



north lake tahoe

Chamber | CVB | Resort Association

# FINANCE COMMITTEE AGENDA

Thursday June 27, 2019 at 2:00 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

Bonnie Bavetta  
CFO

DeWitt Van Sicien  
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:**
  - **05/29/19 Meeting Minutes [MOTION]** ..... Pg. 1
- **Review & Approval of Preliminary May 2019 Financials:**
  - **Review Staff Report of Financial Performance**..... Pg. 2
  - **NLTRA 5/31/19 Financials Approval [MOTION]** ..... Pg. 5
  - **NLTMC 5/31/19 Financials Review** ..... Pg. 26
- **Items for Committee Review, Discussion/or Recommendations**
- **Supplemental Information**
  - **May 2019 Dashboard Report**..... Pg. 36
- **Approval of Interim CEO Expenses May 2019 [MOTION]**..... Pg. 41
- **Agenda Input for Next Finance Committee Meeting**
- **Next Meeting Date**
- **Committee Member Comments**
- **Adjourn**



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## FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday May 29, 2019 at 10:00 A.M.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 10:04 am (5)
- B. Roll Call:
  - Members in Attendance: Jim Phelan – Board Member
  - Members via Phone: Christy Beck – Board Member, Mike Salmon, David Brown, Ramona Cruz
  - Staff in Attendance: Bonnie Bavetta, DeWitt Van Siclen, Amber Burke
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
  - No amendments to agenda
  - **MOTION** to approve the agenda; Jim Phelan/Ramona Cruz, Approved 5-0-0
- E. Approval of Finance Committee Minutes:
  - **MOTION** to approve April 24th, 2019 Finance Committee meeting minutes; Jim Phelan/Ramona Cruz, Approved 5-0-0
- F. Review & Approval of April 30, 2019 Preliminary Financials
  - Review Staff Report – Preliminary April 30th, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
  - **MOTION** to approve April 30, 2019 preliminary financials for NLTRA; Dave Brown/Mike Salmon, Approved 5-0-0
  - Review NLT Marketing Coop April 30<sup>th</sup>, 2019 preliminary financials
- G. Review & Approval of Proposed FY 2019/20 NLTRA Budget
  - Reached consensus to recommend FY 2019/20 NLTRA Budget reflecting staffing restructure and TOT funding increase of 3% for board approval.
- H. Items for Committee Review, Discussion and/or Recommendations
  - **None**
- I. Supplemental Information
  - Review of April 2019 Dashboard Report
- J. Approval of CEO & Interim CEO Expenses for April 2019
  - **MOTION** to approve; Mike Salmon/Jim Phelan, approved 5-0-0
- K. Agenda Input for Next Finance Committee Meeting
- L. Next Meeting Date – 6/27/19 at 2:00 pm
- M. Committee Member Comments
  - **None**
- N. Adjourn 10:55 am



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## Finance Committee Staff Report

Date: 06/24/19

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

From: Bonnie Bavetta, CFO

RE: Report for May 2019

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

- Cash balance on May 31, 2019 \$789,000 was 16% or \$151,000 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.
- Accounts receivable related to sales commissions totaled \$26,000 down \$4,000 from prior year.
- The Accounts Receivable – TOT balance of \$274,000 reflected the County TOT funding invoices for the month of May.
- Membership dues and other membership related accounts receivable totaled \$30,000, an increase of \$17,000 from prior year now again reflected the change in accounting of membership dues receivable.
- Receivable from NLTMC of \$13,000 reflects the credit card charges and other amounts due from NLTMC to NLTRA. Payment was received in June.
- Prepaid Insurance balance of \$15,000 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 \$24,000 less than prior year; a \$20,000 prepayment for the Tough Mudder sponsorship was booked to this account last year.
- Accounts payable, including credit cards, of \$57,000 was \$29,000 greater than prior year due primarily to timing.
- Wages and related liabilities of \$156,000 were \$64,000 or 29% lower than prior year. Wages, taxes & 401k payable were \$14,000 less than the same date last year due to timing of payroll accruals. Incentives Payable were \$11,000 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 \$77,000 was \$15,000 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 \$114,000 at month end May represented primarily the result of TOT funding exceeding actual expenditures year-to-date by \$118,000, less Membership's negative net results YTD of \$4,000.
  
- Operating Results YTD – Marketing
  - YTD Revenue from Placer TOT Funding of \$2,635,000 was below budget \$113,000 due to timing of payment based on performance for events/sponsorships/research
  - Expenses of \$2,209,000 were \$169,000 or approximately 7% below budget due primarily to timing. At least \$100,000 of the unspent budget to date is due to timing of event, grant, and BACC marketing programs and will be expended by year-end, which will result in TOT funding for those expenses.
  - Net income before overhead allocations was \$56,000 higher than budget
- Operating Results YTD – Conference
  - Commission revenue of \$62,000 was \$7,000 or 13% above budget, TOT revenue of \$323,000 was on budget
  - Expenses of \$321,000 were \$6,000 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 \$13,000
- Operating Results YTD – Visitor Center
  - Merchandise sales of \$97,000 were up \$5,000 or 5% relative to budget. TOT revenue of \$383,000 was \$28,000 below budget.
  - Expenses of \$359,000 were down \$94,000 or 19% relative to budget; COGS up \$9,000, wages and related down \$12,000, office repairs and renovation down \$20,000, and marketing programs down \$35,000. The repairs and marketing budgeted funds are being moved to the Admin budget for the Civitas expenditures on the TBID project. These will be moved for year-end reporting.
  - Net positive results before overhead allocations of \$122,000 were \$62,000 better than budget
- Operating Results YTD – TMPI
  - Expenditures and net results were down \$3,000 to budget
- Operating Results YTD – Membership
  - Membership dues revenues of \$126,000 were \$9,000 or 8% greater than budget; Other revenues of \$62,000 were \$3,000 or 5% less than budget
  - Expenses of \$169,000 were \$21,000 or 14% greater than budget, primarily due to rent & related down \$4,000, website and membership activities expenses up \$22,000 due to website expenditures and new unbudgeted event expenses, plus membership write-offs (bad debt) up \$5,000
  - Net loss of \$4,000 after overhead allocations, was \$15,000 unfavorable to budget
- Operating Results YTD – Administration
  - Total expenses of \$515,000 were \$1,000 over budget; Professional fees were below budget \$13,000 primarily due to timing, Research and Planning was higher than budget and will be covered by the budgeted dollars moving from VIC before year end.
  
- Membership cash position as of May 31, 2019
  - Membership activities resulted in a net loss of \$3,825
  - Deferred revenues of \$76,653 less receivables of \$25,235 contributed \$51,418 in cash
  - Prior years' negative net results totaled \$11,700
  - Net cash totaled \$35,893, no other funds were required to support Membership activities

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

- Cash at month end of \$392,000 was \$123,000 less than prior year, primarily due to higher expenditures to date, offset partially by timing of NLTRA monthly funding
- Accounts receivable of \$12,000 were \$53,000 less than prior year due to timing of IVCVB and NLTRA payments

- Prepaid expenses of \$11,000 were \$32,000 less than prior year due to timing of agency payments
- Accounts payable and credit cards payable of \$196,000 were \$41,000 higher than prior year due primarily to higher expenses in current month versus prior year.
- Unrestricted Net Asset balance of \$189,000 reflects the unspent funding balance from prior years
- Net income YTD of \$30,000 is \$246,000 less than the same date last year due to higher expenditures, which were in line with current year budget
  
- Net positive operating results for NLTMC YTD of \$30,000 were \$25,000 below budget;
  - Consumer marketing expenditures of \$1,085,000 were \$41,000 over budget
  - Leisure sales expenditures of \$201,000 were \$32,000 under budget,
  - Public relations expenditures of \$263,000 were \$13,000 under budget,
  - Conference sales expenditures of \$157,000 were \$25,000 over budget
  - Trade show expenditures of \$108,000 were below budget \$17,000 due primarily to timing (Connect Marketplace in prepaid),
  - Committed and admin expenses of \$321,000 were over budget \$26,000, 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**

**May 31, 2019**

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of May 31, 2019

Accrual Basis

	<u>May 31, 19</u>	<u>May 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
<b>ASSETS</b>					
<b>Current Assets</b>					
<b>Checking/Savings</b>					
1001-00 · Petty Cash	137	443	(306)	(69%)	289
1003-00 · Cash - Operations BOTW #6712	460,608	661,754	(201,146)	(30%)	619,232
1007-00 · Cash - Payroll BOTW #7421	6,628	5,118	1,510	30%	6,195
1008-00 · Marketing Reserve - Plumas	50,238	50,162	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,634	100,433	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	141,189	91,074	50,115	55%	88,355
10950 · Cash in Drawer	315	1,401	(1,086)	(78%)	597
<b>Total Checking/Savings</b>	<u>789,331</u>	<u>939,967</u>	<u>(150,636)</u>	<u>(16%)</u>	<u>894,867</u>
<b>Accounts Receivable</b>					
1200-00 · Quickbooks Accounts Receivable	25,847	29,361	(3,514)	(12%)	24,331
1290-00 · A/R - TOT	274,450	0	274,450	100%	0
<b>Total Accounts Receivable</b>	<u>300,297</u>	<u>29,361</u>	<u>270,936</u>	<u>923%</u>	<u>24,331</u>
<b>Other Current Assets</b>					
1200-99 · AR Other	310	1,614	(1,304)	(81%)	(41)
12000 · Undeposited Funds	0	1,026	(1,026)	(100%)	0
<b>1201-00 · Member Accounts Receivable</b>					
1201-01 · Member AR - Member Dues	25,235	10,000	15,235	152%	3,417
1201-03 · Member AR - Other	4,680	0	4,680	100%	0
1201-00 · Member Accounts Receivable - Other	0	3,140	(3,140)	(100%)	2,870
<b>Total 1201-00 · Member Accounts Receivable</b>	<u>29,915</u>	<u>13,140</u>	<u>16,775</u>	<u>128%</u>	<u>6,287</u>
1201-02 · Allowance for Doubtful Accounts	(2,775)	(4,358)	1,583	36%	(2,500)
12100 · Inventory Asset	20,213	26,597	(6,384)	(24%)	28,203
1299 · Receivable from NLTMC	13,481	0	13,481	100%	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
<b>Total Other Current Assets</b>	<u>62,754</u>	<u>38,669</u>	<u>24,085</u>	<u>62%</u>	<u>61,553</u>
<b>Total Current Assets</b>	<u>1,152,382</u>	<u>1,007,997</u>	<u>144,385</u>	<u>14%</u>	<u>980,751</u>
<b>Fixed Assets</b>					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	9,964	(1,528)	(15%)	8,436
1741-00 · Accum. Depr. - Computer Equip	(8,435)	(8,435)	0	0%	(8,435)
1750-00 · Computer Software	21,520	21,520	0	0%	21,520
1751-00 · Accum. Amort. - Software	(19,995)	(18,331)	(1,664)	(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>	<u>1,526</u>	<u>4,718</u>	<u>(3,192)</u>	<u>(68%)</u>	<u>3,041</u>
<b>Other Assets</b>					
<b>1400-00 · Prepaid Expenses</b>					
1410-00 · Prepaid Insurance	15,040	2,909	12,131	417%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	5,755	29,277	(23,522)	(80%)	17,116
<b>Total 1400-00 · Prepaid Expenses</b>	<u>21,295</u>	<u>33,186</u>	<u>(11,891)</u>	<u>(36%)</u>	<u>27,267</u>
<b>Total Other Assets</b>	<u>21,295</u>	<u>33,186</u>	<u>(11,891)</u>	<u>(36%)</u>	<u>27,267</u>
<b>TOTAL ASSETS</b>	<u><u>1,175,201</u></u>	<u><u>1,045,900</u></u>	<u><u>129,301</u></u>	<u><u>12%</u></u>	<u><u>1,011,060</u></u>

**North Lake Tahoe Resort Association**

**Balance Sheet**

As of May 31, 2019

Accrual Basis

	<u>May 31, 19</u>	<u>May 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
<b>Accounts Payable</b>					
2000-00 · Accounts Payable	56,708	28,202	28,506	101%	42,156
<b>Total Accounts Payable</b>	<b>56,708</b>	<b>28,202</b>	<b>28,506</b>	<b>101%</b>	<b>42,156</b>
<b>Credit Cards</b>					
<b>2080-00 · Bank of the West - Master Cards</b>					
2080-02 · MC_6765_Jason	0	30	(30)	(100%)	15
2080-04 · MC_5968_Ronald	0	0	0	0%	126
2080-09 · MC_0319_Sarah	0	34	(34)	(100%)	0
2080-10 · MC_9495_AI	0	30	(30)	(100%)	180
2080-11 · MC_3978_Amber	0	839	(839)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	15	(15)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	75	(75)	(100%)	83
<b>Total 2080-00 · Bank of the West - Master Cards</b>	<b>0</b>	<b>1,023</b>	<b>(1,023)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Total Credit Cards</b>	<b>0</b>	<b>1,023</b>	<b>(1,023)</b>	<b>(100%)</b>	<b>5,904</b>
<b>Other Current Liabilities</b>					
<b>21000 · Salaries/Wages/Payroll Liabilit</b>					
2100-00 · Salaries / Wages Payable	17,554	38,973	(21,419)	(55%)	36,870
2101-00 · Incentive Payable	78,929	89,999	(11,070)	(12%)	43,384
2102-00 · Commissions Payable	4,318	11,693	(7,375)	(63%)	4,698
2120-00 · Empl. Federal Tax Payable	7,992	3,118	4,874	156%	3,072
2175-00 · 401 (k) Plan	3,934	1,559	2,375	152%	1,157
2180-00 · Estimated PTO Liability	43,126	74,725	(31,599)	(42%)	49,004
<b>Total 21000 · Salaries/Wages/Payroll Liabilit</b>	<b>155,853</b>	<b>220,067</b>	<b>(64,214)</b>	<b>(29%)</b>	<b>138,185</b>
<b>2190-00 · Sales and Use Tax Payable</b>					
2195-00 · Use Tax Payable	119	0	119	100%	853
25500 · *Sales Tax Payable	1,322	1,115	207	19%	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>	<b>1,444</b>	<b>1,115</b>	<b>329</b>	<b>30%</b>	<b>2,794</b>
2250-00 · Accrued Expenses	339	800	(461)	(58%)	49,521
2400-42 · Marketing Co-op	0	0	0	0%	67,000
2400-60 · Deferred Revenue- Member Dues	76,653	62,132	14,521	23%	56,979
2500-00 · Deferred Revenue - TMBC	855	760	95	13%	535
2651-00 · Deferred Rev - Conference	367	917	(550)	(60%)	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	(567)	4,704	830%	4,202
2900-00 · Due To/From County of Placer	0	8,881	(8,881)	(100%)	229,432
<b>Total Other Current Liabilities</b>	<b>589,953</b>	<b>294,105</b>	<b>295,848</b>	<b>101%</b>	<b>548,648</b>
<b>Total Current Liabilities</b>	<b>646,661</b>	<b>323,330</b>	<b>323,331</b>	<b>100%</b>	<b>596,708</b>
<b>Total Liabilities</b>	<b>646,661</b>	<b>323,330</b>	<b>323,331</b>	<b>100%</b>	<b>596,708</b>
<b>Equity</b>					
32000 · Unrestricted Net Assets	(11,669)	(8,754)	(2,915)	(33%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	256,830	18,925	7%	275,755
3301 · Cash Flow Reserve	100,248	100,048	200	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
<b>Net Income</b>	<b>114,187</b>	<b>324,427</b>	<b>(210,240)</b>	<b>(65%)</b>	<b>(5,239)</b>



North Lake Tahoe Resort Association

Balance Sheet

As of May 31, 2019

Accrual Basis

Total Equity  
TOTAL LIABILITIES & EQUITY

<u>May 31, 19</u>	<u>May 31, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
528,539	722,569	(194,030)	(27%)	414,352
<u>1,175,201</u>	<u>1,045,900</u>	<u>129,301</u>	<u>12%</u>	<u>1,011,060</u>

**North Lake Tahoe Resort Association**  
**A/R Aging Summary**  
As of May 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Allied PRA DSC Inc. (Dest Svcs Corp)	0.00	0.00	0.00	0.00	550.00	550.00
Augustine Agency	0.00	0.00	865.00	0.00	0.00	865.00
County of Placer	274,449.61	0.00	0.00	0.00	0.00	274,449.61
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
Resort at Squaw Creek*	0.00	9,868.00	6,111.60	0.00	4,244.50	20,224.10
Squaw Valley Lodge   Granite Peak Mgmt	0.00	0.00	87.50	0.00	0.00	87.50
Squaw Valley Resort	0.00	0.00	662.50	0.00	0.00	662.50
<b>TOTAL</b>	<b><u>274,449.61</u></b>	<b><u>9,868.00</u></b>	<b><u>7,726.60</u></b>	<b><u>0.00</u></b>	<b><u>8,252.70</u></b>	<b><u>300,296.91</u></b>



# Aging by Revenue Item

## As of 5/31/2019

Invoice ID	Invoice Date	Due Date	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			\$2,850.00	\$3,135.00	\$0.00	\$0.00	\$2,280.00	\$4,490.00	\$12,755.00
200+ Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,050.00	\$1,050.00
21-50 Employees Membership Dues			\$1,560.00	\$520.00	\$0.00	\$0.00	\$520.00	\$2,060.00	\$4,660.00
50-100 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$720.00	\$470.00	\$1,190.00
6-10 Employees Membership Dues			\$475.00	\$315.00	\$0.00	\$0.00	\$0.00	\$3,105.00	\$3,895.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$0.00	\$700.00
Non-Profit Membership Dues Totals:			\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$820.00	\$985.00
1201-01 Member AR Membership			\$5,050.00	\$3,970.00	\$0.00	\$0.00	\$4,220.00	\$11,995.00	\$25,235.00
<b>Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)</b>									
Community Awards Award Sponsor			\$0.00	\$1,130.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,130.00
Community Awards Sapphire			\$0.00	\$1,265.00	\$0.00	\$0.00	\$0.00	\$0.00	\$1,265.00
Community Awards Table Totals:			\$0.00	\$700.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00
Community Awards Ticket Totals:			\$0.00	\$270.00	\$0.00	\$0.00	\$0.00	\$0.00	\$270.00
Eblast Totals:			\$85.00	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$250.00
Employee of the Year Award Totals:			\$0.00	\$65.00	\$0.00	\$0.00	\$0.00	\$0.00	\$65.00
Tuesday Morning Breakfast Club			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$45.00	\$45.00
Tuesday Morning Breakfast Club			\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00
Tuesday Morning Breakfast Club			\$0.00	\$0.00	\$0.00	\$0.00	\$500.00	\$0.00	\$500.00
Unpaid Silent Auction Items			\$290.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$290.00
1201-03 Member Accounts Receivable			\$540.00	\$3,595.00	\$0.00	\$0.00	\$500.00	\$45.00	\$4,680.00
<b>GRAND TOTALS</b>			\$5,545.00	\$7,565.00	\$0.00	\$0.00	\$4,720.00	\$12,040.00	\$29,870.00

