40.4%	400.00
8750-00 · Meals/Meetings	0.00	33.33	0.0%	110.00	366.67	30.0%	400.00
8810-00 · Dues & Subscriptions	0.00	0.00	0.0%	815.00	500.00	163.0%	500.00
<b>Total Expense</b>	<b>31,866.45</b>	<b>20,222.84</b>	<b>157.6%</b>	<b>332,750.32</b>	<b>340,314.16</b>	<b>97.8%</b>	<b>378,537.00</b>
<b>Net Ordinary Income</b>	<b>2,342.84</b>	<b>11,333.32</b>	<b>20.7%</b>	<b>52,045.13</b>	<b>39,895.68</b>	<b>130.5%</b>	<b>53,753.00</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,072.94	4,479.42	90.9%	46,616.92	49,273.62	94.6%	53,753.00
<b>Total Other Expense</b>	<b>4,072.94</b>	<b>4,479.42</b>	<b>90.9%</b>	<b>46,616.92</b>	<b>49,273.62</b>	<b>94.6%</b>	<b>53,753.00</b>
<b>Net Other Income</b>	<b>-4,072.94</b>	<b>-4,479.42</b>	<b>90.9%</b>	<b>-46,616.92</b>	<b>-49,273.62</b>	<b>94.6%</b>	<b>-53,753.00</b>
<b>Net Income</b>	<b>-1,730.10</b>	<b>6,853.90</b>	<b>-25.2%</b>	<b>5,428.21</b>	<b>-9,377.94</b>	<b>-57.9%</b>	<b>0.00</b>

# North Lake Tahoe Resort Association Profit & Loss Budget Performance

## 41 - Transportation

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	22,018.00	22,017.66	100.0%	242,198.00	242,194.34	100.0%	264,212.00
<b>Total Income</b>	22,018.00	22,017.66	100.0%	242,198.00	242,194.34	100.0%	264,212.00
<b>Gross Profit</b>	22,018.00	22,017.66	100.0%	242,198.00	242,194.34	100.0%	264,212.00
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	439.79	648.90	67.8%	6,020.91	7,788.10	77.3%	8,437.00
5030-00 · P/R - Health Insurance Expense	404.30	335.90	120.4%	5,114.75	4,895.10	104.5%	5,231.00
5040-00 · P/R - Workmans Comp	58.59	172.00	34.1%	310.47	1,892.00	16.4%	2,064.00
5060-00 · 401 (k)	235.13	308.60	76.2%	2,927.77	3,703.40	79.1%	4,012.00
5070-00 · Other Benefits and Expenses	6.79	53.70	12.6%	88.36	645.30	13.7%	699.00
5000-00 · Salaries & Wages - Other	7,864.14	6,599.40	119.2%	74,932.08	79,192.60	94.6%	85,792.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	9,008.74	8,118.50	111.0%	89,394.34	98,116.50	91.1%	106,235.00
5100-00 · Rent							
5110-00 · Utilities	22.35	83.83	26.7%	315.29	922.17	34.2%	1,006.00
5140-00 · Repairs & Maintenance	0.00	38.08	0.0%	543.81	418.92	129.8%	457.00
5150-00 · Office - Cleaning	33.85	16.66	203.2%	406.19	183.34	221.6%	200.00
5100-00 · Rent - Other	369.23	616.33	59.9%	3,980.43	6,779.67	58.7%	7,396.00
<b>Total 5100-00 · Rent</b>	425.43	754.90	56.4%	5,245.72	8,304.10	63.2%	9,059.00
5310-00 · Telephone							
5320-00 · Telephone	184.58	106.25	173.7%	2,127.88	1,168.75	182.1%	1,275.00
<b>Total 5310-00 · Telephone</b>	184.58	106.25	173.7%	2,127.88	1,168.75	182.1%	1,275.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00			50.00			
5420-00 · Mail - USPS - Other	40.00			140.96	50.00	281.9%	50.00
<b>Total 5420-00 · Mail - USPS</b>	40.00			190.96	50.00	381.9%	50.00
5510-00 · Insurance/Bonding	7.93	25.00	31.7%	198.84	275.00	72.3%	300.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00			136.74			
5520-00 · Supplies - Other	11.59	25.00	46.4%	142.58	275.00	51.8%	300.00
<b>Total 5520-00 · Supplies</b>	11.59	25.00	46.4%	279.32	275.00	101.6%	300.00
5610-00 · Depreciation	6.72	34.50	19.5%	90.40	379.50	23.8%	414.00
5700-00 · Equipment Support & Maintenance	6.52	40.00	16.3%	256.08	440.00	58.2%	480.00
5710-00 · Taxes, Licenses & Fees	0.00	10.00	0.0%	94.93	110.00	86.3%	120.00
5740-00 · Equipment Rental/Leasing	99.74	26.66	374.1%	1,208.35	293.34	411.9%	320.00
5810-00 · Public Outreach	0.00			0.00	450.00	0.0%	450.00
5940-00 · Research & Planning Membership	0.00	0.00	0.0%	3,000.00	4,000.00	75.0%	5,000.00
5941-00 · Research & Planning	375.00	2,000.00	18.8%	7,509.00	38,000.00	19.8%	40,000.00
5948-00 · Transportation Projects							
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.0%	-1,593.65	37,000.00	-4.3%	47,000.00
5948-00 · Transportation Projects - Other	13,632.78			13,632.78			
<b>Total 5948-00 · Transportation Projects</b>	13,632.78	0.00	100.0%	12,039.13	37,000.00	32.5%	47,000.00
8200-00 · Associate Relations	0.00	0.00	0.0%	0.00	400.00	0.0%	400.00
8500-00 · Credit Card Fees	0.00			22.50	0.00	100.0%	0.00
8700-00 · Automobile Expenses	55.11	100.00	55.1%	551.93	1,100.00	50.2%	1,200.00
8750-00 · Meals/Meetings	12.00	25.00	48.0%	195.98	275.00	71.3%	300.00
8810-00 · Dues & Subscriptions	2.25			11.25	0.00	100.0%	0.00
<b>Total Expense</b>	23,868.39	11,265.81	211.9%	122,416.61	190,637.19	64.2%	212,903.00
<b>Net Ordinary Income</b>	-1,850.39	10,751.85	-17.2%	119,781.39	51,557.15	232.3%	51,309.00
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,072.94	4,275.75	95.3%	46,616.92	47,033.25	99.1%	51,309.00
<b>Total Other Expense</b>	4,072.94	4,275.75	95.3%	46,616.92	47,033.25	99.1%	51,309.00
<b>Net Other Income</b>	-4,072.94	-4,275.75	95.3%	-46,616.92	-47,033.25	99.1%	-51,309.00
<b>Net Income</b>	-5,923.33	6,476.10	-91.5%	73,164.47	4,523.90	1,617.3%	0.00

