



# FINANCE COMMITTEE AGENDA

Wednesday May 29, 2019 at 10:00 a.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

Bonnie Bavetta  
CFO

DeWitt Van Siclen  
Staff Accountant & HR Assistant

Quorum  
3 Members with 1  
being a Board Member

- **Call to Order – Establish Quorum**
- **Roll Call**
- **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.
- **Agenda Amendments & Approval [MOTION]**
- **Approval of Finance Committee Meeting Minutes:**
  - **04/24/19 Meeting Minutes [MOTION] .....Pg. 1**
- **Review & Approval of Preliminary April 2019 Financials:**
  - **Review Staff Report of Financial Performance.....Pg. 2**
  - **NLTRA 4/30/19 Financials Approval [MOTION] ..... Pg. 5**
  - **NLTMC 4/30/19 Financials Review... ..... Pg. 26**
- **Review & Approval of Proposed FY 2019/20 NLTRA Budget.....Pg. 32**
- **Items for Committee Review, Discussion/or Recommendations**
- **Supplemental Information**
  - **April 2019 Dashboard Report.....Pg. 43**
- **Approval of CEO & Interim CEO Expenses April 2019 [MOTION].....Pg. 48**
- **Agenda Input for Next Finance Committee Meeting**
- **Next Meeting Date**
- **Committee Member Comments**
- **Adjourn**



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## FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday April 24, 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 3:01pm (3)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Christ Beck – Board Member, Mike Salmon, David Brown (3:05pm)
  - Staff in Attendance: Bonnie Bavetta, DeWitt Van Sclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda
  - **MOTION** to approve the agenda; Jim Phelan/Mike Salmon, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve March 27, 2019 Finance Committee meeting minutes; Jim Phelan/Mike Salmon, Approved 3-0-0
- F. Items for Committee Review, Discussion and/or Recommendations
  - **Review Staff Report** – Preliminary March 27, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - **Review of Q3 Reconciliations** – Q3 balance sheet reconciliations were reviewed and discussed.
  - **Review of 2018/19 Reforecast** – Reforecasted budget for FY 2018/19 will be \$100,000 to \$126,000 lower due primarily to reduced wage expense.
  - **Review 2019/20 Placer County TOT Funding for NLTRA** – Bavetta stated Placer County communicated the FY 2019/20 TOT Budget is \$3,915,000 or up 3% from prior year.
- G. Approval of March 31, 2019 Preliminary Financials
  - **MOTION** to approve March 31, 2019 preliminary financials for NLTRA; Mike Salmon/Jim Phelan, Approved 4-0-0
- H. Supplemental Information
  - Review of March 2019 Dashboard Report
- I. Approval of CEO Expenses for March 2019
  - **MOTION** to approve; Jim Phelan/Mike Salmon, approved 4-0-0
- J. Agenda Input for Next Finance Committee Meeting
  - Review of 2019/20 budget
- K. Next Meeting Date – 5/29/19 at 10:00am
- L. Committee Member Comments
  - Auditors selection was approved by the Board of Directors.
  - Cindy Gustafson has been made the Placer County District 5 Supervisor, effective Monday, April 22, 2019.
  - Bonnie Bavetta will be assisting with the interim CEO role.
- M. Adjourn 3:38pm



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## Finance Committee Staff Report

Date: 05/24/19

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

From: Bonnie Bavetta, CFO

RE: Report for April 2019

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Summary of preliminary NLTRA financial results for April 30, 2019:

- Cash balance on April 30, 2019 \$693,000 was 28% or \$272,000 less than prior year now primarily due to a reduction to net income, a result of the pay for performance part of the County contract, and prompt pay on account payable.
- Accounts receivable related to sales commissions totaled \$25,000, up \$8,000 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 \$393,000 reflected the County TOT funding invoices for the month of April (\$251,211 and \$70,548), plus one from March (\$70,746). Payment of \$251,211 was received in May.
- Membership dues and other membership related accounts receivable totaled \$40,000, a decrease of \$11,000 from prior year reflecting slower collection of Community Awards Dinner revenues in 2018.
- Prepaid Insurance balance of \$12,000 reflected payment at the end of the month for the subsequent month's coverage. Payment timing was changed this year.
- Prepaid expenses - Other of \$6,000 was \$4,000 less than prior year and consisted of a number of smaller long-term contracts.
- Accounts payable, including credit cards, of \$79,000 was \$81,000 less than prior year due primarily to prompt payment this year.
- Wages and related liabilities of \$138,000 were \$69,000 or 33% lower than prior year. Wages, taxes & 401k payable were \$33,000 less than the same date last year due to timing of payroll accruals. Incentives Payable were \$9,000 lower than prior year. PTO liability was \$32,000 less than prior year due to the lower average tenure of staff.
- Deferred Revenue-Member Dues of \$81,000 was \$16,000 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 \$135,000 at month end April represented the result of TOT funding exceeding actual expenditures year-to-date by \$138,000, less Membership's negative net results YTD of \$3,000.
  
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$2,422,000 was below budget \$65,000 due to timing of payment based on performance for events/sponsorships/research
  - Expenses of \$2,030,000 were \$119,000 or approximately 6% below budget due primarily to timing
  - Net income before overhead allocations was \$54,000 higher than budget
- Operating Results YTD – Conference
  - Commission revenue of \$52,000 was \$11,000 or 24% above budget,. TOT revenue of \$294,000 was on budget
  - Expenses of \$293,000 were \$5,000 less than budget; Sales commissions expense was up \$8,000 to budget, offset by wages and related down \$12,000
  - Net results before overhead allocations were positive to budget \$16,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$88,000 were up \$7,000 or 8% relative to budget. TOT revenue of \$352,000 was \$24,000 below budget.
  - Expenses of \$328,000 were down \$75,000 or 19% relative to budget; COGS up \$8,000, wages and related down \$8,000, office repairs and renovation down \$18,000, and marketing programs down \$32,000. The repairs and marketing budgeted funds are being moved to the Admin budget for the Civitas expenditures on the TBID project. This will be reflected in next months statements.
  - Net positive results before overhead allocations of \$112,000 were \$57,000 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 \$114,000 were \$7,000 or 7% greater than budget; Other revenues of \$61,000 were \$3,000 or 5% less than budget
  - Expenses of \$159,000 were \$21,000 or 13% greater than budget, primarily due to rent & related down \$4,000, website and membership activities expenses up \$21,000 due to website expenditures and new, unbudgeted event expenses, and membership write-offs (bad debt) up \$4,000
  - Net loss of \$3,000 after overhead allocations, was \$15,000 unfavorable to budget
- Operating Results YTD – Administration
  - Total expenses of \$456,000 were \$25,000 or 5% below budget;
  - Wage and related expense of \$314,000 was \$20,000 or 6% below budget, a combination of lower wages and lower insurance benefits, Professional fees were \$16,000 less than budget due to timing; insurance expense was \$4,000 over budget due to change in posting (all to Admin); building related expenditures were up \$4,000, some of which may be paid by the landlord.
  
- Membership cash position as of April 30, 2019
  - Membership activities resulted in a net loss of \$3,142
  - Deferred revenues of \$80,886 less receivables of \$25,565 contributed \$55,321 in cash
  - Prior years' negative net results totaled \$11,700
  - Net cash totaled \$40,479, no other funds were required to support Membership activities

Summary of preliminary NLTMC financial results for April 30, 2019:

- Cash at month end of \$384,000 was \$103,000 less than prior year, primarily due to higher expenditures to day, offset partially by timing of NLTRA monthly funding
- Accounts payable and credit cards payable of \$146,000 were equivalent to prior year

- Unrestricted Net Asset balance of \$189,000 reflects the unspent funding balance from prior years
- Net income YTD of \$86,000 is \$268,000 less than the same date last year
  
- Net positive operating results for NLTMC YTD of \$86,000 were \$47,000 better than budget;
  - Consumer marketing expenditures of \$976,000 were \$3,000 below budget
  - Leisure sales expenditures of \$188,000 were \$28,000 under budget,
  - Public relations expenditures of \$238,000 were \$15,000 under budget,
  - Conference sales expenditures of \$116,000 were \$4,000 over budget
  - Trade show expenditures of \$93,000 were below budget \$17,000 due primarily to timing (Connect Marketplace in prepaid),
  - Committed and admin expenses of \$303,000 were over budget \$24,000, but included \$75,000 in unbudgeted expenditures for the Hidden Gems production which were being funded from prior years' excess funding balance. Other committed and admin expenses were under budget due to timing.

# **North Lake Tahoe Resort Association**

**Preliminary**

**Financial Statements for the Period**

**Ending April 30, 2019**

# North Lake Tahoe Resort Association

## Balance Sheet

As of April 30, 2019

Accrual Basis

	Apr 30, 19	Apr 30, 18	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	137	536	(399)	(74%)	289
1003-00 · Cash - Operations BOTW #6712	364,750	688,153	(323,403)	(47%)	619,232
1007-00 · Cash - Payroll BOTW #7421	3,110	6,865	(3,755)	(55%)	6,195
1008-00 · Marketing Reserve - Plumas	50,231	50,156	75	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,617	100,416	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	143,631	89,686	53,945	60%	88,355
10950 · Cash in Drawer	1,040	155	885	571%	597
<b>Total Checking/Savings</b>	<b>693,098</b>	<b>965,549</b>	<b>(272,451)</b>	<b>(28%)</b>	<b>894,867</b>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	25,525	17,319	8,206	47%	24,331
1210-00 · A/R - Sales Estimates	0	10,469	(10,469)	(100%)	0
1290-00 · A/R - TOT	393,492	0	393,492	100%	0
<b>Total Accounts Receivable</b>	<b>419,017</b>	<b>27,788</b>	<b>391,229</b>	<b>1,408%</b>	<b>24,331</b>
<b>Other Current Assets</b>					
1200-99 · AR Other	10	2,589	(2,579)	(100%)	(41)
12000 · Undeposited Funds	0	892	(892)	(100%)	0
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	25,565	21,790	3,775	17%	3,417
1201-03 · Member AR - Other	14,545	0	14,545	100%	0
1201-00 · Member Accounts Receivable - Other	0	29,665	(29,665)	(100%)	2,870
<b>Total 1201-00 · Member Accounts Receivable</b>	<b>40,110</b>	<b>51,455</b>	<b>(11,345)</b>	<b>(22%)</b>	<b>6,287</b>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(4,358)	1,583	36%	(2,500)
12100 · Inventory Asset	21,086	28,848	(7,762)	(27%)	28,203
1299 · Receivable from NLTMC	11,968	7,936	4,032	51%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
<b>Total Other Current Assets</b>	<b>72,009</b>	<b>88,012</b>	<b>(16,003)</b>	<b>(18%)</b>	<b>61,553</b>
<b>Total Current Assets</b>	<b>1,184,124</b>	<b>1,081,349</b>	<b>102,775</b>	<b>10%</b>	<b>980,751</b>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,368)	(67)	(1%)	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,877)	(18,182)	(1,695)	(9%)	(18,480)
1770-00 · Leasehold Improvements	24,284	24,284	0	0%	24,284
1771-00 · Accum. Amort - Leasehold Impr	(24,284)	(24,284)	0	0%	(24,284)
<b>Total Fixed Assets</b>	<b>1,644</b>	<b>4,934</b>	<b>(3,290)</b>	<b>(67%)</b>	<b>3,041</b>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	11,914	0	11,914	100%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	6,367	11,031	(4,664)	(42%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	<b>18,781</b>	<b>12,031</b>	<b>6,750</b>	<b>56%</b>	<b>27,267</b>

