



# FINANCE COMMITTEE AGENDA

Thursday January 24, 2019 at 2:30 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:

- 12/20/18 MEETING MINUTES [MOTION] ..... Pg. 1

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

- Review Staff Report..... Pg. 2
- Review Balance Sheet Account Reconciliations..... Pg. 5

## G. REVIEW & APPROVAL OF PRELIMINARY DECEMBER 2018 FINANCIALS:

- NLTRA 12/31/18 FINANCIALS APPROVAL [MOTION] ..... Pg. 84
- NLTMC 12/31/18 FINANCIALS REVIEW... ..... Pg. 104

## H. SUPPLEMENTAL INFORMATION

- December 2018 Dashboard Report ..... Pg. 110

## I. APPROVAL OF CEO EXPENSES FOR DECEMBER 2018 [MOTION]..... Pg. 115

## J. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

## K. NEXT MEETING DATE

## L. COMMITTEE MEMBER COMMENTS

## M. ADJOURN



FINANCE COMMITTEE MEETING - Minutes Draft

Monday, December 20, 2018 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 2:32pm (4)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Ramona Cruz, Michael Salmon, David Brown
  - Staff in Attendance: Cindy Gustafson, Bonnie Bavetta, DeWitt Van Siclen, Liz Bowling, Daphne Lange
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda
  - **MOTION** to approve the agenda; Ramona Cruz/David Brown, Approved 4-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve November 26, 2018 Finance Committee meeting minutes; Jim Phelan/David Brown, Approved 4-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
  - **Review Audit RFP & List of Potential Firms** –RFP was reviewed, recommendations were made to correct typo (at vs a), clarify that pricing is to be included in the proposal and that an electronic/PDF copy is to be submitted. Ramona suggested adding two additional audit firms – Mann Urritia Nelson (perform TCPUD and Town of Truckee audits) and Damore, Hamric & Schneider, Inc (perform NTPUD audit). Recommendations will be incorporated and audit firms added.
  - **Review Staff Report** – Preliminary November 30, 2018 financials for NLTRA and NLT Marketing Coop were reviewed and discussed.
- G. Approval of November 2018 Preliminary Financials
  - **MOTION** to approve November 30, 2018 preliminary financials for NLTRA; Mike Salmon/ Ramona Cruz, Approved 4-0-0
- H. Supplemental Information
- I. Review of November 2018 Dashboard Report
- J. Approval of CEO Expenses for November 2018
  - **MOTION** to approve; Jim Phelan/David Brown, approved 4-0-0
- K. Agenda Input for Next Finance Committee Meeting
  - Bonnie stated that quarterly reconciliations of balance sheet accounts will be presented at the next meeting
- L. Next Meeting Date – 1/24/19 at 2:30pm
- M. Committee Member Comments
  - Cindy thanked all the committee members for their time and assistance over the last year.
- N. Adjourn 3:17pm



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## Finance Committee Staff Report

Date: 01/22/18

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

From: Bonnie Bavetta, CFO

RE: Report for December 31, 2018

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Summary of preliminary NLTRA financial results for December 31, 2018:

- Cash balance on 12/31/18 of \$676,000 was 42% or \$482,000 less than prior year due to prompt pay on accounts payable (account 2000-00) and FY 2016/17 TOT funding payable to the County in the amount of \$221,00 remained outstanding at December 31 (paid in Jan 2018). FY 2017/18 excess funding was sent to the County in November 2018.
- Accounts receivable related to sales commissions totaled \$26,000, down 21% or \$5,000 from prior year. Commission collection was slow in prior year and uncollectable receipts remained in the balance.
- The Accounts Receivable – TOT balance of \$309,000 reflected the County TOT funding invoices for the month of December, and one for November. Payment of \$252,000 was received as of 1/22/18.
- Membership dues and other membership related accounts receivable totaled \$17,000, an increase of \$8,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances.
- Accounts receivable – NLTMC of \$11,000 was \$11,000 higher than prior year and represented credit card charges due NLTRA for December. Payment is to be made this week.
- Prepaid Insurance balance of \$18,000 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 \$9,000 was \$11,000 less than prior year and consisted of a number of small long term contracts. In December 2017 there was the addition of the Truckee Chamber annual membership (\$5,000) and Weblink annual software maintenance fee (\$3,00), neither were paid in December 2018.
- Accounts payable of \$42,000 was \$202,000 less than prior year due primarily to timing.
- Wages and related liabilities of \$142,000 were \$29,000 or 17% lower than prior year. Wages, taxes & 401k payable were \$1,000 higher than the same date last year. Incentives Payable were \$3,000 lower than prior year.. The PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.
- Deferred Revenue-Member Dues of \$32,000 was \$3,000 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.
- Due to/from the County of Placer balance of \$5,000 was \$216,000 less than prior year due to timing of payment to the County of excess funding in the prior year. Refund of 2017/18 excess TOT funding in the amount of \$216,000 was made to the County in November 2018. Payment of 2016/17 excess funding in the amount of \$174,000 was made in January 2018.
- YTD consolidated net income of \$96,000 at month end December represented the result of TOT funding exceeding actual expenditures year-to-date by \$103,000, less Membership's negative net results YTD of \$7,000.
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$1,502,000 was below budget \$31,000 due to timing of payment based on performance for events/sponsorships/research
  - Expenses were \$64,000 or approximately 5% below budget due primarily to timing
  - Net results before overhead allocations were \$33,000 better than budget
- Operating Results YTD – Conference
  - Commissions revenue of \$39,000 was \$14,000 or 56% above budget. TOT revenue of \$178,000 was on budget
  - Expenses of \$180,000 were \$1,000 greater than budget; Sales commissions expense was up \$9,000 to budget, offset by wages and related down \$7,000
  - Net results before overhead allocations were positive to budget \$12,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$69,000 were up \$11,000 or 19% relative to budget
  - Expenses of \$213,000 were down \$38,000 or 15% relative to budget; COGS up \$9,000, wages and related down \$3,000, office repairs and renovation down \$13,000, and marketing programs down \$19,000 due to timing
  - Net positive results before overhead allocations of \$68,000 were \$38,000 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 \$67,000 were \$3,000 or 5% greater than budget; Other revenues of \$11,000 were \$1,000 higher than budget
  - Expenses of \$73,000 were \$6,000 or 8% greater than budget, primarily due to rent & related down \$4,000, membership activities expense up \$8,000, and membership write-offs (bad debt) up \$3,000
  - Net loss of \$7,000, after overhead allocations, was \$7,000 on budget
- Operating Results YTD – Administration
  - Total expenses of \$260,000 were \$32,000 or 11% below budget
  - Wage and related expense of \$188,000 was \$13,000 below budget, a combination of lower wages and lower insurance benefits
  - Professional fees were \$17,000 less than budget due to timing
- Membership cash position as of December 31, 2018:
  - Membership activities resulted in a net loss of \$6,932
  - Deferred revenues of \$31,551 less receivables of \$16,350 contributed \$15,201 in cash
  - Accrued wage expense, not yet paid, added \$4,640 to cash, prepaid expenses reduced cash by \$325
  - Prior years' negative net results totaled \$11,700
  - Net cash totaled \$884, no other funds were required to support Membership activities



Summary of preliminary NLTMC financial results for December 31, 2018:

- Cash at month end of \$510,000 was \$195,000 greater than prior year. In prior year, NLTMC had not received a \$185,500 payment from NLTRA for December funding.
- Accounts Receivable of \$7,000 were down from \$192,000 in prior year due to the NLTRA payment noted above.
- Prepaid expenses of \$28,000 were up from \$5,000 in prior year due to Connect Marketplace (\$29,000) and VisaVue (\$5,000) payments that will be expensed over their contract year
- Accounts payable and credit cards payable of \$79,000 were down from \$132,000 due to lower agency expenditures
- Unrestricted Net Asset balance of \$189,000 reflects the unspent funding balance from prior years
- Net income YTD of \$277,000 is \$74,000 greater than the same time last year due largely to timing of TOT funding from Placer County (flat over 12 months in FY18/19 vs. fluctuating in FY 17/18) and timing of marketing expenditures.
  
- Net positive operating results for NLTMC YTD of \$277,000 were \$79,000 better than budget;
  - Consumer marketing expenditures of \$363,00 were \$124,000 below budget due to timing,
  - Leisure sales expenditures of \$117,000 were \$11,000 over budget,
  - Public relations expenditures of \$137,000 were \$13,000 below budget,
  - Conference sales expenditures of \$88,000 were \$9,000 over budget
  - Trade show expenditures of \$49,000 were below budget \$36,000 due to timing (Connect Marketplace in prepaid),
  - Committed and admin expenses of \$195,000 were over budget \$64,000, and included \$75,000 in unbudgeted expenditures for the Hidden Gems production which were being funded from prior years' excess funding balance.
  - Website Hosting expense of \$20,000 was over budget \$10,000



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## Finance Committee Account Reconciliations Review

Date: 01/22/18

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

From: Bonnie Bavetta, CFO

RE: Account Reconciliations for December 31, 2018

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NLTRA balance sheet account reconciliations are attached for your review.

Items to note:

Cash accounts – There are aged outstanding checks from prior year that we will be working on over the next two months.

12100 Inventory – Retail has continued to have variances between the GL balance and the inventory reports (\$514 at 12/31/18). The variance fluctuates and we're studying the systems to determine the cause. At this point I believe it could be a POS closing issue.

2101-00 Incentive Payable – I have not included detailed back-up due to confidentiality of wage information. We have detail on file.

2180-00 Estimated PTO Liability – This is not being adjusted monthly. PTO balances at 12/31/18 indicated the liability would be \$54,000 vs. \$49,000 on balance sheet. The benefit of managers tracking performance to budget with wages and PTO usage posting to the expense accounts seems to out-weigh posting adjustments to the accrued liability monthly. The account is trued annually and has not had a significant impact on financials. If an employee terminates and or uses a large amount of PTO, the liability is adjusted appropriately.

2800-00 Suspense – This account has not been used this year. It is likely the balance will be written off before year end.

North Lake Tahoe Resort Association  
**Trial Balance**  
 As of December 31, 2018

|  | Dec 31, 18 |           |
|--|------------|-----------|
|  | Debit      | Credit    |
| 1001-00 · Petty Cash   | 374.20     |           |
| 1003-00 · Cash - Operations BOTW #6712   | 348,225.27 |           |
| 1007-00 · Cash - Payroll BOTW #7421  | 6,937.60   |           |
| 1008-00 · Marketing Reserve - Plumas   | 50,206.33  |           |
| 1009-00 · Cash Flow Reserve - Plumas   | 100,550.54 |           |
| 1050-00 · Beach Rental   | 0.00       |           |
| 1055-00 · Marketing Cooperative Cash   | 0.00       |           |
| 1061-00 · Cash - FSA Account   | 0.00       |           |
| 1071-00 · Payroll Reserves BOTW #8163  | 29,581.56  |           |
| 1073-00 · UBS Cash   | 0.00       |           |
| 1077-00 · Infrastructure Money Market  | 0.00       |           |
| 1079-00 · Citizens Bank CDs  | 0.00       |           |
| 1080-00 · Special Events BOTW #1626  | 138,693.25 |           |
| 10950 · Cash in Drawer   | 1,498.94   |           |
| 1200-00 · Quickbooks Accounts Receivable   | 25,806.43  |           |
| 1210-00 · A/R - Sales Estimates  | 0.00       |           |
| 1290-00 · A/R - TOT  | 309,017.46 |           |
| 1200-99 · AR Other   | 0.00       |           |
| 12000 · Undeposited Funds  | 0.00       |           |
| 1201-00 · WebLink Accounts Receivable  | 910.00     |           |
| 1201-00 · WebLink Accounts Receivable:1201-01 · WebLink AR - Member Dues         | 16,350.00  |           |
| 1201-02 · Allowance for Doubtful Accounts  |            | 2,774.92  |
| 1210-99 · AR Misc  | 0.00       |           |
| 12100 · Inventory Asset  | 24,188.08  |           |
| 12100 · Inventory Asset:25200 · Gift Certificates Outstanding                    | 0.00       |           |
| 12100 · Inventory Asset:25300 · Gift Cards Outstanding                           | 0.00       |           |
| 1291-49 · AR TOT Transportation NLTRA  | 0.00       |           |
| 1291-49 · AR TOT Transportation NLTRA:1292-49 · AR TOT Transp County Held        | 0.00       |           |
| 1291-59 · AR TOT Infrastructure County   | 0.00       |           |
| 1291-59 · AR TOT Infrastructure County:1293-59 · AR TOT Infra Maintenance County | 0.00       |           |
| 1292-59 · AR TOT Infra NLTRA Held  | 0.00       |           |
| 1295-99 · Interest Receivable 10/11  | 0.00       |           |
| 1298 · Receivable from Employees   | 0.00       |           |
| 1299 · Receivable from NLTMC   | 10,826.61  |           |
| 1490-00 · Security Deposits  | 1,250.00   |           |
| 1700-00 · Furniture & Fixtures   | 68,767.95  |           |
| 1701-00 · Accum. Depr. - Furn & Fix  |            | 68,767.95 |
| 1740-00 · Computer Equipment   | 8,435.60   |           |
| 1741-00 · Accum. Depr. - Computer Equip  |            | 8,435.14  |
| 1750-00 · Computer Software  | 21,520.46  |           |
| 1751-00 · Accum. Amort. - Software   |            | 19,374.49 |
| 1770-00 · Leasehold Improvements   | 24,283.86  |           |
| 1771-00 · Accum. Amort - Leasehold Impr  |            | 24,284.08 |
| 1400-00 · Prepaid Expenses   | 8,447.95   |           |
| 1400-00 · Prepaid Expenses:1401-00 · Recruitment Fees                            | 0.00       |           |
| 1400-00 · Prepaid Expenses:1410-00 · Prepaid Insurance                           | 17,595.07  |           |
| 1400-00 · Prepaid Expenses:1420-00 · Prepaid TMBC                                | 0.00       |           |
| 1400-00 · Prepaid Expenses:1430-00 · Prepaid 1st Class Postage                   | 1,000.00   |           |
| 1400-00 · Prepaid Expenses:1850-00 · Prepaid Rent - RTIA                         | 0.00       |           |
| 1500-00 · Suspense*  | 0.00       |           |
| 2000-00 · Accounts Payable   |            | 41,771.79 |
| 2001-00 · Credit Card Payable  | 0.00       |           |
| 2080-00 · Bank of the West - Master Cards  | 0.00       |           |

North Lake Tahoe Resort Association  
**Trial Balance**  
As of December 31, 2018

|  | Dec 31, 18 |            |
|--|------------|------------|
|  | Debit      | Credit     |
| 2080-00 · Bank of the West - Master Cards:2080-15 MC_2339 Liz                    | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-16 MC_2321 Bonnie                 | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-01 · MC_5901_Hall                 | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-02 · MC_6765_Jason                | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-03 · MC_5950_Judy                 | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-04 · MC_5968_Ronald               | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-05 · MC_2107_Greg                 | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-06 · MC_5288_Emily                | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-07 · MC_6850_Ginger               | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-08 · MC_5755_John                 | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-09 · MC_0319_Sarah                | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-10 · MC_9495_Ai                   | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-11 · MC_3978_Amber                | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-12 · MC_3960_Natalie              | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-13 · MC_6903_Cindy                | 0.00       |            |
| 2080-00 · Bank of the West - Master Cards:2080-14 · MC_6193_Daphne               | 0.00       |            |
| 2000-99 · Accounts Payable 2010/11   | 0.00       |            |
| 21000 · Salaries/Wages/Payroll Liabilit:2100-00 · Salaries / Wages Payable       |            | 25,712.71  |
| 21000 · Salaries/Wages/Payroll Liabilit:2101-00 · Incentive Payable              |            | 44,819.75  |
| 21000 · Salaries/Wages/Payroll Liabilit:2102-00 · Commissions Payable            |            | 3,845.18   |
| 21000 · Salaries/Wages/Payroll Liabilit:2120-00 · Empl. Federal Tax Payable      |            | 13,755.41  |
| 21000 · Salaries/Wages/Payroll Liabilit:2175-00 · 401 (k) Plan                   |            | 4,916.31   |
| 21000 · Salaries/Wages/Payroll Liabilit:2180-00 · Estimated PTO Liability        |            | 49,004.41  |
| 21000 · Salaries/Wages/Payroll Liabilit:24000 · Payroll Liabilities              | 0.00       |            |
| 21000 · Salaries/Wages/Payroll Liabilit:24100 · Wage Garnishment Payable         | 0.00       |            |
| 2110-00 · Direct Deposit Liabilities   | 0.00       |            |
| 2150-00 · State Taxes Payable  | 0.00       |            |
| 2160-00 · FUTA Taxes Payable   | 0.00       |            |
| 2170-00 · FSA Payable  | 0.00       |            |
| 2176-00 · 401k Profit Sharing  | 0.00       |            |
| 2181-00 · Health Benefits Payable  | 0.00       |            |
| 2190-00 · Sales and Use Tax Payable  |            | 54.23      |
| 2190-00 · Sales and Use Tax Payable:2195-00 · Use Tax Payable                    |            | 26.46      |
| 2190-00 · Sales and Use Tax Payable:25500 · *Sales Tax Payable                   |            | 1,794.18   |
| 2200-20 · Ski Ticket suspense  | 0.00       |            |
| 2250-00 · Accrued Expenses   |            | 339.36     |
| 2300-00 · Marketing Cooperative Liabili  | 0.00       |            |
| 2400-00 · Intra-Company Borrowings   | 0.00       |            |
| 2400-01 · AFW Suspense Account   | 0.00       |            |
| 2400-42 · Marketing Co-op  |            | 332.00     |
| 2400-60 · Deferred Revenue- Member Dues  |            | 31,550.86  |
| 2401-00 · NLT Beach Center   | 0.00       |            |
| 2500-00 · Deferred Revenue - TMBC  |            | 405.05     |
| 2600-00 · Reserves   | 0.00       |            |
| 2650-00 · Deferred Rev - Events  | 0.00       |            |
| 2651-00 · Deferred Rev - Conference  |            | 2,199.99   |
| 2652-00 · Deferred Revenue - VIC   | 0.00       |            |
| 26900 · Unbilled Purchases   | 0.00       |            |
| 2700-00 · Deferred Rev. County   |            | 350,305.00 |
| 2700-41 · Deferred Support-Trans NLTRA   | 0.00       |            |
| 2700-41 · Deferred Support-Trans NLTRA:2701-41 · Deferred Support - Trans County | 0.00       |            |
| 2700-50 · Deferred Support - Infra County  | 0.00       |            |
| 2700-50 · Deferred Support - Infra County:2702-50 · Deferred Support Infra NLTRA | 0.00       |            |

North Lake Tahoe Resort Association  
**Trial Balance**  
 As of December 31, 2018

|   | Dec 31, 18 |            |
|---|------------|------------|
|   | Debit      | Credit     |
| 2701-50 · Deferred Sup- Infra Maint. Res                              | 0.00       |            |
| 2800-00 · Suspense  |            | 4,136.75   |
| 2900-00 · Due To/From County of Placer                                |            | 5,160.34   |
| 3000-00 · Opening Balance Equity                                      | 0.00       |            |
| 3010-00 · Fund Balance - General                                      | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-11 · Fund Balance - General -11 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-20 · Fund Balance - General -20 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-30 · Fund Balance - General -30 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-41 · Fund Balance - General -41 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-42 · Fund Balance - General -42 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-50 · Fund Balance - General -50 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-60 · Fund Balance - General -60 | 0.00       |            |
| 3010-00 · Fund Balance - General:3010-70 · Fund Balance - General -70 | 0.00       |            |
| 3100-11 · Ski Marketing Reserve from STN                              | 0.00       |            |
| 3100-50 · Temp. Restricted Net Assets 5                               | 0.00       |            |
| 3200-41 · Temp. Restricted Net Assets 4                               | 0.00       |            |
| 32000 · Unrestricted Net Assets                                       | 11,669.06  |            |
| 3300-11 · Designated Marketing Reserve                                |            | 275,754.74 |
| 3301 · Cash Flow Reserve  |            | 100,248.23 |
| 3302 · Marketing Cash Reserve   |            | 50,018.09  |
| 3400-50 · Designated Infra Maint Reserve                              | 0.00       |            |



2:07 PM  
01/10/19

**North Lake Tahoe Resort Association**  
**Reconciliation Summary**  
**1003-00 - Cash - Operations BOTW #6712, Period Ending 12/31/2018**

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|                                   | <u>Dec 31, 18</u>   |                     |
|-----------------------------------|---------------------|---------------------|
| Beginning Balance                 |                     | 348,500.64          |
| Cleared Transactions              |                     |                     |
| Checks and Payments - 67 items    | -375,407.37         |                     |
| Deposits and Credits - 53 items   | 415,545.07          |                     |
| Total Cleared Transactions        | <u>40,137.70</u>    |                     |
| Cleared Balance                   |                     | <u>388,638.34</u>   |
| Uncleared Transactions            |                     |                     |
| Checks and Payments - 41 items    | -42,281.16          |                     |
| Deposits and Credits - 7 items    | 1,868.09            |                     |
| Total Uncleared Transactions      | <u>-40,413.07</u> ✓ |                     |
| Register Balance as of 12/31/2018 |                     | <u>348,225.27</u> ✓ |
| New Transactions                  |                     |                     |
| Checks and Payments - 18 items    | -157,718.68         |                     |
| Deposits and Credits - 9 items    | 2,765.93            |                     |
| Total New Transactions            | <u>-154,952.75</u>  |                     |
| Ending Balance                    |                     | <u>193,272.52</u>   |

*BUB*  
*1/29/19*

## North Lake Tahoe Resort Association Reconciliation Detail

1003-00 · Cash - Operations BOTW #6712, Period Ending 12/31/2018

| Type                           | Date       | Num   | Name                    | Clr | Amount      | Balance     |
|--------------------------------|------------|-------|-------------------------|-----|-------------|-------------|
| Beginning Balance              |            |       |                         |     |             | 348,500.64  |
| Cleared Transactions           |            |       |                         |     |             |             |
| Checks and Payments - 67 items |            |       |                         |     |             |             |
| Bill Pmt -Check                | 07/27/2018 | 27029 | Cindy Gustafson         | X   | -57.11      | -57.11      |
| Bill Pmt -Check                | 07/27/2018 | 27030 | Cindy Gustafson         | X   | -50.00      | -107.11     |
| Bill Pmt -Check                | 10/19/2018 | 27230 | Greg Howey*             | X   | -50.00      | -157.11     |
| Bill Pmt -Check                | 11/08/2018 | 27317 | Tahoe Toffee Candy...   | X   | -58.00      | -215.11     |
| Bill Pmt -Check                | 11/16/2018 | 27328 | Lake Tahoe Waterm...    | X   | -2,000.00   | -2,215.11   |
| Bill Pmt -Check                | 11/16/2018 | 27332 | SMG Tourism Strate...   | X   | -1,100.00   | -3,315.11   |
| Bill Pmt -Check                | 11/30/2018 | 27350 | North Lake Tahoe M...   | X   | -3,105.50   | -6,420.61   |
| Bill Pmt -Check                | 11/30/2018 | 27346 | Dirk Yurich             | X   | -1,395.60   | -7,816.21   |
| Bill Pmt -Check                | 11/30/2018 | 27348 | Edward Berge            | X   | -599.00     | -8,415.21   |
| Bill Pmt -Check                | 11/30/2018 | 27354 | Specialty Beads         | X   | -374.00     | -8,789.21   |
| Bill Pmt -Check                | 11/30/2018 | 27357 | Uline                   | X   | -321.78     | -9,110.99   |
| Bill Pmt -Check                | 11/30/2018 | 27342 | Airport Self Storage    | X   | -314.00     | -9,424.99   |
| Bill Pmt -Check                | 11/30/2018 | 27347 | Dog Tahoe               | X   | -300.00     | -9,724.99   |
| Bill Pmt -Check                | 11/30/2018 | 27343 | Big Truck Brand         | X   | -275.89     | -10,000.88  |
| Bill Pmt -Check                | 11/30/2018 | 27352 | Parks Project           | X   | -247.51     | -10,248.39  |
| Bill Pmt -Check                | 11/30/2018 | 27358 | Wholesale Resort A...   | X   | -232.50     | -10,480.89  |
| Bill Pmt -Check                | 11/30/2018 | 27345 | Cintas Corporation #... | X   | -174.10     | -10,654.99  |
| Bill Pmt -Check                | 11/30/2018 | 27351 | Office Boss             | X   | -108.24     | -10,763.23  |
| Bill Pmt -Check                | 11/30/2018 | 27355 | Tahoe House, Inc.*      | X   | -77.80      | -10,841.03  |
| Bill Pmt -Check                | 11/30/2018 | 27359 | Wild West Communi...    | X   | -72.00      | -10,913.03  |
| Bill Pmt -Check                | 11/30/2018 | 27349 | InfiniSource Benefits   | X   | -70.00      | -10,983.03  |
| Bill Pmt -Check                | 11/30/2018 | 27360 | Mountain Telecom        | X   | -69.18      | -11,052.21  |
| Bill Pmt -Check                | 11/30/2018 | 27356 | Tahoe Toffee Candy...   | X   | -64.00      | -11,116.21  |
| Bill Pmt -Check                | 11/30/2018 | 27353 | Ricoh USA               | X   | -22.26      | -11,138.47  |
| General Journal                | 12/02/2018 | 47268 |                         | X   | -10.40      | -11,148.87  |
| General Journal                | 12/02/2018 | 47269 |                         | X   | -0.12       | -11,148.99  |
| Bill Pmt -Check                | 12/03/2018 | 27363 | North Lake Tahoe M...   | X   | -121,652.00 | -132,800.99 |
| Bill Pmt -Check                | 12/03/2018 | 27362 | Kahn Investment Co...   | X   | -12,300.00  | -145,100.99 |
| General Journal                | 12/03/2018 | 47272 |                         | X   | -202.20     | -145,303.19 |
| General Journal                | 12/03/2018 | 47272 |                         | X   | -185.38     | -145,488.57 |
| General Journal                | 12/03/2018 | 47272 |                         | X   | -35.30      | -145,523.87 |
| General Journal                | 12/03/2018 | 47272 |                         | X   | -19.95      | -145,543.82 |
| General Journal                | 12/03/2018 | 47272 |                         | X   | -9.95       | -145,553.77 |
| General Journal                | 12/03/2018 | 47272 |                         | X   | -2.40       | -145,556.17 |
| General Journal                | 12/03/2018 | 47273 |                         | X   | -1.31       | -145,557.48 |
| Transfer                       | 12/04/2018 |       |                         | X   | -38,348.77  | -183,906.25 |
| Bill Pmt -Check                | 12/06/2018 | EFT   | Google LLC              | X   | -105.00     | -184,011.25 |
| General Journal                | 12/14/2018 | 47274 |                         | X   | -9.54       | -184,020.79 |
| Bill Pmt -Check                | 12/18/2018 | EFT   | Harland & Clark         | X   | -295.46     | -184,316.25 |
| Transfer                       | 12/19/2018 |       |                         | X   | -45,000.00  | -229,316.25 |
| General Journal                | 12/20/2018 | 47288 |                         | X   | -126.43     | -229,442.68 |
| Bill Pmt -Check                | 12/21/2018 | 27398 | Ricoh USA               | X   | -1,127.75   | -230,570.43 |
| Bill Pmt -Check                | 12/21/2018 | 27365 | About a Boy ...         | X   | -710.50     | -231,280.93 |
| Bill Pmt -Check                | 12/21/2018 | 27387 | Independent Techno...   | X   | -600.00     | -231,880.93 |
| Bill Pmt -Check                | 12/21/2018 | 27370 | Annie's Cleaning Se...  | X   | -550.00     | -232,430.93 |
| Bill Pmt -Check                | 12/21/2018 | 27405 | Tahoe Weekly            | X   | -410.00     | -232,840.93 |
| Bill Pmt -Check                | 12/21/2018 | 27366 | Airport Self Storage    | X   | -314.00     | -233,154.93 |
| Bill Pmt -Check                | 12/21/2018 | 27389 | Jeanie Pearson          | X   | -300.00     | -233,454.93 |
| Bill Pmt -Check                | 12/21/2018 | 27401 | SF Notes   Haus Maus    | X   | -295.20     | -233,750.13 |
| Bill Pmt -Check                | 12/21/2018 | 27385 | GrowthZone & Cha...     | X   | -289.00     | -234,039.13 |
| Bill Pmt -Check                | 12/21/2018 | 27404 | Tahoe Truckee Sierr...  | X   | -228.92     | -234,268.05 |
| Bill Pmt -Check                | 12/21/2018 | 27392 | Liz Bowling             | X   | -197.40     | -234,465.45 |
| Bill Pmt -Check                | 12/21/2018 | 27409 | Wolfdale's Cuisine ...  | X   | -180.50     | -234,645.95 |
| Bill Pmt -Check                | 12/21/2018 | 27399 | Ryan Bush Photogra...   | X   | -146.25     | -234,792.20 |
| Bill Pmt -Check                | 12/21/2018 | 27396 | Peter Spain Photogr...  | X   | -123.00     | -234,915.20 |
| Bill Pmt -Check                | 12/21/2018 | 27380 | FedEx                   | X   | -121.41     | -235,036.61 |
| Bill Pmt -Check                | 12/21/2018 | 27402 | Tahoe Basics            | X   | -104.00     | -235,140.61 |
| Bill Pmt -Check                | 12/21/2018 | 27390 | Karen Colbert           | X   | -87.00      | -235,227.61 |
| Bill Pmt -Check                | 12/21/2018 | 27368 | Amber Burke             | X   | -83.68      | -235,311.29 |
| Bill Pmt -Check                | 12/21/2018 | 27395 | Office Boss             | X   | -77.64      | -235,388.93 |
| Bill Pmt -Check                | 12/21/2018 | 27373 | Bonnie L Bavetta        | X   | -58.45      | -235,447.38 |
| Bill Pmt -Check                | 12/21/2018 | 27403 | Tahoe House, Inc.*      | X   | -52.95      | -235,500.33 |
| Bill Pmt -Check                | 12/21/2018 | 27374 | Chris Werfel            | X   | -35.90      | -235,536.23 |
| Bill Pmt -Check                | 12/21/2018 | 27381 | FP Mailing Solutions    | X   | -30.00      | -235,566.23 |
| Bill Pmt -Check                | 12/21/2018 | 27386 | Impact Telecom - T...   | X   | -23.17      | -235,589.40 |



## North Lake Tahoe Resort Association

## Reconciliation Detail

1003-00 · Cash - Operations BOTW #6712, Period Ending 12/31/2018

| Type                                   | Date       | Num     | Name                    | Clr | Amount      | Balance     |
|--|------------|---------|-------------------------|-----|-------------|-------------|
| Bill Pmt -Check                        | 12/26/2018 | EFT     | Bank of the West Ba...  | X   | -15,060.47  | -250,649.87 |
| General Journal                        | 12/27/2018 | 47271   |                         | X   | -124,757.50 | -375,407.37 |
| Total Checks and Payments              |            |         |                         |     | -375,407.37 | -375,407.37 |
| <b>Deposits and Credits - 53 items</b> |            |         |                         |     |             |             |
| Bill Pmt -Check                        | 08/31/2018 | 27153   | Specialty Beads         | X   | 0.00        | 0.00        |
| Deposit                                | 11/28/2018 |         |                         | X   | 87.87       | 87.87       |
| General Journal                        | 11/29/2018 | 46865   |                         | X   | 40.00       | 127.87      |
| Deposit                                | 11/29/2018 |         |                         | X   | 50.16       | 178.03      |
| Bill Pmt -Check                        | 11/30/2018 |         | Placer County Sherif... | X   | 0.00        | 178.03      |
| Bill Pmt -Check                        | 11/30/2018 |         | FP Mailing Solutions    | X   | 0.00        | 178.03      |
| Bill Pmt -Check                        | 11/30/2018 |         | Amazon.com              | X   | 0.00        | 178.03      |
| Deposit                                | 11/30/2018 |         |                         | X   | 100.23      | 278.26      |
| General Journal                        | 11/30/2018 | 46906   |                         | X   | 295.00      | 573.26      |
| Bill Pmt -Check                        | 12/01/2018 |         | Kahn Investment Co...   | X   | 0.00        | 573.26      |
| Bill Pmt -Check                        | 12/01/2018 |         | North Lake Tahoe M...   | X   | 0.00        | 573.26      |
| Deposit                                | 12/01/2018 |         |                         | X   | 36.82       | 610.08      |
| General Journal                        | 12/01/2018 | 46907   |                         | X   | 70.00       | 680.08      |
| General Journal                        | 12/01/2018 | 46907   |                         | X   | 80.00       | 760.08      |
| General Journal                        | 12/01/2018 | 46907   |                         | X   | 405.00      | 1,165.08    |
| Deposit                                | 12/02/2018 |         |                         | X   | 95.29       | 1,260.37    |
| Deposit                                | 12/02/2018 |         |                         | X   | 377.00      | 1,637.37    |
| Deposit                                | 12/03/2018 |         |                         | X   | 4.00        | 1,641.37    |
| Deposit                                | 12/03/2018 |         |                         | X   | 346.59      | 1,987.96    |
| Deposit                                | 12/04/2018 |         |                         | X   | 8.45        | 1,996.41    |
| Deposit                                | 12/05/2018 |         |                         | X   | 46.72       | 2,043.13    |
| Deposit                                | 12/06/2018 |         |                         | X   | 102.78      | 2,145.91    |
| Transfer                               | 12/06/2018 |         |                         | X   | 947.82      | 3,093.73    |
| General Journal                        | 12/06/2018 | 2019-4  |                         | X   | 1,615.00    | 4,708.73    |
| Deposit                                | 12/06/2018 |         |                         | X   | 8,358.56    | 13,067.29   |
| Deposit                                | 12/07/2018 |         |                         | X   | 168.10      | 13,235.39   |
| Deposit                                | 12/08/2018 |         |                         | X   | 148.98      | 13,384.37   |
| Deposit                                | 12/09/2018 |         |                         | X   | 105.42      | 13,489.79   |
| Deposit                                | 12/10/2018 |         |                         | X   | 250.89      | 13,740.68   |
| Deposit                                | 12/10/2018 |         |                         | X   | 124,757.50  | 138,498.18  |
| Deposit                                | 12/11/2018 |         |                         | X   | 36.79       | 138,534.97  |
| Deposit                                | 12/11/2018 |         |                         | X   | 1,368.00    | 139,902.97  |
| Deposit                                | 12/12/2018 |         |                         | X   | 25.72       | 139,928.69  |
| Deposit                                | 12/12/2018 |         |                         | X   | 146.63      | 140,075.32  |
| General Journal                        | 12/12/2018 | 2019-4  |                         | X   | 1,220.00    | 141,295.32  |
| Deposit                                | 12/12/2018 |         |                         | X   | 12,168.54   | 153,463.86  |
| Deposit                                | 12/14/2018 |         |                         | X   | 135.48      | 153,599.34  |
| Deposit                                | 12/14/2018 |         |                         | X   | 257,543.96  | 411,143.30  |
| Deposit                                | 12/15/2018 |         |                         | X   | 178.63      | 411,321.93  |
| Deposit                                | 12/16/2018 |         |                         | X   | 77.77       | 411,399.70  |
| Deposit                                | 12/17/2018 |         |                         | X   | 56.01       | 411,455.71  |
| Deposit                                | 12/18/2018 |         |                         | X   | 242.15      | 411,697.86  |
| Deposit                                | 12/19/2018 |         |                         | X   | 281.48      | 411,979.34  |
| Deposit                                | 12/20/2018 |         |                         | X   | 306.20      | 412,285.54  |
| Deposit                                | 12/21/2018 |         |                         | X   | 165.00      | 412,450.54  |
| Deposit                                | 12/21/2018 |         |                         | X   | 284.96      | 412,735.50  |
| Deposit                                | 12/22/2018 |         |                         | X   | 591.75      | 413,327.25  |
| Deposit                                | 12/23/2018 |         |                         | X   | 1,062.66    | 414,389.91  |
| Deposit                                | 12/24/2018 |         |                         | X   | 133.95      | 414,523.86  |
| Deposit                                | 12/26/2018 |         |                         | X   | 84.67       | 414,608.53  |
| Deposit                                | 12/27/2018 |         |                         | X   | 181.54      | 414,790.07  |
| General Journal                        | 12/28/2018 | 2019-10 |                         | X   | 755.00      | 415,545.07  |
| Bill Pmt -Check                        | 01/07/2019 | 27428   | Civitas                 | X   | 0.00        | 415,545.07  |
| Total Deposits and Credits             |            |         |                         |     | 415,545.07  | 415,545.07  |
| Total Cleared Transactions             |            |         |                         |     | 40,137.70   | 40,137.70   |
| Cleared Balance                        |            |         |                         |     | 40,137.70   | 388,638.34  |
| <b>Uncleared Transactions</b>          |            |         |                         |     |             |             |
| <b>Checks and Payments - 41 items</b>  |            |         |                         |     |             |             |
| Bill Pmt -Check                        | 07/07/2016 | TBD     | Bison Bookbinding a...  |     | -468.95     | -468.95     |

## North Lake Tahoe Resort Association

## Reconciliation Detail

1003-00 - Cash - Operations BOTW #6712, Period Ending 12/31/2018

| Type                                  | Date       | Num      | Name                     | Clr | Amount      | Balance     |
|---------------------------------------|------------|----------|--------------------------|-----|-------------|-------------|
| Bill Pmt -Check                       | 08/19/2016 | 25827    | Christine Karnofsky ...  |     | -300.00     | -768.95     |
| Bill Pmt -Check                       | 11/02/2016 | 25959    | Al Priester              |     | -13.23      | -782.18     |
| Bill Pmt -Check                       | 04/14/2017 | 26213    | Global Drone LLC         |     | -75.00      | -857.18     |
| Bill Pmt -Check                       | 05/04/2017 | 26255    | NorCal DMO Reps          |     | -500.00     | -1,357.18   |
| Bill Pmt -Check                       | 06/02/2017 | 26289    | Squaw Valley Ski M...    |     | -1,632.00   | -2,989.18   |
| Bill Pmt -Check                       | 09/05/2017 | 26472    | Linda Williams*          |     | -8.56       | -2,997.74   |
| Bill Pmt -Check                       | 10/27/2017 | 26549    | Geo-Tourism Specia...    |     | -194.75     | -3,192.49   |
| Bill Pmt -Check                       | 02/02/2018 | 26686    | Emily Detwiler*          |     | -138.91     | -3,331.40   |
| Bill Pmt -Check                       | 02/28/2018 | 26733    | Northstar Communit...    |     | -100.00     | -3,431.40   |
| Bill Pmt -Check                       | 05/03/2018 | 26804    | Linda Williams*          |     | -17.44      | -3,448.84   |
| Bill Pmt -Check                       | 08/02/2018 | 27054    | Placer County Envir...   |     | -187.75     | -3,636.59   |
| General Journal                       | 08/31/2018 | 47242    | Specialty Beads          |     | -528.00     | -4,164.59   |
| Bill Pmt -Check                       | 10/19/2018 | 27238    | Native to this Place     |     | -76.00      | -4,240.59   |
| Bill Pmt -Check                       | 10/19/2018 | 27240    | Paige Bechdolt           |     | -8.72       | -4,249.31   |
| Bill Pmt -Check                       | 10/31/2018 | 27284    | Tahoe Teas               |     | -560.00     | -4,809.31   |
| Bill Pmt -Check                       | 11/08/2018 | 27300    | Greg Howey*              |     | -50.00      | -4,859.31   |
| Bill Pmt -Check                       | 11/30/2018 | 27344    | Cindy Gustafson          |     | -128.62     | -4,987.93   |
| Bill Pmt -Check                       | 12/21/2018 | 27367    | Alpenglow Mountain...    |     | -20,000.00  | -24,987.93  |
| Bill Pmt -Check                       | 12/21/2018 | 27371    | Anthem Blue Cross        |     | -12,733.63  | -37,721.56  |
| Bill Pmt -Check                       | 12/21/2018 | 27382    | Geo-Tourism Specia...    |     | -1,358.85   | -39,080.41  |
| Bill Pmt -Check                       | 12/21/2018 | 27383    | Granlibakken Manag...    |     | -553.50     | -39,633.91  |
| Bill Pmt -Check                       | 12/21/2018 | 27406    | Transportation Mana...   |     | -500.00     | -40,133.91  |
| Bill Pmt -Check                       | 12/21/2018 | 27394    | Nature of Alchemy        |     | -333.00     | -40,466.91  |
| Bill Pmt -Check                       | 12/21/2018 | 27391    | Kym Fabel                |     | -202.73     | -40,669.64  |
| Bill Pmt -Check                       | 12/21/2018 | 27364    | 101.5 Truckee Taho...    |     | -200.00     | -40,869.64  |
| Bill Pmt -Check                       | 12/21/2018 | 27376    | Cintas Corporation #...  |     | -186.90     | -41,056.54  |
| Bill Pmt -Check                       | 12/21/2018 | 27378    | Daphne Lange             |     | -161.94     | -41,218.48  |
| Bill Pmt -Check                       | 12/21/2018 | 27379    | Dawn Teran               |     | -127.46     | -41,345.94  |
| Bill Pmt -Check                       | 12/21/2018 | 27372    | Atomic Printing, Inc.    |     | -120.66     | -41,466.60  |
| Bill Pmt -Check                       | 12/21/2018 | 27410    | YIG Administration       |     | -116.74     | -41,583.34  |
| Bill Pmt -Check                       | 12/21/2018 | 27377    | Crystal Range Asso...    |     | -110.53     | -41,693.87  |
| Bill Pmt -Check                       | 12/21/2018 | 27369    | Anne-Karin Atwood*       |     | -106.51     | -41,800.38  |
| Bill Pmt -Check                       | 12/21/2018 | 27397    | Print Art/Sierra Mail*   |     | -78.29      | -41,878.67  |
| Bill Pmt -Check                       | 12/21/2018 | 27393    | Lynell Garfield-Qualls   |     | -76.82      | -41,955.49  |
| Bill Pmt -Check                       | 12/21/2018 | 27388    | Jason Neary              |     | -75.00      | -42,030.49  |
| Bill Pmt -Check                       | 12/21/2018 | 27408    | Wally Auerbach           |     | -63.13      | -42,093.62  |
| Bill Pmt -Check                       | 12/21/2018 | 27400    | Sarah Winters            |     | -50.00      | -42,143.62  |
| Bill Pmt -Check                       | 12/21/2018 | 27384    | Greg Howey*              |     | -50.00      | -42,193.62  |
| Bill Pmt -Check                       | 12/21/2018 | 27375    | Cindy Gustafson          |     | -50.00      | -42,243.62  |
| Bill Pmt -Check                       | 12/21/2018 | 27407    | Van Siclen, DeWitt       |     | -37.54      | -42,281.16  |
| Total Checks and Payments             |            |          |                          |     | -42,281.16  | -42,281.16  |
| <b>Deposits and Credits - 7 items</b> |            |          |                          |     |             |             |
| General Journal                       | 03/06/2017 | 2017-... |                          |     | 15.00       | 15.00       |
| General Journal                       | 03/09/2017 | 2017-... |                          |     | 280.00      | 295.00      |
| General Journal                       | 07/18/2018 | 2018-... |                          |     | 5.00        | 300.00      |
| Deposit                               | 12/28/2018 |          |                          |     | 499.04      | 799.04      |
| Deposit                               | 12/29/2018 |          |                          |     | 482.24      | 1,281.28    |
| Deposit                               | 12/30/2018 |          |                          |     | 282.97      | 1,564.25    |
| Deposit                               | 12/31/2018 |          |                          |     | 303.84      | 1,868.09    |
| Total Deposits and Credits            |            |          |                          |     | 1,868.09    | 1,868.09    |
| Total Uncleared Transactions          |            |          |                          |     | -40,413.07  | -40,413.07  |
| Register Balance as of 12/31/2018     |            |          |                          |     | -275.37     | 348,225.27  |
| <b>New Transactions</b>               |            |          |                          |     |             |             |
| <b>Checks and Payments - 18 items</b> |            |          |                          |     |             |             |
| Bill Pmt -Check                       | 01/03/2019 | 27411    | Kahn Investment Co...    |     | -12,300.00  | -12,300.00  |
| Bill Pmt -Check                       | 01/04/2019 | 27412    | Foster & Parker Ins ...  |     | -516.00     | -12,816.00  |
| Bill Pmt -Check                       | 01/07/2019 | 27422    | North Lake Tahoe M...    |     | -121,652.00 | -134,468.00 |
| Bill Pmt -Check                       | 01/07/2019 | 27414    | Anthem Blue Cross        |     | -12,733.63  | -147,201.63 |
| Bill Pmt -Check                       | 01/07/2019 | 27429    | Civitas                  |     | -6,240.00   | -153,441.63 |
| Bill Pmt -Check                       | 01/07/2019 | 27415    | California Travel Ass... |     | -1,050.00   | -154,491.63 |
| Bill Pmt -Check                       | 01/07/2019 | 27413    | Annie's Cleaning Se...   |     | -675.00     | -155,166.63 |
| Bill Pmt -Check                       | 01/07/2019 | 27427    | Specialty Beads          |     | -528.00     | -155,694.63 |
| Bill Pmt -Check                       | 01/07/2019 | 27418    | Fallon Multimedia*       |     | -450.00     | -156,144.63 |

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**North Lake Tahoe Resort Association**  
**Reconciliation Detail**  
**1003-00 - Cash - Operations BOTW #6712, Period Ending 12/31/2018**

| Type                                  | Date       | Num    | Name                    | Cir | Amount             | Balance           |
|---------------------------------------|------------|--------|-------------------------|-----|--------------------|-------------------|
| Bill Pmt -Check                       | 01/07/2019 | 27424  | Reynolds School of ...  |     | -450.00            | -156,594.63       |
| Bill Pmt -Check                       | 01/07/2019 | 27419  | GrowthZone & Cha...     |     | -289.00            | -156,883.63       |
| Bill Pmt -Check                       | 01/07/2019 | 27423  | Office Boss             |     | -238.42            | -157,122.05       |
| Bill Pmt -Check                       | 01/07/2019 | 27417  | Cintas Corporation #... |     | -161.64            | -157,283.69       |
| Bill Pmt -Check                       | 01/07/2019 | 27425  | Security Lock and Al... |     | -142.50            | -157,426.19       |
| Bill Pmt -Check                       | 01/07/2019 | 27426  | YIG Administration      |     | -116.74            | -157,542.93       |
| Bill Pmt -Check                       | 01/07/2019 | 27416  | Cindy Gustafson         |     | -82.58             | -157,625.51       |
| Bill Pmt -Check                       | 01/07/2019 | 27421  | InfiniSource Benefits   |     | -70.00             | -157,695.51       |
| Bill Pmt -Check                       | 01/07/2019 | 27420  | Impact Telecom - T...   |     | -23.17             | -157,718.68       |
| Total Checks and Payments             |            |        |                         |     | -157,718.68        | -157,718.68       |
| <b>Deposits and Credits - 9 items</b> |            |        |                         |     |                    |                   |
| Deposit                               | 01/01/2019 |        |                         |     | 222.32             | 222.32            |
| General Journal                       | 01/01/2019 | 47242R | Specialty Beads         |     | 528.00             | 750.32            |
| Deposit                               | 01/02/2019 |        |                         |     | 39.61              | 789.93            |
| Transfer                              | 01/02/2019 |        |                         |     | 1,360.02           | 2,149.95          |
| Deposit                               | 01/03/2019 |        |                         |     | 74.33              | 2,224.28          |
| Deposit                               | 01/04/2019 |        |                         |     | 359.17             | 2,583.45          |
| Deposit                               | 01/05/2019 |        |                         |     | 94.76              | 2,678.21          |
| Deposit                               | 01/06/2019 |        |                         |     | 43.38              | 2,721.59          |
| Deposit                               | 01/07/2019 |        |                         |     | 44.34              | 2,765.93          |
| Total Deposits and Credits            |            |        |                         |     | 2,765.93           | 2,765.93          |
| Total New Transactions                |            |        |                         |     | -154,952.75        | -154,952.75       |
| <b>Ending Balance</b>                 |            |        |                         |     | <b>-155,228.12</b> | <b>193,272.52</b> |



**BANK OF THE WEST**  
**BNP PARIBAS**

P.O. Box 2830, Omaha, NE 68103-2830

# Account Statement

December 1, 2018 - December 31, 2018

Page 1 of 10



>004734 2525332 0001 008230 20Z  
 NORTH LAKE TAHOE RESORT ASSOC INC  
 4 DBA'S ON FILE  
 10268 WHITE FIR RD  
 TRUCKEE CA 96161-2120



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04734 2525332 013178 026355 0001/0005

## VALUE PACKAGE BUSINESS 238-006712

NORTH LAKE TAHOE RESORT ASSOC INC  
 4 DBA'S ON FILE

### ACCOUNT SUMMARY

|                          |                     |
|--------------------------|---------------------|
| <b>Beginning Balance</b> | <b>\$348,500.64</b> |
| 41 Credits               | 413,560.89          |
| 5 Deposits               | 1,962.82            |
| 14 Withdrawals           | -224,148.82         |
| 50 Checks                | -151,237.19         |
| <b>Ending Balance</b>    | <b>\$388,638.34</b> |

### EARNINGS SUMMARY

|                                |              |
|--------------------------------|--------------|
| Interest this statement period | \$0.00       |
| Interest credited year-to-date | \$0.00       |
| Annual percentage yield earned | 0.00%        |
| Average monthly balance        | \$426,893.97 |

### For your protection:

Examine this statement promptly. Any discrepancy must be reported within 30 days. Consumer customers: A discrepancy regarding an electronic payment or line of credit must be reported within 60 days.



**North Lake Tahoe Resort Association**  
**Reconciliation Summary**  
1007-00 - Cash - Payroll BOTW #7421, Period Ending 12/31/2018

---

|  | <u>Dec 31, 18</u>        |   |
|--|--------------------------|---|
| <b>Beginning Balance</b>                 | 7,349.13                 |   |
| <b>Cleared Transactions</b>              |                          |   |
| Checks and Payments - 17 items           | -82,728.47               |   |
| Deposits and Credits - 2 items           | 83,348.77                |   |
| <b>Total Cleared Transactions</b>        | <u>620.30</u>            |   |
| <b>Cleared Balance</b>                   | <u><u>7,969.43</u></u>   | ✓ |
| <b>Uncleared Transactions</b>            |                          |   |
| Checks and Payments - 7 items            | -1,031.83                |   |
| <b>Total Uncleared Transactions</b>      | <u>-1,031.83</u>         | ✓ |
| <b>Register Balance as of 12/31/2018</b> | <u><u>6,937.60</u></u>   | ✓ |
| <b>New Transactions</b>                  |                          |   |
| Checks and Payments - 2 items            | -40,349.47               |   |
| Deposits and Credits - 1 item            | 0.00                     |   |
| <b>Total New Transactions</b>            | <u>-40,349.47</u>        |   |
| <b>Ending Balance</b>                    | <u><u>-33,411.87</u></u> |   |

*[Handwritten Signature]*  
1/22/19

**North Lake Tahoe Resort Association**  
**Reconciliation Detail**  
**1007-00 - Cash - Payroll BOTW #7421, Period Ending 12/31/2018**

| Type                                     | Date       | Num   | Name                  | Clr | Amount                   | Balance                  |
|--|------------|-------|-----------------------|-----|--------------------------|--------------------------|
| <b>Beginning Balance</b>                 |            |       |                       |     |                          | 7,349.13                 |
| <b>Cleared Transactions</b>              |            |       |                       |     |                          |                          |
| <b>Checks and Payments - 17 items</b>    |            |       |                       |     |                          |                          |
| Check                                    | 11/21/2018 | 50076 | Williams, Linda       | X   | -368.70                  | -368.70                  |
| Bill Pmt -Check                          | 12/04/2018 | EFT   | InfiniSource Benefits | X   | -955.00                  | -1,323.70                |
| Bill Pmt -Check                          | 12/04/2018 | EFT   | Bancorp Bank          | X   | -16.43                   | -1,340.13                |
| General Journal                          | 12/07/2018 | 47255 |                       | X   | -22,819.87               | -24,160.00               |
| General Journal                          | 12/07/2018 | 47256 |                       | X   | -9,655.14                | -33,815.14               |
| General Journal                          | 12/07/2018 | 47256 |                       | X   | -5,505.04                | -39,320.18               |
| Bill Pmt -Check                          | 12/07/2018 | EFT   | ADP                   | X   | -381.31                  | -39,701.49               |
| Bill Pmt -Check                          | 12/07/2018 | EFT   | Bancorp Bank          | X   | -108.04                  | -39,809.53               |
| Bill Pmt -Check                          | 12/10/2018 | EFT   | Bancorp Bank          | X   | -40.00                   | -39,849.53               |
| Bill Pmt -Check                          | 12/14/2018 | EFT   | ADP                   | X   | -73.07                   | -39,922.60               |
| Bill Pmt -Check                          | 12/18/2018 | EFT   | InfiniSource Benefits | X   | -2,221.20                | -42,143.80               |
| General Journal                          | 12/21/2018 | 46977 |                       | X   | -23,229.69               | -65,373.49               |
| General Journal                          | 12/21/2018 | 46978 |                       | X   | -15,995.30               | -81,368.79               |
| Bill Pmt -Check                          | 12/21/2018 | EFT   | ADP                   | X   | -755.54                  | -82,124.33               |
| Bill Pmt -Check                          | 12/26/2018 | EFT   | InfiniSource Benefits | X   | -384.62                  | -82,508.95               |
| Bill Pmt -Check                          | 12/28/2018 | EFT   | ADP                   | X   | -86.54                   | -82,595.49               |
| Bill Pmt -Check                          | 12/31/2018 | EFT   | Bancorp Bank          | X   | -132.98                  | -82,728.47               |
| <b>Total Checks and Payments</b>         |            |       |                       |     | <u>-82,728.47</u>        | <u>-82,728.47</u>        |
| <b>Deposits and Credits - 2 items</b>    |            |       |                       |     |                          |                          |
| Transfer                                 | 12/04/2018 |       |                       | X   | 38,348.77                | 38,348.77                |
| Transfer                                 | 12/19/2018 |       |                       | X   | 45,000.00                | 83,348.77                |
| <b>Total Deposits and Credits</b>        |            |       |                       |     | <u>83,348.77</u>         | <u>83,348.77</u>         |
| <b>Total Cleared Transactions</b>        |            |       |                       |     | <u>620.30</u>            | <u>620.30</u>            |
| <b>Cleared Balance</b>                   |            |       |                       |     | 620.30                   | 7,969.43                 |
| <b>Uncleared Transactions</b>            |            |       |                       |     |                          |                          |
| <b>Checks and Payments - 7 items</b>     |            |       |                       |     |                          |                          |
| Check                                    | 07/07/2017 | 50030 | Pomerantz, Debbie     |     | -70.96                   | -70.96                   |
| Check                                    | 07/21/2017 | 50032 | Pomerantz, Debbie     |     | -117.32                  | -188.28                  |
| Check                                    | 08/18/2017 | 50036 | Pomerantz, Debbie     |     | -116.64                  | -304.92                  |
| Check                                    | 09/01/2017 | 50038 | Pomerantz, Debbie     |     | -72.20                   | -377.12                  |
| Check                                    | 09/15/2017 | 50040 | Pomerantz, Debbie     |     | -55.55                   | -432.67                  |
| Check                                    | 12/07/2018 | 50077 | Williams, Linda       |     | -368.72                  | -801.39                  |
| Check                                    | 12/21/2018 | 50078 | Williams, Linda       |     | -230.44                  | -1,031.83                |
| <b>Total Checks and Payments</b>         |            |       |                       |     | <u>-1,031.83</u>         | <u>-1,031.83</u>         |
| <b>Total Uncleared Transactions</b>      |            |       |                       |     | <u>-1,031.83</u>         | <u>-1,031.83</u>         |
| <b>Register Balance as of 12/31/2018</b> |            |       |                       |     | -411.53                  | 6,937.60                 |
| <b>New Transactions</b>                  |            |       |                       |     |                          |                          |
| <b>Checks and Payments - 2 items</b>     |            |       |                       |     |                          |                          |
| General Journal                          | 01/04/2019 | 47213 |                       |     | -23,375.18               | -23,375.18               |
| General Journal                          | 01/04/2019 | 47214 |                       |     | -16,974.29               | -40,349.47               |
| <b>Total Checks and Payments</b>         |            |       |                       |     | <u>-40,349.47</u>        | <u>-40,349.47</u>        |
| <b>Deposits and Credits - 1 item</b>     |            |       |                       |     |                          |                          |
| Bill Pmt -Check                          | 01/07/2019 |       | Civitas               |     | 0.00                     | 0.00                     |
| <b>Total Deposits and Credits</b>        |            |       |                       |     | <u>0.00</u>              | <u>0.00</u>              |
| <b>Total New Transactions</b>            |            |       |                       |     | <u>-40,349.47</u>        | <u>-40,349.47</u>        |
| <b>Ending Balance</b>                    |            |       |                       |     | <u><u>-40,761.00</u></u> | <u><u>-33,411.87</u></u> |



**BANK OF THE WEST**  
**BNP PARIBAS**

P.O. Box 2830, Omaha, NE 68103-2830

# Account Statement

December 1, 2018 - December 31, 2018

Page 1 of 6



>000906 2525253 0001 008230 10Z  
 NORTH LAKE TAHOE RESORT ASSOC INC  
 PAYROLL ACCOUNT  
 10268 WHITE FIR RD  
 TRUCKEE CA 96161-2120

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## SMALL BUSINESS CHECKING 238-007421

NORTH LAKE TAHOE RESORT ASSOC INC  
 PAYROLL ACCOUNT

### ACCOUNT SUMMARY

|                          |                   |
|--------------------------|-------------------|
| <b>Beginning Balance</b> | <b>\$7,349.13</b> |
| 2 Credits                | 83,348.77         |
| 0 Deposits               | 0.00              |
| 19 Withdrawals           | -82,359.77        |
| 1 Checks                 | -368.70           |
| <b>Ending Balance</b>    | <b>\$7,969.43</b> |

### EARNINGS SUMMARY

|                                |             |
|--------------------------------|-------------|
| Interest this statement period | \$0.00      |
| Interest credited year-to-date | \$0.00      |
| Annual percentage yield earned | 0.00%       |
| Average monthly balance        | \$12,782.95 |

### For your protection:

Examine this statement promptly. Any discrepancy must be reported within 30 days. Consumer customers: A discrepancy regarding an electronic payment or line of credit must be reported within 60 days.



