



north lake tahoe

Chamber | CVB | Resort Association

FINANCE COMMITTEE AGENDA

Wednesday July 31, 2019 at 2:30 p.m.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

To call in:

Dial (605) 475-3220

Enter Participant code: 547298#

FINANCE COMMITTEE

NLTRA Board

Christy Beck
Treasurer

Jim Phelan
Board Member

Committee Members

David Brown
CPA

Mike Salmon
Tahoe Donner
Association

Ramona Cruz
Tahoe City Public
Utility District

Placer County Rep

Erin Casey

NLTRA Staff

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:**
 - **6/27/19 Meeting Minutes [MOTION] Pg. 1**
- **Review of Preliminary June 2019 Financials:**
 - **Review Staff Report of Financial Performance..... Pg. 2**
 - **NLTRA 5/31/19 Financials Review..... Pg. 4**
 - **NLTMC 5/31/19 Financials Review Pg. 24**
- **Items for Committee Review, Discussion/or Recommendations**
- **Supplemental Information**
 - **June 2019 Dashboard Report..... Pg. 31**
- **Approval of Interim CEO Expenses June 2019 [MOTION]..... Pg. 36**
- **Agenda Input for Next Finance Committee Meeting**
- **Next Meeting Date**
- **Committee Member Comments**
- **Adjourn**



FINANCE COMMITTEE MEETING - Minutes Draft

Wednesday June 27, 2019 at 2:00 P.M.

NLTRA Conference Room – Upstairs

100 N. Lake Blvd, Tahoe City, CA 96145

- A. Call to Order – Establish Quorum – Quorum established 2:03 pm (3)
- B. Roll Call:
 - Members in Attendance: Jim Phelan – Board Member
 - Members via Phone: David Brown, Ramona Cruz
 - Staff in Attendance: Bonnie Bavetta, DeWitt Van Siclen
- C. Public Forum – No public comment
- D. Agenda Amendments and Approval
 - No amendments to agenda
 - **MOTION** to approve the agenda; Ramona Cruz/David Brown, Approved 3-0-0
- E. Approval of Finance Committee Minutes:
 - **MOTION** to approve May 29th, 2019 Finance Committee meeting minutes; Ramona Cruz/David Brown, Approved 3-0-0
- F. Review & Approval of May 31, 2019 Preliminary Financials
 - Review Staff Report – Preliminary May 31, 2019 financial results for NLTRA and NLT Marketing Coop were reviewed and discussed.
 - **MOTION** to approve May 31, 2019 preliminary financials for NLTRA; Ramona Cruz/David Brown, Approved 3-0-0
 - Review NLT Marketing Coop May 31, 2019 preliminary financials
- G. Items for Committee Review, Discussion and/or Recommendations
 - **None**
- H. Supplemental Information
 - Review of May 2019 Dashboard Report
- I. Approval of CEO & Interim CEO Expenses for April 2019
 - **MOTION** to approve with the addition of backup for B and the removal of the final page of I; Ramona Cruz/David Brown, approved 3-0-0
- J. Agenda Input for Next Finance Committee Meeting
 - Discuss 2020 Membership cash position in August 2019 Finance Committee Meeting
- K. Next Meeting Date – July 31, 2019 at 2:30 pm
- L. Committee Member Comments
 - **None**
- M. Adjourn 2:39 pm



north lake tahoe

Chamber | CVB | Resort Association

Finance Committee Staff Report

Date: 07/29/19

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

From: Bonnie Bavetta, CFO

RE: Report for June 2019

A summary of preliminary NLTRA financial results for June 30, 2019 follows. There are a number of year-end adjustments that remain open at this time. Refined preliminary statements and reconciliations for June will be presented at the August Finance Committee meeting.

- Cash balance on June 30, 2019 of \$663,000 was 26% or \$232,000 less than prior year primarily a result of the pay for performance change in the County contract and timing of regular County payments, as well as greater total expenditures in fiscal year 2018/19.
- Accounts receivable related to sales commissions totaled \$39,000 up \$15,000 from prior year due to timing.
- The Accounts Receivable – TOT balance of \$342,000 reflected the County TOT funding invoices for the month of June and one for May.
- Membership dues and other membership related accounts receivable totaled \$12,000, and will require a year-end adjustment to reduce both the receivable and the deferred revenue for unearned and uncollected membership fees. Approximately \$10,000 in aged receivables were written off to bad debt in June as uncollectible. The balance is considered collectible.
- Receivable from NLTMC of \$16,000 reflects the credit card charges and other amounts due from NLTMC to NLTRA. Payment was received in July.
- Prepaid Insurance balance of \$14,000 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 \$11,000 less than prior year.
- Accounts payable, including credit cards, of \$71,000 were \$23,000 greater than prior year due primarily to timing and higher expenditures in the month.
- Wages and related liabilities of \$145,000 were \$7,000 or 5% greater than prior year. Wages, taxes & 401k payable were \$3,000 less than the same date last year reflecting a similar pay period accrued. Incentives Payable were \$15,000 higher than prior year, and will have a year-end adjustment to likely bring it closer to last year's balance. PTO liability was \$6,000 or 12% less than prior year due to the lower average tenure of staff, and will also have a year-end adjustment to likely reduce the accrued balance.
- Deferred Revenue-Member Dues of \$67,000 was \$10,000 greater than prior year. Current year balance will be 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 \$9,000 at month end June represented the result of TOT funding exceeding actual expenditures year-to-date by \$17,000, less Membership’s negative net results YTD of \$8,000.

- Operating Results YTD – Marketing
 - YTD Revenue from Placer TOT Funding of \$2,899,000 was below budget \$139,000 due to timing of payment based on performance for events/sponsorships/research, but will be adjusted by approximately \$80,000 for June activity not yet invoiced.
 - Expenses of \$2,620,000 were \$24,000 or approximately 1% over budget due primarily to timing
 - Net income before overhead allocations was \$54,000 higher than budget
- Operating Results YTD – Conference
 - Commission revenue of \$81,000 was \$31,000 or 62% above budget,. TOT revenue of \$358,000 was on budget
 - Expenses of \$354,000 were \$3,000 less than budget; Sales commissions expense was up \$14,000 to budget, offset by wages and related down \$15,000. It is anticipated that wage expense will be reduced further due to a pending PTO accrual adjustment.
 - Net results before overhead allocations were positive to budget \$32,000
- Operating Results YTD – Visitor Center
 - Merchandise sales of \$111,000 were up \$6,000 or 6% relative to budget. TOT revenue of \$401,000 was \$5,000 below budget.
 - Expenses of \$401,000 were down \$35,000 or 8% relative to budget
 - Net positive results before overhead allocations of \$111,000 were \$37,000 better than budget
- Operating Results YTD – TMPI
 - Expenditures were \$875 over budget, pending an adjustment that will bring expenses to approximately \$375 below budget
- Operating Results YTD – Membership
 - Membership dues revenues of \$138,000 were \$10,000 or 8% greater than budget before write-offs of \$13,000. Other revenues of \$64,000 were \$6,000 or 9% less than budget
 - Expenses of \$184,000 were \$23,000 or 13% greater than budget, including the membership revenue write-off of \$13,000. Website and membership activities expenses were up \$22,000 due to new website expenditures and new, unbudgeted event expenses, expenditures made to improve the Chamber relations within the business community.
 - Net loss of \$8,000 after overhead allocations, was \$20,000 unfavorable to budget
- Operating Results YTD – Administration
 - Total expenses of \$576,000 were \$31,000 or 5% below budget;
 - Wage and related expenses of \$365,000 were \$36,000 or 9% below budget. Professional fees were \$18,000 less than budget due, pending a potential adjustment.

- Membership cash position as of June 30, 2019
 - Membership activities resulted in a net loss of \$7,542
 - Deferred revenues of \$67,298 less receivables of \$11,740 contributed \$55,558 in cash
 - Prior years’ negative net results totaled \$11,700
 - Net cash totaled \$51,400, no other funds were required to support Membership activities

NLTMC preliminary financial results for June 30, 2019 will be handed out at the meeting, or emailed prior to the start of the meeting, for discussion.

North Lake Tahoe Resort Association

Preliminary

Financial Statements for the Period Ending

June 30, 2019

North Lake Tahoe Resort Association

Balance Sheet

As of June 30, 2019

Accrual Basis

	<u>Jun 30, 19</u>	<u>Jun 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
ASSETS					
Current Assets					
Checking/Savings					
1001-00 · Petty Cash	116	289	(173)	(60%)	289
1003-00 · Cash - Operations BOTW #6712	331,812	619,232	(287,420)	(46%)	619,232
1007-00 · Cash - Payroll BOTW #7421	11,140	6,195	4,945	80%	6,195
1008-00 · Marketing Reserve - Plumas	50,244	50,168	76	0%	50,168
1009-00 · Cash Flow Reserve - Plumas	100,650	100,449	201	0%	100,449
1071-00 · Payroll Reserves BOTW #8163	29,582	29,582	0	0%	29,582
1080-00 · Special Events BOTW #1626	138,243	88,169	50,074	57%	88,169
10950 · Cash in Drawer	1,678	597	1,081	181%	597
Total Checking/Savings	663,465	894,681	(231,216)	(26%)	894,681
Accounts Receivable					
1200-00 · Quickbooks Accounts Receivable	41,566	24,331	17,235	71%	24,331
1290-00 · A/R - TOT	342,133	0	342,133	100%	
Total Accounts Receivable	383,699	24,331	359,368	1,477%	24,331
Other Current Assets					
1200-99 · AR Other	310	(41)	351	856%	(41)
1201-00 · Member Accounts Receivable					
1201-01 · Member AR - Member Dues	11,740	3,417	8,323	244%	3,417
1201-03 · Member AR - Other	4,035	0	4,035	100%	0
1201-00 · Member Accounts Receivable - Other	0	2,870	(2,870)	(100%)	2,870
Total 1201-00 · Member Accounts Receivable	15,775	6,287	9,488	151%	6,287
1201-02 · Allowance for Doubtful Accounts	(2,775)	(2,500)	(275)	(11%)	(2,500)
12100 · Inventory Asset					
25300 · Gift Cards Outstanding	15	0	15	100%	0
12100 · Inventory Asset - Other	22,838	28,203	(5,365)	(19%)	0
Total 12100 · Inventory Asset	22,853	28,203	(5,350)	(19%)	0
1299 · Receivable from NLTMC	15,703	28,954	(13,251)	(46%)	28,954
1490-00 · Security Deposits	1,610	650	960	148%	650
Total Other Current Assets	53,476	61,553	(8,077)	(13%)	61,553
Total Current Assets	1,100,640	980,565	120,075	12%	980,565
Fixed Assets					
1700-00 · Furniture & Fixtures	68,768	68,768	0	0%	68,768
1701-00 · Accum. Depr. - Furn & Fix	(68,768)	(68,768)	0	0%	(68,768)
1740-00 · Computer Equipment	8,436	8,436	0	0%	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	(20,113)	(18,480)	(1,633)	(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)
Total Fixed Assets	1,408	3,041	(1,633)	(54%)	3,041
Other Assets					
1400-00 · Prepaid Expenses					
1410-00 · Prepaid Insurance	14,312	9,151	5,161	56%	9,151
1430-00 · Prepaid 1st Class Postage	500	1,000	(500)	(50%)	1,000
1400-00 · Prepaid Expenses - Other	5,502	17,116	(11,614)	(68%)	17,116

North Lake Tahoe Resort Association

Balance Sheet

As of June 30, 2019

Accrual Basis

	<u>Jun 30, 19</u>	<u>Jun 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
Total 1400-00 · Prepaid Expenses	20,314	27,267	(6,953)	(26%)	27,267
Total Other Assets	20,314	27,267	(6,953)	(26%)	27,267
TOTAL ASSETS	1,122,362	1,010,874	111,488	11%	1,010,874
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	70,986	41,970	29,016	69%	41,970
Total Accounts Payable	70,986	41,970	29,016	69%	41,970
Credit Cards					
2080-00 · Bank of the West - Master Cards					
2080-02 · MC_6765_Jason	0	15	(15)	(100%)	15
2080-04 · MC_5968_Ronald	0	126	(126)	(100%)	126
2080-10 · MC_9495_AI	0	180	(180)	(100%)	180
2080-11 · MC_3978_Amber	0	3,070	(3,070)	(100%)	3,070
2080-13 · MC_6903_Cindy	0	2,430	(2,430)	(100%)	2,430
2080-14 · MC_6193_Daphne	0	83	(83)	(100%)	83
Total 2080-00 · Bank of the West - Master Cards	0	5,904	(5,904)	(100%)	5,904
Total Credit Cards	0	5,904	(5,904)	(100%)	5,904
Other Current Liabilities					
21000 · Salaries/Wages/Payroll Liabilit					
2100-00 · Salaries / Wages Payable	20,922	36,870	(15,948)	(43%)	36,870
2101-00 · Incentive Payable	58,630	43,384	15,246	35%	43,384
2102-00 · Commissions Payable	8,373	4,698	3,675	78%	4,698
2120-00 · Empl. Federal Tax Payable	9,361	3,072	6,289	205%	3,072
2175-00 · 401 (k) Plan	4,369	1,157	3,212	278%	1,157
2180-00 · Estimated PTO Liability	43,126	49,004	(5,878)	(12%)	49,004
Total 21000 · Salaries/Wages/Payroll Liabilit	144,781	138,185	6,596	5%	138,185
2190-00 · Sales and Use Tax Payable					
2195-00 · Use Tax Payable	875	853	22	3%	853
25500 · *Sales Tax Payable	2,307	1,941	366	19%	1,941
2190-00 · Sales and Use Tax Payable - Other	3	0	3	100%	0
Total 2190-00 · Sales and Use Tax Payable	3,185	2,794	391	14%	2,794
2250-00 · Accrued Expenses	57,829	49,521	8,308	17%	49,521
2400-42 · Marketing Co-op	0	67,000	(67,000)	(100%)	67,000
2400-60 · Deferred Revenue- Member Dues	67,298	56,979	10,319	18%	56,979
2500-00 · Deferred Revenue - TMBC	840	535	305	57%	535
2651-00 · Deferred Rev - Conference	0	0	0	0%	0
2700-00 · Deferred Rev. County	350,305	0	350,305	100%	0
2800-00 · Suspense	4,137	4,202	(65)	(2%)	4,202
2900-00 · Due To/From County of Placer	0	229,432	(229,432)	(100%)	229,432
Total Other Current Liabilities	628,375	548,648	79,727	15%	548,648
Total Current Liabilities	699,361	596,522	102,839	17%	596,522
Total Liabilities	699,361	596,522	102,839	17%	596,522
Equity					
32000 · Unrestricted Net Assets	(11,669)	(6,430)	(5,239)	(81%)	(6,430)
3300-11 · Designated Marketing Reserve	275,755	275,755	0	0%	275,755

North Lake Tahoe Resort Association

Balance Sheet

As of June 30, 2019

Accrual Basis

	<u>Jun 30, 19</u>	<u>Jun 30, 18</u>	<u>\$ Change</u>	<u>% Change</u>	<u>Jun 30, 18</u>
3301 · Cash Flow Reserve	100,248	100,248	0	0%	100,248
3302 · Marketing Cash Reserve	50,018	50,018	0	0%	50,018
Net Income	8,648	(5,239)	13,887	265%	(5,239)
Total Equity	423,000	414,352	8,648	2%	414,352
TOTAL LIABILITIES & EQUITY	<u>1,122,362</u>	<u>1,010,874</u>	<u>111,488</u>	<u>11%</u>	<u>1,010,874</u>