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of April 30, 2019

Accrual Basis

	<u>Apr 30, 19</u>	<u>Apr 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
Total Other Assets	18,781	12,031	6,750	56%	27,267
<b>TOTAL ASSETS</b>	<b><u>1,204,548</u></b>	<b><u>1,098,314</u></b>	<b><u>106,234</u></b>	<b><u>10%</u></b>	<b><u>1,011,060</u></b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	79,214	153,827	(74,613)	(49%)	42,156
<b>Total Accounts Payable</b>	<u>79,214</u>	<u>153,827</u>	<u>(74,613)</u>	<u>(49%)</u>	<u>42,156</u>
<b>Credit Cards</b>					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	422	(422)	(100%)	126
2080-10 · MC_9495_AI	0	798	(798)	(100%)	180
2080-11 · MC_3978_Amber	0	2,665	(2,665)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	2,699	(2,699)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	58	(58)	(100%)	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<u>0</u>	<u>6,657</u>	<u>(6,657)</u>	<u>(100%)</u>	<u>5,904</u>
<b>Total Credit Cards</b>	<u>0</u>	<u>6,657</u>	<u>(6,657)</u>	<u>(100%)</u>	<u>5,904</u>
<b>Other Current Liabilities</b>					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	11,600	38,973	(27,373)	(70%)	36,870
2101-00 · Incentive Payable	72,616	81,447	(8,831)	(11%)	43,384
2102-00 · Commissions Payable	3,534	7,135	(3,601)	(50%)	4,698
2120-00 · Empl. Federal Tax Payable	4,916	3,118	1,798	58%	3,072
2175-00 · 401 (k) Plan	2,613	1,559	1,054	68%	1,157
2180-00 · Estimated PTO Liability	43,126	74,725	(31,599)	(42%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<u>138,405</u>	<u>206,957</u>	<u>(68,552)</u>	<u>(33%)</u>	<u>138,185</u>
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	36	0	36	100%	853
25500 · *Sales Tax Payable	657	1,396	(739)	(53%)	1,941
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%	0
<b>Total 2190-00 · Sales and Use Tax Payable</b>	<u>696</u>	<u>1,396</u>	<u>(700)</u>	<u>(50%)</u>	<u>2,794</u>
2250-00 · Accrued Expenses	339	1,600	(1,261)	(79%)	49,521
2400-42 · Marketing Co-op					67,000
2400-60 · Deferred Revenue- Member Dues	80,886	64,912	15,974	25%	56,979
2500-00 · Deferred Revenue - TMBC	855	909	(54)	(6%)	535
2651-00 · Deferred Rev - Conference	733	1,833	(1,100)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	1,561	2,576	165%	4,202
2900-00 · Due To/From County of Placer	0	8,881	(8,881)	(100%)	229,432
<b>Total Other Current Liabilities</b>	<u>576,356</u>	<u>288,049</u>	<u>288,307</u>	<u>100%</u>	<u>548,648</u>
<b>Total Current Liabilities</b>	<u>655,570</u>	<u>448,533</u>	<u>207,037</u>	<u>46%</u>	<u>596,708</u>
<b>Total Liabilities</b>	<u>655,570</u>	<u>448,533</u>	<u>207,037</u>	<u>46%</u>	<u>596,708</u>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248



North Lake Tahoe Resort Association

**Balance Sheet**

As of April 30, 2019

Accrual Basis

	<u>Apr 30, 19</u>	<u>Apr 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	134,623	251,639	(117,016)	(47%)	(5,239)
Total Equity	<u>548,975</u>	<u>649,781</u>	<u>(100,806)</u>	<u>(16%)</u>	<u>414,352</u>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<u><b>1,204,548</b></u>	<u><b>1,098,314</b></u>	<u><b>106,234</b></u>	<u><b>10%</b></u>	<u><b>1,011,060</b></u>

**North Lake Tahoe Resort Association**  
**A/R Aging Summary**  
As of April 30, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
Augustine Agency	0.00	865.00	0.00	0.00	0.00	865.00
County of Placer	321,759.60	0.00	70,746.35	986.50	0.00	393,492.45
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
Event Specialists	0.00	0.00	0.00	0.00	550.00	550.00
Harrah's/Harveys Casino	0.00	0.00	0.00	0.00	2,358.20	2,358.20
Hyatt Regency Lake Tahoe Resort, Spa & Ca	0.00	0.00	0.00	0.00	99.30	99.30
Incline Community Business Association	0.00	0.00	1,000.00	0.00	0.00	1,000.00
Resort at Squaw Creek*	6,634.90	6,336.60	0.00	0.00	4,244.50	17,216.00
Spectrum*	0.00	0.00	0.00	0.00	1,036.38	1,036.38
Squaw Valley Lodge   Granite Peak Mgmt	0.00	87.50	0.00	0.00	0.00	87.50
Squaw Valley Resort	0.00	662.50	0.00	0.00	0.00	662.50
Tahoe Mountain Resorts Lodging	0.00	0.00	0.00	0.00	550.00	550.00
<b>TOTAL</b>	<u><u>328,394.50</u></u>	<u><u>7,951.60</u></u>	<u><u>71,746.35</u></u>	<u><u>986.50</u></u>	<u><u>9,938.38</u></u>	<u><u>419,017.33</u></u>



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# Aging by Revenue Item

As of 4/30/2019

	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
<b>Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable: Member AR - Member Dues)</b>							
1-5 Employees Membership Dues	\$3,705.00	\$0.00	\$285.00	\$2,565.00	\$1,455.00	\$4,450.00	\$12,460.00
200+ Employees Membership Dues	\$0.00	\$0.00	\$0.00	\$0.00	\$1,050.00	\$0.00	\$1,050.00
21-50 Employees Membership Dues	\$1,560.00	\$0.00	\$0.00	\$520.00	\$1,560.00	\$1,000.00	\$4,640.00
50-100 Employees Membership Dues	\$0.00	\$0.00	\$720.00	\$0.00	\$470.00	\$0.00	\$1,190.00
6-10 Employees Membership Dues	\$315.00	\$0.00	\$0.00	\$0.00	\$2,835.00	\$900.00	\$4,050.00
Financial Institutions Membership	\$0.00	\$0.00	\$700.00	\$0.00	\$0.00	\$0.00	\$700.00
Non-Profit Membership Dues Totals:	\$495.00	\$0.00	\$0.00	\$0.00	\$660.00	\$0.00	\$1,475.00
<b>1201-01 Member AR Membership</b>	<b>\$6,075.00</b>	<b>\$0.00</b>	<b>\$1,705.00</b>	<b>\$3,085.00</b>	<b>\$8,030.00</b>	<b>\$6,670.00</b>	<b>\$25,565.00</b>
<b>Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)</b>							
Community Awards Award Sponsor	\$2,260.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,260.00
Community Awards Emerald Spotlight	\$2,595.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$2,595.00
Community Awards Sapphire	\$3,795.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$3,795.00
Community Awards Table Totals:	\$1,400.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,400.00
Community Awards Ticket Totals:	\$1,620.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,620.00
Eblast Totals:	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$80.00	\$245.00
Employee of the Year Award Totals:	\$195.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$195.00
Summer Member Recreation	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$25.00	\$25.00
Tuesday Morning Breakfast Club	\$0.00	\$0.00	\$120.00	\$0.00	\$15.00	\$30.00	\$165.00
Tuesday Morning Breakfast Club	\$0.00	\$0.00	\$500.00	\$500.00	\$0.00	\$0.00	\$1,000.00
Unpaid Silent Auction Items	\$1,115.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,115.00
Volunteer of the Year Award Totals:	\$130.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$130.00
<b>1201-03 Member Accounts Receivable</b>	<b>\$13,275.00</b>	<b>\$0.00</b>	<b>\$620.00</b>	<b>\$500.00</b>	<b>\$15.00</b>	<b>\$135.00</b>	<b>\$14,545.00</b>
<b>GRAND TOTALS</b>	<b>\$19,350.00</b>	<b>\$0.00</b>	<b>\$2,325.00</b>	<b>\$3,585.00</b>	<b>\$8,045.00</b>	<b>\$6,805.00</b>	<b>\$40,110.00</b>

**North Lake Tahoe Resort Association**  
**A/P Aging Summary**  
As of April 30, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	452.71	0.00	0.00	0.00	0.00	452.71
Allyance Design	150.00	0.00	0.00	0.00	0.00	150.00
Alpenglow Mountain Racing LLC	0.00	7,500.00	0.00	0.00	0.00	7,500.00
Amazon.com	0.00	0.00	0.00	0.00	50.98	50.98
Amber Burke	110.08	0.00	0.00	0.00	0.00	110.08
Anne-Karin Atwood*	41.78	0.00	0.00	0.00	0.00	41.78
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	617.74	0.00	0.00	0.00	0.00	617.74
Aurora World, Inc.	0.00	202.35	0.00	0.00	-351.98	-149.63
Bank of the West Bank Card Center	16,111.41	0.00	0.00	0.00	0.00	16,111.41
Barb Kallestad	50.00	0.00	0.00	0.00	0.00	50.00
Boundless & Bold LLC	1,012.50	0.00	0.00	0.00	0.00	1,012.50
Carl LeBlanc	0.00	400.00	0.00	0.00	0.00	400.00
Chris Werfel	46.40	0.00	0.00	0.00	0.00	46.40
Cindy Gustafson	0.00	95.12	0.00	0.00	0.00	95.12
Cintas Corporation #623	153.86	0.00	0.00	0.00	0.00	153.86
David Bunker	0.00	550.00	0.00	0.00	0.00	550.00
Dharma Love	0.00	601.76	0.00	0.00	0.00	601.76
Generikal Design	4,950.00	0.00	0.00	0.00	0.00	4,950.00
Google LLC	119.33	0.00	0.00	0.00	0.00	119.33
Granlibakken Management Company, Ltd.	0.00	13,611.09	0.00	0.00	0.00	13,611.09
Hike America	179.80	0.00	0.00	0.00	0.00	179.80
Independent Technologies	720.00	0.00	0.00	0.00	0.00	720.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
IVCB Visitors Bureau*	71.88	0.00	0.00	0.00	0.00	71.88
Jason Neary	25.00	0.00	0.00	0.00	0.00	25.00
Jeanie Pearson	0.00	180.00	0.00	0.00	0.00	180.00
Johnson Controls Fire Protection LP	86.75	454.66	0.00	0.00	0.00	541.41
Kym Fabel	73.14	0.00	0.00	0.00	0.00	73.14
Liz Bowling	40.60	0.00	0.00	0.00	0.00	40.60
Lynn Neuman Studio	76.50	0.00	0.00	0.00	0.00	76.50
McClintock Accountancy	3,250.00	0.00	0.00	0.00	0.00	3,250.00
Mountain Telecom	91.60	85.00	0.00	0.00	0.00	176.60
North Lake Tahoe Event Center	0.00	720.00	0.00	0.00	0.00	720.00
North Lake Tahoe Marketing Co-op	0.00	2,146.00	0.00	0.00	0.00	2,146.00
Office Boss	139.88	373.33	0.00	0.00	0.00	513.21
Principal Financial Group	0.00	1,961.90	0.00	0.00	363.82	2,325.72
Print Art/Sierra Mail*	1,404.39	0.00	0.00	0.00	0.00	1,404.39
Ray Morgan Company, LLC	0.00	1.82	0.00	0.00	0.00	1.82
Ricoh USA	1,680.72	0.00	0.00	0.00	0.00	1,680.72
SDBX Studio, LLC.	0.00	3,625.00	0.00	0.00	0.00	3,625.00
SF Notes   Haus Maus	1,085.00	0.00	0.00	0.00	0.00	1,085.00
Sierra Essentials	432.45	0.00	0.00	0.00	0.00	432.45

