



FINANCE COMMITTEE AGENDA

Wednesday March 27, 2019 at 3:00 p.m.
NLTRA Conference Room – Upstairs
100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner
Association

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Erin Casey

NLTRA Staff

Cindy Gustafson
CEO

Bonnie Bavetta
CFO

DeWitt Van Sieten
Staff Accountant
& HR Assistant

Quorum
3 Members with 1
being a Board
Member

A. CALL TO ORDER – ESTABLISH A QUORUM

B. ROLL CALL

C. PUBLIC FORUM

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

D. AGENDA AMENDMENTS AND APPROVAL [MOTION]

E. APPROVAL OF FINANCE COMMITTEE MEETING MINUTES:

- 2/28/19 MEETING MINUTES [MOTION] Pg. 1

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

- Review Staff Report..... Pg. 2
- Auditor Recommendation Memo..... Pg. 5

G. REVIEW & APPROVAL OF PRELIMINARY FEBRUARY 2019 FINANCIALS:

- NLTRA 2/28/19 FINANCIALS APPROVAL [MOTION] Pg. 7
- NLTRMC 2/28/19 FINANCIALS REVIEW... Pg. 26

H. SUPPLEMENTAL INFORMATION

- February 2019 Dashboard Report Pg. 32

I. APPROVAL OF CEO EXPENSES FOR FEBRUARY 2019 [MOTION]..... Pg. 37

J. AGENDA INPUT FOR NEXT FINANCE COMMITTEE MEETING

K. NEXT MEETING DATE

L. COMMITTEE MEMBER COMMENTS

M. ADJOURN



FINANCE COMMITTEE MEETING - Minutes Draft

Thursday, February 28, 2019 at 3:00 P.m.

NLTRA Conference Room - Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order - Establish Quorum - Quorum established 3:02pm (3)
- B. Roll Call:
 - Members in Attendance: Jim Phelan - Board Member (3:08pm)
 - Members via Phone: Christy Beck - Board Member, Ramona Cruz, David Brown, Erin Casey (3:15pm)
 - Staff in Attendance: Cindy Gustafson, Bonnie Bavetta, DeWitt VanSiclen, Liz Bowling, Daphne Lange
- C. Public Forum - No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
 - **MOTION** to approve the agenda; David Brown/Ramona Cruz, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve January 24, 2019 Finance Committee meeting minutes; Ramona Cruz/David Brown, Approved 3-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
 - **Review Staff Report** - Preliminary January 31, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
- G. Approval of January 2019 Preliminary Financials
 - **MOTION** to approve January 31, 2019 preliminary financials for NLTRA; Jim Phelan/ Ramona Cruz, Approved 4-0-0
- H. Supplemental Information
 - Review of January 2019 Dashboard Report
- I. Approval of CEO Expenses for January 2019
 - **MOTION** to approve; Christy Beck/Ramona Cruz, approved 4-0-0
- J. Agenda Input for Next Finance Committee Meeting
 - Review of the audit proposals will be added to next month's meeting agenda.
- K. Next Meeting Date - 3/27/19 at 3:00pm
- L. Committee Member Comments
 - Cindy Gustafson shared that this would be Daphne Lange's last Finance Committee meeting as she has resigned effective March 8th to move to Paso Robles with her family.
- M. Adjourn 3:40pm



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Finance Committee Staff Report

Date: 03/22/18

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

From: Bonnie Bavetta, CFO

RE: Report for February 2019

Summary of preliminary NLTRA financial results for February 28, 2019:

- Cash balance on February 28, 2019 of \$709,000 was 2% or \$12,000 higher than prior year
- Accounts receivable related to sales commissions totaled \$11,000, down 67% or \$21,000 from prior year. Commission collection was slower in prior year and uncollectable receipts remained in the balance; additionally prior year commission revenues exceeded current year by \$11,000.
- The Accounts Receivable – TOT balance of \$285,000 reflected the County TOT funding invoices for the month of February (\$261,736), plus one from January (\$987) and one from November (\$22,528). Payment of \$259,745 was received in February.
- Membership dues and other membership related accounts receivable totaled \$45,000, an increase of \$29,000 over prior year. Prior year receivables reflected adjustments for uncollected and unearned balances.
- Accounts receivable – NLTMC of \$12,000 was \$7,000 higher than prior year and represented credit card charges due NLTRA.
- Prepaid Insurance balance of \$16,000 reflected payment at the end of the month for the subsequent month's coverage. Payment is due on the first of the month. Payment processing was changed this year to ensure timely receipt of payment. Prior year account balance was \$1,000.
- Prepaid expenses - Other of \$5,000 was \$14,000 less than prior year and consisted of a number of smaller long-term contracts. In December 2017 there was the addition of the Truckee Chamber annual fee (\$5,000) and Weblink annual software maintenance (\$3,000), The Truckee Chamber was paid in March this year, and the software maintenance is now on a monthly payment plan.
- Accounts payable, including credit cards, of \$49,000 was \$16,000 greater than prior year due primarily to timing.
- Wages and related liabilities of \$163,000 were \$26,000 or 13% lower than prior year. Wages, taxes & 401k payable were \$5,000 higher than the same date last year due to timing of payroll accruals. Incentives Payable were \$5,000 lower than prior year. PTO liability was \$26,000 less than prior year due to the lower average tenure of staff.
- Deferred Revenue-Member Dues of \$91,000 was \$32,000 greater than prior year. Prior year was reduced for unpaid and unearned dues.

- Deferred Revenue—County of \$350,000 reflected the prepayment of TOT funds made at the beginning of the fiscal year to assist with cash flow due to the new performance based timing of monthly payments from the County.
- YTD consolidated net income of \$35,000 at month end February represented the result of TOT funding exceeding actual expenditures year-to-date by \$43,000, less Membership's negative net results YTD of \$8,000.

- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$1,901,000 was below budget \$100,000 due to timing of payment based on performance for events/sponsorships/research
 - Expenses of \$1,650,000 were \$77,000 or approximately 5% below budget due primarily to timing
 - Net income before overhead allocations was \$23,000 less than budget
- Operating Results YTD – Conference
 - Commission revenue of \$39,000 was \$6,000 or 18% above budget. TOT revenue of \$236,000 was on budget
 - Expenses of \$235,000 were \$2,000 less than budget; Sales commissions expense was up \$8,000 to budget, offset by wages and related down \$9,000
 - Net results before overhead allocations were positive to budget \$7,000
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$73,000 were up \$7,000 or 10% relative to budget. TOT revenue of \$284,000 was \$18,000 below budget.
 - Expenses of \$277,000 were down \$49,000 or 15% relative to budget; COGS up \$6,000, wages and related down \$7,000, office repairs and renovation down \$17,000, and marketing programs down \$19,000 due primarily to timing
 - Net positive results before overhead allocations of \$80,000 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 \$90,000 were \$5,000 or 6% greater than budget; Other revenues of \$15,000 were \$2,000 higher than budget
 - Expenses of \$96,000 were \$8,000 or 8% greater than budget, primarily due to rent & related down \$4,000, website and membership activities expenses up \$8,000, and membership write-offs (bad debt) up \$4,000
 - Net loss of \$8,000, after overhead allocations, was on budget
- Operating Results YTD – Administration
 - Total expenses of \$348,000 were \$34,000 or 9% below budget
 - Wage and related expense of \$250,000 was \$17,000 below budget, a combination of lower wages and lower insurance benefits
 - Professional fees were \$15,000 less than budget due to timing

- Membership cash position as of February 28, 2019:
 - Membership activities resulted in a net loss of \$7,626
 - Deferred revenues of \$90,518 less receivables of \$44,040 contributed \$46,778 in cash
 - Prior years' negative net results totaled \$11,700
 - Net cash totaled \$27,452, no other funds were required to support Membership activities

Summary of preliminary NLTMC financial results for February 28, 2019:

- Cash at month end of \$430,000 was \$138,000 less than prior year, primarily due to prompt AP payments.
- Accounts payable and credit cards payable of \$220,000 were down \$168,000 due primarily to timing
- Unrestricted Net Asset balance of \$189,000 reflects the unspent funding balance from prior years

- Net income YTD of \$60,000 is \$140,000 less than the same time last year
- Net positive operating results for NLTMC YTD of \$60,000 were \$93,000 better than budget;
 - Consumer marketing expenditures of \$781,00 were \$60,000 below budget due to timing,
 - Leisure sales expenditures of \$149,000 were \$13,000 under budget,
 - Public relations expenditures of \$197,000 were \$2,000 over budget,
 - Conference sales expenditures of \$103,000 were \$5,000 over budget
 - Trade show expenditures of \$68,000 were below budget \$27,000 due to timing (Connect Marketplace in prepaid),
 - Committed and admin expenses of \$220,000 were under budget \$1,000, but included \$75,000 in unbudgeted expenditures for the Hidden Gems production which were being funded from prior years' excess funding balance. Other committed and admin expenses were under budget due to timing.



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MEMORANDUM

Date: 3/21/19

TO: NLTRA Finance Committee

FROM: Bonnie Bavetta, CFO

RE: Recommendation of Auditor for FYE 2019-2023 Audit and Tax Preparation

Action Requested:

Staff requests the Finance Committee make a recommendation to the Board of Directors on the accountancy firm to contract for fiscal years 2018-19 through 2022-23 audit and tax preparation.

Background:

McClintock Accountancy performed the fiscal year audit of NLTRA, the review of NLT Marketing Cooperative, and preparation of the NLTRA federal and state tax returns for years ending 2013 through 2018. The 2018-19 contract with Placer County requires a competitive bid process be utilized in selecting a firm to perform the audit and tax services for the fiscal year ending 2019. The new contract term can extend to a total of five years.

A request for proposal to perform these audit and tax services was sent to six firms. Five firms returned proposals which are attached here, along with a summary of their pricing. The firms submitting proposals were (from low to high pricing): Barnard Vogler, McClintock Accountancy, Eide Bailly, Gibert, and Mann Urruria Nelson. Damore, Hamric & Schneider requested additional information and confirmed receipt of the information, but did not submit a proposal.

Barnard Vogler submitted the lowest priced proposal at \$21,000 for year one. The firm is located in Reno. In checking their references they appear to deal with smaller charitable non-profits, and may not be the best suited for our audit work. The one reference called was happy with their services.

Eide Bailey (Beth Kohn) proposed \$25,500 year one. I worked with Beth Kohn for ten years at Sugar Bowl and feel Beth and her team are very professional and do an excellent job. Jim Phelan is also familiar with their work. Eide Bailey is a national firm with offices in Reno. They have broad experience working with non-profits including Tahoe Douglas Visitors Authority and Mammoth Lakes Tourism Authority.

Mann Urruria Nelson proposed \$26,500 year one. The firm is located in Sacramento and performs audits for TCPUD and Town of Truckee. They are well versed in the nonprofit industry and maintain a very good reputation.

Gilbert quoted \$26,500 for year one and has offices in Sacramento. I worked with Gilbert/ Bobbie Hales for two years while at Tahoe Donner Association, and Mike Salmon continues to work with them. They do a very good job, are professional and do a substantial amount of non-profit work.

McClintock Accountancy proposed \$21,500 year one. They are very familiar with North Lake Tahoe Resort Association, the nuances of the County contracts, the accounting systems and processes utilized by NLTRA,

and non-profit accounting in general. They are a local firm and have done an excellent job over the years. Their proposal is only \$500 per year over the lowest bid, and is \$4,000 less than the next lowest proposal.

All firms have similar annual increases over the five year period. The individual costs per year and in total for the five years are presented on the attached worksheet.

Recommendation:

Staff recommends contracting with McClintock Accountancy for the audit of NLTRA, the review of NLTMC, and preparation of tax returns for the next five years. Their past work has been excellent, their familiarity with the association will save staff time and expense, they are a local community member and their proposal is less than the comparable firms submitted.

Fiscal Impact:

The first year audit and tax expense would be \$21,500, with a total expense of \$112,500 over five years. The 2017-18 audit and tax expense, which factored in the complexity of three county contracts, was approximately \$24,500; 2016-17 audit expense was \$18,650. The 2019-20 budget has not yet been developed, but it is anticipated it can easily accommodate this \$21,500 expenditure.

