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FINANCE COMMITTEE

Thursday, October 27, 2016 3:00 pm - 4:00 pm

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Erin Casey, Eric Pilcher, Ramona Cruz via telephone, Daniel Vick via telephone

COMMITTEE MEMBERS NOT PRESENT: Mike Salmon

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

OTHERS IN ATTENDANCE: None

A. Call to Order - Establish Quorum:

- The meeting was called to order at 3:14 pm by Eric Pilcher and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

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

D. Approval of Finance Committee Meeting Minutes for September 29, 2016.

M/S/C M/S/C (Erin Casey/Eric Pilcher) (3-0-0) Motion to Approve the September 29, 2016 Finance Committee Minutes.

E. REVIEW ACTION ITEMS:

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

- Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTMC for NR. However, N P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get N P and N R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.

Action Item 6: Al to identify where the budget is for Traffic Management and confirm the amounts that are recorded on #5953 & #5955 are correct. Awaiting resolution with County.

- Discussion: Acceptance of the Audited Financials by the County will resolve this outstanding item where NLTRA paid Traffic Management expenses that were not included in the fiscal 15/16 Contract. Have not recorded N R for that - it would act as an offset. \$32,000. Awaiting Resolution with County.

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

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.

F. Discussion and Possible Approval of September 2016 Financial Statements (Prior to any 15-16 Audit Adjustments).

- Discussion:
 - Revising line items where there is an actual with no budget. Continuing to work with Department Managers to get more accurate budgets.
 - Summary form would match up - can begin to bring summary versions going forward.
 - Balance Sheet in report does not include audit adjustments, may not want to approve financial statements. Will get balance sheet squared away after audit. P&L can be reviewed and will not change.
 - Eric asked if there would be any setbacks from not approving financial statements.

- Daniel stated - approved balance sheet goes to the board. He asked what impacts the audit will make (depending on how severe the adjustments are - just to give some context for the balance sheet).
- Summary of potential changes and impacts as a list in a word document.
- Approval in conjunction with summary of pending adjustments.
- Ambiguity that has to be sorted out with respect to the \$120,000 that was withheld by the County (whether or not it is a receivable) and ramifications of whether or not it effects Marketing Coop and Resort Association. Once that is in place we will know what accounting transactions need to happen to reflect reality and therefore would be able to create a summary of what balance sheet accounts will be impacted.
- Does impact 6/30/2016 Equity Account.
- Erin asked if Weblink account receivable is included on the balance sheet. Yes, we do a general journal entry at the end of each month. Acct 1201 reflects that and the reserve is below it. (Policy going forward on reserve is 15% of billing).
- Membership and merchandise sales improved - something to continue to monitor.

M/S/C (Eric Pilcher/Ramona Cruz) (3-0-0) Motion to Approve September 2016 Financial Statements with addition of written summary to the Board from AI.

Action Item #13: P&L for Autumn Food and Wine Festival. Want to see breakdown of account 6023 - \$24,999. \$25,000 or more, to include income statement.

- Discussion: Erin asked if it is recorded as revenue because the expense in acct 6023 of \$24,998 is recorded but no revenue. AI stated it may have been the practice of recording the net, the difference between revenue and expense, where revenues don't exceed the expense (so it is an actual expense).
- On NP Vail Resorts \$112,000 is Autumn Food and Wine for 2017 - we collect funds from ticket sales and return those funds to them minus the donation for the site fee and operational costs. (Sponsorship is recognized as revenue).
- Would be helpful to create sub-accounts for each event to make it clearer. (If we do add new line items we will lose the year to year comparison).

G. Discussion and Possible Approval of Fiscal Year 2015/16 Draft Audited Financials and Reports - McClintock Accountancy.

- Discussion (County w/held \$120,000):
 - The withholding of \$120,000 of projected revenue per the contract by the County was because of non-compliance with the conditions under which it was originally awarded. The condition was that financials should be submitted or approved by May 1, 2016. Financials were approved May 4, 2016, but would have had to have been approved at the BOD Meeting the first week of April. Only draft financials were presented at the meeting because completed financials were not available. County is taking the position that we did not comply with the terms of that agreement and withheld the \$120,375 as they stated they would and contributed it to the Infrastructure fund.
 - Originally the Auditor's wanted to accrue them but AI did not accrue them because it was apparent we were not going to receive them. Once the Auditor's understood we were not in compliance, they agreed it should not be accrued. At this time, we are not accruing it.
- Discussion (Grants):
 - The practice in previous fiscal years has been to accrue the next year's grants at the end of the fiscal year. The grants were not being awarded until the OcUNov time frame. The grants were then paid at the time the events were held, including all the way into the next fiscal year in some cases. This is not in compliance with GAAP - recording an expense in a period where it hasn't even been awarded or paid.
 - If the grant is conditional on a certain event happening, you cannot expense it until the event happens.
 - If it is non-conditional (for them to have at any point in time they want) the expense should be booked when the funds are granted.
 - All prior years have been in contravention of GAAP. Changing our approach would bring us into accordance with GAAP.
 - We will not accrue grant expenses in 15/16, but rather will accrue them in 16/17 when they are awarded and paid.

Auditors - Kendall Galka and Bob McClintock arrived at 4:04 pm.

- Payment from NLTRA to NLTMC of \$119,000 was paid as if those funds were not received.

- Al reduced marketing budget by \$120,000.
- County took position that those funds were not available.
- NLTRA inappropriately paid NLTMC \$112,000.
- \$120,000 contingent on approval of financial statement- dollars that NLTRA will not receive (repurposed to infrastructure).
 - However, we already spent the money by moving to NLTMC.
- Erin was asked if the County has a problem of repurposing those funds under the umbrella of marketing. (She stated marketing piece is okay the way the contract is written).

Action Item #14: Memo of Managements Position for Accounting Related to NLTRA payment to NLTMC. (Statement of Purpose and Revision of Financial Statements Done by Friday and Sent Out to the Finance Committee).

Auditors Presentation of Financial Audit.

- Discussion:
 - Al asked what the ramifications were of not having the audit prepared for the Board Meeting. Deadline in the Contract is 11/15/2016.
 - No consequence from County - just not in compliance with contract.
 - Can be approved today, with conditions.

M/S/C (Eric Pilcher/Ramona Cruz) (2-0-1) - Erin Casey abstained. Motion to Pass the Financials and Reports Based on Memo of Managements Position for Accounting Related to NLTRA Payment to NLTMC. (Statement of Purpose and Revision of Financial Statements Done by Friday and Sent Out to the Finance Committee).

H. Supplemental Information

- Dashboard Report:
 - September 2016 Dashboard Report to be provided at the meeting.
 - (Was not provided at meeting - events from audit kept from getting completed).

Daniel Vick Left Call at 5:11 pm.

I. Approval of CEO Expenses

M/S/C (Erin Casey/Ramona Cruz) (3-0-0) Motion to Approve CEO Expenses for September 2016.

J. Committee Member Comments

- None.

K. Adjourn

- Finance Committee Meeting was adjourned at 5:13 pm.

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2016

11/23/16

Accrual Basis

Oct 31, 16

ASSETS

Current Assets

Checking/Savings

1001-00 · Petty Cash	889.55
1003-00 · Cash - Operations BOTW #6712	429,585.88
1007-00 · Cash - Payroll BOTW #7421	3,477.80
1008-00 · Marketing Reserve - Plumas	50,043.37
1009-00 · Cash Flow Reserve - Plumas	100,115.68
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	100,186.94
10950 · Cash in Drawer	310.70

Total Checking/Savings	714,191.48
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Accounts Receivable

1200-00 · Quickbooks Accounts Receivable	48,935.45
1290-00 · AIR-TOT	32,581.00

Total Accounts Receivable	81,516.45
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Other Current Assets

1200-99 · AR Other	1,614.30
12000 · Undeposited Funds	419.88
1201-00 · Weblink Accounts Receivable	19,855.00
1201-02 · Allowance for Doubtful Accounts	-7,646.50
12100 · Inventory Asset	27,087.02
1299 · Receivable from NLTC	9,869.22
1490-00 · Security Deposits	50.00

Total Other Current Assets	51,248.92
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Total Current Assets	846,956.85
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Fixed Assets

1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-42,487.16
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,919.44
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort- Leasehold Impr	-24,134.05

Total Fixed Assets	2,503.31
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Other Assets

1400-00 · Prepaid Expenses	
1410-00 · Prepaid Insurance	2,374.35
1430-00 · Prepaid 1st Class Postage	1,000.00
1400-00 · Prepaid Expenses - Other	4,762.18

Total 1400-00 · Prepaid Expenses	8,136.53
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Total Other Assets	8,136.53
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TOTAL ASSETS	857,596.69
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LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000-00 · Accounts Payable	30,812.55
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Total Accounts Payable	30,812.55
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Credit Cards

2080-00 · Bank of the West - Master Cards

2080-01 · MC_5901_Sandy	276.75
2080-04 · MC_5968_Ronald	319.65
2080-06 · MC_0375_Emily	2,172.06
2080-08 · MC_5755_John	1,597.30
2080-09 · MC_0319_Sarah	45.00

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2016

	Oct 31, 16
2080-10 · MC_9495_AI	87.50
2080-00 · Bank of the West - Master Cards - Other	85.00
Total 2080-00 · Bank of the West - Master Cards	4,583.26
Total Credit Cards	4,583.26
Other Current Liabilities	
21000 · Salaries/Wages/Payroll Liabilit	
2101-00 · Incentive Payable	12,500.00
2102-00 · Commissions Payable	3,068.06
2100-00 · Salaries/ Wages Payable	35,727.65
2120-00 · Empl. Federal Tax Payable	2,888.75
2175-00 · 401 (k) Plan	1,104.44
2180-00 · Estimated PTO Liability	60,648.50
Total 21000 · Salaries/Wages/Payroll Liabilit	115,937.40
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	437.62
Total 2190-00 · Sales and Use Tax Payable	437.62
2250-00 · Accrued Expenses	10,000.31
2400-60 · Deferred Revenue- Member Dues	41,981.25
2651-00 · Deferred Rev - Conference	6,600.00
2800-00 · Suspense	2,000.00
Total Other Current Liabilities	176,956.58
Total Current Liabilities	212,352.39
Total Liabilities	212,352.39
Equity	
32000 · Unrestricted Net Assets	65,874.48
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,067.45
3302 · Marketing Cash Reserve	50,025.28
Net Income	162,583.09
Total Equity	645,244.30
TOTAL LIABILITIES & EQUITY	857,596.69

North Lake Tahoe Resort Association
Profit & Loss
 October 2016

	Oct 16
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	314,665.00
4200-00 · Membership Ann/Conf Dues	11,097.00
4250-00 · Revenues-Membership Activities	
4250-02 · Tourism Summit	25.00
4250-00 · Revenues-Membership Activities - Other	1,888.00
Total 4250-00 · Revenues-Membership Activities	1,913.00
4251-00 · Revenue-Tue AM Breakfast Club	840.00
4600-00 · Commissions	-817.01
46000 · Merchandise Sales	5,828.52
Total Income	333,526.51
Gross Profit	333,526.51
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	2,971.15
5020-00 · P/R - Tax Expense	5,681.58
5030-00 · P/R - Health Insurance Expense	8,532.42
5040-00 · P/R - Workmans Comp	976.50
5060-00 · 401 (k)	198.01
5070-00 · Other Benefits and Expenses	269.75
5000-00 · Salaries & Wages - Other	70,596.94
Total 5000-00 · Salaries & Wages	89,226.35
5100-00 · Rent	
5110-00 · Utilities	805.54
5150-00 · Office - Cleaning	1,250.00
5100-00 · Rent - Other	12,294.36
Total 5100-00 · Rent	14,349.90
5310-00 · Telephone	
5320-00 · Telephone	2,498.34
Total 5310-00 · Telephone	2,498.34
5420-00 · Mail - USPS	500.00
5510-00 · Insurance/Bonding	1,052.29
5520-00 · Supplies	
5525-00 · Supplies-Computer <\$1000	859.98
5520-00 · Supplies - Other	973.73
Total 5520-00 · Supplies	1,833.71
5610-00 · Depreciation	115.07
5700-00 · Equipment Support & Maintenance	2,000.00
5710-00 · Taxes, Licenses & Fees	577.15
5740-00 · Equipment Rental/Leasing	570.42
5800-00 · Training Seminars	479.00
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	120.00
5920-00 · Professional Fees - Accountant	12,015.00
5900-00 · Professional Fees - Other	1,250.00
Total 5900-00 · Professional Fees	13,385.00
5941-00 · Research & Planning	750.00
5948-00 · Transportation Projects	
5953-00 · Summer Traffic Management (S-2)	-1,593.65
Total 5948-00 · Transportation Projects	-1,593.65
6020-00 · Programs	
6016-00 · Community Marketing Programs	2,200.00
Total 6020-00 · Programs	2,200.00

