



# FINANCE COMMITTEE AGENDA

Friday October 26, 2018 at 1:00 p.m.  
NLTRA Conference Room – Upstairs  
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

## FINANCE COMMITTEE

### NLTRA Board

Christy Beck  
Treasurer

Jim Phelan  
Board Member

### Committee Members

David Brown  
CPA

Mike Salmon  
Tahoe Donner  
Association

Ramona Cruz  
Tahoe City Public  
Utility District

### Placer County Rep

Erin Casey

### NLTRA Staff

Cindy Gustafson  
CEO

Bonnie Bavetta  
CFO

DeWitt Van Sicien  
Staff Accountant  
& HR Assistant

Quorum  
4 Members with 1  
being a Board  
Member

## A. CALL TO ORDER – ESTABLISH A QUORUM

## B. ROLL CALL

## C. PUBLIC FORUM

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

## D. AGENDA AMENDMENTS AND APPROVAL [MOTION]

## E. APPROVAL OF FINANCE COMMITTEE MEETING MINUTES:

- 9/25/18 [MOTION] ..... Pg. 1

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

- Review Staff Report..... Pg. 2

## G. REVIEW OF PRELIMINARY SEPTEMBER 2018 FINANCIALS [MOTION] ..... Pg. 4

## H. SUPPLEMENTAL INFORMATION

- September 2018 Dashboard Report ..... Pg. 21

## I. APPROVAL OF CEO EXPENSES FOR SEPTEMBER 2018 [MOTION]..... Pg. 26

## J. 2018 AUDIT REVIEW..... Attachment

## K. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

## L. NEXT MEETING DATE

## M. COMMITTEE MEMBER COMMENTS

## N. ADJOURN



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## FINANCE COMMITTEE MEETING - Minutes Draft

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

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established (4)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: David Brown, Michael Salmon, Erin Casey
  - Staff in Attendance: Cindy Gustafson
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda – David Brown/ Mike Salmon, Approved 4-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve minutes of August 30, 2018 meeting - David Brown/Erin Casey, Approved 4-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
  - **Review Staff Report** – Preliminary August 31, 2018 financials were reviewed and discussed. The relationship between the commissions revenue and commissions expense was discussed and will be further reviewed at the October committee meeting.
  - **Review Staff Action Items** – No outstanding actions items.
- G. Approval of August 2018 Preliminary Financials
  - It was asked if the magnitude of the County of Placer receivable was a concern. Cindy Gustafson share that Bonnie Bavetta was not concerned given the advance payment from the County at the start of the contract.
  - **MOTION** to approve August 31, 2018 preliminary financials; Mike Salmon/ David Brown, Approved 4-0-0
- H. Supplemental Information
  - Review of August 2018 Dashboard Report
  - David Brown asked if sales tax data had been updated. Cindy reported that Bonnie or DeWitt would respond when they return to the office.
- I. Approval of CEO Expenses for August 2018
  - **MOTION** to approve; Jim Phelan/Erin Casey, approved 4-0-0
- J. Update on Board Strategic Planning & Role of Finance Committee
  - Finance Committee is to continue review of financials and audit process, as well as selection of auditors. Budget development will continue with the Executive Committee.
- K. Update on 2018 Audit Process
  - Cindy provided update that audit is on schedule for November presentation at Finance Committee and Board Meeting.
- L. Agenda Input for Next Finance Committee Meeting
  - Report on Jim Phelan’s question regarding whether NLTRA has a landline phone for emergencies.
- M. Next Meeting Date – to be determined
- N. Committee Member Comments- No comments
- O. Adjourn



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## Finance Committee Staff Report

Date: 10/26/18

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

From: Bonnie Bavetta, CFO

RE: Report for September 30, 2018

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Summary of preliminary NLTRA financial results for September 30, 2018:

- Cash balance on 9/30/18 of \$1,235,000 was 14% or \$152,000 greater than prior year at September 30 due largely to delayed payment to NLT Marketing Coop (\$254,000), offset partially by prompt pay on other Accounts Payable. All payments to the Coop were current on October 4, and have been scheduled to be paid within each month going forward.
- Accounts receivable related to sales commissions totaled \$23,000, down 26% or \$8,000 from prior year. Sales commissions earned were higher than prior year, but payment to employees has been more prompt.
- The Accounts Receivable – TOT balance of \$306,000 reflected the County TOT funding invoice for the month of September (\$275,863) and TOT funding of events from August (\$30,000), both of which were received in October. The \$30,000 payment was delayed due to a required update to the Autumn Food & Wine agreement.
- Membership dues and other membership related accounts receivable totaled \$21,000, an increase of \$17,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances. Note: \$275 variance to aging being investigated.
- Retail inventory of \$23,000 was up 18% or \$4,000 from prior year.
- Accounts receivable – NLTMC of \$20,000 existed due to timing of payments; payment was received in October. NLTRA pays all credit card charges and the Coop reimburses NLTRA for their charged expenses.
- Prepaid Insurance balance of \$16,000 reflected payment at the end of the month for the subsequent month's coverage. Payment is due on the first of the month. Payment processing was changed this year to ensure timely receipt of payment. Prior year account balance was \$2,000.
- Accounts payable of \$398,000 and credit card balances of \$3,000 were \$116,000 higher than prior year due to timing of the NLT Marketing Coop payment, offset partially by prompt payment of payables.
- Wages and related liabilities of \$110,000 were \$43,000 or 28% lower than prior year. Wages payable were \$27,000 lower than the same date last year as the accrual for June 2017 payroll paid in July was not reversed until the final payroll in June 2018. Incentives Payable were \$8,000 higher than prior year due to earlier payout in prior year. PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.

- Accrued expenses of \$27,000 were up \$8,000 or 42% from prior year and reflected the FY17-18 accrual of commitments for BACC programs and Special Event funding.
- Deferred Revenue-Member Dues of \$50,000 was \$11,000 greater than prior year. Prior year was reduced for unpaid and unearned dues.
- Deferred Revenue—County of \$350,000 was the prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the new performance based timing of monthly payments from the County.
- Due to/from the County of Placer balance of \$224,000 represented the preliminary calculation of TOT funds due back to the County from FY17/18 operations. This was a \$19,000 increase over last presentation due to adjustments made in audit and will be discussed in the audit presentation.
- YTD consolidated net income of \$70,000 at month end September 30 represented the result of TOT funding exceeding actual expenditures year-to-date, plus Membership's positive net results YTD of \$2,800.
- Membership cash position as of September 30, 2018:
  - Membership activities resulted in a net gain of \$2,800.
  - Deferred revenues of \$50,000 less receivables of \$18,000 generated an additional \$32,000 in cash year-to-date.
  - No other funds were required to support Membership activities.
- NLTRA Commissions Revenue relationship to Sales Commissions Paid:
  - Commissions are paid as follows:
    - Fully commissionable group where NLTRA is paid 10% commission – sales staff paid 1.25% of total booking
    - Third party group booking where NLTRA receives 5% of total room revenue – sales staff paid 1.00% of total booking
    - Group contacting the booking facility directly where the sales staff then works to secure the booking, no commission paid to NLTRA – sales staff paid .5% of total booking
    - Through Sept fully commissioned:
      - Fully commissioned bookings \$82,876
      - NLTRA revenue \$8,279
      - Sales commissions paid to staff \$1,036
    - Through Sept Third party:
      - Third party bookings \$557,454
      - NLTRA revenue \$25,502
      - Sales commissions paid to staff \$5,574
    - Through Sept Direct bookings:
      - Direct bookings at facility \$479,804
      - NLTRA revenue \$0
      - Sales commissions paid to staff \$2,279
    - Note slight variance to financial statement due to timing

# North Lake Tahoe Resort Association

## Balance Sheet

As of September 30, 2018

Accrual Basis

	Sep 30, 18	Sep 30, 17	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	441	630	(189)	(30%)	289
1003-00 · Cash - Operations BOTW #6712	862,419	725,995	136,424	19%	619,232
1007-00 · Cash - Payroll BOTW #7421	38,483	8,328	30,155	362%	6,195
1008-00 · Marketing Reserve - Plumas	50,187	50,112	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,500	100,299	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	151,539	167,258	(15,719)	(9%)	88,355
10950 · Cash in Drawer	2,349	1,266	1,083	86%	597
<b>Total Checking/Savings</b>	1,235,500	1,083,470	152,030	14%	894,867
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	22,629	30,381	(7,752)	(26%)	0
1210-00 · A/R - Sales Estimates	0	7,759	(7,759)	(100%)	0
1290-00 · A/R - TOT	305,863	0	305,863	100%	24,331
<b>Total Accounts Receivable</b>	328,492	38,140	290,352	761%	24,331
<b>Other Current Assets</b>					
1200-99 · AR Other	(41)	1,614	(1,655)	(103%)	(41)
<b>1201-00 · WebLink Accounts Receivable</b>					
1201-01 · WebLink AR - Member Dues	17,615	0	17,615	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	3,350	3,878	(528)	(14%)	2,870
<b>Total 1201-00 · WebLink Accounts Receivable</b>	20,965	3,878	17,087	441%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	0	(2,775)	(100%)	(2,500)
12100 · Inventory Asset	22,840	19,303	3,537	18%	28,203
1299 · Receivable from NLTMC	19,962	0	19,962	100%	28,954
1490-00 · Security Deposits	1,250	550	700	127%	650
<b>Total Other Current Assets</b>	62,201	25,345	36,856	145%	61,553
<b>Total Current Assets</b>	1,626,193	1,146,955	479,238	42%	980,751
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,897)	(538)	(7%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(18,927)	(17,139)	(1,788)	(10%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	2,594	4,920	(2,326)	(47%)	3,041
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	15,818	1,851	13,967	755%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	13,775	14,989	(1,214)	(8%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	30,593	17,840	12,753	71%	27,267
<b>Total Other Assets</b>	30,593	17,840	12,753	71%	27,267
<b>TOTAL ASSETS</b>	<b>1,659,380</b>	<b>1,169,715</b>	<b>489,665</b>	<b>42%</b>	<b>1,011,059</b>

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of September 30, 2018

Accrual Basis

	<u>Sep 30, 18</u>	<u>Sep 30, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	398,190	282,949	115,241	41%	36,793
<b>Total Accounts Payable</b>	<b>398,190</b>	<b>282,949</b>	<b>115,241</b>	<b>41%</b>	<b>36,793</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-15 MC_2339 Liz	624	0	624	100%	0
2080-16 MC_2321 Bonnie	128	0	128	100%	0
2080-02 · MC_6765_Jason	15	15	0	0%	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-06 · MC_5288_Emily	0	739	(739)	(100%)	0
2080-09 · MC_0319_Sarah	45	400	(355)	(89%)	0
2080-10 · MC_9495_AI	165	1,145	(980)	(86%)	180
2080-11 · MC_3978_Amber	1,061	0	1,061	100%	3,070
2080-12 · MC_3960_Natalie	0	281	(281)	(100%)	0
2080-13 · MC_6903_Cindy	1,036	0	1,036	100%	2,430
2080-14 · MC_6193_Daphne	56	0	56	100%	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>3,130</b>	<b>2,580</b>	<b>550</b>	<b>21%</b>	<b>5,904</b>
<b>Total Credit Cards</b>	<b>3,130</b>	<b>2,580</b>	<b>550</b>	<b>21%</b>	<b>5,904</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	12,078	38,973	(26,895)	(69%)	36,870
2101-00 · Incentive Payable	38,113	29,874	8,239	28%	43,384
2102-00 · Commissions Payable	2,921	4,729	(1,808)	(38%)	4,698
2120-00 · Empl. Federal Tax Payable	5,287	3,118	2,169	70%	3,072
2175-00 · 401 (k) Plan	2,408	1,559	849	54%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>109,811</b>	<b>152,978</b>	<b>(43,167)</b>	<b>(28%)</b>	<b>138,185</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	350	0	350	100%	853
25500 · *Sales Tax Payable	3,168	(147)	3,315	2,255%	1,941
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>3,518</b>	<b>(147)</b>	<b>3,665</b>	<b>2,493%</b>	<b>2,794</b>
2250-00 · Accrued Expenses	26,927	18,940	7,987	42%	49,521
2400-60 · Deferred Revenue- Member Dues	50,022	39,235	10,787	27%	67,000
2500-00 · Deferred Revenue - TMBC	987	0	987	100%	56,979
2651-00 · Deferred Rev - Conference	7,012	8,250	(1,238)	(15%)	535
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,067	530	3,537	667%	4,202
2900-00 · Due To/From County of Placer	224,118	231,039	(6,921)	(3%)	210,357
<b>Total Other Current Liabilities</b>	<b>776,767</b>	<b>450,825</b>	<b>325,942</b>	<b>72%</b>	<b>529,573</b>
<b>Total Current Liabilities</b>	<b>1,178,087</b>	<b>736,354</b>	<b>441,733</b>	<b>60%</b>	<b>572,270</b>
<b>Total Liabilities</b>	<b>1,178,087</b>	<b>736,354</b>	<b>441,733</b>	<b>60%</b>	<b>572,270</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(14,195)	(8,754)	(5,441)	(62%)	(6,230)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	291,620

