



# FINANCE COMMITTEE AGENDA

Thursday February 28, 2019 at 3:00 p.m.  
NLTRA Conference Room – Upstairs  
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

## FINANCE COMMITTEE

### NLTRA Board

Christy Beck  
Treasurer

Jim Phelan  
Board Member

### Committee Members

David Brown  
CPA

Mike Salmon  
Tahoe Donner  
Association

Ramona Cruz  
Tahoe City Public  
Utility District

### Placer County Rep

Erin Casey

### NLTRA Staff

Cindy Gustafson  
CEO

Bonnie Bavetta  
CFO

DeWitt Van Sieten  
Staff Accountant  
& HR Assistant

Quorum  
3 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:
  - 1/24/19 MEETING MINUTES [MOTION] ..... Pg. 1
- F. ITEMS FOR COMMITTEE REVIEW, DISCUSSION AND/OR RECOMMENDATIONS
  - Review Staff Report..... Pg. 2
- G. REVIEW & APPROVAL OF PRELIMINARY JANUARY 2019 FINANCIALS:
  - NLTRA 1/31/19 FINANCIALS APPROVAL [MOTION] ..... Pg. 5
  - NLTMC 1/31/19 FINANCIALS REVIEW... ..... Pg. 25
- H. SUPPLEMENTAL INFORMATION
  - January 2019 Dashboard Report ..... Pg. 31
- I. APPROVAL OF CEO EXPENSES FOR JANUARY 2019 [MOTION]..... Pg. 36
- J. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING
- K. NEXT MEETING DATE
- L. COMMITTEE MEMBER COMMENTS
- M. ADJOURN



FINANCE COMMITTEE MEETING - Minutes Draft

Thursday, January 24, 2019 at 2:30 P.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 2:31pm (4)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Christy Beck – Board Member, Michael Salmon, David Brown
  - Staff in Attendance: Bonnie Bavetta, DeWitt Van Siclen, Liz Bowling (2:50pm)
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda
  - **MOTION** to approve the agenda; Jim Phelan/Christy Beck, Approved 4-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve December 20, 2018 Finance Committee meeting minutes; Michael Salmon/David Brown, Approved 4-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
  - **Review Staff Report** – Preliminary December 31, 2018 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - **Review Balance Sheet Account Reconciliations** – December 31, 2018 account reconciliations were reviewed and discussed. Staff noted aged outstanding checks from prior year will be addressed. The PTO accrual process was discussed in detail and current procedure determined to be appropriate. Michael Salmon noted the address on Plumas bank accounts was incorrect. Staff will work with the bank to correct and determine why this changed.
- G. Approval of December 2018 Preliminary Financials
  - **MOTION** to approve December 31, 2018 preliminary financials for NLTRA; Jim Phelan/ Michael Salmon, Approved 4-0-0
- H. Supplemental Information
  - Review of December 2018 Dashboard Report
- I. Approval of CEO Expenses for December 2018
  - **MOTION** to approve; Christy Beck/Michael Salmon, approved 4-0-0
- J. Agenda Input for Next Finance Committee Meeting
  - Michael Salmon suggested discussion around the strategy of NLTRA for dealing with the impact of a potential recession should be included on a future Finance Committee agenda. It was add that the discussion should include the appropriate level of a reserve fund.
- K. Next Meeting Date – 2/28/19 at 3:00pm
- L. Committee Member Comments
  - No comments.
- M. Adjourn 3:17pm



north lake tahoe

Chamber | CVB | Resort Association

## Finance Committee Staff Report

Date: 02/25/18

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

From: Bonnie Bavetta, CFO

RE: Report for January 2019

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Summary of preliminary NLTRA financial results for January 31, 2019:

- Cash balance on January 31, 2019 of \$729,000 was 6% or \$48,000 less than prior year due to prompt pay on accounts payable (account 2000-00)
- Accounts receivable related to sales commissions totaled \$10,000, down 67% or \$21,000 from prior year. Commission collection was slower in prior year and uncollectable receipts remained in the balance; additionally prior year commission revenues exceeded current year by \$9,000..
- The Accounts Receivable – TOT balance of \$278,000 reflected the County TOT funding invoices for the month of January (\$255,912), plus one for November (\$22,528). Payment of \$254,000 was received in February.
- Membership dues and other membership related accounts receivable totaled \$53,000, an increase of \$40,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances. A total of \$76,000 in membership dues was invoiced in January, the largest month of billing, and over \$42,000 was received in payments during the month.
- Accounts receivable – NLTMC of \$7,000 was \$3,000 higher than prior year and represented credit card charges due NLTRA for January.
- Prepaid Insurance balance of \$17,000 reflected payment at the end of the month for the subsequent month's coverage. Payment is due on the first of the month. Payment processing was changed this year to ensure timely receipt of payment. Prior year account balance was \$1,000.
- Prepaid expenses - Other of \$7,000 was \$10,000 less than prior year and consisted of a number of smaller long-term contracts. In December 2017 there was the addition of the Truckee Chamber annual fee (\$5,000) and Weblink annual software maintenance (\$3,000), neither will be paid in 2019.
- Accounts payable of \$53,000 was \$34,000 less than prior year due primarily to timing.
- Wages and related liabilities of \$119,000 were \$61,000 or 34% lower than prior year. Wages, taxes & 401k payable were \$31,000 lower than the same date last year due to timing of payroll accruals. Incentives Payable were \$4,000 lower than prior year. PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.
- Deferred Revenue-Member Dues of \$96,000 was \$44,000 greater than prior year. Prior year was reduced for unpaid and unearned dues.

- Deferred Revenue—County of \$350,000 reflected the prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the new performance based timing of monthly payments from the County.
- YTD consolidated net income of \$86,000 at month end January represented the result of TOT funding exceeding actual expenditures year-to-date by \$100,000, less Membership’s negative net results YTD of \$14,000.
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$1,706,000 was below budget \$28,000 due to timing of payment based on performance for events/sponsorships/research
  - Expenses of \$1,435,000 were \$56,000 or approximately 4% below budget due primarily to timing
  - Net results before overhead allocations were \$29,000 better than budget
- Operating Results YTD – Conference
  - Commission revenue of \$39,000 was \$10,000 or 34% above budget. TOT revenue of \$207,000 was on budget
  - Expenses of \$209,000 were \$1,000 greater than budget; Sales commissions expense was up \$8,000 to budget, offset by wages and related down \$8,000
  - Net results before overhead allocations were positive to budget \$8,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$72,000 were up \$10,000 or 16% relative to budget. TOT revenue of \$247,000 was \$14,000 below budget.
  - Expenses of \$241,000 were down \$39,000 or 13% relative to budget; COGS up \$8,000, wages and related down \$4,000, office repairs and renovation down \$14,000, and marketing programs down \$15,000 due primarily to timing
  - Net positive results before overhead allocations of \$71,000 were \$34,000 better than budget
- Operating Results YTD – TMPI
  - Expenditures and net results were down \$2,000 to budget
- Operating Results YTD – Membership
  - Membership dues revenues of \$78,000 were \$3,000 or 4% greater than budget; Other revenues of \$15,000 were \$3,000 higher than budget
  - Expenses of \$85,000 were \$8,000 or 9% greater than budget, primarily due to rent & related down \$4,000, membership activities expense up \$8,000, and membership write-offs (bad debt) up \$4,000
  - Net loss of \$7,000, after overhead allocations, was on budget
- Operating Results YTD – Administration
  - Total expenses of \$303,000 were \$34,000 or 10% below budget
  - Wage and related expense of \$221,000 was \$13,000 below budget, a combination of lower wages and lower insurance benefits
  - Professional fees were \$19,000 less than budget due to timing
- Membership cash position as of January 31, 2019:
  - Membership activities resulted in a net loss of \$14,001
  - Deferred revenues of \$96,219 less receivables of \$49,900 contributed \$46,319 in cash
  - Prior years’ negative net results totaled \$11,700
  - Net cash totaled \$20,618, no other funds were required to support Membership activities

Summary of preliminary NLTMC financial results for January 31, 2019:

- Cash at month end of \$539,000 was \$227,000 less than prior year, primarily due to prompt AP payments.
- Accounts payable and credit cards payable of \$300,000 were down \$254,000 due primarily to timing
- Unrestricted Net Asset balance of \$189,000 reflects the unspent funding balance from prior years

- Net income YTD of \$93,000 is \$19,000 greater than the same time last year
- Net positive operating results for NLTMC YTD of \$93,000 were \$175,000 better than budget;
  - Consumer marketing expenditures of \$620,000 were \$116,000 below budget due to timing,
  - Leisure sales expenditures of \$142,000 were \$14,000 under budget,
  - Public relations expenditures of \$160,000 were \$10,000 under budget,
  - Conference sales expenditures of \$97,000 were \$6,000 over budget
  - Trade show expenditures of \$55,000 were below budget \$39,000 due to timing (Connect Marketplace in prepaid),
  - Committed and admin expenses of \$217,000 were under budget \$3,000, but included \$75,000 in unbudgeted expenditures for the Hidden Gems production which were being funded from prior years' excess funding balance. Other committed and admin expenses were under budget due to timing.

# North Lake Tahoe Resort Association

## Balance Sheet

As of January 31, 2019

Accrual Basis

	Jan 31, 19	Jan 31, 18	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	277	294	(17)	(6%)	289
1003-00 · Cash - Operations BOTW #6712	396,457	473,521	(77,064)	(16%)	619,232
1007-00 · Cash - Payroll BOTW #7421	16,461	4,498	11,963	266%	6,195
1008-00 · Marketing Reserve - Plumas	50,213	50,137	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,568	100,367	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	135,178	117,724	17,454	15%	88,355
10950 · Cash in Drawer	144	294	(150)	(51%)	597
<b>Total Checking/Savings</b>	<b>728,880</b>	<b>776,417</b>	<b>(47,537)</b>	<b>(6%)</b>	<b>894,867</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	9,938	20,391	(10,453)	(51%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	278,441	0	278,441	100%	0
<b>Total Accounts Receivable</b>	<b>288,379</b>	<b>30,860</b>	<b>257,519</b>	<b>834%</b>	<b>24,331</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	0	1,614	(1,614)	(100%)	(41)
<b>1201-00 · WebLink Accounts Receivable</b>					
1201-01 · WebLink AR - Member Dues	49,900	12,064	37,836	314%	3,417
1201-00 · WebLink Accounts Receivable - Other	2,693	990	1,703	172%	2,870
<b>Total 1201-00 · WebLink Accounts Receivable</b>	<b>52,593</b>	<b>13,054</b>	<b>39,539</b>	<b>303%</b>	<b>6,287</b>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(923)	(1,852)	(201%)	(2,500)
12100 · Inventory Asset	23,415	27,415	(4,000)	(15%)	28,203
1299 · Receivable from NLTMC	6,875	3,570	3,305	93%	28,954
1490-00 · Security Deposits	1,610	550	1,060	193%	650
<b>Total Other Current Assets</b>	<b>81,718</b>	<b>45,280</b>	<b>36,438</b>	<b>80%</b>	<b>61,553</b>
<b>Total Current Assets</b>	<b>1,098,977</b>	<b>852,557</b>	<b>246,420</b>	<b>29%</b>	<b>980,751</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,166)	(269)	(3%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,524)	(17,735)	(1,789)	(10%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<b>1,997</b>	<b>5,583</b>	<b>(3,586)</b>	<b>(64%)</b>	<b>3,041</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	16,871	793	16,078	2,027%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	7,071	17,391	(10,320)	(59%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	<b>24,942</b>	<b>19,184</b>	<b>5,758</b>	<b>30%</b>	<b>27,267</b>
<b>Total Other Assets</b>	<b>24,942</b>	<b>19,184</b>	<b>5,758</b>	<b>30%</b>	<b>27,267</b>
<b>TOTAL ASSETS</b>	<b>1,125,916</b>	<b>877,324</b>	<b>248,592</b>	<b>28%</b>	<b>1,011,059</b>

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of January 31, 2019

Accrual Basis

	<u>Jan 31, 19</u>	<u>Jan 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	52,937	85,651	(32,714)	(38%)	42,156
2001-00 · Credit Card Payable	0	1,000	(1,000)	(100%)	0
<b>Total Accounts Payable</b>	<b>52,937</b>	<b>86,651</b>	<b>(33,714)</b>	<b>(39%)</b>	<b>42,156</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-06 · MC_5288_Emily	0	581	(581)	(100%)	0
2080-10 · MC_9495_AI	0	404	(404)	(100%)	180
2080-11 · MC_3978_Amber	0	620	(620)	(100%)	3,070
2080-12 · MC_3960_Natalie	0	1,186	(1,186)	(100%)	0
2080-13 · MC_6903_Cindy	0	860	(860)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	1,608	(1,608)	(100%)	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>5,274</b>	<b>(5,274)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>5,274</b>	<b>(5,274)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	8,639	38,973	(30,334)	(78%)	36,870
2101-00 · Incentive Payable	52,290	55,790	(3,500)	(6%)	43,384
2102-00 · Commissions Payable	1,576	5,124	(3,548)	(69%)	4,698
2120-00 · Empl. Federal Tax Payable	5,038	3,118	1,920	62%	3,072
2175-00 · 401 (k) Plan	1,958	1,559	399	26%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>118,505</b>	<b>179,289</b>	<b>(60,784)</b>	<b>(34%)</b>	<b>138,185</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	0	0	0	0%	853
25500 · *Sales Tax Payable	259	121	138	114%	1,941
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<b>259</b>	<b>121</b>	<b>138</b>	<b>114%</b>	<b>2,794</b>
2250-00 · Accrued Expenses	339	29,097	(28,758)	(99%)	49,521
2400-42 · Marketing Co-op	(166)	0	(166)	(100%)	67,000
2400-60 · Deferred Revenue- Member Dues	96,219	52,161	44,058	84%	56,979
2500-00 · Deferred Revenue - TMBC	930	1,206	(276)	(23%)	535
2651-00 · Deferred Rev - Conference	1,833	4,583	(2,750)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(2,823)	6,960	247%	4,202
2900-00 · Due To/From County of Placer	0	8,097	(8,097)	(100%)	229,432
<b>Total Other Current Liabilities</b>	<b>572,361</b>	<b>271,731</b>	<b>300,630</b>	<b>111%</b>	<b>548,648</b>
<b>Total Current Liabilities</b>	<b>625,298</b>	<b>363,656</b>	<b>261,642</b>	<b>72%</b>	<b>596,708</b>
<b>Total Liabilities</b>	<b>625,298</b>	<b>363,656</b>	<b>261,642</b>	<b>72%</b>	<b>596,708</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248

North Lake Tahoe Resort Association

**Balance Sheet**

As of January 31, 2019

Accrual Basis

	<u>Jan 31, 19</u>	<u>Jan 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	86,266	115,525	(29,259)	(25%)	(5,239)
Total Equity	500,618	513,667	(13,049)	(3%)	414,352
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b><u>1,125,916</u></b>	<b><u>877,323</u></b>	<b><u>248,593</u></b>	<b><u>28%</u></b>	<b><u>1,011,060</u></b>



**North Lake Tahoe Resort Association**

**A/R Aging Summary**

As of January 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
County of Placer	255,912.46	0.00	0.00	22,528.31	0.00	278,440.77
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
Event Specialists	0.00	0.00	0.00	0.00	550.00	550.00
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	2,358.20	2,358.20
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	99.30	99.30
Resort at Squaw Creek*	0.00	0.00	4,244.50	0.00	0.00	4,244.50
Spectrum*	0.00	1,036.38	0.00	0.00	0.00	1,036.38
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	550.00	550.00
<b>TOTAL</b>	<b><u>255,912.46</u></b>	<b><u>1,036.38</u></b>	<b><u>4,244.50</u></b>	<b><u>22,528.31</u></b>	<b><u>4,657.50</u></b>	<b><u>288,379.15</u></b>

# Accounts Receivable Summary

Invoices With Apply Dates Through January 31, 2019  
 Aged as of Thursday, January 31, 2019