10:49 AM  
01/09/19

**North Lake Tahoe Resort Association**  
**Reconciliation Summary**  
1008-00 · Marketing Reserve - Plumas, Period Ending 12/31/2018

---

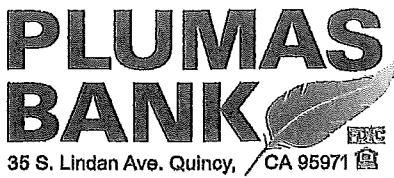
|                                   | <u>Dec 31, 18</u>         |
|-----------------------------------|---------------------------|
| Beginning Balance                 | 50,199.93                 |
| Cleared Transactions              |                           |
| Deposits and Credits - 1 item     | <u>6.40</u>               |
| Total Cleared Transactions        | <u>6.40</u>               |
| Cleared Balance                   | <u><u>50,206.33</u></u> ✓ |
| Register Balance as of 12/31/2018 | 50,206.33                 |
| Ending Balance                    | 50,206.33                 |

*ZJB*  
1/21/19



**North Lake Tahoe Resort Association**  
**Reconciliation Detail**  
**1008-00 · Marketing Reserve - Plumas, Period Ending 12/31/2018**

| Type                                     | Date       | Num | Name | Clr | Amount      | Balance          |
|--|------------|-----|------|-----|-------------|------------------|
| <b>Beginning Balance</b>                 |            |     |      |     |             | 50,199.93        |
| <b>Cleared Transactions</b>              |            |     |      |     |             |                  |
| <b>Deposits and Credits - 1 Item</b>     |            |     |      |     |             |                  |
| Deposit                                  | 12/31/2018 |     |      | X   | 6.40        | 6.40             |
| <b>Total Deposits and Credits</b>        |            |     |      |     | 6.40        | 6.40             |
| <b>Total Cleared Transactions</b>        |            |     |      |     | 6.40        | 6.40             |
| <b>Cleared Balance</b>                   |            |     |      |     | 6.40        | 50,206.33        |
| <b>Register Balance as of 12/31/2018</b> |            |     |      |     | 6.40        | 50,206.33        |
| <b>Ending Balance</b>                    |            |     |      |     | <b>6.40</b> | <b>50,206.33</b> |



STATEMENT OF ACCOUNT

| ACCOUNT NO. | STATEMENT ENDING | PAGE        |
|-------------|------------------|-------------|
| XXXXX1928   | 12/31/2018       | Page 1 of 2 |

May your Holidays be Merry & Bright!  
 Thank you for the opportunity to serve you for 38 years! In appreciation, please visit your local Plumas Bank branch to pick up your custom 2019 photo calendar.  
 Wishing you and yours a happy and prosperous New Year!  
 We look forward to contributing to your financial success in 2019!

113699-1.7 0 532-1.1 1oz



NORTH LAKE TAHOE RESORT ASSOCIATION INC  
 PO BOX 1757  
 TAHOE CITY CA 96145

| DATE                                      | TYPE             | DESCRIPTION                              | AMOUNT        |
|---|------------------|--|---------------|
| <b>BUSINESS SAVINGS ACCT #: XXXXX1928</b> |                  |  |               |
|   |                  | Interest Paid Year to Date is            | 75.27         |
|   |                  | Average Collected Balance for Period was | 50,200.14     |
|   |                  | Previous Balance on 11/30/18             | \$ 50,199.93  |
| 12/31/18                                  | INTEREST DEPOSIT |  | 6.40 +        |
|   |                  | Interest Rate: 0.1500 Ending Balance of  | \$ 50,206.33  |
| <b>BUSINESS SAVINGS ACCT #: XXXXX1939</b> |                  |  |               |
|   |                  | Interest Paid Year to Date is            | 200.90        |
|   |                  | Average Collected Balance for Period was | 100,534.01    |
|   |                  | Previous Balance on 11/30/18             | \$ 100,533.46 |
| 12/31/18                                  | INTEREST DEPOSIT |  | 17.08 +       |
|   |                  | Interest Rate: 0.2000 Ending Balance of  | \$ 100,550.54 |



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10:50 AM  
01/09/19

**North Lake Tahoe Resort Association**  
**Reconciliation Summary**  
**1009-00 · Cash Flow Reserve - Plumas, Period Ending 12/31/2018**

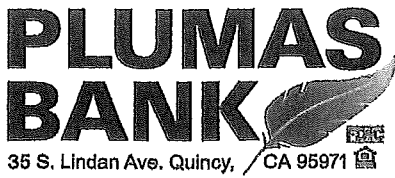
---

|                                   | <u>Dec 31, 18</u>          |
|-----------------------------------|----------------------------|
| Beginning Balance                 | 100,533.46                 |
| Cleared Transactions              |                            |
| Deposits and Credits - 1 item     | <u>17.08</u>               |
| Total Cleared Transactions        | <u>17.08</u>               |
| Cleared Balance                   | <u><u>100,550.54</u></u> ✓ |
| Register Balance as of 12/31/2018 | 100,550.54 ✓               |
| Ending Balance                    | 100,550.54                 |

*Bob*  
*1/2/19*

**North Lake Tahoe Resort Association**  
**Reconciliation Detail**  
**1009-00 - Cash Flow Reserve - Plumas, Period Ending 12/31/2018**

| Type                                 | Date       | Num | Name | Clr | Amount       | Balance           |
|--------------------------------------|------------|-----|------|-----|--------------|-------------------|
| <b>Beginning Balance</b>             |            |     |      |     |              | 100,533.46        |
| <b>Cleared Transactions</b>          |            |     |      |     |              |                   |
| <b>Deposits and Credits - 1 item</b> |            |     |      |     |              |                   |
| Deposit                              | 12/31/2018 |     |      | X   | 17.08        | 17.08             |
| Total Deposits and Credits           |            |     |      |     | 17.08        | 17.08             |
| Total Cleared Transactions           |            |     |      |     | 17.08        | 17.08             |
| Cleared Balance                      |            |     |      |     | 17.08        | 100,550.54        |
| Register Balance as of 12/31/2018    |            |     |      |     | 17.08        | 100,550.54        |
| <b>Ending Balance</b>                |            |     |      |     | <b>17.08</b> | <b>100,550.54</b> |





STATEMENT OF ACCOUNT

| ACCOUNT NO. | STATEMENT ENDING | PAGE        |
|-------------|------------------|-------------|
| XXXXX1928   | 12/31/2018       | Page 1 of 2 |

May your Holidays be Merry & Bright!  
 Thank you for the opportunity to serve you for 38 years! In appreciation, please visit your local Plumas Bank branch to pick up your custom 2019 photo calendar.  
 Wishing you and yours a happy and prosperous New Year!  
 We look forward to contributing to your financial success in 2019!

113699-1.7 0 532-1.1 1oz

 NORTH LAKE TAHOE RESORT ASSOCIATION INC  
 PO BOX 1757  
 TAHOE CITY CA 96145  


| DATE                                      | TYPE             | DESCRIPTION                              | AMOUNT          |
|---|------------------|--|-----------------|
| <b>BUSINESS SAVINGS ACCT #: XXXXX1928</b> |                  |  |                 |
|   |                  | Interest Paid Year to Date is            | 75.27           |
|   |                  | Average Collected Balance for Period was | 50,200.14       |
|   |                  | Previous Balance on 11/30/18             | \$ 50,199.93    |
| 12/31/18                                  | INTEREST DEPOSIT |  | 6.40 +          |
|   |                  | Interest Rate: 0.1500 Ending Balance of  | \$ 50,206.33    |
| <b>BUSINESS SAVINGS ACCT #: XXXXX1939</b> |                  |  |                 |
|   |                  | Interest Paid Year to Date is            | 200.90          |
|   |                  | Average Collected Balance for Period was | 100,534.01      |
|   |                  | Previous Balance on 11/30/18             | \$ 100,533.46   |
| 12/31/18                                  | INTEREST DEPOSIT |  | 17.08 +         |
|   |                  | Interest Rate: 0.2000 Ending Balance of  | \$ 100,550.54 ✓ |



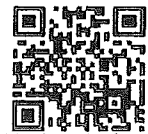
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11:16 AM

01/09/19

**North Lake Tahoe Resort Association**  
**Reconciliation Summary**  
1071-00 · Payroll Reserves BOTW #8163, Period Ending 12/31/2018

---

|                                   | <u>Dec 31, 18</u> |
|-----------------------------------|-------------------|
| Beginning Balance                 | 29,581.56         |
| Cleared Balance                   | 29,581.56         |
| Register Balance as of 12/31/2018 | 29,581.56 ✓       |
| Ending Balance                    | 29,581.56 ✓       |

*ZUB*  
*1/21/19*

11:16 AM

01/09/19

# North Lake Tahoe Resort Association

## Reconciliation Detail

1071-00 · Payroll Reserves BOTW #8163, Period Ending 12/31/2018

---

| Type                              | Date | Num | Name | Clr | Amount | Balance          |
|-----------------------------------|------|-----|------|-----|--------|------------------|
| Beginning Balance                 |      |     |      |     |        | 29,581.56        |
| Cleared Balance                   |      |     |      |     |        | 29,581.56        |
| Register Balance as of 12/31/2018 |      |     |      |     |        | 29,581.56        |
| Ending Balance                    |      |     |      |     |        | <u>29,581.56</u> |



**BANK OF THE WEST**  
**BNP PARIBAS**

P.O. Box 2830, Omaha, NE 68103-2830

# Account Statement

December 1, 2018 - December 31, 2018

Page 1 of 2



>000394 2525210 0001 008230 10Z  
 NORTH LAKE TAHOE RESORT ASSOC INC  
 PAYROLL RESERVES  
 10268 WHITE FIR RD  
 TRUCKEE CA 96161-2120



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Remember to confirm your email during your next branch visit or call our Contact Center at 800-488-2265. Our emails keep you educated about our services, products and more.

## BASIC BUSINESS CHECKING 238-008163

NORTH LAKE TAHOE RESORT ASSOC INC  
 PAYROLL RESERVES

### ACCOUNT SUMMARY

|                          |                    |
|--------------------------|--------------------|
| <b>Beginning Balance</b> | <b>\$29,581.56</b> |
| 0 Credits                | 0.00               |
| 0 Deposits               | 0.00               |
| 0 Withdrawals            | 0.00               |
| 0 Checks                 | 0.00               |
| <b>Ending Balance</b>    | <b>\$29,581.56</b> |

### EARNINGS SUMMARY

|                                |             |
|--------------------------------|-------------|
| Interest this statement period | \$0.00      |
| Interest credited year-to-date | \$0.00      |
| Annual percentage yield earned | 0.00%       |
| Average monthly balance        | \$29,581.56 |

### For your protection:

Examine this statement promptly. Any discrepancy must be reported within 30 days. Consumer customers: A discrepancy regarding an electronic payment or line of credit must be reported within 60 days.



00394 2525210 000395 000789 0001/0001





## IMPORTANT INFORMATION

### IN CASE OF ERRORS OR QUESTIONS ABOUT YOUR ELECTRONIC TRANSFERS

(For accounts that are maintained primarily for personal, family or household purposes.)

Telephone us at (800) 488-2265, or write us at Bank of the West\*, Branch Service Center, P.O. Box 2573, Omaha, NE 68103-2573 as soon as you can if you think your statement or receipt is wrong or if you need more information about a transfer listed on the statement or receipt. We must hear from you no later than 60 days after we sent you the FIRST statement on which the error or problem appeared. We will need to know the following:

1. Tell us your name and account number (if any).
2. Describe the error or the transfer you are unsure about, and explain as clearly as you can why you believe it is an error or why you need more information.
3. Tell us the dollar amount of the suspected error.

We will investigate your complaint and will correct any error promptly. If we take more than 10 business days (20 business days for transactions involving new accounts) to do this, we will credit your account for the amount you think is in error, so that you will have the use of the money during the time it takes us to complete our investigation.

\*In South Dakota, Bank of the West operates under the name of Bank of the West California.



10:40 AM

01/04/19

**North Lake Tahoe Resort Association**  
**Reconciliation Summary**  
1080-00 · Special Events BOTW #1626, Period Ending 12/31/2018

---

|                                   | <u>Dec 31, 18</u>          |
|-----------------------------------|----------------------------|
| Beginning Balance                 | 142,460.60                 |
| Cleared Transactions              |                            |
| Checks and Payments - 11 items    | -3,867.35                  |
| Deposits and Credits - 2 items    | 100.00                     |
| Total Cleared Transactions        | <u>-3,767.35</u>           |
| Cleared Balance                   | <u><u>138,693.25</u></u> · |
| Register Balance as of 12/31/2018 | 138,693.25 ✓               |
| Ending Balance                    | 138,693.25 ✓               |

*PLB*  
*1/2/19*

**North Lake Tahoe Resort Association**  
**Reconciliation Detail**  
**1080-00 · Special Events BOTW #1626, Period Ending 12/31/2018**

| Type                                     | Date       | Num   | Name                     | Clr | Amount           | Balance           |
|--|------------|-------|--------------------------|-----|------------------|-------------------|
| <b>Beginning Balance</b>                 |            |       |                          |     |                  | 142,460.60        |
| <b>Cleared Transactions</b>              |            |       |                          |     |                  |                   |
| <b>Checks and Payments - 11 items</b>    |            |       |                          |     |                  |                   |
| General Journal                          | 12/02/2018 | 47240 |                          | X   | -10.00           | -10.00            |
| Bill Pmt -Check                          | 12/03/2018 | EFT   | Liberty Utilities*       | X   | -208.94          | -218.94           |
| Bill Pmt -Check                          | 12/03/2018 | EFT   | Liberty Utilities*       | X   | -204.45          | -423.39           |
| Bill Pmt -Check                          | 12/03/2018 | EFT   | Liberty Utilities*       | X   | -193.43          | -616.82           |
| Bill Pmt -Check                          | 12/03/2018 | EFT   | CoPower                  | X   | -110.80          | -727.62           |
| General Journal                          | 12/04/2018 | 47241 |                          | X   | -4.07            | -731.69           |
| Bill Pmt -Check                          | 12/06/2018 | EFT   | Principal Financial G... | X   | -2,440.83        | -3,172.52         |
| Bill Pmt -Check                          | 12/12/2018 | EFT   | AT & T*                  | X   | -171.40          | -3,343.92         |
| Bill Pmt -Check                          | 12/12/2018 | EFT   | AT & T*                  | X   | -168.08          | -3,512.00         |
| Bill Pmt -Check                          | 12/14/2018 | EFT   | AT & T*                  | X   | -202.52          | -3,714.52         |
| Bill Pmt -Check                          | 12/17/2018 | EFT   | Southwest Gas Corp...    | X   | -152.83          | -3,867.35         |
| <b>Total Checks and Payments</b>         |            |       |                          |     | <b>-3,867.35</b> | <b>-3,867.35</b>  |
| <b>Deposits and Credits - 2 items</b>    |            |       |                          |     |                  |                   |
| General Journal                          | 12/02/2018 | 47239 |                          | X   | 10.00            | 10.00             |
| Deposit                                  | 12/04/2018 |       |                          | X   | 90.00            | 100.00            |
| <b>Total Deposits and Credits</b>        |            |       |                          |     | <b>100.00</b>    | <b>100.00</b>     |
| <b>Total Cleared Transactions</b>        |            |       |                          |     | <b>-3,767.35</b> | <b>-3,767.35</b>  |
| <b>Cleared Balance</b>                   |            |       |                          |     | <b>-3,767.35</b> | <b>138,693.25</b> |
| <b>Register Balance as of 12/31/2018</b> |            |       |                          |     | <b>-3,767.35</b> | <b>138,693.25</b> |
| <b>Ending Balance</b>                    |            |       |                          |     | <b>-3,767.35</b> | <b>138,693.25</b> |



**BANK OF THE WEST**  
**BNP PARIBAS**

P.O. Box 2830, Omaha, NE 68103-2830

# Account Statement

December 1, 2018 - December 31, 2018

Page 1 of 4

>003880 2523102 0001 008230 10Z  
NORTH LAKE TAHOE RESORT ASSOC INC  
SPECIAL EVENTS  
10268 WHITE FIR RD  
TRUCKEE CA 96161-2120



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## CLASSIC BUSINESS CHECKING 040-531626

NORTH LAKE TAHOE RESORT ASSOC INC  
SPECIAL EVENTS

### ACCOUNT SUMMARY

|                          |                     |
|--------------------------|---------------------|
| <b>Beginning Balance</b> | <b>\$142,460.60</b> |
| 2 Credits                | 95.93               |
| 0 Deposits               | 0.00                |
| 10 Withdrawals           | -3,863.28           |
| 0 Checks                 | 0.00                |
| <b>Ending Balance</b>    | <b>\$138,693.25</b> |

### EARNINGS SUMMARY

|                                |              |
|--------------------------------|--------------|
| Interest this statement period | \$0.00       |
| Interest credited year-to-date | \$0.00       |
| Annual percentage yield earned | 0.00%        |
| Average monthly balance        | \$139,400.62 |

### For your protection:

Examine this statement promptly. Any discrepancy must be reported within 30 days. Consumer customers: A discrepancy regarding an electronic payment or line of credit must be reported within 60 days.



1200-00 QB Accounts Receivable & 1290-00 QB TOT Receivable

|   | <u>Current</u> | <u>1 - 30</u>     | <u>31 - 60</u>   | <u>61 - 90</u>  | <u>&gt; 90</u>   | <u>TOTAL</u>      | GL Acct | Status                     |
|---|----------------|-------------------|------------------|-----------------|------------------|-------------------|---------|----------------------------|
| Allied PRA DSC Inc. (Dest Svcs Corp)      | 0.00           | 0.00              | 0.00             | 0.00            | 550.00           | 550.00            | 1200-00 |                            |
| County of Placer                          | 0.00           | 286,489.15        | 22,528.31        | 0.00            | 0.00             | 309,017.46        | 1290-00 | \$250k pd<br>1/16/19       |
| Destination Tahoe Meetings & Events       | 0.00           | 0.00              | 0.00             | 0.00            | 550.00           | 550.00            | 1200-00 |                            |
| Edgewood Tahoe                            | 0.00           | 0.00              | 0.00             | 0.00            | 5,827.50         | 5,827.50          | 1200-00 | to cut ck wk<br>of 1/21/19 |
| Event Specialists                         | 0.00           | 0.00              | 0.00             | 0.00            | 550.00           | 550.00            | 1200-00 |                            |
| Hampton Inn & Suites                      | 0.00           | 0.00              | 0.00             | 0.00            | 2,978.10         | 2,978.10          | 1200-00 | pd 1/16/19                 |
| Harrah's/Harveys Casino                   | 0.00           | 0.00              | 0.00             | 0.00            | 2,358.20         | 2,358.20          | 1200-00 |                            |
| Hyatt Regency Lake Tahoe Resort, Spa & Ca | 0.00           | 0.00              | 0.00             | 3,862.95        | 0.00             | 3,862.95          | 1200-00 | pd 1/16/19                 |
| Resort at Squaw Creek*                    | 0.00           | 8,579.68          | 0.00             | 0.00            | 0.00             | 8,579.68          | 1200-00 |                            |
| Tahoe Mountain Resorts Lodging            | 0.00           | 0.00              | 0.00             | 0.00            | 550.00           | 550.00            | 1200-00 |                            |
| <b>TOTAL</b>                              | <u>0.00</u>    | <u>295,068.83</u> | <u>22,528.31</u> | <u>3,862.95</u> | <u>13,363.80</u> | <u>334,823.89</u> |         |                            |
| <br>                                      |                |                   |                  |                 |                  |                   |         |                            |
| 1200-00 Total                             | 0.00           | 8,579.68          | 0.00             | 3,862.95        | 13,363.80        | 25,806.43         |         |                            |
| 1299-00 Total                             | 0.00           | 286,489.15        | 22,528.31        | 0.00            | 0.00             | 309,017.46        |         |                            |
| <b>TOTAL QB Accounts Receivable</b>       | <u>0.00</u>    | <u>295,068.83</u> | <u>22,528.31</u> | <u>3,862.95</u> | <u>13,363.80</u> | <u>334,823.89</u> |         |                            |
| <br>                                      |                |                   |                  |                 |                  |                   |         |                            |
| GL Balance 1200-00                        |                |                   |                  |                 |                  | 25,806.43         |         |                            |
| Variance                                  |                |                   |                  |                 |                  | -                 |         |                            |
| <br>                                      |                |                   |                  |                 |                  |                   |         |                            |
| GL Balance 1290-00                        |                |                   |                  |                 |                  | 309,017.46        |         |                            |
| Variance                                  |                |                   |                  |                 |                  | -                 |         |                            |

**1201-00 AR Member Activities & 1201-01 AR Member Dues (Weblink)**

**1201-00 AR Member Activities**

Accounts Receivable balance for Invoices through 12/31/2018:

|                                       |        |
|---------------------------------------|--------|
| Member Activities                     | 555.00 |
| Community Awards 2018 Employee Awards | 40.00  |
| Community Awards 2018 Luminary Awards | -      |
| Community Awards 2018 Tickets         | -      |
| Email Blast                           | 240.00 |
| Sponsorships                          | -      |
| TM Breakfast Club Annual              | -      |
| Tm Breakfast Club Ticket              | 75.00  |
|                                       | <hr/>  |
| AR at 12/31/2018 ( Ageing attached)   | 910.00 |
| GL Balance at 12/31/2018              | 910.00 |
| Variance                              | -      |

**1201-01 AR Member Dues**

|                          |           |
|--------------------------|-----------|
| Member Dues              | 16,350.00 |
|                          | <hr/>     |
| AR at 12/31/2018         | 16,350.00 |
| GL Balance at 12/31/2018 | 16,350.00 |
| Variance                 | -         |

## Accounts Receivable Summary

Invoices With Apply Dates Through December 31, 2018  
 Aged as of Monday, December 31, 2018

| <u>Revenue Item</u>                   | <u>Not Yet Due</u> | <u>Current</u>  | <u>31 - 60</u>  | <u>61 - 90</u> | <u>91 - 120</u> | <u>121+</u>     | <u>Total</u>     |
|---------------------------------------|--------------------|-----------------|-----------------|----------------|-----------------|-----------------|------------------|
| Activities                            | 0.00               | 420.00          | 0.00            | 0.00           | 0.00            | 135.00          | 555.00           |
| Community Awards 2018- Employee Award | 0.00               | 0.00            | 0.00            | 0.00           | 0.00            | 40.00           | 40.00            |
| Dues                                  | 0.00               | 5,385.00        | 2,420.00        | 0.00           | 550.00          | 7,995.00        | 16,350.00        |
| Email Blast                           | 0.00               | 80.00           | 0.00            | 0.00           | 160.00          | 0.00            | 240.00           |
| TMBC - Ticket                         | 0.00               | 15.00           | 15.00           | 15.00          | 30.00           | 0.00            | 75.00            |
| <b>Total Open Invoices</b>            | <b>0.00</b>        | <b>5,900.00</b> | <b>2,435.00</b> | <b>15.00</b>   | <b>740.00</b>   | <b>8,170.00</b> | <b>17,260.00</b> |

Unapplied Payments With Payment  
 Dates Prior to and Including  
 12/31/2018

0.00

Pre-Payments: Payments Made Prior to 12/31/2018 on Invoices With Apply Dates After 12/31/2018

Total Pre-Payments

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

17,260.00

12100 Inventory - Retail

|                                   |                  |
|-----------------------------------|------------------|
| Inventory item valuation          | 23,674.55        |
| Inventory valuation at 12/31/2018 | <u>23,674.55</u> |
| G/L Balanace at 12/31/2018        | 24,188.08        |
| Unreconciled variance             | (513.53)         |



## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department       | Item Name                       | At | Vendor Name                 | Item # | Item Des   | Ext Cost       | Cost  | 1 Ext Cost     | 1 Qty      |
|------------------|---------------------------------|----|-----------------------------|--------|------------|----------------|-------|----------------|------------|
| Childrens Clothe | I love California Infant Onsie  |    |                             | 867    |            | 0.00           | 0.00  | 0.00           | 0          |
| Womens Clothin   | Tahoe eNVy T Shirt Wmns         | Tu |                             | 875    |            | 0.00           | 0.00  | 0.00           | 0          |
| Books-Childrens  | mini chipmunk                   |    |                             | 1360   |            | 0.00           | 0.00  | 0.00           | 0          |
| Misc             | miscellaneous                   |    |                             | 915    |            | 0.00           | 0.00  | 0.00           | 0          |
| Mens Clothing    | W-18 Mens Barre Soft Shell Ve   |    |                             | 1319   |            | 120.00         | 40.00 | 120.00         | 3          |
| Mens Clothing    | W-18 Mens Benson Soft Shell .   |    |                             | 1318   |            | 350.00         | 50.00 | 350.00         | 7          |
| Maps             | A Birding Guide Reno & Beyond   |    |                             | 833    |            | 0.00           | 0.00  | 0.00           | 0          |
| Home Decor       | California Bittersweet 8" Tahoe |    |                             | 1038   |            | 0.00           | 0.00  | 0.00           | 0          |
| Food             | Hint Mint Chocolate             |    |                             | 981    |            | 0.00           | 0.00  | 0.00           | 0          |
| Childrens Clothe | Tahoe Basics Onsie              |    |                             | 936    |            | 110.00         | 10.00 | 110.00         | 11         |
| Maps             | Nevada Birding Maps             |    |                             | 766    |            | 0.00           | 0.00  | 0.00           | 0          |
| Monthly Artist   | Monthly Artist                  | Mo |                             | 202    | Artist Exh | 0.00           | 0.00  | 0.00           | 1          |
|                  |                                 |    |                             | 1489   |            | 0.00           | 0.00  | 0.00           | -1         |
| Souvenir         | Focus Keychain                  |    |                             | 1429   |            | 0.00           | 0.00  | 0.00           | 0          |
| Unisex Clothing  | Rise Designs T-Shirts & Tank    |    |                             | 906    |            | 26.00          | 13.00 | 26.00          | 2          |
|                  |                                 |    |                             |        |            | <b>606.00</b>  |       | <b>606.00</b>  | <b>23</b>  |
| Souvenir         | Keepsake Lake - Assorted        |    | About a Boy ...             | 1327   |            | 155.00         | 5.00  | 155.00         | 31         |
| Souvenir         | Bookmark                        |    | About a Boy ...             | 1328   |            | 12.00          | 4.00  | 12.00          | 3          |
| Souvenir         | Magnet - Assorted               |    | About a Boy ...             | 1325   |            | 115.50         | 3.50  | 115.50         | 33         |
| Souvenir         | Clock - Tahoe Time              |    | About a Boy ...             | 1326   |            | 25.00          | 25.00 | 25.00          | 1          |
| Souvenir         | Key Chain - Assorted            |    | About a Boy ...             | 1329   |            | 32.00          | 4.00  | 32.00          | 8          |
|                  |                                 |    | <b>About a Boy ...</b>      |        |            | <b>339.50</b>  |       | <b>339.50</b>  | <b>76</b>  |
| Maps             | Lake Tahoe Basin Trail Map (a   |    | Adventure Maps, Inc.        | 301    |            | 116.85         | 7.79  | 116.85         | 15         |
|                  |                                 |    | <b>Adventure Maps, Inc.</b> |        |            | <b>116.85</b>  |       | <b>116.85</b>  | <b>15</b>  |
| Body Care        | Sunscreen - NLT Logo            |    | Aloe Up                     | 1189   | Aloe Up -  | 265.00         | 5.00  | 265.00         | 53         |
|                  |                                 |    | <b>Aloe Up</b>              |        |            | <b>265.00</b>  |       | <b>265.00</b>  | <b>53</b>  |
| Poster           | Lake Tahoe Boxmount Poster      |    | Alpine Mounting Syster      | 880    |            | 149.48         | 74.74 | 149.48         | 2          |
| Maps             | Tahoe Map Xplorer               |    | Alpine Mounting Syster      | 1111   |            | 72.00          | 18.00 | 72.00          | 4          |
| Maps             | Lake Tahoe 1960's Map           |    | Alpine Mounting Syster      | 1112   |            | 66.00          | 22.00 | 66.00          | 3          |
| Art              | 1960 Lake Tahoe Boxmount Ma     |    | Alpine Mounting Syster      | 1341   |            | 84.00          | 84.00 | 84.00          | 1          |
| Poster           | Tahoe Event Posters             |    | Alpine Mounting Syster      | 879    |            | 443.05         | 8.06  | 443.05         | 55         |
|                  |                                 |    | <b>Alpine Mounting Syst</b> |        |            | <b>814.54</b>  |       | <b>814.54</b>  | <b>65</b>  |
| Home Decor       | Lake Tahoe Granite Boards       |    | Alpine Stone Works          | 1177   |            | 0.00           | 0.00  | 0.00           | 0          |
| Home Decor       | Lake Tahoe Delux Granite Boar   |    | Alpine Stone Works          | 1178   |            | 0.00           | 0.00  | 0.00           | 0          |
|                  |                                 |    | <b>Alpine Stone Works</b>   |        |            | <b>0.00</b>    |       | <b>0.00</b>    | <b>0</b>   |
| Food             | Cup of Coffee                   |    | Amazon.com                  | 1361   |            | (28.35)        | 0.63  | (28.35)        | -45        |
|                  |                                 |    | <b>Amazon.com</b>           |        |            | <b>(28.35)</b> |       | <b>(28.35)</b> | <b>-45</b> |
| Books            | My First Hike Board Book        |    | American Cycling Inc.       | 730    |            | 19.68          | 4.92  | 19.68          | 4          |
| Books            | Bearology                       |    | American Cycling Inc.       | 726    |            | 23.94          | 11.97 | 23.94          | 2          |
| Books            | 5 Star Trails Lake Tahoe        |    | American Cycling Inc.       | 721    |            | 19.14          | 9.57  | 19.14          | 2          |
| Books            | Mountain Biking North Lake Ta   |    | American Cycling Inc.       | 723    |            | 0.00           | 0.00  | 0.00           | 0          |
| Books-Childrens  | Good Night Lake                 |    | American Cycling Inc.       | 839    |            | 17.91          | 5.97  | 17.91          | 3          |
| Books-Childrens  | Good Night Mountains            |    | American Cycling Inc.       | 840    |            | 29.85          | 5.97  | 29.85          | 5          |
| Books            | Tahoe Rim Trail                 |    | American Cycling Inc.       | 859    |            | 10.77          | 10.77 | 10.77          | 1          |
| Maps             | Yosemite Maps Tom Harris        |    | American Cycling Inc.       | 862    |            | 19.71          | 6.57  | 19.71          | 3          |
| Books            | The Complete Guidebook to Yc    |    | American Cycling Inc.       | 863    |            | 7.77           | 7.77  | 7.77           | 1          |
| Books            | Saving Lake Tahoe               |    | American Cycling Inc.       | 860    |            | 32.55          | 16.27 | 32.55          | 2          |
| Books            | Ski House Cookbook              |    | American Cycling Inc.       | 789    |            | 90.00          | 18.00 | 90.00          | 5          |
| Books            | Secret Life of Trees            |    | American Cycling Inc.       | 760    |            | 11.95          | 2.39  | 11.95          | 5          |
| Books            | Baby Black Bears                |    | American Cycling Inc.       | 759    |            | 0.00           | 0.00  | 0.00           | 0          |
|                  |                                 |    | <b>American Cycling Inc</b> |        |            | <b>283.27</b>  |       | <b>283.27</b>  | <b>33</b>  |
| Jewelry          | Bracelet Wrap Trio Because Yc   |    | And Apparel Inc             | 1053   | T425BYC    | 0.00           | 0.00  | 0.00           | 0          |
| Jewelry          | Bracelet Wrap Lifes Inspiration |    | And Apparel Inc             | 1054   | LIS360 Li  | 0.00           | 0.00  | 0.00           | 0          |
| Jewelry          | Bracelet Wrap Stone Peaceful    |    | And Apparel Inc             | 1050   | RW530Si    | 0.00           | 0.00  | 0.00           | 0          |
| Jewelry          | Bracelet Wrap Renew Regular     |    | And Apparel Inc             | 1051   | RW525N     | 0.00           | 0.00  | 0.00           | 0          |
| Jewelry          | Bracelet Wrap Divine Exotic     |    | And Apparel Inc             | 1052   | WADC13     | 0.00           | 0.00  | 0.00           | 0          |
|                  |                                 |    | <b>And Apparel Inc</b>      |        |            | <b>0.00</b>    |       | <b>0.00</b>    | <b>0</b>   |
| Gear             | Eddy Dog Bowls                  |    | Anybowl, LLC                | 1115   |            | 16.50          | 1.50  | 16.50          | 11         |
|                  |                                 |    | <b>Anybowl, LLC</b>         |        |            | <b>16.50</b>   |       | <b>16.50</b>   | <b>11</b>  |
| Stuffed Animals  | Stuffed Animal, Deer            |    | Aurora                      | 507    |            | 0.00           | 0.00  | 0.00           | 0          |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department      | Item Name                       | At | Vendor Name                | Item # | Item Des   | Ext Cost      | Cost  | 1 Ext Cost    | 1 Qty     |
|-----------------|---------------------------------|----|----------------------------|--------|------------|---------------|-------|---------------|-----------|
| Stuffed Animals | Stuffed Animal, Grey Squirrel   |    | Aurora                     | 408    |            | 17.94         | 2.99  | 17.94         | 6         |
| Stuffed Animals | Stuffed Animal, Dream Blk Bea   |    | Aurora                     | 411    | Dreamy E   | 72.36         | 6.03  | 72.36         | 12        |
| Stuffed Animals | Stuffed Animal, Chipmunk        |    | Aurora                     | 410    |            | 50.83         | 2.99  | 50.83         | 17        |
|                 |                                 |    | <b>Aurora</b>              |        |            | <b>141.13</b> |       | <b>141.13</b> | <b>35</b> |
| Stuffed Animals | Stuffed Animal-Blackstone Bea   |    | Aurora World, Inc.         | 1500   |            | 20.25         | 6.75  | 20.25         | 3         |
| Stuffed Animals | Stuffed Animal - Snowy Owl      |    | Aurora World, Inc.         | 1499   |            | 0.00          | 0.00  | 0.00          | 0         |
| Stuffed Animals | Stuffed Animal-Fiona Fawn       |    | Aurora World, Inc.         | 1498   |            | 0.00          | 0.00  | 0.00          | 0         |
| Stuffed Animals | Stuffed Animal-Grizzly Bear     |    | Aurora World, Inc.         | 1501   |            | 20.25         | 6.75  | 20.25         | 3         |
| Stuffed Animals | Stuffed Animal-Fawne small      |    | Aurora World, Inc.         | 1506   |            | 20.40         | 3.40  | 20.40         | 6         |
| Stuffed Animals | Stuffed Anuimal-Nutsie Squirrel |    | Aurora World, Inc.         | 1507   |            | 3.40          | 3.40  | 3.40          | 1         |
| Stuffed Animals | Stuffed Animal-Silly Squirrel   |    | Aurora World, Inc.         | 1510   |            | 0.00          | 0.00  | 0.00          | 0         |
| Stuffed Animals | Stuffed Animal-Rowdy Raccoor    |    | Aurora World, Inc.         | 1505   |            | 13.70         | 6.85  | 13.70         | 2         |
| Stuffed Animals | Stuffed Animal-Gizmo Golden L   |    | Aurora World, Inc.         | 1502   |            | 32.20         | 8.05  | 32.20         | 4         |
| Stuffed Animals | Stuffed Animal-WInter Bonny B   |    | Aurora World, Inc.         | 1503   |            | 32.50         | 3.25  | 32.50         | 10        |
| Stuffed Animals | Stuffed Animal-Farrah Fawn      |    | Aurora World, Inc.         | 1504   |            | 27.00         | 6.75  | 27.00         | 4         |
| Stuffed Animals | Stuffed Animal, Beaver          |    | Aurora World, Inc.         | 1439   |            | 0.00          | 0.00  | 0.00          | 0         |
| Stuffed Animals | Stuffed Animal, Rabbit          |    | Aurora World, Inc.         | 1436   |            | 0.00          | 0.00  | 0.00          | 0         |
| Stuffed Animals | Stuffed animal, bonnie bear tan |    | Aurora World, Inc.         | 1435   |            | 35.40         | 7.08  | 35.40         | 5         |
| Stuffed Animals | Stuffed Animal, racoon          |    | Aurora World, Inc.         | 1438   |            | 13.50         | 6.75  | 13.50         | 2         |
| Stuffed Animals | Stuffed Animal, otter           |    | Aurora World, Inc.         | 1437   |            | 6.75          | 6.75  | 6.75          | 1         |
|                 |                                 |    | <b>Aurora World, Inc.</b>  |        |            | <b>225.35</b> |       | <b>225.35</b> | <b>41</b> |
| Jewelry         | Friendship Bracelets            |    | Bali Queen                 | 1137   |            | 0.00          | 0.00  | 0.00          | 0         |
|                 |                                 |    | <b>Bali Queen</b>          |        |            | <b>0.00</b>   |       | <b>0.00</b>   | <b>0</b>  |
| Cards           | Barb Kallestad Art Cards        |    | Barb Kallestad             | 63     | Local Arti | 20.00         | 2.00  | 20.00         | 10        |
|                 |                                 |    | <b>Barb Kallestad</b>      |        |            | <b>20.00</b>  |       | <b>20.00</b>  | <b>10</b> |
| Hats            | Big Truck Goggle hat            |    | Big Truck Brand            | 1520   |            | 70.00         | 17.50 | 70.00         | 4         |
| Hats-Kids       | Big Truck Toddler Cap           |    | Big Truck Brand            | 1523   |            | 50.00         | 12.50 | 50.00         | 4         |
| Hats-Kids       | Big Truck Baby Cap              |    | Big Truck Brand            | 1522   | black and  | 40.00         | 10.00 | 40.00         | 4         |
| Hats            | Big Truck Classic Cap           |    | Big Truck Brand            | 1521   |            | 105.00        | 17.50 | 105.00        | 6         |
|                 |                                 |    | <b>Big Truck Brand</b>     |        |            | <b>265.00</b> |       | <b>265.00</b> | <b>18</b> |
| Cards/Post      | Cards Bison Letterpress Big     |    | Bison Bookbinding and      | 1056   |            | 7.50          | 2.50  | 7.50          | 3         |
| Cards/Post      | Cards Bison Letterpress Small   |    | Bison Bookbinding and      | 1057   |            | 4.50          | 2.25  | 4.50          | 2         |
| Souvenir        | Notebook Bison Letterpress Big  |    | Bison Bookbinding and      | 1058   |            | 0.00          | 0.00  | 0.00          | 0         |
| Souvenir        | Notebook Bison Letterpress Sn   |    | Bison Bookbinding and      | 1059   |            | 5.50          | 5.50  | 5.50          | 1         |
|                 |                                 |    | <b>Bison Bookbinding a</b> |        |            | <b>17.50</b>  |       | <b>17.50</b>  | <b>6</b>  |
| Home Decor      | Tahoe Bittersweet Ornament      |    | Bittersweet Springs        | 1039   |            | 0.00          | 0.00  | 0.00          | 0         |
| Home Decor      | Tree Bittersweet 12"            |    | Bittersweet Springs        | 1036   |            | 25.50         | 8.50  | 25.50         | 3         |
| Souvenir        | Bittersweet CA Magnet           |    | Bittersweet Springs        | 1440   |            | 0.00          | 0.00  | 0.00          | 0         |
| Home Decor      | Tree Bittersweet Ornament       |    | Bittersweet Springs        | 1035   |            | 35.00         | 3.50  | 35.00         | 10        |
| Home Decor      | California Bittersweet 16"      |    | Bittersweet Springs        | 999    |            | 0.00          | 0.00  | 0.00          | 0         |
| Home Decor      | California Bittersweet 8"       |    | Bittersweet Springs        | 998    |            | 0.00          | 0.00  | 0.00          | 0         |
| Home Decor      | California Bittersweet 24"      |    | Bittersweet Springs        | 1000   |            | 0.00          | 0.00  | 0.00          | 0         |
| Home Decor      | California Bittersweet Ornamen  |    | Bittersweet Springs        | 1001   |            | 0.00          | 0.00  | 0.00          | 0         |
|                 |                                 |    | <b>Bittersweet Springs</b> |        |            | <b>60.50</b>  |       | <b>60.50</b>  | <b>13</b> |
| Books           | Natural World of Lake Tahoe     |    | Crystal Range Associa      | 893    |            | 0.00          | 0.00  | 0.00          | 0         |
| Books           | Sierra Stories: Tales of Dreame |    | Crystal Range Associa      | 852    |            | 20.40         | 10.20 | 20.40         | 2         |
| Books           | Tahoe Wildflowers               |    | Crystal Range Associa      | 850    |            | 0.00          | 0.00  | 0.00          | 0         |
| Books           | Sierra Stories Volume II        | Vc | Crystal Range Associa      | 275    |            | 129.82        | 7.64  | 129.82        | 17        |
| Books           | Birds of the Sierra Coloring Bo |    | Crystal Range Associa      | 886    |            | 23.83         | 2.38  | 23.83         | 10        |
| Books           | Best Easy Day Hikes Book Onl    |    | Crystal Range Associa      | 888    |            | 89.70         | 8.97  | 89.70         | 10        |
| Books           | Laws Book to Drawing Birds      |    | Crystal Range Associa      | 1101   |            | 29.94         | 14.97 | 29.94         | 2         |
| Books-Childrens | Nature Log Kids                 |    | Crystal Range Associa      | 891    |            | 5.37          | 5.37  | 5.37          | 1         |
| Books           | Sierra Stories Volume I         | Vc | Crystal Range Associa      | 274    |            | 0.00          | 0.00  | 0.00          | 0         |
| Books-Childrens | Summer Visitors                 |    | Crystal Range Associa      | 887    |            | 0.00          | 0.00  | 0.00          | 0         |
| Books           | High Altitude Baking - 2nd Edit |    | Crystal Range Associa      | 1488   |            | 33.15         | 11.05 | 33.15         | 3         |
| Books           | Tahoe Beneath the Surface       |    | Crystal Range Associa      | 851    |            | 51.00         | 10.20 | 51.00         | 5         |
| Books-Childrens | 52 Fun Things to do in a Car    |    | Crystal Range Associa      | 788    |            | 8.34          | 4.17  | 8.34          | 2         |
| Books           | Waterford Pocket Guide          |    | Crystal Range Associa      | 1345   | Waterforc  | 0.00          | 0.00  | 0.00          | 0         |
| Books           | Vikingsholm: Hidden Castle      |    | Crystal Range Associa      | 1346   |            | 21.00         | 3.00  | 21.00         | 7         |
| Maps            | Desination Wilderness Map       |    | Crystal Range Associa      | 1362   |            | 0.00          | 0.00  | 0.00          | 0         |
| Books-Childrens | Over in the Forest              |    | Crystal Range Associa      | 787    |            | 21.48         | 5.37  | 21.48         | 4         |
| Books           | Lake Tahoe a Postcard History   |    | Crystal Range Associa      | 769    |            | 13.19         | 13.19 | 13.19         | 1         |
| Books           | Fairest Picture-Mark Twain      |    | Crystal Range Associa      | 71     |            | 10.79         | 10.79 | 10.79         | 1         |
| Books           | Tahoe's Magical West Shore      |    | Crystal Range Associa      | 785    |            | 13.77         | 13.77 | 13.77         | 1         |
| Books           | Sierra Birds                    |    | Crystal Range Associa      | 80     |            | 6.00          | 6.00  | 6.00          | 1         |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department       | Item Name                       | Alt | Vendor Name                 | Item # | Item Des   | Ext Cost        | Cost  | 1 Ext Cost      | 1 Qty      |
|------------------|---------------------------------|-----|-----------------------------|--------|------------|-----------------|-------|-----------------|------------|
| Books-Childrens  | Baby Bear Discovers the World   |     | Crystal Range Associa       | 836    |            | 17.94           | 8.97  | 17.94           | 2          |
| Books-Childrens  | Forest Bright                   |     | Crystal Range Associa       | 77     |            | 4.77            | 4.77  | 4.77            | 1          |
| Books            | Constellations Activity Book    |     | Crystal Range Associa       | 838    |            | 25.02           | 4.17  | 25.02           | 6          |
| Books            | Laws Field Guide Sierra NV      |     | Crystal Range Associa       | 74     |            | 75.00           | 15.00 | 75.00           | 5          |
| Books            | Haunted Lake Tahoe              |     | Crystal Range Associa       | 1344   |            | 0.00            | 0.00  | 0.00            | 0          |
| Books            | Squaw Valley & Alpine Meadow    |     | Crystal Range Associa       | 825    |            | 23.98           | 11.99 | 23.98           | 2          |
| Books            | Skiing at Lake Tahoe            |     | Crystal Range Associa       | 973    |            | 0.00            | 0.00  | 0.00            | 0          |
| Books            | Spooky CA Tales of Hauntings    |     | Crystal Range Associa       | 974    |            | 0.00            | 0.00  | 0.00            | 0          |
| Books            | Who Was Mark Twain              |     | Crystal Range Associa       | 943    |            | 35.70           | 3.57  | 35.70           | 10         |
| Books            | Touring Hotsprings Ca & NV      |     | Crystal Range Associa       | 942    |            | 23.94           | 11.97 | 23.94           | 2          |
| Books-Childrens  | Some Babies are Wild            |     | Crystal Range Associa       | 941    |            | 35.88           | 8.97  | 35.88           | 4          |
| Books            | Fremont: Explorer for a Restles |     | Crystal Range Associa       | 934    |            | 22.72           | 22.72 | 22.72           | 1          |
| Books            | Memories of Tahoe               |     | Crystal Range Associa       | 928    |            | 35.94           | 17.97 | 35.94           | 2          |
| Books            | Tahoe's Gilded Age              |     | Crystal Range Associa       | 927    |            | 17.97           | 17.97 | 17.97           | 1          |
| Maps             | California Road Map             |     | Crystal Range Associa       | 954    |            | 3.57            | 3.57  | 3.57            | 1          |
| Books-Childrens  | 52 Nature Activities            |     | Crystal Range Associa       | 953    |            | 12.51           | 4.17  | 12.51           | 3          |
| Books            | The Dog Lovers Guide            |     | Crystal Range Associa       | 638    |            | 26.91           | 8.97  | 26.91           | 3          |
| Maps             | Lake Tahoe Map Tom Harris       |     | Crystal Range Associa       | 671    |            | 0.00            | 0.00  | 0.00            | 0          |
| Books            | Northern CA Nature Weekends     |     | Crystal Range Associa       | 951    |            | 17.94           | 8.97  | 17.94           | 2          |
| Books-Childrens  | Cuttest Critter                 |     | Crystal Range Associa       | 945    |            | 62.79           | 8.97  | 62.79           | 7          |
| Books-Childrens  | Who's Butt                      |     | Crystal Range Associa       | 944    |            | 53.82           | 8.97  | 53.82           | 6          |
| Books            | Best Hikes Near Reno & Tahoe    |     | Crystal Range Associa       | 950    |            | 35.91           | 11.97 | 35.91           | 3          |
| Books            | Lake Tahoe A Maritime History   |     | Crystal Range Associa       | 949    |            | 13.19           | 13.19 | 13.19           | 1          |
| Books            | Lake Tahoe's Top 20 Bike Ride   |     | Crystal Range Associa       | 724    |            | 0.00            | 0.00  | 0.00            | 0          |
| Books            | Lake Tahoe's West Shore         |     | Crystal Range Associa       | 727    |            | 13.19           | 13.19 | 13.19           | 1          |
| Books            | Tahoe: A Visual History         |     | Crystal Range Associa       | 1060   |            | 153.00          | 51.00 | 153.00          | 3          |
| Books            | Lake Tahoe Images of America    |     | Crystal Range Associa       | 725    |            | 0.00            | 0.00  | 0.00            | 0          |
|                  |                                 |     | <b>Crystal Range Associ</b> |        |            | <b>1,189.48</b> |       | <b>1,189.48</b> | <b>133</b> |
| Gear             | Dog Tahoe Bandana               |     | Dog Tahoe                   | 1517   |            | 110.00          | 10.00 | 110.00          | 11         |
| Gear             | Dog Bow Ties                    |     | Dog Tahoe                   | 1519   |            | 85.00           | 5.00  | 85.00           | 17         |
|                  |                                 |     | <b>Dog Tahoe</b>            |        |            | <b>195.00</b>   |       | <b>195.00</b>   | <b>28</b>  |
| Hats-Kids        | S-16 Kids Boonie Hat            |     | Dorfman Pacific             | 1065   |            | 9.75            | 9.75  | 9.75            | 1          |
| Hats-Kids        | S-16 Kids Girls Washed Twill B  |     | Dorfman Pacific             | 1067   |            | 15.00           | 7.50  | 15.00           | 2          |
| Hats             | S-16 Wmns Gwt Cap               | LC  | Dorfman Pacific             | 1068   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | S-15 Big Brim Hats-Wrms         |     | Dorfman Pacific             | 1015   |            | 14.46           | 14.46 | 14.46           | 1          |
| Hats             | S-15 Med Brim Hats-Wrms         |     | Dorfman Pacific             | 1016   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats-Kids        | Bucket with Flowers Kids        |     | Dorfman Pacific             | 1014   |            | 10.25           | 10.25 | 10.25           | 1          |
| Hats             | Big Brim with Cord S-18         | LF  | Dorfman Pacific             | 1407   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Ribbon w/Chin Cord              | LC  | Dorfman Pacific             | 1408   |            | 40.50           | 13.50 | 40.50           | 3          |
| Hats             | Weathered Cap S-18              | BC  | Dorfman Pacific             | 1409   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Paper Braid Dimen Brim          | LF  | Dorfman Pacific             | 1377   | Brim hat \ | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Paper Braid Dimen Brown         | P1  | Dorfman Pacific             | 1378   | Brim with  | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Big Brim Hat S-18               | LC  | Dorfman Pacific             | 1406   | LC399      | 285.00          | 15.00 | 285.00          | 19         |
| Hats             | Visor; two-toned S-18           | V6  | Dorfman Pacific             | 1413   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Visor; Pigment dyed S-18        | V1  | Dorfman Pacific             | 1414   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | NLT Ball Cap S-18               | BC  | Dorfman Pacific             | 1410   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Microfiber Boonie S-18          | M1  | Dorfman Pacific             | 1411   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats-Kids        | Kids Cap S-18                   | C1  | Dorfman Pacific             | 1412   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | Chambray Ribbon w/Cord          | LC  | Dorfman Pacific             | 1376   | Ribbed B   | 10.00           | 10.00 | 10.00           | 1          |
| Hats             | S-17 Raffia Safari Hat          |     | Dorfman Pacific             | 1194   | Rough Ri   | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | S-17 Straw Lifeguard Hat        | M1  | Dorfman Pacific             | 1203   | MS268O1    | 0.00            | 0.00  | 0.00            | 0          |
| Hats-Kids        | Kids Nylon Float Hat            | C1  | Dorfman Pacific             | 1374   | Nylon buc  | 14.00           | 7.00  | 14.00           | 2          |
| Hats             | Weathered Cotton Brim W/Mes     | M1  | Dorfman Pacific             | 1375   | Brown W    | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | S-17 Camo Under Brim Hat        | BF  | Dorfman Pacific             | 1200   | BH200-A1   | 0.00            | 0.00  | 0.00            | 0          |
| Hats             | S-17 Kaki Mesh Ultra Lite Hat   | M1  | Dorfman Pacific             | 1202   | MC62-KA    | 28.50           | 14.25 | 28.50           | 2          |
| Hats-Kids        | S-14 Kids Hats                  |     | Dorfman Pacific             | 901    |            | 8.75            | 8.75  | 8.75            | 1          |
|                  |                                 |     | <b>Dorfman Pacific</b>      |        |            | <b>436.21</b>   |       | <b>436.21</b>   | <b>33</b>  |
| Mens Clothing    | w-18 Mens Everest Hvy Weigh     |     | Double Diamond Sport        | 1323   |            | 100.00          | 25.00 | 100.00          | 4          |
| Childrens Clothe | Kids Fleece Full Zip            |     | Double Diamond Sport        | 811    |            | 0.00            | 0.00  | 0.00            | 0          |
| Childrens Clothe | Kids Fleece Vest                |     | Double Diamond Sport        | 812    |            | 0.00            | 0.00  | 0.00            | 0          |
| Childrens Clothe | W Kids Full Zip Fleece          |     | Double Diamond Sport        | 965    |            | 48.00           | 24.00 | 48.00           | 2          |
| Mens Clothing    | S-17 Terry Full Zip Hoodie      |     | Double Diamond Sport        | 1190   | Men's Tei  | 0.00            | 0.00  | 0.00            | 0          |
| Womens Clothin   | S-17 Baseball Tee (Quit Job)    |     | Double Diamond Sport        | 1192   | Gray & R   | 0.00            | 0.00  | 0.00            | 0          |
| Womens Clothin   | S-17 Full Zip Hoodie - Floral   |     | Double Diamond Sport        | 1191   | Adult Full | 120.00          | 40.00 | 120.00          | 3          |
| Childrens Clothe | W Baby Bag Fleece               |     | Double Diamond Sport        | 966    |            | 75.00           | 25.00 | 75.00           | 3          |
| Womens Clothin   | W-18 WMS Banff Hooded Soft      |     | Double Diamond Sport        | 1320   |            | 180.00          | 60.00 | 180.00          | 3          |
| Womens Clothin   | W-18 WMS Nordic Textured Sc     |     | Double Diamond Sport        | 1321   |            | 250.00          | 50.00 | 250.00          | 5          |
| Womens Clothin   | W-18 WMS Notch Sweater Fle      |     | Double Diamond Sport        | 1324   |            | 0.00            | 0.00  | 0.00            | 0          |
| Womens Clothin   | W-18 WMS Valhalla Solf Vest I   |     | Double Diamond Sport        | 1322   |            | 880.00          | 40.00 | 880.00          | 22         |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department      | Item Name                        | At | Vendor Name                  | Item # | Item Des    | Ext Cost        | Cost  | 1 Ext Cost      | 1 Qty     |
|-----------------|----------------------------------|----|------------------------------|--------|-------------|-----------------|-------|-----------------|-----------|
|                 |                                  |    | <b>Double Diamond Spo</b>    |        |             | <b>1,653.00</b> |       | <b>1,653.00</b> | <b>42</b> |
| Souvenir        | x                                |    | Eric Hansen                  | 1425   |             | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir        | 3D Color Magnet                  |    | Eric Hansen                  | 1294   |             | 14.00           | 7.00  | 14.00           | 2         |
|                 |                                  |    | <b>Eric Hansen</b>           |        |             | <b>14.00</b>    |       | <b>14.00</b>    | <b>2</b>  |
| Jewelry         | Necklace-Bird Cuttout            |    | Far Fetched Wholesale        | 664    |             | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry         | Far Fetched Bracelets-Leath/W    |    | Far Fetched Wholesale        | 1179   |             | 0.00            | 0.00  | 0.00            | 0         |
|                 |                                  |    | <b>Far Fetched Wholosal</b>  |        |             | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Jewelry         | Flashing Christmas Earrings      |    | Flashing Blinking Lights     | 1526   |             | 25.44           | 1.59  | 25.44           | 16        |
| Jewelry         | Blinking Christmas Necklace      |    | Flashing Blinking Lights     | 1525   |             | 32.37           | 2.49  | 32.37           | 13        |
|                 |                                  |    | <b>Flashing Blinking Lig</b> |        |             | <b>57.81</b>    |       | <b>57.81</b>    | <b>29</b> |
| Souvenir        | Finger Puppets                   |    | Folkmanis Puppets            | 1176   |             | 0.00            | 0.00  | 0.00            | 0         |
|                 |                                  |    | <b>Folkmanis Puppets</b>     |        |             | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Womens Clothin  | Tank Top Womens                  | BI | Fuel Promotions              | 704    |             | 0.00            | 0.00  | 0.00            | 0         |
|                 |                                  |    | <b>Fuel Promotions</b>       |        |             | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Monthly Artist  | Monthly Artist - Keoki           | M  | Gallery Keoki                | 1045   | Wall pict   | 0.00            | 0.00  | 0.00            | 0         |
|                 |                                  |    | <b>Gallery Keoki</b>         |        |             | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Souvenir        | GEO NLT Zipper Pull              |    | Geographic Locations I       | 1107   |             | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir        | GEO NLT Medallian with Fleece    |    | Geographic Locations I       | 1105   |             | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir        | GEO NLT Ornament                 |    | Geographic Locations I       | 111C   |             | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir        | GEO NLT Pin                      |    | Geographic Locations I       | 1106   |             | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir        | GEO NLT Key Chain                |    | Geographic Locations I       | 1108   |             | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir        | GEO NLT Magnet                   |    | Geographic Locations I       | 1109   |             | 0.00            | 0.00  | 0.00            | 0         |
|                 |                                  |    | <b>Geographic Location:</b>  |        |             | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Books           | Yosemite National Park Guide     |    | Geo-Tourism Specialtie       | 1211   | National (  | 21.48           | 5.37  | 21.48           | 4         |
| Cards/Post      | Birds of Lake Tahoe Card set     |    | Geo-Tourism Specialtie       | 1394   | set of 8 s  | 0.00            | 0.00  | 0.00            | 0         |
| Books           | Top Trails Lake Tahoe; 3rd Edii  |    | Geo-Tourism Specialtie       | 1078   |             | 11.37           | 11.37 | 11.37           | 1         |
| Books           | How to Survive in The Wild       |    | Geo-Tourism Specialtie       | 1077   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | So Much S'more to Do             |    | Geo-Tourism Specialtie       | 1217   | 1-59193-;   | 20.85           | 4.17  | 20.85           | 5         |
| Books           | Critter Litter                   |    | Geo-Tourism Specialtie       | 1218   | Critter Lit | 15.54           | 7.77  | 15.54           | 2         |
| Books           | Singer in the Stream             |    | Geo-Tourism Specialtie       | 1076   |             | 17.94           | 8.97  | 17.94           | 2         |
| Books           | Wildflowers Of No. CA            |    | Geo-Tourism Specialtie       | 1455   |             | 53.73           | 5.97  | 53.73           | 9         |
| Books           | Woodcut Book                     |    | Geo-Tourism Specialtie       | 1156   |             | 17.97           | 17.97 | 17.97           | 1         |
| Stationary      | Indigo Clothbound Journal        |    | Geo-Tourism Specialtie       | 1157   |             | 0.00            | 0.00  | 0.00            | 0         |
| Stationary      | Indigo Pen Set                   |    | Geo-Tourism Specialtie       | 1159   |             | 0.00            | 0.00  | 0.00            | 0         |
| Stationary      | Indigo Magnetic Bookmarks        |    | Geo-Tourism Specialtie       | 1158   |             | 0.00            | 0.00  | 0.00            | 0         |
| Maps            | Hwy 395 Map                      |    | Geo-Tourism Specialtie       | 1032   | Hwy 395     | 0.00            | 0.00  | 0.00            | 0         |
| Stationary      | Woodcut Blank Journals           |    | Geo-Tourism Specialtie       | 1155   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | Etienne Memory Game              |    | Geo-Tourism Specialtie       | 1142   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | Sierra Babies                    |    | Geo-Tourism Specialtie       | 990    |             | 26.85           | 5.37  | 26.85           | 5         |
| Books           | Woodcut Memory Game              |    | Geo-Tourism Specialtie       | 1188   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books-Childrens | Pocket Scavenger                 |    | Geo-Tourism Specialtie       | 1187   |             | 18.00           | 9.00  | 18.00           | 2         |
| Books           | American Black Bears             |    | Geo-Tourism Specialtie       | 1207   | American    | 9.54            | 4.77  | 9.54            | 2         |
| Books           | Hot Showers, Soft Beds and D     |    | Geo-Tourism Specialtie       | 1075   |             | 22.74           | 11.37 | 22.74           | 2         |
| Stationary      | Fawnsburg Clothbound Journal     |    | Geo-Tourism Specialtie       | 1160   |             | 0.00            | 0.00  | 0.00            | 0         |
| Stationary      | Fawnsburg Desktop Quotes         |    | Geo-Tourism Specialtie       | 1161   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | Nature 70 Designs to Help you    |    | Geo-Tourism Specialtie       | 1141   |             | 0.00            | 0.00  | 0.00            | 0         |
| Stationary      | Fawnsburg Highlighter Pens       |    | Geo-Tourism Specialtie       | 1162   |             | 11.98           | 5.99  | 11.98           | 2         |
| Books           | In My Den Finger Puppet Book     |    | Geo-Tourism Specialtie       | 1297   |             | 5.39            | 5.39  | 5.39            | 1         |
| Books           | Lake Tahoe Water Trails: Map     |    | Geo-Tourism Specialtie       | 1352   | Lake Tah    | 28.76           | 7.19  | 28.76           | 4         |
| Books           | Roughing It (Mark Twain)         |    | Geo-Tourism Specialtie       | 1353   | Roughing    | 25.02           | 4.17  | 25.02           | 6         |
| Books           | Yosemite Coloring Book           |    | Geo-Tourism Specialtie       | 1350   | Yosemite    | 9.57            | 9.57  | 9.57            | 1         |
| Books           | The Art of Skiing: Posters       |    | Geo-Tourism Specialtie       | 1351   | The Art o   | 14.97           | 14.97 | 14.97           | 1         |
| Books           | Baby Bears Sees Blue             |    | Geo-Tourism Specialtie       | 1301   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books-Childrens | Good Night Bears                 |    | Geo-Tourism Specialtie       | 1363   |             | 35.82           | 5.97  | 35.82           | 6         |
| Books           | Spirit of Indian Women           |    | Geo-Tourism Specialtie       | 1366   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | 57 Dog-Friendly Trails in Califo |    | Geo-Tourism Specialtie       | 1300   |             | 32.31           | 10.77 | 32.31           | 3         |
| Books           | Shh! Bears Sleeping              |    | Geo-Tourism Specialtie       | 1354   | Shh! Bea    | 10.78           | 5.39  | 10.78           | 2         |
| Books           | Spring: A Pop-Up Book            |    | Geo-Tourism Specialtie       | 1349   | Spring: A   | 26.91           | 8.97  | 26.91           | 3         |
| Books           | Near Death in the Mountains      |    | Geo-Tourism Specialtie       | 1313   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | Trout, Trout, Trout              |    | Geo-Tourism Specialtie       | 1304   |             | 5.37            | 5.37  | 5.37            | 1         |
| Books           | Don't Die Out There Cards        |    | Geo-Tourism Specialtie       | 1311   |             | 19.08           | 4.77  | 19.08           | 4         |
| Books           | Explore Winter 25 Great Ways     |    | Geo-Tourism Specialtie       | 1312   |             | 0.00            | 0.00  | 0.00            | 0         |
| Books           | Owl Babies Gift Set              |    | Geo-Tourism Specialtie       | 1303   |             | 19.18           | 9.59  | 19.18           | 2         |
| Books           | Mountain Bike Tahoe: 50 Rout     |    | Geo-Tourism Specialtie       | 1348   | Mountain    | 0.00            | 0.00  | 0.00            | 0         |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department      | Item Name                       | At | Vendor Name                | Item # | Item Des  | Ext Cost        | Cost  | 1 Ext Cost      | 1 Qty      |
|-----------------|---------------------------------|----|----------------------------|--------|-----------|-----------------|-------|-----------------|------------|
| Books           | Match a Track                   |    | Geo-Tourism Specialtie     | 1302   |           | 17.98           | 8.99  | 17.98           | 2          |
| Maps            | CA Field Atlas                  |    | Geo-Tourism Specialtie     | 1343   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | CA the Beautiful                |    | Geo-Tourism Specialtie     | 1347   | CA the Br | 23.94           | 11.97 | 23.94           | 2          |
| Books-Childrens | Eliza and the Dragonfly         |    | Geo-Tourism Specialtie     | 1006   |           | 42.96           | 5.37  | 42.96           | 8          |
| Books           | High Altitude Baking            |    | Geo-Tourism Specialtie     | 1007   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Moonlight Animals               |    | Geo-Tourism Specialtie     | 1298   |           | 46.62           | 7.77  | 46.62           | 6          |
| Books           | Lake Tahoe a Family Guide       |    | Geo-Tourism Specialtie     | 1102   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books-Childrens | Baby Bear Isn't Hungry          |    | Geo-Tourism Specialtie     | 1008   |           | 6.57            | 6.57  | 6.57            | 1          |
| Books           | The Laws Guide to Nature Dra    |    | Geo-Tourism Specialtie     | 1080   |           | 42.00           | 21.00 | 42.00           | 2          |
| Books           | California The Magic Island     |    | Geo-Tourism Specialtie     | 1079   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Bedside Book of Bad Girls       |    | Geo-Tourism Specialtie     | 994    |           | 89.70           | 8.97  | 89.70           | 10         |
| Books           | The Zen of Mountains and Clirr  |    | Geo-Tourism Specialtie     | 1299   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Best Dog Hikes-No. CA           |    | Geo-Tourism Specialtie     | 1369   |           | 26.34           | 13.17 | 26.34           | 2          |
| Books           | Zen Birds                       |    | Geo-Tourism Specialtie     | 1367   |           | 16.11           | 5.37  | 16.11           | 3          |
| Books           | Who's Baby Butt?                |    | Geo-Tourism Specialtie     | 1368   |           | 89.70           | 8.97  | 89.70           | 10         |
| Books           | Fandex Family: Field Guides Tr  |    | Geo-Tourism Specialtie     | 1103   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Sierra Nevada Tree Identifier   |    | Geo-Tourism Specialtie     | 992    |           | 17.91           | 5.97  | 17.91           | 3          |
| Stationary      | Modern Assorted Greeting Car    |    | Geo-Tourism Specialtie     | 1153   |           | 17.98           | 8.99  | 17.98           | 2          |
| Books           | Art of Doing Nothing            |    | Geo-Tourism Specialtie     | 989    |           | 20.40           | 10.20 | 20.40           | 2          |
| Souvenir        | Coversation Dice                |    | Geo-Tourism Specialtie     | 1143   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books-Childrens | Shh! Bears Sleeping Hardback    |    | Geo-Tourism Specialtie     | 1487   |           | 20.38           | 10.19 | 20.38           | 2          |
| Books           | Explorer's Guide Yosemite       |    | Geo-Tourism Specialtie     | 1491   |           | 13.17           | 13.17 | 13.17           | 1          |
| Books           | Spooky Campfire Stories         |    | Geo-Tourism Specialtie     | 1486   |           | 5.97            | 5.97  | 5.97            | 1          |
| Books           | Acts of Malice                  |    | Geo-Tourism Specialtie     | 1482   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Tahoe:From Timber Barons to I   |    | Geo-Tourism Specialtie     | 1452   |           | 9.00            | 9.00  | 9.00            | 1          |
| Books           | Wilderness Essays-John Muir     |    | Geo-Tourism Specialtie     | 1451   |           | 10.19           | 10.19 | 10.19           | 1          |
| Souvenir        | 52 Relaxing Rituals             |    | Geo-Tourism Specialtie     | 1145   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | John Muir-America's First Envir |    | Geo-Tourism Specialtie     | 1448   |           | 14.95           | 2.99  | 14.95           | 5          |
| Books-Childrens | On the Nature Trail             |    | Geo-Tourism Specialtie     | 1447   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books-Childrens | Backkyard Bugs flashcards       |    | Geo-Tourism Specialtie     | 1449   |           | 15.54           | 7.77  | 15.54           | 2          |
| Souvenir        | 52 Ways to Make a Difference    |    | Geo-Tourism Specialtie     | 1144   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books-Childrens | Eyelike Stickers-Bugs           |    | Geo-Tourism Specialtie     | 1450   |           | 20.85           | 4.17  | 20.85           | 5          |
| Maps            | Sierra NV Map Folded            |    | Geo-Tourism Specialtie     | 972    |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Unfit to Practice               |    | Geo-Tourism Specialtie     | 1481   |           | 4.79            | 4.79  | 4.79            | 1          |
| Books           | Sasquatch Seeker's Field Manu   |    | Geo-Tourism Specialtie     | 1458   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Simply Stargazing               |    | Geo-Tourism Specialtie     | 1457   |           | 53.73           | 5.97  | 53.73           | 9          |
| Books           | Rocks & Minerals                |    | Geo-Tourism Specialtie     | 1456   |           | 23.88           | 5.97  | 23.88           | 4          |
| Books           | Spooky Campfire Tales           |    | Geo-Tourism Specialtie     | 1459   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Peril in Paperback              |    | Geo-Tourism Specialtie     | 1472   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Sammy Keyes & wild things       |    | Geo-Tourism Specialtie     | 1471   |           | 9.58            | 4.79  | 9.58            | 2          |
| Books           | Sealed with a Curse             |    | Geo-Tourism Specialtie     | 1473   |           | 4.79            | 4.79  | 4.79            | 1          |
| Books           | Camp & Cabin Cookbook           |    | Geo-Tourism Specialtie     | 1454   |           | 29.94           | 14.97 | 29.94           | 2          |
| Books           | Cup of Gold - Steinbeck         |    | Geo-Tourism Specialtie     | 1478   |           | 28.80           | 9.60  | 28.80           | 3          |
| Books           | Move To Strike                  |    | Geo-Tourism Specialtie     | 1480   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Mark Twain Playing Cards        |    | Geo-Tourism Specialtie     | 1453   |           | 9.54            | 4.77  | 9.54            | 2          |
| Books           | Backyard Wildlife Flashcards    |    | Geo-Tourism Specialtie     | 1477   |           | 23.31           | 7.77  | 23.31           | 3          |
| Books           | A short History of Lake Tahoe   |    | Geo-Tourism Specialtie     | 1028   |           | 42.81           | 14.27 | 42.81           | 3          |
| Books           | First Summer in the Sierra - J  |    | Geo-Tourism Specialtie     | 1474   |           | 20.38           | 10.19 | 20.38           | 2          |
| Books           | Backyard Birds Flashcards       |    | Geo-Tourism Specialtie     | 1476   |           | 15.54           | 7.77  | 15.54           | 2          |
| Books           | Complete Guidebook Yosemite     |    | Geo-Tourism Specialtie     | 1432   |           | 27.00           | 9.00  | 27.00           | 3          |
| Souvenir        | Bright Ideas Colored Pencils    |    | Geo-Tourism Specialtie     | 1147   |           | 0.00            | 0.00  | 0.00            | 0          |
| Books           | Dogs that know when their own   |    | Geo-Tourism Specialtie     | 1535   |           | 9.00            | 9.00  | 9.00            | 1          |
| Books           | Campfire Cuisine                |    | Geo-Tourism Specialtie     | 1027   |           | 38.28           | 9.57  | 38.28           | 4          |
| Books           | Snow Bound                      |    | Geo-Tourism Specialtie     | 1530   |           | 10.77           | 3.59  | 10.77           | 3          |
| Books           | Call of the Wild                |    | Geo-Tourism Specialtie     | 1529   |           | 18.00           | 9.00  | 18.00           | 2          |
| Books           | Roughing It - Hardback          |    | Geo-Tourism Specialtie     | 1528   |           | 20.38           | 10.19 | 20.38           | 2          |
| Books           | Fannie Flagg Filling Station    |    | Geo-Tourism Specialtie     | 1534   |           | 19.20           | 9.60  | 19.20           | 2          |
| Books-Childrens | Do Beavers Need Blankets        |    | Geo-Tourism Specialtie     | 1026   |           | 77.70           | 7.77  | 77.70           | 10         |
| Books           | Travels with Charley            |    | Geo-Tourism Specialtie     | 1479   |           | 15.60           | 7.80  | 15.60           | 2          |
| Books-Childrens | In My Forest                    |    | Geo-Tourism Specialtie     | 1405   |           | 5.39            | 5.39  | 5.39            | 1          |
| Books-Childrens | Black Bear Babies               |    | Geo-Tourism Specialtie     | 991    |           | 16.11           | 5.37  | 16.11           | 3          |
| Books           | Dont Freeze Out There           |    | Geo-Tourism Specialtie     | 1296   |           | 14.31           | 4.77  | 14.31           | 3          |
| Books           | Do Princesses Wear Hiking Bo    |    | Geo-Tourism Specialtie     | 1314   |           | 19.36           | 9.68  | 19.36           | 2          |
| Books           | Fremonts First Impressions      |    | Geo-Tourism Specialtie     | 1074   |           | 18.82           | 18.82 | 18.82           | 1          |
|                 |                                 |    | <b>Geo-Tourism Special</b> |        |           | <b>1,626.42</b> |       | <b>1,626.42</b> | <b>215</b> |
| Souvenir        | Tahoe Aerial Volume 1 DVD       |    | Global Drone LLC           | 1033   |           | 7.50            | 7.50  | 7.50            | 1          |
|                 |                                 |    | <b>Global Drone LLC</b>    |        |           | <b>7.50</b>     |       | <b>7.50</b>     | <b>1</b>   |
| Maps            | Tahoe Area Plants & Animal Gu   |    | Great Basin Outdoor St     | 765    |           | 0.00            | 0.00  | 0.00            | 0          |
|                 |                                 |    | <b>Great Basin Outdoor</b> |        |           | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>   |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department       | Item Name                      | At | Vendor Name              | Item # | Item Des   | Ext Cost | Cost  | 1 Ext Cost | 1 Qty |
|------------------|--------------------------------|----|--------------------------|--------|------------|----------|-------|------------|-------|
|                  |                                |    | Haleigh Hoff             |        |            | 12.00    |       | 12.00      | 4     |
| Gear             | Hiking Stick Medillion         |    | Hike America             | 392    |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | Hike America             |        |            | 0.00     |       | 0.00       | 0     |
| Books            | Cookbook Art of Real Food      |    | In Season Publishing     | 463    |            | 30.00    | 15.00 | 30.00      | 2     |
| Books            | Cookbook In Season             |    | In Season Publishing     | 464    |            | 28.00    | 14.00 | 28.00      | 2     |
|                  |                                |    | In Season Publishing     |        |            | 58.00    |       | 58.00      | 4     |
| Home Decor       | Kitchen Towel                  |    | Jack Maguire             | 1140   |            | 5.97     | 5.97  | 5.97       | 1     |
|                  |                                |    | Jack Maguire             |        |            | 5.97     |       | 5.97       | 1     |
| Womens Clothin   | Scarve-Summer                  |    | JC Sunny LLC             | 881    |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | JC Sunny LLC             |        |            | 0.00     |       | 0.00       | 0     |
| Jewlery          | Pinecone Earrings              |    | Jeanie Pearson           | 1536   |            | 150.00   | 5.00  | 150.00     | 30    |
| Jewlery          | Pinecone Bracelet              |    | Jeanie Pearson           | 1538   |            | 60.00    | 5.00  | 60.00      | 12    |
| Jewlery          | Bear Earrings                  |    | Jeanie Pearson           | 1537   |            | 55.00    | 5.00  | 55.00      | 11    |
|                  |                                |    | Jeanie Pearson           |        |            | 265.00   |       | 265.00     | 53    |
| Art              | Sierra Nevada Wildflower Postc |    | Jim Markle               | 1342   |            | 40.00    | 5.00  | 40.00      | 8     |
|                  |                                |    | Jim Markle               |        |            | 40.00    |       | 40.00      | 8     |
| Home Decor       | Hot Pads                       |    | Karen Colbert            | 447    |            | 91.00    | 7.00  | 91.00      | 13    |
| Home Decor       | Table Runners Handmade         |    | Karen Colbert            | 903    |            | 260.99   | 29.00 | 260.99     | 9     |
|                  |                                |    | Karen Colbert            |        |            | 351.99   |       | 351.99     | 22    |
| Cards/Post       | Cards-Keoki                    |    | Keoki Gallery            | 640    |            | 15.50    | 2.21  | 15.50      | 7     |
|                  |                                |    | Keoki Gallery            |        |            | 15.50    |       | 15.50      | 7     |
| Food             | Trail Bar - Choc Peanut Butter |    | King Bars LLC            | 1226   |            | 92.80    | 1.60  | 92.80      | 58    |
| Food             | Trail Bar - Choc cherry        |    | King Bars LLC            | 1485   |            | 99.20    | 1.60  | 99.20      | 62    |
| Food             | Trail Bar - Mango Coconut      |    | King Bars LLC            | 1227   |            | 105.60   | 1.60  | 105.60     | 66    |
|                  |                                |    | King Bars LLC            |        |            | 297.60   |       | 297.60     | 186   |
| Jewlery          | You Are Awesome Pendant-CA     |    | Krista Tranquilla Desigr | 1023   |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | You Are Awesome Pendant-Tal    |    | Krista Tranquilla Desigr | 1022   |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Chairlift Necklace             |    | Krista Tranquilla Desigr | 796    |            | 31.00    | 31.00 | 31.00      | 1     |
| Jewlery          | Places We Love Pendant-CA      |    | Krista Tranquilla Desigr | 1021   |            | 87.00    | 29.00 | 87.00      | 3     |
|                  |                                |    | Krista Tranquilla Des    |        |            | 118.00   |       | 118.00     | 4     |
| Souvenir         | W-16 Ornament Hand Felted      |    | KTM Crafts               | 1139   |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | KTM Crafts               |        |            | 0.00     |       | 0.00       | 0     |
| Souvenir         | Key Ring Logo Rosewood         |    | Laser Gifts              | 426    | logo, rose | 0.00     | 0.00  | 0.00       | 0     |
| Home Decor       | Wine stopper, logo             |    | Laser Gifts              | 418    |            | 0.00     | 0.00  | 0.00       | 0     |
| Souvenir         | Pen Logo Bamboo                |    | Laser Gifts              | 702    |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | Laser Gifts              |        |            | 0.00     |       | 0.00       | 0     |
| Childrens Clothe | Socks Lazy One                 |    | LazyOne                  | 678    |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | LazyOne                  |        |            | 0.00     |       | 0.00       | 0     |
| Souvenir         | Live a Tahoe Day - sm sticker  |    | Live a Tahoe Day         | 1483   |            | 21.00    | 1.00  | 21.00      | 21    |
| Souvenir         | Live a Tahoe Day - lg sticker  |    | Live a Tahoe Day         | 1484   |            | 40.00    | 1.25  | 40.00      | 32    |
|                  |                                |    | Live a Tahoe Day         |        |            | 61.00    |       | 61.00      | 53    |
| Jewlery          | Pretty Moon Necklace Gold      |    | Lucky Feather            | 870    |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Pretty moon Earrings Gold      |    | Lucky Feather            | 869    |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Pretty Moon Earrings Silver    |    | Lucky Feather            | 877    |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Pretty Moon Necklace Silver    |    | Lucky Feather            | 878    |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | Lucky Feather            |        |            | 0.00     |       | 0.00       | 0     |
| Books-Childrens  | Secret Life of Streams         |    | Lynell Garfield-Qualls   | 1524   |            | 71.82    | 11.97 | 71.82      | 6     |
|                  |                                |    | Lynell Garfield-Qualls   |        |            | 71.82    |       | 71.82      | 6     |
| Jewlery          | Mae Mae Stone Bracelets Silve  |    | Mae Mae Jewelery         | 1317   |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Mae Mae Stone Bracelets Golc   |    | Mae Mae Jewelery         | 1316   |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Mae Mae Bracelets              |    | Mae Mae Jewelery         | 1315   |            | 0.00     | 0.00  | 0.00       | 0     |
| Jewlery          | Bracelet I am Priceless        |    | Mae Mae Jewelery         | 996    |            | 0.00     | 0.00  | 0.00       | 0     |
|                  |                                |    | Mae Mae Jewelery         |        |            | 0.00     |       | 0.00       | 0     |
| Home Decor       | Ornament Handmade Wood         |    | Mark Fowler              | 585    |            | 32.00    | 4.00  | 32.00      | 8     |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department       | Item Name                       | At | Vendor Name                 | Item # | Item Des    | Ext Cost      | Cost  | 1 Ext Cost    | 1 Qty      |
|------------------|---------------------------------|----|-----------------------------|--------|-------------|---------------|-------|---------------|------------|
| Souvenir         | Magnet Handmade                 |    | Mark Fowler                 | 873    |             | 0.00          | 0.00  | 0.00          | 0          |
|                  |                                 |    | <b>Mark Fowler</b>          |        |             | <b>32.00</b>  |       | <b>32.00</b>  | <b>8</b>   |
| Food             | Hot Chocolate Large Tins        |    | McSteven's, Inc.            | 797    |             | 0.00          | 0.00  | 0.00          | 0          |
|                  |                                 |    | <b>McSteven's, Inc.</b>     |        |             | <b>0.00</b>   |       | <b>0.00</b>   | <b>0</b>   |
| Books            | Longboards to Oympics           |    | Mic Mac Publishing          | 969    |             | 11.97         | 11.97 | 11.97         | 1          |
|                  |                                 |    | <b>Mic Mac Publishing</b>   |        |             | <b>11.97</b>  |       | <b>11.97</b>  | <b>1</b>   |
| Souvenir         | Mixt Tassle Pouch               |    | MiXT Studio                 | 1097   |             | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir         | Beach Bag NLT                   |    | MiXT Studio                 | 876    |             | 0.00          | 0.00  | 0.00          | 0          |
| Home Decor       | Mixt Reusable Wine Bags         |    | MiXT Studio                 | 1094   |             | 45.38         | 4.13  | 45.38         | 11         |
| Home Decor       | Mixt Wine Marker                |    | MiXT Studio                 | 1095   |             | 13.50         | 1.13  | 13.50         | 12         |
| Home Decor       | Mixt Art Prints                 |    | MiXT Studio                 | 1099   |             | 52.00         | 10.40 | 52.00         | 5          |
| Childrens Clothe | Mixt Baby Suit                  |    | MiXT Studio                 | 1098   |             | 83.65         | 11.95 | 83.65         | 7          |
| Souvenir         | Mixt Tote Cali Girl             |    | MiXT Studio                 | 1096   |             | 0.00          | 0.00  | 0.00          | 0          |
|                  |                                 |    | <b>MiXT Studio</b>          |        |             | <b>194.53</b> |       | <b>194.53</b> | <b>35</b>  |
| Maps             | Mona Schulte Lake Tahoe Map     |    | Mona Schulte                | 1104   |             | 40.00         | 8.00  | 40.00         | 5          |
|                  |                                 |    | <b>Mona Schulte</b>         |        |             | <b>40.00</b>  |       | <b>40.00</b>  | <b>5</b>   |
| Childrens Clothe | Kids University of Wilderness   |    | Native to this Place        | 1403   |             | 65.00         | 13.00 | 65.00         | 5          |
| Womens Clothin   | Tahoe Sun - Womens Tee          |    | Native to this Place        | 1402   |             | 32.00         | 16.00 | 32.00         | 2          |
| Mens Clothing    | Back from Extinction/Truckee t  |    | Native to this Place        | 1404   |             | 0.00          | 0.00  | 0.00          | 0          |
| Womens Clothin   | Native - leggings               |    | Native to this Place        | 1434   |             | 220.00        | 22.00 | 220.00        | 10         |
| Womens Clothin   | Navy Sun - Women's tee          |    | Native to this Place        | 1433   |             | 0.00          | 0.00  | 0.00          | 0          |
| Unisex Clothing  | Flag pullover                   |    | Native to this Place        | 1401   |             | 0.00          | 0.00  | 0.00          | 0          |
| Womens Clothin   | Tahoe July Sun - Navy           |    | Native to this Place        | 1398   | Navy with   | 0.00          | 0.00  | 0.00          | 0          |
| Mens Clothing    | Tahoe Super Star-Grey Mens      |    | Native to this Place        | 1399   | Mens Gre    | 0.00          | 0.00  | 0.00          | 0          |
| Childrens Clothe | Kids tahoe Horizontal Flag      |    | Native to this Place        | 1400   | Grey        | 0.00          | 0.00  | 0.00          | 0          |
|                  |                                 |    | <b>Native to this Place</b> |        |             | <b>317.00</b> |       | <b>317.00</b> | <b>17</b>  |
| Souvenir         | Alchemy keychains               |    | Nature of Alchemy           | 1493   |             | 55.47         | 6.16  | 55.47         | 9          |
| Jewlery          | Alchemy Pins                    |    | Nature of Alchemy           | 1495   |             | 44.00         | 4.00  | 44.00         | 11         |
| Jewlery          | Alchemy Necklaces               |    | Nature of Alchemy           | 1496   |             | 70.00         | 10.00 | 70.00         | 7          |
| Jewlery          | Alchemy Earrings                |    | Nature of Alchemy           | 1494   | lake taho   | 50.00         | 10.00 | 50.00         | 5          |
| Souvenir         | Alchemy Ornaments               |    | Nature of Alchemy           | 1492   | Lake Tah    | 40.00         | 10.00 | 40.00         | 4          |
| Souvenir         | Alchemy - magnets               |    | Nature of Alchemy           | 1533   |             | 27.50         | 5.50  | 27.50         | 5          |
| Jewlery          | Alchemy Necklace Earring Set    |    | Nature of Alchemy           | 1497   |             | 40.00         | 20.00 | 40.00         | 2          |
|                  |                                 |    | <b>Nature of Alchemy</b>    |        |             | <b>326.97</b> |       | <b>326.97</b> | <b>43</b>  |
| Mens Clothing    | L/S T-Shirt - Parks Project     |    | Parks Project               | 1516   |             | 40.00         | 20.00 | 40.00         | 2          |
| Womens Clothin   | Wmn Racerback/sleeveless        |    | Parks Project               | 1443   | Grey Rac    | 0.00          | 0.00  | 0.00          | 0          |
| Hats             | Cap - Parks Project             |    | Parks Project               | 1515   |             | 96.00         | 16.00 | 96.00         | 6          |
| Books-Childrens  | Wild Parks Coloring Book        |    | Parks Project               | 1514   |             | 40.00         | 8.00  | 40.00         | 5          |
| Mens Clothing    | Socks - Parks Project           |    | Parks Project               | 1513   |             | 24.00         | 8.00  | 24.00         | 3          |
| Mens Clothing    | Emerald Bay TShirt Mens         |    | Parks Project               | 1391   |             | 0.00          | 0.00  | 0.00          | 0          |
| Womens Clothin   | Emerald Bay Relaxed Fit Wmn:    |    | Parks Project               | 1392   |             | 0.00          | 0.00  | 0.00          | 0          |
| Womens Clothin   | Tahoe Nat. Forest Relaxed Fit 1 |    | Parks Project               | 1390   | relaxed fit | 0.00          | 0.00  | 0.00          | 0          |
| Mens Clothing    | Tahoe Nat. Forest Tee - Men     |    | Parks Project               | 1389   | Parks Prc   | 0.00          | 0.00  | 0.00          | 0          |
| Mens Clothing    | Park Socks                      |    | Parks Project               | 1393   |             | 0.00          | 0.00  | 0.00          | 0          |
|                  |                                 |    | <b>Parks Project</b>        |        |             | <b>200.00</b> |       | <b>200.00</b> | <b>16</b>  |
| Books            | The Ghosts of Lake Tahoe        |    | Patrick Betson              | 918    |             | 0.00          | 0.00  | 0.00          | 0          |
|                  |                                 |    | <b>Patrick Betson</b>       |        |             | <b>0.00</b>   |       | <b>0.00</b>   | <b>0</b>   |
| Food             | Trout Chow                      |    | Pet Depot                   | 190    |             | 128.88        | 0.64  | 128.88        | 202        |
|                  |                                 |    | <b>Pet Depot</b>            |        |             | <b>128.88</b> |       | <b>128.88</b> | <b>202</b> |
| Souvenir         | Peter Spain Shopping Bag        |    | Peter Spain                 | 925    |             | 75.00         | 3.00  | 75.00         | 25         |
|                  |                                 |    | <b>Peter Spain</b>          |        |             | <b>75.00</b>  |       | <b>75.00</b>  | <b>25</b>  |
| Misc             | Tahoe Dog Collar                |    | Peter Spain Photograph      | 1357   | Medium C    | 27.00         | 9.00  | 27.00         | 3          |
| Souvenir         | Tahoe Pet Stickers              |    | Peter Spain Photograph      | 1532   |             | 24.00         | 1.00  | 24.00         | 24         |
| Misc             | Tahoe Dog Leash- 72'            |    | Peter Spain Photograph      | 1358   | Tahoe Dc    | 11.00         | 11.00 | 11.00         | 1          |
| Books            | Edge of the Blue Book           |    | Peter Spain Photograph      | 1359   |             | 20.00         | 4.00  | 20.00         | 5          |
|                  |                                 |    | <b>Peter Spain Photogra</b> |        |             | <b>82.00</b>  |       | <b>82.00</b>  | <b>33</b>  |
| Books            | Talk Like a Californian         |    | Prospect Park Books         | 1184   |             | 11.96         | 5.98  | 11.96         | 2          |
|                  |                                 |    | <b>Prospect Park Books</b>  |        |             | <b>11.96</b>  |       | <b>11.96</b>  | <b>2</b>   |
| Consignment      | Framed Lake Tahoe Map           | Te | Quail Lane Press            | 60     | Handmad     | 75.00         | 75.00 | 75.00         | 1          |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department      | Item Name                     | At | Vendor Name                   | Item # | Item Des  | Ext Cost      | Cost  | 1 Ext Cost    | 1 Qty    |
|-----------------|-------------------------------|----|-------------------------------|--------|-----------|---------------|-------|---------------|----------|
|                 |                               |    | <u>Quail Lane Press</u>       |        |           | <u>75.00</u>  |       | <u>75.00</u>  | <u>1</u> |
| Food            | Hint Mint Citrus Ginger       |    | Quality Frozen Foods I        | 1044   |           | 0.00          | 0.00  | 0.00          | 0        |
| Food            | Hint Mint Green Tea           |    | Quality Frozen Foods I        | 985    |           | 0.00          | 0.00  | 0.00          | 0        |
| Food            | Hint Mint Pomegranate         |    | Quality Frozen Foods I        | 986    |           | 0.00          | 0.00  | 0.00          | 0        |
| Food            | Hint Mint Blk Licorice        |    | Quality Frozen Foods I        | 984    |           | 0.00          | 0.00  | 0.00          | 0        |
| Food            | Hint Mint Peppermint          |    | Quality Frozen Foods I        | 982    |           | 0.00          | 0.00  | 0.00          | 0        |
| Food            | Hint Mint Cinnamon            |    | Quality Frozen Foods I        | 983    |           | 0.00          | 0.00  | 0.00          | 0        |
|                 |                               |    | <u>Quality Frozen Foods</u>   |        |           | <u>0.00</u>   |       | <u>0.00</u>   | <u>0</u> |
| Cards/Post      | Renee Kojjane Art Cards       |    | <u>Renee Kojjane</u>          | 1048   |           | 21.00         | 3.00  | 21.00         | 7        |
|                 |                               |    | <u>Renee Kojjane</u>          |        |           | <u>21.00</u>  |       | <u>21.00</u>  | <u>7</u> |
| Home Decor      | Rescued Wine Candle           |    | <u>Rescued Wine</u>           | 1233   |           | 87.50         | 12.50 | 87.50         | 7        |
|                 |                               |    | <u>Rescued Wine</u>           |        |           | <u>87.50</u>  |       | <u>87.50</u>  | <u>7</u> |
| Gear            | Walking Stick-Hand Carved     |    | <u>Richard Smith</u>          | 835    |           | 45.00         | 15.00 | 45.00         | 3        |
|                 |                               |    | <u>Richard Smith</u>          |        |           | <u>45.00</u>  |       | <u>45.00</u>  | <u>3</u> |
| Books           | Tales & Towns Along the Truck |    | <u>Roger Huff</u>             | 1427   |           | 20.00         | 10.00 | 20.00         | 2        |
|                 |                               |    | <u>Roger Huff</u>             |        |           | <u>20.00</u>  |       | <u>20.00</u>  | <u>2</u> |
| Books           | Music of Trees                |    | <u>Ryan Bush Photograph</u>   | 1527   |           | 146.25        | 48.75 | 146.25        | 3        |
|                 |                               |    | <u>Ryan Bush Photogra</u>     |        |           | <u>146.25</u> |       | <u>146.25</u> | <u>3</u> |
| Souvenir        | Sara Smith Prints             |    | Sara L. Smith Fine Art        | 1232   |           | 25.00         | 12.50 | 25.00         | 2        |
| Souvenir        | Sara Smith Cards              |    | Sara L. Smith Fine Art        | 1231   |           | 0.00          | 0.00  | 0.00          | 0        |
| Souvenir        | Sara Smith Post Cards         |    | <u>Sara L. Smith Fine Art</u> | 1230   |           | 0.00          | 0.00  | 0.00          | 0        |
|                 |                               |    | <u>Sara L. Smith Fine Ar</u>  |        |           | <u>25.00</u>  |       | <u>25.00</u>  | <u>2</u> |
| Winter Accessor | Chellene Faux Fur Beanie (W1  |    | Screamer                      | 1250   | Charcoal/ | 109.50        | 18.25 | 109.50        | 6        |
| Winter Accessor | Chellene Faux Fur Beanie (W1  |    | Screamer                      | 1251   | Mauve/Cl  | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Double Down Beanie (W17)      |    | Screamer                      | 1282   | Black/Mic | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Reset Fleece Beanie (W17)     |    | Screamer                      | 1284   | Charcoal  | 22.50         | 7.50  | 22.50         | 3        |
| Hats            | W-16 Men's Scarf Dark/Charcc  |    | Screamer                      | 1125   |           | 30.50         | 15.25 | 30.50         | 2        |
| Hats            | W-16 Wmn's Scarf White/Char   |    | Screamer                      | 1123   |           | 31.30         | 15.65 | 31.30         | 2        |
| Hats            | W-16 Wmn's Scarf Infin Chelle |    | Screamer                      | 1120   |           | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Reset Fleece Beanie (W17)     |    | Screamer                      | 1285   | Candy Bli | 0.00          | 0.00  | 0.00          | 0        |
| Hats-Kids       | W-16 Kids Hat K's Dodgeball B |    | Screamer                      | 1132   |           | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Bella Slouchy Beanie (W17)    |    | Screamer                      | 1273   | Whitelten | 30.50         | 15.25 | 30.50         | 2        |
| Winter Accessor | Bella Slouchy Beanie (W17)    |    | Screamer                      | 1272   | Pink/Mau  | 76.25         | 15.25 | 76.25         | 5        |
| Winter Accessor | Bella Slouchy Beanie (W17)    |    | Screamer                      | 1271   | Denim/Bli | 76.25         | 15.25 | 76.25         | 5        |
| Winter Accessor | Lucas Checkered Beanie (W17)  |    | Screamer                      | 1275   | Black/Sta | 66.25         | 13.25 | 66.25         | 5        |
| Winter Accessor | Grayson Denim Beanie (W17)    |    | Screamer                      | 1274   | Denim/Itt | 13.25         | 13.25 | 13.25         | 1        |
| Winter Accessor | Chellene Long Gloves (W17)    |    | Screamer                      | 1261   | White/Lat | 61.00         | 15.25 | 61.00         | 4        |
| Winter Accessor | Evelyn Fur Beanie (W17)       |    | Screamer                      | 1267   | Black/Itt | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Tapestry Scarf (W17)          |    | Screamer                      | 1266   | Black/Itt | 442.75        | 19.25 | 442.75        | 23       |
| Winter Accessor | Hadley Scarf (W17)            |    | Screamer                      | 1264   | Red/Blac  | 76.25         | 15.25 | 76.25         | 5        |
| Winter Accessor | Bella Slouchy Beanie (W17)    |    | Screamer                      | 1270   | Black/Ch  | 76.25         | 15.25 | 76.25         | 5        |
| Winter Accessor | Evelyn Fur Beanie (W17)       |    | Screamer                      | 1269   | Linen/Itt | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Evelyn Fur Beanie (W17)       |    | Screamer                      | 1268   | Turquoise | 13.75         | 13.75 | 13.75         | 1        |
| Winter Accessor | Chellene Long Gloves (W17)    |    | Screamer                      | 1259   | Mauve/Cl  | 167.75        | 15.25 | 167.75        | 11       |
| Winter Accessor | Lucas Checkered Scarf (W17)   |    | Screamer                      | 1278   | Denim/Re  | 183.00        | 15.25 | 183.00        | 12       |
| Winter Accessor | Chellene Faux Fur Beanie (W1  |    | Screamer                      | 1253   | Rose/Egg  | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Ripple Beanie (W17)           |    | Screamer                      | 1281   | Flint/Itt | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Jeffrey Band Beanie (W17)     |    | Screamer                      | 1280   | Black/Sta | 51.00         | 12.75 | 51.00         | 4        |
| Winter Accessor | Brandon Scarf (W17)           |    | Screamer                      | 1279   | Charcoal/ | 103.25        | 14.75 | 103.25        | 7        |
| Winter Accessor | Chellene Long Gloves (W17)    |    | Screamer                      | 1258   | Charcoal/ | 183.00        | 15.25 | 183.00        | 12       |
| Winter Accessor | Lucas Checkered Scarf (W17)   |    | Screamer                      | 1277   | Black/Sta | 152.50        | 15.25 | 152.50        | 10       |
| Winter Accessor | Lucas Checkered Beanie (W17)  |    | Screamer                      | 1276   | Denim/Re  | 92.75         | 13.25 | 92.75         | 7        |
| Winter Accessor | Chellene Scarf (W17)          |    | Screamer                      | 1254   | Charcoal/ | 173.25        | 19.25 | 173.25        | 9        |
| Winter Accessor | Chellene Scarf (W17)          |    | Screamer                      | 1255   | Mauve/Cl  | 173.25        | 19.25 | 173.25        | 9        |
| Winter Accessor | Chellene Scarf (W17)          |    | Screamer                      | 1257   | Rose/Egg  | 38.50         | 19.25 | 38.50         | 2        |
| Hats            | W-16 Wmn's Hat Chellene       |    | Screamer                      | 1115   |           | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Marled Positano Beanie (W17)  |    | Screamer                      | 1262   | Black/Re  | 25.50         | 12.75 | 25.50         | 2        |
| Winter Accessor | Marled Positano Gloves (W17)  |    | Screamer                      | 1263   | Black/Re  | 63.75         | 12.75 | 63.75         | 5        |
| Winter Accessor | Kid's Milan Fur Beanie (W17)  |    | Screamer                      | 1293   | Purple Pa | 0.00          | 0.00  | 0.00          | 0        |
| Winter Accessor | Reset Fleece Beanie (W17)     |    | Screamer                      | 1283   | Black/Itt | 22.50         | 7.50  | 22.50         | 3        |
| Hats            | W-16 Men's Hat Sketch Black   |    | Screamer                      | 1126   |           | 10.00         | 10.00 | 10.00         | 1        |
| Winter Accessor | Chellene Long Gloves (W17)    |    | Screamer                      | 1260   | Rose/Egg  | 91.50         | 15.25 | 91.50         | 6        |
| Winter Accessor | Kid's Milan Fur Beanie (W17)  |    | Screamer                      | 1291   | Pink Twe  | 13.25         | 13.25 | 13.25         | 1        |
| Winter Accessor | Chellene Scarf (W17)          |    | Screamer                      | 1256   | White/Lat | 38.50         | 19.25 | 38.50         | 2        |



## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department        | Item Name                       | At | Vendor Name                  | Item # | Item Des   | Ext Cost        | Cost  | 1 Ext Cost      | 1 Qty      |
|-------------------|---------------------------------|----|------------------------------|--------|------------|-----------------|-------|-----------------|------------|
| Winter Accessor   | Tapestry Mitts (W17)            |    | Screamer                     | 1265   | Black/terr | 299.25          | 14.25 | 299.25          | 21         |
| Winter Accessor   | Kid's Shine Beanie (W17)        |    | Screamer                     | 1286   | Hawaiian   | 102.00          | 12.75 | 102.00          | 8          |
| Winter Accessor   | Kid's Mini Waffle Beanie (W17)  |    | Screamer                     | 1287   | Black/Ch:  | 112.75          | 10.25 | 112.75          | 11         |
| Winter Accessor   | Kid's Mini Waffle Beanie (W17)  |    | Screamer                     | 1288   | Black/Ne:  | 112.75          | 10.25 | 112.75          | 11         |
| Hats              | W-16 Wmn's Scarf Tapestry       |    | Screamer                     | 111E   |            | 0.00            | 0.00  | 0.00            | 0          |
| Hats              | W-16 Wmn's Mitts Tapestry       |    | Screamer                     | 1117   |            | 0.00            | 0.00  | 0.00            | 0          |
| Winter Accessor   | Kid's Milan Fur Beanie (W17)    |    | Screamer                     | 1292   | Blue/Ros:  | 66.25           | 13.25 | 66.25           | 5          |
| Winter Accessor   | Kid's Milan Fur Beanie (W17)    |    | Screamer                     | 1290   | Black Tw   | 119.25          | 13.25 | 119.25          | 9          |
| Winter Accessor   | Kid's Let It Snow Beanie (W17)  |    | Screamer                     | 1289   | Black/Re:  | 82.25           | 11.75 | 82.25           | 7          |
|                   |                                 |    | <b>Screamer</b>              |        |            | <b>3,604.05</b> |       | <b>3,604.05</b> | <b>244</b> |
| Souvenir          | I love California Ornament      |    | SF Mercantile                | 929    |            | 0.00            | 0.00  | 0.00            | 0          |
| Childrens Clothe  | Lake Tahoe Onsie                |    | SF Mercantile                | 1423   |            | 135.00          | 7.50  | 135.00          | 18         |
| Souvenir          | I love California Tote Bag      |    | SF Mercantile                | 868    |            | 0.00            | 0.00  | 0.00            | 0          |
|                   |                                 |    | <b>SF Mercantile</b>         |        |            | <b>135.00</b>   |       | <b>135.00</b>   | <b>18</b>  |
| Souvenir          | Pin-CA and Lake Tahoe           |    | SF Notes   Haus Maus         | 1332   | Item Cod:  | 137.50          | 2.75  | 137.50          | 50         |
| Souvenir          | Bookmark-SF Notes               |    | SF Notes   Haus Maus         | 1531   |            | 21.85           | 0.95  | 21.85           | 23         |
| Unisex Clothing   | Lake Tahoe Hoody                |    | SF Notes   Haus Maus         | 1490   |            | 14.95           | 14.95 | 14.95           | 1          |
| Gear              | Canvas Bag - Assorted           |    | SF Notes   Haus Maus         | 1335   | Item Cod:  | 44.51           | 7.42  | 44.51           | 6          |
| Gear              | Towel (Cotton) - Assorted       |    | SF Notes   Haus Maus         | 1334   | Item Cod:  | 148.54          | 4.50  | 148.54          | 33         |
| Souvenir          | Jute Bag                        |    | SF Notes   Haus Maus         | 1219   | JB802      | 125.00          | 5.00  | 125.00          | 25         |
| Souvenir          | Magnet Square                   |    | SF Notes   Haus Maus         | 1370   | MMS802     | 81.00           | 2.25  | 81.00           | 36         |
| Souvenir          | Magnet-vertical Lake Tahoe      |    | SF Notes   Haus Maus         | 1371   | MML802     | 54.00           | 2.25  | 54.00           | 24         |
| Childrens Clothe  | Baby Bib                        |    | SF Notes   Haus Maus         | 1372   | BI 308L    | 17.85           | 5.95  | 17.85           | 3          |
| Cards/Post        | NLT Notecards                   |    | SF Notes   Haus Maus         | 1373   | CLR-NLT    | 22.75           | 1.75  | 22.75           | 13         |
| Souvenir          | CA & NLT Sticker                |    | SF Notes   Haus Maus         | 1333   | Item Cod:  | 43.99           | 1.52  | 43.99           | 29         |
| Souvenir          | Iron on Patch - CA Rep + LT     |    | SF Notes   Haus Maus         | 1220   | Iron on P: | 123.75          | 2.75  | 123.75          | 45         |
| Gear              | Canvas Pouch                    |    | SF Notes   Haus Maus         | 1330   | CPH218C    | 0.00            | 0.00  | 0.00            | 0          |
| Gear              | Canvas Grocery Bag              |    | SF Notes   Haus Maus         | 1331   | CBG343C    | 0.00            | 0.00  | 0.00            | 0          |
| Womens Clothin    | Lake Tahoe T-Shirt              |    | SF Notes   Haus Maus         | 1446   |            | 0.00            | 0.00  | 0.00            | 0          |
|                   |                                 |    | <b>SF Notes   Haus Maus</b>  |        |            | <b>835.68</b>   |       | <b>835.68</b>   | <b>288</b> |
| Souvenir          | Shop Local Stickers             |    | Shop Local                   | 970    |            | 0.00            | 0.00  | 0.00            | 53         |
|                   |                                 |    | <b>Shop Local</b>            |        |            | <b>0.00</b>     |       | <b>0.00</b>     | <b>53</b>  |
| Sierra Essentials | Shampoo, Dirty Pawz for Dogs    |    | Sierra Essentials            | 845    |            | 0.00            | 0.00  | 0.00            | 0          |
| Sierra Essentials | Soap Dish                       |    | Sierra Essentials            | 637    | Hand Ma:   | 22.50           | 4.50  | 22.50           | 5          |
| Sierra Essentials | Hand and Foot Balm              |    | Sierra Essentials            | 644    |            | 6.50            | 6.50  | 6.50            | 1          |
| Sierra Essentials | Salt 'n Pepper Grinder          |    | Sierra Essentials            | 910    |            | 0.00            | 0.00  | 0.00            | 0          |
| Sierra Essentials | Salt 'n Pepper Refills          |    | Sierra Essentials            | 911    |            | 0.00            | 0.00  | 0.00            | 0          |
| Sierra Essentials | Rub/Seasoning Assorted          |    | Sierra Essentials            | 912    |            | 48.86           | 6.98  | 48.86           | 7          |
| Sierra Essentials | Soap, Regular                   |    | Sierra Essentials            | 831    |            | 72.00           | 2.25  | 72.00           | 32         |
| Sierra Essentials | Lip Balm                        |    | Sierra Essentials            | 131    | Locally M  | 367.90          | 2.00  | 367.90          | 184        |
| Sierra Essentials | Conditioner, Dirty Pawz for Dog |    | Sierra Essentials            | 844    |            | 15.00           | 7.50  | 15.00           | 2          |
| Sierra Essentials | Body Wash 2 oz                  |    | Sierra Essentials            | 713    |            | 2.66            | 2.66  | 2.66            | 1          |
| Sierra Essentials | Lotion Hand & Body 8 oz         |    | Sierra Essentials            | 712    |            | 222.75          | 8.25  | 222.75          | 27         |
| Sierra Essentials | Gift Packs                      |    | Sierra Essentials            | 621    |            | 11.50           | 11.50 | 11.50           | 1          |
| Sierra Essentials | Lotion hand & Body 2 oz         |    | Sierra Essentials            | 634    | Locally M  | 0.00            | 0.00  | 0.00            | 0          |
| Sierra Essentials | Girly Lip Balm Gift Packs       |    | Sierra Essentials            | 622    |            | 0.00            | 0.00  | 0.00            | 0          |
| Sierra Essentials | Wooden Soap Gift Set            |    | Sierra Essentials            | 1136   |            | 0.00            | 0.00  | 0.00            | 0          |
| Sierra Essentials | Soap Big Blue Bar               |    | Sierra Essentials            | 933    |            | 0.00            | 0.00  | 0.00            | 0          |
|                   |                                 |    | <b>Sierra Essentials</b>     |        |            | <b>769.66</b>   |       | <b>769.66</b>   | <b>260</b> |
| Home Decor        | Logo Wine Glasses NLTRA         |    | Sierra Nevada Ad Partr       | 1046   |            | 147.71          | 3.21  | 147.71          | 46         |
| Souvenir          | Coffee Mugs Sierra Nevada Ad    |    | Sierra Nevada Ad Partr       | 1062   |            | 42.50           | 8.50  | 42.50           | 5          |
| Gear              | Logo Water Bottle               |    | Sierra Nevada Ad Partr       | 1470   |            | 41.93           | 5.99  | 41.93           | 7          |
|                   |                                 |    | <b>Sierra Nevada Ad Par</b>  |        |            | <b>232.14</b>   |       | <b>232.14</b>   | <b>58</b>  |
| Souvenir          | Video-The Story of Tahoe II     |    | Sierra State Parks Fou       | 830    |            | 69.65           | 9.95  | 69.65           | 7          |
| Souvenir          | Video-The Story of Tahoe I      |    | Sierra State Parks Fou       | 829    |            | 49.75           | 9.95  | 49.75           | 5          |
|                   |                                 |    | <b>Sierra State Parks Fo</b> |        |            | <b>119.40</b>   |       | <b>119.40</b>   | <b>12</b>  |
| Souvenir          | Water Bottles Logo              |    | Silk Letter                  | 1186   |            | 0.00            | 0.00  | 0.00            | 0          |
|                   |                                 |    | <b>Silk Letter</b>           |        |            | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>   |
| Jewlery           | Necklace mnt sm heart 2 side    |    | Specialty Beads              | 1240   |            | 27.00           | 27.00 | 27.00           | 1          |
| Jewlery           | Necklace Tahoe Med Bead         |    | Specialty Beads              | 1236   |            | 44.00           | 22.00 | 44.00           | 2          |
| Jewlery           | Necklace Ca sm                  |    | Specialty Beads              | 1237   |            | 0.00            | 0.00  | 0.00            | 0          |
| Jewlery           | Necklace Ca sm Bead             |    | Specialty Beads              | 1238   |            | 0.00            | 0.00  | 0.00            | 0          |
| Jewlery           | Necklace Tahoe Med              |    | Specialty Beads              | 1235   |            | 21.00           | 21.00 | 21.00           | 1          |
| Jewlery           | Necklace pine tree              |    | Specialty Beads              | 1245   |            | 22.00           | 22.00 | 22.00           | 1          |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department       | Item Name                      | At | Vendor Name                  | Item # | Item Des   | Ext Cost        | Cost  | 1 Ext Cost      | 1 Qty     |
|------------------|--------------------------------|----|------------------------------|--------|------------|-----------------|-------|-----------------|-----------|
| Jewelry          | Necklace hand stamped heart i  |    | Specialty Beads              | 1246   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace snowflake bead        |    | Specialty Beads              | 1243   |            | 20.00           | 20.00 | 20.00           | 1         |
| Jewelry          | Necklace Lg heart pinecone     |    | Specialty Beads              | 1244   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | necklace 2 trees/mtn           |    | Specialty Beads              | 1380   | jannell Ne | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace sm heart 2 side       |    | Specialty Beads              | 1241   |            | 27.00           | 27.00 | 27.00           | 1         |
| Jewelry          | Necklace Tall Thin Tree        |    | Specialty Beads              | 1242   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace Rectangle mtn         |    | Specialty Beads              | 1381   | jannell Ne | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace-gold moon             |    | Specialty Beads              | 1512   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Earrings-jannell Circle trees  |    | Specialty Beads              | 1388   | Jannell ci | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace round cherry blossom  |    | Specialty Beads              | 1462   |            | 24.00           | 24.00 | 24.00           | 1         |
| Jewelry          | Necklace heart pendant w/mtn   |    | Specialty Beads              | 1464   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace heart mountain        |    | Specialty Beads              | 1463   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Earrings-Jannell Tree w/bead   |    | Specialty Beads              | 1386   | jannell re | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Earrings-Jannell Tahoe         |    | Specialty Beads              | 1385   | jannell Ta | 46.00           | 23.00 | 46.00           | 2         |
| Jewelry          | Necklace Tahoe sm/bead         |    | Specialty Beads              | 1460   |            | 39.00           | 19.50 | 39.00           | 2         |
| Jewelry          | Earrings-jannell teardrops     |    | Specialty Beads              | 1387   | jannell te | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Earrings- Jannell Heart        |    | Specialty Beads              | 1384   | jannell m  | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Earrings heart rectangle       |    | Specialty Beads              | 1469   |            | 23.00           | 23.00 | 23.00           | 1         |
| Jewelry          | necklace Heart w/tree          |    | Specialty Beads              | 1383   | jannell Ne | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | necklace Tall tree rectangle   |    | Specialty Beads              | 1382   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace Tahoe Sm              |    | Specialty Beads              | 1461   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Earrings Tahoe Small           |    | Specialty Beads              | 1466   |            | 0.00            | 0.00  | 0.00            | 0         |
| Jewelry          | Necklace Circle w/2 trees      |    | Specialty Beads              | 1465   |            | 22.00           | 22.00 | 22.00           | 1         |
| Jewelry          | Earrings 2 trees/circle        |    | Specialty Beads              | 1468   |            | 22.00           | 22.00 | 22.00           | 1         |
| Jewelry          | Earrings Tahoe Sm/bead         |    | Specialty Beads              | 1467   |            | 21.00           | 21.00 | 21.00           | 1         |
|                  |                                |    | <b>Specialty Beads</b>       |        |            | <b>358.00</b>   |       | <b>358.00</b>   | <b>16</b> |
| Food             | Stephen's Farmhouse            | As | Stephen's Farmhouse          | 526    | Stephen's  | 22.50           | 3.75  | 22.50           | 6         |
|                  |                                |    | <b>Stephen's Farmhouse</b>   |        |            | <b>22.50</b>    |       | <b>22.50</b>    | <b>6</b>  |
| Souvenir         | Sticker Pack - small           |    | Sticker pack                 | 1430   |            | 13.50           | 1.50  | 13.50           | 9         |
| Souvenir         | Sticker pack - Large           |    | Sticker pack                 | 1431   |            | 84.03           | 1.79  | 84.03           | 47        |
|                  |                                |    | <b>Sticker pack</b>          |        |            | <b>97.53</b>    |       | <b>97.53</b>    | <b>56</b> |
| Mens Clothing    | W-17 Mens Full Zip Vest Grapt  |    | Stitches Creation Inc        | 1171   |            | 0.00            | 0.00  | 0.00            | 0         |
| Childrens Clothe | W-17 Kids Full Zip-Pink        |    | Stitches Creation Inc        | 1167   |            | 157.50          | 22.50 | 157.50          | 7         |
| Mens Clothing    | W-17 Mens Full Zip Navy        |    | Stitches Creation Inc        | 1169   |            | 220.00          | 27.50 | 220.00          | 8         |
| Childrens Clothe | W-17 Kids Full Zip Vest-Blue   |    | Stitches Creation Inc        | 1168   |            | 120.00          | 20.00 | 120.00          | 6         |
| Womens Clothin   | W-17 Womans Full Zip Vest Sr   |    | Stitches Creation Inc        | 1173   |            | 135.00          | 45.00 | 135.00          | 3         |
| Mens Clothing    | W-17 Mens Full Zip Texture     |    | Stitches Creation Inc        | 1172   |            | 522.50          | 47.50 | 522.50          | 11        |
|                  |                                |    | <b>Stitches Creation Inc</b> |        |            | <b>1,155.00</b> |       | <b>1,155.00</b> | <b>35</b> |
| Gear             | Stormtech Backback-Lg          |    | Stormtech USA Inc            | 1365   | WRP-2      | 75.00           | 7.50  | 75.00           | 10        |
| Gear             | Stomtech Backpack-Small        |    | Stormtech USA Inc            | 1084   | WRP-1      | 0.00            | 0.00  | 0.00            | 0         |
| Gear             | Aquarius Waterproof Tote       |    | Stormtech USA Inc            | 1364   | CTB-1 Bl   | 115.00          | 28.75 | 115.00          | 4         |
| Gear             | S-17 Aerolite Poncho           | PC | Stormtech USA Inc            | 1205   | PCX-13 F   | 56.00           | 14.00 | 56.00           | 4         |
| Gear             | Stormtech Atlantis Gear Bag Bi |    | Stormtech USA Inc            | 1082   |            | 60.00           | 30.00 | 60.00           | 2         |
| Gear             | S-17 Microfiber Travel Towel   | MI | Stormtech USA Inc            | 1204   | MFT-1 6 I  | 37.50           | 12.50 | 37.50           | 3         |
| Gear             | Trident Waterproof Day Pack    |    | Stormtech USA Inc            | 1208   | WDT-1 B    | 0.00            | 0.00  | 0.00            | 0         |
| Gear             | Stomtech Helium Pouch          |    | Stormtech USA Inc            | 1083   |            | 76.00           | 4.00  | 76.00           | 19        |
|                  |                                |    | <b>Stormtech USA Inc</b>     |        |            | <b>419.50</b>   |       | <b>419.50</b>   | <b>42</b> |
| Cards/Post       | Sue Gross Local Cards          |    | Sue Gross                    | 1073   |            | 0.00            | 0.00  | 0.00            | 0         |
|                  |                                |    | <b>Sue Gross</b>             |        |            | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Souvenir         | Sustain Ornaments              |    | Sustain Tahoe                | 1228   |            | 0.00            | 0.00  | 0.00            | 0         |
| Souvenir         | Sustain Key Chains             |    | Sustain Tahoe                | 1229   |            | 0.00            | 0.00  | 0.00            | 0         |
|                  |                                |    | <b>Sustain Tahoe</b>         |        |            | <b>0.00</b>     |       | <b>0.00</b>     | <b>0</b>  |
| Childrens Clothe | Tahoe Basics Hoody Kids        |    | Tahoe Basics                 | 857    |            | 0.00            | 0.00  | 0.00            | 0         |
| Mens Clothing    | Tahoe Basics Ski Lake Tahoe I  |    | Tahoe Basics                 | 1309   |            | 0.00            | 0.00  | 0.00            | 0         |
| Childrens Clothe | Tahoe Basics Ski Lake Tahoe I  |    | Tahoe Basics                 | 1310   |            | 0.00            | 0.00  | 0.00            | 0         |
| Unisex Clothing  | Tahoe Basics Liviv Lvn Hoody   |    | Tahoe Basics                 | 1308   |            | 67.20           | 22.40 | 67.20           | 3         |
| Home Decor       | Tahoe Basics Wine Glass        |    | Tahoe Basics                 | 1030   |            | 22.59           | 5.65  | 22.59           | 4         |
| Home Decor       | Tahoe Cookie Cutter            |    | Tahoe Basics                 | 1037   |            | 44.00           | 4.00  | 44.00           | 11        |
| Mens Clothing    | Tahoe Basics T-Shirt Mens      | Sf | Tahoe Basics                 | 822    |            | 10.20           | 10.20 | 10.20           | 1         |
| Hats             | Tahoe Basics Trucker Hats      |    | Tahoe Basics                 | 1004   |            | 11.00           | 11.00 | 11.00           | 1         |
| Childrens Clothe | Tahoe Basics T'Shirts Kids     |    | Tahoe Basics                 | 855    |            | 45.00           | 9.00  | 45.00           | 5         |
| Womens Clothin   | Tahoe Basics Hoody Womens      |    | Tahoe Basics                 | 856    |            | 0.00            | 0.00  | 0.00            | 0         |
| Hats             | Tahoe Basics Embroid Hat       |    | Tahoe Basics                 | 1005   |            | 0.00            | 0.00  | 0.00            | 0         |
| Home Decor       | Tahoe Basics Beer Mugs         |    | Tahoe Basics                 | 1265   |            | 29.94           | 5.99  | 29.94           | 5         |
| Unisex Clothing  | S17 - Apron                    |    | Tahoe Basics                 | 1210   |            | 0.00            | 0.00  | 0.00            | 0         |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department                  | Item Name                      | Alt | Vendor Name            | Item # | Item Des  | Ext Cost      | Cost  | 1 Ext Cost    | 1 Qty      |
|-----------------------------|--------------------------------|-----|------------------------|--------|-----------|---------------|-------|---------------|------------|
| Hats                        | Tahoe Inside Hat               |     | Tahoe Basics           | 1397   | Tahoe Ba  | 39.00         | 13.00 | 39.00         | 3          |
| Womens Clothin              | Tahoe Basics womens 3/4 shirt  |     | Tahoe Basics           | 1511   |           | 30.34         | 15.17 | 30.34         | 2          |
| Home Decor                  | Tahoe Basics Napkins           |     | Tahoe Basics           | 576    |           | 0.00          | 0.00  | 0.00          | 0          |
| Womens Clothin              | Tahoe Basics T-shirt Womens    |     | Tahoe Basics           | 756    |           | 0.00          | 0.00  | 0.00          | 0          |
| Mens Clothing               | Tahoe Basics Hoody Mens        |     | Tahoe Basics           | 905    |           | 0.00          | 0.00  | 0.00          | 0          |
| Hats                        | Tahoe Basics Embroi Truck Ha   |     | Tahoe Basics           | 1307   |           | 182.00        | 13.00 | 182.00        | 14         |
| Home Decor                  | Tahoe Basics Pint Glass        |     | Tahoe Basics           | 1306   |           | 75.00         | 5.00  | 75.00         | 15         |
| Mens Clothing               | Tahoe Blue T-Shirt             |     | Tahoe Basics           | 1475   |           | 108.80        | 12.09 | 108.80        | 9          |
| Hats                        | Embroid Wmns Truck Hat         |     | Tahoe Basics           | 1396   | Tahoe Ba  | 0.00          | 0.00  | 0.00          | 0          |
| Home Decor                  | Tahoe Basics Coffee Mug        |     | Tahoe Basics           | 1305   |           | 15.00         | 5.00  | 15.00         | 3          |
| Souvenir                    | Tahoe Basics Bumper Stickers   |     | Tahoe Basics           | 647    |           | 134.21        | 1.46  | 134.21        | 92         |
| <b>Tahoe Basics</b>         |                                |     |                        |        |           | <b>814.28</b> |       | <b>814.28</b> | <b>168</b> |
|                             |                                |     |                        |        |           |               |       |               |            |
| Sierra Essentials           | Candle 10 oz                   |     | Tahoe Eco              | 121    | Locally M | 377.06        | 11.09 | 377.06        | 34         |
| Sierra Essentials           | Candle 6 oz                    |     | Tahoe Eco              | 406    | Locally M | 217.78        | 7.51  | 217.78        | 29         |
| Sierra Essentials           | Soap, Dirty Pawz for Dogs      |     | Tahoe Eco              | 405    | Locally M | 9.25          | 4.63  | 9.25          | 2          |
| Sierra Essentials           | Aroma Spritzer                 |     | Tahoe Eco              | 302    | Locally M | 196.69        | 7.28  | 196.69        | 27         |
| Sierra Essentials           | Candle Travel                  |     | Tahoe Eco              | 122    | Locally M | 150.00        | 5.00  | 150.00        | 30         |
| <b>Tahoe Eco</b>            |                                |     |                        |        |           | <b>950.78</b> |       | <b>950.78</b> | <b>122</b> |
|                             |                                |     |                        |        |           |               |       |               |            |
| Hats                        | Tahoe Heartbeat Hat            |     | Tahoe Heartbeats       | 1444   |           | 0.00          | 0.00  | 0.00          | 0          |
| Mens Clothing               | Tahoe heartbeat T-shirts       |     | Tahoe Heartbeats       | 1445   | grey and  | 126.00        | 14.00 | 126.00        | 9          |
| <b>Tahoe Heartbeats</b>     |                                |     |                        |        |           | <b>126.00</b> |       | <b>126.00</b> | <b>9</b>   |
|                             |                                |     |                        |        |           |               |       |               |            |
| Food                        | Tahoe House Salsa              |     | Tahoe House, Inc.      | 1248   |           | 0.00          | 0.00  | 0.00          | 0          |
| Food                        | Tahoe House Dressing           | As  | Tahoe House, Inc.      | 629    |           | 20.12         | 5.03  | 20.12         | 4          |
| Food                        | Tahoe House Rub                | As  | Tahoe House, Inc.      | 630    |           | 0.00          | 0.00  | 0.00          | 0          |
| Food                        | Tahoe House Tapenade           |     | Tahoe House, Inc.      | 1422   |           | 26.88         | 8.96  | 26.88         | 3          |
| Food                        | Tahoe House Rub-Large          |     | Tahoe House, Inc.      | 1185   |           | 0.00          | 0.00  | 0.00          | 0          |
| <b>Tahoe House, Inc.</b>    |                                |     |                        |        |           | <b>47.00</b>  |       | <b>47.00</b>  | <b>7</b>   |
|                             |                                |     |                        |        |           |               |       |               |            |
| Books                       | Tahoe Quarterly Magazine       | 2C  | Tahoe Quarterly        | 1415   |           | 102.00        | 3.00  | 102.00        | 34         |
| <b>Tahoe Quarterly</b>      |                                |     |                        |        |           | <b>102.00</b> |       | <b>102.00</b> | <b>34</b>  |
|                             |                                |     |                        |        |           |               |       |               |            |
| Food                        | Tahoe Tea Assorted             |     | Tahoe Teas             | 1049   |           | 616.00        | 7.00  | 616.00        | 88         |
| <b>Tahoe Teas</b>           |                                |     |                        |        |           | <b>616.00</b> |       | <b>616.00</b> | <b>88</b>  |
|                             |                                |     |                        |        |           |               |       |               |            |
| Books-Childrens             | Tessie's Family Adventure Colc |     | Tahoe Tessie           | 1087   |           | 44.10         | 3.15  | 44.10         | 14         |
| Souvenir                    | The Story of Tahoe Tessie 1    |     | Tahoe Tessie           | 1085   |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir                    | Tahoe Tessie Patches           |     | Tahoe Tessie           | 1092   |           | 78.00         | 2.00  | 78.00         | 39         |
| Souvenir                    | Tessie Mugs - Small            |     | Tahoe Tessie           | 1088   |           | 0.00          | 0.00  | 0.00          | 0          |
| Stuffed Animals             | Tahoe Tessie Doll-Small        |     | Tahoe Tessie           | 1090   |           | 12.82         | 2.14  | 12.82         | 6          |
| Stuffed Animals             | Tahoe Tessie Doll-Large        |     | Tahoe Tessie           | 1091   |           | 48.00         | 8.00  | 48.00         | 6          |
| Souvenir                    | Tahoe Tessie Mugs-Large        |     | Tahoe Tessie           | 1089   |           | 56.00         | 4.00  | 56.00         | 14         |
| <b>Tahoe Tessie</b>         |                                |     |                        |        |           | <b>238.92</b> |       | <b>238.92</b> | <b>79</b>  |
|                             |                                |     |                        |        |           |               |       |               |            |
| Food                        | Tahoe Toffee Candy             |     | Tahoe Toffee Candy Cr  | 1508   |           | 33.00         | 3.00  | 33.00         | 11         |
| Food                        | Tahoe Toffee Lemon/peanut      |     | Tahoe Toffee Candy Cr  | 1509   |           | 10.00         | 2.50  | 10.00         | 4          |
| <b>Tahoe Toffee Candy (</b> |                                |     |                        |        |           | <b>43.00</b>  |       | <b>43.00</b>  | <b>15</b>  |
|                             |                                |     |                        |        |           |               |       |               |            |
| Misc                        | Tahoe Wild Bumper Sticker      |     | Tahoe Wild             | 1222   |           | 111.00        | 1.50  | 111.00        | 74         |
| Souvenir                    | Smiley Face Sticker            |     | Tahoe Wild             | 1442   |           | 8.75          | 1.25  | 8.75          | 7          |
| Gear                        | Frisbee                        |     | Tahoe Wild             | 1441   |           | 13.50         | 4.50  | 13.50         | 3          |
| Childrens Clothe            | Tahoe Wild Kids Tee's          |     | Tahoe Wild             | 1424   |           | 12.50         | 12.50 | 12.50         | 1          |
| Hats                        | S17 - Tahoe Wild Soft Cap      |     | Tahoe Wild             | 1224   | Cap-874   | 52.50         | 10.50 | 52.50         | 5          |
| Hats                        | S17- Tahoe Wild Camper Cap     |     | Tahoe Wild             | 1225   | Cap-629   | 0.00          | 0.00  | 0.00          | 0          |
| <b>Tahoe Wild</b>           |                                |     |                        |        |           | <b>198.25</b> |       | <b>198.25</b> | <b>90</b>  |
|                             |                                |     |                        |        |           |               |       |               |            |
| Home Decor                  | Pinecone Tahoma Meadows        |     | Tahoma Meadows Bed     | 641    |           | 0.00          | 0.00  | 0.00          | 0          |
| <b>Tahoma Meadows Be</b>    |                                |     |                        |        |           | <b>0.00</b>   |       | <b>0.00</b>   | <b>0</b>   |
|                             |                                |     |                        |        |           |               |       |               |            |
| Body Care                   | SwimSicle SPF 30               |     | The Green Owl Bath ar  | 980    |           | 0.00          | 0.00  | 0.00          | 0          |
| <b>The Green Owl Bath a</b> |                                |     |                        |        |           | <b>0.00</b>   |       | <b>0.00</b>   | <b>0</b>   |
|                             |                                |     |                        |        |           |               |       |               |            |
| Mens Clothing               | Farmers Market Mens Tee-Beig   |     | The Natural Trading Cc | 1421   |           | 16.00         | 16.00 | 16.00         | 1          |
| Childrens Clothe            | Farmers Market Kids Tee        |     | The Natural Trading Cc | 1426   |           | 32.00         | 16.00 | 32.00         | 2          |
| Womens Clothin              | Farmers Market V-Neck Sage     |     | The Natural Trading Cc | 1418   |           | 16.00         | 16.00 | 16.00         | 1          |
| Souvenir                    | Farmers Market Bag             |     | The Natural Trading Cc | 1417   |           | 0.00          | 0.00  | 0.00          | 0          |
| Childrens Clothe            | Farmers Market Onsie           |     | The Natural Trading Cc | 1416   |           | 64.00         | 16.00 | 64.00         | 4          |
| Mens Clothing               | Farmers Market Mens Tee Yell   |     | The Natural Trading Cc | 1420   |           | 16.00         | 16.00 | 16.00         | 1          |
| Womens Clothin              | Farmers market V-Neck White    |     | The Natural Trading Cc | 1419   |           | 32.00         | 16.00 | 32.00         | 2          |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department      | Item Name                       | At | Vendor Name                 | Item # | Item Des  | Ext Cost      | Cost  | 1 Ext Cost    | 1 Qty      |
|-----------------|---------------------------------|----|-----------------------------|--------|-----------|---------------|-------|---------------|------------|
|                 |                                 |    | The Natural Trading C       |        |           | 176.00        |       | 176.00        | 11         |
| Books           | Gertrude's Tahoe Adventures     |    | Tim Houserman               | 1356   | Gertrude' | 48.00         | 9.60  | 48.00         | 5          |
|                 |                                 |    | Tim Houserman               |        |           | 48.00         |       | 48.00         | 5          |
| Books           | The Legend of Eagle Rock        |    | Tim Schroeder               | 1355   | The Lege  | 48.00         | 8.00  | 48.00         | 6          |
|                 |                                 |    | Tim Schroeder               |        |           | 48.00         |       | 48.00         | 6          |
| Cards/Post      | Cheeseburger Card               |    | TJ Smith Creative           | 909    |           | 0.00          | 0.00  | 0.00          | 0          |
|                 |                                 |    | TJ Smith Creative           |        |           | 0.00          |       | 0.00          | 0          |
| Gear            | Totable Wine and Water Totes    |    | Tote Able                   | 1100   |           | 0.00          | 0.00  | 0.00          | 0          |
|                 |                                 |    | Tote Able                   |        |           | 0.00          |       | 0.00          | 0          |
| Souvenir        | Lake Tahoe in Depth DVD         |    | UC Davis TERC               | 648    |           | 0.00          | 0.00  | 0.00          | 0          |
|                 |                                 |    | UC Davis TERC               |        |           | 0.00          |       | 0.00          | 0          |
| Home Decor      | Tahoe Dish Towel                |    | Vintage Ops                 | 1234   |           | 0.00          | 0.00  | 0.00          | 0          |
|                 |                                 |    | Vintage Ops                 |        |           | 0.00          |       | 0.00          | 0          |
| Souvenir        | 12 Prints Mini Photo Pack Tahc  |    | Wholesale Resort Acc        | 109    |           | 9.00          | 1.00  | 9.00          | 9          |
| Misc            | LT Bumper Sticker               |    | Wholesale Resort Acc        | 1213   | Item #70C | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Road Sign Magnet                |    | Wholesale Resort Acc        | 699    |           | (5.00)        | 2.50  | (5.00)        | -2         |
| Souvenir        | LT Hardcover Book               |    | Wholesale Resort Acc        | 763    |           | 20.00         | 4.00  | 20.00         | 5          |
| Souvenir        | Magnet Round Four Pack          |    | Wholesale Resort Acc        | 697    |           | 15.00         | 2.50  | 15.00         | 6          |
| Poster          | Map, aerial Lake Tahoe          |    | Wholesale Resort Acc        | 492    |           | 60.00         | 12.00 | 60.00         | 5          |
| Poster          | Posters-WRA Rack                |    | Wholesale Resort Acc        | 104    |           | 0.00          | 0.00  | 0.00          | 0          |
| Misc            | S17 - LT Magnet Peace Van       |    | Wholesale Resort Acc        | 1215   | Item #58' | 24.00         | 4.00  | 24.00         | 6          |
| Souvenir        | Sticker Pack-Black Bears        |    | Wholesale Resort Acc        | 781    |           | 4.50          | 0.75  | 4.50          | 6          |
| Misc            | S17 - Black Surf Bumper Sticke  |    | Wholesale Resort Acc        | 1212   | Item #70C | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Magnet Licence Plate            |    | Wholesale Resort Acc        | 694    |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Sticker Pack-Wildlife Series    |    | Wholesale Resort Acc        | 112    |           | 3.00          | 0.75  | 3.00          | 4          |
| Souvenir        | Calendar                        |    | Wholesale Resort Acc        | 111    |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Magnets 2x3                     |    | Wholesale Resort Acc        | 504    |           | 19.00         | 1.00  | 19.00         | 19         |
| Souvenir        | Pano Magnets 1x5                |    | Wholesale Resort Acc        | 97     |           | 19.00         | 1.00  | 19.00         | 19         |
| Souvenir        | Magnet Bottle Opener            |    | Wholesale Resort Acc        | 695    |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Pano Puzzle, 18x24 Photo        |    | Wholesale Resort Acc        | 1031   |           | 7.00          | 7.00  | 7.00          | 1          |
| Souvenir        | Bookmarks                       |    | Wholesale Resort Acc        | 107    |           | 20.30         | 0.35  | 20.30         | 58         |
| Souvenir        | Magnet Mountain Bear-No Sku     |    | Wholesale Resort Acc        | 714    |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Magnet LT Benchmark             |    | Wholesale Resort Acc        | 696    |           | 15.00         | 3.00  | 15.00         | 5          |
| Souvenir        | Sticker Pack-Wolves             |    | Wholesale Resort Acc        | 782    |           | 4.50          | 0.75  | 4.50          | 6          |
| Souvenir        | Postcard Book                   |    | Wholesale Resort Acc        | 118    |           | 2.00          | 2.00  | 2.00          | 1          |
| Misc            | S17 - License Plate Art Magnet  |    | Wholesale Resort Acc        | 1216   | Item #76C | (5.00)        | 2.50  | (5.00)        | -2         |
| Souvenir        | Photo Packet Critter            |    | Wholesale Resort Acc        | 701    |           | 12.00         | 2.00  | 12.00         | 6          |
| Souvenir        | Magnet I love Lake Tahoe        |    | Wholesale Resort Acc        | 698    |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Magnet Bear Opener              |    | Wholesale Resort Acc        | 762    |           | 11.25         | 2.25  | 11.25         | 5          |
| Souvenir        | Playing Cards                   |    | Wholesale Resort Acc        | 117    |           | 47.50         | 2.50  | 47.50         | 19         |
| Cards/Post      | Postcards-Small                 |    | Wholesale Resort Acc        | 105    |           | 70.84         | 0.12  | 70.84         | 598        |
| Books-Childrens | The Story of Tahoe Tessie 2     |    | Wholesale Resort Acc        | 1086   |           | 24.00         | 4.00  | 24.00         | 6          |
| Souvenir        | Magnetic Calendar/notepad       |    | Wholesale Resort Acc        | 116    |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | 12 Prints Mini Photo Pack Critt |    | Wholesale Resort Acc        | 471    |           | 13.75         | 1.25  | 13.75         | 11         |
| Drinkware       | Coffee Mug California           |    | Wholesale Resort Acc        | 682    |           | 28.00         | 4.00  | 28.00         | 7          |
| Misc            | Oval 2D Pewter Magnet           |    | Wholesale Resort Acc        | 1221   | Item #39  | (16.00)       | 2.00  | (16.00)       | -8         |
| Cards/Post      | Postcards-Panoramic             |    | Wholesale Resort Acc        | 106    |           | 9.00          | 0.25  | 9.00          | 36         |
| Souvenir        | Pano Puzzle - 12x36 Photo       |    | Wholesale Resort Acc        | 113    |           | 0.00          | 0.00  | 0.00          | 0          |
| Misc            | S17 - LT Dangling Bear Magne    |    | Wholesale Resort Acc        | 1214   | Item #23C | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Directional Sign Post Magnet    |    | Wholesale Resort Acc        | 1395   |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Livin' Lake Tahoe Sticker       |    | Wholesale Resort Acc        | 1428   |           | 8.00          | 2.00  | 8.00          | 4          |
| Books-Childrens | A New Home for Toby             |    | Wholesale Resort Acc        | 87     |           | 24.00         | 4.00  | 24.00         | 6          |
| Souvenir        | Photo Packet Bears              |    | Wholesale Resort Acc        | 780    |           | 6.00          | 2.00  | 6.00          | 3          |
| Souvenir        | Magnet Mini Pack                |    | Wholesale Resort Acc        | 691    |           | 15.00         | 3.00  | 15.00         | 5          |
| Souvenir        | Magnet Stoneware                |    | Wholesale Resort Acc        | 1114   |           | 0.00          | 0.00  | 0.00          | 0          |
| Souvenir        | Magnet Bear Crossing            |    | Wholesale Resort Acc        | 1113   |           | 27.50         | 2.50  | 27.50         | 11         |
|                 |                                 |    | <b>Wholesale Resort Acc</b> |        |           | <b>493.14</b> |       | <b>493.14</b> | <b>855</b> |
| Maps            | Tahoe Wildflower Guides         |    | Wild Flower Guides          | 1061   |           | 42.00         | 3.00  | 42.00         | 14         |
|                 |                                 |    | Wild Flower Guides          |        |           | 42.00         |       | 42.00         | 14         |
| Home Decor      | Wine Photo Poster               |    | Wild West Communica         | 1518   |           | 72.00         | 6.00  | 72.00         | 12         |
|                 |                                 |    | Wild West Communic          |        |           | 72.00         |       | 72.00         | 12         |
| Books           | Wolfdales Cuisine Cookbook      |    | Wolfdale's Cuisine Unic     | 1135   |           | 60.00         | 20.00 | 60.00         | 3          |