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

	Current	As of June 30, 2019	31 - 60	61 - 90	> 90	TOTAL
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	0.00	865.00	0.00	865.00
County of Placer	317,797.76	24,335.66	0.00	0.00	0.00	342,133.42
Destination Tahoe Meetings & Events	0.00	0.00	0.00	0.00	550.00	550.00
Edgewood Tahoe	0.00	5,672.10	0.00	0.00	0.00	5,672.10
Event Specialists	0.00	0.00	0.00	0.00	550.00	550.00
Harrah's/Harveys Casino	7,152.39	0.00	0.00	0.00	2,358.20	9,510.59
Lake Tahoe Resort Hotel	0.00	685.20	0.00	0.00	0.00	685.20
MontBleu	0.00	3,316.24	0.00	0.00	0.00	3,316.24
PlumpJack Squaw Valley Inn	781.40	0.00	0.00	0.00	0.00	781.40
Resort at Squaw Creek*	0.00	0.00	0.00	6,111.60	4,244.50	10,356.10
Ritz-Carlton Lake Tahoe	0.00	3,009.78	0.00	0.00	0.00	3,009.78
Squaw Valley Lodge Granite Peak Mgmt	2,112.30	0.00	0.00	87.50	0.00	2,199.80
Squaw Valley Resort	0.00	0.00	0.00	662.50	0.00	662.50
The Village at Squaw Valley	2,857.00	0.00	0.00	0.00	0.00	2,857.00
TOTAL	<u>330,700.85</u>	<u>37,018.98</u>	<u>0.00</u>	<u>7,726.60</u>	<u>8,252.70</u>	<u>383,699.13</u>



north lake tahoe
Chamber of Commerce / Resort Association

Aging by Revenue Item

As of 6/30/2019

Invoice ID	Invoice Date	Due Date	Not Yet Due	0-30	31-60	61-90	91-120	120+	Total
Account: 1201-01 Member AR Membership Dues (Member Accounts Receivable: Member AR - Member Dues)									
1-5 Employees Membership Dues			\$2,280.00	\$855.00	\$2,280.00	\$0.00	\$0.00	\$845.00	\$6,260.00
21-50 Employees Membership Dues			\$520.00	\$1,040.00	\$520.00	\$0.00	\$0.00	\$0.00	\$2,080.00
50-100 Employees Membership Dues			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$470.00	\$470.00
6-10 Employees Membership Dues			\$945.00	\$315.00	\$0.00	\$0.00	\$0.00	\$315.00	\$1,575.00
Financial Institutions Membership			\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$700.00	\$700.00
Non-Profit Membership Dues Totals:			\$165.00	\$165.00	\$0.00	\$0.00	\$0.00	\$160.00	\$490.00
PUD Membership Dues Totals:			\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$165.00
1201-01 Member AR Membership			\$4,075.00	\$2,375.00	\$2,800.00	\$0.00	\$0.00	\$2,490.00	\$11,740.00
Account: 1201-03 Member Accounts Receivable - Other (Member Accounts Receivable: Member AR - Other)									
Community Awards Award Sponsor			\$0.00	\$0.00	\$565.00	\$0.00	\$0.00	\$0.00	\$565.00
Community Awards Sapphire			\$0.00	\$0.00	\$1,265.00	\$0.00	\$0.00	\$0.00	\$1,265.00
Community Awards Table Totals:			\$0.00	\$0.00	\$700.00	\$0.00	\$0.00	\$0.00	\$700.00
Community Awards Ticket Totals:			\$0.00	\$0.00	\$180.00	\$0.00	\$0.00	\$0.00	\$180.00
Eblast Totals:			\$390.00	\$85.00	\$165.00	\$0.00	\$0.00	\$0.00	\$640.00
Employee of the Year Award Totals:			\$0.00	\$0.00	\$65.00	\$0.00	\$0.00	\$0.00	\$65.00
Tuesday Morning Breakfast Club			\$165.00	\$165.00	\$0.00	\$0.00	\$0.00	\$0.00	\$330.00
Unpaid Silent Auction Items			\$0.00	\$290.00	\$0.00	\$0.00	\$0.00	\$0.00	\$290.00
1201-03 Member Accounts Receivable			\$555.00	\$540.00	\$2,940.00	\$0.00	\$0.00	\$0.00	\$4,035.00
GRAND TOTALS			\$4,630.00	\$2,915.00	\$5,740.00	\$0.00	\$0.00	\$2,490.00	\$15,775.00

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

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
ADP	446.91	0.00	0.00	0.00	0.00	446.91
Allyance Design	112.50	0.00	0.00	0.00	0.00	112.50
Amber Burke	103.70	0.00	0.00	0.00	0.00	103.70
Anne-Karin Atwood*	61.04	0.00	0.00	0.00	0.00	61.04
Annie's Cleaning Service	675.00	0.00	0.00	0.00	0.00	675.00
AT & T*	390.63	227.31	0.00	0.00	0.00	617.94
Bank of the West Bank Card Center	19,178.43	0.00	0.00	0.00	0.00	19,178.43
Big Truck Brand	492.48	0.00	0.00	0.00	0.00	492.48
Chris Werfel	37.12	0.00	0.00	0.00	0.00	37.12
Cintas Corporation #623	332.02	0.00	0.00	0.00	0.00	332.02
Civitas	0.00	5,200.00	0.00	0.00	0.00	5,200.00
Creating Effective Organizations, Inc.	1,736.00	0.00	0.00	0.00	0.00	1,736.00
DMAwest, Inc.	0.00	1,100.00	0.00	0.00	0.00	1,100.00
Google LLC	126.00	0.00	0.00	0.00	0.00	126.00
Granlibakken Management Company, Ltd.	0.00	2,500.00	0.00	0.00	0.00	2,500.00
Impact Telecom - TNCI	23.87	0.00	0.00	0.00	0.00	23.87
Independent Technologies	120.00	0.00	0.00	0.00	0.00	120.00
Jamie Kingham	1,000.00	0.00	0.00	0.00	0.00	1,000.00
Johnson Controls Fire Protection LP	86.75	0.00	0.00	0.00	0.00	86.75
Kelly Benson	562.50	0.00	0.00	0.00	0.00	562.50
Kids Adventure Games, LLC	0.00	1,250.00	0.00	0.00	0.00	1,250.00
Kym Fabel	387.32	0.00	0.00	0.00	0.00	387.32
Liberty Utilities*	0.00	416.57	0.00	0.00	0.00	416.57
Liz Bowling	116.41	0.00	0.00	0.00	0.00	116.41
MIXT Studio	365.10	0.00	0.00	0.00	0.00	365.10
Mona Schulte	192.00	0.00	0.00	0.00	0.00	192.00
North Lake Tahoe Event Center	0.00	253.00	0.00	0.00	0.00	253.00
North Lake Tahoe Marketing Co-op	3,971.03	390.00	0.00	0.00	0.00	4,361.03
Paige Bechdolt	163.56	0.00	0.00	0.00	0.00	163.56
Principal Financial Group	0.00	1,789.30	0.00	0.00	0.00	1,789.30
Print Art/Sierra Mail*	148.01	0.00	0.00	0.00	0.00	148.01
Ricoh USA	1,108.22	0.00	0.00	0.00	0.00	1,108.22
Rob Kautz	10,000.00	4,620.00	0.00	0.00	0.00	14,620.00
Southwest Gas Corporation*	32.18	0.00	0.00	0.00	0.00	32.18
Stephen's Farmhouse	99.00	0.00	0.00	0.00	0.00	99.00
Tahoe House, Inc.*	20.38	203.40	0.00	0.00	0.00	223.78
Tahoe Quarterly*	0.00	0.00	0.00	0.00	168.00	168.00
Tahoe Toffee Candy Company	116.00	0.00	0.00	0.00	0.00	116.00
Tahoe Truckee Sierra Disposal*	228.90	0.00	0.00	0.00	0.00	228.90
The Abbi Agency, Inc.	10,043.63	0.00	0.00	0.00	0.00	10,043.63
Uline	307.42	0.00	0.00	0.00	0.00	307.42
Van Siclen, DeWitt	6.61	0.00	0.00	0.00	0.00	6.61
Wholesale Resort Accessories, Inc.	56.50	0.00	0.00	0.00	21.50	78.00
TOTAL	<u>52,847.22</u>	<u>17,949.58</u>	<u>0.00</u>	<u>0.00</u>	<u>189.50</u>	<u>70,986.30</u>

North Lake Tahoe Resort Association Profit & Loss

July 2018 through June 2019

Accrual Basis

	Jul '18 - Jun 19	Jul '17 - Jun 18	\$ Change	% Change
Ordinary Income/Expense				
Income				
4050-00 · County of Placer TOT Funding	3,667,569	3,555,227	112,342	3%
4200-00 · Membership Dues Revenue	138,112	124,677	13,435	11%
4201-00 · New Member Fees	0	75	-75	-100%
4205-00 · Conference Dues	6,829	11,000	-4,171	-38%
4250-00 · Revenues-Membership Activities				
4250-01 · Community Awards				
4250-04 · Silent Auction	12,876	18,522	-5,646	-31%
4250-05 · Sponsorships	17,165	12,440	4,725	38%
4250-01 · Community Awards - Other	14,646	18,190	-3,544	-20%
Total 4250-01 · Community Awards	44,687	49,152	-4,465	-9%
4250-02 · Chamber Events	2,892	373	2,519	675%
4250-03 · Summer/Winter Rec Luncheon	2,622	5,410	-2,788	-52%
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	6,087	5,514	574	10%
Total 4251-00 · Tues AM Breakfast Club	8,587	6,514	2,074	32%
4250-00 · Revenues-Membership Activities - Other	4,793	3,199	1,594	50%
Total 4250-00 · Revenues-Membership Activities	63,582	64,648	-1,066	-2%
4252-00 · Sponsorships	600	1,250	-650	-52%
4253-00 · Revenue- Other	6	0	6	100%
4350-00 · Special Events (Marketing)	82,598	77,628	4,970	6%
4600-00 · Commissions				
4601-00 · Commissions - South Shore	25,243	5,982	19,261	322%
4600-00 · Commissions - Other	55,726	59,195	-3,468	-6%
Total 4600-00 · Commissions	80,970	65,176	15,793	24%
46000 · Merchandise Sales				
4502-00 · Non-Retail VIC income	3,212	9,263	-6,051	-65%
46000 · Merchandise Sales - Other	107,672	88,388	19,284	22%
Total 46000 · Merchandise Sales	110,884	97,651	13,234	14%
4720-00 · Miscellaneous	0	415	-415	-100%
Total Income	4,151,149	3,997,747	153,402	4%
Gross Profit	4,151,149	3,997,747	153,402	4%
Expense				
5000-00 · Salaries & Wages				
5010-00 · Sales Commissions	21,119	15,456	5,663	37%
5020-00 · P/R - Tax Expense	76,828	92,721	-15,893	-17%
5030-00 · P/R - Health Insurance Expense	120,087	92,683	27,404	30%
5040-00 · P/R - Workmans Comp	7,493	12,288	-4,795	-39%
5060-00 · 401 (k)	34,677	34,558	118	0%
5070-00 · Other Benefits and Expenses	3,864	4,518	-654	-15%
5000-00 · Salaries & Wages - Other	999,462	1,020,192	-20,730	-2%
Total 5000-00 · Salaries & Wages	1,263,530	1,272,416	-8,886	-1%
5100-00 · Rent				
5110-00 · Utilities	11,657	11,009	647	6%
5140-00 · Repairs & Maintenance	14,222	10,917	3,304	30%
5150-00 · Office - Cleaning	7,570	8,935	-1,365	-15%
5100-00 · Rent - Other	153,525	149,946	3,579	2%
Total 5100-00 · Rent	186,974	180,808	6,166	3%
5310-00 · Telephone				
5320-00 · Telephone	26,195	28,805	-2,610	-9%
5350-00 · Internet	25	25	0	0%

North Lake Tahoe Resort Association

Profit & Loss

July 2018 through June 2019

Accrual Basis

	Jul '18 - Jun 19	Jul '17 - Jun 18	\$ Change	% Change
Total 5310-00 · Telephone	26,220	28,830	-2,610	-9%
5420-00 · Mail - USPS				
5480-00 · Mail - Fed Ex	84	121	-37	-31%
5420-00 · Mail - USPS - Other	-3,462	3,360	-6,822	-203%
Total 5420-00 · Mail - USPS	-3,379	3,481	-6,859	-197%
5510-00 · Insurance/Bonding	7,752	7,779	-27	-0%
5520-00 · Supplies				
5525-00 · Supplies- Computer <\$1000	7,013	5,927	1,086	18%
5520-00 · Supplies - Other	20,988	14,097	6,890	49%
Total 5520-00 · Supplies	28,001	20,024	7,977	40%
5610-00 · Depreciation	1,633	2,546	-912	-36%
5700-00 · Equipment Support & Maintenance	3,471	13,895	-10,424	-75%
5710-00 · Taxes, Licenses & Fees	10,850	13,707	-2,857	-21%
5740-00 · Equipment Rental/Leasing	15,118	16,568	-1,450	-9%
5800-00 · Training Seminars	9,748	5,342	4,406	83%
5815 · Training Video Series	0	1,058	-1,058	-100%
5830-00 · Commission Due to Third Party	0	765	-765	-100%
5850-00 · Artist of Month - Commissions	2,769	4,159	-1,390	-33%
5900-00 · Professional Fees				
5910-00 · Professional Fees - Attorneys	1,120	9,840	-8,720	-89%
5920-00 · Professional Fees - Accountant	24,250	26,250	-2,000	-8%
5921-00 · Professional Fees - Other	57,930	61,903	-3,973	-6%
Total 5900-00 · Professional Fees	83,300	97,993	-14,693	-15%
5940-00 · Research & Planning Membership	0	3,000	-3,000	-100%
5941-00 · Research & Planning	28,820	12,462	16,358	131%
6020-00 · Programs				
6016-00 · Special Event Partnership	50,500	88,847	-38,347	-43%
6018-00 · Business Assoc. Grants	30,000	30,000	0	0%
Total 6020-00 · Programs	80,500	118,847	-38,347	-32%
6420-00 · Events				
6420-01 · Sponsorships				
6023-00 · Autumn Food & Wine	116,875	117,572	-696	-1%
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	13,074	0	13,074	100%
6421-06 · Spartan	254,353	254,000	353	0%
6421-07 · Tahoe Lacrosse Tournament	5,000	5,000	0	0%
6421-08 · Tough Mudder	0	40,000	-40,000	-100%
6421-09 · Wanderlust	38,816	41,370	-2,554	-6%
6421-10 · WinterWonderGrass - Tahoe	19,447	20,808	-1,361	-7%
6421-16 · Mountain Travel Symposium	5,625	0	5,625	100%
Total 6420-01 · Sponsorships	500,776	513,750	-12,974	-3%
6421-00 · New Event Development	123,253	10,020	113,233	1,130%
6422-00 · Event Media				
6422-03 · Human Powered Sports Campaign	0	74	-74	-100%
6422-06 · Music Campaign	0	3,566	-3,566	-100%
Total 6422-00 · Event Media	0	3,640	-3,640	-100%
6424-00 · Event Operation Expenses	8,530	7,684	847	11%
Total 6420-00 · Events	632,560	535,094	97,465	18%
6423-00 · Membership Activities				
6434-00 · Community Awards Dinner	26,290	25,426	865	3%
6435-00 · Shop Local Event	0	295	-295	-100%
6436-00 · Membership - Wnt/Sum Rec Lunch	3,492	3,096	396	13%
6437-00 · Tuesday Morning Breakfast Club	5,436	6,043	-607	-10%

North Lake Tahoe Resort Association

Profit & Loss

July 2018 through June 2019

Accrual Basis

	Jul '18 - Jun 19	Jul '17 - Jun 18	\$ Change	% Change
6441-00 · Membership - Miscellaneous Exp	60	10	50	497%
6442-00 · Public Relations/Website	14,269	6,910	7,359	107%
6444-00 · Trades	1,430	3,340	-1,910	-57%
6423-00 · Membership Activities - Other	15,701	459	15,243	3,322%
Total 6423-00 · Membership Activities	66,679	45,579	21,099	46%
6490-00 · Classified Ads	0	50	-50	-100%
6701-00 · Market Study Reports/Research	0	808	-808	-100%
6730-00 · Marketing Cooperative/Media	1,459,827	1,411,821	48,006	3%
6740-00 · Media/Collateral/Production	1,278	0	1,278	100%
6742-00 · Non-NLT Co-Op Marketing Program	32,272	23,705	8,567	36%
6743-00 · BACC Marketing Programs				
6743-01 · Shop Local	11,308	17,375	-6,067	-35%
6743-03 · Touch Lake Tahoe	17,000	17,971	-971	-5%
6743-04 · High Notes	20,545	20,000	545	3%
6743-05 · Peak Your Adventure	20,970	20,300	670	3%
Total 6743-00 · BACC Marketing Programs	69,823	75,646	-5,823	-8%
7500-00 · Trade Shows/Travel	372	0	372	100%
8100-00 · Cost of Goods Sold				
51100 · Freight and Shipping Costs	1,316	1,799	-483	-27%
52500 · Purchase Discounts	-40	-2,278	2,237	98%
59900 · POS Inventory Adjustments	12	513	-501	-98%
8100-00 · Cost of Goods Sold - Other	59,630	50,268	9,362	19%
Total 8100-00 · Cost of Goods Sold	60,916	50,302	10,614	21%
8200-00 · Associate Relations	3,880	3,931	-51	-1%
8300-00 · Board Functions	11,233	7,610	3,623	48%
8500-00 · Credit Card Fees	7,877	6,679	1,198	18%
8600-00 · Additional Opportunites	13,837	0	13,837	100%
8700-00 · Automobile Expenses	5,446	4,803	643	13%
8750-00 · Meals/Meetings	4,372	3,777	595	16%
8810-00 · Dues & Subscriptions	8,607	7,272	1,335	18%
8910-00 · Travel	4,820	2,132	2,688	126%
8920-00 · Bad Debt	13,671	20,373	-6,702	-33%
Total Expense	4,142,777	4,003,261	139,515	4%
Net Ordinary Income	8,372	-5,515	13,887	252%
Other Income/Expense				
Other Income				
4700-00 · Revenues- Interest & Investment	276	276	1	0%
Total Other Income	276	276	1	0%
Net Other Income	276	276	1	0%
Net Income	8,648	-5,239	13,887	265%