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	28.49	0.00	420.00	0.00	25.00	473.49
Community Awards 2018- Employee Award		0.00	0.00	0.00	0.00	0.00	40.00	40.00
Dues		0.00	35,495.00	0.00	5,660.00	2,145.00	6,600.00	49,900.00
Email Blast		0.00	0.00	80.00	0.00	0.00	0.00	80.00
TMBC - Annual		0.00	495.00	0.00	0.00	0.00	0.00	495.00
TMBC - Ticket		0.00	30.00	15.00	15.00	15.00	30.00	105.00
TMBC Sponsorships		0.00	1,500.00	0.00	0.00	0.00	0.00	1,500.00
<b>Total Open Invoices</b>		0.00	37,548.49	95.00	6,095.00	2,160.00	6,695.00	52,593.49
<b>Unapplied Payments With Payment Dates Prior to and Including 01/31/2019</b>								25.00

Pre-Payments: Payments Made Prior to 01/31/2019 on Invoices With Apply Dates After 01/31/2019

**Total Pre-Payments**

Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments) 52,568.49

**North Lake Tahoe Resort Association**  
**A/P Aging Summary**  
**As of January 31, 2019**

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	75.95	381.31	0.00	0.00	0.00	457.26
Adventure Van Expo	0.00	1,750.00	0.00	0.00	0.00	1,750.00
Airport Self Storage	314.00	0.00	0.00	0.00	0.00	314.00
Alliance Design	275.00	0.00	0.00	0.00	0.00	275.00
Alpen Sierra Coffee Roasting Company, Inc	0.00	96.50	0.00	0.00	0.00	96.50
Amazon.com	0.00	50.98	0.00	0.00	0.00	50.98
Amber Burke	94.95	0.00	0.00	0.00	0.00	94.95
Anne-Karin Atwood*	57.58	0.00	0.00	0.00	0.00	57.58
AT & T*	380.78	170.39	0.00	0.00	0.00	551.17
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Bank of the West Bank Card Center	10,595.78	0.00	0.00	0.00	0.00	10,595.78
Barb Kallestad	0.00	50.00	0.00	0.00	0.00	50.00
Cindy Gustafson	522.19	0.00	336.82	0.00	0.00	859.01
Cintas Corporation #623	161.64	0.00	0.00	0.00	0.00	161.64
Clark County Legal News	40.00	0.00	0.00	0.00	0.00	40.00
Daphne Lange	72.67	0.00	0.00	0.00	0.00	72.67
Dawn Teran	24.36	0.00	0.00	0.00	0.00	24.36
Dog Tahoe	120.00	0.00	0.00	0.00	0.00	120.00
Eric Hansen	340.00	0.00	0.00	0.00	0.00	340.00
FP Mailing Solutions	170.27	0.00	110.31	0.00	0.00	280.58
Geo-Tourism Specialties	120.74	0.00	0.00	0.00	0.00	120.74
Granlibakken Management Company, Ltd.	0.00	472.50	0.00	0.00	0.00	472.50
Hard Rock Hotel & Casino	0.00	0.00	320.83	0.00	0.00	320.83
Independent Technologies	1,253.18	0.00	360.00	0.00	0.00	1,613.18
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Kaplowe Studios, LLC.	0.00	0.00	99.00	0.00	0.00	99.00
Kym Fabel	43.56	0.00	0.00	0.00	0.00	43.56
Lake Tahoe Resort Hotel*	0.00	0.00	320.83	0.00	0.00	320.83
Liz Bowling	14.21	0.00	0.00	0.00	0.00	14.21
MontBleu*	0.00	0.00	320.83	0.00	0.00	320.83
North Lake Tahoe Event Center	0.00	240.00	0.00	0.00	0.00	240.00
Northstar Travel Media	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Office Boss	67.72	0.00	0.00	0.00	0.00	67.72
Peter Spain Photography_1	125.00	0.00	0.00	0.00	0.00	125.00
Porter Simon*	120.00	0.00	0.00	0.00	0.00	120.00
Principal Financial Group	0.00	2,478.15	5.94	0.00	363.82	2,847.91
Print Art/Sierra Mail*	0.00	109.40	0.00	0.00	0.00	109.40
Ray Morgan Company, LLC	2.24	0.00	0.00	0.00	0.00	2.24
Ricoh USA	1,127.75	0.00	0.00	0.00	0.00	1,127.75
Sarah Winters	60.00	0.00	0.00	0.00	0.00	60.00
SDBX Studio, LLC.	2,000.00	4,050.00	0.00	0.00	0.00	6,050.00
Southwest Gas Corporation*	273.00	0.00	0.00	0.00	0.00	273.00

**North Lake Tahoe Resort Association**  
**A/P Aging Summary**  
As of January 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Squaw Valley Ski Museum Foundation, Inc.	0.00	0.00	0.00	0.00	1,632.00	1,632.00
Stephen's Farmhouse	49.50	0.00	0.00	0.00	0.00	49.50
Swigard's True Value Hardware, Inc.*	323.97	0.00	0.00	0.00	0.00	323.97
Ta Hoe Nalu	1,250.00	0.00	0.00	0.00	0.00	1,250.00
Tahoe Basics	0.00	44.00	0.00	0.00	-198.00	-154.00
Tahoe City Downtown Association*	400.00	1,300.00	0.00	0.00	0.00	1,700.00
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	228.90	0.00	0.00	0.00	0.00	228.90
The Beach Retreat*	0.00	0.00	320.83	0.00	0.00	320.83
The Ridge Tahoe*	0.00	0.00	320.83	0.00	0.00	320.83
Tiffany Connolly	480.00	0.00	0.00	0.00	0.00	480.00
TTCTV	0.00	1,000.00	0.00	0.00	0.00	1,000.00
Vail Resorts	0.00	0.00	0.00	7,500.00	0.00	7,500.00
Waterman's Landing	2,500.00	0.00	0.00	0.00	0.00	2,500.00
Wholesale Resort Accessories, Inc.	400.00	0.00	0.00	0.00	21.50	421.50
YIG Administration	-8.49	0.00	0.00	0.00	-44.65	-53.14
<b>TOTAL</b>	<b><u>24,171.45</u></b>	<b><u>17,193.23</u></b>	<b><u>2,516.22</u></b>	<b><u>7,500.00</u></b>	<b><u>1,555.69</u></b>	<b><u>52,936.59</u></b>

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Jul '17 - Jan 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	2,165,349	2,241,694	-76,345	-3%
4200-00 · Membership Dues	77,813	78,470	-657	-1%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	4,996	6,417	-1,421	-22%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	1,684	53	1,631	3,077%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	2,000	500	1,500	300%
4251-00 · Tues AM Breakfast Club - Other	3,641	2,203	1,437	65%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>5,641</b>	<b>2,703</b>	<b>2,937</b>	<b>109%</b>
4250-00 · Revenues-Membership Activities - Other	3,733	1,195	2,538	212%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>13,680</b>	<b>7,361</b>	<b>6,319</b>	<b>86%</b>
4252-00 · Sponsorships	600	0	600	100%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	0	77,628	-77,628	-100%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	8,417	1,859	6,558	353%
4600-00 · Commissions - Other	30,537	45,890	-15,353	-34%
<b>Total 4600-00 · Commissions</b>	<b>38,954</b>	<b>47,749</b>	<b>-8,795</b>	<b>-18%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,959	7,982	-5,023	-63%
46000 · Merchandise Sales - Other	69,232	54,561	14,671	27%
<b>Total 46000 · Merchandise Sales</b>	<b>72,191</b>	<b>62,543</b>	<b>9,648</b>	<b>15%</b>
4720-00 · Miscellaneous	0	15	-15	-100%
<b>Total Income</b>	<b>2,373,589</b>	<b>2,521,950</b>	<b>-148,361</b>	<b>-6%</b>
<b>Gross Profit</b>	<b>2,373,589</b>	<b>2,521,950</b>	<b>-148,361</b>	<b>-6%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	12,841	7,109	5,731	81%
5020-00 · P/R - Tax Expense	51,178	54,443	-3,265	-6%
5030-00 · P/R - Health Insurance Expense	70,404	55,025	15,379	28%
5040-00 · P/R - Workmans Comp	5,087	6,292	-1,206	-19%
5060-00 · 401 (k)	22,071	20,937	1,135	5%
5070-00 · Other Benefits and Expenses	2,608	3,134	-526	-17%
5000-00 · Salaries & Wages - Other	620,938	600,753	20,185	3%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>785,127</b>	<b>747,694</b>	<b>37,433</b>	<b>5%</b>
5100-00 · Rent				
5110-00 · Utilities	6,559	6,648	-89	-1%
5140-00 · Repairs & Maintenance	3,588	1,905	1,683	88%
5150-00 · Office - Cleaning	3,540	4,930	-1,390	-28%
5100-00 · Rent - Other	89,386	87,246	2,140	3%
<b>Total 5100-00 · Rent</b>	<b>103,072</b>	<b>100,728</b>	<b>2,344</b>	<b>2%</b>
5310-00 · Telephone				
5320-00 · Telephone	16,476	16,539	-63	-0%
5350-00 · Internet	25	25	0	0%
<b>Total 5310-00 · Telephone</b>	<b>16,501</b>	<b>16,564</b>	<b>-63</b>	<b>-0%</b>
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	1,425	1,292	133	10%

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Jul '17 - Jan 18	\$ Change	% Change
<b>Total 5420-00 · Mail - USPS</b>	1,509	1,413	96	7%
<b>5510-00 · Insurance/Bonding</b>	4,124	6,457	-2,332	-36%
<b>5520-00 · Supplies</b>				
5525-00 · Supplies- Computer <\$1000	4,144	1,265	2,879	228%
5520-00 · Supplies - Other	8,662	6,790	1,873	28%
<b>Total 5520-00 · Supplies</b>	12,806	8,055	4,752	59%
<b>5610-00 · Depreciation</b>	1,043	1,531	-488	-32%
<b>5700-00 · Equipment Support &amp; Maintenance</b>	2,104	7,626	-5,522	-72%
<b>5710-00 · Taxes, Licenses &amp; Fees</b>	6,291	7,419	-1,129	-15%
<b>5740-00 · Equipment Rental/Leasing</b>	8,768	9,185	-417	-5%
<b>5800-00 · Training Seminars</b>	5,079	4,122	957	23%
<b>5815 · Training Video Series</b>	0	1,058	-1,058	-100%
<b>5830-00 · Commission Due to Third Party</b>	0	765	-765	-100%
<b>5850-00 · Artist of Month - Commissions</b>	1,894	3,366	-1,471	-44%
<b>5900-00 · Professional Fees</b>				
5910-00 · Professional Fees - Attorneys	960	8,160	-7,200	-88%
5920-00 · Professional Fees - Accountant	21,000	16,715	4,285	26%
5921-00 · Professional Fees - Other	0	42,469	-42,469	-100%
<b>Total 5900-00 · Professional Fees</b>	21,960	67,344	-45,384	-67%
<b>5940-00 · Research &amp; Planning Membership</b>	0	3,000	-3,000	-100%
<b>5941-00 · Research &amp; Planning</b>	18,720	2,266	16,454	726%
<b>6020-00 · Programs</b>				
6016-00 · Special Event Partnership	5,500	14,500	-9,000	-62%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
<b>Total 6020-00 · Programs</b>	5,500	24,500	-19,000	-78%
<b>6420-00 · Events</b>				
<b>6420-01 · Sponsorships</b>				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	0	10,000	-10,000	-100%
6421-04 · Broken Arrow Skyrace	20,000	0	20,000	100%
6421-06 · Spartan	254,000	254,000	0	0%
6421-08 · Tough Mudder	13,000	0	13,000	100%
6421-09 · Wanderlust	0	34,043	-34,043	-100%
6421-10 · WinterWonderGrass - Tahoe	47	15,000	-14,953	-100%
6421-14 · Tahoe Trail 100	0	5,000	-5,000	-100%
<b>Total 6420-01 · Sponsorships</b>	321,325	432,815	-111,490	-26%
6421-00 · New Event Development	800	11,586	-10,786	-93%
<b>6422-00 · Event Media</b>				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
<b>Total 6422-00 · Event Media</b>	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,514	98	2,416	2,464%
<b>Total 6420-00 · Events</b>	324,639	444,572	-119,933	-27%
<b>6423-00 · Membership Activities</b>				
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	2,550	2,417	134	6%
6441-00 · Membership - Miscellaneous Exp	60	0	60	100%
6442-00 · Public Relations/Website	7,340	1,981	5,359	271%
6444-00 · Trades	0	835	-835	-100%
6423-00 · Membership Activities - Other	5,492	132	5,360	4,076%
<b>Total 6423-00 · Membership Activities</b>	18,911	8,740	10,170	116%
<b>6490-00 · Classified Ads</b>	0	50	-50	-100%
<b>6701-00 · Market Study Reports/Research</b>	0	808	-808	-100%
<b>6730-00 · Marketing Cooperative/Media</b>	851,567	847,606	3,961	1%

## North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

July 2018 through January 2019

	Jul '18 - Jan 19	Jul '17 - Jan 18	\$ Change	% Change
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	22,201	12,896	9,305	72%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	7,132	3,520	3,612	103%
6743-03 · Touch Lake Tahoe	0	10,103	-10,103	-100%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	8,132	13,623	-5,491	-40%
7500-00 · Trade Shows/Travel	383	0	383	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	877	815	62	8%
52500 · Purchase Discounts	-40	-2,084	2,044	98%
59900 · POS Inventory Adjustments	36	511	-475	-93%
8100-00 · Cost of Goods Sold - Other	37,236	31,526	5,710	18%
<b>Total 8100-00 · Cost of Goods Sold</b>	38,110	30,769	7,341	24%
8200-00 · Associate Relations	2,043	1,529	513	34%
8300-00 · Board Functions	6,018	6,045	-28	-1%
8500-00 · Credit Card Fees	4,049	3,804	245	6%
8700-00 · Automobile Expenses	3,295	2,587	708	27%
8750-00 · Meals/Meetings	2,296	2,715	-419	-15%
8810-00 · Dues & Subscriptions	4,778	5,012	-234	-5%
8910-00 · Travel	704	944	-239	-25%
8920-00 · Bad Debt	4,583	11,795	-7,211	-61%
<b>Total Expense</b>	2,287,486	2,406,588	-119,102	-5%
<b>Net Ordinary Income</b>	86,103	115,363	-29,259	-25%
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	163	162	0	0%
<b>Total Other Income</b>	163	162	0	0%
<b>Net Other Income</b>	163	162	0	0%
<b>Net Income</b>	<b>86,266</b>	<b>115,525</b>	<b>-29,259</b>	<b>-25%</b>