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

### 42 - Visitor Center

	May 17	Budget	% of Budget	Jul '16 - May...	YTD Budget	% of Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	27,827.00	27,826.91	100.0%	306,097.00	306,096.09	100.0%	333,923.00
4503 · Visitor Guide Income	0.00	0.00	0.0%	0.00	3,000.00	0.0%	3,000.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	441.00	637.00	69.2%	5,680.00	7,007.00	81.1%	7,644.00
46000 · Merchandise Sales - Other	10,495.39	12,404.00	84.6%	78,563.42	95,671.00	82.1%	114,886.00
<b>Total 46000 · Merchandise Sales</b>	<b>10,936.39</b>	<b>13,041.00</b>	<b>83.9%</b>	<b>84,243.42</b>	<b>102,678.00</b>	<b>82.0%</b>	<b>122,530.00</b>
<b>Total Income</b>	<b>38,763.39</b>	<b>40,867.91</b>	<b>94.9%</b>	<b>390,340.42</b>	<b>411,774.09</b>	<b>94.8%</b>	<b>459,453.00</b>
<b>Cost of Goods Sold</b>							
52900 · Purchases - Resale Items	0.00	0.00	0.0%	54.00	0.00	100.0%	0.00
<b>Total COGS</b>	<b>0.00</b>	<b>0.00</b>	<b>0.0%</b>	<b>54.00</b>	<b>0.00</b>	<b>100.0%</b>	<b>0.00</b>
<b>Gross Profit</b>	<b>38,763.39</b>	<b>40,867.91</b>	<b>94.9%</b>	<b>390,286.42</b>	<b>411,774.09</b>	<b>94.8%</b>	<b>459,453.00</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	564.97	1,242.00	45.5%	14,898.46	14,474.00	102.9%	15,716.00
5030-00 · P/R - Health Insurance Expense	1,565.45	2,286.50	68.5%	18,744.96	25,151.50	74.5%	27,438.00
5040-00 · P/R - Workmans Comp	185.54	209.00	88.8%	983.20	2,299.00	42.8%	2,508.00
5060-00 · 401 (k)	280.78	470.00	59.7%	5,668.26	5,476.00	103.5%	5,946.00
5070-00 · Other Benefits and Expenses	41.98	50.58	83.0%	511.78	556.42	92.0%	607.00
5000-00 · Salaries & Wages - Other	10,068.17	13,594.00	74.1%	152,313.68	158,465.00	96.1%	172,059.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>12,706.89</b>	<b>17,852.08</b>	<b>71.2%</b>	<b>193,120.34</b>	<b>206,421.92</b>	<b>93.6%</b>	<b>224,274.00</b>
5100-00 · Rent							
5110-00 · Utilities	523.81	625.00	83.8%	5,696.79	6,875.00	82.9%	7,500.00
5140-00 · Repairs & Maintenance	0.00	150.83	0.0%	1,478.45	1,659.17	89.1%	1,810.00
5150-00 · Office - Cleaning	42.31	0.00	100.0%	1,087.71	0.00	100.0%	0.00
5100-00 · Rent - Other	6,761.54	5,898.83	114.6%	71,387.24	64,887.17	110.0%	70,786.00
<b>Total 5100-00 · Rent</b>	<b>7,327.66</b>	<b>6,674.66</b>	<b>109.8%</b>	<b>79,650.19</b>	<b>73,421.34</b>	<b>108.5%</b>	<b>80,096.00</b>
5310-00 · Telephone							
5320-00 · Telephone	239.04	291.66	82.0%	3,436.34	3,208.34	107.1%	3,500.00
<b>Total 5310-00 · Telephone</b>	<b>239.04</b>	<b>291.66</b>	<b>82.0%</b>	<b>3,436.34</b>	<b>3,208.34</b>	<b>107.1%</b>	<b>3,500.00</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00			50.00			
5480-00 · Mail - Fed Ex	0.00	0.00	0.0%	471.69	0.00	100.0%	0.00
5420-00 · Mail - USPS - Other	65.00	41.66	156.0%	229.06	458.34	50.0%	500.00
<b>Total 5420-00 · Mail - USPS</b>	<b>65.00</b>	<b>41.66</b>	<b>156.0%</b>	<b>750.75</b>	<b>458.34</b>	<b>163.8%</b>	<b>500.00</b>
5510-00 · Insurance/Bonding	66.11	166.66	39.7%	1,657.20	1,833.34	90.4%	2,000.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.0%	12.57	0.00	100.0%	0.00
5520-00 · Supplies - Other	183.05	333.33	54.9%	2,188.98	3,666.67	59.7%	4,000.00
<b>Total 5520-00 · Supplies</b>	<b>183.05</b>	<b>333.33</b>	<b>54.9%</b>	<b>2,201.55</b>	<b>3,666.67</b>	<b>60.0%</b>	<b>4,000.00</b>
5530-00 · Visitor Communications - Other	0.00	0.00	0.0%	-109.00	460.00	-23.7%	460.00
5610-00 · Depreciation	128.86	84.91	151.8%	792.19	934.09	84.8%	1,019.00
5700-00 · Equipment Support & Maintenance	10.59	175.00	6.1%	2,044.44	1,925.00	106.2%	2,100.00
5710-00 · Taxes, Licenses & Fees	0.00	25.00	0.0%	154.27	275.00	56.1%	300.00
5740-00 · Equipment Rental/Leasing	356.22	494.00	72.1%	4,156.54	5,434.00	76.5%	5,928.00
5800-00 · Training Seminars	0.00	500.00	0.0%	0.00	3,000.00	0.0%	3,000.00
5815 · Training Video Series	0.00			0.00	5,000.00	0.0%	5,000.00
5850-00 · Artist of Month - Commissions	0.00			2,048.21			
6740-00 · Media/Collateral/Production	0.00	416.66	0.0%	99.00	4,583.34	2.2%	5,000.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	879.31	0.00	100.0%	2,296.58	0.00	100.0%	0.00
52500 · Purchase Discounts	-338.80	0.00	100.0%	-1,431.86	0.00	100.0%	0.00
59900 · POS Inventory Adjustments	16.63	0.00	100.0%	811.18	0.00	100.0%	0.00
8100-00 · Cost of Goods Sold - Other	5,539.03	7,201.00	76.9%	41,577.61	53,650.00	77.5%	61,212.00
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>6,096.17</b>	<b>7,201.00</b>	<b>84.7%</b>	<b>43,253.51</b>	<b>53,650.00</b>	<b>80.6%</b>	<b>61,212.00</b>
8200-00 · Associate Relations	0.00			355.19	500.00	71.0%	500.00
8500-00 · Credit Card Fees	263.59	300.00	87.9%	2,362.22	3,300.00	71.6%	3,600.00
8700-00 · Automobile Expenses	121.98	100.00	122.0%	1,008.31	1,100.00	91.7%	1,200.00
8750-00 · Meals/Meetings	0.00	33.33	0.0%	860.44	366.67	234.7%	400.00
8810-00 · Dues & Subscriptions	99.98	0.00	100.0%	597.77	1,200.00	49.8%	1,600.00
8910-00 · Travel	0.00	408.16	0.0%	213.48	4,489.84	4.8%	4,898.00
<b>Total Expense</b>	<b>27,665.14</b>	<b>35,098.11</b>	<b>78.8%</b>	<b>338,652.94</b>	<b>375,227.89</b>	<b>90.3%</b>	<b>410,587.00</b>
<b>Net Ordinary Income</b>	<b>11,098.25</b>	<b>5,769.80</b>	<b>192.4%</b>	<b>51,633.48</b>	<b>36,546.20</b>	<b>141.3%</b>	<b>48,866.00</b>
<b>Other Income/Expense</b>							

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

### 50 - Infrastructure

	May 17	Budget	% of Budget	Jul '16 - May...	YTD Budget	% of Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	18,547.00	18,547.33	100.0%	204,017.00	204,020.67	100.0%	222,568.00
<b>Total Income</b>	18,547.00	18,547.33	100.0%	204,017.00	204,020.67	100.0%	222,568.00
<b>Gross Profit</b>	18,547.00	18,547.33	100.0%	204,017.00	204,020.67	100.0%	222,568.00
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	439.80	670.70	65.6%	5,602.23	8,048.30	69.6%	8,719.00
5030-00 · P/R - Health Insurance Expense	404.30	317.70	127.3%	5,114.82	4,695.30	108.9%	5,013.00
5040-00 · P/R - Workmans Comp	58.59	166.66	35.2%	310.47	1,833.34	16.9%	2,000.00
5060-00 · 401 (k)	235.13	309.20	76.0%	2,927.78	3,710.80	78.9%	4,020.00
5070-00 · Other Benefits and Expenses	6.78	57.50	11.8%	88.25	632.50	14.0%	690.00
5000-00 · Salaries & Wages - Other	7,864.14	6,599.40	119.2%	75,349.55	79,192.60	95.1%	85,792.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	9,008.74	8,121.16	110.9%	89,393.10	98,112.84	91.1%	106,234.00
5100-00 · Rent							
5110-00 · Utilities	22.35	125.00	17.9%	315.29	1,375.00	22.9%	1,500.00
5140-00 · Repairs & Maintenance	0.00	40.00	0.0%	543.81	440.00	123.6%	480.00
5150-00 · Office - Cleaning	33.85	50.16	67.5%	406.19	551.84	73.6%	602.00
5100-00 · Rent - Other	369.23	585.58	63.1%	3,980.43	6,441.42	61.8%	7,027.00
<b>Total 5100-00 · Rent</b>	425.43	800.74	53.1%	5,245.72	8,808.26	59.6%	9,609.00
5310-00 · Telephone							
5320-00 · Telephone	184.58	250.00	73.8%	2,127.85	2,950.00	72.1%	3,200.00
<b>Total 5310-00 · Telephone</b>	184.58	250.00	73.8%	2,127.85	2,950.00	72.1%	3,200.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00			50.00			
5420-00 · Mail - USPS - Other	40.00			140.96	50.00	281.9%	50.00
<b>Total 5420-00 · Mail - USPS</b>	40.00			190.96	50.00	381.9%	50.00
5510-00 · Insurance/Bonding	7.93	25.00	31.7%	198.84	275.00	72.3%	300.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00			136.74			
5520-00 · Supplies - Other	11.59	25.00	46.4%	142.58	275.00	51.8%	300.00
<b>Total 5520-00 · Supplies</b>	11.59	25.00	46.4%	279.32	275.00	101.6%	300.00
5610-00 · Depreciation	6.72	34.50	19.5%	90.40	379.50	23.8%	414.00
5700-00 · Equipment Support & Maintenance	6.52	55.00	11.9%	256.08	605.00	42.3%	660.00
5710-00 · Taxes, Licenses & Fees	0.00	31.00	0.0%	94.93	341.00	27.8%	372.00
5740-00 · Equipment Rental/Leasing	99.74	212.66	46.9%	1,208.35	2,339.34	51.7%	2,552.00
5810-00 · Public Outreach	0.00			0.00	500.00	0.0%	500.00
5941-00 · Research & Planning	375.00	2,500.00	15.0%	5,791.55	38,467.00	15.1%	40,000.00
8200-00 · Associate Relations	0.00	0.00	0.0%	0.00	400.00	0.0%	400.00
8500-00 · Credit Card Fees	0.00			22.50	0.00	100.0%	0.00
8700-00 · Automobile Expenses	55.10	115.00	47.9%	551.93	1,265.00	43.6%	1,380.00
8750-00 · Meals/Meetings	0.00	33.33	0.0%	395.63	366.67	107.9%	400.00
8810-00 · Dues & Subscriptions	2.25			11.25			
<b>Total Expense</b>	10,223.60	12,203.39	83.8%	105,858.41	155,134.61	68.2%	166,371.00
<b>Net Ordinary Income</b>	8,323.40	6,343.94	131.2%	98,158.59	48,886.06	200.8%	56,197.00
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,072.94	4,683.00	87.0%	46,616.93	51,513.00	90.5%	56,196.00
<b>Total Other Expense</b>	4,072.94	4,683.00	87.0%	46,616.93	51,513.00	90.5%	56,196.00
<b>Net Other Income</b>	-4,072.94	-4,683.00	87.0%	-46,616.93	-51,513.00	90.5%	-56,196.00
<b>Net Income</b>	4,250.46	1,660.94	255.9%	51,541.66	-2,626.94	-1,962.0%	1.00

