



PO Box 884 – Tahoe City, CA 96145 Ph. - (530) 581.8700 Fx. – (530) 581.1686

FINANCE COMMITTEE

Thursday, September 29, 2016 3:00 pm – 4:00 pm

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Erin Casey, Eric Pilcher, Ramona Cruz

COMMITTEE MEMBERS NOT PRESENT: Mike Salmon

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

OTHERS IN ATTENDANCE:

A. Call to Order – Establish Quorum:

- The meeting was called to order at 3:05 pm by Ramona Cruz and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval

M/S/C (Erin Casey/Ramona Cruz) (3-0-0) motion to approve agenda amendments.

D. Approval of Finance Committee Meetings Minutes, August 19, 2016 and July 21, 2016 Finance Committee minutes.

M/S/C (Erin Casey/Ramona Cruz) (3-0-0) motion to approve the August 19, 2016 Finance Committee minutes.

M/S/C (Erin Casey/Eric Pilcher) (2-0-1) motion to approve the July 21, 2016 Finance Committee Meeting Minutes. Ramona Cruz abstained since she was not present at the July 21, 2016 Meeting.

REVIEW ACTION ITEMS:

Action Item 4: QuickBooks A/P customer and vendor reconciliation. Al will incorporate reconciliation, will move forward with A/R report when audit is complete.

- o Discussion: Defer to next month.

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

- o Discussion: Al stated it has been paid and was not in the NLTRA budget. Awaiting Resolution with County.

Eric Pilcher arrived to meeting at 3:13 pm.

Discussion of inaccuracies on QuickBooks graphs from July 21st packet, page 29.

Action Item 7: Al to look into inaccuracies on QuickBooks graphs from July, 21st packet, page 29.

- o Discussion: Al stated it has been corrected and completed.

Action Item 8: Al to check with Jason Regarding 5 A/R Aging Summary balances.

- o Discussion: All were hotels. The two remaining of the original 5 that were questioned – Northstar confirmed that they have the documents they need to make payment, which we will be collecting. Ritz Carlton payment is in process. The only one that will carry forward is the Resort at Squaw Creek.

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

- o Discussion: Decided to defer to next month. Ratios, percentage tables and allocations are being reviewed and corrected.

Action Item 10: Erin asked to find out how many are past due or delinquent of the 120+ past due.

- o Discussion: Relating to Membership – 65 individuals are past due totaling \$14,185.

Action Item 12: Al requested something in writing proving/stating Erin is a board member in Jennifer's absence.

- o Discussion: Item is complete.

E. Discussion of July and August 2016 Financial Statements (Prior to any 15-16 Audit Adjustments).

- Discussion:
 - July and August have already been reviewed and August YTD is the most relevant.
 - Page 11 Transportation Management Association is the Research and Planning allocation.
 - Workers Comp calculation is not included, should be allocated monthly.
 - Budget coding is being corrected based on the current budget.
 - Budget is not balanced to zero due to Admin allocation.
 - July had significant increase of allocations over budget due to it being early in the cycle and as the season progresses it will show it as closer to the budget.
 - Merchandise Sales will be more closely monitored.

Action Item 5: Look at merchandise sales in VIC budget going forward.

- Membership in July and Administration Salaries and Wages. Profession Fee offset, due to hiring Connie.
- August will be adding 15% of revenues for an allowance each month on 1201-02.
- P&L showing under budget which is right where it should be this time of year.
- Page 38 Conference, less commissions than budgeted, see page 48, YTD shows \$18,000 over budget.
- Page 40 VIC, Salaries higher than budget, compare to YTD, July and August are big months and after 6 months in it should level out.
- Page 53. Budget will have to be revised after January.
- Page 55 Admin Salaries, same issues. Overall under budget.
- Page 56, was a budget including Judy's salary, and she is no longer an employee.
- July & August the salary budget is less two people which is the bulk of the difference.
- IVC Emily was on maternity leave last year which explains most of the difference.
- Page 64 membership will be reevaluated after January. In prior years, Ginger had received an incentive in 15/16 that was not accrued. This should have been put into Marketing and not in Membership. There was no incentive received in 16/17.

Action Item 7: AI will look into Salaries and Wages (5000-00) for Membership-60. Budget vs. Actual should match.

- 15/16 Audit Discussion - AI reviewed what happened with the audit. Outstanding items will be focused on this Friday and Monday. AI explained what is happening with Placer County - withheld amounts and grant booking.
 - Erin explained what the county is looking for; accurate Budget to Actual amounts from 15/16 & 16/17 and consistency with reports. The consequence of losing Placer County's confidence is losing the contract with the County. Erin reported that the County is gaining confidence and said that there are steps being taken that will make a positive difference.

F. Supplemental Information

- Dashboard Report:
 - The Dashboard Report shows July, but should be August.
 - Visitors should be August as well.
 - Infrastructure fund balances are correct.

Action Item 10: AI will make corrections on Dashboard Report to reflect correct month of August. Visitors as well.

Action Item 11: AI will make corrections to Conference Revenue Statistics. Should state booked to August and Sales Tax should reflect July.

Action Item 12: Simplified Membership Report.

Action Item 13: Correction made to graph on page 69.

G. Approval of CEO Expenses

- Erin commented that receipts should be itemized in the future.

M/S/C (Erin Casey/Eric Pilcher) (3-0-0) motion to approve August CEO Expenses.

H. Committee Member Comments:

- None.

I. Adjourn

- Finance Committee Meeting was adjourned at 4:27 pm.

North Lake Tahoe Resort Association

Balance Sheet

As of September 30, 2016

Sep 30, 16

ASSETS

Current Assets

Checking/Savings

1001-00 · Petty Cash	1,000.00
1003-00 · Cash - Operations BOTW #6712	572,105.74
1007-00 · Cash - Payroll BOTW #7421	2,511.45
1008-00 · Marketing Reserve - Plumas	50,037.00
1009-00 · Cash Flow Reserve - Plumas	100,098.68
1071-00 · Payroll Reserves BOTW #8163	29,581.56
1080-00 · Special Events BOTW #1626	100,189.44
10950 · Cash in Drawer	1,059.50

Total Checking/Savings	856,583.37
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Accounts Receivable

1200-00 · Quickbooks Accounts Receivable	84,148.88
1290-00 · A/R - TOT	152,956.00

Total Accounts Receivable	237,104.88
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Other Current Assets

1200-99 · AR Other	1,614.30
12000 · Undeposited Funds	703.74

1201-00 · WebLink Accounts Receivable	21,240.00
1201-02 · Allowance for Doubtful Accounts	-7,633.50
12100 · Inventory Asset	27,057.16

1299 · Receivable from NLTMC	12,123.34
1490-00 · Security Deposits	50.00

Total Other Current Assets	55,155.04
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Total Current Assets	1,148,843.29
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Fixed Assets

1700-00 · Furniture & Fixtures	68,767.95
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95
1740-00 · Computer Equipment	43,766.13
1741-00 · Accum. Depr. - Computer Equip	-42,419.87
1750-00 · Computer Software	34,993.97
1751-00 · Accum. Amort. - Software	-33,888.33
1770-00 · Leasehold Improvements	24,283.86
1771-00 · Accum. Amort - Leasehold Impr	-24,117.38

Total Fixed Assets	2,618.38
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Other Assets

1400-00 · Prepaid Expenses	
1410-00 · Prepaid Insurance	2,946.94
1430-00 · Prepaid 1st Class Postage	1,000.00
1400-00 · Prepaid Expenses - Other	5,579.10

Total 1400-00 · Prepaid Expenses	9,526.04
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Total Other Assets	9,526.04
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TOTAL ASSETS	1,160,987.71
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LIABILITIES & EQUITY

Liabilities

Current Liabilities

Accounts Payable

2000-00 · Accounts Payable	119,714.81
2001-00 · Credit Card Payable	22,921.05

Total Accounts Payable	142,635.86
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Other Current Liabilities

21000 · Salaries/Wages/Payroll Liabilit	
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10/25/16

Accrual Basis

North Lake Tahoe Resort Association

Balance Sheet

As of September 30, 2016

	<u>Sep 30, 16</u>
2101-00 · Incentive Payable	12,500.00
2102-00 · Commissions Payable	3,068.06
2100-00 · Salaries / Wages Payable	35,727.65
2120-00 · Empl. Federal Tax Payable	2,888.75
2175-00 · 401 (k) Plan	1,104.44
2180-00 · Estimated PTO Liability	60,648.50
24100 · Wage Garnishment Payable	842.13
Total 21000 · Salaries/Wages/Payroll Liabilit	116,779.53
2190-00 · Sales and Use Tax Payable	
25500 · *Sales Tax Payable	2,582.37
Total 2190-00 · Sales and Use Tax Payable	2,582.37
2250-00 · Accrued Expenses	43,288.31
2400-60 · Deferred Revenue- Member Dues	51,681.25
2651-00 · Deferred Rev - Conference	7,425.00
Total Other Current Liabilities	221,756.46
Total Current Liabilities	364,392.32
Total Liabilities	364,392.32
Equity	
32000 · Unrestricted Net Assets	152,961.48
3300-11 · Designated Marketing Reserve	266,694.00
3301 · Cash Flow Reserve	100,050.45
3302 · Marketing Cash Reserve	50,018.91
Net Income	226,870.55
Total Equity	796,595.39
TOTAL LIABILITIES & EQUITY	1,160,987.71

North Lake Tahoe Resort Association

Profit & Loss

September 2016

10/25/16

Accrual Basis

	<u>Sep 16</u>
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	314,665.00
4200-00 · Membership Ann/Conf Dues	11,211.59
4201-00 · New Member Fees	75.00
4250-00 · Revenues-Membership Activities	
4250-02 · Tourism Summit	875.00
4250-00 · Revenues-Membership Activities - Other	<u>1,305.00</u>
Total 4250-00 · Revenues-Membership Activities	2,180.00
4251-00 · Revenue-Tue AM Breakfast Club	1,125.00
4502-00 · Non-retail VIC income	-383.25
4600-00 · Commissions	1,829.40
46000 · Merchandise Sales	<u>9,458.42</u>
Total Income	<u>340,161.16</u>
Gross Profit	340,161.16
Expense	
5000-00 · Salaries & Wages	
5010-00 · Sales Commissions	3,630.12
5020-00 · P/R - Tax Expense	9,414.92
5030-00 · P/R - Health Insurance Expense	9,644.86
5040-00 · P/R - Workmans Comp	976.50
5060-00 · 401 (K)	3,758.29
5070-00 · Other Benefits and Expenses	361.93
5000-00 · Salaries & Wages - Other	<u>112,391.77</u>
Total 5000-00 · Salaries & Wages	140,178.39
5100-00 · Rent	
5110-00 · Utilities	855.80
5140-00 · Repairs & Maintenance	96.79
5150-00 · Office - Cleaning	672.40
5100-00 · Rent - Other	<u>12,196.36</u>
Total 5100-00 · Rent	13,821.35
5310-00 · Telephone	
5320-00 · Telephone	<u>2,471.58</u>
Total 5310-00 · Telephone	2,471.58
5420-00 · Mail - USPS	
5480-00 · Mail - Fed Ex	<u>144.30</u>
Total 5420-00 · Mail - USPS	144.30
5510-00 · Insurance/Bonding	572.58
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	177.14
5520-00 · Supplies - Other	<u>1,065.51</u>
Total 5520-00 · Supplies	1,242.65
5610-00 · Depreciation	115.07
5700-00 · Equipment Support & Maintenance	1,157.94
5710-00 · Taxes, Licenses & Fees	2,172.07
5740-00 · Equipment Rental/Leasing	1,315.67
5800-00 · Training Seminars	892.11
5820 · Sales CRM/CMS	1,074.80
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	940.00
5920-00 · Professional Fees - Accountant	<u>11,170.00</u>
Total 5900-00 · Professional Fees	12,110.00

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10/25/16

Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss
September 2016

	<u>Sep 16</u>
5941-00 · Research & Planning	750.00
6023-00 · Autumn Food & Wine	
6025-00 · AFW- Postage	17.88
6023-00 · Autumn Food & Wine - Other	24,999.98
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Total 6023-00 · Autumn Food & Wine	25,017.86
6420-00 · Sponsorship	
6421-00 · New Event Development	3,280.38
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Total 6420-00 · Sponsorship	3,280.38
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	627.81
6442-00 · Public Relations/Website	81.00
6423-00 · Membership Activities - Other	1,514.25
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Total 6423-00 · Membership Activities	2,223.06
6437-00 · Tuesday Morning Breakfast Club	528.00
6490-00 · Classified Ads	225.00
6730-00 · Marketing Cooperative/Media	126,500.00
6742-00 · Non-NLT Co-Op Marketing Program	1,035.27
6743-00 · BACC Marketing Programs	
6743-04 · High Notes	1,440.00
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Total 6743-00 · BACC Marketing Programs	1,440.00
7500-00 · Trade Shows/Travel	15.00
8100-00 · Cost of Goods Sold	
51100 · Freight and Shipping Costs	24.96
59900 · POS Inventory Adjustments	-15.66
8100-00 · Cost of Goods Sold - Other	4,474.46
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Total 8100-00 · Cost of Goods Sold	4,483.76
8200-00 · Associate Relations	1,495.00
8300-00 · Board Functions	250.00
8500-00 · Credit Card Fees	582.39
8700-00 · Automobile Expenses	926.16
8750-00 · Meals/Meetings	902.09
8810-00 · Dues & Subscriptions	1,108.81
8910-00 · Travel	3,447.82
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Total Expense	351,479.11
Net Ordinary Income	-11,317.95
Other Income/Expense	
Other Expense	
8990-00 · Allocated	0.00
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Total Other Expense	0.00
Net Other Income	0.00
Net Income	<hr/> <hr/> -11,317.95

**North Lake Tahoe Resort Association
A/R Aging Summary
As of September 30, 2016**

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
968 Park Hotel	550.00	0.00	0.00	0.00	0.00	550.00
Aston Lakeland Village Resort	550.00	0.00	0.00	0.00	0.00	550.00
Cedar House Sport Hotel	550.00	0.00	0.00	0.00	0.00	550.00
DSC (Destination Services Corporation)	550.00	0.00	0.00	0.00	0.00	550.00
Forest Suites Resort	550.00	0.00	0.00	0.00	0.00	550.00
Hampton Inn & Suites	550.00	0.00	0.00	0.00	0.00	550.00
Hard Rock Hotel & Casino Lake Tahoe	1,631.35	0.00	0.00	0.00	0.00	1,631.35
Harrah's/Harveys Casino	7,516.00	0.00	0.00	0.00	0.00	7,516.00
Hotel Truckee - Tahoe	550.00	0.00	0.00	0.00	0.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	550.00	0.00	0.00	0.00	0.00	550.00
MontBleu	550.00	0.00	0.00	0.00	0.00	550.00
Northstar California	0.00	0.00	0.00	10,312.80	8,754.04	19,066.84
PlumpJack Squaw Valley Inn	0.00	0.00	0.00	1,486.28	0.00	1,486.28
Resort at Squaw Creek*	0.00	15,336.30	0.00	21,831.70	2,461.62	39,629.62
Rocky Mountain Connections	550.00	0.00	0.00	0.00	0.00	550.00
Squaw Valley Lodge/Granite Peak Managemen	0.00	0.00	0.00	2,793.55	0.00	2,793.55
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe Mountain Resorts Lodging	550.00	0.00	0.00	0.00	0.00	550.00
Tahoe Truckee Unified School District	0.00	690.00	0.00	0.00	0.00	690.00
Tahoma Lodge	0.00	0.00	0.00	0.00	200.00	200.00
The Beach Retreat	550.00	0.00	0.00	0.00	0.00	550.00
The Landing Resort & Spa	550.00	0.00	0.00	0.00	0.00	550.00
The Ridge Tahoe	550.00	0.00	0.00	0.00	0.00	550.00
The Ritz-Carlton	0.00	0.00	0.00	0.00	3,247.50	3,247.50
TOTAL	<u>16,847.35</u>	<u>16,026.30</u>	<u>0.00</u>	<u>36,424.33</u>	<u>14,850.90</u>	<u>84,148.88</u>

Accounts Receivable Summary

Invoices With Apply Dates Through September 30, 2016
 Aged as of Friday, September 30, 2016

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	290.00	290.00
Dues		0.00	2,765.00	1,360.00	140.00	1,470.00	13,875.00	19,610.00
Email Blast		0.00	1,200.00	0.00	75.00	0.00	20.00	1,295.00
TMBC		0.00	0.00	0.00	0.00	15.00	0.00	15.00
Tourism Summit		0.00	25.00	0.00	0.00	0.00	0.00	25.00
Total Open Invoices		0.00	3,990.00	1,360.00	215.00	1,485.00	14,185.00	21,235.00

Unapplied Payments With Payment Dates Prior to and Including 09/30/2016

5.00

Pre-Payments: Payments Made Prior to 09/30/2016 on Invoices With Apply Dates After 09/30/2016

Total Pre-Payments

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

21,230.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of September 30, 2016

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
101.5 Truckee Tahoe Radio*	100.00	0.00	0.00	0.00	0.00	100.00
ADP	66.43	0.00	0.00	0.00	0.00	66.43
AI Priester	13.23	0.00	0.00	0.00	0.00	13.23
Anne-Karin Atwood*	53.40	0.00	0.00	0.00	0.00	53.40
AT & T*	0.00	123.57	0.00	0.00	0.00	123.57
Connie Radoff	1,330.00	0.00	0.00	0.00	0.00	1,330.00
Digital Matrix	0.00	521.89	0.00	0.00	0.00	521.89
DMAwest, Inc.	0.00	0.00	0.00	1,030.00	0.00	1,030.00
FP Mailing Solutions	154.80	0.00	0.00	0.00	0.00	154.80
Greg Howey*	111.65	0.00	0.00	0.00	0.00	111.65
Houston Magnani & Assoc, Inc.	750.00	0.00	0.00	0.00	0.00	750.00
IVCB Visitors Bureau*	0.00	0.00	0.00	0.00	2,681.46	2,681.46
John Thompson*	127.98	0.00	0.00	0.00	0.00	127.98
Kahn Investment Company	-11,736.36	0.00	0.00	0.00	0.00	-11,736.36
Kym Fabel	135.48	0.00	0.00	0.00	0.00	135.48
McClintock Accountancy	7,400.00	0.00	0.00	0.00	0.00	7,400.00
Moonshine Ink*, LLC	0.00	257.81	0.00	0.00	0.00	257.81
North Lake Tahoe Event Center	1,133.28	0.00	0.00	0.00	0.00	1,133.28
Porter Simon*	940.00	0.00	0.00	0.00	0.00	940.00
Principal Financial Group	0.00	0.00	-200.27	0.00	0.00	-200.27
Print Art/Sierra Mail*	0.00	332.18	0.00	0.00	0.00	332.18
Ricoh USA	1,110.80	0.00	0.00	0.00	0.00	1,110.80
Ron Treabess	94.08	0.00	0.00	0.00	0.00	94.08
Sandy Evans Hall*	37.00	0.00	0.00	0.00	0.00	37.00
Sarah Winters	40.00	0.00	0.00	0.00	0.00	40.00
Sierra Nevada Media Group*, Inc.	250.00	0.00	0.00	0.00	0.00	250.00
Sprint	216.00	0.00	0.00	0.00	0.00	216.00
Swigard's True Value Hardware, Inc.*	96.79	0.00	0.00	0.00	0.00	96.79
Vail Resorts	112,654.00	0.00	0.00	0.00	0.00	112,654.00
YIG Administration	-110.39	0.00	0.00	0.00	0.00	-110.39
TOTAL	114,968.17	1,235.45	-200.27	1,030.00	2,681.46	119,714.81

**North Lake Tahoe Resort Association
Profit & Loss by Class
September 2016**

2:27 PM
10/25/16
Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	Unclassified	TOTAL
Ordinary Income/Expense									
Income									
4050-00 - County of Placer TOT Funding	222,140.00	24,133.00	22,018.00	27,827.00	18,547.00	0.00	0.00	0.00	314,665.00
4200-00 - Membership Ann/Conf Dues	0.00	825.00	0.00	0.00	0.00	10,386.59	0.00	0.00	11,211.59
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	75.00	0.00	0.00	75.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	875.00	0.00	0.00	875.00
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	1,305.00	0.00	0.00	1,305.00
4250-00 - Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	2,180.00	0.00	0.00	2,180.00
Total 4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	1,125.00	0.00	0.00	1,125.00
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	-383.25	0.00	0.00	0.00	0.00	-383.25
4502-00 - Non-retail VIC income	0.00	1,829.40	0.00	0.00	0.00	0.00	0.00	0.00	1,829.40
4600-00 - Commissions	0.00	0.00	0.00	9,458.42	0.00	0.00	0.00	0.00	9,458.42
46000 - Merchandise Sales	0.00	0.00	0.00	36,902.17	18,547.00	13,766.59	0.00	0.00	340,161.16
Total Income	222,140.00	26,787.40	22,018.00	36,902.17	18,547.00	13,766.59	0.00	0.00	340,161.16
Gross Profit	222,140.00	26,787.40	22,018.00	36,902.17	18,547.00	13,766.59	0.00	0.00	340,161.16
Expense									
5000-00 - Salaries & Wages	0.00	3,630.12	0.00	0.00	0.00	0.00	0.00	0.00	3,630.12
5010-00 - Sales Commissions	1,649.83	1,658.73	655.51	2,042.22	655.51	456.85	2,296.27	0.00	9,414.92
5020-00 - P/R - Tax Expense	4,382.12	1,016.90	360.41	1,559.92	360.39	1,053.86	911.26	0.00	9,644.86
5030-00 - P/R - Health Insurance Expense	234.36	186.01	58.59	185.54	58.59	68.36	205.05	0.00	976.50
5040-00 - P/R - Workmans Comp	853.13	880.82	356.29	802.39	356.29	59.43	449.94	0.00	3,758.29
5060-00 - 401 (k)	94.01	66.98	6.79	116.98	6.79	11.89	58.50	0.00	361.93
5070-00 - Other Benefits and Expenses	22,964.41	15,703.77	8,794.64	22,275.45	8,794.63	6,263.58	27,595.29	0.00	112,391.77
5000-00 - Salaries & Wages - Other	30,177.86	23,123.33	10,232.23	26,982.50	10,232.19	7,913.97	31,516.31	0.00	140,178.39
Total 5000-00 - Salaries & Wages	133.36	67.13	29.37	444.93	29.37	46.00	105.64	0.00	855.80
5100-00 - Rent	0.00	0.00	0.00	67.18	0.00	0.00	29.61	0.00	96.79
5110-00 - Utilities	189.23	84.82	33.85	42.31	33.85	59.23	249.31	0.00	672.40
5140-00 - Repairs & Maintenance	1,885.59	902.80	361.12	6,619.57	361.12	711.96	1,354.20	0.00	12,196.36
5150-00 - Office - Cleaning	2,188.18	1,054.55	424.34	7,173.99	424.34	817.19	1,738.76	0.00	13,821.35
5100-00 - Rent - Other	454.10	236.13	253.32	345.47	253.32	256.32	672.92	0.00	2,471.58
Total 5100-00 - Rent	454.10	236.13	253.32	345.47	253.32	256.32	672.92	0.00	2,471.58
5310-00 - Telephone	0.00	0.00	0.00	144.30	0.00	0.00	0.00	0.00	144.30
5320-00 - Telephone	108.79	108.79	17.18	143.15	17.18	51.53	125.96	0.00	572.58
Total 5310-00 - Telephone	177.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	177.14
5420-00 - Mail - USPS	406.75	19.11	7.65	133.81	7.65	33.36	457.18	0.00	1,065.51
5480-00 - Mail - Fed Ex	583.89	19.11	7.65	133.81	7.65	33.36	457.18	0.00	1,242.65
Total 5420-00 - Mail - USPS	28.76	14.96	9.21	14.96	9.21	9.21	28.76	0.00	115.07
5510-00 - Insurance/Bonding	25.33	68.67	0.00	35.00	0.00	0.00	1,028.94	0.00	1,157.94
5520-00 - Supplies	309.67	154.27	94.93	154.27	94.93	94.93	1,269.07	0.00	2,172.07
5525-00 - Supplies - Computer <\$1000	149.79	131.20	112.35	403.43	112.35	234.54	172.01	0.00	1,315.67
5520-00 - Supplies - Other	0.00	0.00	0.00	0.00	0.00	892.11	0.00	0.00	892.11
Total 5520-00 - Supplies	1,074.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,074.80
5610-00 - Depreciation	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5700-00 - Equipment Support & Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5710-00 - Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5740-00 - Equipment Rental/Leasing	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5800-00 - Training Seminars	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5820 - Sales CRM/CMS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5910-00 - Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	940.00	0.00	940.00