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

Accrual Basis

All Departments

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	268,913	269,009	(96)	2,165,349	2,206,984	(41,634)	3,793,727
4200-00 · Membership Dues	11,312	10,750	562	77,813	74,350	3,463	128,000
4205-00 · Conference Dues	367	825	(458)	4,996	5,775	(779)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	208	(208)	1,684	1,460	224	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	2,000	250	1,750	2,000	1,550	450	3,050
4251-00 · Tues AM Breakfast Club - Other	445	580	(135)	3,641	4,060	(419)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>2,445</b>	<b>830</b>	<b>1,615</b>	<b>5,641</b>	<b>5,610</b>	<b>31</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	53			3,733	0	3,733	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>2,498</b>	<b>1,038</b>	<b>1,460</b>	<b>13,680</b>	<b>11,070</b>	<b>2,610</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	11,665	(3,248)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	17,500	13,037	30,000
<b>Total 4600-00 · Commissions</b>	<b>0</b>	<b>4,167</b>	<b>(4,167)</b>	<b>38,954</b>	<b>29,165</b>	<b>9,789</b>	<b>50,000</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	158	500	(342)	2,959	7,000	(4,041)	9,500
46000 · Merchandise Sales - Other	3,421	4,000	(579)	69,232	55,100	14,132	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>3,579</b>	<b>4,500</b>	<b>(921)</b>	<b>72,191</b>	<b>62,100</b>	<b>10,091</b>	<b>104,500</b>
<b>Total Income</b>	<b>286,669</b>	<b>290,289</b>	<b>(3,620)</b>	<b>2,373,589</b>	<b>2,389,444</b>	<b>(15,854)</b>	<b>4,156,637</b>
<b>Gross Profit</b>	<b>286,669</b>	<b>290,289</b>	<b>(3,620)</b>	<b>2,373,589</b>	<b>2,389,444</b>	<b>(15,854)</b>	<b>4,156,637</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	505	633	(128)	12,841	4,435	8,406	7,600
5020-00 · P/R - Tax Expense	9,761	7,026	2,735	51,178	51,330	(152)	86,761
5030-00 · P/R - Health Insurance Expense	7,517	11,058	(3,541)	70,404	77,400	(6,996)	132,690
5040-00 · P/R - Workmans Comp	694	963	(269)	5,087	7,002	(1,915)	11,845
5060-00 · 401 (k)	1,988	3,577	(1,589)	22,071	25,296	(3,225)	43,048
5070-00 · Other Benefits and Expenses	257	586	(329)	2,608	4,099	(1,491)	7,029
5000-00 · Salaries & Wages - Other	90,393	88,732	1,661	620,938	627,687	(6,749)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>111,115</b>	<b>112,575</b>	<b>(1,460)</b>	<b>785,127</b>	<b>797,249</b>	<b>(12,122)</b>	<b>1,357,040</b>
5100-00 · Rent							
5110-00 · Utilities	644	1,178	(534)	6,559	7,051	(492)	12,191
5140-00 · Repairs & Maintenance	1,781	3,902	(2,121)	3,588	27,311	(23,723)	46,850
5150-00 · Office - Cleaning	0	800	(800)	3,540	6,121	(2,581)	10,444
5100-00 · Rent - Other	12,614	12,957	(343)	89,386	90,683	(1,297)	155,468
<b>Total 5100-00 · Rent</b>	<b>15,039</b>	<b>18,837</b>	<b>(3,798)</b>	<b>103,072</b>	<b>131,166</b>	<b>(28,094)</b>	<b>224,953</b>
5310-00 · Telephone							
5320-00 · Telephone	(282)	2,129	(2,411)	16,476	14,903	1,573	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	3,230	(3,230)	5,535
<b>Total 5310-00 · Telephone</b>	<b>(282)</b>	<b>2,590</b>	<b>(2,872)</b>	<b>16,501</b>	<b>18,133</b>	<b>(1,632)</b>	<b>31,083</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	0	325	(325)	1,425	2,728	(1,303)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>325</b>	<b>(325)</b>	<b>1,509</b>	<b>2,728</b>	<b>(1,219)</b>	<b>5,203</b>
5510-00 · Insurance/Bonding	724	485	239	4,124	3,713	411	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	170	125	45	4,144	5,175	(1,031)	7,600
5520-00 · Supplies - Other	1,150	1,650	(500)	8,662	12,243	(3,581)	21,493
<b>Total 5520-00 · Supplies</b>	<b>1,320</b>	<b>1,775</b>	<b>(455)</b>	<b>12,806</b>	<b>17,418</b>	<b>(4,612)</b>	<b>29,093</b>
5610-00 · Depreciation	149	177	(28)	1,043	1,244	(201)	2,129
5700-00 · Equipment Support & Maintenance	1,255	1,118	137	2,104	7,824	(5,720)	13,412
5710-00 · Taxes, Licenses & Fees	1,078	1,050	28	6,291	7,601	(1,310)	12,951
5740-00 · Equipment Rental/Leasing	2,406	1,478	928	8,768	10,336	(1,568)	17,726
5800-00 · Training Seminars	1,137	1,917	(780)	5,079	9,665	(4,587)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	1,894	3,210	(1,316)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	750	(630)	960	5,250	(4,290)	9,000
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,916	(1,916)	0	15,666	(15,666)	26,000



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

Accrual Basis

All Departments

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 5900-00 · Professional Fees</b>	120	2,666	(2,546)	21,960	45,916	(23,956)	60,000
<b>5941-00 · Research &amp; Planning</b>	13,720	2,500	11,220	18,720	5,000	13,720	5,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	5,500	0	5,500	5,500	25,000	(19,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	5,500	0	5,500	5,500	35,000	(29,500)	80,000
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	5,000	0	5,000	13,000	0	13,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
<b>Total 6420-01 · Sponsorships</b>	5,000	0	5,000	321,325	291,875	29,450	447,225
6421-00 · New Event Development	800	2,750	(1,950)	800	19,250	(18,450)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,514	4,667	(2,153)	8,000
<b>Total 6420-00 · Events</b>	5,800	3,417	2,383	324,639	315,792	8,847	513,225
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	419	650	(232)	2,550	3,900	(1,350)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	115	344	(229)	7,340	3,908	3,432	5,628
6423-00 · Membership Activities - Other	931			5,492	0	5,492	0
<b>Total 6423-00 · Membership Activities</b>	1,464	994	470	18,911	10,308	8,603	45,278
<b>6730-00 · Marketing Cooperative/Media</b>	121,652	121,652	0	851,567	851,563	4	1,459,823
<b>6740-00 · Media/Collateral/Production</b>	0			1,278	0	1,278	0
<b>6742-00 · Non-NLT Co-Op Marketing Program</b>	7,471	4,316	3,155	22,201	30,220	(8,019)	51,800
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	0	4,000	(4,000)	7,132	15,000	(7,868)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	10,000	(10,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	4,000	(4,000)	8,132	25,000	(16,868)	80,000
<b>7500-00 · Trade Shows/Travel</b>	383			383			
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	15			877	0	877	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	1			36	0	36	0
8100-00 · Cost of Goods Sold - Other	2,058	2,100	(42)	37,236	28,926	8,310	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	2,073	2,100	(27)	38,110	28,926	9,184	49,875
<b>8200-00 · Associate Relations</b>	112	616	(504)	2,043	4,320	(2,277)	7,400
<b>8300-00 · Board Functions</b>	945	150	795	6,018	2,400	3,618	4,500
<b>8500-00 · Credit Card Fees</b>	513	328	185	4,049	3,443	606	6,658
<b>8600-00 · Additional Opportunit</b>	0	3,134	(3,134)	0	21,930	(21,930)	37,600
<b>8700-00 · Automobile Expenses</b>	535	498	37	3,295	3,673	(378)	6,183
<b>8750-00 · Meals/Meetings</b>	795	637	158	2,296	4,455	(2,159)	7,640
<b>8810-00 · Dues &amp; Subscriptions</b>	373	852	(479)	4,778	5,960	(1,182)	10,220
<b>8910-00 · Travel</b>	346	0	346	704	1,900	(1,196)	6,600
<b>8920-00 · Bad Debt</b>	1,030			4,583	0	4,583	0
<b>Total Expense</b>	296,775	290,645	6,130	2,287,486	2,406,093	(118,607)	4,153,480
<b>Net Ordinary Income</b>	(10,106)	(356)	(9,750)	86,103	(16,649)	102,753	3,157
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			163			
<b>Total Other Income</b>	23			163			
<b>Other Expense</b>							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
<b>Total Other Expense</b>	0	0	(0)	0	(0)	0	0
<b>Net Other Income</b>	23	(0)	23	163	0	163	0
<b>Net Income</b>	(10,083)	(356)	(9,727)	86,266	(16,649)	102,915	3,157

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

Accrual Basis

**11 - Marketing**

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	204,465	201,228	3,237	1,706,449	1,733,729	(27,280)	2,983,906
<b>Total Income</b>	204,465	201,228	3,237	1,706,449	1,733,729	(27,280)	2,983,906
<b>Gross Profit</b>	204,465	201,228	3,237	1,706,449	1,733,729	(27,280)	2,983,906
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	9,625	9,625	0	16,500
5020-00 · P/R - Tax Expense	2,920	1,943	977	14,740	13,399	1,341	22,712
5030-00 · P/R - Health Insurance Expense	3,176	4,080	(904)	31,933	28,560	3,373	48,960
5040-00 · P/R - Workmans Comp	132	195	(63)	873	1,340	(467)	2,268
5060-00 · 401 (k)	948	1,111	(163)	7,179	7,656	(477)	12,978
5070-00 · Other Benefits and Expenses	140	167	(27)	1,042	1,173	(131)	2,008
5000-00 · Salaries & Wages - Other	27,781	27,764	17	188,262	191,413	(3,151)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	36,471	36,635	(164)	253,653	253,166	487	429,879
5100-00 · Rent							
5110-00 · Utilities	121	135	(14)	964	945	19	1,620
5140-00 · Repairs & Maintenance	90	1,167	(1,077)	250	8,169	(7,919)	14,033
5150-00 · Office - Cleaning	0	175	(175)	1,192	1,625	(433)	2,700
5100-00 · Rent - Other	2,050	1,984	66	14,694	13,885	809	23,805
<b>Total 5100-00 · Rent</b>	2,261	3,461	(1,200)	17,101	24,624	(7,523)	42,158
5310-00 · Telephone							
5320-00 · Telephone	(19)	670	(689)	3,704	4,690	(986)	8,040
<b>Total 5310-00 · Telephone</b>	(19)	670	(689)	3,704	4,690	(986)	8,040
5420-00 · Mail - USPS	0	0	0	228	450	(222)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,183	(537)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	75	0	75	1,215	1,800	(585)	3,600
5520-00 · Supplies - Other	59	417	(358)	1,074	2,915	(1,841)	5,000
<b>Total 5520-00 · Supplies</b>	135	417	(282)	2,289	4,715	(2,426)	8,600
5610-00 · Depreciation	0	20	(20)	0	140	(140)	240
5700-00 · Equipment Support & Maintenance	120	292	(172)	120	2,042	(1,922)	3,500
5740-00 · Equipment Rental/Leasing	612	315	297	2,147	2,205	(58)	3,780
5800-00 · Training Seminars	0	1,500	(1,500)	2,206	1,500	706	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	875	(875)	1,500
5921-00 · Professional Fees - Other	0	416	(416)	0	2,916	(2,916)	5,000
<b>Total 5900-00 · Professional Fees</b>	0	541	(541)	0	3,791	(3,791)	6,500
5941-00 · Research & Planning	13,720	2,500	11,220	18,720	5,000	13,720	5,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,500	0	5,500	5,500	25,000	(19,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	5,500	0	5,500	5,500	35,000	(29,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	0	0	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	5,000	0	5,000	13,000	0	13,000	35,550
6421-09 · Wanderlust	0	0	0	0	0	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	0	0	0	5,000
<b>Total 6420-01 · Sponsorships</b>	5,000	0	5,000	321,325	291,875	29,450	447,225
6421-00 · New Event Development	800	2,750	(1,950)	800	19,250	(18,450)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	4,667	(2,611)	8,000
<b>Total 6420-00 · Events</b>	5,800	3,417	2,383	324,181	315,792	8,389	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	779,688	779,684	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	271	833	(562)	13,201	5,835	7,366	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	4,000	(4,000)	7,132	15,000	(7,868)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	0	10,000	(10,000)	20,000
6743-04 · High Notes	0	0	0	0	0	0	20,000
6743-05 · Peak Your Adventure	0	0	0	1,000	0	1,000	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	0	4,000	(4,000)	8,132	25,000	(16,868)	80,000
8200-00 · Associate Relations	5	133	(128)	30	935	(905)	1,600
8500-00 · Credit Card Fees	0			45	0	45	0
8600-00 · Additional Opportunitites	0	2,667	(2,667)	0	18,665	(18,665)	32,000

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

Accrual Basis

11 - Marketing

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	181	125	56	897	875	22	1,500
8750-00 · Meals/Meetings	418	300	118	496	2,100	(1,604)	3,600
8810-00 · Dues & Subscriptions	203	292	(89)	1,421	2,040	(619)	3,500
8910-00 · Travel	346	0	346	704	1,800	(1,096)	5,500
<b>Total Expense</b>	<b>177,408</b>	<b>169,671</b>	<b>7,737</b>	<b>1,435,110</b>	<b>1,491,232</b>	<b>(56,122)</b>	<b>2,582,654</b>
<b>Net Ordinary Income</b>	<b>27,057</b>	<b>31,557</b>	<b>(4,500)</b>	<b>271,340</b>	<b>242,497</b>	<b>28,842</b>	<b>401,252</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			146			
<b>Total Other Income</b>	<b>23</b>			<b>146</b>			
<b>Other Expense</b>							
8990-00 · Allocated	30,135	31,557	(1,422)	218,019	242,497	(24,478)	401,252
<b>Total Other Expense</b>	<b>30,135</b>	<b>31,557</b>	<b>(1,422)</b>	<b>218,019</b>	<b>242,497</b>	<b>(24,478)</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>(30,111)</b>	<b>(31,557)</b>	<b>1,446</b>	<b>(217,873)</b>	<b>(242,497)</b>	<b>24,624</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>(3,055)</b>	<b>0</b>	<b>(3,055)</b>	<b>53,466</b>	<b>0</b>	<b>53,466</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	206,670	206,660	10	352,299
4205-00 · Conference Dues	367	825	(458)	4,996	5,775	(779)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	11,665	(3,248)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	17,500	13,037	30,000
<b>Total 4600-00 · Commissions</b>	<b>0</b>	<b>4,167</b>	<b>(4,167)</b>	<b>38,954</b>	<b>29,165</b>	<b>9,789</b>	<b>50,000</b>
<b>Total Income</b>	<b>29,468</b>	<b>34,093</b>	<b>(4,625)</b>	<b>250,620</b>	<b>241,600</b>	<b>9,020</b>	<b>412,199</b>
<b>Gross Profit</b>	<b>29,468</b>	<b>34,093</b>	<b>(4,625)</b>	<b>250,620</b>	<b>241,600</b>	<b>9,020</b>	<b>412,199</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	505	633	(128)	12,841	4,435	8,406	7,600
5020-00 · P/R - Tax Expense	1,876	1,165	711	8,993	8,152	841	13,977
5030-00 · P/R - Health Insurance Expense	1,404	1,633	(229)	12,025	11,425	600	19,590
5040-00 · P/R - Workmans Comp	92	172	(80)	550	1,205	(655)	2,065
5060-00 · 401 (k)	666	555	111	4,297	3,882	415	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	294	584	(290)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	85,456	92,647	(7,191)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>17,342</b>	<b>17,478</b>	<b>(136)</b>	<b>124,456</b>	<b>122,330</b>	<b>2,126</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	55	70	(15)	467	490	(23)	840
5140-00 · Repairs & Maintenance	44	43	1	124	302	(178)	517
5150-00 · Office - Cleaning	0	102	(102)	596	713	(117)	1,223
5100-00 · Rent - Other	1,025	953	72	7,175	6,668	507	11,433
<b>Total 5100-00 · Rent</b>	<b>1,124</b>	<b>1,168</b>	<b>(44)</b>	<b>8,362</b>	<b>8,173</b>	<b>189</b>	<b>14,013</b>
5310-00 · Telephone							
5320-00 · Telephone	34	206	(172)	1,397	1,442	(45)	2,472
<b>Total 5310-00 · Telephone</b>	<b>34</b>	<b>206</b>	<b>(172)</b>	<b>1,397</b>	<b>1,442</b>	<b>(45)</b>	<b>2,472</b>
5420-00 · Mail - USPS	0	42	(42)	81	290	(209)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	802	(589)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			212	0	212	0
5520-00 · Supplies - Other	29	52	(23)	486	358	128	618
<b>Total 5520-00 · Supplies</b>	<b>59</b>	<b>52</b>	<b>7</b>	<b>698</b>	<b>358</b>	<b>340</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	54	(54)	94
5700-00 · Equipment Support & Maintenance	120	140	(20)	120	985	(865)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	56	(56)	96
5740-00 · Equipment Rental/Leasing	272	155	117	940	1,081	(141)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	71,879	71,879	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	175	(175)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	585	(585)	1,000
8920-00 · Bad Debt	0			733			
<b>Total Expense</b>	<b>29,219</b>	<b>29,748</b>	<b>(529)</b>	<b>208,880</b>	<b>208,210</b>	<b>670</b>	<b>356,950</b>
<b>Net Ordinary Income</b>	<b>248</b>	<b>4,345</b>	<b>(4,097)</b>	<b>41,740</b>	<b>33,390</b>	<b>8,350</b>	<b>55,249</b>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	4,149	4,345	(196)	30,019	33,390	(3,370)	55,249
<b>Total Other Expense</b>	<b>4,149</b>	<b>4,345</b>	<b>(196)</b>	<b>30,019</b>	<b>33,390</b>	<b>(3,370)</b>	<b>55,249</b>
<b>Net Other Income</b>	<b>(4,149)</b>	<b>(4,345)</b>	<b>196</b>	<b>(30,019)</b>	<b>(33,390)</b>	<b>3,370</b>	<b>(55,249)</b>
<b>Net Income</b>	<b>(3,901)</b>	<b>0</b>	<b>(3,901)</b>	<b>11,721</b>	<b>0</b>	<b>11,721</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	34,629	37,962	(3,333)	247,194	261,509	(14,316)	448,844
46000 · Merchandise Sales							
46000 · Non-Retail VIC income	158	500	(342)	2,959	7,000	(4,041)	9,500
46000 · Merchandise Sales - Other	3,421	4,000	(579)	69,232	55,100	14,132	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>3,579</b>	<b>4,500</b>	<b>(921)</b>	<b>72,191</b>	<b>62,100</b>	<b>10,091</b>	<b>104,500</b>
<b>Total Income</b>	<b>38,208</b>	<b>42,462</b>	<b>(4,254)</b>	<b>319,385</b>	<b>323,609</b>	<b>(4,225)</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>38,208</b>	<b>42,462</b>	<b>(4,254)</b>	<b>319,385</b>	<b>323,609</b>	<b>(4,225)</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,562	1,208	354	9,857	10,807	(950)	17,550
5030-00 · P/R - Health Insurance Expense	945	1,806	(861)	9,254	12,642	(3,388)	21,672
5040-00 · P/R - Workmans Comp	325	403	(78)	2,190	3,103	(913)	5,193
5060-00 · 401 (k)	483	537	(54)	3,846	4,139	(293)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	596	715	(119)	1,225
5000-00 · Salaries & Wages - Other	13,155	13,425	(270)	105,113	103,478	1,635	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,516</b>	<b>17,481</b>	<b>(965)</b>	<b>130,857</b>	<b>134,884</b>	<b>(4,027)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	308	800	(492)	3,861	4,400	(539)	7,650
5140-00 · Repairs & Maintenance	1,149	2,292	(1,143)	1,715	16,040	(14,325)	27,500
5150-00 · Office - Cleaning	0	237	(237)	298	1,662	(1,364)	2,847
5100-00 · Rent - Other	6,663	7,025	(363)	46,638	49,172	(2,535)	84,297
<b>Total 5100-00 · Rent</b>	<b>8,119</b>	<b>10,354</b>	<b>(2,235)</b>	<b>52,511</b>	<b>71,274</b>	<b>(18,763)</b>	<b>122,294</b>
5310-00 · Telephone							
5320-00 · Telephone	(251)			4,265	0	4,265	0
5310-00 · Telephone - Other	0	461	(461)	0	3,230	(3,230)	5,535
<b>Total 5310-00 · Telephone</b>	<b>(251)</b>	<b>461</b>	<b>(712)</b>	<b>4,265</b>	<b>3,230</b>	<b>1,035</b>	<b>5,535</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	0	145	(145)	346	1,019	(673)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>145</b>	<b>(145)</b>	<b>400</b>	<b>1,019</b>	<b>(620)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,023	109	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12	125	(113)	318	875	(557)	1,500
5520-00 · Supplies - Other	516	473	43	3,444	4,010	(566)	7,375
<b>Total 5520-00 · Supplies</b>	<b>528</b>	<b>598</b>	<b>(70)</b>	<b>3,762</b>	<b>4,885</b>	<b>(1,123)</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	826	614	212	1,049
5700-00 · Equipment Support & Maintenance	280	300	(20)	280	2,100	(1,820)	3,600
5710-00 · Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 · Equipment Rental/Leasing	483	429	54	1,913	3,005	(1,092)	5,150
5800-00 · Training Seminars	0	0	0	66	3,550	(3,484)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	1,894	3,210	(1,316)	5,500
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	7,200	3,483	3,717	9,000	24,385	(15,385)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	15			877	0	877	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	1			36	0	36	0
8100-00 · Cost of Goods Sold - Other	2,058	2,100	(42)	36,529	28,926	7,603	49,875
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>2,073</b>	<b>2,100</b>	<b>(27)</b>	<b>37,402</b>	<b>28,926</b>	<b>8,476</b>	<b>49,875</b>
8200-00 · Associate Relations	75	58	17	75	410	(335)	700
8500-00 · Credit Card Fees	238	158	80	2,154	2,173	(19)	3,658
8700-00 · Automobile Expenses	24	45	(21)	481	505	(24)	750
8750-00 · Meals/Meetings	5	67	(62)	84	465	(381)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,165	(1,117)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
<b>Total Expense</b>	<b>35,407</b>	<b>36,537</b>	<b>(1,130)</b>	<b>248,429</b>	<b>287,078</b>	<b>(38,649)</b>	<b>487,005</b>
<b>Net Ordinary Income</b>	<b>2,801</b>	<b>5,925</b>	<b>(3,125)</b>	<b>70,956</b>	<b>36,531</b>	<b>34,425</b>	<b>66,339</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	5,658	5,925	(267)	40,935	45,531	(4,596)	75,339
<b>Total Other Expense</b>	<b>5,658</b>	<b>5,925</b>	<b>(267)</b>	<b>40,935</b>	<b>45,531</b>	<b>(4,596)</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>(5,658)</b>	<b>(5,925)</b>	<b>267</b>	<b>(40,935)</b>	<b>(45,531)</b>	<b>4,596</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>(2,858)</b>	<b>0</b>	<b>(2,858)</b>	<b>30,021</b>	<b>(9,000)</b>	<b>39,021</b>	<b>(9,000)</b>