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

	Current	As of April 30, 2019	31 - 60	61 - 90	> 90	TOTAL
Sierra Nevada Ad Partners	1,172.13	0.00	0.00	0.00	0.00	1,172.13
Silent Auction Pro	0.00	752.02	0.00	0.00	0.00	752.02
SnowFest!	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Tahoe Basics	0.00	165.00	0.00	0.00	-198.00	-33.00
Tahoe Biltmore, Inc.	25.00	0.00	0.00	0.00	0.00	25.00
Tahoe Chamber	0.00	5,250.00	0.00	0.00	0.00	5,250.00
Tahoe House, Inc.*	27.27	0.00	0.00	0.00	0.00	27.27
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Truckee Sierra Disposal*	228.90	0.00	0.00	0.00	0.00	228.90
The Paper Trail*	0.00	378.75	0.00	0.00	0.00	378.75
Uline	454.94	0.00	0.00	0.00	0.00	454.94
USPS - Tahoe City	0.00	235.00	0.00	0.00	0.00	235.00
Van Siclen, DeWitt	63.92	0.00	0.00	0.00	0.00	63.92
Vantiv Integrated Payments, LLC.	985.46	0.00	0.00	0.00	0.00	985.46
Wanda's Flower Shop	0.00	635.00	0.00	0.00	0.00	635.00
Ward Young	20.00	0.00	0.00	0.00	0.00	20.00
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50	21.50
<b>TOTAL</b>	<b>36,771.14</b>	<b>42,423.80</b>	<b>0.00</b>	<b>0.00</b>	<b>19.32</b>	<b>79,214.26</b>

## North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

July 2018 through April 2019

	Jul '18 - Apr 19	Jul '17 - Apr 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,075,321	3,145,237	-69,916	-2%
4200-00 · Membership Dues Revenue	114,081	109,436	4,645	4%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	6,096	9,167	-3,071	-34%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	12,876	18,522	-5,646	-31%
4250-05 · Sponsorships	17,165	12,440	4,725	38%
4250-01 · Community Awards - Other	14,646	18,190	-3,544	-20%
<b>Total 4250-01 · Community Awards</b>	<b>44,687</b>	<b>49,152</b>	<b>-4,465</b>	<b>-9%</b>
4250-02 · Chamber Events	2,847	339	2,507	739%
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	2,500	1,000	1,500	150%
4251-00 · Tues AM Breakfast Club - Other	4,887	4,241	647	15%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>7,387</b>	<b>5,241</b>	<b>2,147</b>	<b>41%</b>
4250-00 · Revenues-Membership Activities - Other	3,453	1,274	2,179	171%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>60,996</b>	<b>59,415</b>	<b>1,581</b>	<b>3%</b>
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	2,917	5,500	189%
4600-00 · Commissions - Other	43,832	48,436	-4,604	-10%
<b>Total 4600-00 · Commissions</b>	<b>52,249</b>	<b>51,353</b>	<b>897</b>	<b>2%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	2,989	8,686	-5,697	-66%
46000 · Merchandise Sales - Other	85,132	69,471	15,661	23%
<b>Total 46000 · Merchandise Sales</b>	<b>88,121</b>	<b>78,157</b>	<b>9,964</b>	<b>13%</b>
4720-00 · Miscellaneous	0	415	-415	-100%
<b>Total Income</b>	<b>3,397,471</b>	<b>3,531,883</b>	<b>-134,412</b>	<b>-4%</b>
<b>Gross Profit</b>	<b>3,397,471</b>	<b>3,531,883</b>	<b>-134,412</b>	<b>-4%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	14,798	12,849	1,949	15%
5020-00 · P/R - Tax Expense	66,996	78,660	-11,664	-15%
5030-00 · P/R - Health Insurance Expense	104,817	75,558	29,259	39%
5040-00 · P/R - Workmans Comp	6,109	10,789	-4,680	-43%
5060-00 · 401 (k)	29,415	29,586	-171	-1%
5070-00 · Other Benefits and Expenses	3,554	4,103	-549	-13%
5000-00 · Salaries & Wages - Other	855,062	913,505	-58,442	-6%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>1,080,751</b>	<b>1,125,050</b>	<b>-44,298</b>	<b>-4%</b>
5100-00 · Rent				
5110-00 · Utilities	10,120	9,395	725	8%
5140-00 · Repairs & Maintenance	13,443	6,758	6,685	99%
5150-00 · Office - Cleaning	5,340	6,730	-1,390	-21%
5100-00 · Rent - Other	127,892	124,686	3,206	3%
<b>Total 5100-00 · Rent</b>	<b>156,795</b>	<b>147,569</b>	<b>9,226</b>	<b>6%</b>
5310-00 · Telephone				
5320-00 · Telephone	22,457	23,465	-1,008	-4%
5350-00 · Internet	25	25	0	0%

## North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

July 2018 through April 2019

	Jul '18 - Apr 19	Jul '17 - Apr 18	\$ Change	% Change
Total 5310-00 · Telephone	22,482	23,490	-1,008	-4%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	-3,562	2,804	-6,366	-227%
Total 5420-00 · Mail - USPS	-3,479	2,925	-6,403	-219%
5510-00 · Insurance/Bonding	6,296	7,250	-954	-13%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	6,141	1,265	4,876	386%
5520-00 · Supplies - Other	11,701	12,103	-402	-3%
Total 5520-00 · Supplies	17,842	13,368	4,474	34%
5610-00 · Depreciation	1,397	2,180	-783	-36%
5700-00 · Equipment Support & Maintenance	3,406	11,475	-8,069	-70%
5710-00 · Taxes, Licenses & Fees	8,919	10,237	-1,319	-13%
5740-00 · Equipment Rental/Leasing	12,902	13,098	-196	-2%
5800-00 · Training Seminars	7,939	4,561	3,378	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	2,579	3,906	-1,327	-34%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,000	9,760	-8,760	-90%
5920-00 · Professional Fees - Accountant	24,250	23,400	850	4%
5921-00 · Professional Fees - Other	6,610	50,400	-43,790	-87%
Total 5900-00 · Professional Fees	31,860	83,560	-51,700	-62%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	28,820	2,266	26,554	1,172%
6020-00 · Programs				
6016-00 · Special Event Partnership	27,750	0	27,750	100%
6018-00 · Business Assoc. Grants	0	10,000	-10,000	-100%
Total 6020-00 · Programs	27,750	10,000	17,750	178%
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	20,000	0	0%
6421-04 · Broken Arrow Skyrace	27,500	15,000	12,500	83%
6421-05 · No Barriers	8,400	0	8,400	100%
6421-06 · Spartan	254,353	254,000	353	0%
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	0%
6421-09 · Wanderlust	30,476	34,043	-3,567	-11%
6421-10 · WinterWonderGrass - Tahoe	19,447	16,808	2,639	16%
6421-16 · Mountain Travel Symposium	5,625	0	5,625	100%
Total 6420-01 · Sponsorships	405,080	459,623	-54,543	-12%
6421-00 · New Event Development	27,991	6,936	21,055	304%
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	2,056	98	1,958	1,997%
Total 6420-00 · Events	435,127	466,731	-31,604	-7%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	25,943	23,832	2,111	9%
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	4,714	4,963	-250	-5%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%
6442-00 · Public Relations/Website	12,558	2,855	9,703	340%

## North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

July 2018 through April 2019

	Jul '18 - Apr 19	Jul '17 - Apr 18	\$ Change	% Change
6444-00 · Trades	1,430	2,240	-810	-36%
6423-00 · Membership Activities - Other	13,052	405	12,647	3,123%
<b>Total 6423-00 · Membership Activities</b>	<b>61,225</b>	<b>37,681</b>	<b>23,544</b>	<b>63%</b>
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	1,216,523	1,192,106	24,417	2%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-FLT Co-Op Marketing Program	23,085	11,225	11,860	106%
<b>6743-00 · BACC Marketing Programs</b>				
6743-01 · Shop Local	7,883	9,340	-1,457	-16%
6743-03 · Touch Lake Tahoe	12,500	10,506	1,994	19%
6743-05 · Peak Your Adventure	1,000	0	1,000	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>21,383</b>	<b>19,846</b>	<b>1,537</b>	<b>8%</b>
7500-00 · Trade Shows/Travel	372	0	372	100%
<b>8100-00 · Cost of Goods Sold</b>				
51100 · Freight and Shipping Costs	1,073	1,647	-574	-35%
52500 · Purchase Discounts	-40	-2,278	2,237	98%
59900 · POS Inventory Adjustments	-56	504	-559	-111%
8100-00 · Cost of Goods Sold - Other	46,917	40,347	6,570	16%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>47,894</b>	<b>40,219</b>	<b>7,675</b>	<b>19%</b>
8200-00 · Associate Relations	2,627	1,799	828	46%
8300-00 · Board Functions	8,053	7,512	541	7%
8500-00 · Credit Card Fees	6,496	4,904	1,592	33%
8600-00 · Additional Opportunitites	8,500	0	8,500	100%
8700-00 · Automobile Expenses	4,425	3,834	592	15%
8750-00 · Meals/Meetings	3,746	3,451	294	9%
8810-00 · Dues & Subscriptions	7,307	6,527	780	12%
8910-00 · Travel	3,654	2,132	1,522	71%
8920-00 · Bad Debt	5,123	15,890	-10,767	-68%
<b>Total Expense</b>	<b>3,263,078</b>	<b>3,280,474</b>	<b>-17,396</b>	<b>-1%</b>
<b>Net Ordinary Income</b>	<b>134,393</b>	<b>251,409</b>	<b>-117,016</b>	<b>-47%</b>
<b>Other Income/Expense</b>				
<b>Other Income</b>				
4700-00 · Revenues- Interest & Investment	230	230	0	0%
<b>Total Other Income</b>	<b>230</b>	<b>230</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>230</b>	<b>230</b>	<b>0</b>	<b>0%</b>
<b>Net Income</b>	<b>134,623</b>	<b>251,639</b>	<b>-117,016</b>	<b>-47%</b>