# North Lake Tahoe Resort Association

## A/P Aging Summary

As of May 31, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
About a Boy ...	0.00	452.00	0.00	0.00	0.00	452.00
Accountemps	0.00	0.00	0.00	0.00	-35.00	-35.00
ADP	378.76	0.00	0.00	0.00	0.00	378.76
Airport Self Storage	314.00	0.00	0.00	0.00	0.00	314.00
Alpine Lock & Key, Inc.	0.00	528.80	0.00	0.00	0.00	528.80
Aluriel Hart	288.00	0.00	0.00	0.00	0.00	288.00
Amazon.com	199.98	0.00	0.00	0.00	50.98	250.96
Amber Burke	118.38	0.00	0.00	0.00	0.00	118.38
Anne-Karin Atwood*	100.17	0.00	0.00	0.00	0.00	100.17
Annie's Cleaning Service	550.00	0.00	0.00	0.00	0.00	550.00
AT & T*	617.94	0.00	0.00	0.00	0.00	617.94
Aurora World, Inc.	0.00	0.00	0.00	0.00	-351.98	-351.98
Bank of the West Bank Card Center	12,649.35	0.00	0.00	0.00	0.00	12,649.35
Baxbo - stryder gear	212.00	0.00	0.00	0.00	0.00	212.00
Catherine J Strand	36.00	0.00	0.00	0.00	0.00	36.00
Certified Folder Display Service, Inc.	0.00	942.26	0.00	0.00	0.00	942.26
Cintas Corporation #623	347.79	0.00	0.00	0.00	0.00	347.79
Deborah Milani dba Milani Rentals	315.00	0.00	0.00	0.00	0.00	315.00
Dog Tahoe	315.00	0.00	0.00	0.00	0.00	315.00
Geo-Tourism Specialties	639.15	0.00	0.00	0.00	0.00	639.15
Homewood Mountain Resort *	0.00	5,000.00	0.00	0.00	0.00	5,000.00
Howard Friedman	22.50	0.00	0.00	0.00	0.00	22.50
Independent Technologies	480.00	0.00	0.00	0.00	0.00	480.00
InfiniSource Benefits	70.00	0.00	0.00	0.00	0.00	70.00
Jamie Kingham	3,250.00	0.00	0.00	0.00	0.00	3,250.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Kym Fabel	62.12	0.00	0.00	0.00	0.00	62.12
Liberty Utilities*	0.00	344.97	0.00	0.00	0.00	344.97
Liz Bowling	25.06	0.00	0.00	0.00	0.00	25.06
Memberclicks	334.93	1,004.79	0.00	0.00	0.00	1,339.72
Moonshine Ink*, LLC	0.00	658.35	0.00	0.00	0.00	658.35
North Lake Tahoe Marketing Co-op	0.00	166.00	0.00	0.00	0.00	166.00
Office Boss	165.59	344.29	0.00	0.00	0.00	509.88
Porter Simon*	120.00	0.00	0.00	0.00	0.00	120.00
Principal Financial Group	0.00	1,724.22	65.08	0.00	363.82	2,153.12
Print Art/Sierra Mail*	1,154.01	0.00	0.00	0.00	0.00	1,154.01
Ray Morgan Company, LLC	0.00	0.00	1.82	0.00	0.00	1.82
Rebecca Holloman	60.00	0.00	0.00	0.00	0.00	60.00
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Sierra Nevada Ad Partners	102.00	0.00	0.00	0.00	0.00	102.00
Sierra State Parks Foundation*	169.15	0.00	0.00	0.00	0.00	169.15
Southwest Gas Corporation*	67.29	0.00	0.00	0.00	0.00	67.29
Squaw Valley Business Association*, Inc.	10,000.00	0.00	0.00	0.00	0.00	10,000.00
Summit Side Photo & Video*	131.25	0.00	0.00	0.00	0.00	131.25
Swigard's True Value Hardware, Inc.*	0.00	81.99	0.00	0.00	0.00	81.99

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

	<u>As of May 31, 2019</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Tahoe Basics	0.00	0.00	0.00	0.00	-198.00
Tahoe House, Inc.*	0.00	68.27	0.00	0.00	68.27
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00
Tahoe Toffee Candy Company	58.00	0.00	0.00	0.00	58.00
Tahoe Truckee Sierra Disposal*	228.90	0.00	0.00	0.00	228.90
Tahoe.com*	0.00	7,125.00	0.00	0.00	7,125.00
The Abbi Agency, Inc.	2,460.00	0.00	0.00	0.00	2,460.00
The Paper Trail*	0.00	236.25	0.00	0.00	236.25
Uline	616.47	0.00	0.00	0.00	616.47
Wholesale Resort Accessories, Inc.	0.00	0.00	0.00	0.00	21.50
YIG Administration	0.00	91.27	0.00	0.00	91.27
<b>TOTAL</b>	<b><u>37,853.76</u></b>	<b><u>18,768.46</u></b>	<b><u>66.90</u></b>	<b><u>0.00</u></b>	<b><u>19.32</u></b>

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July 2018 through May 2019

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
<b>Ordinary Income/Expense</b>				
<b>Income</b>				
4050-00 · County of Placer TOT Funding	3,349,771	3,446,418	-96,647	-3%
4200-00 · Membership Dues Revenue	126,079	119,591	6,488	5%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	6,463	10,083	-3,621	-36%
<b>4250-00 · Revenues-Membership Activities</b>				
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	18,105	-3,459	-19%
<b>Total 4250-01 · Community Awards</b>	<b>44,687</b>	<b>49,067</b>	<b>-4,380</b>	<b>-9%</b>
4250-02 · Chamber Events	2,892	373	2,519	675%
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	5,577	4,585	993	22%
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>8,077</b>	<b>5,585</b>	<b>2,493</b>	<b>45%</b>
4250-00 · Revenues-Membership Activities - Other	3,918	1,629	2,289	141%
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>62,197</b>	<b>60,063</b>	<b>2,134</b>	<b>4%</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	3,624	4,794	132%
4600-00 · Commissions - Other	46,966	51,278	-4,312	-8%
<b>Total 4600-00 · Commissions</b>	<b>55,383</b>	<b>54,902</b>	<b>481</b>	<b>1%</b>
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	3,200	9,023	-5,823	-65%
46000 · Merchandise Sales - Other	94,090	77,225	16,865	22%
<b>Total 46000 · Merchandise Sales</b>	<b>97,290</b>	<b>86,248</b>	<b>11,042</b>	<b>13%</b>
4720-00 · Miscellaneous	0	415	-415	-100%
<b>Total Income</b>	<b>3,697,788</b>	<b>3,856,423</b>	<b>-158,634</b>	<b>-4%</b>
<b>Gross Profit</b>	<b>3,697,788</b>	<b>3,856,423</b>	<b>-158,634</b>	<b>-4%</b>
<b>Expense</b>				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	15,583	17,407	-1,824	-11%
5020-00 · P/R - Tax Expense	73,857	84,475	-10,618	-13%
5030-00 · P/R - Health Insurance Expense	112,409	84,159	28,250	34%
5040-00 · P/R - Workmans Comp	6,844	12,288	-5,444	-44%
5060-00 · 401 (k)	32,201	32,206	-5	0%
5070-00 · Other Benefits and Expenses	3,709	4,330	-621	-14%
5000-00 · Salaries & Wages - Other	955,751	996,490	-40,739	-4%
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>1,200,352</b>	<b>1,231,353</b>	<b>-31,001</b>	<b>-3%</b>
5100-00 · Rent				
5110-00 · Utilities	10,872	9,808	1,064	11%
5140-00 · Repairs & Maintenance	14,135	6,463	7,672	119%
5150-00 · Office - Cleaning	5,890	7,280	-1,390	-19%
5100-00 · Rent - Other	140,467	137,166	3,301	2%
<b>Total 5100-00 · Rent</b>	<b>171,364</b>	<b>160,717</b>	<b>10,647</b>	<b>7%</b>
5310-00 · Telephone				
5320-00 · Telephone	24,341	25,843	-1,502	-6%
5350-00 · Internet	25	25	0	0%

# North Lake Tahoe Resort Association

## Profit & Loss

Accrual Basis

July 2018 through May 2019

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
<b>Total 5310-00 · Telephone</b>	24,366	25,868	-1,502	-6%
<b>5420-00 · Mail - USPS</b>				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	-3,562	3,316	-6,878	-207%
<b>Total 5420-00 · Mail - USPS</b>	-3,479	3,437	-6,915	-201%
<b>5510-00 · Insurance/Bonding</b>	7,024	7,515	-491	-7%
<b>5520-00 · Supplies</b>				
5525-00 · Supplies- Computer <\$1000	6,883	1,269	5,615	443%
5520-00 · Supplies - Other	13,804	12,552	1,252	10%
<b>Total 5520-00 · Supplies</b>	20,687	13,821	6,867	50%
<b>5610-00 · Depreciation</b>	1,515	2,397	-881	-37%
<b>5700-00 · Equipment Support &amp; Maintenance</b>	3,406	11,475	-8,069	-70%
<b>5710-00 · Taxes, Licenses &amp; Fees</b>	10,027	11,249	-1,223	-11%
<b>5740-00 · Equipment Rental/Leasing</b>	14,010	15,436	-1,426	-9%
<b>5800-00 · Training Seminars</b>	7,999	4,561	3,438	75%
<b>5815 · Training Video Series</b>	0	1,058	-1,058	-100%
<b>5830-00 · Commission Due to Third Party</b>	0	765	-765	-100%
<b>5850-00 · Artist of Month - Commissions</b>	2,769	3,906	-1,137	-29%
<b>5900-00 · Professional Fees</b>				
5910-00 · Professional Fees - Attorneys	1,120	9,760	-8,640	-89%
5920-00 · Professional Fees - Accountant	24,250	26,250	-2,000	-8%
5921-00 · Professional Fees - Other	11,810	56,540	-44,730	-79%
<b>Total 5900-00 · Professional Fees</b>	37,180	92,550	-55,370	-60%
<b>5940-00 · Research &amp; Planning Membership</b>	0	3,000	-3,000	-100%
<b>5941-00 · Research &amp; Planning</b>	28,820	2,266	26,554	1,172%
<b>6020-00 · Programs</b>				
6016-00 · Special Event Partnership	27,750	3,500	24,250	693%
6018-00 · Business Assoc. Grants	10,000	20,000	-10,000	-50%
<b>Total 6020-00 · Programs</b>	37,750	23,500	14,250	61%
<b>6420-00 · Events</b>				
<b>6420-01 · Sponsorships</b>				
6023-00 · Autumn Food & Wine	34,278	114,772	-80,494	-70%
6421-01 · 4th of July Fireworks	20,085	20,000	85	0%
6421-04 · Broken Arrow Skyrace	27,500	15,000	12,500	83%
6421-05 · No Barriers	8,550	0	8,550	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	20,808	-1,361	-7%
6421-16 · Mountain Travel Symposium	5,625	0	5,625	100%
<b>Total 6420-01 · Sponsorships</b>	405,315	463,623	-58,308	-13%
6421-00 · New Event Development	32,991	6,936	26,055	376%
<b>6422-00 · Event Media</b>				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
6422-06 · Music Campaign	0	2,706	-2,706	-100%
<b>Total 6422-00 · Event Media</b>	0	2,780	-2,780	-100%
6424-00 · Event Operation Expenses	2,056	98	1,958	1,997%
<b>Total 6420-00 · Events</b>	440,362	473,437	-33,075	-7%
<b>6423-00 · Membership Activities</b>				
6434-00 · Community Awards Dinner	25,770	23,832	1,938	8%
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	5,436	5,557	-121	-2%
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%

# North Lake Tahoe Resort Association Profit & Loss

Accrual Basis

July 2018 through May 2019

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
6442-00 · Public Relations/Website	14,268	3,146	11,122	354%
6444-00 · Trades	1,430	2,515	-1,085	-43%
6423-00 · Membership Activities - Other	13,423	459	12,964	2,825%
<b>Total 6423-00 · Membership Activities</b>	<b>63,856</b>	<b>38,895</b>	<b>24,961</b>	<b>64%</b>
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	1,338,175	1,267,606	70,569	6%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	27,573	12,098	15,476	128%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	7,883	10,640	-2,757	-26%
6743-03 · Touch Lake Tahoe	17,000	17,909	-909	-5%
6743-04 · High Notes	8,910	3,800	5,110	135%
6743-05 · Peak Your Adventure	4,635	0	4,635	100%
<b>Total 6743-00 · BACC Marketing Programs</b>	<b>38,428</b>	<b>32,349</b>	<b>6,080</b>	<b>19%</b>
7500-00 · Trade Shows/Travel	372	0	372	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,140	1,662	-522	-31%
52500 · Purchase Discounts	-40	-2,278	2,237	98%
59900 · POS Inventory Adjustments	-56	493	-549	-111%
8100-00 · Cost of Goods Sold - Other	52,123	44,431	7,692	17%
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>53,167</b>	<b>44,309</b>	<b>8,858</b>	<b>20%</b>
8200-00 · Associate Relations	3,627	1,983	1,644	83%
8300-00 · Board Functions	8,357	7,610	747	10%
8500-00 · Credit Card Fees	7,040	5,849	1,191	20%
8600-00 · Additional Opportunites	11,750	0	11,750	100%
8700-00 · Automobile Expenses	4,646	4,225	421	10%
8750-00 · Meals/Meetings	4,005	3,517	488	14%
8810-00 · Dues & Subscriptions	7,941	6,617	1,324	20%
8910-00 · Travel	3,654	2,132	1,522	71%
8920-00 · Bad Debt	5,833	15,890	-10,057	-63%
<b>Total Expense</b>	<b>3,583,855</b>	<b>3,532,249</b>	<b>51,606</b>	<b>2%</b>
<b>Net Ordinary Income</b>	<b>113,933</b>	<b>324,174</b>	<b>-210,241</b>	<b>-65%</b>
<b>Other Income/Expense</b>				
Other Income				
4700-00 · Revenues- Interest & Investment	254	253	0	0%
<b>Total Other Income</b>	<b>254</b>	<b>253</b>	<b>0</b>	<b>0%</b>
<b>Net Other Income</b>	<b>254</b>	<b>253</b>	<b>0</b>	<b>0%</b>
<b>Net Income</b>	<b>114,187</b>	<b>324,427</b>	<b>-210,240</b>	<b>-65%</b>



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

Accrual Basis

All Departments

	Apr - May 19	Budget	\$ Over Budget	Jul '18 - May...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	596,209	631,991	(35,782)	3,349,771	3,490,114	(140,343)	3,806,924
4200-00 · Membership Dues Revenue	23,994	21,450	2,544	126,079	117,300	8,779	128,000
4205-00 · Conference Dues	733	1,650	(917)	6,463	9,075	(2,613)	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	191	416	(225)	2,892	2,292	600	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	600	(600)	2,500	2,750	(250)	3,050
4251-00 · Tues AM Breakfast Club - Other	1,315	1,160	155	5,577	6,380	(803)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>1,315</b>	<b>1,760</b>	<b>(445)</b>	<b>8,077</b>	<b>9,130</b>	<b>(1,053)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	420			3,918	0	3,918	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>46,612</b>	<b>52,176</b>	<b>(5,564)</b>	<b>62,197</b>	<b>65,422</b>	<b>(3,225)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	3,334	(3,334)	8,417	18,333	(9,916)	20,000
4600-00 · Commissions - Other	15,880	5,000	10,880	46,966	27,500	19,466	30,000
<b>Total 4600-00 · Commissions</b>	<b>15,880</b>	<b>8,334</b>	<b>7,546</b>	<b>55,383</b>	<b>45,833</b>	<b>9,550</b>	<b>50,000</b>
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	241	1,000	(759)	3,200	9,000	(5,800)	9,500
46000 · Merchandise Sales - Other	17,996	19,400	(1,404)	94,090	83,000	11,090	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>18,237</b>	<b>20,400</b>	<b>(2,163)</b>	<b>97,290</b>	<b>92,000</b>	<b>5,290</b>	<b>104,500</b>
<b>Total Income</b>	<b>701,666</b>	<b>736,001</b>	<b>(34,335)</b>	<b>3,697,788</b>	<b>3,819,744</b>	<b>(121,956)</b>	<b>4,169,834</b>
<b>Gross Profit</b>	<b>701,666</b>	<b>736,001</b>	<b>(34,335)</b>	<b>3,697,788</b>	<b>3,819,744</b>	<b>(121,956)</b>	<b>4,169,834</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	2,377	1,266	1,111	15,583	6,967	8,616	7,600
5020-00 · P/R - Tax Expense	12,284	13,972	(1,688)	73,857	79,127	(5,270)	86,761
5030-00 · P/R - Health Insurance Expense	18,059	22,116	(4,057)	112,409	121,632	(9,223)	132,690
5040-00 · P/R - Workmans Comp	1,406	1,917	(511)	6,844	10,819	(3,975)	11,845
5060-00 · 401 (k)	5,838	7,107	(1,269)	32,201	39,426	(7,225)	43,048
5070-00 · Other Benefits and Expenses	353	1,172	(819)	3,709	6,443	(2,734)	7,029
5000-00 · Salaries & Wages - Other	178,002	176,308	1,694	955,751	978,198	(22,447)	1,068,067
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>218,318</b>	<b>223,858</b>	<b>(5,540)</b>	<b>1,200,352</b>	<b>1,242,612</b>	<b>(42,260)</b>	<b>1,357,040</b>
5100-00 · Rent							
5110-00 · Utilities	1,713	1,956	(243)	10,872	11,263	(391)	12,191
5140-00 · Repairs & Maintenance	1,628	7,833	(6,205)	14,135	42,948	(28,813)	32,850
5150-00 · Office - Cleaning	1,100	1,723	(623)	5,890	9,644	(3,754)	10,444
5100-00 · Rent - Other	25,355	25,914	(559)	140,467	142,511	(2,044)	155,665
<b>Total 5100-00 · Rent</b>	<b>29,796</b>	<b>37,426</b>	<b>(7,630)</b>	<b>171,364</b>	<b>206,366</b>	<b>(35,002)</b>	<b>211,150</b>
5310-00 · Telephone							
5320-00 · Telephone	4,184	4,258	(74)	24,341	23,419	922	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	922	(922)	0	5,074	(5,074)	5,535
<b>Total 5310-00 · Telephone</b>	<b>4,184</b>	<b>5,180</b>	<b>(996)</b>	<b>24,366</b>	<b>28,493</b>	<b>(4,127)</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)	800	(6,387)	(3,562)	4,728	(8,290)	5,203
<b>Total 5420-00 · Mail - USPS</b>	<b>(5,587)</b>	<b>800</b>	<b>(6,387)</b>	<b>(3,479)</b>	<b>4,728</b>	<b>(8,207)</b>	<b>5,203</b>
5510-00 · Insurance/Bonding	1,452	970	482	7,024	5,653	1,371	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	2,943	250	2,693	6,883	7,475	(592)	7,600
5520-00 · Supplies - Other	2,838	3,300	(462)	13,804	19,843	(6,039)	21,493
<b>Total 5520-00 · Supplies</b>	<b>5,781</b>	<b>3,550</b>	<b>2,231</b>	<b>20,687</b>	<b>27,318</b>	<b>(6,631)</b>	<b>29,093</b>
5610-00 · Depreciation	236	354	(118)	1,515	1,952	(437)	2,169
5700-00 · Equipment Support & Maintenance	720	2,236	(1,516)	3,406	12,294	(8,888)	13,408
5710-00 · Taxes, Licenses & Fees	1,844	2,100	(256)	10,027	11,851	(1,824)	12,951
5740-00 · Equipment Rental/Leasing	2,908	2,956	(48)	14,010	16,248	(2,238)	17,726
5800-00 · Training Seminars	60	834	(774)	7,999	16,033	(8,034)	16,450
5850-00 · Artist of Month - Commissions	356	916	(560)	2,769	5,042	(2,273)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	1,500	(1,380)	1,120	8,250	(7,130)	9,000
5920-00 · Professional Fees - Accountant	3,250	0	3,250	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	5,200	3,834	1,366	11,810	23,708	(11,898)	26,000