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

Accrual Basis

51 - TMPI

	Jan 19	Budget	\$ Over Bu...	Jul '18 - Ja...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	718	718	0	5,036	5,085	(49)	8,677
<b>Total Income</b>	718	718	0	5,036	5,085	(49)	8,677
<b>Gross Profit</b>	718	718	0	5,036	5,085	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	234	(386)	401
5030-00 · P/R - Health Insurance Expense	6	4	2	45	25	21	42
5040-00 · P/R - Workmans Comp	2	4	(2)	47	28	19	48
5060-00 · 401 (k)	22	23	(1)	192	159	33	272
5070-00 · Other Benefits and Expenses	0			2	0	2	0
5000-00 · Salaries & Wages - Other	709	567	143	5,069	3,966	1,104	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	740	630	109	5,204	4,411	794	7,561
5100-00 · Rent							
5110-00 · Utilities	3			36			
5140-00 · Repairs & Maintenance	0			6			
5150-00 · Office - Cleaning	0			42			
5100-00 · Rent - Other	72			502	0	502	0
<b>Total 5100-00 · Rent</b>	75			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	(15)			230			
<b>Total 5310-00 · Telephone</b>	(15)			230	0	230	0
5420-00 · Mail - USPS	0			19	0	19	0
5510-00 · Insurance/Bonding	0			64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0			71			
5520-00 · Supplies - Other	1			17	0	17	0
<b>Total 5520-00 · Supplies</b>	1			88	0	88	0
5740-00 · Equipment Rental/Leasing	34			217	0	217	0
8700-00 · Automobile Expenses	0			26	0	26	0
8750-00 · Meals/Meetings	0			3	0	3	0
<b>Total Expense</b>	834	630	204	6,436	4,411	2,026	7,561
<b>Net Ordinary Income</b>	(116)	88	(204)	(1,400)	675	(2,075)	1,116
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	84	88	(4)	606	675	(68)	1,116
<b>Total Other Expense</b>	84	88	(4)	606	675	(68)	1,116
<b>Net Other Income</b>	(84)	(88)	4	(606)	(675)	68	(1,116)
<b>Net Income</b>	(200)	0	(200)	(2,007)	0	(2,007)	0

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

Accrual Basis

60 - Membership

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues	11,312	10,750	562	77,813	74,350	3,463	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>50,000</b>
4250-02 · Chamber Events	0	208	(208)	1,684	1,460	224	2,500
4250-03 · Summer/Winter Rec Luncheon	0	0	0	2,622	4,000	(1,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	2,000	250	1,750	2,000	1,550	450	3,050
4251-00 · Tues AM Breakfast Club - Other	445	580	(135)	3,641	4,060	(419)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>2,445</b>	<b>830</b>	<b>1,615</b>	<b>5,641</b>	<b>5,610</b>	<b>31</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	53			3,733	0	3,733	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>2,498</b>	<b>1,038</b>	<b>1,460</b>	<b>13,680</b>	<b>11,070</b>	<b>2,610</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
<b>Total Income</b>	<b>13,810</b>	<b>11,788</b>	<b>2,022</b>	<b>92,099</b>	<b>85,420</b>	<b>6,679</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>13,810</b>	<b>11,788</b>	<b>2,022</b>	<b>92,099</b>	<b>85,420</b>	<b>6,679</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(9,625)	(9,625)	0	(16,500)
5020-00 · P/R - Tax Expense	695	547	148	3,220	3,831	(611)	6,566
5030-00 · P/R - Health Insurance Expense	439	888	(449)	6,244	6,216	28	10,656
5040-00 · P/R - Workmans Comp	29	7	22	260	52	208	87
5060-00 · 401 (k)	293	262	31	1,628	1,835	(207)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	112	462	(350)	792
5000-00 · Salaries & Wages - Other	7,183	6,553	630	48,624	45,871	2,753	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>7,273</b>	<b>6,948</b>	<b>325</b>	<b>50,464</b>	<b>48,642</b>	<b>1,822</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	32	50	(18)	161	355	(194)	605
5140-00 · Repairs & Maintenance	21	25	(4)	43	175	(132)	300
5150-00 · Office - Cleaning	0	78	(78)	164	664	(500)	1,177
5100-00 · Rent - Other	282	819	(537)	2,318	5,731	(3,413)	9,826
<b>Total 5100-00 · Rent</b>	<b>335</b>	<b>972</b>	<b>(637)</b>	<b>2,685</b>	<b>6,925</b>	<b>(4,240)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	(37)	253	(290)	1,044	1,771	(727)	3,036
<b>Total 5310-00 · Telephone</b>	<b>(37)</b>	<b>253</b>	<b>(290)</b>	<b>1,044</b>	<b>1,771</b>	<b>(727)</b>	<b>3,036</b>
5420-00 · Mail - USPS	0	50	(50)	80	350	(270)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	500	(258)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43			599	500	99	500
5520-00 · Supplies - Other	84	83	1	275	585	(310)	1,000
<b>Total 5520-00 · Supplies</b>	<b>127</b>	<b>83</b>	<b>44</b>	<b>874</b>	<b>1,085</b>	<b>(211)</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	56	(56)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	392	(392)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	100	(100)	200
5740-00 · Equipment Rental/Leasing	346	250	96	1,252	1,740	(488)	2,990
5800-00 · Training Seminars	1,137	0	1,137	2,032	1,700	332	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	750	(750)	1,500
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>750</b>	<b>(750)</b>	<b>1,500</b>
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	0			458			
<b>Total 6420-00 · Events</b>	<b>0</b>			<b>158</b>			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	419	650	(232)	2,550	3,900	(1,350)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	115	344	(229)	7,640	3,908	3,732	5,628
6423-00 · Membership Activities - Other	931			5,492	0	5,492	0
<b>Total 6423-00 · Membership Activities</b>	<b>1,464</b>	<b>994</b>	<b>470</b>	<b>19,211</b>	<b>10,308</b>	<b>8,903</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	465	(465)	800

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

Accrual Basis

60 - Membership

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	275	170	105	1,540	1,270	270	3,000
8700-00 · Automobile Expenses	29	78	(49)	279	543	(264)	933
8750-00 · Meals/Meetings	15	150	(135)	507	1,050	(543)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	245	285	420
8920-00 · Bad Debt	1,030			3,850	0	3,850	0
<b>Total Expense</b>	<b>11,994</b>	<b>10,169</b>	<b>1,825</b>	<b>85,455</b>	<b>77,892</b>	<b>7,563</b>	<b>161,240</b>
<b>Net Ordinary Income</b>	<b>1,817</b>	<b>1,619</b>	<b>198</b>	<b>6,644</b>	<b>7,528</b>	<b>(884)</b>	<b>37,270</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	1,886	1,975	(89)	13,645	15,177	(1,532)	25,113
<b>Total Other Expense</b>	<b>1,886</b>	<b>1,975</b>	<b>(89)</b>	<b>13,645</b>	<b>15,177</b>	<b>(1,532)</b>	<b>25,113</b>
<b>Net Other Income</b>	<b>(1,886)</b>	<b>(1,975)</b>	<b>89</b>	<b>(13,645)</b>	<b>(15,177)</b>	<b>1,532</b>	<b>(25,113)</b>
<b>Net Income</b>	<b>(69)</b>	<b>(356)</b>	<b>287</b>	<b>(7,001)</b>	<b>(7,649)</b>	<b>648</b>	<b>12,157</b>



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

**70 - Administration**

Accrual Basis

	Jan 19	Budget	\$ Over Budget	Jul '18 - Jan 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,708	2,130	579	14,520	14,907	(387)	25,555
5030-00 · P/R - Health Insurance Expense	1,548	2,648	(1,100)	11,045	18,533	(7,487)	31,770
5040-00 · P/R - Workmans Comp	113	182	(69)	1,166	1,274	(108)	2,184
5060-00 · 401 (k)	(423)	1,089	(1,512)	4,930	7,625	(2,696)	13,072
5070-00 · Other Benefits and Expenses	21	167	(146)	563	1,165	(602)	2,000
5000-00 · Salaries & Wages - Other	28,806	27,188	1,618	188,413	190,313	(1,900)	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>32,773</b>	<b>33,403</b>	<b>(629)</b>	<b>220,636</b>	<b>233,816</b>	<b>(13,180)</b>	<b>400,831</b>
5100-00 · Rent							
5110-00 · Utilities	126	123	3	1,070	861	209	1,476
5140-00 · Repairs & Maintenance	477	375	102	1,450	2,625	(1,175)	4,500
5150-00 · Office - Cleaning	0	208	(208)	1,249	1,457	(208)	2,497
5100-00 · Rent - Other	2,523	2,176	347	18,059	15,227	2,832	26,107
<b>Total 5100-00 · Rent</b>	<b>3,126</b>	<b>2,882</b>	<b>244</b>	<b>21,828</b>	<b>20,170</b>	<b>1,658</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	6	1,000	(994)	5,835	7,000	(1,165)	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>6</b>	<b>1,000</b>	<b>(994)</b>	<b>5,860</b>	<b>7,000</b>	<b>(1,140)</b>	<b>12,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	0	88	(88)	671	619	52	1,059
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>88</b>	<b>(88)</b>	<b>701</b>	<b>619</b>	<b>82</b>	<b>1,059</b>
5510-00 · Insurance/Bonding	724			1,827	205	1,622	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	10			1,728	2,000	(272)	2,000
5520-00 · Supplies - Other	461	625	(164)	3,367	4,375	(1,008)	7,500
<b>Total 5520-00 · Supplies</b>	<b>471</b>	<b>625</b>	<b>(154)</b>	<b>5,095</b>	<b>6,375</b>	<b>(1,280)</b>	<b>9,500</b>
5610-00 · Depreciation	31	54	(23)	218	380	(162)	650
5700-00 · Equipment Support & Maintenance	735	330	405	1,584	2,305	(721)	3,955
5710-00 · Taxes, Licenses & Fees	1,078	1,042	36	6,291	7,290	(999)	12,500
5740-00 · Equipment Rental/Leasing	659	329	330	2,299	2,305	(6)	3,950
5800-00 · Training Seminars	0	417	(417)	774	2,915	(2,141)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	625	(505)	960	4,375	(3,415)	7,500
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	0	12,000	(12,000)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>120</b>	<b>2,125</b>	<b>(2,005)</b>	<b>21,960</b>	<b>41,375</b>	<b>(19,415)</b>	<b>52,000</b>
6420-00 · Events							
6422-00 · Event Media	0			300			
<b>Total 6420-00 · Events</b>	<b>0</b>			<b>300</b>			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
<b>Total 6423-00 · Membership Activities</b>	<b>0</b>			<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
7500-00 · Trade Shows/Travel	383			383			
8200-00 · Associate Relations	32	333	(301)	1,937	2,335	(398)	4,000
8300-00 · Board Functions	945	150	795	6,018	2,400	3,618	4,500
8500-00 · Credit Card Fees	0			310	0	310	0
8600-00 · Additional Opportunitis	0	467	(467)	0	3,265	(3,265)	5,600
8700-00 · Automobile Expenses	300	250	50	1,613	1,750	(137)	3,000
8750-00 · Meals/Meetings	357	120	237	1,207	840	367	1,440
8810-00 · Dues & Subscriptions	170	275	(105)	2,779	1,925	854	3,300
<b>Total Expense</b>	<b>41,912</b>	<b>43,890</b>	<b>(1,978)</b>	<b>303,319</b>	<b>337,270</b>	<b>(33,951)</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(41,912)</b>	<b>(43,890)</b>	<b>1,978</b>	<b>(303,319)</b>	<b>(337,270)</b>	<b>33,951</b>	<b>(558,070)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>			<b>17</b>			
<b>Other Expense</b>							
8990-00 · Allocated	(41,912)	(43,890)	1,978	(303,225)	(337,270)	34,045	(558,070)
<b>Total Other Expense</b>	<b>(41,912)</b>	<b>(43,890)</b>	<b>1,978</b>	<b>(303,225)</b>	<b>(337,270)</b>	<b>34,045</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>41,912</b>	<b>43,890</b>	<b>(1,978)</b>	<b>303,242</b>	<b>337,270</b>	<b>(34,028)</b>	<b>558,070</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(77)</b>	<b>0</b>	<b>(77)</b>	<b>0</b>

