



P.O. Box 5459 ~ Tahoe City, CA 96145 ~ Ph 530-581-8706 ~ Fx 530-581-8776

Agenda and Meeting Notice
FINANCE COMMITTEE MEETING
Tuesday, October 4, 2011 – 9:00 am

NLTRA Conference Room

NLTRA Mission

“to promote tourism and benefit business through efforts that enhance the economic, environmental, recreational and cultural climate of the area.”

Meeting Ground Rules

Be Prepared, Engage in Active Listening, Be Respectful of Others, No Surprises, It is OK to Disagree, Acknowledge Comments, but Do Not Repeat Comments

ITEMS MAY NOT BE HEARD IN THE ORDER THEY ARE LISTED

**Finance
Committee
Members**

NLTRA Board
*Allen Highfield
Ron McIntyre
Ron Parson*

Committee Member
*Kimberly Frushon
Mike Salmon*

Placer County Rep.
Jennifer Merchant

Quorum
2 Board Members

- A. Call to Order – Establish Quorum
- B. Public Forum: Any person wishing to address the Finance Committee on items of interest to the Committee not listed on the agenda may do so at this time. It is requested that comments be limited to three minutes, since no action may be taken by the Committee on items addressed under Public Forum.
- C. Agenda Amendments and Approval
- D. Approval of Minutes – September 6, 2011
- E. Corrected End of Year Financial Statements
- F. Discussion and Possible Action to Recommend Approval of the Preliminary July 2011 Financial Statement
- G. Calendar of Monthly Agenda Items for Financial Review
- H. Progress on Hiring Finance and Human Resources Director
- I. Approval of CEO Expense Report
- J. Follow-up Items from Previous Meetings
- K. Committee Member Comments
- L. Adjournment

Posted and emailed: September 30, 2011

Finance Committee Meeting

October 4, 2011

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FINANCE COMMITTEE MINUTES
Tuesday, September 6, 2011 – 9:00 am

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Ron Parson, Allen Highfield, Kimberly Frushon

STAFF IN ATTENDANCE: Sandy Evans Hall, Ron Treabess, Andy Chapman, Kim Lambert

OTHERS IN ATTENDANCE: None

1.0 CALL TO ORDER – ESTABLISH QUORUM

1.1 The meeting was called to order at 9:08 am by Chairman Ron Parson and a quorum was established.

2.0 PUBLIC FORUM

2.1 There was no public comment.

3.0 AGENDA AMENDMENTS AND APPROVAL

3.1 **M/S/C (Highfield/Frushon) (3/0) to approve the agenda as presented.**

4.0 APPROVAL OF MINUTES

4.1 **M/S/C (Frushon/Highfield) (3/0) to approve the Finance Committee minutes of Tuesday, July 5, 2011.**

5.0 DISCUSSION AND POSSIBLE ACTION TO RECOMMEND APPROVAL OF THE PRELIMINARY JUNE 2011 FINANCIAL STATEMENTS

5.1 The preliminary June 2011 financial statements were discussed. Allen Highfield asked about the Placer County funding variance. Project billing is often behind projected expenditures. Sandy Evans Hall noted that Chamber of Commerce Change of Net Assets is negative. This shortfall is off-set by Marketing/Conference commissions (not any TOT funds). June salaries are up slightly due to a year-end adjusting entry for accrued wages and PTO that was not budgeted for.

Kimberly Frushon pointed out that the Departmental Detail Activity Report is wrong; there may be a formula error. It will be corrected. Ron Parson suggested that the Chamber variance and the salary variance be noted in a cover sheet.

M/S/C (Highfield/Frushon) (3/0) to recommend to the Board of Directors the approval of the Preliminary June 30, 2011 Financial Statements with a corrected Departmental Detail Activity Report.

Action: The Departmental Detail Activity Report will be corrected.

6.0 PROGRESS ON HIRING FINANCE AND HUMAN RESOURCES DIRECTOR

6.1 Sandy Evans Hall reported on the progress of filling the open Director of Finance and Human Resources position. There were about 40 resumes received. Five candidates have been selected for interviews. The committee discussed out-sourcing versus having an employee in this position. This decision will be left to the discretion of the CEO.

7.0 COMMITTEE ACTION PLAN FOR 2011/12

7.1 The Finance Committee discussed what it wants to do this year. Ron Parson thinks the committee should take a proactive role in making suggestions for the organization. It could do more than just review and edit financial statements. Suggestions could be given for audits, insurance, budget, taxes, carryover, etc.

8.0 APPROVAL OF CEO EXPENSES

8.1 Ron Parson signed the CEO's mileage reports.

9.0 FOLLOW-UP ITEMS FROM PREVIOUS MEETINGS

9.1 Ron Parson noted that a Committee Brief form is now included in the Board Packet instead of the entire meeting minutes.

10.0 COMMITTEE MEMBERS' COMMENTS

10.1 There were no committee member comments.

11.0 ADJOURNMENT

11.1 The meeting adjourned at 9:50 am.

Submitted by:
Kim Lambert
Accounting and Human Resources Assistant



Finance Committee
Year End Summary

The following were brought to the Finance Committee on September 6, 2011 accompanied by a recommendation for approval:

- The Chamber of Commerce net loss of \$10,867 was due to a decision by CEO to not print the annual Business Directory
- Non-TOT funds within the net assets will cover the losses to the Chamber, an example of which is the Commissions and Booking fees within Marketing of \$11,145
- Salaries in all departments exceeded expectations due to non-budgeted accrued PTO (vacation time) that had to be expensed end of year. This budgeting error will be corrected in the current budget year.



October 4, 2011

To: Finance Committee

From: Kim Lambert

Re: Correction of a page of the Preliminary June 30, 2011 Financial Statements

At the last Finance Committee meeting, it was noted that a column on the Department Detail Activity Report was incorrect. It has been corrected.

North Lake Tahoe Resort Association
Statement of Financial Position
June 30, 2011
(unaudited)

	Current Year		Prior Year		Month Change		12 Month Change		11 Month Change	
	30-Jun-11	Last Month 31-May-11	30-Jun-10	Year End 30-Jun-10	Amount	Pctg	Amount	Pctg	Amount	Pctg
ASSETS										
Cash and cash equivalents	\$ 540,494	\$ 737,066	\$ 468,391	\$ 468,391	\$ (196,572)	-27%	\$ 72,103	15%	\$ 72,103	15%
Operating	170,636	123,166	232,998	232,998	47,470	39%	(62,362)	-27%	(62,362)	-27%
Marketing Cooperative	414,543	445,990	448,533	448,533	(31,447)	-7%	(33,990)	-8%	(33,990)	-8%
Infrastructure					0	-		-		-
Other Restricted					(180,550)	-14%	(24,250)	-2%	(24,250)	-2%
Total Cash & cash eqvly	1,125,672	1,306,222	1,149,922	1,148,922						
Receivables										
AR - Membership Services	29,177	26,948	24,678	24,678	2,229	8%	4,499	18%	4,499	18%
AR - Group Commissions	12,367	11,727	19,553	19,553	640	5%	(7,186)	-37%	(7,186)	-37%
AR - Other	60,609	(5,870)	9,709	9,709	66,479	-1133%	50,900	524%	50,900	524%
AR - Co-op/STN/Shared	11,011	57,644	37,741	37,741	(46,633)	-81%	(26,730)	-71%	(26,730)	-71%
AR - Intitopia	0	0	0	0	0	-		-		-
AR - Allowance for Doubtful Accounts	0	0	0	0	0	-		-		-
AR - Infrastructure County	6,415,907	6,415,907	5,440,204	5,440,204	(0)	0%	975,703	227%	975,703	18%
AR - County TOT Funding	518,901	774,031	430,587	430,587	(255,130)	-33%	88,314	1%	88,314	21%
Total Receivables	7,047,971	7,280,387	5,962,472	5,962,472	(232,416)	-3%	1,085,499	-	1,085,499	18%
Long Term Assets										
Prepaid expenses	11,346	6,930	15,021	15,021	4,415	64%	(3,676)	-396%	(3,676)	-24%
Inventory	928	928	928	928	0	0%	0	0%	0	0%
Furniture, Fixtures & Other	20,510	21,653	29,313	29,313	(1,143)	-5%	(8,803)	-127%	(8,803)	-30%
Computer Software/Equipment	3,918	3,662	6,906	6,906	256	7%	(2,988)	-43%	(2,988)	-43%
Leasehold Improvements	2,328	2,585	6,985	6,985	(257)	-10%	(4,657)	-	(4,657)	-67%
Total Long Term Assets	39,029	37,758	59,153	59,153	3,271	9%	(20,124)	-	(20,124)	-34%
TOTAL ASSETS	\$ 8,212,673	\$ 8,622,367	\$ 7,171,547	\$ 7,171,547	\$ (408,695)	-5%	1,041,126	-	\$ 1,041,126	15%
LIABILITIES & NET ASSETS										
Liabilities										
Accounts Payable	\$ 351,745	\$ 439,446	\$ 277,169	\$ 277,169	\$ (87,701)	-20%	74,576	-5863%	\$ 74,576	27%
Advance Ticket Sales	1,873	4,001	(1,272)	(1,272)	(2,128)	-53%	3,145	1%	3,145	-247%
Other Liabilities and Unearned	264,032	195,891	338,971	338,971	68,141	35%	(74,939)	-	(74,939)	-22%
Deferred Support	8,641	283,771	-	-	(255,130)	-87%	8,641	0%	8,641	-
Deferred Infra	6,839,018	6,882,683	5,888,737	5,888,737	(23,665)	0%	950,281	-	950,281	16%
Total Liabilities	7,465,309	7,765,792	6,503,605	6,503,605	(300,483)	-4%	961,704	-	961,704	15%
Net Assets										
Fund Balance Designated	293,110	288,610	243,110	243,110	(5,500)	-2%	50,000	11%	50,000	21%
Beginning Net Assets	424,832	424,832	439,302	439,302	0	0%	(14,470)	100%	(14,470)	-3%
Net Change in Net Assets	29,422	133,133	(14,470)	(14,470)	(103,711)	-78%	43,892	7%	43,892	-303%
Total Net Assets	747,354	856,575	667,942	667,942	(109,211)	-13%	79,422	-	79,422	12%
TOTAL LIABILITIES & NET ASSETS	\$ 8,212,673	\$ 8,622,367	\$ 7,171,547	\$ 7,171,547	\$ (408,694)	-5%	1,041,126	-	\$ 1,041,126	15%