Attachments:

Summary of Proposals

Proposals (5)

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2019

Accrual Basis

	Feb 28, 19	Feb 28, 18	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	236	53	183	345%	289
1003-00 · Cash - Operations BOTW #6712	342,616	415,995	(73,379)	(18%)	619,232
1007-00 · Cash - Payroll BOTW #7421	56,771	2,104	54,667	2,598%	6,195
1008-00 · Marketing Reserve - Plumas	50,219	50,143	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,583	100,382	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	129,268	99,304	29,964	30%	88,355
10950 · Cash in Drawer	459	313	146	47%	597
Total Checking/Savings	709,734	697,876	11,858	2%	894,867
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	10,925	21,923	(10,998)	(50%)	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	285,250	0	285,250	100%	0
Total Accounts Receivable	296,175	32,392	263,783	814%	24,331
Other Current Assets					
1200-99 · AR Other	140	2,563	(2,423)	(95%)	(41)
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	44,040	15,719	28,321	180%	3,417
1201-00 · Member Accounts Receivable - Other	1,125	550	575	105%	2,870
Total 1201-00 · Member Accounts Receivable	45,165	16,269	28,896	178%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(3,144)	369	12%	(2,500)
12100 · Inventory Asset	24,780	28,379	(3,599)	(13%)	28,203
1299 · Receivable from NLTMC	12,012	5,300	6,712	127%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
Total Other Current Assets	80,932	50,017	30,915	62%	61,553
Total Current Assets	1,086,841	780,285	306,556	39%	980,751
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,233)	(202)	(2%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,642)	(17,884)	(1,758)	(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)
Total Fixed Assets	1,879	5,367	(3,488)	(65%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	16,148	529	15,619	2,953%	9,151
1430-00 · Prepaid 1st Class Postage	1,000	1,000	0	0%	1,000
1400-00 · Prepaid Expenses - Other	4,698	18,271	(13,573)	(74%)	17,116
Total 1400-00 · Prepaid Expenses	21,846	19,800	2,046	10%	27,267
1500-00 · Suspense*	0	1,200	(1,200)	(100%)	0
Total Other Assets	21,846	21,000	846	4%	27,267
TOTAL ASSETS	1,110,566	806,651	303,915	38%	1,011,060

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2019

Accrual Basis

	<u>Feb 28, 19</u>	<u>Feb 28, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	48,822	22,719	26,103	115%	42,156
2001-00 · Credit Card Payable	0	466	(466)	(100%)	0
Total Accounts Payable	48,822	23,185	25,637	111%	0
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-05 · MC_2107_Greg	0	215	(215)	(100%)	0
2080-06 · MC_5288_Emily	0	1,608	(1,608)	(100%)	0
2080-10 · MC_9495_AI	0	3,824	(3,824)	(100%)	180
2080-11 · MC_3978_Amber	0	950	(950)	(100%)	3,070
2080-12 · MC_3960_Natalie	0	1,080	(1,080)	(100%)	0
2080-13 · MC_6903_Cindy	0	717	(717)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	1,188	(1,188)	(100%)	83
Total 2080-00 · Bank of the West - Master Cards	0	9,597	(9,597)	(100%)	5,904
Total Credit Cards	0	9,597	(9,597)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	32,362	38,973	(6,611)	(17%)	36,870
2101-00 · Incentive Payable	59,760	64,342	(4,582)	(7%)	43,384
2102-00 · Commissions Payable	1,654	5,935	(4,281)	(72%)	4,698
2120-00 · Empl. Federal Tax Payable	14,367	3,118	11,249	361%	3,072
2175-00 · 401 (k) Plan	6,315	1,559	4,756	305%	1,157
2180-00 · Estimated PTO Liability	49,004	74,725	(25,721)	(34%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	163,462	188,652	(25,190)	(13%)	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	16	0	16	100%	853
25500 · *Sales Tax Payable	348	395	(47)	(12%)	1,941
Total 2190-00 · Sales and Use Tax Payable	364	395	(31)	(8%)	2,794
2250-00 · Accrued Expenses	339	3,199	(2,860)	(89%)	49,521
2400-42 · Marketing Co-op	0	0	0	0%	67,000
2400-60 · Deferred Revenue- Member Dues	90,518	58,090	32,428	56%	56,979
2500-00 · Deferred Revenue - TMBC	930	1,207	(277)	(23%)	535
2650-00 · Deferred Rev - Events	450	0	450	100%	0
2651-00 · Deferred Rev - Conference	1,467	3,667	(2,200)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(1,697)	5,834	344%	4,202
2900-00 · Due To/From County of Placer	0	8,097	(8,097)	(100%)	229,432
Total Other Current Liabilities	611,972	261,610	350,362	134%	548,648
Total Current Liabilities	660,794	294,392	366,402	124%	596,708
Total Liabilities	660,794	294,392	366,402	124%	596,708
Equity					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)

North Lake Tahoe Resort Association

Balance Sheet

As of February 28, 2019

Accrual Basis

	<u>Feb 28, 19</u>	<u>Feb 28, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
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
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	35,419	114,115	(78,696)	(69%)	(5,239)
Total Equity	<u>449,771</u>	<u>512,257</u>	<u>(62,486)</u>	<u>(12%)</u>	<u>414,352</u>
TOTAL LIABILITIES & EQUITY	<u>1,110,566</u>	<u>806,651</u>	<u>303,915</u>	<u>38%</u>	<u>1,011,060</u>

North Lake Tahoe Resort Association
A/R Aging Summary
As of February 28, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
County of Placer	261,735.63	986.50	0.00	22,528.31	0.00	285,250.44
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
Employers Assurance Co.*	0.00	986.50	0.00	0.00	0.00	986.50
Event Specialists	0.00	0.00	0.00	0.00	550.00	550.00
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	2,358.20	2,358.20
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	99.30	99.30
Resort at Squaw Creek*	0.00	0.00	0.00	4,244.50	0.00	4,244.50
Spectrum*	0.00	0.00	1,036.38	0.00	0.00	1,036.38
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	550.00	550.00
TOTAL	<u>261,735.63</u>	<u>1,973.00</u>	<u>1,036.38</u>	<u>26,772.81</u>	<u>4,657.50</u>	<u>296,175.32</u>

Accounts Receivable Summary

Invoices With Apply Dates Through February 28, 2019
 Aged as of Thursday, February 28, 2019

Revenue Item	(Double click to drill down)	Not Yet Due	Current	31 - 60	61 - 90	91 - 120	121+	Total
Activities		0.00	0.00	0.00	420.00	0.00	25.00	445.00
Community Awards 2018- Employee Award		0.00	0.00	0.00	0.00	0.00	40.00	40.00
Dues		0.00	4,625.00	25,785.00	5,385.00	2,420.00	5,825.00	44,040.00
Email Blast		0.00	0.00	0.00	80.00	0.00	0.00	80.00
TMBC - Ticket		0.00	0.00	30.00	15.00	15.00	45.00	105.00
TMBC Sponsorships		0.00	500.00	0.00	0.00	0.00	0.00	500.00
Total Open Invoices		0.00	5,125.00	25,815.00	5,900.00	2,435.00	5,935.00	45,210.00

Unapplied Payments With Payment Dates Prior to and Including 02/28/2019

45.00

Pre-Payments: Payments Made Prior to 02/28/2019 on Invoices With Apply Dates After 02/28/2019

Total Pre-Payments

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

45,165.00

North Lake Tahoe Resort Association

A/P Aging Summary

As of February 28, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	75.95	0.00	0.00	0.00	0.00	75.95
Airport Self Storage	361.10	0.00	0.00	0.00	0.00	361.10
Amazon.com	0.00	0.00	50.98	0.00	0.00	50.98
Amber Burke	140.36	0.00	0.00	0.00	0.00	140.36
Anne-Karin Atwood*	39.00	0.00	0.00	0.00	0.00	39.00
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	622.81	0.00	0.00	0.00	0.00	622.81
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Bank of the West Bank Card Center	21,075.92	0.00	0.00	0.00	0.00	21,075.92
Cal Chamber Member Services	280.00	0.00	0.00	0.00	0.00	280.00
Daphne Lange	47.52	0.00	0.00	0.00	0.00	47.52
Dawn Teran	50.17	0.00	0.00	0.00	0.00	50.17
Dirk Yuricich	223.50	0.00	0.00	0.00	0.00	223.50
FedEx	0.00	20.61	0.00	0.00	0.00	20.61
Google LLC	100.00	0.00	0.00	0.00	0.00	100.00
Granlibakken Management Company, Ltd.	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Independent Technologies	480.00	0.00	0.00	0.00	0.00	480.00
Intention Advertising	440.63	0.00	0.00	0.00	0.00	440.63
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Liberty Utilities*	0.00	555.40	0.00	0.00	0.00	555.40
Liz Bowling	126.25	0.00	0.00	0.00	0.00	126.25
Office Boss	88.74	0.00	0.00	0.00	0.00	88.74
Principal Financial Group	0.00	2,254.23	0.00	0.00	363.82	2,618.05
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Rock & Rose Inc.	1,187.18	0.00	0.00	0.00	0.00	1,187.18
Sarah Winters	105.00	0.00	0.00	0.00	0.00	105.00
Sierra Nevada Ad Partners	248.35	0.00	0.00	0.00	0.00	248.35
Southwest Gas Corporation*	276.86	0.00	0.00	0.00	0.00	276.86
Summit Companies	0.00	99.83	0.00	0.00	0.00	99.83
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00	-198.00
Tahoe Marine & Excavating	3,595.00	0.00	0.00	0.00	0.00	3,595.00
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Training Partners*	6,610.00	0.00	0.00	0.00	0.00	6,610.00
Tahoe Truckee Sierra Disposal*	228.90	0.00	0.00	0.00	0.00	228.90
The Abbi Agency, Inc.	4,500.00	0.00	0.00	0.00	0.00	4,500.00
The Store...Copies and More	21.40	0.00	0.00	0.00	0.00	21.40
Van Siclen, DeWitt	18.56	0.00	0.00	0.00	0.00	18.56
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
Woodluck Wholesale	0.00	712.25	0.00	0.00	0.00	712.25
YIG Administration	0.00	-8.49	0.00	0.00	-44.65	-53.14
TOTAL	<u>42,713.17</u>	<u>6,133.83</u>	<u>50.98</u>	<u>0.00</u>	<u>-76.31</u>	<u>48,821.67</u>

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2018 through February 2019

	Jul '18 - Feb 19	Jul '17 - Feb 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	2,427,085	2,542,875	-115,790	-5%
4200-00 · Membership Dues Revenue	90,144	89,006	1,139	1%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	5,362	7,333	-1,971	-27%
4250-00 · Revenues-Membership Activities				
4250-02 · Chamber Events	1,684	89	1,594	1,784%
4250-03 · Summer/Winter Rec Luncheon	2,622	3,409	-787	-23%
4251-00 · Tues AM Breakfast Club				
4251-01 · Tues AM Breakfast Club Sponsors	2,000	500	1,500	300%
4251-00 · Tues AM Breakfast Club - Other	3,677	2,758	920	33%
Total 4251-00 · Tues AM Breakfast Club	5,677	3,258	2,420	74%
4250-00 · Revenues-Membership Activities - Other	3,708	1,195	2,513	210%
Total 4250-00 · Revenues-Membership Activities	13,692	7,951	5,740	72%
4252-00 · Sponsorships	600	1,000	-400	-40%
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	48,436	-17,899	-37%
Total 4600-00 · Commissions	38,954	50,295	-11,341	-23%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,959	8,192	-5,233	-64%
46000 · Merchandise Sales - Other	70,458	58,128	12,330	21%
Total 46000 · Merchandise Sales	73,417	66,320	7,097	11%
4720-00 · Miscellaneous	0	15	-15	-100%
Total Income	2,649,261	2,842,498	-193,237	-7%
Gross Profit	2,649,261	2,842,498	-193,237	-7%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	12,919	7,920	4,998	63%
5020-00 · P/R - Tax Expense	56,334	62,745	-6,412	-10%
5030-00 · P/R - Health Insurance Expense	82,950	66,290	16,660	25%
5040-00 · P/R - Workmans Comp	4,428	7,791	-3,363	-43%
5060-00 · 401 (k)	23,534	23,440	94	0%
5070-00 · Other Benefits and Expenses	2,894	3,626	-733	-20%
5000-00 · Salaries & Wages - Other	700,796	689,948	10,848	2%
Total 5000-00 · Salaries & Wages	883,855	861,761	22,093	3%
5100-00 · Rent				
5110-00 · Utilities	8,207	7,527	679	9%
5140-00 · Repairs & Maintenance	11,948	2,714	9,235	340%
5150-00 · Office - Cleaning	4,090	5,480	-1,390	-25%
5100-00 · Rent - Other	102,332	99,726	2,606	3%
Total 5100-00 · Rent	126,577	115,447	11,130	10%
5310-00 · Telephone				
5320-00 · Telephone	18,348	19,040	-691	-4%
5350-00 · Internet	25	25	0	0%
Total 5310-00 · Telephone	18,373	19,065	-691	-4%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	1,525	2,544	-1,019	-40%

North Lake Tahoe Resort Association

Profit & Loss

Accrual Basis

July 2018 through February 2019

	Jul '18 - Feb 19	Jul '17 - Feb 18	\$ Change	% Change
Total 5420-00 · Mail - USPS	1,609	2,664	-1,056	-40%
5510-00 · Insurance/Bonding	4,848	6,721	-1,873	-28%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	4,466	1,265	3,201	253%
5520-00 · Supplies - Other	9,683	10,660	-977	-9%
Total 5520-00 · Supplies	14,149	11,925	2,224	19%
5610-00 · Depreciation	1,161	1,747	-586	-34%
5700-00 · Equipment Support & Maintenance	2,684	7,841	-5,157	-66%
5710-00 · Taxes, Licenses & Fees	6,912	8,223	-1,310	-16%
5740-00 · Equipment Rental/Leasing	9,877	10,655	-778	-7%
5800-00 · Training Seminars	7,747	4,461	3,286	74%
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	2,413	3,587	-1,175	-33%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	960	8,340	-7,380	-89%
5920-00 · Professional Fees - Accountant	21,000	17,381	3,619	21%
5921-00 · Professional Fees - Other	6,610	43,969	-37,359	-85%
Total 5900-00 · Professional Fees	28,570	69,690	-41,120	-59%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	18,720	2,266	16,454	726%
6020-00 · Programs				
6016-00 · Special Event Partnership	10,500	0	10,500	100%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
Total 6020-00 · Programs	10,500	10,000	500	5%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,000	10,000	10,000	100%
6421-04 · Broken Arrow Skyrace	20,000	15,000	5,000	33%
6421-06 · Spartan	254,000	254,000	0	0%
6421-08 · Tough Mudder	8,000	0	8,000	100%
6421-09 · Wanderlust	30,000	34,043	-4,043	-12%
6421-10 · WinterWonderGrass - Tahoe	47	15,000	-14,953	-100%
6421-16 · Mountain Travel Symposium	5,000	0	5,000	100%
Total 6420-01 · Sponsorships	371,325	442,815	-71,490	-16%
6421-00 · New Event Development	800	12,156	-11,356	-93%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
Total 6422-00 · Event Media	0	74	-74	-100%
6424-00 · Event Operation Expenses	2,514	98	2,416	2,464%
Total 6420-00 · Events	374,639	455,142	-80,503	-18%
6423-00 · Membership Activities				
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,469	3,081	388	13%
6437-00 · Tuesday Morning Breakfast Club	2,550	2,997	-447	-15%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%
6442-00 · Public Relations/Website	7,637	2,272	5,364	236%
6444-00 · Trades	0	1,140	-1,140	-100%
6423-00 · Membership Activities - Other	5,585	405	5,180	1,279%
Total 6423-00 · Membership Activities	19,300	10,200	9,100	89%
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	973,219	1,021,106	-47,887	-5%