# North Lake Tahoe Marketing Cooperative

## Balance Sheet

As of January 31, 2019

Accrual Basis

	Jan 31, 19	Jan 31, 18	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
Checking/Savings					
1000-00 · Cash	538,631	765,511	(226,880)	(30%)	479,914
<b>Total Checking/Savings</b>	<b>538,631</b>	<b>765,511</b>	<b>(226,880)</b>	<b>(30%)</b>	<b>479,914</b>
Accounts Receivable					
1200-00 · Accounts Receivable	11,874	5,722	6,152	108%	145,394
<b>Total Accounts Receivable</b>	<b>11,874</b>	<b>5,722</b>	<b>6,152</b>	<b>108%</b>	<b>145,394</b>
Other Current Assets					
1300 · Reimbursements Receivable	984	0	984	100%	0
1350-00 · Security Deposits	100	0	100	100%	100
<b>Total Other Current Assets</b>	<b>1,084</b>	<b>0</b>	<b>1,084</b>	<b>100%</b>	<b>100</b>
<b>Total Current Assets</b>	<b>551,589</b>	<b>771,233</b>	<b>(219,644)</b>	<b>(28%)</b>	<b>625,408</b>
<b>Other Assets</b>					
1400-00 · Prepaid Expenses	30,292	37,177	(6,885)	(19%)	6,289
<b>Total Other Assets</b>	<b>30,292</b>	<b>37,177</b>	<b>(6,885)</b>	<b>(19%)</b>	<b>6,289</b>
<b>TOTAL ASSETS</b>	<b>581,881</b>	<b>808,410</b>	<b>(226,529)</b>	<b>(28%)</b>	<b>631,697</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
2000-00 · Accounts Payable	299,520	553,213	(253,693)	(46%)	442,239
<b>Total Accounts Payable</b>	<b>299,520</b>	<b>553,213</b>	<b>(253,693)</b>	<b>(46%)</b>	<b>442,239</b>
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-02 · MC_4222 Jason	0	237	(237)	(100%)	0
2080-05 · MC_2107 Greg	0	1,905	(1,905)	(100%)	0
2080-09 · MC_3126 Sarah	0	3,069	(3,069)	(100%)	25
<b>Total 2080 · Bank of the West Credit Cards</b>	<b>0</b>	<b>5,211</b>	<b>(5,211)</b>	<b>(100%)</b>	<b>25</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>5,211</b>	<b>(5,211)</b>	<b>(100%)</b>	<b>25</b>
<b>Total Current Liabilities</b>	<b>299,520</b>	<b>558,424</b>	<b>(258,904)</b>	<b>(46%)</b>	<b>442,264</b>
<b>Total Liabilities</b>	<b>299,520</b>	<b>558,424</b>	<b>(258,904)</b>	<b>(46%)</b>	<b>442,264</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	189,433	176,268	13,165	7%	176,268
Net Income	92,928	73,718	19,210	26%	13,164
<b>Total Equity</b>	<b>282,361</b>	<b>249,986</b>	<b>32,375</b>	<b>13%</b>	<b>189,432</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>581,881</b>	<b>808,410</b>	<b>(226,529)</b>	<b>(28%)</b>	<b>631,696</b>

**North Lake Tahoe Marketing Cooperative**  
**A/R Aging Summary**  
As of January 31, 2019

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	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
Black Diamond Agency Ltd*	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Granlibakken Resort*	0.00	1,118.83	0.00	0.00	0.00	1,118.83
Hyatt Regency Lake Tahoe Resort*	93.65	0.00	0.00	0.00	0.00	93.65
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	0.00	0.00	0.00	0.00	0.00
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Resort at Squaw Creek*	0.00	1,271.48	0.00	0.00	3,286.11	4,557.59
Sierra Ski Marketing Council	0.00	0.00	0.00	0.00	0.00	0.00
Squaw Valley Lodge	0.00	1,177.83	0.00	0.00	0.00	1,177.83
The Landing Resort & Spa	0.00	0.00	0.00	0.00	1,279.91	1,279.91
The Resort at Squaw Creek	0.00	0.00	0.00	0.00	0.00	0.00
The Village at Squaw Valley	0.00	1,271.48	0.00	0.00	375.00	1,646.48
<b>TOTAL</b>	<b><u>93.65</u></b>	<b><u>4,839.62</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>6,941.02</u></b>	<b><u>11,874.29</u></b>

**North Lake Tahoe Marketing Cooperative**  
**A/P Aging Summary**  
As of January 31, 2019

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Black Diamond Agency Ltd	7,500.00	0.00	0.00	0.00	-4,375.00	3,125.00
California Society of Assoc Execs	0.00	4,900.00	0.00	0.00	0.00	4,900.00
Daphne Lange	186.00	0.00	0.00	0.00	0.00	186.00
Fallon Multimedia	0.00	0.00	0.00	0.00	0.00	0.00
FedEx	50.95	450.52	0.00	0.00	0.00	501.47
Gate 7 Pty Ltd*	0.00	0.00	0.00	0.00	-198.31	-198.31
In the Snow Ltd.	0.00	340.57	0.00	0.00	0.00	340.57
IVCB Visitors Bureau	2,054.56	0.00	0.00	0.00	-5,711.18	-3,656.62
Jason Neary	63.80	0.00	0.00	0.00	0.00	63.80
Jeremy Jacobson	0.00	0.00	0.00	0.00	-1,049.98	-1,049.98
NLTRA	6,875.40	0.00	0.00	0.00	426,470.63	433,346.03
Reno Sparks Convention & VB	0.00	0.00	0.00	0.00	-87,383.50	-87,383.50
Richter7	237,242.24	0.00	0.00	0.00	0.00	237,242.24
RKPR*	0.00	0.00	0.00	0.00	-5,825.42	-5,825.42
Sarah Winters	577.43	0.00	0.00	0.00	0.00	577.43
School of Thought Inc	0.00	0.00	0.00	0.00	-102,646.24	-102,646.24
Smith & Jones, Inc.	4,590.00	6,078.63	0.00	0.00	-219,281.00	-208,612.37
Tasmak Enterprises	0.00	0.00	0.00	0.00	0.00	0.00
The Abbi Agency, Inc	23,550.00	0.00	0.00	0.00	0.00	23,550.00
Visa USA, Inc.	5,060.00	0.00	0.00	0.00	0.00	5,060.00
<b>TOTAL</b>	<b>287,750.38</b>	<b>11,769.72</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>299,520.10</b>

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

January 2019

Accrual Basis

	Jan 19	Budget	Jul '18 - Jan 19	YTD Budget	Annual Budget
<b>Income</b>					
4000-00 · LTIVCBVB Funding	33,435	33,435	570,057	570,057	942,000
4001-00 · NLTRA Funding	121,652	121,652	851,567	851,562	1,459,822
4004-00 · IVCBVB Entertainment	2,000	2,000	6,000	6,000	8,000
<b>Total Income</b>	<u>157,087</u>	<u>157,087</u>	<u>1,427,624</u>	<u>1,427,619</u>	<u>2,409,822</u>
<b>Gross Profit</b>	157,087	157,087	1,427,624	1,427,619	2,409,822
<b>Expense</b>					
<b>5000-00 · CONSUMER MARKETING</b>					
5001-00 · Broadcast / Radio - High Notes	0		13,472	20,000	20,000
5002-00 · Consumer Print	0	8,000	24,000	32,000	40,000
5002-01 · Native Display	0	8,000	3,063	21,750	50,000
5004-00 · Trip Advisor	35,153	19,375	55,826	54,375	95,000
5005-00 · Paid Social	24,428	25,950	62,030	78,900	135,000
5005-01 · Digital Display	21,155	15,938	71,861	66,552	115,004
5005-02 · Retargeting Video	0	1,410	0	5,620	10,000
5007-00 · Creative Production	13,478	5,000	72,300	66,000	121,000
5010-00 · Account Strategy & Management	7,000	7,000	49,000	49,000	84,000
5010-01 · Digital Management & Reporting	3,000	3,000	21,000	21,000	36,000
5010-02 · Website Strategy & Analysis	2,000	2,000	14,000	14,000	24,000
5013-00 · Outdoor	103,000	95,000	103,000	95,000	95,000
5015-00 · Video	6,690	0	13,262	16,000	25,000
5017-00 · Rich Media	615	12,500	20,615	12,500	50,000
5018-00 · Media Commission	24,948	26,675	47,319	61,056	98,796
5018-01 · Digital Ad Serving	0	625	609	4,375	7,500
5018-03 · Strategic Marketing Plan	0		0	3,500	3,500
5020-00 · Search Engine Marketing	7,969	8,000	28,073	28,200	50,000
5022-00 · Email	7,650	11,025	20,528	23,775	45,000
5023-00 · Additional Opportunities	0		0	40,479	40,479
5025-00 · Expedia	0	0	0	22,500	30,000
<b>Total 5000-00 · CONSUMER MARKETING</b>	<u>257,085</u>	<u>249,498</u>	<u>619,957</u>	<u>736,582</u>	<u>1,175,279</u>
<b>5110-00 · LEISURE SALES</b>					
5107-00 · Creative Production	420	0	2,584	500	2,500
5111-00 · FAMS - Domestic	2,425	1,000	947	1,000	1,250
5112-00 · Training / Sales Calls	0	0	1,279	2,000	3,500
5113-00 · Additional Opportunities	458	0	5,097	3,000	7,000
5115-00 · Travel Agent Incentive Program	0	1,000	0	1,000	1,000
5120-00 · Domestic - Trade Shows	0	0	1,147	2,750	4,750
5131-00 · FAMS -Intl - Travel Trade	475	0	1,898	2,750	6,500
5132-00 · FAMS -Intl - Media	819	1,000	4,320	7,000	12,000
5133-00 · Ski-Tops	0	0	0	2,000	3,250
5134-00 · Intl Marketing - Additional Opp	0	3,000	3,555	6,000	13,000
5136-00 · Tour Operator Brochure Support	0	0	5,500	0	6,000
5137-00 · Co-op Opportunities	0	2,000	4,000	7,000	13,000
5141-00 · Australian Sales Mission	0	0	2,456	0	5,500
5142-00 · UK Sales Mission	0	0	0	0	5,500
5143-00 · Mountain Travel Symposium	0	0	4,241	2,500	5,500
5144-00 · IPW - POW WOW	0	10,000	9,930	10,000	9,000
5145-00 · TIA Annual Dues	0	2,500	2,635	2,500	2,500
5146-00 · UK / Black Diamond	8,235	11,250	24,607	33,750	45,000
5147-00 · AUS / Gate 7	0	10,250	25,939	30,750	41,000
5149-00 · Mexico Program	864		4,710	5,000	5,000
5150-00 · China Program	0		3,551	8,500	8,500
5151-00 · RTO West	427	1,000	2,322	2,695	4,195
5152-00 · Go West	0	1,500	0	1,500	1,500
5154-00 · Canada	10,000	5,000	27,388	20,000	25,000
5155-00 · California Star Program	0		3,500	3,500	3,500
<b>Total 5110-00 · LEISURE SALES</b>	<u>24,122</u>	<u>49,500</u>	<u>141,605</u>	<u>155,695</u>	<u>235,445</u>
<b>5200-00 · PUBLIC RELATIONS</b>					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	15,400	15,400	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	35,000	35,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	1,800	1,800	12,600	12,600	21,600
5204-00 · Media Mission(s)	1,039	0	2,789	5,300	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	3,500	3,500	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	2,100	2,100	3,600
5208-00 · International Travel Media FAMS	0	0	4,466	6,000	12,000
5209-00 · Domestic Travel Media FAMS	0	3,209	9,953	22,459	38,500
5210-00 · Content Dev - Newsletters	2,000	2,000	14,000	14,000	24,000
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	28,000	28,000	48,000
5212-00 · Social Giveaways & Contests	0	0	4,600	4,450	8,900
5213-00 · Facebook Live	0	0	1,500	3,240	6,480

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

January 2019

Accrual Basis

	Jan 19	Budget	Jul '18 - Jan 19	YTD Budget	Annual Budget
5214-00 · Social Takeover	0	1,100	6,688	7,500	13,000
5215-00 · Content Campaign-Local Luminary	6,750	0	20,250	11,000	22,000
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>23,589</b>	<b>20,109</b>	<b>160,847</b>	<b>170,549</b>	<b>301,080</b>
<b>6000-00 · CONFERENCE SALES</b>					
6002-00 · Destination Print	3,500	3,500	12,300	12,000	20,500
6003-00 · Geo-Fence Targeting	0		3,000	3,000	3,000
6004-00 · Email	850	850	6,750	5,950	10,200
6004-01 · Newsletter	0	0	0	1,650	5,950
6005-00 · Paid Media	813	1,234	5,541	7,312	12,154
6006-00 · CVENT	0		13,196	13,196	13,196
6007-00 · Creative Production	1,998	2,000	18,099	12,000	20,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	7,000	7,000	12,000
6010-00 · Collateral Production	0	0	0	5,000	7,500
6018-00 · MCC Media Commission	721	726	6,791	5,605	8,450
6018-01 · MCC Digital Ad Serving	0		36	200	200
6019-00 · Conference Direct Partnership	0		0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	500	0	3,500	0	6,000
6152-00 · Client Events / Opportunities	0	3,000	14,740	10,500	18,000
6153-00 · Chicago Sales Rep Support	0	0	6,540	3,000	10,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>9,382</b>	<b>12,310</b>	<b>97,494</b>	<b>91,413</b>	<b>152,150</b>
<b>6100-00 · TRADE SHOWS</b>					
6111-00 · Site Inspections	311	250	3,295	2,750	7,000
6115-00 · Chicago Holiday Showcase	0	0	0	0	3,000
6116-00 · CalSAE Seasonal Spectacular	0	5,000	4,142	7,950	3,000
6118-00 · ASAE Annual	0		5,946	4,250	4,250
6120-00 · AFW Client Event	0		821	3,000	3,000
6120-01 · Sac River Cats Client Event	0		2,003	3,000	3,000
6127-00 · CalSAE Annual	4,931	0	5,115	5,000	6,700
6136-00 · Mountain Travel Symposium	0	0	0	2,500	4,895
6143-00 · Connect Marketplace	0	0	2,402	2,500	10,000
6144-00 · ASAE XDP	475	0	475	2,500	4,000
6150-01 · Luxury Meeting Summit Northwest	0	0	1,650	1,500	3,000
6150-02 · Luxury Summit Meeting Texas	514		3,814	4,500	4,500
6150-03 · Luxury Meeting Summit NorCal	0	0	1,650	1,500	2,800
6150-05 · Luxury Meeting Summit PHX/SD/OC	0		3,300	4,200	4,200
6151-00 · Destination CA	0	0	0	0	1,500
6154-00 · HelmsBriscoe ABC	0	0	0	4,000	5,500
6156-00 · Connect California	0	0	0	3,750	5,000
6156-02 · Connect Chicago	0	0	0	3,750	4,000
6156-03 · Connect New England	0	0	112	3,750	6,250
6156-04 · Connect Georgia	0		4,877	5,750	5,750
6157-00 · HPN Partner Conference	0		3,718	3,700	3,700
6157-01 · HPN Spring Training CE (RSCVA)	0	0	0	0	3,000
6160-00 · AllThingsMeetings Silcon Valley	0	0	1,038	500	1,500
6160-01 · AllThingsMeetings East Bay	0		1,756	2,000	2,000
6161-00 · Connect Southwest	0		3,700	4,450	4,450
6162-00 · Connect Tech & Medical	0		4,746	5,250	5,250
6163-00 · Connect Financial	0	0	0	3,750	5,250
6164-00 · Connect Mountain Incentive	0	0	0	3,750	5,250
6165-00 · Bay Area Client Appreciation	0	0	0	0	5,000
6166-00 · Sports Commission	0	1,600	795	1,600	2,900
6167-00 · Nor Cal DMO	0	0	0	2,500	4,500
<b>Total 6100-00 · TRADE SHOWS</b>	<b>6,231</b>	<b>6,850</b>	<b>55,355</b>	<b>93,650</b>	<b>134,145</b>
6106-00 · CalSAE Seasonal Spectacular	(4,933)		(2,537)		
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>					
5008-00 · Cooperative Programs	10,669	9,000	25,851	27,000	51,000
5009-00 · Fulfillment / Mail	210	3,500	9,693	10,500	13,000
5021-00 · RASC-Reno Air Service Corp	0	25,000	50,000	75,000	100,000
5123-00 · HSVC - High Sierra Visitors	0	2,250	2,000	2,250	2,250
7001-00 · Miscellaneous	0	250	0	1,750	3,000
7002-00 · CRM Subscription	833		5,833	10,000	10,000
7003-00 · IVCBVB Entertainment Fund	664	0	3,015	4,000	8,000
7004-00 · Research	422	21,000	5,595	21,000	45,000
7005-00 · Film Festival	0		15,000	15,000	15,000
7006-00 · Special Events	0	20,000	0	20,000	45,000
7007-00 · Destimetrics / DMX	8,338	8,338	25,013	25,014	33,352
7008-00 · Opportunistic Funds	467	0	76,967	6,600	16,600
7009-00 · Tahoe Cam Usage	0	177	531	1,239	2,124
8700-00 · Automobile Expense*	252	200	3,105	1,400	2,400
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		(5,779)		