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Consolidation of Departments
For the Twelve Months Ending June 30, 2011

DESCRIPTION	CURRENT MONTH			YEAR-TO-DATE			% Chg.
	Actual	Budget	\$ Variance	Actual	Budget	Variance	
Revenue and Other Support							
Member Dues	10,078	10,720	(642)	114,662	127,617	(12,955)	134,418
Special Events & Functions	11,168	28,845	(17,677)	121,767	141,292	(19,525)	122,107
Miscellaneous	(2,008)	0	(2,008)	4,449	4,079	370	185
Commissions & Booking Fees	2,922	10,000	(12,008)	130,606	183,782	(52,976)	118,198
Retail Sales & Other	184	820	(210)	24,469	17,848	6,621	9,104
Interest & Investment Income	278,795	460	(264)	3,250	4,939	(1,689)	4,474
Placer County Funding	301,140	469,233	(190,438)	4,133,083	5,202,556	(1,069,473)	4,186,554
Total Revenue and Other Support	114,228	520,078	(218,938)	4,532,486	5,682,113	(1,149,627)	4,575,040
Expenses							
Salaries and benefits	7,575	80,964	(73,389)	1,032,302	1,042,080	(9,778)	1,127,973
Rent & Utilities	2,322	7,945	(5,623)	92,684	95,451	(2,767)	93,607
Telephone Services	0	2,115	(2,115)	23,269	25,069	(1,800)	26,294
Internet Access	206	0	206	290	0	290	435
Mail Expenses	401	340	61	3,289	3,784	(495)	3,193
Insurance & Bonding	1,686	425	(1,261)	4,605	5,090	(485)	5,358
Supplies	652	1,085	(433)	11,666	12,195	(529)	12,318
Equipment Sup. & Maint.	928	1,200	(272)	10,247	14,825	(4,578)	13,964
Taxes, Licenses & Fees	0	0	0	1,015	1,125	(110)	2,574
Equip. Rental / Leasing	47,333	1,095	(46,238)	14,969	13,613	1,356	13,531
Training & Seminars	73,629	300	(73,329)	477	2,800	(2,323)	2,932
Project Costs	(187)	230,378	(230,565)	1,416,957	2,722,000	(1,305,043)	1,829,880
Professional Fees Legal/Accounting	991	500	(491)	18,886	25,920	(7,035)	23,280
Special Events	4,141	4,958	(817)	78,837	145,853	(67,016)	42,894
Autumn Food & Wine Costs	0	0	0	31,277	75,508	(44,231)	75,795
Membership Events/Newsletter	0	17,255	(17,255)	20,398	55,353	(34,955)	38,650
Cost of Goods Sold	0	640	(640)	0	10,699	(10,699)	5,358
Promotional/ Giveaways	0	0	0	0	2,000	(2,000)	651
Market Study Reports/Research	84,476	0	84,476	0	0	0	22,125
Marketing Cooperative/Media	17,544	10,000	7,544	1,085,712	995,712	90,000	961,596
Marketing Other	42,114	111,600	(69,486)	102,068	95,351	6,717	65,163
Programs	73	83	(10)	205,065	211,600	(6,535)	154,092
Associate Relations	7,557	700	(6,857)	3,873	6,980	(3,107)	6,807
Board Functions	182	97	85	62,815	48,667	14,148	7,875
Credit Card Fees	1,353	490	863	4,314	7,979	(3,666)	7,992
Automobile Expenses	135	487	(352)	5,831	5,342	489	6,324
Local Meals & Entertainment	504	108	(396)	3,828	5,233	(1,405)	6,350
Dues & Subscriptions	0	0	0	4,336	6,901	(2,565)	4,988
Travel	407,842	557,441	(149,599)	1,397	6,145	(4,748)	6,219
Total Expense Before Depreciation/Re	573	1,571	(898)	4,434,751	5,643,275	(1,208,524)	4,568,221
Depreciation	385	0	385	17,910	18,844	(934)	19,068
Loss on Asset Disposition	0	0	0	0	0	0	0
Bad Debt	0	2,000	(2,000)	0	0	0	2,220
Reserves	0	0	0	50,018	20,000	30,018	0
Total Expense	408,900	561,012	(152,112)	4,503,064	5,682,119	(1,179,055)	4,589,510
Changes in Unrestricted Net Assets	(107,760)	(40,934)	(66,827)	29,422	(6)	29,428	(14,470)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities
Departmental Summary
For the Twelve Months Ending June 30, 2011

Date 08/24/11 12:52 PM

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DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
REVENUE AND OTHER SUPPORT										
Marketing	149,762	149,713	49	325,807	0%	2,085,709	1,902,706	183,003	1,750,593	10%
Conferences	24,455	36,557	(12,102)	33,643	(33%)	437,694	469,570	(31,876)	401,824	(7%)
Visitor Support & Transportation	54,750	54,750	0	69,670	0%	1,097,459	657,000	440,459	1,077,344	67%
Visitor Information	14,756	12,653	2,103	14,190	17%	168,469	161,844	6,625	165,039	4%
Member Services	20,568	38,845	(18,277)	17,934	(47%)	148,146	184,975	(36,829)	172,667	(20%)
Management & General	160	360	(200)	2,735	(56%)	6,828	7,885	(1,056)	4,474	(13%)
Total Revenue and Other Supp	264,451	292,878	(28,427)	463,979	(10%)	3,944,306	3,383,980	560,326	3,571,941	17%
EXPENSES										
Marketing	246,999	223,808	23,191	276,067	10%	2,070,305	1,902,706	167,599	1,694,398	9%
Conferences	46,087	50,782	(4,695)	33,682	(9%)	470,369	469,569	800	453,165	0%
Visitor Support & Transportation	25,852	21,545	4,307	9,857	20%	1,071,873	657,000	414,873	1,092,467	63%
Visitor Information	17,550	12,011	5,540	10,011	46%	175,930	161,847	14,083	153,331	9%
Member Services	14,197	26,964	(12,767)	14,758	(46%)	159,013	184,975	(25,962)	164,442	(14%)
Management & General	11,649	(389)	12,038	13,896	(*****)	(28,217)	7,885	(36,102)	37,828	(458%)
Total Expenses	362,335	334,721	27,615	358,272	8%	3,919,274	3,383,983	535,290	3,595,631	16%
Net Change in Unrestricted Net Assets										
Marketing	(97,237)	(74,095)	(23,142)	49,740	31%	15,403	0	15,403	56,195	(*****)
Conferences	(21,632)	(14,225)	(7,407)	(39)	52%	(32,675)	1	(32,675)	(51,341)	(*****)
Visitor Support & Transportation	28,898	33,205	(4,307)	59,813	(13%)	25,586	0	25,586	(15,123)	0%
Visitor Information	(2,795)	643	(3,437)	4,179	(535%)	(7,461)	(3)	(7,458)	11,708	(*****)
Member Services	6,371	11,881	(5,510)	3,176	(46%)	(10,867)	0	(10,867)	8,225	(*****)
Management & General	(11,489)	749	(12,238)	(11,161)	(*****)	35,045	0	35,045	(33,353)	(*****)
Net Change in Assets Before In	(97,885)	(41,843)	(56,042)	105,708	134%	25,032	(3)	25,035	(23,689)	(*****)
Infrastructure	36,689	227,200	(190,511)	40,288	(84%)	588,180	2,298,133	(1,709,953)	1,003,098	(74%)
Infrastructure Support	46,565	226,291	(179,726)	48,604	(79%)	583,790	2,298,136	(1,714,346)	993,879	(75%)
Infrastructure Net Change in Assets	(9,876)	909	(10,785)	(8,316)	(*****)	4,390	(3)	4,393	9,219	(*****)
Change in Net Assets	(107,760)	(40,934)	(66,827)	97,391	163%	29,422	(6)	29,428	(14,470)	(*****)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
 Department Detail Activity Report
 For the Twelve Months Ending June 30, 2011