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of September 30, 2018

Accrual Basis

	<u>Sep 30, 18</u>	<u>Sep 30, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,048
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	69,467	35,221	34,246	97%	3,334
Total Equity	<u>481,293</u>	<u>433,363</u>	<u>47,930</u>	<u>11%</u>	<u>438,790</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,659,380</u></b>	<b><u>1,169,717</u></b>	<b><u>489,663</u></b>	<b><u>42%</u></b>	<b><u>1,011,060</u></b>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
County of Placer	275,863.41	0.00	30,000.00	0.00	0.00	305,863.41
Destination Tahoe Meetings & Events	0.00	0.00	0.00	550.00	0.00	550.00
Edgewood Tahoe	2,295.00	0.00	5,827.50	0.00	0.00	8,122.50
Event Specialists	0.00	0.00	0.00	550.00	0.00	550.00
Forest Suites Resort	0.00	0.00	0.00	550.00	0.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	0.00	2,978.10	2,978.10
Harrah's/Harveys Casino	0.00	0.00	0.00	550.00	2,358.20	2,908.20
Hotel Becket	0.00	0.00	0.00	550.00	0.00	550.00
Hotel Truckee - Tahoe	0.00	0.00	0.00	550.00	0.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	3,392.95	0.00	0.00	0.00	0.00	3,392.95
Lake Tahoe Resort Hotel	0.00	206.85	0.00	0.00	0.00	206.85
MontBleu	440.93	0.00	0.00	0.00	0.00	440.93
PlumpJack Squaw Valley Inn	0.00	0.00	0.00	676.00	0.00	676.00
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	550.00	0.00	550.00
The Village at Squaw Valley	0.00	0.00	53.90	0.00	0.00	53.90
<b>TOTAL</b>	<b><u>281,992.29</u></b>	<b><u>206.85</u></b>	<b><u>35,881.40</u></b>	<b><u>4,526.00</u></b>	<b><u>5,886.31</u></b>	<b><u>328,492.85</u></b>



# Accounts Receivable Summary

Invoices With Apply Dates Through September 30, 2018  
 Aged as of Sunday, September 30, 2018

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	400.00	0.00	1,225.19	0.00	1,625.19
Community Awards 2018- Employee Award		0.00	0.00	0.00	0.00	0.00	40.00	40.00
Dues		0.00	2,310.00	1,145.00	0.00	5,680.00	8,480.00	17,615.00
Email Blast		0.00	320.00	0.00	75.00	0.00	0.00	395.00
Shop Local		0.00	600.00	0.00	0.00	0.00	0.00	600.00
Sponsorships		0.00	0.00	0.00	0.00	250.00	0.00	250.00
TMBC - Ticket		0.00	150.00	15.00	0.00	0.00	0.00	165.00
<b>Total Open Invoices</b>		0.00	3,380.00	1,560.00	75.00	7,155.19	8,520.00	20,690.19

Unapplied Payments With Payment Dates Prior to and Including 09/30/2018

Pre-Payments: Payments Made Prior to 09/30/2018 on Invoices With Apply Dates After 09/30/2018

**Total Pre-Payments**

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

**20,690.19**

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
About a Boy ...	0.00	282.00	0.00	0.00	0.00	282.00
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	528.39	0.00	0.00	0.00	0.00	528.39
Airport Self Storage	314.00	0.00	0.00	0.00	0.00	314.00
Amber Burke	134.67	0.00	0.00	0.00	0.00	134.67
Anne-Karin Atwood*	6.54	0.00	0.00	0.00	0.00	6.54
Annie's Cleaning Service	700.00	0.00	0.00	0.00	0.00	700.00
AT & T*	519.91	0.00	0.00	0.00	0.00	519.91
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
B Great Leadership	0.00	2,200.00	0.00	0.00	0.00	2,200.00
Chris Werfel	63.22	0.00	0.00	0.00	0.00	63.22
Cindy Gustafson	151.51	242.42	0.00	0.00	0.00	393.93
Cintas Corporation #623	176.23	0.00	0.00	0.00	0.00	176.23
CoPower	0.00	110.80	0.00	0.00	0.00	110.80
Dawn Teran	42.51	0.00	0.00	0.00	0.00	42.51
Employers Assurance Co.	0.00	966.50	0.00	0.00	0.00	966.50
FedEx	53.65	66.59	0.00	0.00	0.00	120.24
FP Mailing Solutions	170.27	0.00	0.00	0.00	-0.18	170.09
Granlibakken Management Company, Ltd.	0.00	526.50	0.00	0.00	0.00	526.50
Independent Technologies	918.09	0.00	0.00	0.00	0.00	918.09
InfiniSource Benefits	70.00	4.50	0.00	0.00	0.00	74.50
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kids Adventure Games, LLC	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Kym Fabel	46.80	0.00	0.00	0.00	0.00	46.80
Lake Tahoe Resort Hotel*	0.00	1,330.70	0.00	0.00	0.00	1,330.70
Liberty Utilities*	0.00	835.73	0.00	0.00	0.00	835.73
Live a Tahoe Day	0.00	69.00	0.00	0.00	0.00	69.00
Liz Bowling	51.12	0.00	0.00	0.00	0.00	51.12
McClintock Accountancy	9,600.00	0.00	0.00	0.00	0.00	9,600.00
Native to this Place	0.00	76.00	0.00	0.00	0.00	76.00
North Lake Tahoe Marketing Co-op	0.00	253,575.00	0.00	0.00	0.00	253,575.00
Paige Bechdolt	8.72	0.00	0.00	0.00	0.00	8.72
Peter Spain Photography_1	275.00	0.00	0.00	0.00	0.00	275.00
Placer County Sheriff's Office	0.00	0.00	120.00	0.00	0.00	120.00
Principal Financial Group	0.00	3,128.66	0.00	0.00	363.82	3,492.48
RB Technologies	0.00	757.86	0.00	0.00	0.00	757.86
Reno eNVy	0.00	150.00	0.00	0.00	0.00	150.00
Ricoh USA	1,132.31	0.00	0.00	0.00	0.00	1,132.31
Southwest Gas Corporation*	16.21	0.00	0.00	0.00	0.00	16.21
StorQuest	166.00	166.00	0.00	0.00	0.00	332.00
Swigard's True Value Hardware, Inc.*	0.00	62.61	0.00	0.00	0.00	62.61
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00	-198.00
Tahoe City Downtown Association*	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Tahoe Quarterly*	0.00	0.00	0.00	168.00	0.00	168.00

**North Lake Tahoe Resort Association**

**A/P Aging Summary**

	<b>As of September 30, 2018</b>	<b>31 - 60</b>	<b>61 - 90</b>	<b>&gt; 90</b>	<b>TOTAL</b>
<b>Tahoe Truckee Unified School District*</b>	225.50	0.00	0.00	0.00	225.50
<b>Travelers</b>	0.00	363.00	0.00	0.00	363.00
<b>Vail Resorts</b>	112,533.51	0.00	0.00	0.00	112,533.51
<b>Western Association of Chamber Executives</b>	0.00	300.00	0.00	0.00	300.00
<b>Wholesale Resort Accessories, Inc.</b>	50.00	0.00	0.00	0.00	71.50
<b>YIG Administration</b>	0.00	-16.98	-42.45	-33.96	-161.39
<b>TOTAL</b>	<b>127,979.16</b>	<b>270,196.89</b>	<b>77.55</b>	<b>134.04</b>	<b>-267.84</b>

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

Accrual Basis

All Departments

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	275,863	298,198	(22,335)	1,066,621	1,109,666	(43,044)	3,793,727
4200-00 · Membership Dues	11,126	10,600	526	33,185	31,800	1,385	128,000
4205-00 · Conference Dues	1,329	825	504	2,887	2,475	412	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	25	208	(183)	63	628	(565)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	591	580	11	1,162	1,740	(578)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>591</b>	<b>930</b>	<b>(339)</b>	<b>1,162</b>	<b>2,790</b>	<b>(1,628)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	920	0	920	1,680	0	1,680	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,536</b>	<b>1,138</b>	<b>398</b>	<b>2,905</b>	<b>3,418</b>	<b>(513)</b>	<b>70,510</b>
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,677	1,667	1,010	8,770	4,997	3,773	20,000
4600-00 · Commissions - Other	3,393	2,500	893	20,720	7,500	13,220	30,000
<b>Total 4600-00 · Commissions</b>	<b>6,070</b>	<b>4,167</b>	<b>1,903</b>	<b>29,491</b>	<b>12,497</b>	<b>16,994</b>	<b>50,000</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	884	500	384	1,684	5,000	(3,316)	9,500
46000 · Merchandise Sales - Other	12,346	9,000	3,346	42,173	34,000	8,173	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>13,230</b>	<b>9,500</b>	<b>3,730</b>	<b>43,857</b>	<b>39,000</b>	<b>4,857</b>	<b>104,500</b>
<b>Total Income</b>	<b>309,154</b>	<b>324,428</b>	<b>(15,274)</b>	<b>1,178,947</b>	<b>1,198,856</b>	<b>(19,909)</b>	<b>4,156,637</b>
<b>Gross Profit</b>	<b>309,154</b>	<b>324,428</b>	<b>(15,274)</b>	<b>1,178,947</b>	<b>1,198,856</b>	<b>(19,909)</b>	<b>4,156,637</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	433	633	(200)	9,276	1,903	7,373	7,600
5020-00 · P/R - Tax Expense	5,271	7,514	(2,243)	19,971	23,320	(3,349)	86,761
5030-00 · P/R - Health Insurance Expense	10,923	11,058	(135)	31,754	33,168	(1,414)	132,690
5040-00 · P/R - Workmans Comp	1,933	996	937	3,285	3,285	123	11,845
5060-00 · 401 (k)	3,703	3,582	121	9,685	11,043	(1,358)	43,048
5070-00 · Other Benefits and Expenses	158	586	(428)	832	1,755	(923)	7,029
5000-00 · Salaries & Wages - Other	79,667	88,869	(9,202)	261,963	274,122	(12,159)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>102,089</b>	<b>113,238</b>	<b>(11,149)</b>	<b>336,766</b>	<b>348,473</b>	<b>(11,707)</b>	<b>1,357,040</b>
5100-00 · Rent							
5110-00 · Utilities	1,078	928	150	2,919	2,689	230	12,191
5140-00 · Repairs & Maintenance	0	3,902	(3,902)	45	11,703	(11,658)	46,850
5150-00 · Office - Cleaning	700	800	(100)	1,800	2,721	(921)	10,444
5100-00 · Rent - Other	12,946	12,957	(11)	38,506	38,855	(349)	155,468
<b>Total 5100-00 · Rent</b>	<b>14,724</b>	<b>18,587</b>	<b>(3,863)</b>	<b>43,270</b>	<b>55,968</b>	<b>(12,698)</b>	<b>224,953</b>
5310-00 · Telephone							
5320-00 · Telephone	2,629	2,129	500	10,295	6,387	3,908	25,548
5350-00 · Internet	0	0	0	25	0	25	0
5310-00 · Telephone - Other	0	461	(461)	0	1,386	(1,386)	5,535
<b>Total 5310-00 · Telephone</b>	<b>2,629</b>	<b>2,590</b>	<b>39</b>	<b>10,320</b>	<b>7,773</b>	<b>2,547</b>	<b>31,083</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	54	0	54	54	0	54	0
5420-00 · Mail - USPS - Other	0	326	(326)	521	1,128	(607)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>54</b>	<b>326</b>	<b>(272)</b>	<b>574</b>	<b>1,128</b>	<b>(554)</b>	<b>5,203</b>
5510-00 · Insurance/Bonding	915	600	315	1,444	1,773	(329)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	1,078	1,925	(847)	1,978	2,175	(197)	7,600
5520-00 · Supplies - Other	605	1,650	(1,045)	3,474	5,643	(2,169)	21,493
<b>Total 5520-00 · Supplies</b>	<b>1,683</b>	<b>3,575</b>	<b>(1,892)</b>	<b>5,452</b>	<b>7,818</b>	<b>(2,366)</b>	<b>29,093</b>
5610-00 · Depreciation	149	177	(28)	447	536	(89)	2,129
5700-00 · Equipment Support & Maintenance	10	1,118	(1,108)	630	3,354	(2,724)	13,412
5710-00 · Taxes, Licenses & Fees	875	1,255	(380)	2,769	3,351	(582)	12,951
5740-00 · Equipment Rental/Leasing	1,303	1,478	(175)	4,081	4,424	(343)	17,726
5800-00 · Training Seminars	159	1,067	(908)	564	3,597	(3,033)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,378	(879)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	2,250	(1,410)	9,000
5920-00 · Professional Fees - Accountant	9,600	22,000	(12,400)	10,000	25,000	(15,000)	25,000
5921-00 · Professional Fees - Other	0	2,792	(2,792)	0	7,626	(7,626)	26,000
<b>Total 5900-00 · Professional Fees</b>	<b>9,600</b>	<b>25,542</b>	<b>(15,942)</b>	<b>10,840</b>	<b>34,876</b>	<b>(24,036)</b>	<b>60,000</b>