**North Lake Tahoe Resort Association
Profit & Loss by Class
September 2016**

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10/25/16
Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	Unclassified	TOTAL
5920-00 - Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	11,170.00	0.00	11,170.00
Total 5900-00 - Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	12,110.00	0.00	12,110.00
5941-00 - Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	0.00	750.00
6023-00 - Autumn Food & Wine	17.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.88
6025-00 - AFW- Postage	24,999.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,999.98
6023-00 - Autumn Food & Wine - Other	25,017.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	25,017.86
Total 6023-00 - Autumn Food & Wine	3,280.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,280.38
6420-00 - Sponsorship	3,280.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,280.38
6421-00 - New Event Development	3,280.38	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,280.38
Total 6420-00 - Sponsorship	6,560.76	0.00	0.00	0.00	0.00	0.00	0.00	0.00	6,560.76
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	507.81	120.00	0.00	627.81
6432-00 - Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	81.00	0.00	0.00	81.00
6442-00 - Public Relations/Website	0.00	0.00	0.00	0.00	0.00	1,514.25	0.00	0.00	1,514.25
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	2,103.06	120.00	0.00	2,223.06
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	528.00	225.00	0.00	753.00
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6490-00 - Classified Ads	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6730-00 - Marketing Cooperative/Media	117,333.33	9,166.67	0.00	0.00	0.00	0.00	0.00	0.00	126,500.00
6742-00 - Non-NLT Co-Op Marketing Program	1,035.27	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,035.27
6743-00 - BACC Marketing Programs	1,440.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,440.00
6743-04 - High Notes	1,440.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,440.00
Total 6743-00 - BACC Marketing Programs	1,440.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,440.00
7500-00 - Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 - Cost of Goods Sold	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
51100 - Freight and Shipping Costs	0.00	0.00	0.00	24.96	0.00	0.00	0.00	0.00	24.96
59900 - POS Inventory Adjustments	0.00	0.00	0.00	-15.66	0.00	0.00	0.00	0.00	-15.66
8100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	4,474.46	0.00	0.00	0.00	0.00	4,474.46
Total 8100-00 - Cost of Goods Sold	0.00	0.00	0.00	4,483.76	0.00	0.00	0.00	0.00	4,483.76
8200-00 - Associate Relations	221.49	0.00	0.00	436.76	0.00	0.00	896.75	0.00	1,495.00
8300-00 - Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	250.00	0.00	250.00
8500-00 - Credit Card Fees	0.00	0.00	0.00	67.95	0.00	514.44	0.00	0.00	582.39
8700-00 - Automobile Expenses	328.59	109.08	122.31	190.30	122.31	53.57	0.00	0.00	926.16
8750-00 - Meals/Meetings	658.62	0.00	24.00	125.01	0.00	12.00	82.46	0.00	902.09
8810-00 - Dues & Subscriptions	293.83	0.00	0.00	99.98	0.00	715.00	0.00	0.00	1,108.81
8910-00 - Travel	3,447.82	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,447.82
Total Expense	188,173.36	34,186.76	11,672.52	40,934.64	11,648.48	14,229.23	50,634.12	0.00	351,479.11
Net Ordinary Income	33,966.64	-7,399.36	10,345.48	-4,032.47	6,896.52	-462.64	-50,634.12	0.00	-11,317.95
Other Income/Expense									
Other Expense									
8990-00 - Allocated	24,304.37	5,569.75	5,569.75	5,063.42	5,569.75	4,557.08	-50,634.12	0.00	0.00
Total Other Expense	24,304.37	5,569.75	5,569.75	5,063.42	5,569.75	4,557.08	-50,634.12	0.00	0.00
Net Other Income	-24,304.37	-5,569.75	-5,569.75	-5,063.42	-5,569.75	-4,557.08	50,634.12	0.00	0.00
Net Income	9,662.27	-12,969.11	4,775.73	-9,095.89	1,328.77	-5,019.72	0.00	0.00	-11,317.95

North Lake Tahoe Resort Association

Profit & Loss

10/25/16

July through September 2016

Accrual Basis

	<u>Jul - Sep 16</u>
Ordinary Income/Expense	
Income	
4050-00 · County of Placer TOT Funding	943,995.00
4200-00 · Membership Ann/Conf Dues	32,875.55
4201-00 · New Member Fees	450.00
4250-00 · Revenues-Membership Activities	
4250-02 · Tourism Summit	950.00
4250-00 · Revenues-Membership Activities - Other	1,755.00
Total 4250-00 · Revenues-Membership Activities	2,705.00
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00
4252-00 · Revenue - Sponsorships	1,000.00
4502-00 · Non-retail VIC income	4,338.50
4600-00 · Commissions	
4601-00 · Commissions - South Shore	6,966.00
4600-00 · Commissions - Other	56,456.91
Total 4600-00 · Commissions	63,422.91
46000 · Merchandise Sales	34,426.61
Total Income	1,084,458.57
Gross Profit	1,084,458.57
Expense	
5000-00 · Salaries & Wages	
5000-01 · In-Market Administration	0.00
5010-00 · Sales Commissions	10,644.90
5020-00 · P/R - Tax Expense	25,804.43
5030-00 · P/R - Health Insurance Expense	31,455.27
5040-00 · P/R - Workmans Comp	976.50
5060-00 · 401 (k)	9,941.50
5070-00 · Other Benefits and Expenses	720.88
5000-00 · Salaries & Wages - Other	278,866.48
Total 5000-00 · Salaries & Wages	358,409.96
5100-00 · Rent	
5110-00 · Utilities	1,952.46
5140-00 · Repairs & Maintenance	166.36
5150-00 · Office - Cleaning	1,347.40
5100-00 · Rent - Other	36,733.08
Total 5100-00 · Rent	40,199.30
5310-00 · Telephone	
5320-00 · Telephone	7,117.60
Total 5310-00 · Telephone	7,117.60
5420-00 · Mail - USPS	
5470-00 · Mail - UPS	1,000.00
5480-00 · Mail - Fed Ex	325.22
Total 5420-00 · Mail - USPS	1,325.22
5510-00 · Insurance/Bonding	1,498.58
5520-00 · Supplies	
5525-00 · Supplies- Computer <\$1000	177.14
5520-00 · Supplies - Other	2,517.89
Total 5520-00 · Supplies	2,695.03
5530-00 · Visitor Communications - Other	-109.00
5610-00 · Depreciation	345.21
5700-00 · Equipment Support & Maintenance	3,820.92
5710-00 · Taxes, Licenses & Fees	4,274.48

North Lake Tahoe Resort Association

Profit & Loss

July through September 2016

	<u>Jul - Sep 16</u>
5740-00 · Equipment Rental/Leasing	4,171.84
5800-00 · Training Seminars	2,193.72
5815 · Training Video Series	7,534.05
5820 · Sales CRM/CMS	2,199.75
5900-00 · Professional Fees	
5910-00 · Professional Fees - Attorneys	940.00
5920-00 · Professional Fees - Accountant	23,455.00
Total 5900-00 · Professional Fees	24,395.00
5940-00 · Research & Planning Membership	3,000.00
5941-00 · Research & Planning	2,250.00
6023-00 · Autumn Food & Wine	
6025-00 · AFW- Postage	17.88
6028-00 · AFW-Operations	1,925.00
6023-00 · Autumn Food & Wine - Other	24,349.98
Total 6023-00 · Autumn Food & Wine	26,292.86
6420-00 · Sponsorship	
6421-00 · New Event Development	5,411.88
6420-00 · Sponsorship - Other	0.00
Total 6420-00 · Sponsorship	5,411.88
6423-00 · Membership Activities	
6432-00 · Membership - Newsletter	1,227.81
6442-00 · Public Relations/Website	81.00
6423-00 · Membership Activities - Other	2,411.56
Total 6423-00 · Membership Activities	3,720.37
6437-00 · Tuesday Morning Breakfast Club	1,945.50
6490-00 · Classified Ads	275.00
6600-00 · Promotions/Giveaways	32.14
6701-00 · Market Study Reports/Research	317.47
6730-00 · Marketing Cooperative/Media	316,250.00
6742-00 · Non-NLT Co-Op Marketing Program	41.61
6743-00 · BACC Marketing Programs	
6743-04 · High Notes	4,743.32
6743-05 · Peak Your Adventure	976.80
Total 6743-00 · BACC Marketing Programs	5,720.12
7500-00 · Trade Shows/Travel	15.00
8100-00 · Cost of Goods Sold	
52500 · Purchase Discounts	-0.44
51100 · Freight and Shipping Costs	264.51
59900 · POS Inventory Adjustments	237.83
8100-00 · Cost of Goods Sold - Other	16,983.36
Total 8100-00 · Cost of Goods Sold	17,485.26
8200-00 · Associate Relations	1,495.00
8300-00 · Board Functions	328.95
8500-00 · Credit Card Fees	1,871.03
8700-00 · Automobile Expenses	1,247.46
8750-00 · Meals/Meetings	941.74
8810-00 · Dues & Subscriptions	4,566.48
8910-00 · Travel	4,308.49
Total Expense	857,588.02
Net Ordinary Income	226,870.55
Other Income/Expense	
Other Expense	
8990-00 · Allocated	0.00

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Accrual Basis

North Lake Tahoe Resort Association

Profit & Loss

July through September 2016

	<u>Jul - Sep 16</u>
Total Other Expense	<u>0.00</u>
Net Other Income	<u>0.00</u>
Net Income	<u><u>226,870.55</u></u>

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

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10/25/16
Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	Unclassified	TOTAL
Ordinary Income/Expense									
Income									
4050-00 - County of Placer TOT Funding	666,420.00	72,399.00	66,054.00	83,481.00	55,641.00	0.00	0.00	0.00	943,995.00
4200-00 - Membership Anni/Conf Dues	0.00	2,475.00	0.00	0.00	0.00	30,400.55	0.00	0.00	32,875.55
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	450.00	0.00	0.00	450.00
4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	950.00	0.00	0.00	950.00
4250-02 - Tourism Summit	0.00	0.00	0.00	0.00	0.00	1,755.00	0.00	0.00	1,755.00
4250-00 - Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	2,705.00	0.00	0.00	2,705.00
Total 4250-00 - Revenues-Membership Activities									
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	1,245.00	0.00	0.00	1,245.00
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	1,000.00	0.00	0.00	1,000.00
4502-00 - Non-retail VIC income	0.00	0.00	0.00	4,338.50	0.00	0.00	0.00	0.00	4,338.50
4600-00 - Commissions	0.00	6,966.00	0.00	0.00	0.00	0.00	0.00	0.00	6,966.00
4601-00 - Commissions - South Shore	0.00	56,456.91	0.00	0.00	0.00	0.00	0.00	0.00	56,456.91
4600-00 - Commissions - Other	0.00	63,422.91	0.00	0.00	0.00	0.00	0.00	0.00	63,422.91
Total 4600-00 - Commissions									
46000 - Merchandise Sales	0.00	0.00	0.00	34,426.61	0.00	0.00	0.00	0.00	34,426.61
Total Income	666,420.00	138,296.91	66,054.00	122,246.11	55,641.00	35,800.55	0.00	0.00	1,084,458.57
Gross Profit	666,420.00	138,296.91	66,054.00	122,246.11	55,641.00	35,800.55	0.00	0.00	1,084,458.57
Expense									
5000-00 - Salaries & Wages	2,750.00	0.00	0.00	0.00	0.00	-2,750.00	0.00	0.00	0.00
5000-01 - In-Market Administration	0.00	10,644.90	0.00	0.00	0.00	0.00	0.00	0.00	10,644.90
5010-00 - Sales Commissions	5,716.56	4,455.71	1,800.79	5,781.95	1,800.81	1,498.76	4,749.85	0.00	25,904.43
5020-00 - P/R - Tax Expense	10,547.78	4,185.99	930.74	6,104.58	930.73	3,795.61	4,859.84	0.00	31,455.27
5030-00 - P/R - Health Insurance Expense	2,374.36	166.01	58.59	185.54	58.59	68.36	205.05	0.00	976.50
5040-00 - P/R - Workmans Comp	2,579.75	2,371.61	891.19	2,114.05	891.19	59.43	1,034.28	0.00	9,941.50
5060-00 - 401 (k)	242.12	125.94	20.37	175.94	20.34	35.67	100.50	0.00	720.88
5070-00 - Other Benefits and Expenses	66,534.60	39,912.69	20,546.02	54,357.38	20,546.01	17,681.73	59,288.05	0.00	278,866.48
5000-00 - Salaries & Wages - Other	88,705.17	61,862.85	24,247.70	68,719.44	24,247.67	20,389.56	70,237.57	0.00	358,409.96
Total 5000-00 - Salaries & Wages									
5100-00 - Rent	303.11	152.73	67.59	1,015.22	67.59	104.35	241.87	0.00	1,952.46
5110-00 - Utilities	0.00	0.00	0.00	112.04	0.00	0.00	54.32	0.00	166.36
5140-00 - Repairs & Maintenance	376.92	188.47	75.39	94.23	75.39	131.92	405.08	0.00	1,347.40
5150-00 - Office - Cleaning	5,656.77	2,708.40	1,063.36	19,338.71	1,063.36	2,055.88	4,806.60	0.00	36,733.08
5100-00 - Rent - Other	6,336.80	3,049.60	1,226.34	20,560.20	1,226.34	2,292.15	5,507.87	0.00	40,195.30
Total 5100-00 - Rent									
5310-00 - Telephone	1,350.09	702.04	612.45	920.72	612.45	765.04	2,154.81	0.00	7,117.60
5320-00 - Telephone	1,350.09	702.04	612.45	920.72	612.45	765.04	2,154.81	0.00	7,117.60
Total 5310-00 - Telephone									
5420-00 - Mail - USPS	100.00	100.00	50.00	375.22	50.00	400.00	250.00	0.00	1,000.00
5470-00 - Mail - UPS	0.00	0.00	0.00	325.22	0.00	0.00	0.00	0.00	325.22
5480-00 - Mail - Fed Ex	100.00	100.00	50.00	375.22	50.00	400.00	250.00	0.00	1,325.22
Total 5420-00 - Mail - USPS									
5510-00 - Insurance/Bonding	284.74	284.73	44.96	374.65	44.96	134.87	329.67	0.00	1,498.58
5520-00 - Supplies	177.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	177.14
5525-00 - Supplies- Computer <\$1000	659.51	55.89	22.37	563.97	22.37	102.05	1,091.73	0.00	2,517.89
5520-00 - Supplies - Other	836.65	55.89	22.37	563.97	22.37	102.05	1,091.73	0.00	2,695.03
Total 5520-00 - Supplies									
5530-00 - Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	0.00	-109.00

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

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 10/25/16
 Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport...	42 - VIC	50 - Infrastruct...	60 - Membership	70 - Administr...	Unclassified	TOTAL
5610-00 · Depreciation	86.28	44.88	27.63	44.88	27.63	27.63	86.28	0.00	345.21
5700-00 · Equipment Support & Maintenance	505.58	388.67	72.00	897.73	126.00	126.00	1,758.94	0.00	3,820.92
5710-00 · Taxes, Licenses & Fees	309.67	154.27	94.93	354.26	94.93	94.93	3,171.49	0.00	4,274.48
5740-00 · Equipment Rental/Leasing	455.59	418.41	365.11	1,255.30	365.11	781.10	531.22	0.00	4,171.84
5800-00 · Training Seminars	1,301.61	0.00	0.00	0.00	0.00	892.11	0.00	0.00	2,193.72
5815 · Training Video Series	7,534.05	0.00	0.00	0.00	0.00	0.00	0.00	0.00	7,534.05
5820 · Sales CRM/CMS	2,199.75	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2,199.75
5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	940.00	0.00	940.00
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	23,455.00	0.00	23,455.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	24,395.00	0.00	24,395.00
Total 5900-00 · Professional Fees	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	0.00	0.00	1,125.00	0.00	1,125.00	0.00	0.00	0.00	2,250.00
6023-00 · Autumn Food & Wine	17.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	17.88
6025-00 · AFW- Postage	1,925.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,925.00
6028-00 · AFW-Operations	24,349.98	0.00	0.00	0.00	0.00	0.00	0.00	0.00	24,349.98
6023-00 · Autumn Food & Wine - Other	26,292.86	0.00	0.00	0.00	0.00	0.00	0.00	0.00	26,292.86
Total 6023-00 · Autumn Food & Wine	5,411.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,411.88
6420-00 · Sponsorship	5,411.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,411.88
6421-00 · New Event Development	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6420-00 · Sponsorship - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6420-00 · Sponsorship	5,411.88	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,411.88
6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	1,107.81	120.00	0.00	1,227.81
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	81.00	0.00	0.00	81.00
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	2,411.56	0.00	0.00	2,411.56
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	3,600.37	120.00	0.00	3,720.37
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	1,945.50	0.00	0.00	1,945.50
6490-00 · Classified Ads	50.00	0.00	0.00	0.00	0.00	0.00	225.00	0.00	275.00
6600-00 · Promotions/Giveaways	32.14	0.00	0.00	0.00	0.00	0.00	0.00	0.00	32.14
6701-00 · Market Study Reports/Research	317.47	0.00	0.00	0.00	0.00	0.00	0.00	0.00	317.47
6730-00 · Marketing Cooperative/Media	288,749.99	27,500.01	0.00	0.00	0.00	0.00	0.00	0.00	316,250.00
6742-00 · Non-NLT Co-Op Marketing Program	41.61	0.00	0.00	0.00	0.00	0.00	0.00	0.00	41.61
6743-00 · BACC Marketing Programs	4,743.32	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,743.32
6743-04 · High Notes	976.80	0.00	0.00	0.00	0.00	0.00	0.00	0.00	976.80
6743-05 · Peak Your Adventure	5,720.12	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5,720.12
Total 6743-00 · BACC Marketing Programs	15.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
8100-00 · Cost of Goods Sold	0.00	0.00	0.00	-0.44	0.00	0.00	0.00	0.00	-0.44
52500 · Purchase Discounts	0.00	0.00	0.00	264.51	0.00	0.00	0.00	0.00	264.51
51100 · Freight and Shipping Costs	0.00	0.00	0.00	237.83	0.00	0.00	0.00	0.00	237.83
59900 · POS Inventory Adjustments	0.00	0.00	0.00	16,983.36	0.00	0.00	0.00	0.00	16,983.36
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	17,485.26	0.00	0.00	0.00	0.00	17,485.26
Total 8100-00 · Cost of Goods Sold	221.49	0.00	0.00	436.76	0.00	0.00	836.75	0.00	1,495.00
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	0.00	0.00	328.95	0.00	328.95
8300-00 · Board Functions	0.00	0.00	0.00	171.25	0.00	1,699.78	0.00	0.00	1,871.03
8500-00 · Credit Card Fees	0.00	0.00	0.00	190.30	184.14	192.89	0.00	0.00	1,247.46
8700-00 · Automobile Expenses	348.03	147.96	184.14	125.01	36.00	82.46	0.00	0.00	941.74
8750-00 · Meals/Meetings	686.27	0.00	0.00	99.98	0.00	1,035.00	1,752.68	0.00	4,566.48
8810-00 · Dues & Subscriptions	1,338.82	340.00	0.00	0.00	0.00	0.00	0.00	0.00	4,308.49
8910-00 · Travel	4,308.49	0.00	0.00	0.00	0.00	0.00	0.00	0.00	4,308.49
Total Expense	443,540.15	95,049.31	31,108.63	112,465.93	28,072.60	34,490.98	112,660.42	0.00	657,588.02

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

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 10/25/16
 Accrual Basis

	11 - Marketing	30 - Conference	41 - Transport..	42 - VIC	50 - Infrastruct..	60 - Membership	70 - Administr...	Unclassified	TOTAL
Net Ordinary Income	222,879.85	43,247.60	34,945.37	9,780.18	27,568.40	1,309.57	-112,860.42	0.00	226,870.55
Other Income/Expense									
Other Expense	54,173.00	12,414.64	12,414.64	11,286.05	12,414.64	10,157.45	-112,860.42	0.00	0.00
8990-00 - Allocated	54,173.00	12,414.64	12,414.64	11,286.05	12,414.64	10,157.45	-112,860.42	0.00	0.00
Total Other Expense	-54,173.00	-12,414.64	-12,414.64	-11,286.05	-12,414.64	-10,157.45	112,860.42	0.00	0.00
Net Other Income	168,706.85	30,832.96	22,530.73	-1,505.87	15,153.76	-8,847.88	0.00	0.00	226,870.55
Net Income									

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	314,665.00	314,665.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	11,211.59	2,640.83	8,570.76	424.5%
4201-00 · New Member Fees	75.00	333.33	-258.33	22.5%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	875.00			
4250-00 · Revenues-Membership Activities - Other	1,305.00	5,500.00	-4,195.00	23.7%
Total 4250-00 · Revenues-Membership Activities	2,180.00	5,500.00	-3,320.00	39.6%
4251-00 · Revenue-Tue AM Breakfast Club	1,125.00	800.00	325.00	140.6%
4502-00 · Non-retail VIC Income	-383.25	637.00	-1,020.25	-60.2%
4600-00 · Commissions	1,829.40	5,532.00	-3,702.60	33.1%
46000 · Merchandise Sales	9,458.42	9,634.00	-175.58	98.2%
Total Income	340,161.16	339,742.16	419.00	100.1%
Gross Profit	340,161.16	339,742.16	419.00	100.1%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	3,630.12	2,166.66	1,463.46	167.5%
5020-00 · P/R - Tax Expense	9,414.92	11,596.00	-2,181.08	81.2%
5030-00 · P/R - Health Insurance Expense	9,644.86	12,178.00	-2,533.14	79.2%
5040-00 · P/R - Workmans Comp	976.50	1,221.40	-244.90	79.9%
5060-00 · 401 (k)	3,758.29	4,574.00	-815.71	82.2%
5070-00 · Other Benefits and Expenses	361.93	633.39	-271.46	57.1%
5000-00 · Salaries & Wages - Other	112,391.77	137,112.00	-24,720.23	82.0%
Total 5000-00 · Salaries & Wages	140,178.39	169,481.45	-29,303.06	82.7%
5100-00 · Rent				
5110-00 · Utilities	855.80	1,358.83	-503.03	63.0%
5140-00 · Repairs & Maintenance	96.79	658.91	-562.12	14.7%
5150-00 · Office - Cleaning	672.40	786.82	-114.42	85.5%
5100-00 · Rent - Other	12,196.36	12,083.22	113.14	100.9%
Total 5100-00 · Rent	13,821.35	14,887.78	-1,066.43	92.8%
5310-00 · Telephone				
5320-00 · Telephone	2,471.58	2,287.23	184.35	108.1%
Total 5310-00 · Telephone	2,471.58	2,287.23	184.35	108.1%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	144.30	0.00	144.30	100.0%
5420-00 · Mail - USPS - Other	0.00	229.99	-229.99	0.0%
Total 5420-00 · Mail - USPS	144.30	229.99	-85.69	62.7%
5510-00 · Insurance/Bonding				
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	1,065.51	1,387.49	-321.98	76.8%
Total 5520-00 · Supplies	1,242.65	1,387.49	-144.84	89.6%
5610-00 · Depreciation	115.07	617.57	-502.50	18.6%
5700-00 · Equipment Support & Maintenance	1,157.94	1,076.74	81.20	107.5%
5710-00 · Taxes, Licenses & Fees	2,172.07	832.64	1,339.43	260.9%
5740-00 · Equipment Rental/Leasing	1,315.67	1,547.13	-231.46	85.0%
5800-00 · Training Seminars	892.11	0.00	892.11	100.0%
5820 · Sales CRM/CMS	1,074.80	7,000.00	-5,925.20	15.4%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	0.00	940.00	100.0%
5920-00 · Professional Fees - Accountant	11,170.00	0.00	11,170.00	100.0%
Total 5900-00 · Professional Fees	12,110.00	0.00	12,110.00	100.0%
5941-00 · Research & Planning	750.00	9,636.00	-8,886.00	7.8%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6023-00 · Autumn Food & Wine - Other	24,999.98	0.00	24,999.98	100.0%
Total 6023-00 · Autumn Food & Wine	25,017.86	0.00	25,017.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	3,280.38	0.00	3,280.38	100.0%

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

10/25/16

Accrual Basis

All Depts

	Sep 16	Budget	\$ Over Budget	% of Budget
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	3,280.38	220,000.00	-216,719.62	1.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	627.81	0.00	627.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	1,514.25	3,019.00	-1,504.75	50.2%
Total 6423-00 · Membership Activities	2,223.06	3,019.00	-795.94	73.6%
6437-00 · Tuesday Morning Breakfast Club	528.00	708.33	-180.33	74.5%
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
6730-00 · Marketing Cooperative/Media	126,500.00	126,500.00	0.00	100.0%
6740-00 · Media/Collateral/Production	0.00	416.66	-416.66	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,035.27	0.00	1,035.27	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	1,440.00	0.00	1,440.00	100.0%
6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 · BACC Marketing Programs	1,440.00	6,700.00	-5,260.00	21.5%
7500-00 · Trade Shows/Travel	15.00			
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	24.96	0.00	24.96	100.0%
59900 · POS Inventory Adjustments	-15.66	0.00	-15.66	100.0%
8100-00 · Cost of Goods Sold - Other	4,474.46	6,115.00	-1,640.54	73.2%
Total 8100-00 · Cost of Goods Sold	4,483.76	6,115.00	-1,631.24	73.3%
8200-00 · Associate Relations	1,495.00	50.00	1,445.00	2,990.0%
8300-00 · Board Functions	250.00	300.00	-50.00	83.3%
8500-00 · Credit Card Fees	582.39	510.00	72.39	114.2%
8700-00 · Automobile Expenses	926.16	660.82	265.34	140.2%
8750-00 · Meals/Meetings	902.09	508.31	393.78	177.5%
8810-00 · Dues & Subscriptions	1,108.81	1,439.99	-331.18	77.0%
8910-00 · Travel	3,447.82	1,074.82	2,373.00	320.8%
Total Expense	351,479.11	577,703.59	-226,224.48	60.8%
Net Ordinary Income	-11,317.95	-237,961.43	226,643.48	4.8%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	-237,701.00	237,701.00	0.0%
Total Other Expense	0.00	-237,701.00	237,701.00	0.0%
Net Other Income	0.00	237,701.00	-237,701.00	0.0%
Net Income	-11,317.95	-260.43	-11,057.52	4,345.9%

