



FINANCE COMMITTEE AGENDA

Tuesday September 25, 2018 at 4:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner
Association

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Jennifer Merchant
Substitute: Erin
Casey

NLTRA Staff

Cindy Gustafson
CEO

Bonnie Bavetta
Director of
Finance

DeWitt Van Siclen
Staff Accountant
& HR Assistant

Quorum
4 Members with 1
being a Board
Member

- A. CALL TO ORDER – ESTABLISH A QUORUM
- B. ROLL CALL
- C. PUBLIC FORUM
This is an opportunity for members of the public to address the Committee on items which are not on the agenda. Please state your name for the record. Comments are limited to three minutes. The Committee may choose to acknowledge the comment or, where appropriate, briefly answer a question, refer the matter to staff, or set the item for discussion at a future meeting.
- D. AGENDA AMENDMENTS AND APPROVAL [MOTION]
- E. APPROVAL OF FINANCE COMMITTEE MEETING MINUTES:
 - 8/30/18 [MOTION] Pg. 1
- F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS
 - Review Staff Report..... Pg. 2
- G. REVIEW OF PRELIMINARY AUGUST 2018 FINANCIALS [MOTION] Pg. 4
- H. SUPPLEMENTAL INFORMATION
 - August 2018 Dashboard Report Pg. 24
- I. APPROVAL OF CEO EXPENSES FOR AUGUST 2018 [MOTION] Pg. 29
- J. UPDATE ON BOARD STRATEGIC PLANNING & ROLE OF FINANCE COMMITTEE
- K. UPDATE ON 2018 AUDIT PROCESS
- L. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING
- M. NEXT MEETING DATE
- N. COMMITTEE MEMBER COMMENTS
- O. ADJOURN



FINANCE COMMITTEE MEETING - Minutes Draft

Thursday, August 30, 2018 at 2:00 P.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – 2:04 pm, quorum established (4)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member (2:08pm)
 - Members via Phone: Christy Beck, Ramona Cruz, David Brown, Michael Salmon
 - Staff in Attendance: Cindy Gustafson, Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve minutes of July 26, 2018 meeting amended to replace June 26 date with actual July 26 meeting date; Ramona Cruz – moved, David Brown – second, approved 4-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** – Revised preliminary financials for June 30 and preliminary financial reports for July 31, 2018 were reviewed and discussed. Mike Salmon noted sales commission revenues were low relative to commission expense for the month of July; staff will research and report findings next month.
 - **Review Staff Action Items** – No outstanding actions items.
- G. Approval of June and July 2018 Preliminary Financials
 - **MOTION** to approve June 30, 2018 and July 31, 2018 preliminary financials; Mike Salmon – moved, Ramona Cruz – second, approved 5-0-0
- H. Supplemental Information
 - Review of July 2018 Dashboard Report
- I. Approval of CEO Expenses for July 2018
 - **MOTION** to approve; Ramona Cruz – moved, Dave Brown - second, approved 5-0-0
- J. Update on 2018 Audit Process
 - Audit presentation will be scheduled for the November NLTRA Board meeting
 - Finance Committee will meet with auditors, McClintock Accountancy, prior to presentation to the Board
- K. Agenda Input for Next Finance Committee Meeting
 - Report on date audit is due per County contract
 - Board of Directors Strategic Planning meeting update and role of the Finance Committee discussion
- L. Next Meeting Date – September 25, 2018 4:00pm
- M. Committee Member Comments- No comments
- N. Adjourn – 2:45pm



north lake tahoe

Chamber | CVB | Resort Association

Finance Committee Staff Report

Date: 9/25/18

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

From: Bonnie Bavetta, CFO

RE: Report for August 31, 2018

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

- Cash balance on 8/30/18 of \$1,074,000 was 22% or \$193,000 greater than prior year at August 30 due largely to timing of the payment to NLT Marketing Coop (\$132,000) and the annual incentive payments processed in September (approx. \$50,000).
- Accounts receivable related to sales commissions totaled \$30,000, down 9% from prior year.
- The Accounts Receivable – TOT balance of \$285,000 reflected the County TOT funding invoice for the month of August which would be received in September.
- Membership dues and other membership related accounts receivable totaled \$17,000, an increase of \$11,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances.
- Retail inventory of \$26,000 was up 8% or \$2,000 from prior year.
- Accounts payable of \$156,000 and credit card balances of \$2,000 were \$81,000 higher than prior year due to the timing of the NLT Marketing Coop payment, offset partially by prompt payment of payables.
- Wages and related liabilities of \$137,000 were \$13,000 or 9% lower than prior year. Wages payable were \$25,000 lower than the same date last year as the accrual for June 2017 payroll paid in July was not reversed until the final payroll in June 2018. Incentives Payable were \$37,000 higher than prior year due to earlier payout in prior year. PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.
- Accrued expenses of \$37,000 were up \$18,000 or 95% from prior year and reflected the FY17-18 accrual of commitments for BACC programs and Special Event funding.
- Deferred Revenue-Member Dues of \$56,000 was \$13,000 greater than prior year. Prior year was reduced for unpaid and unearned dues.
- Deferred Revenue–County of \$350,000 is the prepayment of TOT funds made to offset the new timing of monthly payments from the County.
- Due to/from the County of Placer balance of \$205,000 represented the preliminary calculation of TOT funds due back to the County from FY17/18 operations.

- YTD consolidated net income of \$61,000 at the month ending August 31 represented the result of TOT funding exceeding actual expenditures for the month, plus Membership's positive net results YTD of \$1,400.

- Membership cash position as of August 31, 2018:
 - Membership activities through August resulted in a net gain of \$1,400.
 - Deferred revenues of \$56,000 less receivables of \$15,000 generated an additional \$41,000 in cash year-to-date.
 - No other funds were required to support Membership activities.

- Commissions Revenue and Sales Commissions Paid in July:
 - The discrepancy in Commissions Revenue and Sales Commissions paid was discussed at the last Finance Committee meeting. Commissions Revenue was understated in July. The July revenue has been recognized in August. The Sales Commissions due to employees on the unreported revenue were reflected in the July statements. At month end August revenues and commissions paid YTD were properly recorded.

North Lake Tahoe Resort Association
Balance Sheet
As of August 31, 2018

	<u>Aug 31, 18</u>	<u>Aug 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	469	761	(292)	(38%)	289
1003-00 · Cash - Operations BOTW #6712	805,860	546,883	258,977	47%	619,232
1007-00 · Cash - Payroll BOTW #7421	8,693	59,180	(50,487)	(85%)	6,195
1008-00 · Marketing Reserve - Plumas	50,181	50,106	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,483	100,283	200	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	78,611	92,403	(13,792)	(15%)	88,355
10950 · Cash in Drawer	207	2,012	(1,805)	(90%)	597
Total Checking/Savings	<u>1,074,086</u>	<u>881,210</u>	<u>192,876</u>	<u>22%</u>	<u>894,867</u>
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	29,614	32,658	(3,044)	(9%)	24,331
1210-00 · A/R - Sales Estimates	0	2,304	(2,304)	(100%)	0
1290-00 · A/R - TOT	285,448	0	285,448	100%	0
Total Accounts Receivable	<u>315,062</u>	<u>34,962</u>	<u>280,100</u>	<u>801%</u>	<u>24,331</u>
Other Current Assets					
1200-99 · AR Other	(41)	1,614	(1,655)	(103%)	(41)
1201-00 · WebLink Accounts Receivable					
1201-01 · WebLink AR - Member Dues	15,305	0	15,305	100%	3,417
1201-00 · WebLink Accounts Receivable - Other	1,730	5,725	(3,995)	(70%)	2,870
Total 1201-00 · WebLink Accounts Receivable	<u>17,035</u>	<u>5,725</u>	<u>11,310</u>	<u>198%</u>	<u>6,287</u>
1201-02 · Allowance for Doubtful Accounts	(2,500)	(17)	(2,483)	(14,606%)	(2,500)
12100 · Inventory Asset	25,741	23,852	1,889	8%	28,203
1299 · Receivable from NLTC	0	6,321	(6,321)	(100%)	19,605
1490-00 · Security Deposits	1,250	50	1,200	2,400%	650
Total Other Current Assets	<u>41,485</u>	<u>37,545</u>	<u>3,940</u>	<u>10%</u>	<u>52,204</u>
Total Current Assets	<u>1,430,633</u>	<u>953,717</u>	<u>476,916</u>	<u>50%</u>	<u>971,402</u>
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(7,830)	(605)	(8%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(18,778)	(16,990)	(1,788)	(11%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
Total Fixed Assets	<u>2,743</u>	<u>5,136</u>	<u>(2,393)</u>	<u>(47%)</u>	<u>3,041</u>
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	8,794	2,115	6,679	316%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	15,089	16,799	(1,710)	(10%)	17,116
Total 1400-00 · Prepaid Expenses	<u>24,883</u>	<u>19,914</u>	<u>4,969</u>	<u>25%</u>	<u>27,267</u>
Total Other Assets	<u>24,883</u>	<u>19,914</u>	<u>4,969</u>	<u>25%</u>	<u>27,267</u>

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2018

	<u>Aug 31, 18</u>	<u>Aug 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
TOTAL ASSETS	1,458,259	978,767	479,492	49%	1,001,710
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	155,748	72,443	83,305	115%	31,145
Total Accounts Payable	155,748	72,443	83,305	115%	31,145
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-15 MC_2339 Liz	272	0	272	100%	0
2080-02 · MC_6765_Jason	15	15	0	0%	15
2080-04 · MC_5968_Ronald	0	36	(36)	(100%)	126
2080-05 · MC_2107_Greg	0	73	(73)	(100%)	0
2080-06 · MC_5288_Emily	0	811	(811)	(100%)	0
2080-09 · MC_0319_Sarah	0	460	(460)	(100%)	0
2080-10 · MC_9495_AI	(75)	2,436	(2,511)	(103%)	180
2080-11 · MC_3978_Amber	(118)	25	(143)	(572%)	3,070
2080-12 · MC_3960_Natalie	0	279	(279)	(100%)	0
2080-13 · MC_6903_Cindy	1,361	0	1,361	100%	2,430
2080-14 · MC_6193_Daphne	141	0	141	100%	83
Total 2080-00 · Bank of the West - Master Cards	1,596	4,135	(2,539)	(61%)	5,904
Total Credit Cards	1,596	4,135	(2,539)	(61%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	13,570	38,973	(25,403)	(65%)	36,870
2101-00 · Incentive Payable	59,017	21,661	37,356	172%	48,866
2102-00 · Commissions Payable	6,811	10,279	(3,468)	(34%)	4,698
2120-00 · Empl. Federal Tax Payable	6,201	3,118	3,083	99%	3,072
2175-00 · 401 (k) Plan	2,292	1,559	733	47%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	136,895	150,315	(13,420)	(9%)	143,667
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	205	0	205	100%	853
25500 · *Sales Tax Payable	2,209	1,773	436	25%	1,941
Total 2190-00 · Sales and Use Tax Payable	2,414	1,773	641	36%	2,794
2250-00 · Accrued Expenses	37,054	18,990	18,064	95%	49,521
2300-00 · Marketing Cooperative Liabili	10	0	10	100%	0
2400-60 · Deferred Revenue- Member Dues	56,389	43,773	12,616	29%	67,000
2500-00 · Deferred Revenue - TMBC	1,181	0	1,181	100%	56,979
2651-00 · Deferred Rev - Conference	7,792	9,167	(1,375)	(15%)	535
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,202	1,379	2,823	205%	502
2900-00 · Due To/From County of Placer	205,009	231,039	(26,030)	(11%)	205,009
Total Other Current Liabilities	801,251	456,436	344,815	76%	526,007
Total Current Liabilities	958,595	533,014	425,581	80%	563,056
Total Liabilities	958,595	533,014	425,581	80%	563,056
Equity					

