



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

FINANCE COMMITTEE

Thursday, June 22, 2017 at 3:00 pm.

NLTRA Conference Room

PRELIMINARY MINUTES

COMMITTEE MEMBERS IN ATTENDANCE: Christy Beck, Mike Salmon via telephone, Ramona Cruz via telephone, Chad Fenstermacher via telephone.

COMMITTEE MEMBERS NOT PRESENT: Erin Casey, Dave Brown, and Eric Pilcher.

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

OTHERS IN ATTENDANCE: None

A. Call to Order – Establish Quorum:

- Christy Beck called the meeting to order at 3:04pm and a quorum was established.

B. Public Forum: None

C. Agenda Amendments and Approval. (MOTION)

M/S/C (Ramona Cruz/Mike Salmon/4-0-0)

D. Approval of Finance Committee Meeting Minutes for May 25, 2017. (MOTION)

M/S/C (Ramona Cruz/Mike Salmon or Chad/4-0-0)

E. REVIEW ACTION ITEMS:

- Discussion about commission revenue and commissions payable to Jason and Greg.
- Commission revenue is booked in the month in which the event concluded.
- Goal for the Finance Committee for fiscal year 17-18, to document the commission process.
- What does the contract say in regards to when payment is due, 30 days, 60 days?

Ramona Cruz left the meeting.

Action Item 4: QuickBooks A/R customer and A/P vendor reconciliation. [Ongoing]

- Discussion: Utilized the built in reconciliation features of QuickBooks for NLTRA and NLTCM for A/R. However, A/P discrepancies were mostly caused by using General Journal entries and will have to be corrected as we can. Ongoing process to get A/P and A/R discrepancies from 2011 and 2013 to zero balances. This action item will remain until that process is completed.
- 11/29/16 Meeting: Cleaning up QuickBooks – continuing to make adjustments.
- 12/22/16 Meeting: Continuous and most likely not be completed for numerous months. Balances in vendors and customers accounts that do not effect financials. This is a low priority and will be updated as we make progress.
- 03/30/17 Meeting: We may end up having to start a new set of books in QB at some point (fresh start) if we can't get these resolved. Ongoing, will stay ongoing.
- 04/27/17 Meeting: We may have to start new books as long as we can maintain 16/17 actuals to be able to provided year over year comparison.
- 05/25/17 Meeting: Still ongoing process.
- 06/22/17 Meeting: We were able to clear some vendors and customers zero balances in QuickBooks, but this is still an ongoing process. Previous bills and payments were entered as journal entries, which creates issues for removal.

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

- Discussion: Negotiations are ongoing with the County. Will not be going back to 15/16, address this and make changes.
- 11/29/16 Meeting: Ongoing as we negotiate the 17/18 Contract. Something to continue to talk about. Keep this item on here.
- 12/22/16 Meeting: Ongoing.
- 03/30/17 Meeting: Ongoing with Erin at the County. Ongoing - S/B resolved by next few meetings.

- 04/27/17 Meeting: Still ongoing, Erin is busy working with Sandy and will work this out.
- 05/25/17 Meeting: Still ongoing, working with the County and the contract.
- 06/22/17 Meeting: We now have a one-month contract for July, but this is ongoing until we have a final agreed upon contract.

Action Item 14: From 10/27/16 Finance Committee Meeting, Memo of Management's Position on Accounting Policies.

- 11/29/16 Meeting - Discussion: Still open. Trying to have that complete for packet going to the board so that it can be approved for part of our policies and procedures. Will present it at the December Finance Committee Meeting so it can be reviewed prior to taking it to the board in January.
- 12/22/16 Meeting: Due to it being a short month, push forward to next month. No pressing issues.
- 02/23/17 Meeting: Due to IT Consultant's deletion of QB files, deferred until recovery complete.
- 03/30/17 Meeting: Was on hold while recovering financials in QB. Ongoing.
- 04/27/17 Meeting: Thought we would be caught up by this meeting, did not have time. Will try and get this done by next meeting.
- 05/25/17 Meeting: Still open, we are closing the Marketing Coop audit soon and will have that finished as soon as that is done.
- 06/22/17 Meeting: We will update the commission procedures. We do have policies and procedures, they just need to be updated.

Action Item 20: December Financials to include a comparative balance sheet for current month (detail), last month (summarized) and last year's year-end audited balances.

- 03/30/17 Meeting: Lost our ability to get this report but will be able to produce for next meeting.
- 04/27/17 Meeting: We have comparative balance sheet for this year and last. AI has not been able to get to report writer since we lost data. Report writer you can combine reports and create custom reports. Templates need to be re-engineered. We can and will save these outside of QB going forward.
- 05/25/17 Meeting: We have it generated automatically in the system for current month. To get last month and year-end audited balances requires statement writer approach, which has not been started yet. Other reports have priority. This remains ongoing.
- 06/22/17 Meeting: 24:00 We have the various month detail for last year, but have not been able to do the template format that was being requested by Mike, hoping to have an opportunity to get this done if we extend the cutoff date for June 30. Remains open.

Action Item 21: Contract negotiation for 17/18 to address holding accounts for refunds and expenses from the prior year at a specified date.

- 03/30/17 Meeting: In process, ongoing.
- 04/27/17 Meeting: AI to follow-up with Erin.
- 05/25/17 Meeting: Still ongoing.
- 06/22/17 Meeting: Remains Open.

Action Item 23: Provide explanation of incongruity in commission revenue decreasing year over year while commission expense to employees increased year over year.

- 06/22/17 Meeting: Direct contacts impact this, where the lead comes from NLTRA but may not have been the first one. NLTRA pays commission expense but no revenue is generated. Discussion to be continued. Create action item for commission policy and procedures.

***Action Item:** Flushing out roles and goals for commission's policy and procedures.

F. Discussion and possible approval of May 2017 Financial Statements. (MOTION)

- A/R declined 55% YOY.
- Membership A/R declined 50% YOY, we have \$3,900 reserved in account 1201-02 (allowance for doubtful accounts)
- Membership Director, Natalie, has been working to address accounts over 120 days and working backwards. Of the \$9,590 that is over 120 days, has already collected \$2,400 and has commitments of people paying of \$5,700. Looking at a possible write-off of about \$600 from that category.
- Membership shows a loss for this month, last month there was a profit. This is because the amount owed to RSC for the Awards Dinner had to be negotiated, which did not conclude until the end of May. We should have accrued this.
- This does go against our retained earnings, which is at \$22,000, but would indicate that we expect a small profit for the month of July, which should take this down to about \$12,500 and if our collections continue the way they have been in the last 3 weeks, we may be able to make the decision that we over accrued bad debt expense for

FY 16-17 and bring that back into revenue for membership and reduce the operating loss for the year to around \$10,000.

- Currently under budget in total of \$315,369.00.
- Professional fees include staff accountant that was budgeted in Salaries and Wages.
- We have not finished the reforecast; JT's departure has delayed this.

Approval of May 2017 Financial Statements.

M/S/C (Mike Salmon/Christy Beck/3-0-0)

- Due to the loss of financials, we are behind on closing the books and will not have June financials in time for the June Finance Committee Meeting.
- We just did a PTO audit and found that Ron Treabess was due to have his PTO increased in FY 15-16, but it was never done. Which adds up to about 70 hours.
- We still have to reconcile health benefits from 15-16, the correct amount of withholding was not adjusted. We also need to make sure that 16-17 accruals were accurate.
- Lauren spent a significant amount of time reconciling our contracts between Augustine and The Abbi Agency. In the process of requiring the right documentation, Lauren discovered duplicate billings on different invoices from both agencies. This process saved us from over paying roughly \$15,000.
- June finance meeting will be pushed to the August Meeting.
- Agreed that draft financials would be fine until audit is completed.

G. Supplemental Information

- Staff Report
- May 2017 Dashboard Report

H. Approval of May 2017 CEO Expenses. (MOTION)

M/S/C (Christy Beck/Mike Salmon/3-0-0)

I. Committee Member Comments

- None.

J. Adjourn

- Finance Committee Meeting was adjourned at 4:06 pm.



Finance Staff Report

Date: 9/1/17

TO: NLTRA Finance Committee

FROM: Al Priester, Director of Finance and Human Resources

RE: June 2017 Financial Statements

The June 2017 Financials in the Finance Committee packet for the September 1, 2017 meeting are being presented as **pre-audit drafts** and include: a detailed Comparative Balance Sheet with A/R and A/P Aging's, a Membership A/R Aging, a Comparative Current Month Profit & Loss, a Comparative YTD Profit & Loss, a YTD Profit & Loss by Class, and a Current Month and YTD Profit & Loss Budget Performance Report in Total and for each Class.

Important points to note at June 30, 2017 are:

- ADP P/R clearing has a balance, when it should be zero, due to Sandy Hall's final check clearing the bank before ADP payroll was posted in July. This will clear to zero in July.
- Total Cash on Hand of \$1,055,938 remains very strong and compares to prior month Cash on Hand of \$1,052,153 but higher than prior year Cash on Hand of \$618,648.
- Resort Association (RA) A/R declined 45% YOY to \$23,097 while A/R over 90 days delinquent increased slightly to \$8,534 from the prior month's \$7,991. These are hotel property invoices deemed collectible with no reserve being established.
- Membership A/R declined 35% YOY to \$25,435. Over 120 days delinquent increased to \$9,590 from \$2,160. We expect to collect 75% of this amount and are adequately reserved for non-collectible.
- A/P are at \$221,803, 99% of which are within 30 days.
- Acct 2800-Suspense has a balance of \$727 which is an incorrect deposit to NLTRA that should have been made to NLTMC. This will be a Client AJE in the fiscal 16-17 Audit process.
- Acct 4205 Conference Dues has a negative balance of \$1,008 due to a write-off of Dues Receivable with no invoices for dues during the month.
- Accts 4250 & 4252 have negative balances due to transfers to sub-accounts of 4250 to provide for better segregation and to produce a P & L for the Community Awards Dinner.
- Acct 5010 Sales Commissions does not reflect a June accrual as it is still under reconciliation and will be treated has a Client AJE in the fiscal 16-17 Audit process.

- Acct 6743-03 Touch the Lake has a negative balance of \$1,000 due to a reimbursement from IVCBVB with no current month expense.
- YTD profit of \$222,367 translates to expenditures under budget for the year. After Client and Auditor AJE's and the exclusion of Membership, any profit will be refunded to Placer County.
- YTD Acct 4205 Conference Dues of \$7,700 has no corresponding fiscal 15-16 amount as they were previously reported in Acct 4200. The use of a separate account provides for better clarity.
- The large discrepancy between Acct 5010 Sales Commissions of \$40,494 for fiscal 16-17 vs \$23,075 for fiscal 15-16 has to do with the fact that commissions to staff are only paid after the associated invoice has been paid. Approximately \$8,000 of commissions relevant to 15-16 invoices were paid in the first part of fiscal 16-17.
- Health Insurance costs increased 12.4% YOY due primarily to governmental requirements and market forces. This is on top of an 8% increase the prior year.
- The \$86,947 salaries and wages discrepancy YOY is explained almost entirely by prior year accounting salaries being lower due to using consultants which were expensed as professional fees.
- Professional fees this year have increased due to Executive Search costs and accounting fees early in the fiscal year.
- The Profit and Loss by Class is useful in gauging where each Department is in relation to their budget. All except Membership are under budget YTD with Marketing, Transportation and Infrastructure significantly so.
- Membership has a YTD loss of \$18,562 after Administrative overhead. This will result in a reduction of our retained earnings that currently sits at \$22,636.

Action requested: No Action requested due to these financials being pre-audit drafts.

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2017

	Jun 30, 17	Jun 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
ADP P/R Clearing	6,072.94	0.00	6,072.94	100.0%
1001-00 · Petty Cash	223.85	1,000.00	-776.15	-77.6%
1003-00 · Cash - Operations BOTW #6712	757,355.52	419,238.41	338,117.11	80.7%
1007-00 · Cash - Payroll BOTW #7421	10,974.29	5,255.55	5,718.74	108.8%
1008-00 · Marketing Reserve - Plumas	50,093.17	50,018.09	75.08	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,248.52	100,048.23	200.29	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	100,520.92	13,144.02	87,376.90	664.8%
10950 · Cash in Drawer	867.04	361.80	505.24	139.7%
Total Checking/Savings	1,055,937.81	618,647.66	437,290.15	70.7%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	21,499.43	72,038.63	-50,539.20	-70.2%
1290-00 · A/R - TOT	0.00	-23,940.82	23,940.82	100.0%
Total Accounts Receivable	21,499.43	48,097.81	-26,598.38	-55.3%
Other Current Assets				
1200-99 · AR Other	1,598.66	3,717.04	-2,118.38	-57.0%
12000 · Undeposited Funds	0.00	107,730.65	-107,730.65	-100.0%
1201-00 · WebLink Accounts Receivable	25,435.00	71,765.00	-46,330.00	-64.6%
1201-02 · Allowance for Doubtful Accounts	-3,343.00	-36,595.00	33,252.00	90.9%
12100 · Inventory Asset	31,787.23	32,408.18	-620.95	-1.9%
1298 · Receivable from Employees	0.00	40.00	-40.00	-100.0%
1299 · Receivable from NLTMC	0.00	6,803.02	-6,803.02	-100.0%
1490-00 · Security Deposits	50.00	0.00	50.00	100.0%
Total Other Current Assets	55,527.89	185,868.89	-130,341.00	-70.1%
Total Current Assets	1,132,965.13	852,614.36	280,350.77	32.9%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,767.95	0.00	0.0%
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00	0.0%
1741-00 · Accum. Depr. - Computer Equip	-43,025.48	-42,218.00	-807.48	-1.9%
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09	14.5%
1751-00 · Accum. Amort. - Software	-35,267.57	-33,795.00	-1,472.57	-4.4%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,267.41	-24,067.37	-200.04	-0.8%
Total Fixed Assets	5,569.59	2,963.59	2,606.00	87.9%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	2,644.16	3,166.32	-522.16	-16.5%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	13,294.04	4,709.61	8,584.43	182.3%
Total 1400-00 · Prepaid Expenses	16,938.20	8,875.93	8,062.27	90.8%
Total Other Assets	16,938.20	8,875.93	8,062.27	90.8%
TOTAL ASSETS	1,155,472.92	864,453.88	291,019.04	33.7%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	221,803.01	160,730.57	61,072.44	38.0%
2001-00 · Credit Card Payable	0.00	29,105.41	-29,105.41	-100.0%
Total Accounts Payable	221,803.01	189,835.98	31,967.03	16.8%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	151.00	0.00	151.00	100.0%
2080-02 · MC_4222_Jason	14.99	0.00	14.99	100.0%
2080-06 · MC_5288_Emily	422.97	0.00	422.97	100.0%
2080-08 · MC_5755_John	339.84	0.00	339.84	100.0%
2080-09 · MC_0319_Sarah	288.38	0.00	288.38	100.0%
2080-10 · MC_9495_AI	298.19	0.00	298.19	100.0%
2080-11 · MC_3978_Amber	806.59	0.00	806.59	100.0%
2080-12 · MC_3960_Natalie	1,168.44	0.00	1,168.44	100.0%
Total 2080-00 · Bank of the West - Master Cards	3,490.40	0.00	3,490.40	100.0%
Total Credit Cards	3,490.40	0.00	3,490.40	100.0%

North Lake Tahoe Resort Association
Balance Sheet
As of June 30, 2017

	Jun 30, 17	Jun 30, 16	\$ Change	% Change
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	41,052.17	35,719.15	5,333.02	14.9%
2101-00 · Incentive Payable	88,031.18	40,243.00	47,788.18	118.8%
2102-00 · Commissions Payable	8,404.31	8,404.31	0.00	0.0%
2120-00 · Empl. Federal Tax Payable	3,284.18	2,888.75	395.43	13.7%
2175-00 · 401 (k) Plan	1,642.08	1,104.44	537.64	48.7%
2180-00 · Estimated PTO Liability	60,648.50	60,648.50	0.00	0.0%
24100 · Wage Garnishment Payable	0.00	899.48	-899.48	-100.0%
Total 21000 · Salaries/Wages/Payroll Liabilit	203,062.42	149,907.63	53,154.79	35.5%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	2,225.84	1,469.00	756.84	51.5%
2190-00 · Sales and Use Tax Payable - Other	0.00	149.00	-149.00	-100.0%
Total 2190-00 · Sales and Use Tax Payable	2,225.84	1,618.00	607.84	37.6%
2250-00 · Accrued Expenses	8,080.32	20,000.31	-11,919.99	-59.6%
2400-60 · Deferred Revenue- Member Dues	66,415.83	69,550.30	-3,134.47	-4.5%
2800-00 · Suspense	727.04	0.00	727.04	100.0%
2900-00 · Due To/From County of Placer	64.81	0.00	64.81	100.0%
Total Other Current Liabilities	280,576.26	241,076.24	39,500.02	16.4%
Total Current Liabilities	505,869.67	430,912.22	74,957.45	17.4%
Total Liabilities	505,869.67	430,912.22	74,957.45	17.4%
Equity				
32000 · Unrestricted Net Assets	22,635.91	62,655.64	-40,019.73	-63.9%
3300-11 · Designated Marketing Reserve	254,324.57	254,324.57	0.00	0.0%
3301 · Cash Flow Reserve	100,200.29	100,000.00	200.29	0.2%
3302 · Marketing Cash Reserve	50,075.08	50,000.00	75.08	0.2%
Net Income	222,367.40	-33,438.55	255,805.95	765.0%
Total Equity	649,603.25	433,541.66	216,061.59	49.8%
TOTAL LIABILITIES & EQUITY	1,155,472.92	864,453.88	291,019.04	33.7%

North Lake Tahoe Resort Association
A/R Aging Summary
As of June 30, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>> 120</u>	<u>TOTAL</u>
CA Board of Equalization	0.00	0.00	0.00	2,884.28	0.00	0.00	2,884.28
County of Placer	0.00	-5.00	0.00	0.00	0.00	0.00	-5.00
Granlibakken Resort	1,180.00	0.00	0.00	0.00	0.00	0.00	1,180.00
Hampton Inn & Suites	0.00	0.00	0.00	1,476.15	0.00	0.00	1,476.15
Hard Rock Hotel & Casino Lake Tahoe	0.01	0.00	0.00	0.00	429.30	0.00	429.31
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	0.00	161.50	161.50
Hotel Becket	0.00	0.00	0.00	878.50	0.00	0.00	878.50
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	0.00	90.80	90.80
IVCB Visitors Bureau	0.00	2,000.00	0.00	0.00	0.00	0.00	2,000.00
Lake Tahoe Resort Hotel	53.85	0.00	0.00	0.00	1,232.70	0.00	1,286.55
MontBleu	0.00	155.25	0.00	0.00	0.00	0.00	155.25
Northstar California	0.00	541.20	0.00	0.00	0.00	2,833.83	3,375.03
Ritz-Carlton Lake Tahoe	3,492.40	0.00	0.00	0.00	0.00	1,278.65	4,771.05
Squaw Valley Lodge Granite Peak Mgmt	0.00	0.00	0.00	0.00	0.00	1,837.40	1,837.40
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.00	0.01
Tahoe Mountain Resorts Lodging	267.76	0.00	0.00	0.00	0.00	89.50	357.26
The Ridge Tahoe	0.00	41.38	0.00	0.00	0.00	392.22	433.60
TOTAL	<u>4,994.02</u>	<u>2,732.83</u>	<u>0.00</u>	<u>5,238.93</u>	<u>1,662.01</u>	<u>6,871.64</u>	<u>21,499.43</u>

Accounts Receivable Summary

Invoices With Apply Dates Through June 30, 2017

Aged as of Friday, June 30, 2017

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	1,880.00	0.00	0.00	1,880.00
Community Awards Dinner		0.00	680.00	0.00	0.00	0.00	0.00	680.00
Dues		145.00	5,275.00	3,320.00	3,200.00	0.00	9,080.00	21,020.00
Email Blast		0.00	450.00	0.00	0.00	0.00	0.00	450.00
New Member Fees		0.00	150.00	0.00	0.00	0.00	75.00	225.00
Sponsorships		0.00	0.00	0.00	1,450.00	0.00	0.00	1,450.00
TMBC		0.00	0.00	0.00	0.00	0.00	15.00	15.00
Total Open Invoices		145.00	6,555.00	3,320.00	6,530.00	0.00	9,170.00	25,720.00
Unapplied Payments With Payment Dates Prior to and Including 06/30/2017								5.00
Pre-Payments: Payments Made Prior to 06/30/2017 on Invoices With Apply Dates After 06/30/2017								
Dues								280.00
Total Pre-Payments								280.00
Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)								25,435.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of June 30, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Amber Burke	78.48	0.00	0.00	0.00	0.00	78.48
Andy Chapman	4,031.25	0.00	0.00	0.00	0.00	4,031.25
Anne-Karin Atwood*	29.49	0.00	0.00	0.00	0.00	29.49
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	446.70	0.00	0.00	0.00	0.00	446.70
Augustineldeas	20,857.71	0.00	0.00	0.00	0.00	20,857.71
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Barcelona NorCal SMSC	3,000.00	0.00	0.00	0.00	0.00	3,000.00
Big Water Studios	1,387.50	0.00	0.00	0.00	0.00	1,387.50
Bob Sweigert*	278.43	0.00	0.00	0.00	0.00	278.43
Cintas Corporation #623	134.82	0.00	0.00	0.00	0.00	134.82
CoPower	0.00	167.80	0.00	0.00	0.00	167.80
Dawn Baffone*	38.54	0.00	0.00	0.00	0.00	38.54
Fallon Multimedia*	0.00	500.00	0.00	0.00	0.00	500.00
FP Mailing Solutions	162.16	0.00	0.00	0.00	0.00	162.16
Geo-Tourism Specialties	198.58	0.00	0.00	0.00	0.00	198.58
Greg Howey*	125.00	0.00	0.00	0.00	0.00	125.00
Houston Magnani & Assoc, Inc.	0.00	750.00	0.00	0.00	0.00	750.00
IVCB Visitors Bureau*	375.37	0.00	0.00	0.00	0.00	375.37
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Jennifer Antonucci	60.00	0.00	0.00	0.00	0.00	60.00
Julia Clair	150.00	0.00	0.00	0.00	0.00	150.00
Kahn Investment Company	1,424.63	0.00	0.00	0.00	0.00	1,424.63
Kaplowe Studios, LLC.	99.00	0.00	0.00	0.00	0.00	99.00
Kym Fabel	314.56	0.00	0.00	0.00	0.00	314.56
Lake Tahoe Music Festival	931.52	0.00	0.00	0.00	0.00	931.52
Lauren Bobowski	75.00	0.00	0.00	0.00	0.00	75.00
Lauren Sully	42.80	0.00	0.00	0.00	0.00	42.80
Liberty Utilities*	0.00	565.39	0.00	0.00	0.00	565.39
Linda Williams*	194.24	0.00	0.00	0.00	0.00	194.24
Lisa Jefferson	30.00	0.00	0.00	0.00	0.00	30.00
Mark Fowler	720.00	0.00	0.00	0.00	0.00	720.00
Morris Visitor Publications, LLC	0.00	4,295.00	0.00	0.00	0.00	4,295.00
Natalie Parrish*	41.65	0.00	0.00	0.00	0.00	41.65
North Lake Tahoe Marketing Co-op	2,500.00	126,500.00	0.00	0.00	0.00	129,000.00
PhotoShelter, Inc.	5,599.00	0.00	0.00	0.00	0.00	5,599.00
Porter Simon*	400.00	0.00	0.00	0.00	0.00	400.00
Principal Financial Group	0.00	187.64	187.64	187.64	-900.38	-337.46
Richter7	4,500.00	0.00	0.00	0.00	0.00	4,500.00
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Ron Treabess	151.82	0.00	0.00	0.00	0.00	151.82
Sarah Winters	25.00	0.00	0.00	0.00	0.00	25.00
Searchwide Minnesota, LLC	12,557.16	0.00	0.00	0.00	0.00	12,557.16
Sierra Essentials	496.23	0.00	0.00	0.00	0.00	496.23
Sierra Nevada Ad Partners	10,163.87	0.00	0.00	0.00	0.00	10,163.87
Sierra State Parks Foundation*	159.20	0.00	0.00	0.00	0.00	159.20
Southwest Gas Corporation*	14.41	0.00	0.00	0.00	0.00	14.41
Spectrum	0.00	-36.52	0.00	0.00	0.00	-36.52
Sprint	72.50	0.00	0.00	0.00	0.00	72.50
Summit Lacrosse Ventures, LLC.	1,050.00	0.00	0.00	0.00	0.00	1,050.00
Summit Side Photo & Video*	315.00	0.00	0.00	0.00	0.00	315.00
Swigard's True Value Hardware, Inc.*	0.00	85.66	0.00	0.00	0.00	85.66
Tahoe City Downtown Association*	0.00	2,000.00	0.00	0.00	0.00	2,000.00
Tahoe City Public Utility District*	1,424.00	0.00	0.00	0.00	0.00	1,424.00
Tahoe House, Inc.*	40.11	0.00	0.00	0.00	0.00	40.11
Tahoe Tessie	408.00	0.00	0.00	0.00	0.00	408.00
Tahoe Truckee Sierra Disposal*	290.20	0.00	0.00	0.00	0.00	290.20
The Store...Copies and More	0.00	468.00	0.00	0.00	0.00	468.00
Viking Carpet Care*	522.00	0.00	0.00	0.00	0.00	522.00
Wholesale Resort Accessories, Inc.	315.00	0.00	0.00	0.00	21.50	336.50
YIG Administration	0.00	16.98	16.98	16.98	-25.47	25.47
Youphoria Productions, LLC.	5,000.00	0.00	0.00	0.00	0.00	5,000.00
ZoomAway, Inc.	0.00	3,998.00	0.00	0.00	0.00	3,998.00
TOTAL	83,187.15	139,497.95	204.62	204.62	-1,291.33	221,803.01

Profit & Loss

June 2017

	Jun 17	Jun 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	314,665.00	214,828.18	99,836.82	46.5%
4200-00 · Membership Dues	10,789.58	23,370.41	-12,580.83	-53.8%
4201-00 · New Member Fees	225.00	440.00	-215.00	-48.9%
4205-00 · Conference Dues	-1,008.34	0.00	-1,008.34	-100.0%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	9,235.07	0.00	9,235.07	100.0%
4250-05 · Sponsorships	3,250.00	0.00	3,250.00	100.0%
4250-01 · Community Awards - Other	5,894.93	0.00	5,894.93	100.0%
Total 4250-01 · Community Awards	18,380.00	0.00	18,380.00	100.0%
4250-03 · Summer/Winter Rec Luncheon	2,361.52	0.00	2,361.52	100.0%
4251-00 · Revenue-Tue AM Breakfast Club	855.00	180.00	675.00	375.0%
4250-00 · Revenues-Membership Activities - Other	-13,790.26	27,589.96	-41,380.22	-150.0%
Total 4250-00 · Revenues-Membership Activities	7,806.26	27,769.96	-19,963.70	-71.9%
4252-00 · Revenue - Sponsorships	-2,950.00	0.00	-2,950.00	-100.0%
4350-00 · Special Events (Marketing)	0.00	41,035.65	-41,035.65	-100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	170.96	-316.00	486.96	154.1%
4600-00 · Commissions - Other	4,893.98	-714.09	5,608.07	785.3%
Total 4600-00 · Commissions	5,064.94	-1,030.09	6,095.03	591.7%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	87.00	1,443.75	-1,356.75	-94.0%
46000 · Merchandise Sales - Other	12,745.61	10,468.82	2,276.79	21.8%
Total 46000 · Merchandise Sales	12,832.61	11,912.57	920.04	7.7%
Total Income	347,425.05	318,326.68	29,098.37	9.1%
Gross Profit	347,425.05	318,326.68	29,098.37	9.1%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	0.00	2,553.79	-2,553.79	-100.0%
5020-00 · P/R - Tax Expense	6,510.57	8,576.94	-2,066.37	-24.1%
5030-00 · P/R - Health Insurance Expense	11,263.87	7,738.75	3,525.12	45.6%
5040-00 · P/R - Workmans Comp	0.00	2,159.25	-2,159.25	-100.0%
5060-00 · 401 (k)	3,422.99	3,540.62	-117.63	-3.3%
5070-00 · Other Benefits and Expenses	432.33	292.65	139.68	47.7%
5000-00 · Salaries & Wages - Other	106,984.22	91,679.87	15,304.35	16.7%
Total 5000-00 · Salaries & Wages	128,613.98	116,541.87	12,072.11	10.4%
5100-00 · Rent				
5110-00 · Utilities	870.00	1,346.66	-476.66	-35.4%
5140-00 · Repairs & Maintenance	0.00	866.57	-866.57	-100.0%
5150-00 · Office - Cleaning	1,522.00	975.00	547.00	56.1%
5100-00 · Rent - Other	14,007.63	14,488.27	-480.64	-3.3%
Total 5100-00 · Rent	16,399.63	17,676.50	-1,276.87	-7.2%
5310-00 · Telephone				
5320-00 · Telephone	2,418.18	2,376.45	41.73	1.8%
Total 5310-00 · Telephone	2,418.18	2,376.45	41.73	1.8%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00	5,400.58	-5,400.58	-100.0%
5480-00 · Mail - Fed Ex	0.00	44.08	-44.08	-100.0%
5420-00 · Mail - USPS - Other	340.92	0.00	340.92	100.0%
Total 5420-00 · Mail - USPS	340.92	5,444.66	-5,103.74	-93.7%
5510-00 · Insurance/Bonding	264.42	619.93	-355.51	-57.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	1,975.00	2,200.49	-225.49	-10.3%
5520-00 · Supplies - Other	1,864.35	4,181.41	-2,317.06	-55.4%

Profit & Loss

June 2017

	Jun 17	Jun 16	\$ Change	% Change
Total 5520-00 · Supplies	3,839.35	6,381.90	-2,542.55	-39.8%
5530-00 · Visitor Communications - Other	0.00	109.00	-109.00	-100.0%
5610-00 · Depreciation	233.02	7.41	225.61	3,044.7%
5700-00 · Equipment Support & Maintenance	1,043.33	2,392.55	-1,349.22	-56.4%
5710-00 · Taxes, Licenses & Fees	582.57	774.73	-192.16	-24.8%
5740-00 · Equipment Rental/Leasing	1,848.91	1,163.09	685.82	59.0%
5800-00 · Training Seminars	0.00	400.00	-400.00	-100.0%
5815 · Training Video Series	1,387.50	0.00	1,387.50	100.0%
5830-00 · Commission Due to Third Party	375.37	0.00	375.37	100.0%
5850-00 · Artist of Month - Commissions	405.00	0.00	405.00	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	400.00	0.00	400.00	100.0%
5920-00 · Professional Fees - Accountant	0.00	9,216.59	-9,216.59	-100.0%
5921-00 · Professional Fees - Other	12,557.16	0.00	12,557.16	100.0%
5900-00 · Professional Fees - Other	4,031.25	0.00	4,031.25	100.0%
Total 5900-00 · Professional Fees	16,988.41	9,216.59	7,771.82	84.3%
5941-00 · Research & Planning	750.00	28,030.94	-27,280.94	-97.3%
5948-00 · Transportation Projects				
5955-00 · Winter Traffic Management (S-1)	0.00	-26,150.00	26,150.00	100.0%
5948-00 · Transportation Projects - Other	11,148.40	0.00	11,148.40	100.0%
Total 5948-00 · Transportation Projects	11,148.40	-26,150.00	37,298.40	142.6%
6020-00 · Programs				
6016-00 · Special Event Partnership	4,634.53	0.31	4,634.22	1,494,909.7%
6018-00 · Business Assoc. Grants	0.00	30,000.00	-30,000.00	-100.0%
Total 6020-00 · Programs	4,634.53	30,000.31	-25,365.78	-84.6%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	105.00	1,190.52	-1,085.52	-91.2%
6421-03 · Barcelona Soccer	3,000.00	0.00	3,000.00	100.0%
6421-05 · No Barriers	579.15	0.00	579.15	100.0%
6421-09 · Wanderlust	5,277.73	0.00	5,277.73	100.0%
6421-11 · IronMan Lake Tahoe	0.00	38,675.00	-38,675.00	-100.0%
6421-14 · Tahoe Trail 100	5,000.00	0.00	5,000.00	100.0%
6421-15 · Lake Tahoe Dance Collective	5,000.00	0.00	5,000.00	100.0%
Total 6420-01 · Sponsorships	18,961.88	39,865.52	-20,903.64	-52.4%
6421-00 · New Event Development	0.00	19,766.24	-19,766.24	-100.0%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	12,380.53	0.00	12,380.53	100.0%
6422-05 · Other	2,500.00	0.00	2,500.00	100.0%
6422-06 · Music Campaign	10,451.59	0.00	10,451.59	100.0%
Total 6422-00 · Event Media	25,332.12	0.00	25,332.12	100.0%
6424-00 · Event Operation Expenses	8,863.32	0.00	8,863.32	100.0%
6427-00 · USA Cycling	0.00	654.00	-654.00	-100.0%
6420-00 · Events - Other	0.00	50,000.00	-50,000.00	-100.0%
Total 6420-00 · Events	53,157.32	110,285.76	-57,128.44	-51.8%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00	391.70	-391.70	-100.0%
6434-00 · Community Awards Dinner	136.07	27,556.41	-27,420.34	-99.5%
6436-00 · Membership - Wnt/Sum Rec Lunch	996.71	0.00	996.71	100.0%
6437-00 · Tuesday Morning Breakfast Club	594.00	0.00	594.00	100.0%
6441-00 · Membership - Miscellaneous Exp	15.54	0.00	15.54	100.0%
6423-00 · Membership Activities - Other	285.16	3,172.39	-2,887.23	-91.0%
Total 6423-00 · Membership Activities	2,027.48	31,120.50	-29,093.02	-93.5%
6490-00 · Classified Ads	0.00	15.00	-15.00	-100.0%
6730-00 · Marketing Cooperative/Media	126,500.00	97,000.00	29,500.00	30.4%
6742-00 · Non-NLT Co-Op Marketing Program	8,931.58	28,060.67	-19,129.09	-68.2%
6743-00 · BACC Marketing Programs				

North Lake Tahoe Resort Association

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Profit & Loss

Accrual Basis

June 2017

	Jun 17	Jun 16	\$ Change	% Change
6743-01 · Shop Local	12,295.00	0.00	12,295.00	100.0%
6743-02 · Shopping Destination	0.00	4,057.64	-4,057.64	-100.0%
6743-03 · Touch Lake Tahoe	-1,000.00	0.00	-1,000.00	-100.0%
6743-04 · High Notes	17,290.00	15,631.83	1,658.17	10.6%
6743-05 · Peak Your Adventure	18,739.20	21,400.00	-2,660.80	-12.4%
6743-00 · BACC Marketing Programs - Other	0.00	40.00	-40.00	-100.0%
Total 6743-00 · BACC Marketing Programs	47,324.20	41,129.47	6,194.73	15.1%
6800-00 · Conference Commission Expense	0.00	2,681.46	-2,681.46	-100.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	36.57	463.74	-427.17	-92.1%
52500 · Purchase Discounts	0.00	-97.20	97.20	100.0%
59900 · POS Inventory Adjustments	516.15	-115.71	631.86	546.1%
8100-00 · Cost of Goods Sold - Other	5,577.18	8,148.64	-2,571.46	-31.6%
Total 8100-00 · Cost of Goods Sold	6,129.90	8,399.47	-2,269.57	-27.0%
8200-00 · Associate Relations	858.17	140.25	717.92	511.9%
8300-00 · Board Functions	849.43	2,768.75	-1,919.32	-69.3%
8500-00 · Credit Card Fees	608.76	1.07	607.69	56,793.5%
8700-00 · Automobile Expenses	411.91	659.07	-247.16	-37.5%
8750-00 · Meals/Meetings	961.54	245.85	715.69	291.1%
8810-00 · Dues & Subscriptions	260.95	712.99	-452.04	-63.4%
8910-00 · Travel	0.00	405.49	-405.49	-100.0%
8920-00 · Bad Debt	1,131.75	33,595.00	-32,463.25	-96.6%
8930-00 · Prior Period Adjustments	0.00	4,707.23	-4,707.23	-100.0%
Total Expense	440,426.51	556,913.96	-116,487.45	-20.9%
Net Ordinary Income	-93,001.46	-238,587.28	145,585.82	61.0%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	0.00	66.32	-66.32	-100.0%
Total Other Income	0.00	66.32	-66.32	-100.0%
Net Other Income	0.00	66.32	-66.32	-100.0%
Net Income	-93,001.46	-238,520.96	145,519.50	61.0%