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	222,140.00	222,140.00	0.00	100.0%
Total Income	222,140.00	222,140.00	0.00	100.0%
Gross Profit	222,140.00	222,140.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	5,500.00	-5,500.00	0.0%
5020-00 · P/R - Tax Expense	1,649.83	2,779.00	-1,129.17	59.4%
5030-00 · P/R - Health Insurance Expense	4,382.12	3,065.60	1,316.52	142.9%
5040-00 · P/R - Workmans Comp	234.36	108.75	125.61	215.5%
5060-00 · 401 (k)	853.13	976.00	-122.87	87.4%
5070-00 · Other Benefits and Expenses	94.01	225.83	-131.82	41.6%
5000-00 · Salaries & Wages - Other	22,964.41	33,897.00	-10,932.59	67.7%
Total 5000-00 · Salaries & Wages	30,177.86	46,552.18	-16,374.32	64.8%
5100-00 · Rent				
5110-00 · Utilities	133.36	175.00	-41.64	76.2%
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	0.0%
5150-00 · Office - Cleaning	169.23	252.00	-82.77	67.2%
5100-00 · Rent - Other	1,885.59	1,651.66	233.93	114.2%
Total 5100-00 · Rent	2,188.18	2,203.66	-15.48	99.3%
5310-00 · Telephone				
5320-00 · Telephone	454.10	441.66	12.44	102.8%
Total 5310-00 · Telephone	454.10	441.66	12.44	102.8%
5420-00 · Mail - USPS	0.00	62.50	-62.50	0.0%
5510-00 · Insurance/Bonding	108.79	166.66	-57.87	65.3%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	406.75	250.00	156.75	162.7%
Total 5520-00 · Supplies	583.89	250.00	333.89	233.6%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	25.33	311.00	-285.67	8.1%
5710-00 · Taxes, Licenses & Fees	309.67	41.66	268.01	743.3%
5740-00 · Equipment Rental/Leasing	149.79	166.66	-16.87	89.9%
5820 · Sales CRM/CMS	1,074.80	7,000.00	-5,925.20	15.4%
5941-00 · Research & Planning	0.00	5,000.00	-5,000.00	0.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6023-00 · Autumn Food & Wine - Other	24,999.98	0.00	24,999.98	100.0%
Total 6023-00 · Autumn Food & Wine	25,017.86	0.00	25,017.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	3,280.38	0.00	3,280.38	100.0%
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	3,280.38	220,000.00	-216,719.62	1.5%
6730-00 · Marketing Cooperative/Media	117,333.33	117,333.33	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,035.27	0.00	1,035.27	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	1,440.00	0.00	1,440.00	100.0%
6743-00 · BACC Marketing Programs - Other	0.00	6,700.00	-6,700.00	0.0%
Total 6743-00 · BACC Marketing Programs	1,440.00	6,700.00	-5,260.00	21.5%
7500-00 · Trade Shows/Travel	15.00			
8200-00 · Associate Relations	221.49	0.00	221.49	100.0%
8700-00 · Automobile Expenses	328.59	166.66	161.93	197.2%

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10/25/16

Accrual Basis

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

	<u>Sep 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8750-00 · Meals/Meetings	658.62	291.66	366.96	225.8%
8810-00 · Dues & Subscriptions	293.83	416.66	-122.83	70.5%
8910-00 · Travel	3,447.82	666.66	2,781.16	517.2%
Total Expense	<u>188,173.36</u>	<u>407,934.20</u>	<u>-219,760.84</u>	<u>46.1%</u>
Net Ordinary Income	33,966.64	-185,794.20	219,760.84	-18.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	24,304.37	-185,304.00	209,608.37	-13.1%
Total Other Expense	<u>24,304.37</u>	<u>-185,304.00</u>	<u>209,608.37</u>	<u>-13.1%</u>
Net Other Income	<u>-24,304.37</u>	<u>185,304.00</u>	<u>-209,608.37</u>	<u>-13.1%</u>
Net Income	<u><u>9,662.27</u></u>	<u><u>-490.20</u></u>	<u><u>10,152.47</u></u>	<u><u>-1,971.1%</u></u>

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	24,133.00	24,133.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	825.00	640.83	184.17	128.7%
4600-00 · Commissions	1,829.40	5,532.00	-3,702.60	33.1%
Total Income	<u>26,787.40</u>	<u>30,305.83</u>	<u>-3,518.43</u>	<u>88.4%</u>
Gross Profit	26,787.40	30,305.83	-3,518.43	88.4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	3,630.12	2,166.66	1,463.46	167.5%
5020-00 · P/R - Tax Expense	1,658.73	1,624.00	34.73	102.1%
5030-00 · P/R - Health Insurance Expense	1,016.90	1,045.70	-28.80	97.2%
5040-00 · P/R - Workmans Comp	166.01	75.00	91.01	221.3%
5060-00 · 401 (K)	880.82	896.00	-15.18	98.3%
5070-00 · Other Benefits and Expenses	66.98	37.16	29.82	180.2%
5000-00 · Salaries & Wages - Other	15,703.77	19,771.00	-4,067.23	79.4%
Total 5000-00 · Salaries & Wages	<u>23,123.33</u>	<u>25,615.52</u>	<u>-2,492.19</u>	<u>90.3%</u>
5100-00 · Rent				
5110-00 · Utilities	67.13	87.50	-20.37	76.7%
5140-00 · Repairs & Maintenance	0.00	65.00	-65.00	0.0%
5150-00 · Office - Cleaning	84.62	126.00	-41.38	67.2%
5100-00 · Rent - Other	902.80	825.83	76.97	109.3%
Total 5100-00 · Rent	<u>1,054.55</u>	<u>1,104.33</u>	<u>-49.78</u>	<u>95.5%</u>
5310-00 · Telephone				
5320-00 · Telephone	236.13	256.00	-19.87	92.2%
Total 5310-00 · Telephone	<u>236.13</u>	<u>256.00</u>	<u>-19.87</u>	<u>92.2%</u>
5420-00 · Mail - USPS	0.00	17.50	-17.50	0.0%
5510-00 · Insurance/Bonding	108.79	125.00	-16.21	87.0%
5520-00 · Supplies	19.11	62.50	-43.39	30.6%
5610-00 · Depreciation	14.96	84.91	-69.95	17.6%
5700-00 · Equipment Support & Maintenance	68.67	138.00	-69.33	49.8%
5710-00 · Taxes, Licenses & Fees	154.27	16.66	137.61	926.0%
5740-00 · Equipment Rental/Leasing	131.20	166.66	-35.46	78.7%
6730-00 · Marketing Cooperative/Media	9,166.67	9,166.67	0.00	100.0%
8700-00 · Automobile Expenses	109.08	33.33	75.75	327.3%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
8810-00 · Dues & Subscriptions	0.00	100.00	-100.00	0.0%
Total Expense	<u>34,186.76</u>	<u>36,920.41</u>	<u>-2,733.65</u>	<u>92.6%</u>
Net Ordinary Income	-7,399.36	-6,614.58	-784.78	111.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	5,569.75	-7,447.00	13,016.75	-74.8%
Total Other Expense	<u>5,569.75</u>	<u>-7,447.00</u>	<u>13,016.75</u>	<u>-74.8%</u>
Net Other Income	-5,569.75	7,447.00	-13,016.75	-74.8%
Net Income	<u><u>-12,969.11</u></u>	<u><u>832.42</u></u>	<u><u>-13,801.53</u></u>	<u><u>-1,558.0%</u></u>

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

10/25/16

Accrual Basis

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	22,018.00	22,018.00	0.00	100.0%
Total Income	22,018.00	22,018.00	0.00	100.0%
Gross Profit	22,018.00	22,018.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	655.51	974.00	-318.49	67.3%
5030-00 · P/R - Health Insurance Expense	360.41	335.90	24.51	107.3%
5040-00 · P/R - Workmans Comp	58.59	172.00	-113.41	34.1%
5060-00 · 401 (k)	356.29	463.00	-106.71	77.0%
5070-00 · Other Benefits and Expenses	6.79	81.00	-74.21	8.4%
5000-00 · Salaries & Wages - Other	8,794.64	9,899.00	-1,104.36	88.8%
Total 5000-00 · Salaries & Wages	10,232.23	11,924.90	-1,692.67	85.8%
5100-00 · Rent				
5110-00 · Utilities	29.37	83.83	-54.46	35.0%
5140-00 · Repairs & Maintenance	0.00	38.08	-38.08	0.0%
5150-00 · Office - Cleaning	33.85	16.66	17.19	203.2%
5100-00 · Rent - Other	361.12	616.33	-255.21	58.6%
Total 5100-00 · Rent	424.34	754.90	-330.56	56.2%
5310-00 · Telephone				
5320-00 · Telephone	253.32	106.25	147.07	238.4%
Total 5310-00 · Telephone	253.32	106.25	147.07	238.4%
5510-00 · Insurance/Bonding	17.18	25.00	-7.82	68.7%
5520-00 · Supplies	7.65	25.00	-17.35	30.6%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	0.00	40.00	-40.00	0.0%
5710-00 · Taxes, Licenses & Fees	94.93	10.00	84.93	949.3%
5740-00 · Equipment Rental/Leasing	112.35	26.66	85.69	421.4%
5941-00 · Research & Planning	375.00	2,375.00	-2,000.00	15.8%
8700-00 · Automobile Expenses	122.31	100.00	22.31	122.3%
8750-00 · Meals/Meetings	24.00	25.00	-1.00	96.0%
Total Expense	11,672.52	15,447.21	-3,774.69	75.6%
Net Ordinary Income	10,345.48	6,570.79	3,774.69	157.4%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	5,569.75	6,571.00	-1,001.25	84.8%
Total Other Expense	5,569.75	6,571.00	-1,001.25	84.8%
Net Other Income	-5,569.75	-6,571.00	1,001.25	84.8%
Net Income	4,775.73	-0.21	4,775.94	-2,274,157.1%

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

10/25/16

Accrual Basis

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	18,547.00	18,547.00	0.00	100.0%
Total Income	18,547.00	18,547.00	0.00	100.0%
Gross Profit	18,547.00	18,547.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	655.51	1,006.00	-350.49	65.2%
5030-00 · P/R - Health Insurance Expense	360.39	918.00	-557.61	39.3%
5040-00 · P/R - Workmans Comp	58.59	166.66	-108.07	35.2%
5060-00 · 401 (k)	356.29	464.00	-107.71	76.8%
5070-00 · Other Benefits and Expenses	6.78	57.50	-50.72	11.8%
5000-00 · Salaries & Wages - Other	8,794.63	9,899.00	-1,104.37	88.8%
Total 5000-00 · Salaries & Wages	10,232.19	12,511.16	-2,278.97	81.8%
5100-00 · Rent				
5110-00 · Utilities	29.37	125.00	-95.63	23.5%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	33.85	50.16	-16.31	67.5%
5100-00 · Rent - Other	361.12	585.58	-224.46	61.7%
Total 5100-00 · Rent	424.34	800.74	-376.40	53.0%
5310-00 · Telephone				
5320-00 · Telephone	253.32	250.00	3.32	101.3%
Total 5310-00 · Telephone	253.32	250.00	3.32	101.3%
5510-00 · Insurance/Bonding	17.18	25.00	-7.82	68.7%
5520-00 · Supplies	7.65	25.00	-17.35	30.6%
5610-00 · Depreciation	9.21	34.50	-25.29	26.7%
5700-00 · Equipment Support & Maintenance	0.00	55.00	-55.00	0.0%
5710-00 · Taxes, Licenses & Fees	94.93	31.00	63.93	306.2%
5740-00 · Equipment Rental/Leasing	112.35	212.66	-100.31	52.8%
5941-00 · Research & Planning	375.00	2,261.00	-1,886.00	16.6%
8700-00 · Automobile Expenses	122.31	115.00	7.31	106.4%
8750-00 · Meals/Meetings	0.00	33.33	-33.33	0.0%
Total Expense	11,648.48	16,354.39	-4,705.91	71.2%
Net Ordinary Income	6,898.52	2,192.61	4,705.91	314.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	5,569.75	2,793.00	2,776.75	199.4%
Total Other Expense	5,569.75	2,793.00	2,776.75	199.4%
Net Other Income	-5,569.75	-2,793.00	-2,776.75	199.4%
Net Income	<u>1,328.77</u>	<u>-600.39</u>	<u>1,929.16</u>	<u>-221.3%</u>

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	10,386.59	2,000.00	8,386.59	519.3%
4201-00 · New Member Fees	75.00	333.33	-258.33	22.5%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	875.00			
4250-00 · Revenues-Membership Activities - Other	1,305.00	5,500.00	-4,195.00	23.7%
Total 4250-00 · Revenues-Membership Activities	2,180.00	5,500.00	-3,320.00	39.6%
4251-00 · Revenue-Tue AM Breakfast Club	1,125.00	800.00	325.00	140.6%
Total Income	13,766.59	8,633.33	5,133.26	159.5%
Gross Profit	13,766.59	8,633.33	5,133.26	159.5%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	-5,500.00	5,500.00	0.0%
5020-00 · P/R - Tax Expense	456.85	862.00	-405.15	53.0%
5030-00 · P/R - Health Insurance Expense	1,053.86	1,324.70	-270.84	79.6%
5040-00 · P/R - Workmans Comp	68.36	89.33	-20.97	76.5%
5060-00 · 401 (K)	59.43	75.00	-15.57	79.2%
5070-00 · Other Benefits and Expenses	11.89	87.91	-76.02	13.5%
5000-00 · Salaries & Wages - Other	6,263.58	9,341.00	-3,077.42	67.1%
Total 5000-00 · Salaries & Wages	7,913.97	6,279.94	1,634.03	126.0%
5100-00 · Rent				
5110-00 · Utilities	46.00	62.50	-16.50	73.6%
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	0.0%
5150-00 · Office - Cleaning	59.23	90.00	-30.77	65.8%
5100-00 · Rent - Other	711.96	589.91	122.05	120.7%
Total 5100-00 · Rent	817.19	782.41	34.78	104.4%
5310-00 · Telephone				
5320-00 · Telephone	256.32	225.00	31.32	113.9%
Total 5310-00 · Telephone	256.32	225.00	31.32	113.9%
5420-00 · Mail - USPS	0.00	50.00	-50.00	0.0%
5510-00 · Insurance/Bonding	51.53	66.66	-15.13	77.3%
5520-00 · Supplies	33.36	108.33	-74.97	30.8%
5610-00 · Depreciation	9.21	52.25	-43.04	17.6%
5700-00 · Equipment Support & Maintenance	0.00	47.08	-47.08	0.0%
5710-00 · Taxes, Licenses & Fees	94.93	41.66	53.27	227.9%
5740-00 · Equipment Rental/Leasing	234.54	272.16	-37.62	86.2%
5800-00 · Training Seminars	892.11	0.00	892.11	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	507.81	0.00	507.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	1,514.25	3,019.00	-1,504.75	50.2%
Total 6423-00 · Membership Activities	2,103.06	3,019.00	-915.94	69.7%
6437-00 · Tuesday Morning Breakfast Club	528.00	708.33	-180.33	74.5%
8500-00 · Credit Card Fees	514.44	210.00	304.44	245.0%
8700-00 · Automobile Expenses	53.57	62.50	-8.93	85.7%
8750-00 · Meals/Meetings	12.00	41.66	-29.66	28.8%
8810-00 · Dues & Subscriptions	715.00	83.33	631.67	858.0%
Total Expense	14,229.23	12,050.31	2,178.92	118.1%
Net Ordinary Income	-462.64	-3,416.98	2,954.34	13.5%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	4,557.08	-3,416.00	7,973.08	-133.4%
Total Other Expense	4,557.08	-3,416.00	7,973.08	-133.4%
Net Other Income	-4,557.08	3,416.00	-7,973.08	-133.4%
Net Income	-5,019.72	-0.98	-5,018.74	512,216.3%

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10/25/16

Accrual Basis

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

	Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	2,296.27	2,630.00	-333.73	87.3%
5030-00 · P/R - Health Insurance Expense	911.26	3,201.60	-2,290.34	28.5%
5040-00 · P/R - Workmans Comp	205.05	400.66	-195.61	51.2%
5060-00 · 401 (k)	449.94	1,049.00	-599.06	42.9%
5070-00 · Other Benefits and Expenses	58.50	93.41	-34.91	62.6%
5000-00 · Salaries & Wages - Other	27,595.29	35,465.00	-7,869.71	77.8%
Total 5000-00 · Salaries & Wages	31,516.31	42,839.67	-11,323.36	73.6%
5100-00 · Rent				
5110-00 · Utilities	105.64	200.00	-94.36	52.8%
5140-00 · Repairs & Maintenance	29.61	200.00	-170.39	14.8%
5150-00 · Office - Cleaning	249.31	252.00	-2.69	98.9%
5100-00 · Rent - Other	1,354.20	1,915.08	-560.88	70.7%
Total 5100-00 · Rent	1,738.76	2,567.08	-828.32	67.7%
5310-00 · Telephone				
5320-00 · Telephone	672.92	716.66	-43.74	93.9%
Total 5310-00 · Telephone	672.92	716.66	-43.74	93.9%
5420-00 · Mail - USPS	0.00	58.33	-58.33	0.0%
5510-00 · Insurance/Bonding	125.96	141.66	-15.70	88.9%
5520-00 · Supplies	457.18	583.33	-126.15	78.4%
5610-00 · Depreciation	28.76	163.25	-134.49	17.6%
5700-00 · Equipment Support & Maintenance	1,028.94	310.66	718.28	331.2%
5710-00 · Taxes, Licenses & Fees	1,269.07	666.66	602.41	190.4%
5740-00 · Equipment Rental/Leasing	172.01	208.33	-36.32	82.6%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	0.00	940.00	100.0%
5920-00 · Professional Fees - Accountant	11,170.00	0.00	11,170.00	100.0%
Total 5900-00 · Professional Fees	12,110.00	0.00	12,110.00	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00			
Total 6423-00 · Membership Activities	120.00			
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
8200-00 · Associate Relations	836.75	50.00	786.75	1,673.5%
8300-00 · Board Functions	250.00	300.00	-50.00	83.3%
8700-00 · Automobile Expenses	0.00	83.33	-83.33	0.0%
8750-00 · Meals/Meetings	82.46	50.00	32.46	164.9%
8810-00 · Dues & Subscriptions	0.00	440.00	-440.00	0.0%
Total Expense	50,634.12	49,178.96	1,455.16	103.0%
Net Ordinary Income	-50,634.12	-49,178.96	-1,455.16	103.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-50,634.12	-49,178.00	-1,456.12	103.0%
Total Other Expense	-50,634.12	-49,178.00	-1,456.12	103.0%
Net Other Income	50,634.12	49,178.00	1,456.12	103.0%
Net Income	0.00	-0.96	0.96	0.0%

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	943,995.00	943,995.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	32,875.55	35,922.53	-3,046.98	91.5%
4201-00 · New Member Fees	450.00	1,000.03	-550.03	45.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	950.00			
4250-00 · Revenues-Membership Activities - Other	1,755.00	9,700.00	-7,945.00	18.1%
Total 4250-00 · Revenues-Membership Activities	2,705.00	9,700.00	-6,995.00	27.9%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	2,400.00	-1,155.00	51.9%
4252-00 · Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
4502-00 · Non-retail VIC income	4,338.50	1,911.00	2,427.50	227.0%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commissions - Other	56,456.91	42,723.00	13,733.91	132.1%
Total 4600-00 · Commissions	63,422.91	42,723.00	20,699.91	148.5%
46000 · Merchandise Sales	34,426.61	44,061.00	-9,634.39	78.1%
Total Income	1,084,458.57	1,084,212.56	246.01	100.0%
Gross Profit	1,084,458.57	1,084,212.56	246.01	100.0%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	10,644.90	6,500.06	4,144.84	163.8%
5020-00 · P/R - Tax Expense	25,804.43	27,181.20	-1,376.77	94.9%
5030-00 · P/R - Health Insurance Expense	31,455.27	41,684.90	-10,229.63	75.5%
5040-00 · P/R - Workmans Comp	976.50	3,664.40	-2,687.90	26.6%
5060-00 · 401 (k)	9,941.50	10,718.00	-776.50	92.8%
5070-00 · Other Benefits and Expenses	720.88	1,845.89	-1,125.01	39.1%
5000-00 · Salaries & Wages - Other	278,866.48	321,297.80	-42,431.32	86.8%
Total 5000-00 · Salaries & Wages	358,409.96	412,892.25	-54,482.29	86.8%
5100-00 · Rent				
5110-00 · Utilities	1,952.46	4,076.53	-2,124.07	47.9%
5140-00 · Repairs & Maintenance	166.36	1,976.81	-1,810.45	8.4%
5150-00 · Office - Cleaning	1,347.40	2,360.62	-1,013.22	57.1%
5100-00 · Rent - Other	36,733.08	36,250.02	483.06	101.3%
Total 5100-00 · Rent	40,199.30	44,663.98	-4,464.68	90.0%
5310-00 · Telephone				
5320-00 · Telephone	7,117.60	7,061.93	55.67	100.8%
Total 5310-00 · Telephone	7,117.60	7,061.93	55.67	100.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	325.22	0.00	325.22	100.0%
5420-00 · Mail - USPS - Other	0.00	740.09	-740.09	0.0%
Total 5420-00 · Mail - USPS	1,325.22	740.09	585.13	179.1%
5510-00 · Insurance/Bonding	1,498.58	2,150.24	-651.66	69.7%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	2,517.89	4,162.59	-1,644.70	60.5%
Total 5520-00 · Supplies	2,695.03	4,162.59	-1,467.56	64.7%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	345.21	1,852.87	-1,507.66	18.6%
5700-00 · Equipment Support & Maintenance	3,820.92	3,230.34	590.58	118.3%
5710-00 · Taxes, Licenses & Fees	4,274.48	2,498.24	1,776.24	171.1%
5740-00 · Equipment Rental/Leasing	4,171.84	4,641.83	-469.99	89.9%
5800-00 · Training Seminars	2,193.72	5,000.00	-2,806.28	43.9%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5815 · Training Video Series	7,534.05	15,000.00	-7,465.95	50.2%
5820 · Sales CRM/CMS	2,199.75	21,000.00	-18,800.25	10.5%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	0.00	940.00	100.0%
5920-00 · Professional Fees - Accountant	23,455.00	0.00	23,455.00	100.0%

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Total 5900-00 · Professional Fees	24,395.00	0.00	24,395.00	100.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	2,250.00	20,224.00	-17,974.00	11.1%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00			
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	24,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	26,292.86	0.00	26,292.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	0.00	5,411.88	100.0%
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	5,411.88	220,000.00	-214,588.12	2.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,227.81	0.00	1,227.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	2,411.56	6,709.00	-4,297.44	35.9%
Total 6423-00 · Membership Activities	3,720.37	6,709.00	-2,988.63	55.5%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	2,125.03	-179.53	91.6%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	100.0%
6730-00 · Marketing Cooperative/Media	316,250.00	316,250.00	0.00	100.0%
6740-00 · Media/Collateral/Production	0.00	1,250.06	-1,250.06	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	0.00	41.61	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	4,743.32	0.00	4,743.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	20,100.00	-20,100.00	0.0%
Total 6743-00 · BACC Marketing Programs	5,720.12	20,100.00	-14,379.88	28.5%
7500-00 · Trade Shows/Travel	15.00			
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	264.51	0.00	264.51	100.0%
59900 · POS Inventory Adjustments	237.83	0.00	237.83	100.0%
8100-00 · Cost of Goods Sold - Other	16,983.36	23,632.00	-6,648.64	71.9%
Total 8100-00 · Cost of Goods Sold	17,485.26	23,632.00	-6,146.74	74.0%
8200-00 · Associate Relations	1,495.00	150.00	1,345.00	996.7%
8300-00 · Board Functions	328.95	900.00	-571.05	36.6%
8500-00 · Credit Card Fees	1,871.03	1,530.00	341.03	122.3%
8700-00 · Automobile Expenses	1,247.46	1,982.62	-735.16	62.9%
8750-00 · Meals/Meetings	941.74	1,525.21	-583.47	61.7%
8810-00 · Dues & Subscriptions	4,566.48	2,710.09	1,856.39	168.5%
8910-00 · Travel	4,308.49	3,224.62	1,083.87	133.6%
Total Expense	857,588.02	1,167,856.99	-310,268.97	73.4%
Net Ordinary Income	226,870.55	-83,644.43	310,514.98	-271.2%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	-82,784.00	82,784.00	0.0%
Total Other Expense	0.00	-82,784.00	82,784.00	0.0%
Net Other Income	0.00	82,784.00	-82,784.00	0.0%
Net Income	226,870.55	-860.43	227,730.98	-26,367.1%

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

11 - Marketing

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	666,420.00	666,420.00	0.00	100.0%
Total Income	666,420.00	666,420.00	0.00	100.0%
Gross Profit	666,420.00	666,420.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	2,750.00	9,166.68	-6,416.68	30.0%
5020-00 · P/R - Tax Expense	5,716.56	6,484.80	-768.24	88.2%
5030-00 · P/R - Health Insurance Expense	10,647.78	11,947.20	-1,299.42	89.1%
5040-00 · P/R - Workmans Comp	234.36	326.25	-91.89	71.8%
5060-00 · 401 (k)	2,579.75	2,277.80	301.95	113.3%
5070-00 · Other Benefits and Expenses	242.12	677.53	-435.41	35.7%
5000-00 · Salaries & Wages - Other	66,534.60	79,092.60	-12,558.00	84.1%
Total 5000-00 · Salaries & Wages	88,705.17	109,972.86	-21,267.69	80.7%
5100-00 · Rent				
5110-00 · Utilities	303.11	525.00	-221.89	57.7%
5140-00 · Repairs & Maintenance	0.00	375.00	-375.00	0.0%
5150-00 · Office - Cleaning	376.92	756.00	-379.08	49.9%
5100-00 · Rent - Other	5,656.77	4,955.06	701.71	114.2%
Total 5100-00 · Rent	6,336.80	6,611.06	-274.26	95.9%
5310-00 · Telephone				
5320-00 · Telephone	1,350.09	1,325.06	25.03	101.9%
Total 5310-00 · Telephone	1,350.09	1,325.06	25.03	101.9%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	0.00	187.50	-187.50	0.0%
Total 5420-00 · Mail - USPS	100.00	187.50	-87.50	53.3%
5510-00 · Insurance/Bonding	284.74	500.06	-215.32	56.9%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	0.00	177.14	100.0%
5520-00 · Supplies - Other	659.51	750.00	-90.49	87.9%
Total 5520-00 · Supplies	836.65	750.00	86.65	111.6%
5610-00 · Depreciation	86.28	489.75	-403.47	17.6%
5700-00 · Equipment Support & Maintenance	505.58	933.00	-427.42	54.2%
5710-00 · Taxes, Licenses & Fees	309.67	125.06	184.61	247.6%
5740-00 · Equipment Rental/Leasing	455.59	500.06	-44.47	91.1%
5800-00 · Training Seminars	1,301.61	0.00	1,301.61	100.0%
5815 · Training Video Series	7,534.05	15,000.00	-7,465.95	50.2%
5820 · Sales CRM/CMS	2,199.75	21,000.00	-18,800.25	10.5%
5941-00 · Research & Planning	0.00	5,000.00	-5,000.00	0.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	20,000.00	-20,000.00	0.0%
Total 6020-00 · Programs	0.00	20,000.00	-20,000.00	0.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	0.00	17.88	100.0%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	0.00	24,349.98	100.0%
Total 6023-00 · Autumn Food & Wine	26,292.86	0.00	26,292.86	100.0%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	0.00	5,411.88	100.0%
6420-00 · Sponsorship - Other	0.00	220,000.00	-220,000.00	0.0%
Total 6420-00 · Sponsorship	5,411.88	220,000.00	-214,588.12	2.5%
6490-00 · Classified Ads	50.00			
6600-00 · Promotions/Giveaways	32.14			
6701-00 · Market Study Reports/Research	317.47	0.00	317.47	29 100.0%