North Lake Tahoe Resort Association

Balance Sheet

As of August 31, 2018

	<u>Aug 31, 18</u>	<u>Aug 31, 17</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
32000 · Unrestricted Net Assets	(3,031)	(8,754)	5,723	65%	(882)
3300-11 · Designated Marketing Reserve	291,620	256,830	34,790	14%	291,620
3301 · Cash Flow Reserve	100,048	100,082	(34)	(0%)	100,048
3302 · Marketing Cash Reserve	50,018	50,031	(13)	(0%)	50,018
Net Income	61,008	47,562	13,446	28%	(2,149)
Total Equity	<u>499,663</u>	<u>445,751</u>	<u>53,912</u>	<u>12%</u>	<u>438,655</u>
TOTAL LIABILITIES & EQUITY	<u>1,458,258</u>	<u>978,765</u>	<u>479,493</u>	<u>49%</u>	<u>1,001,711</u>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
County of Placer	-29,997.00	30,000.00	285,445.00	0.00	0.00	285,448.00
Destination Tahoe Meetings & Events	0.00	0.00	550.00	0.00	0.00	550.00
Edgewood Tahoe	0.00	5,827.50	0.00	0.00	0.00	5,827.50
Event Specialists	0.00	0.00	550.00	0.00	0.00	550.00
Forest Suites Resort	0.00	0.00	550.00	0.00	0.00	550.00
Hampton Inn & Suites	0.00	0.00	0.00	2,978.10	0.00	2,978.10
Harrah's/Harveys Casino	0.00	0.00	550.00	2,358.20	0.00	2,908.20
Hotel Becket	0.00	0.00	550.00	0.00	0.00	550.00
Hotel Truckee - Tahoe	0.00	0.00	550.00	0.00	0.00	550.00
Lake Tahoe Resort Hotel	266.00	0.00	0.00	0.00	0.00	266.00
PlumpJack Squaw Valley Inn	0.00	0.00	676.00	0.00	0.00	676.00
Ritz-Carlton Lake Tahoe	0.00	0.00	0.00	8,047.70	0.00	8,047.70
Tahoe City Inn	0.00	0.00	0.00	0.00	0.01	0.01
Tahoe Mountain Resorts Lodging	0.00	0.00	550.00	0.00	0.00	550.00
The Village at Squaw Valley	4,326.54	583.90	0.00	0.00	0.00	4,910.44
Trails & Vistas	150.00	0.00	0.00	0.00	0.00	150.00
TOTAL	<u>-25,254.46</u>	<u>36,411.40</u>	<u>289,971.00</u>	<u>13,384.00</u>	<u>550.01</u>	<u>315,061.95</u>

Accounts Receivable Summary
Invoices With Apply Dates Through August 31, 2018
Aged as of Friday, August 31, 2018

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	400.00	0.00	1,225.19	0.00	0.00	1,625.19
Community Awards 2018- Employee Av		0.00	0.00	0.00	0.00	0.00	40.00	40.00
Dues		0.00	1,145.00	0.00	5,680.00	2,450.00	6,030.00	15,305.00
Email Blast		0.00	0.00	75.00	0.00	0.00	0.00	75.00
Sponsorships		0.00	0.00	0.00	250.00	0.00	0.00	250.00
TMBC - Ticket		0.00	15.00	0.00	0.00	0.00	0.00	15.00
Total Open Invoices		0.00	1,560.00	75.00	7,155.19	2,450.00	6,070.00	17,310.19

Unapplied Payments With Payment Dates Prior to and Including 08/31/2018

Pre-Payments: Payments Made Prior to 08/31/2018 on Invoices With Apply Dates After 08/31/2018

Total Pre-Payments
Page 8

Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)
17,310.19

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	448.75	0.00	0.00	0.00	0.00	448.75
Amber Burke	108.95	0.00	0.00	0.00	0.00	108.95
Anne-Karin Atwood*	26.16	0.00	0.00	0.00	0.00	26.16
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
Anthem Blue Cross	8,245.42	0.00	0.00	0.00	0.00	8,245.42
AT & T*	361.62	181.97	0.00	0.00	0.00	543.59
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Cindy Gustafson	242.42	0.00	144.97	0.00	0.00	387.39
CoPower	0.00	110.80	0.00	0.00	0.00	110.80
Daphne Lange	109.49	0.00	0.00	0.00	0.00	109.49
Dawn Teran	47.42	0.00	0.00	0.00	0.00	47.42
FedEx	0.00	24.71	0.00	0.00	0.00	24.71
FP Mailing Solutions	0.00	0.00	0.00	0.00	-0.18	-0.18
Independent Technologies	360.00	0.00	0.00	0.00	0.00	360.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kym Fabel	58.60	0.00	0.00	0.00	0.00	58.60
Liberty Utilities*	0.00	798.49	0.00	0.00	0.00	798.49
Liz Bowling	60.19	0.00	0.00	0.00	0.00	60.19
McClintock Accountancy	400.00	0.00	0.00	0.00	0.00	400.00
Native to this Place	0.00	0.00	-374.50	0.00	0.00	-374.50
North Lake Tahoe Marketing Co-op	131,923.00	0.00	0.00	0.00	0.00	131,923.00
Office Boss	239.59	0.00	0.00	0.00	0.00	239.59
Placer County Sheriff's Office	0.00	120.00	0.00	0.00	0.00	120.00
Principal Financial Group	0.00	87.04	0.00	0.00	363.82	450.86
Ricoh USA	1,447.42	0.00	0.00	0.00	0.00	1,447.42
Southwest Gas Corporation*	11.00	0.00	0.00	0.00	0.00	11.00
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00	-198.00
Tahoe House, Inc.*	0.00	35.49	0.00	0.00	0.00	35.49
Tahoe Quarterly*	0.00	0.00	168.00	0.00	0.00	168.00
Tahoe Tree Company	0.00	0.00	4.15	0.00	0.00	4.15
The Abbi Agency, Inc.	2,583.33	0.00	0.00	0.00	0.00	2,583.33
The Store...Copies and More	0.00	42.36	0.00	0.00	0.00	42.36
Vail Resorts	7,500.00	0.00	0.00	0.00	0.00	7,500.00
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
YIG Administration	0.00	-42.45	-33.96	-25.47	-42.53	-144.41
TOTAL	<u>154,748.36</u>	<u>1,358.41</u>	<u>-91.34</u>	<u>-25.47</u>	<u>-242.37</u>	<u>155,747.59</u>

North Lake Tahoe Resort Association
Profit & Loss
August 2018

	Aug 18	Aug 17	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	255,313	296,582	(41,269)	(14)%
4200-00 · Membership Dues	11,051	10,985	67	1%
4205-00 · Conference Dues	733	917	(183)	(20)%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	38	0	38	100%
4251-00 · Tues AM Breakfast Club	496	373	123	33%
4250-00 · Revenues-Membership Activities - Other	600	680	(80)	(12)%
Total 4250-00 · Revenues-Membership Activities	1,134	1,053	81	8%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	6,094	0	6,094	100%
4600-00 · Commissions - Other	14,522	2,848	11,674	410%
Total 4600-00 · Commissions	20,615	2,848	17,767	624%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	375	1,141	(766)	(67)%
46000 · Merchandise Sales - Other	12,649	11,909	740	6%
Total 46000 · Merchandise Sales	13,024	13,050	(26)	(0)%
Total Income	301,871	325,435	(23,563)	(7)%
Gross Profit	301,871	325,435	(23,563)	(7)%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	4,234	749	3,485	465%
5020-00 · P/R - Tax Expense	7,317	6,856	461	7%
5030-00 · P/R - Health Insurance Expense	16,226	11,010	5,217	47%
5040-00 · P/R - Workmans Comp	1,352	1,160	192	17%
5060-00 · 401 (k)	3,232	2,815	418	15%
5070-00 · Other Benefits and Expenses	158	209	(51)	(25)%
5000-00 · Salaries & Wages - Other	92,971	80,575	12,396	15%
Total 5000-00 · Salaries & Wages	125,491	103,374	22,116	21%
5100-00 · Rent				
5110-00 · Utilities	820	909	(89)	(10)%
5140-00 · Repairs & Maintenance	(465)	0	(465)	(100)%
5150-00 · Office - Cleaning	1,100	1,230	(130)	(11)%
5100-00 · Rent - Other	12,780	12,433	347	3%
Total 5100-00 · Rent	14,235	14,572	(337)	(2)%
5310-00 · Telephone				
5320-00 · Telephone	3,714	2,477	1,237	50%
Total 5310-00 · Telephone	3,714	2,477	1,237	50%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	0	105	(105)	(100)%
5420-00 · Mail - USPS - Other	500	500	0	0%
Total 5420-00 · Mail - USPS	500	605	(105)	(17)%
5510-00 · Insurance/Bonding	264	264	0	0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	640	98	542	554%
5520-00 · Supplies - Other	1,726	1,593	133	8%
Total 5520-00 · Supplies	2,366	1,691	675	40%
5610-00 · Depreciation	149	216	(67)	(31)%
5700-00 · Equipment Support & Maintenance	610	1,983	(1,373)	(69)%
5710-00 · Taxes, Licenses & Fees	1,372	822	549	67%
5740-00 · Equipment Rental/Leasing	2,608	1,342	1,266	94%