North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

July 2018 through February 2019

	Jul '18 - Feb 19	Jul '17 - Feb 18	\$ Change	% Change
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	22,948	8,141	14,807	182%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,132	8,392	-1,260	-15%
6743-03 · Touch Lake Tahoe	4,500	10,493	-5,993	-57%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
Total 6743-00 · BACC Marketing Programs	12,632	18,885	-6,253	-33%
7500-00 · Trade Shows/Travel	372	0	372	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	943	948	-5	-1%
52500 · Purchase Discounts	-40	-2,084	2,044	98%
59900 · POS Inventory Adjustments	28	511	-483	-95%
8100-00 · Cost of Goods Sold - Other	37,986	33,704	4,283	13%
Total 8100-00 · Cost of Goods Sold	38,917	33,078	5,838	18%
8200-00 · Associate Relations	2,093	1,749	343	20%
8300-00 · Board Functions	6,018	6,228	-211	-3%
8500-00 · Credit Card Fees	4,484	4,180	304	7%
8700-00 · Automobile Expenses	3,666	3,023	644	21%
8750-00 · Meals/Meetings	2,521	3,129	-608	-19%
8810-00 · Dues & Subscriptions	5,673	5,417	256	5%
8910-00 · Travel	3,688	2,132	1,556	73%
8920-00 · Bad Debt	4,583	14,421	-9,838	-68%
Total Expense	2,614,026	2,728,567	-114,541	-4%
Net Ordinary Income	35,235	113,931	-78,696	-69%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	184	184	0	0%
Total Other Income	184	184	0	0%
Net Other Income	184	184	0	0%
Net Income	35,419	114,115	-78,695	-69%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	261,736	337,826	(76,090)	2,427,085	2,544,810	(117,725)	3,806,727
4200-00 · Membership Dues Revenue	12,331	10,750	1,581	90,144	85,100	5,044	128,000
4205-00 · Conference Dues	367	825	(458)	5,362	6,600	(1,238)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	1,684	1,668	16	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	300	(300)	2,000	1,850	150	3,050
4251-00 · Tues AM Breakfast Club - Other	37	580	(543)	3,677	4,640	(963)	6,960
Total 4251-00 · Tues AM Breakfast Club	37	880	(843)	5,677	6,490	(813)	10,010
4250-00 · Revenues-Membership Activities - Other	(25)			3,708	0	3,708	0
Total 4250-00 · Revenues-Membership Activities	12	1,088	(1,076)	13,692	12,158	1,534	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	13,332	(4,915)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	20,000	10,537	30,000
Total 4600-00 · Commissions	0	4,167	(4,167)	38,954	33,332	5,622	50,000
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	500	(500)	2,959	7,500	(4,541)	9,500
46000 · Merchandise Sales - Other	1,226	4,000	(2,774)	70,458	59,100	11,358	95,000
Total 46000 · Merchandise Sales	1,226	4,500	(3,274)	73,417	66,600	6,817	104,500
Total Income	275,672	359,156	(83,485)	2,649,261	2,748,600	(99,339)	4,169,637
Gross Profit	275,672	359,156	(83,485)	2,649,261	2,748,600	(99,339)	4,169,637
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	78	633	(555)	12,919	5,068	7,851	7,600
5020-00 · P/R - Tax Expense	5,155	6,827	(1,672)	56,334	58,157	(1,823)	86,761
5030-00 · P/R - Health Insurance Expense	12,546	11,058	1,488	82,950	88,458	(5,508)	132,690
5040-00 · P/R - Workmans Comp	(659)	942	(1,601)	4,428	7,944	(3,516)	11,845
5060-00 · 401 (k)	1,463	3,463	(2,000)	23,534	28,759	(5,225)	43,048
5070-00 · Other Benefits and Expenses	286	586	(300)	2,894	4,685	(1,791)	7,029
5000-00 · Salaries & Wages - Other	79,858	85,885	(6,027)	700,796	713,572	(12,776)	1,068,067
Total 5000-00 · Salaries & Wages	98,727	109,394	(10,667)	883,855	906,643	(22,788)	1,357,040
5100-00 · Rent							
5110-00 · Utilities	1,648	1,178	470	8,207	8,229	(22)	12,191
5140-00 · Repairs & Maintenance	8,361	3,902	4,459	11,948	31,213	(19,265)	46,850
5150-00 · Office - Cleaning	550	800	(250)	4,090	6,921	(2,831)	10,444
5100-00 · Rent - Other	12,946	12,957	(11)	102,332	103,640	(1,308)	155,468
Total 5100-00 · Rent	23,505	18,837	4,668	126,577	150,003	(23,426)	224,953
5310-00 · Telephone							
5320-00 · Telephone	1,873	2,129	(256)	18,348	17,032	1,316	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	3,691	(3,691)	5,535
Total 5310-00 · Telephone	1,873	2,590	(717)	18,373	20,723	(2,350)	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	100	675	(575)	1,525	3,403	(1,878)	5,203
Total 5420-00 · Mail - USPS	100	675	(575)	1,609	3,403	(1,794)	5,203
5510-00 · Insurance/Bonding	724	485	239	4,848	4,198	650	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	322	1,925	(1,603)	4,466	7,100	(2,634)	7,600
5520-00 · Supplies - Other	1,021	2,650	(1,629)	9,683	14,893	(5,210)	21,493
Total 5520-00 · Supplies	1,343	4,575	(3,232)	14,149	21,993	(7,844)	29,093
5610-00 · Depreciation	118	177	(59)	1,161	1,421	(260)	2,129
5700-00 · Equipment Support & Maintenance	580	1,118	(538)	2,684	8,942	(6,258)	13,412
5710-00 · Taxes, Licenses & Fees	622	1,050	(428)	6,912	8,651	(1,739)	12,951
5740-00 · Equipment Rental/Leasing	1,108	1,478	(370)	9,877	11,814	(1,937)	17,726
5800-00 · Training Seminars	2,668	5,117	(2,449)	7,747	14,782	(7,035)	16,450
5850-00 · Artist of Month - Commissions	518	458	60	2,413	3,668	(1,255)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	960	6,000	(5,040)	9,000
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	6,610	1,916	4,694	6,610	17,582	(10,972)	26,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	6,610	2,666	3,944	28,570	48,582	(20,012)	60,000
5941-00 · Research & Planning	0	13,000	(13,000)	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,000	0	5,000	10,500	25,000	(14,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	5,000	0	5,000	10,500	35,000	(24,500)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	20,000	20,000	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	(5,000)	0	(5,000)	8,000	0	8,000	35,550
6421-09 · Wanderlust	30,000	30,000	0	30,000	30,000	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	5,000	5,000	0	5,000	5,000	0	5,000
Total 6420-01 · Sponsorships	50,000	55,000	(5,000)	371,325	346,875	24,450	447,225
6421-00 · New Event Development	0	2,750	(2,750)	800	22,000	(21,200)	58,000
6424-00 · Event Operation Expenses	0	665	(665)	2,514	5,332	(2,818)	8,000
Total 6420-00 · Events	50,000	58,415	(8,415)	374,639	374,207	432	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	0	0	0	0	0	0	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	0	0	0	3,469	2,500	969	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	2,550	4,550	(2,000)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	297	344	(47)	7,637	4,252	3,385	5,628
6423-00 · Membership Activities - Other	93			5,585	0	5,585	0
Total 6423-00 · Membership Activities	390	994	(604)	19,300	11,302	7,998	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	973,219	973,215	4	1,459,823
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	746	4,316	(3,570)	22,948	34,536	(11,588)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	7,132	17,500	(10,368)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	4,500	10,000	(5,500)	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
Total 6743-00 · BACC Marketing Programs	4,500	2,500	2,000	12,632	27,500	(14,868)	80,000
7500-00 · Trade Shows/Travel	(11)			372			
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	65			943	0	943	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(8)			28	0	28	0
8100-00 · Cost of Goods Sold - Other	750	2,100	(1,350)	37,986	31,026	6,960	49,875
Total 8100-00 · Cost of Goods Sold	807	2,100	(1,293)	38,917	31,026	7,891	49,875
8200-00 · Associate Relations	50	616	(566)	2,093	4,936	(2,843)	7,400
8300-00 · Board Functions	0	150	(150)	6,018	2,550	3,468	4,500
8500-00 · Credit Card Fees	435	328	107	4,484	3,771	713	6,658
8600-00 · Additional Opportunit	0	3,134	(3,134)	0	25,064	(25,064)	37,600
8700-00 · Automobile Expenses	371	498	(127)	3,666	4,171	(505)	6,183
8750-00 · Meals/Meetings	225	637	(412)	2,521	5,092	(2,571)	7,640
8810-00 · Dues & Subscriptions	895	852	43	5,673	6,812	(1,139)	10,220
8910-00 · Travel	2,984	2,100	884	3,688	4,000	(312)	6,600
8920-00 · Bad Debt	0			4,583	0	4,583	0
Total Expense	326,540	359,912	(33,372)	2,614,026	2,766,005	(151,979)	4,166,480
Net Ordinary Income	(50,868)	(756)	(50,112)	35,235	(17,405)	52,640	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	21			184			
Total Other Income	21			184			
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
Total Other Expense	0	0	(0)	0	(0)	0	0
Net Other Income	21	(0)	21	184	0	184	0
Net Income	(50,847)	(756)	(50,091)	35,419	(17,405)	52,824	3,157

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

Accrual Basis

11 - Marketing

	<u>Feb 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '18 - Feb 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	194,838	267,595	(72,757)	1,901,287	2,001,324	(100,037)	2,996,906
Total Income	<u>194,838</u>	<u>267,595</u>	<u>(72,757)</u>	<u>1,901,287</u>	<u>2,001,324</u>	<u>(100,037)</u>	<u>2,996,906</u>
Gross Profit	194,838	267,595	(72,757)	1,901,287	2,001,324	(100,037)	2,996,906
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	11,000	11,000	0	16,500
5020-00 · P/R - Tax Expense	1,592	1,744	(152)	16,332	15,143	1,189	22,712
5030-00 · P/R - Health Insurance Expense	4,625	4,080	545	36,559	32,640	3,919	48,960
5040-00 · P/R - Workmans Comp	(133)	174	(307)	739	1,514	(775)	2,268
5060-00 · 401 (k)	834	997	(163)	8,012	8,653	(641)	12,978
5070-00 · Other Benefits and Expenses	185	167	18	1,227	1,340	(113)	2,008
5000-00 · Salaries & Wages - Other	24,649	24,917	(268)	212,912	216,330	(3,418)	324,453
Total 5000-00 · Salaries & Wages	<u>33,127</u>	<u>33,454</u>	<u>(327)</u>	<u>286,781</u>	<u>286,620</u>	<u>161</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	258	135	123	1,223	1,080	143	1,620
5140-00 · Repairs & Maintenance	2,009	1,167	842	2,259	9,336	(7,077)	14,033
5150-00 · Office - Cleaning	206	175	31	1,398	1,800	(402)	2,700
5100-00 · Rent - Other	2,386	1,984	402	17,080	15,869	1,211	23,805
Total 5100-00 · Rent	<u>4,859</u>	<u>3,461</u>	<u>1,398</u>	<u>21,959</u>	<u>28,085</u>	<u>(6,126)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	564	670	(106)	4,268	5,360	(1,092)	8,040
Total 5310-00 · Telephone	<u>564</u>	<u>670</u>	<u>(106)</u>	<u>4,268</u>	<u>5,360</u>	<u>(1,092)</u>	<u>8,040</u>
5420-00 · Mail - USPS	34	150	(116)	262	600	(338)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,352	(706)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	75	1,800	(1,725)	1,291	3,600	(2,309)	3,600
5520-00 · Supplies - Other	60	417	(357)	1,134	3,332	(2,198)	5,000
Total 5520-00 · Supplies	<u>135</u>	<u>2,217</u>	<u>(2,082)</u>	<u>2,425</u>	<u>6,932</u>	<u>(4,507)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	160	(160)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	120	2,334	(2,214)	3,500
5740-00 · Equipment Rental/Leasing	277	315	(38)	2,424	2,520	(96)	3,780
5800-00 · Training Seminars	999	3,000	(2,001)	3,205	4,500	(1,295)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,000	(1,000)	1,500
5921-00 · Professional Fees - Other	0	416	(416)	0	3,332	(3,332)	5,000
Total 5900-00 · Professional Fees	<u>0</u>	<u>541</u>	<u>(541)</u>	<u>0</u>	<u>4,332</u>	<u>(4,332)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	13,000	(13,000)	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	5,000	0	5,000	10,500	25,000	(14,500)	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	<u>5,000</u>	<u>0</u>	<u>5,000</u>	<u>10,500</u>	<u>35,000</u>	<u>(24,500)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	20,000	20,000	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	20,000	0	20,000	20,000
6421-05 · No Barriers	0	0	0	0	0	0	12,400
6421-06 · Spartan	0			254,000	254,500	(500)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	0	0	0	5,000
6421-08 · Tough Mudder	(5,000)	0	(5,000)	8,000	0	8,000	35,550
6421-09 · Wanderlust	30,000	30,000	0	30,000	30,000	0	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	47	0	47	19,400
6421-16 · Mountain Travel Symposium	5,000	5,000	0	5,000	5,000	0	5,000
Total 6420-01 · Sponsorships	<u>50,000</u>	<u>55,000</u>	<u>(5,000)</u>	<u>371,325</u>	<u>346,875</u>	<u>24,450</u>	<u>447,225</u>
6421-00 · New Event Development	0	2,750	(2,750)	800	22,000	(21,200)	58,000
6424-00 · Event Operation Expenses	0	665	(665)	2,056	5,332	(3,276)	8,000
Total 6420-00 · Events	<u>50,000</u>	<u>58,415</u>	<u>(8,415)</u>	<u>374,181</u>	<u>374,207</u>	<u>(26)</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	891,072	891,068	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	546	833	(287)	13,748	6,668	7,080	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	2,500	(2,500)	7,132	17,500	(10,368)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	4,500	10,000	(5,500)	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
Total 6743-00 · BACC Marketing Programs	<u>4,500</u>	<u>2,500</u>	<u>2,000</u>	<u>12,632</u>	<u>27,500</u>	<u>(14,868)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	133	(133)	30	1,068	(1,038)	1,600
8500-00 · Credit Card Fees	45			90	0	90	0
8600-00 · Additional Opportunitites	0	2,667	(2,667)	0	21,332	(21,332)	32,000

