



FINANCE COMMITTEE AGENDA

Monday, November 26, 2018 at 3:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner
Association

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Erin Casey

NLTRA Staff

Cindy Gustafson
CEO

Bonnie Bavetta
CFO

DeWitt Van Sieten
Staff Accountant
& HR Assistant

Quorum
3 Members with 1
being a Board
Member

A. CALL TO ORDER – ESTABLISH A QUORUM

B. ROLL CALL

C. PUBLIC FORUM

This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.

D. AGENDA AMENDMENTS AND APPROVAL [MOTION]

E. APPROVAL OF FINANCE COMMITTEE MEETING MINUTES:

- 9/25/18 MEETING MINUTES [MOTION] Pg. 1
- 10/26/18 MEETING MINUTES [MOTION]..... Pg. 2

F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS

- Review Staff Report..... Pg. 3

G. REVIEW & APPROVAL OF PRELIMINARY OCTOBER 2018 FINANCIALS:

- NLTRA 10/31/18 FINANCIALS APPROVAL [MOTION] Pg. 6
- NLTRMC 10/31/18 FINANCIALS REVIEW... Pg. 22

H. SUPPLEMENTAL INFORMATION

- October 2018 Dashboard Report Pg. 27

I. APPROVAL OF CEO EXPENSES FOR OCTOBER 2018 [MOTION]..... Pg. 32

J. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

K. NEXT MEETING DATE

L. COMMITTEE MEMBER COMMENTS

M. ADJOURN



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FINANCE COMMITTEE MEETING - Minutes Draft

Tuesday, September 25, 2018 at 4:00 P.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established (4)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member
 - Members via Phone: David Brown, Michael Salmon, Erin Casey
 - Staff in Attendance: Cindy Gustafson
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda – David Brown/ Mike Salmon, Approved 4-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve minutes of August 30, 2018 meeting - David Brown/Erin Casey, Approved 4-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Preliminary August 30, 2018 financials were reviewed and discussed. The relationship between the commissions revenue and commissions expense was discussed and will be further reviewed at the October committee meeting.
 - **Review Staff Action Items** – No outstanding actions items.
- G. Approval of August 2018 Preliminary Financials
 - It was asked if the magnitude of the County of Placer receivable was a concern. Cindy Gustafson share that Bonnie Bavetta was not concerned given the advance payment from the County at the start of the contract.
 - **MOTION** to approve August 30, 2018 preliminary financials; Mike Salmon/ David Brown, Approved 4-0-0
- H. Supplemental Information
 - Review of August 2018 Dashboard Report
 - David Brown asked if sales tax data had been updated. Cindy reported that Bonnie or DeWitt would respond when they return to the office.
- I. Approval of CEO Expenses for August 2018
 - **MOTION** to approve; Jim Phelan/Erin Casey, approved 4-0-0
- J. Update on Board Strategic Planning & Role of Finance Committee
 - Finance Committee is to continue review of financials and audit process, as well as selection of auditors. Budget development will continue with the Executive Committee.
- K. Update on 2018 Audit Process
 - Cindy provided update that audit is on schedule for November presentation at Finance Committee and Board Meeting.
- L. Agenda Input for Next Finance Committee Meeting
 - Report on Jim Phelan's question regarding whether NLTRA has a landline phone for emergencies.
- M. Next Meeting Date – to be determined
- N. Committee Member Comments- No comments
- O. Adjourn



FINANCE COMMITTEE MEETING - Minutes Draft

Friday, October 26, 2018 at 1:00 P.m.

NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 1:00pm (3)
- B. Roll Call:
 - Members in Attendance: Christy Beck – Board Member
 - Members via Phone: Ramona Cruz, Michael Salmon, Erin Casey (1:07pm)
 - Staff in Attendance: Cindy Gustafson, Bonnie Bavetta, DeWitt VanSiclen, Liz Bowling
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda – Ramona Cruz/ Christy Beck, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
 - **NO MOTION** – two members abstained due to absence at prior meeting, holding minutes for approval at the November meeting.
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Preliminary September 30, 2018 financials were reviewed and discussed. Conference sales commissions paid by conference facilities to NLTRA and the sales commission schedules for payment to sales staff were also reviewed.
 - **Review Staff Action Items** – No outstanding actions items.
- G. Approval of September 2018 Preliminary Financials
 - **MOTION** to approve September 30, 2018 preliminary financials; Ramona Cruz/ Mike Salmon, Approved 4-0-0
- H. Supplemental Information
 - Review of September 2018 Dashboard Report
- I. Approval of CEO Expenses for September 2018
 - **MOTION** to approve; Ramona Cruz/Erin Casey, approved 4-0-0
- J. 2018 Audit Review
 - Kendall Galka and Kelley Altick of McClintock Accountancy, Inc. reviewed the Report to the Finance Committee and Board of Directors, including adjustments and their Internal Control Report. They reported there were 13 audit adjustments compared to 28 adjustments last year. New internal control recommendations included quarterly review of balance sheet account reconciliations with the Finance Committee and formalizing a capitalization policy.
 - Kendall and Kelley also reviewed the Financial Statements and Independent Auditors' Report for June 30, 2018 and 2017. They stated in their opinion the financial statements present fairly, in all material respects, the financial position of NLTRA in accordance with accounting principles generally accepted in the United States of America.
 - **MOTION** to recommend 2018 Financial Statements and Auditors' Report June 30, 2018 and 2017 for Board approval, Ramona Cruz/ Mike Salmon, approved 3-0-1(Casey)
- K. Agenda Input for Next Finance Committee Meeting
- L. Next Meeting Date – to be determined
- M. Committee Member Comments- No comments
- N. Adjourn 2:00pm



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Finance Committee Staff Report

Date: 11/26/18

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

From: Bonnie Bavetta, CFO

RE: Report for October 31, 2018

Summary of preliminary NLTRA financial results for October 31, 2018:

- Cash balance on 10/31/18 of \$857,000 was 4% or \$34,000 less than prior year at October 31 due largely to prompt pay on Accounts Payable.
- Accounts receivable related to sales commissions totaled \$21,000, down 58% or \$29,000 from prior year. Commission collection was slow in prior year.
- The Accounts Receivable – TOT balance of \$263,000 reflected the County TOT funding invoices for the month of October. Payment in full was received in November.
- Membership dues and other membership related accounts receivable totaled \$16,000, an increase of \$14,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances.
- Accounts receivable – NLTRMC of \$23,000 was \$16,000 higher than prior year and represented credit card charges due NLTRA for both Sept and Oct. Payment was received November 1st.
- Prepaid Insurance balance of \$17,000 reflected payment at the end of the month for the subsequent month's coverage. Payment is due on the first of the month. Payment processing was changed this year to ensure timely receipt of payment. Prior year account balance was \$2,000.
- Accounts payable of \$34,000 and credit card balances of \$3,000 were \$24,000 less than prior year due to prompt payment on accounts.
- Wages and related liabilities of \$99,000 were \$58,000 or 37% lower than prior year. Wages payable were \$22,000 lower than the same date last year, due largely to the accrual for June 2017 payroll paid in July not being reversed until the final payroll in June 2018. Incentives Payable were \$11,000 lower than prior year due to reduced accrual rates in 2018. All incentives for FY 2017/18 were paid at Oct 31. The PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.
- Deferred Revenue-Member Dues of \$41,000 was \$10,000 greater than prior year. Prior year was reduced for unpaid and unearned dues.
- Deferred Revenue-County of \$350,000 reflected the prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the new performance based timing of monthly payments from the County.
- Due to/from the County of Placer balance of \$222,000 represented the calculation of TOT funds due back to the County from FY17/18 operations. Payment of \$216,000 was made to the County in

November. A total of \$13,000 of the unspent TOT funds from FY 17/18 was approved for TBID research in FY 18/19, of which \$7,000 had been expended at October 31.

- YTD consolidated net income of \$66,000 at month end October 31 represented the result of TOT funding exceeding actual expenditures year-to-date by \$68,000, less Membership's negative net results YTD of \$2,000.

- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$1,064,000 was below budget \$39,000 due to timing of payment based on performance for events/sponsorships/research. The budgeted but currently unspent items included Business Assoc. Grants \$10,000, new event development \$11,000, and additional opportunities \$11,000. Items spent and not yet invoiced included Spartan additional \$8,000 and Tough Mudder \$8,000.
 - Other Expenses were \$13,000 or approximately 4% below budget.
 - Net results before overhead allocations were \$3,000 better than budget
- Operating Results YTD – Conference
 - Commissions revenue of \$30,000 was \$14,000 or 84% above budget
 - Expenses of \$33,000 were \$1,000 greater than budget; Sales commissions payable were up \$7,000 offset by wages and related down \$5,000
 - Net results before overhead allocations were positive to budget \$13,000
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$53,000 were up \$8,000 or 17% relative to budget
 - Expenses of \$145,000 were down \$30,000 or 17% relative to budget; COGS up \$6,000, wages down \$6,000, repairs down \$9,000, and marketing programs down \$13,000 due to timing
 - Net positive results before overhead allocations of \$52,000 were \$33,000 better than budget
- Operating Results YTD – TMPI
 - Expenditures and net results were down \$1,000 to budget
- Operating Results YTD – Membership
 - Membership dues revenues of \$44,000 were \$2,000 or 5% greater than budget; Other revenues of \$5,000 were \$3,000 below budget
 - Expenses of \$44,000 were \$3,000 less than budget, primarily a combination of wages down \$2,000, rent & related down \$2,000, training down \$1,000, membership activities expense up \$3,000
 - Net loss of \$2,000, after overhead allocations, was \$3,000 better than budget
- Operating Results YTD – Administration
 - Total expenses of \$173,000 were \$30,000 or 17% below budget
 - Wage and related expense of \$118,000 was \$15,000 below budget, a combination of lower wages and lower insurance benefits
 - Professional fees were \$13,000 less than budget due to timing

- Membership cash position as of October 31, 2018:
 - Membership activities resulted in a net loss of \$4,400
 - Deferred revenues of \$41,000 less receivables of \$15,000 contributed an additional \$26,000 in cash
 - Prior years' negative net results totaled \$11,700
 - No other funds were required to support Membership activities

Summary of preliminary NLTMC financial results for October 31, 2018:

- Cash at month end of \$424,00 was essentially the same as prior year
- Prepaid expenses of \$42,000 were up from \$7,000 in prior year due to Connect Marketplace (\$29,000) and VisaVue (\$5,000) payments that will be expensed over their contract year

- Accounts payable and credit cards payable of \$67,000 were down from \$103,000 due to prompt pay in current year
- Unrestricted Net Asset balance of \$189,000 reflects the unspent funding balance from prior years
- Net income YTD of \$228,061 is \$67,000 greater than the same time last year

- Net positive operating results for NLTMC YTD of \$228,000 were \$72,000 better than budget;
 - Consumer marketing expenditures of \$257,00 were \$49,000 below budget due to timing,
 - Leisure sales expenditures of \$79,000 were on budget,
 - Public relations expenditures of \$96,000 were \$6,000 below budget,
 - Conference sales expenditures of \$41,000 were \$13,000 below budget due to timing,
 - Trade show expenditures of \$36,00 were below budget \$28,000 due to timing (Connect Marketplace in prepaid),
 - Committed and admin expenses of \$156,000 were over budget \$34,000, primarily a result of \$25,000 under budget in Reno Air Services expenditures due to timing, offset by \$75,000 in unbudgeted expenditures for the Hidden Gems production. The Hidden Gem expenditures were intended to be funded from the prior years' funding balance.