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

### 60 - Membership

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues	11,657.09	10,236.25	113.9%	128,300.89	107,653.75	119.2%	117,890.00
4201-00 · New Member Fees	75.00	333.33	22.5%	750.00	3,666.67	20.5%	4,000.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards	0.00			9,535.07			
4250-02 · Tourism Summit	0.00			1,100.00			
4251-00 · Revenue-Tue AM Breakfast Club	330.00	800.00	41.3%	6,134.42	8,800.00	69.7%	9,600.00
4250-00 · Revenues-Membership Activities - Other	50.00	650.00	7.7%	19,816.00	68,050.00	29.1%	70,050.00
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>380.00</b>	<b>1,450.00</b>	<b>26.2%</b>	<b>36,585.49</b>	<b>76,850.00</b>	<b>47.6%</b>	<b>79,650.00</b>
4252-00 · Revenue - Sponsorships	0.00	0.00	0.0%	3,450.00	5,500.00	62.7%	7,000.00
<b>Total Income</b>	<b>12,112.09</b>	<b>12,019.58</b>	<b>100.8%</b>	<b>169,086.38</b>	<b>193,670.42</b>	<b>87.3%</b>	<b>208,540.00</b>
<b>Gross Profit</b>	<b>12,112.09</b>	<b>12,019.58</b>	<b>100.8%</b>	<b>169,086.38</b>	<b>193,670.42</b>	<b>87.3%</b>	<b>208,540.00</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	-1,375.00	-1,375.00	100.0%	-15,125.00	-15,125.00	100.0%	-16,500.00
5020-00 · P/R - Tax Expense	381.18	574.70	66.3%	5,434.02	6,896.30	78.8%	7,471.00
5030-00 · P/R - Health Insurance Expense	633.92	1,324.70	47.9%	7,786.85	16,072.30	48.4%	17,397.00
5040-00 · P/R - Workmans Comp	68.36	89.33	76.5%	362.26	982.67	36.9%	1,072.00
5060-00 · 401 (K)	209.62	49.80	420.9%	1,170.32	598.20	195.6%	648.00
5070-00 · Other Benefits and Expenses	11.89	87.91	13.5%	124.74	967.09	12.9%	1,055.00
5000-00 · Salaries & Wages - Other	6,799.65	6,226.90	109.2%	59,675.01	74,724.10	79.9%	80,951.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>6,729.62</b>	<b>6,978.34</b>	<b>96.4%</b>	<b>59,428.20</b>	<b>85,115.66</b>	<b>69.8%</b>	<b>92,094.00</b>
5100-00 · Rent							
5110-00 · Utilities	39.11	62.50	62.6%	507.10	687.50	73.8%	750.00
5140-00 · Repairs & Maintenance	0.00	40.00	0.0%	563.97	440.00	128.2%	480.00
5150-00 · Office - Cleaning	59.23	90.00	65.8%	710.75	990.00	71.8%	1,080.00
5100-00 · Rent - Other	726.15	589.91	123.1%	7,765.75	6,489.09	119.7%	7,079.00
<b>Total 5100-00 · Rent</b>	<b>824.49</b>	<b>782.41</b>	<b>105.4%</b>	<b>9,547.57</b>	<b>8,606.59</b>	<b>110.9%</b>	<b>9,389.00</b>
5310-00 · Telephone							
5320-00 · Telephone	152.34	225.00	67.7%	2,570.41	2,475.00	103.9%	2,700.00
<b>Total 5310-00 · Telephone</b>	<b>152.34</b>	<b>225.00</b>	<b>67.7%</b>	<b>2,570.41</b>	<b>2,475.00</b>	<b>103.9%</b>	<b>2,700.00</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.0%	400.00	0.00	100.0%	0.00
5420-00 · Mail - USPS - Other	40.00	50.00	80.0%	590.96	550.00	107.4%	600.00
<b>Total 5420-00 · Mail - USPS</b>	<b>40.00</b>	<b>50.00</b>	<b>80.0%</b>	<b>990.96</b>	<b>550.00</b>	<b>180.2%</b>	<b>600.00</b>
5510-00 · Insurance/Bonding	23.80	66.66	35.7%	596.60	733.34	81.4%	800.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.0%	621.22	0.00	100.0%	0.00
5520-00 · Supplies - Other	24.22	108.33	22.4%	1,053.27	1,191.67	88.4%	1,300.00
<b>Total 5520-00 · Supplies</b>	<b>24.22</b>	<b>108.33</b>	<b>22.4%</b>	<b>1,674.49</b>	<b>1,191.67</b>	<b>140.5%</b>	<b>1,300.00</b>
5610-00 · Depreciation	6.72	52.25	12.9%	102.78	574.75	17.9%	627.00
5700-00 · Equipment Support & Maintenance	6.52	47.08	13.8%	1,172.73	517.92	226.4%	565.00
5710-00 · Taxes, Licenses & Fees	0.00	41.66	0.0%	95.93	458.34	20.9%	500.00
5740-00 · Equipment Rental/Leasing	221.64	272.16	81.4%	2,623.97	2,993.84	87.6%	3,266.00
5800-00 · Training Seminars	0.00	0.00	0.0%	892.11	3,000.00	29.7%	3,000.00
6423-00 · Membership Activities							
6432-00 · Membership - Newsletter	0.00	0.00	0.0%	2,001.24	0.00	100.0%	0.00
6434-00 · Community Awards Dinner	17,758.45	0.00	100.0%	21,515.38	0.00	100.0%	0.00
6437-00 · Tuesday Morning Breakfast Club	594.00	708.33	83.9%	5,494.50	7,791.67	70.5%	8,500.00
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.0%	37.05	0.00	100.0%	0.00
6442-00 · Public Relations/Website	0.00	0.00	0.0%	81.00	0.00	100.0%	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.0%	75.63	0.00	100.0%	0.00
6444-00 · Trades	145.00	0.00	0.0%	1,190.00	0.00	0.0%	0.00
6423-00 · Membership Activities - Other	276.69	588.00	47.1%	7,050.08	32,787.00	21.5%	35,000.00
<b>Total 6423-00 · Membership Activities</b>	<b>18,774.14</b>	<b>1,296.33</b>	<b>1,448.3%</b>	<b>37,444.88</b>	<b>40,578.67</b>	<b>92.3%</b>	<b>43,500.00</b>
6490-00 · Classified Ads	0.00	0.00	0.0%	225.00	0.00	0.0%	450.00
8200-00 · Associate Relations	0.00	0.00	0.0%	0.00	450.00	0.0%	450.00
8500-00 · Credit Card Fees	520.58	210.00	247.9%	3,269.31	3,310.00	98.8%	3,520.00
8700-00 · Automobile Expenses	91.00	62.50	145.6%	811.12	687.50	118.0%	750.00
8750-00 · Meals/Meetings	0.00	41.66	0.0%	310.04	458.34	67.6%	500.00
8810-00 · Dues & Subscriptions	5.99	83.33	7.2%	1,939.95	916.67	211.6%	1,000.00
8920-00 · Bad Debt	1,156.50	0.00	0.0%	22,466.25	0.00	0.0%	0.00
<b>Total Expense</b>	<b>28,577.56</b>	<b>10,317.71</b>	<b>277.0%</b>	<b>146,162.30</b>	<b>152,618.29</b>	<b>95.8%</b>	<b>164,561.00</b>
<b>Net Ordinary Income</b>	<b>-16,465.47</b>	<b>1,701.87</b>	<b>-967.5%</b>	<b>22,924.08</b>	<b>41,052.13</b>	<b>55.8%</b>	<b>43,979.00</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,332.41	3,665.00	90.9%	38,141.15	40,315.00	94.6%	43,980.00
<b>Total Other Expense</b>	<b>3,332.41</b>	<b>3,665.00</b>	<b>90.9%</b>	<b>38,141.15</b>	<b>40,315.00</b>	<b>94.6%</b>	<b>43,980.00</b>
<b>Net Other Income</b>	<b>-3,332.41</b>	<b>-3,665.00</b>	<b>90.9%</b>	<b>-38,141.15</b>	<b>-40,315.00</b>	<b>94.6%</b>	<b>-43,980.00</b>
<b>Net Income</b>	<b>-19,797.88</b>	<b>-1,963.13</b>	<b>1,008.5%</b>	<b>-15,217.07</b>	<b>737.13</b>	<b>-2,064.4%</b>	<b>-1.00</b>