North Lake Tahoe Resort Association

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Profit & Loss

Accrual Basis

July 2016 through June 2017

	Jul '16 - Jun 17	Jul '15 - Jun 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,775,980.00	3,239,763.18	536,216.82	16.6%
4200-00 · Membership Dues	139,090.47	133,481.83	5,608.64	4.2%
4201-00 · New Member Fees	975.00	2,045.00	-1,070.00	-52.3%
4205-00 · Conference Dues	7,700.00	0.00	7,700.00	100.0%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	9,235.07	0.00	9,235.07	100.0%
4250-05 · Sponsorships	3,250.00	0.00	3,250.00	100.0%
4250-01 · Community Awards - Other	15,430.00	0.00	15,430.00	100.0%
Total 4250-01 · Community Awards	27,915.07	0.00	27,915.07	100.0%
4250-02 · Tourism Summit	1,100.00	0.00	1,100.00	100.0%
4250-03 · Summer/Winter Rec Luncheon	2,361.52	0.00	2,361.52	100.0%
4251-00 · Revenue-Tue AM Breakfast Club	6,989.42	10,225.00	-3,235.58	-31.6%
4250-00 · Revenues-Membership Activities - Other	6,025.74	62,785.47	-56,759.73	-90.4%
Total 4250-00 · Revenues-Membership Activities	44,391.75	73,010.47	-28,618.72	-39.2%
4252-00 · Revenue - Sponsorships	500.00	500.00	0.00	0.0%
4350-00 · Special Events (Marketing)	0.00	41,035.65	-41,035.65	-100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,967.66	13,395.34	-4,427.68	-33.1%
4600-00 · Commissions - Other	106,721.39	174,962.49	-68,241.10	-39.0%
Total 4600-00 · Commissions	115,689.05	188,357.83	-72,668.78	-38.6%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	5,767.00	3,532.10	2,234.90	63.3%
46000 · Merchandise Sales - Other	91,309.03	75,202.73	16,106.30	21.4%
Total 46000 · Merchandise Sales	97,076.03	78,734.83	18,341.20	23.3%
Total Income	4,181,402.30	3,756,928.79	424,473.51	11.3%
Cost of Goods Sold				
52900 · Purchases - Resale Items	54.00	0.00	54.00	100.0%
Total COGS	54.00	0.00	54.00	100.0%
Gross Profit	4,181,348.30	3,756,928.79	424,419.51	11.3%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	40,494.07	23,075.16	17,418.91	75.5%
5020-00 · P/R - Tax Expense	92,395.01	88,801.45	3,593.56	4.1%
5030-00 · P/R - Health Insurance Expense	117,734.01	104,720.96	13,013.05	12.4%
5040-00 · P/R - Workmans Comp	5,174.49	13,100.60	-7,926.11	-60.5%
5060-00 · 401 (k)	34,725.91	35,994.78	-1,268.87	-3.5%
5070-00 · Other Benefits and Expenses	3,817.02	6,064.85	-2,247.83	-37.1%
5000-00 · Salaries & Wages - Other	1,102,522.43	1,015,575.67	86,946.76	8.6%
Total 5000-00 · Salaries & Wages	1,396,862.94	1,287,333.47	109,529.47	8.5%
5100-00 · Rent				
5110-00 · Utilities	11,050.40	11,813.49	-763.09	-6.5%
5140-00 · Repairs & Maintenance	9,557.58	6,240.30	3,317.28	53.2%
5150-00 · Office - Cleaning	8,824.40	7,450.00	1,374.40	18.5%
5100-00 · Rent - Other	149,832.23	140,716.28	9,115.95	6.5%
Total 5100-00 · Rent	179,264.61	166,220.07	13,044.54	7.9%
5310-00 · Telephone				
5320-00 · Telephone	29,098.79	28,393.82	704.97	2.5%
5350-00 · Internet	224.85	289.85	-65.00	-22.4%
Total 5310-00 · Telephone	29,323.64	28,683.67	639.97	2.2%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	1,000.00	5,905.88	-4,905.88	-83.1%
5480-00 · Mail - Fed Ex	526.84	827.82	-300.98	-36.4%
5420-00 · Mail - USPS - Other	2,594.82	916.94	1,677.88	183.0%

North Lake Tahoe Resort Association

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Profit & Loss

Accrual Basis

July 2016 through June 2017

	Jul '16 - Jun 17	Jul '15 - Jun 16	\$ Change	% Change
Total 5420-00 · Mail - USPS	4,121.66	7,650.64	-3,528.98	-46.1%
5510-00 · Insurance/Bonding	6,893.16	7,193.71	-300.55	-4.2%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	3,984.44	6,287.76	-2,303.32	-36.6%
5520-00 · Supplies - Other	11,773.13	15,919.73	-4,146.60	-26.1%
Total 5520-00 · Supplies	15,757.57	22,207.49	-6,449.92	-29.0%
5530-00 · Visitor Communications - Other	-109.00	144.44	-253.44	-175.5%
5610-00 · Depreciation	2,480.09	6,165.51	-3,685.42	-59.8%
5700-00 · Equipment Support & Maintenance	12,831.44	9,292.14	3,539.30	38.1%
5710-00 · Taxes, Licenses & Fees	9,147.90	9,232.97	-85.07	-0.9%
5740-00 · Equipment Rental/Leasing	15,559.11	16,794.86	-1,235.75	-7.4%
5800-00 · Training Seminars	6,271.72	4,366.68	1,905.04	43.6%
5810-00 · Public Outreach	1,650.00	0.00	1,650.00	100.0%
5815 · Training Video Series	10,327.80	0.00	10,327.80	100.0%
5820 · Sales CRM/CMS	2,373.94	0.00	2,373.94	100.0%
5830-00 · Commission Due to Third Party	375.37	0.00	375.37	100.0%
5850-00 · Artist of Month - Commissions	2,453.21	0.00	2,453.21	100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	3,978.19	2,900.00	1,078.19	37.2%
5920-00 · Professional Fees - Accountant	35,862.00	102,124.93	-66,262.93	-64.9%
5921-00 · Professional Fees - Other	36,837.71	0.00	36,837.71	100.0%
5900-00 · Professional Fees - Other	5,281.25	312.50	4,968.75	1,590.0%
Total 5900-00 · Professional Fees	81,959.15	105,337.43	-23,378.28	-22.2%
5940-00 · Research & Planning Membership	3,000.00	0.00	3,000.00	100.0%
5941-00 · Research & Planning	26,350.55	83,219.44	-56,868.89	-68.3%
5948-00 · Transportation Projects				
5953-00 · Summer Traffic Management (S-2)	-1,593.65	0.00	-1,593.65	-100.0%
5948-00 · Transportation Projects - Other	24,781.18	0.00	24,781.18	100.0%
Total 5948-00 · Transportation Projects	23,187.53	0.00	23,187.53	100.0%
6020-00 · Programs				
6016-00 · Special Event Partnership	30,282.53	12,924.05	17,358.48	134.3%
6018-00 · Business Assoc. Grants	30,000.00	30,000.00	0.00	0.0%
Total 6020-00 · Programs	60,282.53	42,924.05	17,358.48	40.4%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine				
6025-00 · AFW- Postage	0.00	17.69	-17.69	-100.0%
6023-00 · Autumn Food & Wine - Other	32,897.86	32,875.02	22.84	0.1%
Total 6023-00 · Autumn Food & Wine	32,897.86	32,892.71	5.15	0.0%
6421-01 · 4th of July Fireworks	20,000.00	0.00	20,000.00	100.0%
6421-02 · AMGEN Tour of California	19,165.00	0.00	19,165.00	100.0%
6421-03 · Barcelona Soccer	3,000.00	0.00	3,000.00	100.0%
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	20,000.00	100.0%
6421-05 · No Barriers	8,979.15	0.00	8,979.15	100.0%
6421-06 · Spartan	198,550.00	0.00	198,550.00	100.0%
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	5,000.00	100.0%
6421-09 · Wanderlust	35,367.73	0.00	35,367.73	100.0%
6421-10 · WinterWonderGrass - Tahoe	15,400.00	14,600.00	800.00	5.5%
6421-11 · IronMan Lake Tahoe	0.00	425,242.47	-425,242.47	-100.0%
6421-12 · World Cup	39,564.10	0.00	39,564.10	100.0%
6421-13 · Big Blue Adventure	21,500.00	0.00	21,500.00	100.0%
6421-14 · Tahoe Trail 100	5,000.00	0.00	5,000.00	100.0%
6421-15 · Lake Tahoe Dance Collective	5,000.00	0.00	5,000.00	100.0%
Total 6420-01 · Sponsorships	429,423.84	472,735.18	-43,311.34	-9.2%
6421-00 · New Event Development	5,930.28	36,468.06	-30,537.78	-83.7%
6422-00 · Event Media				
6422-02 · Photography	6,363.00	0.00	6,363.00	100.0%
6422-03 · Human Powered Sports Campaign	55,000.21	0.00	55,000.21	100.0%
6422-04 · PR	3,500.00	0.00	3,500.00	100.0%
6422-05 · Other	2,500.00	0.00	2,500.00	100.0%

North Lake Tahoe Resort Association

Profit & Loss

July 2016 through June 2017

	Jul '16 - Jun 17	Jul '15 - Jun 16	\$ Change	% Change
6422-06 · Music Campaign	12,951.59	0.00	12,951.59	100.0%
Total 6422-00 · Event Media	80,314.80	0.00	80,314.80	100.0%
6424-00 · Event Operation Expenses	8,914.78	0.00	8,914.78	100.0%
6426-00 · Dues & Subscriptions	109.40	0.00	109.40	100.0%
6427-00 · USA Cycling	0.00	-4,790.14	4,790.14	100.0%
6420-00 · Events - Other	0.00	89,625.00	-89,625.00	-100.0%
Total 6420-00 · Events	524,693.10	594,038.10	-69,345.00	-11.7%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	2,001.24	4,503.41	-2,502.17	-55.6%
6434-00 · Community Awards Dinner	21,651.45	16,414.45	5,237.00	31.9%
6436-00 · Membership - Wnt/Sum Rec Lunch	996.71	64.83	931.88	1,437.4%
6437-00 · Tuesday Morning Breakfast Club	6,088.50	4,964.00	1,124.50	22.7%
6441-00 · Membership - Miscellaneous Exp	52.59	69.24	-16.65	-24.1%
6442-00 · Public Relations/Website	81.00	3,920.50	-3,839.50	-97.9%
6443-00 · Membership - Bridal Faire	75.63	3,269.86	-3,194.23	-97.7%
6444-00 · Trades	1,190.00	0.00	1,190.00	100.0%
6423-00 · Membership Activities - Other	7,368.89	16,263.64	-8,894.75	-54.7%
Total 6423-00 · Membership Activities	39,506.01	49,469.93	-9,963.92	-20.1%
6490-00 · Classified Ads	275.00	15.00	260.00	1,733.3%
6600-00 · Promotions/Giveaways	32.14	0.00	32.14	100.0%
6701-00 · Market Study Reports/Research	402.40	5,398.94	-4,996.54	-92.6%
6730-00 · Marketing Cooperative/Media	1,277,371.00	1,082,019.83	195,351.17	18.1%
6740-00 · Media/Collateral/Production	99.00	0.00	99.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program				
6015-00 · Cross Country	4,000.00	0.00	4,000.00	100.0%
6742-00 · Non-NLT Co-Op Marketing Program - Other	28,557.17	43,446.71	-14,889.54	-34.3%
Total 6742-00 · Non-NLT Co-Op Marketing Program	32,557.17	43,446.71	-10,889.54	-25.1%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	17,105.61	8,330.43	8,775.18	105.3%
6743-02 · Shopping Destination	0.00	11,197.59	-11,197.59	-100.0%
6743-03 · Touch Lake Tahoe	15,666.65	20,200.00	-4,533.35	-22.4%
6743-04 · High Notes	24,402.82	31,631.83	-7,229.01	-22.9%
6743-05 · Peak Your Adventure	19,716.00	21,900.00	-2,184.00	-10.0%
6743-00 · BACC Marketing Programs - Other	0.00	40.00	-40.00	-100.0%
Total 6743-00 · BACC Marketing Programs	76,891.08	93,299.85	-16,408.77	-17.6%
6800-00 · Conference Commission Expense	0.00	2,681.46	-2,681.46	-100.0%
7500-00 · Trade Shows/Travel	15.00	362.45	-347.45	-95.9%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	2,333.15	1,609.61	723.54	45.0%
52500 · Purchase Discounts	-1,431.86	-129.45	-1,302.41	-1,006.1%
59900 · POS Inventory Adjustments	1,327.33	-347.18	1,674.51	482.3%
8100-00 · Cost of Goods Sold - Other	47,154.79	40,897.36	6,257.43	15.3%
Total 8100-00 · Cost of Goods Sold	49,383.41	42,030.34	7,353.07	17.5%
8200-00 · Associate Relations	4,341.52	3,759.80	581.72	15.5%
8300-00 · Board Functions	2,612.86	4,542.24	-1,929.38	-42.5%
8500-00 · Credit Card Fees	6,689.34	6,360.26	329.08	5.2%
8700-00 · Automobile Expenses	5,213.29	7,230.99	-2,017.70	-27.9%
8750-00 · Meals/Meetings	5,641.49	4,836.76	804.73	16.6%
8810-00 · Dues & Subscriptions	9,366.50	18,051.25	-8,684.75	-48.1%
8910-00 · Travel	9,927.59	5,023.83	4,903.76	97.6%
8920-00 · Bad Debt	23,598.00	33,595.00	-9,997.00	-29.8%
8930-00 · Prior Period Adjustments	0.00	-2,495.65	2,495.65	100.0%
Total Expense	3,958,980.82	3,790,433.66	168,547.16	4.5%
Net Ordinary Income	222,367.48	-33,504.87	255,872.35	763.7%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	0.00	66.32	-66.32	-100.0%

North Lake Tahoe Resort Association

Profit & Loss

08/29/17

July 2016 through June 2017

Accrual Basis

	Jul '16 - Jun 17	Jul '15 - Jun 16	\$ Change	% Change
Total Other Income	0.00	66.32	-66.32	-100.0%
Other Expense				
Balancing Adjustments	0.08	0.00	0.08	100.0%
Total Other Expense	0.08	0.00	0.08	100.0%
Net Other Income	-0.08	66.32	-66.40	-100.1%
Net Income	222,367.40	-33,438.55	255,805.95	765.0%

Pre - Audit Draft

North Lake Tahoe Resort Association

Profit & Loss by Class

June 2017

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administrati...	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	314,665.00
4200-00 - Membership Dues	0.00	0.00	0.00	0.00	0.00	10,789.58	0.00	10,789.58
4201-00 - New Member Fees	0.00	0.00	0.00	0.00	0.00	225.00	0.00	225.00
4205-00 - Conference Dues	0.00	-1,008.34	0.00	0.00	0.00	0.00	0.00	-1,008.34
4250-00 - Revenues-Membership Activities								
4250-01 - Community Awards								
4250-04 - Silent Auction	0.00	0.00	0.00	0.00	0.00	9,235.07	0.00	9,235.07
4250-05 - Sponsorships	0.00	0.00	0.00	0.00	0.00	3,250.00	0.00	3,250.00
4250-01 - Community Awards - Other	0.00	0.00	0.00	0.00	0.00	5,894.93	0.00	5,894.93
Total 4250-01 - Community Awards	0.00	0.00	0.00	0.00	0.00	18,380.00	0.00	18,380.00
4250-03 - Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	2,361.52	0.00	2,361.52
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	855.00	0.00	855.00
4250-00 - Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	-13,790.26	0.00	-13,790.26
Total 4250-00 - Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	7,806.26	0.00	7,806.26
4252-00 - Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	-2,950.00	0.00	-2,950.00
4600-00 - Commissions								
4601-00 - Commissions - South Shore	0.00	170.96	0.00	0.00	0.00	0.00	0.00	170.96
4600-00 - Commissions - Other	0.00	4,893.98	0.00	0.00	0.00	0.00	0.00	4,893.98
Total 4600-00 - Commissions	0.00	5,064.94	0.00	0.00	0.00	0.00	0.00	5,064.94
46000 - Merchandise Sales								
4502-00 - Non-Retail VIC income	0.00	0.00	0.00	87.00	0.00	0.00	0.00	87.00
46000 - Merchandise Sales - Other	0.00	0.00	0.00	12,745.61	0.00	0.00	0.00	12,745.61
Total 46000 - Merchandise Sales	0.00	0.00	0.00	12,832.61	0.00	0.00	0.00	12,832.61
Total Income	222,140.00	28,189.60	22,018.00	40,659.61	18,547.00	15,870.84	0.00	347,425.05
Gross Profit	222,140.00	28,189.60	22,018.00	40,659.61	18,547.00	15,870.84	0.00	347,425.05
Expense								
5000-00 - Salaries & Wages								
5000-01 - In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	-1,375.00	0.00	0.00
5020-00 - P/R - Tax Expense	1,253.79	738.23	549.73	939.03	549.73	457.84	2,022.22	6,510.57
5030-00 - P/R - Health Insurance Expense	4,251.49	1,149.61	404.30	1,560.45	404.30	1,796.22	1,697.50	11,263.87
5060-00 - 401 (k)	677.45	374.72	286.82	493.60	286.82	315.54	988.04	3,422.99
5070-00 - Other Benefits and Expenses	100.96	166.98	6.79	41.98	6.78	11.89	96.95	432.33
5000-00 - Salaries & Wages - Other	21,918.06	11,258.28	9,153.18	14,433.66	9,153.18	7,596.44	33,471.42	106,984.22
Total 5000-00 - Salaries & Wages	29,576.75	13,687.82	10,400.82	17,468.72	10,400.81	8,802.93	38,276.13	128,613.98
5100-00 - Rent								
5110-00 - Utilities	107.99	53.99	21.59	546.05	21.59	37.80	80.99	870.00
5150-00 - Office - Cleaning	238.46	119.24	47.70	806.61	47.70	83.46	178.83	1,522.00
5100-00 - Rent - Other	2,145.32	1,032.67	413.06	7,378.65	413.06	802.86	1,822.01	14,007.63
Total 5100-00 - Rent	2,491.77	1,205.90	482.35	8,731.31	482.35	924.12	2,081.83	16,399.63
5310-00 - Telephone								
5320-00 - Telephone	572.46	245.97	186.45	243.25	186.45	276.85	706.75	2,418.18
Total 5310-00 - Telephone	572.46	245.97	186.45	243.25	186.45	276.85	706.75	2,418.18
5420-00 - Mail - USPS	46.34	0.00	0.00	0.00	0.00	0.00	294.58	340.92
5510-00 - Insurance/Bonding	50.24	50.24	7.93	66.11	7.93	23.80	58.17	264.42
5520-00 - Supplies								
5525-00 - Supplies - Computer <\$1000	0.00	0.00	0.00	990.00	0.00	0.00	985.00	1,975.00
5520-00 - Supplies - Other	80.42	20.27	11.80	975.24	11.80	86.25	678.57	1,864.35
Total 5520-00 - Supplies	80.42	20.27	11.80	1,965.24	11.80	86.25	1,663.57	3,839.35
5610-00 - Depreciation	20.99	10.91	6.72	128.86	6.72	6.72	52.10	233.02
5700-00 - Equipment Support & Maintenance	202.11	101.05	40.42	202.11	40.42	70.74	386.48	1,043.33
5710-00 - Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	582.57	582.57
5740-00 - Equipment Rental/Leasing	151.36	131.90	112.71	932.08	112.71	234.61	173.54	1,848.91
5815 - Training Video Series	1,387.50	0.00	0.00	0.00	0.00	0.00	0.00	1,387.50
5830-00 - Commission Due to Third Party	0.00	375.37	0.00	0.00	0.00	0.00	0.00	375.37
5850-00 - Artist of Month - Commissions	0.00	0.00	0.00	405.00	0.00	0.00	0.00	405.00
5900-00 - Professional Fees								
5910-00 - Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	400.00	400.00
5921-00 - Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	12,557.16	12,557.16
5900-00 - Professional Fees - Other	4,031.25	0.00	0.00	0.00	0.00	0.00	0.00	4,031.25
Total 5900-00 - Professional Fees	4,031.25	0.00	0.00	0.00	0.00	0.00	12,957.16	16,988.41
5941-00 - Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	750.00
5948-00 - Transportation Projects	0.00	0.00	11,148.40	0.00	0.00	0.00	0.00	11,148.40
6020-00 - Programs								
6016-00 - Special Event Partnership	4,634.53	0.00	0.00	0.00	0.00	0.00	0.00	4,634.53
Total 6020-00 - Programs	4,634.53	0.00	0.00	0.00	0.00	0.00	0.00	4,634.53
6420-00 - Events								
6420-01 - Sponsorships								
6023-00 - Autumn Food & Wine	105.00	0.00	0.00	0.00	0.00	0.00	0.00	105.00
6421-03 - Barcelona Soccer	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-05 - No Barriers	579.15	0.00	0.00	0.00	0.00	0.00	0.00	579.15
6421-09 - Wanderlust	5,277.73	0.00	0.00	0.00	0.00	0.00	0.00	5,277.73
6421-14 - Tahoe Trail 100	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-15 - Lake Tahoe Dance Collective	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 - Sponsorships	18,961.88	0.00	0.00	0.00	0.00	0.00	0.00	18,961.88
6422-00 - Event Media								
6422-03 - Human Powered Sports Campaign	12,380.53	0.00	0.00	0.00	0.00	0.00	0.00	12,380.53
6422-05 - Other	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
6422-06 - Music Campaign	10,451.59	0.00	0.00	0.00	0.00	0.00	0.00	10,451.59
Total 6422-00 - Event Media	25,332.12	0.00	0.00	0.00	0.00	0.00	0.00	25,332.12
6424-00 - Event Operation Expenses	8,863.32	0.00	0.00	0.00	0.00	0.00	0.00	8,863.32
Total 6420-00 - Events	53,157.32	0.00	0.00	0.00	0.00	0.00	0.00	53,157.32
6423-00 - Membership Activities								
6434-00 - Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	136.07	0.00	136.07
6436-00 - Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	996.71	0.00	996.71
6437-00 - Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	594.00	0.00	594.00
6441-00 - Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	15.54	0.00	15.54
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	285.16	0.00	285.16

Profit & Loss by Class

Accrual Basis

June 2017

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administrati...	TOTAL
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	2,027.48	0.00	2,027.48
6730-00 · Marketing Cooperative/Media	117,333.33	9,166.67	0.00	0.00	0.00	0.00	0.00	126,500.00
6742-00 · Non-NLT Co-Op Marketing Program	8,931.58	0.00	0.00	0.00	0.00	0.00	0.00	8,931.58
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	12,295.00	0.00	0.00	0.00	0.00	0.00	0.00	12,295.00
6743-03 · Touch Lake Tahoe	-1,000.00	0.00	0.00	0.00	0.00	0.00	0.00	-1,000.00
6743-04 · High Notes	17,290.00	0.00	0.00	0.00	0.00	0.00	0.00	17,290.00
6743-05 · Peak Your Adventure	18,739.20	0.00	0.00	0.00	0.00	0.00	0.00	18,739.20
Total 6743-00 · BACC Marketing Programs	47,324.20	0.00	0.00	0.00	0.00	0.00	0.00	47,324.20
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	36.57	0.00	0.00	0.00	36.57
59900 · POS Inventory Adjustments	0.00	0.00	0.00	516.15	0.00	0.00	0.00	516.15
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	5,577.18	0.00	0.00	0.00	5,577.18
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	6,129.90	0.00	0.00	0.00	6,129.90
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	0.00	0.00	858.17	858.17
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	849.43	849.43
8500-00 · Credit Card Fees	0.00	0.00	0.00	372.58	0.00	191.18	45.00	608.76
8700-00 · Automobile Expenses	115.60	0.00	46.98	51.90	46.97	96.10	54.36	411.91
8750-00 · Meals/Meetings	8.21	0.00	716.00	140.11	0.00	0.00	97.22	961.54
8810-00 · Dues & Subscriptions	29.98	0.00	2.25	49.99	2.25	5.99	170.49	260.95
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	1,131.75	0.00	1,131.75
Total Expense	270,145.94	24,996.10	23,537.83	36,887.16	11,673.41	13,878.52	59,307.55	440,426.51
Net Ordinary Income	-48,005.94	3,193.50	-1,519.83	3,772.45	6,873.59	1,992.32	-59,307.55	-93,001.46
Other Income/Expense								
Other Expense								
8990-00 · Allocated	28,467.62	6,523.83	6,523.83	5,930.76	6,523.83	5,337.68	-59,307.55	0.00
Total Other Expense	28,467.62	6,523.83	6,523.83	5,930.76	6,523.83	5,337.68	-59,307.55	0.00
Net Other Income	-28,467.62	-6,523.83	-6,523.83	-5,930.76	-6,523.83	-5,337.68	59,307.55	0.00
Net Income	-76,473.56	-3,330.33	-8,043.66	-2,158.31	349.76	-3,345.36	0.00	-93,001.46

North Lake Tahoe Resort Association

Profit & Loss by Class

July 2016 through June 2017

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administrati...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	2,665,680.00	289,596.00	264,216.00	333,924.00	222,564.00	0.00	0.00	3,775,980.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	139,090.47	0.00	139,090.47
4201-00 · New Member Fees	0.00	0.00	0.00	0.00	0.00	975.00	0.00	975.00
4205-00 · Conference Dues	0.00	7,700.00	0.00	0.00	0.00	0.00	0.00	7,700.00
4250-00 · Revenues-Membership Activities								
4250-01 · Community Awards								
4250-04 · Silent Auction	0.00	0.00	0.00	0.00	0.00	9,235.07	0.00	9,235.07
4250-05 · Sponsorships	0.00	0.00	0.00	0.00	0.00	3,250.00	0.00	3,250.00
4250-01 · Community Awards - Other	0.00	0.00	0.00	0.00	0.00	15,430.00	0.00	15,430.00
Total 4250-01 · Community Awards	0.00	0.00	0.00	0.00	0.00	27,915.07	0.00	27,915.07
4250-02 · Tourism Summit	0.00	0.00	0.00	0.00	0.00	1,100.00	0.00	1,100.00
4250-03 · Summer/Winter Rec Luncheon	0.00	0.00	0.00	0.00	0.00	2,361.52	0.00	2,361.52
4251-00 · Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	6,989.42	0.00	6,989.42
4250-00 · Revenues-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	6,025.74	0.00	6,025.74
Total 4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	44,391.75	0.00	44,391.75
4252-00 · Revenue - Sponsorships	0.00	0.00	0.00	0.00	0.00	500.00	0.00	500.00
4600-00 · Commissions								
4601-00 · Commissions - South Shore	0.00	8,967.66	0.00	0.00	0.00	0.00	0.00	8,967.66
4600-00 · Commissions - Other	0.00	106,721.39	0.00	0.00	0.00	0.00	0.00	106,721.39
Total 4600-00 · Commissions	0.00	115,689.05	0.00	0.00	0.00	0.00	0.00	115,689.05
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	5,767.00	0.00	0.00	0.00	5,767.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	91,309.03	0.00	0.00	0.00	91,309.03
Total 46000 · Merchandise Sales	0.00	0.00	0.00	97,076.03	0.00	0.00	0.00	97,076.03
Total Income	2,665,680.00	412,985.05	264,216.00	431,000.03	222,564.00	184,957.22	0.00	4,181,402.30
Cost of Goods Sold								
52900 · Purchases - Resale Items	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
Total COGS	0.00	0.00	0.00	54.00	0.00	0.00	0.00	54.00
Gross Profit	2,665,680.00	412,985.05	264,216.00	430,946.03	222,564.00	184,957.22	0.00	4,181,348.30
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	16,500.00	0.00	0.00	0.00	0.00	-16,500.00	0.00	0.00
5010-00 · Sales Commissions	0.00	40,494.07	0.00	0.00	0.00	0.00	0.00	40,494.07
5020-00 · P/R - Tax Expense	21,753.34	15,052.25	6,570.64	15,837.49	6,151.96	5,891.86	21,137.47	92,395.01
5030-00 · P/R - Health Insurance Expense	44,332.64	14,997.59	5,519.05	20,305.41	5,519.12	9,583.07	17,477.13	117,734.01
5040-00 · P/R - Workmans Comp	1,241.88	879.71	310.47	983.20	310.47	362.26	1,086.50	5,174.49
5060-00 · 401 (k)	9,114.70	7,285.99	3,214.59	6,161.86	3,214.60	1,485.86	2,448.31	34,725.91
5070-00 · Other Benefits and Expenses	1,414.00	778.76	95.15	553.76	95.03	136.63	743.69	3,817.02
5000-00 · Salaries & Wages - Other	267,263.60	145,498.22	84,085.26	166,747.34	84,502.73	67,271.45	287,153.83	1,102,522.43
Total 5000-00 · Salaries & Wages	361,620.16	224,986.59	99,795.16	210,589.06	99,793.91	68,231.13	331,846.93	1,396,862.94
5100-00 · Rent								
5110-00 · Utilities	1,572.67	790.12	336.88	6,242.84	336.88	544.90	1,226.11	11,050.40
5140-00 · Repairs & Maintenance	1,749.82	907.24	543.81	1,478.45	543.81	563.97	3,770.48	9,557.58
5150-00 · Office - Cleaning	2,269.18	1,134.66	453.89	1,894.32	453.89	794.21	1,824.25	8,824.40
5100-00 · Rent - Other	22,927.37	10,983.75	4,393.49	78,765.89	4,393.49	8,568.61	19,799.63	149,832.23
Total 5100-00 · Rent	28,519.04	13,815.77	5,728.07	88,381.50	5,728.07	10,471.69	26,620.47	179,264.61
5310-00 · Telephone								
5320-00 · Telephone	6,328.07	2,876.06	2,314.33	3,679.59	2,314.30	2,847.26	8,739.18	29,098.79
5350-00 · Internet	224.85	0.00	0.00	0.00	0.00	0.00	0.00	224.85
Total 5310-00 · Telephone	6,552.92	2,876.06	2,314.33	3,679.59	2,314.30	2,847.26	8,739.18	29,323.64
5420-00 · Mail - USPS								
5470-00 · Mail - UPS	100.00	100.00	50.00	50.00	50.00	400.00	250.00	1,000.00
5480-00 · Mail - Fed Ex	31.13	0.00	0.00	471.69	0.00	0.00	24.02	526.84
5420-00 · Mail - USPS - Other	486.84	229.06	140.96	229.06	140.96	590.96	776.98	2,594.82
Total 5420-00 · Mail - USPS	617.97	329.06	190.96	750.75	190.96	990.96	1,051.00	4,121.66
5510-00 · Insurance/Bonding	1,309.71	1,309.70	206.77	1,723.31	206.77	620.40	1,516.50	6,893.16
5520-00 · Supplies								
5525-00 · Supplies - Computer <\$1000	201.31	12.57	136.74	1,002.57	136.74	621.22	1,873.29	3,984.44
5520-00 · Supplies - Other	1,547.35	380.75	154.38	3,164.22	154.38	1,139.52	5,232.53	11,773.13
Total 5520-00 · Supplies	1,748.66	393.32	291.12	4,166.79	291.12	1,760.74	7,105.82	15,757.57
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	-109.00	0.00	0.00	0.00	-109.00
5610-00 · Depreciation	334.31	172.14	97.12	921.05	97.12	109.50	748.85	2,480.09
5700-00 · Equipment Support & Maintenance	2,254.61	760.87	296.50	2,246.55	296.50	1,243.47	5,732.94	12,831.44
5710-00 · Taxes, Licenses & Fees	309.67	154.27	94.93	154.27	94.93	95.93	8,243.90	9,147.90
5740-00 · Equipment Rental/Leasing	1,594.96	1,500.27	1,321.06	5,088.62	1,321.06	2,858.58	1,874.56	15,559.11
5800-00 · Training Seminars	3,180.61	0.00	0.00	0.00	0.00	892.11	2,199.00	6,271.72
5810-00 · Public Outreach	1,650.00	0.00	0.00	0.00	0.00	0.00	0.00	1,650.00
5815 · Training Video Series	10,327.80	0.00	0.00	0.00	0.00	0.00	0.00	10,327.80
5820 · Sales CRM/CMS	2,373.94	0.00	0.00	0.00	0.00	0.00	0.00	2,373.94
5830-00 · Commission Due to Third Party	0.00	375.37	0.00	0.00	0.00	0.00	0.00	375.37
5850-00 · Artist of Month - Commissions	0.00	0.00	0.00	2,453.21	0.00	0.00	0.00	2,453.21
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	3,978.19	3,978.19
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	0.00	0.00	0.00	35,862.00	35,862.00
5921-00 · Professional Fees - Other	0.00	0.00	0.00	0.00	0.00	0.00	36,837.71	36,837.71
5900-00 · Professional Fees - Other	4,031.25	0.00	0.00	0.00	0.00	0.00	1,250.00	5,281.25
Total 5900-00 · Professional Fees	4,031.25	0.00	0.00	0.00	0.00	0.00	77,927.90	81,959.15
5940-00 · Research & Planning Membership	0.00	0.00	3,000.00	0.00	0.00	0.00	0.00	3,000.00
5941-00 · Research & Planning	12,300.00	0.00	7,884.00	0.00	6,166.55	0.00	0.00	26,350.55
5948-00 · Transportation Projects								
5953-00 · Summer Traffic Management (S-2)	0.00	0.00	-1,593.65	0.00	0.00	0.00	0.00	-1,593.65
5948-00 · Transportation Projects - Other	0.00	0.00	24,781.18	0.00	0.00	0.00	0.00	24,781.18
Total 5948-00 · Transportation Projects	0.00	0.00	23,187.53	0.00	0.00	0.00	0.00	23,187.53
6020-00 · Programs								
6016-00 · Special Event Partnership	30,282.53	0.00	0.00	0.00	0.00	0.00	0.00	30,282.53
6018-00 · Business Assoc. Grants	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
Total 6020-00 · Programs	60,282.53	0.00	0.00	0.00	0.00	0.00	0.00	60,282.53
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	32,897.86	0.00	0.00	0.00	0.00	0.00	0.00	32,897.86

Profit & Loss by Class

Accrual Basis

July 2016 through June 2017

	11 - Marketing	30 - Conference	41 - Transportati...	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administrati...	TOTAL
6421-01 · 4th of July Fireworks	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	19,165.00	0.00	0.00	0.00	0.00	0.00	0.00	19,165.00
6421-03 · Barcelona Soccer	3,000.00	0.00	0.00	0.00	0.00	0.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	20,000.00	0.00	0.00	0.00	0.00	0.00	0.00	20,000.00
6421-05 · No Barriers	8,979.15	0.00	0.00	0.00	0.00	0.00	0.00	8,979.15
6421-06 · Spartan	198,550.00	0.00	0.00	0.00	0.00	0.00	0.00	198,550.00
6421-07 · Tahoe Lacrosse Tournament	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-09 · Wanderlust	35,367.73	0.00	0.00	0.00	0.00	0.00	0.00	35,367.73
6421-10 · WinterWonderGrass - Tahoe	15,400.00	0.00	0.00	0.00	0.00	0.00	0.00	15,400.00
6421-12 · World Cup	39,564.10	0.00	0.00	0.00	0.00	0.00	0.00	39,564.10
6421-13 · Big Blue Adventure	21,500.00	0.00	0.00	0.00	0.00	0.00	0.00	21,500.00
6421-14 · Tahoe Trail 100	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
6421-15 · Lake Tahoe Dance Collective	5,000.00	0.00	0.00	0.00	0.00	0.00	0.00	5,000.00
Total 6420-01 · Sponsorships	429,423.84	0.00	0.00	0.00	0.00	0.00	0.00	429,423.84
6421-00 · New Event Development	5,880.28	0.00	0.00	0.00	0.00	0.00	50.00	5,930.28
6422-00 · Event Media								
6422-02 · Photography	6,363.00	0.00	0.00	0.00	0.00	0.00	0.00	6,363.00
6422-03 · Human Powered Sports Campaign	55,000.21	0.00	0.00	0.00	0.00	0.00	0.00	55,000.21
6422-04 · PR	3,500.00	0.00	0.00	0.00	0.00	0.00	0.00	3,500.00
6422-05 · Other	2,500.00	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00
6422-06 · Music Campaign	12,951.59	0.00	0.00	0.00	0.00	0.00	0.00	12,951.59
Total 6422-00 · Event Media	80,314.80	0.00	0.00	0.00	0.00	0.00	0.00	80,314.80
6424-00 · Event Operation Expenses	8,914.78	0.00	0.00	0.00	0.00	0.00	0.00	8,914.78
6426-00 · Dues & Subscriptions	109.40	0.00	0.00	0.00	0.00	0.00	0.00	109.40
Total 6420-00 · Events	524,643.10	0.00	0.00	0.00	0.00	0.00	50.00	524,693.10
6423-00 · Membership Activities								
6432-00 · Membership - Newsletter	0.00	0.00	0.00	0.00	0.00	2,001.24	0.00	2,001.24
6434-00 · Community Awards Dinner	0.00	0.00	0.00	0.00	0.00	21,651.45	0.00	21,651.45
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	996.71	0.00	996.71
6437-00 · Tuesday Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	6,088.50	0.00	6,088.50
6441-00 · Membership - Miscellaneous Exp	0.00	0.00	0.00	0.00	0.00	52.59	0.00	52.59
6442-00 · Public Relations/Website	0.00	0.00	0.00	0.00	0.00	81.00	0.00	81.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	0.00	0.00	75.63	0.00	75.63
6444-00 · Trades	0.00	0.00	0.00	0.00	0.00	1,190.00	0.00	1,190.00
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	7,335.24	33.65	7,368.89
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	39,472.36	33.65	39,506.01
6490-00 · Classified Ads	50.00	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	32.14
6701-00 · Market Study Reports/Research	402.40	0.00	0.00	0.00	0.00	0.00	0.00	402.40
6730-00 · Marketing Cooperative/Media	1,167,370.96	110,000.04	0.00	0.00	0.00	0.00	0.00	1,277,371.00
6740-00 · Media/Collateral/Production	0.00	0.00	0.00	99.00	0.00	0.00	0.00	99.00
6742-00 · Non-NLT Co-Op Marketing Program								
6015-00 · Cross Country	4,000.00	0.00	0.00	0.00	0.00	0.00	0.00	4,000.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	28,557.17	0.00	0.00	0.00	0.00	0.00	0.00	28,557.17
Total 6742-00 · Non-NLT Co-Op Marketing Program	32,557.17	0.00	0.00	0.00	0.00	0.00	0.00	32,557.17
6743-00 · BACC Marketing Programs								
6743-01 · Shop Local	17,105.61	0.00	0.00	0.00	0.00	0.00	0.00	17,105.61
6743-03 · Touch Lake Tahoe	15,666.65	0.00	0.00	0.00	0.00	0.00	0.00	15,666.65
6743-04 · High Notes	24,402.82	0.00	0.00	0.00	0.00	0.00	0.00	24,402.82
6743-05 · Peak Your Adventure	19,716.00	0.00	0.00	0.00	0.00	0.00	0.00	19,716.00
Total 6743-00 · BACC Marketing Programs	76,891.08	0.00	0.00	0.00	0.00	0.00	0.00	76,891.08
7500-00 · Trade Shows/Travel	15.00	0.00	0.00	0.00	0.00	0.00	0.00	15.00
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	2,333.15	0.00	0.00	0.00	2,333.15
52500 · Purchase Discounts	0.00	0.00	0.00	-1,431.86	0.00	0.00	0.00	-1,431.86
59900 · POS Inventory Adjustments	0.00	0.00	0.00	1,327.33	0.00	0.00	0.00	1,327.33
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	47,154.79	0.00	0.00	0.00	47,154.79
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	49,383.41	0.00	0.00	0.00	49,383.41
8200-00 · Associate Relations	381.49	0.00	0.00	355.19	0.00	0.00	3,604.84	4,341.52
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	2,612.86	2,612.86
8500-00 · Credit Card Fees	65.00	0.00	22.50	2,734.80	22.50	3,460.49	384.05	6,689.34
8700-00 · Automobile Expenses	1,604.71	147.96	598.91	1,060.21	598.90	907.22	295.38	5,213.29
8750-00 · Meals/Meetings	2,392.98	110.00	911.98	1,000.55	395.63	310.04	520.31	5,641.49
8810-00 · Dues & Subscriptions	3,941.18	815.00	13.50	647.76	13.50	1,945.94	1,989.62	9,366.50
8910-00 · Travel	9,714.11	0.00	0.00	213.48	0.00	0.00	0.00	9,927.59
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	23,598.00	0.00	23,598.00
Total Expense	2,319,069.46	357,746.42	145,954.44	375,540.10	117,531.82	160,040.82	483,097.76	3,958,980.82
Net Ordinary Income	346,610.54	55,238.63	118,261.56	55,405.93	105,032.18	24,916.40	-483,097.76	222,367.48
Other Income/Expense								
Other Expense								
Balancing Adjustments	0.00	0.00	0.00	0.00	0.00	0.00	0.08	0.08
8990-00 · Allocated	231,886.97	53,140.75	53,140.75	48,309.78	53,140.76	43,478.83	-483,097.84	0.00
Total Other Expense	231,886.97	53,140.75	53,140.75	48,309.78	53,140.76	43,478.83	-483,097.76	0.08
Net Other Income	-231,886.97	-53,140.75	-53,140.75	-48,309.78	-53,140.76	-43,478.83	483,097.76	-0.08
Net Income	114,723.57	2,097.88	65,120.81	7,096.15	51,891.42	-18,562.43	0.00	222,367.40

