

Monday, April 30, 2018 at 3:00 P.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – 3:08 pm, quorum established (5)
- B. Roll Call:
 - In Attendance: Christy Beck - Board Member, Jim Phelan
 - By Phone: David Brown, Mike Salmon, Erin Casey - County
 - Staff: Cindy Gustafson, Daphne Lange, Bonnie Bavetta (consultant)
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
 - **MOTION** to approve agenda – Jim Phelan; Second - David Brown; Motion passed 5-0.
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve minutes of March 26, 2018 meeting; David Brown – moved, Mike Salmon – second, approved 4-0-1 (Jim Phelan, abstained)
 - **MOTION** to approve minutes of April 3, 2018 meeting; Mike Salmon – moved, David Brown – second, approved 4-0-1 (Jim Phelan, abstained)
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Financial reports through March 31, 2018 discussed
 - **Review Staff Action Items** – No updates to prior action items. Action items to be addressed in June 2018
- G. Approval of March 2018 Financials
 - **MOTION** to approve March 31, 2018 financials; Jim Phelan – moved, Mike Salmon – second, approved 5-0-0
- H. Review of 3rd Quarter Marketing Cooperative Financials
 - Presentation of 3rd Quarter Marketing Cooperative financial reports
- I. 2019 Budget & Scope of Work Discussion
 - Cindy Gustafson discussed plan for scope of work and budget development
 - Budget draft to be sent to Finance Committee members for discussion at the May committee meeting
- J. Supplemental Information
 - Review and discussion of the March 2018 Dashboard Report
- K. Approval of CEO Expenses for March 2018
 - **MOTION** to approve – Mike Salmon. Second – David Brown, Motion passed 5-0-0
- L. **AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING** – No input
- M. **NEXT MEETING DATE** – May 29, 2018 3:00pm
- N. **COMMITTEE MEMBER COMMENTS**- No comments
- O. **ADJOURN** -3:45p.m.



north lake tahoe

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Finance Committee Staff Report

Date: 5/29/18

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

From: Bonnie Bavetta

RE: Financial Reports for April 30, 2018

Summary of NLTRA financial results at April 30, 2018:

- Cash balance on 4/30/18 of \$965,000 was 7% or \$66,000 greater than prior year at April 30 due largely to timing of payments on payables.
- Accounts receivable related to sales commissions totaled \$28,000, \$9,000 higher than prior year. The balance is comprised of 12 receivables from local resorts that individually range from \$330 to \$6,000 and, although over 90 days, all are considered collectable.
- Membership accounts receivable totaled \$28,000, of which \$22,000 were reflected on the balance sheet due to the revised accounting of these receivables, was in-line with prior year. Accounts receivable – Other of \$30,000 reflected revenues from the Awards Dinner that were received in May.
- Retail inventory of \$29,000 was down 13% or \$4,000 from prior year.
- Prepaid expenses of \$12,000 were up from \$5,000 in prior year due to the addition of three prepaid annual and multi-year marketing services.
- Accounts payable of \$174,000 and credit card balances of \$7,000 were up \$138,000 from prior year due to timing. The total includes the April monthly payment of \$85,500 due to NLT Marketing Cooperative, and \$17,000 due for expenses related to the Awards Dinner.
- Wages and related payables of \$207,000 were up \$53,000 or 34% from prior year due to a delay in posting of incentive and PTO accruals in prior year.
- YTD consolidated net income of \$251,000 for the ten months ending April 30 was \$38,000 or 13% less than prior year, and \$275,000 better than budget. Consolidated YTD revenue of \$3.5 million (including \$3.1 million of County funding) was \$62,000 less than budget (adjusted for Autumn Food & Wine), primarily a result of a \$53,000 shortfall in commission revenue and a \$14,000 shortfall in membership dues, offset partially by an \$8,000 increase in Awards Dinner revenues. YTD expenses were \$340,000 less than budget largely due to Marketing expenses under budget by \$244,000 or 11% (adjusted for Autumn Food & Wine), Conference expense under budget by \$26,000 or 8%, VIC under budget \$39,000 or 11%, Transportation and Infrastructure under budget \$22,000 or 34%.

- Membership cash position as of April 30, 2018:

<u>Membership Earnings</u>		
BOY Retained earnings (1)	\$	(8,754)
YTD Membership Earnings		<u>(6,787)</u>
Cumulative Membership Earnings	\$	(15,541)
 <u>Cash Available for Membership Use</u>		
Deferred Revenue (accts 2400-60 & 2500)	\$	64,912
Less: Accounts Receivable (net of allow for doubtful)		(17,432)
Accrued Incentives		8,360
Accrued PTO		581
		<hr/>
	\$	56,421
 Surplus of Cash over Membership Losses	\$	 40,880

(1) Solely attributable to Membership Activities

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

Action requested: Approval of the April 30, 2018 Financial Statements.



MEMO

To: NLTRA Finance Committee

Cc: File

From: Bonnie Bavetta

Date: May 29, 2018

Re: Staff Action Items

No updates to open items since last committee meeting. All items will be studied, with the plan to have them all completed before the June committee meeting.

Staff Action Items that Remain Open:

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

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

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

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

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

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

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

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

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

North Lake Tahoe Resort Association

Balance Sheet

As of April 30, 2018

	Apr 30, 18	Apr 30, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	536	890	(353)	(40)%
1003-00 · Cash - Operations BOTW #6712	688,153	614,791	73,362	12%
1007-00 · Cash - Payroll BOTW #7421	6,865	2,711	4,154	153%
1008-00 · Marketing Reserve - Plumas	50,156	50,081	75	0%
1009-00 · Cash Flow Reserve - Plumas	100,416	100,215	201	0%
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%
1080-00 · Special Events BOTW #1626	89,686	99,917	(10,231)	(10)%
10950 · Cash in Drawer	155	878	(723)	(82)%
Total Checking/Savings	965,548	899,063	66,486	7%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	17,319	18,385	(1,066)	(6)%
1210-00 · A/R - Sales Estimates	10,469	0	10,469	100%
Total Accounts Receivable	27,788	18,385	9,403	51%
Other Current Assets				
1200-99 · AR Other	2,589	1,614	975	60%
12000 · Undeposited Funds	892	1,880	(988)	(53)%
1201-00 · WebLink Accounts Receivable				
1201-01 · WebLink AR - Member Dues	21,790	0	21,790	100%
1201-00 · WebLink Accounts Receivable - Other	29,665	28,095	1,570	6%
Total 1201-00 · WebLink Accounts Receivable	51,455	28,095	23,360	83%
1201-02 · Allowance for Doubtful Accounts	(4,358)	(3,155)	(1,203)	(38)%
12100 · Inventory Asset	28,848	33,071	(4,222)	(13)%
1299 · Receivable from NLTCM	7,936	0	7,936	100%
1490-00 · Security Deposits	650	50	600	1,200%
Total Other Current Assets	88,013	61,555	26,458	43%
Total Current Assets	1,081,349	979,003	102,347	11%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%
1740-00 · Computer Equipment	9,964	43,766	(33,803)	(77)%
1741-00 · Accum. Depr. - Computer Equip	(8,368)	(42,891)	34,523	81%
1750-00 · Computer Software	21,520	40,080	(18,560)	(46)%
1751-00 · Accum. Amort. - Software	(18,182)	(34,969)	16,787	48%
1770-00 · Leasehold Improvements	24,284	24,284	0	0%
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,234)	(50)	(0)%
Total Fixed Assets	4,934	6,036	(1,102)	(18)%
Other Assets				
1400-00 · Prepaid Expenses				
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%
1400-00 · Prepaid Expenses - Other	11,031	5,576	5,455	98%
Total 1400-00 · Prepaid Expenses	12,031	6,576	5,455	83%
Total Other Assets	12,031	6,576	5,455	83%
TOTAL ASSETS	1,098,314	991,614	106,700	11%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	153,915	38,618	115,297	299%
2001-00 · Credit Card Payable	0	520	(520)	(100)%
Total Accounts Payable	153,915	39,138	114,777	293%
Credit Cards				
2080-00 · Bank of the West - Master Cards				

Balance Sheet

As of April 30, 2018

	Apr 30, 18	Apr 30, 17	\$ Change	% Change
2080-01 · MC_5901_Hall	0	196	(196)	(100)%
2080-02 · MC_6765_Jason	15	0	15	100%
2080-04 · MC_5968_Ronald	422	0	422	100%
2080-05 · MC_2107_Greg	0	917	(917)	(100)%
2080-08 · MC_5755_John	0	241	(241)	(100)%
2080-10 · MC_9495_AI	798	288	510	177%
2080-11 · MC_3978_Amber	2,665	0	2,665	100%
2080-12 · MC_3960_Natalie	0	1,514	(1,514)	(100)%
2080-13 · MC_6903_Cindy	2,699	0	2,699	100%
2080-14 · MC_6193_Daphne	58	0	58	100%
Total 2080-00 · Bank of the West - Master Cards	6,657	3,157	3,499	111%
Total Credit Cards	6,657	3,157	3,499	111%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973	35,719	3,254	9%
2101-00 · Incentive Payable	81,447	45,337	36,110	80%
2102-00 · Commissions Payable	7,135	8,404	(1,269)	(15)%
2120-00 · Empl. Federal Tax Payable	3,118	2,889	229	8%
2175-00 · 401 (k) Plan	1,559	1,104	454	41%
2180-00 · Estimated PTO Liability	74,725	60,649	14,077	23%
Total 21000 · Salaries/Wages/Payroll Liabilit	206,958	154,102	52,856	34%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	1,396	1,090	306	28%
Total 2190-00 · Sales and Use Tax Payable	1,396	1,090	306	28%
2250-00 · Accrued Expenses	1,600	0	1,600	515,968%
2400-60 · Deferred Revenue- Member Dues	64,912	75,278	(10,366)	(14)%
2500-00 · Deferred Revenue - TMBC	909	0	909	100%
2651-00 · Deferred Rev - Conference	1,833	1,283	550	43%
2800-00 · Suspense	1,561	727	834	115%
2900-00 · Due To/From County of Placer	8,881	0	8,881	100%
Total Other Current Liabilities	288,049	232,480	55,569	24%
Total Current Liabilities	448,620	274,775	173,845	63%
Total Liabilities	448,620	274,775	173,845	63%
Equity				
32000 · Unrestricted Net Assets	(8,754)	22,636	(31,390)	(139)%
3300-11 · Designated Marketing Reserve	256,830	254,325	2,506	1%
3301 · Cash Flow Reserve	100,048	100,167	(119)	(0)%
3302 · Marketing Cash Reserve	50,018	50,063	(44)	(0)%
Net Income	251,551	289,649	(38,097)	(13)%
Total Equity	649,694	716,839	(67,145)	(9)%
TOTAL LIABILITIES & EQUITY	1,098,314	991,614	106,700	11%

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Destination Tahoe Meetings & Events	0	0	0	0	550	550
DSC (Destination Services Corporation)	0	0	0	0	550	550
Edgewood Tahoe	0	514	0	0	0	514
Hampton Inn & Suites	0	0	0	0	2,026	2,026
Hard Rock Hotel & Casino Lake Tahoe	545	0	0	0	0	545
Harrah's/Harveys Casino	0	0	0	0	712	712
Hotel Becket	0	0	0	0	550	550
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0	0	0	0	0	0
North Lake Tahoe Marketing Cooperative	0	400	0	0	0	400
North Tahoe Paddle	0	0	0	0	400	400
Northstar California	0	0	0	0	6,395	6,395
Resort at Squaw Creek*	0	0	0	0	2,517	2,517
Ritz-Carlton Lake Tahoe	0	0	0	0	1,279	1,279
Sales Estimates	0	0	0	0	10,469	10,469
Squaw Valley Lodge Granite Peak Mgmt	0	0	0	0	333	333
Tahoe City Inn	0	0	0	0	0	0
The Ridge Tahoe	0	0	0	0	550	550
The Village at Squaw Valley	0	0	0	0	0	0
TOTAL	545	914	0	0	26,330	27,788

Accounts Receivable Summary

Invoices With Apply Dates Through April 30, 2018

Aged as of Monday, April 30, 2018

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	0.00	0.00	0.00	0.00
Community Awards 2018- Employee Award		0.00	280.00	0.00	0.00	0.00	0.00	280.00
Community Awards 2018- Employee Spous		0.00	65.00	0.00	0.00	0.00	0.00	65.00
Community Awards 2018- Golden Spotlight		0.00	4,800.00	0.00	0.00	0.00	0.00	4,800.00
Community Awards 2018- Luminary Award		0.00	2,400.00	800.00	0.00	0.00	0.00	3,200.00
Community Awards 2018- Silver Beacon Sp		0.00	700.00	0.00	0.00	0.00	0.00	700.00
Community Awards 2018- Table of 8		0.00	1,360.00	0.00	0.00	0.00	0.00	1,360.00
Community Awards 2018- Ticket		0.00	510.00	255.00	0.00	0.00	0.00	765.00
Community Awards 2018- Volunteer Award		0.00	120.00	0.00	0.00	0.00	0.00	120.00
Dues		0.00	6,065.00	955.00	1,100.00	18,550.00	1,045.00	27,715.00
Live Auction- Awards Dinner		0.00	1,400.00	0.00	0.00	0.00	0.00	1,400.00
TMBC - Annual		0.00	0.00	0.00	0.00	315.00	0.00	315.00
TMBC - Ticket		0.00	30.00	0.00	0.00	0.00	0.00	30.00
TMBC Sponsorships		0.00	500.00	0.00	0.00	0.00	0.00	500.00
Total Open Invoices		0.00	18,230.00	2,010.00	1,100.00	18,865.00	1,045.00	41,250.00

Unapplied Payments With Payment Dates Prior to and Including 04/30/2018

15.00

Pre-Payments: Payments Made Prior to 04/30/2018 on Invoices With Apply Dates After 04/30/2018

Total Pre-Payments

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

41,235.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of April 30, 2018

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0	0	0	0	(35)	(35)
ADP	113	0	0	0	0	113
Airport Self Storage	314	0	0	0	0	314
Alpen Sierra Coffee Roasting Company, Inc	145	0	0	0	0	145
Alpine Lock & Key, Inc.	0	290	0	0	0	290
Amber Burke	75	139	0	0	0	214
Anne-Karin Atwood*	57	0	0	0	0	57
Annie's Cleaning Service	550	700	0	0	0	1,250
AT & T*	493	0	0	0	0	493
Aurora World, Inc.	0	0	0	0	(352)	(352)
Barb Kallestad	48	0	0	0	0	48
Bill Stevenson	319	0	0	0	0	319
Bonnie L Bavetta	6,431	0	0	0	0	6,431
Cash*	500	0	0	0	0	500
Chris Werfel	10	17	0	0	0	27
Cindy Gustafson	120	128	0	291	0	539
Cintas Corporation #623	392	0	0	0	0	392
CoPower	0	159	0	0	0	159
Crystal Range Associates	585	0	0	0	0	585
Dawn Teran	22	28	0	0	0	50
Deinken Interactive	0	499	0	0	0	499
Dorfman Pacific Co.	505	0	0	0	0	505
Emily Detwiler*	310	0	0	0	0	310
FedEx	23	0	0	0	0	23
FP Mailing Solutions	0	170	0	0	(0)	170
Generikal Design	0	53	0	0	0	53
Geo-Tourism Specialties	1,795	57	0	0	0	1,852
Granlibakken Management Company, Ltd.	0	16,681	648	0	0	17,329
Impact Telecom - TNCI	0	39	0	0	0	39
Independent Technologies	2,400	0	0	0	0	2,400
InfiniSource Benefits	140	0	72	0	0	212
Intention Advertising	127	0	0	0	0	127
Jason Neary	25	25	0	0	0	50
Kym Fabel	68	62	0	0	0	130
Lake Tahoe Summit Classic	0	5,000	0	0	0	5,000
Lauren Sully	168	28	0	0	0	196
Liberty Utilities*	0	450	0	0	0	450
Linda Williams*	0	17	0	0	0	17
McClintock Accountancy	0	919	0	0	0	919
North Lake Tahoe Marketing Co-op	0	85,500	0	0	0	85,500
Peter Spain*	144	0	0	0	0	144
Porter Simon*	940	480	0	0	0	1,420
Principal Financial Group	0	0	0	0	364	364
Print Art/Sierra Mail*	656	754	0	0	365	1,774
Reno eNVy	0	150	0	0	0	150
Ricoh USA	1,132	1,108	33	0	0	2,273
Rock & Rose Inc.	0	2,152	0	0	0	2,152
Ron Treabess	96	47	0	0	0	143
Russ Viehmann Electric	0	294	0	0	0	294
Sean Perkins	200	0	0	0	0	200
Security Lock and Alarm, Inc.	0	142	0	0	0	142
SF Notes Haus Maus	390	0	0	0	0	390
Sierra Essentials	366	0	0	0	0	366
Sierra Nevada Ad Partners	550	0	0	0	0	550
Sierra State Parks Foundation*	0	169	0	0	0	169
Silent Auction Pro	0	1,082	0	0	0	1,082
Southwest Gas Corporation*	80	0	0	0	0	80
Spectrum	0	0	0	42	(42)	0
Sprint	73	0	0	0	0	73
Squaw Valley Resort*	0	5,000	0	0	0	5,000
Stormtech USA Inc	0	1,093	0	0	0	1,093
Swigard's True Value Hardware, Inc.*	0	63	0	0	0	63
Tahoe Art Haus & Cinema	85	0	0	0	0	85
Tahoe Basics	228	0	0	0	(198)	30
Tahoe City Public Utility District*	0	1,040	0	0	0	1,040
Tahoe House, Inc.*	89	50	0	0	0	139
Tahoe Teas	0	266	0	0	0	266
Tahoe Truckee Sierra Disposal*	226	0	0	0	0	226
The Abbi Agency, Inc.	467	0	0	0	0	467

North Lake Tahoe Resort Association
A/P Aging Summary
As of April 30, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
The Office Boss*	87	0	0	0	0	87
The Store...Copies and More	0	13	235	0	0	248
Tim Houserman	58	0	0	0	0	58
Tim Schroeder	64	0	0	0	0	64
Truckee Donner Chamber of Commerce*	0	0	0	0	5,101	5,101
Uline	254	0	0	0	0	254
USPS - Tahoe City	0	0	225	0	0	225
Wholesale Resort Accessories, Inc.	269	108	0	0	22	399
YIG Administration	0	(8)	0	0	(9)	(17)
TOTAL	<u>22,188</u>	<u>124,965</u>	<u>1,213</u>	<u>333</u>	<u>5,216</u>	<u>153,915</u>

North Lake Tahoe Resort Association
Profit & Loss
April 2018

	Apr 18	Apr 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	301,181	314,665	(13,484)	(4)%
4200-00 · Membership Dues	10,147	12,018	(1,872)	(16)%
4205-00 · Conference Dues	917	642	275	43%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	18,522	0	18,522	100%
4250-05 · Sponsorships	12,440	0	12,440	100%
4250-01 · Community Awards - Other	18,190	9,235	8,955	97%
Total 4250-01 · Community Awards	49,152	9,235	39,917	432%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	500	0	500	100%
4251-00 · Tues AM Breakfast Club - Other	794	570	224	39%
Total 4251-00 · Tues AM Breakfast Club	1,294	570	724	127%
4250-00 · Revenues-Membership Activities - Other	0	3,250	(3,250)	(100)%
Total 4250-00 · Revenues-Membership Activities	50,446	13,055	37,391	286%
4252-00 · Sponsorships	0	2,950	(2,950)	(100)%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	545	(2,371)	2,915	123%
4600-00 · Commissions - Other	(0)	4,377	(4,377)	(100)%
Total 4600-00 · Commissions	545	2,007	(1,462)	(73)%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	485	40	445	1,113%
46000 · Merchandise Sales - Other	6,804	8,921	(2,117)	(24)%
Total 46000 · Merchandise Sales	7,289	8,961	(1,672)	(19)%
Total Income	370,524	354,298	16,226	5%
Gross Profit	370,524	354,298	16,226	5%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	921	0	921	100%
5020-00 · P/R - Tax Expense	6,763	5,662	1,101	19%
5030-00 · P/R - Health Insurance Expense	4,524	10,321	(5,797)	(56)%
5040-00 · P/R - Workmans Comp	1,499	977	522	54%
5060-00 · 401 (k)	2,581	2,694	(113)	(4)%
5070-00 · Other Benefits and Expenses	303	237	67	28%
5000-00 · Salaries & Wages - Other	99,875	97,436	2,439	3%
Total 5000-00 · Salaries & Wages	116,466	117,326	(860)	(1)%
5100-00 · Rent				
5110-00 · Utilities	898	1,032	(134)	(13)%
5140-00 · Repairs & Maintenance	1,435	2,291	(856)	(37)%
5150-00 · Office - Cleaning	550	700	(150)	(21)%
5100-00 · Rent - Other	12,480	12,169	311	3%
Total 5100-00 · Rent	15,363	16,192	(829)	(5)%
5310-00 · Telephone				
5320-00 · Telephone	2,178	2,252	(75)	(3)%
Total 5310-00 · Telephone	2,178	2,252	(75)	(3)%
5420-00 · Mail - USPS	35	0	35	100%
5510-00 · Insurance/Bonding	264	264	(0)	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	0	198	(198)	(100)%
5520-00 · Supplies - Other	866	936	(70)	(8)%
Total 5520-00 · Supplies	866	1,134	(268)	(24)%
5610-00 · Depreciation	216	233	(17)	(7)%