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

Accrual Basis

All Departments

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Bud...
5941-00 · Research & Planning	5,000	2,500	2,500	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>10,000</b>	<b>(10,000)</b>	<b>80,000</b>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	29,936	4,250	25,686	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	4,500	(4,500)	250,000	254,500	(4,500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
<b>Total 6420-01 · Sponsorships</b>	<b>29,936</b>	<b>8,750</b>	<b>21,186</b>	<b>280,445</b>	<b>291,875</b>	<b>(11,430)</b>	<b>447,225</b>
6421-00 · New Event Development	0	2,750	(2,750)	0	8,250	(8,250)	58,000
6422-00 · Event Media	300	0	300	300	0	300	0
6424-00 · Event Operation Expenses	496	667	(171)	2,089	1,999	90	8,000
<b>Total 6420-00 · Events</b>	<b>30,732</b>	<b>12,167</b>	<b>18,565</b>	<b>282,834</b>	<b>302,124</b>	<b>(19,290)</b>	<b>513,225</b>
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	891	1,300	(409)	7,150
6441-00 · Membership - Miscellaneous Exp	50	0	50	60	0	60	0
6442-00 · Public Relations/Website	318	344	(26)	1,492	2,532	(1,040)	5,628
6423-00 · Membership Activities - Other	226	0	226	251	0	251	0
<b>Total 6423-00 · Membership Activities</b>	<b>1,079</b>	<b>994</b>	<b>85</b>	<b>2,693</b>	<b>3,832</b>	<b>(1,139)</b>	<b>45,278</b>
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	364,959	364,955	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	1,028	4,318	(3,290)	2,933	12,954	(10,021)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,100	2,500	(1,400)	1,100	5,000	(3,900)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>1,100</b>	<b>2,500</b>	<b>(1,400)</b>	<b>1,100</b>	<b>5,000</b>	<b>(3,900)</b>	<b>80,000</b>
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	93	0	93	536	0	536	0
52500 · Purchase Discounts	(19)	0	(19)	(34)	0	(34)	0
59900 · POS Inventory Adjustments	0	0	0	(150)	0	(150)	0
8100-00 · Cost of Goods Sold - Other	7,416	4,725	2,691	22,656	17,848	4,808	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>7,489</b>	<b>4,725</b>	<b>2,764</b>	<b>23,009</b>	<b>17,848</b>	<b>5,161</b>	<b>49,875</b>
8200-00 · Associate Relations	27	616	(589)	653	1,856	(1,203)	7,400
8300-00 · Board Functions	2,200	150	2,050	3,337	450	2,887	4,500
8500-00 · Credit Card Fees	613	503	110	1,816	1,953	(137)	6,658
8600-00 · Additional Opportunites	0	3,133	(3,133)	0	9,395	(9,395)	37,600
8700-00 · Automobile Expenses	480	528	(48)	1,450	1,681	(231)	6,183
8750-00 · Meals/Meetings	75	637	(562)	278	1,907	(1,629)	7,640
8810-00 · Dues & Subscriptions	305	852	(547)	1,763	2,552	(789)	10,220
8910-00 · Travel	0	100	(100)	0	100	(100)	6,600
<b>Total Expense</b>	<b>305,969</b>	<b>325,386</b>	<b>(19,417)</b>	<b>1,109,480</b>	<b>1,213,556</b>	<b>(104,076)</b>	<b>4,153,480</b>
<b>Net Ordinary Income</b>	<b>3,185</b>	<b>(958)</b>	<b>4,143</b>	<b>69,467</b>	<b>(14,700)</b>	<b>84,167</b>	<b>3,157</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23	0	23	70	0	70	0
<b>Total Other Income</b>	<b>23</b>	<b>0</b>	<b>23</b>	<b>70</b>	<b>0</b>	<b>70</b>	<b>0</b>
<b>Other Expense</b>							
8990-00 · Allocated	0	(0)	0	0	(0)	0	0
<b>Total Other Expense</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>	<b>(0)</b>	<b>0</b>	<b>0</b>
<b>Net Other Income</b>	<b>23</b>	<b>0</b>	<b>23</b>	<b>70</b>	<b>0</b>	<b>70</b>	<b>0</b>
<b>Net Income</b>	<b>3,208</b>	<b>(958)</b>	<b>4,165</b>	<b>69,537</b>	<b>(14,700)</b>	<b>84,237</b>	<b>3,157</b>

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

Accrual Basis

**11 - Marketing**

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	205,436	223,433	(17,997)	866,610	908,633	(42,023)	2,983,906
<b>Total Income</b>	205,436	223,433	(17,997)	866,610	908,633	(42,023)	2,983,906
<b>Gross Profit</b>	205,436	223,433	(17,997)	866,610	908,633	(42,023)	2,983,906
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	4,125	4,125	0	16,500
5020-00 · P/R - Tax Expense	1,464	1,848	(384)	5,011	5,721	(710)	22,712
5030-00 · P/R - Health Insurance Expense	5,581	4,080	1,501	15,759	12,240	3,519	48,960
5040-00 · P/R - Workmans Comp	290	183	107	547	572	(25)	2,268
5060-00 · 401 (k)	1,380	1,056	324	3,298	3,267	31	12,978
5070-00 · Other Benefits and Expenses	41	167	(126)	122	505	(383)	2,008
5000-00 · Salaries & Wages - Other	26,533	26,401	132	79,481	81,720	(2,239)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	36,664	35,110	1,554	108,344	108,150	194	429,879
5100-00 · Rent							
5110-00 · Utilities	156	135	21	433	405	28	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	3,501	(3,501)	14,033
5150-00 · Office - Cleaning	233	175	58	600	725	(125)	2,700
5100-00 · Rent - Other	2,216	1,984	232	6,482	5,949	533	23,805
<b>Total 5100-00 · Rent</b>	2,605	3,461	(856)	7,515	10,580	(3,065)	42,158
5310-00 · Telephone							
5320-00 · Telephone	624	670	(46)	2,318	2,010	308	8,040
<b>Total 5310-00 · Telephone</b>	624	670	(46)	2,318	2,010	308	8,040
5420-00 · Mail - USPS	0	0	0	95	150	(55)	900
5510-00 · Insurance/Bonding	174	169	5	274	507	(233)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	293	1,800	(1,507)	740	1,800	(1,060)	3,600
5520-00 · Supplies - Other	214	417	(203)	325	1,247	(922)	5,000
<b>Total 5520-00 · Supplies</b>	508	2,217	(1,709)	1,065	3,047	(1,982)	8,600
5610-00 · Depreciation	0	20	(20)	0	60	(60)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	876	(876)	3,500
5740-00 · Equipment Rental/Leasing	309	315	(6)	981	945	36	3,780
5800-00 · Training Seminars	34	0	34	259	0	259	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	375	(375)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	1,251	(1,251)	5,000
<b>Total 5900-00 · Professional Fees</b>	0	542	(542)	0	1,626	(1,626)	6,500
5941-00 · Research & Planning	5,000	2,500	2,500	5,000	2,500	2,500	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	29,936	4,250	25,686	30,398	37,375	(6,977)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	4,500	(4,500)	250,000	254,500	(4,500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
<b>Total 6420-01 · Sponsorships</b>	29,936	8,750	21,186	280,445	291,875	(11,430)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	8,250	(8,250)	58,000
6424-00 · Event Operation Expenses	491	667	(176)	1,818	1,999	(181)	8,000
<b>Total 6420-00 · Events</b>	30,426	12,167	18,259	282,263	302,124	(19,861)	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	334,152	334,148	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	678	834	(156)	2,183	2,502	(319)	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	1,100	2,500	(1,400)	1,100	5,000	(3,900)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	1,100	2,500	(1,400)	1,100	5,000	(3,900)	80,000
8200-00 · Associate Relations	0	134	(134)	0	402	(402)	1,600
8500-00 · Credit Card Fees	45	0	45	45	0	45	0
8600-00 · Additional Opportunitites	0	2,666	(2,666)	0	7,998	(7,998)	32,000