North Lake Tahoe Resort Association
Profit & Loss
August 2018

	Aug 18	Aug 17	\$ Change	% Change
5800-00 · Training Seminars	405	1,449	(1,044)	(72)%
5815 · Training Video Series	0	408	(408)	(100)%
5850-00 · Artist of Month - Commissions	319	706	(387)	(55)%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	0	180	(180)	(100)%
5920-00 · Professional Fees - Accountant	400	0	400	100%
5921-00 · Professional Fees - Other	0	6,313	(6,313)	(100)%
Total 5900-00 · Professional Fees	400	6,493	(6,093)	(94)%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	445	210	235	112%
6421-10 · WinterWonderGrass - Tahoe	47	0	47	100%
Total 6420-01 · Sponsorships	492	210	282	135%
6424-00 · Event Operation Expenses	218	0	218	100%
Total 6420-00 · Events	711	210	501	238%
6423-00 · Membership Activities				
6437-00 · Tuesday Morning Breakfast Club	405	594	(189)	(32)%
6441-00 · Membership - Miscellaneous Exp	10	0	10	100%
6442-00 · Public Relations/Website	594	277	317	115%
6444-00 · Trades	0	580	(580)	(100)%
Total 6423-00 · Membership Activities	1,009	1,451	(442)	(31)%
6490-00 · Classified Ads	0	50	(50)	(100)%
6730-00 · Marketing Cooperative/Media	131,923	139,000	(7,077)	(5)%
6742-00 · Non-NLT Co-Op Marketing Program	623	2,987	(2,365)	(79)%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	231	2	229	11,072%
59900 · POS Inventory Adjustments	(102)	9	(111)	(1,233)%
8100-00 · Cost of Goods Sold - Other	6,444	6,622	(178)	(3)%
Total 8100-00 · Cost of Goods Sold	6,574	6,633	(60)	(1)%
8200-00 · Associate Relations	0	64	(64)	(100)%
8300-00 · Board Functions	1,042	0	1,042	100%
8500-00 · Credit Card Fees	674	554	119	22%
8700-00 · Automobile Expenses	639	282	357	127%
8750-00 · Meals/Meetings	126	380	(254)	(67)%
8810-00 · Dues & Subscriptions	835	249	586	235%
8910-00 · Travel	0	375	(375)	(100)%
8920-00 · Bad Debt	0	476	(476)	(100)%
Total Expense	296,586	289,114	7,472	3%
Net Ordinary Income	5,285	36,321	(31,035)	(86)%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	23	0	23	100%
Total Other Income	23	0	23	100%
Net Other Income	23	0	23	100%
Net Income	5,309	36,321	(31,012)	(85)%

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

August 2018

	11 - Marketing	30 - Confere...	42 - VIC	51 - TMPI	60 - Member...	70 - Adminis...	TOTAL
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	189,784	29,162	35,652	715	0	0	255,313
4200-00 · Membership Dues	0	0	0	0	11,051	0	11,051
4205-00 · Conference Dues	0	733	0	0	0	0	733
4250-00 · Revenues-Membership Activities							
4250-02 · Chamber Events	0	0	0	0	38	0	38
4251-00 · Tues AM Breakfast Club	0	0	0	0	496	0	496
4250-00 · Revenues-Membership Activities - Other	0	0	0	0	600	0	600
Total 4250-00 · Revenues-Membership Activities	0	0	0	0	1,134	0	1,134
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	6,094	0	0	0	0	6,094
4600-00 · Commissions - Other	0	14,522	0	0	0	0	14,522
Total 4600-00 · Commissions	0	20,615	0	0	0	0	20,615
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	0	375	0	0	0	375
46000 · Merchandise Sales - Other	0	0	12,649	0	0	0	12,649
Total 46000 · Merchandise Sales	0	0	13,024	0	0	0	13,024
Total Income	189,784	50,511	48,676	715	12,186	0	301,871
Gross Profit	189,784	50,511	48,676	715	12,186	0	301,871
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	0	0	0	(1,375)	0	0
5010-00 · Sales Commissions	0	4,234	0	0	0	0	4,234
5020-00 · P/R - Tax Expense	1,805	1,258	1,775	(4)	495	1,988	7,317
5030-00 · P/R - Health Insurance Expense	7,741	1,465	3,555	6	2,127	1,333	16,226
5040-00 · P/R - Workmans Comp	257	85	450	26	96	438	1,352
5060-00 · 401 (k)	989	669	594	17	258	706	3,232
5070-00 · Other Benefits and Expenses	40	42	67	0	3	5	158
5000-00 · Salaries & Wages - Other	26,754	12,401	18,066	666	6,361	28,723	92,971
Total 5000-00 · Salaries & Wages	38,961	20,154	24,506	710	7,965	33,193	125,491
5100-00 · Rent							
5110-00 · Utilities	121	61	487	4	17	131	820
5140-00 · Repairs & Maintenance	0	0	(465)	0	0	0	(465)
5150-00 · Office - Cleaning	367	183	92	13	50	395	1,100
5100-00 · Rent - Other	2,133	1,025	6,663	72	365	2,523	12,780
Total 5100-00 · Rent	2,621	1,269	6,776	89	432	3,049	14,235
5310-00 · Telephone							
5320-00 · Telephone	750	289	1,082	61	254	1,277	3,714
Total 5310-00 · Telephone	750	289	1,082	61	254	1,277	3,714
5420-00 · Mail - USPS							
5420-00 · Mail - USPS	95	31	166	9	36	162	500
5510-00 · Insurance/Bonding							
5510-00 · Insurance/Bonding	50	17	88	5	19	86	264
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	293	30	121	12	184	0	640
5520-00 · Supplies - Other	55	28	1,326	2	29	287	1,726
Total 5520-00 · Supplies	349	58	1,447	14	212	287	2,366
5610-00 · Depreciation							
5610-00 · Depreciation	0	0	118	0	0	31	149
5700-00 · Equipment Support & Maintenance							
5700-00 · Equipment Support & Maintenance	0	0	0	0	0	610	610
5710-00 · Taxes, Licenses & Fees							
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	1,372	1,372
5740-00 · Equipment Rental/Leasing							
5740-00 · Equipment Rental/Leasing	639	281	563	77	383	664	2,608
5800-00 · Training Seminars							
5800-00 · Training Seminars	225	0	0	0	180	0	405
5850-00 · Artist of Month - Commissions							
5850-00 · Artist of Month - Commissions	0	0	319	0	0	0	319
5900-00 · Professional Fees							
5920-00 · Professional Fees - Accountant	0	0	0	0	0	400	400
Total 5900-00 · Professional Fees	0	0	0	0	0	400	400
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	445	0	0	0	0	0	445
6421-10 · WinterWonderGrass - Tahoe	47	0	0	0	0	0	47
Total 6420-01 · Sponsorships	492	0	0	0	0	0	492
6424-00 · Event Operation Expenses							
6424-00 · Event Operation Expenses	0	0	0	0	218	0	218
Total 6420-00 · Events	492	0	0	0	218	0	711
6423-00 · Membership Activities							
6437-00 · Tuesday Morning Breakfast Club	0	0	0	0	405	0	405
6441-00 · Membership - Miscellaneous Exp	0	0	0	0	10	0	10
6442-00 · Public Relations/Website	0	0	0	0	594	0	594
Total 6423-00 · Membership Activities	0	0	0	0	1,009	0	1,009
6730-00 · Marketing Cooperative/Media	111,384	20,539	0	0	0	0	131,923

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

August 2018

	11 - Marketing	30 - Confere...	42 - VIC	51 - TMPI	60 - Member...	70 - Adminis...	TOTAL
6742-00 · Non-NLT Co-Op Marketing Program	423	0	200	0	0	0	623
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	0	0	231	0	0	0	231
59900 · POS Inventory Adjustments	0	0	(102)	0	0	0	(102)
8100-00 · Cost of Goods Sold - Other	0	0	6,444	0	0	0	6,444
Total 8100-00 · Cost of Goods Sold	0	0	6,574	0	0	0	6,574
8300-00 · Board Functions	0	0	0	0	0	1,042	1,042
8500-00 · Credit Card Fees	0	0	449	0	225	0	674
8700-00 · Automobile Expenses	249	0	78	0	22	290	639
8750-00 · Meals/Meetings	14	0	5	0	63	44	126
8810-00 · Dues & Subscriptions	30	0	0	46	139	620	835
Total Expense	156,281	42,638	42,372	1,011	11,158	43,127	296,586
Net Ordinary Income	33,503	7,873	6,305	(296)	1,028	(43,127)	5,285
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	0	0	0	0	23
Total Other Income	23	0	0	0	0	0	23
Other Expense							
8990-00 · Allocated	31,008	4,270	5,822	86	1,941	(43,127)	0
Total Other Expense	31,008	4,270	5,822	86	1,941	(43,127)	0
Net Other Income	(30,985)	(4,270)	(5,822)	(86)	(1,941)	43,127	23
Net Income	2,518	3,603	482	(383)	(913)	0	5,309

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	255,313	255,897	(584)	790,758	811,467	(20,709)	3,793,727
4200-00 · Membership Dues	11,051	10,600	451	22,059	21,200	859	128,000
4205-00 · Conference Dues	733	825	(92)	1,558	1,650	(92)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	38	208	(170)	38	420	(382)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	700	(700)	3,050
4251-00 · Tues AM Breakfast Club - Other	496	580	(84)	571	1,160	(589)	6,960
Total 4251-00 · Tues AM Breakfast Club	496	930	(434)	571	1,860	(1,289)	10,010
4250-00 · Revenues-Membership Activities - Other	600	0	600	760	0	760	0
Total 4250-00 · Revenues-Membership Activities	1,134	1,138	(4)	1,369	2,280	(911)	70,510
4600-00 · Commissions							
4601-00 · Commissions - South Shore	6,094	1,667	4,427	6,094	3,330	2,764	20,000
4600-00 · Commissions - Other	14,522	2,500	12,022	17,327	5,000	12,327	30,000
Total 4600-00 · Commissions	20,615	4,167	16,448	23,421	8,330	15,091	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	375	1,000	(625)	800	4,500	(3,700)	9,500
46000 · Merchandise Sales - Other	12,649	12,000	649	29,827	25,000	4,827	95,000
Total 46000 · Merchandise Sales	13,024	13,000	24	30,627	29,500	1,127	104,500
Total Income	301,871	285,627	16,244	869,793	874,427	(4,635)	4,156,637
Gross Profit	301,871	285,627	16,244	869,793	874,427	(4,635)	4,156,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,234	633	3,601	8,843	1,270	7,573	7,600
5020-00 · P/R - Tax Expense	7,317	7,909	(592)	14,700	15,806	(1,106)	86,761
5030-00 · P/R - Health Insurance Expense	16,226	11,058	5,168	20,831	22,110	(1,279)	132,690
5040-00 · P/R - Workmans Comp	1,352	1,083	269	1,352	2,166	(815)	11,845
5060-00 · 401 (k)	3,232	3,737	(505)	5,982	7,461	(1,479)	43,048
5070-00 · Other Benefits and Expenses	158	586	(428)	674	1,169	(495)	7,029
5000-00 · Salaries & Wages - Other	92,971	92,732	239	182,295	185,253	(2,958)	1,068,067
Total 5000-00 · Salaries & Wages	125,491	117,738	7,753	234,677	235,235	(558)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	820	881	(61)	1,841	1,761	80	12,191
5140-00 · Repairs & Maintenance	(465)	3,900	(4,365)	45	7,801	(7,756)	46,850
5150-00 · Office - Cleaning	1,100	1,123	(23)	1,100	1,921	(821)	10,444
5100-00 · Rent - Other	12,780	12,957	(177)	25,560	25,898	(338)	155,468
Total 5100-00 · Rent	14,235	18,861	(4,626)	28,546	37,381	(8,835)	224,953
5310-00 · Telephone							
5320-00 · Telephone	3,714	2,129	1,585	7,666	4,258	3,408	25,548
5350-00 · Internet	0	0	0	25	0	25	0
5310-00 · Telephone - Other	0	461	(461)	0	925	(925)	5,535
Total 5310-00 · Telephone	3,714	2,590	1,124	7,691	5,183	2,508	31,083
5420-00 · Mail - USPS	500	476	24	521	802	(281)	5,203
5510-00 · Insurance/Bonding	264	485	(221)	529	1,173	(644)	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	640	125	515	900	250	650	7,600
5520-00 · Supplies - Other	1,726	1,648	78	2,869	3,993	(1,124)	21,493
Total 5520-00 · Supplies	2,366	1,773	593	3,769	4,243	(474)	29,093
5610-00 · Depreciation	149	177	(28)	298	359	(61)	2,129
5700-00 · Equipment Support & Maintenance	610	1,118	(508)	620	2,236	(1,616)	13,412
5710-00 · Taxes, Licenses & Fees	1,372	1,050	322	1,893	2,096	(203)	12,951
5740-00 · Equipment Rental/Leasing	2,608	1,493	1,115	2,778	2,946	(168)	17,726
5800-00 · Training Seminars	405	2,117	(1,712)	405	2,530	(2,125)	16,450
5850-00 · Artist of Month - Commissions	319	458	(139)	499	920	(421)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	840	1,500	(660)	9,000
5920-00 · Professional Fees - Accountant	400	0	400	400	3,000	(2,600)	25,000
5921-00 · Professional Fees - Other	0	2,417	(2,417)	5,363	4,834	529	26,000
Total 5900-00 · Professional Fees	400	3,167	(2,767)	6,603	9,334	(2,732)	60,000
5941-00 · Research & Planning	0	0	0	0	0	0	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