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

Accrual Basis

11 - Marketing

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	196	125	71	1,093	1,000	93	1,500
8750-00 · Meals/Meetings	10	300	(290)	506	2,400	(1,894)	3,600
8810-00 · Dues & Subscriptions	203	292	(89)	1,625	2,332	(708)	3,500
8910-00 · Travel	2,984	2,100	884	3,688	3,900	(212)	5,500
Total Expense	214,864	236,038	(21,174)	1,649,974	1,727,270	(77,296)	2,595,654
Net Ordinary Income	(20,026)	31,557	(51,583)	251,313	274,054	(22,741)	401,252
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	21			167			
Total Other Income	21			167			
Other Expense							
8990-00 · Allocated	31,839	31,557	282	249,858	274,054	(24,196)	401,252
Total Other Expense	31,839	31,557	282	249,858	274,054	(24,196)	401,252
Net Other Income	(31,818)	(31,557)	(261)	(249,691)	(274,054)	24,363	(401,252)
Net Income	(51,844)	0	(51,844)	1,622	0	1,622	0

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	235,771	235,761	10	352,299
4205-00 · Conference Dues	367	825	(458)	5,362	6,600	(1,238)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	13,332	(4,915)	20,000
4600-00 · Commissions - Other	0	2,500	(2,500)	30,537	20,000	10,537	30,000
Total 4600-00 · Commissions	0	4,167	(4,167)	38,954	33,332	5,622	50,000
Total Income	29,468	34,093	(4,625)	280,087	275,693	4,395	412,199
Gross Profit	29,468	34,093	(4,625)	280,087	275,693	4,395	412,199
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	78	633	(555)	12,919	5,068	7,851	7,600
5020-00 · P/R - Tax Expense	626	1,165	(539)	9,619	9,317	302	13,977
5030-00 · P/R - Health Insurance Expense	2,227	1,633	594	14,252	13,058	1,194	19,590
5040-00 · P/R - Workmans Comp	(73)	172	(245)	477	1,377	(900)	2,065
5060-00 · 401 (k)	399	555	(156)	4,696	4,437	259	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	336	668	(332)	1,004
5000-00 · Salaries & Wages - Other	11,094	13,236	(2,142)	96,550	105,883	(9,333)	158,827
Total 5000-00 · Salaries & Wages	14,393	17,478	(3,085)	138,848	139,808	(960)	209,720
5100-00 · Rent							
5110-00 · Utilities	126	70	56	593	560	33	840
5140-00 · Repairs & Maintenance	445	43	402	569	345	224	517
5150-00 · Office - Cleaning	100	102	(2)	696	815	(119)	1,223
5100-00 · Rent - Other	1,123	953	170	8,298	7,621	677	11,433
Total 5100-00 · Rent	1,794	1,168	626	10,156	9,341	815	14,013
5310-00 · Telephone							
5320-00 · Telephone	287	206	81	1,685	1,648	37	2,472
Total 5310-00 · Telephone	287	206	81	1,685	1,648	37	2,472
5420-00 · Mail - USPS	17	42	(25)	98	332	(234)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	917	(704)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			242	0	242	0
5520-00 · Supplies - Other	29	52	(23)	515	410	105	618
Total 5520-00 · Supplies	59	52	7	757	410	347	618
5610-00 · Depreciation	0	8	(8)	0	62	(62)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	120	1,125	(1,005)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	64	(64)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,062	1,236	(174)	1,856
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	82,147	82,147	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	200	(200)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	668	(668)	1,000
8920-00 · Bad Debt	0			733			
Total Expense	26,940	29,748	(2,808)	235,820	237,958	(2,138)	356,950
Net Ordinary Income	2,528	4,345	(1,817)	44,268	37,735	6,533	55,249
Other Income/Expense							
Other Expense							
8990-00 · Allocated	4,384	4,345	39	34,403	37,735	(3,332)	55,249
Total Other Expense	4,384	4,345	39	34,403	37,735	(3,332)	55,249
Net Other Income	(4,384)	(4,345)	(39)	(34,403)	(37,735)	3,332	(55,249)
Net Income	(1,856)	0	(1,856)	9,864	0	9,864	0

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

42 - Visitor Center

Accrual Basis

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	37,079	40,412	(3,333)	284,273	301,922	(17,649)	448,844
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	0	500	(500)	2,959	7,500	(4,541)	9,500
46000 · Merchandise Sales - Other	1,226	4,000	(2,774)	70,458	59,100	11,358	95,000
Total 46000 · Merchandise Sales	1,226	4,500	(3,274)	73,417	66,600	6,817	104,500
Total Income	38,306	44,912	(6,607)	357,691	368,522	(10,831)	553,344
Gross Profit	38,306	44,912	(6,607)	357,691	368,522	(10,831)	553,344
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	842	1,208	(366)	10,698	12,015	(1,317)	17,550
5030-00 · P/R - Health Insurance Expense	2,337	1,806	531	11,592	14,448	(2,856)	21,672
5040-00 · P/R - Workmans Comp	(305)	403	(708)	1,886	3,506	(1,620)	5,193
5060-00 · 401 (k)	412	537	(125)	4,258	4,676	(418)	6,924
5070-00 · Other Benefits and Expenses	20	102	(82)	616	817	(201)	1,225
5000-00 · Salaries & Wages - Other	11,385	13,425	(2,040)	116,499	116,903	(404)	173,103
Total 5000-00 · Salaries & Wages	14,692	17,481	(2,789)	145,549	152,365	(6,816)	225,667
5100-00 · Rent							
5110-00 · Utilities	983	800	183	4,844	5,200	(356)	7,650
5140-00 · Repairs & Maintenance	4,250	2,292	1,958	5,965	18,332	(12,367)	27,500
5150-00 · Office - Cleaning	20	237	(217)	318	1,899	(1,581)	2,847
5100-00 · Rent - Other	6,375	7,025	(650)	53,012	56,197	(3,185)	84,297
Total 5100-00 · Rent	11,628	10,354	1,274	64,139	81,628	(17,489)	122,294
5310-00 · Telephone							
5320-00 · Telephone	224			4,489	0	4,489	0
5310-00 · Telephone - Other	0	461	(461)	0	3,691	(3,691)	5,535
Total 5310-00 · Telephone	224	461	(237)	4,489	3,691	798	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	12	145	(133)	358	1,164	(806)	1,744
Total 5420-00 · Mail - USPS	12	145	(133)	411	1,164	(753)	1,744
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,169	(37)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	12	125	(113)	330	1,000	(670)	1,500
5520-00 · Supplies - Other	226	1,473	(1,247)	3,670	5,483	(1,813)	7,375
Total 5520-00 · Supplies	238	1,598	(1,360)	4,000	6,483	(2,483)	8,875
5610-00 · Depreciation	118	87	31	944	701	243	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	2,400	(2,120)	3,600
5710-00 · Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 · Equipment Rental/Leasing	222	429	(207)	2,135	3,434	(1,299)	5,150
5800-00 · Training Seminars	0	1,450	(1,450)	66	5,000	(4,934)	5,000
5850-00 · Artist of Month - Commissions	518	458	60	2,413	3,668	(1,255)	5,500
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	200	3,483	(3,283)	9,200	27,868	(18,668)	41,800
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	65			943	0	943	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(8)			28	0	28	0
8100-00 · Cost of Goods Sold - Other	750	2,100	(1,350)	37,279	31,026	6,253	49,875
Total 8100-00 · Cost of Goods Sold	807	2,100	(1,293)	38,209	31,026	7,183	49,875
8200-00 · Associate Relations	0	58	(58)	75	468	(393)	700
8500-00 · Credit Card Fees	125	158	(33)	2,280	2,331	(51)	3,658
8700-00 · Automobile Expenses	47	45	2	528	550	(22)	750
8750-00 · Meals/Meetings	0	67	(67)	84	532	(448)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,332	(1,284)	2,000
8910-00 · Travel	0	0	0	0	100	(100)	1,100
Total Expense	28,831	38,987	(10,156)	277,260	326,065	(48,805)	487,005
Net Ordinary Income	9,475	5,925	3,549	80,431	42,457	37,974	66,339
Other Income/Expense							
Other Expense							
8990-00 · Allocated	5,978	5,925	53	46,914	51,457	(4,543)	75,339
Total Other Expense	5,978	5,925	53	46,914	51,457	(4,543)	75,339
Net Other Income	(5,978)	(5,925)	(53)	(46,914)	(51,457)	4,543	(75,339)
Net Income	3,496	0	3,496	33,517	(9,000)	42,517	(9,000)

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

Accrual Basis

51 - TMPI

	Feb 19	Budget	\$ Over Bu...	Jul '18 - Fe...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	718	718	0	5,754	5,803	(49)	8,677
Total Income	718	718	0	5,754	5,803	(49)	8,677
Gross Profit	718	718	0	5,754	5,803	(49)	8,677
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	267	(419)	401
5030-00 · P/R - Health Insurance Expense	4	4	0	49	28	21	42
5040-00 · P/R - Workmans Comp	(3)	4	(7)	45	32	13	48
5060-00 · 401 (k)	19	23	(4)	211	181	30	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	626	567	60	5,696	4,532	1,164	6,798
Total 5000-00 · Salaries & Wages	647	630	17	5,851	5,041	811	7,561
5100-00 · Rent							
5110-00 · Utilities	0			36			
5140-00 · Repairs & Maintenance	0			6			
5150-00 · Office - Cleaning	0			42			
5100-00 · Rent - Other	0			502	0	502	0
Total 5100-00 · Rent	0			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0			230			
Total 5310-00 · Telephone	0			230	0	230	0
5420-00 · Mail - USPS	0			19	0	19	0
5510-00 · Insurance/Bonding	0			64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies - Computer <\$1000	0			71			
5520-00 · Supplies - Other	0			17	0	17	0
Total 5520-00 · Supplies	0			88	0	88	0
5740-00 · Equipment Rental/Leasing	0			217	0	217	0
8700-00 · Automobile Expenses	0			26	0	26	0
8750-00 · Meals/Meetings	0			3	0	3	0
Total Expense	647	630	17	7,083	5,041	2,043	7,561
Net Ordinary Income	71	88	(17)	(1,329)	762	(2,092)	1,116
Other Income/Expense							
Other Expense							
8990-00 · Allocated	89	88	1	695	762	(67)	1,116
Total Other Expense	89	88	1	695	762	(67)	1,116
Net Other Income	(89)	(88)	(1)	(695)	(762)	67	(1,116)
Net Income	<u>(18)</u>	<u>0</u>	<u>(18)</u>	<u>(2,024)</u>	<u>0</u>	<u>(2,024)</u>	<u>0</u>

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

Accrual Basis

60 - Membership

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	12,331	10,750	1,581	90,144	85,100	5,044	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	0	0	0	19,000
4250-05 · Sponsorships	0	0	0	0	0	0	13,000
4250-01 · Community Awards - Other	0	0	0	0	0	0	18,000
Total 4250-01 · Community Awards	0	0	0	0	0	0	50,000
4250-02 · Chamber Events	0	208	(208)	1,684	1,668	16	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	300	(300)	2,000	1,850	150	3,050
4251-00 · Tues AM Breakfast Club - Other	37	580	(543)	3,677	4,640	(963)	6,960
Total 4251-00 · Tues AM Breakfast Club	37	880	(843)	5,677	6,490	(813)	10,010
4250-00 · Revenues-Membership Activities - Other	(25)			3,708	0	3,708	0
Total 4250-00 · Revenues-Membership Activities	12	1,088	(1,076)	13,692	12,158	1,534	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
Total Income	12,343	11,838	505	104,442	97,258	7,184	198,510
Gross Profit	12,343	11,838	505	104,442	97,258	7,184	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(11,000)	(11,000)	0	(16,500)
5020-00 · P/R - Tax Expense	368	547	(179)	3,589	4,378	(789)	6,566
5030-00 · P/R - Health Insurance Expense	1,000	888	112	7,243	7,104	139	10,656
5040-00 · P/R - Workmans Comp	(30)	7	(37)	231	59	172	87
5060-00 · 401 (k)	216	262	(46)	1,845	2,097	(252)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	120	528	(408)	792
5000-00 · Salaries & Wages - Other	6,451	6,553	(102)	55,076	52,424	2,652	78,636
Total 5000-00 · Salaries & Wages	6,639	6,948	(309)	57,103	55,590	1,513	83,382
5100-00 · Rent							
5110-00 · Utilities	60	50	10	221	405	(184)	605
5140-00 · Repairs & Maintenance	387	25	362	430	200	230	300
5150-00 · Office - Cleaning	48	78	(30)	212	742	(530)	1,177
5100-00 · Rent - Other	617	819	(202)	2,934	6,550	(3,616)	9,826
Total 5100-00 · Rent	1,111	972	139	3,796	7,897	(4,101)	11,908
5310-00 · Telephone							
5320-00 · Telephone	128	253	(125)	1,172	2,024	(852)	3,036
Total 5310-00 · Telephone	128	253	(125)	1,172	2,024	(852)	3,036
5420-00 · Mail - USPS	8	250	(242)	88	600	(512)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	555	(313)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43			642	500	142	500
5520-00 · Supplies - Other	291	83	208	566	668	(102)	1,000
Total 5520-00 · Supplies	334	83	251	1,208	1,168	40	1,500
5610-00 · Depreciation	0	8	(8)	0	64	(64)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	448	(448)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	100	(100)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	1,418	1,990	(572)	2,990
5800-00 · Training Seminars	1,669	250	1,419	3,702	1,950	1,752	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	750	(750)	1,500
Total 5900-00 · Professional Fees	0	0	0	0	750	(750)	1,500
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	0			458			
Total 6420-00 · Events	0			158			
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	0	650	(650)	2,550	4,550	(2,000)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	297	344	(47)	7,937	4,252	3,685	5,628
6423-00 · Membership Activities - Other	93			5,585	0	5,585	0
Total 6423-00 · Membership Activities	390	994	(604)	19,600	11,302	8,298	45,278
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	532	(532)	800