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2018

Accrual Basis

	Oct 31, 18	Oct 31, 17	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	409	611	(202)	(33%)	289
1003-00 · Cash - Operations BOTW #6712	516,091	534,882	(18,791)	(4%)	619,232
1007-00 · Cash - Payroll BOTW #7421	16,618	8,809	7,809	89%	6,195
1008-00 · Marketing Reserve - Plumas	50,194	50,118	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,517	100,316	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	141,856	165,856	(24,000)	(14%)	88,355
10950 · Cash in Drawer	1,584	556	1,028	185%	597
Total Checking/Savings	856,851	890,730	(33,879)	(4%)	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	21,310	39,968	(18,658)	(47%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	263,254	0	263,254	100%	0
Total Accounts Receivable	284,564	50,437	234,127	464%	24,331
Other Current Assets					
1200-99 · AR Other	5,945	1,614	4,331	268%	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	14,810	0	14,810	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	1,210	1,810	(600)	(33%)	2,870
Total 1201-00 · WebLink Accounts Receivable	16,020	1,810	14,210	785%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	0	(2,775)	(100%)	(2,500)
12100 · Inventory Asset	24,561	23,345	1,216	5%	28,203
1299 · Receivable from NLTMC	22,632	6,684	15,948	239%	28,954
1490-00 · Security Deposits	1,250	550	700	127%	650
Total Other Current Assets	67,633	34,003	33,630	99%	61,553
Total Current Assets	1,209,048	975,170	233,878	24%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,964)	(471)	(6%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,076)	(17,288)	(1,788)	(10%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	2,445	4,704	(2,259)	(48%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	17,211	1,586	15,625	985%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	15,586	13,179	2,407	18%	17,116
Total 1400-00 · Prepaid Expenses	33,797	15,765	18,032	114%	27,267
Total Other Assets	33,797	15,765	18,032	114%	27,267
TOTAL ASSETS	1,245,290	995,639	249,651	25%	1,011,059

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2018

Accrual Basis

	<u>Oct 31, 18</u>	<u>Oct 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	33,627	58,323	(24,696)	(42%)	42,156
Total Accounts Payable	33,627	58,323	(24,696)	(42%)	42,156
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-15 MC_2339 Liz	280	0	280	100%	0
2080-16 MC_2321 Bonnie	11	0	11	100%	0
2080-02 · MC_6765_Jason	15	15	0	0%	15
2080-04 · MC_5968_Ronald	0	93	(93)	(100%)	126
2080-06 · MC_5288_Emily	0	420	(420)	(100%)	0
2080-09 · MC_0319_Sarah	0	188	(188)	(100%)	0
2080-10 · MC_9495_AI	345	232	113	49%	180
2080-11 · MC_3978_Amber	451	101	350	347%	3,070
2080-12 · MC_3960_Natalie	0	260	(260)	(100%)	0
2080-13 · MC_6903_Cindy	1,528	1,056	472	45%	2,430
2080-14 · MC_6193_Daphne	556	0	556	100%	83
Total 2080-00 · Bank of the West - Master Cards	3,186	2,365	821	35%	5,904
Total Credit Cards	3,186	2,365	821	35%	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	16,655	38,973	(22,318)	(57%)	36,870
2101-00 · Incentive Payable	20,105	31,152	(11,047)	(35%)	43,384
2102-00 · Commissions Payable	1,330	7,373	(6,043)	(82%)	4,698
2120-00 · Empl. Federal Tax Payable	8,090	3,118	4,972	159%	3,072
2175-00 · 401 (k) Plan	3,727	1,559	2,168	139%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	98,911	156,900	(57,989)	(37%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	26	0	26	100%	853
25500 · *Sales Tax Payable	687	342	345	101%	1,941
Total 2190-00 · Sales and Use Tax Payable	713	342	371	108%	2,794
2250-00 · Accrued Expenses	3,526	0	3,526	100%	49,521
2400-42 · Marketing Co-op	230	0	230	100%	67,000
2400-60 · Deferred Revenue- Member Dues	41,283	31,454	9,829	31%	56,979
2500-00 · Deferred Revenue - TMBC	793	0	793	100%	535
2651-00 · Deferred Rev - Conference	6,233	7,333	(1,100)	(15%)	0
26900 · Unbilled Purchases	50	0	50	100%	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,067	673	3,394	504%	4,202
2900-00 · Due To/From County of Placer	221,592	227,079	(5,487)	(2%)	229,432
Total Other Current Liabilities	727,703	423,781	303,922	72%	548,648
Total Current Liabilities	764,516	484,469	280,047	58%	596,708
Total Liabilities	764,516	484,469	280,047	58%	596,708
Equity					

North Lake Tahoe Resort Association

Balance Sheet

As of October 31, 2018

Accrual Basis

	<u>Oct 31, 18</u>	<u>Oct 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	66,418	113,027	(46,609)	(41%)	(5,239)
Total Equity	480,770	511,169	(30,399)	(6%)	414,352
TOTAL LIABILITIES & EQUITY	<u>1,245,286</u>	<u>995,638</u>	<u>249,648</u>	<u>25%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association
A/R Aging Summary
As of October 31, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
County of Placer	255,336.20	0.00	7,917.63	0.00	0.00	263,253.83
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
Edgewood Tahoe	0.00	0.00	0.00	5,827.50	0.00	5,827.50
Event Specialists	0.00	0.00	0.00	0.00	550.00	550.00
Forest Suites Resort	0.00	0.00	0.00	0.00	550.00	550.00
Granlibakken Resort	0.00	74.60	0.00	0.00	0.00	74.60
Hampton Inn & Suites	0.00	0.00	0.00	0.00	2,978.10	2,978.10
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	2,908.20	2,908.20
Hotel Becket	0.00	0.00	0.00	0.00	550.00	550.00
Hotel Truckee - Tahoe	0.00	0.00	0.00	0.00	550.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	3,862.95	0.00	0.00	0.00	3,862.95
MontBleu	0.00	440.93	0.00	0.00	0.00	440.93
PlumpJack Squaw Valley Inn	0.00	1,368.00	0.00	0.00	0.00	1,368.00
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	550.00	550.00
TOTAL	<u>255,336.20</u>	<u>5,746.48</u>	<u>7,917.63</u>	<u>5,827.50</u>	<u>9,736.31</u>	<u>284,564.12</u>

Accounts Receivable Summary

Invoices With Apply Dates Through October 31, 2018
 Aged as of Wednesday, October 31, 2018

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	0.00	0.00	175.00	175.00
Community Awards 2018- Employee Award		0.00	0.00	0.00	0.00	0.00	40.00	40.00
Dues		0.00	1,175.00	275.00	0.00	710.00	12,650.00	14,810.00
Email Blast		0.00	430.00	240.00	0.00	0.00	0.00	670.00
Sponsorships		0.00	0.00	0.00	0.00	0.00	250.00	250.00
TMBC - Ticket		0.00	30.00	30.00	15.00	0.00	0.00	75.00
Total Open Invoices		0.00	1,635.00	545.00	15.00	710.00	13,115.00	16,020.00

Unapplied Payments With Payment Dates Prior to and Including 10/31/2018

Pre-Payments: Payments Made Prior to 10/31/2018 on Invoices With Apply Dates After 10/31/2018

Total Pre-Payments

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

16,020.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of October 31, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	531.40	0.00	0.00	0.00	0.00	531.40
Amber Burke	32.54	0.00	0.00	0.00	0.00	32.54
Anne-Karin Atwood*	39.00	0.00	0.00	0.00	0.00	39.00
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	339.90	203.01	0.00	0.00	0.00	542.91
Aurora World, Inc.	-28.60	0.00	0.00	0.00	-351.98	-380.58
Bella Affair Catering*	0.00	1,600.00	0.00	0.00	0.00	1,600.00
Bonnie L Bavetta	10.90	0.00	0.00	0.00	0.00	10.90
Chris Werfel	249.00	0.00	0.00	0.00	0.00	249.00
Cindy Gustafson	128.62	0.00	0.00	0.00	0.00	128.62
CoPower	0.00	110.80	0.00	0.00	0.00	110.80
Dawn Teran	31.34	0.00	0.00	0.00	0.00	31.34
FP Mailing Solutions	0.00	0.00	0.00	0.00	-0.18	-0.18
Google LLC	105.00	0.00	0.00	0.00	0.00	105.00
Independent Technologies	480.00	0.00	0.00	0.00	0.00	480.00
Jason Neary	0.00	25.00	0.00	0.00	0.00	25.00
JVP Communications, LLC	3,441.30	0.00	0.00	0.00	0.00	3,441.30
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Kym Fabel	40.37	0.00	0.00	0.00	0.00	40.37
Linda Williams*	10.90	0.00	0.00	0.00	0.00	10.90
Liz Bowling	120.34	0.00	0.00	0.00	0.00	120.34
McClintock Accountancy	11,000.00	0.00	0.00	0.00	0.00	11,000.00
Office Boss	0.00	246.98	0.00	0.00	0.00	246.98
Placer County Sheriff's Office	0.00	0.00	0.00	120.00	0.00	120.00
Principal Financial Group	0.00	2,105.35	0.00	0.00	363.82	2,469.17
Print Art/Sierra Mail*	485.52	0.00	0.00	0.00	0.00	485.52
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Sarah Winters	70.00	0.00	0.00	0.00	0.00	70.00
SDBX Studio, LLC.	0.00	1,057.50	0.00	0.00	0.00	1,057.50
SMG Tourism Strategy, Inc.	1,100.00	0.00	0.00	0.00	0.00	1,100.00
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00	-198.00
Tahoe Chamber	0.00	650.00	0.00	0.00	0.00	650.00
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	228.90	0.00	0.00	0.00	0.00	228.90
Vail Resorts	7,500.00	0.00	0.00	0.00	0.00	7,500.00
Van Siclen, DeWitt	28.23	0.00	0.00	0.00	0.00	28.23
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
YIG Administration	0.00	0.00	-16.98	-42.45	-101.96	-161.39
TOTAL	<u>27,701.88</u>	<u>5,998.64</u>	<u>-16.98</u>	<u>77.55</u>	<u>-133.80</u>	<u>33,627.29</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	263,254	263,921	(667)	1,329,875	1,373,587	(43,712)	3,793,727
4200-00 · Membership Dues	10,859	10,600	259	44,044	42,400	1,644	128,000
4205-00 · Conference Dues	779	825	(46)	3,667	3,300	367	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	63	836	(773)	2,500
4250-03 · Summer/Winter Rec Luncheon	2,622	4,000	(1,378)	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	1,656	2,320	(664)	6,960
Total 4251-00 · Tues AM Breakfast Club	494	580	(86)	1,656	3,370	(1,714)	10,010
4250-00 · Revenues-Membership Activities - Other	(620)	0	(620)	1,060	0	1,060	0
Total 4250-00 · Revenues-Membership Activities	2,496	4,788	(2,292)	5,401	8,206	(2,805)	70,510
4253-00 · Revenue- Other	6			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(353)	1,667	(2,020)	8,417	6,664	1,753	20,000
4600-00 · Commissions - Other	1,237	2,500	(1,263)	21,957	10,000	11,957	30,000
Total 4600-00 · Commissions	884	4,167	(3,283)	30,374	16,664	13,710	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	612	500	112	2,296	5,500	(3,204)	9,500
46000 · Merchandise Sales - Other	8,861	6,000	2,861	51,034	40,000	11,034	95,000
Total 46000 · Merchandise Sales	9,473	6,500	2,973	53,330	45,500	7,830	104,500
Total Income	287,751	290,801	(3,051)	1,466,698	1,489,657	(22,959)	4,156,637
Gross Profit	287,751	290,801	(3,051)	1,466,698	1,489,657	(22,959)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	389	633	(244)	9,665	2,536	7,129	7,600
5020-00 · P/R - Tax Expense	6,259	7,026	(767)	26,230	30,346	(4,116)	86,761
5030-00 · P/R - Health Insurance Expense	6,170	11,058	(4,888)	37,924	44,226	(6,302)	132,690
5040-00 · P/R - Workmans Comp	0	963	(963)	3,285	4,125	(841)	11,845
5060-00 · 401 (k)	4,105	3,577	528	13,790	14,620	(830)	43,048
5070-00 · Other Benefits and Expenses	516	586	(70)	1,349	2,341	(992)	7,029
5000-00 · Salaries & Wages - Other	83,577	88,732	(5,155)	345,539	362,854	(17,315)	1,068,067
Total 5000-00 · Salaries & Wages	101,016	112,575	(11,559)	437,782	461,048	(23,266)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,033	1,028	5	3,952	3,717	235	12,191
5140-00 · Repairs & Maintenance	0	3,902	(3,902)	45	15,605	(15,560)	46,850
5150-00 · Office - Cleaning	515	800	(285)	2,315	3,521	(1,206)	10,444
5100-00 · Rent - Other	12,706	12,957	(251)	51,212	51,812	(600)	155,468
Total 5100-00 · Rent	14,254	18,687	(4,433)	57,523	74,655	(17,132)	224,953
5310-00 · Telephone							
5320-00 · Telephone	1,782	2,129	(347)	12,077	8,516	3,561	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	1,847	(1,847)	5,535
Total 5310-00 · Telephone	1,782	2,590	(808)	12,102	10,363	1,739	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	20	475	(455)	541	1,603	(1,062)	5,203
Total 5420-00 · Mail - USPS	20	475	(455)	594	1,603	(1,009)	5,203
5510-00 · Insurance/Bonding	552	485	67	1,996	2,258	(262)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	651	125	526	2,629	2,300	329	7,600
5520-00 · Supplies - Other	913	1,650	(737)	4,387	7,293	(2,906)	21,493
Total 5520-00 · Supplies	1,564	1,775	(211)	7,016	9,593	(2,577)	29,093
5610-00 · Depreciation	149	177	(28)	596	713	(117)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	640	4,472	(3,832)	13,412
5710-00 · Taxes, Licenses & Fees	453	1,050	(597)	3,291	4,401	(1,110)	12,951
5740-00 · Equipment Rental/Leasing	1,131	1,478	(347)	5,212	5,902	(690)	17,726
5800-00 · Training Seminars	1,045	1,917	(872)	1,609	5,514	(3,905)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,836	(1,337)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	3,000	(2,160)	9,000
5920-00 · Professional Fees - Accountant	11,000	0	11,000	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,917	(1,917)	0	9,543	(9,543)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	11,000	2,667	8,333	21,840	37,543	(15,703)	60,000
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	8,000	0	8,000	258,000	254,500	3,500	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	8,000	0	8,000	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	16,000	0	16,000	296,445	291,875	4,570	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	11,000	(11,000)	58,000
6422-00 · Event Media	(300)	0	(300)	0	0	0	0
6424-00 · Event Operation Expenses	133	667	(534)	2,222	2,666	(444)	8,000
Total 6420-00 · Events	15,833	3,417	12,416	298,667	305,541	(6,874)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	3,194	2,500	694	3,194	2,500	694	5,000
6437-00 · Tuesday Morning Breakfast Club	741	650	91	1,632	1,950	(318)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	2,944	344	2,600	4,436	2,876	1,560	5,628
6423-00 · Membership Activities - Other	979	0	979	1,230	0	1,230	0
Total 6423-00 · Membership Activities	7,858	3,494	4,364	10,551	7,326	3,225	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	486,611	486,607	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,296	4,318	(3,022)	4,229	17,272	(13,043)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,841	1,000	841	2,941	6,000	(3,059)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	450	0	450	450	0	450	20,000
Total 6743-00 · BACC Marketing Programs	2,291	1,000	1,291	3,391	6,000	(2,609)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	113	0	113	648	0	648	0
52500 · Purchase Discounts	(6)	0	(6)	(40)	0	(40)	0
59900 · POS Inventory Adjustments	181	0	181	32	0	32	0
8100-00 · Cost of Goods Sold - Other	4,809	3,150	1,659	27,465	20,998	6,467	49,875
Total 8100-00 · Cost of Goods Sold	5,096	3,150	1,946	28,105	20,998	7,107	49,875
8200-00 · Associate Relations	25	616	(591)	678	2,472	(1,794)	7,400
8300-00 · Board Functions	1,371	1,500	(129)	4,708	1,950	2,758	4,500
8500-00 · Credit Card Fees	529	398	131	2,345	2,351	(6)	6,658
8600-00 · Additional Opportunites	0	3,133	(3,133)	0	12,528	(12,528)	37,600
8700-00 · Automobile Expenses	374	498	(124)	1,824	2,179	(355)	6,183
8750-00 · Meals/Meetings	835	637	198	1,114	2,544	(1,430)	7,640
8810-00 · Dues & Subscriptions	410	852	(442)	2,173	3,404	(1,231)	10,220
8910-00 · Travel	0	0	0	0	100	(100)	6,600
8920-00 · Bad Debt	275	0	275	275	0	275	0
Total Expense	290,822	290,117	705	1,400,372	1,503,673	(103,301)	4,153,480
Net Ordinary Income	(3,072)	684	(3,756)	66,325	(14,016)	80,341	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	0	93	0	0	0
Total Other Income	23	0	0	93	0	0	0
Other Expense							
8990-00 · Allocated	0	0	0	0	(0)	0	0
Total Other Expense	0	0	0	0	(0)	0	0
Net Other Income	23	0	23	93	0	93	0
Net Income	(3,048)	684	(3,732)	66,418	(14,016)	80,434	3,157