## North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

January 2019

Accrual Basis

	Jan 19	Budget	Jul '18 - Jan 19	YTD Budget	Annual Budget
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	21,854	89,715	216,823	220,753	346,726
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>					
8002-00 · Content Manager Contractor	3,583	3,750	25,083	26,250	45,000
8003-00 · Website Hosting Maintenance	0	5,000	20,071	15,000	20,000
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	3,583	8,750	45,154	41,250	65,000
<b>Total Expense</b>	340,912	436,732	1,334,697	1,509,892	2,409,825
<b>Net Income</b>	<b>(183,825)</b>	<b>(279,645)</b>	<b>92,928</b>	<b>(82,273)</b>	<b>(3)</b>

**KEY METRICS FOR January 31, 2019 FINANCIAL STATEMENTS**

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)						
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	1,868,331	\$ 12,603,406	
2015 - 2016	4,872,923	3,874,544	5,438,716	2,349,780	\$ 16,535,963	
2016 - 2017	5,505,352	3,320,312	6,115,617	3,353,607	\$ 18,294,888	
2017 - 2018	6,270,608	3,443,265	5,616,300	3,171,062	\$ 18,501,235	
2018 - 2019	6,982,386	624,955			\$ 7,607,341	updated

Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru Dec 2018)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	27,453	26,529	29,109	27,903	-4.14%
Phone	1,632	2,312	2,051	1,827	-10.92%
Email	129	228	242	250	3.31%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
Mt.T - Event Traffic	2,069	4,195	3,127	3,295	5.37%
<b>Total</b>	<b>39,892</b>	<b>37,190</b>	<b>43,262</b>	<b>44,714</b>	<b>3.36%</b>

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

Unemployment Rates - EDD				
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	Dec 2018
Placer County (367,309)	7.1%	6.7%	5.5%	4.2%
Dollar Point (1,215)	6.0%	5.2%	4.7%	3.1%
Kings Beach (3,893)	7.1%	6.1%	1.1%	1.1%
Sunnyside/Tahoe City (1,557)	6.0%	6.8%	6.1%	3.0%
Tahoe Vista (1,433)	7.0%	5.7%	5.1%	4.5%
	10.1%	8.9%	4.3%	3.2%

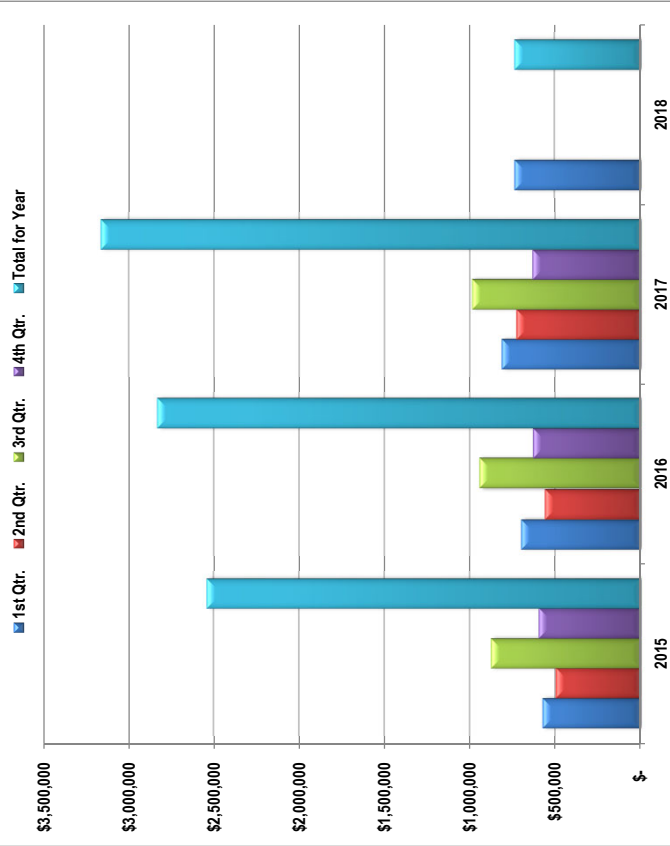
Destimetrics Reservations Activity				
	FYTD 17/18	FYTD 18/19	YOY % Change	
Occupancy	42.3%	55.1%	30.1%	
ADR (Average Daily Rate)	\$ 325	\$ 320	-1.4%	
RevPAR (Rev per Available Room)	\$ 138	\$ 176	28.3%	
Occupancy 1 Mth Forecast	44.2%	55.0%	24.4%	
ADR 1 Mth Forecast	\$ 363	\$ 343	-5.4%	
RevPAR 1 Mth Forecast	\$ 160	\$ 189	17.6%	
Occupancy (prior 6 months)	44.4%	49.8%	12.2%	
RevPAR (prior 6 months)	\$ 295	\$ 296	0.1%	
Occupancy (next 6 months)	26.4%	25.7%	-2.8%	
RevPAR (next 6 months)	\$ 326	\$ 335	2.7%	
RevPAR (next 6 months)	\$ 86	\$ 86	-0.2%	

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
<b>Total Fund Balances</b>	<b>\$ 6,787,115</b>	<b>424</b>
	June 2017	378
	June 2018	378

Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 1/31/2019					
FORWARD LOOKING	2017-18		2018-19		YOY % Change
	Actuals	Forecasted	Forecasted	Forecasted	
Total Revenue Booked	\$2,570,830	\$ 2,342,974	\$ 2,829,902	\$ 2,829,902	20.78%
Commission for this Revenue	\$ 60,863	\$ 61,254	\$ 75,397	\$ 75,397	23.09%
Number of Room Nights	12,962	14,326	14,986	14,986	4.61%
Number of Bookings	76	58	63	63	8.62%
Conference Revenue And Percentage by County:					
	17-18	18-19			
Placer	50%	66%	\$ 1,166,757	\$ 1,872,091	60.45%
Washoe	33%	10%	\$ 768,151	\$ 287,833	-62.53%
South Lake	15%	24%	\$ 397,939	\$ 357,778	87.26%
Nevada	2%	0%	\$ 50,288	\$ -	-100.00%
<b>Total Conference Revenue</b>	<b>100%</b>	<b>100%</b>	<b>\$ 2,570,830</b>	<b>\$ 2,829,902</b>	<b>20.78%</b>
<b>CURRENT</b>					
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	-28.57%

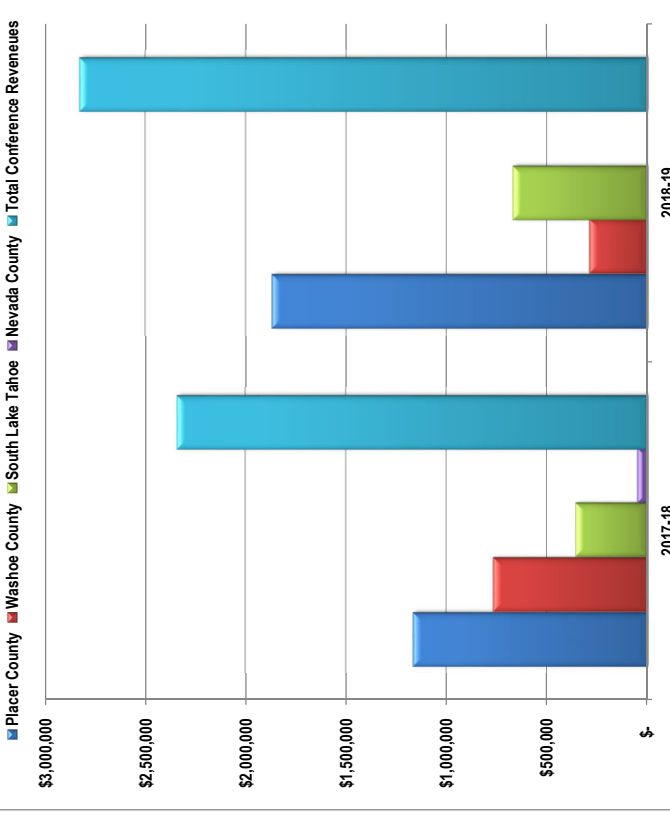


### Annual Sales Tax Revenue - Lake Tahoe (Now on Fiscal Year Basis)



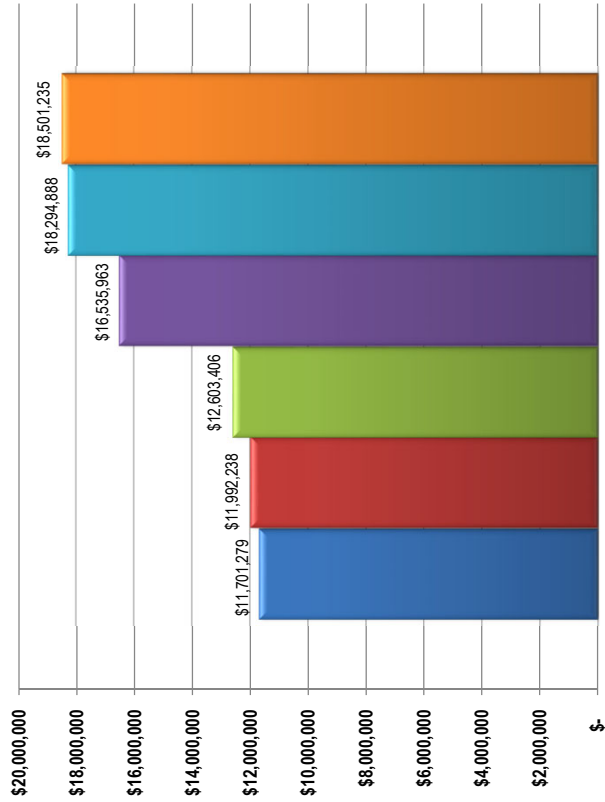
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 814,951	\$ 733,660	-9.97%
Second (Apr - June)	\$ 495,699	\$ 599,589	\$ 728,030	\$ -	-100.00%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 987,813	\$ -	-100.00%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 634,133	\$ 733,660	-100.00%
<b>Total</b>	<b>\$ 2,542,230</b>	<b>\$ 2,832,127</b>	<b>\$ 3,164,927</b>	<b>\$ 2,933,660</b>	<b>-76.82%</b>

### Conference Revenue Statistics & Revenue Share by County



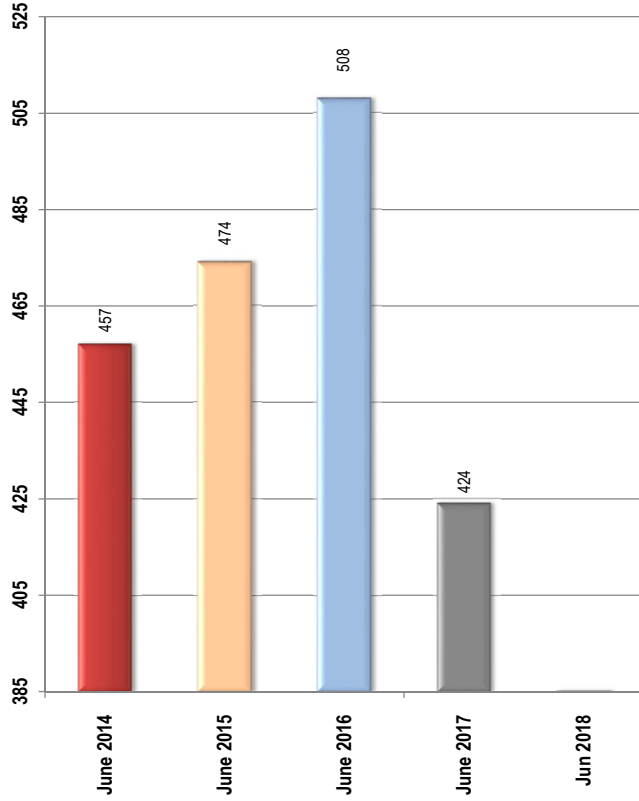
	2017-18	2018-19	YOY % Change
<b>CURRENT</b>			
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000	-28.57%
Conference Revenue And Percentage by County:			
Placer	\$ 1,166,757	\$ 1,872,091	60.45%
Washoe	\$ 768,151	\$ 287,833	-62.53%
South Lake	\$ 357,778	\$ 669,978	87.26%
Nevada	\$ 50,288	\$ -	-100.00%
<b>Total Conference Revenue</b>	<b>\$ 2,342,974</b>	<b>\$ 2,829,902</b>	<b>20.78%</b>

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

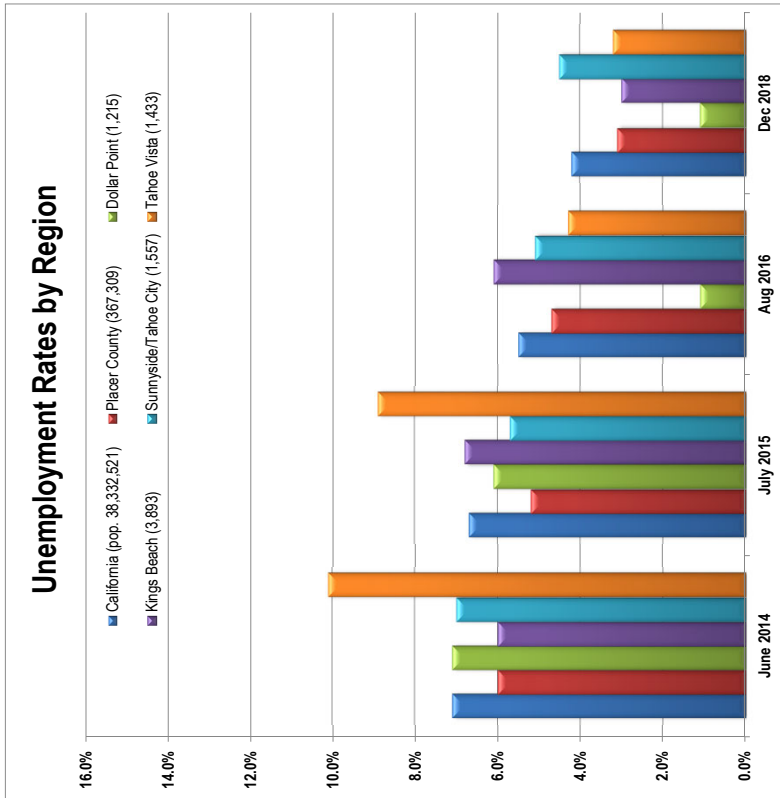


Fiscal Year	Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)				Total
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 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	\$ 2,349,780	\$ 16,535,963
2016 - 2017	\$ 5,505,352	\$ 3,320,312	\$ 6,115,617	\$ 3,353,607	\$ 18,294,888
2017 - 2018	\$ 6,270,608	\$ 3,443,265	\$ 5,616,300	\$ 3,171,062	\$ 18,501,235
2018 - 2019	\$ 6,982,386	\$ 624,955	\$ -	\$ -	\$ 7,607,341