North Lake Tahoe Resort Association
Profit & Loss
October 2016

	Oct 16
6023-00 · Autumn Food & Wine	
6030-00 · AFW-Media	1,500.00
Total 6023-00 · Autumn Food & Wine	1,500.00
6420-00 · Sponsorship	
6421-00 · New Event Development	50.00
6420-00 · Sponsorship - Other	194,600.00
Total 6420-00 · Sponsorship	194,650.00
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	515.62
6441-00 · Membership - Miscellaneous Exp	5.00
6423-00 · Membership Activities - Other	291.25
Total 6423-00 · Membership Activities	811.87
6437-00 · Tuesday Morning Breakfast Club	904.50
6730-00 · Marketing Cooperative/Media	63,250.00
6742-00 · Non-NLT Co-Op Marketing Program	400.67
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	-124.00
6743-04 · High Notes	430.00
Total 6743-00 · BACC Marketing Programs	306.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	40.22
59900 · POS Inventory Adjustments	-55.73
8100-00 · Cost of Goods Sold - Other	2,957.62
Total 8100-00 · Cost of Goods Sold	2,942.11
8300-00 · Board Functions	115.25
8500-00 · Credit Card Fees	592.87
8700-00 · Automobile Expenses	565.03
8750-00 · Meals/Meetings	717.64
8810-00 · Dues & Subscriptions	335.98
8910-00 · Travel	1,457.99
Total Expense	396,493.49
Net Ordinary Income	-62,966.98
Other Income/Expense	
Other Expense	
8990-00 · Allocated	0.00
Total Other Expense	0.00
Net Other Income	0.00
Net Income	-62,966.98

North Lake Tahoe Resort Association
AIR Aging Summary
As of October 31, 2016

	<u>Current</u>	<u>1 - 31</u>	<u>32 - 62</u>	<u>63 - 93</u>	<u>94 -120</u>	<u>> 120</u>	<u>TOTAL</u>
968 Park Hotel	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Aston Lakeland Village Resort	0.00	550.00	0.00	0.00	0.00	0.00	550.00
DSC (Destination Services Corporation)	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Hampton Inn & Suites	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Hard Rock Hotel & Casino Lake Tahoe	0.00	1,631.35	0.00	0.00	0.00	0.00	1,631.35
Harrah's/Harveys Casino	0.00	6,966.00	0.00	0.00	0.00	0.00	6,966.00
Hotel Truckee - Tahoe	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Northstar California	0.00	0.00	0.00	10,312.80	0.00	3,310.21	13,623.01
Resort at Squaw Creek*	0.00	0.00	15,336.30	0.00	0.00	0.00	15,336.30
Rocky Mountain Connections	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	2,793.55	0.00	0.00	2,793.55
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Tahoma Lodge	0.00	0.00	0.00	0.00	0.00	200.00	200.00
The Landing Resort & Spa	0.00	550.00	0.00	0.00	0.00	0.00	550.00
The Ridge Tahoe	0.00	550.00	0.00	0.00	0.00	0.00	550.00
The Ritz-Carlton	0.00	0.00	0.00	0.00	0.00	3,247.50	3,247.50
TOTAL	0.00	13,547.35	15,336.30	13,106.35	0.00	6,945.45	48,935.45

Accounts Receivable Summary

Invoices With Apply Dates Through October 31, 2016

Aged as of Monday, October 31, 2016

<u>Revenue Item</u>	(Double click to drill down)	<u>Not Yet Due</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>121+</u>	<u>Total</u>
Activities		0.00	0.00	0.00	0.00	0.00	290.00	290.00
Dues		0.00	1,575.00	1,855.00	0.00	1,245.00	14,465.00	19,140.00
Email Blast		0.00	0.00	375.00	0.00	0.00	20.00	395.00
Tourism Summit		0.00	0.00	25.00	0.00	0.00	0.00	25.00
Total Open Invoices		0.00	1,575.00	2,255.00	0.00	1,245.00	14,775.00	19,850.00

Unapplied Payments With Payment Dates Prior to and Including 10/31/2016

5.00

Pre-Payments: Payments Made Prior to 10/31/2016 on Invoices With Apply Dates After 10/31/2016

Total Pre-Payments

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

19,845.00

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

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ADP	60.86	0.00	0.00	0.00	0.00	60.86
Al Priester	16.99	13.23	0.00	0.00	0.00	30.22
Anne-Karin Atwood*	25.00	53.40	0.00	0.00	0.00	78.40
Annie's Cleaning Service	700.00	0.00	0.00	0.00	0.00	700.00
Anybowl, LLC	30.00	0.00	0.00	0.00	0.00	30.00
AT&T*	399.38	105.84	0.00	0.00	0.00	505.22
Atomic Printing, Inc.	503.64	0.00	0.00	0.00	0.00	503.64
ChrisWerfel	25.92	0.00	0.00	0.00	0.00	25.92
Cintas Corporation #623	121.48	0.00	0.00	0.00	0.00	121.48
Digital Matrix	859.98	0.00	0.00	0.00	0.00	859.98
Emily Detwiler*	167.37	0.00	0.00	0.00	0.00	167.37
Employers Assurance Co.	0.00	976.50	0.00	0.00	0.00	976.50
Family Support Registry	789.53	0.00	0.00	0.00	0.00	789.53
Granlibakken, Inc.	0.00	904.50	0.00	0.00	0.00	904.50
Greg Howey*	25.00	111.65	0.00	0.00	0.00	136.65
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
IVCB Visitors Bureau*	0.00	0.00	0.00	0.00	2,681.46	2,681.46
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Jeff Freeman Photography	0.00	2,100.00	0.00	0.00	0.00	2,100.00
John Thompson*	332.05	180.58	0.00	0.00	0.00	512.63
Kym Fabel	67.12	135.48	0.00	0.00	0.00	202.60
Lauren Sully	25.00	0.00	0.00	0.00	0.00	25.00
McClintock Accountancy	9,015.00	0.00	0.00	0.00	0.00	9,015.00
Moonshine Ink*, LLC	0.00	515.62	0.00	0.00	0.00	515.62
North Tahoe Fire Protection District*	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Porter Simon*	120.00	0.00	0.00	0.00	0.00	120.00
Principal Financial Group	0.00	0.00	0.00	-200.27	0.00	-200.27
Ricoh USA	0.00	570.42	0.00	0.00	0.00	570.42
Ron Treabess	116.76	94.08	0.00	0.00	0.00	210.84
Sandy Evans Hall*	25.00	37.00	0.00	0.00	0.00	62.00
Sarah Winters	587.50	40.00	0.00	0.00	0.00	627.50
Sierra Essentials	352.75	0.00	0.00	0.00	0.00	352.75
Southwest Gas Corporation*	30.33	0.00	0.00	0.00	0.00	30.33
Sprint	166.15	0.00	0.00	0.00	0.00	166.15
Swigard's True Value Hardware, Inc.*	0.00	34.38	0.00	0.00	0.00	34.38
Tahoe City Downtown Association*	0.00	2,200.00	0.00	0.00	0.00	2,200.00
Tahoe House, Inc.*	0.00	204.66	88.25	238.84	373.20	904.95
Tahoe Weekly	0.00	430.00	0.00	0.00	0.00	430.00
Tahoe.com*	0.00	200.00	0.00	0.00	0.00	200.00
Verizon Wireless	119.52	0.00	0.00	0.00	0.00	119.52
West Unified Communications Services, Inc	0.00	109.40	0.00	0.00	0.00	109.40
Wholesale Resort Accessories, Inc.	397.00	260.00	0.00	0.00	0.00	657.00
TOTAL	15,854.33	11,776.74	88.25	38.57	3,054.66	30,812.55

North Lake Tahoe Resort Association
Profit & Loss
July through October 2016

	Jul - Oct 16
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	1,258,660.00
4200-00 · Membership Ann/Conf Dues	43,972.55
4201-00 · New Member Fees	450.00
4250-00 · Revenues-Membership Activities	
4250-02 · Tourism Summit	975.00
4250-00 · Revenues-Membership Activities - Other	3,643.00
	4,618.00
Total 4250-00 · Revenues-Membership Activities	4,618.00
4251-00 · Revenue-Tue AM Breakfast Club	2,175.00
4252-00 · Revenue - Sponsorships	1,000.00
4502-00 · Non-retail VIC income	4,338.50
4600-00 · Commissions	
4601-00 · Commissions - South Shore	6,966.00
4600-00 · Commissions - Other	55,639.90
	62,605.90
Total 4600-00 · Commissions	62,605.90
46000 · Merchandise Sales	40,255.13
	40,255.13
Total Income	1,418,075.08
Gross Profit	1,418,075.08
Expense	
5000-00 · Salaries & Wages	
5000-01 · In-Market Administration	0.00
5010-00 · Sales Commissions	13,616.05
5020-00 · P/R - Tax Expense	31,486.01
5030-00 · P/R - Health Insurance Expense	39,987.69
5040-00 · P/R - Workmans Comp	1,953.00
5060-00 · 401 (k)	10,139.51
5070-00 · Other Benefits and Expenses	990.63
5000-00 · Salaries & Wages - Other	349,463.42
	447,636.31
Total 5000-00 · Salaries & Wages	447,636.31
5100-00 · Rent	
5110-00 · Utilities	2,758.00
5140-00 · Repairs & Maintenance	166.36
5150-00 · Office - Cleaning	2,597.40
5100-00 · Rent - Other	49,027.44
	54,549.20
Total 5100-00 · Rent	54,549.20
5310-00 · Telephone	
5320-00 · Telephone	9,615.94
	9,615.94
Total 5310-00 · Telephone	9,615.94
5420-00 · Mail - USPS	
5470-00 · Mail - UPS	1,000.00
5480-00 · Mail - Fed Ex	325.22
5420-00 · Mail - USPS - Other	500.00
	1,825.22
Total 5420-00 · Mail - USPS	1,825.22
5510-00 · Insurance/Bonding	2,550.87
5520-00 · Supplies	
5525-00 · Supplies-Computer <\$1000	1,037.12
5520-00 · Supplies - Other	3,491.62
	4,528.74
Total 5520-00 · Supplies	4,528.74
5530-00 · Visitor Communications - Other	-109.00
5610-00 · Depreciation	460.28
5700-00 · Equipment Support & Maintenance	5,820.92
5710-00 · Taxes, Licenses & Fees	4,851.63
5740-00 · Equipment Rental/Leasing	4,742.26
5800-00 · Training Seminars	2,672.72
5815 · Training Video Series	7,534.05

North Lake Tahoe Resort Association

Profit & Loss

July through October 2016

	Jul - Oct 16
5820 · Sales CRM/CMS	2,373.94
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	1,060.00
5920-00 · Professional Fees - Accountant	35,470.00
5900-00 · Professional Fees - Other	1,250.00
Total 5900-00 · Professional Fees	37,780.00
5940-00 · Research & Planning Membership	3,000.00
5941-00 · Research & Planning	3,068.55
5948-00 · Transportation Projects	
5953-00 · Summer Traffic Management (S-2)	-1,593.65
Total 5948-00 · Transportation Projects	-1,593.65
6020-00 · Programs	
6016-00 · Community Marketing Programs	2,200.00
Total 6020-00 · Programs	2,200.00
6023-00 · Autumn Food & Wine	
6025-00 · AFW- Postage	17.88
6028-00 · AFW-Operations	1,925.00
6030-00 · AFW-Media	1,500.00
6023-00 · Autumn Food & Wine - Other	24,349.98
Total 6023-00 · Autumn Food & Wine	27,792.86
6420-00 · Sponsorship	
6421-00 · New Event Development	5,461.88
6428-00 · Dues & Subscriptions	109.40
6420-00 · Sponsorship - Other	194,600.00
Total 6420-00 · Sponsorship	200,171.28
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	1,743.43
6441-00 · Membership - Miscellaneous Exp	36.05
6442-00 · Public Relations/Website	81.00
6423-00 · Membership Activities - Other	2,702.81
Total 6423-00 · Membership Activities	4,563.29
6437-00 · Tuesday Morning Breakfast Club	2,940.00
6490-00 · Classified Ads	275.00
6600-00 · Promotions/Giveaways	32.14
6701-00 · Market Study Reports/Research	317.47
6730-00 · Marketing Cooperative/Media	379,500.00
6742-00 · Non-NLT Co-Op Marketing Program	442.28
6743-00 · BACC Marketing Programs	
6743-01 · Shop Local	-124.00
6743-04 · High Notes	5,373.32
6743-05 · Peak Your Adventure	976.80
Total 6743-00 · BACC Marketing Programs	6,226.12
7500-00 · Trade Shows/Travel	15.00
8100-00 · Cost of Goods Sold	
52500 · Purchase Discounts	-0.44
51100 · Freight and Shipping Costs	304.73
59900 · POS Inventory Adjustments	182.10
8100-00 · Cost of Goods Sold - Other	19,940.98
Total 8100-00 · Cost of Goods Sold	20,427.37
8200-00 · Associate Relations	1,495.00
8300-00 · Board Functions	870.70
8500-00 · Credit Card Fees	2,508.90
8700-00 · Automobile Expenses	1,812.49
8750-00 · Meals/Meetings	1,899.17
8810-00 · Dues & Subscriptions	4,928.46
8910-00 · Travel	5,766.48

North Lake Tahoe Resort Association

Profit & Loss

July through October 2016

	<u>Jul - Oct 16</u>
Total Expense	1,255,491.99
Net Ordinary Income	162,583.09
Other Income/Expense	
Other Expense	
8990-00 · Allocated	0.00
Total Other Expense	0.00
Net Other Income	0.00
Net Income	<u>162,583.09</u>