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	317,798	321,077	(3,279)	3,667,569	3,811,191	(143,622)	3,811,191
4200-00 · Membership Dues Revenue	12,033	10,700	1,333	138,112	128,000	10,112	128,000
4205-00 · Conference Dues	367	825	(458)	6,829	9,900	(3,071)	9,900
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
Total 4250-01 · Community Awards	0	0	0	44,687	50,000	(5,314)	50,000
4250-02 · Chamber Events	0	208	(208)	2,892	2,500	392	2,500
4250-03 · Summer/Winter Rec Luncheon	0	4,000	(4,000)	2,622	8,000	(5,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	3,050	(550)	3,050
4251-00 · Tues AM Breakfast Club - Other	510	580	(70)	6,087	6,960	(873)	6,960
Total 4251-00 · Tues AM Breakfast Club	510	880	(370)	8,587	10,010	(1,423)	10,010
4250-00 · Revenues-Membership Activities - Other	875			4,793	0	4,793	0
Total 4250-00 · Revenues-Membership Activities	1,385	5,088	(3,703)	63,582	70,510	(6,928)	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
4350-00 · Special Events (Marketing)	82,598	0	82,598	82,598	0	82,598	0
4600-00 · Commissions							
4601-00 · Commissions - South Shore	16,826	1,671	15,155	25,243	20,004	5,239	20,004
4600-00 · Commissions - Other	8,760	2,500	6,260	55,726	30,000	25,726	30,000
Total 4600-00 · Commissions	25,586	4,171	21,415	80,970	50,004	30,966	50,004
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	12	500	(488)	3,212	9,500	(6,288)	9,500
46000 · Merchandise Sales - Other	13,582	12,000	1,582	107,672	95,000	12,672	95,000
Total 46000 · Merchandise Sales	13,594	12,500	1,094	110,884	104,500	6,384	104,500
Total Income	453,360	354,361	98,999	4,151,149	4,174,105	(22,956)	4,174,105
Gross Profit	453,360	354,361	98,999	4,151,149	4,174,105	(22,956)	4,174,105
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	5,536	633	4,903	21,119	7,600	13,519	7,600
5020-00 · P/R - Tax Expense	2,971	7,656	(4,685)	76,828	86,783	(9,955)	86,783
5030-00 · P/R - Health Insurance Expense	7,678	11,058	(3,380)	120,087	132,690	(12,603)	132,690
5040-00 · P/R - Workmans Comp	649	1,093	(444)	7,493	11,912	(4,419)	11,912
5060-00 · 401 (k)	2,476	3,600	(1,124)	34,677	43,026	(8,349)	43,026
5070-00 · Other Benefits and Expenses	155	586	(431)	3,864	7,029	(3,165)	7,029
5000-00 · Salaries & Wages - Other	43,711	89,873	(46,162)	999,462	1,068,071	(68,609)	1,068,071
Total 5000-00 · Salaries & Wages	63,178	114,499	(51,322)	1,263,530	1,357,111	(93,581)	1,357,111
5100-00 · Rent							
5110-00 · Utilities	785	928	(143)	11,657	12,191	(534)	12,191
5140-00 · Repairs & Maintenance	87	(10,492)	10,579	14,222	32,456	(18,234)	32,456
5150-00 · Office - Cleaning	1,680	800	880	7,570	10,444	(2,874)	10,444
5100-00 · Rent - Other	13,058	12,957	101	153,525	155,468	(1,943)	155,468
Total 5100-00 · Rent	15,610	4,193	11,417	186,974	210,559	(23,585)	210,559
5310-00 · Telephone							
5320-00 · Telephone	1,854	2,129	(275)	26,195	25,548	647	25,548
5350-00 · Internet	0			25			
5310-00 · Telephone - Other	0	461	(461)	0	5,535	(5,535)	5,535
Total 5310-00 · Telephone	1,854	2,590	(736)	26,220	31,083	(4,863)	31,083
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			84	0	84	0
5420-00 · Mail - USPS - Other	100	479	(379)	(3,462)	5,207	(8,669)	5,207
Total 5420-00 · Mail - USPS	100	479	(379)	(3,378)	5,207	(8,585)	5,207
5510-00 · Insurance/Bonding	728	485	243	7,752	6,138	1,614	6,138
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	130	125	5	7,013	7,600	(587)	7,600
5520-00 · Supplies - Other	7,163	1,650	5,513	20,988	21,493	(505)	21,493
Total 5520-00 · Supplies	7,293	1,775	5,518	28,001	29,093	(1,092)	29,093
5610-00 · Depreciation	118	177	(59)	1,633	2,129	(496)	2,129
5700-00 · Equipment Support & Maintenance	66	1,118	(1,052)	3,471	13,412	(9,941)	13,412
5710-00 · Taxes, Licenses & Fees	823	1,100	(277)	10,850	12,951	(2,101)	12,951
5740-00 · Equipment Rental/Leasing	1,108	1,478	(370)	15,118	17,726	(2,608)	17,726
5800-00 · Training Seminars	1,749	417	1,332	9,748	16,450	(6,702)	16,450
5850-00 · Artist of Month - Commissions	0	458	(458)	2,769	5,500	(2,731)	5,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	750	(750)	1,120	9,000	(7,880)	9,000
5920-00 · Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

All Departments

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun ...	YTD Budget	\$ Over Budget	Annual Bud...
5921-00 · Professional Fees - Other	46,120	51,292	(5,172)	57,930	75,000	(17,070)	75,000
Total 5900-00 · Professional Fees	46,120	52,042	(5,922)	83,300	109,000	(25,700)	109,000
5941-00 · Research & Planning	0	0	0	28,820	18,000	10,820	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	22,750	25,000	(2,250)	50,500	50,000	500	50,000
6018-00 · Business Assoc. Grants	20,000	10,000	10,000	30,000	30,000	0	30,000
Total 6020-00 · Programs	42,750	35,000	7,750	80,500	80,000	500	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	82,598	0	82,598	116,875	37,375	79,500	37,375
6421-01 · 4th of July Fireworks	0	300	(300)	20,085	20,300	(215)	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	4,524	4,000	524	13,074	12,400	674	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	18,050	(18,050)	0	35,550	(35,550)	35,550
6421-09 · Wanderlust	8,340	0	8,340	38,816	37,700	1,116	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
Total 6420-01 · Sponsorships	95,462	22,350	73,112	500,776	447,225	53,551	447,225
6421-00 · New Event Development	90,262	2,750	87,512	123,253	58,000	65,253	58,000
6424-00 · Event Operation Expenses	6,474	667	5,807	8,530	8,000	530	8,000
Total 6420-00 · Events	192,198	25,767	166,431	632,560	513,225	119,335	513,225
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	520	0	520	26,290	27,500	(1,210)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	23	2,500	(2,477)	3,492	5,000	(1,508)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	5,436	7,150	(1,714)	7,150
6441-00 · Membership - Miscellaneous Exp	0	0	0	60	0	60	0
6442-00 · Public Relations/Website	1	344	(343)	14,269	5,628	8,641	5,628
6444-00 · Trades	0	0	0	1,430	0	1,430	0
6423-00 · Membership Activities - Other	2,279	0	2,279	15,701	0	15,701	0
Total 6423-00 · Membership Activities	2,822	3,494	(672)	66,679	45,278	21,401	45,278
6730-00 · Marketing Cooperative/Media	121,652	121,652	0	1,459,827	1,459,823	4	1,459,823
6740-00 · Media/Collateral/Production	0	0	0	1,278	0	1,278	0
6742-00 · Non-NLT Co-Op Marketing Program	4,698	(32,484)	37,182	32,272	15,000	17,272	15,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	3,425	0	3,425	11,308	20,000	(8,692)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	11,635	0	11,635	20,545	20,000	545	20,000
6743-05 · Peak Your Adventure	16,335	0	16,335	20,970	20,000	970	20,000
Total 6743-00 · BACC Marketing Programs	31,395	0	31,395	69,823	80,000	(10,177)	80,000
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	176	0	176	1,316	0	1,316	0
52500 · Purchase Discounts	(0)	0	0	(40)	0	(40)	0
59900 · POS Inventory Adjustments	68	0	68	12	0	12	0
8100-00 · Cost of Goods Sold - Other	7,507	6,300	1,207	59,630	49,875	9,755	49,875
Total 8100-00 · Cost of Goods Sold	7,750	6,300	1,450	60,916	49,875	11,041	49,875
8200-00 · Associate Relations	253	616	(363)	3,880	7,400	(3,520)	7,400
8300-00 · Board Functions	2,875	150	2,725	11,233	4,500	6,733	4,500
8500-00 · Credit Card Fees	837	688	149	7,877	6,658	1,219	6,658
8600-00 · Additional Opportunites	2,088	3,134	(1,047)	13,837	37,600	(23,763)	37,600
8700-00 · Automobile Expenses	800	518	282	5,446	6,183	(737)	6,183
8750-00 · Meals/Meetings	366	637	(271)	4,372	7,640	(3,268)	7,640
8810-00 · Dues & Subscriptions	666	852	(186)	8,607	10,220	(1,613)	10,220
8910-00 · Travel	1,166	0	1,166	4,820	6,600	(1,780)	6,600
8920-00 · Bad Debt	7,838	0	7,838	13,671	0	13,671	0
Total Expense	558,901	347,135	211,766	4,142,777	4,164,361	(21,584)	4,164,361
Net Ordinary Income	(105,541)	7,226	(112,767)	8,372	9,744	(1,372)	9,744
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23	0	23	276	0	276	0
Total Other Income	23	0	23	276	0	276	0
Other Expense							
8990-00 · Allocated	0	0	(0)	0	0	0	0
Total Other Expense	0	0	(0)	0	0	0	0
Net Other Income	23	(0)	23	276	0	276	0
Net Income	(105,518)	7,226	(112,744)	8,648	9,744	(1,096)	9,744

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

Accrual Basis

11 - Marketing

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	264,101	290,503	(26,403)	2,899,146	3,038,206	(139,060)	3,038,206
4350-00 · Special Events (Marketing)	82,598	0	82,598	82,598	0	82,598	0
Total Income	346,698	290,503	56,195	2,981,744	3,038,206	(56,462)	3,038,206
Gross Profit	346,698	290,503	56,195	2,981,744	3,038,206	(56,462)	3,038,206
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	1,375	1,375	0	16,500	16,500	0	16,500
5020-00 · P/R - Tax Expense	1,126	1,848	(722)	21,472	22,712	(1,240)	22,712
5030-00 · P/R - Health Insurance Expense	2,799	4,080	(1,281)	48,667	48,960	(293)	48,960
5040-00 · P/R - Workmans Comp	94	183	(89)	1,216	2,268	(1,052)	2,268
5060-00 · 401 (k)	674	1,056	(382)	10,977	12,978	(2,001)	12,978
5070-00 · Other Benefits and Expenses	72	167	(95)	1,696	2,008	(312)	2,008
5000-00 · Salaries & Wages - Other	17,973	26,405	(8,432)	290,333	324,457	(34,124)	324,457
Total 5000-00 · Salaries & Wages	24,112	35,114	(11,002)	390,862	429,883	(39,021)	429,883
5100-00 · Rent							
5110-00 · Utilities	103	135	(32)	1,854	1,620	234	1,620
5140-00 · Repairs & Maintenance	0	773	(773)	2,367	13,639	(11,272)	13,639
5150-00 · Office - Cleaning	332	175	157	2,404	2,700	(296)	2,700
5100-00 · Rent - Other	2,442	1,984	458	26,641	23,805	2,836	23,805
Total 5100-00 · Rent	2,877	3,067	(190)	33,266	41,764	(8,498)	41,764
5310-00 · Telephone							
5320-00 · Telephone	544	670	(126)	6,597	8,040	(1,443)	8,040
Total 5310-00 · Telephone	544	670	(126)	6,597	8,040	(1,443)	8,040
5420-00 · Mail - USPS	34	150	(116)	296	900	(604)	900
5510-00 · Insurance/Bonding	0	169	(169)	646	2,028	(1,382)	2,028
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	1,153	3,600	(2,447)	3,600
5520-00 · Supplies - Other	216	417	(201)	1,619	5,000	(3,381)	5,000
Total 5520-00 · Supplies	216	417	(201)	2,772	8,600	(5,828)	8,600
5610-00 · Depreciation	0	20	(20)	0	240	(240)	240
5700-00 · Equipment Support & Maintenance	0	292	(292)	240	3,500	(3,260)	3,500
5740-00 · Equipment Rental/Leasing	277	315	(38)	3,626	3,780	(154)	3,780
5800-00 · Training Seminars	13	0	13	3,358	4,500	(1,142)	4,500
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	125	(125)	0	1,500	(1,500)	1,500
5921-00 · Professional Fees - Other	0	417	(417)	0	5,000	(5,000)	5,000
Total 5900-00 · Professional Fees	0	542	(542)	0	6,500	(6,500)	6,500
5941-00 · Research & Planning	0	0	0	18,720	18,000	720	18,000
6020-00 · Programs							
6016-00 · Special Event Partnership	22,750	25,000	(2,250)	50,500	50,000	500	50,000
6018-00 · Business Assoc. Grants	20,000	10,000	10,000	30,000	30,000	0	30,000
Total 6020-00 · Programs	42,750	35,000	7,750	80,500	80,000	500	80,000
6420-00 · Events							
6420-01 · Sponsorships							
6023-00 · Autumn Food & Wine	82,598	0	82,598	116,875	37,375	79,500	37,375
6421-01 · 4th of July Fireworks	0	300	(300)	20,085	20,300	(215)	20,300
6421-04 · Broken Arrow Skyrace	0	0	0	27,500	20,000	7,500	20,000
6421-05 · No Barriers	4,524	4,000	524	13,074	12,400	674	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	18,050	(18,050)	0	35,550	(35,550)	35,550
6421-09 · Wanderlust	8,340	0	8,340	38,816	37,700	1,116	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
Total 6420-01 · Sponsorships	95,462	22,350	73,112	500,776	447,225	53,551	447,225
6421-00 · New Event Development	90,262	2,750	87,512	123,253	58,000	65,253	58,000
6424-00 · Event Operation Expenses	6,662	667	5,995	8,718	8,000	718	8,000
Total 6420-00 · Events	192,386	25,767	166,619	632,748	513,225	119,523	513,225
6730-00 · Marketing Cooperative/Media	111,384	111,384	0	1,336,608	1,336,604	4	1,336,604
6742-00 · Non-NLT Co-Op Marketing Program	898	833	65	21,735	10,000	11,735	10,000
6743-00 · BACC Marketing Programs							
6743-01 · Shop Local	3,425	0	3,425	11,308	20,000	(8,692)	20,000
6743-03 · Touch Lake Tahoe	0	0	0	17,000	20,000	(3,000)	20,000
6743-04 · High Notes	11,635	0	11,635	20,545	20,000	545	20,000
6743-05 · Peak Your Adventure	16,335	0	16,335	20,970	20,000	970	20,000
Total 6743-00 · BACC Marketing Programs	31,395	0	31,395	69,823	80,000	(10,177)	80,000
8200-00 · Associate Relations	26	133	(107)	56	1,600	(1,544)	1,600
8500-00 · Credit Card Fees	0	0	0	135	0	135	0