## Tahoe City Visitor Center Inventory Valuation on 12/31/2018

| Department | Item Name                      | At | Vendor Name                  | Item # | Item Des  | Ext Cost         | Cost | 1 Ext Cost       | 1 Qty        |
|------------|--------------------------------|----|------------------------------|--------|-----------|------------------|------|------------------|--------------|
| Food       | Wolfdales                      | As | Wolfdale's Cuisine Un        | 160    |           | 77.00            | 5.50 | 77.00            | 14           |
|            |                                |    | <b>Wolfdale's Cuisine Ur</b> |        |           | <b>137.00</b>    |      | <b>137.00</b>    | <b>17</b>    |
| Stationary | Forest Bookmarks               |    | Woodluck Wholesale           | 626    |           | 50.00            | 1.25 | 50.00            | 40           |
| Stationary | Owl Bookmark w/ Cord           |    | Woodluck Wholesale           | 1338   | 10 desigr | 0.00             | 0.00 | 0.00             | 0            |
| Souvenir   | Butterfly Pencil               |    | Woodluck Wholesale           | 1337   | Green Ba  | 83.20            | 1.60 | 83.20            | 52           |
| Stationary | Butterfly Bookmarks Collection |    | Woodluck Wholesale           | 1336   | 48 pcs to | 2.70             | 1.35 | 2.70             | 2            |
| Souvenir   | Nature Keychain                |    | Woodluck Wholesale           | 1340   | Small sar | (4.70)           | 2.35 | (4.70)           | -2           |
| Stationary | Pencil Twig Color Large        |    | Woodluck Wholesale           | 593    |           | 0.00             | 0.00 | 0.00             | 0            |
| Souvenir   | Forest Keychains               |    | Woodluck Wholesale           | 669    |           | 100.38           | 2.23 | 100.38           | 45           |
| Souvenir   | Pencil Twig Color Small        | Ct | Woodluck Wholesale           | 196    | Twig Colc | 0.00             | 0.00 | 0.00             | 0            |
| Souvenir   | Pencil Graphite Twic           | Gi | Woodluck Wholesale           | 197    |           | 11.00            | 0.50 | 11.00            | 22           |
| Souvenir   | Owl Keychains Collection       |    | Woodluck Wholesale           | 1339   |           | 0.00             | 0.00 | 0.00             | 0            |
| Misc       | Brown Bookmark                 |    | Woodluck Wholesale           | 1223   | 7" Brown  | 0.00             | 0.00 | 0.00             | 0            |
| Souvenir   | Pencils Forest Animals         |    | Woodluck Wholesale           | 459    |           | 72.00            | 1.50 | 72.00            | 48           |
|            |                                |    | <b>Woodluck Wholesale</b>    |        |           | <b>314.58</b>    |      | <b>314.58</b>    | <b>207</b>   |
|            |                                |    |                              |        |           | <b>23,674.55</b> |      | <b>23,674.55</b> | <b>4,424</b> |

1299-00 Receivable North Lake Tahoe Marketing Coop

12/31/2018 Credit Card Expenditures due to NLTRA from NLTMC

|               |          |
|---------------|----------|
| Daphne Lange  | 200.00   |
| Greg Howey    | 44.00    |
| Jason Neary   | 5,092.37 |
| Sarah Winters | 5,490.24 |

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10,826.61

1299-00 GL Balance 12/31/2018 10,826.61

Unreconciled Variance -

# North Lake Tahoe Marketing Coop Employee Expense Report

Month/Yr December 2018  
Employee Daphne Lange

| POSTING DATE   | DOC REF | VENDOR                      | RECEIPT OR INVOICE # | PURPOSE                            | PAID BY CC | OUT OF POCKET | BUDGET CODE |
|--|---------|-----------------------------|----------------------|------------------------------------|------------|---------------|-------------|
| <del>11/30/18</del>                                      | A       | Visit California            | 369                  | 2019 NY Media Mission              | 200.00     |               | 5204        |
| 11.30.18   | B       |                             |                      |                                    |            |               |             |
|  | C       |                             |                      |                                    |            |               |             |
|  | D       |                             |                      |                                    |            |               |             |
|  | E       |                             |                      |                                    |            |               |             |
|  | F       |                             |                      |                                    |            |               |             |
|  | G       |                             |                      |                                    |            |               |             |
|  | H       |                             |                      |                                    |            |               |             |
|  | I       |                             |                      |                                    |            |               |             |
|  | J       |                             |                      |                                    |            |               |             |
|  | K       |                             |                      |                                    |            |               |             |
|  | L       |                             |                      |                                    |            |               |             |
|  | M       |                             |                      |                                    |            |               |             |
|  | N       |                             |                      |                                    |            |               |             |
|  | O       |                             |                      |                                    |            |               |             |
|  | P       |                             |                      |                                    |            |               |             |
|  | Q       |                             |                      |                                    |            |               |             |
|  | R       |                             |                      |                                    |            |               |             |
|  | S       |                             |                      |                                    |            |               |             |
|  | T       |                             |                      |                                    |            |               |             |
|  | U       |                             |                      |                                    |            |               |             |
|  | V       |                             |                      |                                    |            |               |             |
|  | W       |                             |                      |                                    |            |               |             |
|  | X       |                             |                      |                                    |            |               |             |
|  | Y       |                             |                      |                                    |            |               |             |
|  | Z       |                             |                      |                                    |            |               |             |
| <b>MILEAGE REIMBURSEMENT</b>                             |         |                             |                      |                                    |            |               |             |
| Attach 1   | Mileage | See Attached Mileage Report |                      | Mileage Reimbursed Through Payroll | 0.00       | 8700-00-      |             |
| <b>TOTAL - CREDIT CARD EXPENSES</b>                      |         |                             |                      |                                    | 200.00     |               |             |
| <b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b> |         |                             |                      |                                    |            |               |             |

Signed By: Daphne Lange Approved By: Cathy Grubel  
Date: 11/14/19 Date: 1/6/19

| ACCOUNTING    |              |              |              |
|---------------|--------------|--------------|--------------|
| DATE RECEIVED | DATE ENTERED | CFO APPROVAL | DATE SCANNED |
| 1/7/19 DWS    | 1/10/19 DWS  | BOS          | 1/14/19      |

# NORTH LAKE TAHOE MARKETING COOPERATIVE (NL TMC)

## Employee Expense Report

Month Yr December 2018  
 Employee GREG HOWEY

| POSTING DATE                                      | DOC REF  | VENDOR           | RECEIPT OR INVOICE # | PURPOSE  | PAID BY CC | OUT OF POCKET | BUDGET CODE |
|---|----------|------------------|----------------------|--|------------|---------------|-------------|
| 12/3/2019   |          | PEPPERMILL HOTEL | 6890                 | MET WITH JANET CAINE, HELMSBRICOE. Discussed California Nevada Interscholastic Ski and Snowboard Federation for March 2020. Also discussed potential yoga program for May and June 2019. | 22.00      |               | 92-7003     |
| 12/3/2019   |          | PEPPERMILL HOTEL | 6891                 | MET WITH CHRISSEY BENSON, SITE SELECTION SERVICES. Discussed potential group for an April 2020-21 program. 100 rooms on peak and 150-175 people  | 22.00      |               | 92-7003     |
| <b>MILEAGE REIMBURSEMENT</b>                      |          |                  |                      |  |            |               |             |
|   | Attach 1 |                  | Mileage              | See Attached Mileage Report  |            | 0.00          | 8700-00-00  |
| TOTAL - CREDIT CARD EXPENSES                      |          |                  |                      |  |            |               |             |
| TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET) |          |                  |                      |  |            |               |             |
|   |          |                  |                      |  | 44.00      |               |             |

Signed By: Greg Howey

Date: 1/7/2019

Approved By: [Signature]

Date: 1/7/19

| ACCOUNTING    |              |              |              |
|---------------|--------------|--------------|--------------|
| DATE RECEIVED | DATE ENTERED | CFO APPROVAL | DATE SCANNED |
| 1/7/19 DS     | 1/10/19 DS   | [Signature]  | 1/11/17      |



# NORTH LAKE TAHOE RESORT ASSOCIATION (NLTMTC)

## Employee Expense Report

Month\*Yr    December 2018  
 Employee    Jason Neary

| POSTING DATE | DOC REF | VENDOR                     | RECEIPT OR | PURPOSE   | PAID BY CC | OUT OF | BUDGET CODE |
|--------------|---------|----------------------------|------------|---|------------|--------|-------------|
| 11/29/2018   | A       | Pianetta                   | 20011      | Client dinner during site visit for California Association of Community College Registrars and Admissions Officers. 600 room nights.  | 114.43     |        | 6111/92     |
| 11/29/2018   | B       | Active Ink Software        | 102276     | Lead retrieval for CalSAE Seasonal Spectacular  | 75.00      |        | 6116/92     |
| 11/30/2018   | C       | STL LTD                    | 2634       | Carpet for trade show booth at CalSAE Seasonal Spectacular  | 335.00     |        | 6116/92     |
| 12/3/2018    | D       | Staples                    | 1918479    | Name badges for the North Lake Tahoe Connect SW pre-FAM   | 9.19       |        | 6152/92     |
| 12/3/2018    | E       | Wallgreens                 | 505        | Welcome cards for North Lake Tahoe Connect SW pre-FAM   | 6.49       |        | 6152/92     |
| 12/3/2018    | F       | Reno Tahoe Limo            | 64823      | Airport transfer to Resort at Squaw Creek for FAM attendees   | \$264.53   |        | 6152/92     |
| 12/3/2018    | G       | Reno Tahoe Limo            | 64822      | Airport transfer to Resort at Squaw Creek for FAM attendees   | \$264.53   |        | 6152/92     |
| 12/3/2018    | H       | Reno Tahoe Limo            | 64967      | Airport transfer to Resort at Squaw Creek for FAM attendees   | \$220.95   |        | 6152/92     |
| 12/3/2018    | I       | Reno Tahoe Limo            | 64824      | Airport transfer to Resort at Squaw Creek for FAM attendees   | 371.41     |        | 6152/92     |
| 12/11/2018   | J       | RSC - Sandy's Pub          | 4918       | Client entertainment - Michale Wilson, Anna Stankey, Charity Faber, Cheryl Rogers during NLT Connect SW pre-FAM   | 95.80      |        | 7003/92     |
| 12/3/2018    | K       | Squaw Valley High Camp     | 509        | Round of drinks for client during NLT Connect SW pre-FAM (split with Squaw Valley)  | 70.50      |        | 7003/92     |
| 12/3/2018    | L       | Reno Tahoe Limo            | 64827      | Shuttle for client tours during NLT Connect SW pre-FAM  | 347.55     |        | 6152/92     |
| 12/4/2018    | M       | Reno Tahoe Limo            | 648216     | Shuttle for client tours during NLT Connect SW pre-FAM  | 666.14     |        | 6152/92     |
| 12/4/2018    | N       | RSC - Sandy's Pub          | 4046       | Client entertainment during NLT Connect SW pre-FAM - Wayne Wallgren, Gabby Francis  | 62.55      |        | 6152/92     |
| 12/4/2018    | O       | RSC - Sandy's Pub          | 4037       | Drinks for clients during NLT Connect SW pre-FAM (RSC over charged tip by \$5. The charge should only be \$170.51. They are adjusting it and it the credit will show on next months statement.  | 175.51     |        | 7003/92     |
| 12/5/2018    | P       | Chocolate Inspirations LLC | 7875       | North Lake Tahoe logo Chocolate on a Stickgiveaway for CalSAE Seasonal Spectacular  | 458.50     |        | 6116/92     |
| 12/5/2018    | Q       | Resort at Squaw Creek      | 35D2ZS     | Lodging during NLT Connect SW pre-FAM   | 411.68     |        | 6152/92     |
| 12/10/2018   | R       | Reno Tahoe Airport         | 345380     | Parking while picking up clients for American Angus site visit  | 1.00       |        | 6111/92     |
| 12/10/2018   | S       | Za's Lakehouse             | xxxx       | Lunch during American Angus site visit.   | 61.04      |        | 6111/92     |
| 12/13/2018   | T       | Camden Spit & Larder       | 60         | Round of drinks before customer dinner prior to Seasonal Spectacular. Carol Leveroni, Greg Golik, Michey Barnett, Meg Hemming, Della Yee, Donna Leon, Rick Soo-Hoo, Stephanie Pridmore. This charge will be split with Resort at Squaw Creek, Hyatt and Village at Squaw Valley. We will be invoicing each of them for \$56.15. | 224.59     |        | 7003/92     |
| 12/13/2018   | U       | Camden Spit & Larder       | 122        | Customer dinner for 13pp. Because of slow service they ended up comping the entire \$1300 bill. We still tipped the waitress a little over 10% as she did a good job. This amount is the tip. It will be split with Resort at Squaw Creek, Hyatt and Village at Squaw Valley. We will be invoicing each of them for \$150.01.   | 150.01     |        | 6116/92     |

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

|  |   |                  |        |   |                    |          |  |
|--|---|------------------|--------|---|--------------------|----------|--|
| 12/13/2018   | V | Mayaheul         | 394407 | Lunch during CalSAE Seasonal Spectacular with Greg Golik and Robin Little   | 73.38              | 6116/92  |  |
| 12/14/2018   | W | Hyatt Sacramento | 6352   | Round of drinks for clients during CalSAE Seasonal Spectacular. Becky McGuire, Angelique Hill, Felicia Price, Lindsay Poss. | 90.38              | 7003/92  |  |
| 12/17/2019   | X | Hyatt Sacramento | 7277   | Round of drinks for clients during CalSAE Seasonal Spectacular. Jan Steger, Meg Hemming.                                    | 58.28              | 7003/92  |  |
| 12/17/2018   | Y | Hyatt Sacramento | 310309 | Lodging during CalSAE Seasonal Spectacular  | 483.93             | 6116/92  |  |
| <b>MILEAGE REIMBURSEMENT</b>                             |   |                  |        |   |                    |          |  |
| Attach 1   |   | Mileage          |        | See Attached Mileage Report   |                    | 8700-00- |  |
|  |   |                  |        | Mileage Reimbursed Through Payroll  | 5092.57            | 240-22   |  |
|  |   |                  |        |   | <del>5067.37</del> | 244.71   |  |
| <b>TOTAL - CREDIT CARD EXPENSES</b>                      |   |                  |        |   |                    |          |  |
| <b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b> |   |                  |        |   |                    |          |  |
|  |   |                  |        |   | 240.22             |          |  |

Signed By: [Signature]  
Date: 1/17/19

Approved By: [Signature]  
Date: 1/17/19

|                   |              |                   |
|-------------------|--------------|-------------------|
| <b>ACCOUNTING</b> |              |                   |
| DATE RECEIVED     | DATE ENTERED | CFO APPROVAL DATE |
| 1/8/19 DMS        | 1/16/19 DMS  | 1/11/19           |
|                   |              |                   |

NORTH LAKE TAHOE MARKETING COOPERATIVE (NLTMC)

Employee Expense Report

Month/Yr December 2018  
Employee Sarah Winters

| POSTING DATE   | DOC REF | VENDOR                 | RECEIPT OR INVOICE # | PURPOSE   | PAID BY CC | OUT OF POCKET | BUDGET CODE |
|--|---------|------------------------|----------------------|---|------------|---------------|-------------|
| 11.29.18   | A       | Southwest Airlines     |                      | Change Fee Flight to Vegas - Sales Calls                      | 30.00      |               | 5112-92     |
| 11.30.18   | B       | Northstar Media        | 35159000             | MTS Forum Registration - April 2019                           | 300.00     |               | 5143-94     |
| 12.03.18   | C       | American Airlines      | NSYESQ               | American Airlines Flight to Mexico City - MX Sales Mission    | 214.82     |               | 5149-93     |
| 12.03.18   | D       | American Airlines      | NSYESQ               | American Airlines - Seat Purchase                             | 36.96      |               | 5149-93     |
| 12.04.18   | E       | Hotels.com             | 15387788627.00       | Lodging for MTS conference - April 2019                       | 1,254.05   |               | 5143-94     |
| 12.05.18   | F       | United Airlines        | CCFCSC               | Flight to MTS (one way) - March 2019                          | 234.58     |               | 5143-93     |
| 12.5.18  | G       | United Airlines        | CCFCSC               | Seat on Plane for MTS (one way)                               | 29.00      |               | 5143-93     |
| 12.5.18  | H       | Vino Volo Reno Airport | 816                  | Lunch - Expedia Conference & Sales Calls Vegas                | 17.07      |               | 5112-92     |
| 12.6.18  | I       | Alaska Airlines        | DEMBRU               | Flight home from MTS (one way) - April 2019                   | 228.22     |               | 5143-94     |
| 12.7.18  | J       | Gordon Biersch         | 60006                | Lunch during Bonotel Trainings - Me, RSC & Bonotel Rep        | 66.02      |               | 5112-92     |
| 12.7.18  | K       | Taxi, Las Vegas        | 11407.00             | Taxi during sales calls in Las Vegas                          | 18.55      |               | 5112-92     |
| 12.7.18  | L       | uber                   | n/a                  | Uber ride - Bonotel Sales Calls                               | 19.39      |               | 5112-92     |
| 12.7.18  | M       | Uber                   | n/a                  | Uber ride - Bonotel Sales Calls                               | 18.92      |               | 5112-92     |
| 12.7.18  | N       | Uber                   | n/a                  | Uber ride - cancelled ride, couldn't locate driver            | 5.15       |               | 5112-92     |
| 12.10.18   | O       | Reno Airport           | 802                  | Parking while in Las Vegas for Sales calls                    | 44.00      |               | 5112-92     |
| 12.10.18   | P       | Las Vegas Taxi         | 3164                 | Taxi to Airport - Vegas Sales Calls                           | 18.55      |               | 5112-92     |
| 12.10.18   | Q       | Aria                   | 785006907            | Room charges at Aria - Expedia Conference                     | 562.81     |               | 5112-92     |
| 12.10.18   | R       | Jamba Juice            | 1315104              | Food while Traveling, vegas sales calls                       | 15.13      |               | 5112-92     |
| 12.11.18   | S       | Hotels.com             | 154050095895         | Hotel in Guadalajara - Mexico Sales Calls                     | 202.30     |               | 5149-93     |
| 12.11.18   | T       | Hotels.com             | 154050636927         | Hotel Mexico City - Mexico Sales Mission                      | 1,118.58   |               | 5149-93     |
| 12.11.18   | U       | Volaris                | K45JHY               | Flight to Cabo Mexico Sales Mission                           | 49.39      |               | 5149-93     |
| 12.11.18   | V       | AeroMexico             | XUYLLV               | Flight to Guadalajara - Mexico Sales Mission                  | 99.51      |               | 5149-93     |
| 12.17.18   | W       | Alaska Airlines        | OLMYUC               | Anna Atwood Flight to Canada - Vancouver Events               | 435.63     |               | 5113-94     |
| 12.19.18   | X       | United Airlines        | F151DQ               | Mexico Journalist Flight - Visit CA. is going to reimburse us | 262.40     |               | 1300-00     |
| 12.19.18   | Y       | United Airlines        | F2RN96               | Mexico Journalist Flight - Visit CA. is going to reimburse us | 179.21     |               | 1300-00     |
| 12.19.18   | Z       | United Airlines        | F2RN96               | Paid for checked baggage - Mexico Journalist                  | 30.00      |               | 5132-93     |
| 12.5.18  | 1       | Pressed Juicery        | 310475               | Juices and coffee - Expedia Conference                        |            | 18.00         | 5112-92     |
| <b>MILEAGE REIMBURSEMENT</b>                             |         |                        |                      |   |            |               |             |
| See Attached Mileage Report                              |         |                        |                      |   |            | 38.91         | 8700-00-00  |
| Mileage Reimbursed Through Payroll                       |         |                        |                      |   |            |               |             |
| <b>TOTAL - CREDIT CARD EXPENSES</b>                      |         |                        |                      |   |            |               |             |
| <b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b> |         |                        |                      |   | 5,490.24   |               |             |

Signed By:

Date:

Approved By:

Date:

ACCOUNTING

TO AIR PUB  
TO AIR PUB

REC'D 1/7/19 DWS  
ENTERED 1/10/19 DWS  
CFO APPROVAL 1/11/19  
X:111 - Marketing/Leisure Sales Department/Budgets/Monthly Expense Reports/2018-2019/NLTMC Employee Expense Report - SW Dec 2018

North Lake Tahoe Resort Association  
 1400-00 Prepaid Expenses  
 FY 2018.19

| Expense Account  | Amount           | Monthly Amortization |                   |                   |                  |                   |                  |                   |                  |                   |                 |                   |                 |
|--|------------------|----------------------|-------------------|-------------------|------------------|-------------------|------------------|-------------------|------------------|-------------------|-----------------|-------------------|-----------------|
|  |                  | Jul                  | Aug               | Sep               | October Balance  | Nov               | November Balance | Dec               | December Balance |                   |                 |                   |                 |
| Tahoe Marine & Excavating - Snow Removal<br>11/01/18 - 04/15/19  | 2,200.00         |                      |                   |                   | 2,200.00         | (400.00)          | 1,800.00         | (400.00)          |                  |                   |                 |                   | 1,400.00        |
| Jeff Dow Photography<br>01/17 - 12/19 (36 mos)                   | 4,275.00         | (237.50)             | (237.50)          | (237.50)          | 3,562.50         | (237.50)          | 3,087.50         | (237.50)          |                  |                   |                 |                   | 2,850.00        |
| Nevtec Antivirus<br>06/01/18 - 05/30/19                          | 1,919.48         | (159.96)             | (159.96)          | (159.96)          | 1,279.65         | (159.96)          | 959.74           | (159.96)          |                  |                   |                 |                   | 799.78          |
| Clear Channel Outdoor<br>Billed quarterly                        | 600.00           | (200.00)             | (200.00)          | (200.00)          | -                | (200.00)          | 200.00           | (200.00)          |                  |                   |                 |                   | -               |
| Rock & Rose snow removal<br>11.01.18 - 04.15.19                  | 2,645.00         |                      |                   |                   |                  |                   | 2,164.09         | (480.91)          |                  |                   |                 |                   | 1,683.18        |
| Alliance Design<br>future work - October 2018                    | 500.00           |                      |                   |                   |                  | (175.00)          | 325.00           |                   |                  |                   |                 |                   | 325.00          |
| Edward Berge (Holiday Market Santa Claus)<br>11.30.18 - 12.01.18 | 299.50           |                      |                   |                   |                  |                   | 299.50           | (299.50)          |                  |                   |                 |                   | -               |
| California Travel Assn<br>11.03.2018 - 10.31.2019                | 1,050.00         |                      |                   |                   |                  |                   |                  | (175.00)          |                  |                   |                 |                   | 875.00          |
| DM West<br>07.01.18 - 06.30.19                                   | 1,030.00         |                      |                   |                   |                  |                   |                  |                   |                  |                   |                 |                   | 515.00          |
| <b>Total</b>   | <b>25,600.59</b> | <b>(1,313.78)</b>    | <b>(1,313.78)</b> | <b>(1,313.78)</b> | <b>13,774.80</b> | <b>(1,488.78)</b> | <b>8,835.83</b>  | <b>(9,694.69)</b> | <b>15,586.02</b> | <b>(2,467.87)</b> | <b>8,835.83</b> | <b>(2,467.87)</b> | <b>8,447.96</b> |

GL Account Balance 12/31/18  
 Variance

8,447.96  
 (0.00)

North Lake Tahoe Resort Association  
 1410-00 Prepaid Insurance  
 FY 2018.19

|   |
|---|
| Employee Health Care<br>8/1/18 - 8/1/19<br>Anthem Blue Cross<br>Paid month prior (July 1, 2018) |
|---|

|   |
|---|
| Directors and Officers<br>Foster & Parker Ins. Agency - D&O<br>April 29, 2018 - April 29, 2019<br>Paid Annually (3 yr term thru 2019) |
| Liquor Liability<br>Foster & Parker Ins. Agency<br>Policy # TBD<br>Amortize Monthly 11.21.2018 - 11.21.2019                           |
| Philadelphia Insurance<br>Policy # PPK1868013<br>08/29/2018 - 08/20/2019<br>Amortize 12 Month   |

|          | Jul        | Jul Balance | Aug        | Aug Balance | Sep        | Sep Balance | Oct         | Oct Balance | Nov         | Nov Balance | Monthly Amortization |             |
|----------|------------|-------------|------------|-------------|------------|-------------|-------------|-------------|-------------|-------------|----------------------|-------------|
|          |            |             |            |             |            |             |             |             |             |             | Dec                  | Dec Balance |
| Varies   | (6,506.94) | 6,286.50    | (6,286.50) | 6,679.12    | (6,679.12) | 10,801.83   | (10,801.83) | 12,746.41   | (12,746.41) | 12,705.79   | (12,705.79)          | 12,733.63   |
| 3,173.00 | (264.42)   | 2,379.75    | (264.42)   | 2,115.34    | (264.42)   | 1,850.92    | (264.42)    | 1,586.50    | (264.42)    | 1,322.09    | (264.42)             | 1,057.67    |
| 516.00   |            |             |            |             |            |             |             |             |             |             | (43.00)              | 473.00      |
| 1,576.60 |            |             |            |             |            |             |             |             |             |             |                      |             |
| 1,876.60 |            |             |            |             |            |             |             |             |             |             |                      |             |
| 1,285.80 |            |             |            |             |            |             |             |             |             |             |                      |             |
|          |            | 8,666.25    |            | 8,794.46    |            | 15,818.18   |             | 17,210.58   |             | 17,775.00   |                      | 17,595.07   |

GL Balance 12/31/18 17,595.07  
 Variance (0.00)

1490-00 Security Deposits

|   |   |          |
|---|---|----------|
| 7/18/2016 North Tahoe Self Storage/Stor Quest | Security Deposit on space 283                                       | 50.00    |
| 9/1/2017 Bancorp Bank                         | Pre-fund for Evolution Benefits Cards for<br>Dependent FSA accounts | 500.00   |
| 2/22/2018 Northstar Community Center          | BOD Meeting Deposit   | 100.00   |
| 7/2/2018 Clear Channel Outdoors               | Reno-Tahoe Airport Magazine Rack Deposit                            | 600.00   |
|   |   | <hr/>    |
|   |   | 1,250.00 |
|   | 1490-00 GL Balance 12/31/2018                                       | 1,250.00 |
|   | Unreconciled Variance   | -        |

**2000-00 Accounts Payable**

Accounts Payable Aging 12/31/2018 41,771.79

AP at 12/31/2018 41,771.79

GL Balance at 12/31/2018 41,771.79

Unreconciled variance -

## North Lake Tahoe Resort Association A/P Aging Summary

As of December 31, 2018

| 2000-00 Accounts Payable          | <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                               | 813.11         | 0.00          | 0.00           | 0.00           | 0.00           | 813.11       |
| Amber Burke                       | 404.03         | 0.00          | 0.00           | 0.00           | 0.00           | 404.03       |
| Anne-Karin Atwood*                | 63.94          | 0.00          | 0.00           | 0.00           | 0.00           | 63.94        |
| Annie's Cleaning Service          | 675.00         | 0.00          | 0.00           | 0.00           | 0.00           | 675.00       |
| AT & T*                           | 339.64         | 202.68        | 0.00           | 0.00           | 0.00           | 542.32       |
| Augustineldeas                    | 0.00           | 1,277.50      | 0.00           | 0.00           | 0.00           | 1,277.50     |
| Aurora World, Inc.                | 0.00           | 0.00          | 0.00           | 0.00           | -351.98        | -351.98      |
| Bank of the West Bank Card Center | 15,299.58      | 0.00          | 0.00           | 0.00           | 0.00           | 15,299.58    |
| California Travel Association     | 0.00           | 1,050.00      | 0.00           | 0.00           | 0.00           | 1,050.00     |
| Cindy Gustafson                   | 165.68         | 253.72        | 0.00           | 0.00           | 0.00           | 419.40       |
| Cintas Corporation #623           | 161.64         | 0.00          | 0.00           | 0.00           | 0.00           | 161.64       |
| CoPower                           | 0.00           | 110.80        | 0.00           | 0.00           | 0.00           | 110.80       |
| Daphne Lange                      | 60.00          | 0.00          | 0.00           | 0.00           | 0.00           | 60.00        |
| Dawn Teran                        | 120.42         | 0.00          | 0.00           | 0.00           | 0.00           | 120.42       |
| DMAwest, Inc.                     | 0.00           | 1,030.00      | 0.00           | 0.00           | 0.00           | 1,030.00     |
| Fallon Multimedia*                | 0.00           | 450.00        | 0.00           | 0.00           | 0.00           | 450.00       |
| Foster & Parker Ins Agency        | 0.00           | 516.00        | 0.00           | 0.00           | 0.00           | 516.00       |
| FP Mailing Solutions              | 0.00           | 110.31        | 0.00           | 0.00           | 0.00           | 110.31       |
| Google LLC                        | 105.00         | 0.00          | 0.00           | 0.00           | 0.00           | 105.00       |
| Hard Rock Hotel & Casino          | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| Independent Technologies          | 360.00         | 0.00          | 0.00           | 0.00           | 0.00           | 360.00       |
| 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.             | 99.00          | 0.00          | 0.00           | 0.00           | 0.00           | 99.00        |
| Kym Fabel                         | 64.24          | 0.00          | 0.00           | 0.00           | 0.00           | 64.24        |
| Lake Tahoe Resort Hotel*          | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| Liberty Utilities*                | 0.00           | 455.55        | 0.00           | 0.00           | 0.00           | 455.55       |
| Liz Bowling                       | 144.77         | 0.00          | 0.00           | 0.00           | 0.00           | 144.77       |
| Memberclicks                      | 0.00           | 334.93        | 0.00           | 0.00           | 0.00           | 334.93       |
| MontBleu*                         | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| North Lake Tahoe Event Center     | 0.00           | 1,546.00      | 0.00           | 0.00           | 0.00           | 1,546.00     |
| Principal Financial Group         | 0.00           | 2,235.07      | 0.00           | 0.00           | 363.82         | 2,598.89     |
| Print Art/Sierra Mail*            | 1,141.15       | 0.00          | 0.00           | 0.00           | 0.00           | 1,141.15     |
| Ray Morgan Company, LLC           | 3.07           | 195.76        | 0.00           | 0.00           | 0.00           | 198.83       |
| Reynolds School of Journalism     | 0.00           | 450.00        | 0.00           | 0.00           | 0.00           | 450.00       |
| Southwest Gas Corporation*        | 250.94         | 0.00          | 0.00           | 0.00           | 0.00           | 250.94       |
| Spectrum                          | 0.00           | 0.00          | 1,036.38       | 0.00           | 0.00           | 1,036.38     |
| Tahoe Basics                      | 0.00           | 0.00          | 0.00           | 0.00           | -198.00        | -198.00      |
| Tahoe City Downtown Association*  | 0.00           | 1,000.00      | 0.00           | 0.00           | 0.00           | 1,000.00     |
| Tahoe Quarterly*                  | 0.00           | 0.00          | 0.00           | 0.00           | 168.00         | 168.00       |
| Tahoe Truckee Sierra Disposal*    | 228.88         | 0.00          | 0.00           | 0.00           | 0.00           | 228.88       |
| The Beach Retreat*                | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| The Ridge Tahoe*                  | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| Vail Resorts                      | 0.00           | 0.00          | 7,500.00       | 0.00           | 0.00           | 7,500.00     |



# North Lake Tahoe Resort Association A/P Aging Summary

As of December 31, 2018

| 2000-00 Accounts Payable           | <u>Current</u>          | <u>1 - 30</u>           | <u>31 - 60</u>         | <u>61 - 90</u>     | <u>&gt; 90</u>        | <u>TOTAL</u>            |
|------------------------------------|-------------------------|-------------------------|------------------------|--------------------|-----------------------|-------------------------|
| Van Siclen, DeWitt                 | 10.90                   | 0.00                    | 0.00                   | 0.00               | 0.00                  | 10.90                   |
| Wholesale Resort Accessories, Inc. | 0.00                    | 0.00                    | 0.00                   | 0.00               | 21.50                 | 21.50                   |
| YIG Administration                 | 0.00                    | 0.00                    | 0.00                   | 0.00               | -161.39               | -161.39                 |
| <b>TOTAL</b>                       | <u><u>20,605.99</u></u> | <u><u>12,822.47</u></u> | <u><u>8,536.38</u></u> | <u><u>0.00</u></u> | <u><u>-193.05</u></u> | <u><u>41,771.79</u></u> |

2100-00 Salaries Payable, 2120-00 Tax Payable, & 2175-00 401k Payable

2100-00 Salaries Payable

|  |           |
|--|-----------|
| Salaries payable PPE 12/30/18            | 23,375.18 |
| 10% of PPE 12/30/18 accrual for 12/31/18 | 2,337.52  |
|  | <hr/>     |
|  | 25,712.70 |
| GL Balance 12/31/2018                    | 25,712.71 |
| Unreconciled Variance                    | <hr/>     |
|  | 0.01      |

2120-00 Tax Payable

|  |           |
|--|-----------|
| Tax payable PPE 12/30/18                 | 12,504.92 |
| 10% of PPE 12/30/18 accrual for 12/31/18 | 1,250.49  |
|  | <hr/>     |
|  | 13,755.41 |
| GL Balance 12/31/2018                    | 13,755.41 |
| Unreconciled Variance                    | <hr/>     |
|  | (0.00)    |

2175-00 401k Payable

|  |          |
|--|----------|
| 401k payable PPE 12/30/18                | 4,469.37 |
| 10% of PPE 12/30/18 accrual for 12/31/18 | 446.94   |
|  | <hr/>    |
|  | 4,916.31 |
| GL Balance 12/31/2018                    | 4,916.31 |
| Unreconciled Variance                    | <hr/>    |
|  | 0.00     |

# Payroll Liability

PAY FREQUENCY: Biweekly

| Net Pay          |                                  | Checks |                               | 0.00                       |                 | 0.00       |                  |
|------------------|----------------------------------|--------|-------------------------------|----------------------------|-----------------|------------|------------------|
| Subtotal Net Pay |                                  | 0.00   |                               | 0.00                       |                 | 0.00       |                  |
| Taxes            | Agency                           | Rate   | Deposit Responsibility Client | Deposit Responsibility ADP | ER contrib      | ER contrib |                  |
| Federal          | Federal Income Tax               |        |                               | 3,341.67                   |                 |            | 3,341.67         |
|                  | Social Security                  |        | 2,110.93                      |                            | 2,110.93        |            | 4,221.86         |
|                  | Medicare                         |        | 493.68                        |                            | 493.68          |            | 987.36           |
|                  | Federal Unemployment Tax Act     | 0.6000 |                               |                            | 204.28          |            | 204.28           |
|                  | <b>Subtotal Federal</b>          |        |                               | <b>5,946.28</b>            | <b>2,808.89</b> |            | <b>8,755.17</b>  |
| State            | CA State Income Tax              |        |                               | 1,298.34                   |                 |            |                  |
|                  | CA State Unemployment (Employer) | 6.2000 |                               |                            | 2,110.93        |            |                  |
|                  | CA State Disability Insurance    |        |                               | 340.48                     |                 |            |                  |
|                  | <b>Subtotal CA</b>               |        |                               | <b>1,638.82</b>            | <b>2,110.93</b> |            | <b>3,749.75</b>  |
|                  | <b>Total Taxes</b>               |        |                               | <b>7,585.10</b>            | <b>4,919.82</b> |            | <b>12,504.92</b> |

|                      |                                    |           |                          |
|----------------------|------------------------------------|-----------|--------------------------|
| Other Transfers      | Full Service Direct Deposit (FSDD) | 23,375.18 | 17 Employee Transactions |
| Pay-by-Pay Insurance |                                    |           |                          |
| ADP Retirement Plan  |                                    | 3,047.03  | 1,422.34                 |
|                      |                                    |           | 353.25                   |

|   |             |  |
|---|-------------|--|
| Total Biweekly Pay Frequency                  |             |  |
| Total Direct Deposit (FSDD)                   | \$23,375.18 |  |
| Total Pay-by-Pay Insurance                    | \$353.25    |  |
| Total ADP Retirement Plan                     | \$4,469.37  |  |
| Total Taxes                                   | \$12,504.92 |  |
| Total Amount ADP Debited from your Account(s) | \$40,702.72 |  |

*2100.00*  
*2120.00*  
*2175.00*

|   |             |  |
|---|-------------|--|
| Total For 1/4/2019 - Payroll 1                |             |  |
| Total Direct Deposit (FSDD)                   | \$23,375.18 |  |
| Total Pay-by-Pay Insurance                    | \$353.25    |  |
| Total ADP Retirement Plan                     | \$4,469.37  |  |
| Total Taxes                                   | \$12,504.92 |  |
| Total Amount ADP Debited from your Account(s) | \$40,702.72 |  |

# General Ledger Company View

| Account Number | Account Name                                    | Debit              | Credit             | Class               | Date       |
|----------------|---|--------------------|--------------------|---------------------|------------|
| 1              | ADP P/R Clearing                                |                    | 23,375.18          |                     | 01/04/2019 |
| 1007-00        | Cash - Payroll BOTW #7421                       |                    | 16,974.29          |                     | 01/04/2019 |
| 2800-00        | Suspense  |                    | 10.24              |                     | 01/04/2019 |
| 5000-00        | Salaries & Wages                                | 10,959.59          |                    | 11 - Marketing      | 01/04/2019 |
| 5000-00        | Salaries & Wages                                | 5,547.11           |                    | 30 - Conference     | 01/04/2019 |
| 5000-00        | Salaries & Wages                                | 4,280.26           |                    | 42 - VIC            | 01/04/2019 |
| 5000-00        | Salaries & Wages                                | 3,367.31           |                    | 60 - Membership     | 01/04/2019 |
| 5000-00        | Salaries & Wages                                | 12,345.10          |                    | 70 - Administration | 01/04/2019 |
| 5020-00        | Salaries & Wages:P/R - Tax Expense              | 1,400.18           |                    | 11 - Marketing      | 01/04/2019 |
| 5020-00        | Salaries & Wages:P/R - Tax Expense              | 760.44             |                    | 30 - Conference     | 01/04/2019 |
| 5020-00        | Salaries & Wages:P/R - Tax Expense              | 605.31             |                    | 42 - VIC            | 01/04/2019 |
| 5020-00        | Salaries & Wages:P/R - Tax Expense              | 402.94             |                    | 60 - Membership     | 01/04/2019 |
| 5020-00        | Salaries & Wages:P/R - Tax Expense              | 1,750.95           |                    | 70 - Administration | 01/04/2019 |
| 5030-00        | Salaries & Wages:P/R - Health Insurance Expense |                    | 2,481.82           |                     | 01/04/2019 |
| 5060-00        | Salaries & Wages:401 (K)                        | 400.84             |                    | 11 - Marketing      | 01/04/2019 |
| 5060-00        | Salaries & Wages:401 (K)                        | 221.86             |                    | 30 - Conference     | 01/04/2019 |
| 5060-00        | Salaries & Wages:401 (K)                        | 171.20             |                    | 42 - VIC            | 01/04/2019 |
| 5060-00        | Salaries & Wages:401 (K)                        | 134.68             |                    | 60 - Membership     | 01/04/2019 |
| 5060-00        | Salaries & Wages:401 (K)                        | 493.76             |                    | 70 - Administration | 01/04/2019 |
| <b>Totals</b>  |   | <b>\$42,841.53</b> | <b>\$42,841.53</b> |                     |            |

**Payroll Liability**

|   |                    |
|---|--------------------|
| <b>Total Cash Required</b>  | <b>\$40,702.72</b> |
| Debit for FSDD (Full Service Direct Deposit)  | \$23,375.18        |
| Bank of the West, Routing/Transit no. (ABA) 121100782,<br>Bank account no. XXXXX7421                      |                    |
| Debit for Taxes   | \$12,504.92        |
| Bank of the West, Routing/Transit no. (ABA) 121100782,<br>Bank account no. XXXXX7421                      |                    |
| Debit for Pay-by-Pay  | \$353.25           |
| Bank of the West, Routing/Transit no. (ABA) 121100782,<br>Bank account no. XXXXX7421                      |                    |
| Debit for ADP Retirement Plan   | \$4,469.37         |
| Bank of the West, Routing/Transit no. (ABA) 121100782,<br>Bank account no. XXXXX7421                      |                    |
| Total cash required for Bank of the West, Routing/Transit no. (ABA) 121100782, Bank account no. XXXXX7421 | \$40,702.72        |

**Important Note**

Your cash required total does not include your fees for service. The invoice with the details of your fees will be sent the Monday after you process your payroll with the debit from your account occurring 3 banking days later.