Profit & Loss

April 2018

	Apr 18	Apr 17	\$ Change	% Change
5700-00 · Equipment Support & Maintenance	3,610	1,343	2,267	169%
5710-00 · Taxes, Licenses & Fees	1,197	498	699	140%
5740-00 · Equipment Rental/Leasing	1,132	724	408	56%
5815 · Training Video Series	0	506	(506)	(100)%
5850-00 · Artist of Month - Commissions	319	0	319	100%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940	0	940	100%
5920-00 · Professional Fees - Accountant	5,353	0	5,353	100%
5921-00 · Professional Fees - Other	6,431	11,667	(5,236)	(45)%
Total 5900-00 · Professional Fees	12,724	11,667	1,057	9%
5941-00 · Research & Planning	0	2,952	(2,952)	(100)%
6420-00 · Events				
6420-01 · Sponsorships				
6421-04 · Broken Arrow Skyrace	0	10,000	(10,000)	(100)%
6421-05 · No Barriers	0	8,400	(8,400)	(100)%
6421-10 · WinterWonderGrass - Tahoe	655	0	655	100%
Total 6420-01 · Sponsorships	655	18,400	(17,745)	(96)%
6421-00 · New Event Development	5,145	917	4,228	461%
Total 6420-00 · Events	5,800	19,317	(13,518)	(70)%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	23,897	2,617	21,280	813%
6437-00 · Tuesday Morning Breakfast Club	1,324	716	609	85%
6442-00 · Public Relations/Website	291	0	291	100%
6444-00 · Trades	1,100	1,045	55	5%
6423-00 · Membership Activities - Other	0	277	(277)	(100)%
Total 6423-00 · Membership Activities	26,613	4,654	21,958	472%
6730-00 · Marketing Cooperative/Media	85,500	63,250	22,250	35%
6742-00 · Non-NLT Co-Op Marketing Program	2,204	428	1,777	415%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	482	175	307	175%
Total 6743-00 · BACC Marketing Programs	482	175	307	175%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	658	156	502	321%
52500 · Purchase Discounts	(191)	0	(191)	(100)%
59900 · POS Inventory Adjustments	(1)	558	(559)	(100)%
8100-00 · Cost of Goods Sold - Other	4,130	4,807	(677)	(14)%
Total 8100-00 · Cost of Goods Sold	4,595	5,521	(925)	(17)%
8200-00 · Associate Relations	0	50	(50)	(100)%
8300-00 · Board Functions	297	62	235	382%
8500-00 · Credit Card Fees	389	544	(155)	(29)%
8700-00 · Automobile Expenses	447	642	(196)	(31)%
8750-00 · Meals/Meetings	123	812	(689)	(85)%
8810-00 · Dues & Subscriptions	350	973	(624)	(64)%
8910-00 · Travel	0	(30)	30	100%
8920-00 · Bad Debt	651	3,305	(2,654)	(80)%
Total Expense	281,820	254,796	27,024	11%
Net Ordinary Income	88,704	99,502	(10,798)	(11)%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	0	23	100%
Total Other Income	23	0	23	100%
Net Other Income	23	0	23	100%
Net Income	88,727	99,502	(10,776)	(11)%

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

Accrual Basis

April 2018

	11 - Marketing	30 - Conference	42 - VIC	51 - TMPI	60 - Membership	70 - Administra...	TOTAL
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,325	27,317	43,136	3,403	0	0	301,181
4200-00 · Membership Dues	0	0	0	0	10,147	0	10,147
4205-00 · Conference Dues	0	917	0	0	0	0	917
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	18,522	0	18,522
4250-05 · Sponsorships	0	0	0	0	12,440	0	12,440
4250-01 · Community Awards - Other	0	0	0	0	18,190	0	18,190
Total 4250-01 · Community Awards	0	0	0	0	49,152	0	49,152
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	500	0	500
4251-00 · Tues AM Breakfast Club - Other	0	0	0	0	794	0	794
Total 4251-00 · Tues AM Breakfast Club	0	0	0	0	1,294	0	1,294
Total 4250-00 · Revenues-Membership Activities	0	0	0	0	50,446	0	50,446
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	545	0	0	0	0	545
4600-00 · Commissions - Other	0	(0)	0	0	0	0	(0)
Total 4600-00 · Commissions	0	545	0	0	0	0	545
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	0	485	0	0	0	485
46000 · Merchandise Sales - Other	0	0	6,804	0	0	0	6,804
Total 46000 · Merchandise Sales	0	0	7,289	0	0	0	7,289
Total Income	227,325	28,778	50,425	3,403	60,593	0	370,524
Gross Profit	227,325	28,778	50,425	3,403	60,593	0	370,524
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	0	0	0	(1,375)	0	0
5010-00 · Sales Commissions	0	921	0	0	0	0	921
5020-00 · P/R - Tax Expense	1,492	807	674	0	218	3,572	6,763
5030-00 · P/R - Health Insurance Expense	1,702	1,277	173	0	276	1,096	4,524
5040-00 · P/R - Workmans Comp	225	183	669	12	71	339	1,499
5060-00 · 401 (k)	805	431	319	52	116	858	2,581
5070-00 · Other Benefits and Expenses	61	42	42	0	3	155	303
5000-00 · Salaries & Wages - Other	23,461	11,441	8,953	1,574	3,768	50,677	99,875
Total 5000-00 · Salaries & Wages	29,122	15,103	10,829	1,638	3,077	56,697	116,466
5100-00 · Rent							
5110-00 · Utilities	129	64	544	5	18	139	898
5140-00 · Repairs & Maintenance	178	89	578	6	24	558	1,435
5150-00 · Office - Cleaning	183	92	46	6	25	198	550
5100-00 · Rent - Other	2,083	1,000	6,500	70	358	2,469	12,480
Total 5100-00 · Rent	2,573	1,245	7,668	87	425	3,364	15,363
5310-00 · Telephone							
5320-00 · Telephone	368	128	662	34	129	857	2,178
Total 5310-00 · Telephone	368	128	662	34	129	857	2,178
5420-00 · Mail - USPS	23	0	0	0	0	12	35
5510-00 · Insurance/Bonding	50	17	88	5	19	86	264
5520-00 · Supplies	93	33	247	2	9	481	866
5610-00 · Depreciation	16	6	131	0	5	58	216
5700-00 · Equipment Support & Maintenance	420	60	90	4	17	3,019	3,610
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	1,197	1,197
5740-00 · Equipment Rental/Leasing	277	122	245	33	166	288	1,132
5850-00 · Artist of Month - Commissions	0	0	319	0	0	0	319
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	0	0	940	940
5920-00 · Professional Fees - Accountant	0	0	0	0	0	5,353	5,353
5921-00 · Professional Fees - Other	0	0	0	0	0	6,431	6,431
Total 5900-00 · Professional Fees	0	0	0	0	0	12,724	12,724
6420-00 · Events							
6420-01 · Sponsorships							
6421-10 · WinterWonderGrass - Tahoe	655	0	0	0	0	0	655
Total 6420-01 · Sponsorships	655	0	0	0	0	0	655
6421-00 · New Event Development	5,145	0	0	0	0	0	5,145
Total 6420-00 · Events	5,800	0	0	0	0	0	5,800
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	23,897	0	23,897
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	1,324	0	1,324
6442-00 · Public Relations/Website	0	0	0	0	291	0	291
6444-00 · Trades	0	0	0	0	1,100	0	1,100
Total 6423-00 · Membership Activities	0	0	0	0	26,613	0	26,613
6730-00 · Marketing Cooperative/Media	76,333	9,167	0	0	0	0	85,500

North Lake Tahoe Resort Association
Profit & Loss by Class

April 2018

	11 - Marketing	30 - Conference	42 - VIC	51 - TMPI	60 - Membership	70 - Administra...	TOTAL
6742-00 · Non-NLT Co-Op Marketing Program	2,054	0	150	0	0	0	2,204
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	482	0	0	0	0	0	482
Total 6743-00 · BACC Marketing Programs	482	0	0	0	0	0	482
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	0	658	0	0	0	658
52500 · Purchase Discounts	0	0	(191)	0	0	0	(191)
59900 · POS Inventory Adjustments	0	0	(1)	0	0	0	(1)
8100-00 · Cost of Goods Sold - Other	0	0	4,130	0	0	0	4,130
Total 8100-00 · Cost of Goods Sold	0	0	4,595	0	0	0	4,595
8300-00 · Board Functions	0	0	0	0	0	297	297
8500-00 · Credit Card Fees	45	0	134	0	210	0	389
8700-00 · Automobile Expenses	129	0	43	0	0	274	447
8750-00 · Meals/Meetings	45	0	14	1	0	63	123
8810-00 · Dues & Subscriptions	30	0	0	0	6	314	350
8920-00 · Bad Debt	0	0	0	0	651	0	651
Total Expense	117,862	25,880	25,216	1,806	31,326	79,731	281,820
Net Ordinary Income	109,463	2,898	25,210	1,597	29,267	(79,731)	88,704
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6	0	0	0	0	17	23
Total Other Income	6	0	0	0	0	17	23
Other Expense							
8990-00 · Allocated	56,873	7,724	9,589	1,375	4,170	(79,731)	0
Total Other Expense	56,873	7,724	9,589	1,375	4,170	(79,731)	0
Net Other Income	(56,867)	(7,724)	(9,589)	(1,375)	(4,170)	79,747	23
Net Income	52,597	(4,825)	15,620	222	25,097	17	88,727

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	301,181	301,181	(0)	3,145,237	3,145,238	(1)	3,747,600
4200-00 · Membership Dues	10,147	13,500	(3,353)	109,436	123,000	(13,564)	150,000
4201-00 · New Member Fees	0	0	0	75	75	0	75
4205-00 · Conference Dues	917	0	917	9,167	7,690	1,477	7,690
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	18,522	12,000	6,522	18,522	12,000	6,522	12,000
4250-05 · Sponsorships	12,440	6,500	5,940	12,440	6,500	5,940	6,500
4250-01 · Community Awards - Other	18,190	22,500	(4,310)	18,190	22,500	(4,310)	22,500
Total 4250-01 · Community Awards	49,152	41,000	8,152	49,152	41,000	8,152	41,000
4250-02 · Chamber Events	0	0	0	339	6,000	(5,661)	12,725
4250-03 · Summer/Winter Rec Luncheon	0	0	0	3,409	4,300	(891)	7,300
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	500	300	200	1,000	1,400	(400)	2,000
4251-00 · Tues AM Breakfast Club - Other	794	750	44	4,241	6,750	(2,509)	8,250
Total 4251-00 · Tues AM Breakfast Club	1,294	1,050	244	5,241	8,150	(2,909)	10,250
4250-00 · Revenues-Membership Activities - Other	0	175	(175)	1,274	1,575	(301)	1,925
Total 4250-00 · Revenues-Membership Activities	50,446	42,225	8,221	59,415	61,025	(1,610)	73,200
4252-00 · Sponsorships	0	0	0	1,000	0	1,000	0
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	545	500	45	2,917	14,121	(11,204)	15,121
4600-00 · Commissions - Other	(0)	4,377	(4,377)	48,436	90,167	(41,732)	106,771
Total 4600-00 · Commissions	545	4,877	(4,333)	51,353	104,288	(52,935)	121,892
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	485	200	285	8,686	7,600	1,086	9,000
46000 · Merchandise Sales - Other	6,804	8,989	(2,184)	69,471	67,568	1,903	93,356
Total 46000 · Merchandise Sales	7,289	9,189	(1,899)	78,157	75,168	2,989	102,356
4720-00 · Miscellaneous	0			415			
Total Income	370,524	370,972	(448)	3,531,883	3,516,484	15,399	4,202,813
Gross Profit	370,524	370,972	(448)	3,531,883	3,516,484	15,399	4,202,813
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	921	0	921	12,849	28,685	(15,836)	31,378
5020-00 · P/R - Tax Expense	6,763	7,481	(718)	78,660	89,826	(11,166)	105,626
5030-00 · P/R - Health Insurance Expense	4,524	9,116	(4,592)	75,558	103,866	(28,308)	122,314
5040-00 · P/R - Workmans Comp	1,499	564	935	10,789	5,325	5,464	6,287
5060-00 · 401 (k)	2,581	2,595	(14)	29,586	30,571	(985)	35,773
5070-00 · Other Benefits and Expenses	303	434	(131)	4,103	4,545	(442)	5,530
5000-00 · Salaries & Wages - Other	99,875	90,377	9,498	913,505	974,376	(60,871)	1,154,729
Total 5000-00 · Salaries & Wages	116,466	110,566	5,900	1,125,050	1,237,192	(112,143)	1,461,637
5100-00 · Rent							
5110-00 · Utilities	898	1,007	(109)	9,395	10,126	(731)	12,006
5140-00 · Repairs & Maintenance	1,435	915	520	6,758	6,937	(180)	8,258
5150-00 · Office - Cleaning	550	766	(216)	6,730	7,667	(937)	8,995
5100-00 · Rent - Other	12,480	13,736	(1,256)	124,686	136,156	(11,470)	163,716
Total 5100-00 · Rent	15,363	16,424	(1,062)	147,569	160,887	(13,318)	192,975
5310-00 · Telephone							
5320-00 · Telephone	2,178	2,654	(477)	23,465	25,260	(1,795)	30,565
5350-00 · Internet	0			25	0	25	0
5310-00 · Telephone - Other	0	58	(58)	0	173	(173)	288
Total 5310-00 · Telephone	2,178	2,712	(534)	23,490	25,432	(1,943)	30,853
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	89	(89)	0	842	(842)	1,019
5480-00 · Mail - Fed Ex	0	22	(22)	121	307	(186)	349
5420-00 · Mail - USPS - Other	35	243	(208)	2,804	2,492	312	2,977
Total 5420-00 · Mail - USPS	35	353	(318)	2,925	3,640	(715)	4,346
5510-00 · Insurance/Bonding	264	724	(459)	7,250	8,121	(871)	9,518
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	707	(707)	1,265	4,236	(2,971)	4,743
5520-00 · Supplies - Other	866	1,178	(313)	12,103	12,674	(570)	15,030
Total 5520-00 · Supplies	866	1,885	(1,019)	13,368	16,910	(3,541)	19,773
5610-00 · Depreciation	216	350	(133)	2,180	4,117	(1,937)	4,805
5700-00 · Equipment Support & Maintenance	3,610	996	2,614	11,475	11,570	(95)	13,562
5710-00 · Taxes, Licenses & Fees	1,197	759	438	10,237	8,585	1,652	10,151
5740-00 · Equipment Rental/Leasing	1,132	1,416	(284)	13,098	16,162	(3,064)	19,094
5800-00 · Training Seminars	0	54	(54)	4,561	16,990	(12,429)	20,097
5810-00 · Public Outreach	0	0	0	0	5,056	(5,056)	5,056
5815 · Training Video Series	0	1,000	(1,000)	1,058	9,000	(7,942)	13,631
5820 · Sales CRM/CMS	0			0	2,000	(2,000)	2,000
5830-00 · Commission Due to Third Party	0			765			
5850-00 · Artist of Month - Commissions	319	227	91	3,906	2,045	1,861	2,500
5900-00 · Professional Fees							

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
5910-00 · Professional Fees - Attorneys	940	1,000	(60)	9,760	8,000	1,760	10,000
5920-00 · Professional Fees - Accountant	5,353	2,000	3,353	23,400	22,000	1,400	22,000
5921-00 · Professional Fees - Other	6,431	0	6,431	50,400	3,750	46,650	3,750
Total 5900-00 · Professional Fees	12,724	3,000	9,724	83,560	33,750	49,810	35,750
5940-00 · Research & Planning Membership	0			3,000	3,276	(276)	3,276
5941-00 · Research & Planning	0	698	(698)	2,266	7,042	(4,776)	7,042
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	30,000	(30,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	10,000	0	30,000
Total 6020-00 · Programs	0	0	0	10,000	40,000	(30,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	114,772	37,000	77,772	37,000
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,000
6421-02 · AMGEN Tour of California	0	4,000	(4,000)	0	21,700	(21,700)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	0	0	3,000
6421-04 · Broken Arrow Skyrace	0	0	0	15,000	15,000	0	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	0	0	0	20,000	(20,000)	40,000
6421-09 · Wanderlust	0	0	0	34,043	34,000	43	37,000
6421-10 · WinterWonderGrass - Tahoe	655	0	655	16,808	19,400	(2,592)	19,400
6421-13 · Big Blue Adventure	0	0	0	0	15,000	(15,000)	15,000
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	655	4,000	(3,345)	459,623	441,100	18,523	472,400
6421-00 · New Event Development	5,145	0	5,145	6,936	15,900	(8,964)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	25,000	(25,000)	74	25,000	(24,926)	25,000
Total 6422-00 · Event Media	0	25,000	(25,000)	74	25,000	(24,926)	25,000
6424-00 · Event Operation Expenses	0	0	0	98	0	98	9,000
Total 6420-00 · Events	5,800	29,000	(23,200)	466,731	482,000	(15,269)	524,000
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	23,897	10,000	13,897	23,919	18,500	5,419	18,500
6435-00 · Shop Local Event	0			295			
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,081	2,760	321	4,185
6437-00 · Tuesday Morning Breakfast Club	1,324	650	674	4,963	5,850	(887)	7,150
6441-00 · Membership - Miscellaneous Exp	0			10	0	10	0
6442-00 · Public Relations/Website	291	295	(4)	2,855	7,875	(5,020)	8,465
6444-00 · Trades	1,100	500	600	2,240	1,855	385	2,130
6423-00 · Membership Activities - Other	0	75	(75)	405	600	(195)	750
Total 6423-00 · Membership Activities	26,613	11,520	15,093	37,769	37,440	329	41,180
6490-00 · Classified Ads	0	70	(70)	50	632	(582)	773
6701-00 · Market Study Reports/Research	0	70	(70)	808	1,102	(294)	1,242
6730-00 · Marketing Cooperative/Media	85,500	87,333	(1,833)	1,192,106	1,197,606	(5,500)	1,411,821
6740-00 · Media/Collateral/Production	0	1,000	(1,000)	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	2,204	5,000	(2,796)	11,225	70,000	(58,775)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	2,204	5,000	(2,796)	11,225	74,000	(62,775)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	482	2,000	(1,518)	9,340	16,000	(6,660)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	10,506	20,000	(9,494)	20,000
6743-04 · High Notes	0	0	0	0	3,000	(3,000)	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	482	5,000	(4,518)	19,846	39,000	(19,154)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	658	180	478	1,647	1,767	(120)	2,126
52500 · Purchase Discounts	(191)	(119)	(73)	(2,278)	(1,067)	(1,210)	(1,305)
59900 · POS Inventory Adjustments	(1)	103	(104)	504	1,003	(500)	1,210
8100-00 · Cost of Goods Sold - Other	4,130	4,397	(267)	40,347	34,915	5,431	44,647
Total 8100-00 · Cost of Goods Sold	4,595	4,561	35	40,219	36,618	3,602	46,678
8200-00 · Associate Relations	0	334	(334)	1,799	3,521	(1,722)	4,309
8300-00 · Board Functions	297	858	(561)	7,512	8,171	(660)	9,888
8500-00 · Credit Card Fees	389	435	(46)	4,904	5,066	(162)	6,067
8700-00 · Automobile Expenses	447	670	(224)	3,834	5,385	(1,551)	6,556
8750-00 · Meals/Meetings	123	782	(659)	3,451	6,618	(3,167)	8,183
8810-00 · Dues & Subscriptions	350	675	(326)	6,527	11,283	(4,756)	12,636
8910-00 · Travel	0	418	(418)	2,132	8,148	(6,016)	9,085
8920-00 · Bad Debt	651	661	(11)	15,890	9,359	6,531	10,330
Total Expense	281,820	289,553	(7,733)	3,280,562	3,542,725	(262,163)	4,197,813
Net Ordinary Income	88,704	81,419	7,285	251,322	(26,241)	277,563	5,000
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			230			
Total Other Income	23			230			