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

Accrual Basis

11 - Marketing

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	146	125	21	443	375	68	1,500
8750-00 · Meals/Meetings	0	300	(300)	14	900	(887)	3,600
8810-00 · Dues & Subscriptions	30	292	(262)	438	872	(434)	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
<b>Total Expense</b>	<b>189,728</b>	<b>175,698</b>	<b>14,030</b>	<b>746,487</b>	<b>794,772</b>	<b>(48,285)</b>	<b>2,582,654</b>
<b>Net Ordinary Income</b>	<b>15,709</b>	<b>47,735</b>	<b>(32,026)</b>	<b>120,123</b>	<b>113,861</b>	<b>6,262</b>	<b>401,252</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			53			
<b>Total Other Income</b>	<b>23</b>			<b>53</b>			
<b>Other Expense</b>							
8990-00 · Allocated	32,132	47,735	(15,603)	94,677	113,861	(19,184)	401,252
<b>Total Other Expense</b>	<b>32,132</b>	<b>47,735</b>	<b>(15,603)</b>	<b>94,677</b>	<b>113,861</b>	<b>(19,184)</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>(32,110)</b>	<b>(47,735)</b>	<b>15,626</b>	<b>(94,624)</b>	<b>(113,861)</b>	<b>19,237</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>(16,401)</b>	<b>0</b>	<b>(16,401)</b>	<b>25,499</b>	<b>0</b>	<b>25,499</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	31,330	31,330	0	89,933	89,923	10	352,299
4205-00 · Conference Dues	1,329	825	504	2,887	2,475	412	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	2,677	1,667	1,010	8,770	4,997	3,773	20,000
4600-00 · Commissions - Other	3,393	2,500	893	20,720	7,500	13,220	30,000
<b>Total 4600-00 · Commissions</b>	<b>6,070</b>	<b>4,167</b>	<b>1,903</b>	<b>29,491</b>	<b>12,497</b>	<b>16,994</b>	<b>50,000</b>
<b>Total Income</b>	<b>38,729</b>	<b>36,322</b>	<b>2,407</b>	<b>122,311</b>	<b>104,895</b>	<b>17,416</b>	<b>412,199</b>
<b>Gross Profit</b>	<b>38,729</b>	<b>36,322</b>	<b>2,407</b>	<b>122,311</b>	<b>104,895</b>	<b>17,416</b>	<b>412,199</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	433	633	(200)	9,276	1,903	7,373	7,600
5020-00 · P/R - Tax Expense	939	1,165	(226)	3,246	3,492	(246)	13,977
5030-00 · P/R - Health Insurance Expense	2,326	1,633	693	4,920	4,893	27	19,590
5040-00 · P/R - Workmans Comp	236	172	64	321	517	(196)	2,065
5060-00 · 401 (k)	772	555	217	2,000	1,662	338	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	126	248	(122)	1,004
5000-00 · Salaries & Wages - Other	11,824	13,236	(1,412)	36,087	39,703	(3,616)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,573</b>	<b>17,478</b>	<b>(905)</b>	<b>55,976</b>	<b>52,418</b>	<b>3,558</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	78	70	8	212	210	2	840
5140-00 · Repairs & Maintenance	0	43	(43)	0	130	(130)	517
5150-00 · Office - Cleaning	117	102	15	300	305	(5)	1,223
5100-00 · Rent - Other	1,025	953	72	3,075	2,856	219	11,433
<b>Total 5100-00 · Rent</b>	<b>1,219</b>	<b>1,168</b>	<b>51</b>	<b>3,587</b>	<b>3,501</b>	<b>86</b>	<b>14,013</b>
5310-00 · Telephone							
5320-00 · Telephone	215	206	9	797	618	179	2,472
<b>Total 5310-00 · Telephone</b>	<b>215</b>	<b>206</b>	<b>9</b>	<b>797</b>	<b>618</b>	<b>179</b>	<b>2,472</b>
5420-00 · Mail - USPS	0	42	(42)	31	122	(91)	500
5510-00 · Insurance/Bonding	57	115	(58)	90	342	(252)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	91	0	91	0
5520-00 · Supplies - Other	43	52	(9)	98	150	(52)	618
<b>Total 5520-00 · Supplies</b>	<b>73</b>	<b>52</b>	<b>21</b>	<b>190</b>	<b>150</b>	<b>40</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	22	(22)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	425	(425)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	24	(24)	96
5740-00 · Equipment Rental/Leasing	133	155	(22)	424	461	(37)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	30,807	30,807	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	75	(75)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	252	(252)	1,000
<b>Total Expense</b>	<b>28,539</b>	<b>29,749</b>	<b>(1,210)</b>	<b>91,902</b>	<b>89,217</b>	<b>2,685</b>	<b>356,950</b>
<b>Net Ordinary Income</b>	<b>10,190</b>	<b>6,573</b>	<b>3,617</b>	<b>30,409</b>	<b>15,678</b>	<b>14,731</b>	<b>55,249</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	4,424	6,573	(2,148)	13,036	15,678	(2,642)	55,249
<b>Total Other Expense</b>	<b>4,424</b>	<b>6,573</b>	<b>(2,148)</b>	<b>13,036</b>	<b>15,678</b>	<b>(2,642)</b>	<b>55,249</b>
<b>Net Other Income</b>	<b>(4,424)</b>	<b>(6,573)</b>	<b>2,148</b>	<b>(13,036)</b>	<b>(15,678)</b>	<b>2,642</b>	<b>(55,249)</b>
<b>Net Income</b>	<b>5,766</b>	<b>0</b>	<b>5,766</b>	<b>17,373</b>	<b>0</b>	<b>17,373</b>	<b>0</b>



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

**42 - Visitor Center**

Accrual Basis

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	38,340	42,673	(4,333)	107,920	108,903	(983)	448,844
46000 · Merchandise Sales							
46000 · Non-Retail VIC income	884	500	384	1,684	5,000	(3,316)	9,500
46000 · Merchandise Sales - Other	12,346	9,000	3,346	42,173	34,000	8,173	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>13,230</b>	<b>9,500</b>	<b>3,730</b>	<b>43,857</b>	<b>39,000</b>	<b>4,857</b>	<b>104,500</b>
<b>Total Income</b>	<b>51,570</b>	<b>52,173</b>	<b>(603)</b>	<b>151,778</b>	<b>147,903</b>	<b>3,875</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>51,570</b>	<b>52,173</b>	<b>(603)</b>	<b>151,778</b>	<b>147,903</b>	<b>3,875</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,078	1,791	(713)	4,831	5,975	(1,144)	17,550
5030-00 · P/R - Health Insurance Expense	729	1,806	(1,077)	4,445	5,418	(973)	21,672
5040-00 · P/R - Workmans Comp	862	448	414	1,312	1,491	(179)	5,193
5060-00 · 401 (k)	677	597	80	1,857	1,991	(134)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	129	307	(178)	1,225
5000-00 · Salaries & Wages - Other	12,725	14,925	(2,200)	48,549	49,778	(1,229)	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,118</b>	<b>19,669</b>	<b>(3,552)</b>	<b>61,124</b>	<b>64,960</b>	<b>(3,836)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	650	550	100	1,707	1,550	157	7,650
5140-00 · Repairs & Maintenance	0	2,292	(2,292)	45	6,872	(6,827)	27,500
5150-00 · Office - Cleaning	58	237	(179)	150	714	(564)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	19,988	21,072	(1,085)	84,297
<b>Total 5100-00 · Rent</b>	<b>7,371</b>	<b>10,104</b>	<b>(2,733)</b>	<b>21,889</b>	<b>30,208</b>	<b>(8,319)</b>	<b>122,294</b>
5310-00 · Telephone							
5320-00 · Telephone	689	0	689	2,872	0	2,872	0
5310-00 · Telephone - Other	0	461	(461)	0	1,386	(1,386)	5,535
<b>Total 5310-00 · Telephone</b>	<b>689</b>	<b>461</b>	<b>228</b>	<b>2,872</b>	<b>1,386</b>	<b>1,486</b>	<b>5,535</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	54	0	54	54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	166	439	(273)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>54</b>	<b>145</b>	<b>(91)</b>	<b>220</b>	<b>439</b>	<b>(219)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	305	146	159	481	439	42	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	129	125	4	250	375	(125)	1,500
5520-00 · Supplies - Other	158	473	(315)	1,834	2,118	(284)	7,375
<b>Total 5520-00 · Supplies</b>	<b>286</b>	<b>598</b>	<b>(312)</b>	<b>2,084</b>	<b>2,493</b>	<b>(409)</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	354	266	88	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	900	(900)	3,600
5710-00 · Taxes, Licenses & Fees	0	155	(155)	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	302	429	(127)	922	1,289	(367)	5,150
5800-00 · Training Seminars	0	650	(650)	0	650	(650)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	499	1,378	(879)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	350	3,484	(3,134)	750	10,452	(9,702)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	93	0	93	536	0	536	0
52500 · Purchase Discounts	(19)	0	(19)	(34)	0	(34)	0
59900 · POS Inventory Adjustments	0	0	0	(150)	0	(150)	0
8100-00 · Cost of Goods Sold - Other	6,658	4,725	1,933	21,899	17,848	4,051	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>6,731</b>	<b>4,725</b>	<b>2,006</b>	<b>22,251</b>	<b>17,848</b>	<b>4,403</b>	<b>49,875</b>
8200-00 · Associate Relations	0	58	(58)	0	178	(178)	700
8500-00 · Credit Card Fees	345	333	12	1,082	1,363	(281)	3,658
8700-00 · Automobile Expenses	114	75	39	210	325	(115)	750
8750-00 · Meals/Meetings	5	67	(62)	11	197	(186)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	498	(498)	2,000
8910-00 · Travel	0	100	(100)	0	100	(100)	1,100
<b>Total Expense</b>	<b>32,788</b>	<b>42,210</b>	<b>(9,422)</b>	<b>114,749</b>	<b>135,524</b>	<b>(20,775)</b>	<b>487,005</b>
<b>Net Ordinary Income</b>	<b>18,782</b>	<b>9,963</b>	<b>8,819</b>	<b>37,029</b>	<b>12,379</b>	<b>24,650</b>	<b>66,339</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,033	8,963	(2,930)	17,777	21,379	(3,602)	75,339
<b>Total Other Expense</b>	<b>6,033</b>	<b>8,963</b>	<b>(2,930)</b>	<b>17,777</b>	<b>21,379</b>	<b>(3,602)</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>(6,033)</b>	<b>(8,963)</b>	<b>2,930</b>	<b>(17,777)</b>	<b>(21,379)</b>	<b>3,602</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>12,749</b>	<b>1,000</b>	<b>11,749</b>	<b>19,252</b>	<b>(9,000)</b>	<b>28,252</b>	<b>(9,000)</b>