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	314,665.00	314,665.40	-0.40	3,775,980.00	3,775,985.00	-5.00	3,775,985.00
4200-00 · Membership Dues	10,789.58	10,877.08	-87.50	139,090.47	125,580.00	13,510.47	125,580.00
4201-00 · New Member Fees	225.00	333.33	-108.33	975.00	4,000.00	-3,025.00	4,000.00
4205-00 · Conference Dues	-1,008.34	0.00	-1,008.34	7,700.00	0.00	7,700.00	0.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	9,235.07			9,235.07			
4250-05 · Sponsorships	3,250.00			3,250.00			
4250-01 · Community Awards - Other	5,894.93			15,430.00			
Total 4250-01 · Community Awards	18,380.00			27,915.07			
4250-02 · Tourism Summit	0.00	0.00	0.00	1,100.00	0.00	1,100.00	0.00
4250-03 · Summer/Winter Rec Luncheon	2,361.52			2,361.52			
4251-00 · Revenue-Tue AM Breakfast Club	855.00	800.00	55.00	6,989.42	9,600.00	-2,610.58	9,600.00
4250-00 · Revenues-Membership Activities - Other	-13,790.26	2,000.00	-15,790.26	6,025.74	70,050.00	-64,024.26	70,050.00
Total 4250-00 · Revenues-Membership Activities	7,806.26	2,800.00	5,006.26	44,391.75	79,650.00	-35,258.25	79,650.00
4252-00 · Revenue - Sponsorships	-2,950.00	1,500.00	-4,450.00	500.00	7,000.00	-6,500.00	7,000.00
4503 · Visitor Guide Income	0.00	0.00	0.00	0.00	3,000.00	-3,000.00	3,000.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	170.96	0.00	170.96	8,967.66	0.00	8,967.66	0.00
4600-00 · Commissions - Other	4,893.98	27,306.00	-22,412.02	106,721.39	135,000.00	-28,278.61	135,000.00
Total 4600-00 · Commissions	5,064.94	27,306.00	-22,241.06	115,689.05	135,000.00	-19,310.95	135,000.00
4600 · Merchandise Sales							
4502-00 · Non-Retail VIC income	87.00	637.00	-550.00	5,767.00	7,644.00	-1,877.00	7,644.00
46000 · Merchandise Sales - Other	12,745.61	19,215.00	-6,469.39	91,309.03	114,886.00	-23,576.97	114,886.00
Total 46000 · Merchandise Sales	12,832.61	19,852.00	-7,019.39	97,076.03	122,530.00	-25,453.97	122,530.00
Total Income	347,425.05	377,333.81	-29,908.76	4,181,402.30	4,252,745.00	-71,342.70	4,252,745.00
Cost of Goods Sold							
52900 · Purchases - Resale Items	0.00	0.00	0.00	54.00	0.00	54.00	0.00
Total COGS	0.00	0.00	0.00	54.00	0.00	54.00	0.00
Gross Profit	347,425.05	377,333.81	-29,908.76	4,181,348.30	4,252,745.00	-71,396.70	4,252,745.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0.00	2,166.66	-2,166.66	40,494.07	26,000.00	14,494.07	26,000.00
5020-00 · P/R - Tax Expense	6,510.57	7,825.10	-1,314.53	92,395.01	101,297.00	-8,901.99	101,297.00
5030-00 · P/R - Health Insurance Expense	11,263.87	11,577.70	-313.83	117,734.01	152,836.00	-35,101.99	152,836.00
5040-00 · P/R - Workmans Comp	0.00	1,221.40	-1,221.40	5,174.49	14,657.00	-9,482.51	14,657.00
5060-00 · 401 (k)	3,422.99	3,084.50	338.49	34,725.91	39,937.00	-5,211.09	39,937.00
5070-00 · Other Benefits and Expenses	432.33	606.09	-173.76	3,817.02	7,328.00	-3,510.98	7,328.00
5000-00 · Salaries & Wages - Other	106,984.22	92,440.90	14,543.32	1,102,522.43	1,197,072.00	-94,549.57	1,197,072.00
Total 5000-00 · Salaries & Wages	128,613.98	118,922.35	9,691.63	1,396,862.94	1,539,127.00	-142,264.06	1,539,127.00
5100-00 · Rent							
5110-00 · Utilities	870.00	1,358.83	-488.83	11,050.40	16,306.00	-5,255.60	16,306.00
5140-00 · Repairs & Maintenance	0.00	658.91	-658.91	9,557.58	7,907.00	1,650.58	7,907.00
5150-00 · Office - Cleaning	1,522.00	786.82	735.18	8,824.40	9,442.00	-617.60	9,442.00
5100-00 · Rent - Other	14,007.63	12,083.22	1,924.41	149,832.23	144,999.00	4,833.23	144,999.00
Total 5100-00 · Rent	16,399.63	14,887.78	1,511.85	179,264.61	178,654.00	610.61	178,654.00
5310-00 · Telephone							
5320-00 · Telephone	2,418.18	2,287.23	130.95	29,098.79	27,647.00	1,451.79	27,647.00
5350-00 · Internet	0.00	0.00	0.00	224.85	0.00	224.85	0.00
Total 5310-00 · Telephone	2,418.18	2,287.23	130.95	29,323.64	27,647.00	1,676.64	27,647.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	1,000.00	0.00	1,000.00	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	526.84	0.00	526.84	0.00
5420-00 · Mail - USPS - Other	340.92	229.99	110.93	2,594.82	2,860.00	-265.18	2,860.00
Total 5420-00 · Mail - USPS	340.92	229.99	110.93	4,121.66	2,860.00	1,261.66	2,860.00
5510-00 · Insurance/Bonding	264.42	716.64	-452.22	6,893.16	8,600.00	-1,706.84	8,600.00
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	1,975.00	0.00	1,975.00	3,984.44	0.00	3,984.44	0.00
5520-00 · Supplies - Other	1,864.35	1,387.49	476.86	11,773.13	16,650.00	-4,876.87	16,650.00
Total 5520-00 · Supplies	3,839.35	1,387.49	2,451.86	15,757.57	16,650.00	-892.43	16,650.00
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	-109.00	460.00	-569.00	460.00
5610-00 · Depreciation	233.02	617.57	-384.55	2,480.09	7,411.00	-4,930.91	7,411.00
5700-00 · Equipment Support & Maintenance	1,043.33	1,076.74	-33.41	12,831.44	12,921.00	-89.56	12,921.00
5710-00 · Taxes, Licenses & Fees	582.57	832.64	-250.07	9,147.90	9,992.00	-844.10	9,992.00
5740-00 · Equipment Rental/Leasing	1,848.91	1,547.13	301.78	15,559.11	18,566.00	-3,006.89	18,566.00
5800-00 · Training Seminars	0.00	1,215.00	-1,215.00	6,271.72	15,715.00	-9,443.28	15,715.00
5810-00 · Public Outreach	0.00	0.00	0.00	1,650.00	1,130.00	520.00	1,130.00
5815 · Training Video Series	1,387.50	0.00	1,387.50	10,327.80	20,000.00	-9,672.20	20,000.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	2,373.94	21,000.00	-18,626.06	21,000.00
5830-00 · Commission Due to Third Party	375.37			375.37			
5850-00 · Artist of Month - Commissions	405.00	0.00	405.00	2,453.21	0.00	2,453.21	0.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	400.00	0.00	400.00	3,978.19	0.00	3,978.19	0.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	35,862.00	0.00	35,862.00	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
5921-00 · Professional Fees - Other	12,557.16			36,837.71			
5900-00 · Professional Fees - Other	4,031.25	0.00	4,031.25	5,281.25	21,000.00	-15,718.75	21,000.00
Total 5900-00 · Professional Fees	16,988.41	0.00	16,988.41	81,959.15	21,000.00	60,959.15	21,000.00
5940-00 · Research & Planning Membership	0.00	1,000.00	-1,000.00	3,000.00	5,000.00	-2,000.00	5,000.00
5941-00 · Research & Planning	750.00	3,533.00	-2,783.00	26,350.55	90,000.00	-63,649.45	90,000.00
5948-00 · Transportation Projects							
5953-00 · Summer Traffic Management (S-2)	0.00	10,000.00	-10,000.00	-1,593.65	47,000.00	-48,593.65	47,000.00
5948-00 · Transportation Projects - Other	11,148.40			24,781.18			
Total 5948-00 · Transportation Projects	11,148.40	10,000.00	1,148.40	23,187.53	47,000.00	-23,812.47	47,000.00
6020-00 · Programs							
6016-00 · Special Event Partnership	4,634.53	0.00	4,634.53	30,282.53	50,000.00	-19,717.47	50,000.00
6018-00 · Business Assoc. Grants	0.00	10,000.00	-10,000.00	30,000.00	30,000.00	0.00	30,000.00
Total 6020-00 · Programs	4,634.53	10,000.00	-5,365.47	60,282.53	80,000.00	-19,717.47	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	105.00	0.00	105.00	32,897.86	32,792.86	105.00	32,792.86
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	20,000.00	20,000.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	265.00	-265.00	19,165.00	19,165.00	0.00	19,165.00
6421-03 · Barcelona Soccer	3,000.00	3,000.00	0.00	3,000.00	3,000.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	20,000.00	20,000.00	0.00	20,000.00
6421-05 · No Barriers	579.15	2,600.00	-2,020.85	8,979.15	10,000.00	-1,020.85	10,000.00
6421-06 · Spartan	0.00	0.00	0.00	198,550.00	198,550.00	0.00	198,550.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	5,000.00	5,000.00	0.00	5,000.00
6421-09 · Wanderlust	5,277.73	0.00	5,277.73	35,367.73	35,000.00	367.73	35,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	0.00	15,400.00	15,400.00	0.00	15,400.00
6421-12 · World Cup	0.00	0.00	0.00	39,564.10	39,564.10	0.00	39,564.10
6421-13 · Big Blue Adventure	0.00	21,500.00	-21,500.00	21,500.00	21,500.00	0.00	21,500.00
6421-14 · Tahoe Trail 100	5,000.00	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00
6421-15 · Lake Tahoe Dance Collective	5,000.00	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00
Total 6420-01 · Sponsorships	18,961.88	37,365.00	-18,403.12	429,423.84	429,971.96	-548.12	429,971.96
6421-00 · New Event Development	0.00	917.12	-917.12	5,930.28	5,880.00	50.28	5,880.00
6422-00 · Event Media							
6422-02 · Photography	0.00	0.00	0.00	6,363.00	6,363.00	0.00	6,363.00
6422-03 · Human Powered Sports Campaign	12,380.53	55,000.00	-42,619.47	55,000.21	55,000.00	0.21	55,000.00
6422-04 · PR	0.00	5,500.00	-5,500.00	3,500.00	5,500.00	-2,000.00	5,500.00
6422-05 · Other	2,500.00	2,500.00	0.00	2,500.00	2,500.00	0.00	2,500.00
6422-06 · Music Campaign	10,451.59	16,000.00	-5,548.41	12,951.59	16,000.00	-3,048.41	16,000.00
Total 6422-00 · Event Media	25,332.12	79,000.00	-53,667.88	80,314.80	85,363.00	-5,048.20	85,363.00
6424-00 · Event Operation Expenses	8,863.32	9,486.00	-622.68	8,914.78	9,486.00	-571.22	9,486.00
6426-00 · Dues & Subscriptions	0.00	0.00	0.00	109.40	109.40	0.00	109.40
Total 6420-00 · Events	53,157.32	126,768.12	-73,610.80	524,693.10	530,810.36	-6,117.26	530,810.36
6423-00 · Membership Activities							
6432-00 · Membership - Newsletter	0.00	0.00	0.00	2,001.24	0.00	2,001.24	0.00
6434-00 · Community Awards Dinner	136.07	0.00	136.07	21,651.45	0.00	21,651.45	0.00
6436-00 · Membership - Wnt/Sum Rec Lunch	996.71	0.00	996.71	996.71	0.00	996.71	0.00
6437-00 · Tuesday Morning Breakfast Club	594.00	708.33	-114.33	6,088.50	8,500.00	-2,411.50	8,500.00
6441-00 · Membership - Miscellaneous Exp	15.54	0.00	15.54	52.59	0.00	52.59	0.00
6442-00 · Public Relations/Website	0.00	0.00	0.00	81.00	0.00	81.00	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	75.63	0.00	75.63	0.00
6444-00 · Trades	0.00	0.00	0.00	1,190.00	0.00	1,190.00	0.00
6423-00 · Membership Activities - Other	285.16	2,213.00	-1,927.84	7,368.89	35,000.00	-27,631.11	35,000.00
Total 6423-00 · Membership Activities	2,027.48	2,921.33	-893.85	39,506.01	43,500.00	-3,993.99	43,500.00
6490-00 · Classified Ads	0.00	0.00	0.00	275.00	750.00	-475.00	750.00
6600-00 · Promotions/Giveaways	0.00	0.00	0.00	32.14	0.00	32.14	0.00
6701-00 · Market Study Reports/Research	0.00	0.00	0.00	402.40	0.00	402.40	0.00
6730-00 · Marketing Cooperative/Media	126,500.00	126,843.00	-343.00	1,277,371.00	1,265,000.00	12,371.00	1,265,000.00
6740-00 · Media/Collateral/Production	0.00	416.66	-416.66	99.00	5,000.00	-4,901.00	5,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	0.00	0.00	4,000.00	0.00	4,000.00	0.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	8,931.58	0.00	8,931.58	28,557.17	71,190.64	-42,633.47	71,190.64
Total 6742-00 · Non-NLT Co-Op Marketing Program	8,931.58	0.00	8,931.58	32,557.17	71,190.64	-38,633.47	71,190.64
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	12,295.00	10,000.00	2,295.00	17,105.61	20,000.00	-2,894.39	20,000.00
6743-03 · Touch Lake Tahoe	-1,000.00	10,000.00	-11,000.00	15,666.65	20,000.00	-4,333.35	20,000.00
6743-04 · High Notes	17,290.00	10,000.00	7,290.00	24,402.82	20,000.00	4,402.82	20,000.00
6743-05 · Peak Your Adventure	18,739.20	10,000.00	8,739.20	19,716.00	20,000.00	-284.00	20,000.00
6743-00 · BACC Marketing Programs - Other	0.00	6,000.00	-6,000.00	0.00	6,000.00	-6,000.00	6,000.00
Total 6743-00 · BACC Marketing Programs	47,324.20	46,000.00	1,324.20	76,891.08	86,000.00	-9,108.92	86,000.00
7253-00 · Conference - PUD	0.00	8,000.00	-8,000.00	0.00	8,000.00	-8,000.00	8,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.00	15.00	0.00	15.00	0.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	36.57	0.00	36.57	2,333.15	0.00	2,333.15	0.00
52500 · Purchase Discounts	0.00	0.00	0.00	-1,431.86	0.00	-1,431.86	0.00
59900 · POS Inventory Adjustments	516.15	0.00	516.15	1,327.33	0.00	1,327.33	0.00
8100-00 · Cost of Goods Sold - Other	5,577.18	7,562.00	-1,984.82	47,154.79	61,212.00	-14,057.21	61,212.00
Total 8100-00 · Cost of Goods Sold	6,129.90	7,562.00	-1,432.10	49,383.41	61,212.00	-11,828.59	61,212.00
8200-00 · Associate Relations	858.17	150.00	708.17	4,341.52	5,050.00	-708.48	5,050.00

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

All Departments

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
8300-00 · Board Functions	849.43	450.00	399.43	2,612.86	4,600.00	-1,987.14	4,600.00
8500-00 · Credit Card Fees	608.76	510.00	98.76	6,689.34	7,120.00	-430.66	7,120.00
8700-00 · Automobile Expenses	411.91	660.82	-248.91	5,213.29	7,930.00	-2,716.71	7,930.00
8750-00 · Meals/Meetings	961.54	858.31	103.23	5,641.49	6,850.00	-1,208.51	6,850.00
8810-00 · Dues & Subscriptions	260.95	899.99	-639.04	9,366.50	9,700.00	-333.50	9,700.00
8910-00 · Travel	0.00	1,074.82	-1,074.82	9,927.59	16,298.00	-6,370.41	16,298.00
8920-00 · Bad Debt	1,131.75	0.00	1,131.75	23,598.00	0.00	23,598.00	0.00
Total Expense	440,426.51	491,368.61	-50,942.10	3,958,980.82	4,252,744.00	-293,763.18	4,252,744.00
Net Ordinary Income	-93,001.46	-114,034.80	21,033.34	222,367.48	1.00	222,366.48	1.00
Other Income/Expense							
Other Expense							
Balancing Adjustments	0.00	0.00	0.00	0.08	0.00	0.08	0.00
8990-00 · Allocated	0.00	4,430.76	-4,430.76	0.00	0.00	0.00	0.00
Total Other Expense	0.00	4,430.76	-4,430.76	0.08	0.00	0.08	0.00
Net Other Income	0.00	-4,430.76	4,430.76	-0.08	0.00	-0.08	0.00
Net Income	-93,001.46	-118,465.56	25,464.10	222,367.40	1.00	222,366.40	1.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

11 - Marketing

Accrual Basis

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	222,140.00	222,140.17	-0.17	2,665,680.00	2,665,682.00	-2.00	2,665,682.00
Total Income	222,140.00	222,140.17	-0.17	2,665,680.00	2,665,682.00	-2.00	2,665,682.00
Gross Profit	222,140.00	222,140.17	-0.17	2,665,680.00	2,665,682.00	-2.00	2,665,682.00
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375.00	1,375.00	0.00	16,500.00	16,500.00	0.00	16,500.00
5020-00 · P/R - Tax Expense	1,253.79	1,852.90	-599.11	21,753.34	24,087.00	-2,333.66	24,087.00
5030-00 · P/R - Health Insurance Expense	4,251.49	3,065.60	1,185.89	44,332.64	42,288.00	2,044.64	42,288.00
5040-00 · P/R - Workmans Comp	0.00	108.75	-108.75	1,241.88	1,305.00	-63.12	1,305.00
5060-00 · 401 (k)	677.45	650.90	26.55	9,114.70	8,461.00	653.70	8,461.00
5070-00 · Other Benefits and Expenses	107.45	225.83	-124.87	1,414.00	2,710.00	-1,296.00	2,710.00
5000-00 · Salaries & Wages - Other	21,918.06	22,597.80	-679.74	267,263.60	293,772.00	-26,508.40	293,772.00
Total 5000-00 · Salaries & Wages	29,576.75	29,876.78	-300.03	361,620.16	389,123.00	-27,502.84	389,123.00
5100-00 · Rent							
5110-00 · Utilities	107.99	175.00	-67.01	1,572.67	2,100.00	-527.33	2,100.00
5140-00 · Repairs & Maintenance	0.00	125.00	-125.00	1,749.82	1,500.00	249.82	1,500.00
5150-00 · Office - Cleaning	238.46	252.00	-13.54	2,269.18	3,024.00	-754.82	3,024.00
5100-00 · Rent - Other	2,145.32	1,651.66	493.66	22,927.37	19,820.00	3,107.37	19,820.00
Total 5100-00 · Rent	2,491.77	2,203.66	288.11	28,519.04	26,444.00	2,075.04	26,444.00
5310-00 · Telephone							
5320-00 · Telephone	572.46	441.66	130.80	6,328.07	5,300.00	1,028.07	5,300.00
5350-00 · Internet	0.00	0.00	0.00	224.85	0.00	224.85	0.00
Total 5310-00 · Telephone	572.46	441.66	130.80	6,552.92	5,300.00	1,252.92	5,300.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	100.00	0.00	100.00	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	31.13	0.00	31.13	0.00
5420-00 · Mail - USPS - Other	46.34	62.50	-16.16	486.84	750.00	-263.16	750.00
Total 5420-00 · Mail - USPS	46.34	62.50	-16.16	617.97	750.00	-132.03	750.00
5510-00 · Insurance/Bonding	50.24	166.66	-116.42	1,309.71	2,000.00	-690.29	2,000.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	201.31	0.00	201.31	0.00
5520-00 · Supplies - Other	80.42	250.00	-169.58	1,547.35	3,000.00	-1,452.65	3,000.00
Total 5520-00 · Supplies	80.42	250.00	-169.58	1,748.66	3,000.00	-1,251.34	3,000.00
5610-00 · Depreciation	20.99	163.25	-142.26	334.31	1,959.00	-1,624.69	1,959.00
5700-00 · Equipment Support & Maintenance	202.11	311.00	-108.89	2,254.61	3,732.00	-1,477.39	3,732.00
5710-00 · Taxes, Licenses & Fees	0.00	41.66	-41.66	309.67	500.00	-190.33	500.00
5740-00 · Equipment Rental/Leasing	151.36	166.66	-15.30	1,594.96	2,000.00	-405.04	2,000.00
5800-00 · Training Seminars	0.00	1,215.00	-1,215.00	3,180.61	8,215.00	-5,034.39	8,215.00
5810-00 · Public Outreach	0.00			1,650.00			
5815 · Training Video Series	1,387.50	0.00	1,387.50	10,327.80	15,000.00	-4,672.20	15,000.00
5820 · Sales CRM/CMS	0.00	0.00	0.00	2,373.94	21,000.00	-18,626.06	21,000.00
5900-00 · Professional Fees	4,031.25	0.00	4,031.25	4,031.25	0.00	4,031.25	0.00
5941-00 · Research & Planning	0.00	0.00	0.00	12,300.00	10,000.00	2,300.00	10,000.00
6020-00 · Programs							
6016-00 · Special Event Partnership	4,634.53	0.00	4,634.53	30,282.53	50,000.00	-19,717.47	50,000.00
6018-00 · Business Assoc. Grants	0.00	10,000.00	-10,000.00	30,000.00	30,000.00	0.00	30,000.00
Total 6020-00 · Programs	4,634.53	10,000.00	-5,365.47	60,282.53	80,000.00	-19,717.47	80,000.00
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	105.00	0.00	105.00	32,897.86	32,792.86	105.00	32,792.86
6421-01 · 4th of July Fireworks	0.00	0.00	0.00	20,000.00	20,000.00	0.00	20,000.00
6421-02 · AMGEN Tour of California	0.00	265.00	-265.00	19,165.00	19,165.00	0.00	19,165.00
6421-03 · Barcelona Soccer	3,000.00	3,000.00	0.00	3,000.00	3,000.00	0.00	3,000.00
6421-04 · Broken Arrow Skyrace	0.00	0.00	0.00	20,000.00	20,000.00	0.00	20,000.00
6421-05 · No Barriers	579.15	2,600.00	-2,020.85	8,979.15	10,000.00	-1,020.85	10,000.00
6421-06 · Spartan	0.00	0.00	0.00	198,550.00	198,550.00	0.00	198,550.00
6421-07 · Tahoe Lacrosse Tournament	0.00	0.00	0.00	5,000.00	5,000.00	0.00	5,000.00
6421-09 · Wanderlust	5,277.73	0.00	5,277.73	35,367.73	35,000.00	367.73	35,000.00
6421-10 · WinterWonderGrass - Tahoe	0.00	0.00	0.00	15,400.00	15,400.00	0.00	15,400.00
6421-12 · World Cup	0.00	0.00	0.00	39,564.10	39,564.10	0.00	39,564.10
6421-13 · Big Blue Adventure	0.00	21,500.00	-21,500.00	21,500.00	21,500.00	0.00	21,500.00
6421-14 · Tahoe Trail 100	5,000.00	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00
6421-15 · Lake Tahoe Dance Collective	5,000.00	5,000.00	0.00	5,000.00	5,000.00	0.00	5,000.00
Total 6420-01 · Sponsorships	18,961.88	37,365.00	-18,403.12	429,423.84	429,971.96	-548.12	429,971.96
6421-00 · New Event Development	0.00	917.12	-917.12	5,880.28	5,880.00	0.28	5,880.00
6422-00 · Event Media							
6422-02 · Photography	0.00	0.00	0.00	6,363.00	6,363.00	0.00	6,363.00
6422-03 · Human Powered Sports Campaign	12,380.53	55,000.00	-42,619.47	55,000.21	55,000.00	0.21	55,000.00
6422-04 · PR	0.00	5,500.00	-5,500.00	3,500.00	5,500.00	-2,000.00	5,500.00
6422-05 · Other	2,500.00	2,500.00	0.00	2,500.00	2,500.00	0.00	2,500.00
6422-06 · Music Campaign	10,451.59	16,000.00	-5,548.41	12,951.59	16,000.00	-3,048.41	16,000.00
Total 6422-00 · Event Media	25,332.12	79,000.00	-53,667.88	80,314.80	85,363.00	-5,048.20	85,363.00
6424-00 · Event Operation Expenses	8,863.32	9,486.00	-622.68	8,914.78	9,486.00	-571.22	9,486.00
6426-00 · Dues & Subscriptions	0.00	0.00	0.00	109.40	109.40	0.00	109.40
Total 6420-00 · Events	53,157.32	126,768.12	-73,610.80	524,643.10	530,810.36	-6,167.26	530,810.36
6490-00 · Classified Ads	0.00	0.00	0.00	50.00	0.00	50.00	0.00
6600-00 · Promotions/Giveaways	0.00	0.00	0.00	32.14	0.00	32.14	0.00
6701-00 · Market Study Reports/Research	0.00	0.00	0.00	402.40	0.00	402.40	0.00
6730-00 · Marketing Cooperative/Media	117,333.33	116,843.00	490.33	1,167,370.96	1,155,000.00	12,370.96	1,155,000.00
6742-00 · Non-NLT Co-Op Marketing Program							
6015-00 · Cross Country	0.00	0.00	0.00	4,000.00	0.00	4,000.00	0.00
6742-00 · Non-NLT Co-Op Marketing Program - Other	8,931.58	0.00	8,931.58	28,557.17	71,190.64	-42,633.47	71,190.64
Total 6742-00 · Non-NLT Co-Op Marketing Program	8,931.58	0.00	8,931.58	32,557.17	71,190.64	-38,633.47	71,190.64
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	12,295.00	10,000.00	2,295.00	17,105.61	20,000.00	-2,894.39	20,000.00
6743-03 · Touch Lake Tahoe	-1,000.00	10,000.00	-11,000.00	15,666.65	20,000.00	-4,333.35	20,000.00
6743-04 · High Notes	17,290.00	10,000.00	7,290.00	24,402.82	20,000.00	4,402.82	20,000.00
6743-05 · Peak Your Adventure	18,739.20	10,000.00	8,739.20	19,716.00	20,000.00	-284.00	20,000.00
6743-00 · BACC Marketing Programs - Other	0.00	6,000.00	-6,000.00	0.00	6,000.00	-6,000.00	6,000.00
Total 6743-00 · BACC Marketing Programs	47,324.20	46,000.00	1,324.20	76,891.08	86,000.00	-9,108.92	86,000.00
7500-00 · Trade Shows/Travel	0.00	0.00	0.00	15.00	0.00	15.00	0.00

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

Accrual Basis

11 - Marketing

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
8200-00 · Associate Relations	0.00	0.00	0.00	381.49	600.00	-218.51	600.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	65.00	0.00	65.00	0.00
8700-00 · Automobile Expenses	115.60	166.66	-51.06	1,604.71	2,000.00	-395.29	2,000.00
8750-00 · Meals/Meetings	8.21	291.66	-283.45	2,392.98	3,500.00	-1,107.02	3,500.00
8810-00 · Dues & Subscriptions	29.98	416.66	-386.68	3,941.18	5,000.00	-1,058.82	5,000.00
8910-00 · Travel	0.00	666.66	-666.66	9,714.11	8,000.00	1,714.11	8,000.00
Total Expense	270,145.94	336,051.59	-65,905.65	2,319,069.46	2,431,124.00	-112,054.54	2,431,124.00
Net Ordinary Income	-48,005.94	-113,911.42	65,905.48	346,610.54	234,558.00	112,062.54	234,558.00
Other Income/Expense							
Other Expense							
8990-00 · Allocated	34,297.64	19,546.50	14,751.14	237,716.99	234,558.00	3,158.99	234,558.00
Total Other Expense	34,297.64	19,546.50	14,751.14	237,716.99	234,558.00	3,158.99	234,558.00
Net Other Income	-34,297.64	-19,546.50	-14,751.14	-237,716.99	-234,558.00	-3,158.99	-234,558.00
Net Income	-82,303.58	-133,457.92	51,154.34	108,893.55	0.00	108,893.55	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

30 - Conference

	Jun 17	Budget	\$ Over Bud...	Jul '16 - Jun...	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	24,133.00	24,133.33	-0.33	289,596.00	289,600.00	-4.00	289,600.00
4200-00 · Membership Dues	0.00	640.83	-640.83	0.00	7,690.00	-7,690.00	7,690.00
4205-00 · Conference Dues	-1,008.34	0.00	-1,008.34	7,700.00	0.00	7,700.00	0.00
4600-00 · Commissions							
4601-00 · Commissions - South Shore	170.96	0.00	170.96	8,967.66	0.00	8,967.66	0.00
4600-00 · Commissions - Other	4,893.98	27,306.00	-22,412.02	106,721.39	135,000.00	-28,278.61	135,000.00
Total 4600-00 · Commissions	5,064.94	27,306.00	-22,241.06	115,689.05	135,000.00	-19,310.95	135,000.00
Total Income	28,189.60	52,080.16	-23,890.56	412,985.05	432,290.00	-19,304.95	432,290.00
Gross Profit	28,189.60	52,080.16	-23,890.56	412,985.05	432,290.00	-19,304.95	432,290.00
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	0.00	2,166.66	-2,166.66	40,494.07	26,000.00	14,494.07	26,000.00
5020-00 · P/R - Tax Expense	738.23	1,082.70	-344.47	15,052.25	14,075.00	977.25	14,075.00
5030-00 · P/R - Health Insurance Expense	1,149.61	1,045.70	103.91	14,997.59	14,549.00	448.59	14,549.00
5040-00 · P/R - Workmans Comp	0.00	75.00	-75.00	879.71	900.00	-20.29	900.00
5060-00 · 401 (k)	374.72	596.90	-222.18	7,285.99	7,761.00	-475.01	7,761.00
5070-00 · Other Benefits and Expenses	166.98	37.16	129.82	778.76	446.00	332.76	446.00
5000-00 · Salaries & Wages - Other	11,258.28	13,180.50	-1,922.22	145,498.22	171,347.00	-25,848.78	171,347.00
Total 5000-00 · Salaries & Wages	13,687.82	18,184.62	-4,496.80	224,986.59	235,078.00	-10,091.41	235,078.00
5100-00 · Rent							
5110-00 · Utilities	53.99	87.50	-33.51	790.12	1,050.00	-259.88	1,050.00
5140-00 · Repairs & Maintenance	0.00	65.00	-65.00	907.24	780.00	127.24	780.00
5150-00 · Office - Cleaning	119.24	126.00	-6.76	1,134.66	1,512.00	-377.34	1,512.00
5100-00 · Rent - Other	1,032.67	825.83	206.84	10,983.75	9,910.00	1,073.75	9,910.00
Total 5100-00 · Rent	1,205.90	1,104.33	101.57	13,815.77	13,252.00	563.77	13,252.00
5310-00 · Telephone							
5320-00 · Telephone	245.97	256.00	-10.03	2,876.06	3,072.00	-195.94	3,072.00
Total 5310-00 · Telephone	245.97	256.00	-10.03	2,876.06	3,072.00	-195.94	3,072.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	100.00	0.00	100.00	0.00
5420-00 · Mail - USPS - Other	0.00	17.50	-17.50	229.06	210.00	19.06	210.00
Total 5420-00 · Mail - USPS	0.00	17.50	-17.50	329.06	210.00	119.06	210.00
5510-00 · Insurance/Bonding	50.24	125.00	-74.76	1,309.70	1,500.00	-190.30	1,500.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00			12.57	0.00	12.57	0.00
5520-00 · Supplies - Other	20.27	62.50	-42.23	380.75	750.00	-369.25	750.00
Total 5520-00 · Supplies	20.27	62.50	-42.23	393.32	750.00	-356.68	750.00
5610-00 · Depreciation	10.91	84.91	-74.00	172.14	1,019.00	-846.86	1,019.00
5700-00 · Equipment Support & Maintenance	101.05	138.00	-36.95	760.87	1,656.00	-895.13	1,656.00
5710-00 · Taxes, Licenses & Fees	0.00	16.66	-16.66	154.27	200.00	-45.73	200.00
5740-00 · Equipment Rental/Leasing	131.90	166.66	-34.76	1,500.27	2,000.00	-499.73	2,000.00
5830-00 · Commission Due to Third Party	375.37			375.37			
6730-00 · Marketing Cooperative/Media	9,166.67	10,000.00	-833.33	110,000.04	110,000.00	0.04	110,000.00
7253-00 · Conference - PUD	0.00	8,000.00	-8,000.00	0.00	8,000.00	-8,000.00	8,000.00
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	500.00	-500.00	500.00
8700-00 · Automobile Expenses	0.00	33.33	-33.33	147.96	400.00	-252.04	400.00
8750-00 · Meals/Meetings	0.00	33.33	-33.33	110.00	400.00	-290.00	400.00
8810-00 · Dues & Subscriptions	0.00	0.00	0.00	815.00	500.00	315.00	500.00
Total Expense	24,996.10	38,222.84	-13,226.74	357,746.42	378,537.00	-20,790.58	378,537.00
Net Ordinary Income	3,193.50	13,857.32	-10,663.82	55,238.63	53,753.00	1,485.63	53,753.00
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,523.83	4,479.38	2,044.45	53,140.75	53,753.00	-612.25	53,753.00
Total Other Expense	6,523.83	4,479.38	2,044.45	53,140.75	53,753.00	-612.25	53,753.00
Net Other Income	-6,523.83	-4,479.38	-2,044.45	-53,140.75	-53,753.00	612.25	-53,753.00
Net Income	-3,330.33	9,377.94	-12,708.27	2,097.88	0.00	2,097.88	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

41 - Transportation

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	22,018.00	22,017.66	0.34	264,216.00	264,212.00	4.00	264,212.00
Total Income	22,018.00	22,017.66	0.34	264,216.00	264,212.00	4.00	264,212.00
Gross Profit	22,018.00	22,017.66	0.34	264,216.00	264,212.00	4.00	264,212.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	549.73	648.90	-99.17	6,570.64	8,437.00	-1,866.36	8,437.00
5030-00 · P/R - Health Insurance Expense	404.30	335.90	68.40	5,519.05	5,231.00	288.05	5,231.00
5040-00 · P/R - Workmans Comp	0.00	172.00	-172.00	310.47	2,064.00	-1,753.53	2,064.00
5060-00 · 401 (k)	286.82	308.60	-21.78	3,214.59	4,012.00	-797.41	4,012.00
5070-00 · Other Benefits and Expenses	6.79	53.70	-46.91	95.15	699.00	-603.85	699.00
5000-00 · Salaries & Wages - Other	9,153.18	6,599.40	2,553.78	84,085.26	85,792.00	-1,706.74	85,792.00
Total 5000-00 · Salaries & Wages	10,400.82	8,118.50	2,282.32	99,795.16	106,235.00	-6,439.84	106,235.00
5100-00 · Rent							
5110-00 · Utilities	21.59	83.83	-62.24	336.88	1,006.00	-669.12	1,006.00
5140-00 · Repairs & Maintenance	0.00	38.08	-38.08	543.81	457.00	86.81	457.00
5150-00 · Office - Cleaning	47.70	16.66	31.04	453.89	200.00	253.89	200.00
5100-00 · Rent - Other	413.06	616.33	-203.27	4,393.49	7,396.00	-3,002.51	7,396.00
Total 5100-00 · Rent	482.35	754.90	-272.55	5,728.07	9,059.00	-3,330.93	9,059.00
5310-00 · Telephone							
5320-00 · Telephone	186.45	106.25	80.20	2,314.33	1,275.00	1,039.33	1,275.00
Total 5310-00 · Telephone	186.45	106.25	80.20	2,314.33	1,275.00	1,039.33	1,275.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	50.00	0.00	50.00	0.00
5420-00 · Mail - USPS - Other	0.00	0.00	0.00	140.96	50.00	90.96	50.00
Total 5420-00 · Mail - USPS	0.00	0.00	0.00	190.96	50.00	140.96	50.00
5510-00 · Insurance/Bonding	7.93	25.00	-17.07	206.77	300.00	-93.23	300.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	136.74	0.00	136.74	0.00
5520-00 · Supplies - Other	11.80	25.00	-13.20	154.38	300.00	-145.62	300.00
Total 5520-00 · Supplies	11.80	25.00	-13.20	291.12	300.00	-8.88	300.00
5610-00 · Depreciation	6.72	34.50	-27.78	97.12	414.00	-316.88	414.00
5700-00 · Equipment Support & Maintenance	40.42	40.00	0.42	296.50	480.00	-183.50	480.00
5710-00 · Taxes, Licenses & Fees	0.00	10.00	-10.00	94.93	120.00	-25.07	120.00
5740-00 · Equipment Rental/Leasing	112.71	26.66	86.05	1,321.06	320.00	1,001.06	320.00
5810-00 · Public Outreach	0.00			0.00	450.00	-450.00	450.00
5940-00 · Research & Planning Membership	0.00	1,000.00	-1,000.00	3,000.00	5,000.00	-2,000.00	5,000.00
5941-00 · Research & Planning	375.00	2,000.00	-1,625.00	7,884.00	40,000.00	-32,116.00	40,000.00
5948-00 · Transportation Projects							
5953-00 · Summer Traffic Management (S-2)	0.00	10,000.00	-10,000.00	-1,593.65	47,000.00	-48,593.65	47,000.00
5948-00 · Transportation Projects - Other	11,148.40			24,781.18			
Total 5948-00 · Transportation Projects	11,148.40	10,000.00	1,148.40	23,187.53	47,000.00	-23,812.47	47,000.00
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	400.00	-400.00	400.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	22.50	0.00	22.50	0.00
8700-00 · Automobile Expenses	46.98	100.00	-53.02	598.91	1,200.00	-601.09	1,200.00
8750-00 · Meals/Meetings	716.00	25.00	691.00	911.98	300.00	611.98	300.00
8810-00 · Dues & Subscriptions	2.25			13.50	0.00	13.50	0.00
Total Expense	23,537.83	22,265.81	1,272.02	145,954.44	212,903.00	-66,948.56	212,903.00
Net Ordinary Income	-1,519.83	-248.15	-1,271.68	118,261.56	51,309.00	66,952.56	51,309.00
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,523.83	4,275.75	2,248.08	53,140.75	51,309.00	1,831.75	51,309.00
Total Other Expense	6,523.83	4,275.75	2,248.08	53,140.75	51,309.00	1,831.75	51,309.00
Net Other Income	-6,523.83	-4,275.75	-2,248.08	-53,140.75	-51,309.00	-1,831.75	-51,309.00
Net Income	-8,043.66	-4,523.90	-3,519.76	65,120.81	0.00	65,120.81	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