All Departments

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Bud...
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	0	0	0	0	10,000	(10,000)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	445	3,125	(2,680)	445	33,125	(32,680)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	0	0	250,000	250,000	0	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	47	0	47	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
Total 6420-01 · Sponsorships	492	3,125	(2,633)	250,492	283,125	(32,633)	447,225
6421-00 · New Event Development	0	2,750	(2,750)	0	5,500	(5,500)	58,000
6424-00 · Event Operation Expenses	218	665	(447)	1,592	1,332	260	8,000
Total 6420-00 · Events	711	6,540	(5,829)	252,085	289,957	(37,872)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	405	650	(245)	405	650	(245)	7,150
6441-00 · Membership - Miscellaneous Exp	10	0	10	10	0	10	0
6442-00 · Public Relations/Website	594	344	250	1,174	2,188	(1,014)	5,628
Total 6423-00 · Membership Activities	1,009	994	15	1,589	2,838	(1,249)	45,278
6730-00 · Marketing Cooperative/Media	131,923	121,652	10,271	243,307	243,303	4	1,459,823
6742-00 · Non-NLT Co-Op Marketing Program	623	4,318	(3,695)	1,905	8,636	(6,731)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	2,500	(2,500)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	0	0	0	0	2,500	(2,500)	80,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	231	0	231	443	0	443	0
52500 · Purchase Discounts	0	0	0	(15)	0	(15)	0
59900 · POS Inventory Adjustments	(102)	0	(102)	(150)	0	(150)	0
8100-00 · Cost of Goods Sold - Other	6,444	6,300	144	15,241	13,123	2,118	49,875
Total 8100-00 · Cost of Goods Sold	6,574	6,300	274	15,519	13,123	2,396	49,875
8200-00 · Associate Relations	0	616	(616)	627	1,240	(613)	7,400
8300-00 · Board Functions	1,042	150	892	1,137	300	837	4,500
8500-00 · Credit Card Fees	674	625	49	1,203	1,450	(247)	6,658
8600-00 · Additional Opportunites	0	3,133	(3,133)	0	6,262	(6,262)	37,600
8700-00 · Automobile Expenses	639	576	63	970	1,153	(183)	6,183
8750-00 · Meals/Meetings	126	637	(511)	203	1,270	(1,067)	7,640
8810-00 · Dues & Subscriptions	835	850	(15)	1,458	1,700	(242)	10,220
8910-00 · Travel	0	0	0	0	0	0	6,600
Total Expense	296,586	297,894	(1,308)	808,831	888,170	(79,339)	4,153,480
Net Ordinary Income	5,285	(12,267)	17,552	60,962	(13,743)	74,704	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	23	47	0	47	0
Total Other Income	23	0	23	47	0	47	0
Other Expense							
8990-00 · Allocated	0	(0)	0	0	(0)	0	0
Total Other Expense	0	(0)	0	0	(0)	0	0
Net Other Income	23	0	23	47	0	47	0
Net Income	5,309	(12,267)	17,575	61,008	(13,743)	74,751	3,157

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

11 - Marketing

	<u>Aug 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Aug 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	189,784	197,059	(7,275)	661,174	685,200	(24,026)	2,983,906
Total Income	<u>189,784</u>	<u>197,059</u>	<u>(7,275)</u>	<u>661,174</u>	<u>685,200</u>	<u>(24,026)</u>	<u>2,983,906</u>
Gross Profit	189,784	197,059	(7,275)	661,174	685,200	(24,026)	2,983,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	2,750	2,750	0	16,500
5020-00 · P/R - Tax Expense	1,805	1,943	(138)	3,547	3,873	(326)	22,712
5030-00 · P/R - Health Insurance Expense	7,741	4,080	3,661	10,179	8,160	2,019	48,960
5040-00 · P/R - Workmans Comp	257	195	62	257	389	(132)	2,268
5060-00 · 401 (k)	989	1,111	(122)	1,918	2,211	(293)	12,978
5070-00 · Other Benefits and Expenses	40	167	(127)	81	338	(257)	2,008
5000-00 · Salaries & Wages - Other	26,754	27,764	(1,010)	52,948	55,319	(2,371)	324,453
Total 5000-00 · Salaries & Wages	<u>38,961</u>	<u>36,635</u>	<u>2,326</u>	<u>71,679</u>	<u>73,040</u>	<u>(1,361)</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	121	135	(14)	277	270	7	1,620
5140-00 · Repairs & Maintenance	0	1,167	(1,167)	0	2,334	(2,334)	14,033
5150-00 · Office - Cleaning	367	375	(8)	367	550	(183)	2,700
5100-00 · Rent - Other	2,133	1,984	149	4,266	3,965	301	23,805
Total 5100-00 · Rent	<u>2,621</u>	<u>3,661</u>	<u>(1,040)</u>	<u>4,910</u>	<u>7,119</u>	<u>(2,209)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	750	670	80	1,693	1,340	353	8,040
Total 5310-00 · Telephone	<u>750</u>	<u>670</u>	<u>80</u>	<u>1,693</u>	<u>1,340</u>	<u>353</u>	<u>8,040</u>
5420-00 · Mail - USPS	95	150	(55)	95	150	(55)	900
5510-00 · Insurance/Bonding	50	169	(119)	100	338	(238)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	293	0	293	447	0	447	3,600
5520-00 · Supplies - Other	55	415	(360)	111	830	(719)	5,000
Total 5520-00 · Supplies	<u>349</u>	<u>415</u>	<u>(66)</u>	<u>557</u>	<u>830</u>	<u>(273)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	40	(40)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	0	584	(584)	3,500
5740-00 · Equipment Rental/Leasing	639	315	324	671	630	41	3,780
5800-00 · Training Seminars	225	0	225	225	0	225	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	250	(250)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	834	(834)	5,000
Total 5900-00 · Professional Fees	<u>0</u>	<u>542</u>	<u>(542)</u>	<u>0</u>	<u>1,084</u>	<u>(1,084)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	0	0	0	0	0	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	0	0	0	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>10,000</u>	<u>(10,000)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	445	3,125	(2,680)	445	33,125	(32,680)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	0	0	0	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0	0	0	250,000	250,000	0	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	0	0	0	0	0	0	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	47	0	47	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0			0			5,000
Total 6420-01 · Sponsorships	<u>492</u>	<u>3,125</u>	<u>(2,633)</u>	<u>250,492</u>	<u>283,125</u>	<u>(32,633)</u>	<u>447,225</u>
6421-00 · New Event Development	0	2,750	(2,750)	0	5,500	(5,500)	58,000
6424-00 · Event Operation Expenses	0	665	(665)	1,327	1,332	(5)	8,000
Total 6420-00 · Events	<u>492</u>	<u>6,540</u>	<u>(6,048)</u>	<u>251,819</u>	<u>289,957</u>	<u>(38,138)</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	222,768	222,764	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	423	834	(411)	1,505	1,668	(163)	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	0	2,500	(2,500)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	0	0	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	0	0	0	20,000
Total 6743-00 · BACC Marketing Programs	<u>0</u>	<u>0</u>	<u>0</u>	<u>0</u>	<u>2,500</u>	<u>(2,500)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	134	(134)	0	268	(268)	1,600
8600-00 · Additional Opportunities	0	2,666	(2,666)	0	5,332	(5,332)	32,000
8700-00 · Automobile Expenses	249	125	124	297	250	47	1,500

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

11 - Marketing

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Budget
8750-00 · Meals/Meetings	14	300	(287)	14	600	(587)	3,600
8810-00 · Dues & Subscriptions	30	290	(260)	408	580	(172)	3,500
8910-00 · Travel	0	0	0	0	0	0	5,500
Total Expense	156,281	165,142	(8,861)	556,742	619,074	(62,332)	2,582,654
Net Ordinary Income	33,503	31,917	1,585	104,432	66,126	38,305	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			30			
Total Other Income	23			30			
Other Expense							
8990-00 · Allocated	31,008	31,917	(909)	62,545	66,126	(3,582)	401,252
Total Other Expense	31,008	31,917	(909)	62,545	66,126	(3,582)	401,252
Net Other Income	(30,985)	(31,917)	933	(62,515)	(66,126)	3,611	(401,252)
Net Income	2,518	0	2,518	41,917	0	41,917	0