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

Accrual Basis

51 - TMPI

	Sep 18	Budget	\$ Over Bu...	Jul - Sep 18	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	757	763	(6)	2,158	2,207	(49)	8,677
<b>Total Income</b>	<u>757</u>	<u>763</u>	<u>(6)</u>	<u>2,158</u>	<u>2,207</u>	<u>(49)</u>	<u>8,677</u>
<b>Gross Profit</b>	757	763	(6)	2,158	2,207	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(98)	100	(198)	401
5030-00 · P/R - Health Insurance Expense	11	4	8	23	11	12	42
5040-00 · P/R - Workmans Comp	16	4	12	41	12	29	48
5060-00 · 401 (k)	28	23	5	66	68	(2)	272
5070-00 · Other Benefits and Expenses	0	0	0	0	0	0	0
5000-00 · Salaries & Wages - Other	767	567	200	2,156	1,700	457	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>822</u>	<u>630</u>	<u>192</u>	<u>2,189</u>	<u>1,890</u>	<u>299</u>	<u>7,561</u>
5100-00 · Rent							
5110-00 · Utilities	5			17			
5150-00 · Office - Cleaning	8			21			
5100-00 · Rent - Other	72	0	72	215	0	215	0
<b>Total 5100-00 · Rent</b>	<u>85</u>	<u>0</u>	<u>85</u>	<u>253</u>	<u>0</u>	<u>253</u>	<u>0</u>
5310-00 · Telephone							
5320-00 · Telephone	36			160			
<b>Total 5310-00 · Telephone</b>	<u>36</u>	<u>0</u>	<u>36</u>	<u>160</u>	<u>0</u>	<u>160</u>	<u>0</u>
5420-00 · Mail - USPS	0	0	0	9	0	9	0
5510-00 · Insurance/Bonding	17	0	17	27	0	27	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			35			
5520-00 · Supplies - Other	3	0	3	7	0	7	0
<b>Total 5520-00 · Supplies</b>	<u>15</u>	<u>0</u>	<u>15</u>	<u>42</u>	<u>0</u>	<u>42</u>	<u>0</u>
5740-00 · Equipment Rental/Leasing	36	0	36	116	0	116	0
8700-00 · Automobile Expenses	8	0	8	8	0	8	0
8750-00 · Meals/Meetings	1	0	1	1	0	1	0
8810-00 · Dues & Subscriptions	0			46			
<b>Total Expense</b>	<u>1,020</u>	<u>630</u>	<u>390</u>	<u>2,852</u>	<u>1,890</u>	<u>961</u>	<u>7,561</u>
<b>Net Ordinary Income</b>	<u>(263)</u>	<u>133</u>	<u>(396)</u>	<u>(694)</u>	<u>317</u>	<u>(1,010)</u>	<u>1,116</u>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	89	133	(43)	263	317	(53)	1,116
<b>Total Other Expense</b>	<u>89</u>	<u>133</u>	<u>(43)</u>	<u>263</u>	<u>317</u>	<u>(53)</u>	<u>1,116</u>
<b>Net Other Income</b>	<u>(89)</u>	<u>(133)</u>	<u>43</u>	<u>(263)</u>	<u>(317)</u>	<u>53</u>	<u>(1,116)</u>
<b>Net Income</b>	<u>(353)</u>	<u>0</u>	<u>(353)</u>	<u>(957)</u>	<u>0</u>	<u>(957)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues	11,126	10,600	526	33,185	31,800	1,385	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	25	208	(183)	63	628	(565)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	1,050	(1,050)	3,050
4251-00 · Tues AM Breakfast Club - Other	591	580	11	1,162	1,740	(578)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>591</b>	<b>930</b>	<b>(339)</b>	<b>1,162</b>	<b>2,790</b>	<b>(1,628)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	920	0	920	1,680	0	1,680	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,536</b>	<b>1,138</b>	<b>398</b>	<b>2,905</b>	<b>3,418</b>	<b>(513)</b>	<b>70,510</b>
<b>Total Income</b>	<b>12,662</b>	<b>11,738</b>	<b>924</b>	<b>36,090</b>	<b>35,218</b>	<b>872</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>12,662</b>	<b>11,738</b>	<b>924</b>	<b>36,090</b>	<b>35,218</b>	<b>872</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(4,125)	(4,125)	0	(16,500)
5020-00 · P/R - Tax Expense	363	547	(184)	1,170	1,643	(473)	6,566
5030-00 · P/R - Health Insurance Expense	1,061	888	173	3,446	2,664	782	10,656
5040-00 · P/R - Workmans Comp	91	7	84	187	24	163	87
5060-00 · 401 (k)	206	262	(56)	639	787	(148)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	15	198	(183)	792
5000-00 · Salaries & Wages - Other	5,737	6,553	(816)	18,010	19,659	(1,649)	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>6,091</b>	<b>6,948</b>	<b>(857)</b>	<b>19,342</b>	<b>20,850</b>	<b>(1,508)</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	21	50	(29)	66	155	(89)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	75	(75)	300
5150-00 · Office - Cleaning	32	78	(46)	83	352	(270)	1,177
5100-00 · Rent - Other	448	819	(371)	1,178	2,455	(1,277)	9,826
<b>Total 5100-00 · Rent</b>	<b>501</b>	<b>972</b>	<b>(471)</b>	<b>1,326</b>	<b>3,037</b>	<b>(1,711)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	165	253	(88)	677	759	(82)	3,036
<b>Total 5310-00 · Telephone</b>	<b>165</b>	<b>253</b>	<b>(88)</b>	<b>677</b>	<b>759</b>	<b>(82)</b>	<b>3,036</b>
5420-00 · Mail - USPS	0	50	(50)	36	150	(114)	1,000
5510-00 · Insurance/Bonding	65	170	(105)	103	280	(177)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	64	0	64	311	0	311	500
5520-00 · Supplies - Other	38	83	(45)	74	253	(179)	1,000
<b>Total 5520-00 · Supplies</b>	<b>101</b>	<b>83</b>	<b>18</b>	<b>384</b>	<b>253</b>	<b>131</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	24	(24)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	168	(168)	672
5710-00 · Taxes, Licenses & Fees	0	50	(50)	0	50	(50)	200
5740-00 · Equipment Rental/Leasing	178	250	(72)	574	740	(166)	2,990
5800-00 · Training Seminars	0	0	0	180	1,700	(1,520)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	375	(375)	0	375	(375)	1,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>375</b>	<b>(375)</b>	<b>0</b>	<b>375</b>	<b>(375)</b>	<b>1,500</b>
6420-00 · Events							
6424-00 · Event Operation Expenses	5			271			
<b>Total 6420-00 · Events</b>	<b>5</b>			<b>271</b>			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	486	650	(164)	891	1,300	(409)	7,150
6441-00 · Membership - Miscellaneous Exp	50			60			
6442-00 · Public Relations/Website	318	344	(26)	1,492	2,532	(1,040)	5,628
6423-00 · Membership Activities - Other	226	0	226	251	0	251	0
<b>Total 6423-00 · Membership Activities</b>	<b>1,079</b>	<b>994</b>	<b>85</b>	<b>2,693</b>	<b>3,832</b>	<b>(1,139)</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	758			758			
8200-00 · Associate Relations	0	66	(66)	0	198	(198)	800
8500-00 · Credit Card Fees	178	170	8	644	590	54	3,000
8700-00 · Automobile Expenses	33	78	(45)	78	231	(153)	933
8750-00 · Meals/Meetings	49	150	(101)	113	450	(337)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	139	105	34	420

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

Accrual Basis

60 - Membership

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Total Expense</b>	9,204	10,708	(1,504)	27,318	33,792	(6,474)	161,240
<b>Net Ordinary Income</b>	3,458	1,030	2,428	8,772	1,426	7,346	37,270
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
<b>8990-00 - Allocated</b>	2,011	2,988	(977)	5,926	7,126	(1,201)	25,113
<b>Total Other Expense</b>	2,011	2,988	(977)	5,926	7,126	(1,201)	25,113
<b>Net Other Income</b>	(2,011)	(2,988)	977	(5,926)	(7,126)	1,201	(25,113)
<b>Net Income</b>	<u>1,447</u>	<u>(1,958)</u>	<u>3,405</u>	<u>2,847</u>	<u>(5,700)</u>	<u>8,547</u>	<u>12,157</u>

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

**70 - Administration**

Accrual Basis

	Sep 18	Budget	\$ Over Budget	Jul - Sep 18	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,427	2,130	(703)	5,810	6,389	(579)	25,555
5030-00 · P/R - Health Insurance Expense	1,214	2,648	(1,433)	3,305	7,943	(4,637)	31,770
5040-00 · P/R - Workmans Comp	437	182	255	876	546	330	2,184
5060-00 · 401 (k)	640	1,089	(449)	1,826	3,268	(1,442)	13,072
5070-00 · Other Benefits and Expenses	21	167	(146)	440	497	(57)	2,000
5000-00 · Salaries & Wages - Other	22,082	27,188	(5,106)	77,679	81,563	(3,883)	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>25,821</b>	<b>33,403</b>	<b>(7,582)</b>	<b>89,935</b>	<b>100,205</b>	<b>(10,270)</b>	<b>400,831</b>
5100-00 · Rent							
5110-00 · Utilities	168	123	45	484	369	115	1,476
5140-00 · Repairs & Maintenance	0	375	(375)	0	1,125	(1,125)	4,500
5150-00 · Office - Cleaning	251	208	43	647	625	22	2,497
5100-00 · Rent - Other	2,523	2,176	347	7,569	6,523	1,046	26,107
<b>Total 5100-00 · Rent</b>	<b>2,942</b>	<b>2,882</b>	<b>60</b>	<b>8,699</b>	<b>8,642</b>	<b>57</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	900	1,000	(100)	3,472	3,000	472	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>900</b>	<b>1,000</b>	<b>(100)</b>	<b>3,497</b>	<b>3,000</b>	<b>497</b>	<b>12,000</b>
5420-00 · Mail - USPS	0	89	(89)	183	267	(84)	1,059
5510-00 · Insurance/Bonding	297	0	297	468	205	263	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	550	0	550	550	0	550	2,000
5520-00 · Supplies - Other	149	625	(476)	1,136	1,875	(739)	7,500
<b>Total 5520-00 · Supplies</b>	<b>699</b>	<b>625</b>	<b>74</b>	<b>1,686</b>	<b>1,875</b>	<b>(189)</b>	<b>9,500</b>
5610-00 · Depreciation	31	54	(23)	93	164	(71)	650
5700-00 · Equipment Support & Maintenance	10	330	(320)	630	985	(355)	3,955
5710-00 · Taxes, Licenses & Fees	875	1,042	(167)	2,769	3,122	(353)	12,500
5740-00 · Equipment Rental/Leasing	343	329	14	1,063	989	74	3,950
5800-00 · Training Seminars	125	417	(292)	125	1,247	(1,122)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	840	1,875	(1,035)	7,500
5920-00 · Professional Fees - Accountant	9,600	22,000	(12,400)	10,000	25,000	(15,000)	25,000
5921-00 · Professional Fees - Other	0	2,000	(2,000)	0	6,000	(6,000)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>9,600</b>	<b>24,625</b>	<b>(15,025)</b>	<b>10,840</b>	<b>32,875</b>	<b>(22,035)</b>	<b>52,000</b>
6420-00 · Events							
6422-00 · Event Media	300			300			
<b>Total 6420-00 · Events</b>	<b>300</b>			<b>300</b>			
8200-00 · Associate Relations	27	333	(306)	653	1,003	(350)	4,000
8300-00 · Board Functions	2,200	150	2,050	3,337	450	2,887	4,500
8500-00 · Credit Card Fees	45	0	45	45	0	45	0
8600-00 · Additional Opportunites	0	467	(467)	0	1,397	(1,397)	5,600
8700-00 · Automobile Expenses	179	250	(71)	711	750	(39)	3,000
8750-00 · Meals/Meetings	20	120	(100)	141	360	(219)	1,440
8810-00 · Dues & Subscriptions	275	275	(0)	1,140	825	315	3,300
<b>Total Expense</b>	<b>44,690</b>	<b>66,391</b>	<b>(21,701)</b>	<b>126,316</b>	<b>158,361</b>	<b>(32,045)</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(44,690)</b>	<b>(66,391)</b>	<b>21,701</b>	<b>(126,316)</b>	<b>(158,361)</b>	<b>32,045</b>	<b>(558,070)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>			<b>17</b>			
<b>Other Expense</b>							
8990-00 · Allocated	(44,690)	(66,391)	21,701	(126,299)	(158,361)	32,062	(558,070)
<b>Total Other Expense</b>	<b>(44,690)</b>	<b>(66,391)</b>	<b>21,701</b>	<b>(126,299)</b>	<b>(158,361)</b>	<b>32,062</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>44,690</b>	<b>66,391</b>	<b>(21,701)</b>	<b>126,316</b>	<b>158,361</b>	<b>(32,045)</b>	<b>558,070</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>

KEY METRICS FOR September 30, 2018 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru June 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	YOY % Change
2010 - 2011	3,242,663	2,107,554	3,776,990	1,361,343	\$ 10,486,550	0.21%
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	10.79%
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	-7.43%
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238	30.99%
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406	4.65%
2015 - 2016	4,872,923	3,874,544	5,438,716	2,349,230	\$ 16,535,413	
2016 - 2017	5,505,352	3,358,686	6,117,066	3,349,251	\$ 18,330,355	
2017 - 2018	6,269,957	3,442,768	5,555,972	2,333,862	\$ 17,602,559	

updated

Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru Sept 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	20,512	18,512	18,216	18,254	0.21%
Phone	936	968	871	965	10.79%
Email	53	136	148	137	-7.43%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
Mt T - Event Traffic	1,322	3,825	2,881	3,015	4.65%
<b>Total</b>	<b>31,432</b>	<b>27,367</b>	<b>30,849</b>	<b>33,810</b>	<b>9.60%</b>

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 814,951	\$ 733,660	-9.97%
Second (Apr - June)	\$ 495,699	\$ 559,589	\$ 728,030	\$ -	-100.00%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 987,813	\$ -	-100.00%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 634,133	\$ -	-100.00%
<b>Total</b>	<b>\$ 2,542,230</b>	<b>\$ 2,832,127</b>	<b>\$ 3,164,927</b>	<b>\$ 733,660</b>	<b>-76.82%</b>

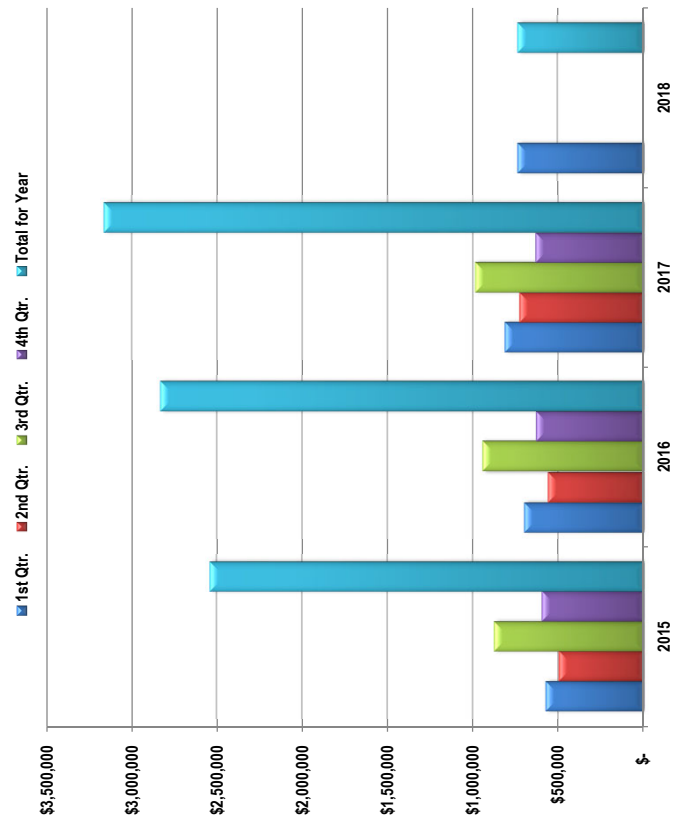
Unemployment Rates - EDD					
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	July 2018	
Placer County (367,309)	7.1%	6.7%	5.5%	4.2%	
Dollar Point (1,215)	6.0%	5.2%	4.7%	3.3%	
Kings Beach (3,893)	7.1%	6.1%	1.1%	1.2%	
Sunnyside/Tahoe City (1,557)	6.0%	6.8%	6.1%	3.2%	
Tahoe Vista (1,433)	7.0%	5.7%	5.1%	4.8%	
	10.1%	8.9%	4.3%	3.5%	