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

Accrual Basis

11 - Marketing

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	198,017	195,350	2,667	1,064,628	1,103,984	(39,356)	2,983,906
Total Income	198,017	195,350	2,667	1,064,628	1,103,984	(39,356)	2,983,906
Gross Profit	198,017	195,350	2,667	1,064,628	1,103,984	(39,356)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	5,500	5,500	0	16,500
5020-00 · P/R - Tax Expense	1,615	1,943	(328)	6,626	7,664	(1,038)	22,712
5030-00 · P/R - Health Insurance Expense	2,504	4,080	(1,576)	18,263	16,320	1,943	48,960
5040-00 · P/R - Workmans Comp	0	195	(195)	547	767	(220)	2,268
5060-00 · 401 (k)	1,012	1,111	(99)	4,310	4,378	(68)	12,978
5070-00 · Other Benefits and Expenses	150	167	(17)	272	672	(400)	2,008
5000-00 · Salaries & Wages - Other	27,195	27,764	(569)	106,676	109,484	(2,808)	324,453
Total 5000-00 · Salaries & Wages	33,851	36,635	(2,784)	142,194	144,785	(2,591)	429,879
5100-00 · Rent							
5110-00 · Utilities	142	135	7	575	540	35	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	4,668	(4,668)	14,033
5150-00 · Office - Cleaning	183	175	8	783	900	(117)	2,700
5100-00 · Rent - Other	2,062	1,984	78	8,544	7,933	611	23,805
Total 5100-00 · Rent	2,388	3,461	(1,073)	9,902	14,041	(4,139)	42,158
5310-00 · Telephone							
5320-00 · Telephone	379	670	(291)	2,697	2,680	17	8,040
Total 5310-00 · Telephone	379	670	(291)	2,697	2,680	17	8,040
5420-00 · Mail - USPS	0	150	(150)	95	300	(205)	900
5510-00 · Insurance/Bonding	105	169	(64)	379	676	(297)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	53	0	53	793	1,800	(1,007)	3,600
5520-00 · Supplies - Other	133	417	(284)	458	1,664	(1,206)	5,000
Total 5520-00 · Supplies	186	417	(231)	1,251	3,464	(2,213)	8,600
5610-00 · Depreciation	0	20	(20)	0	80	(80)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	1,168	(1,168)	3,500
5740-00 · Equipment Rental/Leasing	277	315	(38)	1,258	1,260	(2)	3,780
5800-00 · Training Seminars	350	0	350	609	0	609	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	500	(500)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	1,668	(1,668)	5,000
Total 5900-00 · Professional Fees	0	542	(542)	0	2,168	(2,168)	6,500
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	8,000	0	8,000	258,000	254,500	3,500	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	8,000	0	8,000	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	16,000	0	16,000	296,445	291,875	4,570	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	11,000	(11,000)	58,000
6424-00 · Event Operation Expenses	133	667	(534)	1,951	2,666	(715)	8,000
Total 6420-00 · Events	16,133	3,417	12,716	298,396	305,541	(7,145)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	445,536	445,532	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	1,096	834	262	3,279	3,336	(57)	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,841	1,000	841	2,941	6,000	(3,059)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	450	0	450	450	0	450	20,000
Total 6743-00 · BACC Marketing Programs	2,291	1,000	1,291	3,391	6,000	(2,609)	80,000
8200-00 · Associate Relations	25	134	(109)	25	536	(511)	1,600
8500-00 · Credit Card Fees	0	0	0	45	0	45	0
8600-00 · Additional Opportunitites	0	2,666	(2,666)	0	10,664	(10,664)	32,000

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

Accrual Basis

11 - Marketing

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	45	125	(80)	488	500	(12)	1,500
8750-00 · Meals/Meetings	29	300	(272)	42	1,200	(1,158)	3,600
8810-00 · Dues & Subscriptions	30	292	(262)	468	1,164	(696)	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
Total Expense	168,568	162,823	5,745	915,055	957,595	(42,540)	2,582,654
Net Ordinary Income	29,449	32,527	(3,079)	149,572	146,389	3,184	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			76			
Total Other Income	23			76			
Other Expense							
8990-00 · Allocated	33,758	32,527	1,231	124,567	146,389	(21,822)	401,252
Total Other Expense	33,758	32,527	1,231	124,567	146,389	(21,822)	401,252
Net Other Income	(33,735)	(32,527)	(1,207)	(124,491)	(146,389)	21,898	(401,252)
Net Income	(4,286)	0	(4,286)	25,081	0	25,081	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,236	29,236	0	119,169	119,158	10	352,299
4205-00 · Conference Dues	779	825	(46)	3,667	3,300	367	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(353)	1,667	(2,020)	8,417	6,664	1,753	20,000
4600-00 · Commissions - Other	1,237	2,500	(1,263)	21,957	10,000	11,957	30,000
Total 4600-00 · Commissions	884	4,167	(3,283)	30,374	16,664	13,710	50,000
Total Income	30,899	34,228	(3,329)	153,209	139,122	14,087	412,199
Gross Profit	30,899	34,228	(3,329)	153,209	139,122	14,087	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	389	633	(244)	9,665	2,536	7,129	7,600
5020-00 · P/R - Tax Expense	1,208	1,165	43	4,454	4,657	(203)	13,977
5030-00 · P/R - Health Insurance Expense	1,219	1,633	(414)	6,140	6,526	(386)	19,590
5040-00 · P/R - Workmans Comp	0	172	(172)	321	689	(368)	2,065
5060-00 · 401 (k)	653	555	98	2,653	2,217	436	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	168	332	(164)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	48,845	52,939	(4,094)	158,827
Total 5000-00 · Salaries & Wages	16,270	17,478	(1,208)	72,246	69,896	2,350	209,720
5100-00 · Rent							
5110-00 · Utilities	66	70	(4)	278	280	(2)	840
5140-00 · Repairs & Maintenance	0	43	(43)	0	173	(173)	517
5150-00 · Office - Cleaning	92	102	(10)	392	407	(15)	1,223
5100-00 · Rent - Other	1,025	953	72	4,100	3,809	291	11,433
Total 5100-00 · Rent	1,183	1,168	15	4,770	4,669	101	14,013
5310-00 · Telephone							
5320-00 · Telephone	167	206	(39)	964	824	140	2,472
Total 5310-00 · Telephone	167	206	(39)	964	824	140	2,472
5420-00 · Mail - USPS	0	42	(42)	31	164	(133)	500
5510-00 · Insurance/Bonding	35	115	(80)	125	457	(332)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	122	0	122	0
5520-00 · Supplies - Other	67	52	15	165	202	(37)	618
Total 5520-00 · Supplies	97	52	45	287	202	85	618
5610-00 · Depreciation	0	8	(8)	0	30	(30)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	565	(565)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	32	(32)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	546	616	(70)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	41,075	41,075	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	100	(100)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	336	(336)	1,000
Total Expense	28,141	29,749	(1,608)	120,043	118,966	1,077	356,950
Net Ordinary Income	2,757	4,479	(1,721)	33,166	20,156	13,010	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,648	4,479	169	17,152	20,156	(3,005)	55,249
Total Other Expense	4,648	4,479	169	17,152	20,156	(3,005)	55,249
Net Other Income	(4,648)	(4,479)	(169)	(17,152)	(20,156)	3,005	(55,249)
Net Income	(1,891)	0	(1,891)	16,014	0	16,014	0

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

42 - Visitor Center

Accrual Basis

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	35,280	38,614	(3,334)	143,201	147,517	(4,317)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	612	500	112	2,296	5,500	(3,204)	9,500
46000 · Merchandise Sales - Other	8,861	6,000	2,861	51,034	40,000	11,034	95,000
Total 46000 · Merchandise Sales	9,473	6,500	2,973	53,330	45,500	7,830	104,500
Total Income	44,753	45,114	(361)	196,531	193,017	3,513	553,344
Gross Profit	44,753	45,114	(361)	196,531	193,017	3,513	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	935	1,208	(273)	5,766	7,183	(1,417)	17,550
5030-00 · P/R - Health Insurance Expense	1,014	1,806	(792)	5,459	7,224	(1,765)	21,672
5040-00 · P/R - Workmans Comp	0	403	(403)	1,312	1,894	(582)	5,193
5060-00 · 401 (k)	517	537	(20)	2,374	2,528	(154)	6,924
5070-00 · Other Benefits and Expenses	294	102	192	424	409	15	1,225
5000-00 · Salaries & Wages - Other	12,906	13,425	(519)	61,455	63,203	(1,748)	173,103
Total 5000-00 · Salaries & Wages	15,666	17,481	(1,815)	76,790	82,441	(5,651)	225,667
5100-00 · Rent							
5110-00 · Utilities	622	650	(28)	2,329	2,200	129	7,650
5140-00 · Repairs & Maintenance	0	2,292	(2,292)	45	9,164	(9,119)	27,500
5150-00 · Office - Cleaning	46	237	(191)	196	951	(755)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	26,650	28,097	(1,447)	84,297
Total 5100-00 · Rent	7,331	10,204	(2,873)	29,220	40,412	(11,192)	122,294
5310-00 · Telephone							
5320-00 · Telephone	432	0	432	3,304	0	3,304	0
5310-00 · Telephone - Other	0	461	(461)	0	1,847	(1,847)	5,535
Total 5310-00 · Telephone	432	461	(29)	3,304	1,847	1,457	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	166	584	(418)	1,744
Total 5420-00 · Mail - USPS	0	145	(145)	220	584	(364)	1,744
5510-00 · Insurance/Bonding	184	146	38	665	585	80	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1	125	(124)	251	500	(249)	1,500
5520-00 · Supplies - Other	256	473	(217)	2,090	2,591	(501)	7,375
Total 5520-00 · Supplies	257	598	(341)	2,341	3,091	(750)	8,875
5610-00 · Depreciation	118	87	31	472	353	119	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	1,200	(1,200)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	245	429	(184)	1,167	1,718	(551)	5,150
5800-00 · Training Seminars	0	1,500	(1,500)	0	2,150	(2,150)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,836	(1,337)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	200	3,484	(3,284)	950	13,936	(12,986)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	113	0	113	648	0	648	0
52500 · Purchase Discounts	(6)	0	(6)	(40)	0	(40)	0
59900 · POS Inventory Adjustments	181	0	181	32	0	32	0
8100-00 · Cost of Goods Sold - Other	4,809	3,150	1,659	26,707	20,998	5,709	49,875
Total 8100-00 · Cost of Goods Sold	5,096	3,150	1,946	27,347	20,998	6,349	49,875
8200-00 · Associate Relations	0	58	(58)	0	236	(236)	700
8500-00 · Credit Card Fees	348	228	120	1,430	1,591	(161)	3,658
8700-00 · Automobile Expenses	70	45	25	280	370	(90)	750
8750-00 · Meals/Meetings	62	67	(5)	73	264	(191)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	664	(664)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
Total Expense	30,008	39,007	(8,999)	144,757	174,531	(29,774)	487,005
Net Ordinary Income	14,745	6,107	8,638	51,774	18,486	33,288	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,338	6,107	231	23,389	27,486	(4,097)	75,339
Total Other Expense	6,338	6,107	231	23,389	27,486	(4,097)	75,339
Net Other Income	(6,338)	(6,107)	(231)	(23,389)	(27,486)	4,097	(75,339)
Net Income	8,406	0	8,406	28,385	(9,000)	37,385	(9,000)