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

	11 - Marketing	30 - Conference	41 - Transportation	42-VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	888,560.00	96,532.00	88,072.00	111,308.00	74,188.00	0.00	0.00	1,258,660.00
4200-00 · Membership Ann/Conf Dues	0.00	3,300.00	0.00	0.00	0.00	40,672.55	0.00	43,972.55
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	450.00	0.00	450.00
4250-00 · Revenues-Membership Activities								
4250-02 · Tourism Summit	0.00	0.00	0.00	0.00	0.00	975.00	0.00	975.00
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	3,643.00	0.00	3,643.00
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	4,618.00	0.00	4,618.00
4251-00 · Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	2,175.00	0.00	2,175.00
4252-00 · Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	1,000.00
4502-00 · Non-retail VIC income	0.00	0.00	0.00	4,338.50	0.00	0.00	0.00	4,338.50
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	6,966.00	0.00	0.00	0.00	0.00	0.00	6,966.00
4600-00 · Commissions - Other	0.00	55,639.90	0.00	0.00	0.00	0.00	0.00	55,639.90
Total 4600-00 · Commissions	0.00	62,605.90	0.00	0.00	0.00	0.00	0.00	62,605.90
46000 · Merchandise Sales	0.00	0.00	0.00	40,255.13	0.00	0.00	0.00	40,255.13
Total Income	888,560.00	162,437.90	88,072.00	155,901.63	74,188.00	48,915.55	0.00	1,418,075.08
Gross Profit	888,560.00	162,437.90	88,072.00	155,901.63	74,188.00	48,915.55	0.00	1,418,075.08
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	2,750.00	0.00	0.00	0.00	0.00	-2,750.00	0.00	0.00
5010-00 · Sales Commissions	0.00	13,616.05	0.00	0.00	0.00	0.00	0.00	13,616.05
5020-00 · P/R - Tax Expense	6,814.88	5,466.58	2,235.86	6,686.23	2,235.88	1,607.60	6,438.98	31,486.01
5030-00 · P/R - Health Insurance Expense	12,995.85	5,316.06	1,302.60	7,854.94	1,302.58	5,074.74	6,140.92	39,987.69
5040-00 · P/R - Workmans Comp	468.72	332.02	117.18	371.08	117.18	136.72	410.10	1,953.00
5060-00 · 401 (k)	907.58	2,909.19	1,098.83	2,580.95	1,098.83	89.42	1,454.71	10,139.51
5070-00 · Other Benefits and Expenses	318.95	192.92	27.16	217.92	27.12	47.56	159.00	990.63
5000-00 · Salaries & Wages - Other	81,823.78	50,381.87	26,439.06	66,032.52	26,439.05	19,153.73	79,193.41	349,463.42
Total 5000-00 · Salaries & Wages	106,079.76	78,214.69	31,220.69	83,743.64	31,220.64	23,359.77	93,797.12	447,636.31
5100-00 · Rent								
5110-00 · Utilities	403.40	203.59	91.92	1,502.79	91.92	138.38	326.00	2,758.00
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	112.04	0.00	0.00	54.32	166.36
5150-00 · Office - Cleaning	761.53	380.78	152.32	190.39	152.32	266.53	693.53	2,597.40
5100-00 · Rent - Other	7,542.36	3,611.20	1,444.48	25,808.28	1,444.48	2,767.84	6,408.80	49,027.44
Total 5100-00 · Rent	8,707.29	4,195.57	1,688.72	27,613.50	1,688.72	3,172.75	7,482.65	54,549.20
5310-00 · Telephone								
5320-00 · Telephone	1,793.93	932.84	837.56	1,252.71	837.55	907.07	3,054.28	9,615.94
Total 5310-00 · Telephone	1,793.93	932.84	837.56	1,252.71	837.55	907.07	3,054.28	9,615.94
5420-00 · Mail - USPS								
5470-00 · Mail - UPS	100.00	100.00	0.00	50.00	50.00	400.00	250.00	1,000.00
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	325.22	0.00	0.00	0.00	325.22
5420-00 · Mail - USPS - Other	125.00	65.00	40.00	65.00	40.00	40.00	125.00	500.00
Total 5420-00 · Mail - USPS	225.00	165.00	90.00	440.22	90.00	440.00	375.00	1,825.22
5510-00 · Insurance/Bonding	484.67	484.66	76.53	637.74	76.53	229.57	561.17	2,550.87
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	177.14	0.00	129.00	0.00	129.00	343.99	257.99	1,037.12
5520-00 · Supplies - Other	930.25	186.51	46.67	796.24	46.67	169.81	1,315.47	3,491.62
Total 5520-00 · Supplies	1,107.39	186.51	175.67	796.24	175.67	513.80	1,573.46	4,528.74
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	-109.00
5610-00 · Depreciation	115.04	59.84	36.84	59.84	36.84	36.84	115.04	460.28
5700-00 · Equipment Support & Maintenance	667.13	452.12	105.50	1,012.73	105.50	359.00	3,118.94	5,820.92
5710-00 · Taxes, Licenses & Fees	309.67	154.27	94.93	354.26	94.93	94.93	3,748.64	4,851.63
5740-00 · Equipment Rental/Leasing	455.59	418.41	365.11	1,825.72	365.11	781.10	531.22	4,742.26

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

	11 - Marketing	30 - Conference	41 - Transportation	42-VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
5800-00 · Training Seminars	1,780.61	0.00	0.00	0.00	0.00	892.11	0.00	2,672.72
5815 · Training Video Series	7,534.05	0.00	0.00	0.00	0.00	0.00	0.00	7,534.05
5820 · Sales CRM/CMS	2,373.94	0.00	0.00	0.00	0.00	0.00	0.00	2,373.94
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	1,060.00	1,060.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	35,470.00	35,470.00
5900-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	1,250.00	1,250.00
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	37,780.00	37,780.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	0.00	0.00	1,534.00	0.00	1,534.55	0.00	0.00	3,068.55
5948-00 · Transportation Projects								
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
Total 5948-00 · Transportation Projects	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
6020-00 · Programs								
6016-00 · Community Marketing Programs	2,200.00	0.00	0.00	0.00	0.00	0.00	0.00	2,200.00
Total 6020-00 · Programs	2,200.00	0.00	0.00	0.00	0.00	0.00	0.00	2,200.00
6023-00 · Autumn Food & Wine								
6025-00 · AFW- Postage	17.88	0.00	0.00	0.00	0.00	0.00	0.00	17.88
6028-00 · AFW-Operations	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6030-00 · AFW-Media	1,500.00	0.00	0.00	0.00	0.00	0.00	0.00	1,500.00
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	0.00	0.00	0.00	0.00	0.00	24,349.98
Total 6023-00 · Autumn Food & Wine	27,792.86	0.00	0.00	0.00	0.00	0.00	0.00	27,792.86
6420-00 · Sponsorship								
6421-00 · New Event Development	5,411.88	0.00	0.00	0.00	0.00	0.00	50.00	5,461.88
6428-00 · Dues & Subscriptions	109.40	0.00	0.00	0.00	0.00	0.00	0.00	109.40
6420-00 · Sponsorship - Other	194,600.00	0.00	0.00	0.00	0.00	0.00	0.00	194,600.00
Total 6420-00 · Sponsorship	200,121.28	0.00	0.00	0.00	0.00	0.00	50.00	200,171.28
6423-00 · Membership Activities								
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	1,623.43	120.00	1,743.43
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	36.05	0.00	36.05
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	81.00	0.00	81.00
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	2,702.81	0.00	2,702.81
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	4,443.29	120.00	4,563.29
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	2,940.00	0.00	2,940.00
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	225.00	275.00
6600-00 · Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 · Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 · Marketing Cooperative/Media	342,833.32	36,666.68	0.00	0.00	0.00	0.00	0.00	379,500.00
6742-00 · Non-NLT Co-Op Marketing Program	442.28	0.00	0.00	0.00	0.00	0.00	0.00	442.28
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	-124.00	0.00	0.00	0.00	0.00	0.00	0.00	-124.00
6743-04 · High Notes	5,373.32	0.00	0.00	0.00	0.00	0.00	0.00	5,373.32
6743-05 · Peak Your Adventure	976.80	0.00	0.00	0.00	0.00	0.00	0.00	976.80
Total 6743-00 · BACC Marketing Programs	6,226.12	0.00	0.00	0.00	0.00	0.00	0.00	6,226.12
7500-00 · Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 · Cost of Goods Sold								
52500 · Purchase Discounts	0.00	0.00	0.00	-0.44	0.00	0.00	0.00	-0.44
51100 · Freight and Shipping Costs	0.00	0.00	0.00	304.73	0.00	0.00	0.00	304.73
59900 · POS Inventory Adjustments	0.00	0.00	0.00	182.10	0.00	0.00	0.00	182.10
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	19,940.98	0.00	0.00	0.00	19,940.98
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	20,427.37	0.00	0.00	0.00	20,427.37
8200-00 · Associate Relations	221.49	0.00	0.00	436.76	0.00	0.00	836.75	1,495.00
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	870.70	870.70
8500-00 · Credit Card Fees	46.02	0.00	0.00	423.90	0.00	1,953.98	85.00	2,508.90
8700-00 · Automobile Expenses	674.08	147.96	236.52	324.52	236.52	192.89	0.00	1,812.49
8750-00 · Meals/Meetings	1,039.50	0.00	48.00	164.86	119.65	177.20	349.96	1,899.17

North Lake Tahoe Resort Association
Profit & Loss by Class
 July through October 2016

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
8810-00 · Dues & Subscriptions	1,353.81	340.00	0.00	149.97	0.00	1,160.00	1,924.68	4,928.46
8910-00 · Travel	5,766.48	0.00	0.00	0.00	0.00	0.00	0.00	5,766.48
Total Expense	720,765.92	122,418.55	37,916.42	139,554.98	36,582.21	41,654.30	156,599.61	1,255,491.99
Net Ordinary Income	167,794.08	40,019.35	50,155.58	16,346.65	37,605.79	7,261.25	-156,599.61	162,583.09
Other Income/Expense								
Other Expense								
8990-00 · Allocated	75,167.82	17,225.95	17,225.95	15,659.97	17,225.95	14,093.97	-156,599.61	0.00
Total Other Expense	75,167.82	17,225.95	17,225.95	15,659.97	17,225.95	14,093.97	-156,599.61	0.00
Net Other Income	-75,167.82	-17,225.95	-17,225.95	-15,659.97	-17,225.95	-14,093.97	156,599.61	0.00
Net Income	92,626.26	22,793.40	32,929.63	686.68	20,379.84	-6,832.72	0.00	162,583.09

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

11/23/16

Accrual Basis

Total

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,258,660.00	1,258,660.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	43,972.55	38,563.36	5,409.19	114.0%
4201-00 · New Member Fees	450.00	1,333.36	-883.36	33.7%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00			
4250-00 · Revenues-Membership Activities - Other	3,643.00	13,200.00	-9,557.00	27.6%
Total 4250-00 · Revenues-Membership Activities	4,618.00	13,200.00	-8,582.00	35.0%
4251-00 · Revenue-Tue AM Breakfast Club	2,175.00	3,200.00	-1,025.00	68.0%
4252-00 · Revenue - Sponsorships	1,000.00	1,500.00	-500.00	66.7%
4502-00 · Non-retail VIC income	4,338.50	2,548.00	1,790.50	170.3%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commissions - other	55,639.90	45,565.00	10,074.90	122.1%
Total 4600-00 · Commissions	62,605.90	45,565.00	17,040.90	137.4%
46000 · Merchandise Sales	40,255.13	53,929.00	-13,673.87	74.6%
Total Income	1,418,075.08	1,419,998.72	-1,923.64	99.9%
Gross Profit	1,418,075.08	1,419,998.72	-1,923.64	99.9%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	8,666.72	4,949.33	157.1%
5020-00 · P/R - Tax Expense	31,486.01	35,006.30	-3,520.29	89.9%
5030-00 · P/R - Health Insurance Expense	39,987.69	53,262.60	-13,274.91	75.1%
5040-00 · P/R - Workmans Comp	1,953.00	4,885.80	-2,932.80	40.0%
5060-00 · 401 (k)	10,139.51	13,802.50	-3,662.99	73.5%
5070-00 · Other Benefits and Expenses	990.63	2,451.98	-1,461.35	40.4%
5000-00 · Salaries & Wages - Other	349,463.42	413,738.70	-64,275.28	84.5%
Total 5000-00 · Salaries & Wages	447,636.31	531,814.60	-84,178.29	84.2%
5100-00 · Rent				
5110-00 · Utilities	2,758.00	5,435.36	-2,677.36	50.7%
5140-00 · Repairs & Maintenance	166.36	2,635.72	-2,469.36	6.3%
5150-00 · Office - Cleaning	2,597.40	3,147.44	-550.04	82.5%
5100-00 · Rent - Other	49,027.44	48,333.24	694.20	101.4%
Total 5100-00 · Rent	54,549.20	59,551.76	-5,002.56	91.6%
5310-00 · Telephone				
5320-00 · Telephone	9,615.94	9,349.16	266.78	102.9%
Total 5310-00 · Telephone	9,615.94	9,349.16	266.78	102.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	325.22	0.00	325.22	100.0%
5420-00 · Mail - USPS - Other	500.00	1,020.08	-520.08	49.0%
Total 5420-00 · Mail - USPS	1,825.22	1,020.08	805.14	178.9%
5510-00 · Insurance/Bonding	2,550.87	2,866.88	-316.01	89.0%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	1,037.12	0.00	1,037.12	100.0%
5520-00 · Supplies - Other	3,491.62	5,550.08	-2,058.46	62.9%
Total 5520-00 · Supplies	4,528.74	5,550.08	-1,021.34	81.6%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	460.28	2,470.44	-2,010.16	18.6%
5700-00 · Equipment Support & Maintenance	5,820.92	4,307.08	1,513.84	135.1%
5710-00 · Taxes, Licenses & Fees	4,851.63	3,330.88	1,520.75	145.7%
5740-00 · Equipment Rental/Leasing	4,742.26	6,188.96	-1,446.70	76.6%
5800-00 · Training Seminars	2,672.72	5,000.00	-2,327.28	53.5%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%