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

Accrual Basis

60 - Membership

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
8500-00 · Credit Card Fees	265	170	95	1,804	1,440	364	3,000
8700-00 · Automobile Expenses	59	78	(19)	338	621	(283)	933
8750-00 · Meals/Meetings	206	150	56	714	1,200	(486)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	280	250	420
8920-00 · Bad Debt	0			3,850	0	3,850	0
Total Expense	10,975	10,619	356	96,431	88,511	7,920	161,240
Net Ordinary Income	1,367	1,219	148	8,011	8,747	(736)	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	1,993	1,975	18	15,638	17,152	(1,514)	25,113
Total Other Expense	1,993	1,975	18	15,638	17,152	(1,514)	25,113
Net Other Income	(1,993)	(1,975)	(18)	(15,638)	(17,152)	1,514	(25,113)
Net Income	(625)	(756)	131	(7,626)	(8,405)	779	12,157

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

70 - Administration

Accrual Basis

	Feb 19	Budget	\$ Over Budget	Jul '18 - Feb 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,728	2,130	(402)	16,248	17,037	(788)	25,555
5030-00 · P/R - Health Insurance Expense	2,354	2,648	(294)	13,399	21,180	(7,781)	31,770
5040-00 · P/R - Workmans Comp	(115)	182	(297)	1,050	1,456	(406)	2,184
5060-00 · 401 (k)	(418)	1,089	(1,507)	4,512	8,715	(4,203)	13,072
5070-00 · Other Benefits and Expenses	30	167	(137)	592	1,332	(740)	2,000
5000-00 · Salaries & Wages - Other	25,652	27,188	(1,536)	214,065	217,500	(3,435)	326,250
Total 5000-00 · Salaries & Wages	29,230	33,403	(4,173)	249,866	267,219	(17,353)	400,831
5100-00 · Rent							
5110-00 · Utilities	221	123	98	1,290	984	306	1,476
5140-00 · Repairs & Maintenance	1,270	375	895	2,720	3,000	(280)	4,500
5150-00 · Office - Cleaning	176	208	(32)	1,425	1,665	(240)	2,497
5100-00 · Rent - Other	2,446	2,176	270	20,505	17,403	3,102	26,107
Total 5100-00 · Rent	4,112	2,882	1,230	25,940	23,052	2,888	34,580
5310-00 · Telephone							
5320-00 · Telephone	670	1,000	(330)	6,505	8,000	(1,495)	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	670	1,000	(330)	6,530	8,000	(1,470)	12,000
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	29	88	(59)	701	707	(6)	1,059
Total 5420-00 · Mail - USPS	29	88	(59)	731	707	24	1,059
5510-00 · Insurance/Bonding	724			2,551	205	2,346	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	162			1,890	2,000	(110)	2,000
5520-00 · Supplies - Other	414	625	(211)	3,781	5,000	(1,219)	7,500
Total 5520-00 · Supplies	576	625	(49)	5,671	7,000	(1,329)	9,500
5610-00 · Depreciation	0	54	(54)	218	434	(216)	650
5700-00 · Equipment Support & Maintenance	580	330	250	2,164	2,635	(471)	3,955
5710-00 · Taxes, Licenses & Fees	622	1,042	(420)	6,912	8,332	(1,420)	12,500
5740-00 · Equipment Rental/Leasing	321	329	(8)	2,620	2,634	(14)	3,950
5800-00 · Training Seminars	0	417	(417)	774	3,332	(2,558)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	960	5,000	(4,040)	7,500
5920-00 · Professional Fees - Accountant	0			21,000	25,000	(4,000)	25,000
5921-00 · Professional Fees - Other	6,610	1,500	5,110	6,610	13,500	(6,890)	19,500
Total 5900-00 · Professional Fees	6,610	2,125	4,485	28,570	43,500	(14,930)	52,000
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
Total 6423-00 · Membership Activities	0			(300)	0	(300)	0
7500-00 · Trade Shows/Travel	(11)			372			
8200-00 · Associate Relations	50	333	(283)	1,987	2,668	(681)	4,000
8300-00 · Board Functions	0	150	(150)	6,018	2,550	3,468	4,500
8500-00 · Credit Card Fees	0			310	0	310	0
8600-00 · Additional Opportunit	0	467	(467)	0	3,732	(3,732)	5,600
8700-00 · Automobile Expenses	69	250	(181)	1,682	2,000	(318)	3,000
8750-00 · Meals/Meetings	9	120	(111)	1,215	960	255	1,440
8810-00 · Dues & Subscriptions	692	275	417	3,471	2,200	1,271	3,300
Total Expense	44,282	43,890	393	347,602	381,160	(33,559)	558,070
Net Ordinary Income	(44,282)	(43,890)	(393)	(347,602)	(381,160)	33,559	(558,070)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(44,282)	(43,890)	(393)	(347,508)	(381,160)	33,653	(558,070)
Total Other Expense	(44,282)	(43,890)	(393)	(347,508)	(381,160)	33,653	(558,070)
Net Other Income	44,282	43,890	393	347,525	381,160	(33,636)	558,070
Net Income	0	0	0	(77)	0	(77)	0

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of February 28, 2019

Accrual Basis

	Feb 28, 19	Feb 28, 18	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1000-00 · Cash	430,243	567,921	(137,678)	(24%)	479,914
Total Checking/Savings	430,243	567,921	(137,678)	(24%)	479,914
Accounts Receivable					
1200-00 · Accounts Receivable	10,696	184,585	(173,889)	(94%)	145,394
Total Accounts Receivable	10,696	184,585	(173,889)	(94%)	145,394
Other Current Assets					
1300 · Reimbursements Receivable	984	0	984	100%	
1350-00 · Security Deposits	100	0	100	100%	100
Total Other Current Assets	1,084	0	1,084	100%	100
Total Current Assets	442,023	752,506	(310,483)	(41%)	625,408
Other Assets					
1400-00 · Prepaid Expenses	27,923	19,965	7,958	40%	6,289
Total Other Assets	27,923	19,965	7,958	40%	6,289
TOTAL ASSETS	469,946	772,471	(302,525)	(39%)	631,697
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	220,084	386,824	(166,740)	(43%)	442,239
Total Accounts Payable	220,084	386,824	(166,740)	(43%)	442,239
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-02 · MC_4222 Jason	0	413	(413)	(100%)	0
2080-05 · MC_2107 Greg	0	5,718	(5,718)	(100%)	0
2080-09 · MC_3126 Sarah	0	2,908	(2,908)	(100%)	25
Total 2080 · Bank of the West Credit Cards	0	9,039	(9,039)	(100%)	25
Total Credit Cards	0	9,039	(9,039)	(100%)	25
Other Current Liabilities					
2400-00 · Suspense	0	(29)	29	100%	0
2402-00 · Suspense - Jason	0	(36)	36	100%	0
Total Other Current Liabilities	0	(65)	65	100%	0
Total Current Liabilities	220,084	395,798	(175,714)	(44%)	442,264
Total Liabilities	220,084	395,798	(175,714)	(44%)	442,264
Equity					
32000 · Unrestricted Net Assets	189,433	176,268	13,165	7%	176,268
Net Income	60,429	200,404	(139,975)	(70%)	13,164
Total Equity	249,862	376,672	(126,810)	(34%)	189,432
TOTAL LIABILITIES & EQUITY	469,946	772,471	(302,525)	(39%)	631,697

North Lake Tahoe Marketing Cooperative
A/R Aging Summary
As of February 28, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Black Diamond Agency Ltd*	0.00	0.00	0.00	0.00	2,000.00	2,000.00
Granlibakken Resort*	0.00	0.00	1,118.83	0.00	0.00	1,118.83
Hyatt Regency Lake Tahoe Resort*	0.00	93.65	0.00	0.00	0.00	93.65
Resort at Squaw Creek*	0.00	0.00	1,271.48	0.00	3,286.11	4,557.59
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	1,271.48	0.00	375.00	1,646.48
TOTAL	0.00	93.65	3,661.79	0.00	6,941.02	10,696.46

North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of February 28, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
AugustineIdeas	5,298.75	46,415.29	0.00	0.00	0.00	51,714.04
Development Counsellors International Ltd	0.00	1,893.04	0.00	0.00	0.00	1,893.04
FedEx	0.00	75.37	0.00	0.00	0.00	75.37
Greg Howey	606.95	0.00	0.00	0.00	0.00	606.95
IVCB Visitors Bureau	2,079.47	0.00	0.00	0.00	0.00	2,079.47
JC Valladolid	194.00	0.00	0.00	0.00	0.00	194.00
NLTRA	11,761.59	0.00	0.00	0.00	0.00	11,761.59
Richter7	121,835.86	0.00	0.00	0.00	0.00	121,835.86
Sarah Winters	101.68	0.00	0.00	0.00	0.00	101.68
Tahoe Adventure Company LLC	0.00	412.00	0.00	0.00	0.00	412.00
The Abbi Agency, Inc	29,410.00	0.00	0.00	0.00	0.00	29,410.00
TOTAL	<u>171,288.30</u>	<u>48,795.70</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>220,084.00</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

February 2019

Accrual Basis

	Feb 19	Budget	Jul '18 - Feb 19	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	76,000	76,000	646,057	646,057	942,000
4001-00 · NLTRA Funding	121,652	121,652	973,219	973,214	1,459,822
4004-00 · IVCBVB Entertainment	0	0	6,000	6,000	8,000
Total Income	197,652	197,652	1,625,276	1,625,271	2,409,822
Gross Profit	197,652	197,652	1,625,276	1,625,271	2,409,822
Expense					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	0		13,472	20,000	20,000
5002-00 · Consumer Print	0	8,000	24,000	40,000	40,000
5002-01 · Native Display	10,650	6,500	13,713	28,250	50,000
5004-00 · Trip Advisor	19,375	3,125	75,201	57,500	95,000
5005-00 · Paid Social	30,224	13,950	92,255	92,850	135,000
5005-01 · Digital Display	16,950	13,063	88,811	79,615	115,004
5005-02 · Retargeting Video	0	1,130	0	6,750	10,000
5007-00 · Creative Production	33,553	10,000	105,853	76,000	121,000
5010-00 · Account Strategy & Management	7,000	7,000	56,000	56,000	84,000
5010-01 · Digital Management & Reporting	3,000	3,000	24,000	24,000	36,000
5010-02 · Website Strategy & Analysis	2,000	2,000	16,000	16,000	24,000
5013-00 · Outdoor	8,000	0	111,000	95,000	95,000
5015-00 · Video	0	3,000	13,262	19,000	25,000
5017-00 · Rich Media	12,727	12,500	33,342	25,000	50,000
5018-00 · Media Commission	15,385	9,472	62,704	70,528	98,796
5018-01 · Digital Ad Serving	0	625	609	5,000	7,500
5018-03 · Strategic Marketing Plan	0		0	3,500	3,500
5020-00 · Search Engine Marketing	0	6,500	28,073	34,700	50,000
5022-00 · Email	2,550	5,100	23,078	28,875	45,000
5023-00 · Additional Opportunities	0		0	40,479	40,479
5025-00 · Expedia	0	0	0	22,500	30,000
Total 5000-00 · CONSUMER MARKETING	161,414	104,965	781,371	841,547	1,175,279
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0	0	2,584	500	2,500
5111-00 · FAMS - Domestic	0	0	947	1,000	1,250
5112-00 · Training / Sales Calls	0	0	1,279	2,000	3,500
5113-00 · Additional Opportunities	0	2,000	5,097	5,000	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	1,000	1,000
5120-00 · Domestic - Trade Shows	1,696	2,000	2,843	4,750	4,750
5131-00 · FAMS -Intl - Travel Trade	511	1,000	2,409	3,750	6,500
5132-00 · FAMS -Intl - Media	528	1,000	4,848	8,000	12,000
5133-00 · Ski-Tops	537	0	537	2,000	3,250
5134-00 · Intl Marketing - Additional Opp	0	0	3,555	6,000	13,000
5136-00 · Tour Operator Brochure Support	0	0	5,500	0	6,000
5137-00 · Co-op Opportunities	0	0	4,000	7,000	13,000
5141-00 · Australian Sales Mission	0	0	2,456	0	5,500
5142-00 · UK Sales Mission	0	0	0	0	5,500
5143-00 · Mountain Travel Symposium	140	0	4,381	2,500	5,500
5144-00 · IPW - POW WOW	0	0	9,930	10,000	9,000
5145-00 · TIA Annual Dues	0	0	2,635	2,500	2,500
5146-00 · UK / Black Diamond	0	0	24,607	33,750	45,000
5147-00 · AUS / Gate 7	0	0	25,939	30,750	41,000
5149-00 · Mexico Program	150		4,860	5,000	5,000
5150-00 · China Program	1,688		5,238	8,500	8,500
5151-00 · RTO West	0	0	2,322	2,695	4,195
5152-00 · Go West	0	0	0	1,500	1,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	1,893		1,893		
5154-00 · Canada - Other	0	0	27,388	20,000	25,000
Total 5154-00 · Canada	1,893	0	29,281	20,000	25,000
5155-00 · California Star Program	0		3,500	3,500	3,500
Total 5110-00 · LEISURE SALES	7,143	6,000	148,747	161,695	235,445
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	17,600	17,600	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	40,000	40,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	1,800	1,800	14,400	14,400	21,600
5204-00 · Media Mission(s)	0	0	2,789	5,300	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	4,000	4,000	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	2,400	2,400	3,600
5208-00 · International Travel Media FAMS	1,000	3,000	5,466	9,000	12,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