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

Accrual Basis

11 - Marketing

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
8600-00 · Additional Opportunites	1,000	2,667	(1,667)	7,125	32,000	(24,875)	32,000
8700-00 · Automobile Expenses	651	125	526	2,220	1,500	720	1,500
8750-00 · Meals/Meetings	253	300	(47)	902	3,600	(2,698)	3,600
8810-00 · Dues & Subscriptions	188	292	(104)	2,553	3,500	(947)	3,500
8910-00 · Travel	1,166	0	1,166	4,820	5,500	(680)	5,500
Total Expense	410,170	217,257	192,913	2,619,609	2,595,264	24,345	2,595,264
Net Ordinary Income	(63,471)	73,246	(136,718)	362,135	442,942	(80,807)	442,942
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	23			259			
Total Other Income	23			259			
Other Expense							
8990-00 · Allocated	43,995	75,237	(31,241)	414,337	444,932	(30,595)	444,932
Total Other Expense	43,995	75,237	(31,241)	414,337	444,932	(30,595)	444,932
Net Other Income	(43,973)	(75,237)	31,264	(414,078)	(444,932)	30,854	(444,932)
Net Income	(107,444)	(1,990)	(105,454)	(51,943)	(1,990)	(49,953)	(1,990)

North Lake Tahoe Resort Association Profit & Loss Budget Performance

Accrual Basis

30 - Conference

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	35,035	34,776	258	358,243	357,974	269	357,974
4205-00 · Conference Dues	367	825	(458)	6,829	9,900	(3,071)	9,900
4600-00 · Commissions							
4601-00 · Commissions - South Shore	16,826	1,671	15,155	25,243	20,004	5,239	20,004
4600-00 · Commissions - Other	8,760	2,500	6,260	55,726	30,000	25,726	30,000
Total 4600-00 · Commissions	25,586	4,171	21,415	80,970	50,004	30,966	50,004
Total Income	60,988	39,772	21,216	446,041	417,878	28,163	417,878
Gross Profit	60,988	39,772	21,216	446,041	417,878	28,163	417,878
Expense							
5000-00 · Salaries & Wages							
5010-00 · Sales Commissions	5,536	633	4,903	21,119	7,600	13,519	7,600
5020-00 · P/R - Tax Expense	919	1,165	(247)	13,194	13,977	(783)	13,977
5030-00 · P/R - Health Insurance Expense	1,839	1,633	206	21,421	19,590	1,831	19,590
5040-00 · P/R - Workmans Comp	73	172	(99)	804	2,065	(1,261)	2,065
5060-00 · 401 (k)	503	555	(52)	6,664	6,657	7	6,657
5070-00 · Other Benefits and Expenses	17	84	(67)	454	1,004	(550)	1,004
5000-00 · Salaries & Wages - Other	11,094	13,236	(2,142)	144,255	158,827	(14,572)	158,827
Total 5000-00 · Salaries & Wages	19,981	17,478	2,503	207,911	209,720	(1,809)	209,720
5100-00 · Rent							
5110-00 · Utilities	50	70	(20)	901	840	61	840
5140-00 · Repairs & Maintenance	0	43	(43)	637	517	120	517
5150-00 · Office - Cleaning	162	102	60	1,187	1,223	(36)	1,223
5100-00 · Rent - Other	1,146	953	193	12,795	11,433	1,362	11,433
Total 5100-00 · Rent	1,358	1,168	190	15,520	14,013	1,507	14,013
5310-00 · Telephone							
5320-00 · Telephone	302	206	96	2,923	2,472	451	2,472
Total 5310-00 · Telephone	302	206	96	2,923	2,472	451	2,472
5420-00 · Mail - USPS	17	46	(29)	114	504	(390)	504
5510-00 · Insurance/Bonding	0	115	(115)	213	1,377	(1,164)	1,377
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	331	0	331	0
5520-00 · Supplies - Other	52	52	(0)	678	618	60	618
Total 5520-00 · Supplies	52	52	(0)	1,009	618	391	618
5610-00 · Depreciation	0	8	(8)	0	94	(94)	94
5700-00 · Equipment Support & Maintenance	0	140	(140)	240	1,685	(1,445)	1,685
5710-00 · Taxes, Licenses & Fees	0	8	(8)	0	96	(96)	96
5740-00 · Equipment Rental/Leasing	122	155	(33)	1,595	1,856	(261)	1,856
5800-00 · Training Seminars	0	0	0	38	0	38	0
6730-00 · Marketing Cooperative/Media	10,268	10,268	0	123,219	123,219	0	123,219
8200-00 · Associate Relations	0	25	(25)	46	300	(254)	300
8750-00 · Meals/Meetings	20	0	20	20	0	20	0
8810-00 · Dues & Subscriptions	0	83	(83)	0	1,000	(1,000)	1,000
8920-00 · Bad Debt	0	0	0	733	0	733	0
Total Expense	32,120	29,752	2,368	353,582	356,954	(3,372)	356,954
Net Ordinary Income	28,868	10,020	18,848	92,460	60,924	31,536	60,924
Other Income/Expense							
Other Expense							
8990-00 · Allocated	6,058	10,292	(4,234)	57,051	61,196	(4,145)	61,196
Total Other Expense	6,058	10,292	(4,234)	57,051	61,196	(4,145)	61,196
Net Other Income	(6,058)	(10,292)	4,234	(57,051)	(61,196)	4,145	(61,196)
Net Income	22,810	(272)	23,082	35,409	(272)	35,681	(272)

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

42 - Visitor Center

Accrual Basis

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	17,882	(4,983)	22,866	401,489	406,271	(4,782)	406,271
46000 · Merchandise Sales							
4502-00 · Non-Retail VIC income	12	500	(488)	3,212	9,500	(6,288)	9,500
46000 · Merchandise Sales - Other	13,582	12,000	1,582	107,672	95,000	12,672	95,000
Total 46000 · Merchandise Sales	13,594	12,500	1,094	110,884	104,500	6,384	104,500
Total Income	31,476	7,517	23,960	512,373	510,771	1,602	510,771
Gross Profit	31,476	7,517	23,960	512,373	510,771	1,602	510,771
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	1,397	1,911	(514)	14,829	17,550	(2,721)	17,550
5030-00 · P/R - Health Insurance Expense	1,311	1,806	(495)	17,922	21,672	(3,750)	21,672
5040-00 · P/R - Workmans Comp	382	478	(96)	3,411	5,193	(1,782)	5,193
5060-00 · 401 (k)	520	637	(117)	6,159	6,924	(765)	6,924
5070-00 · Other Benefits and Expenses	45	102	(57)	835	1,225	(390)	1,225
5000-00 · Salaries & Wages - Other	15,666	15,925	(259)	168,491	173,103	(4,612)	173,103
Total 5000-00 · Salaries & Wages	19,321	20,859	(1,538)	211,647	225,667	(14,020)	225,667
5100-00 · Rent							
5110-00 · Utilities	521	550	(29)	6,669	7,650	(981)	7,650
5140-00 · Repairs & Maintenance	0	(11,708)	11,708	5,355	13,500	(8,145)	13,500
5150-00 · Office - Cleaning	825	237	588	1,209	2,847	(1,638)	2,847
5100-00 · Rent - Other	6,502	7,025	(523)	78,532	84,297	(5,765)	84,297
Total 5100-00 · Rent	7,847	(3,896)	11,743	91,765	108,294	(16,529)	108,294
5310-00 · Telephone							
5320-00 · Telephone	232	0	232	5,445	0	5,445	0
5310-00 · Telephone - Other	0	461	(461)	0	5,535	(5,535)	5,535
Total 5310-00 · Telephone	232	461	(229)	5,445	5,535	(90)	5,535
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			54	0	54	0
5420-00 · Mail - USPS - Other	12	145	(133)	369	1,744	(1,375)	1,744
Total 5420-00 · Mail - USPS	12	145	(133)	423	1,744	(1,321)	1,744
5510-00 · Insurance/Bonding	0	146	(146)	1,132	1,753	(621)	1,753
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	125	(125)	1,440	1,500	(60)	1,500
5520-00 · Supplies - Other	5,899	473	5,426	11,595	7,375	4,220	7,375
Total 5520-00 · Supplies	5,899	598	5,301	13,034	8,875	4,159	8,875
5610-00 · Depreciation	118	87	31	1,415	1,049	366	1,049
5700-00 · Equipment Support & Maintenance	0	300	(300)	280	3,600	(3,320)	3,600
5710-00 · Taxes, Licenses & Fees	0	0	0	0	155	(155)	155
5740-00 · Equipment Rental/Leasing	222	429	(207)	3,580	5,150	(1,570)	5,150
5800-00 · Training Seminars	0	0	0	120	5,000	(4,880)	5,000
5850-00 · Artist of Month - Commissions	0	458	(458)	2,769	5,500	(2,731)	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	(33,317)	33,517	3,336	5,000	(1,664)	5,000
8100-00 · Cost of Goods Sold							
51100 · Freight and Shipping Costs	176	0	176	1,316	0	1,316	0
52500 · Purchase Discounts	(0)			(40)	0	(40)	0
59900 · POS Inventory Adjustments	68			12	0	12	0
8100-00 · Cost of Goods Sold - Other	7,507	6,300	1,207	58,922	49,875	9,047	49,875
Total 8100-00 · Cost of Goods Sold	7,750	6,300	1,450	60,209	49,875	10,334	49,875
8200-00 · Associate Relations	64	58	6	139	700	(561)	700
8500-00 · Credit Card Fees	509	438	71	3,271	3,658	(387)	3,658
8700-00 · Automobile Expenses	84	65	19	883	750	133	750
8750-00 · Meals/Meetings	0	67	(67)	154	800	(646)	800
8810-00 · Dues & Subscriptions	0	167	(167)	48	2,000	(1,952)	2,000
8910-00 · Travel	0	0	0	0	1,100	(1,100)	1,100
Total Expense	42,257	(6,635)	48,892	400,930	436,205	(35,275)	436,205
Net Ordinary Income	(10,781)	14,152	(24,932)	111,443	74,566	36,877	74,566
Other Income/Expense							
Other Expense							
8990-00 · Allocated	8,261	5,369	2,892	77,796	74,783	3,013	74,783
Total Other Expense	8,261	5,369	2,892	77,796	74,783	3,013	74,783
Net Other Income	(8,261)	(5,369)	(2,892)	(77,796)	(74,783)	(3,013)	(74,783)
Net Income	(19,041)	8,783	(27,824)	33,647	(217)	33,864	(217)

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

Accrual Basis

51 - TMPI

	Jun 19	Budget	\$ Over Bu...	Jul '18 - Ju...	YTD Budget	\$ Over Bu...	Annual Bu...
Ordinary Income/Expense							
Income							
4050-00 · County of Placer TOT Funding	780	781	(0)	8,691	8,740	(49)	8,740
Total Income	780	781	(0)	8,691	8,740	(49)	8,740
Gross Profit	780	781	(0)	8,691	8,740	(49)	8,740
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(95)	33	(128)	(246)	401	(647)	401
5030-00 · P/R - Health Insurance Expense	0	4	(4)	52	42	10	42
5040-00 · P/R - Workmans Comp	0	4	(4)	58	48	10	48
5060-00 · 401 (k)	0	23	(23)	251	272	(21)	272
5070-00 · Other Benefits and Expenses	0			3	0	3	0
5000-00 · Salaries & Wages - Other	(1,121)	567	(1,688)	7,086	6,798	288	6,798
Total 5000-00 · Salaries & Wages	(1,216)	630	(1,846)	7,204	7,561	(357)	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
Total 5100-00 · Rent	0	0	0	586	0	586	0
5310-00 · Telephone							
5320-00 · Telephone	0	0	0	230	0	230	0
Total 5310-00 · Telephone	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
Total 5520-00 · Supplies	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
Total Expense	(1,216)	630	(1,846)	8,437	7,561	875	7,561
Net Ordinary Income	1,996	151	1,846	254	1,179	(925)	1,179
Other Income/Expense							
Other Expense							
8990-00 · Allocated	122	152	(29)	1,153	1,180	(27)	1,180
Total Other Expense	122	152	(29)	1,153	1,180	(27)	1,180
Net Other Income	(122)	(152)	29	(1,153)	(1,180)	27	(1,180)
Net Income	<u>1,874</u>	<u>(1)</u>	<u>1,875</u>	<u>(898)</u>	<u>(1)</u>	<u>(897)</u>	<u>(1)</u>

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

Accrual Basis

60 - Membership

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Income							
4200-00 · Membership Dues Revenue	12,033	10,700	1,333	138,112	128,000	10,112	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
Total 4250-01 · Community Awards	0	0	0	44,687	50,000	(5,314)	50,000
4250-02 · Chamber Events	0	208	(208)	2,892	2,500	392	2,500
4250-03 · Summer/Winter Rec Luncheon	0	4,000	(4,000)	2,622	8,000	(5,378)	8,000
4251-00 · Tues AM Breakfast Club							
4251-01 · Tues AM Breakfast Club Sponsors	0	300	(300)	2,500	3,050	(550)	3,050
4251-00 · Tues AM Breakfast Club - Other	510	580	(70)	6,087	6,960	(873)	6,960
Total 4251-00 · Tues AM Breakfast Club	510	880	(370)	8,587	10,010	(1,423)	10,010
4250-00 · Revenues-Membership Activities - Other	875			4,793	0	4,793	0
Total 4250-00 · Revenues-Membership Activities	1,385	5,088	(3,703)	63,582	70,510	(6,928)	70,510
4252-00 · Sponsorships	0			600	0	600	0
4253-00 · Revenue- Other	0	0	0	6	0	6	0
Total Income	13,418	15,788	(2,371)	202,299	198,510	3,789	198,510
Gross Profit	13,418	15,788	(2,371)	202,299	198,510	3,789	198,510
Expense							
5000-00 · Salaries & Wages							
5000-01 · In-Market Administration	(1,375)	(1,375)	0	(16,500)	(16,500)	0	(16,500)
5020-00 · P/R - Tax Expense	119	547	(428)	4,661	6,566	(1,905)	6,566
5030-00 · P/R - Health Insurance Expense	421	888	(467)	11,208	10,656	552	10,656
5040-00 · P/R - Workmans Comp	19	7	12	360	87	273	87
5060-00 · 401 (k)	135	262	(127)	2,659	3,145	(486)	3,145
5070-00 · Other Benefits and Expenses	4	66	(62)	191	792	(601)	792
5000-00 · Salaries & Wages - Other	3,048	6,553	(3,505)	78,926	78,636	290	78,636
Total 5000-00 · Salaries & Wages	2,372	6,948	(4,576)	81,505	83,382	(1,877)	83,382
5100-00 · Rent							
5110-00 · Utilities	24	50	(26)	367	605	(238)	605
5140-00 · Repairs & Maintenance	0	25	(25)	478	300	178	300
5150-00 · Office - Cleaning	77	78	(1)	445	1,177	(732)	1,177
5100-00 · Rent - Other	637	819	(182)	5,412	9,826	(4,414)	9,826
Total 5100-00 · Rent	738	972	(234)	6,702	11,908	(5,206)	11,908
5310-00 · Telephone							
5320-00 · Telephone	121	253	(132)	1,698	3,036	(1,338)	3,036
Total 5310-00 · Telephone	121	253	(132)	1,698	3,036	(1,338)	3,036
5420-00 · Mail - USPS	8	50	(42)	96	1,000	(904)	1,000
5510-00 · Insurance/Bonding	0	55	(55)	242	775	(533)	775
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	0	0	0	892	500	392	500
5520-00 · Supplies - Other	25	83	(58)	668	1,000	(332)	1,000
Total 5520-00 · Supplies	25	83	(58)	1,560	1,500	60	1,500
5610-00 · Depreciation	0	8	(8)	0	96	(96)	96
5700-00 · Equipment Support & Maintenance	0	56	(56)	0	672	(672)	672
5710-00 · Taxes, Licenses & Fees	0	50	(50)	0	200	(200)	200
5740-00 · Equipment Rental/Leasing	166	250	(84)	2,110	2,990	(880)	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	375	(375)	0	1,500	(1,500)	1,500
Total 5900-00 · Professional Fees	0	375	(375)	0	1,500	(1,500)	1,500
6420-00 · Events							
6422-00 · Event Media	0			(300)			
6424-00 · Event Operation Expenses	(188)			(188)			
Total 6420-00 · Events	(188)			(488)			
6423-00 · Membership Activities							
6434-00 · Community Awards Dinner	520	0	520	26,290	27,500	(1,210)	27,500
6436-00 · Membership - Wnt/Sum Rec Lunch	23	2,500	(2,477)	3,492	5,000	(1,508)	5,000
6437-00 · Tuesday Morning Breakfast Club	0	650	(650)	5,436	7,150	(1,714)	7,150
6441-00 · Membership - Miscellaneous Exp	0			60			
6442-00 · Public Relations/Website	1	344	(343)	14,569	5,628	8,941	5,628
6444-00 · Trades	0			1,430	0	1,430	0
6423-00 · Membership Activities - Other	2,279	0	2,279	15,701	0	15,701	0
Total 6423-00 · Membership Activities	2,822	3,494	(672)	66,979	45,278	21,701	45,278
8100-00 · Cost of Goods Sold	0			707			