2190-00 Sales Tax Payable

|         |  |          |
|---------|--|----------|
| 2195-00 | Use Tax Payable                            | 26.46    |
| 25500   | Sales Tax Payable                          | 1,794.18 |
|         | Retail sales \$24,754.69 at 7.25%          | 54.23    |
| 2190-00 | Sales Tax Payable                          |          |
|         | Welcome to Winter bar sales \$500 at 7.25% |          |
|         | Holiday Market bar sales \$248 at 7.25%    |          |
|         |  | <hr/>    |
|         |  | 1,874.87 |
|         | GL Balance 12/31/2018                      | 1,874.87 |
|         | Unreconciled Variance                      | <hr/>    |
|         |  | -        |
|         | Payment 01/21/2018                         | 1,876.00 |

ONLINE SERVICES FILING RECORD:  
MAKE A CHECKING/SAVINGS PAYMENT

State of California  
CALIFORNIA DEPARTMENT OF  
TAX AND FEE ADMINISTRATION



**Taxpayer Name:** TAHOE NO VISITORS/CONVNTN BUREAU

**Period:** December 31, 2018

**Account Type:** Sales and Use Tax

**Submitted:** January 21, 2019

**Account Number:** 099-744825

**Confirmation #:** 0-004-103-857

Please review the information below for your payment to the California Department of Tax and Fee Administration. You may want to print a copy for your records.

Your confirmation number is **0-004-103-857**

**Paid For:** Sales and Use Tax 099-744825

**Payment Type:** Return Payment

**Paid From:** BANK OF THE WEST

**Period End Date:** 31-Dec-2018

**Payment Amount:** \$1,876.00

**Preparer First Name:** DEWITT

**Payment Date:** 21-Jan-2019

**Preparer Last Name:** VAN SICLEN

**Submitted Date:** 21-Jan-2019

**Preparer Phone:** 5305818706

This is only the payment submission. It is your responsibility to review your bank statement to confirm that this transaction was successful.

**Contact Us:**

California Department of Tax and Fee Administration 1-800-400-7115

450 N Street

Sacramento, CA 94279

Email CDTFA by visiting <http://www.cdtfa.ca.gov/email/>

*BR*  
1/21/19

**ONLINE SERVICES FILING RECORD:  
SALES & USE TAX RETURN**

**Taxpayer Name:** TAHOE NO VISITORS/CONVNTN BUREAU  
**Account Type:** Sales and Use Tax  
**Return Type:** Original  
**Submitted:** 1/21/2019 4:42:22 PM  
**Confirmation #:** 0-004-074-320

**Account Number:** 099-744825  
**Period Begin:** October 01, 2018  
**Period End:** December 31, 2018  
**Due Date:** January 31, 2019  
**Remaining Due:** \$1,876.00

**Sales & Use Tax: 401-EZ**

|  |                    |
|--|--------------------|
| Total (gross) Sales                              | \$24,755.00        |
| Purchases subject to Use Tax                     | \$1,113.00         |
| Sales of Fixtures and Equipment                  | \$0.00             |
| <b>Total Sales and Purchases</b>                 | <b>\$25,868.00</b> |
| Sales to other retailers for purposes of resales | \$0.00             |
| Nontaxable sales of food products                | \$0.00             |
| Nontaxable labor (repair and installation)       | \$0.00             |
| Sales to the United States government            | \$0.00             |
| Sales in interstate or foreign commerce          | \$0.00             |
| Sales Tax (if any) included in Gross Sales       | \$0.00             |
| Other Deductions                                 | \$0.00             |
| Total Nontaxable Transactions                    | \$0.00             |
| Transactions subject to State Tax                | \$25,868.00        |
| Total Sales and Use Tax                          | \$1,876.00         |
| Excess Tax Collected                             | \$0.00             |
| Net Tax  | \$1,876.00         |
| 1st Prepayment                                   | \$0.00             |
| 2nd Prepayment                                   | \$0.00             |
| Less Tax Prepayments                             | \$0.00             |
| Remaining Tax                                    | \$1,876.00         |
| Penalty  | \$0.00             |
| Interest   | \$0.00             |
| Total Amount Due and Payable                     | \$1,876.00         |

*RJB*  
1/21/19



Account Number: 099-744825  
Filing Period: December 31, 2018

**Schedule C - Detailed Allocation by Location of Sales and Use Tax Transactions**

Total taxable transactions to be allocated on local tax schedules \$25,868.00  
Total taxable transactions for all registered locations \$25,868.00

| <u>Street</u>       | <u>City</u> | <u>Zip Code</u> | <u>Sub-Outlet No.</u> | <u>Taxable Transactions</u> |
|---------------------|-------------|-----------------|-----------------------|-----------------------------|
| 100 NORTH LAKE BLVD | TAHOE CITY  | 961450000       | 10000                 | \$25,868.00                 |
|                     |             |                 |                       | <u>\$25,868.00</u>          |

Account Number: 099-744825  
Filing Period: December 31, 2018

**Summary**

|  |            |
|--|------------|
| Total tax  | \$1,876.00 |
| Credit for partial exemptions                        | \$0.00     |
| Sales or use tax paid to other states                | \$0.00     |
| Credit for tax recovery                              | \$0.00     |
| Credit for aircraft common carrier partial exemption | \$0.00     |
| Sales tax prepaid to fuel suppliers                  | \$0.00     |
| Tax due  | \$1,876.00 |
| Total tax prepayments                                | \$0.00     |
| Remaining tax  | \$1,876.00 |
| Penalty  | \$0.00     |
| Interest   | \$0.00     |
| Total due before lumber                              | \$1,876.00 |

**Lumber Assessment**

|                             |        |
|-----------------------------|--------|
| Total lumber assessment     | \$0.00 |
| Penalty                     | \$0.00 |
| Interest                    | \$0.00 |
| Total lumber assessment due | \$0.00 |

**Total Amount Due**

|                                     |                   |
|-------------------------------------|-------------------|
| Total Tax/Assessment Due            | \$1,876.00        |
| Total Penalty                       | \$0.00            |
| Total Interest                      | \$0.00            |
| <b>Total Amount Due and Payable</b> | <b>\$1,876.00</b> |

2250-00 Accrued Expenses

|                          |   |          |
|--------------------------|---|----------|
| 12/31/18 6743-00-11 BACC | BACC Music commitment 17-18               | 160.32   |
| 12/31/18 6743-00-11 BACC | BACC Peak Your Adventure commitment 17-18 | (499.68) |
|                          |   | <hr/>    |
|                          |   | (339.36) |
|                          | 1490-00 GL Balance 12/31/2018             | 339.36   |
|                          | Unreconciled Variance                     | <hr/>    |
|                          |   | -        |
|                          |   | <hr/>    |

2400 02 Due to NLTMC

|                       |        |
|-----------------------|--------|
| Due to NLTMC          |        |
| StorQuest pd by NLTMC | 166.00 |
| StorQuest pd by NLTMC | 166.00 |

|                            |       |        |
|----------------------------|-------|--------|
| Due to NLTMC at 12/31/2018 | <hr/> | 332.00 |
|----------------------------|-------|--------|

|                          |  |        |
|--------------------------|--|--------|
| GL Balance at 12/31/2018 |  | 332.00 |
|--------------------------|--|--------|

|                       |  |   |
|-----------------------|--|---|
| Unreconciled variance |  | - |
|-----------------------|--|---|

2400-60 Deferred Revenue - Membership Dues

| Inv# | Profile | Name                               | Invoice Date | Date Due   | Amount Billed | Dues   |        |        |        |        |        |        |       |       |        |  |  |
|------|---------|------------------------------------|--------------|------------|---------------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|--|--|
|      |         |                                    |              |            |               | Jul-18 | Aug-18 | Sep-18 | Oct-18 | Oct    | Nov-18 | Nov    | Dec   |       |        |  |  |
| #    | 1010    | A Sante Lakeside Fitness Center    | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1029    | Alpenglow Sports                   | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1049    | Arts for the Schools               | 02/01/2018   | 02/01/2018 | 160.00        | 13.33  | 13.33  | 13.33  | 13.33  | 40.00  | 13.33  | 26.67  | 13.33 | 13.33 | 13.33  |  |  |
|      | 11542   | Big on Results Speaking & Coaching | 02/01/2018   | 02/01/2018 | 50.00         | 4.17   | 4.17   | 4.17   | 4.17   | 12.50  | 4.17   | 8.33   | 4.17  | 4.17  | 4.17   |  |  |
|      | 11441   | Cafe Zenon                         | 02/01/2018   | 02/01/2018 | 325.00        | 27.08  | 27.08  | 27.08  | 27.08  | 81.25  | 27.08  | 54.17  | 27.08 | 27.08 | 27.08  |  |  |
|      | 11213   | Castle Peak Vacation Rentals       | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 11539   | Charles Schwab & Co. Inc.          | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 11206   | Chase International                | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
| #    | 1156    | Coldstream Adventures              | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1174    | Crosby's Grill, Pub and Casino     | 02/01/2018   | 02/01/2018 | 0.00          | -      | -      | -      | -      | -      | -      | -      | -     | -     | -      |  |  |
|      | 11082   | Greenridge Music                   | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1503    | Mourelatos Lakeshore Resort        | 02/01/2018   | 02/01/2018 | 175.00        | 14.58  | 14.58  | 14.58  | 14.58  | 43.75  | 14.58  | 29.17  | 14.58 | 14.58 | 14.58  |  |  |
|      | 11537   | Sleep Number - The Summit Sierr    | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
| #    | 10648   | Tahoe Incline Apartments           | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 11330   | Tahoe Institute for Natural Scienc | 02/01/2018   | 02/01/2018 | 160.00        | 13.33  | 13.33  | 13.33  | 13.33  | 40.00  | 13.33  | 26.67  | 13.33 | 13.33 | 13.33  |  |  |
|      | 1849    | Tahoe Luxury Services              | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1909    | Tahoe Rentals by Wells and Bennet  | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
| #    | 11219   | Tahoe Sierra Transportation LLC    | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 10638   | Truckee Donner Lodge               | 02/01/2018   | 02/01/2018 | 500.00        | 41.67  | 41.67  | 41.67  | 41.67  | 125.00 | 41.67  | 83.33  | 41.67 | 41.67 | 41.67  |  |  |
|      | 2011    | West Shore Sports                  | 02/01/2018   | 02/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1535    | Cascade Snow Removal               | 02/09/2018   | 02/09/2018 | 255.00        | 21.25  | 21.25  | 21.25  | 21.25  | 63.75  | 21.25  | 45.83  | 21.25 | 21.25 | 21.25  |  |  |
|      | 11535   | Cascade Snow Removal               | 02/09/2018   | 02/09/2018 | 75.00         | 6.25   | 6.25   | 6.25   | 6.25   | 18.75  | 6.25   | 12.50  | 6.25  | 6.25  | 6.25   |  |  |
|      | 11533   | InvitedHome                        | 02/09/2018   | 02/09/2018 | 255.00        | 21.25  | 21.25  | 21.25  | 21.25  | 63.75  | 21.25  | 42.50  | 21.25 | 21.25 | 21.25  |  |  |
| #    | 11533   | InvitedHome                        | 02/09/2018   | 02/09/2018 | 75.00         | 6.25   | 6.25   | 6.25   | 6.25   | 18.75  | 6.25   | 12.50  | 6.25  | 6.25  | 6.25   |  |  |
|      | 1061    | Bank of the West - Tahoe City      | 03/01/2018   | 03/01/2018 | 680.00        | 56.67  | 56.67  | 56.67  | 56.67  | 170.00 | 56.67  | 170.00 | 56.67 | 56.67 | 113.33 |  |  |
|      | 11338   | Basecamp Tahoe City                | 03/01/2018   | 03/01/2018 | 0.00          | -      | -      | -      | -      | -      | -      | -      | -     | -     | -      |  |  |
|      | 1124    | Cedar House Sport Hotel            | 03/01/2018   | 03/01/2018 | 500.00        | 41.67  | 41.67  | 41.67  | 41.67  | 125.00 | 41.67  | 83.33  | 41.67 | 41.67 | 83.33  |  |  |
|      | 11227   | Coldwell Banker                    | 03/01/2018   | 03/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
| #    | 1263    | Franciscan Lakeside Lodge          | 03/01/2018   | 03/01/2018 | 325.00        | 27.08  | 27.08  | 27.08  | 27.08  | 81.25  | 27.08  | 54.17  | 27.08 | 27.08 | 27.08  |  |  |
|      | 1315    | High Sierra Concierge              | 03/01/2018   | 03/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 10678   | Las Panchitas Mexican Restaurant   | 03/01/2018   | 03/01/2018 | 325.00        | 27.08  | 27.08  | 27.08  | 27.08  | 81.25  | 27.08  | 54.17  | 27.08 | 27.08 | 27.08  |  |  |
|      | 1512    | Nevada Museum of Art               | 03/01/2018   | 03/01/2018 | 160.00        | 13.33  | 13.33  | 13.33  | 13.33  | 40.00  | 13.33  | 26.67  | 13.33 | 13.33 | 13.33  |  |  |
|      | 1567    | Obexer and Son, Inc.               | 03/01/2018   | 03/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1848    | Tahoe Luxury Properties            | 03/01/2018   | 03/01/2018 | 325.00        | 27.08  | 27.08  | 27.08  | 27.08  | 81.25  | 27.08  | 54.17  | 27.08 | 27.08 | 27.08  |  |  |
|      | 1853    | Tahoe Moon Properties              | 03/01/2018   | 03/01/2018 | 160.00        | 13.33  | 13.33  | 13.33  | 13.33  | 40.00  | 13.33  | 26.67  | 13.33 | 13.33 | 13.33  |  |  |
| #    | 11333   | Tahoe Neighborhood Table           | 03/01/2018   | 03/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1912    | Tamarack Lodge                     | 03/01/2018   | 03/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1330    | Hyatt Regency Lake Tahoe Resort    | 03/01/2018   | 03/01/2018 | 595.00        | 49.58  | 49.58  | 49.58  | 49.58  | 148.75 | 49.58  | 148.75 | 49.58 | 49.58 | 99.17  |  |  |
|      | 1190    | Destination Services Corporation   | 04/01/2018   | 04/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1229    | EventMasters                       | 04/01/2018   | 04/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 10742   | Front Street Station Pizza         | 04/01/2018   | 04/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |
|      | 1376    | Jason's Beachside Grille           | 04/01/2018   | 04/01/2018 | 500.00        | 41.67  | 41.67  | 41.67  | 41.67  | 125.00 | 41.67  | 83.33  | 41.67 | 41.67 | 125.00 |  |  |
|      | 11454   | Walter Kass                        | 04/01/2018   | 04/01/2018 | 0.00          | -      | -      | -      | -      | -      | -      | -      | -     | -     | -      |  |  |
|      | 10459   | Lake Tahoe Ski Club Foundation     | 04/01/2018   | 04/01/2018 | 160.00        | 13.33  | 13.33  | 13.33  | 13.33  | 40.00  | 13.33  | 26.67  | 13.33 | 13.33 | 13.33  |  |  |
|      | 1896    | Lake Tahoe Visitor Network/Tahoe   | 04/01/2018   | 04/01/2018 | 300.00        | 25.00  | 25.00  | 25.00  | 25.00  | 75.00  | 25.00  | 75.00  | 25.00 | 25.00 | 75.00  |  |  |
| #    | 1448    | Leap Entertainment                 | 04/01/2018   | 04/01/2018 | 275.00        | 22.92  | 22.92  | 22.92  | 22.92  | 68.75  | 22.92  | 45.83  | 22.92 | 22.92 | 22.92  |  |  |

**Dues**

| #       | Invoice                              | Date       | Date       | Amount Billed | Jul-18       |       | Aug-18   |          | Sep-18   |          | Sept     |          | Oct      |          | Nov      |          | Dec      |          |
|---------|--------------------------------------|------------|------------|---------------|--------------|-------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
|         |                                      |            |            |               | Invoice Date | Date  | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred |
| 1450    | Lighthouse Spa                       | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 22.92    | 91.67    | 22.92    | 68.75    |          |
| 1475    | Message on the Lake Day Spa          | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 22.92    | 91.67    | 22.92    | 68.75    |          |
| 11098   | Moel's Original BBQ                  | 04/01/2018 | 04/01/2018 | 500.00        | 41.67        | 41.67 | 41.67    | 41.67    | 41.67    | 250.00   | 41.67    | 208.33   | 208.33   | 166.67   | 166.67   | 125.00   |          |          |
| 11105   | Mountain High Sandwich Compan        | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 11348   | Reno-Tahoe Airport Authority         | 04/01/2018 | 04/01/2018 | 700.00        | 58.33        | 58.33 | 58.33    | 58.33    | 58.33    | 350.00   | 58.33    | 291.67   | 291.67   | 233.33   | 233.33   | 175.00   |          |          |
| #       | Rock & Rose, Inc.                    | 04/01/2018 | 04/01/2018 | 500.00        | 41.67        | 41.67 | 41.67    | 41.67    | 41.67    | 250.00   | 41.67    | 208.33   | 208.33   | 166.67   | 166.67   | 125.00   |          |          |
| 1709    | Sierra Nevada Ad Partners (SNAP)     | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 1793    | Sierra Sotheby's International Re    | 04/01/2018 | 04/01/2018 | 325.00        | 27.08        | 27.08 | 27.08    | 27.08    | 27.08    | 162.50   | 27.08    | 135.42   | 135.42   | 108.33   | 108.33   | 81.25    |          |          |
| 10465   | Susie Scoops Ice Cream & Frozen      | 04/01/2018 | 04/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 80.00    | 13.33    | 66.67    | 66.67    | 53.33    | 53.33    | 40.00    |          |          |
| #       | Taco Bell, Kings Beach               | 04/01/2018 | 04/01/2018 | 300.00        | 25.00        | 25.00 | 25.00    | 25.00    | 25.00    | 150.00   | 25.00    | 125.00   | 125.00   | 100.00   | 100.00   | 75.00    |          |          |
| 1817    | Tahoe City Kayak                     | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 11245   | Tahoe Fund                           | 04/01/2018 | 04/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 80.00    | 13.33    | 66.67    | 66.67    | 53.33    | 53.33    | 40.00    |          |          |
| 11168   | Tahoe Spirits Inc/ Tahoe Blue Vod    | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 11242   | Tahoe Truckee School of Music        | 04/01/2018 | 04/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 80.00    | 13.33    | 66.67    | 66.67    | 53.33    | 53.33    | 40.00    |          |          |
| 11237   | The Abbi Agency                      | 04/01/2018 | 04/01/2018 | 500.00        | 41.67        | 41.67 | 41.67    | 41.67    | 41.67    | 250.00   | 41.67    | 208.33   | 208.33   | 166.67   | 166.67   | 125.00   |          |          |
| 1951    | Tributary Whitewater Tours           | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 11107   | Trunk Show                           | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 10523   | Vacasa                               | 04/01/2018 | 04/01/2018 | 5.00          | 0.42         | 0.42  | 0.42     | 0.42     | 0.42     | 2.50     | 0.42     | 2.08     | 2.08     | 1.67     | 1.67     | 1.25     |          |          |
| 10732   | VACAY North Tahoe                    | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 1992    | Village Toys                         | 04/01/2018 | 04/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 80.00    | 13.33    | 66.67    | 66.67    | 53.33    | 53.33    | 40.00    |          |          |
| 1994    | Wanda's Flower Shop                  | 04/01/2018 | 04/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 137.50   | 22.92    | 114.58   | 114.58   | 91.67    | 91.67    | 68.75    |          |          |
| 1011455 | Babierge - Lake Tahoe                | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 1065    | Baboerge write off                   | 10/31/2018 | 05/01/2018 | ###           | 41.67        | 41.67 | 41.67    | 41.67    | 41.67    | 291.67   | 41.67    | 250.00   | 250.00   | 208.33   | 208.33   | 166.67   |          |          |
| 11365   | Bell Limousine                       | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11269   | Blue Wolf Studios                    | 05/01/2018 | 05/01/2018 | 300.00        | 25.00        | 25.00 | 25.00    | 25.00    | 25.00    | 175.00   | 25.00    | 150.00   | 150.00   | 125.00   | 125.00   | 100.00   |          |          |
| 11264   | Burton Creek Veterinary Clinic       | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 1235    | D'Lish Catering                      | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 10482   | Fallon Multimedia                    | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11116   | Grand Tahoe Charters                 | 05/01/2018 | 05/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 93.33    | 13.33    | 80.00    | 80.00    | 66.67    | 66.67    | 53.33    |          |          |
| 11267   | Incline Village Library              | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11255   | Mountain Valley Meats                | 05/01/2018 | 05/01/2018 | 500.00        | 41.67        | 41.67 | 41.67    | 41.67    | 41.67    | 291.67   | 41.67    | 250.00   | 250.00   | 208.33   | 208.33   | 166.67   |          |          |
| 1927    | Northstar Lodge, A Welk Resort       | 05/01/2018 | 05/01/2018 | 300.00        | 25.00        | 25.00 | 25.00    | 25.00    | 25.00    | 175.00   | 25.00    | 150.00   | 150.00   | 125.00   | 125.00   | 100.00   |          |          |
| 11113   | The Office BOSS, Inc.                | 05/01/2018 | 05/01/2018 | 800.00        | 66.67        | 66.67 | 66.67    | 66.67    | 66.67    | 466.67   | 66.67    | 400.00   | 400.00   | 333.33   | 333.33   | 266.67   |          |          |
| 10498   | Placer County Water Agency           | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 1660    | Rocky Mountain Connections           | 05/01/2018 | 05/01/2018 | 500.00        | 41.67        | 41.67 | 41.67    | 41.67    | 41.67    | 291.67   | 41.67    | 250.00   | 250.00   | 208.33   | 208.33   | 166.67   |          |          |
| 1755    | Rosie's Cafe                         | 05/01/2018 | 05/01/2018 | 170.00        | 14.17        | 14.17 | 14.17    | 14.17    | 14.17    | 89.17    | 14.17    | 85.00    | 85.00    | 70.83    | 70.83    | 56.67    |          |          |
| 11262   | Squaw Valley Lodge                   | 05/01/2018 | 05/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 93.33    | 13.33    | 80.00    | 80.00    | 66.67    | 66.67    | 53.33    |          |          |
| 11257   | Tahoe Sierra Aesthetic Laser         | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11373   | Tahoe Sierra Eye & Optical           | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 1888    | Tahoe Time Vacation Rentals          | 05/01/2018 | 05/01/2018 | 300.00        | 25.00        | 25.00 | 25.00    | 25.00    | 25.00    | 175.00   | 25.00    | 150.00   | 150.00   | 125.00   | 125.00   | 100.00   |          |          |
| #       | Tahoe Tree Company/McBride's N       | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11121   | Well Being Massage & Skin Care       | 05/01/2018 | 05/01/2018 | 160.00        | 13.33        | 13.33 | 13.33    | 13.33    | 13.33    | 93.33    | 13.33    | 80.00    | 80.00    | 66.67    | 66.67    | 53.33    |          |          |
| 11271   | West Shore Market                    | 05/01/2018 | 05/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11549   | Elevation Law P.C.                   | 05/08/2018 | 05/08/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 11554   | Craig Clark                          | 05/14/2018 | 05/14/2018 | 225.00        | 18.75        | 18.75 | 18.75    | 18.75    | 18.75    | 131.25   | 18.75    | 112.50   | 112.50   | 93.75    | 93.75    | 75.00    |          |          |
| 11556   | Renee Deinken                        | 05/14/2018 | 05/14/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 160.42   | 22.92    | 137.50   | 137.50   | 114.58   | 114.58   | 91.67    |          |          |
| 1014    | Action Water Sports of Incline Villi | 06/01/2018 | 06/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 183.33   | 22.92    | 160.42   | 160.42   | 137.50   | 137.50   | 114.58   |          |          |
| 1018    | Aqan Consulting Corporation          | 06/01/2018 | 06/01/2018 | 300.00        | 25.00        | 25.00 | 25.00    | 25.00    | 25.00    | 200.00   | 25.00    | 175.00   | 175.00   | 150.00   | 150.00   | 125.00   |          |          |
| 11161   | Alibi Ale Works                      | 06/01/2018 | 06/01/2018 | 300.00        | 25.00        | 25.00 | 25.00    | 25.00    | 25.00    | 200.00   | 25.00    | 175.00   | 175.00   | 150.00   | 150.00   | 125.00   |          |          |
| 1042    | Ann Poole Weddings                   | 06/01/2018 | 06/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 183.33   | 22.92    | 160.42   | 160.42   | 137.50   | 137.50   | 114.58   |          |          |
| 10798   | The Edgington Gallery                | 06/01/2018 | 06/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 183.33   | 22.92    | 160.42   | 160.42   | 137.50   | 137.50   | 114.58   |          |          |
| 11558   | Intention Advertising                | 06/01/2018 | 06/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 183.33   | 22.92    | 160.42   | 160.42   | 137.50   | 137.50   | 114.58   |          |          |
| #       | Just Imagine Marketing and Desig     | 06/01/2018 | 06/01/2018 | 275.00        | 22.92        | 22.92 | 22.92    | 22.92    | 22.92    | 183.33   | 22.92    | 160.42   | 160.42   | 137.50   | 137.50   | 114.58   |          |          |

**Dues**

|       |  | Invoice Date | Date Due   | Amount Billed | Jul-18    | Aug-18   | Sep-18   | Sept     | Oct-18   | Oct      | Nov-18   | Nov      | Dec      |
|-------|--|--------------|------------|---------------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|
|       |  |              |            |               | Deferred  | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred | Deferred |
| 10809 | Kings Beach Miniature Golf                         | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 22.92    | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11292 | Law Offices of Molsby & Bordner, Liberty Utilities | 06/01/2018   | 06/01/2018 | 300.00        | 25.00     | 25.00    | 200.00   | 200.00   | 25.00    | 175.00   | 25.00    | 150.00   | 125.00   |
| 1449  | Liberty Utilities                                  | 06/01/2018   | 06/01/2018 | 500.00        | 41.67     | 41.67    | 333.33   | 333.33   | 41.67    | 291.67   | 41.67    | 250.00   | 208.33   |
| 10469 | MindPlay   | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| #     |  |              |            |               | 13.33     | 13.33    | 106.67   | 106.67   | 13.33    | 93.33    | 13.33    | 80.00    | 66.67    |
| 11463 | Mountain High Weddings                             | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 1551  | Mountain Lion Aviation                             | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 1700  | North Tahoe Watersports                            | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11125 | Sierra College                                     | 06/01/2018   | 06/01/2018 | 160.00        | 13.33     | 13.33    | 106.67   | 106.67   | 13.33    | 93.33    | 13.33    | 80.00    | 66.67    |
| #     |  |              |            |               | 13.33     | 13.33    | 106.67   | 106.67   | 13.33    | 93.33    | 13.33    | 80.00    | 66.67    |
| 1757  | silent A photography                               | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11127 | Squaw Valley Public Service Distri                 | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 1016  | Summit Ice Melt Systems, Inc.                      | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11283 | Tahoe Central Market & Deli                        | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 10688 | Tahoe City Marina                                  | 06/01/2018   | 06/01/2018 | 300.00        | 25.00     | 25.00    | 200.00   | 200.00   | 25.00    | 175.00   | 25.00    | 150.00   | 125.00   |
| 1918  | TGFT Productions/Bike the West                     | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| #     |  |              |            |               | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11277 | Todd Gordon Mather Architect                       | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11461 | Western Sierra Medical Clinic                      | 06/01/2018   | 06/01/2018 | 160.00        | 13.33     | 13.33    | 106.67   | 106.67   | 13.33    | 93.33    | 13.33    | 80.00    | 66.67    |
| 11460 | Wild Society                                       | 06/01/2018   | 06/01/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 11561 | Skin Cancer & Dermatology Institi                  | 06/08/2018   | 06/08/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
| 1867  | Tahoe Quarterly                                    | 06/14/2018   | 06/14/2018 | 275.00        | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
|       |  |              |            | #####         | 22.92     | 22.92    | 183.33   | 183.33   | 22.92    | 160.42   | 22.92    | 137.50   | 114.58   |
|       |  |              |            |               | 36,196.25 |          |          |          |          |          |          |          |          |

**Fiscal Year 2016/17 Invoices Earned**

|   |       |   |            |            |          |       |        |        |       |        |       |        |        |
|---|-------|---|------------|------------|----------|-------|--------|--------|-------|--------|-------|--------|--------|
| # | 11110 | Captain Chris' Fishing Charters         | 07/01/2018 | 07/01/2018 | 300.00   | 25.00 | 25.00  | 225.00 | 25.00 | 200.00 | 25.00 | 175.00 | 150.00 |
| # | 11142 | Chinquapin / Packard Realty             | 07/01/2018 | 07/01/2018 | 300.00   | 25.00 | 25.00  | 225.00 | 25.00 | 200.00 | 25.00 | 175.00 | 150.00 |
| # | 10705 | Covarelli Music Services                | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1175  | Crux Events & Party Rentals             | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11386 | Dave Westall, Oliver Luxury             | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11069 | Events of Distinction                   | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11306 | Gary Air- Air Taxi                      | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1310  | Hey Chef! Private Chef's                | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11390 | HomeWood High & Dry Marina              | 07/01/2018 | 07/01/2018 | 220.00   | 18.33 | 18.33  | 165.00 | 18.33 | 146.67 | 18.33 | 128.33 | 110.00 |
| # | 1353  | Incline Village Community               | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 10822 | Inspired Balloons                       | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1377  | Jeff Lampert Photography                | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11298 | Jim Courcier Real Estate                | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11382 | Junior's Snow Removal and Moonshine Ink | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1491  | North Tahoe Limousine                   | 07/01/2018 | 07/01/2018 | 300.00   | 25.00 | 25.00  | 200.00 | 25.00 | 175.00 | 25.00 | 150.00 | 125.00 |
| # | 1541  | Placer County Assessor                  | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1591  | Placer County Executive Office          | 07/01/2018 | 07/01/2018 | 220.00   | 18.33 | 18.33  | 185.00 | 18.33 | 146.67 | 18.33 | 128.33 | 110.00 |
| # | 1592  | Plumas Bank - Kings Beach               | 07/01/2018 | 07/01/2018 | 560.00   | 46.67 | 46.67  | 420.00 | 46.67 | 373.33 | 46.67 | 326.67 | 280.00 |
| # | 11526 | Sierra Nevada College                   | 07/01/2018 | 07/01/2018 | 160.00   | 13.33 | 13.33  | 120.00 | 13.33 | 106.67 | 13.33 | 93.33  | 80.00  |
| # | 11562 | Stellar Tahoe                           | 07/01/2018 | 07/01/2018 | 0.00     |       |        |        |       |        |       |        |        |
| # | 1934  | The Store...Copies & More               | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11253 | Surf Air                                | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1810  | Tahoe Blooms Floral Designs             | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 11476 | Tahoe Engaged                           | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 10811 | Tahoe Flow Arts Studio                  | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1850  | Tahoe Marina Lodge                      | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1876  | Tahoe Sailing Charters                  | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
| # | 1883  | Tahoe Tavern Properties                 | 07/01/2018 | 07/01/2018 | 275.00   | 22.92 | 22.92  | 206.25 | 22.92 | 183.33 | 22.92 | 160.42 | 137.50 |
|   |       |   |            |            | 22.92    | 22.92 | 183.33 | 183.33 | 22.92 | 160.42 | 22.92 | 137.50 | 114.58 |
|   |       |   |            |            | (545.00) |       |        |        |       |        |       |        |        |
|   |       |   |            |            | 22.92    | 22.92 | 183.33 | 183.33 | 22.92 | 160.42 | 22.92 | 137.50 | 114.58 |

**Dues**

|       |                              | Invoice    | Date       | Date       | Amount Billed | Jul-18           | Aug-18 | Sep-18 | Sept   | Oct-18 | Oct    | Nov-18 | Nov    | Dec    |
|-------|------------------------------|------------|------------|------------|---------------|------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| #     |                              | Date       | Date       | Date       |               | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| 11163 | Tahoe Tech Group             | 07/01/2018 | 07/01/2018 | 07/01/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| 1895  | Tahoe Truckee Unified School | 07/01/2018 | 07/01/2018 | 07/01/2018 | 160.00        | 13.33            | 13.33  | 13.33  | 120.00 | 13.33  | 106.67 | 13.33  | 93.33  | 80.00  |
| 1899  | Tahoe Vistana Inn            | 07/01/2018 | 07/01/2018 | 07/01/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| 11450 | Tahoe Wedding Industry       | 07/01/2018 | 07/01/2018 | 07/01/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| #     | Trails and Vistas            | 07/01/2018 | 07/01/2018 | 07/01/2018 | 160.00        | 13.33            | 13.33  | 13.33  | 120.00 | 13.33  | 106.67 | 13.33  | 93.33  | 80.00  |
| #     | Truckee Meadows Community    | 07/01/2018 | 07/01/2018 | 07/01/2018 | 160.00        | 13.33            | 13.33  | 13.33  | 120.00 | 13.33  | 106.67 | 13.33  | 93.33  | 80.00  |
| #     | Truckee Tahoe Radio 101.5 FM | 07/01/2018 | 07/01/2018 | 07/01/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| #     | Tunnel Creek Cafe            | 07/01/2018 | 07/01/2018 | 07/01/2018 | 325.00        | 27.08            | 27.08  | 27.08  | 243.75 | 27.08  | 216.67 | 27.08  | 189.58 | 162.50 |
| 1976  | Uncorked at Squaw Valley     | 07/01/2018 | 07/01/2018 | 07/01/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| 2008  | West Orthodontics            | 07/01/2018 | 07/01/2018 | 07/01/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
| 10519 | Discovery Map of Tahoe-      | 07/20/2018 | 07/20/2018 | 07/20/2018 | 275.00        | 22.92            | 22.92  | 22.92  | 206.25 | 22.92  | 183.33 | 22.92  | 160.42 | 137.50 |
|       |                              |            |            |            | <b>Dues</b>   | <b>11,007.50</b> |        |        |        |        |        |        |        |        |

**Aug-18**

|   |       |                              |            |            |        |       |       |       |        |       |        |       |        |        |
|---|-------|------------------------------|------------|------------|--------|-------|-------|-------|--------|-------|--------|-------|--------|--------|
| # | 11571 | Boarding for Breast Cancer,  | 08/13/2018 | 08/13/2018 | 160.00 | 13.33 | 13.33 | 13.33 | 133.33 | 13.33 | 120.00 | 13.33 | 106.67 | 93.33  |
| # | 10980 | Alpen Sierra Coffee Roasting | 08/01/2018 | 08/01/2018 | 275.00 | 22.92 | 22.92 | 22.92 | 229.17 | 22.92 | 206.25 | 22.92 | 183.33 | 160.42 |
| # | 1689  | Big Blue Adventure           | 08/01/2018 | 08/01/2018 | 160.00 | 13.33 | 13.33 | 13.33 | 133.33 | 13.33 | 120.00 | 13.33 | 106.67 | 93.33  |
| # | 1258  | For Goodness Sake            | 08/01/2018 | 08/01/2018 | 300.00 | 25.00 | 25.00 | 25.00 | 250.00 | 25.00 | 225.00 | 25.00 | 200.00 | 175.00 |
| # | 1468  | Martis Camp Club             | 08/01/2018 | 08/01/2018 | 160.00 | 13.33 | 13.33 | 13.33 | 133.33 | 13.33 | 120.00 | 13.33 | 106.67 | 93.33  |
| # | 1754  | Squaw Valley Institute       | 08/01/2018 | 08/01/2018 | 275.00 | 22.92 | 22.92 | 22.92 | 229.17 | 22.92 | 206.25 | 22.92 | 183.33 | 160.42 |
| # | 11424 | Tahoe Inspired               | 08/01/2018 | 08/01/2018 |        |       |       |       |        |       |        |       |        |        |

**August Revenue**

|   |       |                                    |            |            |             |                  |                  |       |        |       |        |       |        |        |
|---|-------|------------------------------------|------------|------------|-------------|------------------|------------------|-------|--------|-------|--------|-------|--------|--------|
| # | 11158 | Coldwell Banker Select Real Estat  | 09/01/2018 | 09/01/2018 | 160.00      | 13.33            | 13.33            | 13.33 | 146.67 | 13.33 | 133.33 | 13.33 | 120.00 | 106.67 |
| # | 1364  | Innovative IT Services             | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 1569  | Oaivy Consulting, Land use & Dev   | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 1794  | Sustainable Community Advocates    | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 1903  | Tahoe Woodside Vacation Rentals    | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 1999  | Waters of Tahoe Properties         | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 2000  | Webb Land Surveying                | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 10590 | The Potlatch                       | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 10691 | Sierra Nevada Properties - Incline | 09/05/2018 | 09/05/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 11152 | Getaway Reno/Tahoe                 | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 11154 | La Mexicana                        | 09/01/2018 | 09/01/2018 | 500.00      | 41.67            | 41.67            | 41.67 | 458.33 | 41.67 | 416.67 | 41.67 | 375.00 | 333.33 |
| # | 11428 | Mountain Hardware and Sports       | 09/01/2018 | 09/01/2018 | 500.00      | 41.67            | 41.67            | 41.67 | 458.33 | 41.67 | 416.67 | 41.67 | 375.00 | 333.33 |
| # | 11473 | The Lake Tahoe Wellness Center     | 09/01/2018 | 09/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 11577 | Shane Thompson                     | 09/04/2018 | 09/04/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 11579 | Dennis H. Coughlin                 | 09/05/2018 | 09/05/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 229.17 | 22.92 | 206.25 | 183.33 |
| # | 11580 | The Pioneer Cocktail Club          | 09/05/2018 | 09/05/2018 | 300.00      | 25.00            | 25.00            | 25.00 | 275.00 | 25.00 | 250.00 | 25.00 | 225.00 | 200.00 |
|   |       |                                    |            |            | <b>Dues</b> | <b>11,126.25</b> | <b>50,023.33</b> |       |        |       |        |       |        |        |

**September Revenue**

|   |       |                                   |            |            |             |                  |                  |       |        |       |        |       |        |        |
|---|-------|-----------------------------------|------------|------------|-------------|------------------|------------------|-------|--------|-------|--------|-------|--------|--------|
| # | 1066  | Bella Affair                      | 10/01/2018 | 10/01/2018 | 300.00      | 25.00            | 25.00            | 25.00 | 275.00 | 25.00 | 275.00 | 25.00 | 250.00 | 225.00 |
| # | 11478 | Bella Affair adjustment           |            |            | -25.00      |                  |                  |       |        |       |        |       |        |        |
| # | 11477 | Fraas Mediation DBA Law Office o  | 10/01/2018 | 10/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 252.08 | 22.92 | 229.17 | 206.25 |
| # | 11157 | Placer County Visitors Bureau     | 10/01/2018 | 10/01/2018 | 160.00      | 13.33            | 13.33            | 13.33 | 146.67 | 13.33 | 146.67 | 13.33 | 133.33 | 120.00 |
| # | 11311 | Tahoe Regional Arts Foundation    | 10/01/2018 | 10/01/2018 | 160.00      | 13.33            | 13.33            | 13.33 | 146.67 | 13.33 | 146.67 | 13.33 | 133.33 | 120.00 |
| # | 11313 | Tahoe.com                         | 10/01/2018 | 10/01/2018 | 325.00      | 27.08            | 27.08            | 27.08 | 270.83 | 27.08 | 270.83 | 27.08 | 270.83 | 243.75 |
| # | 1706  | Waddell & Reed                    | 10/01/2018 | 10/01/2018 | 275.00      | 22.92            | 22.92            | 22.92 | 252.08 | 22.92 | 252.08 | 22.92 | 229.17 | 206.25 |
| # | 11586 | Sierra Insurance Associates, Inc. | 10/30/2018 | 10/30/2018 | 300.00      | 25.00            | 25.00            | 25.00 | 275.00 | 25.00 | 275.00 | 25.00 | 250.00 | 225.00 |
| # |       | Truckee Craft Ventures            | 10/31/2018 | 10/31/2018 | 900.00      | 75.00            | 75.00            | 75.00 | 825.00 | 75.00 | 825.00 | 75.00 | 750.00 | 675.00 |
|   |       |                                   |            |            | <b>Dues</b> | <b>10,859.17</b> | <b>41,284.17</b> |       |        |       |        |       |        |        |
|   |       |                                   |            |            |             |                  |                  |       |        |       |        |       |        |        |

**October Revenue**



**Dues**

|   |        |   |            | Invoice    | Date       | Due        | Amount Billed | Jul-18 | Aug-18 | Sep-18 | Sept | Oct-18 | Oct | Nov-18    | Nov       | Deferred | 43,465.00 | Dec    | Deferred |
|---|--------|---|------------|------------|------------|------------|---------------|--------|--------|--------|------|--------|-----|-----------|-----------|----------|-----------|--------|----------|
| # | 1054   | Atomic Printing   | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 275.00        |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 1080   | Blue Sky Events & Destination Ma                            | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 275.00        |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 11174  | Bornes Sleigh and Carriage Rides                            | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 275.00        |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 11047  | Fire Sign Cafe  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 500.00        |        |        |        |      |        |     | 41.67     | 458.33    | 41.67    |           | 416.67 |          |
| # | 1297   | Hacienda Del Lago   | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 500.00        |        |        |        |      |        |     | 41.67     | 458.33    | 41.67    |           | 416.67 |          |
| # | 1330   | Hvatt Regency Lake Tahoe Resort                             | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 0.00          |        |        |        |      |        |     | -         | -         | -        |           | -      |          |
| # | 1390   | Kahn Investment Company                                     | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 275.00        |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 11176  | Kila Tahoe LLC  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 500.00        |        |        |        |      |        |     | 41.67     | 458.33    | 41.67    |           | 416.67 |          |
| # | 1441   | Lanza's Italian Restaurant                                  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 160.00        |        |        |        |      |        |     | 13.33     | 146.67    | 13.33    |           | 133.33 |          |
| # | 11435  | Mike McCallum, Aflac  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 275.00        |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 11316  | Nakoma Resort   | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 500.00        |        |        |        |      |        |     | 41.67     | 458.33    | 41.67    |           | 416.67 |          |
| # | 1613   | Poulsen Commercial Properties                               | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 300.00        |        |        |        |      |        |     | 25.00     | 275.00    | 25.00    |           | 250.00 |          |
| # | 10548  | Red Wolf Lakeside Lodge                                     | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 300.00        |        |        |        |      |        |     | 22.92     | 275.00    | 22.92    |           | 250.00 |          |
| # | 1640   | Reno Tahoe Limousine  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 275.00        |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 1931   | The Ritz-Carlton, Lake Tahoe                                | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 700.00        |        |        |        |      |        |     | 58.33     | 641.67    | 58.33    |           | 583.33 |          |
| # | 1831   | Tahoe Donner  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 500.00        |        |        |        |      |        |     | 41.67     | 458.33    | 41.67    |           | 416.67 |          |
| # | 11025  | Tahoe Sierra Recreation                                     | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 500.00        |        |        |        |      |        |     | 41.67     | 458.33    | 41.67    |           | 416.67 |          |
| # | 11434  | Fat Cat Restaurant  | 11/01/2018 | 11/01/2018 | 11/01/2018 | 11/01/2018 | 395.00        |        |        |        |      |        |     | 32.92     | 362.08    | 32.92    |           | 329.17 |          |
| # | 11384  | Air Tahoe   | 11/14/2018 | 11/14/2018 | 11/14/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
| # | 111590 | Tahoe Star Tours adjusment                                  | 11/29/2018 | 11/29/2018 | 11/29/2018 | 55.00      |               |        |        |        |      |        |     | 4.58      | 50.42     | 4.58     |           | 45.83  |          |
| # | 111590 | Tahoe Star Tours  | 11/29/2018 | 11/29/2018 | 11/29/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     | 252.08    | 22.92    |           | 229.17 |          |
|   |        | November Revenue  |            |            |            | 7,110.00   |               |        |        |        |      |        |     | 11,321.25 | 37,047.92 |          |           |        |          |
| # | 1196   | ACHIEVE TAHOE   | 12/01/2018 | 12/01/2018 | 12/01/2018 | 160.00     |               |        |        |        |      |        |     | 13.33     |           | 13.33    |           | 146.67 |          |
| # | 1269   | Gallery Keoki, Images of Tahoe                              | 12/01/2018 | 12/01/2018 | 12/01/2018 | 300.00     |               |        |        |        |      |        |     | 25.00     |           | 25.00    |           | 275.00 |          |
| # | 1394   | Kelly Brothers Painting, Inc.                               | 12/01/2018 | 12/01/2018 | 12/01/2018 | 300.00     |               |        |        |        |      |        |     | 25.00     |           | 25.00    |           | 275.00 |          |
| # | 1442   | Hotel Truckee ~ Tahoe                                       | 12/01/2018 | 12/01/2018 | 12/01/2018 | 500.00     |               |        |        |        |      |        |     | 41.67     |           | 41.67    |           | 458.33 |          |
| # | 1447   | League to Save Lake Tahoe                                   | 12/01/2018 | 12/01/2018 | 12/01/2018 | 160.00     |               |        |        |        |      |        |     | 13.33     |           | 13.33    |           | 146.67 |          |
| # | 1624   | PWA Insurance Services                                      | 12/01/2018 | 12/01/2018 | 12/01/2018 | 500.00     |               |        |        |        |      |        |     | 41.67     |           | 41.67    |           | 458.33 |          |
| # | 1668   | Safeway   | 12/12/2018 | 12/12/2018 | 12/12/2018 | 500.00     |               |        |        |        |      |        |     | 41.67     |           | 41.67    |           | 458.33 |          |
| # | 1697   | Sierra Business Council                                     | 12/01/2018 | 12/01/2018 | 12/01/2018 | 160.00     |               |        |        |        |      |        |     | 13.33     |           | 13.33    |           | 146.67 |          |
| # | 1724   | Sitkoff-O'Neil Accountancy Corp                             | 12/01/2018 | 12/01/2018 | 12/01/2018 | 300.00     |               |        |        |        |      |        |     | 25.00     |           | 25.00    |           | 275.00 |          |
| # | 1801   | Tahoe Adventure Company, LLC.                               | 12/01/2018 | 12/01/2018 | 12/01/2018 | 300.00     |               |        |        |        |      |        |     | 25.00     |           | 25.00    |           | 275.00 |          |
| # | 1891   | Tahoe Truckee Community Foundi                              | 12/01/2018 | 12/01/2018 | 12/01/2018 | 160.00     |               |        |        |        |      |        |     | 13.33     |           | 13.33    |           | 146.67 |          |
| # | 1957   | Truckee North Tahoe Transportati                            | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 1975   | Umpqua Bank   | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 1997   | Waterman's Landinq  | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 10587  | Tahoe Signature Properties                                  | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 10606  | Any Mountain  | 12/01/2018 | 12/01/2018 | 12/01/2018 | 300.00     |               |        |        |        |      |        |     | 25.00     |           | 25.00    |           | 275.00 |          |
| # | 10620  | Meeks Bay Resort and Marina                                 | 12/01/2018 | 12/01/2018 | 12/01/2018 | 300.00     |               |        |        |        |      |        |     | 25.00     |           | 25.00    |           | 275.00 |          |
| # | 11188  | North Lake Dog Camp   | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 11195  | Tahoe Art Haus & Cinema                                     | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 11481  | The Paper Trail   | 12/01/2018 | 12/01/2018 | 12/01/2018 | 160.00     |               |        |        |        |      |        |     | 13.33     |           | 13.33    |           | 146.67 |          |
| # | 11482  | David Brown CPA   | 12/01/2018 | 12/01/2018 | 12/01/2018 | 275.00     |               |        |        |        |      |        |     | 22.92     |           | 22.92    |           | 252.08 |          |
| # | 11513  | H   P   M Photography                                       | 12/01/2018 | 12/01/2018 | 12/01/2018 | 160.00     |               |        |        |        |      |        |     | 13.33     |           | 13.33    |           | 146.67 |          |
|   |        | <b>Dues</b>   |            |            |            | 11,135.42  |               |        |        |        |      |        |     | 31,552.49 |           |          |           |        |          |
|   |        | December Revenue  |            |            |            | ###        |               |        |        |        |      |        |     |           |           |          |           |        |          |
|   |        | 2400-60 Deferred Revenue - Membership Dues Balance 12/13/18 |            |            |            |            |               |        |        |        |      |        |     |           |           |          |           |        |          |
|   |        | Unreconciled Variance                                       |            |            |            |            |               |        |        |        |      |        |     |           |           |          |           |        |          |
|   |        |   |            |            |            |            |               |        |        |        |      |        |     |           |           |          |           |        |          |

2500-00 Deferred Revenue TM Breakfast Club

|               |        |
|---------------|--------|
| TTUSD         | 240.00 |
| NTFPD         | 150.00 |
| Placer County | 0.02   |
| Porter Simon  | 15.00  |

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405.02

GL Balance 12/31/2018 405.05

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Unreconciled Variance 0.03

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2700-00 Deferred Revenue - County of Placer

|  |              |
|--|--------------|
| County of Placer Prepayment July 1, 2018 | 600,305.00   |
| Spartan funding recognized July 31, 2018 | (250,000.00) |

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350,305.00

GL Balance 12/31/2018 350,305.00

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Unreconciled Variance -

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**ATTACHMENT B**  
**July 1, 2018-June 30, 2019**  
**PAYMENT SCHEDULE**

Payment to the Resort Association will be made by direct payment and by check. All payments require an invoice to the County Executive Office.

**DIRECT PAYMENT**

Direct payment will be made for ongoing monthly expenses for the following categories as identified in Attachment C (budget):

- Personnel/Overhead – Direct Costs
- G&A – Indirect Costs
- Direct Marketing Programs

| <b>Payment Number</b> | <b>Invoice Received (2)</b> | <b>Payment Due Date</b> | <b>Payment to the Resort Association</b> |
|-----------------------|-----------------------------|-------------------------|--|
| 1                     | Prepayment (3)              | July 1, 2018            | \$600,305                                |
| 2                     | Aug. 1, 2018                | Aug. 15, 2018           | Per invoice                              |
| 3                     | Sept. 1, 2018               | Sept. 15, 2018          | Per invoice                              |
| 4                     | Oct. 1, 2018                | Oct. 15, 2018           | Per invoice                              |
| 5                     | Nov. 1, 2018                | Nov. 15, 2018           | Per invoice                              |
| 6                     | Dec. 1, 2018                | Dec. 15, 2018           | Per invoice                              |
| 7                     | Jan. 1, 2019                | Jan. 15, 2019           | Per invoice                              |
| 8                     | Feb. 1, 2019                | Feb. 15, 2019           | Per invoice                              |
| 9                     | Mar. 1, 2019                | Mar. 15, 2019           | Per invoice                              |
| 10                    | April 1, 2019               | April. 15, 2019         | Per invoice                              |
| 11                    | May 1, 2019                 | May 15, 2019            | Per invoice                              |
| 12                    | June 1, 2019                | June 15, 2019           | Per invoice                              |
| 13                    | June 15, 2019 (4)           | June 30, 2019           | Per invoice                              |
| <b>TOTAL</b>          |                             |                         | <b>Up to \$3,800,670</b>                 |

- (1) Payment schedule is predicated upon receipt of Transient Occupancy Tax funds at the budgeted level.
- (2) An invoice will be provided on the first of each month for the prior month by RESORT ASSOCIATION to the County Executive Office.
- (3) One prepayment will be made on July 1, 2018 to minimize cash flow impacts to RESORT ASSOCIATION with transition to performance based contract. Prepayment is based on projected expenses in July 2018 and half of August 2018. It also includes payment for the 2019 Spartan Race.
- (4) An invoice for June 2019 expenses will be provided on June 15, 2019 and paid on June 30, 2019 if approved by the County Executive Office.