February 2019

Accrual Basis

	Feb 19	Budget	Jul '18 - Feb 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	5,779	3,208	15,732	25,667	38,500
5210-00 · Content Dev - Newsletters	2,000	2,000	16,000	16,000	24,000
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	32,000	32,000	48,000
5212-00 · Social Giveaways & Contests	0	1,100	4,600	5,550	8,900
5213-00 · Facebook Live	0	0	1,500	3,240	6,480
5214-00 · Social Takeover	0	1,100	6,688	8,600	13,000
5215-00 · Content Campaign-Local Luminary	6,750	0	27,000	11,000	22,000
5200-00 · PUBLIC RELATIONS - Other	6,944		6,944		
Total 5200-00 · PUBLIC RELATIONS	36,274	24,208	197,120	194,757	301,080
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	0	0	12,300	12,000	20,500
6003-00 · Geo-Fence Targeting	0		3,000	3,000	3,000
6004-00 · Email	0	850	6,750	6,800	10,200
6004-01 · Newsletter	0	1,000	0	2,650	5,950
6005-00 · Paid Media	0	792	5,541	8,104	12,154
6006-00 · CVENT	0		13,196	13,196	13,196
6007-00 · Creative Production	3,761	1,000	21,861	13,000	20,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	8,000	8,000	12,000
6010-00 · Collateral Production	0	0	0	5,000	7,500
6018-00 · MCC Media Commission	69	343	6,859	5,948	8,450
6018-01 · MCC Digital Ad Serving	0		36	200	200
6019-00 · Conference Direct Partnership	0		0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	500	0	4,000	0	6,000
6152-00 · Client Events / Opportunities	564	0	15,304	10,500	18,000
6153-00 · Chicago Sales Rep Support	0	2,000	6,540	5,000	10,000
Total 6000-00 · CONFERENCE SALES	5,894	6,985	103,387	98,398	152,150
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	831	750	4,126	3,500	7,000
6115-00 · Chicago Holiday Showcase	0	3,000	0	3,000	3,000
6116-00 · CalSAE Seasonal Spectacular	0	(4,950)	4,142	3,000	3,000
6118-00 · ASAE Annual	0		5,946	4,250	4,250
6120-00 · AFW Client Event	0		821	3,000	3,000
6120-01 · Sac River Cats Client Event	0		2,003	3,000	3,000
6127-00 · CalSAE Annual	31	0	5,146	5,000	6,700
6136-00 · Mountain Travel Symposium	0	0	0	2,500	4,895
6143-00 · Connect Marketplace	0	0	2,402	2,500	10,000
6144-00 · ASAE XDP	0	0	475	2,500	4,000
6150-01 · Luxury Meeting Summit Northwest	0	0	1,650	1,500	3,000
6150-02 · Luxury Summit Meeting Texas	1,955		5,769	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	506		3,806	4,200	4,200
6151-00 · Destination CA	0	0	0	0	1,500
6154-00 · HelmsBriscoe ABC	4,500	0	4,500	4,000	5,500
6156-00 · Connect California	0	0	0	3,750	5,000
6156-02 · Connect Chicago	3,700	250	3,700	4,000	4,000
6156-03 · Connect New England	0	0	112	3,750	6,250
6156-04 · Connect Georgia	0		4,877	5,750	5,750
6157-00 · HPN Partner Conference	0		3,718	3,700	3,700
6157-01 · HPN Spring Training CE (RSCVA)	0	1,500	0	1,500	3,000
6160-00 · AllThingsMeetings Silicon Valley	0	0	1,038	500	1,500
6160-01 · AllThingsMeetings East Bay	0		1,756	2,000	2,000
6161-00 · Connect Southwest	0		3,700	4,450	4,450
6162-00 · Connect Tech & Medical	0		4,746	5,250	5,250
6163-00 · Connect Financial	437	1,500	437	5,250	5,250
6164-00 · Connect Mountain Incentive	448	0	448	3,750	5,250
6165-00 · Bay Area Client Appreciation	0	0	0	0	5,000
6166-00 · Sports Commission	0	0	795	1,600	2,900
6167-00 · Nor Cal DMO	429	0	429	2,500	4,500
Total 6100-00 · TRADE SHOWS	12,836	2,050	68,191	95,700	134,145
6106-00 · CalSAE Seasonal Spectacular	0		(2,537)		
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	0	0	25,851	27,000	51,000
5009-00 · Fulfillment / Mail	296	0	9,989	10,500	13,000
5021-00 · RASC-Reno Air Service Corp	0	0	50,000	75,000	100,000
5123-00 · HSVC - High Sierra Visitors	0	0	2,000	2,250	2,250
7001-00 · Miscellaneous	61	250	61	2,000	3,000
7002-00 · CRM Subscription	833		6,667	10,000	10,000
7003-00 · IVCBVB Entertainment Fund	186	0	3,201	4,000	8,000
7004-00 · Research	422	0	6,017	21,000	45,000
7005-00 · Film Festival	0		15,000	15,000	15,000
7006-00 · Special Events	0	0	0	20,000	45,000
7007-00 · Destimetrics / DMX	0	0	25,013	25,014	33,352

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

February 2019

Accrual Basis

	Feb 19	Budget	Jul '18 - Feb 19	YTD Budget	Annual Budget
7008-00 · Opportunistic Funds	467	0	77,434	6,600	16,600
7009-00 · Tahoe Cam Usage	531	177	1,062	1,416	2,124
8700-00 · Automobile Expense*	211	200	3,315	1,600	2,400
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		(5,779)		
Total 7000-00 · COMMITTED & ADMIN EXPENSES	3,006	627	219,830	221,380	346,726
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	3,583	3,750	28,667	30,000	45,000
8003-00 · Website Hosting Maintenance	0	0	20,071	15,000	20,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	3,583	3,750	48,737	45,000	65,000
Total Expense	230,151	148,585	1,564,847	1,658,477	2,409,825
Net Income	(32,499)	49,067	60,429	(33,206)	(3)

KEY METRICS FOR February 28, 2019 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876	
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279	
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238	
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406	
2015 - 2016	4,873,005	3,874,694	5,436,080	2,350,829	\$ 16,534,608	
2016 - 2017	5,503,124	3,317,960	6,114,719	3,354,149	\$ 18,289,952	
2017 - 2018	6,271,093	3,449,703	5,630,792	3,191,682	\$ 18,543,270	
2018 - 2019	7,019,665	3,944,680	248,536		\$ 11,212,881	updated

Visitor Information Comparative Statistics For FYTD 2015/16 - 2018/19 (thru Feb 2019)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	29,446	27,498	30,845	28,430	-7.83%
Phone	1,791	2,466	2,209	2,012	-8.92%
Email	146	249	257	276	7.39%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic	2,332	4,195	3,127	3,295	5.37%
Total	42,324	38,334	45,171	45,452	0.62%

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	\$ 820,233	\$ 742,627	-9.46%
Second (Apr - June)	\$ 495,699	\$ 559,589	\$ 716,779	\$ 601,162	-16.13%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 1,001,144	\$ 982,682	-1.84%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 641,261	\$ -	-100.00%
Total	\$ 2,542,230	\$ 2,832,127	\$ 3,179,417	\$ 2,326,471	-26.83%

Unemployment Rates - EDD				
	June 2014	July 2015	Aug 2016	Jan 2019
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.2%
Placer County (367,309)	6.0%	5.2%	4.7%	3.8%
Dollar Point (1,215)	7.1%	6.1%	1.1%	2.1%
Kings Beach (3,893)	6.0%	6.8%	6.1%	2.2%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	4.9%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	3.0%

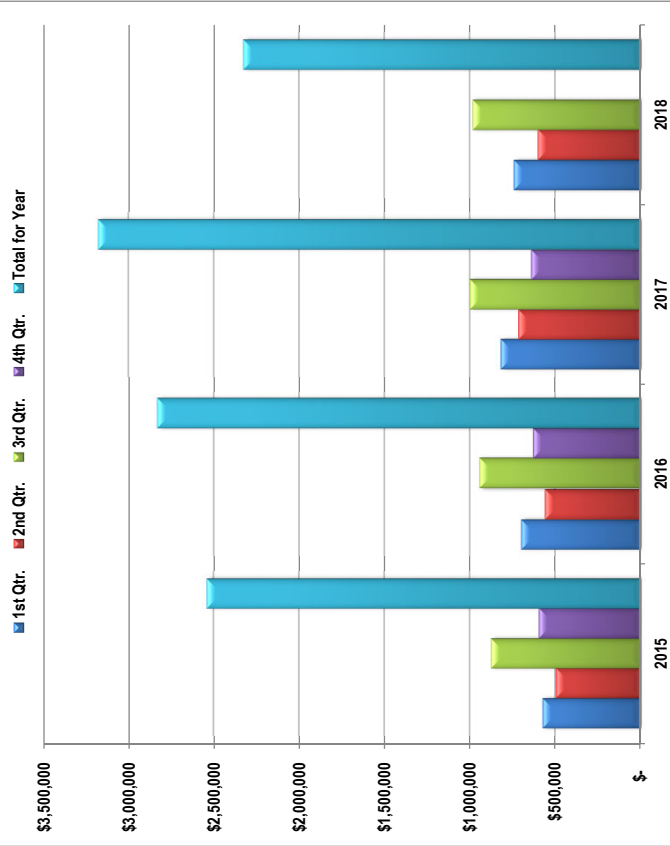
Destimetrics Reservations Activity				
	FYTD 17/18	FYTD 18/19	YOY % Change	
Occupancy	50.8%	62.1%	22.2%	
ADR (Average Daily Rate)	\$ 356	\$ 352	-1.1%	
RevPAR (Rev per Available Room)	\$ 181	\$ 218	20.9%	
Occupancy 1 Mth Forecast	35.9%	42.1%	17.3%	
ADR 1 Mth Forecast	\$ 286	\$ 284	-0.9%	
RevPAR 1 Mth Forecast	\$ 103	\$ 119	16.3%	
Occupancy (prior 6 months)	42.0%	49.1%	16.9%	
ADR (prior 6 months)	\$ 296	\$ 295	-0.6%	
RevPAR (prior 6 months)	\$ 124	\$ 145	16.2%	
Occupancy (next 6 months)	25.6%	24.7%	-3.5%	
RevPAR (next 6 months)	\$ 331	\$ 349	5.5%	
RevPAR (next 6 months)	\$ 85	\$ 86	1.8%	

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

Total Chamber Membership			
	June 2014	June 2015	June 2016
	457	474	508
		424	424
			378

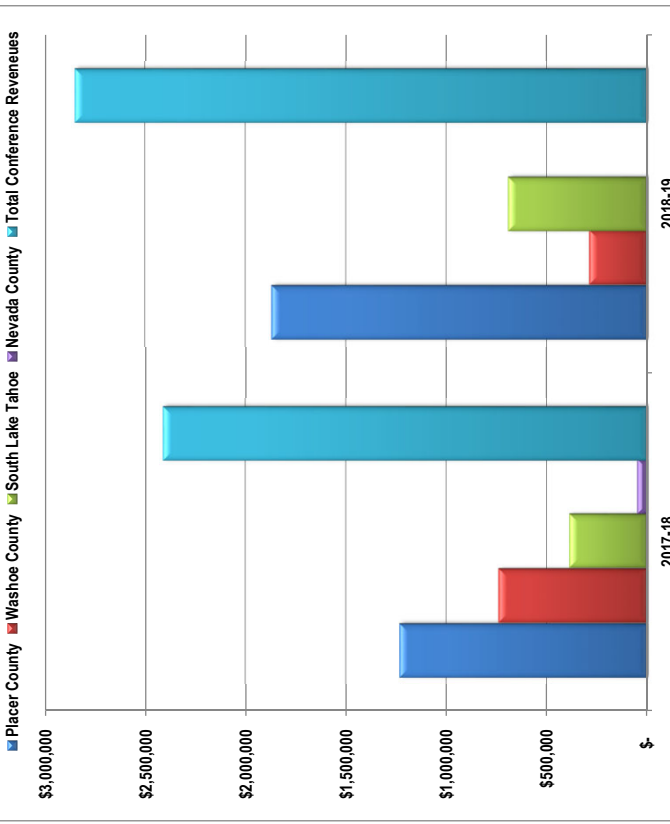
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 2/28/2019						
FORWARD LOOKING	2017-18		2018-19		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$2,570,830	\$ 2,412,388	\$ 2,851,350	\$ 2,851,350	18.20%	
Commission for this Revenue	\$ 60,863	\$ 62,190	\$ 75,322	\$ 75,322	21.12%	
Number of Room Nights	12,962	14,615	15,136	15,136	3.56%	
Number of Bookings	76	61	64	64	4.92%	
Conference Revenue And Percentage by County:						
	17-18	18-19				
Placer	51%	66%	\$ 1,392,285	\$ 1,234,555	\$ 1,871,342	51.58%
Washoe	31%	10%	\$ 730,318	\$ 739,991	\$ 287,833	-61.10%
South Lake	16%	24%	\$ 397,939	\$ 387,554	\$ 692,175	78.60%
Nevada	2%	0%	\$ 50,288	\$ 50,288	\$ -	-100.00%
Total Conference Revenue	100%	100%	\$ 2,570,830	\$ 2,412,388	\$ 2,851,350	18.20%
CURRENT						
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)