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

Accrual Basis

All Departments

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	321,760	306,194	15,566	3,075,321	3,164,317	(88,996)	3,806,727
4200-00 · Membership Dues Revenue	11,996	10,750	1,246	114,081	106,600	7,481	128,000
4205-00 · Conference Dues	367	825	(458)	6,096	8,250	(2,154)	9,900
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	12,876	19,000	(6,125)	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	17,165	13,000	4,165	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	14,646	18,000	(3,354)	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>50,000</b>
4250-02 · Chamber Events	145	208	(63)	2,847	2,084	763	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)	2,500	2,450	50	3,050
4251-00 · Tues AM Breakfast Club - Other	625	580	45	4,887	5,800	(913)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>625</b>	<b>880</b>	<b>(255)</b>	<b>7,387</b>	<b>8,250</b>	<b>(863)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	(45)			3,453	0	3,453	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>45,412</b>	<b>51,088</b>	<b>(5,677)</b>	<b>60,996</b>	<b>64,334</b>	<b>(3,338)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	16,666	(8,249)	20,000
4600-00 · Commissions - Other	12,747	2,500	10,247	43,832	25,000	18,832	30,000
<b>Total 4600-00 · Commissions</b>	<b>12,747</b>	<b>4,167</b>	<b>8,580</b>	<b>52,249</b>	<b>41,666</b>	<b>10,583</b>	<b>50,000</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC Income	30	500	(470)	2,989	8,500	(5,511)	9,500
46000 · Merchandise Sales - Other	9,038	8,900	138	85,132	72,500	12,632	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>9,068</b>	<b>9,400</b>	<b>(332)</b>	<b>88,121</b>	<b>81,000</b>	<b>7,121</b>	<b>104,500</b>
<b>Total Income</b>	<b>401,348</b>	<b>382,424</b>	<b>18,924</b>	<b>3,397,471</b>	<b>3,466,167</b>	<b>(68,696)</b>	<b>4,169,637</b>
<b>Gross Profit</b>	<b>401,348</b>	<b>382,424</b>	<b>18,924</b>	<b>3,397,471</b>	<b>3,466,167</b>	<b>(68,696)</b>	<b>4,169,637</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,593	633	960	14,798	6,334	8,464	7,600
5020-00 · P/R - Tax Expense	5,423	6,960	(1,537)	66,996	72,115	(5,119)	86,761
5030-00 · P/R - Health Insurance Expense	10,467	11,058	(591)	104,817	110,574	(5,757)	132,690
5040-00 · P/R - Workmans Comp	671	956	(285)	6,109	9,858	(3,749)	11,845
5060-00 · 401 (k)	3,051	3,539	(488)	29,415	35,858	(6,443)	43,048
5070-00 · Other Benefits and Expenses	197	586	(389)	3,554	5,857	(2,303)	7,029
5000-00 · Salaries & Wages - Other	77,313	87,783	(10,470)	855,062	889,673	(34,611)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>98,717</b>	<b>111,515</b>	<b>(12,798)</b>	<b>1,080,751</b>	<b>1,130,269</b>	<b>(49,518)</b>	<b>1,357,040</b>
5100-00 · Rent							
5110-00 · Utilities	961	1,028	(67)	10,120	10,335	(215)	12,191
5140-00 · Repairs & Maintenance	936	3,902	(2,966)	13,443	39,017	(25,574)	46,850
5150-00 · Office - Cleaning	550	800	(250)	5,340	8,721	(3,381)	10,444
5100-00 · Rent - Other	12,780	12,957	(177)	127,892	129,554	(1,662)	155,468
<b>Total 5100-00 · Rent</b>	<b>15,227</b>	<b>18,687</b>	<b>(3,460)</b>	<b>156,795</b>	<b>187,627</b>	<b>(30,832)</b>	<b>224,953</b>
5310-00 · Telephone							
5320-00 · Telephone	2,300	2,129	171	22,457	21,290	1,167	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	4,613	(4,613)	5,535
<b>Total 5310-00 · Telephone</b>	<b>2,300</b>	<b>2,590</b>	<b>(290)</b>	<b>22,482</b>	<b>25,903</b>	<b>(3,421)</b>	<b>31,083</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	(5,587)	475	(6,062)	(3,562)	4,403	(7,965)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>(5,587)</b>	<b>475</b>	<b>(6,062)</b>	<b>(3,479)</b>	<b>4,403</b>	<b>(7,882)</b>	<b>5,203</b>
5510-00 · Insurance/Bonding	724	485	239	6,296	5,168	1,128	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2,201	125	2,076	6,141	7,350	(1,209)	7,600
5520-00 · Supplies - Other	735	1,650	(915)	11,701	18,193	(6,492)	21,493
<b>Total 5520-00 · Supplies</b>	<b>2,936</b>	<b>1,775</b>	<b>1,161</b>	<b>17,842</b>	<b>25,543</b>	<b>(7,701)</b>	<b>29,093</b>
5610-00 · Depreciation	118	177	(59)	1,397	1,775	(378)	2,129
5700-00 · Equipment Support & Maintenance	720	1,118	(398)	3,406	11,176	(7,770)	13,412
5710-00 · Taxes, Licenses & Fees	736	1,050	(314)	8,919	10,801	(1,882)	12,951
5740-00 · Equipment Rental/Leasing	1,800	1,478	322	12,902	14,770	(1,868)	17,726
5800-00 · Training Seminars	0	417	(417)	7,939	15,616	(7,677)	16,450
5850-00 · Artist of Month - Commissions	167	458	(292)	2,579	4,584	(2,005)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	1,000	7,500	(6,500)	9,000
5920-00 · Professional Fees - Accountant	3,250			24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	0	1,917	(1,917)	6,610	21,791	(15,181)	26,000

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

Accrual Basis

All Departments

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr ...	YTD Budget	\$ Over Budget	Annual Bud...
Total 5900-00 · Professional Fees	3,250	2,667	583	31,860	54,291	(22,431)	60,000
5941-00 · Research & Planning	10,100	0	10,100	28,820	18,000	10,820	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
Total 6020-00 · Programs	6,750	0	6,750	27,750	35,000	(7,250)	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 · No Barriers	0	8,000	(8,000)	8,400	8,000	400	12,400
6421-06 · Spartan	353			254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	17,500	(17,500)	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	476	0	476	30,476	30,000	476	37,700
6421-10 · WinterWonderGrass - Tahoe	0	19,400	(19,400)	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	625	0	625	5,625	5,000	625	5,000
Total 6420-01 · Sponsorships	8,955	44,900	(35,945)	405,080	416,775	(11,695)	447,225
6421-00 · New Event Development	491	2,750	(2,259)	27,991	52,500	(24,509)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	6,666	(4,610)	8,000
Total 6420-00 · Events	9,445	48,317	(38,872)	435,127	475,941	(40,814)	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	24,827	27,500	(2,673)	25,943	27,500	(1,557)	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	594	650	(56)	4,714	5,850	(1,137)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	(3,632)	344	(3,976)	12,558	4,940	7,618	5,628
6444-00 · Trades	1,430			1,430	0	1,430	0
6423-00 · Membership Activities - Other	5,250			13,052	0	13,052	0
Total 6423-00 · Membership Activities	28,469	28,494	(25)	61,225	40,790	20,435	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	1,216,523	1,216,519	4	1,459,823
6740-00 · Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	3,106	4,316	(1,210)	23,085	43,168	(20,083)	51,800
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	12,500	10,000	2,500	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	5,035	2,500	2,535	21,383	30,000	(8,617)	80,000
7500-00 · Trade Shows/Travel	0			372			
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	131			1,073	0	1,073	0
52500 · Purchase Discounts	0			(40)	0	(40)	0
59900 · POS Inventory Adjustments	(84)			(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	5,637	4,673	964	46,917	38,062	8,855	49,875
Total 8100-00 · Cost of Goods Sold	5,684	4,673	1,011	47,894	38,062	9,832	49,875
8200-00 · Associate Relations	443	616	(173)	2,627	6,168	(3,541)	7,400
8300-00 · Board Functions	1,874	150	1,724	8,053	4,200	3,853	4,500
8500-00 · Credit Card Fees	1,675	1,329	346	6,496	5,430	1,066	6,658
8600-00 · Additional Opportunit	8,437	3,134	5,303	8,500	31,332	(22,832)	37,600
8700-00 · Automobile Expenses	312	498	(186)	4,425	5,167	(742)	6,183
8750-00 · Meals/Meetings	499	637	(138)	3,746	6,366	(2,620)	7,640
8810-00 · Dues & Subscriptions	1,029	852	177	7,307	8,516	(1,209)	10,220
8910-00 · Travel	0	1,000	(1,000)	3,654	6,600	(2,946)	6,600
8920-00 · Bad Debt	0			5,123	0	5,123	0
Total Expense	325,615	361,060	(35,445)	3,263,078	3,463,185	(200,107)	4,166,480
Net Ordinary Income	75,733	21,364	54,369	134,393	2,982	131,411	3,157
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			230			
Total Other Income	23			230			
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
Total Other Expense	0	0	(0)	0	(0)	0	0
Net Other Income	23	(0)	23	230	0	230	0
Net Income	75,756	21,364	54,392	134,623	2,982	131,641	3,157