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

	May 17	Budget	% of Budget	Jul '16 - May 17	YTD Budget	% of Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,563.00	1,753.20	89.2%	19,115.25	21,038.80	90.9%	22,792.00
5030-00 · P/R - Health Insurance Expense	1,697.50	3,201.60	53.0%	15,779.63	37,718.40	41.8%	40,920.00
5040-00 · P/R - Workmans Comp	205.05	400.66	51.2%	1,086.50	4,407.34	24.7%	4,808.00
5060-00 · 401 (k)	537.02	699.10	76.8%	3,260.27	8,389.90	38.9%	9,089.00
5070-00 · Other Benefits and Expenses	41.99	93.41	45.0%	646.74	1,027.59	62.9%	1,121.00
5000-00 · Salaries & Wages - Other	27,018.03	23,642.90	114.3%	253,682.41	283,716.10	89.4%	307,359.00
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>31,062.59</b>	<b>29,790.87</b>	<b>104.3%</b>	<b>293,570.80</b>	<b>356,298.13</b>	<b>82.4%</b>	<b>386,089.00</b>
5100-00 · Rent							
5110-00 · Utilities	83.81	200.00	41.9%	1,145.12	2,200.00	52.1%	2,400.00
5140-00 · Repairs & Maintenance	0.00	200.00	0.0%	3,770.48	2,200.00	171.4%	2,400.00
5150-00 · Office - Cleaning	126.91	252.00	50.4%	1,645.42	2,772.00	59.4%	3,024.00
5100-00 · Rent - Other	1,657.62	1,915.08	86.6%	17,977.62	21,065.92	85.3%	22,981.00
<b>Total 5100-00 · Rent</b>	<b>1,868.34</b>	<b>2,567.08</b>	<b>72.8%</b>	<b>24,538.64</b>	<b>28,237.92</b>	<b>86.9%</b>	<b>30,805.00</b>
5310-00 · Telephone							
5320-00 · Telephone	747.41	716.66	104.3%	8,032.43	7,883.34	101.9%	8,600.00
<b>Total 5310-00 · Telephone</b>	<b>747.41</b>	<b>716.66</b>	<b>104.3%</b>	<b>8,032.43</b>	<b>7,883.34</b>	<b>101.9%</b>	<b>8,600.00</b>
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00			250.00	0.00	100.0%	0.00
5480-00 · Mail - Fed Ex	0.00			24.02			
5420-00 · Mail - USPS - Other	160.25	58.33	274.7%	482.40	641.67	75.2%	700.00
<b>Total 5420-00 · Mail - USPS</b>	<b>160.25</b>	<b>58.33</b>	<b>274.7%</b>	<b>756.42</b>	<b>641.67</b>	<b>117.9%</b>	<b>700.00</b>
5510-00 · Insurance/Bonding	58.17	141.66	41.1%	1,458.33	1,558.34	93.6%	1,700.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.0%	888.29	0.00	100.0%	0.00
5520-00 · Supplies - Other	211.45	583.33	36.2%	4,553.96	6,416.67	71.0%	7,000.00
<b>Total 5520-00 · Supplies</b>	<b>211.45</b>	<b>583.33</b>	<b>36.2%</b>	<b>5,442.25</b>	<b>6,416.67</b>	<b>84.8%</b>	<b>7,000.00</b>
5610-00 · Depreciation	52.10	163.25	31.9%	696.75	1,795.75	38.8%	1,959.00
5700-00 · Equipment Support & Maintenance	103.71	310.66	33.4%	5,346.46	3,417.34	156.5%	3,728.00
5710-00 · Taxes, Licenses & Fees	679.87	666.66	102.0%	7,661.33	7,333.34	104.5%	8,000.00
5740-00 · Equipment Rental/Leasing	132.99	208.33	63.8%	1,701.02	2,291.67	74.2%	2,500.00
5800-00 · Training Seminars	0.00			2,199.00	1,500.00	146.6%	1,500.00
5810-00 · Public Outreach	0.00	0.00	0.0%	0.00	180.00	0.0%	180.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	140.00	0.00	100.0%	3,578.19	0.00	100.0%	0.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.0%	35,862.00	0.00	100.0%	0.00
5921-00 · Professional Fees - Other	786.48			24,280.55			
5900-00 · Professional Fees - Other	0.00	0.00	0.0%	1,250.00	21,000.00	6.0%	21,000.00
<b>Total 5900-00 · Professional Fees</b>	<b>926.48</b>	<b>0.00</b>	<b>100.0%</b>	<b>64,970.74</b>	<b>21,000.00</b>	<b>309.4%</b>	<b>21,000.00</b>
6420-00 · Events							
6421-00 · New Event Development	0.00			50.00			
<b>Total 6420-00 · Events</b>	<b>0.00</b>			<b>50.00</b>			
6423-00 · Membership Activities	33.65			33.65			
6490-00 · Classified Ads	0.00	0.00	0.0%	0.00	750.00	0.0%	750.00
8200-00 · Associate Relations	646.85	150.00	431.2%	2,746.67	2,050.00	134.0%	2,200.00
8300-00 · Board Functions	0.00	400.00	0.0%	1,763.43	4,150.00	42.5%	4,600.00
8500-00 · Credit Card Fees	0.00	0.00	0.0%	339.05	0.00	100.0%	0.00
8700-00 · Automobile Expenses	83.73	83.33	100.5%	241.02	916.67	26.3%	1,000.00
8750-00 · Meals/Meetings	88.65	100.00	88.7%	423.09	950.00	44.5%	1,350.00
8810-00 · Dues & Subscriptions	170.49	0.00	100.0%	1,819.13	1,600.00	113.7%	1,600.00
8910-00 · Travel	0.00	1,300.00	0.0%	0.00	3,400.00	0.0%	3,400.00
<b>Total Expense</b>	<b>37,026.73</b>	<b>37,240.16</b>	<b>99.4%</b>	<b>423,790.21</b>	<b>452,370.84</b>	<b>93.7%</b>	<b>488,661.00</b>
<b>Net Ordinary Income</b>	<b>-37,026.73</b>	<b>-37,240.16</b>	<b>99.4%</b>	<b>-423,790.21</b>	<b>-452,370.84</b>	<b>93.7%</b>	<b>-488,661.00</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
Balancing Adjustments	0.00			0.08			
8990-00 · Allocated	-37,026.73	-37,240.00	99.4%	-423,790.29	-452,371.00	93.7%	-488,662.00
<b>Total Other Expense</b>	<b>-37,026.73</b>	<b>-37,240.00</b>	<b>99.4%</b>	<b>-423,790.21</b>	<b>-452,371.00</b>	<b>93.7%</b>	<b>-488,662.00</b>
<b>Net Other Income</b>	<b>37,026.73</b>	<b>37,240.00</b>	<b>99.4%</b>	<b>423,790.21</b>	<b>452,371.00</b>	<b>93.7%</b>	<b>488,662.00</b>
<b>Net Income</b>	<b>0.00</b>	<b>-0.16</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.16</b>	<b>0.0%</b>	<b>1.00</b>



## Finance Staff Report

Date: 6/20/17

TO: Board of Directors (BOD)

FROM: Al Priester, Director of Finance and Human Resources

RE: May 2017 Financial Statements

---

May 2017 Financials in the BOD packet for the June 28, 2017 meeting include: a Summary Comparative Balance Sheet and Profit & Loss, a detailed Comparative Balance Sheet with A/R and A/P Aging's, a Comparative Current Month Profit & Loss, a Comparative YTD Profit & Loss, a YTD Profit & Loss by Class, and a YTD Profit & Loss Budget Performance Report in Total and for each Class as presented to the NLTRA Finance Committee on June 22, 2017.