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

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Other Expense							
8990-00 - Allocated	0	459	(459)	0	(2,805)	2,805	0
Total Other Expense	0	459	(459)	0	(2,805)	2,805	0
Net Other Income	23	(459)	482	230	2,805	(2,575)	0
Net Income	88,727	80,960	7,767	251,551	(23,436)	274,987	5,000

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

Accrual Basis

11 - Marketing

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	227,325	227,326	(0)	2,499,313	2,499,314	(1)	2,953,965
4350-00 · Special Events (Marketing)	0			77,628	0	77,628	0
Total Income	227,325	227,326	(0)	2,576,941	2,499,314	77,627	2,953,965
Gross Profit	227,325	227,326	(0)	2,576,941	2,499,314	77,627	2,953,965
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	13,750	13,750	0	16,500
5020-00 · P/R - Tax Expense	1,492	2,146	(654)	16,007	23,609	(7,602)	27,902
5030-00 · P/R - Health Insurance Expense	1,702	2,295	(593)	24,145	25,249	(1,103)	29,840
5040-00 · P/R - Workmans Comp	225	98	127	2,287	1,075	1,212	1,271
5060-00 · 401 (k)	805	807	(2)	6,343	8,876	(2,532)	10,490
5070-00 · Other Benefits and Expenses	61	152	(91)	1,260	1,673	(413)	1,977
5000-00 · Salaries & Wages - Other	23,461	22,372	1,089	195,814	246,091	(50,277)	290,834
Total 5000-00 · Salaries & Wages	29,122	29,245	(123)	259,607	320,323	(60,716)	378,813
5100-00 · Rent							
5110-00 · Utilities	129	148	(19)	1,326	1,443	(116)	1,650
5140-00 · Repairs & Maintenance	178	73	105	586	378	208	525
5150-00 · Office - Cleaning	183	215	(32)	2,103	2,071	31	2,310
5100-00 · Rent - Other	2,083	1,886	197	19,590	19,401	189	23,259
Total 5100-00 · Rent	2,573	2,323	251	23,606	23,293	313	27,744
5310-00 · Telephone							
5320-00 · Telephone	368	456	(88)	5,570	4,547	1,023	5,459
Total 5310-00 · Telephone	368	456	(88)	5,570	4,547	1,023	5,459
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	16	(16)	0	142	(142)	173
5480-00 · Mail - Fed Ex	0	20	(20)	69	203	(133)	243
5420-00 · Mail - USPS - Other	23	0	23	571	0	571	0
Total 5420-00 · Mail - USPS	23	36	(13)	640	344	296	416
5510-00 · Insurance/Bonding	50	242	(192)	1,501	2,418	(917)	2,902
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0	0	0	238	0	238	0
5520-00 · Supplies - Other	93	258	(164)	2,121	2,575	(454)	3,090
Total 5520-00 · Supplies	93	258	(164)	2,359	2,575	(216)	3,090
5610-00 · Depreciation	16	38	(22)	190	381	(191)	457
5700-00 · Equipment Support & Maintenance	420	172	248	2,501	1,717	784	2,060
5710-00 · Taxes, Licenses & Fees	0	47	(47)	15	421	(406)	515
5740-00 · Equipment Rental/Leasing	277	174	103	2,749	1,713	1,037	2,060
5800-00 · Training Seminars	0	0	0	1,917	5,077	(3,160)	5,077
5810-00 · Public Outreach	0	0	0	0	1,650	(1,650)	1,650
5815 · Training Video Series	0	0	0	0	6,000	(6,000)	8,631
5820 · Sales CRM/CMS	0	0	0	0	2,000	(2,000)	2,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	0	0	1,220	0	1,220	0
5921-00 · Professional Fees - Other	0	0	0	42,469	0	42,469	0
Total 5900-00 · Professional Fees	0	0	0	43,689	0	43,689	0
5940-00 · Research & Planning Membership	0			0	2,870	(2,870)	2,870
5941-00 · Research & Planning	0	698	(698)	0	4,698	(4,698)	4,698
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	30,000	(30,000)	50,000
6018-00 · Business Assoc. Grants	0	0	0	10,000	10,000	0	30,000
Total 6020-00 · Programs	0	0	0	10,000	40,000	(30,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	114,772	37,000	77,772	37,000
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,000
6421-02 · AMGEN Tour of California	0	4,000	(4,000)	0	21,700	(21,700)	22,000
6421-03 · Barcelona Soccer	0	0	0	0	0	0	3,000
6421-04 · Broken Arrow Skyrace	0	0	0	15,000	15,000	0	15,000
6421-06 · Spartan	0	0	0	254,000	254,000	0	254,000
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	0	0	0	20,000	(20,000)	40,000
6421-09 · Wanderlust	0	0	0	34,043	34,000	43	37,000
6421-10 · WinterWonderGrass - Tahoe	655	0	655	16,808	19,400	(2,592)	19,400
6421-13 · Big Blue Adventure	0	0	0	0	15,000	(15,000)	15,000
6421-15 · Lake Tahoe Dance Collective	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	655	4,000	(3,345)	459,623	441,100	18,523	472,400
6421-00 · New Event Development	5,145	0	5,145	6,936	15,900	(8,964)	17,600
6422-00 · Event Media							
6422-03 · Human Powered Sports Campaign	0	25,000	(25,000)	74	25,000	(24,926)	25,000
Total 6422-00 · Event Media	0	25,000	(25,000)	74	25,000	(24,926)	25,000
6424-00 · Event Operation Expenses	0	0	0	98	0	98	9,000
Total 6420-00 · Events	5,800	29,000	(23,200)	466,731	482,000	(15,269)	524,000
6490-00 · Classified Ads	0			50	0	50	0

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

Accrual Basis	11 - Marketing						
	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
6701-00 · Market Study Reports/Research	0	0	0	808	469	338	469
6730-00 · Marketing Cooperative/Media	76,333	76,333	0	1,100,439	1,100,439	0	1,292,654
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0			0	4,000	(4,000)	4,000
6742-00 · Non-NLT Co-Op Marketing Program - Other	2,054	5,000	(2,946)	9,875	70,000	(60,125)	80,000
Total 6742-00 · Non-NLT Co-Op Marketing Program	2,054	5,000	(2,946)	9,875	74,000	(64,125)	84,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	482	2,000	(1,518)	9,340	16,000	(6,660)	20,000
6743-03 · Touch Lake Tahoe	0	3,000	(3,000)	10,506	20,000	(9,494)	20,000
6743-04 · High Notes	0	0	0	0	3,000	(3,000)	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	482	5,000	(4,518)	19,846	39,000	(19,154)	80,000
8200-00 · Associate Relations	0	56	(56)	315	506	(190)	618
8500-00 · Credit Card Fees	45	0	45	110	0	110	0
8700-00 · Automobile Expenses	129	113	16	1,109	1,128	(19)	1,353
8750-00 · Meals/Meetings	45	325	(280)	2,309	2,955	(645)	3,605
8810-00 · Dues & Subscriptions	30	219	(189)	2,120	3,012	(892)	3,449
8910-00 · Travel	0	0	0	2,132	4,140	(2,008)	4,240
Total Expense	117,862	149,734	(31,871)	1,960,188	2,127,676	(167,487)	2,522,831
Net Ordinary Income	109,463	77,592	31,871	616,752	371,638	245,114	431,134
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	6			63			
Total Other Income	6			63			
Other Expense							
8990-00 · Allocated	56,873	36,336	20,537	372,158	361,343	10,814	431,134
Total Other Expense	56,873	36,336	20,537	372,158	361,343	10,814	431,134
Net Other Income	(56,867)	(36,336)	(20,531)	(372,095)	(361,343)	(10,752)	(431,134)
Net Income	52,597	41,256	11,340	244,657	10,295	234,362	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

41 - Transportation

	Mar 18	Budget	\$ Over Budget	Jul '17 - Mar 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	31,550	31,550	0	31,550
Total Income	0	0	0	31,550	31,550	0	31,550
Gross Profit	0	0	0	31,550	31,550	0	31,550
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(434)	0	(434)	1,287	766	521	766
5030-00 · P/R - Health Insurance Expense	18	0	18	224	714	(490)	714
5040-00 · P/R - Workmans Comp	0	0	0	106	30	76	30
5060-00 · 401 (k)	0	0	0	641	359	282	359
5070-00 · Other Benefits and Expenses	0	0	0	53	10	44	10
5000-00 · Salaries & Wages - Other	0	0	0	8,888	13,026	(4,138)	13,026
Total 5000-00 · Salaries & Wages	(417)	0	(417)	11,199	14,904	(3,705)	14,904
5100-00 · Rent							
5110-00 · Utilities	0	0	0	63	117	(54)	117
5140-00 · Repairs & Maintenance	0	0	0	5	99	(94)	99
5150-00 · Office - Cleaning	0	0	0	111	72	39	72
5100-00 · Rent - Other	0	0	0	646	1,923	(1,277)	1,923
Total 5100-00 · Rent	0	0	0	826	2,211	(1,385)	2,211
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	448	285	163	285
Total 5310-00 · Telephone	0	0	0	448	285	163	285
5420-00 · Mail - USPS	0	0	0	48	50	(2)	50
5510-00 · Insurance/Bonding	0	0	0	55	259	(204)	259
5520-00 · Supplies	0	0	0	27	500	(473)	500
5610-00 · Depreciation	0	0	0	11	426	(416)	426
5700-00 · Equipment Support & Maintenance	0	0	0	128	494	(366)	494
5710-00 · Taxes, Licenses & Fees	0	0	0	0	124	(124)	124
5740-00 · Equipment Rental/Leasing	0	0	0	406	330	76	330
5800-00 · Training Seminars	0	0	0	0	500	(500)	500
5810-00 · Public Outreach	0	0	0	0	750	(750)	750
5940-00 · Research & Planning Membership	0	0	0	3,000	406	2,594	406
5941-00 · Research & Planning	0	0	0	1,891	1,969	(78)	1,969
8200-00 · Associate Relations	0	0	0	6	0	6	0
8500-00 · Credit Card Fees	0	0	0	5	0	5	0
8700-00 · Automobile Expenses	0	0	0	67	250	(183)	250
8750-00 · Meals/Meetings	0	0	0	81	250	(169)	250
8810-00 · Dues & Subscriptions	0	0	0	502	2,988	(2,486)	2,988
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	(417)	0	(417)	18,699	26,946	(8,247)	26,946
Net Ordinary Income	417	0	417	12,851	4,604	8,247	4,604
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	2,471	4,604	(2,133)	4,604
Total Other Expense	0	0	0	2,471	4,604	(2,133)	4,604
Net Other Income	0	0	0	(2,471)	(4,604)	2,133	(4,604)
Net Income	417	0	417	10,380	0	10,380	0

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

Accrual Basis

42 - Visitor Center

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	43,136	43,136	0	316,692	316,692	0	402,964
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	485	200	285	8,686	7,600	1,086	9,000
46000 · Merchandise Sales - Other	6,804	8,989	(2,184)	69,471	67,568	1,903	93,356
Total 46000 · Merchandise Sales	7,289	9,189	(1,899)	78,157	75,168	2,989	102,356
4720-00 · Miscellaneous	0			400			
Total Income	50,425	52,325	(1,899)	395,250	391,861	3,389	505,320
Gross Profit	50,425	52,325	(1,899)	395,250	391,861	3,389	505,320
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	674	1,324	(650)	13,084	16,180	(3,095)	19,635
5030-00 · P/R - Health Insurance Expense	173	2,135	(1,962)	15,679	23,485	(7,806)	27,755
5040-00 · P/R - Workmans Comp	669	66	602	3,202	729	2,473	861
5060-00 · 401 (k)	319	545	(226)	5,212	5,995	(782)	7,085
5070-00 · Other Benefits and Expenses	42	47	(5)	858	522	336	617
5000-00 · Salaries & Wages - Other	8,953	12,249	(3,296)	136,652	148,188	(11,536)	179,410
Total 5000-00 · Salaries & Wages	10,829	16,367	(5,538)	174,687	195,098	(20,411)	235,363
5100-00 · Rent							
5110-00 · Utilities	544	617	(74)	5,465	6,076	(611)	7,311
5140-00 · Repairs & Maintenance	578	157	421	2,754	1,417	1,338	1,731
5150-00 · Office - Cleaning	46	197	(151)	526	1,824	(1,298)	2,218
5100-00 · Rent - Other	6,500	7,751	(1,251)	64,842	75,853	(11,011)	91,356
Total 5100-00 · Rent	7,668	8,723	(1,055)	73,587	85,170	(11,583)	102,617
5310-00 · Telephone							
5320-00 · Telephone	662	534	129	4,225	3,722	504	4,789
Total 5310-00 · Telephone	662	534	129	4,225	3,722	504	4,789
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0	73	(73)	0	700	(700)	846
5480-00 · Mail - Fed Ex	0	1	(1)	51	104	(53)	106
5420-00 · Mail - USPS - Other	0	27	(27)	519	243	275	297
Total 5420-00 · Mail - USPS	0	102	(102)	570	1,047	(477)	1,250
5510-00 · Insurance/Bonding	88	173	(85)	1,878	1,714	165	2,060
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	82	(82)	760	1,236	(476)	1,493
5520-00 · Supplies - Other	247	265	(17)	3,416	2,690	725	3,220
Total 5520-00 · Supplies	247	347	(99)	4,176	3,927	249	4,713
5610-00 · Depreciation	131	92	38	1,281	864	417	1,049
5700-00 · Equipment Support & Maintenance	90	276	(186)	1,526	2,762	(1,236)	3,313
5710-00 · Taxes, Licenses & Fees	0	28	(28)	15	253	(238)	309
5740-00 · Equipment Rental/Leasing	245	514	(268)	2,168	4,978	(2,811)	6,106
5800-00 · Training Seminars	0	54	(54)	0	1,733	(1,733)	3,090
5815 · Training Video Series	0	1,000	(1,000)	1,058	3,000	(1,942)	5,000
5850-00 · Artist of Month - Commissions	319	227	91	3,906	2,045	1,861	2,500
6740-00 · Media/Collateral/Production	0	1,000	(1,000)	0	5,000	(5,000)	5,000
6742-00 · Non-NLT Co-Op Marketing Program	150			1,350	0	1,350	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	658	180	478	1,647	1,767	(120)	2,126
52500 · Purchase Discounts	(191)	(119)	(73)	(2,278)	(1,067)	(1,210)	(1,305)
59900 · POS Inventory Adjustments	(1)	103	(104)	504	1,003	(500)	1,210
8100-00 · Cost of Goods Sold - Other	4,130	4,397	(267)	40,347	34,915	5,431	44,647
Total 8100-00 · Cost of Goods Sold	4,595	4,561	35	40,219	36,618	3,602	46,678
8200-00 · Associate Relations	0	0	0	415	515	(100)	635
8500-00 · Credit Card Fees	134	240	(106)	2,468	2,828	(360)	3,487
8700-00 · Automobile Expenses	43	61	(18)	499	1,033	(535)	1,236
8750-00 · Meals/Meetings	14	92	(79)	518	713	(195)	897
8810-00 · Dues & Subscriptions	0	150	(150)	498	848	(350)	1,133
8910-00 · Travel	0	0	0	0	343	(343)	343
Total Expense	25,216	34,540	(9,325)	315,044	354,210	(39,166)	431,568
Net Ordinary Income	25,210	17,784	7,425	80,206	37,651	42,555	73,752
Other Income/Expense							
Other Expense							
8990-00 · Allocated	9,589	5,986	3,604	62,766	60,796	1,970	73,752
Total Other Expense	9,589	5,986	3,604	62,766	60,796	1,970	73,752
Net Other Income	(9,589)	(5,986)	(3,604)	(62,766)	(60,796)	(1,970)	(73,752)
Net Income	15,620	11,799	3,821	17,440	(23,145)	40,585	0

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

50 - Infrastructure

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	0	0	0	46,563	46,563	0	46,563
Total Income	0	0	0	46,563	46,563	0	46,563
Gross Profit	0	0	0	46,563	46,563	0	46,563
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	0	0	2,329	1,411	918	1,411
5030-00 · P/R - Health Insurance Expense	0	0	0	381	1,586	(1,205)	1,586
5040-00 · P/R - Workmans Comp	0	0	0	179	64	115	64
5060-00 · 401 (k)	0	0	0	942	731	211	731
5070-00 · Other Benefits and Expenses	0	0	0	115	21	94	21
5000-00 · Salaries & Wages - Other	0	0	0	17,251	21,048	(3,797)	21,048
Total 5000-00 · Salaries & Wages	0	0	0	21,198	24,861	(3,663)	24,861
5100-00 · Rent							
5110-00 · Utilities	0	0	0	114	94	20	94
5140-00 · Repairs & Maintenance	0	0	0	21	120	(99)	120
5150-00 · Office - Cleaning	0	0	0	152	120	33	120
5100-00 · Rent - Other	0	0	0	1,062	2,964	(1,902)	2,964
Total 5100-00 · Rent	0	0	0	1,349	3,297	(1,948)	3,297
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	908	571	337	571
Total 5310-00 · Telephone	0	0	0	908	571	337	571
5420-00 · Mail - USPS	0	0	0	79	50	29	50
5510-00 · Insurance/Bonding	0	0	0	138	259	(121)	259
5520-00 · Supplies	0	0	0	58	500	(442)	500
5610-00 · Depreciation	0	0	0	28	426	(398)	426
5700-00 · Equipment Support & Maintenance	0	0	0	131	680	(549)	680
5710-00 · Taxes, Licenses & Fees	0	0	0	0	473	(473)	473
5740-00 · Equipment Rental/Leasing	0	0	0	1,103	2,223	(1,120)	2,223
5800-00 · Training Seminars	0	0	0	0	500	(500)	500
5810-00 · Public Outreach	0	0	0	0	2,656	(2,656)	2,656
5941-00 · Research & Planning	0	0	0	375	375	0	375
8200-00 · Associate Relations	0	0	0	15	0	15	0
8500-00 · Credit Card Fees	0	0	0	10	0	10	0
8700-00 · Automobile Expenses	0	0	0	116	500	(384)	500
8750-00 · Meals/Meetings	0	0	0	22	500	(478)	500
8810-00 · Dues & Subscriptions	0	0	0	2	1,646	(1,644)	1,646
8910-00 · Travel	0	0	0	0	250	(250)	250
Total Expense	0	0	0	25,532	39,767	(14,235)	39,767
Net Ordinary Income	0	0	0	21,031	6,796	14,235	6,796
Other Income/Expense							
Other Expense							
8990-00 · Allocated	0	0	0	4,091	6,796	(2,705)	6,796
Total Other Expense	0	0	0	4,091	6,796	(2,705)	6,796
Net Other Income	0	0	0	(4,091)	(6,796)	2,705	(6,796)
Net Income	0	0	0	16,940	0	16,940	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis	51 - TMPI						
	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	3,403	3,403	0	10,210	10,210	0	17,016
Total Income	3,403	3,403	0	10,210	10,210	0	17,016
Gross Profit	3,403	3,403	0	10,210	10,210	0	17,016
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	140	(140)	99	489	(390)	769
5040-00 · P/R - Workmans Comp	12	5	7	37	19	18	30
5060-00 · 401 (k)	52	65	(14)	166	229	(63)	360
5070-00 · Other Benefits and Expenses	0	2	(2)	0	6	(6)	10
5000-00 · Salaries & Wages - Other	1,574	1,506	68	4,923	5,272	(349)	8,285
Total 5000-00 · Salaries & Wages	1,638	1,719	(80)	5,224	6,016	(791)	9,453
5100-00 · Rent							
5110-00 · Utilities	5			12			
5140-00 · Repairs & Maintenance	6			14			
5150-00 · Office - Cleaning	6			19			
5100-00 · Rent - Other	70	582	(512)	302	1,745	(1,443)	2,908
Total 5100-00 · Rent	87	582	(494)	347	1,745	(1,398)	2,908
5310-00 · Telephone							
5320-00 · Telephone	34			102			
5310-00 · Telephone - Other	0	58	(58)	0	173	(173)	288
Total 5310-00 · Telephone	34	58	(23)	102	173	(71)	288
5420-00 · Mail - USPS	0	10	(10)	19	30	(11)	50
5510-00 · Insurance/Bonding	5	20	(15)	15	60	(45)	100
5520-00 · Supplies	2	50	(48)	8	150	(142)	250
5610-00 · Depreciation	0			1			
5700-00 · Equipment Support & Maintenance	4	50	(46)	4	150	(146)	250
5710-00 · Taxes, Licenses & Fees	0	17	(17)	0	51	(51)	84
5740-00 · Equipment Rental/Leasing	33	30	3	113	90	23	150
8700-00 · Automobile Expenses	0	50	(50)	0	150	(150)	250
8750-00 · Meals/Meetings	1	50	(49)	1	150	(149)	250
8910-00 · Travel	0	100	(100)	0	300	(300)	500
Total Expense	1,806	2,735	(929)	5,834	9,064	(3,231)	14,533
Net Ordinary Income	1,597	668	929	4,376	1,145	3,231	2,483
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,375	500	875	3,287	1,500	1,787	2,483
Total Other Expense	1,375	500	875	3,287	1,500	1,787	2,483
Net Other Income	(1,375)	(500)	(875)	(3,287)	(1,500)	(1,787)	(2,483)
Net Income	222	168	54	1,089	(355)	1,443	0