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

Accrual Basis

All Departments

	Apr - May 19	Budget	\$ Over Budget	Jul '18 - May...	YTD Budget	\$ Over Budget	Annual Bud...
<b>Total 5900-00 · Professional Fees</b>	8,570	5,334	3,236	37,180	56,958	(19,778)	60,000
5941-00 · Research & Planning	10,100	0	10,100	28,820	18,000	10,820	18,000
<b>6020-00 · Programs</b>							
6016-00 · Special Event Partnership	6,750	0	6,750	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	16,750	10,000	6,750	37,750	45,000	(7,250)	80,000
<b>6420-00 · Events</b>							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	85	0	85	20,085	20,000	85	20,300
6421-04 · Broken Arrow Skyrace	7,500	0	7,500	27,500	20,000	7,500	20,000
6421-05 · No Barriers	150	8,400	(8,250)	8,550	8,400	150	12,400
6421-06 · Spartan	353	0	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	7,700	(7,224)	30,476	37,700	(7,224)	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>	9,190	53,000	(43,810)	405,315	424,875	(19,560)	447,225
6421-00 · New Event Development	5,491	5,500	(9)	32,991	55,250	(22,259)	58,000
6424-00 · Event Operation Expenses	0	1,334	(1,334)	2,056	7,333	(5,277)	8,000
<b>Total 6420-00 · Events</b>	14,680	59,834	(45,154)	440,362	487,458	(47,096)	513,225
<b>6423-00 · Membership Activities</b>							
6434-00 · Community Awards Dinner	24,655	27,500	(2,845)	25,770	27,500	(1,730)	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	1,317	1,300	17	5,436	6,500	(1,064)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	60	0
6442-00 · Public Relations/Website	(1,922)	688	(2,610)	14,268	5,284	8,984	5,628
6444-00 · Trades	1,430	0	1,430	1,430	0	1,430	0
6423-00 · Membership Activities - Other	5,621	0	5,621	13,423	0	13,423	0
<b>Total 6423-00 · Membership Activities</b>	31,100	29,488	1,612	63,856	41,784	22,072	45,278
6730-00 · Marketing Cooperative/Media	243,304	243,304	0	1,338,175	1,338,171	4	1,459,827
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	7,594	8,632	(1,038)	27,573	47,484	(19,911)	15,000
<b>6743-00 · BACC Marketing Programs</b>							
6743-01 · Shop Local	535	2,500	(1,965)	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	9,000	10,000	(1,000)	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	8,910	20,000	(11,090)	8,910	20,000	(11,090)	20,000
6743-05 · Peak Your Adventure	3,635	20,000	(16,365)	4,635	20,000	(15,365)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	22,080	52,500	(30,420)	38,428	80,000	(41,572)	80,000
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
<b>8100-00 · Cost of Goods Sold</b>							
51100 · Freight and Shipping Costs	197	0	197	1,140	0	1,140	0
52500 · Purchase Discounts	(0)	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	(84)	0	(84)	(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	10,843	10,186	657	52,123	43,575	8,548	49,925
<b>Total 8100-00 · Cost of Goods Sold</b>	10,956	10,186	770	53,167	43,575	9,592	49,925
8200-00 · Associate Relations	1,442	1,232	210	3,627	6,784	(3,157)	7,400
8300-00 · Board Functions	2,179	300	1,879	8,357	4,350	4,007	4,500
8500-00 · Credit Card Fees	2,218	1,869	349	7,040	5,970	1,070	6,658
8600-00 · Additional Opportunitites	11,687	6,268	5,419	11,750	34,466	(22,716)	37,600
8700-00 · Automobile Expenses	532	996	(464)	4,646	5,665	(1,019)	6,183
8750-00 · Meals/Meetings	758	1,274	(516)	4,005	7,003	(2,998)	7,640
8810-00 · Dues & Subscriptions	1,662	1,704	(42)	7,941	9,368	(1,427)	10,220
8910-00 · Travel	0	1,000	(1,000)	3,654	6,600	(2,946)	6,600
8920-00 · Bad Debt	710	0	710	5,833	0	5,833	0
<b>Total Expense</b>	646,392	715,101	(68,709)	3,583,855	3,817,226	(233,371)	4,115,967
<b>Net Ordinary Income</b>	55,274	20,900	34,374	113,933	2,518	111,415	53,867
<b>Other Income/Expense</b>							
Other Income							
4700-00 · Revenues- Interest & Investment	46	0	46	254	0	254	0
<b>Total Other Income</b>	46	0	46	254	0	254	0
Other Expense							
8990-00 · Allocated	0	0	(0)	0	(0)	0	0
<b>Total Other Expense</b>	0	0	(0)	0	(0)	0	0
<b>Net Other Income</b>	46	(0)	46	254	0	254	0
<b>Net Income</b>	55,320	20,900	34,420	114,187	2,518	111,669	53,867

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

Accrual Basis

**11 - Marketing**

	<u>May 19</u>	<u>Budget</u>	<u>\$ Over Budget</u>	<u>Jul '18 - May 19</u>	<u>YTD Budget</u>	<u>\$ Over Budget</u>	<u>Annual Budget</u>
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
<b>Total Income</b>	<u>213,112</u>	<u>261,126</u>	<u>(48,014)</u>	<u>2,635,046</u>	<u>2,747,703</u>	<u>(112,657)</u>	<u>2,996,906</u>
<b>Gross Profit</b>	213,112	261,126	(48,014)	2,635,046	2,747,703	(112,657)	2,996,906
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	15,125	15,125	0	16,500
5020-00 · P/R - Tax Expense	1,543	1,929	(386)	20,345	20,864	(519)	22,712
5030-00 · P/R - Health Insurance Expense	1,173	4,080	(2,907)	45,869	44,880	989	48,960
5040-00 · P/R - Workmans Comp	108	193	(85)	1,123	2,085	(962)	2,268
5060-00 · 401 (k)	856	1,102	(246)	10,303	11,922	(1,619)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,624	1,841	(217)	2,008
5000-00 · Salaries & Wages - Other	22,398	27,557	(5,159)	272,361	298,052	(25,691)	324,453
<b>Total 5000-00 · Salaries &amp; Wages</b>	<u>27,525</u>	<u>36,403</u>	<u>(8,878)</u>	<u>366,750</u>	<u>394,769</u>	<u>(28,019)</u>	<u>429,879</u>
5100-00 · Rent							
5110-00 · Utilities	150	135	15	1,751	1,485	266	1,620
5140-00 · Repairs & Maintenance	0	1,196	(1,196)	2,367	12,866	(10,499)	14,033
5150-00 · Office - Cleaning	206	175	31	2,072	2,525	(453)	2,700
5100-00 · Rent - Other	2,347	1,984	363	24,199	21,821	2,378	23,805
<b>Total 5100-00 · Rent</b>	<u>2,704</u>	<u>3,490</u>	<u>(786)</u>	<u>30,389</u>	<u>38,697</u>	<u>(8,308)</u>	<u>42,158</u>
5310-00 · Telephone							
5320-00 · Telephone	553	670	(117)	6,054	7,370	(1,316)	8,040
<b>Total 5310-00 · Telephone</b>	<u>553</u>	<u>670</u>	<u>(117)</u>	<u>6,054</u>	<u>7,370</u>	<u>(1,316)</u>	<u>8,040</u>
5420-00 · Mail - USPS	0	0	0	262	750	(488)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	1,859	(1,213)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	288	0	288	1,153	3,600	(2,447)	3,600
5520-00 · Supplies - Other	120	417	(297)	1,404	4,583	(3,179)	5,000
<b>Total 5520-00 · Supplies</b>	<u>408</u>	<u>417</u>	<u>(9)</u>	<u>2,557</u>	<u>8,183</u>	<u>(5,626)</u>	<u>8,600</u>
5610-00 · Depreciation	0	20	(20)	0	220	(220)	280
5700-00 · Equipment Support & Maintenance	0	292	(292)	240	3,208	(2,968)	3,496
5740-00 · Equipment Rental/Leasing	277	315	(38)	3,349	3,465	(116)	3,780
5800-00 · Training Seminars	60	0	60	3,345	4,500	(1,155)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,375	(1,375)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	4,583	(4,583)	5,000
<b>Total 5900-00 · Professional Fees</b>	<u>0</u>	<u>542</u>	<u>(542)</u>	<u>0</u>	<u>5,958</u>	<u>(5,958)</u>	<u>6,500</u>
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	0	0	0	27,750	25,000	2,750	50,000
6018-00 · Business Assoc. Grants	10,000	10,000	0	10,000	20,000	(10,000)	30,000
<b>Total 6020-00 · Programs</b>	<u>10,000</u>	<u>10,000</u>	<u>0</u>	<u>37,750</u>	<u>45,000</u>	<u>(7,250)</u>	<u>80,000</u>
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	0	0	0	34,278	37,375	(3,097)	37,375
6421-01 · 4th of July Fireworks	85	0	85	20,085	20,000	85	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	150	400	(250)	8,550	8,400	150	12,400
6421-06 · Spartan	0	0	0	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	0	0	0	17,500	(17,500)	35,550
6421-09 · Wanderlust	0	7,700	(7,700)	30,476	37,700	(7,224)	37,700
6421-10 · WinterWonderGrass - Tahoe	0	0	0	19,447	19,400	47	19,400
6421-16 · Mountain Travel Symposium	0	0	0	5,625	5,000	625	5,000
<b>Total 6420-01 · Sponsorships</b>	<u>235</u>	<u>8,100</u>	<u>(7,865)</u>	<u>405,315</u>	<u>424,875</u>	<u>(19,560)</u>	<u>447,225</u>
6421-00 · New Event Development	5,000	2,750	2,250	32,991	55,250	(22,259)	58,000
6424-00 · Event Operation Expenses	0	667	(667)	2,056	7,333	(5,277)	8,000
<b>Total 6420-00 · Events</b>	<u>5,235</u>	<u>11,517</u>	<u>(6,282)</u>	<u>440,362</u>	<u>487,458</u>	<u>(47,096)</u>	<u>513,225</u>
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,225,224	1,225,220	4	1,336,608
6742-00 · Non-NLT Co-Op Marketing Program	688	833	(145)	20,837	9,167	11,670	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	0	0	0	7,883	20,000	(12,117)	20,000
6743-03 · Touch Lake Tahoe	4,500	10,000	(5,500)	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	8,910	20,000	(11,090)	8,910	20,000	(11,090)	20,000
6743-05 · Peak Your Adventure	3,635	20,000	(16,365)	4,635	20,000	(15,365)	20,000
<b>Total 6743-00 · BACC Marketing Programs</b>	<u>17,045</u>	<u>50,000</u>	<u>(32,955)</u>	<u>38,428</u>	<u>80,000</u>	<u>(41,572)</u>	<u>80,000</u>
8200-00 · Associate Relations	0	133	(133)	30	1,467	(1,437)	1,600
8500-00 · Credit Card Fees	0	0	0	135	0	135	0
8600-00 · Additional Opportunitites	3,250	2,667	583	6,125	29,333	(23,208)	32,000

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

Accrual Basis

11 - Marketing

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	161	125	36	1,569	1,375	194	1,500
8750-00 · Meals/Meetings	130	300	(170)	649	3,300	(2,651)	3,600
8810-00 · Dues & Subscriptions	363	292	71	2,364	3,208	(844)	3,500
8910-00 · Travel	0	0	0	3,654	5,500	(1,846)	5,500
<b>Total Expense</b>	<b>179,783</b>	<b>229,569</b>	<b>(49,786)</b>	<b>2,209,440</b>	<b>2,378,007</b>	<b>(168,567)</b>	<b>2,595,694</b>
<b>Net Ordinary Income</b>	<b>33,328</b>	<b>31,557</b>	<b>1,771</b>	<b>425,606</b>	<b>369,696</b>	<b>55,911</b>	<b>401,212</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	23			237			
<b>Total Other Income</b>	<b>23</b>			<b>237</b>			
<b>Other Expense</b>							
8990-00 · Allocated	50,038	31,557	18,481	370,342	369,695	646	401,252
<b>Total Other Expense</b>	<b>50,038</b>	<b>31,557</b>	<b>18,481</b>	<b>370,342</b>	<b>369,695</b>	<b>646</b>	<b>401,252</b>
<b>Net Other Income</b>	<b>(50,014)</b>	<b>(31,557)</b>	<b>(18,457)</b>	<b>(370,105)</b>	<b>(369,695)</b>	<b>(410)</b>	<b>(401,252)</b>
<b>Net Income</b>	<b>(16,686)</b>	<b>0</b>	<b>(16,686)</b>	<b>55,501</b>	<b>0</b>	<b>55,501</b>	<b>(40)</b>

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

Accrual Basis

30 - Conference

	May 19	Budget	\$ Over Budget	Jul '18 - May 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	323,208	323,198	10	352,496
4205-00 · Conference Dues	367	825	(458)	6,463	9,075	(2,613)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	0	1,667	(1,667)	8,417	18,333	(9,916)	20,000
4600-00 · Commissions - Other	3,134	2,500	634	46,966	27,500	19,466	30,000
<b>Total 4600-00 · Commissions</b>	<b>3,134</b>	<b>4,167</b>	<b>(1,033)</b>	<b>55,383</b>	<b>45,833</b>	<b>9,550</b>	<b>50,000</b>
<b>Total Income</b>	<b>32,602</b>	<b>34,093</b>	<b>(1,492)</b>	<b>385,054</b>	<b>378,106</b>	<b>6,948</b>	<b>412,396</b>
<b>Gross Profit</b>	<b>32,602</b>	<b>34,093</b>	<b>(1,492)</b>	<b>385,054</b>	<b>378,106</b>	<b>6,948</b>	<b>412,396</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	784	633	151	15,583	6,967	8,616	7,600
5020-00 · P/R - Tax Expense	926	1,165	(239)	12,276	12,812	(536)	13,977
5030-00 · P/R - Health Insurance Expense	1,746	1,633	113	19,582	17,957	1,625	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	731	1,893	(1,162)	2,065
5060-00 · 401 (k)	510	555	(45)	6,161	6,102	59	6,657
5070-00 · Other Benefits and Expenses	17	84	(67)	437	920	(483)	1,004
5000-00 · Salaries & Wages - Other	12,758	13,236	(478)	133,161	145,591	(12,430)	158,827
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,814</b>	<b>17,478</b>	<b>(664)</b>	<b>187,930</b>	<b>192,242</b>	<b>(4,312)</b>	<b>209,720</b>
5100-00 · Rent							
5110-00 · Utilities	73	70	3	851	770	81	840
5140-00 · Repairs & Maintenance	0	43	(43)	637	474	163	517
5150-00 · Office - Cleaning	100	102	(2)	1,025	1,121	(96)	1,223
5100-00 · Rent - Other	1,105	953	152	11,649	10,480	1,169	11,630
<b>Total 5100-00 · Rent</b>	<b>1,278</b>	<b>1,168</b>	<b>110</b>	<b>14,162</b>	<b>12,845</b>	<b>1,317</b>	<b>14,210</b>
5310-00 · Telephone							
5320-00 · Telephone	307	206	101	2,621	2,266	355	2,472
<b>Total 5310-00 · Telephone</b>	<b>307</b>	<b>206</b>	<b>101</b>	<b>2,621</b>	<b>2,266</b>	<b>355</b>	<b>2,472</b>
5420-00 · Mail - USPS	0	42	(42)	98	458	(360)	500
5510-00 · Insurance/Bonding	0	115	(115)	213	1,262	(1,049)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	30	0	30	331	0	331	0
5520-00 · Supplies - Other	48	52	(4)	626	566	60	618
<b>Total 5520-00 · Supplies</b>	<b>78</b>	<b>52</b>	<b>26</b>	<b>957</b>	<b>566</b>	<b>391</b>	<b>618</b>
5610-00 · Depreciation	0	8	(8)	0	86	(86)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	240	1,545	(1,305)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	88	(88)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,473	1,701	(228)	1,856
5800-00 · Training Seminars	0	0	0	38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	112,951	112,951	0	123,219
8200-00 · Associate Relations	46	25	21	46	275	(229)	300
8810-00 · Dues & Subscriptions	0	83	(83)	0	917	(917)	1,000
8920-00 · Bad Debt	0	0	0	733	0	733	0
<b>Total Expense</b>	<b>28,912</b>	<b>29,748</b>	<b>(836)</b>	<b>321,462</b>	<b>327,202</b>	<b>(5,740)</b>	<b>357,147</b>
<b>Net Ordinary Income</b>	<b>3,690</b>	<b>4,345</b>	<b>(656)</b>	<b>63,592</b>	<b>50,904</b>	<b>12,688</b>	<b>55,249</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	6,890	4,345	2,545	50,993	50,904	89	55,249
<b>Total Other Expense</b>	<b>6,890</b>	<b>4,345</b>	<b>2,545</b>	<b>50,993</b>	<b>50,904</b>	<b>89</b>	<b>55,249</b>
<b>Net Other Income</b>	<b>(6,890)</b>	<b>(4,345)</b>	<b>(2,545)</b>	<b>(50,993)</b>	<b>(50,904)</b>	<b>(89)</b>	<b>(55,249)</b>
<b>Net Income</b>	<b>(3,200)</b>	<b>0</b>	<b>(3,200)</b>	<b>12,599</b>	<b>0</b>	<b>12,599</b>	<b>0</b>