Important points to note at May 31, 2017 are:

- Total Cash on Hand of \$1,052,153 remains very strong and compares to prior year Cash on Hand of \$1,017,723.
- Total A/R declined 53% YOY to \$24,940 while A/R over 90 day's delinquent remained the same as last month at \$7,991. These are deemed collectible with no reserve being established.
- Membership A/R declined 53% YOY to \$30,365. Over 120 days delinquent increased to \$9,590 from \$2,160. This was due to our largest billing month of January reaching the 120 day threshold. We expect to collect 75% of this amount and are adequately reserved for non-collectible.
- A/P are at \$157,327 and are 99% within 30 days.
- YTD profit of \$315,369 translates to expenditures under budget for the year. All department managers are closely monitoring their budgets in an attempt to minimize profit, i.e. maximize expenditures by year-end.
- A broad overview of the Profit and Loss YTD finds that revenues are 11.3% higher and expenses are 8.6% higher than at this point last year. Membership revenue is now 7.4% higher than the prior year.
- The salaries and wages discrepancy year over year is explained by higher benefit costs, commissions expense and prior year accounting salaries being lower due to using consultants which were expensed as professional fees.
- Professional fees this year have increased due to Executive Search costs and accounting fees early in the fiscal year.

- The Profit and Loss by Class is useful in gauging where each Department is in relation to their budget. All except Membership are under budget YTD with Marketing, Transportation and Infrastructure significantly so.
- Membership has a YTD loss of \$15,217 after Administrative overhead. We expect a small profit in June to bring Membership's Fiscal 16/17 loss to around \$12,000. This will result in a reduction of our retained earnings that currently sits at \$22,636.

**Action requested:** Approval of the May 2017 Financials as approved by the Finance Committee at their June 22, 2017 meeting.

KEY METRICS FOR May 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Apr 2017)						
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2010-11	\$ 3,242,863	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550	
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876	
2012-13	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279	
2013-14	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885	
2014-15	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302	
2015-16	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950	
2016-17	\$ 5,495,167	\$ 3,326,344	\$ 4,099,262	\$ 12,966	\$ 12,933,739	

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru May'17)					
	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Referrals - Tahoe City:					
Walk In/Events	42,921	39,651	39,874	41,928	5.15%
Phone/Email	2,729	2,311	2,535	3,343	31.87%
Kings Beach (Walk In Only)	9,685	6,211	8,239	3,455	-58.07%
Totals	55,335	48,173	50,648	48,726	-3.79%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Unemployment Rates				
	June 2014	July 2015	Aug 2016	May 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.7%
Placer County (367,309)	6.0%	5.2%	4.7%	3.5%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.7%
Kings Beach (3,893)	6.0%	6.8%	6.1%	5.7%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.6%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	4.1%

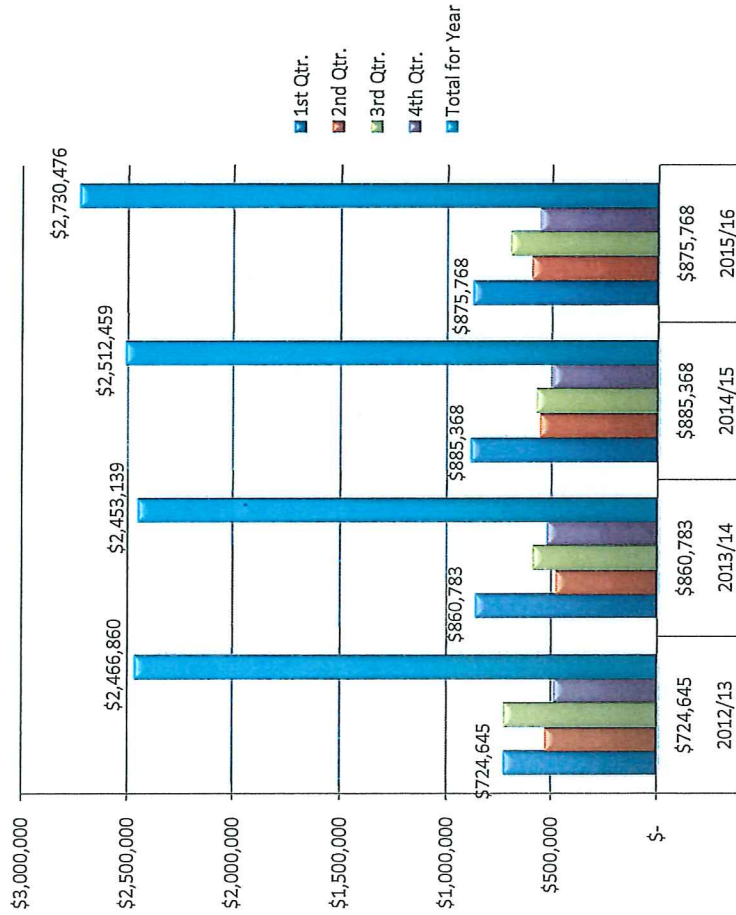
Destimetrics Reservations Activity				
	FYTD 15/16	FYTD 16/17	Change	
Occupancy	36.3%	39.2%	8.1%	
ADR (Average Daily Rate)	\$ 192	\$ 203	5.5%	
RevPAR (Rev per Available Room)	\$ 70	\$ 79	14.0%	
Occupancy 1 Mth Forecast	46.6%	47.1%	1.0%	
ADR 1 Mth Forecast	\$ 284	\$ 302	6.4%	
RevPAR 1 Mth Forecast	\$ 132	\$ 142	7.5%	
Occupancy (prior 6 months)	46.3%	48.8%	5.4%	
ADR (prior 6 months)	\$ 296	\$ 303	2.1%	
RevPAR (prior 6 months)	\$ 137	\$ 148	7.6%	
Occupancy (next 6 months)	33.9%	31.1%	-8.4%	
ADR (next 6 months)	\$ 311	\$ 352	13.1%	
RevPAR (next 6 months)	\$ 105	\$ 109	3.6%	

Infrastructure Fund Balances Held by Placer County				
	Total Chamber Membership			
as of 3/31/17 (Reported Quarterly)	June 2013	June 2014	June 2015	June 2016
FY 2015-16 Contract	\$ 4,260,134			465
FY 2016-17 Contract	\$ 3,590,801			457
Total Fund Balances	\$ 7,850,935			508
				427

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 05/31/2017				
	2015-16	2016-17	YOY % Change	
	Actuals	Forecasted		
<b>FORWARD LOOKING (2015/16)</b>				
Total Revenue Booked	\$ 3,636,936	\$ 3,556,024	-2.22%	
Forecasted Commission for this Revenue	195,213	118,715	-39.19%	
Number of Room Nights	18,914	20,312	7.39%	
Number of Tentative Bookings	74	70	-5.41%	
<b>CURRENT</b>				
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%	
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%	
Conference Revenue And Percentage by County:				
	15-16	16-17		
Placer	73%	67%		-10.23%
Washoe	20%	21%		2.73%
South Lake	6%	11%		90.14%
Nevada	1%	0%		-63.66%
Total Conference Revenue	100%	100%		-2.22%