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

Total

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
5815 · Training Video Series	7,534.05	16,666.67	-9,132.62	45.2%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	0.00	1,060.00	100.0%
5920-00 · Professional Fees - Accountant	35,470.00	0.00	35,470.00	100.0%
5900-00 · Professional Fees - other	1,250.00	0.00	1,250.00	100.0%
Total 5900-00 · Professional Fees	37,780.00	0.00	37,780.00	100.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	3,068.55	30,532.00	-27,463.45	10.1%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-11,593.65	-15.9%
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-11,593.65	-15.9%
6020-00 · Programs				
6016-00 · Community Marketing Programs	2,200.00	40,000.00	-37,800.00	5.5%
Total 6020-00 · Programs	2,200.00	40,000.00	-37,800.00	5.5%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6030-00 · AFW-Media	1,500.00			
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	24,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	27,792.86	0.00	27,792.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,461.88	0.00	5,461.88	100.0%
6428-00 · Dues & Subscriptions	109.40			
6420-00 · Sponsorship - Other	194,600.00	220,000.00	-25,400.00	88.5%
Total 6420-00 · Sponsorship	200,171.28	220,000.00	-19,828.72	91.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,743.43	0.00	1,743.43	100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	0.00	36.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	2,702.81	9,951.00	-7,248.19	27.2%
Total 6423-00 · Membership Activities	4,563.29	9,951.00	-5,387.71	45.9%
6437-00 · Tuesday Morning Breakfast Club	2,940.00	2,833.36	106.64	103.8%
6490-00 · Classified Ads	275.00	250.00	25.00	110.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	379,500.00	379,500.00	0.00	100.0%
6740-00 · Media/Collateral/Production	0.00	1,666.72	-1,666.72	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	442.28	0.00	442.28	100.0%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	-124.00	0.00	-124.00	100.0%
6743-04 · High Notes	5,373.32	0.00	5,373.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	26,800.00	-26,800.00	0.0%
Total 6743-00 · BACC Marketing Programs	6,226.12	26,800.00	-20,573.88	23.2%
7500-00 · Trade Shows/Travel	15.00			
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	304.73	0.00	304.73	100.0%
59900 · POS Inventory Adjustments	182.10	0.00	182.10	100.0%
8100-00 · Cost of Goods Sold - Other	19,940.98	29,491.00	-9,550.02	67.6%
Total 8100-00 · Cost of Goods Sold	20,427.37	29,491.00	-9,063.63	69.3%
8200-00 · Associate Relations	1,495.00	200.00	1,295.00	747.5%
8300-00 · Board Functions	870.70	1,200.00	-329.30	72.6%
8500-00 · Credit Card Fees	2,508.90	2,040.00	468.90	123.0%
8700-00 · Automobile Expenses	1,812.49	2,643.44	-830.95	68.6%
8750-00 · Meals/Meetings	1,899.17	1,983.52	-84.35	95.7%
8810-00 · Dues & Subscriptions	4,928.46	3,210.08	1,718.38	153.5%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
8910-00 · Travel	5,766.48	4,299.44	1,467.04	134.1%
Total Expense	1,255,491.99	1,436,367.15	-180,875.16	87.4%
Net Ordinary Income	162,583.09	-16,368.43	178,951.52	-993.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	-13,965.00	13,965.00	0.0%
Total Other Expense	0.00	-13,965.00	13,965.00	0.0%
Net Other Income	0.00	13,965.00	-13,965.00	0.0%
Net Income	162,583.09	-2,403.43	164,986.52	-6,764.6%

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

11/23/16

Accrual Basis

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	888,560.00	888,560.00	0.00	100.0%
Total Income	888,560.00	888,560.00	0.00	100.0%
Gross Profit	888,560.00	888,560.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	2,750.00	12,833.34	-10,083.34	21.4%
5020-00 · P/R - Tax Expense	6,814.88	8,337.70	-1,522.82	81.7%
5030-00 · P/R - Health Insurance Expense	12,995.85	15,012.80	-2,016.95	86.6%
5040-00 · P/R - Workmans Comp	468.72	435.00	33.72	107.8%
5060-00 · 401 (k)	907.58	2,928.70	-2,021.12	31.0%
5070-00 · Other Benefits and Expenses	318.95	903.36	-584.41	35.3%
5000-00 · Salaries & Wages - Other	81,823.78	101,690.40	-19,866.62	80.5%
Total 5000-00 · Salaries & Wages	106,079.76	142,141.30	-36,061.54	74.6%
5100-00 · Rent				
5110-00 · Utilities	403.40	700.00	-296.60	57.6%
5140-00 · Repairs & Maintenance	0.00	500.00	-500.00	0.0%
5150-00 · Office - Cleaning	761.53	1,008.00	-246.47	75.5%
5100-00 · Rent - Other	7,542.36	6,606.72	935.64	114.2%
Total 5100-00 · Rent	8,707.29	8,814.72	-107.43	98.8%
5310-00 · Telephone				
5320-00 · Telephone	1,793.93	1,766.72	27.21	101.5%
Total 5310-00 · Telephone	1,793.93	1,766.72	27.21	101.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	125.00	250.00	-125.00	50.0%
Total 5420-00 · Mail - USPS	225.00	250.00	-25.00	90.0%
5510-00 · Insurance/Bonding	484.67	666.72	-182.05	72.7%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	930.25	1,000.00	-69.75	93.0%
Total 5520-00 · Supplies	1,107.39	1,000.00	107.39	110.7%
5610-00 · Depreciation	115.04	653.00	-537.96	17.6%
5700-00 · Equipment Support & Maintenance	667.13	1,244.00	-576.87	53.6%
5710-00 · Taxes, Licenses & Fees	309.67	166.72	142.95	185.7%
5740-00 · Equipment Rental/Leasing	455.59	666.72	-211.13	68.3%
5800-00 · Training Seminars	1,780.61	0.00	1,780.61	100.0%
5815 · Training Video Series	7,534.05	15,000.00	-7,465.95	50.2%
5820 · Sales CRM/CMS	2,373.94	21,000.00	-18,626.06	11.3%
5941-00 · Research & Planning	0.00	5,000.00	-5,000.00	0.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	2,200.00	40,000.00	-37,800.00	5.5%
Total 6020-00 · Programs	2,200.00	40,000.00	-37,800.00	5.5%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6030-00 · AFW-Media	1,500.00	0.00	1,500.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	24,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	27,792.86	0.00	27,792.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	0.00	5,411.88	100.0%
6428-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Sponsorship - Other	194,600.00	220,000.00	-25,400.00	88.5%
Total 6420-00 · Sponsorship	200,121.28	220,000.00	-19,878.72	91.0%
6490-00 · Classified Ads	50.00	0.00	50.00	100.0%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	342,833.32	342,833.32	0.00	100.0%
6742-00 · Non-NL T Co-Op Marketing Program	442.28	0.00	442.28	100.0%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	-124.00	0.00	-124.00	100.0%
6743-04 · High Notes	5,373.32	0.00	5,373.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	26,800.00	-26,800.00	0.0%
Total 6743-00 · BACC Marketing Programs	6,226.12	26,800.00	-20,573.88	23.2%
7500-00 · Trade Shows/Travel	15.00			
8200-00 · Associate Relations	221.49	0.00	221.49	100.0%
8500-00 · Credit Card Fees	46.02	0.00	46.02	100.0%
8700-00 · Automobile Expenses	674.08	666.72	7.36	101.1%
8750-00 · Meals/Meetings	1,039.50	1,166.72	-127.22	89.1%
8810-00 · Dues & Subscriptions	1,353.81	1,666.72	-312.91	81.2%
8910-00 · Travel	5,766.48	2,666.72	3,099.76	216.2%
Total Expense	720,765.92	834,170.10	-113,404.18	86.4%
Net Ordinary Income	167,794.08	54,389.90	113,404.18	308.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	75,167.82	60,128.00	15,039.82	125.0%
Total Other Expense	75,167.82	60,128.00	15,039.82	125.0%
Net Other Income	-75,167.82	-60,128.00	-15,039.82	125.0%
Net Income	92,626.26	-5,738.10	98,364.36	-1,614.2%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	96,532.00	96,532.00	0.00	100.0%
4200-00 · Membership Ann/Cont Dues	3,300.00	2,563.36	736.64	128.7%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commissions - Other	55,639.90	45,565.00	10,074.90	122.1%
Total 4600-00 · Commissions	62,605.90	45,565.00	17,040.90	137.4%
Total Income	162,437.90	144,660.36	17,777.54	112.3%
Gross Profit	162,437.90	144,660.36	17,777.54	112.3%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	8,666.72	4,949.33	157.1%
5020-00 · P/R - Tax Expense	5,466.58	4,872.10	594.48	112.2%
5030-00 · P/R - Health Insurance Expense	5,316.06	5,183.10	132.96	102.6%
5040-00 · P/R - Workmans Comp	332.02	300.00	32.02	110.7%
5060-00 · 401 (k)	2,909.19	2,686.70	222.49	108.3%
5070-00 · Other Benefits and Expenses	192.92	148.72	44.20	129.7%
5000-00 · Salaries & Wages - Other	50,381.87	59,312.50	-8,930.63	84.9%
Total 5000-00 · Salaries & Wages	78,214.69	81,169.84	-2,955.15	96.4%
5100-00 · Rent				
5110-00 · Utilities	203.59	350.00	-146.41	58.2%
5140-00 · Repairs & Maintenance	0.00	260.00	-260.00	0.0%
5150-00 · Office - Cleaning	380.78	504.00	-123.22	75.6%
5100-00 · Rent - Other	3,611.20	3,303.36	307.84	109.3%
Total 5100-00 · Rent	4,195.57	4,417.36	-221.79	95.0%
5310-00 · Telephone				
5320-00 · Telephone	932.84	1,024.00	-91.16	91.1%
Total 5310-00 · Telephone	932.84	1,024.00	-91.16	91.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	65.00	70.00	-5.00	92.9%
Total 5420-00 · Mail - USPS	165.00	70.00	95.00	235.7%
5510-00 · Insurance/Bonding	484.66	500.00	-15.34	96.9%
5520-00 · Supplies	186.51	250.00	-63.49	74.6%
5610-00 · Depreciation	59.84	339.72	-279.88	17.6%
5700-00 · Equipment Support & Maintenance	452.12	552.00	-99.88	81.9%
5710-00 · Taxes, Licenses & Fees	154.27	66.72	87.55	231.2%
5740-00 · Equipment Rental/Leasing	418.41	666.72	-248.31	62.8%
6730-00 · Marketing Cooperative/Media	36,666.68	36,666.68	0.00	100.0%
8700-00 · Automobile Expenses	147.96	133.36	14.60	110.9%
8750-00 · Meals/Meetings	0.00	133.36	-133.36	0.0%
8810-00 · Dues & Subscriptions	340.00	100.00	240.00	340.0%
Total Expense	122,418.55	126,089.76	-3,671.21	97.1%
Net Ordinary Income	40,019.35	18,570.60	21,448.75	215.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	17,225.95	15,239.00	1,986.95	113.0%
Total Other Expense	17,225.95	15,239.00	1,986.95	113.0%
Net Other Income	-17,225.95	-15,239.00	-1,986.95	113.0%
Net Income	22,793.40	3,331.60	19,461.80	684.2%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	88,072.00	88,072.00	0.00	100.0%
Total Income	88,072.00	88,072.00	0.00	100.0%
Gross Profit	88,072.00	88,072.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,235.86	2,920.70	-684.84	76.6%
5030-00 · P/R - Health Insurance Expense	1,302.60	1,943.70	-641.10	67.0%
5040-00 · P/R - Workmans Comp	117.18	688.00	-570.82	17.0%
5060-00 · 401 (k)	1,098.83	1,388.80	-289.97	79.1%
5070-00 · Other Benefits and Expenses	27.16	242.10	-214.94	11.2%
5000-00 · Salaries & Wages - Other	26,439.06	29,697.20	-3,258.14	89.0%
Total 5000-00 · Salaries & Wages	31,220.69	36,880.50	-5,659.81	84.7%
5100-00 · Rent				
5110-00 · Utilities	91.92	335.36	-243.44	27.4%
5140-00 · Repairs & Maintenance	0.00	152.36	-152.36	0.0%
5150-00 · Office - Cleaning	152.32	66.72	85.60	228.3%
5100-00 · Rent - Other	1,444.48	2,465.36	-1,020.88	58.6%
Total 5100-00 · Rent	1,688.72	3,019.80	-1,331.08	55.9%
5310-00 · Telephone				
5320-00 · Telephone	837.56	425.00	412.56	197.1%
Total 5310-00 · Telephone	837.56	425.00	412.56	197.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - other	40.00	50.00	-10.00	80.0%
Total 5420-00 · Mail - USPS	90.00	50.00	40.00	180.0%
5510-00 · Insurance/Bonding	76.53	100.00	-23.47	76.5%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	129.00			
5520-00 · Supplies - Other	46.67	100.00	-53.33	46.7%
Total 5520-00 · Supplies	175.67	100.00	75.67	175.7%
5610-00 · Depreciation	36.84	138.00	-101.16	26.7%
5700-00 · Equipment Support & Maintenance	105.50	160.00	-54.50	65.9%
5710-00 · Taxes, Licenses & Fees	94.93	40.00	54.93	237.3%
5740-00 · Equipment Rental/Leasing	365.11	106.72	258.39	342.1%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,534.00	14,751.00	-13,217.00	10.4%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	10,000.00	-11,593.65	-15.9%
Total 5948-00 · Transportation Projects	-1,593.65	10,000.00	-11,593.65	-15.9%
8700-00 · Automobile Expenses	236.52	400.00	-163.48	59.1%
8750-00 · Meals/Meetings	48.00	100.00	-52.00	48.0%
Total Expense	37,916.42	66,721.02	-28,804.60	56.8%
Net Ordinary Income	50,155.58	21,350.98	28,804.60	234.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	17,225.95	21,348.00	-4,122.05	80.7%
Total Other Expense	17,225.95	21,348.00	-4,122.05	80.7%
Net Other Income	-17,225.95	-21,348.00	4,122.05	80.7%
Net Income	32,929.63	298	32,926.65	1,105,021.1%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	111,308.00	111,308.00	0.00	100.0%
4502-00 · Non-retail VIC income	4,338.50	2,548.00	1,790.50	170.3%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 · Merchandise Sales	40,255.13	53,929.00	-13,673.87	74.6%
Total Income	155,901.63	169,285.00	-13,383.37	92.1%
Gross Profit	155,901.63	169,285.00	-13,383.37	92.1%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	6,686.23	5,382.00	1,304.23	124.2%
5030-00 · P/R - Health Insurance Expense	7,854.94	9,146.00	-1,291.06	85.9%
5040-00 · P/R - Workmans Comp	371.08	836.00	-464.92	44.4%
5060-00 · 401 (k)	2,580.95	2,036.00	544.95	126.8%
5070-00 · other Benefits and Expenses	217.92	202.36	15.56	107.7%
5000-00 · Salaries & Wages - Other	66,032.52	58,926.00	7,106.52	112.1%
Total 5000-00 · Salaries & Wages	83,743.64	76,528.36	7,215.28	109.4%
5100-00 · Rent				
5110-00 · Utilities	1,502.79	2,500.00	-997.21	60.1%
5140-00 · Repairs & Maintenance	112.04	603.36	-491.32	18.6%
5150-00 · Office - Cleaning	190.39	0.00	190.39	100.0%
5100-00 · Rent - Other	25,808.28	23,595.36	2,212.92	109.4%
Total 5100-00 · Rent	27,613.50	26,698.72	914.78	103.4%
5310-00 · Telephone				
5320-00 · Telephone	1,252.71	1,166.72	85.99	107.4%
Total 5310-00 · Telephone	1,252.71	1,166.72	85.99	107.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	325.22	0.00	325.22	100.0%
5420-00 · Mail - USPS - Other	65.00	166.72	-101.72	39.0%
Total 5420-00 · Mail · USPS	440.22	166.72	273.50	264.0%
5510-00 · Insurance/Bonding	637.74	666.72	-28.98	95.7%
5520-00 · Supplies	796.24	1,333.36	-537.12	59.7%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	59.84	339.72	-279.88	17.6%
5700-00 · Equipment Support & Maintenance	1,012.73	700.00	312.73	144.7%
5710-00 · Taxes, Licenses & Fees	354.26	100.00	254.26	354.3%
5740-00 · Equipment Rental/Leasing	1,825.72	1,976.00	-150.28	92.4%
5800-00 · Training Seminars	0.00	2,000.00	-2,000.00	0.0%
5815 · Training Video Series	0.00	1,666.67	-1,666.67	0.0%
6740-00 · Media/Collateral/Production	0.00	1,666.72	-1,666.72	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	304.73	0.00	304.73	100.0%
59900 · POS Inventory Adjustments	182.10	0.00	182.10	100.0%
8100-00 · Cost of Goods Sold - Other	19,940.98	29,491.00	-9,550.02	67.6%
Total 8100-00 · Cost of Goods Sold	20,427.37	29,491.00	-9,063.63	69.3%
8200-00 · Associate Relations	436.76	0.00	436.76	100.0%
8500-00 · Credit Card Fees	423.90	1,200.00	-776.10	35.3%
8700-00 · Automobile Expenses	324.52	400.00	-75.48	81.1%
8750-00 · Meals/Meetings	164.86	133.36	31.50	123.6%
8810-00 · Dues & Subscriptions	149.97	400.00	-250.03	37.5%
8910-00 · Travel	0.00	1,632.72	-1,632.72	0.0%
Total Expense	139,554.98	148,466.79	-8,911.81	94.0%
Net Ordinary Income	16,346.65	20,818.21	-4,471.56	78.5%
Other Income/Expense				
Other Expense				