SEE NET INCOME  
PAGE 3

5:14 PM  
01/21/19  
Accrual Basis

North Lake Tahoe Resort Association  
Profit & Loss Budget Performance  
All Departments

|   | Jul - Dec 18     | Budget           | Jul - Dec 18     | YTD Budget       | Annual Budget    |
|---|------------------|------------------|------------------|------------------|------------------|
| <b>Ordinary Income/Expense</b>                        |                  |                  |                  |                  |                  |
| <b>Income</b>   |                  |                  |                  |                  |                  |
| 4050-00 · County of Placer TOT Funding                | 1,896,437        | 1,937,975        | 1,896,437        | 1,937,975        | 3,793,727        |
| 4200-00 · Membership Dues                             | 66,502           | 63,600           | 66,502           | 63,600           | 128,000          |
| 4201-00 · New Member Fees                             | 0                | 0                | 0                | 0                | 0                |
| 4205-00 · Conference Dues                             | 4,629            | 4,950            | 4,629            | 4,950            | 9,900            |
| 4250-00 · Revenues-Membership Activities              |                  |                  |                  |                  |                  |
| 4250-01 · Community Awards                            |                  |                  |                  |                  |                  |
| 4250-04 · Silent Auction                              | 0                | 0                | 0                | 0                | 19,000           |
| 4250-05 · Sponsorships                                | 0                | 0                | 0                | 0                | 13,000           |
| 4250-01 · Community Awards - Other                    | 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>50,000</b>    |
| 4250-02 · Chamber Events                              | 1,684            | 1,252            | 1,684            | 1,252            | 2,500            |
| 4250-03 · Summer/Winter Rec Luncheon                  | 2,622            | 4,000            | 2,622            | 4,000            | 8,000            |
| 4251-00 · Tues AM Breakfast Club                      |                  |                  |                  |                  |                  |
| 4251-01 · Tues AM Breakfast Club Sponsors             | 0                | 1,300            | 0                | 1,300            | 3,050            |
| 4251-00 · Tues AM Breakfast Club - Other              | 3,196            | 3,480            | 3,196            | 3,480            | 6,960            |
| <b>Total 4251-00 · Tues AM Breakfast Club</b>         | <b>3,196</b>     | <b>4,780</b>     | <b>3,196</b>     | <b>4,780</b>     | <b>10,010</b>    |
| 4250-00 · Revenues-Membership Activities - Other      | 3,680            | 0                | 3,680            | 0                | 0                |
| <b>Total 4250-00 · Revenues-Membership Activities</b> | <b>11,182</b>    | <b>10,032</b>    | <b>11,182</b>    | <b>10,032</b>    | <b>70,510</b>    |
| 4252-00 · Sponsorships                                | 600              | 0                | 600              | 0                | 0                |
| 4253-00 · Revenue- Other                              | 6                | 6                | 6                | 6                | 6                |
| 4350-00 · Special Events (Marketing)                  | 0                | 0                | 0                | 0                | 0                |
| 4600-00 · Commissions                                 |                  |                  |                  |                  |                  |
| 4601-00 · Commissions - South Shore                   | 8,417            | 9,998            | 8,417            | 9,998            | 20,000           |
| 4600-00 · Commissions - Other                         | 30,537           | 15,000           | 30,537           | 15,000           | 30,000           |
| <b>Total 4600-00 · Commissions</b>                    | <b>38,954</b>    | <b>24,998</b>    | <b>38,954</b>    | <b>24,998</b>    | <b>50,000</b>    |
| 46000 · Merchandise Sales                             |                  |                  |                  |                  |                  |
| 4502-00 · Non-Retail VIC income                       | 2,801            | 6,500            | 2,801            | 6,500            | 9,500            |
| 46000 · Merchandise Sales - Other                     | 65,811           | 51,100           | 65,811           | 51,100           | 95,000           |
| <b>Total 46000 · Merchandise Sales</b>                | <b>68,612</b>    | <b>57,600</b>    | <b>68,612</b>    | <b>57,600</b>    | <b>104,500</b>   |
| <b>Total Income</b>                                   | <b>2,086,921</b> | <b>2,099,155</b> | <b>2,086,921</b> | <b>2,099,155</b> | <b>4,156,637</b> |
| <b>Cost of Goods Sold</b>                             |                  |                  |                  |                  |                  |
| 52900 · Purchases - Resale Items                      | 0                | 0                | 0                | 0                | 0                |
| <b>Total COGS</b>                                     | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         | <b>0</b>         |
| <b>Gross Profit</b>                                   | <b>2,086,921</b> | <b>2,099,155</b> | <b>2,086,921</b> | <b>2,099,155</b> | <b>4,156,637</b> |
| <b>Expense</b>  |                  |                  |                  |                  |                  |
| 5000-00 · Salaries & Wages                            |                  |                  |                  |                  |                  |
| 5000-01 · In-Market Administration                    | 0                | 0                | 0                | 0                | 0                |
| 5010-00 · Sales Commissions                           | 12,572           | 3,802            | 12,572           | 3,802            | 7,600            |
| 5020-00 · P/R - Tax Expense                           | 39,377           | 44,304           | 39,377           | 44,304           | 86,761           |
| 5030-00 · P/R - Health Insurance Expense              | 62,887           | 66,342           | 62,887           | 66,342           | 132,690          |
| 5040-00 · P/R - Workmans Comp                         | 4,393            | 6,039            | 4,393            | 6,039            | 11,845           |
| 5060-00 · 401 (k)                                     | 20,083           | 21,719           | 20,083           | 21,719           | 43,048           |
| 5070-00 · Other Benefits and Expenses                 | 2,351            | 3,513            | 2,351            | 3,513            | 7,029            |
| 5000-00 · Salaries & Wages - Other                    | 530,545          | 538,955          | 530,545          | 538,955          | 1,068,067        |
| <b>Total 5000-00 · Salaries &amp; Wages</b>           | <b>672,208</b>   | <b>684,674</b>   | <b>672,208</b>   | <b>684,674</b>   | <b>1,357,040</b> |
| 5100-00 · Rent  |                  |                  |                  |                  |                  |
| 5110-00 · Utilities                                   | 5,914            | 5,873            | 5,914            | 5,873            | 12,191           |
| 5140-00 · Repairs & Maintenance                       | 1,807            | 23,409           | 1,807            | 23,409           | 46,850           |
| 5150-00 · Office - Cleaning                           | 3,540            | 5,321            | 3,540            | 5,321            | 10,444           |
| 5100-00 · Rent - Other                                | 76,772           | 77,726           | 76,772           | 77,726           | 155,468          |
| <b>Total 5100-00 · Rent</b>                           | <b>88,033</b>    | <b>112,329</b>   | <b>88,033</b>    | <b>112,329</b>   | <b>224,953</b>   |
| 5310-00 · Telephone                                   |                  |                  |                  |                  |                  |
| 5320-00 · Telephone                                   | 16,758           | 12,774           | 16,758           | 12,774           | 25,548           |
| 5350-00 · Internet                                    | 25               | 25               | 25               | 25               | 25               |
| 5310-00 · Telephone - Other                           | 0                | 2,769            | 0                | 2,769            | 5,535            |
| <b>Total 5310-00 · Telephone</b>                      | <b>16,783</b>    | <b>15,543</b>    | <b>16,783</b>    | <b>15,543</b>    | <b>31,083</b>    |
| 5420-00 · Mail - USPS                                 |                  |                  |                  |                  |                  |
| 5470-00 · Mail - UPS                                  | 0                | 0                | 0                | 0                | 0                |
| 5480-00 · Mail - Fed Ex                               | 84               | 0                | 84               | 0                | 0                |
| 5420-00 · Mail - USPS - Other                         | 1,425            | 2,403            | 1,425            | 2,403            | 5,203            |

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

|   | Jul - Dec 18 | Budget  | Jul - Dec 18 | YTD Budget | Annual Budget |
|---|--------------|---------|--------------|------------|---------------|
| Total 5420-00 · Mail - USPS               | 1,509        | 2,403   | 1,509        | 2,403      | 5,203         |
| 5510-00 · Insurance/Bonding               | 3,401        | 3,228   | 3,401        | 3,228      | 6,138         |
| 5520-00 · Supplies                        |              |         |              |            |               |
| 5525-00 · Supplies- Computer <\$1000      | 3,974        | 5,050   | 3,974        | 5,050      | 7,600         |
| 5520-00 · Supplies - Other                | 7,513        | 10,593  | 7,513        | 10,593     | 21,493        |
| Total 5520-00 · Supplies                  | 11,487       | 15,643  | 11,487       | 15,643     | 29,093        |
| 5610-00 · Depreciation                    | 894          | 1,067   | 894          | 1,067      | 2,129         |
| 5700-00 · Equipment Support & Maintenance | 849          | 6,706   | 849          | 6,706      | 13,412        |
| 5710-00 · Taxes, Licenses & Fees          | 5,212        | 6,551   | 5,212        | 6,551      | 12,951        |
| 5740-00 · Equipment Rental/Leasing        | 6,362        | 8,858   | 6,362        | 8,858      | 17,726        |
| 5800-00 · Training Seminars               | 3,941        | 7,748   | 3,941        | 7,748      | 16,450        |
| 5810-00 · Public Outreach                 | 0            | 0       | 0            | 0          | 0             |
| 5815 · Training Video Series              | 0            | 0       | 0            | 0          | 0             |
| 5850-00 · Artist of Month - Commissions   | 1,894        | 2,752   | 1,894        | 2,752      | 5,500         |
| 5900-00 · Professional Fees               |              |         |              |            |               |
| 5910-00 · Professional Fees - Attorneys   | 840          | 4,500   | 840          | 4,500      | 9,000         |
| 5920-00 · Professional Fees - Accountant  | 21,000       | 25,000  | 21,000       | 25,000     | 25,000        |
| 5921-00 · Professional Fees - Other       | 0            | 13,750  | 0            | 13,750     | 26,000        |
| Total 5900-00 · Professional Fees         | 21,840       | 43,250  | 21,840       | 43,250     | 60,000        |
| 5941-00 · Research & Planning             | 5,000        | 2,500   | 5,000        | 2,500      | 5,000         |
| 5948-00 · Transportation Projects         |              |         |              |            |               |
| 5953-00 · Summer Traffic Management (S-2) | 0            | 0       | 0            | 0          | 0             |
| 5948-00 · Transportation Projects - Other | 0            | 0       | 0            | 0          | 0             |
| Total 5948-00 · Transportation Projects   | 0            | 0       | 0            | 0          | 0             |
| 6020-00 · Programs                        |              |         |              |            |               |
| 6016-00 · Special Event Partnership       | 0            | 25,000  | 0            | 25,000     | 50,000        |
| 6018-00 · Business Assoc. Grants          | 0            | 10,000  | 0            | 10,000     | 30,000        |
| Total 6020-00 · Programs                  | 0            | 35,000  | 0            | 35,000     | 80,000        |
| 6420-00 · Events                          |              |         |              |            |               |
| 6420-01 · Sponsorships                    |              |         |              |            |               |
| 6023-00 · Autumn Food & Wine              | 34,278       | 37,375  | 34,278       | 37,375     | 37,375        |
| 6421-01 · 4th of July Fireworks           | 0            | 0       | 0            | 0          | 20,300        |
| 6421-02 · AMGEN Tour of California        | 0            | 0       | 0            | 0          | 0             |
| 6421-03 · Barcelona Soccer                | 0            | 0       | 0            | 0          | 0             |
| 6421-04 · Broken Arrow Skyrace            | 20,000       | 0       | 20,000       | 0          | 20,000        |
| 6421-05 · No Barriers                     | 0            | 0       | 0            | 0          | 12,400        |
| 6421-06 · Spartan                         | 254,000      | 254,500 | 254,000      | 254,500    | 254,500       |
| 6421-07 · Tahoe Lacrosse Tournament       | 0            | 0       | 0            | 0          | 5,000         |
| 6421-08 · Tough Mudder                    | 8,000        | 0       | 8,000        | 0          | 35,550        |
| 6421-09 · Wanderlust                      | 0            | 0       | 0            | 0          | 37,700        |
| 6421-10 · WinterWonderGrass - Tahoe       | 47           | 0       | 47           | 0          | 19,400        |
| 6421-12 · World Cup                       | 0            | 0       | 0            | 0          | 0             |
| 6421-13 · Big Blue Adventure              | 0            | 0       | 0            | 0          | 0             |
| 6421-15 · Lake Tahoe Dance Collective     | 0            | 0       | 0            | 0          | 0             |
| 6421-16 · Mountain Travel Symposium       | 0            | 0       | 0            | 0          | 5,000         |
| Total 6420-01 · Sponsorships              | 316,325      | 291,875 | 316,325      | 291,875    | 447,225       |
| 6421-00 · New Event Development           | 0            | 16,500  | 0            | 16,500     | 58,000        |
| 6422-00 · Event Media                     |              |         |              |            |               |
| 6422-03 · Human Powered Sports Campaign   | 0            | 0       | 0            | 0          | 0             |
| 6422-04 · PR                              | 0            | 0       | 0            | 0          | 0             |
| 6422-06 · Music Campaign                  | 0            | 0       | 0            | 0          | 0             |
| 6422-00 · Event Media - Other             | 0            | 0       | 0            | 0          | 0             |
| Total 6422-00 · Event Media               | 0            | 0       | 0            | 0          | 0             |
| 6424-00 · Event Operation Expenses        | 2,514        | 4,000   | 2,514        | 4,000      | 8,000         |
| Total 6420-00 · Events                    | 318,839      | 312,375 | 318,839      | 312,375    | 513,225       |
| 6423-00 · Membership Activities           |              |         |              |            |               |
| 6434-00 · Community Awards Dinner         | 0            | 0       | 0            | 0          | 27,500        |
| 6436-00 · Membership - Wnt/Sum Rec Lunch  | 3,469        | 2,500   | 3,469        | 2,500      | 5,000         |
| 6437-00 · Tuesday Morning Breakfast Club  | 2,132        | 3,250   | 2,132        | 3,250      | 7,150         |
| 6441-00 · Membership - Miscellaneous Exp  | 60           | 60      | 60           | 60         | 60            |
| 6442-00 · Public Relations/Website        | 7,225        | 3,564   | 7,225        | 3,564      | 5,628         |
| 6443-00 · Membership - Bridal Faire       | 0            | 0       | 0            | 0          | 0             |
| 6444-00 · Trades                          | 0            | 0       | 0            | 0          | 0             |
| 6423-00 · Membership Activities - Other   | 4,561        | 0       | 4,561        | 0          | 0             |
| Total 6423-00 · Membership Activities     | 17,446       | 9,314   | 17,446       | 9,314      | 45,278        |

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

|  | Jul - Dec 18     | Budget           | Jul - Dec 18     | YTD Budget       | Annual Budget    |
|--|------------------|------------------|------------------|------------------|------------------|
| 6490-00 · Classified Ads                       | 0                | 0                | 0                | 0                | 0                |
| 6701-00 · Market Study Reports/Research        | 0                | 0                | 0                | 0                | 0                |
| 6730-00 · Marketing Cooperative/Media          | 729,915          | 729,911          | 729,915          | 729,911          | 1,459,823        |
| 6740-00 · Media/Collateral/Production          | 1,278            | 0                | 1,278            | 0                | 0                |
| 6742-00 · Non-NLT Co-Op Marketing Program      | 14,731           | 25,904           | 14,731           | 25,904           | 51,800           |
| <b>6743-00 · BACC Marketing Programs</b>       |                  |                  |                  |                  |                  |
| 6743-01 · Shop Local                           | 7,132            | 11,000           | 7,132            | 11,000           | 20,000           |
| 6743-03 · Touch Lake Tahoe                     | 0                | 10,000           | 0                | 10,000           | 20,000           |
| 6743-04 · High Notes                           | 0                | 0                | 0                | 0                | 20,000           |
| 6743-05 · Peak Your Adventure                  | 1,000            | 0                | 1,000            | 0                | 20,000           |
| <b>Total 6743-00 · BACC Marketing Programs</b> | <b>8,132</b>     | <b>21,000</b>    | <b>8,132</b>     | <b>21,000</b>    | <b>80,000</b>    |
| <b>8100-00 · Cost of Goods Sold</b>            |                  |                  |                  |                  |                  |
| 51100 · Freight and Shipping Costs             | 862              | 0                | 862              | 0                | 0                |
| 52500 · Purchase Discounts                     | (40)             | 0                | (40)             | 0                | 0                |
| 59900 · POS Inventory Adjustments              | 36               | 0                | 36               | 0                | 0                |
| 8100-00 · Cost of Goods Sold - Other           | 35,179           | 26,826           | 35,179           | 26,826           | 49,875           |
| <b>Total 8100-00 · Cost of Goods Sold</b>      | <b>36,036</b>    | <b>26,826</b>    | <b>36,036</b>    | <b>26,826</b>    | <b>49,875</b>    |
| 8200-00 · Associate Relations                  | 1,930            | 3,704            | 1,930            | 3,704            | 7,400            |
| 8300-00 · Board Functions                      | 5,073            | 2,250            | 5,073            | 2,250            | 4,500            |
| 8500-00 · Credit Card Fees                     | 3,536            | 3,115            | 3,536            | 3,115            | 6,658            |
| 8600-00 · Additional Opportunites              | 0                | 18,796           | 0                | 18,796           | 37,600           |
| 8700-00 · Automobile Expenses                  | 2,761            | 3,175            | 2,761            | 3,175            | 6,183            |
| 8750-00 · Meals/Meetings                       | 1,501            | 3,818            | 1,501            | 3,818            | 7,640            |
| 8810-00 · Dues & Subscriptions                 | 4,405            | 5,108            | 4,405            | 5,108            | 10,220           |
| 8910-00 · Travel                               | 359              | 1,900            | 359              | 1,900            | 6,600            |
| 8920-00 · Bad Debt                             | 3,553            | 0                | 3,553            | 0                | 0                |
| <b>Total Expense</b>                           | <b>1,988,908</b> | <b>2,115,448</b> | <b>1,988,908</b> | <b>2,115,448</b> | <b>4,153,480</b> |
| <b>Net Ordinary Income</b>                     | <b>98,013</b>    | <b>(16,293)</b>  | <b>98,013</b>    | <b>(16,293)</b>  | <b>3,157</b>     |
| <b>Other Income/Expense</b>                    |                  |                  |                  |                  |                  |
| <b>Other Income</b>                            |                  |                  |                  |                  |                  |
| 4700-00 · Revenues- Interest & Investment      | 139              |                  | 139              |                  |                  |
| <b>Total Other Income</b>                      | <b>139</b>       |                  | <b>139</b>       |                  |                  |
| <b>Other Expense</b>                           |                  |                  |                  |                  |                  |
| 8990-00 · Allocated                            | 0                | (0)              | 0                | (0)              | 0                |
| <b>Total Other Expense</b>                     | <b>0</b>         | <b>(0)</b>       | <b>0</b>         | <b>(0)</b>       | <b>0</b>         |
| <b>Net Other Income</b>                        | <b>139</b>       | <b>0</b>         | <b>139</b>       | <b>0</b>         | <b>0</b>         |
| <b>Net Income</b>                              | <b>98,153</b>    | <b>(16,293)</b>  | <b>98,153</b>    | <b>(16,293)</b>  | <b>3,157</b>     |



**North Lake Tahoe Resort Association**

**Balance Sheet**

As of December 31, 2018

|  | <u>Dec 31, 18</u>       | <u>Dec 31, 17</u>       | <u>\$ Change</u>        | <u>% Change</u>     | <u>Jun 30, 18</u>       |
|--|-------------------------|-------------------------|-------------------------|---------------------|-------------------------|
| <b>ASSETS</b>                                      |                         |                         |                         |                     |                         |
| <b>Current Assets</b>                              |                         |                         |                         |                     |                         |
| <b>Checking/Savings</b>                            |                         |                         |                         |                     |                         |
| 1001-00 · Petty Cash                               | 374                     | 349                     | 26                      | 7%                  | 289                     |
| 1003-00 · Cash - Operations BOTW #6712             | 348,225                 | 834,469                 | (486,244)               | (58%)               | 619,232                 |
| 1007-00 · Cash - Payroll BOTW #7421                | 6,938                   | 9,135                   | (2,197)                 | (24%)               | 6,195                   |
| 1008-00 · Marketing Reserve - Plumas               | 50,206                  | 50,131                  | 75                      | 0%                  | 50,168                  |
| 1009-00 · Cash Flow Reserve - Plumas               | 100,551                 | 100,350                 | 201                     | 0%                  | 100,449                 |
| 1071-00 · Payroll Reserves BOTW #8163              | 29,582                  | 29,582                  | 0                       | 0%                  | 29,582                  |
| 1080-00 · Special Events BOTW #1626                | 138,693                 | 132,388                 | 6,305                   | 5%                  | 88,355                  |
| 10950 · Cash in Drawer                             | 1,499                   | 1,835                   | (336)                   | (18%)               | 597                     |
| <b>Total Checking/Savings</b>                      | <u>676,068</u>          | <u>1,158,238</u>        | <u>(482,170)</u>        | <u>(42%)</u>        | <u>894,867</u>          |
| <b>Accounts Receivable</b>                         |                         |                         |                         |                     |                         |
| 1200-00 · Quickbooks Accounts Receivable           | 25,806                  | 20,652                  | 5,154                   | 25%                 | 24,331                  |
| 1210-00 · A/R - Sales Estimates                    | 0                       | 10,469                  | (10,469)                | (100%)              | 0                       |
| 1290-00 · A/R - TOT                                | 309,017                 | 0                       | 309,017                 | 100%                | 0                       |
| <b>Total Accounts Receivable</b>                   | <u>334,824</u>          | <u>31,121</u>           | <u>303,703</u>          | <u>976%</u>         | <u>24,331</u>           |
| <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                 | 16,350                  | 0                       | 16,350                  | 100%                | 3,417                   |
| 1201-00 · WebLink Accounts Receivable - Other      | 910                     | 8,907                   | (7,997)                 | (90%)               | 2,870                   |
| <b>Total 1201-00 · WebLink Accounts Receivable</b> | <u>17,260</u>           | <u>8,907</u>            | <u>8,353</u>            | <u>94%</u>          | <u>6,287</u>            |
| 1201-02 · Allowance for Doubtful Accounts          | (2,775)                 | 0                       | (2,775)                 | (100%)              | (2,500)                 |
| 12100 · Inventory Asset                            | 24,188                  | 23,922                  | 266                     | 1%                  | 28,203                  |
| 1299 · Receivable from NLTMC                       | 10,827                  | 0                       | 10,827                  | 100%                | 28,954                  |
| 1490-00 · Security Deposits                        | 1,250                   | 550                     | 700                     | 127%                | 650                     |
| <b>Total Other Current Assets</b>                  | <u>50,750</u>           | <u>34,994</u>           | <u>15,756</u>           | <u>45%</u>          | <u>61,554</u>           |
| <b>Total Current Assets</b>                        | <u>1,061,641</u>        | <u>1,224,353</u>        | <u>(162,712)</u>        | <u>(13%)</u>        | <u>980,752</u>          |
| <b>Fixed Assets</b>                                |                         |                         |                         |                     |                         |
| 1700-00 · Furniture & Fixtures                     | 68,768                  | 68,768                  | 0                       | 0%                  | 68,768                  |
| 1701-00 · Accum. Depr. - Furn & Fix                | (68,768)                | (68,768)                | 0                       | 0%                  | (68,768)                |
| 1740-00 · Computer Equipment                       | 8,436                   | 8,436                   | 0                       | 0%                  | 8,436                   |
| 1741-00 · Accum. Depr. - Computer Equip            | (8,435)                 | (8,099)                 | (336)                   | (4%)                | (8,435)                 |
| 1750-00 · Computer Software                        | 21,520                  | 21,520                  | 0                       | 0%                  | 21,520                  |
| 1751-00 · Accum. Amort. - Software                 | (19,374)                | (17,586)                | (1,788)                 | (10%)               | (18,480)                |
| 1770-00 · Leasehold Improvements                   | 24,284                  | 24,284                  | 0                       | 0%                  | 24,284                  |
| 1771-00 · Accum. Amort - Leasehold Impr            | (24,284)                | (24,284)                | 0                       | 0%                  | (24,284)                |
| <b>Total Fixed Assets</b>                          | <u>2,147</u>            | <u>4,271</u>            | <u>(2,125)</u>          | <u>(50%)</u>        | <u>3,041</u>            |
| <b>Other Assets</b>                                |                         |                         |                         |                     |                         |
| <b>1400-00 · Prepaid Expenses</b>                  |                         |                         |                         |                     |                         |
| 1410-00 · Prepaid Insurance                        | 17,595                  | 1,058                   | 16,537                  | 1,564%              | 9,151                   |
| 1430-00 · Prepaid 1st Class Postage                | 1,000                   | 1,000                   | 0                       | 0%                  | 1,000                   |
| 1400-00 · Prepaid Expenses - Other                 | 8,448                   | 19,595                  | (11,147)                | (57%)               | 17,116                  |
| <b>Total 1400-00 · Prepaid Expenses</b>            | <u>27,043</u>           | <u>21,653</u>           | <u>5,391</u>            | <u>25%</u>          | <u>27,267</u>           |
| <b>Total Other Assets</b>                          | <u>27,043</u>           | <u>21,653</u>           | <u>5,391</u>            | <u>25%</u>          | <u>27,267</u>           |
| <b>TOTAL ASSETS</b>                                | <u><b>1,090,831</b></u> | <u><b>1,250,277</b></u> | <u><b>(159,446)</b></u> | <u><b>(13%)</b></u> | <u><b>1,011,060</b></u> |

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of December 31, 2018

|  | <u>Dec 31, 18</u> | <u>Dec 31, 17</u> | <u>\$ Change</u> | <u>% Change</u> | <u>Jun 30, 18</u> |
|--|-------------------|-------------------|------------------|-----------------|-------------------|
| <b>LIABILITIES &amp; EQUITY</b>                        |                   |                   |                  |                 |                   |
| <b>Liabilities</b>                                     |                   |                   |                  |                 |                   |
| <b>Current Liabilities</b>                             |                   |                   |                  |                 |                   |
| <b>Accounts Payable</b>                                |                   |                   |                  |                 |                   |
| 2000-00 · Accounts Payable                             | 41,772            | 243,603           | (201,832)        | (83%)           | 42,156            |
| <b>Total Accounts Payable</b>                          | <b>41,772</b>     | <b>243,603</b>    | <b>(201,832)</b> | <b>(83%)</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                 | 241               | (241)            | (100%)          | 126               |
| 2080-06 · MC_5288_Emily                                | 0                 | 426               | (426)            | (100%)          | 0                 |
| 2080-10 · MC_9495_AI                                   | 0                 | (170)             | 170              | 100%            | 180               |
| 2080-11 · MC_3978_Amber                                | 0                 | 15                | (15)             | (100%)          | 3,070             |
| 2080-12 · MC_3960_Natalie                              | 0                 | 4,452             | (4,452)          | (100%)          | 0                 |
| 2080-13 · MC_6903_Cindy                                | 0                 | 2,222             | (2,222)          | (100%)          | 2,430             |
| 2080-14 · MC_6193_Daphne                               | 0                 | 0                 | 0                | 0%              | 83                |
| <b>Total 2080-00 · Bank of the West - Master Cards</b> | <b>0</b>          | <b>7,200</b>      | <b>(7,200)</b>   | <b>(100%)</b>   | <b>5,903</b>      |
| <b>Total Credit Cards</b>                              | <b>0</b>          | <b>7,200</b>      | <b>(7,200)</b>   | <b>(100%)</b>   | <b>5,903</b>      |
| <b>Other Current Liabilities</b>                       |                   |                   |                  |                 |                   |
| <b>21000 · Salaries/Wages/Payroll Liabilit</b>         |                   |                   |                  |                 |                   |
| 2100-00 · Salaries / Wages Payable                     | 25,713            | 38,973            | (13,261)         | (34%)           | 36,870            |
| 2101-00 · Incentive Payable                            | 44,820            | 47,578            | (2,758)          | (6%)            | 43,384            |
| 2102-00 · Commissions Payable                          | 3,845             | 4,839             | (994)            | (21%)           | 4,698             |
| 2120-00 · Empl. Federal Tax Payable                    | 13,755            | 3,118             | 10,638           | 341%            | 3,072             |
| 2175-00 · 401 (k) Plan                                 | 4,916             | 1,559             | 3,357            | 215%            | 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>142,054</b>    | <b>170,792</b>    | <b>(28,738)</b>  | <b>(17%)</b>    | <b>138,185</b>    |
| <b>2190-00 · Sales and Use Tax Payable</b>             |                   |                   |                  |                 |                   |
| 2195-00 · Use Tax Payable                              | 26                | 0                 | 26               | 100%            | 853               |
| 25500 · *Sales Tax Payable                             | 1,794             | 1,217             | 577              | 47%             | 1,941             |
| 2190-00 · Sales and Use Tax Payable - Other            | 54                | 0                 | 54               | 100%            | 2,794             |
| <b>Total 2190-00 · Sales and Use Tax Payable</b>       | <b>1,875</b>      | <b>1,217</b>      | <b>658</b>       | <b>54%</b>      | <b>49,521</b>     |
| 2250-00 · Accrued Expenses                             | 339               | 0                 | 339              | 100%            | 0                 |
| 2400-42 · Marketing Co-op                              | 332               | 0                 | 332              | 100%            | 67,000            |
| 2400-60 · Deferred Revenue- Member Dues                | 31,551            | 28,146            | 3,405            | 12%             | 56,979            |
| 2500-00 · Deferred Revenue - TMBC                      | 405               | 0                 | 405              | 100%            | 535               |
| 2651-00 · Deferred Rev - Conference                    | 2,200             | 5,500             | (3,300)          | (60%)           | 0                 |
| 2700-00 · Deferred Rev. County                         | 350,305           | 0                 | 350,305          | 100%            | 0                 |
| 2800-00 · Suspense                                     | 4,137             | (12,643)          | 16,780           | 133%            | 4,202             |
| 2900-00 · Due To/From County of Placer                 | 5,160             | 221,067           | (215,907)        | (98%)           | 229,432           |
| <b>Total Other Current Liabilities</b>                 | <b>538,358</b>    | <b>414,079</b>    | <b>124,279</b>   | <b>30%</b>      | <b>548,649</b>    |
| <b>Total Current Liabilities</b>                       | <b>580,130</b>    | <b>664,883</b>    | <b>(84,753)</b>  | <b>(13%)</b>    | <b>596,708</b>    |
| <b>Total Liabilities</b>                               | <b>580,130</b>    | <b>664,883</b>    | <b>(84,753)</b>  | <b>(13%)</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 December 31, 2018

|                                       | <u>Dec 31, 18</u>       | <u>Dec 31, 17</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                            | 96,349                  | 187,251                 | (90,902)                | (49%)               | (5,239)                 |
| Total Equity                          | <u>510,701</u>          | <u>585,394</u>          | <u>(74,693)</u>         | <u>(13%)</u>        | <u>414,352</u>          |
| <b>TOTAL LIABILITIES &amp; EQUITY</b> | <b><u>1,090,831</u></b> | <b><u>1,250,277</u></b> | <b><u>(159,446)</u></b> | <b><u>(13%)</u></b> | <b><u>1,011,060</u></b> |

**North Lake Tahoe Resort Association**

**A/R Aging Summary**

**As of December 31, 2018**

|   | <u>Current</u>     | <u>1 - 30</u>            | <u>31 - 60</u>          | <u>61 - 90</u>         | <u>&gt; 90</u>          | <u>TOTAL</u>             |
|---|--------------------|--------------------------|-------------------------|------------------------|-------------------------|--------------------------|
| Allied PRA DSC Inc. (Dest Svcs Corp)      | 0.00               | 0.00                     | 0.00                    | 0.00                   | 550.00                  | 550.00                   |
| County of Placer                          | 0.00               | 286,489.15               | 22,528.31               | 0.00                   | 0.00                    | 309,017.46               |
| Destination Tahoe Meetings & Events       | 0.00               | 0.00                     | 0.00                    | 0.00                   | 550.00                  | 550.00                   |
| Edgewood Tahoe                            | 0.00               | 0.00                     | 0.00                    | 0.00                   | 5,827.50                | 5,827.50                 |
| Event Specialists                         | 0.00               | 0.00                     | 0.00                    | 0.00                   | 550.00                  | 550.00                   |
| Hampton Inn & Suites                      | 0.00               | 0.00                     | 0.00                    | 0.00                   | 2,978.10                | 2,978.10                 |
| Harrah's/Harveys Casino                   | 0.00               | 0.00                     | 0.00                    | 0.00                   | 2,358.20                | 2,358.20                 |
| Hyatt Regency Lake Tahoe Resort, Spa & Ca | 0.00               | 0.00                     | 0.00                    | 3,862.95               | 0.00                    | 3,862.95                 |
| Resort at Squaw Creek*                    | 0.00               | 8,579.68                 | 0.00                    | 0.00                   | 0.00                    | 8,579.68                 |
| Tahoe Mountain Resorts Lodging            | 0.00               | 0.00                     | 0.00                    | 0.00                   | 550.00                  | 550.00                   |
| <b>TOTAL</b>                              | <b><u>0.00</u></b> | <b><u>295,068.83</u></b> | <b><u>22,528.31</u></b> | <b><u>3,862.95</u></b> | <b><u>13,363.80</u></b> | <b><u>334,823.89</u></b> |

## Accounts Receivable Summary

Invoices With Apply Dates Through December 31, 2018  
 Aged as of Monday, December 31, 2018

| Revenue Item   | (Double click to drill down) | Not Yet Due | Current  | 31 - 60  | 61 - 90 | 91 - 120 | 121+     | Total     |
|--|------------------------------|-------------|----------|----------|---------|----------|----------|-----------|
| Activities   |                              | 0.00        | 420.00   | 0.00     | 0.00    | 0.00     | 135.00   | 555.00    |
| Community Awards 2018- Employee Award  |                              | 0.00        | 0.00     | 0.00     | 0.00    | 0.00     | 40.00    | 40.00     |
| Dues   |                              | 0.00        | 5,385.00 | 2,420.00 | 0.00    | 550.00   | 7,995.00 | 16,350.00 |
| Email Blast  |                              | 0.00        | 80.00    | 0.00     | 0.00    | 160.00   | 0.00     | 240.00    |
| TMBC - Ticket  |                              | 0.00        | 15.00    | 15.00    | 15.00   | 30.00    | 0.00     | 75.00     |
| <b>Total Open Invoices</b>   |                              | 0.00        | 5,900.00 | 2,435.00 | 15.00   | 740.00   | 8,170.00 | 17,260.00 |
| <b>Unapplied Payments With Payment Dates Prior to and Including 12/31/2018</b> |                              |             |          |          |         |          |          | 0.00      |

Pre-Payments: Payments Made Prior to 12/31/2018 on Invoices With Apply Dates After 12/31/2018

|  |  |  |  |  |  |  |  |           |
|--|--|--|--|--|--|--|--|-----------|
| <b>Total Pre-Payments</b>  |  |  |  |  |  |  |  | 17,260.00 |
| <b>Net Accounts Receivable (Open Invoices Less Unapplied Payments Less Pre-Payments)</b> |  |  |  |  |  |  |  | 17,260.00 |

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

|                                   | <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                               | 813.11         | 0.00          | 0.00           | 0.00           | 0.00           | 813.11       |
| Amber Burke                       | 404.03         | 0.00          | 0.00           | 0.00           | 0.00           | 404.03       |
| Anne-Karin Atwood*                | 63.94          | 0.00          | 0.00           | 0.00           | 0.00           | 63.94        |
| Annie's Cleaning Service          | 675.00         | 0.00          | 0.00           | 0.00           | 0.00           | 675.00       |
| AT & T*                           | 339.64         | 202.68        | 0.00           | 0.00           | 0.00           | 542.32       |
| Augustineldeas                    | 0.00           | 1,277.50      | 0.00           | 0.00           | 0.00           | 1,277.50     |
| Aurora World, Inc.                | 0.00           | 0.00          | 0.00           | 0.00           | -351.98        | -351.98      |
| Bank of the West Bank Card Center | 15,299.58      | 0.00          | 0.00           | 0.00           | 0.00           | 15,299.58    |
| California Travel Association     | 0.00           | 1,050.00      | 0.00           | 0.00           | 0.00           | 1,050.00     |
| Cindy Gustafson                   | 165.68         | 253.72        | 0.00           | 0.00           | 0.00           | 419.40       |
| Cintas Corporation #623           | 161.64         | 0.00          | 0.00           | 0.00           | 0.00           | 161.64       |
| CoPower                           | 0.00           | 110.80        | 0.00           | 0.00           | 0.00           | 110.80       |
| Daphne Lange                      | 60.00          | 0.00          | 0.00           | 0.00           | 0.00           | 60.00        |
| Dawn Teran                        | 120.42         | 0.00          | 0.00           | 0.00           | 0.00           | 120.42       |
| DMAwest, Inc.                     | 0.00           | 1,030.00      | 0.00           | 0.00           | 0.00           | 1,030.00     |
| Fallon Multimedia*                | 0.00           | 450.00        | 0.00           | 0.00           | 0.00           | 450.00       |
| Foster & Parker Ins Agency        | 0.00           | 516.00        | 0.00           | 0.00           | 0.00           | 516.00       |
| FP Mailing Solutions              | 0.00           | 110.31        | 0.00           | 0.00           | 0.00           | 110.31       |
| Google LLC                        | 105.00         | 0.00          | 0.00           | 0.00           | 0.00           | 105.00       |
| Hard Rock Hotel & Casino          | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| Independent Technologies          | 360.00         | 0.00          | 0.00           | 0.00           | 0.00           | 360.00       |
| 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.             | 99.00          | 0.00          | 0.00           | 0.00           | 0.00           | 99.00        |
| Kym Fabel                         | 64.24          | 0.00          | 0.00           | 0.00           | 0.00           | 64.24        |
| Lake Tahoe Resort Hotel*          | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| Liberty Utilities*                | 0.00           | 455.55        | 0.00           | 0.00           | 0.00           | 455.55       |
| Liz Bowling                       | 144.77         | 0.00          | 0.00           | 0.00           | 0.00           | 144.77       |
| Memberclicks                      | 0.00           | 334.93        | 0.00           | 0.00           | 0.00           | 334.93       |
| MontBleu*                         | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| North Lake Tahoe Event Center     | 0.00           | 1,546.00      | 0.00           | 0.00           | 0.00           | 1,546.00     |
| Principal Financial Group         | 0.00           | 2,235.07      | 0.00           | 0.00           | 363.82         | 2,598.89     |
| Print Art/Sierra Mail*            | 1,141.15       | 0.00          | 0.00           | 0.00           | 0.00           | 1,141.15     |
| Ray Morgan Company, LLC           | 3.07           | 195.76        | 0.00           | 0.00           | 0.00           | 198.83       |
| Reynolds School of Journalism     | 0.00           | 450.00        | 0.00           | 0.00           | 0.00           | 450.00       |
| Southwest Gas Corporation*        | 250.94         | 0.00          | 0.00           | 0.00           | 0.00           | 250.94       |
| Spectrum                          | 0.00           | 0.00          | 1,036.38       | 0.00           | 0.00           | 1,036.38     |
| Tahoe Basics                      | 0.00           | 0.00          | 0.00           | 0.00           | -198.00        | -198.00      |
| Tahoe City Downtown Association*  | 0.00           | 1,000.00      | 0.00           | 0.00           | 0.00           | 1,000.00     |
| Tahoe Quarterly*                  | 0.00           | 0.00          | 0.00           | 0.00           | 168.00         | 168.00       |
| Tahoe Truckee Sierra Disposal*    | 228.88         | 0.00          | 0.00           | 0.00           | 0.00           | 228.88       |
| The Beach Retreat*                | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| The Ridge Tahoe*                  | 0.00           | 320.83        | 0.00           | 0.00           | 0.00           | 320.83       |
| Vail Resorts                      | 0.00           | 0.00          | 7,500.00       | 0.00           | 0.00           | 7,500.00     |

**North Lake Tahoe Resort Association**

**A/P Aging Summary**

|   | <b>As of December 31, 2018</b> |                         |                        | <b>61 - 90</b>     | <b>&gt; 90</b>        | <b>TOTAL</b>            |
|---|--------------------------------|-------------------------|------------------------|--------------------|-----------------------|-------------------------|
|   | <b>current</b>                 | <b>30 - 60</b>          | <b>61 - 90</b>         |                    |                       |                         |
| <b>Van Siclen, DeWitt</b>                 | 10.90                          | 0.00                    | 0.00                   | 0.00               | 0.00                  | 10.90                   |
| <b>Wholesale Resort Accessories, Inc.</b> | 0.00                           | 0.00                    | 0.00                   | 0.00               | 21.50                 | 21.50                   |
| <b>YIG Administration</b>                 | 0.00                           | 0.00                    | 0.00                   | 0.00               | -161.39               | -161.39                 |
| <b>TOTAL</b>                              | <b><u>20,605.99</u></b>        | <b><u>12,822.47</u></b> | <b><u>8,536.38</u></b> | <b><u>0.00</u></b> | <b><u>-193.05</u></b> | <b><u>41,771.79</u></b> |

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July through December 2018

|   | Jul - Dec 18     | Jul - Dec 17     | \$ Change       | % Change    |
|---|------------------|------------------|-----------------|-------------|
| <b>Ordinary Income/Expense</b>                        |                  |                  |                 |             |
| <b>Income</b>   |                  |                  |                 |             |
| 4050-00 · County of Placer TOT Funding                | 1,896,437        | 1,945,111        | -48,674         | -3%         |
| 4200-00 · Membership Dues                             | 66,502           | 67,788           | -1,286          | -2%         |
| 4201-00 · New Member Fees                             | 0                | 75               | -75             | -100%       |
| 4205-00 · Conference Dues                             | 4,629            | 5,500            | -871            | -16%        |
| 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                      | 3,196            | 1,745            | 1,451           | 83%         |
| 4250-00 · Revenues-Membership Activities - Other      | 3,680            | 1,120            | 2,560           | 229%        |
| <b>Total 4250-00 · Revenues-Membership Activities</b> | <b>11,182</b>    | <b>6,327</b>     | <b>4,855</b>    | <b>77%</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                       | 2,801            | 7,982            | -5,181          | -65%        |
| 46000 · Merchandise Sales - Other                     | 65,811           | 50,862           | 14,949          | 29%         |
| <b>Total 46000 · Merchandise Sales</b>                | <b>68,612</b>    | <b>58,844</b>    | <b>9,769</b>    | <b>17%</b>  |
| <b>Total Income</b>                                   | <b>2,086,921</b> | <b>2,209,021</b> | <b>-122,100</b> | <b>-6%</b>  |
| <b>Gross Profit</b>                                   | <b>2,086,921</b> | <b>2,209,021</b> | <b>-122,100</b> | <b>-6%</b>  |
| <b>Expense</b>  |                  |                  |                 |             |
| 5000-00 · Salaries & Wages                            |                  |                  |                 |             |
| 5010-00 · Sales Commissions                           | 12,336           | 6,824            | 5,512           | 81%         |
| 5020-00 · P/R - Tax Expense                           | 41,417           | 41,695           | -278            | -1%         |
| 5030-00 · P/R - Health Insurance Expense              | 62,887           | 47,667           | 15,220          | 32%         |
| 5040-00 · P/R - Workmans Comp                         | 4,393            | 4,794            | -400            | -8%         |
| 5060-00 · 401 (k)                                     | 20,083           | 18,427           | 1,656           | 9%          |
| 5070-00 · Other Benefits and Expenses                 | 2,351            | 2,224            | 127             | 6%          |
| 5000-00 · Salaries & Wages - Other                    | 530,545          | 519,326          | 11,219          | 2%          |
| <b>Total 5000-00 · Salaries &amp; Wages</b>           | <b>674,012</b>   | <b>640,956</b>   | <b>33,056</b>   | <b>5%</b>   |
| 5100-00 · Rent  |                  |                  |                 |             |
| 5110-00 · Utilities                                   | 5,914            | 5,563            | 351             | 6%          |
| 5140-00 · Repairs & Maintenance                       | 1,807            | 1,375            | 431             | 31%         |
| 5150-00 · Office - Cleaning                           | 3,540            | 4,380            | -840            | -19%        |
| 5100-00 · Rent - Other                                | 76,772           | 74,766           | 2,006           | 3%          |
| <b>Total 5100-00 · Rent</b>                           | <b>88,033</b>    | <b>86,085</b>    | <b>1,949</b>    | <b>2%</b>   |
| 5310-00 · Telephone                                   |                  |                  |                 |             |
| 5320-00 · Telephone                                   | 16,758           | 14,172           | 2,586           | 18%         |
| 5350-00 · Internet                                    | 25               | 25               | 0               | 0%          |
| <b>Total 5310-00 · Telephone</b>                      | <b>16,783</b>    | <b>14,197</b>    | <b>2,586</b>    | <b>18%</b>  |
| 5420-00 · Mail - USPS                                 |                  |                  |                 |             |
| 5480-00 · Mail - Fed Ex                               | 84               | 121              | -37             | -31%        |
| 5420-00 · Mail - USPS - Other                         | 1,425            | 1,283            | 142             | 11%         |
| <b>Total 5420-00 · Mail - USPS</b>                    | <b>1,509</b>     | <b>1,404</b>     | <b>105</b>      | <b>8%</b>   |
| 5510-00 · Insurance/Bonding                           | 3,401            | 5,495            | -2,095          | -38%        |
| 5520-00 · Supplies                                    |                  |                  |                 |             |
| 5525-00 · Supplies- Computer <\$1000                  | 3,974            | 1,205            | 2,769           | 230%        |
| 5520-00 · Supplies - Other                            | 7,513            | 5,704            | 1,809           | 32%         |



# North Lake Tahoe Resort Association

## Profit & Loss

July through December 2018

Accrual Basis

|  | Jul - Dec 18 | Jul - Dec 17 | \$ Change | % Change |
|--|--------------|--------------|-----------|----------|
| <b>Total 5520-00 · Supplies</b>              | 11,487       | 6,909        | 4,578     | 66%      |
| 5610-00 · Depreciation                       | 894          | 1,315        | -420      | -32%     |
| 5700-00 · Equipment Support & Maintenance    | 849          | 6,495        | -5,646    | -87%     |
| 5710-00 · Taxes, Licenses & Fees             | 5,212        | 6,548        | -1,336    | -20%     |
| 5740-00 · Equipment Rental/Leasing           | 6,362        | 7,976        | -1,614    | -20%     |
| 5800-00 · Training Seminars                  | 3,941        | 3,523        | 419       | 12%      |
| 5815 · Training Video Series                 | 0            | 1,058        | -1,058    | -100%    |
| 5830-00 · Commission Due to Third Party      | 0            | 765          | -765      | -100%    |
| 5850-00 · Artist of Month - Commissions      | 1,894        | 3,366        | -1,471    | -44%     |
| <b>5900-00 · Professional Fees</b>           |              |              |           |          |
| 5910-00 · Professional Fees - Attorneys      | 840          | 8,020        | -7,180    | -90%     |
| 5920-00 · Professional Fees - Accountant     | 21,000       | 16,715       | 4,285     | 26%      |
| 5921-00 · Professional Fees - Other          | 0            | 37,219       | -37,219   | -100%    |
| <b>Total 5900-00 · Professional Fees</b>     | 21,840       | 61,954       | -40,114   | -65%     |
| 5940-00 · Research & Planning Membership     | 0            | 3,000        | -3,000    | -100%    |
| 5941-00 · Research & Planning                | 5,000        | 2,266        | 2,734     | 121%     |
| <b>6020-00 · Programs</b>                    |              |              |           |          |
| 6016-00 · Special Event Partnership          | 0            | 14,500       | -14,500   | -100%    |
| 6018-00 · Business Assoc. Grants             | 0            | 10,000       | -10,000   | -100%    |
| <b>Total 6020-00 · Programs</b>              | 0            | 24,500       | -24,500   | -100%    |
| <b>6420-00 · Events</b>                      |              |              |           |          |
| <b>6420-01 · Sponsorships</b>                |              |              |           |          |
| 6023-00 · Autumn Food & Wine                 | 34,278       | 114,772      | -80,494   | -70%     |
| 6421-04 · Broken Arrow Skyrace               | 20,000       | 0            | 20,000    | 100%     |
| 6421-06 · Spartan                            | 254,000      | 254,000      | 0         | 0%       |
| 6421-08 · Tough Mudder                       | 8,000        | 0            | 8,000     | 100%     |
| 6421-09 · Wanderlust                         | 0            | 4,043        | -4,043    | -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>          | 316,325      | 392,815      | -76,490   | -20%     |
| 6421-00 · New Event Development              | 0            | 1,064        | -1,064    | -100%    |
| <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        | 0            | 2,514     | 100%     |
| <b>Total 6420-00 · Events</b>                | 318,839      | 393,953      | -75,113   | -19%     |
| <b>6423-00 · Membership Activities</b>       |              |              |           |          |
| 6435-00 · Shop Local Event                   | 0            | 138          | -138      | -100%    |
| 6436-00 · Membership - Wnt/Sum Rec Lunch     | 3,469        | 2,716        | 753       | 28%      |
| 6437-00 · Tuesday Morning Breakfast Club     | 2,132        | 2,417        | -285      | -12%     |
| 6441-00 · Membership - Miscellaneous Exp     | 60           | 0            | 60        | 100%     |
| 6442-00 · Public Relations/Website           | 7,225        | 1,690        | 5,535     | 328%     |
| 6444-00 · Trades                             | 0            | 835          | -835      | -100%    |
| 6423-00 · Membership Activities - Other      | 4,561        | 32           | 4,529     | 14,369%  |
| <b>Total 6423-00 · Membership Activities</b> | 17,446       | 7,827        | 9,619     | 123%     |
| 6490-00 · Classified Ads                     | 0            | 50           | -50       | -100%    |
| 6701-00 · Market Study Reports/Research      | 0            | 808          | -808      | -100%    |
| 6730-00 · Marketing Cooperative/Media        | 729,915      | 657,106      | 72,809    | 11%      |
| 6740-00 · Media/Collateral/Production        | 1,278        | 0            | 1,278     | 100%     |
| 6742-00 · Non-NLT Co-Op Marketing Program    | 14,731       | 11,089       | 3,641     | 33%      |
| <b>6743-00 · BACC Marketing Programs</b>     |              |              |           |          |
| 6743-01 · Shop Local                         | 7,132        | 3,070        | 4,062     | 132%     |
| 6743-03 · Touch Lake Tahoe                   | 0            | 10,103       | -10,103   | -100%    |
| 6743-05 · Peak Your Adventure                | 1,000        | 0            | 1,000     | 100%     |

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

**July through December 2018**

Accrual Basis

|  | <u>Jul - Dec 18</u> | <u>Jul - Dec 17</u> | <u>\$ Change</u> | <u>% Change</u> |
|--|---------------------|---------------------|------------------|-----------------|
| <b>Total 6743-00 · BACC Marketing Programs</b> | 8,132               | 13,173              | -5,041           | -38%            |
| <b>8100-00 · Cost of Goods Sold</b>            |                     |                     |                  |                 |
| 51100 · Freight and Shipping Costs             | 862                 | 582                 | 280              | 48%             |
| 52500 · Purchase Discounts                     | -40                 | -621                | 581              | 94%             |
| 59900 · POS Inventory Adjustments              | 36                  | 511                 | -476             | -93%            |
| 8100-00 · Cost of Goods Sold - Other           | 35,179              | 29,463              | 5,716            | 19%             |
| <b>Total 8100-00 · Cost of Goods Sold</b>      | 36,036              | 29,935              | 6,101            | 20%             |
| <b>8200-00 · Associate Relations</b>           | 1,930               | 1,410               | 520              | 37%             |
| <b>8300-00 · Board Functions</b>               | 5,073               | 5,875               | -803             | -14%            |
| <b>8500-00 · Credit Card Fees</b>              | 3,536               | 3,287               | 250              | 8%              |
| <b>8700-00 · Automobile Expenses</b>           | 2,761               | 2,258               | 502              | 22%             |
| <b>8750-00 · Meals/Meetings</b>                | 1,501               | 2,375               | -873             | -37%            |
| <b>8810-00 · Dues &amp; Subscriptions</b>      | 4,405               | 4,628               | -224             | -5%             |
| <b>8910-00 · Travel</b>                        | 359                 | 944                 | -585             | -62%            |
| <b>8920-00 · Bad Debt</b>                      | 3,553               | 9,382               | -5,829           | -62%            |
| <b>Total Expense</b>                           | 1,990,711           | 2,021,909           | -31,197          | -2%             |
| <b>Net Ordinary Income</b>                     | 96,210              | 187,112             | -90,903          | -49%            |
| <b>Other Income/Expense</b>                    |                     |                     |                  |                 |
| <b>Other Income</b>                            |                     |                     |                  |                 |
| 4700-00 · Revenues- Interest & Investment      | 139                 | 139                 | 0                | 0%              |
| <b>Total Other Income</b>                      | 139                 | 139                 | 0                | 0%              |
| <b>Net Other Income</b>                        | 139                 | 139                 | 0                | 0%              |
| <b>Net Income</b>                              | <b>96,349</b>       | <b>187,251</b>      | <b>-90,902</b>   | <b>-49%</b>     |

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

### All Departments

|   | Dec 18         | Budget         | \$ Over Budget | Jul - Dec 18     | YTD Budget       | \$ Over Budget  | Annual Bud...    |
|---|----------------|----------------|----------------|------------------|------------------|-----------------|------------------|
| <b>Ordinary Income/Expense</b>                        |                |                |                |                  |                  |                 |                  |
| <b>Income</b>   |                |                |                |                  |                  |                 |                  |
| 4050-00 · County of Placer TOT Funding                | 286,489        | 284,261        | 2,228          | 1,896,437        | 1,937,975        | (41,538)        | 3,793,727        |
| 4200-00 · Membership Dues                             | 11,135         | 10,600         | 535            | 66,502           | 63,600           | 2,902           | 128,000          |
| 4205-00 · Conference Dues                             | 367            | 825            | (458)          | 4,629            | 4,950            | (321)           | 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                              | 1,157          | 208            | 949            | 1,684            | 1,252            | 432             | 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             | 0              | 250            | (250)          | 0                | 1,300            | (1,300)         | 3,050            |
| 4251-00 · Tues AM Breakfast Club - Other              | 494            | 580            | (86)           | 3,196            | 3,480            | (284)           | 6,960            |
| <b>Total 4251-00 · Tues AM Breakfast Club</b>         | <b>494</b>     | <b>830</b>     | <b>(336)</b>   | <b>3,196</b>     | <b>4,780</b>     | <b>(1,584)</b>  | <b>10,010</b>    |
| 4250-00 · Revenues-Membership Activities - Other      | 285            | 0              | 285            | 3,680            | 0                | 3,680           | 0                |
| <b>Total 4250-00 · Revenues-Membership Activities</b> | <b>1,936</b>   | <b>1,038</b>   | <b>898</b>     | <b>11,182</b>    | <b>10,032</b>    | <b>1,150</b>    | <b>70,510</b>    |
| 4252-00 · Sponsorships                                | 0              | 0              | 0              | 600              | 0                | 600             | 0                |
| 4253-00 · Revenue- Other                              | 0              |                |                | 6                |                  |                 |                  |
| 4600-00 · Commissions                                 |                |                |                |                  |                  |                 |                  |
| 4601-00 · Commissions - South Shore                   | (201)          | 1,667          | (1,868)        | 8,417            | 9,998            | (1,581)         | 20,000           |
| 4600-00 · Commissions - Other                         | 3,167          | 2,500          | 667            | 30,537           | 15,000           | 15,537          | 30,000           |
| <b>Total 4600-00 · Commissions</b>                    | <b>2,966</b>   | <b>4,167</b>   | <b>(1,201)</b> | <b>38,954</b>    | <b>24,998</b>    | <b>13,956</b>   | <b>50,000</b>    |
| 46000 · Merchandise Sales                             |                |                |                |                  |                  |                 |                  |
| 4502-00 · Non-Retail VIC income                       | 457            | 500            | (43)           | 2,801            | 6,500            | (3,699)         | 9,500            |
| 46000 · Merchandise Sales - Other                     | 7,190          | 7,600          | (410)          | 65,811           | 51,100           | 14,711          | 95,000           |
| <b>Total 46000 · Merchandise Sales</b>                | <b>7,647</b>   | <b>8,100</b>   | <b>(453)</b>   | <b>68,612</b>    | <b>57,600</b>    | <b>11,012</b>   | <b>104,500</b>   |
| <b>Total Income</b>                                   | <b>310,540</b> | <b>308,991</b> | <b>1,549</b>   | <b>2,086,921</b> | <b>2,099,155</b> | <b>(12,234)</b> | <b>4,156,637</b> |
| <b>Gross Profit</b>                                   | <b>310,540</b> | <b>308,991</b> | <b>1,549</b>   | <b>2,086,921</b> | <b>2,099,155</b> | <b>(12,234)</b> | <b>4,156,637</b> |
| <b>Expense</b>  |                |                |                |                  |                  |                 |                  |
| 5000-00 · Salaries & Wages                            |                |                |                |                  |                  |                 |                  |
| 5010-00 · Sales Commissions                           | 304            | 633            | (329)          | 12,336           | 3,802            | 8,534           | 7,600            |
| 5020-00 · P/R - Tax Expense                           | 9,790          | 6,998          | 2,792          | 41,417           | 44,304           | (2,887)         | 86,761           |
| 5030-00 · P/R - Health Insurance Expense              | 12,929         | 11,058         | 1,871          | 62,887           | 66,342           | (3,455)         | 132,690          |
| 5040-00 · P/R - Workmans Comp                         | 1,109          | 958            | 151            | 4,393            | 6,039            | (1,646)         | 11,845           |
| 5060-00 · 401 (k)                                     | 3,115          | 3,560          | (445)          | 20,083           | 21,719           | (1,636)         | 43,048           |
| 5070-00 · Other Benefits and Expenses                 | 805            | 586            | 219            | 2,351            | 3,513            | (1,162)         | 7,029            |
| 5000-00 · Salaries & Wages - Other                    | 97,372         | 88,318         | 9,054          | 530,545          | 538,955          | (8,410)         | 1,068,067        |
| <b>Total 5000-00 · Salaries &amp; Wages</b>           | <b>125,423</b> | <b>112,111</b> | <b>13,312</b>  | <b>674,012</b>   | <b>684,674</b>   | <b>(10,662)</b> | <b>1,357,040</b> |
| 5100-00 · Rent  |                |                |                |                  |                  |                 |                  |
| 5110-00 · Utilities                                   | 935            | 1,128          | (193)          | 5,914            | 5,873            | 41              | 12,191           |
| 5140-00 · Repairs & Maintenance                       | 881            | 3,902          | (3,021)        | 1,807            | 23,409           | (21,602)        | 46,850           |
| 5150-00 · Office - Cleaning                           | 675            | 1,000          | (325)          | 3,540            | 5,321            | (1,781)         | 10,444           |
| 5100-00 · Rent - Other                                | 12,946         | 12,957         | (11)           | 76,772           | 77,726           | (954)           | 155,468          |
| <b>Total 5100-00 · Rent</b>                           | <b>15,437</b>  | <b>18,987</b>  | <b>(3,550)</b> | <b>88,033</b>    | <b>112,329</b>   | <b>(24,296)</b> | <b>224,953</b>   |
| 5310-00 · Telephone                                   |                |                |                |                  |                  |                 |                  |
| 5320-00 · Telephone                                   | 1,786          | 2,129          | (343)          | 16,758           | 12,774           | 3,984           | 25,548           |
| 5350-00 · Internet                                    | 0              |                |                | 25               |                  |                 |                  |
| 5310-00 · Telephone - Other                           | 0              | 461            | (461)          | 0                | 2,769            | (2,769)         | 5,535            |
| <b>Total 5310-00 · Telephone</b>                      | <b>1,786</b>   | <b>2,590</b>   | <b>(804)</b>   | <b>16,783</b>    | <b>15,543</b>    | <b>1,240</b>    | <b>31,083</b>    |
| 5420-00 · Mail - USPS                                 |                |                |                |                  |                  |                 |                  |
| 5480-00 · Mail - Fed Ex                               | 30             | 0              | 30             | 84               | 0                | 84              | 0                |
| 5420-00 · Mail - USPS - Other                         | 110            | 475            | (365)          | 1,425            | 2,403            | (978)           | 5,203            |
| <b>Total 5420-00 · Mail - USPS</b>                    | <b>140</b>     | <b>475</b>     | <b>(335)</b>   | <b>1,509</b>     | <b>2,403</b>     | <b>(894)</b>    | <b>5,203</b>     |
| 5510-00 · Insurance/Bonding                           | 724            | 485            | 239            | 3,401            | 3,228            | 173             | 6,138            |
| 5520-00 · Supplies                                    |                |                |                |                  |                  |                 |                  |
| 5525-00 · Supplies- Computer <\$1000                  | 770            | 125            | 645            | 3,974            | 5,050            | (1,076)         | 7,600            |
| 5520-00 · Supplies - Other                            | 2,365          | 1,650          | 715            | 7,513            | 10,593           | (3,080)         | 21,493           |
| <b>Total 5520-00 · Supplies</b>                       | <b>3,135</b>   | <b>1,775</b>   | <b>1,360</b>   | <b>11,487</b>    | <b>15,643</b>    | <b>(4,156)</b>  | <b>29,093</b>    |
| 5610-00 · Depreciation                                | 149            | 177            | (28)           | 894              | 1,067            | (173)           | 2,129            |
| 5700-00 · Equipment Support & Maintenance             | 199            | 1,118          | (919)          | 849              | 6,706            | (5,857)         | 13,412           |
| 5710-00 · Taxes, Licenses & Fees                      | 1,056          | 1,100          | (44)           | 5,212            | 6,551            | (1,339)         | 12,951           |
| 5740-00 · Equipment Rental/Leasing                    | 1,128          | 1,478          | (350)          | 6,362            | 8,858            | (2,496)         | 17,726           |
| 5800-00 · Training Seminars                           | 1,663          | 417            | 1,246          | 3,941            | 7,748            | (3,807)         | 16,450           |
| 5850-00 · Artist of Month - Commissions               | 0              | 458            | (458)          | 1,894            | 2,752            | (858)           | 5,500            |
| 5900-00 · Professional Fees                           |                |                |                |                  |                  |                 |                  |
| 5910-00 · Professional Fees - Attorneys               | 0              | 750            | (750)          | 840              | 4,500            | (3,660)         | 9,000            |
| 5920-00 · Professional Fees - Accountant              | 0              | 0              | 0              | 21,000           | 25,000           | (4,000)         | 25,000           |
| 5921-00 · Professional Fees - Other                   | 0              | 2,291          | (2,291)        | 0                | 13,750           | (13,750)        | 26,000           |

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

### All Departments

|  | Dec 18        | Budget       | \$ Over Budget | Jul - Dec 18  | YTD Budget      | \$ Over Budget | Annual Bud... |
|--|---------------|--------------|----------------|---------------|-----------------|----------------|---------------|
| <b>Total 5900-00 · Professional Fees</b>       | 0             | 3,041        | (3,041)        | 21,840        | 43,250          | (21,410)       | 60,000        |
| 5941-00 · Research & Planning                  | 0             | 0            | 0              | 5,000         | 2,500           | 2,500          | 5,000         |
| <b>6020-00 · Programs</b>                      |               |              |                |               |                 |                |               |
| 6016-00 · Special Event Partnership            | 0             | 25,000       | (25,000)       | 0             | 25,000          | (25,000)       | 50,000        |
| 6018-00 · Business Assoc. Grants               | 0             | 0            | 0              | 0             | 10,000          | (10,000)       | 30,000        |
| <b>Total 6020-00 · Programs</b>                | 0             | 25,000       | (25,000)       | 0             | 35,000          | (35,000)       | 80,000        |
| <b>6420-00 · Events</b>                        |               |              |                |               |                 |                |               |
| 6420-01 · Sponsorships                         |               |              |                |               |                 |                |               |
| 6023-00 · Autumn Food & Wine                   | 0             | 0            | 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             | 0            | 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                         | 0             | 0            | 0              | 8,000         | 0               | 8,000          | 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>            | 0             | 0            | 0              | 316,325       | 291,875         | 24,450         | 447,225       |
| 6421-00 · New Event Development                | 0             | 2,750        | (2,750)        | 0             | 16,500          | (16,500)       | 58,000        |
| 6424-00 · Event Operation Expenses             | 0             | 667          | (667)          | 2,514         | 4,000           | (1,486)        | 8,000         |
| <b>Total 6420-00 · Events</b>                  | 0             | 3,417        | (3,417)        | 318,839       | 312,375         | 6,464          | 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       | 500           | 650          | (151)          | 2,132         | 3,250           | (1,119)        | 7,150         |
| 6441-00 · Membership - Miscellaneous Exp       | 0             | 0            | 0              | 60            | 0               | 0              | 0             |
| 6442-00 · Public Relations/Website             | 674           | 344          | 330            | 7,225         | 3,564           | 3,661          | 5,628         |
| 6423-00 · Membership Activities - Other        | 2,773         | 0            | 2,773          | 4,561         | 0               | 4,561          | 0             |
| <b>Total 6423-00 · Membership Activities</b>   | 3,946         | 994          | 2,952          | 17,446        | 9,314           | 8,132          | 45,278        |
| 6730-00 · Marketing Cooperative/Media          | 121,652       | 121,652      | 0              | 729,915       | 729,911         | 4              | 1,459,823     |
| 6740-00 · Media/Collateral/Production          | 1,278         | 0            | 1,278          | 1,278         | 0               | 1,278          | 0             |
| 6742-00 · Non-NLT Co-Op Marketing Program      | 972           | 4,316        | (3,345)        | 14,731        | 25,904          | (11,173)       | 51,800        |
| <b>6743-00 · BACC Marketing Programs</b>       |               |              |                |               |                 |                |               |
| 6743-01 · Shop Local                           | 0             | 0            | 0              | 7,132         | 11,000          | (3,868)        | 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             | 0            | 0              | 8,132         | 21,000          | (12,868)       | 80,000        |
| <b>8100-00 · Cost of Goods Sold</b>            |               |              |                |               |                 |                |               |
| 51100 · Freight and Shipping Costs             | 104           | 0            | 104            | 862           | 0               | 862            | 0             |
| 52500 · Purchase Discounts                     | 0             | 0            | 0              | (40)          | 0               | (40)           | 0             |
| 59900 · POS Inventory Adjustments              | 4             | 0            | 4              | 36            | 0               | 36             | 0             |
| 8100-00 · Cost of Goods Sold - Other           | 3,831         | 3,990        | (159)          | 35,179        | 26,826          | 8,353          | 49,875        |
| <b>Total 8100-00 · Cost of Goods Sold</b>      | 3,939         | 3,990        | (51)           | 36,036        | 26,826          | 9,210          | 49,875        |
| 8200-00 · Associate Relations                  | 1,027         | 616          | 411            | 1,930         | 3,704           | (1,774)        | 7,400         |
| 8300-00 · Board Functions                      | 293           | 150          | 143            | 5,073         | 2,250           | 2,823          | 4,500         |
| 8500-00 · Credit Card Fees                     | 481           | 454          | 27             | 3,536         | 3,115           | 421            | 6,658         |
| 8600-00 · Additional Opportunites              | 0             | 3,134        | (3,134)        | 0             | 18,796          | (18,796)       | 37,600        |
| 8700-00 · Automobile Expenses                  | 363           | 498          | (135)          | 2,761         | 3,175           | (414)          | 6,183         |
| 8750-00 · Meals/Meetings                       | 291           | 637          | (346)          | 1,501         | 3,818           | (2,317)        | 7,640         |
| 8810-00 · Dues & Subscriptions                 | 1,648         | 852          | 796            | 4,405         | 5,108           | (703)          | 10,220        |
| 8910-00 · Travel                               | 359           | 0            | 359            | 359           | 1,900           | (1,541)        | 6,600         |
| 8920-00 · Bad Debt                             | (733)         | 0            | (733)          | 3,553         | 0               | 3,553          | 0             |
| <b>Total Expense</b>                           | 286,354       | 309,922      | (23,568)       | 1,990,711     | 2,115,448       | (124,737)      | 4,153,480     |
| <b>Net Ordinary Income</b>                     | 24,186        | (931)        | 25,117         | 96,210        | (16,293)        | 112,503        | 3,157         |
| <b>Other Income/Expense</b>                    |               |              |                |               |                 |                |               |
| Other Income                                   |               |              |                |               |                 |                |               |
| 4700-00 · Revenues- Interest & Investment      | 23            | 0            | 0              | 139           | 0               | 0              | 0             |
| <b>Total Other Income</b>                      | 23            | 0            | 0              | 139           | 0               | 0              | 0             |
| Other Expense                                  |               |              |                |               |                 |                |               |
| 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             | 139           | 0               | 139            | 0             |
| <b>Net Income</b>                              | <b>24,209</b> | <b>(931)</b> | <b>25,141</b>  | <b>96,349</b> | <b>(16,293)</b> | <b>112,642</b> | <b>3,157</b>  |