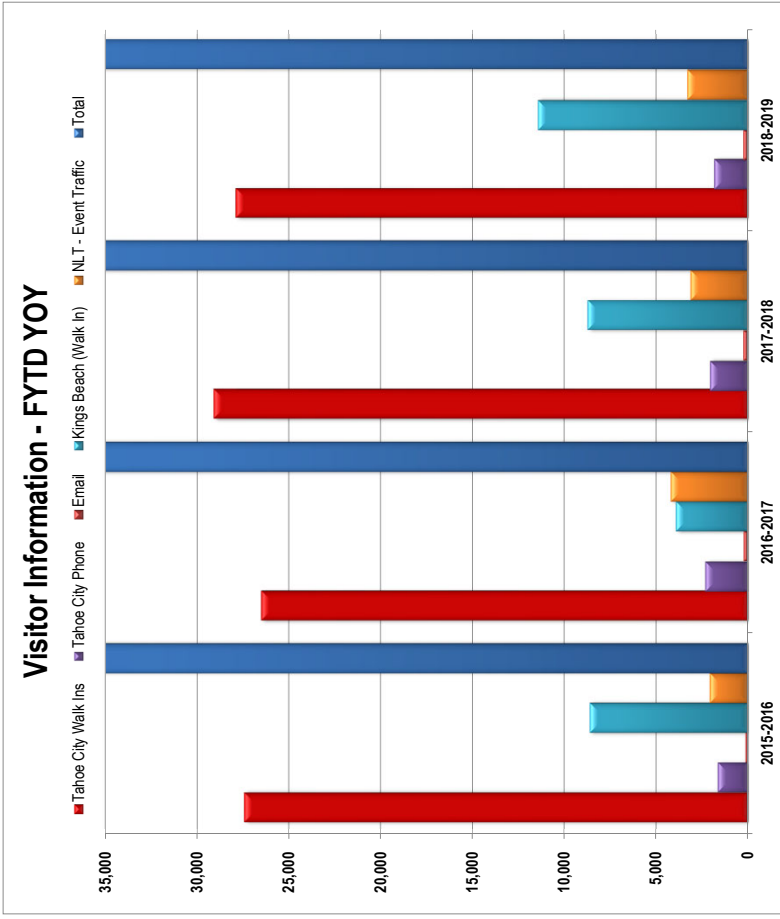
### Chamber Membership (# of Members)



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



Unemployment Rates - EDD		June 2014	July 2014	Aug 2014	June 2015	July 2015	Aug 2015	June 2016	July 2016	Aug 2016	Dec 2018
California (pop. 38,332,521)		7.1%	6.0%	7.1%	6.7%	5.2%	4.7%	5.5%	6.7%	5.5%	4.2%
Placer County (367,309)		6.0%	7.1%	6.0%	6.1%	6.1%	1.1%	4.7%	5.2%	4.7%	3.1%
Dollar Point (1,215)		7.0%	6.0%	7.1%	6.8%	6.1%	6.1%	1.1%	6.1%	6.1%	1.1%
Kings Beach (3,893)		10.1%	7.0%	6.0%	5.7%	6.8%	6.1%	5.1%	5.7%	5.1%	3.0%
Sunnyside/Tahoe City (1,557)		10.1%	7.0%	6.0%	5.7%	5.7%	5.1%	4.3%	5.1%	4.3%	4.5%
Tahoe Vista (1,433)		10.1%	7.0%	6.0%	8.9%	8.9%	4.3%	4.3%	4.3%	4.3%	3.2%



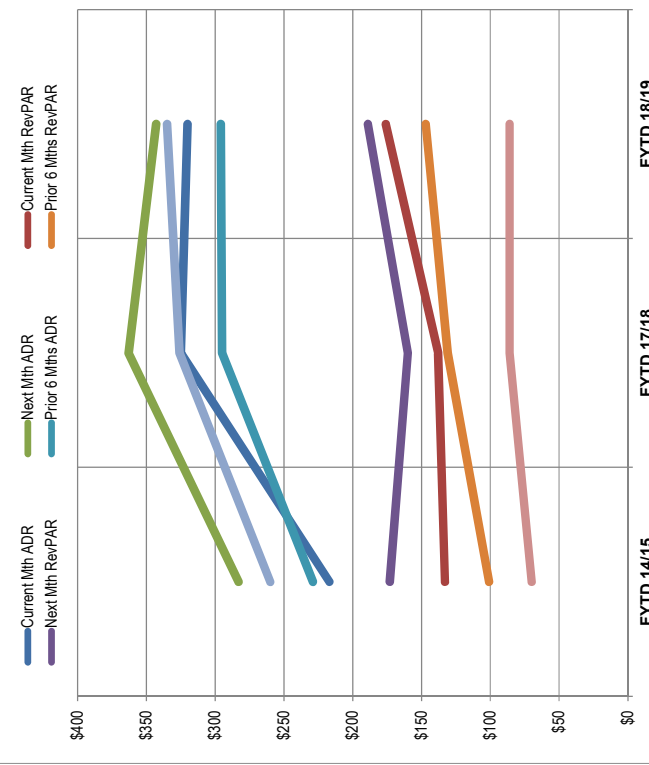
Referrals -		2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:						
Walk In		27,453	26,529	29,109	27,903	-4.14%
Phone		1,632	2,312	2,051	1,827	-10.92%
Email		129	228	242	250	3.31%
Kings Beach (Walk In)		8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic		2,069	4,195	3,127	3,295	5.37%
<b>Total</b>		<b>39,892</b>	<b>37,190</b>	<b>43,262</b>	<b>44,714</b>	<b>3.36%</b>

### Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	42.3%	55.1%	30.1%
Occupancy 1 Mth Forecast	61.3%	44.2%	55.0%	24.4%
Occupancy (prior 6 months)	44.3%	44.4%	49.8%	12.2%
Occupancy (next 6 months)	27.1%	26.4%	25.7%	-2.8%

### 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	\$325	\$320	-1.4%
RevPAR (Rev per Available Room)	\$133	\$138	\$176	28.3%
ADR 1 Mth Forecast	\$283	\$363	\$343	-5.4%
RevPAR 1 Mth Forecast	\$173	\$160	\$189	17.6%
ADR (prior 6 months)	\$229	\$295	\$296	0.1%
RevPAR (prior 6 months)	\$101	\$131	\$147	12.4%
ADR (next 6 months)	\$260	\$326	\$335	2.7%
RevPAR (next 6 months)	\$70	\$86	\$86	-0.2%

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

Month\*Yr January 2019  
Employee Gustafson, Cindy

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
01.03.2019	A	Woldale's Cuisine	40002	Staff Appreciation	\$25.00		8200-00/70
01.07.2019	B	Tahoe Tap Haus	1549	Lunch with Christin Hanna	\$42.89		8750-00/70
01.10.2019	C	GarWoods	18904	Dinner - Andy, Daphne, Richter7	\$409.06		8750-00/11
01.18.2019	D	Front Street Station	12405	Lunch for staff during blizzard	\$56.25		8750-00/70
01.21.2019	E	West Shore Market	88962	Meeting with Visit CA Dreamteamer film crew	\$8.70		8750-00/11
01.21.2019	F	NLT Visitor's Center	73510	Gift for Chase Ransey VisitCA film	\$5.36		8200-00/11
01.21.2019	G	Jet Blue	xx4876	Travel for VisitCA Conference	\$348.27		7500-00/70
01.21.2019	H	Jet Blue	xx4876	Travel for VisitCA Conference	\$35.00		7500-00/70
01.24.2019	I	TMA Board Meeting	n/a	Breakfast at TMA Board Meeting		\$2.50	8750-00/70
01.24.2019	J	Starbucks	48346	lunch for interviews CTA		\$10.25	8750-00/70
01.24.2019	K	City of Sacramento	78456	CTA - interviews for lobbyist		\$18.00	8750-00/70
01.28.2019	L	GarWoods	03847D	lunch - Supervisor Jim Holmes, Beverly Roberts, Samir Tuma		\$118.35	8750-00/70
01.28.2019	M	Zas	WW13-59	Dinner - see receipt (only reimburse half)		\$74.73	8750-00/70
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage	See Attached Mileage Report			\$298.36	8700-00-70
			Mileage Reimbursed Through Payroll		\$930.53		
<b>TOTAL - CREDIT CARD EXPENSES</b>							
<b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b>							

Signed By: Cindy Gustafson Approved By: \_\_\_\_\_  
Date: 2.6.19 Date: \_\_\_\_\_

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CEO APPROVAL	DATE SCANNED
01/26/19	01/26/19	<u>Bob</u>	2/12/19





BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number XXXX-XXXX-0108-6903  
Statement Date JAN 28, 2019  
Total Activity \$930.53

\*\* 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	\$930.53		\$0.00		\$0.00		\$930.53

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
01-03	01-02	05314619003500236611979	WOLFDALLES CUISINE UNI TAHOE CITY CA Tax ID: 680013011 Mer Zip: 96145	25.00
01-07	01-04	55506299005400882000126	TAHOE TAP HAUS TAHOE CITY CA Tax ID: 830802960 Mer Zip: 96145	42.89
01-10	01-08	25247809009000840105444	GAR WOODS GRILL & PIER CARNELIAN BAYCA Tax ID: 680165856 Mer Zip: 96140	409.06
01-18	01-18	55310209018400758000069	FRONT STREET STATION TAHOE CITY CA Tax ID: 260088583 Mer Zip: 96145	56.25
01-21	01-18	25247809018001750145049	WEST SHORE MARKET AND TAHOE CITY CA Tax ID: 471441305 Mer Zip: 96145	8.70
01-21	01-18	55432869019200361271088	INT*IN *NORTH LAKE TAH TAHOE CITY CA Tran: P10207676804 Tax ID: 770034661 Mer Ref: A0JNX1T4 Mer Zip: 96145 Tax: 0.36	5.36
01-21	01-19	55417419020029000395812	JETBLUE 27921175748760 8005382583 UT Tax ID: 870617894 Mer Zip: 11101 Passenger Name: MARIE/LUCINDA GUSTAFSON M Ticket Number: 27921175748760 Dep Date: 02/10/19 Orig Airport: RNO Serv Class: Y Carrier Code: B6 Dest Airport: LGB Dep Date: 02/13/19 Orig Airport: LGB Serv Class: Y Carrier Code: B6 Dest Airport: RNO	348.27
01-21	01-19	55417419020029000395820	JETBLUE 27906142085570 8005382583 UT Tax ID: 870617894 Mer Zip: 11101 Passenger Name: MARIE/LUCINDA GUSTAFSON M Ticket Number: 27906142085570 Dep Date: 01/19/19 Orig Airport: XAA Serv Class: Y Carrier Code: B6 Dest Airport: XAA	35.00

A  
B  
C  
D  
E  
F  
G  
H

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0108-6903	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JAN 28, 2019	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$50,000	Payments	\$0.00
Disputed Amount	\$0.00	Total Activity	\$930.53

### 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.



*Kim  
Birthday*

WOLFDALÉ'S  
CUISINE UNIQUE

1/02/19 17:05  
Check 40002  
Type Sale  
Terminal 4  
Manager DAWN

Swiped  
Acct GUSTAFSON/CINDY  
Card Typ XXXXXXXXXXXX6903  
Auth Mastercard  
Trans ID 015525  
2

Sale 25.00

Tip \$.....

Total \$.....

I AGREE TO PAY TOTAL AMOUNT  
ACCORDING TO CARD ISSUER AGMT  
(MERCHANT AGMT IF CREDIT VCHR)

Customer Copy



TAHOE TAP HAUS  
TAHOE CITY, CA

CHECK #: 1549  
Date: Jan 03, 2019 Time: 12:59pm  
Server: Ryan Table#: 25  
Seats: 2

1-SODA 3.00  
1-HARVEST KALE 16.00  
1-CHICKEN NANNINTECH 14.00  
=====

Sub total: 33.00

Sales Tax: 2.39

Balance: 35.39

THANK YOU

\*\*\* Tip Calculator \*\*\*

Percentage	Tip	Total
15%	4.95	40.34
18%	6.34	41.73
20%	7.00	42.00

\*\* Customer Copy \*\*

Tahoe Tap Haus  
475 NORTH LAKE BLVD  
TAHOE CITY, CA  
530-584-2886

*Lunch  
with  
Ginfin  
Hanna*

Thursday, January 03, 2019 1:00:05 PM

Type: M/C Chk: 1549  
Acct #: 6903 XX/XX Batch #: 17  
Auth #: 044179 Seq: 13 Table: 25  
Serv #: Ryan

Sale: \$ 35.39

+ Tip 7.50

Total 42.89

THANK YOU  
tahoetaphas.com



Dinner:  
Andy, Daphne, Richter 7

**GAR WOODS THANKS YOU**

530-546-3366 OR 800-298-2463

0057 Table 13 #Party 3

EMMA U SyrCk: 2 6:04p 01/08/19

**DINING ROOM IN**

Separate checks: 1-of-2

- 1 ROOT BEER 5.00
- 1 SODA 5.00
- 2 BEER PRAWNS 38.00
- 1 TERIYAKI SALMON SALAD 24.00
- 2 SEARED DIVER SCALLOPS 84.00
- 1 SESAME AHI 42.00
- 1 AHI POKE STACK, \$avocado 22.00
- 1 FILET MIGNON 45.00
- 1 MOCHA CRUNCH 12.00
- 1 DEEP FRIED OREOS 11.00
- 3 COFFEE 15.00
- 2 CAPPUCCINO 14.00

Sub Total: 318.00

Tax: 23.06

Sub Total: 341.06

01/08 7:50p **TOTAL: 341.06**

- DESERT/ESP 26.00
- DINE FOOD 308.00
- NO ALCOHOL 10.00

HOME OF THE WET WOODY-2.8 MILLION SERVED

CELEBRATING 30 YEARS ON LAKE TAHOE  
HAVING A WEDDING OR GROUP EVENT?

GO UPSTAIRS & CHECK OUT OUR ROOMS & VIEW

LIVE MUSIC FRI & SAT 8-11

NORTH SHORE NIGHTS & APRES MUSIC 12/14

CHRISTMAS AT GAR WOODS ON THE LAKE

COME SEE SANTA DRINK A WET WOODY-OK, YCU

11:30 FOR LUNCH & 5:00 DINNER EVERY DAY  
WEEKENDS-BAR 10:30-BREAKFAST/LUNCH 11:30

HAPPY HOURS MONDAY-FRIDAY 4:30-6:30  
CHEAP EATS & DRINKS ON THE LAKE

TOPLESS TUESDAYS-\$7.75 FLOAT ON THE SIDE  
ALL DAY. ALL NIGHT, ALL FALL/WINTER

QUARTERLY SDRITT DISCOUNTS COOL THING TO DO

0057

Server: EMMA U (#475)

01/08/19 20:07, Swiped

Rec: 45  
T: 13 Term: 5

GAR WOODS  
5000 N. LAKE BLVD.  
CARNELIAN BAY, CA 96140  
(530)546-3366

CARD TYPE ACCOUNT NUMBER  
MASTER CARD XXXXXXXXXXXX6903

Name: CINDY GUSTAFSON

GOOD TRANSACTION APPROVED

AUTHORIZATION #: 018904

Reference: 0108010000057

TRANS TYPE: Credit Card SALE

CHECK: 341.06

TAHOE FUND: 68.-

TIP: 409.05

TOTAL: 409.05

X  
\*\*\*Duplicate Copy\*\*\*

CARDHOLDER WILL PAY CARD ISSUER ABOVE  
AMOUNT PURSUANT TO CARDHOLDER AGREEMENT

THANK YOU!