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

11 - Marketing

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
6730-00 · Marketing Cooperative/Media	288,749.99	288,749.99	0.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	0.00	41.61	100.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	4,743.32	0.00	4,743.32	100.0%
6743-05 · Peak Your Adventure	976.80			
6743-00 · BACC Marketing Programs - Other	0.00	20,100.00	-20,100.00	0.0%
Total 6743-00 · BACC Marketing Programs	5,720.12	20,100.00	-14,379.88	28.5%
7500-00 · Trade Shows/Travel	15.00			
8200-00 · Associate Relations	221.49	0.00	221.49	100.0%
8700-00 · Automobile Expenses	348.03	500.06	-152.03	69.6%
8750-00 · Meals/Meetings	686.27	875.06	-188.79	78.4%
8810-00 · Dues & Subscriptions	1,338.82	1,250.06	88.76	107.1%
8910-00 · Travel	4,308.49	2,000.06	2,308.43	215.4%
Total Expense	443,540.15	715,869.64	-272,329.49	62.0%
Net Ordinary Income	222,879.85	-49,449.64	272,329.49	-450.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	54,173.00	-46,088.00	100,261.00	-117.5%
Total Other Expense	54,173.00	-46,088.00	100,261.00	-117.5%
Net Other Income	-54,173.00	46,088.00	-100,261.00	-117.5%
Net Income	168,706.85	-3,361.64	172,068.49	-5,018.6%

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	72,399.00	72,399.00	0.00	100.0%
4200-00 · Membership Ann/Conf Dues	2,475.00	1,922.53	552.47	128.7%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	0.00	6,966.00	100.0%
4600-00 · Commissions - Other	56,456.91	42,723.00	13,733.91	132.1%
Total 4600-00 · Commissions	63,422.91	42,723.00	20,699.91	148.5%
Total Income	138,296.91	117,044.53	21,252.38	118.2%
Gross Profit	138,296.91	117,044.53	21,252.38	118.2%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	10,644.90	6,500.06	4,144.84	163.8%
5020-00 · P/R - Tax Expense	4,455.71	3,789.40	666.31	117.6%
5030-00 · P/R - Health Insurance Expense	4,185.99	4,137.40	48.59	101.2%
5040-00 · P/R - Workmans Comp	166.01	225.00	-58.99	73.8%
5060-00 · 401 (k)	2,371.61	2,089.80	281.81	113.5%
5070-00 · Other Benefits and Expenses	125.94	111.56	14.38	112.9%
5000-00 · Salaries & Wages - Other	39,912.69	46,132.00	-6,219.31	86.5%
Total 5000-00 · Salaries & Wages	61,862.85	62,985.22	-1,122.37	98.2%
5100-00 · Rent				
5110-00 · Utilities	152.73	262.50	-109.77	58.2%
5140-00 · Repairs & Maintenance	0.00	195.00	-195.00	0.0%
5150-00 · Office - Cleaning	188.47	378.00	-189.53	49.9%
5100-00 · Rent - Other	2,708.40	2,477.53	230.87	109.3%
Total 5100-00 · Rent	3,049.60	3,313.03	-263.43	92.0%
5310-00 · Telephone				
5320-00 · Telephone	702.04	768.00	-65.96	91.4%
Total 5310-00 · Telephone	702.04	768.00	-65.96	91.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00			
5420-00 · Mail - USPS - Other	0.00	52.50	-52.50	0.0%
Total 5420-00 · Mail - USPS	100.00	52.50	47.50	190.5%
5510-00 · Insurance/Bonding	284.73	375.00	-90.27	75.9%
5520-00 · Supplies	55.89	187.50	-131.61	29.8%
5610-00 · Depreciation	44.88	254.81	-209.93	17.6%
5700-00 · Equipment Support & Maintenance	388.67	414.00	-25.33	93.9%
5710-00 · Taxes, Licenses & Fees	154.27	50.06	104.21	308.2%
5740-00 · Equipment Rental/Leasing	418.41	500.06	-81.65	83.7%
6730-00 · Marketing Cooperative/Media	27,500.01	27,500.01	0.00	100.0%
8700-00 · Automobile Expenses	147.96	100.03	47.93	147.9%
8750-00 · Meals/Meetings	0.00	100.03	-100.03	0.0%
8810-00 · Dues & Subscriptions	340.00	100.00	240.00	340.0%
Total Expense	95,049.31	96,700.25	-1,650.94	98.3%
Net Ordinary Income	43,247.60	20,344.28	22,903.32	212.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	17,846.00	-5,431.36	69.6%
Total Other Expense	12,414.64	17,846.00	-5,431.36	69.6%
Net Other Income	-12,414.64	-17,846.00	5,431.36	69.6%
Net Income	30,832.96	2,498.28	28,334.68	1,234.2%

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	66,054.00	66,054.00	0.00	100.0%
Total Income	66,054.00	66,054.00	0.00	100.0%
Gross Profit	66,054.00	66,054.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.79	2,271.80	-471.01	79.3%
5030-00 · P/R - Health Insurance Expense	930.74	1,607.80	-677.06	57.9%
5040-00 · P/R - Workmans Comp	58.59	516.00	-457.41	11.4%
5060-00 · 401 (k)	891.19	1,080.20	-189.01	82.5%
5070-00 · Other Benefits and Expenses	20.37	188.40	-168.03	10.8%
5000-00 · Salaries & Wages - Other	20,546.02	23,097.80	-2,551.78	89.0%
Total 5000-00 · Salaries & Wages	24,247.70	28,762.00	-4,514.30	84.3%
5100-00 · Rent				
5110-00 · Utilities	67.59	251.53	-183.94	26.9%
5140-00 · Repairs & Maintenance	0.00	114.28	-114.28	0.0%
5150-00 · Office - Cleaning	75.39	50.06	25.33	150.6%
5100-00 · Rent - Other	1,083.36	1,849.03	-765.67	58.6%
Total 5100-00 · Rent	1,226.34	2,264.90	-1,038.56	54.1%
5310-00 · Telephone				
5320-00 · Telephone	612.45	318.75	293.70	192.1%
Total 5310-00 · Telephone	612.45	318.75	293.70	192.1%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 · Insurance/Bonding	44.96	75.00	-30.04	59.9%
5520-00 · Supplies	22.37	75.00	-52.63	29.8%
5610-00 · Depreciation	27.63	103.50	-75.87	26.7%
5700-00 · Equipment Support & Maintenance	72.00	120.00	-48.00	60.0%
5710-00 · Taxes, Licenses & Fees	94.93	30.00	64.93	316.4%
5740-00 · Equipment Rental/Leasing	365.11	80.06	285.05	456.0%
5810-00 · Public Outreach	0.00	450.00	-450.00	0.0%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,125.00	10,370.00	-9,245.00	10.8%
8700-00 · Automobile Expenses	184.14	300.00	-115.86	61.4%
8750-00 · Meals/Meetings	36.00	75.00	-39.00	48.0%
Total Expense	31,108.63	43,049.21	-11,940.58	72.3%
Net Ordinary Income	34,945.37	23,004.79	11,940.58	151.9%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	23,002.00	-10,587.36	54.0%
Total Other Expense	12,414.64	23,002.00	-10,587.36	54.0%
Net Other Income	-12,414.64	-23,002.00	10,587.36	54.0%
Net Income	22,530.73	2.79	22,527.94	807,553.0%

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	83,481.00	83,481.00	0.00	100.0%
4502-00 · Non-retail VIC income	4,338.50	1,911.00	2,427.50	227.0%
4503 · Visitor Guide Income	0.00	1,500.00	-1,500.00	0.0%
46000 · Merchandise Sales	34,426.61	44,061.00	-9,634.39	78.1%
Total Income	122,246.11	130,953.00	-8,706.89	93.4%
Gross Profit	122,246.11	130,953.00	-8,706.89	93.4%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	5,781.95	4,140.00	1,641.95	139.7%
5030-00 · P/R - Health Insurance Expense	6,104.58	6,859.50	-754.92	89.0%
5040-00 · P/R - Workmans Comp	185.54	627.00	-441.46	29.6%
5060-00 · 401 (k)	2,114.05	1,566.00	548.05	135.0%
5070-00 · Other Benefits and Expenses	175.94	151.78	24.16	115.9%
5000-00 · Salaries & Wages - Other	54,357.38	45,332.00	9,025.38	119.9%
Total 5000-00 · Salaries & Wages	68,719.44	58,676.28	10,043.16	117.1%
5100-00 · Rent				
5110-00 · Utilities	1,015.22	1,875.00	-859.78	54.1%
5140-00 · Repairs & Maintenance	112.04	452.53	-340.49	24.8%
5150-00 · Office - Cleaning	94.23	0.00	94.23	100.0%
5100-00 · Rent - Other	19,338.71	17,696.53	1,642.18	109.3%
Total 5100-00 · Rent	20,560.20	20,024.06	536.14	102.7%
5310-00 · Telephone				
5320-00 · Telephone	920.72	875.06	45.66	105.2%
Total 5310-00 · Telephone	920.72	875.06	45.66	105.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5480-00 · Mail - Fed Ex	325.22	0.00	325.22	100.0%
5420-00 · Mail - USPS - Other	0.00	125.06	-125.06	0.0%
Total 5420-00 · Mail - USPS	375.22	125.06	250.16	300.0%
5510-00 · Insurance/Bonding	374.65	500.06	-125.41	74.9%
5520-00 · Supplies	563.97	1,000.03	-436.06	56.4%
5530-00 · Visitor Communications - Other	-109.00	200.00	-309.00	-54.5%
5610-00 · Depreciation	44.88	254.81	-209.93	17.6%
5700-00 · Equipment Support & Maintenance	897.73	525.00	372.73	171.0%
5710-00 · Taxes, Licenses & Fees	354.26	75.00	279.26	472.3%
5740-00 · Equipment Rental/Leasing	1,255.30	1,482.00	-226.70	84.7%
5800-00 · Training Seminars	0.00	2,000.00	-2,000.00	0.0%
6740-00 · Media/Collateral/Production	0.00	1,250.06	-1,250.06	0.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	0.00	-0.44	100.0%
51100 · Freight and Shipping Costs	264.51	0.00	264.51	100.0%
59900 · POS Inventory Adjustments	237.83	0.00	237.83	100.0%
8100-00 · Cost of Goods Sold - Other	16,983.36	23,632.00	-6,648.64	71.9%
Total 8100-00 · Cost of Goods Sold	17,485.26	23,632.00	-6,146.74	74.0%
8200-00 · Associate Relations	436.76	0.00	436.76	100.0%
8500-00 · Credit Card Fees	171.25	900.00	-728.75	19.0%
8700-00 · Automobile Expenses	190.30	300.00	-109.70	63.4%
8750-00 · Meals/Meetings	125.01	100.03	24.98	125.0%
8810-00 · Dues & Subscriptions	99.98	400.00	-300.02	25.0%
8910-00 · Travel	0.00	1,224.56	-1,224.56	0.0%
Total Expense	112,465.93	113,544.01	-1,078.08	99.1%
Net Ordinary Income	9,780.18	17,408.99	-7,628.81	56.2%
Other Income/Expense				
Other Expense				

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

42 - VIC

	<u>Jul - Sep 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8990-00 · Allocated	11,286.05	17,409.00	-6,122.95	64.8%
Total Other Expense	11,286.05	17,409.00	-6,122.95	64.8%
Net Other Income	-11,286.05	-17,409.00	6,122.95	64.8%
Net Income	<u>-1,505.87</u>	<u>-0.01</u>	<u>-1,505.86</u>	<u>15,058,700.0%</u>

North Lake Tahoe Resort Association

Profit & Loss Budget vs. Actual

50 - Infrastructure

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	55,641.00	55,641.00	0.00	100.0%
Total Income	55,641.00	55,641.00	0.00	100.0%
Gross Profit	55,641.00	55,641.00	0.00	100.0%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.81	2,347.40	-546.59	76.7%
5030-00 · P/R - Health Insurance Expense	930.73	1,553.40	-622.67	59.9%
5040-00 · P/R - Workmans Comp	58.59	500.06	-441.47	11.7%
5060-00 · 401 (k)	891.19	1,082.40	-191.21	82.3%
5070-00 · Other Benefits and Expenses	20.34	172.50	-152.16	11.8%
5000-00 · Salaries & Wages - Other	20,546.01	23,097.80	-2,551.79	89.0%
Total 5000-00 · Salaries & Wages	24,247.67	28,753.56	-4,505.89	84.3%
5100-00 · Rent				
5110-00 · Utilities	67.59	375.00	-307.41	18.0%
5140-00 · Repairs & Maintenance	0.00	120.00	-120.00	0.0%
5150-00 · Office - Cleaning	75.39	150.56	-75.17	50.1%
5100-00 · Rent - Other	1,083.36	1,756.78	-673.42	61.7%
Total 5100-00 · Rent	1,226.34	2,402.34	-1,176.00	51.0%
5310-00 · Telephone				
5320-00 · Telephone	612.45	950.00	-337.55	64.5%
Total 5310-00 · Telephone	612.45	950.00	-337.55	64.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00			
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	0.0%
Total 5420-00 · Mail - USPS	50.00	25.00	25.00	200.0%
5510-00 · Insurance/Bonding	44.96	75.00	-30.04	59.9%
5520-00 · Supplies	22.37	75.00	-52.63	29.8%
5610-00 · Depreciation	27.63	103.50	-75.87	26.7%
5700-00 · Equipment Support & Maintenance	72.00	165.00	-93.00	43.6%
5710-00 · Taxes, Licenses & Fees	94.93	93.00	1.93	102.1%
5740-00 · Equipment Rental/Leasing	365.11	638.06	-272.95	57.2%
5941-00 · Research & Planning	1,125.00	4,854.00	-3,729.00	23.2%
8700-00 · Automobile Expenses	184.14	345.00	-160.86	53.4%
8750-00 · Meals/Meetings	0.00	100.03	-100.03	0.0%
Total Expense	28,072.60	38,579.49	-10,506.89	72.8%
Net Ordinary Income	27,568.40	17,061.51	10,506.89	161.6%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	17,064.00	-4,649.36	72.8%
Total Other Expense	12,414.64	17,064.00	-4,649.36	72.8%
Net Other Income	-12,414.64	-17,064.00	4,649.36	72.8%
Net Income	15,153.76	-2.49	15,156.25	-608,584.7%

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	30,400.55	34,000.00	-3,599.45	89.4%
4201-00 · New Member Fees	450.00	1,000.03	-550.03	45.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	950.00			
4250-00 · Revenues-Membership Activities - Other	1,755.00	9,700.00	-7,945.00	18.1%
Total 4250-00 · Revenues-Membership Activities	2,705.00	9,700.00	-6,995.00	27.9%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	2,400.00	-1,155.00	51.9%
4252-00 · Revenue - Sponsorships	1,000.00	1,000.00	0.00	100.0%
Total Income	35,800.55	48,100.03	-12,299.48	74.4%
Gross Profit	35,800.55	48,100.03	-12,299.48	74.4%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-9,166.68	6,416.68	30.0%
5020-00 · P/R - Tax Expense	1,498.76	2,011.40	-512.64	74.5%
5030-00 · P/R - Health Insurance Expense	3,795.61	4,724.40	-928.79	80.3%
5040-00 · P/R - Workmans Comp	68.36	268.03	-199.67	25.5%
5060-00 · 401 (k)	59.43	174.60	-115.17	34.0%
5070-00 · Other Benefits and Expenses	35.67	263.81	-228.14	13.5%
5000-00 · Salaries & Wages - Other	17,681.73	21,794.80	-4,113.07	81.1%
Total 5000-00 · Salaries & Wages	20,389.56	20,070.36	319.20	101.6%
5100-00 · Rent				
5110-00 · Utilities	104.35	187.50	-83.15	55.7%
5140-00 · Repairs & Maintenance	0.00	120.00	-120.00	0.0%
5150-00 · Office - Cleaning	131.92	270.00	-138.08	48.9%
5100-00 · Rent - Other	2,055.88	1,769.81	286.07	116.2%
Total 5100-00 · Rent	2,292.15	2,347.31	-55.16	97.7%
5310-00 · Telephone				
5320-00 · Telephone	765.04	675.00	90.04	113.3%
Total 5310-00 · Telephone	765.04	675.00	90.04	113.3%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00			
5420-00 · Mail - USPS - Other	0.00	150.00	-150.00	0.0%
Total 5420-00 · Mail - USPS	400.00	150.00	250.00	266.7%
5510-00 · Insurance/Bonding	134.87	200.06	-65.19	67.4%
5520-00 · Supplies	102.05	325.03	-222.98	31.4%
5610-00 · Depreciation	27.63	156.75	-129.12	17.6%
5700-00 · Equipment Support & Maintenance	126.00	141.28	-15.28	89.2%
5710-00 · Taxes, Licenses & Fees	94.93	125.06	-30.13	75.9%
5740-00 · Equipment Rental/Leasing	781.10	816.56	-35.46	95.7%
5800-00 · Training Seminars	892.11	1,500.00	-607.89	59.5%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,107.81	0.00	1,107.81	100.0%
6442-00 · Public Relations/Website	81.00	0.00	81.00	100.0%
6423-00 · Membership Activities - Other	2,411.56	6,709.00	-4,297.44	35.9%
Total 6423-00 · Membership Activities	3,600.37	6,709.00	-3,108.63	53.7%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	2,125.03	-179.53	91.6%
8500-00 · Credit Card Fees	1,699.78	630.00	1,069.78	269.8%
8700-00 · Automobile Expenses	192.89	187.50	5.39	102.9%
8750-00 · Meals/Meetings	12.00	125.06	-113.06	9.6%
8810-00 · Dues & Subscriptions	1,035.00	250.03	784.97	414.0%
Total Expense	34,490.98	36,534.03	-2,043.05	94.4%
Net Ordinary Income	1,309.57	11,566.00	-10,256.43	11.3%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	<u>Jul - Sep 16</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>% of Budget</u>
8990-00 - Allocated	10,157.45	11,566.00	-1,408.55	87.8%
Total Other Expense	10,157.45	11,566.00	-1,408.55	87.8%
Net Other Income	-10,157.45	-11,566.00	1,408.55	87.8%
Net Income	<u>-8,847.88</u>	<u>0.00</u>	<u>-8,847.88</u>	<u>100.0%</u>

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

	Jul - Sep 16	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	4,749.85	6,136.40	-1,386.55	77.4%
5030-00 · P/R - Health Insurance Expense	4,859.84	10,855.20	-5,995.36	44.8%
5040-00 · P/R - Workmans Comp	205.05	1,202.06	-997.01	17.1%
5060-00 · 401 (k)	1,034.28	2,447.20	-1,412.92	42.3%
5070-00 · Other Benefits and Expenses	100.50	280.31	-179.81	35.9%
5000-00 · Salaries & Wages - Other	59,288.05	82,750.80	-23,462.75	71.6%
Total 5000-00 · Salaries & Wages	70,237.57	103,671.97	-33,434.40	67.7%
5100-00 · Rent				
5110-00 · Utilities	241.87	600.00	-358.13	40.3%
5140-00 · Repairs & Maintenance	54.32	600.00	-545.68	9.1%
5150-00 · Office - Cleaning	405.08	756.00	-350.92	53.6%
5100-00 · Rent - Other	4,806.60	5,745.28	-938.68	83.7%
Total 5100-00 · Rent	5,507.87	7,701.28	-2,193.41	71.5%
5310-00 · Telephone				
5320-00 · Telephone	2,154.81	2,150.06	4.75	100.2%
Total 5310-00 · Telephone	2,154.81	2,150.06	4.75	100.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	0.00	175.03	-175.03	0.0%
Total 5420-00 · Mail - USPS	250.00	175.03	74.97	142.8%
5510-00 · Insurance/Bonding	329.67	425.06	-95.39	77.6%
5520-00 · Supplies	1,091.73	1,750.03	-658.30	62.4%
5610-00 · Depreciation	86.28	489.75	-403.47	17.6%
5700-00 · Equipment Support & Maintenance	1,758.94	932.06	826.88	188.7%
5710-00 · Taxes, Licenses & Fees	3,171.49	2,000.06	1,171.43	158.6%
5740-00 · Equipment Rental/Leasing	531.22	625.03	-93.81	85.0%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	0.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	0.00	940.00	100.0%
5920-00 · Professional Fees - Accountant	23,455.00	0.00	23,455.00	100.0%
Total 5900-00 · Professional Fees	24,395.00	0.00	24,395.00	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00			
Total 6423-00 · Membership Activities	120.00			
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
8200-00 · Associate Relations	836.75	150.00	686.75	557.8%
8300-00 · Board Functions	328.95	900.00	-571.05	36.6%
8700-00 · Automobile Expenses	0.00	250.03	-250.03	0.0%
8750-00 · Meals/Meetings	82.46	150.00	-67.54	55.0%
8810-00 · Dues & Subscriptions	1,752.68	710.00	1,042.68	246.9%
Total Expense	112,860.42	123,580.36	-10,719.94	91.3%
Net Ordinary Income	-112,860.42	-123,580.36	10,719.94	91.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-112,860.42	-123,583.00	10,722.58	91.3%
Total Other Expense	-112,860.42	-123,583.00	10,722.58	91.3%
Net Other Income	112,860.42	123,583.00	-10,722.58	91.3%
Net Income	0.00	2.64	-2.64	0.0%

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

All Depts

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	943,995.00	814,010.00	129,985.00	16.0%
4200-00 · Membership Ann/Conf Dues	32,875.55	53,526.08	-20,650.53	-38.6%
4201-00 · New Member Fees	450.00	300.00	150.00	50.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	950.00	0.00	950.00	100.0%
4250-00 · Revenues-Membership Activities - Other	1,755.00	5,778.43	-4,023.43	-69.6%
Total 4250-00 · Revenues-Membership Activities	2,705.00	5,778.43	-3,073.43	-53.2%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	1,560.00	-315.00	-20.2%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
4350-00 · Special Events (Marketing)	0.00	1,168.80	-1,168.80	-100.0%
4502-00 · Non-retail VIC income	4,338.50	3,075.00	1,263.50	41.1%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	-2,265.80	9,231.80	407.4%
4600-00 · Commissions - Other	56,456.91	83,184.04	-26,727.13	-32.1%
Total 4600-00 · Commissions	63,422.91	80,918.24	-17,495.33	-21.6%
46000 · Merchandise Sales	34,426.61	34,088.25	338.36	1.0%
Total Income	1,084,458.57	994,924.80	89,533.77	9.0%
Gross Profit	1,084,458.57	994,924.80	89,533.77	9.0%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	0.00	0.00	0.00	0.0%
5010-00 · Sales Commissions	10,644.90	3,352.42	7,292.48	217.5%
5020-00 · P/R - Tax Expense	25,804.43	18,208.56	7,595.87	41.7%
5030-00 · P/R - Health Insurance Expense	31,455.27	33,599.52	-2,144.25	-6.4%
5040-00 · P/R - Workmans Comp	976.50	683.10	293.40	43.0%
5060-00 · 401 (k)	9,941.50	10,266.00	-324.50	-3.2%
5070-00 · Other Benefits and Expenses	720.88	2,516.90	-1,796.02	-71.4%
5000-00 · Salaries & Wages - Other	278,866.48	226,506.90	52,359.58	23.1%
Total 5000-00 · Salaries & Wages	358,409.96	295,133.40	63,276.56	21.4%
5100-00 · Rent				
5110-00 · Utilities	1,952.46	3,125.28	-1,172.82	-37.5%
5140-00 · Repairs & Maintenance	166.36	400.00	-233.64	-58.4%
5150-00 · Office - Cleaning	1,347.40	1,770.00	-422.60	-23.9%
5100-00 · Rent - Other	36,733.08	34,495.92	2,237.16	6.5%
Total 5100-00 · Rent	40,199.30	39,791.20	408.10	1.0%
5310-00 · Telephone				
5320-00 · Telephone	7,117.60	7,374.62	-257.02	-3.5%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	7,117.60	7,544.62	-427.02	-5.7%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	0.00	1,000.00	100.0%
5480-00 · Mail - Fed Ex	325.22	552.45	-227.23	-41.1%
5420-00 · Mail - USPS - Other	0.00	417.94	-417.94	-100.0%
Total 5420-00 · Mail - USPS	1,325.22	970.39	354.83	36.6%
5510-00 · Insurance/Bonding	1,498.58	880.64	617.94	70.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	2,179.64	-2,002.50	-91.9%
5520-00 · Supplies - Other	2,517.89	3,254.49	-736.60	-22.6%
Total 5520-00 · Supplies	2,695.03	5,434.13	-2,739.10	-50.4%
5530-00 · Visitor Communications - Other	-109.00	0.00	-109.00	-100.0%
5610-00 · Depreciation	345.21	1,556.40	-1,211.19	-77.8%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