42 - Visitor Center

	Jun 17	Budget	\$ Over Bud...	Jul '16 - Jun...	YTD Budget	\$ Over Bud...	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	27,827.00	27,826.91	0.09	333,924.00	333,923.00	1.00	333,923.00
4503 · Visitor Guide Income	0.00	0.00	0.00	0.00	3,000.00	-3,000.00	3,000.00
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	87.00	637.00	-550.00	5,767.00	7,644.00	-1,877.00	7,644.00
46000 · Merchandise Sales - Other	12,745.61	19,215.00	-6,469.39	91,309.03	114,886.00	-23,576.97	114,886.00
Total 46000 · Merchandise Sales	12,832.61	19,852.00	-7,019.39	97,076.03	122,530.00	-25,453.97	122,530.00
Total Income	40,659.61	47,678.91	-7,019.30	431,000.03	459,453.00	-28,452.97	459,453.00
Cost of Goods Sold							
52900 · Purchases - Resale Items	0.00	0.00	0.00	54.00	0.00	54.00	0.00
Total COGS	0.00	0.00	0.00	54.00	0.00	54.00	0.00
Gross Profit	40,659.61	47,678.91	-7,019.30	430,946.03	459,453.00	-28,506.97	459,453.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	939.03	1,242.00	-302.97	15,837.49	15,716.00	121.49	15,716.00
5030-00 · P/R - Health Insurance Expense	1,560.45	2,286.50	-726.05	20,305.41	27,438.00	-7,132.59	27,438.00
5040-00 · P/R - Workmans Comp	0.00	209.00	-209.00	983.20	2,508.00	-1,524.80	2,508.00
5060-00 · 401 (k)	493.60	470.00	23.60	6,161.86	5,946.00	215.86	5,946.00
5070-00 · Other Benefits and Expenses	41.98	50.58	-8.60	553.76	607.00	-53.24	607.00
5000-00 · Salaries & Wages - Other	14,433.66	13,594.00	839.66	166,747.34	172,059.00	-5,311.66	172,059.00
Total 5000-00 · Salaries & Wages	17,468.72	17,852.08	-383.36	210,589.06	224,274.00	-13,684.94	224,274.00
5100-00 · Rent							
5110-00 · Utilities	546.05	625.00	-78.95	6,242.84	7,500.00	-1,257.16	7,500.00
5140-00 · Repairs & Maintenance	0.00	150.83	-150.83	1,478.45	1,810.00	-331.55	1,810.00
5150-00 · Office - Cleaning	806.61	0.00	806.61	1,894.32	0.00	1,894.32	0.00
5100-00 · Rent - Other	7,378.65	5,898.83	1,479.82	78,765.89	70,786.00	7,979.89	70,786.00
Total 5100-00 · Rent	8,731.31	6,674.66	2,056.65	88,381.50	80,096.00	8,285.50	80,096.00
5310-00 · Telephone							
5320-00 · Telephone	243.25	291.66	-48.41	3,679.59	3,500.00	179.59	3,500.00
Total 5310-00 · Telephone	243.25	291.66	-48.41	3,679.59	3,500.00	179.59	3,500.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	50.00	0.00	50.00	0.00
5480-00 · Mail - Fed Ex	0.00	0.00	0.00	471.69	0.00	471.69	0.00
5420-00 · Mail - USPS - Other	0.00	41.66	-41.66	229.06	500.00	-270.94	500.00
Total 5420-00 · Mail - USPS	0.00	41.66	-41.66	750.75	500.00	250.75	500.00
5510-00 · Insurance/Bonding	66.11	166.66	-100.55	1,723.31	2,000.00	-276.69	2,000.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	990.00	0.00	990.00	1,002.57	0.00	1,002.57	0.00
5520-00 · Supplies - Other	975.24	333.33	641.91	3,164.22	4,000.00	-835.78	4,000.00
Total 5520-00 · Supplies	1,965.24	333.33	1,631.91	4,166.79	4,000.00	166.79	4,000.00
5530-00 · Visitor Communications - Other	0.00	0.00	0.00	-109.00	460.00	-569.00	460.00
5610-00 · Depreciation	128.86	84.91	43.95	921.05	1,019.00	-97.95	1,019.00
5700-00 · Equipment Support & Maintenance	202.11	175.00	27.11	2,246.55	2,100.00	146.55	2,100.00
5710-00 · Taxes, Licenses & Fees	0.00	25.00	-25.00	154.27	300.00	-145.73	300.00
5740-00 · Equipment Rental/Leasing	932.08	494.00	438.08	5,088.62	5,928.00	-839.38	5,928.00
5800-00 · Training Seminars	0.00	0.00	0.00	0.00	3,000.00	-3,000.00	3,000.00
5815 · Training Video Series	0.00	0.00	0.00	0.00	5,000.00	-5,000.00	5,000.00
5850-00 · Artist of Month - Commissions	405.00	0.00	405.00	2,453.21	0.00	2,453.21	0.00
6740-00 · Media/Collateral/Production	0.00	416.66	-416.66	99.00	5,000.00	-4,901.00	5,000.00
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	36.57	0.00	36.57	2,333.15	0.00	2,333.15	0.00
52500 · Purchase Discounts	0.00	0.00	0.00	-1,431.86	0.00	-1,431.86	0.00
59900 · POS Inventory Adjustments	516.15	0.00	516.15	1,327.33	0.00	1,327.33	0.00
8100-00 · Cost of Goods Sold - Other	5,577.18	7,562.00	-1,984.82	47,154.79	61,212.00	-14,057.21	61,212.00
Total 8100-00 · Cost of Goods Sold	6,129.90	7,562.00	-1,432.10	49,383.41	61,212.00	-11,828.59	61,212.00
8200-00 · Associate Relations	0.00	0.00	0.00	355.19	500.00	-144.81	500.00
8500-00 · Credit Card Fees	372.58	300.00	72.58	2,734.80	3,600.00	-865.20	3,600.00
8700-00 · Automobile Expenses	51.90	100.00	-48.10	1,060.21	1,200.00	-139.79	1,200.00
8750-00 · Meals/Meetings	140.11	33.33	106.78	1,000.55	400.00	600.55	400.00
8810-00 · Dues & Subscriptions	49.99	400.00	-350.01	647.76	1,600.00	-952.24	1,600.00
8910-00 · Travel	0.00	408.16	-408.16	213.48	4,898.00	-4,684.52	4,898.00
Total Expense	36,887.16	35,359.11	1,528.05	375,540.10	410,587.00	-35,046.90	410,587.00
Net Ordinary Income	3,772.45	12,319.80	-8,547.35	55,405.93	48,866.00	6,539.93	48,866.00
Other Income/Expense							

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

42 - Visitor Center

	<u>Jun 17</u>	<u>Budget</u>	<u>\$ Over Bud...</u>	<u>Jul '16 - Jun...</u>	<u>YTD Budget</u>	<u>\$ Over Bud...</u>	<u>Annual Bud...</u>
Other Expense							
8990-00 · Allocated	5,930.76	4,072.13	1,858.63	48,309.78	48,866.00	-556.22	48,866.00
Total Other Expense	5,930.76	4,072.13	1,858.63	48,309.78	48,866.00	-556.22	48,866.00
Net Other Income	-5,930.76	-4,072.13	-1,858.63	-48,309.78	-48,866.00	556.22	-48,866.00
Net Income	-2,158.31	8,247.67	-10,405.98	7,096.15	0.00	7,096.15	0.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis	50 - Infrastructure						
	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	18,547.00	18,547.33	-0.33	222,564.00	222,568.00	-4.00	222,568.00
Total Income	18,547.00	18,547.33	-0.33	222,564.00	222,568.00	-4.00	222,568.00
Gross Profit	18,547.00	18,547.33	-0.33	222,564.00	222,568.00	-4.00	222,568.00
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	549.73	670.70	-120.97	6,151.96	8,719.00	-2,567.04	8,719.00
5030-00 · P/R - Health Insurance Expense	404.30	317.70	86.60	5,519.12	5,013.00	506.12	5,013.00
5040-00 · P/R - Workmans Comp	0.00	166.66	-166.66	310.47	2,000.00	-1,689.53	2,000.00
5060-00 · 401 (k)	286.82	309.20	-22.38	3,214.60	4,020.00	-805.40	4,020.00
5070-00 · Other Benefits and Expenses	6.78	57.50	-50.72	95.03	690.00	-594.97	690.00
5000-00 · Salaries & Wages - Other	9,153.18	6,599.40	2,553.78	84,502.73	85,792.00	-1,289.27	85,792.00
Total 5000-00 · Salaries & Wages	10,400.81	8,121.16	2,279.65	99,793.91	106,234.00	-6,440.09	106,234.00
5100-00 · Rent							
5110-00 · Utilities	21.59	125.00	-103.41	336.88	1,500.00	-1,163.12	1,500.00
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	543.81	480.00	63.81	480.00
5150-00 · Office - Cleaning	47.70	50.16	-2.46	453.89	602.00	-148.11	602.00
5100-00 · Rent - Other	413.06	585.58	-172.52	4,393.49	7,027.00	-2,633.51	7,027.00
Total 5100-00 · Rent	482.35	800.74	-318.39	5,728.07	9,609.00	-3,880.93	9,609.00
5310-00 · Telephone							
5320-00 · Telephone	186.45	250.00	-63.55	2,314.30	3,200.00	-885.70	3,200.00
Total 5310-00 · Telephone	186.45	250.00	-63.55	2,314.30	3,200.00	-885.70	3,200.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	50.00	0.00	50.00	0.00
5420-00 · Mail - USPS - Other	0.00	0.00	0.00	140.96	50.00	90.96	50.00
Total 5420-00 · Mail - USPS	0.00	0.00	0.00	190.96	50.00	140.96	50.00
5510-00 · Insurance/Bonding	7.93	25.00	-17.07	206.77	300.00	-93.23	300.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	136.74	0.00	136.74	0.00
5520-00 · Supplies - Other	11.80	25.00	-13.20	154.38	300.00	-145.62	300.00
Total 5520-00 · Supplies	11.80	25.00	-13.20	291.12	300.00	-8.88	300.00
5610-00 · Depreciation	6.72	34.50	-27.78	97.12	414.00	-316.88	414.00
5700-00 · Equipment Support & Maintenance	40.42	55.00	-14.58	296.50	660.00	-363.50	660.00
5710-00 · Taxes, Licenses & Fees	0.00	31.00	-31.00	94.93	372.00	-277.07	372.00
5740-00 · Equipment Rental/Leasing	112.71	212.66	-99.95	1,321.06	2,552.00	-1,230.94	2,552.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	500.00	-500.00	500.00
5941-00 · Research & Planning	375.00	1,533.00	-1,158.00	6,166.55	40,000.00	-33,833.45	40,000.00
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	400.00	-400.00	400.00
8500-00 · Credit Card Fees	0.00	0.00	0.00	22.50	0.00	22.50	0.00
8700-00 · Automobile Expenses	46.97	115.00	-68.03	598.90	1,380.00	-781.10	1,380.00
8750-00 · Meals/Meetings	0.00	33.33	-33.33	395.63	400.00	-4.37	400.00
8810-00 · Dues & Subscriptions	2.25	0.00	2.25	13.50	0.00	13.50	0.00
Total Expense	11,673.41	11,236.39	437.02	117,531.82	166,371.00	-48,839.18	166,371.00
Net Ordinary Income	6,873.59	7,310.94	-437.35	105,032.18	56,197.00	48,835.18	56,197.00
Other Income/Expense							
Other Expense							
8990-00 · Allocated	7,859.88	4,683.00	3,176.88	54,476.81	56,196.00	-1,719.19	56,196.00
Total Other Expense	7,859.88	4,683.00	3,176.88	54,476.81	56,196.00	-1,719.19	56,196.00
Net Other Income	-7,859.88	-4,683.00	-3,176.88	-54,476.81	-56,196.00	1,719.19	-56,196.00
Net Income	-986.29	2,627.94	-3,614.23	50,555.37	1.00	50,554.37	1.00

North Lake Tahoe Resort Association Profit & Loss Budget Performance

60 - Membership

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	10,789.58	10,236.25	553.33	139,090.47	117,890.00	21,200.47	117,890.00
4201-00 · New Member Fees	225.00	333.33	-108.33	975.00	4,000.00	-3,025.00	4,000.00
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	9,235.07			9,235.07			
4250-05 · Sponsorships	3,250.00			3,250.00			
4250-01 · Community Awards - Other	5,894.93			15,430.00			
Total 4250-01 · Community Awards	18,380.00			27,915.07			
4250-02 · Tourism Summit	0.00	0.00	0.00	1,100.00	0.00	1,100.00	0.00
4250-03 · Summer/Winter Rec Luncheon	2,361.52			2,361.52			
4251-00 · Revenue-Tue AM Breakfast Club	855.00	800.00	55.00	6,989.42	9,600.00	-2,610.58	9,600.00
4250-00 · Revenues-Membership Activities - Other	-13,790.26	2,000.00	-15,790.26	6,025.74	70,050.00	-64,024.26	70,050.00
Total 4250-00 · Revenues-Membership Activities	7,806.26	2,800.00	5,006.26	44,391.75	79,650.00	-35,258.25	79,650.00
4252-00 · Revenue - Sponsorships	-2,950.00	1,500.00	-4,450.00	500.00	7,000.00	-6,500.00	7,000.00
Total Income	15,870.84	14,869.58	1,001.26	184,957.22	208,540.00	-23,582.78	208,540.00
Gross Profit	15,870.84	14,869.58	1,001.26	184,957.22	208,540.00	-23,582.78	208,540.00
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	-1,375.00	-1,375.00	0.00	-16,500.00	-16,500.00	0.00	-16,500.00
5020-00 · P/R - Tax Expense	457.84	574.70	-116.86	5,891.86	7,471.00	-1,579.14	7,471.00
5030-00 · P/R - Health Insurance Expense	1,796.22	1,324.70	471.52	9,583.07	17,397.00	-7,813.93	17,397.00
5040-00 · P/R - Workmans Comp	0.00	89.33	-89.33	362.26	1,072.00	-709.74	1,072.00
5060-00 · 401 (k)	315.54	49.80	265.74	1,485.86	648.00	837.86	648.00
5070-00 · Other Benefits and Expenses	11.89	87.91	-76.02	136.63	1,055.00	-918.37	1,055.00
5000-00 · Salaries & Wages - Other	7,596.44	6,226.90	1,369.54	67,271.45	80,951.00	-13,679.55	80,951.00
Total 5000-00 · Salaries & Wages	8,802.93	6,978.34	1,824.59	68,231.13	92,094.00	-23,862.87	92,094.00
5100-00 · Rent							
5110-00 · Utilities	37.80	62.50	-24.70	544.90	750.00	-205.10	750.00
5140-00 · Repairs & Maintenance	0.00	40.00	-40.00	563.97	480.00	83.97	480.00
5150-00 · Office - Cleaning	83.46	90.00	-6.54	794.21	1,080.00	-285.79	1,080.00
5100-00 · Rent - Other	802.86	589.91	212.95	8,568.61	7,079.00	1,489.61	7,079.00
Total 5100-00 · Rent	924.12	782.41	141.71	10,471.69	9,389.00	1,082.69	9,389.00
5310-00 · Telephone							
5320-00 · Telephone	276.85	225.00	51.85	2,847.26	2,700.00	147.26	2,700.00
Total 5310-00 · Telephone	276.85	225.00	51.85	2,847.26	2,700.00	147.26	2,700.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	400.00	0.00	400.00	0.00
5420-00 · Mail - USPS - Other	0.00	50.00	-50.00	590.96	600.00	-9.04	600.00
Total 5420-00 · Mail - USPS	0.00	50.00	-50.00	990.96	600.00	390.96	600.00
5510-00 · Insurance/Bonding	23.80	66.66	-42.86	620.40	800.00	-179.60	800.00
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0.00	0.00	0.00	621.22	0.00	621.22	0.00
5520-00 · Supplies - Other	86.25	108.33	-22.08	1,139.52	1,300.00	-160.48	1,300.00
Total 5520-00 · Supplies	86.25	108.33	-22.08	1,760.74	1,300.00	460.74	1,300.00
5610-00 · Depreciation	6.72	52.25	-45.53	109.50	627.00	-517.50	627.00
5700-00 · Equipment Support & Maintenance	70.74	47.08	23.66	1,243.47	565.00	678.47	565.00
5710-00 · Taxes, Licenses & Fees	0.00	41.66	-41.66	95.93	500.00	-404.07	500.00
5740-00 · Equipment Rental/Leasing	234.61	272.16	-37.55	2,858.58	3,266.00	-407.42	3,266.00
5800-00 · Training Seminars	0.00	0.00	0.00	892.11	3,000.00	-2,107.89	3,000.00
6423-00 · Membership Activities							
6432-00 · Membership - Newsletter	0.00	0.00	0.00	2,001.24	0.00	2,001.24	0.00
6434-00 · Community Awards Dinner	136.07	0.00	136.07	21,651.45	0.00	21,651.45	0.00
6436-00 · Membership - Wnt/Sum Rec Lunch	996.71			996.71	0.00	996.71	0.00
6437-00 · Tuesday Morning Breakfast Club	594.00	708.33	-114.33	6,088.50	8,500.00	-2,411.50	8,500.00
6441-00 · Membership - Miscellaneous Exp	15.54	0.00	15.54	52.59	0.00	52.59	0.00
6442-00 · Public Relations/Website	0.00	0.00	0.00	81.00	0.00	81.00	0.00
6443-00 · Membership - Bridal Faire	0.00	0.00	0.00	75.63	0.00	75.63	0.00
6444-00 · Trades	0.00			1,190.00			
6423-00 · Membership Activities - Other	285.16	2,213.00	-1,927.84	7,335.24	35,000.00	-27,664.76	35,000.00
Total 6423-00 · Membership Activities	2,027.48	2,921.33	-893.85	39,472.36	43,500.00	-4,027.64	43,500.00
6490-00 · Classified Ads	0.00	0.00	0.00	225.00	0.00	225.00	0.00
8200-00 · Associate Relations	0.00	0.00	0.00	0.00	450.00	-450.00	450.00
8500-00 · Credit Card Fees	191.18	210.00	-18.82	3,460.49	3,520.00	-59.51	3,520.00
8700-00 · Automobile Expenses	96.10	62.50	33.60	907.22	750.00	157.22	750.00
8750-00 · Meals/Meetings	0.00	41.66	-41.66	310.04	500.00	-189.96	500.00
8810-00 · Dues & Subscriptions	5.99	83.33	-77.34	1,945.94	1,000.00	945.94	1,000.00
8920-00 · Bad Debt	1,131.75	0.00	1,131.75	23,598.00	0.00	23,598.00	0.00
Total Expense	13,878.52	11,942.71	1,935.81	160,040.82	164,561.00	-4,520.18	164,561.00
Net Ordinary Income	1,992.32	2,926.87	-934.55	24,916.40	43,979.00	-19,062.60	43,979.00
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,337.68	3,665.00	1,672.68	43,478.83	43,980.00	-501.17	43,980.00
Total Other Expense	5,337.68	3,665.00	1,672.68	43,478.83	43,980.00	-501.17	43,980.00

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

60 - Membership

	<u>Jun 17</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '16 - Jun 17</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Net Other Income	-5,337.68	-3,665.00	-1,672.68	-43,478.83	-43,980.00	501.17	-43,980.00
Net Income	<u>-3,345.36</u>	<u>-738.13</u>	<u>-2,607.23</u>	<u>-18,562.43</u>	<u>-1.00</u>	<u>-18,561.43</u>	<u>-1.00</u>

Pre - Audit Draft

North Lake Tahoe Resort Association
Profit & Loss Budget Performance

70 - Administration

	Jun 17	Budget	\$ Over Budget	Jul '16 - Jun 17	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,022.22	1,753.20	269.02	21,137.47	22,792.00	-1,654.53	22,792.00
5030-00 · P/R - Health Insurance Expense	1,697.50	3,201.60	-1,504.10	17,477.13	40,920.00	-23,442.87	40,920.00
5040-00 · P/R - Workmans Comp	0.00	400.66	-400.66	1,086.50	4,808.00	-3,721.50	4,808.00
5060-00 · 401 (k)	988.04	699.10	288.94	4,248.31	9,089.00	-4,840.69	9,089.00
5070-00 · Other Benefits and Expenses	96.95	93.41	3.54	743.69	1,121.00	-377.31	1,121.00
5000-00 · Salaries & Wages - Other	33,471.42	23,642.90	9,828.52	287,153.83	307,359.00	-20,205.17	307,359.00
Total 5000-00 · Salaries & Wages	38,276.13	29,790.87	8,485.26	331,846.93	386,089.00	-54,242.07	386,089.00
5100-00 · Rent							
5110-00 · Utilities	80.99	200.00	-119.01	1,226.11	2,400.00	-1,173.89	2,400.00
5140-00 · Repairs & Maintenance	0.00	200.00	-200.00	3,770.48	2,400.00	1,370.48	2,400.00
5150-00 · Office - Cleaning	178.83	252.00	-73.17	1,824.25	3,024.00	-1,199.75	3,024.00
5100-00 · Rent - Other	1,822.01	1,915.08	-93.07	19,799.63	22,981.00	-3,181.37	22,981.00
Total 5100-00 · Rent	2,081.83	2,567.08	-485.25	26,620.47	30,805.00	-4,184.53	30,805.00
5310-00 · Telephone							
5320-00 · Telephone	706.75	716.66	-9.91	8,739.18	8,600.00	139.18	8,600.00
Total 5310-00 · Telephone	706.75	716.66	-9.91	8,739.18	8,600.00	139.18	8,600.00
5420-00 · Mail - USPS							
5470-00 · Mail - UPS	0.00	0.00	0.00	250.00	0.00	250.00	0.00
5480-00 · Mail - Fed Ex	0.00			24.02			
5420-00 · Mail - USPS - Other	294.58	58.33	236.25	776.98	700.00	76.98	700.00
Total 5420-00 · Mail - USPS	294.58	58.33	236.25	1,051.00	700.00	351.00	700.00
5510-00 · Insurance/Bonding	58.17	141.66	-83.49	1,516.50	1,700.00	-183.50	1,700.00
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	985.00	0.00	985.00	1,873.29	0.00	1,873.29	0.00
5520-00 · Supplies - Other	678.57	583.33	95.24	5,232.53	7,000.00	-1,767.47	7,000.00
Total 5520-00 · Supplies	1,663.57	583.33	1,080.24	7,105.82	7,000.00	105.82	7,000.00
5610-00 · Depreciation	52.10	163.25	-111.15	748.85	1,959.00	-1,210.15	1,959.00
5700-00 · Equipment Support & Maintenance	386.48	310.66	75.82	5,732.94	3,728.00	2,004.94	3,728.00
5710-00 · Taxes, Licenses & Fees	582.57	666.66	-84.09	8,243.90	8,000.00	243.90	8,000.00
5740-00 · Equipment Rental/Leasing	173.54	208.33	-34.79	1,874.56	2,500.00	-625.44	2,500.00
5800-00 · Training Seminars	0.00	0.00	0.00	2,199.00	1,500.00	699.00	1,500.00
5810-00 · Public Outreach	0.00	0.00	0.00	0.00	180.00	-180.00	180.00
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	400.00	0.00	400.00	3,978.19	0.00	3,978.19	0.00
5920-00 · Professional Fees - Accountant	0.00	0.00	0.00	35,862.00	0.00	35,862.00	0.00
5921-00 · Professional Fees - Other	12,557.16			36,837.71			
5900-00 · Professional Fees - Other	0.00	0.00	0.00	1,250.00	21,000.00	-19,750.00	21,000.00
Total 5900-00 · Professional Fees	12,957.16	0.00	12,957.16	77,927.90	21,000.00	56,927.90	21,000.00
6420-00 · Events							
6421-00 · New Event Development	0.00	0.00	0.00	50.00	0.00	50.00	0.00
Total 6420-00 · Events	0.00	0.00	0.00	50.00	0.00	50.00	0.00
6423-00 · Membership Activities	0.00			33.65			
6490-00 · Classified Ads	0.00	0.00	0.00	0.00	750.00	-750.00	750.00
8200-00 · Associate Relations	858.17	150.00	708.17	3,604.84	2,200.00	1,404.84	2,200.00
8300-00 · Board Functions	849.43	450.00	399.43	2,612.86	4,600.00	-1,987.14	4,600.00
8500-00 · Credit Card Fees	45.00	0.00	45.00	384.05	0.00	384.05	0.00
8700-00 · Automobile Expenses	54.36	83.33	-28.97	295.38	1,000.00	-704.62	1,000.00
8750-00 · Meals/Meetings	97.22	400.00	-302.78	520.31	1,350.00	-829.69	1,350.00
8810-00 · Dues & Subscriptions	170.49	0.00	170.49	1,989.62	1,600.00	389.62	1,600.00
8910-00 · Travel	0.00	0.00	0.00	0.00	3,400.00	-3,400.00	3,400.00
Total Expense	59,307.55	36,290.16	23,017.39	483,097.76	488,661.00	-5,563.24	488,661.00
Net Ordinary Income	-59,307.55	-36,290.16	-23,017.39	-483,097.76	-488,661.00	5,563.24	-488,661.00
Other Income/Expense							
Other Expense							
Balancing Adjustments	0.00	0.00	0.00	0.08	0.00	0.08	0.00
8990-00 · Allocated	-59,307.55	-36,291.00	-23,016.55	-483,097.84	-488,662.00	5,564.16	-488,662.00
Total Other Expense	-59,307.55	-36,291.00	-23,016.55	-483,097.76	-488,662.00	5,564.24	-488,662.00
Net Other Income	59,307.55	36,291.00	23,016.55	483,097.76	488,662.00	-5,564.24	488,662.00
Net Income	0.00	0.84	-0.84	0.00	1.00	-1.00	1.00

KEY METRICS FOR June 30, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2017)					
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013-14	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885
2014-15	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302
2015-16	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950
2016-17	\$ 5,500,363	\$ 3,338,071	\$ 5,937,420	\$ 941,109	\$ 15,716,963

Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Jun'17)					
Referrals -	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:					
Walk In/Events	48,338	44,850	45,413	50,044	10.20%
Phone/Email	2,903	2,560	2,857	3,626	26.92%
Kings Beach (Walk In Only)	10,093	6,211	8,523	3,825	-55.12%
Totals	61,334	53,621	56,793	57,495	1.24%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Unemployment Rates				
	June 2014	July 2015	Aug 2016	June 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.7%
Placer County (367,309)	6.0%	5.2%	4.7%	4.2%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.9%
Kings Beach (3,893)	6.0%	6.8%	6.1%	6.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	5.3%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	4.8%

Destimetrics Reservations Activity	FYTD 15/16	FYTD 16/17	Change
Occupancy	55.3%	56.0%	1.2%
ADR (Average Daily Rate)	\$ 284	\$ 302	6.3%
RevPAR (Rev per Available Room)	\$ 157	\$ 169	7.6%
Occupancy 1 Mth Forecast	65.1%	63.1%	-3.0%
ADR 1 Mth Forecast	\$ 374	\$ 418	11.8%
RevPAR 1 Mth Forecast	\$ 243	\$ 264	8.4%
Occupancy (prior 6 months)	46.6%	50.2%	7.7%
ADR (prior 6 months)	\$ 278	\$ 282	1.5%
RevPAR (prior 6 months)	\$ 130	\$ 142	9.3%
Occupancy (next 6 months)	32.1%	28.7%	-10.6%
ADR (next 6 months)	\$ 312	\$ 365	16.9%
RevPAR (next 6 months)	\$ 100	\$ 105	4.5%

Infrastructure Fund Balances Held by Placer County as of 3/31/17 (Reported Quarterly)	Total Chamber Membership
	June 2013 465
FY 2015-16 Contract \$ 4,260,134	June 2014 457
FY 2016-17 Contract 3,590,801	June 2015 474
Total Fund Balances \$ 7,850,935	June 2016 508
	June 2017 424

Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 06/30/2017			
	2015-16	2016-17	YOY % Change
FORWARD LOOKING (2015/16)	Actuals	Forecasted	
Total Revenue Booked	\$ 3,695,221	\$ 3,617,429	-2.11%
Forecasted Commission for this Revenue	198,020	114,087	-42.39%
Number of Room Nights	19,253	20,312	5.50%
Number of Tentative Bookings	79	71	-10.13%

CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%

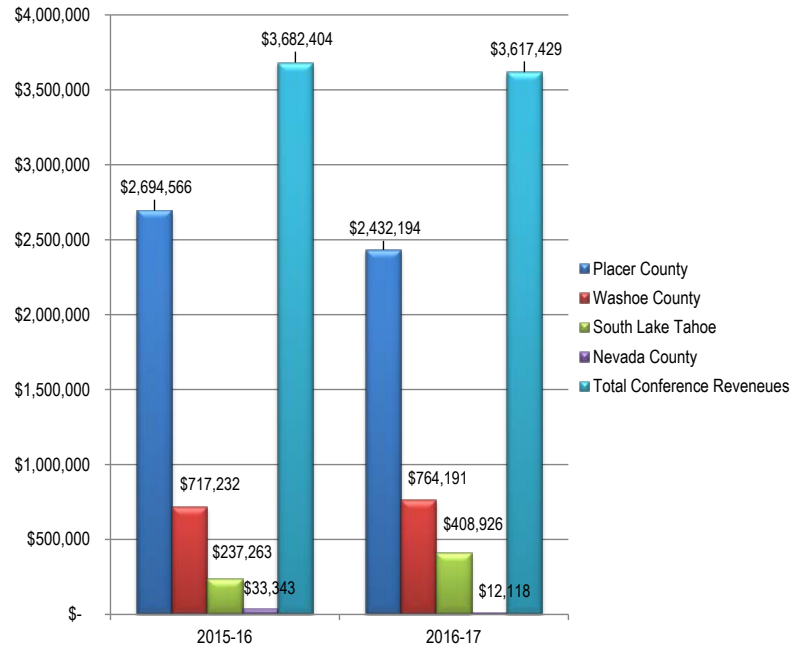
Conference Revenue And Percentage by County:					
	15-16	16-17			
Placer	73%	67%	\$ 2,694,566	\$ 2,432,194	-9.74%
Washoe	19%	21%	\$ 717,232	\$ 764,191	6.55%
South Lake	6%	11%	\$ 237,263	\$ 408,926	72.35%
Nevada	1%	0%	\$ 33,343	\$ 12,118	-63.66%
Total Conference Revenue	100%	100%	\$ 3,682,404	\$ 3,617,429	-1.76%

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



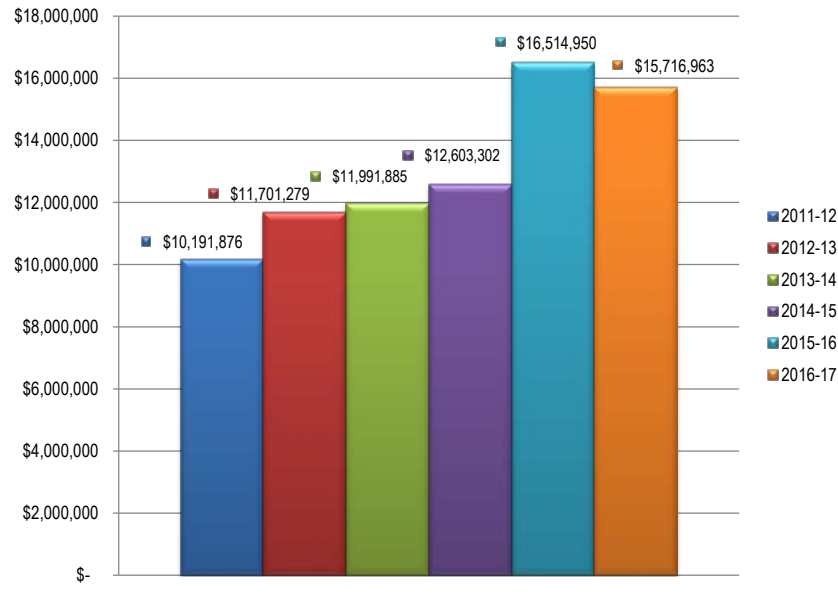
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Conference Revenue Statistics & Revenue Share by County

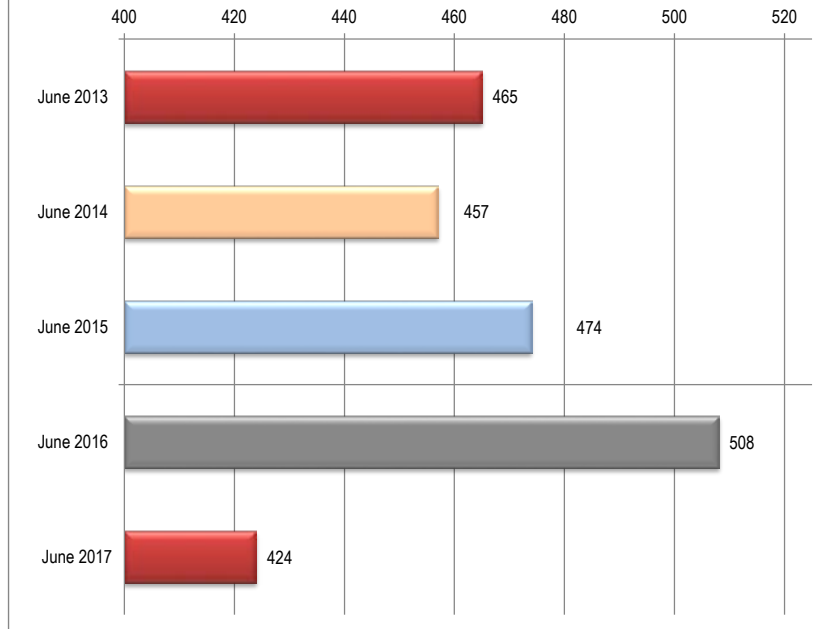


Conference Revenue Statistics Comparison FYTD 15/16 vs. FYTD 16/17 at 06/30/2017			
	2015-16	2016-17	YOY % Change
FORWARD LOOKING (2015/16)			
	Actuals	Forecasted	
Total Revenue Booked	\$ 3,695,221	\$ 3,617,429	-2.11%
Forecasted Commission for this Revenue	198,020	114,087	-42.39%
Number of Room Nights	19,253	20,312	5.50%
Number of Tentative Bookings	79	71	-10.13%
CURRENT			
NLT - Annual Revenue Goal	\$ 2,800,000	\$ 2,800,000	0.00%
Annual Commission Goal	\$ 175,000	\$ 135,000	-22.86%
Conference Revenue And Percentage by County:			
Placer	\$ 2,694,566	\$ 2,432,194	-9.74%
Washoe	\$ 717,232	\$ 764,191	6.55%
South Lake	\$ 237,263	\$ 408,926	72.35%
Nevada	\$ 33,343	\$ 12,118	-63.66%
Total Conference Revenue	\$ 3,682,404	\$ 3,617,429	-1.76%

5-Year Annual TOT Collections (Fiscal Year Basis)



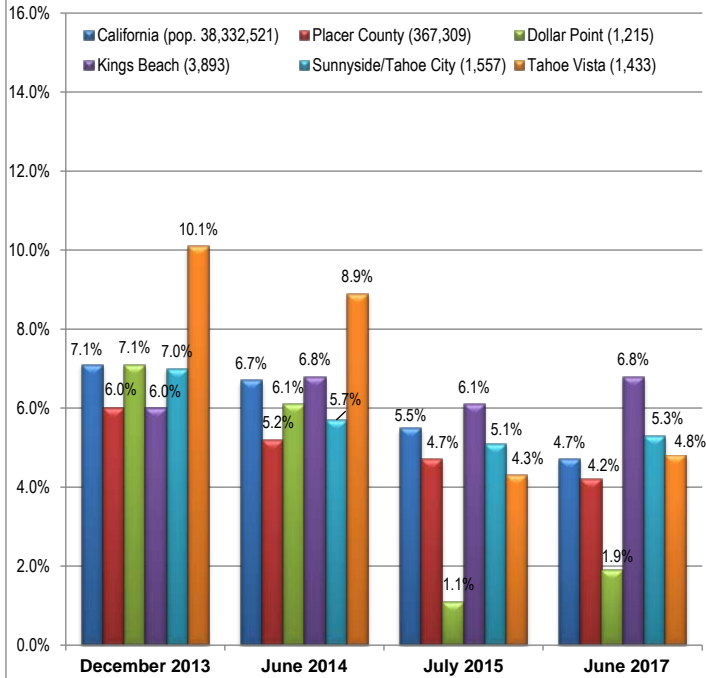
Chamber Membership (# of Members)



Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2017)					
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013-14	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885
2014-15	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302
2015-16	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950
2016-17	\$ 5,500,363	\$ 3,338,071	\$ 5,937,420	\$ 941,109	\$ 15,716,963