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

30 - Conference

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,162	29,152	10	58,603	58,593	10	352,299
4205-00 · Conference Dues	733	825	(92)	1,558	1,650	(92)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	6,094	1,667	4,427	6,094	3,330	2,764	20,000
4600-00 · Commissions - Other	14,522	2,500	12,022	17,327	5,000	12,327	30,000
Total 4600-00 · Commissions	20,615	4,167	16,448	23,421	8,330	15,091	50,000
Total Income	50,511	34,144	16,367	83,582	68,573	15,009	412,199
Gross Profit	50,511	34,144	16,367	83,582	68,573	15,009	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	4,234	633	3,601	8,843	1,270	7,573	7,600
5020-00 · P/R - Tax Expense	1,258	1,165	93	2,307	2,327	(20)	13,977
5030-00 · P/R - Health Insurance Expense	1,465	1,633	(168)	2,594	3,260	(666)	19,590
5040-00 · P/R - Workmans Comp	85	172	(87)	85	345	(260)	2,065
5060-00 · 401 (k)	669	555	114	1,228	1,107	121	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	84	164	(80)	1,004
5000-00 · Salaries & Wages - Other	12,401	13,236	(835)	24,262	26,467	(2,205)	158,827
Total 5000-00 · Salaries & Wages	20,154	17,478	2,676	39,403	34,940	4,463	209,720
5100-00 · Rent							
5110-00 · Utilities	61	70	(9)	134	140	(6)	840
5140-00 · Repairs & Maintenance	0	43	(43)	0	87	(87)	517
5150-00 · Office - Cleaning	183	102	81	183	203	(20)	1,223
5100-00 · Rent - Other	1,025	953	72	2,050	1,903	147	11,433
Total 5100-00 · Rent	1,269	1,168	101	2,367	2,333	34	14,013
5310-00 · Telephone							
5320-00 · Telephone	289	206	83	582	412	170	2,472
Total 5310-00 · Telephone	289	206	83	582	412	170	2,472
5420-00 · Mail - USPS	31	42	(11)	31	80	(49)	500
5510-00 · Insurance/Bonding	17	115	(98)	33	227	(194)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	61	0	61	0
5520-00 · Supplies - Other	28	52	(24)	55	98	(43)	618
Total 5520-00 · Supplies	58	52	6	116	98	18	618
5610-00 · Depreciation	0	8	(8)	0	14	(14)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	0	285	(285)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	16	(16)	96
5740-00 · Equipment Rental/Leasing	281	155	126	292	306	(14)	1,856
6730-00 · Marketing Cooperative/Media	20,539	10,268	10,271	20,539	20,539	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	50	(50)	300
8810-00 · Dues & Subscriptions	0	84	(84)	0	168	(168)	1,000
Total Expense	42,638	29,749	12,889	63,363	59,468	3,895	356,950
Net Ordinary Income	7,873	4,395	3,478	20,219	9,105	11,114	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,270	4,395	(125)	8,612	9,105	(493)	55,249
Total Other Expense	4,270	4,395	(125)	8,612	9,105	(493)	55,249
Net Other Income	(4,270)	(4,395)	125	(8,612)	(9,105)	493	(55,249)
Net Income	3,603	0	3,603	11,607	0	11,607	0

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

42 - Visitor Center

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	35,652	28,968	6,684	69,580	66,230	3,350	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	375	1,000	(625)	800	4,500	(3,700)	9,500
46000 · Merchandise Sales - Other	12,649	12,000	649	29,827	25,000	4,827	95,000
Total 46000 · Merchandise Sales	13,024	13,000	24	30,627	29,500	1,127	104,500
Total Income	48,676	41,968	6,708	100,207	95,730	4,478	553,344
Gross Profit	48,676	41,968	6,708	100,207	95,730	4,478	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,775	2,091	(316)	3,753	4,184	(431)	17,550
5030-00 · P/R - Health Insurance Expense	3,555	1,806	1,749	3,716	3,612	104	21,672
5040-00 · P/R - Workmans Comp	450	523	(73)	450	1,043	(593)	5,193
5060-00 · 401 (k)	594	697	(103)	1,180	1,394	(214)	6,924
5070-00 · Other Benefits and Expenses	67	102	(35)	84	205	(121)	1,225
5000-00 · Salaries & Wages - Other	18,066	17,425	641	35,824	34,853	971	173,103
Total 5000-00 · Salaries & Wages	24,506	22,644	1,862	45,006	45,291	(285)	225,667
5100-00 · Rent							
5110-00 · Utilities	487	500	(13)	1,057	1,000	57	7,650
5140-00 · Repairs & Maintenance	(465)	2,290	(2,755)	45	4,580	(4,535)	27,500
5150-00 · Office - Cleaning	92	237	(145)	92	477	(385)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	13,325	14,047	(722)	84,297
Total 5100-00 · Rent	6,776	10,052	(3,276)	14,519	20,104	(5,585)	122,294
5310-00 · Telephone							
5320-00 · Telephone	1,082	0	1,082	2,183	0	2,183	0
5310-00 · Telephone - Other	0	461	(461)	0	925	(925)	5,535
Total 5310-00 · Telephone	1,082	461	621	2,183	925	1,258	5,535
5420-00 · Mail - USPS	166	145	21	166	294	(128)	1,744
5510-00 · Insurance/Bonding	88	146	(58)	176	293	(117)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	121	125	(4)	122	250	(128)	1,500
5520-00 · Supplies - Other	1,326	473	853	1,676	1,645	31	7,375
Total 5520-00 · Supplies	1,447	598	849	1,798	1,895	(97)	8,875
5610-00 · Depreciation	118	87	31	236	179	57	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	0	600	(600)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	0	155
5740-00 · Equipment Rental/Leasing	563	429	134	620	860	(240)	5,150
5800-00 · Training Seminars	0	0	0	0	0	0	5,000
5850-00 · Artist of Month - Commissions	319	458	(139)	499	920	(421)	5,500
6742-00 · Non-NLT Co-Op Marketing Program	200	3,484	(3,284)	400	6,968	(6,568)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	231	0	231	443	0	443	0
52500 · Purchase Discounts	0	0	0	(15)	0	(15)	0
59900 · POS Inventory Adjustments	(102)	0	(102)	(150)	0	(150)	0
8100-00 · Cost of Goods Sold - Other	6,444	6,300	144	15,241	13,123	2,118	49,875
Total 8100-00 · Cost of Goods Sold	6,574	6,300	274	15,519	13,123	2,396	49,875
8200-00 · Associate Relations	0	58	(58)	0	120	(120)	700
8500-00 · Credit Card Fees	449	455	(6)	737	1,030	(293)	3,658
8700-00 · Automobile Expenses	78	125	(47)	96	250	(154)	750
8750-00 · Meals/Meetings	5	67	(62)	5	130	(125)	800
8810-00 · Dues & Subscriptions	0	166	(166)	0	332	(332)	2,000
8910-00 · Travel	0	0	0	0	0	0	1,100
Total Expense	42,372	45,975	(3,603)	81,960	93,314	(11,354)	487,005
Net Ordinary Income	6,305	(4,007)	10,312	18,247	2,416	15,831	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,822	5,993	(171)	11,743	12,416	(672)	75,339
Total Other Expense	5,822	5,993	(171)	11,743	12,416	(672)	75,339
Net Other Income	(5,822)	(5,993)	171	(11,743)	(12,416)	672	(75,339)
Net Income	482	(10,000)	10,482	6,504	(10,000)	16,504	(9,000)

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

51 - TMPI

	Aug 18	Budget	\$ Over Bu...	Jul - Aug 18	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	715	719	(4)	1,401	1,444	(43)	8,677
Total Income	715	719	(4)	1,401	1,444	(43)	8,677
Gross Profit	715	719	(4)	1,401	1,444	(43)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(4)	33	(37)	(98)	67	(164)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	11	7	4	42
5040-00 · P/R - Workmans Comp	26	4	22	26	8	18	48
5060-00 · 401 (k)	17	23	(6)	38	45	(7)	272
5000-00 · Salaries & Wages - Other	666	567	100	1,390	1,133	257	6,798
Total 5000-00 · Salaries & Wages	710	630	80	1,367	1,260	107	7,561
5100-00 · Rent							
5110-00 · Utilities	4			12			
5150-00 · Office - Cleaning	13			13			
5100-00 · Rent - Other	72	0	72	144	0	144	0
Total 5100-00 · Rent	89	0	89	168	0	168	0
5310-00 · Telephone							
5320-00 · Telephone	61			123			
Total 5310-00 · Telephone	61	0	61	123	0	123	0
5420-00 · Mail - USPS	9	0	9	9	0	9	0
5510-00 · Insurance/Bonding	5	0	5	10	0	10	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12			24			
5520-00 · Supplies - Other	2	0	2	4	0	4	0
Total 5520-00 · Supplies	14	0	14	28	0	28	0
5740-00 · Equipment Rental/Leasing	77	0	77	80	0	80	0
8810-00 · Dues & Subscriptions	46			46			
Total Expense	1,011	630	381	1,831	1,260	571	7,561
Net Ordinary Income	(296)	89	(385)	(430)	184	(614)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	86	89	(3)	174	184	(10)	1,116
Total Other Expense	86	89	(3)	174	184	(10)	1,116
Net Other Income	(86)	(89)	3	(174)	(184)	10	(1,116)
Net Income	(383)	0	(383)	(604)	0	(604)	0

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

60 - Membership

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues	11,051	10,600	451	22,059	21,200	859	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	38	208	(170)	38	420	(382)	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	0	0	0	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	350	(350)	0	700	(700)	3,050
4251-00 · Tues AM Breakfast Club - Other	496	580	(84)	571	1,160	(589)	6,960
Total 4251-00 · Tues AM Breakfast Club	496	930	(434)	571	1,860	(1,289)	10,010
4250-00 · Revenues-Membership Activities - Other	600	0	600	760	0	760	0
Total 4250-00 · Revenues-Membership Activities	1,134	1,138	(4)	1,369	2,280	(911)	70,510
Total Income	12,186	11,738	448	23,428	23,480	(52)	198,510
Gross Profit	12,186	11,738	448	23,428	23,480	(52)	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(2,750)	(2,750)	0	(16,500)
5020-00 · P/R - Tax Expense	495	547	(52)	807	1,096	(289)	6,566
5030-00 · P/R - Health Insurance Expense	2,127	888	1,239	2,384	1,776	608	10,656
5040-00 · P/R - Workmans Comp	96	7	89	96	17	79	87
5060-00 · 401 (k)	258	262	(4)	433	525	(92)	3,145
5070-00 · Other Benefits and Expenses	3	66	(63)	7	132	(125)	792
5000-00 · Salaries & Wages - Other	6,361	6,553	(192)	12,273	13,106	(833)	78,636
Total 5000-00 · Salaries & Wages	7,965	6,948	1,017	13,251	13,902	(651)	83,382
5100-00 · Rent							
5110-00 · Utilities	17	53	(36)	45	105	(60)	605
5140-00 · Repairs & Maintenance	0	25	(25)	0	50	(50)	300
5150-00 · Office - Cleaning	50	201	(151)	50	274	(224)	1,177
5100-00 · Rent - Other	365	819	(454)	730	1,636	(906)	9,826
Total 5100-00 · Rent	432	1,098	(666)	825	2,065	(1,240)	11,908
5310-00 · Telephone							
5320-00 · Telephone	254	253	1	512	506	6	3,036
Total 5310-00 · Telephone	254	253	1	512	506	6	3,036
5420-00 · Mail - USPS	36	50	(14)	36	100	(64)	1,000
5510-00 · Insurance/Bonding	19	55	(36)	38	110	(72)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	184	0	184	247	0	247	500
5520-00 · Supplies - Other	29	83	(54)	36	170	(134)	1,000
Total 5520-00 · Supplies	212	83	129	283	170	113	1,500
5610-00 · Depreciation	0	8	(8)	0	16	(16)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	112	(112)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	0	0	200
5740-00 · Equipment Rental/Leasing	383	265	118	395	490	(95)	2,990
5800-00 · Training Seminars	180	1,700	(1,520)	180	1,700	(1,520)	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	0	0	1,500
Total 5900-00 · Professional Fees	0	0	0	0	0	0	1,500
6420-00 · Events							
6424-00 · Event Operation Expenses	218			266			
Total 6420-00 · Events	218			266			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	0	0	0	5,000
6437-00 · Tuesday Morning Breakfast Club	405	650	(245)	405	650	(245)	7,150
6441-00 · Membership - Miscellaneous Exp	10			10			
6442-00 · Public Relations/Website	594	344	250	1,174	2,188	(1,014)	5,628
Total 6423-00 · Membership Activities	1,009	994	15	1,589	2,838	(1,249)	45,278
8200-00 · Associate Relations	0	66	(66)	0	132	(132)	800
8500-00 · Credit Card Fees	225	170	55	466	420	46	3,000
8700-00 · Automobile Expenses	22	76	(54)	45	153	(108)	933
8750-00 · Meals/Meetings	63	150	(87)	63	300	(237)	1,800
8810-00 · Dues & Subscriptions	139	35	104	139	70	69	420
Total Expense	11,158	12,007	(849)	18,089	23,084	(4,995)	161,240