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

Accrual Basis

51 - TMPI

	Oct 18	Budget	\$ Over Bu...	Jul - Oct 18	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	721	721	(0)	2,878	2,928	(49)	8,677
Total Income	721	721	(0)	2,878	2,928	(49)	8,677
Gross Profit	721	721	(0)	2,878	2,928	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(54)	33	(88)	(152)	134	(285)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	28	14	14	42
5040-00 · P/R - Workmans Comp	0	4	(4)	41	16	25	48
5060-00 · 401 (k)	63	23	41	129	91	39	272
5070-00 · Other Benefits and Expenses	0	0	0	1	0	1	0
5000-00 · Salaries & Wages - Other	801	567	235	2,958	2,266	692	6,798
Total 5000-00 · Salaries & Wages	817	630	186	3,005	2,520	485	7,561
5100-00 · Rent							
5110-00 · Utilities	7			24			
5150-00 · Office - Cleaning	6			27			
5100-00 · Rent - Other	72	0	72	287	0	287	0
Total 5100-00 · Rent	85	0	85	338	0	338	0
5310-00 · Telephone							
5320-00 · Telephone	22			182			
Total 5310-00 · Telephone	22	0	22	182	0	182	0
5420-00 · Mail - USPS	0	0	0	9	0	9	0
5510-00 · Insurance/Bonding	10	0	10	38	0	38	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			47			
5520-00 · Supplies - Other	5	0	5	12	0	12	0
Total 5520-00 · Supplies	16	0	16	59	0	59	0
5740-00 · Equipment Rental/Leasing	33	0	33	150	0	150	0
8700-00 · Automobile Expenses	6	0	6	14	0	14	0
8750-00 · Meals/Meetings	1	0	1	1	0	1	0
8810-00 · Dues & Subscriptions	(46)			0			
Total Expense	944	630	314	3,796	2,520	1,276	7,561
Net Ordinary Income	(224)	90	(314)	(918)	407	(1,325)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	94	90	3	346	407	(61)	1,116
Total Other Expense	94	90	3	346	407	(61)	1,116
Net Other Income	(94)	(90)	(3)	(346)	(407)	61	(1,116)
Net Income	<u>(318)</u>	<u>0</u>	<u>(318)</u>	<u>(1,264)</u>	<u>0</u>	<u>(1,264)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	10,859	10,600	259	44,044	42,400	1,644	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	63	836	(773)	2,500
4250-03 · Summer/Winter Rec Luncheon	2,622	4,000	(1,378)	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	1,656	2,320	(664)	6,960
Total 4251-00 · Tues AM Breakfast Club	494	580	(86)	1,656	3,370	(1,714)	10,010
4250-00 · Revenues-Membership Activities - Other	(620)	0	(620)	1,060	0	1,060	0
Total 4250-00 · Revenues-Membership Activities	2,496	4,788	(2,292)	5,401	8,206	(2,805)	70,510
4253-00 · Revenue- Other	6			6			
Total Income	13,361	15,388	(2,027)	49,452	50,606	(1,154)	198,510
Gross Profit	13,361	15,388	(2,027)	49,452	50,606	(1,154)	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(5,500)	(5,500)	0	(16,500)
5020-00 · P/R - Tax Expense	446	547	(101)	1,616	2,190	(574)	6,566
5030-00 · P/R - Health Insurance Expense	474	888	(414)	3,919	3,552	367	10,656
5040-00 · P/R - Workmans Comp	0	7	(7)	187	31	156	87
5060-00 · 401 (k)	269	262	7	908	1,049	(141)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	23	264	(241)	792
5000-00 · Salaries & Wages - Other	6,397	6,553	(156)	24,407	26,212	(1,805)	78,636
Total 5000-00 · Salaries & Wages	6,218	6,948	(730)	25,561	27,798	(2,237)	83,382
5100-00 · Rent							
5110-00 · Utilities	26	50	(24)	92	205	(113)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	100	(100)	300
5150-00 · Office - Cleaning	25	78	(53)	108	430	(322)	1,177
5100-00 · Rent - Other	294	819	(525)	1,472	3,274	(1,802)	9,826
Total 5100-00 · Rent	345	972	(627)	1,672	4,009	(2,337)	11,908
5310-00 · Telephone							
5320-00 · Telephone	110	253	(143)	787	1,012	(225)	3,036
Total 5310-00 · Telephone	110	253	(143)	787	1,012	(225)	3,036
5420-00 · Mail - USPS	0	50	(50)	36	200	(164)	1,000
5510-00 · Insurance/Bonding	39	55	(16)	142	335	(193)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	374	0	374	500
5520-00 · Supplies - Other	16	83	(67)	90	336	(246)	1,000
Total 5520-00 · Supplies	80	83	(3)	464	336	128	1,500
5610-00 · Depreciation	0	8	(8)	0	32	(32)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	224	(224)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	50	(50)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	740	990	(250)	2,990
5800-00 · Training Seminars	695	0	695	875	1,700	(825)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	375	(375)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	375	(375)	1,500
6420-00 · Events							
6422-00 · Event Media	(300)			(300)			
6424-00 · Event Operation Expenses	0			271			
Total 6420-00 · Events	(300)			(29)			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	3,194	2,500	694	3,194	2,500	694	5,000
6437-00 · Tuesday Morning Breakfast Club	741	650	91	1,632	1,950	(318)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	2,944	344	2,600	4,436	2,876	1,560	5,628
6423-00 · Membership Activities - Other	979	0	979	1,230	0	1,230	0
Total 6423-00 · Membership Activities	7,858	3,494	4,364	10,551	7,326	3,225	45,278
8100-00 · Cost of Goods Sold	0			758			
8200-00 · Associate Relations	0	66	(66)	0	264	(264)	800
8500-00 · Credit Card Fees	181	170	11	826	760	66	3,000

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

Accrual Basis

60 - Membership

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	67	78	(11)	145	309	(164)	933
8750-00 · Meals/Meetings	82	150	(68)	195	600	(405)	1,800
8810-00 · Dues & Subscriptions	391	35	356	530	140	390	420
8920-00 · Bad Debt	275	0	275	275	0	275	0
Total Expense	16,209	12,668	3,541	43,527	46,460	(2,933)	161,240
Net Ordinary Income	(2,847)	2,720	(5,567)	5,925	4,146	1,779	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,113	2,036	77	7,796	9,162	(1,366)	25,113
Total Other Expense	2,113	2,036	77	7,796	9,162	(1,366)	25,113
Net Other Income	(2,113)	(2,036)	(77)	(7,796)	(9,162)	1,366	(25,113)
Net Income	(4,960)	684	(5,644)	(1,871)	(5,016)	3,145	12,157

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

70 - Administration

Accrual Basis

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,109	2,130	(20)	7,919	8,518	(599)	25,555
5030-00 · P/R - Health Insurance Expense	953	2,648	(1,694)	4,258	10,590	(6,332)	31,770
5040-00 · P/R - Workmans Comp	0	182	(182)	876	728	148	2,184
5060-00 · 401 (k)	1,591	1,089	501	3,416	4,357	(941)	13,072
5070-00 · Other Benefits and Expenses	21	167	(146)	461	664	(203)	2,000
5000-00 · Salaries & Wages - Other	23,520	27,188	(3,667)	101,199	108,750	(7,551)	326,250
Total 5000-00 · Salaries & Wages	28,194	33,403	(5,209)	118,129	133,608	(15,478)	400,831
5100-00 · Rent							
5110-00 · Utilities	170	123	47	654	492	162	1,476
5140-00 · Repairs & Maintenance	0	375	(375)	0	1,500	(1,500)	4,500
5150-00 · Office - Cleaning	163	208	(45)	809	833	(24)	2,497
5100-00 · Rent - Other	2,590	2,176	414	10,159	8,699	1,460	26,107
Total 5100-00 · Rent	2,922	2,882	40	11,622	11,524	98	34,580
5310-00 · Telephone							
5320-00 · Telephone	673	1,000	(327)	4,145	4,000	145	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	673	1,000	(327)	4,170	4,000	170	12,000
5420-00 · Mail - USPS	20	88	(68)	203	355	(152)	1,059
5510-00 · Insurance/Bonding	179	0	179	648	205	443	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	491	0	491	1,041	0	1,041	2,000
5520-00 · Supplies - Other	437	625	(188)	1,573	2,500	(927)	7,500
Total 5520-00 · Supplies	928	625	303	2,614	2,500	114	9,500
5610-00 · Depreciation	31	54	(23)	124	218	(94)	650
5700-00 · Equipment Support & Maintenance	10	330	(320)	640	1,315	(675)	3,955
5710-00 · Taxes, Licenses & Fees	453	1,042	(589)	3,291	4,164	(873)	12,500
5740-00 · Equipment Rental/Leasing	288	329	(41)	1,351	1,318	33	3,950
5800-00 · Training Seminars	0	417	(417)	125	1,664	(1,539)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	840	2,500	(1,660)	7,500
5920-00 · Professional Fees - Accountant	11,000	0	11,000	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	7,500	(7,500)	19,500
Total 5900-00 · Professional Fees	11,000	2,125	8,875	21,840	35,000	(13,160)	52,000
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
8200-00 · Associate Relations	0	333	(333)	653	1,336	(683)	4,000
8300-00 · Board Functions	1,371	1,500	(129)	4,708	1,950	2,758	4,500
8500-00 · Credit Card Fees	0	0	0	45	0	45	0
8600-00 · Additional Opportunites	0	467	(467)	0	1,864	(1,864)	5,600
8700-00 · Automobile Expenses	186	250	(64)	897	1,000	(103)	3,000
8750-00 · Meals/Meetings	662	120	542	802	480	322	1,440
8810-00 · Dues & Subscriptions	35	275	(240)	1,175	1,100	75	3,300
Total Expense	46,952	45,240	1,712	173,338	203,601	(30,263)	558,070
Net Ordinary Income	(46,952)	(45,240)	(1,712)	(173,338)	(203,601)	30,263	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(46,952)	(45,240)	(1,712)	(173,251)	(203,601)	30,350	(558,070)
Total Other Expense	(46,952)	(45,240)	(1,712)	(173,251)	(203,601)	30,350	(558,070)
Net Other Income	46,952	45,240	1,712	173,268	203,601	(30,333)	558,070
Net Income	0	0	0	(70)	0	(70)	0