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

Accrual Basis

60 - Membership

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Total Other Expense	4,170	2,475	1,695	27,336	26,769	566	31,857
Net Other Income	(4,170)	(2,475)	(1,695)	(27,336)	(26,769)	(566)	(31,857)
Net Income	<u>25,097</u>	<u>30,402</u>	<u>(5,305)</u>	<u>(6,787)</u>	<u>(3,160)</u>	<u>(3,627)</u>	<u>5,000</u>

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

70 - Administration

	Apr 18	Budget	\$ Over Budget	Jul '17 - Apr 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	3,572	2,561	1,011	28,150	28,172	(22)	33,295
5030-00 · P/R - Health Insurance Expense	1,096	2,586	(1,490)	11,214	28,446	(17,233)	33,618
5040-00 · P/R - Workmans Comp	339	154	186	2,656	1,690	966	1,997
5060-00 · 401 (k)	858	438	419	8,423	4,823	3,600	5,700
5070-00 · Other Benefits and Expenses	155	98	57	890	1,077	(187)	1,273
5000-00 · Salaries & Wages - Other	50,677	34,091	16,586	353,345	337,726	15,619	405,907
Total 5000-00 · Salaries & Wages	56,697	39,928	16,769	404,677	401,934	2,743	481,790
5100-00 · Rent							
5110-00 · Utilities	139	117	22	1,321	1,172	149	1,406
5140-00 · Repairs & Maintenance	558	375	184	2,965	3,522	(557)	4,271
5150-00 · Office - Cleaning	198	171	27	2,073	1,690	383	2,031
5100-00 · Rent - Other	2,469	1,807	662	21,835	17,397	4,437	21,012
Total 5100-00 · Rent	3,364	2,469	895	28,195	23,781	4,413	28,720
5310-00 · Telephone							
5320-00 · Telephone	857	1,088	(231)	7,823	10,435	(2,612)	12,611
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	857	1,088	(231)	7,848	10,435	(2,587)	12,611
5420-00 · Mail - USPS							
	12	43	(31)	718	635	83	721
5510-00 · Insurance/Bonding							
5520-00 · Supplies	86	147	(61)	1,810	1,457	353	1,751
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	121	2,000	(1,879)	2,000
5520-00 · Supplies - Other	481	421	60	5,043	4,368	675	5,210
Total 5520-00 · Supplies	481	421	60	5,165	6,368	(1,204)	7,210
5610-00 · Depreciation							
	58	176	(118)	533	1,667	(1,133)	2,018
5700-00 · Equipment Support & Maintenance							
	3,019	311	2,708	5,443	3,218	2,225	3,840
5710-00 · Taxes, Licenses & Fees							
	1,197	667	530	10,206	6,907	3,300	8,240
5740-00 · Equipment Rental/Leasing							
	288	218	70	3,210	2,138	1,072	2,575
5800-00 · Training Seminars							
	0	0	0	2,644	6,180	(3,536)	6,180
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	940	1,000	(60)	8,540	8,000	540	10,000
5920-00 · Professional Fees - Accountant	5,353	2,000	3,353	23,400	22,000	1,400	22,000
5921-00 · Professional Fees - Other	6,431	0	6,431	7,931	3,750	4,181	3,750
Total 5900-00 · Professional Fees	12,724	3,000	9,724	39,871	33,750	6,121	35,750
6490-00 · Classified Ads							
	0	70	(70)	0	632	(632)	773
6701-00 · Market Study Reports/Research							
	0	70	(70)	0	632	(632)	773
8200-00 · Associate Relations							
	0	206	(206)	785	1,854	(1,069)	2,266
8300-00 · Board Functions							
	297	858	(561)	7,356	8,171	(816)	9,888
8500-00 · Credit Card Fees							
	0	0	0	160	48	112	0
8700-00 · Automobile Expenses							
	274	94	181	1,513	843	670	1,030
8750-00 · Meals/Meetings							
	63	125	(62)	521	1,141	(620)	1,391
8810-00 · Dues & Subscriptions							
	314	127	187	2,629	1,394	1,235	1,648
8910-00 · Travel							
	0	318	(318)	0	2,865	(2,865)	3,502
Total Expense	79,731	50,336	29,395	523,284	516,052	7,232	612,675
Net Ordinary Income	(79,731)	(50,336)	(29,395)	(523,284)	(516,052)	(7,232)	(612,675)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	17			167			
Total Other Income	17			167			
Other Expense							
8990-00 · Allocated	(79,731)	(50,336)	(29,395)	(522,674)	(516,052)	(6,622)	(612,675)
Total Other Expense	(79,731)	(50,336)	(29,395)	(522,674)	(516,052)	(6,622)	(612,675)
Net Other Income	79,747	50,336	29,411	522,841	516,052	6,789	612,675
Net Income	17	0	17	(443)	0	(443)	0



north lake tahoe

Chamber | CVB | Resort Association

MEMORANDUM

Date: 5.23.18

TO: NLTRA Board of Directors
Finance Committee

FROM: Cindy Gustafson, CEO

RE: Budget Adoption FY 2018-2019

Action Requested:

Board of Directors' approval of attached FY 2018-2019 Budget - \$4.1 million.

Background:

Each year, at the beginning of April NLTRA receives a proposed TOT budget number from Placer County. This year we received a proposed amount of \$3,800,671 which was similar to last year's funding for marketing and promotions increased by 3%. In addition to the TOT funding, the budget includes revenue from memberships, merchandise sales, and commissions from conference sales - for a proposed budget total of \$4.1 million.

In developing this year's proposed budget, staff have spent extensive time evaluating last year's work plan, and results, as well as reviewing opportunities for changes and efficiencies. The attached draft budget will be reviewed in detail at your meeting Wednesday, May 30. We will have also have feedback from the Finance Committee, who meet on Tuesday May 29.

Fiscal Impact:

Direction of expenditures including: \$3.8 million of TOT funding, \$199,000 of Membership Funding and \$109,000 of other revenue toward operations and services of the NLTRA.

NLTRA

Proposed July 2018 - June 2019 TAHOE TOT BUDGET

Attachment C

TOURISM and VISITOR INFORMATION		TOURISM MASTER PLAN IMPLEMENTATION		TOTAL of Tourism & Visitor Information and TMPI CONTRACT	
	7/1/2017 - 6/30/2018		7/1/2017 - 6/30/2018		7/1/2017 - 6/30/2018
RESORT ASSOCIATION CONTRACT:				RESORT ASSOCIATION CONTRACT:	
Personnel/Overhead Cap - Direct Costs	\$ 824,178	Personnel/Overhead Cap - Direct Costs	\$ 9,453	Personnel/Overhead Cap - Direct Costs	\$ 833,631
G+A Cap - Indirect Costs	\$ 803,393	G+A Cap - Indirect Costs	\$ 7,563	G+A Cap - Indirect Costs	\$ 810,956
Research and Planning	\$ 7,250			Research and Planning	\$ 7,250
Direct Marketing/Programs	\$ 1,703,650			Direct Marketing/Programs	\$ 1,703,650
Special Event Funding	\$ 244,000			Special Event Funding	\$ 244,000
Community Marketing Fund	\$ 70,000			Community Marketing Fund	\$ 70,000
TOTAL - RESORT ASSOC CONTRACT	\$ 3,652,471		\$ 17,016	TOTAL - RESORT ASSOC CONTRACT	\$ 3,669,487

TOURISM and VISITOR INFORMATION	PROPOSED
	7/1/2018 - 6/30/2019
RESORT ASSOCIATION CONTRACT:	
Personnel/Overhead Cap - Direct Costs	865,266
G+A Cap - Indirect Costs	856,382
Research and Planning	5,000
Direct Marketing/Programs	1,589,823
Special Event Funding	513,225
Community Marketing Fund	80,000
Less Other Revenues	(109,025)
TOTAL - RESORT ASSOC CONTRACT	\$ 3,800,671

TOTAL CONTRACT	PROPOSED
	7/1/2018 - 6/30/2019
RESORT ASSOCIATION CONTRACT:	
Personnel/Overhead Cap - Direct Costs	865,266
G+A Cap - Indirect Costs	856,382
Research and Planning	5,000
Direct Marketing/Programs	1,589,823
Special Event Funding	513,225
Community Marketing Fund	80,000
Less Other Revenues	(109,025)
TOTAL - RESORT ASSOC CONTRACT	\$ 3,800,671

County Proposal for 7/1/18-6/30/19	\$ 3,800,670	\$ 3,800,670
Variance	\$ (1)	\$ (1)

Comparison to only Tourism & Visitor information portion of funding:

TOURISM and VISITOR INFORMATION	PROPOSED
	Budget FY 17/18
Marketing	2,622,654
Conference	297,050
VIC	340,705
Admin	565,697
Admin Allocation to Membership	(25,436)
TOTAL - RESORT ASSOC CONTRACT	\$ 3,800,670

	Projected FY17/18	Budget FY17/18
	2,426,073	2,522,831
	262,395	233,492
	298,150	329,211
	617,611	611,131
\$	3,604,229	\$ 3,696,665

	Actual 16/17
	2,311,377
	232,598
	278,081
	483,854
\$	3,305,910

	2018.19												Proj 2018	Budget 2018	Actual 2017	FY 2019 Budget variance to:						
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun				Budget Total	2018 Proj (\$)	2018 Budget (\$)	2017 Actual (\$)	2018 Proj (%)	2018 Budget (%)	2017 Actual (%)
6023-00 · Autumn Food & Wine	30,000	3,125	4,250	-	-	-	-	-	-	-	-	-	37,375	40,944	37,000	32,898	(3,569)	375	4,477	-9%	1%	14%
6421-01 · 4th of July Fireworks	-	-	-	-	-	-	-	20,000	-	-	-	300	20,300	20,000	20,000	20,000	300	300	300	2%	2%	2%
6421-02 · AMGEN Tour of California	-	-	-	-	-	-	-	-	-	-	-	-	-	0	22,000	19,165	-	(22,000)	(19,165)	n/a	-100%	-100%
6421-03 · Barcelona Soccer	-	-	-	-	-	-	-	-	-	-	-	-	-	3,000	3,000	3,000	(3,000)	(3,000)	(3,000)	-100%	-100%	-100%
6421-04 · Broken Arrow Skyrace	-	-	-	-	-	-	-	-	20,000	-	-	-	20,000	15,415	15,000	20,000	4,585	5,000	-	30%	33%	0%
6421-05 · No Barriers	-	-	-	-	-	-	-	-	-	8,000	400	4,000	12,400	-	-	8,979	-	-	-	-	-	-
6421-06 · Spartan	250,000	-	4,500	-	-	-	-	-	-	-	-	-	254,500	254,000	254,000	198,550	500	500	55,950	0%	0%	28%
6421-07 · Tahoe Lacrosse Tournament	-	-	-	-	-	-	-	-	5,000	-	-	-	5,000	5,000	5,000	5,000	-	-	-	0%	0%	0%
6421-08 · Tough Mudder	-	-	-	-	-	-	-	-	-	17,500	-	18,050	35,550	40,550	40,000	0	(5,000)	(4,450)	35,550	-12%	-11%	n/a
6421-09 · Wanderlust	-	-	-	-	-	-	-	30,000	-	-	-	7,700	37,700	41,043	37,000	35,368	(3,343)	700	2,332	-8%	2%	7%
6421-10 · WinterWonderGrass - Tahoe	-	-	-	-	-	-	-	-	-	-	19,400	-	19,400	19,400	19,400	15,400	-	-	4,000	0%	0%	26%
6421-12 · World Cup	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	39,564	-	-	-	-	-	-
6421-13 · Big Blue Adventure	-	-	-	-	-	-	-	-	-	-	-	-	-	6,000	15,000	21,500	(6,000)	(15,000)	(21,500)	-100%	-100%	-100%
6421-14 · Tahoe Trail 100	-	-	-	-	-	-	-	-	-	-	-	-	-	0	0	0	-	-	-	-	-	-
6421-15 · Lake Tahoe Dance Collective	-	-	-	-	-	-	-	-	-	-	-	-	-	0	5,000	5,000	-	(5,000)	(5,000)	n/a	-100%	-100%
6421-16 · Moutain Travel Symposium	-	-	-	-	-	-	-	5,000	-	-	-	-	5,000	-	-	-	-	-	-	-	-	-
6421-17 · Escape Tahoe Triathlon	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
6421-00 · New Event Development	2,750	2,750	2,750	2,750	2,750	2,750	2,750	2,750	27,750	2,750	2,750	2,750	58,000	37,800	17,600	5,880	20,200	40,400	52,120	53%	230%	886%
6422-00 · Event Media	-	-	-	-	-	-	-	-	-	-	-	-	-	21,000	25,000	85,315	(21,000)	(25,000)	(85,315)	-100%	-100%	-100%
6424-00 · Event Operation Expenses	667	667	667	667	667	667	667	667	667	667	667	667	8,000	9,098	9,000	8,915	(1,098)	(1,000)	(915)	-12%	-11%	-10%
Total Events	283,417	6,542	12,167	3,417	3,417	3,417	3,417	58,417	53,417	48,317	3,817	33,467	513,225	513,250	524,000	524,534	(17,425)	(28,175)	19,834	-3%	-5%	4%
6490-00 · Classified Ads	-	-	-	-	-	-	-	-	-	-	-	-	-	50	0	50	(50)	-	(50)	-100%	n/a	-100%
6701-00 · Market Study Reports/Research	-	-	-	-	-	-	-	-	-	-	-	-	-	808	469	402	(808)	(469)	(402)	-100%	-100%	-100%
6730-00 · Marketing Cooperative/Media	111,384	111,384	111,384	111,384	111,384	111,384	111,384	111,384	111,384	111,384	111,384	111,384	1,336,604	1,292,654	1,292,654	1,167,371	43,950	43,950	169,233	3%	3%	14%
6742-00 · Non-NLT Co-Op Marketing Program	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000	24,887	84,000	22,266	25,113	(34,000)	27,734	101%	-40%	125%
6743-00 · BACC Marketing Programs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	n/a	n/a	n/a
6743-01 · Shop Local	2,500	-	2,500	1,000	5,000	-	4,000	-	2,500	-	2,500	-	20,000	20,000	20,000	9,091	-	-	10,909	0%	0%	120%
6743-03 · Touch Lake Tahoe	-	-	-	-	10,000	-	-	-	-	-	10,000	-	20,000	20,000	20,000	15,667	-	-	4,333	0%	0%	28%
6743-04 · High Notes/ Local Music	-	-	-	-	-	-	-	-	-	-	20,000	-	20,000	20,000	20,000	24,403	-	-	(4,403)	0%	0%	-18%
6743-05 · Peak Your Adventure	-	-	-	-	-	-	-	-	-	-	20,000	-	20,000	20,000	20,000	19,716	-	-	284	0%	0%	1%
TOTAL OTHER EXPENSES	421,285	132,260	141,835	129,935	145,585	154,135	134,285	190,835	183,085	173,835	191,685	194,018	2,192,776	2,099,236	2,144,017	1,951,499	93,540	48,759	241,277	4%	2%	12%
TOTAL EXPENSES	457,688	168,895	176,946	166,570	181,160	190,306	170,920	224,289	219,256	209,410	228,088	229,129	2,622,655	2,426,073	2,522,831	2,311,377	196,582	99,824	311,278	8%	4%	13%