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

Accrual Basis

60 - Membership

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
8200-00 · Associate Relations	0	67	(67)	0	800	(800)	800
8500-00 · Credit Card Fees	328	250	78	4,158	3,000	1,158	3,000
8700-00 · Automobile Expenses	58	78	(20)	451	933	(483)	933
8750-00 · Meals/Meetings	93	150	(57)	1,003	1,800	(797)	1,800
8810-00 · Dues & Subscriptions	0	35	(35)	530	420	110	420
8920-00 · Bad Debt	7,838			12,938	0	12,938	0
Total Expense	14,381	13,174	1,207	183,909	161,240	22,669	161,240
Net Ordinary Income	(963)	2,614	(3,577)	18,390	37,270	(18,880)	37,270
Other Income/Expense							
Other Expense							
8990-00 · Allocated	2,754	1,908	846	25,932	25,046	886	25,046
Total Other Expense	2,754	1,908	846	25,932	25,046	886	25,046
Net Other Income	(2,754)	(1,908)	(846)	(25,932)	(25,046)	(886)	(25,046)
Net Income	(3,717)	706	(4,423)	(7,542)	12,224	(19,766)	12,224

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

70 - Administration

Accrual Basis

	Jun 19	Budget	\$ Over Budget	Jul '18 - Jun 19	YTD Budget	\$ Over Budget	Annual Budget
Ordinary Income/Expense							
Expense							
5000-00 · Salaries & Wages							
5020-00 · P/R - Tax Expense	(495)	2,152	(2,647)	22,918	25,577	(2,659)	25,577
5030-00 · P/R - Health Insurance Expense	1,308	2,648	(1,339)	20,959	31,770	(10,811)	31,770
5040-00 · P/R - Workmans Comp	82	249	(167)	1,644	2,251	(607)	2,251
5060-00 · 401 (k)	644	1,067	(423)	7,966	13,050	(5,084)	13,050
5070-00 · Other Benefits and Expenses	17	167	(150)	686	2,000	(1,314)	2,000
5000-00 · Salaries & Wages - Other	(2,949)	27,188	(30,136)	310,371	326,250	(15,879)	326,250
Total 5000-00 · Salaries & Wages	(1,392)	33,470	(34,862)	364,543	400,898	(36,355)	400,898
5100-00 · Rent							
5110-00 · Utilities	88	123	(35)	1,829	1,476	353	1,476
5140-00 · Repairs & Maintenance	87	375	(288)	5,379	4,500	879	4,500
5150-00 · Office - Cleaning	284	208	76	2,284	2,497	(213)	2,497
5100-00 · Rent - Other	2,332	2,176	156	29,643	26,107	3,536	26,107
Total 5100-00 · Rent	2,790	2,882	(92)	39,136	34,580	4,556	34,580
5310-00 · Telephone							
5320-00 · Telephone	656	1,000	(344)	9,303	12,000	(2,697)	12,000
5350-00 · Internet	0			25			
Total 5310-00 · Telephone	656	1,000	(344)	9,328	12,000	(2,672)	12,000
5420-00 · Mail - USPS							
5480-00 · Mail - Fed Ex	0			30	0	30	0
5420-00 · Mail - USPS - Other	29	88	(59)	(4,357)	1,059	(5,416)	1,059
Total 5420-00 · Mail - USPS	29	88	(59)	(4,327)	1,059	(5,386)	1,059
5510-00 · Insurance/Bonding	728	0	728	5,454	205	5,249	205
5520-00 · Supplies							
5525-00 · Supplies- Computer <\$1000	130	0	130	3,126	2,000	1,126	2,000
5520-00 · Supplies - Other	972	625	347	6,412	7,500	(1,088)	7,500
Total 5520-00 · Supplies	1,102	625	477	9,538	9,500	38	9,500
5610-00 · Depreciation	0	54	(54)	218	650	(432)	650
5700-00 · Equipment Support & Maintenance	66	330	(264)	2,711	3,955	(1,244)	3,955
5710-00 · Taxes, Licenses & Fees	823	1,042	(219)	10,850	12,500	(1,650)	12,500
5740-00 · Equipment Rental/Leasing	321	329	(8)	3,990	3,950	40	3,950
5800-00 · Training Seminars	1,736	417	1,319	2,510	5,000	(2,490)	5,000
5900-00 · Professional Fees							
5910-00 · Professional Fees - Attorneys	0	625	(625)	1,120	7,500	(6,380)	7,500
5920-00 · Professional Fees - Accountant	0	0	0	24,250	25,000	(750)	25,000
5921-00 · Professional Fees - Other	46,120	50,500	(4,380)	57,930	68,500	(10,570)	68,500
Total 5900-00 · Professional Fees	46,120	51,125	(5,005)	83,300	101,000	(17,700)	101,000
5941-00 · Research & Planning	0	0	0	10,100	0	10,100	0
6420-00 · Events							
6422-00 · Event Media	0			300			
Total 6420-00 · Events	0			300			
6423-00 · Membership Activities							
6442-00 · Public Relations/Website	0			(300)			
Total 6423-00 · Membership Activities	0			(300)	0	(300)	0
6742-00 · Non-NLT Co-Op Marketing Program	3,600	0	3,600	7,200	0	7,200	0
7500-00 · Trade Shows/Travel	0	0	0	372	0	372	0
8200-00 · Associate Relations	164	333	(169)	3,640	4,000	(361)	4,000
8300-00 · Board Functions	2,875	150	2,725	11,233	4,500	6,733	4,500
8500-00 · Credit Card Fees	0			313	0	313	0
8600-00 · Additional Opportunitites	1,088	467	621	6,713	5,600	1,113	5,600
8700-00 · Automobile Expenses	7	250	(243)	1,866	3,000	(1,134)	3,000
8750-00 · Meals/Meetings	0	120	(120)	2,290	1,440	850	1,440
8810-00 · Dues & Subscriptions	478	275	203	5,476	3,300	2,176	3,300
Total Expense	61,190	92,957	(31,767)	576,453	607,137	(30,684)	607,137
Net Ordinary Income	(61,190)	(92,957)	31,767	(576,453)	(607,137)	30,684	(607,137)
Other Income/Expense							
Other Income							
4700-00 · Revenues- Interest & Investment	0			17			
Total Other Income	0			17			
Other Expense							
8990-00 · Allocated	(61,190)	(92,957)	31,767	(576,269)	(607,137)	30,868	(607,137)
Total Other Expense	(61,190)	(92,957)	31,767	(576,269)	(607,137)	30,868	(607,137)
Net Other Income	61,190	92,957	(31,767)	576,286	607,137	(30,851)	607,137
Net Income	0	0	0	(167)	0	(167)	0

North Lake Tahoe Marketing Cooperative

Preliminary

Financial Statements for the Period Ending

June 30, 2019

North Lake Tahoe Marketing Cooperative

Balance Sheet

As of June 30, 2019

Accrual Basis

	Jun 30, 19	Jun 30, 18	\$ Change	% Change	Jun 30, 18
ASSETS					
Current Assets					
Checking/Savings					
1000-00 · Cash	362,536	479,914	(117,378)	(24%)	479,914
Total Checking/Savings	362,536	479,914	(117,378)	(24%)	479,914
Accounts Receivable					
1200-00 · Accounts Receivable	10,196	145,394	(135,198)	(93%)	145,394
Total Accounts Receivable	10,196	145,394	(135,198)	(93%)	145,394
Other Current Assets					
1300 · Reimbursements Receivable	4,362	0	4,362	100%	0
1350-00 · Security Deposits	100	100	0	0%	100
Total Other Current Assets	4,462	100	4,362	4,362%	100
Total Current Assets	377,194	625,408	(248,214)	(40%)	625,408
Other Assets					
1400-00 · Prepaid Expenses	12,340	6,289	6,051	96%	6,289
Total Other Assets	12,340	6,289	6,051	96%	6,289
TOTAL ASSETS	389,534	631,697	(242,164)	(38%)	631,697
LIABILITIES & EQUITY					
Liabilities					
Current Liabilities					
Accounts Payable					
2000-00 · Accounts Payable	380,857	442,239	(61,382)	(14%)	442,239
Total Accounts Payable	380,857	442,239	(61,382)	(14%)	442,239
Credit Cards					
2080 · Bank of the West Credit Cards					
2080-09 · MC_3126 Sarah	0	25	(25)	(100%)	25
Total 2080 · Bank of the West Credit Cards	0	25	(25)	(100%)	25
Total Credit Cards	0	25	(25)	(100%)	25
Total Current Liabilities	380,857	442,264	(61,407)	(14%)	442,264
Total Liabilities	380,857	442,264	(61,407)	(14%)	442,264
Equity					
32000 · Unrestricted Net Assets	189,433	176,268	13,165	7%	176,268
Net Income	(180,756)	13,164	(193,920)	(1,473%)	13,164
Total Equity	8,677	189,432	(180,755)	(95%)	189,432
TOTAL LIABILITIES & EQUITY	389,534	631,697	(242,164)	(38%)	631,697

North Lake Tahoe Marketing Cooperative

A/R Aging Summary

As of June 30, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Granlibakken Resort*	0.00	0.00	0.00	0.00	1,118.83	1,118.83
IVCBVB	0.00	0.00	0.00	390.00	0.00	390.00
Jake's on the Lake*	0.00	800.00	0.00	0.00	0.00	800.00
Resort at Squaw Creek*	0.00	0.00	0.00	0.00	2,610.39	2,610.39
Tahoe Luxury Properties	0.00	800.00	0.00	0.00	0.00	800.00
Tahoe Mountain Lodging	800.00	0.00	0.00	0.00	0.00	800.00
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	750.00	0.00	0.00	1,646.48	2,396.48
TOTAL	<u><u>800.00</u></u>	<u><u>2,350.00</u></u>	<u><u>0.00</u></u>	<u><u>390.00</u></u>	<u><u>6,655.61</u></u>	<u><u>10,195.61</u></u>

North Lake Tahoe Marketing Cooperative
A/P Aging Summary
As of June 30, 2019

	<u>Current</u>	<u>1 - 30</u>	<u>31 - 60</u>	<u>61 - 90</u>	<u>> 90</u>	<u>TOTAL</u>
Amber Burke	48.55	0.00	0.00	0.00	0.00	48.55
Anna Atwood	107.34	0.00	0.00	0.00	0.00	107.34
Augustineldeas	6,506.50	0.00	0.00	0.00	0.00	6,506.50
Big Blue Adventure, LLC	35,000.00	0.00	0.00	0.00	0.00	35,000.00
bigtruck	2,667.52	0.00	0.00	0.00	0.00	2,667.52
Black Diamond Agency Ltd	3,000.00	0.00	0.00	0.00	0.00	3,000.00
Fallon Multimedia	0.00	0.00	0.00	0.00	0.00	0.00
FedEx	31.62	0.00	0.00	0.00	0.00	31.62
Gate 7 Pty Ltd*	1,734.65	0.00	0.00	0.00	0.00	1,734.65
Greg Howey	277.80	0.00	0.00	0.00	0.00	277.80
Herrmann Global, Inc.	4,000.00	0.00	0.00	0.00	0.00	4,000.00
IVCB Visitors Bureau	8,379.07	0.00	0.00	0.00	0.00	8,379.07
Jeremy Jacobson	0.00	0.00	0.00	0.00	0.00	0.00
Lotus Radio Corp. - Reno	1,016.00	0.00	0.00	0.00	0.00	1,016.00
NLTRA	15,896.74	0.00	0.00	0.00	0.00	15,896.74
Reno Sparks Convention & VB	0.00	0.00	0.00	0.00	0.00	0.00
Richter7	192,882.32	24,000.00	0.00	0.00	0.00	216,882.32
RKPR*	0.00	0.00	0.00	0.00	0.00	0.00
Sarah Winters	247.04	0.00	0.00	0.00	0.00	247.04
School of Thought Inc	0.00	0.00	0.00	0.00	0.00	0.00
Smith & Jones, Inc.	27,498.20	0.00	0.00	0.00	0.00	27,498.20
Spinnaker DME	706.04	0.00	0.00	0.00	0.00	706.04
Strategic Marketing & Research Insights	21,500.00	0.00	0.00	0.00	0.00	21,500.00
Tasmark Enterprises	0.00	0.00	0.00	0.00	0.00	0.00
The Abbi Agency, Inc	34,557.30	0.00	0.00	0.00	0.00	34,557.30
Twenty Two Media Group	800.00	0.00	0.00	0.00	0.00	800.00
TOTAL	<u>356,856.69</u>	<u>24,000.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>380,856.69</u>

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

June 2019

Accrual Basis

	Jun 19	Budget	Jul '18 - Jun 19	YTD Budget	Annual Budget
Income					
4000-00 · LTIVCBVB Funding	66,504	66,504	942,000	942,000	942,000
4001-00 · NLTRA Funding	121,652	121,652	1,459,827	1,459,822	1,459,822
4004-00 · IVCBVB Entertainment	0	0	8,000	8,000	8,000
Total Income	<u>188,156</u>	<u>188,156</u>	<u>2,409,827</u>	<u>2,409,822</u>	<u>2,409,822</u>
Gross Profit	188,156	188,156	2,409,827	2,409,822	2,409,822
Expense					
5000-00 · CONSUMER MARKETING					
5001-00 · Broadcast / Radio - High Notes	1,233		20,717	20,000	20,000
5002-00 · Consumer Print	(2,400)	0	47,775	40,000	40,000
5002-01 · Native Display	15,000	8,000	28,713	50,000	50,000
5004-00 · Trip Advisor	8,393	11,459	106,302	95,000	95,000
5005-00 · Paid Social	51,624	24,750	176,025	135,000	135,000
5005-01 · Digital Display	45,405	15,938	178,963	115,004	115,004
5005-02 · Retargeting Video	0	1,500	0	10,000	10,000
5007-00 · Creative Production	(267)	10,000	182,153	121,000	121,000
5010-00 · Account Strategy & Management	7,000	7,000	84,000	84,000	84,000
5010-01 · Digital Management & Reporting	3,000	3,000	36,000	36,000	36,000
5010-02 · Website Strategy & Analysis	2,000	2,000	24,000	24,000	24,000
5013-00 · Outdoor	0	0	111,000	95,000	95,000
5015-00 · Video	1,643	3,000	15,637	25,000	25,000
5017-00 · Rich Media	21,817	12,500	70,000	50,000	50,000
5018-00 · Media Commission	22,395	12,501	106,174	98,796	98,796
5018-01 · Digital Ad Serving	918	625	2,073	7,500	7,500
5018-03 · Strategic Marketing Plan	0		0	3,500	3,500
5020-00 · Search Engine Marketing	8,218	8,000	50,148	50,000	50,000
5022-00 · Email	13,347	11,025	44,999	45,000	45,000
5023-00 · Additional Opportunities	0		0	40,479	40,479
5025-00 · Expedia	0	0	0	30,000	30,000
Total 5000-00 · CONSUMER MARKETING	<u>199,327</u>	<u>131,298</u>	<u>1,284,679</u>	<u>1,175,279</u>	<u>1,175,279</u>
5110-00 · LEISURE SALES					
5107-00 · Creative Production	0	500	12,536	2,500	2,500
5111-00 · FAMS - Domestic	0	250	947	1,250	1,250
5112-00 · Training / Sales Calls	391	0	2,013	3,500	3,500
5113-00 · Additional Opportunities	500	0	6,194	7,000	7,000
5115-00 · Travel Agent Incentive Program	0	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	2,567	0	4,785	6,500	6,500
5132-00 · FAMS -Intl - Media	4,326	1,000	11,690	12,000	12,000
5133-00 · Ski-Tops	0	0	1,226	3,250	3,250
5134-00 · Intl Marketing - Additional Opp	0	3,000	3,835	13,000	13,000
5136-00 · Tour Operator Brochure Support	0	0	5,500	6,000	6,000
5137-00 · Co-op Opportunities	2,800	0	8,939	13,000	13,000
5141-00 · Australian Sales Mission	0	0	2,456	5,500	5,500
5142-00 · UK Sales Mission	837	1,500	7,765	5,500	5,500
5143-00 · Mountain Travel Symposium	0	0	4,978	5,500	5,500
5144-00 · IPW - POW WOW	5,965	(4,000)	13,452	9,000	9,000
5145-00 · TIA Annual Dues	0	0	2,635	2,500	2,500
5146-00 · UK / Black Diamond	3,000	0	35,107	45,000	45,000
5147-00 · AUS / Gate 7	2,567	0	41,866	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	0	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	402		7,665		
5154-00 · Canada - Other	0	0	27,456	25,000	25,000
Total 5154-00 · Canada	<u>402</u>	<u>0</u>	<u>35,121</u>	<u>25,000</u>	<u>25,000</u>
5155-00 · California Star Program	0		3,500	3,500	3,500
Total 5110-00 · LEISURE SALES	<u>23,354</u>	<u>2,250</u>	<u>224,579</u>	<u>235,445</u>	<u>235,445</u>
5200-00 · PUBLIC RELATIONS					
5200-01 · Strategy, Reporting, Mgmt, Etc.	2,200	2,200	26,400	26,400	26,400
5201-00 · National, Regional, & Local PR	5,000	5,000	60,000	60,000	60,000
5202-00 · PR Program/ Content Dev - Blogs	1,800	1,800	21,600	21,600	21,600
5204-00 · Media Mission(s)	0	0	6,691	10,600	10,600
5206-00 · Digital Buy/ Social Media Boost	500	500	6,000	6,000	6,000
5207-00 · Content Campaigns/Tools-My Emma	300	300	3,600	3,600	3,600
5208-00 · International Travel Media FAMS	3,000	3,000	12,053	12,000	12,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