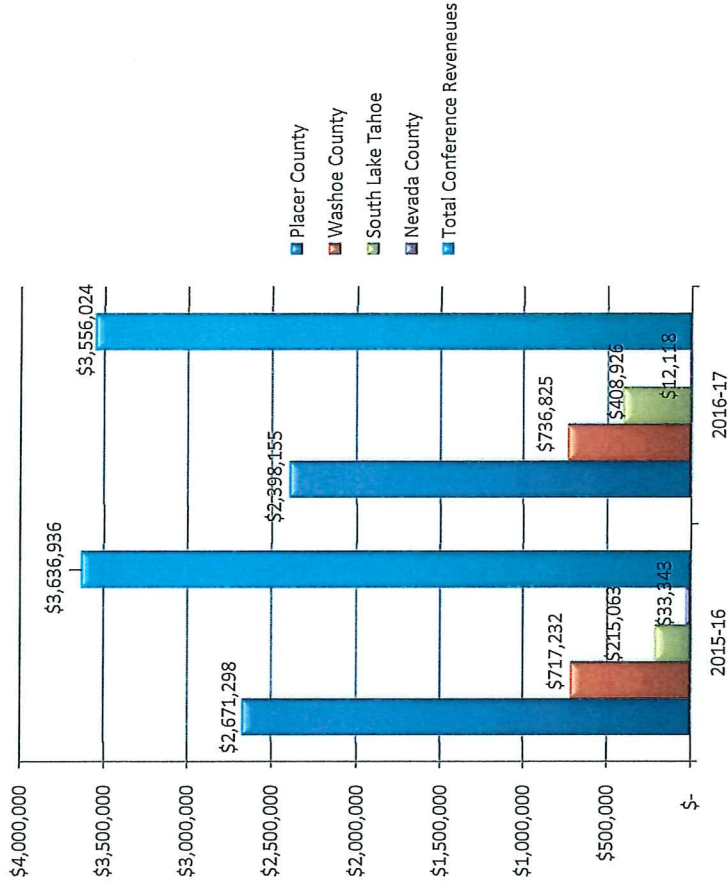


### Annual Sales Tax Revenue - Lake Tahoe (Now on Fiscal Year Basis)



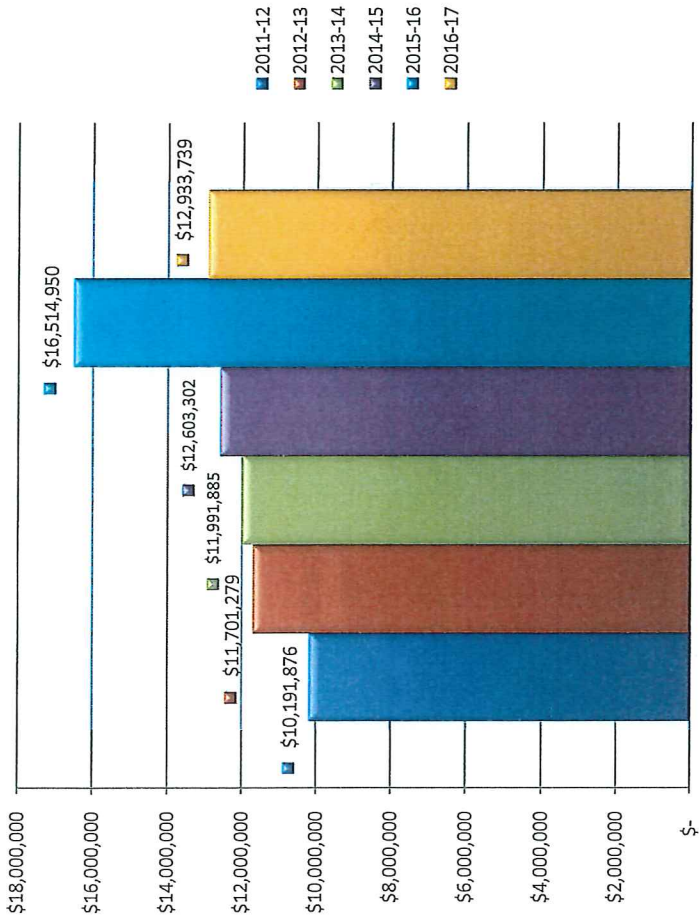
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
<b>Total</b>	<b>\$ 2,466,860</b>	<b>\$ 2,453,139</b>	<b>\$ 2,512,459</b>	<b>\$ 2,730,476</b>	

### Conference Revenue Statistics & Revenue Share by County

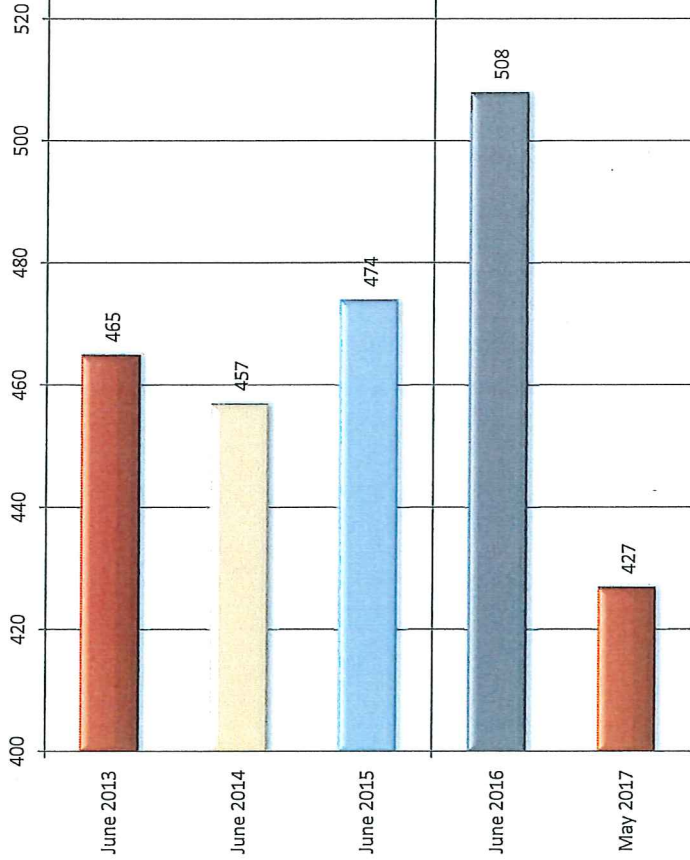


Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 05/31/2017			
	2015-16	2016-17	YOY % Change
<b>FORWARD LOOKING (2015/16)</b>	Actuals	Forecasted	
Total Revenue Booked	\$ 3,636,936	\$ 3,556,024	-2.22%
Forecasted Commission for this Revenue	199,213	118,715	-39.19%
Number of Room Nights	18,914	20,312	7.39%
Number of Tentative Bookings	74	70	-5.41%
<b>CURRENT</b>			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
Placer	\$ 2,671,298	\$ 2,398,155	-10.23%
Washoe	\$ 717,232	\$ 736,825	2.73%
South Lake	\$ 215,063	\$ 408,926	90.14%
Nevada	\$ 33,143	\$ 12,113	-63.66%
<b>Total Conference Revenue</b>	<b>\$ 3,636,936</b>	<b>\$ 3,556,024</b>	<b>-2.22%</b>

### 5-Year Annual TOT Collections (Fiscal Year Basis)



### Chamber Membership (# of Members)



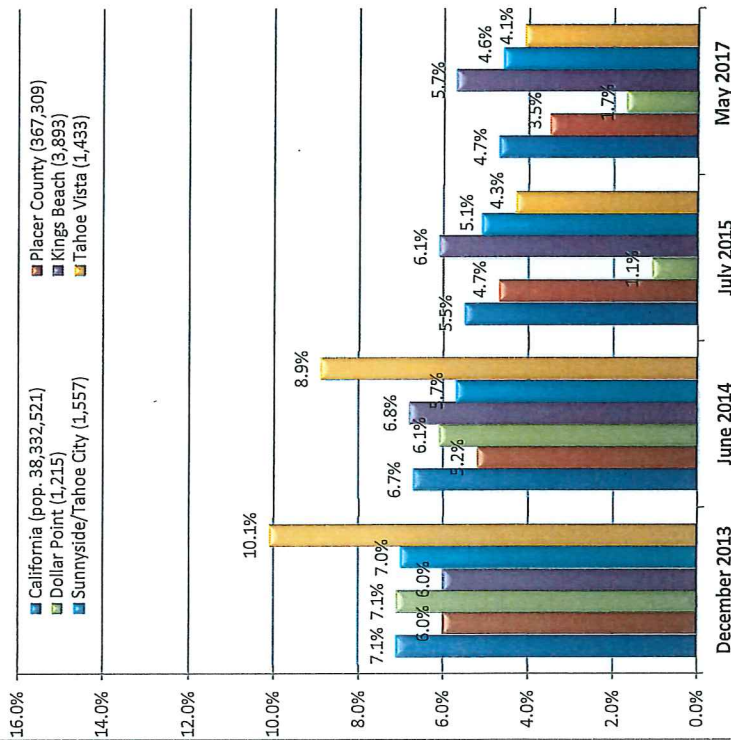
### Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru Apr 2017)

	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013-14	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885
2014-15	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302
2015-16	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950
2016-17	\$ 5,495,167	\$ 3,326,344	\$ 4,099,262	\$ 12,966	\$ 12,933,739