Destimetrics Reservations Activity		FYTD 17/18	FYTD 18/19	YOY % Change
Occupancy		61.1%	63.6%	4.0%
ADR (Average Daily Rate)		\$ 371	\$ 375	1.1%
RevPAR (Rev per Available Room)		\$ 227	\$ 239	5.2%
Occupancy 1 Mth Forecast		43.4%	47.6%	9.6%
ADR 1 Mth Forecast		\$ 284	\$ 291	2.6%
RevPAR 1 Mth Forecast		\$ 123	\$ 138	12.5%
Occupancy (prior 6 months)		52.8%	54.2%	2.6%
ADR (prior 6 months)		\$ 313	\$ 316	0.7%
RevPAR (prior 6 months)		\$ 165	\$ 171	3.3%
Occupancy (next 6 months)		17.5%	22.9%	31.1%
ADR (next 6 months)		\$ 294	\$ 268	-8.8%
RevPAR (next 6 months)		\$ 51	\$ 61	19.6%

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		Total Chamber Membership	
		June 2014	June 2015
FY 2015-16 Contract	\$ 4,260,134	457	474
FY 2016-17 Contract	2,526,980	508	508
<b>Total Fund Balances</b>	<b>\$ 6,787,115</b>	965	982
		June 2016	June 2017
		424	424
		June 2018	378

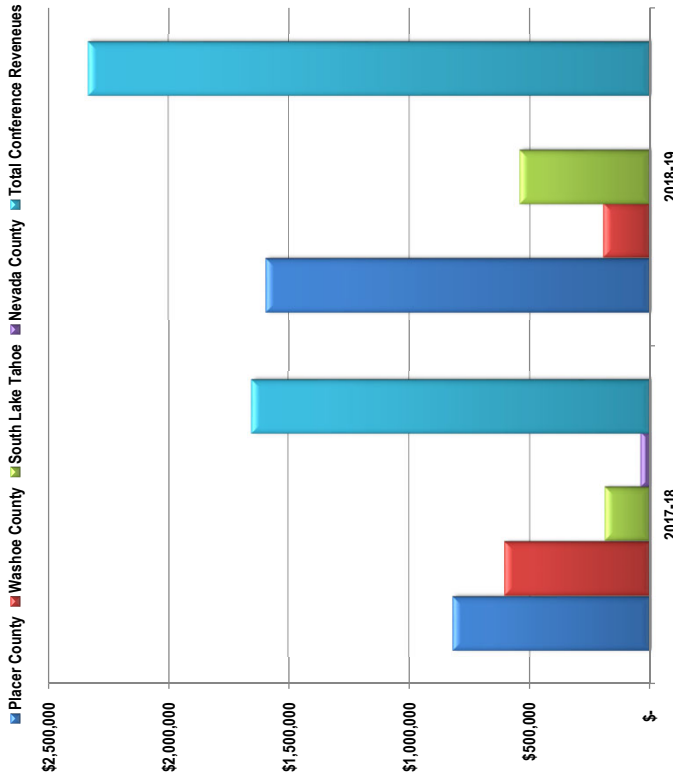
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 9/12/2018						
FORWARD LOOKING	2017-18		2018-19		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$ 2,568,183	\$ 1,653,725	\$ 2,334,860	\$ 2,334,860	41.19%	
Commission for this Revenue	\$ 60,863	\$ 38,017	\$ 54,193	\$ 54,193	42.55%	
Number of Room Nights	12,875	8,830	13,058	13,058	47.88%	
Number of Bookings	76	33	49	49	48.48%	
Conference Revenue And Percentage by County:						
	17-18	18-19				
Placer	50%	68%	\$ 1,389,638	\$ 819,316	\$ 1,597,128	94.93%
Washoe	37%	8%	\$ 730,318	\$ 605,006	\$ 195,373	-67.71%
South Lake	11%	23%	\$ 397,939	\$ 188,819	\$ 542,359	187.24%
Nevada	2%	0%	\$ 50,288	\$ 40,584	\$ -	-100.00%
<b>Total Conference Revenue</b>	<b>100%</b>	<b>100%</b>	<b>\$ 2,568,183</b>	<b>\$ 1,653,725</b>	<b>\$ 2,334,860</b>	<b>41.19%</b>
<b>CURRENT</b>						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	\$ 50,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	\$ -	-28.57%

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



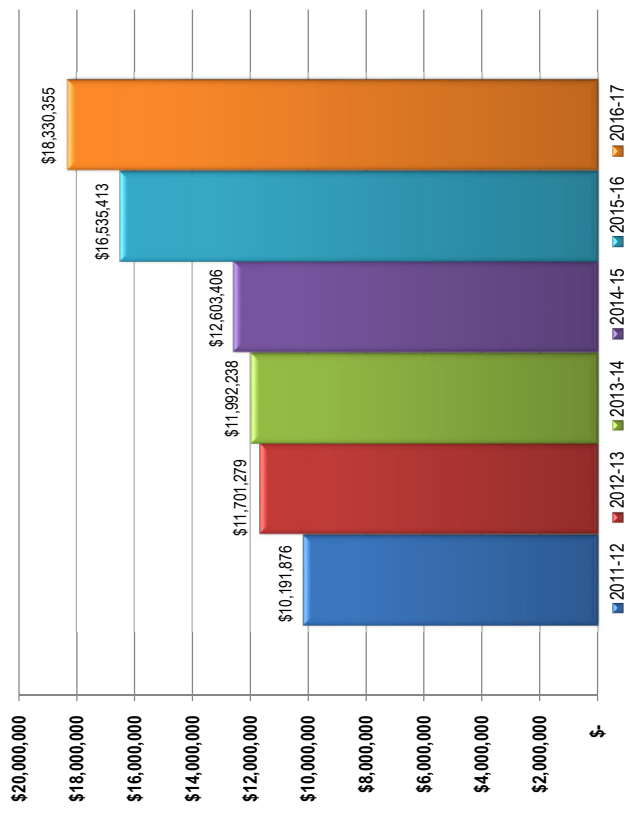
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 814,951	\$ 733,660	-9.97%
Second (Apr - June)	\$ 495,699	\$ 559,589	\$ 728,030	\$ -	-100.00%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 987,813	\$ -	-100.00%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 634,133	\$ -	-100.00%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

### Conference Revenue Statistics & Revenue Share by County



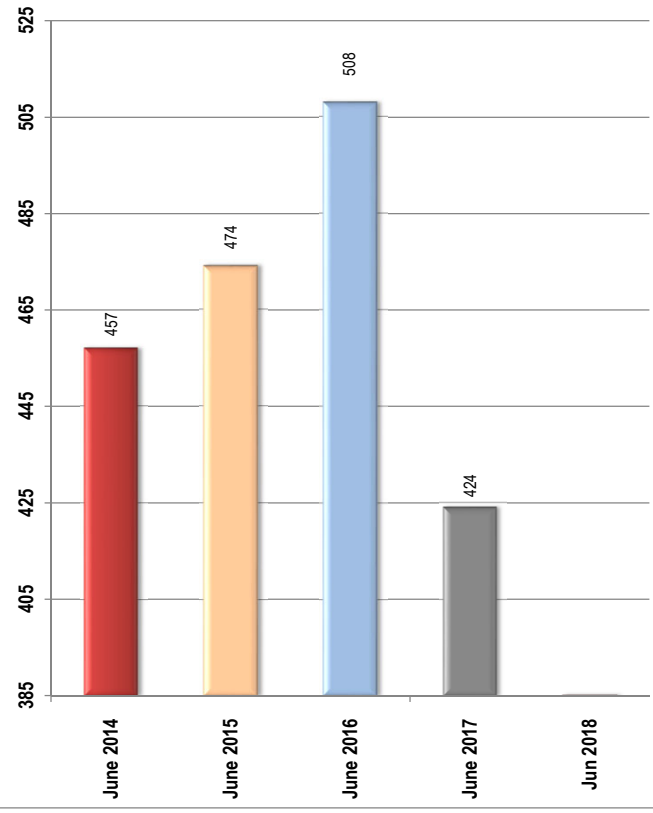
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 9/12/2018					
	2017-18	2018-19	Forecasted	Forecasted	YOY % Change
<b>FORWARD LOOKING</b>					
Total Revenue Booked	\$ 1,653,725	\$ 2,334,860			41.19%
Commission for this Revenue	38,017	54,193			42.55%
Number of Room Nights	8,830	13,058			47.88%
Number of Bookings	33	49			48.48%
<b>CURRENT</b>					
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000			0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000			-28.57%
Conference Revenue And Percentage by County:					
Placer	\$ 819,316	\$ 1,597,128			94.93%
Washoe	\$ 605,006	\$ 195,373			-67.71%
South Lake	\$ 188,819	\$ 542,359			187.24%
Nevada	\$ 40,584	\$ -			-100.00%
<b>Total Conference Revenue</b>	<b>\$ 1,653,725</b>	<b>\$ 2,334,860</b>			<b>41.19%</b>

### 5-Year Annual TOT Collections (Fiscal Year Basis)



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

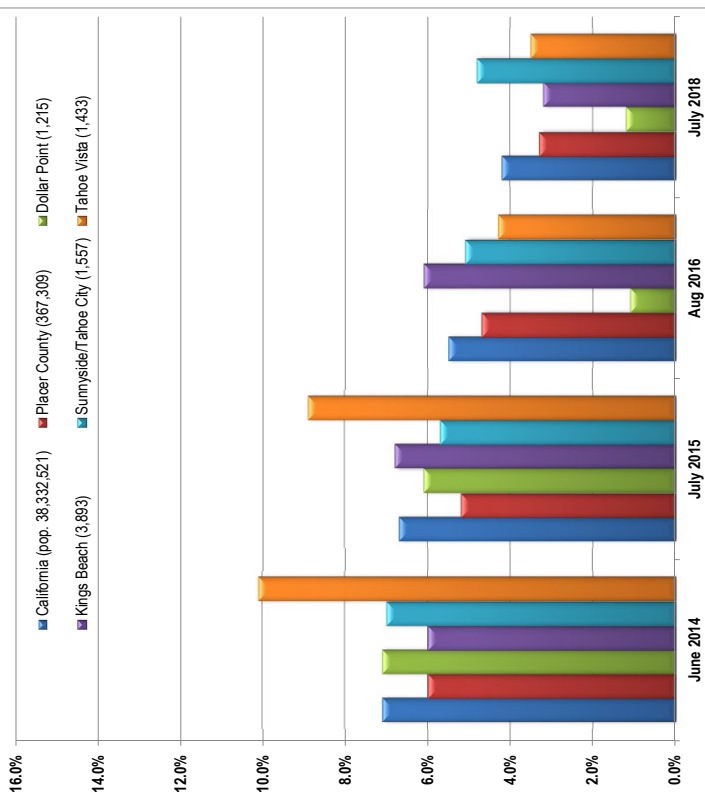
### Chamber Membership (# of Members)