All Depts

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
5700-00 · Equipment Support & Maintenance	3,820.92	1,354.24	2,466.68	182.1%
5710-00 · Taxes, Licenses & Fees	4,274.48	2,461.51	1,812.97	73.7%
5740-00 · Equipment Rental/Leasing	4,171.84	4,981.13	-809.29	-16.3%
5800-00 · Training Seminars	2,193.72	1,249.12	944.60	75.6%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,199.75	0.00	2,199.75	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	2,220.00	-1,280.00	-57.7%
5920-00 · Professional Fees - Accountant	23,455.00	2,840.00	20,615.00	725.9%
Total 5900-00 · Professional Fees	24,395.00	5,060.00	19,335.00	382.1%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	2,250.00	7,559.00	-5,309.00	-70.2%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.0%
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	500.00	-500.00	-100.0%
Total 6020-00 · Programs	0.00	500.00	-500.00	-100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	-49,851.18	74,201.16	148.9%
Total 6023-00 · Autumn Food & Wine	26,292.86	-49,833.49	76,126.35	152.8%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	0.00	5,411.88	100.0%
6422-00 · IronMan Lake Tahoe	0.00	237,847.35	-237,847.35	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6420-00 · Sponsorship - Other	0.00	4,125.00	-4,125.00	-100.0%
Total 6420-00 · Sponsorship	5,411.88	247,514.67	-242,102.79	-97.8%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,227.81	775.00	452.81	58.4%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	0.00	54.09	-54.09	-100.0%
6442-00 · Public Relations/Website	81.00	1,582.50	-1,501.50	-94.9%
6443-00 · Membership - Bridal Faire	0.00	1,242.42	-1,242.42	-100.0%
6423-00 · Membership Activities - Other	2,411.56	4,096.52	-1,684.96	-41.1%
Total 6423-00 · Membership Activities	3,720.37	7,815.36	-4,094.99	-52.4%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	1,394.00	551.50	39.6%
6490-00 · Classified Ads	275.00	0.00	275.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	317.47	272.15	45.32	16.7%
6730-00 · Marketing Cooperative/Media	316,250.00	242,500.00	73,750.00	30.4%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	2,099.41	-2,057.80	-98.0%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	0.00	4,231.39	-4,231.39	-100.0%
6743-04 · High Notes	4,743.32	16,000.00	-11,256.68	-70.4%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	5,720.12	20,231.39	-14,511.27	-71.7%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	-7.22	6.78	93.9%
51100 · Freight and Shipping Costs	264.51	340.79	-76.28	-22.4%
59900 · POS Inventory Adjustments	237.83	-394.60	632.43	160.3%
8100-00 · Cost of Goods Sold - Other	16,983.36	16,412.23	571.13	3.5%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison

All Depts

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Total 8100-00 · Cost of Goods Sold	17,485.26	16,351.20	1,134.06	6.9%
8200-00 · Associate Relations	1,495.00	814.33	680.67	83.6%
8300-00 · Board Functions	328.95	271.35	57.60	21.2%
8500-00 · Credit Card Fees	1,871.03	1,691.32	179.71	10.6%
8700-00 · Automobile Expenses	1,247.46	2,496.76	-1,249.30	-50.0%
8750-00 · Meals/Meetings	941.74	1,028.14	-86.40	-8.4%
8810-00 · Dues & Subscriptions	4,566.48	2,474.68	2,091.80	84.5%
8910-00 · Travel	4,308.49	2,315.52	1,992.97	86.1%
8930-00 · Prior Period Adjustments	0.00	-7,080.12	7,080.12	100.0%
Total Expense	857,588.02	866,832.45	-9,244.43	-1.1%
Net Ordinary Income	226,870.55	128,092.35	98,778.20	77.1%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	0.00	0.00	0.00	0.0%
Total Other Expense	0.00	0.00	0.00	0.0%
Net Other Income	0.00	0.00	0.00	0.0%
Net Income	226,870.55	128,092.35	98,778.20	77.1%

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Accrual Basis

North Lake Tahoe Resort Association Profit & Loss Prev Year Comparison 11 - Marketing

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	666,420.00	551,168.00	115,252.00	20.9%
4350-00 · Special Events (Marketing)	0.00	1,168.80	-1,168.80	-100.0%
Total Income	666,420.00	552,336.80	114,083.20	20.7%
Gross Profit	666,420.00	552,336.80	114,083.20	20.7%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	2,750.00	3,624.99	-874.99	-24.1%
5020-00 · P/R - Tax Expense	5,716.56	3,517.75	2,198.81	62.5%
5030-00 · P/R - Health Insurance Expense	10,647.78	7,492.53	3,155.25	42.1%
5040-00 · P/R - Workmans Comp	234.36	61.48	172.88	281.2%
5060-00 · 401 (k)	2,579.75	1,564.51	1,015.24	64.9%
5070-00 · Other Benefits and Expenses	242.12	892.47	-650.35	-72.9%
5000-00 · Salaries & Wages - Other	66,534.60	46,670.10	19,864.50	42.6%
Total 5000-00 · Salaries & Wages	88,705.17	63,823.83	24,881.34	39.0%
5100-00 · Rent				
5110-00 · Utilities	303.11	520.18	-217.07	-41.7%
5140-00 · Repairs & Maintenance	0.00	100.00	-100.00	-100.0%
5150-00 · Office - Cleaning	376.92	329.00	47.92	14.6%
5100-00 · Rent - Other	5,656.77	4,698.15	958.62	20.4%
Total 5100-00 · Rent	6,336.80	5,647.33	689.47	12.2%
5310-00 · Telephone				
5320-00 · Telephone	1,350.09	1,750.36	-400.27	-22.9%
5350-00 · Internet	0.00	170.00	-170.00	-100.0%
Total 5310-00 · Telephone	1,350.09	1,920.36	-570.27	-29.7%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5480-00 · Mail - Fed Ex	0.00	442.68	-442.68	-100.0%
5420-00 · Mail - USPS - Other	0.00	5.53	-5.53	-100.0%
Total 5420-00 · Mail - USPS	100.00	448.21	-348.21	-77.7%
5510-00 · Insurance/Bonding	284.74	167.32	117.42	70.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	177.14	2,084.65	-1,907.51	-91.5%
5520-00 · Supplies - Other	659.51	798.51	-139.00	-17.4%
Total 5520-00 · Supplies	836.65	2,883.16	-2,046.51	-71.0%
5610-00 · Depreciation	86.28	389.13	-302.85	-77.8%
5700-00 · Equipment Support & Maintenance	505.58	-89.00	594.58	668.1%
5710-00 · Taxes, Licenses & Fees	309.67	262.15	47.52	18.1%
5740-00 · Equipment Rental/Leasing	455.59	514.19	-58.60	-11.4%
5800-00 · Training Seminars	1,301.61	0.00	1,301.61	100.0%
5815 · Training Video Series	7,534.05	0.00	7,534.05	100.0%
5820 · Sales CRM/CMS	2,199.75	0.00	2,199.75	100.0%
6020-00 · Programs				
6016-00 · Community Marketing Programs	0.00	500.00	-500.00	-100.0%
Total 6020-00 · Programs	0.00	500.00	-500.00	-100.0%
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	17.88	17.69	0.19	1.1%
6028-00 · AFW-Operations	1,925.00	0.00	1,925.00	100.0%
6023-00 · Autumn Food & Wine - Other	24,349.98	-49,851.18	74,201.16	148.9%
Total 6023-00 · Autumn Food & Wine	26,292.86	-49,833.49	76,126.35	152.8%
6420-00 · Sponsorship				
6421-00 · New Event Development	5,411.88	0.00	5,411.88	100.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
11 - Marketing

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
6422-00 · IronMan Lake Tahoe	0.00	237,847.35	-237,847.35	-100.0%
6427-00 · USA Cycling	0.00	5,542.32	-5,542.32	-100.0%
6420-00 · Sponsorship - Other	0.00	4,125.00	-4,125.00	-100.0%
Total 6420-00 · Sponsorship	5,411.88	247,514.67	-242,102.79	-97.8%
6490-00 · Classified Ads	50.00	0.00	50.00	100.0%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	317.47	272.15	45.32	16.7%
6730-00 · Marketing Cooperative/Media	288,749.99	213,100.00	75,649.99	35.5%
6742-00 · Non-NLT Co-Op Marketing Program	41.61	1,949.41	-1,907.80	-97.9%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	0.00	4,231.39	-4,231.39	-100.0%
6743-04 · High Notes	4,743.32	16,000.00	-11,256.68	-70.4%
6743-05 · Peak Your Adventure	976.80	0.00	976.80	100.0%
Total 6743-00 · BACC Marketing Programs	5,720.12	20,231.39	-14,511.27	-71.7%
7500-00 · Trade Shows/Travel	15.00	0.00	15.00	100.0%
8200-00 · Associate Relations	221.49	151.19	70.30	46.5%
8700-00 · Automobile Expenses	348.03	320.05	27.98	8.7%
8750-00 · Meals/Meetings	686.27	628.66	57.61	9.2%
8810-00 · Dues & Subscriptions	1,338.82	1,369.76	-30.94	-2.3%
8910-00 · Travel	4,308.49	10.00	4,298.49	42,984.9%
8930-00 · Prior Period Adjustments	0.00	6,489.85	-6,489.85	-100.0%
Total Expense	443,540.15	518,670.32	-75,130.17	-14.5%
Net Ordinary Income	222,879.85	33,666.48	189,213.37	562.0%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	54,173.00	47,830.76	6,342.24	13.3%
Total Other Expense	54,173.00	47,830.76	6,342.24	13.3%
Net Other Income	-54,173.00	-47,830.76	-6,342.24	-13.3%
Net Income	168,706.85	-14,164.28	182,871.13	1,291.1%

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

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	72,399.00	83,436.00	-11,037.00	-13.2%
4200-00 · Membership Ann/Conf Dues	2,475.00	0.00	2,475.00	100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,966.00	-2,265.80	9,231.80	407.4%
4600-00 · Commissions - Other	56,456.91	83,184.04	-26,727.13	-32.1%
Total 4600-00 · Commissions	<u>63,422.91</u>	<u>80,918.24</u>	<u>-17,495.33</u>	<u>-21.6%</u>
Total Income	<u>138,296.91</u>	<u>164,354.24</u>	<u>-26,057.33</u>	<u>-15.9%</u>
Gross Profit	138,296.91	164,354.24	-26,057.33	-15.9%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	10,644.90	3,352.42	7,292.48	217.5%
5020-00 · P/R - Tax Expense	4,455.71	2,943.72	1,511.99	51.4%
5030-00 · P/R - Health Insurance Expense	4,185.99	4,035.30	150.69	3.7%
5040-00 · P/R - Workmans Comp	166.01	61.48	104.53	170.0%
5060-00 · 401 (k)	2,371.61	2,297.58	74.03	3.2%
5070-00 · Other Benefits and Expenses	125.94	16.98	108.96	641.7%
5000-00 · Salaries & Wages - Other	39,912.69	33,474.21	6,438.48	19.2%
Total 5000-00 · Salaries & Wages	<u>61,862.85</u>	<u>46,181.69</u>	<u>15,681.16</u>	<u>34.0%</u>
5100-00 · Rent				
5110-00 · Utilities	152.73	263.98	-111.25	-42.1%
5140-00 · Repairs & Maintenance	0.00	52.00	-52.00	-100.0%
5150-00 · Office - Cleaning	188.47	168.00	20.47	12.2%
5100-00 · Rent - Other	2,708.40	2,349.36	359.04	15.3%
Total 5100-00 · Rent	<u>3,049.60</u>	<u>2,833.34</u>	<u>216.26</u>	<u>7.6%</u>
5310-00 · Telephone				
5320-00 · Telephone	702.04	631.12	70.92	11.2%
Total 5310-00 · Telephone	<u>702.04</u>	<u>631.12</u>	<u>70.92</u>	<u>11.2%</u>
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	100.00	0.00	100.00	100.0%
5420-00 · Mail - USPS - Other	0.00	78.75	-78.75	-100.0%
Total 5420-00 · Mail - USPS	<u>100.00</u>	<u>78.75</u>	<u>21.25</u>	<u>27.0%</u>
5510-00 · Insurance/Bonding	284.73	167.32	117.41	70.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	0.00	94.99	-94.99	-100.0%
5520-00 · Supplies - Other	55.89	151.91	-96.02	-63.2%
Total 5520-00 · Supplies	<u>55.89</u>	<u>246.90</u>	<u>-191.01</u>	<u>-77.4%</u>
5610-00 · Depreciation	44.88	202.32	-157.44	-77.8%
5700-00 · Equipment Support & Maintenance	388.67	-108.80	497.47	457.2%
5710-00 · Taxes, Licenses & Fees	154.27	136.32	17.95	13.2%
5740-00 · Equipment Rental/Leasing	418.41	495.96	-77.55	-15.6%
6730-00 · Marketing Cooperative/Media	27,500.01	29,400.00	-1,899.99	-6.5%
8700-00 · Automobile Expenses	147.96	115.57	32.39	28.0%
8810-00 · Dues & Subscriptions	340.00	0.00	340.00	100.0%
8930-00 · Prior Period Adjustments	0.00	-4,699.23	4,699.23	100.0%
Total Expense	<u>95,049.31</u>	<u>75,681.26</u>	<u>19,368.05</u>	<u>25.6%</u>
Net Ordinary Income	<u>43,247.60</u>	<u>88,672.98</u>	<u>-45,425.38</u>	<u>-51.2%</u>
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	10,961.22	1,453.42	13.3%
Total Other Expense	<u>12,414.64</u>	<u>10,961.22</u>	<u>1,453.42</u>	<u>13.3%</u>

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Accrual Basis

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

	<u>Jul - Sep 16</u>	<u>Jul - Sep 15</u>	<u>\$ Change</u>	<u>% Change</u>
Net Other Income	-12,414.64	-10,961.22	-1,453.42	-13.3%
Net Income	<u>30,832.96</u>	<u>77,711.76</u>	<u>-46,878.80</u>	<u>-60.3%</u>

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

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	66,054.00	50,223.00	15,831.00	31.5%
Total Income	66,054.00	50,223.00	15,831.00	31.5%
Gross Profit	66,054.00	50,223.00	15,831.00	31.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.79	1,793.73	7.06	0.4%
5030-00 · P/R - Health Insurance Expense	930.74	988.70	-57.96	-5.9%
5040-00 · P/R - Workmans Comp	58.59	68.31	-9.72	-14.2%
5060-00 · 401 (k)	891.19	1,107.50	-216.31	-19.5%
5070-00 · Other Benefits and Expenses	20.37	81.79	-61.42	-75.1%
5000-00 · Salaries & Wages - Other	20,546.02	18,690.14	1,855.88	9.9%
Total 5000-00 · Salaries & Wages	24,247.70	22,730.17	1,517.53	6.7%
5100-00 · Rent				
5110-00 · Utilities	67.59	185.97	-118.38	-63.7%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	75.39	111.00	-35.61	-32.1%
5100-00 · Rent - Other	1,083.36	1,678.11	-594.75	-35.4%
Total 5100-00 · Rent	1,226.34	2,007.08	-780.74	-38.9%
5310-00 · Telephone				
5320-00 · Telephone	612.45	458.74	153.71	33.5%
Total 5310-00 · Telephone	612.45	458.74	153.71	33.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	0.00	25.00	-25.00	-100.0%
Total 5420-00 · Mail - USPS	50.00	25.00	25.00	100.0%
5510-00 · Insurance/Bonding	44.96	26.42	18.54	70.2%
5520-00 · Supplies	22.37	100.47	-78.10	-77.7%
5610-00 · Depreciation	27.63	124.50	-96.87	-77.8%
5700-00 · Equipment Support & Maintenance	72.00	100.80	-28.80	-28.6%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	440.74	-75.63	-17.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	1,125.00	4,014.50	-2,889.50	-72.0%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	0.00	0.0%
Total 5948-00 · Transportation Projects	0.00	0.00	0.00	0.0%
8700-00 · Automobile Expenses	184.14	660.18	-476.04	-72.1%
8750-00 · Meals/Meetings	36.00	84.00	-48.00	-57.1%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	31,108.63	28,821.49	2,287.14	7.9%
Net Ordinary Income	34,945.37	21,401.51	13,543.86	63.3%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	10,961.22	1,453.42	13.3%
Total Other Expense	12,414.64	10,961.22	1,453.42	13.3%
Net Other Income	-12,414.64	-10,961.22	-1,453.42	-13.3%
Net Income	22,530.73	10,440.29	12,090.44	115.8%

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

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	83,481.00	73,260.00	10,221.00	14.0%
4502-00 · Non-retail VIC income	4,338.50	3,075.00	1,263.50	41.1%
46000 · Merchandise Sales	34,426.61	34,088.25	338.36	1.0%
Total Income	122,246.11	110,423.25	11,822.86	10.7%
Gross Profit	122,246.11	110,423.25	11,822.86	10.7%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	5,781.95	3,468.43	2,313.52	66.7%
5030-00 · P/R - Health Insurance Expense	6,104.58	4,768.78	1,335.80	28.0%
5040-00 · P/R - Workmans Comp	185.54	129.79	55.75	43.0%
5060-00 · 401 (k)	2,114.05	1,221.90	892.15	73.0%
5070-00 · Other Benefits and Expenses	175.94	91.98	83.96	91.3%
5000-00 · Salaries & Wages - Other	54,357.38	34,315.55	20,041.83	58.4%
Total 5000-00 · Salaries & Wages	68,719.44	43,996.43	24,723.01	56.2%
5100-00 · Rent				
5110-00 · Utilities	1,015.22	1,237.48	-222.26	-18.0%
5140-00 · Repairs & Maintenance	112.04	52.00	60.04	115.5%
5150-00 · Office - Cleaning	94.23	611.00	-516.77	-84.6%
5100-00 · Rent - Other	19,338.71	16,781.10	2,557.61	15.2%
Total 5100-00 · Rent	20,560.20	18,681.58	1,878.62	10.1%
5310-00 · Telephone				
5320-00 · Telephone	920.72	750.04	170.68	22.8%
Total 5310-00 · Telephone	920.72	750.04	170.68	22.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5480-00 · Mail - Fed Ex	325.22	109.77	215.45	196.3%
5420-00 · Mail - USPS - Other	0.00	125.62	-125.62	-100.0%
Total 5420-00 · Mail - USPS	375.22	235.39	139.83	59.4%
5510-00 · Insurance/Bonding	374.65	220.16	154.49	70.2%
5520-00 · Supplies	563.97	841.97	-278.00	-33.0%
5530-00 · Visitor Communications - Other	-109.00	0.00	-109.00	-100.0%
5610-00 · Depreciation	44.88	202.32	-157.44	-77.8%
5700-00 · Equipment Support & Maintenance	897.73	553.20	344.53	62.3%
5710-00 · Taxes, Licenses & Fees	354.26	136.32	217.94	159.9%
5740-00 · Equipment Rental/Leasing	1,255.30	1,490.81	-235.51	-15.8%
6742-00 · Non-NLT Co-Op Marketing Program	0.00	150.00	-150.00	-100.0%
8100-00 · Cost of Goods Sold				
52500 · Purchase Discounts	-0.44	-7.22	6.78	93.9%
51100 · Freight and Shipping Costs	264.51	340.79	-76.28	-22.4%
59900 · POS Inventory Adjustments	237.83	-394.60	632.43	160.3%
8100-00 · Cost of Goods Sold - Other	16,983.36	16,413.23	570.13	3.5%
Total 8100-00 · Cost of Goods Sold	17,485.26	16,352.20	1,133.06	6.9%
8200-00 · Associate Relations	436.76	27.53	409.23	1,486.5%
8500-00 · Credit Card Fees	171.25	897.06	-725.81	-80.9%
8700-00 · Automobile Expenses	190.30	18.40	171.90	934.2%
8750-00 · Meals/Meetings	125.01	0.00	125.01	100.0%
8810-00 · Dues & Subscriptions	99.98	104.97	-4.99	-4.8%
Total Expense	112,465.93	84,658.38	27,807.55	32.9%
Net Ordinary Income	9,780.18	25,764.87	-15,984.69	-62.0%
Other Income/Expense				
Other Expense				

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Accrual Basis

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

	<u>Jul - Sep 16</u>	<u>Jul - Sep 15</u>	<u>\$ Change</u>	<u>% Change</u>
8990-00 · Allocated	11,286.05	9,964.75	1,321.30	13.3%
Total Other Expense	11,286.05	9,964.75	1,321.30	13.3%
Net Other Income	-11,286.05	-9,964.75	-1,321.30	-13.3%
Net Income	<u>-1,505.87</u>	<u>15,800.12</u>	<u>-17,305.99</u>	<u>-109.5%</u>

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

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	55,641.00	55,923.00	-282.00	-0.5%
Total Income	55,641.00	55,923.00	-282.00	-0.5%
Gross Profit	55,641.00	55,923.00	-282.00	-0.5%
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	1,800.81	314.27	1,486.54	473.0%
5030-00 · P/R - Health Insurance Expense	930.73	1,147.69	-216.96	-18.9%
5040-00 · P/R - Workmans Comp	58.59	68.31	-9.72	-14.2%
5060-00 · 401 (k)	891.19	681.31	209.88	30.8%
5070-00 · Other Benefits and Expenses	20.34	81.78	-61.44	-75.1%
5000-00 · Salaries & Wages - Other	20,546.01	11,424.84	9,121.17	79.8%
Total 5000-00 · Salaries & Wages	24,247.67	13,718.20	10,529.47	76.8%
5100-00 · Rent				
5110-00 · Utilities	67.59	185.97	-118.38	-63.7%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	75.39	111.00	-35.61	-32.1%
5100-00 · Rent - Other	1,083.36	1,678.11	-594.75	-35.4%
Total 5100-00 · Rent	1,226.34	2,007.08	-780.74	-38.9%
5310-00 · Telephone				
5320-00 · Telephone	612.45	458.74	153.71	33.5%
Total 5310-00 · Telephone	612.45	458.74	153.71	33.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	50.00	0.00	50.00	100.0%
5420-00 · Mail - USPS - Other	0.00	40.00	-40.00	-100.0%
Total 5420-00 · Mail - USPS	50.00	40.00	10.00	25.0%
5510-00 · Insurance/Bonding	44.96	26.42	18.54	70.2%
5520-00 · Supplies	22.37	100.47	-78.10	-77.7%
5610-00 · Depreciation	27.63	124.50	-96.87	-77.8%
5700-00 · Equipment Support & Maintenance	72.00	100.80	-28.80	-28.6%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	365.11	440.74	-75.63	-17.2%
5941-00 · Research & Planning	1,125.00	3,544.50	-2,419.50	-68.3%
8700-00 · Automobile Expenses	184.14	661.07	-476.93	-72.2%
8750-00 · Meals/Meetings	0.00	166.21	-166.21	-100.0%
8930-00 · Prior Period Adjustments	0.00	-2,035.00	2,035.00	100.0%
Total Expense	28,072.60	19,437.62	8,634.98	44.4%
Net Ordinary Income	27,568.40	36,485.38	-8,916.98	-24.4%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	12,414.64	10,961.22	1,453.42	13.3%
Total Other Expense	12,414.64	10,961.22	1,453.42	13.3%
Net Other Income	-12,414.64	-10,961.22	-1,453.42	-13.3%
Net Income	15,153.76	25,524.16	-10,370.40	-40.6%

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
60 - Membership

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Income				
4200-00 · Membership Ann/Conf Dues	30,400.55	53,526.08	-23,125.53	-43.2%
4201-00 · New Member Fees	450.00	300.00	150.00	50.0%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	950.00	0.00	950.00	100.0%
4250-00 · Revenues-Membership Activities - Other	1,755.00	5,778.43	-4,023.43	-69.6%
Total 4250-00 · Revenues-Membership Activities	2,705.00	5,778.43	-3,073.43	-53.2%
4251-00 · Revenue-Tue AM Breakfast Club	1,245.00	1,560.00	-315.00	-20.2%
4252-00 · Revenue - Sponsorships	1,000.00	500.00	500.00	100.0%
Total Income	35,800.55	61,664.51	-25,863.96	-41.9%
Gross Profit	35,800.55	61,664.51	-25,863.96	-41.9%
Expense				
5000-00 · Salaries & Wages				
5000-01 · In-Market Administration	-2,750.00	-3,624.99	874.99	24.1%
5020-00 · P/R - Tax Expense	1,498.76	1,562.53	-63.77	-4.1%
5030-00 · P/R - Health Insurance Expense	3,795.61	3,508.45	287.16	8.2%
5040-00 · P/R - Workmans Comp	68.36	61.48	6.88	11.2%
5060-00 · 401 (k)	59.43	72.41	-12.98	-17.9%
5070-00 · Other Benefits and Expenses	35.67	1,001.42	-965.75	-96.4%
5000-00 · Salaries & Wages - Other	17,681.73	21,770.57	-4,088.84	-18.8%
Total 5000-00 · Salaries & Wages	20,389.56	24,351.87	-3,962.31	-16.3%
5100-00 · Rent				
5110-00 · Utilities	104.35	178.69	-74.34	-41.6%
5140-00 · Repairs & Maintenance	0.00	32.00	-32.00	-100.0%
5150-00 · Office - Cleaning	131.92	111.00	20.92	18.9%
5100-00 · Rent - Other	2,055.88	1,678.11	377.77	22.5%
Total 5100-00 · Rent	2,292.15	1,999.80	292.35	14.6%
5310-00 · Telephone				
5320-00 · Telephone	765.04	775.71	-10.67	-1.4%
Total 5310-00 · Telephone	765.04	775.71	-10.67	-1.4%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	400.00	0.00	400.00	100.0%
5420-00 · Mail - USPS - Other	0.00	51.19	-51.19	-100.0%
Total 5420-00 · Mail - USPS	400.00	51.19	348.81	681.4%
5510-00 · Insurance/Bonding	134.87	79.26	55.61	70.2%
5520-00 · Supplies	102.05	287.09	-185.04	-64.5%
5610-00 · Depreciation	27.63	124.50	-96.87	-77.8%
5700-00 · Equipment Support & Maintenance	126.00	104.78	21.22	20.3%
5710-00 · Taxes, Licenses & Fees	94.93	83.89	11.04	13.2%
5740-00 · Equipment Rental/Leasing	781.10	964.56	-183.46	-19.0%
5800-00 · Training Seminars	892.11	1,049.12	-157.01	-15.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	1,107.81	775.00	332.81	42.9%
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	64.83	-64.83	-100.0%
6441-00 · Membership - Miscellaneous Exp	0.00	54.09	-54.09	-100.0%
6442-00 · Public Relations/Website	81.00	1,582.50	-1,501.50	-94.9%
6443-00 · Membership - Bridal Faire	0.00	1,242.42	-1,242.42	-100.0%
6423-00 · Membership Activities - Other	2,411.56	4,096.52	-1,684.96	-41.1%
Total 6423-00 · Membership Activities	3,600.37	7,815.36	-4,214.99	-53.9%
6437-00 · Tuesday Morning Breakfast Club	1,945.50	1,394.00	551.50	39.6%
8200-00 · Associate Relations	0.00	231.30	-231.30	-100.0%
8500-00 · Credit Card Fees	1,699.78	794.26	905.52	114.0%
8700-00 · Automobile Expenses	192.89	271.47	-78.58	-29.0%