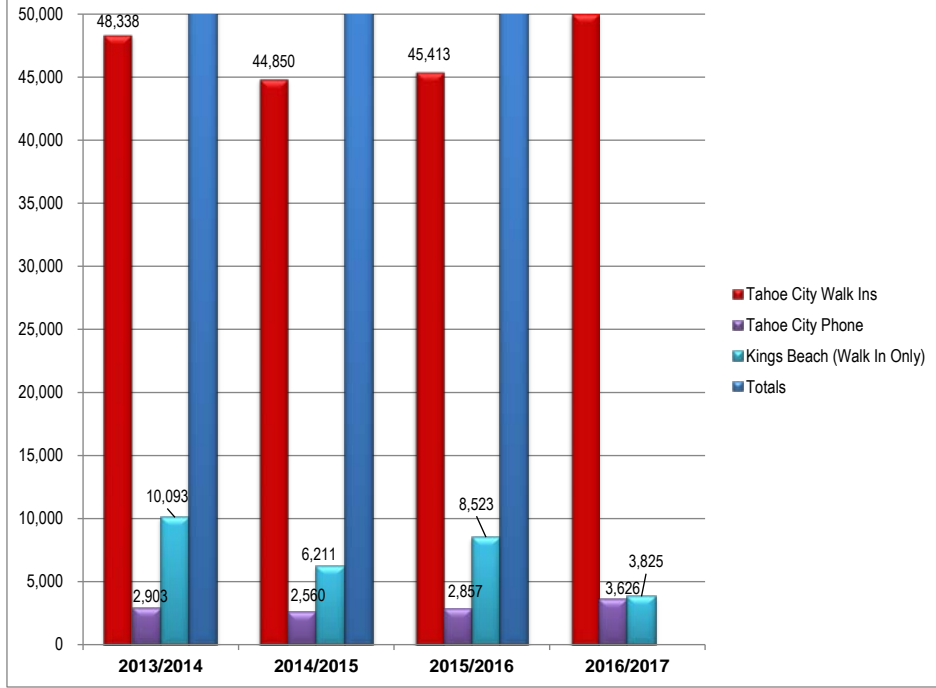
Chamber Of Commerce Total Membership	
June 2013	465
June 2014	457
June 2015	474
June 2016	508
June 2017	424

Unemployment Rates by Region



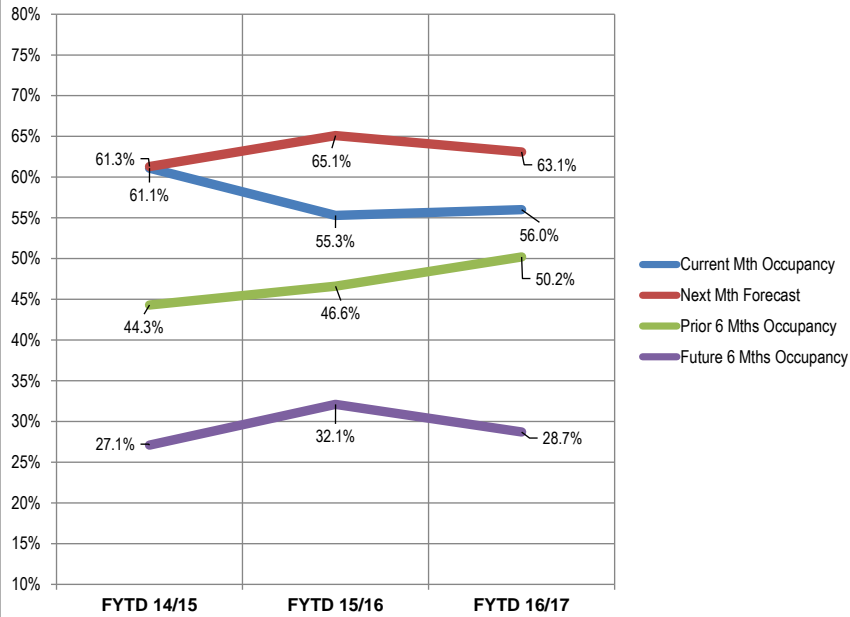
Unemployment Rates	December 2013	June 2014	July 2015	June 2017
California	7.1%	6.7%	5.5%	4.7%
Placer County	6.0%	5.2%	4.7%	4.2%
Dollar Point	7.1%	6.1%	1.1%	1.9%
Kings Beach	6.0%	6.8%	6.1%	6.8%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	5.3%
Tahoe Vista	10.1%	8.9%	4.3%	4.8%

Visitor Information - FYTD YOY



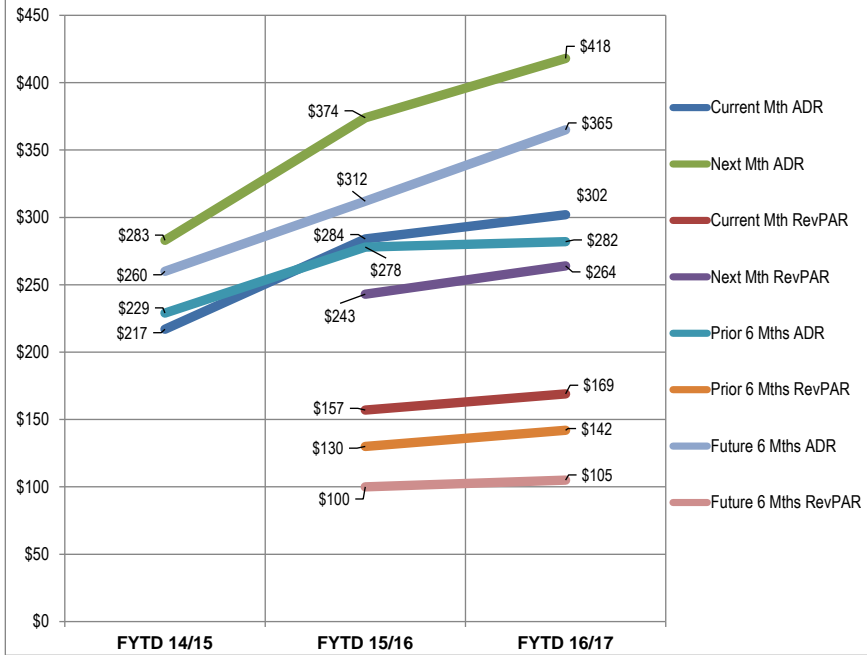
Visitor Information Comparative Statistics For Fiscal YTD 2013 - 2017 (thru Jun'17)					
Referrals -	2013/2014	2014/2015	2015/2016	2016/2017	YOY % Change
Tahoe City:	Annual Totals	Annual Totals	Annual Totals	Annual Totals	
Walk In	48,338	44,850	45,413	50,044	10.20%
Phone	2,903	2,560	2,857	3,626	26.92%
Kings Beach (Walk In Only, Jun-Sep)	10,093	6,211	8,523	3,825	-55.12%
Totals	61,334	53,621	56,793	57,495	1.24%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-O-Y Change
Occupancy	61.1%	55.3%	56.0%	1.2%
Occupancy 1 Mth Forecast	61.3%	65.1%	63.1%	-3.0%
Occupancy (prior 6 months)	44.3%	46.6%	50.2%	7.7%
Occupancy (next 6 months)	27.1%	32.1%	28.7%	-10.6%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 15/16	FYTD 16/17	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$284	\$302	6.3%
RevPAR (Rev per Available Room)	\$157	\$157	\$169	7.6%
ADR 1 Mth Forecast	\$283	\$374	\$418	11.8%
RevPAR 1 Mth Forecast	\$243	\$243	\$264	8.4%
ADR (prior 6 months)	\$229	\$278	\$282	1.5%
RevPAR (prior 6 months)	\$130	\$130	\$142	9.3%
ADR (next 6 months)	\$260	\$312	\$365	16.9%
RevPAR (next 6 months)	\$100	\$100	\$105	4.5%



Finance Staff Report

Date: 9/1/17

TO: NLTRA Finance Committee

FROM: Al Priester, Director of Finance and Human Resources

RE: July 2017 Financial Statements

The June 2017 Financials in the Finance Committee packet for the September 1, 2017 meeting are being presented as **pre-audit drafts** and include: a detailed Comparative Balance Sheet with A/R and A/P Aging's, a Membership A/R Aging, a Comparative Current Month Profit & Loss, and a Current Month Profit & Loss by Class. No Budget vs Actuals reports are provided as the July detail budget is still under reconciliation with the one month county contract.

Important points to note at July 31, 2017 are:

- Total Cash on Hand of \$1,207,129 remains very strong and compares to prior month Cash on Hand of \$1,055,938 but higher than prior year Cash on Hand of \$771,750.
- Resort Association (RA) A/R increased 96% over prior month to \$46,097 primarily due to hotel invoicing of \$22,083 in the current month, while A/R over 90 days delinquent increased \$1,962 to \$10,496 from the prior month's \$8,534. These are hotel property invoices deemed collectible with no reserve being established.
- Membership A/R declined 27% from \$25,435 to \$18,550. Over 120 days delinquent decreased from \$9,590 to \$8,255 MOM. We expect to collect 75% of this amount and are adequately reserved for non-collectible.
- A/P are at \$417,343 which includes a \$250,000 payment due to Spartan Race Inc. and \$63,250 due to NLTMC. Both of these were paid in the first week of August.
- Acct 2800-Suspense has a balance of \$727 which is an incorrect deposit to NLTRA that should have been made to NLTMC. This will be a Client AJE in the fiscal 16-17 Audit process.
- Acct 5900 Professional Fees – Other of \$5,938 are for Executive Search costs.
- Monthly profit of \$7,427 translates to expenditures under budget for the month.
- The Profit and Loss by Class is useful in gauging where each Department is in relation to their budget. Marketing and Membership are over budget for the month while all others are under budget.
- Membership has a month loss of \$2,299 after Administrative overhead.

Action requested: No Action requested due to these financials being pre-audit drafts.

North Lake Tahoe Resort Association

Balance Sheet

As of July 31, 2017

	Jul 31, 17	Jul 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	202.57	1,000.00	-797.43	-79.7%
1003-00 · Cash - Operations BOTW #6712	923,444.75	576,783.64	346,661.11	60.1%
1007-00 · Cash - Payroll BOTW #7421	3,760.08	378.28	3,381.80	894.0%
1008-00 · Marketing Reserve - Plumas	50,099.55	50,024.46	75.09	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,265.55	100,065.23	200.32	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	99,268.53	13,144.02	86,124.51	655.2%
10950 · Cash in Drawer	507.09	773.10	-266.01	-34.4%
Total Checking/Savings	1,207,129.68	771,750.29	435,379.39	56.4%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	46,096.87	103,225.83	-57,128.96	-55.3%
1290-00 · A/R - TOT	0.00	-23,940.82	23,940.82	100.0%
Total Accounts Receivable	46,096.87	79,285.01	-33,188.14	-41.9%
Other Current Assets				
1200-99 · AR Other	1,598.66	3,247.25	-1,648.59	-50.8%
12000 · Undeposited Funds	25.72	1,600.32	-1,574.60	-98.4%
1201-00 · WebLink Accounts Receivable	18,550.00	46,405.00	-27,855.00	-60.0%
1201-02 · Allowance for Doubtful Accounts	-3,246.00	-15,956.50	12,710.50	79.7%
12100 · Inventory Asset	29,305.77	31,918.88	-2,613.11	-8.2%
1299 · Receivable from NLTMC	0.00	6,803.02	-6,803.02	-100.0%
1490-00 · Security Deposits	50.00	50.00	0.00	0.0%
Total Other Current Assets	46,284.15	74,067.97	-27,783.82	-37.5%
Total Current Assets	1,299,510.70	925,103.27	374,407.43	40.5%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,767.95	0.00	0.0%
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00	0.0%
1741-00 · Accum. Depr. - Computer Equip	-43,092.77	-42,285.29	-807.48	-1.9%
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09	14.5%
1751-00 · Accum. Amort. - Software	-35,416.63	-33,932.32	-1,484.31	-4.4%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,284.08	-24,084.04	-200.04	-0.8%
Total Fixed Assets	5,336.57	2,742.31	2,594.26	94.6%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	2,379.74	2,546.40	-166.66	-6.5%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	11,721.58	3,892.69	7,828.89	201.1%
Total 1400-00 · Prepaid Expenses	15,101.32	7,439.09	7,662.23	103.0%
Total Other Assets	15,101.32	7,439.09	7,662.23	103.0%
TOTAL ASSETS	1,319,948.59	935,284.67	384,663.92	41.1%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	417,343.27	98,315.59	319,027.68	324.5%
2001-00 · Credit Card Payable	0.00	10,000.00	-10,000.00	-100.0%
Total Accounts Payable	417,343.27	108,315.59	309,027.68	285.3%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	994.12	-994.12	-100.0%
2080-02 · MC_4222_Jason	822.66	340.00	482.66	142.0%
2080-03 · MC_5950_Judy	0.00	70.00	-70.00	-100.0%
2080-04 · MC_5968_Ronald	0.00	144.82	-144.82	-100.0%
2080-06 · MC_5288_Emily	748.86	556.75	192.11	34.5%
2080-07 · MC_6850_Ginger	0.00	450.43	-450.43	-100.0%
2080-08 · MC_5755_John	0.00	360.11	-360.11	-100.0%
2080-09 · MC_0319_Sarah	969.18	0.00	969.18	100.0%
2080-10 · MC_9495_AI	3,605.25	1,745.71	1,859.54	106.5%
2080-11 · MC_3978_Amber	1,765.25	0.00	1,765.25	100.0%
2080-12 · MC_3960_Natalie	465.18	0.00	465.18	100.0%
Total 2080-00 · Bank of the West - Master Cards	8,376.38	4,661.94	3,714.44	79.7%

North Lake Tahoe Resort Association
Balance Sheet
As of July 31, 2017

	Jul 31, 17	Jul 31, 16	\$ Change	% Change
Total Credit Cards	8,376.38	4,661.94	3,714.44	79.7%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	41,052.17	35,719.15	5,333.02	14.9%
2101-00 · Incentive Payable	42,413.20	18,029.36	24,383.84	135.3%
2102-00 · Commissions Payable	11,612.98	9,662.74	1,950.24	20.2%
2120-00 · Empl. Federal Tax Payable	3,284.18	2,888.75	395.43	13.7%
2175-00 · 401 (k) Plan	1,642.08	1,104.44	537.64	48.7%
2180-00 · Estimated PTO Liability	60,648.50	60,648.50	0.00	0.0%
24100 · Wage Garnishment Payable	0.00	1,370.82	-1,370.82	-100.0%
Total 21000 · Salaries/Wages/Payroll Liabilit	160,653.11	129,423.76	31,229.35	24.1%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	3,214.65	2,498.57	716.08	28.7%
2190-00 · Sales and Use Tax Payable - Other	0.00	149.00	-149.00	-100.0%
Total 2190-00 · Sales and Use Tax Payable	3,214.65	2,647.57	567.08	21.4%
2250-00 · Accrued Expenses	208.18	20,000.31	-19,792.13	-99.0%
2400-60 · Deferred Revenue- Member Dues	62,224.17	66,317.51	-4,093.34	-6.2%
2651-00 · Deferred Rev - Conference	10,083.33	-825.00	10,908.33	1,322.2%
2800-00 · Suspense	727.04	-152.00	879.04	578.3%
2900-00 · Due To/From County of Placer	64.81	0.00	64.81	100.0%
Total Other Current Liabilities	237,175.29	217,412.15	19,763.14	9.1%
Total Current Liabilities	662,894.94	330,389.68	332,505.26	100.6%
Total Liabilities	662,894.94	330,389.68	332,505.26	100.6%
Equity				
32000 · Unrestricted Net Assets	245,003.31	29,217.09	215,786.22	738.6%
3300-11 · Designated Marketing Reserve	254,324.57	254,324.57	0.00	0.0%
3301 · Cash Flow Reserve	100,217.32	100,017.00	200.32	0.2%
3302 · Marketing Cash Reserve	50,081.46	50,006.37	75.09	0.2%
Net Income	7,426.99	171,329.96	-163,902.97	-95.7%
Total Equity	657,053.65	604,894.99	52,158.66	8.6%
TOTAL LIABILITIES & EQUITY	1,319,948.59	935,284.67	384,663.92	41.1%

North Lake Tahoe Resort Association
A/R Aging Summary
As of July 31, 2017

	Current	1 - 30	31 - 60	61 - 90	91 - 120	> 120	TOTAL
County of Placer	0.00	0.00	-5.00	0.00	0.00	0.00	-5.00
Destination Tahoe Meetings & Events	0.00	550.00	0.00	0.00	0.00	0.00	550.00
DSC (Destination Services Corporation)	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Event Specialists	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Granlibakken Resort	0.00	0.00	1,180.00	0.00	0.00	0.00	1,180.00
Hampton Inn & Suites	0.00	550.00	0.00	0.00	1,476.15	0.00	2,026.15
Hard Rock Hotel & Casino Lake Tahoe	0.00	0.00	0.01	0.00	0.00	429.30	429.31
Harrah's/Harveys Casino	0.00	550.00	0.00	0.00	0.00	161.50	711.50
Hotel Becket	0.00	550.00	0.00	0.00	59.95	818.55	1,428.50
Hotel Truckee - Tahoe	0.00	550.00	0.00	0.00	0.00	0.00	550.00
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	0.00	90.80	90.80
IVCB Visitors Bureau	0.00	0.00	2,000.00	0.00	0.00	0.00	2,000.00
Lake Tahoe Resort Hotel	0.00	0.00	53.85	0.00	0.00	1,232.70	1,286.55
MontBleu	0.00	0.00	155.25	0.00	0.00	0.00	155.25
North Tahoe Cruises Tahoe Gal	1,000.00	0.00	0.00	0.00	0.00	0.00	1,000.00
North Tahoe Paddle	0.00	400.00	0.00	0.00	0.00	0.00	400.00
Northstar California	10,715.80	0.00	0.00	541.20	0.00	2,833.83	14,090.83
Ritz-Carlton Lake Tahoe	0.00	0.00	3,492.40	0.00	0.00	1,278.65	4,771.05
Squaw Valley Lodge Granite Peak Mgmt	0.00	0.00	0.00	0.00	0.00	1,837.40	1,837.40
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Inn	0.00	0.00	0.00	0.00	0.00	0.01	0.01
Tahoe City Kayak	0.00	450.00	0.00	0.00	0.00	0.00	450.00
Tahoe Mountain Resorts Lodging	0.00	550.00	0.00	0.00	0.00	89.50	639.50
Tahoe Sailing Charters	0.00	300.00	0.00	0.00	0.00	0.00	300.00
Tahoe Tree Top Adventures	800.00	0.00	0.00	0.00	0.00	0.00	800.00
The Ridge Tahoe	0.00	550.00	0.00	0.00	0.00	0.00	550.00
The Village at Squaw Valley	8,967.28	0.00	0.00	0.00	0.00	0.00	8,967.28
West Shore Sports	600.00	0.00	0.00	0.00	0.00	0.00	600.00
TOTAL	22,083.08	6,100.00	6,876.51	541.20	1,536.10	8,959.98	46,096.87

Accounts Receivable Summary

Invoices With Apply Dates Through July 31, 2017

Aged as of Monday, July 31, 2017

<u>Revenue Item</u>	(Double click to drill down)	<u>Not Yet Due</u>	<u>Current</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>121+</u>	<u>Total</u>
Activities		0.00	0.00	0.00	0.00	710.00	0.00	710.00
Dues		145.00	3,930.00	2,125.00	0.00	2,785.00	8,180.00	17,165.00
Email Blast		0.00	0.00	225.00	0.00	0.00	0.00	225.00
New Member Fees		0.00	0.00	75.00	0.00	0.00	75.00	150.00
Sponsorships		0.00	0.00	0.00	0.00	300.00	0.00	300.00
Total Open Invoices		145.00	3,930.00	2,425.00	0.00	3,795.00	8,255.00	18,550.00

**Unapplied Payments With Payment
Dates Prior to and Including
07/31/2017**

Pre-Payments: Payments Made Prior to 07/31/2017 on Invoices With Apply Dates After 07/31/2017

Total Pre-Payments

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

18,550.00

North Lake Tahoe Resort Association

A/P Aging Summary

As of July 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Al Priester	28.32	0.00	0.00	0.00	0.00	28.32
Alpen Sierra Coffee Roasting Company, Inc	86.50	0.00	0.00	0.00	0.00	86.50
Alpine Lock & Key, Inc.	0.00	144.70	0.00	0.00	0.00	144.70
Amber Burke	175.07	0.00	0.00	0.00	0.00	175.07
Andy Chapman	5,937.50	0.00	0.00	0.00	0.00	5,937.50
Anne-Karin Atwood*	25.00	0.00	0.00	0.00	0.00	25.00
Annie's Cleaning Service	675.00	0.00	0.00	0.00	0.00	675.00
AT & T*	455.86	0.00	0.00	0.00	0.00	455.86
Augustineldeas	0.00	8,477.18	0.00	0.00	0.00	8,477.18
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Barb Kallestad	24.00	0.00	0.00	0.00	0.00	24.00
Big Water Studios	0.00	1,387.50	0.00	0.00	0.00	1,387.50
Bob Sweigert*	17.12	0.00	0.00	0.00	0.00	17.12
Chris Werfel	17.12	0.00	0.00	0.00	0.00	17.12
Cintas Corporation #623	134.82	0.00	0.00	0.00	0.00	134.82
CoPower	0.00	139.00	0.00	0.00	0.00	139.00
Crystal Range Associates	38.67	0.00	0.00	0.00	0.00	38.67
Dawn Baffone*	22.68	0.00	0.00	0.00	0.00	22.68
Employers Assurance Co.	0.00	1,159.70	0.00	0.00	0.00	1,159.70
Fallon Multimedia*	0.00	0.00	500.00	0.00	0.00	500.00
Geo-Tourism Specialties	971.23	0.00	0.00	0.00	0.00	971.23
Houston Magnani & Assoc, Inc.	0.00	750.00	0.00	0.00	0.00	750.00
Independent Technologies	2,040.00	0.00	0.00	0.00	0.00	2,040.00
IVCB Visitors Bureau*	0.00	375.37	0.00	0.00	0.00	375.37
Jason Neary	108.45	0.00	0.00	0.00	0.00	108.45
Julia Clair	0.00	150.00	0.00	0.00	0.00	150.00
Kahn Investment Company	0.00	0.00	1,424.63	0.00	0.00	1,424.63
Karen Colbert	100.00	0.00	0.00	0.00	0.00	100.00
Kym Fabel	43.19	0.00	0.00	0.00	0.00	43.19
Lake Tahoe Music Festival	0.00	931.52	0.00	0.00	0.00	931.52
Lauren Bobowski	0.00	75.00	0.00	0.00	0.00	75.00
Lauren Sully	236.94	0.00	0.00	0.00	0.00	236.94
LexiConn Internet Services	25.00	0.00	0.00	0.00	0.00	25.00
Liberty Utilities*	600.51	0.00	0.00	0.00	0.00	600.51
Linda Williams*	8.56	0.00	0.00	0.00	0.00	8.56
Natalie Parrish*	58.42	0.00	0.00	0.00	0.00	58.42
North Lake Tahoe Marketing Co-op	0.00	63,250.00	0.00	0.00	0.00	63,250.00
PhotoShelter, Inc.	0.00	5,599.00	0.00	0.00	0.00	5,599.00
Porter Simon*	140.00	0.00	0.00	0.00	0.00	140.00
Principal Financial Group	-376.13	744.30	187.64	0.00	-525.10	30.71
Richter7	0.00	4,500.00	0.00	0.00	0.00	4,500.00
Ricoh USA	1,108.22	19.53	0.00	0.00	0.00	1,127.75
Ron Treabess	74.60	0.00	0.00	0.00	0.00	74.60
Sarah Winters	72.62	0.00	0.00	0.00	0.00	72.62
Searchwide Minnesota, LLC	0.00	12,557.16	0.00	0.00	0.00	12,557.16
SF Notes Haus Maus	108.00	0.00	0.00	0.00	0.00	108.00
Sierra Essentials	0.00	496.23	0.00	0.00	0.00	496.23
Sierra Nevada Ad Partners	0.00	1,386.04	0.00	0.00	0.00	1,386.04
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Spartan Race, Inc.	0.00	250,000.00	0.00	0.00	0.00	250,000.00
Spectrum	0.00	-38.48	0.00	0.00	0.00	-38.48
Sprint	72.51	0.00	0.00	0.00	0.00	72.51
Summit Lacrosse Ventures, LLC.	0.00	1,050.00	0.00	0.00	0.00	1,050.00
Swigard's True Value Hardware, Inc.*	0.00	49.44	0.00	0.00	0.00	49.44
Tahoe Basics	332.00	-198.00	0.00	0.00	0.00	134.00
Tahoe City Downtown Association*	0.00	0.00	2,000.00	0.00	0.00	2,000.00
Tahoe City Public Utility District*	0.00	1,424.00	0.00	0.00	0.00	1,424.00
Tahoe House, Inc.*	0.00	52.95	0.00	0.00	0.00	52.95
Tahoe Truckee Sierra Disposal*	225.77	0.00	64.43	0.00	0.00	290.20
Tahoe Wild	233.00	0.00	0.00	0.00	0.00	233.00
The Store...Copies and More	0.00	0.00	468.00	0.00	0.00	468.00
Vail Resorts	0.00	40,000.00	0.00	0.00	0.00	40,000.00
Wholesale Resort Accessories, Inc.	329.00	0.00	0.00	0.00	21.50	350.50
Woodluck Wholesale	0.00	658.50	0.00	0.00	0.00	658.50
YIG Administration	0.00	-8.51	16.98	16.98	-8.49	16.96
ZoomAway, Inc.	0.00	0.00	3,998.00	0.00	0.00	3,998.00

North Lake Tahoe Resort Association

A/P Aging Summary

As of July 31, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
TOTAL	<u>14,433.55</u>	<u>395,132.13</u>	<u>8,659.68</u>	<u>16.98</u>	<u>-899.07</u>	<u>417,343.27</u>

Pre - Audit Draft

North Lake Tahoe Resort Association

08/29/17

Profit & Loss

Accrual Basis

July 2017

	Jul 17	Jul 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	462,199.00	314,665.00	147,534.00	46.9%
4200-00 · Membership Dues	11,006.66	10,632.79	373.87	3.5%
4201-00 · New Member Fees	0.00	300.00	-300.00	-100.0%
4205-00 · Conference Dues	916.67	825.00	91.67	11.1%
4250-00 · Revenues-Membership Activities	-240.00	175.00	-415.00	-237.1%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00	0.01	-0.01	-100.0%
4600-00 · Commissions - Other	19,683.08	39,301.68	-19,618.60	-49.9%
Total 4600-00 · Commissions	19,683.08	39,301.69	-19,618.61	-49.9%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	3,798.00	342.00	3,456.00	1,010.5%
46000 · Merchandise Sales - Other	13,394.74	13,723.73	-328.99	-2.4%
Total 46000 · Merchandise Sales	17,192.74	14,065.73	3,127.01	22.2%
Total Income	510,758.15	379,965.21	130,792.94	34.4%
Gross Profit	510,758.15	379,965.21	130,792.94	34.4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	3,208.67	1,258.43	1,950.24	155.0%
5020-00 · P/R - Tax Expense	9,686.02	7,896.25	1,789.77	22.7%
5030-00 · P/R - Health Insurance Expense	8,591.63	7,630.08	961.55	12.6%
5040-00 · P/R - Workmans Comp	1,159.70	0.00	1,159.70	100.0%
5060-00 · 401 (k)	4,467.79	3,195.23	1,272.56	39.8%
5070-00 · Other Benefits and Expenses	239.87	231.57	8.30	3.6%
5000-00 · Salaries & Wages - Other	81,058.79	75,792.12	5,266.67	7.0%
Total 5000-00 · Salaries & Wages	108,412.47	96,003.68	12,408.79	12.9%
5100-00 · Rent				
5110-00 · Utilities	979.76	303.84	675.92	222.5%
5140-00 · Repairs & Maintenance	144.70	29.86	114.84	384.6%
5150-00 · Office - Cleaning	675.00	0.00	675.00	100.0%
5100-00 · Rent - Other	12,583.00	12,294.36	288.64	2.4%
Total 5100-00 · Rent	14,382.46	12,628.06	1,754.40	13.9%
5310-00 · Telephone				
5320-00 · Telephone	2,262.31	2,375.82	-113.51	-4.8%
5350-00 · Internet	25.00	0.00	25.00	100.0%
Total 5310-00 · Telephone	2,287.31	2,375.82	-88.51	-3.7%
5420-00 · Mail - USPS				
5470-00 · Mail - UPS	0.00	1,000.00	-1,000.00	-100.0%
5480-00 · Mail - Fed Ex	0.00	41.53	-41.53	-100.0%
5420-00 · Mail - USPS - Other	9.00	0.00	9.00	100.0%
Total 5420-00 · Mail - USPS	9.00	1,041.53	-1,032.53	-99.1%
5510-00 · Insurance/Bonding	264.42	619.92	-355.50	-57.4%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	72.99	0.00	72.99	100.0%
5520-00 · Supplies - Other	534.80	1,159.52	-624.72	-53.9%
Total 5520-00 · Supplies	607.79	1,159.52	-551.73	-47.6%
5610-00 · Depreciation	233.02	221.28	11.74	5.3%
5700-00 · Equipment Support & Maintenance	3,698.33	1,450.25	2,248.08	155.0%
5710-00 · Taxes, Licenses & Fees	618.67	906.93	-288.26	-31.8%
5740-00 · Equipment Rental/Leasing	1,127.75	1,265.60	-137.85	-10.9%
5800-00 · Training Seminars	0.00	1,500.00	-1,500.00	-100.0%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	140.00	0.00	140.00	100.0%
5920-00 · Professional Fees - Accountant	0.00	4,770.00	-4,770.00	-100.0%
5900-00 · Professional Fees - Other	5,937.50	0.00	5,937.50	100.0%

Profit & Loss

July 2017

	Jul 17	Jul 16	\$ Change	% Change
Total 5900-00 · Professional Fees	6,077.50	4,770.00	1,307.50	27.4%
5940-00 · Research & Planning Membership	0.00	3,000.00	-3,000.00	-100.0%
5941-00 · Research & Planning	750.00	818.55	-68.55	-8.4%
6020-00 · Programs				
6018-00 · Business Assoc. Grants	10,000.00	0.00	10,000.00	100.0%
Total 6020-00 · Programs	10,000.00	0.00	10,000.00	100.0%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	30,000.00	0.00	30,000.00	100.0%
6421-06 · Spartan	250,000.00	0.00	250,000.00	100.0%
6421-09 · Wanderlust	42.80	0.00	42.80	100.0%
Total 6420-01 · Sponsorships	280,042.80	0.00	280,042.80	100.0%
Total 6420-00 · Events	280,042.80	0.00	280,042.80	100.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00	350.00	-350.00	-100.0%
6436-00 · Membership - Wnt/Sum Rec Lunch	9.99	0.00	9.99	100.0%
6437-00 · Tuesday Morning Breakfast Club	0.00	607.50	-607.50	-100.0%
6441-00 · Membership - Miscellaneous Exp	0.00	31.05	-31.05	-100.0%
6423-00 · Membership Activities - Other	276.69	348.25	-71.56	-20.6%
Total 6423-00 · Membership Activities	286.68	1,336.80	-1,050.12	-78.6%
6701-00 · Market Study Reports/Research	0.00	317.47	-317.47	-100.0%
6730-00 · Marketing Cooperative/Media	63,250.00	63,250.00	0.00	0.0%
6742-00 · Non-NLT Co-Op Marketing Program	1,212.44	400.67	811.77	202.6%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	0.00	1,583.32	-1,583.32	-100.0%
6743-05 · Peak Your Adventure	0.00	976.80	-976.80	-100.0%
Total 6743-00 · BACC Marketing Programs	0.00	2,560.12	-2,560.12	-100.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	219.66	149.49	70.17	46.9%
59900 · POS Inventory Adjustments	68.67	-1.44	70.11	4,868.8%
8100-00 · Cost of Goods Sold - Other	6,970.50	7,440.22	-469.72	-6.3%
Total 8100-00 · Cost of Goods Sold	7,258.83	7,588.27	-329.44	-4.3%
8300-00 · Board Functions	52.95	447.05	-394.10	-88.2%
8500-00 · Credit Card Fees	550.05	647.95	-97.90	-15.1%
8700-00 · Automobile Expenses	325.07	321.30	3.77	1.2%
8750-00 · Meals/Meetings	62.05	54.65	7.40	13.5%
8810-00 · Dues & Subscriptions	458.57	1,812.66	-1,354.09	-74.7%
8910-00 · Travel	0.00	860.67	-860.67	-100.0%
8920-00 · Bad Debt	1,363.00	1,276.50	86.50	6.8%
Total Expense	503,331.16	208,635.25	294,695.91	141.3%
Net Ordinary Income	7,426.99	171,329.96	-163,902.97	-95.7%
Net Income	7,426.99	171,329.96	-163,902.97	-95.7%

North Lake Tahoe Resort Association Profit & Loss by Class

Accrual Basis

July 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Administ...	TOTAL
Ordinary Income/Expense								
Income								
4050-00 · County of Placer TOT Funding	356,962.00	34,825.00	13,446.00	43,532.00	13,434.00	0.00	0.00	462,199.00
4200-00 · Membership Dues	0.00	0.00	0.00	0.00	0.00	11,006.66	0.00	11,006.66
4205-00 · Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4250-00 · Revenues-Membership Activities	0.00	0.00	0.00	0.00	0.00	-240.00	0.00	-240.00
4600-00 · Commissions	0.00	19,683.08	0.00	0.00	0.00	0.00	0.00	19,683.08
46000 · Merchandise Sales								
4502-00 · Non-Retail VIC income	0.00	0.00	0.00	3,798.00	0.00	0.00	0.00	3,798.00
46000 · Merchandise Sales - Other	0.00	0.00	0.00	13,394.74	0.00	0.00	0.00	13,394.74
Total 46000 · Merchandise Sales	0.00	0.00	0.00	17,192.74	0.00	0.00	0.00	17,192.74
Total Income	356,962.00	55,424.75	13,446.00	60,724.74	13,434.00	10,766.66	0.00	510,758.15
Gross Profit	356,962.00	55,424.75	13,446.00	60,724.74	13,434.00	10,766.66	0.00	510,758.15
Expense								
5000-00 · Salaries & Wages								
5000-01 · In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	-1,375.00	0.00	0.00
5010-00 · Sales Commissions	0.00	3,208.67	0.00	0.00	0.00	0.00	0.00	3,208.67
5020-00 · P/R - Tax Expense	2,247.72	1,284.80	835.43	1,753.89	835.43	561.04	2,167.71	9,686.02
5030-00 · P/R - Health Insurance Expense	2,276.78	1,149.61	420.99	1,672.85	421.01	875.02	1,775.37	8,591.63
5040-00 · P/R - Workmans Comp	220.34	220.34	34.79	289.93	34.79	104.37	255.14	1,159.70
5060-00 · 401 (k)	1,177.03	680.42	440.17	691.44	440.17	303.66	734.90	4,467.79
5070-00 · Other Benefits and Expenses	93.47	41.98	6.79	41.98	6.78	11.89	36.98	239.87
5000-00 · Salaries & Wages - Other	16,083.41	10,554.75	5,697.41	12,741.07	5,697.42	5,748.06	24,536.67	81,058.79
Total 5000-00 · Salaries & Wages	23,473.75	17,140.57	7,435.58	17,191.16	7,435.60	6,229.04	29,506.77	108,412.47
5100-00 · Rent								
5110-00 · Utilities	147.91	74.67	33.86	518.91	33.86	50.70	119.85	979.76
5140-00 · Repairs & Maintenance	0.00	0.00	0.00	0.00	0.00	0.00	144.70	144.70
5150-00 · Office - Cleaning	207.69	103.85	41.54	51.92	41.54	72.69	155.77	675.00
5100-00 · Rent - Other	1,926.15	923.08	369.23	6,611.54	369.23	726.15	1,657.62	12,583.00
Total 5100-00 · Rent	2,281.75	1,101.60	444.63	7,182.37	444.63	849.54	2,077.94	14,382.46
5310-00 · Telephone								
5320-00 · Telephone	478.19	248.38	187.62	244.93	187.61	278.45	637.13	2,262.31
5350-00 · Internet	0.00	0.00	0.00	0.00	0.00	0.00	25.00	25.00
Total 5310-00 · Telephone	478.19	248.38	187.62	244.93	187.61	278.45	662.13	2,287.31
5420-00 · Mail - USPS	0.00	0.00	0.00	0.00	0.00	0.00	9.00	9.00
5510-00 · Insurance/Bonding	50.24	50.24	7.93	66.11	7.93	23.80	58.17	264.42
5520-00 · Supplies								
5525-00 · Supplies- Computer <\$1000	0.00	0.00	0.00	0.00	0.00	72.99	0.00	72.99
5520-00 · Supplies - Other	99.34	24.99	11.01	149.68	11.01	17.09	221.68	534.80
Total 5520-00 · Supplies	99.34	24.99	11.01	149.68	11.01	90.08	221.68	607.79
5610-00 · Depreciation	20.99	10.91	6.72	128.86	6.72	6.72	52.10	233.02
5700-00 · Equipment Support & Maintenance	1,180.00	150.00	126.75	585.00	126.75	539.25	990.58	3,698.33
5710-00 · Taxes, Licenses & Fees	0.00	0.00	0.00	0.00	0.00	0.00	618.67	618.67
5740-00 · Equipment Rental/Leasing	110.82	110.82	99.74	352.00	99.74	221.64	132.99	1,127.75
5900-00 · Professional Fees								
5910-00 · Professional Fees - Attorneys	0.00	0.00	0.00	0.00	0.00	0.00	140.00	140.00
5900-00 · Professional Fees - Other	5,937.50	0.00	0.00	0.00	0.00	0.00	0.00	5,937.50
Total 5900-00 · Professional Fees	5,937.50	0.00	0.00	0.00	0.00	0.00	140.00	6,077.50
5941-00 · Research & Planning	0.00	0.00	375.00	0.00	375.00	0.00	0.00	750.00
6020-00 · Programs								
6018-00 · Business Assoc. Grants	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
Total 6020-00 · Programs	10,000.00	0.00	0.00	0.00	0.00	0.00	0.00	10,000.00
6420-00 · Events								
6420-01 · Sponsorships								
6023-00 · Autumn Food & Wine	30,000.00	0.00	0.00	0.00	0.00	0.00	0.00	30,000.00
6421-06 · Spartan	250,000.00	0.00	0.00	0.00	0.00	0.00	0.00	250,000.00
6421-09 · Wanderlust	42.80	0.00	0.00	0.00	0.00	0.00	0.00	42.80
Total 6420-01 · Sponsorships	280,042.80	0.00	0.00	0.00	0.00	0.00	0.00	280,042.80
Total 6420-00 · Events	280,042.80	0.00	0.00	0.00	0.00	0.00	0.00	280,042.80
6423-00 · Membership Activities								
6436-00 · Membership - Wnt/Sum Rec Lunch	0.00	0.00	0.00	0.00	0.00	9.99	0.00	9.99
6423-00 · Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	276.69	0.00	276.69
Total 6423-00 · Membership Activities	0.00	0.00	0.00	0.00	0.00	286.68	0.00	286.68
6730-00 · Marketing Cooperative/Media	54,083.33	9,166.67	0.00	0.00	0.00	0.00	0.00	63,250.00
6742-00 · Non-NLT Co-Op Marketing Program	1,212.44	0.00	0.00	0.00	0.00	0.00	0.00	1,212.44
8100-00 · Cost of Goods Sold								
51100 · Freight and Shipping Costs	0.00	0.00	0.00	219.66	0.00	0.00	0.00	219.66
59900 · POS Inventory Adjustments	0.00	0.00	0.00	68.67	0.00	0.00	0.00	68.67
8100-00 · Cost of Goods Sold - Other	0.00	0.00	0.00	6,970.50	0.00	0.00	0.00	6,970.50
Total 8100-00 · Cost of Goods Sold	0.00	0.00	0.00	7,258.83	0.00	0.00	0.00	7,258.83
8300-00 · Board Functions	0.00	0.00	0.00	0.00	0.00	0.00	52.95	52.95
8500-00 · Credit Card Fees	0.00	0.00	0.00	341.93	0.00	208.12	0.00	550.05