NLTRA - Proposed Conference Budget FY18-19

													Budget Total			FY18-19 Proposed Budget Change to:			
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Proj FY17-18	Budget FY17-18	Actual FY16-17	Proj FY17-18	Budget FY17-18	Actual FY16-17	
Income																			
4205-00 · Conference Dues	825	825	825	825	825	825	825	825	825	825	825	825	9,900	11,001	7,690	7,700	-10%	29%	29%
4600-00 · Commissions																			
4601-00 · Commissions - South Shore	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	1,667	20,000	5,859	15,121	8,968	241%	32%	123%
4600-00 · Commissions - Other	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	2,500	30,000	63,436	106,771	100,944	-53%	-72%	-70%
Total 4600-00 · Commissions	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	4,167	50,000	69,295	121,892	109,912	-28%	-59%	-55%
Total Income	4,992	4,992	4,992	4,992	4,992	4,992	4,992	4,992	4,992	4,992	4,992	4,992	59,900	80,296	129,582	117,612	-25%	-54%	-49%
Expense																			
5000-00 · Salaries & Wages																			
5000-00 · Salaries & Wages - Other	13,236	13,236	13,236	13,236	13,236	13,236	13,236	13,236	13,236	13,236	13,236	13,236	158,827	150,766	138,668	144,214	5%	15%	10%
5010-00 · Sales Commissions	633	633	633	633	633	633	633	633	633	633	633	633	7,600	10,120	31,378	39,914	-25%	-76%	-81%
5020-00 · P/R - Tax Expense	1,165	1,165	1,165	1,165	1,165	1,165	1,165	1,165	1,165	1,165	1,165	1,165	13,977	13,393	14,997	15,052	4%	-7%	-7%
5030-00 · P/R - Health Insurance Expense	1,633	1,633	1,633	1,633	1,633	1,633	1,633	1,633	1,633	1,633	1,633	1,633	19,590	17,109	15,811	14,998	15%	24%	31%
5040-00 · P/R - Workmans Comp	172	172	172	172	172	172	172	172	172	172	172	172	2,065	1,969	1,105	310	5%	87%	566%
5060-00 · 401 (k)	555	555	555	555	555	555	555	555	555	555	555	555	6,657	6,248	7,263	7,286	7%	-8%	-9%
5070-00 · Other Benefits and Expenses	84	84	84	84	84	84	84	84	84	84	84	84	1,004	1,117	779	779	-10%	29%	29%
Total 5000-00 · Salaries & Wages	17,477	17,477	17,477	17,477	17,477	17,477	17,477	17,477	17,477	17,477	17,477	17,477	209,719	200,722	210,001	222,553	4%	0%	-6%
5100-00 · Rent																			
5110-00 · Utilities	70	70	70	70	70	70	70	70	70	70	70	70	840	767	827	790	10%	2%	6%
5140-00 · Repairs & Maintenance	43	43	43	43	43	43	43	43	43	43	43	43	517	219	907	907	136%	-43%	-43%
5150-00 · Office - Cleaning	102	102	102	102	102	102	102	102	102	102	102	102	1,223	1,183	1,154	1,135	3%	6%	8%
5100-00 · Rent - Other	953	953	953	953	953	953	953	953	953	953	953	953	11,433	11,077	11,594	10,984	3%	-1%	4%
Total 5100-00 · Rent	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	1,168	14,013	13,246	14,482	13,816	6%	-3%	1%
5310-00 · Telephone																			
5320-00 · Telephone	206	206	206	206	206	206	206	206	206	206	206	206	2,472	2,423	4,164	2,876	2%	-41%	-14%
Total 5310-00 · Telephone	206	206	206	206	206	206	206	206	206	206	206	206	2,472	2,423	4,164	2,876	2%	-41%	-14%
5420-00 · Mail - USPS	42	42	42	42	42	42	42	42	42	42	42	42	500	428	809	329	17%	-38%	52%
5510-00 · Insurance/Bonding	115	115	115	115	115	115	115	115	115	115	115	115	1,377	1,311	1,442	1,310	5%	-5%	5%
5520-00 · Supplies																			
5525-00 · Supplies- Computer <\$1000	-	-	-	-	-	-	-	-	-	-	-	-	-	115	500	13	-100%	-100%	-100%
5520-00 · Supplies - Other	52	52	52	52	52	52	52	52	52	52	52	52	618	574	1,010	381	8%	-39%	62%
Total 5520-00 · Supplies	52	52	52	52	52	52	52	52	52	52	52	52	618	689	1,510	393	-10%	-59%	57%
5610-00 · Depreciation	8	8	8	8	8	8	8	8	8	8	8	8	94	94	249	156	0%	-62%	-40%
5700-00 · Equipment Support & Maintenance	140	140	140	140	140	140	140	140	140	140	140	140	1,685	1,636	1,600	761	3%	5%	121%
5710-00 Taxes, Licenses & Fees	8	8	8	8	8	8	8	8	8	8	8	8	96	-	206	53	-	-53%	80%
5740-00 Equipment Rental/ Leasing	155	155	155	155	155	155	155	155	155	155	155	155	1,856	1,802	2,660	1,500	3%	-30%	24%
5800-00 Training Seminars	-	-	-	-	-	-	-	-	-	-	-	-	-	-	3,500	-	-	-100%	-
5830-00 · Commission Due to Third Party	-	-	-	-	-	-	-	-	-	-	-	-	-	765	-	(4,610)	-100%	-	-100%
6730-00 · Marketing Cooperative/Media	10,268	10,268	10,268	10,268	10,268	10,268	10,268	10,268	10,268	10,268	10,268	10,268	123,219	119,167	119,167	110,000	3%	3%	12%

													Budget			FY18-19 Proposed Budget Change to:				
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Total	Proj FY17-18	Budget FY17-18	Actual FY16-17	Proj FY17-18	Budget FY17-18	Actual FY16-17	
8200-00 · Associate Relations	25	25	25	25	25	25	25	25	25	25	25	25	300	267	515	148	12%	-42%	103%	
8500-00 · Credit Card Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	141	-	110	-100%		-100%	
8700-00 Automobile Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	-	912			-100%		
8750-00 Meals/Meetings	-	-	-	-	-	-	-	-	-	-	-	-	-	-	850			-100%		
8810-00 · Dues & Subscriptions	83	83	83	83	83	83	83	83	83	83	83	83	1,000	-	1,007	815		-1%	23%	
Total Expense	29,746	29,746	29,746	29,746	29,746	29,746	29,746	29,746	29,746	29,746	29,746	29,746	356,949	342,691	363,074	350,210	4%	-2%	2%	
Net Expense	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	297,049	262,395	233,492	232,598	13%	27%	28%	
Other Expense																				
8990-00 · Allocated	-	-	-	-	-	-	-	-	-	-	-	-	-	59,912	62,049	53,211	-100%	-100%	-100%	
Total Other Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	59,912	62,049	53,211	-100%	-100%	-100%	
Total Expense	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	24,754	297,049	322,307	295,541	285,809	-8%	1%	4%	

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NLTRA - Membership Proposed Budget FY 2018/19

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL	Fcst 2018	Budget 2018	Actual 2017	Change v Fcst 2018	Change v Budget 2018	Change v Actual 2017	
Ordinary Income/Expense																				
Income																				
4200-00 · Membership Dues	10,600	10,600	10,600	10,600	10,600	10,600	10,750	10,750	10,750	10,750	10,700	10,700	128,000	131,006	150,000	138,164	-2%	-15%	-7%	
4201-00 New Member Fees	-	-	-	-	-	-	-	-	-	-	-	-	-	75	75	975	-100%	-100%	-100%	
4250-00 · Revenues-Membership Activities																				
4250-01 · Community Awards																				
4250-04 · Silent Auction	-	-	-	-	-	-	-	-	-	19,000	-	-	19,000	17,867	12,000	9,235	6%	58%	106%	
4250-05 · Sponsorships	-	-	-	-	-	-	-	-	-	13,000	-	-	13,000	12,680	6,500	3,250	3%	100%	300%	
4250-01 · Community Awards - Tickets	-	-	-	-	-	-	-	-	-	18,000	-	-	18,000	17,830	22,500	15,430	1%	-20%	17%	
Total 4250-01 · Community Awards	-	-	-	-	-	-	-	-	-	50,000	-	-	50,000	48,377	41,000	27,915	3%	22%	79%	
4250-02 · Tourism Summit/Chamber Events	208	208	208	208	208	208	208	208	208	208	208	208	2,500	3,089	12,725	1,100	-19%	-80%	127%	
4250-03 · Summer/Winter Rec Luncheon	-	-	-	4,000	-	-	-	-	-	-	-	4,000	8,000	3,409	7,300	2,362	135%	10%	239%	
4251-00 · Tue AM Breakfast Club	580	580	580	580	580	580	580	580	580	580	580	580	6,960	4,484	8,250	6,989	55%	-16%	0%	
4251-01 · Tue AM Breakfast Club Spons	350	350	350	-	-	250	250	300	300	300	300	300	3,050	2,000	2,000		53%	53%		
4250-00 · Revenues-Membership Activities - Other													-	1,195	1,925	6,026	-100%	-100%	-100%	
Total 4250-00 · Revenues-Membership Activities	1,138	1,138	1,138	4,788	788	1,038	1,038	1,088	1,088	51,088	1,088	5,088	70,510	62,554	73,200	44,392	13%	-4%	59%	
4250-00 Sponsorships	-	-	-	-	-	-	-	-	-	-	-	-	-	1,000	-	500	-100%		-100%	
Total Income	11,738	11,738	11,738	15,388	11,388	11,638	11,788	11,838	11,838	61,838	11,788	15,788	198,510	194,635	223,275	184,031	2%	-11%	8%	
Expense																				
5000-00 · Salaries & Wages																				
5000-00 · Salaries & Wages - Other	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	6,553	78,636	80,123	97,550	65,893	-2%	-19%	19%	
5000-01 · In-Market Administration	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(1,375)	(16,500)	(16,500)	(16,500)	(16,500)	0%	0%	0%	
5020-00 · P/R - Tax Expense	547	547	547	547	547	547	547	547	547	547	547	547	6,566	6,648	6,853	5,892	-1%	-4%	11%	
5030-00 · P/R - Health Insurance Expense	888	888	888	888	888	888	888	888	888	888	888	888	10,656	9,518	12,990	9,745	12%	-18%	9%	
5040-00 · P/R - Workmans Comp	7	7	7	7	7	7	7	7	7	7	7	7	87	885	930	128	-90%	-91%	-32%	
5060-00 · 401 (k)	262	262	262	262	262	262	262	262	262	262	262	262	3,145	2,558	3,785	1,486	23%	-17%	112%	
5070-00 · Other Benefits and Expenses	66	66	66	66	66	66	66	66	66	66	66	66	792	315	844	137	151%	-6%	480%	
Total 5000-00 · Salaries & Wages	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	6,949	83,383	83,547	106,452	66,780	0%	-22%	25%	
5100-00 · Rent																				
5110-00 · Utilities	53	53	50	50	50	50	50	50	50	50	50	50	605	576	600	545	5%	1%	11%	
5140-00 · Repairs & Maintenance	25	25	25	25	25	25	25	25	25	25	25	25	300	160	605	564	88%	-50%	-47%	
5150-00 · Office - Cleaning	78	201	78	78	78	78	78	78	78	78	201	78	1,178	902	1,090	794	31%	8%	48%	
5100-00 · Rent - Other	819	819	819	819	819	819	819	819	819	819	819	819	9,826	7,409	8,700	8,569	33%	13%	15%	
Total 5100-00 · Rent	974	1,097	971	971	971	971	971	971	971	971	1,095	971	11,909	9,047	10,995	10,472	32%	8%	14%	
5310-00 · Telephone																				

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL	Fcst 2018	Budget 2018	Actual 2017	Change v Fcst 2018	Change v Budget 2018	Change v Actual 2017	
5320-00 · Telephone	253	253	253	253	253	253	253	253	253	253	253	253	3,036	2,509	2,686	2,847	21%	13%	7%	
5350-00 · Internet	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total 5310-00 · Telephone	253	253	253	253	253	253	253	253	253	253	253	253	3,036	2,509	2,686	2,847	21%	13%	7%	
5420-00 · Mail - USPS																				
5470-00 · Mail - UPS	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
5480-00 · Mail - Fed Ex	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	400	-	-	-	
5420-00 · Mail - USPS - Other	50	50	50	50	50	50	50	250	250	50	50	50	1,000	625	100	591	60%	900%	69%	
Total 5420-00 · Mail - USPS	50	50	50	50	50	50	50	250	250	50	50	50	1,000	625	100	991	60%	900%	1%	
5510-00 · Insurance/Bonding	55	55	170	55	55	55	55	55	55	55	55	55	775	614	745	620	26%	4%	25%	
5520-00 · Supplies																				
5525-00 · Supplies- Computer <\$1000	-	-	-	-	500	-	-	-	-	-	-	-	500	-	750	621	-	-33%	-20%	
5520-00 · Supplies - Other	83	83	83	83	83	83	83	83	83	83	83	83	1,000	841	1,250	1,140	19%	-20%	-12%	
Total 5520-00 · Supplies	83	83	83	83	583	83	83	83	83	83	83	83	1,500	841	2,000	1,761	78%	-25%	-15%	
5610-00 · Depreciation	8	8	8	8	8	8	8	8	8	8	8	8	96	63	180	99	52%	-47%	-3%	
5700-00 · Equipment Support & Maintenance	56	56	56	56	56	56	56	56	56	56	56	56	672	626	1,325	1,243	7%	-49%	-46%	
5710-00 · Taxes, Licenses & Fees	-	-	50	-	-	50	-	-	50	-	-	50	200	1	200	34	19900%	0%	491%	
5740-00 · Equipment Rental/Leasing	225	265	250	250	250	250	250	250	250	250	250	250	2,990	2,519	2,990	2,859	19%	0%	5%	
5800-00 · Training Seminars	-	1,700						250					1,950	-	1,250	892		56%	119%	
5921-00 · Professional Fees - Other			375			375			375				1,500							
6423-00 · Membership Activities																				
6432-00 · Membership - Newsletter	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	2,001				
6434-00 · Community Awards Dinner	-	-	-	-	-	-	-	-	-	27,500	-	-	27,500	25,566	18,500	21,651	8%	49%	27%	
6435-00 · Shop Local Event	-	-	-	-	-	-	-	-	-	-	-	-	-	295			-100%			
6436-00 · Membership - Wnt/Sum Rec Lunch	-	-	-	2,500	-	-	-	-	-	-	-	2,500	5,000	3,081	4,185	997	62%	19%	402%	
6437-00 · Tuesday Morning Breakfast Club	-	650	650	650	650	650	650	650	650	650	650	650	7,150	5,397	7,150	6,089	32%	0%	17%	
6440-00 · Membership - Elections	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
6441-00 · Membership - Miscellaneous Exp	-	-	-	-	-	-	-	-	-	-	-	-	-	10		53	-100%		-100%	
6442-00 · Public Relations/Website (Chamber Mstr, boosting & PR)	1,844	344	344	344	344	344	344	344	344	344	344	344	5,628	6,937	2,130	81	-19%	164%	6848%	
6444-00 · Trades	-	-	-	-	-	-	-	-	-	-	-	-	-	2,130		1,190	-100%		-100%	
6423-00 · Membership Activities - Other	-	-	-	-	-	-	-	-	-	-	-	-	-	636	750	7,335	-100%	-100%	-100%	
Total 6423-00 · Membership Activities	1,844	994	994	3,494	994	994	994	994	994	28,494	994	3,494	45,278	44,052	32,715	39,397	3%	38%	15%	
8200-00 · Associate Relations	67	67	67	67	67	67	67	67	67	67	67	67	800	93	275		760%	191%		
8500-00 · Credit Card Fees	250	170	170	170	170	170	170	170	155	1,000	155	250	3,000	2,561	2,580	3,460	17%	16%	-13%	
8700-00 · Automobile Expenses	78	78	78	78	78	78	78	78	78	78	78	78	932	780	1,025	907	19%	-9%	3%	
8750-00 · Meals/Meetings	150	150	150	150	150	150	150	150	150	150	150	150	1,800	-	440	310				
8810-00 · Dues & Subscriptions	35	35	35	35	35	35	35	35	35	35	35	35	420	319	765	1,946	32%	-45%	-78%	
8910-00 · Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-				

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	TOTAL	Fcst 2018	Budget 2018	Actual 2017	Change v Fcst 2018	Change v Budget 2018	Change v Actual 2017
8920-00 - Bad Debt	-	-	-	-	-	-	-	-	-	-	-	-	-	14,921	10,330	23,598	-100%	-100%	-100%
8930-00 - Prior Period Adjustments	-	-	-	-	-	-	-	-	-	-	-	-	-						
Total Expense	11,076	12,010	10,709	12,669	10,669	10,594	10,169	10,619	10,779	38,499	10,277	13,174	161,240	163,118	177,053	158,216	-1%	-9%	2%
Net Ordinary Income	662	(271)	1,030	2,720	720	1,045	1,620	1,220	1,060	23,340	1,511	2,615	37,270	31,517	46,222	25,815	18%	-19%	44%
Other Expense																			
8990-00 - Allocated													-	32,381	31,857	43,536	-100%	-100%	-100%
Total Other Expense	-	-	-	-	-	-	-	-	-	-	-	-	-	32,381	31,857	43,536	-100%	-100%	-100%
Net Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-	(32,381)	(31,857)	(43,536)	-100%	-100%	-100%
	662	(271)	1,030	2,720	720	1,045	1,620	1,220	1,060	23,340	1,511	2,615	37,270	(864)	14,365	(17,722)	-4414%	159%	-310%

	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Budget	Proj FY17-18	Budget FY17-18	Actual FY16-17	FY18-19 Proposed Budget Change to:			FY18-19 Proposed Budget Change to:		
																	Proj FY17-18	Budget FY17-18	Actual FY16-17	Proj FY17-18	Budget FY17-18	Actual FY16-17
8910-00 Travel	-	-	-	-	-	-	-	-	-	-	-	-	-	1,500	1,648	-	(1,500)	(1,648)	-	-100%	-100%	
8810-00 - Dues & Subscriptions	275	275	275	275	275	275	275	275	275	275	275	275	3,300	3,140	3,502	1,990	160	(202)	1,310	5%	-6%	66%
Total Expense	48,229	45,024	67,024	47,874	44,524	44,524	44,524	44,524	45,874	44,524	44,524	44,524	565,697	617,611	611,131	483,854	(51,914)	(45,434)	81,843	-8%	-7%	17%
Net Expense	(48,229)	(45,024)	(67,024)	(47,874)	(44,524)	(44,524)	(44,524)	(44,524)	(45,874)	(44,524)	(44,524)	(44,524)	(565,697)	(617,611)	(611,131)	(483,854)	51,914	45,434	(81,843)	-8%	-7%	17%
Other Income/Expense																						
Other Income																						
4700-00 - Revenues- Interest & Investment	18	18	18	18	18	18	18	18	18	18	18	18	216	206	-	200	10	216	16	5%		8%
Total Other Income	18	18	18	18	18	18	18	18	18	18	18	18	216	206	0	200	10	216	16	5%		8%
Other Expense																						
8990-00 - Allocated																						
Total Other Expense																						
Net Other Income																						

	<u>11 - Marketing</u>	<u>30 - Conference</u>	<u>42 - VIC</u>	<u>70 - Administration</u>	<u>TOTAL</u>
	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>
Ordinary Income/Expense					
Income					
4205-00 - Conference Dues		9,900.00			9,900.00
4600-00 - Commissions					
4601-00 - Commissions - South Shore		20,000.00			20,000.00
4600-00 - Commissions - Other		30,000.00			30,000.00
Total 4600-00 - Commissions		50,000.00			50,000.00
46000 - Merchandise Sales					
4502-00 - Non-Retail VIC income			9,500.00		9,500.00
46000 - Merchandise Sales - Other			95,000.00		95,000.00
Total 46000 - Merchandise Sales			104,500.00		104,500.00
Total Income	0.00	59,900.00	104,500.00		164,400.00
Gross Profit	0.00	59,900.00	104,500.00		164,400.00
Expense					
5000-00 - Salaries & Wages					
5000-01 - In-Market Administration	16,500.00				16,500.00
5010-00 - Sales Commissions		7,600.00			7,600.00
5020-00 - P/R - Tax Expense	22,712.00	13,977.00	17,550.00	25,978.00	80,217.00
5030-00 - P/R - Health Insurance Expense	48,960.00	19,590.00	21,672.00	31,812.00	122,034.00
5040-00 - P/R - Workmans Comp	2,268.00	2,065.00	5,193.00	2,298.00	11,824.00
5060-00 - 401 (k)	12,978.00	6,657.00	6,924.00	13,322.00	39,881.00
5070-00 - Other Benefits and Expenses	2,008.00	1,004.00	1,225.00	2,000.00	6,237.00
5000-00 - Salaries & Wages - Other	324,453.00	158,827.00	173,103.00	333,048.00	989,431.00
Total 5000-00 - Salaries & Wages	429,879.00	209,720.00	225,667.00	408,458.00	1,273,724.00
5100-00 - Rent					
5110-00 - Utilities	1,620.00	840.00	7,650.00	1,476.00	11,586.00
5140-00 - Repairs & Maintenance	14,033.00	517.00	27,500.00	4,500.00	46,550.00
5150-00 - Office - Cleaning	2,700.00	1,223.00	2,847.00	2,497.00	9,267.00
5100-00 - Rent - Other	23,805.00	11,433.00	84,297.00	26,107.00	145,642.00
Total 5100-00 - Rent	42,158.00	14,013.00	122,294.00	34,580.00	213,045.00
5310-00 - Telephone					
5320-00 - Telephone	8,040.00	2,472.00	0.00	12,000.00	22,512.00
5310-00 - Telephone - Other			5,535.00		5,535.00
Total 5310-00 - Telephone	8,040.00	2,472.00	5,535.00	12,000.00	28,047.00
5420-00 - Mail - USPS	900.00	500.00	1,744.00	1,059.00	4,203.00
5510-00 - Insurance/Bonding	2,028.00	1,377.00	1,753.00	205.00	5,363.00
5520-00 - Supplies					
5525-00 - Supplies- Computer <\$1000	3,600.00	0.00	1,500.00	2,000.00	7,100.00
5520-00 - Supplies - Other	5,000.00	618.00	7,375.00	7,500.00	20,493.00
Total 5520-00 - Supplies	8,600.00	618.00	8,875.00	9,500.00	27,593.00
5610-00 - Depreciation	240.00	94.00	1,049.00	650.00	2,033.00
5700-00 - Equipment Support & Maintenance	3,500.00	1,685.00	3,600.00	3,955.00	12,740.00
5710-00 - Taxes, Licenses & Fees	0.00	96.00	155.00	12,500.00	12,751.00
5740-00 - Equipment Rental/Leasing	3,780.00	1,856.00	5,150.00	3,950.00	14,736.00
5800-00 - Training Seminars	4,500.00	0.00	5,000.00	5,000.00	14,500.00
5850-00 - Artist of Month - Commissions			5,500.00		5,500.00
5900-00 - Professional Fees					
5910-00 - Professional Fees - Attorneys	1,500.00			7,500.00	9,000.00
5920-00 - Professional Fees - Accountant				25,000.00	25,000.00
5921-00 - Professional Fees - Other	5,000.00			19,500.00	24,500.00
Total 5900-00 - Professional Fees	6,500.00			52,000.00	58,500.00
5941-00 - Research & Planning	5,000.00				5,000.00
6020-00 - Programs					
6016-00 - Special Event Partnership	50,000.00				50,000.00
6018-00 - Business Assoc. Grants	30,000.00				30,000.00
Total 6020-00 - Programs	80,000.00				80,000.00
6420-00 - Events					
6420-01 - Sponsorships					
6023-00 - Autumn Food & Wine	37,375.00				37,375.00
6421-01 - 4th of July Fireworks	20,300.00				20,300.00
6421-04 - Broken Arrow Skyrace	20,000.00				20,000.00