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Accrual Basis

North Lake Tahoe Resort Association
Profit & Loss Prev Year Comparison
60 - Membership

	<u>Jul - Sep 16</u>	<u>Jul - Sep 15</u>	<u>\$ Change</u>	<u>% Change</u>
8750-00 · Meals/Meetings	12.00	89.27	-77.27	-86.6%
8810-00 · Dues & Subscriptions	1,035.00	464.95	570.05	122.6%
Total Expense	<u>34,490.98</u>	<u>40,932.38</u>	<u>-6,441.40</u>	<u>-15.7%</u>
Net Ordinary Income	1,309.57	20,732.13	-19,422.56	-93.7%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	10,157.45	8,968.27	1,189.18	13.3%
Total Other Expense	<u>10,157.45</u>	<u>8,968.27</u>	<u>1,189.18</u>	<u>13.3%</u>
Net Other Income	<u>-10,157.45</u>	<u>-8,968.27</u>	<u>-1,189.18</u>	<u>-13.3%</u>
Net Income	<u><u>-8,847.88</u></u>	<u><u>11,763.86</u></u>	<u><u>-20,611.74</u></u>	<u><u>-175.2%</u></u>

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

	Jul - Sep 16	Jul - Sep 15	\$ Change	% Change
Ordinary Income/Expense				
Expense				
5000-00 · Salaries & Wages				
5020-00 · P/R - Tax Expense	4,749.85	4,608.13	141.72	3.1%
5030-00 · P/R - Health Insurance Expense	4,859.84	11,658.07	-6,798.23	-58.3%
5040-00 · P/R - Workmans Comp	205.05	232.25	-27.20	-11.7%
5060-00 · 401 (k)	1,034.28	3,320.79	-2,286.51	-68.9%
5070-00 · Other Benefits and Expenses	100.50	350.48	-249.98	-71.3%
5000-00 · Salaries & Wages - Other	59,288.05	60,161.49	-873.44	-1.5%
Total 5000-00 · Salaries & Wages	70,237.57	80,331.21	-10,093.64	-12.6%
5100-00 · Rent				
5110-00 · Utilities	241.87	553.01	-311.14	-56.3%
5140-00 · Repairs & Maintenance	54.32	100.00	-45.68	-45.7%
5150-00 · Office - Cleaning	405.08	329.00	76.08	23.1%
5100-00 · Rent - Other	4,806.60	5,632.98	-826.38	-14.7%
Total 5100-00 · Rent	5,507.87	6,614.99	-1,107.12	-16.7%
5310-00 · Telephone				
5320-00 · Telephone	2,154.81	2,549.91	-395.10	-15.5%
Total 5310-00 · Telephone	2,154.81	2,549.91	-395.10	-15.5%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	250.00	0.00	250.00	100.0%
5420-00 · Mail - USPS - Other	0.00	91.85	-91.85	-100.0%
Total 5420-00 · Mail - USPS	250.00	91.85	158.15	172.2%
5510-00 · Insurance/Bonding	329.67	193.74	135.93	70.2%
5520-00 · Supplies	1,091.73	974.07	117.66	12.1%
5610-00 · Depreciation	86.28	389.13	-302.85	-77.8%
5700-00 · Equipment Support & Maintenance	1,758.94	692.46	1,066.48	154.0%
5710-00 · Taxes, Licenses & Fees	3,171.49	1,675.05	1,496.44	89.3%
5740-00 · Equipment Rental/Leasing	531.22	634.13	-102.91	-16.2%
5800-00 · Training Seminars	0.00	200.00	-200.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	940.00	2,220.00	-1,280.00	-57.7%
5920-00 · Professional Fees - Accountant	23,455.00	2,840.00	20,615.00	725.9%
Total 5900-00 · Professional Fees	24,395.00	5,060.00	19,335.00	382.1%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	120.00	0.00	120.00	100.0%
Total 6423-00 · Membership Activities	120.00	0.00	120.00	100.0%
6490-00 · Classified Ads	225.00	0.00	225.00	100.0%
8200-00 · Associate Relations	836.75	404.31	432.44	107.0%
8300-00 · Board Functions	328.95	271.35	57.60	21.2%
8700-00 · Automobile Expenses	0.00	450.02	-450.02	-100.0%
8750-00 · Meals/Meetings	82.46	60.00	22.46	37.4%
8810-00 · Dues & Subscriptions	1,752.68	535.00	1,217.68	227.6%
8910-00 · Travel	0.00	2,305.52	-2,305.52	-100.0%
8930-00 · Prior Period Adjustments	0.00	-4,800.74	4,800.74	100.0%
Total Expense	112,860.42	98,632.00	14,228.42	14.4%
Net Ordinary Income	-112,860.42	-98,632.00	-14,228.42	-14.4%
Other Income/Expense				
Other Expense				
8990-00 · Allocated	-112,860.42	-99,647.44	-13,212.98	-13.3%
Total Other Expense	-112,860.42	-99,647.44	-13,212.98	-13.3%
Net Other Income	112,860.42	99,647.44	13,212.98	13.3%

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Accrual Basis

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

	<u>Jul - Sep 16</u>	<u>Jul - Sep 15</u>	<u>\$ Change</u>	<u>% Change</u>
Net Income	<u>0.00</u>	<u>1,015.44</u>	<u>-1,015.44</u>	<u>-100.0%</u>

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

Tahoe City, California

FINANCIAL STATEMENTS

AND

INDEPENDENT AUDITORS' REPORT

June 30, 2016 and 2015

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

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INDEPENDENT AUDITORS' REPORT

To the Board of Directors of
North Lake Tahoe Resort Association, Inc.

We have audited the accompanying financial statements of North Lake Tahoe Resort Association, Inc. (a nonprofit organization), which comprise the statements of financial position as of June 30, 2016 and 2015, and the related statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the financial statements.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

Auditors' Responsibility

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of North Lake Tahoe Resort Association, Inc. as of June 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

McCLINTOCK ACCOUNTANCY CORPORATION
Tahoe City, California
October 17, 2016

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

Exhibit A

STATEMENTS OF FINANCIAL POSITION

June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
ASSETS		
Current Assets:		
Cash and cash equivalents	\$ 626,330	\$ 533,545
Restricted TOT cash reserve (Note 6)	100,048	-0-
Accounts receivable, net of allowance for doubtful accounts of \$36,595 and \$-0- in 2016 and 2015	110,926	91,147
Placer County receivable	16,842	605,108
Prepaid expenses	8,876	123,249
Inventories	32,407	29,510
	<u>895,429</u>	<u>1,382,559</u>
Noncurrent Assets:		
Property and equipment, net of accumulated depreciation (Note 7)	2,964	8,009
	<u>2,964</u>	<u>8,009</u>
 Total Assets	 <u>\$ 898,394</u>	 <u>\$ 1,390,568</u>
 LIABILITIES AND NET ASSETS		
LIABILITIES		
Current Liabilities:		
Accounts payable	\$ 190,488	\$ 112,646
Accrued liabilities	204,814	172,911
Deferred revenue - membership dues	69,550	59,231
Deferred revenue - other	-0-	14,761
	<u>464,852</u>	<u>359,549</u>
 Total Liabilities (all current)	 <u>464,852</u>	 <u>359,549</u>
 NET ASSETS (Note 2)		
Unrestricted		
Invested in property and equipment	2,964	8,009
Designated marketing reserve (Note 3)	304,323	316,692
Designated visitor support and transportation (Note 3)	-0-	205,203
Undesignated	26,206	501,115
Total Unrestricted	<u>333,493</u>	<u>1,031,019</u>
Temporarily Restricted (Note 6)	100,048	-0-
 Total Net Assets	 <u>433,542</u>	 <u>1,031,019</u>
 Total Liabilities and Net Assets	 <u>\$ 898,394</u>	 <u>\$ 1,390,568</u>

The accompanying notes are an integral part of these statements.

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NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

Exhibit B

STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

For the Years Ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
CHANGES IN NET ASSETS:		
Revenue and other support:		
Placer County grant revenue	\$ 3,082,726	\$ 3,460,716
Placer County infrastructure grant revenue	197,820	231,408
Commissions and booking fees	188,358	118,287
Member dues	135,527	141,038
Member services and special events	114,546	107,810
Retail sales and other	78,864	119,492
Interest income	66	36
Total revenue and other support	<u>3,797,908</u>	<u>4,178,787</u>
Expenses and losses:		
Program services:		
Marketing	2,187,408	1,826,950
Group sales and conferences	347,723	394,060
Visitor support and transportation	151,582	700,700
Visitor information	340,025	338,325
North Lake Tahoe Chamber of Commerce	192,549	154,678
Infrastructure	146,622	160,524
	<u>3,365,909</u>	<u>3,575,237</u>
Supporting services:		
General and administrative	465,439	418,850
Total expenses	<u>3,831,348</u>	<u>3,994,087</u>
Increase (Decrease) in Net Assets	(33,441)	184,700
NET ASSETS		
Net assets distributed to Placer County	<u>(564,037)</u>	<u>-0-</u>
Beginning of Year	<u>1,031,019</u>	<u>846,319</u>
End of Year	<u>\$ 433,542</u>	<u>\$ 1,031,019</u>

The accompanying notes are an integral part of these statements.

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NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

Exhibit C

STATEMENTS OF CASH FLOWS
For the Years Ended June 30, 2016 and 2015

	<u>2016</u>	<u>2015</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Increase (decrease) in unrestricted net assets	\$ (33,441)	\$ 184,700
Reconciliation of change in net assets to cash (used) provided by operating activities		
Depreciation	6,164	7,170
Changes in operating assets and liabilities:		
Accounts receivable	(19,779)	47,826
Placer County receivable	588,266	(67,378)
Prepaid expenses	114,373	9,235
Inventories	(2,897)	(208)
Accounts payable	77,842	(44,224)
Accrued liabilities	31,903	32,291
Deferred revenue - membership dues	10,319	(13,169)
Deferred revenue - other	(14,761)	29
Net Cash Provided by Operating Activities	<u>757,990</u>	<u>156,272</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property and equipment	(1,120)	(2,422)
Net Cash Used by Investing Activities	<u>(1,120)</u>	<u>(2,422)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Net assets distributed to Placer County	(564,037)	-0-
	<u>(564,037)</u>	<u>-0-</u>
Net Increase in Cash and Cash Equivalents	192,833	153,850
Cash and Cash Equivalents, Beginning of Year	<u>533,545</u>	<u>379,695</u>
Cash and Cash Equivalents, End of Year	<u>\$ 726,378</u>	<u>\$ 533,545</u>

The accompanying notes are an integral part of these statements.

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NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2016 and 2015

1. Form of Organization

North Lake Tahoe Resort Association, Inc. (the "Association") was incorporated in the State of California in 1996, upon consolidation of the Tahoe North Visitors and Convention Bureau and the North Lake Tahoe Chamber of Commerce. The Association is organized under Section 501(c)(4) of the Internal Revenue Code as a non-profit public benefit corporation.

The primary function of the Association is to promote tourism and benefit business through efforts that enhance the economic, environmental, recreation and cultural climate of the North Lake Tahoe, California area. The Association provides the following services to its members and the North Lake Tahoe community: Chamber of Commerce, Visitors and Convention Bureau, marketing, conference sales and membership services. The Association also serves as a partner with Placer County in the development and funding of infrastructure and transportation projects designed to enhance tourism and community quality of life for the benefit of all in the North Lake Tahoe region.

The majority of the Association's revenue is derived from contract grants with Placer County to administer and invest portions of transient occupancy taxes collected in the North Lake Tahoe area. Additional sources of revenue are derived from membership dues, commissions and booking fees earned from conference sales, special events, and from the sale of inventory items at its visitor centers.

2. Summary of Significant Accounting Policies

Basis of Accounting and Financial Statement Presentation

The financial statements of the Association have been prepared on the accrual basis of accounting. Financial statement presentation follows the recommendations of the Financial Accounting Standards Board in ASC 958, "Financial Statements of Not-for-Profit Organizations." Under ASC 958, the Association reports information regarding its financial position and activities according to three classes of net assets: Unrestricted net assets, temporarily restricted net assets (if any) and permanently restricted net assets (if any). At June 30, 2016 and 2015, there were no temporarily restricted or permanently restricted net assets, as the Association has not received these types of contributions.

Use of Estimates

The preparation of financial statements in conformity with U.S. generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Recognition of Placer County Contract Grant Revenue

The Association's contract with Placer County is considered to be an exchange transaction. Therefore, revenues received from this contract are reported as unrestricted support.

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2016 and 2015

Placer County contract grant revenues are recognized as revenue during the contract year, unless specifically restricted by the contract.

Liquidity Information

In order to provide information about liquidity, assets have been sequenced according to their nearness to conversion to cash and liabilities have been sequenced according to the nearness of their maturity and resulting use of cash.

Accounts Receivable

Accounts receivable consists of amounts due from members for membership dues, cooperative advertising costs, and commissions from group conference sales, as well as other miscellaneous receivables for services provided. The Association does not charge interest on delinquent receivables. Accounts are written off directly to bad debt expense when all attempts at collection are exhausted.

Inventories

Inventories are primarily for the sale of retail goods at the visitor centers and are stated at the lower of cost or market. Cost is determined by the first-in, first-out method.

Property, Buildings and Equipment

In general, property and equipment are capitalized on the Association's books and stated at cost when the asset has over a year of life and costs of over \$1,000. Depreciation is computed on the straight-line basis over the useful lives of the assets, which range from 3 to 7 years.

Marketing Cooperative Agreement

During the year ended June 30, 2007, the Association established the North Lake Tahoe Marketing Cooperative (NLTMC) with Lake Tahoe Incline Village Crystal Bay Visitors and Convention Bureau (IVCBVCB) to cooperatively promote tourism based on shared objectives which are more effectively and efficiently accomplished collectively rather than independently. Under the terms of the agreement, the Association and the IVCBVCB are required to make annual contributions to fund marketing efforts based upon an approved pre-set formula. The Association contributed \$1,089,500 and \$878,747 for the years ended June 30, 2016 and 2015, respectively in connection with this marketing effort, which is included in marketing (tourism promotion) and group sales and conference expense in the statement of activities and changes in net assets. The Marketing Cooperative activities and balances are reported separately from those of the Association.

Unrestricted Net Assets

All net asset balances are classified as unrestricted, excluding the restricted cash flow reserve at Note 6. Net assets are not subject to imposed restriction or restrictions that have expired. As reflected in the accompanying notes, the Association has designated a portion of unrestricted net assets for specific purposes.

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2016 and 2015

Advertising Costs

Advertising costs are expensed as incurred.

Income Tax Status

The Association is exempt from federal income taxes under the provisions of Internal Revenue Code Section 501(c) (4), and section 23701(f) for California purposes. Unrelated business income, if any, is taxed at regular corporate tax rates.

The Association's three previous federal tax returns and four previous state tax returns are available for examination by the taxing authorities.

Functional Allocation of Expenses

The costs of providing the various programs and other activities have been summarized on a function basis in the statement of activities. Accordingly, certain costs, other than general and administrative costs, have been allocated among the program and supporting services benefited.

Cash and Cash Equivalents

For purposes of the statements of cash flows, the Association considers all unrestricted cash, money market funds, and debt securities with an original maturity less than three months to be cash equivalents.

Fair Value

The carrying amount of financial instruments, including cash, accounts receivable and accounts payable approximates their fair value due to the short term maturities of these instruments.

3. Designated Net Assets

Pursuant to its contract with Placer County, the Association created a visitor support and transportation fund which designates net assets from visitor support and transportation result of activities annually. The designated visitor support and transportation net assets totaled \$0- and \$205,203 at June 30, 2016 and 2015 respectively. During 2016, the Association remitted to Placer County the balance of the designated visitor support and transportation net asset balance and an additional \$358,834 in unrestricted net asset balance as of June 30, 2015. The payments were requested by Placer County and approved by the Association's board of directors.

The Association created a marketing reserve, pursuant to the 2003-04 contract with Placer County, to be used for expenditures in key areas due to any unforeseen adverse fluctuations in collections of transit occupancy taxes. The details in the use of the reserves can be decided solely at the discretion of the Association's board of directors subject to compliance with an existing policy of maintaining the reserve level at 10% of a three year average of annual marketing, conference and visitor information center expenditures. The

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2016 and 2015

designated marketing reserve totaled \$304,323 and \$316,692 at June 30, 2016 and 2015 respectively.

4. Concentration of Credit Risk

The Association maintains its cash accounts at a local bank. At June 30, 2016 and 2015, the aggregate balance of these accounts exceeded the federally insured (FDIC) limits by \$229,613 and \$304,083 respectively.

5. Concentration of Revenue

Support from Placer County in the form of contract grants contributed to 86% and 88% of the Association's total revenues and support for the years ended June 30, 2016 and 2015, respectively. The Association's contract with Placer County is renewed annually. The receivable from Placer County at June 30, 2016 and 2015 was \$16,842 and \$605,108 respectively.

6. Restricted Cash and Investments

Restrictions on Association cash and investment balances at June 30, 2016 and 2015, consist of the following:

	2016	2015
TOT cash reserve	\$ 100,048	\$ -0-
	<u>\$ 100,048</u>	<u>\$ -0-</u>

The restricted transient Occupancy tax (TOT) cash reserve is comprised of previous years' TOT fund balance of \$100,000. The policy restricts use of these assets to only those that achieve public benefit, as agreed to by contract between Placer County and the Association. Expenditure shall only occur following approval by the Association Board of Directors and approval by the Placer County Executive Office.

NORTH LAKE TAHOE RESORT ASSOCIATION, INC.

NOTES TO FINANCIAL STATEMENTS

June 30, 2016 and 2015

7. Property and Equipment

Property and equipment at June 30, 2016 and 2015, consists of the following:

	2016	2015
Furniture and fixtures	\$ 68,768	\$ 68,768
Computer equipment	43,766	43,766
Computer software	34,995	33,874
Leasehold improvements	24,284	24,284
	171,813	170,692
Less accumulated depreciation	(168,849)	(162,683)
Net property and equipment	\$ 2,964	\$ 8,009

Depreciation expense was \$6,164 and \$7,170 for the years ended June 30, 2016 and June 30, 2015 respectively.

8. Operating Leases

The Association leases various facilities and equipment from others under non-cancellable operating leases expiring in May, 2017. Lease rent expense, including real property taxes and common area costs, was \$140,716 in 2016 and \$137,190 in 2015. Minimum lease payments are subject to escalation clauses and options to renew. At June 30, 2016, future minimum lease payments under such leases to the end of the contract are as follows:

Year Ending June 30	
2017	\$ 85,500

9. Retirement Plan

The Association offers a 401(k) retirement plan to all full-time employees who have completed at least three months of service. The Association matches participant contributions of up to 4% to the plan based on up to 6% of the participant's regular salary. Contributions to the plan by the Association were approximately \$35,995 and \$30,177 for the years ended June 30, 2016 and 2015, respectively.

10. Subsequent Events

Subsequent events have been evaluated by management through, October 17, 2016, the date that the statements were available for issuance.

NORTH LAKE TAHOE RESORT
ASSOCIATION, INC.

Tahoe City, California

INTERNAL CONTROL REPORT

June 30, 2016

North Lake Tahoe Resort Association, Inc.

***REPORT TO THE FINANCE COMMITTEE
AND BOARD OF DIRECTORS***

For the Year Ended June 30, 2016

- A. Introduction of firm.
- B. Unmodified or clean opinion on financial statements.
- C. Questions and answers regarding financial statements.
- D. Matters to be Communicated
- Auditor Responsibility – An audit conducted under U.S. generally accepted auditing standards is designed to obtain reasonable, rather than absolute, assurance about the financial statements.
 - Accounting Policies/Accounting Estimates – Significant accounting policies are described in Note 2 to the financial statements. Significant estimates include an allowance for doubtful accounts.
 - Significant adjustments – There were fourteen audit adjustments proposed as a result of the current year audit compared to five in prior year; all of which were accepted after final review by NLTRA staff. Two of the adjustments were proposed by management. The adjustments related primarily to accruals at year end, reclasses to correct expense and revenue accounts and true up of Placer County related balances. There were no passed adjustments.
 - Disagreements with Management – None.
 - Difficulties Encountered in Performing the Audit – None
- E. Presentation of the Internal Control Report.
- F. We would like to thank management for their fine cooperation during the audit.

McCLINTOCK ACCOUNTANCY CORPORATION

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INTERNAL CONTROL REPORT

To the Officers and Directors
North Lake Tahoe Resort Association, Inc.

In planning and performing our audit of the financial statements of North Lake Tahoe Resort Association, Inc. as of June 30, 2016, in accordance with auditing standards generally accepted in the United States of America, we considered the Association's internal control over financial reporting (internal control) as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Association's internal control. Accordingly, we do not express an opinion on the effectiveness of the Association's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent or detect misstatements on a timely basis.

A material weakness is a deficiency, or a combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

Our consideration of internal control was for the limited purpose described in the first paragraph and was not designed to identify all deficiencies in internal control that might be deficiencies, significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control that we consider to be material weaknesses, as defined above.

This letter does not affect our report dated October 17, 2016 on the financial statements of North Lake Tahoe Resort Association, Inc.

This communication is intended solely for the information and use of management, the board of directors, and others within the organization, and is not intended to be and should not be used by anyone other than these specified parties.

McCLINTOCK ACCOUNTANCY CORPORATION
Tahoe City, California
October 17, 2016

North Lake Tahoe Resort Association, Inc.

**REPORT TO THE FINANCE COMMITTEE
AND BOARD OF DIRECTORS**

For the Year Ended June 30, 2016

Current Year Other Matters Noted

Observation/Recommendation: Checks are currently printed and signed (one of two required signatures) by the Directors of Finance. In order to enhance segregation of duties, we recommend that check stock and printing be maintained and implemented by the staff accountant.

Observation/Recommendation: Coding of expenses has been inconsistently applied year over year making management and understanding of the financial statements a difficult process when reviewing year over year variances. We recommend a process be put in place whereby management reviews the chart of accounts and the expectations for coding expenses going forward. This should also align with the budgeting process and accounting in accordance with the terms of the current contract.

Observation/Recommendation: During the current fiscal year conference memberships were never billed as required at the first of the calendar year due miscommunications amongst departments.

Management comment: Management has amended the membership period from a calendar year to an annual membership that correlates with the fiscal year and all members were billed as of July 1, 2016. The billing procedure has been added to the financial close checklist.

Observation/Recommendation: The Association continues to be subject to complex accounting issues as a result of annual changes to the Placer County contract. Related accounting considerations are not thoroughly considered and documented until the annual audit. We suggest the Association prepare a memo that summarizes the details of the contract and the related accounting conclusions reached for each contract year. The memo should include conclusions reached with respect to approved grant expenditures.

Prior Year Other Matters Noted

Observation/Recommendation: The reconciliation of quarterly 941 reports to g/l wages is an important reconciliation that we suggest the Association begin performing.

2016 Update: Quarterly reconciliations were prepared and provided by the Association after the start of the audit. We recommend a reconciliation be performed quarterly during the fiscal year.

Observation/Recommendation: It was noted during our search for unrecorded liabilities that CEO expense reimbursements are approved by the board treasurer subsequent to a reimbursement check being cut. In situations where expenses are in question, as was the case with our selection, this complicates the process. We recommend that expense reimbursements be subject to board treasurer approval PRIOR to the reimbursement being issued.

2016 Update: This recommendation was implemented in 2016.

Observation/Recommendation: We noted the results of the contract compliance agreed upon procedures performed on the agreement between the Association and Placer County for the period July 1, 2013 through June 30, 2014. Management has asserted that the findings from this report, while substantial, do not have a material impact on the statements of financial position as of June 30, 2015 and 2014, and the related statements of activities and cash flows for the years then ended, and the related notes to the financial statements. We concur with managements' assertion. We support managements' efforts to monitor and report on all requirements in current and future agreements.

2016 Update: Management continues to work to meet the requirements set up as a result of the above mentioned engagement.

Observation/Recommendation: During the current year physical inventory count there was a discrepancy between actual inventory counted and the inventory sub-ledger maintained on the QuickBooks POS. This resulted in a \$2,600 book to physical adjustment prior to year-end. While not material to the Association's financial statements, the Association's investigation was unable to identify an underlying cause of the discrepancy.

In order to strengthen controls surrounding physical inventory counts, we recommend the following:

- 1) Develop written procedures for physical inventories to be provided to all employees involved in the count process prior to the count taking place. These procedures should include physical inventory planning prior to the count, the timing of the count, providing accounting will final count details, and allowing enough time for a representative from the accounting department to review and re-perform the counts as deemed necessary. We have provided the Association with some samples that can assist in developing a procedure document.
- 2) Perform full physical inventory counts after hours at least quarterly. The Association can monitor book to physical adjustments and adjust the timing of the counts as necessary.

2016 Update: One inventory count was performed in April of 2016 resulting in a positive book to actual adjustment of approximately \$2,000. Written procedures have yet to be formalized. Further, per our observation of documents supporting the count performed on 4/13/2016, we noted that expected counts by item are included on the reports utilized in the inventory count. We recommend that blind count sheets be utilized in performing the

count to avoid the potential for biased counts. These counts should be performed quarterly until book to actual adjustments are deemed to be nominal.

Management Comment: An additional inventory count was performed in August of 2016 resulting in a negative book to actual adjustment of \$279. Going forward, inventory counts will be performed quarterly.

Recent Accounting Pronouncements

ASU 2016-14: Presentation of Financial Statements for Not-for-Profit Entities

The ASU is focused on improving net asset classification requirements and information provided in financial statements and notes about liquidity, financial performance, and cash flows. New reporting requires expenses to be reported by function and nature. Current standards only require reporting expenses by function. Effective for fiscal year ending June 30, 2019.