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

60 - Membership

	<u>Aug 18</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul - Aug 18</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Net Ordinary Income	1,028	(269)	1,297	5,339	396	4,943	37,270
Other Income/Expense							
Other Expense							
8990-00 - Allocated	1,941	1,998	(57)	3,914	4,139	(224)	25,113
Total Other Expense	1,941	1,998	(57)	3,914	4,139	(224)	25,113
Net Other Income	(1,941)	(1,998)	57	(3,914)	(4,139)	224	(25,113)
Net Income	<u>(913)</u>	<u>(2,267)</u>	<u>1,354</u>	<u>1,425</u>	<u>(3,743)</u>	<u>5,168</u>	<u>12,157</u>

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

70 - Administration

	Aug 18	Budget	\$ Over Budget	Jul - Aug 18	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,988	2,130	(142)	4,383	4,259	124	25,555
5030-00 · P/R - Health Insurance Expense	1,333	2,648	(1,314)	2,091	5,295	(3,204)	31,770
5040-00 · P/R - Workmans Comp	438	182	256	438	364	74	2,184
5060-00 · 401 (k)	706	1,089	(383)	1,186	2,179	(993)	13,072
5070-00 · Other Benefits and Expenses	5	167	(162)	419	330	89	2,000
5000-00 · Salaries & Wages - Other	28,723	27,188	1,535	55,597	54,375	1,222	326,250
Total 5000-00 · Salaries & Wages	33,193	33,403	(210)	64,114	66,802	(2,688)	400,831
5100-00 · Rent							
5110-00 · Utilities	131	123	8	317	246	71	1,476
5140-00 · Repairs & Maintenance	0	375	(375)	0	750	(750)	4,500
5150-00 · Office - Cleaning	395	208	187	395	417	(22)	2,497
5100-00 · Rent - Other	2,523	2,176	347	5,046	4,347	699	26,107
Total 5100-00 · Rent	3,049	2,882	167	5,757	5,760	(3)	34,580
5310-00 · Telephone							
5320-00 · Telephone	1,277	1,000	277	2,572	2,000	572	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	1,277	1,000	277	2,597	2,000	597	12,000
5420-00 · Mail - USPS	162	89	73	183	178	5	1,059
5510-00 · Insurance/Bonding	86	0	86	172	205	(33)	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	0	0	0	2,000
5520-00 · Supplies - Other	287	625	(338)	987	1,250	(263)	7,500
Total 5520-00 · Supplies	287	625	(338)	987	1,250	(263)	9,500
5610-00 · Depreciation	31	54	(23)	62	110	(48)	650
5700-00 · Equipment Support & Maintenance	610	330	280	620	655	(35)	3,955
5710-00 · Taxes, Licenses & Fees	1,372	1,042	330	1,893	2,080	(187)	12,500
5740-00 · Equipment Rental/Leasing	664	329	335	720	660	60	3,950
5800-00 · Training Seminars	0	417	(417)	0	830	(830)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	840	1,250	(410)	7,500
5920-00 · Professional Fees - Accountant	400	0	400	400	3,000	(2,600)	25,000
5921-00 · Professional Fees - Other	0	2,000	(2,000)	5,363	4,000	1,363	19,500
Total 5900-00 · Professional Fees	400	2,625	(2,225)	6,603	8,250	(1,648)	52,000
8200-00 · Associate Relations	0	333	(333)	627	670	(43)	4,000
8300-00 · Board Functions	1,042	150	892	1,137	300	837	4,500
8600-00 · Additional Opportunites	0	467	(467)	0	930	(930)	5,600
8700-00 · Automobile Expenses	290	250	40	532	500	32	3,000
8750-00 · Meals/Meetings	44	120	(76)	121	240	(119)	1,440
8810-00 · Dues & Subscriptions	620	275	345	865	550	315	3,300
Total Expense	43,127	44,391	(1,264)	86,988	91,970	(4,981)	558,070
Net Ordinary Income	(43,127)	(44,391)	1,264	(86,988)	(91,970)	4,981	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(43,127)	(44,391)	1,264	(86,988)	(91,970)	4,981	(558,070)
Total Other Expense	(43,127)	(44,391)	1,264	(86,988)	(91,970)	4,981	(558,070)
Net Other Income	43,127	44,391	(1,264)	87,006	91,970	(4,964)	558,070
Net Income	0	0	0	17	0	17	0

KEY METRICS FOR August 31, 2018 FINANCIAL STATEMENTS

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

updated

Visitor Information Comparative Statistics For FYTD 2014 - 2018 (thru Aug 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	13,932	14,219	13,204	13,961	5.73%
Phone	675	719	683	792	15.96%
To Email	38	105	115	109	-5.22%
Kings Beach (Walk In)	3,057	2,863	6,904	10,644	54.17%
N.T. - Event Traffic	934	2,350	1,692	2,275	34.46%
Total	18,636	20,256	22,598	27,781	22.94%

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (as of Mar 2018, (Q3) 6 mth lag)					
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - June)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jul - Sept)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Oct - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

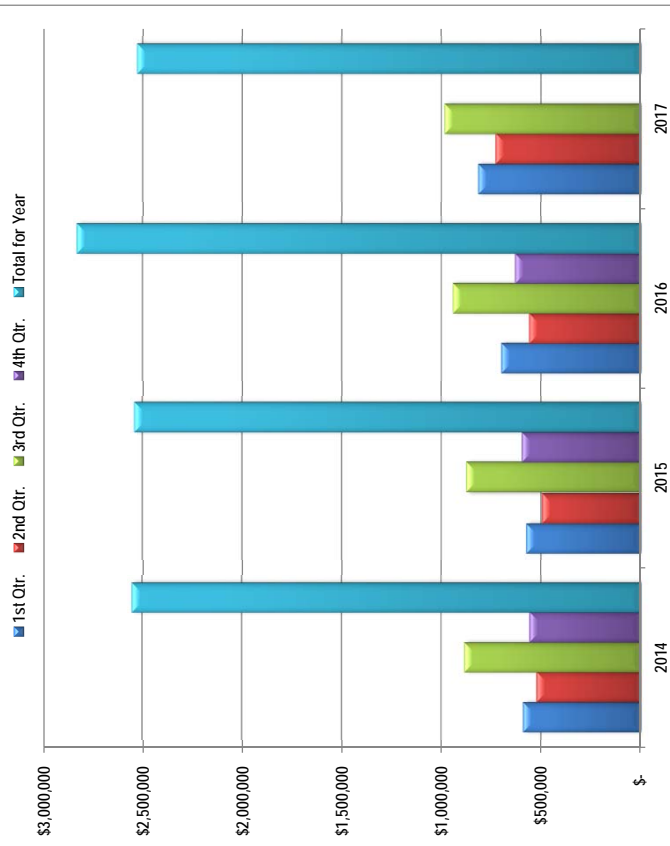
Unemployment Rates - EDD				
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	July 2018
Placer County (367,309)	7.1%	6.7%	5.5%	4.2%
Dollar Point (1,215)	6.0%	5.2%	4.7%	3.3%
Kings Beach (3,893)	7.1%	6.1%	1.1%	1.2%
Sunnyside/Tahoe City (1,557)	6.0%	6.8%	6.1%	3.2%
Tahoe Vista (1,433)	7.0%	5.7%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

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

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

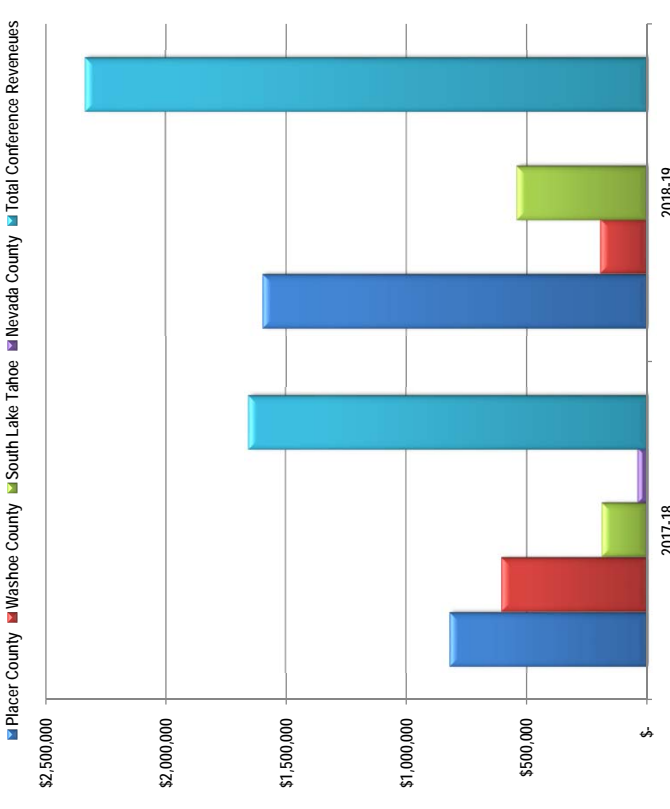
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 9/12/2018					
FORWARD LOOKING	2017-18		2018-19		YOY % Change
	Actuals	Forecasted	Forecasted	Forecasted	
Total Revenue Booked	\$ 2,568,183	\$ 1,653,725	\$ 2,334,860	\$ 2,334,860	41.19%
Commission for this Revenue	\$ 60,863	\$ 38,017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