North Lake Tahoe Resort Association
Profit & Loss Budget Overview- Excluding Membership
July 2018 through June 2019

	<u>11 - Marketing</u>	<u>30 - Conference</u>	<u>42 - VIC</u>	<u>70 - Administration</u>	<u>TOTAL</u>
	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>	<u>Jul '18 - Jun 19</u>
6421-05 · No Barriers	12,400.00				12,400.00
6421-06 · Spartan	254,500.00				254,500.00
6421-07 · Tahoe Lacrosse Tournament	5,000.00				5,000.00
6421-08 · Tough Mudder	35,550.00				35,550.00
6421-09 · Wanderlust	37,700.00				37,700.00
6421-10 · WinterWonderGrass - Tahoe	19,400.00				19,400.00
6421-16 · Mountain Travel Symposium	5,000.00				5,000.00
Total 6420-01 · Sponsorships	447,225.00				447,225.00
6421-00 · New Event Development	58,000.00				58,000.00
6424-00 · Event Operation Expenses	8,000.00				8,000.00
Total 6420-00 · Events	513,225.00				513,225.00
6730-00 · Marketing Cooperative/Media	1,336,604.00	123,219.00			1,459,823.00
6742-00 · Non-NLT Co-Op Marketing Program	50,000.00				50,000.00
6743-00 · BACC Marketing Programs					
6743-01 · Shop Local	20,000.00				20,000.00
6743-03 · Touch Lake Tahoe	20,000.00				20,000.00
6743-04 · High Notes	20,000.00				20,000.00
6743-05 · Peak Your Adventure	20,000.00				20,000.00
Total 6743-00 · BACC Marketing Programs	80,000.00				80,000.00
8100-00 · Cost of Goods Sold			49,875.00		49,875.00
8200-00 · Associate Relations	1,600.00	300.00	700.00	4,000.00	6,600.00
8300-00 · Board Functions				4,500.00	4,500.00
8500-00 · Credit Card Fees	0.00		3,658.00	0.00	3,658.00
8600-00 · Additional Opportunitites	32,000.00			5,600.00	37,600.00
8700-00 · Automobile Expenses	1,500.00	0.00	750.00	3,000.00	5,250.00
8750-00 · Meals/Meetings	3,600.00	0.00	800.00	1,440.00	5,840.00
8810-00 · Dues & Subscriptions	3,500.00	1,000.00	2,000.00	3,300.00	9,800.00
8910-00 · Travel	5,500.00		1,100.00	0.00	6,600.00
Total Expense	2,622,654.00	356,950.00	445,205.00	565,697.00	3,990,506.00
Net Ordinary Income	-2,622,654.00	-297,050.00	-340,705.00	-565,697.00	-3,826,106.00
Other Income/Expense					
Other Expense					
8990-00 · Allocated	413,721.58	56,309.21	70,230.73	-565,697.00	-25,435.48
Total Other Expense	413,721.58	56,309.21	70,230.73	-565,697.00	-25,435.48
Net Other Income	-413,721.58	-56,309.21	-70,230.73	565,697.00	25,435.48
Net Income	-3,036,375.58	-353,359.21	-410,935.73	0.00	-3,800,670.52
Attachment C Personnel	429,879	209,720	225,667	865,266	
Attachment C: G+A Cap - Direct Costs	541,668	80,320	234,394	856,382	
Research and Planning	5,000	-	-	5,000	
Direct Marketing/Programs	1,466,604	123,219	-	1,589,823	
Special Event Funding	513,225	-	-	513,225	
Community Marketing Fund	80,000	-	-	80,000	
TOTALS	3,036,376	413,259	460,061	3,909,696	
Less other revenues	-	(59,900.00)	(49,125.00)	(109,025.00)	
NET TOTAL	3,036,375.58	353,359.21	410,935.73	3,800,670.52	

North Lake Tahoe Resort Association Profit & Loss Budget Overview

July 2018 through June 2019

Accrual Basis	11 - Marketing	30 - Conference	42 - VIC	60 - Membership	70 - Administration	TOTAL
	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19
Ordinary Income/Expense						
Income						
4200-00 · Membership Dues				128,000.00		128,000.00
4205-00 · Conference Dues		9,900.00				9,900.00
4250-00 · Revenues-Membership Activities						
4250-01 · Community Awards						
4250-04 · Silent Auction				19,000.00		19,000.00
4250-05 · Sponsorships				13,000.00		13,000.00
4250-01 · Community Awards - Other				18,000.00		18,000.00
Total 4250-01 · Community Awards				50,000.00		50,000.00
4250-02 · Chamber Events				2,500.00		2,500.00
4250-03 · Summer/Winter Rec Luncheon				8,000.00		8,000.00
4251-00 · Tues AM Breakfast Club						
4251-01 · Tues AM Breakfast Club Sponsors				3,050.00		3,050.00
4251-00 · Tues AM Breakfast Club - Other				6,960.00		6,960.00
Total 4251-00 · Tues AM Breakfast Club				10,010.00		10,010.00
Total 4250-00 · Revenues-Membership Activities				70,510.00		70,510.00
4600-00 · Commissions						
4601-00 · Commissions - South Shore		20,000.00				20,000.00
4600-00 · Commissions - Other		30,000.00				30,000.00
Total 4600-00 · Commissions		50,000.00				50,000.00
46000 · Merchandise Sales						
4502-00 · Non-Retail VIC income			9,500.00			9,500.00
46000 · Merchandise Sales - Other			95,000.00			95,000.00
Total 46000 · Merchandise Sales			104,500.00			104,500.00
Total Income	0.00	59,900.00	104,500.00	198,510.00		362,910.00
Gross Profit	0.00	59,900.00	104,500.00	198,510.00		362,910.00
Expense						
5000-00 · Salaries & Wages						
5000-01 · In-Market Administration	16,500.00			-16,500.00		0.00
5010-00 · Sales Commissions		7,600.00				7,600.00
5020-00 · P/R - Tax Expense	22,712.00	13,977.00	17,550.00	6,566.00	25,978.00	86,783.00
5030-00 · P/R - Health Insurance Expense	48,960.00	19,590.00	21,672.00	10,656.00	31,812.00	132,690.00
5040-00 · P/R - Workmans Comp	2,268.00	2,065.00	5,193.00	87.00	2,298.00	11,911.00
5060-00 · 401 (k)	12,978.00	6,657.00	6,924.00	3,145.00	13,322.00	43,026.00
5070-00 · Other Benefits and Expenses	2,008.00	1,004.00	1,225.00	792.00	2,000.00	7,029.00
5000-00 · Salaries & Wages - Other	324,453.00	158,827.00	173,103.00	78,636.00	333,048.00	1,068,067.00
Total 5000-00 · Salaries & Wages	429,879.00	209,720.00	225,667.00	83,382.00	408,458.00	1,357,106.00
5100-00 · Rent						
5110-00 · Utilities	1,620.00	840.00	7,650.00	605.00	1,476.00	12,191.00
5140-00 · Repairs & Maintenance	14,033.00	517.00	27,500.00	300.00	4,500.00	46,850.00
5150-00 · Office - Cleaning	2,700.00	1,223.00	2,847.00	1,177.00	2,497.00	10,444.00
5100-00 · Rent - Other	23,805.00	11,433.00	84,297.00	9,826.00	26,107.00	155,468.00
Total 5100-00 · Rent	42,158.00	14,013.00	122,294.00	11,908.00	34,580.00	224,953.00
5310-00 · Telephone						
5320-00 · Telephone	8,040.00	2,472.00	0.00	3,036.00	12,000.00	25,548.00
5310-00 · Telephone - Other			5,535.00			5,535.00
Total 5310-00 · Telephone	8,040.00	2,472.00	5,535.00	3,036.00	12,000.00	31,083.00
5420-00 · Mail - USPS						
	900.00	500.00	1,744.00	1,000.00	1,059.00	5,203.00
5510-00 · Insurance/Bonding						
5520-00 · Supplies	2,028.00	1,377.00	1,753.00	775.00	205.00	6,138.00
5520-00 · Supplies						
5525-00 · Supplies- Computer <\$1000	3,600.00	0.00	1,500.00	500.00	2,000.00	7,600.00
5520-00 · Supplies - Other	5,000.00	618.00	7,375.00	1,000.00	7,500.00	21,493.00
Total 5520-00 · Supplies	8,600.00	618.00	8,875.00	1,500.00	9,500.00	29,093.00
5610-00 · Depreciation	240.00	94.00	1,049.00	96.00	650.00	2,129.00
5700-00 · Equipment Support & Maintenance	3,500.00	1,685.00	3,600.00	672.00	3,955.00	13,412.00
5710-00 · Taxes, Licenses & Fees	0.00	96.00	155.00	200.00	12,500.00	12,951.00
5740-00 · Equipment Rental/Leasing	3,780.00	1,856.00	5,150.00	2,990.00	3,950.00	17,726.00
5800-00 · Training Seminars	4,500.00	0.00	5,000.00	1,950.00	5,000.00	16,450.00
5850-00 · Artist of Month - Commissions			5,500.00			5,500.00
5900-00 · Professional Fees						
5910-00 · Professional Fees - Attorneys	1,500.00				7,500.00	9,000.00
5920-00 · Professional Fees - Accountant					25,000.00	25,000.00
5921-00 · Professional Fees - Other	5,000.00			1,500.00	19,500.00	26,000.00
Total 5900-00 · Professional Fees	6,500.00			1,500.00	52,000.00	60,000.00
5941-00 · Research & Planning	5,000.00					5,000.00
6020-00 · Programs						
6016-00 · Special Event Partnership	50,000.00					50,000.00
6018-00 · Business Assoc. Grants	30,000.00					30,000.00
Total 6020-00 · Programs	80,000.00					80,000.00
6420-00 · Events						
6420-01 · Sponsorships						
6023-00 · Autumn Food & Wine	37,375.00					37,375.00

North Lake Tahoe Resort Association Profit & Loss Budget Overview

July 2018 through June 2019

	11 - Marketing	30 - Conference	42 - VIC	60 - Membership	70 - Administration	TOTAL
	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19	Jul '18 - Jun 19
6421-01 · 4th of July Fireworks	20,300.00					20,300.00
6421-04 · Broken Arrow Skyrace	20,000.00					20,000.00
6421-05 · No Barriers	12,400.00					12,400.00
6421-06 · Spartan	254,500.00					254,500.00
6421-07 · Tahoe Lacrosse Tournament	5,000.00					5,000.00
6421-08 · Tough Mudder	35,550.00					35,550.00
6421-09 · Wanderlust	37,700.00					37,700.00
6421-10 · WinterWonderGrass - Tahoe	19,400.00					19,400.00
6421-16 · Mountain Travel Symposium	5,000.00					5,000.00
Total 6420-01 · Sponsorships	447,225.00					447,225.00
6421-00 · New Event Development	58,000.00					58,000.00
6424-00 · Event Operation Expenses	8,000.00					8,000.00
Total 6420-00 · Events	513,225.00					513,225.00
6423-00 · Membership Activities						
6434-00 · Community Awards Dinner				27,500.00		27,500.00
6436-00 · Membership - Wnt/Sum Rec Lunch				5,000.00		5,000.00
6437-00 · Tuesday Morning Breakfast Club				7,150.00		7,150.00
6442-00 · Public Relations/Website				5,628.00		5,628.00
Total 6423-00 · Membership Activities				45,278.00	0.00	45,278.00
6730-00 · Marketing Cooperative/Media	1,336,604.00	123,219.00				1,459,823.00
6742-00 · Non-NLT Co-Op Marketing Program	50,000.00					50,000.00
6743-00 · BACC Marketing Programs						
6743-01 · Shop Local	20,000.00					20,000.00
6743-03 · Touch Lake Tahoe	20,000.00					20,000.00
6743-04 · High Notes	20,000.00					20,000.00
6743-05 · Peak Your Adventure	20,000.00					20,000.00
Total 6743-00 · BACC Marketing Programs	80,000.00					80,000.00
8100-00 · Cost of Goods Sold			49,875.00			49,875.00
8200-00 · Associate Relations	1,600.00	300.00	700.00	800.00	4,000.00	7,400.00
8300-00 · Board Functions					4,500.00	4,500.00
8500-00 · Credit Card Fees	0.00		3,658.00	3,000.00	0.00	6,658.00
8600-00 · Additional Opportunitites	32,000.00				5,600.00	37,600.00
8700-00 · Automobile Expenses	1,500.00	0.00	750.00	933.00	3,000.00	6,183.00
8750-00 · Meals/Meetings	3,600.00	0.00	800.00	1,800.00	1,440.00	7,640.00
8810-00 · Dues & Subscriptions	3,500.00	1,000.00	2,000.00	420.00	3,300.00	10,220.00
8910-00 · Travel	5,500.00		1,100.00		0.00	6,600.00
Total Expense	2,622,654.00	356,950.00	445,205.00	161,240.00	565,697.00	4,151,746.00
Net Ordinary Income	-2,622,654.00	-297,050.00	-340,705.00	37,270.00	-565,697.00	-3,788,836.00
Other Income/Expense						
Other Expense						
8990-00 · Allocated	413,721.58	56,309.21	70,230.73	25,435.48	-565,697.00	0.00
Total Other Expense	413,721.58	56,309.21	70,230.73	25,435.48	-565,697.00	0.00
Net Other Income	-413,721.58	-56,309.21	-70,230.73	-25,435.48	565,697.00	0.00
Net Income	-3,036,375.58	-353,359.21	-410,935.73	11,834.52	0.00	-3,788,836.00

KEY METRICS FOR April 30, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru April 2018)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,488,550
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279
2013 - 2014	4,525,882	2,145,655	3,569,535	1,751,001	\$ 11,992,073
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406
2015 - 2016	4,872,923	3,874,544	5,438,618	5,349,067	\$ 19,535,152
2016 - 2017	5,505,641	3,353,829	6,120,919	3,348,308	\$ 18,328,697
2017 - 2018	6,260,314	3,421,608	4,571,984	110	\$ 14,254,016

updated

Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru April 2018)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	33,365	33,620	32,268	35,244	9.22%
Phone	2,144	2,175	2,793	2,582	-7.55%
Email		191	296	317	7.09%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	3,054	4,945	4,454	-9.93%
Total	42,009	47,649	44,228	50,480	14.14%

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

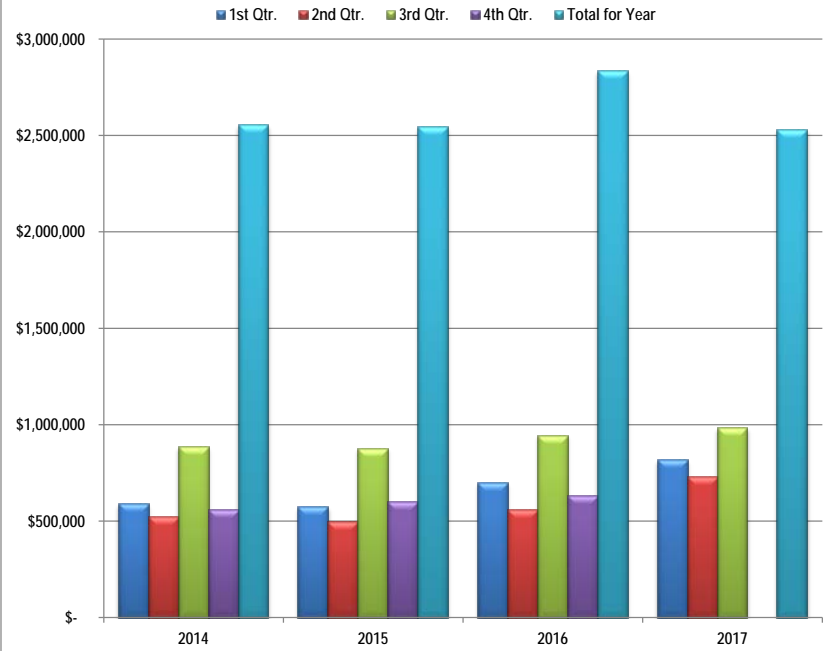
Unemployment Rates - EDD	June 2014	July 2015	Aug 2016	Apr 2018
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.2%
Placer County (367,309)	6.0%	5.2%	4.7%	2.9%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.1%
Kings Beach (3,893)	6.0%	6.8%	6.1%	2.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.2%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.0%

Destimetrics Reservations Activity	FYTD 16/17	FYTD 17/18	YOY % Change
Occupancy	49.0%	41.0%	-16.3%
ADR (Average Daily Rate)	\$ 215	\$ 214	-0.5%
RevPAR (Rev per Available Room)	\$ 105	\$ 88	-16.8%
Occupancy 1 Mth Forecast	30.7%	34.3%	11.6%
ADR 1 Mth Forecast	\$ 204	\$ 212	4.1%
RevPAR 1 Mth Forecast	\$ 63	\$ 73	16.3%
Occupancy (prior 6 months)	47.8%	43.1%	-9.9%
ADR (prior 6 months)	\$ 317	\$ 309	-2.4%
RevPAR (prior 6 months)	\$ 151	\$ 133	-12.0%
Occupancy (next 6 months)	30.1%	31.3%	4.1%
ADR (next 6 months)	\$ 343	\$ 351	2.3%
RevPAR (next 6 months)	\$ 103	\$ 110	6.5%