North Lake Tahoe Marketing Cooperative

Balance Sheet

Accrual Basis

As of October 31, 2018

	<u>Oct 31, 18</u>	<u>Oct 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
ASSETS					
Current Assets					
Checking/Savings					
1000-00 · Cash	424,226.61	425,424.39	(1,197.78)	(0.28%)	479,914.08
Total Checking/Savings	424,226.61	425,424.39	(1,197.78)	(0.28%)	479,914.08
Accounts Receivable					
1200-00 · Accounts Receivable	8,118.45	8,014.63	103.82	1.3%	145,394.02
Total Accounts Receivable	8,118.45	8,014.63	103.82	1.3%	145,394.02
Other Current Assets					
1350-00 · Security Deposits	100.00	0.00	100.00	100.0%	100.00
Total Other Current Assets	100.00	0.00	100.00	100.0%	100.00
Total Current Assets	432,445.06	433,439.02	(993.96)	(0.23%)	625,408.10
Other Assets					
1400-00 · Prepaid Expenses	42,443.68	6,608.31	35,835.37	542.28%	6,289.36
Total Other Assets	42,443.68	6,608.31	35,835.37	542.28%	6,289.36
TOTAL ASSETS	<u>474,888.74</u>	<u>440,047.33</u>	<u>34,841.41</u>	<u>7.92%</u>	<u>631,697.46</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	118,052.59	94,602.01	23,450.58	24.79%	442,239.32
Total Accounts Payable	118,052.59	94,602.01	23,450.58	24.79%	442,239.32
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-13 MC_6193 Daphne	2,799.66	0.00	2,799.66	100.0%	0.00
2080-02 · MC_4222 Jason	240.81	1,677.76	(1,436.95)	(85.65%)	0.00
2080-05 · MC_2107 Greg	1,871.47	5,392.96	(3,521.49)	(65.3%)	0.00
2080-09 · MC_3126 Sarah	6,765.67	1,528.90	5,236.77	342.52%	25.40
2080-11 · MC_3978_Amber	0.00	100.00	(100.00)	(100.0%)	0.00
Total 2080 · Bank of the West Credit Cards	11,677.61	8,699.62	2,977.99	34.23%	25.40
Total Credit Cards	11,677.61	8,699.62	2,977.99	34.23%	25.40
Total Current Liabilities	129,730.20	103,301.63	26,428.57	25.58%	442,264.72
Total Liabilities	129,730.20	103,301.63	26,428.57	25.58%	442,264.72
Equity					
32000 · Unrestricted Net Assets	189,432.74	176,268.43	13,164.31	7.47%	176,268.43
Net Income	155,725.80	160,477.27	(4,751.47)	(2.96%)	13,164.31
Total Equity	345,158.54	336,745.70	8,412.84	2.5%	189,432.74
TOTAL LIABILITIES & EQUITY	<u>474,888.74</u>	<u>440,047.33</u>	<u>34,841.41</u>	<u>7.92%</u>	<u>631,697.46</u>

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of October 31, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Black Diamond Agency Ltd*	0.00	0.00	249.82	2,000.00	0.00	2,249.82
National Air Filtration Association	1,177.61	0.00	0.00	0.00	0.00	1,177.61
NLTRA*	0.00	0.00	-10.00	10.00	0.00	0.00
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	3,286.11	3,286.11
Tahoe Mountain Lodging	-375.00	0.00	0.00	0.00	0.00	-375.00
The Cottage Inn	0.00	0.00	0.00	0.00	500.00	500.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	1,279.91	1,279.91
TOTAL	<u>802.61</u>	<u>0.00</u>	<u>239.82</u>	<u>2,010.00</u>	<u>5,066.02</u>	<u>8,118.45</u>

North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of October 31, 2018

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
AugustineIdeas	197.23	0.00	0.00	0.00	0.00	197.23
Black Diamond Agency Ltd	7,500.00	0.00	0.00	0.00	0.00	7,500.00
Check Six Production, Inc.	6,964.40	0.00	0.00	0.00	0.00	6,964.40
Fallon Multimedia	-3,583.33	0.00	0.00	0.00	0.00	-3,583.33
IVCB Visitors Bureau	754.40	0.00	0.00	0.00	0.00	754.40
Jason Neary	204.29	0.00	0.00	0.00	0.00	204.29
Niel Kasper	0.00	362.50	0.00	0.00	0.00	362.50
Regional Air Service Corporation	25,000.00	0.00	0.00	0.00	0.00	25,000.00
Richter7	33,608.18	0.00	0.00	0.00	0.00	33,608.18
Sarah Winters	210.38	0.00	0.00	0.00	0.00	210.38
Smith & Jones, Inc.	13,727.88	0.00	0.00	0.00	0.00	13,727.88
The Abbi Agency, Inc	33,106.66	0.00	0.00	0.00	0.00	33,106.66
TOTAL	<u>117,690.09</u>	<u>362.50</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>118,052.59</u>

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	263,254	263,921	(667)	1,329,875	1,373,587	(43,712)	3,793,727
4200-00 · Membership Dues	10,859	10,600	259	44,044	42,400	1,644	128,000
4205-00 · Conference Dues	779	825	(46)	3,667	3,300	367	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	63	836	(773)	2,500
4250-03 · Summer/Winter Rec Luncheon	2,622	4,000	(1,378)	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	0	0	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	494	580	(86)	1,656	2,320	(664)	6,960
Total 4251-00 · Tues AM Breakfast Club	494	580	(86)	1,656	3,370	(1,714)	10,010
4250-00 · Revenues-Membership Activities - Other	(620)	0	(620)	1,060	0	1,060	0
Total 4250-00 · Revenues-Membership Activities	2,496	4,788	(2,292)	5,401	8,206	(2,805)	70,510
4253-00 · Revenue- Other	6			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	(353)	1,667	(2,020)	8,417	6,664	1,753	20,000
4600-00 · Commissions - Other	1,237	2,500	(1,263)	21,957	10,000	11,957	30,000
Total 4600-00 · Commissions	884	4,167	(3,283)	30,374	16,664	13,710	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	612	500	112	2,296	5,500	(3,204)	9,500
46000 · Merchandise Sales - Other	8,861	6,000	2,861	51,034	40,000	11,034	95,000
Total 46000 · Merchandise Sales	9,473	6,500	2,973	53,330	45,500	7,830	104,500
Total Income	287,751	290,801	(3,051)	1,466,698	1,489,657	(22,959)	4,156,637
Gross Profit	287,751	290,801	(3,051)	1,466,698	1,489,657	(22,959)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	389	633	(244)	9,665	2,536	7,129	7,600
5020-00 · P/R - Tax Expense	6,259	7,026	(767)	26,230	30,346	(4,116)	86,761
5030-00 · P/R - Health Insurance Expense	6,170	11,058	(4,888)	37,924	44,226	(6,302)	132,690
5040-00 · P/R - Workmans Comp	0	963	(963)	3,285	4,125	(841)	11,845
5060-00 · 401 (k)	4,105	3,577	528	13,790	14,620	(830)	43,048
5070-00 · Other Benefits and Expenses	516	586	(70)	1,349	2,341	(992)	7,029
5000-00 · Salaries & Wages - Other	83,577	88,732	(5,155)	345,539	362,854	(17,315)	1,068,067
Total 5000-00 · Salaries & Wages	101,016	112,575	(11,559)	437,782	461,048	(23,266)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,033	1,028	5	3,952	3,717	235	12,191
5140-00 · Repairs & Maintenance	0	3,902	(3,902)	45	15,605	(15,560)	46,850
5150-00 · Office - Cleaning	515	800	(285)	2,315	3,521	(1,206)	10,444
5100-00 · Rent - Other	12,706	12,957	(251)	51,212	51,812	(600)	155,468
Total 5100-00 · Rent	14,254	18,687	(4,433)	57,523	74,655	(17,132)	224,953
5310-00 · Telephone							
5320-00 · Telephone	1,782	2,129	(347)	12,077	8,516	3,561	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	1,847	(1,847)	5,535
Total 5310-00 · Telephone	1,782	2,590	(808)	12,102	10,363	1,739	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0	0	0	54	0	54	0
5420-00 · Mail - USPS - Other	20	475	(455)	541	1,603	(1,062)	5,203
Total 5420-00 · Mail - USPS	20	475	(455)	594	1,603	(1,009)	5,203
5510-00 · Insurance/Bonding	552	485	67	1,996	2,258	(262)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	651	125	526	2,629	2,300	329	7,600
5520-00 · Supplies - Other	913	1,650	(737)	4,387	7,293	(2,906)	21,493
Total 5520-00 · Supplies	1,564	1,775	(211)	7,016	9,593	(2,577)	29,093
5610-00 · Depreciation	149	177	(28)	596	713	(117)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	640	4,472	(3,832)	13,412
5710-00 · Taxes, Licenses & Fees	453	1,050	(597)	3,291	4,401	(1,110)	12,951
5740-00 · Equipment Rental/Leasing	1,131	1,478	(347)	5,212	5,902	(690)	17,726
5800-00 · Training Seminars	1,045	1,917	(872)	1,609	5,514	(3,905)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,836	(1,337)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	3,000	(2,160)	9,000
5920-00 · Professional Fees - Accountant	11,000	0	11,000	21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,917	(1,917)	0	9,543	(9,543)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Oct 18	Budget	\$ Over Budget	Jul - Oct 18	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	11,000	2,667	8,333	21,840	37,543	(15,703)	60,000
5941-00 · Research & Planning	0	0	0	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	8,000	0	8,000	258,000	254,500	3,500	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	8,000	0	8,000	8,000	0	8,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	16,000	0	16,000	296,445	291,875	4,570	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	11,000	(11,000)	58,000
6422-00 · Event Media	(300)	0	(300)	0	0	0	0
6424-00 · Event Operation Expenses	133	667	(534)	2,222	2,666	(444)	8,000
Total 6420-00 · Events	15,833	3,417	12,416	298,667	305,541	(6,874)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	3,194	2,500	694	3,194	2,500	694	5,000
6437-00 · Tuesday Morning Breakfast Club	741	650	91	1,632	1,950	(318)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	0	0
6442-00 · Public Relations/Website	2,944	344	2,600	4,436	2,876	1,560	5,628
6423-00 · Membership Activities - Other	979	0	979	1,230	0	1,230	0
Total 6423-00 · Membership Activities	7,858	3,494	4,364	10,551	7,326	3,225	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	486,611	486,607	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,296	4,318	(3,022)	4,229	17,272	(13,043)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,841	1,000	841	2,941	6,000	(3,059)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	450	0	450	450	0	450	20,000
Total 6743-00 · BACC Marketing Programs	2,291	1,000	1,291	3,391	6,000	(2,609)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	113	0	113	648	0	648	0
52500 · Purchase Discounts	(6)	0	(6)	(40)	0	(40)	0
59900 · POS Inventory Adjustments	181	0	181	32	0	32	0
8100-00 · Cost of Goods Sold - Other	4,809	3,150	1,659	27,465	20,998	6,467	49,875
Total 8100-00 · Cost of Goods Sold	5,096	3,150	1,946	28,105	20,998	7,107	49,875
8200-00 · Associate Relations	25	616	(591)	678	2,472	(1,794)	7,400
8300-00 · Board Functions	1,371	1,500	(129)	4,708	1,950	2,758	4,500
8500-00 · Credit Card Fees	529	398	131	2,345	2,351	(6)	6,658
8600-00 · Additional Opportunites	0	3,133	(3,133)	0	12,528	(12,528)	37,600
8700-00 · Automobile Expenses	374	498	(124)	1,824	2,179	(355)	6,183
8750-00 · Meals/Meetings	835	637	198	1,114	2,544	(1,430)	7,640
8810-00 · Dues & Subscriptions	410	852	(442)	2,173	3,404	(1,231)	10,220
8910-00 · Travel	0	0	0	0	100	(100)	6,600
8920-00 · Bad Debt	275	0	275	275	0	275	0
Total Expense	290,822	290,117	705	1,400,372	1,503,673	(103,301)	4,153,480
Net Ordinary Income	(3,072)	684	(3,756)	66,325	(14,016)	80,341	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	0	93	0	0	0
Total Other Income	23	0	0	93	0	0	0
Other Expense							
8990-00 · Allocated	0	0	0	0	(0)	0	0
Total Other Expense	0	0	0	0	(0)	0	0
Net Other Income	23	0	23	93	0	93	0
Net Income	(3,048)	684	(3,732)	66,418	(14,016)	80,434	3,157

KEY METRICS FOR October 31, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru June 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,486,550	
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238	
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406	
2015 - 2016	4,872,923	3,874,544	5,438,716	2,349,230	\$ 16,535,413	
2016 - 2017	5,505,352	3,358,686	6,117,066	3,349,251	\$ 18,330,355	
2017 - 2018	6,269,957	3,442,768	5,555,972	2,333,862	\$ 17,602,559	

updated

Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru Oct 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	23,429	20,967	21,533	21,331	-0.94%
Phone	1,084	1,104	1,025	1,137	10.93%
Email	53	136	148	137	-7.43%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic	1,531	4,150	3,089	3,080	-0.29%
Total	34,706	30,283	34,528	37,124	7.52%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 814,951	\$ 733,660	-9.97%
Second (Apr - June)	\$ 495,699	\$ 559,589	\$ 728,030	\$ -	-100.00%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 987,813	\$ -	-100.00%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 634,133	\$ -	-100.00%
Total	\$ 2,542,230	\$ 2,832,127	\$ 3,154,927	\$ 733,660	-76.82%