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



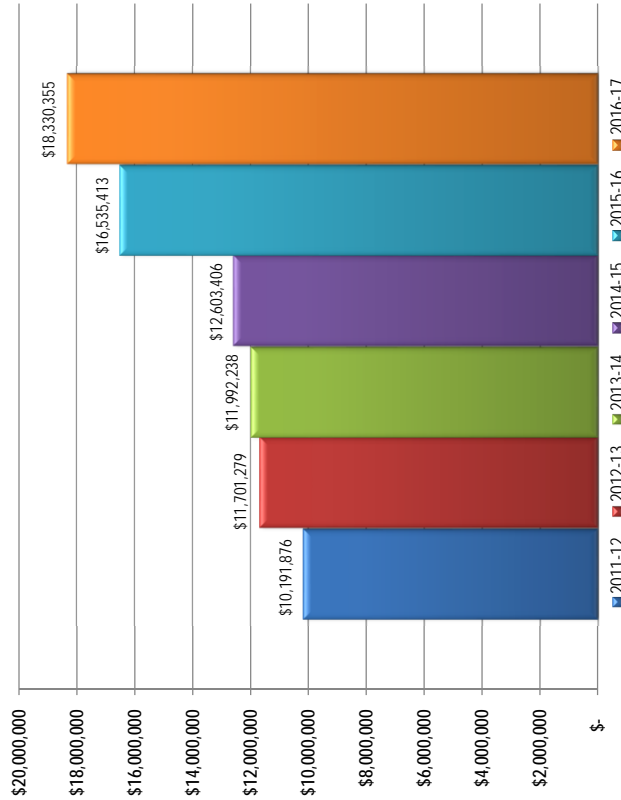
Quarter	2014	2015	2016	2017	YOY % Change
First (Jan - Mar)	\$ 589,226	\$ 573,778	\$ 699,157	\$ 816,089	16.72%
Second (Apr - June)	\$ 521,965	\$ 495,699	\$ 559,589	\$ 728,774	30.23%
Third (Jul - Sept)	\$ 885,368	\$ 875,768	\$ 943,574	\$ 984,653	4.35%
Fourth (Oct - Dec)	\$ 557,614	\$ 596,985	\$ 629,807	\$ -	-100.00%
Total	\$ 2,554,173	\$ 2,542,230	\$ 2,832,127	\$ 2,529,516	-10.68%

Conference Revenue Statistics & Revenue Share by County



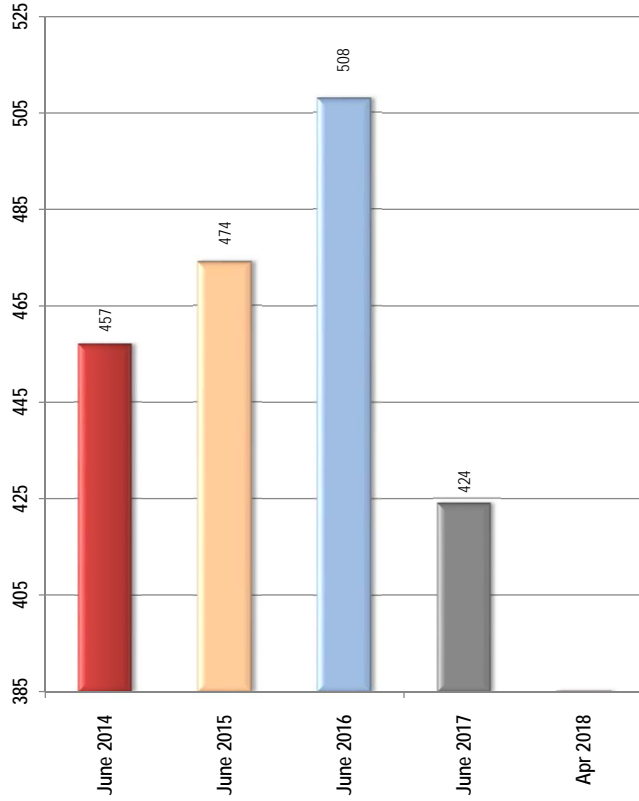
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 9/12/2018					
	2017-18	2018-19	Forecasted	Forecasted	YOY % Change
FORWARD LOOKING					
Total Revenue Booked	\$ 1,653,725	\$ 2,334,860			41.19%
Commission for this Revenue	38,017	54,193			42.55%
Number of Room Nights	8,830	13,068			47.88%
Number of Bookings	33	49			48.48%
CURRENT					
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000			0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000			-28.57%
Conference Revenue And Percentage by County:					
Placer	\$ 819,316	\$ 1,597,128			94.93%
Washoe	\$ 605,006	\$ 195,373			-67.71%
South Lake	\$ 188,819	\$ 542,359			187.24%
Nevada	\$ 40,584	\$ -			-100.00%
Total Conference Revenue	\$ 1,653,725	\$ 2,334,860			41.19%

5-Year Annual TOT Collections (Fiscal Year Basis)



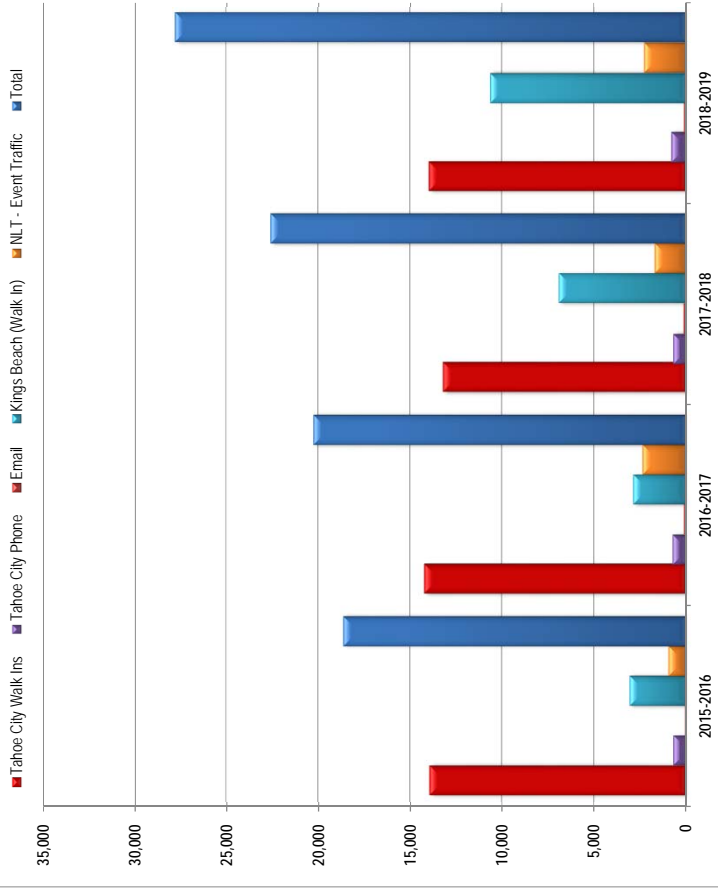
Total District 5 TOT Collections by Quarter 2010 - 2017 (as reported thru June 2018)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2011 - 2012	\$ 3,683,345	\$ 1,794,633	\$ 3,159,674	\$ 1,554,224	\$ 10,191,876	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$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

Chamber Membership (# of Members)



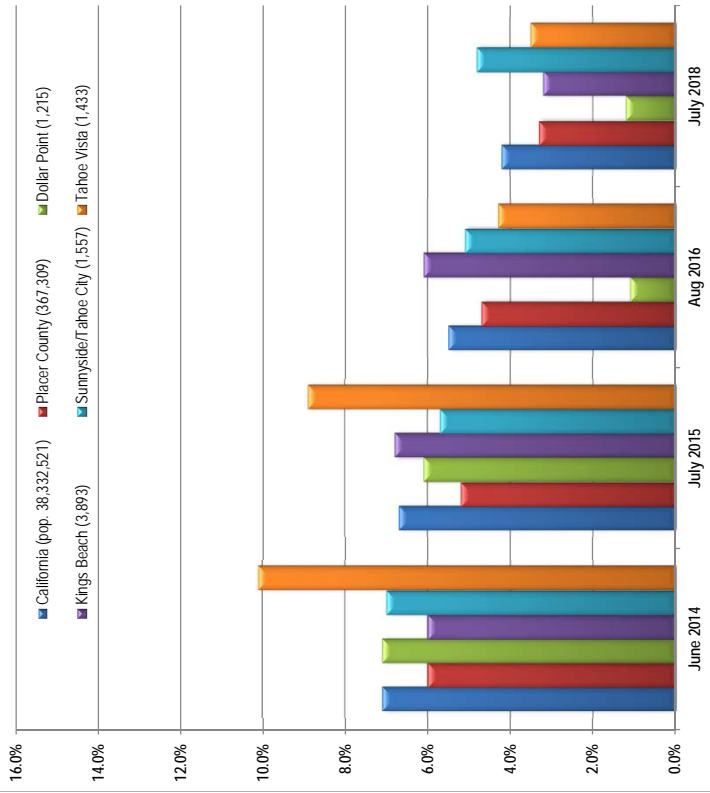
Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Apr 2018	378

Visitor Information - FYTD YOY



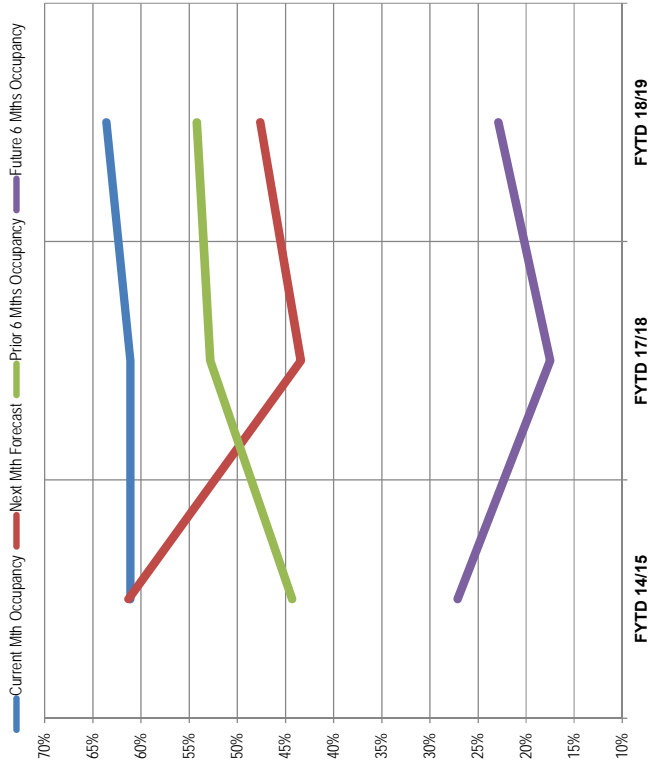
Visitor Information Comparative Statistics For FYTD 2014 - 2018 (thru Aug 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	13,932	14,219	13,204	13,961	5.73%
Phone	675	719	683	792	15.96%
Email	38	105	115	109	-5.22%
Kings Beach (Walk In)	3,057	2,863	6,904	10,644	54.17%
NLT - Event Traffic	934	2,350	1,692	2,275	34.46%
Total	18,636	20,256	22,598	27,781	22.94%