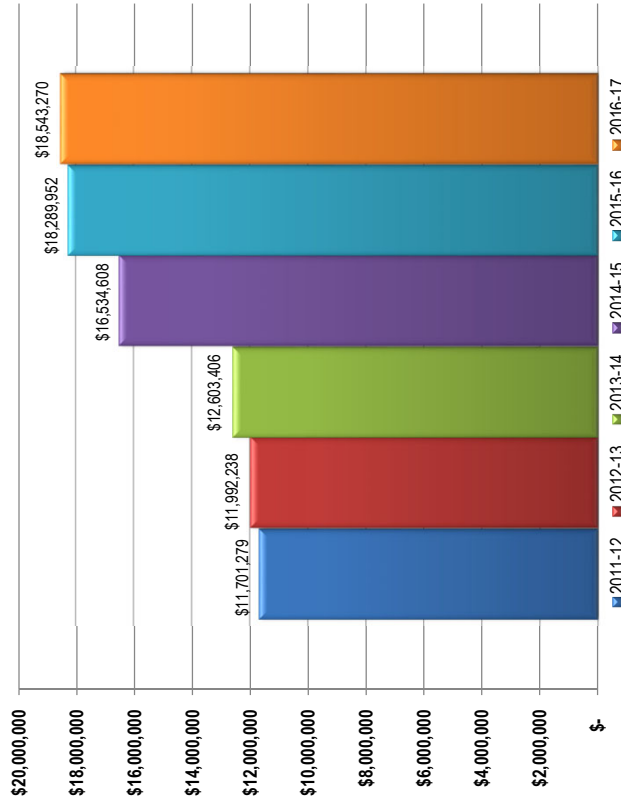
Quarter	Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)				YOY % Change
	2015	2016	2017	2018	
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 820,233	\$ 742,627	-9.46%
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Total	\$ 2,542,230	\$ 2,832,127	\$ 3,179,417	\$ 2,326,471	-26.83%

Conference Revenue Statistics & Revenue Share by County



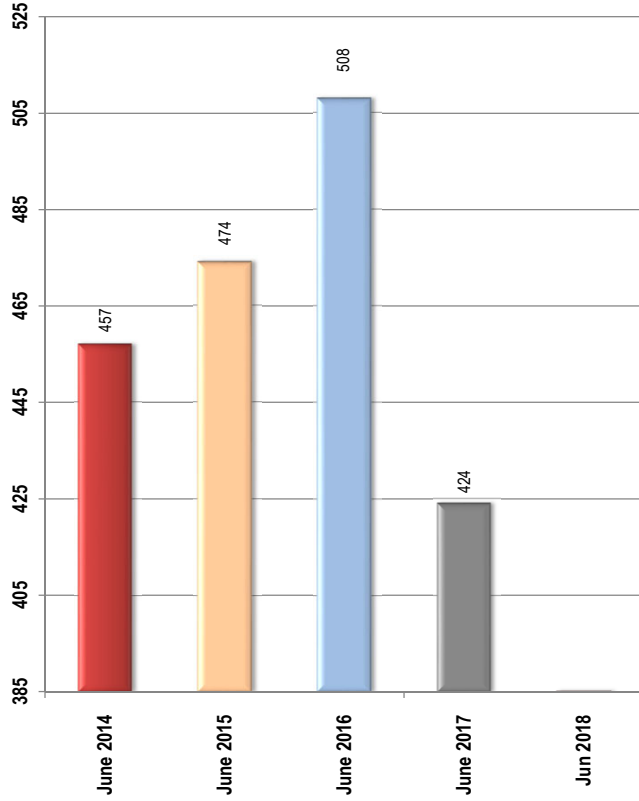
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 2/28/2019					
	2017-18	2018-19	YOY %	Change	
FORWARD LOOKING					
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Commission for this Revenue	62,190	75,322	21.12%		
Number of Room Nights	14,615	15,136	3.56%		
Number of Bookings	61	64	4.92%		
CURRENT					
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000	0.00%		
Annual Commission Goal	\$ 70,000	\$ 50,000	-28.57%		
Conference Revenue And Percentage by County:					
Placer	\$ 1,234,555	\$ 1,871,342	51.58%		
Washoe	\$ 739,991	\$ 287,833	-61.10%		
South Lake	\$ 387,554	\$ 692,175	78.60%		
Nevada	\$ 50,288	\$ -	-100.00%		
Total Conference Revenue	\$ 2,412,388	\$ 2,851,350	18.20%		

5-Year Annual TOT Collections (Fiscal Year Basis)

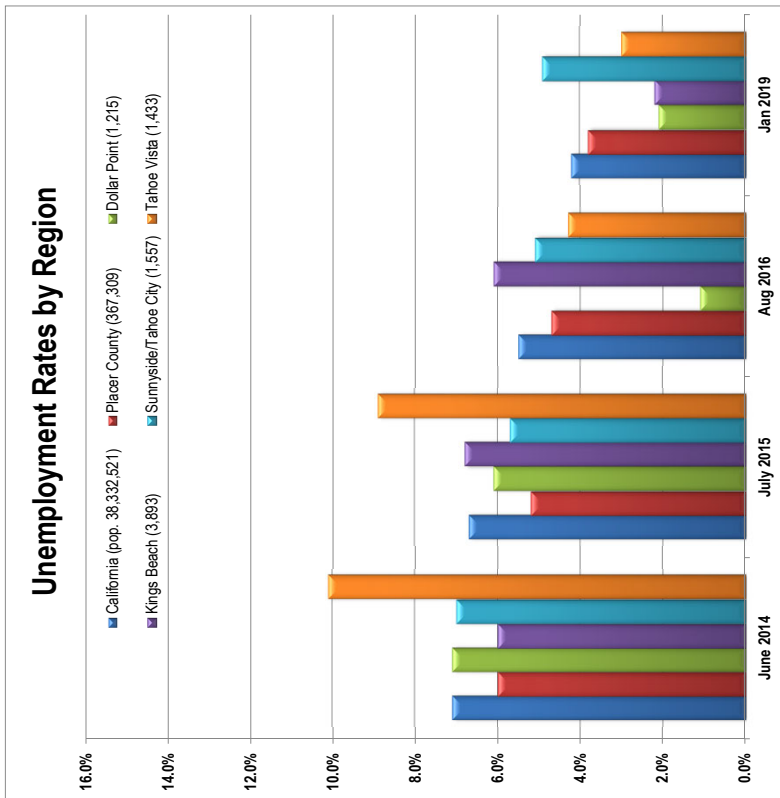


Fiscal Year	Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)				Total
	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 1,751,001	\$ 11,992,238
2014 - 2015	\$ 4,693,908	\$ 2,527,728	\$ 3,513,439	\$ 1,868,331	\$ 12,603,406
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2017 - 2018	\$ 6,271,093	\$ 3,449,703	\$ 5,630,792	\$ 3,191,682	\$ 18,543,270
2018 - 2019	\$ 7,019,665	\$ 3,944,680	\$ 248,536	\$ -	\$ 11,212,881

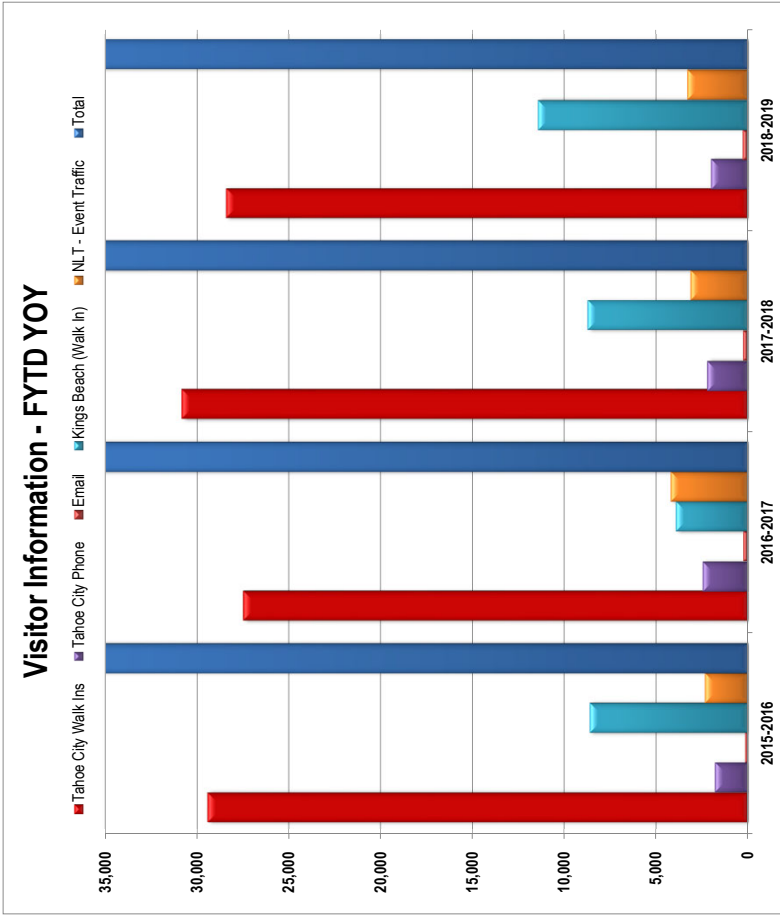
Chamber Membership (# of Members)



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

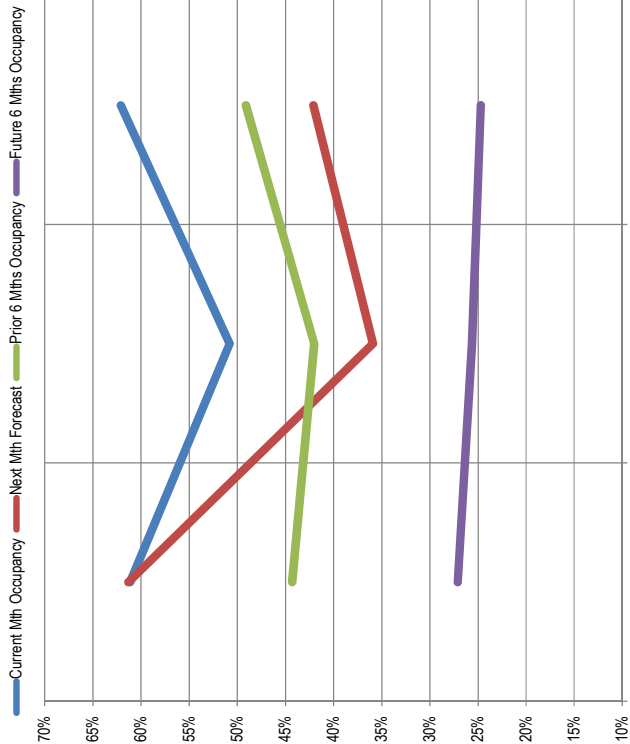


Unemployment Rates - EDD								
Region	June 2014	July 2014	Aug 2014	July 2015	Aug 2015	July 2016	Aug 2016	Jan 2019
California (pop. 38,332,521)	7.1%	6.0%	7.1%	6.7%	5.5%	6.7%	5.5%	4.2%
Placer County (367,309)	7.1%	6.1%	6.1%	5.2%	4.7%	4.7%	4.7%	3.8%
Dollar Point (1,215)	6.0%	6.1%	6.1%	6.1%	1.1%	1.1%	1.1%	2.1%
Kings Beach (3,893)	7.0%	6.8%	6.1%	6.8%	6.1%	6.1%	6.1%	2.2%
Sunnyside/Tahoe City (1,557)	10.1%	5.7%	5.1%	5.7%	5.1%	5.1%	5.1%	4.9%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	8.9%	4.3%	4.3%	4.3%	3.0%



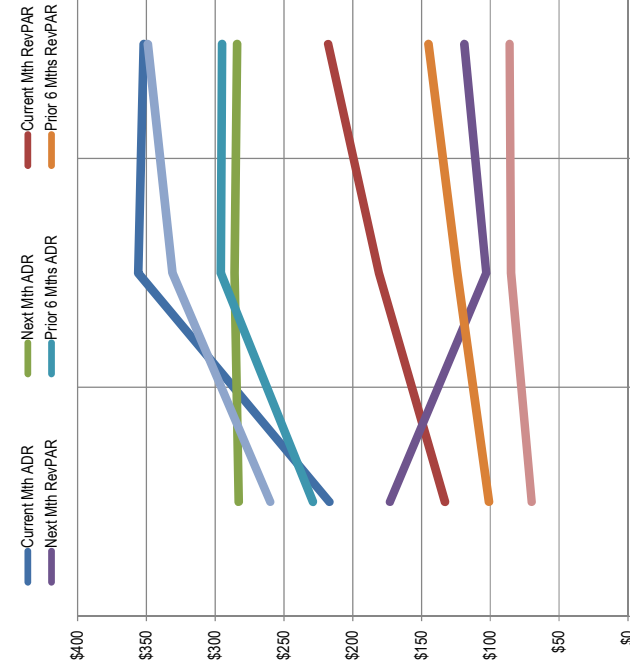
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Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	29,446	27,498	30,845	28,430	-7.63%
Phone	1,791	2,466	2,209	2,012	-8.92%
Email	146	146	257	276	7.39%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic	2,332	4,195	3,127	3,295	5.37%
Total	42,324	38,334	45,171	45,452	0.62%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	50.8%	62.1%	22.2%
Occupancy 1 Mth Forecast	61.3%	35.9%	42.1%	17.3%
Occupancy (prior 6 months)	44.3%	42.0%	49.1%	16.9%
Occupancy (next 6 months)	27.1%	25.6%	24.7%	-3.5%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$356	\$352	-1.1%
RevPAR (Rev per Available Room)	\$133	\$181	\$218	20.9%
ADR 1 Mth Forecast	\$283	\$286	\$284	-0.9%
RevPAR 1 Mth Forecast	\$173	\$103	\$119	16.3%
ADR (prior 6 months)	\$229	\$296	\$295	-0.6%
RevPAR (prior 6 months)	\$101	\$124	\$145	16.2%
ADR (next 6 months)	\$260	\$331	\$349	5.5%
RevPAR (next 6 months)	\$70	\$85	\$86	1.8%

NORTH LAKE TAHOE RESORT ASSOCIATION (NLTRA)

Employee Expense Report

Month/Yr February 2019
 Employee Gustafson, Cindy

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
02.04.2019	A	Best Buy	14193	Televisions for conference rooms	\$1,448.74		5140-00/11
02.11.2019	B	Terranea Resort	579258	VisitCA Outlook forum cancellation fee	\$323.71		8910-00/11
02.11.2019	C	Alpenglow Sports	1446379827	Associate Relations	\$25.00		8200-00/70
02.11.2019	D	Jetblue	N/A	Refund baggage fee VisitCA Outlook Forum	(\$35.00)		7500-00/70
02.12.2019	E	Wolfdales Cuisine	95016	Associate Relations	\$25.00		8200-00/70
02.21.2019	F	1209 L Street Sacramento CA	493200	Parking for Mountain Housing Council	\$24.00		7500-00/70
02.21.2019	G	Statehouse	19631	Lunch - Cindy Gustafson at Mountain Housing Council	\$8.60		8750-00/70
	H						
	I						
	J						
	K						
	L						
	M						
	N						
	O						
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	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1		Mileage	See Attached Mileage Report		\$0.00	8700-00-70
				Mileage Reimbursed Through Payroll			
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					\$1,820.05		