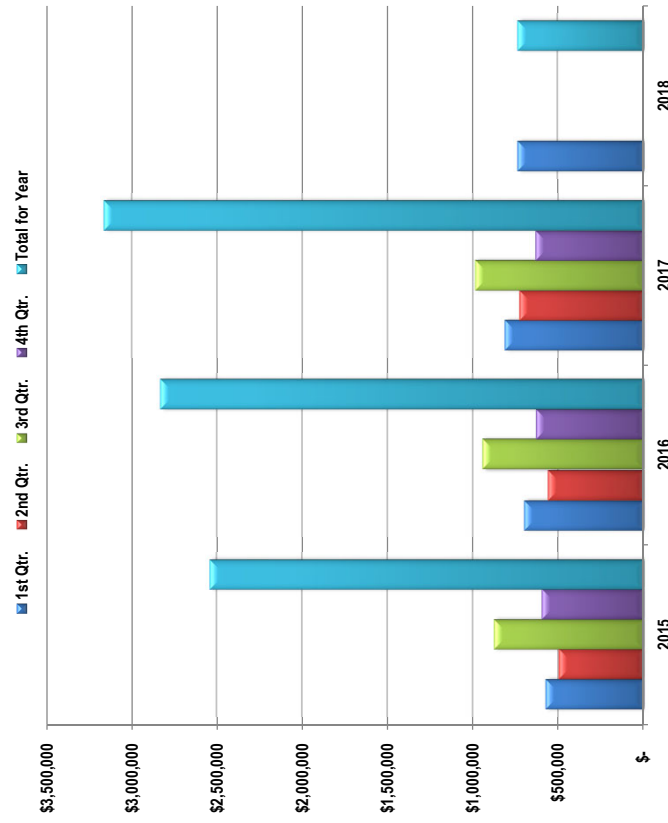
Unemployment Rates - EDD				
	June 2014	July 2015	Aug 2016	Oct 2018
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.1%
Placer County (367,309)	6.0%	5.2%	4.7%	3.1%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.1%
Kings Beach (3,893)	6.0%	6.8%	6.1%	3.0%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.4%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.2%

Destimetrics Reservations Activity				
	FYTD 17/18	FYTD 18/19	YOY % Change	
Occupancy	37.9%	36.7%	-3.2%	
ADR (Average Daily Rate)	\$ 197	\$ 200	1.5%	
RevPAR (Rev per Available Room)	\$ 75	\$ 73	-1.8%	
Occupancy 1 Mth Forecast	21.8%	24.5%	12.7%	
ADR 1 Mth Forecast	\$ 215	\$ 204	-4.8%	
RevPAR 1 Mth Forecast	\$ 47	\$ 50	7.3%	
Occupancy (prior 6 months)	50.9%	54.0%	6.0%	
ADR (prior 6 months)	\$ 312	\$ 313	0.2%	
RevPAR (prior 6 months)	\$ 159	\$ 169	6.1%	
Occupancy (next 6 months)	17.5%	19.3%	10.1%	
ADR (next 6 months)	\$ 323	\$ 282	-12.7%	
RevPAR (next 6 months)	\$ 57	\$ 54	-4.0%	

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		
	June 2014	Total Chamber Membership
FY 2015-16 Contract	\$ 4,260,134	457
FY 2016-17 Contract	2,526,980	474
Total Fund Balances	\$ 6,787,115	931
	June 2018	378

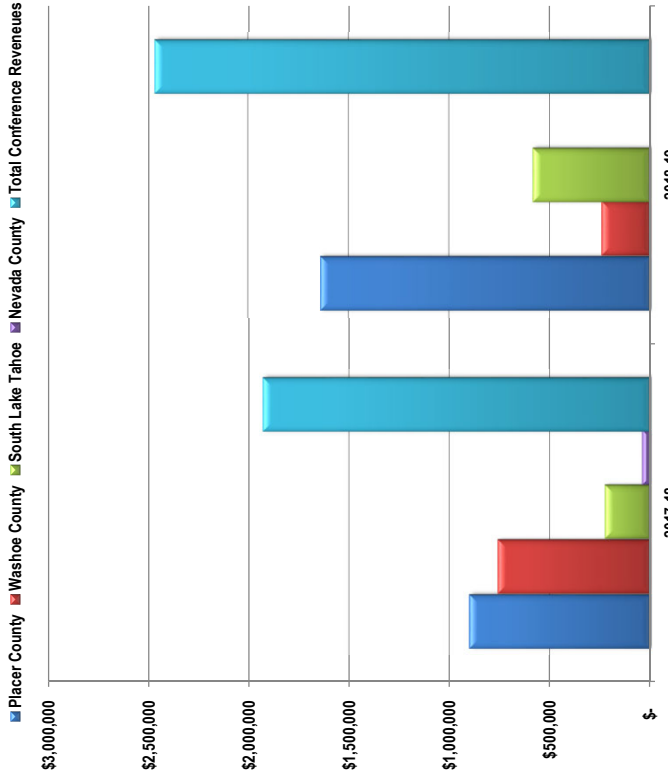
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 10/31/2018						
FORWARD LOOKING	2017-18		2018-19		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$ 2,568,183	\$ 1,930,483	\$ 2,466,752	\$ 2,466,752	27.78%	
Commission for this Revenue	\$ 60,863	\$ 56,151	\$ 77,975	\$ 77,975	38.87%	
Number of Room Nights	12,962	10,321	13,523	13,523	31.02%	
Number of Bookings	76	38	54	54	42.11%	
Conference Revenue And Percentage by County:						
	17-18	18-19				
Placer	47%	67%	\$ 1,392,285	\$ 902,580	\$ 1,641,610	81.88%
Washoe	39%	10%	\$ 730,318	\$ 760,368	\$ 241,375	-68.26%
South Lake	12%	24%	\$ 397,939	\$ 225,961	\$ 583,767	158.35%
Nevada	2%	0%	\$ 50,288	\$ 41,574	\$ -	-100.00%
Total Conference Revenue	100%	100%	\$ 2,570,830	\$ 1,930,483	\$ 2,466,752	27.78%
CURRENT						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	\$ 50,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	\$ -	-28.57%

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



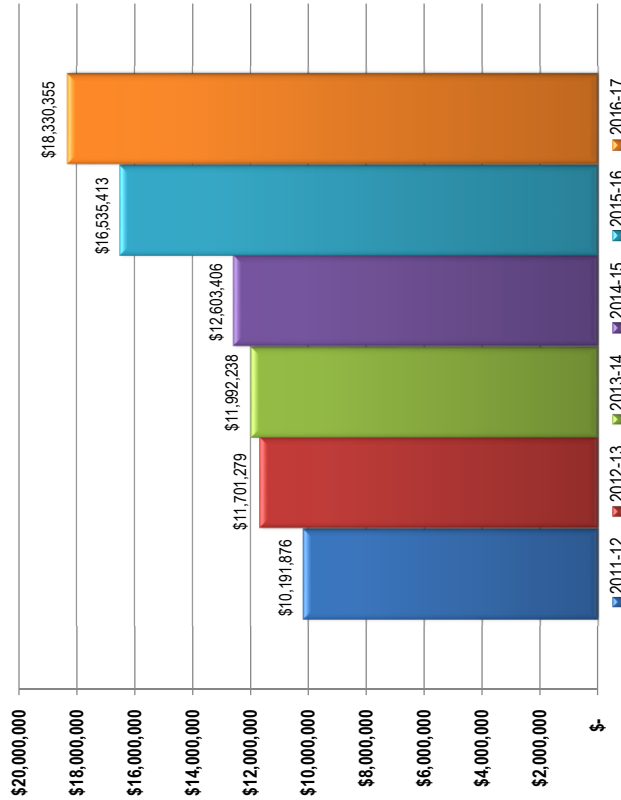
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 814,951	\$ 733,660	-9.97%
Second (Apr - June)	\$ 495,699	\$ 559,589	\$ 728,030	\$ -	-100.00%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 987,813	\$ -	-100.00%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 634,133	\$ -	-100.00%
Total	\$ 2,542,230	\$ 2,832,127	\$ 3,164,927	\$ 733,660	-76.82%

Conference Revenue Statistics & Revenue Share by County



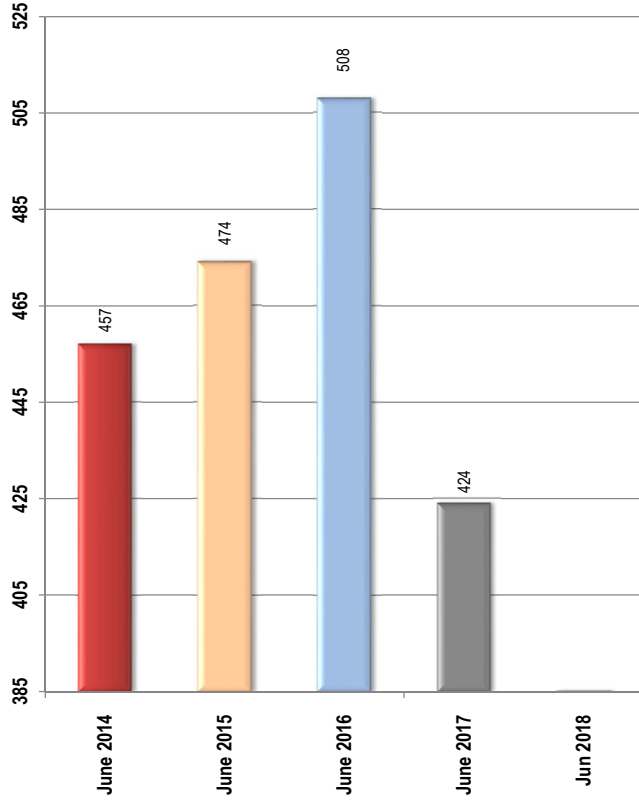
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 10/31/2018					
	2017-18	2018-19	Forecasted	Forecasted	YOY % Change
FORWARD LOOKING					
Total Revenue Booked	\$ 1,930,483	\$ 2,466,752	\$ 2,466,752	\$ 2,466,752	27.78%
Commission for this Revenue	56,151	77,975	77,975	77,975	38.87%
Number of Room Nights	10,321	13,523	13,523	13,523	31.02%
Number of Bookings	38	54	54	54	42.11%
CURRENT					
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000	\$ 50,000	\$ 50,000	-28.57%
Conference Revenue And Percentage by County:					
Placer	\$ 902,580	\$ 1,641,610	\$ 1,641,610	\$ 1,641,610	81.88%
Washoe	\$ 760,368	\$ 241,375	\$ 241,375	\$ 241,375	-68.26%
South Lake	\$ 225,961	\$ 583,767	\$ 583,767	\$ 583,767	158.35%
Nevada	\$ 41,574	\$ -	\$ -	\$ -	-100.00%
Total Conference Revenue	\$ 1,930,483	\$ 2,466,752	\$ 2,466,752	\$ 2,466,752	27.78%

5-Year Annual TOT Collections (Fiscal Year Basis)



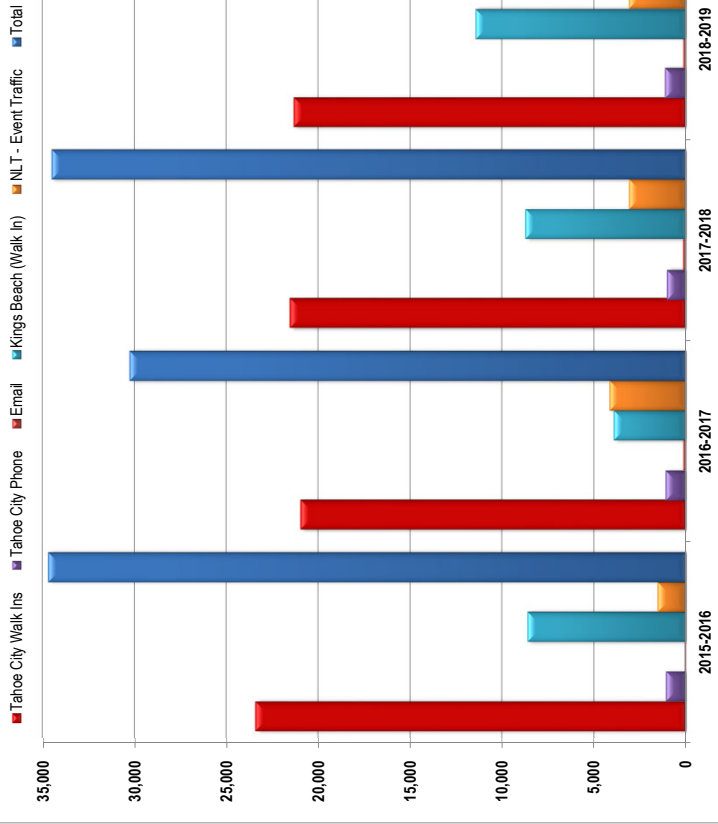
Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru June 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279	
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 1,751,001	\$ 11,992,238	
2014 - 2015	\$ 4,693,908	\$ 2,527,728	\$ 3,513,439	\$ 1,866,331	\$ 12,603,406	
2015 - 2016	\$ 4,872,923	\$ 3,874,544	\$ 5,438,716	\$ 2,349,230	\$ 16,535,413	
2016 - 2017	\$ 5,505,352	\$ 3,358,686	\$ 6,117,066	\$ 3,349,251	\$ 18,330,355	
2017 - 2018	\$ 6,269,957	\$ 3,442,768	\$ 5,555,972	\$ 2,333,862	\$ 17,602,559	

Chamber Membership (# of Members)