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

Accrual Basis

11 - Marketing

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	258,618	239,719	18,899	2,421,934	2,486,577	(64,642)	2,996,906
<b>Total Income</b>	<b>258,618</b>	<b>239,719</b>	<b>18,899</b>	<b>2,421,934</b>	<b>2,486,577</b>	<b>(64,642)</b>	<b>2,996,906</b>
<b>Gross Profit</b>	<b>258,618</b>	<b>239,719</b>	<b>18,899</b>	<b>2,421,934</b>	<b>2,486,577</b>	<b>(64,642)</b>	<b>2,996,906</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	13,750	13,750	0	16,500
5020-00 · P/R - Tax Expense	1,122	1,877	(755)	18,802	18,935	(133)	22,712
5030-00 · P/R - Health Insurance Expense	4,054	4,080	(26)	44,696	40,800	3,896	48,960
5040-00 · P/R - Workmans Comp	85	188	(103)	1,014	1,892	(878)	2,268
5060-00 · 401 (k)	699	1,073	(374)	9,448	10,820	(1,372)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,553	1,674	(121)	2,008
5000-00 · Salaries & Wages - Other	18,008	26,815	(8,807)	249,963	270,495	(20,532)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>25,415</b>	<b>35,575</b>	<b>(10,160)</b>	<b>339,225</b>	<b>358,366</b>	<b>(19,141)</b>	<b>429,879</b>
5100-00 · Rent							
5110-00 · Utilities	201	135	66	1,601	1,350	251	1,620
5140-00 · Repairs & Maintenance	78	1,167	(1,089)	2,367	11,670	(9,303)	14,033
5150-00 · Office - Cleaning	206	175	31	1,866	2,350	(484)	2,700
5100-00 · Rent - Other	2,386	1,984	402	21,852	19,837	2,015	23,805
<b>Total 5100-00 · Rent</b>	<b>2,871</b>	<b>3,461</b>	<b>(590)</b>	<b>27,685</b>	<b>35,207</b>	<b>(7,522)</b>	<b>42,158</b>
5310-00 · Telephone							
5320-00 · Telephone	731	670	61	5,500	6,700	(1,200)	8,040
<b>Total 5310-00 · Telephone</b>	<b>731</b>	<b>670</b>	<b>61</b>	<b>5,500</b>	<b>6,700</b>	<b>(1,200)</b>	<b>8,040</b>
5420-00 · Mail - USPS	0	150	(150)	262	750	(488)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,690	(1,044)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	195	0	195	866	3,600	(2,734)	3,600
5520-00 · Supplies - Other	60	417	(357)	1,283	4,166	(2,883)	5,000
<b>Total 5520-00 · Supplies</b>	<b>255</b>	<b>417</b>	<b>(162)</b>	<b>2,149</b>	<b>7,766</b>	<b>(5,617)</b>	<b>8,600</b>
5610-00 · Depreciation	0	20	(20)	0	200	(200)	240
5700-00 · Equipment Support & Maintenance	120	292	(172)	240	2,916	(2,676)	3,500
5740-00 · Equipment Rental/Leasing	331	315	16	3,072	3,150	(78)	3,780
5800-00 · Training Seminars	0	0	0	3,285	4,500	(1,215)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,250	(1,250)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	4,166	(4,166)	5,000
<b>Total 5900-00 · Professional Fees</b>	<b>0</b>	<b>542</b>	<b>(542)</b>	<b>0</b>	<b>5,416</b>	<b>(5,416)</b>	<b>6,500</b>
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	0	0	0	0	10,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<b>6,750</b>	<b>0</b>	<b>6,750</b>	<b>27,750</b>	<b>35,000</b>	<b>(7,250)</b>	<b>80,000</b>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0			34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	0	0	0	20,000	20,000	0	20,300
6421-04 · Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 · No Barriers	0	8,000	(8,000)	8,400	8,000	400	12,400
6421-06 · Spartan	353			254,353	254,500	(147)	254,500
6421-07 · Tahoe Lacrosse Tournament	0	0	0	5,000	5,000	0	5,000
6421-08 · Tough Mudder	0	17,500	(17,500)	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	476	0	476	30,476	30,000	476	37,700
6421-10 · WinterWonderGrass - Tahoe	0	19,400	(19,400)	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	625	0	625	5,625	5,000	625	5,000
<b>Total 6420-01 · Sponsorships</b>	<b>8,955</b>	<b>44,900</b>	<b>(35,945)</b>	<b>405,080</b>	<b>416,775</b>	<b>(11,695)</b>	<b>447,225</b>
6421-00 · New Event Development	491	2,750	(2,259)	27,991	52,500	(24,509)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	6,666	(4,610)	8,000
<b>Total 6420-00 · Events</b>	<b>9,445</b>	<b>48,317</b>	<b>(38,872)</b>	<b>435,127</b>	<b>475,941</b>	<b>(40,814)</b>	<b>513,225</b>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,113,840	1,113,836	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	2,569	833	1,736	20,149	8,334	11,815	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	0	4,500	12,500	10,000	2,500	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
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>5,035</b>	<b>2,500</b>	<b>2,535</b>	<b>21,383</b>	<b>30,000</b>	<b>(8,617)</b>	<b>80,000</b>
8200-00 · Associate Relations	0	133	(133)	30	1,334	(1,304)	1,600
8500-00 · Credit Card Fees	45			135	0	135	0
8600-00 · Additional Opportunites	2,812	2,667	145	2,875	26,666	(23,791)	32,000

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

Accrual Basis

11 - Marketing

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	117	125	(8)	1,408	1,250	158	1,500
8750-00 · Meals/Meetings	0	300	(300)	519	3,000	(2,481)	3,600
8810-00 · Dues & Subscriptions	188	292	(104)	2,001	2,916	(915)	3,500
8910-00 · Travel	0	0	0	3,654	5,500	(1,846)	5,500
<b>Total Expense</b>	<b>168,069</b>	<b>208,162</b>	<b>(40,093)</b>	<b>2,029,656</b>	<b>2,148,438</b>	<b>(118,782)</b>	<b>2,595,654</b>
<b>Net Ordinary Income</b>	<b>90,549</b>	<b>31,557</b>	<b>58,992</b>	<b>392,278</b>	<b>338,139</b>	<b>54,139</b>	<b>401,252</b>
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	23			213			
<b>Total Other Income</b>	<b>23</b>			<b>213</b>			
<b>Other Expense</b>							
8990-00 · Allocated	41,013	31,557	9,456	320,304	338,139	(17,835)	401,252
<b>Total Other Expense</b>	<b>41,013</b>	<b>31,557</b>	<b>9,456</b>	<b>320,304</b>	<b>338,139</b>	<b>(17,835)</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>(40,990)</b>	<b>(31,557)</b>	<b>(9,434)</b>	<b>(320,091)</b>	<b>(338,139)</b>	<b>18,048</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>49,559</b>	<b>0</b>	<b>49,559</b>	<b>72,187</b>	<b>0</b>	<b>72,187</b>	<b>0</b>

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

Accrual Basis

30 - Conference

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	29,101	29,101	0	294,107	294,097	10	352,299
4205-00 · Conference Dues	367	825	(458)	6,096	8,250	(2,154)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	16,666	(8,249)	20,000
4600-00 · Commissions - Other	12,747	2,500	10,247	43,832	25,000	18,832	30,000
<b>Total 4600-00 · Commissions</b>	<u>12,747</u>	<u>4,167</u>	<u>8,580</u>	<u>52,249</u>	<u>41,666</u>	<u>10,583</u>	<u>50,000</u>
<b>Total Income</b>	<u>42,214</u>	<u>34,093</u>	<u>8,121</u>	<u>352,452</u>	<u>344,013</u>	<u>8,439</u>	<u>412,199</u>
<b>Gross Profit</b>	42,214	34,093	8,121	352,452	344,013	8,439	412,199
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	1,593	633	960	14,798	6,334	8,464	7,600
5020-00 · P/R - Tax Expense	886	1,165	(279)	11,350	11,647	(297)	13,977
5030-00 · P/R - Health Insurance Expense	1,777	1,633	144	17,836	16,324	1,512	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	659	1,721	(1,062)	2,065
5060-00 · 401 (k)	488	555	(67)	5,650	5,547	103	6,657
5070-00 · Other Benefits and Expenses	42	84	(42)	420	836	(416)	1,004
5000-00 · Salaries & Wages - Other	12,204	13,236	(1,032)	120,403	132,355	(11,952)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>17,062</u>	<u>17,478</u>	<u>(416)</u>	<u>171,116</u>	<u>174,764</u>	<u>(3,648)</u>	<u>209,720</u>
5100-00 · Rent							
5110-00 · Utilities	98	70	28	778	700	78	840
5140-00 · Repairs & Maintenance	38	43	(5)	637	431	206	517
5150-00 · Office - Cleaning	100	102	(2)	925	1,019	(94)	1,223
5100-00 · Rent - Other	1,123	953	170	10,545	9,527	1,018	11,433
<b>Total 5100-00 · Rent</b>	<u>1,360</u>	<u>1,168</u>	<u>192</u>	<u>12,884</u>	<u>11,677</u>	<u>1,207</u>	<u>14,013</u>
5310-00 · Telephone							
5320-00 · Telephone	348	206	142	2,314	2,060	254	2,472
<b>Total 5310-00 · Telephone</b>	<u>348</u>	<u>206</u>	<u>142</u>	<u>2,314</u>	<u>2,060</u>	<u>254</u>	<u>2,472</u>
5420-00 · Mail - USPS	0	42	(42)	98	416	(318)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	1,147	(934)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30			301	0	301	0
5520-00 · Supplies - Other	29	52	(23)	578	514	64	618
<b>Total 5520-00 · Supplies</b>	<u>59</u>	<u>52</u>	<u>7</u>	<u>879</u>	<u>514</u>	<u>365</u>	<u>618</u>
5610-00 · Depreciation	0	8	(8)	0	78	(78)	94
5700-00 · Equipment Support & Maintenance	120	140	(20)	240	1,405	(1,165)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	80	(80)	96
5740-00 · Equipment Rental/Leasing	147	155	(8)	1,351	1,546	(195)	1,856
5800-00 · Training Seminars	0			38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	102,683	102,683	0	123,219
8200-00 · Associate Relations	0	25	(25)	0	250	(250)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	834	(834)	1,000
8920-00 · Bad Debt	0			733			
<b>Total Expense</b>	<u>29,365</u>	<u>29,748</u>	<u>(383)</u>	<u>292,550</u>	<u>297,454</u>	<u>(4,904)</u>	<u>356,950</u>
<b>Net Ordinary Income</b>	<u>12,850</u>	<u>4,345</u>	<u>8,505</u>	<u>59,902</u>	<u>46,559</u>	<u>13,343</u>	<u>55,249</u>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 · Allocated	5,647	4,345	1,302	44,103	46,559	(2,456)	55,249
<b>Total Other Expense</b>	<u>5,647</u>	<u>4,345</u>	<u>1,302</u>	<u>44,103</u>	<u>46,559</u>	<u>(2,456)</u>	<u>55,249</u>
<b>Net Other Income</b>	<u>(5,647)</u>	<u>(4,345)</u>	<u>(1,302)</u>	<u>(44,103)</u>	<u>(46,559)</u>	<u>2,456</u>	<u>(55,249)</u>
<b>Net Income</b>	<u><u>7,202</u></u>	<u><u>0</u></u>	<u><u>7,202</u></u>	<u><u>15,799</u></u>	<u><u>0</u></u>	<u><u>15,799</u></u>	<u><u>0</u></u>