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

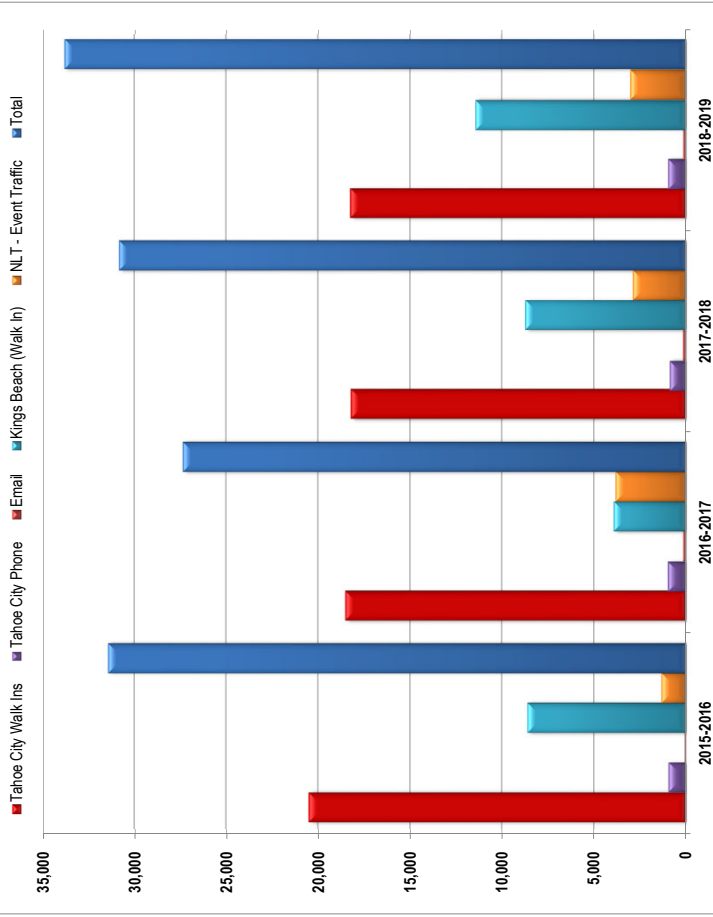


### Unemployment Rates by Region



Unemployment Rates - EDD										
Region	June 2014	July 2014	Aug 2014	June 2015	July 2015	Aug 2015	June 2016	July 2016	Aug 2016	July 2018
California (pop. 38,332,521)	7.1%	6.0%	7.1%	6.7%	5.2%	6.7%	5.5%	4.2%	5.5%	4.2%
Placer County (367,309)	7.1%	6.1%	6.1%	6.1%	5.2%	4.7%	4.7%	3.3%	4.7%	3.3%
Dollar Point (1,215)	6.0%	6.8%	6.1%	6.1%	6.1%	1.1%	1.1%	1.2%	1.1%	1.2%
Kings Beach (3,893)	7.0%	5.7%	5.1%	5.7%	6.8%	6.1%	6.1%	3.2%	6.1%	3.2%
Sunnyside/Tahoe City (1,557)	10.1%	8.9%	4.3%	8.9%	5.1%	5.1%	4.3%	4.8%	5.1%	4.8%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	8.9%	5.1%	4.3%	4.3%	3.5%	4.3%	3.5%

### Visitor Information - FYTD YOY



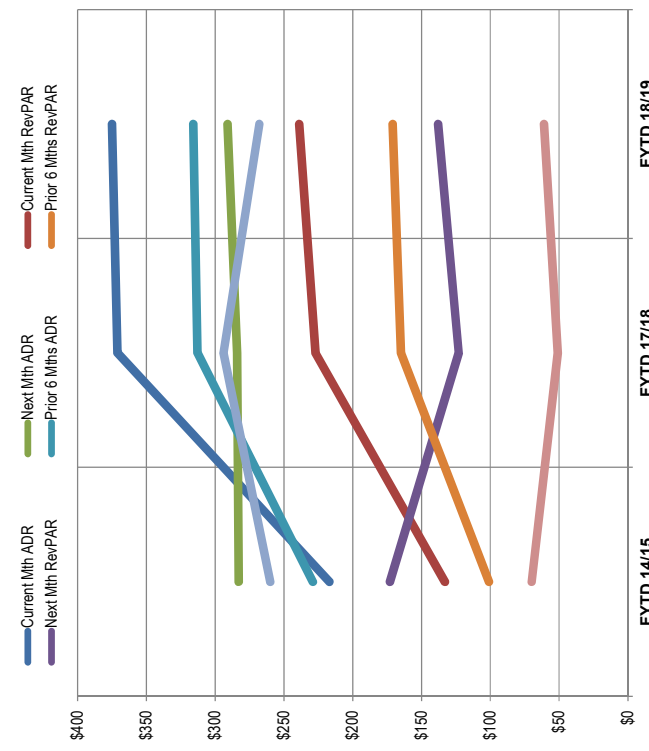
Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru Sept 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	20,512	18,512	18,216	18,254	0.21%
Phone	936	968	871	965	10.79%
Email	53	136	148	137	-7.43%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic	1,322	3,825	2,881	3,015	4.65%
<b>Total</b>	<b>31,432</b>	<b>27,367</b>	<b>30,849</b>	<b>33,810</b>	<b>9.60%</b>

### Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	61.1%	63.6%	4.0%
Occupancy 1 Mth Forecast	61.3%	43.4%	47.6%	9.6%
Occupancy (prior 6 months)	44.3%	52.8%	54.2%	2.6%
Occupancy (next 6 months)	27.1%	17.5%	22.9%	31.1%

### Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$371	\$375	1.1%
RevPAR (Rev per Available Room)	\$133	\$227	\$239	5.2%
ADR 1 Mth Forecast	\$283	\$284	\$291	2.6%
RevPAR 1 Mth Forecast	\$173	\$123	\$138	12.5%
ADR (prior 6 months)	\$229	\$313	\$316	0.7%
RevPAR (prior 6 months)	\$101	\$165	\$171	3.3%
ADR (next 6 months)	\$260	\$294	\$268	-8.8%
RevPAR (next 6 months)	\$70	\$51	\$61	19.6%

**NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)**  
Employee Expense Report

Month Yr September 2018  
Employee Gustafson, Cindy

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
09.01.2018	A	Google	3493780502	g Suite Basic monthly charge	105.00		810-0070
09.05.2018	B	Western Governors Assn	MKN22SZLZZ5	WGA Biosecurity & Invasive Species Initiative Workshop	125.00		5800-0070
09.07.2018	C	Adobe Acrobat	941986525	Adobe Acrobat Pro Subscription for Cindy	14.99		8810-0070
09.19.2018	D	<b>PINEAPPLE</b>	41010	Gift card for Liz Bowling (birthday)	26.81		8200-0070
09.21.2018	E	Intermedia, Inc.	219698616	phone system Allocated Table C	719.48		5320-00/Alloc
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage	See Attached Mileage Report			151.51	8700-00-70
			Mileage Reimbursed Through Payroll		991.28		
<b>TOTAL - CREDIT CARD EXPENSES</b>							
<b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b>							
						151.51	

Signed By: Cody Gustafson Approved By: \_\_\_\_\_  
Date: 10.12.18 Date: \_\_\_\_\_

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
10/12/18 MS	10/15/18 MS	POB	10/15/18 MS





BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0108-6903  
Statement Date SEP 28, 2018  
Total Activity \$991.28

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

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

ACCOUNT SUMMARY							
CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$991.28		\$0.00		\$0.00		\$991.28

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
09-03	09-01	55432868244200709450773	GOOGLE *GSUITE_gotahoe cc@google.comCA Tran: P0k37ixu Tax ID: 770493581 Mer Ref: P0k37ixu Mer Zip: 94043 Product Code: 099 Desc: GOOGLE * Qty: 100.00 Unit: Clk Unit Cost: 105.0000 Disc: N Ext Item Amt: 105.00	105.00
09-06	09-05	55417348249132494759125	WESTERN GOVERNERS ASSO 303-6239378 CO Tran: 1967734 Tax ID: 840747227 Mer Zip: 80202-4901 Origin Zip: 80202-4901 Dest Ctry: USA Product Code: MCF Desc: BUSINESS SERVICES NEC Qty: 1 Unit: EA Disc: N Ext Item Amt: 125.00	125.00
09-10	09-07	55310208250026600868657	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 60086865 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
09-20	09-19	55432868262200235384014	SQUARE *SQ *PINEAPPLE Tahoe City CA Tran: 00011529215082233 Tax ID: 800429876 Mer Ref: 00011529215082233 Mer Zip: 96145 Origin Zip: 96145 Dest Zip: 96145 Dest Ctry: USA Tax: 1.81 Product Code: 099 Desc: Square Purchase Qty: 1 Unit: NMB Disc: N Ext Item Amt: 26.81	26.81
09-24	09-21	55480778265026981838971	INTERMEDIA.NET INC 6506414000 WA Tran: 3600325 Tax ID: 411816682 Mer Ref: 3600325 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 120.62 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 598.86	719.48

A  
B  
C  
D  
E

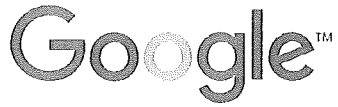
For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0108-6903	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	SEP 28, 2018	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$991.28
	\$0.00		

### IMPORTANT INFORMATION ABOUT THIS STATEMENT

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

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

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



# Invoice

Invoice number: 3493780502

Google LLC  
1600 Amphitheatre Pkwy  
Mountain View, CA 94043  
United States  
Federal Tax ID: 77-0493581

### Bill to

Cindy Gustafson  
North Lake Tahoe Resort Association  
100 N Lake Blvd  
Tahoe City, CA 96145  
United States

### Details

Invoice number .....3493780502  
Invoice date .....Aug 31, 2018  
Billing ID .....6457-8471-7054  
Domain name .....gotahoenorth.com

### Google Cloud - GSuite

Total in USD **\$105.00**

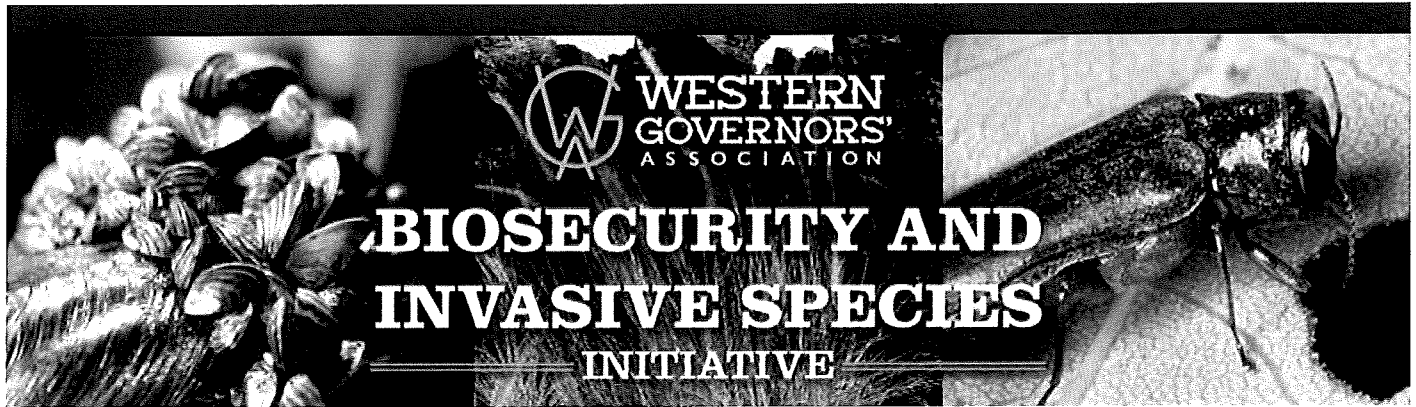
### Summary for Aug 1, 2018 - Aug 31, 2018

Subtotal in USD \$105.00  
Tax (0%) \$0.00  
Total in USD \$105.00





Hosted By: Western Governors' Association



## WGA Biosecurity and Invasive Species Initiative CA-NV Workshop: Prevention, Control, and Management of Established Species

**September 17, 2018 - September 18, 2018**

**11:30 AM - 11:45 AM**

**Pacific Time**

### **MontBleu Resort Casino and Spa**

**55 Highway 50  
Stateline, Nevada 89449**

#### **Hotel Room Block**

Western Governors' Association (WGA) has set up a room block at the MontBleu Resort Casino and Spa. Reservations can be made online at: [www.montbleuresort.com](http://www.montbleuresort.com), by entering the Group code: STWGA18. Rooms can also be booked by phone at 1-800-648-3353, and mentioning the Group code: STWGA18. Room rates are \$59.99/night, for single/double occupancy. The prevailing county room tax is currently 14%. Rooms will be held in the WGA block until **Friday, September 7.**

#### **Dining**

MontBleu Resort has several restaurants on property. Café del Soul offers a wide variety of foods for breakfast, lunch and dinner. Fortune is another restaurant onsite offering American-Chinese cuisine fresh from the wok, Thursday - Monday, starting at 5:00 p.m. Ciera Steak + Chophouse onsite is Lake Tahoe's only Four Diamond restaurant. They have an array of steaks and chops, fresh seafood and vegetarian options. They open daily at 5:30 p.m. There are many other restaurants located in Heavenly Village, which is within walking distance of the MontBleu Resort.