	Marketing	Conference	Visitor Information	Marketing Subtotal	Visitor Support & Transportation	Chamber of Commerce	Management & General	Subtotal	Infrastructure	Total
Revenue and Other Support										
Member Dues	\$ 80,253	\$ 8,030		\$ 80,030		\$ 106,632		\$ 114,662		\$ 114,662
Special Events & Functions				80,253		41,514		121,767		121,767
Miscellaneous							4,449	4,449		4,449
Commissions & Booking Fees	11,145	119,661		130,806				130,806		130,806
Retail Sales & Other			24,469	24,469				24,469		24,469
Interest & Investment Income							2,379	2,379	871	3,250
Placer County Funding	1,994,311	310,004	144,000	2,448,315	1,097,459			3,545,774	587,309	4,133,083
Total Revenue and Other Support	\$ 2,085,709	\$ 437,694	\$ 168,469	\$ 2,691,872	\$ 1,097,459	\$ 148,146	\$ 6,828	\$ 3,944,306	\$ 588,180	\$ 4,532,486
Expenses										
Salaries and benefits	\$ 305,414	\$ 151,727	\$ 117,086	\$ 574,226	\$ 60,357	\$ 84,361	\$ 240,331	\$ 959,275	\$ 73,027	\$ 1,032,302
Rent & Utilities	24,304	12,368	5,566	42,238	8,703	8,736	24,304	83,981	8,703	92,684
Telephone Services	9,179	2,990	1,340	13,508	1,976	1,892	3,915	21,292	1,976	23,269
Internet Access	290			290				290		290
Mail Expenses	966	472	122	1,560	2	933	763	3,278	11	3,289
Insurance & Bonding	1,151	599	599	2,349	368	368	1,151	4,237	368	4,605
Supplies	3,648	1,820	1,103	6,571	659	987	2,789	11,006	660	11,666
Equipment Sup. & Maint.	1,775	1,191	1,797	4,763	506	656	3,817	9,742	506	10,247
Taxes, Licenses & Fees	233	121	206	559	74	74	233	941	74	1,015
Equip. Rental / Leasing	1,989	1,595	3,933	7,518	1,314	2,600	2,223	13,655	1,314	14,969
Training & Seminars						169	368	477		477
Project Costs					960,159			960,159	456,798	1,416,957
Professional Fees Legal/Accounting	194,345						18,886	18,886		18,886
Special Events	78,837							194,345		194,345
Autumn Food & Wine Costs								78,837		78,837
Membership Events/Newsletter						31,277		31,277		31,277
Cost of Goods Sold			20,398	20,398				20,398		20,398
Marketing Cooperative/Media	857,284	228,428		1,085,712				1,085,712		1,085,712
Marketing Other	102,068			102,068				102,068		102,068
Programs	196,509	8,555		205,065				205,065		205,065
Associate Relations	968	504	504	1,975	310	310	968	3,873	310	4,183
Board Functions								62,815		62,815
Credit Card Fees	2,929		523	3,452		862		4,314		4,314
Automobile Expenses	1,451	170	71	1,692	1,059	1,394	638	4,772	1,059	5,831
Local Meals & Entertainment	2,396	120	60	2,576	94	623	382	3,674	154	3,828
Dues & Subscriptions	1,578	1,380		2,958	72	144	1,090	4,264	72	4,336
Travel	1,397			1,397				1,397		1,397
Allocated	226,780	55,920	20,216	302,916	35,032	22,452	(397,972)	(37,572)	37,572	0
Total Expense Before Depreciation/Reserves	\$ 2,015,519	\$ 467,961	\$ 173,522	\$ 2,657,002	\$ 1,070,687	\$ 157,827	\$ (33,370)	\$ 3,852,146	\$ 582,605	\$ 4,434,751
Depreciation										
Loss on Asset Disposition										
Reserves	50,018			50,018			385	385	1,185	17,910
Total Functional Expense and Depreciation	\$ 2,070,305	\$ 470,369	\$ 175,930	\$ 2,716,605	\$ 1,071,873	\$ 158,013	\$ (28,217)	\$ 3,919,274	\$ 583,790	\$ 4,503,064
Changes in Net Assets	\$ 15,403	\$ (32,675)	\$ (7,461)	\$ (24,733)	\$ 25,586	\$ (10,867)	\$ 35,045	\$ 25,032	\$ 4,390	\$ 29,422

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Marketing
For the Twelve Months Ending June 30, 2011

DESCRIPTION	CURRENT MONTH				YEAR-TO-DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Special Events & Functions	0	0	0	0	0%	80,253	75,450	4,803	75,353	6%
Commissions & Booking Fees	49	0	49	11	0%	11,145	32,700	(21,555)	33,129	(66%)
Placer County Funding	149,713	149,713	0	325,796	0%	1,994,311	1,794,556	199,755	1,642,111	11%
Total Revenue and Other Support	149,762	149,713	49	325,807	0%	2,085,709	1,902,706	183,003	1,750,593	10%
Expenses										
Salaries and benefits	33,094	21,723	11,371	22,371	52%	305,414	301,381	4,032	285,196	1%
Rent & Utilities	1,990	2,050	(60)	2,001	(3%)	24,304	24,711	(407)	24,598	(2%)
Telephone Services	1,303	720	583	614	81%	9,179	8,714	465	9,173	5%
Internet Access	0	0	0	145	0%	290	0	290	435	0%
Mail Expenses	8	110	(102)	270	(92%)	996	1,414	(418)	481	(30%)
Insurance & Bonding	100	106	(6)	106	(6%)	1,151	1,270	(119)	1,339	(9%)
Supplies	586	300	286	211	95%	3,648	3,229	419	3,274	13%
Equipment Sup. & Maint.	138	200	(63)	211	(31%)	1,775	2,363	(588)	2,454	(25%)
Taxes, Licenses & Fees	0	0	0	0	0%	233	233	0	311	0%
Equip. Rental / Leasing	93	90	3	93	3%	1,989	1,701	288	1,661	17%
Training & Seminars	0	0	0	1,500	0%	0	2,000	(2,000)	1,639	(100%)
Special Events	73,629	4,958	68,671	23,825	*****	194,345	145,853	48,492	42,894	33%
Autumn Food & Wine Costs	(187)	0	(187)	0	0%	78,837	75,508	3,329	75,795	4%
Promotional/ Giveaways	0	0	0	0	0%	0	2,000	(2,000)	651	(100%)
Market Study Reports/Research	0	0	0	0	0%	0	0	0	22,125	0%
Marketing Cooperative/Media	65,307	65,307	0	121,000	0%	857,284	767,284	90,000	762,000	12%
Marketing Other	17,544	10,000	7,544	31,105	75%	102,068	95,351	6,717	65,165	7%
Programs	33,559	96,600	(63,041)	51,680	(65%)	196,509	196,600	(91)	139,092	0%
Associate Relations	18	32	(14)	0	(43%)	968	1,808	(840)	1,804	(46%)
Credit Card Fees	0	0	0	0	0%	2,929	6,800	(3,871)	6,764	(57%)
Automobile Expenses	693	135	558	257	414%	1,451	1,495	(44)	1,659	(3%)
Local Meals & Entertainment	57	223	(166)	132	(74%)	2,396	2,204	192	2,742	9%
Dues & Subscriptions	36	0	36	0	0%	1,578	2,870	(1,292)	1,469	(45%)
Travel	0	0	0	863	0%	1,397	6,145	(4,748)	6,219	(77%)
Allocated	18,838	18,838	0	19,200	0%	226,780	226,780	0	230,400	0%
Total Expense Before Depreciation/Re	245,807	221,392	25,415	275,585	11%	2,015,519	1,877,714	137,805	1,689,340	7%
Depreciation Reserves	192	416	(224)	482	(54%)	4,768	4,992	(224)	5,058	(4%)
Total Expense	246,999	223,808	23,191	276,067	10%	2,070,305	1,902,706	167,599	1,694,398	9%
Changes in Unrestricted Net Assets	(97,237)	(74,095)	(23,142)	49,740	31%	15,403	0	15,403	56,195	*****

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Conference
For the Twelve Months Ending June 30, 2011

DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Member Dues	678	720	(42)	642	(6%)	8,030	8,484	(454)	8,504	(5%)
Miscellaneous	0	0	0	185	0%	0	0	0	185	0%
Commissions & Booking Fees	(2,057)	10,000	(12,057)	6,990	(121%)	119,661	151,082	(31,421)	83,134	(21%)
Placer County Funding	25,834	25,837	(3)	25,826	0%	310,004	310,004	0	310,000	0%
Total Revenue and Other Support	24,455	36,557	(12,102)	33,643	(33%)	437,694	469,570	(31,876)	401,824	(7%)
Expenses										
Salaries and benefits	12,184	10,048	2,136	9,439	21%	151,727	142,632	9,094	141,720	6%
Rent & Utilities	1,017	1,050	(33)	1,012	(3%)	12,368	12,657	(289)	12,523	(2%)
Telephone Services	157	330	(173)	263	(52%)	2,990	3,830	(840)	3,760	(22%)
Mail Expenses	52	75	(23)	99	(31%)	472	780	(308)	946	(39%)
Insurance & Bonding	52	55	(3)	55	(5%)	599	658	(59)	697	(9%)
Supplies	167	160	7	110	4%	1,820	1,774	46	1,713	3%
Equipment Sup. & Maint.	46	100	(55)	84	(55%)	1,191	1,587	(396)	1,025	(25%)
Taxes, Licenses & Fees	0	0	0	0	0%	121	121	0	162	0%
Equip. Rental / Leasing	93	90	3	93	3%	1,595	1,452	143	1,441	10%
Training & Seminars	0	0	0	0	0%	0	0	0	27	0%
Marketing Cooperative/Media Programs	19,169	19,169	0	16,633	0%	228,428	228,428	0	199,596	0%
Associate Relations	8,555	15,000	(6,445)	0	(43%)	8,555	15,000	(6,445)	15,000	(43%)
Automobile Expenses	9	3	6	0	216%	504	935	(431)	922	(46%)
Local Meals & Entertainment	17	15	2	50	14%	170	150	20	183	14%
Dues & Subscriptions	0	5	(5)	0	(100%)	120	50	70	141	140%
Allocated	0	0	0	0	0%	1,380	1,075	305	1,335	28%
Total Expense Before Depreciation/Re	4,472	4,472	0	5,600	0%	55,920	55,920	0	67,200	0%
Depreciation	45,989	50,572	(4,583)	33,439	(9%)	467,961	467,049	911	448,392	0%
Bad Debt	98	210	(112)	243	(53%)	2,408	2,520	(112)	2,553	(4%)
Total Expense	46,087	50,782	(4,695)	33,682	(9%)	470,369	469,569	800	453,165	0%
Changes in Unrestricted Net Assets	(21,632)	(14,225)	(7,407)	(39)	52%	(32,675)	1	(32,675)	(51,341)	*****

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
 Statement of Activities and Changes in Net Assets
 Transportation
 For the Twelve Months Ending June 30, 2011