June 2019

Accrual Basis

	Jun 19	Budget	Jul '18 - Jun 19	YTD Budget	Annual Budget
5209-00 · Domestic Travel Media FAMS	3,946	3,208	32,216	38,500	38,500
5210-00 · Content Dev - Newsletters	2,000	2,000	24,000	24,000	24,000
5211-00 · Social Media Strategy & Mgmt	4,000	4,000	48,000	48,000	48,000
5212-00 · Social Giveaways & Contests	0	0	9,200	8,900	8,900
5213-00 · Facebook Live	4,500	1,620	6,000	6,480	6,480
5214-00 · Social Takeover	6,312	1,100	13,000	13,000	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
Total 5200-00 · PUBLIC RELATIONS	33,557	24,728	296,086	301,080	301,080
6000-00 · CONFERENCE SALES					
6002-00 · Destination Print	0	0	20,800	20,500	20,500
6003-00 · Geo-Fence Targeting	0	0	3,000	3,000	3,000
6004-00 · Email	2,500	850	15,300	10,200	10,200
6004-01 · Newsletter	0	1,650	0	5,950	5,950
6005-00 · Paid Media	3,351	790	12,037	12,154	12,154
6006-00 · CVENT	0	0	13,196	13,196	13,196
6007-00 · Creative Production	0	2,000	48,832	20,000	20,000
6008-00 · Conference PR / Social Outreach	1,000	1,000	12,000	12,000	12,000
6010-00 · Collateral Production	0	0	0	7,500	7,500
6018-00 · MCC Media Commission	702	428	9,744	8,450	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	6,000	6,000	6,000	6,000
6152-00 · Client Events / Opportunities	5,789	7,500	21,313	18,000	18,000
6153-00 · Chicago Sales Rep Support	1,224	0	8,982	10,000	10,000
Total 6000-00 · CONFERENCE SALES	15,066	20,218	171,241	152,150	152,150
6100-00 · TRADE SHOWS					
6111-00 · Site Inspections	0	1,000	5,751	7,000	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	553	0	2,556	3,000	3,000
6127-00 · CalSAE Annual	31	0	6,900	6,700	6,700
6136-00 · Mountain Travel Symposium	0	0	674	4,895	4,895
6143-00 · Connect Marketplace	0	0	9,802	10,000	10,000
6144-00 · ASAE XDP	0	0	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	0	1,396	1,500	1,500
6154-00 · HelmsBriscoe ABC	756	0	5,961	5,500	5,500
6156-00 · Connect California	0	0	4,208	5,000	5,000
6156-02 · Connect Chicago	0	0	3,700	4,000	4,000
6156-03 · Connect New England	0	2,500	5,323	6,250	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	625	0	1,663	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	4,422	5,000	4,422	5,000	5,000
6166-00 · Sports Commission	2,844	0	3,639	2,900	2,900
6167-00 · Nor Cal DMO	0	1,000	429	4,500	4,500
6100-00 · TRADE SHOWS - Other	0	0	1,423	0	0
Total 6100-00 · TRADE SHOWS	9,231	9,500	117,441	134,145	134,145
6106-00 · CalSAE Seasonal Spectacular	0	0	(2,537)	0	0
7000-00 · COMMITTED & ADMIN EXPENSES					
5008-00 · Cooperative Programs	4,334	15,000	44,635	51,000	51,000
5009-00 · Fulfillment / Mail	524	0	11,037	13,000	13,000
5021-00 · RASC-Reno Air Service Corp	0	0	100,000	100,000	100,000
5123-00 · HSV - High Sierra Visitors	0	0	2,000	2,250	2,250
7001-00 · Miscellaneous	0	250	599	3,000	3,000
7002-00 · CRM Subscription	833	0	10,000	10,000	10,000
7003-00 · IVCBVB Entertainment Fund	1,739	2,000	6,229	8,000	8,000
7004-00 · Research	45,922	24,000	53,204	45,000	45,000
7005-00 · Film Festival	0	0	15,000	15,000	15,000
7006-00 · Special Events	35,000	10,000	35,000	45,000	45,000

North Lake Tahoe Marketing Cooperative Profit & Loss Budget Performance

June 2019

Accrual Basis

	Jun 19	Budget	Jul '18 - Jun 19	YTD Budget	Annual Budget
7007-00 · Destimetrics / DMX	0	0	33,350	33,352	33,352
7008-00 · Opportunistic Funds	467	0	99,300	16,600	16,600
7009-00 · Tahoe Cam Usage	0	177	1,062	2,124	2,124
8700-00 · Automobile Expense*	2,339	200	6,634	2,400	2,400
7000-00 · COMMITTED & ADMIN EXPENSES - Other	0		(5,779)		
Total 7000-00 · COMMITTED & ADMIN EXPENSES	91,158	51,627	412,271	346,726	346,726
8000-00 · WEBSITE CONTENT & MAINTENANCE					
8002-00 · Content Manager Contractor	3,583	3,750	43,000	45,000	45,000
8003-00 · Website Hosting Maintenance	23,218	0	43,823	20,000	20,000
Total 8000-00 · WEBSITE CONTENT & MAINTENANCE	26,802	3,750	86,823	65,000	65,000
Total Expense	398,494	243,371	2,590,583	2,409,825	2,409,825
Net Income	(210,338)	(55,215)	(180,756)	(3)	(3)

KEY METRICS FOR June 30, 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	3,354,080	\$ 18,289,883
2017 - 2018	6,273,044	3,449,899	5,631,708	3,192,729	\$ 18,547,380
2018 - 2019	7,059,228	4,018,911	6,841,357	221,013	\$ 18,140,509

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	42,270	41,841	44,438	42,292	-4.83%
Phone	2,607	3,297	3,024	2,806	-7.21%
Email	231	343	378	404	6.88%
Kings Beach (Walk In)	8,609	3,926	8,733	11,881	36.05%
MT - Event Traffic	3,441	6,800	6,509	5,113	-21.45%
Total	57,158	56,207	63,082	62,496	-0.93%

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%
Total	\$ 2,542,230	\$ 2,831,104	\$ 3,179,417	\$ 3,080,242	-3.12%

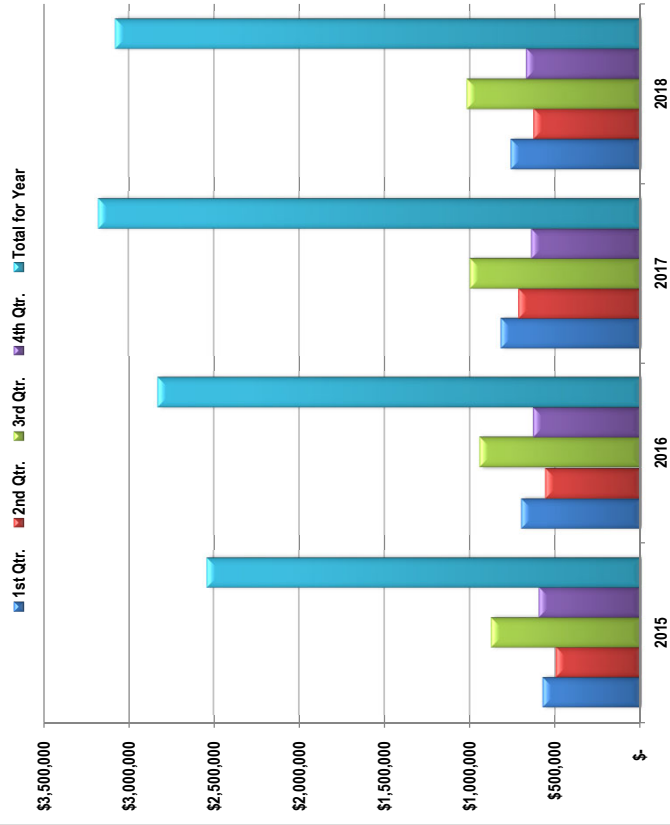
Unemployment Rates - EDD				
California (pop. 38,332,521)	June 2014	July 2015	Aug 2016	May 2019
Placer County (367,309)	7.1%	6.7%	5.5%	4.3%
Dollar Point (1,215)	6.0%	5.2%	4.7%	2.7%
Kings Beach (3,893)	7.1%	6.1%	1.1%	1.5%
Sunnyside/Tahoe City (1,557)	6.0%	6.8%	6.1%	1.6%
Tahoe Vista (1,433)	7.0%	5.7%	5.1%	3.5%
	10.1%	8.9%	4.3%	2.2%

Destimetrics Reservations Activity				
	FYTD 17/18	FYTD 18/19	YOY % Change	
Occupancy	54.8%	50.9%	-7.1%	
ADR (Average Daily Rate)	\$ 305	\$ 311	2.0%	
RevPAR (Rev per Available Room)	\$ 167	\$ 158	-5.2%	
Occupancy 1 Mth Forecast	60.4%	59.3%	-1.8%	
ADR 1 Mth Forecast	\$ 419	\$ 413	-1.3%	
RevPAR 1 Mth Forecast	\$ 253	\$ 245	-3.1%	
Occupancy (prior 6 months)	46.9%	50.4%	7.4%	
ADR (prior 6 months)	\$ 284	\$ 294	3.7%	
RevPAR (prior 6 months)	\$ 133	\$ 148	11.3%	
Occupancy (next 6 months)	27.2%	27.3%	0.6%	
ADR (next 6 months)	\$ 362	\$ 365	1.1%	
RevPAR (next 6 months)	\$ 98	\$ 100	1.6%	

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

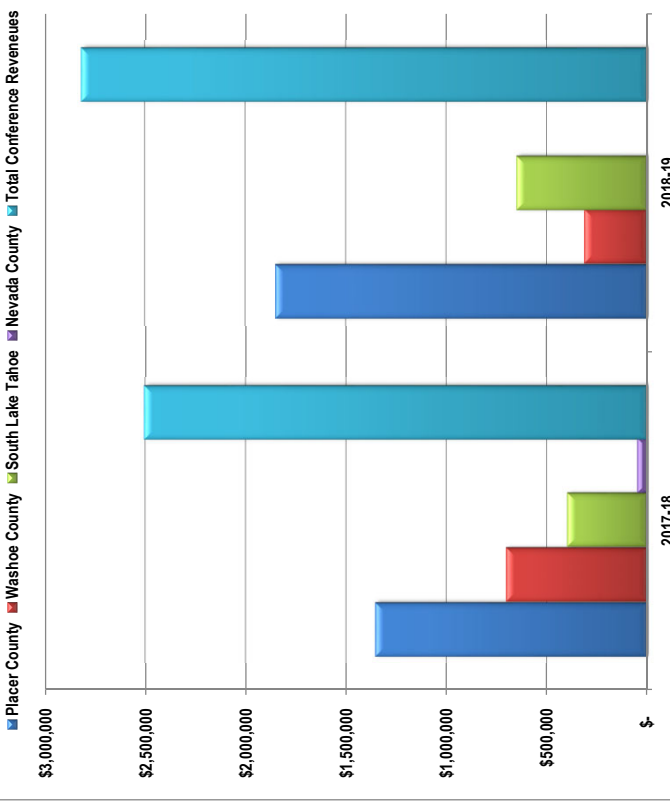
Conference Revenue Statistics Comparison FYTD 17/18 vs. FYTD 18/19 at 6/30/2019					
FORWARD LOOKING	2017-18		2018-19		YOY % Change
	Actuals	Forecasted	Forecasted	Forecasted	
Total Revenue Booked	\$ 2,587,255	\$ 2,507,508	\$ 2,818,476	\$ 2,818,476	12.40%
Commission for this Revenue	\$ 60,863	\$ 60,279	\$ 81,900	\$ 81,900	35.87%
Number of Room Nights	13,062	16,557	13,212	13,212	-20.20%
Number of Bookings	76	90	67	67	-25.56%
Conference Revenue And Percentage by County:					
	17-18	18-19			
Placer	54%	66%	\$ 1,408,710	\$ 1,355,015	\$ 1,852,363
Washoe	28%	11%	\$ 730,318	\$ 704,266	\$ 314,610
South Lake	16%	23%	\$ 397,939	\$ 397,939	\$ 651,503
Nevada	2%	0%	\$ 50,288	\$ 50,288	\$ -
Total Conference Revenue	100%	100%	\$ 2,587,255	\$ 2,507,508	\$ 2,818,476
CURRENT					12.40%
NLT - Annual Revenue Goal			\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal			\$ 70,000	\$ 50,000	-28.57%

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



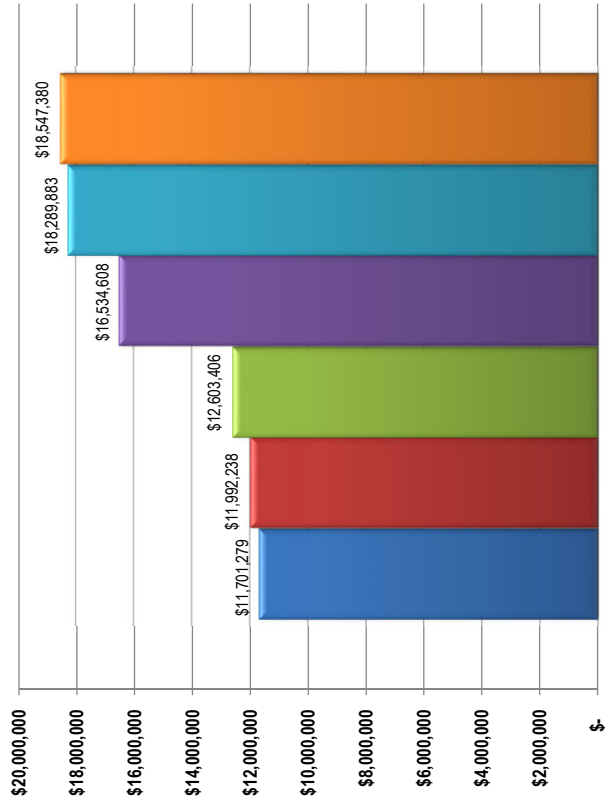
Quarter	2015	2016	2017	2018	YOY % Change
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Second (Apr - June)	\$ 495,699	\$ 558,566	\$ 716,779	\$ 627,831	-12.41%
Third (Jul - Sept)	\$ 875,768	\$ 943,574	\$ 1,001,144	\$ 1,018,271	1.71%
Fourth (Oct - Dec)	\$ 596,985	\$ 629,807	\$ 641,261	\$ 671,770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