Signed By: Cindy Gustafson Approved By: _____
 Date: 3/13/2019 Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
<u>3/13/19</u>	<u>03/13/19</u>	<u>BUB</u>	<u>3/13/19</u>



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 FEB 28, 2019
Total Activity \$1,820.05

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

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

ACCOUNT SUMMARY

CINDY M GUSTAFSON XXXX-XXXX-0108-6903	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$1,855.05		\$0.00		\$35.00		\$1,820.05

ACCOUNT ACTIVITY

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
02-04	02-01	05410199032295060016913	BEST BUY 00001289 RENO NV Tax ID: 411822872 Mer Zip: 89502 Dest Zip: 89502 Dest Ctry: USA Tax: 63.72	1,448.74
02-11	02-08	55436879040270400878704	TERRANEA RESORT RANCHO PALOS CA Arrival Date: 02/10/19 Departure Date: 02/13/19 Invoice Number: 0000901988 Tran: 0000901988 Tax ID: 201544383 Mer Zip: 90275	323.71
02-11	02-08	72306069041900014954504	ALPENGLOW SPORTS, INC TAHOE CITY CA Tran: 17836 Tax ID: 453247758 Mer Zip: 96145	25.00
02-11	02-08	55417419040029000469787	JETBLUE 2790614208557 8005382583 UT Tax ID: 870617894 Mer Zip: 11101 Ticket Number: 2790614208557	35.00 CR
02-12	02-11	05314619043500211331652	WOLFDALES CUISINE UNI TAHOE CITY CA Tax ID: 680013011 Mer Zip: 96145	25.00
02-21	02-19	25415759051001913447473	61028 - 1209 L STREET SACRAMENTO CA Tran: P93002177 Tax ID: 161171179 Mer Zip: 95814 Tax: 0.72	24.00
02-21	02-20	05436849051100069153418	TST* STATEHOUSE GRANITE BAY CA Tax ID: 813098068 Mer Zip: 95746 Origin Zip: 95746	8.60

A
B
C
D
E
F
G

For Customer Service, Call: 1-866-432-8161	Account Number XXXX-XXXX-0108-6903	Account Summary
	Statement Date FEB 28, 2019	Purchases & Other Charges \$1,855.05
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Credit Limit \$50,000	Cash Advances \$0.00
	Disputed Amount \$0.00	Fees \$0.00
		Credits \$35.00
		Payments \$0.00
		Total Activity \$1,820.05

IMPORTANT INFORMATION ABOUT THIS STATEMENT

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

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

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

Thank you for requesting an e-mail copy of your receipt. The details of your purchase are below.

Keep this email for your records. If you need to make a return or exchange, please review our [Return and Exchange Policy](#).

We appreciate your business and look forward to seeing you again soon.

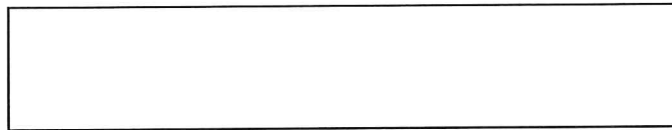
Sincerely,

Your Customer Care Team



YOUR BEST BUY RECEIPT

KEEP FOR YOUR RECORDS



***** Duplicate Receipt *****

***** START RECEIPT *****

Welcome to Best Buy #128
5575 S VIRGINIA ST
RENO, NV 89502

Val #:000026-766243-675446-072074-792435-260

0128 060 1691 02/01/19 18:03

6268405	UN65NU6900F	649.99
	SAMSUNG UN65NU6900FXZA 2160P	
	829.99 Was Price	
	180.00- Sale Discount	
	Sales Tax	53.73
6135601	30 DAY FREE	0.00
	FREE SLINGTV 30 DAY	
	Sales Tax	0.00
6172324	NS-50D510NA	279.99
	NS-50D510NA19 FHD (1080P) 60	
	299.99 Was Price	
	20.00- Sale Discount	
	Sales Tax	23.14
5578628	NC2-6A5-D	69.99
	GOOGLE - CHROMECAST ULTRA - B	
	Sales Tax	5.79
6288362	GA00439-US	35.00
	GOOGLE CHROMECAST	
	Sales Tax	2.89
9132192	DX-DTVMFP23	19.99
	FIXED TV MOUNT FOR 37-70"	



Sales Tax	1.65
5463301 BLT2-B1	79.99
LARGE ADVANCED TILT MOUNT FOR	
139.99 Was Price	
60.00- Sale Discount	
Sales Tax	6.61
6914779 5YR 600-699	159.99
5YR 600-699.99 LCD GSP	
GSP#	6229842360
SKU#	6268405
Sales Tax	0.00
6914218 5YR 250-299	59.99
5YR 250-299.99 LCD GSP	
GSP#	6229842412
SKU#	6172324
Sales Tax	0.00

Subtotal 1354.93
Sales Tax 93.81
=====

Total 1448.74

*****6903 ChipRead USD\$ 1448.74
MASTERCARD - MASTERCARD
GUSTAFSON/CINDY
Approval 014193

MODE: Issuer
AID: A000000041010

Other Savings: 260.00
Total Savings: 260.00

Terms & Conditions for the service plan(s)
you've purchased are available at
www.bestbuy.com/servicetermsconditions

Your purchase qualifies you to receive 30
days of free Sling TV Orange and Blue!

- 1) Go to Sling.com/promo
- 2) Enter the code below & click Redeem

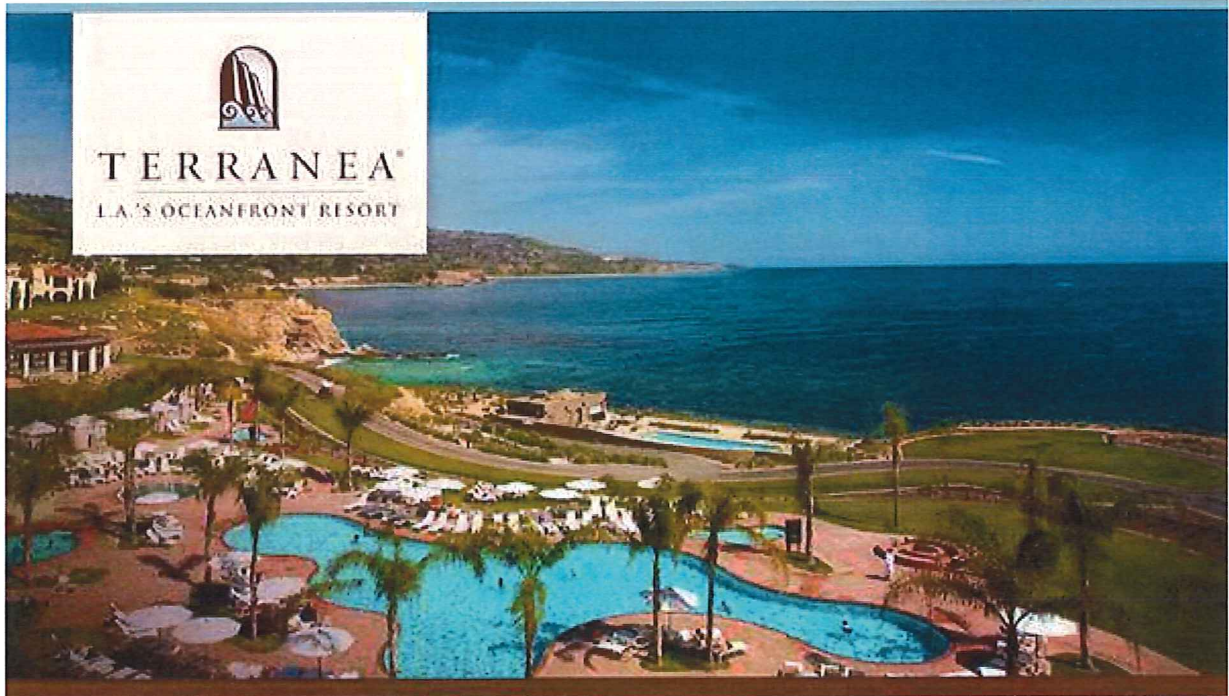
- 3) Create an account and finish check-out
- 4) Enjoy your free 30 days of Sling TV!

If any issues occur while redeeming the
code, please contact us at
1-888-BEST BUY (1-888-237-8289).



Cindy Gustafson

From: The Terranea Resort Team
Sent: Friday, February 8, 2019 3:22 PM
To: Cindy@gotahoenorth.com
Subject: The Terranea Resort Reservation Cancellation



Visit CA 2019 Outlook Forum
Feb 10, 2019 - Feb 13, 2019
Terranea Resort

Dear Cindy Gustafson,

Your reservation at Terranea Resort has been cancelled. You will find details of your cancelled reservation below.

We hope you will visit us the next time that your travel takes you to Rancho Palos Verdes.

- The Staff of the Terranea Resort

Reservation Details

Online Confirmation:	32LFR6J3
Cancellation	67210



Cindy Gustafson

From: terraneareservation
Sent: Friday, February 8, 2019 3:31 PM
To: Cindy Gustafson
Subject: RE: Reservation Cancellation

✶ \$323.71

The reservation has been cancelled. The cancellation number is: 579258. The forfeit amount is \$232.71. You will receive a cancellation email.

Thank you!

From: Cindy Gustafson [mailto:cindy@gotahoenorth.com]
Sent: Friday, February 08, 2019 3:07 PM
To: terraneareservation <terraneareservations@terranea.com>
Subject: RE: Reservation Cancellation

Very unfortunately – yes I need to cancel. Thanks for the confirmation.

Cindy Gustafson
Chief Executive Officer



north lake tahoe

Chamber | CVB | Resort Association

Cindy@GoTahoeNorth.com
www.GoTahoeNorth.com
530-581-8739 D

The North Lake Tahoe Chamber | Resort Association | CVB is celebrating 64 years of supporting small businesses and major resorts, ultimately enhancing the strong and vibrant North Tahoe community. The Resort Association combines Chamber of Commerce and destination marketing services to assist local businesses and connect community leaders. Supported by a contract with Placer County and Membership dues, the team is focused on building destination visitation during midweek and shoulder seasons, providing visitor information services, and supporting transportation and housing solutions for our region. The North Lake Tahoe Resort Association/Chamber provides a collective voice for the local business community.

From: terraneareservation [mailto:terraneareservations@terranea.com]
Sent: Friday, February 8, 2019 3:06 PM
To: Cindy Gustafson
Subject: RE: Reservation Cancellation

Dear Ms. Gustafson,

415 North Lake Blvd.
PO Box 7230
Tahoe City, California, 96145
United States
(530) 583-6917

Sales Receipt

02/08/2019 1:22 pm

Ticket: 220000017836
Register: Terminal 1
Employee: Mike
Customer: Anne-Karin Atwood
Note: Alp Card # 1190

Item	#	Price
Gift Card Purchase 230000001076 *	1	\$0.00
	Subtotal	\$0.00
	Total Tax	\$0.00
	Total	\$0.00

PAYMENTS

Gift Card Purchase \$145.00
Balance \$145.00
Credit Card
Card Num: 6903
Type: MASTERCARD
Entry: SWIPE \$25.00
Approval: 086952
ID: 1446379827
AID: A000000041010
Application Label: MASTERCARD
Cash \$120.00
Change \$0.00

RETURN POLICY:

Refunds require original receipt and must be made within 10 days of purchase. After 10 days returns are eligible for store credit only. Returned items must have tags attached and be in new condition.

* No Tax Applied

Thank You Anne-Karin Atwood!



Cindy Gustafson

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

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

Your upcoming trip on Sun, Feb 10



Flight status Change/cancel Manage flights Travel info Baggage info

STRETCHING OUT IS SO IN.

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

[LEARN MORE](#)



IS YOUR ID STILL OKAY TO TRAVEL?
Customers from some states must bring a passport or Global Entry card to the airport as a primary form of identification. See if you're affected.
[LEARN MORE](#)


Your confirmation code is DGDYLL

This is not your boarding pass.

YOUR ITINERARY

DATE	DEPARTS/ARRIVES	ROUTE	FLIGHT/OPERATED BY	TRAVELERS	FREQUENT FLIER ¹	SEATS ²	TERMINAL
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FROM JAN STATEMENT
1
Page 45 of 49

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

Trip 1:

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

Trip 2:

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

For a detailed receipt, select a customer

Lucinda Gustafson Marie

Ticket number(s)

2792117574876

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

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

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

\$ YOUR PAYMENT

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

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



Gift
Birthday Card
Jason Neary

WOLFDALE'S
CUISINE UNIQUE

2/11/19 17:12
Check 40001
Type Sale
Terminal 4
Manager DAWN

Swiped
Acct GUSTAFSON/CINDY
Card Typ XXXXXXXXXXXX6903
Auth Mastercard
Trans ID 095016
1

Sale 25.00

Tip \$.....

Total \$.....

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

Customer Copy



493200 02/19 09:05 01 02

PARKING

INSERT
THIS END UP

CINDY

MOUNTAIN HOUSING

(F)



Statehouse Restaurant

Take Out

Server: Estefania S	02/19/19
Check #434	12:32 PM
La Croix Tangerine	\$2.00
0.63 Salad by WEIGHT	\$5.03
Subtotal	\$7.03
Tax	\$0.16
Tip	\$1.41
Total	\$8.60
Credit Card	Swiped
Mastercard	xxxxxxx6903
Transaction Type	Sale
Authorization	Approved
Approval Code	019631
Payment ID	nRWRWxs7hnnR
Card Reader	MAGTEK_DYNAMAG

Lunch - Cindy

MOUNTAIN HOUSING