Unemployment Rates by Region



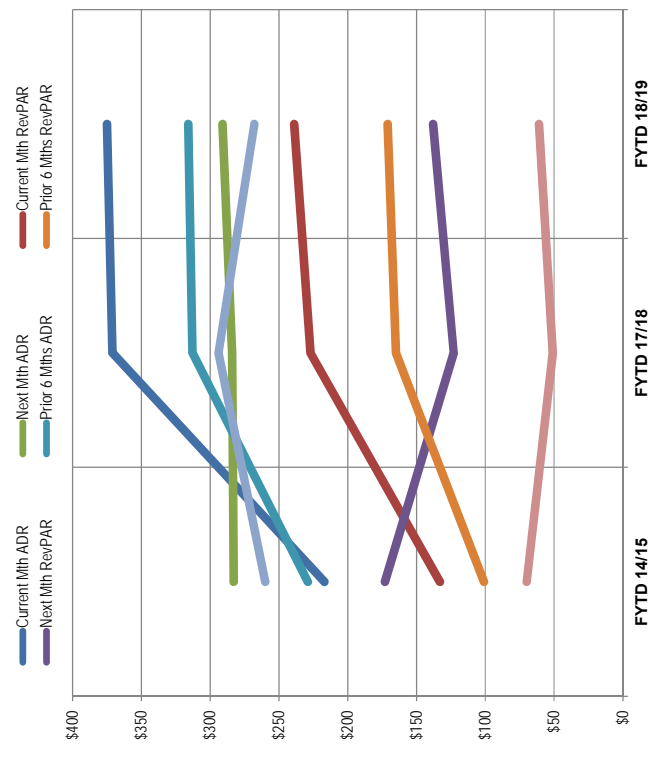
Unemployment Rates - EDD							
Region	June 2014	July 2014	Aug 2014	July 2015	Aug 2015	July 2016	July 2018
California (pop. 38,332,521)	7.1%	6.7%	5.5%	6.7%	5.5%	6.7%	4.2%
Placer County (367,309)	6.0%	5.2%	4.7%	5.2%	4.7%	5.2%	3.3%
Dollar Point (1,215)	7.1%	6.1%	1.1%	6.1%	1.1%	6.1%	1.2%
Kings Beach (3,893)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

Destimetrics Occupancy in NLT Comparisons



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

Destimetrics RevPAR in NLT Comparisons



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

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month Yr Gustafson, Cindy
 Employee Aug-18

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
08.03.2018	A	Google	3483737266	G Suite Basic monthly charge	105.00		8810-00/70
08.08.2018	B	Adobe Acrobat	931804149	Adobe Acrobat Pro subscription for Dawn Teran	14.99		8810-00/70
08.21.2018	C	western Nevada District	xx4889	conference admission	112.50		5800-00/11
08.23.2018	D	Intermedia.net	219118683	phone system Allocated Table C	1,128.34		5320-00/70
	E						
	F						
	G						
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		0.00	8700-00-70
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)						242.42	
					1,360.83		
						242.42	

Signed By: Cindy Gustafson Approved By: _____
 Date: 9.9.18 Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
9/10/18	9/10/18	BUB	9/10/18

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)
MILEAGE REIMBURSEMENT

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

REF	DATE	START	END	# MILES	ROUND TRIP		REASON FOR TRAVEL
					YES	NO	
	1-Aug	NLTRA Office	Sugar Bowl	44.80	x		NLTRA Board Meeting
	7-Aug	NLTRA Office	Sand Harbor	19.70		x	Federal summit
	7-Aug	Sand Harbor	Riva Grill	21.60		x	Senator Feinstein Luncheon
	7-Aug	Riva Grill	Tahoe City	41.30		x	Return trip
	14-Aug	NLTRA Office	Truckee Airport	38.00	x		Truckee Breakfast Club
	17-Aug	NLTRA Office	Squaw Valley	16.00	x		Meeting with Christy Beck on Conference sales
	21-Aug	NLTRA Office	Atlantis Hotel Casino	102.60	x		Nevada Economic Conference (award presentation)
	22-Aug	NLTRA Office	IVCBVB	32.00	x		Meeting with Canadian Office and Coop committee
	23-Aug	NLTRA office	North Tahoe Event Center	20.00	x		NTBA Board meeting
	24-Aug	NLTRA Office	Squaw Valley	16.00	x		Meeting with Caroline re: BACC changes
	27-Aug	nLTRA Office	Tahoe Vista	16.00	x		Meeting with Alex, Erin, Mike re: CAP committee
	30-Aug	NLTRA Office	IVCBVB	32.00	x		Meeting with TPC & EDAWN
	30-Aug	nLTRA Office	Sugar Bowl	44.80	x		CAP committee
TOTAL MILES SUBMITTED:				444.80			
MILEAGE RATE PER MILE				\$ 0.545			
TOTAL MILEAGE REIMBURSEMENT DUE				\$ 242.42			

X:\170.1 - CEO\Expense Reports\NLTRA Employee Expense Report - August



MEMO STATEMENT

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

Account Number XXXX-XXXX-0108-6903
Statement Date AUG 28, 2018
Total Activity \$1,360.83

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

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

ACCOUNT SUMMARY

CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,360.83		\$0.00		\$0.00		\$1,360.83

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
08-03	08-03	55432868215200980514573	GOOGLE *GSUITE_gotahoe cc@google.comCA Tran: P0jH8VH1 Tax ID: 770493581 Mer Ref: P0jH8VH1 Mer Zip: 94043 Product Code: 099 Desc: GOOGLE * Qty: 100.00 Unit: Clk Unit Cost: 105.0000 Disc: N Ext Item Amt: 105.00	105.00
08-08	08-07	55310208219026652116161	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 65211616 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
08-21	08-20	55429508232894366147085	PAYPAL *WESTERNNEVA 4029357733 CA Tran: 36614708 Tax ID: 770510487 Mer Ref: 36614708 Mer Zip: 95131 Origin Zip: 95131 Dest Zip: 95131 Dest Ctry: USA	112.50
08-23	08-22	55480778235026414082491	INTERMEDIA.NET INC 6506414000 WA Tran: 3325298 Tax ID: 411816682 Mer Ref: 3325298 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 115.81 Product Code: DEFAULT Desc: INTERMEDIHOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 1012.53	1,128.34

A
B
C
D

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0108-6903	Account Summary Purchases & Other Charges \$1,360.83 Cash Advances \$0.00
	Statement Date AUG 28, 2018	
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Fees \$0.00
	Disputed Amount \$0.00	Credits \$0.00
		Payments \$0.00
		Total Activity \$1,360.83

IMPORTANT INFORMATION ABOUT THIS STATEMENT

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

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

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



Google LLC

1600 Amphitheatre Pkwy

Mountain View, CA 94043

United States

Federal Tax ID: 77-0493581

Invoice

Invoice number: 3483737266

Bill to

Cindy Gustafson

North Lake Tahoe Resort Association

100 N Lake Blvd

Tahoe City, CA 96145

United States

Details

Invoice number3483737266
 Invoice dateJul 31, 2018
 Billing ID6457-8471-7054
 Domain namegotahoenorth.com

Google Cloud - GSuite

Total in USD **\$105.00**

Summary for Jul 1, 2018 - Jul 31, 2018

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

Google™ Invoice

Invoice number: 3483737266

Subscription	Description	Interval	Quantity	Amount(\$)
G Suite Basic	Usage	Jul 1 - Jul 31	21	105.00
		Subtotal in USD		\$105.00
		Tax (0%)		\$0.00
		Total in USD		\$105.00

INVOICE



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

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

Federal Tax ID 77-0019522

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

Reprint Page 1 of 1

Invoice Number: 931804149
Invoice Date: AUG-06-18
Payment Terms: Credit Card
Due Date: AUG-13-18
Purchase Order: ADB016450957
Contract No 00004490
Order Number: 5017797439
Order Date: NOV-06-17
Customer No.: 1452233
Bill to No. 546408886
Adobe Contact Information:
<https://helpx.adobe.com/contact.html>

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

Comments:

Western Nevada Development District

You paid **\$112.50 USD**

to Western Nevada Development District
[Details](#)

Get your PayPal receipts in Messenger

Paid with

MasterCard x-6903

\$112.50 USD

This transaction will appear on your statement as PAYPAL *WESTERNNEVA

Purchase details

Receipt number: 4340047569524889

We'll send confirmation to:
cindy@gotahoenorth.com

Merchant details

Western Nevada Development District

[Return to Merchant](#)

*Conference,
to accept award
from Mktng &
seminar participatn*

5800-00/11



Transaction Details

Transaction Detail ID: 219118683
 Service Date*: 8/21/2018 12:00:00 AM
 Processed Date: 8/21/2018 6:12:00 AM
 Service Charges: \$1,007.72
 Tax Amount: \$120.62
 Total: \$1,128.34
 User Name: NLTRA
 Billing Cycle: 1 month(s)
 Comment: Voice services 07/21/18-08/21/18

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

Transaction Breakdown

Module	Item	Price Type	Quantity	Unit Price	Amount	Prorated Fees	Discount	Item Type
Voice Services	Number Porting Fees	one-time	1	\$309.00	\$309.00	\$309.00	0 %	regular
Voice Services	Cloud PBX Resource Lines	recurring	1	\$12.99	\$12.99	\$12.99	0 %	regular
Voice Services	Unified Communications Users	recurring	1	\$413.82	\$413.82	\$413.82	0 %	regular
Voice Services	Local and Toll Free Numbers	recurring	1	\$160.08	\$160.08	\$160.08	0 %	regular
Voice Services	US Domestic Long Distance	one-time	1	\$0.18	\$0.18	\$0.18	0 %	regular
Voice Services	International Long Distance	one-time	1	\$0.06	\$0.06	\$0.06	0 %	regular
Voice Services	US48 Domestic Inbound Toll-Free	one-time	1	\$51.70	\$51.70	\$51.70	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$2.70	\$2.70	\$2.70	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$57.19	\$57.19	\$57.19	0 %	regular
						\$1,007.72		

Taxes, Fees & Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$100.33	\$100.33
Federal	Federal	1	1	\$9.97	\$9.97
State	State	1	1	\$10.05	\$10.05
Local	Local	1	1	\$0.27	\$0.27
					\$120.62



Dawn Teran

From: Intermedia Billing Dept
Sent: Wednesday, August 22, 2018 6:27 AM
To: dawn@gotahoenorth.com
Subject: Intermedia Electronic Receipt for Transactions



INTERMEDIA The Business Cloud™

Your electronic receipt

Dear Dawn Teran,

We have just processed a charge for your hosted account(s) for the total amount of **\$1,128.34** on **8/22/2018 6:27:00 AM**.

Account	Amount
NLTRA	\$1,128.34

You'll see this transaction listed as INT*Intermedia on your credit card statement. Any additional features or services you added last month were prorated since the time they were added.

To access your invoice statements, log in to the [HostPilot Control Panel](#) and navigate to Account > Balance & Billing Documents > Billing Documents.

Intermedia Billing Department.
1.800.379.7729, option 4
Monday-Friday 9 a.m. - 8 p.m. EST
csr@intermedia.net

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

Taxes, Licenses & Fees	Table - C			1128.34
<i>Based on Final Budget Worksheet G & A%</i>	Marketing	11	19.002%	214.41
FAX Machine 530 581-1686 (5928 Allocate)	Conference	30	6.261%	70.65
Telephone: AT&T	Visitor Center	42	33.298%	375.72
	TMPI	51	1.890%	21.33
F&P Mail Solutions (Annual Mail permit wholly allocated to Membership 60)	Membership	60	7.111%	80.24
Spectrum	Administration	70	32.438%	366.01
			<u>100.000%</u>	<u>1128.34</u>