PLEASE LEAVE SIGNED COPY FOR SERVER!

**FRONT STREET STATION ( Tahoe  
City)**

205 RIVER RD  
TAHOE CITY, CA 96145  
530-583-3770

*Lunch  
for staff  
during  
blizzard*

**ORDER: 007  
Walk In - To Go**

Cashier: Mare  
17-Jan-2019 12:06:18P

Transaction **041794**

1	LARGE CALIFORNIAN	\$28.25
1	LARGE SPICY THAI	\$28.00
<b>Total</b>		<b>\$56.25</b>
CREDIT CARD AUTH MASTERCARD 6903		\$56.25

Retain this copy for statement validation

17-Jan-2019 12:34:44P  
\$56.25 | Method: SWIPED  
MASTERCARD XXXXXXXXXXXX6903  
CINDY GUSTAFSON  
Ref #: 901700671200 | Auth #: 012405  
MID: \*\*\*\*\*3884  
AthNtwkNm: MASTERCARD  
SIGNATURE VERIFIED

Order 65XZECR7N3M06

Online: [https://clover.com/  
p/42E0GCK2JQZSP](https://clover.com/p/42E0GCK2JQZSP)



Mtg w/ Visit Calif  
Breakfast  
film  
Crew



1780 West Lake Blvd  
Tahoe City, CA 96145  
(530) 584-2475

1/18/19 9:13 AM Receipt #: 420479  
Clerk: Ariel Poling Terminal: 01

409	LATTE MEDIUM	3.50
742	BANANA/ZUCH/pum BREAD	0.00
	Tipping via Pinpad	1.45
	SUBTOTAL	8.45
	Sales tax 7.25%	0.25
	TOTAL	8.70
	Credit Card	8.70
	TOTAL TENDERED	8.70
	Change	0.00

CARD INFORMATION:

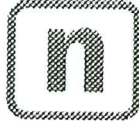
Name: CINDY GUSTAFSON  
Card Type: M/C  
Account: 6903  
Amount: 8.70  
Approval #: 088962  
Date: 1/18/19  
Reference #: 901826092382

Thank you for shopping with us!

1/13/2019 2:33 PM  
Store: 1

Sales Receipt #37891  
Workstation: 1

Customer Copy



*Gift for  
Chase  
Ramsley  
Visit CA.  
Film*

north lake tahoe

Chamber | CVB | Resort Association

**Tahoe City Visitor Center**

PO Box 1757  
Tahoe City, CA 96145  
GoTahoeNorth.com

Cashier:

Item Name	Qty	Price	Ext Price
Dog Bow Ties	1	\$5.00	\$5.00
		D% 50%Employee - 1	
		Subtotal:	\$5.00
Local Sales Tax	7.25 % Tax:		+ \$0.36
		<b>RECEIPT TOTAL:</b>	<b>\$5.36</b>

Credit Card: \$5.36 XXXX6903  
MASTERCARD Expiry Date: XX/XX  
Reference # 9000013459 Auth=073510  
Entry: Chip Merchant # \*\*\*05964

Signature \_\_\_\_\_

I agree to pay above amount according to card issuer agreement (merchant agreement if credit voucher).

AID: A0000000041010

Total Sales Discounts: \$5.00

**PLEASE RETAIN FOR YOUR RECORDS**

We Hope you Enjoy your Stay in North Lake Tahoe!



37891

**Cindy Gustafson**

**From:** Cindy Gustafson  
**Sent:** Monday, February 4, 2019 12:55 PM  
**To:** Walter Auerbach; Cindy Gustafson  
**Subject:** Fw: Your itinerary for your upcoming trip

----- Forwarded Message -----

**From:** JetBlue Reservations <jetblueairways@email.jetblue.com>  
**To:** "cindygustafson@sbcglobal.net" <cindygustafson@sbcglobal.net>  
**Sent:** Saturday, January 19, 2019, 11:42:13 AM PST  
**Subject:** Your itinerary for your upcoming trip

Your upcoming trip on Sun, Feb 10

**jetBlue**

[Flight status](#)   [Change/cancel](#)   [Manage flights](#)   [Travel info](#)   [Baggage info](#)

# STRETCHING OUT IS SO IN.

Get ready to enjoy early boarding, early access to overhead bins and all that extra legroom!

[LEARN MORE](#)

**EVEN MORE<sup>®</sup>**  
SPACE

## IS YOUR ID STILL OKAY TO TRAVEL?

Customers from some states must bring a passport or Global Entry card to the airport as a primary form of identification. See if you're affected.

[LEARN MORE](#) 

**Your confirmation code is DGDYLL**

This is not your boarding pass.

 **YOUR ITINERARY**

DATE	DEPARTS/ ARRIVES	ROUTE	FLIGHT/ OPERATED BY	TRAVELERS	FREQUENT FLIER <sup>1</sup>	SEATS <sup>2</sup>	TERMINAL
------	---------------------	-------	------------------------	-----------	--------------------------------	--------------------	----------



Sun, Feb 10	01:25 PM 02:47 PM	RENO/TAHOE, NV (RNO) to LONG BEACH, CA (LGB)	43 <b>jetBlue</b>	Lucinda Gustafson Marie	N/A	11A 
Wed, Feb 13	11:17 AM 12:42 PM	LONG BEACH, CA (LGB) to RENO/TAHOE, NV (RNO)	42 <b>jetBlue</b>	Lucinda Gustafson Marie	N/A	<a href="#">select seat</a> Main

**Trip 1:**

You've purchased a **Blue Plus fare**. This fare option includes **one (1) checked bag per person**. You may pay for additional bags [online](#) (within 24 hours of departure), or upon arrival at the airport via an airport kiosk or with an airport crewmember. Some restrictions apply. Please [click here](#) for additional information.

**Trip 2:**

You've purchased a **Blue Plus fare**. This fare option includes **one (1) checked bag per person**. You may pay for additional bags [online](#) (within 24 hours of departure), or upon arrival at the airport via an airport kiosk or with an airport crewmember. Some restrictions apply. Please [click here](#) for additional information.

For a detailed receipt, select a customer

[Lucinda Gustafson Marie](#)

Ticket number(s)

2792117574876

If your booking was made at least 7 days in advance, you may cancel it within 24 hours (by 01/20/2019 at 02:40 pm ET) without a cancellation fee. Please [click here](#) for details on our change and cancel policies.

<sup>1</sup> To provide a frequent flier number, please call 1-800-JETBLUE (538-2583).

<sup>2</sup> Seat requests on other airlines are not guaranteed until confirmed by the operating carrier.

**\$ YOUR PAYMENT**

FORM OF PAYMENT	FARE TYPE	FARE	EXTRAS	TAXES & FEES	TOTAL
Credit Card: Master XXXXXXXXXXXX6903	NONREF - FEE FOR CHG/CXL	USD297.37	USD35.00	USD50.90	<b>USD383.27</b>

Even More Space (RNO-LGB) (x1) : USD35.00





## Remember, 1 under + 1 up.

You can carry on 2 bags max. 1 item that fits under the seat in front of you—like a purse, daypack, laptop bag or pet carrier—plus 1 approved carry-on that fits in the overhead bin (space permitting). Click [here](#) for details about our carry-on and checked bag policy.

# AVIS®

# Budget®

### Wheels up, wheels down.

Earn TrueBlue points and enjoy exclusive savings when you book with Avis and Budget.

LET'S GO →



### Zero in on a \$0 annual fee\*\*.

Enjoy no annual fee\*\* and earn 10,000 bonus TrueBlue points after spending \$1,000 on purchases in the first 90 days with the JetBlue Card\*\*. [Learn More.](#)

\*\*See Terms & Conditions for details



BlueTales Blog



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#### CUSTOMER CONCERNS

Any customer inquiries or concerns can be addressed here, emailed to [dearjetblue@jetblue.com](mailto:dearjetblue@jetblue.com), or sent to JetBlue Airways, 6322 South 3000 East, Suite G10, Salt Lake City, UT 84121.

#### NOTICE OF INCORPORATED TERMS

All travel on JetBlue is subject to JetBlue's Contract of Carriage, the full terms of which are incorporated herein by reference, including but not restricted to: (i) Limits on JetBlue's liability for personal injury or death, and for loss, damage, or delay of goods and baggage, including special rules for fragile and perishable goods; (ii) Claims restrictions, including time periods within which you must file a claim or bring an action against JetBlue; (iii) Rights of JetBlue to change the terms of the Contract of Carriage; (iv) Rules on reservations, check-in, and refusal to carry; (v) JetBlue's rights and limits on its liability for delay or failure to perform service, including schedule changes, substitution of aircraft or alternate air carriers, and rerouting; (vi) Non-refundability of reservations. International travel may also be subject to JetBlue's International Passenger Rules Tariffs on file with the U.S. Department of Transportation and, where applicable, the Montreal Convention or the Warsaw Convention and its amendments and special contracts. The full text of the Contract of Carriage is available for inspection at [www.jetblue.com](http://www.jetblue.com) and all airport customer service counters. Tariffs may also be inspected at all airport customer service counters. You have the right to receive a copy of the Contract of Carriage and tariffs by mail upon request.

#### NOTICE OF INCREASED GOVERNMENT TAX OR FEE

JetBlue reserves the right to collect additional payment after a fare has been paid in full and tickets issued for any additional government taxes or fees assessed or imposed.

#### CARRY-ON BAGGAGE RULES

In general, customers are restricted to: one (1) carry-on item that must be placed in the overhead bin and must not exceed external dimensions of 22in x 14in x 9in; and one (1) small personal item, such as a purse, briefcase, laptop computer case, small backpack, or a small camera, which must fit completely under the seat in front of the customer. Please visit [www.jetblue.com](http://www.jetblue.com) for additional information and exceptions. On any given flight, JetBlue reserves the right to further restrict the number of carry-on items as circumstances may require.

#### CHECKED BAGGAGE ALLOWANCE/FEEES

For Blue fares, the first checked bag fee is \$30 and the second checked bag is \$40. For Blue Plus fares, one checked bag is included and the second checked bag fee is \$40. For Blue Flex fares, two checked bags are included. For TrueBlue Mosaic members: two checked bags are included. For Mint fares: two checked bags are included. For all fares, the third and any additional bags are \$150 each. All bags are subject to size/weight restrictions. Other fees apply for oversized or overweight baggage. See [www.jetblue.com/bags](http://www.jetblue.com/bags). Excess baggage rules and size/weight restrictions may vary depending on load availability and country restrictions. See [www.jetblue.com/bags](http://www.jetblue.com/bags) for more



**TMA Board Meeting Breakfast Receipts**

Date: \_\_\_\_\_

Member: CELUSTAFSON

Amount: \$ 2.50

Signed: Celustafson

Starbucks Coffee #48346  
1003 L Street  
Sacramento, CA XXX-XXX-XXXX

CHK 725016  
01/24/2019 12:18 PM  
1122479 Drawer: 1 Reg: 1

Chs Fruit Prtein B	5.25
Super Fruit Greens	4.95
Bottle Dep/Crv	0.05
Visa	10.25
XXXXXXXXXXXX3472	
Subtotal	\$10.25
Total	\$10.25
<b>Change Due</b>	<b>\$0.00</b>

----- Check Closed -----  
01/24/2019 12:18 PM

*Lunch for interviews*  
*CTA*

Join our loyalty program  
Starbucks Rewards®  
Sign up for promotional emails  
Visit Starbucks.com/rewards  
Or download our app  
At participating stores  
Some restrictions apply





**GAR WOODS THANKS YOU**

530-546-3366 OR 800-298-2463

0002 Table 20 #Party 4

JEFFREY M SvrCk: 1 11:32a 01/28/19

**DINING ROOM IN**

1 FISH & CHIPS	20.90
1 AHI POKE TACOS	21.90
1 SANDWICH SPECIAL, \$ amount	
20.00	20.00
1 TOSSED COBB SALAD	23.90
1 ARNOLD PALMER	5.00

Sub Total: 91.70

Tax: 6.65

Sub Total: 98.35

01/28 12:24p **TOTAL: 98.35**

DINE FOOD	86.70
NO ALCOHOL	5.00

HOME OF THE WET WOODY-2.8 MILLION SERVED

CELEBRATING 30 YEARS ON LAKE TAHOE  
HAVING A WEDDING OR GROUP EVENT?  
GO UPSTAIRS & CHECK OUT OUR ROOMS & VIEW

LIVE MUSIC FRI & SAT 8-11  
NORTH SHORE NIGHTS & APRES MUSIC 12/14  
VALENTINE'S DAY - GAR WOODS ON THE LAKE  
A WET WOODY WILL GET YOU WHAT YOU WANT!

11:30 FOR LUNCH & 5:00 DINNER EVERY DAY  
WEEKENDS-BAR 10:30-BREAKFAST/LUNCH 11:30

HAPPY HOURS MONDAY-FRIDAY 4:30-6:30  
CHEAP EATS & DRINKS ON THE LAKE

TOPLESS TUESDAYS-\$8 FLOAT ON THE SIDE  
ALL DAY. ALL NIGHT, ALL FALL/WINTER

QUARTERLY SPIRIT DISCOUNTS-JAMESON  
TASTINGS 3RD WED-\$10 OR BUY A DRINK  
NEXT WED APR 17TH - TENTH 11

*Lunch: Supervisor Jim Holmes,  
Beverly Roberts, Samir Tunay*

0002  
Server: JEFFREY M (#565) Rec: 1  
01/28/19 12:31, Swiped T: 20 Term: 4

GAR WOODS  
5000 N. LAKE BLVD.  
CARNELIAN BAY, CA 96140  
(530)546-3366

CARD TYPE ACCOUNT NUMBER  
VISA XXXXXXXXXXXX3472  
Name: CINDY M GUSTAFSON  
OO TRANSACTION APPROVED  
AUTHORIZATION #: 03847D  
Reference: 0128010000002  
TRANS TYPE: Credit Card SALE

CHECK: 98.35

TAHOE FUND: \_\_\_\_\_

TIP: 20.00

TOTAL: \$ 118.35

X \_\_\_\_\_

\*\*\*Duplicate Copy\*\*\*

CARDHOLDER WILL PAY CARD ISSUER ABOVE  
AMOUNT PURSUANT TO CARDHOLDER AGREEMENT  
THANK YOU!  
PLEASE LEAVE SIGNED COPY FOR SERVER!

**Zas**  
 120 Grove Street  
 TAHOE CITY, CA 96145  
 (530) 583-9292

**Dine In**

Server: Dima K. Jan 28, 2019  
 Receipt: WW13-59 7:30 PM  
 Ticket #: 59 Table: 1

**Item(s)**

Sobon	\$8.00 x 3	\$24.00
Zin Glass		
Drakes Pilsner		\$8.00
Pork Short Ribs		\$22.00
- No mash		
Sub brussels		
Pork Short Ribs		\$22.00
Smk Chicken Pasta		\$21.00
Spaghetti & Meatballs		\$19.00
<hr/>		
Subtotal		\$116.00
Sales Tax (7.25%)		\$8.41
CA Tourism (0.04%)		\$0.05
<b>Total</b>		<b>\$124.46</b>

*Dinner with Robert Wiegand  
 Larry Seisa, Ron Treates*  
**Customer Copy**

**Zas**  
 120 Grove Street  
 TAHOE CITY, CA 96145  
 (530) 583-9292

**Dine In**

Server: Dima K. Jan 28, 2019  
 Receipt: WW13-59 7:30 PM  
 Ticket #: 59 Table: 1

Subtotal	\$116.00
Sales Tax (7.25%)	\$8.41
CA Tourism (0.04%)	\$0.05
<b>Total</b>	<b>\$124.46</b>

**Amount Charged** \$124.46

Tip

*25-*  
149.46

**Total**

Card Holder: CINDY M GUSTAFSON  
 VISA  
 Card #: \*\*\*\* 3472  
 Auth Code: 05202D

**APPROVAL**

IMPORTANT - RETAIN FOR  
 YOUR RECORDS

*Cody G...*

**Suggested Tip Amounts**

Tip	Tip Amount	Total
18%	\$22.40	\$146.86
20%	\$24.89	\$149.35
25%	\$31.12	\$155.58

01/28/2019 20:36:13

**Customer Copy**