	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Placer County Funding	54,750	54,750	0	69,670	0%	1,097,459	657,000	440,459	1,077,344	67%
Total Revenue and Other Support	54,750	54,750	0	69,670	0%	1,097,459	657,000	440,459	1,077,344	67%
Expenses										
Salaries and benefits	5,557	4,144	1,413	5,705	34%	60,357	60,263	94	56,704	0%
Rent & Utilities	714	755	(41)	717	(5%)	8,703	9,061	(358)	8,819	(4%)
Telephone Services	215	150	65	129	44%	1,976	1,808	168	1,748	9%
Mail Expenses	1	0	1	2	0%	2	0	2	6	0%
Insurance & Bonding	32	34	(2)	34	(6%)	368	408	(40)	429	(10%)
Supplies	88	75	13	58	17%	659	842	(183)	1,042	(22%)
Equipment Sup. & Maint.	28	70	(42)	52	(60%)	506	834	(328)	767	(39%)
Taxes, Licenses & Fees	0	0	0	0	0%	74	74	0	100	1%
Equip. Rental / Leasing	84	80	4	84	4%	1,314	1,213	101	1,200	8%
Training & Seminars	0	0	0	0	0%	0	0	0	17	0%
Project Costs	15,885	12,960	2,925	625	23%	960,159	545,000	415,159	993,715	76%
Associate Relations	6	3	3	0	95%	310	463	(153)	418	(33%)
Automobile Expenses	110	60	50	184	83%	1,059	600	459	812	76%
Local Meals & Entertainment	0	7	(7)	28	(100%)	94	70	24	167	34%
Dues & Subscriptions	18	18	0	18	0%	72	72	0	90	0%
Allocated	3,084	3,084	0	2,096	0%	35,032	35,032	0	25,152	0%
Total Expense Before Depreciation/Re	25,822	21,440	4,382	9,730	20%	1,070,687	655,740	414,947	1,091,185	63%
Depreciation	30	105	(75)	127	(71%)	1,185	1,260	(75)	1,282	(6%)
Total Expense	25,852	21,545	4,307	9,857	20%	1,071,873	657,000	414,873	1,092,467	63%
Changes in Unrestricted Net Assets	28,898	33,205	(4,307)	59,813	(13%)	25,586	0	25,586	(15,123)	0%

TENTATIVE AND PRELIMINARY
 "FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Visitor Information
For the Twelve Months Ending June 30, 2011

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE						
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Commissions & Booking Fees	0	0	0	750	0%	0	0	0	1,935	0%
Retail Sales & Other	2,922	820	2,102	603	256%	24,469	17,848	6,621	9,104	37%
Piacer County Funding	11,833	11,833	0	12,937	0%	144,000	143,996	4	154,000	0%
Total Revenue and Other Support	14,756	12,653	2,103	14,190	17%	168,469	161,844	6,625	165,039	4%
Expenses										
Salaries and benefits	10,593	8,102	2,492	7,389	31%	117,086	109,639	7,447	101,241	7%
Rent & Utilities	431	500	(69)	432	(14%)	5,566	5,882	(316)	5,397	(5%)
Telephone Services	75	165	(90)	125	(55%)	1,340	1,898	(558)	1,905	(29%)
Mail Expenses	15	15	0	47	3%	122	173	(51)	188	(29%)
Insurance & Bonding	52	55	(3)	55	(5%)	599	658	(59)	697	(9%)
Supplies	47	110	(63)	122	(57%)	1,103	1,438	(335)	1,409	(23%)
Equipment Sup. & Maint.	161	270	(110)	84	(41%)	1,797	3,237	(1,440)	2,974	(44%)
Taxes, Licenses & Fees	0	0	0	0	0%	206	206	0	172	0%
Equip. Rental / Leasing	278	300	(22)	278	(7%)	3,933	3,698	235	3,643	6%
Training & Seminars	0	0	0	0	0%	0	0	0	107	0%
Cost of Goods Sold	4,141	640	3,501	(997)	547%	20,398	10,699	9,699	5,358	91%
Associate Relations	9	15	(6)	0	(37%)	504	928	(424)	922	(46%)
Credit Card Fees	35	35	0	30	0%	523	513	10	397	2%
Automobile Expenses	28	5	23	30	451%	71	50	21	107	41%
Local Meals & Entertainment	0	2	(2)	0	(100%)	60	92	(32)	184	(35%)
Allocated	1,587	1,587	0	2,173	0%	20,216	20,216	0	26,076	0%
Total Expense Before Depreciation/Re	17,452	11,801	5,652	9,768	48%	173,522	159,327	14,195	150,778	9%
Depreciation	98	210	(112)	243	(53%)	2,408	2,520	(112)	2,553	(4%)
Total Expense	17,550	12,011	5,540	10,011	46%	175,930	161,847	14,083	153,331	9%
Changes in Unrestricted Net Assets	(2,795)	643	(3,437)	4,179	(535%)	(7,461)	(3)	(7,458)	11,708	*****

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Chamber of Commerce
For the Twelve Months Ending June 30, 2011

	CURRENT MONTH			YEAR - TO - DATE						
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Member Dues	9,399	10,000	(601)	10,217	(6%)	106,632	119,133	(12,501)	125,913	(10%)
Special Events & Functions	11,168	28,845	(17,677)	7,717	(61%)	41,514	65,842	(24,328)	46,754	(37%)
Total Revenue and Other Support	20,568	38,845	(18,277)	17,934	(47%)	148,146	184,975	(36,829)	172,667	(20%)
Expenses										
Salaries and benefits	9,539	6,123	3,416	5,567	56%	84,361	84,073	287	76,402	0%
Rent & Utilities	718	740	(22)	718	(3%)	8,736	8,918	(182)	8,853	(2%)
Telephone Services	104	200	(96)	174	(48%)	1,892	2,351	(459)	2,481	(20%)
Mail Expenses	101	80	21	10	26%	933	803	130	927	16%
Insurance & Bonding	32	34	(2)	34	(6%)	368	408	(40)	429	(10%)
Supplies	96	120	(24)	98	(20%)	987	1,391	(404)	1,305	(29%)
Equipment Sup. & Maint.	28	65	(37)	502	(57%)	656	884	(228)	1,213	(26%)
Taxes, Licenses & Fees	0	0	0	0	0%	74	74	0	130	1%
Equip. Rental / Leasing	186	175	11	186	6%	2,600	2,397	203	2,411	8%
Training & Seminars	0	0	0	0	0%	169	0	169	17	0%
Membership Events/Newsletter	991	17,255	(16,264)	4,704	(94%)	31,277	55,353	(24,076)	38,650	(43%)
Associate Relations	6	0	6	0	0%	310	527	(217)	520	(41%)
Credit Card Fees	147	62	85	128	137%	862	666	196	830	29%
Automobile Expenses	307	120	187	243	155%	1,384	1,402	(18)	1,399	(1%)
Local Meals & Entertainment	78	50	28	0	56%	623	772	(149)	643	(19%)
Dues & Subscriptions	36	36	0	36	0%	144	1,244	(1,100)	180	(88%)
All located	1,799	1,799	0	2,231	0%	22,452	22,452	0	26,772	0%
Total Expense Before Depreciation/Re	14,166	26,859	(12,693)	14,631	(47%)	157,827	183,715	(25,888)	163,160	(14%)
Depreciation	30	105	(75)	127	(71%)	1,185	1,260	(75)	1,282	(6%)
Total Expense	14,197	26,964	(12,767)	14,758	(47%)	159,013	184,975	(25,962)	164,442	(14%)
Changes in Unrestricted Net Assets	6,371	11,881	(5,510)	3,176	(46%)	(10,867)	0	(10,867)	8,225	*****

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Management & Administration
For the Twelve Months Ending June 30, 2011

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE			% Chg
	Actual	Budget	\$ Variance	Actual	Budget	Variance	
Revenue and Other Support							
Miscellaneous	0	0	0	4,449	4,079	370	0
Interest & Investment Income	160	360	(200)	2,379	3,806	(1,427)	4,474
Total Revenue and Other Support	160	360	(200)	6,828	7,885	(1,056)	4,474
Expenses							
Salaries and benefits	32,607	26,649	5,958	240,331	277,363	(37,032)	363,226
Rent & Utilities	1,990	2,100	(110)	24,304	25,211	(907)	24,598
Telephone Services	252	400	(148)	3,915	4,660	(745)	5,479
Mail Expenses	27	55	(28)	753	563	190	611
Insurance & Bonding	100	106	(6)	1,151	1,270	(119)	1,339
Supplies	614	230	384	2,789	2,529	260	2,533
Equipment Sup. & Maint.	224	420	(196)	3,817	5,036	(1,219)	4,764
Taxes, Licenses & Fees	0	0	0	233	343	(110)	1,600
Equip. Rental / Leasing	111	280	(169)	2,223	1,954	269	1,975
Training & Seminars	0	300	(300)	308	800	(492)	1,108
Professional Fees Legal/Accounting	0	500	(500)	18,886	25,920	(7,035)	23,280
Associate Relations	18	30	(12)	968	1,846	(878)	2,800
Board Functions	7,557	700	6,857	62,815	48,667	14,148	7,875
Automobile Expenses	89	100	(11)	638	1,095	(457)	1,353
Local Meals & Entertainment	0	200	(200)	382	2,000	(1,618)	2,334
Dues & Subscriptions	396	36	360	1,090	1,568	(478)	1,824
Allocated	(32,915)	(32,915)	0	(397,972)	(397,972)	0	(412,932)
Total Expense Before Depreciation/Re	11,072	(809)	11,881	(33,370)	2,853	(36,223)	32,770
Depreciation	192	420	(228)	4,768	5,032	(264)	5,058
Loss on Asset Disposition	385	0	385	385	0	385	0
Total Expense	11,649	(389)	12,038	(28,217)	7,885	(36,102)	37,828
Changes in Unrestricted Net Assets	(11,489)	749	(12,238)	35,045	0	35,045	(33,353)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Infrastructure
For the Twelve Months Ending June 30, 2011