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

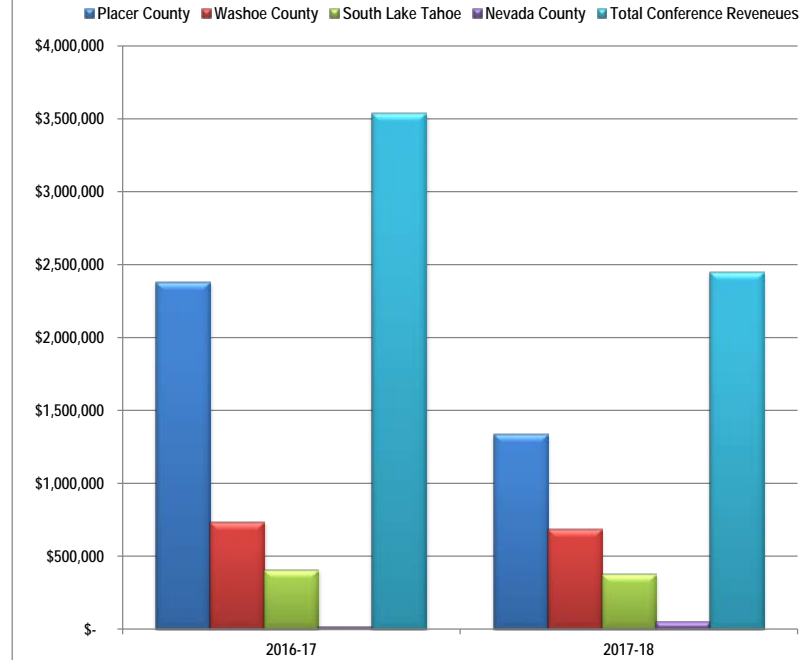
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 4/30/2018				
	2016-17	2016-17	2017-18	YOY %
FORWARD LOOKING	Actuals	Forecasted	Forecasted	Change
Total Revenue Booked	\$3,964,368	\$ 3,538,333	\$ 2,447,560	-30.83%
Commission for this Revenue	\$ 129,375	\$ 119,493	\$ 61,234	-48.76%
Number of Room Nights	21,352	20,164	14,935	-25.93%
Number of Bookings	79	68	61	-10.29%
Conference Revenue And Percentage by County:				
	16-17	17-18		
Placer	67%	55%	\$2,506,277	\$ 2,382,534 \$ 1,337,579 -43.86%
Washoe	21%	28%	\$764,192	\$ 736,825 \$ 684,058 -7.16%
South Lake	11%	15%	\$411,781	\$ 406,856 \$ 375,635 -7.67%
Nevada	0%	2%	\$12,118	\$ 12,118 \$ 50,288 314.99%
Total Conference Revenue	100%	100%	\$3,694,368	\$ 3,538,333 \$ 2,447,560 -30.83%
CURRENT				
NLT - Annual Revenue Goal			\$ 3,000,000	\$ 2,500,000 -16.67%
Annual Commission Goal			\$ 135,000	\$ 70,000 -48.15%

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



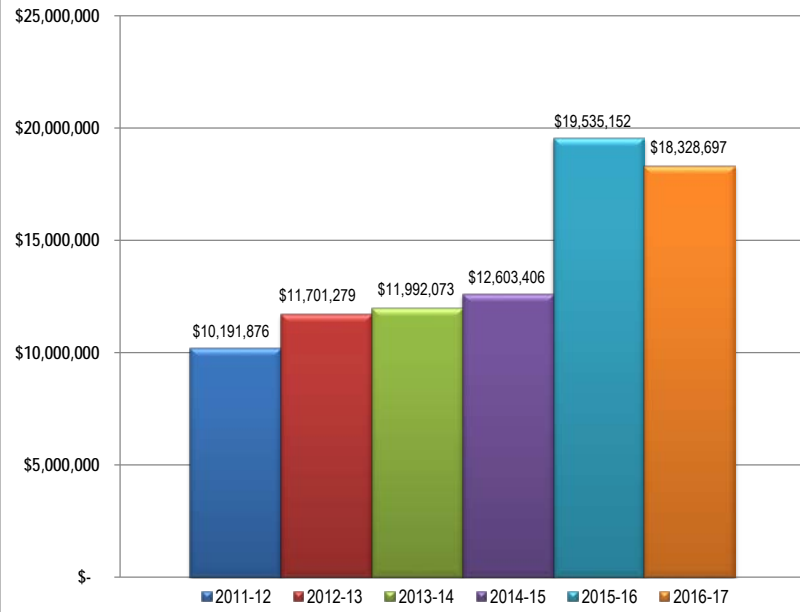
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Third (Jun - Aug)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Sep - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

Conference Revenue Statistics & Revenue Share by County

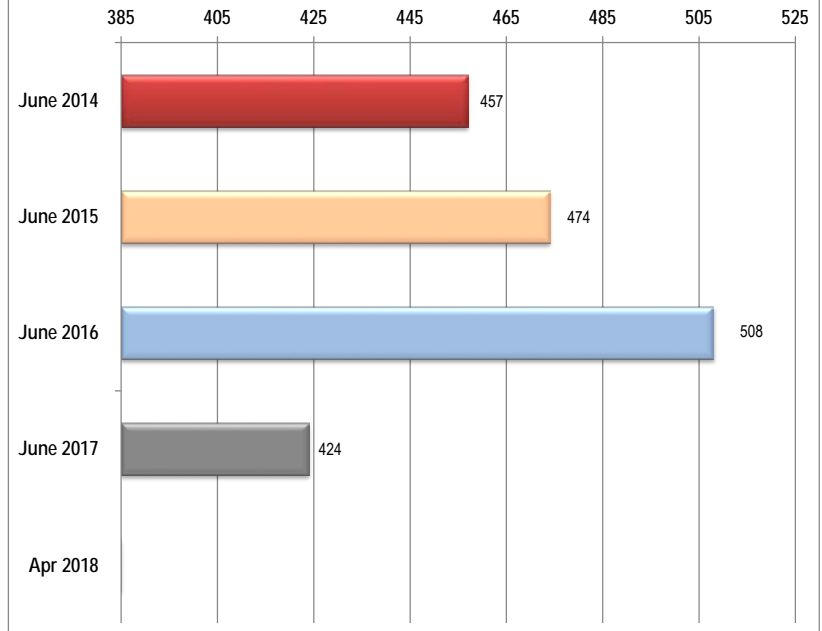


Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 4/30/2018			
	2016-17	2017-18	YOY %
FORWARD LOOKING			
	Forecasted	Forecasted	Change
Total Revenue Booked	\$ 3,538,333	\$ 2,447,560	-30.83%
Commission for this Revenue	119,493	61,234	-48.76%
Number of Room Nights	20,164	14,935	-25.93%
Number of Bookings	68	61	-10.29%
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Nevada	\$ 12,118	\$ 50,288	314.99%
Total Conference Revenue	\$ 3,538,333	\$ 2,447,560	-30.83%

5-Year Annual TOT Collections (Fiscal Year Basis)



Chamber Membership (# of Members)



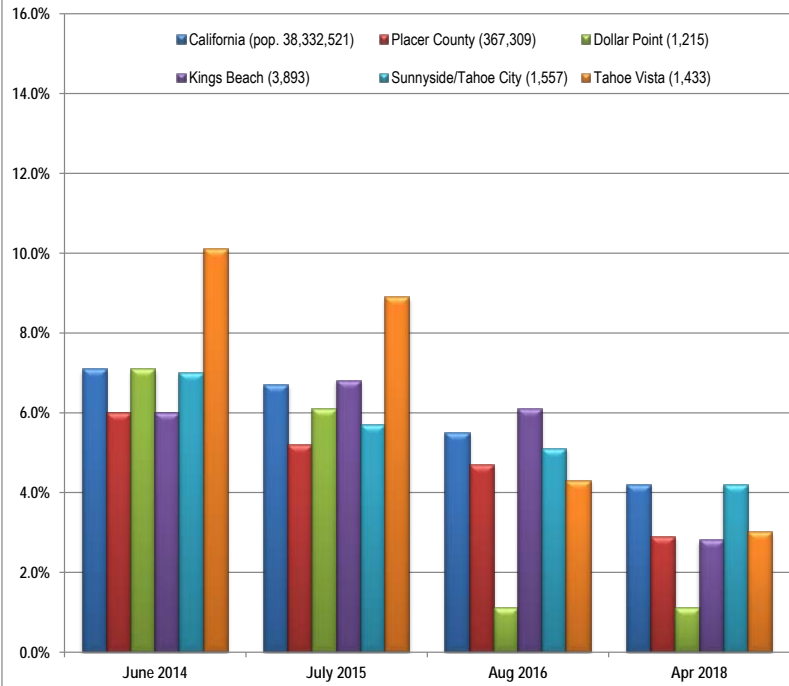
Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru April 2018)

Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013 - 2014	\$ 4,525,882	\$ 2,145,655	\$ 3,569,535	\$ 1,751,001	\$ 11,992,073
2014 - 2015	\$ 4,693,908	\$ 2,527,728	\$ 3,513,439	\$ 1,868,331	\$ 12,603,406
2015 - 2016	\$ 4,872,923	\$ 3,874,544	\$ 5,438,618	\$ 5,349,067	\$ 19,535,152
2016 - 2017	\$ 5,505,641	\$ 3,353,829	\$ 6,120,919	\$ 3,348,308	\$ 18,328,697
2017 - 2018	\$ 6,260,314	\$ 3,421,608	\$ 4,571,984	\$ 110	\$ 14,254,016

Chamber Of Commerce Total Membership

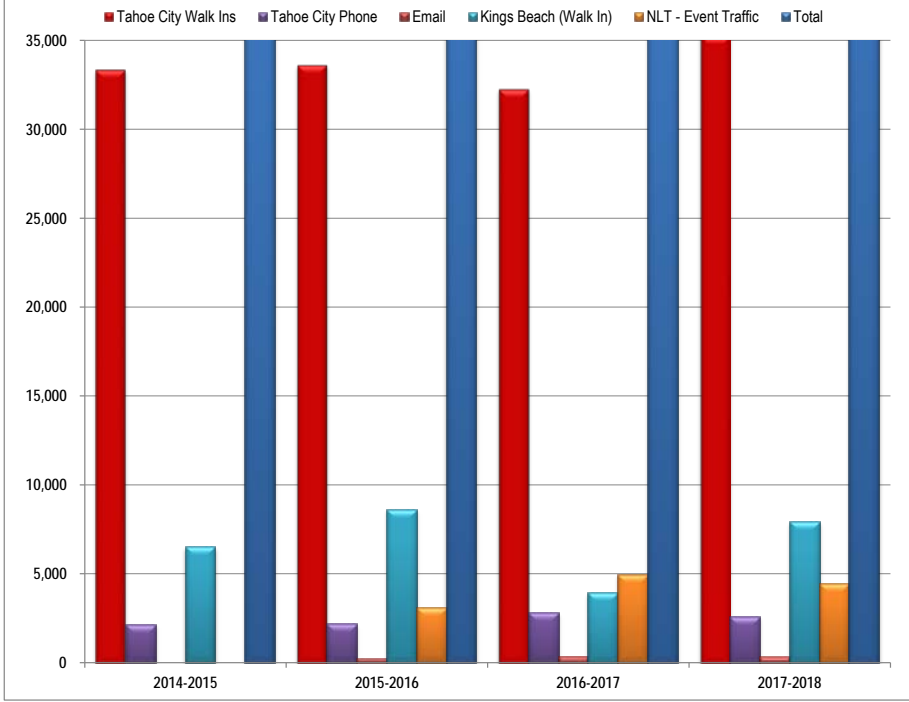
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Apr 2018	378

Unemployment Rates by Region



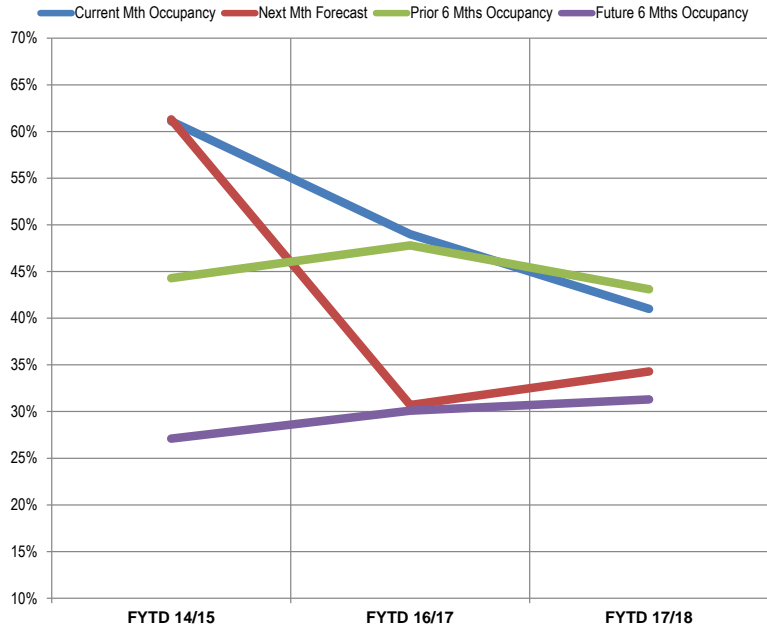
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Dollar Point (1,215)	7.1%	6.1%	1.1%	1.1%
Kings Beach (3,893)	6.0%	6.8%	6.1%	2.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.2%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.0%

Visitor Information - FYTD YOY



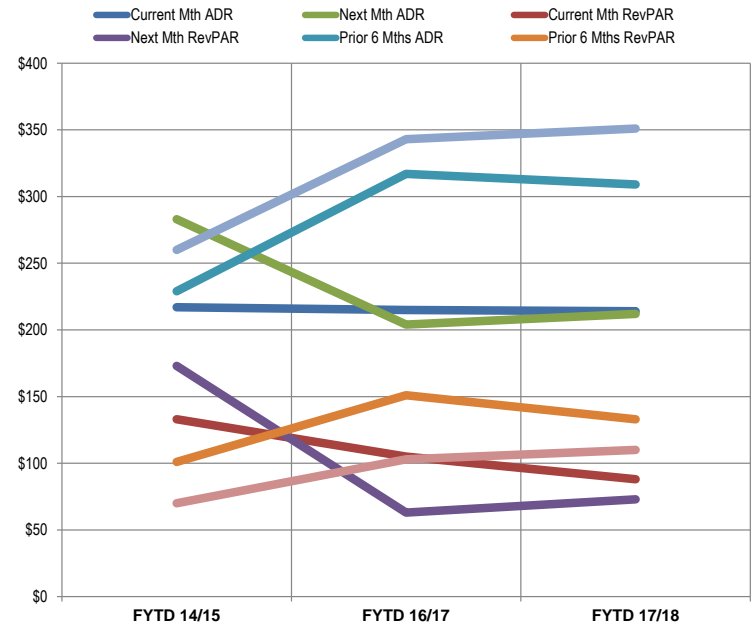
Visitor Information Comparative Statistics For FYTD 2014 - 2017 (thru April 2018)					
Referrals -	2014-2015	2015-2016	2016-2017	2017-2018	YOY % Change
Tahoe City:					
Walk In	33,365	33,620	32,268	35,244	9.22%
Phone	2,144	2,175	2,793	2,582	-7.55%
Email	-	191	296	317	7.09%
Kings Beach (Walk In)	6,500	8,609	3,926	7,883	100.79%
NLT - Event Traffic	N/A	3,054	4,945	4,454	-9.93%
Total	42,009	47,649	44,228	50,480	14.14%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	49.0%	41.0%	-16.3%
Occupancy 1 Mth Forecast	61.3%	30.7%	34.3%	11.6%
Occupancy (prior 6 months)	44.3%	47.8%	43.1%	-9.9%
Occupancy (next 6 months)	27.1%	30.1%	31.3%	4.1%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$215	\$214	-0.5%
RevPAR (Rev per Available Room)	\$133	\$105	\$88	-16.8%
ADR 1 Mth Forecast	\$283	\$204	\$212	4.1%
RevPAR 1 Mth Forecast	\$173	\$63	\$73	16.3%
ADR (prior 6 months)	\$229	\$317	\$309	-2.4%
RevPAR (prior 6 months)	\$101	\$151	\$133	-12.0%
ADR (next 6 months)	\$260	\$343	\$351	2.3%
RevPAR (next 6 months)	\$70	\$103	\$110	6.5%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA) Employee Expense Report

Month*Yr April 2018
Employee Cindy Gustafson

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE	
4.6.18	A	Silent Auction Pro	2856	Credit Card readers for check out at dinner	140.00		6434-00-60	✓
4.9.18	B	Adobe	8246	Adobe Acrobat Software - monthly bill	14.99		8810-00-70	✓
4.11.18	C	Tahoe House	9940	Coffee with Daphne, Katie Barnes and Cindy - Destimetrics	17.19		8750-00-11	✓
4.11.18	D	Crown Awards	J033	Awards Dinner - Awards	1,141.41		6434-00-60	✓
4.11.18	E	Crown Awards	9316	Awards Dinner - Awards	25.66		6434-00-60	✓
4.13.18	F	Stormtech	3528	VIC Inventory	1,093.20		12100-00	✓
4.13.18	G	Crown Awards	2919	Awards Dinner - Awards	53.18		6434-00-60	✓
4.13.18	H	Crown Awards	6482	Awards Dinner - Awards	27.04		6434-00-60	✓
4.16.18	I	Crown Awards	P4OX	Awards Dinner - Awards	102.96		6434-00-60	✓
4.17.18	J	Amazon	X5XH	Coffee Creamer - VIC Coffee station	19.18		12100-00	✓
4.18.18	K	Amazon	V7K5	K-Cup Coffee - VIC Coffee Station	64.00		12100-00	✓
	Z							
MILEAGE REIMBURSEMENT								
	Attach 1		Mileage	See Attached Mileage Report		119.79	8700-00-70	✓
				Mileage Reimbursed Through Payroll				
TOTAL - CREDIT CARD EXPENSES					2,698.81			✓
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					119.79			✓

Signed By: Cindy Gustafson Approved By: _____
Date: 5.3.18 Date: _____

ACCOUNTING					
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE	DATE SCANNED	
MAY 07 2018	MAY 15 2018				

CHECKED MAY 15 2018 *MS*

**NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
MILEAGE REIMBURSEMENT**

EMPLOYEE NAME: Cindy Gustafson
REPORT MONTH: Apr-18

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
	4.2.18	NLTRA Offices	Ritz Carlton	22.00	x		On-Boarding New Board Member Bruce Siegel
	4.2.18	NLTRA Offices	SV Lodge	16.00	x		On-Boarding New Board Member Dan Tester
	4.4.18	NLTRA Offices	Resort at Squaw Creek	16.00	x		On-Boarding New Board Member Andre Priemer
	4.6.18	NLTRA Offices	Sugar Bowl	44.80	x		On-Boarding New Board Member Greg Dallas
	4.10.18	NLTRA Offices	Tahoe House	3.00	x		Meeting with Destimetrics
	4.11.18	NLTRA Offices	North Tahoe Event Center	20.00	x		NLTRA Board Meeting
	4.13.18	NLTRA Offices	Truckee Airport	38.00	x		Mountain Housing Council meeting
	4.24.18	NLTRA Offices	North Tahoe Event Center	20.00	x		Board of Supervisors meeting
	4.25.18	NLTRA Offices	North Tahoe Event Center	20.00	x		Placer County Sustainability Plan meeting
	4.26.18	NLTRA Offices	North Tahoe Event Center	20.00	x		MHC Annual Public Meeting
TOTAL MILES SUBMITTED:				219.80			✓
MILEAGE RATE PER MILE				\$ 0.545			✓
TOTAL MILEAGE REIMBURSEMENT DUE				\$ 119.79			✓

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MEMO STATEMENT

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0108-6903
Statement Date APR 28, 2018
Total Activity \$2,698.81

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

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

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$2,698.81		\$0.00		\$0.00		\$2,698.81