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

**11 - Marketing**

|  | <u>Dec 18</u>  | <u>Budget</u>  | <u>\$ Over Budget</u> | <u>Jul - Dec 18</u> | <u>YTD Budget</u> | <u>\$ Over Budget</u> | <u>Annual Budget</u> |
|--|----------------|----------------|-----------------------|---------------------|-------------------|-----------------------|----------------------|
| <b>Ordinary Income/Expense</b>                 |                |                |                       |                     |                   |                       |                      |
| <b>Income</b>                                  |                |                |                       |                     |                   |                       |                      |
| 4050-00 · County of Placer TOT Funding         | 223,675        | 218,114        | 5,561                 | 1,501,985           | 1,532,502         | (30,517)              | 2,983,906            |
| <b>Total Income</b>                            | <u>223,675</u> | <u>218,114</u> | <u>5,561</u>          | <u>1,501,985</u>    | <u>1,532,502</u>  | <u>(30,517)</u>       | <u>2,983,906</u>     |
| <b>Gross Profit</b>                            | 223,675        | 218,114        | 5,561                 | 1,501,985           | 1,532,502         | (30,517)              | 2,983,906            |
| <b>Expense</b>                                 |                |                |                       |                     |                   |                       |                      |
| 5000-00 · Salaries & Wages                     |                |                |                       |                     |                   |                       |                      |
| 5000-01 · In-Market Administration             | 1,375          | 1,375          | 0                     | 8,250               | 8,250             | 0                     | 16,500               |
| 5020-00 · P/R - Tax Expense                    | 3,572          | 1,915          | 1,657                 | 11,820              | 11,456            | 364                   | 22,712               |
| 5030-00 · P/R - Health Insurance Expense       | 6,023          | 4,080          | 1,943                 | 28,758              | 24,480            | 4,278                 | 48,960               |
| 5040-00 · P/R - Workmans Comp                  | 194            | 190            | 4                     | 741                 | 1,145             | (404)                 | 2,268                |
| 5060-00 · 401 (k)                              | 913            | 1,094          | (181)                 | 6,231               | 6,545             | (314)                 | 12,978               |
| 5070-00 · Other Benefits and Expenses          | 549            | 167            | 382                   | 901                 | 1,006             | (105)                 | 2,008                |
| 5000-00 · Salaries & Wages - Other             | 26,902         | 27,350         | (448)                 | 160,481             | 163,649           | (3,168)               | 324,453              |
| <b>Total 5000-00 · Salaries &amp; Wages</b>    | <u>39,529</u>  | <u>36,171</u>  | <u>3,358</u>          | <u>217,182</u>      | <u>216,531</u>    | <u>651</u>            | <u>429,879</u>       |
| 5100-00 · Rent                                 |                |                |                       |                     |                   |                       |                      |
| 5110-00 · Utilities                            | 130            | 135            | (5)                   | 843                 | 810               | 33                    | 1,620                |
| 5140-00 · Repairs & Maintenance                | 80             | 1,167          | (1,087)               | 160                 | 7,002             | (6,842)               | 14,033               |
| 5150-00 · Office - Cleaning                    | 225            | 375            | (150)                 | 1,192               | 1,450             | (258)                 | 2,700                |
| 5100-00 · Rent - Other                         | 2,050          | 1,984          | 66                    | 12,644              | 11,901            | 743                   | 23,805               |
| <b>Total 5100-00 · Rent</b>                    | <u>2,486</u>   | <u>3,661</u>   | <u>(1,175)</u>        | <u>14,840</u>       | <u>21,163</u>     | <u>(6,323)</u>        | <u>42,158</u>        |
| 5310-00 · Telephone                            |                |                |                       |                     |                   |                       |                      |
| 5320-00 · Telephone                            | 380            | 670            | (290)                 | 3,723               | 4,020             | (297)                 | 8,040                |
| <b>Total 5310-00 · Telephone</b>               | <u>380</u>     | <u>670</u>     | <u>(290)</u>          | <u>3,723</u>        | <u>4,020</u>      | <u>(297)</u>          | <u>8,040</u>         |
| 5420-00 · Mail - USPS                          | 38             | 150            | (112)                 | 228                 | 450               | (222)                 | 900                  |
| 5510-00 · Insurance/Bonding                    | 138            | 169            | (31)                  | 646                 | 1,014             | (368)                 | 2,028                |
| 5520-00 · Supplies                             |                |                |                       |                     |                   |                       |                      |
| 5525-00 · Supplies- Computer <\$1000           | 293            | 0              | 293                   | 1,140               | 1,800             | (660)                 | 3,600                |
| 5520-00 · Supplies - Other                     | 497            | 417            | 80                    | 1,015               | 2,498             | (1,483)               | 5,000                |
| <b>Total 5520-00 · Supplies</b>                | <u>790</u>     | <u>417</u>     | <u>373</u>            | <u>2,155</u>        | <u>4,298</u>      | <u>(2,143)</u>        | <u>8,600</u>         |
| 5610-00 · Depreciation                         | 0              | 20             | (20)                  | 0                   | 120               | (120)                 | 240                  |
| 5700-00 · Equipment Support & Maintenance      | 0              | 292            | (292)                 | 0                   | 1,750             | (1,750)               | 3,500                |
| 5740-00 · Equipment Rental/Leasing             | 277            | 315            | (38)                  | 1,535               | 1,890             | (355)                 | 3,780                |
| 5800-00 · Training Seminars                    | 1,597          | 0              | 1,597                 | 2,206               | 0                 | 2,206                 | 4,500                |
| 5900-00 · Professional Fees                    |                |                |                       |                     |                   |                       |                      |
| 5910-00 · Professional Fees - Attorneys        | 0              | 125            | (125)                 | 0                   | 750               | (750)                 | 1,500                |
| 5921-00 · Professional Fees - Other            | 0              | 416            | (416)                 | 0                   | 2,500             | (2,500)               | 5,000                |
| <b>Total 5900-00 · Professional Fees</b>       | <u>0</u>       | <u>541</u>     | <u>(541)</u>          | <u>0</u>            | <u>3,250</u>      | <u>(3,250)</u>        | <u>6,500</u>         |
| 5941-00 · Research & Planning                  | 0              | 0              | 0                     | 5,000               | 2,500             | 2,500                 | 5,000                |
| 6020-00 · Programs                             |                |                |                       |                     |                   |                       |                      |
| 6016-00 · Special Event Partnership            | 0              | 25,000         | (25,000)              | 0                   | 25,000            | (25,000)              | 50,000               |
| 6018-00 · Business Assoc. Grants               | 0              | 0              | 0                     | 0                   | 10,000            | (10,000)              | 30,000               |
| <b>Total 6020-00 · Programs</b>                | <u>0</u>       | <u>25,000</u>  | <u>(25,000)</u>       | <u>0</u>            | <u>35,000</u>     | <u>(35,000)</u>       | <u>80,000</u>        |
| 6420-00 · Events                               |                |                |                       |                     |                   |                       |                      |
| 6420-01 · Sponsorships                         |                |                |                       |                     |                   |                       |                      |
| 6023-00 · Autumn Food & Wine                   | 0              | 0              | 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              | 0              | 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                         | 0              | 0              | 0                     | 8,000               | 0                 | 8,000                 | 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>            | <u>0</u>       | <u>0</u>       | <u>0</u>              | <u>316,325</u>      | <u>291,875</u>    | <u>24,450</u>         | <u>447,225</u>       |
| 6421-00 · New Event Development                | 0              | 2,750          | (2,750)               | 0                   | 16,500            | (16,500)              | 58,000               |
| 6424-00 · Event Operation Expenses             | 0              | 667            | (667)                 | 2,056               | 4,000             | (1,944)               | 8,000                |
| <b>Total 6420-00 · Events</b>                  | <u>0</u>       | <u>3,417</u>   | <u>(3,417)</u>        | <u>318,381</u>      | <u>312,375</u>    | <u>6,006</u>          | <u>513,225</u>       |
| 6730-00 · Marketing Cooperative/Media          | 111,384        | 111,384        | 0                     | 668,304             | 668,300           | 4                     | 1,336,604            |
| 6742-00 · Non-NLT Co-Op Marketing Program      | 322            | 833            | (512)                 | 12,931              | 5,002             | 7,929                 | 10,000               |
| 6743-00 · BACC Marketing Programs              |                |                |                       |                     |                   |                       |                      |
| 6743-01 · Shop Local                           | 0              | 0              | 0                     | 7,132               | 11,000            | (3,868)               | 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> | <u>0</u>       | <u>0</u>       | <u>0</u>              | <u>8,132</u>        | <u>21,000</u>     | <u>(12,868)</u>       | <u>80,000</u>        |
| 8200-00 · Associate Relations                  | 0              | 133            | (133)                 | 25                  | 802               | (777)                 | 1,600                |
| 8500-00 · Credit Card Fees                     | 0              | 0              | 0                     | 45                  | 0                 | 45                    | 0                    |
| 8600-00 · Additional Opportunitites            | 0              | 2,667          | (2,667)               | 0                   | 15,998            | (15,998)              | 32,000               |

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

**11 - Marketing**

|   | Dec 18          | Budget          | \$ Over Budget  | Jul - Dec 18     | YTD Budget       | \$ Over Budget  | Annual Budget    |
|---|-----------------|-----------------|-----------------|------------------|------------------|-----------------|------------------|
| 8700-00 · Automobile Expenses             | 27              | 125             | (98)            | 716              | 750              | (34)            | 1,500            |
| 8750-00 · Meals/Meetings                  | 0               | 300             | (300)           | 78               | 1,800            | (1,722)         | 3,600            |
| 8810-00 · Dues & Subscriptions            | 720             | 292             | 428             | 1,218            | 1,748            | (530)           | 3,500            |
| 8910-00 · Travel                          | 359             | 0               | 359             | 359              | 1,800            | (1,441)         | 5,500            |
| <b>Total Expense</b>                      | <b>158,045</b>  | <b>186,557</b>  | <b>(28,512)</b> | <b>1,257,702</b> | <b>1,321,561</b> | <b>(63,859)</b> | <b>2,582,654</b> |
| <b>Net Ordinary Income</b>                | <b>65,630</b>   | <b>31,557</b>   | <b>34,074</b>   | <b>244,283</b>   | <b>210,941</b>   | <b>33,343</b>   | <b>401,252</b>   |
| <b>Other Income/Expense</b>               |                 |                 |                 |                  |                  |                 |                  |
| <b>Other Income</b>                       |                 |                 |                 |                  |                  |                 |                  |
| 4700-00 · Revenues- Interest & Investment | 23              |                 |                 | 122              |                  |                 |                  |
| <b>Total Other Income</b>                 | <b>23</b>       |                 |                 | <b>122</b>       |                  |                 |                  |
| <b>Other Expense</b>                      |                 |                 |                 |                  |                  |                 |                  |
| 8990-00 · Allocated                       | 32,276          | 31,557          | 719             | 187,884          | 210,941          | (23,056)        | 401,252          |
| <b>Total Other Expense</b>                | <b>32,276</b>   | <b>31,557</b>   | <b>719</b>      | <b>187,884</b>   | <b>210,941</b>   | <b>(23,056)</b> | <b>401,252</b>   |
| <b>Net Other Income</b>                   | <b>(32,252)</b> | <b>(31,557)</b> | <b>(695)</b>    | <b>(187,762)</b> | <b>(210,941)</b> | <b>23,178</b>   | <b>(401,252)</b> |
| <b>Net Income</b>                         | <b>33,378</b>   | <b>0</b>        | <b>33,378</b>   | <b>56,521</b>    | <b>0</b>         | <b>56,521</b>   | <b>0</b>         |

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

**30 - Conference**

|   | <u>Dec 18</u>  | <u>Budget</u>  | <u>\$ Over Budget</u> | <u>Jul - Dec 18</u> | <u>YTD Budget</u> | <u>\$ Over Budget</u> | <u>Annual Budget</u> |
|---|----------------|----------------|-----------------------|---------------------|-------------------|-----------------------|----------------------|
| <b>Ordinary Income/Expense</b>              |                |                |                       |                     |                   |                       |                      |
| <b>Income</b>                               |                |                |                       |                     |                   |                       |                      |
| 4050-00 · County of Placer TOT Funding      | 29,101         | 29,101         | 0                     | 177,569             | 177,559           | 10                    | 352,299              |
| 4205-00 · Conference Dues                   | 367            | 825            | (458)                 | 4,629               | 4,950             | (321)                 | 9,900                |
| 4600-00 · Commissions                       |                |                |                       |                     |                   |                       |                      |
| 4601-00 · Commissions - South Shore         | (201)          | 1,667          | (1,868)               | 8,417               | 9,998             | (1,581)               | 20,000               |
| 4600-00 · Commissions - Other               | 3,167          | 2,500          | 667                   | 30,537              | 15,000            | 15,537                | 30,000               |
| <b>Total 4600-00 · Commissions</b>          | <b>2,966</b>   | <b>4,167</b>   | <b>(1,201)</b>        | <b>38,954</b>       | <b>24,998</b>     | <b>13,956</b>         | <b>50,000</b>        |
| <b>Total Income</b>                         | <b>32,434</b>  | <b>34,093</b>  | <b>(1,660)</b>        | <b>221,152</b>      | <b>207,507</b>    | <b>13,645</b>         | <b>412,199</b>       |
| <b>Gross Profit</b>                         | <b>32,434</b>  | <b>34,093</b>  | <b>(1,660)</b>        | <b>221,152</b>      | <b>207,507</b>    | <b>13,645</b>         | <b>412,199</b>       |
| <b>Expense</b>                              |                |                |                       |                     |                   |                       |                      |
| 5000-00 · Salaries & Wages                  |                |                |                       |                     |                   |                       |                      |
| 5010-00 · Sales Commissions                 | 304            | 633            | (329)                 | 12,336              | 3,802             | 8,534                 | 7,600                |
| 5020-00 · P/R - Tax Expense                 | 1,918          | 1,165          | 753                   | 7,117               | 6,987             | 130                   | 13,977               |
| 5030-00 · P/R - Health Insurance Expense    | 1,668          | 1,633          | 35                    | 10,621              | 9,792             | 829                   | 19,590               |
| 5040-00 · P/R - Workmans Comp               | 137            | 172            | (35)                  | 458                 | 1,033             | (575)                 | 2,065                |
| 5060-00 · 401 (k)                           | 554            | 555            | (1)                   | 3,631               | 3,327             | 304                   | 6,657                |
| 5070-00 · Other Benefits and Expenses       | 42             | 84             | (42)                  | 252                 | 500               | (248)                 | 1,004                |
| 5000-00 · Salaries & Wages - Other          | 11,649         | 13,236         | (1,587)               | 72,698              | 79,411            | (6,713)               | 158,827              |
| <b>Total 5000-00 · Salaries &amp; Wages</b> | <b>16,271</b>  | <b>17,478</b>  | <b>(1,207)</b>        | <b>107,113</b>      | <b>104,852</b>    | <b>2,261</b>          | <b>209,720</b>       |
| 5100-00 · Rent                              |                |                |                       |                     |                   |                       |                      |
| 5110-00 · Utilities                         | 65             | 70             | (5)                   | 412                 | 420               | (8)                   | 840                  |
| 5140-00 · Repairs & Maintenance             | 40             | 43             | (3)                   | 80                  | 259               | (179)                 | 517                  |
| 5150-00 · Office - Cleaning                 | 113            | 102            | 11                    | 596                 | 611               | (15)                  | 1,223                |
| 5100-00 · Rent - Other                      | 1,025          | 953            | 72                    | 6,150               | 5,715             | 435                   | 11,433               |
| <b>Total 5100-00 · Rent</b>                 | <b>1,243</b>   | <b>1,168</b>   | <b>75</b>             | <b>7,238</b>        | <b>7,005</b>      | <b>233</b>            | <b>14,013</b>        |
| 5310-00 · Telephone                         |                |                |                       |                     |                   |                       |                      |
| 5320-00 · Telephone                         | 167            | 206            | (39)                  | 1,363               | 1,236             | 127                   | 2,472                |
| <b>Total 5310-00 · Telephone</b>            | <b>167</b>     | <b>206</b>     | <b>(39)</b>           | <b>1,363</b>        | <b>1,236</b>      | <b>127</b>            | <b>2,472</b>         |
| 5420-00 · Mail - USPS                       | 18             | 42             | (24)                  | 81                  | 248               | (167)                 | 500                  |
| 5510-00 · Insurance/Bonding                 | 45             | 115            | (70)                  | 213                 | 687               | (474)                 | 1,377                |
| 5520-00 · Supplies                          |                |                |                       |                     |                   |                       |                      |
| 5525-00 · Supplies- Computer <\$1000        | 30             | 0              | 30                    | 183                 | 0                 | 183                   | 0                    |
| 5520-00 · Supplies - Other                  | 262            | 52             | 210                   | 457                 | 306               | 151                   | 618                  |
| <b>Total 5520-00 · Supplies</b>             | <b>292</b>     | <b>52</b>      | <b>240</b>            | <b>640</b>          | <b>306</b>        | <b>334</b>            | <b>618</b>           |
| 5610-00 · Depreciation                      | 0              | 8              | (8)                   | 0                   | 46                | (46)                  | 94                   |
| 5700-00 · Equipment Support & Maintenance   | 0              | 140            | (140)                 | 0                   | 845               | (845)                 | 1,685                |
| 5710-00 · Taxes, Licenses & Fees            | 0              | 8              | (8)                   | 0                   | 48                | (48)                  | 96                   |
| 5740-00 · Equipment Rental/Leasing          | 122            | 155            | (33)                  | 668                 | 926               | (258)                 | 1,856                |
| 6730-00 · Marketing Cooperative/Media       | 10,268         | 10,268         | 0                     | 61,611              | 61,611            | 0                     | 123,219              |
| 8200-00 · Associate Relations               | 0              | 25             | (25)                  | 0                   | 150               | (150)                 | 300                  |
| 8810-00 · Dues & Subscriptions              | 0              | 83             | (83)                  | 0                   | 502               | (502)                 | 1,000                |
| 8920-00 · Bad Debt                          | (733)          |                |                       | 733                 |                   |                       |                      |
| <b>Total Expense</b>                        | <b>27,693</b>  | <b>29,748</b>  | <b>(2,055)</b>        | <b>179,660</b>      | <b>178,462</b>    | <b>1,198</b>          | <b>356,950</b>       |
| <b>Net Ordinary Income</b>                  | <b>4,740</b>   | <b>4,345</b>   | <b>395</b>            | <b>41,491</b>       | <b>29,045</b>     | <b>12,447</b>         | <b>55,249</b>        |
| <b>Other Income/Expense</b>                 |                |                |                       |                     |                   |                       |                      |
| <b>Other Expense</b>                        |                |                |                       |                     |                   |                       |                      |
| 8990-00 · Allocated                         | 4,444          | 4,345          | 99                    | 25,870              | 29,045            | (3,175)               | 55,249               |
| <b>Total Other Expense</b>                  | <b>4,444</b>   | <b>4,345</b>   | <b>99</b>             | <b>25,870</b>       | <b>29,045</b>     | <b>(3,175)</b>        | <b>55,249</b>        |
| <b>Net Other Income</b>                     | <b>(4,444)</b> | <b>(4,345)</b> | <b>(99)</b>           | <b>(25,870)</b>     | <b>(29,045)</b>   | <b>3,175</b>          | <b>(55,249)</b>      |
| <b>Net Income</b>                           | <b>296</b>     | <b>0</b>       | <b>296</b>            | <b>15,621</b>       | <b>0</b>          | <b>15,621</b>         | <b>0</b>             |

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

**42 - Visitor Center**

|   | Dec 18         | Budget         | \$ Over Budget | Jul - Dec 18    | YTD Budget      | \$ Over Budget  | Annual Budget   |
|---|----------------|----------------|----------------|-----------------|-----------------|-----------------|-----------------|
| <b>Ordinary Income/Expense</b>              |                |                |                |                 |                 |                 |                 |
| <b>Income</b>                               |                |                |                |                 |                 |                 |                 |
| 4050-00 · County of Placer TOT Funding      | 32,995         | 36,328         | (3,333)        | 212,565         | 223,547         | (10,983)        | 448,844         |
| 46000 · Merchandise Sales                   |                |                |                |                 |                 |                 |                 |
| 4502-00 · Non-Retail VIC income             | 457            | 500            | (43)           | 2,801           | 6,500           | (3,699)         | 9,500           |
| 46000 · Merchandise Sales - Other           | 7,190          | 7,600          | (410)          | 65,811          | 51,100          | 14,711          | 95,000          |
| <b>Total 46000 · Merchandise Sales</b>      | <b>7,647</b>   | <b>8,100</b>   | <b>(453)</b>   | <b>68,612</b>   | <b>57,600</b>   | <b>11,012</b>   | <b>104,500</b>  |
| <b>Total Income</b>                         | <b>40,642</b>  | <b>44,428</b>  | <b>(3,786)</b> | <b>281,177</b>  | <b>281,147</b>  | <b>30</b>       | <b>553,344</b>  |
| <b>Gross Profit</b>                         | <b>40,642</b>  | <b>44,428</b>  | <b>(3,786)</b> | <b>281,177</b>  | <b>281,147</b>  | <b>30</b>       | <b>553,344</b>  |
| <b>Expense</b>                              |                |                |                |                 |                 |                 |                 |
| 5000-00 · Salaries & Wages                  |                |                |                |                 |                 |                 |                 |
| 5020-00 · P/R - Tax Expense                 | 1,570          | 1,208          | 362            | 8,294           | 9,599           | (1,305)         | 17,550          |
| 5030-00 · P/R - Health Insurance Expense    | 1,793          | 1,806          | (13)           | 8,309           | 10,836          | (2,527)         | 21,672          |
| 5040-00 · P/R - Workmans Comp               | 553            | 403            | 150            | 1,866           | 2,700           | (835)           | 5,193           |
| 5060-00 · 401 (k)                           | 480            | 537            | (57)           | 3,363           | 3,602           | (239)           | 6,924           |
| 5070-00 · Other Benefits and Expenses       | 81             | 102            | (21)           | 550             | 613             | (63)            | 1,225           |
| 5000-00 · Salaries & Wages - Other          | 17,613         | 13,425         | 4,188          | 91,959          | 90,053          | 1,906           | 173,103         |
| <b>Total 5000-00 · Salaries &amp; Wages</b> | <b>22,091</b>  | <b>17,481</b>  | <b>4,610</b>   | <b>114,341</b>  | <b>117,403</b>  | <b>(3,062)</b>  | <b>225,667</b>  |
| 5100-00 · Rent                              |                |                |                |                 |                 |                 |                 |
| 5110-00 · Utilities                         | 577            | 750            | (173)          | 3,553           | 3,600           | (47)            | 7,650           |
| 5140-00 · Repairs & Maintenance             | 260            | 2,292          | (2,032)        | 566             | 13,748          | (13,182)        | 27,500          |
| 5150-00 · Office - Cleaning                 | 56             | 237            | (181)          | 298             | 1,425           | (1,127)         | 2,847           |
| 5100-00 · Rent - Other                      | 6,663          | 7,025          | (363)          | 39,975          | 42,147          | (2,172)         | 84,297          |
| <b>Total 5100-00 · Rent</b>                 | <b>7,556</b>   | <b>10,304</b>  | <b>(2,748)</b> | <b>44,392</b>   | <b>60,920</b>   | <b>(16,528)</b> | <b>122,294</b>  |
| 5310-00 · Telephone                         |                |                |                |                 |                 |                 |                 |
| 5320-00 · Telephone                         | 433            | 0              | 433            | 4,517           | 0               | 4,517           | 0               |
| 5310-00 · Telephone - Other                 | 0              | 461            | (461)          | 0               | 2,769           | (2,769)         | 5,535           |
| <b>Total 5310-00 · Telephone</b>            | <b>433</b>     | <b>461</b>     | <b>(28)</b>    | <b>4,517</b>    | <b>2,769</b>    | <b>1,748</b>    | <b>5,535</b>    |
| 5420-00 · Mail - USPS                       |                |                |                |                 |                 |                 |                 |
| 5480-00 · Mail - Fed Ex                     | 0              | 0              | 0              | 54              | 0               | 54              | 0               |
| 5420-00 · Mail - USPS - Other               | 13             | 145            | (132)          | 346             | 874             | (528)           | 1,744           |
| <b>Total 5420-00 · Mail - USPS</b>          | <b>13</b>      | <b>145</b>     | <b>(132)</b>   | <b>400</b>      | <b>874</b>      | <b>(475)</b>    | <b>1,744</b>    |
| 5510-00 · Insurance/Bonding                 | 241            | 146            | 95             | 1,132           | 877             | 255             | 1,753           |
| 5520-00 · Supplies                          |                |                |                |                 |                 |                 |                 |
| 5525-00 · Supplies- Computer <\$1000        | 1              | 125            | (124)          | 307             | 750             | (443)           | 1,500           |
| 5520-00 · Supplies - Other                  | 321            | 473            | (152)          | 2,928           | 3,537           | (609)           | 7,375           |
| <b>Total 5520-00 · Supplies</b>             | <b>322</b>     | <b>598</b>     | <b>(276)</b>   | <b>3,235</b>    | <b>4,287</b>    | <b>(1,052)</b>  | <b>8,875</b>    |
| 5610-00 · Depreciation                      | 118            | 87             | 31             | 708             | 527             | 181             | 1,049           |
| 5700-00 · Equipment Support & Maintenance   | 0              | 300            | (300)          | 0               | 1,800           | (1,800)         | 3,600           |
| 5710-00 · Taxes, Licenses & Fees            | 0              | 0              | 0              | 0               | 155             | (155)           | 155             |
| 5740-00 · Equipment Rental/Leasing          | 241            | 429            | (188)          | 1,431           | 2,576           | (1,145)         | 5,150           |
| 5800-00 · Training Seminars                 | 66             | 0              | 66             | 66              | 3,550           | (3,484)         | 5,000           |
| 5850-00 · Artist of Month - Commissions     | 0              | 458            | (458)          | 1,894           | 2,752           | (858)           | 5,500           |
| 6740-00 · Media/Collateral/Production       | 1,278          | 0              | 1,278          | 1,278           | 0               | 1,278           | 0               |
| 6742-00 · Non-NLT Co-Op Marketing Program   | 650            | 3,483          | (2,833)        | 1,800           | 20,902          | (19,102)        | 41,800          |
| 8100-00 · Cost of Goods Sold                |                |                |                |                 |                 |                 |                 |
| 51100 · Freight and Shipping Costs          | 104            | 0              | 104            | 862             | 0               | 862             | 0               |
| 52500 · Purchase Discounts                  | 0              | 0              | 0              | (40)            | 0               | (40)            | 0               |
| 59900 · POS Inventory Adjustments           | 4              | 0              | 4              | 36              | 0               | 36              | 0               |
| 8100-00 · Cost of Goods Sold - Other        | 3,831          | 3,990          | (159)          | 34,471          | 26,826          | 7,645           | 49,875          |
| <b>Total 8100-00 · Cost of Goods Sold</b>   | <b>3,939</b>   | <b>3,990</b>   | <b>(51)</b>    | <b>35,329</b>   | <b>26,826</b>   | <b>8,503</b>    | <b>49,875</b>   |
| 8200-00 · Associate Relations               | 0              | 58             | (58)           | 0               | 352             | (352)           | 700             |
| 8500-00 · Credit Card Fees                  | 235            | 284            | (50)           | 1,917           | 2,015           | (98)            | 3,658           |
| 8700-00 · Automobile Expenses               | 61             | 45             | 16             | 457             | 460             | (3)             | 750             |
| 8750-00 · Meals/Meetings                    | 5              | 67             | (62)           | 79              | 398             | (319)           | 800             |
| 8810-00 · Dues & Subscriptions              | 48             | 167            | (119)          | 48              | 998             | (950)           | 2,000           |
| 8910-00 · Travel                            | 0              | 0              | 0              | 0               | 100             | (100)           | 1,100           |
| <b>Total Expense</b>                        | <b>37,296</b>  | <b>38,503</b>  | <b>(1,207)</b> | <b>213,021</b>  | <b>250,541</b>  | <b>(37,520)</b> | <b>487,005</b>  |
| <b>Net Ordinary Income</b>                  | <b>3,346</b>   | <b>5,925</b>   | <b>(2,579)</b> | <b>68,155</b>   | <b>30,606</b>   | <b>37,549</b>   | <b>66,339</b>   |
| <b>Other Income/Expense</b>                 |                |                |                |                 |                 |                 |                 |
| <b>Other Expense</b>                        |                |                |                |                 |                 |                 |                 |
| 8990-00 · Allocated                         | 6,060          | 5,925          | 135            | 35,277          | 39,606          | (4,329)         | 75,339          |
| <b>Total Other Expense</b>                  | <b>6,060</b>   | <b>5,925</b>   | <b>135</b>     | <b>35,277</b>   | <b>39,606</b>   | <b>(4,329)</b>  | <b>75,339</b>   |
| <b>Net Other Income</b>                     | <b>(6,060)</b> | <b>(5,925)</b> | <b>(135)</b>   | <b>(35,277)</b> | <b>(39,606)</b> | <b>4,329</b>    | <b>(75,339)</b> |
| <b>Net Income</b>                           | <b>(2,714)</b> | <b>0</b>       | <b>(2,714)</b> | <b>32,878</b>   | <b>(9,000)</b>  | <b>41,878</b>   | <b>(9,000)</b>  |



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

51 - TMPI

|   | Dec 18       | Budget   | \$ Over Bu... | Jul - Dec 18   | YTD Budget | \$ Over Bu...  | Annual Bu... |
|---|--------------|----------|---------------|----------------|------------|----------------|--------------|
| <b>Ordinary Income/Expense</b>              |              |          |               |                |            |                |              |
| <b>Income</b>                               |              |          |               |                |            |                |              |
| 4050-00 · County of Placer TOT Funding      | 718          | 718      | 0             | 4,318          | 4,367      | (49)           | 8,677        |
| <b>Total Income</b>                         | 718          | 718      | 0             | 4,318          | 4,367      | (49)           | 8,677        |
| <b>Gross Profit</b>                         | 718          | 718      | 0             | 4,318          | 4,367      | (49)           | 8,677        |
| <b>Expense</b>                              |              |          |               |                |            |                |              |
| 5000-00 · Salaries & Wages                  |              |          |               |                |            |                |              |
| 5020-00 · P/R - Tax Expense                 | 0            | 33       | (33)          | (152)          | 201        | (352)          | 401          |
| 5030-00 · P/R - Health Insurance Expense    | 6            | 4        | 2             | 40             | 21         | 19             | 42           |
| 5040-00 · P/R - Workmans Comp               | 4            | 4        | (0)           | 45             | 24         | 21             | 48           |
| 5060-00 · 401 (k)                           | 20           | 23       | (3)           | 170            | 136        | 34             | 272          |
| 5070-00 · Other Benefits and Expenses       | 0            | 0        | 0             | 2              | 0          | 2              | 0            |
| 5000-00 · Salaries & Wages - Other          | 762          | 567      | 195           | 4,360          | 3,399      | 961            | 6,798        |
| <b>Total 5000-00 · Salaries &amp; Wages</b> | 791          | 630      | 161           | 4,465          | 3,781      | 684            | 7,561        |
| 5100-00 · Rent                              |              |          |               |                |            |                |              |
| 5110-00 · Utilities                         | 5            |          |               | 33             |            |                |              |
| 5140-00 · Repairs & Maintenance             | 3            |          |               | 6              |            |                |              |
| 5150-00 · Office - Cleaning                 | 8            |          |               | 42             |            |                |              |
| 5100-00 · Rent - Other                      | 72           | 0        | 72            | 431            | 0          | 431            | 0            |
| <b>Total 5100-00 · Rent</b>                 | 87           | 0        | 87            | 511            | 0          | 511            | 0            |
| 5310-00 · Telephone                         |              |          |               |                |            |                |              |
| 5320-00 · Telephone                         | 22           |          |               | 245            |            |                |              |
| <b>Total 5310-00 · Telephone</b>            | 22           | 0        | 22            | 245            | 0          | 245            | 0            |
| 5420-00 · Mail - USPS                       | 0            | 0        | 0             | 19             | 0          | 19             | 0            |
| 5510-00 · Insurance/Bonding                 | 14           | 0        | 14            | 64             | 0          | 64             | 0            |
| 5520-00 · Supplies                          |              |          |               |                |            |                |              |
| 5525-00 · Supplies- Computer <\$1000        | 12           |          |               | 71             |            |                |              |
| 5520-00 · Supplies - Other                  | 2            | 0        | 2             | 16             | 0          | 16             | 0            |
| <b>Total 5520-00 · Supplies</b>             | 14           | 0        | 14            | 87             | 0          | 87             | 0            |
| 5740-00 · Equipment Rental/Leasing          | 33           | 0        | 33            | 183            | 0          | 183            | 0            |
| 8700-00 · Automobile Expenses               | 8            | 0        | 8             | 26             | 0          | 26             | 0            |
| 8750-00 · Meals/Meetings                    | 1            | 0        | 1             | 3              | 0          | 3              | 0            |
| <b>Total Expense</b>                        | 970          | 630      | 340           | 5,602          | 3,781      | 1,822          | 7,561        |
| <b>Net Ordinary Income</b>                  | (253)        | 88       | (340)         | (1,284)        | 587        | (1,871)        | 1,116        |
| <b>Other Income/Expense</b>                 |              |          |               |                |            |                |              |
| <b>Other Expense</b>                        |              |          |               |                |            |                |              |
| 8990-00 · Allocated                         | 90           | 88       | 2             | 523            | 587        | (64)           | 1,116        |
| <b>Total Other Expense</b>                  | 90           | 88       | 2             | 523            | 587        | (64)           | 1,116        |
| <b>Net Other Income</b>                     | (90)         | (88)     | (2)           | (523)          | (587)      | 64             | (1,116)      |
| <b>Net Income</b>                           | <b>(342)</b> | <b>0</b> | <b>(342)</b>  | <b>(1,807)</b> | <b>0</b>   | <b>(1,807)</b> | <b>0</b>     |

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

**60 - Membership**

|   | Dec 18        | Budget        | \$ Over Budget | Jul - Dec 18  | YTD Budget    | \$ Over Budget | Annual Budget  |
|---|---------------|---------------|----------------|---------------|---------------|----------------|----------------|
| <b>Ordinary Income/Expense</b>                        |               |               |                |               |               |                |                |
| <b>Income</b>   |               |               |                |               |               |                |                |
| 4200-00 · Membership Dues                             | 11,135        | 10,600        | 535            | 66,502        | 63,600        | 2,902          | 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                              | 1,157         | 208           | 949            | 1,684         | 1,252         | 432            | 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             | 0             | 250           | (250)          | 0             | 1,300         | (1,300)        | 3,050          |
| 4251-00 · Tues AM Breakfast Club - Other              | 494           | 580           | (86)           | 3,196         | 3,480         | (284)          | 6,960          |
| <b>Total 4251-00 · Tues AM Breakfast Club</b>         | <b>494</b>    | <b>830</b>    | <b>(336)</b>   | <b>3,196</b>  | <b>4,780</b>  | <b>(1,584)</b> | <b>10,010</b>  |
| 4250-00 · Revenues-Membership Activities - Other      | 285           | 0             | 285            | 3,680         | 0             | 3,680          | 0              |
| <b>Total 4250-00 · Revenues-Membership Activities</b> | <b>1,936</b>  | <b>1,038</b>  | <b>898</b>     | <b>11,182</b> | <b>10,032</b> | <b>1,150</b>   | <b>70,510</b>  |
| 4252-00 · Sponsorships                                | 0             | 0             | 0              | 600           | 0             | 600            | 0              |
| 4253-00 · Revenue- Other                              | 0             |               |                | 6             |               |                |                |
| <b>Total Income</b>                                   | <b>13,072</b> | <b>11,638</b> | <b>1,434</b>   | <b>78,289</b> | <b>73,632</b> | <b>4,657</b>   | <b>198,510</b> |
| <b>Gross Profit</b>                                   | <b>13,072</b> | <b>11,638</b> | <b>1,434</b>   | <b>78,289</b> | <b>73,632</b> | <b>4,657</b>   | <b>198,510</b> |
| <b>Expense</b>  |               |               |                |               |               |                |                |
| 5000-00 · Salaries & Wages                            |               |               |                |               |               |                |                |
| 5000-01 · In-Market Administration                    | (1,375)       | (1,375)       | 0              | (8,250)       | (8,250)       | 0              | (16,500)       |
| 5020-00 · P/R - Tax Expense                           | 536           | 547           | (11)           | 2,525         | 3,284         | (759)          | 6,566          |
| 5030-00 · P/R - Health Insurance Expense              | 1,372         | 888           | 484            | 5,805         | 5,328         | 477            | 10,656         |
| 5040-00 · P/R - Workmans Comp                         | 43            | 7             | 36             | 231           | 45            | 186            | 87             |
| 5060-00 · 401 (k)                                     | 216           | 262           | (46)           | 1,335         | 1,573         | (238)          | 3,145          |
| 5070-00 · Other Benefits and Expenses                 | 73            | 66            | 7              | 104           | 396           | (292)          | 792            |
| 5000-00 · Salaries & Wages - Other                    | 10,981        | 6,553         | 4,428          | 41,441        | 39,318        | 2,123          | 78,636         |
| <b>Total 5000-00 · Salaries &amp; Wages</b>           | <b>11,846</b> | <b>6,948</b>  | <b>4,898</b>   | <b>43,191</b> | <b>41,694</b> | <b>1,497</b>   | <b>83,382</b>  |
| 5100-00 · Rent  |               |               |                |               |               |                |                |
| 5110-00 · Utilities                                   | 18            | 50            | (32)           | 129           | 305           | (176)          | 605            |
| 5140-00 · Repairs & Maintenance                       | 11            | 25            | (14)           | 22            | 150           | (128)          | 300            |
| 5150-00 · Office - Cleaning                           | 31            | 78            | (47)           | 164           | 586           | (422)          | 1,177          |
| 5100-00 · Rent - Other                                | 282           | 819           | (537)          | 2,036         | 4,912         | (2,876)        | 9,826          |
| <b>Total 5100-00 · Rent</b>                           | <b>342</b>    | <b>972</b>    | <b>(630)</b>   | <b>2,351</b>  | <b>5,953</b>  | <b>(3,602)</b> | <b>11,908</b>  |
| 5310-00 · Telephone                                   |               |               |                |               |               |                |                |
| 5320-00 · Telephone                                   | 110           | 253           | (143)          | 1,082         | 1,518         | (436)          | 3,036          |
| <b>Total 5310-00 · Telephone</b>                      | <b>110</b>    | <b>253</b>    | <b>(143)</b>   | <b>1,082</b>  | <b>1,518</b>  | <b>(436)</b>   | <b>3,036</b>   |
| 5420-00 · Mail - USPS                                 | 9             | 50            | (41)           | 80            | 300           | (220)          | 1,000          |
| 5510-00 · Insurance/Bonding                           | 51            | 55            | (4)            | 242           | 445           | (203)          | 775            |
| 5520-00 · Supplies                                    |               |               |                |               |               |                |                |
| 5525-00 · Supplies- Computer <\$1000                  | 64            | 0             | 64             | 556           | 500           | 56             | 500            |
| 5520-00 · Supplies - Other                            | 93            | 83            | 10             | 191           | 502           | (311)          | 1,000          |
| <b>Total 5520-00 · Supplies</b>                       | <b>157</b>    | <b>83</b>     | <b>74</b>      | <b>747</b>    | <b>1,002</b>  | <b>(255)</b>   | <b>1,500</b>   |
| 5610-00 · Depreciation                                | 0             | 8             | (8)            | 0             | 48            | (48)           | 96             |
| 5700-00 · Equipment Support & Maintenance             | 0             | 56            | (56)           | 0             | 336           | (336)          | 672            |
| 5710-00 · Taxes, Licenses & Fees                      | 0             | 50            | (50)           | 0             | 100           | (100)          | 200            |
| 5740-00 · Equipment Rental/Leasing                    | 166           | 250           | (84)           | 906           | 1,490         | (584)          | 2,990          |
| 5800-00 · Training Seminars                           | 0             | 0             | 0              | 895           | 1,700         | (805)          | 1,950          |
| 5900-00 · Professional Fees                           |               |               |                |               |               |                |                |
| 5921-00 · Professional Fees - Other                   | 0             | 375           | (375)          | 0             | 750           | (750)          | 1,500          |
| <b>Total 5900-00 · Professional Fees</b>              | <b>0</b>      | <b>375</b>    | <b>(375)</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></b>       | <b></b>        | <b>158</b>    | <b></b>       | <b></b>        | <b></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              | 500           | 650           | (151)          | 2,132         | 3,250         | (1,119)        | 7,150          |
| 6441-00 · Membership - Miscellaneous Exp              | 0             |               |                | 60            |               |                |                |
| 6442-00 · Public Relations/Website                    | 974           | 344           | 630            | 7,525         | 3,564         | 3,961          | 5,628          |
| 6423-00 · Membership Activities - Other               | 2,773         | 0             | 2,773          | 4,561         | 0             | 4,561          | 0              |
| <b>Total 6423-00 · Membership Activities</b>          | <b>4,246</b>  | <b>994</b>    | <b>3,252</b>   | <b>17,746</b> | <b>9,314</b>  | <b>8,432</b>   | <b>45,278</b>  |
| 8100-00 · Cost of Goods Sold                          | 0             |               |                | 707           |               |                |                |
| 8200-00 · Associate Relations                         | 0             | 67            | (67)           | 0             | 398           | (398)          | 800            |

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

**60 - Membership**

|                                | <u>Dec 18</u>         | <u>Budget</u>       | <u>\$ Over Budget</u> | <u>Jul - Dec 18</u>   | <u>YTD Budget</u>     | <u>\$ Over Budget</u> | <u>Annual Budget</u> |
|--------------------------------|-----------------------|---------------------|-----------------------|-----------------------|-----------------------|-----------------------|----------------------|
| 8500-00 · Credit Card Fees     | 246                   | 170                 | 76                    | 1,265                 | 1,100                 | 165                   | 3,000                |
| 8700-00 · Automobile Expenses  | 36                    | 78                  | (42)                  | 249                   | 465                   | (216)                 | 933                  |
| 8750-00 · Meals/Meetings       | 251                   | 150                 | 101                   | 493                   | 900                   | (407)                 | 1,800                |
| 8810-00 · Dues & Subscriptions | 0                     | 35                  | (35)                  | 530                   | 210                   | 320                   | 420                  |
| 8920-00 · Bad Debt             | 0                     | 0                   | 0                     | 2,820                 | 0                     | 2,820                 | 0                    |
| <b>Total Expense</b>           | <u>17,460</u>         | <u>10,594</u>       | <u>6,866</u>          | <u>73,462</u>         | <u>67,723</u>         | <u>5,739</u>          | <u>161,240</u>       |
| <b>Net Ordinary Income</b>     | <u>(4,388)</u>        | <u>1,044</u>        | <u>(5,432)</u>        | <u>4,828</u>          | <u>5,909</u>          | <u>(1,081)</u>        | <u>37,270</u>        |
| <b>Other Income/Expense</b>    |                       |                     |                       |                       |                       |                       |                      |
| <b>Other Expense</b>           |                       |                     |                       |                       |                       |                       |                      |
| 8990-00 · Allocated            | 2,020                 | 1,975               | 45                    | 11,759                | 13,202                | (1,443)               | 25,113               |
| <b>Total Other Expense</b>     | <u>2,020</u>          | <u>1,975</u>        | <u>45</u>             | <u>11,759</u>         | <u>13,202</u>         | <u>(1,443)</u>        | <u>25,113</u>        |
| <b>Net Other Income</b>        | <u>(2,020)</u>        | <u>(1,975)</u>      | <u>(45)</u>           | <u>(11,759)</u>       | <u>(13,202)</u>       | <u>1,443</u>          | <u>(25,113)</u>      |
| <b>Net Income</b>              | <u><b>(6,408)</b></u> | <u><b>(931)</b></u> | <u><b>(5,477)</b></u> | <u><b>(6,932)</b></u> | <u><b>(7,293)</b></u> | <u><b>362</b></u>     | <u><b>12,157</b></u> |

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

**70 - Administration**

|  | Dec 18          | Budget          | \$ Over Budget | Jul - Dec 18     | YTD Budget       | \$ Over Budget  | Annual Budget    |
|--|-----------------|-----------------|----------------|------------------|------------------|-----------------|------------------|
| <b>Ordinary Income/Expense</b>               |                 |                 |                |                  |                  |                 |                  |
| <b>Expense</b>                               |                 |                 |                |                  |                  |                 |                  |
| 5000-00 · Salaries & Wages                   |                 |                 |                |                  |                  |                 |                  |
| 5020-00 · P/R - Tax Expense                  | 2,194           | 2,130           | 65             | 11,812           | 12,777           | (965)           | 25,555           |
| 5030-00 · P/R - Health Insurance Expense     | 2,068           | 2,648           | (580)          | 9,497            | 15,885           | (6,388)         | 31,770           |
| 5040-00 · P/R - Workmans Comp                | 177             | 182             | (5)            | 1,052            | 1,092            | (40)            | 2,184            |
| 5060-00 · 401 (k)                            | 931             | 1,089           | (158)          | 5,353            | 6,536            | (1,183)         | 13,072           |
| 5070-00 · Other Benefits and Expenses        | 59              | 167             | (108)          | 541              | 998              | (457)           | 2,000            |
| 5000-00 · Salaries & Wages - Other           | 29,465          | 27,188          | 2,278          | 159,607          | 163,125          | (3,518)         | 326,250          |
| <b>Total 5000-00 · Salaries &amp; Wages</b>  | <b>34,894</b>   | <b>33,403</b>   | <b>1,492</b>   | <b>187,863</b>   | <b>200,413</b>   | <b>(12,550)</b> | <b>400,831</b>   |
| 5100-00 · Rent                               |                 |                 |                |                  |                  |                 |                  |
| 5110-00 · Utilities                          | 141             | 123             | 18             | 943              | 738              | 205             | 1,476            |
| 5140-00 · Repairs & Maintenance              | 486             | 375             | 111            | 973              | 2,250            | (1,277)         | 4,500            |
| 5150-00 · Office - Cleaning                  | 242             | 208             | 34             | 1,249            | 1,249            | 0               | 2,497            |
| 5100-00 · Rent - Other                       | 2,855           | 2,176           | 679            | 15,536           | 13,051           | 2,485           | 26,107           |
| <b>Total 5100-00 · Rent</b>                  | <b>3,724</b>    | <b>2,882</b>    | <b>842</b>     | <b>18,702</b>    | <b>17,288</b>    | <b>1,414</b>    | <b>34,580</b>    |
| 5310-00 · Telephone                          |                 |                 |                |                  |                  |                 |                  |
| 5320-00 · Telephone                          | 674             | 1,000           | (326)          | 5,829            | 6,000            | (171)           | 12,000           |
| 5350-00 · Internet                           | 0               |                 |                | 25               |                  |                 |                  |
| <b>Total 5310-00 · Telephone</b>             | <b>674</b>      | <b>1,000</b>    | <b>(326)</b>   | <b>5,854</b>     | <b>6,000</b>     | <b>(146)</b>    | <b>12,000</b>    |
| 5420-00 · Mail - USPS                        |                 |                 |                |                  |                  |                 |                  |
| 5480-00 · Mail - Fed Ex                      | 30              | 0               | 30             | 30               | 0                | 30              | 0                |
| 5420-00 · Mail - USPS - Other                | 32              | 88              | (56)           | 671              | 531              | 140             | 1,059            |
| <b>Total 5420-00 · Mail - USPS</b>           | <b>62</b>       | <b>88</b>       | <b>(26)</b>    | <b>701</b>       | <b>531</b>       | <b>170</b>      | <b>1,059</b>     |
| 5510-00 · Insurance/Bonding                  | 235             | 0               | 235            | 1,103            | 205              | 898             | 205              |
| 5520-00 · Supplies                           |                 |                 |                |                  |                  |                 |                  |
| 5525-00 · Supplies- Computer <\$1000         | 370             | 0               | 370            | 1,718            | 2,000            | (282)           | 2,000            |
| 5520-00 · Supplies - Other                   | 1,191           | 625             | 566            | 2,907            | 3,750            | (843)           | 7,500            |
| <b>Total 5520-00 · Supplies</b>              | <b>1,561</b>    | <b>625</b>      | <b>936</b>     | <b>4,624</b>     | <b>5,750</b>     | <b>(1,126)</b>  | <b>9,500</b>     |
| 5610-00 · Depreciation                       | 31              | 54              | (23)           | 187              | 326              | (139)           | 650              |
| 5700-00 · Equipment Support & Maintenance    | 199             | 330             | (131)          | 849              | 1,975            | (1,126)         | 3,955            |
| 5710-00 · Taxes, Licenses & Fees             | 1,056           | 1,042           | 14             | 5,212            | 6,248            | (1,036)         | 12,500           |
| 5740-00 · Equipment Rental/Leasing           | 288             | 329             | (41)           | 1,640            | 1,976            | (336)           | 3,950            |
| 5800-00 · Training Seminars                  | 0               | 417             | (417)          | 774              | 2,498            | (1,724)         | 5,000            |
| 5900-00 · Professional Fees                  |                 |                 |                |                  |                  |                 |                  |
| 5910-00 · Professional Fees - Attorneys      | 0               | 625             | (625)          | 840              | 3,750            | (2,910)         | 7,500            |
| 5920-00 · Professional Fees - Accountant     | 0               | 0               | 0              | 21,000           | 25,000           | (4,000)         | 25,000           |
| 5921-00 · Professional Fees - Other          | 0               | 1,500           | (1,500)        | 0                | 10,500           | (10,500)        | 19,500           |
| <b>Total 5900-00 · Professional Fees</b>     | <b>0</b>        | <b>2,125</b>    | <b>(2,125)</b> | <b>21,840</b>    | <b>39,250</b>    | <b>(17,410)</b> | <b>52,000</b>    |
| 6420-00 · Events                             |                 |                 |                |                  |                  |                 |                  |
| 6422-00 · Event Media                        | 0               |                 |                | 300              |                  |                 |                  |
| <b>Total 6420-00 · Events</b>                | <b>0</b>        | <b></b>         | <b></b>        | <b>300</b>       | <b></b>          | <b></b>         | <b></b>          |
| 6423-00 · Membership Activities              |                 |                 |                |                  |                  |                 |                  |
| 6442-00 · Public Relations/Website           | (300)           |                 |                | (300)            |                  |                 |                  |
| <b>Total 6423-00 · Membership Activities</b> | <b>(300)</b>    | <b>0</b>        | <b>(300)</b>   | <b>(300)</b>     | <b>0</b>         | <b>(300)</b>    | <b>0</b>         |
| 8200-00 · Associate Relations                | 1,027           | 333             | 694            | 1,905            | 2,002            | (97)            | 4,000            |
| 8300-00 · Board Functions                    | 293             | 150             | 143            | 5,073            | 2,250            | 2,823           | 4,500            |
| 8500-00 · Credit Card Fees                   | 0               | 0               | 0              | 310              | 0                | 310             | 0                |
| 8600-00 · Additional Opportunites            | 0               | 467             | (467)          | 0                | 2,798            | (2,798)         | 5,600            |
| 8700-00 · Automobile Expenses                | 231             | 250             | (19)           | 1,313            | 1,500            | (187)           | 3,000            |
| 8750-00 · Meals/Meetings                     | 34              | 120             | (86)           | 850              | 720              | 130             | 1,440            |
| 8810-00 · Dues & Subscriptions               | 880             | 275             | 605            | 2,609            | 1,650            | 959             | 3,300            |
| <b>Total Expense</b>                         | <b>44,890</b>   | <b>43,890</b>   | <b>1,000</b>   | <b>261,407</b>   | <b>293,380</b>   | <b>(31,973)</b> | <b>558,070</b>   |
| <b>Net Ordinary Income</b>                   | <b>(44,890)</b> | <b>(43,890)</b> | <b>(1,000)</b> | <b>(261,407)</b> | <b>(293,380)</b> | <b>31,973</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></b>         | <b></b>        | <b>17</b>        | <b></b>          | <b></b>         | <b></b>          |
| <b>Other Expense</b>                         |                 |                 |                |                  |                  |                 |                  |
| 8990-00 · Allocated                          | (44,890)        | (43,890)        | (1,000)        | (261,313)        | (293,380)        | 32,067          | (558,070)        |
| <b>Total Other Expense</b>                   | <b>(44,890)</b> | <b>(43,890)</b> | <b>(1,000)</b> | <b>(261,313)</b> | <b>(293,380)</b> | <b>32,067</b>   | <b>(558,070)</b> |
| <b>Net Other Income</b>                      | <b>44,890</b>   | <b>43,890</b>   | <b>1,000</b>   | <b>261,330</b>   | <b>293,380</b>   | <b>(32,050)</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 December 31, 2018

|   | Dec 31, 18        | Dec 31, 17        | \$ Change           | % Change        |
|---|-------------------|-------------------|---------------------|-----------------|
| <b>ASSETS</b>                                     |                   |                   |                     |                 |
| <b>Current Assets</b>                             |                   |                   |                     |                 |
| Checking/Savings                                  |                   |                   |                     |                 |
| 1000-00 · Cash                                    | 510,065.72        | 314,319.55        | 195,746.17          | 62.3%           |
| <b>Total Checking/Savings</b>                     | <b>510,065.72</b> | <b>314,319.55</b> | <b>195,746.17</b>   | <b>62.3%</b>    |
| <b>Accounts Receivable</b>                        |                   |                   |                     |                 |
| 1200-00 · Accounts Receivable                     | 7,273.02          | 191,972.20        | (184,699.18)        | (96.2)%         |
| <b>Total Accounts Receivable</b>                  | <b>7,273.02</b>   | <b>191,972.20</b> | <b>(184,699.18)</b> | <b>(96.2)%</b>  |
| <b>Other Current Assets</b>                       |                   |                   |                     |                 |
| 1300 · Reimbursements Receivable                  | 441.61            | 0.00              | 441.61              | 100.0%          |
| 1350-00 · Security Deposits                       | 100.00            | 0.00              | 100.00              | 100.0%          |
| <b>Total Other Current Assets</b>                 | <b>541.61</b>     | <b>0.00</b>       | <b>541.61</b>       | <b>100.0%</b>   |
| <b>Total Current Assets</b>                       | <b>517,880.35</b> | <b>506,291.75</b> | <b>11,588.60</b>    | <b>2.3%</b>     |
| <b>Other Assets</b>                               |                   |                   |                     |                 |
| 1400-00 · Prepaid Expenses                        | 27,484.02         | 4,764.97          | 22,719.05           | 476.8%          |
| <b>Total Other Assets</b>                         | <b>27,484.02</b>  | <b>4,764.97</b>   | <b>22,719.05</b>    | <b>476.8%</b>   |
| <b>TOTAL ASSETS</b>                               | <b>545,364.37</b> | <b>511,056.72</b> | <b>34,307.65</b>    | <b>6.7%</b>     |
| <b>LIABILITIES &amp; EQUITY</b>                   |                   |                   |                     |                 |
| <b>Liabilities</b>                                |                   |                   |                     |                 |
| <b>Current Liabilities</b>                        |                   |                   |                     |                 |
| <b>Accounts Payable</b>                           |                   |                   |                     |                 |
| 2000-00 · Accounts Payable                        | 79,178.83         | 128,072.89        | (48,894.06)         | (38.2)%         |
| <b>Total Accounts Payable</b>                     | <b>79,178.83</b>  | <b>128,072.89</b> | <b>(48,894.06)</b>  | <b>(38.2)%</b>  |
| <b>Credit Cards</b>                               |                   |                   |                     |                 |
| 2080 · Bank of the West Credit Cards              |                   |                   |                     |                 |
| 2080-02 · MC_4222 Jason                           | 0.00              | 1,634.56          | (1,634.56)          | (100.0)%        |
| 2080-05 · MC_2107 Greg                            | 0.00              | 630.86            | (630.86)            | (100.0)%        |
| 2080-09 · MC_3126 Sarah                           | 0.00              | 1,224.13          | (1,224.13)          | (100.0)%        |
| 2080-12 · MC_9495 AI                              | 0.00              | 80.00             | (80.00)             | (100.0)%        |
| <b>Total 2080 · Bank of the West Credit Cards</b> | <b>0.00</b>       | <b>3,569.55</b>   | <b>(3,569.55)</b>   | <b>(100.0)%</b> |
| <b>Total Credit Cards</b>                         | <b>0.00</b>       | <b>3,569.55</b>   | <b>(3,569.55)</b>   | <b>(100.0)%</b> |
| <b>Total Current Liabilities</b>                  | <b>79,178.83</b>  | <b>131,642.44</b> | <b>(52,463.61)</b>  | <b>(39.9)%</b>  |
| <b>Total Liabilities</b>                          | <b>79,178.83</b>  | <b>131,642.44</b> | <b>(52,463.61)</b>  | <b>(39.9)%</b>  |
| <b>Equity</b>                                     |                   |                   |                     |                 |
| 32000 · Unrestricted Net Assets                   | 189,432.74        | 176,268.43        | 13,164.31           | 7.5%            |
| Net Income  | 276,752.80        | 203,145.85        | 73,606.95           | 36.2%           |
| <b>Total Equity</b>                               | <b>466,185.54</b> | <b>379,414.28</b> | <b>86,771.26</b>    | <b>22.9%</b>    |
| <b>TOTAL LIABILITIES &amp; EQUITY</b>             | <b>545,364.37</b> | <b>511,056.72</b> | <b>34,307.65</b>    | <b>6.7%</b>     |

# North Lake Tahoe Marketing Cooperative

## A/R Aging Summary

As of December 31, 2018

|                             | <u>Current</u>       | <u>1 - 30</u>      | <u>31 - 60</u>       | <u>61 - 90</u>     | <u>&gt; 90</u>         | <u>TOTAL</u>           |
|-----------------------------|----------------------|--------------------|----------------------|--------------------|------------------------|------------------------|
| Black Diamond Agency Ltd*   | 0.00                 | 0.00               | 0.00                 | 0.00               | 2,000.00               | 2,000.00               |
| NLTRA*                      | 332.00               | 0.00               | 0.00                 | 0.00               | 0.00                   | 332.00                 |
| Resort at Squaw Creek*      | 0.00                 | 0.00               | 0.00                 | 0.00               | 3,286.11               | 3,286.11               |
| The Landing Resort & Spa    | 0.00                 | 0.00               | 0.00                 | 0.00               | 1,279.91               | 1,279.91               |
| The Village at Squaw Valley | 0.00                 | 0.00               | 375.00               | 0.00               | 0.00                   | 375.00                 |
| <b>TOTAL</b>                | <b><u>332.00</u></b> | <b><u>0.00</u></b> | <b><u>375.00</u></b> | <b><u>0.00</u></b> | <b><u>6,566.02</u></b> | <b><u>7,273.02</u></b> |