	CURRENT MONTH			YEAR - TO - DATE			% Chg
	Actual	Budget	\$ Variance	Prior YR	Budget	Variance	
24	100	100	(76)	(2,999)	1,133	(262)	0
36,665	227,100	227,100	(190,435)	43,287	2,297,000	(1,709,691)	1,003,098
36,689	227,200	227,200	(190,511)	40,288	2,298,133	(1,709,953)	1,003,098
10,655	4,175	6,480	155%	10,209	66,728	6,299	103,485
714	750	(36)	(5%)	717	9,011	(308)	8,819
215	150	65	44%	129	1,808	168	1,748
1	5	(4)	(74%)	0	51	(40)	34
32	35	(3)	(8%)	34	418	(50)	429
88	90	(2)	(3%)	58	992	(332)	1,042
28	75	(47)	(63%)	52	884	(378)	767
0	0	0	0%	0	74	0	100
84	80	4	4%	84	1,198	116	1,200
0	0	0	0%	0	0	0	17
31,448	217,618	(186,170)	(86%)	33,882	2,177,000	(1,720,202)	836,165
6	0	6	0%	0	473	(163)	418
110	55	55	99%	184	550	509	812
0	0	0	0%	0	45	109	139
18	18	0	0%	18	72	0	90
3,135	3,135	0	0%	3,111	37,572	0	37,332
46,534	226,186	(179,652)	(79%)	48,477	2,296,876	(1,714,271)	992,597
30	105	(75)	(71%)	127	1,260	(75)	1,282
46,565	226,291	(179,726)	(79%)	48,604	2,298,136	(1,714,346)	993,879
(9,876)	909	(10,785)	*****	(8,316)	(3)	4,393	9,219

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"



October 4, 2011

To: Finance Committee

From: Kim Lambert

Re: Major Variances of July 31, 2011 Financial Statements

The following are the major budget to actual variances in July 2011:

- Conference Sales are down because billing is always one month behind – \$6,045 for July was billed in August.
- Salaries are up due to a bonus paid to the Interim Executive Director for 2010/11.
- Project costs are down due to timing.
- Marketing Other is up because of expenditures for the High Notes campaign.

**North Lake Tahoe Resort Association
Statement of Financial Position**

July 31, 2011
(unaudited)

	Current Year		Prior Year		Month Change		12 Month Change		1 Month Change	
	31-Jul-11	Last Month 30-Jun-11	Same Mth 31-Jul-10	Year End 30-Jun-11	Amount	Pctg.	Amount	Pctg.	Amount	Pctg.
ASSETS										
Cash and cash equivalents										
Operating	\$ 646,033	\$ 540,494	\$ 499,751	\$ 540,494	\$ 105,539	20%	\$ 146,282	29%	\$ 105,539	20%
Marketing Cooperative	170,636	170,636	222,666	170,636	0	0%	(52,030)	-23%	-	0%
Infrastructure	442,143	414,543	448,533	414,543	27,600	7%	(6,390)	-1%	27,600	7%
Other Restricted					0	-	-	-	-	-
Total Cash & cash equiv	1,258,811	1,125,672	1,170,950	1,125,672	133,139	12%	87,861	8%	133,139	12%
Receivables										
AR - Membership Services	25,876	29,177	23,119	29,177	(3,301)	-11%	2,757	12%	(3,301)	-11%
AR - Group Commissions	16,438	12,367	17,399	12,367	4,071	33%	(961)	-6%	4,071	33%
AR - Other	39,185	60,609	62,382	60,609	(21,424)	-35%	(23,197)	-37%	(21,424)	-35%
AR - Co-op/STN/Shared	4,999	11,011	20,980	11,011	(6,012)	-55%	(15,981)	-76%	(6,012)	-55%
AR - Inntopia	0	0	0	0	0	-	-	-	-	-
AR - Allowance for Doubtful Accounts	0	0	0	0	0	-	-	-	-	-
AR - Infrastructure County	6,415,907	6,415,907	6,096,795	6,415,907	0	0%	319,152	9%	0	0%
AR - County TOT Funding	263,771	518,901	3,569,958	518,901	(255,130)	-49%	(3,306,187)	-34%	(255,130)	-49%
Total Receivables	6,766,175	7,047,971	9,790,593	7,047,971	(281,796)	-4%	(3,024,418)	-	(281,796)	-4%
Long Term Assets										
Prepaid expenses	15,237	11,345	15,966	11,345	3,892	34%	(729)	-79%	3,892	34%
Inventory	928	928	928	928	0	0%	0	0%	-	0%
Furniture, Fixtures & Other	19,535	20,510	28,823	20,510	(975)	-5%	(9,288)	-114%	(975)	-5%
Computer Software/Equipment	5,443	3,918	8,162	3,918	1,525	39%	(2,719)	-41%	1,525	39%
Leasehold Improvements	2,134	2,328	6,585	2,328	(194)	-8%	(4,451)	-	(194)	-8%
Total Long Term Assets	43,278	39,029	60,464	39,029	4,249	11%	(17,186)	-	4,249	11%
TOTAL ASSETS	\$ 8,068,264	\$ 8,212,673	\$ 11,022,007	\$ 8,212,673	\$ (144,409)	-2%	(2,953,743)	-	\$ (144,409)	-2%
LIABILITIES & NET ASSETS										
Liabilities										
Accounts Payable	\$ 426,151	\$ 351,745	\$ 318,649	\$ 351,745	\$ 74,406	21%	107,502	-8451%	\$ 74,406	21%
Advance Ticket Sales	1,873	1,873	(1,272)	1,873	0	0%	3,145	1%	-	0%
Other Liabilities and Unearned	41,058	264,032	321,369	264,032	(222,974)	-84%	(280,331)	-9%	(222,974)	-84%
Deferred Support	8,641	8,641	3,099,534	8,641	0	0%	(3,090,893)	-47%	-	0%
Deferred Infra	6,839,018	6,839,018	6,545,288	6,839,018	0	0%	293,730	-	-	0%
Total Liabilities	7,316,741	7,465,309	10,283,588	7,465,309	(148,568)	-2%	(2,956,847)	-	(148,568)	-2%
Net Assets										
Fund Balance Designated	293,110	293,110	243,110	293,110	0	0%	50,000	12%	-	0%
Beginning Net Assets	424,832	424,832	424,832	424,832	0	0%	-	0%	-	0%
Prior Year Change in Net Assets	29,422	29,422	70,477	29,422	(25,263)	-86%	(66,318)	-9%	(25,263)	-86%
Net Change in Net Assets	4,159	747,364	738,419	747,364	4,159	1%	13,104	-	4,159	1%
Total Net Assets	751,523	747,364	738,419	747,364	(4,159)	-1%	13,104	-	4,159	1%
TOTAL LIABILITIES & NET ASSETS	\$ 8,068,264	\$ 8,212,673	\$ 11,022,007	\$ 8,212,673	\$ (144,409)	-2%	(2,953,743)	-	\$ (144,409)	-2%

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities
Departmental Summary
For the Month Ending July 31, 2011

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DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
REVENUE AND OTHER SUPPORT										
Marketing	149,713	149,163	550	149,163	0%	149,713	149,163	550	149,163	0%
Conferences	25,583	86,418	(60,835)	86,415	(70%)	25,583	86,418	(60,835)	86,415	(70%)
Visitor Support & Transportation	54,750	54,750	0	54,750	0%	54,750	54,750	0	54,750	0%
Visitor Information	16,878	18,445	(1,567)	18,445	(8%)	16,878	18,445	(1,567)	18,445	(8%)
Member Services	11,998	10,676	1,322	10,676	12%	11,998	10,676	1,322	10,676	12%
Management & General	1	4,182	(4,181)	4,182	(100%)	1	4,182	(4,181)	4,182	(100%)
Total Revenue and Other Supp	258,923	323,634	(64,711)	323,632	(20%)	258,923	323,634	(64,711)	323,632	(20%)
EXPENSES										
Marketing	154,200	121,471	32,729	121,827	27%	154,200	121,471	32,729	121,827	27%
Conferences	38,935	41,875	(2,941)	42,139	(7%)	38,935	41,875	(2,941)	42,139	(7%)
Visitor Support & Transportation	8,201	53,428	(45,227)	53,559	(85%)	8,201	53,428	(45,227)	53,559	(85%)
Visitor Information	15,443	19,797	(4,354)	20,152	(22%)	15,443	19,797	(4,354)	20,152	(22%)
Member Services	13,737	12,607	1,130	12,725	9%	13,737	12,607	1,130	12,725	9%
Management & General	2,458	2,164	294	2,425	14%	2,458	2,164	294	2,425	14%
Total Expenses	232,974	251,342	(18,368)	252,827	(7%)	232,974	251,342	(18,368)	252,827	(7%)
Net Change in Unrestricted Net Assets										
Marketing	(4,487)	27,692	(32,179)	27,336	(116%)	(4,487)	27,692	(32,179)	27,336	(116%)
Conferences	(13,351)	44,543	(57,894)	44,276	(130%)	(13,351)	44,543	(57,894)	44,276	(130%)
Visitor Support & Transportation	46,549	1,322	45,227	1,191	*****	46,549	1,322	45,227	1,191	*****
Visitor Information	1,434	(1,352)	2,786	(1,707)	(206%)	1,434	(1,352)	2,786	(1,707)	(206%)
Member Services	(1,738)	(1,931)	193	(2,050)	(10%)	(1,738)	(1,931)	193	(2,050)	(10%)
Management & General	(2,458)	2,018	(4,475)	1,757	(222%)	(2,458)	2,018	(4,475)	1,757	(222%)
Net Change in Assets Before In	25,949	72,292	(46,343)	70,804	(64%)	25,949	72,292	(46,343)	70,804	(64%)
Infrastructure										
Infrastructure Support	13,000	13,013	(13)	13,013	0%	13,000	13,013	(13)	13,013	0%
Infrastructure Expense	34,790	14,834	19,956	14,964	135%	34,790	14,834	19,956	14,964	135%
Infrastructure Net Change in Assets	(21,790)	(1,821)	(19,969)	(1,951)	*****	(21,790)	(1,821)	(19,969)	(1,951)	*****
Change in Net Assets	4,159	70,471	(66,312)	68,853	(94%)	4,159	70,471	(66,312)	68,853	(94%)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Consolidation of Departments
For the Month Ending July 31, 2011

DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE			
	Actual	Budget	\$ Variance	% Chg	Actual	Budget	Variance	% Chg
Revenue and Other Support								
Member Dues	9,740	10,488	(748)	(7%)	9,740	10,488	(748)	(7%)
Special Events & Functions	2,937	1,280	1,657	129%	2,937	1,280	1,657	129%
Miscellaneous	1	4,079	(4,078)	(100%)	1	4,079	(4,078)	(100%)
Commissions & Booking Fees	(929)	59,940	(60,869)	(102%)	(929)	59,940	(60,869)	(102%)
Retail Sales & Other	5,044	5,612	(568)	(10%)	5,044	5,612	(568)	(10%)
Interest & Investment Income	0	116	(116)	(100%)	0	116	(116)	(100%)
Placer County Funding	255,130	255,132	(2)	0%	255,130	255,132	(2)	0%
Total Revenue and Other Support	271,923	336,647	(64,724)	(19%)	271,923	336,647	(64,724)	(19%)
Expenses								
Salaries and benefits	126,054	117,422	8,632	7%	126,054	117,422	8,632	7%
Rent & Utilities	9,918	8,048	1,870	23%	9,918	8,048	1,870	23%
Telephone Services	2,125	2,007	118	6%	2,125	2,007	118	6%
Mail Expenses	433	366	67	18%	433	366	67	18%
Insurance & Bonding	374	420	(46)	(11%)	374	420	(46)	(11%)
Supplies	1,037	754	283	38%	1,037	754	283	38%
Equipment Sup. & Maint.	1,037	1,787	(751)	(42%)	1,037	1,787	(751)	(42%)
Taxes, Licenses & Fees	955	0	955	0%	955	0	955	0%
Miscellaneous Expense	0	0	0	0%	0	0	0	0%
Equip. Rental / Leasing	1,230	1,554	(325)	(21%)	1,230	1,554	(325)	(21%)
Project Costs	2,490	44,079	(41,589)	(94%)	2,490	44,079	(41,589)	(94%)
Professional Fees Legal/Accounting	0	420	(420)	(100%)	0	420	(420)	(100%)
Special Events	0	388	(388)	(100%)	0	388	(388)	(100%)
Autumn Food & Wine Costs	0	70	(70)	(100%)	0	70	(70)	(100%)
Membership Events/Newsletter	1,514	398	1,116	281%	1,514	398	1,116	281%
Cost of Goods Sold	287	627	(341)	(54%)	287	627	(341)	(54%)
Classified Ads	165	0	165	0%	165	0	165	0%
Marketing Cooperative/Media	66,000	75,476	(9,476)	(13%)	66,000	75,476	(9,476)	(13%)
Marketing Other	50,252	9,348	40,904	438%	50,252	9,348	40,904	438%
Associate Relations	62	102	(40)	(39%)	62	102	(40)	(39%)
Board Functions	646	407	239	59%	646	407	239	59%
Credit Card Fees	267	162	105	65%	267	162	105	65%
Automobile Expenses	386	0	386	0%	386	0	386	0%
Local Meals & Entertainment	40	37	3	9%	40	37	3	9%
Dues & Subscriptions	880	860	20	2%	880	860	20	2%
Travel	304	(125)	429	(343%)	304	(125)	429	(343%)
Total Expense Before Depreciation/RE	266,458	264,609	1,849	1%	266,458	264,609	1,849	1%
Depreciation	1,306	1,567	(261)	(17%)	1,306	1,567	(261)	(17%)
Total Expense	267,764	266,176	1,588	1%	267,764	266,176	1,588	1%
Changes in Unrestricted Net Assets	4,159	70,471	(66,312)	(94%)	4,159	70,471	(66,312)	(94%)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
 Department Detail Activity Report
 For the Month Ending July 31, 2011

	Marketing	Conferences	Visitor Information	Marketing Subtotal	Visitor Support & Transportation	Chamber of Commerce	Management & General	Subtotal	Infrastructure	Total
Revenue and Other Support										
Member Dues		\$ 678		\$ 678		\$ 9,061		\$ 9,740		\$ 9,740
Special Events & Functions		(929)		(929)		2,937		2,937		2,937
Miscellaneous			5,044	5,044			1	5,044		(929)
Commissions & Booking Fees			11,833	187,380				5,044		5,044
Retail Sales & Other	149,713	25,834			54,750			242,130	13,000	255,130
Placer County Funding										
Total Revenue and Other Support	\$ 149,713	\$ 25,583	\$ 16,878	\$ 192,174	\$ 54,750	\$ 11,998	\$ 1	\$ 258,923	\$ 13,000	\$ 271,923
Expenses										
Salaries and benefits	\$ 29,316	\$ 15,051	\$ 10,900	\$ 55,267	\$ 4,114	\$ 8,220	\$ 30,554	\$ 98,155	\$ 27,899	\$ 126,054
Rent & Utilities	2,535	1,294	715	4,544	886	889	2,713	9,032	886	9,918
Telephone Services	640	299	135	1,074	182	199	490	1,944	182	2,125
Mail Expenses	305	99	10	414			19	433		433
Insurance & Bonding	94	49	49	191	30	30	94	344	30	374
Supplies	44	45	55	144	18	19	839	1,020	18	1,037
Equipment Sup. & Maint.	200	78	128	406	48	48	437	930	98	1,037
Taxes, Licenses & Fees	204	106	193	503	65	65	256	890	65	955
Miscellaneous Expense							0	0		0
Equip. Rental / Leasing	123	123	369	615	111	246	148	1,119	111	1,230
Project Costs					375			375		2,490
Membership Events/Newsletter						1,514		1,514		1,514
Cost of Goods Sold								287		287
Classified Ads								165		165
Marketing Cooperative/Media	66,000	16,000		82,000				82,000		82,000
Marketing Other	34,252			34,252				34,252		34,252
Associate Relations	16	8	8	32	5	5	16	57	5	62
Board Functions							646	646		646
Credit Card Fees						193		267	193	267
Automobile Expenses					193			193		386
Local Meals & Entertainment	40			40				40		40
Dues & Subscriptions	880			880				880		880
Travel								304		304
Allocated	19,200	5,600	2,173	26,973	2,096	2,231	(34,411)	(3,111)	3,111	0
Total Expense Before Depreciation/Reserves	\$ 153,847	\$ 38,752	\$ 15,260	\$ 207,859	\$ 8,123	\$ 13,659	\$ 2,105	\$ 231,746	\$ 34,712	\$ 266,458
Depreciation	\$ 353	\$ 183	\$ 183	\$ 719	\$ 78	\$ 78	\$ 353	\$ 1,228	\$ 78	\$ 1,306
Total Functional Expense and Depreciation	\$ 154,200	\$ 38,935	\$ 15,443	\$ 208,578	\$ 8,201	\$ 13,737	\$ 2,458	\$ 232,974	\$ 34,790	\$ 267,764
Changes in Net Assets	\$ (4,487)	\$ (13,351)	\$ 1,434	\$ (16,406)	\$ 46,549	\$ (1,738)	\$ (2,458)	\$ 25,949	\$ (21,790)	\$ 4,159

TENTATIVE AND PRELIMINARY
 "FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Marketing
For the Month Ending July 31, 2011

	CURRENT MONTH				YEAR - TO - DATE				
	Actual	Budget	\$ Variance	% Chg	Prior YR	Budget	Variance	Prior YR	% Chg
Revenue and Other Support									
Special Events & Functions	0	450	(450)	(100%)	450	450	(450)	450	(100%)
Placer County Funding	149,713	148,713	1,000	1%	148,713	148,713	1,000	148,713	1%
Total Revenue and Other Support	149,713	149,163	550	0%	149,163	149,163	550	149,163	0%
Expenses									
Salaries and benefits	29,316	30,282	(966)	(3%)	30,639	30,282	(966)	30,639	(3%)
Rent & Utilities	2,535	2,120	415	20%	2,120	2,120	415	2,120	20%
Telephone Services	640	837	(197)	(24%)	837	837	(197)	837	(24%)
Mail Expenses	305	314	(9)	(3%)	314	314	(9)	314	(3%)
Insurance & Bonding	94	105	(11)	(11%)	105	105	(11)	105	(11%)
Supplies	44	124	(80)	(65%)	124	124	(80)	124	(65%)
Equipment Sup. & Maint.	200	113	87	77%	113	113	87	113	77%
Taxes, Licenses & Fees	204	0	204	0%	0	0	204	0	0%
Equip. Rental / Leasing	123	249	(126)	(51%)	249	249	(126)	249	(51%)
Special Events	0	388	(388)	(100%)	388	388	(388)	388	(100%)
Autumn Food & Wine Costs	0	70	(70)	(100%)	70	70	(70)	70	(100%)
Marketing Cooperative/Media	66,000	57,107	8,893	16%	57,107	57,107	8,893	57,107	16%
Marketing Other	• 34,252	9,348	24,904	266%	9,348	9,348	24,904	9,348	266%
Associate Relations	16	26	(10)	(40%)	26	26	(10)	26	(40%)
Local Meals & Entertainment	40	37	3	9%	37	37	3	37	9%
Dues & Subscriptions	880	860	20	2%	860	860	20	860	2%
Travel	0	(125)	125	(100%)	(125)	(125)	125	(125)	(100%)
Allocated	19,200	19,200	0	0%	19,200	19,200	0	19,200	0%
Total Expense Before Depreciation/Re	153,847	121,055	32,792	27%	121,411	121,055	32,792	121,411	27%
Depreciation	353	416	(63)	(15%)	416	416	(63)	416	(15%)
Total Expense	154,200	121,471	32,729	27%	121,827	121,471	32,729	121,827	27%
Changes in Unrestricted Net Assets	(4,487)	27,692	(32,179)	(116%)	27,336	27,692	(32,179)	27,336	(116%)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Conference
For the Month Ending July 31, 2011