Conference Revenue Statistics & Revenue Share by County



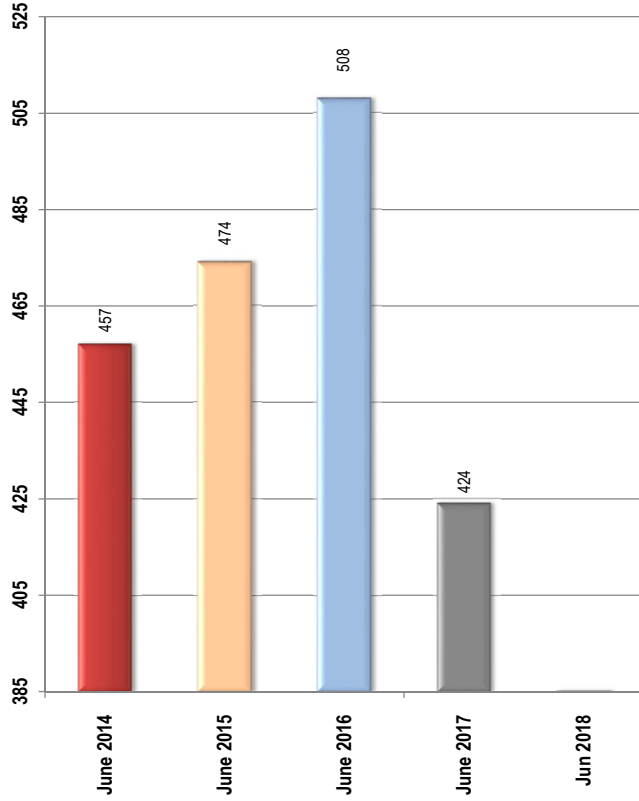
Category	2017-18	2018-19	YOY % Change
NLT - Annual Revenue Goal	\$ 2,500,000	\$ 2,500,000	0.00%
Annual Commission Goal	\$ 70,000	\$ 50,000	-28.57%
Conference Revenue And Percentage by County:			
Placer	\$ 1,355,015	\$ 1,852,363	36.70%
Washoe	\$ 704,266	\$ 314,610	-55.33%
South Lake	\$ 397,939	\$ 651,503	63.72%
Nevada	\$ 50,288	\$ -	-100.00%
Total Conference Revenue	\$ 2,507,508	\$ 2,818,476	12.40%

5-Year Annual TOT Collections (Fiscal Year Basis)



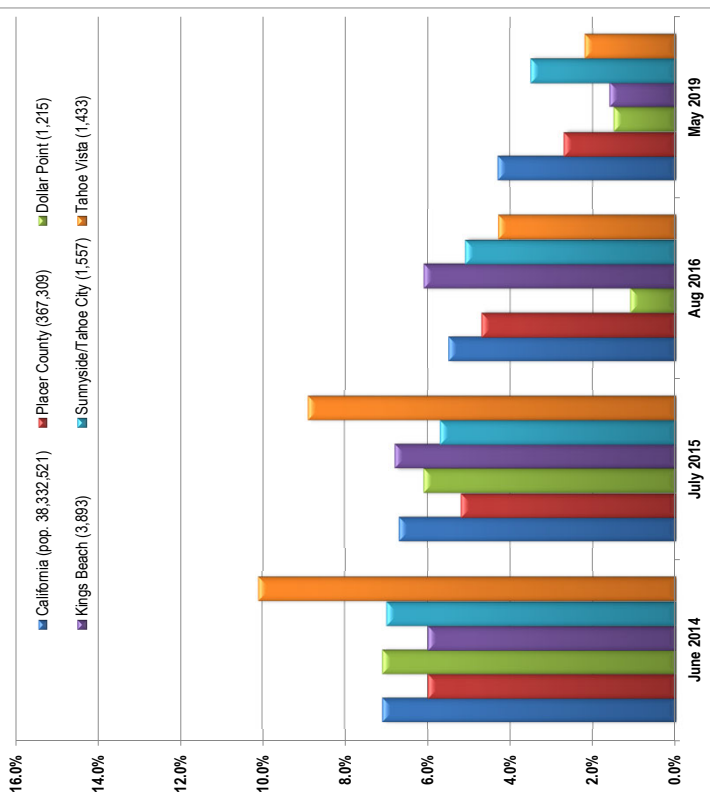
Total District 5 TOT Collections by Quarter 2010 - 2018 (as reported thru January 2019)					
Fiscal Year	Q1 (Jul - Sep)	Q2 (Oct - Dec)	Q3 (Jan - Mar)	Q4 (Apr - Jun)	Total
2012 - 2013	\$ 3,882,952	\$ 2,106,483	\$ 4,263,868	\$ 1,447,976	\$ 11,701,279
2013 - 2014	\$ 4,525,882	\$ 2,145,820	\$ 3,569,535	\$ 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
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2017 - 2018	\$ 6,273,044	\$ 3,449,899	\$ 5,631,708	\$ 3,192,729	\$ 18,547,380
2018 - 2019	\$ 7,059,228	\$ 4,018,911	\$ 6,841,357	\$ 221,013	\$ 18,140,509

Chamber Membership (# of Members)



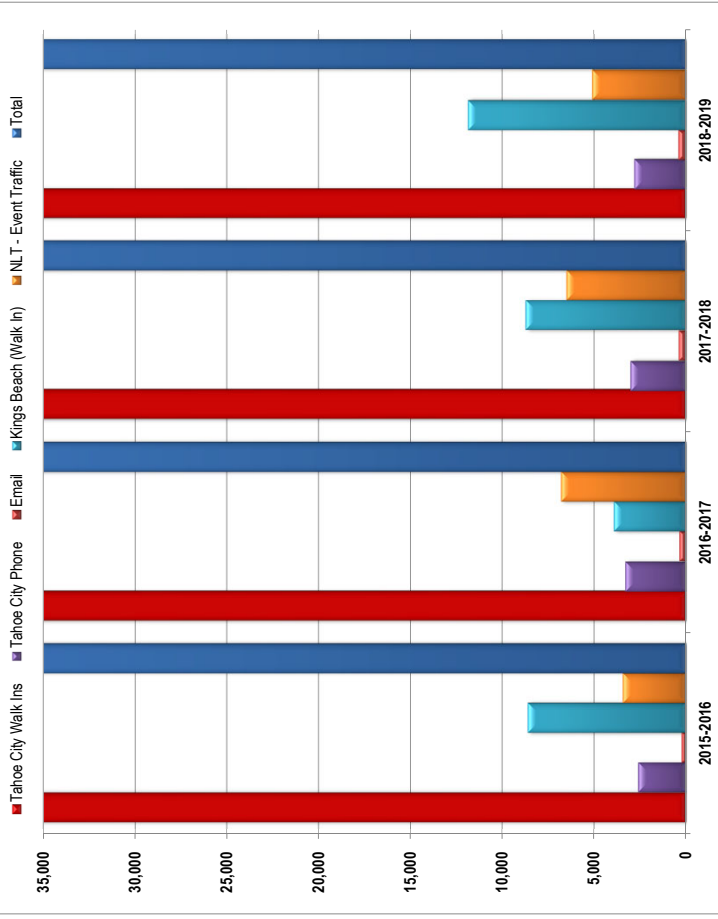
Chamber Of Commerce Total Membership	
June 2014	457
June 2015	474
June 2016	508
June 2017	424
Jun 2018	378

Unemployment Rates by Region



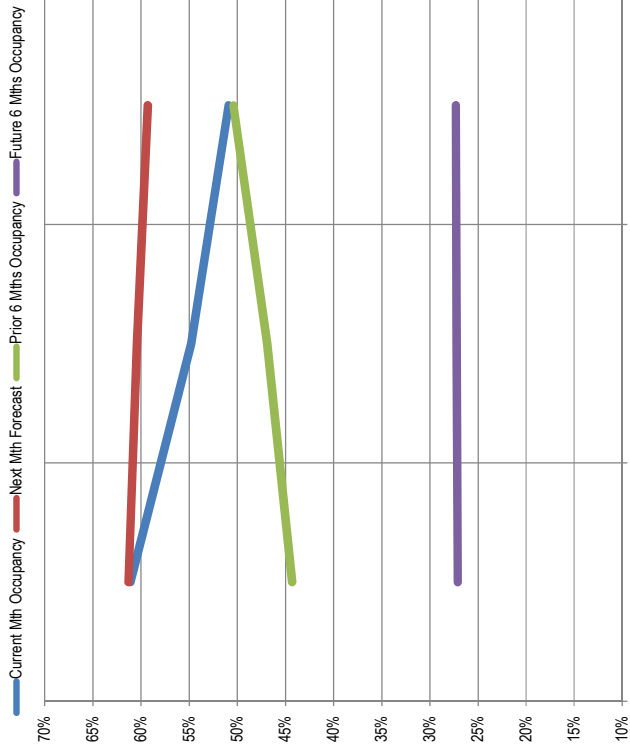
Unemployment Rates - EDD	June 2014	July 2014	Aug 2014	June 2015	July 2015	Aug 2015	June 2016	July 2016	Aug 2016	May 2019
California (pop. 38,332,521)	7.1%	6.0%	7.1%	7.1%	6.1%	6.1%	6.7%	5.2%	4.7%	4.3%
Placer County (367,309)	6.0%	7.1%	6.0%	6.0%	6.8%	6.1%	4.7%	1.1%	1.1%	2.7%
Dollar Point (1,215)	7.0%	7.1%	6.0%	5.7%	6.8%	6.1%	6.1%	6.1%	6.1%	1.5%
Kings Beach (3,893)	10.1%	7.0%	7.0%	5.7%	5.7%	5.1%	5.1%	5.1%	5.1%	3.5%
Sunnyside/Tahoe City (1,557)	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	2.2%
Tahoe Vista (1,433)	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	4.3%	2.2%

Visitor Information - FYTD YOY



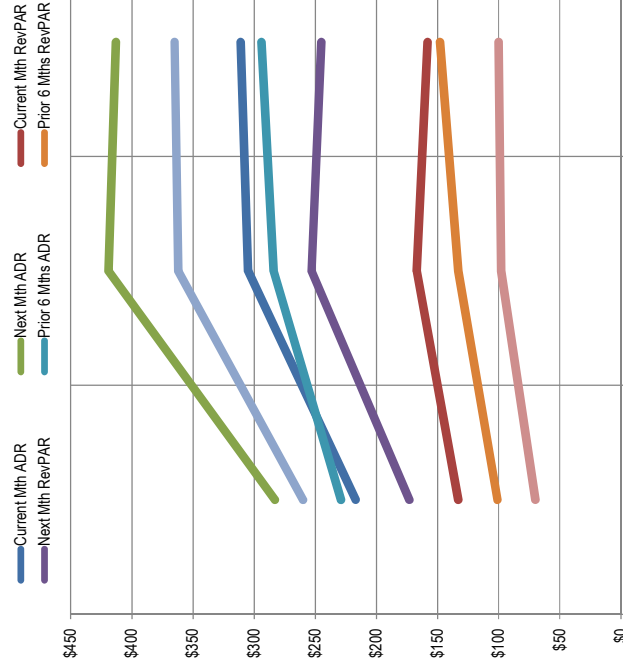
Referrals -	2015-2016	2016-2017	2017-2018	2018-2019	YOY % Change
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Phone	2,607	3,297	3,024	2,806	-7.21%
Email	231	343	378	404	6.88%
Kings Beach (Walk In)	8,609	3,926	8,733	11,881	36.05%
NLT - Event Traffic	3,441	6,800	6,509	5,113	-21.45%
Total	57,158	56,207	63,082	62,496	-0.93%

Destimetrics Occupancy in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
Occupancy	61.1%	54.8%	50.9%	-7.1%
Occupancy 1 Mth Forecast	61.3%	60.4%	59.3%	-1.8%
Occupancy (prior 6 months)	44.3%	46.9%	50.4%	7.4%
Occupancy (next 6 months)	27.1%	27.2%	27.3%	0.6%

Destimetrics RevPAR in NLT Comparisons



Destimetrics Reservations Activity	FYTD 14/15	FYTD 17/18	FYTD 18/19	Y-O-Y Change
ADR (Average Daily Rate)	\$217	\$305	\$311	2.0%
RevPAR (Rev per Available Room)	\$133	\$167	\$158	-5.2%
ADR 1 Mth Forecast	\$283	\$419	\$413	-1.3%
RevPAR 1 Mth Forecast	\$173	\$253	\$245	-3.1%
ADR (prior 6 months)	\$229	\$284	\$294	3.7%
RevPAR (prior 6 months)	\$101	\$133	\$148	11.3%
ADR (next 6 months)	\$260	\$362	\$365	1.1%
RevPAR (next 6 months)	\$70	\$98	\$100	1.6%

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

Month*Yr June 2019
Employee Bavetta, Bonnie

POSTING DATE	DOC REF	VENDOR	RECEIPT OR INVOICE #	PURPOSE	PAID BY CC	OUT OF POCKET	BUDGET CODE
06.01.2019	A	Adobe Inc.	1039053966	Adobe Acrobat Pro Sub for DeWitt Van Sicien	14.99		8810-0070
06.03.2019	B	Adobe Inc.	1039365136	Adobe Acrobat Pro sub for Dawn Teran (refund requested) <u>B Bavetta</u>	14.99		8810-0070
06.07.2019	C	Crepe Hearts	63908	Associate Relations	33.00		8200-0070
06.07.2019	D	Crepe Hearts	11543	Associate Relations	28.00		8200-0070
06.10.2019	E	Tahoe House Inc.	42681	Associate Relations during staff training	6.50		8200-0070
06.11.2109	F	Crashplan Pro	62753971900	monthly server backup	9.99		5525-0070
06.24.2019	G	Staples	9800695656	Desk Chair for staff accountant	128.69		5520-0070
06.24.2019	H	Intermedia.net Inc.	<u>1967079166</u>	phone system for NLTRA	654.28		5320-00/Alloc C
06.24.2019	I	Constant Contact	230536112	Constant Contact Toolkit - Email Plus	125.00		8810-0070
06.24.2019	J	Staples	9800695656	A/C unit for NLTRA offices	169.55		5520-0070
06.28.2019	K	Cornerstone Bakery	78259	Associate Relations	21.00		8200-0070
	L						
	M						
	N						
	O						
	P						
	Q						
	R						
	S						
	T						
	U						
	V						
	W						
	X						
	Y						
	Z						
MILEAGE REIMBURSEMENT							
	Attach 1	Mileage	See Attached Mileage Report			0.00	8700-00-70
			Mileage Reimbursed Through Payroll				
TOTAL - CREDIT CARD EXPENSES							
TOTAL - EXPENSES TO BE REIMBURSED (OUT OF POCKET)					1,205.99		

Signed By:  Approved By: _____
Date: 7/12/19 Date: _____

ACCOUNTING			
DATE RECEIVED	DATE ENTERED	CFO APPROVAL	DATE SCANNED
<u>06/27/19</u>	<u>7/13/19</u>	<u>BVB</u>	<u>7/12/19</u>



BANK OF THE WEST
BNP PARIBAS

BANKCARD CENTER
PO BOX 84043
COLUMBUS GA 31908-4043

MEMO STATEMENT

Account Number	XXXX-XXXX-0119-2321
Statement Date	JUN 28, 2019
Total Activity	\$1,205.99

**** 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	\$1,205.99		\$0.00		\$0.00		\$1,205.99

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
05-31	05-30	55310209150026669544818	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 66954481 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
06-03	05-31	55310209151026671271789	ADOBE *ACROPRO SUBS 8008336687 CA Tax ID: 770019522 Mer Ref: 67127178 Mer Zip: 95110 Origin Zip: 95110 Dest Ctry: USA	14.99
06-07	06-06	55432869157200832568205	SQU*SQ *CREPE HEARTS Tahoe City CA Tran: 00023058430122369 Tax ID: 800429876 Mer Ref: 00023058430122369 Mer Zip: 96145 Origin Zip: 96145 Dest Zip: 96145 Dest Ctry: USA Product Code: 099 Desc: Kombucha Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 6.00 Product Code: 099 Desc: Cup Deposit Qty: 300.00 Unit: NMB Disc: N Ext Item Amt: 15.00 Product Code: 099 Desc: Kombucha Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 6.00 Product Code: 099 Desc: Lemonade Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 6.00	33.00
06-07	06-06	55432869157200832595257	SQU*SQ *CREPE HEARTS Tahoe City CA Tran: 00023058430122369 Tax ID: 800429876 Mer Ref: 00023058430122369 Mer Zip: 96145 Origin Zip: 96145 Dest Zip: 96145 Dest Ctry: USA Product Code: 099 Desc: Florentine Qty: 200.00 Unit: NMB Disc: N Ext Item Amt: 28.00	28.00
06-10	06-07	55432869158200065445856	SQU*SQ *TAHOE HOUSE BA Tahoe City CA Tran: 00011529215086067 Tax ID: 800429876 Mer Ref: 00011529215086067 Mer Zip: 96145 Origin Zip: 96145 Dest Zip: 96145 Dest Ctry: USA Product Code: 099 Desc: 6 Pack Brownies Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 6.50	6.50

A
B
C
D
E

For Customer Service, Call:	Account Number	Account Summary	
	1-866-432-8161	XXXX-XXXX-0119-2321	Purchases & Other Charges
Send Billing Inquiries to: BANKCARD CENTER PO BOX 84043 COLUMBUS GA 31908-4043	Statement Date	Cash Advances	\$0.00
	JUN 28, 2019	Fees	\$0.00
	Credit Limit	Credits	\$0.00
	\$20,000	Payments	\$0.00
	Disputed Amount	Total Activity	\$1,205.99
	\$0.00		