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

July 2017

	11 - Marketing	30 - Confere...	41 - Transpo...	42 - VIC	50 - Infrastru...	60 - Member...	70 - Administ...	TOTAL
8700-00 · Automobile Expenses	154.35	0.00	34.70	18.19	34.70	67.50	15.63	325.07
8750-00 · Meals/Meetings	0.00	0.00	12.00	0.00	0.00	0.00	50.05	62.05
8810-00 · Dues & Subscriptions	14.99	0.00	2.25	49.99	2.25	112.17	276.92	458.57
8920-00 · Bad Debt	0.00	0.00	0.00	0.00	0.00	1,363.00	0.00	1,363.00
Total Expense	379,140.49	28,004.18	8,743.93	33,569.05	8,731.94	10,275.99	34,865.58	503,331.16
Net Ordinary Income	-22,178.49	27,420.57	4,702.07	27,155.69	4,702.06	490.67	-34,865.58	7,426.99
Other Income/Expense								
Other Expense								
8990-00 · Allocated	23,359.94	3,835.21	697.31	3,486.56	697.31	2,789.25	-34,865.58	0.00
Total Other Expense	23,359.94	3,835.21	697.31	3,486.56	697.31	2,789.25	-34,865.58	0.00
Net Other Income	-23,359.94	-3,835.21	-697.31	-3,486.56	-697.31	-2,789.25	34,865.58	0.00
Net Income	-45,538.43	23,585.36	4,004.76	23,669.13	4,004.75	-2,298.58	0.00	7,426.99

KEY METRICS FOR July 31, 2017 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2017)					
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2010-11	\$ 3,242,663	\$ 2,107,554	\$ 3,776,990	\$ 1,361,343	\$ 10,488,550
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013-14	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885
2014-15	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302
2015-16	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950
2016-17	\$ 5,500,363	\$ 3,338,071	\$ 5,937,420	\$ 941,109	\$ 15,716,963

Visitor Information Comparative Statistics For Fiscal YTD 2014 - 2017 (thru Jul'17)					
Referrals -	2014/2015	2015/2016	2016/2017	2017/2018	YOY % Change
Tahoe City:					
Walk In/Events	7,688	7,373	8,830	8,317	-5.81%
Phone/Email	415	393	494	472	-4.45%
Kings Beach (Walk In Only)	1,146	1,976	1,576	3,669	132.80%
Totals	9,249	9,742	10,900	12,458	14.29%

Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Unemployment Rates				
	June 2014	July 2015	Aug 2016	July 2017
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.8%
Placer County (367,309)	6.0%	5.2%	4.7%	4.5%
Dollar Point (1,215)	7.1%	6.1%	1.1%	2.0%
Kings Beach (3,893)	6.0%	6.8%	6.1%	7.3%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	5.8%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	5.2%

Destimetrics Reservations Activity	FYTD 16/17	FYTD 17/18	Change
Occupancy	73.9%	73.4%	-0.7%
ADR (Average Daily Rate)	\$ 356	\$ 381	6.9%
RevPAR (Rev per Available Room)	\$ 263	\$ 279	6.2%
Occupancy 1 Mth Forecast	57.2%	54.1%	-5.5%
ADR 1 Mth Forecast	\$ 343	\$ 370	7.8%
RevPAR 1 Mth Forecast	\$ 196	\$ 200	1.9%
Occupancy (prior 6 months)	50.7%	54.2%	7.1%
ADR (prior 6 months)	\$ 295	\$ 302	2.4%
RevPAR (prior 6 months)	\$ 149	\$ 164	9.6%
Occupancy (next 6 months)	26.9%	22.1%	-17.7%
ADR (next 6 months)	\$ 269	\$ 316	17.6%
RevPAR (next 6 months)	\$ 72	\$ 70	-3.2%

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)	Total Chamber Membership
	June 2013 465
FY 2015-16 Contract \$ 4,260,134	June 2014 457
FY 2016-17 Contract 2,526,980	June 2015 474
Total Fund Balances \$ 6,787,115	June 2016 508
	July 2017 424

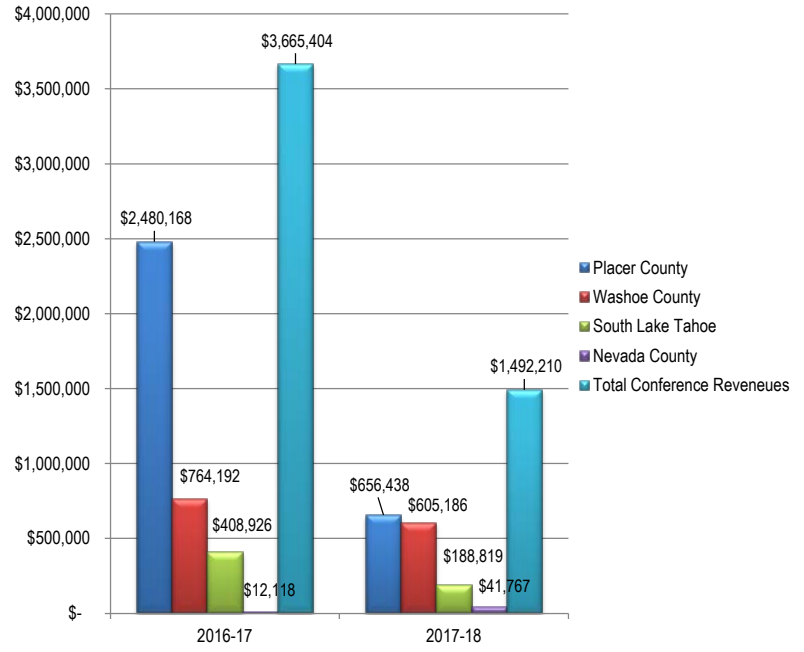
Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 07/31/2017			
	2016-17	2017-18	YOY % Change
FORWARD LOOKING	Actuals	Forecasted	
Total Revenue Booked	\$ 2,466,474	\$ 1,424,008	-42.27%
Commission for this Revenue	111,042	41,165	-62.93%
Number of Room Nights	14,736	7,240	-50.87%
Number of Bookings	46	29	
CURRENT			
NLT - Annual Revenue Goal	\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal	\$ 173,000	\$ 70,000	-59.54%
Conference Revenue And Percentage by County:			
	16-17	17-18	
Placer	68%	44%	\$ 2,480,168 \$ 656,438 -73.53%
Washoe	21%	41%	\$ 764,192 \$ 605,186 -20.81%
South Lake	11%	13%	\$ 408,926 \$ 188,819 -53.83%
Nevada	0%	3%	\$ 12,118 \$ 41,767 244.67%
Total Conference Revenue	100%	100%	\$ 3,665,404 \$ 1,492,210 -59.29%

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



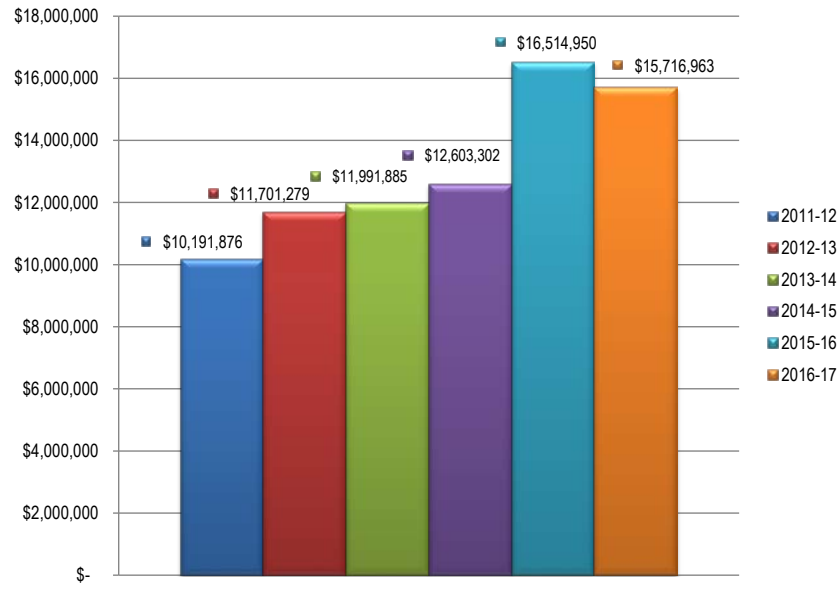
Sales Tax Revenue by Fiscal Year Quarter - North Lake Tahoe (as of Nov 2016, 6 mth lag)					
Quarter	2012/13	2013/14	2014/15	2015/16	YOY % Change
First	\$ 724,645	\$ 860,783	\$ 885,368	\$ 875,768	-1.08%
Second	\$ 529,470	\$ 481,165	\$ 557,614	\$ 596,985	7.06%
Third	\$ 724,645	\$ 589,226	\$ 573,778	\$ 699,157	21.85%
Fourth	\$ 488,100	\$ 521,965	\$ 495,699	\$ 558,566	12.68%
Total	\$ 2,466,860	\$ 2,453,139	\$ 2,512,459	\$ 2,730,476	

Conference Revenue Statistics & Revenue Share by County

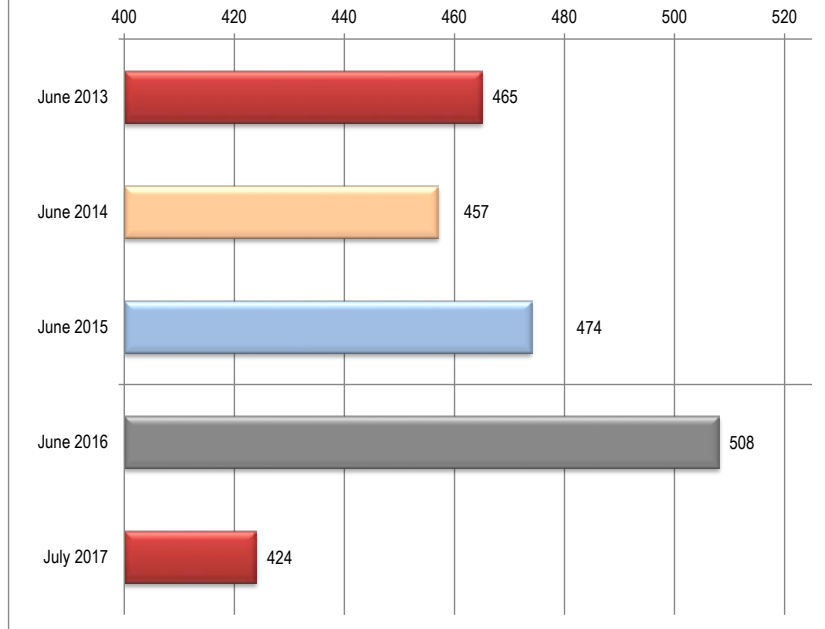


Conference Revenue Statistics Comparison FYTD 16/17 vs. FYTD 17/18 at 07/31/2017			
	2016-17		YOY % Change
	Actuals	Forecasted	
FORWARD LOOKING (2015/16)			
Total Revenue Booked	\$ 2,466,474	\$ 1,424,008	-42.27%
Forecasted Commission for this Revenue	111,042	41,165	-62.93%
Number of Room Nights	14,736	7,240	-50.87%
Number of Tentative Bookings	46	29	-36.96%
CURRENT			
NLT - Annual Revenue Goal	\$ 3,000,000	\$ 2,500,000	-16.67%
Annual Commission Goal	\$ 173,000	\$ 70,000	-59.54%
Conference Revenue And Percentage by County:			
Placer	\$ 2,480,168	\$ 656,438	-73.53%
Washoe	\$ 764,192	\$ 605,186	-20.81%
South Lake	\$ 408,926	\$ 188,819	-53.83%
Nevada	\$ 12,118	\$ 41,767	244.67%
Total Conference Revenue	\$ 3,665,404	\$ 1,492,210	-59.29%

5-Year Annual TOT Collections (Fiscal Year Basis)



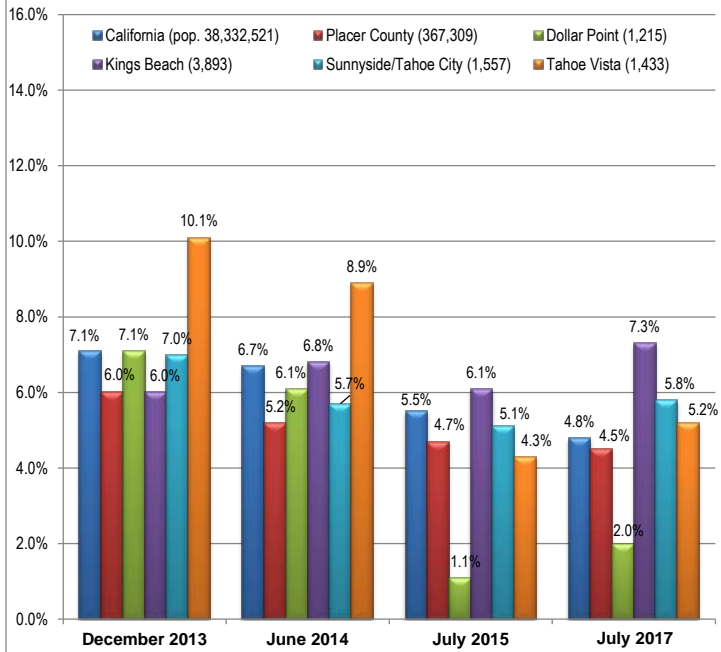
Chamber Membership (# of Members)



Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2017)					
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011-12	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876
2012-13	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013-14	\$ 4,525,882	\$ 2,145,655	\$ 3,569,347	\$ 1,751,001	\$ 11,991,885
2014-15	\$ 4,693,908	\$ 2,527,485	\$ 3,513,547	\$ 1,868,362	\$ 12,603,302
2015-16	\$ 4,872,022	\$ 3,875,134	\$ 5,421,915	\$ 2,345,879	\$ 16,514,950
2016-17	\$ 5,500,363	\$ 3,338,071	\$ 5,937,420	\$ 941,109	\$ 15,716,963

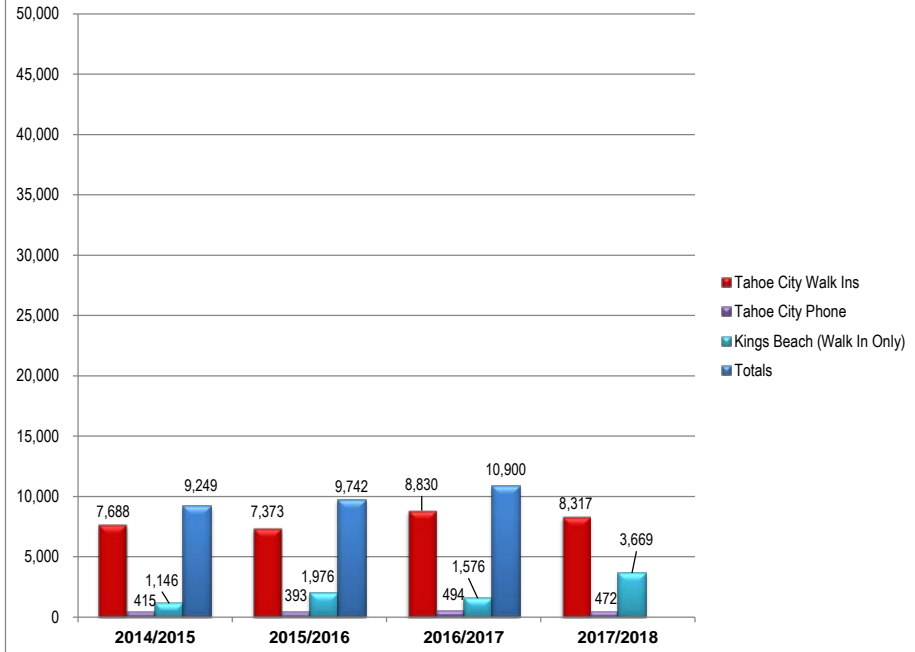
Chamber Of Commerce Total Membership	
June 2013	465
June 2014	457
June 2015	474
June 2016	508
July 2017	424

Unemployment Rates by Region



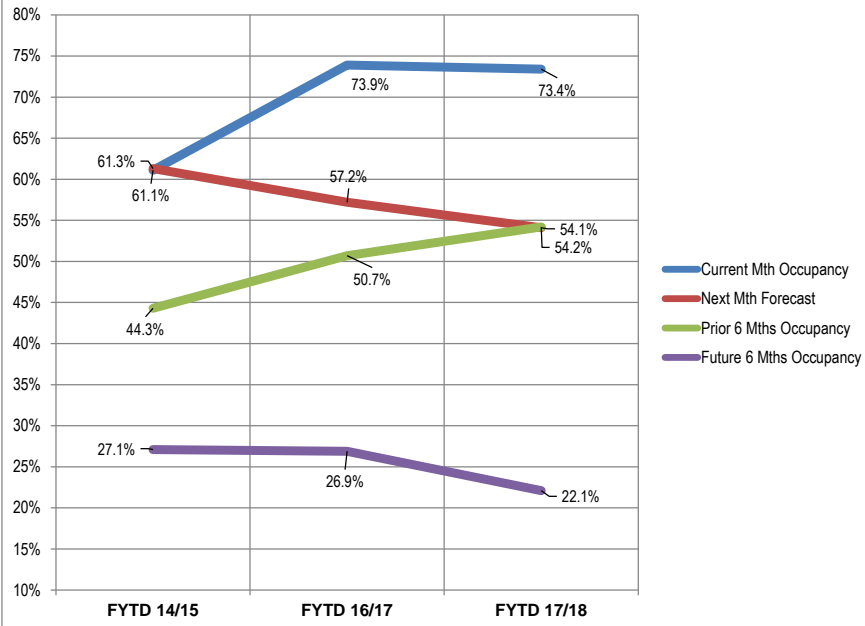
Unemployment Rates	December 2013	June 2014	July 2015	July 2017
California	7.1%	6.7%	5.5%	4.8%
Placer County	6.0%	5.2%	4.7%	4.5%
Dollar Point	7.1%	6.1%	1.1%	2.0%
Kings Beach	6.0%	6.8%	6.1%	7.3%
Sunnyside/Tahoe City	7.0%	5.7%	5.1%	5.8%
Tahoe Vista	10.1%	8.9%	4.3%	5.2%

Visitor Information - FYTD YOY



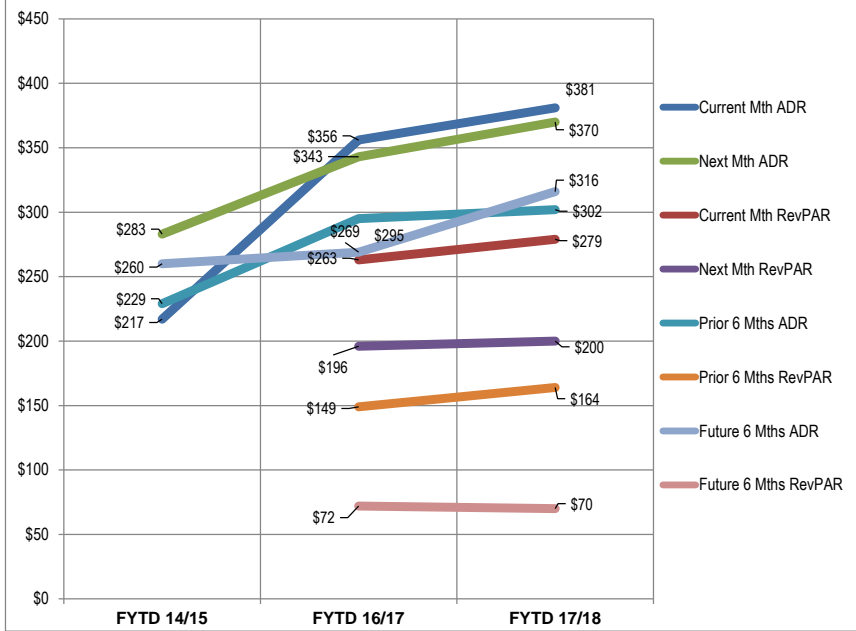
Visitor Information Comparative Statistics For Fiscal YTD 2014 - 2017 (thru Jul'17)					
Referrals -	2014/2015	2015/2016	2016/2017	2017/2018	YOY % Change
Tahoe City:	Annual Totals	Annual Totals	Annual Totals	Annual Totals	
Walk In	7,688	7,373	8,830	8,317	-5.81%
Phone	415	393	494	472	-4.45%
Kings Beach (Walk In Only, Jun-Sep)	1,146	1,976	1,576	3,669	132.80%
Totals	9,249	9,742	10,900	12,458	14.29%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
Occupancy	61.1%	73.9%	73.4%	-0.7%
Occupancy 1 Mth Forecast	61.3%	57.2%	54.1%	-5.5%
Occupancy (prior 6 months)	44.3%	50.7%	54.2%	7.1%
Occupancy (next 6 months)	27.1%	26.9%	22.1%	-17.7%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 16/17	FYTD 17/18	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$356	\$381	6.9%
RevPAR (Rev per Available Room)	\$260	\$263	\$279	6.2%
ADR 1 Mth Forecast	\$283	\$343	\$370	7.8%
RevPAR 1 Mth Forecast	\$229	\$196	\$200	1.9%
ADR (prior 6 months)	\$229	\$295	\$302	2.4%
RevPAR (prior 6 months)	\$149	\$196	\$164	9.6%
ADR (next 6 months)	\$260	\$269	\$316	17.6%
RevPAR (next 6 months)	\$72	\$72	\$70	-3.2%

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of June 30, 2017

	Jun 30, 17	Jun 30, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	287,500.46	85,431.42	202,069.04	236.5%
Total Checking/Savings	287,500.46	85,431.42	202,069.04	236.5%
Accounts Receivable				
1200-00 · Accounts Receivable	137,714.46	15,409.63	122,304.83	793.7%
Total Accounts Receivable	137,714.46	15,409.63	122,304.83	793.7%
Total Current Assets	425,214.92	100,841.05	324,373.87	321.7%
Other Assets				
1400-00 · Prepaid Expenses	4,285.00	11,500.00	-7,215.00	-62.7%
Total Other Assets	4,285.00	11,500.00	-7,215.00	-62.7%
TOTAL ASSETS	429,499.92	112,341.05	317,158.87	282.3%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	266,124.76	46,149.52	219,975.24	476.7%
Total Accounts Payable	266,124.76	46,149.52	219,975.24	476.7%
Credit Cards				
2080 · Bank of the West Credit Cards				
2080-02 · MC_4222 Jason	0.00	2,632.95	-2,632.95	-100.0%
2080-05 · MC_2107 Greg	0.00	903.56	-903.56	-100.0%
2080-08 · MC_5755 John	0.00	188.98	-188.98	-100.0%
2080-09 · MC_3126 Sarah	0.00	3,632.73	-3,632.73	-100.0%
Total 2080 · Bank of the West Credit Cards	0.00	7,358.22	-7,358.22	-100.0%
Total Credit Cards	0.00	7,358.22	-7,358.22	-100.0%
Other Current Liabilities				
2700-00 · Due to NLTRA	0.00	-555.20	555.20	100.0%
Total Other Current Liabilities	0.00	-555.20	555.20	100.0%
Total Current Liabilities	266,124.76	52,952.54	213,172.22	402.6%
Total Liabilities	266,124.76	52,952.54	213,172.22	402.6%
Equity				
32000 · Unrestricted Net Assets	59,388.51	-4,043.07	63,431.58	1,568.9%
Net Income	103,986.65	63,431.58	40,555.07	63.9%
Total Equity	163,375.16	59,388.51	103,986.65	175.1%
TOTAL LIABILITIES & EQUITY	429,499.92	112,341.05	317,158.87	282.3%

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
 As of June 30, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>> 120</u>	<u>TOTAL</u>
Hyatt Regency Lake Tahoe Resort*	2,525.00	0.00	0.00	0.00	0.00	0.00	2,525.00
NLTRA*	2,500.00	126,500.00	0.00	0.00	0.00	0.00	129,000.00
Northstar California	0.00	0.00	0.00	0.00	0.00	1,022.43	1,022.43
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	0.00	1,947.20	1,947.20
The Village at Squaw Valley	2,525.00	0.00	0.00	0.00	0.00	0.00	2,525.00
Truckee Donner Chamber of Commerce	0.00	0.00	0.00	0.00	0.00	694.83	694.83
TOTAL	<u>7,550.00</u>	<u>126,500.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>3,664.46</u>	<u>137,714.46</u>

North Lake Tahoe Marketing Cooperative A/P Aging Summary

As of June 30, 2017

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>91 - 120</u>	<u>TOTAL</u>
Augustineldeas	19,311.25	137,220.40	11,259.75	12,745.82	0.00	180,537.22
Black Diamond Agency Ltd	0.00	0.00	0.00	0.00	0.00	0.00
Connect Association Marketplace	0.00	15,000.00	0.00	0.00	0.00	15,000.00
Fallon Multimedia	0.00	0.00	0.00	0.00	0.00	0.00
FedEx	496.59	0.00	0.00	0.00	0.00	496.59
Gate 7 Pty Ltd*	0.00	0.00	0.00	0.00	0.00	0.00
Greg Howey	364.34	0.00	0.00	0.00	0.00	364.34
IVCB Visitors Bureau	0.00	0.00	0.00	0.00	0.00	0.00
Jason Neary	106.60	0.00	0.00	0.00	0.00	106.60
Jeremy Jacobson	0.00	0.00	0.00	0.00	0.00	0.00
Morris Visitor Publications, LLC	2,000.00	0.00	0.00	0.00	0.00	2,000.00
NLTRA	17,659.73	0.00	0.00	0.00	0.00	17,659.73
Reno Sparks Convention & VB	1,187.00	2,500.00	0.00	0.00	0.00	3,687.00
RKPR*	0.00	0.00	0.00	0.00	0.00	0.00
Sarah Winters	387.45	0.00	0.00	0.00	0.00	387.45
School of Thought Inc	0.00	0.00	0.00	0.00	0.00	0.00
Smith & Jones, Inc.	2,960.80	0.00	0.00	0.00	0.00	2,960.80
Supertext USA, Inc.	1,615.00	0.00	0.00	0.00	0.00	1,615.00
The Abbi Agency, Inc	24,450.03	0.00	0.00	0.00	0.00	24,450.03
Tourico Holidays, Inc.	2,500.00	0.00	0.00	0.00	0.00	2,500.00
Travel Group Worldwide, LLC	0.00	9,300.00	0.00	0.00	0.00	9,300.00
Visit California	0.00	5,060.00	0.00	0.00	0.00	5,060.00
TOTAL	<u>73,038.79</u>	<u>169,080.40</u>	<u>11,259.75</u>	<u>12,745.82</u>	<u>0.00</u>	<u>266,124.76</u>

North Lake Tahoe Marketing Cooperative

Profit & Loss

April through June 2017

	Apr - Jun 17	Apr - Jun 16	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding				
4000-01 · LTIVCBVB Funding Add-On	37,500.00	0.00	37,500.00	100.0%
4000-00 · LTIVCBVB Funding - Other	164,500.00	126,000.00	38,500.00	30.6%
Total 4000-00 · LTIVCBVB Funding	202,000.00	126,000.00	76,000.00	60.3%
4001-00 · NLTRA Funding				
4001-01 · NLTRA Funding Add-On	2,500.00	0.00	2,500.00	100.0%
4001-00 · NLTRA Funding - Other	253,000.00	194,000.00	59,000.00	30.4%
Total 4001-00 · NLTRA Funding	255,500.00	194,000.00	61,500.00	31.7%
4004-00 · IVCBVB Entertainment	1,000.00	0.00	1,000.00	100.0%
Total Income	458,500.00	320,000.00	138,500.00	43.3%
Gross Profit	458,500.00	320,000.00	138,500.00	43.3%
Expense				
5000-00 · CONSUMER MARKETING				
5001-00 · Broadcast / Radio - High Notes	25,488.00	0.00	25,488.00	100.0%
5002-00 · Consumer Print	8,620.50	0.00	8,620.50	100.0%
5004-00 · Trip Advisor	0.00	207,705.32	-207,705.32	-100.0%
5005-00 · Paid Social	21,471.77	12,188.67	9,283.10	76.2%
5005-01 · Digital Display	181,586.78	0.00	181,586.78	100.0%
5007-00 · Creative Production	31,709.00	83,797.14	-52,088.14	-62.2%
5010-00 · Account Strategy & Management	21,000.00	0.00	21,000.00	100.0%
5010-01 · Digital Management & Reporting	6,000.00	0.00	6,000.00	100.0%
5018-00 · Media Commission	26,666.12	0.00	26,666.12	100.0%
5018-01 · Digital Ad Serving	20,941.61	0.00	20,941.61	100.0%
5018-03 · Strategic Marketing Plan	17,500.00	0.00	17,500.00	100.0%
5023-00 · Additional Opportunities	13,170.11	0.00	13,170.11	100.0%
Total 5000-00 · CONSUMER MARKETING	374,153.89	303,691.13	70,462.76	23.2%
5110-00 · LEISURE SALES				
5111-00 · FAMS - Domestic	0.00	500.00	-500.00	-100.0%
5112-00 · Training / Sales Calls	29.28	300.08	-270.80	-90.2%
5113-00 · Additional Opportunities	3,320.00	1,166.66	2,153.34	184.6%
5120-00 · Domestic - Trade Shows	5,386.29	1,635.27	3,751.02	229.4%
5130-00 · International Marketing	0.00	6,870.00	-6,870.00	-100.0%
5131-00 · FAMS -Intl - Travel Trade	450.76	3,911.13	-3,460.37	-88.5%
5132-00 · FAMS -Intl - Media	0.00	1,412.93	-1,412.93	-100.0%
5134-00 · Intl Marketing - Additional Opp	880.00	0.00	880.00	100.0%
5136-00 · Tour Operator Brochure Support	5,820.00	0.00	5,820.00	100.0%
5137-00 · Co-op Opportunities	11,000.03	0.00	11,000.03	100.0%
5140-00 · Intl Programs & Travel	0.00	8,467.86	-8,467.86	-100.0%
5141-00 · Australian Sales Mission	8,236.54	0.00	8,236.54	100.0%
5142-00 · UK Sales Mission	6,962.48	0.00	6,962.48	100.0%
5143-00 · Mountain Travel Symposium	848.95	5,273.36	-4,424.41	-83.9%
5144-00 · IPW - POW WOW	492.00	4,016.94	-3,524.94	-87.8%
5146-00 · UK / Black Diamond	6,250.00	6,250.00	0.00	0.0%
5147-00 · AUS / Gate 7	5,375.00	5,125.00	250.00	4.9%
5150-00 · China Program	3,937.30	0.00	3,937.30	100.0%
5152-00 · Go West	2,500.00	0.00	2,500.00	100.0%
5153-00 · Transulation Services	1,615.00	0.00	1,615.00	100.0%
Total 5110-00 · LEISURE SALES	63,103.63	44,929.23	18,174.40	40.5%
5200-00 · PUBLIC RELATIONS				
5201-00 · National, Regional, & Local PR	26,000.00	14,000.00	12,000.00	85.7%
5202-00 · PR Program/ Content Dev - Blogs	39,730.00	9,995.25	29,734.75	297.5%
5204-00 · Media Mission(s)	2,111.16	0.00	2,111.16	100.0%
5205-00 · Conference Outreach	4,000.00	0.00	4,000.00	100.0%
5206-00 · Digital Buy/ Social Media Boost	6,000.00	0.00	6,000.00	100.0%
5207-00 · Content Campaigns/Tools-My Emma	9,131.58	0.00	9,131.58	100.0%
5208-00 · International Travel Media FAMS	8,271.70	0.00	8,271.70	100.0%
5209-00 · Domestic Travel Media FAMS	3,717.49	0.00	3,717.49	100.0%
Total 5200-00 · PUBLIC RELATIONS	98,961.93	23,995.25	74,966.68	312.4%
6000-00 · CONFERENCE SALES				

North Lake Tahoe Marketing Cooperative

08/29/17

Profit & Loss

Accrual Basis

April through June 2017

	Apr - Jun 17	Apr - Jun 16	\$ Change	% Change
6002-00 · Destination Print	0.00	51,759.37	-51,759.37	-100.0%
6003-00 · Conference Online / Interactive	0.00	18,150.00	-18,150.00	-100.0%
6005-00 · Paid Media	0.00	1,000.00	-1,000.00	-100.0%
6006-00 · CVENT	0.00	9,226.94	-9,226.94	-100.0%
6018-00 · MCC Media Commission	3,464.89	0.00	3,464.89	100.0%
6018-02 · MCC Digital	26,653.00	0.00	26,653.00	100.0%
6145-00 · Sponsorship - World Senior Golf	-6,585.00	0.00	-6,585.00	-100.0%
6152-00 · Client Events / Opportunities	31,105.85	0.00	31,105.85	100.0%
6153-00 · Chicago Sales Rep Support	2,832.89	0.00	2,832.89	100.0%
Total 6000-00 · CONFERENCE SALES	57,471.63	80,136.31	-22,664.68	-28.3%
6100-00 · TRADE SHOWS				
6102-00 · Miscellaneous	0.00	7,000.00	-7,000.00	-100.0%
6107-00 · MPI - WEC Trade Show	10,146.30	0.00	10,146.30	100.0%
6109-00 · MPI - NCC	0.00	712.73	-712.73	-100.0%
6111-00 · Site Inspections	499.51	1,549.91	-1,050.40	-67.8%
6115-00 · Chicago Holiday Showcase	0.00	59.30	-59.30	-100.0%
6116-00 · CalSAE Seasonal Spectacular	0.00	3,791.52	-3,791.52	-100.0%
6117-00 · Duda Golf Sponsorship	6,585.00	0.00	6,585.00	100.0%
6118-00 · ASAE Annual	0.00	2,034.02	-2,034.02	-100.0%
6119-00 · Successful Meetings	0.00	821.22	-821.22	-100.0%
6120-02 · SF Giants Client Event	4,500.00	0.00	4,500.00	100.0%
6127-00 · CalSAE Annual	1,236.64	0.00	1,236.64	100.0%
6136-00 · Mountain Travel Symposium	0.00	1,068.92	-1,068.92	-100.0%
6143-00 · Connect Marketplace	419.46	1,502.53	-1,083.07	-72.1%
6144-00 · ASAE XDP	4,628.31	3,270.49	1,357.82	41.5%
6146-00 · UC Vendor Fair	0.00	1,524.14	-1,524.14	-100.0%
6150-00 · Luxury Meeting Summit MA/CT/NY	2,325.00	3,450.00	-1,125.00	-32.6%
6150-01 · Luxury Meeting Summit Northwest	1,550.00	0.00	1,550.00	100.0%
6150-02 · Luxury Summit Meeting Texas	3,100.00	0.00	3,100.00	100.0%
6150-03 · Luxury Meeting Summit NorCal	0.00	756.83	-756.83	-100.0%
6150-05 · Luxury Meeting Summit PHX/SD/OC	2,325.00	0.00	2,325.00	100.0%
6151-00 · Destination CA	1,097.88	0.00	1,097.88	100.0%
6156-00 · Connect California	20.87	0.00	20.87	100.0%
Total 6100-00 · TRADE SHOWS	38,433.97	27,541.61	10,892.36	39.6%
7000-00 · COMMITTED & ADMIN EXPENSES				
5008-00 · Cooperative Programs	7,312.50	71,105.10	-63,792.60	-89.7%
5009-00 · Fulfillment / Mail	879.97	878.52	1.45	0.2%
5021-00 · RASC-Reno Air Service Corp	25,000.00	0.00	25,000.00	100.0%
5122-00 · SSMC Shipping - Sierra Ski Mkt	0.00	76.32	-76.32	-100.0%
5123-00 · HSVC - High Sierra Visitors	-3,765.03	0.00	-3,765.03	-100.0%
7001-00 · Miscellaneous	2,340.18	249.58	2,090.60	837.7%
7003-00 · IVCBVB Entertainment Fund	1,353.92	0.00	1,353.92	100.0%
7004-00 · Research	17,465.00	0.00	17,465.00	100.0%
7005-00 · Film Festival	-1,231.60	0.00	-1,231.60	-100.0%
7007-00 · Destimetrics / DMX	7,801.00	0.00	7,801.00	100.0%
8700-00 · Automobile Expense*	981.79	1,670.60	-688.81	-41.2%
Total 7000-00 · COMMITTED & ADMIN EXPENSES	58,137.73	73,980.12	-15,842.39	-21.4%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8001-00 · Social Media Contractor	0.00	9,768.00	-9,768.00	-100.0%
8002-00 · Content Manager Contractor	10,749.99	10,749.99	0.00	0.0%
8003-00 · Website Hosting Maintenance	3,109.80	2,639.00	470.80	17.8%
Total 8000-00 · WEBSITE CONTENT & MAINTENA...	13,859.79	23,156.99	-9,297.20	-40.2%
Total Expense	704,122.57	577,430.64	126,691.93	21.9%
Net Income	-245,622.57	-257,430.64	11,808.07	4.6%