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
8990-00 · Allocated	15,659.97	20,818.00	-5,158.03	75.2%
Total Other Expense	15,659.97	20,818.00	-5,158.03	75.2%
Net Other Income	-15,659.97	-20,818.00	5,158.03	75.2%
Net Income	686.68	0.21	686.47	326,990.5%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	74,188.00	74,188.00	0.00	100.0%
Total Income	74,188.00	74,188.00	0.00	100.0%
Gross Profit	74,188.00	74,188.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,235.88	3,018.10	-782.22	74.1%
5030-00 · P/R - Health Insurance Expense	1,302.58	1,871.10	-568.52	69.6%
5040-00 · P/R - Workmans Comp	117.18	666.72	-549.54	17.6%
5060-00 · 401 (k)	1,098.83	1,391.60	-292.77	79.0%
5070-00 · Other Benefits and Expenses	27.12	230.00	-202.88	11.8%
5000-00 · Salaries & Wages - Other	26,439.05	29,697.20	-3,258.15	89.0%
Total 5000-00 · Salaries & Wages	31,220.64	36,874.72	-5,654.08	84.7%
5100-00 · Rent				
5110-00 · Utilities	91.92	500.00	-408.08	18.4%
5140-00 · Repairs & Maintenance	0.00	160.00	-160.00	0.0%
5150-00 · Office - Cleaning	152.32	200.72	-48.40	75.9%
5100-00 · Rent - Other	1,444.48	2,342.36	-897.88	61.7%
Total 5100-00 · Rent	1,688.72	3,203.08	-1,514.36	52.7%
5310-00 · Telephone				
5320-00 · Telephone	837.55	1,200.00	-362.45	69.8%
Total 5310-00 · Telephone	837.55	1,200.00	-362.45	69.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	40.00	50.00	-10.00	80.0%
Total 5420-00 · Mail - USPS	90.00	50.00	40.00	180.0%
5510-00 · Insurance/Bonding	76.53	100.00	-23.47	76.5%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	129.00			
5520-00 · Supplies - Other	46.67	100.00	-53.33	46.7%
Total 5520-00 · Supplies	175.67	100.00	75.67	175.7%
5610-00 · Depreciation	36.84	138.00	-101.16	26.7%
5700-00 · Equipment Support & Maintenance	105.50	220.00	-114.50	48.0%
5710-00 · Taxes, Licenses & Fees	94.93	124.00	-29.07	76.6%
5740-00 · Equipment Rental/Leasing	365.11	850.72	-485.61	42.9%
5941-00 · Research & Planning	1,534.55	10,781.00	-9,246.45	14.2%
8700-00 · Automobile Expenses	236.52	460.00	-223.48	51.4%
8750-00 · Meals/Meetings	119.65	133.36	-13.71	89.7%
Total Expense	36,582.21	54,234.88	-17,652.67	67.5%
Net Ordinary Income	37,605.79	19,953.12	17,652.67	188.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	17,225.95	19,956.00	-2,730.05	86.3%
Total Other Expense	17,225.95	19,956.00	-2,730.05	86.3%
Net Other Income	-17,225.95	-19,956.00	2,730.05	86.3%
Net Income	20,379.84	-2.88	20,382.72	-707,633.3%

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	40,672.55	36,000.00	4,672.55	113.0%
4201-00 · New Member Fees	450.00	1,333.36	-883.36	33.7%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00			
4250-00 · Revenues-Membership Activities - Other	3,643.00	13,200.00	-9,557.00	27.6%
Total 4250-00 · Revenues-Membership Activities	4,618.00	13,200.00	-8,582.00	35.0%
4251-00 · Revenue-Tue AM Breakfast Club	2,175.00	3,200.00	-1,025.00	68.0%
4252-00 · Revenue - Sponsorships	1,000.00	1,500.00	-500.00	66.7%
Total Income	48,915.55	55,233.36	-6,317.81	88.6%
Gross Profit	48,915.55	55,233.36	-6,317.81	88.6%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-12,833.34	10,083.34	21.4%
5020-00 · P/R - Tax Expense	1,607.60	2,586.10	-978.50	62.2%
5030-00 · P/R - Health Insurance Expense	5,074.74	6,049.10	-974.36	83.9%
5040-00 · P/R - Workmans Comp	136.72	357.36	-220.64	38.3%
5060-00 · 401 (k)	89.42	224.40	-134.98	39.8%
5070-00 · Other Benefits and Expenses	47.56	351.72	-304.16	13.5%
5000-00 · Salaries & Wages - Other	19,153.73	28,021.70	-8,867.97	68.4%
Total 5000-00 · Salaries & Wages	23,359.77	24,757.04	-1,397.27	94.4%
5100-00 · Rent				
5110-00 · Utilities	138.38	250.00	-111.62	55.4%
5140-00 · Repairs & Maintenance	0.00	160.00	-160.00	0.0%
5150-00 · Office - Cleaning	266.53	360.00	-93.47	74.0%
5100-00 · Rent - Other	2,767.84	2,359.72	408.12	117.3%
Total 5100-00 · Rent	3,172.75	3,129.72	43.03	101.4%
5310-00 · Telephone				
5320-00 · Telephone	907.07	900.00	7.07	100.8%
Total 5310-00 · Telephone	907.07	900.00	7.07	100.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00			
5420-00 · Mail - USPS - Other	40.00	200.00	-160.00	20.0%
Total 5420-00 · Mail - USPS	440.00	200.00	240.00	220.0%
5510-00 · Insurance/Bonding	229.57	266.72	-37.15	86.1%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	343.99	0.00	343.99	100.0%
5520-00 · Supplies - Other	169.81	433.36	-263.55	39.2%
Total 5520-00 · Supplies	513.80	433.36	80.44	118.6%
5610-00 · Depreciation	36.84	209.00	-172.16	17.6%
5700-00 · Equipment Support & Maintenance	359.00	188.36	170.64	190.6%
5710-00 · Taxes, Licenses & Fees	94.93	166.72	-71.79	56.9%
5740-00 · Equipment Rental/Leasing	781.10	1,088.72	-307.62	71.7%
5800-00 · Training Seminars	892.11	1,500.00	-607.89	59.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,623.43	0.00	1,623.43	100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	0.00	36.05	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	2,702.81	9,951.00	-7,248.19	27.2%
Total 6423-00 · Membership Activities	4,443.29	9,951.00	-5,507.71	44.7%
6437-00 · Tuesday Morning Breakfast Club	2,940.00	2,833.36	106.64	103.8%
8500-00 · Credit Card Fees	1,953.98	840.00	1,113.98	232.6%
8700-00 · Automobile Expenses	192.89	250.00	-57.11	77.2%
8750-00 · Meals/Meetings	177.20	166.72	10.48	106.3%
8810-00 · Dues & Subscriptions	1,160.00	333.36	826.64	348.0%

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Accrual Basis

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

	<u>Jul - Oct 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
Total Expense	<u>41,654.30</u>	<u>47,214.08</u>	<u>-5,559.78</u>	<u>88.2%</u>
Net Ordinary Income	<u>7,261.25</u>	<u>8,019.28</u>	<u>-758.03</u>	<u>90.5%</u>
Other Income/Expense				
Other Expense				
8990-00 - Allocated	<u>14,093.97</u>	<u>8,019.00</u>	<u>6,074.97</u>	<u>175.8%</u>
Total Other Expense	<u>14,093.97</u>	<u>8,019.00</u>	<u>6,074.97</u>	<u>175.8%</u>
Net Other Income	<u>-14,093.97</u>	<u>-8,019.00</u>	<u>-6,074.97</u>	<u>175.8%</u>
Net Income	<u>-6,832.72</u>	<u>0.28</u>	<u>-6,833.00</u>	<u>-2,440,257.1 %</u>