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	JUN 28, 2019	Total Activity	\$1,205.99
Credit Limit	\$20,000	Single Purchase Limit	\$0.00
BONNIE L BAVETTA			
XXXX-XXXX-0119-2321			

ACCOUNT ACTIVITY				
Posting Date	Transaction Date	Reference Number	Transaction Description	Amount
06-11	06-10	75418239161074515985325	DRI*CRASHPLAN FOR SB 888-3148842 MN Tax ID: 411901640 Mer Zip: 55343	9.99
06-24	06-21	05410199172105202529709	STAPLES DIRECT 800-3333330 MA Tax ID: 042896127 Mer Zip: 01702 Origin Zip: 06260 Dest Zip: 96145 Dest Ctry: USA Tax: 8.70 Product Code: 136815 Desc: STAPLES CARDER MESH BACK FABRIC COM Qty: 1 Unit: EA Disc: N Ext Item Amt: 199.99	128.69
06-24	06-21	55480779173026922860356	INTERMEDIA.NET INC 6506414000 WA Tran: 5262635 Tax ID: 411816682 Mer Ref: 5262635 Mer Zip: 98007 Origin Zip: 98007 Dest Zip: 96145 Dest Ctry: USA Tax: 44.48 Product Code: DEFAULT Desc: INTERMEDIA HOSTED SERVICES Qty: 1 Unit: ITE Disc: N Ext Item Amt: 609.80	654.28
06-24	06-22	75418239173075125881776	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
06-24	06-22	05410199174105202529707	STAPLES DIRECT 800-3333330 MA Tax ID: 042896127 Mer Zip: 01702 Origin Zip: 06260 Dest Zip: 96145 Dest Ctry: USA Tax: 11.46 Product Code: 1781833 Desc: LUMA COMFORT PORTABLE EVAPORATIVE C Qty: 1 Unit: EA Disc: N Ext Item Amt: 158.09	169.55
06-28	06-27	55432869178200533179109	SQ *SQ *CORNERSTONE BA TRUCKEE CA Tran: 00011529215086406 Tax ID: 800429876 Mer Ref: 00011529215086406 Mer Zip: 96161 Origin Zip: 96161 Dest Zip: 96161 Dest Ctry: USA Product Code: 099 Desc: Scone Qty: 400.00 Unit: NMB Disc: N Ext Item Amt: 12.00 Product Code: 099 Desc: Apple gallette Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 6.00 Product Code: 099 Desc: Muffins Qty: 100.00 Unit: NMB Disc: N Ext Item Amt: 3.00	21.00

F
G
H
I
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K



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: 1039053966
Invoice Date: MAY-29-19
Payment Terms: Credit Card
Due Date: JUN-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>					
North America			Invoice Totals		
		S & H	Sales Tax	Currency	Qty Shipped
		0.00	0.00	USD	1
					Invoice Total
					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: 1039365136
Invoice Date: MAY-30-19
Payment Terms: Credit Card
Due Date: JUN-06-19
Purchase Order: ADD005588015
Contract No 00004490
Order Number: 5011731811
Order Date: DEC-30-16
Customer No.: 1452233
Bill to No. 542204552
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	
North America		Invoice Totals				
		S & H	Sales Tax	Currency	Qty Shipped	Invoice Total
		0.00	0.00	USD	1	14.99

Comments:



Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Crêpe Hearts

2 messages

Crêpe Hearts via Square <receipts@messaging.squareup.com>
Reply-To: Crêpe Hearts via Square
<CAESOhIAGixyX21memdreXJzbl5dGV6c3duYnV2c3N0aGtqa3VnMmJ0amZsZzQ1c25peSIIZGIhbG9ndWUuIL3uOy0E3XsPTAmxc6e1LP2KM1bZYOE1QQFHul+A1+0q@reply2.squareup.c
To: bonnie@gotahoenorth.com

Thu, Jun 6, 2019 at 12:3

Square automatically sends receipts to the email address you used at any Square seller. [Learn more](#)



Crêpe Hearts

How was your experience?



\$33.00

Kombucha	\$6.00
Cup Deposit × 3	\$15.00
(\$5.00 ea.)	
Kombucha	\$6.00
Lemonade	\$6.00
<hr/>	
Total	\$33.00

BLPant



Crêpe Hearts
Last Location
530-536-6443



MasterCard 2321
(Swipe)

Jun 6 2019 at 11:54 AM

#eb2j



Auth code: 063908

BONNIE BAVETTA

© 2019 Square, Inc.

1551, Suite 600





Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Crêpe Hearts

Crêpe Hearts via Square <receipts@messaging.squareup.com>
Reply-To: Crêpe Hearts via Square
<CAESOhIAGixyX21memV1b2p3b2ZtdWt1bHJqNHpkZ3FzMmly3Zvb2Nmb2poZHM1a25peSIIzGIlhbG9ndWUiiAB40Ln5yo7LFFkKHZNnYQbFQos8jz4kuprQPXTAbNOLy@reply2.squareup.co
To: bonnie@gotahoenorth.com

Thu, Jun 6, 2019 at 12:32 I

Square automatically sends receipts to the email address you used at any Square seller. [Learn more](#)



Crêpe Hearts

How was your experience?



\$28.00

Florentine x 2	\$28.00
(\$14.00 ea.)	
Total	\$28.00



Crêpe Hearts
Last Location
530-536-6443



MasterCard 2321 Jun 6 2019 at 11:51 AM
(Swipe) #J96q
 Auth code: 011543
BONNIE BAVETTA

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1455 Market Street, Suite 600
San Francisco, CA 94103

© Mapbox © OpenStreetMap [Improve this map](#)

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[Manage preferences for digital receipts](#)





Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Tahoe House Bakery & Gourmet

1 message

Tahoe House Bakery & Gourmet via Square <receipts@messaging.squareup.com>

Fri, Jun 7, 2019 at 12:23

Reply-To: Tahoe House Bakery & Gourmet via Square

<CAESOhIAGixyX21memRpeTJ6aXYyZG1zdHRnbnm1nbXlrMmtycXRtNnRtanV5dmE1c25peSIIzGIhbG9ndWUIG9P3MpM1A/E162vJp+DGNWjKxURJfutKM1vXH403CwL@reply2.squareup.c

To: bonnie@gotahoenorth.com

Square automatically sends receipts to the email address you used at any Square seller. [Learn more](#)

Tahoe House Bakery & Gourmet

How was your experience?



\$6.50

6 Pack Brownies	\$6.50
Total	\$6.50

Handwritten signature



Tahoe House Bakery & Gourmet
625 West Lake Blvd
Tahoe City, CA 96145
530-583-1377



MasterCard 2321 (Chip) Jun 7 2019 at 12:23 PM
#4cYE
BONNIE BAVETTA Auth code: 042681

AID: A0000000041010
Signature Verified

© 2019 Square, Inc.

1455 Market Street, Suite 600
San Francisco, CA 94103

Page 45 of 55



Invoice

Order Date: 6/9/2019

Order Number: 62753971900

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
		Total	\$9.99

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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Bonnie Bavetta <bonnie@gotahoenorth.com>

Items in your Staples Order 9800695656 have been delivered

1 message

Staples <support@orders.staples.com>
To: bonnie@gotahoenorth.com

Fri, Jun 21, 2019 at 1:52 PM



FREE NEXT-DAY DELIVERY.
On eligible orders. [See details.](#)

FURNITURE PAPER BREAKROOM INK & TONER ELECTRONICS OFFICE SUPPLIES

Good news! Items from your order have been delivered.



DELIVERED

Delivered On: Friday, June 21, 2019 at 12:19 PM

Ship to: BONNIE BAVETTA
100 N LAKE BLVD
TAHOE CITY, CA 96145

Carrier: On Trac
Signed By: D LEE



**Staples Carder Mesh Back Fabric Computer and Desk
Chair Black 24115CC**
Item #136815

Quantity: 1

SHIPPING SOON



Expected Delivery: Thursday, June 27, 2019

Ship to: BONNIE BAVETTA
100 N LAKE BLVD
TAHOE CITY, CA 96145

Luma Comfort Portable Evaporative Cooler 250 sq ft
Silver EC110S
Item #1781833

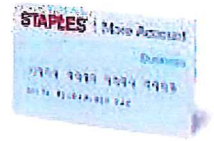
Quantity: 1


Want free next-day delivery with no minimum? **JOIN NOW**
 No order is too small when you join Staples® Plus. Exclusions apply. \$49 membership fee required.

5% back, every time.

Enroll in the More Account™ and earn more rewards in store and online.

APPLY NOW



See our Weekly Ad  Get your coupons  Find a local store 

IDEAS, INSIGHTS AND MORE.



STAY CONNECTED



Staples, Inc., 500 Staples Drive, Framingham, MA 01702

(Handwritten initials)



Bonnie Bavetta <bonnie@gotahoenorth.com>

Items in your Staples Order 9800695656 have been delivered

1 message

Staples <support@orders.staples.com>
To: bonnie@gotahoenorth.com

Tue, Jun 25, 2019 at 1:37 PM



FREE NEXT-DAY DELIVERY.
On eligible orders. [See details.](#)

- FURNITURE
- PAPER
- BREAKROOM
- INK & TONER
- ELECTRONICS
- OFFICE SUPPLIES

Good news! Items from your order have been delivered.



DELIVERED

Delivered On: Tuesday, June 25, 2019 at 11:53 AM

Ship to: BONNIE BAVETTA
100 N LAKE BLVD
TAHOE CITY, CA 96145

Carrier: UPS
Placed At: OFFICE
Signed By: ATWOOD



Luma Comfort Portable Evaporative Cooler 250 sq ft
Silver EC110S
Item #1781833

Quantity: 1

PREVIOUSLY DELIVERED



Delivered: Friday, June 21, 2019

Delivered to: BONNIE BAVETTA
100 N LAKE BLVD
TAHOE CITY, CA 96145

Carrier: On Trac
Signed By: D LEE

Staples Carder Mesh Back Fabric Computer and Desk
Chair Black 24115CC
Item #136815

Quantity: 1

Want free next-day delivery with no minimum?

JOIN NOW

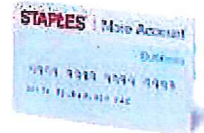
No order is too small when you join Staples® Plus.

Exclusions apply. \$49 membership fee required.

5% back, every time.

Enroll in the More Account™ and earn more rewards in store and online.

APPLY NOW



See our
Weekly Ad



Get your
coupons



Find a
local store



IDEAS, INSIGHTS AND MORE.



STAY CONNECTED



Staples, Inc., 500 Staples Drive, Framingham, MA 01702

G J



Bonnie Bavetta <bonnie@gotahoenorth.com>

Confirmation of Staples Order: #9800695656

1 message

Staples <support@orders.staples.com>
To: bonnie@gotahoenorth.com

Thu, Jun 20, 2019 at 3:22 PM



FREE NEXT-DAY DELIVERY.
On eligible orders. [See details.](#)

FURNITURE PAPER BREAKROOM INK & TONER ELECTRONICS OFFICE SUPPLIES

Hello Bonnie Bavetta,
Please see your order details below.



ORDER NUMBER: 9800695656
ORDER DATE: 06/20/2019

ITEMS FOR DELIVERY

Expected Delivery: Friday, June 21, 2019
Ship To: [100 N Lake Blvd, Tahoe City, CA 96145](#)



**Staples Carder Mesh
Back Fabric Computer
and Desk Chair Black
24115CC**
Item #136815

Quantity: 1
Price: \$199.99

Discounts:
\$80.00
80\$Off Staples Carder
Mesh Back Fabric
Computer and Desk
Chair, Black (24115-CC)

You Paid:
\$119.99

Expected Delivery: Thursday, June 27, 2019
Ship To: [100 N Lake Blvd, Tahoe City, CA 96145](#)

**Luma Comfort Portable
Evaporative Cooler 250
sq ft Silver EC110S**
Item #1781833

Quantity: 1
Price: \$158.09

Discounts:
\$0.00

You Paid:
\$158.09



To view or cancel your order please click below.
Most orders may be canceled within 30 minutes of being placed.

[VIEW ORDER](#)

BILLING INFORMATION

Billing address

Bonnie Bavetta
Po Box 1757
Tahoe City, CA 96145

Payment Information

Subtotal: \$358.08
Discounts: \$80.00
Shipping/Fees: \$0.00
Tax: \$20.16
Order Total: \$298.24

Payment Method

MC ending in 2321:
\$298.24

YOU MIGHT ALSO LIKE



\$32.99

Staples® Flat Pile Carpet Chair Mat
36" x 48", Lip



\$33.99

Staples® 36" x 48" Low Pile Carpet
Chair Mat, Lip



\$36.39

Staples 36" x 48" Flat Pile Chair Mat,
No Lip

Want free next-day delivery with no minimum?

No order is too small when you join Staples® Plus.

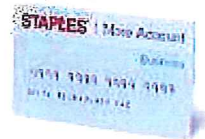
JOIN NOW

Exclusions apply. \$49 membership fee required.

5% back, every time.

Enroll in the More Account™ and earn more rewards in store and online.

APPLY NOW



Bill to

North Lake Tahoe Resort Association
 100 N Lake Blvd
 Tahoe City, California, 96145
 United States

Username NLTRA
 Account ID 1620115

Billing Period **Jun 02, 2019 - Jul 01, 2019**

Net Charges

Date	Item	Quantity	Unit Price	Net Amount Due
New services (pro-rated for optional services)				
Jun 21, 2019	Inbound Toll-Free	1	\$77.5203	\$77.52
Jun 21, 2019	Unified Communications Users	1	\$413.8200	\$413.82
Jun 21, 2019	AK/HI/PR/VI Inbound Toll-Free	1	\$4.3130	\$4.31
Jun 21, 2019	Cloud PBX Resource Lines	1	\$12.9900	\$12.99
Jun 21, 2019	Local and Toll Free Numbers	1	\$22.9500	\$22.95
Jun 21, 2019	Regulatory Cost Recovery Surcharges	1	\$75.6200	\$75.62
Jun 21, 2019	Canada Inbound Toll-Free	1	\$0.1840	\$0.18
Sub-total due				\$607.40

Taxes

Tax	Level	Tax Amount
State	State/Province	\$11.19
Local	Local	\$1.70
Government Telecommunications Service Fees	Other	\$33.98
Sub-total due		\$46.87

Total new charges during Jun 02, 2019 - Jul 01, 2019 \$654.27

Total does not reflect past due balances, please refer to account statement balance for total outstanding balance





[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: 07/08/2019
User Name: nltra1*

Invoices from 06/08/2019 to 07/08/2019

Date	Description	Charge Amount	Credit Amount
06/27/2019 Invoice #230536112	Constant Contact Toolkit - Email Plus Contacts 5,001 - 10,000 Contacts Maximum Number of Contacts This Billing Period: 5267 Period from 06/27/2019 to 07/26/2019	\$125.00	

Billing questions? [Contact Support](#)

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





Bonnie Bavetta <bonnie@gotahoenorth.com>

Receipt from Cornerstone Bakery

1 message

Cornerstone Bakery via Square <receipts@messaging.squareup.com>

Thu, Jun 27, 2019 at 8:30 /

Reply-To: Cornerstone Bakery via Square

<CAESOhIAGixyX21memd3enJzaGJ4d2N6a3ZqYjN0bTUybm9qeXZrdWN0b2Z2dT11Mm5peSIIzGihbG9ndWUilCXWRatO7MW0i3VB4a7udYw0271uNWH0/zAbsqisgiba@reply2.squareup.cor

To: bonnie@gotahoenorth.com

Square automatically sends receipts to the email address you used at any Square seller. [Learn more](#)

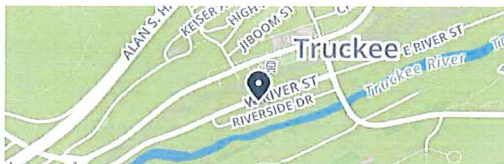
Cornerstone Bakery

How was your experience?



\$21.00

Scone x 4 (\$3.00 ea.)	\$12.00
Apple galette	\$6.00
Muffins	\$3.00
Total	\$21.00



Cornerstone Bakery
10087 W River St
TRUCKEE, CA 96161
530-563-5322



MasterCard 2321 (Chip) Jun 27 2019 at 8:30 AM
#kf28
BONNIE BAVETTA Auth code: 078259

AID: A0000000041010
Signature Verified

Handwritten notes:
Bonnie Bavetta
6/27/19
Employee Morale
\$200.00/70

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1455 Market Street, Suite 600
San Francisco, CA 94103

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