ASU 2014-09: Revenue from Contracts with Customer

Set up to develop a common revenue standard for U.S. GAAP and IFRS. The core principle of the guidance is that an entity should recognize revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. This ASU supersedes current revenue recognition guidance. A five step revenue recognition process which will need to be thoroughly considered and documented. Effective for fiscal year ending June 30, 2020.

ASU 2016-02: Leases

Requires entities whom enter into a lease to record a right of use asset and a lease liability at lease inception. Effective for fiscal year ending June 30, 2021.

North Lake Tahoe Resort Association
Grouping Schedule Report
Leadsheet codes

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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
A Cash and Cash Equivalents				
1001-00 - Petty Cash	1,000.00	1,000.00		1,000.00
1003-00 - Cash - Operations BOTW #6712	431,426.36	419,238.41		419,238.41
1007-00 - Cash - Payroll BOTW #7421	8,165.26	5,255.55		5,255.55
1008-00 - Marketing Reserve - Plumas	0.00	50,018.09		50,018.09
1009-00 - Cash Flow Reserve - Plumas	0.00	100,048.23		100,048.23
1071-00 - Payroll Reserves BOTW #8163	92,322.90	29,581.56		29,581.56
1080-00 - Special Events BOTW #1626	0.00	13,144.02		13,144.02
1095-00 - Cash in Drawer	346.57	361.80		361.80
1205-00 - Undeposited Funds	283.70	107,730.65		107,730.65
A Cash and Cash Equivalents Total	<u>533,544.79</u>	<u>726,378.31</u>	<u>0.00</u>	<u>726,378.31</u>
B Accts Receivable				
1200-00 - Quickbooks Accounts Receivable	25,609.70	72,038.63		72,038.63
1200-99 - AR Other	980.77	3,717.04		3,717.04
1201-00 - WebLink Accounts Receivable	18,070.00	71,765.00		71,765.00
1201-02 - Allowance for Doubtful Accounts	0.00	(36,595.00)		(36,595.00)
1210-00 - A/R - Sales Estimates	46,486.63	0.00		0.00
B Accts Receivable Total	<u>91,147.10</u>	<u>110,925.67</u>	<u>0.00</u>	<u>110,925.67</u>
B-1 Placer County Receivable				
1290-00 - A/R - TOT	437,796.13	0.00		16,842.18
PAJE05 To true up Placer County Revenue to Contract			120,375.00	
PAJE09 To remove transportation costs covered by County			6,431.00	
PAJE09 To remove transportation costs covered by County			26,150.00	
PAJE11 To true up Placer County Revenues for unspent contract \$'s			(84,562.91)	
PAJE11 To true up Placer County Revenues for unspent contract \$'s			(51,550.91)	
1291-49 - AR TOT transportation	131,242.20	0.00		0.00
1292-59 - AR TOT Infrastructure	36,069.67	0.00		0.00
B-1 Placer County Receivable Total	<u>605,108.00</u>	<u>0.00</u>	<u>16,842.18</u>	<u>16,842.18</u>
B-2 AR - intercompany				
1298-00 - Receivable from Employees	0.00	40.00		40.00
1299-00 - Receivable from NLTMC	0.00	6,803.02		(691.98)
PAJE10 To true up Marketing Coop funding to budget			(7,495.00)	
B-2 AR - intercompany Total	<u>0.00</u>	<u>6,843.02</u>	<u>(7,495.00)</u>	<u>(651.98)</u>
C Inventories				
1210-10 - Inventory Asset	29,510.30	32,408.18		32,408.18
C Inventories Total	<u>29,510.30</u>	<u>32,408.18</u>	<u>0.00</u>	<u>32,408.18</u>
L Prepaid Exp and Other				
1400-00 - Prepaid Expenses	113,079.95	4,709.61		4,709.61
1410-00 - Prepaid Insurance	3,604.12	3,166.32		3,166.32

North Lake Tahoe Resort Association
Grouping Schedule Report
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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
1430-00 - Prepaid 1st Class Postage	6,565.10	1,000.00		1,000.00
L Prepaid Exp and Other Total	<u>123,249.17</u>	<u>8,875.93</u>	<u>0.00</u>	<u>8,875.93</u>
Current Assets Total	<u>1,382,559.36</u>	<u>885,431.11</u>	<u>9,347.18</u>	<u>894,778.29</u>
UV Property & Equipment				
1700-00 - Furniture & Fixtures	68,767.95	68,767.95		68,767.95
1740-00 - Computer Equipment	43,766.13	43,766.13		43,766.13
1750-00 - Computer Software	33,874.01	34,993.97		34,993.97
1770-00 - Leasehold Improvements	24,283.86	24,283.86		24,283.86
UV Property & Equipment Total	<u>170,691.95</u>	<u>171,811.91</u>	<u>0.00</u>	<u>171,811.91</u>
UV-1 Acc. Depr.- Prop and Eq.				
1701-00 - Accum. Depr. - Furn & Fix	(65,755.97)	(68,767.95)		(68,767.95)
1741-00 - Accum. Depr. - Computer Equip	(40,340.09)	(42,218.00)		(42,218.00)
1751-00 - Accum. Amort. - Software	(32,719.42)	(33,795.00)		(33,795.00)
1771-00 - Accum. Amort - Leasehold Impr	(23,867.33)	(24,067.37)		(24,067.37)
UV-1 Acc. Depr.- Prop and Eq. Total	<u>(162,682.81)</u>	<u>(168,848.32)</u>	<u>0.00</u>	<u>(168,848.32)</u>
Net Property and Equipment Total	<u>8,009.14</u>	<u>2,963.59</u>	<u>0.00</u>	<u>2,963.59</u>
Assets Total	<u>1,390,568.50</u>	<u>888,394.70</u>	<u>9,347.18</u>	<u>897,741.88</u>
AA Accounts Payable				
2000-00 - Accounts Payable	(87,755.78)	(158,049.11)		(160,730.57)
CAJE02 To record late invoice from IVCBVB			(2,681.46)	
2001-00 - Credit Card Payable	(24,892.54)	(29,105.41)		(29,105.41)
AA Accounts Payable Total	<u>(112,648.32)</u>	<u>(187,154.52)</u>	<u>(2,681.46)</u>	<u>(189,835.98)</u>
BB Accrued Liabilities				
2100-00 - Salaries / Wages Payable	(32,195.52)	(35,719.15)		(35,719.15)
2101-00 - Incentive Payable	(36,218.90)	(40,243.00)		(40,243.00)
2102-00 - Commissions Payable	0.00	(8,404.31)		(8,404.31)
2120-00 - Empl. Federal Tax Payable	(1,543.60)	(2,888.75)		(2,888.75)
2175-00 - 401 (k) Plan	2,882.76	(1,104.44)		(1,104.44)
2180-00 - Estimated PTO Liability	(56,488.29)	(60,648.50)		(60,648.50)
2190-00 - Sales and Use Tax Payable	0.00	(149.00)		(149.00)
2250-00 - Accrued Expenses	(45,425.69)	(20,250.31)		(53,288.31)
PAJE01 To accrue for 15/16 SVBA Gran			(10,000.00)	
PAJE04 To true up accrued expenses for 15/16 event grants			(23,038.00)	
2405-00 - Payroll Liabilities	(2,538.32)	0.00		0.00
2410-00 - Wage Garnishment Payable	0.00	(899.48)		(899.48)
2550-00 - Sales Tax Payable	(1,383.00)	(1,469.00)		(1,469.00)
BB Accrued Liabilities Total	<u>(172,910.56)</u>	<u>(171,775.94)</u>	<u>(33,038.00)</u>	<u>(204,813.94)</u>
DD Def. Revenue - Member Due				
2400-60 - Deferred Revenue- Member Dues	(63,221.08)	(69,550.30)		(69,550.30)
2650-00 - Deferred Rev - Events	3,989.85	0.00		0.00

North Lake Tahoe Resort Association
Grouping Schedule Report
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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
DD Def. Revenue - Member Due Total	(59,231.23)	(69,550.30)	0.00	(69,550.30)
DD-1 Def. Revenue - Other				
2651-00 - Deferred Rev. - Conference	(13,608.72)	0.00		0.00
2690-00 - Unbilled purchases	(1,152.00)	0.00		0.00
DD-1 Def. Revenue - Other Total	(14,760.72)	0.00	0.00	0.00
Current Liabilities Total	(359,550.83)	(428,480.76)	(35,719.46)	(464,200.22)
TT Unrestricted Net Assets				
3200-00 - Unrestricted Net Assets	(371,909.40)	(50,286.21)		(62,655.64)
PAJE12 To true up designated marketing reserve			(12,369.43)	
3300-11 - Designated Marketing Reserve	(316,694.00)	(266,694.00)		(254,324.57)
PAJE12 To true up designated marketing reserve			12,369.43	
3301-00 - Cash Flow Reserve	0.00	(100,048.23)		(100,000.00)
PAJE03 To reclassify interest income to revenue			48.23	
3302-00 - Marketing Cash Reserve	0.00	(50,018.09)		(50,000.00)
PAJE03 To reclassify interest income to revenue			18.09	
TT Unrestricted Net Assets Total	(688,603.40)	(467,046.53)	66.32	(466,980.21)
TT-1 Temporarily Restricted Ne				
3200-41 - Temp. Restricted Net Assets	(157,715.46)	0.00		0.00
TT-1 Temporarily Restricted Ne Total	(157,715.46)	0.00	0.00	0.00
(Profit)/Loss	(184,698.81)	7,132.59	26,305.96	33,438.55
Equity Total	(1,031,017.67)	(459,913.94)	26,372.28	(433,541.66)
Liabilities/Equity Total	(1,390,568.50)	(888,394.70)	(9,347.18)	(897,741.88)
10 P.C. Grant Rev.				
4050-11 - County of Placer TOT Funding	(2,067,696.00)	(2,244,912.68)		(2,369,716.15)
PAJE05 To true up Placer County Revenue to Contract			(96,073.32)	
PAJE11 To true up Placer County Revenues for unspent contract \$'s			(28,730.15)	
4050-30 - County of Placer TOT Funding	(320,580.00)	(333,727.68)		(202,150.70)
PAJE05 To true up Placer County Revenue to Contract			127.68	
PAJE11 To true up Placer County Revenues for unspent contract \$'s			131,449.30	
4050-41 - County of Placer TOT Funding	(787,440.00)	(200,883.74)		(202,780.21)
PAJE05 To true up Placer County Revenue to Contract			(19,914.26)	
PAJE11 To true up Placer County Revenues for unspent contract \$'s			18,017.79	
4050-42 - County of Placer TOT Funding	(285,000.00)	(293,034.60)		(308,079.24)
PAJE05 To true up Placer County Revenue to Contract			3,111.60	

**North Lake Tahoe Resort Association
Grouping Schedule Report
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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
PAJE11 To true up Placer County Revenues for unspent contract \$'s			(18,156.24)	
10 P.C. Grant Rev. Total	<u>(3,460,716.00)</u>	<u>(3,072,558.70)</u>	<u>(10,167.60)</u>	<u>(3,082,726.30)</u>
20 P.C Infrastructure Rev.				
4050-50 - County of Placer TOT Funding	(231,408.00)	(223,726.30)		(197,819.88)
PAJE05 To true up Placer County Revenue to Contract			(7,626.70)	
PAJE11 To true up Placer County Revenues for unspent contract \$'s			33,533.12	
20 P.C Infrastructure Rev. Total	<u>(231,408.00)</u>	<u>(223,726.30)</u>	<u>25,906.42</u>	<u>(197,819.88)</u>
30 Member Dues				
4200-30 - Membership Ann/Conf Dues	(4,675.00)	961.85		(8,412.38)
PAJE06 To reclass conference membership revenue to correct account cod & class			(9,374.23)	
4200-60 - Membership Ann/Conf Dues	(132,987.91)	(102,599.45)		(125,069.45)
PAJE02 Correct allowance to bad debt expense not revenue			(27,145.00)	
PAJE06 To reclass conference membership revenue to correct account cod & class			4,675.00	
4201-60 - New Member Fees	(3,375.00)	(2,045.00)		(2,045.00)
30 Member Dues Total	<u>(141,037.91)</u>	<u>(103,682.60)</u>	<u>(31,844.23)</u>	<u>(135,526.83)</u>
40 Member services & special				
4250-60 - Revenues-Membership Activities	(54,612.00)	(28,975.81)		(62,785.47)
PAJE02 Correct allowance to bad debt expense not revenue			(6,450.00)	
PAJE07 To reclass awards dinner revenue to revenue account			(29,189.36)	
PAJE08 To reclass IronMan revenues to special events revenue			1,829.70	
4251-60 - Revenue-Tue AM Breakfast Club	(9,896.00)	(10,225.00)		(10,225.00)
4252-60 - Revenue - Sponsorships	(3,140.00)	(500.00)		(500.00)
4350-11 - Special Events (Marketing)	(40,161.69)	0.00		(41,035.65)
PAJE08 To reclass IronMan revenues to special events revenue			(41,035.65)	
40 Member services & special Total	<u>(107,809.69)</u>	<u>(39,700.81)</u>	<u>(74,845.31)</u>	<u>(114,546.12)</u>
50 Retail sales & other				
4253-11 - Revenue- Other	(13,707.49)	0.00		0.00
4502-42 - Non-retail VIC income	(11,625.00)	(1,059.35)		(3,157.10)
CAJE01 To reclassify expenses netted against revenue for kiosk rentals			(2,097.75)	
4502-60 - Non-retail VIC income	0.00	(375.00)		(375.00)
4602-42 - Merchandise Sales	(92,839.14)	(75,202.73)		(75,202.73)
5250-42 - Purchase Discounts	(1,320.41)	(129.45)		(129.45)
50 Retail sales & other Total	<u>(119,492.04)</u>	<u>(76,766.53)</u>	<u>(2,097.75)</u>	<u>(78,864.28)</u>

North Lake Tahoe Resort Association
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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
60 Commissions & Bookings				
4600-30 - Commissions - Other	(82,575.66)	(195,668.44)		(174,962.49)
PAJE08 To reclass IronMan revenues to special events revenue			20,705.95	
4601-30 - Commissions - South Shore	<u>(35,711.36)</u>	<u>(13,395.34)</u>		<u>(13,395.34)</u>
60 Commissions & Bookings Total	<u>(118,287.02)</u>	<u>(209,063.78)</u>	<u>20,705.95</u>	<u>(188,357.83)</u>
70 Interest Income				
4700-70 - Revenues- Interest & Investment	(36.03)	0.00		0.00
4701-00 - Interest Income - CF Reserve	0.00	0.00		(48.23)
PAJE03 To reclassify interest income to revenue			(48.23)	
4702-00 - Interest Income - MKT Reserve	0.00	0.00		(18.09)
PAJE03 To reclassify interest income to revenue			(18.09)	
70 Interest Income Total	<u>(36.03)</u>	<u>0.00</u>	<u>(66.32)</u>	<u>(66.32)</u>
Sales Total	<u>(4,178,786.69)</u>	<u>(3,725,498.72)</u>	<u>(72,408.84)</u>	<u>(3,797,907.56)</u>
Revenue Total	<u>(4,178,786.69)</u>	<u>(3,725,498.72)</u>	<u>(72,408.84)</u>	<u>(3,797,907.56)</u>
100 Marketing				
5000-11 - Salaries & Wages - Other	223,063.02	263,119.38		263,119.38
5001-11 - In-Market Administration	0.00	14,500.00		14,500.00
5020-11 - P/R - Tax Expense	16,522.02	22,700.53		22,700.53
5030-11 - P/R - Health Insurance Expense	31,314.82	26,199.89		26,199.89
5040-11 - P/R - Workmans Comp	3,797.69	1,179.08		1,179.08
5060-11 - 401 (k)	4,423.48	8,886.25		8,886.25
5070-11 - Other Benefits and Expenses	2,250.00	2,037.88		2,037.88
5100-11 - Rent - Other	18,450.84	19,511.95		19,511.95
5110-11 - Utilities	1,419.84	1,526.72		1,526.72
5140-11 - Repairs & Maintenance	776.54	1,312.55		1,312.55
5150-11 - Office - Cleaning	1,757.00	1,718.61		1,718.61
5320-11 - Telephone	7,956.91	6,317.14		6,317.14
5350-11 - Internet	1,020.00	289.85		289.85
5420-11 - Mail - USPS - Other	62.64	74.03		74.03
5470-11 - Mail - UPS	0.00	558.71		558.71
5480-11 - Mail - Fed Ex	51.60	661.63		661.63
5510-11 - Insurance/Bonding	1,241.35	1,366.80		1,366.80
5521-11 - Supplies - Other	1,993.00	3,232.92		3,232.92
5525-11 - Supplies- Computer <\$1000	1,248.24	3,786.98		3,786.98
5610-11 - Depreciation	1,792.55	1,541.47		1,541.47
5700-11 - Equipment Support & Maintenance	2,439.67	1,341.75		1,341.75
5710-11 - Taxes, Licenses & Fees	430.20	303.35		303.35
5740-11 - Equipment Rental/Leasing	1,984.98	1,690.02		1,690.02
5800-11 - Training Seminars	802.38	2,125.48		2,125.48
5920-11 - Professional Fees - Accountant	0.00	7,500.00		7,500.00
6016-11 - Community Marketing Programs	48,878.65	23,174.05		46,212.05
PAJE04 To true up accrued expenses for 15/16 event grants			23,038.00	
6018-11 - BACC Campaigns - Grants	30,000.00	20,000.00		30,000.00
PAJE01 To accrue for 15/16 SVBA Grant			10,000.00	
6023-11 - Autumn Food & Wine - Other	0.00	32,875.02		32,875.02

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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
6025-11 - AFW- Postage	0.00	17.69		17.69
6420-11 - WinterWonderGrass_Tahoe	0.00	14,600.00		14,600.00
6421-11 - New Event Development	846.30	36,211.82		36,211.82
6422-11 - IronMan Lake Tahoe	336,995.59	406,742.47		425,242.47
PAJE08 To reclass IronMan revenues to special events revenue			18,500.00	
6425-11 - 2012 Mountain Travel Symposium	2,289.14	0.00		0.00
6427-11 - USA Cycling	115,341.99	(4,790.14)		(4,790.14)
6429-11 - Sponsorship - Other	40,306.26	89,525.00		89,525.00
6490-11 - Classified Ads	2,464.11	0.00		0.00
6701-11 - Market Study Reports/Research	16,319.86	5,398.94		5,398.94
6730-11 - Marketing Cooperative/Media	792,454.00	968,654.83		962,499.83
PAJE10 To true up Marketing Coop funding to budget			(6,155.00)	
6742-11 - Non-NLT Co-Op Marketing Progr	101,280.34	36,424.85		36,424.85
6743-11 - Shop Local	0.00	8,330.43		8,330.43
6744-11 - Shopping Destination	0.00	11,197.59		11,197.59
6745-11 - Touch Lake Tahoe	0.00	20,200.00		20,200.00
6746-11 - High Notes	0.00	31,631.83		31,631.83
6747-11 - Peak Your Adventure	0.00	21,900.00		21,900.00
6748-11 - BACC Marketing Programs - Othe	0.00	40.00		40.00
7500-11 - Trade Shows/Travel	0.00	362.45		362.45
8200-11 - Associate Relations	696.89	374.61		374.61
8500-11 - Credit Card Fees	0.00	90.00		90.00
8700-11 - Automobile Expenses	2,857.16	1,943.66		1,943.66
8750-11 - Meals/Meetings	4,953.15	2,026.87		2,026.87
8810-11 - Dues & Subscriptions	4,206.54	13,373.64		13,373.64
8910-11 - Travel	2,260.82	1,566.69		1,566.69
8930-11 - Prior Period Adjustments	0.00	6,669.85		6,669.85
8990-11 - Allocated	201,024.61	223,410.00		223,410.00
100 Marketing Total	<u>2,027,974.18</u>	<u>2,365,435.12</u>	<u>45,383.00</u>	<u>2,410,818.12</u>
200 Conference				
5000-30 - Salaries & Wages - Other	170,940.34	138,303.23		138,303.23
5010-30 - Sales Commissions	27,980.03	23,075.16		23,075.16
5020-30 - P/R - Tax Expense	15,456.92	13,371.63		13,371.63
5030-30 - P/R - Health Insurance Expense	25,727.10	13,311.79		13,311.79
5040-30 - P/R - Workmans Comp	455.87	1,179.08		1,179.08
5060-30 - 401 (k)	7,569.04	6,604.93		6,604.93
5070-30 - Other Benefits and Expenses	258.21	477.82		477.82
5100-30 - Rent - Other	9,225.44	9,756.31		9,756.31
5110-30 - Utilities	722.31	768.65		768.65
5140-30 - Repairs & Maintenance	438.68	681.92		681.92
5150-30 - Office - Cleaning	878.50	862.81		862.81
5320-30 - Telephone	2,466.72	2,815.92		2,815.92
5420-30 - Mail - USPS - Other	303.63	114.37		114.37
5470-30 - Mail - UPS	0.00	540.06		540.06
5480-30 - Mail - Fed Ex	179.74	0.00		0.00
5510-30 - Insurance/Bonding	3,855.63	1,366.80		1,366.80
5521-30 - Supplies - Other	1,388.29	482.35		482.35
5525-30 - Supplies- Computer <\$1000	379.53	94.99		94.99
5610-30 - Depreciation	932.15	801.48		801.48
5700-30 - Equipment Support & Maintenance	1,028.93	649.27		649.27
5710-30 - Taxes, Licenses & Fees	243.23	136.32		136.32

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	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
5740-30 - Equipment Rental/Leasing	1,992.07	1,607.84		1,607.84
6421-30 - New Event Development	0.00	256.24		256.24
6730-30 - Marketing Cooperative/Media	110,000.00	113,350.00		127,000.00
PAJE10 To true up Marketing Coop funding to budget			13,650.00	
6800-30 - Conference commissions	0.00	0.00		2,681.46
CAJE02 To record late invoice from IVCBVB			2,681.46	
7253-30 - Conference - PUD	8,000.00	0.00		0.00
8200-30 - Associate Relations	350.86	141.78		141.78
8500-30 - Credit Card Fees	0.00	90.00		90.00
8700-30 - Automobile Expenses	2,156.00	115.57		115.57
8750-30 - Meals/Meetings	275.47	0.00		0.00
8810-30 - Dues & Subscriptions	855.00	435.00		435.00
8930-30 - Prior Period Adjustments	0.00	(4,699.23)		0.00
PAJE06 To reclass conference membership revenue to correct account cod & class			4,699.23	
8990-30 - Allocated	46,069.06	51,198.13		51,198.13
200 Conference Total	<u>440,128.75</u>	<u>377,890.22</u>	<u>21,030.69</u>	<u>398,920.91</u>
300 Transportation				
5000-41 - Salaries & Wages - Other	80,838.03	75,174.55		75,174.55
5020-41 - P/R - Tax Expense	6,074.78	6,326.38		6,326.38
5030-41 - P/R - Health Insurance Expense	4,897.10	3,646.98		3,646.98
5040-41 - P/R - Workmans Comp	95.67	1,310.10		1,310.10
5060-41 - 401 (k)	2,649.39	2,996.97		2,996.97
5070-41 - Other Benefits and Expenses	7.50	166.11		166.11
5100-41 - Rent - Other	6,589.64	6,611.44		6,611.44
5110-41 - Utilities	483.96	510.54		510.54
5140-41 - Repairs & Maintenance	301.57	421.15		421.15
5150-41 - Office - Cleaning	627.50	570.43		570.43
5310-41 - Telephone - Other	17.11	0.00		0.00
5320-41 - Telephone	2,532.65	2,120.52		2,120.52
5420-41 - Mail - USPS - Other	21.76	46.92		46.92
5470-41 - Mail - UPS	0.00	270.03		270.03
5510-41 - Insurance/Bonding	609.87	215.80		215.80
5521-41 - Supplies - Other	557.29	730.86		730.86
5525-41 - Supplies- Computer <\$1000	308.56	0.00		0.00
5610-41 - Depreciation	573.61	493.21		493.21
5700-41 - Equipment Support & Maintenance	298.70	403.92		403.92
5710-41 - Taxes, Licenses & Fees	117.48	83.89		83.89
5740-41 - Equipment Rental/Leasing	1,584.24	1,425.79		1,425.79
5940-41 - Research & Planning Membership	4,000.00	0.00		0.00
5941-41 - Research & Planning	24,650.26	47,382.87		47,382.87
5942-41 - Reno/NLT Airport Shuttle (T-14)	117,420.48	0.00		0.00
5948-41 - Transportation Projects - Other	5,669.50	0.00		0.00
5949-41 - Summer Night Service (T-8,T-10)	139,197.50	0.00		0.00
5953-41 - Summer Traffic Management (S-2)	12,586.01	6,431.00		0.00
PAJE09 To remove transportation costs covered by County			(6,431.00)	
5955-41 - Winter Traffic Management (S-1)	17,850.00	26,150.00		0.00
PAJE09 To remove transportation costs covered by County			(26,150.00)	