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

	Jul - Oct 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	6,438.98	7,889.60	-1,450.62	81.6%
5030-00 · P/R - Health Insurance Expense	6,140.92	14,056.80	-7,915.88	43.7%
5040-00 · P/R - Workmans Comp	410.10	1,602.72	-1,192.62	25.6%
5060-00 · 401 (k)	1,454.71	3,146.30	-1,691.59	46.2%
5070-00 · Other Benefits and Expenses	159.00	373.72	-214.72	42.5%
5000-00 · Salaries & Wages - Other	79,193.41	106,393.70	-27,200.29	74.4%
Total 5000-00 · Salaries & Wages	93,797.12	133,462.84	-39,665.72	70.3%
5100-00 · Rent				
5110-00 · Utilities	326.00	800.00	-474.00	40.8%
5140-00 · Repairs & Maintenance	54.32	800.00	-745.68	6.8%
5150-00 · Office - Cleaning	693.53	1,008.00	-314.47	68.8%
5100-00 · Rent - Other	6,408.80	7,660.36	-1,251.56	83.7%
Total 5100-00 · Rent	7,482.65	10,268.36	-2,785.71	72.9%
5310-00 · Telephone				
5320-00 · Telephone	3,054.28	2,866.72	187.56	106.5%
Total 5310-00 · Telephone	3,054.28	2,866.72	187.56	106.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	125.00	233.36	-108.36	53.6%
Total 5420-00 · Mail - USPS	375.00	233.36	141.64	160.7%
5510-00 · Insurance/Bonding	561.17	566.72	-5.55	99.0%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	257.99			
5520-00 · Supplies - Other	1,315.47	2,333.36	-1,017.89	56.4%
Total 5520-00 · Supplies	1,573.46	2,333.36	-759.90	67.4%
5610-00 · Depreciation	115.04	653.00	-537.96	17.6%
5700-00 · Equipment Support & Maintenance	3,118.94	1,242.72	1,876.22	251.0%
5710-00 · Taxes, Licenses & Fees	3,748.64	2,666.72	1,081.92	140.6%
5740-00 · Equipment Rental/Leasing	531.22	833.36	-302.14	63.7%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	0.00	1,060.00	100.0%
5920-00 · Professional Fees - Accountant	35,470.00	0.00	35,470.00	100.0%
5900-00 · Professional Fees - Other	1,250.00	0.00	1,250.00	100.0%
Total 5900-00 · Professional Fees	37,780.00	0.00	37,780.00	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	50.00			
Total 6420-00 · Sponsorship	50.00			
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00			
Total 6423-00 · Membership Activities	120.00			
6490-00 · Classified Ads	225.00	250.00	-25.00	90.0%
8200-00 · Associate Relations	836.75	200.00	636.75	418.4%
8300-00 · Board Functions	870.70	1,200.00	-329.30	72.6%
8500-00 · Credit Card Fees	85.00	0.00	85.00	100.0%
8700-00 · Automobile Expenses	0.00	333.36	-333.36	0.0%
8750-00 · Meals/Meetings	349.96	150.00	199.96	233.3%
8810-00 · Dues & Subscriptions	1,924.68	710.00	1,214.68	271.1%
Total Expense	156,599.61	159,470.52	-2,870.91	98.2%
Net Ordinary Income	-156,599.61	-159,470.52	2,870.91	98.2%
Other Income/Expense				
Other Expense				

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

	<u>Jul - Oct 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8990-00 - Allocated	<u>-156,599.61</u>	<u>-159,473.00</u>	<u>2,873.39</u>	<u>98.2%</u>
Total Other Expense	<u>-156,599.61</u>	<u>-159,473.00</u>	<u>2,873.39</u>	<u>98.2%</u>
Net Other Income	<u>156,599.61</u>	<u>159,473.00</u>	<u>-2,873.39</u>	<u>98.2%</u>
Net Income	<u>0.00</u>	<u>2.48</u>	<u>-2.48</u>	<u>0.0%</u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
Total

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	1,258,660.00	1,085,360.00	173,300.00	16.0%
4200-00 · Membership Ann/Conf Dues	43,972.55	55,351.08	-11,378.53	-20.6%
4201-00 · New Member Fees	450.00	375.00	75.00	20.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00	0.00	975.00	100.0%
4250-00 · Revenues-Membership Activities - Other	3,643.00	7,768.43	-4,125.43	-53.1%
Total 4250-00 · Revenues-Membership Activities	4,618.00	7,768.43	-3,150.43	-40.6%
4251-00 · Revenue-Tue AM Breakfast Club	2,175.00	2,820.00	-645.00	-22.9%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
4502-00 · Non-retail VIC income	4,338.50	3,175.00	1,163.50	36.7%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	-1,426.06	8,392.06	588.5%
4600-00 · Commissions - Other	55,639.90	131,702.57	-76,062.67	-57.8%
Total 4600-00 · Commissions	62,605.90	130,276.51	-67,670.61	-51.9%
46000 · Merchandise Sales	40,255.13	40,255.95	-0.82	0.0%
Total Income	1,418,075.08	1,340,881.97	77,193.11	5.8%
Gross Profit	1,418,075.08	1,340,881.97	77,193.11	5.8%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	13,616.05	3,570.02	10,046.03	281.4%
5020-00 · P/R - Tax Expense	31,486.01	28,815.43	2,670.58	9.3%
5030-00 · P/R - Health Insurance Expense	39,987.69	41,384.74	-1,397.05	-3.4%
5040-00 · P/R - Workmans Comp	1,953.00	1,571.85	381.15	24.3%
5060-00 · 401 (k)	10,139.51	13,631.05	-3,491.54	-25.6%
5070-00 · Other Benefits and Expenses	990.63	2,694.27	-1,703.64	-63.2%
5000-00 · Salaries & Wages - Other	349,463.42	363,294.05	-13,830.63	-3.8%
Total 5000-00 · Salaries & Wages	447,636.31	454,961.41	-7,325.10	-1.6%
5100-00 · Rent				
5110-00 · Utilities	2,758.00	3,736.93	-978.93	-26.2%
5140-00 · Repairs & Maintenance	166.36	459.89	-293.53	-63.8%
5150-00 · Office - Cleaning	2,597.40	2,320.00	277.40	12.0%
5100-00 · Rent - Other	49,027.44	45,692.31	3,335.13	7.3%
Total 5100-00 · Rent	54,549.20	52,209.13	2,340.07	4.5%
5310-00 · Telephone				
5320-00 · Telephone	9,615.94	9,748.35	-132.41	-1.4%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	9,615.94	9,918.35	-302.41	-3.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	325.22	552.45	-227.23	-41.1%
5420-00 · Mail · USPS - Other	500.00	417.94	82.06	19.6%
Total 5420-00 · Mail - USPS	1,825.22	970.39	854.83	88.1%
5510-00 · Insurance/Bonding	2,550.87	1,430.11	1,120.76	78.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,037.12	2,179.64	-1,142.52	-52.4%
5520-00 · Supplies - Other	3,491.62	4,258.35	-766.73	-18.0%
Total 5520-00 · Supplies	4,528.74	6,437.99	-1,909.25	-29.7%
5530-00 · Visitor Communications - Other	-109.00	35.44	-144.44	-407.6%
5610-00 · Depreciation	460.28	2,075.20	-1,614.92	-77.8%
5700-00 · Equipment Support & Maintenance	5,820.92	1,627.23	4,193.69	257.7%
5710-00 · Taxes, Licenses & Fees	4,851.63	3,681.48	1,170.15	31.8%
5740-00 · Equipment Rental/Leasing	4,742.26	5,500.52	-758.26	-13.8%
5800-00 · Training Seminars	2,672.72	1,249.12	1,423.60	114.0%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	2,300.00	-1,240.00	-53.9%
5920-00 · Professional Fees - Accountant	35,470.00	14,345.37	21,124.63	147.3%
5900-00 · Professional Fees - Other	1,250.00	0.00	1,250.00	100.0%
Total 5900-00 · Professional Fees	37,780.00	16,645.37	21,134.63	127.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	3,068.55	25,260.20	-22,191.65	-87.9%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
Total

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	2,200.00	494.90	1,705.10	344.5%
Total 6020-00 · Programs	2,200.00	494.90	1,705.10	344.5%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6030-00 · AFW-Media	1,500.00	0.00	1,500.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	-85,775.11	110,125.09	128.4%
Total 6023-00 · Autumn Food & Wine	27,792.86	-85,757.42	113,550.28	132.4%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,461.88	1,155.15	4,306.73	372.8%
6422-00 · IronMan Lake Tahoe	0.00	409,457.94	-409,457.94	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6428-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Sponsorship - Other	194,600.00	7,225.00	187,375.00	2,593.4%
Total 6420-00 · Sponsorship	200,171.28	423,380.41	-223,209.13	-52.7%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,743.43	1,128.75	614.68	54.5%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	54.09	-18.04	-33.4%
6442-00 · Public Relations/Website	81.00	1,582.50	-1,501.50	-94.9%
6443-00 · Membership - Bridal Faire	0.00	1,242.42	-1,242.42	-100.0%
6423-00 · Membership Activities - Other	2,702.81	6,981.22	-4,278.41	-61.3%
Total 6423-00 · Membership Activities	4,563.29	11,053.81	-6,490.52	-58.7%
6437-00 · Tuesday Morning Breakfast Club	2,940.00	1,394.00	1,546.00	110.9%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	317.47	272.15	45.32	16.7%
6730-00 · Marketing Cooperative/Media	379,500.00	242,500.00	137,000.00	56.5%
6742-00 · Non-NLT Co-Op Marketing Program	442.28	8,239.41	-7,797.13	-94.6%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	-124.00	4,937.99	-5,061.99	-102.5%
6743-04 · High Notes	5,373.32	16,000.00	-10,626.68	-66.4%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	6,226.12	20,937.99	-14,711.87	-70.3%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	-7.22	6.78	93.9%
51100 · Freight and Shipping Costs	304.73	602.73	-298.00	-49.4%
59900 · POS Inventory Adjustments	182.10	-770.93	953.03	123.6%
8100-00 · Cost of Goods Sold - Other	19,940.98	19,363.37	577.61	3.0%
Total 8100-00 · Cost of Goods Sold	20,427.37	19,187.95	1,239.42	6.5%
8200-00 · Associate Relations	1,495.00	1,880.83	-385.83	-20.5%
8300-00 · Board Functions	870.70	339.65	531.05	156.4%
8500-00 · Credit Card Fees	2,508.90	2,296.90	212.00	9.2%
8700-00 · Automobile Expenses	1,812.49	2,744.77	-932.28	-34.0%
8750-00 · Meals/Meetings	1,899.17	1,368.60	530.57	38.8%
8810-00 · Dues & Subscriptions	4,928.46	2,713.57	2,214.89	81.6%
8910-00 · Travel	5,766.48	2,368.49	3,397.99	143.5%
8930-00 · Prior Period Adjustments	0.00	-7,080.12	7,080.12	100.0%
Total Expense	1,255,491.99	1,230,337.83	25,154.16	2.0%
Net Ordinary Income	162,583.09	110,544.14	52,038.95	47.1%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net other Income	0.00	0.00	0.00	0.0%
Net Income	162,583.09	110,544.14	52,038.95	47.1%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

11/23/16

Accrual Basis

11 - Marketing

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	888,560.00	734,899.00	153,661.00	20.9%
4350-00 · Special Events (Marketing)	0.00	15,000.00	-15,000.00	-100.0%
Total Income	888,560.00	749,899.00	138,661.00	18.5%
Gross Profit	888,560.00	749,899.00	138,661.00	18.5%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	2,750.00	4,833.32	-2,083.32	-43.1%
5020-00 · P/R - Tax Expense	6,814.88	6,058.53	756.35	12.5%
5030-00 · P/R - Health Insurance Expense	12,995.85	9,647.60	3,348.25	34.7%
5040-00 · P/R - Workmans Comp	468.72	141.47	327.25	231.3%
5060-00 · 401 (k)	907.58	1,899.77	-992.19	-52.2%
5070-00 · other Benefits and Expenses	318.95	934.94	-615.99	-65.9%
5000-00 · Salaries & Wages - Other	81,823.78	77,804.17	4,019.61	5.2%
Total 5000-00 · Salaries & Wages	106,079.76	101,319.80	4,759.96	4.7%
5100-00 · Rent				
5110-00 · Utilities	403.40	520.18	-116.78	-22.5%
5140-00 · Repairs & Maintenance	0.00	100.00	-100.00	-100.0%
5150-00 · Office - Cleaning	761.53	483.00	278.53	57.7%
5100-00 · Rent - Other	7,542.36	6,265.64	1,276.72	20.4%
Total 5100-00 · Rent	8,707.29	7,368.82	1,338.47	18.2%
5310-00 · Telephone				
5320-00 · Telephone	1,793.93	2,294.14	-500.21	-21.8%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	1,793.93	2,464.14	-670.21	-27.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5480-00 · Mail - Fed Ex	0.00	442.68	-442.68	-100.0%
5420-00 · Mail - USPS - other	125.00	5.53	119.47	2,160.4%
Total 5420-00 · Mail - USPS	225.00	448.21	-223.21	-49.8%
5510-00 · Insurance/Bonding	484.67	271.72	212.95	78.4%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	177.14	2,084.65	-1,907.51	-91.5%
5520-00 · Supplies - Other	930.25	921.34	8.91	1.0%
Total 5520-00 · Supplies	1,107.39	3,005.99	-1,898.60	-63.2%
5610-00 · Depreciation	115.04	518.84	-403.80	-77.8%
5700-00 · Equipment Support & Maintenance	667.13	-53.00	720.13	1,358.7%
5710-00 · Taxes, Licenses & Fees	309.67	262.15	47.52	18.1%
5740-00 · Equipment Rental/Leasing	455.59	534.19	-78.60	-14.7%
5800-00 · Training Seminars	1,780.61	0.00	1,780.61	100.0%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	2,200.00	494.90	1,705.10	344.5%
Total 6020-00 · Programs	2,200.00	494.90	1,705.10	344.5%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6030-00 · AFW-Media	1,500.00	0.00	1,500.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	-85,775.11	110,125.09	128.4%
Total 6023-00 · Autumn Food & Wine	27,792.86	-85,757.42	113,550.28	132.4%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	1,155.15	4,256.73	368.5%
6422-00 · IronMan Lake Tahoe	0.00	409,457.94	-409,457.94	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6428-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6420-00 · Sponsorship - Other	194,600.00	7,125.00	187,475.00	2,631.2%
Total 6420-00 · Sponsorship	200,121.28	423,280.41	-223,159.13	-52.7%
6490-00 · Classified Ads	50.00	0.00	50.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	317.47	272.15	45.32	16.7%
6730-00 · Marketing Cooperative/Media	342,833.32	213,100.00	129,733.32	60.9%
6742-00 · Non-NLT Co-Op Marketing Program	442.28	8,089.41	-7,647.13	-94.5%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	-124.00	4,937.99	-5,061.99	-102.5%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