#### **Transportation and Parking.**

MontBleu is located 54 miles from the Reno/Tahoe International Airport (RNO). The South Tahoe Airporter shuttle bus provides daily service to and from the Reno/Tahoe International Airport. Tickets are available for purchase online at [www.southtahoeexpress.com](http://www.southtahoeexpress.com), by calling 775-325-8944 or toll free at 1-866-89-TAHOE, or the MontBleu Front Desk at 775-588-3515 (press 0). Advance reservations are recommended. The MontBleu Resort offers complimentary self parking, or complimentary valet parking.

Register by: September 13, 2018 11:59 PM Pacific Time

### WGA Biosecurity & Invasive Species Initiative Workshop

**\$ 125.00**

1 ▼

Cancellations to the meeting registration must be emailed to Deb Kinsley at [dkinsley@westgov.org](mailto:dkinsley@westgov.org) prior to September 12, 2018, in order to receive a full refund. Registration cancellations received after September 12, 2018, will be non-refundable.

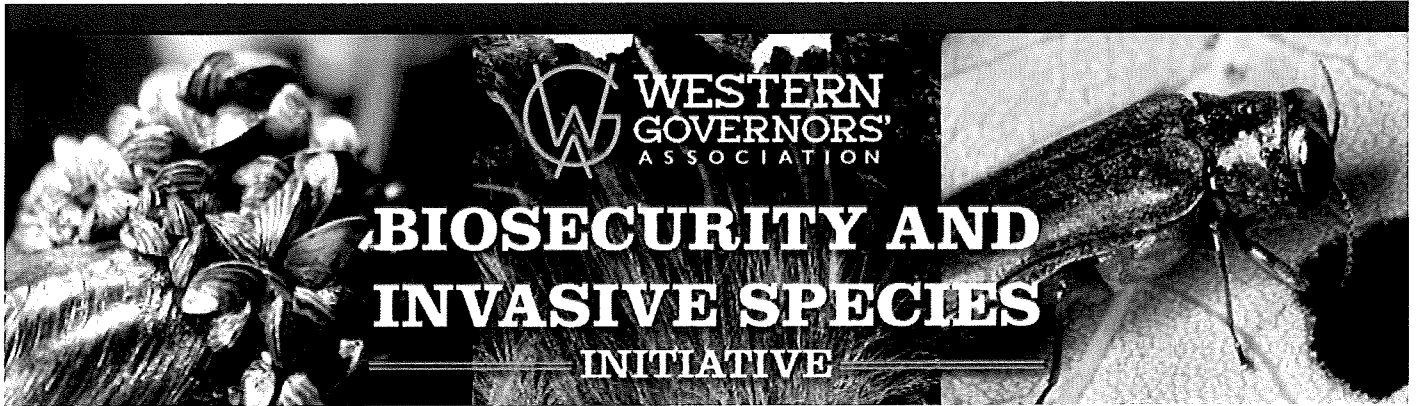
Place Order

Already Registered?



Event Management Software | Survey Software | Event Venues | Privacy Policy  
End User License Agreement

Hosted By: Western Governors' Association



September 17, 2018 - September 18, 2018

11:30 AM - 11:45 AM

Pacific Time

MontBleu Resort Casino and Spa

55 Highway 50

Stateline, Nevada 89449

Your registration has been confirmed.

Your confirmation number is: MKN22SZLZZ5



Add to Calendar

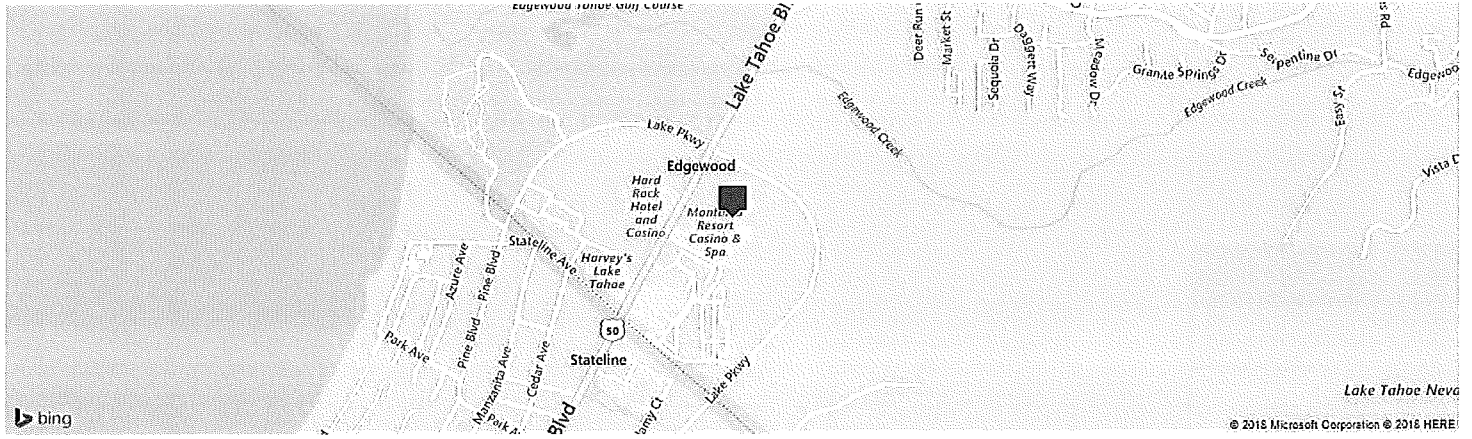
MontBleu Resort Casino and Spa

55 Highway 50

Stateline, Nevada 89449



[B]



Event Management Software | Survey Software | Event Venues | Privacy Policy  
End User License Agreement

**INVOICE**



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

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

**Invoice Number:** 941966525

**Invoice Date:** SEP-06-18

**Payment Terms:** Credit Card

**Due Date:** SEP-13-18

**Purchase Order:** ADB016450957

**Contract No** 00004490

**Order Number:** 5017797439

**Order Date:** NOV-06-17

**Customer No.:** 1452233

**Bill to No.** 546408886

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

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

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

Comments:

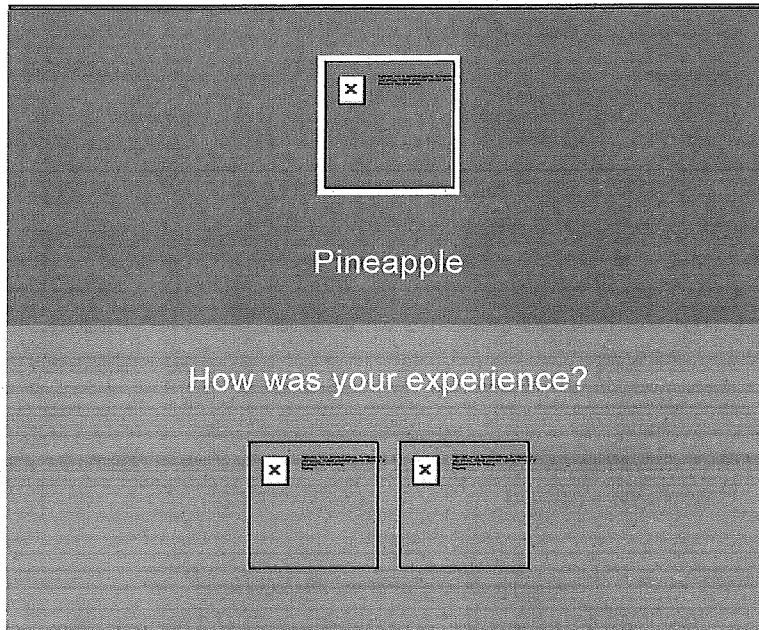
**Cindy Gustafson**

---

**From:** Pineapple via Square  
**Sent:** Wednesday, September 19, 2018 11:05 AM  
**To:** cindy@gotahoenorth.com  
**Subject:** Receipt from Pineapple

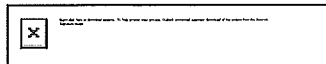
Now when you shop at sellers who use Square, your receipts will be delivered automatically.

[Not your receipt?](#)



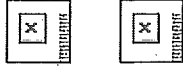
**\$26.81**

Custom Amount	\$25.00
Gift card	
Purchase Subtotal	\$25.00
California Sales Tax (7.25%)	\$1.81
<b>Total</b>	<b>\$26.81</b>



Pineapple  
475 N. Lake Blvd., Ste. 156  
Tahoe City, CA 96145  
530-583-1388

Shop Online



MasterCard 6903 (Chip)



CINDY GUSTAFSON

Sep 19  
2018  
at  
11:04  
AM  
#C3uy  
Auth  
code:  
002460

AID: A0000000041010

Signature Verified

---

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Square. [Learn more and update preferences.](#)

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San Francisco, CA 94103

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[Manage preferences](#) for digital receipts





Pineapple gift card

\$ 25.00





**Transaction Details**

Transaction Detail ID: 219698616  
 Service Date\*: 9/21/2018 12:00:00 AM  
 Processed Date: 9/21/2018 6:11:05 AM  
 Service Charges: \$638.98  
 Tax Amount: \$80.49  
 Total: \$719.47  
 User Name: NLTRA  
 Billing Cycle: 1 month(s)  
 Comment: Voice services 08/21/18-09/21/18

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

**Transaction Breakdown**

Module	Item	Price Type	Quantity	Unit Price	Amount	Prorated Fees	Discount	Item Type
Voice Services	Cloud PBX Resource Lines	recurring	1	\$12.99	\$12.99	\$12.99	0 %	regular
Voice Services	Unified Communications Users	recurring	1	\$413.82	\$413.82	\$413.82	0 %	regular
Voice Services	Local and Toll Free Numbers	recurring	1	\$71.89	\$71.89	\$71.89	0 %	regular
Voice Services	International Long Distance	one-time	1	\$0.07	\$0.07	\$0.07	0 %	regular
Voice Services	Inbound Toll-Free	one-time	1	\$80.67	\$80.67	\$80.67	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$0.95	\$0.95	\$0.95	0 %	regular
Voice Services	Canada Inbound Toll-Free	one-time	1	\$1.41	\$1.41	\$1.41	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$57.19	\$57.19	\$57.19	0 %	regular
						<u>\$638.98</u>		

**Taxes, Fees & Surcharges**

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$74.53	\$74.53
State	State	1	1	\$5.19	\$5.19
Local	Local	1	1	\$0.77	\$0.77
					<u>\$80.49</u>

~~\$719.47~~ \$719.48



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

<b>Taxes, Licenses &amp; Fees</b>	<b>Table - C</b>			<b>719.48</b>
<i>Based on Final Budget Worksheet G &amp; A%</i>	Marketing	<b>11</b>	19.002%	136.72
<b>FAX Machine 530 581-1686 (5928 Allocate)</b>	Conference	<b>30</b>	6.261%	45.05
<b>Telephone: AT&amp;T</b>	Visitor Center	<b>42</b>	33.298%	239.57
	TMPI	<b>51</b>	1.890%	13.60
<b>F&amp;P Mail Solutions (Annual Mail permit wholly allocated to Membership 60)</b>	Membership	<b>60</b>	7.111%	51.16
<b>Spectrum</b>	Administration	<b>70</b>	32.438%	233.38
			<b>100.000%</b>	<b>719.48</b>