**North Lake Tahoe Marketing Cooperative**  
**A/P Aging Summary**  
**As of December 31, 2018**

|                      | <u>Current</u>          | <u>1 - 30</u>           | <u>31 - 60</u>       | <u>61 - 90</u>     | <u>&gt; 90</u>     | <u>TOTAL</u>            |
|----------------------|-------------------------|-------------------------|----------------------|--------------------|--------------------|-------------------------|
| Augustineldeas       | 0.00                    | 3,718.22                | 0.00                 | 0.00               | 0.00               | 3,718.22                |
| IVCB Visitors Bureau | 2,050.45                | 0.00                    | 0.00                 | 0.00               | 0.00               | 2,050.45                |
| Jason Neary          | 244.71                  | 0.00                    | 0.00                 | 0.00               | 0.00               | 244.71                  |
| Move Mountains       | 0.00                    | 0.00                    | 366.00               | 0.00               | 0.00               | 366.00                  |
| NLTRA                | 10,826.61               | 0.00                    | 0.00                 | 0.00               | 0.00               | 10,826.61               |
| Pat Ross/Insignia    | 2,396.13                | 0.00                    | 0.00                 | 0.00               | 0.00               | 2,396.13                |
| Richter7             | 31,578.72               | 0.00                    | 0.00                 | 0.00               | 0.00               | 31,578.72               |
| Sarah Winters        | 56.91                   | 0.00                    | 0.00                 | 0.00               | 0.00               | 56.91                   |
| Smith & Jones, Inc.  | 0.00                    | 6,602.75                | 0.00                 | 0.00               | 0.00               | 6,602.75                |
| The Abbi Agency, Inc | 21,338.33               | 0.00                    | 0.00                 | 0.00               | 0.00               | 21,338.33               |
| <b>TOTAL</b>         | <b><u>68,491.86</u></b> | <b><u>10,320.97</u></b> | <b><u>366.00</u></b> | <b><u>0.00</u></b> | <b><u>0.00</u></b> | <b><u>79,178.83</u></b> |

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

December 2018

|   | Dec 18         | Budget         | Jul - Dec 18     | YTD Budget       | Annual Budget    |
|---|----------------|----------------|------------------|------------------|------------------|
| <b>Income</b>                             |                |                |                  |                  |                  |
| 4000-00 · LTIVCBVB Funding                | 39,449         | 39,449         | 536,622          | 536,622          | 942,000          |
| 4001-00 · NLTRA Funding                   | 121,652        | 121,652        | 729,915          | 729,910          | 1,459,822        |
| 4004-00 · IVCBVB Entertainment            | 0              | 0              | 4,000            | 4,000            | 8,000            |
| <b>Total Income</b>                       | <b>161,101</b> | <b>161,101</b> | <b>1,270,537</b> | <b>1,270,532</b> | <b>2,409,822</b> |
| <b>Gross Profit</b>                       | <b>161,101</b> | <b>161,101</b> | <b>1,270,537</b> | <b>1,270,532</b> | <b>2,409,822</b> |
| <b>Expense</b>                            |                |                |                  |                  |                  |
| <b>5000-00 · CONSUMER MARKETING</b>       |                |                |                  |                  |                  |
| 5001-00 · Broadcast / Radio - High Notes  | 0              | 0              | 13,472           | 20,000           | 20,000           |
| 5002-00 · Consumer Print                  | 0              | 0              | 24,000           | 24,000           | 40,000           |
| 5002-01 · Native Display                  | 0              | 5,250          | 3,063            | 13,750           | 50,000           |
| 5004-00 · Trip Advisor                    | 3,305          | 19,375         | 20,673           | 35,000           | 95,000           |
| 5005-00 · Paid Social                     | 5,956          | 10,600         | 37,602           | 52,950           | 135,000          |
| 5005-01 · Digital Display                 | 11,452         | 7,050          | 50,706           | 50,614           | 115,004          |
| 5005-02 · Retargeting Video               | 0              | 710            | 0                | 4,210            | 10,000           |
| 5007-00 · Creative Production             | 1,601          | 10,000         | 58,823           | 61,000           | 121,000          |
| 5010-00 · Account Strategy & Management   | 7,000          | 7,000          | 42,000           | 42,000           | 84,000           |
| 5010-01 · Digital Management & Reporting  | 3,000          | 3,000          | 18,000           | 18,000           | 36,000           |
| 5010-02 · Website Strategy & Analysis     | 2,000          | 2,000          | 12,000           | 12,000           | 24,000           |
| 5013-00 · Outdoor                         | 0              | 0              | 0                | 0                | 95,000           |
| 5015-00 · Video                           | 1,818          | 5,000          | 6,572            | 16,000           | 25,000           |
| 5017-00 · Rich Media                      | 0              | 0              | 20,000           | 0                | 50,000           |
| 5018-00 · Media Commission                | 3,438          | 6,719          | 22,371           | 34,381           | 98,796           |
| 5018-01 · Digital Ad Serving              | 364            | 625            | 609              | 3,750            | 7,500            |
| 5018-03 · Strategic Marketing Plan        | 0              | 0              | 0                | 3,500            | 3,500            |
| 5020-00 · Search Engine Marketing         | 3,659          | 3,700          | 20,103           | 20,200           | 50,000           |
| 5022-00 · Email                           | 0              | 0              | 12,878           | 12,750           | 45,000           |
| 5023-00 · Additional Opportunities        | 0              | 0              | 0                | 40,479           | 40,479           |
| 5025-00 · Expedia                         | 0              | 0              | 0                | 22,500           | 30,000           |
| <b>Total 5000-00 · CONSUMER MARKETING</b> | <b>43,592</b>  | <b>81,029</b>  | <b>362,872</b>   | <b>487,084</b>   | <b>1,175,279</b> |
| <b>5110-00 · LEISURE SALES</b>            |                |                |                  |                  |                  |
| 5107-00 · Creative Production             | 0              | 0              | 2,164            | 500              | 2,500            |
| 5111-00 · FAMS - Domestic                 | (1,500)        | 0              | (1,478)          | 0                | 1,250            |
| 5112-00 · Training / Sales Calls          | 834            | 0              | 1,279            | 2,000            | 3,500            |
| 5113-00 · Additional Opportunities        | 436            | 0              | 4,640            | 3,000            | 7,000            |
| 5115-00 · Travel Agent Incentive Program  | 0              | 0              | 0                | 0                | 1,000            |
| 5120-00 · Domestic - Trade Shows          | 649            | 750            | 1,147            | 2,750            | 4,750            |
| 5131-00 · FAMS -Intl - Travel Trade       | 1,034          | 500            | 1,423            | 2,750            | 6,500            |
| 5132-00 · FAMS -Intl - Media              | 45             | 1,000          | 3,501            | 6,000            | 12,000           |
| 5133-00 · Ski-Tops                        | 0              | 1,200          | 0                | 2,000            | 3,250            |
| 5134-00 · Intl Marketing - Additional Opp | 0              | 0              | 3,555            | 3,000            | 13,000           |
| 5136-00 · Tour Operator Brochure Support  | 3,000          | 0              | 5,500            | 0                | 6,000            |
| 5137-00 · Co-op Opportunities             | 0              | 0              | 4,000            | 5,000            | 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       | 2,046          | 2,500          | 4,241            | 2,500            | 5,500            |
| 5144-00 · IPW - POW WOW                   | 0              | 0              | 9,930            | 0                | 9,000            |
| 5145-00 · TIA Annual Dues                 | 0              | 0              | 2,635            | 0                | 2,500            |
| 5146-00 · UK / Black Diamond              | 0              | 0              | 16,373           | 22,500           | 45,000           |
| 5147-00 · AUS / Gate 7                    | 2,567          | 0              | 25,939           | 20,500           | 41,000           |
| 5149-00 · Mexico Program                  | 1,722          | 2,000          | 3,846            | 5,000            | 5,000            |
| 5150-00 · China Program                   | 0              | 0              | 3,551            | 8,500            | 8,500            |
| 5151-00 · RTO West                        | 0              | 0              | 1,895            | 1,695            | 4,195            |
| 5152-00 · Go West                         | 0              | 0              | 0                | 0                | 1,500            |
| 5154-00 · Canada                          | 0              | 0              | 17,388           | 15,000           | 25,000           |
| 5155-00 · California Star Program         | 0              | 0              | 3,500            | 3,500            | 3,500            |
| <b>Total 5110-00 · LEISURE SALES</b>      | <b>10,831</b>  | <b>7,950</b>   | <b>117,483</b>   | <b>106,195</b>   | <b>235,445</b>   |
| <b>5200-00 · PUBLIC RELATIONS</b>         |                |                |                  |                  |                  |
| 5200-01 · Strategy, Reporting, Mgmt, Etc. | 2,200          | 2,200          | 13,200           | 13,200           | 26,400           |
| 5201-00 · National, Regional, & Local PR  | 5,000          | 5,000          | 30,000           | 30,000           | 60,000           |
| 5202-00 · PR Program/ Content Dev - Blogs | 1,800          | 1,800          | 10,800           | 10,800           | 21,600           |
| 5204-00 · Media Mission(s)                | 200            | 0              | 1,750            | 5,300            | 10,600           |
| 5206-00 · Digital Buy/ Social Media Boost | 500            | 500            | 3,000            | 3,000            | 6,000            |
| 5207-00 · Content Campaigns/Tools-My Emma | 300            | 300            | 1,800            | 1,800            | 3,600            |
| 5208-00 · International Travel Media FAMS | 1,000          | 0              | 4,466            | 6,000            | 12,000           |
| 5209-00 · Domestic Travel Media FAMS      | 0              | 3,208          | 9,953            | 19,250           | 38,500           |
| 5210-00 · Content Dev - Newsletters       | 2,000          | 2,000          | 12,000           | 12,000           | 24,000           |
| 5211-00 · Social Media Strategy & Mgmt    | 4,000          | 4,000          | 24,000           | 24,000           | 48,000           |
| 5212-00 · Social Giveaways & Contests     | 3,500          | 0              | 4,600            | 4,450            | 8,900            |
| 5213-00 · Facebook Live                   | 0              | 1,620          | 1,500            | 3,240            | 6,480            |



# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

01/22/19

Accrual Basis

December 2018

|   | Dec 18        | Budget        | Jul - Dec 18   | YTD Budget     | Annual Budget  |
|---|---------------|---------------|----------------|----------------|----------------|
| 5214-00 · Social Takeover                       | 0             | 1,100         | 6,688          | 6,400          | 13,000         |
| 5215-00 · Content Campaign-Local Luminary       | 0             | 0             | 13,500         | 11,000         | 22,000         |
| <b>Total 5200-00 · PUBLIC RELATIONS</b>         | <b>20,500</b> | <b>21,728</b> | <b>137,257</b> | <b>150,440</b> | <b>301,080</b> |
| <b>6000-00 · CONFERENCE SALES</b>               |               |               |                |                |                |
| 6002-00 · Destination Print                     | 0             | 0             | 8,800          | 8,500          | 20,500         |
| 6003-00 · Geo-Fence Targeting                   | 0             | 100           | 3,000          | 3,000          | 3,000          |
| 6004-00 · Email                                 | 850           | 850           | 5,900          | 5,100          | 10,200         |
| 6004-01 · Newsletter                            | 0             | 0             | 0              | 1,650          | 5,950          |
| 6005-00 · Paid Media                            | 791           | 792           | 4,728          | 6,078          | 12,154         |
| 6006-00 · CVENT                                 | 0             | 0             | 13,196         | 13,196         | 13,196         |
| 6007-00 · Creative Production                   | 5,825         | 2,000         | 16,102         | 10,000         | 20,000         |
| 6008-00 · Conference PR / Social Outreach       | 1,000         | 1,000         | 6,000          | 6,000          | 12,000         |
| 6010-00 · Collateral Production                 | 0             | 2,500         | 0              | 5,000          | 7,500          |
| 6018-00 · MCC Media Commission                  | 246           | 226           | 6,070          | 4,879          | 8,450          |
| 6018-01 · MCC Digital Ad Serving                | 1             | 0             | 36             | 200            | 200            |
| 6019-00 · Conference Direct Partnership         | 0             | 0             | 0              | 5,000          | 5,000          |
| 6128-00 · HelmsBriscoe Strategic Partner        | 500           | 0             | 3,000          | 0              | 6,000          |
| 6152-00 · Client Events / Opportunities         | 7,625         | 0             | 14,740         | 7,500          | 18,000         |
| 6153-00 · Chicago Sales Rep Support             | 5,850         | 2,500         | 6,540          | 3,000          | 10,000         |
| <b>Total 6000-00 · CONFERENCE SALES</b>         | <b>22,687</b> | <b>9,968</b>  | <b>88,112</b>  | <b>79,103</b>  | <b>152,150</b> |
| <b>6100-00 · TRADE SHOWS</b>                    |               |               |                |                |                |
| 6111-00 · Site Inspections                      | 176           | 250           | 2,984          | 2,500          | 7,000          |
| 6115-00 · Chicago Holiday Showcase              | 0             | 0             | 0              | 0              | 3,000          |
| 6116-00 · CalSAE Seasonal Spectacular           | 588           | 450           | 4,142          | 2,950          | 3,000          |
| 6118-00 · ASAE Annual                           | 0             | 0             | 5,946          | 4,250          | 4,250          |
| 6120-00 · AFW Client Event                      | 0             | 0             | 821            | 3,000          | 3,000          |
| 6120-01 · Sac River Cats Client Event           | 0             | 0             | 2,003          | 3,000          | 3,000          |
| 6127-00 · CalSAE Annual                         | 31            | 5,000         | 185            | 5,000          | 6,700          |
| 6136-00 · Mountain Travel Symposium             | 0             | 2,500         | 0              | 2,500          | 4,895          |
| 6143-00 · Connect Marketplace                   | 0             | 0             | 2,402          | 2,500          | 10,000         |
| 6144-00 · ASAE XDP                              | 0             | 0             | 0              | 2,500          | 4,000          |
| 6150-01 · Luxury Meeting Summit Northwest       | 0             | 0             | 1,650          | 1,500          | 3,000          |
| 6150-02 · Luxury Summit Meeting Texas           | 0             | 0             | 3,300          | 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             | 0             | 3,300          | 4,200          | 4,200          |
| 6151-00 · Destination CA                        | 0             | 0             | 0              | 0              | 1,500          |
| 6154-00 · HelmsBriscoe ABC                      | 0             | 4,000         | 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                       | 1,177         | 0             | 4,877          | 5,750          | 5,750          |
| 6157-00 · HPN Partner Conference                | 0             | 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             | 0             | 1,756          | 2,000          | 2,000          |
| 6161-00 · Connect Southwest                     | 3,700         | 700           | 3,700          | 4,450          | 4,450          |
| 6162-00 · Connect Tech & Medical                | 0             | 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                     | 795           | 0             | 795            | 0              | 2,900          |
| 6167-00 · Nor Cal DMO                           | 0             | 1,000         | 0              | 2,500          | 4,500          |
| <b>Total 6100-00 · TRADE SHOWS</b>              | <b>6,467</b>  | <b>13,900</b> | <b>49,124</b>  | <b>86,800</b>  | <b>134,145</b> |
| 6106-00 · CalSAE Seasonal Spectacular           | 2,396         |               | 2,396          |                |                |
| <b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b> |               |               |                |                |                |
| 5008-00 · Cooperative Programs                  | 4,468         | 0             | 15,182         | 18,000         | 51,000         |
| 5009-00 · Fulfillment / Mail                    | 420           | 0             | 9,483          | 7,000          | 13,000         |
| 5021-00 · RASC-Reno Air Service Corp            | 0             | 0             | 50,000         | 50,000         | 100,000        |
| 5123-00 · HSVC - High Sierra Visitors           | 0             | 0             | 2,000          | 0              | 2,250          |
| 7001-00 · Miscellaneous                         | 0             | 250           | 0              | 1,500          | 3,000          |
| 7002-00 · CRM Subscription                      | 833           | 0             | 5,000          | 10,000         | 10,000         |
| 7003-00 · IVCBVB Entertainment Fund             | 759           | 2,000         | 2,351          | 4,000          | 8,000          |
| 7004-00 · Research                              | 1,265         | 0             | 5,174          | 0              | 45,000         |
| 7005-00 · Film Festival                         | 0             | 0             | 15,000         | 15,000         | 15,000         |
| 7006-00 · Special Events                        | 0             | 0             | 0              | 0              | 45,000         |
| 7007-00 · Destimetrics / DMX                    | 0             | 0             | 16,675         | 16,676         | 33,352         |
| 7008-00 · Opportunistic Funds                   | 539           | 0             | 76,500         | 6,600          | 16,600         |
| 7009-00 · Tahoe Cam Usage                       | 0             | 177           | 531            | 1,062          | 2,124          |
| 8700-00 · Automobile Expense*                   | 284           | 200           | 2,852          | 1,200          | 2,400          |
| 7000-00 · COMMITTED & ADMIN EXPENSES - Other    | 0             |               | (5,779)        |                |                |

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

December 2018

|  | <u>Dec 18</u> | <u>Budget</u> | <u>Jul - Dec 18</u> | <u>YTD Budget</u> | <u>Annual Budget</u> |
|--|---------------|---------------|---------------------|-------------------|----------------------|
| <b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>    | 8,568         | 2,627         | 194,970             | 131,038           | 346,726              |
| <b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>       |               |               |                     |                   |                      |
| 8002-00 · Content Manager Contractor                     | 3,583         | 3,750         | 21,500              | 22,500            | 45,000               |
| 8003-00 · Website Hosting Maintenance                    | 6,343         | 0             | 20,071              | 10,000            | 20,000               |
| <b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b> | 9,926         | 3,750         | 41,571              | 32,500            | 65,000               |
| <b>Total Expense</b>                                     | 124,967       | 140,952       | 993,784             | 1,073,160         | 2,409,825            |
| <b>Net Income</b>  | <u>36,134</u> | <u>20,149</u> | <u>276,753</u>      | <u>197,372</u>    | <u>(3)</u>           |

KEY METRICS FOR December 31, 2018 FINANCIAL STATEMENTS

| Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru November 2018) |                |                |                |                |               |         |
|--|----------------|----------------|----------------|----------------|---------------|---------|
| Fiscal Year  | Q1 (Jul - Sep) | Q2 (Oct - Dec) | Q3 (Jan - Mar) | Q4 (Apr - Jun) | Total         |         |
| 2011 - 2012  | 3,683,345      | 1,794,633      | 3,159,674      | 1,554,224      | \$ 10,191,876 |         |
| 2012 - 2013  | 3,882,952      | 2,106,483      | 4,263,868      | 1,447,976      | \$ 11,701,279 |         |
| 2013 - 2014  | 4,525,882      | 2,145,820      | 3,569,535      | 1,751,001      | \$ 11,992,238 |         |
| 2014 - 2015  | 4,693,908      | 2,527,728      | 3,513,439      | 1,868,331      | \$ 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      | 3,341,060      | 6,115,617      | 3,353,607      | \$ 18,315,636 |         |
| 2017 - 2018  | 6,270,608      | 3,443,205      | 5,599,426      | 3,165,320      | \$ 18,478,559 |         |
| 2018 - 2019  | 6,855,975      | 183,272        |                |                | \$ 7,039,247  | 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   | 26,452        | 25,849        | 27,233        | 26,604        | -2.31%       |
| Phone   | 1,432         | 2,152         | 1,905         | 1,668         | -12.44%      |
| Email   | 105           | 208           | 220           | 215           | -2.27%       |
| Kings Beach (Walk In)   | 8,609         | 3,926         | 8,733         | 11,439        | 30.99%       |
| MP - Event Traffic  | 2,069         | 4,195         | 3,127         | 3,295         | 5.37%        |
| <b>Total</b>  | <b>38,667</b> | <b>36,330</b> | <b>41,218</b> | <b>43,221</b> | <b>4.86%</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> |

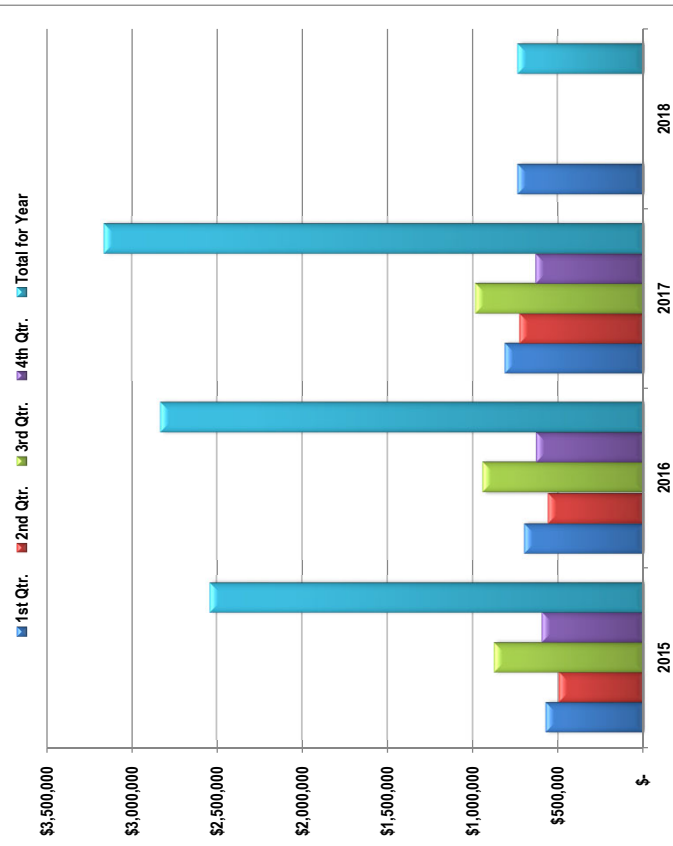
| Unemployment Rates - EDD     |           |           |          |          |
|------------------------------|-----------|-----------|----------|----------|
| California (pop. 38,332,521) | June 2014 | July 2015 | Aug 2016 | Dec 2018 |
| Placer County (367,309)      | 7.1%      | 6.7%      | 5.5%     | 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                          | 43.8%      | 50.3%      | 14.9%        |  |
| ADR (Average Daily Rate)           | \$ 406     | \$ 395     | -2.7%        |  |
| RevPAR (Rev per Available Room)    | \$ 178     | \$ 199     | 11.8%        |  |
| Occupancy 1 Mth Forecast           | 31.8%      | 41.7%      | 31.2%        |  |
| ADR 1 Mth Forecast                 | \$ 348     | \$ 326     | -6.3%        |  |
| RevPAR 1 Mth Forecast              | \$ 110     | \$ 136     | 22.9%        |  |
| Occupancy (prior 6 months)         | 49.2%      | 52.8%      | 7.3%         |  |
| ADR (prior 6 months)               | \$ 307     | \$ 310     | 0.8%         |  |
| RevPAR (prior 6 months)            | \$ 151     | \$ 164     | 8.2%         |  |
| Occupancy (next 6 months)          | 21.9%      | 21.3%      | -2.7%        |  |
| ADR (next 6 months)                | \$ 310     | \$ 304     | -1.9%        |  |
| RevPAR (next 6 months)             | \$ 68      | \$ 65      | -4.6%        |  |

| Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly) |                     |                          |
|---|---------------------|--------------------------|
|   | June 2014           | Total Chamber Membership |
| FY 2015-16 Contract   | \$ 4,260,134        | 457                      |
| FY 2016-17 Contract   | 2,526,980           | 474                      |
| <b>Total Fund Balances</b>  | <b>\$ 6,787,115</b> | <b>931</b>               |
|   | June 2018           | 378                      |

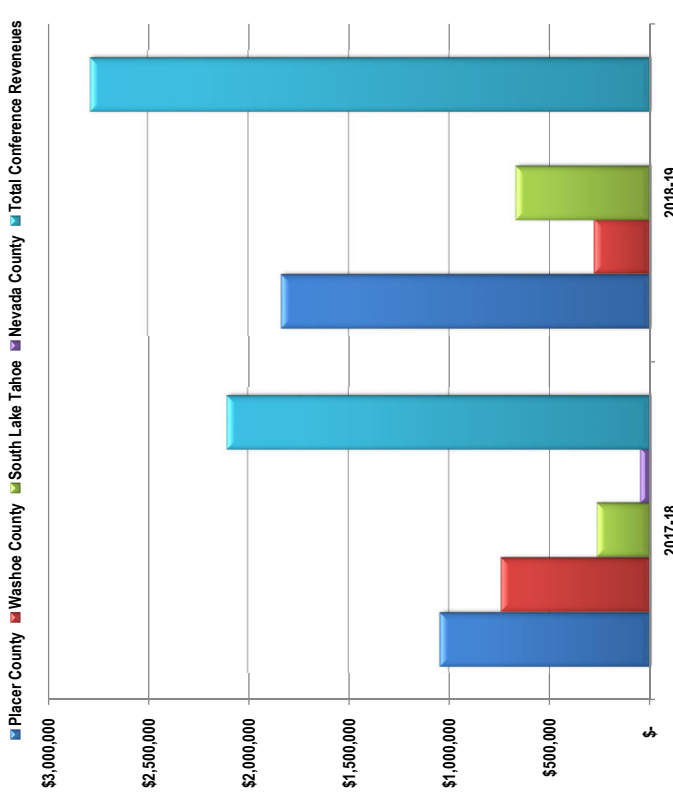
| Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 12/31/2018 |             |              |                     |                     |                     |               |
|--|-------------|--------------|---------------------|---------------------|---------------------|---------------|
| FORWARD LOOKING  | 2017-18     |              | 2018-19             |                     | YOY % Change        |               |
|  | Actuals     | Forecasted   | Forecasted          | Forecasted          |                     |               |
| Total Revenue Booked   | \$2,568,183 | \$ 2,107,393 | \$ 2,585,767        | \$ 2,585,767        | 22.70%              |               |
| Commission for this Revenue  | \$ 60,863   | \$ 60,272    | \$ 71,924           | \$ 71,924           | 19.33%              |               |
| Number of Room Nights  | 12,962      | 12,318       | 14,905              | 14,905              | 21.00%              |               |
| Number of Bookings   | 76          | 49           | 60                  | 60                  | 22.45%              |               |
| Conference Revenue And Percentage by County:                                     |             |              |                     |                     |                     |               |
|  | 17-18       | 18-19        |                     |                     |                     |               |
| Placer   | 50%         | 66%          | \$ 1,392,285        | \$ 1,046,673        | \$ 1,838,304        | 75.63%        |
| Washoe   | 35%         | 10%          | \$ 730,318          | \$ 280,735          | \$ 280,735          | -62.28%       |
| South Lake   | 13%         | 24%          | \$ 397,939          | \$ 266,188          | \$ 669,978          | 151.69%       |
| Nevada   | 2%          | 0%           | \$ 50,288           | \$ 50,288           | \$ -                | -100.00%      |
| <b>Total Conference Revenue</b>  | <b>100%</b> | <b>100%</b>  | <b>\$ 2,570,830</b> | <b>\$ 2,107,393</b> | <b>\$ 2,789,017</b> | <b>32.34%</b> |
| <b>CURRENT</b>   |             |              |                     |                     |                     |               |
| NLT - Annual Revenue Goal  |             |              | \$ 2,500,000        | \$ 2,500,000        | \$ 2,500,000        | 0.00%         |
| Annual Commission Goal   |             |              | \$ 70,000           | \$ 50,000           | \$ 50,000           | -28.57%       |

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



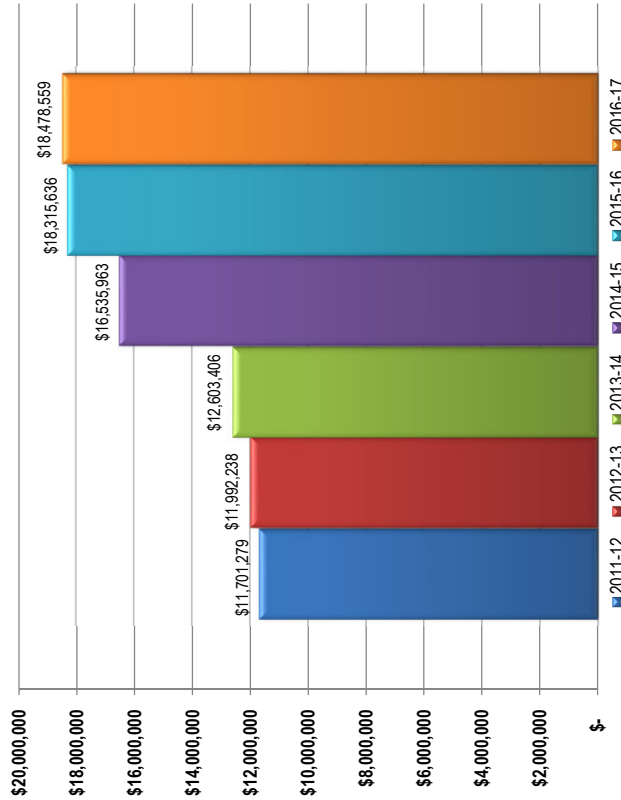
| Quarter             | 2015                | 2016                | 2017                | 2018              | YOY % Change   |
|---------------------|---------------------|---------------------|---------------------|-------------------|----------------|
| First (Jan - Mar)   | \$ 573,778          | \$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

### Conference Revenue Statistics & Revenue Share by County



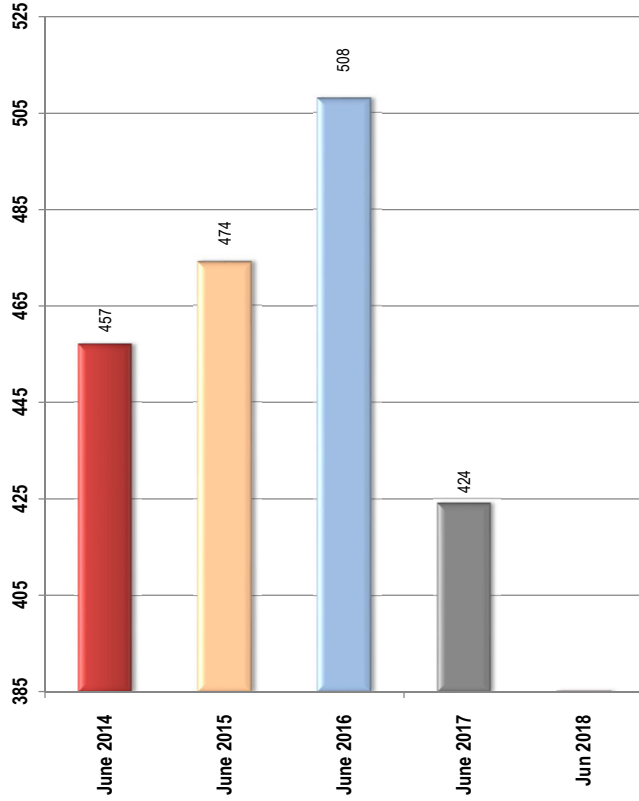
| Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 12/31/2018 |                     |                     |                     |                     |               |
|--|---------------------|---------------------|---------------------|---------------------|---------------|
|  | 2017-18             | 2018-19             | Forecasted          | Forecasted          | YOY % Change  |
| <b>FORWARD LOOKING</b>   |                     |                     |                     |                     |               |
| Total Revenue Booked   | \$ 2,107,393        | \$ 2,585,767        | \$ 2,585,767        | \$ 2,585,767        | 22.70%        |
| Commission for this Revenue  | 60,272              | 71,924              | 71,924              | 71,924              | 19.33%        |
| Number of Room Nights  | 12,318              | 14,905              | 14,905              | 14,905              | 21.00%        |
| Number of Bookings   | 49                  | 60                  | 60                  | 60                  | 22.45%        |
| <b>CURRENT</b>   |                     |                     |                     |                     |               |
| NLT - Annual Revenue Goal  | \$ 2,500,000        | \$ 2,500,000        | \$ 2,500,000        | \$ 2,500,000        | 0.00%         |
| Annual Commission Goal   | \$ 70,000           | \$ 50,000           | \$ 50,000           | \$ 50,000           | -28.57%       |
| Conference Revenue And Percentage by County:                                     |                     |                     |                     |                     |               |
| Placer   | \$ 1,046,673        | \$ 1,838,304        | \$ 1,838,304        | \$ 1,838,304        | 75.63%        |
| Washoe   | \$ 744,244          | \$ 280,735          | \$ 280,735          | \$ 280,735          | -62.28%       |
| South Lake   | \$ 266,188          | \$ 669,978          | \$ 669,978          | \$ 669,978          | 151.69%       |
| Nevada   | \$ 50,288           | \$ -                | \$ -                | \$ -                | -100.00%      |
| <b>Total Conference Revenue</b>  | <b>\$ 2,107,393</b> | <b>\$ 2,769,017</b> | <b>\$ 2,769,017</b> | <b>\$ 2,769,017</b> | <b>32.34%</b> |

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



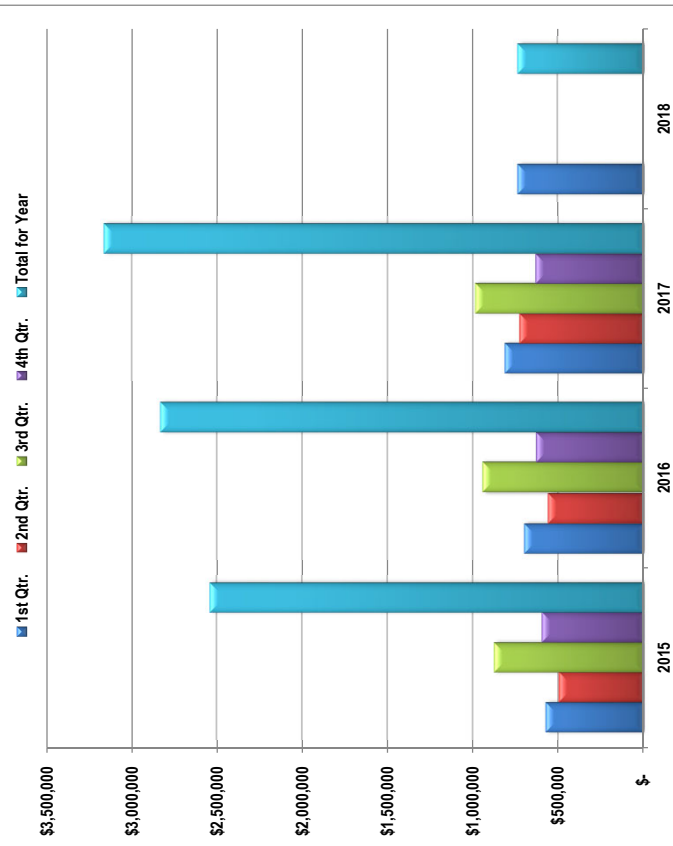
| Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru November 2018) |                |                |                |                |               |  |
|--|----------------|----------------|----------------|----------------|---------------|--|
| Fiscal Year  | Q1 (Jul - Sep) | Q2 (Oct - Dec) | Q3 (Jan - Mar) | Q4 (Apr - Jun) | Total         |  |
| 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   | \$ 3,341,060   | \$ 6,115,617   | \$ 3,353,607   | \$ 18,315,636 |  |
| 2017 - 2018  | \$ 6,270,608   | \$ 3,443,205   | \$ 5,599,426   | \$ 3,165,320   | \$ 18,478,559 |  |
| 2018 - 2019  | \$ 6,855,975   | \$ 183,272     | \$ -           | \$ -           | \$ 7,039,247  |  |

### Chamber Membership (# of Members)



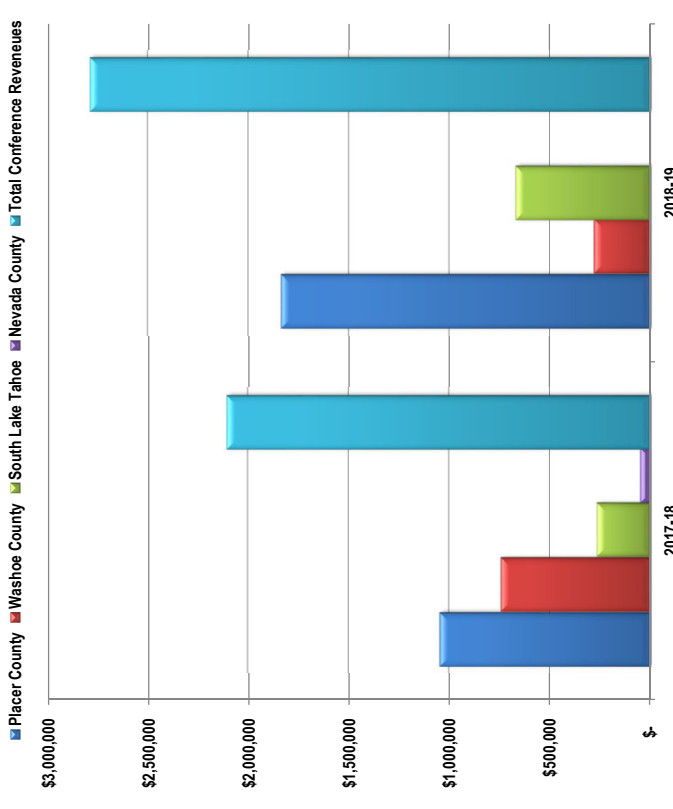
| Chamber Of Commerce Total Membership |            |
|--------------------------------------|------------|
| June 2014                            | 457        |
| June 2015                            | 474        |
| June 2016                            | 508        |
| June 2017                   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

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



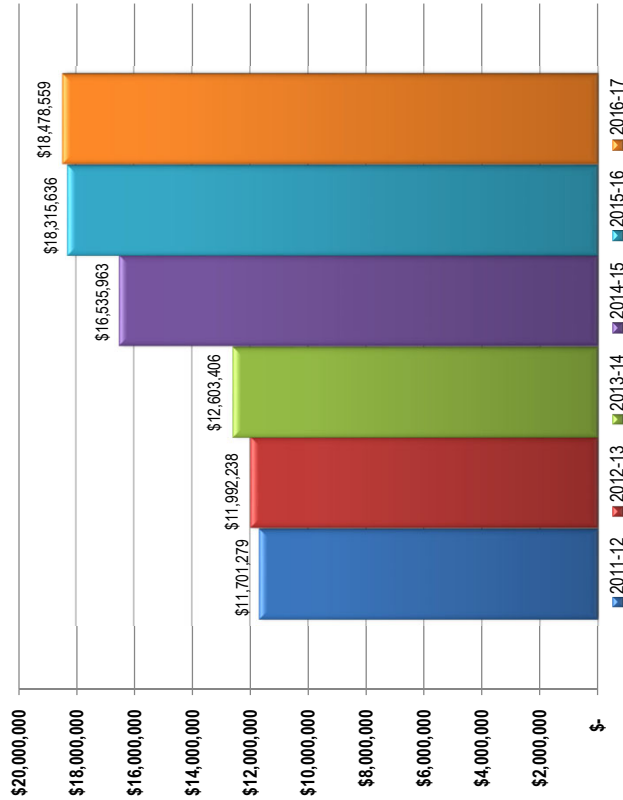
| Quarter             | 2015                | 2016                | 2017                | 2018              | YOY % Change   |
|---------------------|---------------------|---------------------|---------------------|-------------------|----------------|
| First (Jan - Mar)   | \$ 573,778          | \$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

### Conference Revenue Statistics & Revenue Share by County



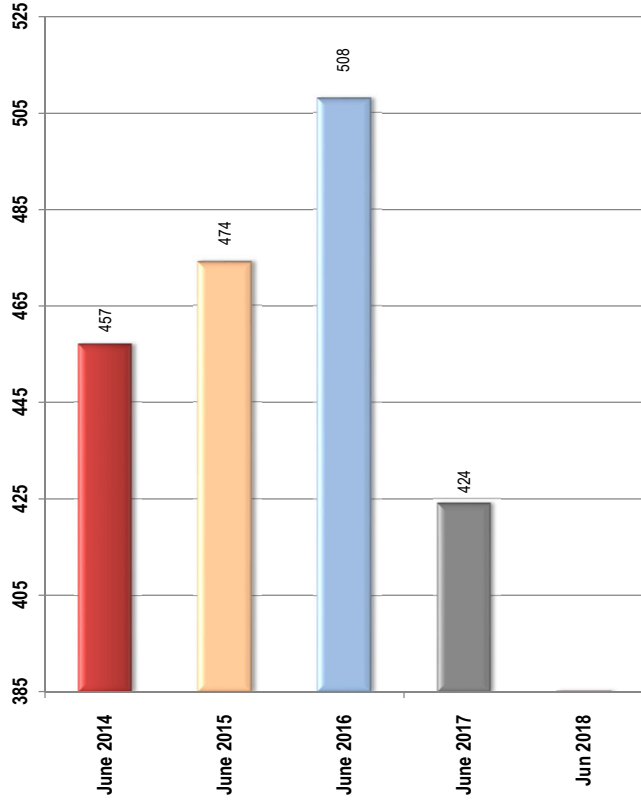
| Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 12/31/2018 |                     |                     |            |            |               |
|--|---------------------|---------------------|------------|------------|---------------|
|  | 2017-18             | 2018-19             | Forecasted | Forecasted | YOY % Change  |
| <b>FORWARD LOOKING</b>   |                     |                     |            |            |               |
| Total Revenue Booked   | \$ 2,107,393        | \$ 2,585,767        |            |            | 22.70%        |
| Commission for this Revenue  | 60,272              | 71,924              |            |            | 19.33%        |
| Number of Room Nights  | 12,318              | 14,905              |            |            | 21.00%        |
| Number of Bookings   | 49                  | 60                  |            |            | 22.45%        |
| <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   | \$ 1,046,673        | \$ 1,838,304        |            |            | 75.63%        |
| Washoe   | \$ 744,244          | \$ 280,735          |            |            | -62.28%       |
| South Lake   | \$ 266,188          | \$ 669,978          |            |            | 151.69%       |
| Nevada   | \$ 50,288           | \$ -                |            |            | -100.00%      |
| <b>Total Conference Revenue</b>  | <b>\$ 2,107,393</b> | <b>\$ 2,789,017</b> |            |            | <b>32.34%</b> |

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



| Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru November 2018) |                |                |                |                |               |  |
|--|----------------|----------------|----------------|----------------|---------------|--|
| Fiscal Year  | Q1 (Jul - Sep) | Q2 (Oct - Dec) | Q3 (Jan - Mar) | Q4 (Apr - Jun) | Total         |  |
| 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 |  |
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| 2016 - 2017  | \$ 5,505,352   | \$ 3,341,060   | \$ 6,115,617   | \$ 3,353,607   | \$ 18,315,636 |  |
| 2017 - 2018  | \$ 6,270,608   | \$ 3,443,205   | \$ 5,599,426   | \$ 3,165,320   | \$ 18,478,559 |  |
| 2018 - 2019  | \$ 6,855,975   | \$ 183,272     | \$ -           | \$ -           | \$ 7,039,247  |  |

### 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> |

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

Month\*Yr December 2018  
Employee Gustafson, Cindy

| POSTING DATE | DOC REF | VENDOR                   | RECEIPT OR INVOICE # | PURPOSE                                    | PAID BY CC | OUT OF POCKET | BUDGET CODE |
|--------------|---------|--------------------------|----------------------|--|------------|---------------|-------------|
| 12.04.2018   | A       | Danielle Hankinson       | 105163366 837        | Admin Supplies                             | 30.00      |               | 5520-00/70  |
| 12.10.2018   | B       | Sugar Pine Cakery        | 00-554               | Associate Relations                        | 25.00      |               | 8200-00/70  |
| 12.21.2018   | C       | Tahoe City Golf Course   | 18172840             | Associate Relations - Holiday Party        | 114.00     |               | 8200-00/70  |
| 12.21.2018   | D       | Café Zenon               | 4690                 | Associate Relations - Holiday Party        | 902.50     |               | 8200-00/70  |
| 12.21.2018   | E       | NLT Visitors Center      | 37522                | Holiday Gifts for Finance Committee        | 26.02      |               | 8200-00/70  |
| 12.01.2018   | F       | FlashingBlinkyLights.com | 291876               | Blinky Bulbs Xmas Jewelry - inventory      |            | 157.68        | 12100-00    |
| 12.01.2018   | G       | FlashingBlinkyLights.com | 291876               | Blinky Bulbs Xmas Jewelry - Holiday Market |            | 13.46         | 51100-00    |
|              | H       |                          |                      |  |            |               |             |
|              | I       |                          |                      |  |            |               |             |
|              | J       |                          |                      |  |            |               |             |
|              | K       |                          |                      |  |            |               |             |
|              | L       |                          |                      |  |            |               |             |
|              | M       |                          |                      |  |            |               |             |
|              | N       |                          |                      |  |            |               |             |
|              | O       |                          |                      |  |            |               |             |
|              | P       |                          |                      |  |            |               |             |
|              | Q       |                          |                      |  |            |               |             |
|              | R       |                          |                      |  |            |               |             |
|              | S       |                          |                      |  |            |               |             |
|              | T       |                          |                      |  |            |               |             |
|              | U       |                          |                      |  |            |               |             |
|              | V       |                          |                      |  |            |               |             |
|              | W       |                          |                      |  |            |               |             |
|              | X       |                          |                      |  |            |               |             |
|              | Y       |                          |                      |  |            |               |             |
|              | Z       |                          |                      |  |            |               |             |

| MILEAGE REIMBURSEMENT                             |                                    |
|---|------------------------------------|
| Attach 1  | Mileage                            |
|   | See Attached Mileage Report        |
|   | Mileage Reimbursed Through Payroll |
| TOTAL - CREDIT CARD EXPENSES                      | 165.68                             |
| TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET) | 1,097.52                           |
|   | 336.82                             |

Signed By: Cindy Gustafson Approved By: \_\_\_\_\_  
Date: 1.7.19 Date: \_\_\_\_\_

| ACCOUNTING    |              |              |                   |
|---------------|--------------|--------------|-------------------|
| DATE RECEIVED | DATE ENTERED | CFO APPROVAL | CFO APPROVAL DATE |
| 1/7/19 MS     | 1/10/19 MS   | <u>MSB</u>   | 1/8/19            |
|               |              |              |                   |
|               |              |              |                   |







**BANK OF THE WEST**  
BNP PARIBAS

BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

**MEMO STATEMENT**

**Account Number** XXXX-XXXX-0108-6903  
**Statement Date** DEC 28, 2018  
**Total Activity** \$1,097.52

**\*\* 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<br>XXXX-XXXX-0108-6903 | Purchases<br>& Other Debits | + | Cash<br>Advances | - | Credits | = | Total<br>Activity |
| Account Total                            | \$1,097.52                  |   | \$0.00           |   | \$0.00  |   | \$1,097.52        |

**ACCOUNT ACTIVITY**

| Posting Date | Transaction Date | Reference Number        | Transaction Description   | Amount   |
|--------------|------------------|-------------------------|---|----------|
| 12-04        | 12-01            | 85353538337980019076843 | DANIELLE HANKINSON KINGS BEACH CA<br>Tax ID: 260835327 Mer Zip: 96143   | 30.00    |
| 12-10        | 12-07            | 85197018343700016574656 | SUGAR PINE CAKERY TAHOE CITY CA<br>Tax ID: 462841211 Mer Zip: 96145   | ✓ 25.00  |
| 12-21        | 12-19            | 05314618354100121176191 | TAHOE CITY GOLF COURSE TAHOE CITY CA<br>Tax ID: 946019711 Mer Zip: 96145  | ✓ 114.00 |
| 12-21        | 12-19            | 85133318354700086348491 | CAFE ZENON TAHOE CITY CA<br>Tax ID: 538887968 Mer Zip: 96145  | ✓ 902.50 |
| 12-21        | 12-19            | 55432868354200121688709 | INT*IN *NORTH LAKE TAH TAHOE CITY CA<br>Tran: P10202593967 Tax ID: 770034661 Mer Ref: A0JEHQJ Mer Zip: 96145<br>Tax: 1.76 | ✓ 26.02  |

A  
B  
C  
D  
E

|  |  |                                      |
|--|--|--------------------------------------|
| <b>For Customer Service, Call:</b><br><br>1-866-432-8161                                       | <b>Account Number</b><br>XXXX-XXXX-0108-6903 | <b>Account Summary</b>               |
|  | <b>Statement Date</b><br>DEC 28, 2018        | Purchases & Other Charges \$1,097.52 |
| <b>Send Billing Inquiries to:</b><br>BANKCARD CENTER<br>PO BOX 84043<br>COLUMBUS GA 31908-4043 | <b>Credit Limit</b><br>\$50,000              | Cash Advances \$0.00                 |
|  | <b>Disputed Amount</b><br>\$0.00             | Fees \$0.00                          |
|  |  | Credits \$0.00                       |
|  |  | Payments \$0.00                      |
|  |  | Total Activity \$1,097.52            |

**Dawn Teran**

---

**From:** DANIELLE HANKINSON PHOTOGRAPHY  
**Sent:** Friday, January 4, 2019 2:06 PM  
**To:** dawn@gotahoenorth.com  
**Subject:** Receipt from DANIELLE HANKINSON PHOTOGRAPHY (Transaction #105103366837)

# DANIELLE HANKINSON PHOTOGRAPHY

8079 N Lake Blvd STE 209, Kings  
Beach, CA 96143

---

|                    |                     |
|--------------------|---------------------|
| Transaction #      | 105103366837        |
| Date               | 12/01/2018 5:10 PM  |
| Result             | Approved            |
| Auth Code          | 064444              |
| Transaction Method | Dipped              |
| Transaction Type   | Sale                |
| Cardholder Name    | GUSTAFSON/CINDY     |
| Card               | XXXX-XXXX-XXXX-6903 |
| Card Type          | MasterCard          |

---

|              |         |
|--------------|---------|
| 1 x 2 Prints | \$30.00 |
| subtotal     | \$30.00 |
| tax          | \$0.00  |

---

Total (USD) **\$30.00**



---

|           |                  |
|-----------|------------------|
| app label | MASTERCARD       |
| method    | Chip Read        |
| cvm       | SIGN             |
| mid       | XXXXXXXXXXXX7180 |
| tid       | PCDF1            |
| aid       | A0000000041010   |



Sugar Pine Cakery  
Gift Receipt

#00-554

12/07/18, 12:28 PM

Sale

Served by sugar-pine-cakery

Transaction #1193530512071822501

Gift Card (L)  
2308

Activated  
Old Balance 0.00  
New Balance 25.00

2923 Lake Forest Rd.  
PO Box 5476  
Tahoe City, CA 96145  
United States  
530-583-2253  
info@sugarpinecakery.com  
www.sugarpinecakery.com

GIFT  
CARD  
DeWitt's  
birthday

Powered by ShopKeep



Cafe Zenon

Check #: 4690  
Server: Julian M  
TAB: Cindy

12/19/18  
7:11 PM

=== Entrees ===

28 Open Food (@25.00/ea) 700.00

Sub total 700.00

Sales Tax 52.50

TOT 752.50

Balance Due 752.50

Suggested Tips:

15% = 105.00

18% = 126.00

20% = 140.00

Thank You!

Cafe Zenon

Date: 12/19/18, 7:14 PM  
Card Type: MC  
Acct #: XXXXXXXXXXXX6903  
Customer: CINDY GUSTAFSON  
Card Entry: SWIPED  
Auth Code: 022113  
Check: 4690  
Tab: Cindy  
Server: Julian M

Amount: 752.50

+TIP 150

=TOTAL 902.50

Suggested Tips:

15% = 105.00

18% = 126.00

20% = 140.00

I agree to pay the above total amount pursuant to the card issuer agreement.

Thank You!

Customer Copy

All Staff Holiday Party



Tahoe City Golf Course  
251 N Lake Blvd  
Tahoe City, CA 96145  
(530) 583-1516

Date: 12/19/2018 7:43pm  
Employee: Ray, Jeremy

|                      |              |         |
|----------------------|--------------|---------|
| Ice Skate Pk. Chi... | 3.00 @ 8.00  | \$24.00 |
| Ice Skate Pk. Ad...  | 8.00 @ 10.00 | \$80.00 |
| Seal Skate Aid Re... | 2.00 @ 5.00  | \$10.00 |

|           |          |
|-----------|----------|
| Subtotal: | \$114.00 |
| Total:    | \$114.00 |

Payments:  
M/C xxxxxxxxxxxx6903: \$114.00  
Invoice: 18172840  
Record: 18172840



Sale ID: POS 19562

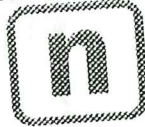




12/19/2018 10:13 AM  
Store: 1

Sales Receipt #37522  
Workstation: 1

Customer Copy



*Holiday  
Gifts  
for Finance  
committee*

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      |
|-----------------|-----|-----------------------|----------------|
| Calendar        | 3   | \$9.99                | \$29.97 T      |
| HLT Notecards   | 3   | \$3.49                | \$10.47 T      |
|                 |     | Subtotal:             | \$40.44        |
|                 |     | 40 % Disc:            | -\$16.18       |
| Local Sales Tax |     | 7.25 % Tax:           | +\$1.76        |
|                 |     | <b>RECEIPT TOTAL:</b> | <b>\$26.02</b> |

Credit Card: \$26.02 XXXX6903  
MASTERCARD Expiry Date: XX/XX  
Reference # 9000013246 Auth=077078  
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: \$16.18

**PLEASE RETAIN FOR YOUR RECORDS**

We Hope you Enjoy your Stay in North Lake Tahoe!



37522





# Hi, Cindy Gustafson!

Thank you for your order from FlashingBlinkyLights.com. We are getting your order together and will ship it out shortly. Orders ship the same day when submitted before 12pm PST, M-F. Otherwise, they will ship out the next business day (excluding holidays). We will email you tracking information as soon as your order is ready to ship. You can check the status of your order by [logging into your account](#). If you have any questions about your order please contact us at [contactus@flashingblinkylights.com](mailto:contactus@flashingblinkylights.com) or call us at 888-755-9449 Monday - Friday, 6:30am-5:00pm PST.

Your order confirmation is below. Thank you again for your business.

PO# 1054

Your Order #291876 (placed on November 24, 2018 11:00:51 PM PST)

### Billing Information:

Cindy Gustafson  
Nltra  
Box 6569  
Tahoe City, California, 96145  
United States  
T: 5304481069

### Payment Method:

**Credit Card**  
  
**Credit Card Type:**  
Visa  
**Credit Card Number:**  
XXXX-3472

### Shipping Information:

Cindy Gustafson  
100 north lake blvd  
Tahoe City, California, 96145  
United States  
T: 5305818739

### Shipping Method:

FedEx - Ground

Item  
1525  
1526

| Item   | SKU       | Qty | Subtotal        |
|--|-----------|-----|-----------------|
| 1" Blinky Bulbs Christmas Jewelry Light Necklace | 12183-GNR | 60  | \$149.40        |
| Red LED Flashing Light Bulb Christmas Earrings   | 11958     | 36  | \$57.24         |
| Subtotal   |           |     | \$206.64        |
| Shipping & Handling                              |           |     | \$13.46         |
| <b>Grand Total (Excl.Tax)</b>                    |           |     | <b>\$220.10</b> |
| Tax  |           |     | .\$14.98        |
| <b>Grand Total (Incl.Tax)</b>                    |           |     | <b>\$235.08</b> |

2.49 ea \$5004.99  
\$1.59 ea \$300  
3.25

\$171.4 to INVENTORY

Thank you, [FlashingBlinkyLights.com](http://FlashingBlinkyLights.com)

For Pick Up In Store orders placed before 12pm PST, M-F excluding holidays, please allow 3 hours for your order to be processed, packed and ready for pick up. For orders placed after 12pm PST, your order will be available for pick up the next business day. You can pick up your order between 9am to 4pm, M-F at our office located at 10810 Cantara St. Sun Valley, CA 91352. If you need your order available for pick up faster, please call us at 888.755.9449 and we will do our best to accommodate your request.

VIC received 48 necklaces

24 earrings

VIC to pickup ~~tax~~ only, not tax

F/G  
Page 123 of 126



# FlashingBlinkyLights.com, Inc.

# Packing Slip

10810 Cantara St.  
Sun Valley, CA 91352



| SALES ID | SHIP VIA       | INVOICE # | DATE        | WEB ORDER # |
|----------|----------------|-----------|-------------|-------------|
| oma      | FedEx - Ground | 693572    | 25-Nov-2018 | 291876      |

| SOLD TO  |
|--|
| Cindy Gustafson 5304481069<br>Nltra<br>Po Box 6569<br>Tahoe City CA 96145<br>United States<br>cindygustafson@sbcglobal.net |

| SHIP TO   |
|---|
| Cindy Gustafson 5305818739<br>100 north lake blvd<br>Tahoe City CA 96145<br>United States |

| SKU       | QUANTITY | DESCRIPTION                                      | LOCATION               |
|-----------|----------|--|------------------------|
| 12183-GNR | 60       | 1" Blinky Bulbs Christmas Jewelry Light Necklace | 2-12-3-3 / P-U-A*P-B-A |
| 11958     | 36       | Red LED Flashing Light Bulb Christmas Earrings   | 3-9-4-2 / P-K-B        |

**Thank you for your order! Please note: Batteries may have shifted during shipping or when removing the pull tab. Tapping the products on a hard surface or opening the battery house and moving the batteries around will usually get the pieces working.**

**Vendor Information**

Flashing Blinking Lights

Account #

**Store Address**

Tahoe City Visitor Center  
PO Box 1757  
Tahoe City, CA 96145  
GoTahoeNorth.com

Subtotal: \$15

Total: \$17

INSTRUCTIONS: Invoice #693572  
S & H \$13.46

| Item # | Item Name                   | Attribute | Size | Ord             | Rcvd | Due | Cost   | Ext Cost |
|--------|-----------------------------|-----------|------|-----------------|------|-----|--------|----------|
| 1525   | Blinking Christmas Necklace |           |      | 48              | 0    | 48  | \$2.49 | \$119.52 |
| 1526   | Flashing Christmas Earrings |           |      | 24              | 0    | 24  | \$1.59 | \$38.16  |
|        |                             |           |      | Qty Ordered: 72 | 0    | 72  |        |          |

Percent Unfilled: 100

North Lake Tahoe Resort Association  
PO Box 1757  
Tahoe City, Ca 96145

Shipping  
Visitor Information Center  
100 North Lake Blvd., Bottom Floor  
Tahoe City, Ca 96145

Atten: Emily Sullivan-Detwiler

\$171.14

F/G  
Page 125 of 126

12/6/2018

Receiving Voucher #1125

Store: 1

**Tahoe City Visitor Center**

PO Box 1757

Tahoe City, CA 96145

**Billed From**

Flashing Blinking Lights

| Item #                      | Qty | Cost   | Ext Cost        |
|-----------------------------|-----|--------|-----------------|
| 1525                        | 48  | \$2.49 | \$119.52        |
| Blinking Christmas Necklace |     |        |                 |
| 1526                        | 24  | \$1.59 | \$38.16         |
| Flashing Christmas Earrings |     |        |                 |
| Subtotal:                   |     |        | \$157.68        |
| Freight:                    |     |        | \$13.46         |
| <b>Total:</b>               |     |        | <b>\$171.14</b> |

Purchase Order # 1054

Bill Date: 12/1/2018

Invoice # 291876\_CG\_CC

Invoice #693572

S & H \$13.46

F/G