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

**42 - Visitor Center**

Accrual Basis

	May 19	Budget	\$ Over Budget	Jul '18 - May 19	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	31,519	34,852	(3,333)	383,607	411,254	(27,648)	448,844
46000 · Merchandise Sales							
46000 · Merchandise Sales	211	500	(289)	3,200	9,000	(5,800)	9,500
46000 · Non-Retail VIC income	8,958	10,500	(1,542)	94,090	83,000	11,090	95,000
<b>Total 46000 · Merchandise Sales</b>	<b>9,169</b>	<b>11,000</b>	<b>(1,831)</b>	<b>97,290</b>	<b>92,000</b>	<b>5,290</b>	<b>104,500</b>
<b>Total Income</b>	<b>40,688</b>	<b>45,852</b>	<b>(5,164)</b>	<b>480,897</b>	<b>503,254</b>	<b>(22,357)</b>	<b>553,344</b>
<b>Gross Profit</b>	<b>40,688</b>	<b>45,852</b>	<b>(5,164)</b>	<b>480,897</b>	<b>503,254</b>	<b>(22,357)</b>	<b>553,344</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	944	1,208	(264)	13,432	15,639	(2,207)	17,550
5030-00 · P/R - Health Insurance Expense	1,569	1,806	(237)	16,611	19,866	(3,255)	21,672
5040-00 · P/R - Workmans Comp	324	403	(79)	3,029	4,715	(1,686)	5,193
5060-00 · 401 (k)	466	537	(71)	5,640	6,287	(647)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	789	1,123	(334)	1,225
5000-00 · Salaries & Wages - Other	12,729	13,425	(696)	152,825	157,178	(4,353)	173,103
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>16,078</b>	<b>17,481</b>	<b>(1,403)</b>	<b>192,326</b>	<b>204,808</b>	<b>(12,482)</b>	<b>225,667</b>
5100-00 · Rent							
5110-00 · Utilities	365	550	(185)	6,148	7,100	(952)	7,650
5140-00 · Repairs & Maintenance	0	2,292	(2,292)	5,355	25,208	(19,853)	13,500
5150-00 · Office - Cleaning	20	237	(217)	384	2,610	(2,226)	2,847
5100-00 · Rent - Other	6,269	7,025	(756)	72,030	77,272	(5,242)	84,297
<b>Total 5100-00 · Rent</b>	<b>6,654</b>	<b>10,104</b>	<b>(3,450)</b>	<b>83,918</b>	<b>112,190</b>	<b>(28,272)</b>	<b>108,294</b>
5310-00 · Telephone							
5320-00 · Telephone	237	0	237	5,213	0	5,213	0
5310-00 · Telephone - Other	0	461	(461)	0	5,074	(5,074)	5,535
<b>Total 5310-00 · Telephone</b>	<b>237</b>	<b>461</b>	<b>(224)</b>	<b>5,213</b>	<b>5,074</b>	<b>139</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	1,599	(1,241)	1,744
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>145</b>	<b>(145)</b>	<b>411</b>	<b>1,599</b>	<b>(1,188)</b>	<b>1,744</b>
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,607	(475)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	132	125	7	1,440	1,375	65	1,500
5520-00 · Supplies - Other	895	473	422	5,695	6,902	(1,207)	7,375
<b>Total 5520-00 · Supplies</b>	<b>1,027</b>	<b>598</b>	<b>429</b>	<b>7,135</b>	<b>8,277</b>	<b>(1,142)</b>	<b>8,875</b>
5610-00 · Depreciation	118	87	31	1,297	962	335	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	3,300	(3,020)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	222	429	(207)	3,359	4,721	(1,362)	5,150
5800-00 · Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 · Artist of Month - Commissions	190	458	(268)	2,769	5,042	(2,273)	5,500
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	200	3,483	(3,283)	3,136	38,317	(35,181)	5,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	67	0	67	1,140	0	1,140	0
52500 · Purchase Discounts	(0)			(40)	0	(40)	0
59900 · POS Inventory Adjustments	0			(56)	0	(56)	0
8100-00 · Cost of Goods Sold - Other	5,206	5,513	(307)	51,415	43,575	7,840	49,925
<b>Total 8100-00 · Cost of Goods Sold</b>	<b>5,273</b>	<b>5,513</b>	<b>(240)</b>	<b>52,459</b>	<b>43,575</b>	<b>8,884</b>	<b>49,925</b>
8200-00 · Associate Relations	0	58	(58)	75	642	(567)	700
8500-00 · Credit Card Fees	255	385	(130)	2,762	3,220	(458)	3,658
8700-00 · Automobile Expenses	47	45	2	800	685	115	750
8750-00 · Meals/Meetings	14	67	(54)	154	733	(579)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	1,833	(1,785)	2,000
8910-00 · Travel	0	0	0	0	1,100	(1,100)	1,100
<b>Total Expense</b>	<b>30,314</b>	<b>39,927</b>	<b>(9,613)</b>	<b>358,673</b>	<b>442,840</b>	<b>(84,167)</b>	<b>436,255</b>
<b>Net Ordinary Income</b>	<b>10,374</b>	<b>5,925</b>	<b>4,448</b>	<b>122,224</b>	<b>60,414</b>	<b>61,809</b>	<b>117,089</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	9,395	5,925	3,470	69,536	69,414	121	75,339
<b>Total Other Expense</b>	<b>9,395</b>	<b>5,925</b>	<b>3,470</b>	<b>69,536</b>	<b>69,414</b>	<b>121</b>	<b>75,339</b>
<b>Net Other Income</b>	<b>(9,395)</b>	<b>(5,925)</b>	<b>(3,470)</b>	<b>(69,536)</b>	<b>(69,414)</b>	<b>(121)</b>	<b>(75,339)</b>
<b>Net Income</b>	<b>978</b>	<b>0</b>	<b>978</b>	<b>52,688</b>	<b>(9,000)</b>	<b>61,688</b>	<b>41,750</b>

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

Accrual Basis

51 - TMPI

	May 19	Budget	\$ Over Bu...	Jul '18 - M...	YTD Budget	\$ Over Bu...	Annual Bu...
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4050-00 · County of Placer TOT Funding	718	718	(0)	7,910	7,959	(49)	8,677
<b>Total Income</b>	718	718	(0)	7,910	7,959	(49)	8,677
<b>Gross Profit</b>	718	718	(0)	7,910	7,959	(49)	8,677
<b>Expense</b>							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	0	33	(33)	(152)	368	(519)	401
5030-00 · P/R - Health Insurance Expense	(3)	4	(7)	52	39	14	42
5040-00 · P/R - Workmans Comp	6	4	2	58	44	14	48
5060-00 · 401 (k)	0	23	(23)	251	249	2	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	1,351	567	784	8,207	6,232	1,976	6,798
<b>Total 5000-00 · Salaries &amp; Wages</b>	1,354	630	724	8,420	6,931	1,489	7,561
5100-00 · Rent							
5110-00 · Utilities	0	0	0	36	0	36	0
5140-00 · Repairs & Maintenance	0	0	0	6	0	6	0
5150-00 · Office - Cleaning	0	0	0	42	0	42	0
5100-00 · Rent - Other	0	0	0	502	0	502	0
<b>Total 5100-00 · Rent</b>	0	0	0	586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	230	0	230	0
<b>Total 5310-00 · Telephone</b>	0	0	0	230	0	230	0
5420-00 · Mail - USPS	0	0	0	19	0	19	0
5510-00 · Insurance/Bonding	0	0	0	64	0	64	0
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	71	0	71	0
5520-00 · Supplies - Other	0	0	0	17	0	17	0
<b>Total 5520-00 · Supplies</b>	0	0	0	88	0	88	0
5740-00 · Equipment Rental/Leasing	0	0	0	217	0	217	0
8700-00 · Automobile Expenses	0	0	0	26	0	26	0
8750-00 · Meals/Meetings	0	0	0	3	0	3	0
<b>Total Expense</b>	1,354	630	724	9,653	6,931	2,722	7,561
<b>Net Ordinary Income</b>	(636)	88	(724)	(1,742)	1,028	(2,771)	1,116
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	139	88	51	1,030	1,028	2	1,116
<b>Total Other Expense</b>	139	88	51	1,030	1,028	2	1,116
<b>Net Other Income</b>	(139)	(88)	(51)	(1,030)	(1,028)	(2)	(1,116)
<b>Net Income</b>	(775)	0	(775)	(2,772)	0	(2,772)	0

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

Accrual Basis

60 - Membership

	May 19	Budget	\$ Over Budget	Jul '18 - May ...	YTD Budget	\$ Over Budget	Annual Budget
<b>Ordinary Income/Expense</b>							
<b>Income</b>							
4200-00 · Membership Dues Revenue	11,998	10,700	1,298	126,079	117,300	8,779	128,000
4250-00 · Revenues-Membership Activities							
4250-01 · Community Awards							
4250-04 · Silent Auction	0	0	0	12,876	19,000	(6,125)	19,000
4250-05 · Sponsorships	0	0	0	17,165	13,000	4,165	13,000
4250-01 · Community Awards - Other	0	0	0	14,646	18,000	(3,354)	18,000
<b>Total 4250-01 · Community Awards</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>44,687</b>	<b>50,000</b>	<b>(5,314)</b>	<b>50,000</b>
4250-02 · Chamber Events	46	208	(162)	2,892	2,292	600	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	2,750	(250)	3,050
4251-00 · Tues AM Breakfast Club - Other	690	580	110	5,577	6,380	(803)	6,960
<b>Total 4251-00 · Tues AM Breakfast Club</b>	<b>690</b>	<b>880</b>	<b>(190)</b>	<b>8,077</b>	<b>9,130</b>	<b>(1,053)</b>	<b>10,010</b>
4250-00 · Revenues-Membership Activities - Other	465			3,918	0	3,918	0
<b>Total 4250-00 · Revenues-Membership Activities</b>	<b>1,201</b>	<b>1,088</b>	<b>113</b>	<b>62,197</b>	<b>65,422</b>	<b>(3,225)</b>	<b>70,510</b>
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
<b>Total Income</b>	<b>13,199</b>	<b>11,788</b>	<b>1,411</b>	<b>188,882</b>	<b>182,722</b>	<b>6,160</b>	<b>198,510</b>
<b>Gross Profit</b>	<b>13,199</b>	<b>11,788</b>	<b>1,411</b>	<b>188,882</b>	<b>182,722</b>	<b>6,160</b>	<b>198,510</b>
<b>Expense</b>							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(15,125)	(15,125)	0	(16,500)
5020-00 · P/R - Tax Expense	56	547	(491)	4,542	6,019	(1,477)	6,566
5030-00 · P/R - Health Insurance Expense	1,082	888	194	10,787	9,768	1,019	10,656
5040-00 · P/R - Workmans Comp	26	7	19	341	80	261	87
5060-00 · 401 (k)	155	262	(107)	2,524	2,883	(359)	3,145
5070-00 · Other Benefits and Expenses	4	66	(62)	186	726	(540)	792
5000-00 · Salaries & Wages - Other	6,026	6,553	(527)	75,877	72,083	3,794	78,636
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>5,973</b>	<b>6,948</b>	<b>(975)</b>	<b>79,133</b>	<b>76,434</b>	<b>2,699</b>	<b>83,382</b>
5100-00 · Rent							
5110-00 · Utilities	35	50	(15)	343	555	(212)	605
5140-00 · Repairs & Maintenance	0	25	(25)	478	275	203	300
5150-00 · Office - Cleaning	48	201	(153)	368	1,099	(731)	1,177
5100-00 · Rent - Other	608	819	(211)	4,775	9,007	(4,232)	9,826
<b>Total 5100-00 · Rent</b>	<b>690</b>	<b>1,095</b>	<b>(405)</b>	<b>5,964</b>	<b>10,936</b>	<b>(4,972)</b>	<b>11,908</b>
5310-00 · Telephone							
5320-00 · Telephone	123	253	(130)	1,577	2,783	(1,206)	3,036
<b>Total 5310-00 · Telephone</b>	<b>123</b>	<b>253</b>	<b>(130)</b>	<b>1,577</b>	<b>2,783</b>	<b>(1,206)</b>	<b>3,036</b>
5420-00 · Mail - USPS	0	50	(50)	88	950	(862)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	720	(478)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	43	0	43	892	500	392	500
5520-00 · Supplies - Other	23	83	(60)	643	917	(274)	1,000
<b>Total 5520-00 · Supplies</b>	<b>66</b>	<b>83</b>	<b>(17)</b>	<b>1,535</b>	<b>1,417</b>	<b>118</b>	<b>1,500</b>
5610-00 · Depreciation	0	8	(8)	0	88	(88)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	616	(616)	672
5710-00 · Taxes, Licenses & Fees	0	0	0	0	150	(150)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	1,944	2,740	(796)	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>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>1,125</b>	<b>(1,125)</b>	<b>1,500</b>
6420-00 · Events							
6422-00 · Event Media	0			(300)			
<b>Total 6420-00 · Events</b>	<b>0</b>			<b>(300)</b>			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	(172)	0	(172)	25,770	27,500	(1,730)	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	723	650	73	5,436	6,500	(1,064)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	1,710	344	1,366	14,568	5,284	9,284	5,628
6444-00 · Trades	0			1,430	0	1,430	0
6423-00 · Membership Activities - Other	371	0	371	13,423	0	13,423	0
<b>Total 6423-00 · Membership Activities</b>	<b>2,631</b>	<b>994</b>	<b>1,637</b>	<b>64,156</b>	<b>41,784</b>	<b>22,372</b>	<b>45,278</b>
8100-00 · Cost of Goods Sold	0			707			
8200-00 · Associate Relations	0	67	(67)	0	733	(733)	800
8500-00 · Credit Card Fees	289	155	134	3,830	2,750	1,080	3,000



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

Accrual Basis

60 - Membership

	May 19	Budget	\$ Over Budget	Jul '18 - May ...	YTD Budget	\$ Over Budget	Annual Budget
8700-00 · Automobile Expenses	13	78	(65)	392	855	(463)	933
8750-00 · Meals/Meetings	89	150	(61)	910	1,650	(740)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	385	145	420
8920-00 · Bad Debt	710			5,100	0	5,100	0
<b>Total Expense</b>	<b>10,750</b>	<b>10,277</b>	<b>473</b>	<b>169,528</b>	<b>148,066</b>	<b>21,462</b>	<b>161,240</b>
<b>Net Ordinary Income</b>	<b>2,448</b>	<b>1,511</b>	<b>937</b>	<b>19,353</b>	<b>34,656</b>	<b>(15,303)</b>	<b>37,270</b>
<b>Other Income/Expense</b>							
<b>Other Expense</b>							
8990-00 · Allocated	3,132	1,975	1,157	23,179	23,138	40	25,113
<b>Total Other Expense</b>	<b>3,132</b>	<b>1,975</b>	<b>1,157</b>	<b>23,179</b>	<b>23,138</b>	<b>40</b>	<b>25,113</b>
<b>Net Other Income</b>	<b>(3,132)</b>	<b>(1,975)</b>	<b>(1,157)</b>	<b>(23,179)</b>	<b>(23,138)</b>	<b>(40)</b>	<b>(25,113)</b>
<b>Net Income</b>	<b>(683)</b>	<b>(464)</b>	<b>(219)</b>	<b>(3,825)</b>	<b>11,518</b>	<b>(15,343)</b>	<b>12,157</b>