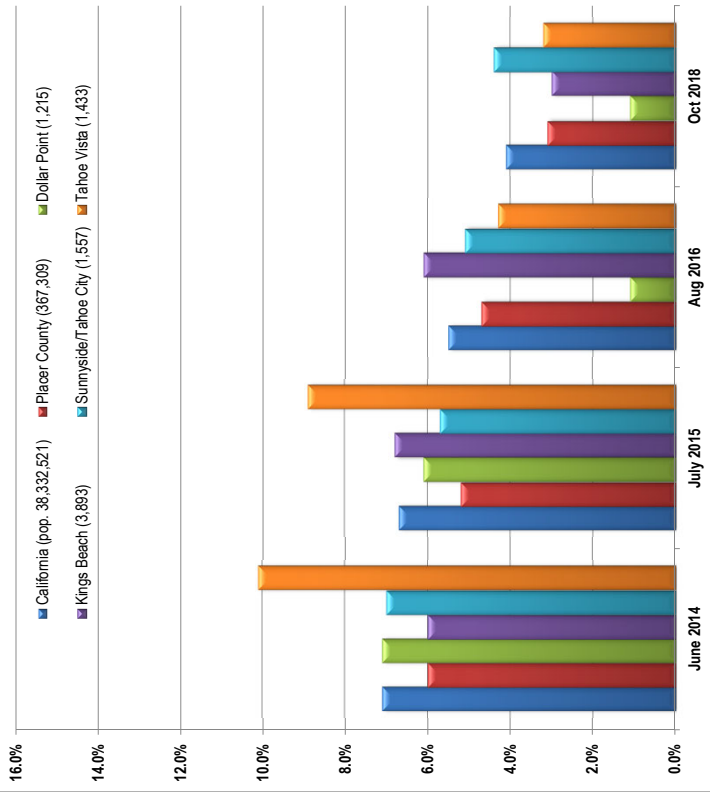
Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Jun 2018	378

Visitor Information - FYTD YOY



Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru Oct 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	23,429	20,967	21,533	21,331	-0.84%
Phone	1,084	1,104	1,025	1,137	10.93%
Email	53	136	148	137	-7.43%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic	1,531	4,150	3,089	3,080	-0.29%
Total	34,706	30,283	34,528	37,124	7.52%

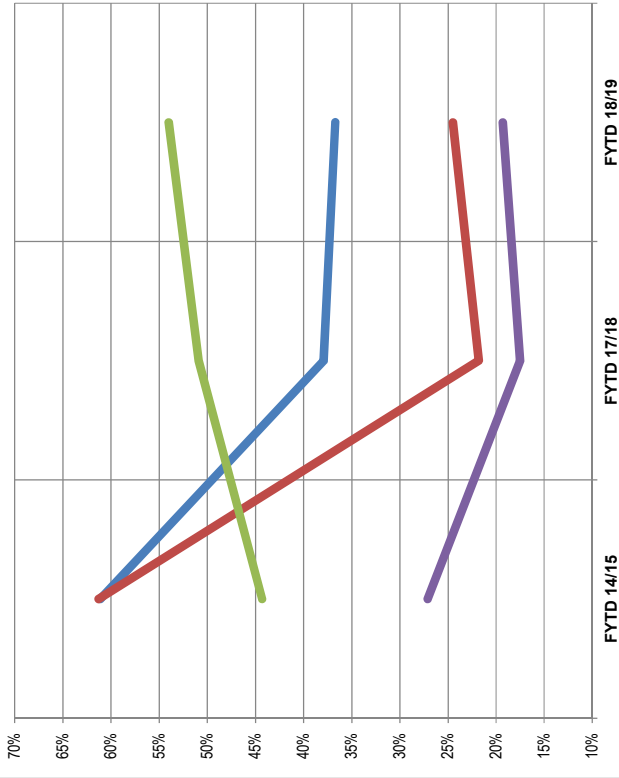
Unemployment Rates by Region



Unemployment Rates - EDD					
Region	June 2014	July 2015	Aug 2016	Oct 2018	YOY % Change
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.1%	
Placer County (367,309)	6.0%	5.2%	4.7%	3.1%	
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.1%	
Kings Beach (3,893)	6.0%	6.8%	6.1%	3.0%	
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.4%	
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.2%	

Destimetrics Occupancy in NLT Comparisons

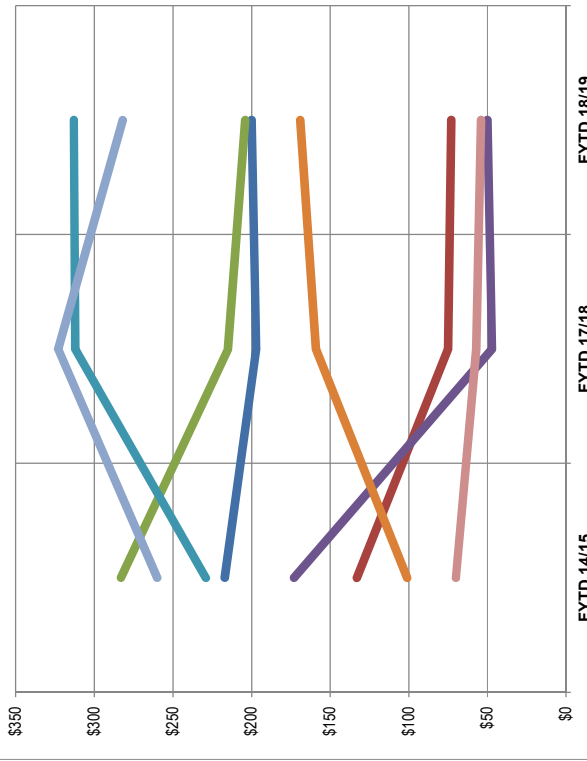
— Current Mth Occupancy
 — Next Mth Forecast
 — Prior 6 Mths Occupancy
 — Future 6 Mths Occupancy



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	37.9%	36.7%	-3.2%
Occupancy 1 Mth Forecast	61.3%	21.8%	24.5%	12.7%
Occupancy (prior 6 months)	44.3%	50.9%	54.0%	6.0%
Occupancy (next 6 months)	27.1%	17.5%	19.3%	10.1%

Destimetrics RevPAR in NLT Comparisons

— Current Mth ADR
 — Next Mth ADR
 — Current Mth RevPAR
 — Prior 6 Mths RevPAR



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$197	\$200	1.5%
RevPAR (Rev per Available Room)	\$283	\$215	\$204	-4.8%
ADR 1 Mth Forecast	\$173	\$47	\$50	7.3%
RevPAR 1 Mth Forecast	\$229	\$312	\$313	0.2%
RevPAR (prior 6 months)	\$101	\$159	\$169	6.1%
ADR (next 6 months)	\$260	\$323	\$282	-12.7%
RevPAR (next 6 months)	\$70	\$57	\$54	-4.0%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
Employee Expense Report

Month*Yr October 2018
Employee Gustafson, Cindy

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
10.02.2018	A	West Shore Market	387480	Staff Lunch Meeting	112.14		8750-0070
10.04.2018	B	Uncorked Tahoe City	866306	Associate Relations	25.00		8200-0011
10.08.2018	C	Adobe Acrobat Pro	952260206	Adobe Acrobat Pro subscription Cindy Gustafson	14.99		8810-0070
10.11.2018	D	EB Tahoe Economic Summit	839735263	Tahoe Economic Summit for Brett Williams	90.32		8300-0070
10.15.2018	E	EB Tahoe Economic Summit	840867736	Tahoe Economic Summit for Stephanie Hoffman	90.32		8300-0070
10.18.2018	F	Bridgetender	10008	Staff Luncheon	124.57		8750-0070
10.19.2018	G	Sunnyside Restaurant	30012	Dinner - see receipt for attendees	348.50		8750-0070
10.23.2018	H	Intermedia.net Inc.	220250887	new phone system	666.35		5320-00/Alloc C
10.26.2018	I	Za's Lakehouse	W4YR-3	Lunch - see receipt for attendees	56.19		8750-0070
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage		See Attached Mileage Report		128.62	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						1,528.38	
						128.62	

Signed By: Cindy Gustafson Approved By: _____ Date: 10.30.18

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE
10/31/18 DMS	11/2/18 DMS	<i>[Signature]</i>	10/31/18

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

EMPLOYEE NAME: Gustafson, Cindy
REPORT MONTH: Oct-18

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
	3-Oct	NLTRA Office	Northstar CSD	30.00	X		BOD meeting
	4-Oct	NLTRA Office	Truckee	30.00	X		Mountain Housing Council - Tiger Team
	5-Oct	NLTRA Office	River Ranch	8.00	X		Tahoe Quarterly Ski Season kick-off party
	8-Oct	NLTRA Office	NTHS	6.00	X		Candidate forum
	11-Oct	NLTRA Office	Granite Peak Mgmt	8.00	X		Chamber Mixer
	16-Oct	NLTRA Office	RSC	12.00	X		Meeting with T. Caleari re: conference sales
	17-Oct	NLTRA Office	NTEC	20.00	X		Chamber Luncheon
	17-Oct	NLTRA Office	Sunnyside	8.00	X		Dinner with County and George Rutherford
	18-Oct	NLTRA Office	Truckee	30.00	X		Mountain Housing Council - Tiger Team
	19-Oct	NLTRA Office	Lake Tahoe Resort Hotel	64.00	X		Tahoe Prosperity - Economic Summit
	23-Oct	NLTRA Office	NTEC	20.00	X		BOS meeting
TOTAL MILES SUBMITTED:				236.00			
MILEAGE RATE PER MILE				\$ 0.545			
TOTAL MILEAGE REIMBURSEMENT DUE				\$ 128.62			



MEMO STATEMENT

BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0108-6903
 Statement Date OCT 28, 2018
 Total Activity \$1,528.38

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

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

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,528.38		\$0.00		\$0.00		\$1,528.38

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
10-02	10-01	25247808274000171106540	WEST SHORE MARKET AND TAHOE CITY CA Tax ID: 471441305 Mer Zip: 96145	112.14
10-04	10-03	55310208277286743800038	UNCORKED TAHOE CITY TAHOE CITY CA Tax ID: 453730188 Mer Zip: 96145	25.00
10-08	10-07	55310208280026650384021	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 65038402 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
10-11	10-11	55429508284717368264870	EB TAHOE ECONOMIC SUM 8014137200 CA Tax ID: 141888467 Mer Ref: 36826487 Mer Zip: 94103 Origin Zip: 94103 Dest Ctry: USA	90.32
10-15	10-12	55429508285715458217666	EB TAHOE ECONOMIC SUM 8014137200 CA Tax ID: 141888467 Mer Ref: 45821766 Mer Zip: 94103 Origin Zip: 94103 Dest Ctry: USA	90.32
10-18	10-16	25247808290002971003463	BRIDGETENDER TAVERN & TAHOE CITY CA Tax ID: 320361127 Mer Zip: 96145	124.57
10-19	10-17	25536068292101020224515	SUNNYSIDE RESTAURA TAHOE CITY CA Tran: 000000000560047 Tax ID: 680087754 Mer Zip: 96145 Dest Zip: 96145	348.50
10-23	10-22	55480778296026976990921	INTERMEDIA.NET INC 6506414000 WA Tran: 3762242 Tax ID: 411816682 Mer Ref: 3762242 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 80.49 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 585.86	666.35

A
B
C
D
E
F
G
W

For Customer Service, Call:	Account Number	Account Summary
1-866-432-8161	XXXX-XXXX-0108-6903	Purchases & Other Charges \$1,528.38
	Statement Date	Cash Advances \$0.00
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	OCT 28, 2018	Fees \$0.00
	Credit Limit	Credits \$0.00
	\$50,000	Payments \$0.00
	Disputed Amount	Total Activity \$1,528.38
	\$0.00	

IMPORTANT INFORMATION ABOUT THIS STATEMENT

Payments. You must pay at least the "Amount Due" by the "Payment Due Date." Charges, payments and credits received after the "Closing Date" will be included in your next statement. The letters "CR" following the "New Balance" amount indicate a credit balance - do not pay this amount. Payments must reach our BankCard Center during our regular business day in order to be credited on that date. Payments received after the cutoff times of 6:00 p.m. on a Friday (or Thursday if we are closed on Friday) or 4:00 p.m. on any other business day that we are open, or on a day we are not open, or at a branch open on Saturday, Sunday or bank holiday, are credited as of the following business day. Later cutoff times generally apply at branches with extended hours. Business days shall mean Monday through Friday, except for bank holidays. If you fail to properly make payments, crediting such payments may be delayed.

Order of Application. We will apply your payments first to any membership fee or other fees, next to any finance charge or late charge, next to any Cash Advances included in your "Previous Balance," then to Purchases in your "Previous Balances."