	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	% Chg	Prior YR	% Chg	Budget	Variance	Prior YR	% Chg
Revenue and Other Support										
Member Dues	678	642	36	6%	642	6%	642	36	642	6%
Commissions & Booking Fees	(929)	59,940	(60,869)	(102%)	59,940	(102%)	59,940	(60,869)	59,940	(102%)
Placer County Funding	25,834	25,836	(2)	0%	25,834	0%	25,836	(2)	25,834	0%
Total Revenue and Other Support	25,583	86,418	(60,835)	(70%)	86,415	(70%)	86,418	(60,835)	86,415	(70%)
Expenses										
Salaries and benefits	15,051	15,521	(470)	(3%)	15,785	(3%)	15,521	(470)	15,785	(3%)
Rent & Utilities	1,294	1,081	213	20%	1,081	20%	1,081	213	1,081	20%
Telephone Services	299	270	29	11%	270	11%	270	29	270	11%
Mail Expenses	99	30	69	229%	30	229%	30	69	30	229%
Insurance & Bonding	49	54	(5)	(10%)	54	(10%)	54	(5)	54	(10%)
Supplies	45	94	(49)	(52%)	94	(52%)	94	(49)	94	(52%)
Equipment Sup. & Maint.	78	459	(381)	(83%)	459	(83%)	459	(381)	459	(83%)
Taxes, Licenses & Fees	106	0	106	0%	0	0%	0	106	0	0%
Equip. Rental / Leasing	123	174	(51)	(29%)	174	(29%)	174	(51)	174	(29%)
Marketing Cooperative/Media	16,000	18,369	(2,369)	(13%)	18,369	(13%)	18,369	(2,369)	18,369	(13%)
Associate Relations	8	13	(5)	(38%)	13	(38%)	13	(5)	13	(38%)
Allocated	5,600	5,600	0	0%	5,600	0%	5,600	0	5,600	0%
Total Expense Before Depreciation/Re	38,752	41,665	(2,914)	(7%)	41,929	(7%)	41,665	(2,914)	41,929	(7%)
Depreciation	183	210	(27)	(13%)	210	(13%)	210	(27)	210	(13%)
Total Expense	38,935	41,875	(2,941)	(7%)	42,139	(7%)	41,875	(2,941)	42,139	(7%)
Changes in Unrestricted Net Assets	(13,351)	44,543	(57,894)	(130%)	44,276	(130%)	44,543	(57,894)	44,276	(130%)

TENATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Transportation
For the Month Ending July 31, 2011

DESCRIPTION	CURRENT MONTH				YEAR - TO - DATE					
	Actual	Budget	\$ Variance	Prior YR	% Chg	Actual	Budget	Variance	Prior YR	% Chg
Revenue and Other Support	54,750	54,750	0	54,750	0%	54,750	54,750	0	54,750	0%
Placer County Funding	54,750	54,750	0	54,750	0%	54,750	54,750	0	54,750	0%
Total Revenue and Other Support	54,750	54,750	0	54,750	0%	54,750	54,750	0	54,750	0%
Expenses	4,114	6,372	(2,258)	6,504	(35%)	4,114	6,372	(2,258)	6,504	(35%)
Salaries and benefits	886	759	127	759	17%	886	759	127	759	17%
Rent & Utilities	182	130	52	130	40%	182	130	52	130	40%
Telephone Services	30	34	(4)	34	(12%)	30	34	(4)	34	(12%)
Insurance & Bonding	18	50	(32)	50	(65%)	18	50	(32)	50	(65%)
Supplies	48	36	12	36	33%	48	36	12	36	33%
Equipment Sup. & Maint.	65	0	65	0	0%	65	0	65	0	0%
Taxes, Licenses & Fees	111	134	(23)	134	(17%)	111	134	(23)	134	(17%)
Equip. Rental / Leasing	375	43,704	(43,329)	43,704	(99%)	375	43,704	(43,329)	43,704	(99%)
Project Costs	5	8	(3)	8	(38%)	5	8	(3)	8	(38%)
Associate Relations	193	0	193	0	0%	193	0	193	0	0%
Automobile Expenses	2,096	2,096	0	2,096	0%	2,096	2,096	0	2,096	0%
Allocated	8,123	53,323	(45,200)	53,454	(85%)	8,123	53,323	(45,200)	53,454	(85%)
Total Expense Before Depreciation/Re	78	105	(27)	105	(26%)	78	105	(27)	105	(26%)
Depreciation	8,201	53,428	(45,227)	53,559	(85%)	8,201	53,428	(45,227)	53,559	(85%)
Total Expense	46,549	1,322	45,227	1,191	*****	46,549	1,322	45,227	1,191	*****
Changes in Unrestricted Net Assets										

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Visitor Information
For the Month Ending July 31, 2011

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE				
	Actual	Budget	\$ Variance	Prior YR	Budget	Variance	Prior YR	% Chg
Revenue and Other Support								
Retail Sales & Other	5,044	5,612	(568)	5,612	5,612	(568)	5,612	(10%)
Placer County Funding	11,833	12,833	(1,000)	12,833	12,833	(1,000)	12,833	(8%)
Total Revenue and Other Support	16,878	18,445	(1,567)	18,445	18,445	(1,567)	18,445	(8%)
Expenses								
Salaries and benefits	10,900	14,961	(4,061)	15,317	14,961	(4,061)	15,317	(27%)
Rent & Utilities	715	447	268	447	447	268	447	60%
Telephone Services	135	126	9	126	126	9	126	7%
Mail Expenses	10	5	5	5	5	5	5	109%
Insurance & Bonding	49	54	(5)	54	54	(5)	54	(10%)
Supplies	55	258	(203)	258	258	(203)	258	(79%)
Equipment Sup. & Maint.	128	459	(331)	459	459	(331)	459	(72%)
Taxes, Licenses & Fees	193	0	193	0	0	193	0	0%
Equip. Rental / Leasing	369	360	9	360	360	9	360	3%
Cost of Goods Sold	287	627	(341)	627	627	(341)	627	(54%)
Classified Ads	165	0	165	0	0	165	0	0%
Associate Relations	8	13	(5)	13	13	(5)	13	(38%)
Credit Card Fees	75	104	(29)	104	104	(29)	104	(28%)
Allocated	2,173	2,173	0	2,173	2,173	0	2,173	0%
Total Expense Before Depreciation/Re	15,260	19,587	(4,327)	19,942	19,587	(4,327)	19,942	(22%)
Depreciation	183	210	(27)	210	210	(27)	210	(13%)
Total Expense	15,443	19,797	(4,354)	20,152	19,797	(4,354)	20,152	(22%)
Changes in Unrestricted Net Assets	1,434	(1,352)	2,786	(1,707)	(1,352)	2,786	(1,707)	(206%)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Chamber of Commerce
For the Month Ending July 31, 2011

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE			
	Actual	Budget	\$ Variance	Prior YR	Variance	Prior YR	% Chg
Revenue and Other Support							
Member Dues	9,061	9,846	(785)	9,846	(785)	9,846	(8%)
Special Events & Functions	2,937	830	2,107	830	2,107	830	254%
Total Revenue and Other Support	11,998	10,676	1,322	10,676	1,322	10,676	12%
Expenses							
Salaries and benefits	8,220	8,353	(133)	8,473	(133)	8,473	(2%)
Rent & Utilities	889	762	127	762	127	762	17%
Telephone Services	199	179	20	179	20	179	11%
Mail Expenses	0	3	(3)	3	(3)	3	(100%)
Insurance & Bonding	30	34	(4)	34	(4)	34	(12%)
Supplies	19	54	(35)	54	(35)	54	(64%)
Equipment Sup. & Maint.	48	186	(138)	186	(138)	186	(74%)
Taxes, Licenses & Fees	65	0	65	0	65	0	0%
Equip. Rental / Leasing	246	236	10	236	10	236	4%
Membership Events/Newsletter	1,514	398	1,116	398	1,116	398	281%
Associate Relations	5	8	(3)	8	(3)	8	(38%)
Credit Card Fees	193	58	135	58	135	58	232%
Allocated	2,231	2,231	0	2,231	0	2,231	0%
Total Expense Before Depreciation/Re	13,659	12,502	1,157	12,502	1,157	12,620	9%
Depreciation	78	105	(27)	105	(27)	105	(26%)
Total Expense	13,737	12,607	1,130	12,725	1,130	12,725	9%
Changes in Unrestricted Net Assets	(1,738)	(1,931)	193	(2,050)	193	(2,050)	(10%)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Management & Administration
For the Month Ending July 31, 2011