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

**70 - Administration**

Accrual Basis

	May 19	Budget	\$ Over Budget	Jul '18 - May 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	3,391	2,130	1,262	23,413	23,425	(12)	25,555
5030-00 · P/R - Health Insurance Expense	2,025	2,648	(622)	19,651	29,123	(9,472)	31,770
5040-00 · P/R - Workmans Comp	198	182	16	1,561	2,002	(441)	2,184
5060-00 · 401 (k)	799	1,089	(290)	7,322	11,983	(4,661)	13,072
5070-00 · Other Benefits and Expenses	17	167	(150)	669	1,833	(1,164)	2,000
5000-00 · Salaries & Wages - Other	45,426	27,188	18,239	313,319	299,063	14,257	326,250
<b>Total 5000-00 · Salaries &amp; Wages</b>	<b>51,857</b>	<b>33,403</b>	<b>18,454</b>	<b>365,936</b>	<b>367,428</b>	<b>(1,492)</b>	<b>400,831</b>
5100-00 · Rent							
5110-00 · Utilities	128	123	5	1,742	1,353	389	1,476
5140-00 · Repairs & Maintenance	692	375	317	5,293	4,125	1,168	4,500
5150-00 · Office - Cleaning	176	208	(32)	2,000	2,289	(289)	2,497
5100-00 · Rent - Other	2,247	2,176	71	27,311	23,931	3,380	26,107
<b>Total 5100-00 · Rent</b>	<b>3,244</b>	<b>2,882</b>	<b>362</b>	<b>36,346</b>	<b>31,698</b>	<b>4,648</b>	<b>34,580</b>
5310-00 · Telephone							
5320-00 · Telephone	664	1,000	(336)	8,647	11,000	(2,353)	12,000
5350-00 · Internet	0			25			
<b>Total 5310-00 · Telephone</b>	<b>664</b>	<b>1,000</b>	<b>(336)</b>	<b>8,672</b>	<b>11,000</b>	<b>(2,328)</b>	<b>12,000</b>
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	0	88	(88)	(4,387)	971	(5,358)	1,059
<b>Total 5420-00 · Mail - USPS</b>	<b>0</b>	<b>88</b>	<b>(88)</b>	<b>(4,357)</b>	<b>971</b>	<b>(5,328)</b>	<b>1,059</b>
5510-00 · Insurance/Bonding	728	0	728	4,726	205	4,521	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	250	0	250	2,996	2,000	996	2,000
5520-00 · Supplies - Other	1,016	625	391	5,419	6,875	(1,456)	7,500
<b>Total 5520-00 · Supplies</b>	<b>1,266</b>	<b>625</b>	<b>641</b>	<b>8,416</b>	<b>8,875</b>	<b>(459)</b>	<b>9,500</b>
5610-00 · Depreciation	0	54	(54)	218	596	(378)	650
5700-00 · Equipment Support & Maintenance	0	330	(330)	2,646	3,625	(979)	3,955
5710-00 · Taxes, Licenses & Fees	1,108	1,042	66	10,027	11,458	(1,431)	12,500
5740-00 · Equipment Rental/Leasing	321	329	(8)	3,668	3,621	47	3,950
5800-00 · Training Seminars	0	417	(417)	774	4,583	(3,809)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	120	625	(505)	1,120	6,875	(5,755)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	5,200	1,500	3,700	11,810	18,000	(6,190)	19,500
<b>Total 5900-00 · Professional Fees</b>	<b>5,320</b>	<b>2,125</b>	<b>3,195</b>	<b>37,180</b>	<b>49,875</b>	<b>(12,695)</b>	<b>52,000</b>
5941-00 · Research & Planning	0	0	0	10,100	0	10,100	0
6420-00 · Events							
6422-00 · Event Media	0			300			
<b>Total 6420-00 · Events</b>	<b>0</b>	<b></b>	<b></b>	<b>300</b>	<b></b>	<b></b>	<b></b>
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
<b>Total 6423-00 · Membership Activities</b>	<b>0</b>	<b></b>	<b></b>	<b>(300)</b>	<b>0</b>	<b>(300)</b>	<b>0</b>
6742-00 · Non-NLT Co-Op Marketing Program	3,600	0	3,600	3,600	0	3,600	0
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8200-00 · Associate Relations	954	333	621	3,476	3,667	(191)	4,000
8300-00 · Board Functions	305	150	155	8,357	4,350	4,007	4,500
8500-00 · Credit Card Fees	0			313	0	313	0
8600-00 · Additional Opportunitites	0	467	(467)	5,625	5,133	492	5,600
8700-00 · Automobile Expenses	0	250	(250)	1,859	2,750	(891)	3,000
8750-00 · Meals/Meetings	27	120	(93)	2,290	1,320	970	1,440
8810-00 · Dues & Subscriptions	270	275	(5)	4,998	3,025	1,973	3,300
<b>Total Expense</b>	<b>69,663</b>	<b>43,890</b>	<b>25,773</b>	<b>515,243</b>	<b>514,180</b>	<b>1,063</b>	<b>558,070</b>
<b>Net Ordinary Income</b>	<b>(69,663)</b>	<b>(43,890)</b>	<b>(25,773)</b>	<b>(515,243)</b>	<b>(514,180)</b>	<b>(1,063)</b>	<b>(558,070)</b>
<b>Other Income/Expense</b>							
<b>Other Income</b>							
4700-00 · Revenues- Interest & Investment	0			17			
<b>Total Other Income</b>	<b>0</b>	<b></b>	<b></b>	<b>17</b>	<b></b>	<b></b>	<b></b>
<b>Other Expense</b>							
8990-00 · Allocated	(69,593)	(43,890)	(25,704)	(515,079)	(514,180)	(899)	(558,070)
<b>Total Other Expense</b>	<b>(69,593)</b>	<b>(43,890)</b>	<b>(25,704)</b>	<b>(515,079)</b>	<b>(514,180)</b>	<b>(899)</b>	<b>(558,070)</b>
<b>Net Other Income</b>	<b>69,593</b>	<b>43,890</b>	<b>25,704</b>	<b>515,096</b>	<b>514,180</b>	<b>916</b>	<b>558,070</b>
<b>Net Income</b>	<b>(70)</b>	<b>0</b>	<b>(70)</b>	<b>(147)</b>	<b>0</b>	<b>(147)</b>	<b>0</b>

# **North Lake Tahoe Marketing Cooperative**

Preliminary

Financial Statements for the Period Ending

May 31, 2019

# North Lake Tahoe Marketing Cooperative

## Balance Sheet

As of May 31, 2019

Accrual Basis

	May 31, 19	May 31, 18	\$ Change	% Change	Jun 30, 18
<b>ASSETS</b>					
<b>Current Assets</b>					
Checking/Savings					
1000-00 · Cash	391,744	514,654	(122,910)	(24%)	479,914
<b>Total Checking/Savings</b>	391,744	514,654	(122,910)	(24%)	479,914
Accounts Receivable					
1200-00 · Accounts Receivable	12,086	64,835	(52,749)	(81%)	145,394
<b>Total Accounts Receivable</b>	12,086	64,835	(52,749)	(81%)	145,394
Other Current Assets					
1300 · Reimbursements Receivable	166	0	166	100%	0
1350-00 · Security Deposits	100	100	0	0%	100
<b>Total Other Current Assets</b>	266	100	166	166%	100
<b>Total Current Assets</b>	404,096	579,589	(175,493)	(30%)	625,408
Other Assets					
1400-00 · Prepaid Expenses	11,432	42,990	(31,558)	(73%)	6,289
<b>Total Other Assets</b>	11,432	42,990	(31,558)	(73%)	6,289
<b>TOTAL ASSETS</b>	<b>415,528</b>	<b>622,579</b>	<b>(207,051)</b>	<b>(33%)</b>	<b>631,697</b>
<b>LIABILITIES &amp; EQUITY</b>					
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Accounts Payable					
2000-00 · Accounts Payable	196,417	136,495	59,922	44%	442,239
<b>Total Accounts Payable</b>	196,417	136,495	59,922	44%	442,239
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-02 · MC_4222 Jason	0	2,022	(2,022)	(100%)	0
2080-05 · MC_2107 Greg	0	5,414	(5,414)	(100%)	0
2080-09 · MC_3126 Sarah	0	12,169	(12,169)	(100%)	25
<b>Total 2080 · Bank of the West Credit Cards</b>	0	19,605	(19,605)	(100%)	25
<b>Total Credit Cards</b>	0	19,605	(19,605)	(100%)	25
Other Current Liabilities					
2400-00 · Suspense	0	14,789	(14,789)	(100%)	0
2700-00 · Due to NLTRA	97	0	97	100%	0
<b>Total Other Current Liabilities</b>	97	14,789	(14,692)	(99%)	0
<b>Total Current Liabilities</b>	196,514	170,889	25,625	15%	442,264
<b>Total Liabilities</b>	196,514	170,889	25,625	15%	442,264
Equity					
32000 · Unrestricted Net Assets	189,433	176,268	13,165	7%	176,268
Net Income	29,582	275,421	(245,839)	(89%)	13,164
<b>Total Equity</b>	219,015	451,689	(232,674)	(52%)	189,432
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>415,529</b>	<b>622,578</b>	<b>(207,049)</b>	<b>(33%)</b>	<b>631,696</b>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Granlibakken Resort*	0.00	0.00	0.00	0.00	1,118.83	1,118.83
Hyatt Regency Lake Tahoe Resort*	0.00	0.00	2,750.00	0.00	93.65	2,843.65
IVCBVB	0.00	0.00	390.00	0.00	0.00	390.00
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	4,557.59	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	0.00	250.00	1,646.48	1,896.48
<b>TOTAL</b>	<u><b>0.00</b></u>	<u><b>0.00</b></u>	<u><b>3,140.00</b></u>	<u><b>250.00</b></u>	<u><b>8,696.46</b></u>	<u><b>12,086.46</b></u>

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>&gt; 90</u>	<u>TOTAL</u>
Amber Burke	37.12	0.00	0.00	0.00	0.00	37.12
Anna Atwood	30.00	0.00	0.00	0.00	0.00	30.00
Augustineldeas	55,817.24	0.00	0.00	0.00	0.00	55,817.24
Connect Association Marketplace	0.00	7,400.00	0.00	0.00	0.00	7,400.00
Development Counsellors International Ltd	133.97	0.00	0.00	0.00	0.00	133.97
FedEx	16.59	0.00	0.00	0.00	0.00	16.59
IVCB Visitors Bureau	4,527.78	0.00	0.00	0.00	0.00	4,527.78
NLTRA	13,481.02	0.00	0.00	0.00	0.00	13,481.02
Richter7	70,933.79	2,951.59	0.00	0.00	0.00	73,885.38
Sarah Winters	144.19	0.00	0.00	0.00	0.00	144.19
Sierra Web Design, Inc.	0.00	534.00	0.00	0.00	0.00	534.00
Smith & Jones, Inc.	2,899.22	11,551.57	0.00	0.00	0.00	14,450.79
The Abbi Agency, Inc	22,679.14	0.00	0.00	0.00	0.00	22,679.14
Visit Yosemite	280.00	0.00	0.00	0.00	0.00	280.00
Weidinger Public Relations	3,000.00	0.00	0.00	0.00	0.00	3,000.00
<b>TOTAL</b>	<b><u>173,980.06</u></b>	<b><u>22,437.16</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>0.00</u></b>	<b><u>196,417.22</u></b>

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

May 2019

Accrual Basis

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
<b>Income</b>					
4000-00 · LTIVCBVB Funding	45,619	45,619	875,496	875,496	942,000
4001-00 · NLTRA Funding	121,652	121,652	1,338,175	1,338,170	1,459,822
4004-00 · IVCBVB Entertainment	0	0	8,000	8,000	8,000
<b>Total Income</b>	<u>167,271</u>	<u>167,271</u>	<u>2,221,671</u>	<u>2,221,666</u>	<u>2,409,822</u>
<b>Gross Profit</b>	167,271	167,271	2,221,671	2,221,666	2,409,822
<b>Expense</b>					
<b>5000-00 · CONSUMER MARKETING</b>					
5001-00 · Broadcast / Radio - High Notes	6,013		19,484	20,000	20,000
5002-00 · Consumer Print	9,675	0	50,175	40,000	40,000
5002-01 · Native Display	0	4,000	13,713	42,000	50,000
5004-00 · Trip Advisor	9,814	11,458	97,909	83,541	95,000
5005-00 · Paid Social	13,220	3,150	124,401	110,250	135,000
5005-01 · Digital Display	11,693	4,700	133,558	99,066	115,004
5005-02 · Retargeting Video	0	490	0	8,500	10,000
5007-00 · Creative Production	31,564	10,000	182,419	111,000	121,000
5010-00 · Account Strategy & Management	7,000	7,000	77,000	77,000	84,000
5010-01 · Digital Management & Reporting	3,000	3,000	33,000	33,000	36,000
5010-02 · Website Strategy & Analysis	2,000	2,000	22,000	22,000	24,000
5013-00 · Outdoor	0	0	111,000	95,000	95,000
5015-00 · Video	0	0	13,993	22,000	25,000
5017-00 · Rich Media	3,183	12,500	48,183	37,500	50,000
5018-00 · Media Commission	6,710	4,913	83,779	86,295	98,796
5018-01 · Digital Ad Serving	546	625	1,155	6,875	7,500
5018-03 · Strategic Marketing Plan	0		0	3,500	3,500
5020-00 · Search Engine Marketing	1,583	1,500	41,929	42,000	50,000
5022-00 · Email	3,475	0	31,652	33,975	45,000
5023-00 · Additional Opportunities	0		0	40,479	40,479
5025-00 · Expedia	0	0	0	30,000	30,000
<b>Total 5000-00 · CONSUMER MARKETING</b>	<u>109,475</u>	<u>65,336</u>	<u>1,085,352</u>	<u>1,043,981</u>	<u>1,175,279</u>
<b>5110-00 · LEISURE SALES</b>					
5107-00 · Creative Production	0	500	12,536	2,000	2,500
5111-00 · FAMS - Domestic	0	0	947	1,000	1,250
5112-00 · Training / Sales Calls	47	0	1,622	3,500	3,500
5113-00 · Additional Opportunities	0	0	5,694	7,000	7,000
5115-00 · Travel Agent Incentive Program	1,000	0	1,000	1,000	1,000
5120-00 · Domestic - Trade Shows	0	0	2,843	4,750	4,750
5131-00 · FAMS -Intl - Travel Trade	1,879	750	2,218	6,500	6,500
5132-00 · FAMS -Intl - Media	1,175	1,000	7,365	11,000	12,000
5133-00 · Ski-Tops	689	0	1,226	3,250	3,250
5134-00 · Intl Marketing - Additional Opp	280	0	3,835	10,000	13,000
5136-00 · Tour Operator Brochure Support	0	0	5,500	6,000	6,000
5137-00 · Co-op Opportunities	0	2,500	6,139	13,000	13,000
5141-00 · Australian Sales Mission	0	5,500	2,456	5,500	5,500
5142-00 · UK Sales Mission	2,179	4,000	6,929	4,000	5,500
5143-00 · Mountain Travel Symposium	0	0	4,978	5,500	5,500
5144-00 · IPW - POW WOW	2,004	3,000	7,487	13,000	9,000
5145-00 · TIA Annual Dues	0	0	2,635	2,500	2,500
5146-00 · UK / Black Diamond	0	0	32,107	45,000	45,000
5147-00 · AUS / Gate 7	2,567	0	39,299	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	1,586	0	4,275	4,195	4,195
5152-00 · Go West	0	0	1,816	1,500	1,500
5154-00 · Canada					
5154-01 · Canada Sales Mission	30		7,263		
5154-00 · Canada - Other	0	0	27,456	25,000	25,000
<b>Total 5154-00 · Canada</b>	<u>30</u>	<u>0</u>	<u>34,719</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>13,434</u>	<u>17,250</u>	<u>201,225</u>	<u>233,195</u>	<u>235,445</u>
<b>5200-00 · PUBLIC RELATIONS</b>					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	24,200	24,200	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	55,000	55,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	1,800	1,800	19,800	19,800	21,600
5204-00 · Media Mission(s)	0	0	6,691	10,600	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	5,500	5,500	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	3,300	3,300	3,600
5208-00 · International Travel Media FAMS	0	0	9,053	9,000	12,000

# North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

May 2019

Accrual Basis

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	5,379	3,208	28,270	35,292	38,500
5210-00 · Content Dev - Newsletters	2,000	2,000	22,000	22,000	24,000
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	44,000	44,000	48,000
5212-00 · Social Giveaways & Contests	3,500	3,350	9,200	8,900	8,900
5213-00 · Facebook Live	0	0	1,500	4,860	6,480
5214-00 · Social Takeover	0	1,100	6,688	11,900	13,000
5215-00 · Content Campaign-Local Luminary	0	0	27,000	22,000	22,000
5200-00 · PUBLIC RELATIONS - Other	0	0	326	0	0
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>24,679</b>	<b>23,458</b>	<b>262,529</b>	<b>276,352</b>	<b>301,080</b>
<b>6000-00 · CONFERENCE SALES</b>					
6002-00 · Destination Print	8,500	6,000	20,800	20,500	20,500
6003-00 · Geo-Fence Targeting	0	0	3,000	3,000	3,000
6004-00 · Email	2,700	850	12,800	9,350	10,200
6004-01 · Newsletter	0	0	0	4,300	5,950
6005-00 · Paid Media	1,581	1,234	8,686	11,364	12,154
6006-00 · CVENT	0	0	13,196	13,196	13,196
6007-00 · Creative Production	23,926	2,000	48,832	18,000	20,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	11,000	11,000	12,000
6010-00 · Collateral Production	0	0	0	7,500	7,500
6018-00 · MCC Media Commission	1,534	1,051	9,041	8,022	8,450
6018-01 · MCC Digital Ad Serving	0	0	36	200	200
6019-00 · Conference Direct Partnership	0	0	0	5,000	5,000
6128-00 · HelmsBriscoe Strategic Partner	500	0	5,500	0	6,000
6152-00 · Client Events / Opportunities	220	0	15,524	10,500	18,000
6153-00 · Chicago Sales Rep Support	0	0	7,758	10,000	10,000
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>39,960</b>	<b>12,135</b>	<b>156,174</b>	<b>131,932</b>	<b>152,150</b>
<b>6100-00 · TRADE SHOWS</b>					
6111-00 · Site Inspections	424	1,000	5,751	6,000	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	0	5,946	4,250	4,250
6120-00 · AFW Client Event	0	0	821	3,000	3,000
6120-01 · Sac River Cats Client Event	0	0	2,003	3,000	3,000
6127-00 · CalSAE Annual	1,240	0	6,870	6,700	6,700
6136-00 · Mountain Travel Symposium	0	0	674	4,895	4,895
6143-00 · Connect Marketplace	7,400	7,500	9,802	10,000	10,000
6144-00 · ASAE XDP	0	1,500	3,647	4,000	4,000
6150-01 · Luxury Meeting Summit Northwest	0	0	3,086	3,000	3,000
6150-02 · Luxury Summit Meeting Texas	0	0	5,769	4,500	4,500
6150-03 · Luxury Meeting Summit NorCal	0	0	1,650	2,800	2,800
6150-05 · Luxury Meeting Summit PHX/SD/OC	0	0	5,741	4,200	4,200
6151-00 · Destination CA	0	1,500	1,396	1,500	1,500
6154-00 · HelmsBriscoe ABC	418	1,500	5,205	5,500	5,500
6156-00 · Connect California	45	0	4,208	5,000	5,000
6156-02 · Connect Chicago	0	0	3,700	4,000	4,000
6156-03 · Connect New England	3,909	0	5,323	3,750	6,250
6156-04 · Connect Georgia	0	0	4,877	5,750	5,750
6157-00 · HPN Partner Conference	0	0	3,718	3,700	3,700
6157-01 · HPN Spring Training CE (RSCVA)	0	0	0	3,000	3,000
6160-00 · AllThingsMeetings Silicon Valley	0	1,000	1,038	1,500	1,500
6160-01 · AllThingsMeetings East Bay	0	0	1,756	2,000	2,000
6161-00 · Connect Southwest	0	0	3,700	4,450	4,450
6162-00 · Connect Tech & Medical	0	0	4,746	5,250	5,250
6163-00 · Connect Financial	0	0	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	0	795	2,900	2,900
6167-00 · Nor Cal DMO	0	0	429	3,500	4,500
6100-00 · TRADE SHOWS - Other	1,423	0	1,423	0	0
<b>Total 6100-00 · TRADE SHOWS</b>	<b>14,859</b>	<b>14,000</b>	<b>108,210</b>	<b>124,645</b>	<b>134,145</b>
6106-00 · CalSAE Seasonal Spectacular	0	0	(2,537)	0	0
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>					
5008-00 · Cooperative Programs	14,451	0	40,301	36,000	51,000
5009-00 · Fulfillment / Mail	154	0	10,513	13,000	13,000
5021-00 · RASC-Reno Air Service Corp	0	0	100,000	100,000	100,000
5123-00 · HSVC - High Sierra Visitors	0	0	2,000	2,250	2,250
7001-00 · Miscellaneous	288	250	599	2,750	3,000
7002-00 · CRM Subscription	833	0	9,167	10,000	10,000
7003-00 · IVCBVB Entertainment Fund	752	0	4,491	6,000	8,000
7004-00 · Research	422	0	7,282	21,000	45,000
7005-00 · Film Festival	0	0	15,000	15,000	15,000
7006-00 · Special Events	0	15,000	0	35,000	45,000