11 - Marketing

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
6743-04 · High Notes	5,373.32	16,000.00	-10,626.68	-66.4%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	6,226.12	20,937.99	-14,711.87	-70.3%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8200-00 · Associate Relations	221.49	271.19	-49.70	-18.3%
8500-00 · Credit Card Fees	46.02	0.00	46.02	100.0%
8700-00 · Automobile Expenses	674.08	320.05	354.03	110.6%
8750-00 · Meals/Meetings	1,039.50	884.72	154.78	17.5%
8810-00 · Dues & Subscriptions	1,353.81	1,424.67	-70.86	-5.0%
8910-00 · Travel	5,766.48	62.97	5,703.51	9,057.5%
8930-00 · Prior Period Adjustments	0.00	6,489.85	-6,489.85	-100.0%
Total Expense	720,765.92	706,011.75	14,754.17	2.1%
Net Ordinary Income	167,794.08	43,887.25	123,906.83	282.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	75,167.82	72,878.63	2,289.19	3.1%
Total Other Expense	75,167.82	72,878.63	2,289.19	3.1%
Net Other Income	-75,167.82	-72,878.63	-2,289.19	-3.1%
Net Income	92,626.26	-28,991.38	121,617.64	419.5%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

11/23/16

Accrual Basis

30 - Conference

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	96,532.00	111,249.00	-14,717.00	-13.2%
4200-00 · Membership Ann/Conf Dues	3,300.00	0.00	3,300.00	100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	-1,426.06	8,392.06	588.5%
4600-00 · Commissions - Other	55,639.90	131,702.57	-76,062.67	-57.8%
Total 4600-00 · Commissions	62,605.90	130,276.51	-67,670.61	-51.9%
Total Income	162,437.90	241,525.51	-79,087.61	-32.8%
Gross Profit	162,437.90	241,525.51	-79,087.61	-32.8%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	13,616.05	3,570.02	10,046.03	281.4%
5020-00 · P/R - Tax Expense	5,466.58	4,844.27	622.31	12.9%
5030-00 · P/R - Health Insurance Expense	5,316.06	4,917.44	398.62	8.1%
5040-00 · P/R - Workmans Comp	332.02	141.47	190.55	134.7%
5060-00 · 401 (k)	2,909.19	3,254.72	-345.53	-10.6%
5070-00 · Other Benefits and Expenses	192.92	33.96	158.96	468.1%
5000-00 · Salaries & Wages - Other	50,381.87	58,936.58	-8,554.71	-14.5%
Total 5000-00 · Salaries & Wages	78,214.69	75,698.46	2,516.23	3.3%
5100-00 · Rent				
5110-00 · Utilities	203.59	263.98	-60.39	-22.9%
5140-00 · Repairs & Maintenance	0.00	52.00	-52.00	-100.0%
5150-00 · Office - Cleaning	380.78	245.00	135.78	55.4%
5100-00 · Rent - Other	3,611.20	3,133.11	478.09	15.3%
Total 5100-00 · Rent	4,195.57	3,694.09	501.48	13.6%
5310-00 · Telephone				
5320-00 · Telephone	932.84	862.41	70.43	8.2%
Total 5310-00 · Telephone	932.84	862.41	70.43	8.2%
5420-00 · Mail · USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	0.0%
5420-00 · Mail - USPS - Other	65.00	78.75	-13.75	-17.5%
Total 5420-00 · Mail - USPS	165.00	78.75	86.25	109.5%
5510-00 · Insurance/Bonding	484.66	271.72	212.94	78.4%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	0.00	94.99	-94.99	-100.0%
5520-00 · Supplies - Other	186.51	186.93	-0.42	-0.2%
Total 5520-00 · Supplies	186.51	281.92	-95.41	-33.8%
5610-00 · Depreciation	59.84	269.76	-209.92	-77.8%
5700-00 · Equipment Support & Maintenance	452.12	-108.80	560.92	515.6%
5710-00 · Taxes, Licenses & Fees	154.27	136.32	17.95	13.2%
5740-00 · Equipment Rental/Leasing	418.41	505.96	-87.55	-17.3%
6730-00 · Marketing Cooperative/Media	36,666.68	29,400.00	7,266.68	24.7%
8200-00 · Associate Relations	0.00	90.00	-90.00	-100.0%
8500-00 · Credit Card Fees	0.00	45.00	-45.00	-100.0%
8700-00 · Automobile Expenses	147.96	115.57	32.39	28.0%
8810-00 · Dues & Subscriptions	340.00	0.00	340.00	100.0%
8930-00 · Prior Period Adjustments	0.00	-4,699.23	4,699.23	100.0%
Total Expense	122,418.55	106,641.93	15,776.62	14.8%
Net Ordinary Income	40,019.35	134,883.58	-94,864.23	-70.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	17,225.95	16,701.36	524.59	3.1%
Total Other Expense	17,225.95	16,701.36	524.59	3.1%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
30 - Conference

	<u>Jul - Oct 16</u>	<u>Jul - Oct 15</u>	<u>\$ Change</u>	<u>% Change</u>
Net Other Income	-17,225.95	-16,701.36	-524.59	-3.1%
Net Income	<u>22,793.40</u>	<u>118,182.22</u>	<u>-95,388.82</u>	<u>-80.7%</u>

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

11/23/16

Accrual Basis

41 - Transportation

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	88,072.00	66,965.00	21,107.00	31.5%
Total Income	88,072.00	66,965.00	21,107.00	31.5%
Gross Profit	88,072.00	66,965.00	21,107.00	31.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,235.86	2,668.77	-432.91	-16.2%
5030-00 · P/R - Health Insurance Expense	1,302.60	1,227.76	74.84	6.1%
5040-00 · P/R - Workmans Comp	117.18	157.19	-40.01	-25.5%
5060-00 · 401 (k)	1,098.83	1,419.70	-320.87	-22.6%
5070-00 · Other Benefits and Expenses	27.16	88.58	-61.42	-69.3%
5000-00 · Salaries & Wages - Other	26,439.06	29,459.61	-3,020.55	-10.3%
Total 5000-00 · Salaries & Wages	31,220.69	35,021.61	-3,800.92	-10.9%
5100-00 · Rent				
5110-00 · Utilities	91.92	185.97	-94.05	-50.6%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	152.32	166.00	-13.68	-8.2%
5100-00 · Rent - Other	1,444.48	2,237.93	-793.45	-35.5%
Total 5100-00 · Rent	1,688.72	2,621.90	-933.18	-35.6%
5310-00 · Telephone				
5320-00 · Telephone	837.56	636.41	201.15	31.6%
Total 5310-00 · Telephone	837.56	636.41	201.15	31.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	40.00	25.00	15.00	60.0%
Total 5420-00 · Mail - USPS	90.00	25.00	65.00	260.0%
5510-00 · Insurance/Bonding	76.53	42.90	33.63	78.4%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	129.00	0.00	129.00	100.0%
5520-00 · Supplies - Other	46.67	184.61	-137.94	-74.7%
Total 5520-00 · Supplies	175.67	184.61	-8.94	-4.8%
5610-00 · Depreciation	36.84	166.00	-129.16	-77.8%
5700-00 · Equipment Support & Maintenance	105.50	100.80	4.70	4.7%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	450.74	-85.63	-19.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,534.00	10,063.25	-8,529.25	-84.8%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
Total 5948-00 · Transportation Projects	-1,593.65	0.00	-1,593.65	-100.0%
6420-00 · Sponsorship	0.00	100.00	-100.00	-100.0%
8200-00 · Associate Relations	0.00	75.00	-75.00	-100.0%
8700-00 · Automobile Expenses	236.52	660.18	-423.66	-64.2%
8750-00 · Meals/Meetings	48.00	84.00	-36.00	-42.9%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	37,916.42	48,281.29	-10,364.87	-21.5%
Net Ordinary Income	50,155.58	18,683.71	31,471.87	168.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	17,225.95	16,701.36	524.59	3.1%
Total Other Expense	17,225.95	16,701.36	524.59	3.1%
Net Other Income	-17,225.95	-16,701.36	-524.59	-3.1%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
41 - Transportation

	<u>Jul - Oct 16</u>	<u>Jul - Oct 15</u>	<u>\$ Change</u>	<u>% Change</u>
Net Income	<u>32,929.63</u>	<u>1,982.35</u>	<u>30,947.28</u>	<u>1,561.1%</u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
42 - Visitor Center

11/23/16

Accrual Basis

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	111,308.00	97,682.00	13,626.00	14.0%
4502-00 · Non-retail VIC income	4,338.50	2,800.00	1,538.50	55.0%
46000 · Merchandise Sales	40,255.13	40,255.95	-0.82	0.0%
Total Income	<u>155,901.63</u>	<u>140,737.95</u>	<u>15,163.68</u>	<u>10.8%</u>
Gross Profit	155,901.63	140,737.95	15,163.68	10.8%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	6,686.23	4,979.72	1,706.51	34.3%
5030-00 · P/R - Health Insurance Expense	7,854.94	5,938.82	1,916.12	32.3%
5040-00 · P/R - Workmans Comp	371.08	298.65	72.43	24.3%
5060-00 · 401 (k)	2,580.95	1,666.60	914.35	54.9%
5070-00 · Other Benefits and Expenses	217.92	158.96	58.96	37.1%
5000-00 · Salaries & Wages - Other	66,032.52	53,216.60	12,815.92	24.1%
Total 5000-00 · Salaries & Wages	<u>83,743.64</u>	<u>66,259.35</u>	<u>17,484.29</u>	<u>26.4%</u>
5100-00 · Rent				
5110-00 · Utilities	1,502.79	1,605.31	-102.52	-6.4%
5140-00 · Repairs & Maintenance	112.04	111.89	0.15	0.1%
5150-00 · Office - Cleaning	190.39	611.00	-420.61	-68.8%
5100-00 · Rent - Other	25,808.28	22,379.30	3,428.98	15.3%
Total 5100-00 · Rent	<u>27,613.50</u>	<u>24,707.50</u>	<u>2,906.00</u>	<u>11.8%</u>
5310-00 · Telephone				
5320-00 · Telephone	1,252.71	1,134.74	117.97	10.4%
Total 5310-00 · Telephone	<u>1,252.71</u>	<u>1,134.74</u>	<u>117.97</u>	<u>10.4%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5480-00 · Mail - Fed Ex	325.22	109.77	215.45	196.3%
5420-00 · Mail - USPS - Other	65.00	125.62	-60.62	-48.3%
Total 5420-00 · Mail - USPS	<u>440.22</u>	<u>235.39</u>	<u>204.83</u>	<u>87.0%</u>
5510-00 · Insurance/Bonding	637.74	357.53	280.21	78.4%
5520-00 · Supplies	796.24	876.98	-80.74	-9.2%
5530-00 · Visitor Communications - Other	-109.00	0.00	-109.00	-100.0%
5610-00 · Depreciation	59.84	269.76	-209.92	-77.8%
5700-00 · Equipment Support & Maintenance	1,012.73	588.20	424.53	72.2%
5710-00 · Taxes, Licenses & Fees	354.26	136.32	217.94	159.9%
5740-00 · Equipment Rental/Leasing	1,825.72	1,939.41	-113.69	-5.9%
6742-00 · Non-NLT Co-Op Marketing Program	0.00	150.00	-150.00	-100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	-7.22	6.78	93.9%
51100 · Freight and Shipping Costs	304.73	584.77	-280.04	-47.9%
59900 · POS Inventory Adjustments	182.10	-770.93	953.03	123.6%
8100-00 · Cost of Goods Sold - Other	19,940.98	19,364.37	576.61	3.0%
Total 8100-00 · Cost of Goods Sold	<u>20,427.37</u>	<u>19,170.99</u>	<u>1,256.38</u>	<u>6.6%</u>
8200-00 · Associate Relations	436.76	127.53	309.23	242.5%
8500-00 · Credit Card Fees	423.90	1,150.78	-726.88	-63.2%
8700-00 · Automobile Expenses	324.52	70.73	253.79	358.8%
8750-00 · Meals/Meetings	164.86	0.00	164.86	100.0%
8810-00 · Dues & Subscriptions	149.97	139.96	10.01	7.2%
Total Expense	<u>139,554.98</u>	<u>117,315.17</u>	<u>22,239.81</u>	<u>19.0%</u>
Net Ordinary Income	16,346.65	23,422.78	-7,076.13	-30.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	15,659.97	15,183.06	476.91	3.1%
Total Other Expense	<u>15,659.97</u>	<u>15,183.06</u>	<u>476.91</u>	<u>3.1%</u>