	CURRENT MONTH			YEAR - TO - DATE				
	Actual	Budget	\$ Variance	Prior YR	Budget	Variance	Prior YR	% Chg
Revenue and Other Support								
Miscellaneous	1	4,079	(4,078)	4,079	4,079	(4,078)	4,079	(100%)
Interest & Investment Income	0	103	(103)	103	103	(103)	103	(100%)
Total Revenue and Other Support	1	4,182	(4,181)	4,182	4,182	(4,181)	4,182	(100%)
Expenses								
Salaries and benefits	30,554	31,842	(1,288)	32,102	31,842	(1,288)	32,102	(4%)
Rent & Utilities	2,713	2,120	593	2,120	2,120	593	2,120	28%
Telephone Services	490	335	155	335	335	155	335	46%
Mail Expenses	19	13	6	13	13	6	13	50%
Insurance & Bonding	94	105	(11)	105	105	(11)	105	(11%)
Supplies	839	124	715	124	124	715	124	577%
Equipment Sup. & Maint.	437	499	(62)	499	499	(62)	499	(12%)
Taxes, Licenses & Fees	256	0	256	0	0	256	0	0%
Miscellaneous Expense	0	0	0	0	0	0	0	0%
Equip. Rental / Leasing	148	268	(120)	268	268	(120)	268	(45%)
Professional Fees Legal/Accounting	0	420	(420)	420	420	(420)	420	(100%)
Associate Relations	16	26	(10)	26	26	(10)	26	(40%)
Board Functions	646	407	239	407	407	239	407	59%
Travel	304	0	304	0	0	304	0	0%
Allocated	(34,411)	(34,411)	0	(34,411)	(34,411)	0	(34,411)	0%
Total Expense Before Depreciation/Re	2,105	1,748	357	2,009	1,748	357	2,009	20%
Depreciation	353	416	(63)	416	416	(63)	416	(15%)
Total Expense	2,458	2,164	294	2,425	2,164	294	2,425	14%
Changes in Unrestricted Net Assets	(2,458)	2,018	(4,475)	1,757	2,018	(4,475)	1,757	(222%)

TENTATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

North Lake Tahoe Resort Association
Statement of Activities and Changes in Net Assets
Infrastructure
For the Month Ending July 31, 2011

DESCRIPTION	CURRENT MONTH			YEAR - TO - DATE		
	Actual	Budget	% Chg	Actual	Budget	% Chg
Revenue and Other Support	0	13	(100%)	0	13	(100%)
Interest & Investment Income	13,000	13,000	0%	13,000	13,000	0%
Placer County Funding	13,000	13,013	0%	13,000	13,013	0%
Total Revenue and Other Support	27,899	10,091	176%	27,899	10,091	176%
Expenses	886	759	17%	886	759	17%
Salaries and benefits	182	130	40%	182	130	40%
Rent & Utilities	0	1	(100%)	0	1	(100%)
Telephone Services	30	34	(12%)	30	34	(12%)
Mail Expenses	18	50	(65%)	18	50	(65%)
Insurance & Bonding	65	36	172%	65	36	172%
Supplies	111	0	0%	111	0	0%
Equipment Sup.& Maint.	2,115	134	(17%)	2,115	134	(17%)
Taxes, Licenses & Fees	5	375	464%	5	375	464%
Equip. Rental / Leasing	193	8	(38%)	193	8	(38%)
Project Costs	3,111	3,111	0%	3,111	3,111	0%
Associate Relations	34,712	14,729	136%	34,712	14,729	136%
Automobile Expenses	78	105	(26%)	78	105	(26%)
Allocated	34,790	14,834	135%	34,790	14,834	135%
Total Expense Before Depreciation/Re	(21,790)	(1,821)	*****	(21,790)	(1,821)	*****
Depreciation	19,983	19,983	0%	19,983	19,983	0%
Total Expense	78	(27)	(26%)	78	(27)	(26%)
Changes in Unrestricted Net Assets	34,790	14,834	135%	34,790	14,834	135%
	(21,790)	(1,821)	*****	(21,790)	(1,821)	*****

TENATIVE AND PRELIMINARY
"FOR DISCUSSION PURPOSES ONLY"

July Accounts Receivable

Customer Account	Customer/Business Name	Chamber/Conf Member Dues	Membership Functions	Group Commissions	STN Vouchers	Misc.						
Total		age amount	age amount	age amount	age amount	age amount	age	amount	age	amount	age	amount
75.00	Bank of the West		30 75.00									6/14/11 (08946) Email blast
174.66	Book It						30	174.66				6/16/11 (09056) STN vouchers
500.00	Boulder Bay		90 500.00									4/6/11 (08857) Suppl serv
500.00	Boulder Bay		60 500.00									5/13/11 Suppl serv
500.00	Boulder Bay		30 500.00									6/14/11 Suppl serv
500.00	Boulder Bay		new 500.00									7/20/11 Suppl serv
75.00	Cal Neva		new 75.00									7/31/11 (09164) Email blast
75.00	Charter Business		30 75.00									6/14/11 (08947) Email blast
75.00	Charter Business		30 75.00									6/27/11 (09047) Email blast
174.66	Cheap Tickets						30	174.66				6/16/11 (09057) STN vouchers
1,222.62	Cheap Tickets						30	1,222.62				6/30/11 STN vouchers
75.00	Creative Concepts		30 75.00									6/14/11 (08948) Email blast
75.00	Creative Concepts		30 75.00									6/27/11 (09048) Email blast
75.00	Creative Concepts		30 75.00									6/30/11 (09064) Email blast
75.00	Creative Concepts		new 75.00									7/5/11 (09070) Email blast
75.00	Creative Concepts		new 75.00									7/5/11 (09071) Email blast
60.00	Emico Media		30 60.00									6/14/11 (08949) Email blast
120.00	Emico Media		30 120.00									6/14/11 (08950) Email blast
75.00	Emico Media		30 75.00									6/27/11 (09050) Email blast
75.00	Emico Media		30 75.00									6/30/11 (09065) Email blast
349.32	Expedia						30	349.32				6/16/11 (09059) STN vouchers
174.66	GoGo						30	174.66				6/16/11 (09058) STN vouchers
60.00	Granibakken		30 60.00									6/14/11 (08951) Email blast
451.50	Hampton Inn			30 451.50								6/1/11 (09061) Groups
976.06	Homewood Mt Resort						30	976.06				6/30/11 (09073) Lost STN vouchers
500.00	Homewood Village		60 500.00									5/13/11 Suppl serv
500.00	Homewood Village		30 500.00									6/14/11 Suppl serv
500.00	Homewood Village		new 500.00									7/20/11 Suppl serv
16,546.86	LTVA								30	16,546.86		6/30/11 (09151) Amgen expenses
465.76	Mark Travel											4/25/11 (08879) STN vouchers
75.00	Northstar		new 75.00									7/31/11 (09160) Email blast
15,316.70	NLT Marketing Co-op								30	15,316.70		6/30/11 June cc exp & MTRiP
124.83	NLT Marketing Co-op								30	124.83		6/30/11 Reimbursement
298.00	Squaw Valley Ski Museum		new 298.00									3/7/11 (08830) Merchandise
174.66	Orbitz								30	174.66		6/16/11 (09060) STN vouchers



Topics of Discussion
FY 11/12

- October: Audit/Taxes
- November: Benefits
- December: Accounting Software
- January: 6 month Forecast
- February:
- March: Contract, Scope of Work/Budget
- April: 9 month Forecast
- May:
- June: Organization Budget

DOCKSIDE 700
700 NO. LAKE BLVD
TAHOE CITY, CA 96145
ph 530-581-0303

THANK YOU from everyone at Dockside 700
FOOTBALL SPECIALS ALL SEASON LONG!!!!

TABLE: Porch 18:2 - 5 Guests
Your Server was Stephanie
9/29/2011 2:18:20 PM - ID #: 0062486

ITEM	QTY	PRICE
Half Pound Matty Burger	1	\$9.95
- Cheddar		\$1.00
- Dijon		\$0.50
Veggie Wrap	1	\$6.95
Lunch Mandarin Chicken Sa	1	\$8.95
Lunch Mandarin Chicken Sa	1	\$8.95
Lunch Special	1	\$9.95
Cup Soup Of The Day	1	\$3.95
D-Cookie	(2@)	\$2.95 \$5.90
Hones T	(3@)	\$2.25 \$6.75
HOUSE ICED TEA	(2@)	\$2.25 \$4.50
Subtotal		\$67.35
Total Taxes		\$4.88
Grand Total		\$72.23
Amount Due:		\$72.23

Credit Purchase

Name : HALL/SANDRA
CC Type : MasterCard
CC Num : xxxx xxxx xxxx 4925
Reference : 37875
Approval : 051366
Server : Stephanie
Ticket Name : Porch 18:2

Payment Amount: \$72.23

Tip: 14.00

Total: 186.23

x *Sandra L Hall*
CUSTOMER COPY

I agree to pay the amount shown above.

WEDNESDAY NIGHTS: Jack's Jams Open Mic!
EVERYDAY is Happy Hour! 4-6pm

Thank you, Sandra
DOCKSIDE 700
700 NO. LAKE BLVD
TAHOE CITY, CA 96145
ph 530-581-0303

Guest Check
THANK YOU from everyone at Dockside 700
FOOTBALL SPECIALS ALL SEASON LONG!!!!

TABLE: Porch 18:2 - 5 Guests
Your Server was Stephanie
9/29/2011 1:47:30 PM - ID #: 0062486

ITEM	QTY	PRICE
Half Pound Matty Burger		\$9.95
- Cheddar		\$1.00
- Dijon		\$0.50
Veggie Wrap	1	\$6.95
Lunch Mandarin Chicken Sa	1	\$8.95
Lunch Mandarin Chicken Sa	1	\$8.95
Lunch Special	1	\$9.95
Cup Soup Of The Day	1	\$3.95
D-Cookie	(2@)	\$2.95 \$5.90
Hones T	(3@)	\$2.25 \$6.75
HOUSE ICED TEA	(2@)	\$2.25 \$4.50
Subtotal		\$67.35
Total Taxes		\$4.88
Grand Total		\$72.23
Amount Due:		\$72.23

Bankers Focus Group

WEDNESDAY NIGHTS: Jack's Jams Open Mic!
EVERYDAY is Happy Hour! 4-6pm
Guest Check

Asante Lakeside Fitne
850 N Lake Blvd
TAHOE CITY, CA 96145
530-583-4283

TERMINAL I.D.: 70254623
MERCHANT #: 399801044931

UISA
*****5889
SALE
BATCH: 000177 INU: 000007
RRN: 127316205178 AUTH: 03062C

SEP 30, 11 09:11

TOTAL \$154.00

SANDY HALL

CUSTOMER COPY