ACCOUNT ACTIVITY						
Posting Date	Transaction Date	Reference Number	Transaction Description		Amount	
04-06	04-05	05259588096500198732856	SILENT AUCTION PRO 530-363-4088 FL Tax ID: 263128202 Mer Zip: 32536	(A)	140.00	CC PENDING
04-09	04-07	55310208097026662882460	ADOBE SYSTEMS, INC. 08008336687 CA Tax ID: 770019522 Mer Ref: 66288246 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	(B)	14.99	
04-11	04-10	55432868100200334387369	SQU*SQ*TAHOE HOUSE BA Tahoe City CA Tran: 00011529215079940 Tax ID: 800429876 Mer Ref: 00011529215079940 Mer Zip: 96145 Origin Zip: 96145 Dest Zip: 96145 Dest Ctry: USA Tax: 0.81	(C)	17.19	
04-11	04-10	55444368100083768506150	CROWN AWARDS INC 08002271557 NY Tran: 07901016 Tax ID: 133490101 Mer Ref: 768506156FS5JO33 Mer Zip: 10532 Origin Zip: 10532 Dest Zip: 96145 Dest Ctry: USA Shp: 153.94 Product Code: DEFAULT Desc: 9" SUPER NOVA CRYSTAL AWARD Qty: 11 Unit: EA Disc: N Ext Item Amt: 769.89 Product Code: DEFAULT Desc: SET UP \$35-QTY BELOW 50 Qty: 1 Unit: EA Disc: N Ext Item Amt: 35.00 Product Code: DEFAULT Desc: EXTRA CHARACTER OVER 40 CHARGE Qty: 32 Unit: EA Disc: N Ext Item Amt: 8.32 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 8 Unit: EA Disc: N Ext Item Amt: 199.92 Product Code: DEFAULT Desc: SHIPPING & HANDLING-TROPHIES Qty: 1 Unit: EA Disc: N Ext Item Amt: 153.94	(D)	1,141.41	AWARDS

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0108-6903	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	APR 28, 2018	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$2,698.81
	\$0.00		

Statement Date	APR 28, 2018	Total Activity	\$2,698.81
Credit Limit	\$50,000	Single Purchase Limit	\$0.00
CINDY M GUSTAFSON			
XXXX-XXXX-0108-6903			

ACCOUNT ACTIVITY					
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount	
04-11	04-10	55444368100083769030572	CROWN AWARDS INC 08002271557 NY Tran: 07901016 Tax ID: 133490101 Mer Ref: 76903057KFSP9316 Mer Zip: 10532 Origin Zip: 10532 Dest Zip: 96145 Dest Ctry: USA Shp: 153.94 Product Code: DEFAULT Desc: 9" SUPER NOVA CRYSTAL AWARD Qty: 11 Unit: EA Disc: N Ext Item Amt: 769.89 Product Code: DEFAULT Desc: SET UP \$35-QTY BELOW 50 Qty: 1 Unit: EA Disc: N Ext Item Amt: 35.00 Product Code: DEFAULT Desc: EXTRA CHARACTER OVER 40 CHARGE Qty: 32 Unit: EA Disc: N Ext Item Amt: 8.32 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 8 Unit: EA Disc: N Ext Item Amt: 199.92 Product Code: DEFAULT Desc: SHIPPING & HANDLING-TROPHIES Qty: 1 Unit: EA Disc: N Ext Item Amt: 153.94	(E) 25.66	AWARDS
04-13	04-11	55420368102630185526538	STORMTECH USA INC FERNDAL WA Tax ID: 980173528 Mer Zip: 98248	(F) 1,093.20	VIC INVENTORY
04-13	04-12	55444368102083772122919	CROWN AWARDS INC 08002271557 NY Tran: 07901016 Tax ID: 133490101 Mer Ref: 772122917FU009FC Mer Zip: 10532 Origin Zip: 10532 Dest Zip: 96145 Dest Ctry: USA Shp: 157.14 Product Code: DEFAULT Desc: 9" SUPER NOVA CRYSTAL AWARD Qty: 11 Unit: EA Disc: N Ext Item Amt: 769.89 Product Code: DEFAULT Desc: SET UP \$35-QTY BELOW 50 Qty: 1 Unit: EA Disc: N Ext Item Amt: 35.00 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 8 Unit: EA Disc: N Ext Item Amt: 199.92 Product Code: DEFAULT Desc: EXTRA CHARACTER OVER 40 CHARGE Qty: 136 Unit: EA Disc: N Ext Item Amt: 35.36 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 2 Unit: EA Disc: N Ext Item Amt: 49.98 Product Code: DEFAULT Desc: SHIPPING & HANDLING-TROPHIES Qty: 1 Unit: EA Disc: N Ext Item Amt: 157.14	(G) 53.18	AWARDS
04-13	04-12	55444368102083771866482	CROWN AWARDS INC 08002271557 NY Tran: 07901016 Tax ID: 133490101 Mer Ref: 771866489FU00636 Mer Zip: 10532 Origin Zip: 10532 Dest Zip: 96145 Dest Ctry: USA Shp: 157.14 Product Code: DEFAULT Desc: 9" SUPER NOVA CRYSTAL AWARD Qty: 11 Unit: EA Disc: N Ext Item Amt: 769.89 Product Code: DEFAULT Desc: SET UP \$35-QTY BELOW 50 Qty: 1 Unit: EA Disc: N Ext Item Amt: 35.00 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 8 Unit: EA Disc: N Ext Item Amt: 199.92 Product Code: DEFAULT Desc: EXTRA CHARACTER OVER 40 CHARGE Qty: 136 Unit: EA Disc: N Ext Item Amt: 35.36 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 2 Unit: EA Disc: N Ext Item Amt: 49.98 Product Code: DEFAULT Desc: SHIPPING & HANDLING-TROPHIES Qty: 1 Unit: EA Disc: N Ext Item Amt: 157.14	(H) 27.04	AWARDS
04-16	04-13	55444368103083773729059	CROWN AWARDS INC 8002271557 NY Tran: 07901016 Tax ID: 133490101 Mer Ref: 77372905DFU0P4OX Mer Zip: 10532 Origin Zip: 10532 Dest Zip: 96145 Dest Ctry: USA Shp: 165.12 Product Code: DEFAULT Desc: 9" SUPER NOVA CRYSTAL AWARD Qty: 11 Unit: EA Disc: N Ext Item Amt: 769.89 Product Code: DEFAULT Desc: SET UP \$35-QTY BELOW 50 Qty: 1 Unit: EA Disc: N Ext Item Amt: 35.00 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 8 Unit: EA Disc: N Ext Item Amt: 199.92 Product Code: DEFAULT Desc: EXTRA CHARACTER OVER 40 CHARGE Qty: 136 Unit: EA Disc: N Ext Item Amt: 35.36 Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 2 Unit: EA Disc: N Ext Item Amt: 49.98	(I) 102.96	AWARDS

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
			Product Code: DEFAULT Desc: 5" SPOTLIGHT BLUE CRYSTAL Qty: 1 Unit: EA Disc: N Ext Item Amt: 24.99	
			Product Code: DEFAULT Desc: 9" SUPER NOVA CRYSTAL AWARD Qty: 1 Unit: EA Disc: N Ext Item Amt: 69.99	
			Product Code: DEFAULT Desc: SHIPPING & HANDLING-TROPHIES Qty: 1 Unit: EA Disc: N Ext Item Amt: 165.12	
04-17	04-17	55432868107200538914961	Amazon.com AMZN.COM/BILLWA Tran: VIC Tax ID: 820544687 Mer Ref: 5UQLEB3X5XH Mer Zip: 98109	19.18
			Product Code: B00451ZJB0 Desc: NESTLE COFFEE-MATE Coffee Creamer, Qty: 1 Unit: PCE Disc: N Ext Item Amt: 19.18	
04-18	04-17	55432868107200661295154	Amazon.com AMZN.COM/BILLWA Tran: VIC Tax ID: 820544687 Mer Ref: 1EL4WAPV7K5 Mer Zip: 98109 Tax: 0.88	64.00
			Product Code: B003KRHDNC Desc: K-Cup Carousel - Holds 35 K-Cups in Qty: 1 Unit: PCE Disc: N Ext Item Amt: 13.02	
			Product Code: B071Z8LD77 Desc: K-Cup Coffee Lover's Variety Sample Qty: 2.00 Unit: PCE Disc: N Ext Item Amt: 50.98	

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Print

PAYMENT RECORD

Group: 777
North Lake Tahoe Chamber - 64th Annual Community Awards - April 26, 2018
Lauren Sully
100 N. Lake Blvd
Tahoe City , CA 96145

Transaction Amount: \$ 140.00
Paid By: Credit Card
Payment Reference ID: 3686
Card Number: xxxxxxxxxxxx6903 Mastercard
Approval Code: 031586
Transaction ID: 492758606
Time Stamp: 2018-04-05 22:20:39
Notes: Rental of 4 credit card readers. \$140, Shipping. \$0



(A)

INVOICE



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

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 893152587

Invoice Date: APR-06-18

Payment Terms: Credit Card

Due Date: APR-13-18

Purchase Order: ADB016450957

Contract No 00004490

Order Number: 5017797439

Order Date: NOV-06-17

Customer No.: 1452233

Bill to No. 546408886

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

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

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

Comments:



Tahoe House Bakery & Gourmet

625 West Lake Blvd
Tahoe City, CA 96145
(530) 583-1377
www.tahoe-house.com

Apr 10, 2018
8:33 AM
Kerry V

Authorization 026141 MasterCard 6903
Receipt RVqy

MASTERCARD
AID A0 00 00 00 04 10 10

Latte	\$4.50
Double (\$0.50), Tall (\$0.25)	
Latte x 2 (\$3.75 each)	\$7.50
Plain Croissant	\$2.95
<hr/>	
Subtotal	\$14.95
Tip	\$2.24
<hr/>	
Total	\$17.19
7.25% Tax Included, \$0.81	
MasterCard 6903 (Chip)	\$17.19
Cindy Gustafson	

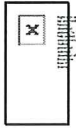
Coffee with Katie Barnes
Daphne Lange
re: Destimetrics



Kym Fabel

ON CINDY'S C.C.

From: CUSTOMERSERVICE@CROWNAWARDS.COM on behalf of CROWN AWARDS
Sent: Friday, April 13, 2018 7:42 AM
To: NORTH LAKE TAHOE CHAMBER
Subject: Crown Awards - Invoice



INVOICE

9 Skyline Dr, Hawthorne, NY 10532 800-765-2003

www.CrownAwards.com

Account #	Invoice Date	Order #	Invoice #	PO #
62161725	04/12/18	07901016	33478699	

Billing Information

NORTH LAKE TAHOE CHAMBER
 PO BOX 5459
 TAHOE CITY, CA 96145-5459
 ATTN:K LABEL

Shipping Information

NORTH LAKE TAHOE CHAMBER
 100 NORTH LAKE BOULEVARD
 TAHOE CITY, CA 96145
 ATTN:K LABEL

Quantity	Item #	Description	Unit Price	Subtotal
11	GLST9B	9" SUPER NOVA CRYSTAL AWARD	69.99	769.89
1	LOGO2	SET UP \$35-QTY BELOW 50	35.00	35.00
11	NOGIFTBAG	NO GIFT BAG	0.00	0.00
11	ENGLST9B-L	ENG -9" SUPER NOVA W/ LOGO	0.00	0.00
1	EXENGCP	EXTRA CHARACTER OVER 40 CHARGE	0.00	0.00
8	GLSPLBL5	5" SPOTLIGHT BLUE CRYSTAL	24.99	199.92
1	LOGOF	USE ARTWORK ON FILE	0.00	0.00
8	NOGIFTBAG	NO GIFT BAG	0.00	0.00
8	ENGLSPLBL5-L	ENG-5" BLUE SPTLGHT CRY S W/LOG	0.00	0.00
136	EXENGCP	EXTRA CHARACTER OVER 40 CHARGE	0.26	35.36
2	GLSPLBL5	5" SPOTLIGHT BLUE CRYSTAL	24.99	49.98
1	LOGOF	USE ARTWORK ON FILE	0.00	0.00
2	NOGIFTBAG	NO GIFT BAG	0.00	0.00
2	ENGLSPLBL5-L	ENG-5" BLUE SPTLGHT CRY S W/LOG	0.00	0.00
1	EXENGCP	EXTRA CHARACTER OVER 40 CHARGE	0.00	0.00
1	GLSPLBL5	5" SPOTLIGHT BLUE CRYSTAL	24.99	24.99
1	LOGOF	USE ARTWORK ON FILE	0.00	0.00
1	NOGIFTBAG	NO GIFT BAG	0.00	0.00
1	ENGLSPLBL5-L	ENG-5" BLUE SPTLGHT CRY S W/LOG	0.00	0.00
1	EXENGCP	EXTRA CHARACTER OVER 40 CHARGE	0.00	0.00

1
 (D, E, G, H, I)
 Page 58 of 64

1	GLST9B	9" SUPER NOVA CRYSTAL AWARD	69.99	69.99
1	LOGOF	USE ARTWORK ON FILE	0.00	0.00
1	NOGIFTBAG	NO GIFT BAG	0.00	0.00
1	ENGLST9B-L	ENG -9" SUPER NOVA W/ LOGO	0.00	0.00
1	EXENGCP	EXTRA CHARACTER OVER 40 CHARGE	0.00	0.00
1	FRTTRP	SHIPPING & HANDLING-TROPHIES	165.12	165.12

D	MASTERCARD	*****6903	1,141.41	08/2021	Invoice Subtotal	1,185.13
E	MASTERCARD	*****6903	25.66	08/2021	Shipping Charge	165.12
G	MASTERCARD	*****6903	27.04	08/2021	Sales Tax	0.00
H	MASTERCARD	*****6903	53.18	08/2021	Total	1,350.25
I	MASTERCARD	*****6903	102.96	08/2021	Total Payments	1,350.25
					Balance Due	\$0.00

D, E, G, H, I

2

Order Confirmation



Stormtech USA Inc.

Order Number: USA000278598

Order Date: 3/8/2018

Customer Code: S06744

Customer PO#: KYM

Card Type:

Last 4 Digits:

Credit Card Exp. Date:

Shipper ID: USL6-GRND

Terms Code: USCCB4SHIP

Freight Collection Terms:

EMAILED CC INFO TO
KIM 4.10.18 W/O ENTIRE CARD #
FOR SECURITY PURPOSES. LG

Stormtech USA Inc.
6920 Salashan Parkway,
Bldg E-100
Ferndale, WA, USA 98248

Phone: 888-876-5797

Fax: 888-795-2576

Page 1 of 2

Order Placer: *Kym Fabel*
EMILY DETWILER

Sold To:

NORTH LAKE TAHOE RESORT
PO BOX 1757
TAHOE CITY, CA 96148- US

Ship To:

NORTH LAKE TAHOE RESORT
PO BOX 5459
100 N LAKE BLVD
TAHOE CITY, CA 96145- US

Product Code	Qty Ordered	U/M	Unit Price	Adjustment	Amount
1-WRP001-030	12.00	Each	12.50	0.00	150.00
WRP-1 YEL/BL EACH					
1-WRP001-020	12.00	Each	12.50	0.00	150.00
WRP-1 WR/BK EACH					
1-WSP001-030	12.00	Each	4.00	0.00	48.00
WSP-1 YELLOW EACH					
1-WSP001-020	12.00	Each	4.00	0.00	48.00
WSP-1 W.RED EACH					
1-WSP001-000	12.00	Each	4.00	0.00	48.00
WSP-1 BLACK EACH					
1-WSP001-010	12.00	Each	4.00	0.00	48.00
WSP-1 COOLBLUE EACH					
1-CTB001-020	3.00	Each	40.00	0.00	120.00
CTB-1 BLACK EACH					
1-CTB001-000	3.00	Each	17.50	0.00	52.50
CTB-1 B.RED EACH					
1-WRP002-020	24.00	Each	7.50	0.00	180.00
WRP-2 WR/BK EACH					

*Please cut check
ok Kim
Aindly approved 3/21/18*

RECEIVED MAR 20 2018

Cody Gustaf
4/6/18

Order Confirmation



Stormtech USA Inc.

Order Number: USA000278598

Order Date: 3/8/2018

Customer Code: S06744

Customer PO#: KYM

Card Type:

Last 4 Digits:

Credit Card Exp. Date:

Shipper ID: USL6-GRND

Terms Code: USCCB4SHIP

Freight Collection Terms:

Stormtech USA Inc.
6920 Salashan Parkway,
Bldg E-100
Ferndale, WA, USA 98248

Phone: 888-876-5797
Fax: 888-795-2576

Page 2 of 2

Order Placer: EMILY DETWILER

Order Charges:

USA ARTSETUP	USA ART SET UP	30.00
USA SCREENPR	USA SCREENPRINT	387.60
DISCAUTO	AUTOMATIC DISCOUNT	-168.90

Subtotal: 1,093.20

Total: 1,093.20

Method: SCREEN PRINT

Logo: NLTR LOGO

Placment: FRONT CENTER

Run Charge: \$3.80 X 102pc = \$387.60

Deco PO: U498993

STORMTECH USA INC
 E100 6920 SALASHAN PARKWAY
 FERNDALE, WA 98248
 604-254-8228 ext 212
 Merchant ID 1679976902

Date: 4/11/2018 Time: 9:59 AM

Trans Type: Credit Sale

Transaction #: 518179067
 Name: NORTH LAKE TAHOE RESORT
 Account: *****6903
 Exp Date: ****
 Card Type: MasterCard
 Street: 100 N LAKE BLVD
 Zip/Postal Code: 96145
 Entry: Manual
 Invoice #: USA.278598O9RD
 Customer ID: S06744 NORTH LAKE TAHOE
 RESORT
 Auth Code: 097005
 Result: APPROVED
 Message: AP
 AVS Response: Z
 CV Result: M
 Batch Num: 2892
 Tran Id MCFFKYLNH0411

Description _____

Subtotal: \$1,093.20
Sale Tax Amt: \$0.00
Total Amt (USD): \$1,093.20

I Agree to Pay Above Total
 Amount According to Card
 Issuer Agreement (Merchant
 Agreement if Credit Voucher)

Signature X _____

Merchant Copy



VIC Coffee Service

Details for Order #112-8047695-0348246

Print this page for your records.

Order Placed: April 16, 2018

Amazon.com order number: 112-8047695-0348246

Order Total: \$19.18

Preparing for Shipment

Items Ordered

Price

1 of: NESTLE COFFEE-MATE Coffee Creamer, Original, liquid creamer singles, Pack of 360 \$19.18

Sold by: Amazon.com Services, Inc.

Condition: New

Shipping Address:

kym fabel
100 North Lake Blvd, 1st floor
first floor
Tahoe City, CA 96145
United States

Item(s) Subtotal: \$19.18
Shipping & Handling: \$0.00
Total before tax: \$19.18
Sales Tax: \$0.00

Total for This Shipment: \$19.18

Shipping Speed:

Two-Day Shipping

Payment information

Payment Method:

MasterCard | Last digits: 6903
Reference number: VIC

Item(s) Subtotal: \$19.18
Shipping & Handling: \$0.00
Total before tax: \$19.18

Billing address

Cindy Gustafson
PO BOX 5459
TAHOE CITY, CA 96145-5459
United States

Estimated tax to be collected: \$0.00

Grand Total: \$19.18

To view the status of your order, return to Order Summary.

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J

Final Details for Order #112-4689614-8285049

Print this page for your records.

Order Placed: April 16, 2018
Amazon.com order number: 112-4689614-8285049
Order Total: \$64.00

Shipped on April 17, 2018

Items Ordered

1 of: K-Cup Carousel - Holds 35 K-Cups in Black
Sold by: Amazon.com Services, Inc.

Condition: New

2 of: K-Cup Coffee Lover's Variety Sampler, Keurig Single-Serve Coffee, 40 Count
Sold by: Amazon.com Services, Inc.

Condition: New

Price

\$12.14
+ TAX = \$13.02

TOTAL (\$50.98)

ENTERED 5/3/18 12:00-00

Shipping Address:

kym fabel
100 North Lake Blvd, 1st floor
first floor
Tahoe City, CA 96145
United States

Item(s) Subtotal: \$63.12
Shipping & Handling: \$0.00
Total before tax: \$63.12
Sales Tax: \$0.88

Total for This Shipment: \$64.00

Shipping Speed:

Two-Day Shipping

Payment information

Payment Method:

MasterCard | Last digits: 6903
Reference number: VIC

Item(s) Subtotal: \$63.12
Shipping & Handling: \$0.00

Total before tax: \$63.12
Estimated tax to be collected: \$0.88

Billing address

Cindy Gustafson
PO BOX 5459
TAHOE CITY, CA 96145-5459
United States

Grand Total: \$64.00

Credit Card transactions

MasterCard ending in 6903: April 17, 2018: \$64.00

To view the status of your order, return to Order Summary.

RECEIVED MAY 03 2018
ENTERED MAY 03 2018