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

**42 - Visitor Center**

Accrual Basis

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 - County of Placer TOT Funding	33,323	36,656	(3,333)	352,088	376,402	(24,315)	448,844
46000 - Merchandise Sales							
4502-00 - Non-Retail VIC income	30	500	(470)	2,989	8,500	(5,511)	9,500
46000 - Merchandise Sales - Other	9,038	8,900	138	85,132	72,500	12,632	95,000
<b>Total 46000 - Merchandise Sales</b>	<b>9,068</b>	<b>9,400</b>	<b>(332)</b>	<b>88,121</b>	<b>81,000</b>	<b>7,121</b>	<b>104,500</b>
<b>Total Income</b>	<b>42,391</b>	<b>46,056</b>	<b>(3,665)</b>	<b>440,209</b>	<b>457,402</b>	<b>(17,193)</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>42,391</b>	<b>46,056</b>	<b>(3,665)</b>	<b>440,209</b>	<b>457,402</b>	<b>(17,193)</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 - Salaries & Wages							
5020-00 - P/R - Tax Expense	889	1,208	(319)	12,488	14,431	(1,943)	17,550
5030-00 - P/R - Health Insurance Expense	1,554	1,806	(252)	15,042	18,060	(3,018)	21,672
5040-00 - P/R - Workmans Comp	326	403	(77)	2,705	4,312	(1,607)	5,193
5060-00 - 401 (k)	474	537	(63)	5,174	5,750	(576)	6,924
5070-00 - Other Benefits and Expenses	45	102	(57)	744	1,021	(277)	1,225
5000-00 - Salaries & Wages - Other	11,480	13,425	(1,945)	140,096	143,753	(3,657)	173,103
<b>Total 5000-00 - Salaries &amp; Wages</b>	<b>14,768</b>	<b>17,481</b>	<b>(2,713)</b>	<b>176,248</b>	<b>187,327</b>	<b>(11,079)</b>	<b>225,667</b>
5100-00 - Rent							
5110-00 - Utilities	444	650	(206)	5,783	6,550	(767)	7,650
5140-00 - Repairs & Maintenance	216	2,292	(2,076)	5,355	22,916	(17,561)	27,500
5150-00 - Office - Cleaning	20	237	(217)	364	2,373	(2,009)	2,847
5100-00 - Rent - Other	6,375	7,025	(650)	65,761	70,247	(4,486)	84,297
<b>Total 5100-00 - Rent</b>	<b>7,055</b>	<b>10,204</b>	<b>(3,149)</b>	<b>77,264</b>	<b>102,086</b>	<b>(24,822)</b>	<b>122,294</b>
5310-00 - Telephone							
5320-00 - Telephone	267			4,976	0	4,976	0
5310-00 - Telephone - Other	0	461	(461)	0	4,613	(4,613)	5,535
<b>Total 5310-00 - Telephone</b>	<b>267</b>	<b>461</b>	<b>(194)</b>	<b>4,976</b>	<b>4,613</b>	<b>363</b>	<b>5,535</b>
5420-00 - Mail - USPS							
5480-00 - Mail - Fed Ex	0			54	0	54	0
5420-00 - Mail - USPS - Other	0	145	(145)	358	1,454	(1,096)	1,744
<b>Total 5420-00 - Mail - USPS</b>	<b>0</b>	<b>145</b>	<b>(145)</b>	<b>411</b>	<b>1,454</b>	<b>(1,043)</b>	<b>1,744</b>
5510-00 - Insurance/Bonding	0	146	(146)	1,132	1,461	(329)	1,753
5520-00 - Supplies							
5525-00 - Supplies- Computer <\$1000	966	125	841	1,308	1,250	58	1,500
5520-00 - Supplies - Other	142	473	(331)	4,800	6,429	(1,629)	7,375
<b>Total 5520-00 - Supplies</b>	<b>1,108</b>	<b>598</b>	<b>510</b>	<b>6,108</b>	<b>7,679</b>	<b>(1,571)</b>	<b>8,875</b>
5610-00 - Depreciation	118	87	31	1,180	875	305	1,049
5700-00 - Equipment Support & Maintenance	0	300	(300)	280	3,000	(2,720)	3,600
5710-00 - Taxes, Licenses & Fees	0			0	155	(155)	155
5740-00 - Equipment Rental/Leasing	767	429	338	3,137	4,292	(1,155)	5,150
5800-00 - Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 - Artist of Month - Commissions	167	458	(292)	2,579	4,584	(2,005)	5,500
6740-00 - Media/Collateral/Production	0			1,278	0	1,278	0
6742-00 - Non-NLT Co-Op Marketing Program	536	3,483	(2,947)	2,936	34,834	(31,898)	41,800
8100-00 - Cost of Goods Sold							
51100 - Freight and Shipping Costs	131			1,073	0	1,073	0
52500 - Purchase Discounts	0			(40)	0	(40)	0
59900 - POS Inventory Adjustments	(84)			(56)	0	(56)	0
8100-00 - Cost of Goods Sold - Other	5,637	4,673	964	46,209	38,062	8,147	49,875
<b>Total 8100-00 - Cost of Goods Sold</b>	<b>5,684</b>	<b>4,673</b>	<b>1,011</b>	<b>47,186</b>	<b>38,062</b>	<b>9,124</b>	<b>49,875</b>
8200-00 - Associate Relations	0	58	(58)	75	584	(509)	700
8500-00 - Credit Card Fees	158	329	(171)	2,507	2,835	(328)	3,658
8700-00 - Automobile Expenses	111	45	66	753	640	113	750
8750-00 - Meals/Meetings	33	67	(34)	141	666	(525)	800
8810-00 - Dues & Subscriptions	0	167	(167)	48	1,666	(1,618)	2,000
8910-00 - Travel	0	1,000	(1,000)	0	1,100	(1,100)	1,100
<b>Total Expense</b>	<b>30,771</b>	<b>40,131</b>	<b>(9,360)</b>	<b>328,359</b>	<b>402,913</b>	<b>(74,554)</b>	<b>487,005</b>
<b>Net Ordinary Income</b>	<b>11,620</b>	<b>5,925</b>	<b>5,695</b>	<b>111,850</b>	<b>54,489</b>	<b>57,361</b>	<b>66,339</b>
<b>Other Income/Expense</b>							
Other Expense							
8990-00 - Allocated	7,701	5,925	1,776	60,141	63,489	(3,349)	75,339
<b>Total Other Expense</b>	<b>7,701</b>	<b>5,925</b>	<b>1,776</b>	<b>60,141</b>	<b>63,489</b>	<b>(3,349)</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>(7,701)</b>	<b>(5,925)</b>	<b>(1,776)</b>	<b>(60,141)</b>	<b>(63,489)</b>	<b>3,349</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>3,919</b>	<b>0</b>	<b>3,919</b>	<b>51,710</b>	<b>(9,000)</b>	<b>60,710</b>	<b>(9,000)</b>

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

Accrual Basis

51 - TMPI

	Apr 19	Budget	\$ Over Bu...	Jul '18 - A...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	718	718	(0)	7,192	7,241	(49)	8,677
<b>Total Income</b>	718	718	(0)	7,192	7,241	(49)	8,677
<b>Gross Profit</b>	718	718	(0)	7,192	7,241	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	334	(486)	401
5030-00 · P/R - Health Insurance Expense	3	4	(0)	55	35	20	42
5040-00 · P/R - Workmans Comp	3	4	(1)	52	40	12	48
5060-00 · 401 (k)	20	23	(3)	251	227	24	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	509	567	(57)	6,857	5,665	1,192	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	536	630	(94)	7,067	6,301	766	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
<b>Total 5100-00 · Rent</b>	0			586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0			230			
<b>Total 5310-00 · Telephone</b>	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
<b>Total 5520-00 · Supplies</b>	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
<b>Total Expense</b>	536	630	(94)	8,299	6,301	1,998	7,561
<b>Net Ordinary Income</b>	182	88	94	(1,106)	941	(2,047)	1,116
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	114	88	26	891	941	(50)	1,116
<b>Total Other Expense</b>	114	88	26	891	941	(50)	1,116
<b>Net Other Income</b>	(114)	(88)	(26)	(891)	(941)	50	(1,116)
<b>Net Income</b>	68	0	68	(1,997)	0	(1,997)	0

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

Accrual Basis

60 - Membership

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,996	10,750	1,246	114,081	106,600	7,481	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	12,876	19,000	(6,125)	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	17,165	13,000	4,165	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	14,646	18,000	(3,354)	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	44,687	50,000	(5,314)	44,687	50,000	(5,314)	50,000
4250-02 · Chamber Events	145	208	(63)	2,847	2,084	763	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)	2,500	2,450	50	3,050
4251-00 · Tues AM Breakfast Club - Other	625	580	45	4,887	5,800	(913)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	625	880	(255)	7,387	8,250	(863)	10,010
4250-00 · Revenues-Membership Activities - Other	(45)			3,453	0	3,453	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	45,412	51,088	(5,677)	60,996	64,334	(3,338)	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0			6			
<b>Total Income</b>	57,407	61,838	(4,431)	175,683	170,934	4,749	198,510
<b>Gross Profit</b>	57,407	61,838	(4,431)	175,683	170,934	4,749	198,510
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(13,750)	(13,750)	0	(16,500)
5020-00 · P/R - Tax Expense	514	547	(33)	4,486	5,472	(986)	6,566
5030-00 · P/R - Health Insurance Expense	1,003	888	115	9,705	8,880	825	10,656
5040-00 · P/R - Workmans Comp	41	7	34	316	73	243	87
5060-00 · 401 (k)	298	262	36	2,370	2,621	(251)	3,145
5070-00 · Other Benefits and Expenses	8	66	(58)	182	660	(478)	792
5000-00 · Salaries & Wages - Other	8,091	6,553	1,538	69,852	65,530	4,322	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	8,580	6,948	1,632	73,160	69,486	3,674	83,382
5100-00 · Rent							
5110-00 · Utilities	47	50	(3)	308	505	(197)	605
5140-00 · Repairs & Maintenance	18	25	(7)	478	250	228	300
5150-00 · Office - Cleaning	48	78	(30)	320	898	(578)	1,177
5100-00 · Rent - Other	617	819	(202)	4,167	8,188	(4,021)	9,826
<b>Total 5100-00 · Rent</b>	729	972	(243)	5,274	9,841	(4,567)	11,908
5310-00 · Telephone							
5320-00 · Telephone	157	253	(96)	1,454	2,530	(1,076)	3,036
<b>Total 5310-00 · Telephone</b>	157	253	(96)	1,454	2,530	(1,076)	3,036
5420-00 · Mail - USPS	0	50	(50)	88	900	(812)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	665	(423)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	163			849	500	349	500
5520-00 · Supplies - Other	14	83	(69)	620	834	(214)	1,000
<b>Total 5520-00 · Supplies</b>	177	83	94	1,469	1,334	135	1,500
5610-00 · Depreciation	0	8	(8)	0	80	(80)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	560	(560)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	150	(150)	200
5740-00 · Equipment Rental/Leasing	183	250	(67)	1,777	2,490	(713)	2,990
5800-00 · Training Seminars	0	0	0	3,721	1,950	1,771	1,950
5900-00 · Professional Fees							
5921-00 · Professional Fees - Other	0	0	0	0	1,125	(1,125)	1,500
<b>Total 5900-00 · Professional Fees</b>	0	0	0	0	1,125	(1,125)	1,500
6420-00 · Events							
6422-00 · Event Media	0			(300)			
<b>Total 6420-00 · Events</b>	0			(300)			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	24,827	27,500	(2,673)	25,943	27,500	(1,557)	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	594	650	(56)	4,714	5,850	(1,137)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	(3,632)	344	(3,976)	12,858	4,940	7,918	5,628
6444-00 · Trades	1,430			1,430	0	1,430	0
6423-00 · Membership Activities - Other	5,250			13,052	0	13,052	0
<b>Total 6423-00 · Membership Activities</b>	28,469	28,494	(25)	61,525	40,790	20,735	45,278
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	666	(666)	800
8500-00 · Credit Card Fees	1,469	1,000	469	3,541	2,595	946	3,000