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

May 2019

Accrual Basis

	May 19	Budget	Jul '18 - May 19	YTD Budget	Annual Budget
7007-00 · Destimetrics / DMX	0	0	33,350	33,352	33,352
7008-00 · Opportunistic Funds	467	0	98,833	16,600	16,600
7009-00 · Tahoe Cam Usage	0	177	1,062	1,947	2,124
8700-00 · Automobile Expense*	181	200	4,295	2,200	2,400
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		(5,779)		
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>17,547</b>	<b>15,627</b>	<b>321,114</b>	<b>295,099</b>	<b>346,726</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>					
8002-00 · Content Manager Contractor	3,583	3,750	39,417	41,250	45,000
8003-00 · Website Hosting Maintenance	534	0	20,605	20,000	20,000
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	<b>4,117</b>	<b>3,750</b>	<b>60,021</b>	<b>61,250</b>	<b>65,000</b>
<b>Total Expense</b>	<b>224,071</b>	<b>151,556</b>	<b>2,192,089</b>	<b>2,166,454</b>	<b>2,409,825</b>
<b>Net Income</b>	<b>(56,800)</b>	<b>15,715</b>	<b>29,582</b>	<b>55,212</b>	<b>(3)</b>

# North Lake Tahoe Marketing Cooperative Profit & Loss

July 2018 through May 2019

Accrual Basis

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
<b>Income</b>				
4000-00 · LTIVCBVB Funding	875,496.00	856,322.00	19,174.00	2.2%
4001-00 · NLTRA Funding	1,338,175.00	1,267,606.00	70,569.00	5.6%
4004-00 · IVCBVB Entertainment	8,000.00	8,000.00	0.00	0.0%
<b>Total Income</b>	<b>2,221,671.00</b>	<b>2,131,928.00</b>	<b>89,743.00</b>	<b>4.2%</b>
<b>Gross Profit</b>	<b>2,221,671.00</b>	<b>2,131,928.00</b>	<b>89,743.00</b>	<b>4.2%</b>
<b>Expense</b>				
<b>5000-00 · CONSUMER MARKETING</b>				
5001-00 · Broadcast / Radio - High Notes	19,484.15	28,759.60	(9,275.45)	(32.3)%
5002-00 · Consumer Print	50,175.00	17,000.00	33,175.00	195.2%
5002-01 · Native Display	13,713.00	43,452.38	(29,739.38)	(68.4)%
5004-00 · Trip Advisor	97,909.24	58,899.42	39,009.82	66.2%
5005-00 · Paid Social	124,400.89	101,949.96	22,450.93	22.0%
5005-01 · Digital Display	133,558.48	125,919.32	7,639.16	6.1%
5007-00 · Creative Production	182,419.19	55,291.60	127,127.59	229.9%
5010-00 · Account Strategy & Management	77,000.00	77,000.00	0.00	0.0%
5010-01 · Digital Management & Reporting	33,000.00	33,000.00	0.00	0.0%
5010-02 · Website Strategy & Analysis	22,000.00	22,000.00	0.00	0.0%
5013-00 · Outdoor	111,000.00	116,350.00	(5,350.00)	(4.6)%
5015-00 · Video	13,993.42	27,591.66	(13,598.24)	(49.3)%
5017-00 · Rich Media	48,182.80	20,000.00	28,182.80	140.9%
5018-00 · Media Commission	83,778.97	83,685.36	93.61	0.1%
5018-01 · Digital Ad Serving	1,155.25	4,854.86	(3,699.61)	(76.2)%
5018-03 · Strategic Marketing Plan	0.00	3,500.00	(3,500.00)	(100.0)%
5019-00 · Experiential	0.00	58,910.21	(58,910.21)	(100.0)%
5020-00 · Search Engine Marketing	41,929.30	41,848.58	80.72	0.2%
5022-00 · Email	31,652.30	30,528.75	1,123.55	3.7%
5023-00 · Additional Opportunities	0.00	419.48	(419.48)	(100.0)%
<b>Total 5000-00 · CONSUMER MARKETING</b>	<b>1,085,351.99</b>	<b>950,961.18</b>	<b>134,390.81</b>	<b>14.1%</b>
<b>5110-00 · LEISURE SALES</b>				
5107-00 · Creative Production	12,536.35	3,016.25	9,520.10	315.6%
5111-00 · FAMS - Domestic	946.97	0.00	946.97	100.0%
5112-00 · Training / Sales Calls	1,621.80	4,019.21	(2,397.41)	(59.7)%
5113-00 · Additional Opportunities	5,694.31	8,755.78	(3,061.47)	(35.0)%
5115-00 · Travel Agent Incentive Program	1,000.00	1,000.00	0.00	0.0%
5116-00 · RSA Membership	0.00	695.00	(695.00)	(100.0)%
5120-00 · Domestic - Trade Shows	2,843.02	3,844.15	(1,001.13)	(26.0)%
5131-00 · FAMS -Intl - Travel Trade	2,217.78	3,098.99	(881.21)	(28.4)%
5132-00 · FAMS -Intl - Media	7,364.83	632.25	6,732.58	1,064.9%
5133-00 · Ski-Tops	1,226.34	3,036.29	(1,809.95)	(59.6)%
5134-00 · Intl Marketing - Additional Opp	3,835.00	8,381.50	(4,546.50)	(54.2)%
5135-00 · North American Journeys/Tour Op	0.00	1,950.00	(1,950.00)	(100.0)%
5136-00 · Tour Operator Brochure Support	5,500.00	4,500.00	1,000.00	22.2%
5137-00 · Co-op Opportunities	6,139.00	7,522.23	(1,383.23)	(18.4)%
5141-00 · Australian Sales Mission	2,455.55	0.00	2,455.55	100.0%
5142-00 · UK Sales Mission	6,928.67	2,867.39	4,061.28	141.6%
5143-00 · Mountain Travel Symposium	4,978.01	7,823.77	(2,845.76)	(36.4)%
5144-00 · IPW - POW WOW	7,487.25	10,133.37	(2,646.12)	(26.1)%
5145-00 · TIA Annual Dues	2,635.00	2,550.00	85.00	3.3%
5146-00 · UK / Black Diamond	32,107.07	30,292.90	1,814.17	6.0%
5147-00 · AUS / Gate 7	39,299.39	25,906.12	13,393.27	51.7%
5149-00 · Mexico Program	4,860.03	13,428.39	(8,568.36)	(63.8)%
5150-00 · China Program	5,238.35	287.57	4,950.78	1,721.6%
5151-00 · RTO West	4,275.46	3,006.22	1,269.24	42.2%
5152-00 · Go West	1,815.87	4,367.19	(2,551.32)	(58.4)%
5154-00 · Canada				
5154-01 · Canada Sales Mission	7,263.15	0.00	7,263.15	100.0%
5154-00 · Canada - Other	27,456.16	0.00	27,456.16	100.0%
<b>Total 5154-00 · Canada</b>	<b>34,719.31</b>	<b>0.00</b>	<b>34,719.31</b>	<b>100.0%</b>
5155-00 · California Star Program	3,500.00	0.00	3,500.00	100.0%
<b>Total 5110-00 · LEISURE SALES</b>	<b>201,225.36</b>	<b>151,114.57</b>	<b>50,110.79</b>	<b>33.2%</b>
<b>5200-00 · PUBLIC RELATIONS</b>				
5200-01 · Strategy, Reporting, Mgmt, Etc.	24,200.00	20,000.00	4,200.00	21.0%
5201-00 · National, Regional, & Local PR	55,000.00	50,000.00	5,000.00	10.0%
5202-00 · PR Program/ Content Dev - Blogs	19,800.00	18,000.00	1,800.00	10.0%
5203-00 · International Public Relations	0.00	15,000.00	(15,000.00)	(100.0)%
5204-00 · Media Mission(s)	6,691.30	11,537.07	(4,845.77)	(42.0)%
5206-00 · Digital Buy/ Social Media Boost	5,500.00	5,000.00	500.00	10.0%

# North Lake Tahoe Marketing Cooperative Profit & Loss

July 2018 through May 2019

Accrual Basis

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
5207-00 · Content Campaigns/Tools-My Emma	3,300.00	3,081.00	219.00	7.1%
5208-00 · International Travel Media FAMS	9,052.60	7,983.47	1,069.13	13.4%
5209-00 · Domestic Travel Media FAMS	28,269.96	15,316.31	12,953.65	84.6%
5210-00 · Content Dev - Newsletters	22,000.00	20,000.00	2,000.00	10.0%
5211-00 · Social Media Strategy & Mgmt	44,000.00	41,100.00	2,900.00	7.1%
5212-00 · Social Giveaways & Contests	9,200.00	6,150.00	3,050.00	49.6%
5213-00 · Facebook Live	1,500.00	3,000.00	(1,500.00)	(50.0)%
5214-00 · Social Takeover	6,688.34	7,300.00	(611.66)	(8.4)%
5215-00 · Content Campaign-Local Luminary	27,000.00	17,400.00	9,600.00	55.2%
5200-00 · PUBLIC RELATIONS - Other	326.43	0.00	326.43	100.0%
<b>Total 5200-00 · PUBLIC RELATIONS</b>	<b>262,528.63</b>	<b>240,867.85</b>	<b>21,660.78</b>	<b>9.0%</b>
<b>6000-00 · CONFERENCE SALES</b>				
6002-00 · Destination Print	20,800.00	13,971.25	6,828.75	48.9%
6003-00 · Geo-Fence Targeting	3,000.00	1,250.40	1,749.60	139.9%
6004-00 · Email	12,800.00	15,200.00	(2,400.00)	(15.8)%
6005-00 · Paid Media	8,685.83	10,584.61	(1,898.78)	(17.9)%
6006-00 · CVENT	13,196.46	10,400.00	2,796.46	26.9%
6007-00 · Creative Production	48,832.38	18,577.50	30,254.88	162.9%
6008-00 · Conference PR / Social Outreach	11,000.00	10,000.00	1,000.00	10.0%
6010-00 · Collateral Production	0.00	7,350.52	(7,350.52)	(100.0)%
6018-00 · MCC Media Commission	9,041.48	6,651.11	2,390.37	35.9%
6018-01 · MCC Digital Ad Serving	35.95	0.00	35.95	100.0%
6128-00 · HelmsBriscoe Strategic Partner	5,500.00	5,000.00	500.00	10.0%
6152-00 · Client Events / Opportunities	15,524.09	1,979.13	13,544.96	684.4%
6153-00 · Chicago Sales Rep Support	7,758.03	3,425.00	4,333.03	126.5%
<b>Total 6000-00 · CONFERENCE SALES</b>	<b>156,174.22</b>	<b>104,389.52</b>	<b>51,784.70</b>	<b>49.6%</b>
<b>6100-00 · TRADE SHOWS</b>				
6103-00 · MPI - Cascadia	0.00	1,500.00	(1,500.00)	(100.0)%
6111-00 · Site Inspections	5,751.00	4,608.88	1,142.12	24.8%
6115-00 · Chicago Holiday Showcase	0.00	3,565.73	(3,565.73)	(100.0)%
6116-00 · CalSAE Seasonal Spectacular	4,141.82	3,827.99	313.83	8.2%
6118-00 · ASAE Annual	5,945.97	0.00	5,945.97	100.0%
6120-00 · AFW Client Event	820.83	3,315.72	(2,494.89)	(75.2)%
6120-01 · Sac River Cats Client Event	2,002.97	1,001.48	1,001.49	100.0%
6120-02 · SF Giants Client Event	0.00	(101.87)	101.87	100.0%
6127-00 · CalSAE Annual	6,869.64	6,074.14	795.50	13.1%
6136-00 · Mountain Travel Symposium	673.50	2,754.68	(2,081.18)	(75.6)%
6143-00 · Connect Marketplace	9,802.34	9,909.86	(107.52)	(1.1)%
6144-00 · ASAE XDP	3,646.88	2,300.87	1,346.01	58.5%
6146-00 · UC Vendor Fair	0.00	390.60	(390.60)	(100.0)%
6150-00 · Luxury Meeting Summit MA/CT/NY	0.00	2,342.42	(2,342.42)	(100.0)%
6150-01 · Luxury Meeting Summit Northwest	3,086.06	2,065.32	1,020.74	49.4%
6150-02 · Luxury Summit Meeting Texas	5,769.33	2,967.37	2,801.96	94.4%
6150-03 · Luxury Meeting Summit NorCal	1,650.00	0.00	1,650.00	100.0%
6150-05 · Luxury Meeting Summit PHX/SD/OC	5,741.10	1,458.12	4,282.98	293.7%
6151-00 · Destination CA	1,396.31	1,227.90	168.41	13.7%
6154-00 · HelmsBriscoe ABC	5,204.65	4,941.73	262.92	5.3%
6156-00 · Connect California	4,207.88	1,512.89	2,694.99	178.1%
6156-02 · Connect Chicago	3,700.00	0.00	3,700.00	100.0%
6156-03 · Connect New England	5,322.96	9,677.99	(4,355.03)	(45.0)%
6156-04 · Connect Georgia	4,876.75	5,128.84	(252.09)	(4.9)%
6157-00 · HPN Partner Conference	3,717.80	3,436.59	281.21	8.2%
6160-00 · AllThingsMeetings Silcon Valley	1,038.15	1,212.61	(174.46)	(14.4)%
6160-01 · AllThingsMeetings East Bay	1,756.44	1,069.10	687.34	64.3%
6160-02 · AllThingsMeetings - SF	0.00	784.30	(784.30)	(100.0)%
6161-00 · Connect Southwest	3,700.00	0.00	3,700.00	100.0%
6162-00 · Connect Tech & Medical	4,745.85	0.00	4,745.85	100.0%
6163-00 · Connect Financial	4,696.57	0.00	4,696.57	100.0%
6164-00 · Connect Mountain Incentive	5,298.63	0.00	5,298.63	100.0%
6166-00 · Sports Commission	795.00	0.00	795.00	100.0%
6167-00 · Nor Cal DMO	429.00	0.00	429.00	100.0%
6100-00 · TRADE SHOWS - Other	1,422.90	0.00	1,422.90	100.0%
<b>Total 6100-00 · TRADE SHOWS</b>	<b>108,210.33</b>	<b>76,973.26</b>	<b>31,237.07</b>	<b>40.6%</b>
6106-00 · CalSAE Seasonal Spectacular	(2,537.14)	0.00	(2,537.14)	(100.0)%
<b>7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>				
5008-00 · Cooperative Programs	40,301.36	45,346.50	(5,045.14)	(11.1)%
5009-00 · Fulfillment / Mail	10,513.33	9,957.44	555.89	5.6%
5021-00 · RASC-Reno Air Service Corp	100,000.00	100,000.00	0.00	0.0%
5122-00 · SSMC Shipping - Sierra Ski Mkt	0.00	53,636.41	(53,636.41)	(100.0)%
5123-00 · HSVC - High Sierra Visitors	2,000.00	2,000.00	0.00	0.0%
7001-00 · Miscellaneous	599.13	2,571.19	(1,972.06)	(76.7)%
7002-00 · CRM Subscription	9,166.63	10,000.00	(833.37)	(8.3)%

# North Lake Tahoe Marketing Cooperative Profit & Loss

July 2018 through May 2019

Accrual Basis

	Jul '18 - May 19	Jul '17 - May 18	\$ Change	% Change
7003-00 · IVCBVB Entertainment Fund	4,490.50	5,307.58	(817.08)	(15.4)%
7004-00 · Research	7,282.07	3,795.03	3,487.04	91.9%
7005-00 · Film Festival	15,000.00	15,000.00	0.00	0.0%
7007-00 · Destimetrics / DMX	33,350.00	31,204.00	2,146.00	6.9%
7008-00 · Opportunistic Funds	98,833.37	3,531.00	95,302.37	2,699.0%
7009-00 · Tahoe Cam Usage	1,062.00	0.00	1,062.00	100.0%
8700-00 · Automobile Expense*	4,294.51	4,126.55	167.96	4.1%
7000-00 · COMMITTED & ADMIN EXPENSES - Other	(5,779.00)	0.00	(5,779.00)	(100.0)%
<b>Total 7000-00 · COMMITTED &amp; ADMIN EXPENSES</b>	<b>321,113.90</b>	<b>286,475.70</b>	<b>34,638.20</b>	<b>12.1%</b>
<b>8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>				
8002-00 · Content Manager Contractor	39,416.63	39,416.63	0.00	0.0%
8003-00 · Website Hosting Maintenance	20,604.63	6,307.99	14,296.64	226.6%
<b>Total 8000-00 · WEBSITE CONTENT &amp; MAINTENANCE</b>	<b>60,021.26</b>	<b>45,724.62</b>	<b>14,296.64</b>	<b>31.3%</b>
<b>Total Expense</b>	<b>2,192,088.55</b>	<b>1,856,506.70</b>	<b>335,581.85</b>	<b>18.1%</b>
<b>Net Income</b>	<b>29,582.45</b>	<b>275,421.30</b>	<b>(245,838.85)</b>	<b>(89.3)%</b>

KEY METRICS FOR May 31, 2019 FINANCIAL STATEMENTS

Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2011 - 2012	3,683,345	1,794,633	3,159,674	1,554,224	\$ 10,191,876
2012 - 2013	3,882,952	2,106,483	4,263,868	1,447,976	\$ 11,701,279
2013 - 2014	4,525,882	2,145,820	3,569,535	1,751,001	\$ 11,992,238
2014 - 2015	4,693,908	2,527,728	3,513,439	1,868,331	\$ 12,603,406
2015 - 2016	4,873,005	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 May 2019)					
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
Tahoe City:					
Walk In	37,216	36,633	39,344	36,845	-6.35%
Phone	2,344	3,022	2,816	2,551	-9.41%
Email	231	319	343	365	6.41%
Kings Beach (Walk In)	8,609	3,926	8,733	11,439	30.99%
NLT - Event Traffic	3,077	5,295	4,774	4,393	-7.98%
<b>Total</b>	<b>51,477</b>	<b>49,195</b>	<b>56,010</b>	<b>55,593</b>	<b>-0.74%</b>