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	Adjusted Balance Jun 30, 2015	Unadjusted Jun 30, 2016	Adjusting AJE	Adjusted Balance Jun 30, 2016
5957-41 - Night Service Transit Winter T5	243,860.50	0.00		0.00
5962-41 - Skier Shuttle - Sugar Bowl (T3)	24,000.00	0.00		0.00
6429-41 - Sponsorship - Other	0.00	100.00		100.00
6490-41 - Classified Ads	127.75	0.00		0.00
8200-41 - Associate Relations	220.85	120.69		120.69
8500-41 - Credit Card Fees	0.00	22.50		22.50
8700-41 - Automobile Expenses	1,082.66	1,420.41		1,420.41
8750-41 - Meals/Meetings	847.58	1,045.02		1,045.02
8930-41 - Prior Period Adjustments	0.00	(2,035.00)		(2,035.00)
8990-41 - Allocated	39,262.87	51,198.13		51,198.13
300 Transportation Total	739,962.37	235,361.21	(32,581.00)	202,780.21
400 Visitor Info. Center				
5000-42 - Salaries & Wages - Other	142,980.69	148,821.43		148,821.43
5020-42 - P/R - Tax Expense	13,035.52	13,966.00		13,966.00
5030-42 - P/R - Health Insurance Expense	15,706.03	18,670.42		18,670.42
5040-42 - P/R - Workmans Comp	2,097.18	2,489.10		2,489.10
5060-42 - 401 (k)	4,988.56	5,462.36		5,462.36
5070-42 - Other Benefits and Expenses	843.43	577.82		577.82
5100-42 - Rent - Other	68,824.76	69,525.29		69,525.29
5110-42 - Utilities	4,709.48	6,210.95		6,210.95
5115-42 - Freight and Shipping Costs	1,284.18	1,591.65		1,591.65
5140-42 - Repairs & Maintenance	629.78	1,641.97		1,641.97
5150-42 - Office - Cleaning	2,317.06	1,462.16		1,462.16
5320-42 - Telephone	4,778.87	3,188.45		3,188.45
5350-42 - Internet	210.97	0.00		0.00
5420-42 - Mail - USPS - Other	963.10	161.24		161.24
5470-42 - Mail - UPS	0.00	270.03		270.03
5480-42 - Mail - Fed Ex	90.07	166.19		166.19
5510-42 - Insurance/Bonding	3,554.90	1,798.46		1,798.46
5521-42 - Supplies - Other	3,354.61	2,895.25		2,895.25
5525-42 - Supplies- Computer <\$1000	829.53	942.95		942.95
5530-42 - Visitor Communications - Other	247.50	109.00		109.00
5610-42 - Depreciation	932.04	801.47		801.47
5700-42 - Equipment Support & Maintenance	906.35	2,099.77		2,099.77
5710-42 - Taxes, Licenses & Fees	598.23	431.30		431.30
5740-42 - Equipment Rental/Leasing	4,615.00	5,538.61		5,538.61
5800-42 - Training Seminars	1,272.47	0.00		0.00
5990-42 - POS Inventory Adjustments	984.76	(347.18)		(347.18)
6742-42 - Non-NLT Co-Op Marketing Progr:	150.00	5,371.86		7,021.86
CAJE01 To reclassify expenses netted against revenue for kiosk rentals			1,650.00	
8100-42 - Cost of Goods Sold - Other	50,909.52	40,449.61		40,897.36
CAJE01 To reclassify expenses netted against revenue for kiosk rentals			447.75	
8200-42 - Associate Relations	468.97	188.44		188.44
8500-42 - Credit Card Fees	3,439.69	2,270.62		2,270.62
8700-42 - Automobile Expenses	1,380.54	780.81		780.81
8750-42 - Meals/Meetings	884.49	133.84		133.84
8810-42 - Dues & Subscriptions	0.00	539.91		539.91
8910-42 - Travel	336.62	20.00		20.00
8930-42 - Prior Period Adjustments	0.00	(302.76)		(302.76)
8990-42 - Allocated	41,880.97	46,543.75		46,543.75

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400 Visitor Info. Center Total	380,205.87	384,470.77	2,097.75	386,568.52
500 Infrastructure				
5000-50 - Salaries & Wages - Other	76,243.47	75,173.55		75,173.55
5020-50 - P/R - Tax Expense	6,073.73	6,326.40		6,326.40
5030-50 - P/R - Health Insurance Expense	4,460.30	3,647.01		3,647.01
5040-50 - P/R - Workmans Comp	63.78	1,310.10		1,310.10
5060-50 - 401 (k)	2,649.38	3,142.59		3,142.59
5070-50 - Other Benefits and Expenses	7.50	166.02		166.02
5100-50 - Rent - Other	6,589.64	6,611.44		6,611.44
5110-50 - Utilities	483.96	510.54		510.54
5140-50 - Repairs & Maintenance	301.57	421.15		421.15
5150-50 - Office - Cleaning	627.50	570.43		570.43
5310-50 - Telephone - Other	19.98	0.00		0.00
5320-50 - Telephone	2,467.00	2,120.55		2,120.55
5420-50 - Mail - USPS - Other	21.76	61.92		61.92
5470-50 - Mail - UPS	0.00	270.03		270.03
5510-50 - Insurance/Bonding	609.87	215.80		215.80
5521-50 - Supplies - Other	539.74	610.14		610.14
5525-50 - Supplies- Computer <\$1000	253.56	0.00		0.00
5610-50 - Depreciation	573.61	493.21		493.21
5700-50 - Equipment Support & Maintenance	298.70	403.92		403.92
5710-50 - Taxes, Licenses & Fees	117.48	83.89		83.89
5740-50 - Equipment Rental/Leasing	1,584.24	1,425.79		1,425.79
5810-50 - Public Outreach	1,000.00	0.00		0.00
5920-50 - Professional Fees - Accountant	0.00	7,500.00		7,500.00
5941-50 - Research & Planning	53,438.71	35,836.57		35,836.57
6490-50 - Classified Ads	127.75	0.00		0.00
8200-50 - Associate Relations	150.85	120.68		120.68
8500-50 - Credit Card Fees	0.00	22.50		22.50
8700-50 - Automobile Expenses	1,062.41	1,421.28		1,421.28
8750-50 - Meals/Meetings	757.69	191.24		191.24
8930-50 - Prior Period Adjustments	0.00	(2,035.00)		(2,035.00)
8990-50 - Allocated	52,885.46	51,198.13		51,198.13
500 Infrastructure Total	<u>213,409.64</u>	<u>197,819.88</u>	<u>0.00</u>	<u>197,819.88</u>
600 Membership				
5000-60 - Salaries & Wages - Other	57,572.99	69,558.33		69,558.33
5001-60 - In-Market Administration	0.00	(14,500.00)		(14,500.00)
5020-60 - P/R - Tax Expense	6,445.40	7,145.62		7,145.62
5030-60 - P/R - Health Insurance Expense	10,152.54	13,119.34		13,119.34
5040-60 - P/R - Workmans Comp	191.32	1,179.08		1,179.08
5060-60 - 401 (k)	167.02	594.91		594.91
5070-60 - Other Benefits and Expenses	395.00	1,759.14		1,759.14
5100-60 - Rent - Other	6,589.60	6,952.54		6,952.54
5110-60 - Utilities	483.96	534.09		534.09
5115-60 - Freight and Shipping Costs	0.00	17.96		17.96
5140-60 - Repairs & Maintenance	351.52	421.15		421.15
5150-60 - Office - Cleaning	627.50	605.61		605.61
5200-60 - Bad debt expense	0.00	0.00		33,595.00
PAJE02 Correct allowance to bad debt expense not revenue			33,595.00	
5320-60 - Telephone	2,787.73	3,001.19		3,001.19
5420-60 - Mail - USPS - Other	575.46	298.11		298.11

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5470-60 - Mail - UPS	0.00	2,375.22		2,375.22
5510-60 - Insurance/Bonding	1,837.06	647.43		647.43
5521-60 - Supplies - Other	809.96	1,320.51		1,320.51
5525-60 - Supplies- Computer <\$1000	424.69	85.30		85.30
5530-60 - Visitor Communications - Other	0.00	35.44		35.44
5610-60 - Depreciation	573.61	493.21		493.21
5700-60 - Equipment Support & Maintenance	1,456.64	454.87		454.87
5710-60 - Taxes, Licenses & Fees	565.25	83.89		83.89
5740-60 - Equipment Rental/Leasing	3,504.83	3,097.43		3,097.43
5800-60 - Training Seminars	46.44	2,141.20		2,141.20
6423-60 - Membership Activities - Other	15,927.43	16,263.64		16,263.64
6432-60 - Membership - Newsletter	146.50	4,503.41		4,503.41
6434-60 - Community Awards Dinner	13,806.38	(12,774.91)		16,414.45
PAJE07 To reclass awards dinner revenue to revenue account			29,189.36	
6436-60 - Membership - Wnt/Sum Rec Luncl	1,585.38	64.83		64.83
6437-60 - Tuesday Morning Breakfast Club	9,262.00	4,964.00		4,964.00
6441-60 - Membership - Miscellaneous Exp	193.08	69.24		69.24
6442-60 - Public Relations/Website	4,995.00	3,920.50		3,920.50
6443-60 - Membership - Bridal Faire	6,706.80	3,269.86		3,269.86
6490-60 - Classified Ads	340.65	0.00		0.00
8200-60 - Associate Relations	388.96	462.38		462.38
8500-60 - Credit Card Fees	3,109.69	3,476.77		3,476.77
8700-60 - Automobile Expenses	1,293.29	533.94		533.94
8750-60 - Meals/Meetings	1,169.71	247.01		247.01
8810-60 - Dues & Subscriptions	84.62	2,210.88		2,210.88
8910-60 - Travel	110.37	1,131.62		1,131.62
8990-60 - Allocated	37,692.66	41,889.37		41,889.37
600 Membership Total	192,371.04	171,654.11	62,784.36	234,438.47
700 Administration				
5000-70 - Salaries & Wages - Other	268,612.23	245,425.20		245,425.20
5020-70 - P/R - Tax Expense	22,294.41	18,964.89		18,964.89
5030-70 - P/R - Health Insurance Expense	22,031.31	26,125.53		26,125.53
5040-70 - P/R - Workmans Comp	2,101.49	4,454.06		4,454.06
5060-70 - 401 (k)	7,730.24	8,306.77		8,306.77
5070-70 - Other Benefits and Expenses	4,454.94	880.06		880.06
5100-70 - Rent - Other	20,920.48	21,747.31		21,747.31
5110-70 - Utilities	1,478.42	1,752.00		1,752.00
5140-70 - Repairs & Maintenance	727.66	1,340.41		1,340.41
5150-70 - Office - Cleaning	1,776.68	1,659.95		1,659.95
5310-70 - Telephone - Other	381.72	0.00		0.00
5320-70 - Telephone	7,961.54	8,830.05		8,830.05
5350-70 - Internet	225.00	0.00		0.00
5420-70 - Mail - USPS - Other	601.64	160.35		160.35
5470-70 - Mail - UPS	0.00	1,621.80		1,621.80
5510-70 - Insurance/Bonding	3,020.90	1,582.62		1,582.62
5521-70 - Supplies - Other	4,122.82	6,647.70		6,647.70
5525-70 - Supplies- Computer <\$1000	2,206.37	1,377.54		1,377.54
5610-70 - Depreciation	1,792.64	1,541.46		1,541.46
5700-70 - Equipment Support & Maintenance	2,054.88	3,938.64		3,938.64
5710-70 - Taxes, Licenses & Fees	2,961.15	8,110.33		8,110.33
5740-70 - Equipment Rental/Leasing	2,423.27	2,009.38		2,009.38
5800-70 - Training Seminars	1,044.65	100.00		100.00

North Lake Tahoe Resort Association
Grouping Schedule Report
Leadsheet codes

	<u>Adjusted Balance</u> <u>Jun 30, 2015</u>	<u>Unadjusted</u> <u>Jun 30, 2016</u>	<u>Adjusting AJE</u>	<u>Adjusted Balance</u> <u>Jun 30, 2016</u>
5901-70 - Professional Fees - Other	4,125.00	312.50		312.50
5910-70 - Professional Fees - Attorneys	1,550.00	2,900.00		2,900.00
5920-70 - Professional Fees - Accountant	19,092.00	87,124.93		87,124.93
6490-70 - Classified Ads	579.11	15.00		15.00
6730-70 - Marketing Cooperative/Media	0.00	15.00		15.00
8200-70 - Associate Relations	2,460.85	2,351.22		2,351.22
8300-70 - Board Functions	5,478.57	4,542.24		4,542.24
8500-70 - Credit Card Fees	0.00	387.87		387.87
8700-70 - Automobile Expenses	655.49	1,015.32		1,015.32
8750-70 - Meals/Meetings	881.80	1,192.78		1,192.78
8810-70 - Dues & Subscriptions	1,949.38	1,491.82		1,491.82
8910-70 - Travel	1,155.02	2,305.52		2,305.52
8930-70 - Prior Period Adjustments	0.00	(4,792.74)		(4,792.74)
8990-70 - Allocated	<u>(418,815.63)</u>	<u>(465,437.51)</u>		<u>(465,437.51)</u>
700 Administration Total	<u>36.03</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Operating Expenses Total	<u>3,994,087.88</u>	<u>3,732,631.31</u>	<u>98,714.80</u>	<u>3,831,346.11</u>
Expense Total	<u>3,994,087.88</u>	<u>3,732,631.31</u>	<u>98,714.80</u>	<u>3,831,346.11</u>
Leadsheet codes Total	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
(Profit)/Loss	<u>(184,698.81)</u>	<u>7,132.59</u>	<u>26,305.96</u>	<u>33,438.55</u>

**North Lake Tahoe Resort Association
Grouping Schedule Report
Unassigned Accounts**

199500
Page 12

All accounts have been assigned.

Prepared by _____

Reviewed by _____

North Lake Tahoe Resort Association Adjusting Journal Entries

199500

Page 1

Reference	Type	Date	Account Number	Description	Debit	Credit	Net Income Effect	Workpaper	Misstatement
CAJE01	Adjusting	06/30/16							
			6742-42	Non-NLT Co-Op Marketing	1,650.00				
			8100-42	Cost of Goods Sold - Other	447.75				
			4502-42	Non-retail VIC income		2,097.75			
				To reclassify expenses netted against revenue for kiosk rentals			0.00	REV-10	
CAJE02	Adjusting	06/30/16							
			6800-30	Conference commissions	2,681.46				
			2000-00	Accounts Payable		2,681.46			
				To record late invoice from IVCBVB			(2,681.46)	CAJE-02	
PAJE01	Adjusting	06/30/16							
			6018-11	BACC Campaigns - Grants	10,000.00				
			2250-00	Accrued Expenses		10,000.00			
				To accrue for 15/16 SVBA Grant			(10,000.00)	BB-20	

**North Lake Tahoe Resort Association
Adjusting Journal Entries**

Prepared by _____
Reviewed by _____

Reference	Type	Date	Account Number	Description	Debit	Credit	Net Income Effect	Workpaper	Misstatement
PAJE02	Adjusting	06/30/16							
			5200-60	Bad debt expense	33,595.00				
			4200-60	Membership Ann/Conf Due		27,145.00			
			4250-60	Revenues-Membership Acti		6,450.00			
				Correct allowance to bad debt expense not revenue			0.00	B-10	
PAJE03	Adjusting	06/30/16							
			3301-00	Cash Flow Reserve	48.23				
			3302-00	Marketing Cash Reserve	18.09				
			4701-00	Interest Income - CF Reserv		48.23			
			4702-00	Interest Income - MKT Re:		18.09			
				To reclassify interest income to revenue			66.32	TT-15	
PAJE04	Adjusting	06/30/16							
			6016-11	Community Marketing Prog	23,038.00				
			2250-00	Accrued Expenses		23,038.00			
				To true up accrued expenses for 15/16 event grants			(23,038.00)	BB-20	

Prepared by _____
 Reviewed by _____

**North Lake Tahoe Resort Association
 Adjusting Journal Entries**

Reference	Type	Date	Account Number	Description	Debit	Credit	Net Income Effect	Workpaper	Misstatement
PAJE05	Adjusting	06/30/16							
			4050-11	County of Placer TOT Fund		96,073.32			
			4050-30	County of Placer TOT Fund	127.68				
			4050-42	County of Placer TOT Fund	3,111.60				
			4050-41	County of Placer TOT Fund		19,914.26			
			4050-50	County of Placer TOT Fund		7,626.70			
			1290-00	A/R - TOT	120,375.00				
				To true up Placer County Revenue to Contract			120,375.00	REV-10	
PAJE06	Adjusting	06/30/16							
			8930-30	Prior Period Adjustments	4,699.23				
			4200-60	Membership Ann/Conf Due	4,675.00				
			4200-30	Membership Ann/Conf Due		9,374.23			
				To reclass conference membership revenue to correct account code & class			0.00	DD-10	
PAJE07	Adjusting	06/30/16							
			6434-60	Community Awards Dinner	29,189.36				
			4250-60	Revenues-Membership Acti		29,189.36			
				To reclass awards dinner revenue to revenue account			0.00	RR-10	

**North Lake Tahoe Resort Association
Adjusting Journal Entries**

Prepared by _____
Reviewed by _____

Reference	Type	Date	Account Number	Description	Debit	Credit	Net Income Effect	Worksheet	Misstatement
PAJE08	Adjusting	06/30/16							
			4250-60	Revenues-Membership Acti	1,829.70				
			4600-30	Commissions - Other	20,705.95				
			6422-11	IronMan Lake Tahoe	18,500.00				
			4350-11	Special Events (Marketing)		41,035.65			
				To reclass IronMan revenues to special events revenue			0.00	REV-10	
PAJE09	Adjusting	06/30/16							
			1290-00	A/R - TOT	6,431.00				
			5953-41	Summer Traffic Management		6,431.00			
			1290-00	A/R - TOT	26,150.00				
			5955-41	Winter Traffic Management		26,150.00			
				To remove transportation costs covered by County			32,581.00	PL-10	
PAJE10	Adjusting	06/30/16							
			6730-11	Marketing Cooperative/Mec		6,155.00			
			6730-30	Marketing Cooperative/Mec	13,650.00				
			1299-00	Receivable from NLTMC		7,495.00			
				To true up Marketing Coop funding to budget			(7,495.00)	PL-10	

**North Lake Tahoe Resort Association
Adjusting Journal Entries**

Reference	Type	Date	Account Number	Description	Debit	Credit	Net Income Effect	Workpaper	Misstatement
PAJE11	Adjusting	06/30/16							
			4050-11	County of Placer TOT Fund		28,730.15			
			4050-30	County of Placer TOT Fund	131,449.30				
			4050-42	County of Placer TOT Fund		18,156.24			
			1290-00	A/R - TOT		84,562.91			
			4050-41	County of Placer TOT Fund	18,017.79				
			4050-50	County of Placer TOT Fund	33,533.12				
			1290-00	A/R - TOT		51,550.91			
				To true up Placer County Revenues for unspent contract \$'s			(136,113.82)	FS	
PAJE12	Adjusting	06/30/16							
			3300-11	Designated Marketing Reser	12,369.43				
			3200-00	Unrestricted Net Assets		12,369.43			
				To true up designated marketing reserve			0.00	TT-10	
			TOTAL		<u>516,292.69</u>	<u>516,292.69</u>	<u>(26,305.96)</u>		



BANKCARD CENTER
 PO BOX 84043
 COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0011-5901
Statement Date SEP 28, 2016
Total Activity \$681.75

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

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

ACCOUNT SUMMARY

SANDRA EVANS HALL XXXX-XXXX-0011-5901	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$681.75		\$0.00		\$0.00		\$681.75

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
09-08	09-07	A 55310206252200913900026	FRONT STREET STATION TAHOE CITY CA Tax ID: 260088583 Mer Zip: 96145	86.75
09-15	09-14	B 55310206259207451800016	WSTRN ASSOC OF CHMBRE 09164446670 CA Tax ID: 952261640 Mer Ref: 45180001 Mer Zip: 95814 Origin Zip: 95814 Dest Ctry: USA	225.00
09-27	09-26	C 55429506270717024078516	EB LEADING STRONGER M 8014137200 CA Tax ID: 141888467 Mer Ref: 02407851 Mer Zip: 94103 Origin Zip: 94103 Dest Ctry: USA	150.00
09-27	09-26	D 55429506270717027642557	EB LEADING STRONGER M 8014137200 CA Tax ID: 141888467 Mer Ref: 02764255 Mer Zip: 94103 Origin Zip: 94103 Dest Ctry: USA	100.00
09-28	09-27	E 75418236271030627203729	CTC*CONSTANTCONTACT.C 855-2295506 MA Tran: 1108743637509 Tax ID: 043285398 Mer Zip: 02451 Product Code: ctct Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 12000 Disc: N Ext Item Amt: 120.00	120.00

For Customer Service, Call: 1-866-432-8161	Account Number	Account Summary	
	XXXX-XXXX-0011-5901	Purchases & Other Charges	\$681.75
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	SEP 28, 2016	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
Disputed Amount		Total Activity	\$681.75
	\$0.00		

WESTERN ASSOCIATION of CHAMBER EXECUTIVES

P.O. Box 1736, Sacramento, CA 95812-1736 / Phone (916) 442-2223 / Fax (916) 444-6685

Due Date	Invoice No.
09/14/2016	25371

Member No: 3312
 Sandy Evans Hall (North Lake Tahoe
 Chamber/CVB/Resort Association)
 North Lake Tahoe Chamber/CVB/Resort Association
 P.O. Box 884
 Tahoe City, CA 96145

Please update the following as needed:

Phone: (530) 581-8739
 Fax: (530) 581-8789
 Email Address: _____
 Website: www.gotahoenorth.com
 Membership Size: 0
 Annual Budget: \$186,000

Item	Qty.	Rate	Amount
Career Opportunity Bulletin: Insider, Website & Fax 09/14/2016 to 10/14/2016	1	225.00	225.00
Payment - 09/14/2016 CC# XXXX-			-225.00

Payment Method

Check (Please make check payable to W.A.C.E.)
 Visa MasterCard Credit Card: _____ Exp. Date: _____

TOTAL ENCLOSED _____

REMIT PAYMENT & COPY OF INVOICE TO: W.A.C.E. / P.O. Box 1736 / Sacramento, CA 95812-1736

FOR OFFICE USE ONLY: Career Opportunity
--

B

« Back to Leading Stronger, More Productive Nonprofit Boards: Board Governance Series

You're going to Leading Stronger, More Productive Nonprofit Boards: Board Governance Series!

[Add to calendar](#)

Share with friends

- [Tweet](#)
- [LinkedIn](#)
- [Facebook](#)
- [Email](#)

Your order has been saved to My Tickets

- ✓ [Order #554203518](#) 3 tickets of \$150.00
- ✓ Tickets have been sent to sandy@gotahoenorth.com and each attendee

[GO TO MY TICKETS](#)

Organize Your Own Event



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

[TRY IT NOW](#)

Hi Sandy,

Message from the organizer:

Event Information

We look forward to seeing you.



Thanks,
Tahoe Truckee
Community
Foundation

Questions about this event?

[CONTACT US](#)

- [View organizer profile](#)
- [ttcfgives](#)
- [TahoeTruckeeCommunityFoundatic](#)

2 tickets for Wally
Querbach - \$100⁻
1 ticket for Adam
Wilson - \$50⁻

\$150

C

« Back to Leading Stronger, More Productive Nonprofit Boards: Board Governance Series

You're going to Leading Stronger, More Productive Nonprofit Boards: Board Governance Series!

[Add to calendar](#)

Share with friends

- [Tweet](#)
- [LinkedIn](#)
- [Facebook](#)
- [Email](#)

Your order has been saved to My Tickets

- ✓ [Order #554277785](#) 2 tickets of \$100.00
- ✓ Tickets have been sent to sandy@gotahoenorth.com and each attendee

[GO TO MY TICKETS](#)

Hi Sandy,

Message from the organizer:

Event Information

We look forward to seeing you.



Thanks,
Tahoe Truckee
Community
Foundation

Questions about this event?

[CONTACT US](#)

[View organizer profile](#)

[ttcfgives](#)

[TahoeTruckeeCommunityFoundatic](#)

2 tickets for
Christy Beck \$100

Organize Your Own Event



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

[TRY IT NOW](#)

D



[Print](#)

Billing Activity - Payments

N Lake Tahoe Resort

Attn: Sandy Evans Hall

PO Box 5459

Tahoe City CA 96145

US

P: 5305818727

Today's Date: 09/28/2016

User Name: nltra1

Payments from 09/21/2016 to 09/28/2016

Date	Description	Charge Amount	Credit Amount
09/27/2016	Payment - Credit Card - 5901		\$120.00 USD

Billing questions? [Contact Support](#)

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

E

FRONT STREET STATION
205 RIVER RD
TAHOE CITY, CA 96145
ph 530-363-2004

Thank You for Visiting

TABLE: NORTH TAHOE SORT 11:30 - 1 Guest
Your Server was Luis
9/7/2016 11:35:17 AM - ID #: 0200196

Subtotal \$86.75
Total Taxes \$0.00

Grand Total \$86.75
This Payment \$86.75
Total Charged: \$86.75

Name :EVANS HALL/SANDRA
CC Type :MasterCard
CC Num :XXXX XXXX XXXX 5901
Reference :467320
Approval :000031

x *[Signature]* (A)
I agree to pay the amount shown above.

Please Come Back!

Welcome lunch for
Lauren Sully

ASANTE LAKESIDE FITNESS
P.O. BOX 1532
TAHOE CITY, CA 96145
530-583-4286

07/20/2016 Sept. Gym 73717
07:46:50 080393

** SALE **

1 102
3 MONTH-SINGLE 177.00@ 177.00
Sub Total 177.00
Sales Tax 0.00
Total Due 177.00
Cr Card 177.00
Change Due 0.00

x _____ (F)
I agree to pay the above total amount according to the cardholder agreement

THANK YOU!

Print Rpt No Rpt Cont

FRONT STREET STATION
205 RIVER RD
TAHOE CITY, CA 96145
ph 530-363-2004

(A)
Guest Check
Thank You for Visiting

TABLE: NORTH TAHOE SORT 11:30 - 1 Guest
Your Server was Luis
10/6/2016 1:29:16 PM - ID #: 0200196
Original Time 9/7/2016 11:35:17 AM

ITEM	QTY	PRICE
Greek Salad	1	\$8.00
Mixed Greens LG	1	\$6.00
Carnivore LG	1	\$25.00
Veggie Medley LG	1	\$25.75
- artichoke hearts		\$1.75
- No.. bell pepper		(\$1.75)
Veggie Medley MED	1	\$23.75
- No.. cheese \$		(\$1.75)

Subtotal \$86.75
Total Taxes \$0.00

Grand Total \$86.75

Prev. Payments Amount

sale \$86.75

Total Paid: \$86.75

Please Come Back!

Guest Check

TMA Board Meeting Breakfast Receipts

Date: 9-1-16

Member: Sandy Evans Hall

Amount: \$12.00

Signed: [Signature]

(G)