Unauthorized Use. In the event of possible loss, theft or unauthorized use, Company agrees to notify us immediately. Company may be liable for the unauthorized use of any Card issued under the Corporate Credit Card Agreement. If 10 or more cards are issued pursuant to the Corporate Credit Card Agreement, Company shall be strictly liable for any unauthorized use. If fewer than 10 Cards are issued pursuant to the Corporate Credit Card Agreement, Company will not be liable for unauthorized use of the Card which occurs after it notifies us orally at 1-866-432-8161, or in writing at BANKCARD CENTER, PO BOX 84043, COLUMBUS, GA 31908-4043 of loss, theft, or possible unauthorized use, and Company's liability for unauthorized use of the Card will not exceed \$50.00 per Card for use of a Card by anyone other than an Employee prior to notice to us. However, a Card in the possession and control of an Employee, even after his or her authority to use the Card has been revoked by Company, is not considered lost or stolen, and its use by such Employee is not unauthorized. Company must recover the Card from the Employee. Company agrees to assist us in determining the facts and circumstances relating to any unauthorized use of a Card.

Statement Date	OCT 28, 2018	Total Activity	\$1,528.38
Credit Limit	\$50,000	Single Purchase Limit	\$0.00
CINDY M GUSTAFSON			
XXXX-XXXX-0108-6903			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
10-26	10-24	55436878298262982660981 Tran: W4YR	ZAS LAKEHOUSE TAHOE CITY CA Tax ID: 462630218 Mer Zip: 96145	56.19





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

10/1/18 11:11 AM Receipt #: 387480
Clerk: Matthew Terminal: 02
Anderson

- Resumed Sale -

364	TUNA MELT	10.00	T
	Name cindy		
041508800648	Limorata	1.49	T
CRV05	CRV \$.05	0.05	
362	ROAST BEEF	10.00	T
090341121212	Virgil's Root Beer Single	1.99	T
CRV05	CRV \$.05	0.05	
398	-ADD TURKEY \$2	2.00	T
853311003303	Lemon Cayenne Sparkling Probioti	3.89	T
CRV05	CRV \$.05	0.05	
361	CLUB	11.00	T
361	CLUB	11.00	T
851818001006	Blood Orange Soda Dry Single	2.29	T
CRV20	CRV \$.20	0.20	
361	CLUB	11.00	T

REG AD: 10/1/18

0000	PINE PAD BREAD	4.42	T
00313	KALE SALAD GRN GODDESS DRESSING	1.00	T
012993101619	Sparkling Grapefruit Single	0.99	T
CRV05	CRV \$.05	0.05	
071142000500	Arrowhead Water	0.99	
CRV05	CRV \$.05	0.05	
369L	\$12 DAILY SPECIAL SANDO	12.00	T
	--: NO MAYO/ATOLI		
090341123452	Virgil's Cream Soda (each)	1.99	T
CRV05	CRV \$.05	0.05	
	Tipping via Pinpad	18.69	
	SUBTOTAL	105.92	
	Sales Tax 7.25%	6.22	
	TOTAL	112.14	
	Credit Card	112.14	
	TOTAL TENDERED	112.14	
	Change	0.00	

CARD INFORMATION:

Name: CINDY GUSTAFSON
Card Type: M/C
Account: 6903
Amount: 112.14
Approval #: 016299
Date: 10/1/18
Reference #: 827439799

Thank you for shopping with us!

CINDY GUSTAFSON
ANNA ATWOOD
SARAH WINTERS
DAWN TERAN

AMBER BURN
LIZ BOWLING
DEWITT VANSICK
DAPHNE LANGE



UNCORKED TAHOE CITY
475 NORTH LAKE BLVD 151
TAHOE CITY, CA 96145

10/03/2018 17:38:58
VL MER# 64560770004
ALT MER# 37280990288

GIFT CARD

RELOAD

CARD # 608677403937XXXX
TRAN #: 00003
AUTH CODE: 866306
SYS TRACE #: 851570
SEQ #: 0001
ENTRY MODE: Swiped

RELOAD VALUE 25.00
NEW BALANCE 25.00

CUSTOMER COPY

UNCORKED TAHOE CITY
475 NORTH LAKE BLVD 151
TAHOE CITY, CA 96145

10/03/2018 17:40:26

CREDIT CARD

MC SALE

Card # XXXXXXXXXXXX6903
Chip Card: MASTERCARD
AID: A0000000041010
ATC: 0009
ARQC: D252787931CD0B78
SEQ #: 3
Batch #: 478
INVOICE 3
Approval Code: 084595
Entry Method: Chip Read
Mode: Issuer

PRE-TIP AMT \$25.00

TIP _____

TOTAL AMOUNT _____

CUSTOMER COPY

STAFF BDAY
GIFT

B

INVOICE



Remit To:
 Adobe Inc.
 29322 Network Place
 Chicago, IL 60673-1293

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

Invoice Number: 952260206

Invoice Date: OCT-06-18

Payment Terms: Credit Card

Due Date: OCT-13-18

Purchase Order: ADB016450957

Contract No 00004490

Order Number: 5017797439

Order Date: NOV-06-17

Customer No.: 1452233

Bill to No. 546408886

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

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

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

Comments:

Tahoe Economic Summit



General Admission \$90.32

Lake Tahoe Resort Hotel, 4130 Lake Tahoe Boulevard, South Lake Tahoe, CA 96150

Friday, October 19, 2018 from 9:00 AM to 4:00 PM (PDT)

Eventbrite Completed

Order Information

Order #839735263. Ordered by Brett Williams on October 10, 2018 5:11 PM



8397352631045818217001



« Back to Tahoe Economic Summit

You're going to Tahoe Economic Summit!

Add to calendar

Share with friends

- Tweet
- LinkedIn
- Facebook
- Email

Your order has been saved to My Tickets

- ✓ Order #840867736 1 ticket of \$90.32
- ✓ Your ticket has been sent to **stephanie@granlibakken.com**

GO TO MY TICKETS

Hi Stephanie,
Message from the organizer:
See you at the event!



Thanks,
Tahoe Prosperity Center



Tahoe Prosperity Center

FOLLOW

Questions about this event?

CONTACT ORGANIZER

View organizer profile

Organize Your Own Event



Millions of people have hosted events on Eventbrite.
You can too!

TRY IT NOW



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

Server: Angelica 10/16/2018
13/1 12:29 PM
Guests: 8 10008
Area: Restaurant
Day Part: Lunch

Bacon Cheeseburger 13.75
\$ADD Greens
BT's House Salad 8.00
Swiss Chicken Sandwich 11.50
Kale Salad 14.00
Ahi Tacos (2 @14.00) 28.00
Fried Fish Tacos (1) 8.00
Bleu Cheese & Bacon Burge 14.25
\$ADD Waffle Fries
Subtotal 97.50
Tax 7.07
Total 104.57
Balance Due 104.57

Thank you!
Please join us again
soon ..

JASON NEARY
CINDY GUSTAFSON
AMBER BURKE
DAPHNE LANGE
LIZ BOWLING
DEWITT VAN SICLEN
SARAH WINTERS
BONNIE BAVETTA

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

Server: Angelica DOB: 10/16/2018
12:54 PM 10/16/2018
13/1 1/10008

SALE

Mastercard 1048585
Card #:XXXXXXXXXX6903
Magnetic card present: GUSTAFSON CINDY
Card Entry Method: S

Approval: 020478

Amount: \$ 104.57

+ Tip: 20

= Total: 124.57

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

X _____

Thank you!
Please join us again
soon ..

BRIDGETENDER
TAVERN & GRILL
Thank you!
Please join us again
soon ..

Customer Copy

DINNER:



Sunnyside

RESTAURANT & LODGE

Server: Sweeney 10/17/2018
Table 440/1 8:42 PM
Guests: 8 30012
Order Type: Order

Zucchini	11.00
Calamari	15.00
Prosciutto Wrapped Prawns (2 @15.0)	30.00
Add Shrimp	11.00
Brick Pressed Chicken	26.00
Caesar	9.00
Fresh Fish (5 @31.00)	155.00
Fish Taco (2 @16.00)	32.00
Hula Pie	11.00
Bread Pudding (2 @8.00)	16.00
Flourless Chocolate Cake	9.00

Thank you!

Subtotal	325.00
Cust Item Comp	-56.00
Disc Sub Total	269.00
Tax	19.50
Total	288.50
Balance Due	288.50

Sunnyside Resort
Check Out Our Summer Logowear
Call For Info: (530) 583-7200

*George Rutter, Steve Teschera, John Hester,
Samiir Tuma, Ron Cohen, Jennifer Merchant,
Jennifer Montgomery, Kirk Uhler,
Cindy Gustafson*

Server: Sweeney DOB: 10/17/2018
08:43 PM 10/17/2018
Table 440/1 3/30012

SALE

M/C 1048577
Card #XXXXXXXXXXXX6903
Magnetic card present: GUSTAFSON CINDY
Card Entry Method: S

Approval: 022565

Amount: \$288.50
+ Tip: 60-
= Total: 348.50

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

X _____

Customer Copy



This page provides you with details about selected payment



Intermedia

Phone: 1-650-641-4000

Fax: 1-650-424-9936

Address: 815 East Middlefield Road Mountain View, CA, 94043

Payment

Transaction Detail ID: 220250887
 Transaction Amount: \$666.35
 Payment Date: Monday, October 22, 2018
 Account Name: NLTRA
 Amount: \$666.35

Credit Card Information

Credit Card Number: XXXX6903
 Expiration Date: 8/1/2021 12:00:00 AM
 Name On Card: Cindy Gustafson
 Street: PO Box 1757
 City: Tahoe City
 State/Province: California
 Zip/Postal Code: 96145
 Country: United States

Payment Information

Account Name	Amount
NLTRA	\$666.35



Transaction Details

Transaction Detail ID: 220245317
 Service Date*: 10/21/2018 12:00:00 AM
 Processed Date: 10/21/2018 6:12:20 AM
 Service Charges: \$586.55
 Tax Amount: \$79.81
 Total: \$666.36
 User Name: NLTRA
 Billing Cycle: 1 month(s)
 Comment: Voice services 09/21/18-10/21/18

*Service date is a date of creation a transaction in the system, it can be different from the "Date processed" in case if transaction was processed with time lag.

Transaction Breakdown

Module	Item	Price Type	Quantity	Unit Price	Amount	Prorated Fees	Discount	Item Type
Voice Services	Cloud PBX Resource Lines	recurring	1	\$12.99	\$12.99	\$12.99	0 %	regular
Voice Services	Unified Communications Users	recurring	1	\$413.82	\$413.82	\$413.82	0 %	regular
Voice Services	Local and Toll Free Numbers	recurring	1	\$22.95	\$22.95	\$22.95	0 %	regular
Voice Services	International Long Distance	one-time	1	\$0.02	\$0.02	\$0.02	0 %	regular
Voice Services	Inbound Toll-Free	one-time	1	\$75.93	\$75.93	\$75.93	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$3.10	\$3.10	\$3.10	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$0.55	\$0.55	\$0.55	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$57.19	\$57.19	\$57.19	0 %	regular
						\$586.55		

Taxes, Fees & Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$74.33	\$74.33
State	State	1	1	\$4.71	\$4.71
Local	Local	1	1	\$0.77	\$0.77
					\$79.81



North Lake Tahoe Resort Association
Allocated Expenses
FY 2017.18 - Five Month Contract [Feb - Jun 2018]

Taxes, Licenses & Fees	Table - C			666.35
<i>Based on Final Budget Worksheet G & A%</i>	Marketing	11	19.002%	126.62
FAX Machine 530 581-1686 (5928 Allocate)	Conference	30	6.261%	41.72
Telephone: AT&T	Visitor Center	42	33.298%	221.88
	TMPI	51	1.890%	12.59
F&P Mail Solutions (Annual Mail permit wholly allocated to Membership 60)	Membership	60	7.111%	47.38
Spectrum	Administration	70	32.438%	216.15
			100.000%	666.35

H

Zas
120 Grove Street
TAHOE CITY, CA 96145
(530) 583-9292

Dine In

Server: Alejandra E. Oct 24, 2018
Receipt: W4YR-3 11:39 AM
Ticket #: 3 Table: 9

Item(s)	
Decaf	\$2.00
Flatbread Chicken - Side Salad Balsamic	\$12.00
Smoked Chicken Salad	\$14.00
Pesto Pizza	\$16.00
<hr/>	
Subtotal	\$44.00
Sales Tax (7.25%)	\$3.19
Total	\$47.19

Lunch with Lynn Conner
Better
Customer Copy
Business Bureau
Liz, Lynn, Cindy

TIP \$9.00

Zas
120 Grove Street
TAHOE CITY, CA 96145
(530) 583-9292

Dine In

Server: Alejandra E. Oct 24, 2018
Receipt: W4YR-3 11:39 AM
Ticket #: 3 Table: 9

Subtotal	\$44.00
Sales Tax (7.25%)	\$3.19
Total	\$47.19

Amount Charged \$47.19

Tip _____

Total _____

Card Holder: CINDY GUSTAFSON
MasterCard
Card #: **** 6903
Auth Code: 042519

APPROVAL

IMPORTANT - RETAIN FOR
YOUR RECORDS

Suggested Tip Amounts		
Tip	Tip Amount	Total
18%	\$8.49	\$55.68
20%	\$9.44	\$56.63
25%	\$11.80	\$58.99

10/24/2018 12:19:21

Customer Copy