Sales Tax Revenue by Calendar Year Quarterly - North Lake Tahoe (6 mth lag)					
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 820,233	\$ 762,370	-7.05%
Second (Apr - June)	\$ 495,699	\$ 558,566	\$ 716,779	\$ 627,831	-12.41%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 1,001,144	\$ 1,018,271	1.71%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 641,261	\$ 671,770	4.76%
<b>Total</b>	<b>\$ 2,542,230</b>	<b>\$ 2,831,104</b>	<b>\$ 3,179,417</b>	<b>\$ 3,080,242</b>	<b>-3.12%</b>

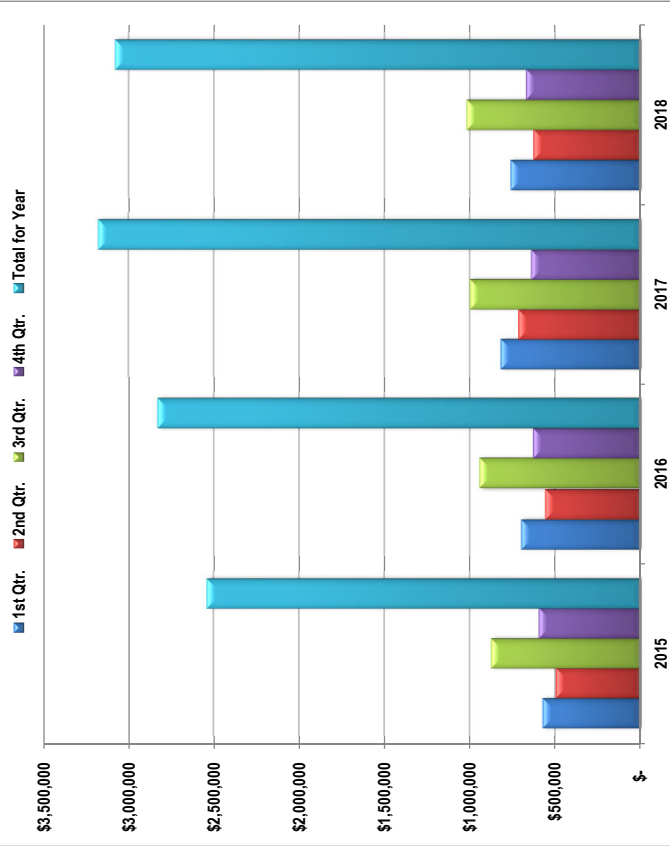
Unemployment Rates - EDD				
Area	June 2014	July 2015	Aug 2016	April 2019
California (pop. 38,332,521)	7.1%	6.7%	5.5%	4.3%
Placer County (367,309)	6.0%	5.2%	4.7%	3.0%
Dollar Point (1,215)	7.1%	6.1%	1.1%	1.7%
Kings Beach (3,893)	6.0%	6.8%	6.1%	1.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	3.9%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	2.5%

Destimetrics Reservations Activity				
	FYTD 17/18	FYTD 18/19	YOY % Change	
Occupancy	39.9%	35.7%	-10.5%	
ADR (Average Daily Rate)	\$ 191	\$ 217	14.0%	
RevPAR (Rev per Available Room)	\$ 76	\$ 78	2.1%	
Occupancy 1 Mth Forecast	48.3%	43.6%	-9.7%	
ADR 1 Mth Forecast	\$ 303	\$ 322	6.6%	
RevPAR 1 Mth Forecast	\$ 146	\$ 141	-3.7%	
Occupancy (prior 6 months)	45.1%	50.3%	11.6%	
ADR (prior 6 months)	\$ 301	\$ 309	2.7%	
RevPAR (prior 6 months)	\$ 135	\$ 155	14.6%	
Occupancy (next 6 months)	30.0%	29.5%	-1.8%	
RevPAR (next 6 months)	\$ 350	\$ 361	3.1%	
RevPAR (next 6 months)	\$ 105	\$ 106	1.2%	

Infrastructure Fund Balances Held by Placer County as of 6/30/17 (Reported Quarterly)		
	June 2014	Total Chamber Membership
FY 2015-16 Contract	\$ 4,260,134	457
FY 2016-17 Contract	2,526,980	474
<b>Total Fund Balances</b>	<b>\$ 6,787,115</b>	<b>931</b>
	June 2016	508
	June 2017	424
	June 2018	378

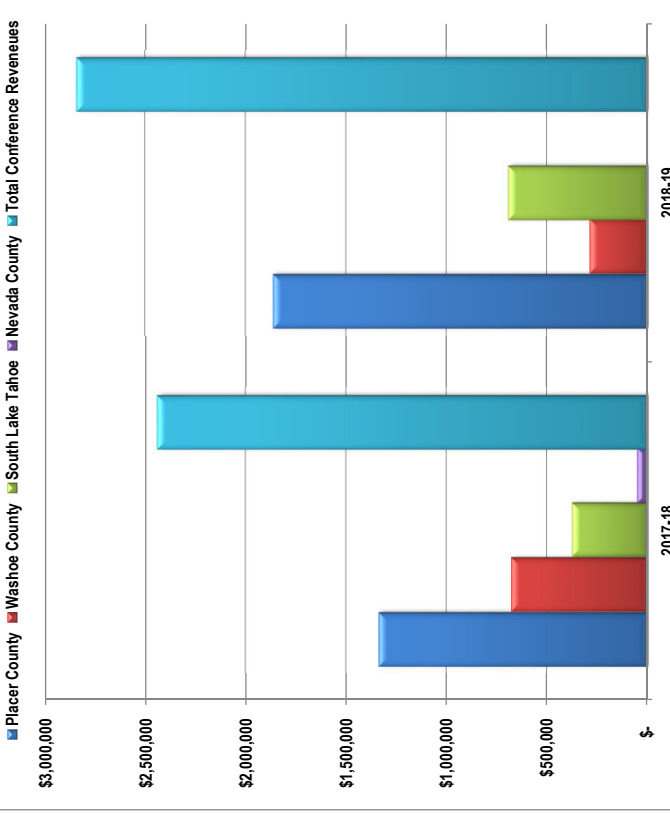
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 5/31/2019						
FORWARD LOOKING	2017-18		2018-19		YOY % Change	
	Actuals	Forecasted	Forecasted	Forecasted		
Total Revenue Booked	\$2,570,830	\$ 2,441,681	\$ 2,843,819	\$ 2,843,819	16.47%	
Commission for this Revenue	\$ 60,863	\$ 60,279	\$ 81,885	\$ 81,885	35.84%	
Number of Room Nights	12,962	14,992	14,886	14,886	-0.71%	
Number of Bookings	76	60	63	63	5.00%	
Conference Revenue And Percentage by County:						
	17-18	18-19				
Placer	55%	66%	\$ 1,392,285	\$ 1,338,489	\$ 1,864,000	39.26%
Washoe	28%	10%	\$ 730,318	\$ 678,366	\$ 287,644	-57.60%
South Lake	15%	24%	\$ 397,939	\$ 374,538	\$ 692,175	84.81%
Nevada	2%	0%	\$ 50,288	\$ 50,288	\$ -	-100.00%
<b>Total Conference Revenue</b>	<b>100%</b>	<b>100%</b>	<b>\$ 2,570,830</b>	<b>\$ 2,441,681</b>	<b>\$ 2,843,819</b>	<b>16.47%</b>
<b>CURRENT</b>						
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 70,000	\$ 50,000	-28.57%

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



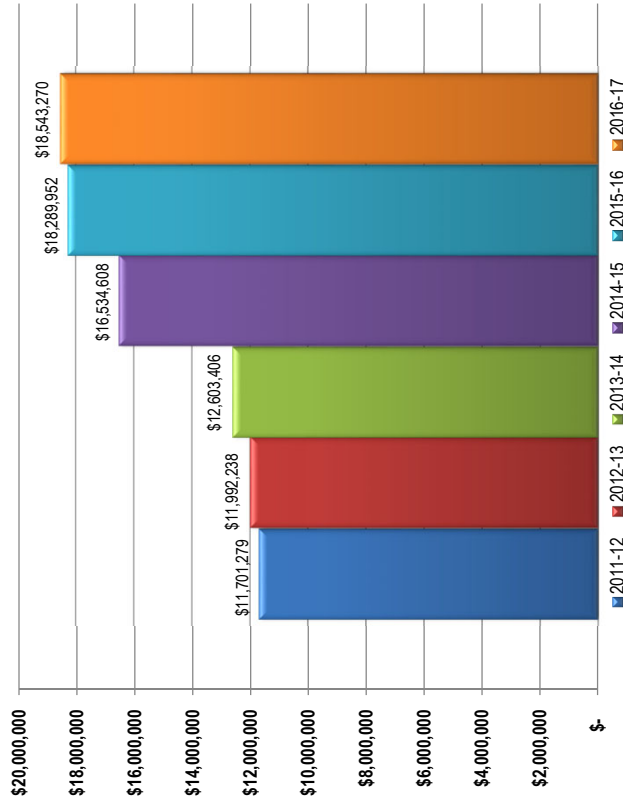
Quarter	2015	2016	2017	2018	YOY % Change
First (Jan - Mar)	\$ 573,778	\$ 699,157	\$ 820,233	\$ 762,370	-7.05%
Second (Apr - June)	\$ 495,699	\$ 558,566	\$ 716,779	\$ 627,831	-12.41%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 1,001,144	\$ 1,018,271	1.71%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 641,261	\$ 671,770	4.76%
<b>Total</b>	<b>\$ 2,542,230</b>	<b>\$ 2,831,104</b>	<b>\$ 3,179,417</b>	<b>\$ 3,080,242</b>	<b>-3.12%</b>

### Conference Revenue Statistics & Revenue Share by County



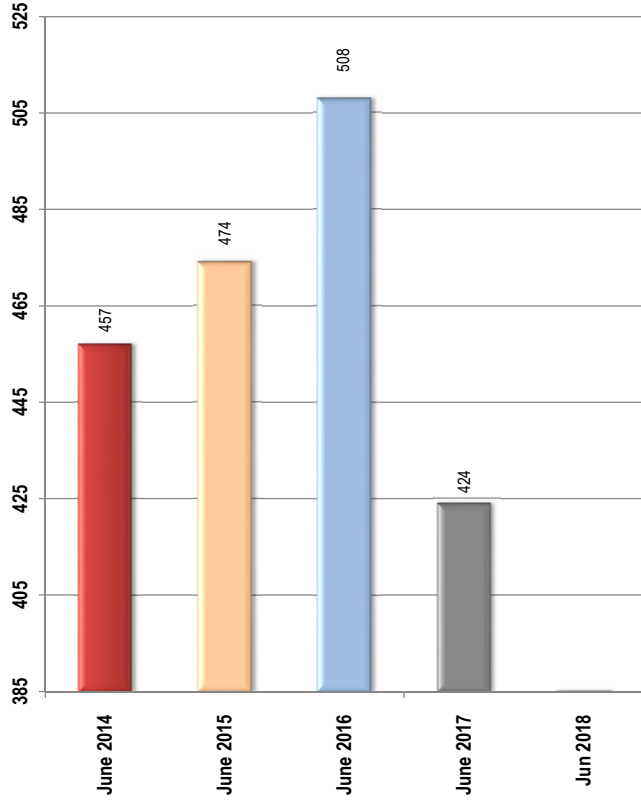
	2017-18	2018-19	YOY % Change
<b>FORWARD LOOKING</b>	<b>Forecasted</b>	<b>Forecasted</b>	
Total Revenue Booked	\$ 2,441,681	\$ 2,843,819	16.47%
Commission for this Revenue	60,279	81,885	35.84%
Number of Room Nights	14,982	14,886	-0.71%
Number of Bookings	60	63	5.00%
<b>CURRENT</b>			
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000	-28.57%
Conference Revenue And Percentage by County:			
Placer	\$ 1,338,489	\$ 1,864,000	39.26%
Washoe	\$ 678,366	\$ 287,644	-57.60%
South Lake	\$ 374,538	\$ 692,175	84.81%
Nevada	\$ 50,288	\$ -	-100.00%
<b>Total Conference Revenue</b>	<b>\$ 2,441,681</b>	<b>\$ 2,843,819</b>	<b>16.47%</b>

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



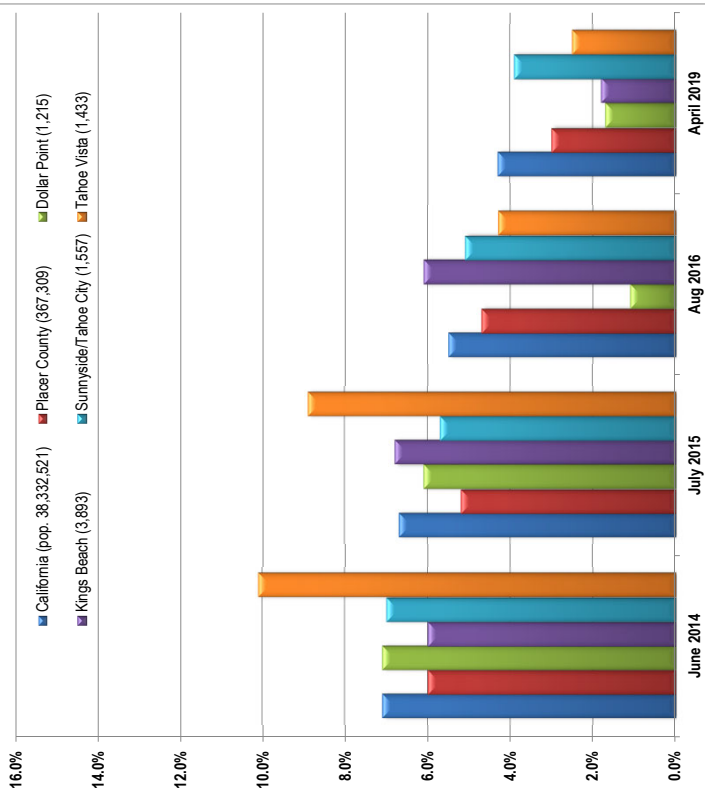
Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)						
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total	
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279	
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 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	

### Chamber Membership (# of Members)



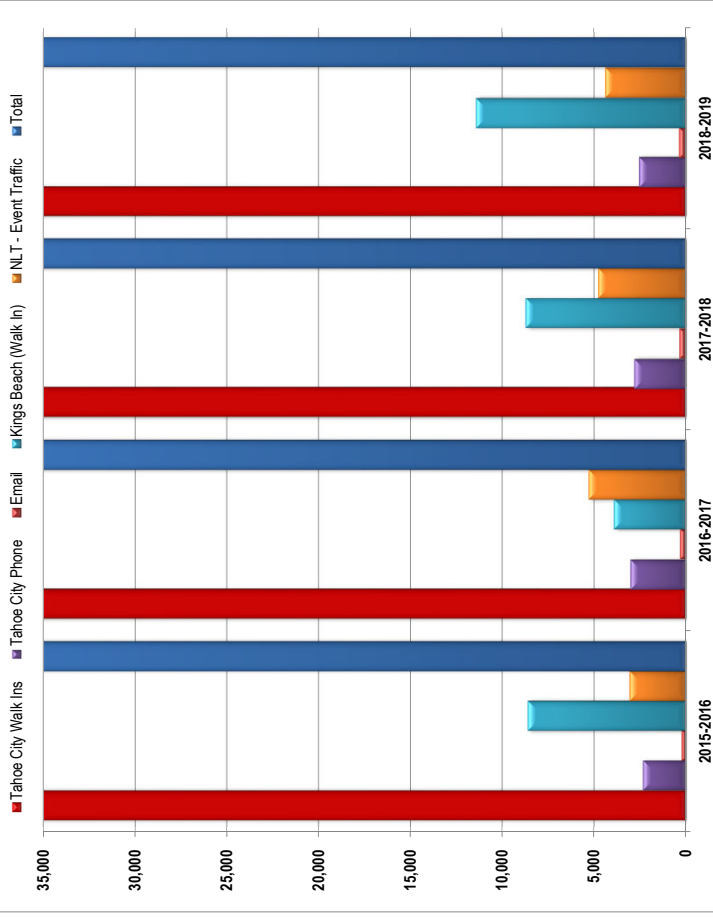
Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
<b>Jun 2018</b>	<b>378</b>

### Unemployment Rates by Region



Unemployment Rates - EDD						
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	July 2015	Aug 2016	April 2019
Placer County (367,309)	6.0%	5.2%	6.1%	6.0%	4.7%	3.0%
Dollar Point (1,215)	7.1%	6.1%	6.8%	7.1%	1.1%	1.7%
Kings Beach (3,893)	6.0%	5.7%	6.1%	6.0%	6.1%	1.8%
Sunnyside/Tahoe City (1,557)	7.0%	5.7%	5.1%	7.0%	5.1%	3.9%
Tahoe Vista (1,433)	10.1%	8.9%	4.3%	10.1%	4.3%	2.5%

### Visitor Information - FYTD YOY

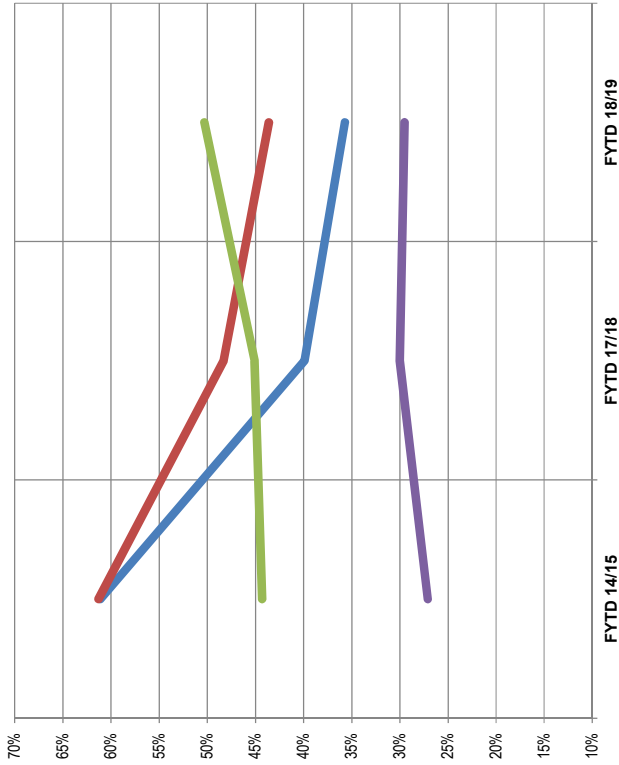


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Tahoe City:					
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Phone	2,344	3,022	2,816	2,551	-9.41%
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<b>Total</b>	<b>51,477</b>	<b>49,195</b>	<b>56,010</b>	<b>55,593</b>	<b>-0.74%</b>