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
42 - Visitor Center

	<u>Jul - Oct 16</u>	<u>Jul - Oct 15</u>	<u>\$ Change</u>	<u>% Change</u>
Net Other Income	-15,659.97	-15,183.06	-476.91	-3.1%
Net Income	<u>686.68</u>	<u>8,239.72</u>	<u>-7,553.04</u>	<u>-91.7%</u>

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
50 - Infrastructure

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	74,188.00	74,565.00	-377.00	-0.5%
Total Income	74,188.00	74,565.00	-377.00	-0.5%
Gross Profit	74,188.00	74,565.00	-377.00	-0.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,235.88	2,317.16	-81.28	-3.5%
5030-00 · P/R - Health Insurance Expense	1,302.58	1,386.78	-84.20	-6.1%
5040-00 · P/R - Workmans Comp	117.18	157.19	-40.01	-25.5%
5060-00 · 401 (k)	1,098.83	993.51	105.32	10.6%
5070-00 · Other Benefits and Expenses	27.12	88.56	-61.44	-69.4%
5000-00 · Salaries & Wages - Other	26,439.05	22,194.31	4,244.74	19.1%
Total 5000-00 · Salaries & Wages	31,220.64	27,137.51	4,083.13	15.1%
5100-00 · Rent				
5110-00 · Utilities	91.92	185.97	-94.05	-50.6%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	152.32	166.00	-13.68	-8.2%
5100-00 · Rent - Other	1,444.48	2,237.93	-793.45	-35.5%
Total 5100-00 · Rent	1,688.72	2,621.90	-933.18	-35.6%
5310-00 · Telephone				
5320-00 · Telephone	837.55	636.41	201.14	31.6%
Total 5310-00 · Telephone	837.55	636.41	201.14	31.6%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	40.00	40.00	0.00	0.0%
Total 5420-00 · Mail - USPS	90.00	40.00	50.00	125.0%
5510-00 · Insurance/Bonding	76.53	42.90	33.63	78.4%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	129.00	0.00	129.00	100.0%
5520-00 · Supplies - Other	46.67	122.02	-75.35	-61.8%
Total 5520-00 · Supplies	175.67	122.02	53.65	44.0%
5610-00 · Depreciation	36.84	166.00	-129.16	-77.8%
5700-00 · Equipment Support & Maintenance	105.50	100.80	4.70	4.7%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	450.74	-85.63	-19.0%
5941-00 · Research & Planning	1,534.55	15,196.95	-13,662.40	-89.9%
8200-00 · Associate Relations	0.00	75.00	-75.00	-100.0%
8700-00 · Automobile Expenses	236.52	661.07	-424.55	-64.2%
8750-00 · Meals/Meetings	119.65	166.21	-46.56	-28.0%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	36,582.21	45,466.40	-8,884.19	-19.5%
Net Ordinary Income	37,605.79	29,098.60	8,507.19	29.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	17,225.95	16,701.36	524.59	3.1%
Total Other Expense	17,225.95	16,701.36	524.59	3.1%
Net Other Income	-17,225.95	-16,701.36	-524.59	-3.1%
Net Income	20,379.84	12,397.24	7,982.60	64.4%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

60 - Membership

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Cont Dues	40,672.55	55,351.08	-14,678.53	-26.5%
4201-00 · New Member Fees	450.00	375.00	75.00	20.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	975.00	0.00	975.00	100.0%
4250-00 · Revenues-Membership Activities - Other	3,643.00	7,768.43	-4,125.43	-53.1%
Total 4250-00 · Revenues-Membership Activities	4,618.00	7,768.43	-3,150.43	-40.6%
4251-00 · Revenue-Tue AM Breakfast Club	2,175.00	2,820.00	-645.00	-22.9%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
4502-00 · Non-retail VIC income	0.00	375.00	-375.00	-100.0%
Total Income	48,915.55	67,189.51	-18,273.96	-27.2%
Gross Profit	48,915.55	67,189.51	-18,273.96	-27.2%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-4,833.32	2,083.32	43.1%
5020-00 · P/R - Tax Expense	1,607.60	2,836.54	-1,228.94	-43.3%
5030-00 · P/R - Health Insurance Expense	5,074.74	4,419.39	655.35	14.8%
5040-00 · P/R - Workmans Comp	136.72	141.47	-4.75	-3.4%
5060-00 · 401 (k)	89.42	98.83	-9.41	-9.5%
5070-00 · Other Benefits and Expenses	47.56	1,013.31	-965.75	-95.3%
5000-00 · Salaries & Wages - Other	19,153.73	30,804.40	-11,650.67	-37.8%
Total 5000-00 · Salaries & Wages	23,359.77	34,480.62	-11,120.85	-32.3%
5100-00 · Rent				
5110-00 · Utilities	138.38	178.69	-40.31	-22.6%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	266.53	166.00	100.53	60.6%
5100-00 · Rent - other	2,767.84	2,237.93	529.91	23.7%
Total 5100-00 · Rent	3,172.75	2,614.62	558.13	21.4%
5310-00 · Telephone				
5320-00 · Telephone	907.07	918.04	-10.97	-1.2%
Total 5310-00 · Telephone	907.07	918.04	-10.97	-1.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00	0.00	400.00	100.0%
5420-00 · Mail - USPS - Other	40.00	51.19	-11.19	-21.9%
Total 5420-00 · Mail - USPS	440.00	51.19	388.81	759.5%
5510-00 · Insurance/Bonding	229.57	128.71	100.86	78.4%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	343.99	0.00	343.99	100.0%
5520-00 · Supplies - Other	169.81	432.98	-263.17	-60.8%
Total 5520-00 · Supplies	513.80	432.98	80.82	18.7%
5530-00 · Visitor Communications - Other	0.00	35.44	-35.44	-100.0%
5610-00 · Depreciation	36.84	166.00	-129.16	-77.8%
5700-00 · Equipment Support & Maintenance	359.00	106.77	252.23	236.2%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	781.10	974.56	-193.46	-19.9%
5800-00 · Training Seminars	892.11	1,049.12	-157.01	-15.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,623.43	1,128.75	494.68	43.8%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	36.05	54.09	-18.04	-33.4%
6442-00 · Public Relations/Website	81.00	1,582.50	-1,501.50	-94.9%
6443-00 · Membership - Bridal Faire	0.00	1,242.42	-1,242.42	-100.0%
6423-00 · Membership Activities - Other	2,702.81	6,981.22	-4,278.41	-61.3%
Total 6423-00 · Membership Activities	4,443.29	11,053.81	-6,610.52	-59.8%
6437-00 · Tuesday Morning Breakfast Club	2,940.00	1,394.00	1,546.00	110.9%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	0.00	17.96	-17.96	-100.0%
Total 8100-00 · Cost of Goods Sold	0.00	17.96	-17.96	-100.0%
8200-00 · Associate Relations	0.00	357.70	-357.70	-100.0%
8500-00 · Credit Card Fees	1,953.98	1,016.12	937.86	92.3%
8700-00 · Automobile Expenses	192.89	271.47	-78.58	-29.0%
8750-00 · Meals/Meetings	177.20	89.27	87.93	98.5%
8810-00 · Dues & Subscriptions	1,160.00	564.94	595.06	105.3%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

60 - Membership

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Total Expense	41,654.30	55,807.21	-14,152.91	-25.4%
Net Ordinary Income	7,261.25	11,382.30	-4,121.05	-36.2%
Other Income/Expense				
Other Expense				
8990-00 - Allocated	14,093.97	13,664.75	429.22	3.1%
Total Other Expense	14,093.97	13,664.75	429.22	3.1%
Net Other Income	-14,093.97	-13,664.75	-429.22	-3.1%
Net Income	-6,832.72	-2,282.45	-4,550.27	-199.4%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
70 - Administration

	Jul - Oct 16	Jul - Oct 15	\$ Change	% Change
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	6,438.98	5,110.44	1,328.54	26.0%
5030-00 · P/R - Health Insurance Expense	6,140.92	13,846.95	-7,706.03	-55.7%
5040-00 · P/R - Workmans Comp	410.10	534.41	-124.31	-23.3%
5060-00 · 401 (k)	1,454.71	4,297.92	-2,843.21	-66.2%
5070-00 · Other Benefits and Expenses	159.00	375.96	-216.96	-57.7%
5000-00 · Salaries & Wages - Other	79,193.41	90,878.38	-11,684.97	-12.9%
Total 5000-00 · Salaries & Wages	93,797.12	115,044.06	-21,246.94	-18.5%
5100-00 · Rent				
5110-00 · Utilities	326.00	796.83	-470.83	-59.1%
5140-00 · Repairs & Maintenance	54.32	100.00	-45.68	-45.7%
5150-00 · Office - Cleaning	693.53	483.00	210.53	43.6%
5100-00 · Rent - Other	6,408.80	7,200.47	-791.67	-11.0%
Total 5100-00 · Rent	7,482.65	8,580.30	-1,097.65	-12.8%
5310-00 · Telephone				
5320-00 · Telephone	3,054.28	3,266.20	-211.92	-6.5%
Total 5310-00 · Telephone	3,054.28	3,266.20	-211.92	-6.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	125.00	91.85	33.15	36.1%
Total 5420-00 · Mail - USPS	375.00	91.85	283.15	308.3%
5510-00 · Insurance/Bonding	561.17	314.63	246.54	78.4%
5520-00 · Supplies				
5525-00 · Supplies-Computer <\$1000	257.99	0.00	257.99	100.0%
5520-00 · Supplies - Other	1,315.47	1,533.49	-218.02	-14.2%
Total 5520-00 · Supplies	1,573.46	1,533.49	39.97	2.6%
5610-00 · Depreciation	115.04	518.84	-403.80	-77.8%
5700-00 · Equipment Support & Maintenance	3,118.94	892.46	2,226.48	249.5%
5710-00 · Taxes, Licenses & Fees	3,748.64	2,895.02	853.62	29.5%
5740-00 · Equipment Rental/Leasing	531.22	644.92	-113.70	-17.6%
5800-00 · Training Seminars	0.00	200.00	-200.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,060.00	2,300.00	-1,240.00	-53.9%
5920-00 · Professional Fees - Accountant	35,470.00	14,345.37	21,124.63	147.3%
5900-00 · Professional Fees - Other	1,250.00	0.00	1,250.00	100.0%
Total 5900-00 · Professional Fees	37,780.00	16,645.37	21,134.63	127.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	50.00	0.00	50.00	100.0%
Total 6420-00 · Sponsorship	50.00	0.00	50.00	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00	0.00	120.00	100.0%
Total 6423-00 · Membership Activities	120.00	0.00	120.00	100.0%
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
8200-00 · Associate Relations	836.75	884.41	-47.66	-5.4%
8300-00 · Board Functions	870.70	339.65	531.05	156.4%
8500-00 · Credit Card Fees	85.00	85.00	0.00	0.0%
8700-00 · Automobile Expenses	0.00	645.70	-645.70	-100.0%
8750-00 · Meals/Meetings	349.96	144.40	205.56	142.4%
8810-00 · Dues & Subscriptions	1,924.68	584.00	1,340.68	229.6%
8910-00 · Travel	0.00	2,305.52	-2,305.52	-100.0%
8930-00 · Prior Period Adjustments	0.00	-4,800.74	4,800.74	100.0%
Total Expense	156,599.61	150,815.08	5,784.53	3.8%
Net Ordinary Income	-156,599.61	-150,815.08	-5,784.53	-3.8%
Other Income/Expense				

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
70 - Administration

	<u>Jul - Oct 16</u>	<u>Jul - Oct 15</u>	<u>\$ Change</u>	<u>% Change</u>
Other Expense 8990-00 · Allocated	<u>-156,599.61</u>	<u>-151,830.52</u>	<u>-4,769.09</u>	<u>-3.1%</u>
Total Other Expense	<u>-156,599.61</u>	<u>-151,830.52</u>	<u>-4,769.09</u>	<u>-3.1%</u>
Net Other Income	<u>156,599.61</u>	<u>151,830.52</u>	<u>4,769.09</u>	<u>3.1%</u>
Net Income	<u>0.00</u>	<u>1,015.44</u>	<u>-1,015.44</u>	<u>-100.0%</u>