### Chamber Of Commerce Total Membership

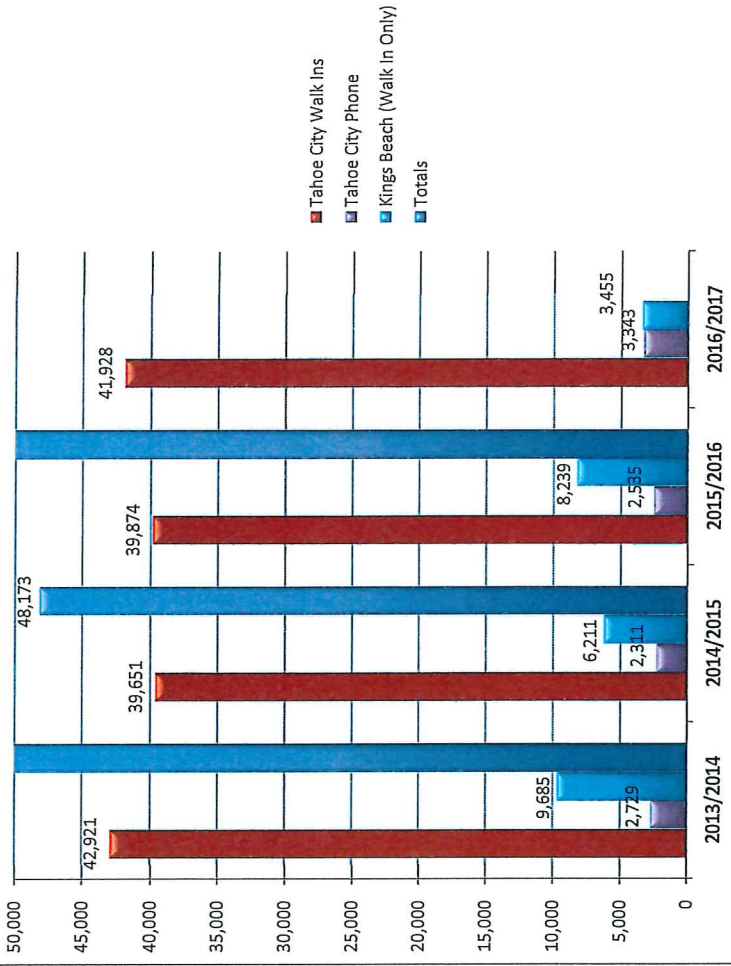
June 2013	465
June 2014	457
June 2015	474
June 2016	508
May 2017	427

### Unemployment Rates by Region



Unemployment Rates	December 2013	June 2014	July 2015	May 2017
California	7.1%	6.7%	5.5%	4.7%
Placer County	6.0%	5.2%	4.7%	3.5%
Dollar Point	7.1%	6.1%	1.1%	1.7%
Kings Beach	6.0%	6.8%	6.1%	5.7%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	4.6%
Tahoe Vista	10.1%	8.9%	4.3%	4.1%

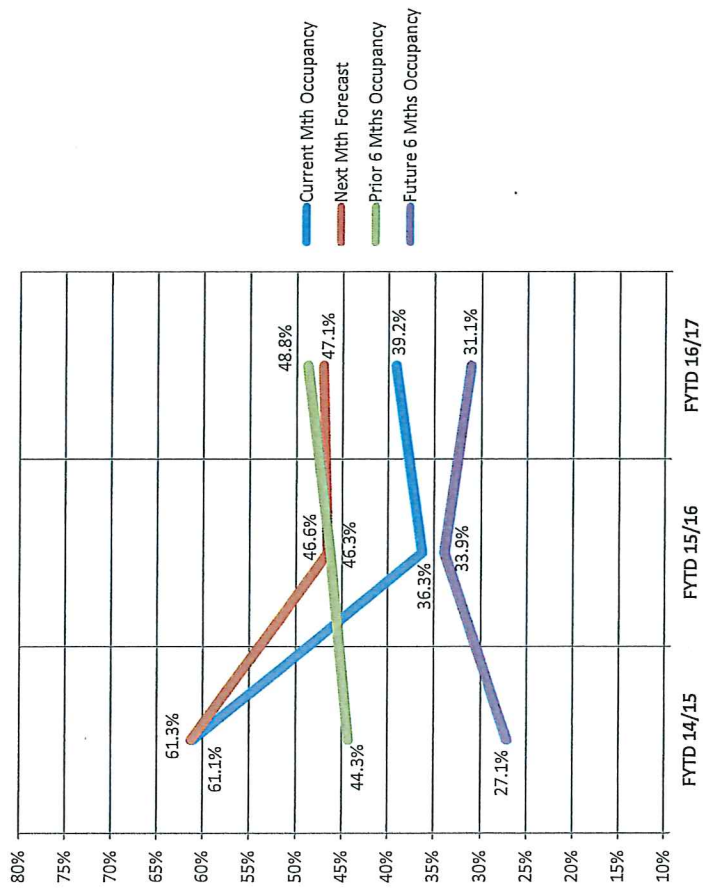
### Visitor Information - FYTD YOY



Referrals -	2013/2014		2014/2015		2015/2016		2016/2017		YOY % Change
	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals	Annual Totals		
Tahoe City -	42,921	39,651	39,874	41,928	39,874	41,928	41,928	5.15%	
Walk In	2,729	2,311	2,535	3,343	2,535	3,343	3,343	31.87%	
Phone	9,685	6,211	8,239	3,455	8,239	3,455	3,455	-58.07%	
Kings Beach (Walk In Only, Jun-Sep)									
Totals	55,335	48,173	50,648	48,726	48,726	48,726	48,726	-3.79%	

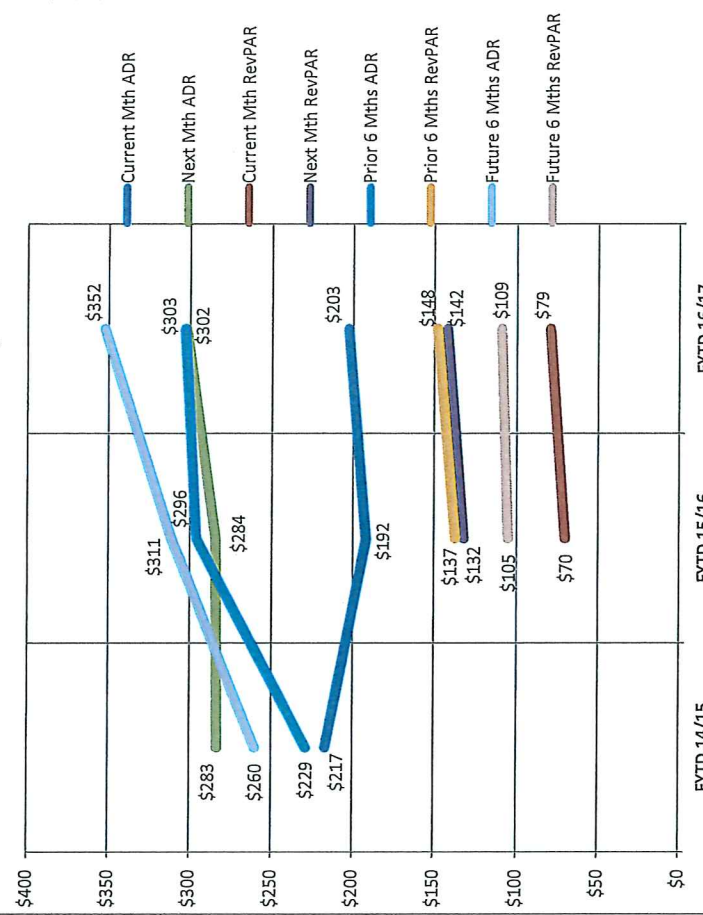


### Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
Occupancy	61.1%	36.3%	39.2%	8.1%
Occupancy 1 Mth Forecast	61.3%	46.6%	47.1%	1.0%
Occupancy (prior 6 months)	44.3%	46.3%	48.8%	5.4%
Occupancy (next 6 months)	27.1%	33.9%	31.1%	-8.4%

### Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-o-Y Change
ADR (Average Daily Rate)	\$217	\$192	\$203	5.5%
RevPAR (Rev per Available Room)	\$283	\$284	\$203	14.0%
ADR 1 Mth Forecast	\$284	\$132	\$302	6.4%
RevPAR 1 Mth Forecast	\$229	\$296	\$142	7.5%
ADR (prior 6 months)	\$229	\$137	\$303	2.1%
RevPAR (prior 6 months)	\$260	\$137	\$148	7.6%
ADR (next 6 months)	\$260	\$311	\$352	13.1%
RevPAR (next 6 months)	\$260	\$105	\$109	3.6%



# NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

## Employee Expense Report

Month\*Yr May 2017  
 Employee Sandy Evans Hall

DATE	DOC REF	VENDOR	REFERENCE	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
5.9.17	A	West Shore Market	205253	Gift Certificate for Employee of the Month - Lauren Sully	50.00		8200-00-70 ✓
5.19.17	B	Survey Monkey	200301007	Monthly Subscription 5.18.17-6.17.17	26.00		8810-00-70 ✓
5.22.17	C	Hyatt Hotels	600229	Lodging for Heather Johnston, CEO Search	393.24		5921-00-70 ✓
5.22.17	D	Hyatt Hotels	600229	Lodging for Nicole Newman	393.24		5921-00-70 ✓
5.22.17	E	Constant Contact	5917-6817	Monthly Subscription	125.00		8810-00-70 ✓
MAY	F	A Sante fitness	0012	Gym membership reimbursement		25.00	5070-00-70 ✓
5.4.17	G	Granlibakken		TMA Board Breakfast		12.00	8750-00-70 ✓
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage		See Attached Mileage Report		82.93	8700-00-70 ✓
				Mileage Reimbursed Through Payroll		(82.93)	
<b>TOTAL CREDIT CARD EXPENSES</b>							
<b>TOTAL EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b>					987.48		
						37.00	

Signed By: *Sandy Evans Hall* Approved By: \_\_\_\_\_  
 Date: 6-5-17 Date: \_\_\_\_\_

ACCOUNTING	
DATE RECEIVED <u>JUN 05 2017</u>	DATE ENTERED <u>JUN 08 2017</u>
DATE SCANNED <u>JUN 13 2017</u>	DATE SCANNED _____
CFO APPROVAL <u><i>[Signature]</i></u>	CFO APPROVAL DATE _____
CHECKED <u><i>[Signature]</i></u>	CHECKED <u>JUN 13 2017</u>





BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901  
Statement Date MAY 28, 2017  
Total Activity \$987.48

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

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

ACCOUNT SUMMARY							
SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$987.48		\$0.00		\$0.00		\$987.48

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
05-08	05-05	25247807125000567392632	WEST SHORE MARKET AND TAHOE CITY CA Tax ID: 471441305 Mer Zip: 96145	A 50.00
05-19	05-18	75418237138039643457483	SMK*SURVEYMONKEY.COM 971-2445555 CA Tran: 28839007 Tax ID: 371581003 Mer Zip: 94301 Dest Zip: 96145	B 26.00
05-22	05-19	55541867141072007192843	HYATT HOTELS LAKE TAHO INCLINE VILLANV Arrival Date: 05/18/17 Departure Date: 05/19/17 Invoice Number: 000005569 Tax ID: 112438769 Mer Zip: 89451-9305 Origin Zip: 89451-9305	C 393.24
05-22	05-20	55541867142072008164162	HYATT HOTELS LAKE TAHO INCLINE VILLANV Arrival Date: 05/19/17 Departure Date: 05/20/17 Invoice Number: 000005569 Tax ID: 112438769 Mer Zip: 89451-9305 Origin Zip: 89451-9305	D 393.24
05-23	05-22	75418237142039771230250	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: 12500 Disc: N Ext Item Amt: 125.00	E 125.00

For Customer Service, Call:  1-866-432-8161	Account Number XXXX-XXXX-0011-5901	Account Summary Purchases & Other Charges \$987.48
	Statement Date MAY 28, 2017	
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Fees \$0.00
	Disputed Amount \$0.00	Credits \$0.00
		Payments \$0.00
		Total Activity \$987.48



Employee of month <sup>A</sup>  
Lauren Sully



1780 West Lake Blvd  
Tahoe City, CA 96145  
(530) 584-2475

5/5/17 3:54 PM Receipt #: 205353  
Clerk: Cody Terminal: 02

7804736000412 Gift Card New Gift 50.00  
Card

SUBTOTAL 50.00  
TOTAL 50.00  
Credit Card 50.00  
TOTAL TENDERED 50.00

Change 0.00

Gift Card Account #####  
Bal @ 15:54 05/05/2017 = \$50.00  
Authorization # 1541

CARD INFORMATION:

Name: SANDRA EVANS HALL  
Card type: 975  
Account: 5901  
Amount: 50.00  
Approval #: 049146  
Date: 5/5/17  
Reference #: 712544163291

Thank you for shopping with us!

ASANTIF LKESIDE FITNESS  
350 W LAKE RD  
TAHOE CITY, CA 96145  
530 583 4283  
41399801044931

Merchant ID: 399801044931

Ref #: 0012

Sale

XXXXXXXXXX4200  
VISA

Entry Method: Swiped

Total \$ 65.00

05/26/17 06:38:40  
Inv #: 000001 Appr Code: 05233C  
Transaction ID: 587146491203544  
Apprvd: Online Batch#: 000799

CUSTOMER COPY

THANK YOU

TMA Board Meeting Breakfast Receipts

Date: 5-4-17

Member: Sandra Hall

Amount: 12.00

Signed: Sandra Hall



### Invoice #28839007

May 18, 2017

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

Description	Billing Period	Price	Months	Amount
Select Monthly Plan	May 18, 2017 - Jun 17, 2017 ✓	\$26	1	\$26
				<b>Total: \$26</b> ✓

**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  
May 18, 2017 6:16:00 PM (UTC).

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

(B)

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



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Hyatt Regency Lake Tahoe  
Resort, Spa and Casino  
111 Country Club Drive  
Incline Village, NV 89451  
TEL: (775) 832-1234  
FAX: (775) 831-2171  
[www.laketahoe.hyatt.com](http://www.laketahoe.hyatt.com)

INVOICE

Guest Johnston, Heather  
Payee SANDRA EVANS HALL  
United States

*SEH  
CEO Search*

Room No. 0929  
Arrival 05-17-17  
Departure 05-19-17  
Page No. 1 of 1  
Folio Window 2  
Folio No. 606228

Confirmation No. 4289158301  
Group Name

Date	Description	Charges	Credits
05-17-17	Package Room	149.00	
05-17-17	Occupancy Tax	19.37	
05-17-17	Resort Fee	25.00	
05-17-17	Occupancy Resort Tax	3.25	
05-18-17	Package Room	149.00	
05-18-17	Occupancy Tax	19.37	
05-18-17	Resort Fee	25.00	
05-18-17	Occupancy Resort Tax	3.25	
05-19-17	Master Card		393.24
	XXXXXXXXXXXX5901 XX/XX		
<b>Total</b>		393.24	393.24 ✓

Guest Signature

**Balance**

0.00

I agree that my liability for this bill is not waived and I agree to be held personally liable in the event that the indicated person, company or association fails to pay for any part or the full amount of these charges.

**WE HOPE YOU ENJOYED YOUR STAY WITH US!**

**World of Hyatt Summary**

No Membership to be credited

Join World of Hyatt today and start earning points for stays, dining and more. Visit [www.worldofhyatt.com](http://www.worldofhyatt.com)

For inquiries concerning your bill please call 888-588-4384

If you have any feedback regarding your stay, please let us know. Simply contact [tblt.qualityassurance@hyatt.com](mailto:tblt.qualityassurance@hyatt.com)

We want to ensure you had a great experience!



D

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FAX: (775) 831-2171  
[www.laketahoe.hyatt.com](http://www.laketahoe.hyatt.com)

INVOICE

Guest Newman, Nicole  
Payee SANDRA EVANS HALL  
United States

*SEH  
CEO Search*

Room No. 0246  
Arrival 05-18-17  
Departure 05-20-17  
Page No. 1 of 1  
Folio Window 2  
Folio No. 606518

Confirmation No. 4289175201  
Group Name

Date	Description	Charges	Credits
05-18-17	Package Room	149.00	
05-18-17	Occupancy Tax	19.37	
05-18-17	Resort Fee	25.00	
05-18-17	Occupancy Resort Tax	3.25	
05-19-17	Package Room	149.00	
05-19-17	Occupancy Tax	19.37	
05-19-17	Resort Fee	25.00	
05-19-17	Occupancy Resort Tax	3.25	
05-20-17	Master Card		393.24
	XXXXXXXXXXXX5901 XX/XX		
<b>Total</b>		<b>393.24</b>	<b>393.24</b>

Guest Signature

**Balance** 0.00

I agree that my liability for this bill is not waived and I agree to be held personally liable in the event that the indicated person, company or association fails to pay for any part or the full amount of these charges.

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We want to ensure you had a great experience!



[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: 06/08/2017  
User Name: nltra1*

**Payments from 05/09/2017 to 06/08/2017**

<b>Date</b>	<b>Description</b>	<b>Charge Amount</b>	<b>Credit Amount</b>
05/22/2017	Payment - Credit Card - 5901		\$125.00 USD

**Billing questions? [Contact Support](#)**

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

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