### Destimetrics Occupancy in NLT Comparisons

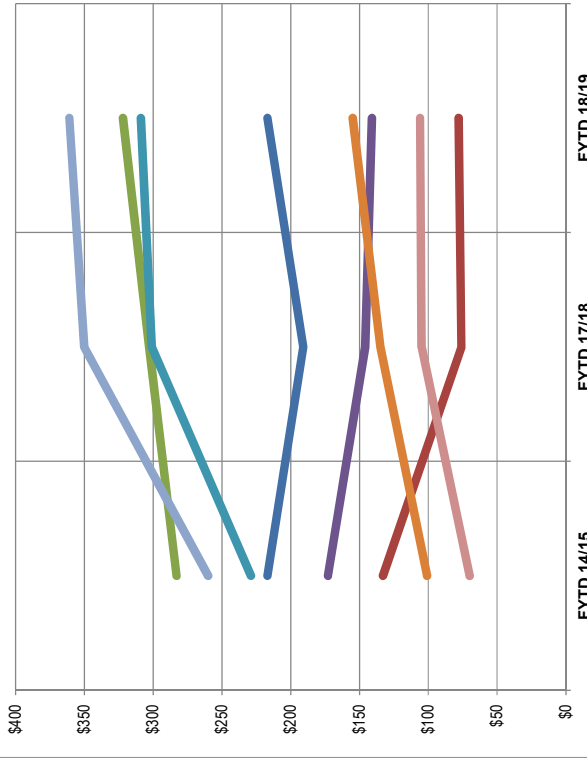
— Current Mth Occupancy   
 — Next Mth Forecast   
 — Prior 6 Mths Occupancy   
 — Future 6 Mths Occupancy



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	39.9%	35.7%	-10.5%
Occupancy 1 Mth Forecast	61.3%	48.3%	43.6%	-9.7%
Occupancy (prior 6 months)	44.3%	45.1%	50.3%	11.6%
Occupancy (next 6 months)	27.1%	30.0%	29.5%	-1.8%

### Destimetrics RevPAR in NLT Comparisons

— Current Mth ADR   
 — Next Mth ADR   
 — Current Mth RevPAR   
 — Prior 6 Mths RevPAR



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$191	\$217	14.0%
RevPAR (Rev per Available Room)	\$133	\$76	\$78	2.1%
ADR 1 Mth Forecast	\$283	\$303	\$322	6.6%
RevPAR 1 Mth Forecast	\$173	\$146	\$141	-3.7%
ADR (prior 6 months)	\$229	\$301	\$309	2.7%
RevPAR (prior 6 months)	\$101	\$135	\$155	14.6%
ADR (next 6 months)	\$260	\$350	\$361	3.1%
RevPAR (next 6 months)	\$70	\$105	\$106	1.2%

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

Month\*Yr May 2019  
Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
05.01.2019	A	Adobe Acrobat	1026777928	Acrobat Pro sub for DeWitt	\$14.99		8810-0070
05.01.2019	B	Adobe Acrobat		Acrobat Pro sub for Dawn	\$14.99		8810-0070
05.08.2019	C	Adobe Acrobat	1018265161	Acrobat Pro sub for Bonnie	\$14.99		8810-0070
05.13.2019	D	Crashplan	61502662200	server backup monthly fee	\$9.99		5525-0070
05.13.2019	E	NLT Visitor's Center	39052	Card for Cindy Gustafson	\$2.54		8200-0070
05.13.2019	F	Amazon	1901860	Admin Supplies	\$48.88		5520-0070
05.16.2019	G	Craigslst.org	149793329	job listing for Admin Assistant	\$25.00		8810-0070
05.23.2019	H	Constant Contact	227225397	Constant Contact Toolkit - Email Plus	\$125.00		8810-0070
05.23.2019	I	Intermedia.net	224269343	Office phone system	\$654.84		5320-00/Alloc C
	J						
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	W						
	X						
	Y						
	Z						
<b>MILEAGE REIMBURSEMENT</b>							
	Attach 1	Mileage	See Attached Mileage Report			\$0.00	8700-00-70
			Mileage Reimbursed Through Payroll				
<b>TOTAL - CREDIT CARD EXPENSES</b>							
<b>TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)</b>							
						<b>\$911.22</b>	
						<b>\$0.00</b>	

Signed By:  Approved By: \_\_\_\_\_  
Date: 6/3/19 Date: \_\_\_\_\_

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	CFO APPROVAL DATE
6/3/19 Dns	6/11/19 Dns	RB	6/3/19



**BANK OF THE WEST**  
BNP PARIBAS

BANKCARD CENTER  
PO BOX 84043  
COLUMBUS GA 31908-4043

**MEMO STATEMENT**

<b>Account Number</b>	XXXX-XXXX-0119-2321
<b>Statement Date</b>	MAY 28, 2019
<b>Total Activity</b>	\$911.22

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

BONNIE L BAVETTA  
N LAKE TAHOE RESORT  
PO BOX 1757  
TAHOE CITY CA 96145-1757

**ACCOUNT SUMMARY**

BONNIE L BAVETTA XXXX-XXXX-0119-2321	Purchases & Other Debits	+	Cash Advances	-	Credits	=	Total Activity
Account Total	\$911.22		\$0.00		\$0.00		\$911.22

**ACCOUNT ACTIVITY**

Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
04-30	04-29	55310209119026603557504	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 60355750 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
05-01	04-30	55310209120026606560312	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 60656031 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
05-08	05-07	55310209127026619119299	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 61911929 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
05-13	05-10	15470209130000083853928	DRI*CrashPlan for SB 8883148842 MN Tax ID: 411901640 Mer Zip: 55343	9.99
05-13	05-10	55432869131200077951521	INT*IN *NORTH LAKE TAH TAHOE CITY CA Tran: PK0220747148 Tax ID: 770034661 Mer Ref: AMYYXS3W Mer Zip: 96145 Tax: 0.17	2.54
05-13	05-12	55310209133083702132244	AMZN MKTP US*MN2FM23X0 AMZN.COM/BILLWA Tran: BAVETTA Tax ID: 202936165 Mer Ref: 4EQFWO5BOB6 Mer Zip: 98109 Origin Zip: 98109 Dest Ctry: USA Tax: 2.84 Product Code: B019HT1U9E Desc: GORILLA HEAVY DUTY DOUBLE SIDED MOU Qty: 1 Unit: PCE Disc: N Ext Item Amt: 7.30 Product Code: B07FM7M3Q7 Desc: TUL CUSTOM NOTE-TAKING SYSTEM DISCB Qty: 1 Unit: PCE Disc: N Ext Item Amt: 34.81 Product Code: B01KK2EQJS Desc: TUL CUSTOM NOTE-TAKING SYSTEM DISCB Qty: 1 Unit: PCE Disc: N Ext Item Amt: 6.77	48.88

A  
B  
C  
D  
E  
F

<b>For Customer Service, Call:</b>  1-866-432-8161	<b>Account Number</b> XXXX-XXXX-0119-2321	<b>Account Summary</b> Purchases & Other Charges \$911.22
	<b>Statement Date</b> MAY 28, 2019	
<b>Send Billing Inquiries to:</b> BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	<b>Credit Limit</b> \$20,000	Fees \$0.00
	<b>Disputed Amount</b> \$0.00	Credits \$0.00
		Payments \$0.00
		<b>Total Activity</b> \$911.22

### 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.

Statement Date	MAY 28, 2019	Total Activity	\$911.22
Credit Limit	\$20,000	Single Purchase Limit	\$0.00
<b>BONNIE L BAVETTA</b>  XXXX-XXXX-0119-2321			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
05-16	05-15	55480779135026764950593	CRAIGSLIST.ORG 4153995200 CA Tax ID: 943338913 Mer Ref: 76495059 Mer Zip: 94122 Origin Zip: 94122 Dest Ctry: USA	25.00
05-23	05-22	75418239142073479341495	EIG*CONSTANTCONTACT.C 855-2295506 MA Tran: 31993374 Tax ID: 043285398 Mer Zip: 02451 Product Code: 100040 Desc: Constant Contact Qty: 1 Unit: EAC Unit Cost: 125 Disc: N Ext Item Amt: 125.00	125.00
05-23	05-22	55480779143026956815315	INTERMEDIA.NET INC 6506414000 WA Tran: 5046209 Tax ID: 411816682 Mer Ref: 5046209 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 43.54 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 611.30	654.84

G  
H  
I



**INVOICE**



**Remit To:**  
Adobe Inc.  
29322 Network Place  
Chicago, IL 60673-1293

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

**Invoice Number:** 1026777928

**Invoice Date:** APR-28-19

**Payment Terms:** Credit Card

**Due Date:** MAY-05-19

**Purchase Order:** C5011713566

**Contract No** 00004490

**Order Number:** 5011713566

**Order Date:** DEC-29-16

**Customer No.:** 1452233

**Bill to No.** 542191345

**Adobe Contact Information:**

<https://helpx.adobe.com/contact.html>

**Bill To:**

Bonnie Bavetta  
100 N Lake Blvd  
Tahoe City CA 96145

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

Comments:



**INVOICE**



**Remit To:**  
Adobe Inc.  
29322 Network Place  
Chicago, IL 60673-1293

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

Federal Tax ID 77-0019522

Reprint Page 1 of 1

**Invoice Number:** 1018265161  
**Invoice Date:** APR-06-19  
**Payment Terms:** Credit Card  
**Due Date:** APR-13-19  
**Purchase Order:** ADB016450957  
**Contract No** 00004490  
**Order Number:** 5017797439  
**Order Date:** NOV-06-17  
**Customer No.:** 1452233  
**Bill to No.** 546408886

**Adobe Contact Information:**  
<https://helpx.adobe.com/contact.html>

**Bill To:**

Bonnie Bavetta  
100 N Lake Blvd  
Tahoe City CA 96145

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

Comments:





# Invoice

Order Date: 5/9/2019

Order Number: 61502662200

**Billing Address:**

Bonnie Bavetta  
 North Lake Tahoe Resort  
 Association  
 100 N Lake Blvd  
 Tahoe City, CA 96145  
 US

Qty	Product Name	Price	Extended Price
1	CrashPlan for Small Business Unlimited Per PC Monthly	\$9.99	\$9.99
		Sub-Total	\$9.99
		Tax	\$0.00
		<b>Total</b>	<b>\$9.99</b>

Digital River, Inc. is the authorized reseller and merchant of the products and services offered within this store.



CrashPlan offers the most comprehensive online backup solution to hundreds of thousands of consumers and tens of thousands of businesses around the world. Our highly secure, automatic and continuous service provides our customers the peace of mind that their digital life is protected and easily accessible.

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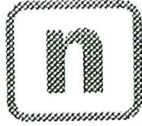
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5/10/2019 11:16 AM  
Store: 1

Sales Receipt #39052  
Workstation: 1

Customer Copy



*Card  
for Cindy  
8200.00/70  
ZUB*

north lake tahoe

Chamber of Commerce | Resort Association

**Tahoe City Visitor Center**

PO Box 1757  
Tahoe City, CA 96145  
GoTahoeNorth.com

Cashier:

Item Name	Qty	Price	Ext Price
Barb Kallestad Art C:	1	\$2.37	\$2.37 T
4 x 6		D% 40%Employee - 1	
		Subtotal:	\$2.37
Local Sales Tax		7.25 % Tax:	+ \$0.17
<b>RECEIPT TOTAL:</b>			<b>\$2.54</b>

Credit Card: \$2.54 XXXX2321  
MASTERCARD Expiry Date: XX/XX  
Reference # 9000014054 Auth=005115  
Entry: Chip Merchant # \*\*05964

Signature \_\_\_\_\_

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

AID: A0000000041010

Total Sales Discounts: \$1.58

**PLEASE RETAIN FOR YOUR RECORDS**

We Hope you Enjoy your Stay in North Lake Tahoe!



39052



### Final Details for Order #114-4473469-1901860

[Print this page for your records.](#)

ATM CARD  
\$5

**Order Placed:** May 10, 2019  
**PO number:** Bavetta  
**Amazon.com order number:** 114-4473469-1901860  
**Order Total:** \$48.88

**Shipped on May 12, 2019**

#### Items Ordered

1 of: <i>TUL Custom Note-Taking System Discbound Tab Dividers, 5 1/2" x 8 1/2", Junior Size, Assorted Colors</i> Sold by: Living Essentials 360 ( <a href="#">seller profile</a> )	<b>Price</b> \$6.29
Condition: New	
1 of: <i>TUL Custom Note-Taking System Discbound Refill Pages, 5.5" x 8.5" Junior Size, Narrow Ruled, 300 Pages (150 Sheets) White</i> Sold by: Fetch Gear ( <a href="#">seller profile</a> )   Product question? <a href="#">Ask Seller</a> Business Price	\$25.99
Condition: New	
1 of: <i>Gorilla Heavy Duty Double Sided Mounting Tape, 1 Inch x 60 Inches, Black</i> Sold by: Amazon.com Services, Inc	\$6.09
Condition: New	



#### Shipping Address:

Bavetta  
100 N Lake Blvd  
Tahoe City, California 96145  
United States

Item(s) Subtotal:	\$38.37
Shipping & Handling:	\$7.67
-----	
Total before tax:	\$46.04
Sales Tax:	\$2.84
-----	

**Shipping Speed:**  
Standard Shipping

**Total for This Shipment: \$48.88**

APR

#### Payment information

**Payment Method:**  
MasterCard | Last digits: 2321

Item(s) Subtotal:	\$38.37
Shipping & Handling:	\$7.67
-----	

**Billing address**  
billingAddress

Total before tax:	\$46.04
Estimated tax to be collected:	\$2.84
-----	

[CL](#) reno > jobs > customer service >

[\[ log in \]](#) [\[ create account \]](#)

Thanks for posting! We really appreciate it!

**Purchase Receipt**

This is a receipt confirming your purchase. Please print or save a copy of this receipt for your records. All sales are final. No Refunds.

**Description**

**Price**

Great Summer Job on the Beach in North Lake Tahoe

PostingID 6888794031: reno / tahoe > customer service \$25.00 USD

**Total amount charged: \$25.00 USD**

2019-05-14 -- Payment ID: 149793329

Please use the links we emailed you to manage this posting.

*JOB POSTING - VIC  
BLB*





Print

**Billing Activity - Invoices**

*N Lake Tahoe Resort Assoc  
Attn: Bonnie Bavetta  
PO Box 1757  
Tahoe City CA 96145  
US  
P: 5305818726*

*Today's Date: 06/03/2019  
User Name: nltra1*

**Invoices from 05/04/2019 to 06/03/2019**

Date	Description	Charge Amount	Credit Amount
05/27/2019 Invoice #227225397	<b>Constant Contact Toolkit - Email Plus Contacts</b> 5,001 - 10,000 Contacts Maximum Number of Contacts This Billing Period: 5267 Period from 05/27/2019 to 06/26/2019	\$125.00	\$125.00

**Billing questions? Contact Support**

Constant Contact - 1601 Trapelo Road - Waltham, MA 02451 US



## Transaction Details

Transaction Detail ID: 224269343  
 Service Date\*: 5/21/2019 12:00:00 AM  
 Processed Date: 5/21/2019 5:10:36 AM  
 Service Charges: \$610.37  
 Tax Amount: \$44.48  
 Total: \$654.85  
 User Name: NLTRA  
 Billing Cycle: 1 month(s)  
 Comment: Voice services 04/21/19-05/21/19

**\*Note:**

- Service date is a date of creation a transaction in the system, it can be different from the "Date processed" in case if transaction was processed with time lag.
- Your charges include (a) prorated service charges for new services ordered during the prior month, (b) the next month's full service charges in advance, (c) one-time charges, (d) applicable usage charges, taxes and fees. Please refer to the Reseller's Explanation of Charges for the details on the Voice Services charges.

## Transaction Breakdown

Module	Item	Price Type	Quantity	Unit Price	Amount	Prorated Fees	Discount	Item Type
Voice Services	Cloud PBX Resource Lines	recurring	1	\$12.99	\$12.99	\$12.99	0 %	regular
Voice Services	Unified Communications Users	recurring	1	\$413.82	\$413.82	\$413.82	0 %	regular
Voice Services	Local and Toll Free Numbers	recurring	1	\$22.95	\$22.95	\$22.95	0 %	regular
Voice Services	Inbound Toll-Free	one-time	1	\$83.81	\$83.81	\$83.81	0 %	regular
Voice Services	AK/HI/PR/VI Inbound Toll-Free	one-time	1	\$1.18	\$1.18	\$1.18	0 %	regular
Voice Services	Regulatory Cost Recovery Surcharges	recurring	1	\$75.62	\$75.62	\$75.62	0 %	regular
						\$610.37		

## Taxes, Fees &amp; Surcharges

Level	Description	Amount	Taxable Amount	Rate	Tax Amount
Other	Government Telecommunications Service Fees	1	1	\$31.59	\$31.59
State/Province	State	1	1	\$11.19	\$11.19
Local	Local	1	1	\$1.70	\$1.70
					\$44.48



**North Lake Tahoe Resort Association  
Allocated Expenses  
FY 2018.2019**

<b>Taxes, Licenses &amp; Fees</b>	<b>Table - C</b>			666.56	
<i>Based on Head Count</i>	Marketing	11	4.1	34.310%	228.69
<b>FAX Machine 530 581-1686 (5928 Allocate)</b>	Conference	30	2	16.736%	111.56
	Visitor Center	42	1.40	11.715%	78.09
	TMPI	51	-	0.000%	0.00
<b>F&amp;P Mail Solutions (Annual Mail permit wholly allocated to Membership 60)</b>	Membership	60	0.95	7.950%	52.99
<b>Spectrum</b>	Administration	70	3.5	29.289%	195.23
			11.95	100%	666.56

(I)