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

Accrual Basis

60 - Membership

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 - Automobile Expenses	20	78	(58)	380	777	(397)	933
8750-00 - Meals/Meetings	49	150	(101)	820	1,500	(680)	1,800
8810-00 - Dues & Subscriptions	0	35	(35)	530	350	180	420
8920-00 - Bad Debt	0			4,390	0	4,390	0
<b>Total Expense</b>	<b>39,833</b>	<b>38,499</b>	<b>1,334</b>	<b>158,778</b>	<b>137,789</b>	<b>20,989</b>	<b>161,240</b>
<b>Net Ordinary Income</b>	<b>17,575</b>	<b>23,339</b>	<b>(5,764)</b>	<b>16,905</b>	<b>33,145</b>	<b>(16,240)</b>	<b>37,270</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 - Allocated	2,567	1,975	592	20,047	21,163	(1,116)	25,113
<b>Total Other Expense</b>	<b>2,567</b>	<b>1,975</b>	<b>592</b>	<b>20,047</b>	<b>21,163</b>	<b>(1,116)</b>	<b>25,113</b>
<b>Net Other Income</b>	<b>(2,567)</b>	<b>(1,975)</b>	<b>(592)</b>	<b>(20,047)</b>	<b>(21,163)</b>	<b>1,116</b>	<b>(25,113)</b>
<b>Net Income</b>	<b>15,008</b>	<b>21,364</b>	<b>(6,356)</b>	<b>(3,142)</b>	<b>11,982</b>	<b>(15,124)</b>	<b>12,157</b>

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

Accrual Basis

**70 - Administration**

	Apr 19	Budget	\$ Over Budget	Jul '18 - Apr 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	2,012	2,130	(118)	20,022	21,296	(1,274)	25,555
5030-00 · P/R - Health Insurance Expense	2,076	2,648	(572)	17,626	26,475	(8,849)	31,770
5040-00 · P/R - Workmans Comp	144	182	(38)	1,364	1,820	(456)	2,184
5060-00 · 401 (k)	1,072	1,089	(17)	6,523	10,893	(4,371)	13,072
5070-00 · Other Benefits and Expenses	30	167	(137)	652	1,666	(1,014)	2,000
5000-00 · Salaries & Wages - Other	27,022	27,188	(166)	267,893	271,875	(3,982)	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>32,355</b>	<b>33,403</b>	<b>(1,048)</b>	<b>314,079</b>	<b>334,025</b>	<b>(19,946)</b>	<b>400,831</b>
5100-00 · Rent							
5110-00 · Utilities	171	123	48	1,613	1,230	383	1,476
5140-00 · Repairs & Maintenance	585	375	210	4,600	3,750	850	4,500
5150-00 · Office - Cleaning	176	208	(32)	1,824	2,081	(257)	2,497
5100-00 · Rent - Other	2,280	2,176	104	25,064	21,755	3,309	26,107
<b>Total 5100-00 · Rent</b>	<b>3,212</b>	<b>2,882</b>	<b>330</b>	<b>33,102</b>	<b>28,816</b>	<b>4,286</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	798	1,000	(202)	7,984	10,000	(2,016)	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>798</b>	<b>1,000</b>	<b>(202)</b>	<b>8,009</b>	<b>10,000</b>	<b>(1,991)</b>	<b>12,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	(5,587)	88	(5,675)	(4,387)	883	(5,270)	1,059
<b>Total 5420-00 · Mail - USPS</b>	<b>(5,587)</b>	<b>88</b>	<b>(5,675)</b>	<b>(4,357)</b>	<b>883</b>	<b>(5,240)</b>	<b>1,059</b>
5510-00 · Insurance/Bonding	724			3,998	205	3,793	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	847			2,746	2,000	746	2,000
5520-00 · Supplies - Other	490	625	(135)	4,403	6,250	(1,847)	7,500
<b>Total 5520-00 · Supplies</b>	<b>1,337</b>	<b>625</b>	<b>712</b>	<b>7,150</b>	<b>8,250</b>	<b>(1,100)</b>	<b>9,500</b>
5610-00 · Depreciation	0	54	(54)	218	542	(324)	650
5700-00 · Equipment Support & Maintenance	480	330	150	2,646	3,295	(649)	3,955
5710-00 · Taxes, Licenses & Fees	736	1,042	(306)	8,919	10,416	(1,497)	12,500
5740-00 · Equipment Rental/Leasing	371	329	42	3,347	3,292	55	3,950
5800-00 · Training Seminars	0	417	(417)	774	4,166	(3,392)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	1,000	6,250	(5,250)	7,500
5920-00 · Professional Fees - Accountant	3,250			24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	0	1,500	(1,500)	6,610	16,500	(9,890)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>3,250</b>	<b>2,125</b>	<b>1,125</b>	<b>31,860</b>	<b>47,750</b>	<b>(15,890)</b>	<b>52,000</b>
5941-00 · Research & Planning	10,100			10,100			
6420-00 · Events							
6422-00 · Event Media	0			300			
<b>Total 6420-00 · Events</b>	<b>0</b>			<b>300</b>			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
<b>Total 6423-00 · Membership Activities</b>	<b>0</b>			<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
7500-00 · Trade Shows/Travel	0			372			
8200-00 · Associate Relations	443	333	110	2,522	3,334	(812)	4,000
8300-00 · Board Functions	1,874	150	1,724	8,053	4,200	3,853	4,500
8500-00 · Credit Card Fees	3			313	0	313	0
8600-00 · Additional Opportunites	5,625	467	5,158	5,625	4,666	959	5,600
8700-00 · Automobile Expenses	64	250	(186)	1,859	2,500	(641)	3,000
8750-00 · Meals/Meetings	417	120	297	2,263	1,200	1,063	1,440
8810-00 · Dues & Subscriptions	841	275	566	4,728	2,750	1,978	3,300
<b>Total Expense</b>	<b>57,042</b>	<b>43,890</b>	<b>13,152</b>	<b>445,579</b>	<b>470,290</b>	<b>(24,711)</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(57,042)</b>	<b>(43,890)</b>	<b>(13,152)</b>	<b>(445,579)</b>	<b>(470,290)</b>	<b>24,711</b>	<b>(558,070)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>			<b>17</b>			
<b>Other Expense</b>							
8990-00 · Allocated	(57,042)	(43,890)	(13,152)	(445,485)	(470,290)	24,805	(558,070)
<b>Total Other Expense</b>	<b>(57,042)</b>	<b>(43,890)</b>	<b>(13,152)</b>	<b>(445,485)</b>	<b>(470,290)</b>	<b>24,805</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>57,042</b>	<b>43,890</b>	<b>13,152</b>	<b>445,503</b>	<b>470,290</b>	<b>(24,788)</b>	<b>558,070</b>
<b>Net Income</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(77)</b>	<b>0</b>	<b>(77)</b>	<b>0</b>

# **North Lake Tahoe Marketing Cooperative**

**Preliminary**

Financial Statements for the Period Ending

April 30, 2019

# North Lake Tahoe Marketing Cooperative

## Balance Sheet

As of April 30, 2019

Accrual Basis

	Apr 30, 19	Apr 30, 18	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
Checking/Savings					
1000-00 · Cash	383,717	487,143	(103,426)	(21%)	479,914
<b>Total Checking/Savings</b>	<b>383,717</b>	<b>487,143</b>	<b>(103,426)</b>	<b>(21%)</b>	<b>479,914</b>
Accounts Receivable					
1200-00 · Accounts Receivable	16,336	188,080	(171,744)	(91%)	145,394
<b>Total Accounts Receivable</b>	<b>16,336</b>	<b>188,080</b>	<b>(171,744)</b>	<b>(91%)</b>	<b>145,394</b>
Other Current Assets					
1300 · Reimbursements Receivable	2,312	0	2,312	100%	0
1350-00 · Security Deposits	100	100	0	0%	100
<b>Total Other Current Assets</b>	<b>2,412</b>	<b>100</b>	<b>2,312</b>	<b>2,312%</b>	<b>100</b>
<b>Total Current Assets</b>	<b>402,465</b>	<b>675,323</b>	<b>(272,858)</b>	<b>(40%)</b>	<b>625,408</b>
<b>Other Assets</b>					
1400-00 · Prepaid Expenses	19,951	1,877	18,074	963%	6,289
<b>Total Other Assets</b>	<b>19,951</b>	<b>1,877</b>	<b>18,074</b>	<b>963%</b>	<b>6,289</b>
<b>TOTAL ASSETS</b>	<b>422,416</b>	<b>677,199</b>	<b>(254,783)</b>	<b>(38%)</b>	<b>631,697</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
2000-00 · Accounts Payable	146,601	139,289	7,312	5%	442,239
<b>Total Accounts Payable</b>	<b>146,601</b>	<b>139,289</b>	<b>7,312</b>	<b>5%</b>	<b>442,239</b>
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-02 · MC_4222 Jason	0	2,381	(2,381)	(100%)	0
2080-05 · MC_2107 Greg	0	1,606	(1,606)	(100%)	0
2080-09 · MC_3126 Sarah	0	3,307	(3,307)	(100%)	25
<b>Total 2080 · Bank of the West Credit Cards</b>	<b>0</b>	<b>7,294</b>	<b>(7,294)</b>	<b>(100%)</b>	<b>25</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>7,294</b>	<b>(7,294)</b>	<b>(100%)</b>	<b>25</b>
<b>Total Current Liabilities</b>	<b>146,601</b>	<b>146,583</b>	<b>18</b>	<b>0%</b>	<b>442,264</b>
<b>Total Liabilities</b>	<b>146,601</b>	<b>146,583</b>	<b>18</b>	<b>0%</b>	<b>442,264</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	189,433	176,268	13,165	7%	176,268
Net Income	86,383	354,348	(267,965)	(76%)	13,164
<b>Total Equity</b>	<b>275,816</b>	<b>530,616</b>	<b>(254,800)</b>	<b>(48%)</b>	<b>189,432</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>422,416</b>	<b>677,199</b>	<b>(254,783)</b>	<b>(38%)</b>	<b>631,697</b>

**North Lake Tahoe Marketing Cooperative**  
**A/R Aging Summary**  
As of April 30, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Beach Retreat & Lodge	0.00	0.00	0.00	0.00	0.00	0.00
Granlibakken Resort*	0.00	0.00	0.00	0.00	1,118.83	1,118.83
Hyatt Regency Lake Tahoe Resort*	0.00	2,750.00	0.00	93.65	0.00	2,843.65
IVCBVB	390.00	0.00	0.00	0.00	0.00	390.00
IVGID*	0.00	0.00	0.00	0.00	0.00	0.00
NLTRA*	0.00	0.00	0.00	0.00	0.00	0.00
Northstar California	0.00	0.00	0.00	0.00	0.00	0.00
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	4,557.59	4,557.59
Sierra Ski Marketing Council	0.00	0.00	0.00	0.00	0.00	0.00
Squaw Valley Lodge	0.00	0.00	250.00	0.00	0.00	250.00
The Landing Resort & Spa	0.00	0.00	0.00	0.00	1,279.91	1,279.91
The Resort at Squaw Creek	0.00	0.00	0.00	0.00	0.00	0.00
The Village at Squaw Valley	0.00	0.00	250.00	0.00	1,646.48	1,896.48
Visit California*	0.00	4,000.00	0.00	0.00	0.00	4,000.00
<b>TOTAL</b>	<b>390.00</b>	<b>6,750.00</b>	<b>500.00</b>	<b>93.65</b>	<b>8,602.81</b>	<b>16,336.46</b>