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

April through June 2017

	Apr - Jun 17	Budget	Jul '16 - Jun 17	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding					
4000-01 · LTIVCBVB Funding Add-On	37,500.00	37,500.00	150,000.00	150,000.00	150,000.00
4000-00 · LTIVCBVB Funding - Other	164,500.00	164,500.00	727,000.00	727,000.00	727,000.00
Total 4000-00 · LTIVCBVB Funding	202,000.00	202,000.00	877,000.00	877,000.00	877,000.00
4001-00 · NLTRA Funding					
4001-01 · NLTRA Funding Add-On	2,500.00	0.00	14,871.00	12,371.00	12,371.00
4001-00 · NLTRA Funding - Other	253,000.00	253,000.00	1,265,000.00	1,265,000.00	1,265,000.00
Total 4001-00 · NLTRA Funding	255,500.00	253,000.00	1,279,871.00	1,277,371.00	1,277,371.00
4003-00 · Partner Contribution	0.00		0.00	0.00	0.00
4004-00 · IVCBVB Entertainment	1,000.00	1,000.00	8,000.00	8,000.00	8,000.00
4005-00 · Prior Year Net Income	0.00	0.00	0.00	61,314.00	61,314.00
Total Income	458,500.00	456,000.00	2,164,871.00	2,223,685.00	2,223,685.00
Gross Profit	458,500.00	456,000.00	2,164,871.00	2,223,685.00	2,223,685.00
Expense					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	25,488.00	25,000.00	35,488.00	25,000.00	25,000.00
5002-00 · Consumer Print	8,620.50	0.00	8,620.50	45,000.00	45,000.00
5002-01 · Native Display	0.00	12,500.00	0.00	50,000.00	50,000.00
5004-00 · Trip Advisor	0.00	23,666.00	435.00	71,000.00	71,000.00
5005-00 · Paid Social	21,471.77	40,000.00	22,304.27	105,000.00	105,000.00
5005-01 · Digital Display	181,586.78	98,000.00	477,752.25	278,622.00	278,622.00
5007-00 · Creative Production	31,709.00	40,000.00	133,120.67	181,638.00	181,638.00
5010-00 · Account Strategy & Management	21,000.00	21,000.00	83,290.00	84,000.00	84,000.00
5010-01 · Digital Management & Reporting	6,000.00	9,000.00	13,633.75	30,000.00	30,000.00
5010-02 · Website Strategy & Analysis	0.00	0.00	0.00	5,500.00	5,500.00
5015-00 · Video	0.00	0.00	0.00	0.00	0.00
5017-00 · Rich Media	0.00	0.00	0.00	0.00	0.00
5018-00 · Media Commission	26,666.12	27,425.00	79,875.57	83,080.00	83,080.00
5018-01 · Digital Ad Serving	20,941.61	0.00	64,491.00	8,000.00	8,000.00
5018-03 · Strategic Marketing Plan	17,500.00	0.00	17,500.00	17,500.00	17,500.00
5019-00 · Experiential	0.00	0.00	0.00	0.00	0.00
5020-00 · Search Engine Marketing	0.00	0.00	0.00	0.00	0.00
5022-00 · Email	0.00	9,375.00	0.00	30,000.00	30,000.00
5023-00 · Additional Opportunities	13,170.11	10,000.00	132,266.33	150,000.00	150,000.00
5000-00 · CONSUMER MARKETING - Other	0.00		0.00	0.00	0.00
Total 5000-00 · CONSUMER MARKETING	374,153.89	315,966.00	1,068,777.34	1,164,340.00	1,164,340.00
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0.00	0.00	0.00	0.00	0.00
5111-00 · FAMS - Domestic	0.00	0.00	1,586.94	2,500.00	2,500.00
5112-00 · Training / Sales Calls	29.28	1,000.00	1,954.60	2,500.00	2,500.00
5113-00 · Additional Opportunities	3,320.00	1,405.00	3,631.38	3,405.00	3,405.00
5114-00 · Agent Online Trainings	0.00	1,000.00	163.21	2,000.00	2,000.00
5115-00 · Travel Agent Incentive Program	0.00	1,100.00	874.00	2,000.00	2,000.00
5116-00 · RSA Membership	0.00	0.00	695.00	2,000.00	2,000.00
5120-00 · Domestic - Trade Shows	5,386.29	0.00	8,335.52	4,500.00	4,500.00
5121-00 · Client Events	0.00	0.00	0.00	2,000.00	2,000.00
5130-00 · International Marketing	0.00	0.00	0.00	0.00	0.00
5131-00 · FAMS -Intl - Travel Trade	450.76	0.00	2,813.60	5,500.00	5,500.00
5132-00 · FAMS -Intl - Media	0.00	0.00	0.00	0.00	0.00
5133-00 · Ski-Tops	0.00	0.00	0.00	0.00	0.00
5134-00 · Intl Marketing - Additional Opp	880.00	1,000.00	1,158.34	6,000.00	6,000.00
5135-00 · North American Journeys/Tour Op	0.00	0.00	0.00	3,000.00	3,000.00
5136-00 · Tour Operator Brochure Support	5,820.00	0.00	6,955.00	6,000.00	6,000.00
5137-00 · Co-op Opportunities	11,000.03	0.00	18,275.90	10,000.00	10,000.00
5140-00 · Intl Programs & Travel	0.00	0.00	0.00	0.00	0.00
5141-00 · Australian Sales Mission	8,236.54	10,000.00	14,200.23	15,900.00	15,900.00
5142-00 · UK Sales Mission	6,962.48	0.00	12,654.35	10,000.00	10,000.00
5143-00 · Mountain Travel Symposium	848.95	0.00	4,856.59	4,000.00	4,000.00
5144-00 · IPW - POW WOW	492.00	3,000.00	9,621.59	9,500.00	9,500.00
5145-00 · TIA Annual Dues	0.00	0.00	2,500.00	2,400.00	2,400.00
5146-00 · UK / Black Diamond	6,250.00	6,250.00	25,000.00	25,000.00	25,000.00
5147-00 · AUS / Gate 7	5,375.00	5,125.00	21,500.00	20,500.00	20,500.00
5149-00 · Mexico Program	0.00	10,750.00	16,033.18	18,000.00	18,000.00
5150-00 · China Program	3,937.30	2,500.00	7,437.30	12,500.00	12,500.00
5151-00 · RTO West	0.00	0.00	3,381.14	2,695.00	2,695.00
5152-00 · Go West	2,500.00	0.00	3,478.57	3,500.00	3,500.00
5153-00 · Transulation Services	1,615.00	0.00	1,615.00	5,000.00	5,000.00
Total 5110-00 · LEISURE SALES	63,103.63	43,130.00	168,721.44	180,400.00	180,400.00
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	0.00	0.00	0.00	0.00	0.00
5201-00 · National, Regional, & Local PR	26,000.00	19,500.00	79,083.00	78,000.00	78,000.00
5202-00 · PR Program/ Content Dev - Blogs	39,730.00	13,750.00	53,409.94	55,000.00	55,000.00
5203-00 · International Public Relations	0.00	0.00	0.00	0.00	0.00
5204-00 · Media Mission(s)	2,111.16	4,000.00	4,527.47	9,000.00	9,000.00
5205-00 · Conference Outreach	4,000.00	3,000.00	12,000.00	12,000.00	12,000.00
5206-00 · Digital Buy/ Social Media Boost	6,000.00	4,500.00	18,000.00	18,000.00	18,000.00
5207-00 · Content Campaigns/Tools-My Emma	9,131.58	6,936.00	19,702.49	19,372.00	19,372.00
5208-00 · International Travel Media FAMS	8,271.70	3,000.00	21,748.39	12,000.00	12,000.00
5209-00 · Domestic Travel Media FAMS	3,717.49	1,125.00	5,512.03	4,500.00	4,500.00
5210-00 · Content Dev - Newsletters	0.00	0.00	0.00	0.00	0.00
5211-00 · Social Media Strategy & Mgmt	0.00	0.00	0.00	0.00	0.00
5212-00 · Social Giveaways & Contests	0.00	0.00	0.00	0.00	0.00
5213-00 · Facebook Live	0.00	0.00	0.00	0.00	0.00

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

April through June 2017

	Apr - Jun 17	Budget	Jul '16 - Jun 17	YTD Budget	Annual Budget
5214-00 · Social Takeover	0.00	0.00	0.00	0.00	0.00
5215-00 · Content Campaign-Local Luminary	0.00	0.00	0.00	0.00	0.00
5200-00 · PUBLIC RELATIONS - Other	0.00	0.00	0.00	0.00	0.00
Total 5200-00 · PUBLIC RELATIONS	98,961.93	55,811.00	213,983.32	207,872.00	207,872.00
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	0.00	13,000.00	18,153.50	28,971.00	28,971.00
6003-00 · Conference Online / Interactive	0.00	1,000.00	0.00	7,000.00	7,000.00
6004-00 · Email	0.00	3,000.00	0.00	10,000.00	10,000.00
6005-00 · Paid Media	0.00	0.00	0.00	0.00	0.00
6006-00 · CVENT	0.00	0.00	10,135.00	0.00	0.00
6007-00 · Creative Production	0.00	0.00	0.00	0.00	0.00
6008-00 · Conference PR / Social Outreach	0.00	0.00	0.00	0.00	0.00
6018-00 · MCC Media Commission	3,464.89	3,535.00	8,175.18	9,670.00	9,670.00
6018-01 · MCC Digital Ad Serving	0.00	0.00	0.00	100.00	100.00
6018-02 · MCC Digital	26,653.00	10,666.00	46,915.00	35,750.00	35,750.00
6128-00 · HelmsBriscoe Strategic Partner	0.00	0.00	0.00	5,000.00	5,000.00
6145-00 · Sponsorship - World Senior Golf	-6,585.00	0.00	2,715.20	2,350.00	2,350.00
6152-00 · Client Events / Opportunities	31,105.85	0.00	33,162.28	29,907.16	29,907.16
6153-00 · Chicago Sales Rep Support	2,832.89	2,500.00	7,281.90	10,000.00	10,000.00
Total 6000-00 · CONFERENCE SALES	57,471.63	33,701.00	126,538.06	138,748.16	138,748.16
6100-00 · TRADE SHOWS					
6107-00 · MPI - WEC Trade Show	10,146.30	7,500.00	10,146.30	7,500.00	7,500.00
6111-00 · Site Inspections	499.51	1,500.00	2,989.65	6,000.00	6,000.00
6115-00 · Chicago Holiday Showcase	0.00	0.00	4,676.06	6,200.00	6,200.00
6116-00 · CalSAE Seasonal Spectacular	0.00	0.00	2,073.68	1,525.00	1,525.00
6117-00 · Duda Golf Sponsorship	6,585.00	0.00	0.00	0.00	0.00
6118-00 · ASAE Annual	0.00	0.00	5,602.11	3,950.00	3,950.00
6120-00 · AFW Client Event	0.00	0.00	0.00	0.00	0.00
6120-01 · Sac River Cats Client Event	0.00	0.00	0.00	0.00	0.00
6120-02 · SF Giants Client Event	4,500.00	0.00	4,500.00	0.00	0.00
6120-03 · San Jose Sharks Client Event	0.00	0.00	0.00	0.00	0.00
6121-00 · M&C Interactive	0.00	0.00	0.00	2,500.00	2,500.00
6124-00 · IMEX	0.00	0.00	11,332.85	12,000.00	12,000.00
6127-00 · CalSAE Annual	1,236.64	1,200.00	6,185.04	6,700.00	6,700.00
6136-00 · Mountain Travel Symposium	0.00	0.00	2,445.00	4,500.00	4,500.00
6143-00 · Connect Marketplace	419.46	0.00	10,776.42	11,900.00	11,900.00
6144-00 · ASAE XDP	4,628.31	1,500.00	4,628.31	4,000.00	4,000.00
6146-00 · UC Vendor Fair	0.00	0.00	300.00	555.00	555.00
6149-00 · MEET National	0.00	0.00	7,133.83	7,250.00	7,250.00
6150-00 · Luxury Meeting Summit MA/CT/NY	2,325.00	0.00	2,325.00	6,100.00	6,100.00
6150-01 · Luxury Meeting Summit Northwest	1,550.00	0.00	3,442.92	3,300.00	3,300.00
6150-02 · Luxury Summit Meeting Texas	3,100.00	0.00	5,494.54	6,100.00	6,100.00
6150-03 · Luxury Meeting Summit NorCal	0.00	0.00	8,737.94	1,500.00	1,500.00
6150-04 · Luxury Meeting Summit SoCal	0.00	0.00	1,539.95	5,200.00	5,200.00
6150-05 · Luxury Meeting Summit PHX/SD/OC	2,325.00	0.00	2,325.00	0.00	0.00
6151-00 · Destination CA	1,097.88	1,500.00	1,097.88	1,500.00	1,500.00
6154-00 · HelmsBriscoe ABC	0.00	1,500.00	0.00	3,500.00	3,500.00
6156-00 · Connect California	20.87	1,485.00	4,441.82	4,435.00	4,435.00
6156-02 · Connect Chicago	0.00	0.00	0.00	0.00	0.00
6156-03 · Connect New England	0.00	0.00	0.00	0.00	0.00
6156-04 · Connect Georgia	0.00	0.00	0.00	0.00	0.00
6157-00 · HPN Partner Conference	0.00	0.00	2,592.84	2,592.84	2,592.84
6157-02 · HPN Partner Conference Post FAM	0.00	0.00	0.00	0.00	0.00
6160-00 · AllThingsMeetings Silcon Valley	0.00	0.00	0.00	0.00	0.00
6160-01 · AllThingsMeetings East Bay	0.00	0.00	0.00	0.00	0.00
6100-00 · TRADE SHOWS - Other	0.00	0.00	0.00	0.00	0.00
Total 6100-00 · TRADE SHOWS	38,433.97	16,185.00	104,787.14	108,807.84	108,807.84
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	7,312.50	9,000.00	32,718.10	36,000.00	36,000.00
5009-00 · Fulfillment / Mail	879.97	2,500.00	8,757.91	10,000.00	10,000.00
5021-00 · RASC-Reno Air Service Corp	25,000.00	25,000.00	100,000.00	100,000.00	100,000.00
5122-00 · SSMC Shipping - Sierra Ski Mkt	0.00	22,500.00	90,000.00	90,000.00	90,000.00
5123-00 · HSVC - High Sierra Visitors	-3,765.03	0.00	2,000.00	2,250.00	2,250.00
7001-00 · Miscellaneous	2,340.18	750.00	2,722.52	3,000.00	3,000.00
7002-00 · CRM Subscription	0.00	3,000.00	10,000.00	10,000.00	10,000.00
7003-00 · IVCBVB Entertainment Fund	1,353.92	1,000.00	6,891.17	8,000.00	8,000.00
7004-00 · Research	17,465.00	10,000.00	17,465.00	20,000.00	20,000.00
7005-00 · Film Festival	-1,231.60	0.00	15,000.00	15,000.00	15,000.00
7006-00 · Special Events	0.00	0.00	98.04	5,000.00	5,000.00
7007-00 · Destimetrics / DMX	7,801.00	7,801.00	31,204.00	31,204.00	31,204.00
8700-00 · Automobile Expense*	981.79	0.00	4,026.05	0.00	0.00
Total 7000-00 · COMMITTED & ADMIN EXPENSES	58,137.73	81,551.00	320,882.79	330,454.00	330,454.00
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	10,749.99	11,250.00	42,999.96	45,000.00	45,000.00
8003-00 · Website Hosting Maintenance	3,109.80	5,000.00	14,194.30	20,000.00	20,000.00
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	13,859.79	16,250.00	57,194.26	65,000.00	65,000.00
Total Expense	704,122.57	562,594.00	2,060,884.35	2,195,622.00	2,195,622.00
Net Income	-245,622.57	-106,594.00	103,986.65	28,063.00	28,063.00

Balance Sheet

As of August 31, 2017

09/26/17

Accrual Basis

	Aug 31, 17	Aug 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1001-00 · Petty Cash	778.82	1,000.00	-221.18	-22.1%
1003-00 · Cash - Operations BOTW #6712	546,882.73	571,208.70	-24,325.97	-4.3%
1007-00 · Cash - Payroll BOTW #7421	56,711.86	2,052.43	54,659.43	2,663.2%
1008-00 · Marketing Reserve - Plumas	50,105.93	50,030.83	75.10	0.2%
1009-00 · Cash Flow Reserve - Plumas	100,282.58	100,082.23	200.35	0.2%
1071-00 · Payroll Reserves BOTW #8163	29,581.56	29,581.56	0.00	0.0%
1080-00 · Special Events BOTW #1626	92,402.82	13,794.02	78,608.80	569.9%
10950 · Cash in Drawer	2,012.23	387.86	1,624.37	418.8%
Total Checking/Savings	878,758.53	768,137.63	110,620.90	14.4%
Accounts Receivable				
1200-00 · Quickbooks Accounts Receivable	33,752.34	88,572.61	-54,820.27	-61.9%
1290-00 · A/R - TOT	0.00	-23,940.82	23,940.82	100.0%
Total Accounts Receivable	33,752.34	64,631.79	-30,879.45	-47.8%
Other Current Assets				
1200-99 · AR Other	1,598.66	1,614.30	-15.64	-1.0%
12000 · Undeposited Funds	0.00	812.98	-812.98	-100.0%
1201-00 · WebLink Accounts Receivable	14,130.00	21,270.00	-7,140.00	-33.6%
1201-02 · Allowance for Doubtful Accounts	-17.00	-7,276.50	7,259.50	99.8%
12100 · Inventory Asset	22,893.40	29,710.17	-6,816.77	-22.9%
1299 · Receivable from NLTMC	6,320.71	8,921.44	-2,600.73	-29.2%
1490-00 · Security Deposits	50.00	50.00	0.00	0.0%
Total Other Current Assets	44,975.77	55,102.39	-10,126.62	-18.4%
Total Current Assets	957,486.64	887,871.81	69,614.83	7.8%
Fixed Assets				
1700-00 · Furniture & Fixtures	68,767.95	68,767.95	0.00	0.0%
1701-00 · Accum. Depr. - Furn & Fix	-68,767.95	-68,767.95	0.00	0.0%
1740-00 · Computer Equipment	43,766.13	43,766.13	0.00	0.0%
1741-00 · Accum. Depr. - Computer Equip	-43,160.06	-42,352.58	-807.48	-1.9%
1750-00 · Computer Software	40,080.06	34,993.97	5,086.09	14.5%
1751-00 · Accum. Amort. - Software	-35,549.13	-34,069.64	-1,479.49	-4.3%
1770-00 · Leasehold Improvements	24,283.86	24,283.86	0.00	0.0%
1771-00 · Accum. Amort - Leasehold Impr	-24,284.08	-24,100.71	-183.37	-0.8%
Total Fixed Assets	5,136.78	2,521.03	2,615.75	103.8%
Other Assets				
1400-00 · Prepaid Expenses				
1410-00 · Prepaid Insurance	2,115.32	2,240.32	-125.00	-5.6%
1430-00 · Prepaid 1st Class Postage	1,000.00	1,000.00	0.00	0.0%
1400-00 · Prepaid Expenses - Other	10,149.12	6,396.02	3,753.10	58.7%
Total 1400-00 · Prepaid Expenses	13,264.44	9,636.34	3,628.10	37.7%
Total Other Assets	13,264.44	9,636.34	3,628.10	37.7%
TOTAL ASSETS	975,887.86	900,029.18	75,858.68	8.4%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	50,111.13	40,006.05	10,105.08	25.3%
2001-00 · Credit Card Payable	0.00	606.40	-606.40	-100.0%
Total Accounts Payable	50,111.13	40,612.45	9,498.68	23.4%
Credit Cards				
2080-00 · Bank of the West - Master Cards				
2080-01 · MC_5901_Hall	0.00	729.95	-729.95	-100.0%
2080-02 · MC_4222_Jason	14.99	0.00	14.99	100.0%
2080-03 · MC_5950_Judy	0.00	1,018.63	-1,018.63	-100.0%
2080-04 · MC_5968_Ronald	36.00	0.00	36.00	100.0%

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2017

09/26/17

Accrual Basis

	Aug 31, 17	Aug 31, 16	\$ Change	% Change
2080-05 · MC_2107_Greg	72.99	58.75	14.24	24.2%
2080-06 · MC_5288_Emily	810.97	180.86	630.11	348.4%
2080-07 · MC_6850_Ginger	0.00	4,607.06	-4,607.06	-100.0%
2080-08 · MC_5755_John	0.00	4,698.96	-4,698.96	-100.0%
2080-09 · MC_0319_Sarah	459.92	0.00	459.92	100.0%
2080-10 · MC_9495_AI	2,435.57	15.00	2,420.57	16,137.1%
2080-11 · MC_3978_Amber	24.86	0.00	24.86	100.0%
2080-12 · MC_3960_Natalie	279.06	0.00	279.06	100.0%
Total 2080-00 · Bank of the West - Master Cards	4,134.36	11,309.21	-7,174.85	-63.4%
Total Credit Cards	4,134.36	11,309.21	-7,174.85	-63.4%
Other Current Liabilities				
21000 · Salaries/Wages/Payroll Liabilit				
2100-00 · Salaries / Wages Payable	38,973.37	35,719.15	3,254.22	9.1%
2101-00 · Incentive Payable	40,891.01	10,399.44	30,491.57	293.2%
2102-00 · Commissions Payable	11,032.65	8,404.31	2,628.34	31.3%
2120-00 · Empl. Federal Tax Payable	3,117.87	2,888.75	229.12	7.9%
2175-00 · 401 (k) Plan	1,558.93	1,104.44	454.49	41.2%
2180-00 · Estimated PTO Liability	74,725.45	60,648.50	14,076.95	23.2%
24100 · Wage Garnishment Payable	0.00	1,162.58	-1,162.58	-100.0%
Total 21000 · Salaries/Wages/Payroll Liabilit	170,299.28	120,327.17	49,972.11	41.5%
2190-00 · Sales and Use Tax Payable				
25500 · *Sales Tax Payable	4,146.03	1,872.76	2,273.27	121.4%
Total 2190-00 · Sales and Use Tax Payable	4,146.03	1,872.76	2,273.27	121.4%
2250-00 · Accrued Expenses	158.18	10,000.31	-9,842.13	-98.4%
2400-60 · Deferred Revenue- Member Dues	53,136.66	57,918.34	-4,781.68	-8.3%
2651-00 · Deferred Rev - Conference	9,166.66	-1,650.00	10,816.66	655.6%
2800-00 · Suspense	1,767.04	150.00	1,617.04	1,078.0%
2900-00 · Due To/From County of Placer	64.81	0.00	64.81	100.0%
Total Other Current Liabilities	238,738.66	188,618.58	50,120.08	26.6%
Total Current Liabilities	292,984.15	240,540.24	52,443.91	21.8%
Total Liabilities	292,984.15	240,540.24	52,443.91	21.8%
Equity				
32000 · Unrestricted Net Assets	215,902.18	29,217.09	186,685.09	639.0%
3300-11 · Designated Marketing Reserve	254,324.57	254,324.57	0.00	0.0%
3301 · Cash Flow Reserve	100,234.35	100,034.00	200.35	0.2%
3302 · Marketing Cash Reserve	50,087.84	50,012.74	75.10	0.2%
Net Income	62,354.77	225,900.54	-163,545.77	-72.4%
Total Equity	682,903.71	659,488.94	23,414.77	3.6%
TOTAL LIABILITIES & EQUITY	975,887.86	900,029.18	75,858.68	8.4%

North Lake Tahoe Resort Association
A/R Aging Summary
As of August 31, 2017

	Current	1 - 30	31 - 60	61 - 90	91 - 120	> 120	TOTAL
Destination Tahoe Meetings & Events	0.00	0.00	0.00	550.00	0.00	0.00	550.00
DSC (Destination Services Corporation)	0.00	0.00	0.00	550.00	0.00	0.00	550.00
Hampton Inn & Suites	0.00	0.00	2,560.00	550.00	0.00	1,476.15	4,586.15
Hard Rock Hotel & Casino Lake Tahoe	0.00	0.00	0.00	0.01	0.00	0.00	0.01
Harrah's/Harveys Casino	0.00	0.00	0.00	550.00	0.00	161.50	711.50
Hotel Becket	0.00	0.00	0.00	550.00	0.00	878.50	1,428.50
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	0.00	90.80	90.80
Lake Tahoe Music Festival*	0.00	200.00	0.00	0.00	0.00	0.00	200.00
Lake Tahoe Resort Hotel	0.00	0.00	0.00	53.85	0.00	0.00	53.85
North Tahoe Cruises Tahoe Gal	0.00	0.00	1,000.00	0.00	0.00	0.00	1,000.00
North Tahoe Paddle	0.00	0.00	400.00	0.00	0.00	0.00	400.00
Northstar California	0.00	0.00	10,715.80	0.00	541.20	2,833.83	14,090.83
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	3,492.40	0.00	1,278.65	4,771.05
Squaw Valley Lodge Granite Peak Mgmt	0.00	0.00	0.00	0.00	0.00	1,837.40	1,837.40
Tahoe Biltmore Lodge & Casino	0.00	0.00	0.00	0.00	0.00	187.74	187.74
Tahoe City Inn	0.00	0.00	0.00	0.00	0.00	0.01	0.01
Tahoe City Kayak	0.00	0.00	450.00	0.00	0.00	0.00	450.00
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	550.00	0.00	89.50	639.50
Tahoe Sailing Charters	0.00	0.00	300.00	0.00	0.00	0.00	300.00
Tahoe Tree Top Adventures	0.00	0.00	800.00	0.00	0.00	0.00	800.00
The Ridge Tahoe	0.00	0.00	0.00	550.00	0.00	0.00	550.00
The Village at Squaw Valley	0.00	-45.00	0.00	0.00	0.00	0.00	-45.00
West Shore Sports	0.00	0.00	600.00	0.00	0.00	0.00	600.00
TOTAL	0.00	155.00	16,825.80	7,396.26	541.20	8,834.08	33,752.34

Accounts Receivable Summary

Invoices With Apply Dates Through August 31, 2017

Aged as of Thursday, August 31, 2017

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	500.00	0.00	0.00	0.00	710.00	1,210.00
Dues		145.00	1,735.00	0.00	2,840.00	1,700.00	6,350.00	12,770.00
Email Blast		0.00	0.00	0.00	75.00	0.00	0.00	75.00
New Member Fees		0.00	0.00	0.00	75.00	0.00	0.00	75.00
Total Open Invoices		145.00	2,235.00	0.00	2,990.00	1,700.00	7,060.00	14,130.00

Unapplied Payments With Payment Dates Prior to and Including 08/31/2017

Pre-Payments: Payments Made Prior to 08/31/2017 on Invoices With Apply Dates After 08/31/2017

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

14,130.00

North Lake Tahoe Resort Association
A/P Aging Summary
As of August 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
Airport Self Storage	273.00	0.00	0.00	0.00	0.00	273.00
Al Priester	0.00	0.00	28.32	0.00	0.00	28.32
Amber Burke	27.82	0.00	175.07	0.00	0.00	202.89
Anne-Karin Atwood*	50.99	0.00	25.00	0.00	0.00	75.99
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
Anthem Blue Cross	0.00	4.02	0.00	0.00	0.00	4.02
AT & T*	130.13	0.00	0.00	0.00	0.00	130.13
Auburn Ski Club Associates	0.00	0.00	2,500.00	0.00	0.00	2,500.00
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Big Water Studios	0.00	0.00	675.00	0.00	0.00	675.00
Bob Sweigert*	0.00	0.00	17.12	0.00	0.00	17.12
California Highway Patrol	0.00	0.00	111.87	0.00	0.00	111.87
Chris Werfel	0.00	0.00	17.12	0.00	0.00	17.12
Cintas Corporation #623	263.57	0.00	0.00	0.00	0.00	263.57
CoPower	0.00	158.40	0.00	0.00	0.00	158.40
Dawn Baffone*	0.00	0.00	22.68	0.00	0.00	22.68
Emily Detwiler*	106.50	0.00	0.00	0.00	0.00	106.50
Granlibakken Management Company, Ltd.	0.00	621.00	0.00	0.00	0.00	621.00
IVCB Visitors Bureau*	0.00	0.00	375.37	0.00	0.00	375.37
Jason Neary	25.00	0.00	108.45	0.00	0.00	133.45
Kym Fabel	121.30	0.00	43.19	0.00	0.00	164.49
Lake Tahoe Music Festival	0.00	0.00	3,305.46	0.00	0.00	3,305.46
Lauren Sully	26.41	0.00	236.94	0.00	0.00	263.35
Linda Williams*	0.00	8.56	0.00	0.00	0.00	8.56
Natalie Parrish*	8.99	0.00	58.42	0.00	0.00	67.41
Porter Simon*	0.00	0.00	140.00	0.00	0.00	140.00
Principal Financial Group	0.00	-74.32	-376.13	744.30	-337.46	-43.61
Print Art/Sierra Mail*	0.00	205.92	0.00	0.00	0.00	205.92
Richter7	0.00	0.00	5,000.00	0.00	0.00	5,000.00
Ricoh USA	1,321.97	0.00	0.00	0.00	0.00	1,321.97
Ron Treabess	94.39	0.00	74.60	0.00	0.00	168.99
Rotor Collective Digital Cinema, Inc.	0.00	0.00	1,560.00	0.00	0.00	1,560.00
Sarah Winters	264.96	0.00	72.62	0.00	0.00	337.58
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Spectrum	0.00	-42.77	0.00	0.00	0.00	-42.77
Sprint	72.51	0.00	0.00	0.00	0.00	72.51
Tahoe Basics	0.00	0.00	-198.00	0.00	0.00	-198.00
Tahoe City Public Utility District*	0.00	0.00	1,424.00	0.00	0.00	1,424.00
Tahoe Truckee Sierra Disposal*	225.77	0.00	0.00	64.43	0.00	290.20
The Store...Copies and More	0.00	153.16	0.00	0.00	0.00	153.16
Vail Resorts	0.00	0.00	30,000.00	0.00	0.00	30,000.00
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
YIG Administration	0.00	-17.00	-8.51	16.98	8.49	-0.04
TOTAL	3,574.31	1,016.97	45,388.59	825.71	-694.45	50,111.13

North Lake Tahoe Resort Association

Profit & Loss

August 2017

09/26/17

Accrual Basis

	Aug 17	Aug 16	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	296,582.00	314,665.00	-18,083.00	-5.8%
4200-00 · Membership Dues	11,663.76	11,349.17	314.59	2.8%
4201-00 · New Member Fees	0.00	75.00	-75.00	-100.0%
4205-00 · Conference Dues	916.67	825.00	91.67	11.1%
4250-00 · Revenues-Membership Activities				
4250-02 · Tourism Summit	0.00	75.00	-75.00	-100.0%
4251-00 · Revenue-Tue AM Breakfast Club	373.30	120.00	253.30	211.1%
4250-00 · Revenues-Membership Activities - Other	514.95	475.00	39.95	8.4%
Total 4250-00 · Revenues-Membership Activities	888.25	670.00	218.25	32.6%
4252-00 · Revenue - Sponsorships	0.00	500.00	-500.00	-100.0%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	0.00	4,805.90	-4,805.90	-100.0%
4600-00 · Commissions - Other	0.00	18,088.00	-18,088.00	-100.0%
Total 4600-00 · Commissions	0.00	22,893.90	-22,893.90	-100.0%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	1,141.00	4,850.00	-3,709.00	-76.5%
46000 · Merchandise Sales - Other	11,909.18	11,244.46	664.72	5.9%
Total 46000 · Merchandise Sales	13,050.18	16,094.46	-3,044.28	-18.9%
Total Income	323,100.86	367,072.53	-43,971.67	-12.0%
Gross Profit	323,100.86	367,072.53	-43,971.67	-12.0%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	0.00	8,404.31	-8,404.31	-100.0%
5020-00 · P/R - Tax Expense	6,012.82	8,493.26	-2,480.44	-29.2%
5030-00 · P/R - Health Insurance Expense	10,628.22	16,107.25	-5,479.03	-34.0%
5060-00 · 401 (k)	2,814.85	2,987.98	-173.13	-5.8%
5070-00 · Other Benefits and Expenses	209.00	184.90	24.10	13.0%
5000-00 · Salaries & Wages - Other	83,030.39	88,599.03	-5,568.64	-6.3%
Total 5000-00 · Salaries & Wages	102,695.28	124,776.73	-22,081.45	-17.7%
5100-00 · Rent				
5110-00 · Utilities	909.15	792.82	116.33	14.7%
5140-00 · Repairs & Maintenance	0.00	39.71	-39.71	-100.0%
5150-00 · Office - Cleaning	1,230.00	797.40	432.60	54.3%
5100-00 · Rent - Other	12,583.00	12,542.36	40.64	0.3%
Total 5100-00 · Rent	14,722.15	14,172.29	549.86	3.9%
5310-00 · Telephone				
5320-00 · Telephone	2,065.67	2,542.37	-476.70	-18.8%
Total 5310-00 · Telephone	2,065.67	2,542.37	-476.70	-18.8%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0.00	139.39	-139.39	-100.0%
5420-00 · Mail - USPS - Other	500.00	0.00	500.00	100.0%
Total 5420-00 · Mail - USPS	500.00	139.39	360.61	258.7%
5510-00 · Insurance/Bonding	264.42	306.08	-41.66	-13.6%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	97.85	0.00	97.85	100.0%
5520-00 · Supplies - Other	1,546.35	1,022.88	523.47	51.2%
Total 5520-00 · Supplies	1,644.20	1,022.88	621.32	60.7%
5530-00 · Visitor Communications - Other	0.00	-109.00	109.00	100.0%
5610-00 · Depreciation	216.35	221.28	-4.93	-2.2%
5700-00 · Equipment Support & Maintenance	183.32	1,212.73	-1,029.41	-84.9%
5710-00 · Taxes, Licenses & Fees	451.29	841.44	-390.15	-46.4%
5740-00 · Equipment Rental/Leasing	1,321.97	1,590.57	-268.60	-16.9%
5800-00 · Training Seminars	1,449.00	2,193.72	-744.72	-34.0%
5815 · Training Video Series	408.00	7,534.05	-7,126.05	-94.6%

North Lake Tahoe Resort Association
Profit & Loss
August 2017

09/26/17

Accrual Basis

	Aug 17	Aug 16	\$ Change	% Change
5820 · Sales CRM/CMS	0.00	2,354.94	-2,354.94	-100.0%
5850-00 · Artist of Month - Commissions	0.00	486.00	-486.00	-100.0%
5900-00 · Professional Fees				
5920-00 · Professional Fees - Accountant	0.00	7,480.00	-7,480.00	-100.0%
Total 5900-00 · Professional Fees	0.00	7,480.00	-7,480.00	-100.0%
5941-00 · Research & Planning	0.00	750.00	-750.00	-100.0%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	210.00	1,275.00	-1,065.00	-83.5%
Total 6420-01 · Sponsorships	210.00	1,275.00	-1,065.00	-83.5%
6421-00 · New Event Development	0.00	816.70	-816.70	-100.0%
6422-00 · Event Media				
6422-02 · Photography	0.00	2,131.50	-2,131.50	-100.0%
Total 6422-00 · Event Media	0.00	2,131.50	-2,131.50	-100.0%
Total 6420-00 · Events	210.00	4,223.20	-4,013.20	-95.0%
6423-00 · Membership Activities				
6432-00 · Membership - Newsletter	0.00	250.00	-250.00	-100.0%
6437-00 · Tuesday Morning Breakfast Club	621.00	810.00	-189.00	-23.3%
6442-00 · Public Relations/Website	0.00	81.00	-81.00	-100.0%
6444-00 · Trades	580.00	0.00	580.00	100.0%
6423-00 · Membership Activities - Other	276.69	611.78	-335.09	-54.8%
Total 6423-00 · Membership Activities	1,477.69	1,752.78	-275.09	-15.7%
6490-00 · Classified Ads	0.00	50.00	-50.00	-100.0%
6600-00 · Promotions/Giveaways	0.00	32.14	-32.14	-100.0%
6730-00 · Marketing Cooperative/Media	139,000.00	126,500.00	12,500.00	9.9%
6742-00 · Non-NLT Co-Op Marketing Program	1,212.44	-1,394.33	2,606.77	187.0%
6743-00 · BACC Marketing Programs				
6743-04 · High Notes	0.00	1,720.00	-1,720.00	-100.0%
Total 6743-00 · BACC Marketing Programs	0.00	1,720.00	-1,720.00	-100.0%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	0.00	23.96	-23.96	-100.0%
52500 · Purchase Discounts	0.00	-0.44	0.44	100.0%
59900 · POS Inventory Adjustments	9.00	254.93	-245.93	-96.5%
8100-00 · Cost of Goods Sold - Other	6,622.37	5,190.23	1,432.14	27.6%
Total 8100-00 · Cost of Goods Sold	6,631.37	5,468.68	1,162.69	21.3%
8200-00 · Associate Relations	63.75	1,202.25	-1,138.50	-94.7%
8300-00 · Board Functions	0.00	-10.85	10.85	100.0%
8500-00 · Credit Card Fees	554.31	794.74	-240.43	-30.3%
8700-00 · Automobile Expenses	282.05	518.14	-236.09	-45.6%
8750-00 · Meals/Meetings	352.92	575.75	-222.83	-38.7%
8810-00 · Dues & Subscriptions	248.96	923.98	-675.02	-73.1%
8910-00 · Travel	374.88	2,090.00	-1,715.12	-82.1%
8920-00 · Bad Debt	476.00	540.00	-64.00	-11.9%
Total Expense	276,806.02	312,501.95	-35,695.93	-11.4%
Net Ordinary Income	46,294.84	54,570.58	-8,275.74	-15.2%
Net Income	46,294.84	54,570.58	-8,275.74	-15.2%

North Lake Tahoe Resort Association
Profit & Loss by Class

August 2017

	11 - Marketing	30 - Conference	41 - Transportation	42 - VIC	50 - Infrastructure	60 - Membership	70 - Administration	TOTAL
Ordinary Income/Expense								
Income								
4660-00 - County of Placer TOT Funding	237,265.60	2,965.82	5,831.64	0.00	0.00	0.00	0.00	296,062.00
4500-00 - Membership Dues	0.00	0.00	0.00	0.00	0.00	11,663.76	0.00	11,663.76
4510-00 - Conference Dues	0.00	916.67	0.00	0.00	0.00	0.00	0.00	916.67
4260-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	373.30	0.00	373.30
4251-00 - Revenue-Tue AM Breakfast Club	0.00	0.00	0.00	0.00	0.00	514.55	0.00	514.55
4251-00 - Revenue-Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	888.25	0.00	888.25
Total 4250-00 - Revenue-Membership Activities	0.00	0.00	0.00	0.00	0.00	1,776.10	0.00	1,776.10
4600-00 - Merchandise Sales	0.00	0.00	0.00	1,141.00	0.00	0.00	0.00	1,141.00
4820-00 - Non-Retail VIC Income	0.00	0.00	0.00	11,568.10	0.00	0.00	0.00	11,568.10
4690 - Merchandise Sales - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 4600-00 - Merchandise Sales	0.00	0.00	0.00	13,050.10	0.00	0.00	0.00	13,050.10
Total Income	237,265.60	2,965.82	5,831.64	39,742.56	5,831.64	12,552.01	0.00	323,100.86
Total 4250-00 - Revenue-Membership Activities	0.00	0.00	0.00	0.00	0.00	1,776.10	0.00	1,776.10
Total 4600-00 - Merchandise Sales	0.00	0.00	0.00	13,050.10	0.00	0.00	0.00	13,050.10
Expense								
5000-00 - Salaries & Wages	1,375.00	0.00	0.00	0.00	0.00	-1,375.00	0.00	0.00
5000-01 - In-Market Administration	1,375.00	0.00	0.00	0.00	0.00	2,669.59	0.00	4,044.59
5000-02 - Health Insurance	4,107.28	2,288.15	2,243.71	2,243.71	2,243.71	1,964.82	516.62	10,028.22
5000-03 - PIR - Health Insurance Expense	510.69	431.28	30.90	77.28	77.28	843.92	0.00	2,814.85
5070-00 - Other Benefits and Expenses	75.47	41.98	5.51	11.89	11.89	26.65	0.00	209.00
5000-00 - Salaries & Wages - Other	13,678.81	10,783.24	772.72	17,378.89	1,031.78	5,980.78	32,294.07	83,030.39
Total 5000-00 - Salaries & Wages	20,884.05	14,352.18	595.29	21,249.04	1,910.03	7,319.55	36,375.14	102,695.28
5100-00 - Rent	133.89	86.95	18.69	507.46	35.17	46.66	100.13	909.15
5110-00 - Utilities	378.46	189.24	46.03	94.62	52.43	138.81	330.36	1,230.00
5150-00 - Office - Cleaning	1,926.15	923.08	369.23	6,811.54	369.23	736.15	1,857.62	12,593.00
5100-00 - Rent - Other	2,438.50	1,179.27	454.00	7,213.02	456.83	511.82	2,086.11	14,722.15
Total 5100-00 - Rent	5,316.90	2,358.62	877.92	21,387.64	877.92	1,346.74	4,270.20	30,755.94
5310-00 - Telephone	531.46	224.60	153.91	299.93	193.10	232.50	430.08	2,065.67
5320-00 - Telephone	153.91	153.91	153.91	153.91	153.91	153.91	153.91	618.56
Total 5310-00 - Telephone	685.37	378.51	307.82	453.84	347.01	386.41	583.99	2,684.23
5420-00 - Mail - USPS	125.00	65.00	40.00	65.00	40.00	40.00	125.00	500.00
5510-00 - Insurance/Bonding	55.53	1.85	5.63	66.11	5.63	21.15	63.91	284.42
5520-00 - Supplies	24.86	71.89	0.00	0.00	0.00	0.00	0.00	96.75
5530-00 - Computer <\$1000	224.47	50.26	7.75	364.82	19.10	127.92	723.03	1,548.35
5530-00 - Supplies - Other	249.33	123.25	7.75	394.82	19.10	127.92	723.03	1,548.35
Total 5520-00 - Supplies	473.86	181.10	17.50	759.64	38.20	255.84	746.06	1,616.46
5610-00 - Depreciation	20.19	8.75	0.63	126.70	3.49	51.30	216.35	317.11
5700-00 - Equipment Support & Maintenance	0.00	99.89	0.00	0.00	0.00	83.33	183.32	283.24
5710-00 - Taxes, Licenses & Fees	183.20	132.00	89.00	365.59	169.00	451.29	1,140.18	2,360.26
5720-00 - Insurance/Leasing	0.00	0.00	0.00	0.00	0.00	284.42	284.42	568.84
5800-00 - Training Seminars	0.00	0.00	0.00	0.00	0.00	1,449.00	0.00	1,449.00
5815 - Training Video Series	0.00	0.00	0.00	408.00	0.00	0.00	0.00	408.00
6420-00 - Events	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6420-01 - Sponsorships	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6420-00 - Autumn Food & Wine	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6420-00 - Events	210.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00
Total 6420-01 - Sponsorships	210.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00
Total 6420-00 - Events	210.00	0.00	0.00	0.00	0.00	0.00	0.00	210.00
6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
6440-00 - Marketing Morning Breakfast Club	0.00	0.00	0.00	0.00	0.00	621.00	0.00	621.00
6440-00 - Trades	0.00	0.00	0.00	0.00	0.00	590.00	0.00	1,111.00
6423-00 - Membership Activities - Other	0.00	0.00	0.00	0.00	0.00	276.69	0.00	276.69
Total 6423-00 - Membership Activities	0.00	0.00	0.00	0.00	0.00	1,477.69	0.00	1,477.69
6730-00 - Marketing Cooperative/Media	129,833.33	9,186.67	0.00	0.00	0.00	0.00	0.00	139,000.00
6745-00 - Non-NLIT Co-Op Marketing Program	1,212.44	0.00	0.00	0.00	0.00	0.00	0.00	1,212.44
8100-00 - Cost of Goods Sold	0.00	0.00	0.00	9.00	0.00	0.00	0.00	9.00
8080 - POS Inventory Adjustments	0.00	0.00	0.00	6,622.37	0.00	0.00	0.00	6,622.37
8100-00 - Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Total 8100-00 - Cost of Goods Sold	0.00	0.00	0.00	6,631.37	0.00	0.00	0.00	6,631.37
8200-00 - Associate Relations	25.00	0.00	0.00	0.00	0.00	38.75	0.00	63.75
8210-00 - Associate Relations	0.00	0.00	0.00	366.78	0.00	167.52	0.00	534.30
8700-00 - Automobile Expenses	27.82	8.24	26.60	125.19	40.23	59.97	0.00	268.05
8750-00 - Meets/Meetings	325.00	0.00	0.00	0.00	0.00	0.00	0.00	325.00
8810-00 - Dues & Subscriptions	14.99	0.00	0.00	48.89	0.00	6.00	0.00	79.88
8910-00 - Travel	0.00	0.00	0.00	0.00	0.00	177.98	0.00	248.98
8920-00 - Bad Debt	0.00	0.00	0.00	0.00	0.00	476.00	0.00	476.00
Total Expense	156,469.72	25,402.24	1,322.68	37,413.14	2,817.73	11,090.07	-42,290.44	276,806.02
Net Ordinary Income	80,795.88	-759.91	1,643.14	2,329.42	3,119.91	1,461.84	-42,290.44	46,284.84
Other Income/Expense								
8800-00 - Allocated	28,334.59	4,651.95	422.90	4,229.04	1,268.71	3,393.25	-42,290.44	0.00
Total Other Expense	-28,334.59	-4,651.95	-422.90	-4,229.04	-1,268.71	-3,393.25	42,290.44	0.00
Net Other Income	52,461.29	-5,410.36	1,220.24	-1,899.82	1,846.20	-1,921.31	0.00	46,284.84
Net Income								

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of July 31, 2017

09/26/17

Accrual Basis

	Jul 31, 17	Jul 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	156,144.10	51,963.59	104,180.51	200.5%
Total Checking/Savings	156,144.10	51,963.59	104,180.51	200.5%
Accounts Receivable				
1200-00 · Accounts Receivable	108,642.46	112,658.27	-4,015.81	-3.6%
Total Accounts Receivable	108,642.46	112,658.27	-4,015.81	-3.6%
Total Current Assets	264,786.56	164,621.86	100,164.70	60.9%
Other Assets				
1400-00 · Prepaid Expenses	9,019.99	10,916.67	-1,896.68	-17.4%
Total Other Assets	9,019.99	10,916.67	-1,896.68	-17.4%
TOTAL ASSETS	273,806.55	175,538.53	98,268.02	56.0%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	165,920.28	69,576.63	96,343.65	138.5%
Total Accounts Payable	165,920.28	69,576.63	96,343.65	138.5%
Credit Cards				
2080 · Bank of the West Credit Cards				
2080-02 · MC_4222 Jason	1,680.51	2,687.93	-1,007.42	-37.5%
2080-05 · MC_2107 Greg	1,941.72	903.56	1,038.16	114.9%
2080-08 · MC_5755 John	0.00	408.98	-408.98	-100.0%
2080-09 · MC_3126 Sarah	2,698.48	4,964.54	-2,266.06	-45.6%
Total 2080 · Bank of the West Credit Cards	6,320.71	8,965.01	-2,644.30	-29.5%
Total Credit Cards	6,320.71	8,965.01	-2,644.30	-29.5%
Other Current Liabilities				
2700-00 · Due to NLTRA	0.00	-555.20	555.20	100.0%
Total Other Current Liabilities	0.00	-555.20	555.20	100.0%
Total Current Liabilities	172,240.99	77,986.44	94,254.55	120.9%
Total Liabilities	172,240.99	77,986.44	94,254.55	120.9%
Equity				
32000 · Unrestricted Net Assets	156,357.34	59,388.51	96,968.83	163.3%
Net Income	-54,791.78	38,163.58	-92,955.36	-243.6%
Total Equity	101,565.56	97,552.09	4,013.47	4.1%
TOTAL LIABILITIES & EQUITY	273,806.55	175,538.53	98,268.02	56.0%

North Lake Tahoe Marketing Cooperative

09/26/17

Profit & Loss

Accrual Basis

July 2017

	Jul 17	Jul 16	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding	32,678.00	30,000.00	2,678.00	8.9%
4001-00 · NLTRA Funding	63,250.00	63,250.00	0.00	0.0%
4004-00 · IVCBVB Entertainment	2,000.00	3,000.00	-1,000.00	-33.3%
Total Income	97,928.00	96,250.00	1,678.00	1.7%
Gross Profit	97,928.00	96,250.00	1,678.00	1.7%
Expense				
5000-00 · CONSUMER MARKETING				
5002-01 · Native Display	5,757.70	0.00	5,757.70	100.0%
5004-00 · Trip Advisor	2,386.98	0.00	2,386.98	100.0%
5005-00 · Paid Social	5,095.31	0.00	5,095.31	100.0%
5005-01 · Digital Display	14,712.69	0.00	14,712.69	100.0%
5007-00 · Creative Production	0.00	18,271.48	-18,271.48	-100.0%
5010-00 · Account Strategy & Management	7,000.00	6,250.00	750.00	12.0%
5010-01 · Digital Management & Reporting	3,000.00	0.00	3,000.00	100.0%
5010-02 · Website Strategy & Analysis	2,000.00	0.00	2,000.00	100.0%
5018-00 · Media Commission	362.76	0.00	362.76	100.0%
5022-00 · Email	2,856.00	0.00	2,856.00	100.0%
Total 5000-00 · CONSUMER MARKETING	43,171.44	24,521.48	18,649.96	76.1%
5110-00 · LEISURE SALES				
5111-00 · FAMs - Domestic	0.00	175.45	-175.45	-100.0%
5112-00 · Training / Sales Calls	115.81	0.00	115.81	100.0%
5113-00 · Additional Opportunities	0.00	15.00	-15.00	-100.0%
5116-00 · RSA Membership	695.00	0.00	695.00	100.0%
5134-00 · Intl Marketing - Additional Opp	0.00	278.34	-278.34	-100.0%
5135-00 · North American Journeys/Tour Op	1,950.00	0.00	1,950.00	100.0%
5137-00 · Co-op Opportunities	-2,000.00	583.33	-2,583.33	-442.9%
5141-00 · Australian Sales Mission	0.00	5,963.69	-5,963.69	-100.0%
5142-00 · UK Sales Mission	2,702.73	0.00	2,702.73	100.0%
5144-00 · IPW - POW WOW	129.75	-450.01	579.76	128.8%
5150-00 · China Program	4,367.50	0.00	4,367.50	100.0%
Total 5110-00 · LEISURE SALES	7,960.79	6,565.80	1,394.99	21.3%
5200-00 · PUBLIC RELATIONS				
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,000.00	0.00	2,000.00	100.0%
5201-00 · National, Regional, & Local PR	5,000.00	0.00	5,000.00	100.0%
5202-00 · PR Program/ Content Dev - Blogs	1,800.00	0.00	1,800.00	100.0%
5203-00 · International Public Relations	1,500.00	0.00	1,500.00	100.0%
5206-00 · Digital Buy/ Social Media Boost	500.00	0.00	500.00	100.0%
5207-00 · Content Campaigns/Tools-My Emma	311.00	0.00	311.00	100.0%
5208-00 · International Travel Media FAMS	438.18	937.03	-498.85	-53.2%
5210-00 · Content Dev - Newsletters	2,000.00	0.00	2,000.00	100.0%
5211-00 · Social Media Strategy & Mgmt	4,000.00	0.00	4,000.00	100.0%
5200-00 · PUBLIC RELATIONS - Other	5,453.31	0.00	5,453.31	100.0%
Total 5200-00 · PUBLIC RELATIONS	23,002.49	937.03	22,065.46	2,354.8%
6000-00 · CONFERENCE SALES				
6006-00 · CVENT	11,648.00	10,135.00	1,513.00	14.9%
6008-00 · Conference PR / Social Outreach	1,000.00	0.00	1,000.00	100.0%
6018-00 · MCC Media Commission	104.00	0.00	104.00	100.0%
6152-00 · Client Events / Opportunities	189.54	54.98	134.56	244.7%
Total 6000-00 · CONFERENCE SALES	12,941.54	10,189.98	2,751.56	27.0%
6100-00 · TRADE SHOWS				
6111-00 · Site Inspections	877.38	0.00	877.38	100.0%
6116-00 · CalSAE Seasonal Spectacular	0.00	3,075.00	-3,075.00	-100.0%
6120-01 · Sac River Cats Client Event	1,001.48	0.00	1,001.48	100.0%
6143-00 · Connect Marketplace	469.45	0.00	469.45	100.0%
6160-00 · AllThingsMeetings Silicon Valley	420.35	0.00	420.35	100.0%
Total 6100-00 · TRADE SHOWS	2,768.66	3,075.00	-306.34	-10.0%
7000-00 · COMMITTED & ADMIN EXPENSES				

North Lake Tahoe Marketing Cooperative

09/26/17

Profit & Loss

Accrual Basis

July 2017

	Jul 17	Jul 16	\$ Change	% Change
5008-00 · Cooperative Programs	3,600.00	2,343.10	1,256.90	53.6%
5021-00 · RASC-Reno Air Service Corp	25,000.00	0.00	25,000.00	100.0%
5123-00 · HSVC - High Sierra Visitors	2,000.00	2,000.00	0.00	0.0%
7002-00 · CRM Subscription	2,500.00	2,500.00	0.00	0.0%
7003-00 · IVCBVB Entertainment Fund	765.47	0.00	765.47	100.0%
7004-00 · Research	1,265.01	0.00	1,265.01	100.0%
7005-00 · Film Festival	15,000.00	0.00	15,000.00	100.0%
7006-00 · Special Events	0.00	98.04	-98.04	-100.0%
7007-00 · Destimetrics / DMX	7,801.00	0.00	7,801.00	100.0%
8700-00 · Automobile Expense*	826.05	332.66	493.39	148.3%
Total 7000-00 · COMMITTED & ADMIN EXPENSES	58,757.53	7,273.80	51,483.73	707.8%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8002-00 · Content Manager Contractor	3,583.33	3,583.33	0.00	0.0%
8003-00 · Website Hosting Maintenance	534.00	1,940.00	-1,406.00	-72.5%
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	4,117.33	5,523.33	-1,406.00	-25.5%
Total Expense	152,719.78	58,086.42	94,633.36	162.9%
Net Income	-54,791.78	38,163.58	-92,955.36	-243.6%

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of August 31, 2017

09/26/17

Accrual Basis

	Aug 31, 17	Aug 31, 16	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
1000-00 · Cash	363,707.36	286,468.39	77,238.97	27.0%
Total Checking/Savings	363,707.36	286,468.39	77,238.97	27.0%
Accounts Receivable				
1200-00 · Accounts Receivable	10,714.46	10,517.61	196.85	1.9%
Total Accounts Receivable	10,714.46	10,517.61	196.85	1.9%
Total Current Assets	374,421.82	296,986.00	77,435.82	26.1%
Other Assets				
1400-00 · Prepaid Expenses	8,098.32	10,333.34	-2,235.02	-21.6%
Total Other Assets	8,098.32	10,333.34	-2,235.02	-21.6%
TOTAL ASSETS	382,520.14	307,319.34	75,200.80	24.5%
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Accounts Payable				
2000-00 · Accounts Payable	114,929.84	114,405.54	524.30	0.5%
Total Accounts Payable	114,929.84	114,405.54	524.30	0.5%
Credit Cards				
2080 · Bank of the West Credit Cards				
2080-02 · MC_4222 Jason	1,623.89	1,099.06	524.83	47.8%
2080-05 · MC_2107 Greg	1,449.48	-100.90	1,550.38	1,536.6%
2080-08 · MC_5755 John	0.00	408.98	-408.98	-100.0%
2080-09 · MC_3126 Sarah	2,357.12	3,617.25	-1,260.13	-34.8%
2080-10 · MC_5950 Judy	0.00	-258.77	258.77	100.0%
2080-11 · MC_3978_Amber	19.48	0.00	19.48	100.0%
2080-12 · MC_9495 AI	239.99	0.00	239.99	100.0%
Total 2080 · Bank of the West Credit Cards	5,689.96	4,765.62	924.34	19.4%
Total Credit Cards	5,689.96	4,765.62	924.34	19.4%
Other Current Liabilities				
2700-00 · Due to NLTRA	0.00	1,901.70	-1,901.70	-100.0%
Total Other Current Liabilities	0.00	1,901.70	-1,901.70	-100.0%
Total Current Liabilities	120,619.80	121,072.86	-453.06	-0.4%
Total Liabilities	120,619.80	121,072.86	-453.06	-0.4%
Equity				
32000 · Unrestricted Net Assets	156,357.34	59,388.51	96,968.83	163.3%
Net Income	105,543.00	126,857.97	-21,314.97	-16.8%
Total Equity	261,900.34	186,246.48	75,653.86	40.6%
TOTAL LIABILITIES & EQUITY	382,520.14	307,319.34	75,200.80	24.5%

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of August 31, 2017

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Hyatt Regency Lake Tahoe Resort*	0.00	0.00	0.00	3,025.00	0.00	3,025.00
Northstar California	0.00	0.00	0.00	0.00	1,022.43	1,022.43
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	1,947.20	1,947.20
Squaw Valley Alpine Meadows	0.00	500.00	0.00	500.00	0.00	1,000.00
Tahoe Mountain Lodging	0.00	0.00	0.00	500.00	0.00	500.00
The Village at Squaw Valley	0.00	0.00	0.00	2,525.00	0.00	2,525.00
Truckee Donner Chamber of Commerce	0.00	0.00	0.00	0.00	694.83	694.83
TOTAL	0.00	500.00	0.00	6,550.00	3,664.46	10,714.46

**North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of August 31, 2017**

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
All Things Meetings	0.00	490.00	0.00	0.00	0.00	490.00
Amber Burke	6.96	0.00	0.00	0.00	0.00	6.96
Augustineldeas	0.00	0.00	466.76	0.00	0.00	466.76
CalSAE, Inc	0.00	3,372.00	0.00	0.00	0.00	3,372.00
Connect Association Marketplace	0.00	0.00	0.00	0.00	15,000.00	15,000.00
Elwin Media Pty Ltd	1,500.00	0.00	0.00	0.00	0.00	1,500.00
FedEx	0.00	16.72	0.00	0.00	0.00	16.72
Greg Howey	1,181.50	0.00	514.16	0.00	0.00	1,695.66
International Inbound Travel Assoc, Inc.	0.00	695.00	0.00	0.00	0.00	695.00
IVCB Visitors Bureau	0.00	0.00	7,017.82	0.00	0.00	7,017.82
Jason Neary	120.33	0.00	210.61	0.00	0.00	330.94
NLTRA	0.00	6,320.71	0.00	0.00	0.00	6,320.71
Richter7	0.00	0.00	52,277.49	0.00	0.00	52,277.49
Sarah Winters	201.25	0.00	452.53	0.00	0.00	653.78
Smith & Jones, Inc.	3,375.00	3,600.00	0.00	0.00	0.00	6,975.00
The Abbi Agency, Inc	18,111.00	0.00	0.00	0.00	0.00	18,111.00

North Lake Tahoe Marketing Cooperative

Profit & Loss

August 2017

09/26/17

Accrual Basis

	Aug 17	Aug 16	\$ Change	% Change
Income				
4000-00 · LTIVCBVB Funding	77,237.00	73,500.00	3,737.00	5.1%
4001-00 · NLTRA Funding	139,000.00	126,500.00	12,500.00	9.9%
Total Income	216,237.00	200,000.00	16,237.00	8.1%
Gross Profit	216,237.00	200,000.00	16,237.00	8.1%
Expense				
5000-00 · CONSUMER MARKETING				
5004-00 · Trip Advisor	0.00	435.00	-435.00	-100.0%
5007-00 · Creative Production	5,142.50	9,306.44	-4,163.94	-44.7%
5010-00 · Account Strategy & Management	7,000.00	14,000.00	-7,000.00	-50.0%
5010-01 · Digital Management & Reporting	3,000.00	0.00	3,000.00	100.0%
5010-02 · Website Strategy & Analysis	2,000.00	0.00	2,000.00	100.0%
5023-00 · Additional Opportunities	19.48	0.00	19.48	100.0%
Total 5000-00 · CONSUMER MARKETING	17,161.98	23,741.44	-6,579.46	-27.7%
5110-00 · LEISURE SALES				
5112-00 · Training / Sales Calls	20.55	0.00	20.55	100.0%
5134-00 · Intl Marketing - Additional Opp	1,000.00	0.00	1,000.00	100.0%
5137-00 · Co-op Opportunities	0.00	583.33	-583.33	-100.0%
5142-00 · UK Sales Mission	164.66	0.00	164.66	100.0%
5143-00 · Mountain Travel Symposium	2,336.57	0.00	2,336.57	100.0%
5146-00 · UK / Black Diamond	0.00	6,250.00	-6,250.00	-100.0%
Total 5110-00 · LEISURE SALES	3,521.78	6,833.33	-3,311.55	-48.5%
5200-00 · PUBLIC RELATIONS				
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,000.00	0.00	2,000.00	100.0%
5201-00 · National, Regional, & Local PR	5,000.00	13,000.00	-8,000.00	-61.5%
5202-00 · PR Program/ Content Dev - Blogs	1,800.00	2,500.00	-700.00	-28.0%
5203-00 · International Public Relations	1,500.00	0.00	1,500.00	100.0%
5204-00 · Media Mission(s)	0.00	59.90	-59.90	-100.0%
5205-00 · Conference Outreach	0.00	2,000.00	-2,000.00	-100.0%
5206-00 · Digital Buy/ Social Media Boost	500.00	3,000.00	-2,500.00	-83.3%
5207-00 · Content Campaigns/Tools-My Emma	311.00	166.00	145.00	87.4%
5208-00 · International Travel Media FAMS	0.00	4,416.12	-4,416.12	-100.0%
5210-00 · Content Dev - Newsletters	2,000.00	0.00	2,000.00	100.0%
5211-00 · Social Media Strategy & Mgmt	4,000.00	0.00	4,000.00	100.0%
Total 5200-00 · PUBLIC RELATIONS	17,111.00	25,142.02	-8,031.02	-31.9%
6000-00 · CONFERENCE SALES				
6007-00 · Creative Production	690.00	0.00	690.00	100.0%
6008-00 · Conference PR / Social Outreach	1,000.00	0.00	1,000.00	100.0%
6128-00 · HelmsBriscoe Strategic Partner	500.00	0.00	500.00	100.0%
Total 6000-00 · CONFERENCE SALES	2,190.00	0.00	2,190.00	100.0%
6100-00 · TRADE SHOWS				
6111-00 · Site Inspections	126.06	0.00	126.06	100.0%
6118-00 · ASAE Annual	0.00	11.44	-11.44	-100.0%
6120-02 · SF Giants Client Event	648.13	0.00	648.13	100.0%
6127-00 · CalSAE Annual	3,372.00	0.00	3,372.00	100.0%
6143-00 · Connect Marketplace	1,940.41	0.00	1,940.41	100.0%
6150-02 · Luxury Summit Meeting Texas	629.41	0.00	629.41	100.0%
6160-01 · AllThingsMeetings East Bay	490.00	0.00	490.00	100.0%
Total 6100-00 · TRADE SHOWS	7,206.01	11.44	7,194.57	62,889.6%
7000-00 · COMMITTED & ADMIN EXPENSES				
5008-00 · Cooperative Programs	3,375.00	3,375.00	0.00	0.0%
5021-00 · RASC-Reno Air Service Corp	0.00	25,000.00	-25,000.00	-100.0%
7001-00 · Miscellaneous	0.00	98.05	-98.05	-100.0%
7003-00 · IVCBVB Entertainment Fund	578.18	0.00	578.18	100.0%
7004-00 · Research	421.67	0.00	421.67	100.0%
7005-00 · Film Festival	0.00	15,000.00	-15,000.00	-100.0%
7007-00 · Destimetrics / DMX	0.00	7,801.00	-7,801.00	-100.0%
8700-00 · Automobile Expense*	513.28	0.00	513.28	100.0%

North Lake Tahoe Marketing Cooperative

09/26/17

Profit & Loss

Accrual Basis

August 2017

	Aug 17	Aug 16	\$ Change	% Change
Total 7000-00 · COMMITTED & ADMIN EXPENSES	4,888.13	51,274.05	-46,385.92	-90.5%
8000-00 · WEBSITE CONTENT & MAINTENANCE				
8002-00 · Content Manager Contractor	3,583.33	3,583.33	0.00	0.0%
8003-00 · Website Hosting Maintenance	239.99	720.00	-480.01	-66.7%
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	3,823.32	4,303.33	-480.01	-11.2%
Total Expense	55,902.22	111,305.61	-55,403.39	-49.8%
Net Income	160,334.78	88,694.39	71,640.39	80.8%

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance August 2017

09/26/17

Accrual Basis

	Aug 17	Budget	Jul - Aug 17	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	77,237.00	77,237.00	109,915.00	109,915.00	922,000.00
4001-00 · NLTRA Funding	139,000.00	141,182.00	202,250.00	211,773.00	1,411,821.00
4004-00 · IVCBVB Entertainment	0.00	0.00	2,000.00	2,000.00	8,000.00
Total Income	216,237.00	218,419.00	314,165.00	323,688.00	2,341,821.00
Gross Profit	216,237.00	218,419.00	314,165.00	323,688.00	2,341,821.00
Expense					
5000-00 · CONSUMER MARKETING					
5002-00 · Consumer Print	0.00	0.00	0.00	0.00	35,000.00
5002-01 · Native Display	0.00	3,850.00	5,757.70	10,588.00	55,004.00
5004-00 · Trip Advisor	0.00	5,063.00	2,386.98	10,313.00	75,004.00
5005-00 · Paid Social	0.00	8,400.00	5,095.31	25,600.00	135,000.00
5005-01 · Digital Display	0.00	8,120.00	14,712.69	22,331.00	116,008.00
5007-00 · Creative Production	5,142.50	10,000.00	5,142.50	16,500.00	141,500.00
5010-00 · Account Strategy & Management	7,000.00	7,000.00	14,000.00	14,000.00	84,000.00
5010-01 · Digital Management & Reporting	3,000.00	3,000.00	6,000.00	6,000.00	36,000.00
5010-02 · Website Strategy & Analysis	2,000.00	2,000.00	4,000.00	4,000.00	24,000.00
5013-00 · Outdoor	0.00	0.00	0.00	0.00	95,000.00
5015-00 · Video	0.00	2,660.00	0.00	7,315.00	38,000.00
5017-00 · Rich Media	0.00	0.00	0.00	0.00	40,000.00
5018-00 · Media Commission	0.00	4,389.00	362.76	11,926.00	93,604.00
5018-01 · Digital Ad Serving	0.00	0.00	0.00	9,000.00	9,000.00
5018-03 · Strategic Marketing Plan	0.00	3,500.00	0.00	3,500.00	3,500.00
5019-00 · Experiential	0.00	0.00	0.00	0.00	50,000.00
5020-00 · Search Engine Marketing	0.00	3,150.00	0.00	8,663.00	45,004.00
5022-00 · Email	0.00	2,520.00	2,856.00	6,930.00	36,000.00
5023-00 · Additional Opportunities	19.48	0.00	19.48	0.00	0.00
Total 5000-00 · CONSUMER MARKETING	17,161.98	63,652.00	60,333.42	156,666.00	1,111,624.00
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0.00	850.00	0.00	850.00	8,500.00
5111-00 · FAMS - Domestic	0.00	0.00	0.00	500.00	2,215.00
5112-00 · Training / Sales Calls	20.55	3,000.00	136.36	3,000.00	5,000.00
5113-00 · Additional Opportunities	0.00	500.00	0.00	500.00	6,000.00
5115-00 · Travel Agent Incentive Program	0.00	0.00	0.00	0.00	1,000.00
5116-00 · RSA Membership	0.00	0.00	695.00	695.00	695.00
5120-00 · Domestic - Trade Shows	0.00	0.00	0.00	0.00	4,500.00
5131-00 · FAMS -Intl - Travel Trade	0.00	1,000.00	0.00	1,000.00	7,000.00
5132-00 · FAMS -Intl - Media	0.00	0.00	0.00	0.00	7,250.00
5133-00 · Ski-Tops	0.00	0.00	0.00	0.00	4,500.00
5134-00 · Intl Marketing - Additional Opp	1,000.00	0.00	1,000.00	0.00	13,000.00
5135-00 · North American Journeys/Tour Op	0.00	0.00	1,950.00	2,000.00	2,000.00
5136-00 · Tour Operator Brochure Support	0.00	0.00	0.00	0.00	6,500.00
5137-00 · Co-op Opportunities	0.00	0.00	-2,000.00	0.00	12,000.00
5141-00 · Australian Sales Mission	0.00	0.00	0.00	0.00	10,000.00
5142-00 · UK Sales Mission	164.66	0.00	2,867.39	4,750.00	4,750.00
5143-00 · Mountain Travel Symposium	2,336.57	0.00	2,336.57	0.00	8,000.00
5144-00 · IPW - POW WOW	0.00	0.00	129.75	0.00	11,000.00
5145-00 · TIA Annual Dues	0.00	0.00	0.00	0.00	2,500.00
5146-00 · UK / Black Diamond	0.00	0.00	0.00	7,500.00	45,000.00
5147-00 · AUS / Gate 7	0.00	0.00	0.00	5,000.00	35,000.00
5149-00 · Mexico Program	0.00	0.00	0.00	0.00	7,000.00
5150-00 · China Program	0.00	4,500.00	4,367.50	4,500.00	12,000.00
5151-00 · RTO West	0.00	0.00	0.00	0.00	2,695.00
5152-00 · Go West	0.00	0.00	0.00	2,395.00	5,395.00
Total 5110-00 · LEISURE SALES	3,521.78	9,850.00	11,482.57	32,690.00	223,500.00
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,000.00	2,000.00	4,000.00	4,000.00	24,000.00
5201-00 · National, Regional, & Local PR	5,000.00	5,000.00	10,000.00	10,000.00	60,000.00
5202-00 · PR Program/ Content Dev - Blogs	1,800.00	1,800.00	3,600.00	3,600.00	21,600.00
5203-00 · International Public Relations	1,500.00	1,500.00	3,000.00	3,000.00	18,000.00
5204-00 · Media Mission(s)	0.00	0.00	0.00	0.00	10,600.00
5206-00 · Digital Buy/ Social Media Boost	500.00	500.00	1,000.00	1,000.00	6,000.00
5207-00 · Content Campaigns/Tools-My Emma	311.00	311.00	622.00	622.00	3,732.00
5208-00 · International Travel Media FAMS	0.00	5,000.00	438.18	5,000.00	20,000.00
5209-00 · Domestic Travel Media FAMS	0.00	0.00	0.00	3,500.00	28,000.00
5210-00 · Content Dev - Newsletters	2,000.00	2,000.00	4,000.00	4,000.00	24,000.00
5211-00 · Social Media Strategy & Mgmt	4,000.00	4,000.00	8,000.00	8,000.00	48,000.00
5212-00 · Social Giveaways & Contests	0.00	1,100.00	0.00	1,100.00	8,900.00
5213-00 · Facebook Live	0.00	0.00	0.00	0.00	6,480.00
5214-00 · Social Takeover	0.00	1,100.00	0.00	1,100.00	3,300.00
5215-00 · Content Campaign-Local Luminary	0.00	0.00	0.00	8,700.00	17,400.00
5200-00 · PUBLIC RELATIONS - Other	0.00	0.00	5,453.31	0.00	0.00

North Lake Tahoe Marketing Cooperative

Profit & Loss Budget Performance

09/26/17

August 2017

Accrual Basis

	Aug 17	Budget	Jul - Aug 17	YTD Budget	Annual Budget
Total 5200-00 · PUBLIC RELATIONS	17,111.00	24,311.00	40,113.49	53,622.00	300,012.00
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	0.00	0.00	0.00	0.00	22,000.00
6004-00 · Email	0.00	1,692.00	0.00	1,692.00	15,996.00
6005-00 · Paid Media	0.00	1,282.00	0.00	1,782.00	14,602.00
6006-00 · CVENT	0.00	0.00	11,648.00	10,400.00	10,400.00
6007-00 · Creative Production	690.00	1,500.00	690.00	2,500.00	25,000.00
6008-00 · Conference PR / Social Outreach	1,000.00	1,000.00	2,000.00	2,000.00	12,000.00
6018-00 · MCC Media Commission	0.00	387.00	104.00	452.00	6,842.00
6018-01 · MCC Digital Ad Serving	0.00	0.00	0.00	200.00	200.00
6128-00 · HelmsBriscoe Strategic Partner	500.00	0.00	500.00	0.00	6,000.00
6152-00 · Client Events / Opportunities	0.00	0.00	189.54	0.00	17,920.00
6153-00 · Chicago Sales Rep Support	0.00	0.00	0.00	500.00	10,000.00
Total 6000-00 · CONFERENCE SALES	2,190.00	5,861.00	15,131.54	19,526.00	140,960.00
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	126.06	500.00	1,003.44	1,000.00	6,000.00
6115-00 · Chicago Holiday Showcase	0.00	0.00	0.00	0.00	6,200.00
6116-00 · CalSAE Seasonal Spectacular	0.00	0.00	0.00	2,550.00	1,525.00
6120-00 · AFW Client Event	0.00	1,000.00	0.00	1,000.00	5,000.00
6120-01 · Sac River Cats Client Event	0.00	0.00	1,001.48	3,000.00	3,000.00
6120-02 · SF Giants Client Event	648.13	0.00	648.13	2,000.00	2,000.00
6120-03 · San Jose Sharks Client Event	0.00	0.00	0.00	0.00	6,500.00
6127-00 · CalSAE Annual	3,372.00	0.00	3,372.00	0.00	6,700.00
6136-00 · Mountain Travel Symposium	0.00	0.00	0.00	0.00	4,500.00
6143-00 · Connect Marketplace	1,940.41	0.00	2,409.86	0.00	11,900.00
6144-00 · ASAE XDP	0.00	0.00	0.00	0.00	4,000.00
6146-00 · UC Vendor Fair	0.00	0.00	0.00	0.00	555.00
6150-00 · Luxury Meeting Summit MA/CT/NY	0.00	0.00	0.00	3,600.00	6,100.00
6150-01 · Luxury Meeting Summit Northwest	0.00	0.00	0.00	1,800.00	3,300.00
6150-02 · Luxury Summit Meeting Texas	629.41	0.00	629.41	3,600.00	6,100.00
6150-03 · Luxury Meeting Summit NorCal	0.00	0.00	0.00	1,800.00	3,300.00
6150-05 · Luxury Meeting Summit PHX/SD/OC	0.00	0.00	0.00	2,700.00	5,200.00
6151-00 · Destination CA	0.00	0.00	0.00	0.00	1,500.00
6154-00 · HelmsBriscoe ABC	0.00	0.00	0.00	0.00	3,500.00
6156-00 · Connect California	0.00	0.00	0.00	0.00	15,000.00
6156-02 · Connect Chicago	0.00	0.00	0.00	2,950.00	3,450.00
6156-03 · Connect New England	0.00	0.00	0.00	2,950.00	5,450.00
6156-04 · Connect Georgia	0.00	0.00	0.00	2,950.00	4,950.00
6157-00 · HPN Partner Conference	0.00	0.00	0.00	0.00	5,000.00
6157-01 · HPN Spring Training CE (RSCVA)	0.00	0.00	0.00	0.00	1,500.00
6157-02 · HPN Partner Conference Post FAM	0.00	0.00	0.00	0.00	5,000.00
6160-00 · AllThingsMeetings Silicon Valley	0.00	0.00	420.35	2,000.00	2,000.00
6160-01 · AllThingsMeetings East Bay	490.00	0.00	490.00	500.00	2,000.00
Total 6100-00 · TRADE SHOWS	7,206.01	1,500.00	9,974.67	34,400.00	131,230.00
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	3,375.00	0.00	6,975.00	9,000.00	36,000.00
5009-00 · Fulfillment / Mail	0.00	0.00	0.00	2,500.00	10,000.00
5021-00 · RASC-Reno Air Service Corp	0.00	0.00	25,000.00	25,000.00	100,000.00
5122-00 · SSMC Shipping - Sierra Ski Mkt	0.00	0.00	0.00	22,500.00	90,000.00
5123-00 · HSVC - High Sierra Visitors	0.00	0.00	2,000.00	0.00	2,250.00
7001-00 · Miscellaneous	0.00	250.00	0.00	500.00	3,000.00
7002-00 · CRM Subscription	0.00	0.00	2,500.00	10,000.00	10,000.00
7003-00 · IVCBVB Entertainment Fund	578.18	0.00	1,343.65	0.00	8,000.00
7004-00 · Research	421.67	0.00	1,686.68	0.00	0.00
7005-00 · Film Festival	0.00	0.00	15,000.00	0.00	15,000.00
7006-00 · Special Events	0.00	0.00	0.00	0.00	10,000.00
7007-00 · Destimetrics / DMX	0.00	0.00	7,801.00	8,750.00	35,000.00
7008-00 · Opportunistic Funds	0.00	0.00	0.00	0.00	31,809.00
8700-00 · Automobile Expense*	513.28	0.00	1,339.33	0.00	0.00
Total 7000-00 · COMMITTED & ADMIN EXPENSES	4,888.13	250.00	63,645.66	78,250.00	351,059.00
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	3,583.33	3,750.00	7,166.66	7,500.00	45,000.00
8003-00 · Website Hosting Maintenance	239.99	0.00	773.99	5,000.00	20,000.00
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	3,823.32	3,750.00	7,940.65	12,500.00	65,000.00
Total Expense	55,902.22	109,174.00	208,622.00	387,654.00	2,323,385.00
Net Income	160,334.78	109,245.00	105,543.00	-63,966.00	18,436.00