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

Accrual Basis

April 2019

	Apr 19	Budget	Jul '18 - Apr 19	YTD Budget	Annual Budget
<b>Income</b>					
4000-00 · LTIVCBVB Funding	88,820	88,820	829,877	829,877	942,000
4001-00 · NLTRA Funding	121,652	121,652	1,216,523	1,216,518	1,459,822
4004-00 · IVCBVB Entertainment	2,000	2,000	8,000	8,000	8,000
<b>Total Income</b>	<u>212,472</u>	<u>212,472</u>	<u>2,054,400</u>	<u>2,054,395</u>	<u>2,409,822</u>
<b>Gross Profit</b>	212,472	212,472	2,054,400	2,054,395	2,409,822
<b>Expense</b>					
<b>5000-00 · CONSUMER MARKETING</b>					
5001-00 · Broadcast / Radio - High Notes	0		13,472	20,000	20,000
5002-00 · Consumer Print	0	0	40,500	40,000	40,000
5002-01 · Native Display	0	4,500	13,713	38,000	50,000
5004-00 · Trip Advisor	9,663	11,458	88,095	72,083	95,000
5005-00 · Paid Social	4,896	9,850	111,181	107,100	135,000
5005-01 · Digital Display	8,256	7,788	121,866	94,366	115,004
5005-02 · Retargeting Video	0	690	0	8,010	10,000
5007-00 · Creative Production	21,966	15,000	150,855	101,000	121,000
5010-00 · Account Strategy & Management	7,000	7,000	70,000	70,000	84,000
5010-01 · Digital Management & Reporting	3,000	3,000	30,000	30,000	36,000
5010-02 · Website Strategy & Analysis	2,000	2,000	20,000	20,000	24,000
5013-00 · Outdoor	0	0	111,000	95,000	95,000
5015-00 · Video	0	3,000	13,993	22,000	25,000
5017-00 · Rich Media	0	0	45,000	25,000	50,000
5018-00 · Media Commission	5,557	7,889	77,069	81,382	98,796
5018-01 · Digital Ad Serving	0	625	609	6,250	7,500
5018-03 · Strategic Marketing Plan	0		0	3,500	3,500
5020-00 · Search Engine Marketing	3,206	3,300	40,347	40,500	50,000
5022-00 · Email	5,100	5,100	28,178	33,975	45,000
5023-00 · Additional Opportunities	0		0	40,479	40,479
5025-00 · Expedia	0	7,500	0	30,000	30,000
<b>Total 5000-00 · CONSUMER MARKETING</b>	<u>70,643</u>	<u>88,700</u>	<u>975,877</u>	<u>978,645</u>	<u>1,175,279</u>
<b>5110-00 · LEISURE SALES</b>					
5107-00 · Creative Production	0	500	12,536	1,500	2,500
5111-00 · FAMS - Domestic	0	0	947	1,000	1,250
5112-00 · Training / Sales Calls	183	1,500	1,575	3,500	3,500
5113-00 · Additional Opportunities	597	2,000	5,694	7,000	7,000
5115-00 · Travel Agent Incentive Program	0	0	0	1,000	1,000
5120-00 · Domestic - Trade Shows	0	0	2,843	4,750	4,750
5131-00 · FAMS -Intl - Travel Trade	(3,810)	0	339	5,750	6,500
5132-00 · FAMS -Intl - Media	1,059	1,000	6,190	10,000	12,000
5133-00 · Ski-Tops	0	0	537	3,250	3,250
5134-00 · Intl Marketing - Additional Opp	0	4,000	3,555	10,000	13,000
5136-00 · Tour Operator Brochure Support	0	3,000	5,500	6,000	6,000
5137-00 · Co-op Opportunities	2,139	0	6,139	10,500	13,000
5141-00 · Australian Sales Mission	0	0	2,456	0	5,500
5142-00 · UK Sales Mission	0	0	4,750	0	5,500
5143-00 · Mountain Travel Symposium	597	3,000	4,978	5,500	5,500
5144-00 · IPW - POW WOW	44	0	5,484	10,000	9,000
5145-00 · TIA Annual Dues	0	0	2,635	2,500	2,500
5146-00 · UK / Black Diamond	7,500	11,250	32,107	45,000	45,000
5147-00 · AUS / Gate 7	10,793	10,250	36,733	41,000	41,000
5149-00 · Mexico Program	0		4,860	5,000	5,000
5150-00 · China Program	0		5,238	8,500	8,500
5151-00 · RTO West	368	1,500	2,690	4,195	4,195
5152-00 · Go West	0	0	1,816	1,500	1,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	6,293		7,233		
5154-00 · Canada - Other	69	5,000	27,456	25,000	25,000
<b>Total 5154-00 · Canada</b>	<u>6,362</u>	<u>5,000</u>	<u>34,689</u>	<u>25,000</u>	<u>25,000</u>
5155-00 · California Star Program	0		3,500	3,500	3,500
<b>Total 5110-00 · LEISURE SALES</b>	<u>25,832</u>	<u>43,000</u>	<u>187,792</u>	<u>215,945</u>	<u>235,445</u>
<b>5200-00 · PUBLIC RELATIONS</b>					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	22,000	22,000	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	50,000	50,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	1,800	1,800	18,000	18,000	21,600
5204-00 · Media Mission(s)	0	0	6,691	10,600	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	5,000	5,000	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	3,000	3,000	3,600
5208-00 · International Travel Media FAMS	2,587	0	9,053	9,000	12,000

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

Accrual Basis

April 2019

	Apr 19	Budget	Jul '18 - Apr 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	6,664	3,208	22,891	32,084	38,500
5210-00 · Content Dev - Newsletters	2,000	2,000	20,000	20,000	24,000
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	40,000	40,000	48,000
5212-00 · Social Giveaways & Contests	1,100	0	5,700	5,550	8,900
5213-00 · Facebook Live	0	0	1,500	4,860	6,480
5214-00 · Social Takeover	0	1,100	6,688	10,800	13,000
5215-00 · Content Campaign-Local Luminary	0	11,000	27,000	22,000	22,000
5200-00 · PUBLIC RELATIONS - Other	0		326		
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>26,151</b>	<b>31,108</b>	<b>237,849</b>	<b>252,894</b>	<b>301,080</b>
<b>6000-00 · CONFERENCE SALES</b>					
6002-00 · Destination Print	0	2,500	12,300	14,500	20,500
6003-00 · Geo-Fence Targeting	0		3,000	3,000	3,000
6004-00 · Email	850	850	10,100	8,500	10,200
6004-01 · Newsletter	0	0	0	4,300	5,950
6005-00 · Paid Media	815	792	7,105	10,130	12,154
6006-00 · CVENT	0		13,196	13,196	13,196
6007-00 · Creative Production	1,571	1,000	24,907	16,000	20,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	10,000	10,000	12,000
6010-00 · Collateral Production	0	0	0	7,500	7,500
6018-00 · MCC Media Commission	259	538	7,508	6,971	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	5,000	0	6,000
6152-00 · Client Events / Opportunities	0	0	15,304	10,500	18,000
6153-00 · Chicago Sales Rep Support	1,218	5,000	7,758	10,000	10,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>6,213</b>	<b>11,680</b>	<b>116,214</b>	<b>119,797</b>	<b>152,150</b>
<b>6100-00 · TRADE SHOWS</b>					
6111-00 · Site Inspections	623	750	5,327	5,000	7,000
6115-00 · Chicago Holiday Showcase	0	0	0	3,000	3,000
6116-00 · CalSAE Seasonal Spectacular	0	0	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	78	0	5,630	6,700	6,700
6136-00 · Mountain Travel Symposium	674	0	674	4,895	4,895
6143-00 · Connect Marketplace	0	0	2,402	2,500	10,000
6144-00 · ASAE XDP	2,221	0	3,647	2,500	4,000
6150-01 · Luxury Meeting Summit Northwest	248	0	3,086	3,000	3,000
6150-02 · Luxury Summit Meeting Texas	0		5,769	4,500	4,500
6150-03 · Luxury Meeting Summit NorCal	0	1,300	1,650	2,800	2,800
6150-05 · Luxury Meeting Summit PHX/SD/OC	(45)		5,741	4,200	4,200
6151-00 · Destination CA	1,148	0	1,396	0	1,500
6154-00 · HelmsBriscoe ABC	0	0	4,787	4,000	5,500
6156-00 · Connect California	4,163	0	4,163	5,000	5,000
6156-02 · Connect Chicago	0	0	3,700	4,000	4,000
6156-03 · Connect New England	1,302	0	1,414	3,750	6,250
6156-04 · Connect Georgia	0		4,877	5,750	5,750
6157-00 · HPN Partner Conference	0		3,718	3,700	3,700
6157-01 · HPN Spring Training CE (RSCVA)	0	0	0	3,000	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	0	0	4,697	5,250	5,250
6164-00 · Connect Mountain Incentive	0	0	5,299	5,250	5,250
6165-00 · Bay Area Client Appreciation	0	0	0	0	5,000
6166-00 · Sports Commission	0	1,300	795	2,900	2,900
6167-00 · Nor Cal DMO	0	0	429	3,500	4,500
<b>Total 6100-00 · TRADE SHOWS</b>	<b>10,412</b>	<b>3,350</b>	<b>93,352</b>	<b>110,645</b>	<b>134,145</b>
6106-00 · CalSAE Seasonal Spectacular	0		(2,537)		
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>					
5008-00 · Cooperative Programs	0	9,000	25,851	36,000	51,000
5009-00 · Fulfillment / Mail	0	2,500	10,359	13,000	13,000
5021-00 · RASC-Reno Air Service Corp	25,000	25,000	100,000	100,000	100,000
5123-00 · HSVC - High Sierra Visitors	0	0	2,000	2,250	2,250
7001-00 · Miscellaneous	250	250	311	2,500	3,000
7002-00 · CRM Subscription	833		8,333	10,000	10,000
7003-00 · IVCBVB Entertainment Fund	232	0	3,739	6,000	8,000
7004-00 · Research	422	0	6,860	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	8,338	8,338	33,350	33,352	33,352

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

Accrual Basis

April 2019

	Apr 19	Budget	Jul '18 - Apr 19	YTD Budget	Annual Budget
7008-00 · Opportunistic Funds	20,467	0	98,367	16,600	16,600
7009-00 · Tahoe Cam Usage	0	177	1,062	1,770	2,124
8700-00 · Automobile Expense*	298	200	4,113	2,000	2,400
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		(5,779)		
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>55,839</b>	<b>45,465</b>	<b>303,567</b>	<b>279,472</b>	<b>346,726</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>					
8002-00 · Content Manager Contractor	3,583	3,750	35,833	37,500	45,000
8003-00 · Website Hosting Maintenance	0	5,000	20,071	20,000	20,000
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	<b>3,583</b>	<b>8,750</b>	<b>55,904</b>	<b>57,500</b>	<b>65,000</b>
<b>Total Expense</b>	<b>198,672</b>	<b>232,053</b>	<b>1,968,017</b>	<b>2,014,898</b>	<b>2,409,825</b>
<b>Net Income</b>	<b>13,800</b>	<b>(19,581)</b>	<b>86,383</b>	<b>39,497</b>	<b>(3)</b>